Chinese Tree Nuts
Tashkent, July 11, 2016

China Chamber of Commerce for the Import & Export of Food Stuffs, Native Produce and Animal By-Products (CCCFNA)
Tree Nuts Sub-Chamber (China Tree Nuts Association)

(This photo shows the Chinese Pistachio Farms in Xin Jiang)
## China is an active grower of tree nuts

<table>
<thead>
<tr>
<th>Product</th>
<th>Growing until 2016 (Hectare)</th>
<th>Production until 2016 (metric tons)</th>
<th>Growing area</th>
<th>Source</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pine Nuts</td>
<td>900 km x 500 km mountain area of North-East China</td>
<td>12,000 (Kernel basis)</td>
<td>Heilongjiang, Jilin, Liaoning, Inner-Mongolia, Yunnan</td>
<td>CCCFNA, Liaoning Forestry Research Institute</td>
</tr>
<tr>
<td>Walnuts</td>
<td>200,000</td>
<td>600,000 (in shell)</td>
<td>21 provinces, capital city and autonomous regions</td>
<td>CCCFNA</td>
</tr>
<tr>
<td>Hazel Nuts</td>
<td>160,000</td>
<td>29,000 (in shell)</td>
<td>Heilongjiang, Jilin, Liaoning, Xinjiang</td>
<td>The Fruit and Tree Nut Research Institute of Liaoning Province</td>
</tr>
<tr>
<td>Macadamia</td>
<td>100,000</td>
<td>6,000 (in shell)</td>
<td>Yunnan, Guangxi, Guangdong, Sichuan</td>
<td>Yunnan Macadamia Association, Guangxi Fuxu Macadamia Farms</td>
</tr>
<tr>
<td>Pecan Nut</td>
<td>20,000</td>
<td>100 (in shell)</td>
<td>Yunnan, Anhui, Zhejiang, Jiangsu, Jiangxi, Hunan, Henan</td>
<td>Fuyang Forest Scientific Knowledge Research Institute of Anhui Province</td>
</tr>
<tr>
<td>Pistachio</td>
<td>3,000</td>
<td>30 (in shell)</td>
<td>Xinjiang</td>
<td>Kashi Regional Forestry Knowledge Promotion Center of Xinjiang</td>
</tr>
<tr>
<td>Almond</td>
<td>20,000</td>
<td>50,000 (in shell)</td>
<td>Xinjiang, Shanxi</td>
<td>Horticultural College of Xinjiang Agricultural University</td>
</tr>
<tr>
<td>Cashew Nut</td>
<td>700</td>
<td>420 (in shell)</td>
<td>Hainan, Yunnan</td>
<td>Horticultural College of Agricultural University of Southern China</td>
</tr>
</tbody>
</table>
Chinese Pistachio Growing Area:
Chinese Pistachio Growing in Xin Jiang

Pistachio Farms

Nut bearing

Nursery

Chinese Pistachio
Chinese Hazel Nut Growing Area:
Chinese Hazelnut Cultivation

Nut Bearing

Hazelnut Farms (Bush on Hill)

Nut set

Chinese Hazelnut Nut

Hazelnut Farms (Tree Farms)
Chinese Pecan Growing Area:
Chinese Pecan Cultivation

Pecan Nursery

Pecan Seedling

Pecan Tree

Pecan Farms

Pecan Nut set
Chinese Macadamia Growing Area:
Chinese Macadamia Farms

Macadamia Nut Bearing

Macadamia Nursery

Macadamia Seedling

Macadamia Farms
Chinese Almond Growing Area:
Chinese Almond Farms

Old Almond Tree

Young Almond Tree

Almond Bearing

Almond Nursery

Almond Nut Set
Chinese Pine Nut Growing Area:
Chinese Pine Nut Cultivation

Pine Forests

Pine Nursery

Pine Cone (bearing)

Pine Seeds
Chinese Walnut Nut Growing Area:
Chinese Walnut Cultivation

Walnut Grown on Hill in Yunnan

Walnut Farms in Xinjiang

Walnut Farms in Shanxi

Walnut Nursery

Walnut Bearing

Chinese Walnut
Chinese Cashew Growing Area:
Chinese Cashew Farms in Le Dong county, Hainan Province:

- Cashew Farms
- Cashew Tree
- Cashew Bearing
- Eating Cashew Fruit
Chinese tree nut export is mainly concentrated on Pine Nut Kernel and Walnut Meat. This is because China is a biggest grower of these two nuts in the world.

<table>
<thead>
<tr>
<th></th>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Pine Kernel</td>
<td>9.948</td>
<td>7,873</td>
<td>4,194</td>
<td>7,862</td>
<td>7,026</td>
<td>9,633</td>
<td>11,579</td>
<td>10,683</td>
<td>11,428</td>
<td>13,444</td>
</tr>
<tr>
<td>Walnut</td>
<td>13,915</td>
<td>11,517</td>
<td>10,659</td>
<td>4,465</td>
<td>5,199</td>
<td>7,353</td>
<td>7,225</td>
<td>7,355</td>
<td>7,005</td>
<td>5,440</td>
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Export of Chinese pine nut is increasing and walnut is declining. Even that China is still a big buyer of these two nuts because of strong demand which is over supply and different varieties that China need to import to balance the market and meet the demand.

Chinese pine nut export variety: Pinus koraiensis, Pinus yunnanensis, Pinus pumila, Pinus massoniana

Chinese walnut export variety: Local cultivated variety, mainly 55 varieties.

Chinese walnut import variety: Chandler, Howard, Hardley, Serr, Tulare from U.S.A, Australia, Chile that China do not grow.

Source: CCCFNA
China is also a big buyer of tree nuts from different parts of the world.

Reasons:

1) Historical and traditional trade and consumption on tree nuts.
2) Big demand on tree nuts that over supply.
3) Living standard is improved that goes into massive family.
4) Lack of cultivation in some tree nuts such as cashew, pistachio, almond, pecan, brazil nut, macadamia that China is just developing.
5) Health benefit well known to most of citizen.
6) Import duty has been reduced from high to low.
7) Good promotion from medical doctor and media.
8) Reasonable price attracts consumption that people could afford to pay.
9) No contradiction against Chinese production due to different varieties that China do not grow. Since these varieties are well promoted in China’s market the importation of these varieties will never stop.
# Importation of tree nuts from 2011 till 2016(1-5) to China

*Unit: metric ton/in shell & kernel*

<table>
<thead>
<tr>
<th>Product</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016(1-5)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pistachio</td>
<td>24,952</td>
<td>27,364</td>
<td>13,171</td>
<td>10,050</td>
<td>10,891</td>
<td>3,924</td>
</tr>
<tr>
<td>Almond</td>
<td>10,047</td>
<td>8,261</td>
<td>11,002</td>
<td>4,923</td>
<td>9,007</td>
<td>2,486</td>
</tr>
<tr>
<td>Walnut</td>
<td>38,400</td>
<td>46,747</td>
<td>41,427</td>
<td>27,104</td>
<td>22,770</td>
<td>n/a</td>
</tr>
<tr>
<td>Pecan</td>
<td>2,902</td>
<td>1,853</td>
<td>1,412</td>
<td>531</td>
<td>70</td>
<td>21</td>
</tr>
<tr>
<td>Brazil Nut</td>
<td>144</td>
<td>1,940</td>
<td>12</td>
<td>50</td>
<td>101</td>
<td>0</td>
</tr>
<tr>
<td>Hazel Nut</td>
<td>2,049</td>
<td>941</td>
<td>699</td>
<td>623</td>
<td>1,076</td>
<td>2,182</td>
</tr>
<tr>
<td>Cashews</td>
<td>10,296</td>
<td>12,152</td>
<td>11,399</td>
<td>7,461</td>
<td>10,196</td>
<td>663</td>
</tr>
<tr>
<td>Macadamia</td>
<td>9,092</td>
<td>8,401</td>
<td>10,729</td>
<td>10,302</td>
<td>21,639</td>
<td>3,909</td>
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<tr>
<td>Pine Nuts</td>
<td>2,481</td>
<td>2,278</td>
<td>1,948</td>
<td>3,749</td>
<td>4,227</td>
<td>2,770</td>
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*Source: CCCFNA*
## IMPORTATION OF TREE NUTS INTO CHINA FROM 2011 TILL 2015 (METRIC TON)

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<tr>
<th>Year</th>
<th>PISTACHIO</th>
<th>ALMOND</th>
<th>WALNUT</th>
<th>PECAN</th>
<th>CASHEW</th>
<th>HAZEL</th>
<th>MACADAMIA</th>
<th>PINE NUT</th>
<th>BRAZIL NUT</th>
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<td>623</td>
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<td>3,349</td>
<td>50</td>
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<tr>
<td>2015</td>
<td>10,050</td>
<td>4,923</td>
<td>46,745</td>
<td>1,853</td>
<td>1,076</td>
<td>1,076</td>
<td>10,196</td>
<td>4,227</td>
<td>101</td>
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**Source:** CCCFNA
Comparison of Import of Each Tree Nut into China From 2011 till 2015

Source: CCCFNA
China is an active cross-border trader with all neighborhood countries on tree nuts.

Reasons:

1) Long history on cross-border trade on tree nuts.
2) Demand is strong and over local production
3) Health benefit is more and more recognized
4) Traditional eating habit in tree nuts, especially nuts in shell
5) Full range of tree nuts consumption
China is actively importing tree nuts through cross-border trade from neighborhood countries where there are tree nuts cultivation and production

1) Cashew nut and macadamia with South East Asian countries such as Vietnam, Thailand and Myanmar.

2) Cashew nut, almond, pistachio and apricot kernel with mid-Asian countries Vietnam, Afghanistan, India, Kazakhstan, Tajikistan, Kyrgyzstan

3) Pine nut and walnut with Northern and Northern-Eastern Asian countries North Korea, Mongolia, Russia,

China provide a special duty on cross-border trade and encourage this kind of trade.
Import duties on tree nuts have been reduced year after year. The current tree nut import duty (until 2016):

- Pistachio: 5%
- Almond: 10%
- Macadamia: 19%
- Pecan: 10%
- Walnut: in shell 25, shelled 10%.
- Cashew: 10%.
- Brazil nut: 12%
- Hazel nut: 10%

There is a great possibility to export different tree nut to China.
Thank you