

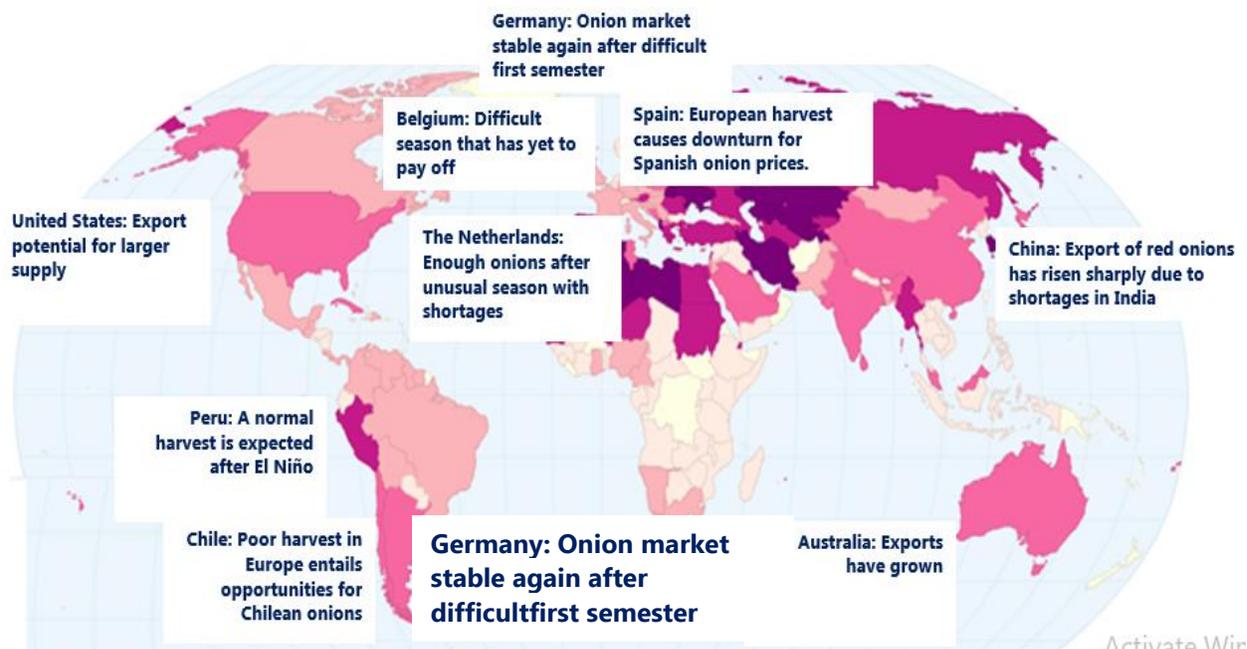


# Dehydrated Onion

Processing and preservation of onion by suitable means is a major thrust area since a long time. These techniques are mainly used for preservation and value addition of onion. It is used in number of food items like soup, fast food, pizza, vegetables, dry sauces, etc.

## Latest Updates in International Market

### GLOBAL ONION SCENARIO



Last season was characterized by unusually high prices in the markets due to an almost worldwide shortage of onions. This year, there is an abundant supply in all producing countries and there are higher quantities of onions available, with bigger sizes and better quality than last year. The prices were very good until they suddenly collapsed in July, which caused an instability in sales. Once the prices hit bottom, they stabilized and so far they have remained without fluctuations. The market has returned to normal now, though prices are still low and not much profit is being made.

### **The Netherlands: Enough onions after unusual season with shortages**

Following a strange year with little supply and sky-high prices, the situation for Dutch onion exporters is normal once again. Despite the dry conditions, this year's harvest is looking good. VTA estimates published this week showed that the average yield stands at 59.6 tons per hectare, which is in line with the long-term average. In 2018, it had dropped to 41.4 tons per hectare. This means that the yield per hectare is currently more than 44% higher than in the previous season.

Export figures show that fewer onions were exported during the first eight weeks of the season, but exports to Brazil increased strikingly. Africa and the Far East are now also on the market. There is also a remarkably early demand from Eastern Europe. **The price per pack oscillates between 0.17 and 0.19 Euro;** a price with which both growers and traders should be able to make some profits. Last year, onions seemed to suddenly be able to arrive to Europe from all over the world, but given the good quality (the harvest is currently being harvested under excellent conditions) and a competitive price, the Dutch hope to regain their export share again soon. This is desperately needed, as due to the good yields and the greater acreage, there are a lot of onions to sell.

### **Germany: Onion market stable again after difficult first semester**

Due to the heat recorded in 2018 and the resulting market shortage, the German onion market was exceptionally empty in the first half of 2019. The lack of domestic onions resulted in a switch to imported products. The onions from Italy and other countries have been in great demand in the German market

### **Austria: Prices remain stable**

In Austria, the main harvest has been quickly resumed after a short break. The supply of onions for domestic consumption is large, but price pressure is not yet an issue. The domestic demand is satisfactory, in line with the season, with retail ads giving an extra boost. With regard to exports,

### **Belgium: Difficult season that has yet to pay off**

It is fairly quiet on the Belgian onion market. The demand is lagging behind and prices are lower than expected. Producers have had a difficult growing season. A lot of water was needed and due to the dry weather, the risk of diseases, such as Fusarium, has been high. But these efforts have yet to pay off. Traders hope that the market will pick up again when all the seed onions have left the ground and exports start, but that remains to be seen.

### **France: Despite the dry weather in France, there is a reasonable onion production.**

The onion harvest has taken place between June and September. The price for French onions is strongly determined by that in other producing countries in Europe. Still, the prospect is that prices will fall, since there will be more onions on the market. The supply may be greater than the demand.

### **Spain: European harvest causes downturn for Spanish onion prices**

The heavy rains in Valencia, Alicante, Murcia and part of Albacete have delayed the onion harvest. The season had been ahead of schedule prior to the damaging weather. This was especially true in Albacete, one of the few onion producing areas where the weather has been very mild so far and

there is relatively little movement: The prices remain stable, with between 23 and 28 Euro / 100 kg paid for cleaned and sorted goods.

there has been very little rain. For now it is expected that there will be no negative influences on the production's quality due to the weather since the onion growing areas haven't flooded and the rains have not been accompanied by hail. However, there will be a delay in the harvest, since the onion can't be harvested if it is wet.

#### **Italy: Market prefers domestic onions**

The production of onions in Emilia-Romagna, in the north of Italy, has exceeded that of 2018. The prices are good in general. Still, there have been some quality problems affecting red and white onions due to the bad weather just before the harvest, and the shelf life of those onions has been affected. The prices paid to the growers have oscillated between 0.18 and 0.22 € / kg in the case of golden onions and between 0.25 and 0.30 € / kg in the case of the red and white ones. Growers have been enjoying good sales and they will be able to keep them up. Most onions are sold on the domestic market. **Onions are sold on the Italian wholesale market for between € 0.50 and € 1.80 / kg, depending on the variety and origin. In addition to the Italian, French and Dutch onions are also available**

#### **Greece: Better results after a poor harvest**

Onions are harvested twice a year in Greece, in April and in August. By keeping them in cold storage, onions can be sold all year round, but the export season runs from April to the end of the summer. So far, the harvest has gone well, which is nice, given the poor harvest in Europe last year as a result of the heat wave. The prices are a bit on the high side, which is good news for exporters, but bad news for importers. The demand remains at the same level.

#### **China: Export of red onions has risen sharply due to shortages in India**

The Chinese onion market has changed compared to last year. Whereas last year there were still a shortage of Dutch onions and Chinese onions were able to fill that gap, there is no shortage of onions in the Netherlands this year. **As a result, the export of Chinese onions has fallen compared to last year, even though it remains at a similar level to that of previous years.** Chinese onions have also had to deal with extreme weather. As a result, **prices have gone up**, but as more production areas started supplying their onions, the price fell again. At the moment, **the price for red onions is very high.**

### **United States: Export potential for larger supply**

Onion prices have been high in the spring and summer, but changes in the market are imminent with the arrival of the new harvest. "We are seeing good stocks coming in at the moment," says a trader. "Things should be better now than last year." The weather hasn't caused any trouble and the harvest started on time in the Northwest. In California, the production volume is comparable to last year's. The harvest is being carried out until mid-November. The new season will kick off at the end of April 2020. Whereas the demand for onions in the retail is somewhat lower at the moment, this is not the case in the Foodservice. The demand for sliced onions is stable. Products here should not only taste good, but also be visually attractive. There is export potential given the larger supply of onions. "I think exports start as soon as the supply increases," says a trader. "Shipments go mostly to Panama, Guatemala, Honduras, South Korea, Taiwan, Hong Kong and the Dominican Republic. There are even opportunities to export to Mexico. "The prices are good at the moment, but lower than last year's. The prospect is that prices will fall a little further as the volumes available increase.

### **Peru: A normal harvest is expected after El Niño**

Due to Peru's geography, onions can be harvested several times a year in this country. The first harvest starts at the end of June in Ica and Olmos, while the coastal region starts harvesting at the end of November. The harvest has been turbulent in recent years as a result of El Niño. This year, onion producers seem to be having a normal season again, with average quality, normal volumes and large sizes. Local growers are the main competition in the country. Peru's export market mainly fills the gaps in the US market and some European markets. As soon as the onion season ends there, exports can begin.

### **Chile: Poor harvest in Europe entails opportunities for Chilean onions**

The harvest for export starts at the end of February and continues until the end of April. Due to the favorable weather conditions, the harvest can last for several months longer and the export season can be extended with the volumes kept in cold storage. The Chilean market has been affected by developments in the European market, especially when it comes to better technologies for the storage of onions. This is taking a toll on the country's export potential, which is increasingly reduced. Chile is focusing on the medium and large formats in order to fill in the off-season gap of Spanish onions. However, the Chileans have had a good season this year due to the poor harvest in Europe last summer, which gave Chile an opportunity to fill the gap in the market. For the 2019 season, the production increased by 7%, after having shrunk in the previous 9 seasons. The most important export markets for Chile are Spain, Brazil and the UK, which together account for 80% of the volume of Chilean onions.

### **Australia: Exports have grown**

Australian onion exports are growing. By the end of June 2018, there was a 23% increase in the total volume. The value of exports has increased by 20%. According to a grower, this increase has been mainly due to the dramatic season on the European market in 2018. Nevertheless, it is believed that this growing trade can continue. Imports fell by 34% last year.

### **EMERGENCY SUPPLY OF ONIONS IN BANGLADESH**

Bangladesh is having emergency supplies of onions flown-in amid a national shortage which has seen prices rise to record levels, with the prime minister claiming she has even been forced to stop eating the vegetable. The cost of the staple cooking ingredient rocketed after neighbouring India imposed a ban on exports following drought and heavy monsoon rains which reduced the country's own stock levels. People in Bangladesh have since struggled to afford the bulb, prompting the country's largest opposition party to call for national protests over the high prices, which they blame on the government. Such is the centrality of the vegetable to daily cooking habits in South Asia that shortages have been known to trigger political fallouts and widespread discontent within the region.

### **ONION CRISIS IN NEPAL**

In Nepal, people are hunkering down for a long and grueling onion crisis. Last year, the country imported 370 million pounds of Indian onions. Now the onions aren't coming in. Nepal can't make onions in factories, and local production is minimal. Their only option is to eat less onion. Some people mused about importing from China, but Chinese onions tend to be big and flashy, so Nepalese don't prefer it.

### **TEAR-LESS ONION IN JAPAN**

Japanese researchers spent 20 years trying to create an onion that wouldn't make people cry when cutting it, and the future has (sort of) arrived with the Smile Ball. While the Smile Ball won't make you cry, apparently it's a bit different from regular onions—Smile Balls don't smell like regular onions, and eaten raw they taste sweet, like apples. Despite the slightly different flavor profile, Smile Balls have proven to be something of a hit. The onions were market tested in Tokyo department stores and online, and they completely sold out immediately. When the Smile Balls roll out en masse, they'll cost US \$4.30 for a pair, or about double what normal onions cost in Japan. The tears in onions are caused by a chemical reaction that occurs when an onion is cut, and in the case of the Asda Sweet Red, the farmer that developed the onion selectively bred onions with lower pungency levels in order to create an onion that won't make people cry.

## **PHILIPS SET TO EXPORT ONIONS TO INDONESIA**

They are asking for white and red onions, and shallots.

## **DEMAND FOR EUROPEAN ONION ON THE RISE**

In addition to exporting to India, red onions from China are also popular in other Southeast Asian and Middle Eastern countries. "The harvest of red onions starts in May and the crop becomes available on the market in batches. Chinese products are very popular in Southeast Asia and the Middle East. For example, Malaysia is the main export destination of our products, while Thailand, the Philippines, and the Middle East are close behind. The price is relatively stable and there are no big fluctuations. Most countries are again ordering European onions. Perhaps the price of European onions will fall again, and Chinese onions will face many challenges in competing with them. Despite this, exports are still taking place to several countries in Southeast Asia and the Middle East.

## **PRODUCTION OF DUTCH ONIONS HAS RETURNED TO NORMAL**

In contrast to the export market situation in India, demand for onion exports in the European market has slowed down this year. Last year, due to the extreme weather, the onion production in the Netherlands, the main producer in Europe, fell sharply, so these markets had to rely on onion imports from other producers, from which China benefited greatly, and export prices once soared, but this year's situation is very different. In general, the production of Dutch onions has returned to normal, and the demand for Chinese onions in the European market has slowed down.

# **For Venezuela, Producing Onions More Important Than Producing Oil**

**Of all things: onions; a non-commodity mostly used to add taste to rice and salads and maybe a steak, an animal protein that most Venezuelans can no longer afford.**

## ONION TRADE OF THE WORLD IS SHOWING INCREASING TREND

Global sales from onions exported by country totaled US\$3.5 billion in 2018. Overall, the value of exported onions rose by an average 12.1% for all exporting countries since 2014 when international sales of onions were valued at \$3.2 billion. Year over year, the value of globally exported onions accelerated by 9.2% from 2017 to 2018. Among continents, Asia sold the highest dollar worth of exported onions during 2018 with shipments valued at \$1.24 billion or more than a third (35%) of the global total. In second place were exporters in Europe at 33.9%, while 19.9% of worldwide shipments of onions originated from North America.

## GLOBAL IMPACT OF INDIA'S BAN ON ONION EXPORTS

India may keep a ban on onion exports until February because domestic prices have risen after the harvest of summer-sown crops, which were expected to augment supplies, was delayed and damaged by untimely rains. The ban on overseas sales by India, the world's biggest exporter of the bulb, will keep prices elevated in Asia and require importers in Nepal, Bangladesh and Sri Lanka to find other sources to fulfil their demand.

From January onwards supplies are expected to rise meaningfully. Once prices come down to a comfortable level, then India may allow exports again. Since India's ban, onion prices have spiralled in Asia and forcing leading buyers such as Bangladesh and Sri Lanka to source the crop from Myanmar, Egypt, Turkey and China. But the hefty volumes lost will be hard to replace as India exports more than 2 million tonnes onions per year. China or Egypt cannot replace the entire Indian supplies. Asian buyers are waiting for Indian supplies.

A kilo of onions usually costs 30 taka (27p) but has risen to 260 taka (£2.37) after India's ban was enforced. Several onion consignments arrived at a major port in Chittagong city on Sunday after the government imported the bulb from Myanmar, Turkey, China and Egypt. The state-run Trading Corporation of Bangladesh (TCB) is also selling the vegetable at a discounted price of 45 taka per kilo in Dhaka, with long queues forming to purchase the subsidised onions.

## THE PUZZLE OF LOW PRICE AND LOW MARKET SHARE

India offers 071220 at a very low price (2591.266 FLP) to Japan. Still India's share is just 1.5%, compared to rivals like US (4524.59 FLP, 55% market share), China (4962.77 FLP, 20% market share) and Egypt (2776.23 FLP, 16.5% market share). India offers 071220 at very low price (2091.6 FLP) to Indonesia. Still India's share is just 3%, compared to rivals like US (3552.15 FLP, 82.4% market share) and China (2408 FLP, 13.8% market share). This shows that India's produce is not lacking in competitiveness. We should explore further to find out why India is unable to capture market share in these countries despite offering low prices.

## ONION PRICES AROUND THE WORLD

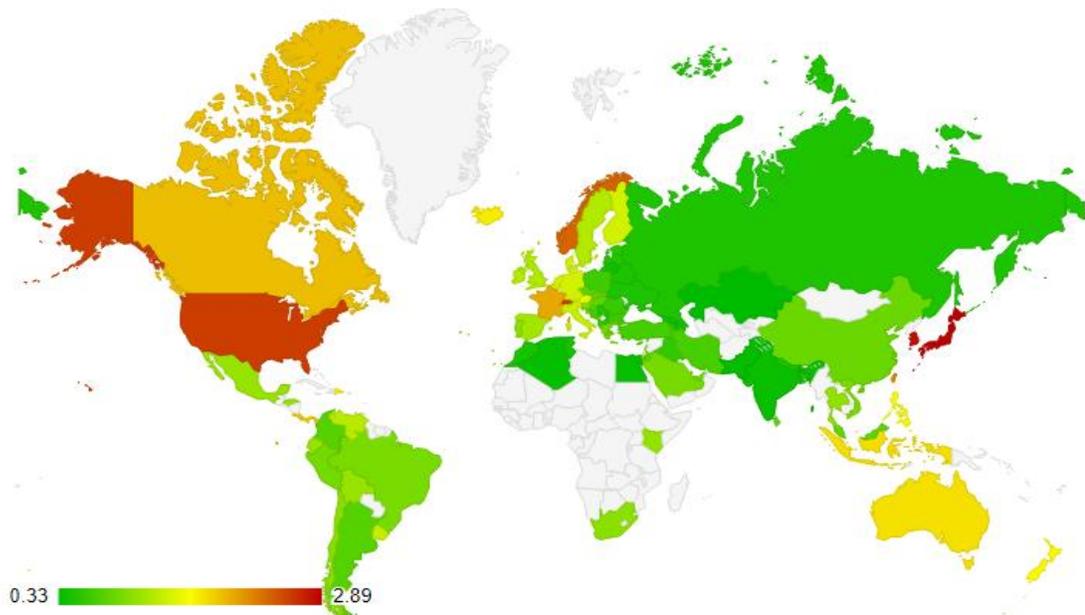


Chart: Onion (1kg), Markets

### ONION PRICES – TOP 10

1. Japan	2.89 \$
2. South Korea	2.81 \$
3. Switzerland	2.65 \$
4. United States	2.58 \$
5. Hong Kong	2.41 \$
6. Norway	2.38 \$
7. Taiwan	2.22 \$
8. Singapore	2.08 \$
9. France	2.03 \$
10. Canada	1.93 \$

### ONION PRICES – LOWEST AROUND THE WORLD

80. Belarus	0.49 \$
81. Ukraine	0.49 \$
82. Bangladesh	0.48 \$
83. Russia	0.48 \$
84. Morocco	0.46 \$
85. Nepal	0.46 \$
86. Tunisia	0.45 \$
87. Azerbaijan	0.41 \$
88. Lithuania	0.41 \$
89. Georgia	0.40 \$
90. India	0.38 \$
91. Algeria	0.37 \$
92. Egypt	0.37 \$
93. Pakistan	0.36 \$
94. Kazakhstan	0.33 \$

COMPETITION FOR INDIAN ONIONS IN ITS TRADITIONAL EXPORT MARKETS WILL RISE

L2 analysis for OD					
Country	L2 Player	Market Share	CIF	Average Tariff	FLP
Germany	India	27.5	1484	9.3	1622.012
Germany	China	18.3	2909	12.8	3281.352
Germany	Egypt	10	2373	0	2373
Germany	France	9.6	3064	0	3064
Germany	United States of America	8.8	3174	12.8	3580.272
United States of America	India	30.8	1660	25.6	2084.96
United States of America	China	54.9	1906	25.6	2393.936
United States of America	Mexico	7.2	1813	0	1813
United States of America	Germany	3.9	12936	25.6	16247.62
United States of America	Egypt	1	1900	25.6	2386.4
Brazil	India	61.9	1233	10	1356.3
Brazil	China	19	2149	10	2363.9
Brazil	Egypt	12.8	3093	10	3402.3
Brazil	United States of America	5.8	3293	10	3622.3
Brazil	Argentina	0.4	4700	0	4700
Russia	India	77.8	1272	9.8	1396.656
Russia	China	15.6	2325	9.8	2552.85
Russia	Uzbekistan	4	2361	0	2361
Russia	Egypt	2.6	3105	9.8	3409.29
Russia	Viet Nam	0.1	1600	8.2	1731.2
United Kingdom	India	27.8	1628	9.3	1779.404
United Kingdom	United States of America	25.8	3210	12.8	3620.88
United Kingdom	France	25.7	2874	0	2874
United Kingdom	Spain	7.4	2839	0	2839
United Kingdom	China	6.8	2261	12.8	2550.408
Belgium	India	32.7	1700	9.3	1858.1
Belgium	France	20.9	2725	0	2725
Belgium	Netherlands	17.6	2256	0	2256
Belgium	Spain	10.7	2974	0	2974
Belgium	United States of America	9.1	2992	12.8	3374.976
Canada	India	8	2785	0	2785
Canada	United States of America	76.9	3251	0	3251
Canada	China	9.5	3652	0	3652
Canada	Egypt	2.5	2974	0	2974
Canada	Germany	2.3	10366	0	10366
South Africa	India	62.6	1277	20	1532.4
South Africa	United States of America	19	3632	20	4358.4
South Africa	France	6.6	3963	0	3963
South Africa	China	5.7	2226	20	2671.2
South Africa	Spain	4.2	3190	0	3190
Slovenia	India	5	2200	9.3	2404.6
Slovenia	France	28.9	2153	0	2153
Slovenia	Germany	18.6	2158	0	2158
Slovenia	Netherlands	10.2	2143	0	2143
Slovenia	United States of America	8.4	2176	12.8	2454.528
Spain	India	31.3	1376	9.3	1503.968
Spain	Netherlands	23.9	753	0	753
Spain	France	23	434	0	434
Spain	Germany	12.2	2206	0	2206
Spain	China	5.9	2243	12.8	2530.104
Netherlands	India	15.6	1568	9.3	1713.824
Netherlands	Belgium	36.1	2958	0	2958
Netherlands	Egypt	14.1	2380	0	2380
Netherlands	France	13.6	3263	0	3263
Netherlands	Spain	9	3107	0	3107
Poland	India	43.1	1353	9.3	1478.829
Poland	France	14.8	3037	0	3037
Poland	Egypt	12.8	2335	0	2335
Poland	Germany	11	3587	0	3587
Poland	Hungary	7.7	3794	0	3794
Nigeria	India	68	2205	20	2646
Nigeria	Egypt	20	2120	20	2544
Nigeria	Switzerland	5.8	2508	20	3009.6
Nigeria	Spain	2.4	2739	20	3286.8
Nigeria	Germany	2.2	4071	20	4885.2
Sweden	India	31.2	2412	9.3	2636.316
Sweden	United States of America	15.5	3680	12.8	4151.04
Sweden	Spain	12.3	2855	0	2855
Sweden	Netherlands	9.9	888	0	888
Sweden	Germany	9.3	1989	0	1989
Mexico	India	25.1	1122	20	1346.4
Mexico	United States of America	60.5	3609	0	3609
Mexico	China	11.6	2589	20	3106.8
Mexico	Spain	2	5750	0	5750
Mexico	France	0.7	4900	0	4900

## GLOBAL EXPORT OPPORTUNITIES FOR INDIAN ONIONS IN NEWER DESTINATIONS

Need Gap Analysis ( in terms of volume) - opportunity for India in ND			
Country	World's Import	India's Import	Gap
United States of America	8412	2861	5,551
Egypt	54	2	52
Germany	22977	9255	13,722
Japan	7430	174	7,256
United Kingdom	10354	4190	6,164
China	646	511	135
Canada	5515	522	4,993
Malaysia	2617	873	1,744
Indonesia	5073	239	4,834
Netherlands	6433	1635	4,798
Brazil	7068	5455	
Spain	10684	2054	8,630
Australia	3705	621	3,084
Russian Federation	6516	5648	868
France	5648	1303	4,345

## CAN INDIAN ONIONS EXPLORE NEW MARKETS IN 2020?

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## USD – INR EXCHANGE RATE FORECAST FOR 2022

USD INR Exchange rate Forecast for 2022				
Year	Month	Min	Max	Close
2019	November	70.76	73.38	<b>72.3</b>
2019	December	71.69	73.87	<b>72.78</b>
2020	January	72.18	74.38	<b>73.28</b>
2020	February	70.94	73.28	<b>72.02</b>
2020	March	72.02	74.56	<b>73.46</b>
2020	April	72.28	74.48	<b>73.38</b>
2020	May	71.62	73.8	<b>72.71</b>
2020	June	71.55	73.73	<b>72.64</b>
2020	July	72.02	74.22	<b>73.12</b>
2020	August	70.59	73.12	<b>71.66</b>
2020	September	70.44	72.58	<b>71.51</b>
2020	October	71.51	73.88	<b>72.79</b>
2020	November	70.26	72.79	<b>71.33</b>
2020	December	71.33	73.79	<b>72.7</b>
2021	January	72.7	75.26	<b>74.15</b>
2021	February	74.15	76.76	<b>75.63</b>
2021	March	74.57	76.85	<b>75.71</b>
2021	April	75.69	77.99	<b>76.84</b>
2021	May	76.82	79.16	<b>77.99</b>
2021	June	77.99	80.74	<b>79.55</b>
2021	July	78.25	80.63	<b>79.44</b>
2021	August	79.44	82.25	<b>81.03</b>
2021	September	79.45	81.87	<b>80.66</b>
2021	October	78.65	81.05	<b>79.85</b>
2021	November	78.33	80.71	<b>79.52</b>

**INDIAN RUPEE IS WEAKENING AGAINST THE US DOLLAR WHICH WILL BE BENEFICIAL FOR OUR EXPORTERS.**

## STRATEGY TO PROMOTE ONION EXPORTS

Since we have established that price is not the primary impediment for increasing India's export of Onions, we need to focus on leveraging our price competitiveness to gain market share in new markets. We can explore innovations like tearless onion in Japan. Especially in Asian countries, India enjoys the advantage of significantly low lead time, and therefore should not be letting L2 players capture the market share in these countries, especially Japan.

Last year, China benefited greatly from the weather conditions which affected onion production in Netherlands. If such an eventuality were to occur again, India should ensure to be at the forefront to supply the unforeseen demand.

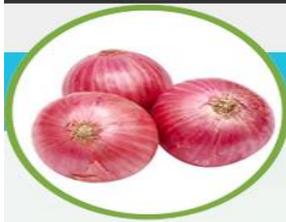
Red onions from China are also popular in other Southeast Asian and Middle Eastern countries. Indonesians want white and red onions, and shallots. India should also look into the varieties of onion which enjoy higher demand in its trade partner countries and tweak its production accordingly to benefit.

## STRATEGY FOR INCREASING EXPORT

The strategies suggested to improve the export of onions are:

- Production and distribution of quality seed of improved varieties in adequate quantities by following seed village concept.
- Development of disease and insect pests resistant, heat / moisture stress tolerant varieties by taking such work at DOGR.
- Development of biological control measures against pests and disease by taking up work with DOGR and NHRDF.
- Development of yellow coloured hybrid and OPs for export to European and Japanese markets by popularizing the technology for production during late-kharif based on work undertaken by NHRDF and adopting contract production.
- Development of bigger bulblet varieties in multiplier onion.
- Training of farmers, traders and exporters involved in onion production, handling and marketing.
- Creation of adequate curing and storage facilities at field level and at ports.
- Popularizing various onion products in export markets developing varieties suitable for various processed products.

# FURTHER ADDITIONAL INFORMATION



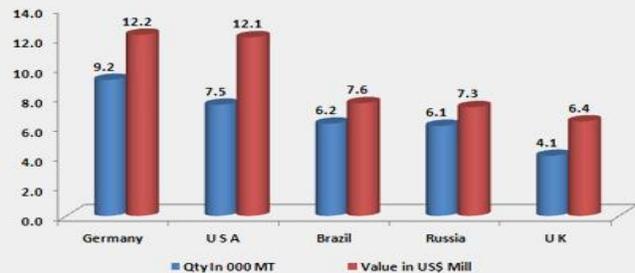
## Major Producing States of Onion



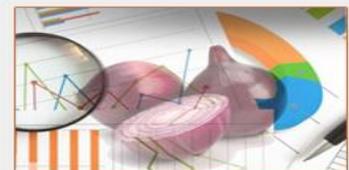
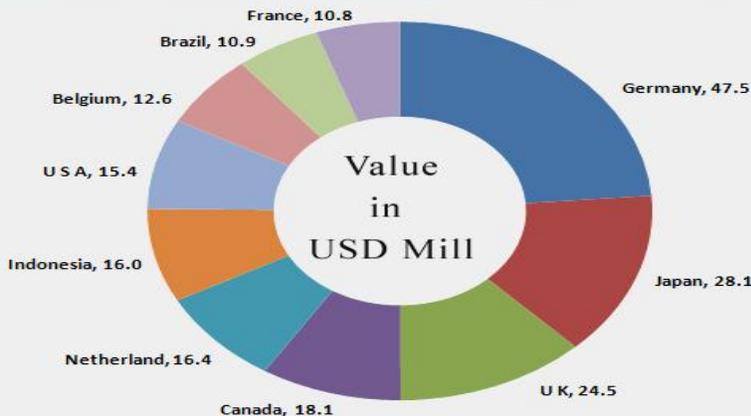
## India's Export



Export of Dehydrated Onion from India is 72.3 Thousand MT, valuing Rs. 719.51 crores during 2018-19



## Top Dehydrated Onion Importer Countries



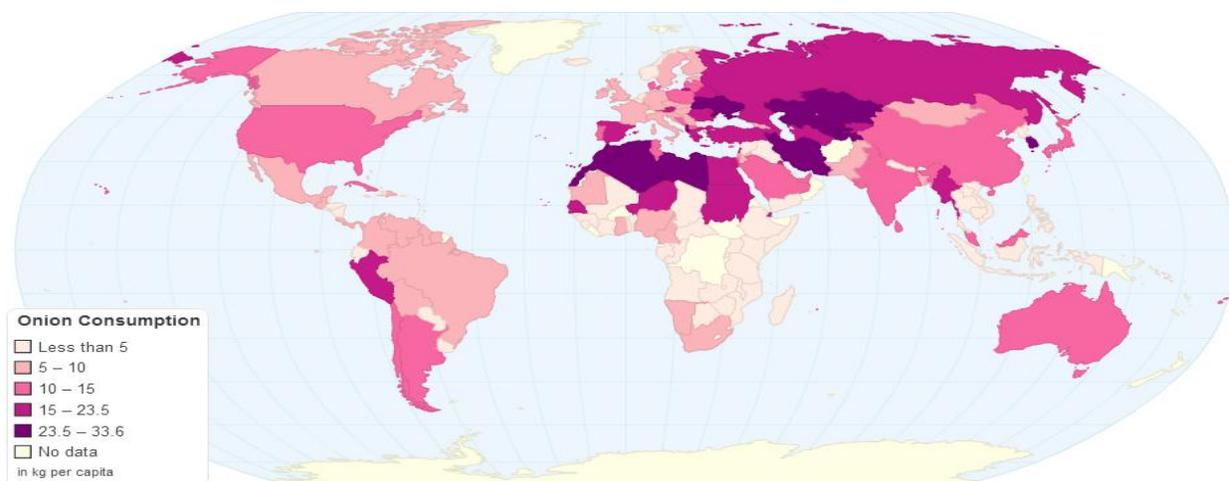
## WORLD-WIDE ONION CONSUMPTION IS ON THE RISE

Onion is the most widespread food in the world. The UN estimates that at least 175 countries produce onions, more than twice the number of those that grow wheat, which is officially the world's largest crop by area harvested. Unlike wheat, onion is a basic ingredient of all major diets, so it is a truly global food. China and India are the countries that dominate production and consumption. Together, the two countries account for about 45% of annual global production, which exceeds 70 million tons.

Libya has the highest consumption of onions of 66.8 pounds. Onion consumption per capita in China amounted to 14.0 kg, 6.06 kg in Germany, 10.2 kg in Japan and 9.56 kg in USA. The Senegalese aren't far behind as they ate an average of 21.7 kilos per capita more than twice the amount of onions ate by the British (9.3 kilos per head).

The average annual onion consumption calculates to approximately 13.67 pounds of onions per person across the world. Per capita onion consumption has risen over 70 percent in the last two decades, from 20 pounds per person in 2010 and 21.9 pounds in 2017 and is expected to rise further to 25 pounds in 2022.

### GLOBAL ONION CONSUMPTION 2020



## US CONSUMPTION PATTERN OF ONIONS

Color	Variety or Type	Availability	Raw Flavor/Texture	Best Usage
<p><b>Yellow Onion:</b> All-purpose and most popular, approximately 87% of the U.S. onion crop is comprised of yellow varieties. The most well-known sweet onions are yellow. The best type of onion for caramelizing is a yellow storage variety. Cooking brings out this variety's nutty, mellow, often sweet, quality when caramelized.</p>	Sweet	March-September	crisp, juicy, mild flavor with a slightly sweet ending with little to no after-taste	raw, lightly cooked, sautéed, or grilled
	Fresh, Mild	March - August	crisp, juicy, mild to slightly pungent with a faint after-taste	raw, lightly cooked, sautéed, or grilled
	Storage	August-May	strong onion flavor, mild after-taste	grilled, sautéed, caramelized, baked, or roasted
<p><b>Red Onion:</b> About 8% of the U.S. onion crop is red. They have gained popularity in the past decade, especially in foodservice on salads and sandwiches because of their color.</p>	Sweet	March-September	crisp, very mild onion flavor	raw, grilled, or roasted
	Fresh, Mild	March-September	bright tones, slightly less water content than yellow with a slightly pungent ending	raw, grilled, or roasted
	Storage	August-May	sharp, spicy, and moderate to very pungent	raw, grilled, or roasted
<p><b>White Onion:</b> Approximately 5% of U.S. onion production is dedicated to white onions. They are commonly used in white sauces, potato and pasta salads, and in Mexican or Southwest cuisine. Due to the compact nature of their cell structure, white onions do not store quite as long as other varieties.</p>	Fresh, Mild	March-August	moderately pungent and clean finish, very little after-taste	raw, grilled, sautéed, or lightly cooked
	Storage	August-May	moderately pungent to very pungent and full flavored, but finishes with a cleaner and crisper flavor in comparison to yellow and red storage varieties	raw, grilled, sautéed, or lightly cooked

## CONSUMPTION OF ONION POWDER TO PICK UP BY 2024

The onion (*Allium cepa* L.) is an indispensable element of almost every culture as a vegetable. It is consumed as raw or a component of meals in many different cultures around the world. Also, unlike many other vegetable species, consumption of onion is not limited to a particular season.

Globally, onion rings, onion blooms, other onion appetizers, caramelized onions, and classic French Onion Soup remain popular restaurant uses for onions. In the past decade, red onions have gained popularity especially in fast casual dining segments on pizza, sandwiches and salads. Consumers find onions to be convenient, versatile and of excellent quality and value. They also view onions as healthy and flavorful. These trends can guide retailers to improved onion movement and sales.

Onion powder is a processed form of dehydrated onion that can add the same flavor as fresh onions in a convenient manner. As a flavoring agent, onion powder is currently being used in a number of food and non-food products like- snacks, sauces, salads, soups, gravies, appetizers, seafood, meats, etc. Although, it is slightly less pungent than fresh onions, even its little amount can replace the chopping of a whole medium-sized onion. Thus, it is quite easier to handle compared to fresh onions and saves a lot of time while cooking as no chopping is required. Onion powder is also easier to pack and unlike fresh onions does not require refrigerated storage. The market is currently being driven by a growing demand for convenience foods, urbanization, per capita income levels and consumer preferences for healthier products.

### Global Onion Powder Market

Opportunities and Forecast  
(2019-2024)

The Market is projected to reach  
**75,000 Tons** by 2024.

Growing at a **CAGR** of around  
**5%** during ( 2019-2024)

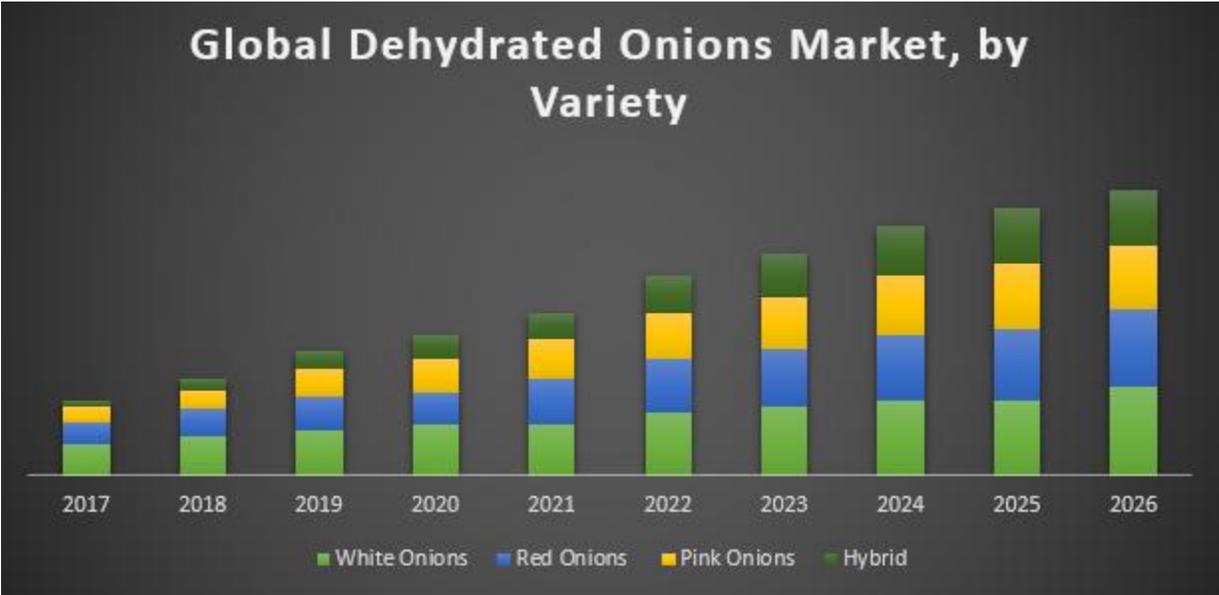


The global onion powder market is currently much smaller than the global onion market but is witnessing a healthy growth rate of 5-6% annually.

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Manufactured by dehydrating fresh onions, onion powder has become a product of choice not only among urban households but also in the global food processing industry. Dehydration reduces the water content of fresh onions without impairing their nutrient content and thus offers a standard quality hygienic product. After dehydration, the dehydrated onion flakes can be crushed and finely grounded to form onion powder. As onions are seasonal and cannot be stored under ordinary conditions, dehydration has become an effective and economical technique for preserving them during seasons of abundance and using them during off seasons.

**WHITE ONIONS TO PICK UP BY 2026**

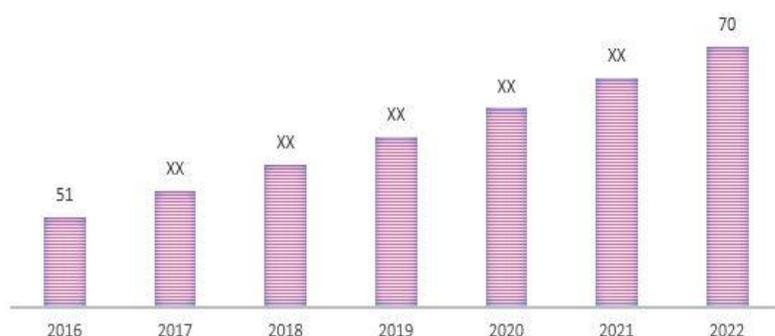


Onions represent the third largest fresh vegetable industry in the United States. The U.S. per capita consumption of onions in 2018 was 20.39 pounds per year, which is a 101 percent increase in consumption since 1970. Americans are indeed eating more onions. It certainly helps that onions have natural attributes to stay free of food-borne illnesses and keep us healthy at the same time!

Use seasonality to move onions. Domestic supplies of yellow, red, and white onions are available year round but vary from one time of year to another. For example, in warm weather consumers tend to prepare more salads, fresh salsas, and lightly cooked or grilled dishes. These foods work best with juicy, crisp, sweet to mild onions available spring/summer. In colder weather, consumers turn to comfort foods like soups, stews, and roasts – all dishes made especially savory with onions available fall/winter. Pair onions with seasonally appropriate items to create effective cross merchandising sales opportunities. Highlight them in the deli section of the store to increase movement and sales volume.

## HEALTH BENEFITS OF ONION POWER TO BE TAPPED IN FUTURE

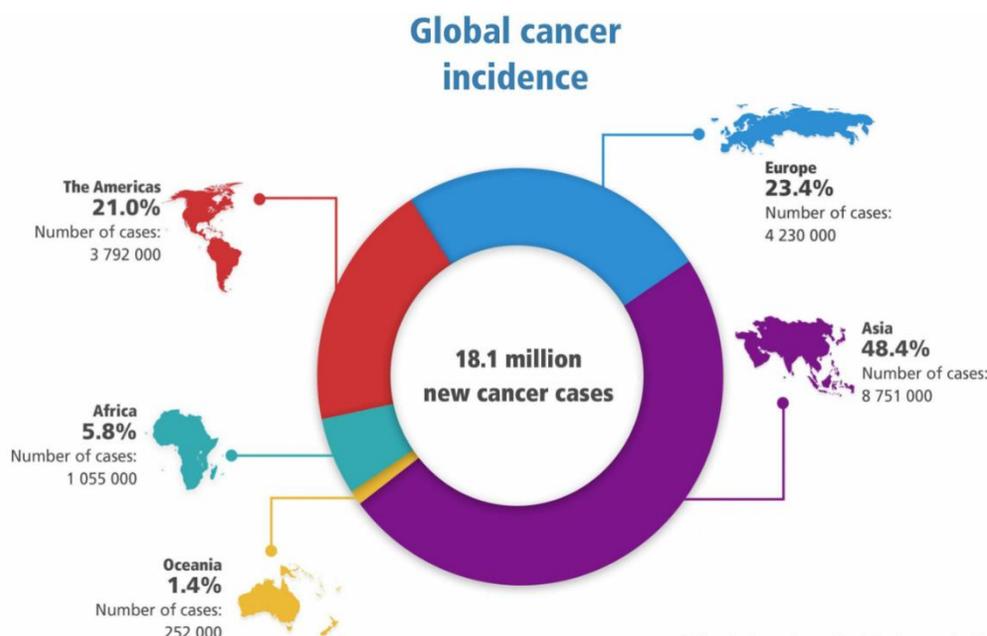
Global Onion Powder Market: Production Volume Forecast 2016-2022 (in Thousand Tons)



Source: Expert Market Research

Onion powder contains nutrients and health benefits such as dietary fibers, manganese, calcium, vitamin C, various antioxidants, improved glucose tolerance, and possible anti-cancer effects.

## ASIA EXPECTED TO HAVE GROWING NUMBER OF CANCER PATIENTS: POTENTIAL MARKET FOR DRIED ONIONS

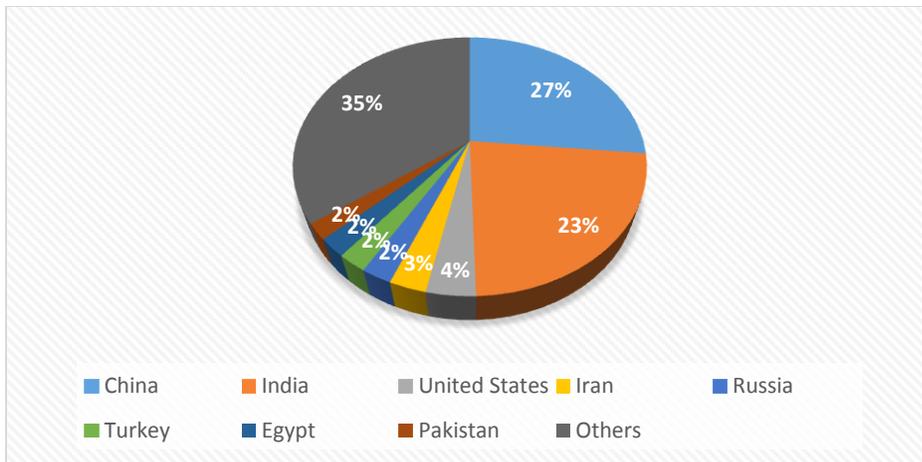
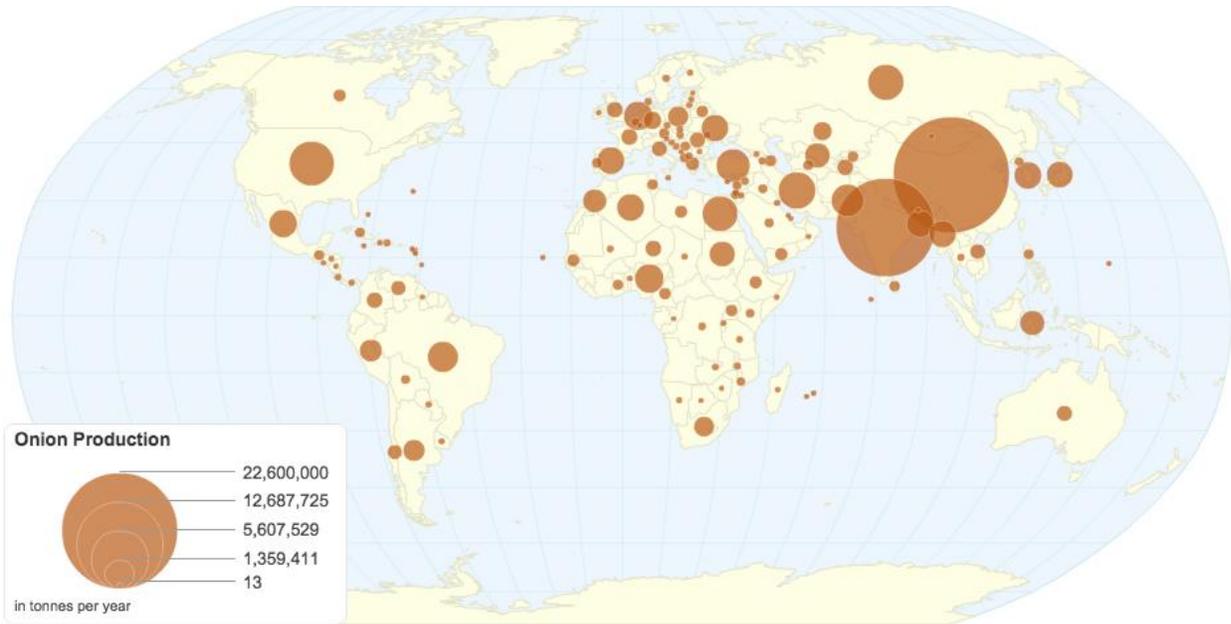


THE WORLD CANCER REPORT TELLS US THAT CANCER RATES ARE SET TO INCREASE AT AN ALARMING RATE GLOBALLY. CANCER RATES COULD FURTHER INCREASE BY 50% TO 15 MILLION NEW CASES IN THE YEAR 2020.

The highest cancer rate for men and women together was in Australia, at 468.0 people per 100,000. The age-standardised rate was at least 320 per 100,000 for 12 countries: Australia, New Zealand, Ireland, Hungary, the US, Belgium, France (metropolitan), Denmark, Norway, the Netherlands, Canada and New Caledonia (France). The countries in the top 12 come from Oceania, Europe and North America.

# GLOBAL ONION PRODUCTION & FORECAST FOR 2020

World onion production is estimated at approximately 105 billion pounds each year.



**CHINA & INDIA WILL REMAIN TOP MOST PRODUCERS OF ONION WITH EGYPT PICKING UP IN TERMS OF GROWTH.**

The countries with the highest volumes of dry onion production will remain as China, India and the U.S. with a combined share of 70% global production. Egypt, Iran, Turkey, Russia, Niger, Bangladesh, Sudan, South Korea and Japan would lag somewhat behind, together comprising a further 20%. The most notable rate of growth in terms of dry onion production, amongst the main producing countries has been attained by Egypt, while the other global leaders experienced more modest paces of growth.

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