

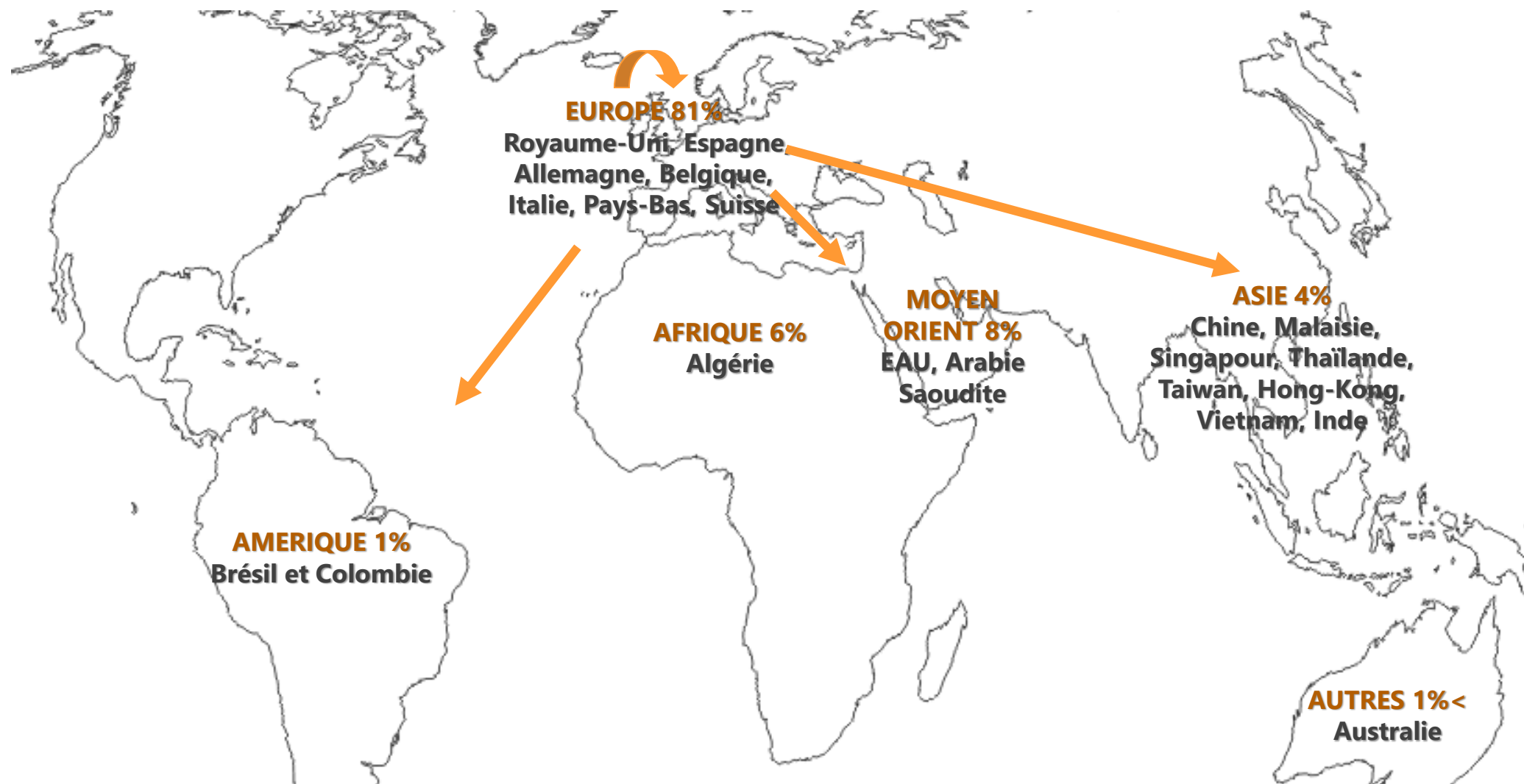


# FRENCH PLANT AND PLANT PRODUCTS IMPORTS TO THAILAND

24 March 2021

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# Fresh fruits exports represent 30 % of the French production (800 000 T)

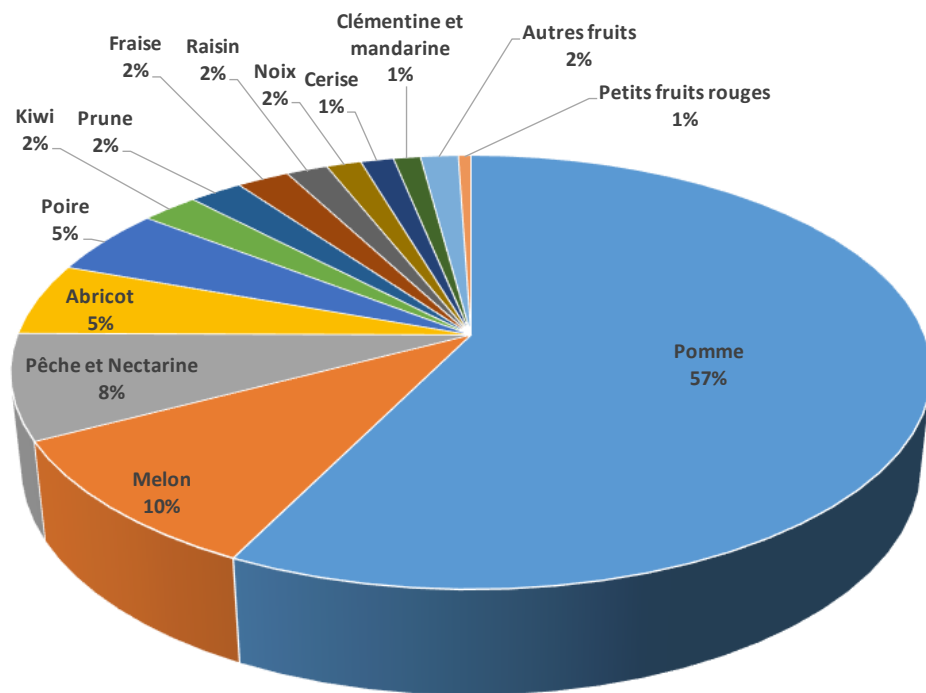


Source : Interfel, d'après Douanes françaises, moyenne 2015-17

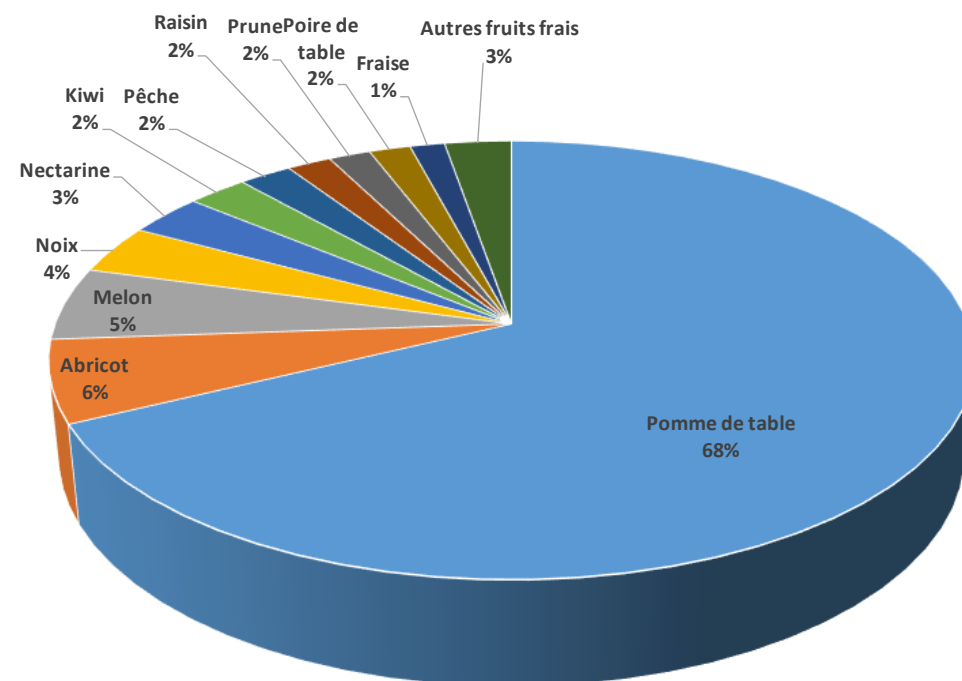


# Apples are slightly over-represented in export compared to their part in the production

PRODUCTION FRANÇAISE : 2.900.000 TONNES



Source : Agreste, moyennes 2015-17

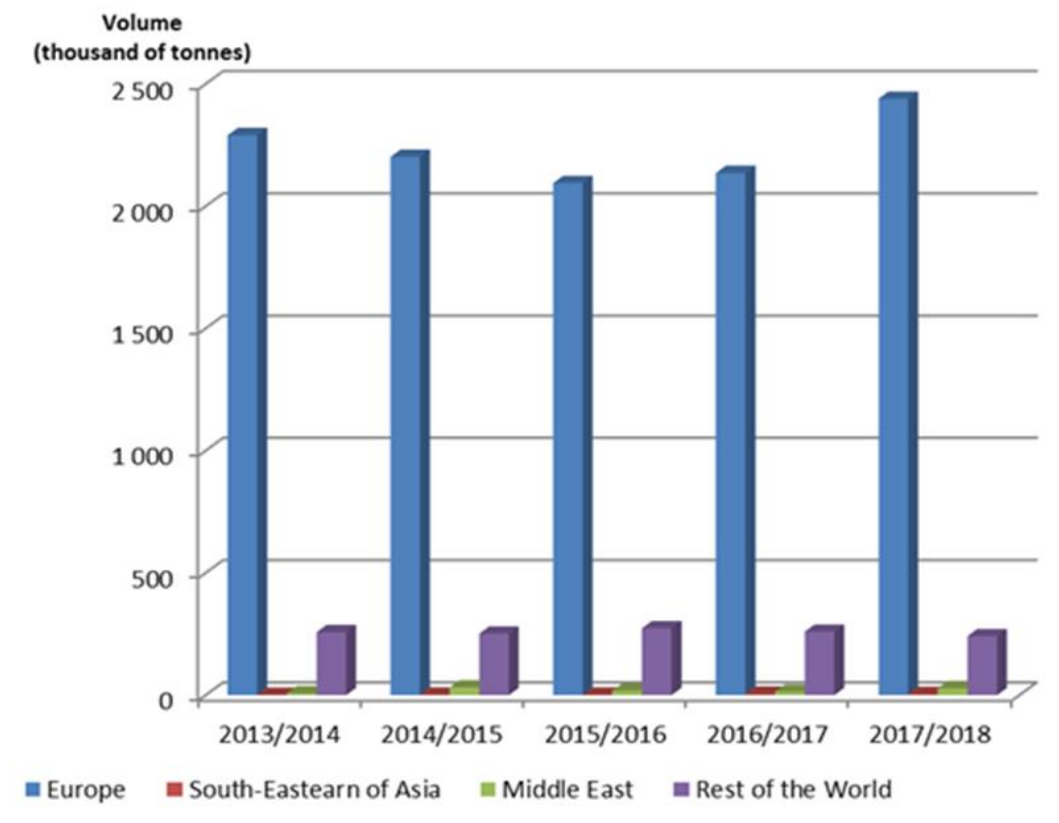


Source : Douanes françaises, moyenne 2015-17



# France is the world's largest exporter of potatoes

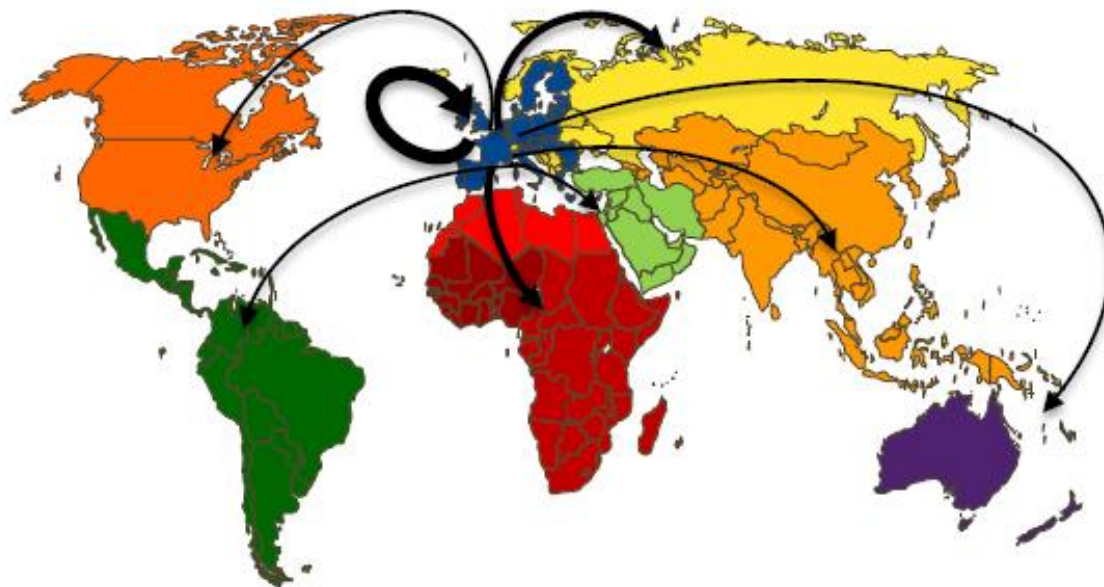
- France remains an important source of fresh potatoes for many countries with a production of 5,6 million T.
- France develops its positions to Asia mainly with potatoes intended to the processing industry (5 000 T/year to Malaysia, Hong-Kong, Indonesia).
- Vietnam : potatoes for consumption 6T in 2019, 2T in 2020.



Source: CNIPT, Eurostat

# France holds an important position in the international trade for seeds and plants

- 1<sup>st</sup> or 2<sup>nd</sup> world exporter for arable crops/field crops, maize, oilseeds, potatoes, vegetable seeds
- Exchanges with Thailand : An important vegetable seed production destined to a return to France



2018-2019, en €	Import	Export
POTAGERES	4 191 802	73 241
OLEAGINEUX		38 718
FLORALES	5 615	30 981
FOURRAGERES	4 933	
AUTRES	2 109	223
MAIS SORGHO	2 169	
LEGUMES SECS	114	
<b>Total</b>	<b>4 206 742</b>	<b>143 163</b>

Source: GNIS

# The access to the thai market is strictly regulated.

- Access granted
  - Apples : 2012, renewed in 2021
  - Kiwis : 2012 (*Actinidia deliciosa*), extended in 2021 (*Actinidia arguta* and *Actinidia chinensis*)
- Pending requests
  - Potatoes (since 2017)
  - Plums (since 2019)
  - Pears (since 2021)
- Vegetable seeds / eggplant (starting next April)

FR apples on a premium niche, with a production calendar (October to March) with no competitor

# Perspectives show an important potential

- Regulatory framework difficult to apprehend, **slow progression of the files**
- Difficulties in the transport and logistics (requirement of **cold treatment**).
- Fruit providers are mainly countries benefiting from **tariff advantages** in FTAs.

- **Growing interest of the thai consumers**, for fresh and sane products, and organic agriculture.
- Important promotion by the **Interbranch organization** (Interfel).
- Initiation of **multiple-countries audits** with a collective procedure to speed up the process

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# Thank you for your attention!

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