



CHILE *NUT*

# Ulash Turkhan PEARL CROP, INC. Walnut Market Outlook

April 24<sup>th</sup>, 2018



PEARL CROP





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# Agenda

Global Walnut Supply

California Walnut Supply

California Walnut Shipments

Turkey

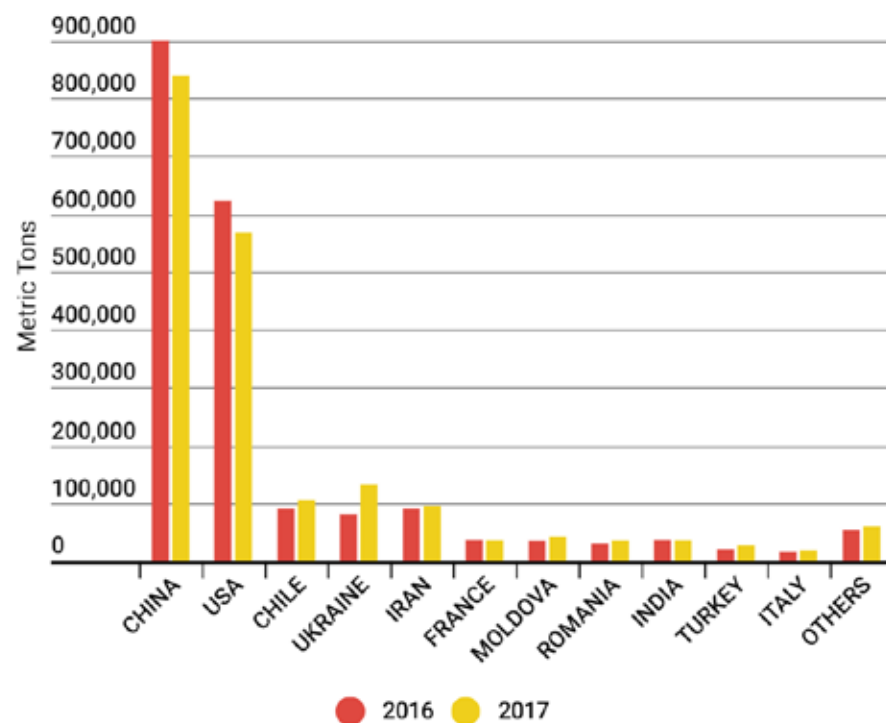




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# Global Walnut

	2016/2017	2017/2018
China	900,000	840,000
USA	622,000	568,000
Chile	90,000	105,000
Ukraine	80,000	132,250
Iran	90,000	95,000
France	36,000	35,000
Moldova	34,000	41,400
Romania	30,000	34,500
India	36,000	35,000
Turkey	20,000	26,500
Italy	15,000	18,000
Others	53,000	59,475
<b>Total</b>	<b>2,006,000</b>	<b>1,990,125</b>

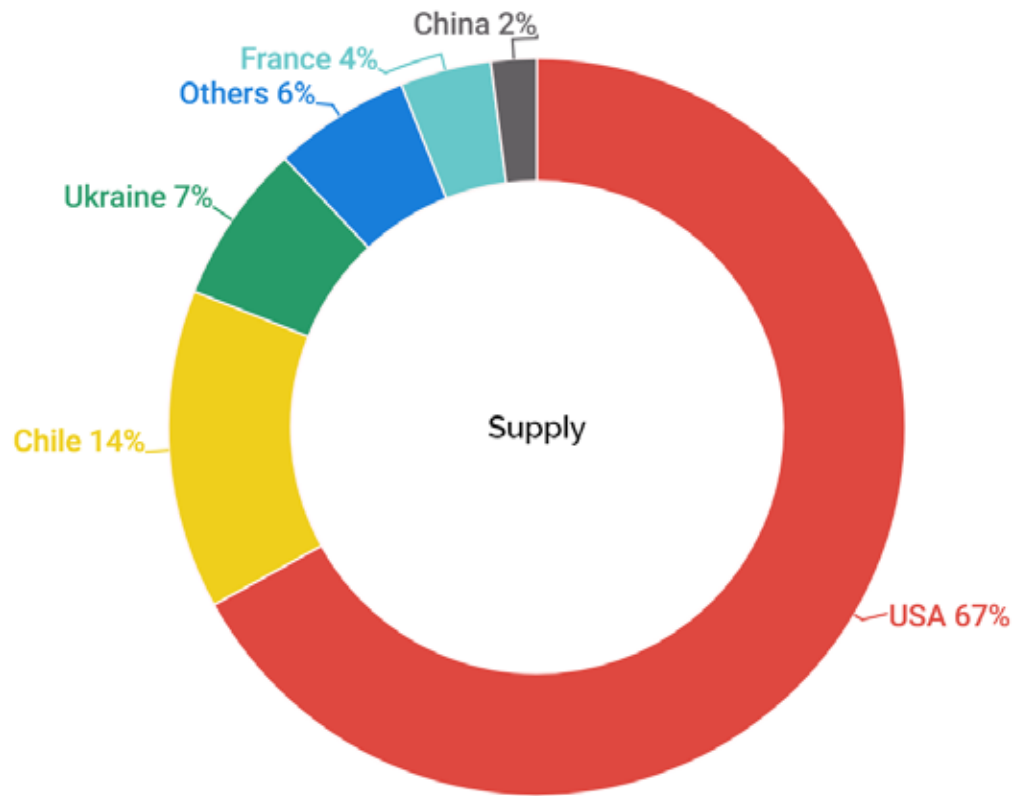


Source: INC. STATICAL REVIEW , CALIFORNIA WALNUT BOARD





# World Trade



Source: CALIFORNIA WALNUT BOARD



# California Production



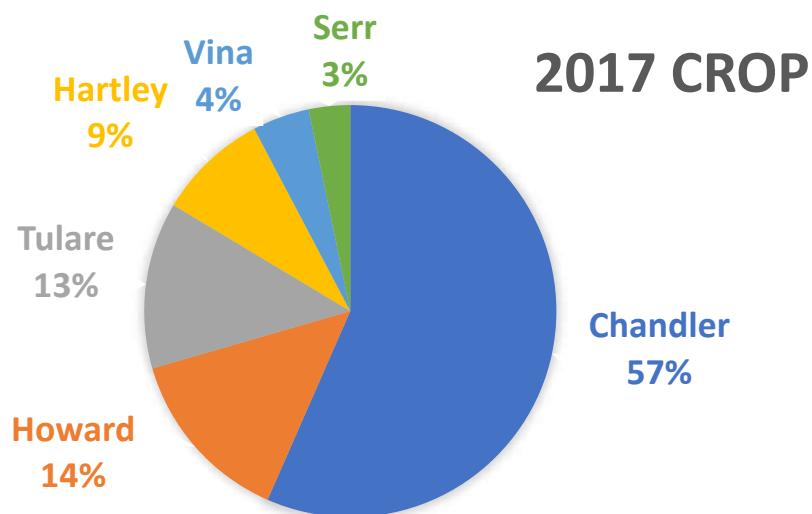
- 136,000 Hectares of Producing Walnut Orchards



- 4,000 Growers



- 90 Handlers



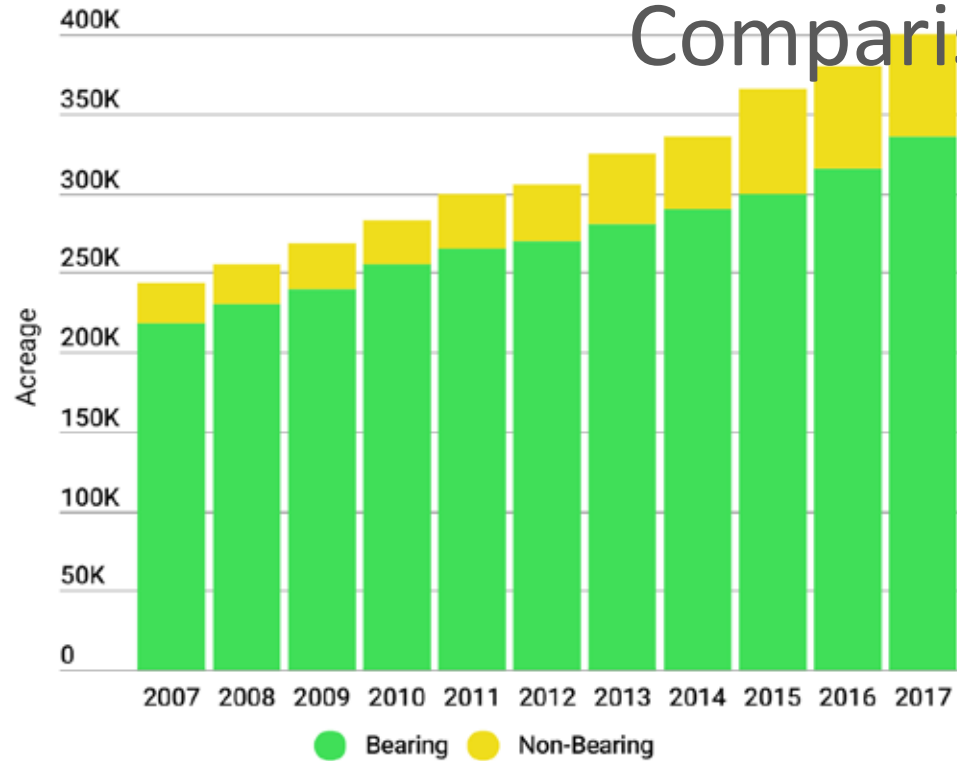
Source: CALIFORNIA WALNUT BOARD





# Acreage Comparison

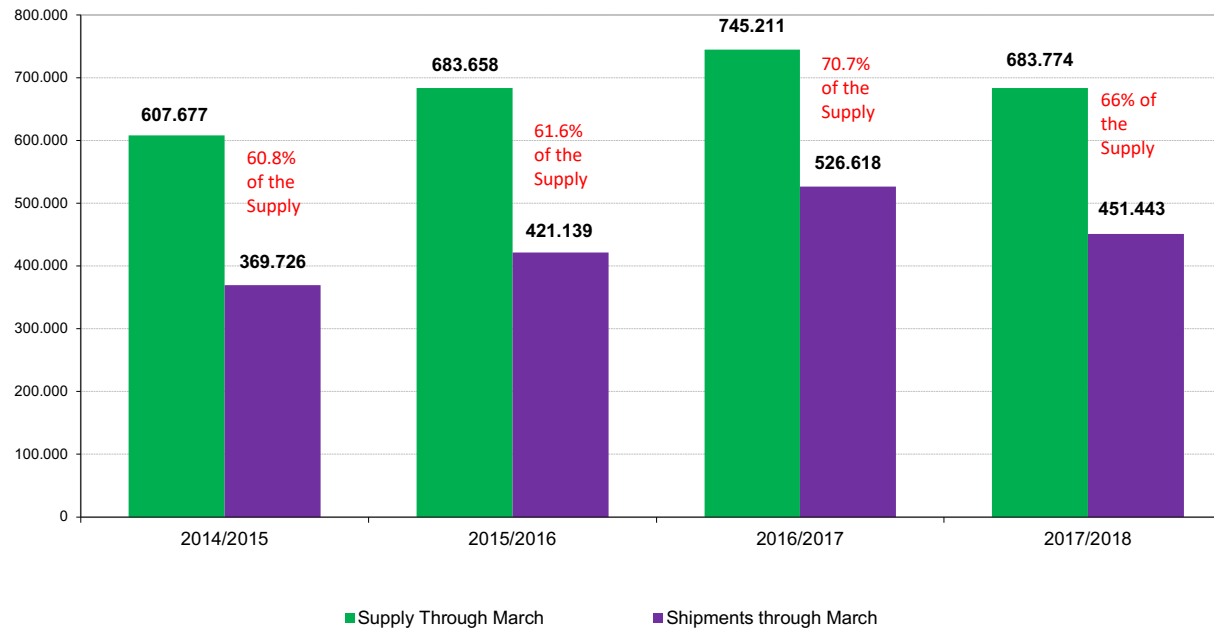
- 136,000 hectares producing (335,000 acres)
- 26,000 hectares non-producing (65,000 acres)
- Actual figure is in May 2018



Source: CALIFORNIA WALNUT BOARD



# California Walnut Shipments vs. Supply



Source: CALIFORNIA WALNUT BOARD, JWI



# Top Destinations

Inshell Walnuts	Shelled Walnuts
Turkey	Germany
Italy	Japan
UAE	Korea
India	Spain
Greater China	Canada

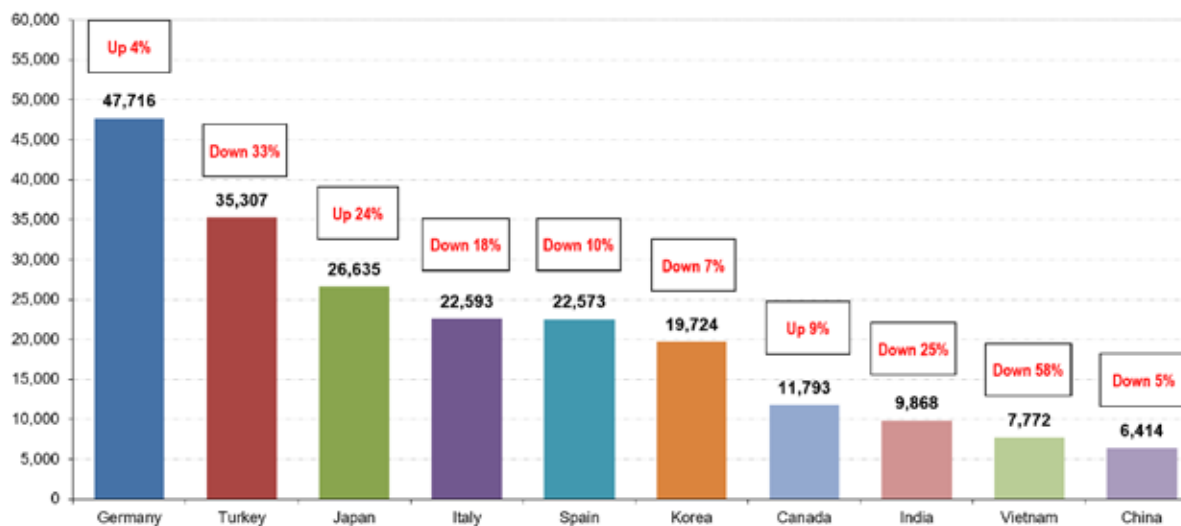




# Top Export Markets

## California Walnuts Top 10 Export Markets

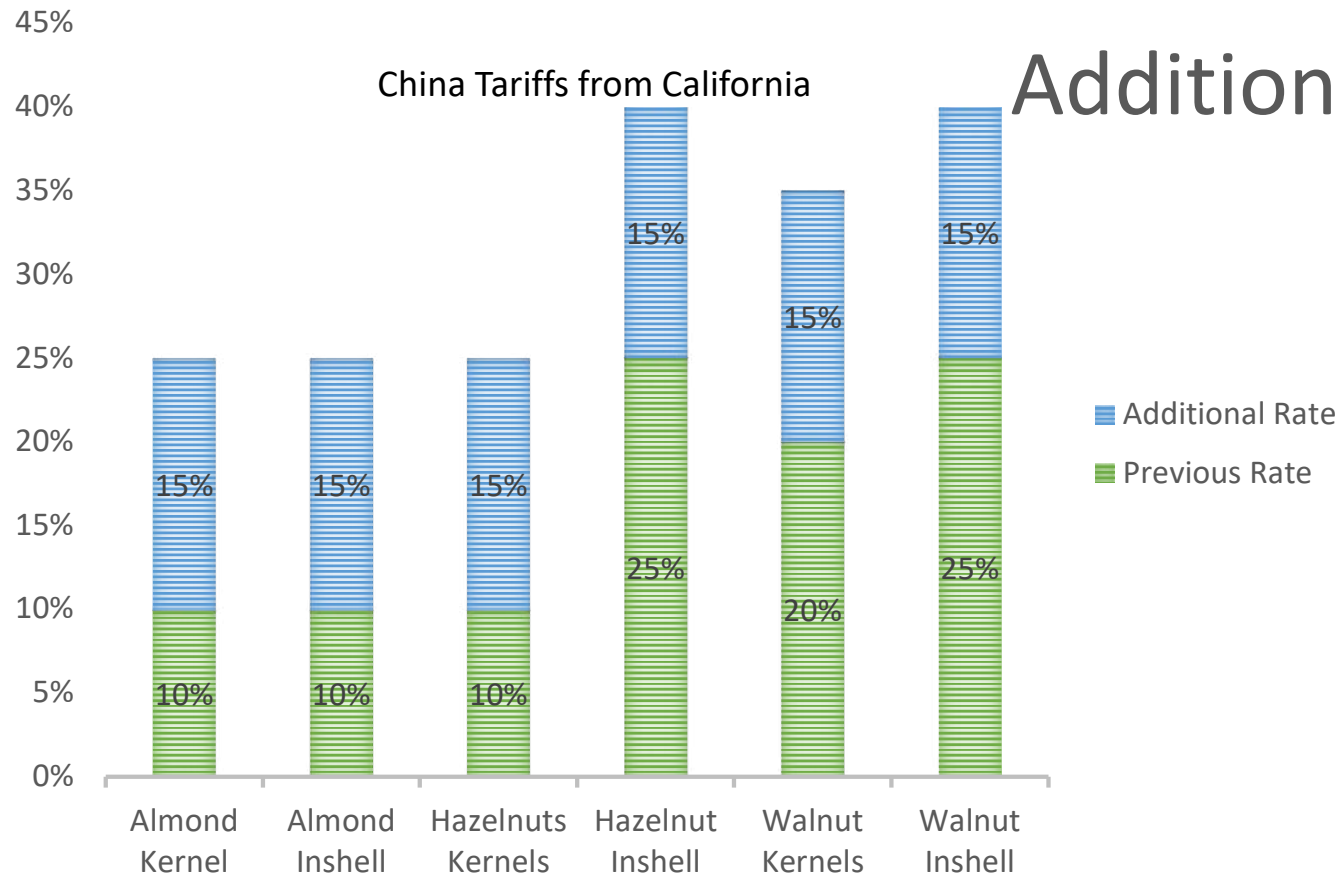
Cumulative Through March  
Shelled Basis - Thousands of lbs.



Source: CWB, JWI, 4/18



# Additional Tariffs





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Turkey

- + The customs tariffs for walnuts and almonds were reduced from 43.2% to 15%.
- + Consumption of walnuts is increasing due to health benefits and marketing/promotion.
- + The geographical location between Europe, the Middle East and Asia
- + Turkish Presidential Election on June 24<sup>th</sup>, 2018





EXPO NUT  
2018

CENTRO EVENTOS CASAPIEDRA  
SANTIAGO CHILE  
24 DE ABRIL 2018

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# Currency Chart- USD to Turkish Liras

About 13% Increase YTD



OPEN  
**4.1084**

DAY RANGE  
**4.1083 - 4.1104**

PREVIOUS CLOSE  
**4.1083**

Source: BLOOMBERG.COM



# Turkey

Year	Inshell Walnuts (MTs)	Walnut Kernels (MTs)
2013	26,831	2,685
2014	25,720	1,737
2015	38,156	2,481
2016	58,850	5,809
2017	45,320	6,648

Country (2017)	Inshell Walnuts (MTs)	Walnut Kernels (MTs)
USA	15,641	100
Uzbekistan	12,014	3,255
Chile	6,454	230
Tajisiktan	3,886	0
Iran	2,238	1,536
China	1,698	250
Ukraine	1,402	227
Others	1,831	1,015

Source: TUKSIAD





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# Turkey Imports

Year	Inshell Walnuts (MTs)	Walnut Kernels (MTs)
2017*	12,192	267
2018*	12,427	2,000

\*January and February imports in 2017 and 2018

Country (2018)	MTs
USA	9,894
Uzbekistan	1,609
Ukraine	695
China	126
Moldova	61
Chile	43

Source: TUKSIAD





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# Chile

- Premium Quality
- Season advantage
- Tariffs with major importing countries
- Hulling and Drying Capacity
- Storage Capacity (Year around availability)
- Marketing Power
- Number of Exporters





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Thank you!

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