TOMATO NEWS ON LINE CONFERENCE

Roundtable:

The global tomato processing industry in 2024 and Outlook for 2025

IBERIA

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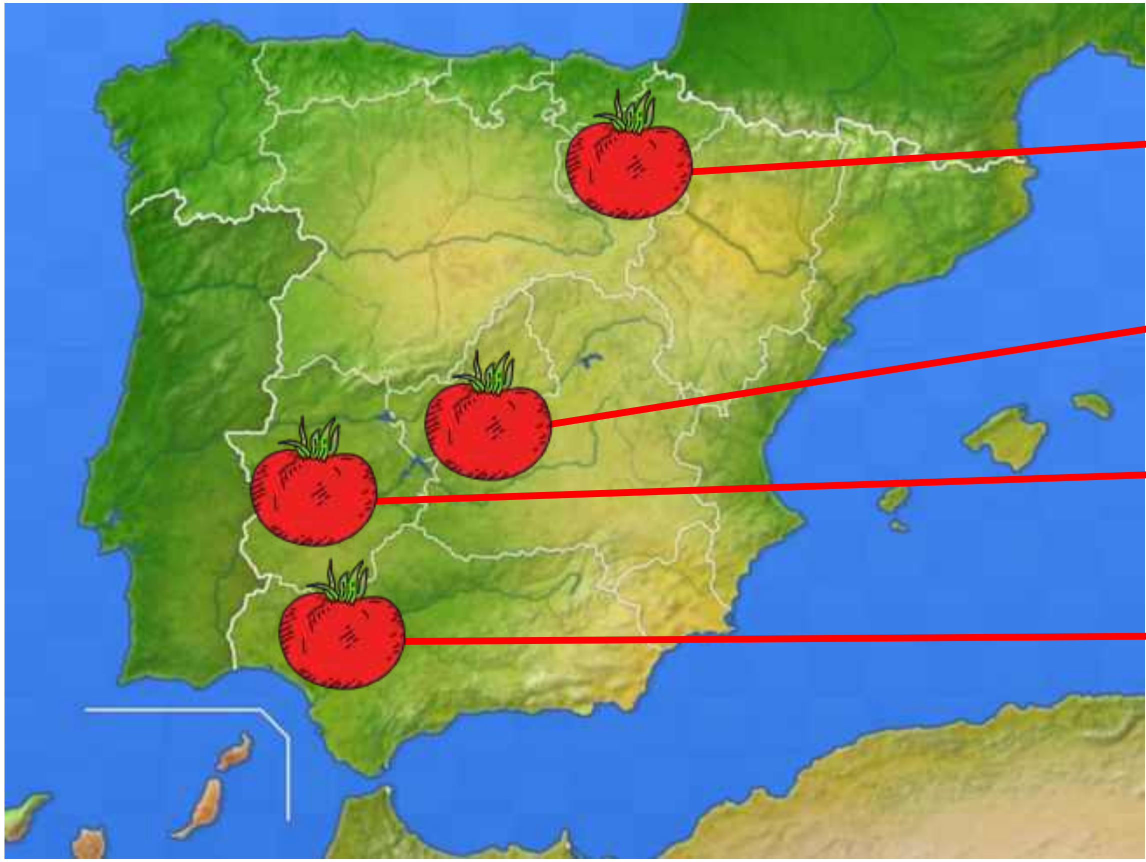
4th December 2024

TOMATO PROCESSING SPAIN 2024



VALLE DEL EBRO
- 220.000 mt (7%)

OTHER SPAIN
- 100.000 mt (3%)

EXTREMADURA
- 2.372.000mt (70%)

ANDALUCIA
- 390.000 mt (20%)

SPAIN 2024:
3.082.000 mt

SPAIN CROP 2024 HIGLIGHTS

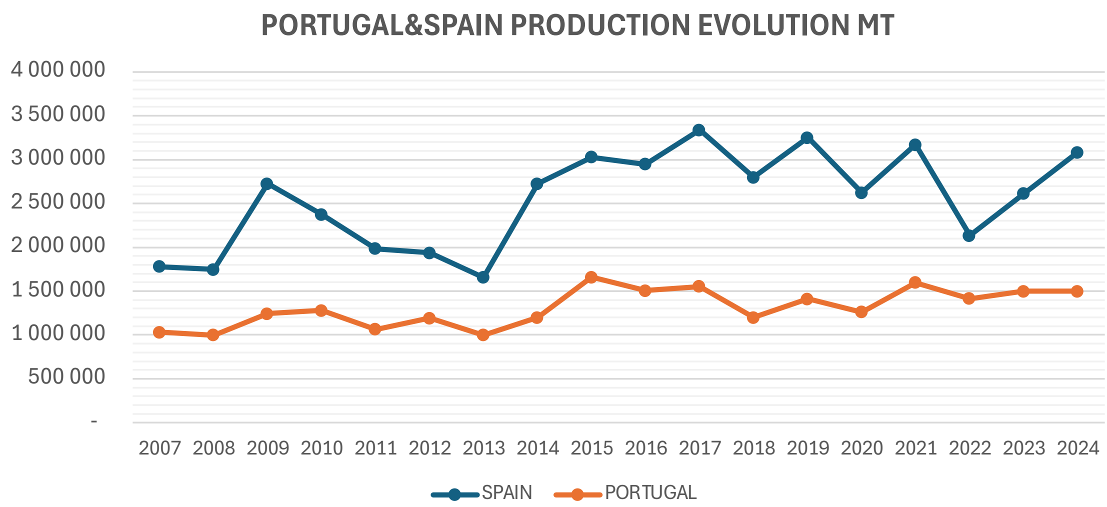
- Water normality with the exception of Andalucia.
- Rains in late March delayed transplant. Spring and early summer cooler than normal. 2nd half of July high temperatures. Some problems of red mites in Vegas Bajas-Extremadura
- Late start of the crop. Peak in late August with high pressure on factories.
- Very good weather in September with mild temperatures and no rains.
- Highest yield ever in Extremadura 97 mt/ha. Average total Spain 94,5 mt/ha.
- Overall good quality with better brix and colour in September vs August.

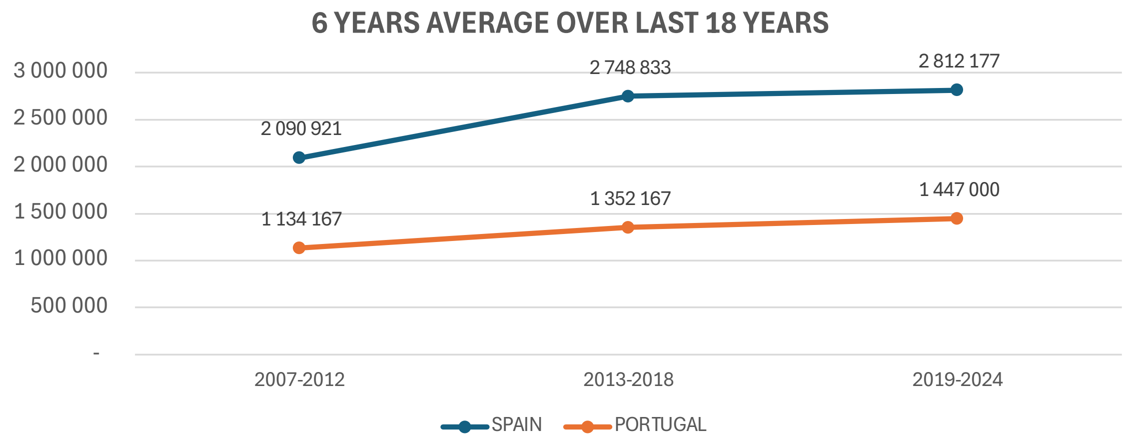
TOMATO PROCESSING PORTUGAL 2024

PORTUGAL 2024:
1.500.000 mt

- Late start of transplant due to rains in late march.
- The tomato harvest proceeded without interruptions and with the fields free from fungi, due to the absence of precipitation.
- The tomato was of good quality, with acceptable levels of Brix and color
- In phytosanitary terms, the hot and dry weather favored the emergence of pests such as spider mites and Tuta Absoluta.
- Productivity has been less 4%; 93mt/ha vs 97mt/ha last crop

IBERIAN PENINSULA PRODUCTION EVOLUTION

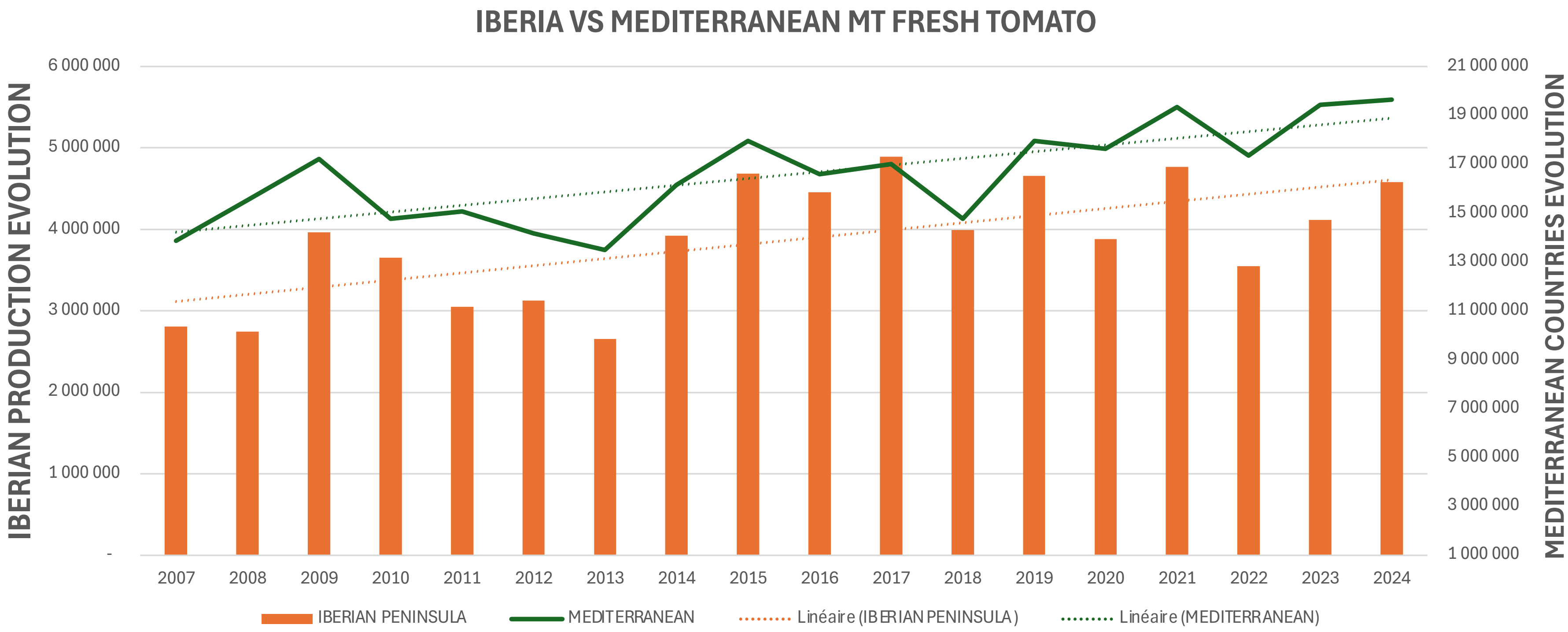




COMPARING LAST 3 PERIODS OF 6 YEARS EACH:

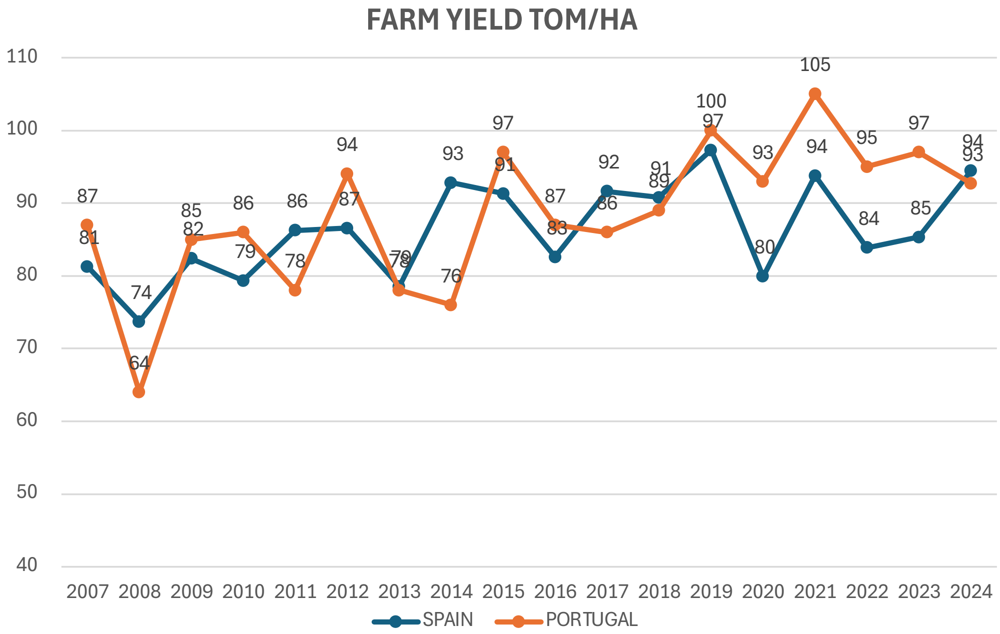
- Spain increased 35% production.
- Portugal increased 27% production.
- Amitom increased 23% production.
- Big increase in both cases 2013-2018.
- Since then, small mobile average increase.

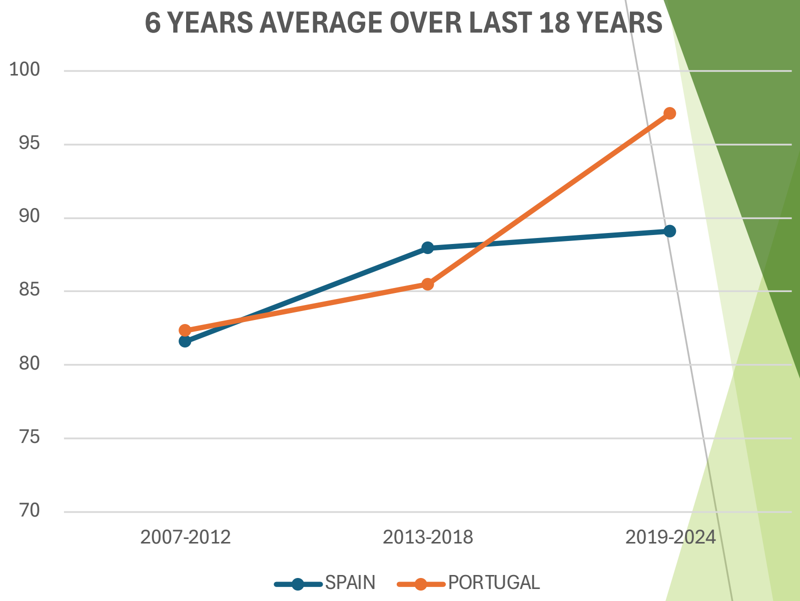
IBERIA VS MEDITERRANEAN COUNTRIES



- Iberia production increased by 32% in the last 18 years comparing last 6 years avg period
- Mediterranean countries production increased by 23% in the last 18 years.
- World production increased by 10% in the last 18 years.

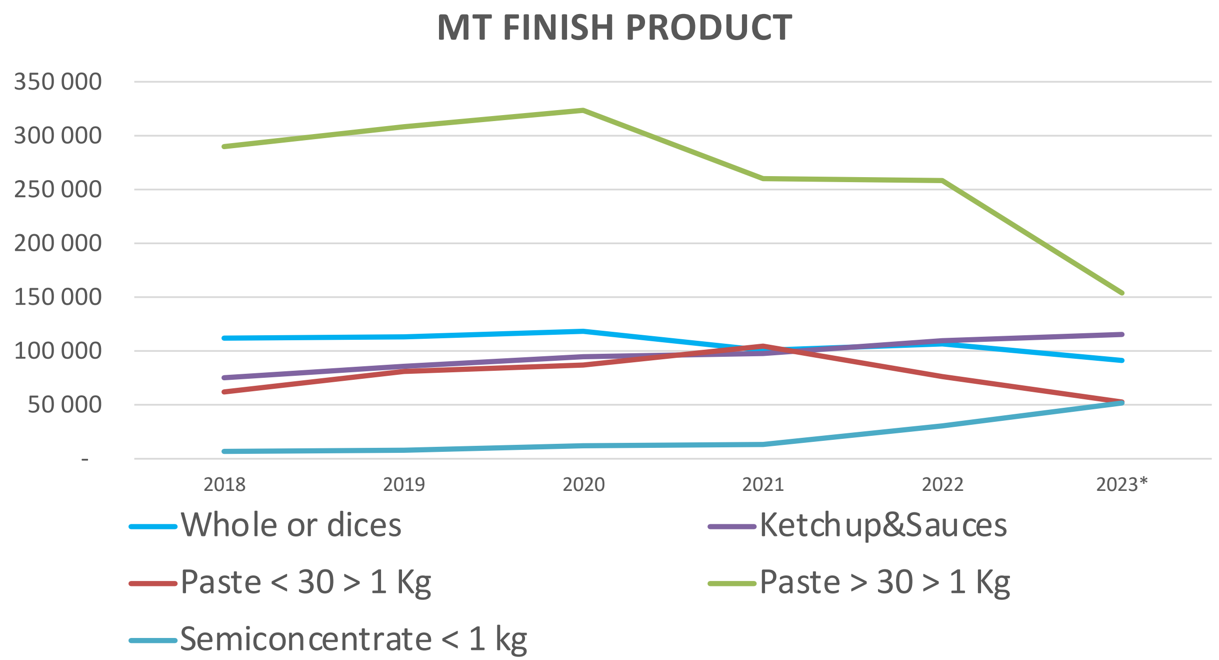
FARM YIELD EVOLUTION IBERIAN PENINSULA





- FARM YIELD HAS INCREASED IN BOTH CASES IN LAST 18 YEARS.
- IN PORTUGAL MORE INCREASE IN THE LAST 6 YEARS.
- LACK OF WATER HAS SLOWED DOWN SPAIN GROWTH.

SPANISH TRADE



- Exports represents 78% of Spanish production.
- Paste >30% dry matter main exported product 61,2% of the processed tomatoes.
- Decrease in paste export driven by lower production in crops 22 and 23.
- Increases in Ketchup&Sauces and Semiconcentrate <1 kg.

20021010 Whole peeled tomatoes or in pieces.

- 79% Intra EU 27
- 21% Extra EU 27

Main countries EU

- 46% France
- 19% UK
- 12% Germany

20029031 tomatoes dry matter >12 < 30 > 1 KG

- 69% Intra EU 27
- 31% Extra EU 27

Main countries EU

- 34% UK
- 24% Germany
- 22% France

20029091 tomatoes dry matter > 30 > 1 KG.

- 73% Intra EU 27
- 27% Extra EU 27

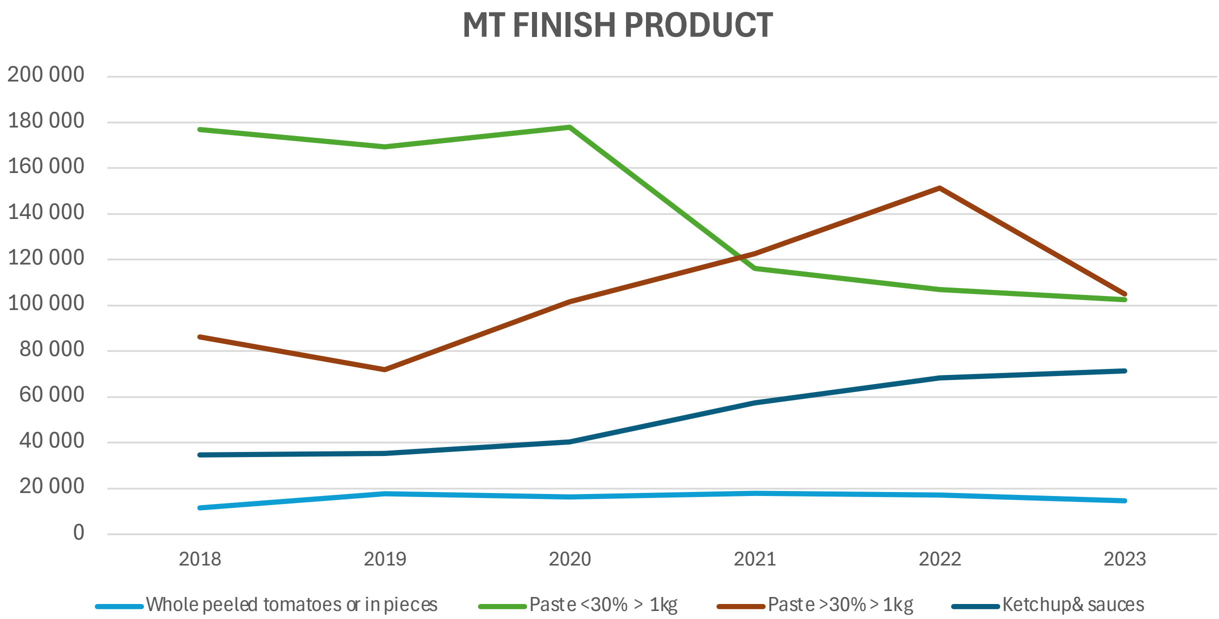
Main countries EU

- 29% Netherlands.
- 21% UK
- 20% Germany

Main country Extra

- 24% Japan

PORTUGUESE TRADE



- Exports represents 93% of Portuguese production.
- Paste >30% dry matter main exported product
  55% of the processed tomatoes.
- Decrease in semiconcentrate and increase in concentrate products.
- Increase in Ketchup&Sauces .

<u>20021010 Whole peeled tomatoes or in pieces.</u>

- 73% Intra EU 27
- 27% Extra EU 27

Main countries EU

- 54% Spain
- 27% UK
- 23% Germany

<u>20029031 tomatoes dry matter >12 < 30 > 1 KG</u>

- 61% Intra EU 27
- 39% Extra EU 27

Main countries EU

- 34% Germany
- 20% UK
- 14% Spain
- JAPAN: 55% of Extra and 1st destination

<u>20029091 tomatoes dry matter > 30 > 1 KG.</u>

- 59% Intra EU 27
- 41% Extra EU 27

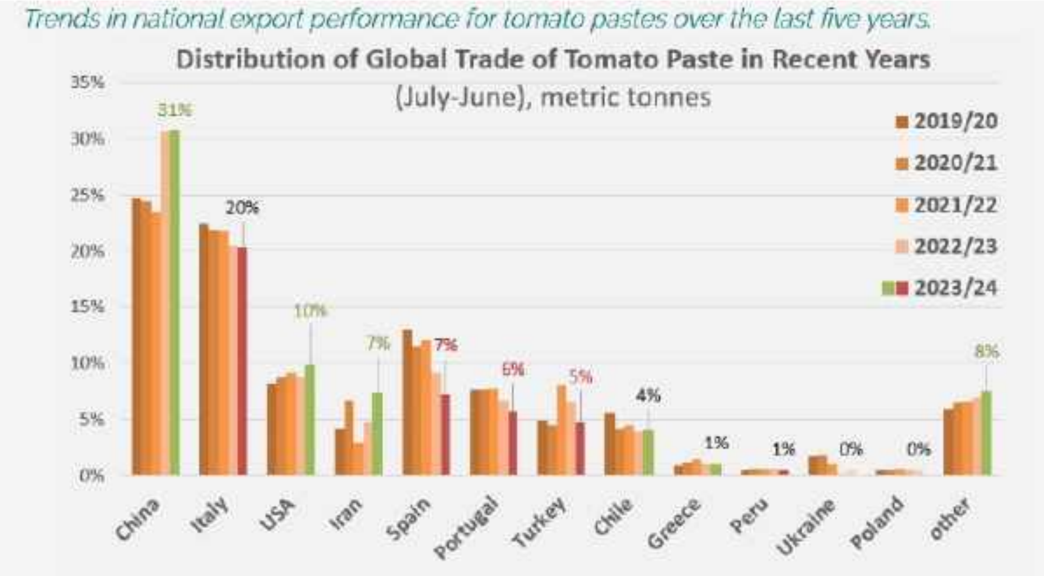
Main countries EU

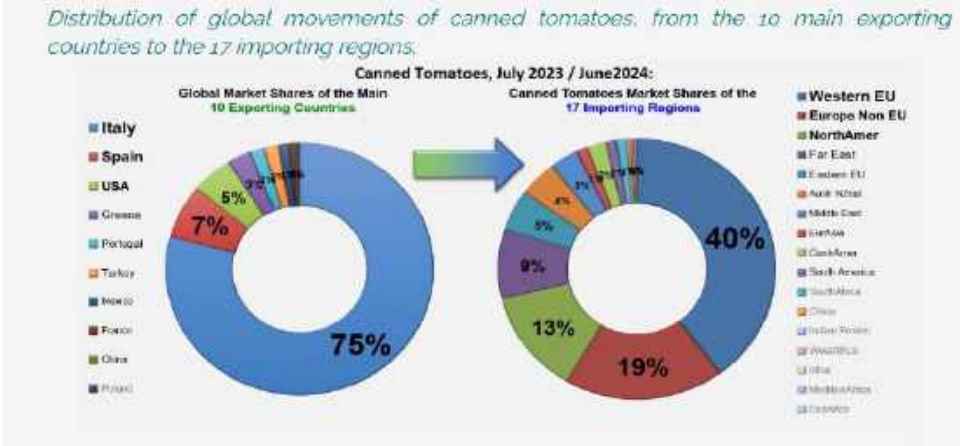
- 35% UK
- 25% Spain
- 18% Italy

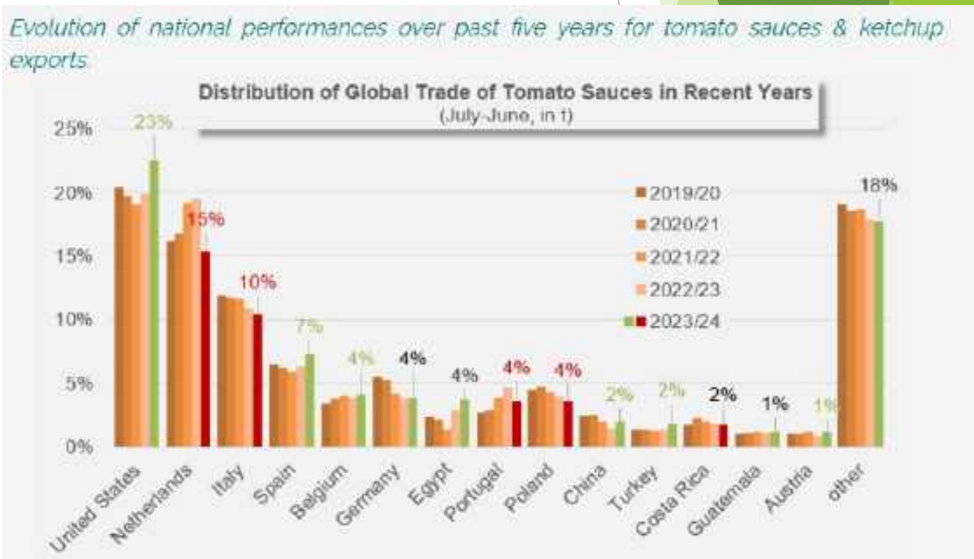
Main country Extra

- 25% Japan

IBERIAN PENINSULA TRADE







- 13% of world paste trade. Third main region after China (31%) and Italy (20%).
- 11% of sauces&ketchup trade. Third main region after USA (23%) and Netherlands (15%).
- 9% of canned products trade. Second main region after Italy (75%)

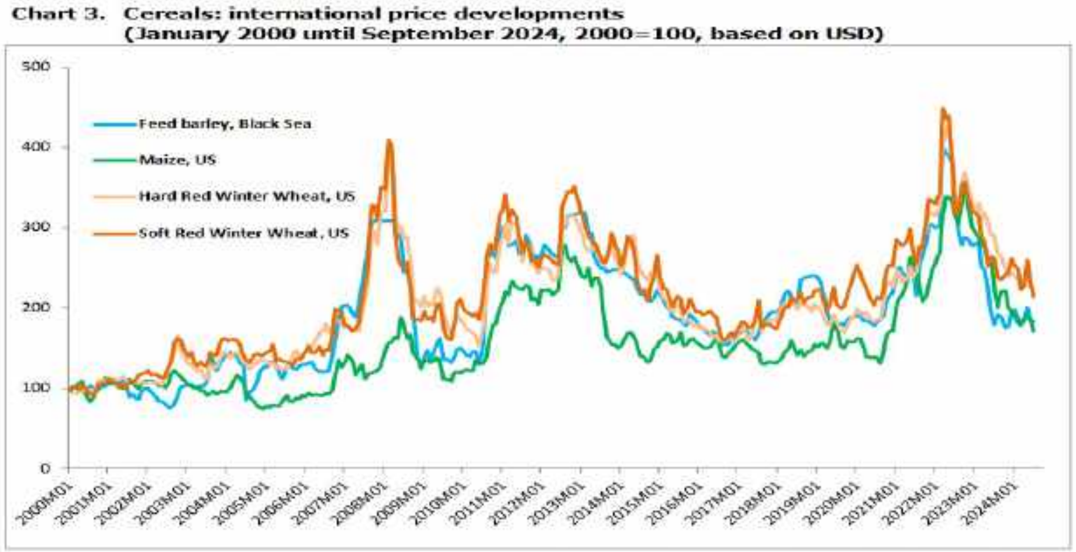
IBERIAN PENINSULA HIGHLIGTHS

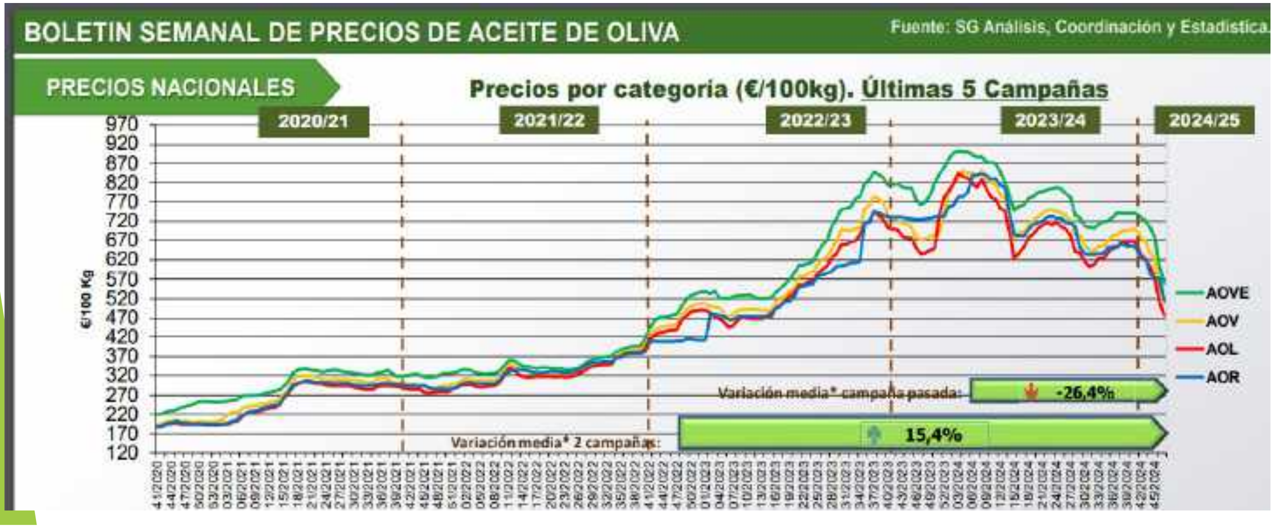
- CROP 2024 PRODUCTION 4.582.000 MT
- 41% production in Europe
- 23% production Mediterranean area
- 10% production Worldwide
- 2nd producer in Mediterranean area
- 4th producer area in World.
- Exports:
  - 82% of its production is exported.
  - 13% of paste world trade, 3rd position after China (31%) and Italy(20%).
  - 11% of sauces world trade, 3rd position after USA(23%) and Netherlands (18%).
  - 9% of canned world trade, 2nd position after Italy (75%)
- 50 factories. 9 Portugal +41 Spain (12 represents 82%).
- 47.900 Ha.
- 1.800 Farmers

CROP 25 PERSPECTIVES

- Alternative crops.
- Water availability.
- Farming cost.
- Industry cost.
- Fresh tomato price/market

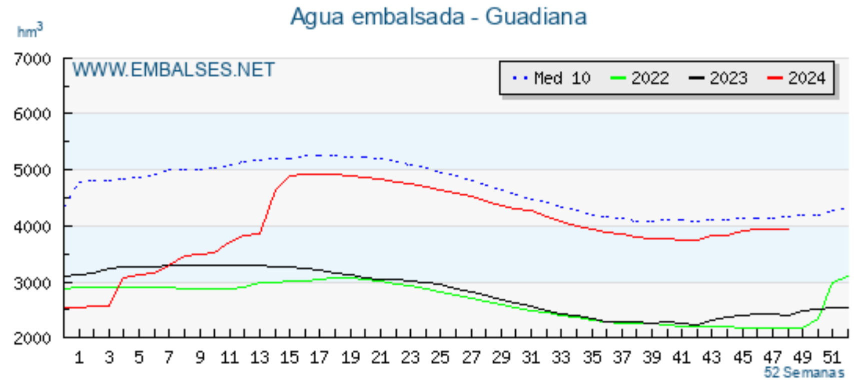
ALTERNATIVE CROPS

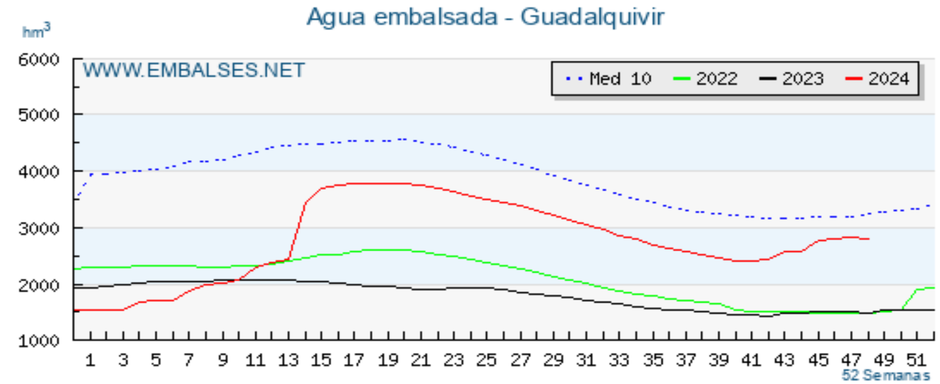


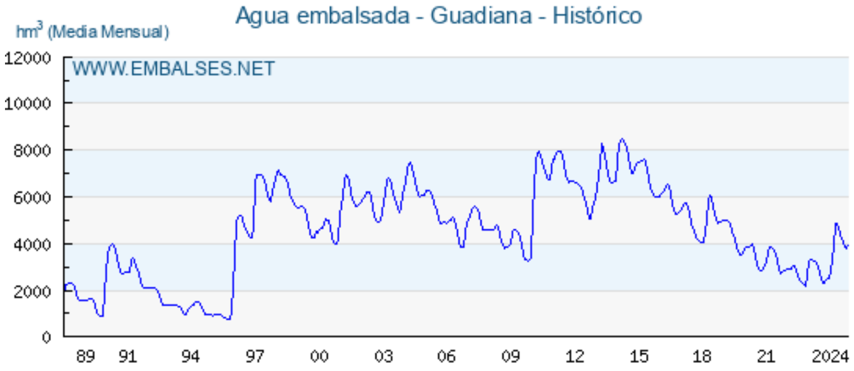


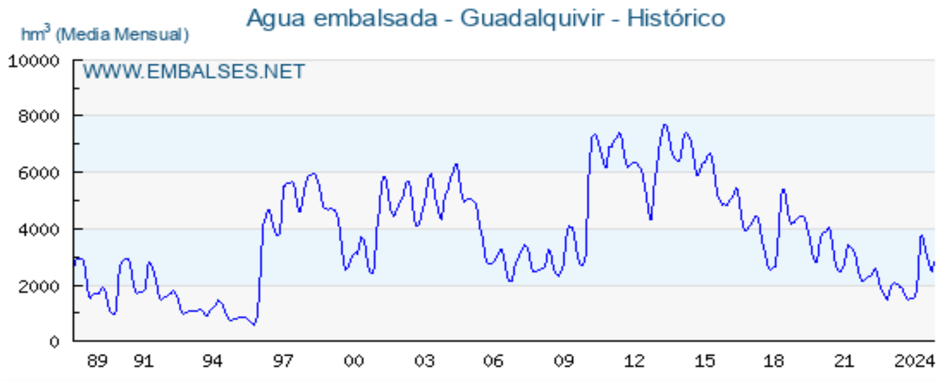
- Yearly crops very low prices.
- Only interesting crop is Intensive Olive trees

WATER AVAILABILITY





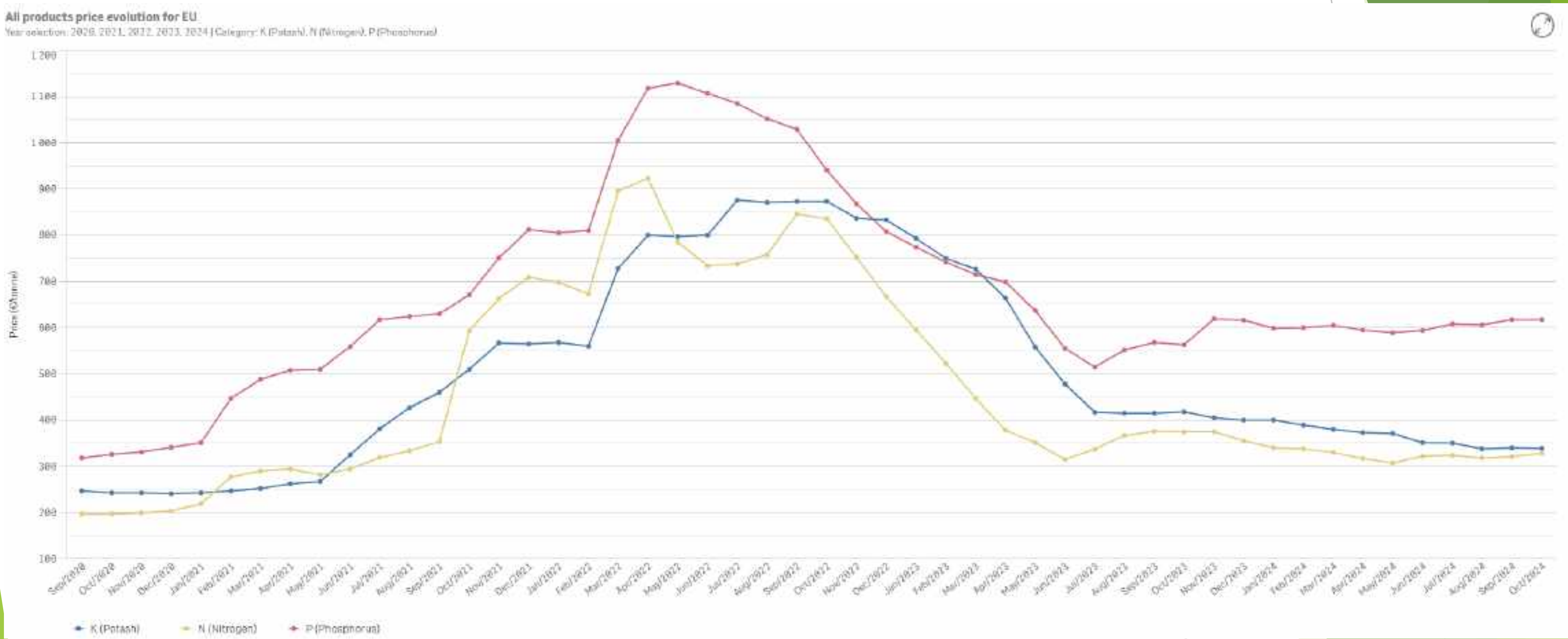




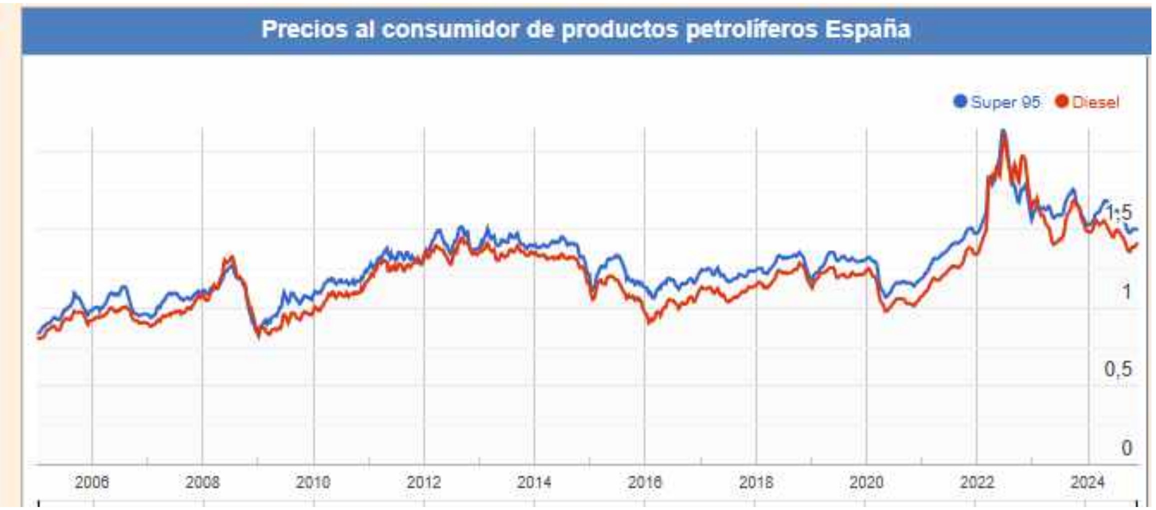
- No problem in Extremadura.
- Better situation in Andalucia than last year, but still need good rains.
- No problem in Portugal.
- Water is not going to be a limitation.

FARMING COST

FERTILIZERS PRICE EVOLUTION



FARMING COST



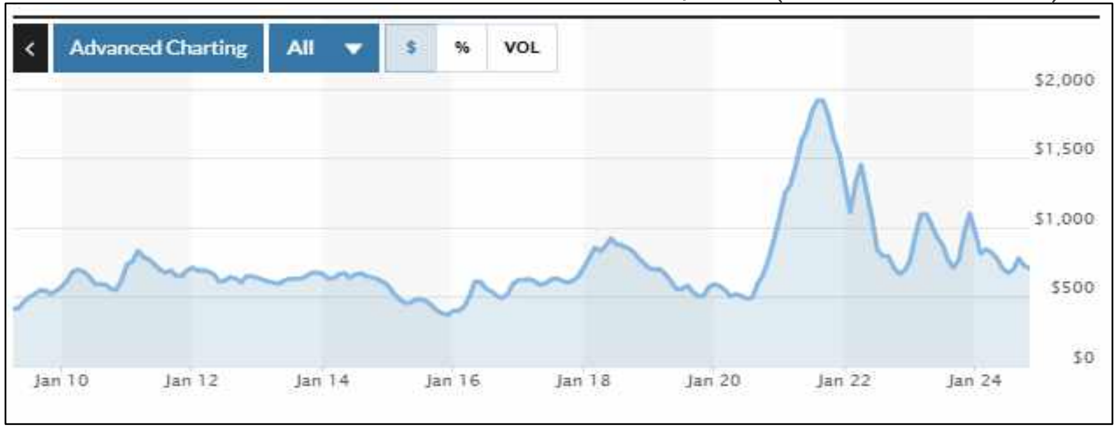
LABOUR:

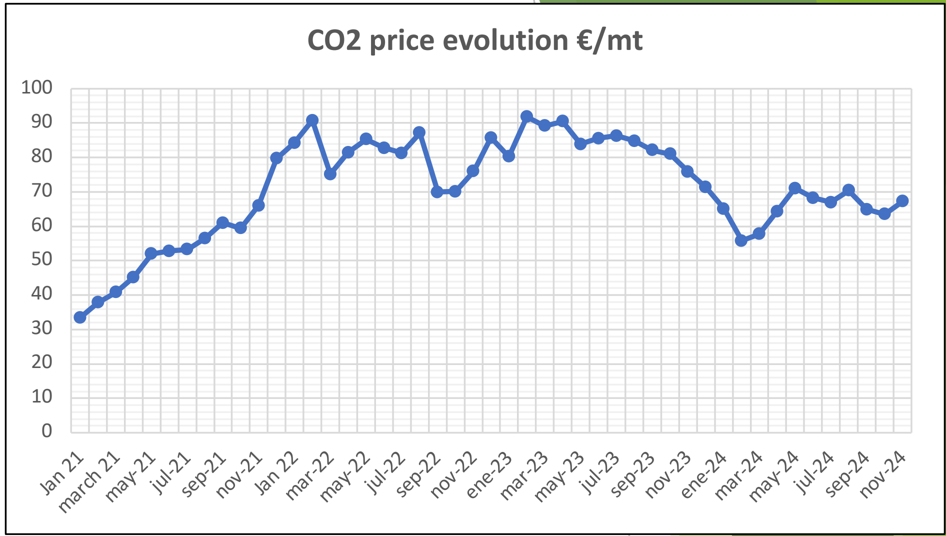
- Spain minimum wage salary increase 19% since 2020.

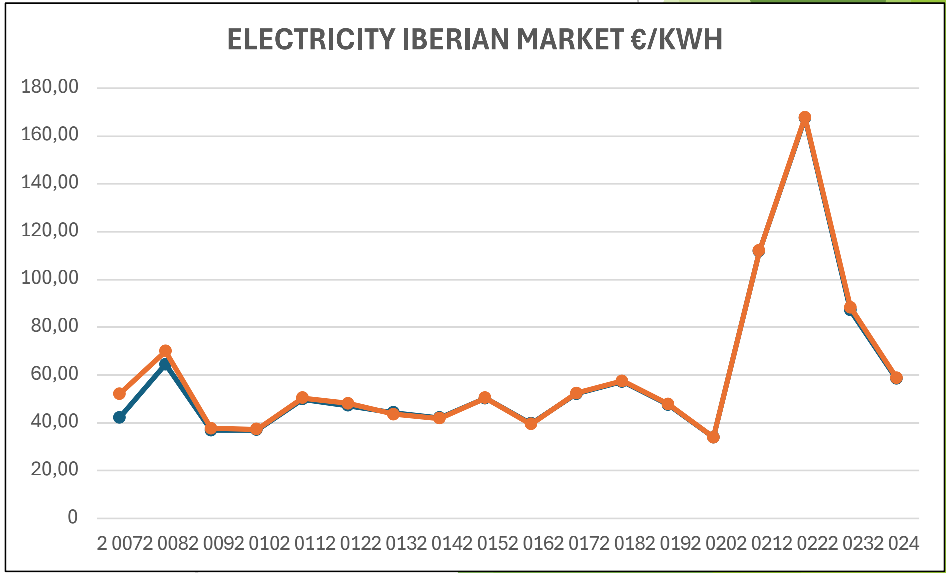
- Portugal minimum wage salary increase by 29% since 2020

INDUSTRIAL COST

Hot Rolled Steel Coil Price Evoution $/MT (Steel for drums)







FRESH TOMATO PRICE

CROP 25 TOMATO PERSPECTIVES

- Cost for farmers and industrial do not seems would be reduce to 2022 pre Ukraine invasion levels.
- Raw material price should be adjusted. How much?. Offer needs to be reduce but keep farmers in the sector.
- A reduction of around 30% in volume would be healthy to adjust offer and demand.
- Spain: Plastic tax and new regulation on placing packaging and containers in the market.
- Increase of non permanent crop in Spain. In Extremadura since 2012 +64.200 Ha in irrigated lands
- Unfair competition from non EU countries.
- Metribuzin removal.
- CO_2 emissions reduction.