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TW(Reports)/2024

Moscow, the 10th June, 2024

Subject: MANGOES MARKET INTELLIGENCE REPORT 2024

Please find enclosed herewith mangoes market intelligence report for perusal and further necessary action.

Encl: As above

Warm Regards,


(M. Shaukat Hayat)
Minister (Trade & Investment)

Joint Secretary (FT-II),
Ministry of Commerce,
Islamabad

Copy for information to:-

- i. Secretary, Trade Development Authority of Pakistan, Karachi
- ii. Director General (Agro), Trade Development Authority of Pakistan, Karachi
- iii. Director General (Agro), Ministry of Commerce, Islamabad
- iv. Section Officer (CIS), Ministry of Commerce, Islamabad

MANGO MARKET INTELLIGENCE REPORT 2024

1. INTRODUCTION

The Mango Fruit is native to the Indo-Pak subcontinent. Mango is Pakistan's 2nd largest fruit crop. Pakistan is the 4th largest producer of Fresh Mango in the world, and the 6th largest exporter in terms of volume*. Pakistan produces 3.5% of the global supply of Fresh Mangoes. Mango is a very delicate and highly perishable commodity. Leading commercial varieties grown in Pakistan are Sindhri, Chaunsa, Anwar Ratol, Langra, Dussehri etc. The main mango-growing districts in Pakistan are Multan, Bahawalpur, Khanewal, Sahiwal, Muzaffar Garh, Sadiqabad, Rahim Yar Khan, Vehari, Dera Ismail Khan, Mirpur Khas, Tando Allah Yar, Khairpur, Sanghar, Naushero Feroz, and Matiari etc.

2. PRODUCTION

Owing to the peculiar weather conditions because of the geographical location of the country mango is not grown in Russia. Mango is supplied to Russia from other countries, depending on the season, variety and price.

In 2023, the world mango production was registered at total volume of 78.56 million tons. India is the biggest mango producer with a total production volume of 25 million tons of mangoes in 2023*. The top 10 mango producers in 2023 include:

- India: 25 million tons
- China: 3.8 million tons
- Indonesia: 3.6 million tons
- **Pakistan: 2.7 million tons**
- Mexico: 2.4 million tons
- Brazil: 2.1 million tons
- Malawi: 1.7 million tons
- Thailand: 1.6 million tons
- Bangladesh: 1.5 million tons
- Vietnam: 1.4 million tons

*TradelmeX Statistics

Cardboard boxes of 3Xply or 5Xply are used in export of mangoes. Most frequently used box sizes are 5kg, 8kg, 10kg, and 12kg. Mangoes must be stored at 13C to 16C until they reach at the destination market-shelf.

3. CONSUMPTION AND IMPORT MARKET ANALYSIS

The largest suppliers of mangoes to Russia in 2021 (latest data available from the Federal customs service – so-called Direct data, table on p.10) are Peru, Brazil, China and Egypt. However, recently there has been a decrease in the share of the traditional suppliers of mango to Russia such as Brazil and Peru and an increase in the share of Egyptian and Chinese mango.

Peru and Brazil had almost equal share in the Russian mango market in 2021 – about 20%. This share didn't change much during the last several years. Supplies from China to Russia increased by 48.78% in 2021 as compared to 2022, supplies from Egypt to Russia increased by 43.24% in 2021 as compared to 2022.

This is due to the fact that Brazilian and Peruvian mango has become more expensive due to the deterioration of the economic situation and an increase in transportation tariffs. And Egyptian and Chinese mango has become cheaper and better quality due to improved cultivation, storage technologies, less transit time and lower freight costs.

For the last few years, the consumption of mango in Russia is growing, mainly for the reasons:

- a) In Russia, the mango season falls on a decline in sales of domestic seasonal fruits.
- b) For some time, the networks organized a large-scale advertising campaign for mangoes online and offline in order to market the product to the maximum number of consumers.

4. SPECIFIC QUALITY/ PACKAGING LABELLING REQUIREMENTS

The quality and packaging requirements are described in the GOST (Country System of Standards) 33882-2016.

<https://docs.cntd.ru/document/1200140387>

5. TECHNICAL FOOD SAFETY STANDARDS

The Russian import SPS requirements are set by two federal agencies: Rosselkhoznadzor (Federal Service for Veterinary and Phytosanitary Surveillance) and Rospotrebnadzor (Federal Service for Surveillance on Consumer Rights Protection and Human Wellbeing). However, over the past years, Russia has engaged into harmonizing its Sanitary and Phytosanitary norms with Kazakhstan, Belarus, Armenia and Kyrgyzstan within the framework of Eurasian Economic Union.

Some products are included in the joint list of products subject to sanitary and epidemiological supervision at the customs border and in the customs territory of the EAEU. The union has published Uniform Sanitary Epidemiological and Hygienic Requirements for all products included in the above-mentioned list on the official website of the Eurasian Commission.

Furthermore, some products are included in the list of products subject to phytosanitary control. Technical regulations and requirements associated with manufacturing, storage, transportation, marketing and disposal processes are listed in the Decision of the EAEU on Technical regulation on foodstuff safety.

The above-mentioned regulations are available by the following link –

<https://eec.eaeunion.org/en/comission/departament/depsanmer/regulation/sanitarnyemery.php?ysclid=ltfi8hl2nh364545302>

6. IMPORT TARIFF

The current common customs tariff of the Eurasian Union is based on the Harmonized Commodity Description and Coding System of the World Customs Organization. The Official Unified Customs Tariff is available on the official website of the Eurasian Economic Commission.

Foreign Economic Activity Commodity Nomenclature and Common Customs Tariff of the Eurasian Economic Union

The custom tariffs of the mangoes exports of Pakistan to Russia are available in the table below:

HS Code	Description	The rate of the import customs duty/preferences (in percentage of customs cost either in euro or in US dollars)
'08045020	Fresh or dried guavas, mangoes and mangosteens: mangoes	Duty - 3%, VAT 10% - for use for food and feed purposes, VAT 20% - other
'08045020	List of goods originating in developing or least developed countries eligible for tariff preferences	No preferences for Pakistan

Source: Eurasian Economic Commission

According to the Union's Generalized System of Preferences, goods originating from developing and least developed countries may be eligible for certain tariff preferences granted from the member-states. Least developed countries are given the opportunity to fully eliminate the customs duties for specific set of products. The list of developing beneficiary countries, which encompasses Pakistan, states a possible tariff reduction of 25% from the applied MFN duties. The EEC has issued the list of goods originating in developing or least developed countries eligible for tariff preferences during their importation to the customs territory of the EAEU.

List of goods originating in developing or least developed countries eligible for tariff preferences during their importation to the customs territory of the EAEU

The rules of origin that are applied for the purpose of acquiring the above-mentioned tariff preferences are also accessible on the official website of the EEC.

Rules of origin for developing and least developed countries regarding eligibility to obtain tariff preferences

List of Developing Countries and Least-developed beneficiary countries - (GSP)

Regulation on the Terms and Procedure for the Application of the Eurasian Economic Union's Common System of Tariff Preferences

7. NON-TARIFF BARRIERS

Legislation basis

The legal basis of the Eurasian Economic Union includes article 6, point 1 which defines that the legal system of the Union is composed of international agreements within the Union (e.g. Customs code of EAEU¹), international agreements of the Union with the third parties (e.g. Free Trade Agreement between the Eurasian Economic Union and Vietnam²) and decisions of the Supreme Eurasian Economic Council, Eurasian Intergovernmental Council and Eurasian Economic Commission (e.g. Decision of the Board of the Eurasian Economic Commission of April 21, 2015 No. 30 “About non-tariff regulating measures”). Agreement on EAEU contains some basics of NTM application. Generally non-tariff measures that are introduced within EAEU legislation are common among all EAEU members. However, there may be specifics of NTM implementation only in case of imports to one of the member-state. All in all, the following provisions of the Agreement on EAEU cover the issues of adoption of NTMs: Article 44 and Annex 6 (Article III), Article 46 and Annex 7, Articles 48–50 and Annex 8, Articles 51–55 and Annex 9, Articles 56–59 and Annex 12.

In short, adoption and implementation of NTMs goes as follows: each member of the Union introduces NTMs either by national or supranational legislation. Thus, NTMs may be implemented in the following ways:

1. Measure is implemented by national legislation only.
2. Measure is implemented only by the EAEU legislation (e.g. measures from EAEU technical regulations).
3. Measure is implemented both by EAEU and national legislation (e.g. measures on tariff -rate quotas (TRQs)).

About 96% of EAEU measures are technical measures applied to imports, in other words TBT and SPS NTMs. Among them most popular measures include labelling requirements, quality requirements and requirements in the sphere of conformity assessment.

Other agreements forming the regulatory framework of non-tariff measures applies by the EAEU can be found on the official website of the EAEU.

Import Licensing

The above-mentioned EAEU legislation on non-tariff measures serves as the legal basis for the import licensing system. The licensing measures are realized with the purpose of controlling and monitoring imports and exports of goods belonging to the “sensitive” classification of the EAEU member states or the international community. Import/export licenses are implemented in the following cases:

- In the event of temporary quantitative restrictions on imports of certain types of goods
- To regulate the importation of certain goods for reasons of national security, health, safety or environmental protection;
- To grant an exclusive right to import or export certain goods
- To carry out international obligations.

The Eurasian Economic (EEC) Board has stipulated a list of goods, the import of which is prohibited or restricted in the territory of the EAEU.

Single list of goods subject to prohibitions or restrictions on import or export by the Customs Union member states

The goods, import of which is restricted, are subject to import licensing. (e.g., fertilizers; rare animals and plants; goods with a high level of cryptographic protection, hazardous waste, drugs, items of cultural value, precious stones and metals, etc.).

In the Russian Federation, the licenses are acquired from the Ministry of Industry and Trade in accordance with the unified licensing rules of the EAEU. A Russian licensee may import licensed goods into Russia only and has the right to transit such goods through the territory of the other EAEU member states.

Management of quotas

Goods that might be a subject of quantitative restrictions on exports are included in the list of goods that are essential for the domestic market of the EAEU. In exceptional cases EEC may impose temporary prohibitions or quantitative restrictions on export. While imposing prohibition or quantitative restrictions on the export of agricultural products, the Commission takes into

account the impact of those restrictions on food supply security of the third countries (those with import share of over 5%). The Commission distributes volumes of export and (or) import quotas between member States and determines the way of distribution of shares of export and (or) import quotas among the participants of foreign trade activity of the member States, as well as the volumes of import quotas between third countries. Distribution of import quotas between third countries is executed by the Commission on the basis of consultations with all significant suppliers from third countries (suppliers with over 5% import share). If the distribution of import quotas cannot be executed based on consultations with all significant suppliers from third countries, the decision is taken by the Commission based on the volume of deliveries of goods from these countries during the preceding period (mainly 3-year period).

Rules of origin

The origin of goods imported into the customs territory of the Union has to be proved by a declaration of origin or under the decision of a declarant by a certificate of origin. Information regarding the origin criteria, correct documentary proof of origin and requirements for the certificates of origin is available in the official EEC document containing the Non-preferential rules of origin of goods imported into the EAEU. Further information on the non-tariff regulations of EAEU can be found on the official website of the Eurasian Economic Commission.

8. IMPORT VALUE AND VOLUME (LAST 5 YEARS)

Russian Imports of Mangoes (HS Groups '08045020 - Fresh or dried guavas, mangoes and mangosteens: mangoes), US\$ million

N	Exporters	2018	2019	2020	2021	2022	2023	% Change, 2023/2022	% Share
	Total	40.965	57.465	62.351	78.339	97.356	57.503	-40.94%	
1	Netherlands	14.104	16.008	12.007	10.718	20.896	31.425	50.39%	54.65%
2	China	3.577	10.203	9.341	14.543	7.469	13.935	86.57%	24.23%
3	Belgium	4.584	6.454	6.482	5.663	6.272	6.096	-2.81%	10.60%
4	Peru	3.625	3.684	9.678	8.863	4.382	3.032	-30.81%	5.27%
5	Thailand	8.31	1.016	1.257	1.988	1.035	1.476	42.61%	2.57%
6	Lithuania	0.550	0.326	0.370	0.518	1.155	0.858	-25.71%	1.49%
7	South Africa	0.474	1.147	0.606	0.110	0.146	0.486	232.88%	0.85%
8	Latvia	0	0	0	0	0	0.067	-	0.12%
9	Costa Rica	0	55	73	112	0	0.052	-	0.09%
10	Colombia	0.067	0.030	0.192	0.116	0.073	0.050	-31.51%	0.09%

Source: ITC, Mirror Data

The latest available Russian data on the volume of imported mango is available for 2020 when mango imports to Russia amounted to 38.7 thousand tons, which is 24.3% (7.6 thousand tons) more than in 2019.

It is worth noting that according to the above shown mirror data statistics (taken from the last exporter country national statistics bureau) the Netherlands mainly re-exports mangoes and guavas to other countries: in 2022, with imports of 280 thousand tons, their exports amounted to 220 thousand tons. Netherland is being used as a transit hub for imports of mangoes to Russia due to transportation and money transfer reasons. For that reason, Mirror Data statistics in case of mango is not representative.

Russian Imports of Mangoes (HS Groups '08045020 - Fresh or dried guavas, mangoes and mangosteens: mangoes), US\$ million

S N	Exporters	2016	2017	2018	2019	2020	2021	% Change, 2021/202 0	% Share
	World	11.718	24.261	50.815	70.326	83.592	101.792	21.77%	-
1	Peru	1.170	2.554	11.017	12.484	22.821	21.134	-7.39%	20.76%
2	Brazil	5.752	11.581	19.218	20.866	17.303	20.766	20.01%	20.40%
3	China	0.451	1.714	3.876	12.847	11.726	17.446	48.78%	17.14%
4	Egypt	0.033	1.440	3.078	5.646	9.883	14.156	43.24%	13.91%
5	Viet Nam	0.038	0.295	1.954	5.181	11.078	12.024	8.54%	11.81%
6	Israel	1.156	1.476	1.834	2.730	1.709	4.034	136.04%	3.96%
7	Dominican Republic	0.010	0.158	0.380	0.858	1.065	3.230	203.29%	3.17%
8	Thailand	2.021	3.645	4.808	4.933	3.663	3.183	-13.10%	3.13%
9	Côte d'Ivoire	0.345	0.64	1.684	0.144	0.524	1.444	175.57%	1.42%
10	Costa Rica	0.033	0	0.062	0.434	0.118	1.071	807.63%	1.05%
23	Pakistan	0.177	0.229	0.169	0.201	0	0.021	-	0.02%

Source: ITC, Direct Data, available upto 2021 only

According to Direct data statistics (Russian Federal Customs Service) the main suppliers of mangoes to Russia in 2021 (the latest available year) are Peru, Brazil, China, Egypt, Viet Nam, Israel, Dominican Republic and Thailand. Pakistan took the 23rd place. Pakistani supplies of mangoes to Russia in 2021 rose US\$ 21 thousand. Pakistan's share in the total exports of mangoes to Russia was 0.02%.

9. DISTRIBUTION CHANNELS

Most important distributions channels of mango in Russia are retail chains and distributors. The list of the corresponding buyers is given in the last chapter.

10. RETAIL PRICES

Russian Retail Prices of Mangoes in May 2024

Retail Chain	Egypt Mango RUB (US\$)	Brazil Mango RUB (US\$)	Tailand Mango RUB (US\$)	Chinese Mango RUB (US\$)
Magnit*	299 P/piece	-	-	-
Perekrestok*	-	274 P/ piece	379 P/ piece	499 P/ piece
Lenta*	-	-	-	610 P/ piece
Pyaterochka	280 P/шт	-	-	-
Azbuka Vkusa*/***	658 P / kg	860 P/ kg	1 680 P/kg	1891 P/kg
Globus*	-	529 P/ piece	404 P/ piece	599 P/ piece
Vkusvill*	581 P/kg	704 P/kg	-	-
DA! (OKEY) *	-	-	-	-
Auchan**	350 P/kg	-	-	399 P/kg
Eurospar**	400 P/kg	400 P/kg	-	450 P/kg
Metro**	-	-	-	-

* Retail Chains Websites

** Store Visit

*** Azbuka Vkusa is the high-end retail market. Its prices are invariably higher than the other retail chains stores.

Vkusvill turns out to be the front-runner in advertising mango fruit in Russia. In Vkusvill mango is considered the most purchased exotic fruit, the season of which in Russia falls on the decline in sales of domestic seasonal fruits. The retailer even has mango in a separate category – "mango". And all other exotic fruits belong to the "exotic" category. And if mango sales (in rubles) are compared with all the "exotics", it turns out like this: about 99% of mangoes and 1% of everything else. Mango for the retailer is a unique product that customers have come to love and many already associate with the Vkusvill brand. In October and November 2022, mango was in every ninth or tenth customer Vkusvill receipt, and new customers had mango in every third receipt. At the same time, in 2022, almost 36% of the total mango volume was sold in the regions.

At DA! and OKEY retail chains mango (one holding), avocado, and pineapple are called the sales leaders. In the Azbuka Vkusa (ABC of Taste) the demand for exotics including mango is also very high.

11. EXPORTS OF THE PRODUCT FROM PAKISTAN TO HOST COUNTRY AND COMPARISON WITH COMPETITORS IN THE MARKET

Pakistan's Exports of Mangoes to World and Russia FY 2021-2024, (HS Groups '08045020 - Fresh or dried guavas, mangoes and mangosteens: mangoes)

2021-22		2022-23		% Change, 2023/2022		2022-23 (July-Feb)		2023-24 (July-Feb)		% Change, 2024/2023	
World											
Quantity, th tons	Value, US\$ mln	Quantity, th tons	Value, US\$ mln	Quantity	Value	Quantity, th tons	Value, US\$ mln	Quantity, th tons	Value, US\$ mln	Quantity	Value
134.884	134.7	118.687	103.2	-42.62%	74.54%	52.201	54.9	80.644	64.0	54.49%	16.54%
Russia											
0.017	0.013	0.098	0.024	-12.11%	-23.43%	0.004	0.015	0.006	0.021	39.17%	38.91%

Source: TDAP Database

According to TDAP data in FY 2022-23, 118.687 thousand tons of mangoes worth US\$ 103.2 million were exported to all countries of the world. In terms of quantity, the supply of Pakistani mangoes to all countries of the world in the financial year 2022-23 decreased by 42.62%, whereas in value terms the supplies rose by 74.54%. Deliveries of Pakistani mangoes to all countries of the world during 8 months of the financial year 2023-24 reached 80.644 thousand tons worth US\$ 64.0 million. In terms of quantity, the supply of Pakistani mangoes to all countries of the world during 8 months of the financial year 2023-24 increased by 54.49%, and by value the supplies increased by 16.54%, meaning the mangoes deliveries fetched lower prices.

The supply of Pakistani mangoes to Russia in the financial year 2022-2023 amounted to 0.098 thousand tons worth US\$ 0.024 million. In terms of quantity, the supply of Pakistani mangoes to Russia in the financial year 2022-23 decreased by 12.11% whereas in value terms the supplies dropped by 23.43%. Deliveries of Pakistani mangoes to Russia during 8 months of the financial year 2023-24 reached 0.006 thousand tons worth US\$ 0.021 million. In terms of quantity, the supply of Pakistani mangoes to Russia during 8 months of the financial year 2023-24 increased by 39.17%, whereas in value terms the supplies amounted by 38.91%.

12. MANGO CAMPAIGNS:

The Trade Wing of the Embassy of Pakistan, Moscow in collaboration with Trade Development Authority of Pakistan has been organizing Mango campaigns to popularize Pakistani mangoes in the Russian Federation.

Last year, for the first time the Trade Wing organized the Mango campaign in one of the busy malls namely “Central Children Market” the Central Children's Store on Lubyanka is a landmark building and shopping mall located in the historic center of Moscow, in Lubyanka Square close to Kremlin. For the campaign, a proper set-up was organized in a corner in the main atrium of the mall. Various types of mango preparations like mango cubes, milkshake, juice and mango lassi were offered to the visitors. The promotion campaign lasted for around four hours which was attended by the Ambassador, Officers, Staff and their families as well. Beating all expectations, the mango campaign was an unprecedented success in that people from all walks of life gladly queued up to treat themselves of the delicacy. The enthusiasm and response from the visitors was worth watching. At times, the people even rallied around the table to get their share of giveaways by breaking the queues. It is evident from the pictorial depiction as well as video clippings already shared at relevant fora. The campaign was also comprehensively covered by the media. Overall, it yielded positive results in the way that many people at the spot either asked to purchase the mangos there or inquired about the stores from where they could get them. Pictorial depictions and feedback received from the recipients of the mango gift boxes are attached here with.

Apart from the above mango campaign, the gift boxes of mangoes were sent to major food-related chain stores and large individual fruits & vegetables importers of the Russian Federation, various Ministries, Customs & Phytosanitary authorities, chambers, Russian Export Center and to Dr. Abdul Rauf Rind, Honorary Consul General of Pakistan based in Saint Petersburg (for distribution among major food importers of Saint Petersburg and St. Petersburg region government). Trade Wing also sent gift boxes to companies owned by Russians of Pakistani origin that have warehouses and wholesale outlets in the largest wholesale market of Moscow. These companies were requested to distribute mangoes to their important wholesale buyers of Moscow region. Following are the prominent recipients of mango gifts boxes:

- Ministry of Foreign Affairs of the Russian Federation.
- Ministry of Industry & Trade of the Russian Federation.
- Ministry of Agriculture of the Russian Federation.
- Ministry of Energy of the Russian Federation.
- Ministry of Economic Development of the Russian Federation.

- Ministry of Transport of the Russian Federation.
- Federal Customs Service of the Russian Federation.
- Russian Business Counsel for Cooperation with Pakistan.
- Federal Service for Veterinary and Phytosanitary Supervision (FSVPS)/ Rosselkhoz nadzor).
- Deputy Prime Minister of the Russian Federation
- Russian Export Center
- Federal Chamber of Russian Federation
- Ministry of Public Health of the Russian Federation
- Dr. Abdul Rauf Rind, Honorary Consul General of Pakistan based in Saint Petersburg (for distribution among major food importers of Saint Petersburg region).
- Some important missions (ambassadors and trade counterparts)
- Important business houses

It is not out of place to mention here that as a result of mango campaigns carried out by the Trade Wing in collaboration with Trade Development Authority of Pakistan, Ministry of Commerce, Pakistani mangoes were commercially imported into Russian Federation in 2019 for the first time. The mango campaign besides being of extreme commercial importance helps create goodwill and projects soft image of Pakistan.

Keeping in view the encouraging response from all cross section especially the general public during the mango campaign, it is proposed that during next expos related to food like Prodexpo which is major international show of food and drinks in Russia and Eastern Europe, scheduled from 5-9 February, 2024 and WFM 17-20 September, 2024 the participation of Pakistani companies may be ensured so that prospects of exporting mangos commercial to this very lucrative market could be enhanced considerably.

13. REASONS OF PAKISTAN'S LOW/HIGH SHARE:

The share of Pakistan in the Russian mangoes market of 0.02% is not significant and does not reflect Pakistan's export potential. The prices of Pakistan's fresh mangoes are higher than Egyptian ones that does not leave room to compete freely. The distributors are not used to buying the Pakistani mangoes and they are not widely known as Egyptian and Brazilian.

Another major reason is the texture of Pakistani mangoes which are very delicate with thin skin and very short shelf life as compared with mangoes of other countries that are coarse, thick-skinned and have shelf life of more than a month in some cases. Due to their extreme perishable nature and fragility, mangoes can only be airlifted, stored under 20⁰C and to be consumed within a very short time thus leaving the retail chains/importers or distributors with little room to manage.

There are also no direct flights from Pakistan to Russia and airlines, apart from taking at least 24-48 hours for delivery, charge very high fare around US\$ 2.5-3 per kg resulting in huge transportation costs.

14. RECOMMENDATIONS:

A proactive and steady approach of considering establishment of permanent footprint in the market in the shape of warehousing needs to be adopted in order to gain more share in the market. The participation in food-related trade shows (World Food, ProdExpo in Moscow, PeterFood in Saint-Petersburg) must also be ensured apart from usual B2B meetings and Mango campaigns. Specific trade delegations may also visit Food City as well as have meetings with various Fruit and Vegetable Associations of various origin for better understanding and establishing stronger connection in the local market.

Regarding mangos, Trade wing believes there are big opportunities on the Russian market for Pakistani mangos. We organized Pakistani mangoes campaign during the last years which resulted in very positive feedbacks on the taste and quality of Pakistani mangos, and some Russian importers started importing Pakistani mangoes in small quantities. Trade Wing proposes organization of the campaign on a larger scale. The main issue with entering the Russian market of mangos is the long transit time for an extremely perishable product like mango. Preservation techniques along with more sustainable varieties having longer shelf lives while not compromising on the unique taste and aroma can be some of the options to gain market access. Value additions like dehydrated / dried mango flakes, canned mango purees, etc can also be a game changer. Direct cargo flight can also help solve the problem in case of transportation of fresh mangoes.

15. LIST OF IMPORTERS IN HOST COUNTRY (ADDRESS PHONE NUMBER, EMAIL)

	<u>Name of Company</u>	<u>Contacts</u>	<u>Products/Specialization</u>
1.	X5 Retail Group (Federal Retail Chain	<ul style="list-style-type: none"> • Mr. Dinar Iafanov Senior Manager (Citrus and Excotic fruits) - dinar.yafarov@x5.ru • ANNA ESICH Procurement manager (roots, salads and flowers)- info@x5.ru Anna.Esich@x5.ru 	Retail Chain
2.	X5 Retail Group (Federal Retail Chain “Karusel”)	<p>Fresh Fruits and Vegetables Category Managers</p> <ul style="list-style-type: none"> • Mr. Alexey Golovach (Alexey.Golovach@x5.ru) • Ms. Nadezhda Shiryakina (Nadezhda.Shiryaki na@x5.ru) • Ms. Marina Yashkova (Marina.Yashkova@x5.ru) • Elena Romanyuk (Elena.Romanyuk@x5.ru) 	<p>Retail Chain</p> <p>Important. Our suppliers who intend to cooperate with the largest Russian retail chain, “X5 retail group” are requested to get themselves familiarized with Supplier Selection Terms and Conditions information, as well as , Draft Supply Contract and supplementary agreements. Information could be reached through the following link https://www.x5.ru/en/Pages/Partners/SubmitProposal.aspx</p>
3.	X5 Retail Group (Federal Retail Chain «Perekrestok»)	<ul style="list-style-type: none"> • Ms.Senkina Svetlana(category manager/vegetables, herbs and Mashrooms)-email - Svetlana.Senkina@x5.ru • Ms. Yalovenko Elena (Category manager/exotic fruits , Berries / Pickles) email Elena.Yalovenko@x5.ru 	<p>Retail Chain</p> <p>Important. Our suppliers who intend to cooperate with the largest Russian retail chain, “X5 retail group” are requested to get themselves familiarized with Supplier Selection Terms and Conditions information, as well as , Draft Supply Contract and supplementary agreements. Information could be reached through the following link https://www.x5.ru/en/Pages/Partners/SubmitProposal.aspx</p>

4.	X5 Retail Group (Federal Retail Chain «Pyaterochka»)	<ul style="list-style-type: none"> • Ms. Mariya Ermolova (category manager- Fruits / Berries (Bananas, stone fruits, apples, berries, pickles) -email - mariya.ermolova@x5.ru • Ms. Evgeniya Mamneva (category Manager- Fruits / Exotic (Grapes, pears, quince, melon, watermelon, citrus, exotic) -email - Evgeniya.Mamneva@x5.ru • Ksenia Kvyatko (category manager-roots/greens) email Ksenia.Kvyatko@x5.ru • Mr. Maksim Gladkov(category manager –Vegetables / mushrooms) email -Maksim.Gladkov@x5.ru <p>Contacts of Category Managers(fruits and vegetables) of the regional offices of Federal Retail Chain «Pyaterochka»</p> <ul style="list-style-type: none"> • Ms. Anna Shkryl Anna.Shkryl@x5.ru • Ms. Elena Tupicina Elena.Tupicina@x5.ru • Ms. Olesya Kraynyukova Olesya.Kraynyukova@x5.ru • Ms. Alexandra Kazantseva A.Kazantseva@x5.ru • Ms. Oksana Nusupaeva Oksana.Nusupaeva@x5.ru • Mr. Alexander Kikhtev Alexander.Kikhtev@x5.ru 	<p>Retail Chain</p> <p>Important. Our suppliers who intend to cooperate with the largest Russian retail chain, “X5 retail group” are requested to get themselves familiarized with Supplier Selection Terms and Conditions information, as well as , Draft Supply Contract and supplementary agreements. Information could be reached through the following link https://www.x5.ru/en/Pages/Partners/SubmitProposal.aspx</p>
5.	Retail Chain Magnit	<p>+ 7 (861) 277-45-54 info@magnit.ru https://www.magnit.com/</p>	<p>Retail Chain</p> <p>Important. Our suppliers who intend to cooperate with the <u>second</u> largest Russian retail chain, “Magnit” are requested to get themselves</p>

			<p>familiarized with</p> <ul style="list-style-type: none"> • Manual on working with SRM system for import goods suppliers of JSC «Tander» • Typical Contract form for import goods suppliers • Link to SRM system for import goods suppliers of JSC «Tander» <p>https://magnit-info.ru/partners/foreign/</p>
6.	Azbuka Vkusa Retail Chain	<p>+7 (495) 223-02-00 welcome@azbukavkusa.ru Mr. Roman Vazhenkov Lead manager for the import of vegetables and fruits rvazhenkov@azbukavkusa.ru</p>	<p>Retail Chain Important. Our suppliers are requested to submit their commercial offers passing through bellow internet link. For it, they have to fill up the electronic form and attached commercial offer. https://av.ru/feedback/supplier/</p>
7.	"Metro" Cash and Carry"	<p>https://www.metro-cc.ru/sotrudnichestvo/postavschikam/kak-stat-postavshchikom/form</p>	<p>Retail Chain Important Our suppliers are requested to submit their commercial offers passing through bellow internet link. For it, they have to fill up the electronic form and attached commercial offer https://www.metro-cc.ru/sotrudnichestvo/postavschikam/kak-stat-postavshchikom/form</p>
8.	O'KEY Group	<p>http://suppliers.okmarket.ru/?lang=en</p>	<p>Retail Chain Important Our suppliers are requested to submit their commercial offers online passing through bellow internet link. For it, they have to fill up the electronic form and attached commercial offer http://suppliers.okmarket.ru/?lang=en</p>
9.	"Vkusvill" (food retail chain)	<p>+7 (495) 663-86-02 +7 (915) 170-31-84 zakupka@vkusvill.ru info@izbenka.msk.ru</p>	<p>Retail Chain</p>

10.	"BILLA" (food retail chain)	+7 (495) 785-75-00 +7 (495) 785-75-01 billa@mail.ru o.kim@billa.ru tender@billa.ru https://www.billa.ru/	Retail Chain
11.	Lenta retail chain	+7 (812) 380-61-31 Commercial.Department.Food@lenta.com (food products)	Retail Chain
12.	Retail chain Magnolia	Fanzieva Oksana Senior Category Manager fanzieva@tcfoods.ru (fresh department) Kirlanov Sergey Category Manager kirlanov.s@tcfoods.ru (fresh department) https://shop.mgnl.ru/help/kommercheskiy-otdel-.php?clear_cache=Y	Retail Chain
13.	Retail chain store "Da" (118 supermarkets/ discounters)	Ekaterina Dushko Import Category Manager Tel: +7 495 664 40 42 mail: ekaterina.dushko@market-da.ru @market_da	Retail Chain
14.	Globus	Ms. Victoria Smirnova, department assistant E-mail: VM.smirnova@globus.ru Short shelf life food procurement Frozen food. Fresh vegetables and fruits. Nuts and dried fruits. https://www.globus.ru/partners/suppliers/	Retail chain

15.	LLC "AUCHAN "	Martinovich Yvan, CEO www.auchan.ru mail: auchan@mail.ru d.rogachev@auchan.ru info@auchan.ru	Retail chain
16.	SPAR	Podlesov Anatoly Alekseevich podlesov@spar-nn.ru General manager Voronina Maria Sergeevna voronina@spar-nn.ru Purchasing Director Kovshova Valeria Alexandrovna kovshova@spar-nn.ru Head of the Import Department	Retail chain
17.	LLC Greenfields	Ms. Darina Procurement Manager a.dobrovolskaya@greenfields.ru	Wholesaler /importer of exotic fruits
18.	WWF	Ph: +7 (499) 5518897 Email: info@wwf-co.ru Web-site: www.wwf-co.ru	Wholesaler of fresh fruits and vegetables.
19.	Z and Y fruits	Ms. Ekaterina Dushko Import Manager Wholesaler/import of fruits and vegetables +7 812 386 65 50 ext.107 +7 812 386 65 57	The company was founded in 1996 and now successfully works in the sphere of import of fresh fruit and vegetables. It offers a full range of fresh fruits and vegetables all year round.

LIST OF RUSSIAN IMPORTERS OF FRUITS AND VEGETABLES

№	Company Name	E-mail/Website/Tell
1.	LLC Abkk	abkk@live.ru http://abkk-ooo.nethouse.ru 007 (499) 7057738
2.	LLC Adriatik	info@adriatik.spb.ru http://www.adriatik.su 007(812) 318-53-97
3.	LLC Agat Fruit	anastasiya@agat-fruit.ru http://agatfruit.ru/ 007 (981) 705 43 30

4.	LLC Agro Group	info@grow-group.ru http://grow-group.ru 007 (495) 978 42 53 / 007 (916) 400 25 98
5.	LLC Agrodom	agrodom-kazan@mail.ru http://agrodom-kazan.ru/ 007 8002506515
6.	LLC Agroresurs	retail.servicecenter@gmail.com http://s-globus.ru 007 (8332) 711-700
7.	LLC Agrostar	import@agrostar.ru http://agrostar.ru/ 007 499 164 62 08
8.	LLC Alga	info@tfalga.spb.ru http://www.tfalga.ru 007 (812) 325 4086
9.	LLC Altair	9160111666@rambler.ru http://овощи-фрукты-опт.рф/ 007 (968)-736-90-09
10.	LLC Alvart	office@alvart.ru managers@alvart.ru http://www.alvart.ru 007 (3812) 585-838
11.	LLC Ambarorg	info@ambarorg.ru http://ambarorg.ru/ 007-962-8-795-895
12.	LLC Aysel	mehman@aysel-ltd.ru http://www.aysel-ltd.ru 007 (812) 385-08-61
13.	LLC BaltFruit	assv@baltfruit.net http://baltfruit.ru 007 (812) 424-42-90
14.	LLC Best Fruit	info@bestfruit.ru http://bestfruitplus.ru 007 812 331 66 23
15.	LLC Bigtime	mihail.bigtime@bk.ru http://bigtime.tovar911.com 007(988)523-52-06
16.	LLC Clementina	info@clementina.su http://clementina.su/ 007 (495) 780-08-88

17.	LLC Crona	info@crona-fc.ru ; sales@crona-fc.ru http://www.crona-fc.ru/ 007(812) 456-52-56
18.	LLC DIal-NN	sale@dial-nn.com http://диал-нн.рф 007 (8313) 31-00-24
19.	LLC Dolce Frutta	zakaz@dolce-frutta.ru http://www.dolce-frutta.ru/ 007(495) 744-4440
20.	LLC Edem	edemfruit@edemfruit.ru http://edemfruit.ru/ 007(495) 322-46-50
21.	LLC Elit Import	info@elit-import.ru http://www.elit-import.ru 007 (812) 309-93-56
22.	LLC Fabus Ltd	fabus@fabus.ru http://www.fabus.ru/ 007 (499) 166-97-54
23.	LLC Favorit	info@favoritfruit.ru http://www.favoritfruit.ru 007 (925) 307-44-68
24.	LLC First Fruit Company	info@firstfruit.ru http://firstfruit.ru/ 007 (495) 737-80-77
25.	LLC Food Fresh	food-fresh.ru@mail.ru http://food-fresh.ru/ 007 (968) 785-60-73
26.	LLC Foodlife	foodlife2015@yandex.ru http://фудлайф.рф 007 (495) 150-15-38
27.	LLC Foreign Land	flcfrut@gmail.com http://www.flcom.ru/ 007 (495) 740 44 22
28.	LLC FreshFruits	freshfruitschita@gmail.com http://freshfruits.a5.ru
29.	LLC Fruct Mir	fruct-mir1@mail.ru ; fruct-mir@mail.ru http://фруктовыймир.рф 007 (3852) 529-333
30.	LLC Fruit Book	import@fruitbook.ru http://www.fruitbook.ru 007 812 677 54 03

31.	LLC Fruits shop	support@fruits-shop.ru http://www.fruits-shop.ru/ 007(924)720 64 65
32.	LLC Fruity mail	support@fruity-mail.ru http://www.fruity-mail.ru/ 007 495 648 69 69
33.	LLC Fruktovikov	support@fruktovikov.ru ; 7024326@mail.ru http://fruktovikov.ru/ 007 (921) 643 32 21
34.	LLC Frutomania	frutoman@mail.ru http://frutomania.ru/ 007(495) 215-05-99
35.	LLC Frutorama	frutorama@bk.ru http://frutorama.ru/ 007 (963) 777 50 36, 007 (968) 488 88 60
36.	LLC Germes	info@germes-agro.ru http://www.germes-agro.ru/ 007 (499) 322-28-88
37.	LLC Golden Foods	info@goldenfoods.ru http://goldenfoods.ru/ 007(495)640-48-50; 007 (926) 184-00-02
38.	LLC Great Mix	info@great-mix.ru http://www.great-mix.ru/ 007 (918) 956-08-43
39.	LLC Green Fields	info@greenfields.ru http://www.greenfields.ru/ 007 (495) 231-22-44
40.	LLC Green hand	info@greenhandnovo.ru http://www.greenhandnovo.ru 007 (8617) 300654, 007(961)5962124, 007(988)7708000
41.	LLC Imperia	zakupki@imperia-spb.ru direct100@bk.ru http://imperia-spb.ru/ 007 (812) 303-86-69
42.	LLC Imperia Fruktov	imperia-frut@kasinyan.ru http://www.kasinyan.ru 007 (4712) 50-48-28, 57-45-01

43.	LLC Infresh	info@infresh.ru http://infresh.ru/ 007 (495) 234-62-74
44.	LLC Interfruit	office@ifrut.ru http://ifrut.ru/ 007 (812) 332-70-17
45.	LLC Inza	7306002375@mail.ru http://inza.ucoz.net/ 007 917 637 0188
46.	LLC It's fresh	info@itsfresh.ru http://itsfresh.ru 007 (495) 777-70-58
47.	LLC Katran	Katran999@yandex.ru http://katran72.ru 007 (3452) 69-46-30
48.	LLC Kleikovina	info@kleikovina.com ; 9013013759@kleikovina.com ; 9673403650@kleikovina.com http://www.kleikovina.com/ 0079013013759
49.	LLC Kontur	007 (343) 375-52-03 http://www.multifruit.ru/ 007 (343) 375-52-03
50.	LLC Kuban Agro	Alena@kuban-agro.ru ; Inna@kuban-agro.ru ; Import@kuban-agro.ru
51.	LLC Ladprod	info@ladprod.ru http://ladprod.ru/ 007 (800) 555-80-36
52.	LLC Mango	mango500@mail.ru http://mango500.ru/ 007 (423)-2-907-500
53.	LLC Marka Food	Info@Marka-food.ru http://marka-food.ru/ 007 (495) 150-00-75
54.	LLC Meridian	avtokaravan88@mail.ru ; Avtokarovan1988@mail.ru ; Avtokaravan91@mail.ru http://ak-frut.ru/ 007-968-799-79-57

55.	LLC Mister Fruit	kadimov.ni@INBOX.RU http://misterfrut.ru/ 007 495 661 10 35
56.	LLC Mosagroprom	info@mosagroprom.ru ; mosagroprom@list.ru http://mosagroprom.ru 007 (495) 509-33-36
57.	LLC Mukhtarulina	lerasolowa@gmail.com http://kartkem.ru/ 007 983 221 5403
58.	LLC My fresh	hello@myfresh.ru https://myfresh.ru 007(495)761-55-77
59.	LLC Nevskaya	import@nevskaya-co.ru http://www.nevskaya-co.ru 007 812 319 30 30
60.	LLC Novalogistica	info@novalogistica.ru http://novalogistica.ru/ 007 (812) 318-72-50
61.	LLC Novfrut	sales@novfrut.com http://www.novfrut.com 007(812)702-43-95, 007(812)701-95-87
62.	LLC Ocean Fresh	Ragib@osfresh.ru ; victoria@osfresh.ru ; Ivan@osfresh.ru ; sergey@osfresh.ru http://www.osfresh.ru 007 812 320-78-36
63.	LLC Optom-frukty	info@optom-frukty.ru http://optom-frukty.ru/ 007 (800) 555-2-982
64.	LLC Ovoschi Frukti	kartaschew@mail.ru http://ovoschi-frukti.ru/ 007-988-622-55-25
65.	LLC Ovoschi Frukti krugly god	ooo-ofkg@mail.ru http://ofkg.ru 007 (8352) 21-51-30
66.	LLC Prime Fruit	info@primefruit.ru http://www.primelfruit.ru/ 007 950 372 55 77

67.	LLC Primorsky Association	primor@primor.spb.ru http://www.primor.spb.ru 007 (812) 394-43-05
68.	LLC Prodgamma	fruitmarket@prodgamma.com ; moscow@prodgamma.com http://www.prodgamma.com/ 007(495)786-41-26
69.	LLC Prometei	food@prometei-kmv.ru http://prometey-food.ru/ 007 (87922) 9-51-20
70.	LLC RGS	info@rgsco.ru http://www.rgsco.ru 007 (812) 708-85-22
71.	LLC Riko	sale1@fruitspb.ru , sale2@fruitspb.ru http://www.fruitspb.ru/ 007(901)3013759
72.	LLC Rosagrozrezerv	info@rosagrozrezerv.ru ; agrosunterminal@mail.ru , d.i.bannikov@gmail.com http://rosagrozrezerv.ru 007 (383) 207-53-73
73.	LLC Roved	rovsad1@yandex.ru http://rovsad.ru 007 (4872) 25-16-44
74.	LLC Royal Fresh	info@royal-fresh.ru http://royal-fresh.ru 007 (8617) 26-91-07, 007 (495) 583-87-56
75.	LLC Rus-Agro	info@rus-agro.su http://rus-agro.su/ 007 800 775-78-16
76.	LLC RusFresh	rusfresh.mail@gmail.com http://www.rusfresh.ru
77.	LLC Ruzi Fruit	office@ruzifruit.ru http://www.ruzifruit.ru 007 (812) 309-5837
78.	LLC Scan-neva	contact@scan-neva.ru ; post@scan-neva.ru http://scan-neva.ru 007 (812) 703 10 00
79.	LLC Sever Fruit	severfruit@mail.ru ; sever-75@mail.ru http://www.severfruit.ru 007 (495) 229-41-47

80.	LLC Severfrukt	severfrukt@mail.ru ; elena.venger.75@mail.ru http://cebepdpykr.pф 007(495)785-71-89
81.	LLC Star Frut	info@starfrut.com; shamil@starfrut.com http://www.starfrut.com/ru/ 007 (921) 091 56 50
82.	LLC Sunfeel	v.sunfeel@mail.ru; import.sunfeel@mail.ru;mos500.kos@yandex.ru http://www.sunfeel.ru/ 007 (812) 340-01-00
83.	LLC Tropic	info@tropic-group.ru; alex.rubtsov@tropic-group.ru; evgenyi.lysyi@tropic-group.ru; goryunov@agroretail.ru http://tropic-group.ru 007 (4872) 39-04-86
84.	LLC Uneks	uneks-novorossiysk@mail.ru http://uneks.info 007 (8617) 30-12-44
85.	LLC Vegda	vega@vegda.ru http://vegda.ru 00 7 (812) 402 55 55
86.	LLC Vektor	info@fruitveg.ru http://www.fruitveg.ru/ 007 (812) 291-30-91
87.	LLC Veles Fruit	ovoh.frukt@mail.ru http://vf66.ru/ 007 904 388-82-77
88.	LLC Vereck	info@vereck.com http://vereck.com/ 007 (473) 200-89-77
89.	LLC Victoria	info@foodfree.ru http://www.foodfree.ru 007 495 369 15 23
90.	LLC Vitaprod	vitaprod@mail.ru http://www.zagotov.narod.ru 007 (8332) 70-31-58
91.	LLC Well Fruit	office@wellfruit.ru http://www.wellfruit.ru 007 (861) 234-15-10
92.	LLC World Fruit	info@world-fruit.ru http://www.world-fruit.ru 007 812 703 15 95

93.	LLC WWF	alexey@wwf-co.ru http://wwf-co.ru/ 007 (499) 551-88-97
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