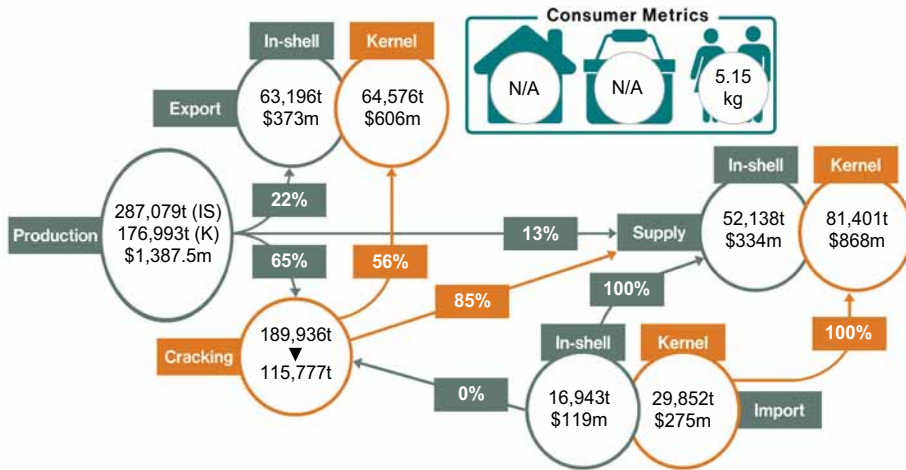




All Nuts - Overview

All Nuts Overview

ALL NUTS SUPPLY CHAIN – YEAR ENDING JUNE 2022



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

TOTAL PRODUCTION:



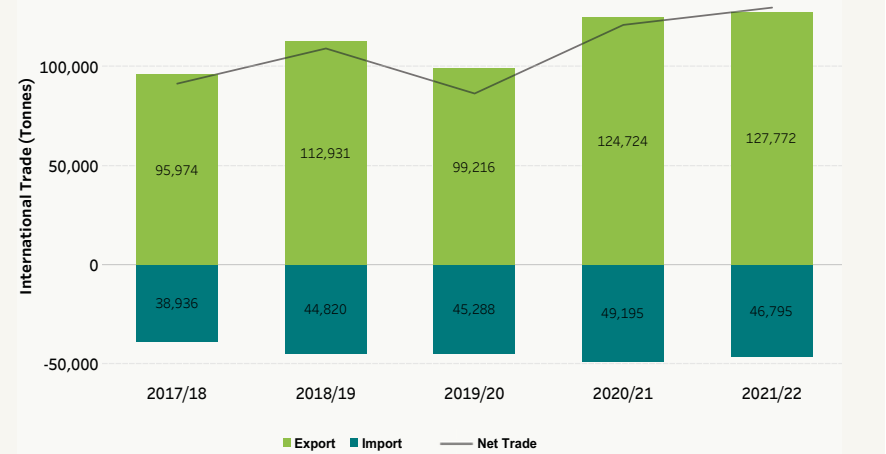
\$1,387.5M

287,079t (in-shell) and 176,993t (kernel) produced and valued at **\$1,387.5M** with 65% of production in shell sent to the cracking process.

YEAR ENDING JUNE	2020	2021		2022	
	Value	Value	%YoY	Value	%YoY
Production (ISWE t)	234,978	255,766	+9%	287,079	+12%
Production (\$m)	\$1,406.3	\$1,196.3	-15%	\$1,387.5	+16%
Production area (Ha)	96,025	99,965	+4%	104,605	+5%
Export Volume (t)	99,216	124,724	+26%	127,772	+2%
Export Value (\$m)	\$983.6	\$873.9	-11%	\$978.5	+12%
Import Volume (t)	45,288	49,195	+9%	46,795	-5%
Import Value (\$m)	\$462.6	\$422.8	-9%	\$394.5	-7%
Supply (t)	120,231	113,559	-6%	133,539	+18%
Supply Wholesale Value (\$m)	\$1,455.1	\$1,065.5	-27%	\$1,245.3	+17%
Supply per Capita (kg)	4.66	4.41	-5%	5.15	+17%

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

ALL NUTS INTERNATIONAL TRADE

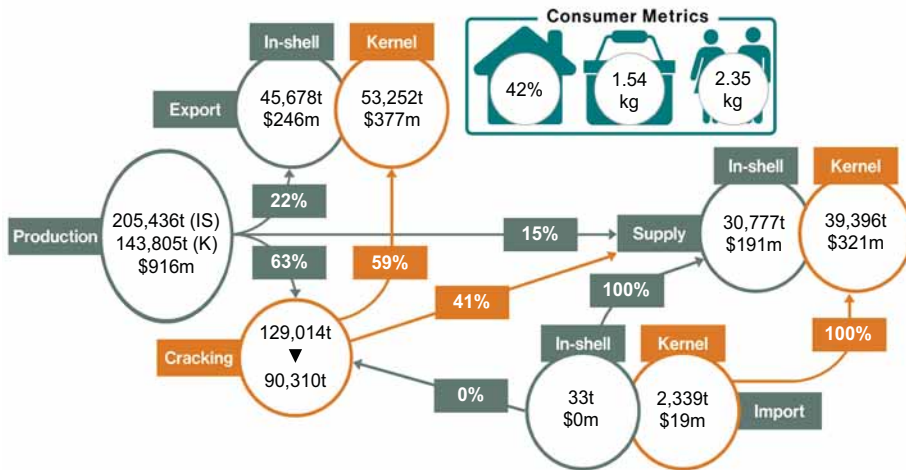




Almonds

Almonds Overview

ALMONDS SUPPLY CHAIN – YEAR ENDING JUNE 2022



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

TOTAL PRODUCTION:



\$916M

205,436t (in-shell) and 143,805t (kernel) produced and valued at **\$916M** with 63% of production in shell sent to the cracking process.

CONSUMER METRICS:



42% of Australian households purchased almonds, buying an average of **1.5kg** per shopping trip.

PER CAPITA CONSUMPTION:



in 2021/22 based on the volume supplied.

YEAR ENDING JUNE	2020	2021		2022	
	Value	Value	%YoY	Value	%YoY
Production (KWE t)	114,427	124,439	+9%	143,805	+16%
Production (\$m)	\$982.6	\$721.6	-27%	\$916.0	+27%
Production area (Ha)	58,523	60,463	+3%	60,463	-
Export Volume (KWE t)	65,050	84,014	+29%	85,227	+1%
Export Value (\$m)	\$647.6	\$545.1	-16%	\$623.2	+14%
Import Volume (KWE t)	2,463	2,147	-13%	2,362	+10%
Import Value (\$m)	\$26.7	\$20.4	-24%	\$19.0	-7%
Supply (KWE t)	51,840	42,571	-18%	60,940	+43%
Supply Wholesale Value (\$m)	\$599.5	\$318.1	-47%	\$511.5	+61%
Supply per Capita (kg)	2.01	1.65	-18%	2.35	+42%

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

Almonds Production

MAJOR PRODUCTION AREAS



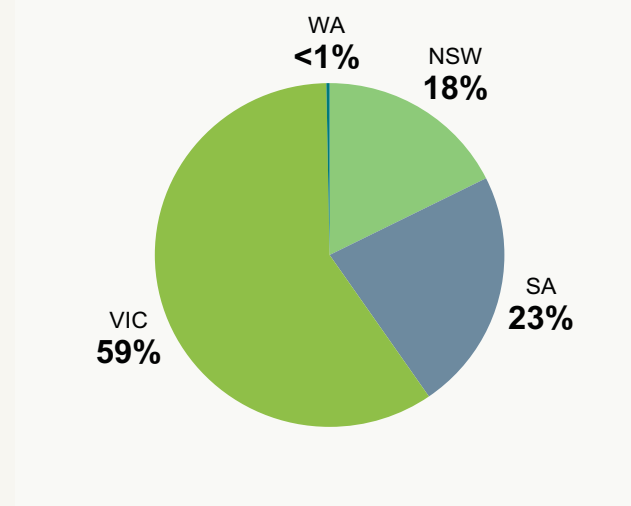
Source: ABA

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.

PRODUCTION WINDOW:



2021/22 ALMONDS PRODUCTION BY STATE (KERNEL)



Source: ABA

2021/22 ALMONDS HARVEST SEASON BY STATE (KERNEL)

State	Volume (t)	Value (\$m)	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Victoria	85,310	\$543.4								High	High	High	Low	
South Australia	32,751	\$208.6								High	High	High	Low	
New South Wales	25,343	\$161.4								High	High	High	Low	
Western Australia	401	\$2.6								High	High	High	Low	

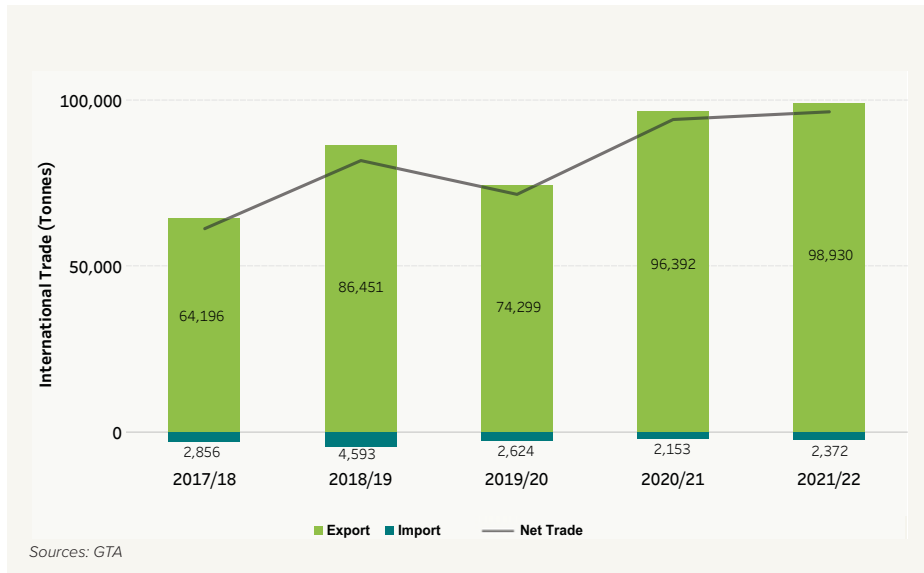
Availability legend: High (Dark Teal), Medium (Light Green), Low (Yellow-Green), None (Light Grey)

Source: ABA

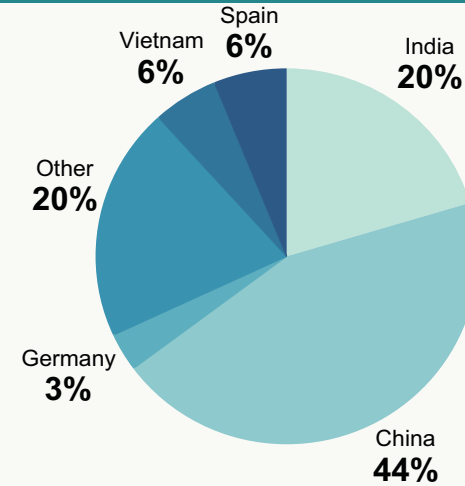
Almonds International Trade (In-shell and Kernel)

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 2022, Australia exported **45,678 tonnes** of in-shell almonds (**46%** of combined exports) and **53,252 tonnes** of kernel almonds (**54%** of combined exports). This equates to **98,930 tonnes** exported in 2021/22, or **85,227 tonnes in kernel weight equivalent (KWE)**. Australia imported **33 tonnes** of in-shell almonds (**1%** of almond imports) and **2,339 tonnes** of kernel almonds (**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, and all information is provided in total volume, rather than KWE.



2021/22 ALMONDS EXPORTS BY COUNTRY



Source: GTA

For the year ending June 2022, **44%** of exported almonds were sent to **China**, as profiled in the chart above.

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

Imports by State Destination (Tonnes)				Exports by State of Production Origin (Tonnes)			
Year Ending June	2020	2021	2022	Year Ending June	2020	2021	2022
Victoria	1,464	1,549	2,281	Victoria	53,338	72,022	72,532
South Australia	230	201	49	South Australia	19,399	22,647	24,731
New South Wales	436	372	36	New South Wales	1,462	1,649	1,514
Queensland	416	7	4	Queensland	88	74	152
Western Australia	77	23	1	Other	12	-	1
TOTAL	2,624	2,154	2,372	TOTAL	74,299	96,392	98,930

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

Imports by Country (Tonnes)				Exports by Country (Tonnes)			
Year Ending June	2020	2021	2022	Year Ending June	2020	2021	2022
Vietnam	547	456	1,219	China	37,926	35,789	43,927
United States	1,262	729	613	India	7,373	21,307	20,193
Spain	540	581	380	Germany	5,092	5,224	3,263
Australia	206	174	72	Spain	3,675	3,455	6,101
Pakistan	11	47	21	Vietnam	2,911	7,615	5,501
Other	58	167	66	Other	17,322	23,002	19,945
TOTAL	2,624	2,154	2,372	TOTAL	74,299	96,392	98,930

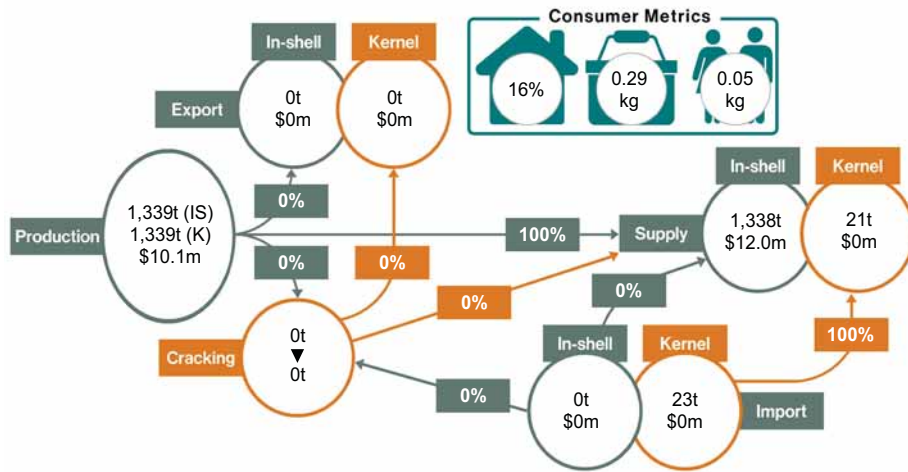
Source: GTA

Chestnuts



Chestnuts Overview

CHESTNUTS SUPPLY CHAIN – YEAR ENDING JUNE 2022



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

TOTAL PRODUCTION:



\$10.1M

1,339t (in-shell) and 1,339t (kernel) produced and valued at \$10.1M.

CONSUMER METRICS:



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

PER CAPITA CONSUMPTION:



0.05kg in 2021/22 based on the volume supplied.

YEAR ENDING JUNE	2020	2021		2022	
	Value	Value	%YoY	Value	%YoY
Production (KWE t)	1,250	1,221	-2%	1,339	+10%
Production (\$m)	\$9.1	\$9.3	+2%	\$10.1	+8%
Production area (Ha)	1,480	1,480	-	1,480	-
Export Volume (KWE t)	7	1	-80%	<1	-50%
Export Value (\$m)	< \$0.1	< \$0.1	-57%	< \$0.1	-66%
Import Volume (KWE t)	66	6	-90%	23	>100%
Import Value (\$m)	\$1.5	< \$0.1	-95%	< \$0.1	-6%
Supply (KWE t)	1,302	1,226	-6%	1,359	+11%
Supply Wholesale Value (\$m)	\$11.2	\$11.0	-2%	\$12.0	+10%
Supply per Capita (kg)	0.05	0.05	-6%	0.05	+10%

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:



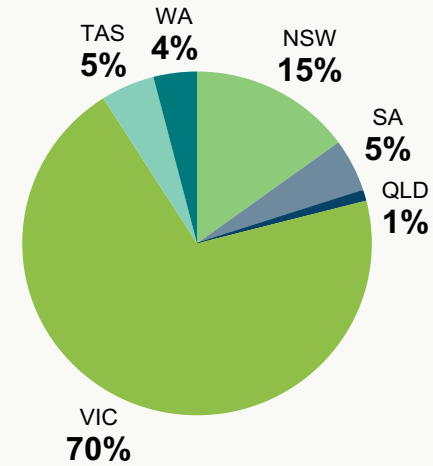
1,480
Ha

PRODUCTION WINDOW:



Mar-Jun

2021/22 CHESTNUTS PRODUCTION BY STATE



Source: CAI

2021/22 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	937	\$7.1									High	High	High	Medium
New South Wales	201	\$1.5									High	High	High	Medium
Tasmania	67	\$0.5									High	High	High	Medium
South Australia	67	\$0.5									High	High	High	Medium
Western Australia	54	\$0.4									High	High	High	Medium
Queensland	13	\$0.1									High	High	High	Medium

Availability legend: High (Dark Green), Medium (Light Green), Low (Yellow), None (Grey)

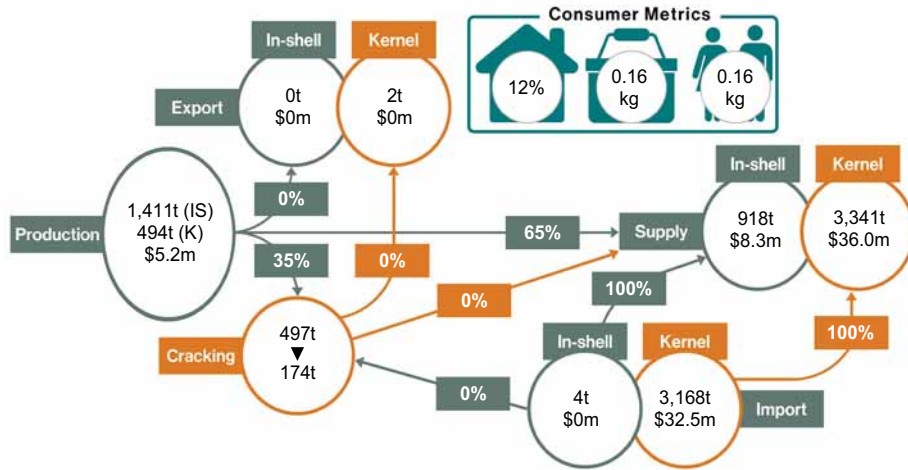
Source: CAI



Hazelnuts

Hazelnuts Overview

HAZELNUTS SUPPLY CHAIN – YEAR ENDING JUNE 2022



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

TOTAL PRODUCTION:



\$5.2M

1,411t (in-shell) and 494t (kernel) produced and valued at **\$5.2M** with **35%** of production in shell sent to the cracking process.

CONSUMER METRICS:



12% of Australian households purchased hazelnuts, buying an average of **160g** per shopping trip.

PER CAPITA CONSUMPTION:



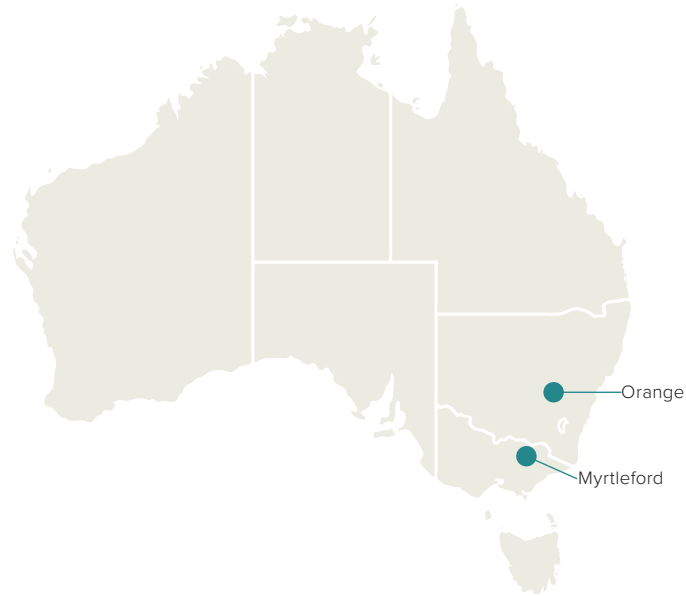
in 2021/22 based on the volume supplied.

YEAR ENDING JUNE	2020	2021		2022	
	Value	Value	%YoY	Value	%YoY
Production (KWE t)	350	380	+9%	494	+30%
Production (\$m)	\$3.7	\$4.4	+19%	\$5.2	+18%
Production area (Ha)	2,200	2,200	-	2,200	-
Export Volume (KWE t)	5	6	+20%	2	-69%
Export Value (\$m)	< \$0.1	< \$0.1	+24%	< \$0.1	-34%
Import Volume (KWE t)	3,496	3,172	-9%	3,170	>-1%
Import Value (\$m)	\$37.6	\$37.3	>-1%	\$32.5	-13%
Supply (KWE t)	3,841	3,546	-8%	3,662	+3%
Supply Wholesale Value (\$m)	\$46.6	\$47.1	+1%	\$44.2	-6%
Supply per Capita (kg)	0.17	0.16	-6%	0.16	+6%

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:



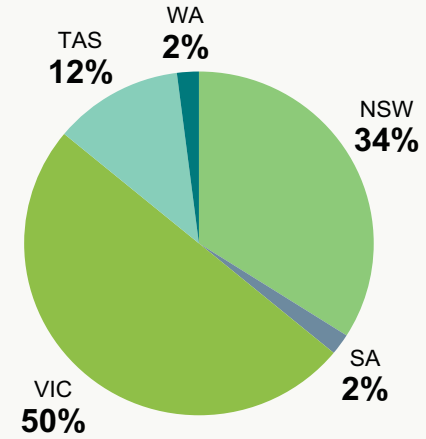
2,200
Ha

PRODUCTION WINDOW:



Feb-Mar

2021/22 HAZELNUT PRODUCTION BY STATE



Source: HGA

2021/22 HAZELNUT HARVEST SEASON BY STATE (KERNEL)

State	Volume (t)	Value (\$m)	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Victoria	706	\$2.6								High	Medium			
New South Wales	480	\$1.8								High	Medium			
Tasmania	169	\$0.6								High	Medium			
South Australia	28	\$0.1								High	Medium			
Western Australia	28	\$0.1								High	Medium			

Availability legend: High Medium Low None

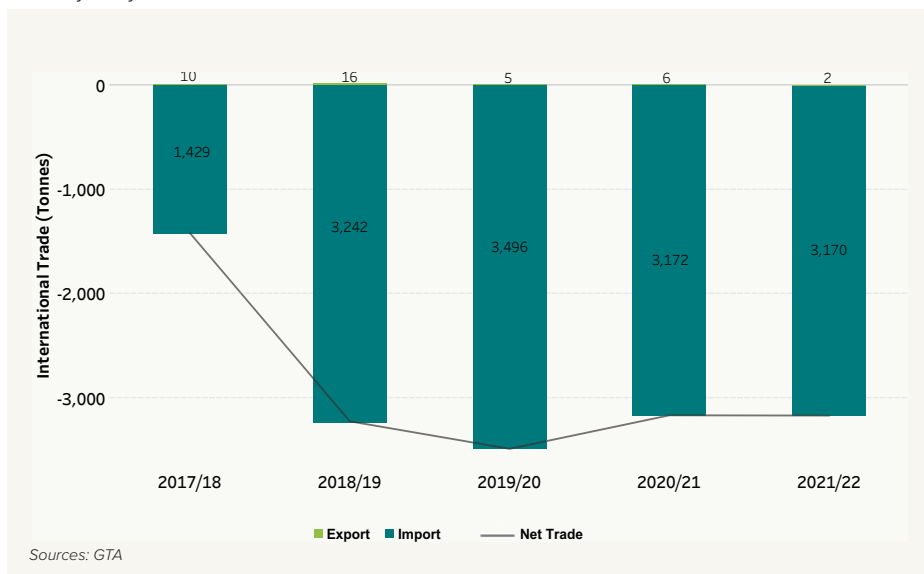
Source: HGA



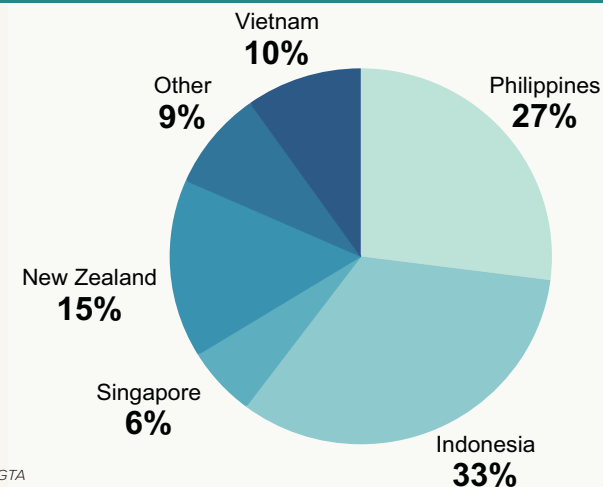
Hazelnut International Trade

HAZELNUT INTERNATIONAL TRADE

Australia is a net importer of hazelnuts, with the majority of imports being in kernel form. For the year June 2022, Australia exported **1 tonne** of kernel hazelnuts and **1 tonne** of in-shell hazelnuts, while importing **3,170 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.



2021/22 HAZELNUT EXPORTS BY COUNTRY



Source: GTA

For the year ending June 2022, **33%** of exported hazelnuts were sent to **Indonesia**, 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	2020	2021	2022	Year Ending June	2020	2021	2022
New South Wales	2,190	2,229	2,230	New South Wales	1	1	-
Victoria	1,092	714	728	Victoria	1	4	-
Queensland	210	187	213	Others	3	1	2
Western Australia	3	4	3	TOTAL	6	6	2
Tasmania	-	40	-				
TOTAL	3,496	3,174	3,173				

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

Imports by Country (Tonnes)				Exports by Country (Tonnes)			
Year Ending June	2020	2021	2022	Year Ending June	2020	2021	2022
Turkey	3,427	3,011	3,136	Philippines	-	-	1
United States	54	15	32	Indonesia	1	1	1
United Kingdom	-	-	3	Vietnam	-	1	-
China	-	-	1	New Zealand	3	3	-
Italy	-	120	-	Singapore	1	-	-
Other	14	28	-	Other	1	1	-
TOTAL	3,496	3,174	3,173	TOTAL	6	6	2

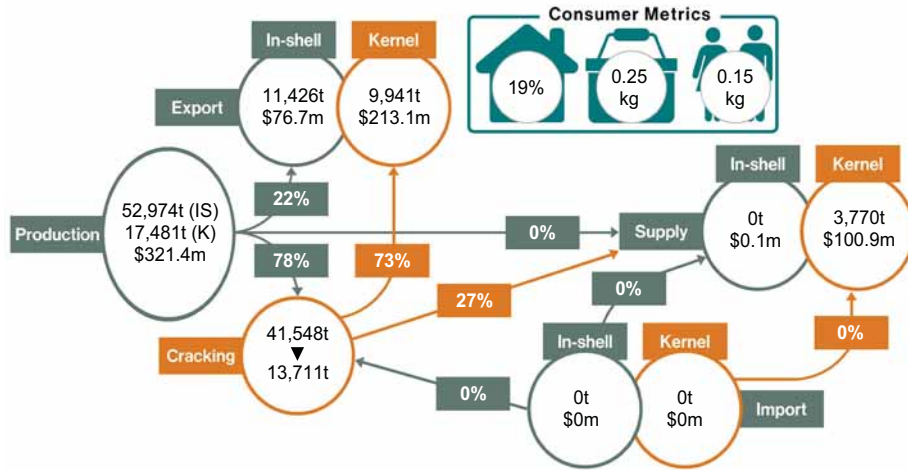
Source: GTA



Macadamias

Macadamia Overview

MACADAMIA SUPPLY CHAIN – YEAR ENDING JUNE 2022



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

TOTAL PRODUCTION:



\$321.4M

52,974t (in-shell) and 17,481t (kernel) produced and valued at **\$321.4M** with 78% of production in shell sent to the cracking process.

CONSUMER METRICS:



19%
19% of Australian households purchased macadamia, buying an average of **250g** per shopping trip.

PER CAPITA CONSUMPTION:



0.15kg
in 2021/22 based on the volume supplied.

YEAR ENDING JUNE	2020	2021		2022	
	Value	Value	%YoY	Value	%YoY
Production (KWE t)	14,916	16,830	+13%	17,481	+4%
Production (\$m)	\$245.1	\$339.1	+38%	\$321.4	-5%
Production area (Ha)	26,200	28,000	+7%	33,000	+18%
Export Volume (KWE t)	12,318	13,295	+8%	13,712	+3%
Export Value (\$m)	\$274.9	\$276.1	<1%	\$289.5	+5%
Import Volume (KWE t)	188	125	-33%	-	-100%
Import Value (\$m)	\$2.7	\$0.6	-78%	\$-	-100%
Supply (KWE t)	2,786	3,660	+31%	3,770	+3%
Supply Wholesale Value (\$m)	\$77.8	\$92.8	+19%	\$100.9	+9%
Supply per Capita (kg)	0.11	0.14	+31%	0.15	+2%

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 exports 79% of total production. Macadamia production occurs predominantly in northern NSW and Bundaberg.

PRODUCTION AREA:



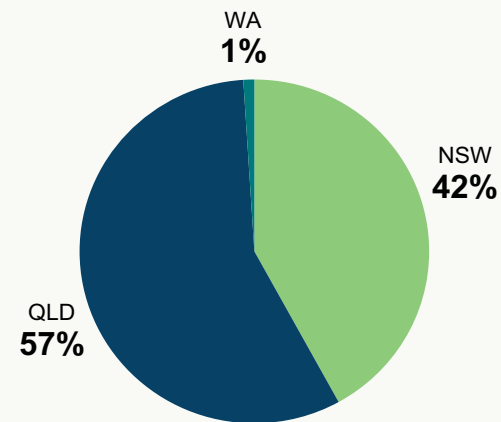
33,000
Ha

PRODUCTION WINDOW:



Jan-Sep

2021/22 MACADAMIA PRODUCTION BY STATE



Source: AMS

2021/22 MACADAMIA HARVEST SEASON BY STATE (KERNEL)

State	Area (ha)	Volume (t)	Value (\$m)	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Queensland	22,771	30,195	\$183.2	High	Medium	Low	None	None	None	None	None	None	None	None	None
New South Wales	15,608	22,249	\$135.0	High	High	Medium	None	None	None	None	None	None	None	None	None
Western Australia	98	530	\$3.2	None	None	None	None	None	None	High	High	High	High	High	High

Availability legend: High (Dark Teal), Medium (Light Teal), Low (Green), None (Grey)

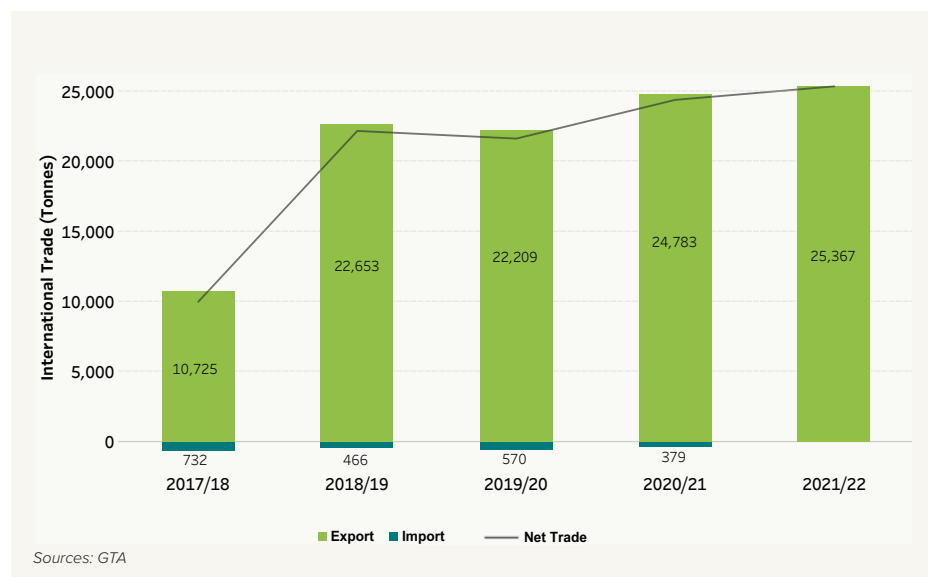
Source: AMS



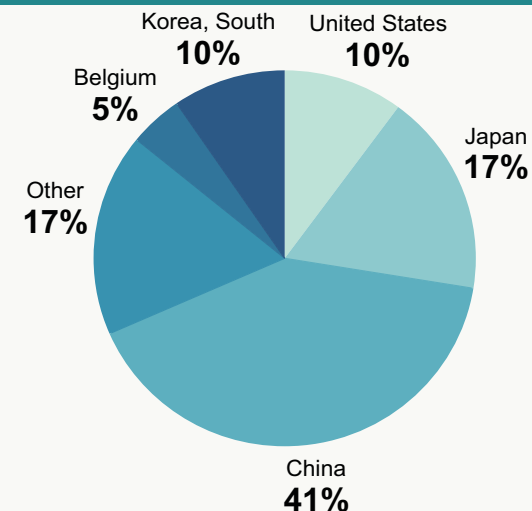
Macadamia International Trade

MACADAMIA INTERNATIONAL TRADE

Australia is a net exporter of macadamias, with a small volume of imports, predominantly in-shell. For the year ending June 2022, Australia exported **11,426 tonnes** of macadamias in -shell and **9,941 tonnes** of macadamia kernel. When exports are assessed on a kernel equivalent yield (accounting for the heavier individual weight of in-shell macadamias), **47%** 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.



2021/22 MACADAMIA EXPORTS BY COUNTRY



Source: GTA

For the year ending June 2022, **41%** of exported macadamias were sent to **China**, as profiled in the chart above.

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

Imports by State Destination (Tonnes)				Exports by State of Production Origin (Tonnes)			
Year Ending June	2020	2021	2022	Year Ending June	2020	2021	2022
Victoria	25	-	-	Queensland	6,922	8,333	7,189
Queensland	545	379	-	New South Wales	11,894	2,519	2,725
TOTAL	570	379	-	Victoria	67	98	27
				Other	3,325	13,833	15,427
				TOTAL	22,209	24,783	25,367

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

Imports by Country (Tonnes)				Exports by Country (Tonnes)			
Year Ending June	2020	2021	2022	Year Ending June	2020	2021	2022
Mozambique	350	378	-	China	12,898	15,964	16,303
Australia	220	1	-	Vietnam	3,740	2,784	3,217
TOTAL	570	379	-	Japan	1,746	1,852	1,749
				United States	857	1,108	1,005
				Korea, South	689	858	958
				Other	2,279	2,216	2,135
				TOTAL	22,209	24,783	25,367

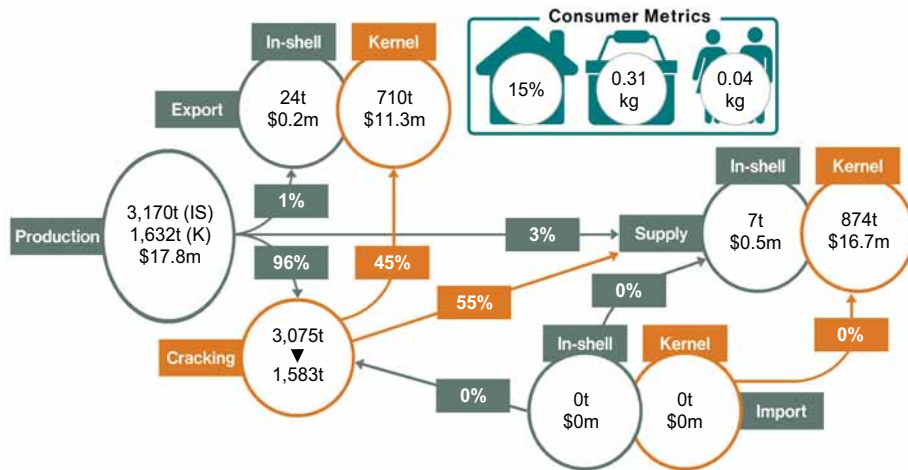
Source: GTA

Pecan



Pecan Overview

PECAN SUPPLY CHAIN – YEAR ENDING JUNE 2022



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

TOTAL PRODUCTION:



\$17.8M

3,170t (in-shell) and 1,632t (kernel) produced and valued at **\$17.8M** with 96% of production in shell sent to the cracking process.

CONSUMER METRICS:



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

PER CAPITA CONSUMPTION:



0.04kg in 2021/22 based on the volume supplied.

YEAR ENDING JUNE	2020	2021		2022	
	Value	Value	%YoY	Value	%YoY
Production (KWE t)	2,127	2,404	+13%	1,632	-32%
Production (\$m)	\$29.7	\$24.0	-19%	\$17.8	-26%
Production area (Ha)	1,800	1,800	-	1,190	-34%
Export Volume (KWE t)	875	446	-49%	722	+62%
Export Value (\$m)	\$13.4	\$5.0	-63%	\$11.5	>100%
Import Volume (KWE t)	-	-	-	-	-
Import Value (\$m)	\$-	\$-	-	\$-	-
Supply (KWE t)	1,252	1,958	+56%	910	-54%
Supply Wholesale Value (\$m)	\$17.7	\$23.7	+34%	\$17.2	-28%
Supply per Capita (kg)	0.05	0.10	+84%	0.04	-63%

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:



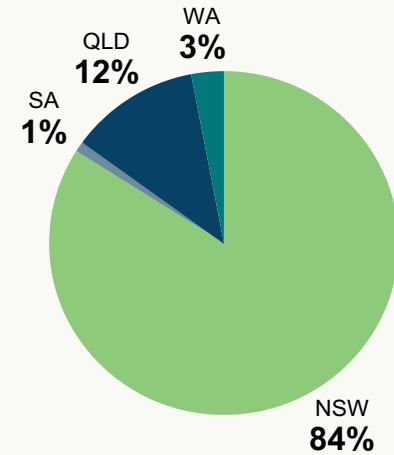
1,190
Ha

PRODUCTION WINDOW:



Apr-Jul

2021/22 PECAN PRODUCTION BY STATE



Source: APGA

2021/22 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	2,663	\$14.9	Low	None	None	None	None	None	None	None	None	High	High	Medium
Queensland	380	\$2.1	Low	None	None	None	None	None	None	None	None	High	High	Medium
Western Australia	95	\$0.5	Low	None	None	None	None	None	None	None	None	High	High	Medium
South Australia	32	\$0.2	Low	None	None	None	None	None	None	None	None	High	High	Medium

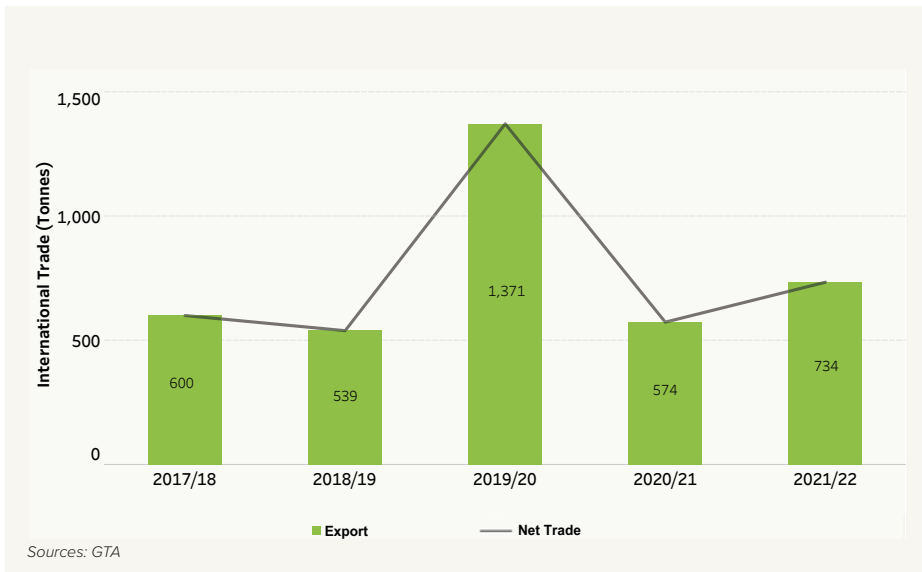
Availability legend: High (Dark Green), Medium (Light Green), Low (Yellow-Green), None (Grey)

Source: APGA

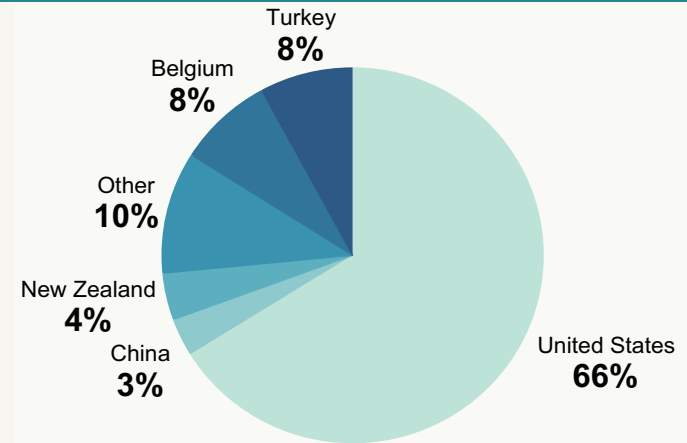
Pecan International Trade

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 2022, Australia exported **24 tonnes** of in-shell pecans (**3%** of pecan exports) and **710 tonnes** of kernel pecans (**97%** of exports). The exports over the last five financial years are profiled in the graph below, where imports are counted as negative tonnes.



2021/22 PECAN EXPORTS BY COUNTRY



Source: GTA

For the year ending June 2022, **66%** 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	2020	2021	2022
Queensland	1204	369	569
New South Wales	112	188	141
Victoria	36	16	23
Other	20	< 0.5	1
TOTAL	1371	574	734

PECAN EXPORTS BY COUNTRY (IN-SHELL AND KERNEL)

Exports by Country (Tonnes)			
Year Ending June	2020	2021	2022
USA	141	143	486
Belgium	0	24	60
Turkey	0	12	58
New Zealand	32	84	30
Spain	0	0	24
Other	1198	311	77
TOTAL	1371	574	734

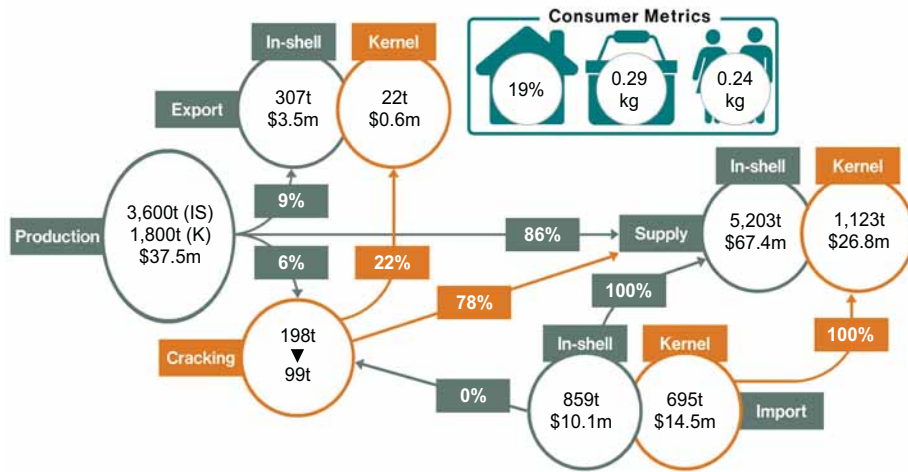
Source: GTA




Pistachio

Pistachio Overview

PISTACHIO SUPPLY CHAIN – YEAR ENDING JUNE 2022



CONSUMER METRICS:



19%

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

PER CAPITA CONSUMPTION:

0.24kg 

in 2021/22 based on the volume supplied.

YEAR ENDING JUNE	2020	2021		2022	
	Value	Value	%YoY	Value	%YoY
Production (KWE t)	2,900	2,200	-24%	3,600	+64%
Production (\$m)	\$35.8	\$23.9	-33%	\$37.5	+57%
Production area (Ha)	1,800	2,000	+11%	2,250	+13%
Export Volume (KWE t)	597	504	-16%	328	-35%
Export Value (\$m)	\$7.6	\$5.8	-24%	\$4.1	-29%
Import Volume (KWE t)	1,955	2,349	+20%	1,555	-34%
Import Value (\$m)	\$33.1	\$36.8	+11%	\$24.6	-33%
Supply (KWE t)	5,776	5,582	-3%	6,326	+13%
Supply Wholesale Value (\$m)	\$87.9	\$81.6	-7%	\$94.2	+15%
Supply per Capita (kg)	0.22	0.22	-3%	0.24	+12%

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

TOTAL PRODUCTION:



\$37.5M

3,600t (in-shell) and 1,800t (kernel) produced and valued at **\$37.5M** with 6% of production in shell sent to the cracking process.

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:



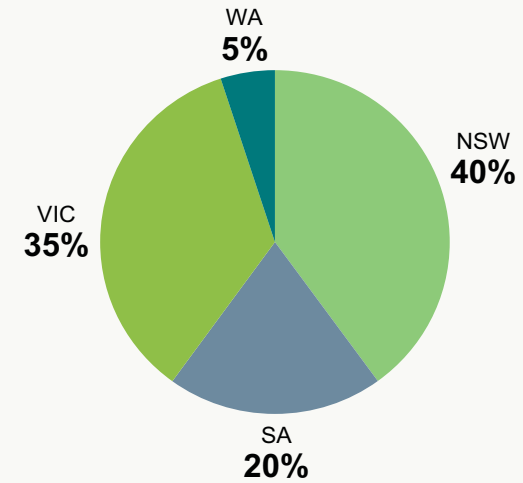
2,250
Ha

PRODUCTION WINDOW:



Feb-Apr

2021/22 PISTACHIO PRODUCTION BY STATE



Source: (Freshlogic Analysis)

2021/22 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	1,440	\$15.0								High	High	Medium		
Victoria	1,260	\$13.1								High	High	Medium		
South Australia	720	\$7.5								High	High	Medium		
Western Australia	180	\$1.9								High	High	Medium		

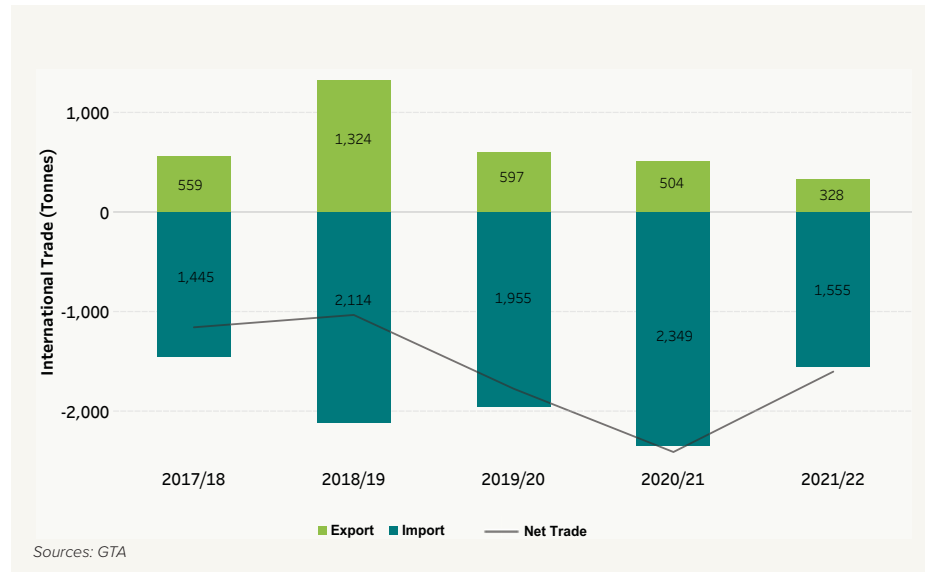
Availability legend: High Medium Low None

Source: (Freshlogic Analysis)

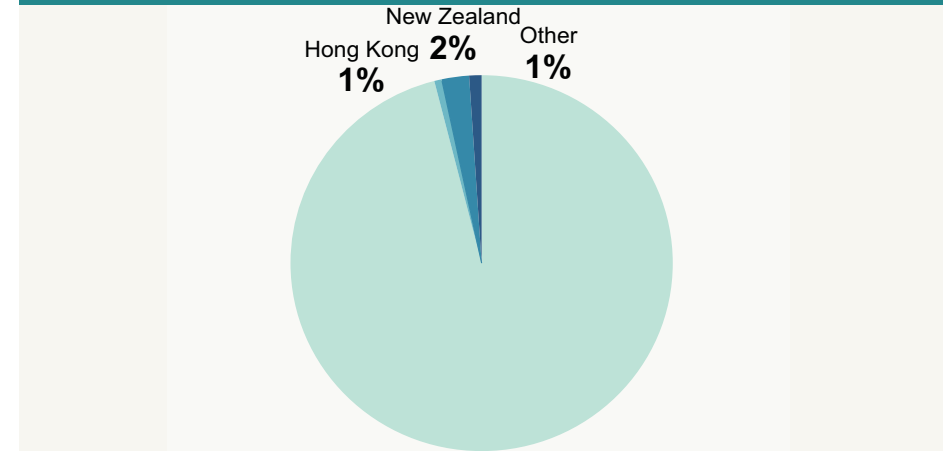
Pistachio International Trade

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 2022, Australia exported **307 tonnes** of in-shell pistachios (**93%** of pistachio exports) and **22 tonnes** of kernel pistachios (**7%** of exports), while importing **859 tonnes** of in-shell pistachios (**55%** of pistachio imports) and **695 tonnes** of kernel pistachios (**45%** 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.



2021/22 PISTACHIO EXPORTS BY COUNTRY



Source: GTA

For the year ending June 2022, **96%** of exported pistachios were sent to **China**, 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	2020	2021	2022	Year Ending June	2020	2021	2022
New South Wales	305	685	557	Victoria	490	459	320
Victoria	999	572	488	New South Wales	45	3	4
South Australia	475	825	398	Other	36	41	4
Queensland	168	247	109	South Australia	25	-	1
Western Australia	7	20	3	Queensland	1	-	-
TOTAL	1,955	2,349	1,555	TOTAL	597	504	328

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

Imports by Country (Tonnes)				Exports by Country (Tonnes)			
Year Ending June	2020	2021	2022	Year Ending June	2020	2021	2022
United States	1,641	1,234	1,103	China	521	467	313
China	104	188	164	New Zealand	9	12	8
Iran	147	555	107	Other	64	24	3
Vietnam	17	187	84	Hong Kong	-	1	2
Turkey	35	181	81	Turkey	-	-	1
Other	10	5	15	Qatar	2	-	1
TOTAL	1,955	2,349	1,555	TOTAL	597	504	328

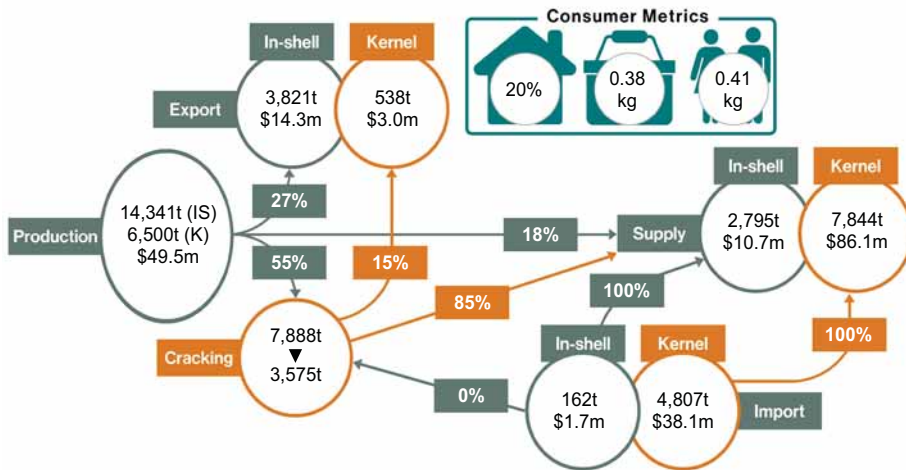
Source: GTA

Walnuts



Walnuts Overview

WALNUTS SUPPLY CHAIN – YEAR ENDING JUNE 2022



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

TOTAL PRODUCTION:



\$49.5M

14,341t (in-shell) and 6,500t (kernel) produced and valued at \$49.5M with 55% 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:



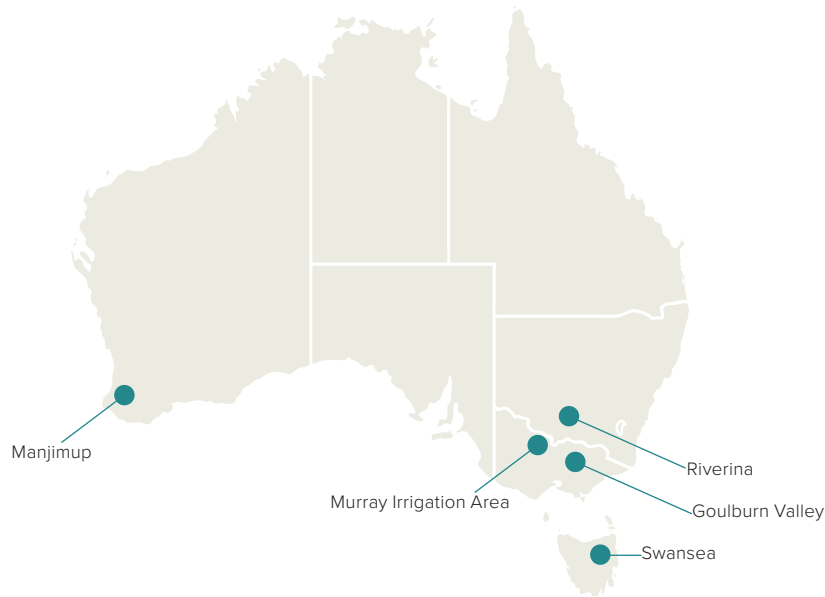
0.41kg in 2021/22 based on the volume supplied.

YEAR ENDING JUNE	2020	2021		2022	
	Value	Value	%YoY	Value	%YoY
Production (KWE t)	12,800	13,658	+7%	14,341	+5%
Production (\$m)	\$55.0	\$41.6	-24%	\$49.5	+19%
Production area (Ha)	4,022	4,022	-	4,022	-
Export Volume (KWE t)	3,036	5,699	+88%	4,359	-24%
Export Value (\$m)	\$14.6	\$19.1	+31%	\$17.2	-10%
Import Volume (KWE t)	4,609	4,787	+4%	4,969	+4%
Import Value (\$m)	\$44.2	\$38.3	-13%	\$39.8	+4%
Supply (KWE t)	10,058	8,572	-15%	10,639	+24%
Supply Wholesale Value (\$m)	\$104.4	\$70.7	-32%	\$96.9	+37%
Supply per Capita (kg)	0.39	0.33	-15%	0.41	+23%

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:



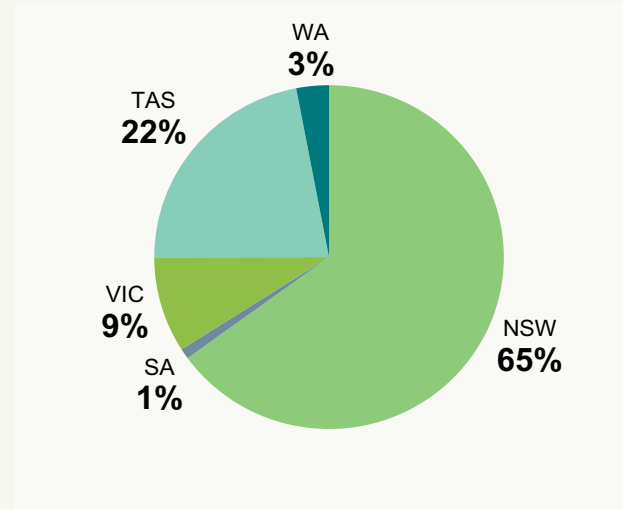
4,022
Ha

PRODUCTION WINDOW:



Mar-Aug

2021/22 WALNUTS PRODUCTION BY STATE



Source: *Wala*

2021/22 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	9,322	\$32.2	High	Medium	None	None	None	None	None	None	None	High	High	High
Tasmania	3,155	\$10.9	Medium	Medium	None	None	None	None	None	None	None	High	High	High
Victoria	1,291	\$4.5	Medium	None	None	None	None	None	None	None	None	None	High	High
Western Australia	430	\$1.5	Medium	None	None	None	None	None	None	None	None	High	High	Medium
South Australia	143	\$0.5	None	None	None	None	None	None	None	None	High	High	Medium	None

Availability legend: High (Dark Green), Medium (Light Green), Low (Yellow-Green), None (Grey)

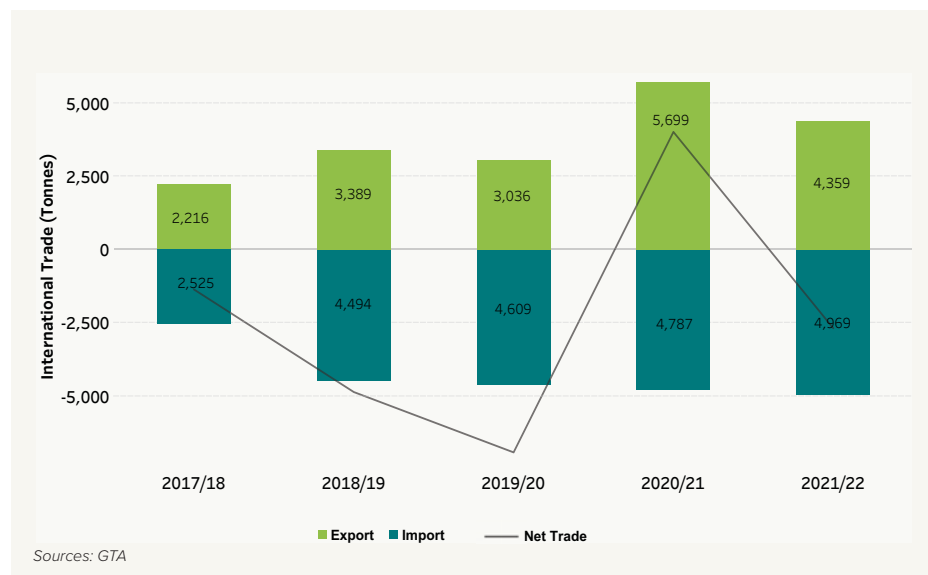
Source: *(Freshlogic Analysis)*



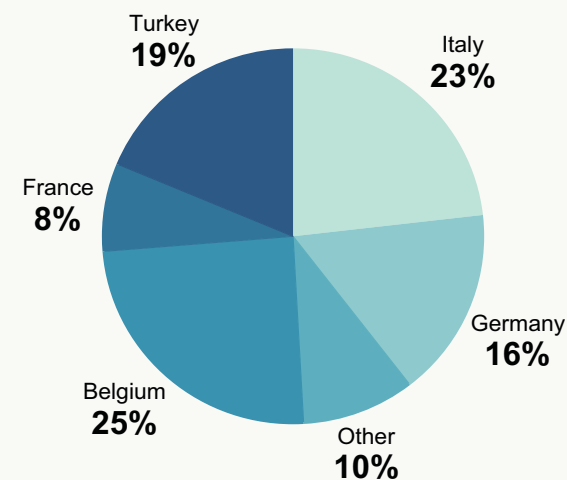
Walnuts International Trade

WALNUTS INTERNATIONAL TRADE

Australia has traditionally been a net importer of walnuts. For the year ending June 2022, Australia exported **3,821 tonnes** of in-shell walnuts (**88%** of walnuts exports) and **538 tonnes** of kernel walnuts (**12%** of exports), while importing **162 tonnes** of in-shell walnuts (**3%** of walnut import) and **4,807 tonnes** of kernel walnuts (**97%** 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.



2021/22 WALNUTS EXPORTS BY COUNTRY



Source: GTA

For the year ending June 2022, **25%** of exported walnuts were sent to **Belgium**, 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	2020	2021	2022	Year Ending June	2020	2021	2022
Victoria	2,666	2,566	3,067	New South Wales	2,988	5,671	4,282
New South Wales	1,345	1,569	1,225	Victoria	42	10	73
Queensland	346	306	427	Queensland	1	-	1
South Australia	160	230	181	Other	4	18	3
Western Australia	92	116	69	TOTAL	3,036	5,699	4,359
TOTAL	4,609	4,787	4,969				

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

Imports by Country (Tonnes)				Exports by Country (Tonnes)			
Year Ending June	2020	2021	2022	Year Ending June	2020	2021	2022
United States	3,506	3,636	3,796	Belgium	519	1,155	1,072
Vietnam	694	685	718	Italy	671	1,632	1,011
Chile	156	234	234	Turkey	229	1,844	815
China	160	193	205	Germany	485	631	712
Bulgaria	37	15	15	France	220	198	331
Other	55	24	1	Other	912	240	419
TOTAL	4,609	4,787	4,969	TOTAL	3,036	5,699	4,359

Source: GTA