



Collaborating for a Sustainable Future

ANNUAL REPORT 2021



GROWN IN NEW ZEALAND FOR THE WORLD

GROWING REGIONS IN NEW ZEALAND

55%

PUKEKOHE/FRANKLIN

5%

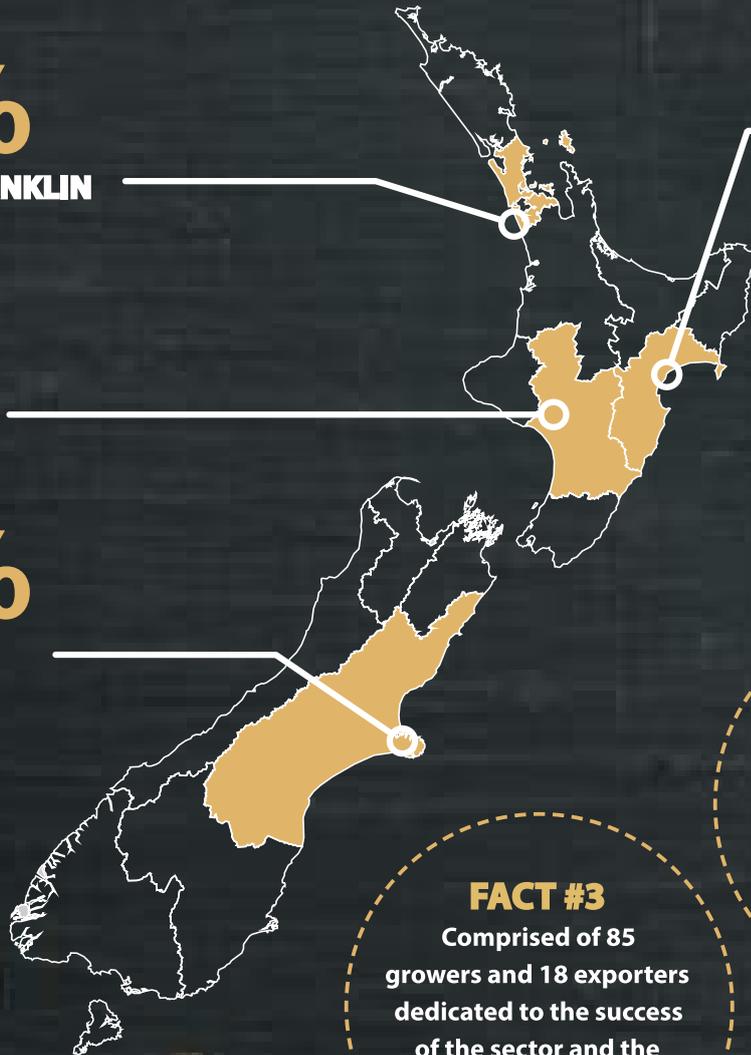
MANAWATU

25%

CANTERBURY

15%

HAWKES BAY



FACT #1

Onions are New Zealand's 3rd most valuable fresh horticultural export

FACT #2

Onions are a critical component of many vegetable rotations to improve soil health and control diseases sustainably

FACT #3

Comprised of 85 growers and 18 exporters dedicated to the success of the sector and the communities they operate within

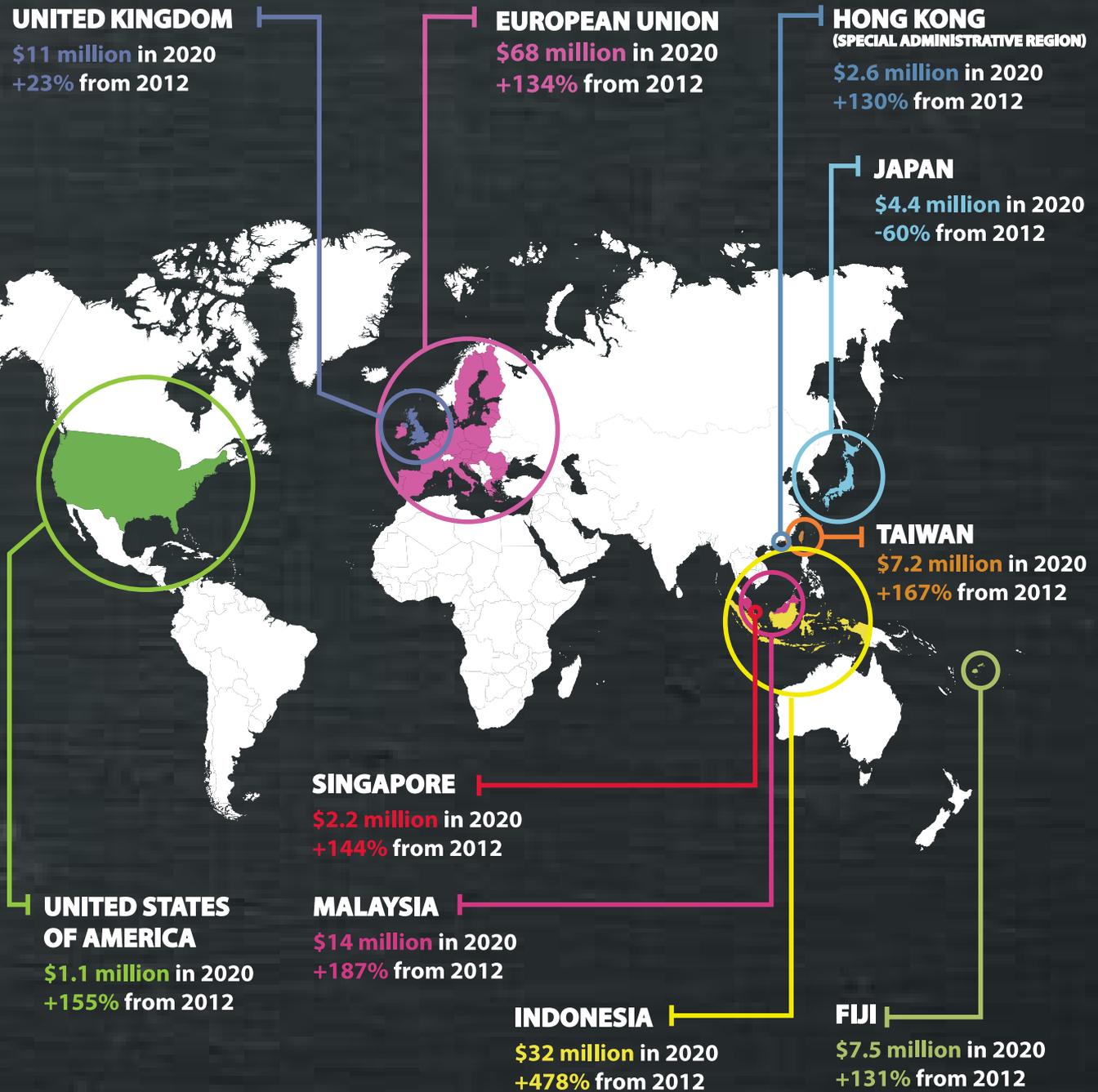
FACT #4

On Average, 5,170 Hectares of onions are grown annually



NEW ZEALAND EXPORTS

Onions are exported to 46 countries around the world. Exports have grown from \$65.2million in 2012 to \$150million fob in 2020. Our top 10 markets in 2020 were:



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CHAIRMAN'S REPORT

THE YEAR THAT WAS

- Exports for the year ending 30 June 2021 amounted to 208,000 tonnes.
- Onions were exported to 46 different markets.
- Export receipts for the year ending 30 June 2021 were \$144.6 million FOB.
- Onions were the third largest fresh horticulture export following kiwifruit and apples.

This outstanding performance was achieved despite the many challenges and uncertainties precipitated by Covid-19, including:

- Lockdown requirements on-farm and in the packhouse
- Shipping disruption... ships just didn't turn up
- Availability of containers
- Availability of labour.

...to mention only a few, along with the normal seasonal issues that require management on a day-to-day basis. Overall, the commercial leadership by the industry in such trying conditions must be applauded.

This has been a year of real challenge, and it is pleasing to see how well the onion industry has managed its way through the many curve balls. This a credit to the focus and determination of the industry personnel, who made it happen and continue to do so.

Covid-19 has reset the rules of the game for the foreseeable future, adding to the challenges imposed by changing government policy. These challenges are both on-farm and beyond the farm gate and include:

- Climate change policy
- Use of natural resources and the ability to farm
- Environmental sustainability
- Access to markets
- Meeting changing in-market requirements
- Availability of labour
- Access to leading edge science to manage emerging risks
- Urban encroachment on elite soils.

Onions New Zealand has limited resources so must focus on those issues which are sectorially based and over which we can have influence. These tend to be issues generated beyond the farm gate, whereas many of the on-farm issues impacting on the broader horticulture sector are managed by Horticulture New Zealand with the support of the Product Groups such as Onions New Zealand.

LOOKING FORWARD

The industry has a plan focused on growing market opportunities and export resilience, supported by solid research and sound science.

These priorities are encapsulated in the 'Humble to Hero' Sustainable Food & Fibre Futures Partnership which Onions New Zealand has been working on establishing with the Ministry for Primary Industries over the past twelve months. This project runs over six years at a cost of \$6 million, which is co-funded by the industry and government. This is a significant investment in the future and will provide the platform for the ongoing sustainable development of the industry.

This is a major step and demonstrates the benefits of an industry good organisation, which can pull together resources to undertake a project which an individual participant would be unable to achieve on their own.

As an organisation we recognise the benefits of working closely with government officials and other key players. The industry needs their support and commitment to make the progress we are looking to achieve. We believe that the 'Humble to Hero' programme will further enhance the strong relationships which have been built in recent years.

Throughout the year the Market Access Development and Research & Innovation Committees have provided insight and experience to support the various industry initiatives. While the Market Access and Development Committee has been focussed on the 'Humble to Hero' project it has also supported the various efforts to free up market access. This past year Thailand, the Philippines, the European Union, and the United Kingdom have been a focus. While progress appears to be slow, some good gains have been achieved.

Likewise, the Research & Innovation Committee has overseen some important projects including the Onions Pathways sustainable production system, A Lighter Touch focus farm proposal, and the voluntary residue testing scheme.

Thank you to all committee members for the time so generously given.

The organisation is in a strong financial position. For the year ending 30 June it recorded a surplus of \$119,000 against a budgeted deficit of \$100,000. This was the result of increased exports, a delay in the commencement of the 'Humble to Hero' project and careful budget management by the Executive. Reserves stand at \$1.223 million which the Board considers to be a satisfactory level given the commitments in the out years. The 'Humble to Hero' project leverages government funding and is a major investment for the industry over the next six years. Before signing up to the project the Board carefully weighed up its obligation to fund and provide 'in kind' support and is satisfied that the resources are available on an ongoing basis.

The industry is very fortunate to have a Board of this calibre and I thank them all for their contributions and ongoing support. To James, Brittany and Sally a very sincere thanks for a job extremely well done. The relationships developed particularly with government are greatly valued and the envy of many similar organisations. You have provided leadership and insight that has put the organisation in a very strong position.

Finally, I wish to recognise the growers and exporters who have had to put up with extremely trying times over the last twelve months... it has been exceptionally difficult. Let's hope we have turned the corner and can get back to some form of normality.



Owen Symmans
Independent Chairman



CEO'S REPORT

What a tiring year for the industry. An excellent crop was grown and harvested, only to face extreme shipping disruptions. It was tough, and then a ship got stuck in the Suez Canal carrying onions to Europe to add salt to the wounds. The sheer number of blank sailings, container shortages and lumpiness of arrivals made for an extremely difficult year for the sector. This was exacerbated by lockdowns, and uncertainty about what were permitted activities. The onion industry really was stretched this year, with high levels of tension and stress. However, as tough a season as it was, growers are planting again and we look forward to a brighter 2022.

New Zealand onion exports are currently \$150million FOB, with total global onion trade at \$5.8billion. In other words, there is a lot of potential additional value for the sector and for New Zealand if we can gain access to new markets and position ourselves correctly in these markets. For instance, with access to new export markets such as Thailand, China, South Korea and the Philippines, the industry can grow significantly and invest further in new systems. We are extremely reliant on government assistance to maintain and gain access to new markets. This year, Onions New Zealand commissioned Infometrics as independent economists to value the untapped potential. This is the potential value of export markets into which New Zealand could further expand. This report has valued untapped potential at \$302.6 Million and outlines clear objectives for increased exports.

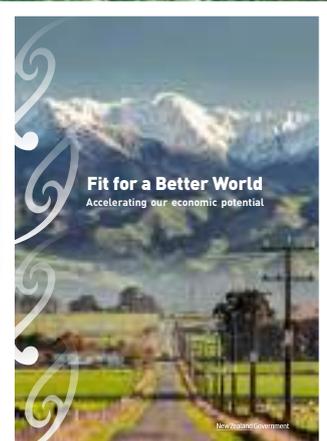
The key to Onions New Zealand's successes is developing strong enduring partnerships. We partner with the government, growers, exporters, agronomists and other sector groups. This year, we have elevated our relationship with the Ministry for Primary Industries (MPI) with a formal partnership titled 'Humble to Hero.' This partnership is far greater than just financial arrangements, with a determination by both parties to focus on market access, increasing export values and providing export assurances. This partnership will be the linchpin for Onions New Zealand and MPI for the coming six years, with joint investment to sustainably increase onion exports.



LOOKING AHEAD, ONIONS NEW ZEALAND IS FOCUSED ON:

1. Market access: retaining markets and gaining access to new markets.
2. Maintaining an enduring structure for sector specific crises (including biosecurity, market access loss, food safety).
3. Being the champion producing country for onions globally, with reduced agrichemicals, less nitrate leaching and lower CO2 emissions.

To achieve these goals, Onions New Zealand needs to maintain strong partnerships with government, growers, exporters and the wider sector. We create our own luck, and as a sector we need to be looking to a strong future focused on meeting consumer requirements in Europe and Asia. Although there are some storm clouds on the horizon around shipping and buy local campaigns, the onion sector is extremely resilient and has excellent prospects to grow exports significantly with targeted investment.



This annual report is being released one year since the Prime Minister launched the government’s roadmap for the primary sector titled, Fit for a Better World. This roadmap is centered around productivity, inclusiveness and sustainability. It sets targets for increasing exports and employment and improving environmental outcomes, all priorities for the onion industry. It is great to have government targets around shared priorities which will benefit not only our sector, but all New Zealanders.

Onions New Zealand continues to invest with government in telling the New Zealand onion story. We cannot expect government officials to understand the sector if we are not willing to engage with them and take the time to reduce the gap between industry and government. This year we undertook two bus trips around Pukekohe with government officials, with a third trip cancelled due to Covid-19. We have also been fortunate to get Ministers out into the growing regions, with Minister Phil Twyford (Minister of Trade and Export Growth) visiting exporters in Pukekohe. We had also planned to have an event at Parliament to highlight the successes of the sector, but this has had to be cancelled multiple times due to Covid-19.

Onions New Zealand is fortunate to have a strong Board of Directors led by Owen Symmans. Once again, the elected Directors have all chosen not to collect daily fees and are giving their time for the betterment of the sector. I am extremely fortunate to be led by an extremely capable Board and supported by competent and dedicated staff and contractors.

Lastly, I would like to acknowledge the contributions made by officials from across government; including Ministry for Primary Industries, the Ministry of Foreign Affairs and Trade, NZ Trade & Enterprise, NZ Customs and the Ministry of Business, Innovation & Employment. Onions New Zealand is fortunate to be able to have access to senior officials and Ministers within government to discuss tough issues and strategic sector objectives. Officials have had to deal with a global pandemic, shipping frustrations, hosting the Asia-Pacific Economic Co-operation (APEC) Forum, all the while managing biosecurity risks, investing in the primary sector, and conducting trade talks remotely. A job well done in an extremely complex and tiring year. In particular I would like to acknowledge the New Zealand officials offshore in postings such as Beijing, Bangkok and Jakarta where they have had to endure extremely uncertain times and prolonged lockdowns.

James Kuperus
Chief Executive Officer



EXPORTS AND MARKETS

CHALLENGING TIMES FOR ONION EXPORTS

The year ending June 2021 saw onion export volumes soar to approximately 208,000 metric tonnes. High yielding crops created an excellent supply of product in what has proven to be one of the most challenging year on record for exporting.

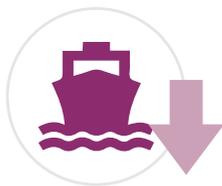
Globally, the food service sector had slowed to a grinding halt in some markets given the exacerbation of multiple rounds of Covid-19 pandemic lockdowns. This did result in a significant boost in the home food consumption category, but for many markets, this was not sufficient to counteract the overall deficit in trade.

Compound this with the extraordinary challenges associated with shipping congestion and the New Zealand Onion sector, alongside many other groups domestically and internationally, was left exhausted trying to secure containers, space on vessels, documentation and the reorganisation of it all as soon as one aspect (usually space on the vessel or vessel schedule) changed.



400%

increase in shipping prices in the 12 months to June 2021



40%

dip in shipping reliability in 2021

The challenging economic situation in some markets, coupled with the increased price of getting our onions to their destinations has led to a year of lower profitability than has been the case, especially when compared to the record year experienced in 2019.

Resulting effects of the pandemic on the global supply chain aside, over the past twelve months there have also been challenges in the market access space. Onions New Zealand has continued with the establishment of tariff free access to Thailand as one of our top priorities. However, regardless of our efforts, access by New Zealand Trade and Enterprise, and most significantly the Ministry of Foreign Affairs & Trade, is yet to be realised. The Thai market has been estimated to be worth over \$5 million to the New Zealand onion sector in the first two years of trade, and every year without access to this market is accruing a significant value in lost trade potential.

OPPORTUNITIES FOR GROWTH

A recent report completed by Infometrics measured the untapped export potential of the New Zealand onion sector at \$302.6 Million across 16 markets assessed to be of highest trade development or growth potential.

Globally the consumption of onions is increasing with a CAGR of 4% expected until 2024. New Zealand with proportionally higher yields than many competitors, and with those yields increasing, is well placed to capitalise on this increasing demand.

Over the last twelve months there has been some significant traction in the negotiation of both the EU-NZ Free Trade Agreement and the UK-NZ Free Trade Agreement (Post Brexit). Each of the negotiations, although they have had their challenges, are likely to yield very positive outcomes for the New Zealand onion sector over the next five years, as negotiations are concluded and benefits realised. Currently, exports to the European Union are in excess of \$68 Million (FOB 2020) and are subject to a 9.8% tariff. Comparatively, trade to the United Kingdom has recently rebounded to an average of \$8.2 million per annum and is now subject to an 8% tariff rate. These free trade agreements are significant for the sector, particularly if tariff elimination is achieved in both markets.

South East Asia remains a high growth region for the New Zealand onion sector. Since the signing of the ASEAN-Australia-New Zealand Free Trade Agreement in 2009, the industry has realised a 658% increase in export earnings from the region. This market potential was reflected in a recent analysis undertaken of consumers in the region, of which 80% of those surveyed ranked New Zealand products as higher quality than their own domestically produced product.



HUMBLE TO HERO

Making the most of the challenges and opportunities which currently face the New Zealand onion sector, Onions New Zealand has entered into a partnership with the Ministry for Primary Industries (MPI). Onions New Zealand was fortunate to secure the first sector acceleration partnership with MPI by way of the Sustainable Food & Fibre Futures fund. Over the next six years this partnership will invest in the differentiation and resilience of New Zealand onion exports.

QUICK FACTS ABOUT THE PROJECT:

- \$6 million budget over six years (\$2.8 million contributed by government).
- Partnership commenced 1 July 2021, concluding 30 June 2027.
- Industry led and government enabled, with a representative governance group to oversee investment.
- Three core themes of activity encompassing 10 key workstreams.

THEMES

THEME A

MARKET VALIDATION AND DIVERSIFICATION:

Centred on identifying and opening high-value export markets. This theme will reduce the industry's dependency on the European Union and Indonesia. A secondary target is identifying potential markets which prefer small sized onions. This will involve gathering information on potential markets, gaining or improving regulatory access, and developing and validating markets.

THEME B

ENABLING VALUE:

Focusing on adding robustness to the New Zealand onion sector. This is the linchpin of our future market access. Acknowledging that globally, consumers and governments are demanding greater accountability from the food system, led by the EU Green Deal requirements. The projects in this theme will enhance the story of New Zealand onions with verifiable food safety credentials, robust industry information and understanding of the industry's greenhouse gas emissions.

THEME C

CAPTURING VALUE:

Adding value to New Zealand onions by understanding consumer demands, conducting sensory analysis, identifying unique attributes, exploring options to reduce waste and telling the story of New Zealand onions. It will take the humble onion, supported with verifiable data and identified attributes that the consumer cares about, to change consumer purchasing behaviour and establish it as the hero New Zealand onion.

HUMBLE VS HERO – WHAT DOES IT LOOK LIKE?

The following are our aspirational measures of success.* our 'Humble' baseline is a 3 year average taken in 2020.

METRIC OF SUCCESS	HUMBLE (2020*)	HERO (2027)	MEASURE OF CHANGE
Number of valuable export markets	17	22	Five additional valuable export markets
Export value	\$137 million	\$166 million	\$28 million
Industry value	\$169 million	\$200 million	\$31 million
Planted hectares	5,044 ha	5,400 ha	356 hectares additional plantings – 7% increase
Return to grower	\$650 per tonne	\$750 per tonne	\$100 a tonne
Average grower return	\$1,988,235	\$2,352,941	Additional \$364,706 p/a to average grower
Top five markets value share	81%	71%	Reduced reliance on top five markets
Percentage of exports returning premium (>\$750 per tonne)	29%	60%	Double export volume returning premium value per tonne





2020 EXPORT TREND BY REGION

The European market offers a limited, large volume window for New Zealand Onions to substitute their counter seasonal shortages. South East Asia offers stability to the export season with significant trade continuing until the tail of the season in August.

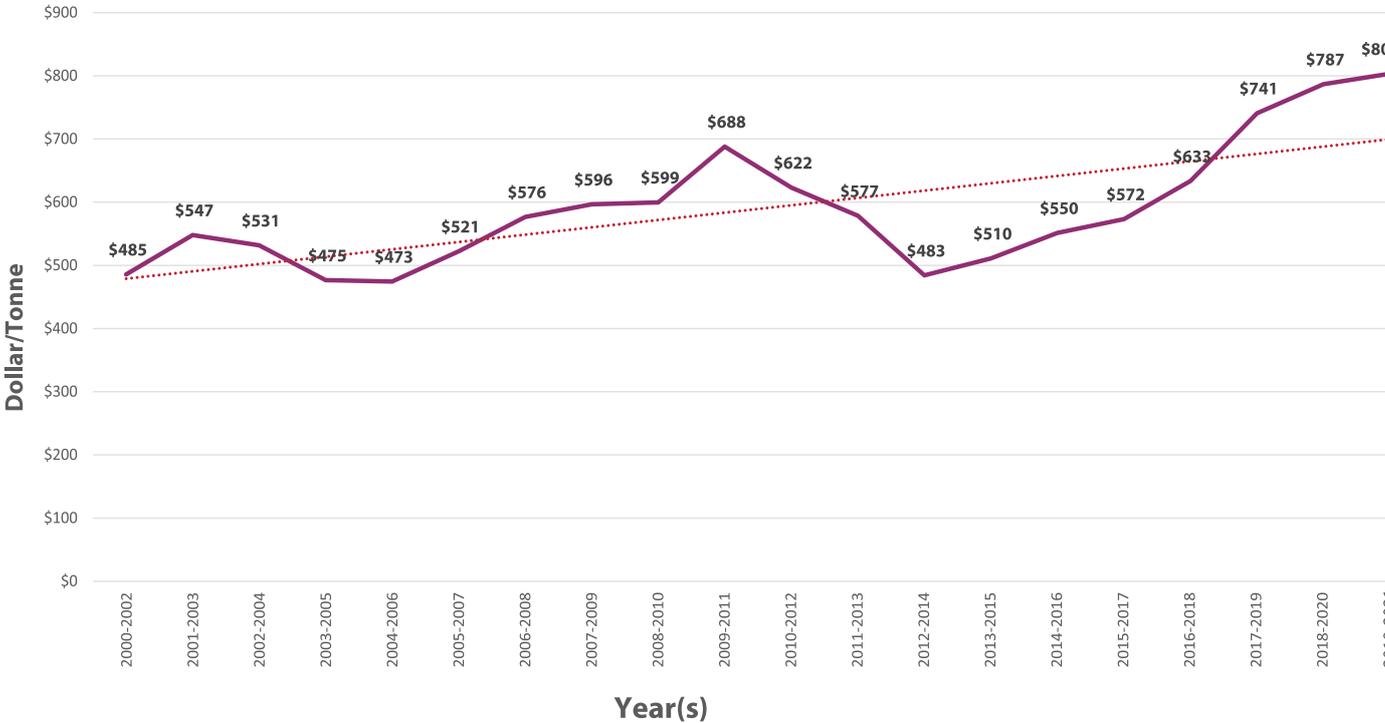
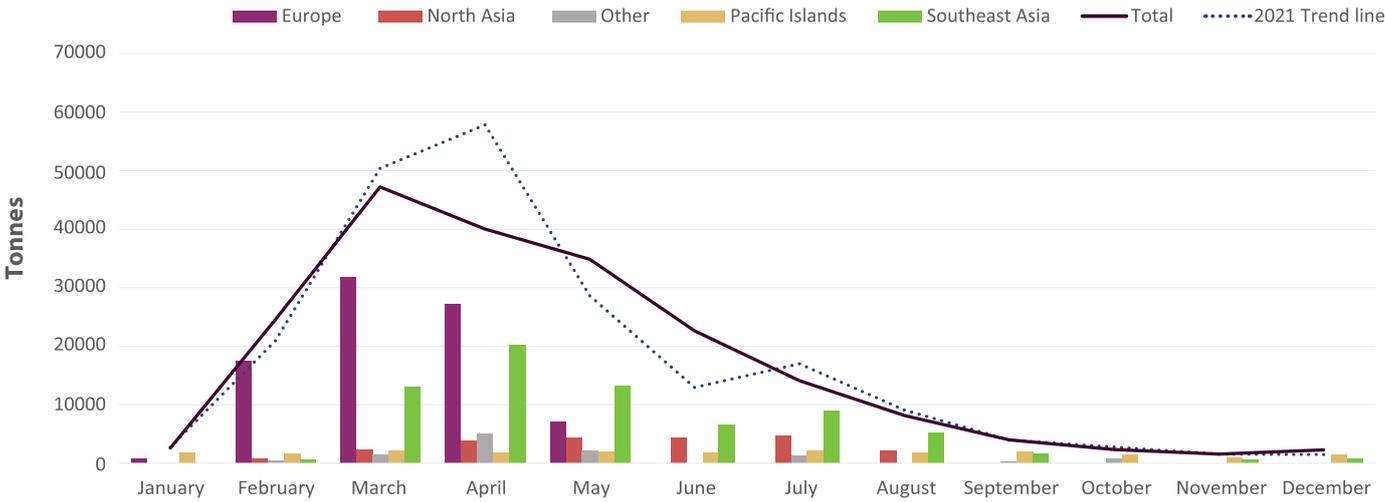
DOLLAR PER TONNE EXPORT VALUE (3-YEAR AVERAGE)

The 3-year average price per tonne is currently experiencing an upward trend. This graph gives an insight as to how variant returns to industry can be, and how challenging it is for the industry to maintain and depend on sustainable export returns.

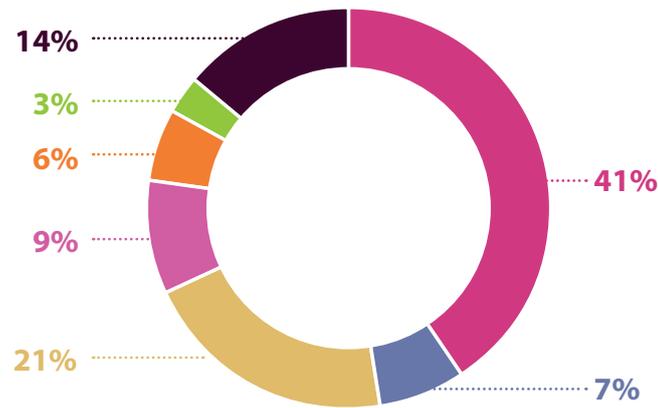
EXPORTS BY THE NUMBERS

These graphs display the volume and value returned by the top export destinations for the period. The market share for EU has decreased from 49% (volume) and 46% (value) since the same period last year. Whereas Indonesia has gained an additional 3% of the market share in both measures.

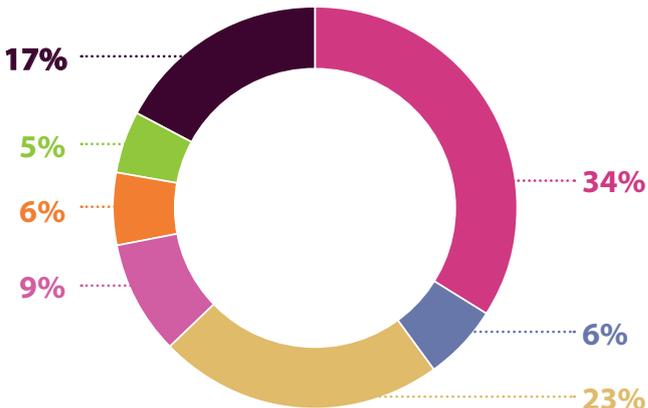
These variations are largely due to shipping challenges and other Pandemic related effects.



JAN-JUNE 2021 EXPORT VOLUME



JAN-JUNE 2021 EXPORT VALUE



European Union United Kingdom Indonesia Malaysia Taiwan Fiji Other

RESEARCH & INNOVATION REPORT

The key objective of Onions New Zealand Research is to position the New Zealand onion industry as the champion exporter in the Southern Hemisphere.

THE RESEARCH STRATEGY HAS TWO THEMES:



THEME 1:
Enable market growth; this includes projects to support market access, market demands, local and international requirements, and biosecurity.



THEME 2:
Improve the profitability and sustainability of onion production and exports.



Onion specific research is managed through the Onions New Zealand Research & Innovation subcommittee, while the Vegetable Research & Innovation (VR&I) Board supports cross-sectoral research collaboration on topics common to vegetable crops.

To keep ahead of consumer demands, Onions NZ is investing in projects to lower agrichemical residues and incorporating softer pest control options.



SUSTAINABILITY PROJECTS OF SIGNIFICANCE

PROJECT 1

ONION PATHWAYS: SUSTAINABLE ONION PRODUCTION SYSTEMS

Over the past two years Onions New Zealand in collaboration with MPI has been progressing a research programme to enable New Zealand onion growers to become the world’s preferred suppliers of low residue, sustainably produced onions.

The focus of this project is to achieve sustainable onion production while reaching production targets and maintaining the New Zealand onion industry’s position as a world-leading onion producer and premium exporter.

The target is to achieve residues of less than 10% of the European Union regulatory limits through this research programme. It is pleasing that after just two years of this project being underway, 98.5% of residues are below this target level, an incredible accomplishment.

This project has focussed on trial work which negates the use of substances deemed to be more harmful for the environment and for humans. Trials this year have explored ways to remove the use of mancozeb, a fungicide to control downy mildew. As well as looking at ways to limit or remove the use of neonicotinoids by delaying first application, and looking at alternative more environmentally sustainable products.



PROJECT 2

CADMIUM UPTAKE IN ONIONS

In collaboration with the Ministry for Primary Industries (MPI) and New Zealand Food Safety, Onions NZ have supported a survey of paired onion and soil samples to measure cadmium and other elements to better understand the levels of cadmium in crops and agricultural soil, and the influence of soil chemistry on cadmium uptake.



PROJECT 3

USING HCBA (HIGH CARBON BOILER ASH) BIOCHAR IN HORTICULTURE

This joint project with Massey and Lincoln Universities is investigating the benefits of using HCBA Biochar for improving onion yield, skin quality and soil health. An Onions New Zealand scholarship is supporting an MSc (Master of Science) student in this project. Onions New Zealand has for a number of years now been supporting post graduate students through scholarships to foster the next generation of scientists and researchers.





PROJECT 4

A LIGHTER TOUCH: AGROECOLOGICAL CROP PROTECTION TO MEET FUTURE CONSUMER DEMANDS

The vision of this programme is that New Zealand will become one of the most desirable sources of food in the world. A Lighter Touch will focus on understanding and better managing aspects of agroecosystems that lead to increased levels of pests and diseases, and how to integrate more sustainable crop protection practices. In collaboration with MPI and the wider horticulture sector, Onions New Zealand is investing significant resources into this project over the next six years to lead the way.

PROJECT 5

VEGETATED BUFFER STRIPS CODE OF PRACTICE

This code of practice and background document is designed to assist growers to make decisions related to installing and maintaining effective vegetated buffer strips to protect waterways.

PROJECT 6

SUSTAINABLE VEGETABLE SYSTEMS

This project is looking at measuring leaching in controlled Plant & Food Research trials, monitoring leaching in vegetable rotations and calibrating leaching models with the findings. Project funding is from vegetable product groups represented by the VR&I Board, Potatoes NZ, Horticulture New Zealand and MPI.

Despite some disruption due to Covid-19, in the last year Onions New Zealand has held extremely successful summer field walks in Pukekohe and the Hawke's Bay, as well as regional workshops across the country. These workshops have helped to extend some of the sustainability research to the sector, encouraging greater uptake of findings. Having input into the research programme from the industry and discussing the progress made within the programme is a critical aspect to the overall success of Onion Pathways

TOP 10 RISKS BECOMES 12

As a whole, Onions New Zealand is focusing on research and investment to support improvements in productivity, profitability and stability of the New Zealand Onion industry and its exports. However, this isn't without careful consideration toward the protection of the industry from potentially detrimental pest and diseases – for this reason biosecurity and risk identification is still a key priority of the industry body.

Onions New Zealand has been continuing work to identify sector risk organisms and priorities for potential response planning. This piece of work underpins the sector's interactions with the Ministry for Primary Industries (MPI) through the Government Industry Agreement (GIA), where both parties agree to improve biosecurity outcomes for the sector.

This year, two additional risks were added to the high-risk registrar. Onions New Zealand is amending the onion biosecurity risks to twelve to include the changes in risk of both **Fall Armyworm** (*Spodoptera frugiperda*) and **Yellow Disease Phytoplasma** (*Candidatus Phytoplasma asteris*).



Photo: Fall Armyworm
Credit: Chazz Hesselein, Alabama Cooperative Extension System, Bugwood.org

An initial list of approximately 250 pest and disease organisms was compiled where *Allium cepa* and *Allium* were recorded as hosts. This list was screened and reduced to a shortlist of 34 for further detailed analysis.

These 34 pests and diseases underwent risk assessment where the potential for Entry, Establishment, Spread, and Impact were each allocated a score: **Low, Medium or High.**

Following risk assessment, the pests were ranked. In the following table are the resulting high-risk exotic pests which would be detrimental to the onion growing industry.

Fortunately, the New Zealand Onion sector has not been a host for any of the most recent horticultural biosecurity incursions, however, this should not spark complacency but rather act as a warning. It is not a matter of if one of these priority pests reaches our shores, but when. As an industry we must be ready to respond; our partnership with MPI is critical in this.



Photo: Symptoms of Yellow Disease Phytoplasma
Credit: Howard F. Schwartz, Colorado State University, Bugwood.org

If you spot anything unusual use the **Find A Pest app** to take a photo to report to MPI, or **catch it, snap it, report it** by calling MPI exotic pest and disease hotline on 0800 80 99 66.



CATCH IT



SNAP IT



REPORT IT

TOP 12 EXOTIC PESTS

FOR ONIONS OF EXTREME OR HIGH RISK

EXOTIC PEST/DISEASE	PREVIOUS RISK PROFILE (2018)	NEW RISK PROFILE (2021)	RATIONALE FOR RECOMMENDATION
Fall armyworm (<i>Spodoptera frugiperda</i>)	Not included	Extreme	Allium are a main host. Polyphagous. Continually expanding distribution, present in Australia. Assessed as an Extreme risk.
Chilli thrips (<i>Scirtothrips dorsalis</i>)	Not included	Extreme	Allium cepa is a main host. Polyphagous. Regularly intercepted at border. Previously assessed as priority pest for onions. Assessed as an Extreme risk.
Leafmining flies (<i>Liriomyza spp.</i> , <i>C. horticola</i> , <i>P. gymnostoma</i>)	Not included	Extreme	Allium cepa and Allium are a main host. Polyphagous. Increasing distribution of some species, <i>L. huidobrensis</i> and <i>L. sativae</i> present in Australia. Previously assessed as priority pest for onions. Assessed as Extreme risk.
Onion fly (<i>Delia antiqua</i>)	High	Extreme	Allium cepa and Allium are main hosts. Previously assessed as priority pest for onions. Assessed as Extreme risk.
Onion bulb mite (<i>Rhizoglyphus setosus</i>)	High	Extreme	Allium cepa and Allium are main hosts. Intercepted at the border (<i>Rhizoglyphus spp.</i>). Previously assessed as priority pest for onions. Assessed as Extreme risk.
Leek moth (<i>Acrolepiopsis assectella</i>)	Medium	High	Allium cepa is a main host. Allium are hosts. Previously assessed as priority pest for onions. Assessed as High risk.
Centre rot (<i>Pantoea ananatis</i>)	High	High	Allium cepa is a main host. Previously assessed as priority pest for onions. Assessed as High risk.
Tobacco/flower thrips (<i>Frankliniella fusca</i> , <i>F. ewarti</i>)	High	High	Polyphagous. Previously assessed as priority pest for onions. Assessed as High risk.
Black onion fly (<i>Tritoxa flexa</i>)	High	High	Allium cepa is main host. Previously assessed as priority pest for onions. Assessed as High risk.
Onion bacterial blight (<i>Xanthomonas axonopodis pv. allii</i>)	Medium	High	Allium cepa is main host. Previously assessed as priority pest for onions. Assessed as High risk.
Leafhoppers (<i>Macrostelus quadrilineatus</i> , <i>M. striifrons</i>)	High	High	Polyphagous. Previously assessed as priority pest for onions. Assessed as High risk.
Yellow disease phytoplasma (‘ <i>Candidatus Phytoplasma asteris</i> ’)	Not included	High	Allium cepa is a main host. Polyphagous. Assessed as high risk (based on impact).



HISTORIC EXPORT STATISTICS

ONIONS NEW ZEALAND EXPORT SUMMARY FULL YEAR

*Destination	2012	2013	2014	2015	2016	2017	2018	2019	2020
Belgium	13,978	12,983	15,596	14,392	24,585	14,636	4,206	7,129	4,167
France	3,891	6,757	10,038	9,846	8,327	7,413	5,977	7,540	7,602
Netherlands	25,110	35,397	29,977	31,505	18,522	26,704	29,390	37,372	30,533
Germany	10,938	14,127	11,919	15,790	19,824	11,808	20,632	20,845	31,706
Europe/ Other	5,260	4,836	5,221	4,320	5,896	7,193	6,061	11,500	8,649
Europe Total	59,177	74,099	72,749	75,853	77,154	67,754	66,264	84,385	82,656
United Kingdom	10,868	14,217	13,849	8,228	8,596	3,492	2,112	17,668	8,106
USA	1,164	3,723	5,859	564	531	732	335	958	1,723
Japan	25,179	8,377	19,348	18,373	16,885	24,177	8,014	6,548	5,771
Taiwan	7,168	5,018	3,230	6,993	7,866	15,125	591	7,005	10,937
Hong Kong	3,609	3,643	3,545	3,181	3,667	2,966	1,405	1,678	4,267
Indonesia	15,819	12,292	24,274	21,598	32,594	37,826	29,023	27,199	39,654
Malaysia	17,356	29,713	15,935	13,082	10,239	11,916	8,225	11,493	21,270
Thailand	-	-	-	-	-	-	-	-	80
Singapore	3,413	3,429	2,994	2,488	2,955	1,506	1,873	1,359	3,647
Pacific Islands	16,482	16,563	18,272	18,771	18,177	20,709	17,741	18,065	20,729
Australia	434	352	787	6	26	389	19	394	86
Other	2,266	3,259	1,432	1,830	2,669	823	1,119	2,083	3,891
Total Tonnes	162,935	174,686	182,275	170,967	181,359	187,415	136,722	178,836	202,815

* Destination means Country of Vessels destination

Source: NZ Customs





ONIONS NEW ZEALAND ANNUAL REPORT 2021

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