NUTS AND DRIED FRUITS INDUSTRY PHASE V 2025

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SPECIAL COLUMN FOR THE PARTY'S
BIRTHDAY TRIBUTE—A PROFILE OF
OUTSTANDING YOUNG PARTY MEMBER
REPRESENTATIVES IN CHINA'S NUT
AND DRIED FRUIT INDUSTRY

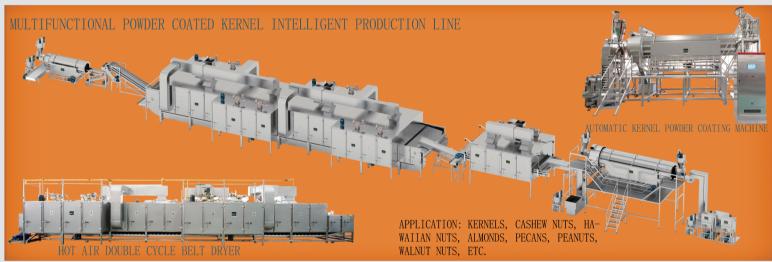


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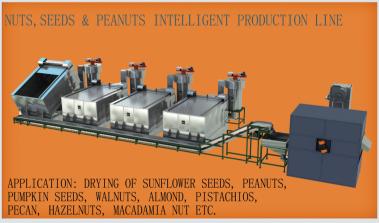
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Three Squirrels

盛世中华荣耀古今

连续八年中国坚果销量遥遥领先



NUTS AND DRIED FRUITS INDUSTRY



SPECIAL COLUMN FOR THE PARTY'S BIRTHDAY TRIBUTE—A PROFILE OF OUTSTANDING YOUNG PARTY MEMBER REPRESENTATIVES IN CHINA'S NUT AND DRIED FRUIT INDUSTRY

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A HANDFUL OF NUTS AND ROASTED SEEDS A DAY IS GOOD FOR YOUR HEALTH

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AUG 2025





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HOW THREE SQUIRRELS BUILDS DISTRIBUTOR CONFIDENCE DURING THE TRANSITION TO A SUPER SUPPLY CHAIN IN THE NUT MARKET

Facing constant market changes, Three Squirrels announced key future development initiatives at a recent conference.

Part I: Full Category Expansion and Brand Matrix Reconstruction

Three Squirrels' management has announced plans to elevate the nut category to a billion-level market. The company intends to implement significant strategies, including the creation of a 5-billion-yuan nut gift category, a 1-billion-yuan melon seed product line, and the promotion of daily nut sales. The "Daman Nuts" brand is committed to offering consumers natural, healthy, high-quality, and cost-effective premium nut products. It sources high-quality nuts with larger diameters and employs sophisticated packaging designs, positioning itself with selling points of organic, rare, and clean formulas. This approach aims to fully adapt to new retail channels in first-tier and second-tier cities, large chain supermarkets, and high-end gift markets.



Part II: New Offline Layout: Full-Category Lifestyle Stores and Yifenli Convenience Stores

Beyond its core categories, Three Squirrels plans to continue its offline expansion.

At the conference, the company announced that each full-category lifestyle store will cover approximately 500 square meters and will be located near residential communities. These stores will offer a variety of products, including freshly baked goods, cooked meals, fresh fruits and vegetables, refrigerated and frozen foods (including prepared dishes), grains, oils, condiments, daily essentials, baby products, pet food, tea, tonics, and dried goods—all under the Three Squirrels brand. According to the plan, 20 full-category lifestyle stores are set to open this year, with the first store launching in Wuhu on June 20.

Yifenli Convenience Stores offer a diverse range of products, including 40% from their own brand, Three Squirrels, 30% from industry-leading brands, 20% from popular online items, and 10% from regional specialty products. The product categories encompass cigarettes, alcoholic beverages, beverages, fresh food, coffee, snacks, instant meals, cooking oils, condiments, and daily necessities. Yifenli Convenience Stores emphasize the brand concept of "Convenient, Even Cheaper!" with the goal of providing comprehensive one-stop solutions for community supermarket operators, retail entrepreneurs, and chain store franchisees. Their services include store design and decoration, full-category product solutions, digital operation systems, guidance for online and offline operations, and delivery/local life-in-store services.

It has been reported that Yifenli Convenience Stores have opened four locations in Wuhu, Anhui, since the beginning of this year. By the end of 2023, the company expects to sign agreements for more than 500 stores, planning to introduce various formats, including community stores, campus stores, office stores, factory stores, and cooperative system stores.



What Is Three Squirrels' Competitive Advantage in the Supply Chain-Driven Era?

First, in the realm of philosophy, Three Squirrels' supply chain exemplifies a profound understanding of business operations.

Rather than simply focusing on low prices, Three Squirrels employs innovative thinking and advanced tools to integrate and restructure the entire supply chain. This approach shortens the supply chain length, eliminates inefficiencies in both supply chain and distribution processes, and allows consumers to clearly perceive price advantages—ultimately achieving a win-win situation for enterprises, distributors, and consumers.

Second, in terms of layout: From "the single largest nut factory" to a global supply chain matrix.

Three Squirrels has gained a "first-mover advantage" through long-term supply chain development. To date, it has constructed the world's largest nut processing park and established processing facilities for various categories, including daily nuts, macadamia nuts, pecans, pistachios, cashews, and almonds.

Additionally, to address shortages in South China, Three Squirrels will establish a "South China" supply chain intensive base, following the "East, North, and Southwest" regions. The company will also create a global super factory matrix consisting of "4 intensive bases, 2 overseas bases, and 4 partnership bases.

Finally, in its supply chain model, Three Squirrels adopts a more three-dimensional approach.

Beyond sourcing raw materials and optimizing factory layouts, the company is continuously exploring and developing a "premium cost-effective" supply chain. For instance, it adjusts its channel strategies to enhance logistics delivery models, relying on supply chain-intensive bases that integrate nut processing, snack manufacturing, warehousing, and distribution as regional hubs. This strategy aims to increase the proportion of self-manufactured products while reducing overall value chain costs. Leveraging its own warehousing capabilities, Three Squirrels actively explores origin warehouses and cloud warehouse models, collaborating with upstream suppliers to promote direct factory delivery, thereby further reducing costs and improving efficiency.



Al Becoming the Standard in Retail

The transformative role of artificial intelligence (AI) in retail enterprises has become increasingly evident, unlocking new possibilities for the industry.

For a long time, a prevailing view has held that artificial intelligence will drive the Fourth Industrial Revolution. Tech giants such as Google and Microsoft have established strategies in this area. This year, with the advent of DeepSeek, generative AI has showcased its potential to "revolutionize" numerous industries. Research from McKinsey indicates that generative AI could contribute an annual economic increase of \$2.6 to \$4.4 trillion.

Against this backdrop, the development and application of artificial intelligence (AI) have become a global priority. In particular, as many traditional retail enterprises encounter developmental bottlenecks and urgently need to transform their current operations, leveraging new technologies to achieve cost reduction, enhance efficiency, and explore new avenues for growth has become a critical opportunity for breakthroughs in the retail sector.

While artificial intelligence (AI) is still in its infancy, the emphasis placed on it by many traditional retail enterprises is largely driven by the popularity of DeepSeek. However, this does not imply a blind adherence to trends. Currently, the need for retail enterprises to invest in AI is clear, and its application in certain scenarios has reached a level of relative maturity.

Many retail enterprises, including Hema and Rainbow, have already implemented AI technologies across various functions. AI has been utilized in customer service, product development, sales forecasting, recruitment, and other areas, contributing positively to cost reduction, efficiency enhancement, and improved decision-making accuracy. the automatic discount clearing system for fresh produce, Wumei has increased its gross profit from fresh produce by more than



30%," stated Hao Chunqiang, Vice President of Duodian DMALL.

First, enhancing operational efficiency and overcoming growth bottlenecks are essential for retail enterprises.

Currently, ongoing cost reduction and efficiency improvements serve as the foundation for businesses to adapt to market demands and ensure long-term sustainability during industry transformation.

Logistics Optimization: AI-optimized warehouse distribution routes can decrease transportation frequency by 15% for retail enterprises.

Unmanned Convenience Stores: Visual recognition technology facilitates 24/7 operation without staff, significantly lowering labor costs. In shopping malls, virtual makeup and fitting technologies recommend products based on consumer characteristics, thereby enhancing sales efficiency and improving the user experience.

Second, retail sales are influenced by various factors, with many decisions based on past experiences, resulting in significant operational uncertainty. Artificial Intelligence (AI) can play a crucial role in business decision-making by enhancing accuracy through precise insights into demand and supply chains, thereby unlocking new growth opportunities.

"AI is not merely about utilizing DeepSeek to generate text or images. Its greatest value lies in algorithms that accurately analyze fluctuations in sales data, guiding enterprises in product procurement, pricing, and

promotional design—thereby enabling sales growth without increasing marketing costs," said Wang Xiaoyi.

In practical operations, automatic ordering has become well-established in the retail sector. Artificial intelligence can accurately determine store order quantities by analyzing historical sales data, weather patterns, holidays, and other relevant factors. Reports indicate that all Wumei stores have adopted a system-based automatic ordering approach. Additionally, a supermarket chain in East China successfully reduced its fresh produce loss rate from 5% to 3% through the implementation of automatic ordering.

In marketing, the powerful computing and reasoning capabilities of artificial intelligence (AI) enable "one-to-one" solutions, making precision marketing a reality. Companies like Hema and others have adapted their traffic distribution mechanisms to incorporate personalized recommendation systems.

As consumers' shopping habits evolve from screening to query-validation with the adoption of AI, personalized marketing becomes essential to meet user needs. Furthermore, the content creation capabilities of generative AI in copywriting and video production significantly enhance marketing efficiency.

In the long term, retail enterprises typically strive to integrate artificial intelligence (AI) into product development and assortment strategies. By harnessing AI's accurate insights into consumer preferences, they can forecast future trends, thereby ensuring the appeal of their products.

This advancement overcomes the previous constraints of manual or digital operations, facilitating the efficient alignment of people, products, and venues—ultimately enhancing customer loyalty and driving sales.

AI has achieved significant applications in retail, transforming business practices and widening the gaps between enterprises.

It has permeated all aspects of retail operations, with tangible effects continuously emerging.

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INDUSTRY CHAIN MARKET



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INDUSTRY CHAIN PRODUCT

"Searching for China's Finest Ingredients" Powers Rural Revitalization: Bestore Launches New Initiative in 50 National Origin Regions

chemical reaction
occurs when
traditional
festivals merge
with modern snacks! This Dragon Boat
Festival, Bestore utilized "Searching for
China's Finest Ingredients" as its theme to
introduce consumers to the unique taste
of the Chu region. Seven geographical
specialty products, including navel orange
zongzi, moxa sachets, and lotus root chips,
debuted together, allowing the Jingchu
regional characteristics to "break the

circle" and reach a wider audience.

hat a fascinating

Simultaneously, the "Searching for China's Finest Ingredients and CMG Rural Revitalization Launch Series Activities" were conducted. Beginning in the Jingchu region, Bestore embarks on a journey to "search for China's finest ingredients," exploring 50 production areas of origin, co-developing 10 core raw material bases, and creating a Chinese business identity with high-quality domestic ingredients. This initiative aims to help more regional specialties "break the circle" and contribute to rural revitalization.

First Stop: Tasting Jingchu - The Dragon Boat Festival Gift Box Showcases Ingenuity

As the inaugural stop of "Searching for China's Finest Ingredients," the Jingchu Season has garnered significant attention. Bestore has emphasized high-quality raw materials sourced from seven counties and cities, including Zigui navel oranges, Honghu lotus roots, Qichun mugwort, and Anlu salted duck eggs. By cleverly incorporating Dragon Boat Festival culture, Bestore has thoughtfully introduced a Dragon Boat Festival gift box, which has been well-received by consumers.

Seven Counties Collaboration: Exploring Rural Revitalization Pathways with Bestore

In this event, governments, media, and enterprises collaborated closely. At the event site, the main leaders of the seven Jingchu counties awarded Bestore the title of "Regional Public Brand Ecological Strategic Partner." The awarding ceremony featured bamboo slips as the backdrop, connected by energy columns, symbolizing "a promise that weighs a thousand gold." According to the cooperation agreement,

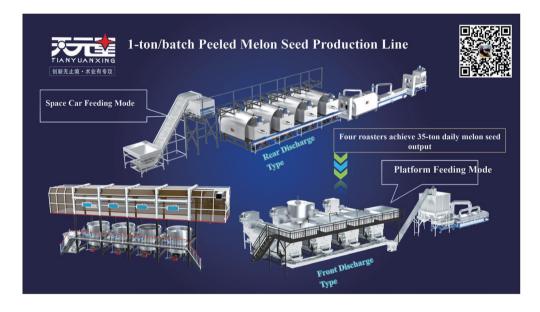
the three parties will jointly establish direct raw material procurement bases, formulate quality standards, and conduct joint brand promotion, creating a cooperation mechanism of "long-term direct raw material procurement, co-establishment of standards, and co-promotion of brands." From "Soil to Food," Bestore Establishes

From "Soil to Food," Bestore Establishes a Comprehensive Closed-Loop Industrial Value Chain

Against the dual strategic backdrop of expanding consumption and rural revitalization, Bestore has proposed a 16-character business strategy: "quality food, brand leadership, ecological operation, and people-oriented." The "Searching for China's Finest Ingredients" initiative serves as the practical implementation of this comprehensive strategic upgrade. In the future, Bestore plans to deeply engage with 50 national origin production areas, establish an additional 10 core raw material bases, and create a complete industrial chain value closed loop from "soil to food."

In the journey of "Searching for China's Finest Ingredients," Bestore not only introduces a wider variety of delicious snacks to consumers but also fosters rural industrial development, enabling more regional specialties to enter national and even global markets. In the future, Bestore will continue to use "good ingredients" as its benchmark, explore additional regional characteristics, assist more products in the circle," empower local industries, and deliver an even greater selection of high-quality snack products to consumers.







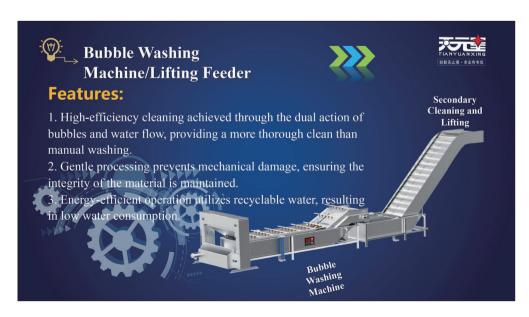










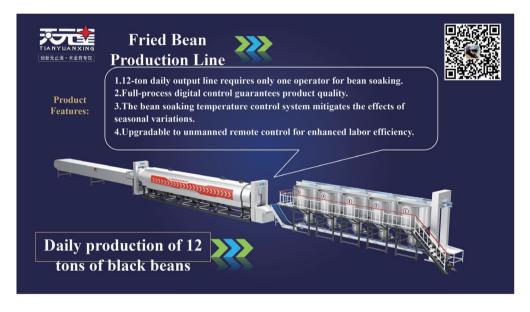




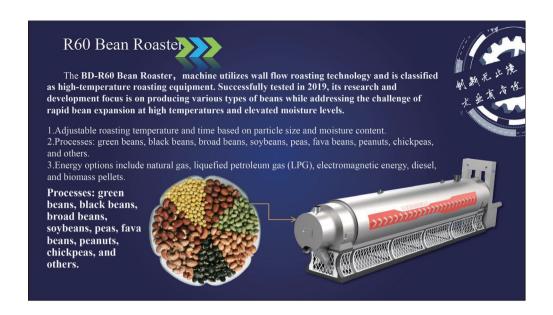




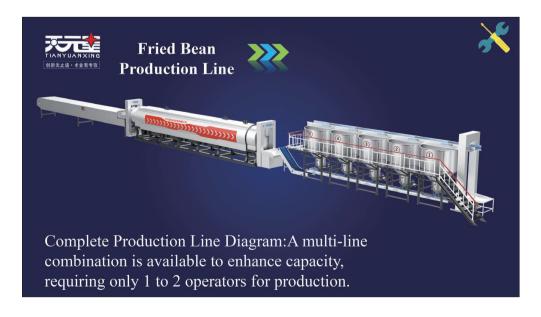










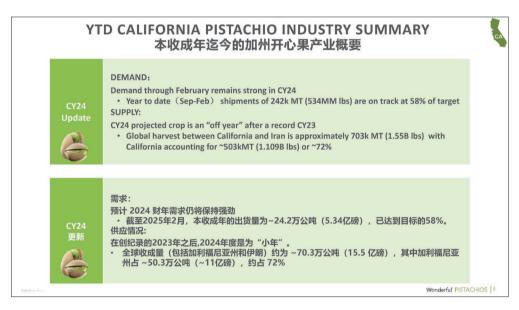


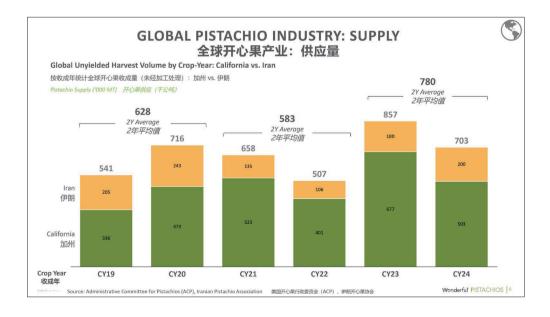


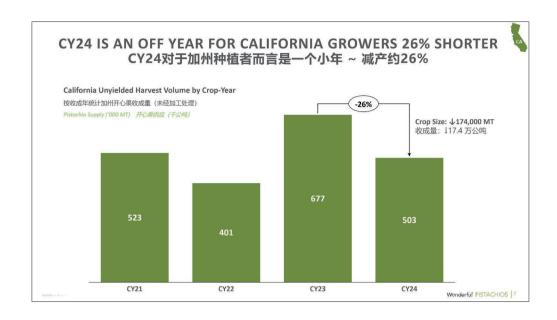






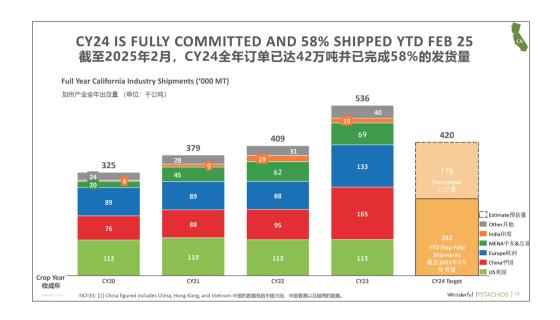


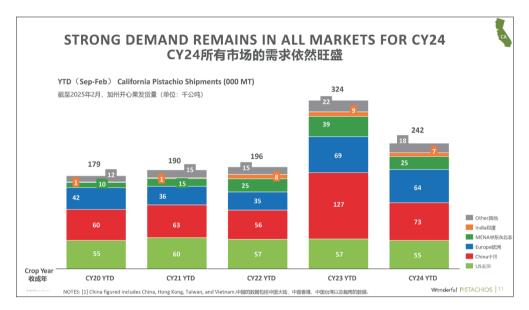






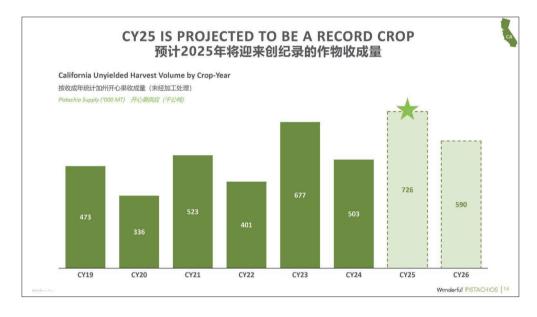


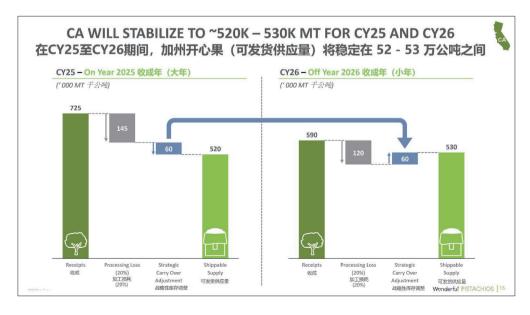














PISTACHIO INDUSTRY OVERVIEW 开心果产业概览

Consumption 消费情况

- Year to Date shipments are on pace for 420k MT leaving a minimum carry-out for transition to Crop Year 25
- 截至目前,本年度出货量预计达42万公吨,余下少量库存带去2025年
- Strong pistachio demand (especially on kernel) across all markets indicates positive momentum for long term category growth
- 全球市场对开心果(尤其果仁)需求强劲,表明开心果品类长期增长势头向好
- Higher prices has no significant impact on global consumption as of the end of Q1 2025
- 截止2025年第一季度,本年度价格上涨对全球开心果消费水平暂未发现有重大影响

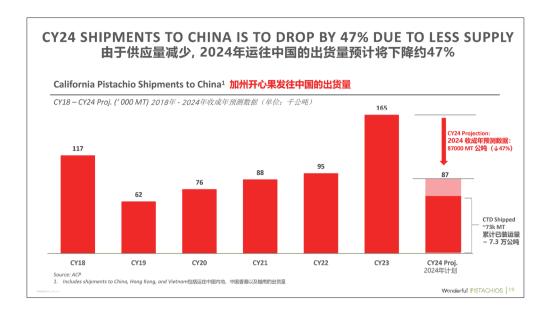
Supply 供应情况

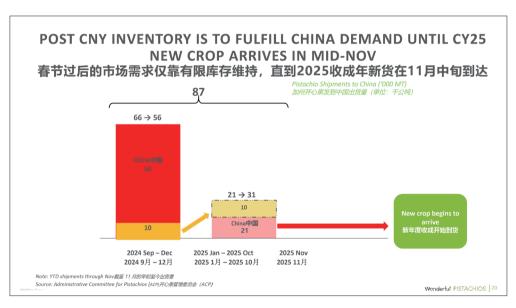
- The winter season provided sufficient chill and bud counts are positive 冬季低温充足, 花苞数量乐观
- The bloom will start in the next few weeks and the weather outlook is positive 花期将于未来几周开始,天气预测良好

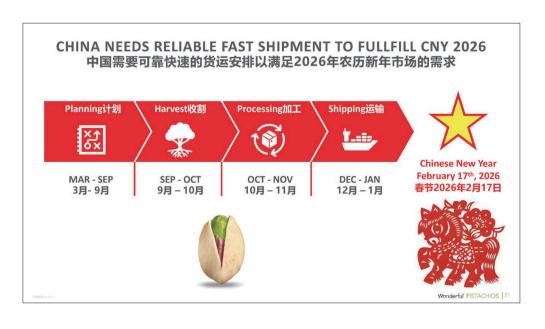
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Wonderful PISTACHIOS | 17

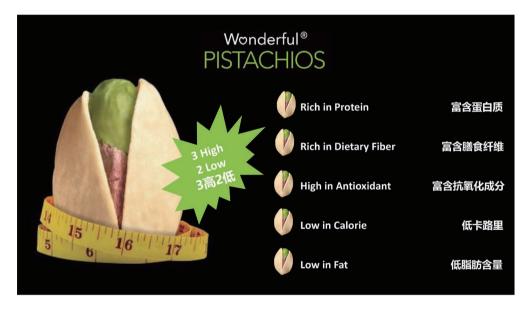














Driving Market Demand in China 推动中国市场需求



News Clippings 新闻稿

- 2,200 + clippings
 2,200 多篇新闻稿
- 360° promote health benefits & happy lifestyle
 全方位推广开心果的健康益处和开心生活方式
- Impression > 8 billion 曝光量 > 80 亿

Wonderful PISTACHIOS 25

Driving Market Demand in China 推动中国市场需求



Social Push 社交平台推广

- **200+ social posts** 200 多篇社交平台推文
- Always-on promoting healthy & happy lifestyle, daily consumption momentum
 - 持续不断地推广开心健康的生活方式, 打造日常应用的热度
- Impression > 598 million 曝光量> 5.98 亿

Wonderful PISTACHIOS 26

Driving Market Demand in China 推动中国市场需求



Top-tier KOLs Cooperation 头部网红合作

- Cooperation with top-tier KOLs 与头部网络主播合作
- Promote Festive Consumption and Healthy Benefits
 - 推广节日消费以及开心果的健康益处
- Livestreaming viewership >80 million 直播观看人数超过 8000 万

Wonderful PISTACHIOS 27

Driving Market Demand in China 推动中国市场需求



Summer Sports Campaign 夏季运动推广活动

- · Promote healthy benefits & lifestyle with various pistachio application 通过开心果的多种应用场景来宣传其健康益 处和生活方式
- Impression >700 million 曝光量 > 7亿

Wonderful PISTACHIOS | 28

Pistachios Product Innovation 开心果创新



80、空果 高顯



开心果威化











Pistachio Crunch 开心果脆片

Pistachios Application 开心果应用



Pistachio Crisp 开心果脆

Pistachio Sandwich 开心果三明治







Pistachio Crunch 开心果脆片



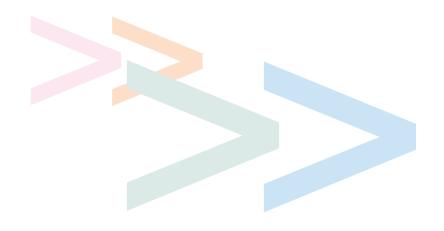


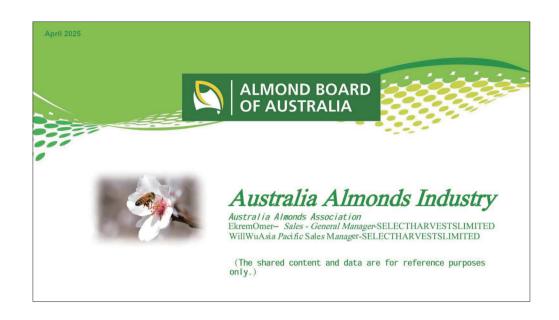


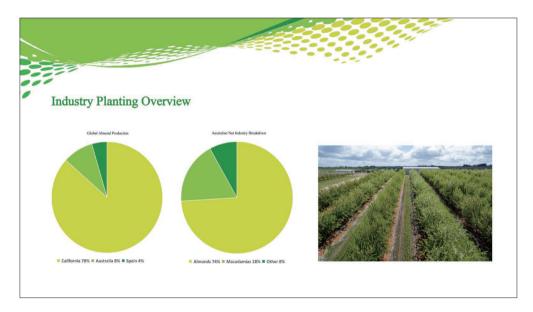




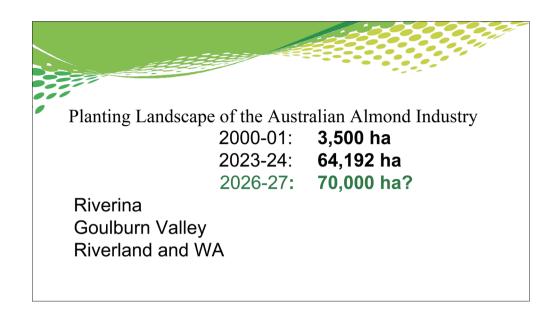


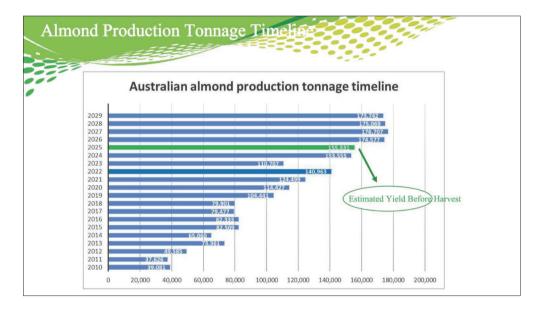


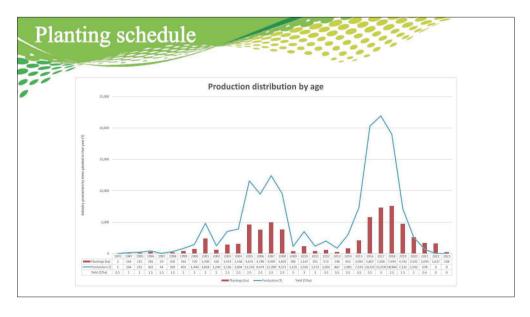












Production Summary

Cyclical Update

2025 Pre-Season Forecast: 164,700 tons, compared to the February estimate of 155,531 tons. Potential Decline in Crop Yields for 2025

Average Increase in Kernel Size

High temperatures and dry conditions before and during the harvest.

• The in-shell plumpness is excellent.

2024-25 Crop Features

- Dry harvesting significantly improves quality.
- In-shell sales increased by 112% year over year.
- X-ray technology has been introduced to enhance quality.

Export Markets and China



- Australia's exports grew by 36% in the 2024-2025 period
- China accounts for 53.7% of the export share, an increase of 31% from the previous year.

China's sales increased by 129% year over year.

- Australia commands 46% of China's almond market share,
- an increase of 42% from the previous year.

Total almond imports to China from Australia and the United States increased by 8%.

(Note: The U.S. 2024-2025 season still has five months remaining; data also includes Vietnam.

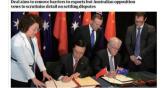
Australia-U.S. Export Trends to China

2017-18 77,613.32 0.775 2018-19 69,963.27 16,955 2019-20 84,562.97 47.145 2020-21 99,657.80 26.115 2021-22 93,014.88 37.925 2022-23 113,900.81 44.645		Tonnes	% Aus
2018-19 69,963.27 16,955 2019-20 84,562.97 47,145 2020-21 99,657.80 26,115 2021-22 93,014.88 37,925 2022-23 113,900.81 44,645	2016-17	68,709.36	0.46%
2019-20 84,562.97 47.145 2020-21 99,657.80 26.115 2021-22 93,014.88 37.925 2022-23 113,900.81 44.645	2017-18	77,613.32	0.77%
2020-21 99,657.80 26.115 2021-22 93,014.88 37.925 2022-23 113,900.81 44.645	2018-19	69,963.27	16.95%
2021-22 93,014.88 37.929 2022-23 113,900.81 44.649	2019-20	84,562.97	47.14%
2022-23 113,900.81 44.649	2020-21	99,657.80	26.11%
	2021-22	93,014.88	37.92%
2023-24 100,740.04 33.199	2022-23	113,900.81	44.64%
	2023-24	100,740.04	33.19%
2024-25 108,840.00 69.359	2024-25	108,840.00	69.35%

Sales growth in China

Australia's Almond Sales to China (in tons, March 2024 to February 2025)

China and Australia formally sign free trade agreement



	Insheii	Kernei	Aus	Diff
2016-17	88	257	319	
2017-18	128	510	600	88.2%
2018-19	7,490	6,617	11,860	1878.0%
2019-20	33,786	16,212	39,862	236.1%
2020-21	14,222	16,063	26,018	-34.7%
2021-22	26,870	16,461	35,270	35.6%
2022-23	37,701	24,457	50,848	44.2%
2023-24	19,630	19,693	33,434	-34.2%
2024-25	57.284	35.461	75.476	125.7%

China and Australia formally signed a free trade agreement

INDUSTRY CHAIN PACKAGING MATERIALS

Analysis of Lipid Oxidation Causes in Macadamia: The Role of Special Vacuum Bags

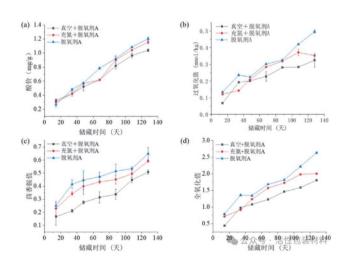


Light, moisture, heat, and oxygen constitute the principal factors that influence lipid oxidation, thereby expediting the degradation of macadamia during storage. Although refrigerated storage can markedly retard lipid oxidation, this method is infrequently utilized for the storage and marketing of dried fruits such as macadamia due to the considerable expenses involved. Oxygen is pivotal in facilitating lipid oxidation. Consequently, to avert and manage lipid oxidation in macadamia, it is imperative to initially diminish the oxygen concentration within the storage environment.

The current packaging for macadamia products primarily consists of two components: aluminum foil composite bags (OPP/aluminized PET/PE for outer packaging) and kraft paper composite bags (PET/kraft paper/PE for inner packaging). Both materials possess barrier properties that prevent oxygen from the external environment from entering the packaging, thereby slowing lipid oxidation. With advancements in technology and innovation in high-barrier materials, specialized high-barrier films for nuts have become crucial for preserving their quality. A common industry practice to prevent and control lipid oxidation in macadamia products involves using high-barrier packaging materials in conjunction with oxygen absorbers, which helps maintain the quality of the nuts to a certain extent. However, the development of off-odors due to lipid oxidation in macadamia products during their shelf life remains a significant challenge for the nut industry. Additionally, there is a scarcity of research reports addressing the quality changes of open-shell macadamia nuts during storage.

The alterations in the physicochemical characteristics of macadamia as a function of various packaging methods during storage are depicted in the figure.

The figure illustrates that the acid value, peroxide value, anisidine value, and total oxidation value of shelled macadamia under various packaging conditions experience significant increases over extended storage periods, indicating progressive lipid oxidation during their shelf life. Although the trends of these lipid oxidation indices across storage periods are generally consistent among the tested packaging methods, the magnitudes of change vary considerably. It is noteworthy that macadamia packaged solely with oxygen absorbers consistently exhibit higher values for all oxidation parameters compared to those under vacuum or nitrogen-flush packaging combined with oxygen absorbers. This variance may be attributed to the limited oxygenscavenging capacity of standalone oxygen absorbers, as vacuum/ nitrogen flushing pre-eliminates a portion of residual oxygen, and the synergistic effect of modified atmosphere packaging with oxygen absorbers achieves significantly lower residual oxygen concentrations, thereby more effectively suppressing lipid oxidation. Furthermore, throughout the storage period, the physicochemical indicators of samples under vacuum-oxygen absorber combined packaging remain consistently lower than those under nitrogen-flush combined packaging. These findings collectively demonstrate that vacuum packaging supplemented with oxygen absorbers provides superior protection against lipid oxidation in macadamia products compared to nitrogen-flush packaging combined with oxygen absorbers.



Russia's Corn Exports to China Surge 90-Fold Monthon-Month in April 2025

According to calculations based on China's customs statistics, Russia's export value of corn to China skyrocketed 89-fold monthon-month in April of this year, increasing from \$33,000 the



previous month to \$3 million. Meanwhile, Russia's total grain supply value to China decreased by 9% to \$26 million, marking the lowest level since the end of last year. In April, Russia ranked seventh among the largest grain suppliers to China, dropping three positions within a month. As in March, the top grain exporters to China were Australia, Canada, and Vietnam. In addition to corn, Russia's supplies of oats (export value: \$4.9 million, up 18%) and buckwheat (\$13.6 million, up 2%) to China exhibited positive trends. However, barley exports plummeted approximately 61% to \$4 million, while wheat exports declined by 5% to \$416,300.

Zimbabwe's Blueberry and Berry Exports Surge by 351% in Earnings

Statistics from ZimTrade indicate that Zimbabwe's export revenue from blueberries and other berries soared from \$11.12 million in 2020 to \$50.14 million last year. During this period, the export volume increased significantly by 2,503 tons, reaching a total of 6,240 tons. The Netherlands emerged as the largest buyer, accounting for 29% of 2024 earnings at \$1.4513 billion, followed by Hong

Kong, China, which represented 22% (\$10.9 million), and Germany at 14% (\$7.2 million).

Berries include blueberries, strawberries, mulberries, cranberries, and raspberries, with blueberries leading the export surge. Zimbabwe's blueberry industry began with small-scale experimental planting in 2008 and achieved its first exports in 2017. The Horticultural Development Council projects that blueberry exports will reach 10,000 tons by 2025, noting that if policy, capital, and other challenges are addressed, exports could reach 30,000 tons by 2030.

Will Nigeria Overcome Process-ing Bottlenecks Amid Projected Global Cashew Output Growth of 7-9% in 2025?



In the global cashew market, Vietnam and Nigeria, as key producing countries, exhibit distinct developmental trajectories and face unique challenges. Vietnam maintains a central position in the global cashew trade through its established processing and export systems. Data indicates that Vietnam exported 756,000 metric tons of cashew kernels in 2024, with imports from China increasing by 19.9% year-on-year, reaching a value of \$750 million. As Vietnam's second-largest export market, the United States imported 156,000 metric tons in 2024. However, a recently imposed 10% tariff by the U.S. has introduced trade uncertainty, leading some buyers to request delayed shipments or price reductions to share the costs—potentially impacting future orders. Vietnam's production volatility continues to be influenced by weather conditions. Excessive rainfall in 2025 has delayed harvesting and compromised quality; however, raw material imports from West Africa are anticipated to ease supply pressures by mid-year. At the same time, substantial production growth in Cambodia and Tanzania is contributing to an estimated 7-9% increase in global output, highlighting intensified regional competition.

Strong Start to Australia's Almond Season 2025/26

On May 13, 2025, the Almond Board of Australia released the first shipment report for the new season. The data indicates a strong start to the 2025/26 marketing year, with notable shipment growth to processing hubs such as Turkey and Spain, as well as key markets including China and India. Although March exports decreased by 17% compared to the record levels of the same period last year, they still represented the second-highest March monthly total in Australia's almond export history. Meanwhile, domestic sales remained unchanged compared to the previous year.

When comparing shipment reports for February and March, China (excluding Hong Kong, Macao, and Taiwan) maintained a significant position, with March shipments totaling 1,964 KWE (thousand weight equivalent). Although this represents a 22% decrease compared to the previous year, the cumulative volume year-to-date remains strong at 76,121 KWE. The Indian market distinguished itself with March shipments of 1,350 KWE and a year-to-date cumulative total of 19,803 KWE, reflecting a 3% increase year-on-year. As an emerging processing hub, Turkey experienced a remarkable 35% year-on-year increase in shipments, reaching 759.7 KWE in March, positioning it as a growth engine for the Middle East region.

Namibian Grapes Seek Entry into the Chinese Market

Catherine Shipushu, spokesperson for the Namibia Investment Promotion and Development Board (NIPDB), stated that the country has been working to expand agricultural exports to China for several years. Currently, a draft agreement

regarding grape exports is pending final approval and signing by Chinese authorities, with the aim of addressing seasonal supply gaps in the Chinese market.

Namibia's grape harvest season occurs from November to January each year, coinciding with grape-growing regions in northern China, which positions it as an ideal supplier to meet China's off-season demand. Key entities preparing for export include the Namibia Grape Company and Namibia Grape Export Ltd. Conservative estimates indicate that exporting 10,000 tons of grapes to China at \$1.05 per kilogram could generate \$10.5 million in seasonal export revenue for Namibia, with potential for future production growth.

Vietnam's Đ□ ng Nai Province Focuses on developing Five Key Fruit Varieties

According to the Development Plan for Key Fruit Trees and Industrial Crops in Đồng Nai Province, issued by the People's Committee of Đồng Nai Province, the province aims to expand its total fruit planting area to approximately 75,000 hectares, with an annual output of 1.5 million tons by 2025 and 2030.

Among the province's five key fruit trees—mango, durian, banana, pomelo, and jackfruit—Đồng Nai aims to establish a planting area of 59,181 hectares, which represents 78.9% of the total fruit tree area, yielding an annual output of 1.46 million tons.

In terms of key cash crops such as pepper, cashew, coffee, and rubber, the province aims to establish a planting area of 86,000 hectares and achieve an annual output of 143,000 tons.

By 2030, the province aims to expand the total area dedicated to fruit tree planting to 84,000 hectares, achieving an annual output of 2.27 million tons. Additionally, the area for cash crop cultivation is projected to reach approximately 77,100 hectares, with an expected annual output of around 107,200 tons.

Iranian Pistachio Exports Surge to a Four-Year High as Prices Continue to Rise

Statistics recently released by the Iranian Pistachio Association indicate that during the sixth month of the 2024/25 season (February 19–March 20), Iran's monthly export volume of in-shell pistachios reached 20,000 tons, marking a 43% increase compared to the same period last year. The primary export destinations included entrepôt markets such as Turkey and the UAE, followed by countries in the CIS, the Middle East, and the South Asian subcontinent.

Since the beginning of the 2024/25 season, cumulative exports of in-shell pistachios have reached 144,000 tons, representing a 76% increase compared to the previous year. The current "export volume to initial season inventory ratio" is 63%, indicating export performance that significantly surpasses historical levels (the ratio was below 45% during the same period in the past two seasons). The association credits this success to the price competitiveness of Iranian pistachios, coupled with supply constraints in other

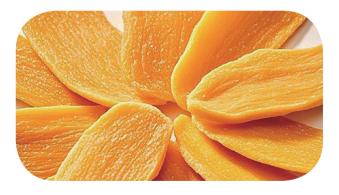
producing regions. The association
observed that pistachio prices
continued to increase in
March, with a slight
improvement in
supply following
a brief rebound
in the exchange
rate of the Iranian
currency. However,
it is important to
note that some of the
exports in the sixth month
of the season were orders
placed before the Iranian New

Very heliday, which involves a 40 day averageing Industry.

Year holiday, which involves a 40-day suspension. Industry professionals must take the necessary time to evaluate potential risks of frost damage.

Cambodia Exports Cashews and Dried Mangoes to Malaysia for the First Time

Recently, Cambodia successfully completed its inaugural export of cashews and dried mangoes to Malaysia, marking the official entry of Cambodia's distinctive agricultural products into the Malaysian market. H.E. Thong Khon, Secretary of State of the Ministry of Commerce, led a working group to oversee this first export activity. The successful export is the result of memorandums of



understanding (MOUs) signed on January 23, 2025, between two Cambodian enterprises—Ample Agro Product Co., Ltd. and Kirirom Food Processing Co., Ltd.—and TrackInTech Solutions from Malaysia.

The Ministry of Commerce highly commended this achievement, describing it as a significant export breakthrough for Cambodian enterprises in May of this year. The initial batch of exports includes 200 cases of cashews and 210 cases of dried mangoes, which will be delivered in four installments. The goods will first arrive in Malaysia and will then be further distributed to other Southeast Asian markets, including Singapore, Indonesia, and Brunei, through Malaysia's transit hubs. This successful export not only signifies Cambodia's agricultural products entering high-end Southeast Asian markets but also demonstrates tangible progress in Cambodia's active integration into regional economies and the promotion of supply chain integration.

Kazakhstan Enters the Global Top 10 Sunflower Oil Exporters for the First Time

Kazakhstan is increasingly solidifying its position in the global oilseed products market. According to the Ministry of Trade and Integration, over the past three years, Kazakhstan's sunflower oil production has increased 2.5 times, exports have surged 4.8 times, and imports of bottled oil have decreased by 11%.

In 2024, Kazakhstan joined the ranks of the world's top 10 sunflower oil exporters for the first time, achieving an impressive eighth place. Additionally, it emerged as one of the three primary suppliers of sunflower seed products to the European Union. Sunflower oil, a crucial raw material for animal husbandry, is widely sought after in numerous countries.

In the last season, Kazakhstan generated \$562 million from the export of sunflower oil, meal, and cake. Looking ahead, Kazakhstan aims to gradually increase this figure to \$1 billion annually. To achieve this goal, the agricultural planting structure is being progressively shifted from wheat-



based crops to high-yield oilseed varieties, particularly sunflower seeds.

It is important to note that, among the countries of the Eurasian Economic Union, Kazakhstan offers the most competitive prices for sunflower oil.

Tariff Reductions Bring Joy to U.S. Pistachio Growers

In California, the nation's largest agricultural state, pistachios have emerged as the third most valuable agricultural export, following almonds and dairy. Like many industries, U.S. pistachio growers depend significantly on the Chinese market. As recently as Monday, concerns arose regarding a potential market collapse. "Everyone was looking at each other, not knowing what to do," stated Dave Puglia, president and CEO of the trade organization representing pistachio and other agricultural growers. Stuart Woolf, executive chairman of pistachio producer Woolf Farming, remarked, "The tariff reduction is definitely good news. Life is better with less uncertainty, and growers certainly welcome the current situation." In recent years, California farmers have increasingly turned to pistachio cultivation, attracted by the crop's drought tolerance

and high economic value, although this surge in popularity has put pressure on prices. William Burdo, a 50-year-old who purchased a small farm two years ago, reports that pistachios account for three-quarters of his farm's revenue. "Profit margins are tight now, and farming in California is already challenging, he stated. The reduction in tariffs helps stabilize the market and safeguard investments.

Despite the optimism, some industry insiders are concerned about the uncertainties that may arise when the tariff suspension ends. The sector is closely monitoring potential shifts in trade policy in anticipation of this year's late-season harvest.

Versatile Sesame: Surprising **Uses for Food and Skincare** (Worth Bookmarking!)

Beyond being a common ingredient, sesame seeds have numerous unexpected applications in daily life.

Homemade Sesame Candy

Ingredients: Sesame seeds, granulated sugar, maltose (sugar to maltose ratio = 1:2), water, cooking oil

Steps:

- 1. Toast sesame seeds in a skillet over medium heat until they are golden brown. Set aside.
- 2. Combine sugar and water in a saucepan. Simmer over low heat until the mixture thickens. Add maltose and continue simmering until a syrup forms.
- 3. Quickly mix the toasted sesame seeds into the syrup until they are fully coated. Then, pour the mixture onto an oiled baking tray.
- 4. Flatten the mixture with a rolling pin to a thickness of 0.5 cm. Score it into squares before allowing it to cool.
- 5. Allow to cool completely before breaking apart. Store in an airtight container.

*Pro Tip:

Add diced dried fruits, such as red dates and peanuts, to the sesame before mixing in the syrup. Substitute half of the sugar with rock sugar for a cleaner sweetness.

Creamy Sesame Paste

Ingredients: Sesame seeds, glutinous



rice flour, rock sugar, water, and milk (dairy or plant-based)

- 1. Toast the sesame seeds until they are golden brown, then grind them into a fine powder.
- 2.Mix glutinous rice flour with cold water to create a smooth slurry.
- 3. Dissolve rock sugar in water over medium heat to create a syrup
- 4. Whisk together sesame powder and rice slurry until they form a syrup. Cook over low heat for 10 minutes, stirring constantly, until the mixture reaches a ribbon-like thickness.

5. Serve the sesame paste in a bowl, add appropriate milk, and enjoy.

Nourishing Sesame Face Mask

Ingredients: 15 g toasted sesame powder, 15 ml raw honey

Steps:

- 1.Grind toasted sesame seeds into an ultrafine powder, or use pre-made sesame seed powder.
- 2.Blend equal parts of sesame powder and honey until a smooth paste forms.
- 3. Apply to a cleansed face, avoiding the eye and lip areas. Gently massage for five minutes. Leave on for 10 minutes, then rinse with lukewarm water.

Just a Handful a Day: Pumpkin Seeds - The Underrated, Nutrient-Dense Snack

Pumpkin seeds are a common addition to many snacks. This delightful treat is not only crispy and delicious but also ranks among the top contenders in nutritional value among nuts.

The "Nutritional Star" in the World of Nuts

Pumpkin seeds are the mature seeds of pumpkins, often referred to as white melon seeds or golden melon seeds. They can be consumed raw after shelling, or they can be fried or baked, with frying being the most common preparation method.

Despite their small size and unassuming appearance, pumpkin seeds are genuinely high in nutritional value!

1. Superior Protein Content in Nuts

Among various nuts, pumpkin seeds are particularly high in multiple nutrients, especially protein. Fried pumpkin seeds contain up to 36% protein, making them the highest among common nuts and nearly 1.6 times the protein content of fried sunflower seeds.

Studies have shown that the protein in pumpkin seeds is highly bioavailable, with an absorption rate of approximately 88% to 97%. Snacking on a handful (about 10 grams) during your leisure time can provide nearly 4 grams of high-quality protein.

2. A "Master" of Zinc Supplementation Among Nuts

Pumpkin seeds are exceptionally rich in zinc, particularly when fried, as they can contain up to 7.12 mg of zinc per 100 grams.

High in Potassium and Magnesium, Low in Sodium

Fried pumpkin seeds are rich in potassium and magnesium, containing 672 mg of potassium and 376 mg of magnesium per 100 grams. In contrast, their sodium content is only 15.8 mg per 100 grams, making them an ideal food that is high in potassium and magnesium while low in sodium. This mineral profile makes fried pumpkin seeds an excellent dietary choice for individuals with hypertension who need to manage their blood pressure.

Overall, incorporating pumpkin flesh or pumpkin seeds

into a daily healthy diet may help maintain optimal blood pressure levels.

Additionally, pumpkin seeds are rich in beneficial plant sterols, polyphenols, polysaccharides, and squalene. As a type of nut, they are naturally high in polyunsaturated fatty acids. Regular and moderate consumption can help lower low-density lipoprotein (LDL) cholesterol ("bad" cholesterol), often referred to as in the blood, thereby promoting cardiovascular health.







Happy time with Bailian

Fujian Bailian Industry Co., Ltd. was founded in 1980s and experienced a high speed growth in 1990s. High holding the philosophy of quality, honesty, efficiency and stability, the company has grown from a trading company into a industrial and trading enterprise that engages in food development, production, sales, real estate investment and high-end property management.

Speaking of food, we specialize in producing leisure food of nuts and roasted seeds, conserved fruit, meat products, etc. With a variety of selection, distinctive favor and high quality, our products receive great welcome from customers. "Bailian melon seeds", as our main product, enjoys good reputation and market share within and beyond Fujian province.

In recent years, our company has been expanding in the northern agricultural park. The move would change the managerial pattern of the company by raw material processing to raw material production. At the same time, following the strategy of "strengthening the primary business and developing appropriately in multi industries", our Company entered the fields of real estate, property, finance, etc. Bailian Group of industry layout will gradually appear.

Our Company will continue to adhere to the business concepts of "people-oriented and keep improving" to enhance communication with all ranks of society to achieve sincere cooperation and mutual development.





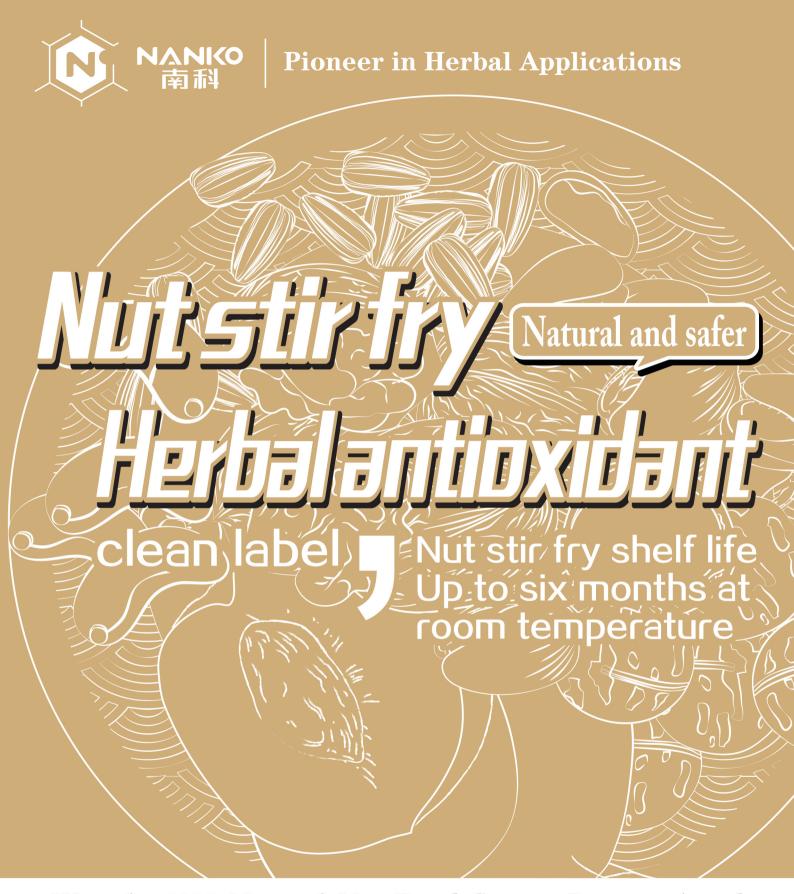
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- Research Laboratory of New Technologies for Functional Food and Fruit and Vegetable Processing at China Agricultural University.
- School of Food Science, Nanchang University.



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Pecan Flavored seeds (5kg)



Caramel flavored seeds (5kg)



Beater seeds (5kg)



Xinjiang thin-shell Walnut (2.5kg)



Boiled Seeds (5kg)



Vanilla flavored seeds (5kg)



Xinjiang thin-shell Walnut (2.5kg Weighing in bulk)



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Yantai Maoyuan Food Machinery ManufacturingCo., Ltd. established in 1995, is a professional food machinery manufacturer, we are specilized in the machinery of peanut, other nuts, roasted seed.



Yantai Maoyuan Food Machinery Manufacturing Co., Ltd.

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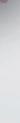
MULTIPLE FLAVORS YOU MAY NOT KNOW THE TONGUE WILL FALL IN LOVE



SHATU FOOD SHATU MELON SEEDS | | |

Shandong Shatu Food Industry Co., Ltd. was founded on August 8, 1988. It is a joint-stock private enterprise. It is a specialized enterprise that produces, processes and sells roasted food. The company is located in Hezecity, Shandong Province, the beautiful hometown of peony. The head office covers an area of more than 300 mu, with fixed assets of more than 100 million yuan and total assets of 1 billion yuan.

To Meet Shuatu Food and never forget when you are eating it. Sandy soil food will go adhere to the idea of doing well in products and services, never forget to start its mission to climb to the top level on quality.











STIR FRIED NUTS

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Address: Jiamei Road, Shatu Town, Mudan District, Heze City, China

Tel: 0530-5771168 Fax: 0530-5776118 Website: www.shatufood.com



















































The company web site: www.hfkesai.com www.kesaijixie.cn

The phone: 13956003685 Telephone and fax: 0551-63523130 68891687

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