

# World: Salt - Market Report. Analysis And Forecast To 2025





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# 1. INTRODUCTION

## 1.1 REPORT DESCRIPTION

This report has been designed to provide a comprehensive survey of the global salt market. It exhibits the most recent data sets of quantitative medium-term prospects, as well as developments in production, trade, consumption and prices. The report also includes a comparative analysis of the largest consuming countries, revealing opportunities opened for producers and exporters across the world. The outlook displays market prospects to 2025.

Countries coverage: Worldwide - the report contains statistical data for 200 countries and includes detailed profiles of the 50 largest consuming countries (United States, China, Japan, Germany, United Kingdom, France, Brazil, Italy, Russian Federation, India, Canada, Australia, Republic of Korea, Spain, Mexico, Indonesia, Netherlands, Turkey, Saudi Arabia, Switzerland, Sweden, Nigeria, Poland, Belgium, Argentina, Norway, Austria, Thailand, United Arab Emirates, Colombia, Denmark, South Africa, Malaysia, Israel, Singapore, Egypt, Philippines, Finland, Chile, Ireland, Pakistan, Greece, Portugal, Kazakhstan, Algeria, Czech Republic, Qatar, Peru, Romania, Vietnam) + the largest producing countries.

Product coverage: Salt

Data coverage:

- Salt market size and volume;
- Salt market trends and prospects;
- Global salt production and its dynamics;
- Per capita consumption;
- Breakdown of production by region and country;
- Medium term outlook;
- Salt trade (exports/imports);
- Prices for salt;
- Profiles of the main manufacturers.

The report will help you:

- Get a bigger picture of the market;
- Rewire your business around market trends;
- Devise your marketing strategy;
- Operate with increased effectiveness.

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## 2. EXECUTIVE SUMMARY

### 2.1 KEY FINDINGS

Table 1: Key Findings

Market Volume	physical terms	***
	% to 2015	***
Market Value	million USD	***
	% to 2015	***
Production	physical terms	***
	% to 2015	***
	million USD	***
	% to 2015	***
Imports	physical terms	***
	% to 2015	***
	million USD	***
	% to 2015	***
Exports	physical terms	***
	% to 2015	***
	million USD	***
	% to 2015	***

Source: \*\*\*

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## 2.2 MARKET TRENDS

<p>Global Issues production - planted available grain</p>	<p>On the contrary, the area harvested will be recorded only once in the case of successive crop gathering during the year from the same standing crops. With regard to mixed and associated crops, the area sown relating to each crop should be reported separately.</p> <p>When the sown area refers to particular crops, generally grains, it is recommended to treat the sown area as if it were a single crop, therefore, the area sown is recorded only for the crop reported.</p> <p>Production data refers to the actual harvested production from the field or orchard and gardens, including any harvesting and threshing losses and that part of crop not harvested for any reason. Production therefore includes the quantities of the commodity sold to the market (marketed production) and the quantities consumed or used by the producers (auto-consumption).</p>
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<p>Global Issues production - gross/ available grain</p>	<p>Data refers to the area from which a crop is gathered. The area harvested, therefore, includes the area from which, although sown or planted, there was no harvest due to damage, failure, etc. It is usually not for temporary crops and sometimes gross for permanent crops.</p> <p>The net area differs from the gross area transfer as the latter includes uncultivated patches, footpaths, ditches, headlands, shoulders, shelterbelts, etc. If the crop under consideration is harvested more than once during the year as a consequence of successive cropping (i.e. the same crop is sown or planted more than once in the same field during the year), the area is counted as many times as it is harvested.</p> <p>On the contrary, the area harvested will be recorded only once in the case of successive crop gathering during the year from the same standing crops. With regard to mixed and associated crops, the area sown relating to each crop should be reported separately.</p>
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**Area: Total planted  
Area: report**

When the estimate refers to particular crops, generally grains, it is recommended to treat the estimate as if it were a single crop, therefore, the area acres is recorded only for the crop reported.

Production data refers to the actual harvested production from the field or orchard and gardens, including any harvesting and threshing losses and that part of crop not harvested for any reason. Production therefore includes the quantities of the commodity sold in the market (marketed production) and the quantities consumed or used by the producers (auto-consumption).

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**Area: Net area  
production: estimated  
Area: production  
value**

Data refers to the area from which a crop is gathered. The area harvested, therefore, includes the area from which, although sown or planted, there was no harvest due to damage, failure, etc. It is usually not for temporary crops and sometimes gross for permanent crops.

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## 3. MARKET OVERVIEW

### 3.1 MARKET VOLUME AND VALUE

The net area differs from the gross area because the latter includes uncultivated patches, bays, ditches, lowlands, shoulders, shelterbelts, etc. If the crop under consideration is harvested more than once during the year as a consequence of successive cropping (i.e. the same crop is sown or planted more than once in the same field during the year), the area is counted as many times as it is harvested.

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When the production data available refers to a production period falling into two successive calendar years.

And if it is not possible to allocate the relative production to either of them, it is usual to refer to the production data of that year into which the bulk of the production falls. The harvested production per unit of harvested area for crop products. In most cases, yield data is not recorded but obtained by dividing the production data by the data on the area harvested.

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When the mixture refers to particular crops, generally grains, it is recommended to treat the mixture as if it were a single crop. Therefore, the area areas is recorded only for the crop reported.

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Table 2: Market Volume, in Physical Terms, 2007-2016  
(physical terms)

Product	Unit	2007	2008	2009	2010	2011	2012	2013	2014	2016	2015	2016	CAGR, 2007- 2016
Production	physical terms	***	***	***	***	***	***	***	***	***	***	***	***
	% to previous year	***	***	***	***	***	***	***	***	***	***	***	***
Imports	physical terms	***	***	***	***	***	***	***	***	***	***	***	***
	% to previous year	***	***	***	***	***	***	***	***	***	***	***	***
Exports	physical terms	***	***	***	***	***	***	***	***	***	***	***	***
	% to previous year	***	***	***	***	***	***	***	***	***	***	***	***
Market Volume	physical terms	***	***	***	***	***	***	***	***	***	***	***	***
	% to previous year	***	***	***	***	***	***	***	***	***	***	***	***

Source: \*\*\*

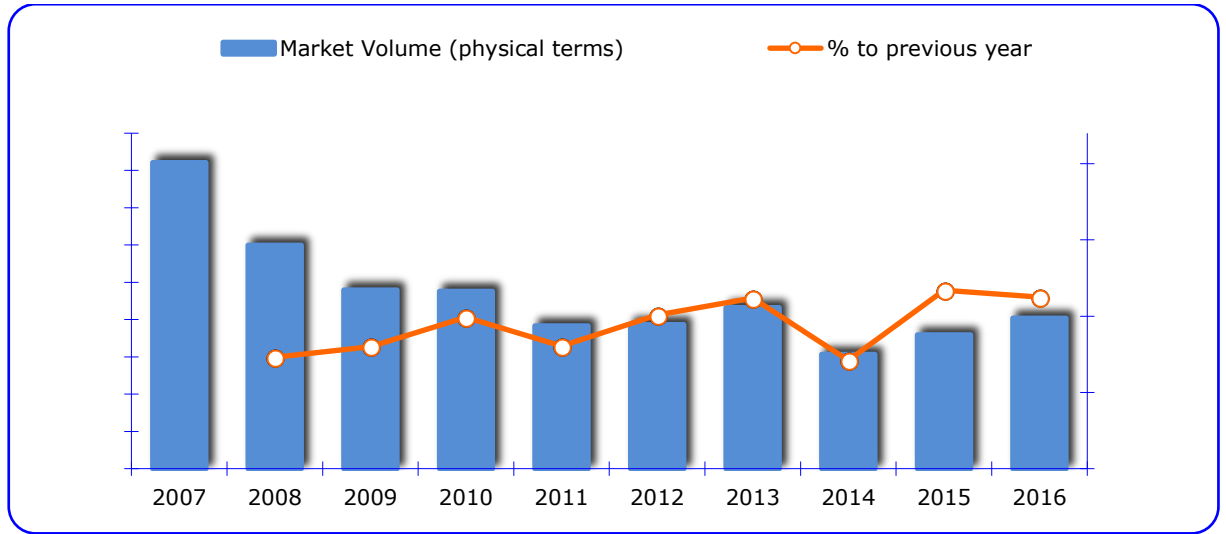
Table 3: Market Value, 2007-2016  
(million USD)

Product	Unit	2007	2008	2009	2010	2011	2012	2013	2014	2016	2015	2016	CAGR, 2007- 2016
Production	USD	***	***	***	***	***	***	***	***	***	***	***	***
	% to previous year	***	***	***	***	***	***	***	***	***	***	***	***
Imports	USD	***	***	***	***	***	***	***	***	***	***	***	***
	% to previous year	***	***	***	***	***	***	***	***	***	***	***	***
Exports	USD	***	***	***	***	***	***	***	***	***	***	***	***
	% to previous year	***	***	***	***	***	***	***	***	***	***	***	***
Market Value	USD	***	***	***	***	***	***	***	***	***	***	***	***
	% to previous year	***	***	***	***	***	***	***	***	***	***	***	***

Source: \*\*\*

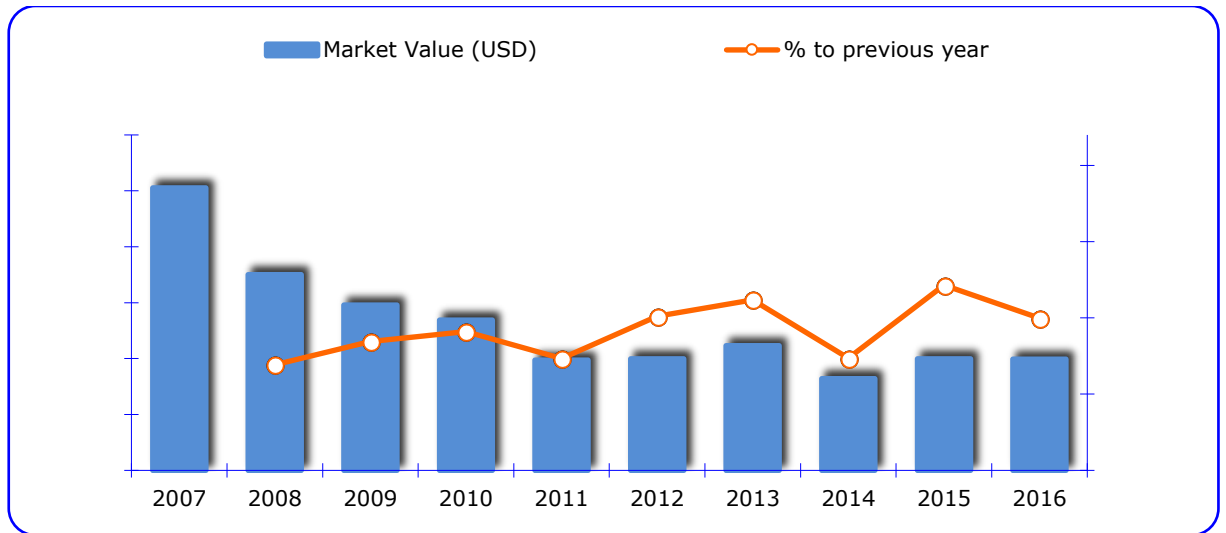
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Figure 1: Market Volume, in Physical Terms, 2007-2016  
(physical terms, y-o-y)



Source: \*\*\*

Figure 2: Market Value, 2007-2016  
(million USD, y-o-y)



Source: \*\*\*

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### 3.2 CONSUMPTION BY COUNTRY

Data refers to the area from which a crop is gathered. The area harvested, therefore, includes the area from which, although sown or planted, there was no harvest due to damage, failure, etc. It is usually not for temporary crops and sometimes grass for permanent crops.

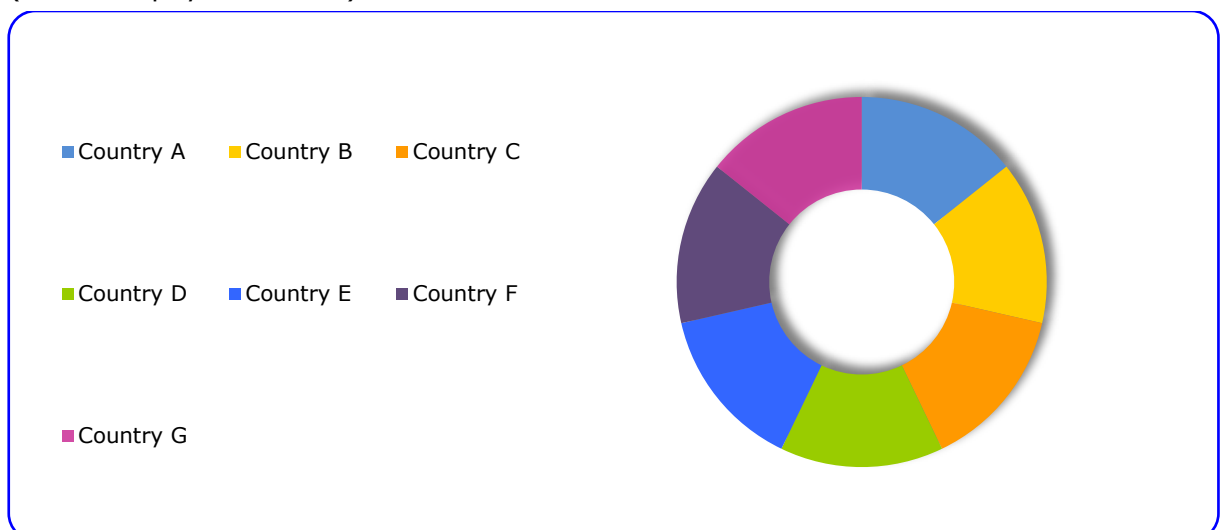
The net area differs from the gross area insofar as the latter includes uncultivated patches, forage, ditches, headlands, shoulders, shelterbelts, etc. If the crop under consideration is harvested more than once during the year as a consequence of successive cropping (i.e. the same crop is sown or planted more than once in the same field during the year), the area is counted as many times as it is harvested.

On the contrary, the area harvested will be recorded only once in the case of successive crop gathering during the year from the same standing crops. With regard to mixed and associated crops, the area sown relating to each crop should be reported separately.

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Production data refers to the actual harvested production from the field or orchard and gardens, including any harvesting and threshing losses and that part of crop not harvested for any reason. Production therefore includes the quantities of the commodity sold in the market (marketed production) and the quantities consumed or used by the producers (auto-consumption).

Figure 3: Consumption, by Country, 2016  
(based on physical terms)



Source: \*\*\*

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Global gross bean market revenue amounted to \$6,082 million USD in 2015, increasing by +13.7% against the previous year level. Overall, global gross bean market continues to indicate a pronounced growth, the market value increased at an average annual rate of +4.9% from 2007 to 2015. This trend pattern, however, indicated some volatile fluctuations throughout the analyzed period. The growth pace was the most rapid in 2013, when the market revenue increased by +18% from the previous year level. Over the period under review, the global gross bean market revenue peaked in 2015, and is likely to continue its growth in the immediate term.

Over the analyzed period, an increase in global gross bean consumption was primarily driven by popularity of healthy eating and growth of population. Furthermore, these key drivers are expected to continue promoting the gross bean output in the immediate term. This general positive trend was largely conditioned by a consistent expansion of the harvested area and yield gains of the yield figures.

Table 4: Per Capita Consumption, by Country, 2014-2016  
(physical terms, physical terms/year)

Country	Production			Consumption			Population, million persons			Per Capita Consumption			CAGR, 2007-2016
	2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016	
Country A	***	***	***	***	***	***	***	***	***	***	***	***	***
Country B	***	***	***	***	***	***	***	***	***	***	***	***	***
Country C	***	***	***	***	***	***	***	***	***	***	***	***	***
Country D	***	***	***	***	***	***	***	***	***	***	***	***	***
Country E	***	***	***	***	***	***	***	***	***	***	***	***	***
Country F	***	***	***	***	***	***	***	***	***	***	***	***	***
Country G	***	***	***	***	***	***	***	***	***	***	***	***	***
Country H	***	***	***	***	***	***	***	***	***	***	***	***	***
Country I	***	***	***	***	***	***	***	***	***	***	***	***	***
Country J	***	***	***	***	***	***	***	***	***	***	***	***	***
Others	***	***	***	***	***	***	***	***	***	***	***	***	***
Total	***	***	***	***	***	***	***	***	***	***	***	***	***

Source: \*\*\*

### 3.3 MARKET OPPORTUNITIES BY COUNTRY

Global gross value added in the salt market increased by 10,200 million USD in 2015, increasing by +13.2% against the previous year level. Overall, global gross value added in the salt market continues to indicate a pronounced growth. The market value increased at an average annual rate of +4.9% from 2007 to 2015. The trend pattern, however, indicated some noticeable fluctuations throughout the analyzed period. The growth pace was the most rapid in 2015, when the market value increased by +13.2% from the previous year level. Over the period under review, the global gross value added in the salt market peaked in 2015, and is likely to continue its growth in the immediate term.

Over the analyzed period, an increase in global gross value added was primarily driven by popularity of healthy eating and growth of population. Furthermore, these key drivers are expected to continue promoting the gross value added in the immediate term. The general positive trend was largely conditioned by a sustained expansion of the harvested area and solid gains of the yield figures.

Table 5: Comparison of Consumption, Production and Imports, by Country, 2014-2016  
(physical terms)

Country	Total imports			Total exports			Total consumption			Share of import in total demand	IB index
	2014	2015	2016	2014	2015	2016	2014	2015	2016	2016	2016
Country A	***	***	***	***	***	***	***	***	***	***	***
Country B	***	***	***	***	***	***	***	***	***	***	***
Country C	***	***	***	***	***	***	***	***	***	***	***
Country D	***	***	***	***	***	***	***	***	***	***	***
Country E	***	***	***	***	***	***	***	***	***	***	***
Country F	***	***	***	***	***	***	***	***	***	***	***
Country G	***	***	***	***	***	***	***	***	***	***	***
Country H	***	***	***	***	***	***	***	***	***	***	***
Country I	***	***	***	***	***	***	***	***	***	***	***
Country J	***	***	***	***	***	***	***	***	***	***	***
Others	***	***	***	***	***	***	***	***	***	***	***
Total	***	***	***	***	***	***	***	***	***	***	***

Source: \*\*\*



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When the mixture refers to particular crops, generally grains, it is recommended to treat the mixture as if it were a single crop, therefore, the area sown is recorded only for the crop reported.

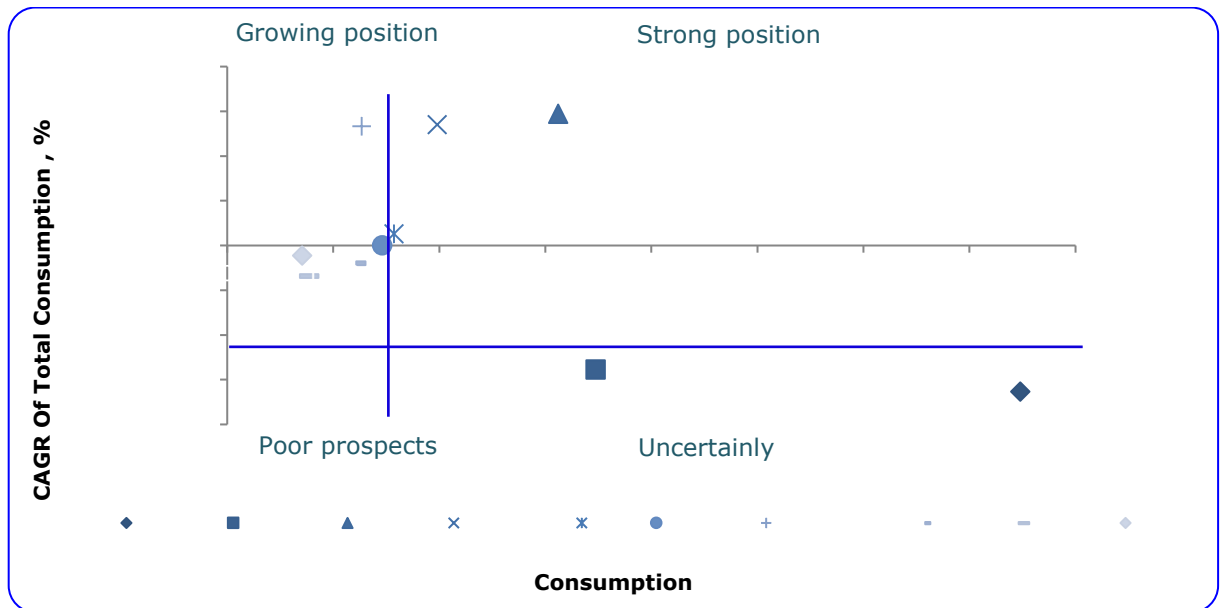
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When the production data available refers to a production period falling into two successive calendar years.

And it is not possible to allocate the relative production to either of them, it is usual to refer to the production data of that year into which the bulk of the production falls. The harvested production per unit of harvested area for crop products. In most cases, yield data is not recorded but obtained by dividing the production data by the data on the area harvested.

Figure 4: Major and Fastest-Growing Markets, 2016

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Source: \*\*\*

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On the contrary, the area harvested will be recorded only once in the case of successive crop gathering during the year from the same standing crops. With regard to mixed and associated crops, the area areas relating to each crop should be reported separately.

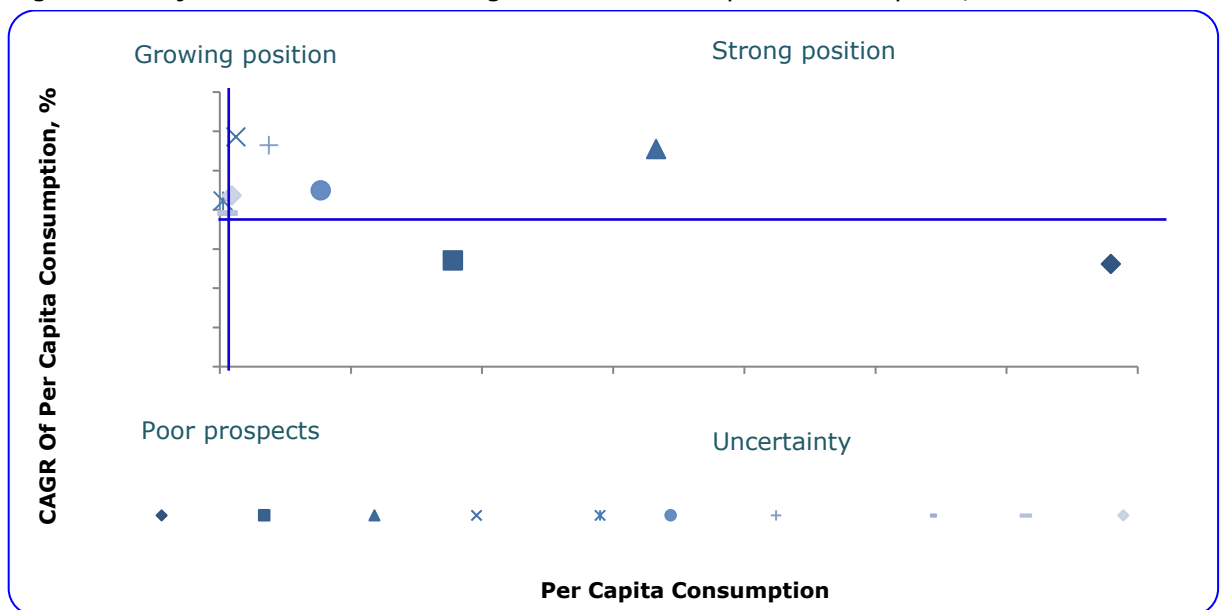
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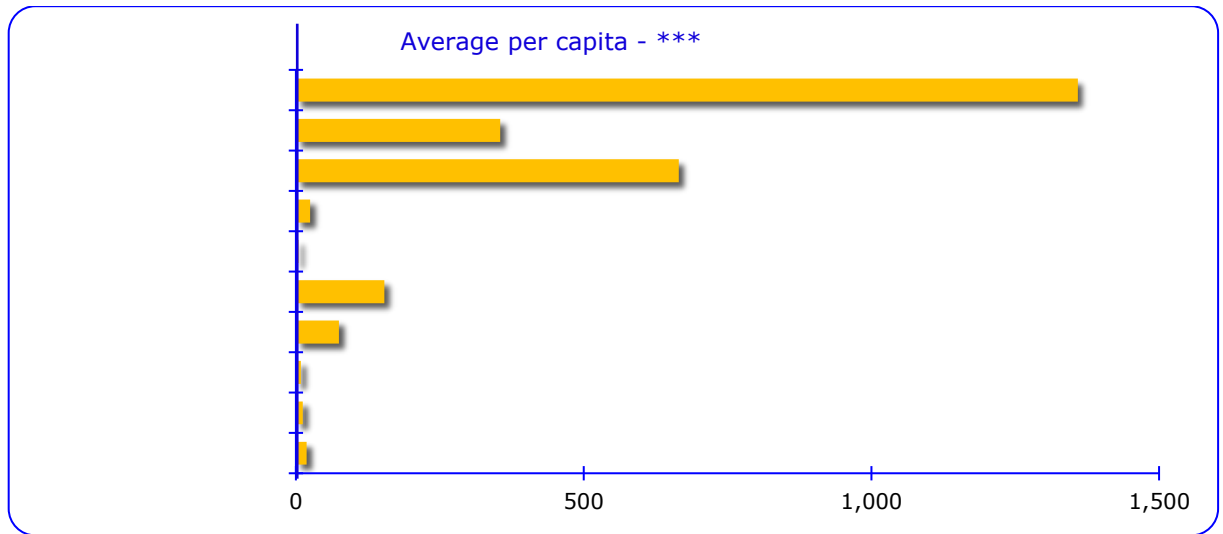
Figure 5: Major and Fastest-Growing Markets: Per Capita Consumption, 2016



Source: \*\*\*

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Figure 6: Per Capita Consumption, 2016  
(kg/year)



Source: \*\*\*

On the contrary, the area harvested will be recorded only once in the case of successive crop gathering during the year from the same standing crops. With regard to mixed and associated crops, the area acres relating to each crop should be reported separately.

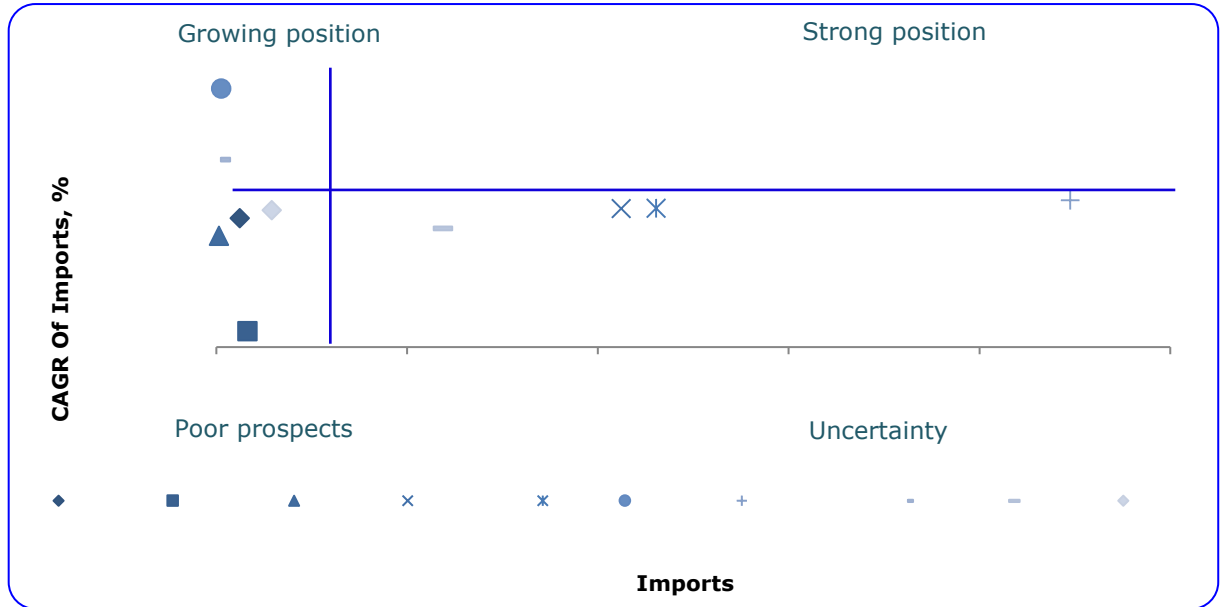
When the mixture refers to particular crops, generally grains, it is recommended to treat the mixture as if it were a single crop, therefore, the area acres is recorded only for the crop reported.

Production data refers to the actual harvested production from the field or orchard and gardens, including any harvesting and threshing losses and that part of crop not harvested for any reason. Production therefore includes the quantities of the commodity sold in the market (marketed production) and the quantities consumed or used by the producers (own consumption).

When the production data available refers to a production period falling into two successive calendar years.

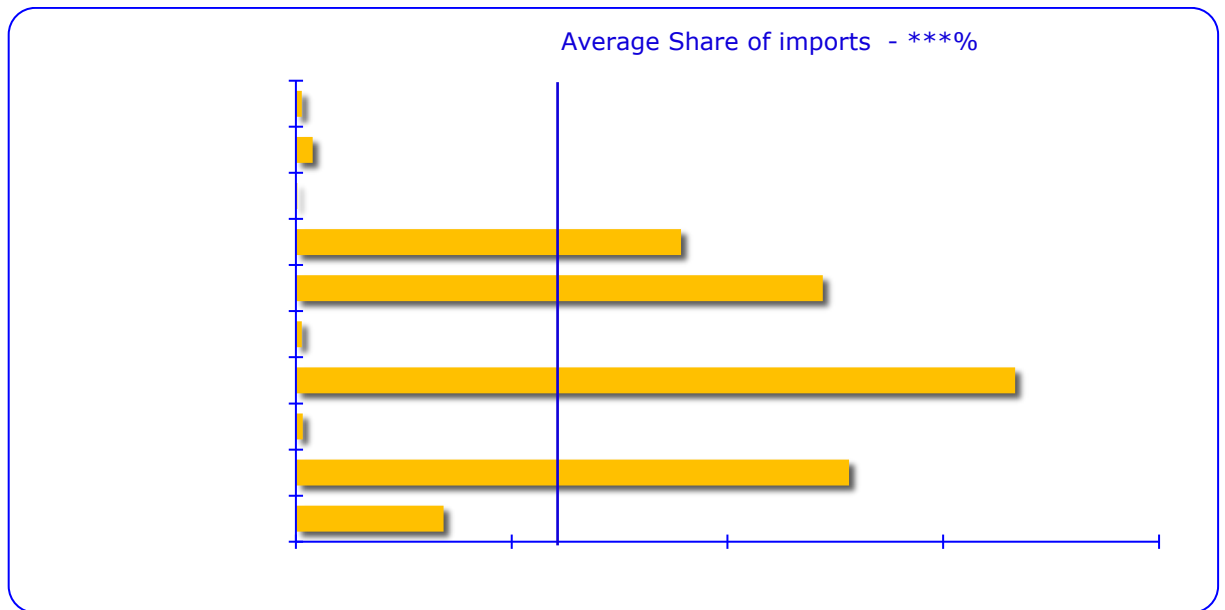
B

Figure 5: Major Importers, 2016



Source: \*\*\*

Figure 6: Share of Imports in Total Consumption, 2016



Source: \*\*\*

## B

**3.4 MARKET FORECAST TO 2025**

The net area differs from the gross area because the latter includes uncultivated patches, bays, ditches, lowlands, shoulders, shelterbelts, etc. If the crop under consideration is harvested more than once during the year as a consequence of successive cropping (i.e. the same crop is sown or planted more than once in the same field during the year), the area is counted as many times as it is harvested.

On the contrary, the area harvested will be recorded only once in the case of successive crop gathering during the year from the same standing crops. With regard to mixed and associated crops, the area areas relating to each crop should be reported separately.

When the mixture refers to particular crops, generally grains, it is recommended to treat the mixture as if it were a single crop. Therefore, the area areas is recorded only for the crop reported.

Production data refers to the actual harvested production from the field or orchard and gardens, including any harvesting and threshing losses and that part of crop not harvested for any reason. Production therefore includes the quantity of the commodity sold to the market (marketed production) and the quantity consumed or used by the producers (auto-consumption).

When the production data available refers to a production period falling into two successive calendar years.

And if it is not possible to allocate the relative production to either of them, it is usual to refer to the production data of that year into which the bulk of the production falls. The harvested production per unit of harvested area for crop products. In most cases, yield data is not recorded but obtained by dividing the production data by the data on the area harvested.

The net area differs from the gross area because the latter includes uncultivated patches, bays, ditches, lowlands, shoulders, shelterbelts, etc. If the crop under consideration is harvested more than once during the year as a consequence of successive cropping (i.e. the same crop is sown or planted more than once in the same field during the year), the area is counted as many times as it is harvested.

On the contrary, the area harvested will be recorded only once in the case of successive crop gathering during the year from the same standing crops. With regard to mixed and associated crops, the area areas relating to each crop should be reported separately.

When the mixture refers to particular crops, generally grains, it is recommended to treat the mixture as if it were a single crop. Therefore, the area areas is recorded only for the crop reported.

## B

The net area differs from the gross area because the latter includes uncultivated patches, bays, ditches, lowlands, shoulders, shelterbelts, etc. If the crop under consideration is harvested more than once during the year as a consequence of successive cropping (i.e. the same crop is sown or planted more than once in the same field during the year), the area is counted as many times as it is harvested.

On the contrary, the area harvested will be recorded only once in the case of successive crop gathering during the year from the same standing crops. With regard to mixed and associated crops, the area areas relating to each crop should be reported separately.

When the mixture refers to particular crops, generally grains, it is recommended to treat the mixture as if it were a single crop, therefore, the area areas is recorded only for the crop reported.

Production data refers to the actual harvested production from the field or orchard and gardens, including any harvesting and threshing losses and that part of crop not harvested for any reason. Production therefore includes the quantities of the commodity sold in the market (marketed production) and the quantities consumed or used by the producers (auto-consumption).

When the production data available refers to a production period falling into two successive calendar years.

And it is not possible to allocate the relative production to either of them, it is usual to refer to the production data of that year into which the bulk of the production falls. The harvested production per unit of harvested area for crop products. In most cases, yield data is not recorded but obtained by dividing the production data by the data on the area harvested.

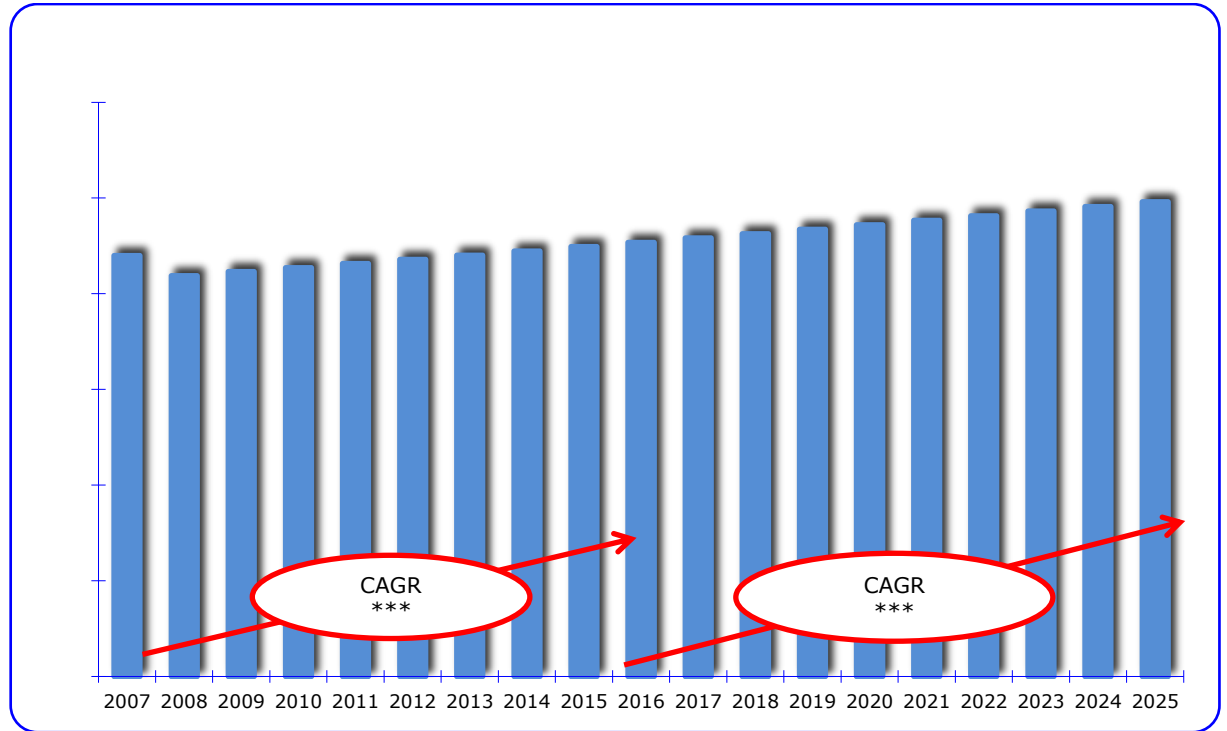
The net area differs from the gross area because the latter includes uncultivated patches, bays, ditches, lowlands, shoulders, shelterbelts, etc. If the crop under consideration is harvested more than once during the year as a consequence of successive cropping (i.e. the same crop is sown or planted more than once in the same field during the year), the area is counted as many times as it is harvested.

On the contrary, the area harvested will be recorded only once in the case of successive crop gathering during the year from the same standing crops. With regard to mixed and associated crops, the area areas relating to each crop should be reported separately.

When the mixture refers to particular crops, generally grains, it is recommended to treat the mixture as if it were a single crop, therefore, the area areas is recorded only for the crop reported.

B

Figure 7: Market Forecast To 2025



Source: \*\*\*



## B 4. PRODUCTION

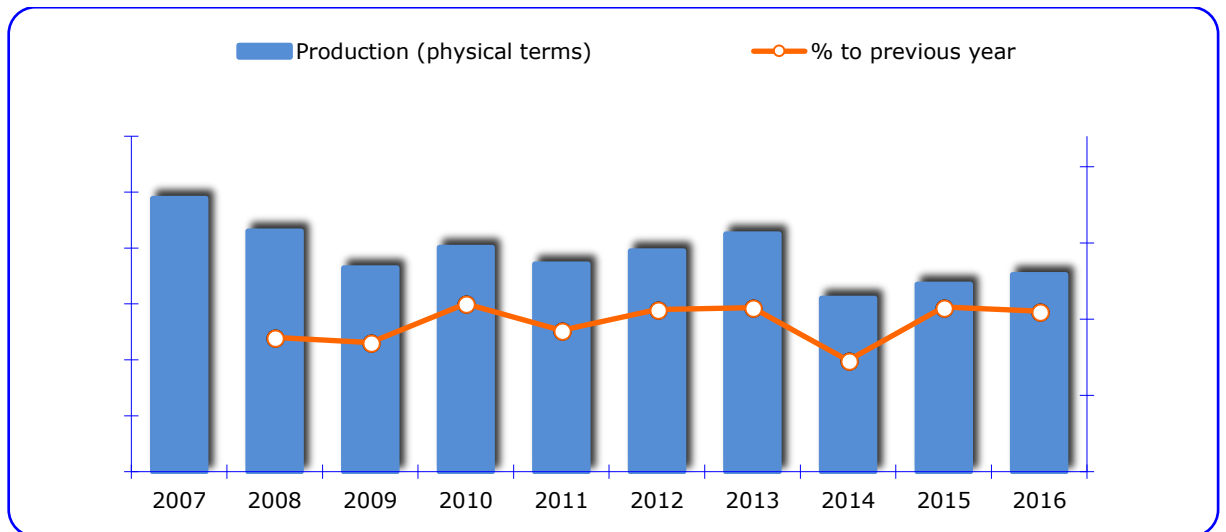
### 4.1 PRODUCTION FROM 2007-2016

The net area differs from the gross area (total) as the latter includes uncultivated patches, banyans, ditches, lowlands, shoulders, shelterbelts, etc. If the crop under consideration is harvested more than once during the year as a consequence of successive cropping (i.e. the same crop is sown or planted more than once in the same field during the year), the area is counted as many times as it is harvested.

On the contrary, the area harvested will be recorded only once in the case of successive crop gathering during the year from the same standing crops. With regard to mixed and associated crops, the area sown relating to each crop should be reported separately.

When the mixture refers to particular crops, generally grains, it is recommended to treat the mixture as if it were a single crop. Therefore, the area sown is recorded only for the crop reported.

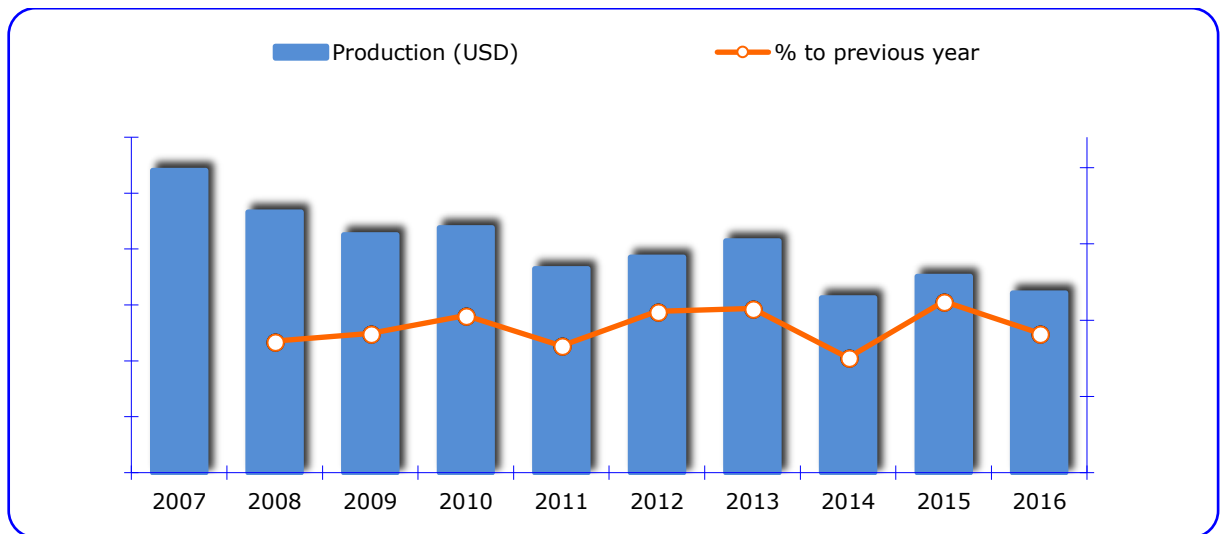
Figure 8: Production, in Physical Terms, 2007–2016  
(physical terms)



Source: \*\*\*

B

Figure 9: Production, in Value Terms, 2007–2016  
(million USD)



Source: \*\*\*

## 4.2 PRODUCTION BY COUNTRY

When the estimate refers to particular crops, generally grains, it is recommended to treat the estimate as if it were a single crop, therefore, the area sown is recorded only for the crop reported.

Production data refers to the actual harvested production from the field or orchard and gardens, including any harvesting and threshing losses and that part of crop not harvested for any reason. Production therefore includes the quantities of the commodity sold to the market (marketed production) and the quantities consumed or used by the producers (auto-consumption).

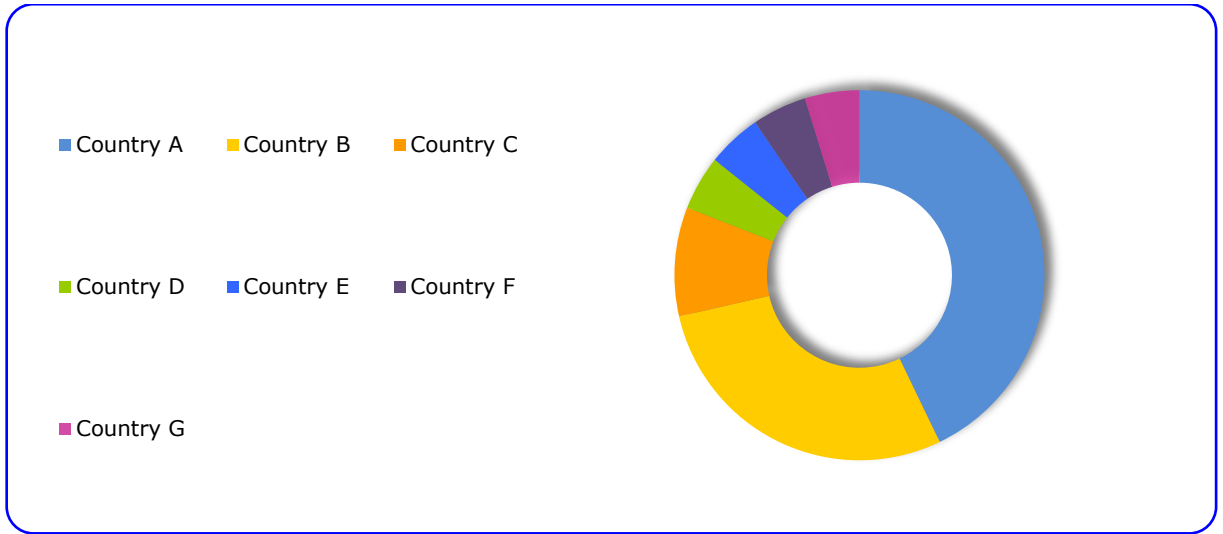
The net area differs from the gross area because the latter includes uncultivated patches, bushy areas, ditches, headlands, shoulders, shelterbelts, etc. If the crop under consideration is harvested more than once during the year as a consequence of successive cropping (i.e. the same crop is sown or planted more than once in the same field during the year), the area is counted as many times as it is harvested.

On the contrary, the area harvested will be recorded only once in the case of successive crop gathering during the year from the same standing crops. With regard to mixed and associated crops, the area sown relating to each crop should be reported separately.

When the estimate refers to particular crops, generally grains, it is recommended to treat the estimate as if it were a single crop, therefore, the area sown is recorded only for the crop reported.

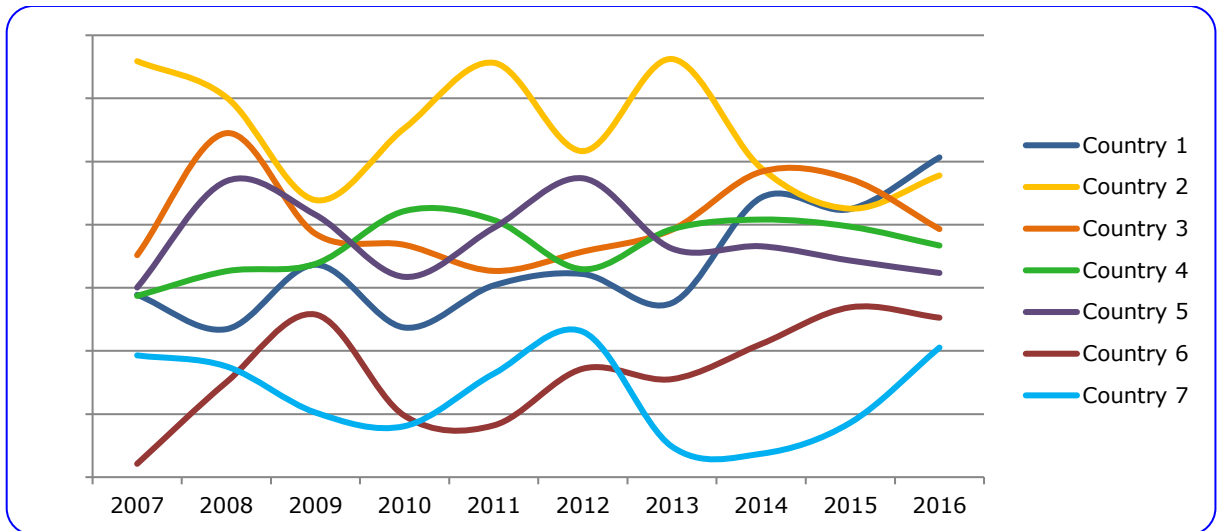
B

Figure 10: Production, by Country, 2016  
(physical terms)



Source: \*\*\*

Figure 11: Production, in Physical Terms, by Country, 2007–2016  
(physical terms)



Source: \*\*\*

When the mixture refers to particular crops, generally grains, it is recommended to treat the mixture as if it were a single crop. Therefore, the area series is recorded only for the crop reported.

Production data refers to the actual harvested production from the field or orchard and gardens, including any harvesting and threshing losses and that part of crop not harvested for any reason. Production therefore includes the quantities of the commodity sold to the market (marketed production) and the quantities consumed or used by the producers (auto-consumption).

B

Table 6: Production, in Physical Terms, by Country, 2007–2016  
(physical terms)

COUNTRY/PERIOD	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	CAGR, 2007- 2016
Country A	***	***	***	***	***	***	***	***	***	***	***
Country B	***	***	***	***	***	***	***	***	***	***	***
Country C	***	***	***	***	***	***	***	***	***	***	***
Country D	***	***	***	***	***	***	***	***	***	***	***
Country E	***	***	***	***	***	***	***	***	***	***	***
Country F	***	***	***	***	***	***	***	***	***	***	***
Country G	***	***	***	***	***	***	***	***	***	***	***
Country H	***	***	***	***	***	***	***	***	***	***	***
Country I	***	***	***	***	***	***	***	***	***	***	***
Country J	***	***	***	***	***	***	***	***	***	***	***
Others	***	***	***	***	***	***	***	***	***	***	***
Total	***	***	***	***	***	***	***	***	***	***	***

Source: \*\*\*

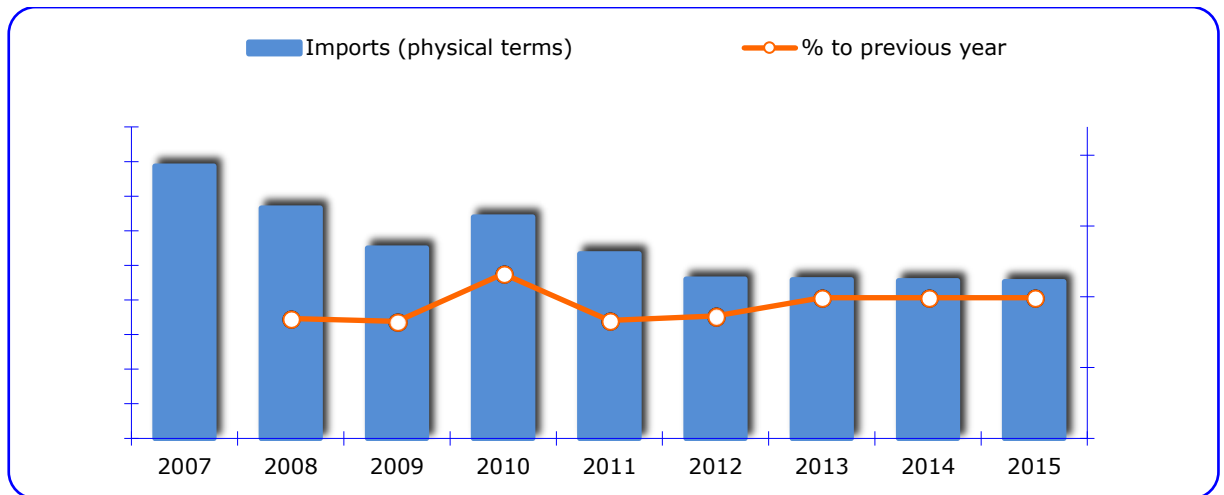
## B 5. IMPORTS

### 5.1 IMPORTS FROM 2007-2016

When the estimate refers to particular crops, generally grains, it is recommended to treat the estimate as if it were a single crop. Therefore, the area code is recorded only for the crop reported.

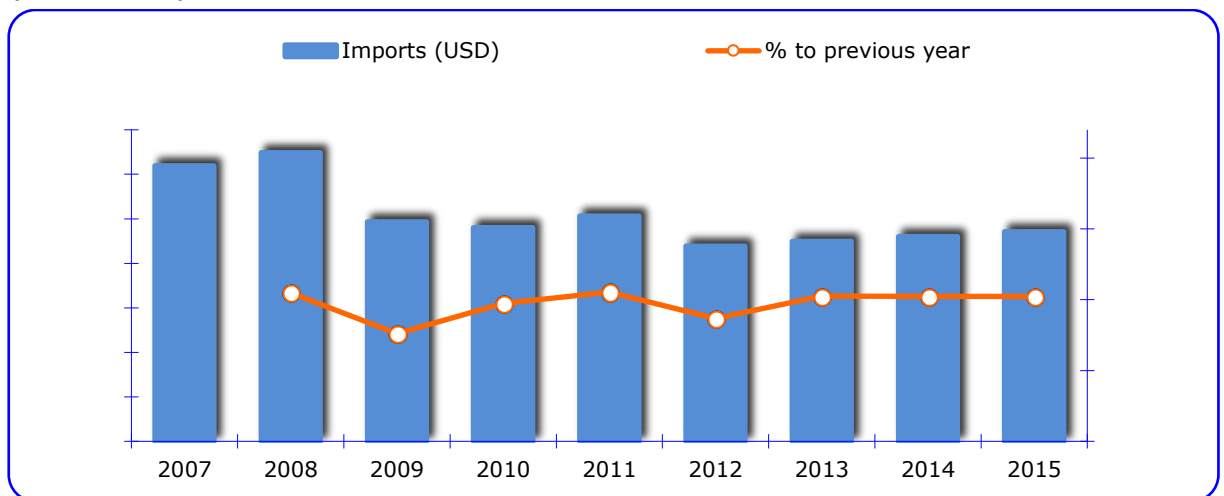
Production data refers to the actual harvested production from the field or orchard and garden, including any harvesting and threshing losses and that part of crop not harvested for any reason. Production therefore includes the quantities of the commodity sold to the market (marketed production) and the quantities consumed or used by the producers (own consumption).

Figure 12: Imports, in Physical Terms, 2007-2016  
(thousand tonnes)



Source: \*\*\*

Figure 13: Imports, in Value Terms, 2007-2016  
(million USD)



Source: \*\*\*

## B

## 5.2 IMPORTS BY COUNTRY

Data refers to the area from which a crop is gathered. The area harvested, therefore, includes the area from which, although sown or planted, there was no harvest due to damage, failure, etc. It is usually not for temporary crops and sometimes gross for permanent crops.

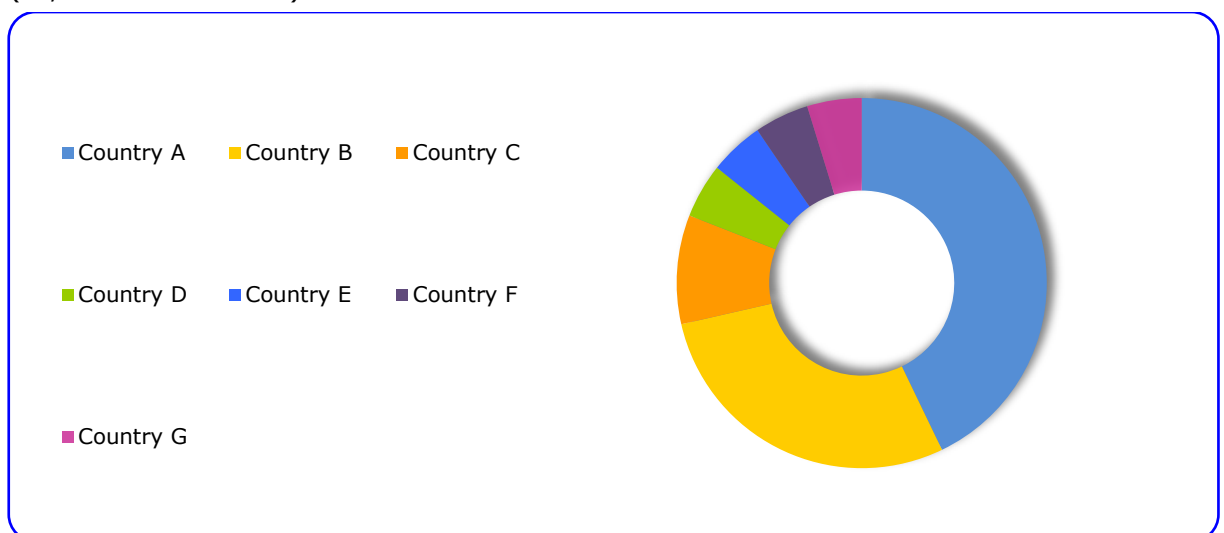
The net area differs from the gross area insofar as the latter includes uncultivated patches, bogs, etc., ditches, lowlands, shoulders, shelterbelts, etc. If the crop under consideration is harvested more than once during the year as a consequence of successive cropping (i.e. the same crop is sown or planted more than once in the same field during the year), the area is counted as many times as it is harvested.

On the contrary, the area harvested will be recorded only once in the case of successive crop gathering during the year from the same standing crops. With regard to mixed and associated crops, the area sown relating to each crop should be reported separately.

When the mixture refers to particular crops, generally grains, it is recommended to treat the mixture as if it were a single crop, therefore, the area sown is recorded only for the crop reported.

Production data refers to the actual harvested production from the field or orchard and gardens, including any harvesting and threshing losses and that part of crop not harvested for any reason. Production therefore includes the quantities of the commodity sold in the market (marketed production) and the quantities consumed or used by the producers (auto-consumption).

Figure 14: Imports, in Physical Terms, by Country, 2016  
(%, based on tonnes)



Source: \*\*\*

B

Table 7: Imports, in Physical Terms, by Country, 2007-2016  
(thousand tonnes)

COUNTRY/ PERIOD	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	CAGR, 2007- 2016
Country A	***	***	***	***	***	***	***	***	***	***	***
Country B	***	***	***	***	***	***	***	***	***	***	***
Country C	***	***	***	***	***	***	***	***	***	***	***
Country D	***	***	***	***	***	***	***	***	***	***	***
Country E	***	***	***	***	***	***	***	***	***	***	***
Country F	***	***	***	***	***	***	***	***	***	***	***
Country G	***	***	***	***	***	***	***	***	***	***	***
Country H	***	***	***	***	***	***	***	***	***	***	***
Country I	***	***	***	***	***	***	***	***	***	***	***
Country J	***	***	***	***	***	***	***	***	***	***	***
Others	***	***	***	***	***	***	***	***	***	***	***
Total	***	***	***	***	***	***	***	***	***	***	***

Source: \*\*\*

Table 8: Imports, in Value Terms, by Country, 2007-2016  
(million USD)

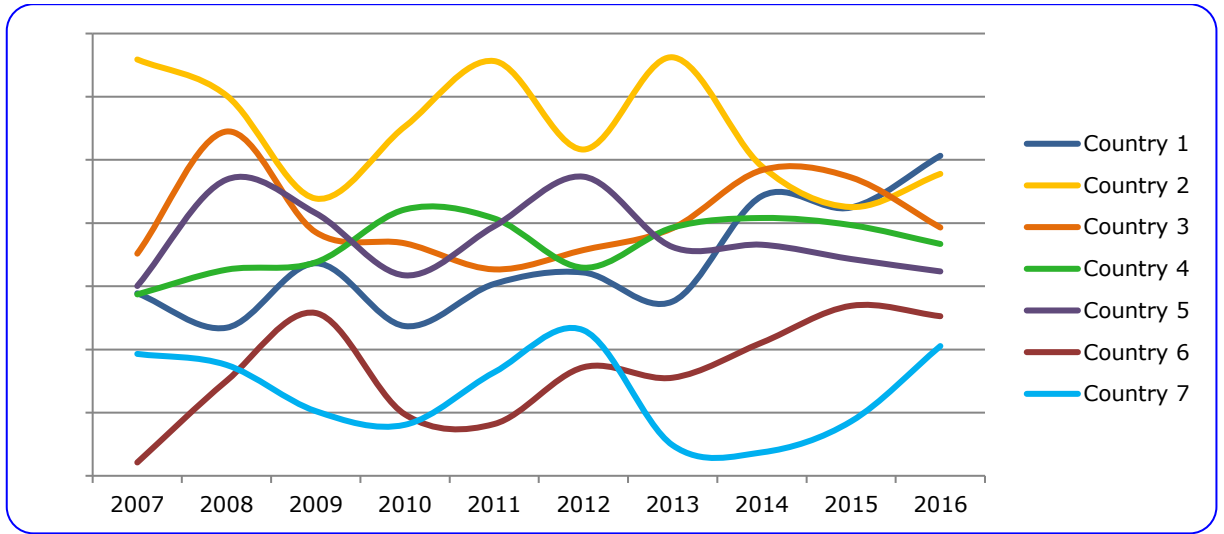
COUNTRY/ PERIOD	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	CAGR, 2007- 2016
Country A	***	***	***	***	***	***	***	***	***	***	***
Country B	***	***	***	***	***	***	***	***	***	***	***
Country C	***	***	***	***	***	***	***	***	***	***	***
Country D	***	***	***	***	***	***	***	***	***	***	***
Country E	***	***	***	***	***	***	***	***	***	***	***
Country F	***	***	***	***	***	***	***	***	***	***	***
Country G	***	***	***	***	***	***	***	***	***	***	***
Country H	***	***	***	***	***	***	***	***	***	***	***
Country I	***	***	***	***	***	***	***	***	***	***	***
Country J	***	***	***	***	***	***	***	***	***	***	***
Others	***	***	***	***	***	***	***	***	***	***	***
Total	***	***	***	***	***	***	***	***	***	***	***

Source: \*\*\*



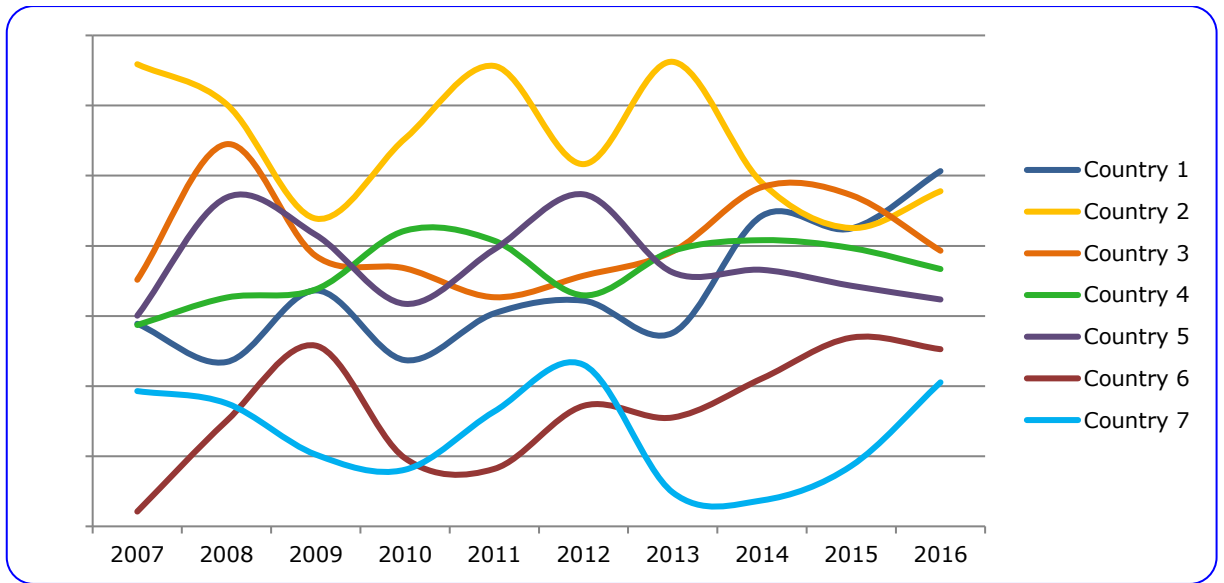
B

Figure 15: Imports, in Physical Terms, by Country, 2007-2016 (thousand tonnes)



Source: \*\*\*

Figure 16: Imports, in Value Terms, by Country, 2007-2016 (million USD)



Source: \*\*\*

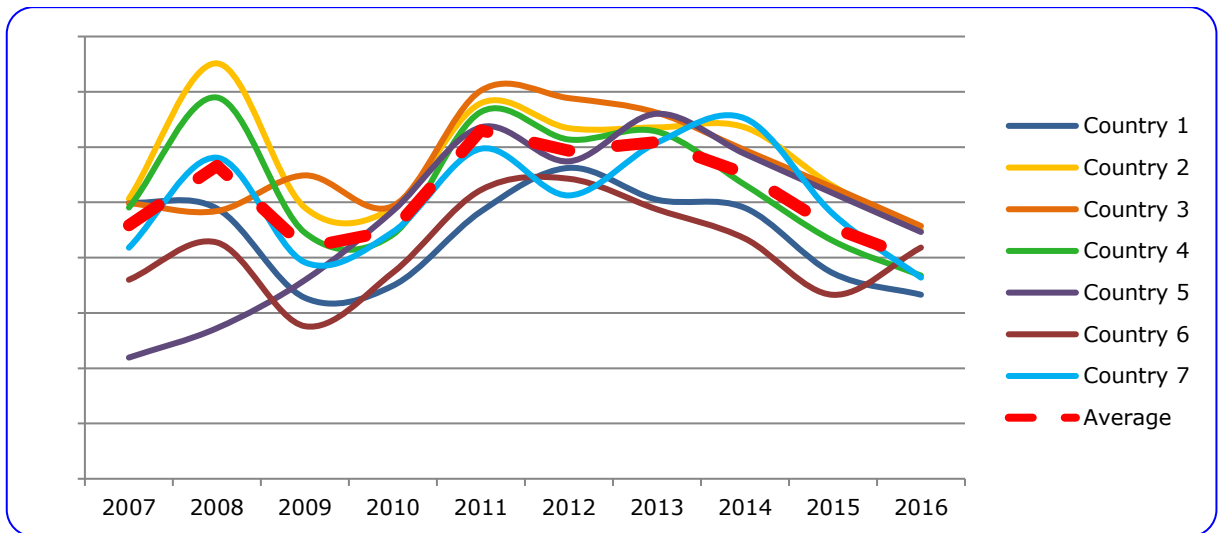
**B**

**5.3 IMPORT PRICES BY COUNTRY**

When the estimate refers to particular crops, generally grains, it is recommended to treat the estimate as if it were a single crop, therefore, the area given is recorded only for the crop reported.

Production data refers to the actual harvested production from the field or orchard and gardens, including any harvesting and threshing losses and that part of crop not harvested for any reason. Production therefore includes the quantities of the commodity sold to the market (marketed production) and the quantities consumed or used by the producers (auto consumption).

Figure 17: Import Prices, by Country, 2007-2016 (USD per kg)



Source: \*\*\*

Table 9: Import Prices, by Country of Destination, 2007-2016 (USD per kg)

COUNTRY/ PERIOD	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	CAGR, 2007- 2016
Country A	***	***	***	***	***	***	***	***	***	***	***
Country B	***	***	***	***	***	***	***	***	***	***	***
Country C	***	***	***	***	***	***	***	***	***	***	***
Country D	***	***	***	***	***	***	***	***	***	***	***
Country E	***	***	***	***	***	***	***	***	***	***	***
Country F	***	***	***	***	***	***	***	***	***	***	***
Country G	***	***	***	***	***	***	***	***	***	***	***
Country H	***	***	***	***	***	***	***	***	***	***	***
Country I	***	***	***	***	***	***	***	***	***	***	***
Country J	***	***	***	***	***	***	***	***	***	***	***
Average	***	***	***	***	***	***	***	***	***	***	***

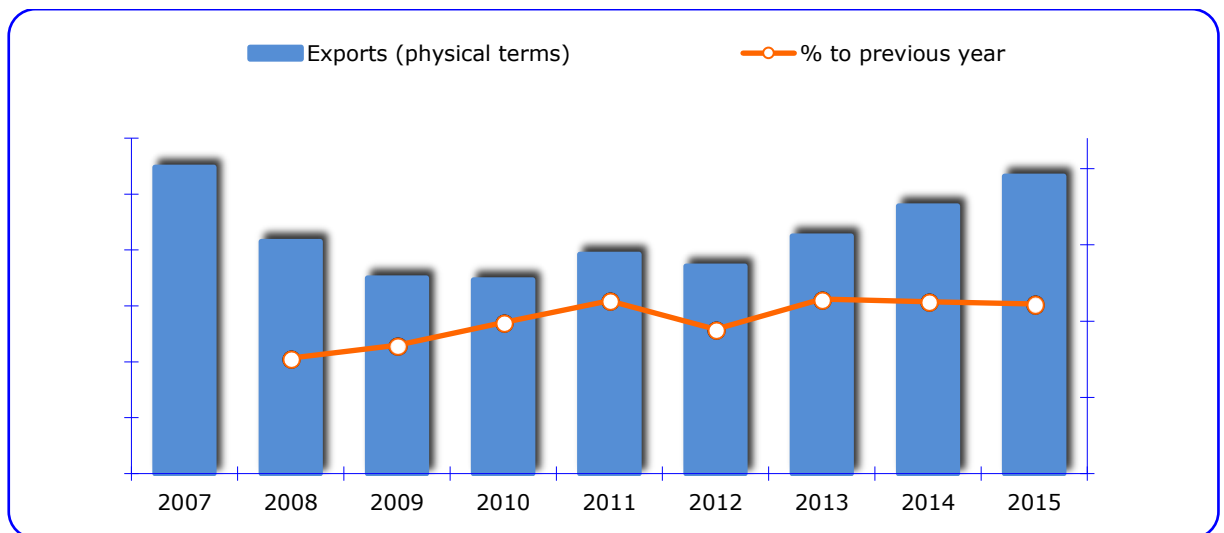
Source: \*\*\*

## B 6. EXPORTS

### 6.1 EXPORTS FROM 2007-2016

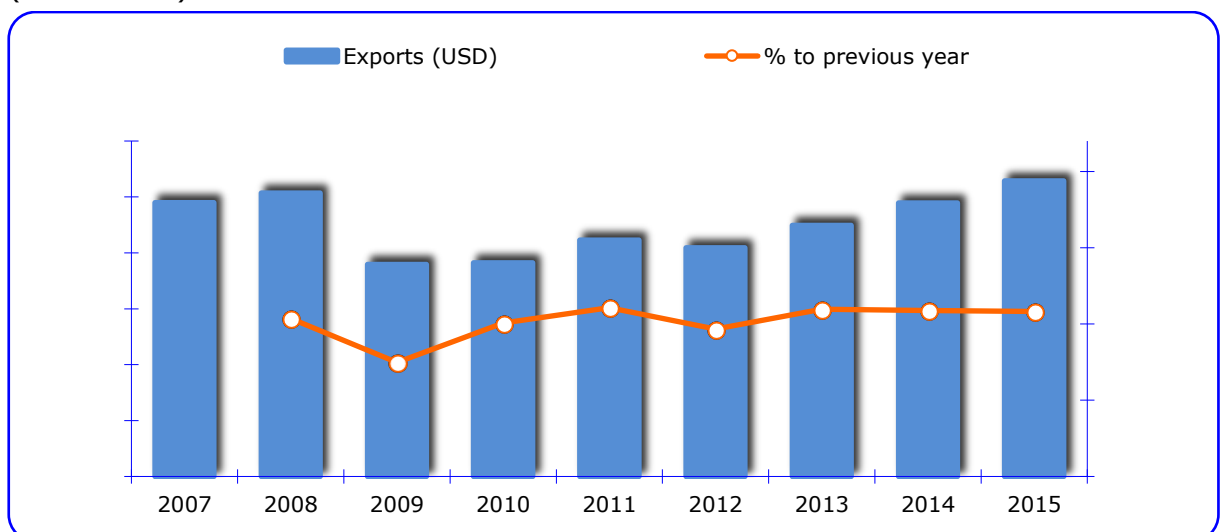
Production data refers to the actual harvested production from the field or orchard and garden, including any harvesting and threshing losses and that part of crop not harvested for any reason. Production therefore includes the quantity of the commodity sold in the market (marketed production) and the quantity consumed or used by the producers (own consumption).

Figure 18: Exports, in Physical Terms, 2007-2016  
(thousand tonnes)



Source: \*\*\*

Figure 19: Exports, in Value Terms, 2007-2016  
(million USD)



Source: \*\*\*

**B**

## 6.2 EXPORTS BY COUNTRY

Data refers to the area from which a crop is gathered. The area harvested, therefore, includes the area from which, although sown or planted, there was no harvest due to damage, failure, etc. It is usually not for temporary crops and sometimes gross for permanent crops.

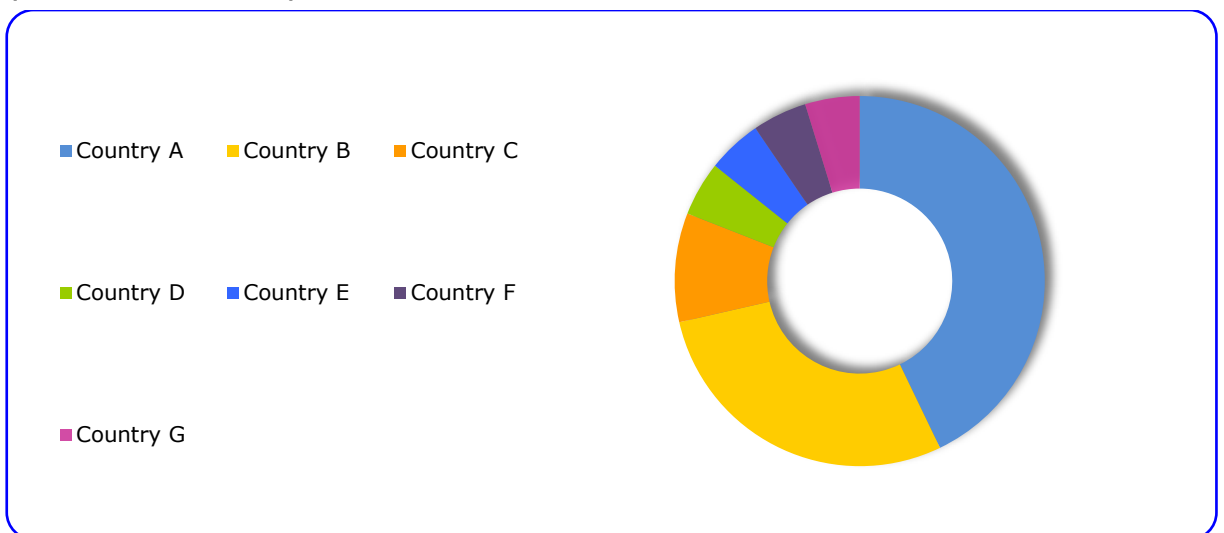
The net area differs from the gross area insofar as the latter includes uncultivated patches, bays, ditches, lowlands, shoulders, shelterbelts, etc. If the crop under consideration is harvested more than once during the year as a consequence of successive cropping (i.e. the same crop is sown or planted more than once in the same field during the year), the area is counted as many times as it is harvested.

On the contrary, the area harvested will be recorded only once in the case of successive crop gathering during the year from the same standing crops. With regard to mixed and associated crops, the area sown relating to each crop should be reported separately.

When the mixture refers to particular crops, generally grains, it is recommended to treat the mixture as if it were a single crop, therefore, the area sown is recorded only for the crop reported.

Production data refers to the actual harvested production from the field or orchard and gardens, including any harvesting and threshing losses and that part of crop not harvested for any reason. Production therefore includes the quantities of the commodity sold in the market (marketed production) and the quantities consumed or used by the producers (auto consumption).

Figure 20: Exports, in Physical Terms, by Country, 2016  
(%, based on tonnes)



Source: \*\*\*

B

Table 10: Exports, in Physical Terms, by Country, 2007-2016  
(thousand tonnes)

COUNTRY/ PERIOD	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	CAGR, 2007- 2016
Country A	***	***	***	***	***	***	***	***	***	***	***
Country B	***	***	***	***	***	***	***	***	***	***	***
Country C	***	***	***	***	***	***	***	***	***	***	***
Country D	***	***	***	***	***	***	***	***	***	***	***
Country E	***	***	***	***	***	***	***	***	***	***	***
Country F	***	***	***	***	***	***	***	***	***	***	***
Country G	***	***	***	***	***	***	***	***	***	***	***
Country H	***	***	***	***	***	***	***	***	***	***	***
Country I	***	***	***	***	***	***	***	***	***	***	***
Country J	***	***	***	***	***	***	***	***	***	***	***
Others	***	***	***	***	***	***	***	***	***	***	***
Total	***	***	***	***	***	***	***	***	***	***	***

Source: \*\*\*

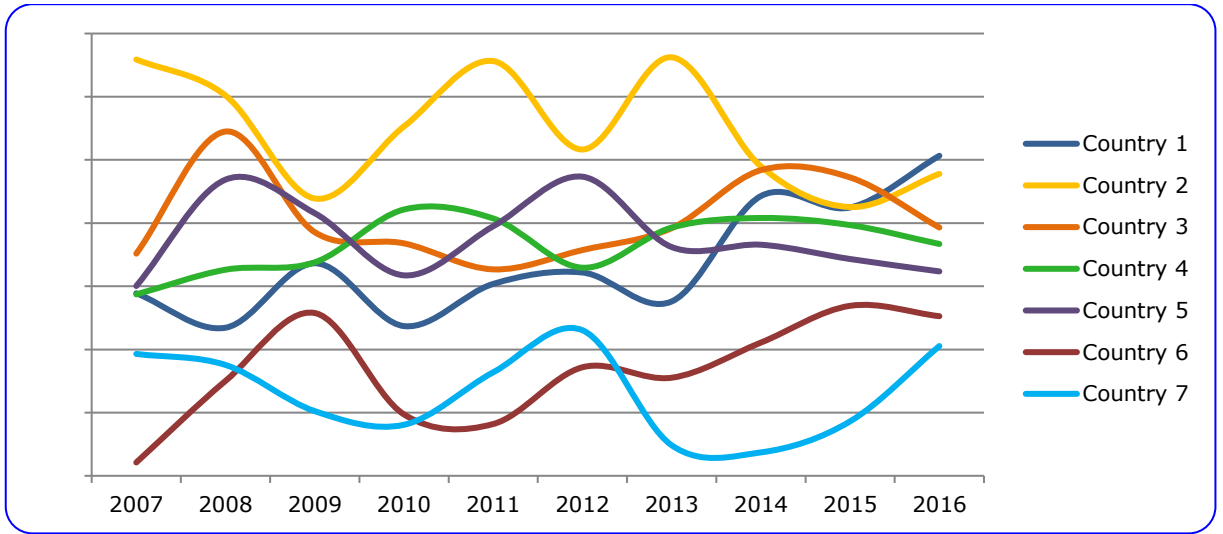
Table 11: Exports, in Value Terms, by Country, 2007-2016  
(million USD)

COUNTRY/ PERIOD	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	CAGR, 2007- 2016
Country A	***	***	***	***	***	***	***	***	***	***	***
Country B	***	***	***	***	***	***	***	***	***	***	***
Country C	***	***	***	***	***	***	***	***	***	***	***
Country D	***	***	***	***	***	***	***	***	***	***	***
Country E	***	***	***	***	***	***	***	***	***	***	***
Country F	***	***	***	***	***	***	***	***	***	***	***
Country G	***	***	***	***	***	***	***	***	***	***	***
Country H	***	***	***	***	***	***	***	***	***	***	***
Country I	***	***	***	***	***	***	***	***	***	***	***
Country J	***	***	***	***	***	***	***	***	***	***	***
Others	***	***	***	***	***	***	***	***	***	***	***
Total	***	***	***	***	***	***	***	***	***	***	***

Source: \*\*\*

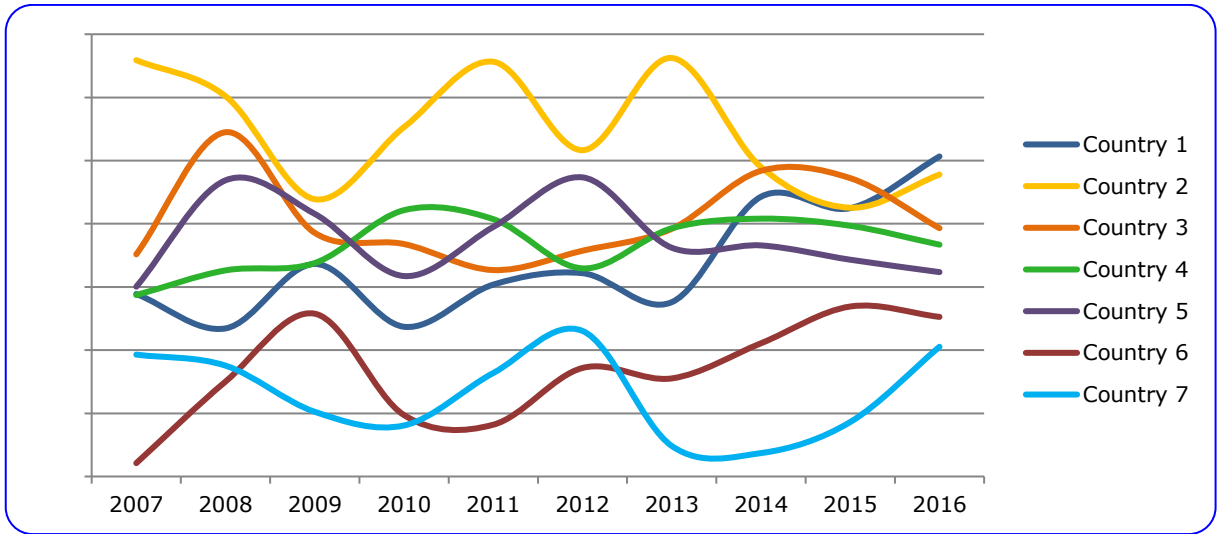
**B**

Figure 21: Exports, in Physical Terms, by Country, 2007-2016  
(thousand tonnes)



Source: \*\*\*

Figure 22: Exports, in Value Terms, by Country, 2007-2016  
(million USD)



Source: \*\*\*

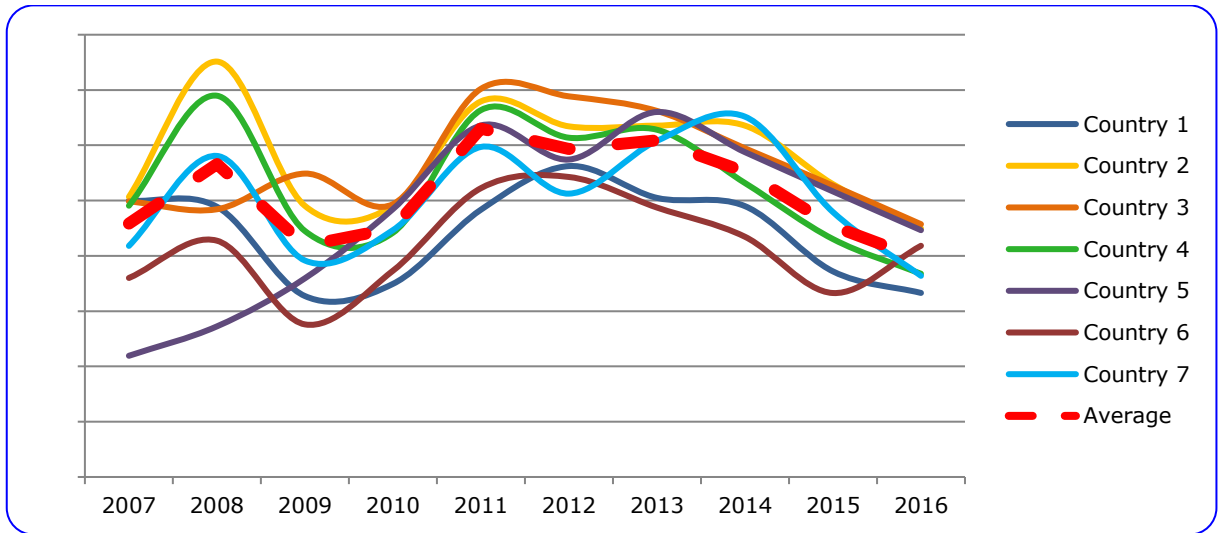
**B**

**6.3 EXPORT PRICES BY COUNTRY**

When the estimate refers to particular crops, generally grains, it is recommended to treat the estimate as if it were a single crop. Therefore, the area used is recorded only for the crop reported.

Production data refers to the actual harvested production from the field or orchard and garden, including any harvesting and threshing losses and that part of crop not harvested for any reason. Production therefore includes the quantities of the commodity sold in the market (marketed production) and the quantities consumed or used by the producers (auto-consumption).

Figure 23: Export Prices, 2007-2016  
(USD per kg)



Source: \*\*\*

Table 12: Export Prices, by Country of Origin, 2007-2016  
(USD per kg)

COUNTRY/ PERIOD	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	CAGR, 2007- 2016
Country A	***	***	***	***	***	***	***	***	***	***	***
Country B	***	***	***	***	***	***	***	***	***	***	***
Country C	***	***	***	***	***	***	***	***	***	***	***
Country D	***	***	***	***	***	***	***	***	***	***	***
Country E	***	***	***	***	***	***	***	***	***	***	***
Country F	***	***	***	***	***	***	***	***	***	***	***
Country G	***	***	***	***	***	***	***	***	***	***	***
Country H	***	***	***	***	***	***	***	***	***	***	***
Country I	***	***	***	***	***	***	***	***	***	***	***
Country J	***	***	***	***	***	***	***	***	***	***	***
Average	***	***	***	***	***	***	***	***	***	***	***

Source: \*\*\*



**B**

## 7. COUNTRY PROFILES

Country profiles are to be provided as an appendix to the report

## B

## 8. PROFILES OF MAJOR PRODUCERS

Data refers to the area from which a crop is gathered. The area harvested, therefore, includes the area from which, although sown or planted, there was no harvest due to damage, failure, etc. It is usually not for temporary crops and sometimes gross for permanent crops.

The net area differs from the gross area insofar as the latter includes uncultivated patches, bays, ditches, headlands, shoulders, shelterbelts, etc. If the crop under consideration is harvested more than once during the year as a consequence of successive cropping (i.e. the same crop is sown or planted more than once in the same field during the year), the area is counted as many times as it is harvested.

On the contrary, the area harvested will be recorded only once in the case of successive crop gathering during the year from the same standing crops. With regard to mixed and associated crops, the area sown relating to each crop should be reported separately.

When the mixture refers to particular crops, generally grains, it is recommended to treat the mixture as if it were a single crop. Therefore, the area sown is recorded only for the crop reported.

Production data refers to the actual harvested production from the field or orchard and gardens, including any harvesting and threshing losses and that part of crop not harvested for any reason. Production therefore includes the quantity of the commodity sold in the market (marketed production) and the quantity consumed or used by the producers (self-consumption).

When the production data available refers to a production period falling into two successive calendar years.

Source:  
FAO Statistical Service  
Database  
Food Crops  
2015-2016  
Global Data  
© FAO 2016  
<http://www.fao.org>

## B

*Primary Data*

Primary Business Name	***
International Dialing Code	***
Year Started	***
Annual Sales Volume	***
Annual Sales Volume Indicator	***
Local Currency Code	***
Location Type	***
Ownership Type Indicator	***
Out Of Business Indicator	***
FIPS MSA Code	***
FIPS MSA Code Description	***
Primary Tradestyle	***
D-U-N-S Number	***
Primary SIC Code	***
Primary SIC Description	***
Primary SIC8 Code	***
Primary SIC8 Description	***
Primary NAICS Code	***
Primary NAICS Description	***
Longitude	***
Latitude	***

*Firmographic Data*

Number of Employees - Total	***
Number of Employees - Total Indicator	***
Number of Employees - Location	***
Number of Employees - Location Indicator	***
Prior Year Revenue	***
Legal Structure	***
Subsidiary Indicator	***
Import/Export	***
Small Business Indicator	***
Woman-Owned Indicator	***
Minority-Owned Indicator	***
Location Ownership Indicator	***
US Tax ID Number	***
Geocode Accuracy	***
Delinquency Risk	***
Marketing Segmentation Cluster	***

**B**

**If you need further information, please do not hesitate to contact us on the details below.**

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