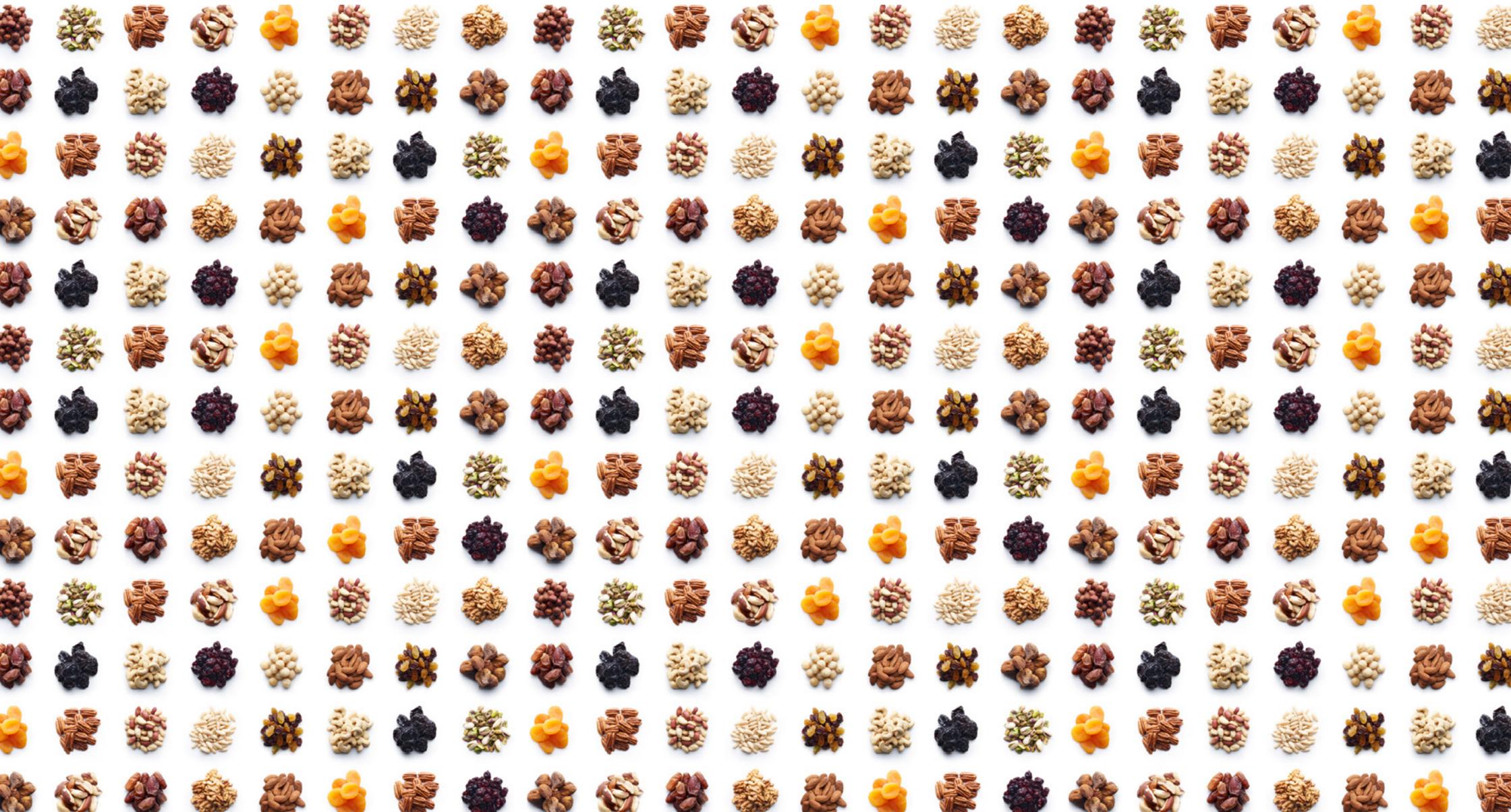
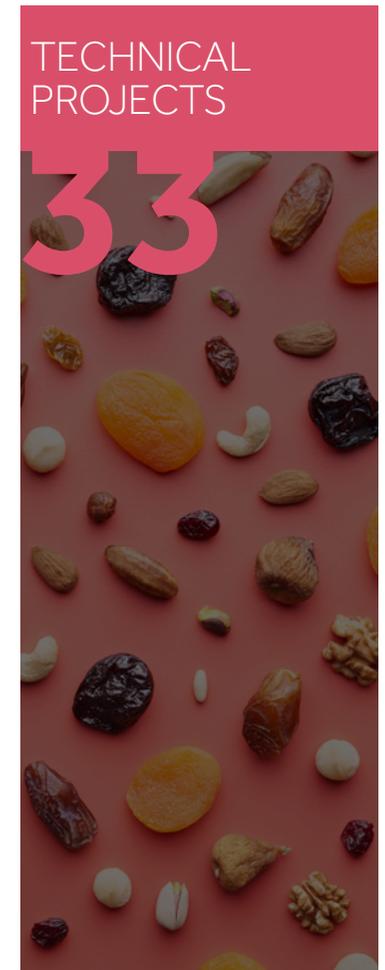
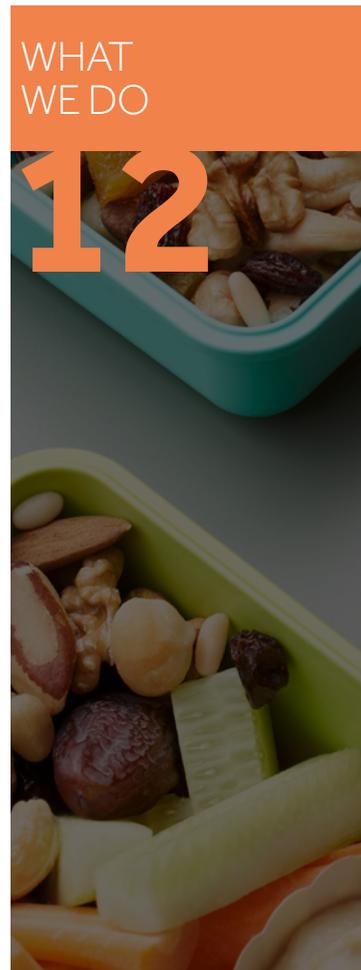


ANNUAL REPORT

2021/2022





LETTER

LETTER FROM THE CHAIRMAN



Michael Waring
Chairman

Dear friends,

I am pleased to present the 2021/2022 Annual Report of the International Nut and Dried Fruit Council.

Toward the end of 2021 and now into 2022 we have seen the world slowly come back to some sense of normality. Regardless of the many challenges that arose for the nut and dried fruit industry, the sector remains determined to identify and concentrate on its' many opportunities and set the path for continued, sustainable growth.

At the time of writing, we are 2 weeks from INC Dubai 2022. It gives me great joy to say that the INC Congress has officially returned and we look forward to the event May 11-13, 2022. The organising committee, chaired by Mr. Ashok Krishen has worked tirelessly to ensure an incredible event. The Congress features the insightful round tables, expert-led seminars, industry leading keynote speakers, and social activities for networking that are unmatched. I look forward to again being able to discuss the challenges, solutions, and the future of our sector with you all face-to-face.

As sustainability continues to play an increasingly important role in all industries, the INC recognises that it must help to accelerate the sustainability journey of the nut and dried fruit sector. The newly formed INC Sustainability Working Group came together to draft the INC Manifesto, publicly calling for the nut and dried fruit industry to accelerate sustainability commitments that are tangible, quantifiable and measurable. The Working Group's goal is to stimulate and facilitate the global nut and dried fruit

industry's ability to speak about its contributions to sustainable growth.

In October 2021, the INC Pavilion made its official return at Anuga in Cologne. Although the fair's attendance did not meet previous years' numbers, the event was a success and represented the first in-person event for the INC in nearly two years. The INC then attended Gulfood in Dubai in February 2022. The INC Pavilion attracted many visitors as the heart of the nut and dried fruit industry and the cocktail event capped off what was a clear sign that Dubai is ready to welcome the industry for the INC Congress.

Furthermore, in the last quarter of 2021, the INC hosted a series of webinars dedicated to providing information on the outlook for the industry, consumption trends and the ongoing shipping situation. These events included topical experts that provided a look into some of the most pressing topics for nuts and dried fruits.

Aimed at promoting the consumption of nuts and dried fruits around the globe, the INC's dissemination campaign, Real Power for Real People, came to a close in early 2022, and the results were astonishing. The campaign's message on the health benefits of nuts and dried fruits reached more than 19.5 million consumers around the world, and the main video received over 7 million views. The next campaign, will bring to light how nuts and dried fruits can improve brain health, and will be designed to reach one of the fastest growing consumer segments, Generation Z.

The INC committees serve to focus industry's efforts on relevant matters. The activity of the INC Sustainability, Scientific and Government Affairs committee led by Mr Pino Calcagni continues to lead and identify pertinent issues and opportunities. The INC Business Integrity Committee, led by Mr Bill Carriere works constantly in the background on all manner of issues including membership review and also relevant rising industry issues. The Ambassador Committee continues effectively under Mr Pratap Nair, and provides specific and in-country INC representation. I would like to take the opportunity to thank all Chairs and members of these committees.

The fourth edition of the INC Academia ended in December 2021, and with a total of 47 students from 17 countries, the INC Academia continues to be the pioneering educational system in the industry. In February 2022, the INC launched the fifth edition with a new online platform, and two separate programs and a set of master classes. Also returning in the fifth edition is the exciting on-site course, giving students a hands-on approach to the sector.

I would like to thank the Reus Executive team lead by Mrs. Goretti Guasch for their hard work and commitment. A thank you to the Board of Trustees, and the INC Executive Committee and especially INC members for their continued support of the Foundation.

Sincerely,
Michael Waring
INC Chairman

PRIORITIES FOR 2022/2023



Goretti Guasch
Executive Director

Looking forward to the rest of 2022 and 2023, the nut and dried fruit industry will continue to have to face challenges and find innovative ways to prosper, as it has done for years. In the past ten years, the sector has experienced significant growth, and nuts and dried fruits are positioned to continue this trend. They are incredibly healthy and wonderful additions to any diet and with current consumer trends shifting towards a focus on health, they are primed to take advantage of this. One key aspect of this future growth will be continued promotion and innovation to ensure that demand and supply are balanced. The INC continues to promote consumption through its annual global dissemination plan, and as a tool for deciding the direction of the plan, the INC commissioned a market research study on the perceptions and consumption of nuts and dried fruits by Generation Z, a rapidly growing consumer group. This upcoming year's campaign will focus on the brain health benefits of consuming nuts and dried fruits and we expect to continue growing and increasing our ability to share the benefits of nuts and dried fruits with millions of consumers.

Another central characteristic of the INC's plan for the upcoming year is to engage with international organizations to achieve collaboration for increasing market access for nuts and dried fruits. Many INC members rely on the ability to conduct business across borders and find new markets for growth, supporting that market ac-

cess is essential for the continued overall growth of the industry. The INC will cooperate with these international organizations and participate in discussions to outline steps and processes to improve market access for the industry.

Increasing and accelerating sustainable activities in the sector remains an important goal for the INC. The INC is taking steps locally to increase sustainability such as putting a focus on the INC Congress as a sustainable event. In efforts to reach this goal, initiatives are being pursued to improve the menu's sustainability through locally-sourced products, as well as minimizing food waste, encouraging participants to embrace the 3 R's (reduce, reuse, and recycle) and pushing a paperless initiative, as well as supporting local commerce. The Sustainability Working Group will also continue to meet throughout the upcoming year working on realizing the goal of fast-tracking sustainability commitments in the nut and dried fruit industry that are tangible, quantifiable and measurable.

Health and nutrition are another top priority of the INC and later in 2022, internationally prominent figures in nut-health research will gather for the scientific conference Nuts 2022 at the INC Headquarters to discuss the current and future state of research on nuts and dried fruits. Discussions and presentations will highlight the areas of focus for research over the coming years.

Lastly, I am excited to announce that in October 2022, the INC Executive Committee will convene at the INC Headquarters for the Strategic Planning meeting. This meeting will set the priorities and direction of the INC for the next several years. It will be first time that the entire Executive Committee will gather at the INC Headquarters since the start of the pandemic.

I would like to thank each and every one of our members for their continued support and contribution to the nut and dried fruit industry through the INC.

Sincerely,
Goretti Guasch
Executive Director



WHO
WE ARE

MISSION & OBJECTIVES

The International Nut and Dried Fruit Council (INC) was founded in 1983 as the global organization focused on advancing the interests of the entire nut and dried fruit industry. Today the INC continues to facilitate success and promote business in all aspects of the industry.

MISSION:

To stimulate and facilitate sustainable growth in the global Nut and Dried Fruit Industry.

VISION:

To be the international source for information on Nuts and Dried Fruits for Health, Nutrition, Statistics, Food Safety, Government Standards and Regulations regarding Trade Barriers and Agricultural Quality Standards.

INC AIMS TO:

- Increase the understanding of production, processing, marketing, distribution and consumption trends within the nut and dried fruit industry.
- Enhance market access by monitoring customs duties and trade barriers and advising governments on behalf of INC membership.
- Assure global quality standards and trading terms are within the framework of existing national and international bodies and do not inhibit trade within the industry.
- Promote and disseminate research and investigation, specifically sustainability, nutrition, education and new product development.
- Encourage international cooperation by engaging with various public, private, national and international organizations, which share our common goals.
- Increase goodwill and mutual understanding of the nut and dried fruit industry by promoting international conferences in producing and consuming countries.
- Cooperate with national and international public and private institutions, such as Codex Alimentarius and United Nations, to promote global trade of nuts and dried fruits.



BENEFITS

MEMBERSHIP BENEFITS

INC promotes the sustainable growth of nuts and dried fruits globally to improve healthy eating habits and benefit the businesses involved.

Connecting Business Leaders



Chance to contact 850+ member companies from 80+ countries via the INC Online Members Directory.



Access to industry leaders through advertising opportunities in the Nutfruit magazine, newsletter and website.

World Nut and Dried Fruit Congress



Up to 30% discount on registration fees for the Annual World Nut and Dried Fruit Congress and exclusive sponsorship opportunities.



Network with top industry professionals and gain access to over 1,000 congress delegates through the Online Meeting Point.

INC Short Form Contract



Access to the INC Short Form Contract to deal with the main concerns during international operations, in a simple, balanced and transparent manner.



Simplify the sale and purchase process and have flexible Terms & Conditions and arbitration.

Nuts and Dried Fruits Pavilion



Exclusive opportunity to exhibit at the INC Nuts and Dried Fruits Pavilion at SIAL-Paris, Anuga and Gulfood.



Sponsorship opportunities to promote your brand and enhance your reputation at top world trade fairs.

INC Academia



Get 25% off for the industry's top training program when you enroll in the Advanced or Basic Program on Nuts and Dried Fruits.



Students who enroll in the full advanced program (online and on-site) can also save 50% on INC Congress Registration.

Online Statistics Database



Access 500,000+ statistics on crops, imports, exports and consumption since 1995, including a Statistical Yearbook.



World Trade Flow maps of nuts and dried fruits, highlighting trends and opportunities in production and consumption.

Publications



Receive 3 free annual printed and online issues of the Nutfruit magazine, which provides a global network of information about statistics, food safety, trade issues, new promotional ideas, scientific findings and many other topics.



Online Newsletter, sent regularly, informs about the latest INC activities, industry updates, statistics, research finds, government regulations, press reviews of international media promoting the health benefits of nuts and dried fruits, as well as consumer trends and recipes.



ORGANIZATION

ORGANIZATION



BOARD OF TRUSTEES:

Formed by recognized leaders of the nut and dried fruit industry who volunteer their time and expertise on matters that benefit the entire industry.

- **Michael Waring**, MWT Foods, Australia – Chairman
- **Ashok Krishen**, ofi, Singapore – 1st Vice Chairman
- **Pino Calcagni**, Besana Group, Italy - 2nd Vice Chairman
- **Riccardo Calcagni**, Besana Group, Italy
- **Bill Carriere**, Carriere Family Farms, USA
- **Karsten Dankert**, Max Kiene GmbH, Germany
- **Roby Danon**, Voicevale Ltd, UK
- **Cao Derong**, China Chamber of Commerce, China
- **Joan Fortuny**, De Prado Almonds, Spain
- **Giles Hacking**, CG Hacking & Sons Limited, UK
- **Mike Hohmann**, The Wonderful Company, USA
- **Cheng Hung Kay**, CHK Trading Co. Ltd., China, Hong Kong
- **Mark Jansen**, Blue Diamond Growers, USA
- **Jack Mariani**, Mariani Nut Company, USA
- **Mark Mariani**, Mariani Packing Company, USA
- **Stephen Meltzer**, Balcorp Ltd., Canada
- **Russell Mooney**, Intersnack Procurement B.V., Netherlands
- **Pratap Nair**, Vijayalaxmi Cashew Company, India
- **Osman Oz**, Aegean Exporters

- Associations, Turkey
- **Antonio Pont**, Borges Agricultural & Industrial Nuts (BAIN), Spain - Honorary President
- **Antonio Pont Jr.**, Crisolar Nuts, S.L., Spain
- **Christina Chen**, QiaQia Food Co. Ltd., China
- **Jan Vincent Rieckmann**, August Töpfer and Co. (ATCO Group), Germany
- **Michael Rund**, Bösch Boden Spies, Germany
- **Hasan Sabir**, Sabirlar Findik Ihracat Ltd. Sti., Turkey
- **Dick Walden**, The Green Valley Pecan, USA

EXECUTIVE COMMITTEE:

Formed by the Chairman, Vice-Chairmen and a maximum of ten more members of the Board in total, and the Executive Director, representing the regions and products of the INC members.

- **Michael Waring**, MWT Foods, Australia – Chairman
- **Ashok Krishen**, ofi, Singapore – 1st Vice Chairman
- **Pino Calcagni**, Besana Group, Italy - 2nd Vice Chairman
- **Bill Carriere**, Carriere Family Farms, USA – Board Member
- **Giles Hacking**, CG Hacking & Sons Limited, UK - Board Member
- **Jack Mariani**, Mariani Nut Company, USA - Board Member

- **Mark Mariani**, Mariani Packing Company, USA – Board Member
- **Pratap Nair**, Vijayalaxmi Cashew Company, India – Board Member
- **Antonio Pont**, Borges Agricultural & Industrial Nuts (BAIN), Spain - Board Member
- **Goretti Guasch** - Secretary General and Executive Director

AMBASSADORS COMMITTEE:

This committee deals with issues related to new members, fees and dues, and establishes the best relations with all nut and dried fruit boards and officials of the different countries.

- **Pratap Nair**, India – Chairman
- **Oscar Vergara**, Argentina
- **Declan Dart**, Australia
- **Michael Waring**, Australia
- **Francisco Assis**, Brazil
- **José Eduardo Camargo**, Brazil
- **Stephen Meltzer**, Canada
- **Ranjeet Wallia**, Canada
- **Siefried von Gehr**, Chile
- **Chen Xianbao**, China
- **Chen Ying**, China
- **Cheng Hung Kay**, China, Hong Kong
- **Mohamed Auf Hamada**, Egypt
- **Richard Monnier**, France
- **Alexis Sumar**, France
- **Jan Vincent Rieckmann**, Germany
- **Catherine Balamoutsos**, Greece
- **Raju Bhatia**, India
- **Pankaj Sampat**, India
- **Behrooz Agah**, Iran
- **Vitali Levi**, Israel
- **Yossi Mussafi**, Israel
- **Alessandro Annibaldi**, Italy
- **Hidemitsu Honda**, Japan
- **Kazuo Julian Tagawa**, Japan
- **Mohammad Abu Odeh**, Jordan
- **Mbugua Ngugi**, Kenya
- **Abdellah Fouad Abdellah**, Kuwait
- **Hani Akzam**, Lebanon
- **Parissa Rafii**, Luxembourg
- **Fiodor Slanina**, Moldova
- **Khalid Bennani**, Morocco
- **Kees Blokland**, Netherlands
- **Jelle van de Sandt**, Netherlands
- **Christopher Harlem**, Norway
- **Oliver Sio**, Philippines
- **Tomasz Szafarczyk**, Poland
- **Amit Khirbat**, Singapore
- **Alan Sutton**, South Africa
- **Alex Whyte**, South Africa
- **Miquel Borràs**, Spain
- **Stefan Boden**, Sweden
- **Varee Phonphaisan**, Thailand
- **Ahmed Boujbel**, Tunisia
- **Ahmet Goksan**, Turkey
- **Hasan Sabir**, Turkey
- **Jafar Moallem**, UAE
- **Roby Danon**, UK
- **Craig Duerr**, USA
- **Marc Rosenblatt**, USA
- **Jeffrey Sanfilippo**, USA
- **Steve Sousa**, USA
- **Jim Warner**, USA
- **Vu Thai Son**, Vietnam

The INC advances in the implementation of its sustainability agenda.

The INC is committed to supporting the nut and dried fruit industry and member companies in their sustainable journeys.

To do so, three objectives have been identified where we could all come together and make a difference:

1. SAFETY-NET:

Monitoring sustainability policies to ensure regulations are achievable and commercially feasible.

2. KNOWLEDGE-SHARE:

Increasing the understanding of sustainability challenges and opportunities through communication, awareness and partnerships.

3. POSITIVE-MESSAGING:

Disseminating the improvements the sector is implementing.

The Sustainability Agenda requires working collaboratively with stakeholders. As a first step, in October 2021, the INC created an international working group with experts from both the

academic and the private sector, which will serve as a repository of key talking points and fact-based information across the nut and dried fruit sector.

Through its Sustainability Manifesto, the INC publicly calls for the nut and dried fruit industry to accelerate sustainability commitments that are tangible, quantifiable and measurable. The INC believes that all actors throughout the supply chain can take action to tangibly improve and communicate how the industry has an impact on sustainability and contributes to the UN Sustainable Development Goals.

In addition, as part of its mission to stimulate and facilitate sustainable growth of the global Nut and Dried Fruit Industry, the INC has identified a shortlist of focus Sustainable Development Goals (SDGs) with targets and indicators. It is conceived as a guide for companies to help them incorporate the SDGs into their Environmental, Social, and Corporate Governance (ESG) policies, identify specific metrics and indicators and implement concrete actions. The information is available at nutfruit.org/industry/sustainability.



THE INC SUSTAINABILITY WORKING GROUP CURRENTLY CONSISTS OF 14 MEMBERS:

- Chair: **Mr. Pino Calcagni**, Chairman of the INC Sustainability, Scientific and Government Affairs Committee
- **Ms. Julie Adams**, Almond Board of California, USA
- **Mr. Jolyon Burnett**, Australian Macadamia Society, Australia
- **Mr. Tommaso de Gregorio**, Ferrero Hazelnut Company, Luxembourg
- **Prof. Rachael Goodhue**, University of California Davis, USA
- **Mr. Michael Hohmann**, Wonderful Pistachios & Almonds, USA
- **Mr. Mark Jansen**, Blue Diamond Growers, USA
- **Mr. Ashok Krishen**, ofi, Singapore
- **Mr. Toño Pons**, Importaco, Spain
- **Ms. Qi (Christina) Chen**, ChaCha Food, China
- **Mr. Frank Rump**, Waren-Verein der Hamburger Börse e.V., Germany
- **Mr. Edmundo Valderrama**, Chilenut, Chile
- **Mr. Bas van den Brink**, Intersnack Procurement, Netherlands
- **Ms. Chen Ying**, China Chamber of Commerce (CFNA), China

MANIFESTO

INC MANIFESTO

The INC is the international umbrella organization for the nut and dried fruit industry. Representing over 85 per cent of the world's commercial value of "farm gate" value of trade in nuts and dried fruits, it is the leading international organization on health, nutrition, statistics, food safety, and international standards and regulations regarding nuts and dried fruit.

The mission of the INC Sustainability Working Group is to stimulate and facilitate the global nut and dried fruit industry's ability to speak about its contributions to sustainable growth. This sector employs millions of people across the globe and was estimated to produce 11.2 million metric tons (in-shell basis) of tree nuts, 50M MT of peanuts, and 3.1 MMT of dried fruits in 2021/2022.

We believe that all actors throughout the supply chain – including growers, processors, traders and retailers – can take action to tangibly improve and communicate how the nut and dried fruit industry has an impact on sustainability and contributes to the UN Sustainable Development Goals.



THE NUT AND DRIED FRUIT INDUSTRY:

- supports and promotes the use of sustainable practices that preserve natural resources, e.g., improving water management techniques, reducing green-house gas emissions, increasing the use of precision farming, optimizing soil management practices, and enforcing the use of ethically sourced products;
- optimizes the use of resources and supports circular economies, e.g., using renewable energy, reducing food waste, using by-products, and opting for sustainable packaging;
- contributes to the economic wellbeing of producers and their communities;
- and responds to consumer demand for a healthy diet.

TO HELP THE NUT AND DRIED FRUIT SECTOR TO ACCELERATE ITS SUSTAINABILITY JOURNEY, THE INC HAS IDENTIFIED THREE OBJECTIVES:

- **SAFETY-NET:** monitoring sustainability policies to ensure regulations are achievable and commercially feasible,
- **KNOWLEDGE-SHARE:** increasing the understanding of sustainability challenges and opportunities through communication, awareness and partnerships,
- **POSITIVE-MESSAGING:** disseminating the improvements the sector is implementing, including the health benefits of nuts and dried fruits.

THE INC RECOGNIZES THAT THERE ARE ECONOMIC AND NON-ECONOMIC BARRIERS THAT FALL OUTSIDE THE SCOPE OF THE INDUSTRY. HOWEVER, THERE ARE ACTIONS THAT COMPANIES CAN IMPLEMENT DIRECTLY WITHIN THEIR OWN OPERATIONS TO TACKLE AREAS SUCH AS:

- regenerative and climate-smart agricultural practices,
- zero-waste and clean energy solutions,
- invest in research, digital technologies and innovation,
- strengthen human rights, decent work and income opportunities,
- promote healthy and nutritious foods,
- emphasize the importance of traceability, as a mechanism to increase supply chain visibility, improve quality control systems and reduce risks.

WE CALL FOR INDUSTRY SUPPORT TO:

- ensure collaboration with industry peers and other stakeholders for a coherent policy,
- promote sustainable practices across the supply chain and make it easier for consumers to choose healthy and sustainable foods,
- put forward sustainability commitments that are tangible, quantifiable and measurable if possible.



WHAT

WE DO

DUBAI 2022

INC CONGRESS DUBAI 2022



The INC Congress is finally back after two years of online events, and Dubai is open and ready to welcome the entire nut and dried fruit industry for this can't be missed event from May 11-13, 2022. Dubai has become a global hub for business over the years and with state-of-the-art facilities, it is no wonder the city often tops the list for places to gather for business. The INC Congress brings together traders, manufacturers, suppliers, and retailers, among others where they can enjoy top-notch product roundtables, inspiring Keynote Speakers, expert guest speakers, key social events, and more. It is without a doubt, the best event for the industry.

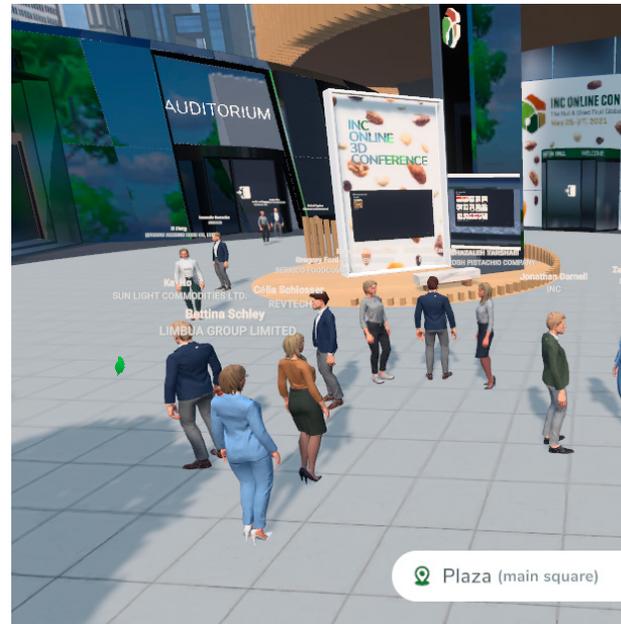


3D ONLINE CONFERENCE



From May 25-27, 2021, the INC hosted a one-of-a-kind virtual experience for the entire nut and dried fruit industry.

A 3D interactive platform was the centerpiece of the INC 3D Online Conference, uniting over 1,300 participants from 70 countries. Headlined by the highly acclaimed Nut and Dried Fruit Working Groups led by industry experts, this was a not-to-be missed experience! The INC 3D Online Conference also saw the return on the INC Innovation Award which was won by Qcify for their product QcifyEye: The future of quality control and line monitoring.



INC ONLINE CONFERENCE BY THE NUMBERS

1,320
PARTICIPANTS

70
COUNTRIES

32% TRADERS

71
EXPERT
SPEAKERS

3
KNOWLEDGE
SESSIONS

29% MANUFACTURERS

12
NUT & DRIED FRUIT
WORKING GROUPS

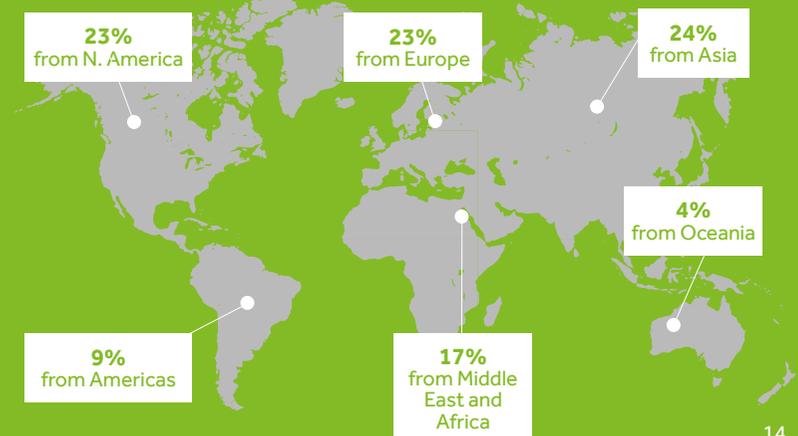
7
SPONSOR
SESSIONS

21% SUPPLIERS

11% PROFESSIONAL BODIES

6% OTHERS

1% RETAILERS



WEBINARS

INC WEBINARS

AN EXCLUSIVE LOOK TO THE FUTURE OF NUTS & DRIED FRUITS BY THE INC EXECUTIVE COMMITTEE
AN INC WEBINAR

The INC held a webinar in which the Executive Committee talked about the state of the industry on September 27, 2021. This webinar was the first of three webinars for the last part of 2021. INC Chairman, Michael Waring led the webinar with the rest of the Executive committee as they covered some of the hottest topics affecting the industry. They discussed COVID-19 and demand for nuts and dried fruits, sustainability within the sector, and the supply chain, including the impact of the global shipping crisis. It provided a nice glimpse into the short-term future of the nut and dried fruit industry.

CONSUMPTION TRENDS IN THE NUT & DRIED FRUIT INDUSTRY
AN INC WEBINAR

On October 28, 2021, the INC hosted a webinar on consumption trends in the nut and dried fruit industry. Nuria Moreno, the Global Director of OOH and Usage Panels from Kantar, and Alfonso Marian, President of Ogilvy Spain, and former Chief Creative Officer for Ogilvy USA were invited to present during the webinar. Mrs. Moreno shared the latest market research on consumption trends in the food industry from Kantar, a leading market research firm. Mr. Marian discussed the power of a clear marketing strategy, how to align your strategy with trends, and he shared some examples from Ogilvy, which is a leading marketing and advertisement agency.

SHIPPING CHALLENGES AND INFLATIONARY PRESSURE IN THE AGRICULTURE SECTOR
AN INC WEBINAR

The final webinar of 2021 was held on December 2 and touched on the impact of shipping challenges and inflationary pressure within the agriculture sector. The webinar featured Indika Dassanayake, Head of Global Accounts and Commercial for CMA CGM Asia, Bill Rooney, VP of Strategic Development for Kuehne + Nagel, Peter Friedmann, the Executive Director for the Agriculture Transportation Coalition in the US, and INC member Vittavat (Prince) Phonphaisan, Executive Vice President of Heritage Group, Thailand. Emiko Terazono from Financial Times moderated the session. Mr. Dassanayake and Mr. Rooney started the webinar with updates on the current shipping situation and Mr. Friedmann and Mr. Phonphaisan then talked about the impact of the shipping crisis on the agriculture sector.



ALL WEBINARS CAN BE VIEWED ON-DEMAND BY VISITING THE INC TV CHANNEL IN THE MEMBERS AREA OF THE INC WEBSITE.

ANUGA 2021

The INC made its return to in-person events with the INC Pavilion at Anuga, one of the world's largest biannual trade fairs in food and beverage industry. The event took place from October 9-13 in Cologne, Germany.

While total attendance was significantly lower than in previous editions of Anuga, it was still a successful time, with over 75,000 participants in attendance. A total of 16 co-exhibitors were able to join the INC Pavilion and start the process of returning to a sense of normality. Located in Hall 10.2, a high-traffic location, the INC Pavilion provided an eye-catching design that attracted many visitors to come and see what was happening. The Pavilion quickly converted in the center and place to be for the nut and dried fruit industry, as the social area was an ideal setting for holding meetings and fostering business relationships. Unlike in previous editions, the INC was not able to host a cocktail event due to health protocol, however, this did not stop the pavilion from being lively and encouraging networking among visitors.

INC Executive Director, Goretti Guasch commented, "Although the total number of participants was lower, after speaking with our co-exhibitors, a common theme was that the quality of visitors and business

being done at the INC Pavilion was fantastic." All in all, with the correct safety measures, Anuga was able to provide a fruitful event.

The INC would like to thank each and every one of the companies who made the trip to Cologne!



GULFOOD 2022

The INC has hosted yet another successful Pavilion at Gulfood in Dubai. Beginning on February 13 and ending February 17, the INC Pavilion was turned into the heart and center of the nut and dried fruit industry. In total 18 companies exhibited with the INC and were able to showcase their products, network, and expand their market reach.

Throughout the event, exhibitors held business meetings with new clients and previous clients alike. INC Chairman Michael Waring commented, "the nut and dried fruit industry has been on trend for the last 10 years," and the active atmosphere of the pavilion with many visitors served as a clear example of this ongoing trend.

Additionally, on Monday, February 14, the INC Cocktail returned, providing a wonderful environment for networking and catching up with old industry colleagues.

For some, it was the first time in two years that they were able to meet in-person. The relaxing but professional atmosphere of the INC Cocktail resulted in an outstanding evening where INC members from all over the world were finally able to be under the same roof and discuss the sector.

INC Executive Director, Goretta Guasch commented, "over the past few days we have seen a very heavy traffic flow of people with lots of business taking place and fantastic networking opportunities and new contacts being made."



INC ACADEMIA

ACADEMIC COMMITTEE:

- **Mr. Joan Fortuny**, Spain - Chairman
- **Mr. Antonio Pont**, INC Executive Committee Representative
- **Prof. Dr. Uygun Aksoy**, Consultant, Turkey
- **Dr. Cesarettin Alasalvar**, TUBITAK Research Center, Turkey
- **Mr. Pino Calcagni**, Besana Group, Italy
- **Mr. Ashok Krishen**, ofi, Singapore
- **Mr. Hari Nair**, Western India Cashew Company, India
- **Mr. Jan Vincent Rieckmann**, August Töpfer and Co., Germany
- **Prof. Jordi Salas-Salvadó**, Rovira i Virgili University, Spain
- **Mr. Jeffrey Sanfilippo**, John B. Sanfilippo and Son, USA
- **Mr. Steve Sousa**, Mariani Packing, USA
- **Prof. Linda Tapsell**, University of Wollongong, Australia

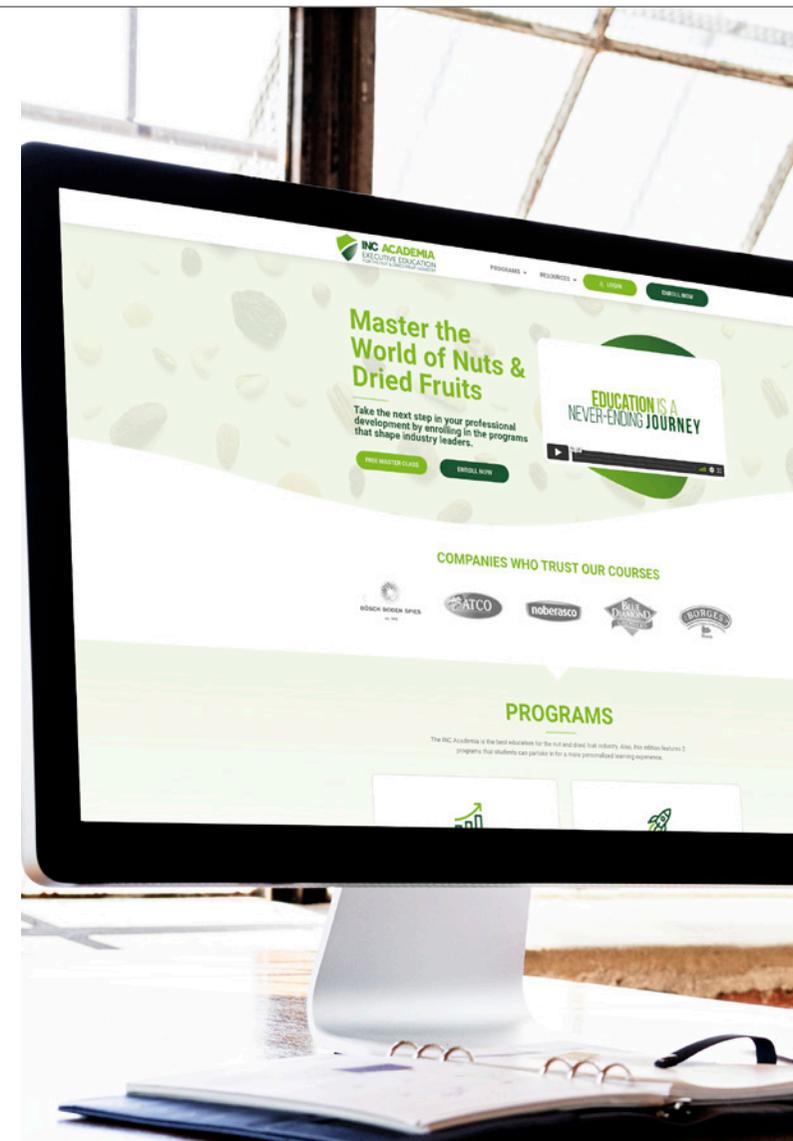


The fourth edition of the INC Academia closed on December 31, 2021, with a total of 47 students from 17 countries, consolidating the INC's education program for future international nut and dried fruit leaders.

In February 2022, the INC launched the fifth edition with a new online platform, and two separate programs and a set of free master classes. The Basic Program on Nuts & Dried Fruits covers the fundamentals of the industry, making it ideal for anyone who is new to the sector. The Advanced Program on Nut & Dried Fruits is tailored to the seasoned or prospective manager, and includes an optional on-site course. The master classes provide additional content for students for free. These classes consist of webinar recordings that take students deeper into specific topics.

With the INC Academia, students are able to study at their own pace with online material, and learn from authors from the world's most prestigious institutions.

To mark the new edition, a new INC Academia website was launched: academia.nutfruit.org. The site includes a page for each program, detailing the courses and their contents, and also a page for the master classes. The website includes its own inbuilt e-learning platform, allowing students to access courses content in one unique space.



INC ACADEMIA

BASIC PROGRAM ON NUTS & DRIED FRUITS

The Basic Program on Nuts and Dried Fruits covers the fundamentals of the nut and dried fruit industry. The program consists of nine compulsory courses, including reading materials, videos, and self-assessment tests.

- **01 Origin and Description:** Introduction to the long history of nuts and dried fruits, their description and physiology.
- **02 Soil and Climate:** Which climates nuts and dried fruits are adapted to, soils, water demand and how climate conditions may affect the crops.
- **03 Varieties and Uses:** An overview of the main varieties and geographical distribution of species, as well as traditional and recent products and uses.
- **04 Health and Nutrition:** A review of the nutritional value and evidence-based health benefits of nut and dried fruit consumption.
- **05 Harvesting and Processing:** Main processing operations that can take place during and after harvest, including shelling, drying, sorting, pasteurization, frying, flavoring and storage.
- **06 Food Safety and Quality Standards:** Review of the essential aspects of food safety, quality standards and best practices.
- **07 Production, Trade and Consumption:** Global review of industry statistics, including production, trade, and consumption volumes.
- **08 Market Insights:** Insights on crop/production estimates and next season forecasts for each product under the INC umbrella, and historical prices.
- **09 Negotiation:** Essential strategies and skills for successful negotiations.

ADVANCED PROGRAM ON NUTS & DRIED FRUITS

Opening up the business side of the sector, the Advanced Program covers some of the most pressing topics. This program consists of eleven compulsory courses, including reading materials, videos, and self-assessment tests.

- **01 Retail Packing:** Essential knowledge of the packaging process and packaging materials.
- **02 Contaminant Detection and Allergen Management:** Understanding different methods for contaminant detection and learning about allergen management.
- **03 International Market Opportunities:** Review of consumer trends to help identify potential market opportunities.
- **04 Cross-cultural Negotiations:** Understanding how to negotiate across cultural barriers.
- **05 Risk and Insurance:** Essential knowledge of the hottest topics of concern in the food and beverage industry.
- **06 Maritime Shipping and Logistics:** A basic overview of maritime shipping and logistics.
- **07 International Commercial Terms:** Overview of the Incoterms® from the International Chamber of Commerce to help define responsible parties during shipping and transportation of goods.
- **08 INC Contract:** A look at the INC Contract for the sale and purchase of nuts and dried fruits.
- **09 Payment Terms:** Identifying the terms and conditions for payment of nuts and dried fruits.
- **10 Arbitration Rules:** Overview of arbitration rules, procedures and tribunals to understand the potential legal impact that comes with business.
- **11 Holistic Approach to Sustainability:** Identification of international frameworks, options for managing sustainability reporting tools, and touching on the principles of sustainable finance in the nut and dried fruit industry.

INC ACADEMIA

ON-SITE COURSE

Available as an additional option for those who complete the Advanced Program, students can partake in the on-site course to gain a hands-on learning experience, while visiting state-of-the-art processing facilities and orchards.

The on-site course consists of a 3-day hands

on experience, completed with valuable case studies (10+ hours of preparatory tasks & readings). It will take place in Italy from May 7-9, 2022, just before the World Nut and Dried Fruit Congress in Dubai. The on-site course is not only open to new students, but also former students who have completed previous online programs.

SAT, MAY 7, ITALY

Registration

Visits to orchards (walnuts): Cervone

Lunch

Visit to orchards (hazelnuts): Teano

Welcome cocktail & dinner

SUN, MAY 8, ITALY

Case studies: Strategy & Leadership.

Prof. Miquel Lladó, IESE Business School

Lunch

Case studies: Negotiation.

Prof. Kandarp Mehta, IESE Business School

MON, MAY 9, ITALY

Visit to

processing plant: Italiana Confetti

Lunch

Visit to processing plant: Besana Group

TUE, MAY 11, DUBAI

Optional visit to the Port of Jebel Ali, Dubai

FRI, MAY 13, DUBAI

Presentation of certificates and cocktail reception

AUTHORS

- **Ms. Ciara Jackson**, Aon, Ireland
- **Mr. Rudolf Ernst**, August Töpfer & Co, Germany
- **Mr. José Roig Borrell**, Borrell®, Spain-USA
- **Dr. Ing. Malte Ahrens**, former Process Engineer at Bühler Aeroglide, USA
- **Mr. Thomas Barber**, Bühler Aeroglide, USA
- **Prof. Dr. Uygun Aksoy**, Consultant, Turkey
- **Mr. Klaus Ihrig**, Detia Degesch, Germany
- **Dr. Catherine N. Torgler**, Hygiene Diagnostica, Spain
- **Dr. Christine M. Hilbert**, Hygiene Diagnostica, USA
- **Prof. Dr. Kandarp Mehta**, IESE Business School, Spain
- **Mr. Marco Azzaretti**, Key Technology, USA
- **Mr. Corrado Carosella**, Mediterranean Shipping Company (MSC), Switzerland
- **Ms. Katia Cipelli**, Mediterranean Shipping Company (MSC), Switzerland
- **Mr. Wilfried Thobe**, Mondi Consumer Goods Packaging, Austria
- **Dr. Cameon Ivarsson**, Napasol, Switzerland
- **Mr. Stefano Massari**, Oltremare, Italy
- **Prof. Jordi Salas-Salvadó**, Rovira i Virgili University, Spain
- **Mr. Brendan O'Donnell**, TOMRA Food, USA
- **Dr. Vicki McWilliam**, The Royal Children's Hospital, Australia
- **Mr. David Woollard**, former Group Product manager, tna Solutions Pty Ltd, Australia
- **Assoc. Prof. Cesarettin Alasalvar**, TÜBITAK Marmara Research Center, Turkey
- **Ms. Claudia Toussaint**, Waren-Verein der Hamburger Börse e.V., Germany

NEWSLETTERS

The INC sends out various types of newsletters to its members and the nut and dried fruit industry, to spread updates, information, and knowledge. The Industry Newsletter, sent weekly, is an update that contains pertinent insights for all industry members. The Consumer Newsletter, sent monthly, highlights recipes, blogs, and articles that show consumers the wonderful products that are nuts and dried fruits. The Health Professional Newsletter, dedicated to spreading the latest research is sent four times a year. Additionally, the INC sends special newsletters to highlight the Congress or other important events and activities.

CHINESE TRANSLATION

In efforts to increase interaction with Chinese INC Members, in January 2022 the INC initiated the first translation of its Newsletters, covering the most pressing topics for the nut and dried fruit industry. The bulletin is sent out by email once per month in the form of an INC branded PDF document to all Chinese-speaking INC Members.

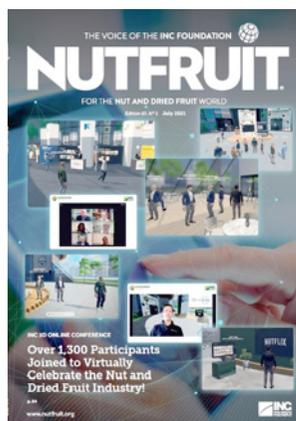
PUBLICATIONS

NUTFRUIT MAGAZINE

The official voice of the nut and dried fruit industry.

Just as in previous years, the INC launched three issues of the Nutfruit magazine, in March, July, and November. The magazine continued to provide a variety of topics, insights, and content for the nut and dried fruit industry. In the November 2021 issue, the INC updated the Nutfruit logo to appear more modern and align with the corporate image. Nutfruit is the official voice of the industry and contains sections like Business News, Legal Update, Country Product Spotlight, and Global Statistical Review which are oriented to the market. Sections such as Health News, INC Con-

gress, INC News, and Industry News give readers an overview of information related to nuts and dried fruits. Moreover, content from the sections Gourmet, A Chat with the Industry, and Feature Articles gives the Nutfruit magazine a touch of expertise where experts contribute invaluable content for readers of the magazine. Senior Managers and Executives from Mars Wrigley, EuroCoop, and Safe Security were interviewed in A Chat with the Industry, and three chefs from Portugal, Thailand, and Germany who have earned Michelin Stars shared insights in the Gourmet section.




23,500+
Online visits
(38% + VS. 2020/2021)

6,000+
People receive
the magazine newsletter




3,000+
Circulation

VIDEOS

INDUSTRY
FUNDING



FUNDING

INC'S INDUSTRY FUNDING

RESEARCH

In 2021, there were four INC-funded research projects being conducted in the Netherlands, Spain and the UK.

A study on nuts and dried fruits and exercise performance in athletes, which was completed in December 2021; a study on nuts and obesity in children, which concluded in January 2022; a study on nut consumption and brain health in the elderly;

and a research on the effects of dried fruit on gut health that will be completed in December 2022.

To date, the INC has funded 16 scientific studies through research grants, resulting in 13 publications in scientific journals.

PUBLICATIONS:

- Koyama, A. K., Hagan, K. A., Okereke, O. I., Weisskopf, M. G., Rosner, B., & Grodstein, F. (2015). Evaluation of a self-administered computerized cognitive battery in an older population. *Neuroepidemiology*, 45(4), 264-272.
- Martínez-González, M. Á., Hershey, M. S., Zazpe, I., & Trichopoulou, A. (2017). Transferability of the Mediterranean Diet to Non-Mediterranean Countries. What Is and What Is Not the Mediterranean Diet. *Nutrients*, 9(11), 1226.
- Freisling, H., Noh, H., Slimani, N., Chajès, V., May, A. M., Peeters, P. H., ... & Mancini, F. R. (2017). Nut intake and 5-year changes in body weight and obesity risk in adults: results from the EPIC-PANACEA study. *European journal of nutrition*, 1-10.
- Neale, E. P., Tapsell, L. C., Guan, V., & Batterham, M. J. (2017). The effect of nut consumption on markers of inflammation and endothelial function: a systematic review and meta-analysis of randomised controlled trials. *BMJ open*, 7(11), e016863.
- Salas-Huetos, A., Moraleda, R., Giardina, S., Anton, E., Blanco, J., Salas-Salvadó, J., & Bulló, M. (2018). Effect of nut consumption on semen quality and functionality in healthy men consuming a Western-style diet: a randomized controlled trial. *The American journal of clinical nutrition*, 108(5), 953-962.
- Vigiouliou, E., Jenkins, A. L., Mejia, S. B., Stevenpiper, J. L., & Kendall, C. W. (2018). Effect of dried fruit on postprandial glycaemia: a randomized acute-feeding trial. *Nutrition & diabetes*, 8(1), 59.
- Aquilano, K., Ceci, V., Gismondi, A. et al. Adipocyte metabolism is improved by TNF receptor-targeting small RNAs identified from dried nuts. *Commun Biol* 2, 317 (2019).
- Baer, D., & Novotny, J. (2019). Metabolizable Energy from Cashew Nuts is Less than that Predicted by Atwater Factors. *Nutrients*, 11(1), 33.
- Baer, D. J., & Novotny, J. A. (2019). Consumption of cashew nuts does not influence blood lipids or other markers of cardiovascular disease in humans: a randomized controlled trial. *The American Journal of Clinical Nutrition*, 109(2), 269-275.
- d'Unienville, N. M., Hill, A. M., Coates, A. M., Yandell, C., Nelson, M. J., & Buckley, J. D. (2019). Effects of almond, dried grape and dried cranberry consumption on endurance exercise performance, recovery and psychomotor speed: protocol of a randomised controlled trial. *BMJ open sport & exercise medicine*, 5(1), e000560.
- Rabassa, M., Zamora-Ros, R., Palau-Rodriguez, M., Tulipani, S., Miñarro, A., Bandinelli, S., ... & Andres-Lacueva, C. (2020). Habitual nut exposure, assessed by dietary and multiple urinary metabolomic markers, and cognitive decline in older adults: the InCHIANTI study. *Molecular nutrition & food research*, 64(2), 1900532.
- Sullivan, V. K., Petersen, K. S., & Kris-Etherton, P. M. (2020). Dried fruit consumption and cardiometabolic health: a randomised crossover trial. *British Journal of Nutrition*, 124(9), 912-921.
- Tan, S. Y., Georgousopoulou, E. N., Cardoso, B. R., Daly, R. M., & George, E. S. (2021). Associations between nut intake, cognitive function and non-alcoholic fatty liver disease (NAFLD) in older adults in the United States: NHANES 2011-14. *BMC geriatrics*, 21(1), 1-12.

FUNDING

INC'S INDUSTRY FUNDING

PROMOTION AND DISSEMINATION

In 2021, the INC approved to fund the following projects through the Annual Call for Promotion and Dissemination Projects:

- 'An innovative technology-based approach to translating clinical practice guidelines for nuts: The tree nut-containing PortfolioDiet.app' by Toronto 3D Knowledge Synthesis and Clinical Trials foundation, Canada.
- 'Dissemination of findings from the scientific review of the evidence for nuts and heart disease (to substantiate and apply for a high-level health claim)' by the Australian Nut Industry Council (ANIC), on behalf of the Nuts for Life Program, Australia.
- 'Growing Dried Fruit: Increase consumer confidence in health benefits of natural dried fruit, growing global consumption' by Raisins South Africa, on behalf of the Dried Fruit Alliance, UK.

OVER THE LAST NINE YEARS, THE INC HAS PROVIDED 4+ MILLION EUROS OF FUNDING FOR RESEARCH AND DISSEMINATION PROJECTS ABOUT THE HEALTH EFFECTS OF NUT AND DRIED FRUIT CONSUMPTION.

FUNDING FOR INC NREF

The INC is one of the contributors to the International Tree Nut Council Nutrition Research & Education Foundation

(INC NREF), a non-profit organization dedicated to promoting the health benefits of tree nuts and supporting nutrition research and education for consumers and health professionals throughout the world. Members include those associations and organizations that represent the nine tree nuts (almonds, Brazil nuts, cashews, hazelnuts, macadamias, pecans, pine nuts, pistachios and walnuts).

INC NREF was formed in 1993, at a time when many health professionals and the media were recommending that people avoid nuts due to their fat content. As a result, leaders from the various tree nut industries decided to join forces and form the industry-funded INC NREF to support research on the potential health benefits of nuts.

Currently, INC NREF is funding research on the benefits of nut consumption on weight, cognition and metabolic syndrome.

In addition to supporting research, INC NREF is committed to educating health professionals, consumers and media about the health benefits of tree nuts. Each year the organization engages with health professionals at a variety of conferences, distributing tree nut fact sheets, recipe booklets and posters. INC NREF is a USA based non-profit organization whose members consist of the US boards representing the various tree nuts.

38TH INTERNATIONAL SYMPOSIUM ON DIABETES AND NUTRITION

The INC sponsored the session 'Nuts, Diabetes and Metabolic Syndrome' within the 38th International

Symposium on Diabetes and Nutrition (ISDN), June 21-24, 2021. The ISDN is the annual meeting of the Diabetes and Nutrition Study Group of the European Association for the Study of Diabetes, and brings together clinicians and researchers to present the latest advances in research in food, nutrition and diabetes.

The webinar took place on June 24, and was co-chaired by Dr. Cyril Kendall (University of Toronto, Canada) and Prof. Jordi Salas-Salvadó (Rovira i Virgili University, Spain). Dr. Zhaoping Li (University of California, USA) talked about nuts in the prevention of diabetes mellitus and metabolic syndrome. She presented the most significant epidemiologic studies and clinical trials on nut consumption and metabolic syndrome published to date. Next, Prof. Anoop Misra (Fortis C-DOC Healthcare Ltd, India) presented nuts in the management of diabetes. He provided a comprehensive overview of the most relevant studies to date that have analyzed the effects of nut consumption on diabetes. Next speaker, Dr. Crystal Haskell-Ramsay (Northumbria University, UK) focused on nuts, gut microbiota and cognition, and more specifically on the INC-funded clinical trial 'Effects of daily tree nut consumption on cognitive function, metabolomics and intestinal microbiota'.

To conclude the webinar, Dr. Jagmeet Madan (Sir Vithaldas Thackersey College of Home Science, SNDT Women's University, India) presented the oral abstract 'Effect of Almond Consumption on Glucose Metabolism, Hyperinsulinemia and Selected Markers of Inflammation: A Randomized Controlled Trial in Adolescents and Young Adults in Mumbai, India'.



FUNDING

INC'S INDUSTRY FUNDING

REAL POWER FOR REAL PEOPLE CAMPAIGN

In 2021, the “Real Power for Real People” campaign was given a new lease of life, taking our message about the benefits of nuts and dried fruits to the next level.

New content was launched, and new collaborations were made as part of a three-phase “Virtuous Circle”, which led to a massive impact on the new audiences identified. The first phase, sensibilization, aimed at giving information to consumers on nuts and dried fruits and familiarizing them with the products. Habit acquisition, the second phase, attempted to show consumers how to add nuts and dried fruits into their daily routine and increase their consumption. Lastly, the final stage, dissemination, saw the benefits of nuts and dried fruits being spread to as millions of consumers.

To widen the audience for Real Power for Real People, six new target groups were identified, foodies, gamers, athletes, entrepreneurs, influencers, and artists. A short video for each group was created and in total, combined, they received more than 6 million views! Additional content was also created for each phase of the campaign ranging from informational tidbits, tips and health benefits, filters, and of course the TikTok Challenge #NutFruitPowerChallenge which amassed a reach of more than 3 million and over 150,000 interactions. A total of 36 influencers joined the campaign to help spread the message.



 **19.6+**
Million
Total Reach

 **1.69+**
Million
Total Interactions

 **7+**
Million
Total Video Views

 **5.1+**
Million
Reach through
Influencers

FUNDING

INC'S INDUSTRY FUNDING

REAL POWER FOR REAL PEOPLE CONTENT

HERO CONTENT

Short targeted clips, which aim to connect with specific demographics. Example is of the gamer demographic.



HEALTH SECRETS

These short, dynamic videos raised awareness of the health benefits of nuts and dried fruits, framed in a captivating and fresh format for our followers.



NUTRITIONAL TIPS

These were short, fun videos, injected with health tips & consumption recommendations and created with specific audiences in mind.



GIFS

These entertaining GIFs spread the power of nuts and dried fruits in a quirky, carefree manner.



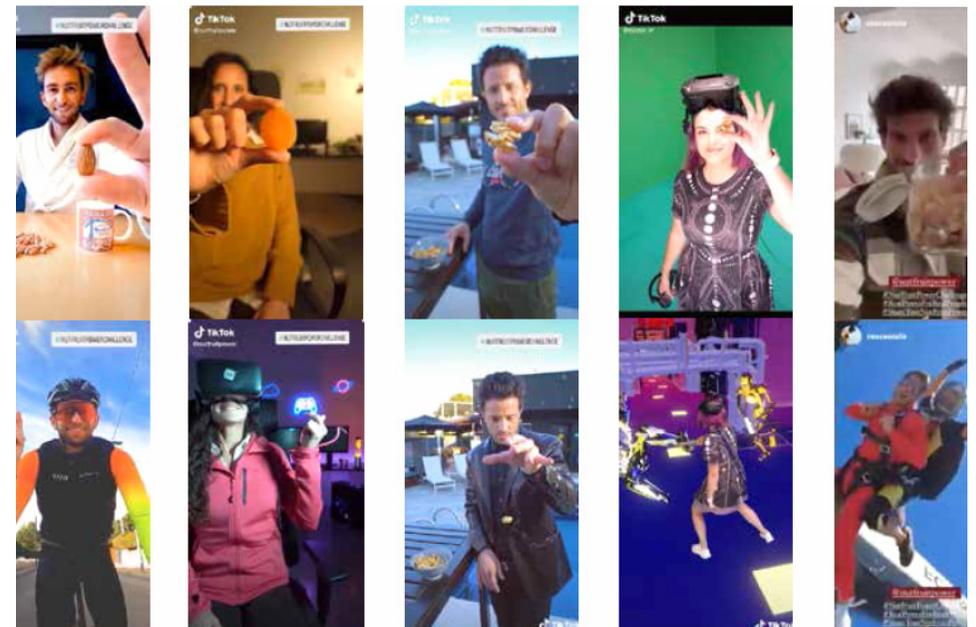
TIKTOK CHALLENGE

We challenged TikTokers to show the world the power of nuts. All they had to do was to eat their favorite Nutfruit, then unleash their superpower and use #NutFruit-PowerChallenge.

Looking towards for 2022-2023, the INC conducted

consumer research to identify the direction of the campaign. The research, which focused on Generation Z consumers from US, Australia, Mexico, Chile, China, and India revealed that brain health was a key concern for Generation Z and that they associated this benefit with nuts and

dried fruits. Therefore, the INC will be launching a new campaign EmpowerMind to focus on how nuts and dried fruits can be beneficial for brain health and in turn, help us empower our minds. Stay tuned for more information on this campaign!



A collage of images featuring bread, nuts, and a green banner with the word 'MARK'. The top left shows a loaf of bread on a wooden cutting board. The top right shows a slice of bread on a patterned plate. The bottom left shows a stack of bread slices on a wooden cutting board. The bottom right shows a pile of walnuts on a grey surface. A green banner with the word 'MARK' in white letters is overlaid on the center.

MARK

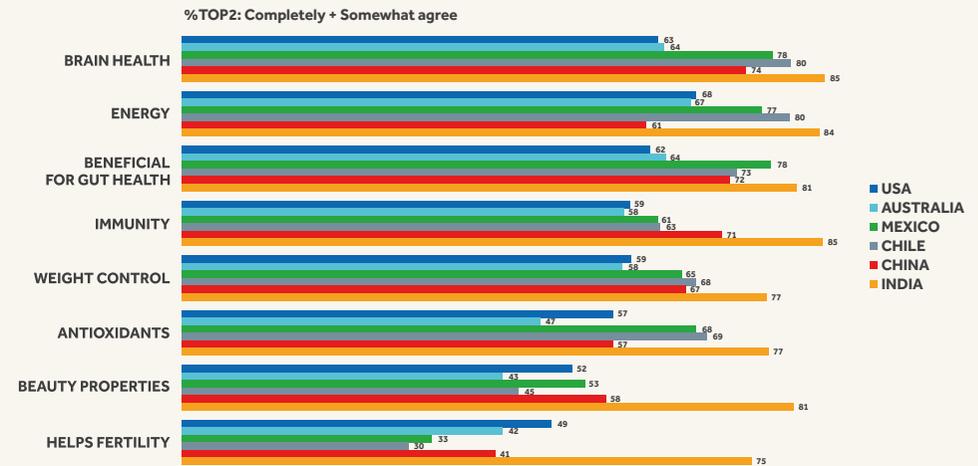
MARKETING &
COMMUNICATION

In early 2022, the INC partnered with Ogilvy, a leading marketing agency, and Zinklar, a market research company to conduct consumer research on the perception and consumption habits of Generation Z towards nuts and dried fruits. Generation Z was selected as they are quickly becoming important players in the market and will become key drivers of market trends as they acquire more purchasing power. In terms of markets, 6 countries were identified as the

focus, US, Australia, Mexico, Chile, China, and India.

Apart from providing market insights into a growing generation, the consumer research was used to support decision making on the 2022-2023 Global Dissemination Campaign, as well as providing content for a new course, "International Market Opportunities" within the INC Academia Advanced Program on Nuts & Dried Fruits.

The research yielded a large array of results and insights; however, some key highlights were the preferred moment in which Gen Z consumes nuts and dried fruits, what health benefits are perceived, and what barriers of consumption exist.



Main benefits of nut and dried fruit consumption



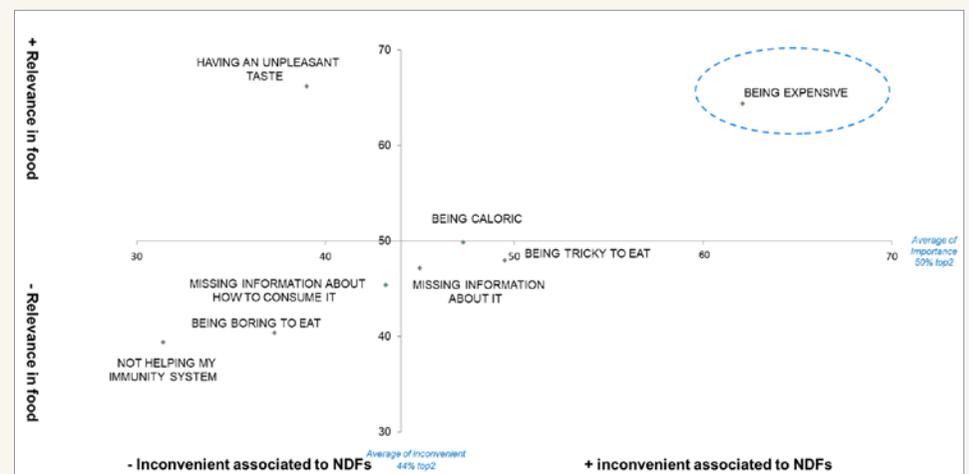
#1
Moment of Consumption:
AFTERNOON SNACK

Top 3
Associated Benefits:
BRAIN HEALTH,
ENERGY, GUT HEALTH





Biggest
Barrier to Consumption:
PRICE



RECIPES

INC RECIPES

In 2021, the INC created and published 24 plant-based recipes and videos. These recipes featured unique ways to put nuts and dried fruits at the center of attention while highlighting the wide variety of a plant-based diet. They also demonstrate various regions of the world and display a diverse gastronomic experience.

CHECK OUT SOME OF THE NEWEST RECIPES!



Apricot & Prune Tagine



Coconut, Squash, & Cashew Curry



Almond "Meat" Lettuce Wraps



Walnut "Meat" Tacos with Guacamole & Salsa



Fig & Walnut Oaty Banana Bread



Chai Macadamia & Coconut Ice Cream



Brazil Nut & Pea Pesto



Pistachio & Coconut Tart

SOCIAL MEDIA

INC SOCIAL MEDIA AND NEW CONSUMER LOGO

SOCIAL MEDIA

This year, INC continued to grow and emphasize engagement across all social media channels to better connect with consumers.

As a result, the impressions made significantly increased for multiple social media channels. Furthermore, follower growth continues to steadily grow throughout the year.

	Facebook:	243,500+ Fans 5.9+ million Impressions
	Instagram:	29,000+ Followers 15.1+ million Impressions
	Twitter:	2,400+ Followers 217,000+ Impressions
	LinkedIn:	7,900+ Followers 250,000+ Impressions
	YouTube:	5,000+ Subscribers 7.1+ million views

NEW CONSUMER LOGO

In 2021, the INC decided to create a consumer logo that would help build a brand image for reaching out to consumers and allow the INC to become a presence in their minds.

The new logo is straightforward and uses Nutfruit as an easy-to-remember name. The logo also promotes plant-based power, something that is likely to resonate with consumers as many make a shift to a more plant-based diet.

The logo is now used across all INC consumer social media accounts to create coherency and display a clean and modern message to consumers of the power of nuts and dried fruits as part of a plant-based diet.



INC PRESS RELEASES AND ONLINE ADVERTISING

PRESS RELEASES

Supporting the INC's goal to be the global voice and source of information for the nut and dried fruit industry, 5 press releases were sent out during 2021. These press releases were sent out to international media contacts, INC Ambassadors, and INC Partners.

The INC sent a press release to unveil the results of the Real Power for Real People Campaign, two highlighting the 3D Online Conference, one pre-event and another post-event, one on an INC-funded health study, and one press release addressing global statistical data on nuts and dried fruits. The final press release of the year on industry statistics garnered the most attention and was picked up by various international media within the food industry.

The press release, "Nut Intake May Increase Cognitive Performance of Older Adults" which was the announcement of the publication of an INC-funded study was also picked up by various media sources, including in some publications specifically targeting older audiences, generating quality pickups.



ONLINE ADVERTISING

A major role in the INC's digital marketing plan, online advertising helped promote and spread INC activities and campaigns. Google Display and YouTube Ads were fundamental in the promotion of the Real Power for Real People campaign.

New audiences were identified and targeting, amplifying the INC's reach. Google Display Ads also played a role in achieving various objectives for communicating with industry professionals. On the other hand,

social media ads were used almost exclusively to give visibility to consumer content, apart from LinkedIn Ads which is used to promote the activities and services of the INC to the professional public.

ONLINE ADVERTISING

G 14.8+
MILLION IMPRESSIONS
FROM GOOGLE DISPLAY ADS

13+
MILLION IMPRESSIONS
FROM SOCIAL MEDIA ADS

6.3+
MILLION VIDEO VIEWS
FROM YOUTUBE ADS

360,000+
USERS BROUGHT
TO INC WEBSITES



TECHNICAL
PROJECTS

NUTRITION

NUTRITION RESEARCH AND DISSEMINATION

The INC World Forum for Nutrition Research and Dissemination brings together world-class researchers in defining research priorities and monitoring the research and dissemination grants supported by the INC.



- **Prof. Jordi Salas-Salvadó**, Rovira i Virgili University, Spain - Chairman
- **Mr. Antonio Pont**, Spain - INC Executive Committee Representative – INC Honorary President
- **Dr. Cesarettin Alasalvar**, TUBITAK Marmara Research Center, Turkey
- **Dr. Josefina Bressan**, Federal University of Viçosa, Brazil
- **Dr. Crystal Haskell-Ramsay**, Northumbria University, UK
- **Prof. Catherine Itsiopoulos**, RMIT University, Australia
- **Dr. Karen Lapsley**, Consultant, USA
- **Prof. Anoop Misra**, Fortis Centre of Excellence for Diabetes, Metabolic Diseases & Endocrinology, India
- **Ms. Maureen Ternus**, INC Nutrition Research and Education Foundation, USA

Committee members evaluate project proposals submitted to the INC Calls for Research and Dissemination. They prioritize the candidates of the INC Award for Excellence in Research every year and implement the activities of the Forum according to the guidelines of the INC Executive Committee.

ACADEMIC HONORARY MEMBERS:

- **Dr. David Jenkins**, St. Michael's Hospital in Toronto, Canada
- **Dr. Penny Kris-Etherton**, The Pennsylvania State University, USA
- **Prof. Gerhard Rechkemmer**, Max Rubner-Institut, Germany
- **Dr. Emilio Ros**, Hospital Clínic, Barcelona, Spain
- **Dr. Joan Sabaté**, Loma Linda University, US

The goals of the Forum are to promote research and dissemination projects, to disseminate the latest research findings worldwide, and to promote calls for research and dissemination projects. The Forum recommends research priorities, advises on scientific awards, participates in peer-reviews of project applications, and promotes meetings with world-class researchers to discuss the latest research findings and debate on future lines of research.



SUSTAINABILITY, SCIENTIFIC AND GOVERNMENT AFFAIRS COMMITTEE

This committee monitors sustainability issues and international regulations/standards that may have an impact on the sector.

- **Mr. Pino Calcagni**, Besana Group, Italy - Chairman
- **Ms. Julie G. Adams**, Almond Board of California, USA - Vice-chair
- **Prof. Dr. Uygun Aksoy**, Consultant, Turkey
- **Prof. Dr. Güner Arkun**, Istanbul Aydin University, Turkey
- **Mr. Marcel Bruggeman**, Consultant, Netherlands
- **Mr. Jonny Fahje**, Olam Food Ingredients (ofi), Europe
- **Mr. Tommaso de Gregorio**, Ferrero Hazelnut Company, Luxembourg
- **Prof. Rachael Goodhue**, University of California Davis, USA
- **Mr. Cheng Hung Kay**, CHK Trading Co. Ltd., China, Hong Kong
- **Mr. Agostino Improta**, Besana Group, Italy
- **Dr. Cameon Ivarsson**, Napasol AG, Switzerland
- **Mr. Nico Janssen**, AGROLAB Dr. Verwey, Netherlands
- **Mr. Tom Jones**, DFA of California, USA
- **Mr. Brendan O'Donnell**, TOMRA Food, USA
- **Mr. John O'Neill**, Whitworths Ltd, UK
- **Mr. Antonio Pont Jr.**, Crisol de Frutos Secos, Spain
- **Dr. Jochen Riehle**, Institut für Hygiene und Umwelt Hamburg, Germany
- **Ms. Miriam Villen**, Stahmann Webster, Australia
- **Ms. Chen Ying**, China Chamber of Commerce, China

The INC is the official representative of the global nut and dried fruit industry in international and supranational institutions like the Codex Alimentarius (the joint food standards program for the United Nations Food and Agriculture Organization (FAO) and the World Health Organization (WHO)), the World Trade Organization (WTO), the United Nations Economic Commission for Europe (UNECE), and the European Commission, among others. Throughout its participation in these institutions, the INC addresses critical issues that may pose a threat to the sustainable growth of the sector.

In 2021/2022, the INC participated in the

following meetings and working groups:

- **Codex Alimentarius:** The INC participated virtually in the 14th session of the Codex Committee on Contaminants in Food (CCCF) on May 3-7, 2021. One of the items in the agenda was the maximum level (ML) for total aflatoxins in ready-to-eat peanuts and associated sampling plan. Participants agreed to re-establish the Electronic Working Group, led by India, and update the working paper that was last presented at the CCCF in 2018. At the next session of May 9-13, 2022, the Committee will discuss the proposed draft ML for total aflatoxins in ready-to-eat peanuts and associated sampling plan. The CCCF is



SUSTAINABILITY, SCIENTIFIC AND GOVERNMENT AFFAIRS COMMITTEE

invited to consider an ML of either 10µg/kg or 12 µg/kg.

- **UNECE:** The INC collaborates with the United Nations Economic Commission for Europe in the review of Agricultural Quality Standards for nuts and dried fruits.

- **68th Session of the Specialized Section on Agricultural Quality Standards:**

The meeting took place on June 16-18, 2021. The standards for apricot kernels, raw and roasted inshell peanuts, raw and roasted peanut kernels, and prunes was submitted to the Working Party on Agricultural Quality Standards for adoption as a recommendation for 1-year trial period. The sampling plan for tree nuts and dried produce, and the standard for dates were submitted to the Working Party for adoption.

- **76th Session of the UNECE Working Party on Agricultural Quality Standards:**

It was held on November 15-17, 2021. The Working Party approved recommendations for inshell pecans, pecan kernels, dried persimmons, raw and roasted peanut kernels, standard for sweet apricot kernels, revised standards for prunes and dates, and the sampling plan for tree nuts and dried produce and guidelines for inspection.

- **69th Session of the UNECE Specialized Section on Standardization of Dry and Dried Produce:**

Agenda items for discussion at the next meeting on June 9-13, 2022, include the revision of the cashew kernels poster, development of an explanatory posters on almond, alignment of existing standards with the revised standard layout and organization of a sampling plan workshop.

- **Sustainable Walnut Quality, Central Asia:**

The INC participated virtually in the workshop "Regional training on sustainable walnut quality", on September 7-8, 2021. The aim of the workshop was to strengthen the capacity of authorities, agencies, walnut producers, traders and exporters in Central Asia in using product classification methods, quality control and inspection in accordance with UNECE standards, and outline common practice to improve the production, marketing and sales of walnut kernels. The INC gave a short video presentation about walnut production markets worldwide and the scope for Central Asia.

These working groups and meetings provide valuable opportunities to discuss areas of particular concern to the industry, specifically in a context of trade barriers.



SUSTAINABILITY, SCIENTIFIC AND GOVERNMENT AFFAIRS COMMITTEE

In 2021/2022, the INC paid special attention to the following issues:



PESTICIDES:

• **Processing Factors:** During the Standing Committee on Plants, Animals, Food and Feed, section Phytopharmaceuticals – Pesticides Residues, of February 22-23, 2022, EU Member States endorsed the 'Information note on Article 20 of Regulation (EC) No 396/2005 as regards processing factors and composite food and feed'. One of the findings of the Commission was that general provisions for processed products are already in place, but would benefit from clarification. It is necessary to give guidance to all involved parties, in particular competent authorities in Member States responsible for enforcement and also food and feed business operators, on how to deal with processed products.



CONTAMINANTS:

• **Ochratoxin A:** On March 9, 2022, the EU notified the WTO of a draft regulation that establishes maximum levels (ML) for ochratoxin A (OTA) in dried fruit (other than dried vine fruit) and pistachio nuts, and lowers the maximum level for ochratoxin A in dried vine fruit. Foodstuffs listed in the Annex, lawfully placed on the market before January 1, 2023, may remain on the market until their date of minimum durability or use-by date. For dried vine fruit (currants, raisins and sultanas) and dried figs, the ML is 8.0 µg/kg; 2.0 µg/kg in other dried fruit; 10.0 µg/kg for pistachios to be subjected to sorting, or other physical treatment, before placing on the market for final consumer or use as ingredient in food; and 5.0 µg/kg for pistachios placed on the mark for final consumer or use as ingredient in foodstuffs. It shall apply from January 1, 2023.

• **Hydrocyanic acid:** On March 8, 2022, the EU notified the WTO a draft regulation establishing maximum levels for hydrocyanic acid in almonds and apricot kernels. The maximum levels for almonds are 35 µg/kg and for apricot kernels is 20 µg/kg. It shall apply from January 1, 2023.

• **Cadmium:** On August 11, 2021, the European Commission published the Regulation (EU) 2021/1323, setting new ML for tree nuts: 0.20; pine nuts: 0.30; and peanuts: 0.20. The Regulation entered into force on August 31, 2021, but food that was lawfully placed on the market before the entry into force could remain on the market until February 28, 2022.

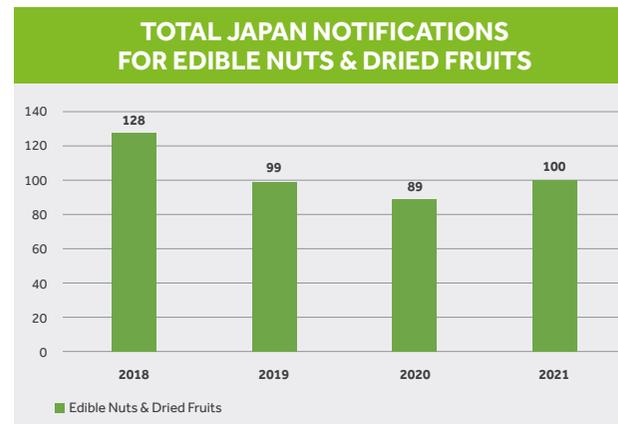
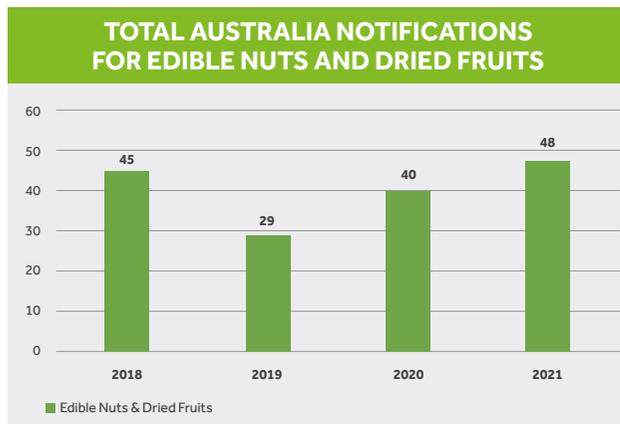
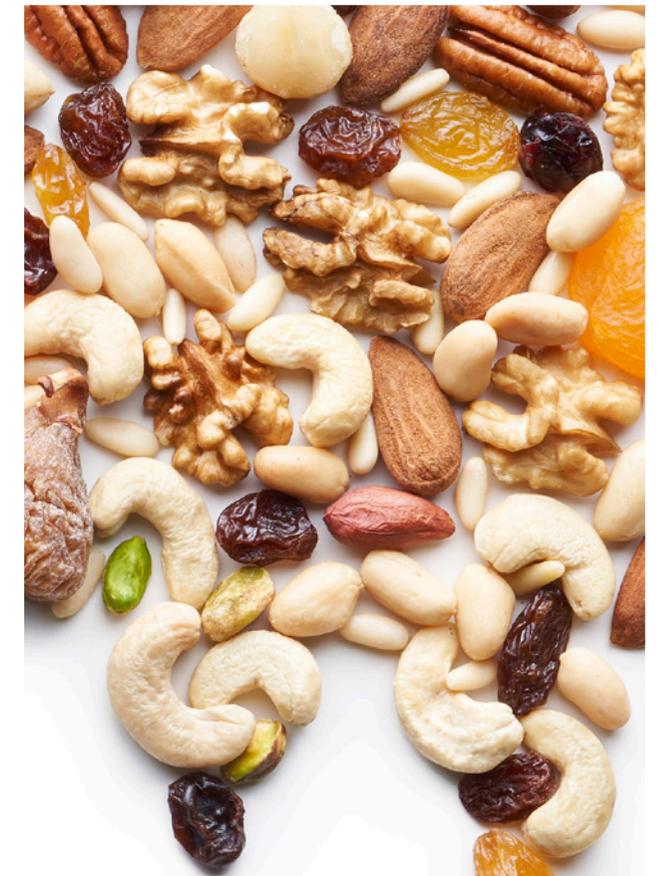
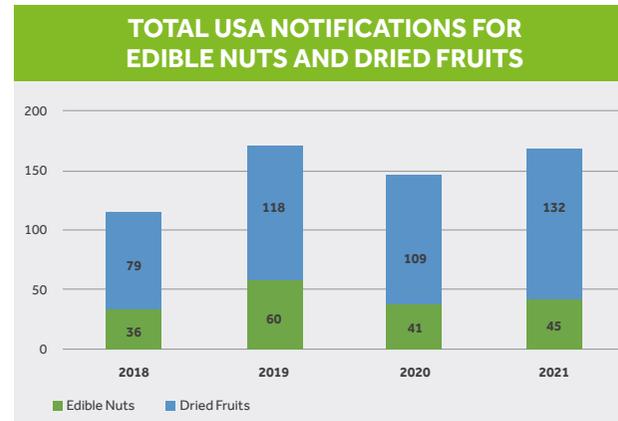
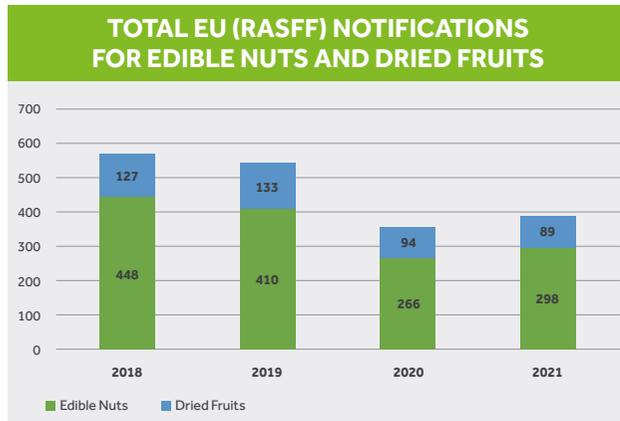
REFLECTIONS

BORDER REJECTIONS

The INC monitors import border rejections in Europe, USA, Australia and Japan, analyzing the trends and monitoring the causes and origins.

In Europe, notifications for edible nuts in 2021 increased by 12%, compared to the previous year. As for dried fruits, notifications decreased by 5% compared to 2020. In the US, the number of notifications for edible nuts and dried fruits were higher (10% and 21% respectively) than in 2020. In Japan,

total notifications for edible nuts and dried fruits increased by 12% with respect to 2020. Australia's number of notifications increased by 20% in comparison with the preceding year. Like in previous years, the presence of aflatoxins was the main reason for notifying, especially in the case of nuts.



The INC's Statistics Committee assists in the collection and evaluation of statistical data for distribution to industry, governments, and the general public.

The Committee also helps to expand the INC statistical records range in order to attain a better understanding of the current situation of the nut and dried fruit business and to respond to emerging challenges.

- Mr. Pino Calcagni, Besana Group, Italy - Chairman

Leaders of the Working Groups:

- **Almonds:** Ms. Julie Adams, Almond Board of California, USA
- **Brazil Nuts:** Mr. Pino Calcagni, Besana Group, Italy
- **Cashews:** Mr. Ümit Ergin, ofi, USA
- **Hazelnuts:** Mr. Ahmet Bilge Anbarlılar, Balsu Gıda, Turkey
- **Macadamias:** Mr. Jolyon Burnett, Australian Macadamia Society, Australia
- **Pecans:** Mr. Jeff Worn, South Georgia Pecan Company, Inc., USA
- **Pine Nuts:** Ms. Chen Ying, Chamber of Commerce, China
- **Pistachios:** Mr. Mike Hohmann, The Wonderful Company, USA.
- **Walnuts:** Mr. Jinkui Zhou, Fen Yang Reell Food Co., Ltd., China.
- **Peanuts:** Ms. Chen Ying, Chamber of Commerce, China
- **Dates:** Mr. Ahmed Boujbel, Boudjebel, Tunisia
- **Dried Apricots:** Mr. Osman Oz, Aegean Exporters Association, Turkey
- **Dried Cranberries:** Mr. Lee Doleman, Ocean Spray, USA
- **Dried Figs:** Mr. Osman Oz, Aegean Exporters Association, Turkey
- **Dried Grapes:** Mr. Osman Oz, Aegean Exporters Association, Turkey
- **Prunes:** Mr. Steve Sousa, Mariani Packing, USA

ONLINE DATABASE

The online Database allows INC members to research historical and current data on nut and dried fruit production, supply, trade, and consumption around the world. The database covers over half a million entries from 1995 to the present, which can be sorted by year, country, and product.

The database can be consulted through three different visualization options:

DASHBOARD:

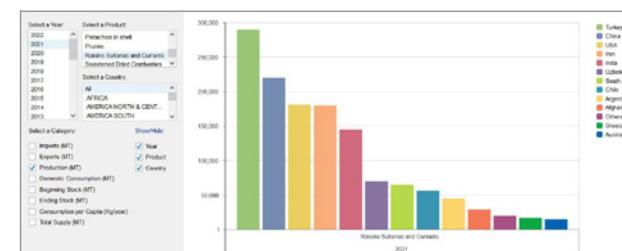
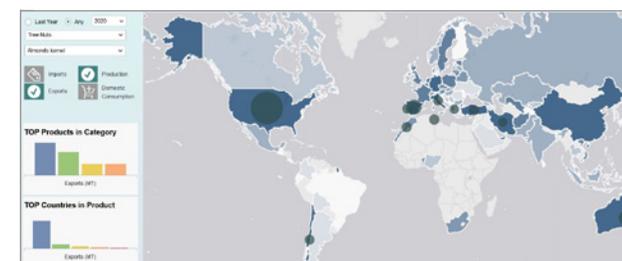
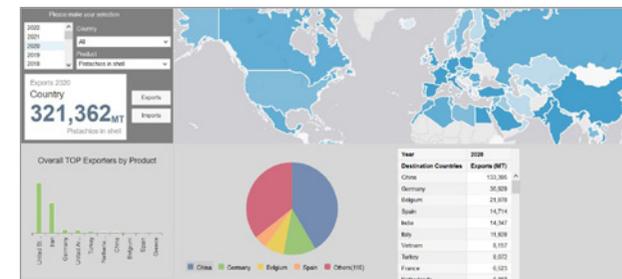
Useful to visualize nut and dried fruit production, trade and consumption statistics broken down by product and year on a world map.

ADVANCED SEARCH:

Aimed to display via tables and charts annual data on production, stocks, trade, and consumption. Outputs can be arranged by year, country and product.

TRADE DATA:

Focused on trade records shares by countries of origin and destination. Results are shown on world maps, charts, and tables, and can be selected by year, country, and product.



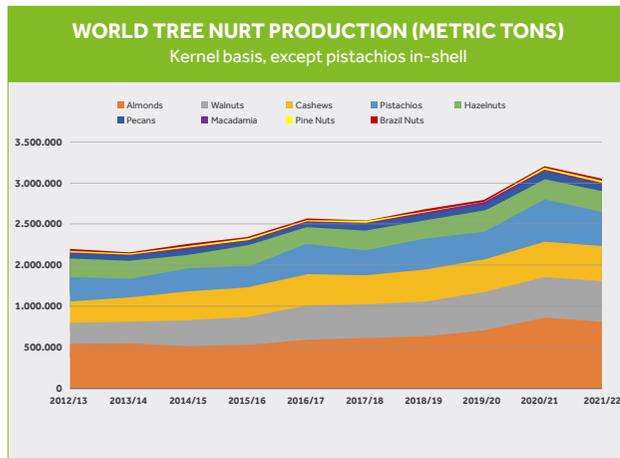
Year	Product	Country	Production (MT)
2021	Peanuts	China	18,200,000
		Others	11,270,000
		India	6,760,000
		Nigeria	4,800,000
		USA	2,898,000
		Senegal	1,700,000
		Argentina	1,300,000
		Indonesia	960,000
		Brazil	700,000
		Ghana	450,000

STATISTICAL YEARBOOK

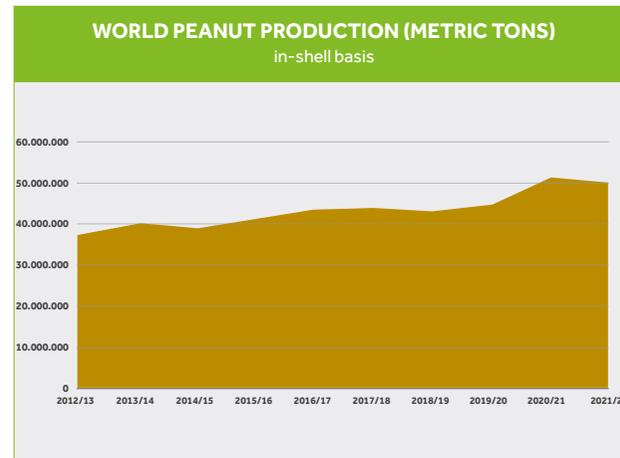
This annual publication analyzes the production, trade, and consumption of tree nuts, peanuts, and dried fruits.

The study initially focuses on the global trends in production and consumption over the last decade before delving into them

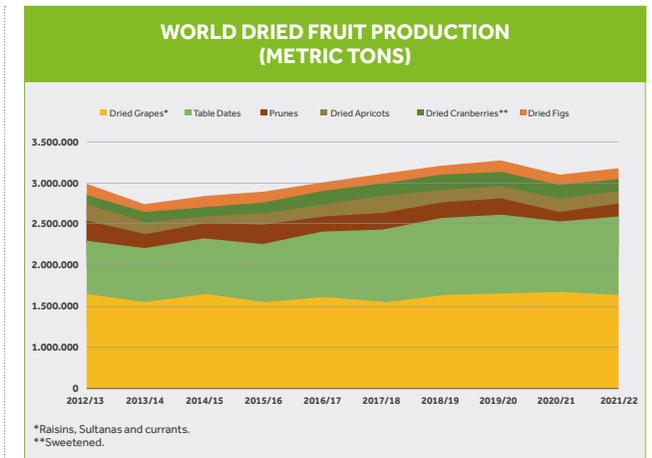
through 16 ad hoc chapters, one per each product under the INC umbrella.



Over the last decade, global tree nut production (kernel basis, except pistachios in-shell) followed an upward trajectory and reached over 5.1 million metric tons in 2021/2022, down by 6% from the previous season record, but 50% above ten years ago. Almonds and walnuts accounted for 32% and 19% of global production, respectively, followed by cashews (17%), pistachios (15%), and hazelnuts (11%). Pecans, macadamias, pine nuts, and Brazil nuts added up to the remaining 6%. Simultaneously, tree nut exports (shelled, except for in-shell pistachios) have shown a positive trend, with an average annual growth rate of 99,700 MT, reaching around 3 M MT in 2020. Global consumption, estimated at 5.2 M MT, increased at an average pace of 210,800 MT each year.



Total peanut production hit the 50 M MT milestone in the last two seasons. In 2021/22, it was estimated at over 50 M MT (in-shell basis), 2% below the previous season, yet 35% up from 2012/13. On average (2017/18-2021/22), China and India added up to 37% and 13% of the global peanut crop, respectively. Nigeria ranked third with 9%, followed by the US with 6%, Senegal and Argentina with 3% each. Total shelled peanut exports exceeded 2.6 M MT in 2020, with an average annual growth rate of 140,800 MT over the previous decade. Global consumption expanded at a pace of 1.2 M MT per year, to around 51 M MT.

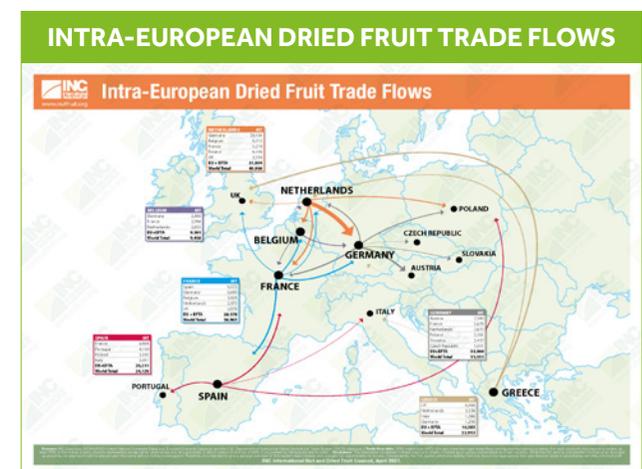
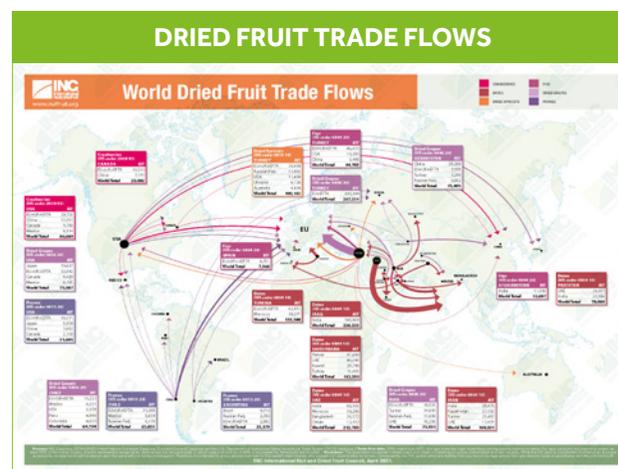
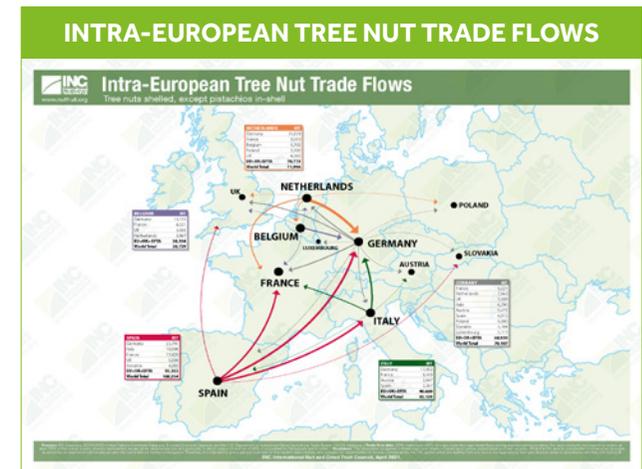
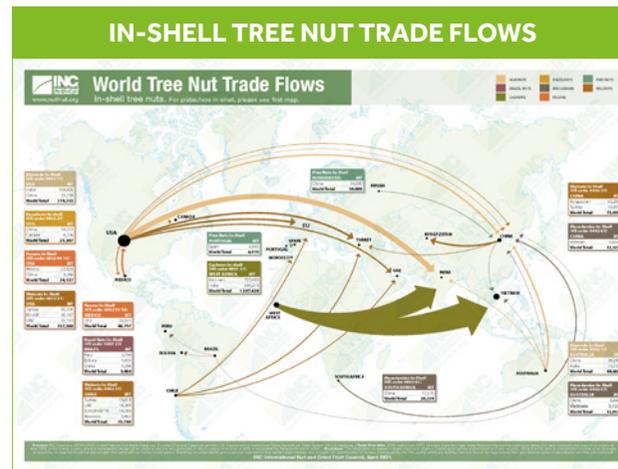


World dried fruit production has shown a positive trend over the last decade, amounting to about 3.1 M MT in 2021/22. Dried grapes (raisins, Sultanas, and currants) represented 43% of the total share. Table dates accounted for the following 36%, prunes (6%), dried apricots (5%), dried cranberries (5%), and figs (5%) accounted for the remaining 21%. Dried fruit exports reached around 2.8 M MT in 2020, expanding at an average rate of roughly 73,100 MT each year. Total consumption added up to 3 M MT and rose at an average of 63,900 MT per year over the previous decade.

TRADE MAP SERIES

This bi-annual publication, one of the most relevant INC statistics reports, makes it simple to see at a glance the major global nut and dried fruit trade flows between the top origins and destinations, as well as the traded volumes among them.

In May 2021, the INC made available [to be visualized online](#) the World Nut and Dried Fruit Trade Map Series, featuring six separate maps:



INTEGRITY

BUSINESS INTEGRITY

Upholding business integrity is a key pillar of the INC. To this point, the INC is very selective of new members and takes great efforts to ensure that current members support good business practices. The role of the Business Integrity Committee is to promote and raise awareness of codes, practices and guidelines with regard to honest and diligent business.

- **Mr. Bill Carriere**, Carriere Family Farms, USA –Chairman
- **Mr. Stephen Meltzer**, Balcorp Ltd., Canada
- **Mr. Pratap Nair**, Vijayalaxmi Cashew Company, India
- **Mr. Andrew Waring**, MWT Foods, Australia
- **Mr. Karsten Dankert**, Max Kiene GmbH, Germany
- **Mr. Antonio Pont Jr.**, Crisol de Frutos Secos SAT, Spain
- **Mr. Giles Hacking**, CG Hacking & Sons Limited, UK
- **Mr. Michael Waring**, INC Chairman, Australia
- **Mrs. Goretti Guasch**, INC Executive Director, Spain



The Business Integrity Committee handles reviewing and ensuring that all INC members are maintaining good business practices as membership in the INC is characterized by respectable and reputable companies within the nut and dried fruit industry. Any dispute brought up that involves an INC member up are subject to be reviewed by this committee. INC members also can use the INC Short Form Contract, which is upkept by the Business Integrity Committee and provides one single document without any conflicting terms that is simple, balanced, transparent, and flexible, which can be used in the sale and purchase of nuts and dried fruits, given that at least one party is an INC Member. The Short Form Contract can be found on the INC website.

Furthermore, to address business integrity, all new members go through a selective review process ensuring that they are honest companies. The ability to know that all INC members are trustworthy and decent companies brings significant value to membership. This review and approval of new members is the responsibility of the INC Leadership. Companies that wish to join the INC must submit an application with all company information as well as three references. These references are crucial to the process of becoming an INC member. The Board of Trustees asks that at least 2 of the references be current members of the INC. Once new members are approved, they are shared in one of the weekly newsletters that are sent to INC members.

TARIFFS

TARIFFS AND TRADE BARRIERS

INC keeps a close watch on trade issues that may potentially affect the nut and dried fruit sector. Moreover, the INC gathers and publishes a summary of the applicable tariffs on nuts and dried fruits of the main exporting/importing countries.

Tariff information is collected from official sources and is updated periodically.

- On December 1, 2021, the European Commission presented a new strategy that will mobilize up to €300 billion in sustainable investments between 2021 and 2027. As part of COVID-19 recovery, the Global Gateway is conceived to tackle the most demanding challenges, including climate change, and strengthen connections with EU partners. New financial tools should help to secure public and private investments in priority areas, including connectivity.
- The Regional Comprehensive Economic Partnership (RCEP) entered into force on January 1, 2022, becoming the biggest free trade agreement in the world. RCEP includes Australia, China, Japan, New Zealand, South Korea and all ASEAN countries (Thailand, Singapore, Myanmar, Indonesia, Malaysia, Laos, Vietnam, Brunei, Philippines and Cambodia). This regional trade bloc will remove tariffs on most of the traded goods in the region, codify intellectual property and e-commerce, and regulate rules on investment, among others.
- New requirements for the registration of foreign food processing and storage facilities entered into force in China on January 1, 2022. Nut and dried fruit products are among the plant and plant products listed in Article 7 of Decree 248. Overseas F&B product manufacturers are required to register with the General Administration of Customs China (GACC) using the Single Window website self-registration process, in order to be able to export their products to China.
- On January 1, 2022, the European Union suspended the retaliatory tariffs against the US that had been introduced in June 2018 in response to the US Section 232 tariffs on steel, aluminum and derivative products. On the other hand, the US no longer applies Section 232 tariffs in a stipulated amount of EU exports of steel and aluminum, since January 1, 2022. These suspensions would last until 31 December 2023. These measures would allow the EU and the US to significantly advance their ongoing cooperation, with a view of eliminating the respective tariffs. Products of concern under the EU's 2018 rebalancing measures against the US were peanut butter (2008 11 10) which was subject to a 25% duty, and for the second rebalancing measures due in December 2021, dried cranberry (2008 93 91).
- Tariff line duties for walnuts (HS code 0802 31 and 0802 32) in certain countries are becoming a major trade barrier for international trade development. According to the World Trade Organization (WTO) database, duties for imports of shelled walnuts in India increased from 30% (2019 revision) to 100% in 2020 and 2021 revisions. Current duties for in-shell walnuts reached 120% MFN (most favored nation) rates, which are tariffs imposed by countries on imports from other members of the WTO unless the country is part of a preferential trade agreement. The U.S. Department of Agriculture (USDA) reports China's tariff rates at 70% for in-shell walnuts and 65% for shelled walnuts.
- Another significant barrier to international trade over the past year has been the global shipping crisis. The ongoing shipping situation and the problems experienced by international traders were the result of several factors, although one of the main causes was undoubtedly COVID-19. Consumer demand far outpaced production capacity during the pandemic resulting in an imbalance between supply and demand, and this gave way to a shortage in shipping containers which turned into record high shipping rates. Faced with rising costs and a lack of containers, many exporters were severely impacted. Moreover, government restrictions to curb the pandemic and pressure on the labor market caused a drop in productivity in major ports around the world. As a result, record delays and congestion have prolonged the shipping crisis into 2022.



STAKEHOLDER MEETINGS

ONLINE INTERNATIONAL PEANUT FORUM

The 2021 Online International Peanut Forum took place from April 28-30, 2021. Conference topics included new product developments, consumer trends, global factors impacting agricultural pricing, and supply and demands panels.

GLOBAL FOOD SAFETY SUMMIT

The INC attended the Global Food Safety Virtual Summit of the European Networking Group (ENG) on September 7-8, 2021. Under the theme "Ensuring a safe, secure & transparent global food supply chain in times of the crisis", this year's key topics included building supply chain resilience through digital technologies; preventing food fraud; ensuring food safety in the global e-commerce market; allergen management; and balancing food safety and sustainability, among others.

CHINA INTERNATIONAL TREE NUTS CONFERENCE

The 16th China International Tree Nut Conference took place from September 23 to 25, 2021, in Hangzhou, Zhejiang, China, under the auspices of the China Chamber of Commerce (CFNA). Mr. Pino Calcagni, Chairman of the INC Statistics Committee, presented through a recorded video a global statistical review of the tree nut sector, with special focus on Chinese production, trade and consumption, and INC activities related to sustainability.

AGROGLOBAL

Mr. Pino Calcagni, Chairman of the INC Statistics Committee, participated virtually in Agroglobal 2021, on September 7. Agroglobal is said to be the largest agricultural fair in Portugal, bringing together hundreds of exhibitors and the most advanced technology serving the agricultural sector. Mr. Calcagni presented a global review of industry statistics, specifically about world production and trade of almonds, hazelnuts, pistachios and walnuts, and prospects for the coming years.

CIRCULAR ECONOMY, FOSTERING CIRCULARITY IN FOOD TRADE

The INC attended this webinar on the topic of circular economy and sustainable use of natural resources. Organized by the United Nations, the event brought together representatives from UN agencies (UNECE, UNCTAD, UN Forum on Sustainability Standards

UNFSS, UNECE, FAO), international organizations (Institute for European Environmental Policy IEEP, OECD), NGOs, Member States, academia and private sector, to discuss on the need to redesign food for a nature-positive future.

DRIED FRUIT MEETING

On December 15, 2021, the INC attended the online Dried Fruit Meeting hosted by the Turkish Aegean Exporters' Association in collaboration with FRUCOM and Waren-Verein der Hamburger Börse e.V. The focal point of the event was to discuss the latest developments and trends in the Turkish and German dried fruit industry and market.

THE UNINTENDED IMPACT OF EUROPEAN SUSTAINABILITY STANDARDS ON GLOBAL FOOD SYSTEMS

On February 22, 2022, the INC attended this webinar organized by the European Landowners' Association (ELO) in partnership with EURACTIV. The conference explored how the EU Green Deal and its environmental standards will directly and indirectly affect the international food sector and livelihoods of farmers in vulnerable rural areas of export nations.

AUSTRALIAN NUT CONFERENCE

On March 23-25, 2022, the Australian Nut Industry Council (ANIC) held the Australian Nut Conference in Melbourne. The event brought together delegates from across Australian supply chains. The program delved into nut industry updates, sustainability, e-commerce, and health and nutrition research. INC Chairman, Mr. Michael Waring presented an overview of the last ten years trends on tree nut supply and demand, as well as the INC sustainability agenda.

FRUCOM WORKING GROUPS

Throughout the year the INC attends several meetings of the European Federation of the Trade in Dried Fruit, Edible Nuts, Processed Fruit & Vegetables and Processed Fishery Products (FRUCOM). In particular, the working groups and webinars on dried fruit and nuts, sustainability and mycotoxins, where FRUCOM members contribute to targeted stakeholder consultations on issues of special concern, from food safety (mycotoxins, pesticides, additives) and sustainability, to trade and tariffs.

ASSOCIATIONS

NATIONAL ASSOCIATIONS

INC collaborates with organizations around the world that share common goals and interests in representing and defending the nut and dried fruit industry, as well as promoting research and education, and communication campaigns.

Aegean Exporters Association	California Prune Board	Georgian Hazelnut Growers Association	Spanish Association of Nuts and Carobs
Almond Board of Australia	California Fig Advisory Board	Greek Nuts and Fruits Trade Association	TechnoServe
Almond Board of California	California Walnut Board and Commission	Hazelnut Growers of Oregon	The Peanut Institute
American Pecan Council	Centro Nacional de Competências dos Frutos Secos [National Center for Tree Nuts of Portugal]	International Society for Horticultural Science	Tree Nut Growers Association of Malawi
American Peanut Council	Chile Prunes Association	Iran Dried Fruit Exporters Association	UK Nut and Dried Fruit Trade Association
American Pistachio Growers	Chilean Walnut Commission	Iran Pistachio Association	Ukrainian Nut Association
Associação Brasileira de Nozes, Castanhas e Frutas Secas [Brazilian Association of Nuts and Dried Fruits]	Chilenut	Istanbul Exporters Unions	US Association of Food Industries
Association of Chocolate, Biscuit and Confectionery Industries of Europe	China Chamber of Commerce for Import and Export of Foodstuffs	Kenya Nut Processors Association	US National Pecan Shellers Association
Association of Turkish Nut and Dried Fruit Industrialists and Businessmen	China Tree Nut Association	Nutrition Research and Education Foundation	US Peanut and Tree Nut Processors Association
Australian Cashew Association	ComCashew	Netherlands Association for the Trade in Dried Fruit, Spices and Allied Products	Vietnam Macadamia Association
Australian Macadamia Society	DFA of California, Safe Food Alliance	Nucis Germany	Waren-Verein der Hamburger Börse e.V.
Australian Nut Industry Council	Dried Fruit Alliance	Nucis Italia	World Macadamia Organisation
Australian Pistachio Growers Association	European Federation of the Trade in Dried Fruit, Edible Nuts, Processed Fruit & Vegetables, Processed Fishery Products	Nuts for Life Australia	
Australian Walnut Industry Association	European Snack Association	Macadamias South Africa	
Black Sea Exporters Union	Freshfel	Raisins South Africa	
California Almond Exporters Association		Spanish Almond Board	
		Spanish Association of Almond Shellers	



