

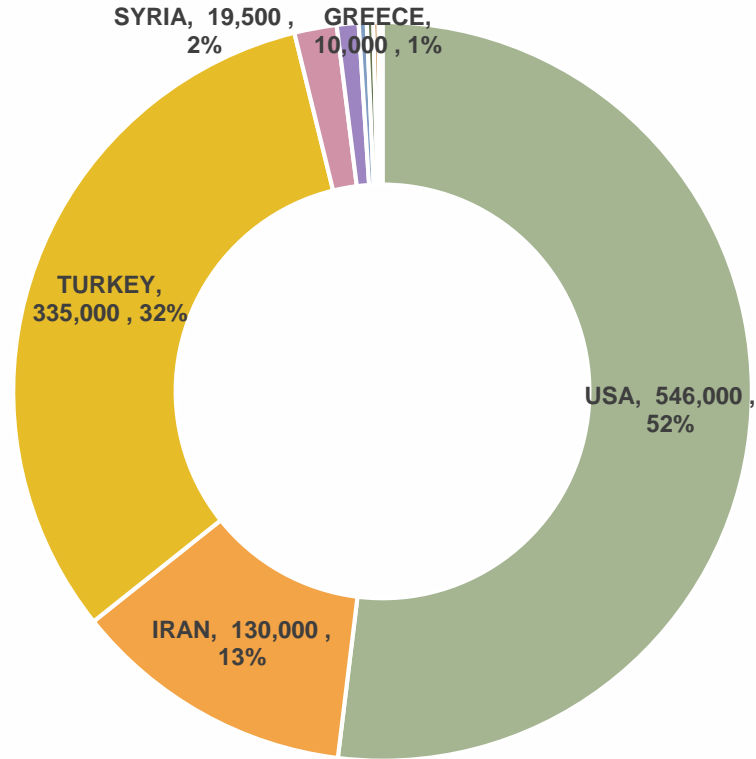
# Spring Symposium 2023

## **Pistachio Growers Association Industry Overview and Season Update**

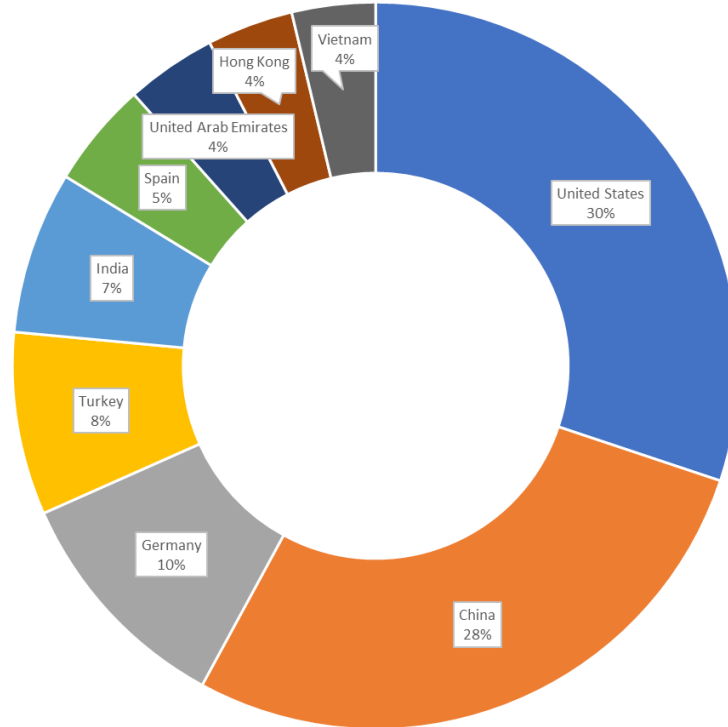
**Nigel Carey  
CEO**

# Global 2022/23 Production in-shell MT

Total global production for the 2022/23 season was reported at 1,051,360 in-shell MT.



# Major Global Consumers - 2022/23



# Global forecasted growth

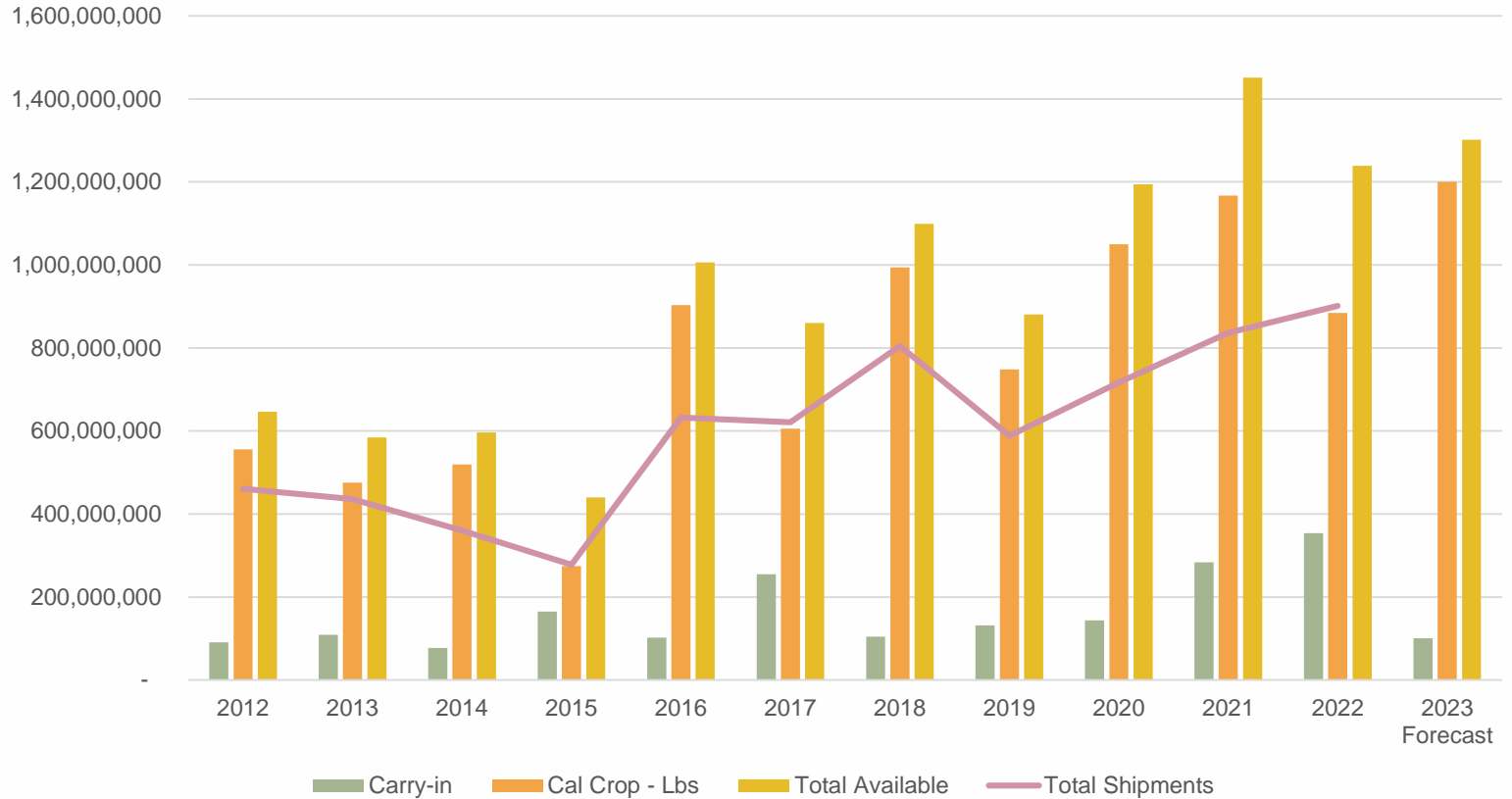
2021/22

- 110gms per capita/per year - static

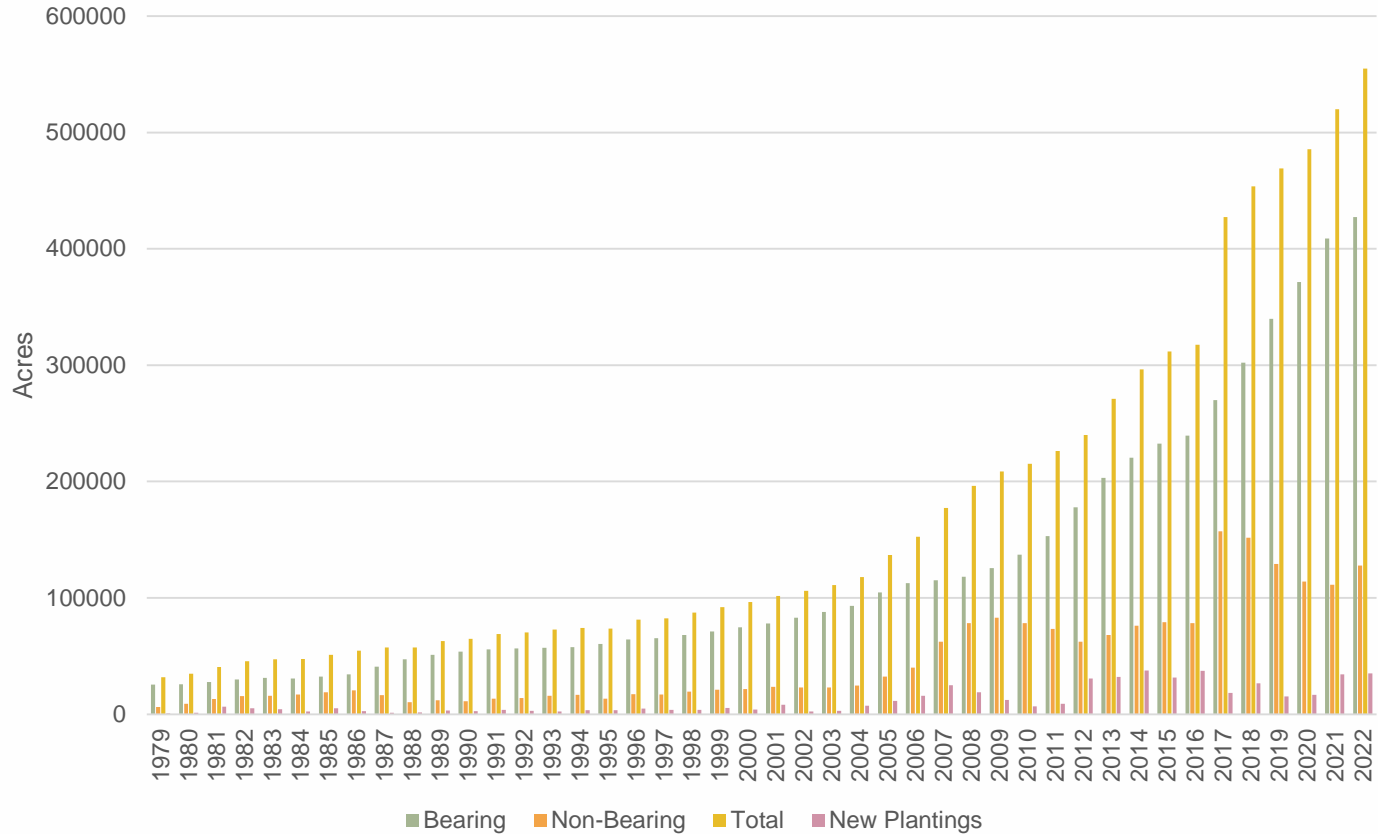
2030

- Increase in projected production
- will require consumption to increase by approx. 45% to 157gms per capita/per year.

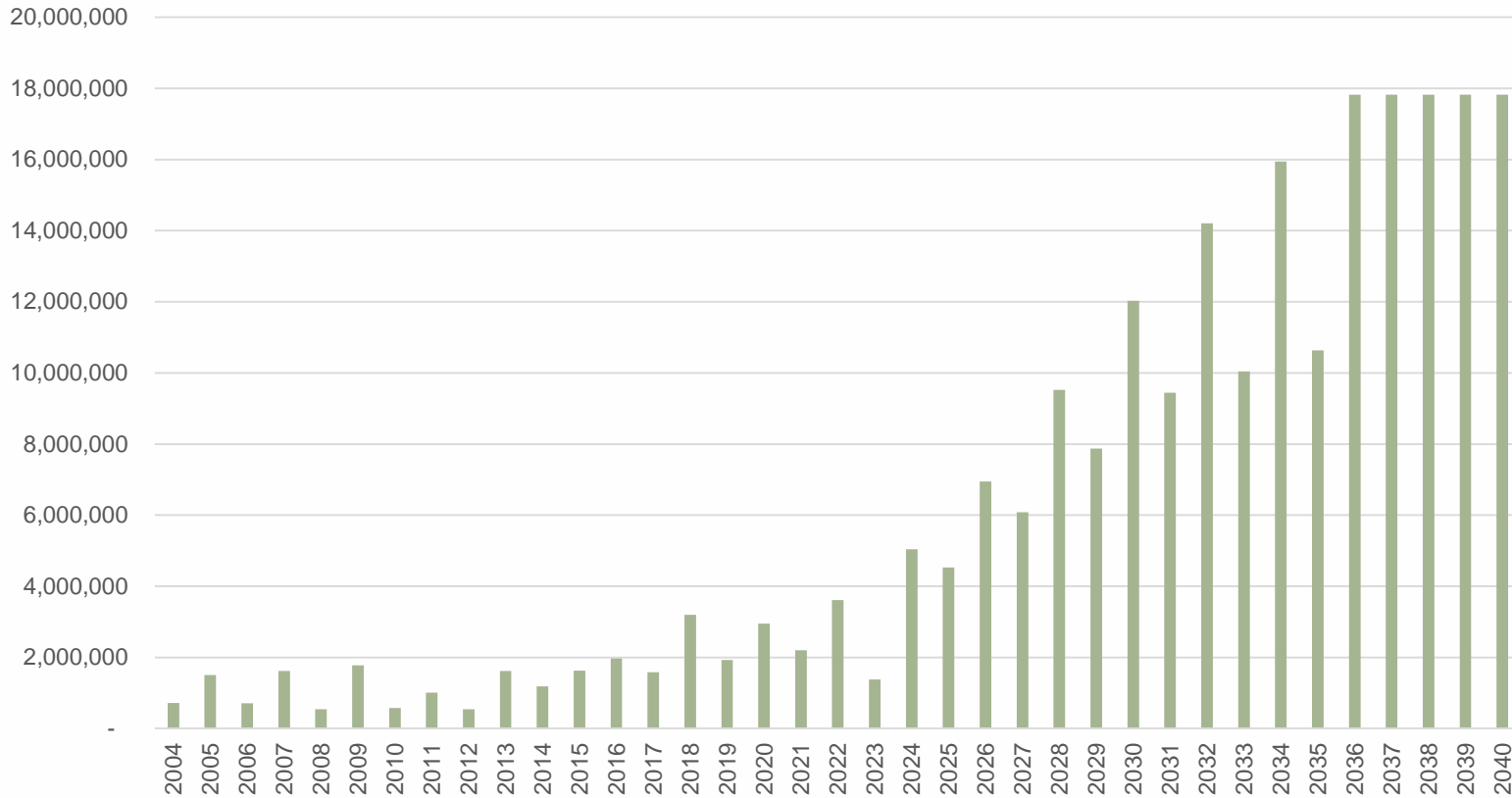
# US Crop History



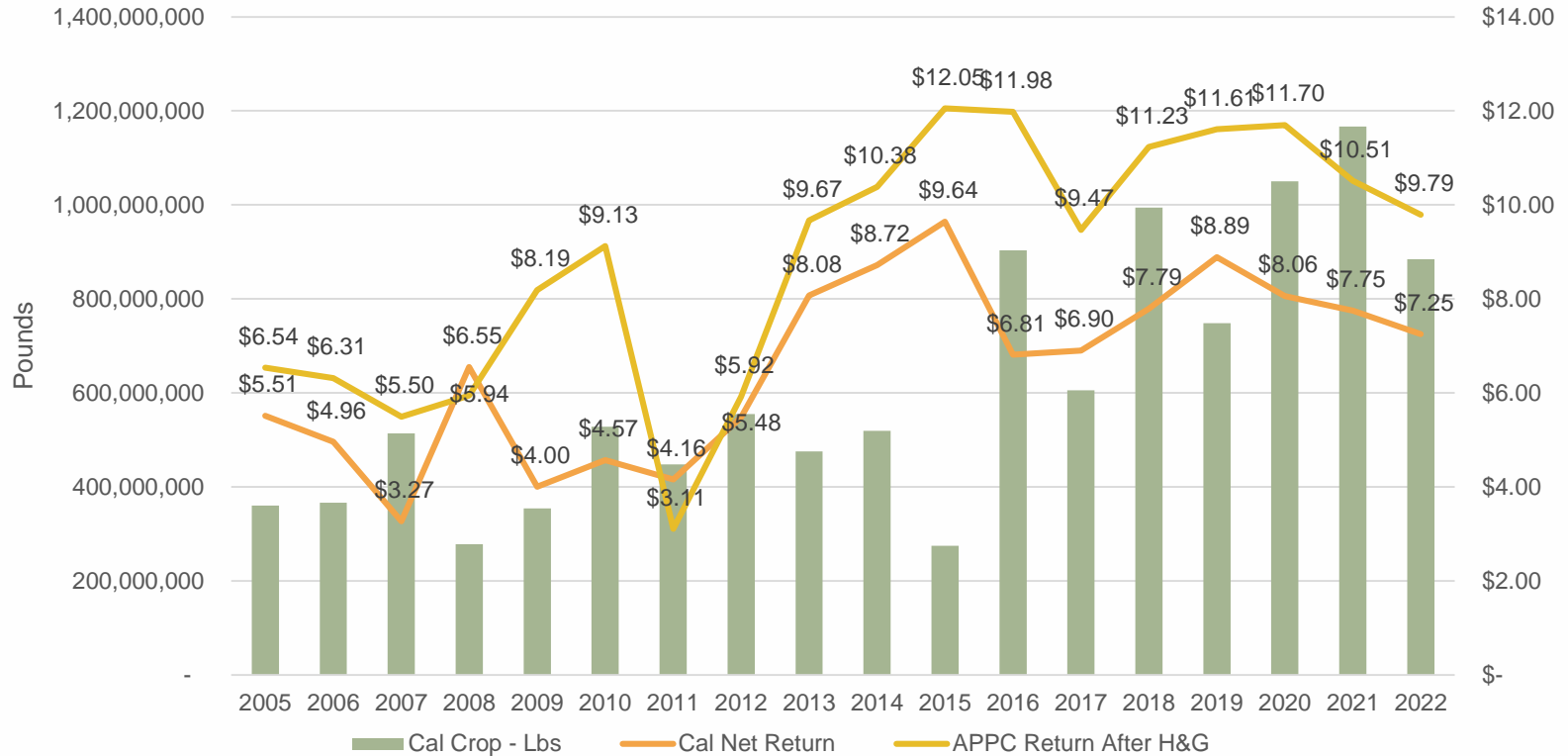
# Californian Acreage Report



# Australian Production Projection (kgs)

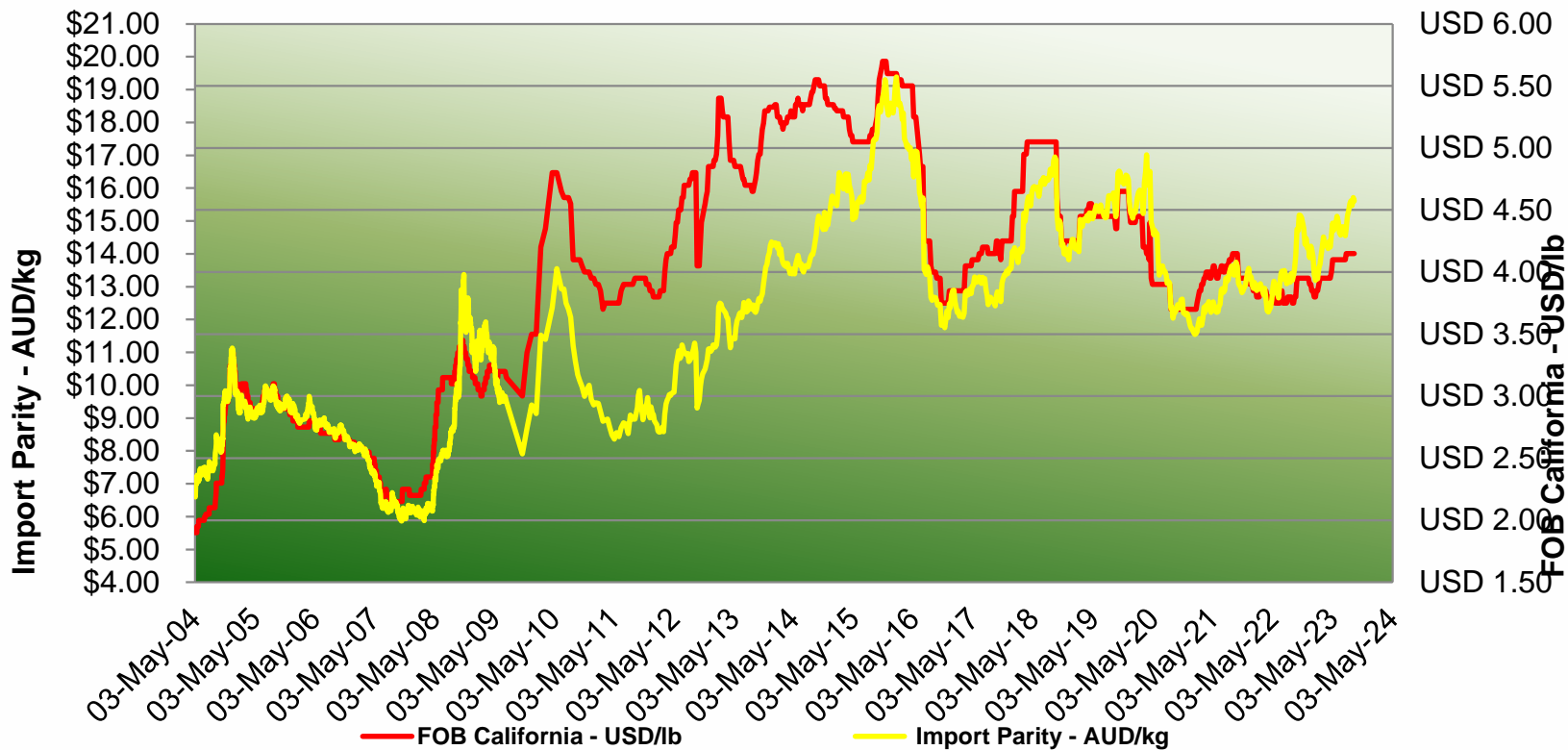


# Cal Crop and Cal vs APPC Return Comparisons

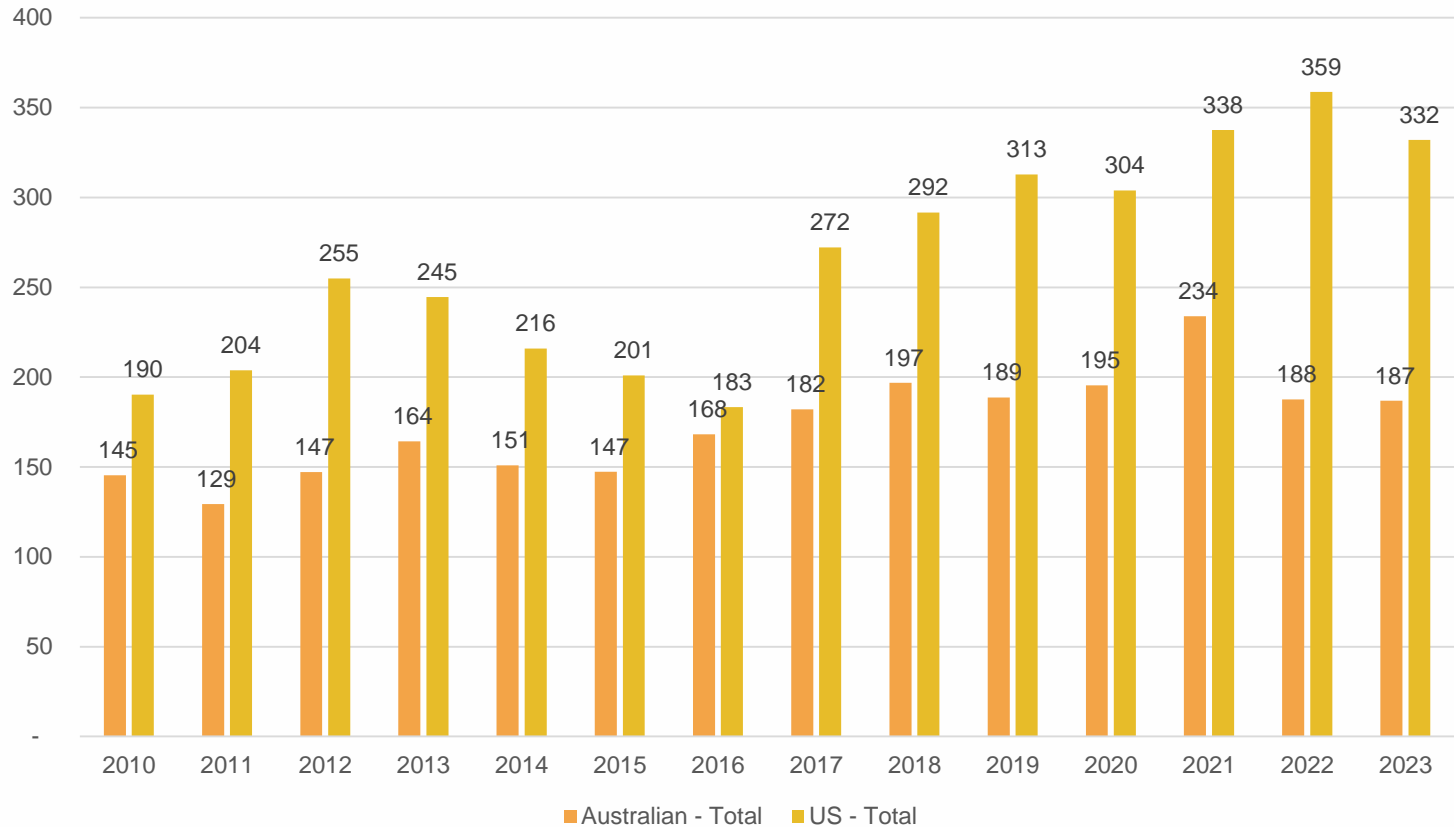




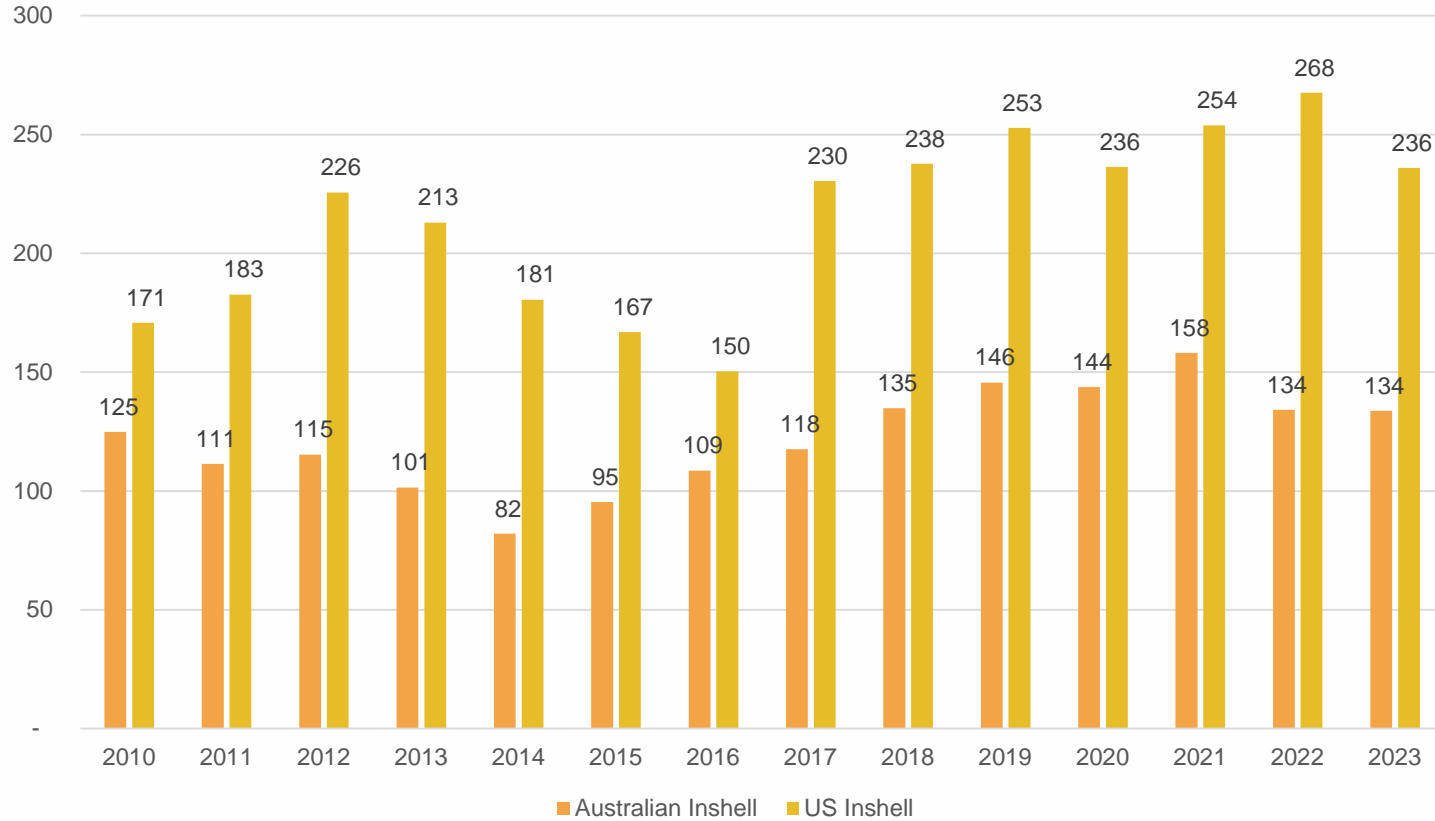
# Pricing History



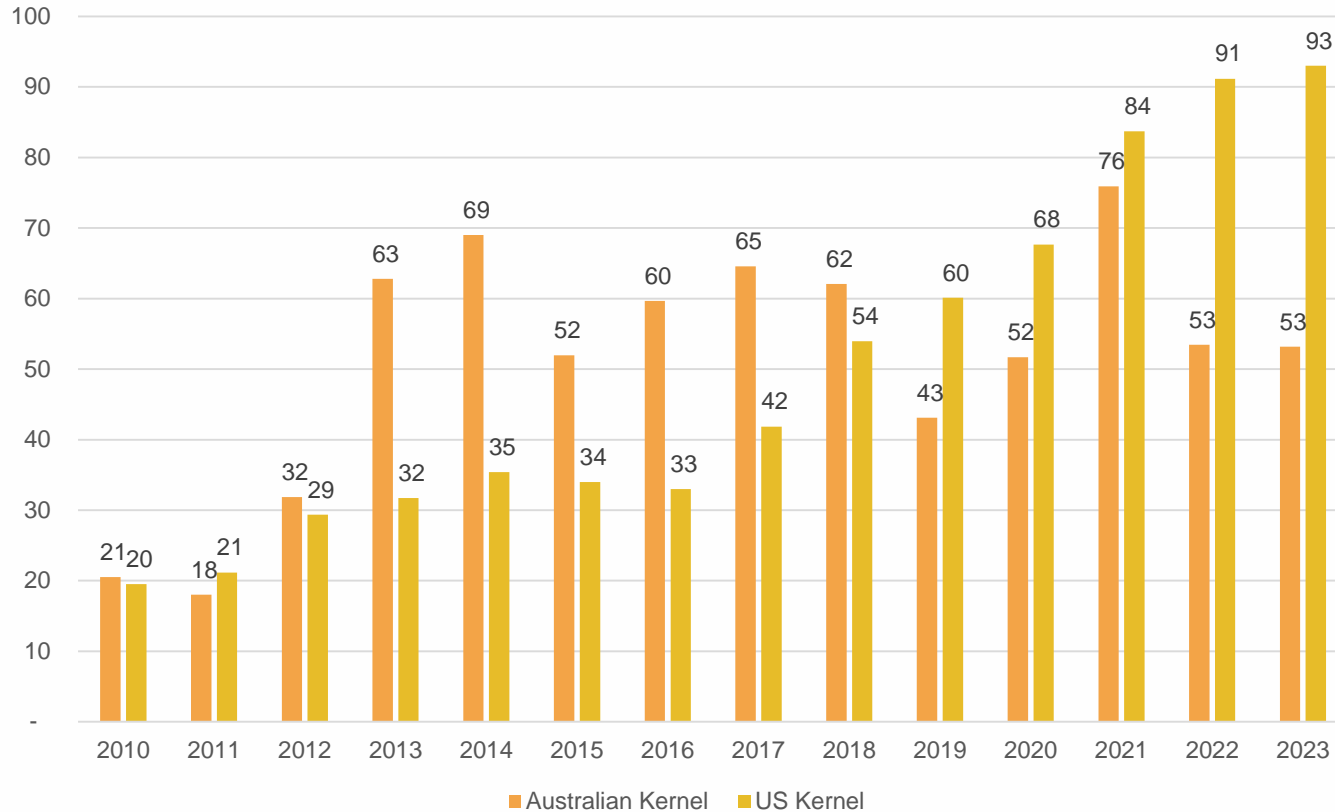
# Per capita consumption US vs Aust (grams)



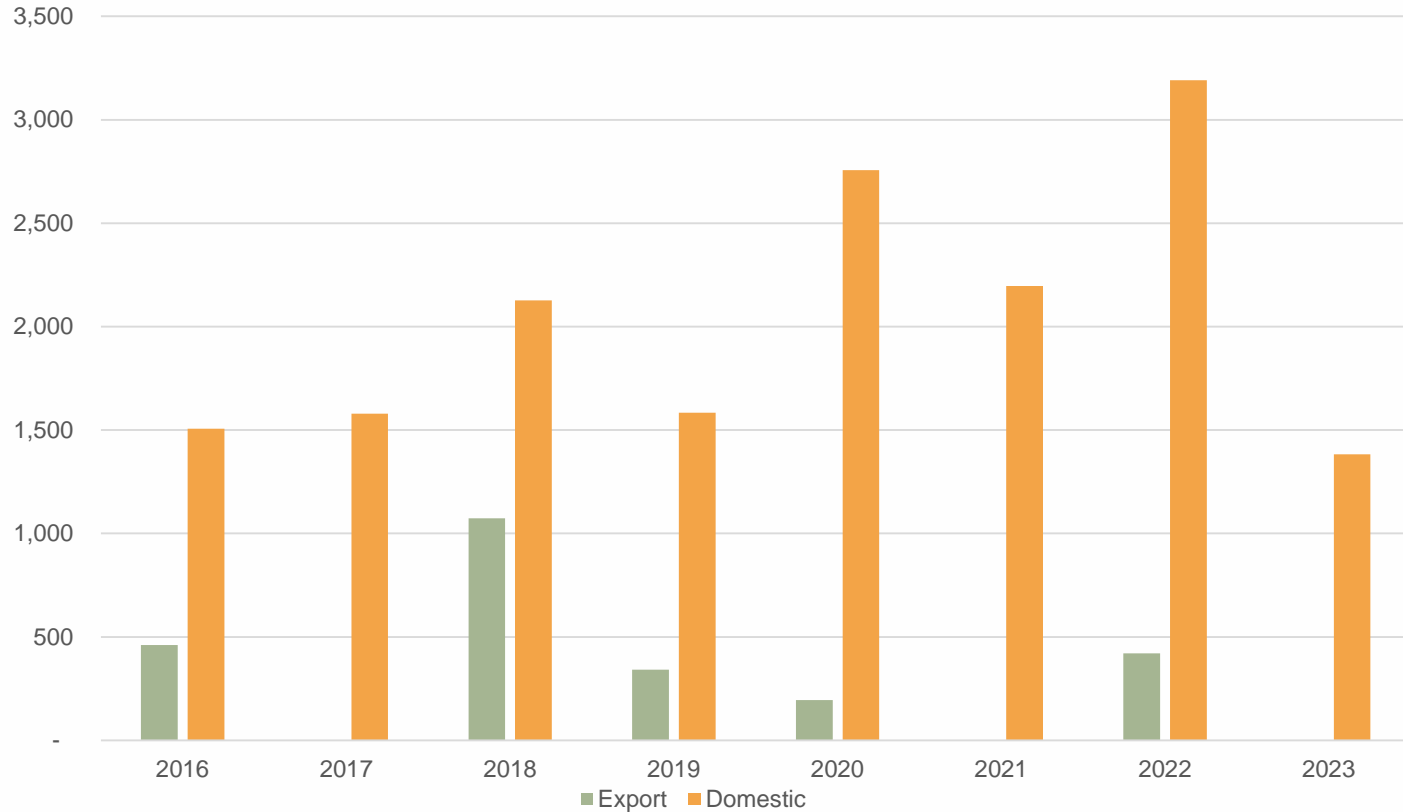
# Per Capita Consumption US vs Aust Inshell (grams)



# Per Capita Consumption US vs Australia kernel (grams)



# Domestic vs Export Summary



# 2023 Crop Summary

- **Crop**

- Low Yields, volume has presented market challenges.
- All clients have had volumes significantly reduced.
- Retailers heavily focussed on US program.
- Retailers continue to increase supplier compliance requirements.
- GSFI accreditation becoming mandatory supply requirement.
- Increased Hulling and Grading charges due increase in trash and pickouts.
- Challenge of managing cashflow due some clients requiring 12 month supply and transitioning from 2022 to 2023 to 2024 – deferred deliveries.
- Consumer Research Project Commissioned – build increased consumer insights.
- Scan data acquired – build increased data intelligence.
- Wise Crack to continue, guided by insights.



# 2023 Crop Summary

- **Market Environment**

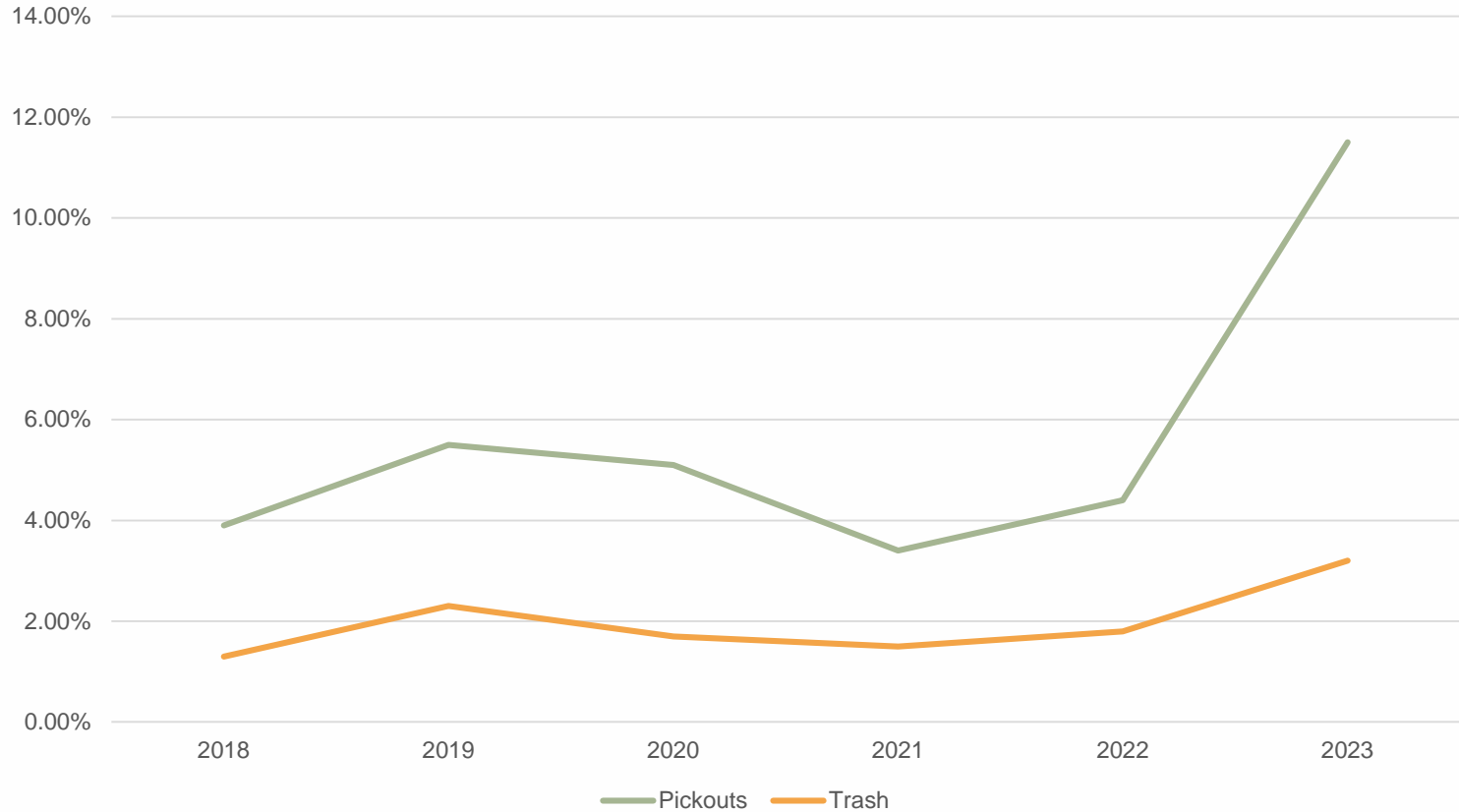
- Global economic conditions are challenging.
- Discretionary spending being curtailed by consumers.
- Nut category under price pressure – especially almonds, walnuts, macadamias
- Retailers holding margins - consumers not benefiting from lower supplier prices.
- Weak AUD is offsetting some of the price pressure across category.

- **Retail**

- Woolworths attempting to reinvigorate their category.
- Range/SKU's continue to be reviewed.
- Product innovation will be required to drive consumption growth.
- US heavily focused on kernel development – inshell consumption is stagnant and consumers looking for increased convenience.

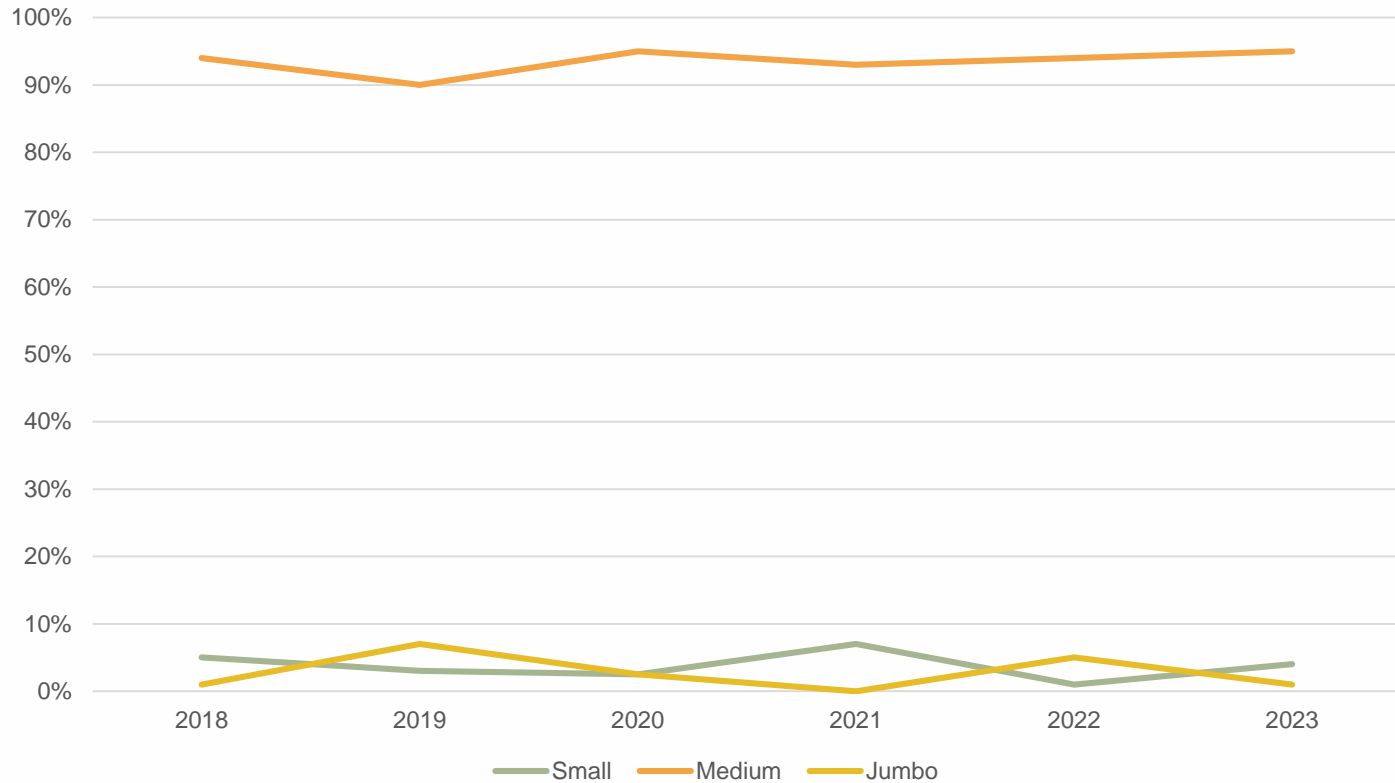


# Pickout & Trash Summary

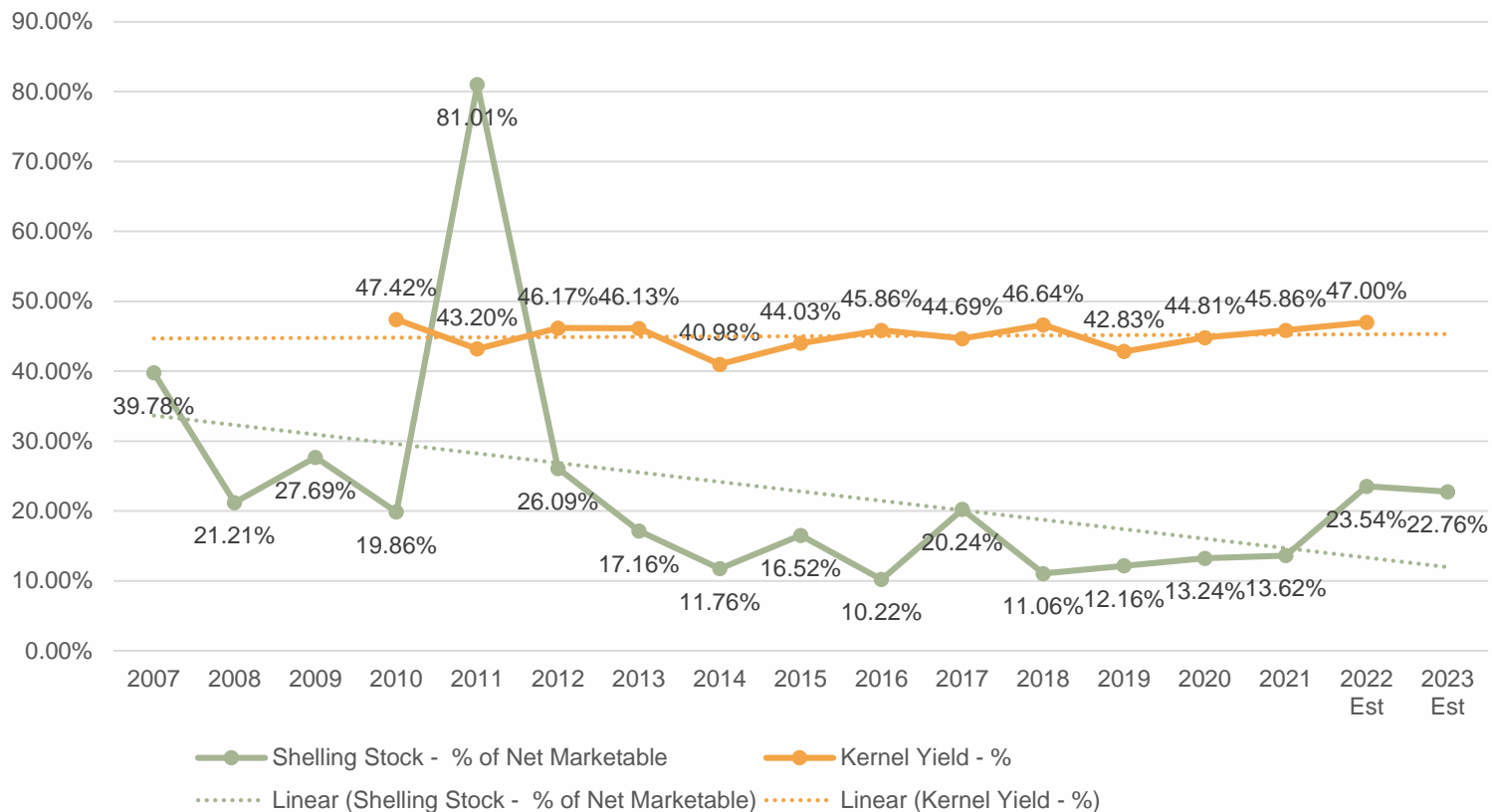




# Size Comparison



# Shelling Overview



# HB2 Development



# HB2 Development

