

Required Report: Required - Public Distribution

Date: November 07, 2023

Report Number: IN2023-0074

Report Name: Fresh Deciduous Fruit Annual - 2023

Country: India

Post: New Delhi

Report Category: Fresh Deciduous Fruit

Prepared By: Radha Mani, Agricultural Specialist and Mariano J. Beillard, Senior Regional Agricultural Attaché

Approved By: Mariano Beillard, Senior Regional Agricultural Attaché

Report Highlights:

FAS New Delhi forecasts India's market year (MY) 2023/2024 (July-June) domestic apple and pear production at 2.41 million metric tons (MMT) and 312,500 metric tons (MT), in anticipation of favorable weather conditions in Jammu and Kashmir and Himachal Pradesh. MY 2022/2023 witnessed severe weather, flash floods, and landslides that jolted Himachal Pradesh's apple orchards. Jammu and Kashmir experienced similar production disruptions. MY 2023/2024 apple and pear imports are forecast at 410,000 MT and 35,500 MT. Imported apples enjoy a separate market compared to domestic produce due to better shelf life, fruit quality, and a premium price. With India's lifting of its retaliatory tariff on U.S. origin apples, Post anticipates Washington State apples to rebuild its Indian export market share. MY 2023/2024 grape production is expected to increase over three percent to 2.95 MMT. Favorable weather conditions, with sufficient rainfall, will favor the Indian grape growing season.

COMMODITIES

APPLES, FRESH

Table 1: India, Commodity, Apples, Fresh, Production, Supply and Distribution (PSD)

Apples, Fresh	2021/2022		2022/2023		2023/2024	
Market Begin Year	Jul 2021		Jul 2022		Jul 2023	
India	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Planted (HA)	326000	326000	326000	326000	0	326000
Area Harvested (HA)	278000	278000	278000	278000	0	278000
Bearing Trees (1000 Trees)	80000	80000	80000	80000	0	80000
Non-Bearing Trees (1000 Trees)	13000	13000	12000	12000	0	11550
Total Trees (1000 Trees)	93000	93000	92000	92000	0	91550
Commercial Production (MT)	2300000	2300000	2350000	2400000	0	2410000
Non-Comm. Production (MT)	0	0	0	0	0	0
Production (MT)	2300000	2300000	2350000	2400000	0	2410000
Imports (MT)	447900	447940	385000	359970	0	410000
Total Supply (MT)	2747900	2747940	2735000	2759970	0	2820000
Domestic Consumption (MT)	2577300	2577300	2550000	2550000	0	2630000
Exports (MT)	32100	32100	50000	52980	0	54000
Withdrawal From Market (MT)	138500	138540	135000	156990	0	136000
Total Distribution (MT)	2747900	2747940	2735000	2759970	0	2820000

Data Source: FAS New Delhi historical data series; forecast for 2022/2023, estimates for 2021/2022, and 2020/2021.

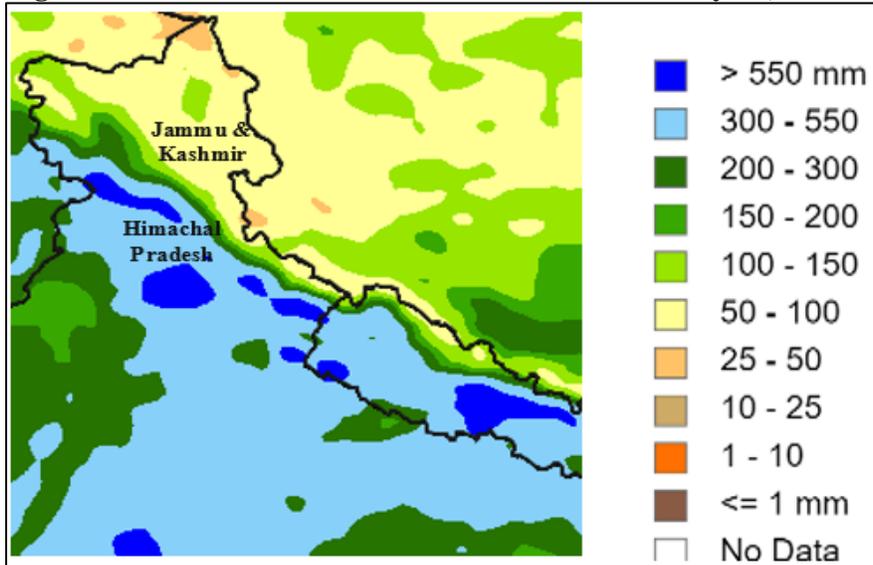
PRODUCTION

FAS New Delhi (Post) forecasts India's market year (MY) 2023/2024 (July-June) apple production coming in at 2.41 million metric tons (MMT), about 10,000 metric tons (MT) higher than its MY 2022/2023 estimate of 2.4 MMT and 60,000 (MT) above the U.S. Department of Agriculture (USDA) official MY 2022/2023 estimate of 2.35 MMT. Post foresees an increase in production anticipating improved favorable weather conditions in the outyear.

In MY 2022/2023, unanticipated severe weather conditions (Figure 1 and 2) along with major road disruptions (i.e., widespread landslides) in the Indian state of Himachal Pradesh (July-August); fungal disease (i.e., apple scab) outbreaks across apple orchards (causing flowered buds to drop), and unseasonal cold weather coupled with rains, snow, and hailstorms during the crucial months of August and September in Jammu and Kashmir (union territory), slashed production in the country's top two apple-growing areas.¹ Adverse weather conditions affected fruit size, color, and overall fruit quality.

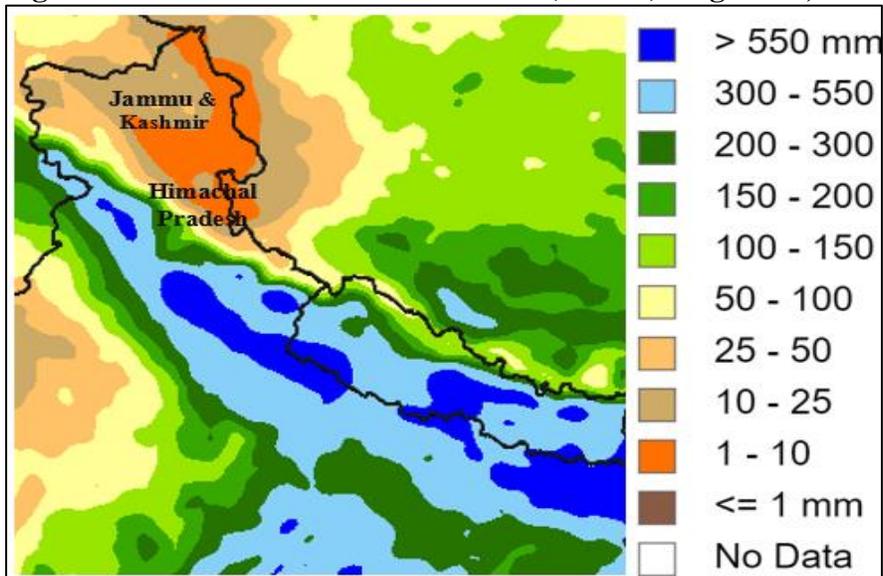
¹A union territory is an administrative division of the Republic of India. Unlike the Indian states, which count with their own sub-state governments, union territories are federal territories governed, in part or in whole, by the Union Government of India. India counts with eight union territories and 28 states. Union territories are administered by the President of India through an appointed Administrator. India's national population currently surpasses 1.399 billion (Central Intelligence Agency, 2023 estimate).

Figure 1. Total Rainfall 10km USAF 7x (Month) July 31, 2023



Source: USDA Global Agricultural and Disaster Assessment System ([GADAS](#)).

Figure 2. Total Rainfall 10km USAF 7x (Month) August 31, 2023



Source: USDA Global Agricultural and Disaster Assessment System ([GADAS](#)).

India's Apple Production Country: Jammu and Kashmir, India's northern union territory (bordering Pakistan and the union territory of Ladakh), is India's dominant apple producer. It accounts for approximately 70 percent of all domestic production, while the state of Himachal Pradesh, just to the south of it, represents close to 20 percent of overall production. Apple orchards in these regions largely consist of the *Red Delicious*, *Golden Delicious*, *Ambri*, *McIntosh*, *Granny Smith*, and *Rich Red* varieties. The Indian states of Uttarakhand, Arunachal Pradesh, Nagaland, and Sikkim combined bring in the other 10 percent of production.

Factors limiting value chain growth include insufficient cold chain infrastructure. This limits internal/domestic distribution to primarily to the northern India region. It also increases input costs, as well as leads to unremunerative pricing contributing to the proclivity to retain trees beyond their best commercial productivity stage.

Apple Market Intervention Scheme (MIS): Jammu and Kashmir maintains a Market Intervention Scheme (MIS) apple procurement program.² It is administered by the National Agricultural Cooperative Marketing Federation. However, this bureaucratically complex program is rarely utilized by farmers. These often forgo the program due to their ability to obtain higher-than-expected prices above the MIS rate. Some private companies, for example Devbhumi, Reliance, and Adani Agri Fresh (Farm Pik) procure directly from farmers, operating their warehouses and pricing schemes independently of government-controlled market yards.³

CONSUMPTION

FAS New Delhi forecasts India's MY 2023/2024 apple consumption at 2.63 MMT, rising in tandem with Indian consumers' growing incomes.

India's Appetite for Fresh Apples: Indian demand for fresh apples continues to grow thanks to consumers' perception of the fruit's positive health benefits. In India, apples are generally considered healthier than other fruits. Approximately 60 percent of apples are consumed fresh, while the remaining 40 percent, utilizing lower quality fruit, goes to further processing for domestic consumption in the form of sauces, juices, and food ingredient. In the imported fresh fruit category, apples are heavily consumed, with consistent, year-round sales, and demand often outpacing availability. Factors fueling apple demand include a youthful, growing population, bettering disposable incomes, improved health awareness, and year-round market availability.⁴

How and Where are Apples Distributed: Marketing of domestic produce occurs primarily through the traditional retail sector (i.e., including unorganized fruit and vegetable vendors, pushcarts, and weekly markets). At the same time, modern retail outlets are slowly increasing their market share. Domestically produced apples are mix-grade and primarily consumed in northern India urban areas due to limited cold chain infrastructure. All other Indian regions routinely confront distribution challenges for this desirable, but highly perishable domestic apples. To compensate, these regions rely on foreign apple imports throughout the year. As a result, imported apples enjoy a separate market compared to domestic produce due to better shelf life, fruit quality, and command a higher price. Ensuring quality throughout the entire apple value chain, especially in smaller cities, remains a challenge due to limited refrigerated space and high energy costs.

² See, Government of Jammu and Kashmir, Department of Horticulture, "[Market Intervention Scheme for Apples of Jammu and Kashmir](#)," **Government Order No. 77 – JK (Horti) of 2020 (11-11-2020)**.

³ See, [Tribune India](#), "Adani Agri Fresh Increases Apple Procurement Prices."

⁴ The Indian population's median age is approximately 28.7 years of age (males 28 years, females 29.5 years). The national population continues to grow at about 0.7 percent (Central Intelligence Agency, 2023 estimate).

TRADE

Imports: FAS New Delhi forecasts India's MY 2023/2024 apple imports at 410,000 MT, up by six percent from the USDA official MY 2022/2023 estimate of 385,000 MT. Post is revising its earlier MY 2022/2023 estimate to 359,970 MT and the MY 2021/2022 to 447,940 MT based on the latest available trade data.

Throughout MY 2022/2023, India's main supplier of apples has been Turkey. It commands a whopping 32 percent market share. Iran (22 percent) and Italy (11 percent) are also strong players. Both trail Turkey in the second and third place. Turkey, Iran, and Italy, along with Chile and South Africa have increased their market share of the Indian imported apple marketplace at the expense of U.S.-origin apples shipments, which have faced Indian retaliatory tariffs since 2019.

Table 2. India: Apples, Fresh, Imports, MY 2020/2021-2022/2023 (MT)

Country	2020/2021	2021/2022	2022/2023	Change %
World	376728	447938	359968	-20
Turkey	62068	114486	114027	<1
Iran	73303	102014	78771	-23
Italy	41969	60484	38796	36
Poland	4492	17076	32084	88
Chile	44253	35926	21225	-41
South Africa	8365	17013	20633	21
New Zealand	25442	28044	17811	-36
Brazil	22164	11642	14953	28
United Arab Emirates	36953	29298	9242	-68
Belgium	1403	7396	3022	-59
Serbia	493	4488	2016	-55
United States	24122	10390	1857	-82
Afghanistan	26728	1487	1696	14
All Others	4974	8194	3837	-53

Data Source: Trade Data Monitor.

Import Barriers: U.S. market share for imported apples fell from six percent in MY 2020/2021 to less than one percent in MY 2022/2023. This decline is due to the Indian government's retaliatory tariff of 20 percent levied on U.S. apples starting in 2019. An additional challenge impacting the U.S. apple trade (and that of other origins) includes the Food Safety and Standards Authority of India's (FSSAI) requirement that imported apples must be accompanied by a certificate stating that the product does not contain genetically modified (GM) organisms and is not of GM-origin.⁵

With India now having lifted its retaliatory tariff on U.S.-origin apples as of September 5, 2023, Post anticipates a significant boost in U.S. apple exports to this market, notwithstanding the FSSAI's certification requirements.

⁵ See: [GAIN- INDIA | IN2021-0042 | India - Requirement of a Certificate of Non-Genetically Modified and GM-Free Status for Apple Consignments - A Workaround Solution.](#)

Iran’s Spoilt Apples: India’s apple industry asserts that lower quality Iranian-origin apples outpriced and displaced local production in MY 2021/2022. Local stakeholders claim that the Iranian fruit was then being rebranded as Afghanistan-origin to avoid import duties under India’s free trade agreement.⁶ Himachal Pradesh and Kashmir producer groups have made representations to the Indian government to ban Iranian apples during the current market year that are arriving under Afghani relabeling.⁷

On May 8, 2023, the Indian Ministry of Commerce and Industry’s Directorate General of Foreign Trade published **Notification No. 5/2023, Amendment in the Import Policy Conditions of Apples under the Indian Trade Classification (ITC) Harmonized System of Nomenclature (HS) Code 0808.1000 of Chapter-08 of the ITC(HS) (2022), Schedule-I (Import Policy)**. The amended import policy bans the import of apples if the cost, insurance, and freight (CIF) import value is less than or equal to Indian rupees (INR) 50 per kilogram (kg). If the CIF value is above INR 50 per kilogram, the import is “Free.” The notification, however, exempts Bhutan from the minimum import price conditions. The Indian government’s revised import policy is a step in the right direction. It will be of significant assistance in combatting the under invoicing of imported apples. The measure impacts shipments of lower value, unsorted (mixed) Iranian and Afghani apples.⁸

Post trade sources confirm that the wholesale and retail prices for different varieties of apples imported from various origins in the month of September 2023, are as provided in Table 3.

Table 3: India, Apples, Fresh, Imports, Wholesale and Retail Prices, Sept. 2023 (INR/Kg)

Origin	Varieties	Price per Kg in INR (Wholesale Market)	Price per Kg in INR (Retail Market)
Washington	Red Delicious	300	350
Italy	Granny Smith	275	325
Poland	Red Delicious	275	325
New Zealand	Queen	330	380
South Africa	Gala	280	330
Chile	Gala	310	360
Iran	Red Delicious	67	90
Turkey	Red Delicious	220	270
Turkey	Granny Smith	225	275
China	Fuji	300	350

Data Source: Trade Data Monitor.

Exports: FAS New Delhi forecast India’s MY 2023/2024 apple exports to increase to 54,000 MT. However, this growth is premised on greater quantities of Indian-origin apples being exported to buyers in neighboring Bangladesh, Nepal, and Bhutan (Table 4).

⁶ See: [The Hindustan Times](#), “Cheap Iranian Imports now Threatening Stored Himachal Apples,” (January 8, 2022).

⁷ Indian apple growers have routinely raised concerns of Iranian apples flooding the local market since at least MY 2012/2013. See, [GAIN-INDIA | IN2013-2009 I 2013 Apple Product Brief](#).

⁸ See, [GAIN-INDIA | IN2023-0038 | India Bans Imports of Apples with Declared CIF Values of Less than Indian Rupees 50 per Kilogram](#).

Table 4: India, Apples, Fresh, Exports, MY 2020/2021 to 2022/2023 (MT)

Country	2020/2021	2021/2022	2022/2023	Change %
World	30273	32090	52976	65
Bangladesh	16862	18190	30843	70
Nepal	12827	13107	21180	62
Bhutan	325	365	642	76
United Arab Emirates	66	163	148	-9
Saudi Arabia	28	24	41	71

Data Source: Trade Data Monitor.

TRADE POLICY

India's foreign apple imports (Harmonized Tariff Code – HS 0808.10) continue to face a 50 percent basic customs duty with no quantitative restrictions.⁹ U.S.-origin apples until recently were subject to a combined duty of 70 percent, which included an additional 20 percent retaliatory tariff.

On September 5, 2023, and just in time for the G20 Leaders' Summit, India's Ministry of Finance issued [Notification No. 53/2023 \(Customs\)](#) officially notifying the lifting of retaliatory tariffs imposed in 2019 on certain agricultural products of U.S.-origin, including apples. With the removal of the retaliatory tariff, U.S. apple exports, which were most affected, are anticipated to rebuild its apple export market share in India.

Non-tariff barriers on apple exports to India continue to exist. Barriers includes the Indian government's non-GM/GM-free certificate requirement.¹⁰ The United States has, however, managed to find a temporary workaround in the form of a Washington State Department of Agriculture (i.e., a regional, sub-state government authority) issued certification. Exporting apples to India also requires the submission of a phytosanitary certificate to Indian Customs. The Indian government's [Plant Quarantine Order 2003](#) also establishes the conditions for importing planting seeds and agricultural products (including apples for consumption) into India.

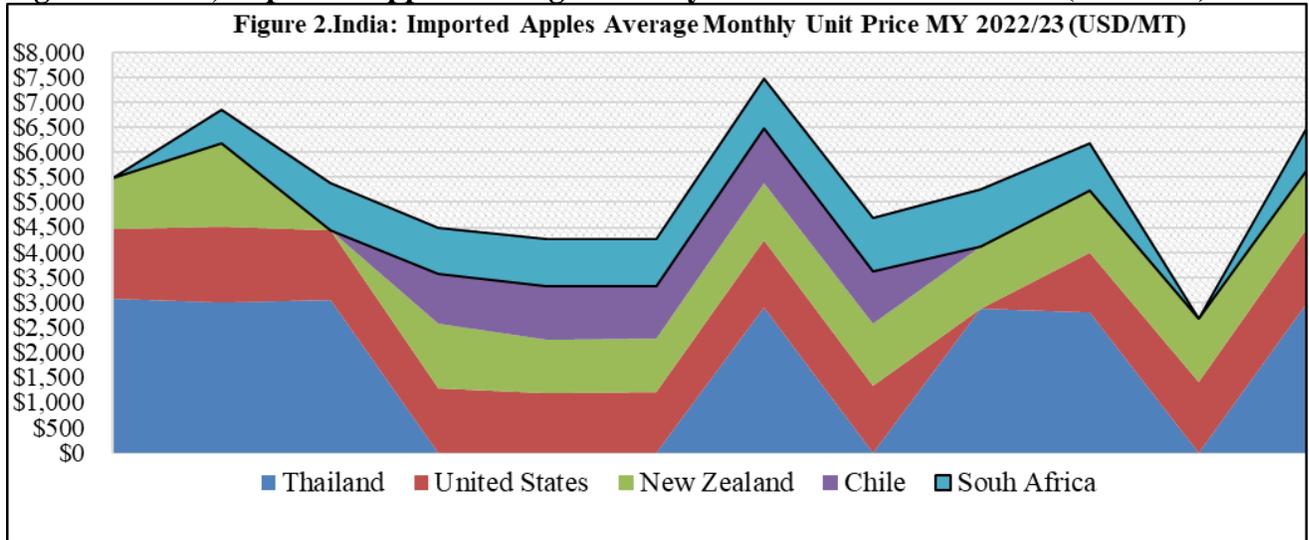
PRICE

In MY 2022/2023, the average metric ton price for imported fresh apples was \$1,225. Chilean apples have been coming in at around \$438/MT, while apples from Thailand are quoted at \$1,725/MT compared to New Zealand apples at \$1,120/MT and apples from South Africa commanding \$782/MT (Figure 3).

⁹ HS Code 0808.10.

¹⁰ See, [GAIN-INDIA | IN2021-0042 | India – Requirement of a Certificate of Non-Genetically Modified and GM-Free Status for Apple Consignments – A Workaround Solution](#).

Figure 3: India, Imported Apples Average Monthly Unit Price MY 2022/2023 (USD/MT)



Country	7/22	8/22	9/22	10/22	11/22	12/22	1/23	2/23	3/23	4/23	5/23	6/23
Thailand	2908	0	2884	2809	0	2983	3076	2992	3052	0	0	0
United States	1327	1345	0	1180	1406	1469	1386	1523	1388	1284	1188	1209
New Zealand	1155	1230	1244	1247	1270	1177	1022	1670	0	1295	1065	1063
Chile	1097	1047	0	0	0	0	0	0	0	1002	1060	1048
South Africa	981.8	1055.4	1121	954	0	846	0	659	943	912	964	943

Note: \$0.00 indicates that no trade occurred during the month.

Data Source: Trade Data Monitor.

COMMODITIES

PEARS, FRESH

Table 5. India: Commodity, Pears, Fresh, Production, Supply and Distribution (PSD)

Pears, Fresh	2021/2022		2022/2023		2023/2024	
Market Begin Year	Jul 2021		Jul 2022		Jul 2023	
India	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Planted (HA)	43000	43000	43000	43000	0	43000
Area Harvested (HA)	42000	42000	42000	42000	0	42000
Bearing Trees (1000 Trees)	12000	12000	12000	12000	0	12000
Non-Bearing Trees (1000 Trees)	300	300	300	300	0	300
Total Trees (1000 Trees)	12300	12300	12300	12300	0	12300
Commercial Production (MT)	310000	310000	312000	300000	0	312500
Non-Comm. Production (MT)	0	0	0	0	0	0
Production (MT)	310000	310000	312000	300000	0	312500
Imports (MT)	28300	28279	35000	27980	0	35500
Total Supply (MT)	338300	338279	347000	327980	0	348000
Domestic Consumption (MT)	338200	338145	346800	327795	0	347800
Exports (MT)	100	134	200	185	0	200
Withdrawal From Market (MT)	0	0	0	0	0	0
Total Distribution (MT)	338300	338279	347000	327980	0	348000

Data source: FAS New Delhi historical data series; forecast for 2022/2023, estimates for 2021/2022, and 2020/2021.

PRODUCTION

FAS New Delhi forecasts a marginal increase in India's MY 2023/2024 (July-June) pear production. Post foresees upcoming pear production coming in at 312,500 MT, that is, assuming favorable weather conditions along with fewer supply chain constraints. Post's MY 2022/2023 estimates are revised lower to 300,000 MT as that year's erratic weather lashed pear production. The major pear production states confronted a harsh dry season in February/March, followed by near continuous rains, low temperatures, and hailstorm spells in the following months. With these weather vagaries at play, flowering and the crop yields suffered.

India's Pear Production Country: India's pear production is cyclical. Yields vary up to 20 percent subject to climatic conditions during blossoming and at harvest. Domestic production is limited to the Indian states of Punjab, Jammu and Kashmir (union territory), Uttar Pradesh, Uttarakhand, and Himachal Pradesh. Cultivated varieties vary based on altitude and region; and include *Williams/Bartlett*, *Anjou*, *Pathamakh*, *Comice*, *China Pear*, and *Kashmir Nakh*.

The harvest season for pears ends in October. Domestic pears are available from late summer through early winter. With limited local production, growing Indian consumer demand is met through imports. Imports permit consumers to benefit from year-round access to fresh pears.

India's Pear Cultivation Shortcomings: Fruit cracking is a physiological disorder that affects pear production, quality, and marketability. Cracked fruits are vulnerable to fungal and bacterial infection. Fruits will crack due to inadequate irrigation, environmental stresses, sun exposure,

and even due to the color of packaging. Better orchard management can reduce fruit cracking.

CONSUMPTION

FAS New Delhi forecasts India's MY 2023/2024 pear consumption higher by three percent at 347,800 MT thanks to growing urban middle class consumption, increasing disposable incomes, growing dual income households, and an improved awareness of fresh fruits forming part of a healthier diet. Post is lowering its MY 2022/2023 consumption estimates to 327,795 MT on account of restrained availability of domestic and imported pears during the period. The MY 2021/2022 consumption figure is marginally revised to reflect changes in the trade estimates. India's pear market growth potential remains high in the near term, as imports are necessary to meet growing consumer demand in metropolitan Tier 1-2 cities.¹¹

Consumer Preferences: Pears are mainly consumed fresh, with processing at a miniscule two percent of domestic production largely due to cost. The lack of a fully integrated cold chain infrastructure and limited pear processing capabilities limits market penetration. Indian pears do not typically compete with imports as the harvest season concludes by October. U.S.-origin pears typically arrive in November and are sold through late March. The *Green Bartlett* is the preferred U.S. pear variety, thanks to its similarity to domestic pears. U.S. pears do compete with South African (*Packham*, *Forelle* varieties) and Chilean (*Packham*) pears.

TRADE

Imports: FAS New Delhi forecasts India's MY 2023/2024 pear imports at 35,500 MT, with domestic production stumbling to meet demand. Post is lowering its MY 2022/2023 and MY 2021/2022 estimates to 27,980 MT and 28,279 MT respectively to reflect the latest trade data. South Africa remains the dominant exporter during the latest marketing year, accounting for 91 percent of India's fresh pear imports (Table 6).

South Africa has become India's top pear export origin after the Indian government imposed a ban on Chinese pear imports in May 2017. In August 2022, the Indian government approved South African pears for in-transit cold treatment; this has allowed South Africa to export even larger volumes of pears to India.

¹¹ Indian cities are classified into "tiered" (1-5) categories with the most developed cities (e.g., Mumbai, New Delhi, Bangalore) deemed to be "Tier 1."

Table 6. India: Pears, Fresh, Imports, MY 2020/2021-2022/2023 (MT)

Country	2020/2021	2021/2022	2022/2023	Change %
World	22,400	28,279	27,976	-2
South Africa	18,335	25,017	25,606	2
United States	1,043	544	88	-84
Spain	754	0	23	23
Chile	661	1,339	787	-41
United Arab Emirates	466	370	913	146
All others	1,141	1,009	559	-44

Data Source: Trade Data Monitor, FAS New Delhi office research.

Exports: FAS New Delhi forecasts India’s MY 2023/2024 exports at 200 MT. India’s pear exports are negligible. MY 2022/2023 exports went to largely to neighboring Bhutan (170 MT) and the United Arab Emirates (UAE) (1 MT).

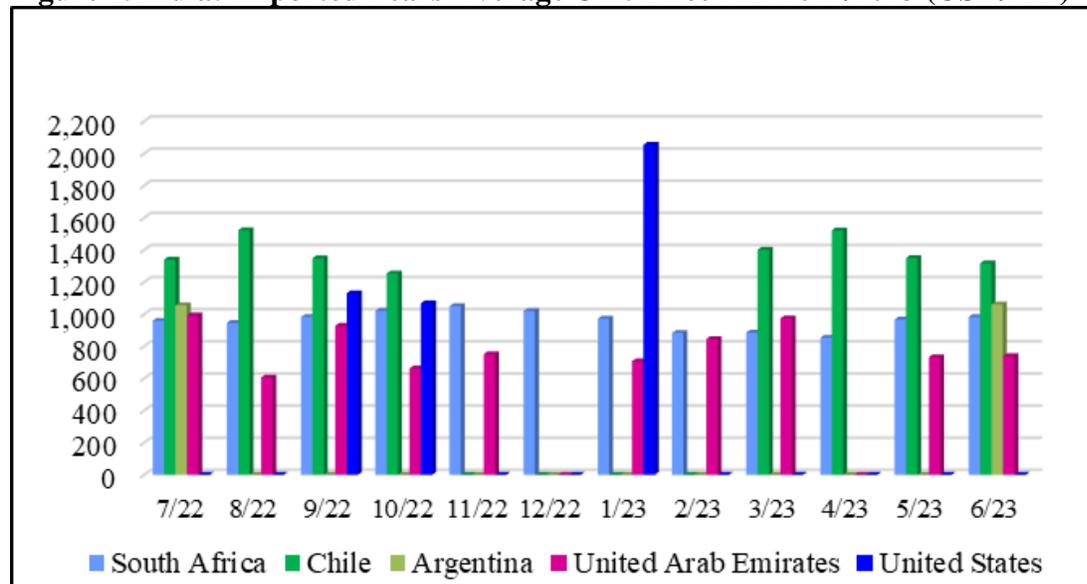
TRADE POLICY

The applicable tariff duty for fresh pears (HS Code 0808.30) is 30 percent, with no quantitative restrictions. The Indian government’s [Plant Quarantine Order 2003](#) regulates planting seeds and agricultural product imports (including that of fresh pears for consumption) into India.

PRICE

In MY 2022/2023, the average price for imported fresh pears from South Africa was \$960/MT, while Chilean pears came in at \$921/MT. Imports from the United Arab Emirates (i.e., reexports) came in at \$661/MT, while U.S.-origin pears have been quoted at \$354/MT and those from Argentina at \$176/MT (Figure 4).

Figure 4. India: Imported Pears Average Unit Price MY 2022/2023 (USD/MT)



Note: Lack of series data indicates that no trade occurred during the month by the supplying country.

Data Source: Trade Data Monitor.

COMMODITIES

GRAPES, TABLE, FRESH

Table 7. India: Commodity, Grapes, Fresh, Production, Supply and Distribution (PSD)

Grapes, Fresh Table	2021/2022		2022/2023		2023/2024	
Market Begin Year	Jul 2021		Jul 2022		Jul 2023	
India	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Planted (HA)	142000	142000	142000	142000	0	142000
Area Harvested (HA)	140000	140000	141000	141000	0	141500
Commercial Production (MT)	2900000	2900000	2850000	2850000	0	2950000
Non-Comm. Production (MT)	0	0	0	0	0	0
Production (MT)	2900000	2900000	2850000	2850000	0	2950000
Imports (MT)	7900	7915	12000	12156	0	18000
Total Supply (MT)	2907900	2907915	2862000	2862156	0	2968000
Fresh Dom. Consumption (MT)	2284800	2284805	2288000	2254371	0	2360000
Exports (MT)	275100	275110	255000	282785	0	293000
Withdrawal From Market (MT)	348000	348000	319000	325000	0	315000
Total Distribution (MT)	2907900	2907915	2862000	2862156	0	2968000

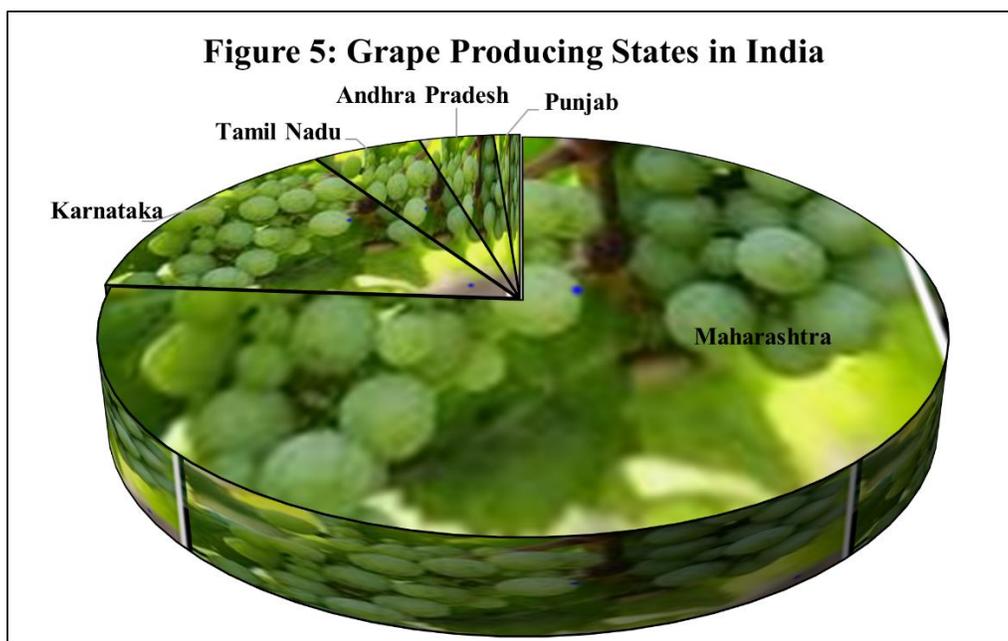
Data Source: FAS New Delhi historical data series; forecast for 2022/2023, estimates for 2021/2022, and 2020/2021.

PRODUCTION

FAS New Delhi forecasts India's MY 2023/2024 (June-May) fresh table grape production at 2.95 MMT, with 141,500 hectares harvested. This represents an increase of 100,000 MT compared to both Post's and the USDA official MY 2022/2023 estimate of 2.85 MMT. Post foresees an increase of three percent in production due to favorable weather conditions and sufficient rainfall. Industry sources anticipate grape production to recover with adequate yields and good fruit fullness during the February-April harvest period compared to that of MY 2022/2023.

India's Grapes Production Country: The Indian state of Maharashtra is the country's leading grape production state in India, accounting for 75 percent of total domestic production. Maharashtra state's high production volume is supported by drip irrigation infrastructure.

There are more than 20 grape varieties under cultivation in India. Grape production also extends to the Indian states of Karnataka (14 percent), Tamil Nadu (5 percent), Andhra Pradesh (3 percent), and Punjab (one percent) (see, Figure 5). *Thompson Seedless (Sultana)* is the prominent grape variety, accounting for 55 percent of total cultivated area. *Bangalore Blue (Panneer)*, *Anab-e-Shahi*, and *Dilkhush* varieties each account for approximately 15 percent, respectively. *Sultana* and *Sonaka* are also common varieties for raisin production.



Source: [AgMarkNet](#).

While 71 percent of the grape production is used as fresh, nearly 27 percent is dried for raisin production. Facing insufficient cold chain transport and infrastructure, producers are turning to raisin production due to high demand in both domestic and exports markets.¹² The shift to raisin production fluctuates between nine to 20 percent based on domestic table grape prices.

Consumption

FAS New Delhi forecasts India's MY 2023/2024 table grape consumption higher at 2.36 MMT. Major factors driving increased consumption include urbanization, an expanding middle class, greater disposable incomes, rising health awareness for eating fresh fruit, as well as consumption of processed products such as raisins, juices, and jams. Unseasonal rains in some of India's grape growing states resulted in crop losses. MY 2022/2023 consumption numbers are lowered to 2.25 MMT. Post is revising its MY 2021/2022 consumption estimates to reflect market realities.

Table grape use in Indian wine production has been a demand driver this decade. Market sources report India's wine market as growing with a compound annual growth rate (CAGR) of 31 percent between 2023 and 2027. The size of the market is forecast to increase by \$688 million.¹³

¹² The raisin industry is mostly confined to the Sangli, Solapur, and Nasik districts of Maharashtra, which utilizes lesser-quality, thin-skinned grapes for production. India in MY 2021/2022 imported 29,300 MT of raisins, mostly from Afghanistan, but simultaneously exported 22,100 MT during the same period.

¹³ See, [Technavio](#), "India Wine Market by Type and Product – Forecast and Analysis 2023-2027."

TRADE

Imports: FAS New Delhi forecasts India's MY 2023/2024 grape import to rise to 18,000 MT. Imports are recurred to help meet consumer demand during months of limited domestic supply. By volume, China remains India's main supplier (66 percent) followed by Afghanistan (26 percent), and Chile (six percent).

Table 8. India: Table Grape Imports, MY 2019/2020-2021/2022 (MT)

Country	2020/2021	2021/2022	2022/2023
World	6,589	7,915	12,156
China	4,305	5,547	8,036
Afghanistan	949	1,521	2,087
Chile	283	512	741
Egypt	338	34	508
United Arab Emirates	62	7	262
Australia	208	73	205

Data Source: Trade Data Monitor.

Exports: India is a major exporter of fresh table grapes. FAS New Delhi forecasts India's MY 2023/2024 grape exports at 293,000 MT, in anticipation of rising demand from export markets. MY 2022/2023 and MY 2021/2022 exports estimates are revised higher to reflect the latest trade data. With the Indian rupee's depreciation, local growers are getting better returns from their export markets in comparison to that from the domestic market. India exported approximately 282,785 MT of table grapes in MY 2022/2023 (Table 8). By volume, nearly 28 percent of grape exports went to Netherlands and 25 percent to neighboring Bangladesh.

Table 9. India: Table Grape Exports, MY 2020/2021-2022/2023(MT)

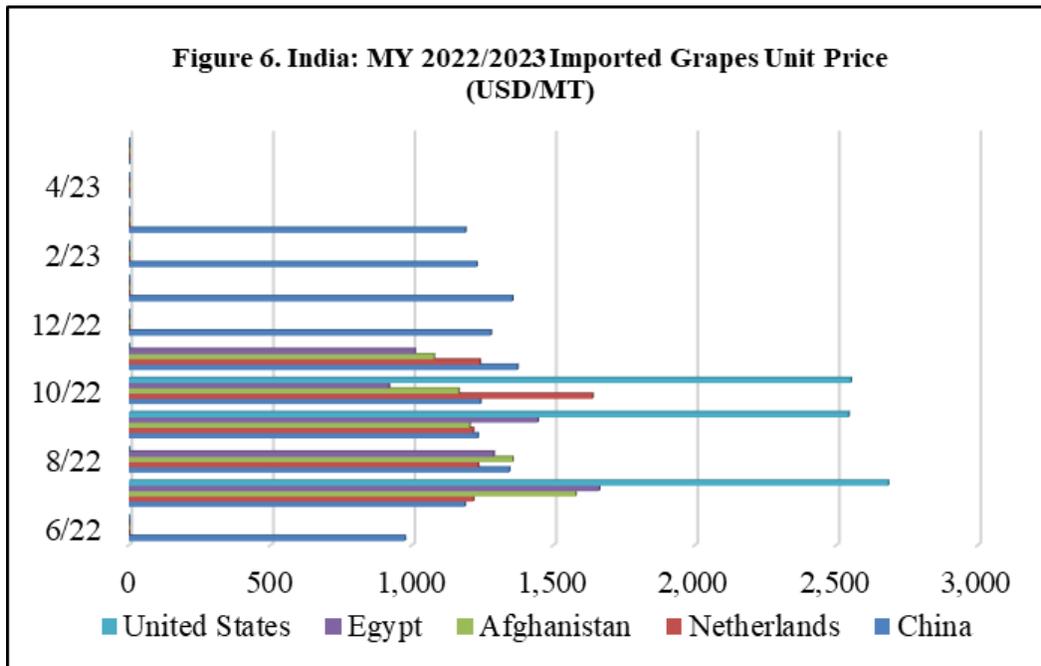
Country	2020/2021	2021/2022	2022/2023	Market Share
World	267,176	275,110	282,785	---
Netherlands	71,606	77,757	78,769	28
Bangladesh	72,333	88,721	70,673	25
Nepal	16,708	18,394	25,449	9
United Arab Emirates	13,699	17,970	19,663	7
United Kingdom	19,466	13,458	14,920	5
Russia	24,364	16,463	13,564	5

Data Source: Trade Data Monitor.

TRADE POLICY

There are no quantitative restrictions on fresh grapes (HS Code 0806.10) imports. However, fresh grapes are assessed a 30 percent basic customs duty. Grape imports into India require a phytosanitary certificate that is required to be presented to Indian Customs during import clearance procedures. The Indian government's [Plant Quarantine Order 2003](#) regulates the import of planting seeds and agricultural products (including fresh grapes for consumption) into India.

PRICE



Note: Lack of series data indicates that no trade occurred during the month by the supplying country.
Data Source: Trade Data Monitor.

Imported grapes are mostly found in brick-and-mortar retail stores and are targeted to more affluent consumers. Indian domestic grapes, however, are more widely available in traditional markets and with pushcart vendors.

Imported grapes are typically sold in India from July to December. In MY 2022/2023, Chinese-origin grapes command the highest price premium, averaging \$1,033/MT. On the other hand, U.S.-origin grapes have been coming in at around \$648/MT, while Egyptian grapes are registered at \$575/MT, Netherlands grapes at \$545/MT, and Afghanistan grapes at \$531/MT.

Attachments:

No Attachments