



# Trends Shaping China Cashew Kernel Markets and Outlook

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## Policies on China Cashew Import

- ❑ No Restrictions on China Cashew Import. Importer needs to pay tariff and VAT according to the Law and quality of the products are up to the National standards.

### Introduction on China Cashew Tariff Policy

- ❑ From November 24th, 2017, Chinese State Council Tariff Commission announced the Notice on Adjusting the Import Tariffs of part of Consuming Goods. It announce that from December 1<sup>st</sup> of 2017, reduce the import tariffs on some consumer goods by a tentative tax rate
- ❑ The purposes of this adjustments: With the social and economy development, improvement of Science and Technology and the structural revolution of Population in China, the domestic consumption demand are greatly upgraded. Thanks to lower tariff, the domestic consumer's choices will be more diversified and finally lead to the transformational upgrade on supply and demand system. In order to further meet of the consumers demand, China will increase the import of some products

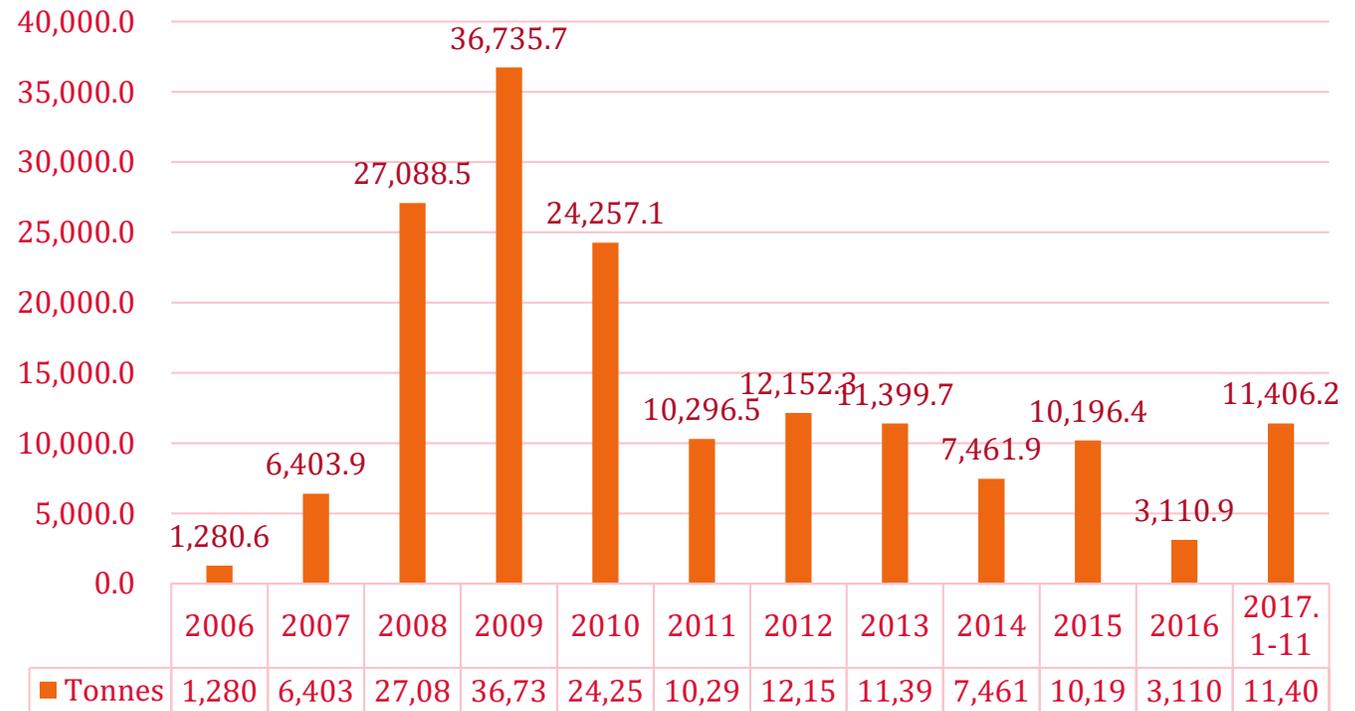
部分消费品进口暂定税率调整表

序号	EX [註1]	税则号列	商品名称	2017年最惠国税率 (%)	12月1日起暂定税率 (%)
1		03031300	冻大西洋鲑鱼及多瑙哲罗鱼	10	5
2	ex	03035900	冻毛鳞鱼, 但食用杂碎除外	10	5
3		03061490	其他冻蟹	10	5
4		03061612	冻的北方长额虾	5	2
5		03061719	冻其他小虾	5	2
6		03063190	活鲜冷的其他岩礁虾和其他龙虾	15	5
7		03063399	其他活鲜冷的蟹	14	7
8		03078190	活、鲜或冷的其他鲍鱼	14	7
9		04062000	各种磨碎或粉化的乳酪	12	8
10		04063000	经加工的乳酪(但磨碎或粉化的除外)	12	8
11		04064000	蓝纹乳酪和娄地青霉生产的带有纹理的其他乳酪	15	8
12		04069000	其他乳酪	12	8
13		08011100	干的椰子	12	7
14		08012100	鲜或干的未去壳巴西果	10	7
15		08012200	鲜或干的去壳巴西果	10	7
16		08013100	鲜或干的未去壳腰果	20	7
17		08013200	鲜或干的去壳腰果	10	7
18		08026190	未去壳非种用马卡达姆坚果(夏威夷果)	24	12
19		08026200	去壳马卡达姆坚果(夏威夷果)	24	12
20	ex	08029090	碧根果	24	7
21		08044000	鲜或干鳄梨	25	7
22	ex	08134090	蔓越橘干	25	15
23		16010010	动物肉、杂碎及血制天然肠衣香肠	15	8
24		16010020	动物肉、杂碎及血制其他肠衣香肠	15	8

# Introduction on China Cashew Import

- In the first 11 months of 2017, China's imports of Cashew reached 11406 metric tons, increase by 336.23% compared from the previous year.
- China's import of Cashew has risen sharply since 2006, and this trend lasted for only 4 years. After the peak of 2009, the import has slow down and hovering at around 7000 to 12000 metric tons per year.

Trend on Chinese Cashew Import in last 10 years



# Introduction on China Cashew Import

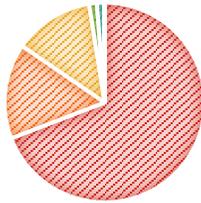
- In the first 11 months of 2017, China's imports value of Cashew reached 50.6 million dollars, increase by 225.46% compared from the previous year. But it only half of the total value of 2009, indicating there's a huge potential of Chinese market.

Trend on Chinese Cashew Value of Import in last 10 years

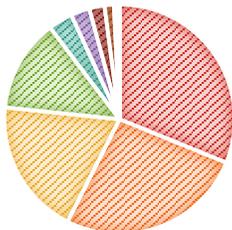


# Introduction on China Cashew Import

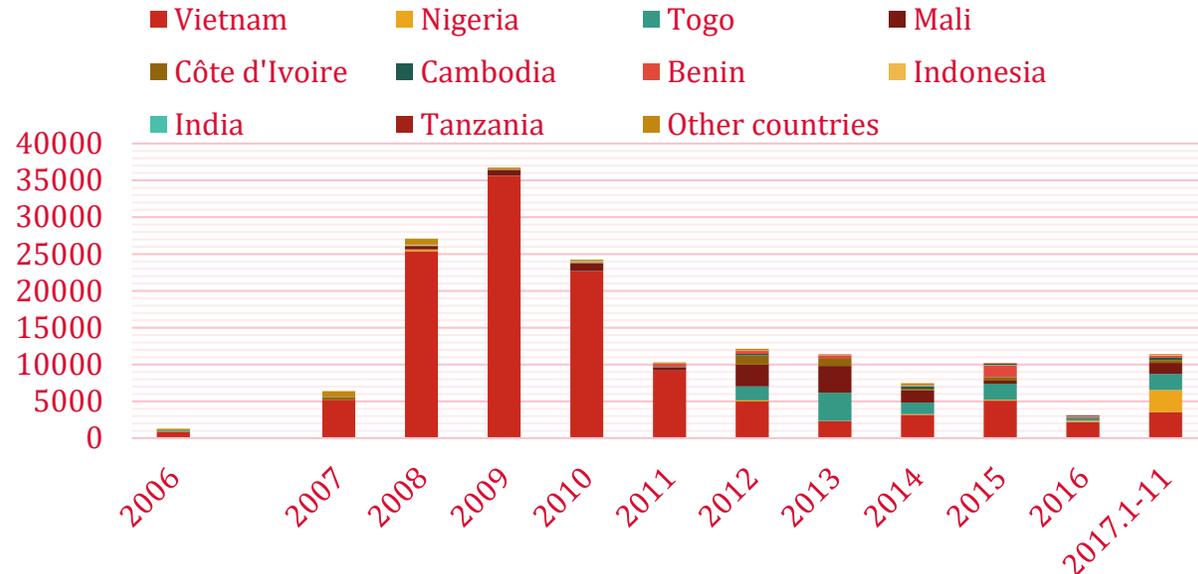
## 2006



## 2017



## Major Importing Countries in Last 10 Years

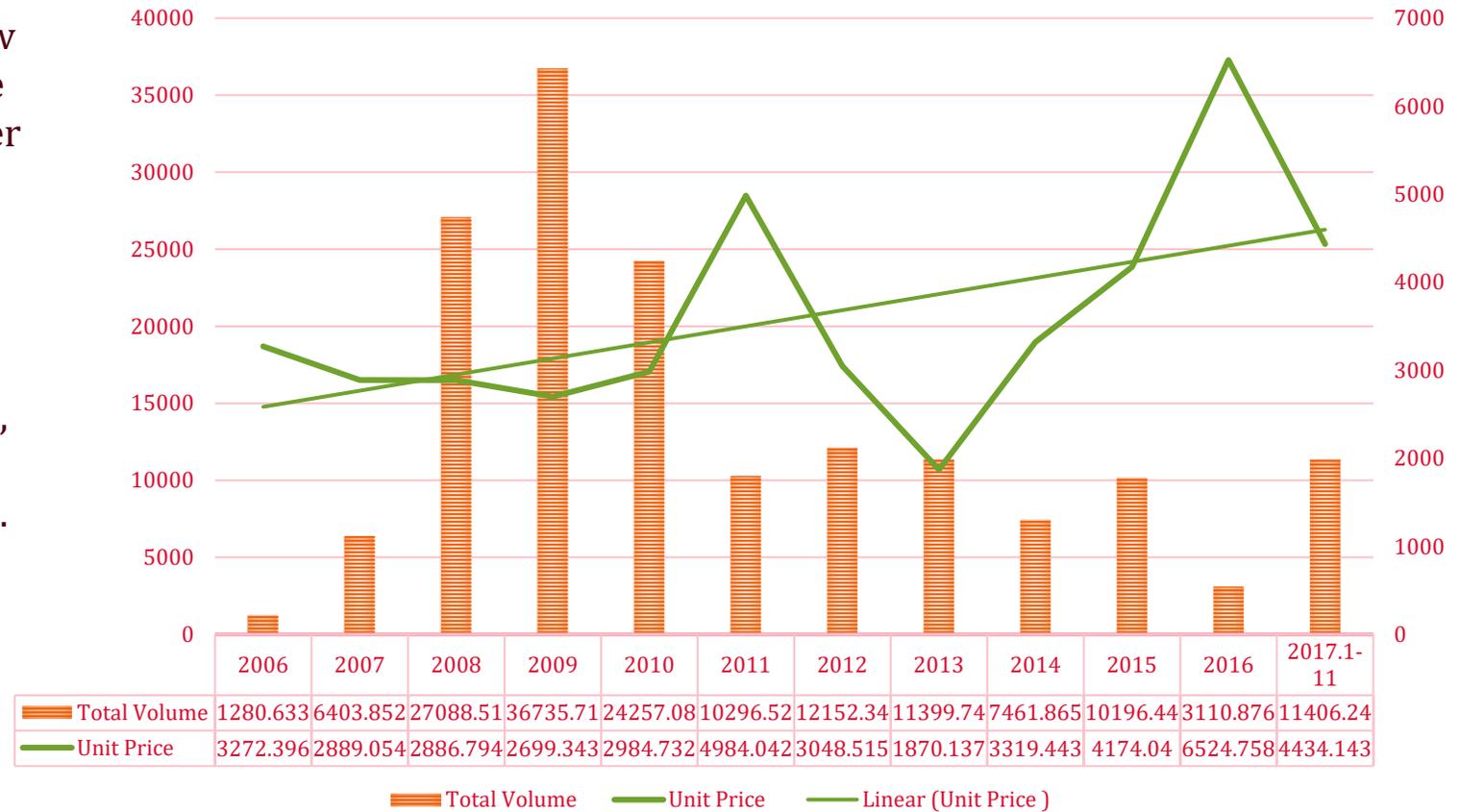


- In 2006, China's imports of Cashew from Vietnam accounted for about 70% of the total imports, during which Vietnam has been China's largest supplier of Cashew.
- Vietnam's market share in China's Cashew imports dropped to about 30-40% from 2012 till now, while an increasing share has been captured by Nigeria, Togo and Mali.

# Introduction on China Cashew Import

- The Unit price steadily grew during last decade from the range of \$3200 to \$4500 per metric ton.
- The lowest price was in the year of 2013, \$1870 per mt, the highest year was in the year of 2016, \$6524 per mt.

## TREND ON CASHEW IMPORT PRICE



# Introduction on China Cashew Consumption

ESTIMATED WORLD CASHEW CONSUMPTION (Kernel Basis)															
Country	2011			2012			2013			2014			2015		
	Cons. (MT)	Cons. per capita (kg/year) <sup>1</sup>	Est. Cons. per capita (kg/year) <sup>2</sup>	Cons. (MT)	Cons. per capita (kg/year) <sup>1</sup>	Est. Cons. per capita (kg/year) <sup>2</sup>	Cons. (MT)	Cons. per capita (kg/year) <sup>1</sup>	Est. Cons. per capita (kg/year) <sup>2</sup>	Cons. (MT)	Cons. per capita (kg/year) <sup>1</sup>	Est. Cons. per capita (kg/year) <sup>2</sup>	Cons. (MT)	Cons. per capita (kg/year) <sup>1</sup>	Est. Cons. per capita (kg/year) <sup>2</sup>
India	285,731	0.24	0.48	289,677	0.25	0.50	230,278	0.18	0.36	224,384	0.18	0.36	257,190	0.20	0.41
USA	112,739	0.36	1.11	109,448	0.35	1.07	130,477	0.42	1.28	128,342	0.40	1.22	141,119	0.44	1.33
<b>China</b>	<b>41,136</b>	<b>0.03</b>	<b>0.09</b>	<b>51,043</b>	<b>0.04</b>	<b>0.12</b>	<b>51,350</b>	<b>0.04</b>	<b>0.12</b>	<b>52,159</b>	<b>0.04</b>	<b>0.12</b>	<b>49,925</b>	<b>0.04</b>	<b>0.11</b>
Germany	19,737	0.24	0.97	26,177	0.32	1.28	25,591	0.31	1.25	23,016	0.28	1.13	23,810	0.30	1.18
Netherlands	20,161	1.21	1.52	12,366	0.74	0.93	23,005	1.39	1.73	20,796	1.24	1.55	23,536	1.39	1.74
UK	9,778	0.16	0.48	12,381	0.20	0.60	9,636	0.15	0.47	16,052	0.25	0.76	19,854	0.31	0.93
Australia	13,988	0.63	1.25	15,491	0.69	1.39	15,763	0.71	1.41	16,572	0.71	1.43	15,893	0.66	1.33
Canada	9,392	0.28	0.55	11,808	0.35	0.69	11,958	0.35	0.70	12,156	0.34	0.69	11,812	0.33	0.66
Japan	8,018	0.06	0.11	7,580	0.06	0.11	8,146	0.06	0.12	11,523	0.09	0.17	11,235	0.09	0.16
France	9,482	0.15	0.60	8,416	0.13	0.53	8,698	0.14	0.55	10,027	0.15	0.61	10,418	0.16	0.65
Saudi Arabia	4,447	0.16	0.49	6,203	0.23	0.68	5,310	0.19	0.58	7,977	0.27	0.82	8,541	0.27	0.82
Thailand	4,512	0.07	0.13	5,920	0.09	0.13	6,010	0.09	0.13	8,164	0.12	0.18	8,290	0.12	0.18
Italy	4,680	0.08	0.52	5,410	0.09	0.60	4,744	0.08	0.52	7,000	0.12	0.78	6,745	0.11	0.75
Spain	4,492	0.10	0.39	4,383	0.10	0.38	4,935	0.11	0.43	4,511	0.10	0.38	5,303	0.11	0.46
Israel	2,579	0.34	0.68	4,041	0.53	1.06	2,840	0.37	0.75	4,490	0.56	1.12	4,349	0.54	1.08
Russian Fed.	8,519	0.06	0.24	10,094	0.07	0.28	10,060	0.07	0.28	12,161	0.09	0.34	3,604	0.03	0.10
New Zealand	1,974	0.45	0.90	2,389	0.55	1.09	2,651	0.61	1.21	2,884	0.63	1.27	3,006	0.66	1.33
Malaysia	2,053	0.07	0.15	2,120	0.08	0.15	1,323	0.05	0.09	2,013	0.07	0.13	2,297	0.08	0.15
Turkey	1,164	0.02	0.05	2,786	0.04	0.12	3,895	0.05	0.16	2,860	0.04	0.11	2,294	0.03	0.09
Sweden	1,530	0.16	0.65	1,301	0.14	0.55	2,213	0.24	0.94	2,090	0.22	0.87	2,080	0.21	0.85
<b>World Total</b>	<b>576,431</b>	<b>0.08</b>		<b>599,034</b>	<b>0.09</b>		<b>601,642</b>	<b>0.09</b>		<b>716,682</b>	<b>0.10</b>		<b>724,556</b>	<b>0.10</b>	

<sup>1</sup> Total consumption expressed in Kg per person. Based on UN Population Division (2015).

<sup>2</sup> Based on the estimated percentage of population consuming the specific product.

# Introduction on China Cashew Consumption

- ❑ Consumption growing at 14.32% annually. Average 52,000 tonnes since 2014.
- ❑ Chinese prefer roasted, flavoured cashew, more accurately oil-blanching, then added to main dishes. Cold weather makes it suitable for people to eat nuts in winter season. Major sales during lunar new year, Mid Autumn festival.
- ❑ E-Commerce have become an important way of selling and buying and Nuts consumption

# China International Treenut Conference 2018



CHINA INTERNATIONAL TREENUT  
CONFERENCE 2018

August 1-3, 2018  
Zhuhai International Convention & Exhibition • China



- Organized by China Chamber of Commerce for IMP & EXP of Foodstuffs, Native Produce and Animal By-Products.
- Held for 6 consecutive years, attracting more than 350 delegates each year.
- China International Treenut Conference 2018 will be held in Zhuhai, China on 1<sup>st</sup> to 3<sup>rd</sup> August this year.
- You can find more details on Booth 22#
- Awaiting your participation!



# China International Import Expo (CIIE) Invitation

5<sup>th</sup> to 10<sup>th</sup> , November, 2018  
Shanghai, China

In May 2017, Chinese President Xi Jinping announced at the Belt and Road Forum for International Cooperation that China will hold China International Import Expo (CIIE) in November 5-10, 2018, in Shanghai, China. CIIE will help enterprises across the world to seek for business opportunities in the Chinese market, open new channels for all countries and regions to do business strengthen cooperation and ultimately promote common prosperity of the world economy and trade.

China Chamber of Commerce for IMP & EXP of Foodstuffs, Native Produce and Animal By-Products (CFNA)

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# Thanks



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