

USDA Foreign Agricultural Service

GAIN Report

Global Agricultural Information Network

THIS REPORT CONTAINS ASSESSMENTS OF COMMODITY AND TRADE ISSUES MADE BY USDA STAFF AND NOT NECESSARILY STATEMENTS OF OFFICIAL U.S. GOVERNMENT POLICY

Voluntary Public

Date: 02/27/2015

GAIN Report Number:

Peru

Post: Lima

Market Opportunities for U.S. Pea and Lentils in Peru

Report Categories:

Agriculture in the News

Product Brief

Approved By:

Casey E. Bean

Prepared By:

Miluska Camacho and Mariano J. Beillard

Report Highlights:

Peru's calendar year (CY) 2015 pea and lentil imports are forecast at 73,000 metric tons (MT), up 16 percent compared to 2014. U.S.-origin pea and lentil imports are estimated at 28,000 MT, up nine percent compared to 2013. In terms of value, Peruvian imports of U.S.-origin peas and lentils have jumped from \$10 million in CY 2008 to nearly \$23 million in 2013, growing with a compound annual growth rate of 17 percent during 2008-13.

General Information:

Despite economic growth slowing to about 2.8 percent during 2014 (compared to average annual growth of 6.6 percent in 2010-13), Peru offers U.S. exporters of pulses excellent possibilities. Peas and lentils in particular offer opportunities.

Table 1: Peru, Peas and Lentils Market Overview (2008-13)

Metric Tons (MT)	2008	2009	2010	2011	2012	2013	2014 (e)
Total Market Size	89,815	106,769	110,427	110,506	122,393	119,719	123,000
Total Local Production	50,051	54,058	55,066	50,945	56,788	58,385	60,000
Total Imports	39,764	52,711	55,361	59,561	65,605	61,334	63,000
Total Imports from the United States	12,171	17,516	20,034	23,780	23,629	25,770	28,000

Source: Global Trade Atlas, FAS Lima office research.

Peru's total pulse imports have increased steadily in recent years. Peru's calendar year (CY) 2015 pea and lentil imports are forecast at 73,000 metric tons (MT), up 16 percent compared to 2014. U.S.-origin pea and lentil imports are estimated at 28,000 MT, up 9 percent compared to 2013. In terms of value, Peruvian imports of U.S.-origin peas and lentils have jumped from \$10 million in CY 2008 to nearly \$23 million in 2013, growing with a compound annual growth rate of 17 percent during 2008-13.

We attribute growth to the combination of increased recognition of U.S. product quality and rising domestic demand for a wholesome source of inexpensive protein. Domestic Peruvian production is also insufficient to meet current demand. Currently U.S.-origin product enjoys a market share of 38 percent.

Table 2: Peru, Top Three U.S. Peas and Lentils Imports by HS Code

HS Code	Description
0713.10.90.10	Whole peas
0713.10.90.20	Split peas
0713.40.90.00	Lentils

Source: Peruvian Customs (SUNAT), FAS Lima office research.

Required Documentation

Prior to product shipment, the importer must request an import permit from SENASA (Peru's sanitary authority). The exporter must provide to the importer with a sanitary/phyto-sanitary certificate from the country-of-origin. The U.S. Department of Agriculture's (USDA) Animal and Plant Health Inspection Service (APHIS) is the competent U.S. authority for issuing sanitary/phyto-sanitary certificates. USDA's Grain Inspection, Packers and Stockyards Administration (GIPSA) supervises the export of grains, oilseeds, and related commodities.

Key Market Features

- Pulses are a critical part of the Peruvian diet.
- Healthier eating habits are being promoted in Peruvian gastronomy, boosting the consumption of peas/lentils.
- Peas are the most consumed pulse, 3.8 kilogram/person per annum year. Beans follow at 2.6 kilogram/person and lentils come in third at 1.8 kilogram/person.
- The U.S.-Peru Trade Promotion Agreement (PTPA) grants duty-free access.
- Expansion of food retail channel in Lima and provinces, as well as private label brands.
- A price sensitive market.

Key Importers

FAS Lima has identified 49 importers. Of these, 22 are medium-sized importers while nine stand out as large importer-distributors groups. FAS Lima can provide additional information upon request.

Peru Import Statistics							
Commodity: Peas and Lentils							
2008 – 2013							
Partner Country	Unit	Quantity					
		2008	2009	2010	2011	2012	2013
World	MT	39,764	52,711	55,361	59,561	65,605	61,334
Canada	MT	27,317	34,891	35,038	35,668	41,822	35,409
United States	MT	12,171	17,516	20,034	23,780	23,629	25,770
Others	MT	276	304	289	113	154	155

Peru Import Statistics							
Commodity: Peas and Lentils							
2008 – 2013							
Partner Country	\$ Millions						
	2008	2009	2010	2011	2012	2013	
World	31.5	40.2	44.0	52.9	54.0	48.9	
Canada	20.8	25.0	27.1	30.8	33.0	25.9	
United States	10.3	14.6	16.0	21.9	20.7	22.7	
Others	0.4	0.6	0.9	0.2	0.3	0.3	

Source: Global Trade Atlas, FAS Lima office research.

Key Contacts and Further Information

U.S. Embassy Lima, Foreign Agricultural Service (FAS) Office of Agricultural Affairs
 Street Address: Avda. La Encalada, Cuadra 17, Monterrico - Surco, Lima 33
 Mailing Address: FAS OAA Lima, Unit 3785, DPO, AA 34031

Phone: (511) 434-3042 • Fax: (511) 434-3043 • E-mail: Aglima@usda.gov