

Spring Symposium 2022

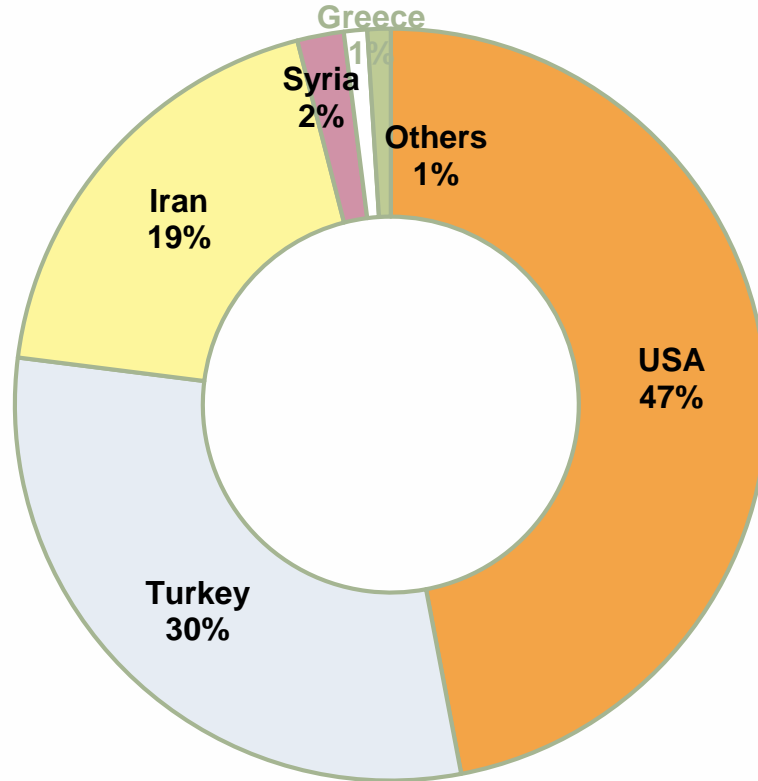
Pistachio Growers Association Industry Overview and 2022 Crop Update

**Nigel Carey
CEO**



Global 20/21 Production in-shell MT

Total global production for the 2020/21 season was >1million in-shell MT



Global growth drivers

- **Crop growth**
 - New crops coming of bearing age
 - New varieties being grown
- **Consumer behaviour shifts**
 - Conscious consumers making healthier snacking/consumption choices
 - Growth in at-home entertaining
 - Low sodium considerations
- **Category innovation**
 - New/relevant pack formats
 - Flavour innovation



Global forecasted growth

2020/21

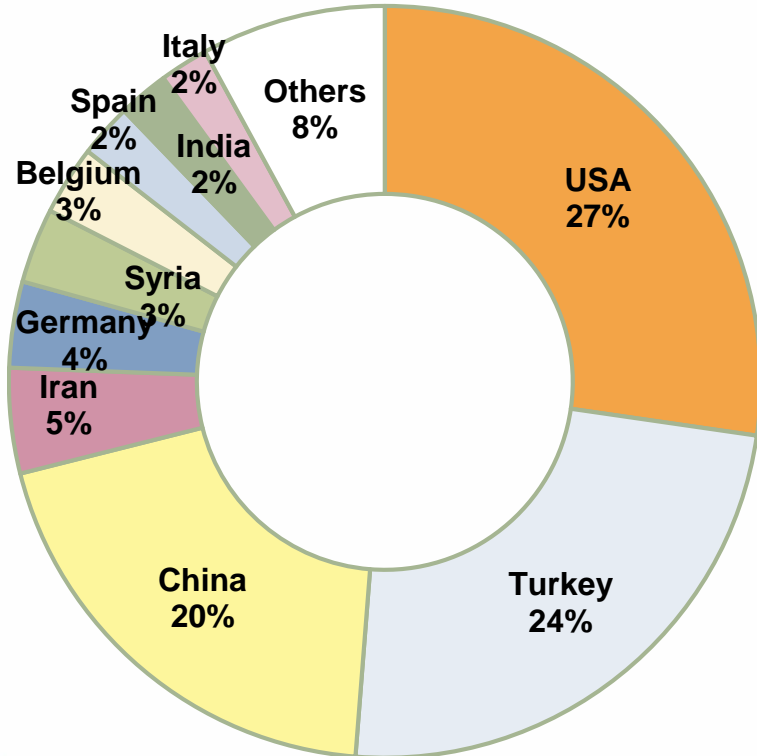
- 110gms per capita/per year

2030

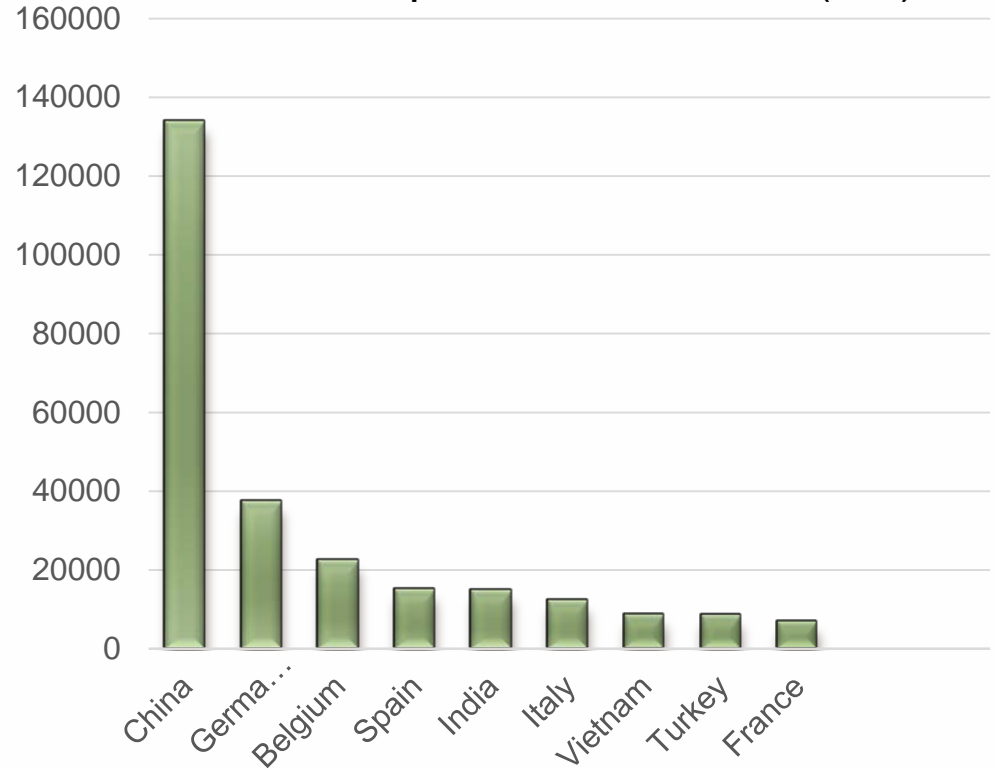
- + 377,000 MT forecast increase
- 157gms per capita/per year (+43%)

Global consumption trends 2020

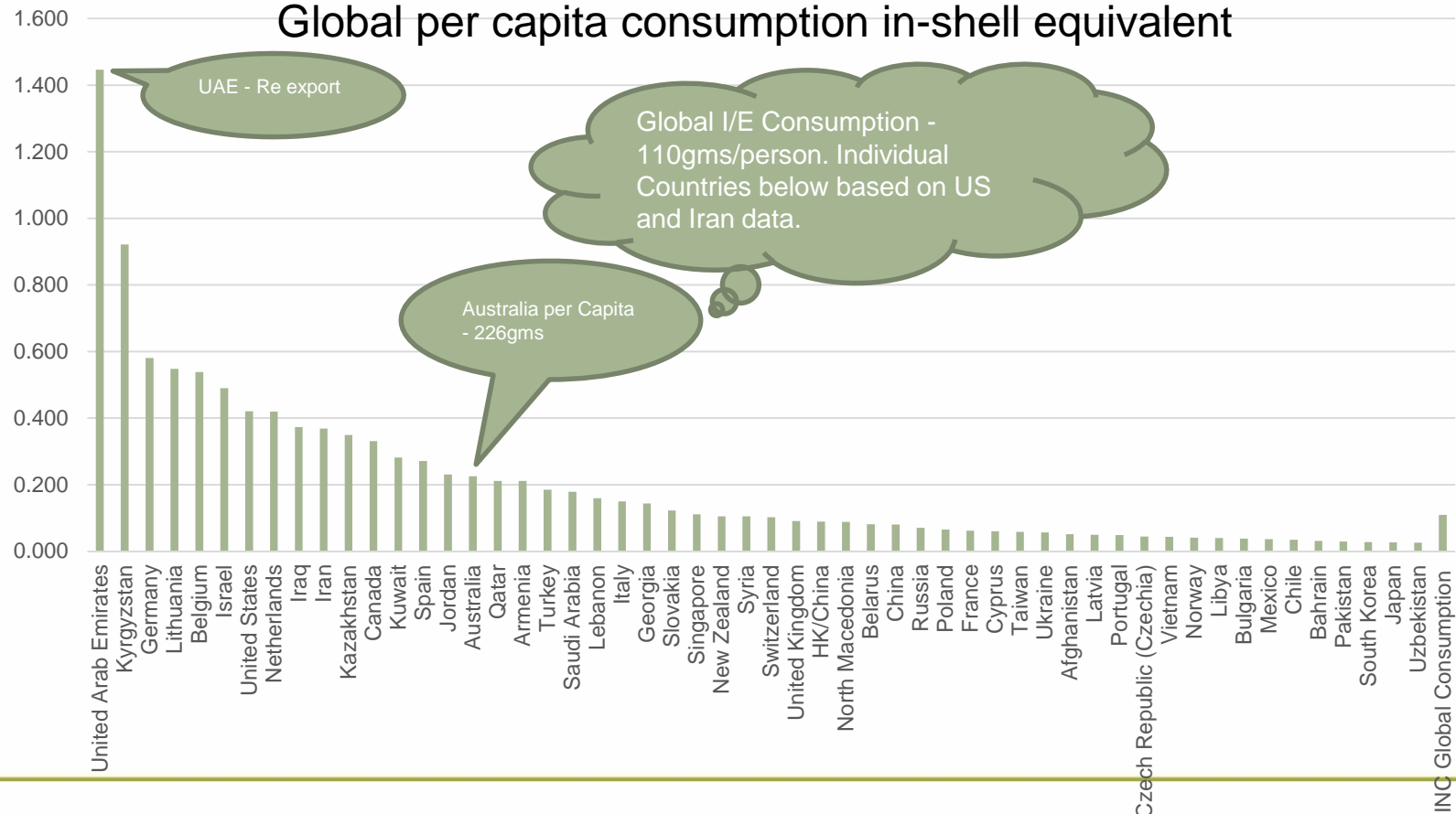
Global 2020 consumption in-shell



Global imports 2020 in-shell (MT)

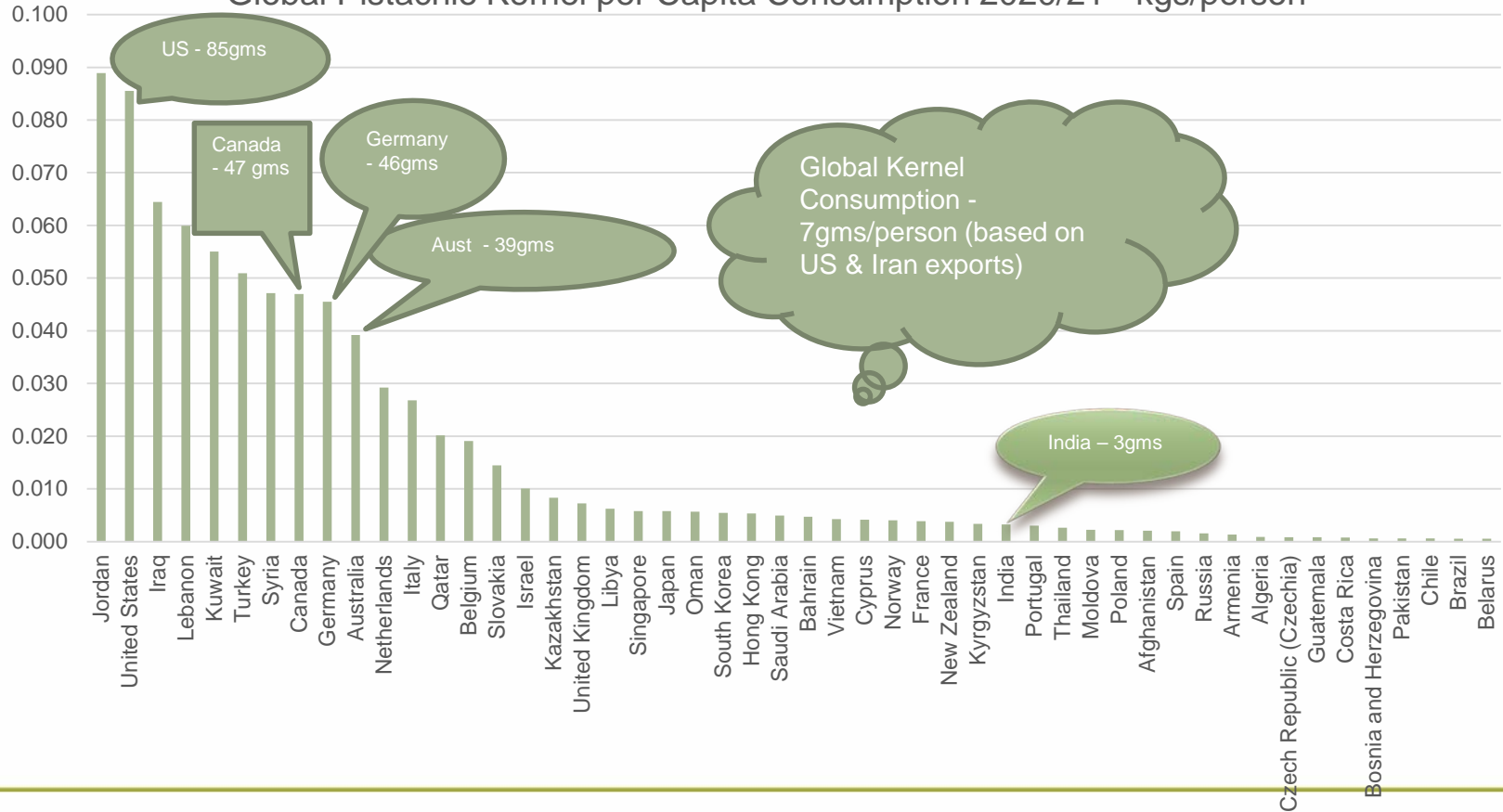


Per capita consumption globally 2020/21



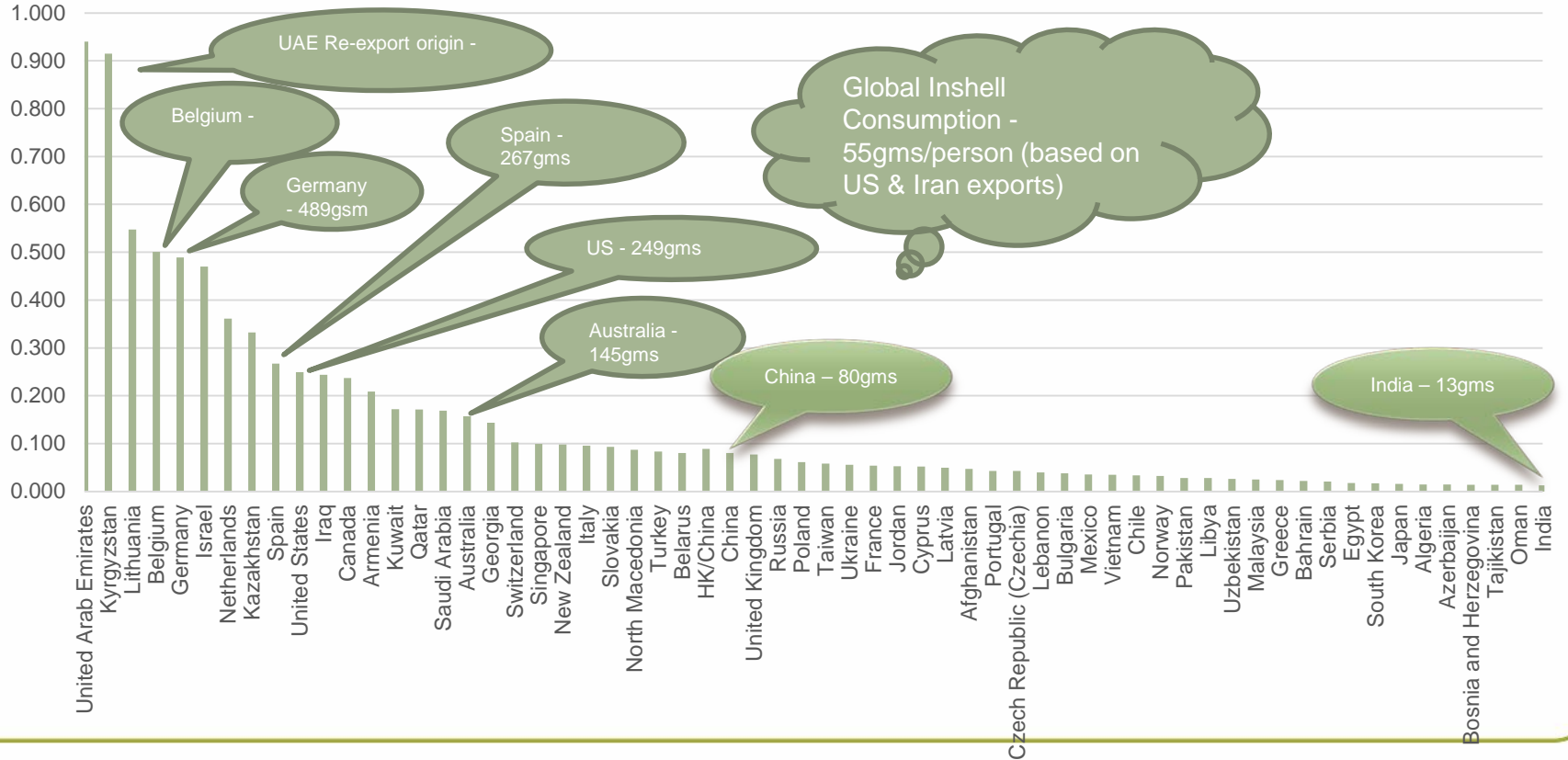
Per capita consumption globally 2020/21

Global Pistachio Kernel per Capita Consumption 2020/21 - kgs/person

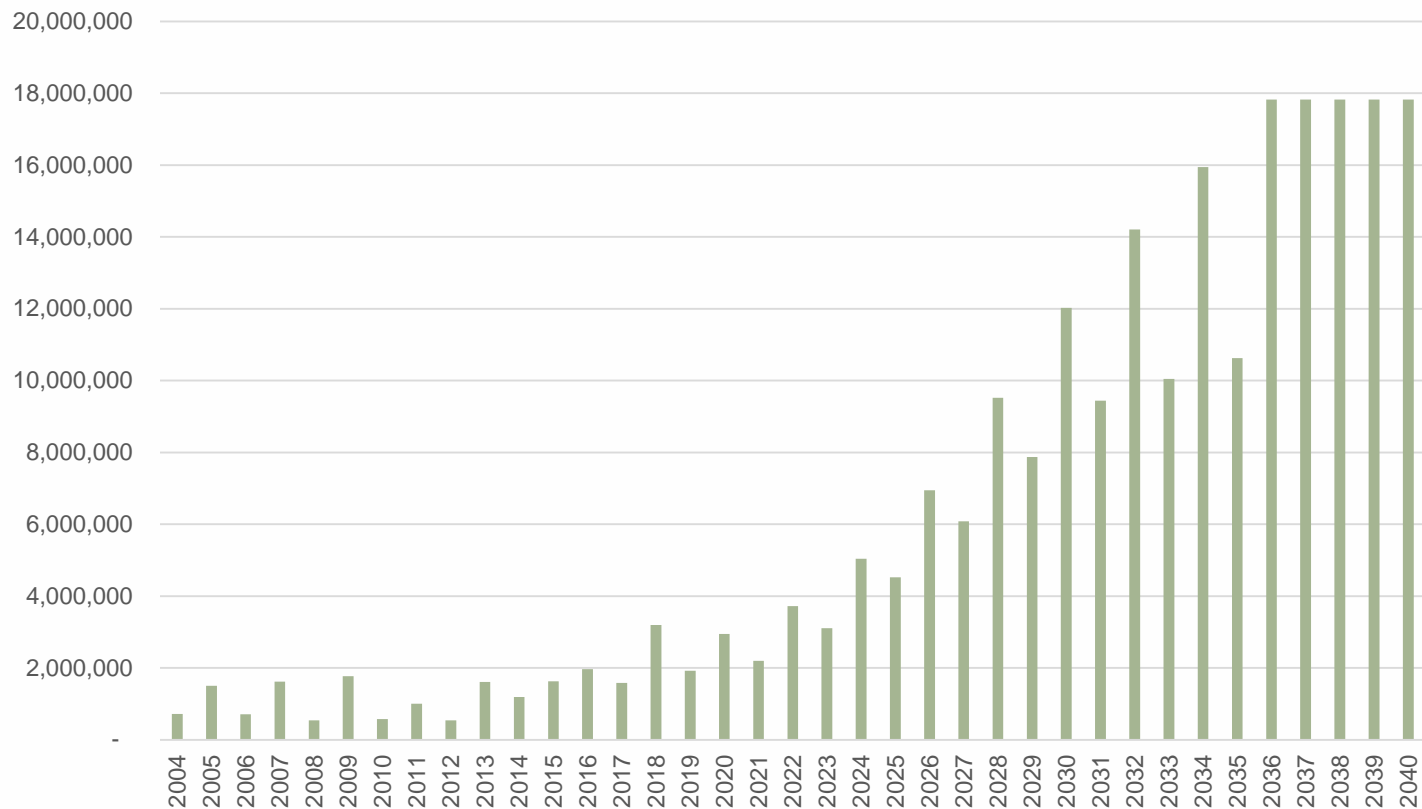


Per capita consumption globally 2020/21

Global Pistachio Inshell per Capita Consumption 2020/21 – kgs/person

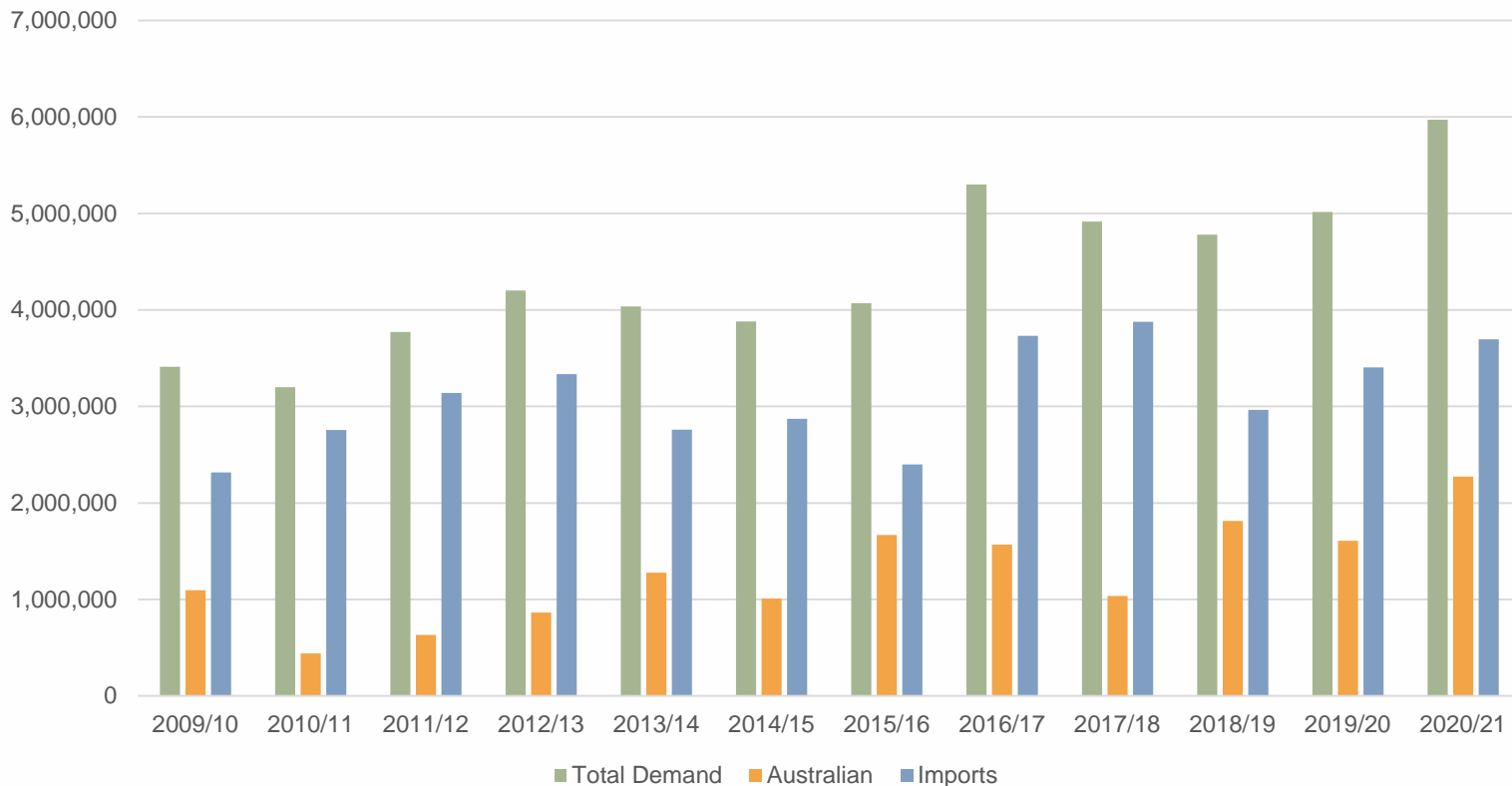


Australian production (kgs)

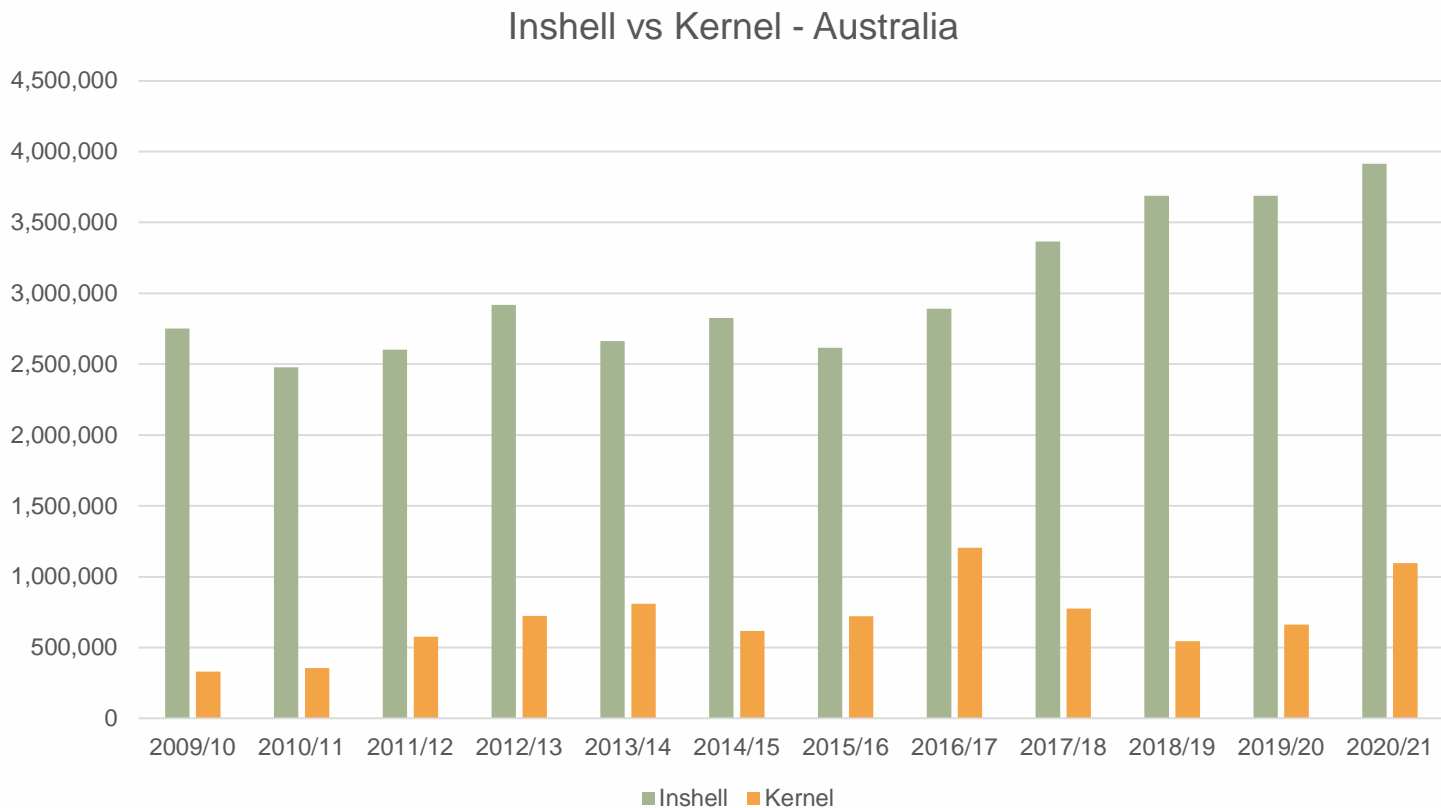


Australian consumption demand

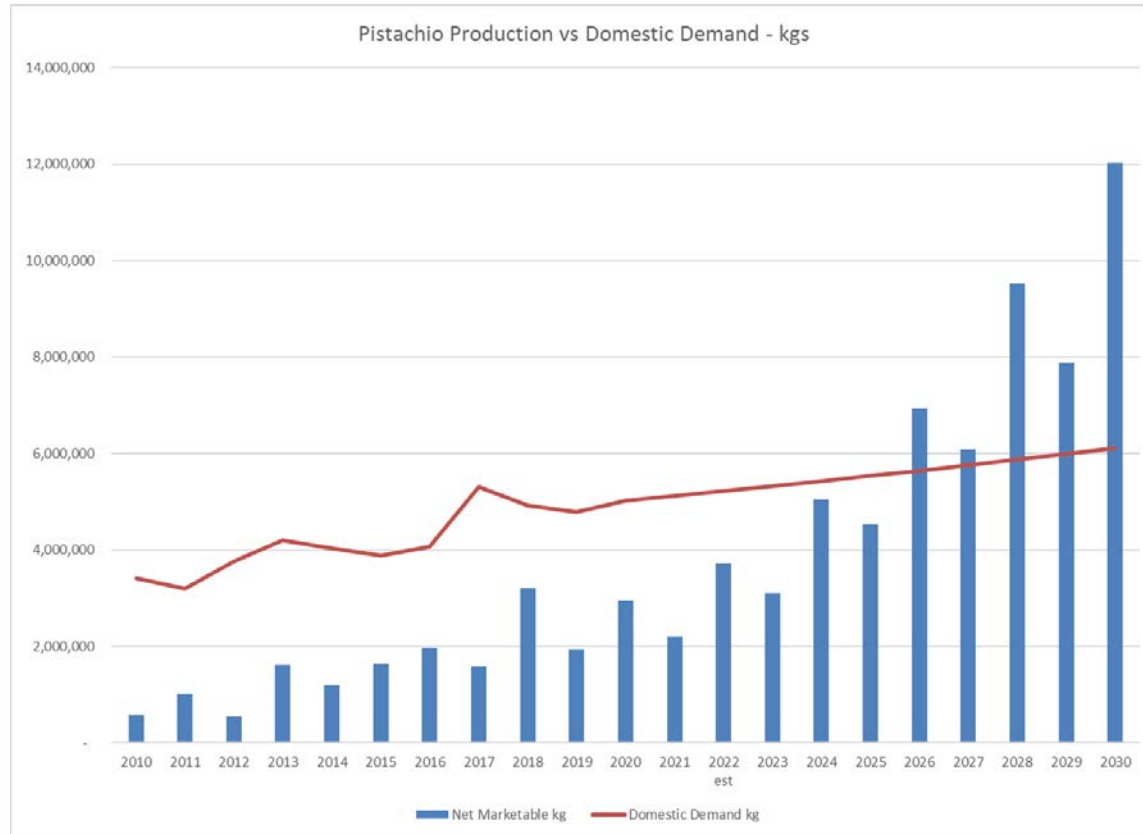
Domestic Analysis - Inshell Equivalent Tonnes



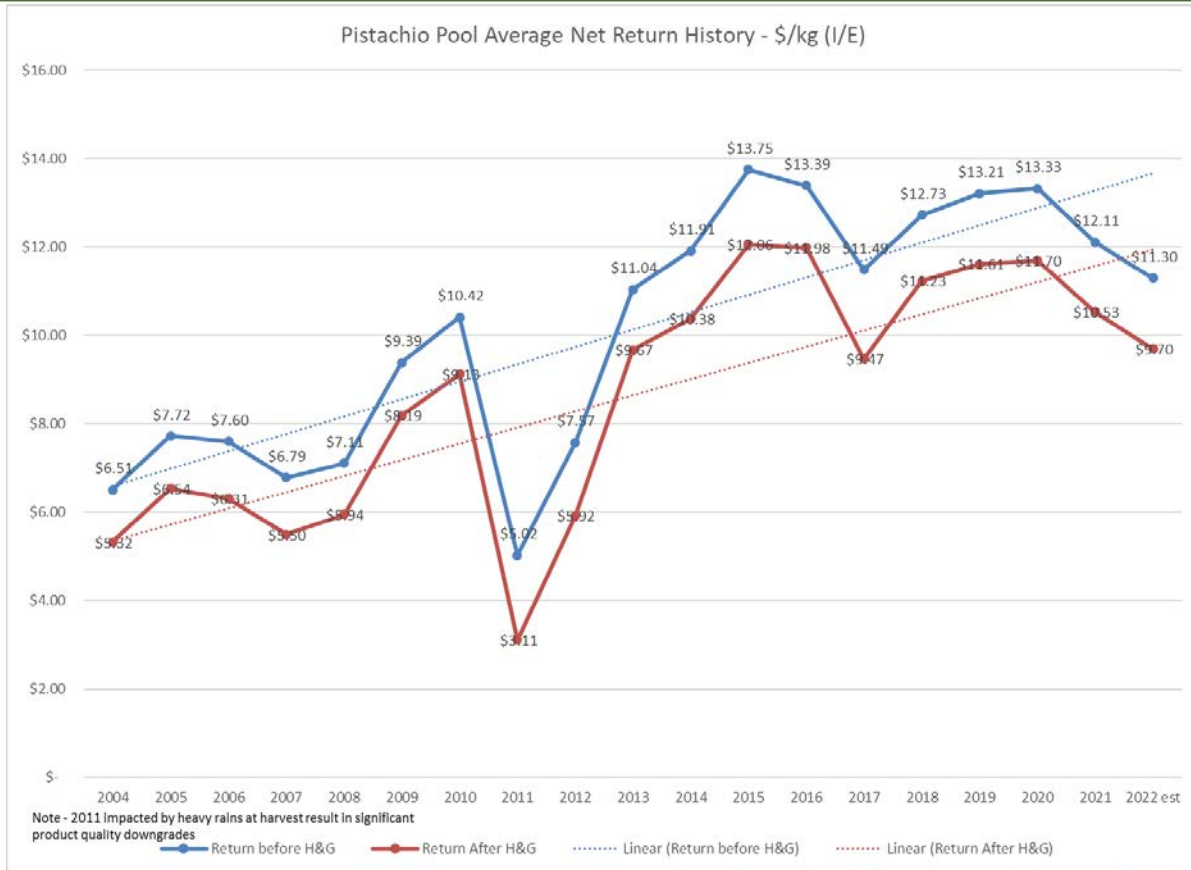
Australian in-shell vs kernel demand



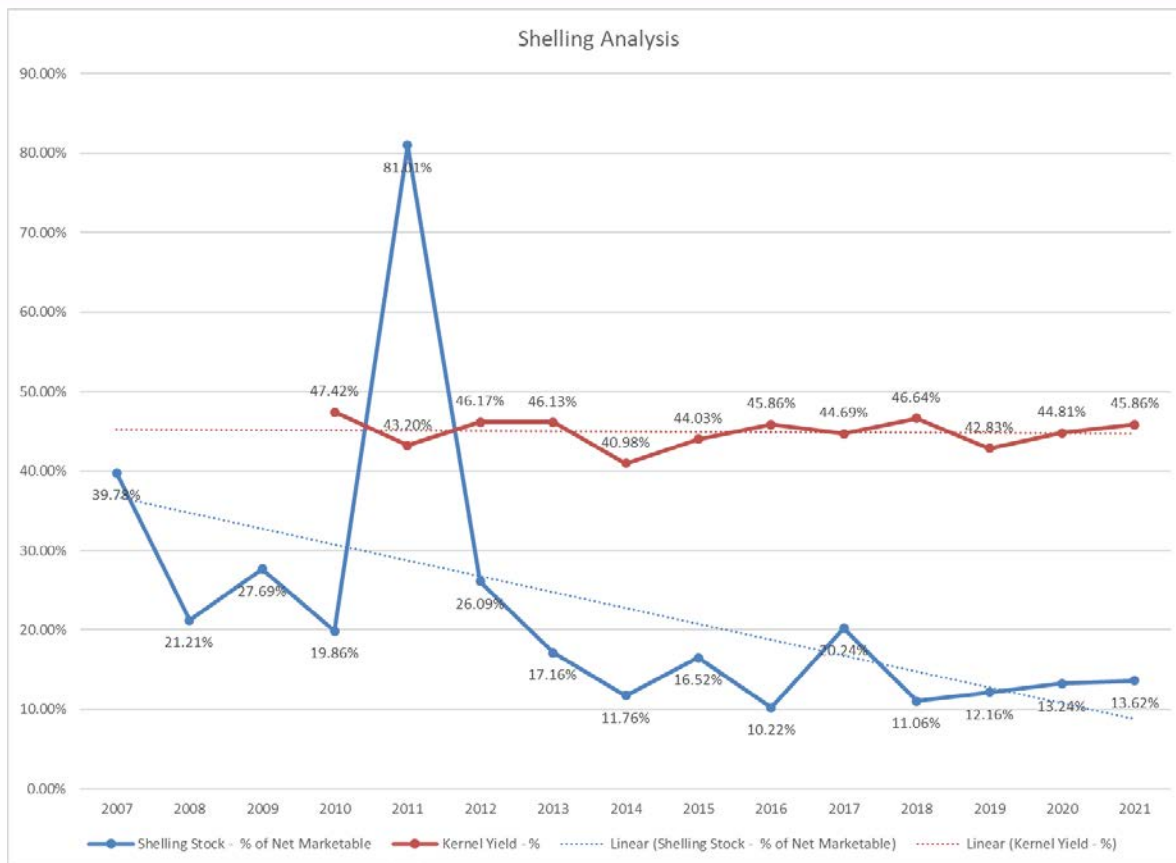
Australian Production vs Domestic Demand Forecast



Pool Return Comparison

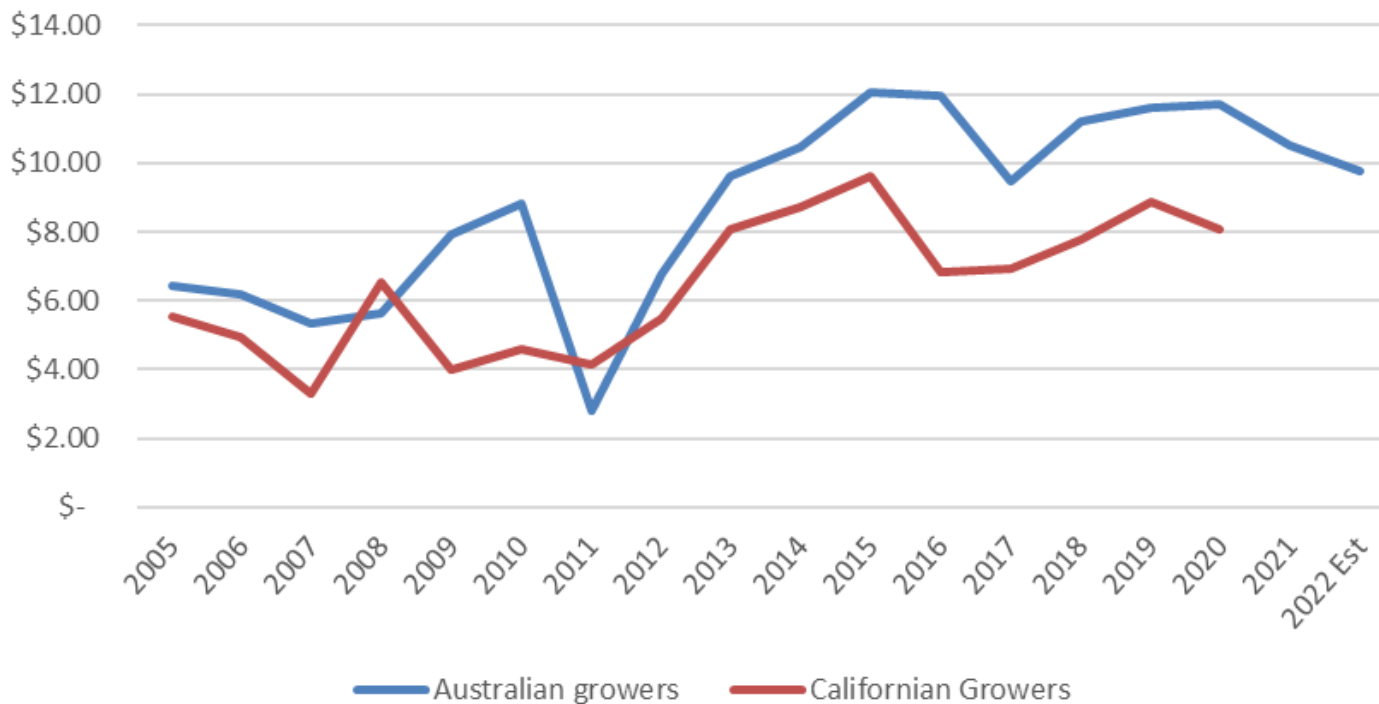


Shelling Overview



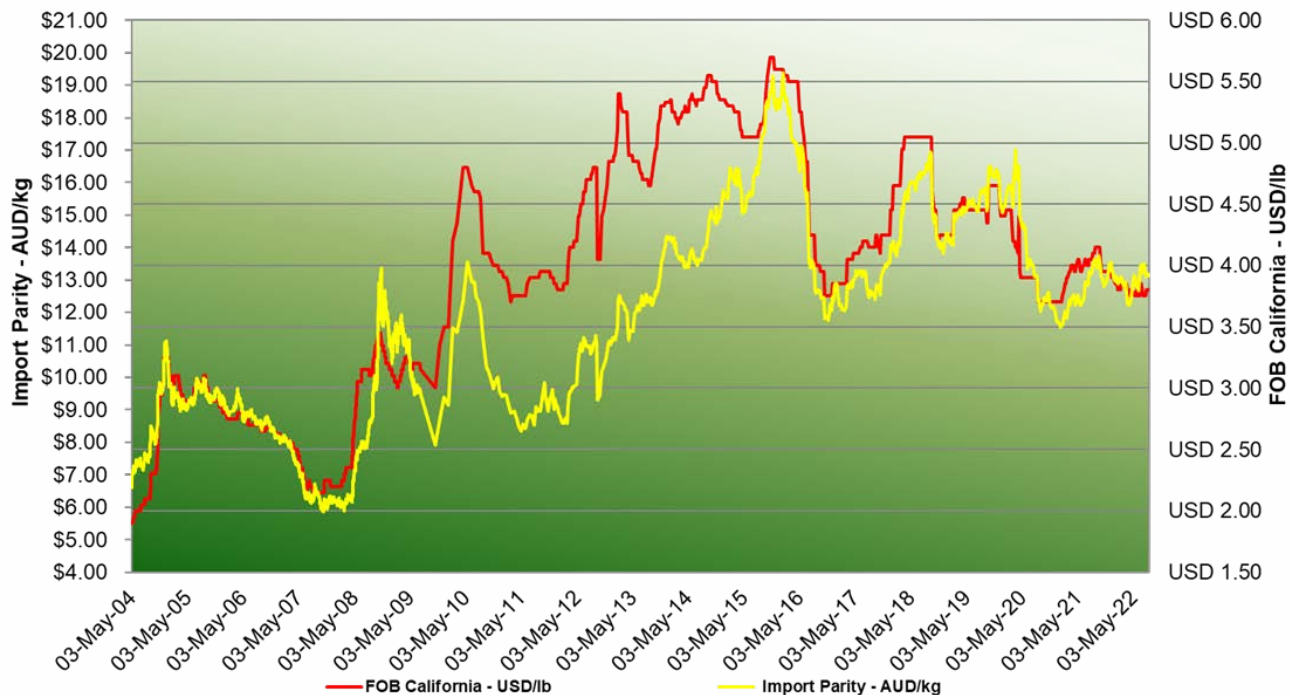
Return Comparison

Australian vs Californian Grower Net Returns - AUD/kg



US Pricing History

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



2022 Summary

- **Crop**

- Large to date, as expected
- Highest level light stain for several years
- Small export program to relieve pressure and advance cashflow
- Carry-out volume likely to balance 2023 off-crop
- Flavour development in progress
- Advertising campaign spend increasing

- **Economy**

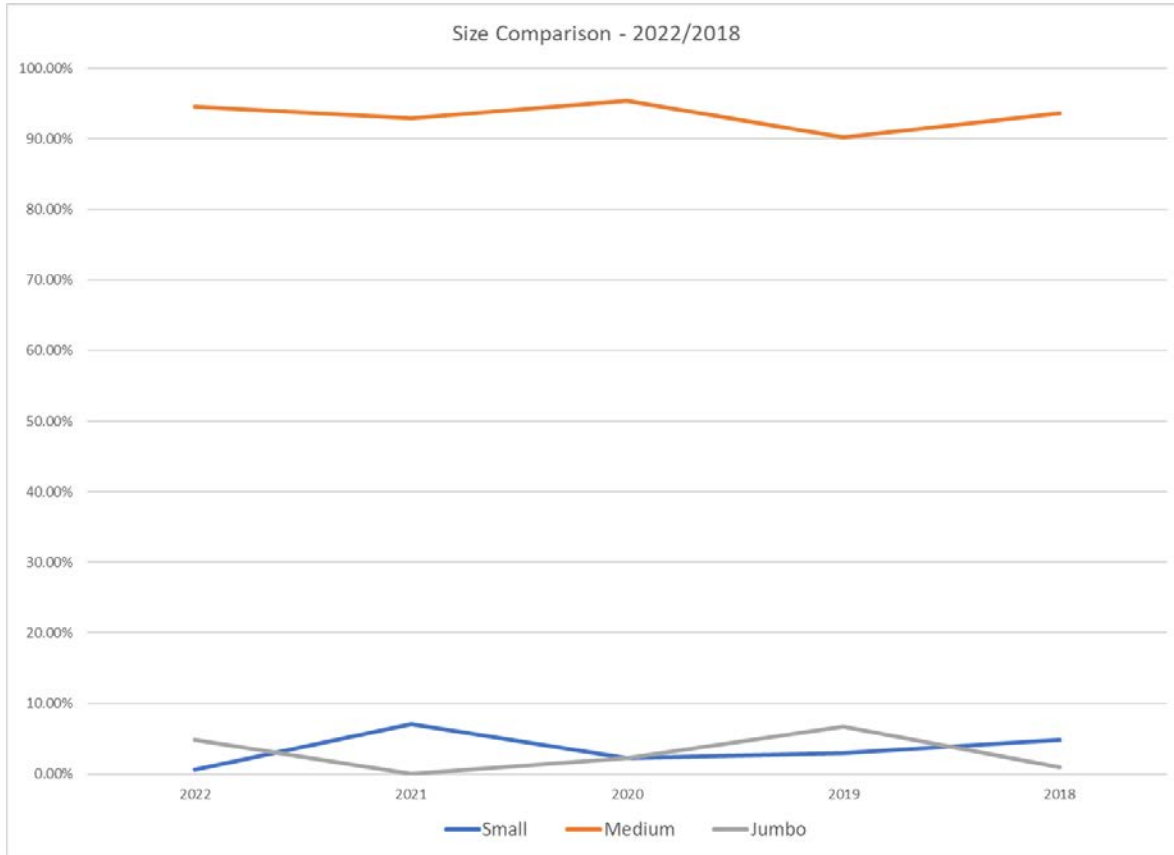
- Environment challenging
- Discretionary spending under pressure/curtailed

- **Retail**

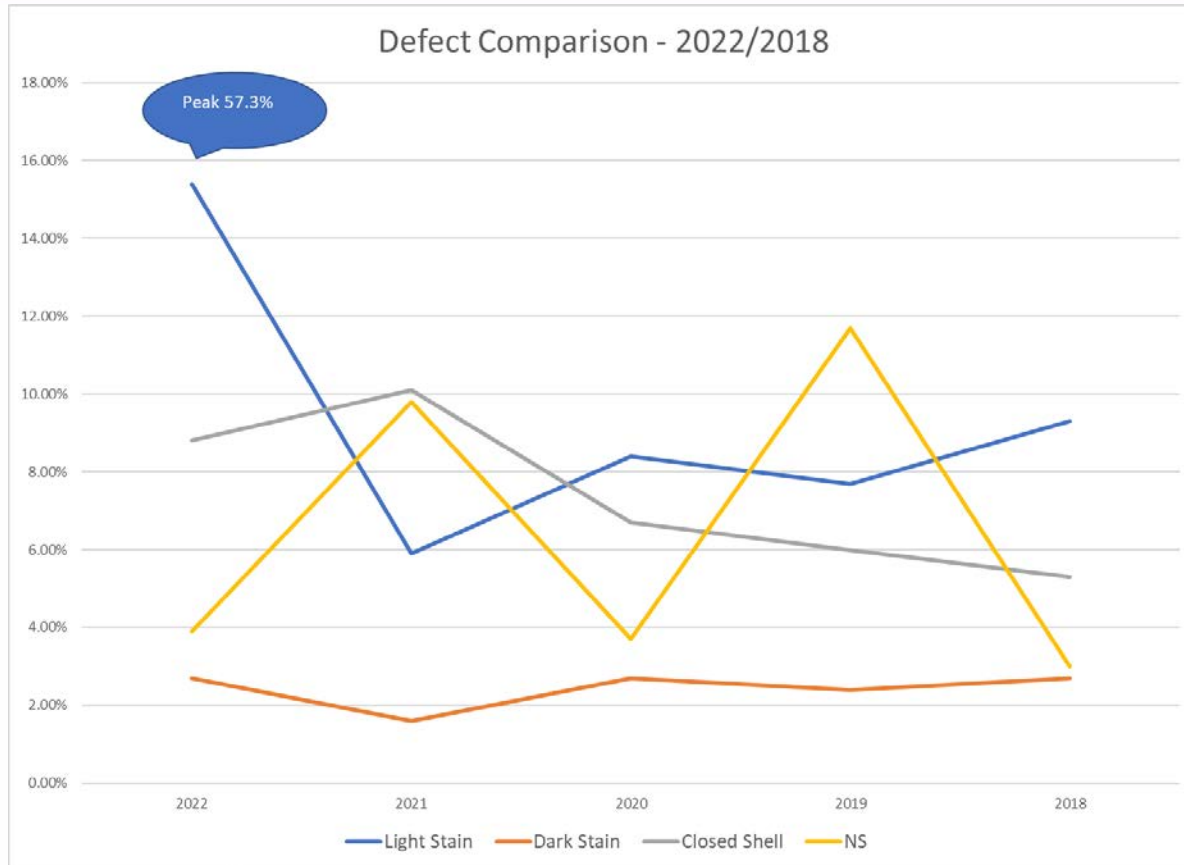
- Woolworths shift to grocery category management
- Direct supply of 250gm foil retail snacking line
- Aldi remain committed to US import program due price advantage



Size Comparison



Defect Comparison



Retail Forecast

	May/Aug – mt / mt per week	Sept/Dec – mt / mt per week	Jan / April – mt / mt per week	Total – mt / mt per week
2021	579 / 36	643 / 40	371 / 22	1,593 / 31
2022	554 / 34	643 / 40 est	677 / 40	1,874 / 36 Budget

Product development globally

A Mintel GNPD review indicates developments in flavour, sustainable and ethical and convenient packaging, health claims and blended or variety pack formats.



Wise Crack

www.aussiepistachios.com.au