

MACADAMIAS ROUND TABLE



INC XL WORLD NUT AND
DRIED FRUIT CONGRESS
MAY 22-24, 2023



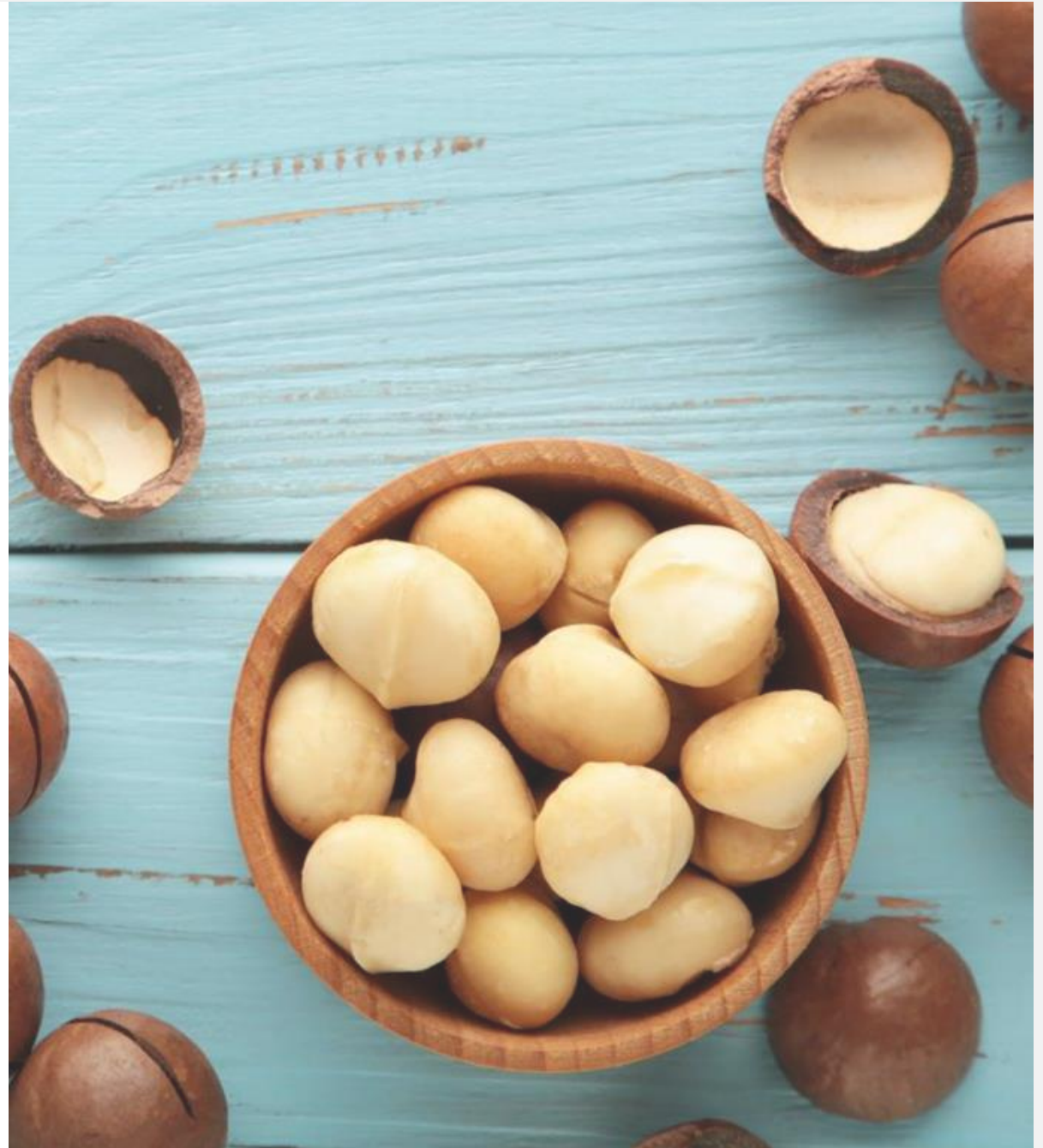
Panel

- Chair: **Alan Sutton**, Chairman, Valley Macadamia Group, South Africa
- **Richard Sampson Genest**, Director, CCO, Stahmann Webster, Australia
- **Mbugua Ngugi**, Managing Director, Kenya Nut Company, Kenya
- **Chen Wen**, CEO President, Symbol Group, China
- **José Eduardo Camargo**, Co-Founder, Director, QueenNut Macadamia, Brazil

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Program

1. Crop Overview from the major growing regions (SA, AUS, CHINA, Kenya)
2. Production Challenges
3. Price Trends & Economic Impact
4. Trade & Regulations
5. Industry Consolidation
6. Future Outlook & Innovation



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ESTIMATED WORLD MACADAMIA PRODUCTION

In-shell Basis. Metric Tons

COUNTRY	2022				2023			
	BEG. STOCK	CROP	TOTAL SUPPLY	ENDING STOCK	BEG. STOCK	CROP	TOTAL SUPPLY	ENDING STOCK
SOUTH AFRICA	n/r	68,840	68,840	n/r	n/r	81,566	81,566	n/r
AUSTRALIA	n/r	52,974	52,974	n/r	n/r	60,000	60,000	n/r
CHINA*	n/r	62,500	62,500	n/r	n/r	56,000	56,000	n/r
KENYA	n/r	41,500	41,500	n/r	n/r	42,500	42,500	n/r
GUATEMALA	n/r	15,850	15,850	n/r	n/r	17,000	17,000	n/r
MALAWI	n/r	10,400	10,400	n/r	n/r	12,540	12,540	n/r
USA	n/r	14,400	14,400	n/r	n/r	14,400	14,400	n/r
VIETNAM	n/r	8,000	8,000	n/r	n/r	9,000	9,000	n/r
BRAZIL	n/r	6,500	6,500	n/r	n/r	8,000	8,000	n/r
COLOMBIA	n/r	1,050	1,050	n/r	n/r	1,300	1,300	n/r
OTHERS	n/r	16,900	16,900	n/r	n/r	17,000	17,000	n/r
WORLD TOTAL	n/r	298,914	298,914	n/r	n/r	319,306	319,306	n/r

WORLD CONSUMPTION (T. Supply - End. Stock)	298,914
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Sources: Macadamias South Africa, Australian Macadamia Society, China Chamber of Commerce for Import and Export of Foodstuffs, Nut Processors Association of Kenya, USDA, Vietnam Macadamia Association, Brazilian Macadamia Association and other INC sources. n/r: not reported or not relevant. *Chinese figures converted to 3.5% NIS moisture content.

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ESTIMATED WORLD MACADAMIA PRODUCTION

Kernel Basis. Metric Tons

COUNTRY	2022				2023			
	BEG. STOCK	CROP	TOTAL SUPPLY	ENDING STOCK	BEG. STOCK	CROP	TOTAL SUPPLY	ENDING STOCK
SOUTH AFRICA	n/r	22,000	22,000	n/r	n/r	26,100	26,100	n/r
AUSTRALIA	n/r	16,400	16,400	n/r	n/r	18,600	18,600	n/r
CHINA*	n/r	15,600	15,600	n/r	n/r	14,000	14,000	n/r
KENYA	n/r	8,300	8,300	n/r	n/r	8,500	8,500	n/r
GUATEMALA	n/r	3,180	3,180	n/r	n/r	3,400	3,400	n/r
MALAWI	n/r	2,200	2,200	n/r	n/r	3,135	3,135	n/r
USA	n/r	3,100	3,100	n/r	n/r	3,100	3,100	n/r
VIETNAM	n/r	2,400	2,400	n/r	n/r	2,700	2,700	n/r
BRAZIL	n/r	1,625	1,625	n/r	n/r	2,000	2,000	n/r
COLOMBIA	n/r	210	210	n/r	n/r	260	260	n/r
OTHERS	n/r	3,400	3,400	n/r	n/r	3,400	3,400	n/r
WORLD TOTAL	n/r	78,415	78,415	n/r	n/r	85,195	85,195	n/r

WORLD CONSUMPTION (T. Supply - End. Stock)	78,415
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Sources: Macadamias South Africa, Australian Macadamia Society, China Chamber of Commerce for Import and Export of Foodstuffs, Nut Processors Association of Kenya, USDA, Vietnam Macadamia Association, Brazilian Macadamia Association and other INC sources. n/r: not reported or not relevant. *Chinese figures converted to 3.5% NIS moisture content.

Summary & Conclusion

- **Macadamia production** is experiencing a substantial growth trend, demonstrating a significant increase in output.
- The macadamia industry confronts **various production challenges**, including supply chain inefficiencies, pest & chemical management, and fluctuating weather conditions, necessitating strategic measures to ensure sustained productivity.
- The macadamia **price is experiencing a downward market price trend**, influenced by various markets & tariffs that impact international trade, while also emphasizing the need for sustainable practices to maintain long-term viability in the industry.
- **Global trade and regulatory dynamics** significantly impact the macadamia industry, with trade agreements, import/export regulations, and market access requirements playing a pivotal role in shaping the international landscape for macadamia production and distribution.
- **Industry consolidation & collaboration** in the macadamia sector profoundly impacts a global scale, driving market dynamics, influencing competition, and reshaping supply chains to create more streamlined and efficient operations.
- The macadamia industry holds a promising **future outlook**, as ongoing innovation and technological advancements in cultivation techniques, processing methods, and product diversification pave the way for enhanced productivity, market expansion, and increased consumer demand.

THANK YOU FOR SUPPORTING THE MACADAMIA INDUSTRY



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