



Your partner
in food since 1902

Market Report

Processed Tomatoes

MARCH 2024





BRCS

Agents and Brokers

CERTIFICATED

INTRODUCTION

YOUR PARTNER IN FOOD SINCE 1902

Lupa Foods is a UK based full-service B2B partner to the food industry.

With a global and domestic sourcing footprint, we import and distribute a selection of more than 600 bespoke and commodity products, combined with services that include NPD, technical, procurement, logistics and business.

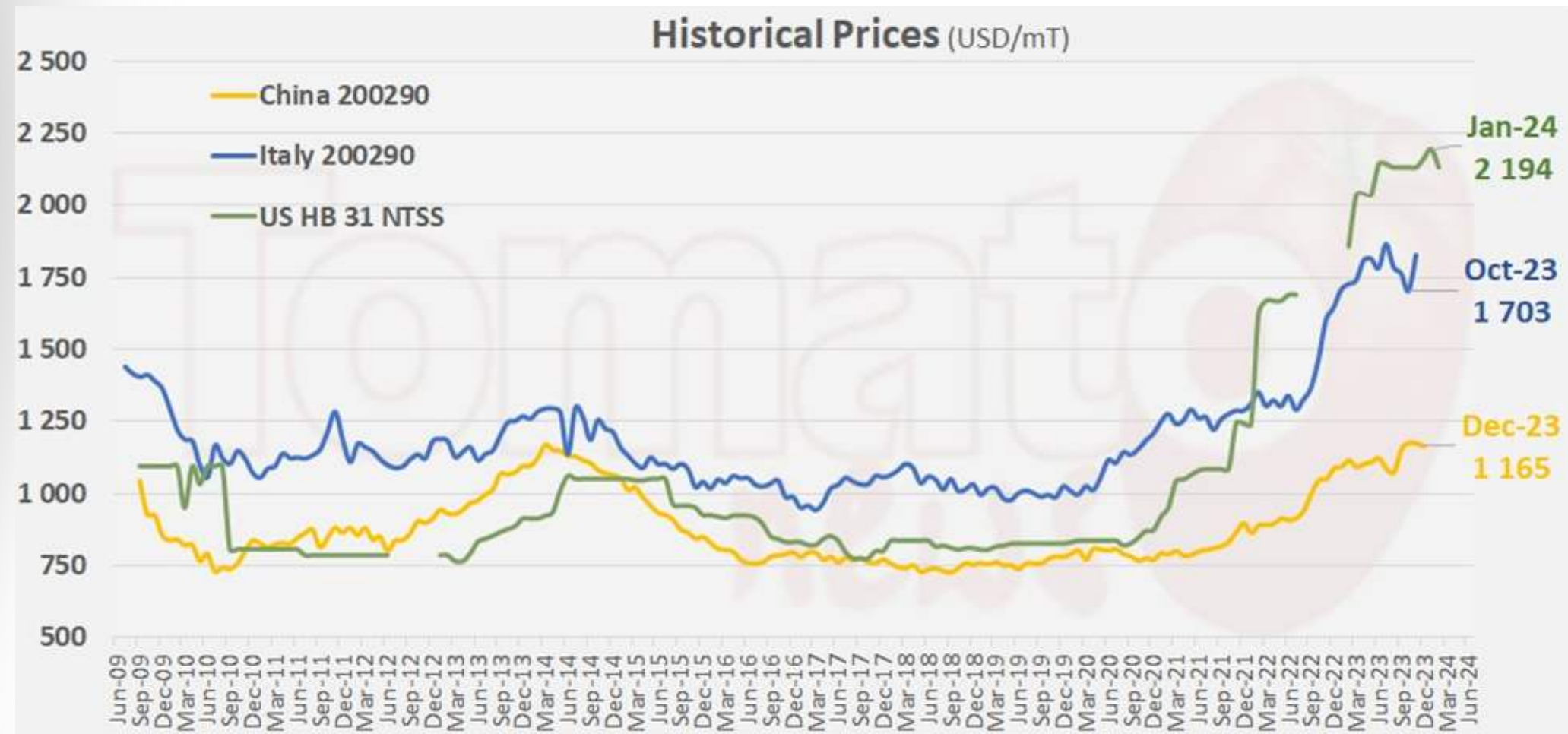
Innovation and a customer centric approach is at the forefront of everything we do, and our 120 years' experience the foundation we build our customers' success on.



Overview

The global tomato market has witnessed unprecedented volatility and price levels over the past three years, diverging significantly from the previous decade's trends. This volatility highlights the importance of global events affecting all tomato-producing regions, influencing the overall market supply and demand dynamics.

Tomatonews highlights the price evolution from the three main global producers below:



European Markets

Italy:

In response to increased market demand, Italy is expanding its planting area once again. Despite a 5% increase in 2023, adverse conditions challenged the harvest, particularly in the south. Italy's significant processing capacity keeps it as a key player on the global stage.

Spain:

Negotiations over raw material prices concluded in February, predicting stable costs compared to the previous year. The decisive factors influencing costs include energy prices, and reductions in transport and packaging.

Portugal:

Similar to Spain but the benefits from a more favourable climate due to coastal proximity, seeing slight improvements in forecasts compared to last year.

Greece:

Forecasts for 2024 predict a 23% production increase, promising a positive contribution to the market.

Turkey:

Processing outputs are projected to match those of Spain, with lower costs adding appeal. However, duties and tariffs on chopped tomato imports may deter UK buyers.





Egyptian Market

With substantial potential for tomato production, Egypt's current output remains modest but is expected to grow, supported by increasing exports. Currency volatility presents opportunities for advantageous Euro/Dollar transactions this season. This is an origin that we're actively pursuing with a well-established, audited and tested supplier.

Season	Planting	Harvesting	Region Sourced
Summer Crop	January - May	May - September	North governorates till Al-Fayoum
Nili Crop (Early Winter)	June - July	October - November	North governorates till Al-Fayoum
Winter Crop	August - November	December - March	South from Al-Fayoum till Aswan
Autumn Crop (Late Winter)	December	April	South from Al-Fayoum till Aswan

Egyptian Products

Name	Cases/Pallet	Stocked
Tomato Paste 28/30 CB (Egypt) 235kg	4	Yes
Tomato Paste 28/30 CB (Egypt) BIB 20KG	60	Yes
Tomato Paste 36/38 CB (Egypt) 235kg	4	
Tomato Passata 8/10 (Egypt) 235kg	4	
Tomato Passata 12/14 (Egypt) 235kg	4	
Tomato Passata 14/16 (Egypt) 235kg	4	



Chinese Market

There is a notable surge in China's forecast for processed tomatoes, marking a 40% increase from last year, continuing the upward trend following a 25% output increase previously.

This early announcement, ahead of the planting season in late April, underscores the growing domestic consumption fuelled by the recent increased popularity of the tomato hot pot. On the export front, China maintains a competitive edge with stable, low pricing, exporting 66% of its paste in bulk. This development is set to intensify competition in the global market, influencing growers worldwide.

Ethical Standards Compliance:

The push towards adherence to global ethical standards is gaining momentum, with significant industry players working towards certification. This movement underscores a growing emphasis on sustainable and responsible production practices within the sector.

However, a Forbes article recently emphasized the concerns surrounding the use of forced labour in the production of tomato products in Xinjiang, China. It highlighted legislative actions in the US and the EU aimed at curbing forced labour in supply chains, including the Uyghur Forced Labour Prevention Act in the US and analogous measures in the EU.

The article also noted allegations that tomato products from Xinjiang is still entering the global Chinese tomato supply chain, underlining the persistent risk. Considering these concerns, Lupa Foods has decided not to engage with this origin at present after conducting preliminary research, prioritizing ethical considerations and due diligence in supply chain management.



Origin Seasonality



Origin	Lead Time	Contract discussion	Collections From	Customer Arrivals	M&S A-List
Italy	6 Weeks	May/June	September	October	Yes
Portugal	6 Weeks	May/June	September	October	Yes
Turkey	8 Weeks	June	September	October	Yes
Egypt (Summer)	8 Weeks	April/May	July	August	No
Egypt (Rest)*	8 Weeks	Variable	Variable	Variable	No

Conclusion

The evolving landscape of the processed tomato market underscores the necessity for companies to stay agile, informed, and responsive to global trends and shifts in consumer preferences. Strategic planning and adherence to sustainability standards will be crucial for navigating the challenges and opportunities that lie ahead.

Reach out to discuss your needs for the coming months and how we can assist you with your requirements.

LEARN MORE ABOUT TOMATO PRODUCTS



PRODUCT RANGE

WE ALSO SOURCE UPON REQUEST

Pasta

Dry: Standard
Dry: High Protein
Dry: Wholewheat
Egg Pasta
Gnocchi
Gluten Free

Pulses

Canned
Dried

Tomatoes

Paste
Passata
Polpa / Crushed
Chopped / Diced
Sauces
Semi-Dried
Plum

Dairy

Butter
Cheese
Cultured Dairy
Liquid Dairy

Flavourings

Citrus
Juice
Concentrates
Extracts
Essences

Grains

Rice
Couscous
Quinoa

Olives

Capers
Vinegars

Oils

Blends
Flavoured
Olive
Seed

Herbs

Spices
Beverages

Vegetables

Artichokes
Beetroot
Gherkins
Jalapenos
Peppers
Sauerkraut
Sweetcorn
Mushrooms

Bakery

Flatbreads: Naan / Pita
Tortilla: Wrap / Chips
Dried Ingredients
Flour
Sugar
Toppings

Oriental

Noodles
Sauces

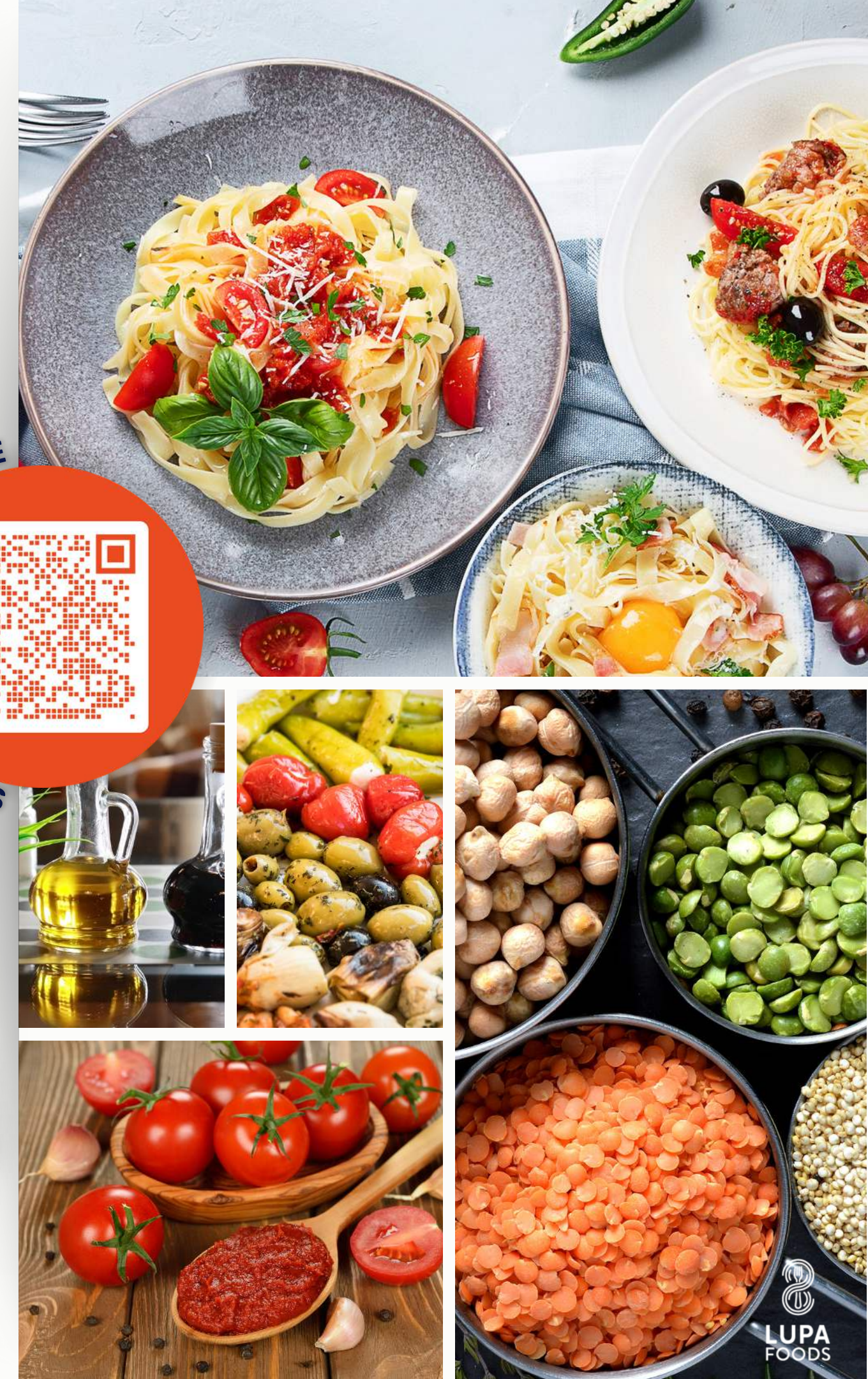
Free From

WowButter

SEARCH OUR PRODUCTS ONLINE



Our catalogue is dynamic and changes, stocked items could have lead times and MOQ requirements.



LUPA
FOODS

MISSION



WHY LUPA FOODS?

We aim to be an essential partner to the food industry for quality ingredients.

To be a leader in the development, supply and production of sustainable, high quality and innovative products. We earn the respect and loyalty of customers through consistency and product excellence, and by focusing on customer service.

We care for the environment, striving to continuously reduce our impact on the planet, ensuring a better future for all that calls it home.



Customer-centric



Innovative Approach



Sourcing Solutions



Our Heritage



Technical Excellence



LUPA FOODS

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