

United Nations Conference on Trade and Development

National Workshop on

**Fostering Integration of the Dried Fruits Value Chain of Uzbekistan into  
Regional and Global Value Chains**

4 February 2021, Tashkent, Republic of Uzbekistan

**Key research findings on dried grapes value chain in Uzbekistan conducted under the  
FAO Trade Promotion Project (TCP SEC 3602) in 2019**

By

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The views expressed are those of the author and do not necessarily reflect the views of UNCTAD.



Food and Agriculture Organization  
of the United Nations

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# Key research findings on dried grapes value chain in Uzbekistan conducted under the FAO Trade Promotion Project (TCP SEC 3602) in 2019

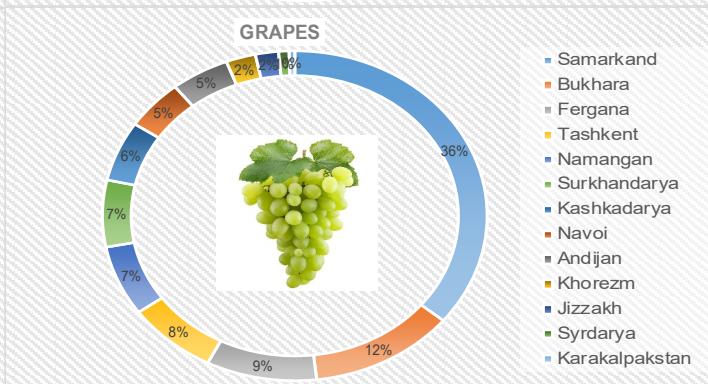
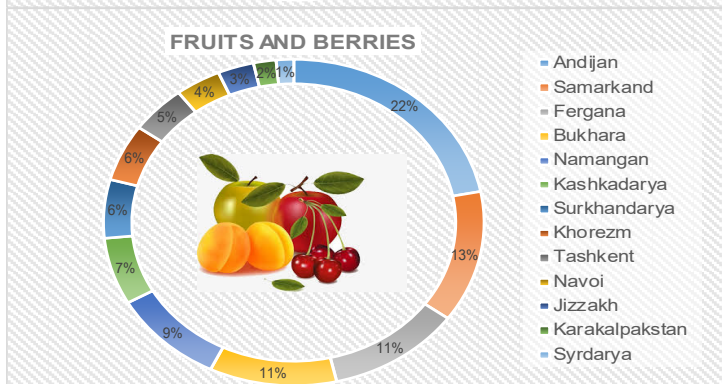
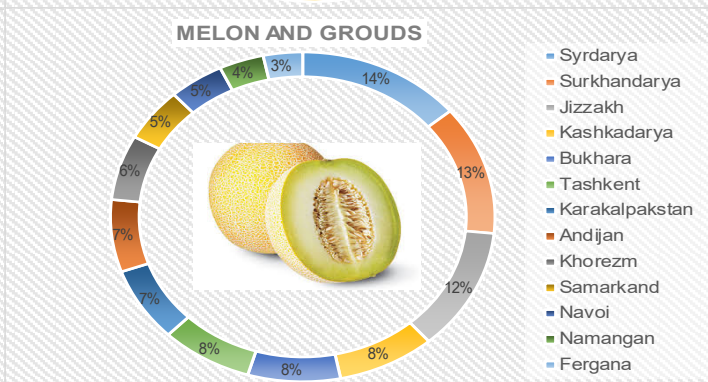
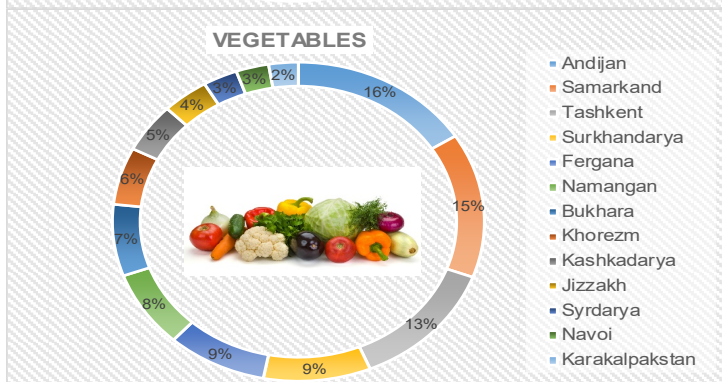
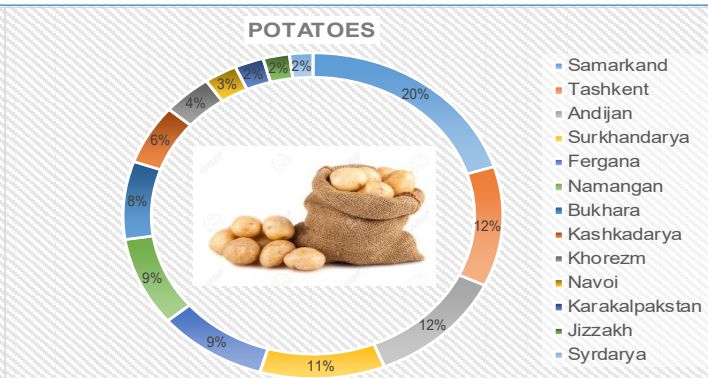
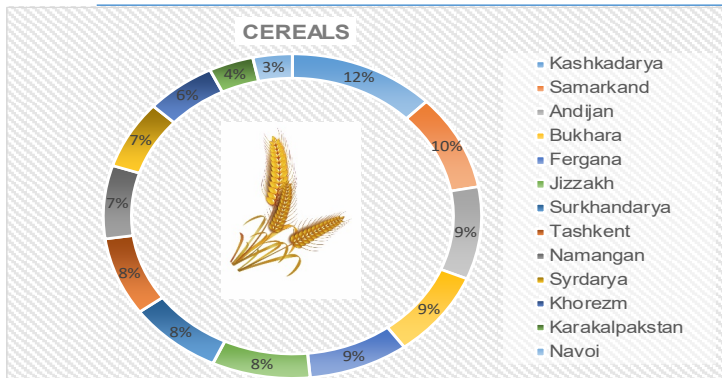




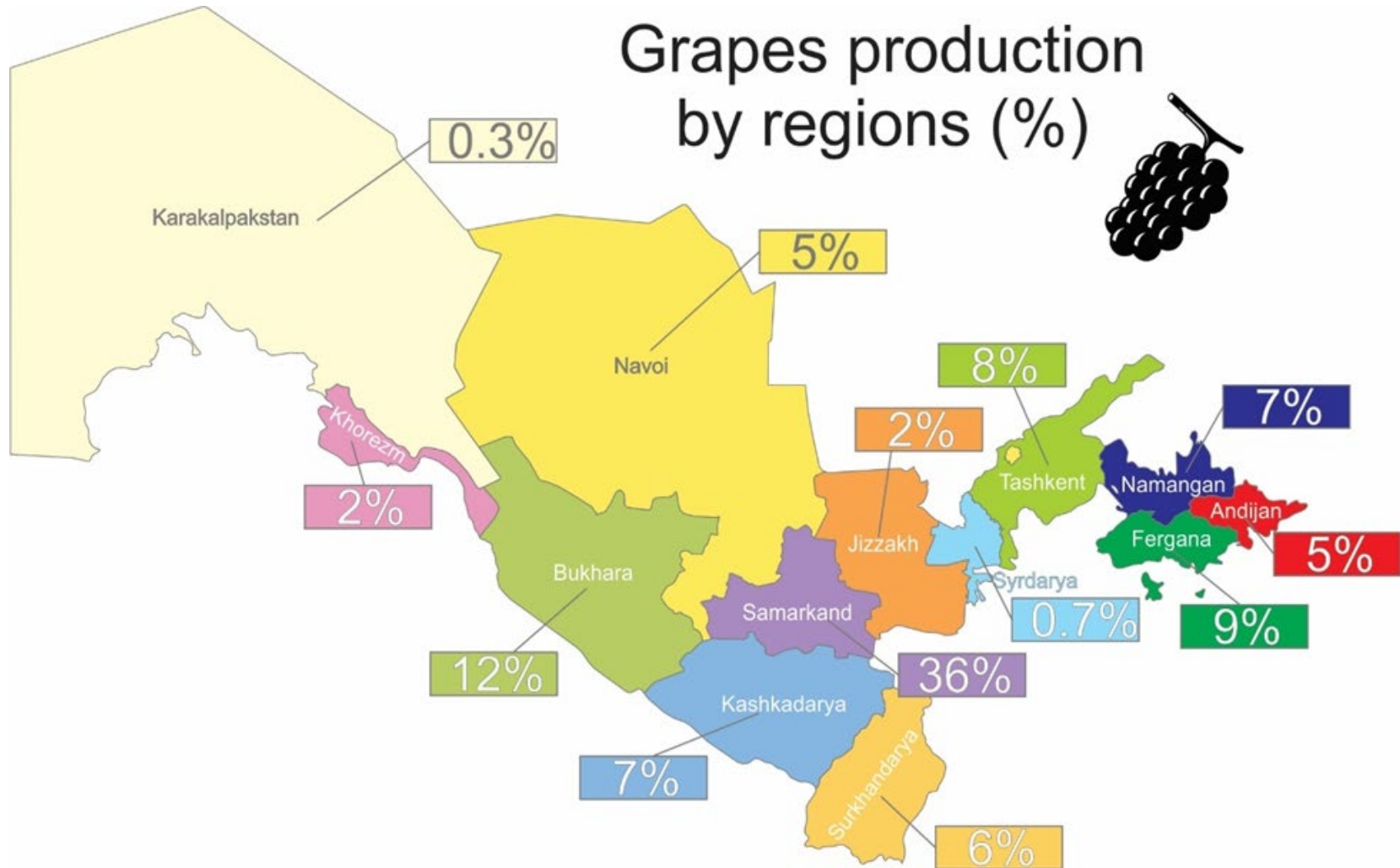
## Key Agriculture Indicators of Uzbekistan in 2020:

- Share of the sector in GDP 32%;
- Share of the rural population in the country 49.4%;
- Number of people working in the sector 3.6 million people  
or the share of the country's labor force 27%;
- Share of the sector in the country's total export 25%.

## Production of main types of crops by the regions of Uzbekistan in 2018:

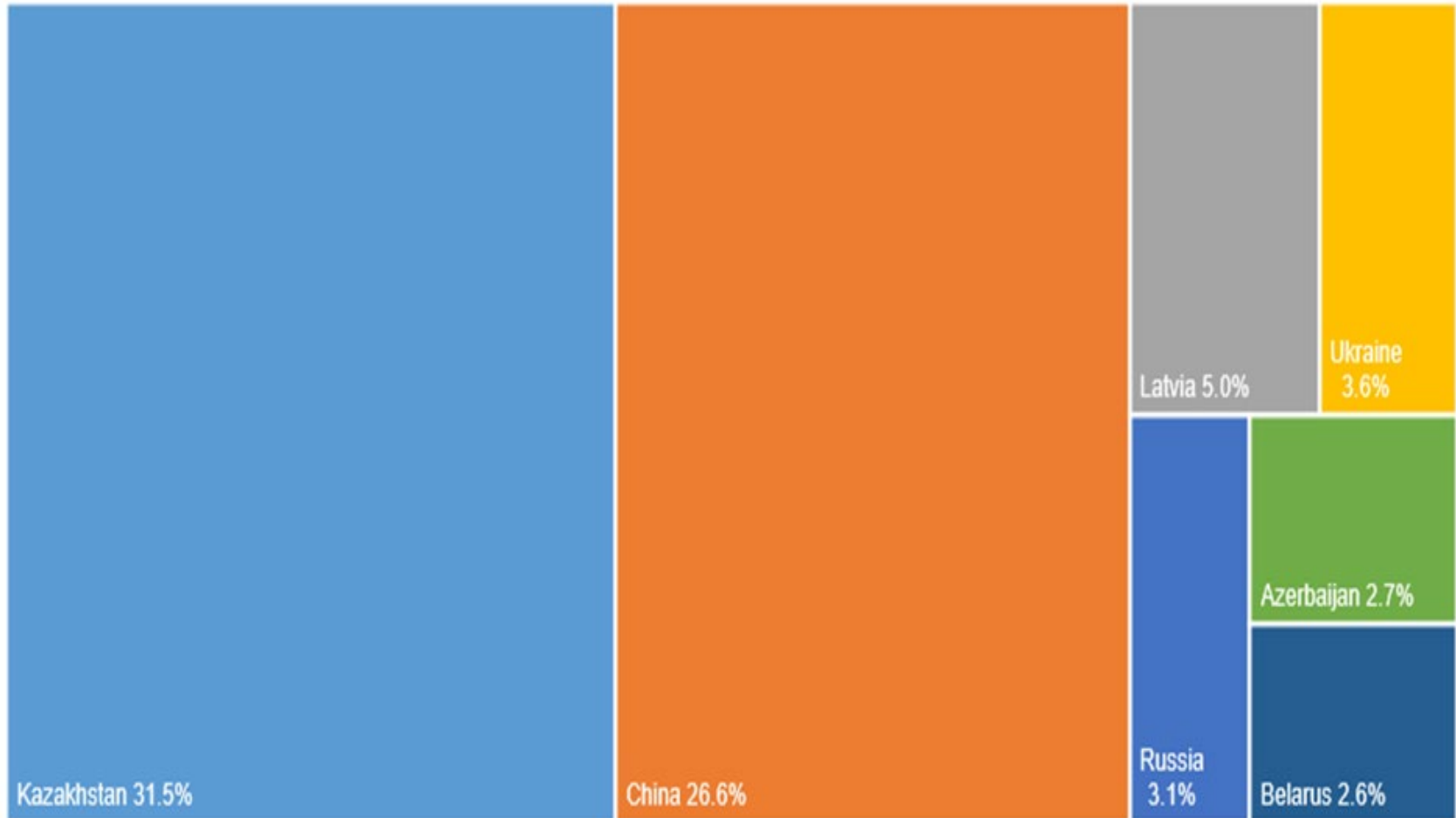


## Grapes production by regions (%)





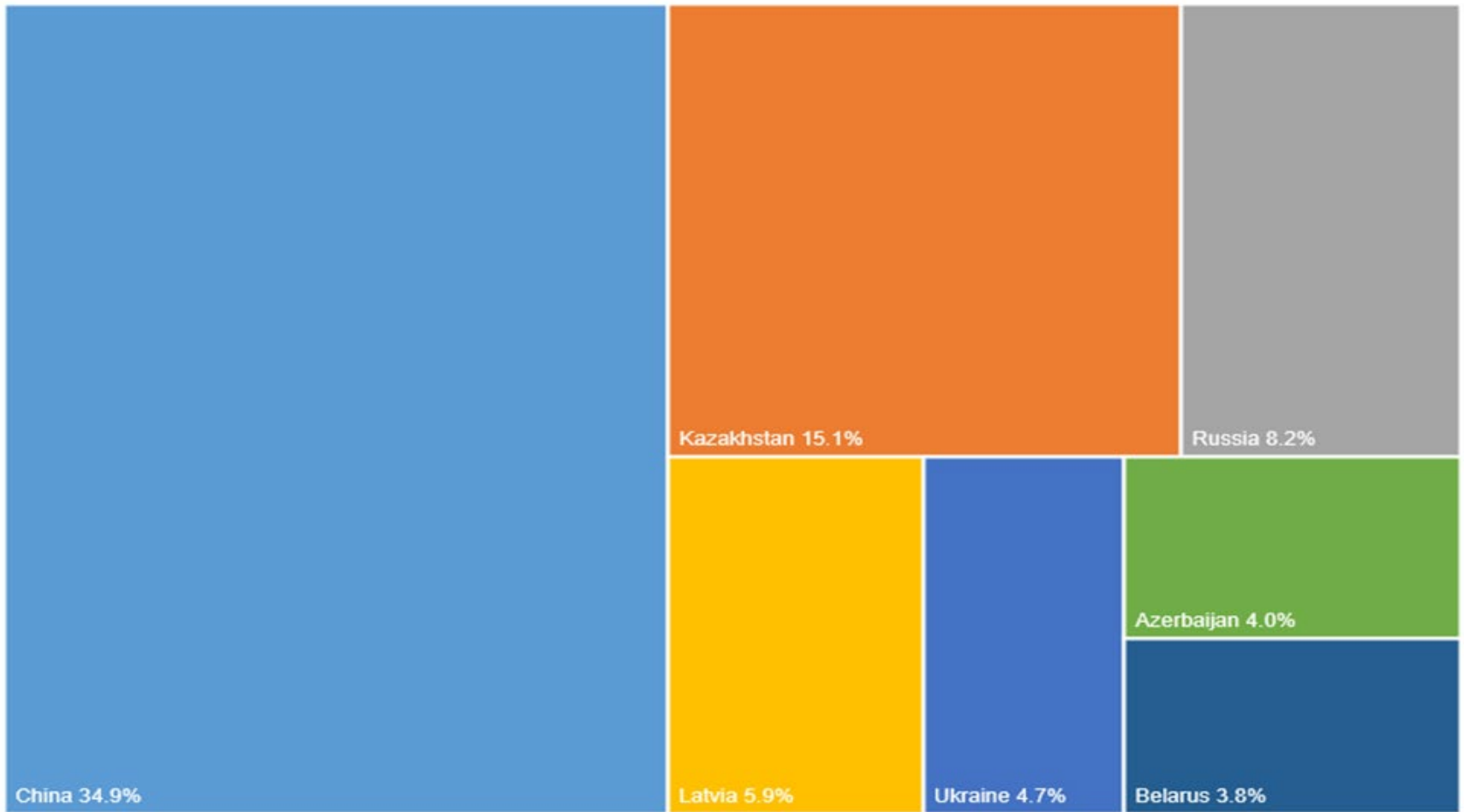
Major export markets of Uzbekistan dried grapes –  
HS Code 086020: Grapes (dried) - in 2017  
(total volume USD 61.56 million):







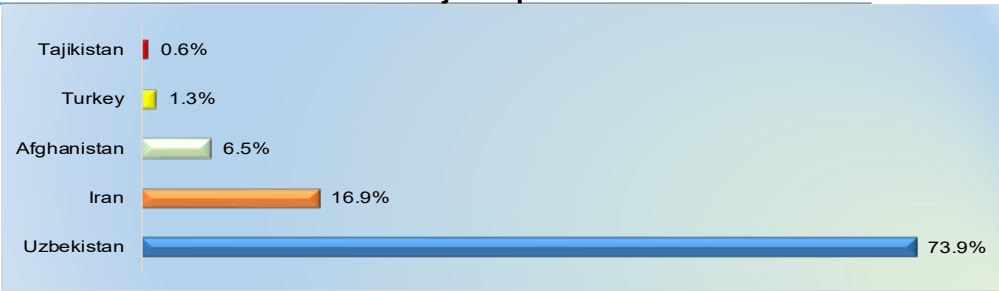
## Major export markets of Uzbekistan dried grapes – HS Code 086020: Grapes (dried) - in 2018 (total volume USD 58.81 million):



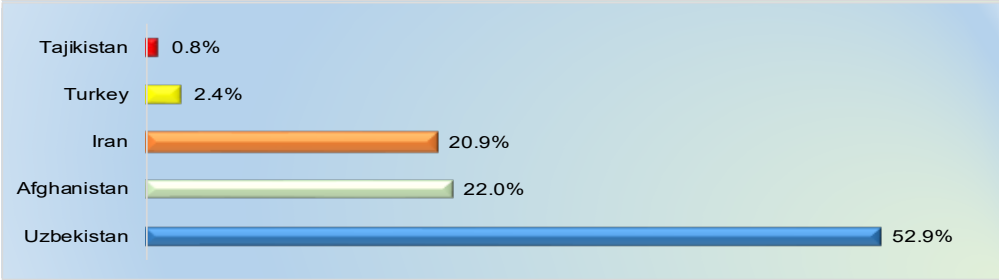
Year Importers

Share of Uzbekistan's dried grapes and its competitors' in the major export markets

2017  
**In Kazakhstan**  
(total volume  
USD 26.50  
million):



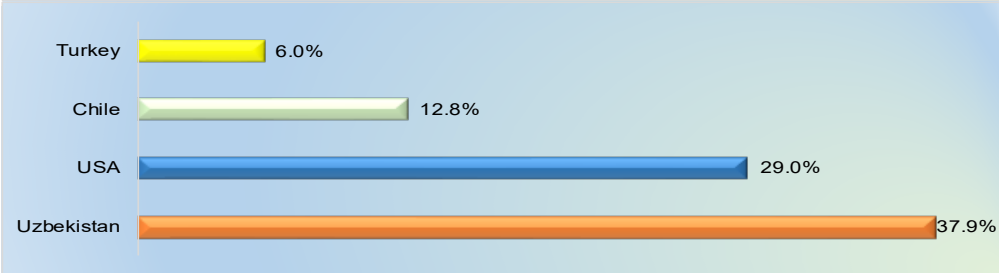
2018  
**In Kazakhstan**  
(total volume  
USD 17.27  
million):



2017  
**In China**  
(total volume  
USD 43.59  
million):



2018  
**In China**  
(total volume  
USD 52.95  
million):



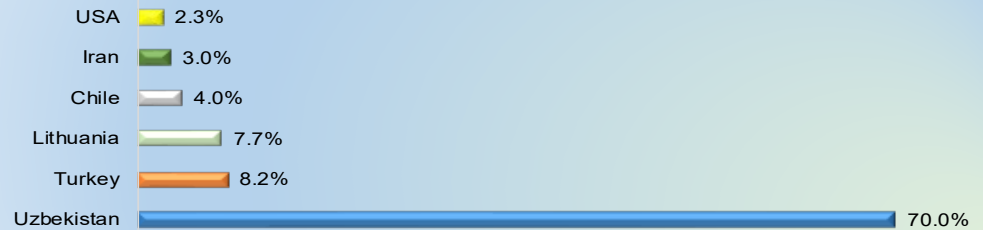


Share of Uzbekistan's dried grapes and its competitors' in the major export markets

Year Importers

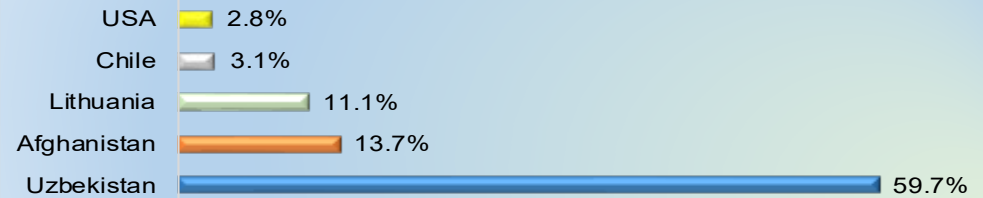
2017

**In Latvia**  
(total volume  
USD 5.65  
million):



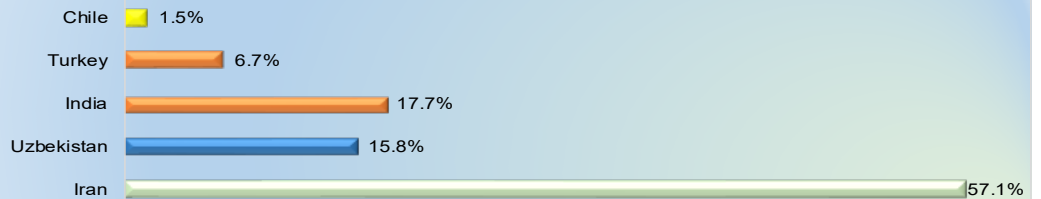
2018

**In Latvia**  
(total volume  
USD 7.43  
million):



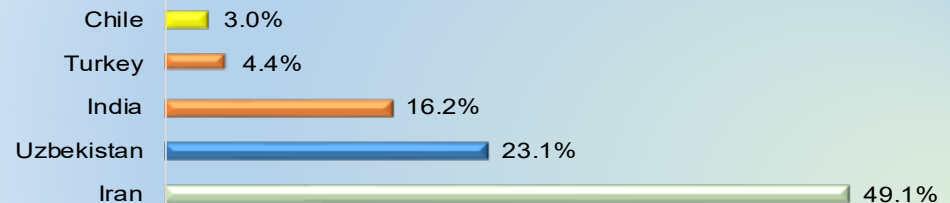
2017

**In Ukraine**  
(total volume  
USD 13.50  
million):



2018

**In Ukraine**  
(total volume  
USD 12.05  
million):

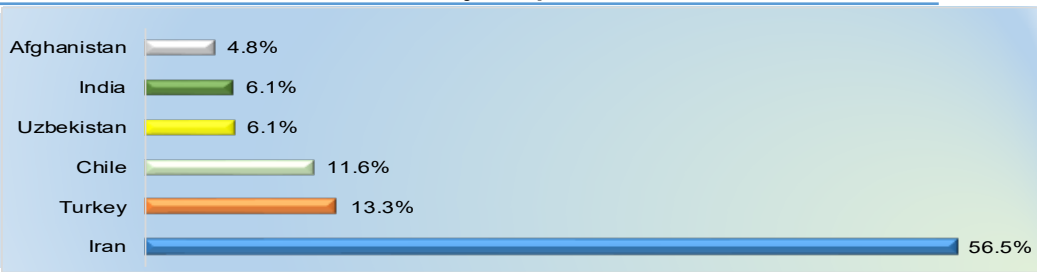


Year Importers

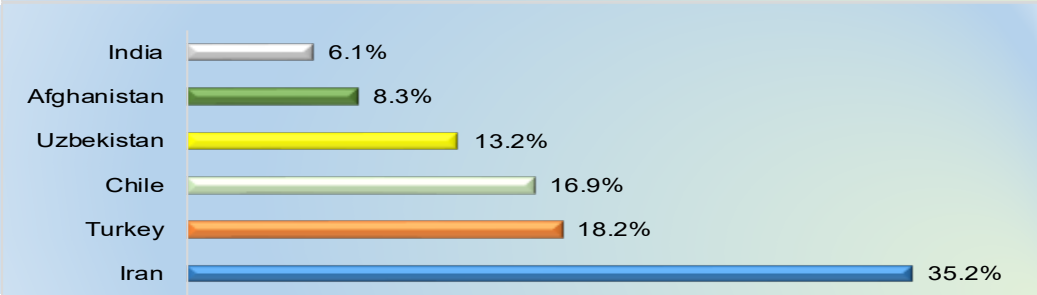
Share of Uzbekistan's dried grapes and its competitors' in the major export markets



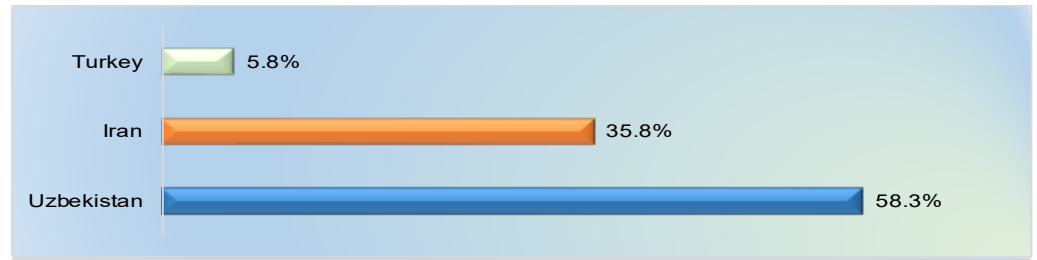
2017  
**In Russia**  
(total volume  
USD 37.00  
million):



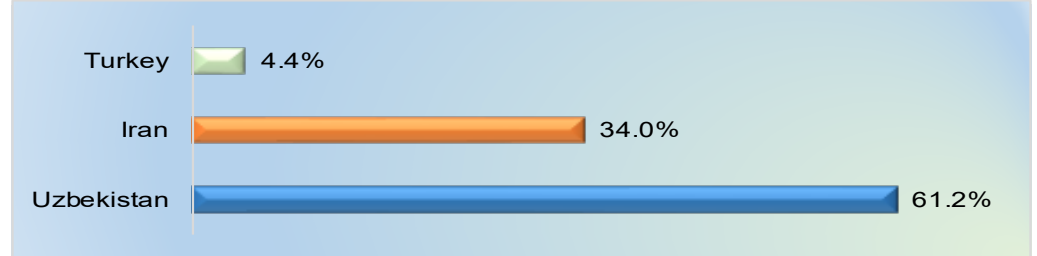
2018  
**In Russia**  
(total volume  
USD 40.77  
million):



2017  
**In Azerbaijan**  
(total volume  
USD 3.83  
million):



2018  
**In Azerbaijan**  
(total volume  
USD 5.27  
million):



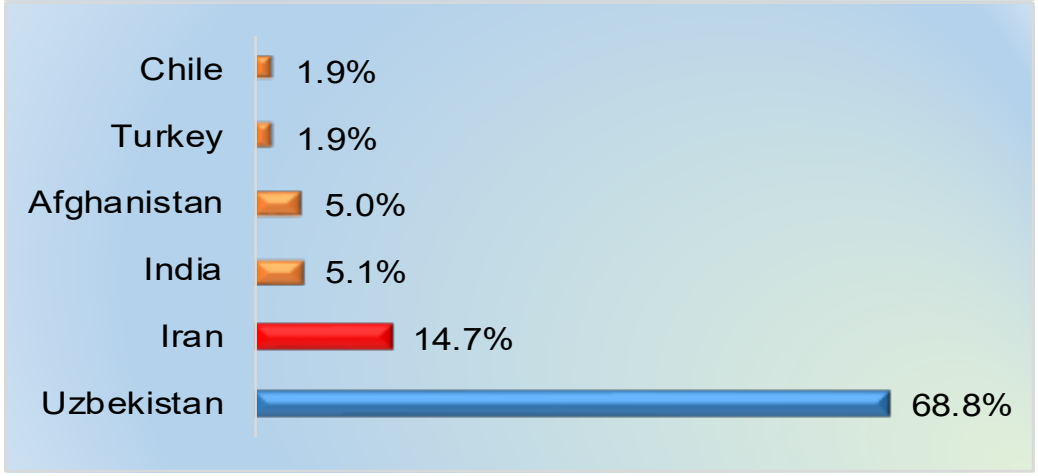
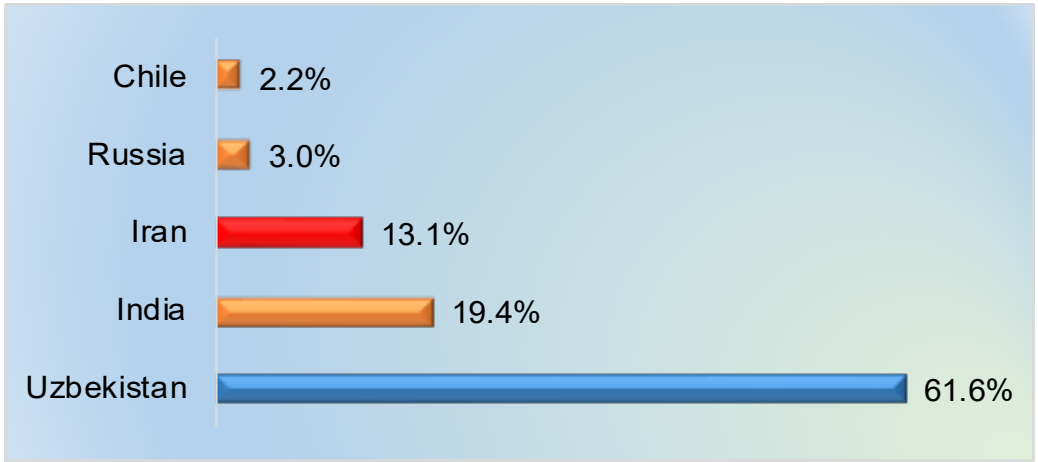
Year Importers

Share of Uzbekistan's dried grapes and its competitors' in the major export markets



2017  
**In Belarus**  
(total volume  
USD 5.84  
million):

2018  
**In Belarus**  
(total volume  
USD 6.28  
million):



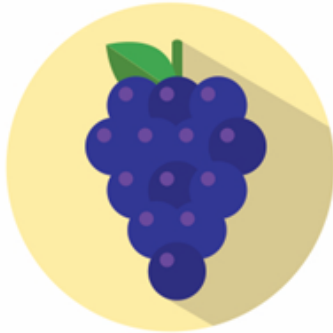
## RAISINS PRODUCTION DETAILS

Drying process	Reception of raw material (fresh grapes - Kishmish)		Required size of grapes		Required quality of grapes		Mode of drying		Application of gases, powders and solutions (mainly with Sulfur)		Processed before drying with a hot alkaline solution		Drying period	Usage in export markets
	Black	White	Large	Small	High	Low	Hanged (under the shade)	On the ground	Yes	No	Yes	No		
<b>Soyagi</b> (shadow drying)	●	●	●		●		●			●		●	2-3 months	Direct consumption
<b>Kalipar</b> (raisin with applying additional sulfitation)		●	●		●		●		●		●		2-3 weeks	Direct consumption
<b>Ob-Jush</b> (raisin without applying additional sulfitation)		●		●		●		●		●	●		5-8 days	Preparation of confectionary products
<b>Oftobi</b> (solar drying)	●			●		●		●		●		●	10-15 days	Preparation of confectionary products



## AVERAGE PRODUCTION COST OF RAISINS

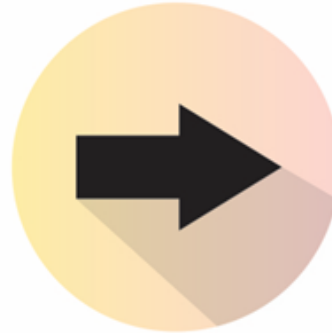
Input (*Kishmish*)



**\$0.53/kg**

Black  
White

Production process



**\$0.42/kg**

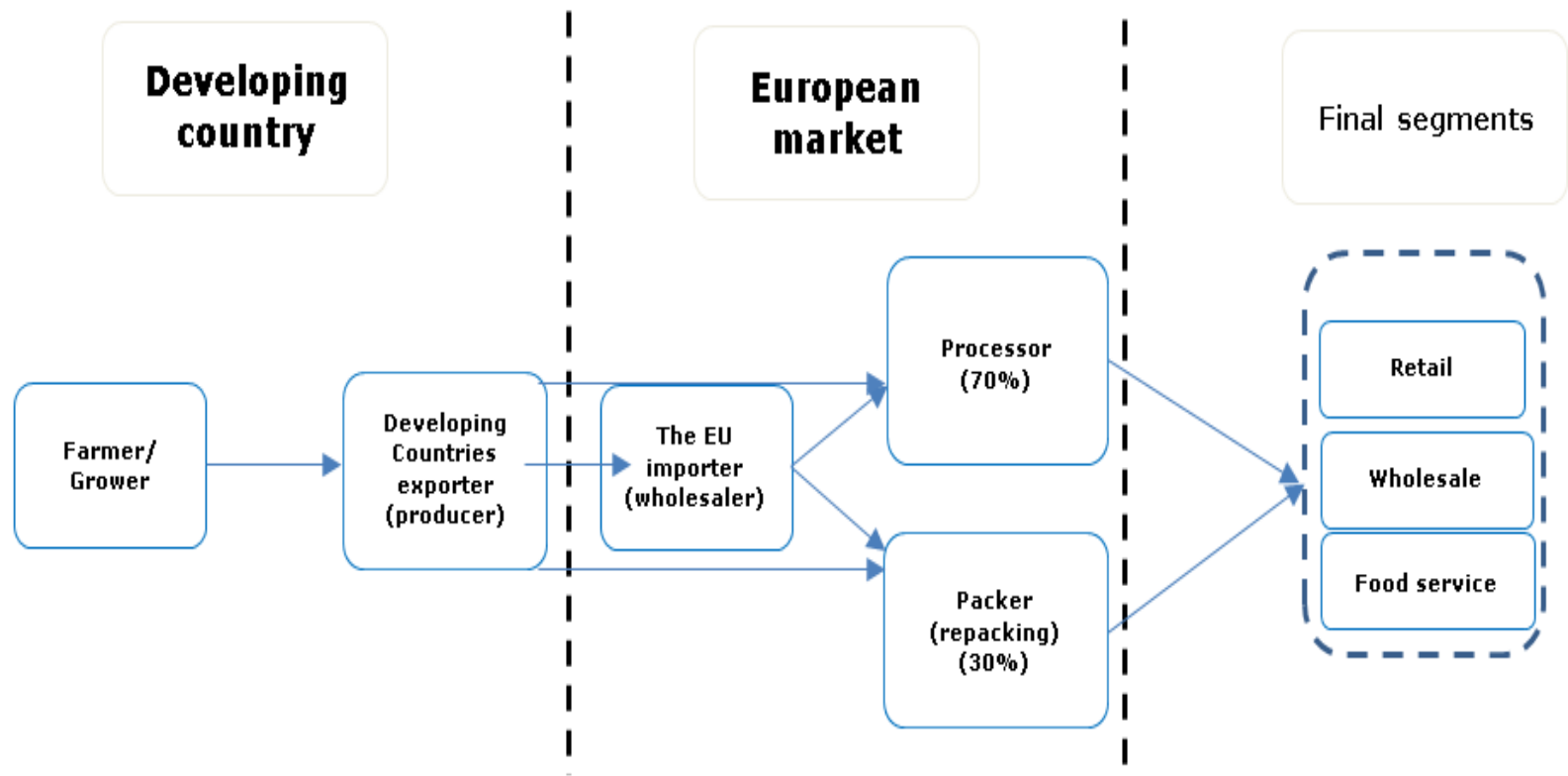
- Drying
- Sulfitation
- Sorting
- Packing

Raisins



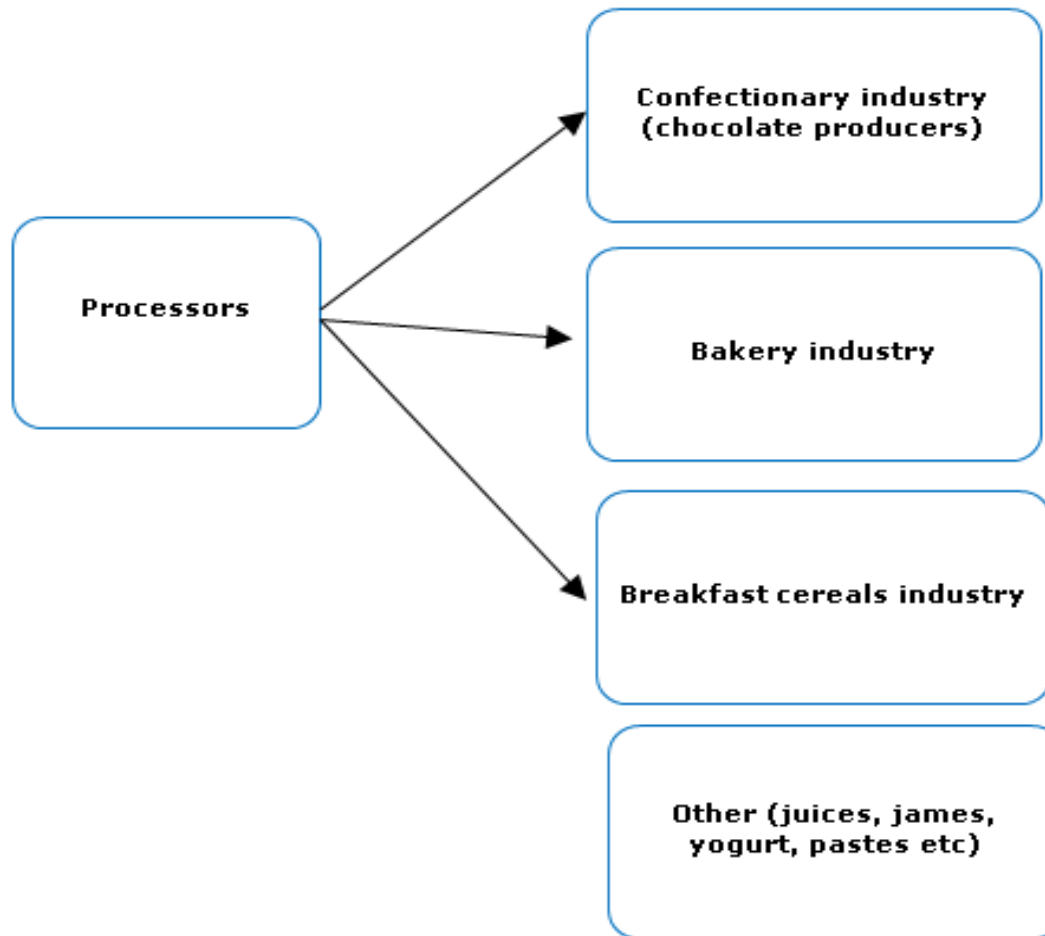
**\$0.95/kg**

## The supply chain of imported dried grapes in the European Union



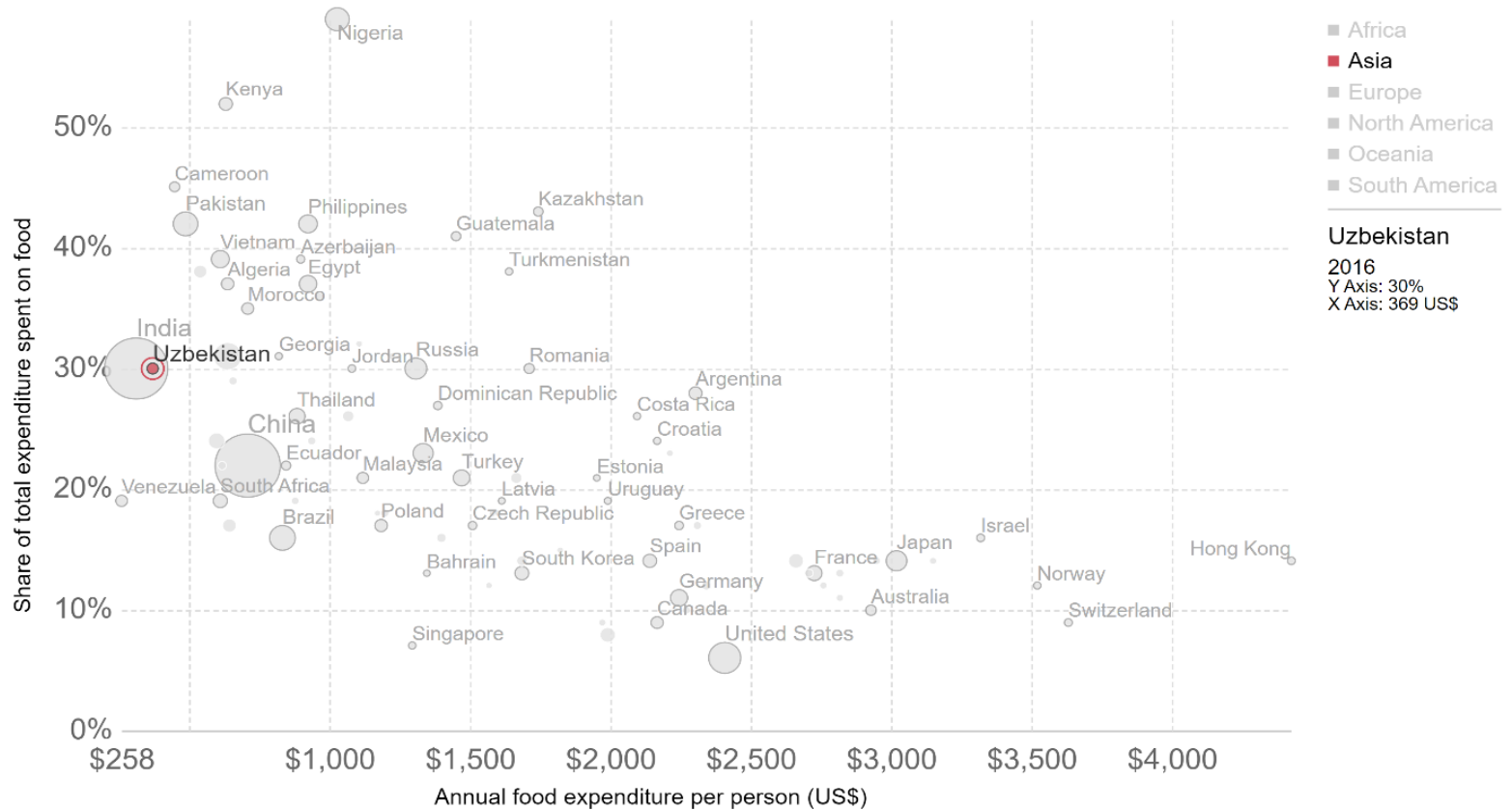


## The structure of use of dried grapes by the processing industry



## Share of total expenditure spent on food vs. food expenditure per person, 2016

The share of total consumer expenditure per person spent on food versus the annual per capita spend on food, measured in US\$.



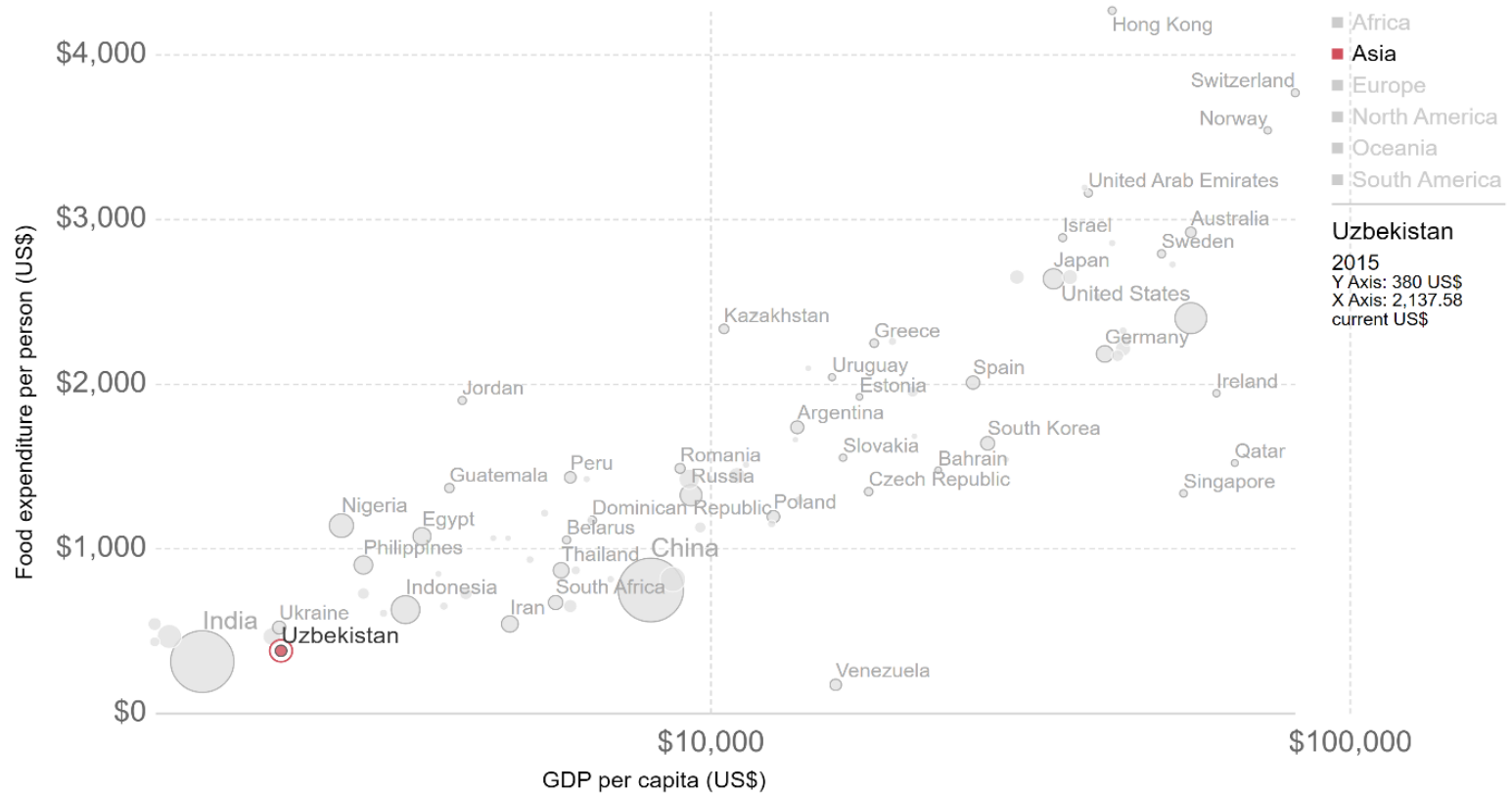
Source: United States Department for Agriculture (USDA)

OurWorldInData.org/food-prices/ • CC BY

# Annual food expenditure per person vs. GDP per capita, 2015

Average annual food expenditure per person, versus gross domestic product per capita, both measured in US\$. Food expenditure relates only to food bought for consumption at home (i.e. it excludes out-of-home food purchases).

Our World  
in Data



Source: World Bank, Consumer expenditure on food - USDA (2017), Population by country, 1800 to 2100 (Gapminder & UN)  
OurWorldInData.org/food-prices/ • CC BY



# SWOT ANALYSIS

STRENGTHS	WEAKNESSES	OPPORTUNITIES	THREATS
<p>Favorable climate and geographical conditions for production of grapes and cherries</p>	<p>Lack of modern, globally promoted, varieties of grapes and cherries</p>	<p>Modern and productive varieties of grapes and cherries could be tested and introduced to local farmers by the Research Institute of Horticulture, Viticulture and Winemaking named after M. Mirzaev</p>	<p>The local traditional varieties of grapes and cherries may not be demanded in the export markets due to the competition from the modern varieties</p>
<p>Relatively low input costs</p>	<p>Existing monopoly in supply of agriculture chemicals, current policy directed to reconsideration of water price used in agriculture and rising price volatility in labor markets</p>	<p>Introduction of organic and conservation agriculture practices as well as drop irrigation technologies</p>	<p>Price increase for chemical materials, water resources and labor force may not be compensated by the adequate increase in sales price for grapes and cherries</p>
<p>Numerous smallholder grapes and cherries producers in every region of the country</p>	<p>Small size farmers and their fragmentation in production of grapes and cherries prevents leveraging the strengths of production and export capacity of the horticulture sector</p>	<p>For achieving positive scale economies in production and export, there is a need for establishing farmers' cooperatives</p>	<p>The fragmented farmers may not be able to meet internationally accepted standardization, quality and volume requirements prevail in export markets</p>
<p>Seasonal advantage over local suppliers in export markets</p>	<p>Lack of relevant standardization and phytosanitary regulations in the country</p>	<p>Uzbek products can enter the export markets ahead of supplies from local competitors</p>	<p>Lack of relevant standardization and phytosanitary regulations may also prevent farmers from benefiting from seasonal high prices in export markets</p>
<p>Availability of cool storages and transportation companies in the regions</p>	<p>Insufficient logistics and transportation infrastructure and services, especially in the part of cool storage capacities and refrigerated vehicles</p>	<p>Besides large logistic hubs and terminals, there is a need to create small scale cool storage capacities and refrigerated vehicles nearby to the local producers</p>	<p>The existing practices of handling harvest, storage and transportation may lead to a greater loss of perishable products such as grapes and cherries</p>



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A photograph of two women in a vineyard. The woman on the left is wearing a purple headscarf and a dark blue dress with white polka dots. The woman on the right is wearing a white headscarf with black polka dots and a dark blue dress with white polka dots. They are both looking down at a bunch of purple grapes that the woman on the right is holding. The background is a blurred vineyard with green leaves and purple grapes.

**THANK YOU FOR YOUR ATTENTION!**

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