

Plant and parts of plants, used in Perfumery and Pharmacy: Exports from Africa

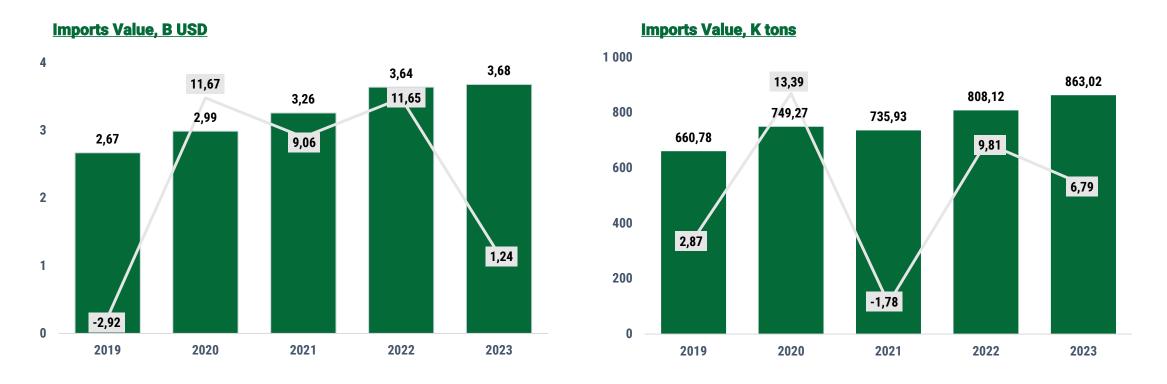
Trade opportunities for African countries in the Global Market of plants and their parts





Global Imports in 2019 - 2024

From 2019 to 2023, the CAGR for global imports of plants and their parts has exceeded 8.32%, indicating that the market is expanding rapidly. In 2024, the market of plants and plant parts continued to grow significantly, by increasing demand in the markets, analyzed in the report.



Source: GTAIC Reports on selected Developed countries for HS Code 121190, that includes plants and parts of plants, used in Perfumery and Pharmacy and doesn't include the following: Liquorice roots, Ginseng roots, Coca leaf, Poppy straw and Ephedra.



Largest Importers of Plants and their Parts in 2019 – 2024

	USA	Germany	Australia	France	India	UK	Spain	Canada	Poland	Switzerland	Netherlands
Share in Global Imports, 2023	13.4%	11.7%	4.0%	3.5%	3.1%	3.0%	2.8%	2.2%	2.2%	1.6%	1.6%
2023 trends, \$ / YoY	494.0 M\$	434.0 M\$	147.2 M\$	130.6 M\$	144.3 M\$	111.3 M\$	104.4 M\$	81.4 M\$	79.1 M\$	60.6 M\$	58.9 M\$
change	-7.07%	+0.42	+45.88%	+1.32%	-0.46%	+7.37%	-10.25%	-9.44%	+11.5%	+4.75%	+1.80%
2023 trends, t	77.1 Kt	76.2 Kt	5.9 Kt	21.7 Kt	72.0 Kt	17.7 Kt	23.0 Kt	11.6 Kt	18.2 Kt	5.2 Kt	8.6 Kt
/ YoY change	-12.47%	-9.28%	-1.45%	+0.80%	-3.69%	+1.17%	-13.73%	-9.86%	+6.54%	-1.53%	-2.36%
	10.2023- 09.2024	10.2023- 09.2024	10.2023- 09.2024	03.2023- 04.2024	07.2023- 06.2024	09.2023- 08.2024	09.2023- 08.2024	09.2023- 08.2024	10.2023- 09.2024	10.2023- 09.2024	09.2023- 08.2024
LTM trends, \$	518.8 M\$	454.0 M\$	190.3 M\$	128.6 M\$	118.4 M\$	116.3 M\$	110.7 M\$	90.8 M\$	82.3 M\$	65.9 M\$	60.2 M\$
/ YoY change	+4.74%	+2.99%	+37.42%	-1.68%	+1.25%	+7.20%	+3.44%	+7.55%	+3.66%	+7.12%	+1.27%
LTM trends, t	85.0 Kt	75.3 Kt	6.6 Kt	21.3 Kt	86.6 Kt	16.2 Kt	23.3 Kt	12.4 Kt	17.6 Kt	5.0 Kt	8.7 Kt
/ YoY change	+9.26%	-4.69%	+13.78%	-3.38%	+22.83%	-10.07%	-3.58%	+3.49%	-2.49%	-6.69%	-1.18%
Strongest supplier	s in LTM (by imp	orts volume in tons)									
N1 Supplier	India	India	India	Morocco	Viet Nam	Spain	Morocco	USA	Germany	Germany	Kenya
N2 Supplier	Mexico	Egypt	China	Germany	Afghanistan	India	Egypt	China	Ukraine	France	Germany
N3 Supplier	Nigeria	Canada	Canada	China	Indonesia	Kenya	USA	Mexico	Russia	Australia	Spain
N4 Supplier	Egypt	Poland	Denmark	India	Nepal	Egypt	Poland	India	Portugal	Italy	Belgium
N5 Supplier	Colombia	Netherlands	Egypt	Italy	China	Germany	Czechia	Morocco	Egypt	Morocco	India

USA

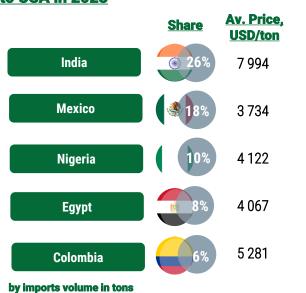
The United States is the largest importer of plants and their parts in the world in 2023, accounting for 13.4% The volume growth in the first nine months of 2024 (13.9%) has outpaced the long-term growth trend for U.S. plant and their part imports.



Import Value, K tons 97,6 100 91,6 88,1 84,5 13,90% 77,1 80 8,37% 56,4 60 6,58% 0.00% -0.89% 20 -12.47% 2020 2021 2022 2023 Jan-SepJan-Sep 2023 2024



<u>Top-5 exporters of plants and their parts</u> to USA in 2023



Top-5 exporters of plants and their parts to USA in LTM period

	<u>Share</u>	Av. Price, USD/ton
India	© 26%	7 391
Mexico	18%	3 911
Nigeria	10%	3 098
Egypt	8%	3 638
Colombia	6%	5 316

by imports volume in tons

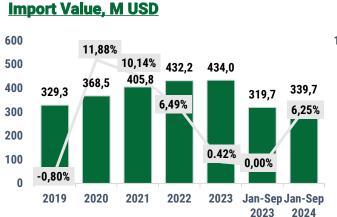
Shares of African countries in the U.S. plant imports in the LTM period:

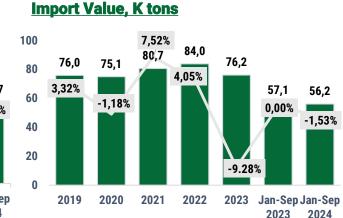
Shares of African countries in the U.S.

	Import value, LTM	Import volume, LTM	Share in Country's Imports, \$	Share in Country's Imports, t	Change of Imports In LTM, \$	Change of Imports In LTM, t
Nigeria	32.14 M USD	10.37 Kt	6.20%	12.21%	+10.14 M USD	+5.44 Kt
Egypt	24.69 M USD	6.79 Kt	4.76%	7.99%	-0.38 M USD	+1.39 Kt
Morocco	5.48 M USD	1.74 Kt	1.06%	2.05%	+0.319 M USD	+0.31 Kt
South Africa	4.33 M USD	0.60 Kt	0.84%	0.71%	+1.520 M USD	+0.17 Kt

Germany

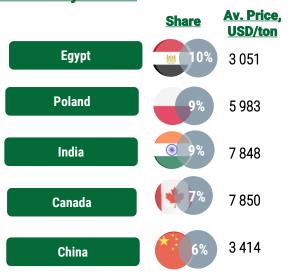
Germany is **N2 largest importer** of plants and parts of plants in the world as of 2023, accounting for approximately **11.73%** of global imports. German market of plants and their parts in USD terms is growing in 2019-2024.







<u>Top-5 exporters of plants and their parts</u> to Germany in 2023



by imports volume in tons

<u>Top-5 exporters of plants and their parts</u> <u>to Germany in LTM period</u>

	<u>Share</u>	Av. Price, USD/ton
India	③ 13%	8 039
Egypt	10%	2 873
Canada	9%	11 203
Poland	8%	6 234
Netherlands	6%	3 959

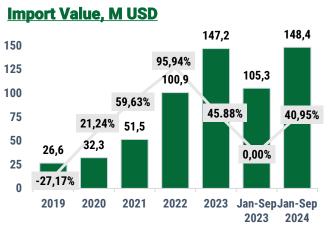
Shares of African countries in German plant imports in the LTM period:

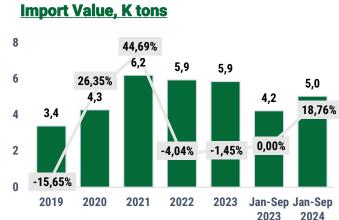
Shares of African countries in German

	Import value, LTM	Import volume, LTM	Share in Country's Imports, \$	Share in Country's Imports, t	Change of Imports In LTM, \$	Change of Imports In LTM, t
Egypt	21.32 M USD	7.42 Kt	4.70%	9.85%	-2.60 M USD	-0.55 Kt
Morocco	4.90 M USD	1.67 Kt	1.08%	2.22%	-1.33 M USD	-0.55 Kt
South Afri	ca 7.37 M USD	1.36 Kt	1.62%	1.81%	+2.67 M USD	+0.81 Kt
Lesotho	1.43 M USD	0.43 Kt	0.31%	0.58%	+0.05 M USD	+0.08 Kt

Australia

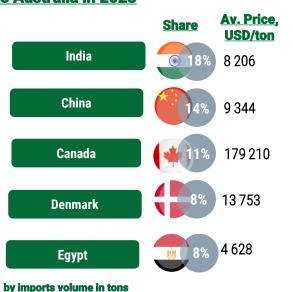
The Australian market is significantly growing in USD terms in 2019-2024. The market size in 9m 2024 reached USD 148.43M, compared to USD 105.31M.



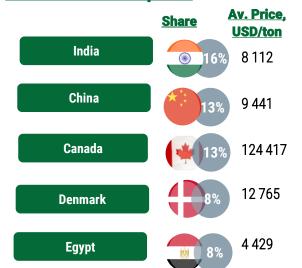




<u>Top-5 exporters of plants and their parts</u> to Australia in 2023







by imports volume in tons

Shares of African countries in the Australian plant imports in the LTM period:

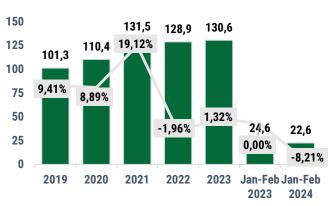
	Import value, LTM	Import volume, LTM	Share in Country's Imports, \$	Share in Country's Imports, t	Change of Imports In LTM, \$	Change of Imports In LTM, t
Egypt	2.36 M USD	0.51 Kt	1.24%	7.66%	+0.54 M USD	+0.11 Kt
South Africa	8.24 M USD	0.45 Kt	4.33%	6.82%	+4.97 M USD	+0.21 Kt
Morocco	0.76M USD	0.16 Kt	0.40%	2.45%	- 0.50 M USD	- 0.02 Kt
Lesotho	0.34 M USD	0.03 Kt	0.18%	0.40%	+0.03 M USD	+0.09 Kt

LTM is 10.2023 - 09.2024

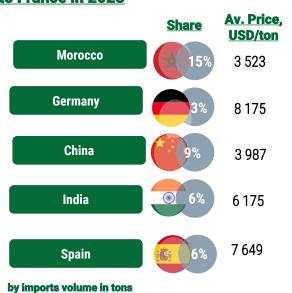
France

The French market showed slight growth in 2023, exceeding **130.58 M USD or 21.70 K tons**. Annual growth rate was **31.76%**. In the same period, import prices also rose to **6,020 USD per ton**, in comparison to **5,990 USD per ton**.

Import Value, M USD



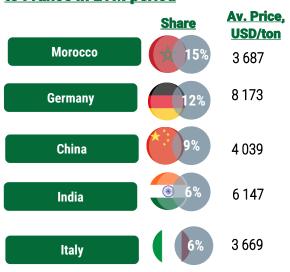
<u>Top-5 exporters of plants and their parts</u> to France in 2023



Import Value, K tons



<u>Top-5 exporters of plants and their parts</u> to France in LTM period



Shares of African countries in the French plant imports in the 2023 Y:

		Import value, 2023	Import volume, 2023	Share in Country's Imports, \$	Share in Country's Imports, t
	Morocco	11.78 M USD	3.34 Kt	9.02%	15.41%
	Egypt	2.69 M USD	0.87 Kt	2.06%	4.01%
	Tunisia	1.27M USD	0.43 Kt	0.97%	1.96%
	Kenya	1.75 M USD	0.30 Kt	1.34%	1.40%
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Shares of African countries in the French plant imports in the LTM period:

	Import value, LTM	Import volume, LTM	Share in Country's Imports, \$	Share in Country's Imports, t	Change of Imports In LTM, \$	Change of Imports In LTM, t
Morocco	12.00 M USD	3.25 Kt	9.34%	15.27%	+1.66 M USD	+0.73 Kt
Egypt	2.73 M USD	0.86 Kt	2.13%	4.05%	+0.34 M USD	-0.01 Kt
Tunisia	1.36M USD	0.49 Kt	1.06%	2.29%	- 0.79 M USD	- 0.05 Kt
Kenya	1.74 M USD	0.31 Kt	1.36%	1.43%	+0.48 M USD	+0.09 Kt

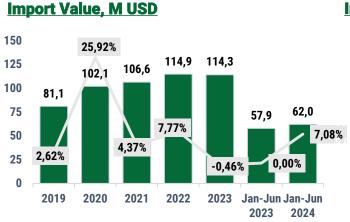
India

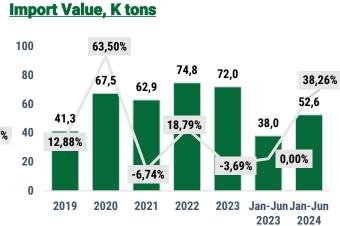
to India in 2023

China

by imports volume in tons

The Indian market is significantly growing in 2024. The market size in 6m 2024 reached USD 52.6M, increasing by 38,26%. The volume growth in the first six months of 2024 (38.26%) has outpaced the long-term growth trend for Indian plant and their part imports.







Shares of African countries in the Indian

Shares of African countries in the Indian

Viet Nam Viet Nam Share USD/ton 669 Afghanistan 1 663 Indonesia 8% 2 601 Nepal 2 286

1 030

Top-5 exporters of plants and their parts

Top-5 exporters of plants and their parts to India in LTM period						
	Share	Av. Price, USD/ton				
Viet Nam	569	500				
Afghanistan	129	1 597				
Indonesia	7%	2 629				
Nepal	5%	2 215				
China	5%	1 080				

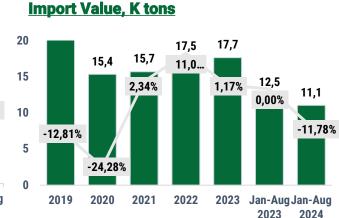
		plant imports in the L i M period:							
	Import value, LTM	Import volume, LTM	Share in Country's Imports, \$	Share in Country's Imports, t	Change of Imports In LTM, \$	Change of Imports In LTM, t			
Morocco	1.69 M USD	1.20 Kt	1.42%	1.38%	-2.70 M USD	-1.35 Kt			
Egypt	1.75 M USD	0.93 Kt	1.47%	1.07%	+0.47 M USD	+0.29 Kt			
Nigeria	1.55 M USD	0.69 Kt	1.31%	0.80%	+0.59 M USD	+0.33 Kt			
Rwanda	0.39 M USD	0.22 Kt	0.33%	0.26%	+0.29 M USD	+0.15 Kt			

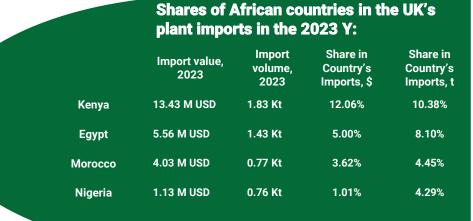
LTM is 07.2023 – 06.2024

United Kingdom

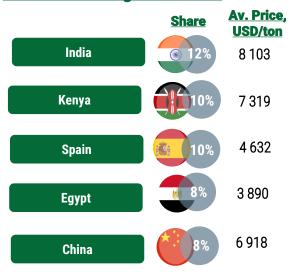
The UK's market showed slight growth in 2023, exceeding 111.25 M USD or 17.66 K tons. In the same period, import prices also rose to 6,300 USD per ton, in comparison to 5,940 USD per ton. This price growth provided additional opportunities for exporters.







<u>Top-5 exporters of plants and their parts</u> to the United Kingdom in 2023



by imports volume in tons

<u>Top-5 exporters of plants and their parts to</u> the United Kingdom in LTM period

	<u>Share</u>	Av. Price, USD/ton
Spain	13%	4 556
India	© 12%	8 685
Kenya	12%	6 809
Egypt	9%	3 937
Germany	8%	8 011

Shares of African countries in the UK's plant imports in the LTM period:

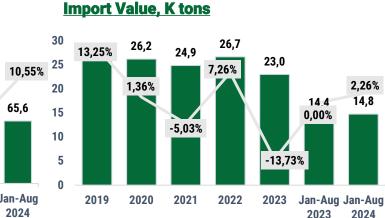
	Import value, LTM	Import volume, LTM	Share in Country's Imports, \$	Share in Country's Imports, t	Change of Imports In LTM, \$	Change of Imports In LTM, t
Kenya	12.89 M USD	1.89 Kt	11.08%	11.70%	+1.41 M USD	+0.23 Kt
Egypt	5.46 M USD	1.39 Kt	4.69%	8.58%	+0.39 M USD	+0.11 Kt
Morocco	3.22 M USD	0.65 Kt	2.77%	3.99%	-1.55 M USD	+0.33 Kt
Nigeria	0.90 M USD	0.46 Kt	0.77%	2.86%	-0.04 M USD	-0.18 Kt

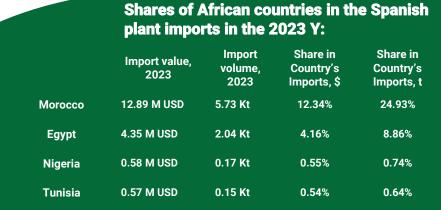
Spain

The Spanish market of plants and their parts has gone down in 2023, exceeding **USD 104.40 million**, down from **USD 116.33 million** in 2022, reflecting a -10.25% decrease. However, the market size in 8m 2024 reached **USD 65.57M**, compared to **USD 59.31M**. The growth rate was **10.55**%.

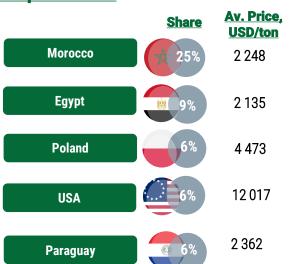


2023





<u>Top-5 exporters of plants and their parts</u> to Spain in 2023



by imports volume in tons

<u>Top-5 exporters of plants and their parts</u> to Spain in LTM period

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	<u>Share</u>	Av. Price, USD/ton			
Morocco	25%	1 986			
Egypt	9%	2 248			
USA	6%	12 052			
Poland	5%	4 203			
Czechia	5%	2 462			

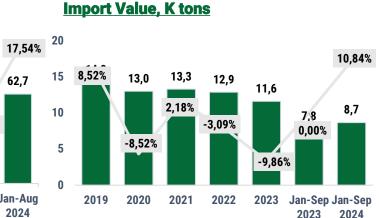
Shares of African countries in the Spanish plant imports in the LTM period:

	Import value, LTM	Import volume, LTM	Share in Country's Imports, \$	Share in Country's Imports, t	Change of Imports In LTM, \$	Change of Imports In LTM, t
Morocco	11.46 M USD	5.77 Kt	10.36%	24.75%	-2.77 M USD	-0.23 Kt
Egypt	4.75 M USD	2.11 Kt	4.29%	9.05%	+0.65 M USD	+0.01 Kt
Nigeria	0.79 M USD	0.24 Kt	0.71%	1.02%	+0.44 M USD	+0.14 Kt
Tunisia	0.60 M USD	0.11 Kt	0.55%	0.48%	-0.12 M USD	-0.06 Kt

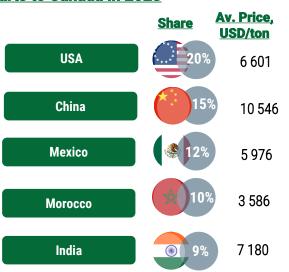
Canada

In 2023, Canada accounted for approximately **2.2%** of global imports of plants and plant parts. The volume growth in the first eight months of 2024 (**10.84**%) has outpaced the long-term growth trend for Canada's imports of plants and their parts.

Import Value, M USD 100 89,9 89,9 17,54% 81,4 **75** 11,42% 62,7 10,68% 53,3 50 0,00% -3,50% -6,99% 25 2022 2023 Jan-AugJan-Aug 2020 2021 2023



<u>Top-5 exporters of plants and their</u> parts to Canada in 2023



by imports volume in tons

<u>Top-5 exporters of plants and their</u> parts to Canada in LTM period

	<u>Share</u>	Av. Price, USD/ton
USA	18%	7 917
China	14%	10 016
Mexico	14%	5 429
India	12%	8 491
Morocco	10%	3 501

Shares of African countries in the Canada's plant imports in the 2023 Y:

	Import value, 2023	Import volume, 2023	Share in Country's Imports, \$	Share in Country's Imports, t
Morocco	4.03 M USD	1.12 Kt	4.95%	9.69%
Egypt	3.59 M USD	0.73 Kt	4.40%	6.33%
Nigeria	0.65 M USD	0.12 Kt	0.80%	1.03%
South Africa	0.51 M USD	0.06 Kt	0.62%	0.49%

Shares of African countries in the Canada's plant imports in the LTM period:

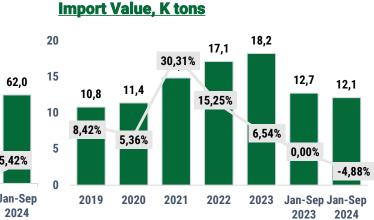
	Import value, LTM	volume, LTM	Country's Imports, \$	Country's Imports, t	Imports In LTM, \$	Imports In LTM, t
Morocco	4.42 M USD	1.26 Kt	4.87%	10.15%	+0.19 M USD	+0.02 Kt
Egypt	3.87 M USD	0.75 Kt	4.27%	6.06%	+0.47 M USD	+0.02 Kt
Nigeria	0.53 M USD	0.13 Kt	0.59%	1.02%	-0.09 M USD	+0.02 Kt
South Africa	0.50 M USD	0.07 Kt	0.56%	0.54%	-0.15 M USD	-0.01 Kt

Poland

Polish market is significantly growing in 2019-2024. In 2023, the market of plants and their parts exceeded USD 79.07 million, up from USD 70.91 million in 2022, reflecting a 11.5% annual growth rate. The market size in 9m 2024 reached USD 62.03M, compared to USD 58.84M.

Import Value, M USD 100 37.42% 79,1 70,9 75 62,4 62,0 58,8 50 13,65% 12,96% 11,50% 11,01% 5,42% 0.00% Jan-Sep Jan-Sep 2019 2020 2021 2022 2023

2023





<u>Top-5 exporters of plants and their parts</u> to Poland in 2023



by imports volume in tons

<u>Top-5 exporters of plants and their parts</u> to Poland in LTM period

	<u>Share</u>	Av. Price, USD/ton
Germany	15%	9 307
Ukraine	14%	2 943
Russian Federation	12%	1 678
Portugal	10%	6 135
Egypt	8%	2 155

Shares of African countries in the Polish plant imports in the LTM period:

	Import value, LTM	Import volume, LTM	Share in Country's Imports, \$	Share in Country's Imports, t	Change of Imports In LTM, \$	Change of Imports In LTM, t
Egypt	2.95 M USD	1.37 Kt	3.59%	7.78%	-0.38 M USD	-0.19 Kt
Nigeria	1.59 M USD	0.52 Kt	1.93%	2.95%	+0.11 M USD	+0.02 Kt
Morocco	0.63 M USD	0.15 Kt	0.77%	0.85%	+0.02 M USD	+0.08 Kt
Кепуа	0.71 M USD	0.11 Kt	0.86%	0.61%	-1.59 M USD	-0.19 Kt

by imports volume in tons

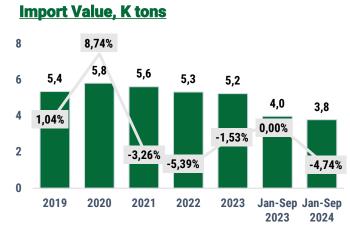
LTM is 10.2023 - 09.2024

Switzerland

The Swiss market is growing in USD terms in 2023-2024. In 2023, the market of plants and their parts exceeded **USD 60.56 million**, up from **USD 57.81 mill**ion in 2022, reflecting a **4.75%** annual growth rate. The market size in 9m 2024 reached USD **44.26M**, compared to **USD 49.58M**. The growth rate was **12.02%**.

5316





Top-5 exporters of plants and their parts to

Switzerland in LTM period

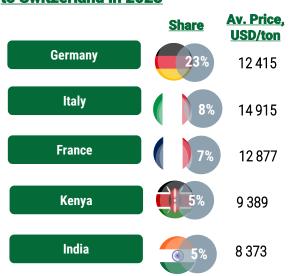
Morocco

by imports volume in tons



Shares of African countries in the Swiss

<u>Top-5 exporters of plants and their parts</u> to Switzerland in 2023



by imports volume in tons

	Share Av. Price, USD/ton
Germany	23% 7391
France	3911
Australia	7% 3098
Italy	7% 3638

			plant imp	orts in the i	L i m perioa:	
	Import value, LTM	Import volume, LTM	Share in Country's Imports, \$	Share in Country's Imports, t	Change of Imports In LTM, \$	Change of Imports In LTM, t
Morocco	3.53 M USD	0.27 Kt	5.36%	5.44%	+0.63 M USD	+0039 Kt
Kenya	2.13 M USD	0.20 Kt	3.23%	3.87%	-0.75 M USD	-0.12 Kt
Egypt	1.18 M USD	0.10 Kt	1.79%	2.03%	+0.14 M USD	-0.01 Kt
Ghana	0.80 M USD	0.12 Kt	1.21%	2.30%	-0.86 M USD	-0.03 Kt

LTM is 10.2023 - 09.2024

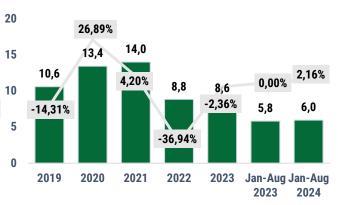
Netherlands

The Netherlands' market is slightly growing in 2023-2024. In 8m 2024 the market of Netherlands reached **US\$40.40M**, compared to **US\$39.11M** in the same period last year. The growth rate was **3.3%**.

Import Value, M USD



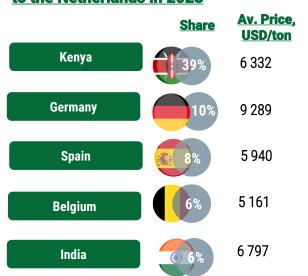
Import Value, K tons



Shares of African countries in the Netherlands' plant imports in the 2023 Y:

		_		
	Import value, 2023	Import volume, 2023	Share in Country's Imports, \$	Share in Country's Imports, t
Kenya	21.46 M USD	3.39 Kt	36.44%	39.31%
Egypt	0.71 M USD	0.21 Kt	1.21%	2.46%
Nigeria	0.20 M USD	0.05 Kt	0.34%	0.58%
South Africa	0.23 M USD	0.04 Kt	0.08%	0.06%

<u>Top-5 exporters of plants and their parts</u> to the Netherlands in 2023



by imports volume in tons

<u>Top-5 exporters of plants and their parts</u> to the Netherlands in LTM period

	<u>Share</u>	Av. Price, USD/ton
Kenya	38%	6 218
Germany	10%	10 258
Spain	7%	5 756
Belgium	7%	4 426
India	6%	8 103

Shares of African countries in the Netherland's plant imports in the LTM period:

	Import value, LTM	import volume, LTM	Country's Imports, \$	Share in Country's Imports, t	Change of Imports In LTM, \$	Change of Imports In LTM, t
Kenya	20.40 M USD	3.28 Kt	33.90%	39.31%	-1.68 M USD	-0.26 Kt
Egypt	0.74 M USD	0.24 Kt	1.23%	2.46%	+0. 002 M USD	+0.025 Kt
Nigeria	0.31 M USD	0.08 Kt	0.51%	0.58%	-0.109 M USD	-0.028 Kt
South Africa	0.23 M USD	0.04 Kt	0.40%	0.36%	+0.20 M USD	+0.03 Kt

by imports volume in tons

LTM is 09.2023 - 08.2024



Conclusions

- From 2019 to 2023, the **CAGR** for global imports of plants and their parts has exceeded 8.32%, indicating that the market is expanding rapidly. In 2024, the market of plants and plant parts continued to grow significantly, by increasing demand in the markets, analyzed in the report.
- The U.S. and Germany lead the demand, importing more than 13% and 11% of these products in 2023, respectively.
- In 2023, the **Australian** plant and their part market rose considerably to **147.2 M USD**. In 2024, the market size continued to grow, reaching USD 148.43M in 9m 2024, compared to USD 105.31M in the same period of 2023.
- Notably, the markets of the countries analyzed in the report are premium, except Poland.
- Morocco is the largest supplier of plants and their parts to France and Spain, representing 15% and 25% of French and Spanish markets over the last twelve months, respectively.
- Nigeria had a beneficial market position in the largest market such as the US, accounting for more 12% in volume terms in the last twelve months.
- **Egypt** supplies plants and plant parts to most of the countries analyzed in the report. Over the last twelve months, Egypt increased their suppliers in Australia (+0.54 M USD), France (+0.34 M USD), India (+0.47 M USD), the United Kingdom (+0.39 M USD) and Spain (+0.65 M USD).
- South Africa, Kenya, Lesotho and Rwanda have smaller shares, but are gaining momentum in supplies to Germany, Australia, the UK and India.

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