

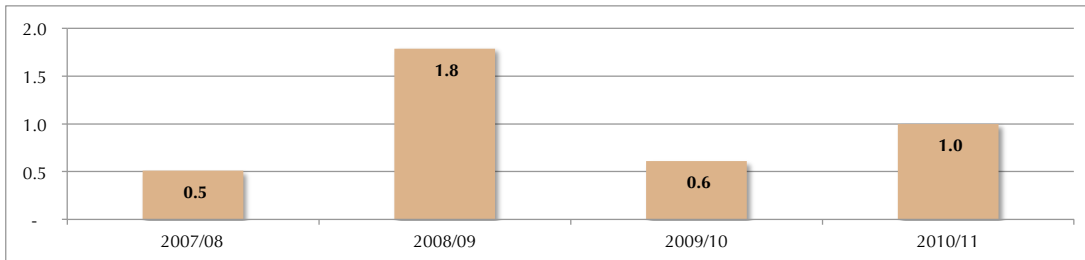


Pistachio

PRODUCTION				
	2007/08	2008/09	2009/10	2010/11
Volume ('000 Tonnes)	0.5	1.8	0.6	1.0
GVP (\$ Million)	3.8	16.8	6.5	5.6
Farmgate Value (\$ Million)	3.2	14.6	5.7	4.0
Number Of Plantings ('000 Trees)	340	360	368	380
Area Of Plantings (Ha)	850	900	920	950
Businesses	30	30	30	30

Source: Pistachio Growers' Association Inc

TOTAL PRODUCTION ('000 Tonnes)



GROWING REGIONS



Source: Pistachio Growers' Association Inc

HOUSEHOLD PENETRATION BY STATE (%)		
	2009/10	2010/11
National	13.46	13.17
NSW	14.89	15.62
QLD	13.82	13.83
SA/NT	11.86	15.10
VIC	12.05	10.65
WA	14.10	11.60

Source: AC Nielsen

HOUSEHOLD PENETRATION BY LIFESTYLE MARKET SEGMENT (%)		
	2009/10	2010/11
Start Up Families	13.91	13.81
Small Scale Families	16.34	15.54
Bustling Families	18.62	16.73
Young Transitionals	13.65	14.52
Independent Singles	9.54	8.3
Established Couples	15.73	15.07
Senior Couples	9.26	11.79

Source: AC Nielsen

AVERAGE WEIGHT OF PURCHASE BY STATE (\$)		
	2009/10	2010/11
National	16.81	17.98
NSW	16.40	18.64
QLD	13.46	17.73
SA/NT	15.38	13.67
VIC	16.72	9.87
WA	25.95	20.66

Source: AC Nielsen

AVERAGE WEIGHT OF PURCHASE BY STATE (Kg)		
	2009/10	2010/11
National	0.75	0.77
NSW	0.75	0.81
QLD	0.60	0.75
SA/NT	0.69	0.55
VIC	0.78	0.83
WA	1.04	0.80

Source: AC Nielsen

AVERAGE WEIGHT OF PURCHASE BY LIFESTYLE MARKET SEGMENT (\$)		
	2009/10	2010/11
Start Up Families	13.02	21.59
Small Scale Families	12.02	17.32
Bustling Families	20.43	19.94
Young Transitionals	12.21	15.35
Independent Singles	13.53	15.77
Established Couples	22.01	19.64
Senior Couples	15.70	16.28

Source: AC Nielsen

AVERAGE WEIGHT OF PURCHASE BY LIFESTYLE MARKET SEGMENT (Kg)		
	2009/10	2010/11
Start Up Families	0.5	0.9
Small Scale Families	0.5	0.7
Bustling Families	0.9	0.9
Young Transitionals	0.5	0.6
Independent Singles	0.6	0.6
Established Couples	1.0	0.8
Senior Couples	0.7	0.7

Source: AC Nielsen

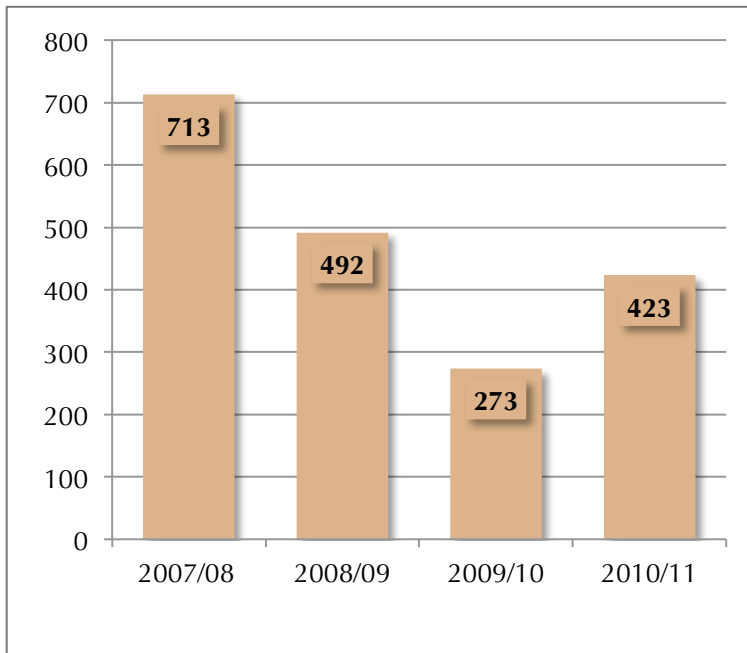
DISTRIBUTION OF VALUE BY LIFESTYLE MARKET SEGMENT (%)		
	2009/10	2010/11
Start Up Families	4.96	7.69
Small Scale Families	8.52	11.02
Bustling Families	25.51	21.04
Young Transitionals	7.88	10.24
Independent Singles	12.51	12.21
Established Couples	29.92	23.86
Senior Couples	10.69	13.94

Source: AC Nielsen

DISTRIBUTION OF VOLUME BY LIFESTYLE MARKET SEGMENT (%)		
	2009/10	2010/11
Start Up Families	4.6	7.3
Small Scale Families	8.5	11.1
Bustling Families	26.3	21.7
Young Transitionals	7.6	9.6
Independent Singles	12.2	11.8
Established Couples	29.8	24.0
Senior Couples	11.0	14.5

Source: AC Nielsen

TOTAL AUSTRALIAN EXPORTS (Tonnes)



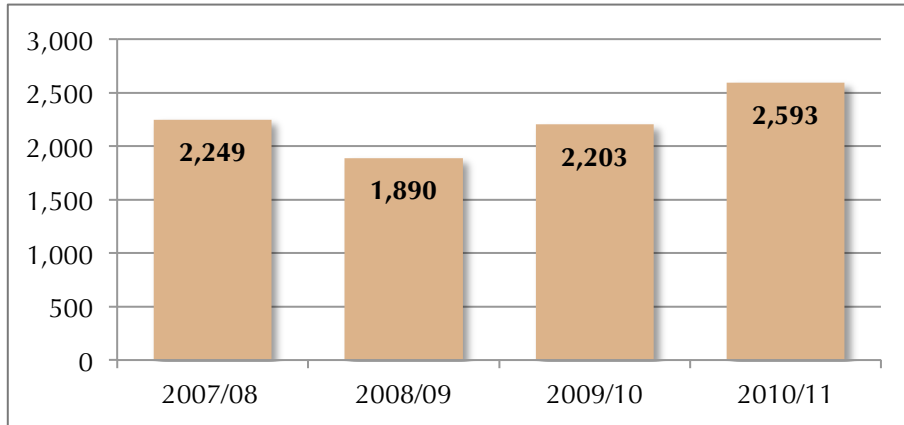
Source: GTIS - ABS

EXPORTS BY STATE (Tonnes)				
	2007/08	2008/09	2009/10	2010/11
South Australia	691.2	458.6	267.1	418.0
Victoria	17.4	20.1	4.8	5.3
New South Wales	4.5	10.7	0.1	0.0
Queensland	0.1	2.1	1.5	0.0
Total	713.2	491.6	273.4	423.2

Source: GTIS - ABS

Note: Most exports are exported for processing and shipped back to Australia

TOTAL AUSTRALIAN IMPORTS (Tonnes)



Source : Australian Pioneer Pistachio Company

Note: Excludes reimport of Australian grown product

SELECTED PRODUCING COUNTRIES ('000 Tonnes)				
Country	2007/08	2008/09	2009/10	2010/11
United States	189	126	161	237
Iran	250	90	184	216
Syria	60	70	62	65
Turkey	40	85	38	110
EU-27	13	11	11	11

Source: FAS USDA - PSD Online

Note: Pistachio In-Shell only

WORLD EXPORTERS 2010 ('000 Tonnes)		
1	Iran	153
2	USA	104
3	China, Hong Kong SAR	50
4	Germany	19
5	Netherlands	18
6	Luxembourg	14
7	Belgium	8
8	Syria	5
9	China	3
10	EU-27	2
11	Afghanistan	1
12	Italy	1
13	Greece	1
14	Turkey	1
15	France	1
16	Slovakia	1
17	United Kingdom	0
18	Tunisia	0
19	Singapore	0
20	Spain	0
	Others	2
	Total	383

Source: UN Comtrade

WORLD IMPORTERS 2010 ('000 Tonnes)		
1	Egypt	114
2	China, Hong Kong SAR	93
3	EU-27	76
4	China	53
5	Germany	34
6	Luxembourg	25
7	Netherlands	14
8	Russian Federation	13
9	Italy	11
10	Spain	10
11	France	10
12	Belgium	9
13	India	7
14	Syria	6
15	Saudi Arabia	5
16	Israel	4
17	United Kingdom	4
18	Lebanon	3
19	Other Asia, nes	3
20	Japan	2
	Others	27
	Total	523

Source: UN Comtrade