

**Food in Eco Network – internationalization and global competitiveness of European SMEs in Food and Eco Logistics Sector**

# “The challenges of export for food companies outside of EU : the example Middle East”



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**- Key import markets in the Middle East**



**CONSUMER  
BEHAVIOUR**

**- Who supplies the growing import markets in the Middle East**

**- for the time being.....**





## **The Gulf Cooperation Council countries**

### **The EU exports mainly**

- cereal preparations
- cigars and cigarettes
- dairy products
- odoriferous substances
- cereals (mainly barley and wheat)
- chocolate and sugar confectionery
- food preparations

**Gulf Cooperation Countries (GCC) are a major destination for EU exports of barley, particularly to Saudi Arabia.**

**EU imports from GCC are rather negligible and mainly consist of**

- animal or vegetable oils
- live animals



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## Other Middle East countries

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The main exported products to other Middle East countries – Iran, Iraq and Yemen – include

- cigars and cigarettes
- wheat
- cereal preparations
- preparations used in animal feeding
- dairy products
- poultry meat

The import side is dominated by

- nuts (mainly pistachios from Iran)
- raw hides and skins
- animal products (unfit for human consumption)
- fresh or dried fruits

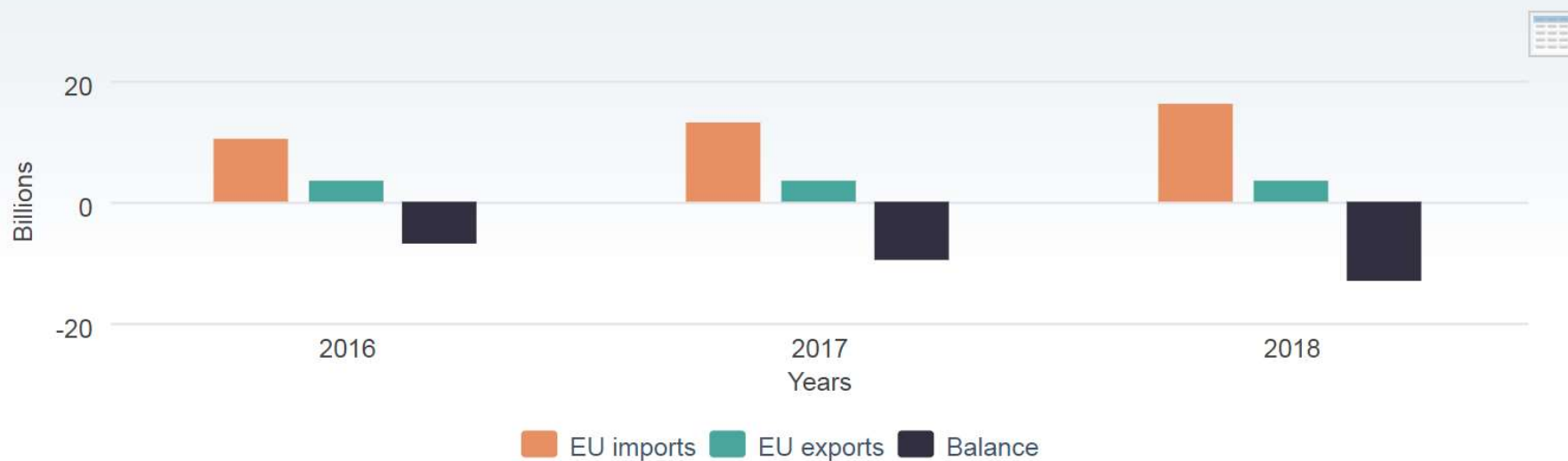


- The EU is Iraq's second-biggest trade partner behind China, followed by India, the United States, Turkey, and South Korea.
- In 2017, the EU accounts for 18,5% of the total Iraqi trade, compared to 22,1% for China, 15,1% for India, 11,6% for the United States, 11,2% for Turkey, and 7,8% for South Korea.
- Total bilateral trade between the EU and Iraq amounted to over €16,6 billion in 2017.
- EU imports from Iraq were worth €13,1 billion in 2017. Oil imports represented €13,0 billion, up to 99.6% of all EU imports from Iraq.
- The EU exported €3,5 billion worth of goods to Iraq in 2017. EU exports to Iraq are dominated by machinery and transport equipment (€1,4 billion, 41,1%), chemicals (€0,7 billion, 20.5%), and **food (€0,3 billion, 9,9%)**.



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## EU-Iraq: Trade in goods



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*Trade in goods 2016-2018, € billions*

Year	EU imports	EU exports	Balance
2016	10.4	3.5	-6.9
2017	13.1	3.5	-9.6
2018	16.4	3.6	-12.7

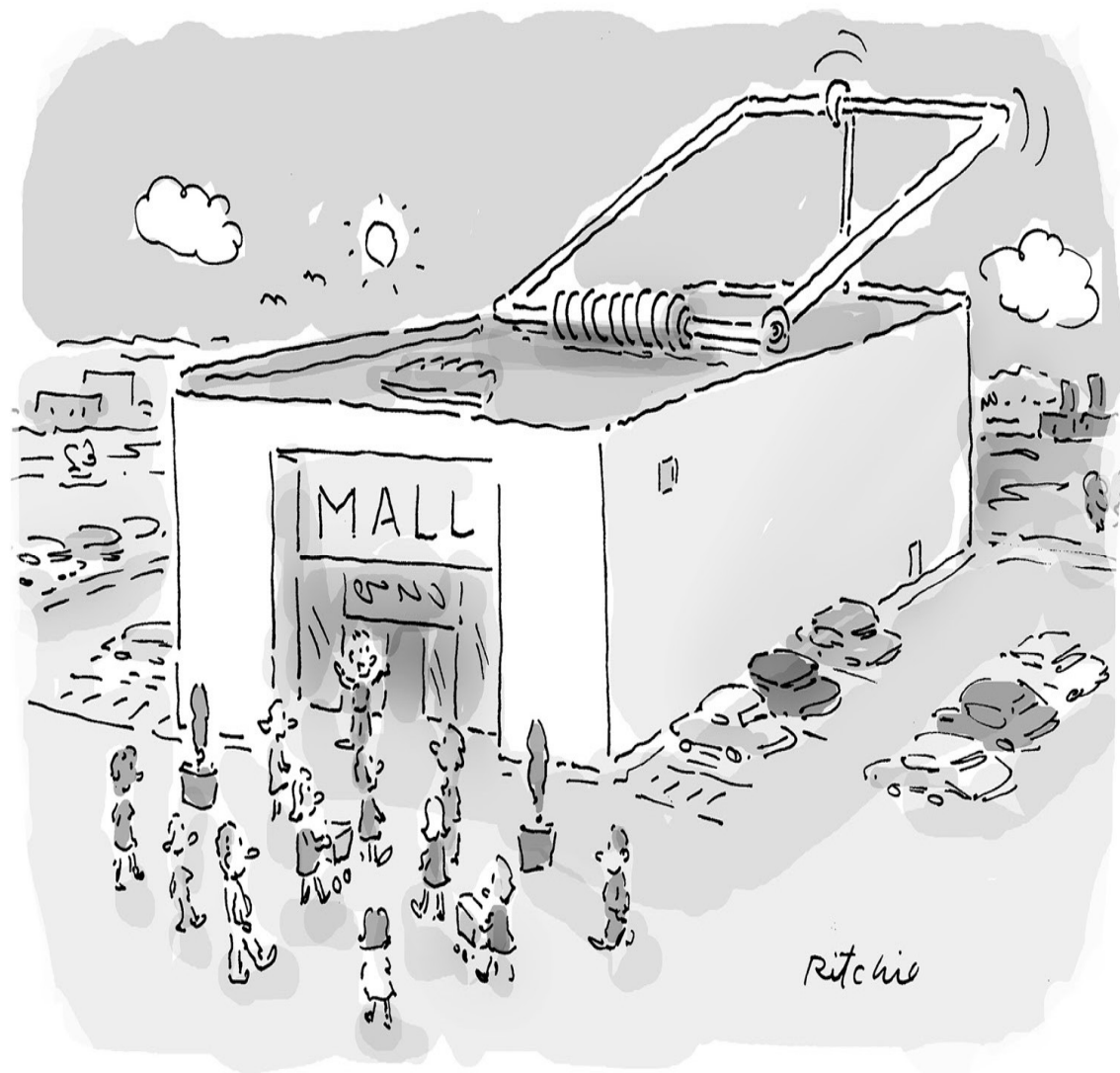


**local and Supermarket**





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- **EMBASSY .....**
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