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Horticulture Market Access Committee



## AUSTRALIAN NUT EXPORTS





Export surplus, value \$m	2009	2012	2016	2020
Almonds	143	337	454	511
Chestnuts	3	6	10	13
Macadamias	123	140	161	179
Pecans	11	10	10	10
Pistachios	-	-	-	-
Walnuts (net of imports)	1	29	64	84
<b>Export value \$m</b>	<b>281</b>	<b>522</b>	<b>699</b>	<b>797</b>



## LOGISTICS

### Exports

- ✘ 20 tonne shipments
- ✘ Lower handling costs

### Domestic

- ✘ 1 to 5 tonne deliveries
- ✘ More paperwork
- ✘ More handling cost



## **SCHEDULING**

### **Export**

- ✘ Largely fixed schedule

### **Domestic**

- ✘ Buyer changes schedule frequently



## **PAYMENT**

### **Export**

- ✘ Faster
- ✘ More predictable

### **Domestic**

- ✘ Slower
- ✘ Not always reliable



## EXPORT VS DOMESTIC

### Export

- ✘ Slightly lower prices
- ✘ Large deliveries
- ✘ Fixed Schedules
- ✘ Predictable cash flow

### Domestic

- ✘ Usually slightly better price
- ✘ Small deliveries
- ✘ Variable schedules
- ✘ Slower payment



## TRADE NEGOTIATIONS TARIFFS

	Almonds in-shell	Almonds kernels	Chestnuts fresh	Maccas kernels	Pecans kernels	Pistachio in-shell	Walnuts kernels
China	24%	10%	25%	24%	24%	10%	20%
India	~30%	~40%	30%	100%	100%	30%	30%
Korea	8%	8%	50%	30%	30%	30%	50%
UAE	5%	5%	5%	5%	5%	5%	5%



## ***FREE TRADE AGREEMENT NEGOTIATIONS (FTA)***

- ✘ China
- ✘ Gulf Cooperation Council  
(the Gulf emirates plus Saudi Arabia)
- ✘ Japan
- ✘ Korea
- ✘ India (about to start negotiations)

