



TIMBERCORP
AGRIBUSINESS
INVESTMENT MANAGERS

TIMBERCORP MANGOES

FACT SHEET 2006

THE POPULARITY OF MANGOES

The mango is the second largest tropical fruit crop in the world, second only to bananas. This fruit, which is typically eaten fresh, can also be used for a variety of purposes that include canned fruit, juices, jellies, dehydrating and pulps that may be used in iced confectionery and yoghurts. Mangoes are even used in their un-ripened form for pickles and chutney.

THE GLOBAL MARKET FOR MANGOES

World production of mangoes has increased over the last decade by 37% to 25.6 million tones annually, however most of the world's supply of mangoes is consumed in the country of origin. In 2002 only 2.6% of world production was traded on the export market.

For example India, the native country of the mango, accounts for over 40% of world production, most of which is consumed domestically with only 0.4% being exported.

The only major exporters are Mexico and Brazil who supply predominantly the US and EU markets. This presents significant opportunities for the Australian market to export into Asia and Europe.

THE AUSTRALIAN MANGO INDUSTRY

Although the Australian mango industry is relatively insignificant on a world scale, (representing only 0.1% of world production) the consistent growth this industry has enjoyed over the past 10 years has resulted in mangoes becoming one of Australia's major horticulture crops.

Due to its recent growth, the industry introduced a levy for research and development for marketing and promotional campaigns and the development of further export markets.

Australia is an exporter of mangoes with 18% of Australian production being exported to countries such as New Zealand, Hong Kong, China, Singapore, the Middle East, Japan, Canada and the EU.

The current method of exporting mangoes is air freight, however the cost on a large scale is substantial and is currently impeding the development of future export markets. Recent developments have been made in sea freight which is a far more cost effective method of exporting the fruit. Recent studies by the Northern Territory Government have showed that current varieties such as the softer flesh Kensington Pride, did not travel well and in turn were not well received by consumers. The future of these export markets will depend on the increase of production of new varieties of mango, in particular the Calypso™ which apart from its good eating quality, has excellent shelf life.



FACT SHEET

estic prices