Grape Exports: A Grape or Great Crisis?

Chaired by: Gerd Burmester

Panellists: Gill Ambler | Rafael Rodríguez | John Pandol | Charles Du Bois

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THE **WHY** AND THE **HOW** OF THE PANEL

THE WHY

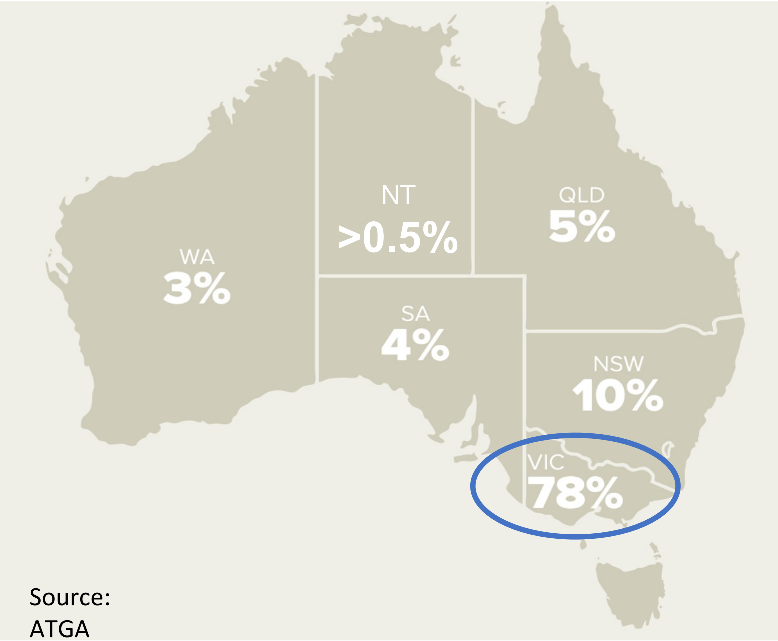
- We are all facing challenges
- Cooperating we will solve them faster and in a better way

THE HOW

- Numbers andd Breakdown of each Country
- Main Constraints of each Country
- Common Solutions – Can we cooperate more? (Coopetition)

Australia

Snapshot of the Australian Table Grape



Source:
ATGA

Non-commercial varieties: 68%
Commercial: 32%

Source: ATGA

Total Production

VOLUME
230,000t

Exports

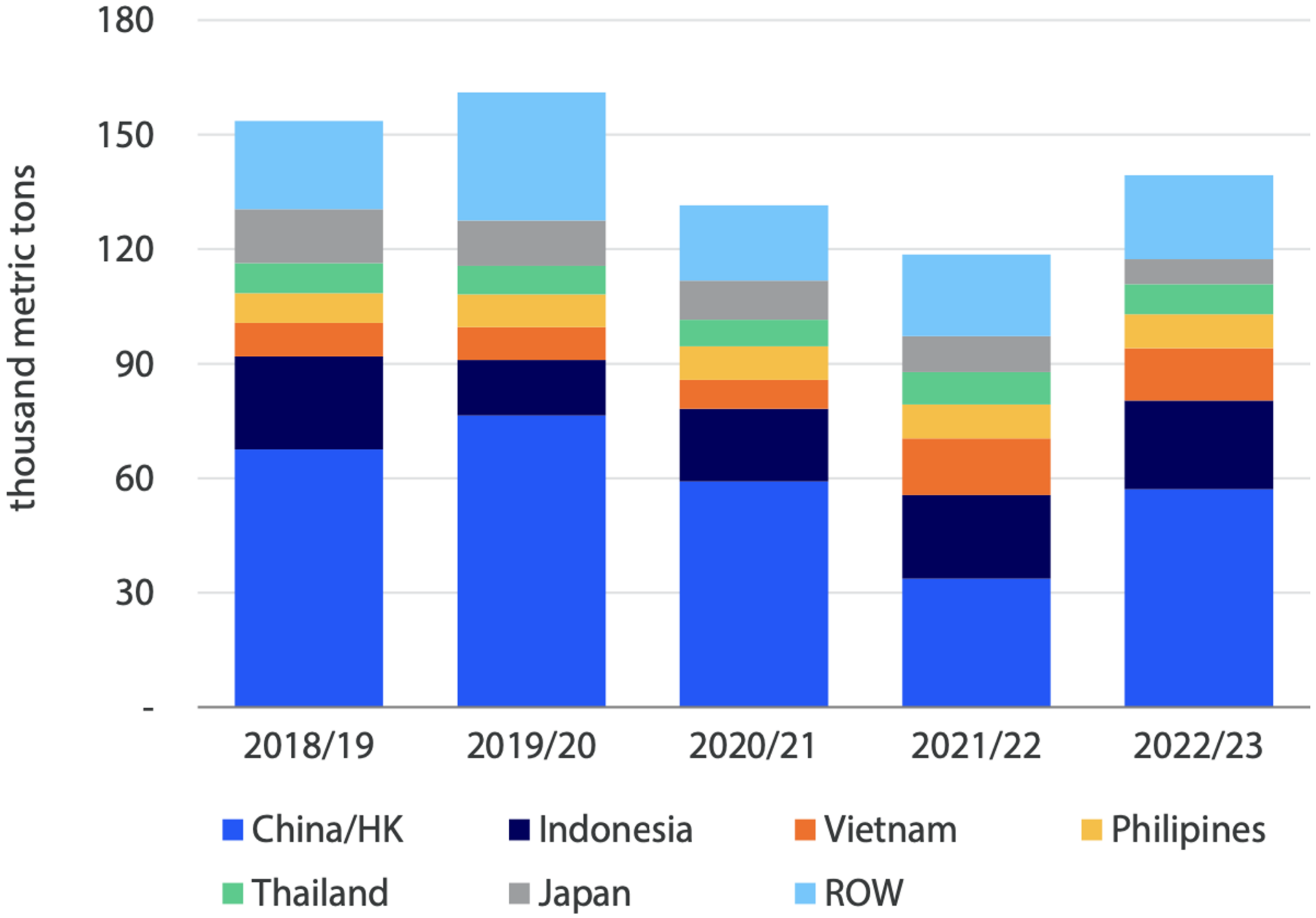
VOLUME
132,488t

VALUE
$557.75m

Domestic Market

VOLUME
97,500t

Exports from 2018/19 – 2023/23



Source: Trade Map, Rabobank 2023

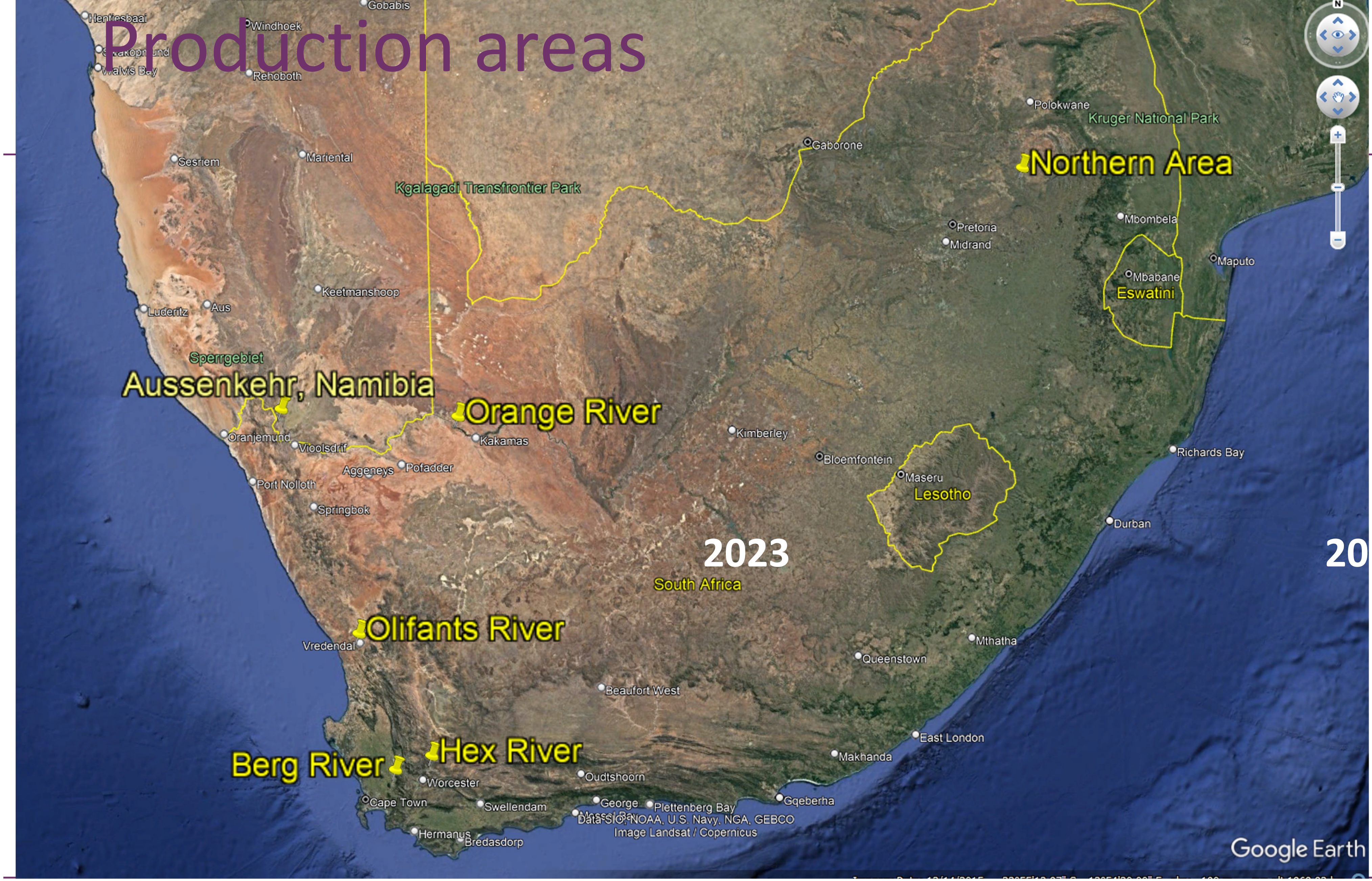
- China and Hong Kong 52,847t
- Indonesia 23,544t
- Vietnam 13,202t
- Philippines 8,539t
- Thailand 7,343t
- Japan 6,357t

South Africa

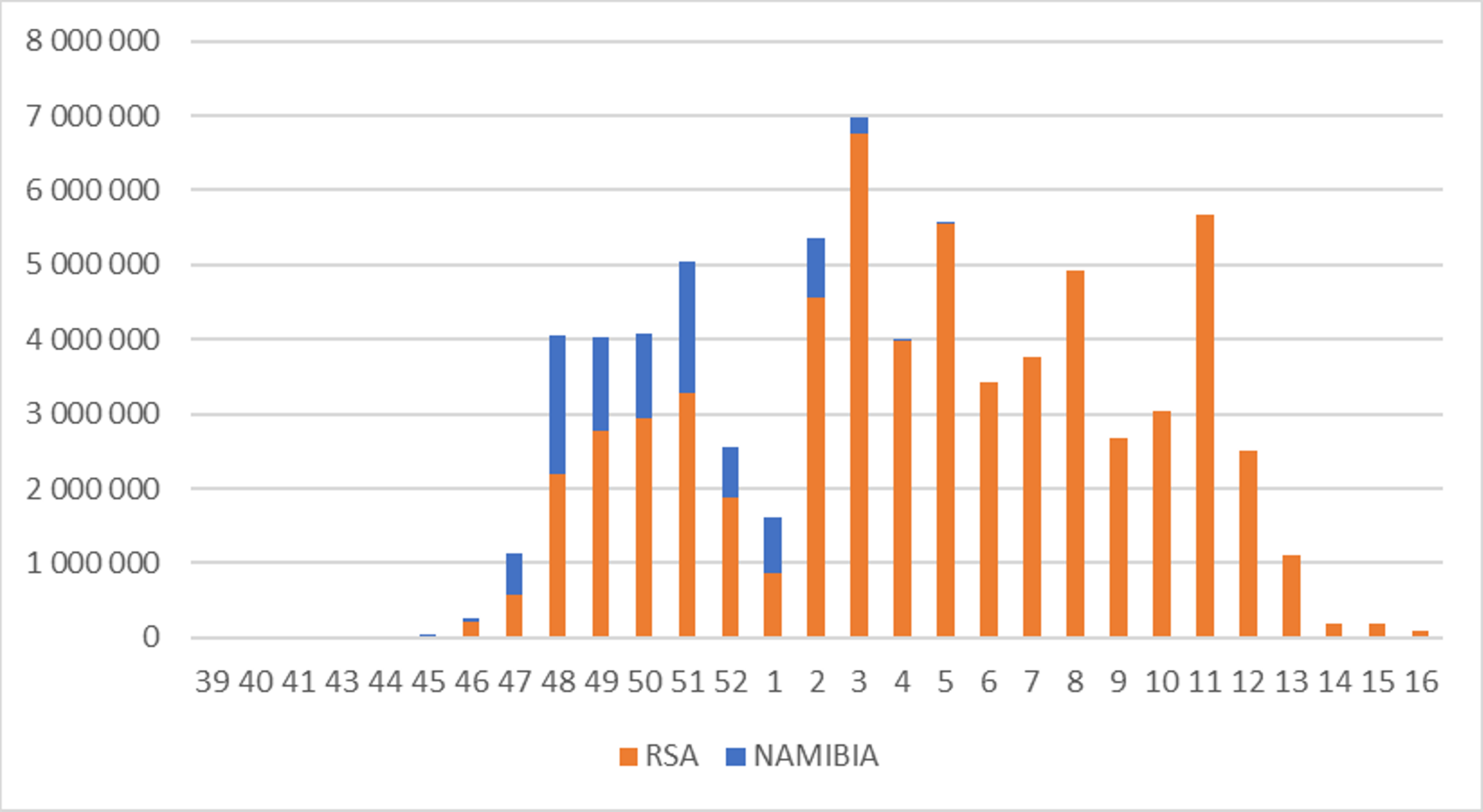
Southern Africa

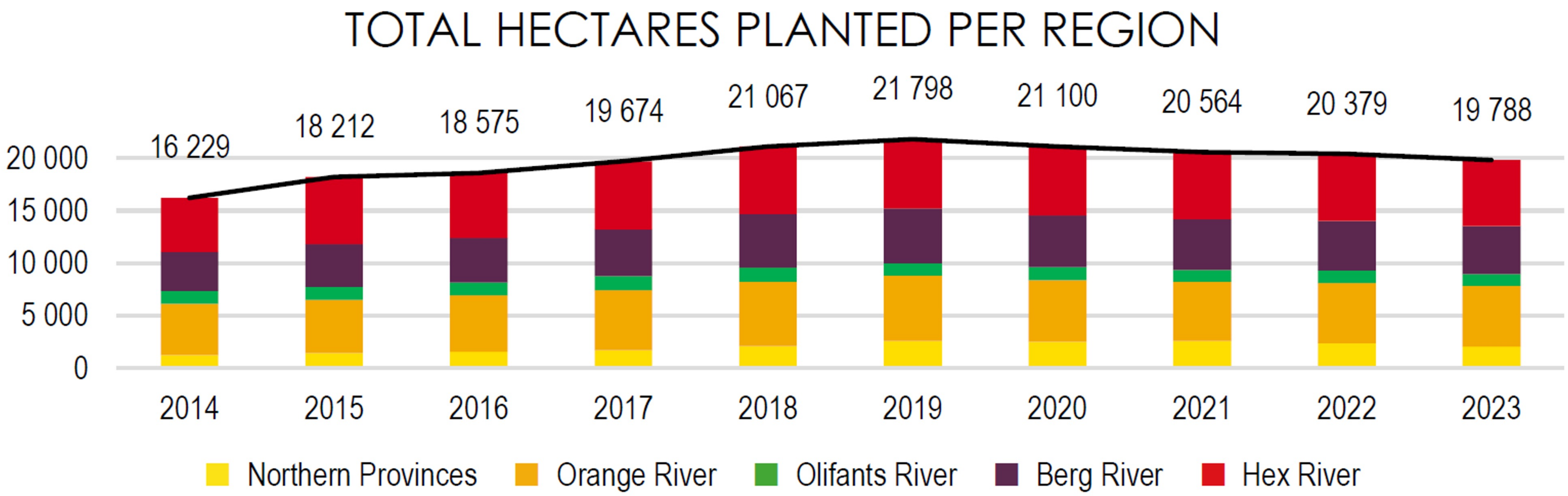
	South Africa	Namibia	Combined
Hectares	19 800	2 300	**22 100**
4.5kg eq. cartons	73 000 000	9 100 000	**82 100 000**
8.2kg e.q. cartons	40 100 000	5 000 000	**45 100 000**
Growers	316	11	**327**
Ave Ha/grower	63	209	**68**

Production areas

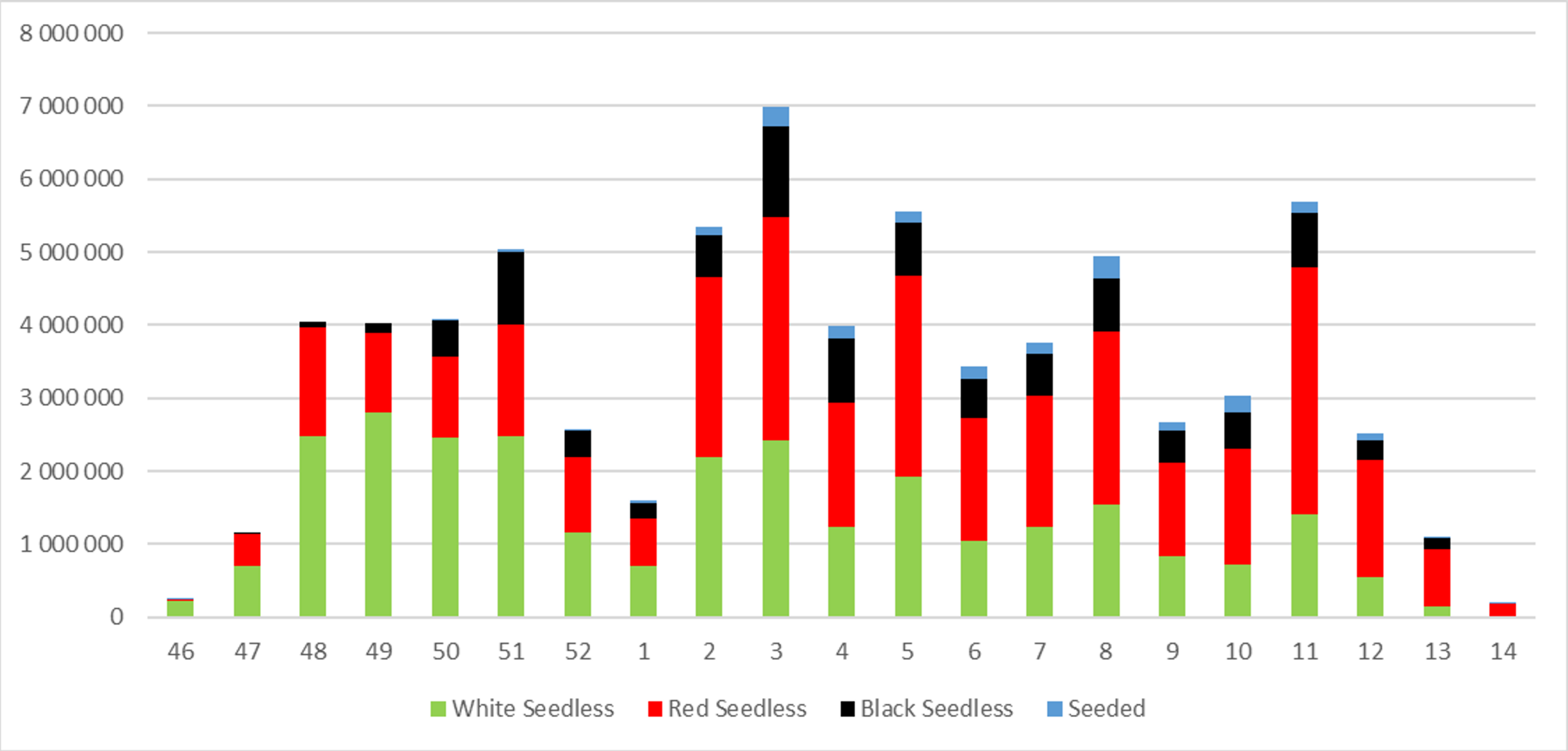


Namibia and RSA timing



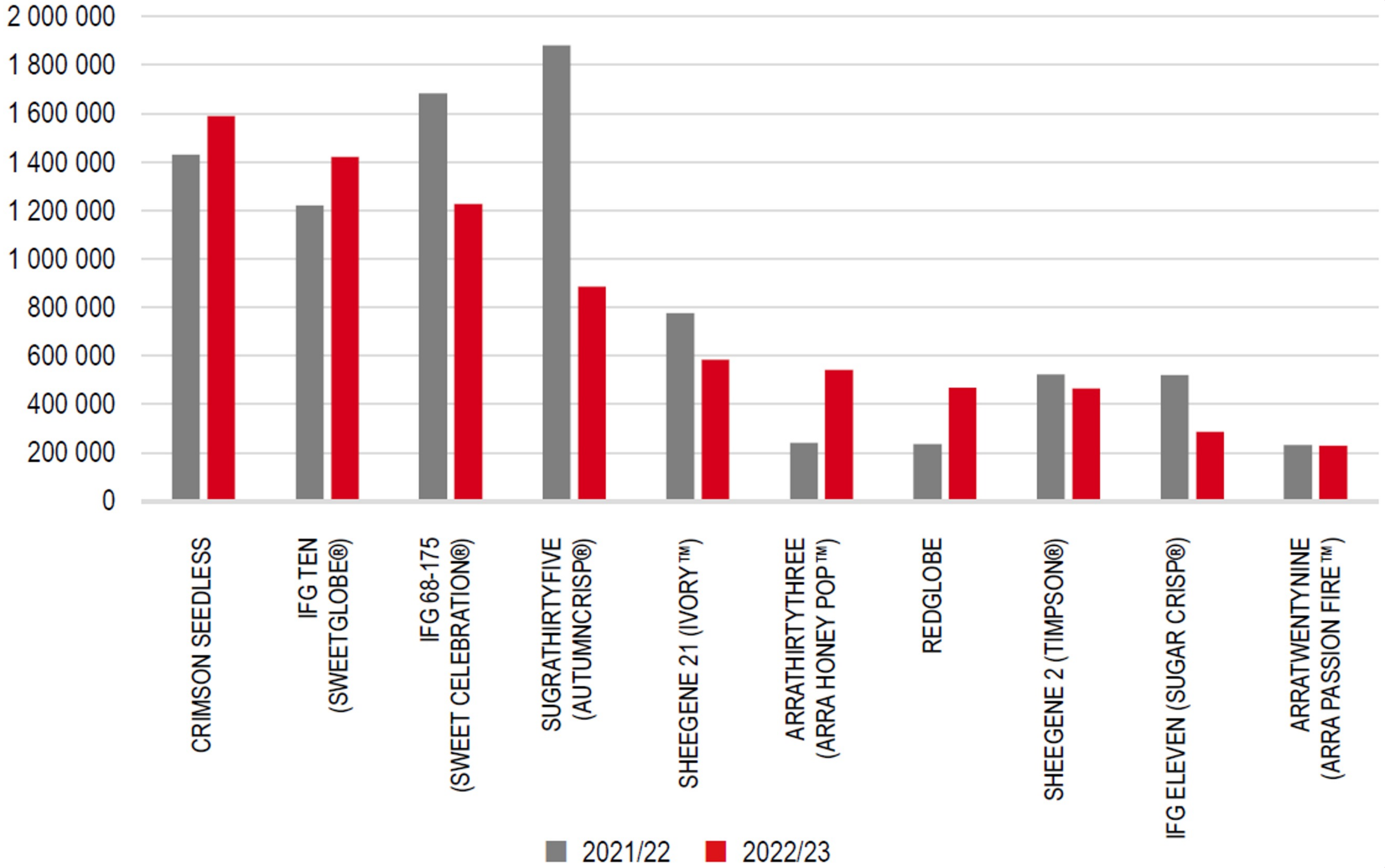

TOTAL HECTARES PLANTED PER REGION
16 229
18 212
18 575
19 674
21 067
21 798
21 100
20 564
20 379
19 788
20 000
15 000
10 000
5 000
0
2014
2015
2016
2017
2018
2019
2020
2021
2022
2023
Northern Provinces
Orange River
Olifants River
Berg River
Hex River

Exports by variety group

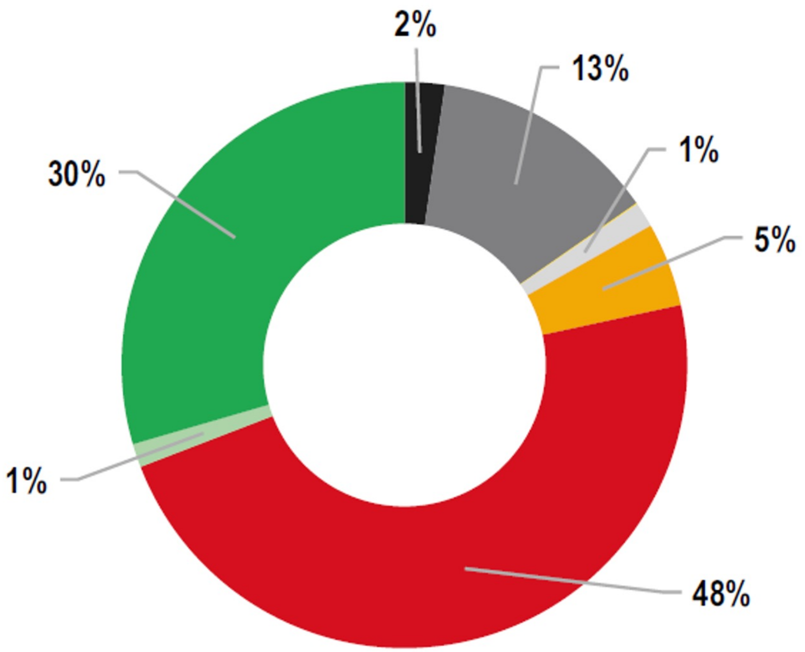


NUMBER OF TABLE GRAPE CULTIVARS GRAFTED AT NURSERIES OVER THE LAST TWO YEARS

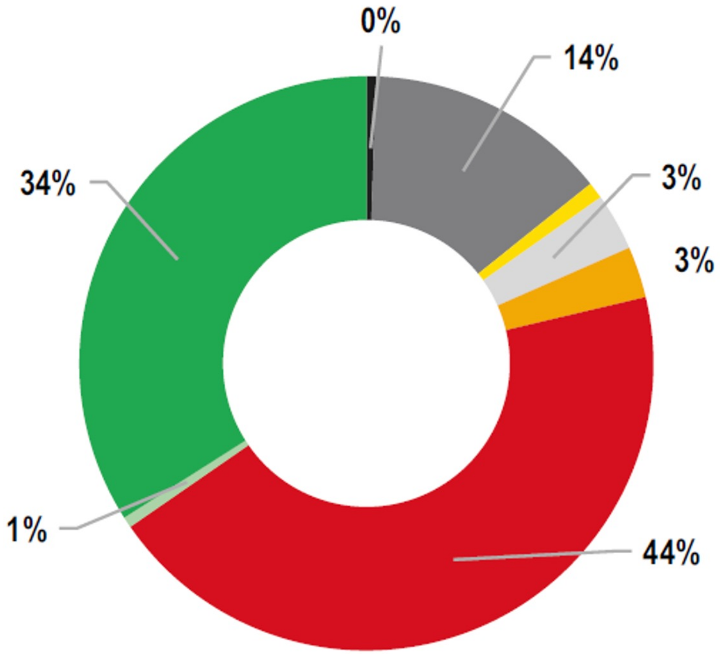
(TOP 10 CULTIVARS GRAFTED IN 2023 LISTED ONLY)



PERCENTAGE SPLIT PER CULTIVAR GROUP 2018/2019

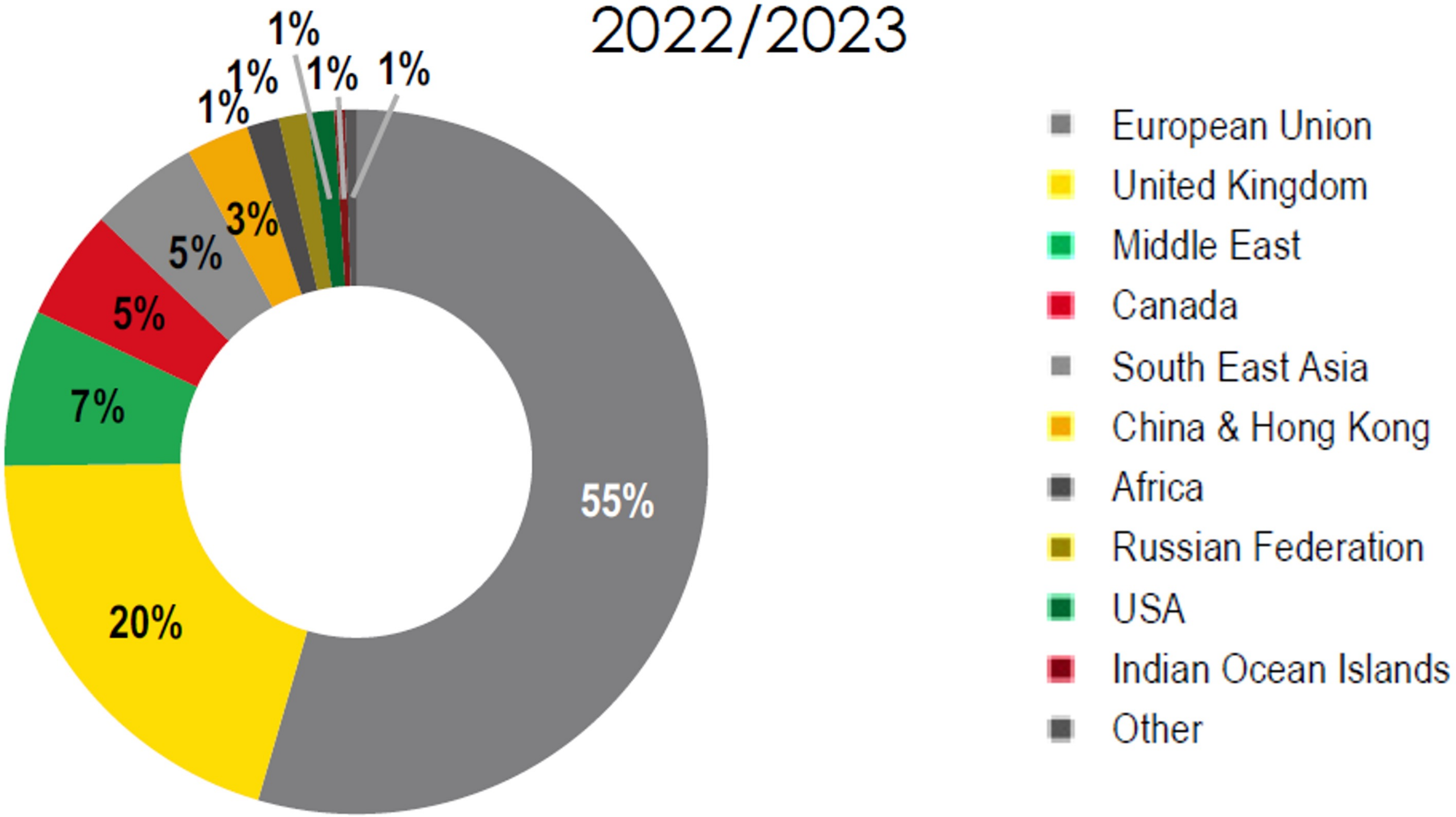


PERCENTAGE SPLIT PER CULTIVAR GROUP 2022/2023

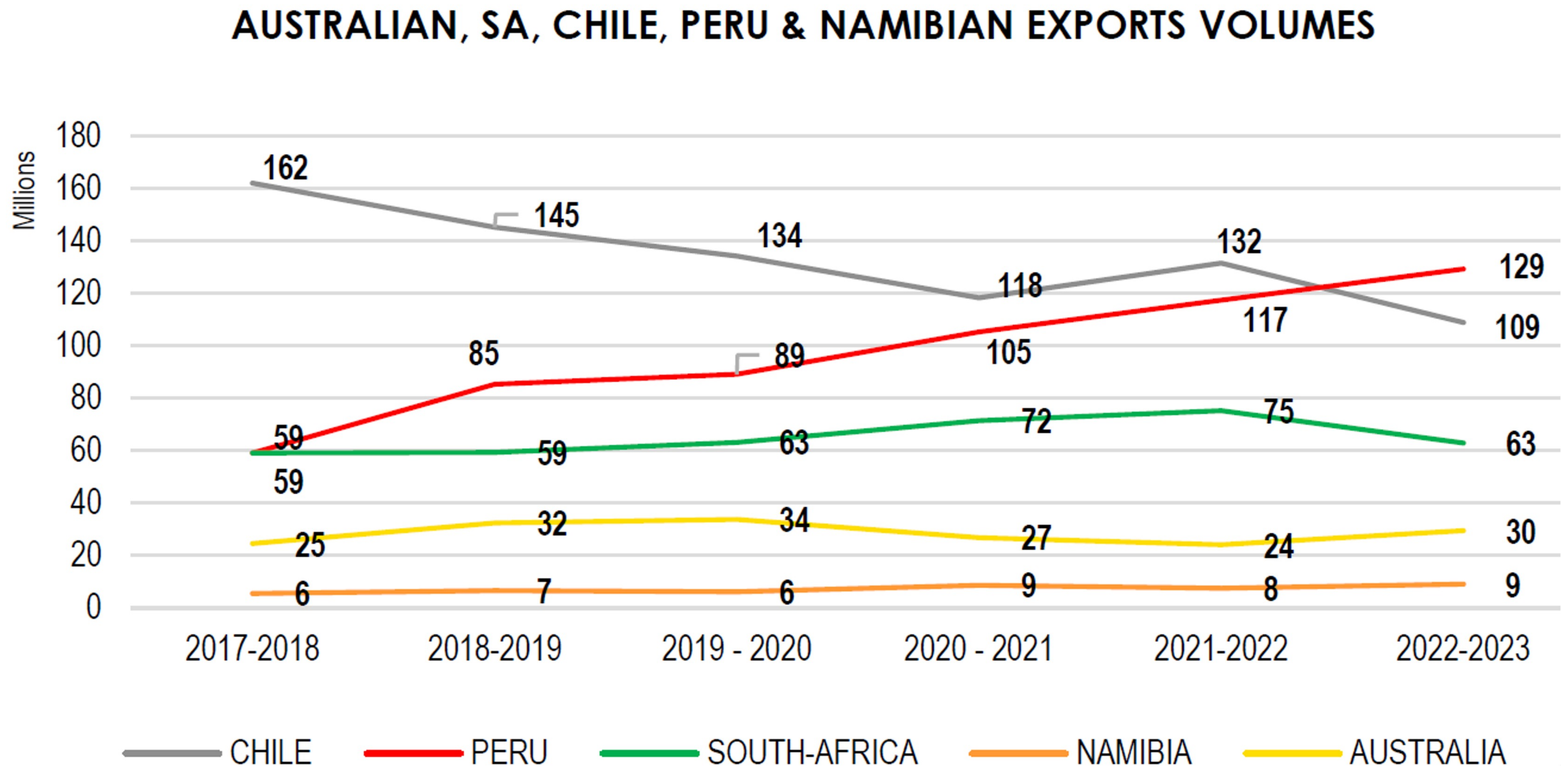


- Black Seeded Grapes
- Black Seedless Grapes
- Experimental Grapes
- Mixed Grapes
- Red Seeded Grapes
- Red Seedless Grapes
- White Seeded Grapes
- White Seedless Grapes

Market Distribution



Southern Hemisphere



Challenges

Infrastructure owned by RSA government:

- Electricity
- Rail
- Roads
- Ports

South African political stability

Namibia: Water security

Opportunity: Market access

Ongoing negotiations to be marked in yellow

Asian market/SHAFFE country	South Africa	Autsralia	New Zealand	Peru	Chile	Argentina	Uruguay
China			Bilateral agreement	Bilateral agreement	Bilateral agreement		
India				GSTP	Bilateral agreement GSTP	GSTP Mercosur - India bilateral	Mercosur - India bilateral
Indonesia		ASEAN - Australia - New Zealand	ASEAN - Australia - New Zealand	GSTP	GSTP	GSTP	
Japan				Bilateral agreement	Bilateral agreement		
South Korea				Bilateral agreement GSTP PTN	Bilateral agreement GSTP PTN	GSTP	PTN
Malaysia		Bilateral agreement ASEAN - Australia - New Zealand	Bilateral agreement ASEAN - Australia - New Zealand	GSTP	Bilateral agreement GSTP	GSTP	
Philippines		ASEAN - Australia - New Zealand	ASEAN - Australia - New Zealand	GSTP PTN	GSTP PTN	GSTP	PTN
Thailand		ASEAN - Australia - New Zealand Bilateral agreement	Bilateral agreement ASEAN - Australia - New Zealand	GSTP	GSTP	GSTP	
Vietnam		ASEAN - Australia - New Zealand	ASEAN - Australia - New Zealand	GSTP	**GSTP**	**GSTP**	

Market access for Namibia to China, USA, etc.

USA

Chile

Chile start growing & Exporting TableGrapes many years ago…

1930´s

2020´s

Main Objectives of the Trellis System

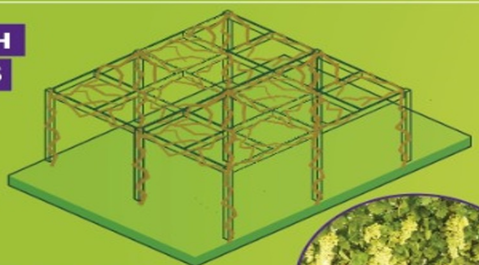
- Maximize the number of leaves exposed to light .
- Separate the fruit from the foliage.
- Allow covers installation.
- Advance bearing entry.
- Make more efficient different handlings like harvest, prunning and thinning.
- More effective pest and disease control.
- Increase productivity and quality.

TRELLIS SYSTEMS MORE COMMONLY USED IN TABLEGRAPE PRODUCTION

There are several ways to establish table grapes vines, with differences in distribution and exposure of the fruit, light management, use of machinery and productivity. With the increase in labor costs today, this is a key factor to consider. South Africa and California have tried to solve by searching for more efficient systems in terms of Labor performance. Gable system can allow equivalent productions with bunches at a height more suitable for workers compared to the traditional Spanish trellis grapevine. Most important objetive is to promote productivity, which goes hand in hand with greater exposure to light.

SPANISH TRELLIS

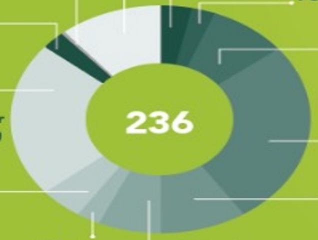
90% of Chilean Table Grape Industry



Installation Cost	High Crop Load	High Leaf Area
$$$		

Flat Canopy - **High LAI**

LABOR DAYS PER HECTARE (SPANISH TRELLIS)



Advantages

- Good bunch distribution and high load capacity
- Well-exposed fruit, spaced clusters, well protected from direct sunlight
- Ease of machinery transit
- Best adapted to varieties with medium fertility, long pruning and high expression of vigor
- Allows to work in the shade
- Easy supervision of workers

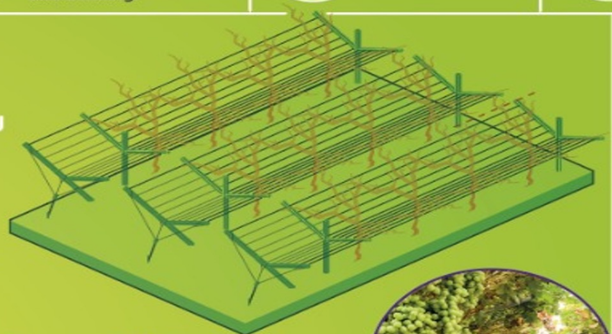
Disadvantages

- More difficult light management
- Higher Relative Humidity wich can increase fungal diseases
- Expensive cultural practices due height Đu8226
- Complex structure design on uneven terrain
- If the estructure collapses, most of the unit may be lost
- Greater difficulty to install plastic coverage (disposable non permanent)
- Requires the use of step laders
- Accident rate may be higher
- Work with arms up
- Eventual reduced vision of the bunches

GABLE

Widely used in EEUU and South Africa

Trellis system consisting of independent planting rowssoported by wooden or metal structures called crossbars are arranged with different opening angles.



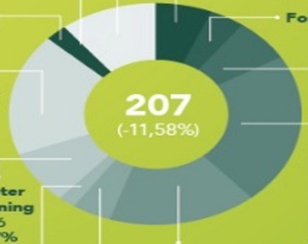
11,8% Less labor days 7 ha / year

Angular Canopy - **Higher LAI**

System variations

- **Open Gable** were the rows goes completely independent.
- **Gable** were the rows are conected at the leaders line.
- **Doble Gable** were the rows are connected by it wooden crossbars.

LABOR DAYS PER HECTARE



Higher Installation Cost	High Crop Load	Higher Leaf Area
$$$$		

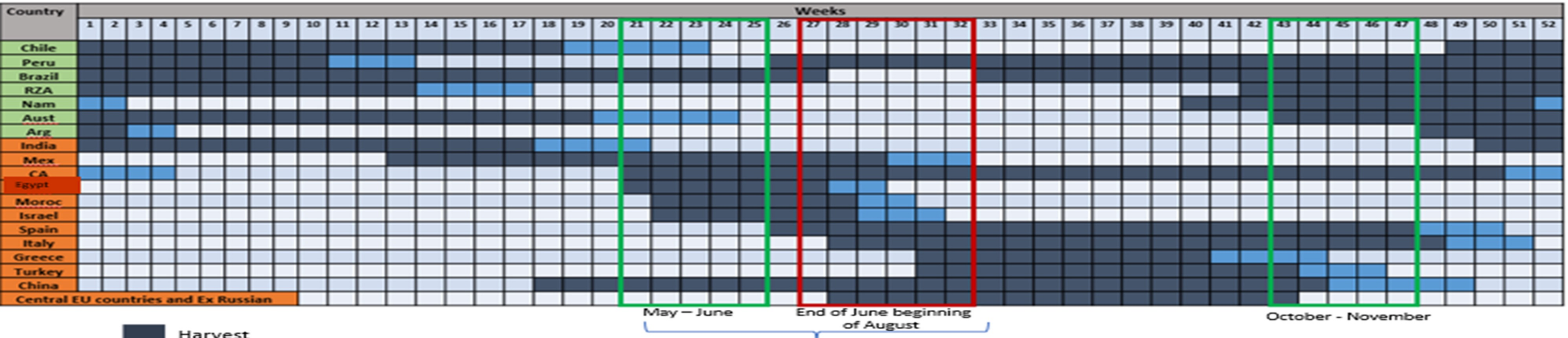
Advantajes

- Good bunch distribution and high load capacity
- Well-exposed fruit, spaced clusters, well protected from direct sunlight
- Ease of machinery transit
- Best adapted to varieties with medium fertility, long pruning and high expression of vigor
- Allows to work in the shade
- Easy supervision of workers

Disadvantages

- Greater difficulty to supervise workers
- It can cause clumping of bunches if care is not taken to separate them
- In varieties of medium to low fertility (requires "long pruning"), it is difficult to get space for prunning elements
- Higher structure cost

Table Grape world Calendar and availability



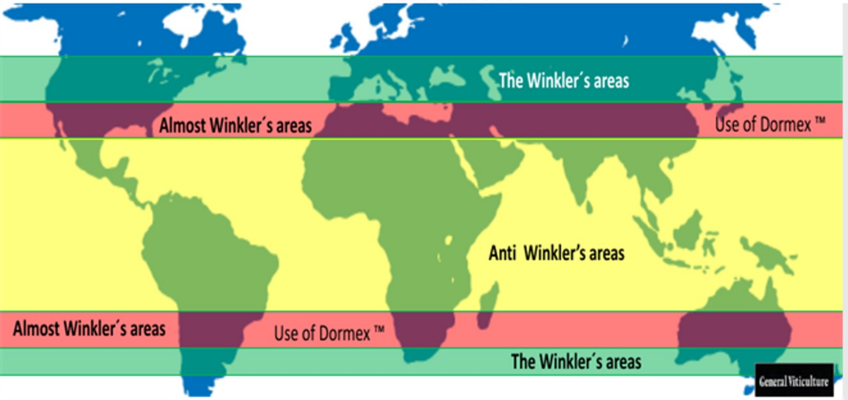
Harvest

Store or dispatches

Potential Shortage of White seedless (WSD) in some markets

Potential Shortage of Red seedless (RSD) in some markets

Source: complied by O.Salgado 2020



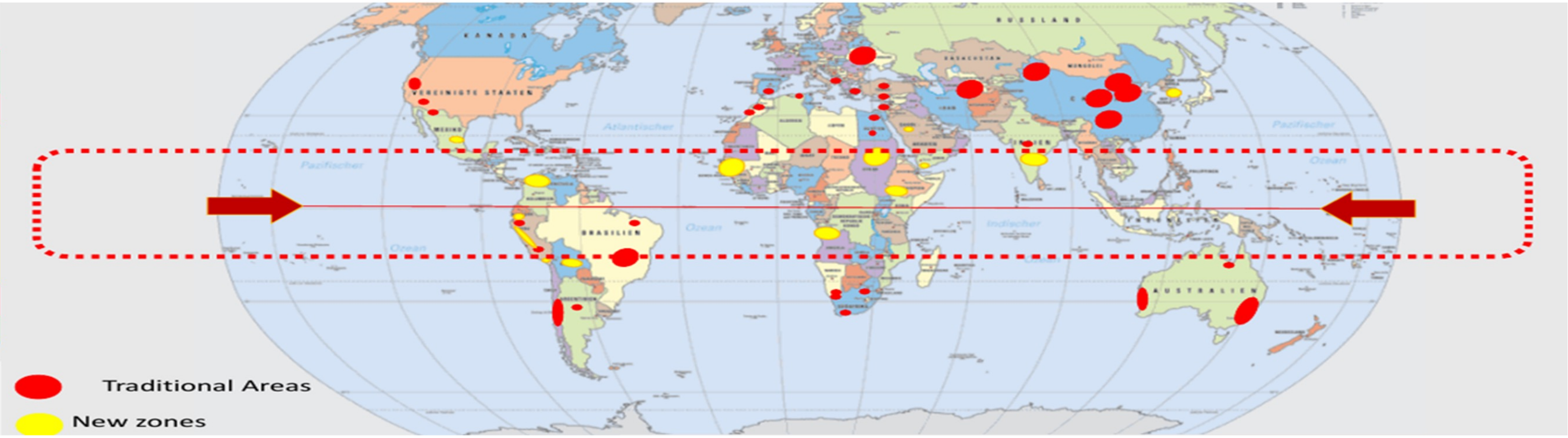


Table grapes. Worldwide production in tons and trend

Origin	2017/18	2018/19	2019/20	2020/21	2021/22	2022/23	%VAR 2022/23 vs 2021/22	2022/23 Share	Trend
China	10.500.000	9.900.000	10.800.000	11.450.000	11.980.000	12.600.000	5%	46%	
India	2.800.000	2.900.000	2.800.000	2.300.000	2.900.000	2.850.000	-2%	10%	
Turkey	2.109.000	1.950.000	2.050.000	2.220.000	1.857.000	2.236.000	20%	8%	
Uzbekistan	1.589.800	1.603.000	1.607.000	1.607.000	1.607.000	1.607.000	0%	6%	
Brazil	1.592.000	1.485.000	1.436.000	1.436.000	1.436.000	1.436.000	0%	5%	
Egypt	1.315.000	1.350.000	1.385.000	1.170.000	1.435.000	1.480.000	3%	5%	
European Union	1.447.883	1.589.000	1.548.000	1.374.000	1.420.000	1.581.000	11%	6%	
United States	934.682	997.000	905.000	871.000	826.000	850.000	3%	3%	
Peru	623.000	630.000	645.000	685.000	713.000	766.000	7%	3%	
Chile	915.228	835.000	785.000	665.000	793.000	737.000	-7%	3%	
Otros	1.231.326	1.147.000	1.316.000	1.311.000	1.297.000	1.274.000	-2%	5%	
Total	**25.057.919**	**24.386.000**	**25.277.000**	**25.089.000**	**26.264.000**	**27.417.000**	4%	**100%**	

Source: USDA. Compiled by iQonsulting.

Table Grape, Southern Hemisphere, India & México: Exports by supplier and season. Thousand of tons.

Supplier	2016/17	2017/18	2018/19	2019/20	2020/21	2021/22	2022/23	%VAR 2022/23 vs 2021/22	2022/23 Share	Trend
Chile	732,662	731,775	653,902	606,123	536,664	609,662	495,939	-19%	25%	
Peru	356,726	275,904	388,977	395,049	465,384	543,928	592,857	9%	30%	
South Africa	294,518	268,504	269,881	287,627	323,470	339,393	286,166	-16%	14%	
Australia	111,466	113,816	153,557	159,699	154,625	130,971	139,347	6%	7%	
Brazil	34,158	43,186	48,041	46,152	56,692	66,460	55,208	-17%	3%	
Argentina	4,207	5,974	7,811	4,849	5,538	5,529	2,673	-52%	0.1%	
India	190,226	164,058	218,753	153,226	149,403	190,866	200,522	5%	10%	
Mexico	195,931	146.83	219,499	227,622	231,132	191,029	200,859	5%	10%	
Total S.H.	**1,533,737**	**1,439,160**	**1,522,168**	**1,499,500**	**1,542,373**	**1,695,943**	**1,572,180**	-7%	80%	
Total	**1,919,894**	**1,750,048**	**1,960,421**	**1,880,347**	**1,922,908**	**2,077,837**	**1,973,561**	-5%	100%	

Source: iQonsulting with information from SAG-ASOEX / SATI / Customs Mexico / Informagro / Trademap / USDA.

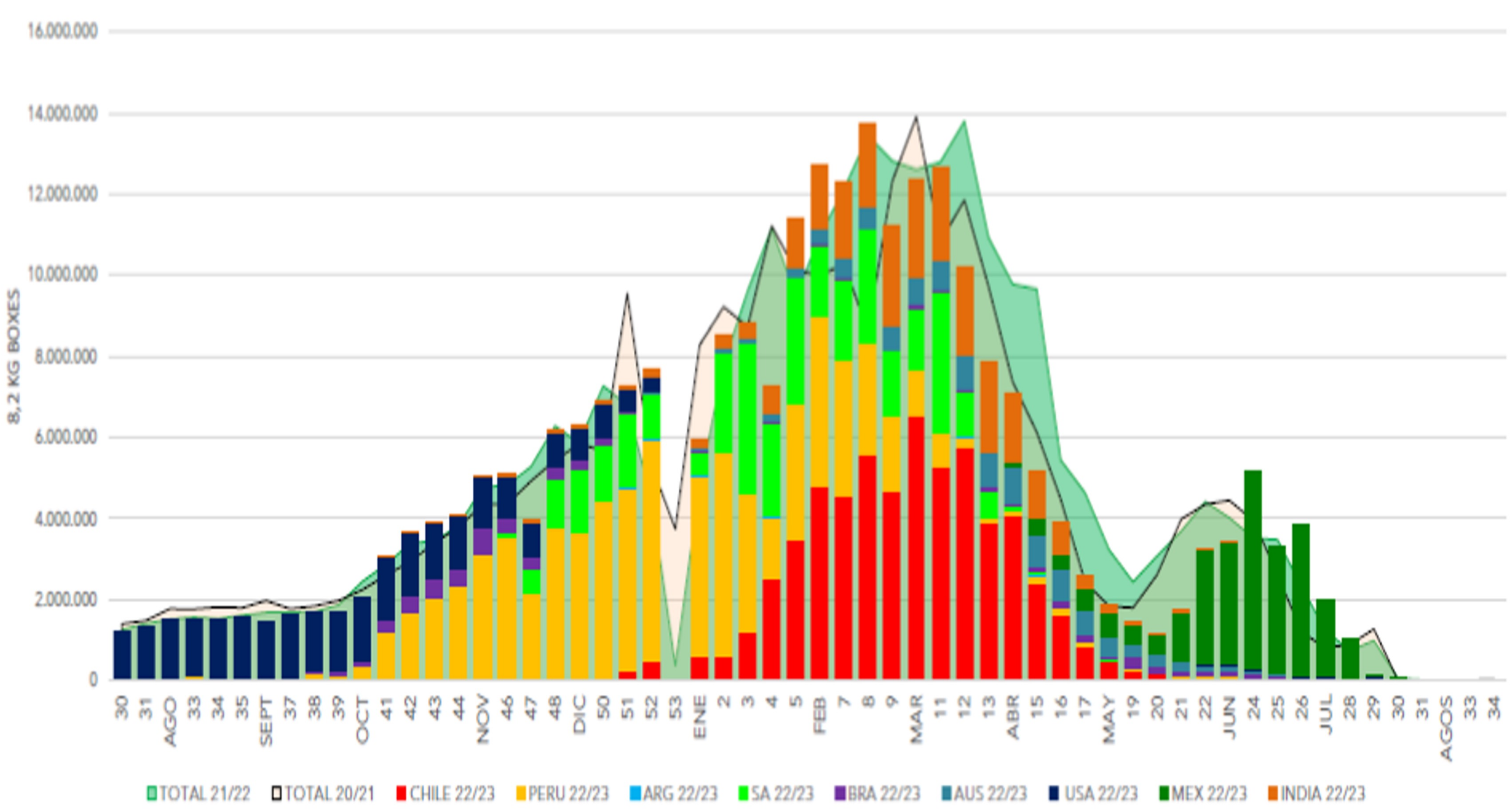
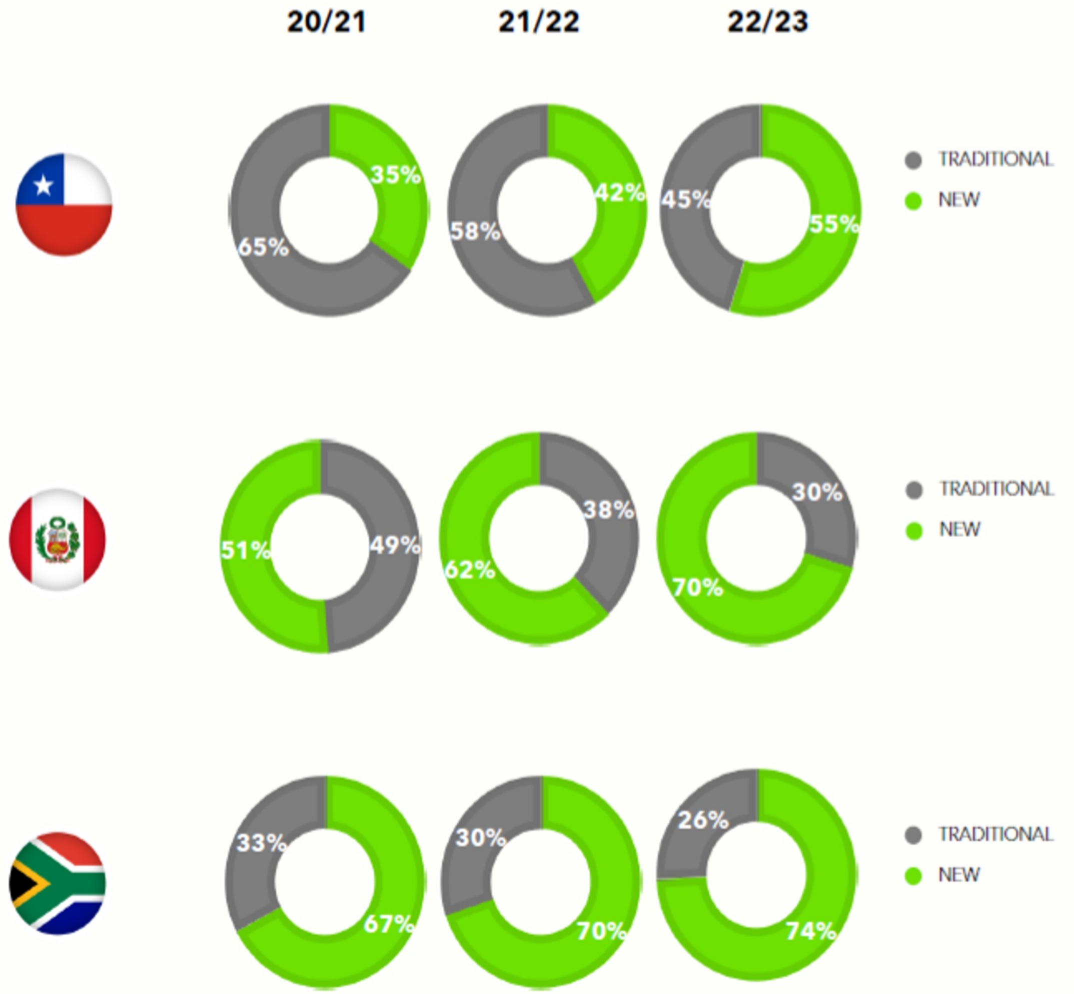


Table Grapes, Southern Hemisphere, and other relevant countries: Weekly shipments (exports) by supplier, in tons.

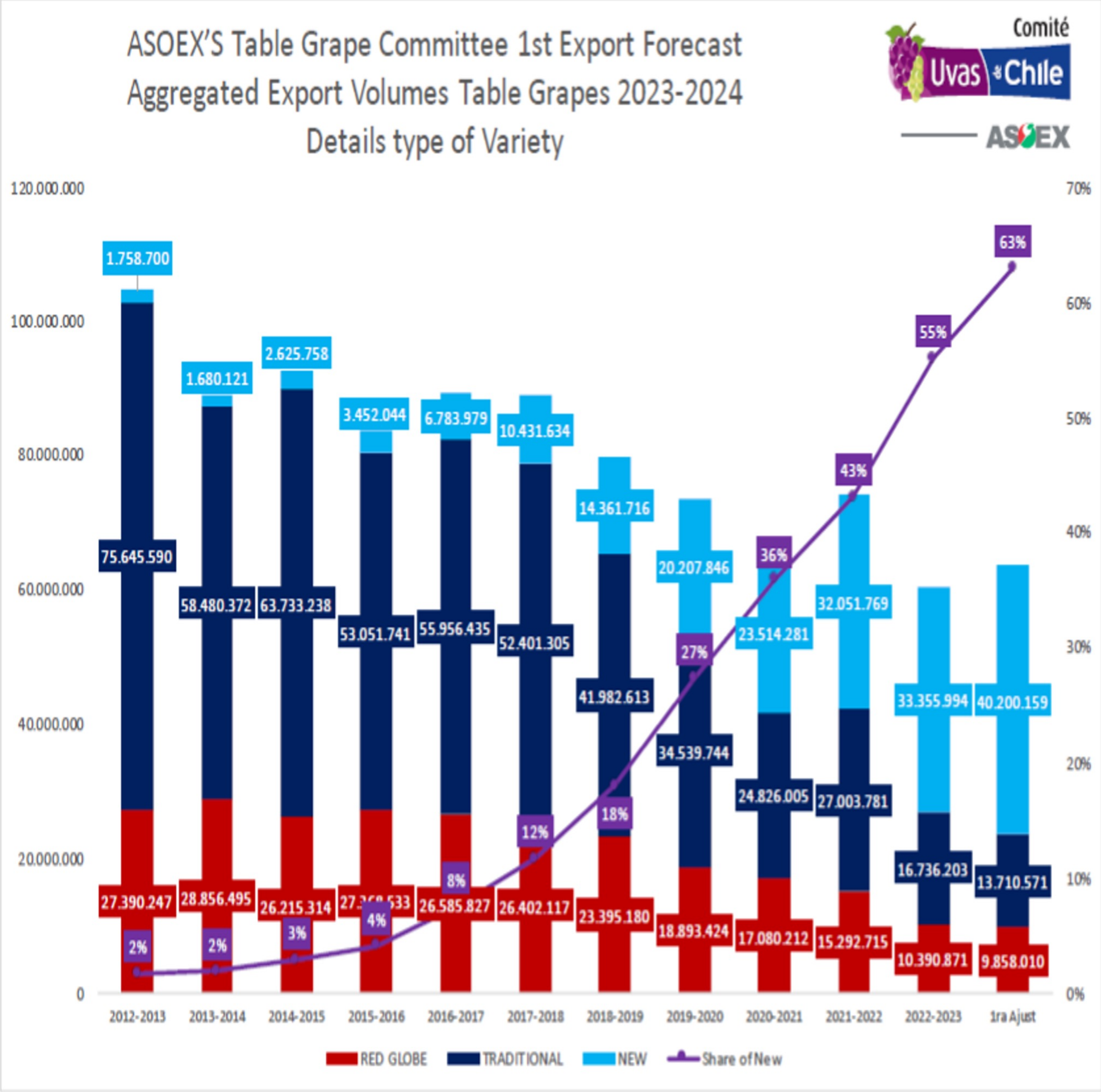
Source: iQonsulting with information from SAG-ASOEX / SATI / Customs Mexico / Informagro / USDA.

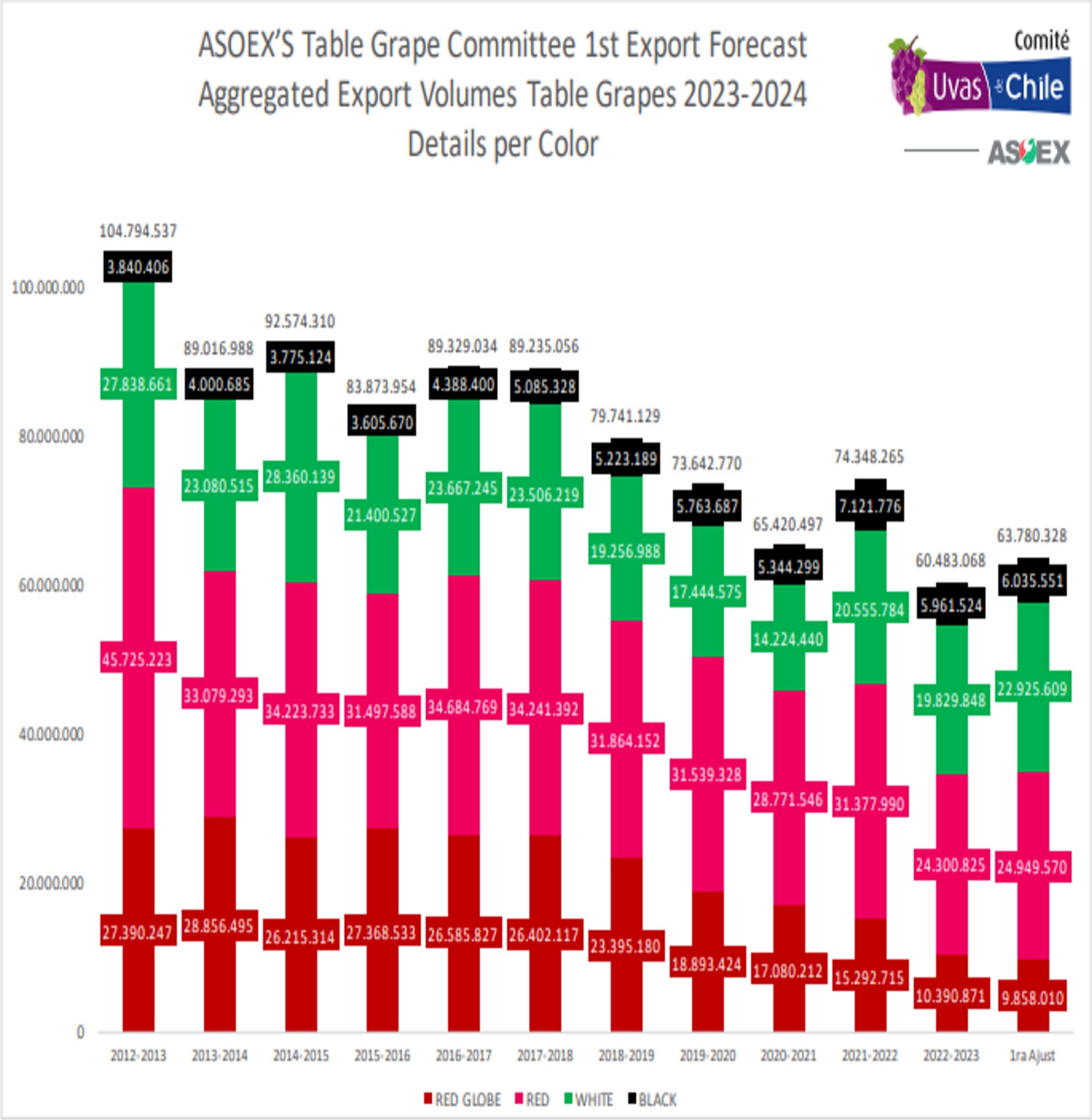
TableGrape licensed Varieties Export Evolution

Source: iQonsulting with information from SAG - ASOEX / Informagro / SATI



TOP 10 CHILE			2022/23 TONS	2022/23 8.2 KG BOXES	2021/22 TONS	2021/22 8.2 KG BOXES	VAR 2022/23 VS 2021/22
1	RSS	ALLISON	31,835	3,882,270	17,574	2,143,157	81%
2	RSS	TIMCO	30,713	3,745,471	26,714	3,257,804	15%
3	RSS	SWEET CELEBRATION	27,080	3,302,400	21,696	2,645,895	25%
4	GSS	ARRA 15	23,139	2,821,801	15,414	1,879,712	50%
5	GSS	SWEET GLOBE	22,673	2,764,996	10,010	1,220,699	127%
6	GSS	AUTUMN CRISP	18,547	2,261,845	5,814	709,077	219%
7	GSS	TIMPSON	14,224	1,734,660	10,270	1,252,385	39%
8	BSS	SABLE	10,241	1,248,877	6,186	754,365	66%
9	BSS	SWEET FAVORS	9,572	1,167,342	8,362	1,019,726	14%
10	RSS	SCARLOTTA	8,613	1,050,355	3,775	460,395	128%
OTHERS			71,470	8,715,909	128,321	15,648,855	-44%
TOTAL			**268,107**	**32,695,925**	**254,135**	**30,992,070**	**5%**





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AREA EVOLUTION BY VARIETY AND REGION IN CHILE

SEASON ESTIMATION 22/23 (MILLION BOXES 8,2 KG)

60.480.366

According área data worked for export this season and historical yields assuming changes in variety composition because the growth of new varieties.

Compiled information by
Carolina Cruz Vargas, UVANOVA

CENSUS YEAR	REGION	N° HA ODEPA	N° HA UNWORKED 2021 (1)	N° HA UNWORKED 2022 (1)	ESTIMATED WORKED AREA 22/23
2020	III REGION	5.987	787	700	4.500
2022	IV REGION	7.312	1.500	2.000	3.812
2019	V REGION	9,970	2,093	2,549	5,328
2019	R.M.	6.848	780	1.100	4.968
2020	VI REGION	12.736	3.486	1.995	7.255
	OTHERS	251	S/I	53	193
	TOTAL	43.104	7.667	8.397	26.056 (2)

(1) = = Includes unworked hectares, raisin production, juice production.
(2) = An approximation is made to 30,000 hectares that will be worked for export last season Allison Timco

CONSIDERATIONS:

a.- Season 2020/21: Strong reduction of volumen due to heavy summer rains (january 30th) estimated volumen not exported reached 12-15MM boxes.

b.- Seasn 2021/22: estimated volumen between 3 to 4,5 MM boxes were no longer exported to different Markets due to logistics problems, mainly affecting late season varieties from Metropolitan and O´Higgins regions.

c.- Season 2022/23: reduction of the volume produced compared to the previous season from 20 to 22%. It is important to consider that the fall of this season is due to unworked orchards unlike previous years in wich the volumen drop was due to weather and logistics problems, with orchards worked normally until the end of the period.

d.- Because of erratic commercial results and poor performance in destination markets, included in many cases poor yields, several Growers are also remove (or re-grafting) vineyards with new varieties such as **Krissy, Carlita, Maylen, Timco, Melody, Icon, as well as others that have proven unsuitable for the site and/or have an unsuitable roostock.**

COQUIMBO REGION

FIVE MOST RELEVANT TRADITIONALVARIETIES

Flame S

VARIETY	HAS	% / TOTAL
Flame S	1213,65	16,6%
Red Globe	921,38	12,6%
Crimson	838,44	11,5%
Thompson S	767,01	10,5%
Autumn Royal	316,87	4,3%

SIX MOST RELEVANT NEW VARIETIES

Allison

VARIETY	HAS	% / TOTAL
Allison	469,02	6,4%
Timco	263,52	3,6%
Sweet Celebration	234,95	3,2%
Arra 15	210,24	2,9%
Timpson	208,25	2,8%
Sweet Globe	207,42	2,8%

ATACAMA REGION

FIVE MOST RELEVANT TRADICIONAL VARIETIES

VARIETY	HA	% / TOTAL
Thompson S	1193,52	19,9%
Red Globe	886,54	14,8%
Flame S	597,17	10,0%
Superior	372,13	6,2%
Autumn Royal	122,89	2,1%

Thompson S

FIVE MOST RELEVANT NEW VARIETIES

VARIETY	HA	% / TOTAL
Allison	485,46	8,1%
Timco	358,94	6,0%
Arra 15	325,3	5,4%
Sweet Globe	208,28	3,5%
Autumn Crisp	155,18	2,6%

Allison

VALPARAISO REGION

FIVE MOST RELEVANT TRADITIONAL VARIETIES

Red Globe 1

VARIETY	HA	% / TOTAL
Red Globe 1	622,77	16,3%
Thompson S	1571,76	15,8%
Flame S	1096,35	11,0%
Crimson	984,96	9,9%
Perlon	614,92	6,2%

Sweet Celebration

FIVE MOST RELEVANT NEW VARIETIES

VARIETY	HA	% / TOTAL
Sweet Celebration	313,37	3,1%
Timco	297,54	3,0%
Arra 15	238,33	2,4%
Allison	185,65	1,9%
Sweet Globe	149,95	1,5%

METROPOLITAN REGION

FIVE MOST RELEVANT TRADICIONALVARIETIES

Thompson S

VARIETY	HA	% / TOTAL
Thompson S	2360,4	34,5%
Crimson	984,44	14,4%
Red Globe	871,09	12,7%
Flame S	213,26	3,1%
Autumn Royal	131,78	1,9%

Timco

FIVE MOST RELEVANT NEW VARIETIES

VARIETY	HA	% / TOTAL
Timco	221,2	3,2%
Arra 15	215,87	3,2%
Muscat S	165,73	2,4%
Sweet Celebration	162,24	2,4%
Allison	129,78	1,9%

O´HIGGINS REGION

FIVE MOST RELEVANT TRADICIONAL VARIETIES

VARIEDAD	HA	% / TOTAL
Crimson	3468,42	27,2%
Red Globe	2051,83	16,1%
Thompson S	1208,78	9,5%
Superior	522,75	4,1%
Flame S	299,97	2,4%

Crimson

FIVE MOST RELEVANT NEW VARIETIES

VARIETY	HA	% / TOTAL
Timco	773,88	6,1%
Sweet Globe	385,66	3,0%
Autumn Crisp	351,43	2,8%
Sable	319,92	2,5%
Allison	315,8	2,5%

Timco

Are we Competitive?

Table Grape Costs

Comparative USA (California) - Perú (North) - Chile (Central-South)

Production boxes eq 8,2k /ha **3500**

Descripción	EEUU (California)					Perú (North) (6)					Chile (Central-South)				
	LaborDays / ha	horas	US$/hr (2)	US$/ha	US$/box	LaborDays / ha	horas	US$/hr	US$/ha	US$/box	LaborDays / ha	horas	US$/hr (3)	US$/ha	US$/box
Field Labor	116	925	$ 18,75	$ 22.050	$ 6,30	440	3.520	$ 2,34	$ 8.237	$ 2,35	171	1.283	$ 5,8	$ 7.438	$ 2,13
Harvest & Cleaning(1)	65	520	$ 20,25	$ 10.530	$ 3,01	140	1.120	$ 2,34	$ 2.621	$ 0,75	77	574	$ 8,9	$ 5.137	$ 1,47
Sorting & Packing (1)	35	280	$ 20,25	$ 7.473	$ 2,14	160	1.280	$ 2,60	$ 3.328	$ 0,95	39	292	$ 9,5	$ 2.766	$ 0,79
Total Labor Cost	**216**	**1.725**		**$ 40.053**	$ 11,44	**740**	**5.920**		**$ 14.186**	$ 4,05	**286**	2.148		**$ 15.341**	$ 4,38
Others Costs (8)				**$ 7.710**	$ 2,20				**$ 16.000**	$ 4,57				**$ 13.000**	$ 3,71
Total / ha (without raw materiales, freight & Cool) (5)				**$47.763**	**$ 13,6**				**$ 30.186**	**$ 8,6**				**$ 28.341**	**$ 8,1**
Box Cost on USA (including Services & RawMaterials) (7)				$56.513	**$ 16,1**				$ 64.432	**$ 18,4**				$ 65.425	**$ 18,7**
Market Price US to cover Costs				$64.927	**$ 18,6**				$ 73.535	**$ 21,0**				$ 74.614	**$ 21,3**
Box cost on China(7)				$75.427	**$ 21,6**				$ 68.632	**$ 19,6**				$ 67.175	**$ 19,2**
Market Price China to cover Costs				$85.485	**$ 24,4**				$ 78.100	**$ 22,3**				$ 76.516	**$ 21,9**

What is the situation of our industry?

- Labor (availability, quality, cost)
  Costs have not yet returned to pre-pandemic values (fertilizers, freight, inputs)
  Higher Investment Costs for structures, mesh, plastic covers, frost control and royalties involved.
  Season 2022-23 with better results but not enough to recover the cash flow for many Growers
  Chile is still modifying its Constitution. We need clear rules (Constitution, water, labor regulations, multi-guilds, etc.)
  World Economic Situation
  Drought persists in some areas despite the onset of "El Niño"
  Climate Change and Climate Variability (frosts, summer 2021 heavy rains, summer 2023 excess heat, warm autumns, etc.)
  Access to new varieties still limited.
  Payment of Production Royalties in most of cases independent of commercial results
  New varieties, rootstocks or their combinations that have not worked as expected or that only work in some eco-zones or with modified environments

- Investments Funds are replacing traditional Growers (Global phenomenom)

Ignacio Caballero
Marketing Manager
Grapes Comitee
Fruits From Chile

Jorge
Valenzuela
President

Advisors, Growers, Researches & People from the Table Grape Comunity

UVANOVA
COMISIÓN DE INVESTIGACIÓN PARA EL DESARROLLO DE UVA DE MESA.

Carolina Cruz
Vice President

Dragomir Lujbetic
Vice President

Rafael Rodríguez
President


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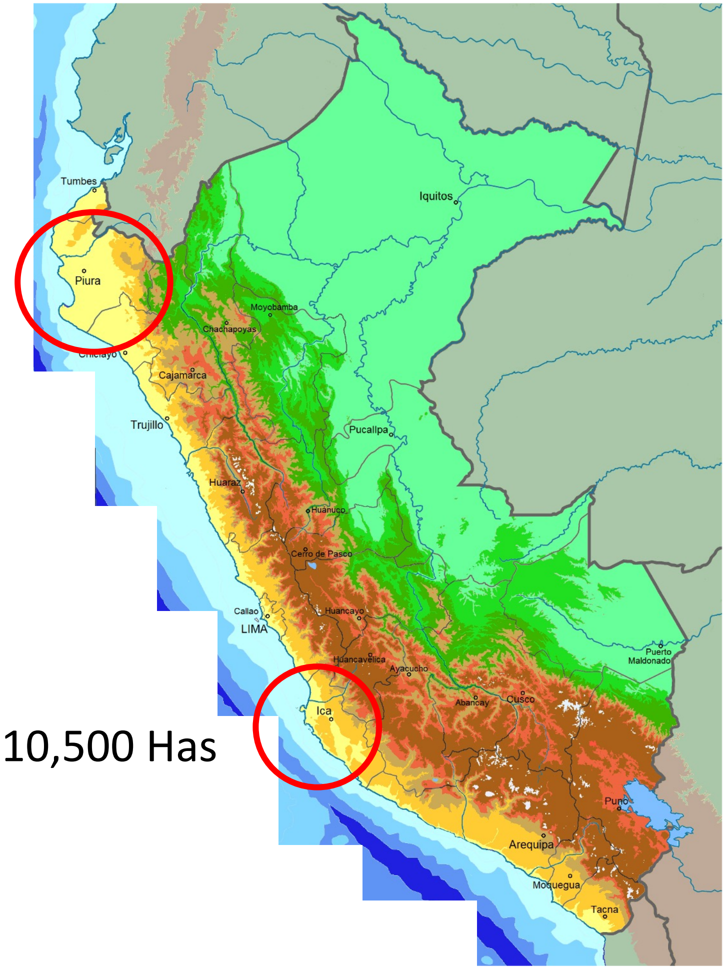
THANKS

Peru

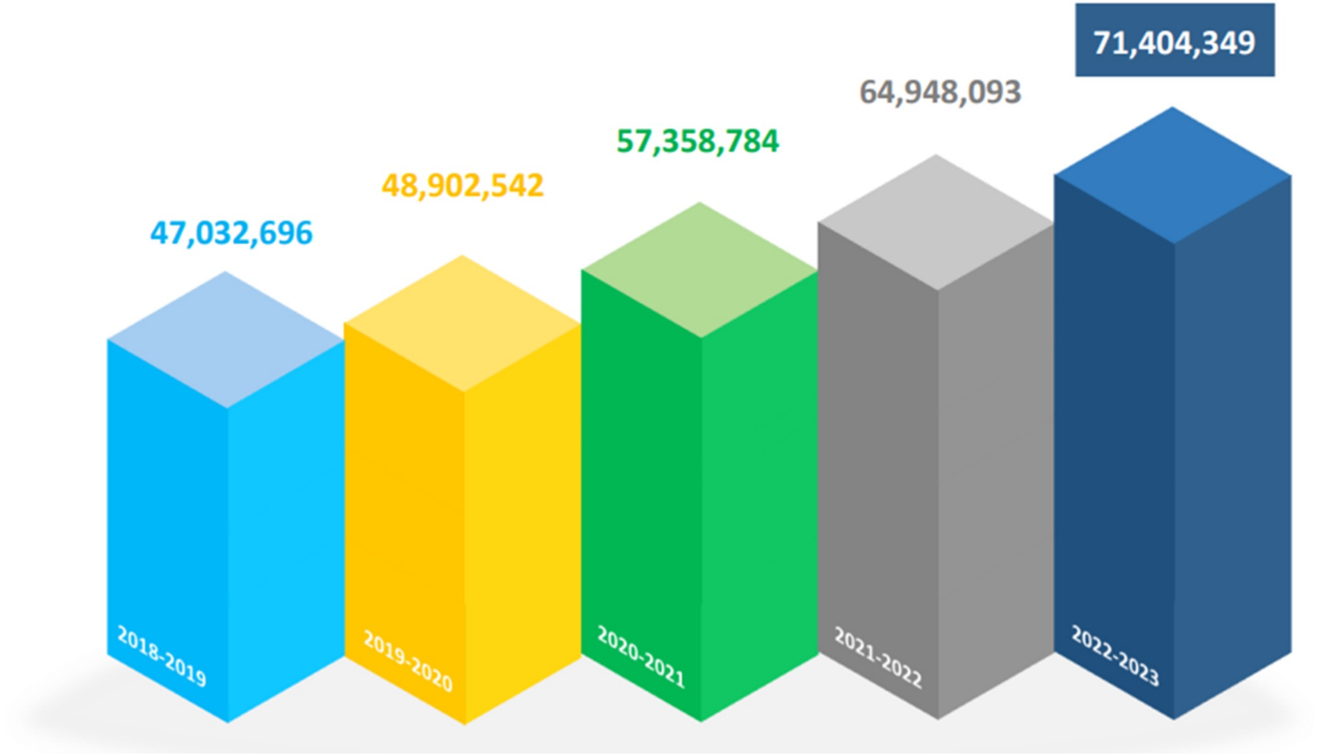
PERU’S TG INDUSTRY IN NUMBERS

8,500 Has



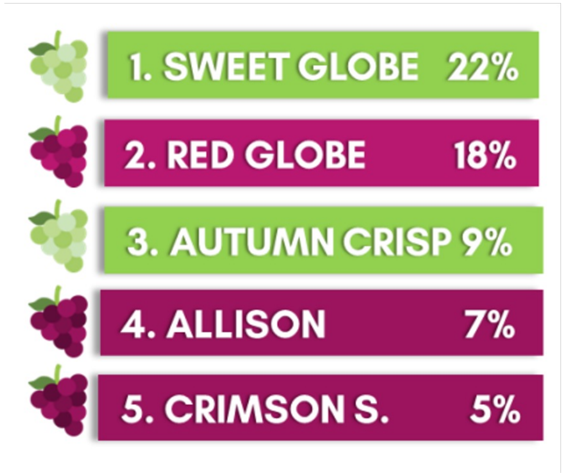
10,500 Has

PERU'S TG INDUSTRY IN NUMBERS

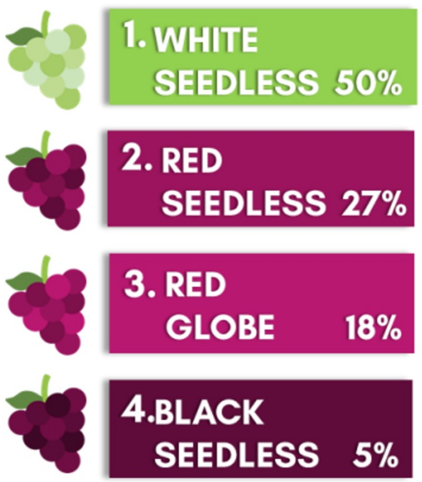


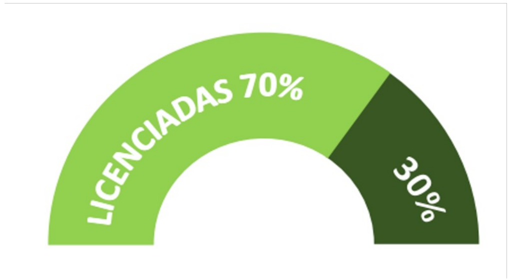
- CAJAS 8.2 KG: 71 ,404 MM
- CONTENEDORES: 33,057
- VS 2021 2022: +10%
- VS 2020 2021: +24%

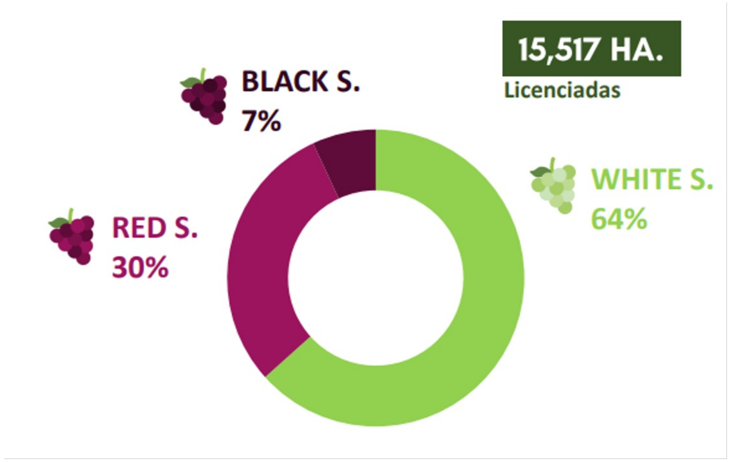
PERU’S TG INDUSTRY IN NUMBERS



The 5 first represeted 61% of total area

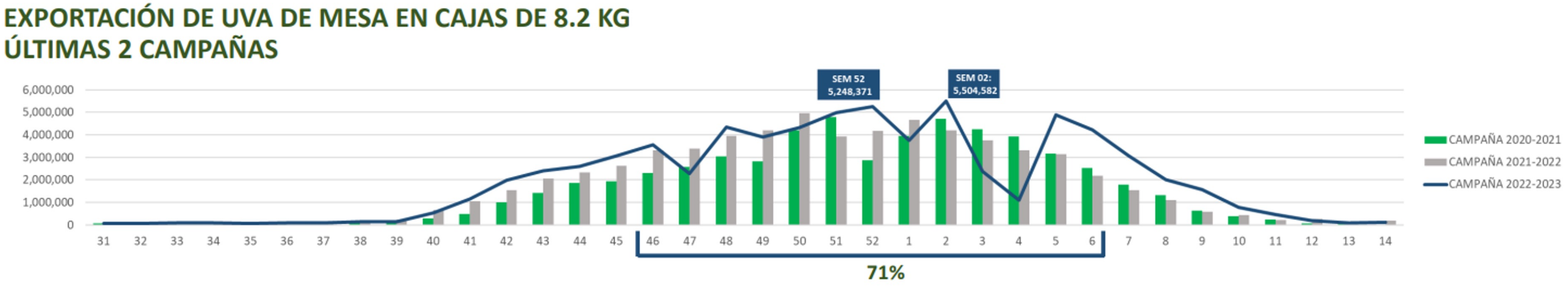






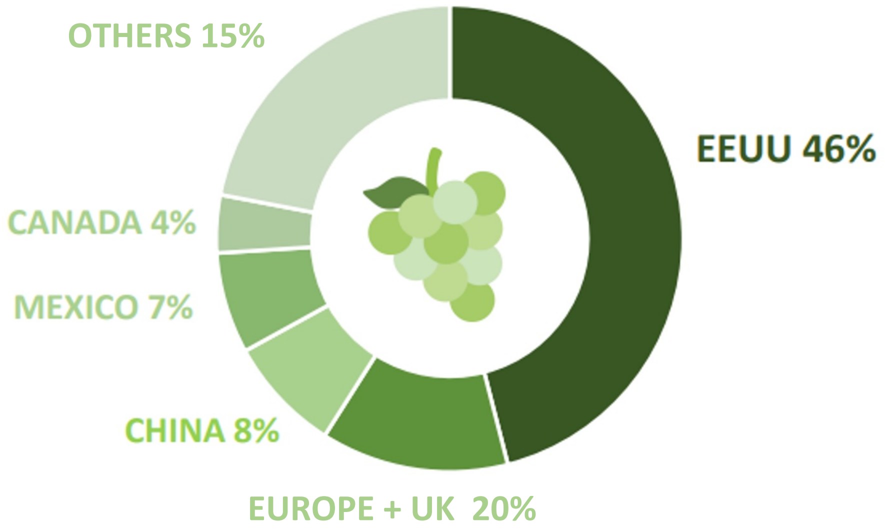
PERU'S TG INDUSTRY IN NUMBERS

Dates production / Curve of production volumen and time



PERU'S TG INDUSTRY IN NUMBERS

Key Export markets



PERU'S TG INDUSTRY IN NUMBERS

Number of Growers / Main Growers

EMPRESAS	ACUMULADO A LA SEMANA 14						VAR. DE CAMPAÑAS	
	CAMPAÑA 2020-2021	R%	CAMPAÑA 2021-2022	R%	CAMPAÑA 2022-2023	R%	20/21 vs 22/23	21/22 vs 22/23
SOCIEDAD AGRICOLA RAPEL S.A.C.	6,409,958	11%	6,795,177	10%	8,466,568	12%	32%	25%
ECOSAC AGRICOLA S.A.C.	3,028,022	5%	4,138,006	6%	5,198,214	7%	72%	26%
EL PEDREGAL S.A	3,830,530	7%	4,404,399	7%	5,133,710	7%	34%	17%
GRUPO VANGUARD	2,962,484	5%	3,301,776	5%	3,765,086	5%	27%	14%
COMPLEJO AGROINDUSTRIAL BETA S.A.	3,303,409	6%	3,431,205	5%	3,521,840	5%	7%	3%
CORPORACION AGROLATINA S.A.C.	1,254,853	2%	2,164,532	3%	2,953,941	4%	135%	36%
PURA FRUIT COMPANY S.A.	807,788	1%	1,578,192	2%	2,780,836	4%	244%	76%
AGRICOLA DON RICARDO S.A.C.	1,329,716	2%	1,996,231	3%	2,525,774	4%	90%	27%
PROCESOS AGROINDUSTRIALES SOCIEDAD A.	1,525,598	3%	1,577,818	2%	2,311,257	3%	51%	46%
SOCIEDAD AGRICOLA DROKASA S.A.	1,179,472	2%	1,597,487	2%	2,164,841	3%	84%	36%
OTRAS 97 EMPRESAS	32,534,742	57%	33,963,270	52%	32,582,282	46%	0%	-4%
TOTAL	57,358,784	101%	64,948,093	100%	71,404,349	100%	24%	10%

107 companies / The first 10 have 46%

PERU: CONSTRAINTS

- Weather changes that impact the fruit
  - We are never prepared enough
- Political Unrest. We are not loved. No pride for Agroindustry
  - People don’t feel part of the Peruvian Agro success
- Government not present. No support, no promotion / Weak institutions. Example: SENASA
  - We are actually going backwards
- Social Situation: People front
  - When will we understand that giving people (workers) the highest priority will make the business more profitable?
- Low productivity. Low Efficiency. Higher costs
  - We have much to learn on efficiency from our fellow competitors
- Tiny domestic market
- World prices coming down. Markets saturating
- High potential to grow: Land + Water, but then, what do we plant?

DISCUSSION

DISCUSSION

WCO's Mission

Specifically, the WCO's mission is to:

- Discuss common issues affecting citrus producing countries.
- Exchange information on production and market trends.
- Foster dialogue on policy issues of common concern.
- Identify and promote Research and Innovation projects specific to the citrus sector.
- Liaise with public and private stakeholders on citrus-related matters to highlight the importance of citrus producers and the need for a fair return.
- Promote the global consumption of citrus.

Mission of a Possible WTGO:

- Discuss common issues affecting Table Grape producing countries.
- Exchange information on production and market trends.
- Foster dialogue on policy issues of common concern.
- Identify and promote Research and Innovation projects specific to the Table Grape sector.
- Liaise with public and private stakeholders on table grape -related matters to highlight the importance of table grape producers and the need for a fair return.
- Promote the global consumption of table grape.

THANK YOU

Discussion & Questions