

# Mango *(Mangifera indica)*



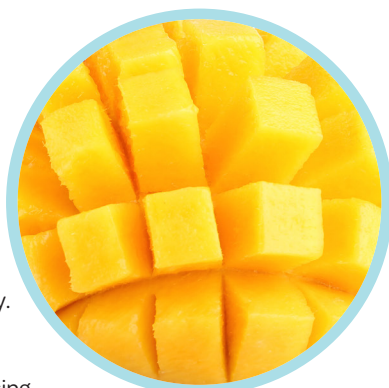
## 1. Offer Analysis

### Description & Market Trends

In New Zealand, mango is a popular fruit, and 2,535 tonnes were imported for domestic consumption in 2022. This global fruit is grown in over 100 countries, 65 producing over 1,000 tonnes of mangoes annually.

The import of mangoes to New Zealand has been steadily increasing, showcasing the Pacific's potential as a significant player in the global mango market.

Not all varieties are equal, though; the Kesar is by far the most favoured: juicy, bright orange and creamy. In New Zealand, most of the mangoes available are the Tommy Atkins variety. They are harder and very fibrous, and their main quality is the long shelf life.

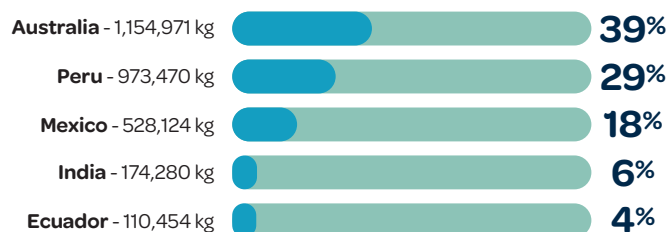


**18**  
tonnes

Volume of fresh mangoes produced in the Pacific imported to New Zealand in 2023.



### Ranking of Fresh Mango imports in volume to New Zealand in 2023



## 2. Market Access

### Biosecurity requirements and advice

Importing Mango into New Zealand is subject to [strict biosecurity controls](#). You can verify the authorised countries for import into New Zealand [here](#).

### Checklist for fresh Mango export/import:

- ☐ Biosecurity inspection for absence of regulated pests
- ☐ Implement pest control measures pre-export
- ☐ Provide Phytosanitary Certificate to IPPC standards
- ☐ Packaging is clean and free of soil or contaminants
- ☐ Mango intact, free from mould or off-putting odour
- ☐ No dehydration, visible matter or pest damage
- ☐ Free from other plant parts.

### Food import to New Zealand

All food for sale must be imported by a [registered food importer](#).

### Food safety requirements

Food imports should follow the [Food Act 2014](#) (See full report for more details).



**Traceability**, track the origin and destination of the food products to recall any unsafe items.



**Hygiene**, from harvesting to sale, all food handling stages with rigorous hygiene standards.



**Labelling** shows the list of ingredients, allergens, and, if necessary, nutritional data. [Find out more](#).

### Certifications

These are the baseline in the market.

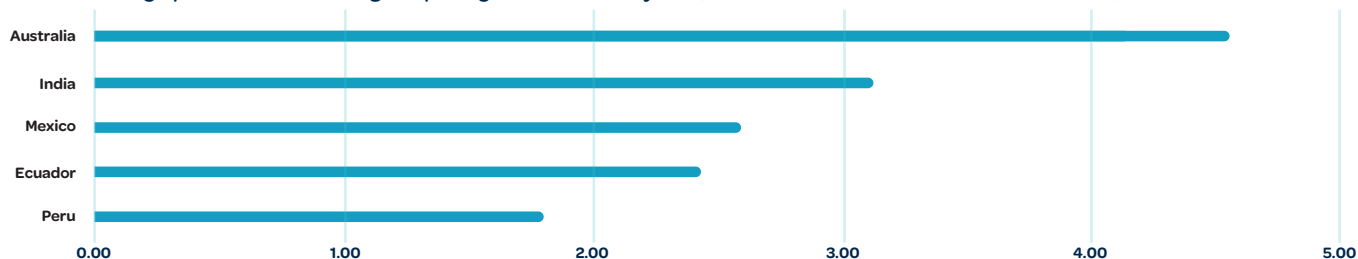
**HACCP** (Hazard Analysis and Critical Control Points)

**NZGAP** (New Zealand Good Agricultural Practices)

**Global GAP** (Good Agricultural Practices)



### Average price of Fresh Mangoes per Kg over the last 3 years, as declared at the New Zealand border, in NZD



### Overview of export process from the Pacific Islands to New Zealand



## 3. NZ Buyers' Requirements

New Zealand buyers need good communication and consistency in supply.

### Volume

Orders can range from a few kilograms for smaller businesses to several metric tonnes for larger retailers or manufacturers. Maintaining the volume of mangoes you supply is essential.

### Quality

40% light green background colour. Pink blush. Skin with yellow flesh. Oval heart shaped. Firm smooth skin, sweet aroma & free of foreign odours and tastes. Fully coloured fruit >14% DM. Fruit shoulders above the stem-end. Weight and grading depends on the variety Tommy Atkins (Between 325g to 562g), Honey Gold (Between 388g to 777g). Temperature at arrival 13-18°C

### Packaging

Mango should be packaged using cardboard boxes with ventilation holes or plastic crates with wrap or foam netting to prevent bruising. Ensure the packaging is stackable and sturdy to handle shipping stresses. All products should have clear labels indicating the product name, country of origin, net weight, packaging date, expiration date, and other relevant certifications.

### Transport recommended

Mango should be transported using conditions that minimise contamination risks for biosecurity and food safety requirements. Stacked to Ti Hi specifications onto a stabilised pallet as per ordered.

## 4. Type of NZ buyers/distributors

**Fresh Importer:** MG Group, T&G.

**Pharmaceuticals/Skin Care industry:** Buyers and manufacturers such as Pure Ingredients or Shieling Laboratories require high quality mango butter for the cosmetic and nutraceutical sector.

**Beverage industry:** Companies such as Juice Fiji, The Homegrown, Karma Organic (Juices), Remedy (Kombucha) and Tank (Fresh smoothies).

**Processed Food Industry:** For integration into preparations with companies such as the Collective (Probiotic yoghurt with mango puree), Wattie's (Baby puree), ParrotDog (Mango flavoured beer).

## 5. Key Success Factors

