

Exploring the Global Demand for EGYPT'S Dried Onions EXPORT POTENTIAL

HS Code: 071220

July 2024



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Product Overview

Product name: Dried onions, whole, cut, sliced, broken or in powder, but not further prepared.)

HS Code: 071220

Dried onions are made by dehydrating fresh onions, resulting in a shelf-stable product that can be easily stored and used whenever needed. Their long shelf life and ease of use make them a popular choice for home cooks and professional chefs alike. Dried onions are available in various forms, including flakes, minced, chopped, and powdered.




Introduction

This report explores the global market dynamics of Dried onions, whole, cut, sliced, broken or in powder, but not further prepared, emphasizing Egypt's export potential in this industry. Our analysis focuses on HS code 071220, which closely aligns with our product focus and reflects substantial market demand in 2023, with a global export value of 467 million USD.

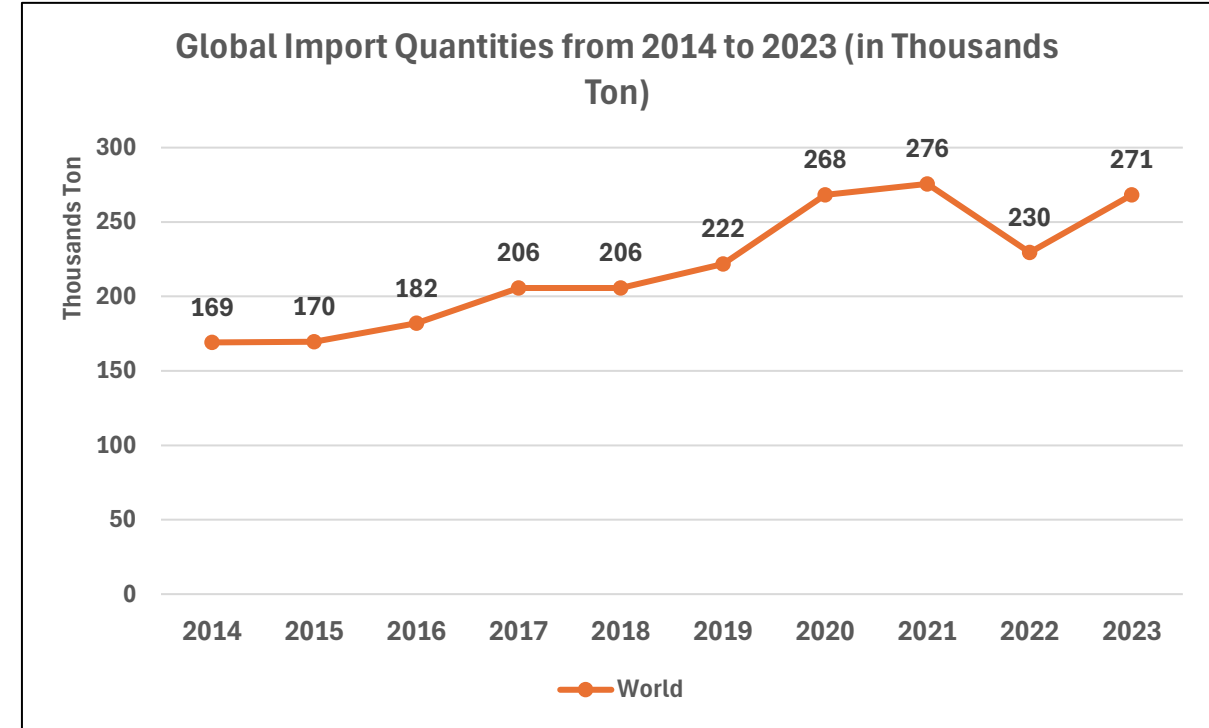
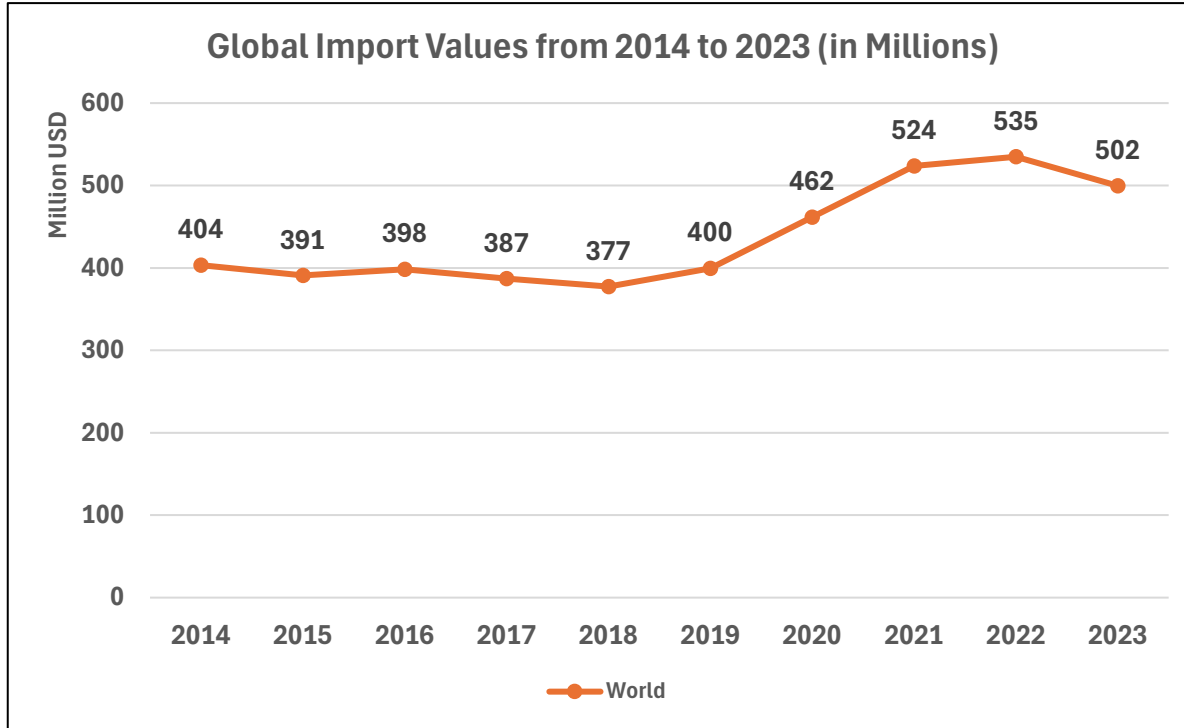


Egypt, a key player in the dried onion market, saw its exports under this HS code reach 48 million USD and 17 thousand tons in volume in 2023. Egypt holds a 10.3% share of global exports and ranks 3rd worldwide for dried onion exports.



This report seeks to answer critical questions: Does Egypt have growth opportunities in this sector? Which countries offer the most potential for expansion and increased market share? Through detailed analysis, this report will provide insights into where Egypt could capitalize on its existing production strengths and explore new markets for growth.

Global Imports and Trend Analysis



Between 2019 and 2023, the global market saw a significant increase in both the value and quantity of imports, reaching a total value of \$502 million for 271,000 tons. demonstrated annual growth rate in value was 7%, while import quantities showed an annual growth of 6%.

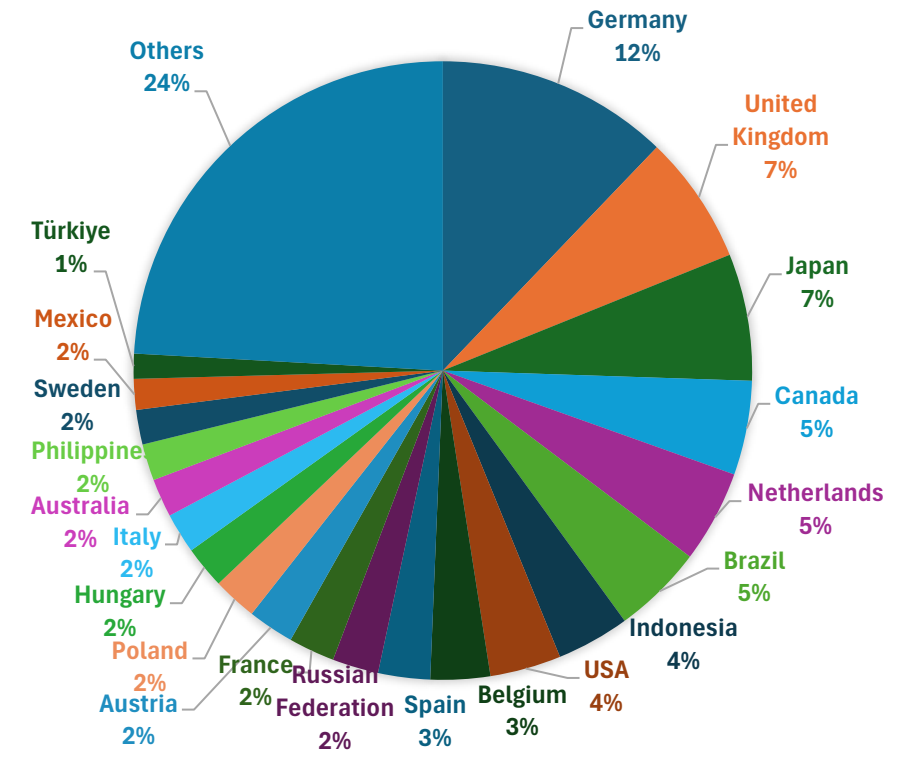
Source: ITC (Trade Map)

Global Leaders in Dried Onions Import

Top Importing Markets Globally: Import Value, Quantity, and Growth Trends in 2023

| Country | Import Value in Million USD | Share in Global Imports | Import Quantity in Tons | Annual Growth (Value, 2019- 2023) | Annual Growth (Quantity, 2019-2023) | Annual Growth (Value, 2022- 2023) | Unit value (USD/unit) |
|-------------|-----------------------------------|-------------------------------|-------------------------------|-----------------------------------------------|----------------------------------------------|-----------------------------------------------|--------------------------|
| Germany | 60 | 12% | 21,254 | 3% | -2% | -2% | 2,842 |
| UK | 34 | 7% | 11,573 | 6% | 0% | -8% | 2,896 |
| Japan | 33 | 6% | 6,769 | 7% | 1% | -5% | 4,904 |
| Canada | 25 | 5% | 6,561 | 9% | 4% | -11% | 3,737 |
| Netherlands | 24 | 5% | 10,779 | 11% | 16% | 4% | 2,213 |
| Brazil | 23.5 | 5% | 12,877 | 15% | 14% | 18% | 1,822 |
| Italy | 11 | 2% | 4,327 | 28% | 23% | 122% | 2,249 |
| Türkiye | 7 | 1% | 3,053 | 20% | 17% | 7% | 2,206 |

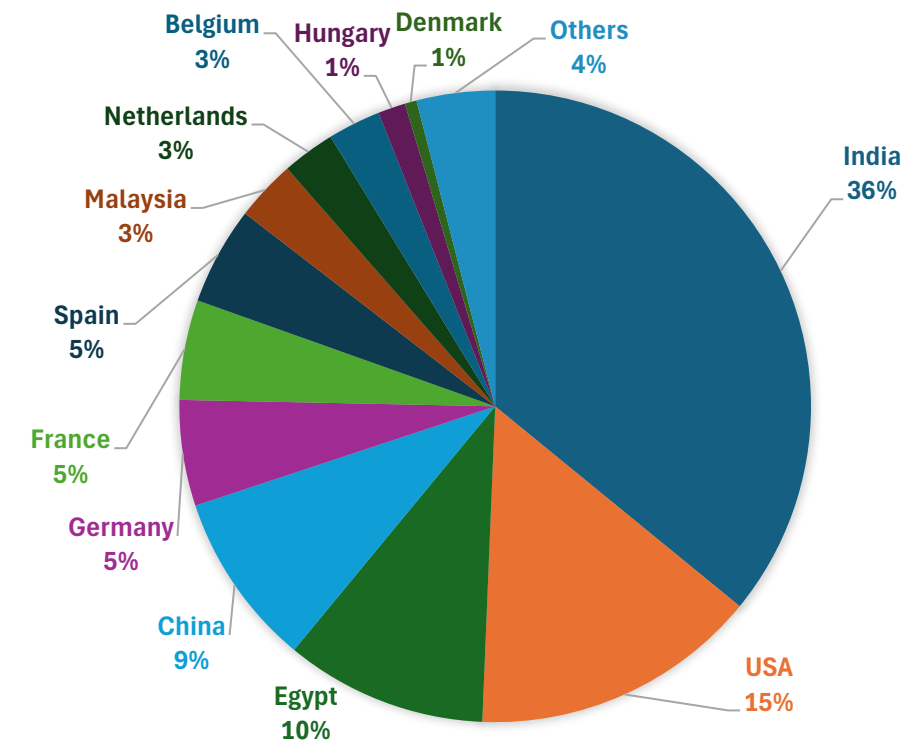
TOP IMPORTING MARKETS GLOBALLY



Global Leaders in Dried Onions Export

| Country | Export Value in Million USD | Share in Global Exports | Export Quantity in Tons | Annual Growth (Value, 2019-2023) | Annual Growth (Quantity, 2019-2023) | Annual Growth (Value, 2022-2023) | Unit value (USD/unit) |
|---------|-----------------------------|-------------------------|-------------------------|----------------------------------|-------------------------------------|----------------------------------|-----------------------|
| India | 167 | 36% | 90,404 | 10% | 9% | 0% | 1,851 |
| USA | 68 | 15% | 22,335 | -2% | -2% | -23% | 3,064 |
| Egypt | 48 | 10% | 15,895 | 15% | 14% | -20% | 2,926 |
| China | 42 | 9% | 14,213 | 10% | 8% | -36% | 2,931 |
| Germany | 25 | 5% | 6,436 | 4% | 2% | 3% | 3,884 |
| Denmark | 3 | 1% | 592 | 69% | 67% | 30% | 4,405 |

TOP EXPORTING MARKETS GLOBALLY



Source: ITC (Trade Map)

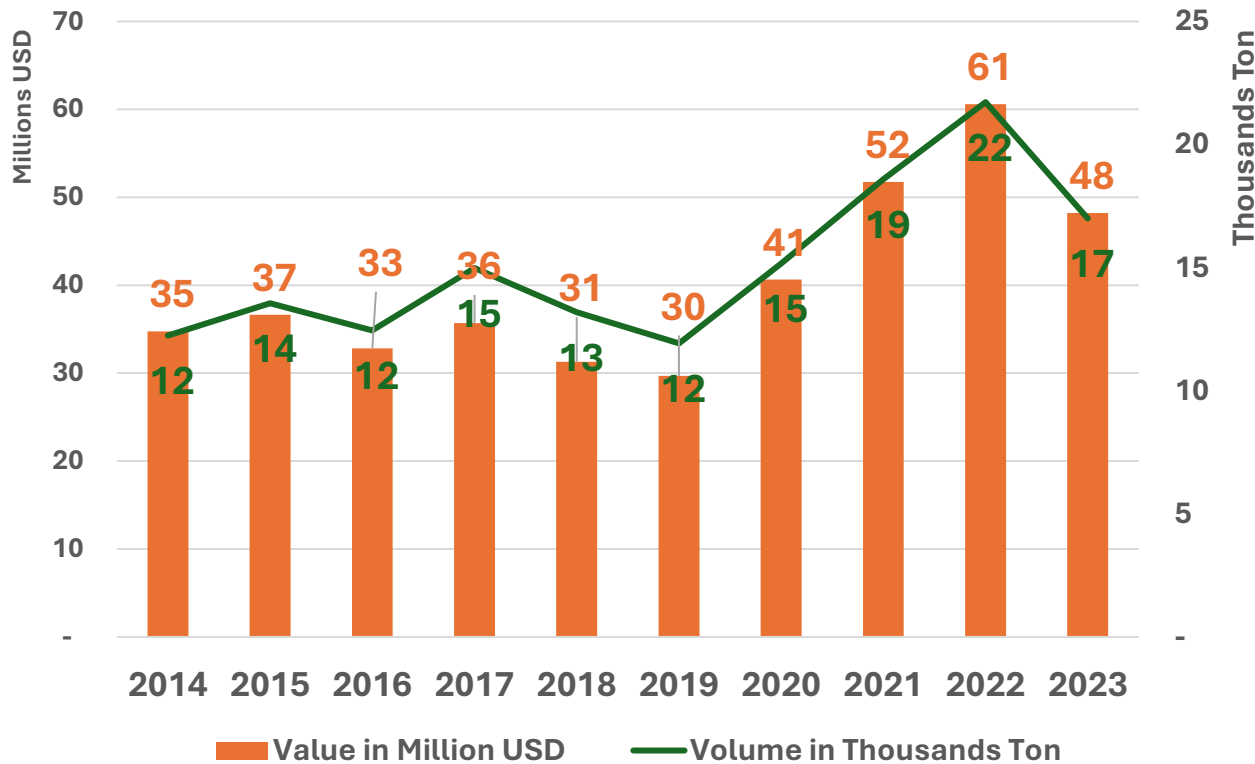
The unit value price for Egypt based on mirror data.

Overview of Egypt's Export

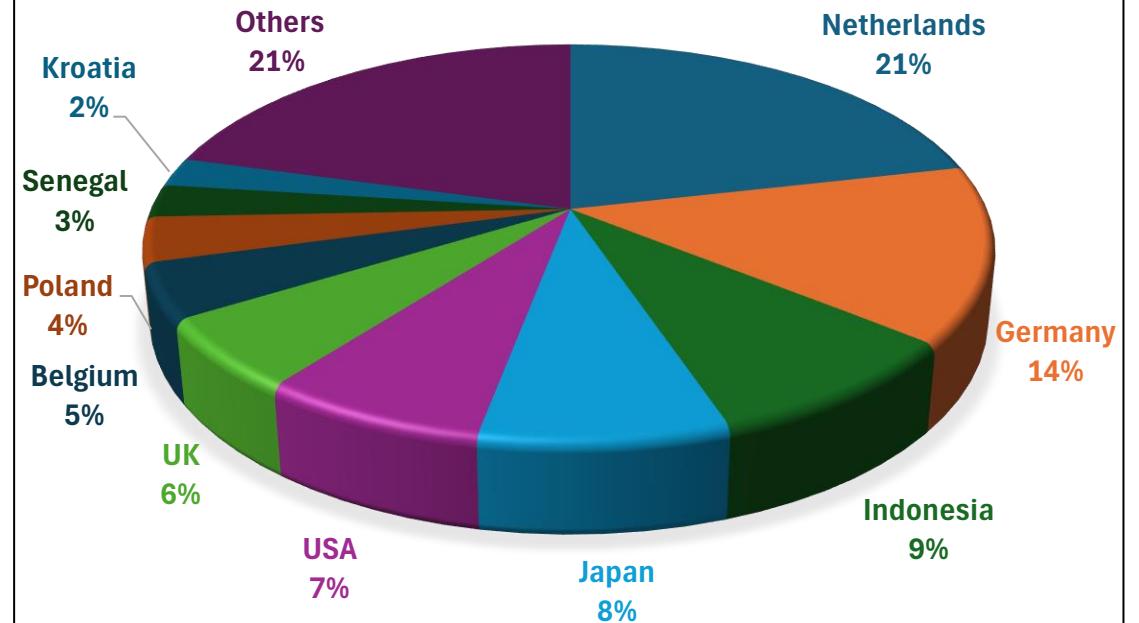
Global Export Position in 2023 (ITC Trade Map)

- Egypt's Share in Global Exports: 10.3%
- Egypt's World Ranking for Dried Onion: 3

Egyptian Dried Onions: Volume and Value (2014-2023) GOEIC

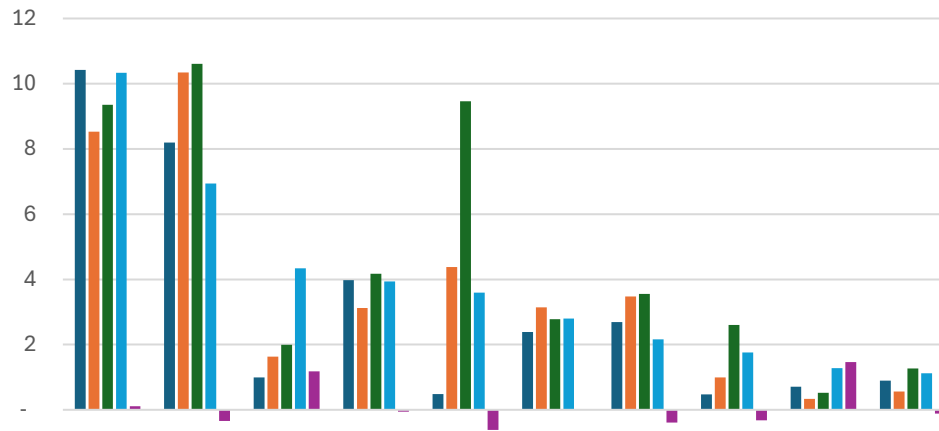


EGYPTIAN EXPORT MARKET SHARE BY COUNTRY IN 2023 (GOEIC)



Overview of Egypt's Export

Egypt Dried Onions: Top Export Destinations and Growth Trends in 2023



(2)

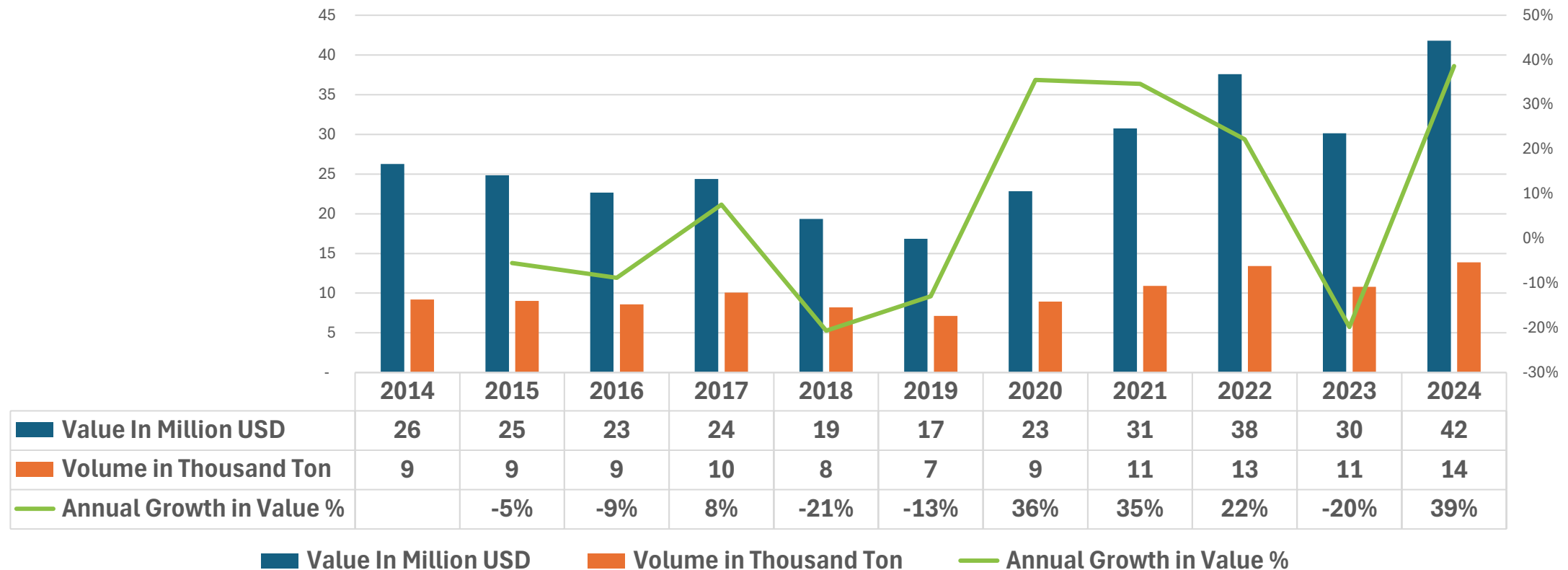
| | Netherla nds | German y | Indonesi a | Japan | USA | UK | Belgium | Poland | Senegal | Kroatia |
|----------------------------------------------|-----------------|-------------|---------------|-------|------|----|---------|--------|---------|---------|
| Value Exported in 2020 in Million USD | 10 | 8 | 1 | 4 | 0 | 2 | 3 | 0 | 1 | 1 |
| Value Exported in 2021 in Million USD | 9 | 10 | 2 | 3 | 4 | 3 | 3 | 1 | 0 | 1 |
| Value Exported in 2022 in Million USD | 9 | 11 | 2 | 4 | 9 | 3 | 4 | 3 | 1 | 1 |
| Value Exported in 2023 in Million USD | 10 | 7 | 4 | 4 | 4 | 3 | 2 | 2 | 1 | 1 |
| Annual Growth in Value Between (2022-2023) % | 11% | -35% | 118% | -6% | -62% | 1% | -39% | -32% | 146% | -11% |

■ Value Exported in 2020 in Million USD ■ Value Exported in 2021 in Million USD
■ Value Exported in 2022 in Million USD ■ Value Exported in 2023 in Million USD
■ Annual Growth in Value Between (2022-2023) %

| Country | Export Value (2023) in Million USD | Export Quantity (2023) | Share in Egypt's Export | Annual Growth Rate in Value between (2022-2023) | Average Unit value (USD/unit) in 2023 |
|-------------|------------------------------------|------------------------|-------------------------|-------------------------------------------------|---------------------------------------|
| Netherlands | 10 | 3,698 | 21% | 11% | 2,882 |
| Germany | 7 | 2,449 | 14% | -35% | 2,799 |
| Indonesia | 4.3 | 1,650 | 9% | 118% | 2,792 |
| Japan | 4 | 1,404 | 8% | -6% | 2,878 |
| USA | 3.6 | 1,167 | 7% | -62% | 3,006 |
| UK | 2.8 | 866 | 6% | 1% | 2,579 |

"Egypt's Exports of Dried Onions During the First 7 Months of Each Year" (2014-2024)

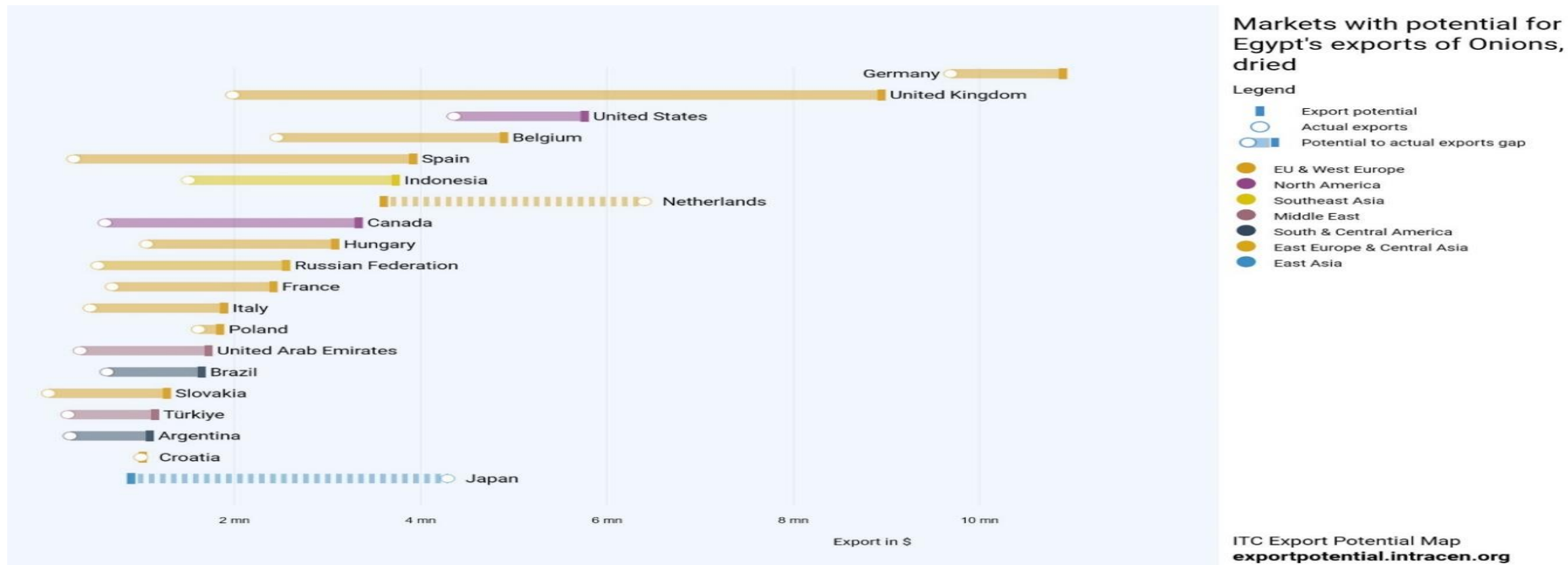
Egypt's Exports of Dried Onions During the First 7 Months of Each Year from (2014-2024)



• **Source:** GOEIC

In the first 7 months of 2024, there are 7 companies that account for 95% of Egypt's dried onion exports, and 2 companies alone contribute around 70% of the exports.

Top Markets for Egypt in Terms of Export Potential



Key findings

The markets with greatest potential for Egypt's exports of 071220 Onions, dried are Germany, United Kingdom and United States. United Kingdom shows the largest absolute difference between potential and actual exports in value terms, leaving room to realize additional exports worth \$6.5 mn.

Source: ITC (Export Potential Map)

Top Markets for Egypt in Terms of Export Potential

| | Country | Export Potential | Actual Export Value | Unrealized Potential Remaining | MFN Duties Applied | Preferential Tariff |
|------------------------------------------------------------------------------------|----------------|------------------|---------------------|--------------------------------|--------------------|---------------------|
|  | Germany | \$10 mn | \$9.7 mn | \$690K | 12.80% | 0% |
|  | United Kingdom | \$8.5 mn | \$2 mn | \$6.5 mn | 12% | 0% |
|  | USA | \$5.5 mn | \$4.4 mn | \$1.1 mn | 29.8% | None |
|  | Belgium | \$4.7 mn | \$2.5 mn | \$2.2 mn | 12.8% | 0% |
|  | Spain | \$3.7 mn | \$276 K | \$3.4 mn | 12.8% | 0% |
|  | Indonesia | \$3.5 mn | \$1.5 mn | \$2 mn | 5% | None |

Source: ITC (Market Access Map)



Germany's Imports from Egypt

1. Overview of Germany Import Performance in 2023 (Trade Map)

- Germany's imports represent 12.1%.
- Its ranking in world imports is 1.
- Total Imports: \$60.4 Million USD
- Import Quantity: 21,254 Tons

2. Annual Growth Analysis

- Annual Growth Value (2019-2023): 3%
- Annual Growth Quantity (2019-2023): -2%

Source: Euromed and Trade map

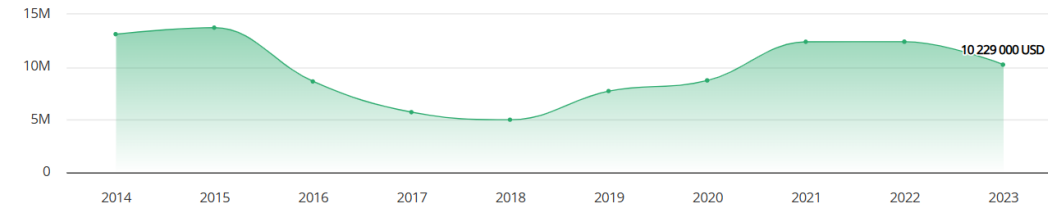
Germany as a global importer

| | |
|--------------------------|-------------|
| Total Imports ⓘ | USD 60.4 mn |
| Rank in Global Imports ⓘ | 1 |

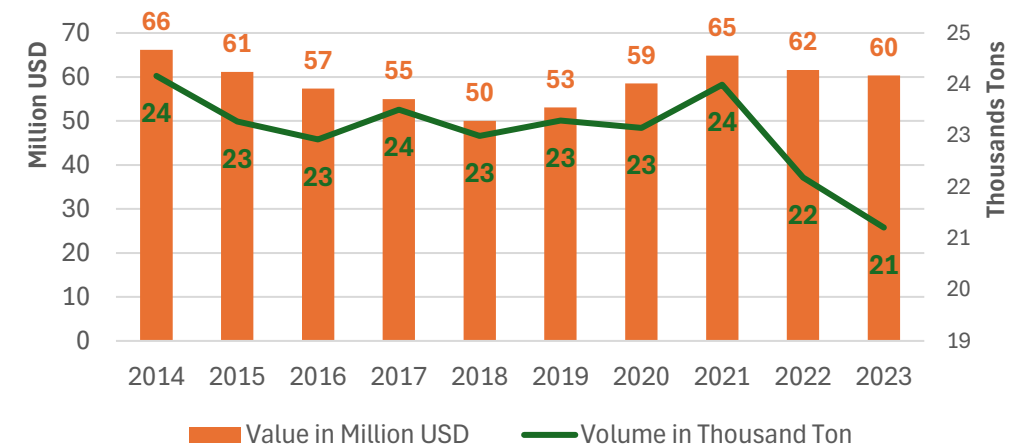
Market perspective for Egypt

| | |
|-------------------------------|-------------|
| Import Share (2023) ⓘ | 16% |
| Import Growth (2019 - 2023) ⓘ | 10% ↑ |
| Export Potential ⓘ | USD 10.4 mn |

Import Value ⓘ



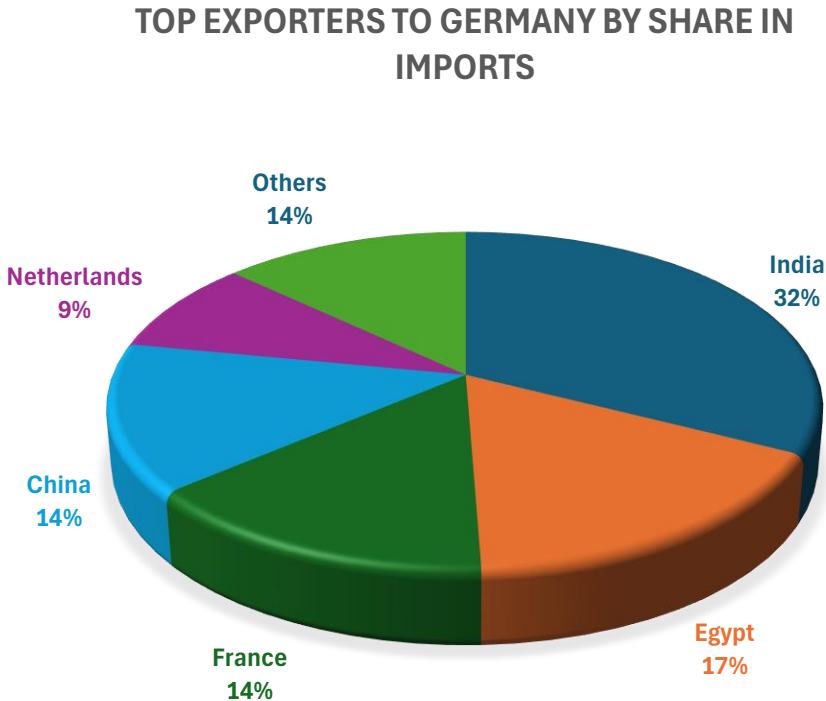
Germany Dried Onions: Volume and Value (2014-2023)



Top Exporters to Germany

Top Exporters to Germany by Share in Imports: Import Value, Volume, and Unit Value in 2023:

| Country | Imported Value (2023) in Million USD | Share in Germany's Imports | Imported Quantity (2023) in Tons | Annual Growth in Value (2019-2023) | Annual Growth in Quantity (2019-2023) | Annual Growth in Value (2022-2023) | Average Unit Value (USD/unit) |
|-------------|--------------------------------------|----------------------------|----------------------------------|------------------------------------|---------------------------------------|------------------------------------|-------------------------------|
| India | 20 | 32% | 9,093 | 4% | -2% | 17% | 2,152 |
| Egypt | 10 | 17% | 3,513 | 10% | 6% | -18% | 2,912 |
| France | 8.7 | 14% | 2,342 | 19% | 12% | 27% | 3,704 |
| China | 8.6 | 14% | 2,190 | 0% | -7% | -11% | 3,925 |
| Netherlands | 5.4 | 9% | 2,079 | 18% | 16% | 38% | 2,590 |



- India and Egypt collectively dominate 49% of Germany dried onion imports, highlighting their strong presence in the market.
- Despite having a higher unit value of \$2,912 compared to India's \$2,152, Egypt benefits from a preferential tariff of 0% under the FTA, EU-Egypt agreement. This is advantageous compared to the 12.8% MFN duty applied to other countries exporting to Germany. Notably, China and India do not have preferential tariffs, putting Egypt in a more favorable position.

Source: ITC (Trade Map)

Regulatory Requirements:



1- Control of Pesticide Residues:

Directive 96/23/EC outlines procedures to assess if guarantees on chemical substance residues presented by a third country match EU standards, ensuring food safety.



2- Tolerance Limits for Residues or Contamination:

Measures establish maximum residue or tolerance limits for substances such as fertilizers, pesticides, and chemicals in food and feed, safeguarding against harmful contamination.



3- Control of Contaminants in Foodstuffs:

To uphold consumer protection standards, EU regulations ensure food safety by setting permissible levels for contaminants to protect public health.

World Fair Trade Organization (WFTO) Guarantee System:

The WFTO Guarantee System, last updated in May 2023, upholds sustainability standards and Fair Trade practices in the supply chain. It offers assurance that Fair Trade is implemented, fostering accountability and development among members. Compliance with the WFTO Fair Trade Standard, based on the 10 Fair Trade Principles and International Labour Organization conventions, ensures continuous improvement over time.

To explore the market access conditions in Germany : [Euromed Tradehelpdesk](#)

There, you can find comprehensive information about the market entry requirements and regulations in Germany.

Source: Euromed Trade help desk

United Kingdom Market



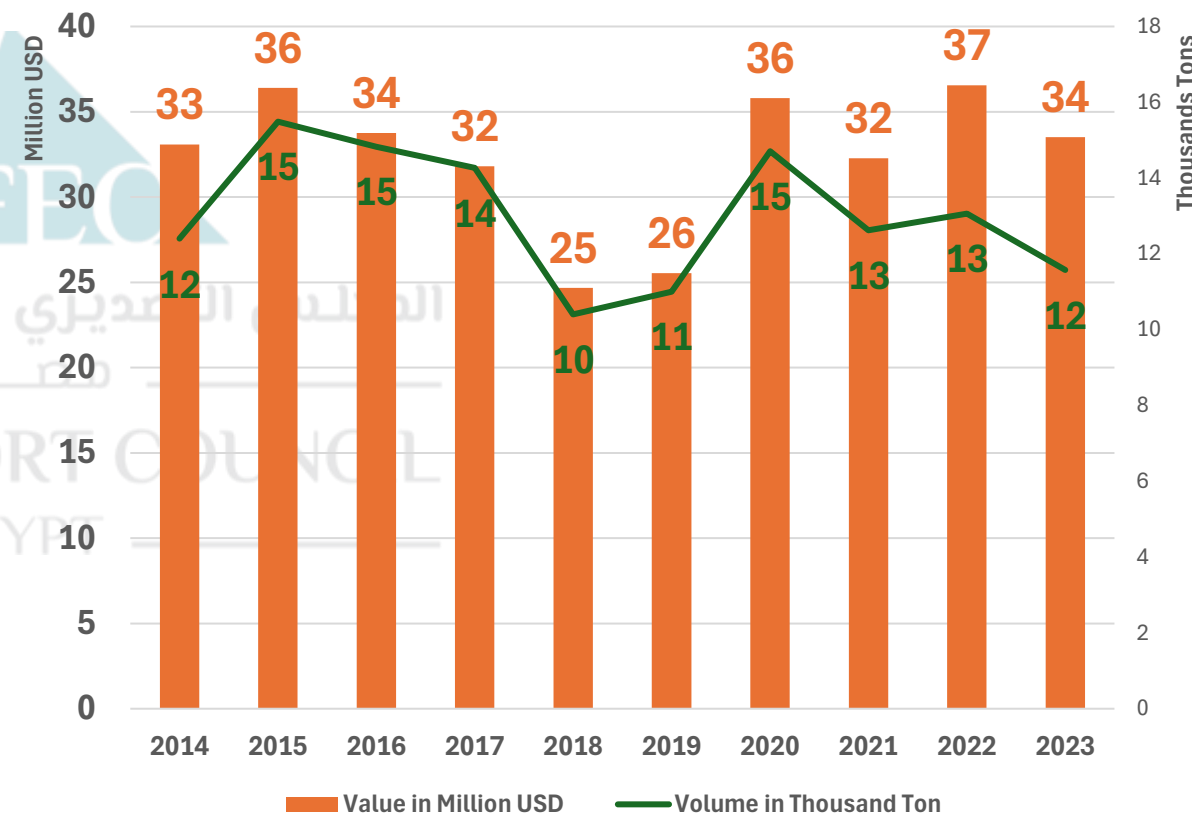
Overview of UK's Import Performance in 2023 (Trade Map)

- UK's imports represent 7%.
- Its ranking in world imports is 2nd.
- Total Imports: 34 Million USD
- Import Quantity: 11,573 tons
- Unit Value(USD/unit): 2,896

Annual Growth Analysis

- Annual Growth Value (2019-2023): 6%
- Annual Growth Quantity (2019-2023): 0%
- Annual Growth Value (2022-2023): -8%

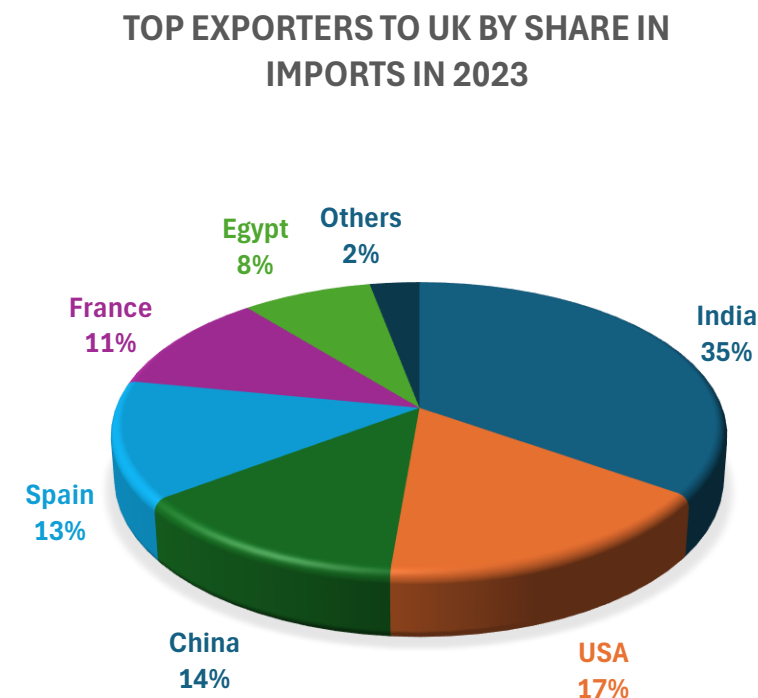
UK Dried Onions: Volume and Value (2014-2023)



Top Exporters to the UK

Top Exporters to UK by Share in Imports: Import Value, Volume, and Unit Value in 2023

| Exporters | Imported Value in Million USD | Imported Volume in tons | Share in UK's Import | Annual Growth in Value (2019-2023_ %) | Annual Growth in Volume (2019-2023_ %) | Annual Growth in Value (2022-2023_ %) | Unit value (USD/unit) |
|-----------|-------------------------------|-------------------------|----------------------|---------------------------------------|----------------------------------------|---------------------------------------|-----------------------|
| India | 12 | 5,254 | 35% | 11% | 5% | -19% | 2,223 |
| USA | 5.6 | 1,149 | 17% | 4% | -7% | -19% | 4,880 |
| China | 4.5 | 1,683 | 14% | 33% | 26% | 0% | 2,696 |
| Spain | 4.5 | 1,498 | 13% | 9% | 6% | 68% | 2,976 |
| France | 3.7 | 889 | 11% | -16% | -23% | -3% | 4,181 |
| Egypt | 2.6 | 866 | 8% | 32% | 11% | -7% | 3,042 |



Note: The tariff regime for dried onions indicates that Most Favored Nation (MFN) duties, applicable to all World Trade Organization (WTO) members, stand at 12%. However, Egypt benefits from a preferential tariff rate of 0% under the trade agreement with the UK (UK-Egypt Association Agreement). For additional details, please visit [Market Access Map \(macmap.org\)](https://macmap.org)

Source: ITC (Market Access Map)

Conclusion

- The global demand for dried onions under HS code 071220 reached \$502 million in 2023, growing at an annual rate of 7% in value and 6% in volume from 2019 to 2023. Egypt's exports under this HS code totaled \$48 million in 2023.
- Major importing markets such as Germany, the UK, Japan, Canada, the Netherlands, and Brazil collectively represented approximately 40% of global imports in 2023. Germany led with a 12% share, followed closely by the UK at 7%, Japan at 6%, and Canada, the Netherlands, and Brazil at 5%.
- The leading exporting countries in the global market included India, the USA, Egypt, and China, collectively accounting for a significant share of 70% in 2023. India held the highest share at 36%, followed by the USA at 15%, Egypt at 10%, and China at 9%.
- The export potential map indicates that the markets with the greatest potential for Egypt's exports of 071220 dried onions are Germany, the United Kingdom, and the United States. The United Kingdom shows the largest absolute difference between potential and actual exports in value terms, leaving room to realize additional exports worth \$6.5 million.

Conclusion following

- The German market ranks 1st in global imports with a 12% share and an annual growth from 2019 to 2023 of 3% in value and -2% in volume. Egypt exports to Germany represent a 17% market share, making it the second-largest exporter to Germany after India, which has a 33% share. Egypt has an annual growth in value of 10% and volume of 6% between 2019 to 2023, while India has a 4% growth in value and -2% in volume. Egypt's unit value is higher than India's at \$2,915 compared to \$2,152.
- The large UK market ranks 2nd in global imports with an annual growth from 2019 to 2023 of 6% in value and 0% in volume.
- Egypt exports to the UK account for an 8% market share, making it the 6th largest exporter to the UK after India (35%), the USA (17%), China (13%), Spain (13%), and France (11%). Egypt has an annual growth in value of 32% and volume of 11% between 2019 to 2023.
- In UK market Egypt competes with India, China, and Spain, but has a higher unit price than the three, with Egypt at \$3,042, India at \$2,223, China at \$2,696, and Spain at \$2,976.
- Despite Egypt having a higher unit value compared to India and China, it benefits from a 0% preferential tariff in Germany under the EU-Egypt FTA and in the UK under the UK-Egypt Association Agreement. In contrast, India faces a 9.3% preferential tariff in the German market, while China faces a 12.8% MFN tariff. Both India and China are subject to 12% MFN duties in the UK market.

Recommendations

Based on discussions and opinions from Egyptian exporters in the Dried Onions industry

1. Price Disparities:

- Egypt faces price competitiveness issues compared to India and China.
- Proposed Solution: Government support for factories through subsidies on electricity, gas, and raw materials.

2. Optimizing Fresh Onion Utilization:

- Grade B fresh onions pose a challenge for meeting export specifications.
- Proposed Solution: Facilitate the transfer of grade B onions to drying facilities to increase export capacity.

3. Streamlining Export Support:

- Delayed export support affects cash flow for exporters.
- Proposed Solution: Introduce multiple initiatives throughout the year for timely and consistent support.

4. Enhancing Pesticide Control:

- Stringent pesticide testing is crucial to meet market standards.
- Proposed Solution: Strengthen pesticide control measures to comply with international regulations.

5. Expanding Presence through Exhibitions:

Participating in top exhibitions in target markets can significantly enhance Egypt's presence and visibility.

- In the Germany, ANUGA: stands as a premier platform for showcasing food and beverage innovations with meticulous attention to small details.
- In the UK, IFE: offers a dynamic environment where fine details on products, such as wine glass etching and chocolate wrapper designs, contribute to brand identity and value communication.

For registration in exhibitions:

- Anuga
<https://www.anuga.com/>
- IFE
International
Food & Drink
Event
<https://www.ife.co.uk/>

References

- General Organization for Export and Import Control (GOEIC)
- ITC (International Trade Centre)
- Trade Map
- Euromed Trade helpdesk
- Market Access Map
- Export Potential Map

Appendix

[Dried Onions Attachments - Google Drive](#)

FEC Market Intelligence Unit :

For more details, please check our website: www.feceg.com

Facebook Page: Food Export Council

Email: foodexportcouncil@feceg.com

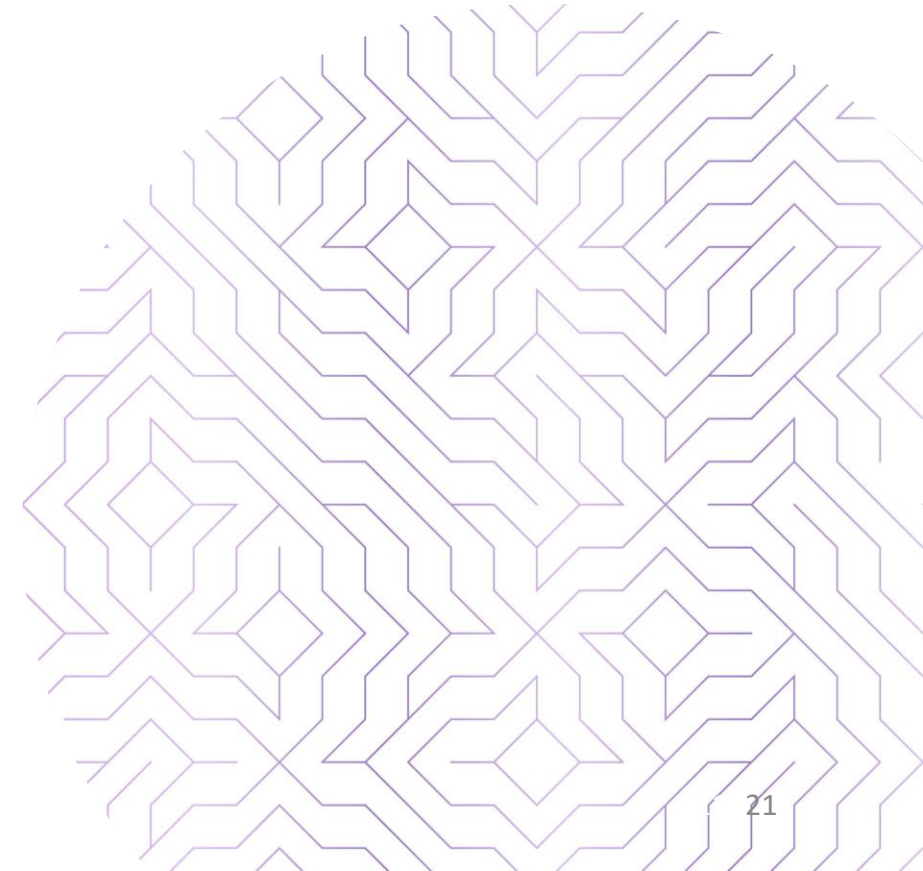


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