

Entering the European market for mangoes

Quality issues, phytosanitary checks and unpredictable supplies make the mango business in Europe challenging for both importers and exporters. For exporters with a reliable supply, the most profitable route to market is to become part of a retail supply programme. Brazil and Peru are the main suppliers to the European Union with increasing volumes. The overall price for mangoes has decreased slightly in the last years but tree-ripened airfreighted mangoes still fetch high prices.

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1. What requirements must mangoes comply with to be allowed on the European market?

Fresh mangoes must comply with the general requirements for fresh fruit and vegetables. You can find these in the general [buyer requirements for fresh fruit and vegetables](#) on the CBI market information platform. You can also use the Helpdesk, which provides an overview of export requirements for mangoes (code 08045000) per country.

What are the mandatory requirements?

Pesticide residues and contaminants

Pesticide residues are one of the crucial issues for fruit and vegetable suppliers. To avoid health and environmental risks, the European Union has set maximum residue levels (MRLs) for pesticides and other contaminants, such as heavy metals, in and on food products. Products exceeding the MRLs are withdrawn from the market.

Note that buyers in several EU Member States, such as the United Kingdom, Germany, the Netherlands and Austria, use even lower maximum residue levels than those established by European legislation.

- Check [the EU Pesticides database](#) to find all MRLs and those specific for mangoes. Search by product or pesticide and the database to find the list of associated MRLs.
- Use [integrated pest management](#) (IPM) in production to reduce the use of pesticides. IPM is an agricultural pest-control strategy that includes growing practices and chemical management.
- Read more about MRLs [on the website of the European Commission](#). Check with your buyers if they require additional requirements on MRLs and pesticide use.
- Make sure that lead contamination in your mangoes remains below 0.10 mg/kg and cadmium below 0,050 mg/kg, according to the [maximum levels for certain contaminants in foodstuffs](#).

Microbiological criteria for fresh cut mango

For fresh pre-cut fruit (ready-to-eat), the following [microbiological criteria](#) apply:

- E.coli contamination must be below 100 cfu/g during the manufacturing process. Having two out of five samples up to the 1000 cfu/g limit is still acceptable.
- Salmonella in cut fruit must be absent throughout their shelf life, at least in five samples of 25 g.

Phytosanitary regulation for fruit flies in mangoes

Mangoes are a high-risk fruit concerning fruit flies (Tephritidae). Therefore, a phytosanitary document is

required for exporting mangoes to Europe and hydrothermal treatments prior to export are the standard.

Since 1 September 2019, a [new European Directive](#) requires phytosanitary certificates for mangoes to include one of the following statements, which must be communicated by the national plant protection organisation in the country of origin in advance:

1. The fruits originate in a country recognised as free from Tephritidae (non-European);
2. The fruits originate in an area established by the national plant protection organisation in the country of origin as being free from Tephritidae (non-European);
3. No signs of Tephritidae (non-European) have been observed at the place of production and in its immediate surrounding since the beginning of the last complete cycle of vegetation (this includes official inspections at least monthly during the three months prior to harvesting and on the harvested fruit). Information on traceability must be indicated on the certificates;
4. The product has been subjected to an effective treatment to ensure freedom from Tephritidae (non-European). The treatment data should be indicated on the certificates.

This requirement puts more pressure on plant health authorities. Authorities in producing countries have to be able to declare a region pest free or check on specific areas and product treatments. Importing companies are concerned that many supplying countries are not ready for this new regulation and that it will affect the supply of fresh mangoes.

Tip:

Learn more about the European phytosanitary rules in [Council Directive 2000/29/EC](#) and the new [Implementing Directive 2019/523](#) on the protective measures against the introduction of harmful organisms to plants and plant products in the European Union.

Quality standard

Information on quality, size, packaging and labelling requirements for mangoes can be found in:

- The [UNECE standards for mangoes](#)
- The [Codex Alimentarius Standard for mangoes](#) ('Food code' of WHO and FAO)

Mangoes should, at the very least, be:

- intact;
- sound, not affected by rotting or deterioration;
- clean, practically free of any visible foreign matter;
- fresh in appearance;
- practically free from pests and damage caused by pests;
- free from black stains or trails which extend under the skin;
- free from marked bruising;
- free from damage caused by low temperature;
- free from abnormal external moisture;
- free from any foreign smell or taste;
- able to withstand transport and handling.

Europe almost exclusively requires Class I mangoes as a minimum. Mangoes in this class must be of good quality and within the permissible tolerances:

- a slight defect in shape;

- slight skin defects due to rubbing or sunburn and suberised stains due to resin;
- exudation (elongated trails included) not exceeding 3, 4, 5, 6 cm² for size groups A, B, C, D respectively;
- slight bruising;
- scattered rust-coloured lenticels;
- a yellowing of green varieties due to exposure to direct sunlight not exceeding 40% of the surface of the fruit, excluding necrotic stains;
- a tolerance of 10% is allowed for fruit that meets Class II standards;
- a tolerance of 10%, by number or weight, of mangoes not meeting the sizing requirements is allowed.

In no case may the defects affect the fruit flesh, the general appearance of the produce, the quality, the keeping quality and presentation in the package.

Tips:

Maintain strict compliance with quality, delivering it as agreed with you buyer. Being careless with your standards will lead buyers to raise issues with quality.

See example images of mangoes in different classes and types of damages in the [OECD International Standard for mangoes](#).

Find out how to apply the best quality management for mangoes by reading the [Mango post-harvest best management practices manual on Mango.org](#).

Size and packaging

Fresh mangoes are classified according to Size Codes A, B, C and D. Size is determined by the weight of the fruit or by count.

Table 1: Size codes for mangoes

Size code	Weight in grams	Maximum permissible difference between fruit within the package in grams
A	100-350	75
B	351-550	100
C	551-800	125
D	>800	150

Source: [UNECE standards for mangoes](#)

The common mango varieties are mostly traded in packing size 7 or 8, meaning 7 to 8 mangoes per 4 kg box, which is the preferred size in the Netherlands, the United Kingdom and France. In Germany, size 6/7 is also common, since large mangoes are popular, while in Scandinavia mostly smaller sizes are sold individually. Spain is more flexible with sizes and can handle both large and small sizes. Mango seasons always start with smaller fruit, but prices generally adjust when mangoes reach size 9.

Packaging requirements vary among customers and market segments. They must at least be packed in new, clean and quality packaging to prevent damage and protect the product properly. Common packaging for mangoes includes 4 kg cardboard boxes.

Tips:

Always discuss specific packaging requirements and preferences with your customers.

Negotiate with your buyer to include different sizes and a mixed pallet per shipment to make it easier for you to sell different sizes from your production. But make sure the sizes are the same per pallet.

Check the additional requirements if your product is pre-packed for retail in the [Codex General Standard for the Labelling of Prepackaged Foods](#) or [Regulation \(EU\) No. 1169/2011](#) on the provision of food information to consumers in Europe.

See the [buyer requirements for fresh fruit and vegetables](#) on the CBI market information platform for the legal labelling requirements.

What additional requirements do buyers often have?

Variety

The fibreless mango varieties have become the standard for most buyers in Europe. Kent is highly appreciated, followed by Keitt mangoes. Kent is a fibreless variety and valued for its taste and easy ripening. Keitt is a variety that comes to market a little later in the season. Buyers are aware that these varieties cannot cover the full demand for mangoes.

The Palmer variety is almost fibreless and often replaces orchards with the less popular Tommy Atkins, especially in Brazil. These mangoes are very common in Brazil and grow in areas where the cultivation of Kent and Keitt is more complicated. Tommy Atkins is still commercialised in Europe, but at a fast decreasing pace due to the fibrous flesh.

As long as the market for mangoes depend on different climate zones, Palmer and other varieties can coexist with Kent and Keitt. The most exotic varieties are only required by specialist mango buyers and ethnic wholesalers.

Maturity

The maturity of mangoes must be sufficient to enable them to continue the ripening process. The colour and firmness may vary according to the variety, but there should be conformity throughout the batch.

Additionally, buyers often have specific preferences, either for ripening purposes or just-in-time delivery to a specific end client. Therefore, it is important to discuss specifications such as internal maturity level and brix level with your client.

Tips:

Check with your buyer on the required maturity level, such as brix (sugar content) and dry matter. This can vary depending on the variety, time to market and buyer preference.

See the stages for mango maturity in the [Mango Maturity & Ripeness Guide from Mango.org](#).

Certification

Common certifications for mangoes include [GlobalG.A.P.](#) for good agricultural practices and [BRCGS](#), [IFS](#) or similar HACCP-based food safety management systems for packing and processing facilities. Management systems recognised by the [Global Food Safety Initiative \(GFSI\)](#) are most recommended.

Tip:

Start with your GlobalG.A.P. certification before trying to export to Europe. It is almost a basic requirement, especially when you want your product to end up in large retail chains.

Sustainability and social compliance

Mango cultivation often involves small growers. For fruit collectors and exporters, it is important to show that they are engaged in the well-being of their production sources, both socially and environmentally. This is a growing concern for many buyers and retailers. The best way to do this is through adapting social and environmental standards, such as Sedex Members Ethical Trade Audit ([SMETA](#)) and [GlobalG.A.P.](#)

Tips:

Implement at least one environmental and one social standard; complying with both is often necessary. See the [Basket of Standards](#) of the Sustainability Initiative for Fruit and Vegetables (SIFAV).

For other additional requirements, such as payment and delivery terms, see the CBI's reports on [buyer requirements for fresh fruit and vegetables](#) and [tips for doing business with European buyers](#).

What are the requirements for niche markets?

Quality for special varieties and tree-ripened mangoes

Special mango varieties such as Nam Dok Mai and Alphonso as well as common varieties that are tree ripened and airfreighted are sold in a high market segment, where it is crucial for your buyer to receive a perfect product. To be able to do this, you must have a perfect timing for fruit picking, reduce post-harvest transit times, maintain a perfect cold chain, excellent quality control, and pay extra attention to packaging.

Tip:

Invest extra in packing when supplying airfreighted mangoes or special varieties. This will protect the fruit, but also helps in the presentation of your product.

Organic

Organic certification for mangoes is required by a small, but growing niche market. Organic mangoes are mostly traded by specialised organic fruit importers, such as [ProNatura](#) (France), [Biotropic](#) (Germany), [Eosta](#) and [OTC Organics](#) (Netherlands).

To market organic products in Europe, you have to use organic production methods according to the [European legislation](#) and apply for an organic certificate from an accredited certifier.

A new technology for labelling organic mangoes is laser, which is already [implemented in the Spar supermarkets in Austria](#), for example, avoiding the use of plastic packaging and stickers to mark organic mangoes.

Tips:

Consider organic mangoes as a plus, not a must. Remember that implementing organic production and becoming certified can be expensive; you must be prepared to comply with the entire organic certification process.

Keep up to date on the new developments in the organic market, such as innovative packaging and labelling for organic fruit. Laser technology is likely an investment that your buyer will do, although it may become a new standard for exporters in the future.

Read the [buyer requirements for fresh fruit and vegetables](#) on the CBI market information platform to learn more about organic.

2. Through what channels can you get mangoes on the European market?

Most mangoes are imported by specialised traders, some of which have their own packing and ripening facilities. Ready-to-eat, ripened and fresh cut mangoes are popular for supermarkets, but you will also find opportunities in the wholesale channel.

How is the end market segmented?

The main segment for mangoes are Class I mangoes and common varieties such as Kent and Keitt, either conventional or ripened in the destination country. See also buyer requirements above.

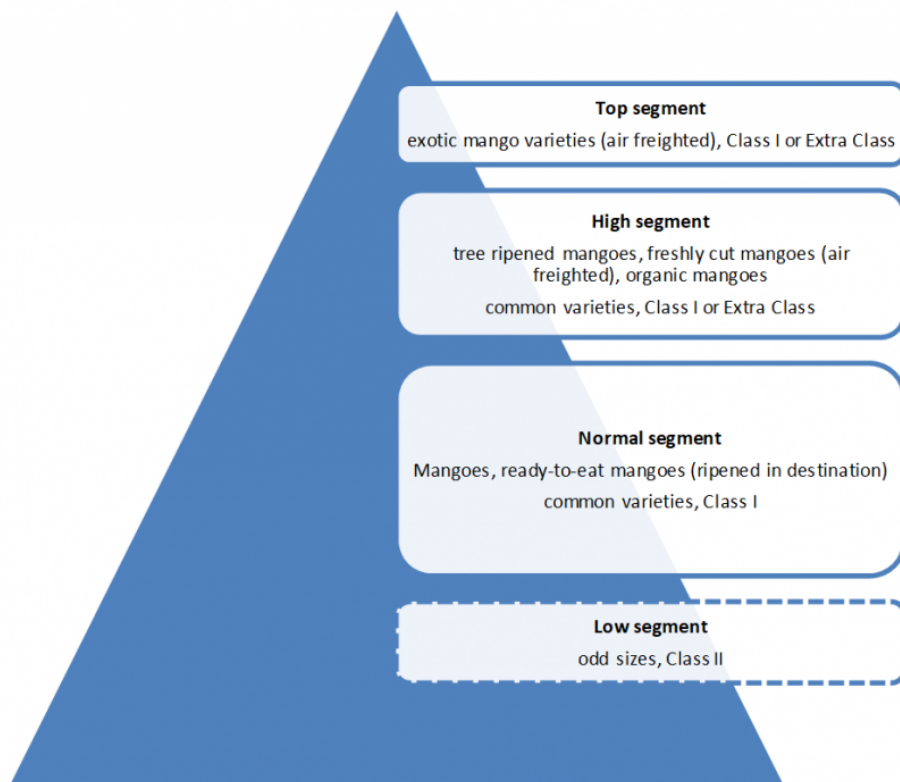
Common mangoes can also be shipped tree ripened by air and placed in a high segment. The best time for airfreighted mangoes is when the market for mangoes is strong, which is usually between the end of November and the end of December.

Fresh cut and organic mangoes are becoming more popular and are also part of a high segment. Fresh cut mango is available throughout the year in European supermarkets sold at high prices due to the processing and airfreight costs. Organic mangoes can be difficult to source and are not always available in standard retail.

In the top segment, you can find exotic, tree-ripened varieties for luxury and specific ethnic markets. They are valued for their superior taste and sweetness, but their total volumes are very small compared to the common mango trade. These mangoes are generally sold by specialist and ethnic retailers or used in the food service industry.

Class II mangoes are not common, but odd sizes or mangoes that fail to meet the usual specifications are sold for any acceptable price.

Figure 1: Market segments for mangoes in Europe



Tip:

Keep regular contact with your buyers to follow the market developments. This will help you in product planning and segmentation. For instance, picking your mangoes later, ripened for airfreight means you will enter the market later as well; or, in a good market with little supply, lower quality is accepted more easily.

Through what channels do mangoes reach the end market?

Importers and service providers

Importers play a central role in the distribution of mangoes. They are familiar with all the different requirements of end clients and are able to distribute to different markets.

Some importers have ripening and packing facilities, which are important for the growing segment of ready-to-eat mangoes and for supplying to supermarkets. This is how mango importers such as [Nature's Pride](#) become full-service providers to supermarkets.

Supermarket programmes

Most mangoes are sold through supermarkets, which become increasingly involved in sourcing. This is relatively easy when mangoes are sourced from Spain. For example, German supermarket Rewe established [Eurogroup](#) in Spain to oversee production and sourcing.

However, overseas mango imports during the rest of the season is often complicated. Fluctuations in price, volumes and quality continue to provide opportunities for independent traders. Supply contracts for mango are often combined with purchases on the spot market.

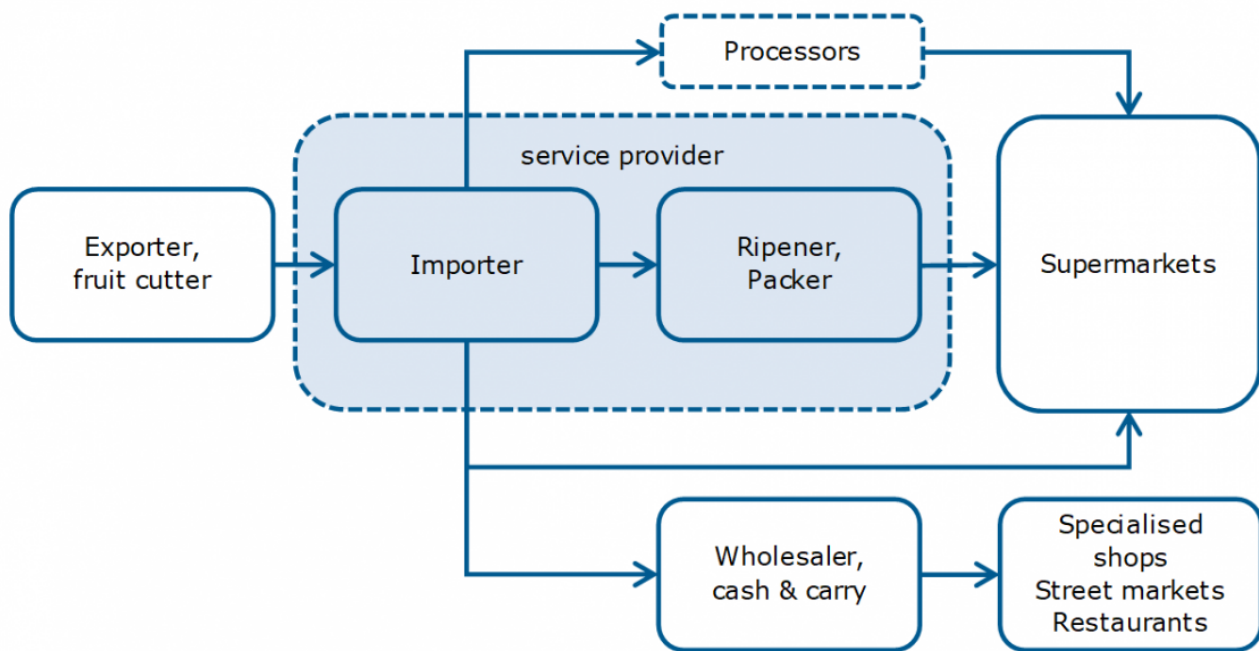
Wholesalers (spot market)

Traditional fruit wholesalers cover the spot market, moving according to trade fluctuations. They supply to specialised shops, street merchants, restaurants and hotel chains. Sometimes these companies combine import and wholesale activities, but a traditional wholesaler does not take many risks with importing long-distance mangoes. Typical wholesale markets include [Rungis](#) in Paris and [Mercabarna](#) in Barcelona.

Large fruit wholesalers such as [Staay Food Group](#) maintain a large international network and offer their own cash & carry service points, where clients can purchase a wide variety of fruit and vegetables.

Non-specialised (cash & carry) wholesalers such as [Metro](#) supply to the same end markets but depend more on the service of importing companies. They are also able to work with long-term contracts, just like supermarkets.

Figure 2: Market channels for mangoes



Tip:

Choose an importer based on the size and ambition of your company, keeping in mind that importers and distributors vary in their relationships with the retail sector and their level of requirements. Some supply to large retail chains where volume and compliance is strict, while others specialise in the spot market.

What is the most interesting channel for you?

Being part of a retail supply programme gives you the best security and often more profitable margins on average. However, the requirements are high and the room for negotiation is minimal.

The most likely route to become part of a retail programme is to cooperate with a service provider that has a local infrastructure and supply contracts with retailers. Exporters with their own mango production have the best chances to find cooperation with large buyers and service providers. Direct sales to supermarkets are much more difficult and only in reach of companies that have the resources to have a presence in Europe and can arrange a year-round supply.

Because mangoes are a difficult product for sourcing, there are plenty of opportunities outside the direct retail approach. Trading companies that supply the spot market are easiest to connect to. In a good market, they can provide you with a very profitable return, but there are no guarantees. The spot market prices fluctuate more and for exporters, there is more risk involved. For mangoes, it is best to find a mango specialist with experience and a large network in the mango business, for example, the Dutch-German company [Hars & Hagebauer](#), which promotes itself as mango specialist.

Tip:

Go to trade fairs to find buyers. The main trade fairs for fresh fruit are [Fruit Logistica](#) in Berlin and [Fruit Attraction](#) in Madrid.

3. What competition do you face on the European mango market?

Brazil and Peru dominate the mango supply to Europe in the northern hemisphere winter, thanks to large volumes, decent quality and, to a certain extent, a supply security, but in the European summer, origins can shift to Central America, Dominican Republic, West Africa and Israel (see figure 4). Availability and quality determine the sourcing origin of mangoes and that can change from year to year.

Where are your competitors?

Brazil

Mangoes are produced in large scale in Brazil, whose suppliers are renowned as professional mango suppliers. Brazilian growers can provide buyers with relatively stable suppliers for a long period. Brazil has large mango farms and mango cutting facilities, which is why it is still the largest exporter of mangoes to Europe, with 138 thousand tonnes in 2018.

The disadvantage that Brazil has to deal with is that a large part of its volume still consists of the less popular Tommy Atkins variety. In recent years they are being gradually replaced with Palmer mangoes, and where possible growers are also producing more Kent and Keitt mangoes. In spite of these developments, Brazil will continue to play an important role in the mango trade.

Tip:

Read how the British retailer Marks & Spencer managed to introduce fresh cut mangoes together with the Brazilian Company Tropical Fresh in the article '[With love from Brazil: the mango's journey to Britain](#)' of The Telegraph.

Peru

Peru is one of the fastest growing mango exporting countries, increasing its exports to Europe by 74% in five years to reach 125 thousand tonnes in 2018. The total mango [production in Peru has since grown to 350 thousand tonnes](#), most of which are obviously destined for export, and Europe is the main market. Peru has some overlap with the main supply volume from Brazil in the European winter (see figure 4), which often leads to uncertainty at the start of the Peruvian season.

Because mango production in Peru targets export markets, they have a variety of cultivars, such as Kent, Edward, Ataulfo, Haden and Keitt mangoes. Peru is seen as a strong supplier in volume, but also has many well-organised exporters able to compete in price and variety.

Peru is expected to further position itself as a dominant supplier, but as most mango producing countries, their supply season is short.

Ivory Coast

Ivory Coast follows the Peruvian season (see figure 4). For Ivory Coast, mangoes are an important export product, and for European buyers, it is a closer source than South America. This African country has successfully positioned itself as Europe's third supplying country with an export volume of 31 thousand tonnes, which is similar to the almost counter seasonal Spanish production.

Ivory Coast is logistically well located and most of the supply from Mali and Burkina Faso has to travel through Ivory Coast. However, like most West African countries, mangoes are produced by small farmers, which results in high variation in quality, making it difficult for importers to organise a reliable supply. The Ivorian mango sector is still a [fragile industry with many logistical and phytosanitary challenges](#). On the other hand, there are more possibilities for small farmers to work on organic and fair trade production.

Senegal

Senegal had a good export year in 2018, exporting 16 thousand tonnes of mangoes to Europe. Like Ivory Coast, Senegal has sea access and relative proximity to export mangoes to Europe. They also have the advantage of being able to supply Kent mangoes in a period when many other suppliers often only have other varieties available.

Senegal is a leading mango supplying country from West Africa and relevant to Europe, but also struggles with common issues in the region, such as poor infrastructure, fruit quality and insufficient financial power. Senegal has the potential to position itself as a more dominant supplier, but growth will depend on the ambition of mango exporters and their ability to improve.

Dominican Republic

When supply from West Africa is low or poor in quality, the Dominican Republic is a popular source to fill in the supply gaps, if quality is right. The Dominican Republic mainly exports Keitt mangoes with acceptable transit times compared to West African countries.

Up to 2014, Dominican mango exports to Europe developed in large steps, but since then it has been relatively stable. The Dominican cultivation of mango continues to increase. But the summer is a difficult period to supply mangoes to Europe because there are too many origin countries involved.

Israel

Israel has a good reputation for quality mangoes. Israeli production volumes are naturally much smaller than the dominant supplies from Brazil and Peru at 50 thousand tonnes in 2017, but Israeli growers are well integrated with European businesses and always look for new varieties. Besides Kent and Keitt, Israel also introduced other mango varieties, such as Omer, Shelly and Kasturi in Europe.

The Israeli mango supply season falls together with Senegal's and slows down when Spain starts its harvest.

Interesting developments: Mexico and India

Mexico is still a minor supplier of mangoes to Europe, but it is increasingly competing in the airfreighted Kent mangoes. The total export volume reached 4.8 thousand tonnes in 2018, which is more than double the volume

of five years earlier.

Since the import restrictions due to fruit flies have been lifted, India has been able to increase its mango exports to Europe again. Indian mango varieties, such as the Alphonso and Kesar, are considered high-quality fruits and are sold through ethnic and specialist buyers, mostly in the United Kingdom.

Figure 4: Indicative supply calendar for mangoes

	J	F	M	A	M	J	J	A	S	O	N	D
Brazil												
Peru												
Ecuador												
South Africa												
Costa Rica												
Mali / Burkina Faso												
Ivory Coast												
Mexico												
Dominican Republic												
Pakistan / India												
Senegal												
Israel												
Spain												

Tips:

Identify your direct competitors according to the supply calendar and check their status. Knowledge is key in taking advantage of supply gaps. Previous seasons and supply volumes can also have great influence on mango demand — try to adapt to these developments.

Communicate to buyers when your supply is most ideal in terms of quality and variety, preferably Kent.

Who are your competitors?

In the mango trade, you will find different types of suppliers, varying from large-scale and integrated operations to cooperatives of small mango growers. They all have their place in the market, depending on the season and market channel they supply to.

Agrodan - Brazil

[Agrodan](#) is one of the main mango suppliers from Brazil. They produce mangoes on 1,000 hectares and their export is fully prepared to enter several supermarkets in Europe. Besides GlobalG.A.P., which is a necessity, they adopted the specific retail standards of [Marks & Spencer's Field to Fork](#), Tesco Nurture and Albert Heijn protocols. By working according to these standards, they are perceived as a serious and well organised supplier.

The mango cultivation of Agrodan's is concentrated in one region in the north of Brazil. This means that in spite of being a large supplier, they depend on the yields and the climate of a single region.

Tip:

Use your size, if possible, to promote yourself or try to combine forces with other mango companies. When you become a medium or large producer, you have better chances with larger buyers in the supermarket channel.

Dominus - Peru

Dominus works with a group of 30 farmers with a total of 500 hectares growing mangoes and avocados. Having the **Fair for Life** label on their mangoes, they have an added value in the European market, being recognised for their social responsibility and their efforts for local communities in Peru.

Their client, **Nature's Pride** in the Netherlands, appreciates the social focus of the company and has been buying their mangoes since 2007. However, it will be a challenge for Dominus to keep up with the fast developments taking place in Peru, where other producing exporters are rapidly increasing standards and production volumes.

Tips:

Add value by adapting social certifications or organising community projects.

Try to integrate or join forces with strategic buyers. Large fruit buyers such as **Total Produce Group** and **Greenyard**, and sometimes specialist buyers such as **Nature's Pride**, often support or participate financially in the businesses of their suppliers.

Les Saveurs du Sud - Senegal

It is difficult for small farmers to reach international markets. Senegal's Copex-Sud cooperative, which has 3,500 producing members, managed to get investors and support organisations on board such as **Oiko Credit** and **CBI**. By setting up the commercial company Les Saveurs du Sud and a processing plant for mangoes, they were able to secure export markets in Europe.

Tip:

Become investable as a supplier. Show social impact through a great number of growers and organise your supply chain and export potential well.

Which products are you competing with?

Competition between varieties

Kent and Keitt mangoes are most in demand. Palmer is considered a good alternative to replace the less attractive Tommy Atkins mangoes, but according to market specialists it does not ripen as well as Kent or Keitt. In the end, several mango cultivars are still needed to meet demand. Airfreighted and special mango varieties are part of a different segment and pose little threat to the main mango varieties.

Competition with local summer fruit

Mangoes face competition from local seasonal fruit in Europe, such as stone fruit, soft fruit and melons. During the summer season, consumers prefer to enjoy local fruits, which are widely available, good quality and economically priced. Especially in southern Europe (Portugal, Spain, Italy and France), consumers prefer local seasonal fruit over imported mangoes. Despite the increasing preference for local fruit, mango is expected to continue to gain market value in the future.

Tip:

Make sure to have alternative markets you can supply to when Europe is not able to provide acceptable prices for your mangoes.

4. What are the prices for mangoes?

The market for mangoes can be unstable with fluctuating availability and prices. European wholesale prices for sea-freighted mangoes generally range between €3 and €8 (see table 2), or more or less expensive than that in exceptional markets. Availability has a relatively big influence on mango prices. The biggest impact on mango prices are temporary shortfalls and oversupply from various exports being in the market at the same time.

The wholesale prices for tree-ripened, airfreighted mangoes is much higher, approximately three times the normal value, mainly due to the extra transport costs. Importers and retailers mostly benefit from these higher prices, although the risk of losing overripe fruit is also higher. Importers generally maintain a profit margin of 8% over the sale price.

In retail, mangoes usually sell for between €1.50 and €2. Fresh cut mango is available in European supermarkets for approximately €2 euros up to 200g or €10–€12 euros per kilo and airfreighted mango sells for a little under €5 per piece.

For mangoes, December is generally a good month with relatively good prices because people tend to spend more on food. January can be a difficult month to get good prices, because that is when Peru and Brazil are in the market with high volumes at the same time. In January and February, there is a hectic flow of Peruvian mangoes on the market. In July and August, there is sometimes a second dip in prices. In August, Brazil starts to increase its supply, while demand in Europe is low due to competition from local summer fruit.

Since 2015, the average prices for mangoes seem to have decreased, but this is not necessarily a trend that will continue. Fluctuations in supply and quality affect prices and are difficult to predict at this moment.

Table 2: Wholesale prices in euros per 4kg box

	high	low
2014	9	3
2015	8	1-2
2016	7	3
2017	7	2
2018	9	3

Tip:

Check wholesale price information at [France Agrimer](#) to get a rough idea about mango wholesale prices in France.

This study has been carried out on behalf of CBI by [ICI Business](#).

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