



Trade Wing Embassy of Pakistan, Moscow, Russian Federation
Address: Khlebny Lane, 21 Building No. 1-2, Moscow, Russia
Tel: 007 (495) 232 61 87 E-Mail: mti.moscow@commerce.gov.pk


TW(Reports)/2024

Moscow; the 1st April, 2024

Subject: POTATOES MARKET INTELLIGENCE REPORT 2024

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

Encl: As above


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

The Joint Secretary (FT-II),
M/o Commerce,
Islamabad

Copy for information to:-

1. Secretary, TDAP, Karachi.
2. D.G (Food & Agro) TDAP, Karachi.
3. D.S (Deputy Secretary (Afghanistan & ECO/CARs), MOC, Islamabad.
4. Section Officer (CIS), MOC, Islamabad.

POTATOES MARKET INTELLIGENCE REPORT 2024

1. INTRODUCTION

Potatoes are one of the world's main agricultural produce (15th in area and 4th in yield) consumed widely the world over as a major food item. The gross global harvest in 2022, according to the latest Food and Agriculture Organization (FAO) data available, was 359 million tons. Russia is one of the world's leading potatoes producing countries and ranks 4th in the world by production according to FAO data for 2022.

1. China (78.2 million tons). 55 kg of potatoes is collected for each resident. Despite the fact that rice is the staple food for the Chinese, potatoes show impressive area growth, especially in the northern parts of the country.

2. India (51.3 million tons). The average per capita production is not very high - 37 kg. Nevertheless, it is increasing rapidly.

3. Ukraine (20.3 million tons). The largest potatoes producing country in Europe. It produces over 500 kg per resident.

4. Russia (19.6 million tons). Potatoes are one of the main everyday dishes. Despite the abundance of cooking options, most Russians go for mashed potatoes with green onions and herring. Fried potatoes gained national popularity only in the 20th century when gas and electric oven appeared in every family.

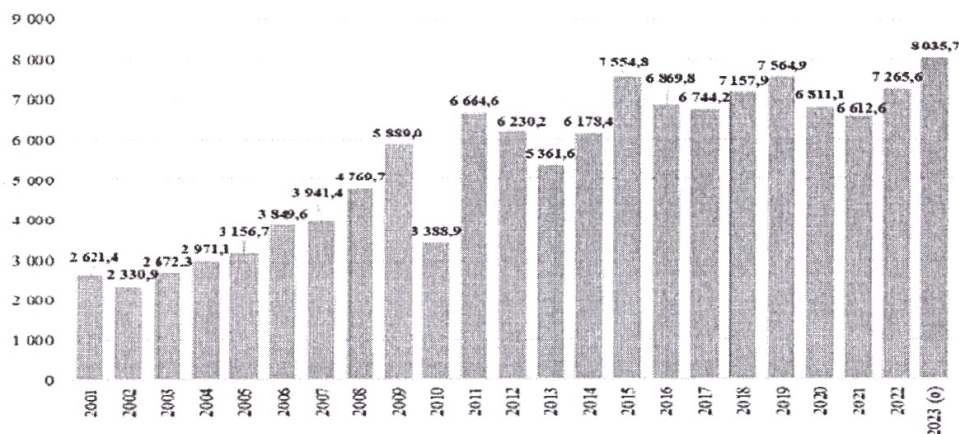
5. USA (18.8 million tons). The average per capita production is 56 kg/person. The USA is the world leader in the number of genetically modified varieties bred. Research is going in several directions: potatoes for making chips; potatoes resistant to the Colorado potato beetle, viruses and so on. In American fast food one of the most popular dishes is French fries.

2. PRODUCTION

In terms of production per resident, Russia is inferior to its neighbors in Eastern Europe – only 133 kg /person. Potatoes in Russia are produced by large agro-industrial holdings, small and medium-sized farmers, and private households. Industrial production (includes agro-industrial holdings, small and medium-sized farmers) in 2023 reached record levels at 8,03 million tons, which is 10.6% (7.7 million tons) more than a year earlier. Potatoes harvest by private households (country cottages) is difficult to calculate, since its cultivation and sale are carried out uncontrollably. The annual potatoes harvest by households is estimated at 11.2 million tons in 2023. Thus, total production of potatoes in Russia in 2023 reached 19.2 million tons.

The key factors of growth in the industrial sector are the decline in business activity on the part of households and introduction of potatoes storage capacities. However, every year the share of potatoes in the households of the population tends to decrease due to the decrease in the rural population, general decrease in the population, and changes in lifestyle.

Industrial Production of Potatoes in Russia 2001-2023, Mln tons.



3. CONSUMPTION

According to the Russian Statistics Bureau (Rosstat), potatoes consumption per capita in Russia in 2022 is 84 kilograms per year. In general, Russia needs a little more than 15 million tons of potatoes annually for domestic consumption.

4. IMPORT MARKET ANALYSIS

The availability of imported potatoes on domestic shelves in Russia is determined by two factors.

1. Seasonality

In Russia potatoes are harvested once a year from July to November. Even in ideal conditions of industrial storage facilities (which according to experts are not enough in Russia), it cannot be stored forever. By March-April, most of the potato stocks are consumed that coincides with the time when the new crop is ripe in Egypt or Azerbaijan.

Potatoes in Egypt are sown in November and supplies to Russia from Egypt begin in January. Initially there are usually small volumes. In February imports expand significantly and the major volumes flow between March-June. In July, the import is practically suspended. During the period from August to December there is no supply of Egyptian potatoes to Russia.

Due to the seasonality of the market, there exists a pattern by which Azerbaijan exports early potatoes to Russia in April (harvested twice a year in January and July), consumes summer potatoes internally and then imports Russian potatoes in October. Russia may still have a lot of its own potatoes in March, but some consumers still prefer fresh Egyptian or Azerbaijanian potatoes.

**Russian Exports of Potatoes (HS Groups 070190 - Fresh or chilled
potatoes (excl. seed), US\$ million**

N	Importers	2017	2018	2019	2020	2021	2022	% Change, 2022/2021	% Share
	Total	7.787	3.972	34.778	33.811	4.851	15.176	212.84%	-
1	Azerbaijan	4.894	2.378	21.090	9.045	0.052	11.389	21801.92%	75.05%
2	Uzbekistan	1.344	0.178	0.073	7.492	0.639	1.895	196.56%	12.49%
3	Georgia	0.003	0	0.140	0.328	0	1.0	-	6.59%
4	Kazakhstan	0.517	0.365	0.303	1.845	1.676	0.580	-65.39%	3.82%
5	Armenia	0	0.005	0.176	0.011	0.027	0.095	251.85%	0.63%
6	Kyrgyzstan	0.007	0.012	0.003	0.036	0.042	0.087	107.14%	0.57%
7	Mongolia	0	0.086	0.040	0.001	0	0.087	-	0.57%
8	Serbia	0	0.429	2.590	0.073	0	0.024	-	0.16%
9	United Arab Emirates	0	0	0	0.001	0	0.019	-	0.13%

Source: ITC, Mirror Data

Azerbaijan is the main importer of Russian potatoes with the share of 75.05% in the calendar year 2022. The deliveries from Russia to Azerbaijan rose by 21801.92% in 2022 because the country's potato sector faced several problems at once. The Azerbaijanian farmers claim they had to use cheap imported seed material of unknown origin that affects their harvest. They also encountered a weaker demand for their potatoes due to the fact that Russia had stipulated home production of potatoes in the wake of new sanctions after the start of special military operation in Ukraine. Potatoes in Russia are a staple food so the Russian Government is moving forward to ensure the food sustainability and security of the country in the agriculture sector.

The only winner in this situation is Egypt which has the perfect harvesting time slots for the Russian market and access to an open transportation route. Egyptian potatoes are well-known in the market and its quality is stable for many years. The trade of the Egyptian potatoes is carried out from the large distributors' warehouses in large volumes.

II. Shelf Life

Russian potatoes have limited shelf life due to the lack of storage facilities. Modern storage facilities can allow storage of potatoes not for 4-5 months as now, but for 10-11 months. With the appearance of more modern storage facilities the import pattern may change in the recent years.

5. SPECIFIC QUALITY/ PACKAGING LABELLING REQUIREMENTS

The quality and packaging requirements are described in the GOST (Country System of Standards) 7176-2017 (Appendix 1).

6. 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/department/depsanmer/regulation/sanitarnyemery.php?ysclid=ltfi8hl2nh364545302>

7. 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 potatoes 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)
0701 90 900 0	Fresh or chilled potatoes (excl. seed)	Duty -10%, VAT 10% - for use for food and feed purposes, VAT 20% - other

HS Code	Description	The rate of the import customs duty/preferences (in percentage of customs cost either in euro or in US dollars)
0701	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

FTA between EAEU

The first FTA between EAEU and a new country outside its 5 major members was signed with Vietnam in 2015. As of February 2024, Free Trade Agreements of EAEU are signed with:

- Vietnam – since 29.05.2015.
- Singapore – since 01.10.2019.
- Serbia – since 25.10.2019.
- Iran - since 27.10.2019.

Non-preferential deals (non-FTA) are reached with China and India – EAEU major partners. In 2015 China started negotiations on signing FTA with EAEU. During this process an Agreement on Trade and Economic Cooperation was signed on May 17, 2018, which is actually a frame document and not FTA by its nature.

India has entered into negotiations on the creation of a free trade zone with EAEU in June 2017. Indians hope that the FTA will help to boost bilateral trade between India and Russia, and also reintroduce India to Central Asian markets.

Negotiations on FTAs are underway with Egypt, Israel, India, Mongolia, and Thailand. A number of countries are negotiating with the EAEU for the possibility of signing Free Trade Agreement, including Cambodia, Chile, Indonesia, Korea, Peru, Hungary, Laos, Syria, Tunisia, etc.

8. 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.

9. IMPORT VALUE AND VOLUME (LAST 5 YEARS)

Over the past ten years, the volume of potatoes purchased abroad has been about 820 thousand tons per year. In some periods, imports are significantly reduced, in others, on the contrary, they are growing. For comparison, a record number of imported potatoes were delivered to the Russian Federation in 2011 — 1.4 million tons.

Russian Imports of Potatoes (HS Groups 070190 - Fresh or chilled potatoes (excl. seed), US\$ million

N	Exporters	2017	2018	2019	2020	2021	2022	% Change, 2022/2021	% Share
	Total	191.253	178.644	108.934	101.030	182.725	185.873	1.72%	-
1	Egypt	100.372	99.287	49.421	55.313	70.913	125.543	77.04%	67.54%
2	Azerbaijan	25.669	28.864	25.100	30.817	38.477	33.447	-13.07%	17.99%
3	China	32.078	21.781	16.552	0.468	0	11.988	-	6.45%
4	Israel	6.188	2.782	1.129	0.520	8.429	4.907	-41.78%	2.64%
5	Pakistan	0.812	3.454	6.845	2.736	15.390	2.987	-80.59%	1.61%
6	Georgia	0.091	0.002	0.023	0.651	14.322	2.950	-79.40%	1.59%
7	Iran, Islamic Republic of	0.169	0.042	0	1.230	5.566	1.214	-78.19%	0.65%
8	Kazakhstan	0.080	0.219	0.624	0.185	0.333	0.944	183.48%	0.51%
9	Macedonia,	0	0.023	0.002	0.137	0.277	0.782	182.31%	0.42%

	North								
10	Korea, Republic of	1.112	0.757	0.477	0.116	0.145	0.339	133.79%	0.18%

Source: ITC, Mirror Data

The main suppliers of potatoes to Russia in 2022 are Egypt, Azerbaijan, China, Israel and Pakistan (5th place). Pakistani supplies of potatoes to Russia in 2022 dropped by 80.59%. Pakistan's share in the total exports of potatoes to Russia is 1.61% in the CY 2022. Egyptian potatoes deliveries rose by 77.04% in 2022. It's share on the Russian market is 67.54% in the CY 2022.

10. DISTRIBUTION CHANNELS

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

11. PRICES (RETAIL AND WHOLESALE)

Wholesale Price

Given the increase in production in 2023, it is expected that potatoes prices in the 2023/2024 season for home grown potatoes will be noticeably lower than in the 2022/2023 season. Russian potatoes in the wholesale market cost 15 rubles/kg (US\$ 0.16). Potatoes of the new crop in July 2023 were sold in wholesale at 32 rubles per kg (US\$ 0.34). By the middle of summer 2023 prices weakened to 18 rubles per kg (US\$ 0.19).

Fresh potatoes from Egypt in March 2024 are being sold in the wholesale market at US\$ 410 per ton which is 37 rubles (US\$ 0.41) per kg from the distributor warehouse. Pakistani exporters in Russia do not disclose their wholesale prices and prefer to deal on individual terms with their buyers by email or telephone. Mostly the exporters are based in Pakistan and they don't have their own storage facilities in Russia and deliver only to distributors and retail chains

warehouses. An average price for Pakistani potatoes in February 2023 was 42 rubles (US\$ 0.46) in Pakistan plus delivery charges which means it is more expensive than Egyptian potatoes in the Russian market.

Retail Price

Large retail chains such as Magnit and Pyaterochka see great potential for selling potatoes of domestic production in 2024. Russian food products have a priority level of trust among the population. Depending on the quality and availability of Russian potato, transportation and currency exchange issues the retail chains will gradually increase the volume of potatoes grown in Russia. But this could be a slow process extended in time by 3-5 years.

Russian Retail Prices of Potatoes in March 2024, per kg

Retail Chain	Imported New Crop Potato RUB (US\$)	Local Premium Potato RUB (US\$)	Imported Economy Potato RUB (US\$)	Local Economy Potato RUB (US\$)
Magnit	Egypt 74 (0.80)	55 (0.59)	62 (0.67)	20 (0.21)
Perekrestok	Egypt 89 (0.96)	46 (0.5)	59 (0.64)	18 (0.19)
Lenta	Egypt 84 (0.91)	64 (0.69)	49 (0.53)	19 (0.20)
Pyaterochka	Egypt 89 (0.96)	-	-	20 (0.21)
Azbuka Vkusa**	Azerbaijan 329 (3.57)	164 (1.78)	-	62 (0.67)
Globus	-	62 (0.67)	-	21 (0.22)
Vkusvill	Egypt 125 (1.35)	70 (0.76)	-	32 (0.34)
DA!	-	-	-	-
Auchan	Egypt 99 (1.07)	49 (0.53)	24 (0.26)	15 (0.16)

* Retail Chains Websites

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

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

Pakistan's Exports of Potatoes to World and Russia FY 2021-2024, (HS Groups 070190 - Fresh or chilled potatoes (excl. seed))

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
683.9	166.2	813.3	212.2	18.92%	27.63%	462.1	150.6	349.56	67.6	24.35%	-55.13%
Russia											
8.4	2.9	10.3	3.4	22.81%	19.69%	4.5	1.6	1.42	0.4	68.61%	-75.22%

Source: TDAP Database

The supply of Pakistani potatoes in FY 2021-2024 is based on the information received from TDAP. According to TDAP data in FY 2022-23, 813.3 thousand tons of potatoes worth US\$ 212.2 million were exported to all countries of the world. In terms of quantity, the supply of Pakistani potatoes to all countries of the world in the financial year 2022-23 increased by 18.92%, whereas in value terms the supplies rose by 27.63%. Deliveries of Pakistani potatoes to all countries of the world during 8 months of the financial year 2023-24 reached 349.56 thousand tons worth US\$ 67.6 million. In terms of quantity, the supply of Pakistani potatoes to all countries of the world during 8 months of the financial year 2023-24

decreased by 24.35%, and by value the supplies dropped by 55.13%, meaning the potatoes deliveries fetched lower prices.

The supply of Pakistani potatoes to Russia in the financial year 2022-2023 amounted to 10.3 thousand tons worth US\$ 3.04 million. In terms of quantity, the supply of Pakistani potatoes to Russia in the financial year 2022-23 increased by 22.81% whereas in value terms the supplies rose by 19.69%. Deliveries of Pakistani potatoes to Russia during 8 months of the financial year 2023-24 reached 1.42 thousand tons worth US\$ 0.4 million. In terms of quantity, the supply of Pakistani potatoes to Russia during 8 months of the financial year 2023-24 decreased by 68.61%, whereas in value terms the supplies dropped by 75.22%.

13. REASONS OF PAKISTAN'S LOW/HIGH SHARE

The share of Pakistan in the Russian potatoes market of 1.61% is not significant and does not reflect Pakistan's export potential keeping in view the fact that during the years 2012-2021 Pakistan managed to export reasonably handsome volume of potatoes both in quantity and value terms. The value of the year 2021 stood at almost US\$ 15 million – over double in value from the year 2019. However, the year 2022 witnessed a sharp decline in exports which stood at US\$ 3 million.

The prices of Pakistan's fresh potatoes are higher than Egyptian ones that does not leave room to compete freely while the quality may remain the same. The distributors are not used to buying the Pakistani potatoes and they are also not so widely known as Egyptian and Azerbaijanian potatoes.

The major reason is the higher cost of transportation which can only be carried out by reefer containers either through sea or via land route. After the Ukraine crisis almost all the shipping lines have stopped their operations. Only one or two lines are working at the moment exploiting the situation due to lack of

competition. Moreover, non-availability of reefer containers and prolonged transit times of around 55 days are also very important issues that are causing disruption in supplies.

Besides that, as per some feedback (that was also discussed during the videoconference with TDAP and potatoes exporters in March) there are some issues with the quality of the potatoes at the receiving end. There are certain complaints that potatoes turn green or black on arrival. This could be due to onset of some disease owing to processing of immature crop by the exports. This issue is known to the exporters and TDAP as well.

One of the main factors that also merit attraction is the comparative advantage that both Egypt and Azerbaijan have in terms of geographical contiguity, ease of transportation and presence of a large number of Azerbaijanians in the biggest food market “Food City” of Europe as well as warehousing establishments set up by the Egyptian businessmen in the trade.

Last but not least, volatility of local currency in the wake of special military operation in Ukraine has made the import expensive by over 50% due to massive devaluation of Ruble over a period of last 2 years, thus resulting in considerations by the importers for relatively cheaper options only. The impediments in smooth bank transfers of payment has also exacerbated in the whole situation.

14. RECOMMENDATIONS

In view of the above, it is suggested that some cheaper transportation channels are explored so as to reduce both cost as well as transit time. Similarly, the quality of the produce has also to be improved considerably so that properly processed and mature crop enters the market.

Moreover, a proactive and steady approach of considering establishment of permanent footprint in the market in the shape of warehousing needs to 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. 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. A serious focus also needs to be given to facilitating smooth process of bank transfers for payments.

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.Shiryakina@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</p>

			agreements. Information could be reached through the following link https://www.x5.ru/en/Pages/Partners/SubmitProposal.aspx
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 	<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>

		<ul style="list-style-type: none"> • Ms. Alexandra Kazantseva A.Kazantseva@x5.ru • Ms. Oksana Nusupaeva Oksana.Nusupaeva@x5.ru • Mr. Alexander Kikhtev Alexander.Kikhtev@x5.ru 	
5.	Retail Chain Magnit	+ 7 (861) 277-45-54 info@magnit.ru https://www.magnit.com/	Retail Chain Important. Our suppliers who intend to cooperate with the <u>second</u> largest Russian retail chain, “Magnit” are requested to get themselves familiarized with <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» https://magnit-info.ru/partners/foreign/
6.	Azbuka Vkusa Retail	+7 (495) 223-02-00 welcome@azbukavkusa.ru Mr. Roman Vazhenkov	Retail Chain Important. Our suppliers are requested to submit

	Chain	Lead manager for the import of vegetables and fruits rvazhenkov@azbukavkusa.ru	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/
7.	"Metro" Cash and Carry"	https://www.metro-cc.ru/sotrudnichestvo/postavschikam/kak-stat-postavshchikom/form	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
8.	O'KEY Group	http://suppliers.okmarket.ru/?lang=en	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
9.	"Vkusvill"(food retail chain)	+7 (495) 663-86-02 +7 (915) 170-31-84 zakupka@vkusvill.ru info@izbenka.msk.ru	Retail Chain
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 Greenfields	Ms. Darina Procurement Manager a.dobrovolskaya@greenfields.ru	Wholesaler /importer of exotic fruits
16.	WWF	Ph: +7 (499) 5518897 Email: info@wwf-co.ru Web-site: www.wwf-co.ru	Wholesaler of fresh fruits and vegetables.
17.	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.