

PISTACHIOS ROUND TABLE



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

Panel

- Chair: **Mia Cohen**, Chief Operating Officer, Setton Pistachio of Terra Bella, USA
- **Mike Hohmann**, Executive VP and CFO, Wonderful Pistachios & Almonds, USA
- **Behrooz Agah**, Member of the Board of Trustees, Iran Pistachio Association, Iran
- **Yasir Aydin**, Manager, Aydin Kuruyemis, Türkiye
- **Amancio Muñoz**, Purchasing General Director IFS, Importaco, Spain
- **Sameer Wadhwa**, Owner, Hindasia Foods, India

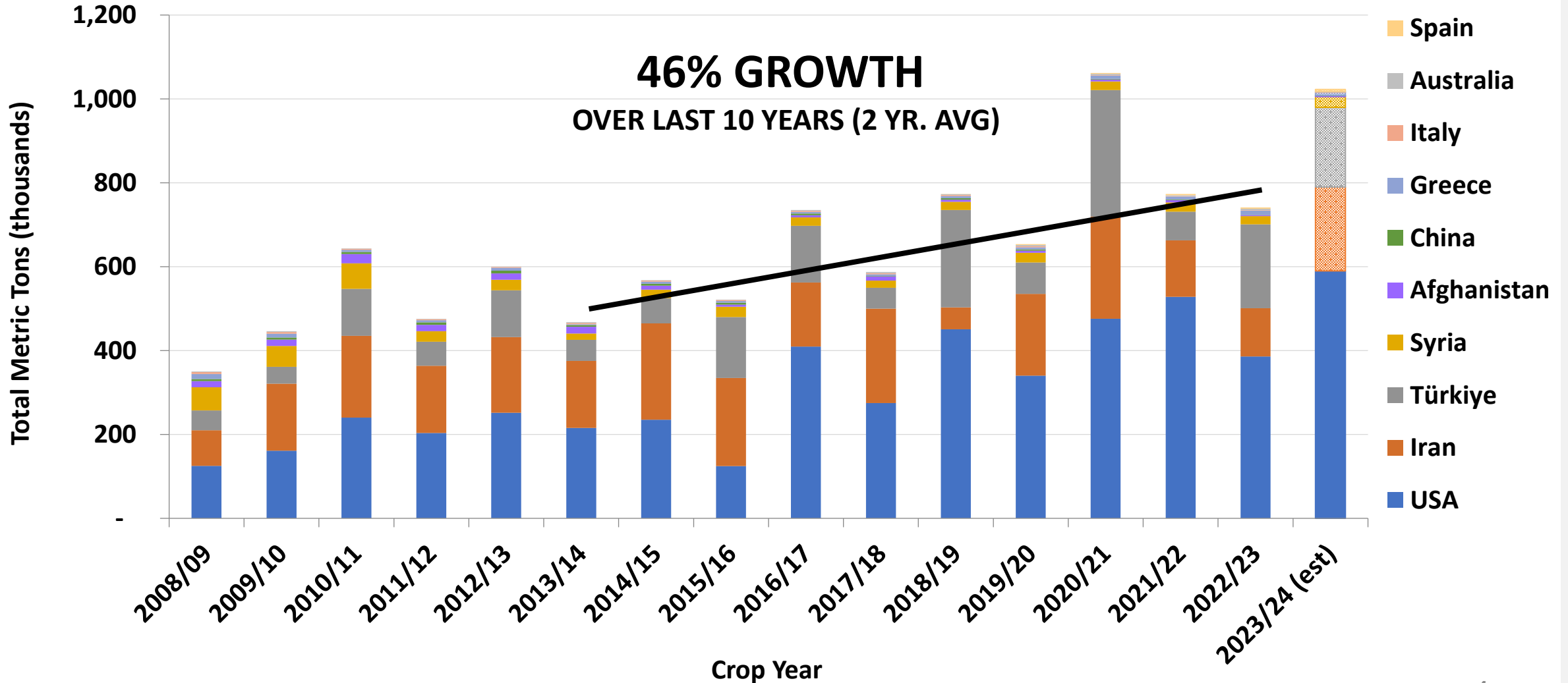
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Program

1. World Pistachio Production
2. Exports by Producing Country
3. World Pistachio Consumption
4. United States Supply & Demand
5. Iran Supply & Demand
6. Türkiye Supply & Demand
7. Spain Supply & Demand
8. INC Official Statistics Table
9. Panel Discussion
 - Global Market Challenges
 - Consumer Demand Trends
 - Nutrition Message
 - Sustainability
 - Future Production Outlook
10. Summary & Conclusion

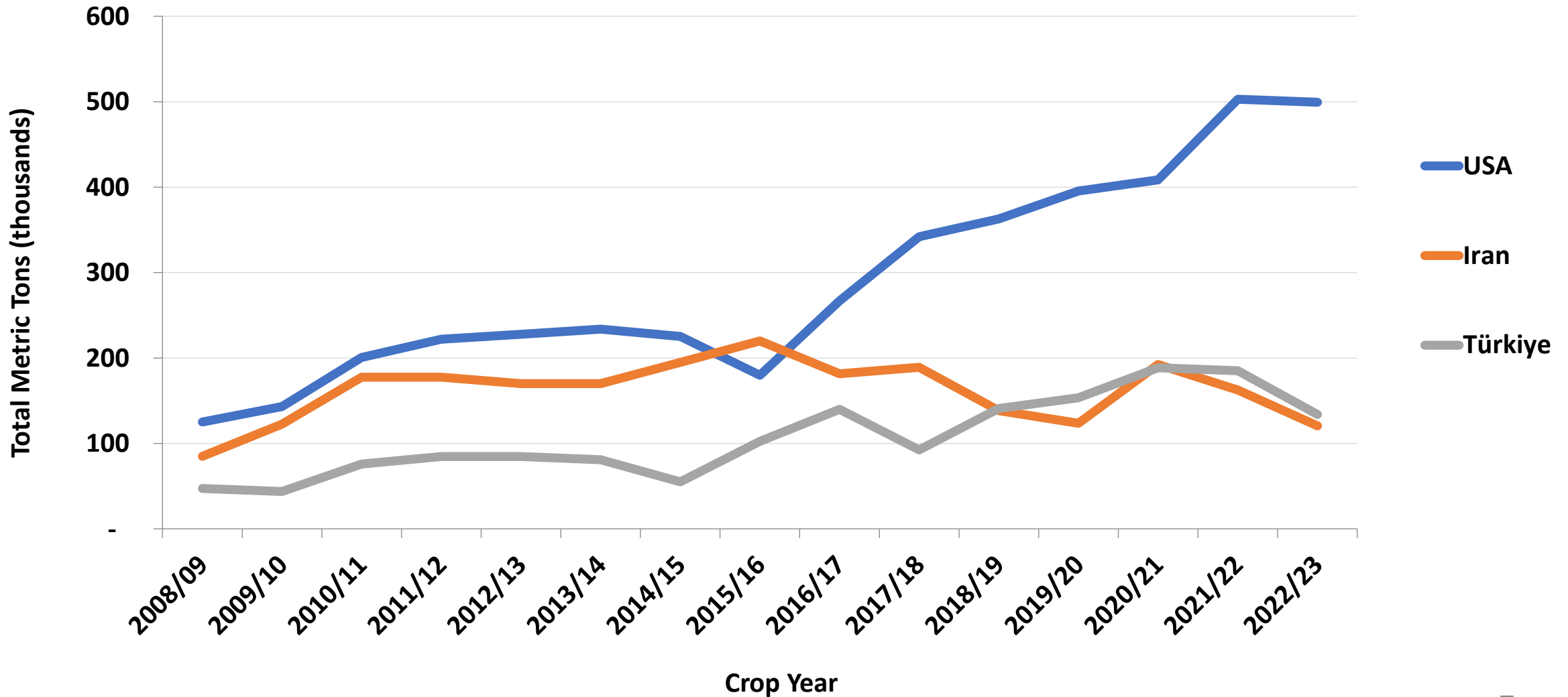


Total World Pistachio Production



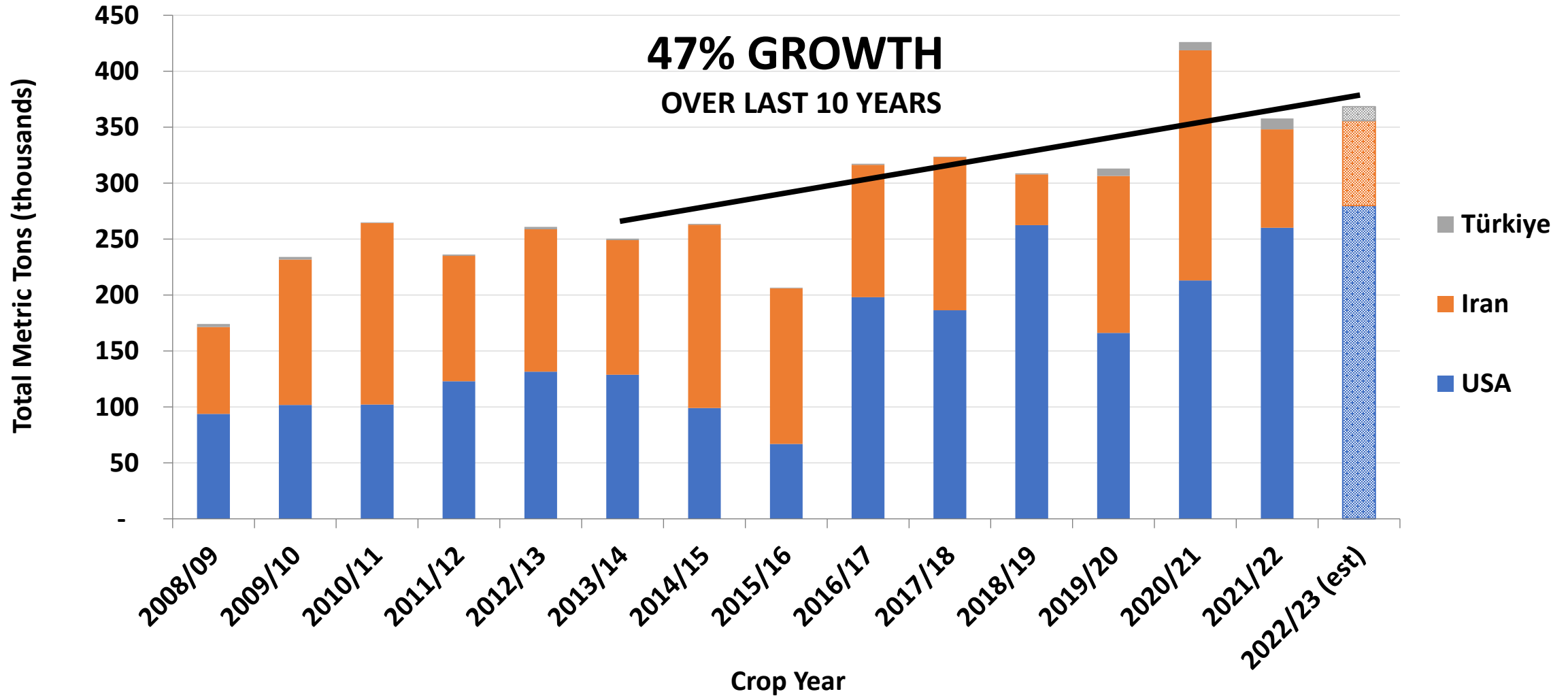
Sources: US Administrative Committee for Pistachios, Iran Pistachio Association, Greek Nuts & Fruits Trade Association, Australia Pistachio Growers' Association and other INC sources.

Major World Pistachio Production - 2 Year Moving Average

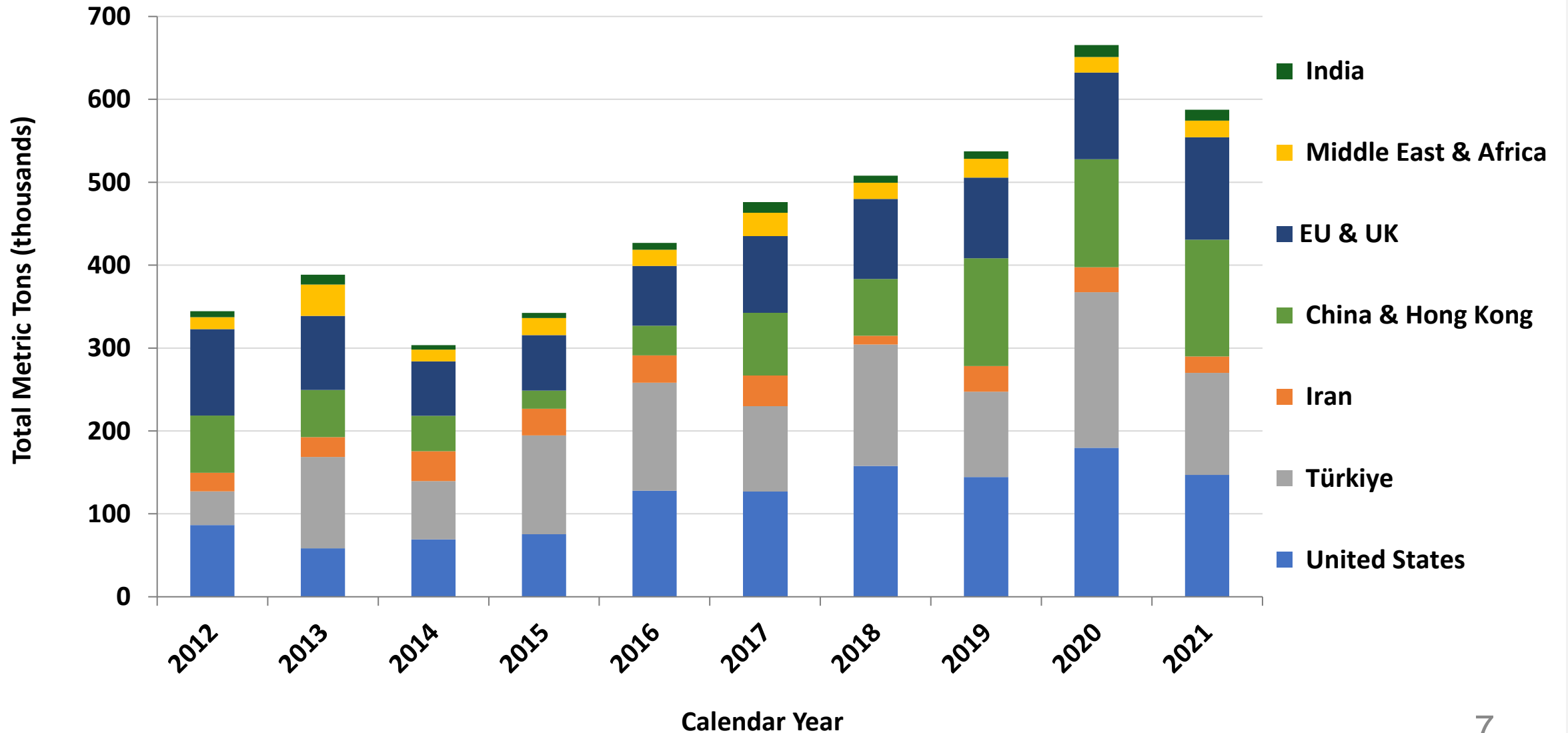


Exports by Major Producing Country

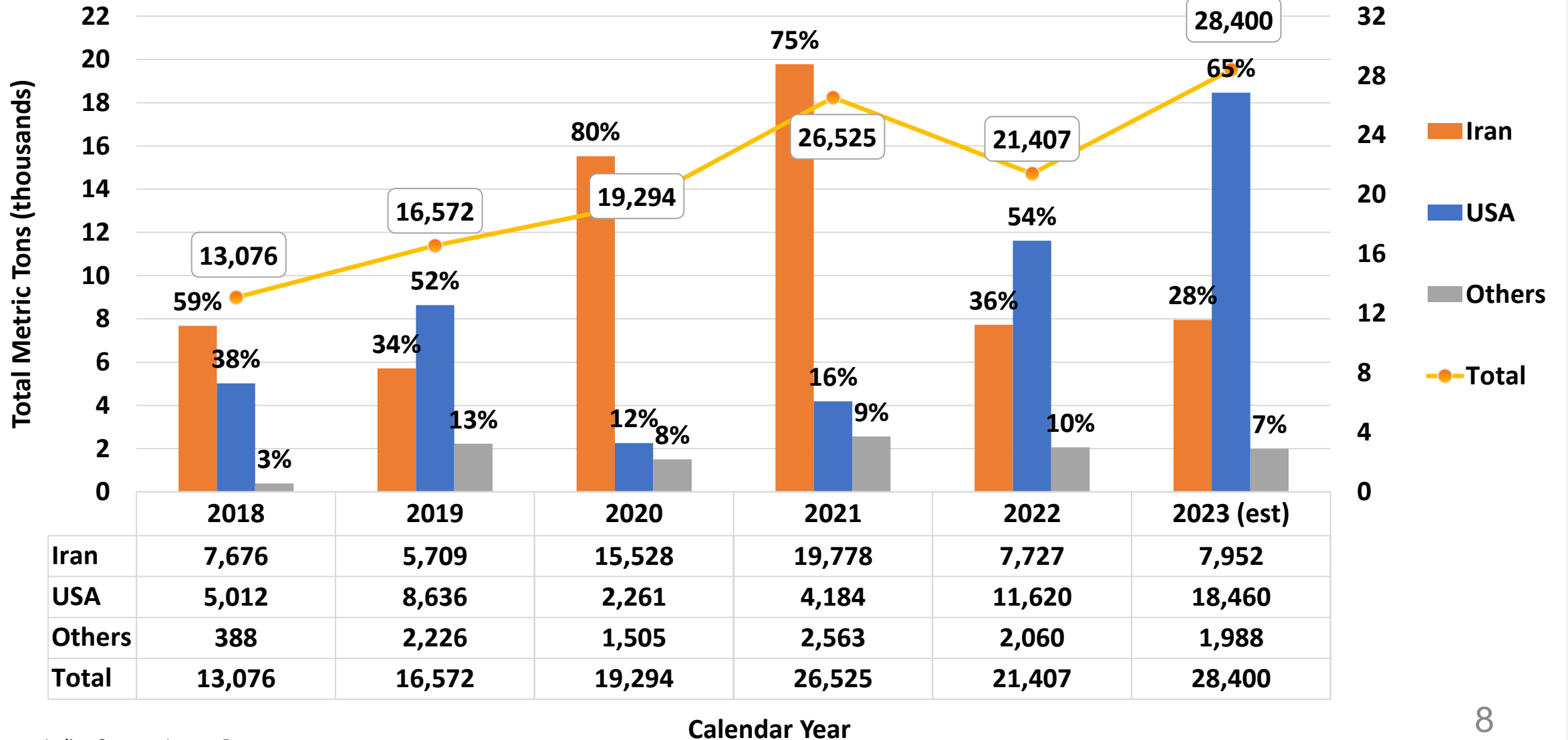
47% GROWTH
OVER LAST 10 YEARS



World Pistachio Consumption – Major Mkts.

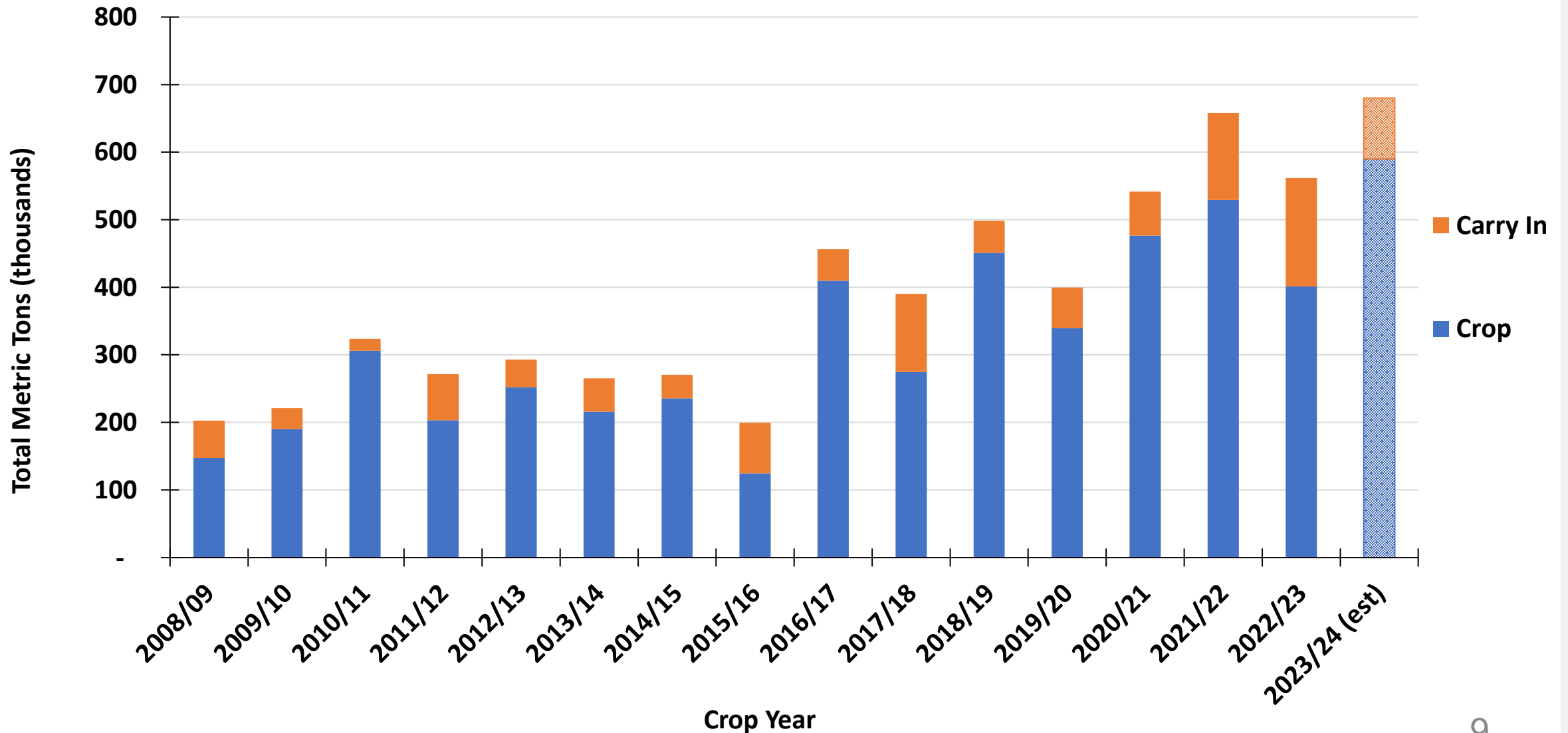


India Pistachio Imports

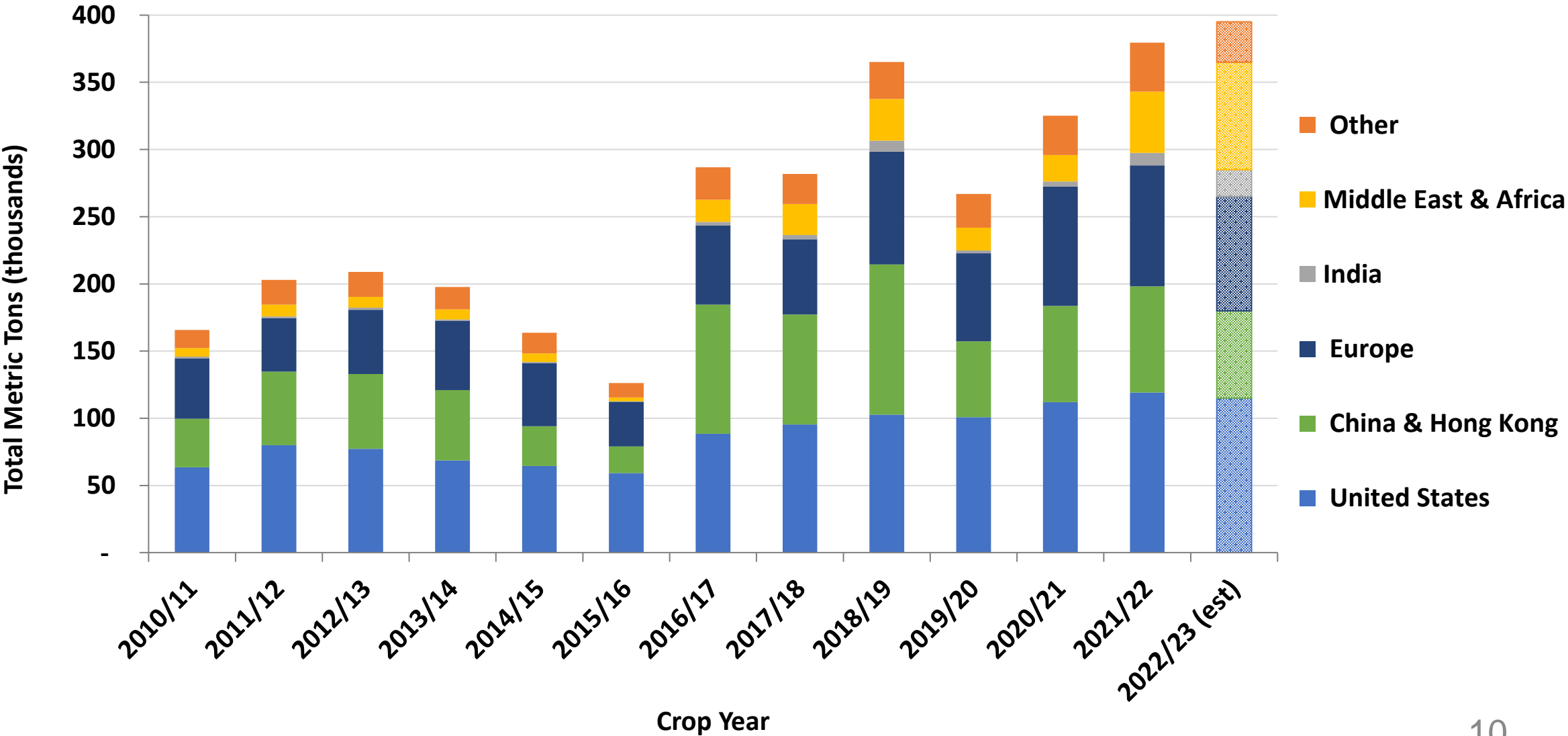


	2018	2019	2020	2021	2022	2023 (est)
Iran	7,676	5,709	15,528	19,778	7,727	7,952
USA	5,012	8,636	2,261	4,184	11,620	18,460
Others	388	2,226	1,505	2,563	2,060	1,988
Total	13,076	16,572	19,294	26,525	21,407	28,400

US Pistachio Production & Carry In

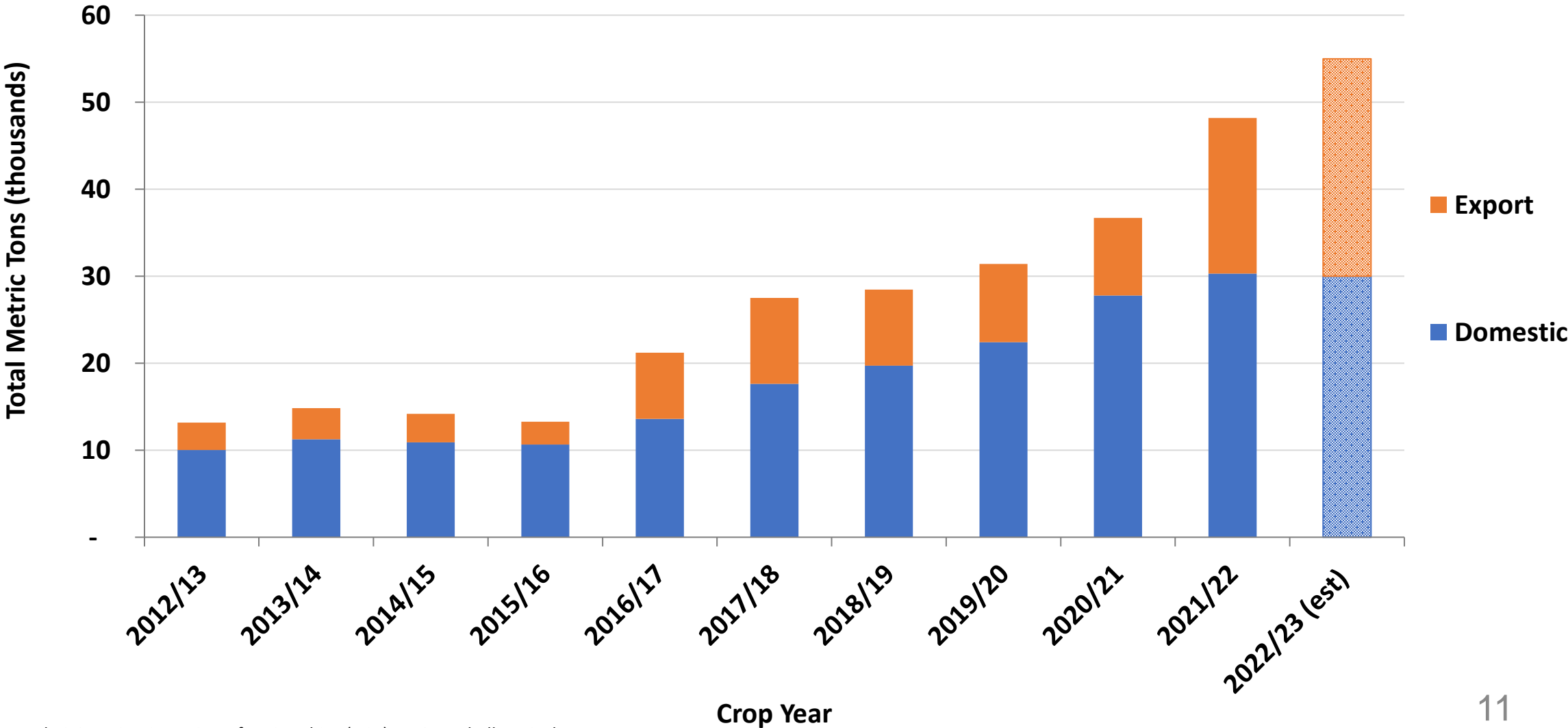


US Pistachio Shipments



Source: Administrative Committee for Pistachios (ACP)

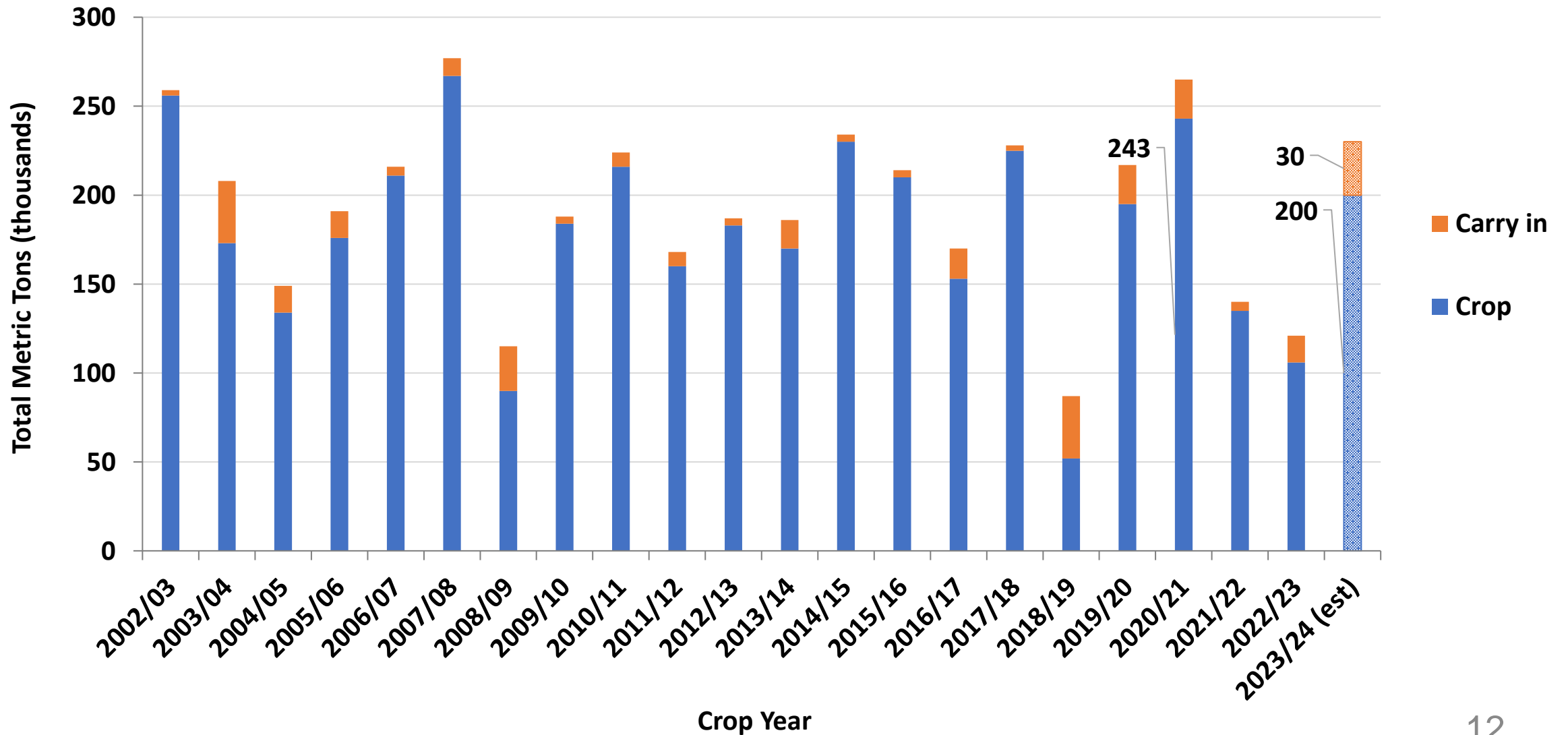
US Pistachio Kernel Shipments



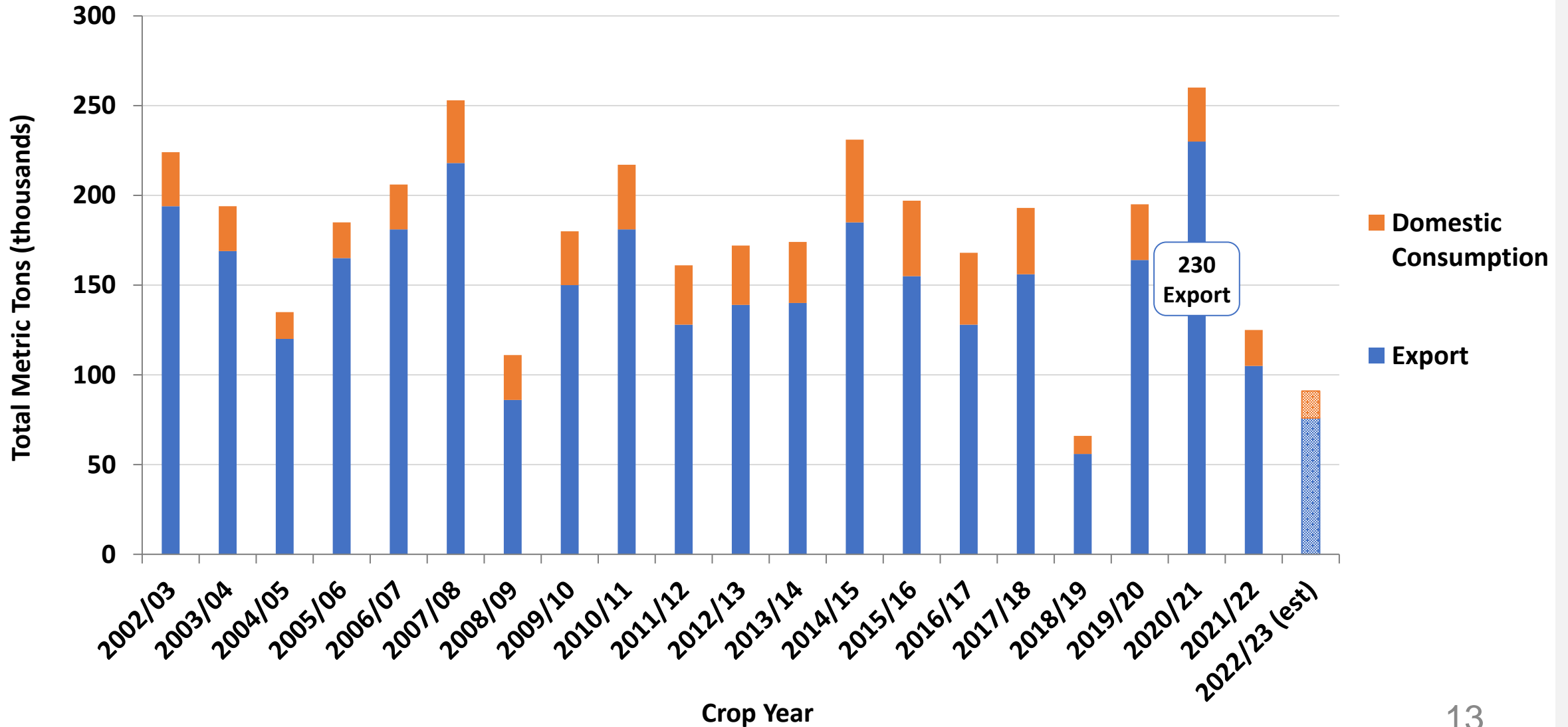
Source: Administrative Committee for Pistachios (ACP) **NOT** Inshell Equivalent.

Iranian Pistachio Production & Carry In

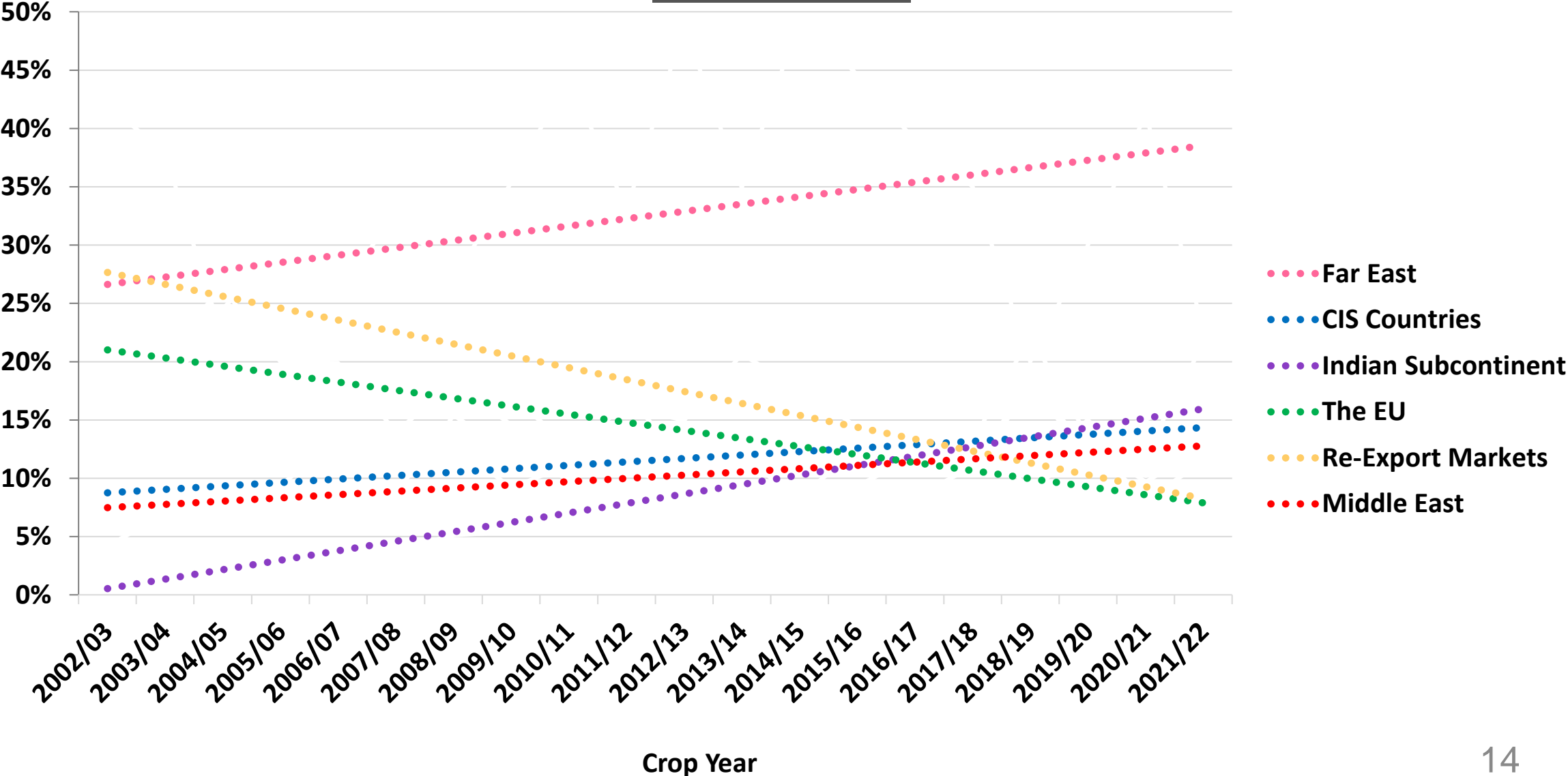
(In-shell Equivalent)



Iranian Pistachio Shipments (In-shell Equivalent)

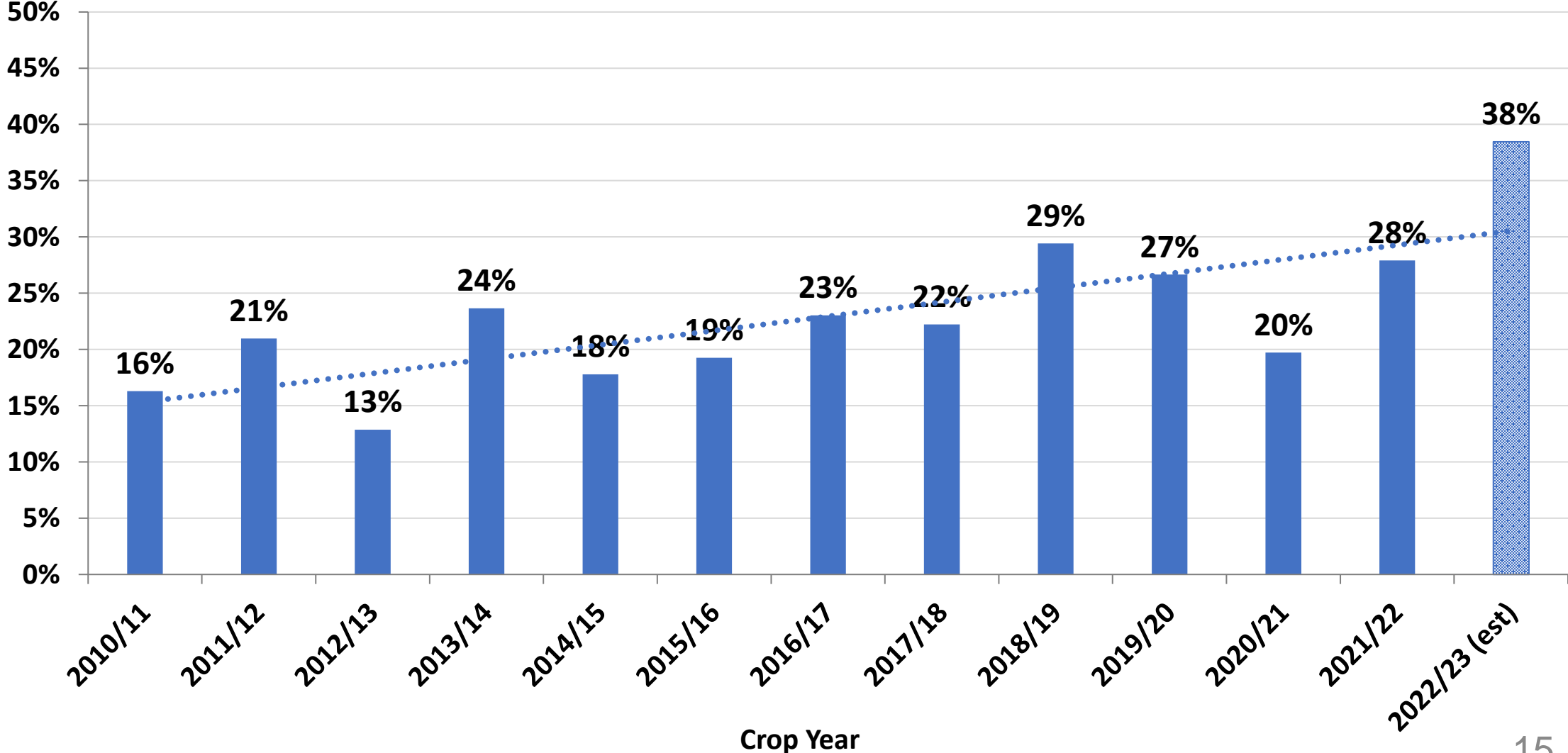


Trend of Export Share for Major Destinations of Iranian Pistachios



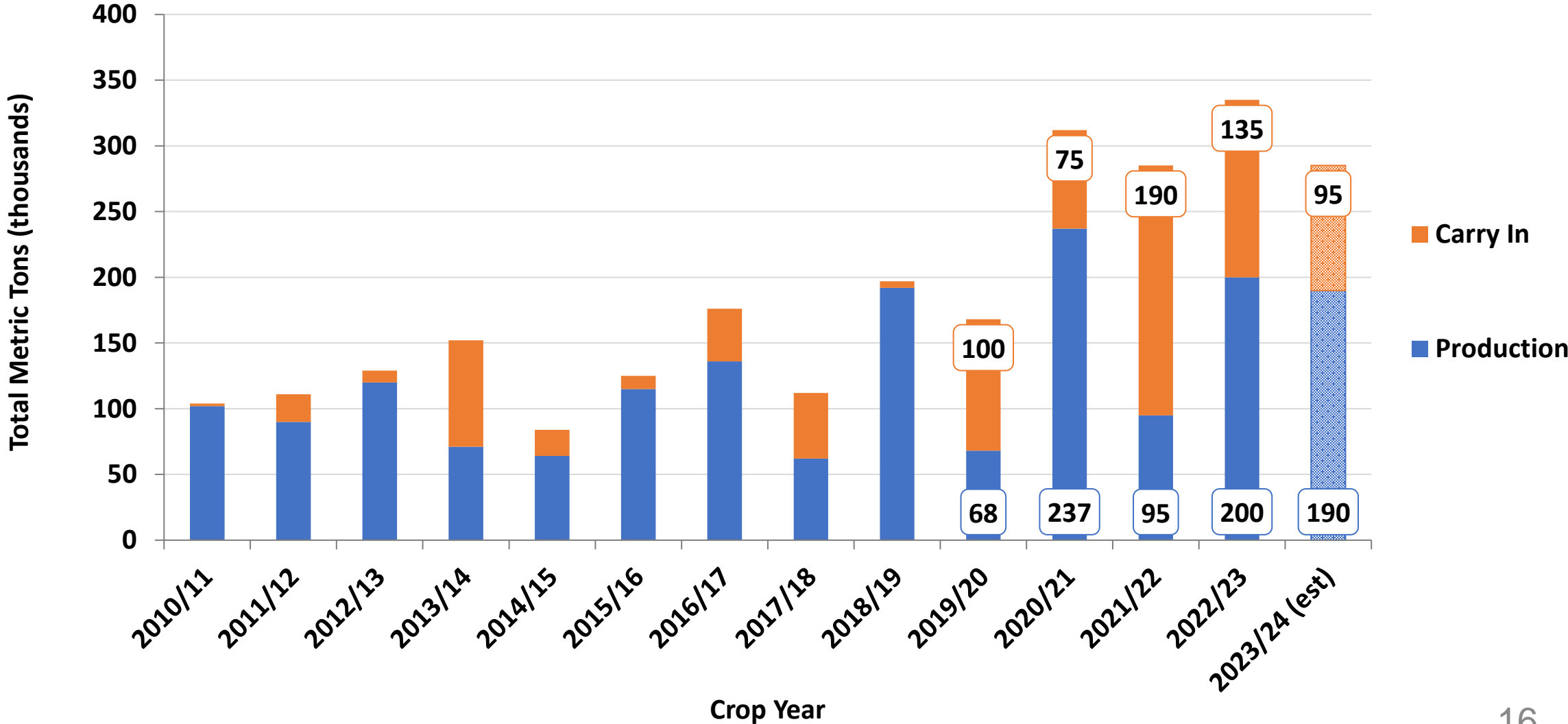
Source: IPA

Share of Kernels from Annual Iranian Pistachio Exports (In-shell Equivalent)

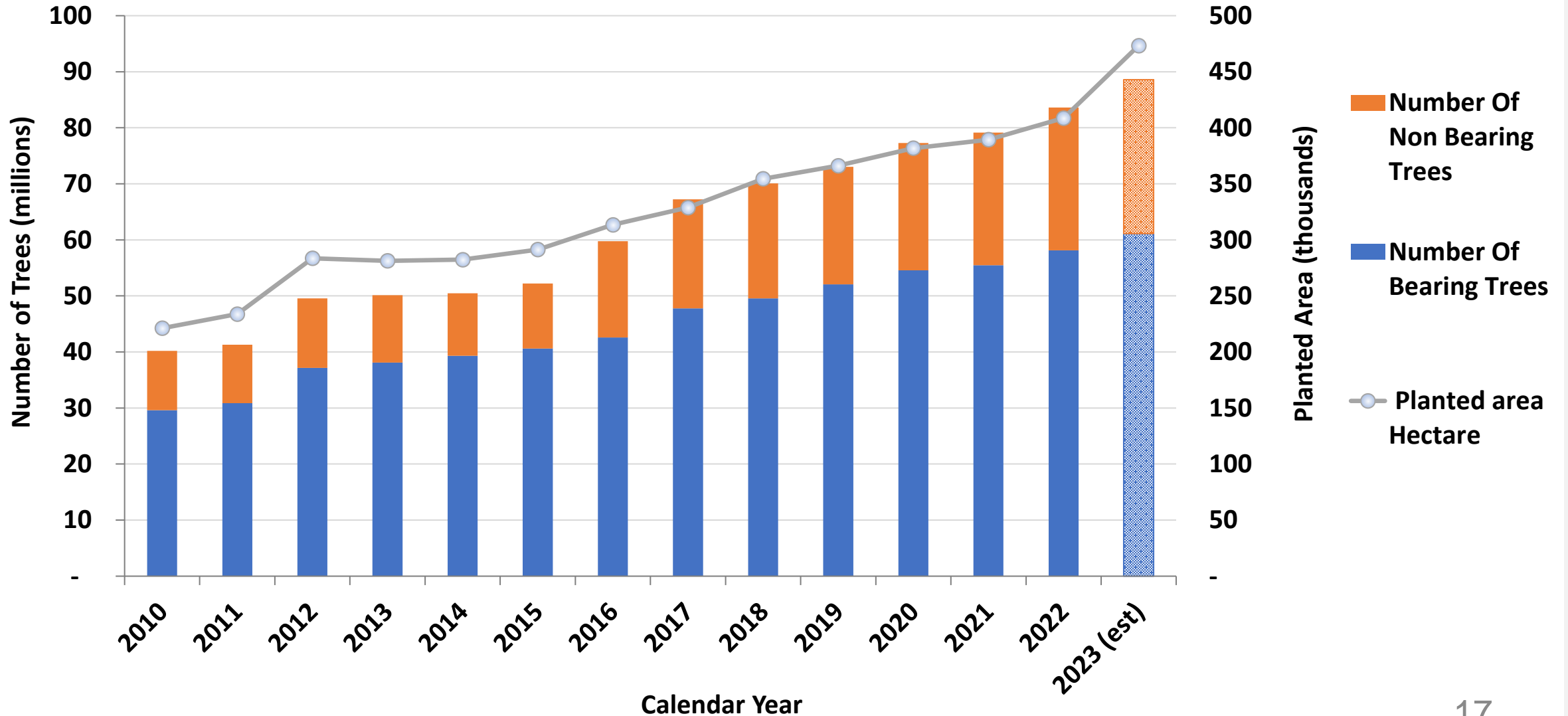


Source: IPA

Turkish Pistachio Production & Carry In



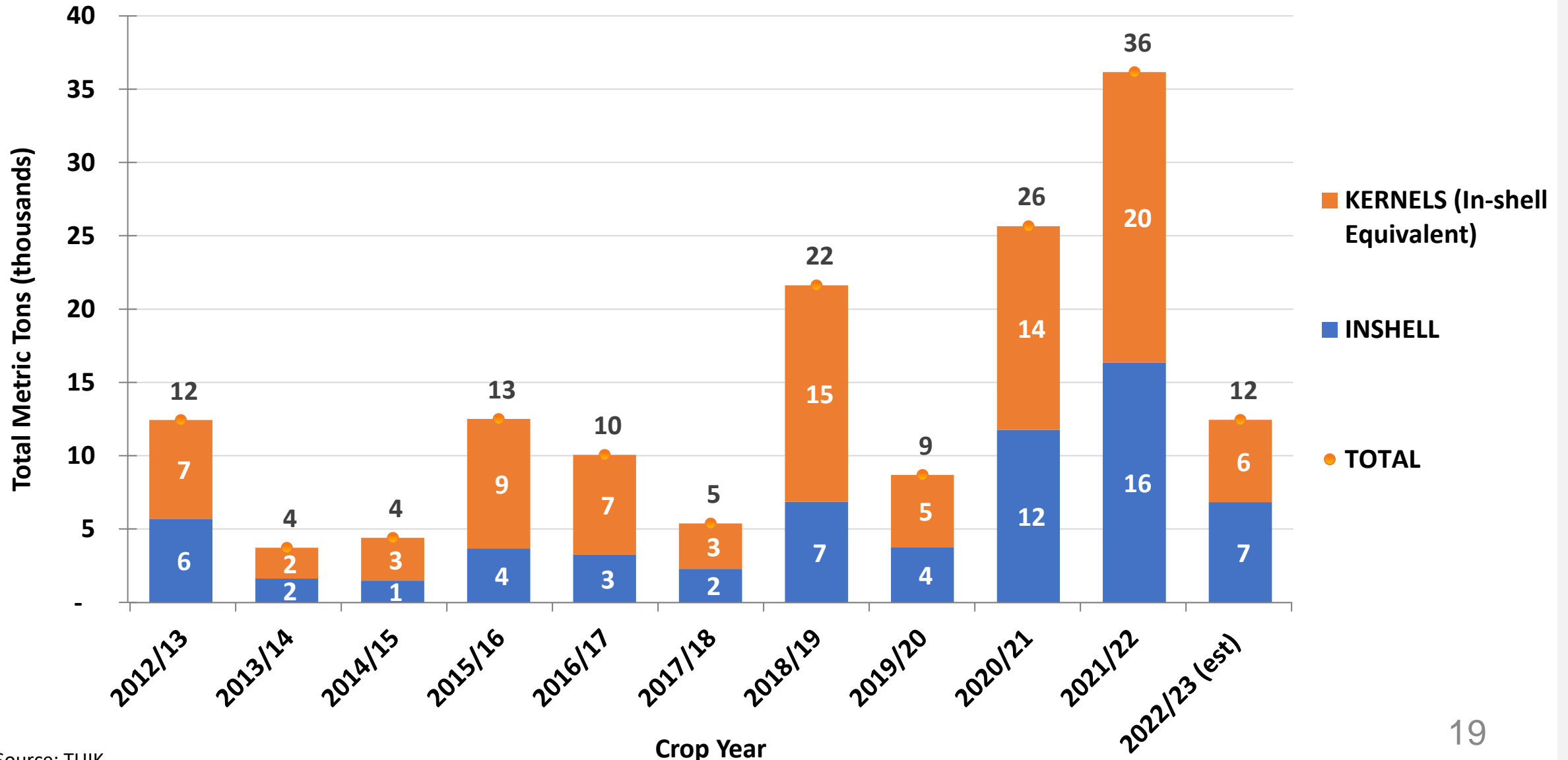
Turkish Pistachio Plantings



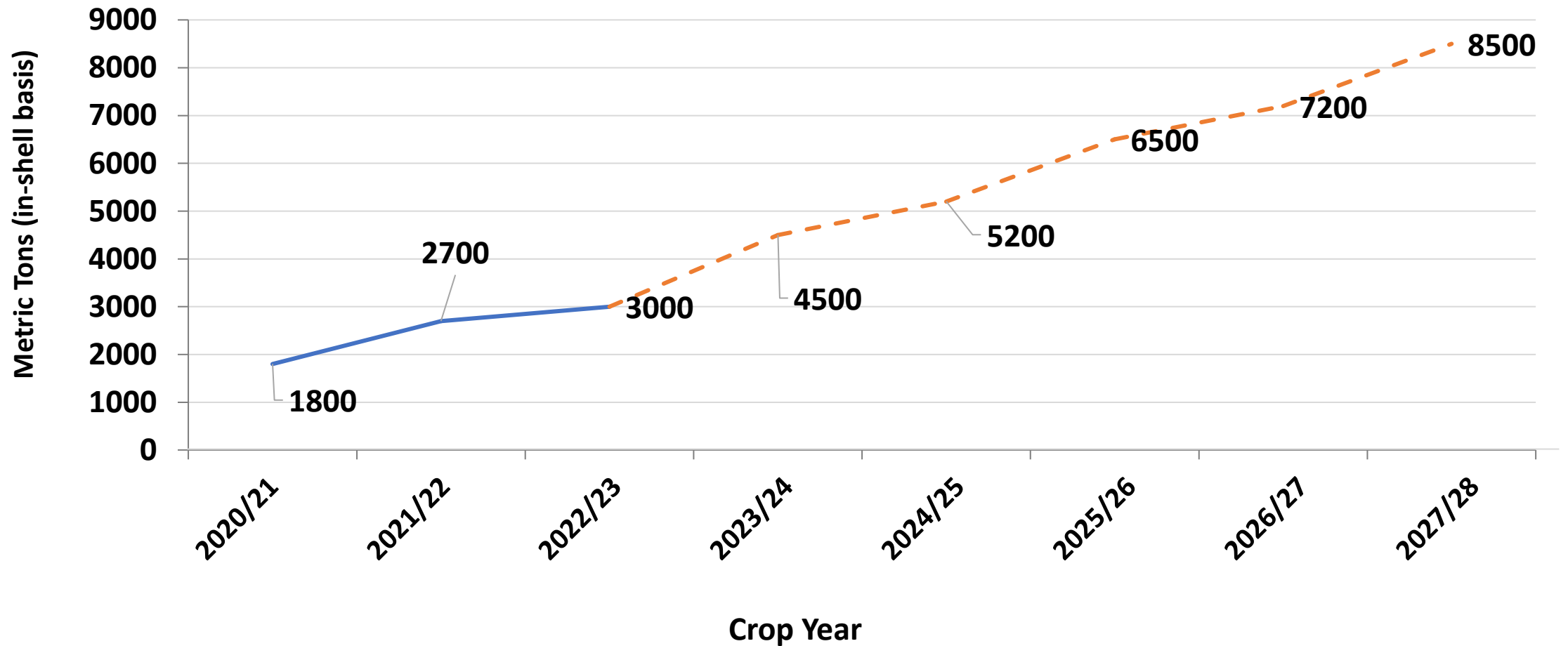
NEW SIIRT Turkish Variety



Turkish Pistachio Exports



Spain Pistachio Production

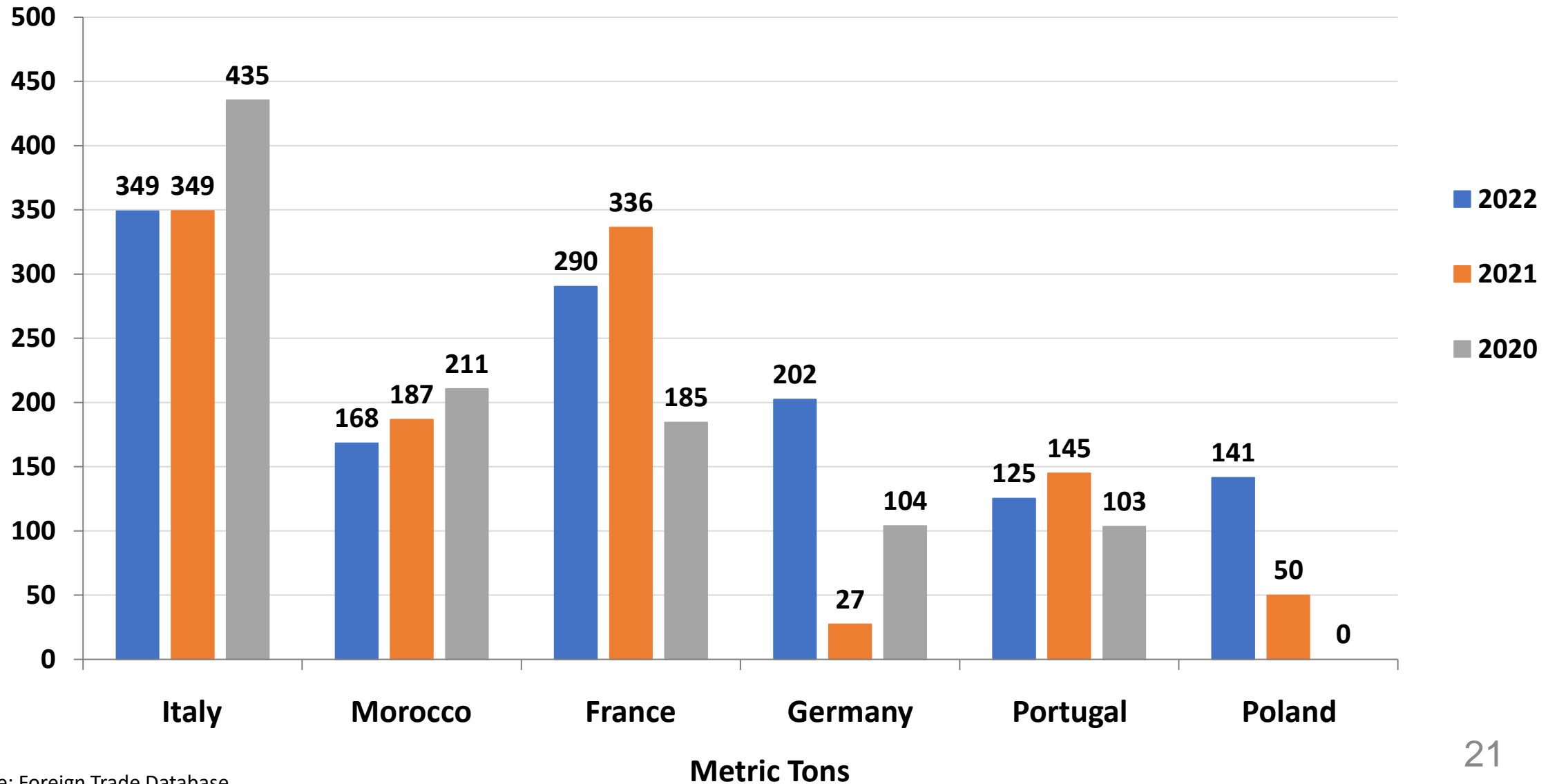


Production Source: INC Reports



Forecast Source: Based on the forecasts of the producers

Spain Pistachio Exports



ESTIMATED WORLD PISTACHIO PRODUCTION

In-shell Basis. Metric Tons

COUNTRY	2022/2023				2023/2024			
	BEG. STOCK	CROP	TOTAL SUPPLY	ENDING STOCK	BEG. STOCK	CROP	TOTAL SUPPLY	ENDING STOCK
USA (M lbs)	354	884	1,238	200	200	1,300	1,500	400
USA (MT)	160,707	401,039	561,746	90,000	90,000	590,000	680,000	180,000
TÜRKIYE	135,000	200,000	335,000	95,000	95,000	190,000	285,000	150,000
IRAN	15,000	106,000	121,000	30,000	30,000	200,000	230,000	30,000
SYRIA	0	19,500	19,500	0	0	25,500	25,500	0
GREECE	0	10,000	10,000	0	0	7,000	7,000	0
AUSTRALIA	0	3,650	3,650	0	0	1,400	1,400	0
SPAIN	0	3,000	3,000	0	0	4,500	4,500	0
AFGHANISTAN	0	2,360	2,360	0	0	2,500	2,500	0
ITALY	0	1,200	1,200	50	50	1,200	1,250	0
CHINA	0	600	600	0	0	500	500	0
WORLD TOTAL	310,707	747,349	1,058,056	215,050	215,050	1,022,600	1,237,650	360,000

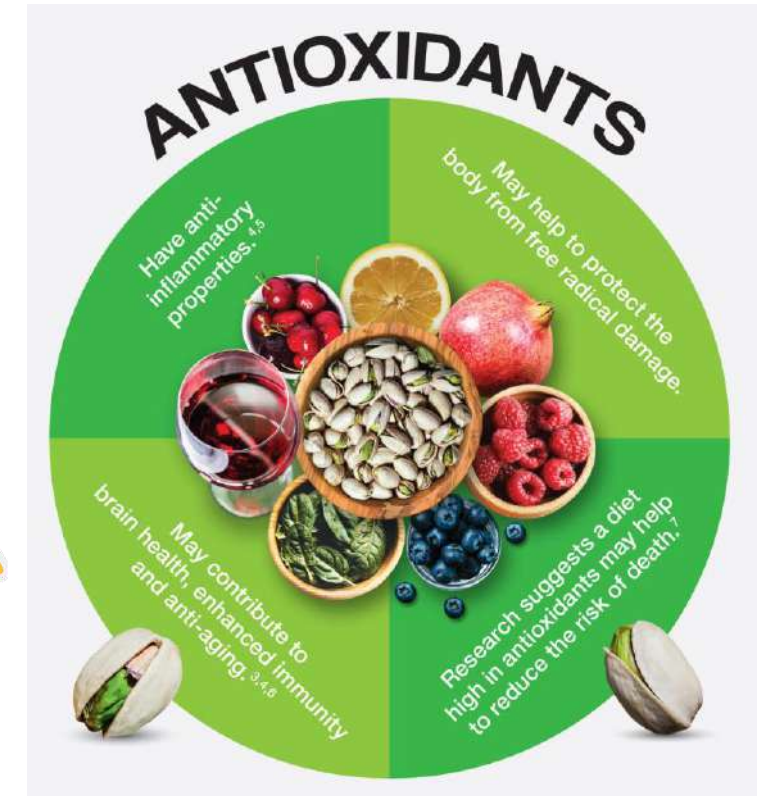
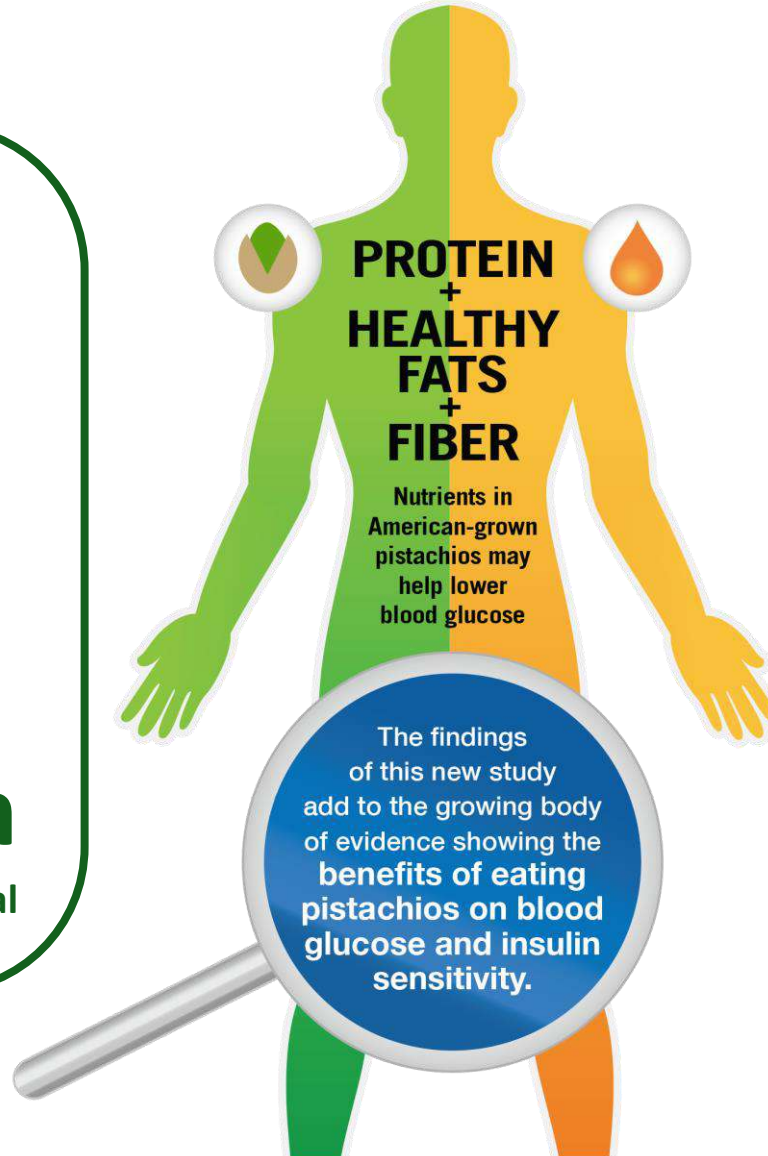
WORLD CONSUMPTION (T. Supply - End. Stock) 843,006

The Power of Pistachios!

Complete Protein Messaging



Pistachios are the **only nut** classified as a **complete protein** with adequate amounts of **all nine essential amino acids**



Summary & Conclusion

- Global market challenges are offset by strong continued consumer demand trend for pistachios.
- Powerful nutrition research is driving consumer messaging and increasing consumer awareness and demand for pistachios.
- Pistachios are a complete protein and have more antioxidants than any other nut.
- Pistachio kernels are more available and in demand – convenient and nutritious.
- Pistachio industry continues to make advancements in sustainability.
- Worldwide supply of pistachios is growing to meet current and projected demand.

Thank you for your support of the pistachio industry!

