



Sevilla

**INC XXXVII WORLD NUT  
AND DRIED FRUIT CONGRESS**

**Pistachio Round Table**

# 2018 Pistachio Round Table



- **Chair:**

- Michael Hohmann      Wonderful Pistachios, California

- **Panel:**

- Behrooz Agah      Iranian Pistachio Association, Iran
- Mehmet Cikmaz      Kahrman Tarim Urunleri Tic, Turkey
- Chris Joyce      Pistachio Growers' Association, Australia
- Vincenzo Longhitano,      Antichi Sapori Delletna, Italy
- Ms. Lai Xiaojing      Sum Lum, China

# Pistachio Supply Summary

## ESTIMATED WORLD PISTACHIO PRODUCTION

In-shell Basis - Metric Tons

COUNTRY	2017/2018				2018/2019 EST			
	BEG. STOCK	CROP	TOTAL SUPPLY	ENDING STOCK	BEG. STOCK	CROP	TOTAL SUPPLY	ENDING STOCK
USA	115,507	274,757	390,264	43,084	43,084	437,188	480,272	113,379
TURKEY	50,000	50,000	100,000	5,000	5,000	232,000	237,000	87,000
IRAN	3,000	225,000	228,000	5,000	5,000	60,000	65,000	30,000
SYRIA	0	17,000	17,000	0	0	20,000	20,000	0
AFGHANISTAN	0	10,000	10,000	0	0	5,000	5,000	0
GREECE	500	4,000	4,500	0	0	4,500	4,500	0
CHINA	0	1,200	1,200	0	0	4,200	4,200	0
ITALY	0	2,250	2,250	0	0	2,500	2,500	0
AUSTRALIA	0	2,000	2,000	0	0	2,000	2,000	0
<b>WORLD TOTAL</b>	<b>169,007</b>	<b>586,207</b>	<b>755,214</b>	<b>53,084</b>	<b>53,084</b>	<b>767,388</b>	<b>820,472</b>	<b>230,379</b>
<b>WORLD CONSUMPTION (T. Supply - End. Stock)</b>				<b>702,130</b>	<b>590,093</b>			

Source: Iran Pistachio Association, Iran Dried Fruits Exporters Association, Greek Nuts & Fruits Trade Association and other INC sources.

# Pistachio Overview



- Strong demand in CY2017
- Increased consumer awareness
- Increased focus on healthy snacks
- Snacking continues to grow in all markets
- Consumers are looking to buy more pistachios and future demand will increase

# Overview - California



- Strong demand in CY2017 driven by a sizeable carry-out to maintain consistent supply
- Low levels of CY2017 inventory
- CY2018 is expect to be an “On Year”
- CY2018 harvest is expected to start 2 to 3 weeks late because of late bloom

# Overview - Iran



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# Overview - Turkey



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# Overview - Australia



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# Overview - Europe



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# Overview - China



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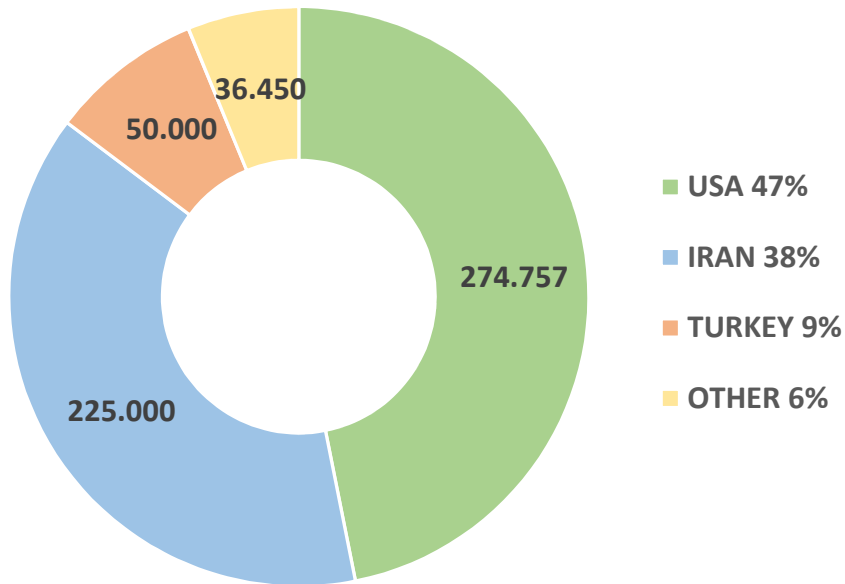
**Thank You!**



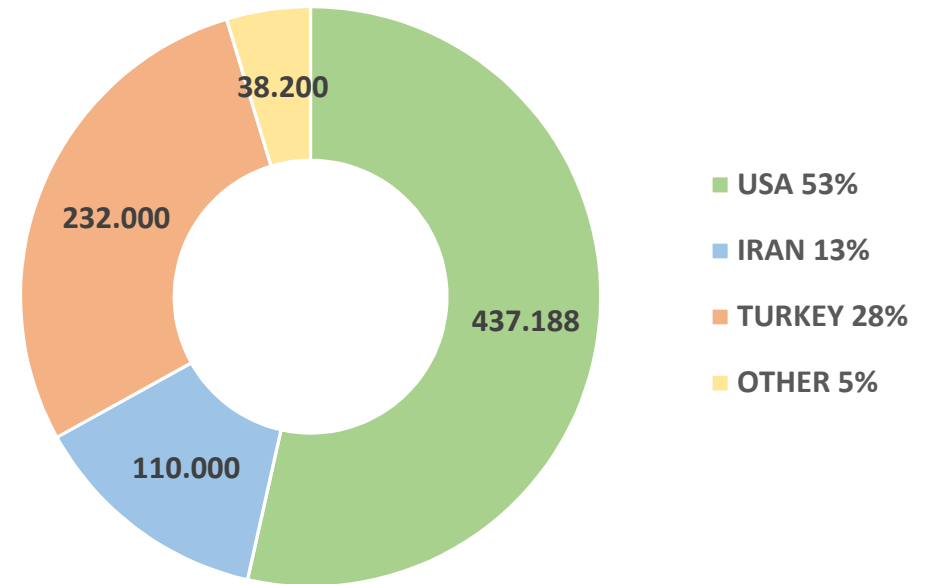
**Eat More Pistachios!!**

# APPENDIX: Pistachio Supply Summary

2017/2018 PISTACHIO PRODUCTION  
(Metric tons)



2018/2019 ESTIMATED PISTACHIO PRODUCTION  
(Metric tons)



Source: International Nut and Dried Fruit Council