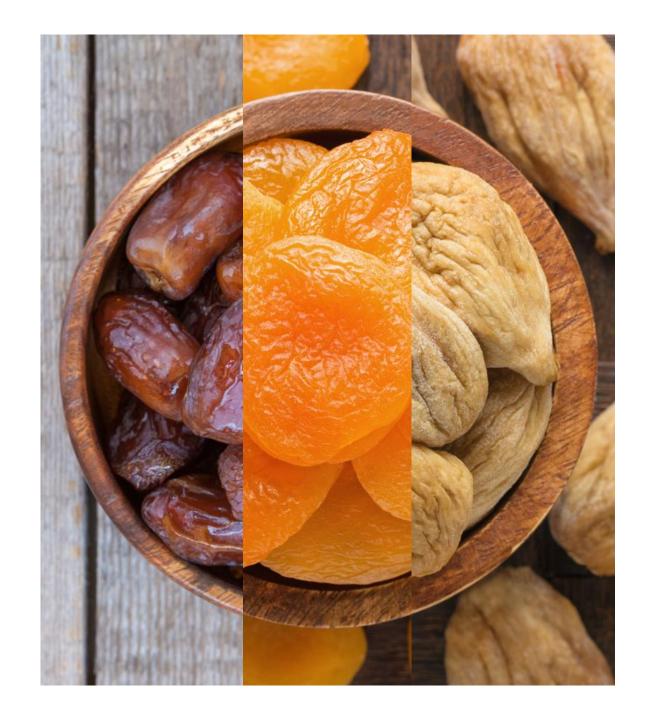
DATES, APRICOTS & FIGS ROUND TABLE





Panel

- Chair: Guillaume Pagy, General Manager, Pagysa & Nova Fruits International, Türkiye
- Ahmed Boujbel, General Manager, Boudjebel, Tunisia
- Ogan Ceryan, Board Member and Plant Manager, Anatolia AS, Türkiye
- Miray Usta, Member of the Board, Usta Food, Türkiye
- James Weaire, Managing Director, Chelmer Foods, UK
- Adam Green, President, The Hemisphere Group, USA

Antitrust Statement: The fundamental purpose of this session is for the participants to discuss different aspects of the nut and dried fruit industry. It is the policy and practice of the INC Foundation to conduct all its meetings and activities in strict compliance with antitrust and competition laws. There shall be no discussions of competitively sensitive information, including but not limited to prices, rates, coverage, market practices, claims settlement practices, customers or any other competitive aspect of an individual company's operation. INC participants to this meeting commit not to enter into any agreements between undertakings, decisions by associations or undertakings and concerted practices which may affect trade and which have as their object or effect the prevention, restriction or distortion of competition within the internal market. Each participant is obligated to prevent any discussion from falling outside these bounds. Copyright Notice: All images used in this presentation are for educational purposes only. They are either in the public domain and not subject to copyright, or have been purchased. All images used in this presentation are the property of their respective copyright owners.

Program

- 1. Introduction of Panelists
- 2. Charts Presentation
- 3. Discussion
- 4. Questions



XL World Nut and Dried Fruit Congress. London, May 22-24, 2023

ESTIMATED WORLD DRIED FIG PRODUCTION

Metric Tons

	2022/2023				2023/2024			
COUNTRY	BEG. STOCK	PRODUCTION	TOTAL SUPPLY	ENDING STOCK	BEG. STOCK	PRODUCTION	TOTAL SUPPLY	ENDING STOCK
TÜRKIYE	6,000	73,000	79,000	7,500	7,500	75,000	82,500	5,000
IRAN	1,000	28,000	29,000	2,000	2,000	32,000	34,000	2,200
AFGHANISTAN	2,000	10,000	12,000	0	0	22,000	22,000	1,000
SPAIN	2,000	9,000	11,000	1,300	1,300	8,500	9,800	1,200
GREECE	0	4,000	4,000	100	100	7,000	7,100	100
USA	0	8,000	8,000	1,500	1,500	6,700	8,200	1,500
ITALY	0	4,500	4,500	0	0	4,500	4,500	0
OTHERS	0	5,500	5,500	0	0	5,600	5,600	0
WORLD TOTAL	11,000	142,000	153,000	12,400	12,400	161,300	173,700	11,000

WORLD CONSUMPTION (T. Supply - End. Stock)	140,600
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Sources: Aegean Exporters' Association, Iran Dried Fruits Exporters Association, and other INC sources.

XL World Nut and Dried Fruit Congress. London, May 22-24, 2023

ESTIMATED WORLD DRIED APRICOT PRODUCTION

Metric Tons

	2022/2023				2023/2024			
COUNTRY	BEG. STOCK	PRODUCTION	TOTAL SUPPLY	ENDING STOCK	BEG. STOCK	PRODUCTION	TOTAL SUPPLY	ENDING STOCK
TÜRKIYE	5,000	85,610	90,610	12,000	12,000	89,000	101,000	8,000
IRAN	3,000	24,000	27,000	0	0	24,000	24,000	0
UZBEKISTAN	0	7,000	7,000	0	0	10,000	10,000	0
TAJIKISTAN	0	5,000	5,000	0	0	7,500	7,500	0
AFGHANISTAN	0	6,000	6,000	0	0	5,000	5,000	0
CHINA	0	5,000	5,000	0	0	3,750	3,750	0
USA	0	1,900	1,900	0	0	1,700	1,700	0
SOUTH AFRICA	0	1,020	1,020	0	0	1,100	1,100	0
OTHERS	3,000	30,000	33,000	0	0	30,200	30,200	0
WORLD TOTAL	11,000	165,530	176,530	12,000	12,000	172,250	184,250	8,000

Sources: Aegean Exporters' Association, Iran Dried Fruits Exporters Association, Hortgro Dried Tree Fruit and other INC sources.

ESTIMATED WORLD TABLE DATE PRODUCTION

Metric Tons

		2022/2	2023		2023/2024			
COUNTRY	BEG. STOCK	PRODUCTION	TOTAL SUPPLY	ENDING STOCK	BEG. STOCK	PRODUCTION	TOTAL SUPPLY	ENDING STOCK
SAUDI ARABIA	130,000	199,750	329,750	100,000	100,000	240,000	340,000	110,000
EGYPT	25,000	123,250	148,250	5,000	5,000	160,000	165,000	20,000
UAE	50,000	127,500	177,500	30,000	30,000	155,000	185,000	40,000
IRAN	38,000	144,750	182,750	15,000	15,000	140,000	155,000	35,000
ALGERIA	25,000	110,500	135,500	5,000	5,000	140,000	145,000	20,000
TUNISIA	30,000	102,000	132,000	3,000	3,000	125,000	128,000	10,000
IRAQ	15,000	51,000	66,000	2,000	2,000	65,000	67,000	12,000
ISRAEL	10,000	29,750	39,750	3,000	3,000	40,000	43,000	10,000
USA	12,000	25,500	37,500	12,000	12,000	35,000	47,000	12,000
MOROCCO	6,000	17,000	23,000	5,000	5,000	30,000	35,000	6,000
OMAN	8,000	21,250	29,250	7,000	7,000	25,999	32,999	6,000
PAKISTAN	8,000	21,250	29,250	0	0	25,000	25,000	5,000
SUDAN	3,000	8,500	11,500	2,500	2,500	8,000	10,500	1,000
LIBYA	400	1,700	2,100	300	300	3,000	3,300	300
OTHERS	25,000	29,750	54,750	20,000	20,000	40,000	60,000	25,000
WORLD TOTAL	385,400	1,013,450	1,398,850	209,800	209,800	1,231,999	1,441,799	312,300

WORLD CONSUMPTION (T. Supply - End. Stock)	1,189,050
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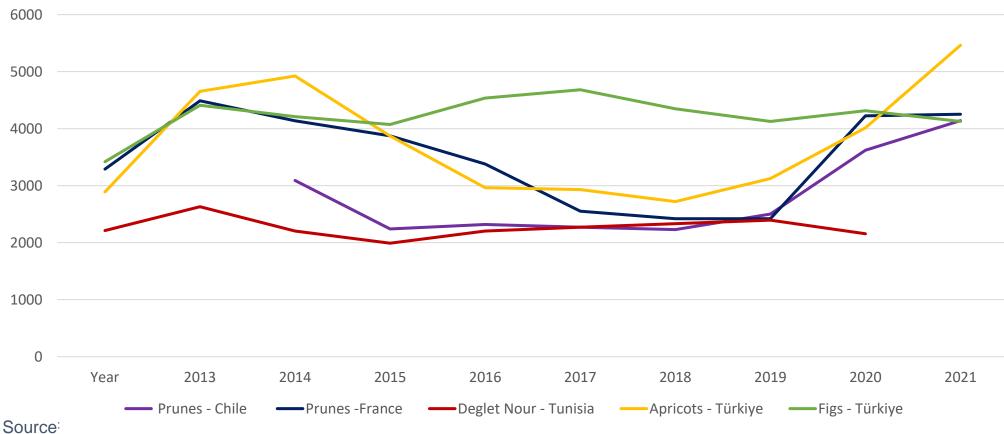
Source:

These data concern only dates that have been packaged and presented for sale as such. They account for about 15% of global production of raw dates. Dates consumed in bulk and those destined for processing are not included.

XL World Nut and Dried Fruit Congress. London, May 22-24, 2023

Tree Fruit Export prices usd / ton FOB

Metric Tons



Customs export average figures for Whole fruit provided by several INC members or Export Associations

Summary & Conclusion

- Dried Figs :
- Reduced consumption in EU increased in USA and F/E, new markets.
- Dried Apricots:
- Challenges caused by the Earthquake.
- Are high prices a new normal for Dried Apricots?
- Challenges caused to SO2 limitations.
- Dates
- Will 2023 see the end of a 5 years cycle of low prices?

