

South African citrus and pear shipments face scrutiny amid oversupply and market disruption in India

Indian fruit importers are voicing growing concern over the continued oversupply of South African mandarins and pears. This trend has led to significant market disruption and price erosion, particularly in the case of varieties like Nadorcott mandarins and Forelle pears.

Last year, a sharp influx of nearly 50–60 container loads of small-sized Nadorcott mandarins (sizes 4 & 5) arrived in a compressed period, leading to a market crash where prices dropped to as low as USD 5–6 per box. This oversaturation directly impacted the 2025 season opening for Nova mandarins, which began 30% lower in value than the previous year.



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South African mandarins are increasingly perceived as non-premium in the Indian market. The reputation has been affected by late arrivals of excess volumes, often of unwanted larger sizes, shipped without regard for local demand cycles.

The situation is mirrored in the pear segment. Forelle pears, traditionally a sought-after variety, have been heavily oversupplied from South Africa, resulting in a 40–50% price drop compared to the previous season. Importers report a recurring trend where South African companies target India as a dumping ground for surplus volumes, often exceeding the market's absorption capacity.

"This aggressive export strategy may benefit short-term clearance but comes at a cost to both growers and long-term trade relationships," said a leading importer. "The burden of these losses is ultimately borne by South African growers, and it makes Indian importers extremely cautious when engaging with RSA suppliers."



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The industry urges greater coordination between exporters and grower associations in South Africa to ensure volume and size control, timely shipping, and a more demand-driven export approach.

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