



HAZELNUT ROUND TABLE



dubai

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

MAY 11-13, 2022

PANEL

- Chair: Anupam Jindel, Country Head , Global Head Hazelnuts , olam food ingredients , Turkey
- Hasan Sabir, General Manager, Sabirlar, Turkey
- Merab Chitanava, Chairman of Executive Board, Georgian Hazelnut Growers Association, Georgia
- Riccardo Calcagni, CEO, Besana Group, Italy
- Sean Denfeld, Managing Director, Denfeld Nut, Laurel Foods, 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. INC Statistics

- Crop 2021/22
- Crop 2022/23

2. Medium Term Outlook

- Supply
- Demand

3. Sustainability

- Emerging Landscape



XXXIX World Nut and Dried Fruit Congress. Dubai, May 11-13, 2022

ESTIMATED WORLD HAZELNUT PRODUCTION

In-shell Basis. Metric Tons

	2021/2022				2022/2023			
COUNTRY	BEG. STOCK	CROP	TOTAL SUPPLY	ENDING STOCK	BEG. STOCK	CROP	TOTAL SUPPLY	ENDING STOCK
TURKEY	95,000	790,000	885,000	105,000	105,000	760,000	865,000	120,000
ITALY	25,000	50,000	75,000	10,000	10,000	140,000	150,000	20,000
USA	5,900	69,150	75,050	12,000	12,000	74,000	86,000	8,000
CHILE	1,000	45,000	46,000	500	500	55,000	55,500	2,500
CHINA	500	28,000	28,500	1,500	1,500	55,000	56,500	5,000
AZERBAIJAN	2,400	60,000	62,400	3,000	3,000	55,000	58,000	5,000
GEORGIA	1,000	55,000	56,000	5,000	5,000	55,000	60,000	5,000
IRAN	500	26,000	26,500	500	500	12,000	12,500	600
SPAIN	500	5,000	5,500	500	500	10,500	11,000	1,000
FRANCE	700	7,000	7,700	700	700	8,500	9,200	800
OTHERS	0	30,000	30,000	0	0	30,000	30,000	0
WORLD TOTAL	132,500	1,165,150	1,297,650	138,700	138,700	1,255,000	1,393,700	167,900
WORLD CONSUMPTION (T. Supply - End. Stock)				1,158,950	1,225,800			

Sources: INC Industry sources, Black Sea Hazelnut Exporters Association, Oregon Hazelnut Industry Office, Hazelnut Committee of Chile, Hazelnut Processors and Exporters Association of Georgia and China Chamber of Commerce for Import and Export of Foodstuffs.

XXXIX World Nut and Dried Fruit Congress. Dubai, May 11-13, 2022

ESTIMATED WORLD HAZELNUT PRODUCTION

Kernel Basis. Metric Tons

	2021/2022				2022/2023			
COUNTRY	BEG. STOCK	CROP	TOTAL SUPPLY	ENDING STOCK	BEG. STOCK	CROP	TOTAL SUPPLY	ENDING STOCK
TURKEY	47,500	395,000	442,500	52,500	52,500	380,000	432,500	60,000
ITALY	11,625	23,250	34,875	4,650	4,650	65,100	69,750	9,300
USA	2,596	30,426	33,022	5,280	5,280	32,560	37,840	3,520
CHILE	420	18,900	19,320	210	210	23,100	23,310	1,050
CHINA	200	11,200	11,400	600	600	22,000	22,600	2,000
AZERBAIJAN	912	22,800	23,712	1,140	1,140	20,900	22,040	1,900
GEORGIA	380	20,900	21,280	1,900	1,900	20,900	22,800	1,900
IRAN	225	11,700	11,925	225	225	5,400	5,625	270
SPAIN	225	2,250	2,475	225	225	4,725	4,950	450
FRANCE	280	2,800	3,080	280	280	3,400	3,680	320
OTHERS	0	12,600	12,600	0	0	12,600	12,600	0
WORLD TOTAL	64,363	551,826	616,189	67,010	67,010	590,685	657,695	80,710
WORLD CONSUMPTION (T. Supply - End. Stock)				549,179	576,985			

Sources: INC Industry sources, Black Sea Hazelnut Exporters Association, Oregon Hazelnut Industry Office, Hazelnut Committee of Chile, Hazelnut Processors and Exporters Association of Georgia and China Chamber of Commerce for Import and Export of Foodstuffs.

Medium Term Outlook

Supply

- Perception of significant constraints in Supply
- Agronomical Risks, especially Brown Marmorated Stink Bug
- Yields and ability to compete with other Crops for acreage
- Paucity of New varieties
- Concentration Risks- Supply Chain Disruptions
- Low Carry-outs and high price volatility

Yet, the supply has consistently grown. We have seen crops in excess of 1m mt in the last four years. Healthy growth in consumption. Carry over in excess of 100k mt.

Medium Term Outlook

Consumption

- Supply Concerns leading to lack of investment in consumption
- Mature Category with little innovation
- Emerging Markets giving Hazelnuts a miss!
- Record NPDs and rapid growth in geographies

Sustainability

- Significant impact on the ground
- Supply Chain Risk Mitigation to broader goals like net zero
- Driven by Competitive Advantage VS Regulation

THANK YOU FOR LISTENING

Any questions?

