



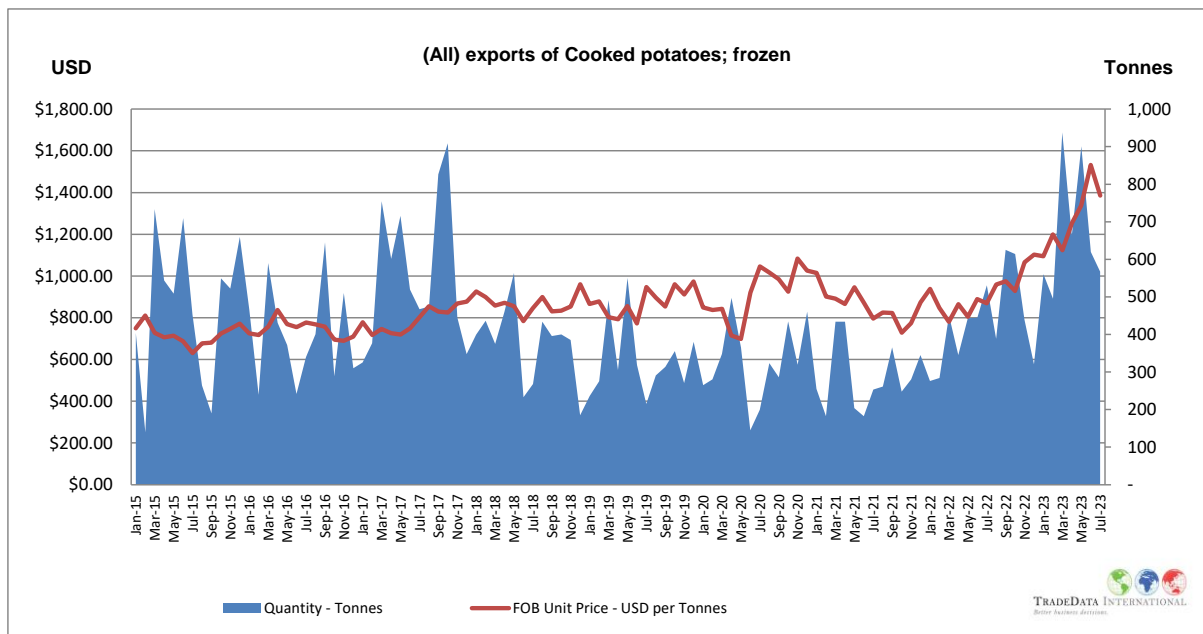
Continued Growth of European Frozen Fry Exports to New Zealand

Source: World Trade Data – Exports of frozen fries from Belgium and the Netherlands

For the quarter ending July 2023:

- Some easing in export volume from Belgium and the Netherlands last two months but still well above historical averages.
- Easing of export price to New Zealand and all markets as European season is now well underway and potato raw material costs back to contract rates from recent highs on spot market caused by shortages.
- Export price to New Zealand now aligned with other global markets.

Exports of frozen fries to New Zealand from Belgium and the Netherlands



Other global insights:

- Prior fears that the drought in Europe would have a significant impact on supply of raw material appears to be as not as bad as expected.
 - Latest Spain potato digs 10-15% better than expected.
 - Yields are improving throughout Europe. Record growth rates would appear to be closing the gap in terms of supply that was feared from drought and late planting.
- With this as context export prices from Europe may have reached their peak and appear to now be easing a little to many of the global markets European suppliers export to.

New Zealand Frozen Potato Exports and Imports

Source: New Zealand Statistics – All Frozen Potato Products

Imports

Total imports last 12 months 25,569 tonnes with annual growth 29%. Growth on quarter is 56%.

- Imports from all of the main sources have been very high latest quarter as reflected in the growth rates in the table below.
- China had a significant step up in imports latest quarter with over 120 tonnes imported in June alone.

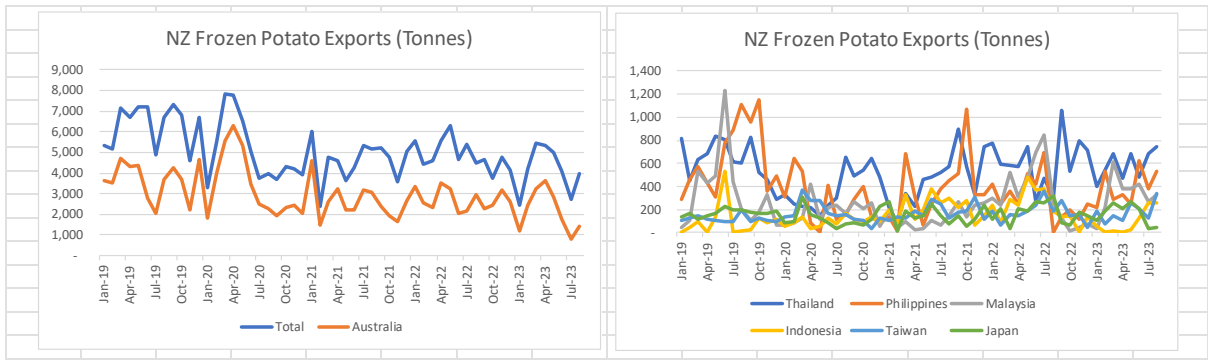
Market	Annual Imports (T)	Annual Growth	Quarter Imports (T)	Quarterly Growth
Total	25,569	29%	7,773	56%
Australia	11,527	8%	3,899	64%
Netherlands	7,012	92%	1,944	62%
Belgium	3,385	29%	950	49%
USA	2,784	29%	733	36%
China	349	26%	149	213%

Exports

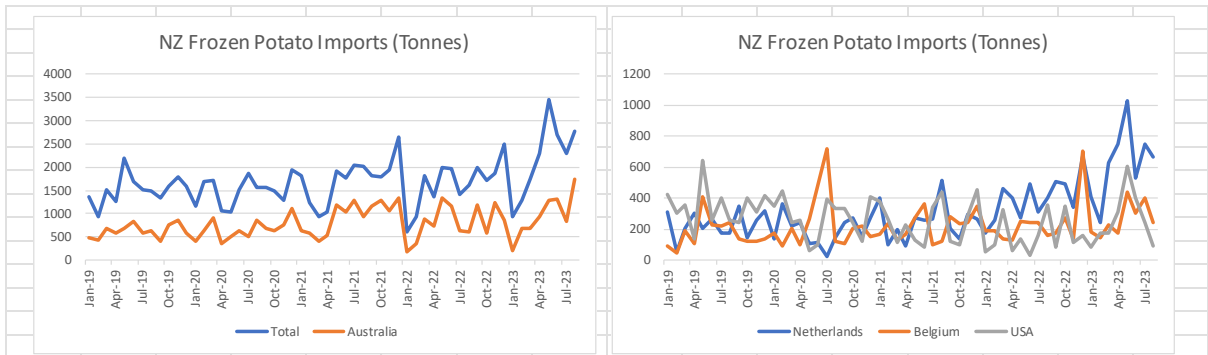
Exports in general have deteriorated latest quarter with a decline of 26% on year ago.

- Exports to Australia have plummeted latest quarter. This could in part be due to the significant increasing import volume into Australia from Europe.
- Latest quarter exports to New Zealand's other large markets being Thailand and the Philippines were excellent but outside of these two markets it has been a challenge in the other major markets as can be seen in table below.
- China and India continue to increase their presence in Asian markets making it increasingly difficult for NZ exporters.
- Summary of key export markets below.

Market	Annual Exports (T)	Annual Growth	Quarter Exports (T)	Quarterly Growth
Total	50,519	-15%	10,772	-26%
Australia	27,844	-9%	3,966	-44%
Thailand	7,808	14%	1,916	85%
Philippines	3,848	-25%	1,533	38%
Malaysia	2,923	-36%	1,020	-43%
Taiwan	2,063	-10%	670	-15%
Japan	1,793	-16%	290	-65%
Indonesia	1,164	-61%	647	-31%



Exports to all markets with annual sales greater than 1,000 tonnes.



Imports from all markets with annual imports greater than 2,000 tonnes.