

The background of the slide features a close-up of several whole onions at the top and a pile of golden-brown, dried onion chips at the bottom. A large, light gray oval with a thin black border is centered on the page, containing the main text.

EXPLORING THE GLOBAL DEMAND FOR DRIED ONIONS AND EGYPT'S EXPORT POTENTIAL

HS Code: 071220

April 2026



المجلس التصديري للصناعات الغذائية
مصر
FOOD EXPORT COUNCIL
EGYPT

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Product Overview – HS Code 071220

1. Product Name:

- Dried onions, whole, cut, sliced, broken or in powder, but not further prepared.

2. Product Description

- Dried onions under HS Code **071220** refer to onions that have been **dehydrated** to remove moisture, extending shelf life. They may appear as **whole, sliced, chopped, granulated, or powdered**, without further preparation or additives.

3. Key Characteristics

- Long shelf life compared to fresh onions
- Lightweight and easy to transport
- Retains flavor and aroma when rehydrated
- Available in multiple forms (flakes, powder, granules)

Executive Summary

This report highlights the growing global market for **Dried onions**, with a particular focus on **Egyptian export performance under HS Code 071220**. In **2024**, global imports reached **USD 610 million and approximately 227 thousand tons**.

Exports from Egypt reached **USD 69 million in 2025**, marking a **5% increase** compared to **USD 66 million in 2024**, according to **GOEIC data**.

Egypt accounts for approximately **12% of global exports**, ranking **3rd worldwide**, based on **ITC Trade Map data in 2024**.

The estimated **export potential for Egypt in HS 071220** is **USD 45 million**, indicating significant opportunities to expand in several international markets.

With competitive production costs, established processing capabilities, and consistent product quality, the country is well positioned to further strengthen its presence in high-growth import markets.

Global Onion Production



Global Onion Production

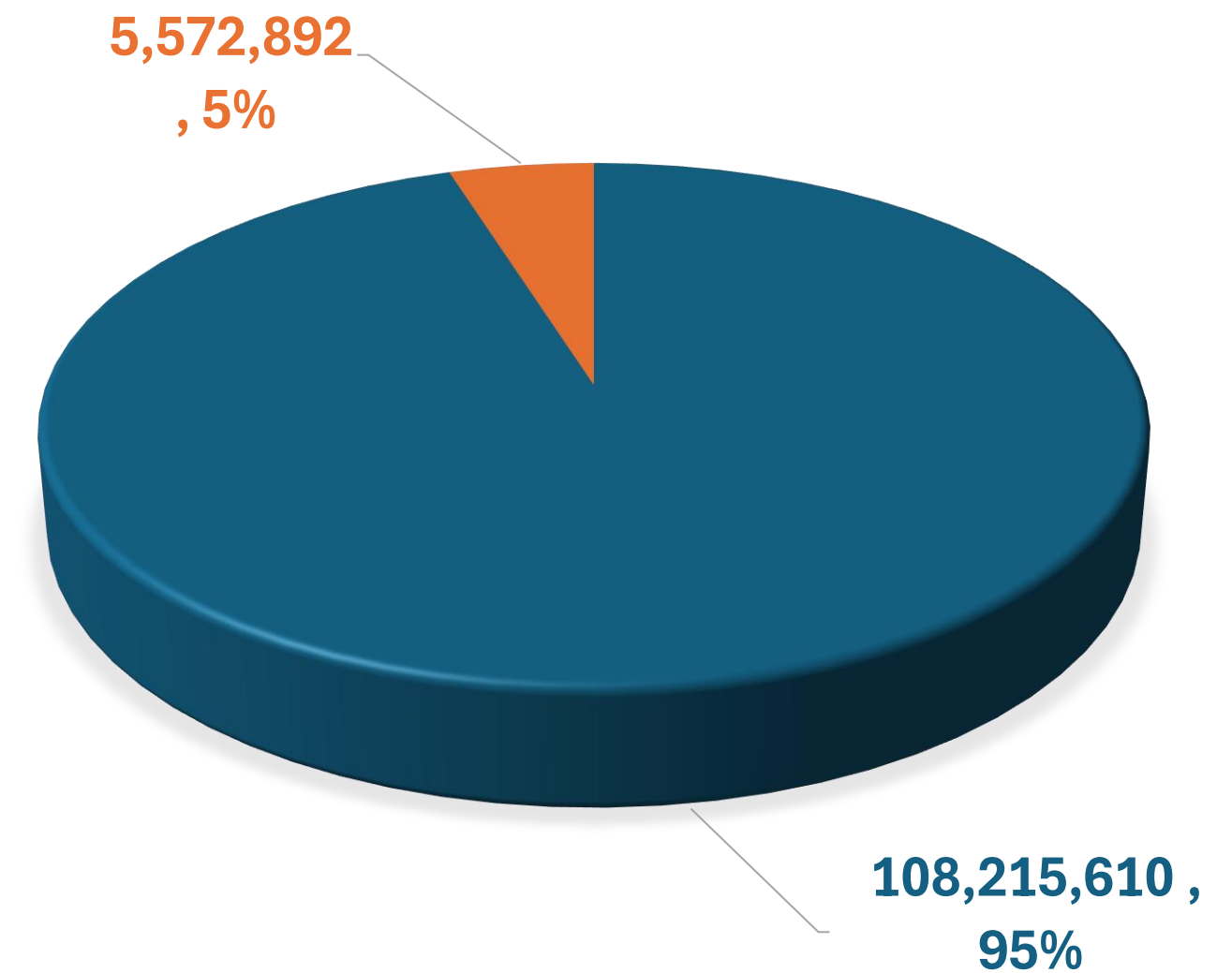
Global onion production in 2024: approximately 114 million tons.

- Of this, **108 million tons** are dry onions and shallots (95%).
- The remaining (5%) are **green onions / fresh onions**.

Onion production in Egypt in 2024: approximately 3.8 million tons.

- Of this, **3.4 million tons** are dry onions and shallots (89%).
- The remaining (11%) are **green onions / fresh onions**.

GLOBAL ONION PRODUCTION BY TYPE - 2024

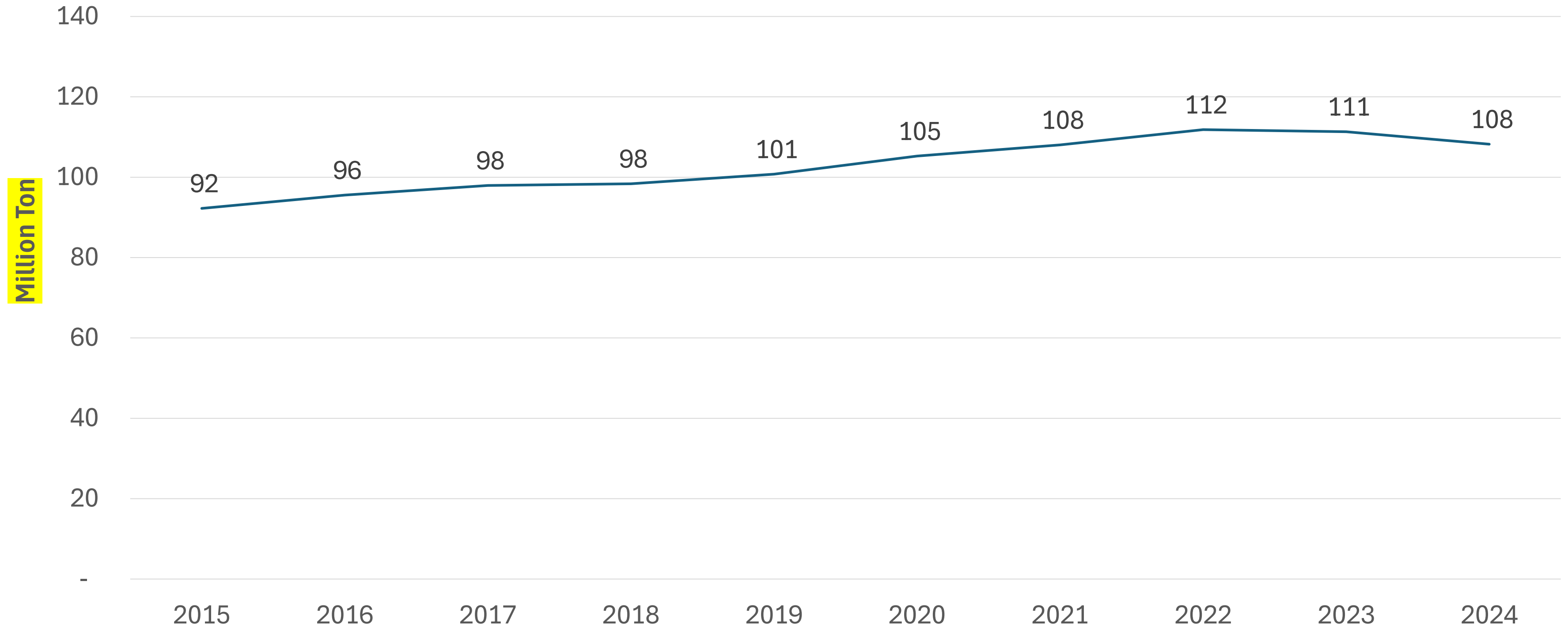


- Onions and shallots, dry (excluding dehydrated)
- Onions and shallots, green

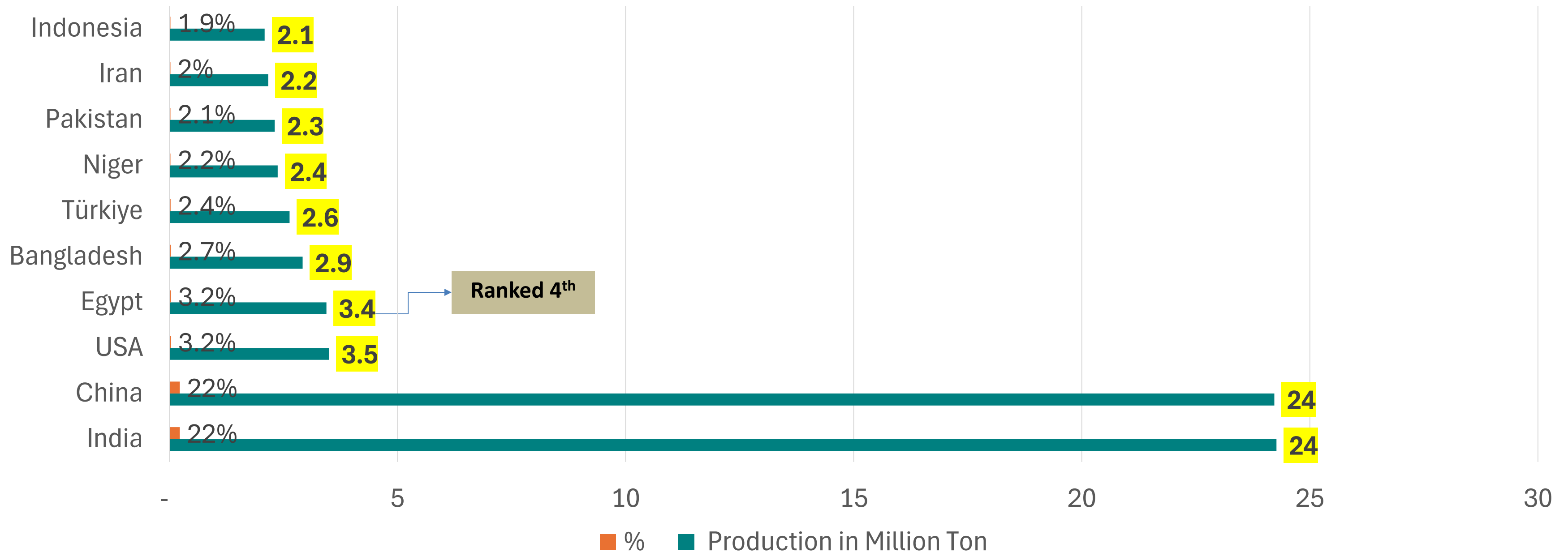
Source: FAO

As this report on dried onions (HS Code 071220) and Egypt's export potential, the next two slides will show the trend of dry onion production and the key global suppliers.

Global Dry Onions and Shallots Production Trends



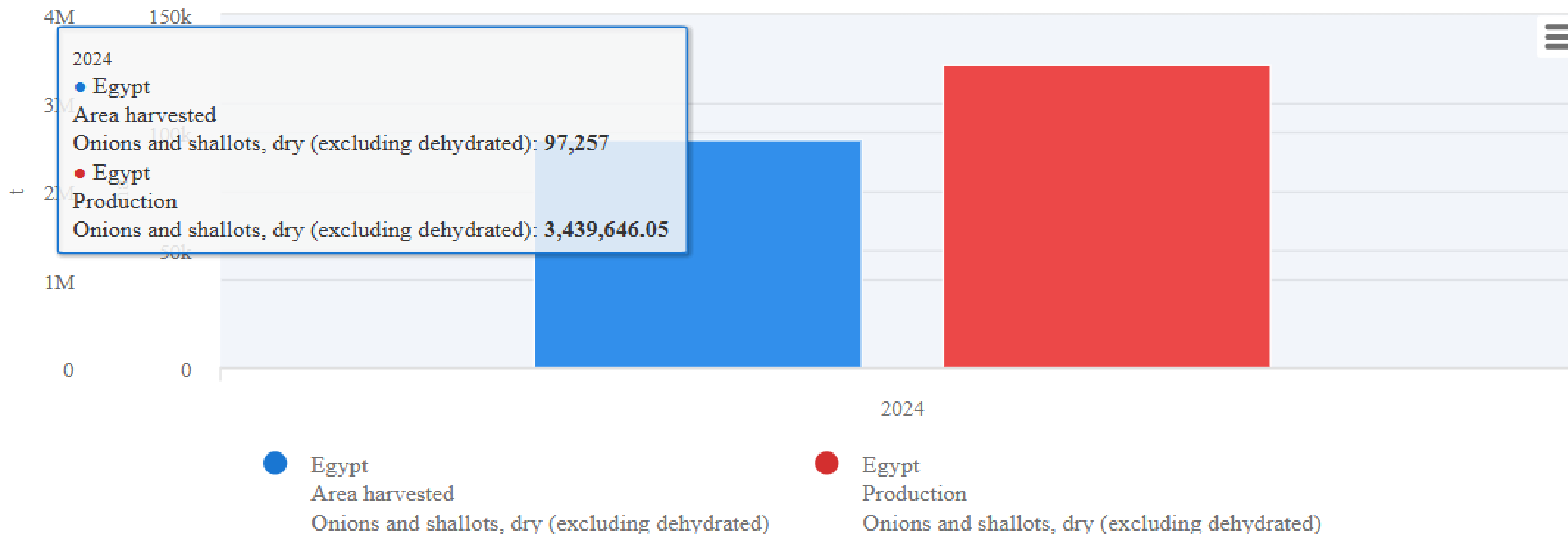
Top Global Producers of Onions and Shallots (Dry, Excluding Dehydrated) in 2024



Note:

In 2024, these top 10 producing countries accounted for approximately **65% of the total global production**, with **70 million tons**, while the remaining countries contributed **38 million tons**, bringing the world total to **108 million tons**.

Production/Yield quantities of Onions and shallots, dry (excluding dehydrated) in Egypt 2024



- Area harvested reached **97,257 ha** with total production of **3.44 million tons**, resulting in an average yield of **35.4 tons/ha**.
- This reflects **high production efficiency** and positions Egypt as a **globally competitive supplier** with strong export potential.

Egypt's Dry Onion Export Potential – Value Chain Analysis

High concentration in dry onions production: ~89% of Egypt's total onion production is dry onions, highlighting a strong industrial base for dehydration and export-oriented processing.

Surplus after domestic consumption

Egypt's total onion production is estimated at 3.3 million tons annually. After deducting approximately 2.3 million tons of domestic consumption (largely fresh use), around 1 million tons remain as potential exportable surplus in fresh form.

Post-harvest losses adjustment

A significant share of the surplus is reduced due to inefficiencies in handling, storage, and transportation. Post-harvest losses are estimated at 30%–40%, further reducing the volume available for processing.

Conversion into dried onions (8:1 to 10:1 ratio)

The remaining surplus is converted into dried onions using a dehydration ratio of 8:1 to 10:1, meaning 8–10 tons of fresh onions are required to produce 1 ton of dried onions, significantly reducing volume but adding export value.

Current export performance & potential

Egypt exported approximately ~23,000 tons of dried onions in 2025, while the integrated value chain suggests a scalable export range of ~60,000–87,500 tons/year.

Strategic implication

This gap highlights a strong growth opportunity driven by improving post-harvest efficiency, expanding dehydration capacity, and strengthening supply chain infrastructure to unlock higher-value exports.

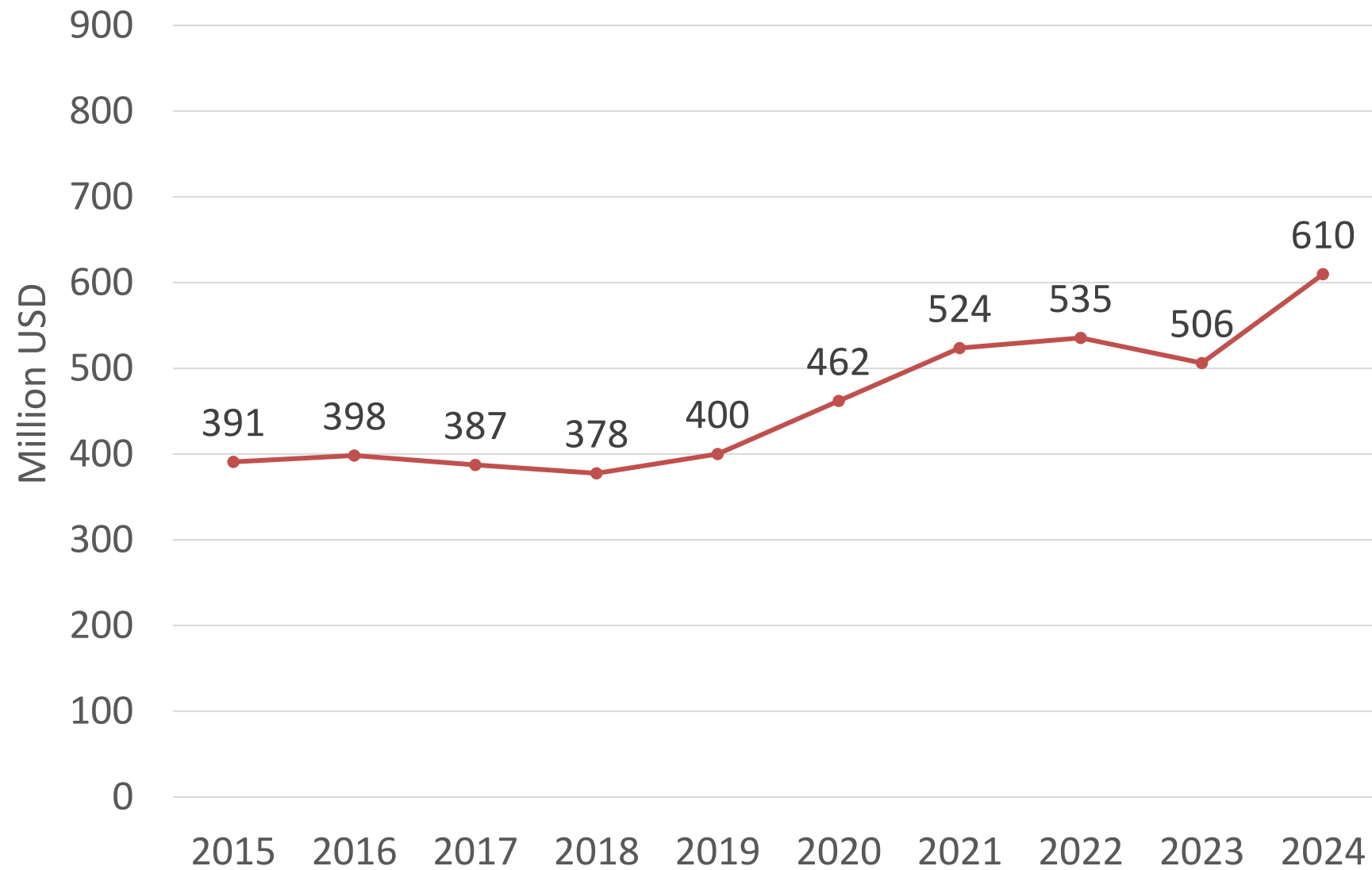


Analysis of HS Code 071220

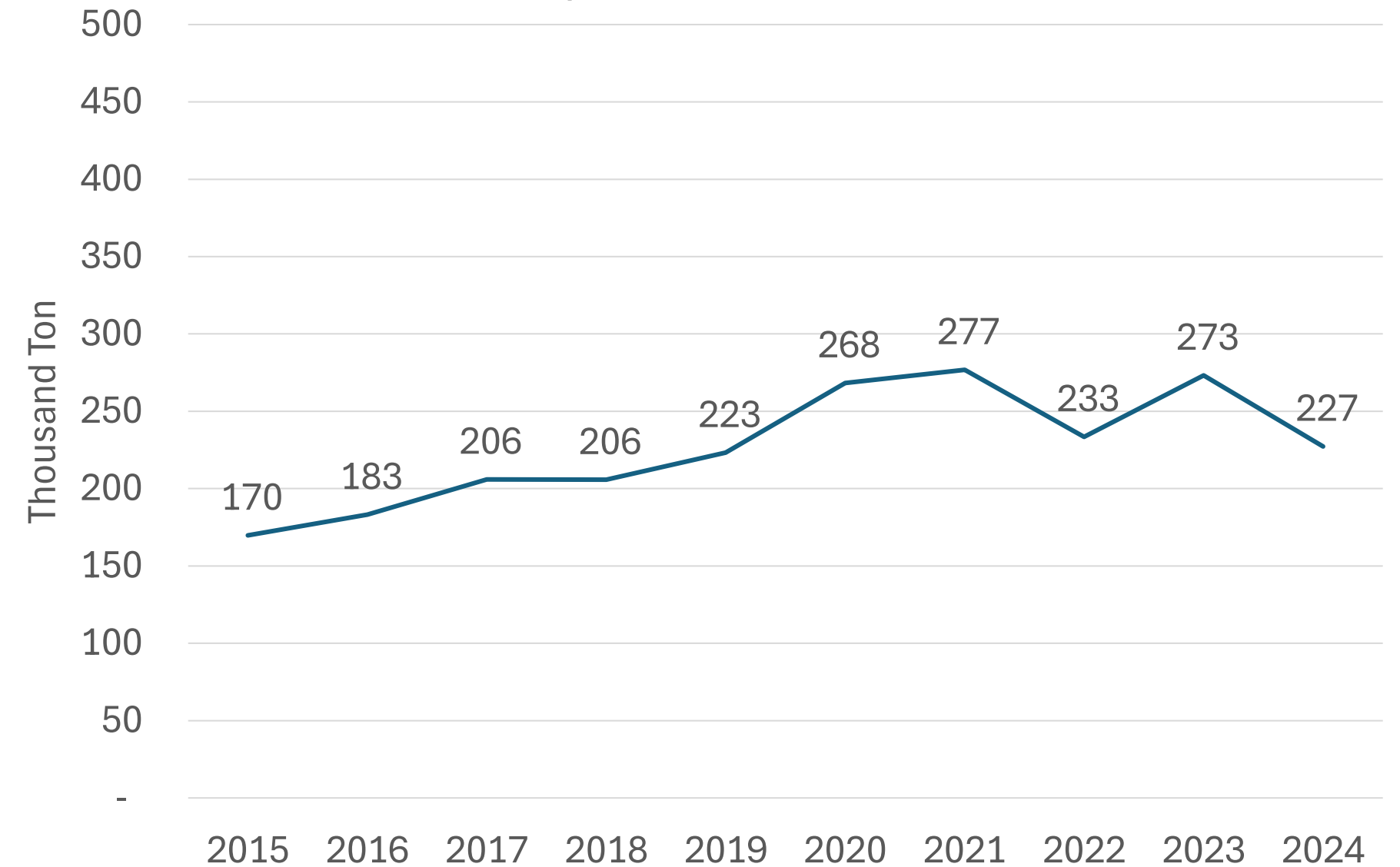
Dried onions, whole, cut, sliced, broken or in powder, but not further prepared

Global Imports and Trend Analysis HS Code 071220

Global Import Values from 2015 to 2024



Global Import Volume from 2015 to 2024



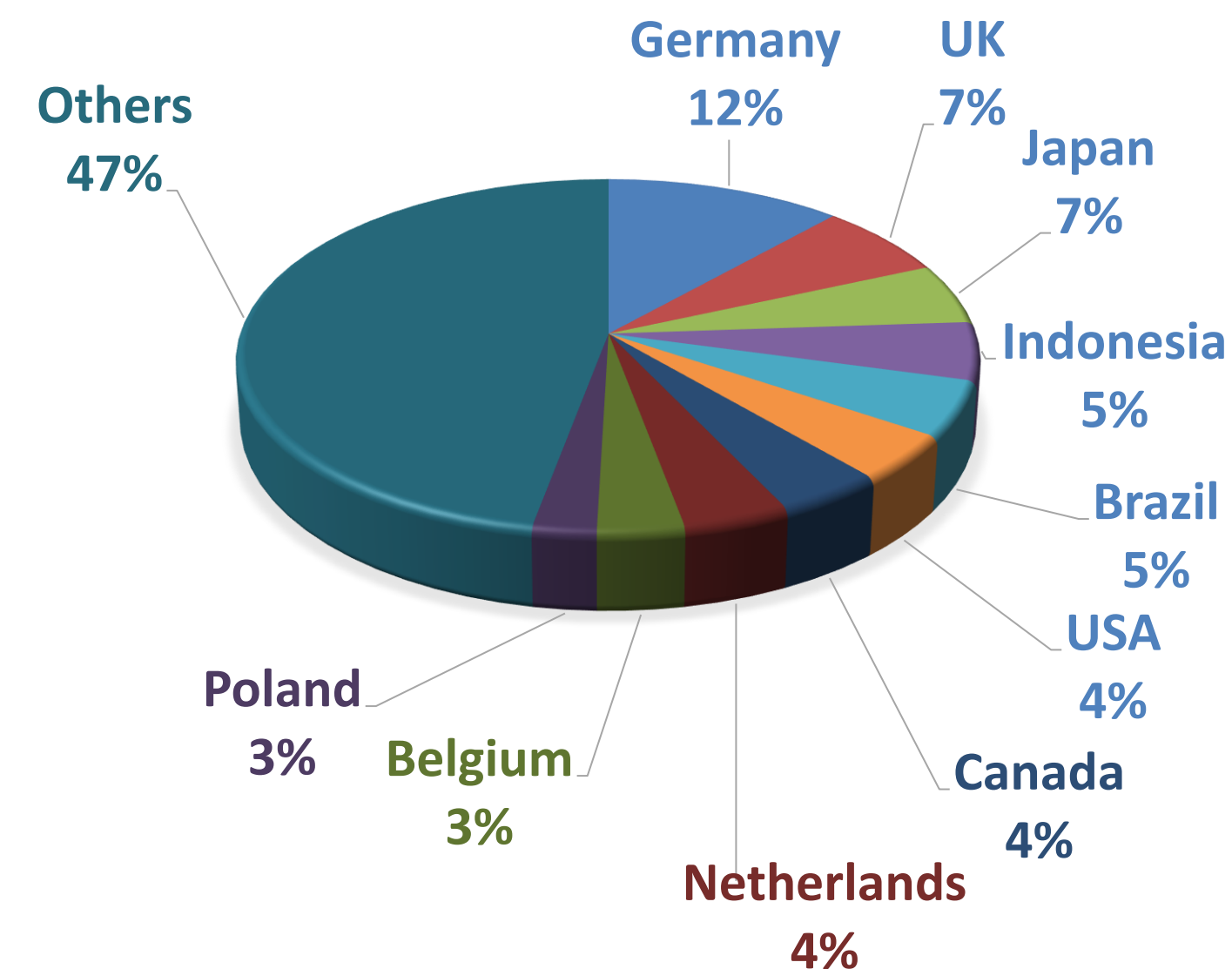
In 2024, global imports of Dried Onions (**HS 071220**) reached **USD 610 million** and **227 thousand tons**, with values growing at **7% annually** and volumes at **3%** between 2020–2024. Import values rose **21% year-on-year**, with an average unit value of **USD 2,672 per ton**, reflecting steady and resilient global demand and strong opportunities for exporters.

Source: ITC (Trade Map)

Top Importing Markets Globally in 2024 HS Code 071220

Rank	Country	Import Value in Million USD	Trade balance in 2024 (USD thousand)	Import Quantity in Thousand Ton	Share in Global Imports	Annual Growth (Value, 2020-2024)%	Annual Growth (Quantity, 2020-2024)%	Annual Growth (Value, 2023-2024)%	Unit value (USD/unit)
	World	607	(32,170)	228		7%	3%	21%	2,672
1.	Germany	72	(41,434)	25	12%	3%	1%	18%	2,831
2.	UK	41	(38,681)	13	7%	3%	-3%	22%	3,185
3.	Japan	34	(33,796)	7	6%	5%	0%	2%	4,670
4.	Indonesia	33	(32,414)	17	5%	10%	11%	69%	1,878
5.	Brazil	31	(29,947)	16	5%	14%	13%	34%	2,020
6.	USA	26	46,184	8	4%	9%	4%	42%	3,383
7.	Canada	26	(24,992)	7	4%	4%	1%	6%	3,657
8.	Netherlands	25	(9,188)	13	4%	7%	17%	8%	1,998
9.	Belgium	20	(2,369)	8	3%	2%	3%	31%	2,722
10.	Poland	15	(12,832)	6	3%	9%	6%	33%	2,713

TOP IMPORTING MARKETS GLOBALLY



The data shown in light green are estimated by UNSD. For further information, please refer to the [UNSD explanatory note](#). The data in orange represents mirror figures based on partner data.

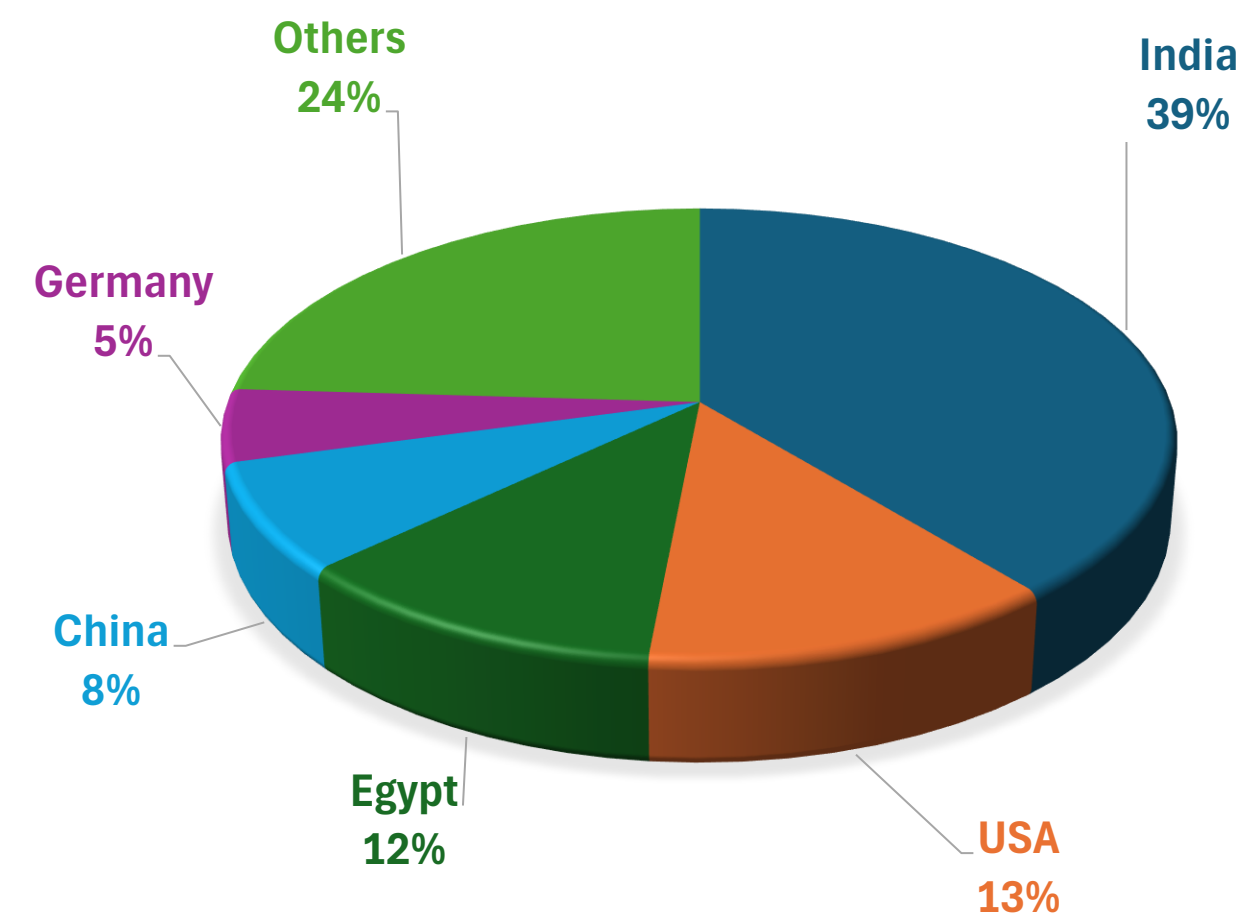


Top Exporting Markets Globally in 2024 HS Code 071220



Rank	Country	Export Value in Million USD	Trade balance in 2024 (USD thousand)	Export Quantity in Thousand Ton	Share in Global Exports	Annual Growth in Value (2020-2024)	Annual Growth in Quantity (2020-2024)	Annual Growth in Value (2023-2024)	Unit value (USD/unit)
1.	India	225	222,160	113	39%	12%	11%	34%	1,986
2.	USA	72	46,184	23	13%	-5%	-6%	6%	3,208
3.	Egypt	66	65,809	19	12%	9%	3%	37%	3,398 (ITC) 3,078 GOEIC
4.	China	44	44,418	15	8%	-6%	-7%	7%	2,949
5.	Germany	30	(41,434)	8	5%	3%	2%	19%	3,945
6.	France	30	15,663	7	5%	5%	-5%	24%	4,108
7.	Spain	25	10,420	15	4%	0%	-7%	5%	3,970
8.	Belgium	18	(2,369)	6	3%	9%	-5%	45%	3,196
9.	Netherlands	16	(9,188)	5	3%	36%	42%	24%	3,148
10.	Malaysia	11	3,833	31	2%	10%	23%	-21%	370

TOP EXPORTING MARKETS GLOBALLY



Egypt's exports represent **12%** of world exports for this product, its ranking in world exports is **3rd**.

The data in orange represents mirror figures based on partner data.

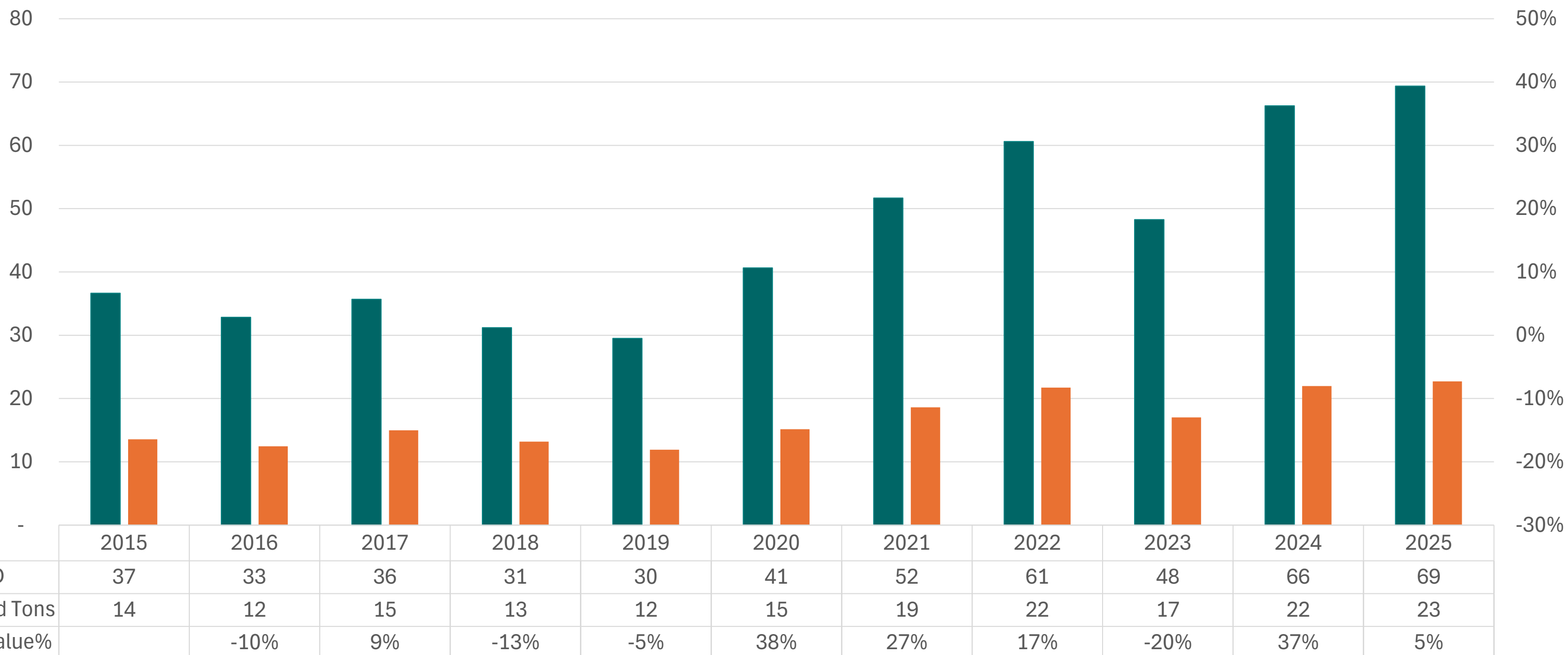
The data shown in light green are estimated by UNSD. For further information, please refer to the [UNSD explanatory note](#).

Source: ITC (Trade Map)

Egypt's Export Status



Egypt's Dried Onions Exports (HS 071220): Value, Volume & Growth Trends (2015–2025)



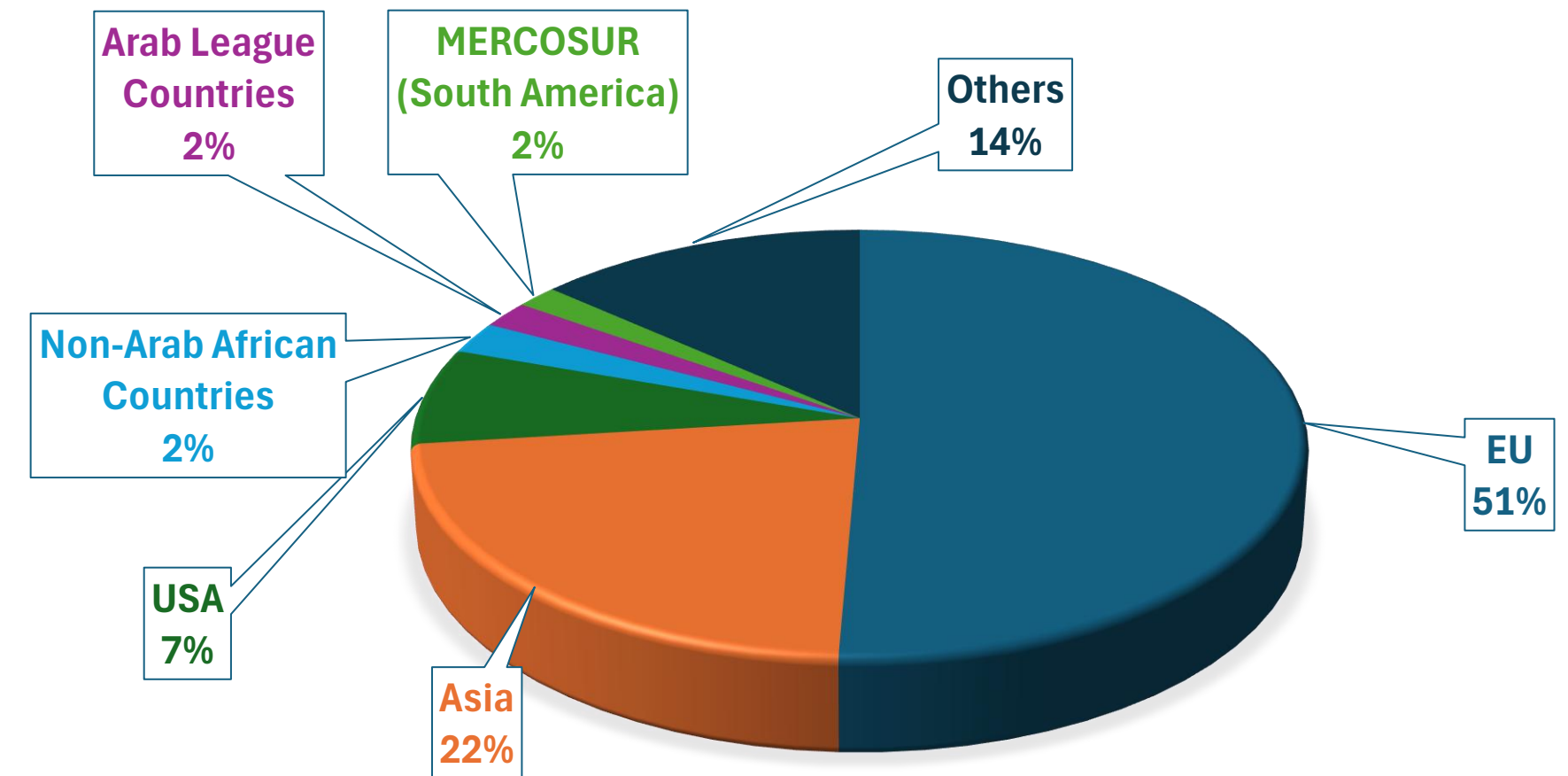
Exports under HS Code 071220 are currently driven by 40 Egyptian companies, with just 7 of them above one million dollar contributing nearly USD 67 million out of the total USD 69 million export value in 2025 representing 97% of the export value.

Source: GOEIC

Egypt's Dried Onion Exports by Region – 2025 (HS Code 071220)

- **The European Union** is the largest destination, accounting for **51%** of Egypt's dried onion exports (**USD 35.1 million**).
- **Asia** ranks second with a **22% share (USD 15.5 million)**, reflecting strong demand from Asian markets.
- The **United States** holds a **14% share (USD 9.4 million)**, making it a key high-value market.
- **Non-Arab African countries** account for **2% (USD 1.65 million)**, indicating emerging regional opportunities.
- The **League of Arab States** also represents **2% (USD 1.4 million)**, showing moderate intra-regional trade.
- **MERCOSUR countries** contribute **2% (USD 1.18 million)**, reflecting limited but existing presence in South America.
- **Other countries** represent **7%** of total exports (**USD 5.1 million**).

EGYPT'S DRIED ONION EXPORTS BY REGION – 2025

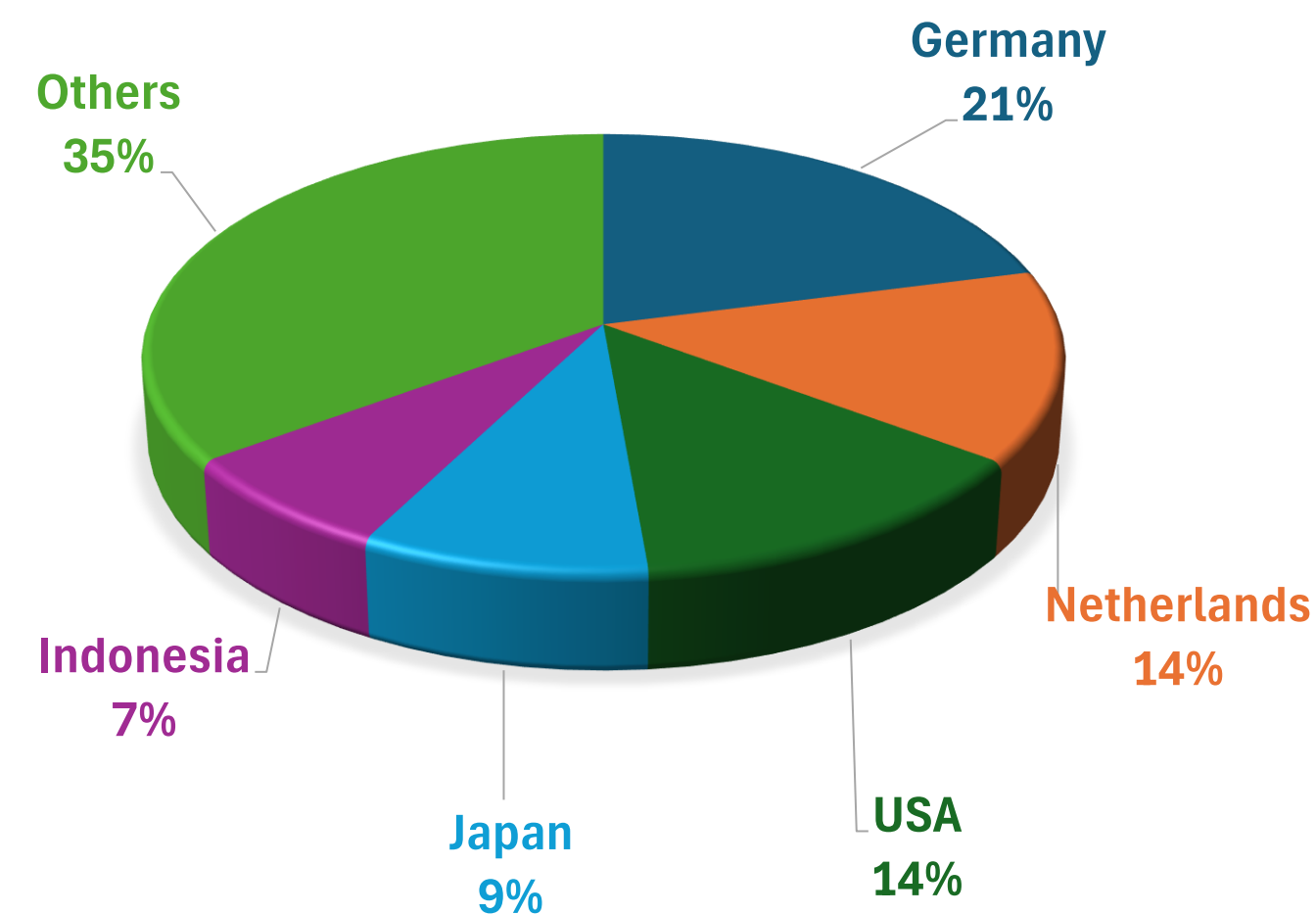


EGYPTIAN EXPORT MARKET SHARE BY COUNTRY

Egypt's Dried Onions Exports by Destination (2021–2025, Million USD)

Country	2021	2022	2023	2024	2025	Annual Growth (2024-2025) %	CAGR between (2021--2025) %	Avg (USD/unit) In 2025
Germany	10	11	7	14	15	1%	7%	3,192
Netherlands	9	9	10	12	10	-15%	3%	3,022
USA	4	9	4	6	9	51%	16%	2,827
Japan	3	4	4	7	6	-16%	15%	2,770
Indonesia	2	2	4	6	5	-14%	26%	2,956
UK	3	3	3	2	3	31%	-1%	3,360
Vietnam	0.085	-	0.131	0.223	2.9	1189%	102%	2,947
Belgium	3	4	2	3	1.9	-30%	-11%	3,442
Poland	1	3	2	2	1.8	-3%	12%	3,049
Croatia	1	1	1	1	1.8	59%	26%	3,428

EGYPTIAN EXPORT MARKET SHARE BY COUNTRY IN 2024 GOEIC DATA IN 2025



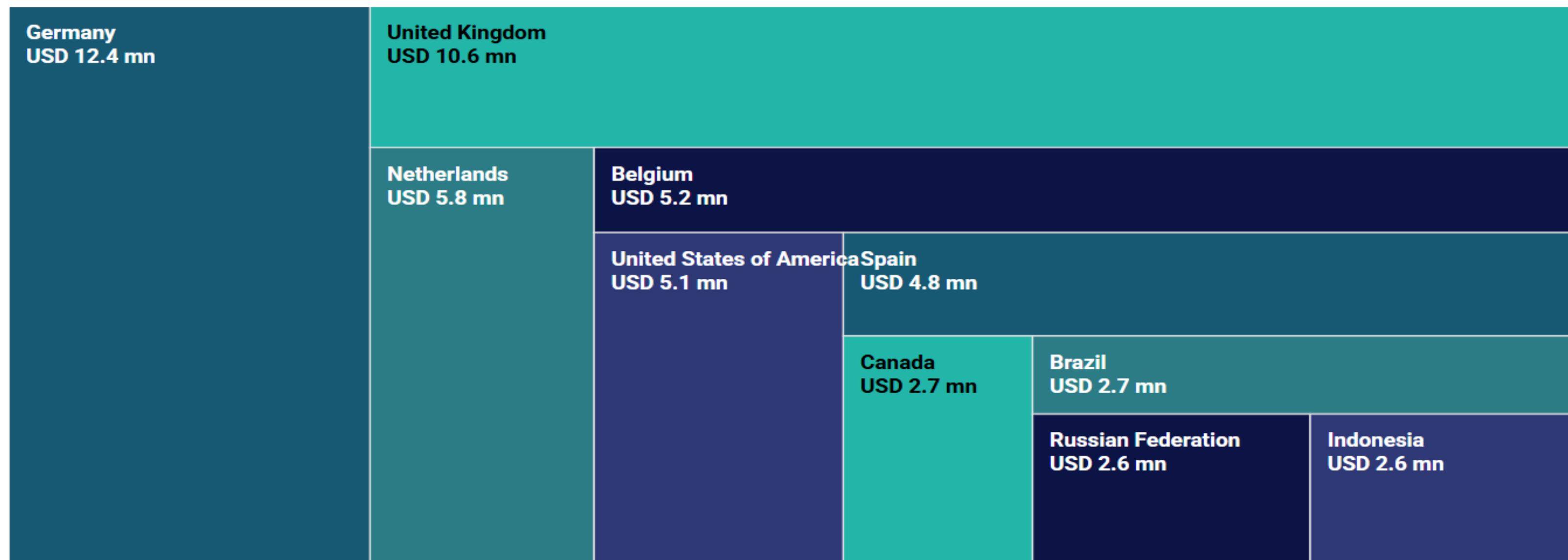
The top 10 countries imported **USD 45 million** of HS Code 071220 from Egypt in 2025, out of a total of **USD 69 million**, accounting for **65%** of Egypt's total exports in this HS code.

Source: GOEIC

Recommended Markets

Potential Countries for Egypt's Exports of Dried Onions (HS 071220): (Estimate for 2030)

Markets ranked by total export potential in the coming 5 years for Egypt's exports of 071220 i



Key findings

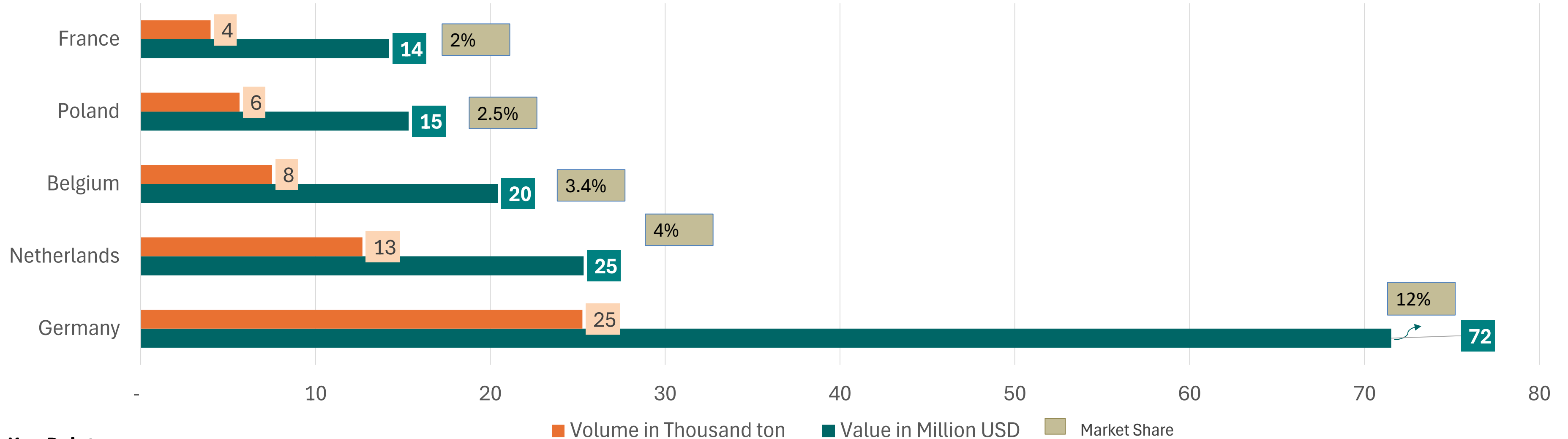
- **Top Potential Markets:** EU & West Europe, North America, and the Middle East show the highest potential for Egypt's dried onions (HS 071220), with EU & West Europe offering the largest gap between potential and current exports—an opportunity to increase exports by **\$26 million**, representing **63%** of unrealized potential.
- **Leading Countries:** Germany, the United Kingdom, and the Netherlands are the most promising individual markets, with the **UK** shows the largest absolute difference between potential and baseline exports in value terms, leaving room to realize additional exports worth \$8 mn, representing 19% of unrealized export potential.

Source: Export Potential Map

EU Market Overview-2024

(HS 071220)

Top 5 EU Importers of Dried Onions



Key Points:

- **European Union** is a major importer of dried onions.
- **2024 Imports:** \$246 million
- **EU Market Share:** 40.4% of total global imports
- **Unrealized Export Potential for Egypt:** \$30 million
- **Germany is a major importer and re-export hub for dried onions**, distributing products across EU markets. **83% of Germany's dried onion exports go to other EU countries**, highlighting its role in redistributing products.
- **We will analyze import sources and export destinations** reveals competitive dynamics and opportunities for Egyptian exporters.



German Market HS 071220

Overview of Germany's Import Performance in 2024 (Trade Map)

- Germany's imports represent 12%.
- Its ranking in world imports is 1st.
- Total Imports: USD 72 million.
- Import Quantity: 25 thousands tons
- Unit Value(USD/unit): 2,831

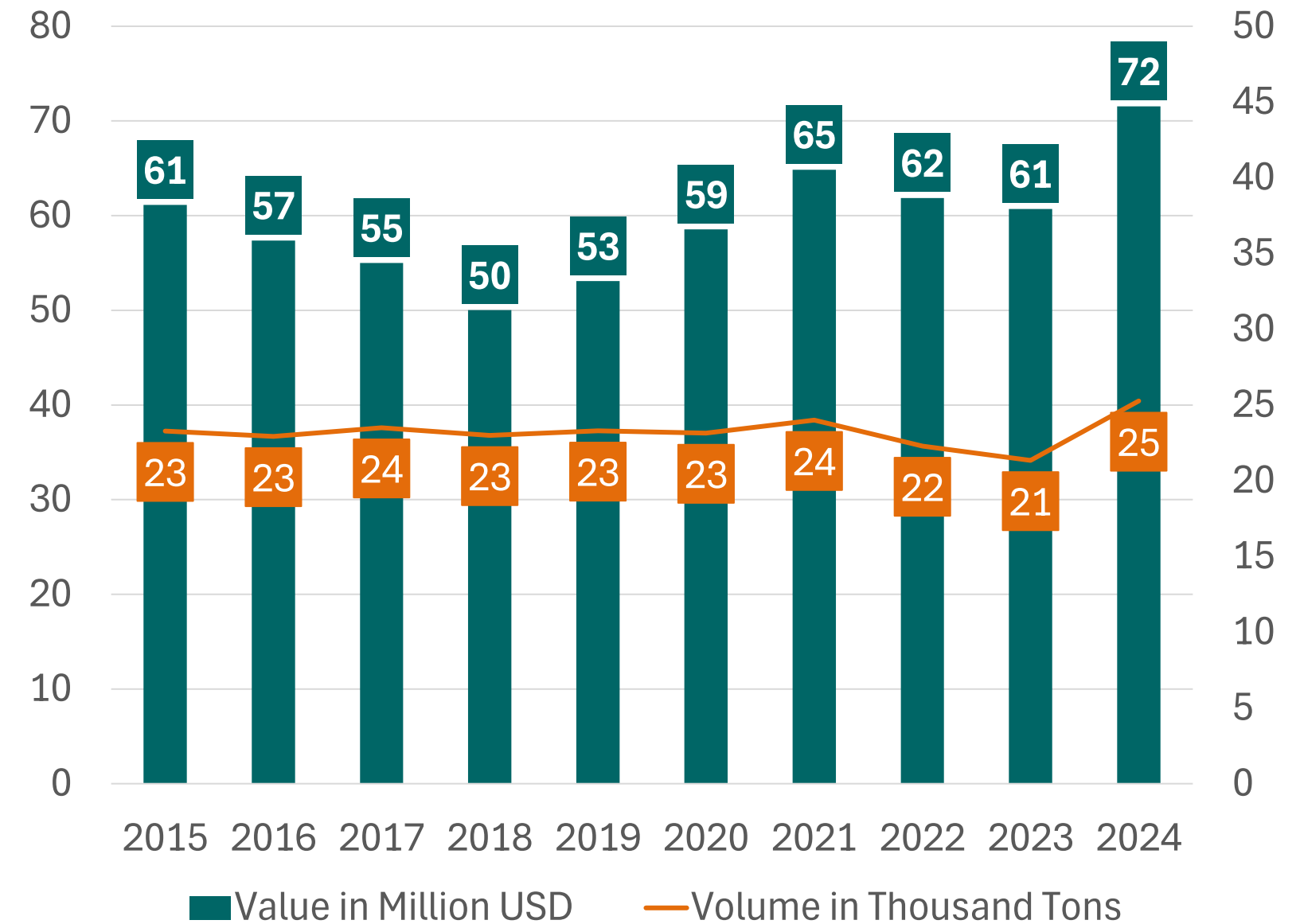
Annual Growth Analysis

- Annual Growth Value (2020-2024): 3%
- Annual Growth Quantity (2020-2024): 1%
- Annual Growth Value (2023-2024): 18%

Market Perspective for Egypt

- Egypt holds a **25% share** of Germany's global imports for product 071220.
- Import growth (2020–2024): **15%**.
- EU–Egypt FTA → **0% tariff** on qualifying food exports.

Germany Dried Onions Imports (2015-2024)



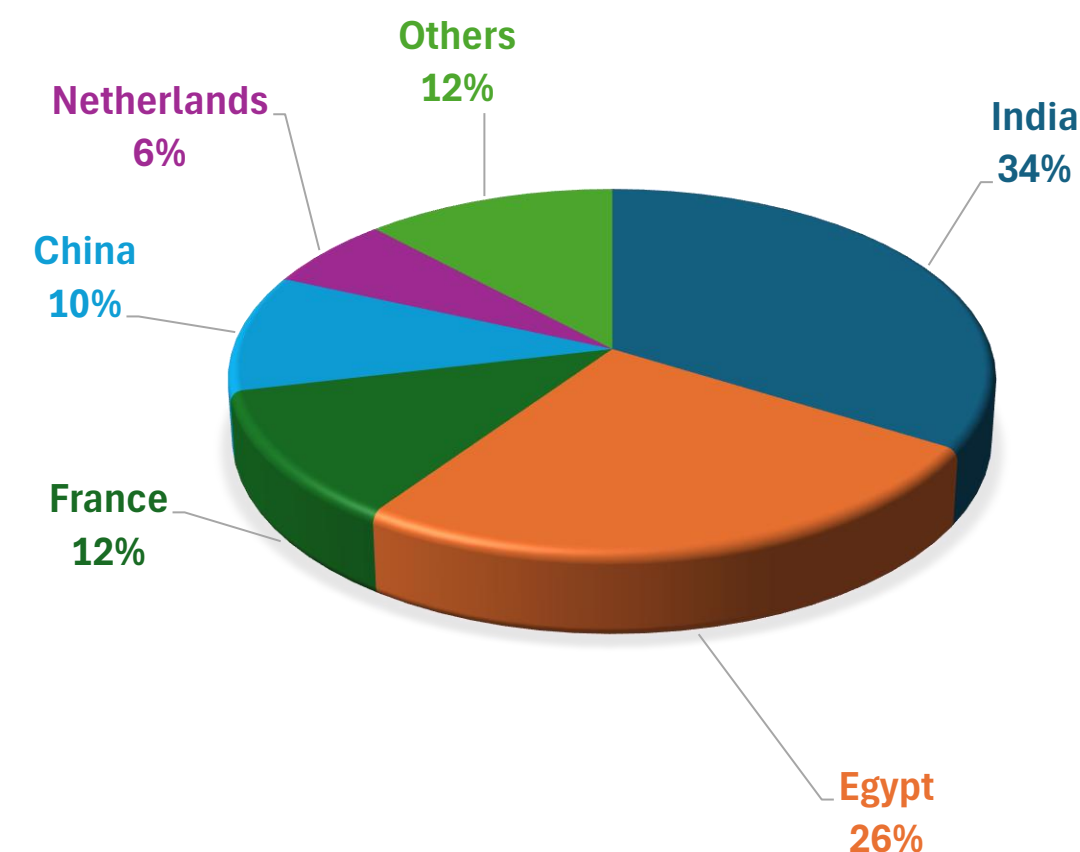


German Market HS 071220

Germany's Imports

Rank	Country	Import Value in Million USD	Trade balance in 2024 (USD thousand)	Import Quantity in Ton	Share in Germany's Imports	Annual Growth (Value, 2020-2024)%	Annual Growth (Quantity, 2020-2024)%	Annual Growth (Value, 2023-2024)%	Unit value (USD/unit)	Average tariff (estimated)
	World	72	(41,434)	25,266		3%	1%	18%	2,831	
1.	India	24	(24,098)	10,629	34%	8%	5%	23%	2,278	9.3%
2.	Egypt	19	(18,487)	5,768	26%	15%	12%	73%	3,217	0.0%
3.	France	8	(5,590)	2,361	12%	4%	-5%	-3%	3,554	0.0%
4.	China	7	(7,443)	2,157	10%	-4%	-4%	-13%	3,451	12.8%
5.	Netherlands	5	(2,455)	2,094	6%	11%	9%	-16%	2,164	0.0%
6.	Hungary	2.1	(1,780)	573	3%	-9%	-14%	-5%	3,714	0.0%
7.	Spain	2	(336)	438	3%	-4%	-14%	-11%	4,427	0.0%
8.	USA	1	(601)	262	2%	-26%	-34%	10%	4,729	12.8%
9.	Belgium	0.816	(472)	383	1%	26%	22%	102%	2,131	0.0%
10.	Poland	0.665	4,155	252	1%	16%	11%	51%	2,639	0.0%

TOP EXPORTERS TO GERMANY BY SHARE IN IMPORTS



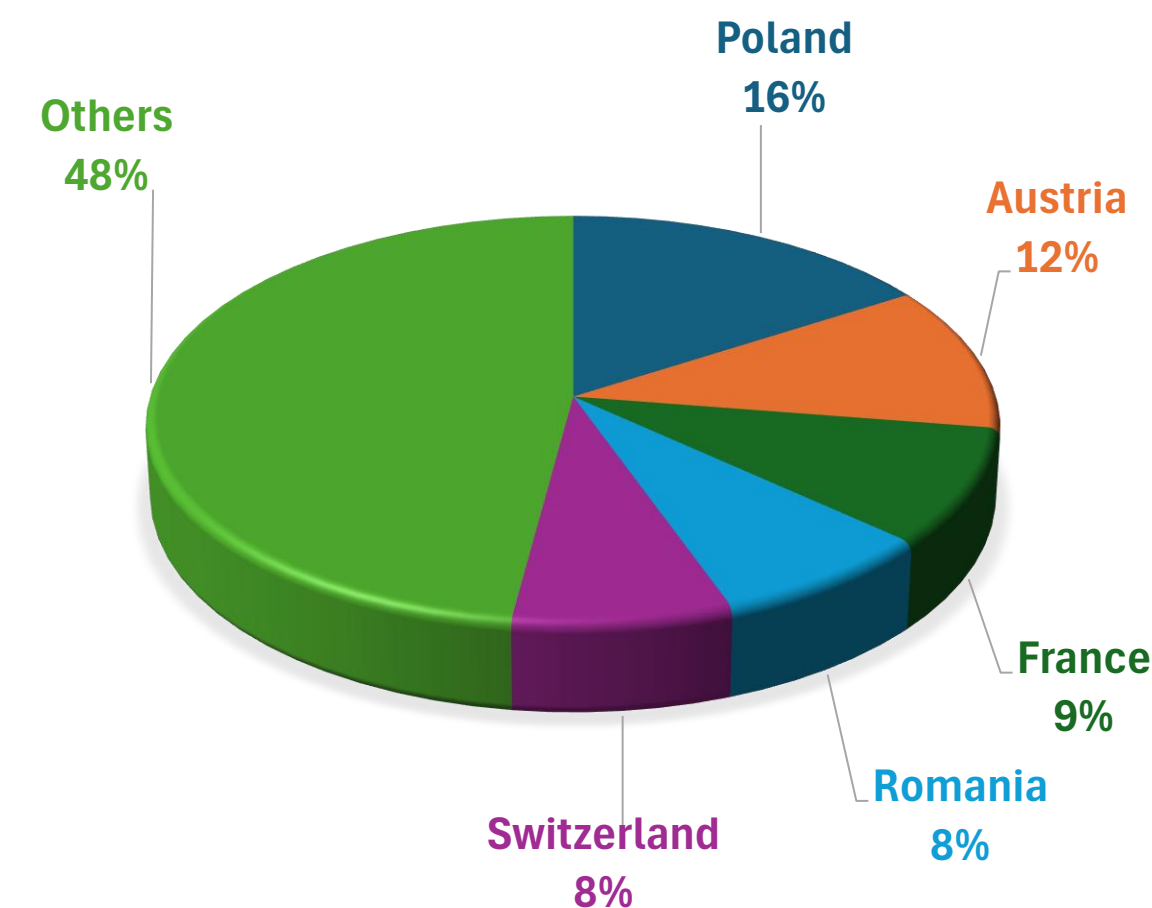


German Market HS 071220

Germany's Export Destinations

Rank	Country	Export Value in Million USD	Trade balance in 2024 (USD thousand)	Export Quantity in Ton	Share in Germany's export	Annual Growth (Value, 2020-2024)%	Annual Growth (Quantity, 2020-2024)%	Annual Growth (Value, 2023-2024)%	Unit value (USD /unit)	Average tariff (estimated)
	World	30	(41,434)	7,630		3%	2%	19%	3,945	
1.	Poland	4.8	4,155	1,656	16%	18%	18%	43%	2,911	0.0%
2.	Austria	3.5	2,983	936	12%	5%	3%	17%	3,698	0.0%
3.	France	2.8	(5,590)	599	9%	-7%	-5%	28%	4,674	0.0%
4.	Romania	2.3	2,309	688	8%	56%	55%	52%	3,411	0.0%
5.	Switzerland	2.3	2,281	525	8%	-5%	-9%	14%	4,356	1.4%
6.	Netherlands	2.1	(2,455)	406	7%	-9%	-12%	-1%	5,116	0.0%
7.	Spain	1.6	(336)	323	5%	4%	-1%	9%	4,963	0.0%
8.	Czech Republic	1.4	750	405	5%	18%	16%	13%	3,353	0.0%
9.	Croatia	1.3	1,302	295	4%	-7%	-19%	1636%	4,414	0.0%
10.	Denmark	1	960	234	3%	-2%	-6%	19%	4,316	0.0%

GERMANY'S EXPORT DESTINATIONS



The data shown in light green are estimated by UNSD. For further information, please refer to the [UNSD explanatory note](#).

The data in orange represents mirror figures based on partner data.

Source: ITC (Trade Map)



Market Entry & Opportunities in Germany for Egypt

1. In Egypt (Export Preparation):

- Comply with **17 domestic mandatory requirements** (safety, quality, labeling).

2. In Germany:

- **Product requirements:** 9 standards (labeling, food safety, quality).
- **Market conditions:** 6 aspects (packaging, trends, consumer behavior).
- **Pre-shipment & inspection:** 19 steps (documentation, inspections, certifications).

3. Digital & E-commerce

- **100% adult digital payment coverage** in Germany.
- **Tariff-free e-commerce threshold:** EUR 150.
- **Online channels:** more than 10 marketplaces, 19 payment solutions → direct access to consumers.

4. Partnering & Trade Support

- **Business directories:** 61 companies
- **Trade finance providers:** 14
- **Trade promotion organizations:** 6
- **Freight forwarders:** 443

While this presentation highlights key market insights and opportunities, a detailed analysis of regulations, procedures, digital channels, and potential partners is provided in the full report.



United Kingdom Market HS 071220

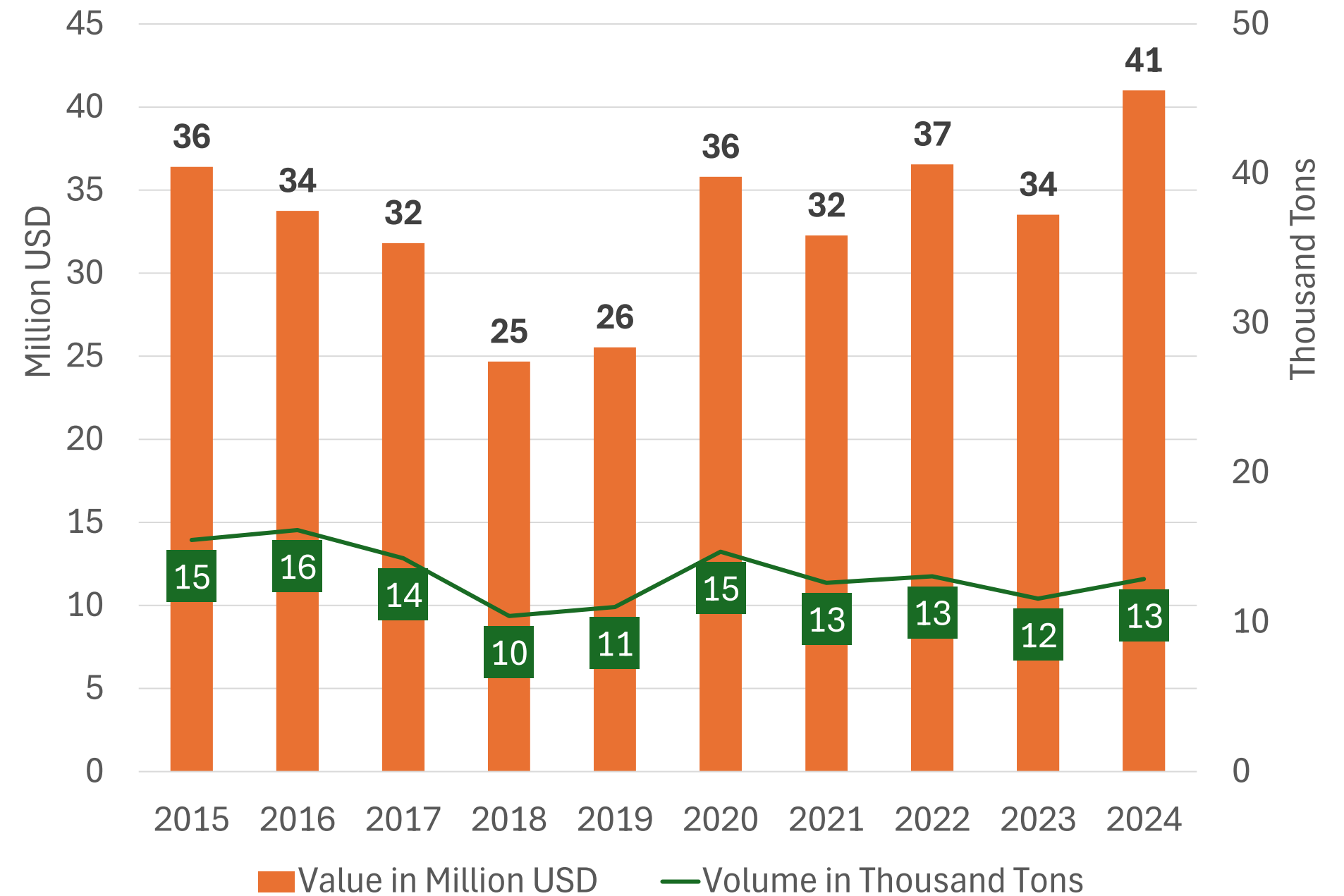
Overview of UK's Import Performance in 2024 (Trade Map)

- UK's imports represent 7%.
- Its ranking in world imports is 2nd.
- Total Imports: USD 41 million
- Import Quantity: 13 thousands tons
- Unit Value(USD/unit): 3,185

Annual Growth Analysis

- Annual Growth Value (2020-2024): 3%
- Annual Growth Quantity (2020-2024): -3%
- Annual Growth Value (2023-2024): 22%

UK Dried Onions Imports (2015-2024)



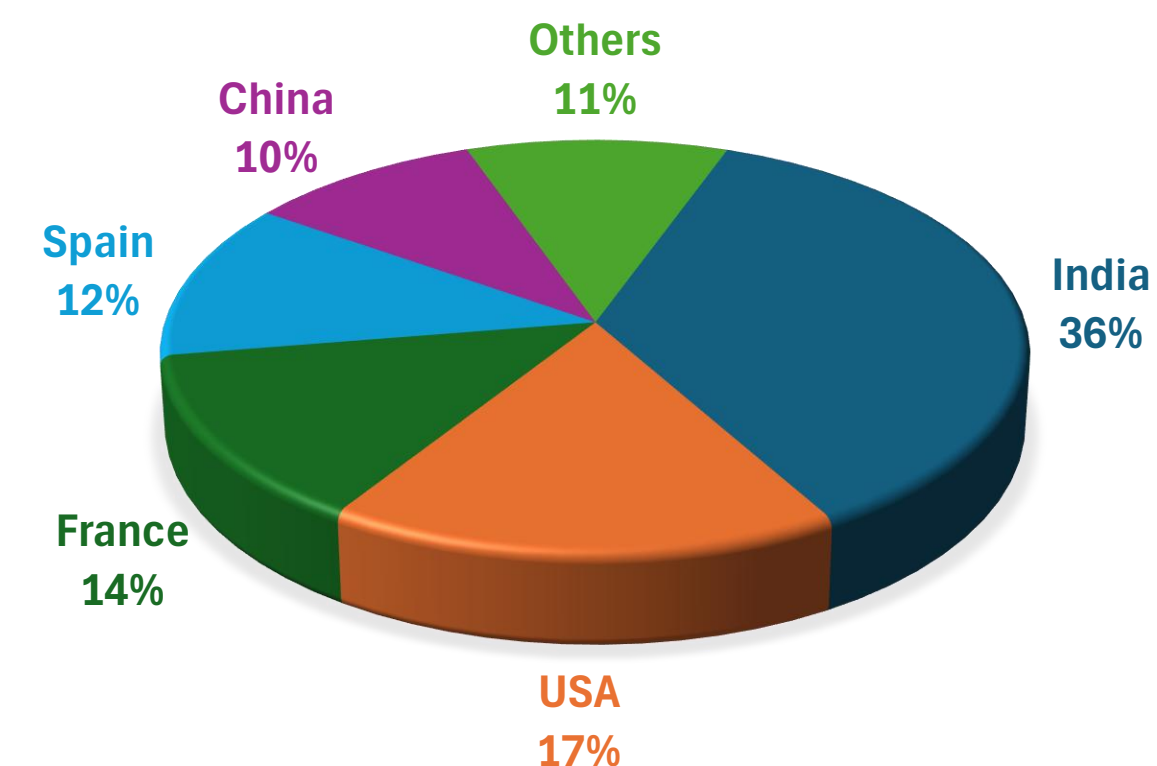


United Kingdom Market **HS 071220**

Top Exporters to UK by Share in Imports: Import Value, Volume, and Unit Value in 2024 based on available data

Rank	Country	Import Value in Million USD	Trade balance in 2024 (USD thousand)	Import Quantity in Ton	Share in UK's Imports	Annual Growth (Value, 2020-2024)%	Annual Growth (Quantity, 2020-2024)%	Annual Growth (Value, 2023-2024)%	Unit value (USD/unit)	Average tariff (estimated)
1.	India	15	(14,864)	6,210	36%	7%	5%	27%	2,395	9.3%
2.	USA	7	(7,132)	1,403	17%	5%	-6%	27%	5,083	12.8%
3.	France	6	(4,976)	1,211	13%	-9%	-19%	48%	4,549	0.0%
4.	Spain	5	(5,051)	1,338	12%	11%	3%	13%	3,781	0.0%
5.	China	4	(4,029)	1,436	10%	14%	11%	-10%	2,833	12.8%
6.	Egypt	3	(2,885)	803	7%	7%	-1%	10%	3,593 ITC 3,392 GOEIC	0.0%
7.	Ireland	0.396	470	181	1.0%	31%	35%	256%	2,188	0.0%
8.	Pakistan	0.380	(380)	147	0.9%	119%	135%	143%	2,585	0.0%
9.	Poland	0.334	(4)	41	0.8%	-26%	-62%	27%	8,146	0.0%
10.	Netherlands	0.175	37	63	0.4%	-36%	-41%	85%	2,778	0.0%

TOP EXPORTERS TO UK BY SHARE IN IMPORTS



Source: ITC (Trade Map)



Canadian Market HS 071220

Mirror data

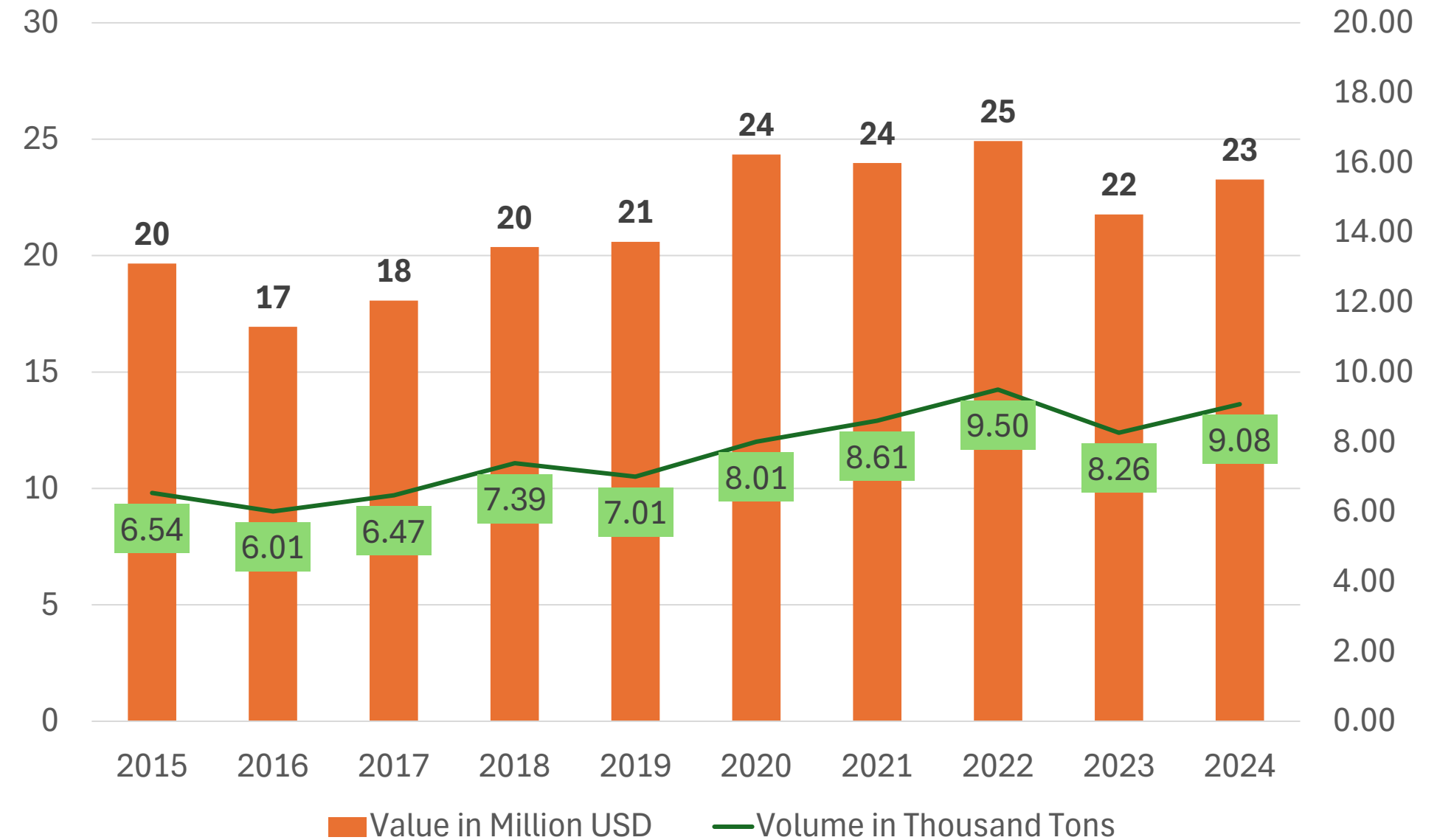
Overview of Canada's Import Performance in 2024 (Trade Map)

- Canada's imports represent 4%.
- Its ranking in world imports is 7th.
- Total Imports: USD 23 million
- Import Quantity: 9 thousands tons
- Unit Value(USD/unit): 3,970

Annual Growth Analysis

- Annual Growth Value (2020-2024): 4%
- Annual Growth Quantity (2020-2024): 1%
- Annual Growth Value (2023-2024): 6%

Canada Dried Onions Imports (2015-2024)





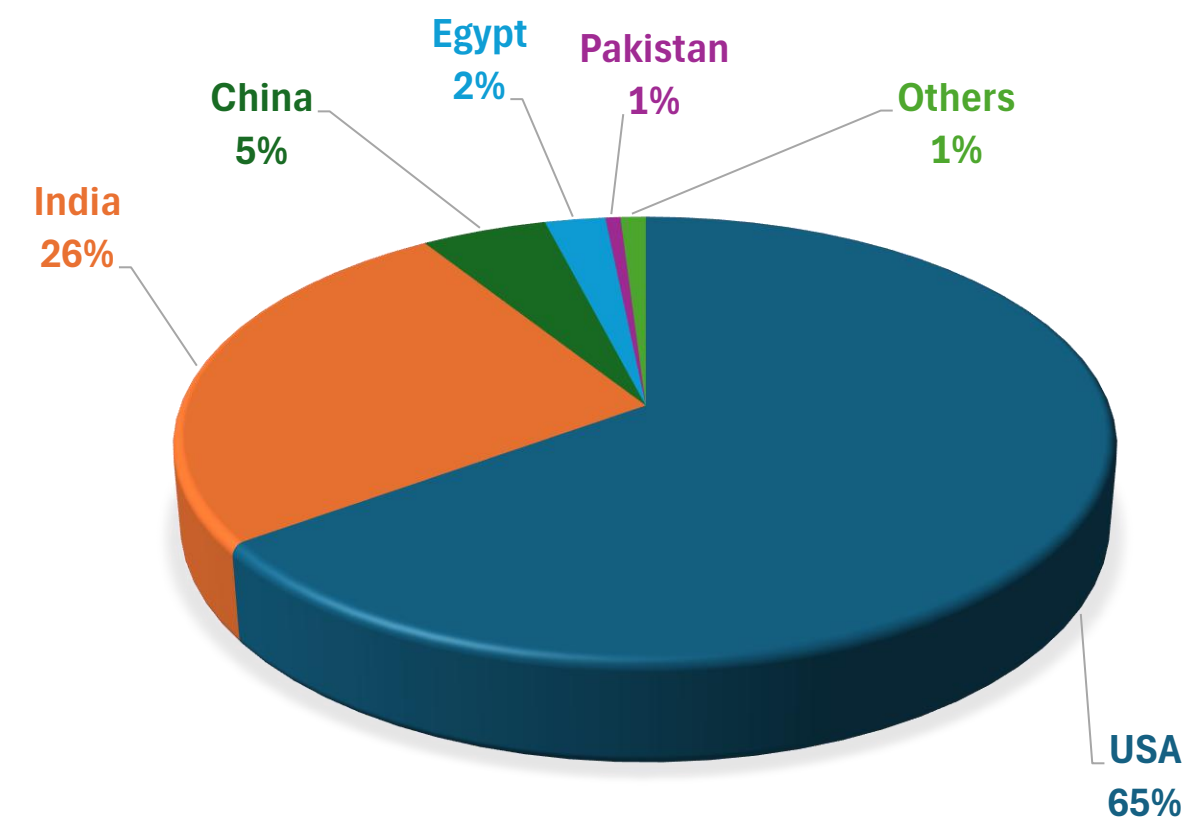
Canadian Market HS 071220

Mirror data

Top Exporters to Canada by Share in Imports: Import Value, Volume, and Unit Value in 2024 based on available data

Rank	Country	Import Value in Million USD	Trade balance in 2024 (USD thousand)	Import Quantity in Ton	Share in Canada's Imports	Annual Growth (Value, 2020-2024)%	Annual Growth (Quantity, 2020-2024)%	Annual Growth (Value, 2023-2024)%	Unit value (USD/unit)
1.	USA	15	(14,486)	5689	65%	-5%	0%	0%	2,655
2.	India	6	(6,033)	2726	26%	11%	10%	35%	2,213
3.	China	1.2	(1,162)	410	5%	-2%	-1%	10%	2,834
4.	Egypt	0.550	(550)	162	2%	5%	-1%	-19%	3,395
5.	Pakistan	0.145	(145)	45	1%	178%	159%	167%	3,222

TOP EXPORTERS TO CANADA BY SHARE IN IMPORTS



Conclusion

- Global demand for **Dried Onions** remains strong, with global imports reaching **USD 610 million and approximately 227 thousand tons**, with values growing at **7% annually** and volumes at **3%** between 2020–2024. Import values rose **21% year-on-year**, with an average unit value of **USD 2,672 per ton**, reflecting steady and resilient global demand and strong opportunities for exporters.
- **Egypt's exports** of dried onions reached **USD 69 million in 2025**, representing a **5% increase compared to USD 66 million in 2024**, according to **GOEIC data**.
- Egypt ranked **3rd globally in 2024**, accounting for **12% of global exports** of this product category, based on **ITC Trade Map data**.
- Key importing markets include the **Germany (12%), United Kingdom (7%), Japan (7%), Indonesia (5%), Brazil (5%), USA (4%), Canada (4%), Netherlands (4%), Belgium (3%), and Poland (3%)**, collectively representing **53% of global imports**.
- Key exporting markets exports, led by **India (39%), USA (13%), Egypt (11%), China (8%), and Germany (5%)**, which together account for **76% of global exports**.
- **Recommended Markets:** Prioritize the **EU (\$30 million unrealized export potential)**—particularly **Germany and the Netherlands**—alongside the **UK (\$8 million gap)** as a high-potential non-EU market, with additional opportunities in **North America (e.g., Canada)** and the Middle East driven by strong unmet demand and expansion potential.
- Overall, **growing global demand, rising prices, and identifiable market opportunities** suggest strong potential for Egypt to further expand its presence in the global dried onions market.

General Organization for Export and Import Control (GOEIC)

ITC (International Trade Centre) - Trade Map

Market Access Map

Export Potential Map

FAO



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