

TREE NUTS

Top 10 Export Markets for U.S. Tree Nuts (Values in millions of dollars)

Country	2018	2019	2020	2021	2022	2021-2022 % Change	2018-2022 Average
European Union	2,572	2,904	2,681	2,746	2,740	0%	2,728
India	663	823	914	885	1,002	13%	857
China	328	605	748	976	807	-17%	693
Canada	696	697	738	718	696	-3%	709
United Arab Emirates	304	439	308	386	489	27%	385
Türkiye	279	340	250	263	399	52%	306
Japan	434	416	386	438	398	-9%	414
Mexico	371	343	330	333	395	19%	354
South Korea	290	291	295	344	266	-23%	297
Vietnam	287	121	140	167	173	4%	178
All Others	2,292	2,096	1,613	1,604	1,606	0%	1,842
Total Exported	8,515	9,074	8,400	8,860	8,971	1%	8,764

Source: U.S. Census Bureau Trade Data - BICO HS-10

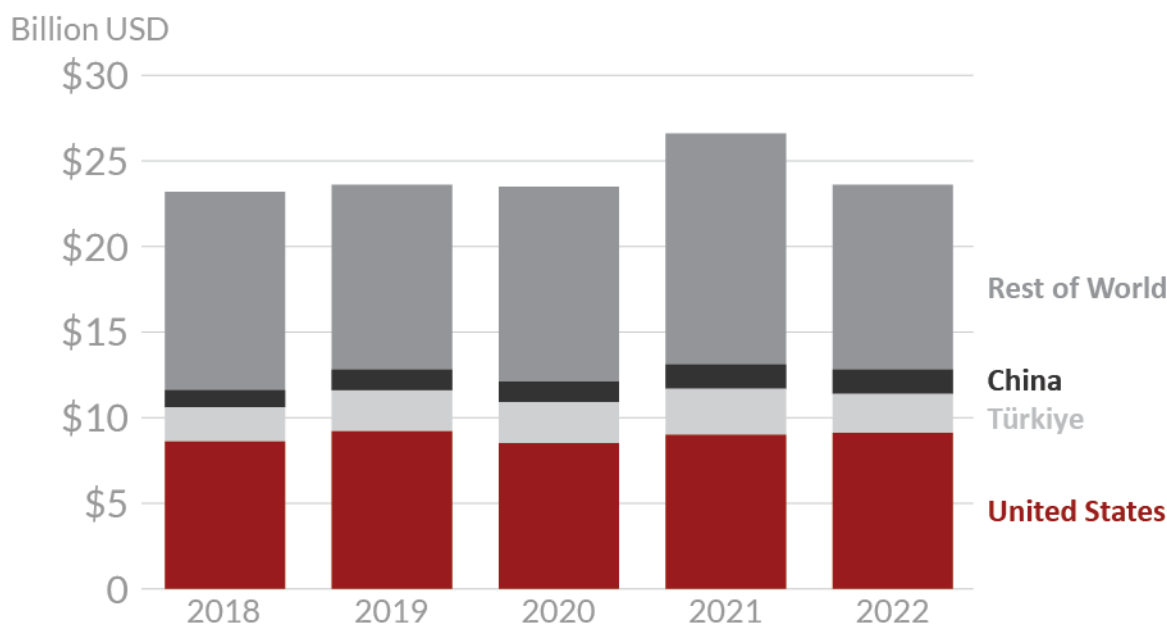
Highlights

In 2021, the value of U.S. tree nut exports to the world was over \$8.9 billion, a 6-percent increase from 2020. The top three markets, accounting for 52 percent of sales, were the EU, China, and India at \$2.8 billion, \$978 million, and \$889 million, respectively. Although tree nut exports to India and Canada decreased slightly, this was more than offset by gains to the remaining top 10 markets. With elevated production and stock levels, unit values have remained weak. U.S. exports continue to dominate the global almond, pistachio, and walnut markets with limited competition from Australia (almonds) and Iran (pistachios) as well as China, Chile, and Ukraine (walnuts). The breakout of 2021 tree nut exports were 52 percent almonds (\$4.7 billion), 23 percent pistachios (\$2.1 billion), 14 percent walnuts (\$1.2 billion), 5 percent pecans (\$433 million), 4 percent mixed and other nuts (\$315 million), and 2 percent hazelnuts (\$144 million).

Drivers

- Pistachio exports to Türkiye increased by \$115 million to \$146 million in response to reduced domestic production in Türkiye. These gains more than offset reduced shipments to China and Hong Kong.
- Tree nut unit values peaked in 2014 and have since drifted lower on rising output and stocks. This has caused the overall value of U.S. tree nut exports to remain relatively flat despite rising export volumes.

Global Tree Nut Exports



Source: Trade Data Monitor, LLC- BICO HS-6

Looking Ahead

The United States is likely to maintain its 80-percent share of world almond production and its near 90-percent share of trade, with limited competition from Australia. The U.S. walnut industry commands half of world trade, with modest competition from China, Chile, and Ukraine. Although China produces more than 40 percent of the world's walnuts, its exports only account for about 20 percent of world trade due to variety preferences and strong domestic demand. The U.S. pistachio industry will likely remain in close competition with Iran to be the world's leading producer and exporter, often trading places depending on conditions affecting yield. New market opportunities for U.S. tree nut exports include countries in Central and South America. The United States has competitive advantages that position it to maintain its global export dominance, with its 10-year growth averaging 3 percent annually. Some issues affecting future sales include compliance with pesticide maximum residue levels, which has increasingly presented challenges when selling to the EU. The United States continues to advocate for systems that comply with science-based World Trade Organization (WTO) guidelines. U.S. tree nut producers also face concerns about Japan's stringent enforcement and testing protocols for aflatoxins, which lead to 100-percent monitoring of U.S. shipments.