

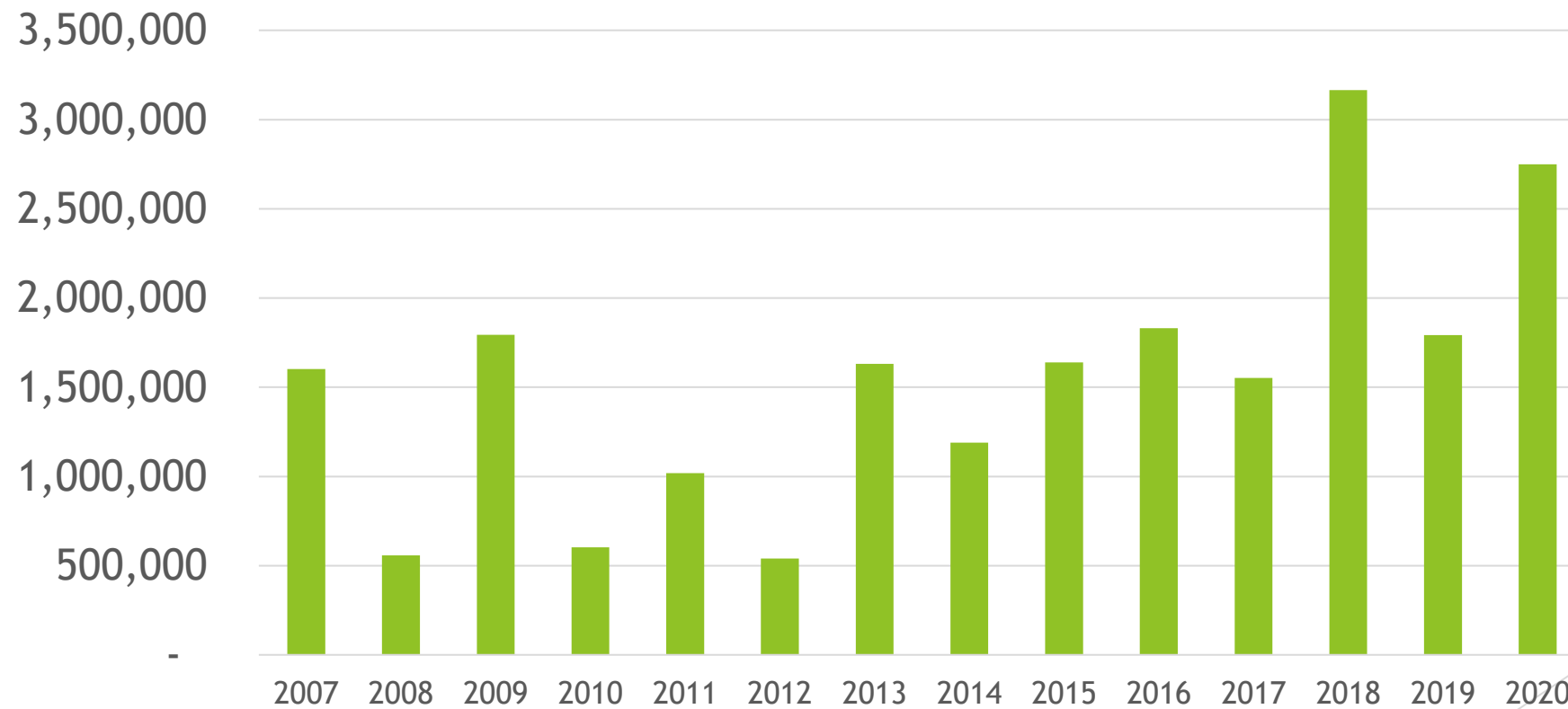
# Pistachio Market Update

Chris Joyce

September 2020

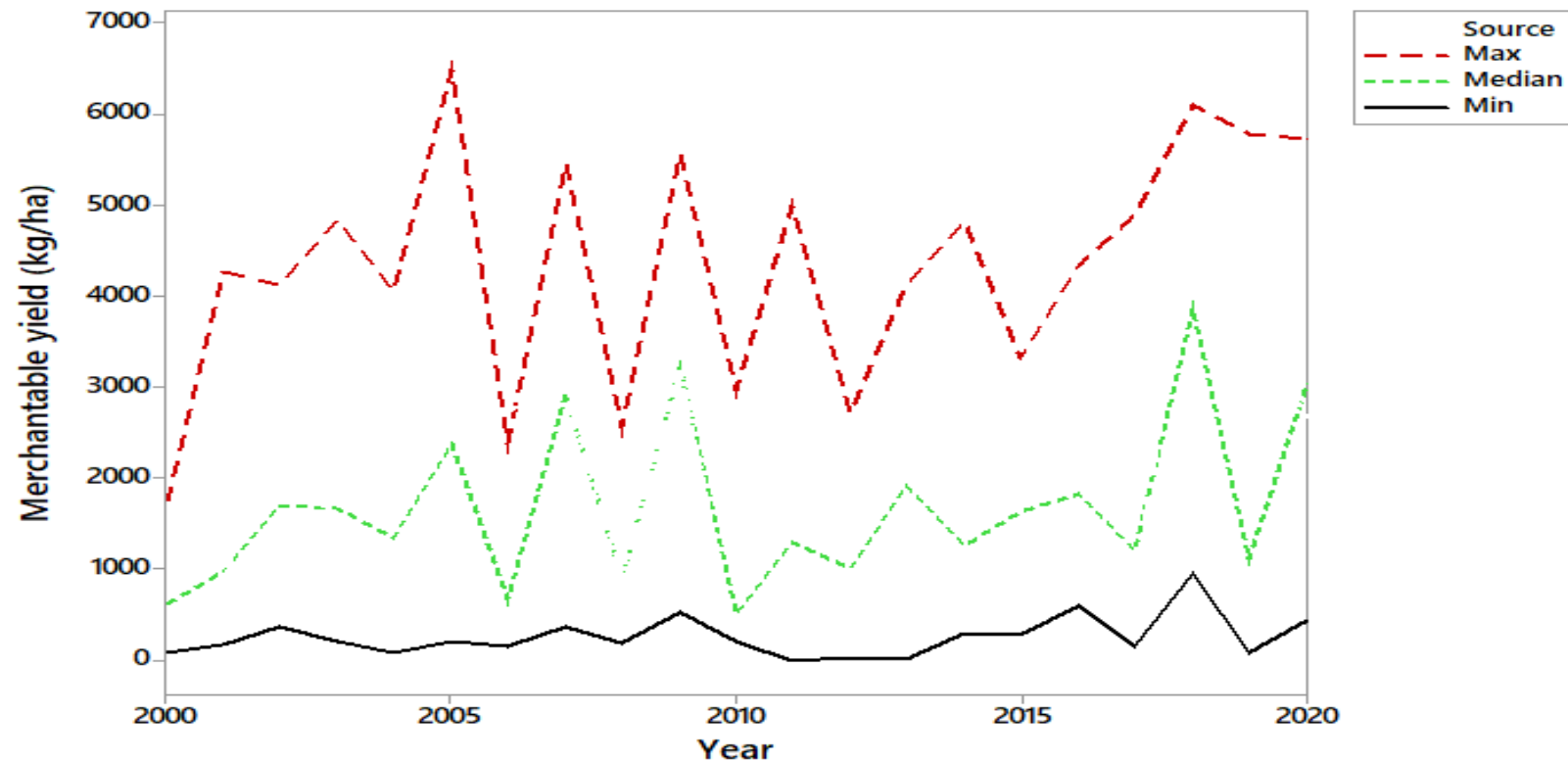


# Very Good 2020 “on crop



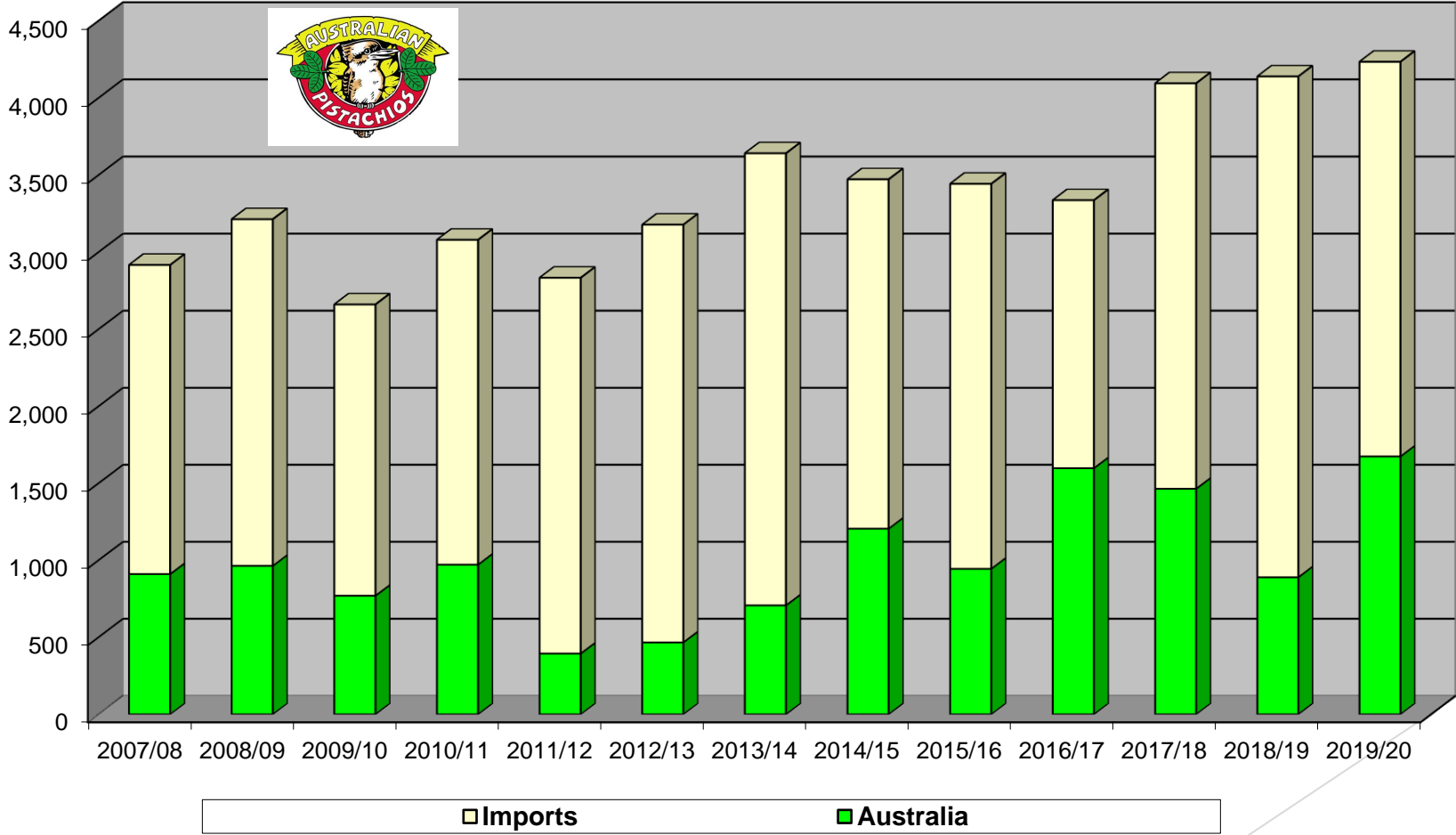
# Best orchards - strong yields/ha

## Average orchards - improving yields



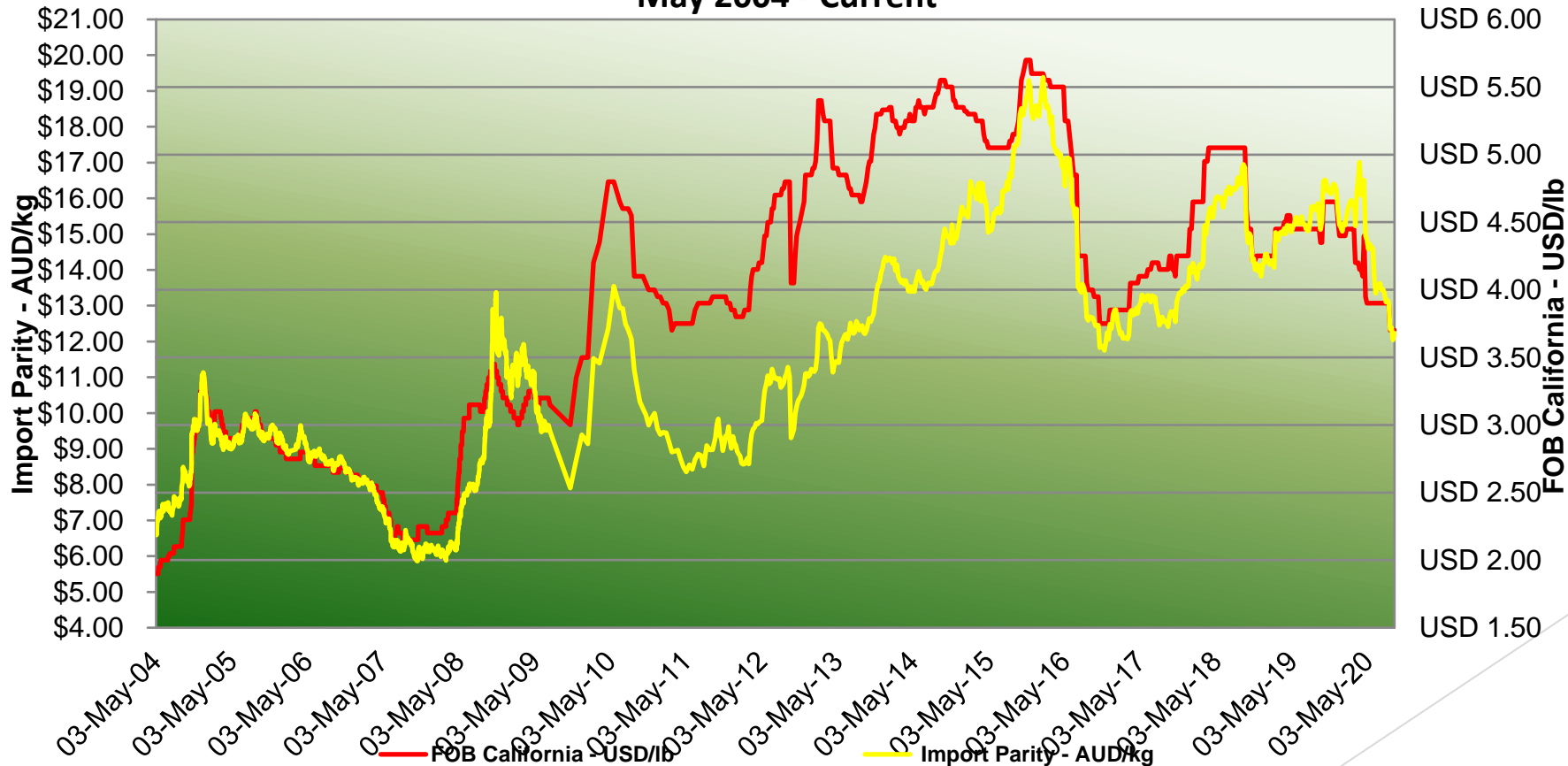
# Domestic Market - Consumption Solid

## Australian Pistachio Demand - FY (Tonnes)



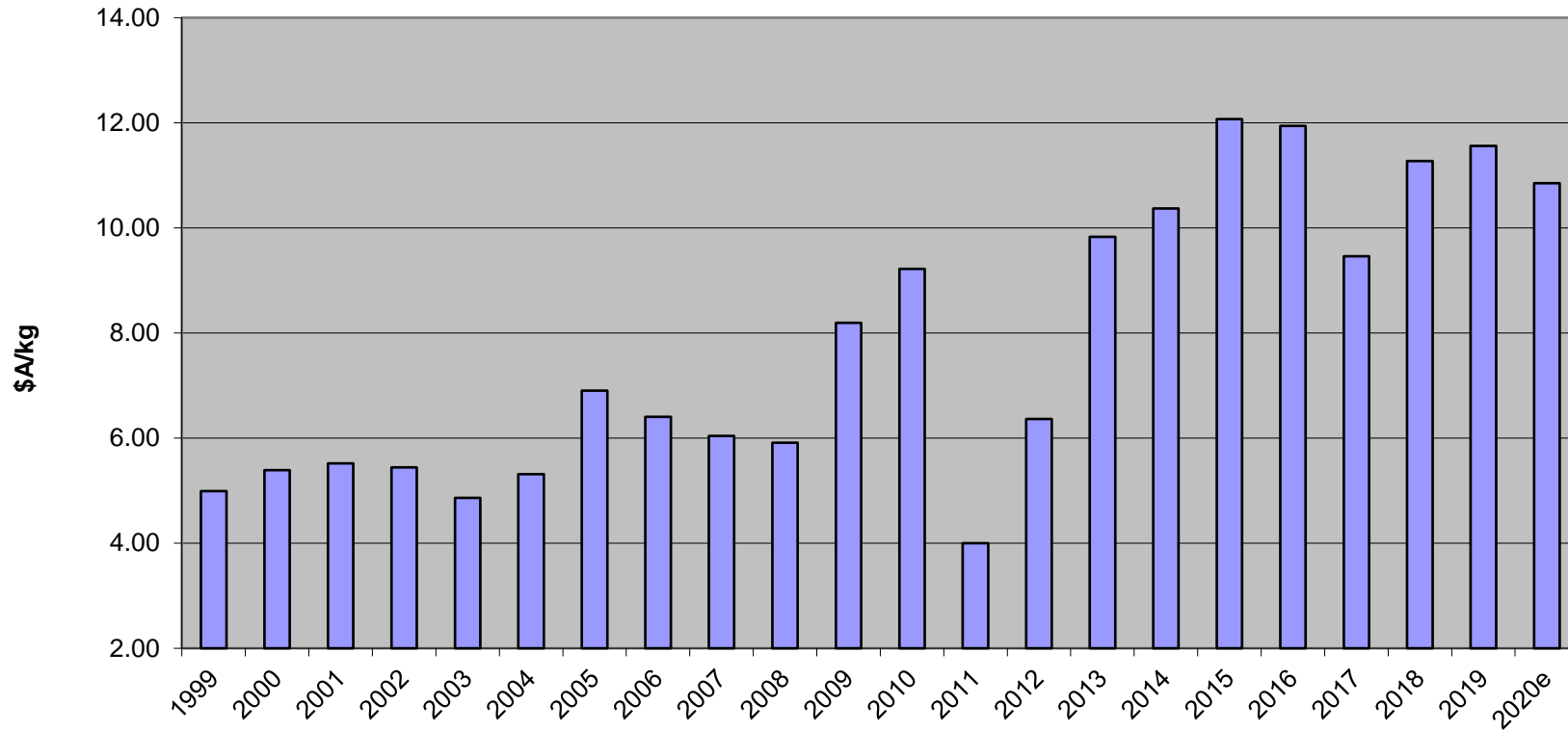
# International Market Weak AUD appreciating

Californian Pistachio Pricing  
R&S Extra No.1 21/25  
May 2004 - Current

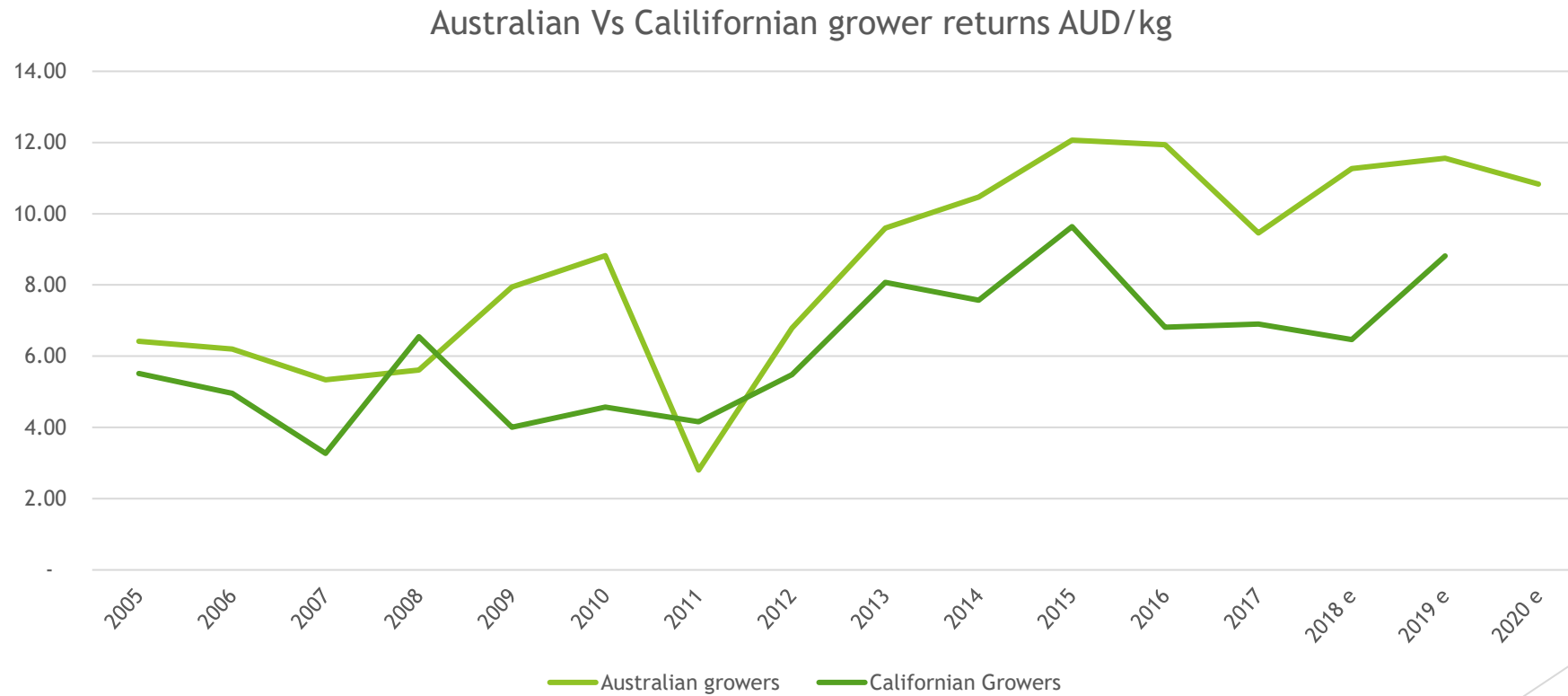


# 2020 Grower Returns Solid Future - not as rosy

**Australian Pioneer Pistachio Company  
Average  
Grower Pool returns, net of APPC costs**



# Aust. vs Californian Grower Returns \$A/kg (net of H&G costs)



# Prospects - 2021

## California huge 2020 crop

- ~450,000 to 500,000 tonnes (300k 2019)
- Much bigger crops to come 650k to 700k tonnes.
- 10,000 new ha planted in 2019/20

## Good Iranian crop ~ 180k to 200k (150k 2019)

- despite on going water problems

## World demand continues solid despite COVID

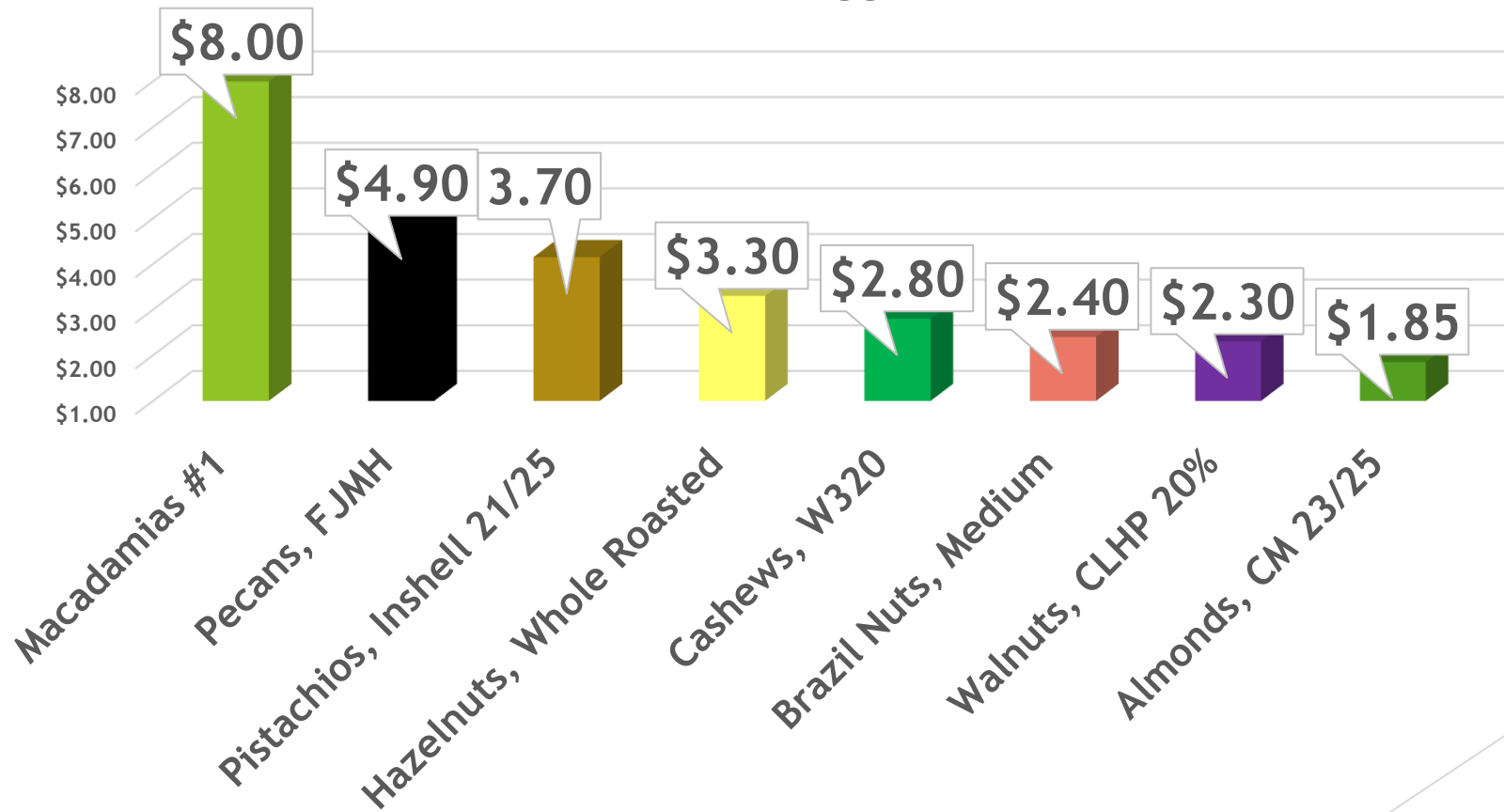
## Significant Price Drop

- Current international prices with the higher Australian dollar would reduce grower prices 20-25% about \$A2.50/kg



# Pistachios are now the expensive nut

Tree Nut World Prices - August 2020  
USD/lb



# Future Prospects - Australia

## New hectares being planted -

2014	46
2015	127
2016	165
2017	207
2018	180
2019	200
2020	220

**Australian crop ~12,000 tonnes by 2030**

**APPC increasing hulling capacity to meet this new production**

# Australian Marketing Campaign

Television, Social media, Point of Sale Advertising,  
Consumer Exhibitions continuing

Seems to be working, supermarket sales up significantly

Costs growers about \$0.10/kg



# The future continues green but with some concerns for 2021 prices



Pistachio Growers' Association

