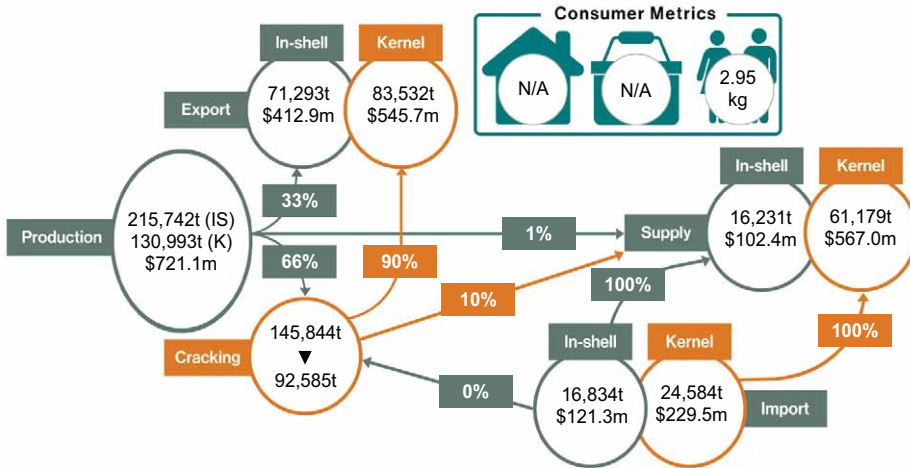




All Nuts - Overview

All Nuts Overview

ALL NUTS SUPPLY CHAIN – YEAR ENDING JUNE 2023



Sources: ABS; AC; AUSVEG; CFVIWA; GTA; MP & DD (Freshlogic Analysis)

TOTAL PRODUCTION:



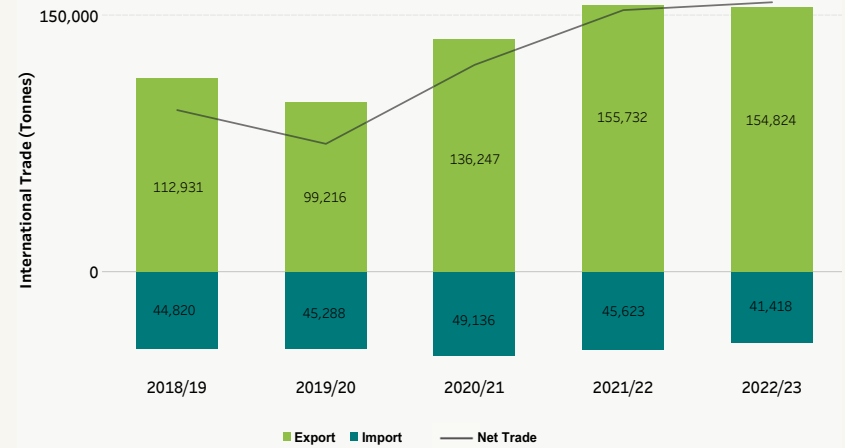
\$721.1M

215,742t (in-shell) or equivalent to 130,993t (kernel) produced and valued at \$721.1M with 66% of production in shell sent to the cracking process.

YEAR ENDING JUNE	2021	2022		2023	
	Value	Value	% YoY	Value	% YoY
Production (ISWE t)	256,047	282,869	+10%	215,742	-24%
Production (\$m)	\$1,350.3	\$1,248.1	-8%	\$721.1	-42%
Production area (Ha)	37,252	108,482	>100%	112,555	+4%
Export Volume (t)	136,247	155,732	+14%	154,824	>-1%
Export Value (\$m)	\$982.9	\$1,127.4	+15%	\$958.6	-15%
Import Volume (t)	49,136	45,623	-7%	41,418	-9%
Import Value (\$m)	\$422.9	\$387.0	-8%	\$350.8	-9%
Supply (t)	89,819	87,379	-3%	77,410	-11%
Supply Wholesale Value (\$m)	\$2,846.0	\$918.9	-68%	\$704.0	-23%
Supply per Capita (kg)	3.49	3.37	-3%	2.95	-12%

Sources: ABS; AC; CFVIWA; GTA; MP & DD (Freshlogic Analysis)

ALL NUTS INTERNATIONAL TRADE



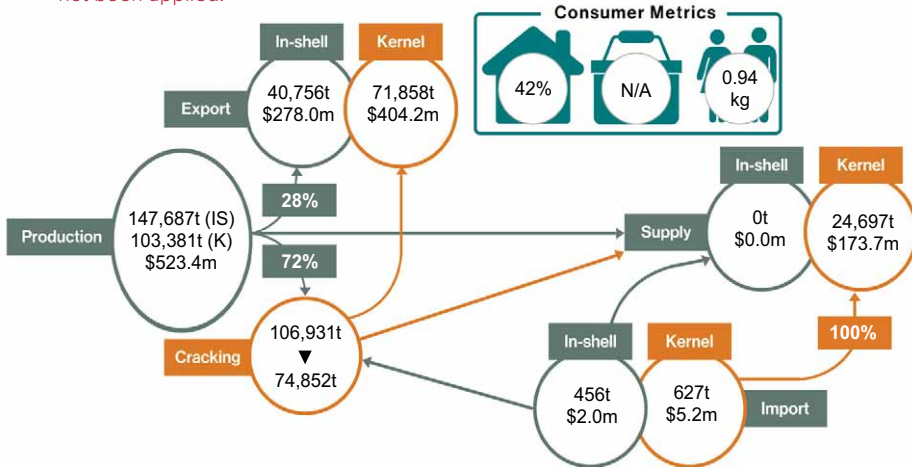


Almonds

Almonds Overview

ALMONDS SUPPLY CHAIN – YEAR ENDING JUNE 2023

Note : Due to the nature of Almonds production and processing the THRUchain approach has not been applied.



Sources: Almond Board of Australia (ABA); ABS; AC; CFVIWA; GTA; MP & DD (Freshlogic Analysis)

TOTAL PRODUCTION:



\$523.4M

147,687t (in-shell) or equivalent to 103,381t (kernel) produced and valued at **\$523.4M** with 72% of production in shell sent to the cracking process.

CONSUMER METRICS:



42% of Australian households purchased almonds.

PER CAPITA CONSUMPTION:



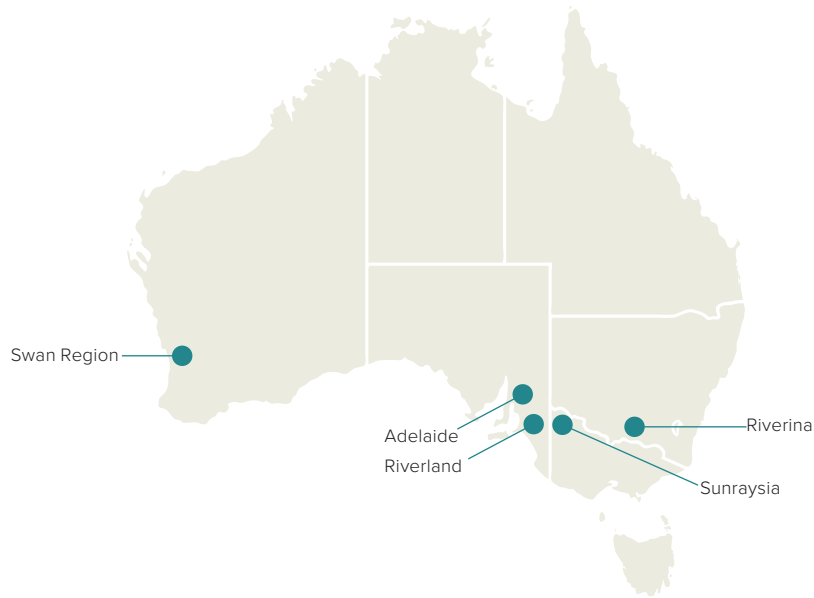
0.94kg in 2022/23 based on the volume supplied.

YEAR ENDING JUNE	2021	2022		2023	
	Value	Value	% YoY	Value	% YoY
Production (KWE t)	124,439	140,963	+13%	103,381	-27%
Production (\$m)	\$760.5	\$866.1	+14%	\$523.4	-40%
Production area (Ha)	-	60,463	-	62,414	+3%
Export Volume (KWE t)	86,584	105,263	+22%	100,387	-5%
Export Value (\$m)	\$609.1	\$765.1	+26%	\$682.3	-11%
Import Volume (KWE t)	2,467	1,190	-52%	946	-20%
Import Value (\$m)	\$21.1	\$11.6	-45%	\$7.2	-38%
Supply (KWE t)	26,463	24,463	-8%	24,697	<-1%
Supply Wholesale Value (\$m)	\$224.6	\$208.7	-7%	\$173.7	-17%
Supply per Capita (kg)	1.03	0.94	-8%	0.94	>-1%

Sources: ABA; ABS; AC; CFVIWA; GTA; MP & DD (Freshlogic Analysis)

Almonds Production

MAJOR PRODUCTION AREAS



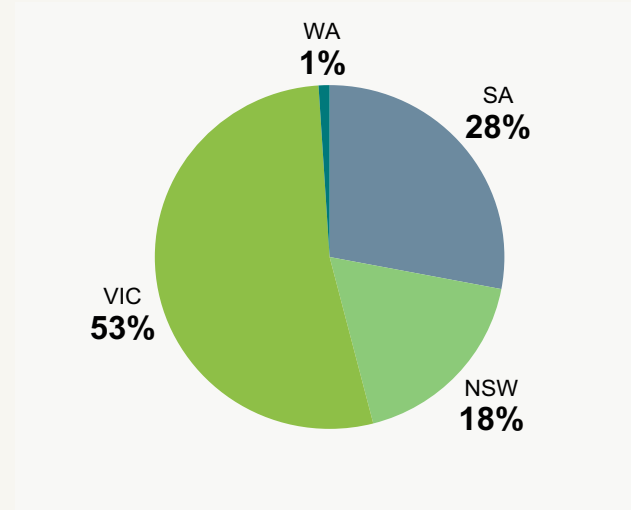
Source: ABA

Almonds are grown in the south of Australia, with the majority of production occurring along the Murray River downstream of Swan Hill. The industry has a strong export market focus, with **1.9 tonnes** sold overseas for every tonne sold domestically. The majority of almonds are cracked and sold in kernel form.

HARVEST WINDOW:



2022/23 ALMONDS PRODUCTION BY STATE (KERNEL)



Source: ABA

2022/23 ALMONDS HARVEST SEASON BY STATE (KERNEL)

State	Volume (t)	Value (\$m)	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Victoria	54,792	\$194.2								Harvest	Harvest	Harvest	End of Harvest	
South Australia	28,947	\$102.6								Harvest	Harvest	Harvest	End of Harvest	
New South Wales	18,609	\$65.9								Harvest	Harvest	Harvest	End of Harvest	
Western Australia	1,034	\$3.7								Harvest	Harvest	Harvest	End of Harvest	

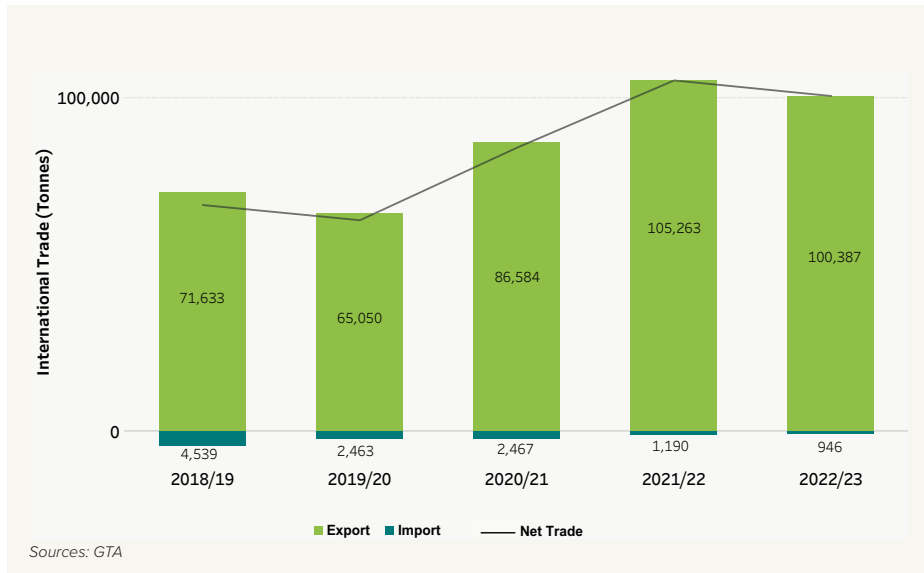
Availability legend: ■ Harvest ■ End of Harvest ■ None

Source: ABA

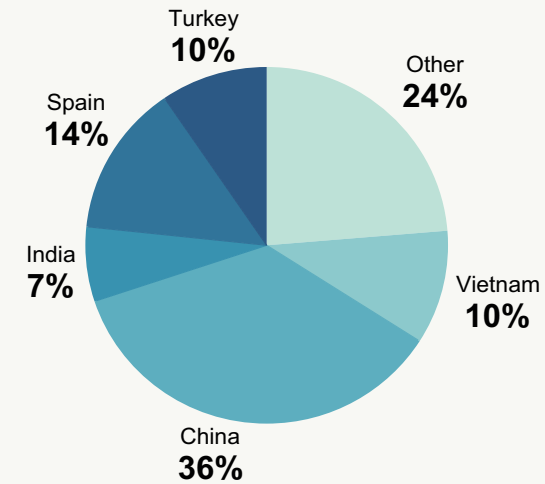
Almonds International Trade

ALMONDS INTERNATIONAL TRADE

Almond exports are a mix of both in-shell and kernel, while majority of imports are in kernel form. For the year ending 2023, Australia exported **40,756 tonnes** of in-shell almonds (**36%** of total export) and **71,858 tonnes** of kernel almonds (**64%** of total export). This equates to **112,614 tonnes** exported in 2022/23, or **100,387 tonnes in kernel weight equivalent (KWE)**. Australia imported **456 tonnes** of in-shell almonds (**42%** of total import) and **627 tonnes** of kernel almonds (**58%** of total import). The exports and imports over the last five financial years are profiled in the graph below, where imports are counted as negative tonnes, and all information is provided in KWE.



2022/23 ALMONDS EXPORTS BY COUNTRY



Source: GTA

For the year ending June 2023, **36%** of exported almonds were sent to **China**, as profiled in the chart above.

ALMONDS IMPORTS AND EXPORTS BY STATE (KERNEL EQUIVALENT)

Imports by State Destination (Tonnes)				Exports by State of Production Origin (Tonnes)			
Year Ending June	2021	2022	2023	Year Ending June	2021	2022	2023
Victoria	1,785	1,155	868	Victoria	59,513	69,176	61,129
New South Wales	426	15	40	South Australia	26,286	35,076	37,556
South Australia	224	18	36	New South Wales	690	774	1,457
Queensland	4	2	3	Queensland	95	236	226
Western Australia	27	1	-	Tasmania	-	-	18
TOTAL	2,467	1,190	946	Other	0	1	1
				TOTAL	86,584	105,263	100,387

ALMONDS IMPORTS AND EXPORTS BY COUNTRY (KERNEL EQUIVALENT)

Imports by Country (Tonnes)				Exports by Country (Tonnes)			
Year Ending June	2021	2022	2023	Year Ending June	2021	2022	2023
US	832	303	295	China	28,458	41,126	36,018
Spain	670	193	265	Spain	4,431	9,592	13,849
Vietnam	525	617	249	Vietnam	9,728	8,608	10,389
Pakistan	46	11	25	Turkey	1,903	3,085	9,561
Afghanistan	3	6	12	India	8,268	9,965	6,792
Other	390	59	101	Other	33,795	32,888	23,778
TOTAL	2,467	1,190	946	TOTAL	86,584	105,263	100,387

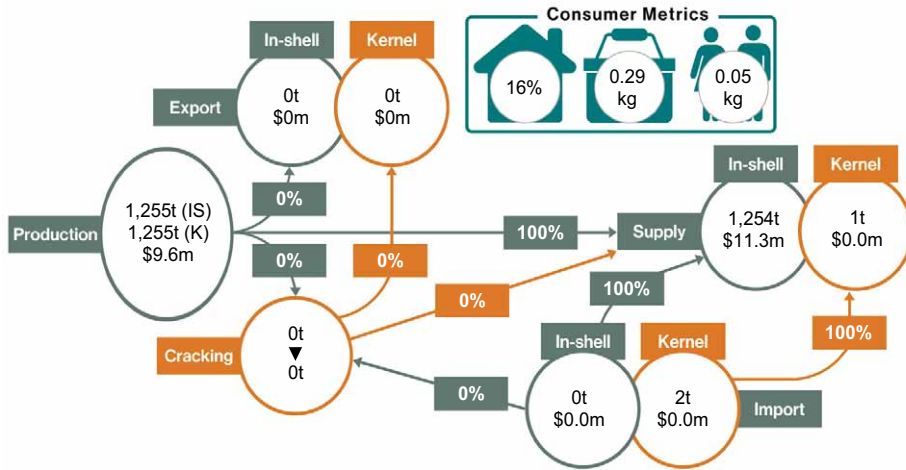
Source: GTA



Chestnuts

Chestnuts Overview

CHESTNUTS SUPPLY CHAIN – YEAR ENDING JUNE 2023



Sources: AC, Chestnuts Australia Inc. (CAI); CFVIWA; GTA; MP & DD (Freshlogic Analysis)

TOTAL PRODUCTION:



\$9.6M

1,255t (in-shell) or equivalent to 1,255t (kernel) produced and valued at \$9.6M.

CONSUMER METRICS:



16% of Australian households purchased chestnuts, buying an average of 290g per shopping trip.

PER CAPITA CONSUMPTION:



0.05kg in 2022/23 based on the volume supplied.

YEAR ENDING JUNE	2021	2022		2023	
	Value	Value	% YoY	Value	% YoY
Production (KWE t)	1,221	1,339	+10%	1,255	-6%
Production (\$m)	\$9.3	\$10.1	+8%	\$9.6	-5%
Production area (Ha)	1,480	1,480	-	1,480	-
Export Volume (KWE t)	1	<1	-50%	1	+83%
Export Value (\$m)	\$-	\$-	-	\$-	-
Import Volume (KWE t)	7	23	>100%	2	-93%
Import Value (\$m)	< \$0.1	< \$0.1	-	< \$0.1	-86%
Supply (KWE t)	1,226	1,359	+11%	1,256	-8%
Supply Wholesale Value (\$m)	\$11.0	\$12.0	+10%	\$11.3	-6%
Supply per Capita (kg)	0.05	0.05	+10%	0.05	-9%

Sources: CAI; ABS; AC; CFVIWA; GTA; MP & DD (Freshlogic Analysis)

Chestnuts Production

MAJOR PRODUCTION AREAS



Source: CAI

Chestnuts are grown in the south of Australia, with the majority of production occurring in Victoria. Chestnut production has a strong domestic market focus. Chestnuts are sold in a fresh in-shell form.

PRODUCTION AREA:



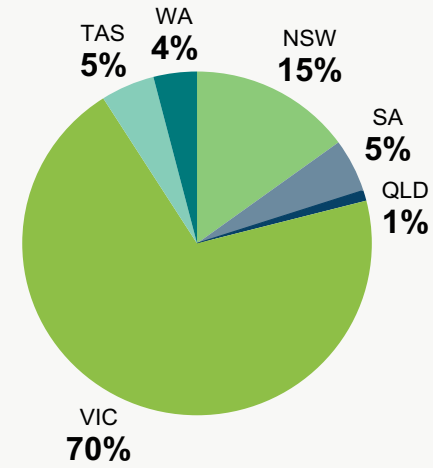
1,480
Ha

HARVEST WINDOW:



Mar-Jun

2022/23 CHESTNUTS PRODUCTION BY STATE



Source: CAI

2022/23 CHESTNUTS HARVEST SEASON BY STATE (IN-SHELL)

State	Volume (t)	Value (\$m)	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Victoria	879	\$6.7									Harvest	Harvest	Harvest	End of Harvest
New South Wales	188	\$1.4									Harvest	Harvest	Harvest	End of Harvest
South Australia	63	\$0.5									Harvest	Harvest	Harvest	End of Harvest
Tasmania	63	\$0.5									Harvest	Harvest	Harvest	End of Harvest
Western Australia	50	\$0.4									Harvest	Harvest	Harvest	End of Harvest
Queensland	13	\$0.1									Harvest	Harvest	Harvest	End of Harvest

Availability legend: ■ Harvest ■ End of Harvest ■ None

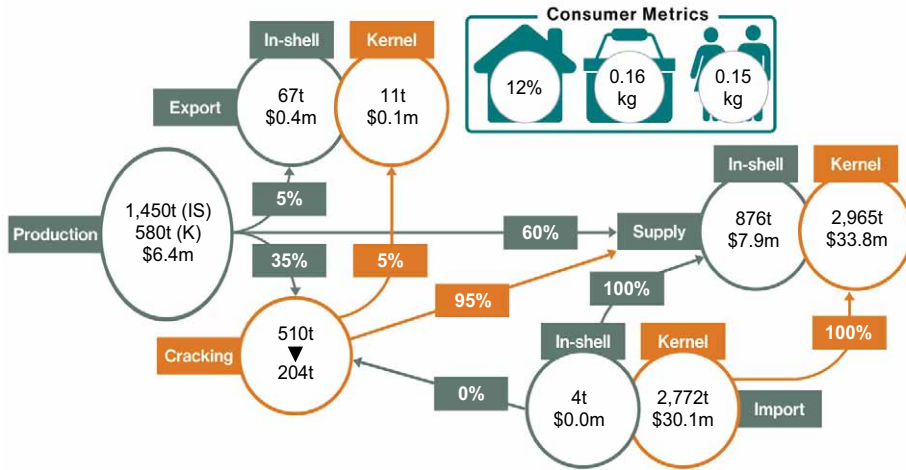
Source: CAI



Hazelnuts

Hazelnuts Overview

HAZELNUTS SUPPLY CHAIN – YEAR ENDING JUNE 2023



Sources: Hazelnuts Growers of Australia (HGA); AC; CFVIWA; GTA; MP & DD (Freshlogic Analysis)

TOTAL PRODUCTION:



\$6.4M

1,450t (in-shell) or equivalent to 580t (kernel) produced and valued at **\$6.4M** with 35% of production in shell sent to the cracking process.

CONSUMER METRICS:



12% of Australian households purchased hazelnuts, buying an average of **162g** per shopping trip.

PER CAPITA CONSUMPTION:



in 2022/23 based on the volume supplied.

YEAR ENDING JUNE	2021	2022		2023	
	Value	Value	% YoY	Value	% YoY
Production (KWE t)	380	494	+30%	580	+17%
Production (\$m)	\$4.4	\$5.2	+18%	\$6.4	+22%
Production area (Ha)	600	600	-	600	-
Export Volume (KWE t)	6	2	-69%	38	>100%
Export Value (\$m)	< \$0.1	< \$0.1	-43%	\$0.5	>100%
Import Volume (KWE t)	3,172	3,170	>-1%	2,773	-13%
Import Value (\$m)	\$37.3	\$32.5	-13%	\$30.1	-7%
Supply (KWE t)	3,546	3,662	+3%	3,315	-9%
Supply Wholesale Value (\$m)	\$47.1	\$44.2	-6%	\$41.7	-6%
Supply per Capita (kg)	0.16	0.16	+6%	0.15	-11%

Sources: Hazelnuts Growers of Australia (HGA); AC; CFVIWA; GTA; MP & DD (Freshlogic Analysis)

Hazelnut Production

MAJOR PRODUCTION AREAS



Source: HGA

Hazelnuts are grown in the temperate areas of South-Eastern Australia, with production occurring in Victoria and New South Wales. The majority of hazelnuts are cracked and sold in kernel form.

PRODUCTION AREA:



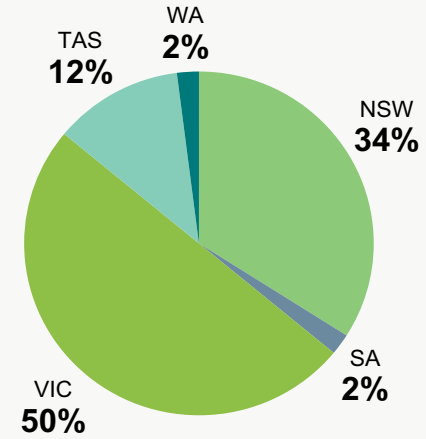
600
Ha

HARVEST WINDOW:



Feb-Mar

2022/23 HAZELNUT PRODUCTION BY STATE



Source: HGA

2022/23 HAZELNUT HARVEST SEASON BY STATE (IN-SHELL)

State	Volume (t)	Value (\$m)	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Victoria	725	\$3.2								Harvest	End of Harvest			
New South Wales	493	\$2.2								Harvest	End of Harvest			
Tasmania	174	\$0.8								Harvest	End of Harvest			
Western Australia	29	\$0.1								Harvest	End of Harvest			
South Australia	29	\$0.1								Harvest	End of Harvest			

Availability legend: ■ Harvest ■ End of Harvest ■ None

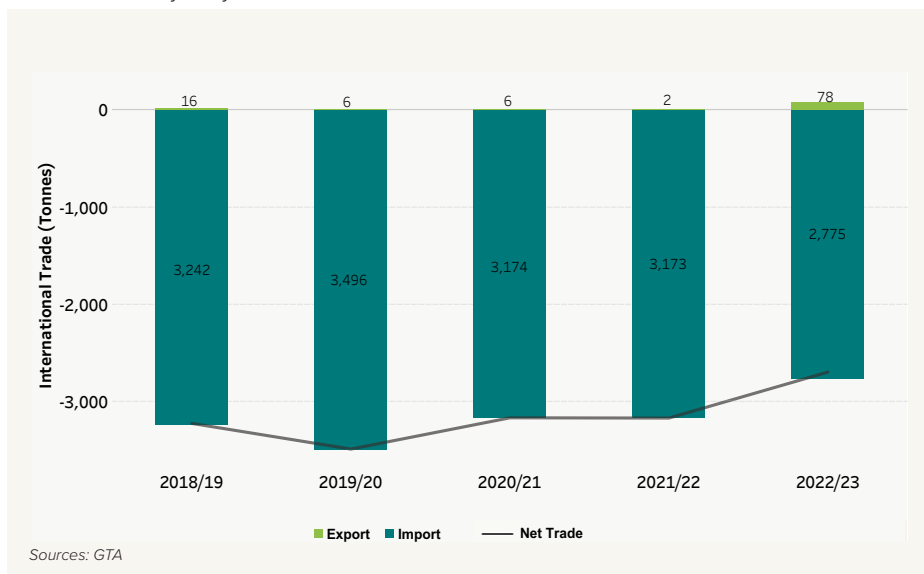
Source: HGA



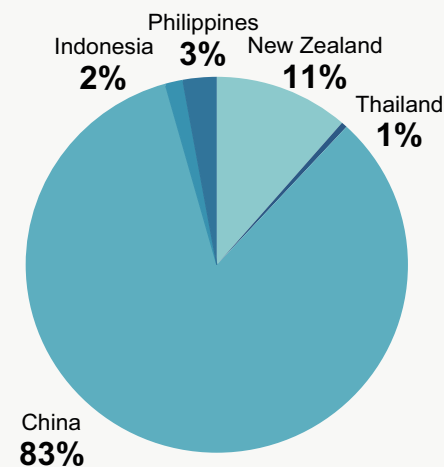
Hazelnut International Trade

HAZELNUT INTERNATIONAL TRADE

Australia is a net importer of hazelnuts, with the majority of imports being in kernel form. For the year June 2023, Australia exported **11 tonnes** of kernel hazelnuts and **67 tonnes** of in-shell hazelnuts, while importing **2,773 tonnes** of kernel hazelnuts. The exports and imports over the last five financial years are profiled in the graph below, where imports are counted as negative tonnes. The majority of imports are classified as to which country they are sourced from.



2022/23 HAZELNUT EXPORTS BY COUNTRY



Source: GTA

For the year ending June 2023, **83%** of exported hazelnuts were sent to **China**, as profiled in the chart above.

HAZELNUT IMPORTS AND EXPORTS BY STATE (IN-SHELL AND KERNEL)

Imports by State Destination (Tonnes)				Exports by State of Production Origin (Tonnes)			
Year Ending June	2021	2022	2023	Year Ending June	2021	2022	2023
New South Wales	2,229	2,230	1,955	Victoria	4	< 0.5	74
Victoria	714	728	643	New South Wales	1	< 0.5	1
Queensland	187	213	176	South Australia	< 0.5	-	-
Western Australia	4	3	2	Other	1	2	4
Tasmania	40	-	-	TOTAL	6	2	78
Other	< 0.5	< 0.5	-				
TOTAL	3,174	3,173	2,775				

HAZELNUT IMPORTS AND EXPORTS BY COUNTRY (IN-SHELL AND KERNEL)

Imports by Country (Tonnes)				Exports by Country (Tonnes)			
Year Ending June	2021	2022	2023	Year Ending June	2021	2022	2023
Turkey	3,011	3,136	2,638	China	-	-	65
US	15	32	90	New Zealand	3	< 0.5	9
Georgia	28	-	28	Philippines	< 0.5	1	2
Vietnam	-	-	15	Indonesia	1	1	1
UK	-	3	3	Thailand	-	-	< 0.5
Other	120	1	1	Other	2	1	1
TOTAL	3,174	3,173	2,775	TOTAL	6	2	78

Source: GTA

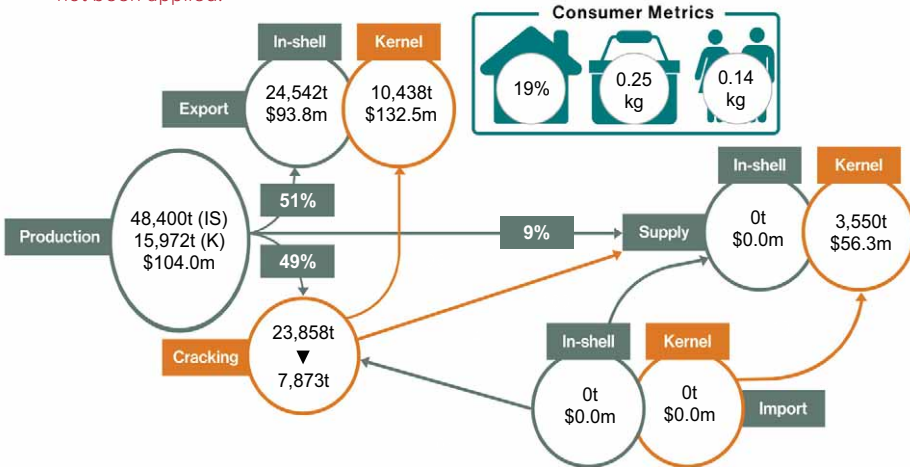
Macadamias



Macadamia Overview

MACADAMIA SUPPLY CHAIN – YEAR ENDING JUNE 2023

Note : Due to the nature of Macadamia production and processing the THRUchain approach has not been applied.



Sources: ABS; AC; Australia Macadamia Society (AMS); CFVIWA; GTA; MP & DD (Freshlogic Analysis)

TOTAL PRODUCTION:



\$104M

48,400t (in-shell) or equivalent to 15,972t (kernel) produced and valued at \$104M with 49% of production in shell sent to the cracking process.

CONSUMER METRICS:



19% of Australian households purchased macadamias, buying an average of 249g per shopping trip.

PER CAPITA CONSUMPTION:



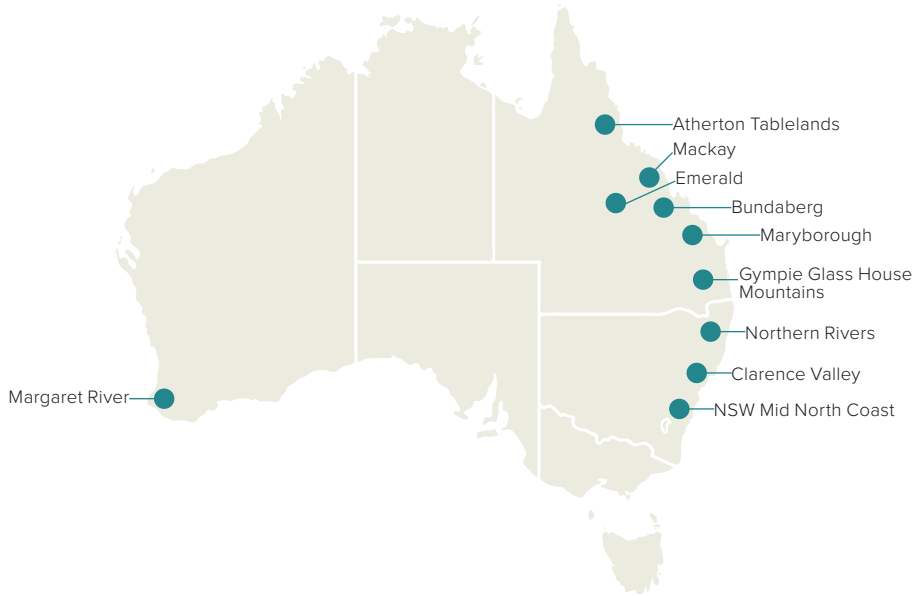
0.14kg in 2022/23 based on the volume supplied.

YEAR ENDING JUNE	2021	2022		2023	
	Value	Value	% YoY	Value	% YoY
Production (KWE t)	16,941	17,432	+3%	15,972	-8%
Production (\$m)	\$299.0	\$203.0	-32%	\$104.0	-49%
Production area (Ha)	28,000	38,477	+37%	40,321	+5%
Export Volume (KWE t)	14,784	16,093	+9%	18,537	+15%
Export Value (\$m)	\$321.2	\$296.6	-8%	\$226.2	-24%
Import Volume (KWE t)	-	-	-	-	-
Import Value (\$m)	\$-	\$-	-	\$-	-
Supply (KWE t)	3,450	3,300	-4%	3,550	+8%
Supply Wholesale Value (\$m)	\$95.6	\$76.8	-20%	\$56.3	-27%
Supply per Capita (kg)	0.13	0.13	-5%	0.14	+6%

Sources: ABS; AC; Australia Macadamia Society (AMS); CFVIWA; GTA; MP & DD (Freshlogic Analysis)

Macadamia Production

MAJOR PRODUCTION AREAS



Source: AMS

The macadamia industry has a strong export market focus, with 75% of Australian grown macadamias export bound. Macadamia production occurs predominantly in northern NSW and Bundaberg.

PRODUCTION AREA:



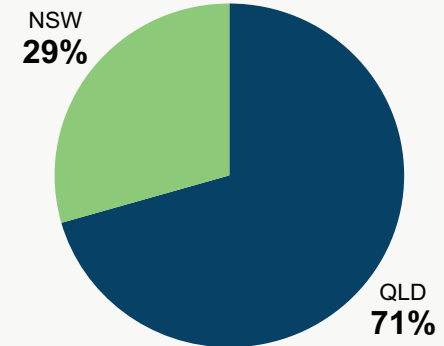
40,321
Ha

HARVEST WINDOW:



Feb-Aug

2022/23 MACADAMIA PRODUCTION BY STATE



Source: AMS

2022/23 MACADAMIA HARVEST SEASON BY STATE (IN-SHELL)

State	Volume (t)	Value (\$m)	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Queensland	34,154	\$73.4	Harvest	End of Harvest	None	None	None	None	None	Harvest	Harvest	Harvest	Harvest	Harvest
New South Wales	14,246	\$30.6	Harvest	End of Harvest	None	None	None	None	None	Harvest	Harvest	Harvest	Harvest	Harvest

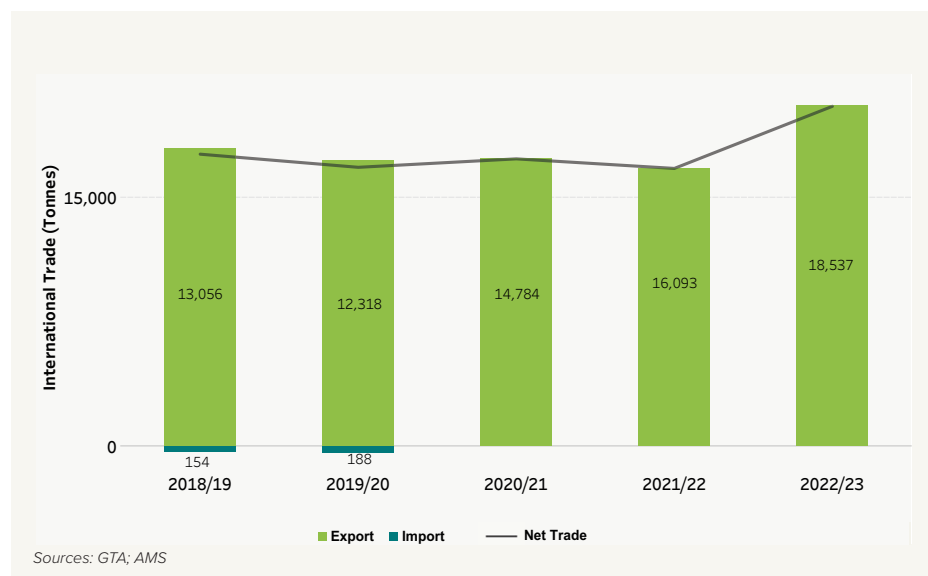
Availability legend: ■ Harvest ■ End of Harvest ■ None

Source: AMS

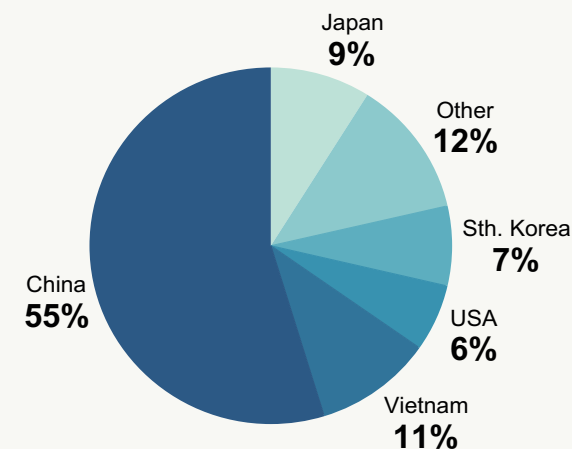
Macadamias International Trade

MACADAMIA INTERNATIONAL TRADE

Australia is a net exporter of macadamias, with a small volume of imports, predominantly in-shell. For the year ending June 2023, Australia exported **24,542 tonnes** of macadamias in-shell and **10,438 tonnes** of macadamias kernel. When exports are assessed on a kernel equivalent yield (accounting for the heavier individual weight of in-shell macadamias), **30%** of exported macadamias were in kernel form. The exports and imports over the last five financial years are profiled in the graph below, where imports are counted as negative tonnes. A large proportion of imports and exports are classified by their country of origin.



2022/23 MACADAMIAS EXPORTS BY COUNTRY



Source: GTA; AMS

For the year ending June 2023, **55%** of exported macadamias were sent to **China**, as profiled in the chart above.

MACADAMIAS IMPORTS AND EXPORTS BY STATE (IN-SHELL EQUIVALENT)

Exports by State of Production Origin (Tonnes)			
Year Ending June	2021	2022	2023
Queensland	25,535	27,796	32,019
New South Wales	18,816	20,482	23,593
Western Australia	448	488	562
TOTAL	44,799	48,766	56,173

MACADAMIAS IMPORTS AND EXPORTS BY COUNTRY (IN-SHELL EQUIVALENT)

Exports by Country (Tonnes)			
Year Ending June	2021	2022	2023
China	24,537	26,289	30,756
Vietnam	3,176	3,660	5,915
Japan	5,346	5,642	5,016
Sth. Korea	2,432	3,090	4,070
US	3,180	3,261	3,414
Other	6,128	6,823	7,002
TOTAL	44,799	48,766	56,173

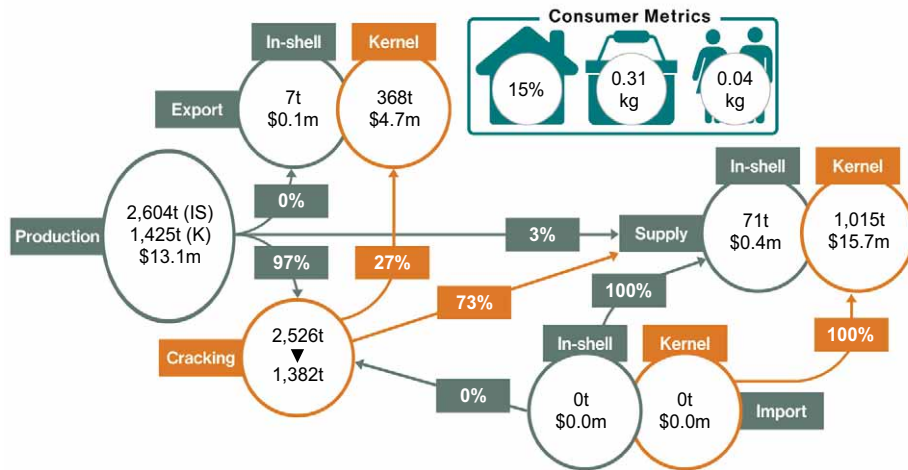
Source: GTA; AMS

Pecan



Pecan Overview

PECAN SUPPLY CHAIN – YEAR ENDING JUNE 2023



Sources: AC; Australian Pecan Growers Association (APGA); CFVIWA; GTA; MP & DD (Freshlogic Analysis)

TOTAL PRODUCTION:



\$13.1M

2,604t (in-shell) or equivalent to 1,425t (kernel) produced and valued at \$13.1M with 97% of production in shell sent to the cracking process.

CONSUMER METRICS:



15% of Australian households purchased pecans, buying an average of **310g** per shopping trip.

PER CAPITA CONSUMPTION:



0.04kg in 2022/23 based on the volume supplied.

YEAR ENDING JUNE	2021	2022		2023	
	Value	Value	% YoY	Value	% YoY
Production (KWE t)	2,404	1,632	-32%	1,425	-13%
Production (\$m)	\$24.1	\$46.8	+95%	\$13.1	-72%
Production area (Ha)	1,150	1,190	+3%	1,190	-
Export Volume (KWE t)	446	712	+60%	372	-48%
Export Value (\$m)	\$5.0	\$11.4	>100%	\$4.9	-57%
Import Volume (KWE t)	-	-	-	-	-
Import Value (\$m)	\$-	\$-	-	\$-	-
Supply (KWE t)	1,958	920	-53%	1,053	+14%
Supply Wholesale Value (\$m)	\$23.7	\$18.3	-23%	\$16.2	-12%
Supply per Capita (kg)	0.10	0.04	-62%	0.04	+11%

Sources: AC; Australian Pecan Growers Association (APGA); CFVIWA; GTA; MP & DD (Freshlogic Analysis)

Pecan Production

MAJOR PRODUCTION AREAS



Source: APGA

Pecan production is centered in Northern New South Wales and South-Eastern Queensland. The majority of pecans are sold domestically in kernel form, however there is a small export market.

PRODUCTION AREA:



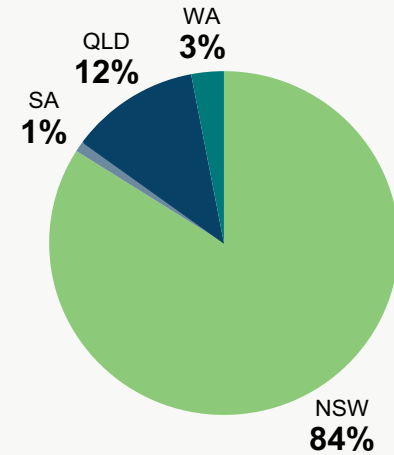
1,190
Ha

HARVEST WINDOW:



Apr-Jul

2022/23 PECAN PRODUCTION BY STATE



Source: APGA

2022/23 PECAN HARVEST SEASON BY STATE (IN-SHELL)

State	Volume (t)	Value (\$m)	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
New South Wales	2,187	\$11.0	End of Harvest	None	None	None	None	None	None	None	None	Harvest	Harvest	End of Harvest
Queensland	312	\$1.6	End of Harvest	None	None	None	None	None	None	None	None	Harvest	Harvest	End of Harvest
Western Australia	78	\$0.4	End of Harvest	None	None	None	None	None	None	None	None	Harvest	Harvest	End of Harvest
South Australia	26	\$0.1	End of Harvest	None	None	None	None	None	None	None	None	Harvest	Harvest	End of Harvest

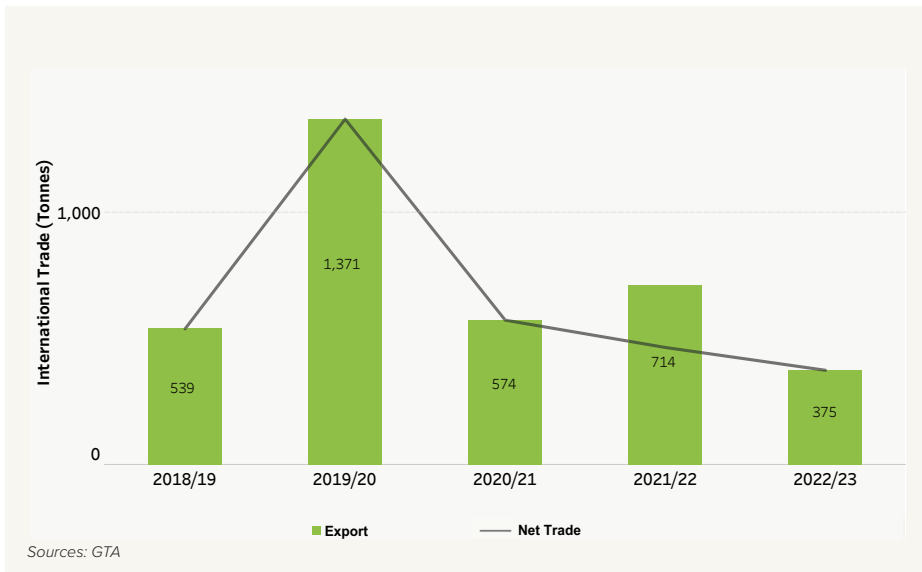
Availability legend: ■ Harvest ■ End of Harvest ■ None

Source: APGA

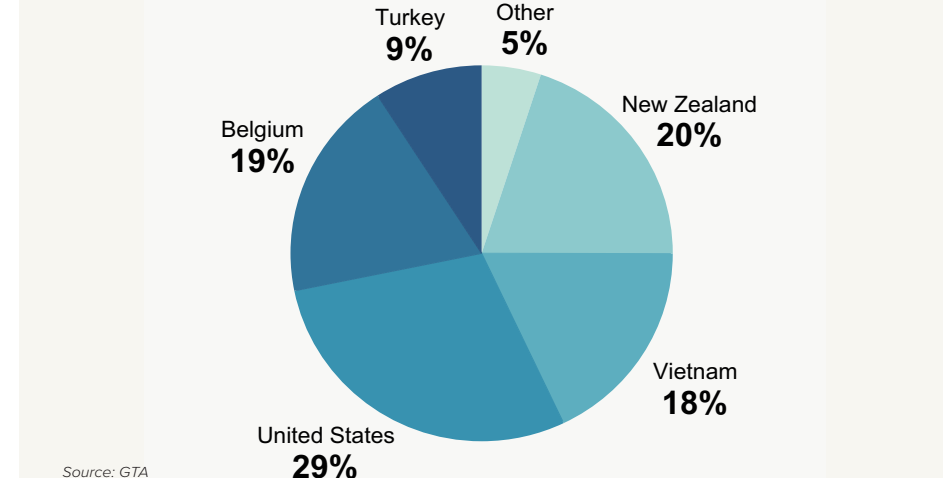
Pecan International Trade

PECAN INTERNATIONAL TRADE

Australia is a net exporter of pecans, with the majority of exports being in in-shell form. For the year ending June 2023, Australia exported **7 tonnes** of in-shell pecans (**2%** of pecan exports) and **368 tonnes** of kernel pecans (**98%** of exports). The exports over the last five financial years are profiled in the graph below, where imports are counted as negative tonnes.



2022/23 PECAN EXPORTS BY COUNTRY



For the year ending June 2023, **29%** of exported pecan were sent to **United States of America**, as profiled in the chart above.

PECAN EXPORTS BY STATE (IN-SHELL AND KERNEL)

Exports by State of Production Origin (Tonnes)			
Year Ending June	2021	2022	2023
New South Wales	369	558	204
Queensland	188	141	154
Victoria	16	23	15
Other	< 0.5	1	2
TOTAL	574	714	375

PECAN EXPORTS BY COUNTRY (IN-SHELL AND KERNEL)

Exports by Country (Tonnes)			
Year Ending June	2021	2022	2023
US	143	486	108
New Zealand	85	30	75
Belgium	24	60	71
Vietnam	-	-	67
Turkey	12	58	34
Other	310	90	19
TOTAL	574	714	375

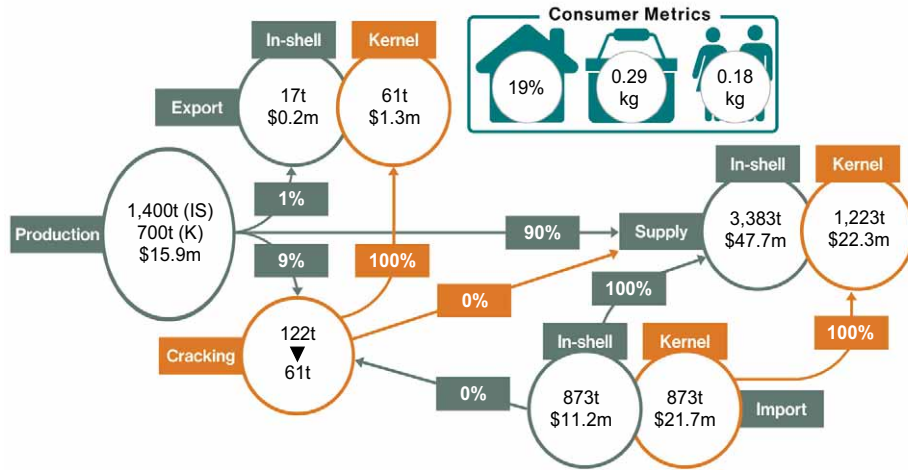
Source: GTA

Pistachio



Pistachio Overview

PISTACHIO SUPPLY CHAIN – YEAR ENDING JUNE 2023



Sources: AC; CFVIWA; GTA; MP & DD (Freshlogic Analysis)

TOTAL PRODUCTION:



\$15.9M

1,400t (in-shell) or equivalent to 700t (kernel) produced and valued at \$15.9M with 9% of production in shell sent to the cracking process.

CONSUMER METRICS:



19% of Australian households purchased pistachios, buying an average of **290g** per shopping trip.

PER CAPITA CONSUMPTION:



in 2022/23 based on the volume supplied.

YEAR ENDING JUNE	2021	2022		2023	
	Value	Value	% YoY	Value	% YoY
Production (ISWE t)	2,200	3,600	+64%	1,400	-61%
Production (\$m)	\$24.0	\$37.5	+56%	\$15.9	-58%
Production area (Ha)	2,000	2,250	+13%	2,250	-
Export Volume (t)	504	328	-35%	77	-76%
Export Value (\$m)	\$5.8	\$4.1	-30%	\$1.5	-64%
Import Volume (t)	2,306	1,555	-33%	1,746	+12%
Import Value (\$m)	\$36.4	\$24.6	-32%	\$32.9	+34%
Supply (t)	5,539	6,326	+14%	4,606	-27%
Supply Wholesale Value (\$m)	\$81.6	\$93.5	+15%	\$70.1	-25%
Supply per Capita (kg)	0.22	0.24	+13%	0.18	-28%

Sources: AC; CFVIWA; GTA; MP & DD (Freshlogic Analysis)

Pistachio Production

MAJOR PRODUCTION AREAS



Source: ANIC; (Freshlogic Analysis)

Pistachios are grown in the south of Australia, with the majority of production occurring in Victoria. Pistachio production follows a biennial pattern with high and low years and are predominately sold in-shell.

PRODUCTION AREA:



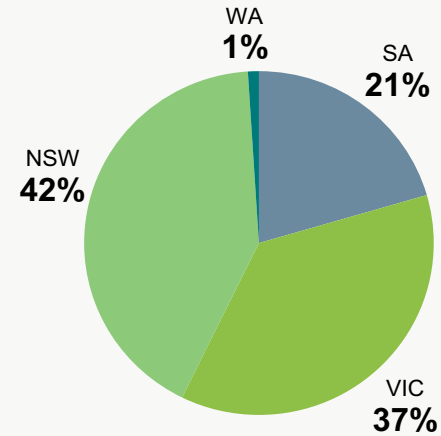
2,250
Ha

HARVEST WINDOW:



Feb-Apr

2022/23 PISTACHIO PRODUCTION BY STATE



Source: (Freshlogic Analysis)

2022/23 PISTACHIO HARVEST SEASON BY STATE (IN-SHELL)

State	Volume (t)	Value (\$m)	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
New South Wales	585	\$6.6								Harvest	Harvest	End of Harvest		
Victoria	515	\$5.8								Harvest	Harvest	End of Harvest		
South Australia	287	\$3.3								Harvest	Harvest	End of Harvest		
Western Australia	14	\$0.2								Harvest	Harvest	End of Harvest		

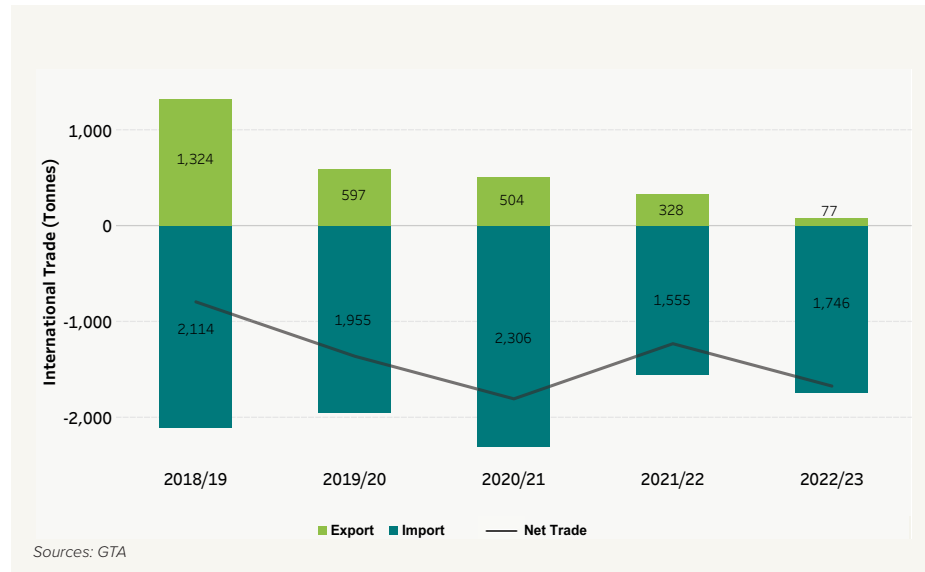
Availability legend: ■ Harvest ■ End of Harvest ■ None

Source: (Freshlogic Analysis)

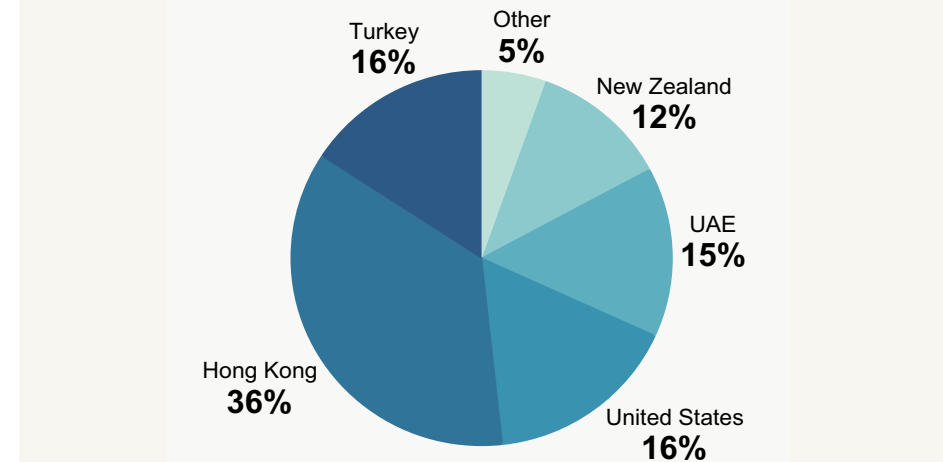
Pistachio International Trade

PISTACHIO INTERNATIONAL TRADE

Australia is a net importer of pistachios, with the majority of imports being in in-shell form. For the year ending June 2023, Australia exported **17 tonnes** of in-shell pistachios (**22%** of pistachio exports) and **62 tonnes** of kernel pistachios (**78%** of exports), while importing **873 tonnes** of in-shell pistachios (**50%** of pistachio imports) and **873 tonnes** of kernel pistachios (**50%** of imports). The exports and imports over the last five financial years are profiled in the graph below, where imports are counted as negative tonnes. A large portion of imports are classified as to which country they are sourced from.



2022/23 PISTACHIO EXPORTS BY COUNTRY



Source: GTA

For the year ending June 2023, **36%** of exported pistachios were sent to **Hong Kong**, as profiled in the chart above.

PISTACHIO IMPORTS AND EXPORTS BY STATE (IN-SHELL AND KERNEL)

Imports by State Destination (Tonnes)				Exports by State of Production Origin (Tonnes)			
Year Ending June	2021	2022	2023	Year Ending June	2021	2022	2023
Victoria	572	488	867	Queensland	< 0.5	-	13
New South Wales	685	557	435	Victoria	459	320	5
South Australia	825	398	306	New South Wales	3	4	3
Queensland	247	109	137	South Australia	< 0.5	1	1
Western Australia	20	3	-	Western Australia	< 0.5	-	-
TOTAL	2,349	1,555	1,746	Other	42	4	55
				TOTAL	504	328	77

PISTACHIO IMPORTS AND EXPORTS BY COUNTRY (IN-SHELL AND KERNEL)

Imports by Country (Tonnes)				Exports by Country (Tonnes)			
Year Ending June	2021	2022	2023	Year Ending June	2021	2022	2023
US	1,234	1,103	1,000	Hong Kong	1	2	28
China	188	164	410	US	20	-	13
Vietnam	187	84	142	Turkey	-	1	12
Iran	555	107	111	UAE	< 0.5	1	11
Turkey	181	81	57	New Zealand	12	8	9
Other	5	15	25	Other	472	317	4
TOTAL	2,349	1,555	1,746	TOTAL	504	328	77

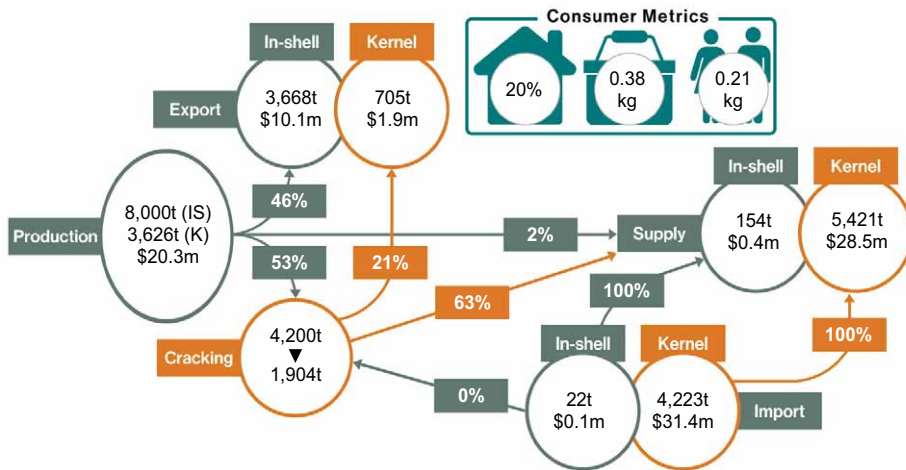
Source: GTA

Walnuts



Walnuts Overview

WALNUTS SUPPLY CHAIN – YEAR ENDING JUNE 2023



Sources: AC; CFVIWA; GTA; Australian Walnut Industry Association (AWIA); MP & DD (Freshlogic Analysis)

TOTAL PRODUCTION:



\$20.3M

8,000t (in-shell) or equivalent to 3,626t (kernel) produced and valued at \$20.3M with 53% of production in shell sent to the cracking process.

CONSUMER METRICS:



20% of Australian households purchased walnuts, buying an average of **380g** per shopping trip.

PER CAPITA CONSUMPTION:



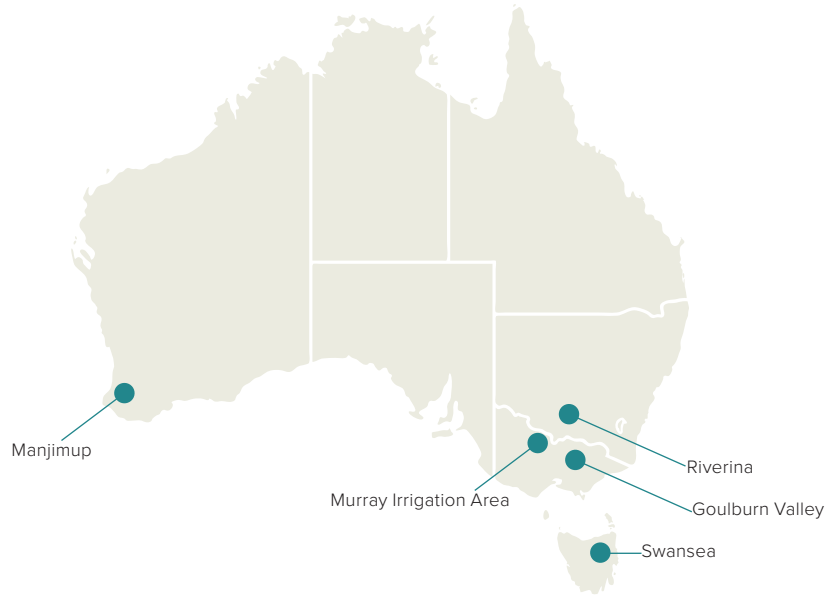
0.21kg in 2022/23 based on the volume supplied.

YEAR ENDING JUNE	2021	2022		2023	
	Value	Value	% YoY	Value	% YoY
Production (ISWE t)	13,658	14,341	+5%	8,000	-44%
Production (\$m)	\$41.6	\$49.4	+19%	\$20.3	-59%
Production area (Ha)	4,022	4,022	-	4,300	+7%
Export Volume (t)	5,699	4,359	-24%	4,373	<1%
Export Value (\$m)	\$19.2	\$17.2	-10%	\$11.9	-31%
Import Volume (t)	4,785	4,969	+4%	4,245	-15%
Import Value (\$m)	\$38.3	\$39.8	+4%	\$31.5	-21%
Supply (t)	8,570	10,639	+24%	5,576	-48%
Supply Wholesale Value (\$m)	\$71.2	\$97.0	+36%	\$28.9	-70%
Supply per Capita (kg)	0.33	0.41	+23%	0.21	-48%

Sources: AC; CFVIWA; GTA; Australian Walnut Industry Association (AWIA); MP & DD (Freshlogic Analysis)

Walnuts Production

MAJOR PRODUCTION AREAS



Source: *Wala*

Walnuts are grown across Australia, with the majority of production occurring in New South Wales. Walnuts have a strong export focus, with moderate volume of the Australian production being sold locally in-shell.

PRODUCTION AREA:



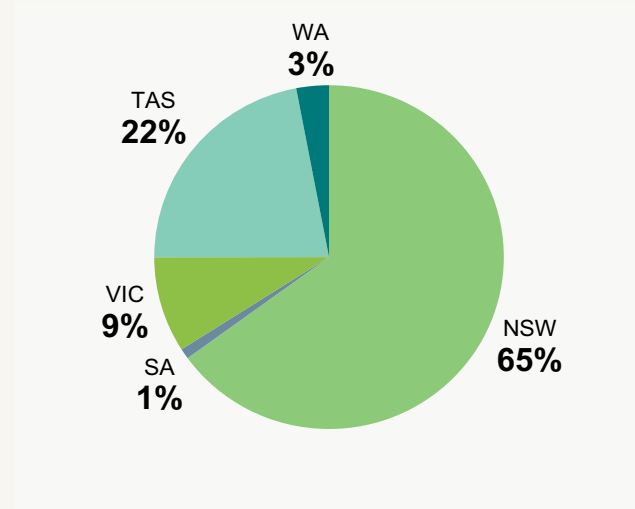
4,300
Ha

HARVEST WINDOW:



Mar-Aug

2022/23 WALNUTS PRODUCTION BY STATE



Source: *Wala*

2022/23 WALNUTS HARVEST SEASON BY STATE (IN-SHELL)

State	Volume (t)	Value (\$m)	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
New South Wales	5,200	\$13.2	Harvest	End of Harvest								Harvest	Harvest	Harvest
Tasmania	1,760	\$4.5	End of Harvest	End of Harvest								Harvest	Harvest	Harvest
Victoria	720	\$1.8	End of Harvest										Harvest	Harvest
Western Australia	240	\$0.6	End of Harvest									Harvest	Harvest	End of Harvest
South Australia	80	\$0.2									Harvest	Harvest	End of Harvest	

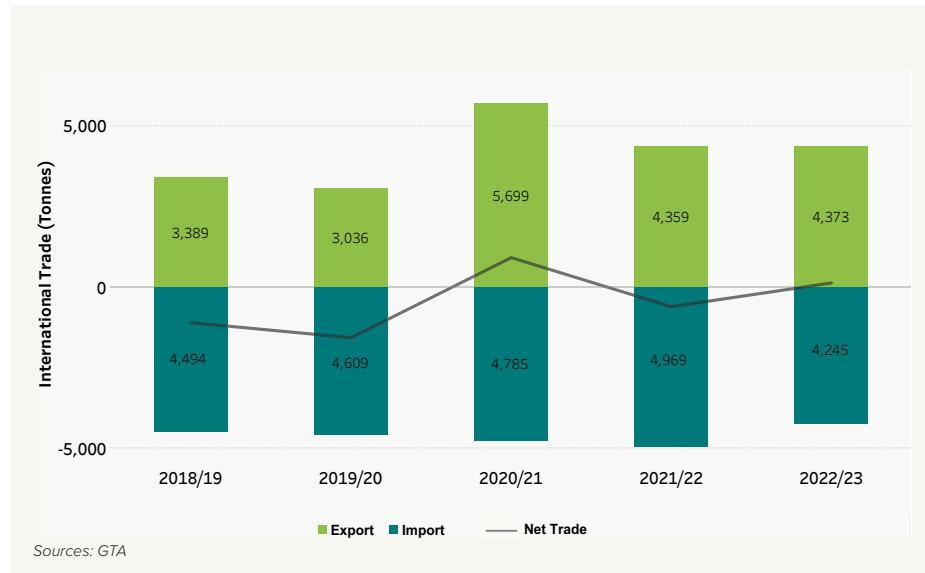
Availability legend: ■ Harvest ■ End of Harvest ■ None

Source: *(Freshlogic Analysis)*

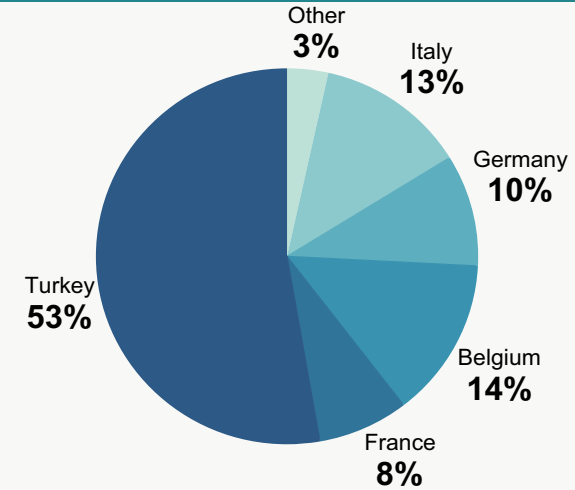
Walnuts International Trade

WALNUTS INTERNATIONAL TRADE

Australia has traditionally been a net importer of walnuts. For the year ending June 2023, Australia exported **3,668 tonnes** of in-shell walnuts (**84%** of walnuts exports) and **705 tonnes** of kernel walnuts (**16%** of exports), while importing **22 tonnes** of in-shell walnuts (**3%** of walnut import) and **4,223 tonnes** of kernel walnuts (**99%** of imports). The exports and imports over the last five financial years are profiled in the graph below, where imports are counted as negative tonnes. A large proportion of imports are classified as to which country they are sourced from.



2022/23 WALNUTS EXPORTS BY COUNTRY



Source: GTA

For the year ending June 2023, **53%** of exported walnuts were sent to **Turkey**, as profiled in the chart above.

WALNUTS IMPORTS AND EXPORTS BY STATE (IN-SHELL AND KERNEL)

Imports by State Destination (Tonnes)				Exports by State of Production Origin (Tonnes)			
Year Ending June	2021	2022	2023	Year Ending June	2021	2022	2023
Victoria	2,566	3,067	2,566	New South Wales	5,671	4,282	4,322
New South Wales	1,569	1,225	1,170	Victoria	10	73	45
Queensland	306	427	396	Queensland	< 0.5	1	< 0.5
Western Australia	116	69	68	South Australia	< 0.5	-	-
South Australia	230	181	45	Other	18	3	5
Other	-	< 0.5	< 0.5	TOTAL	5,699	4,359	4,373
TOTAL	4,787	4,969	4,245				

WALNUTS IMPORTS AND EXPORTS BY COUNTRY (IN-SHELL AND KERNEL)

Imports by Country (Tonnes)				Exports by Country (Tonnes)			
Year Ending June	2021	2022	2023	Year Ending June	2021	2022	2023
US	3,636	3,796	3,462	Turkey	1,844	815	2,307
Vietnam	685	718	462	Belgium	1,155	1,072	601
Chile	234	234	184	Italy	1,632	1,011	557
China	193	205	67	Germany	631	712	421
Canada	-	-	46	France	198	331	336
Other	39	16	24	Other	240	419	151
TOTAL	4,787	4,969	4,245	TOTAL	5,699	4,359	4,373

Source: GTA