

# Peanut Exports 2017 – An update

Stephanie Grunenfelder  
American Peanut Council



# A Changing World Market





**Reflecting a changing world**

- 1. There are lots of people in the world**
- 2. More people can afford to buy better food**
- 3. People who can already afford to buy food are looking for healthier options**
- 4. People think peanuts are great**





50% of the world's population in yellow, 50% in black



INCOME LEVELS ▶

LEVEL 1

LEVEL 2

LEVEL 3

LEVEL 4

# Gapminder World 2015

HEALTHY →

HEALTH

← SICK

← POOR


INCOME

→ RICH


**HEALTH & INCOME OF NATIONS IN 2015**

This graph compares Life Expectancy & GDP per capita for all 182 nations recognized by the UN.

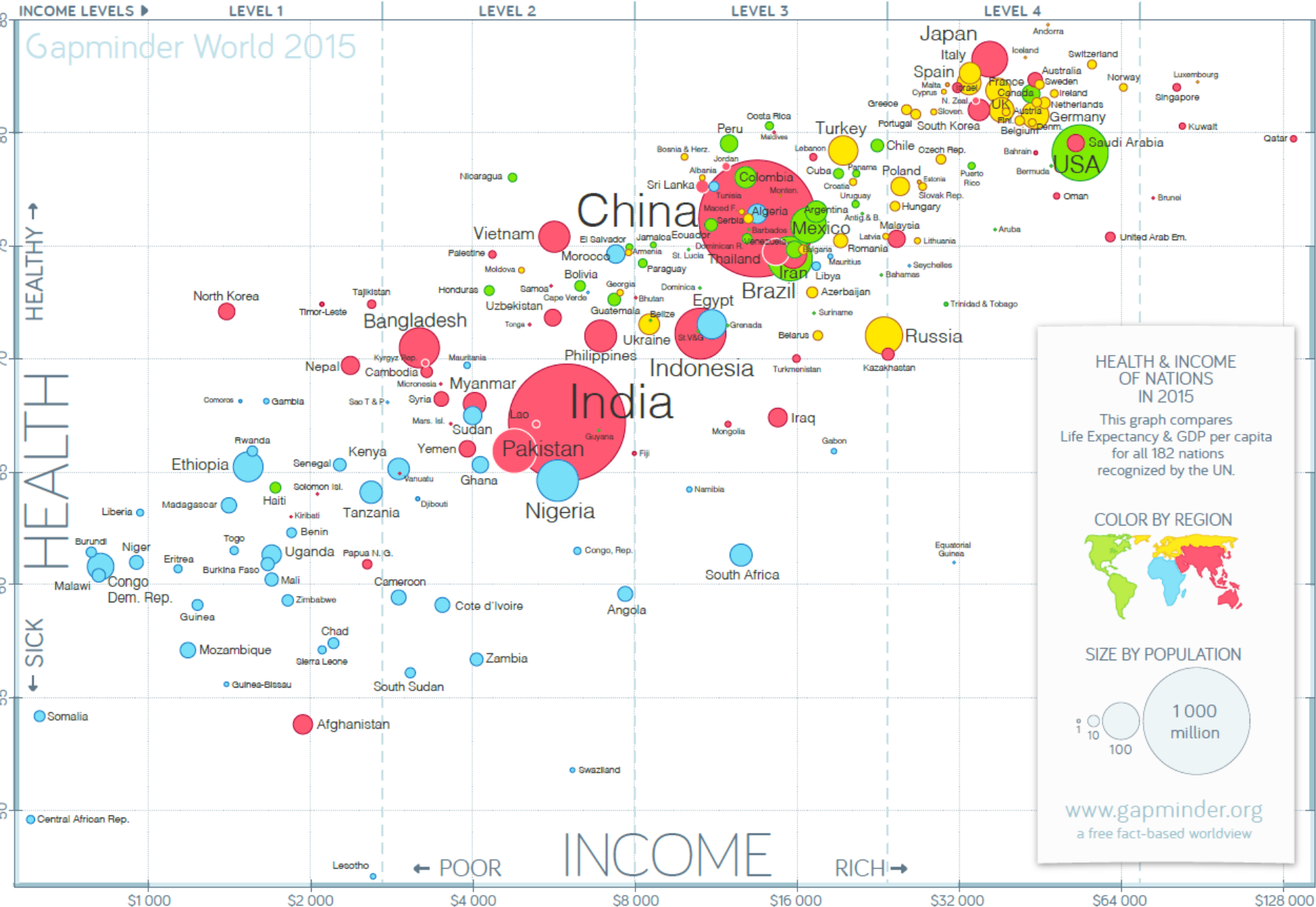
**COLOR BY REGION**



**SIZE BY POPULATION**



[www.gapminder.org](http://www.gapminder.org)  
a free fact-based worldview



# Global Extreme Poverty

**1990: 37.1% of the world's population**

**1999: 29%**

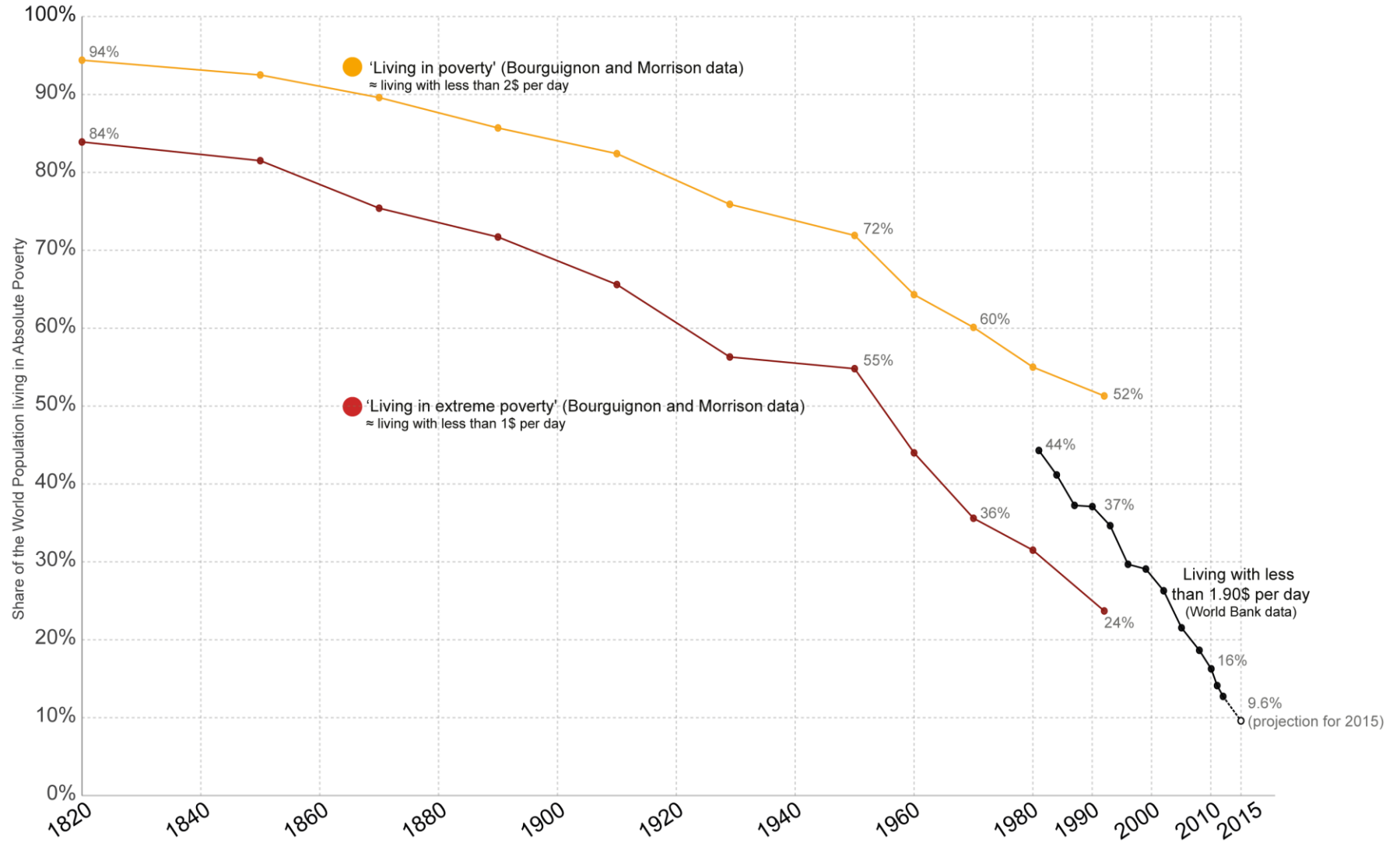
**2012: 12.8%**

**2015: 9.6%**



# Share of the World Population living in Absolute Poverty, 1820-2015

All data are adjusted for inflation over time and for price differences between countries (PPP adjustment).



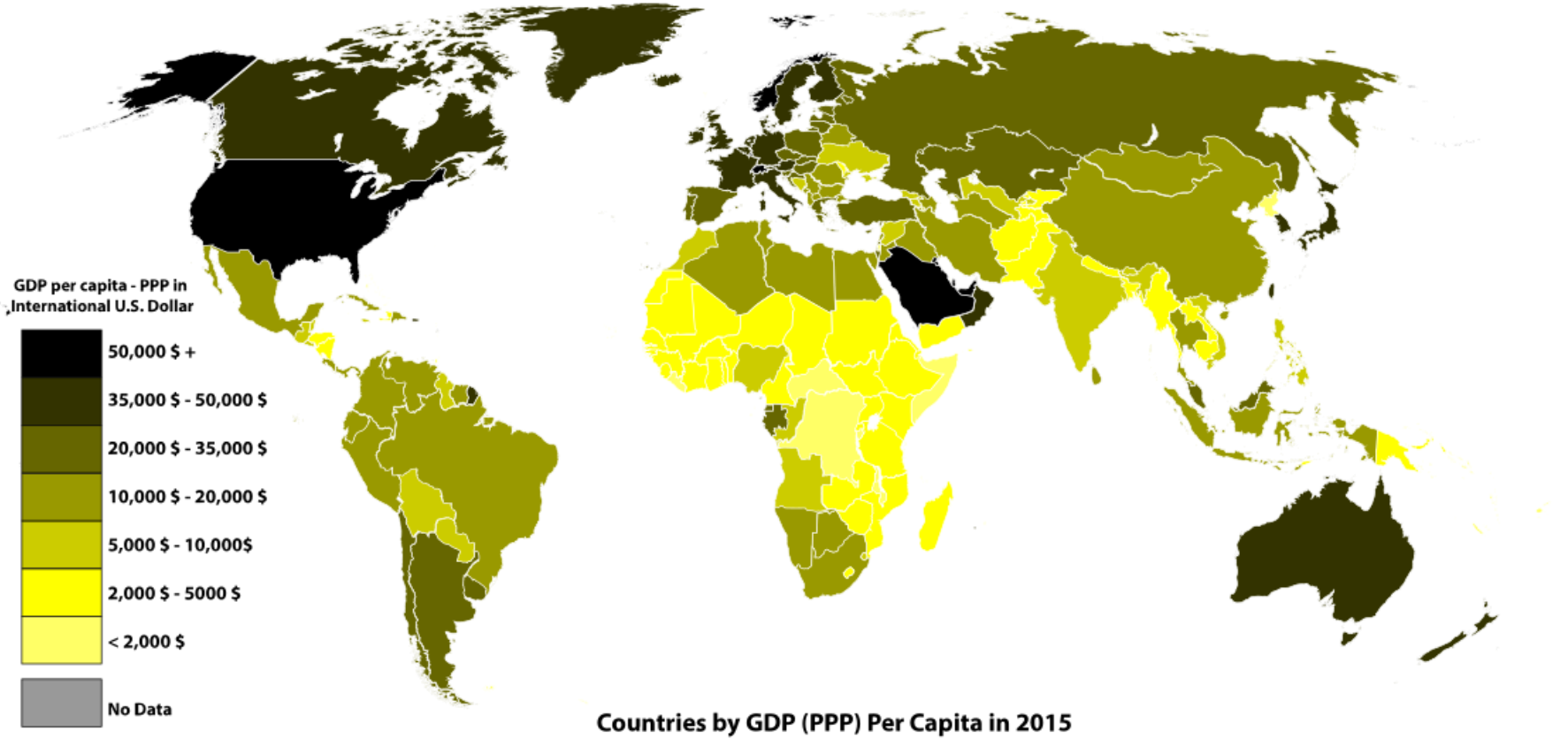
Data sources: 1820-1992 Bourguignon and Morrison (2002) - Inequality among World Citizens, In The American Economic Review; 1981-2015 World Bank (PovcalNet)

The interactive data visualisation is available at [OurWorldinData.org](http://OurWorldinData.org). There you find the raw data and more visualisations on this topic.

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# Global Trends

Affecting Peanuts



# Key Trends

1. Natural, Nutritious and Fresh
2. Specialty waters (no sugar, no additives)
3. Back to the land; Farm to table and stories about where food was produced
4. Authentic experiences around food

2017 International  
Food and Beverage Exhibition in Europe  
Euromonitor International



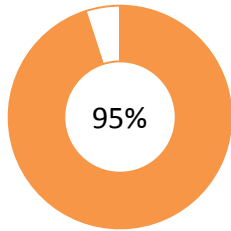
# How Consumers Eat

1. Fragmentation of Meals
2. From Home to Restaurant to On-the-go
3. Eating at home needs to be quick
4. Eating alone, at home or in restaurants

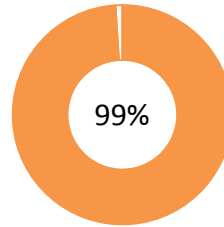


# Chinese Consumers Love Peanuts

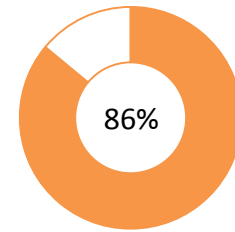
Agree Peanuts & Peanut Butter Are Healthy/Nutritious



Eats Peanuts



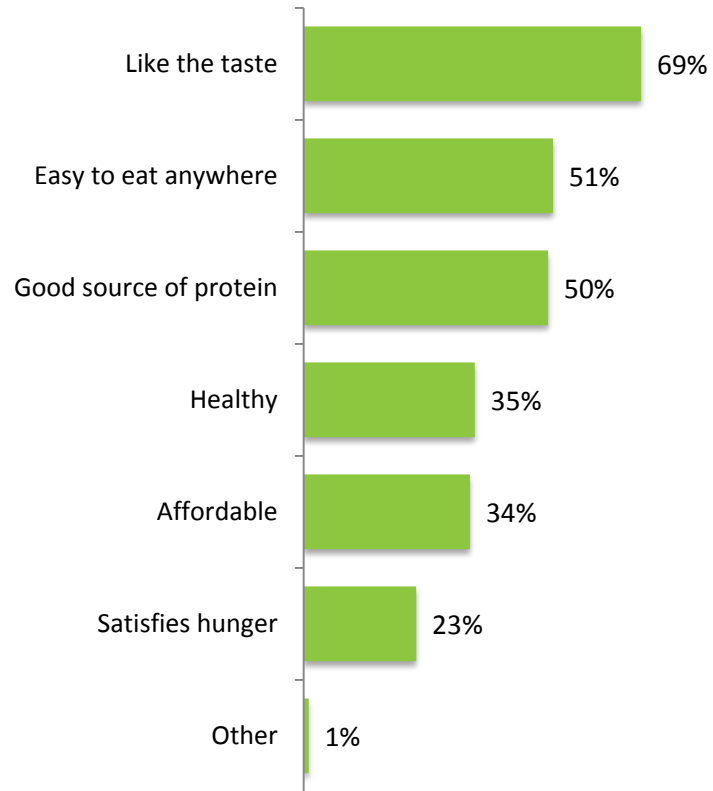
Eats peanuts weekly or more



*Erickson research, for APC 2016*

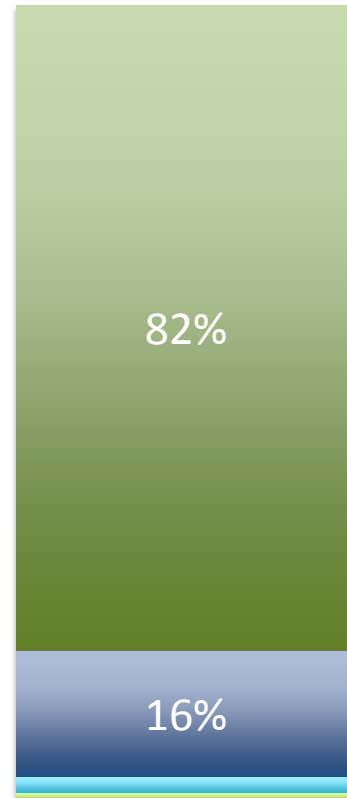


# Canadian Consumers Love Peanuts

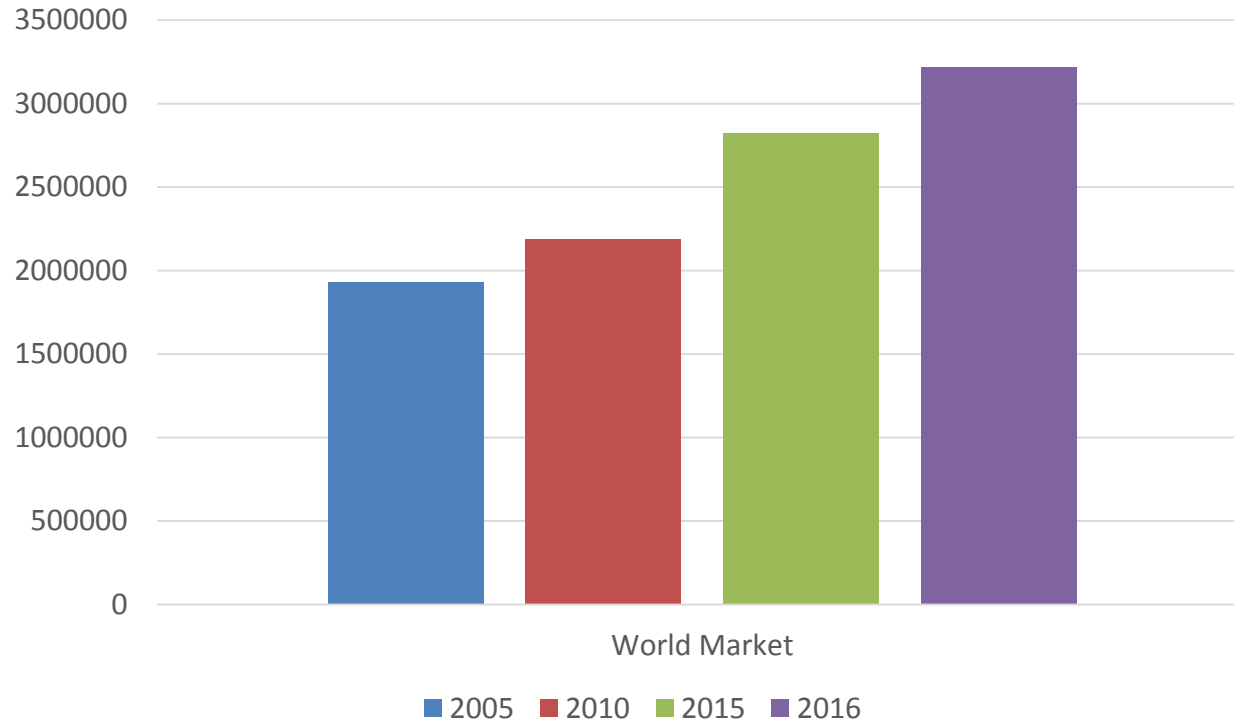


# Mexican Consumers Love Peanuts

- I like peanuts very much
- I like peanuts somewhat
- I neither like nor dislike peanuts
- I don't like peanuts very much
- I don't like peanuts at all

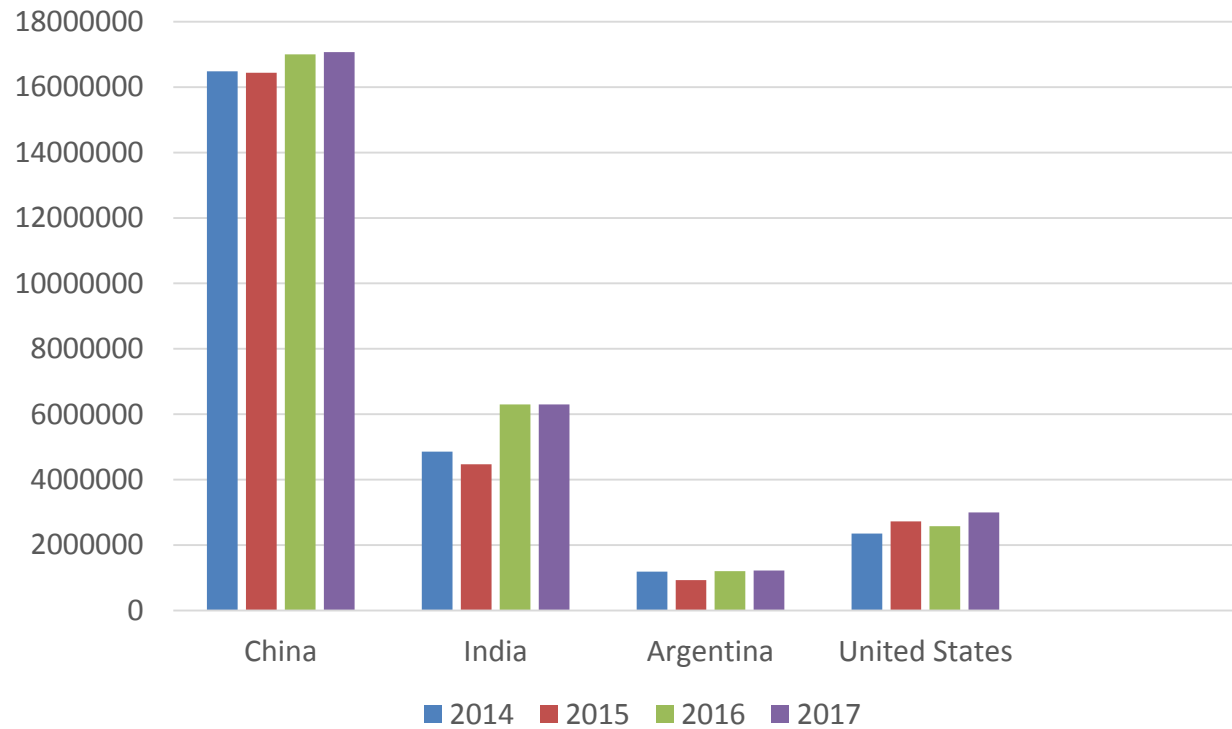


## World Market for Peanut Trade

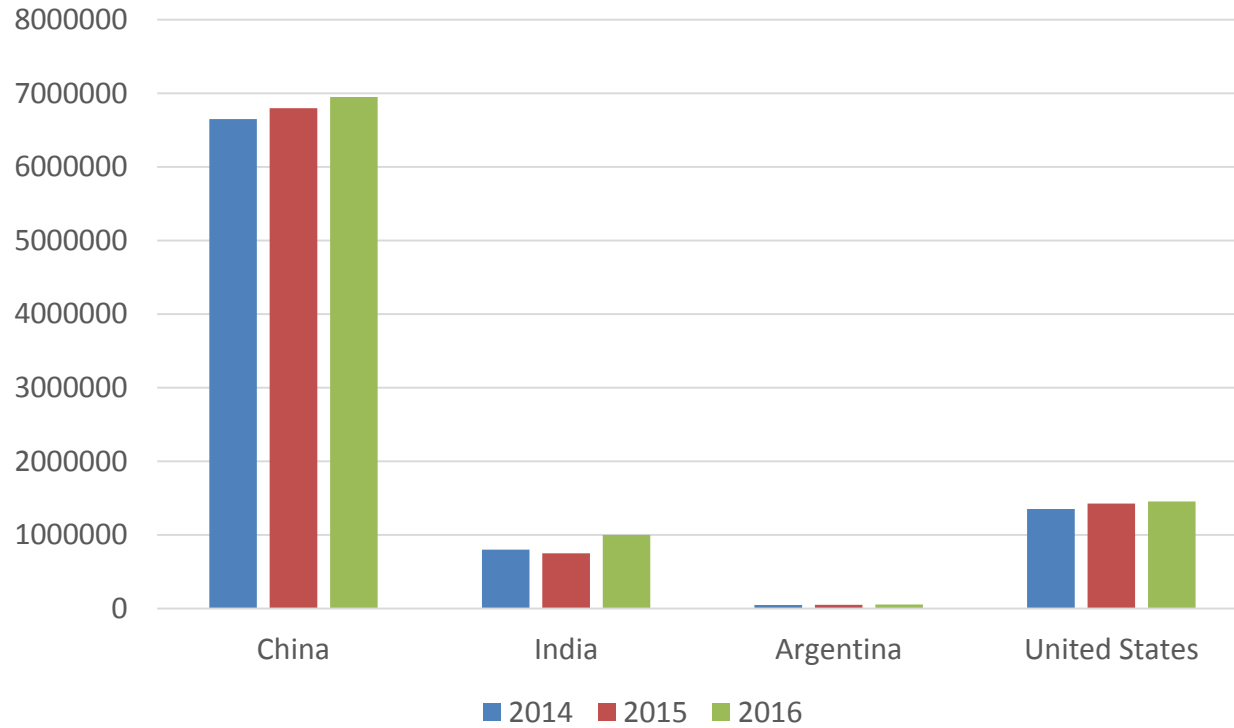




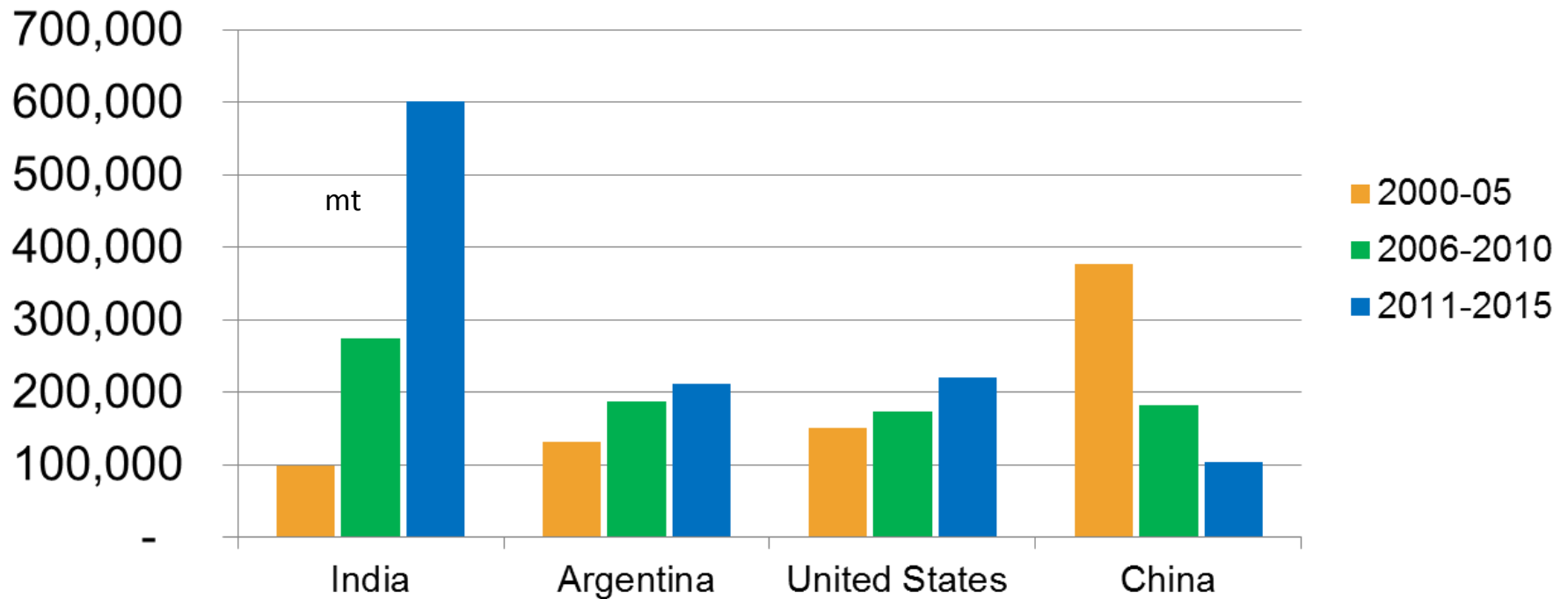
## Peanut Production



## Domestic Use



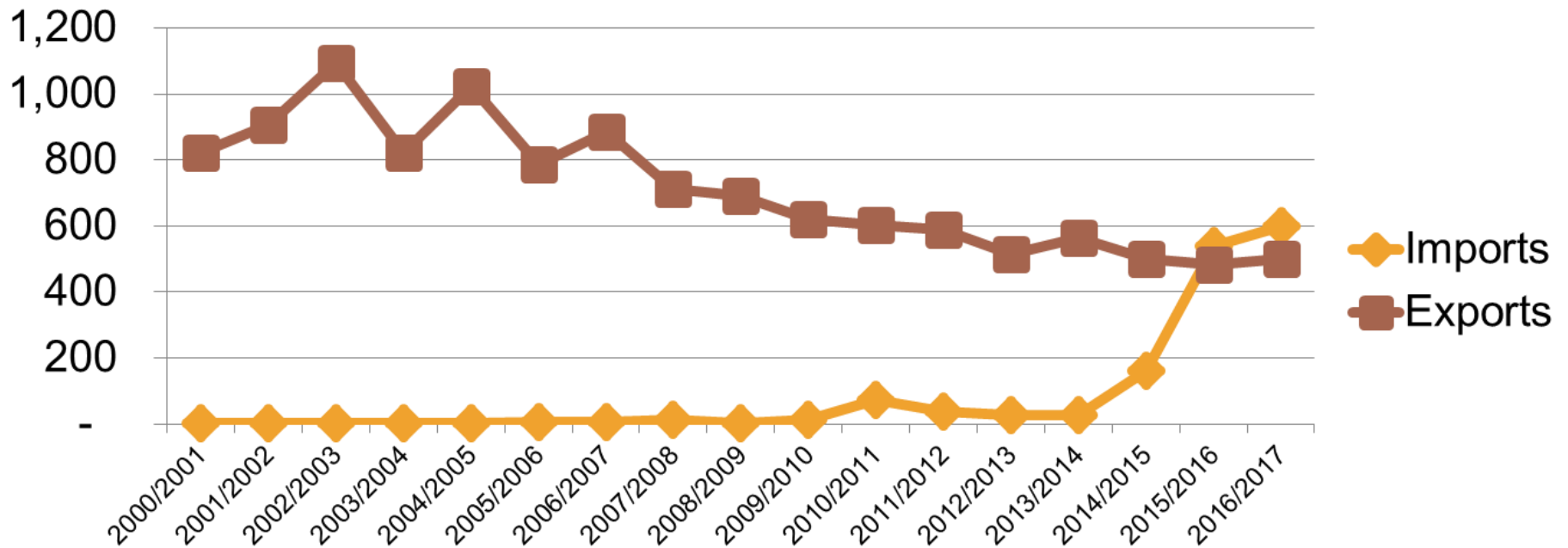
# Global Peanut Kernel Export Markets Grew As China's Exports Declined



Source: National Export Statistics, Market Solutions LLC analysis

# China's Changing Peanut Exports and Imports

- Since 2000, China's peanut consumption has increased 26%, while its production has increased only 18%, according to USDA forecasts.



Source: USDA PSD data and 2016/17 forecast, December, 2016, Market Solutions LLC analysis

# Introducing New Customers to U.S. Peanuts







# Wate's



Algo+que KK Wate's  
**DISFRUTA UNA GOLEADA DE SABOR  
EN CADA PARTIDO**



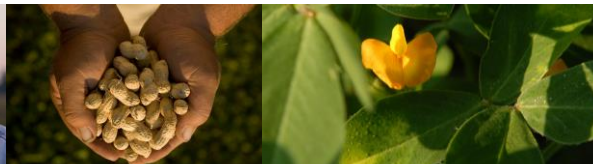
De venta en



**Waldos**

inf. 8327.1918

[www.friconsel.com](http://www.friconsel.com)



# TIFTON QUALITY PEANUTS,

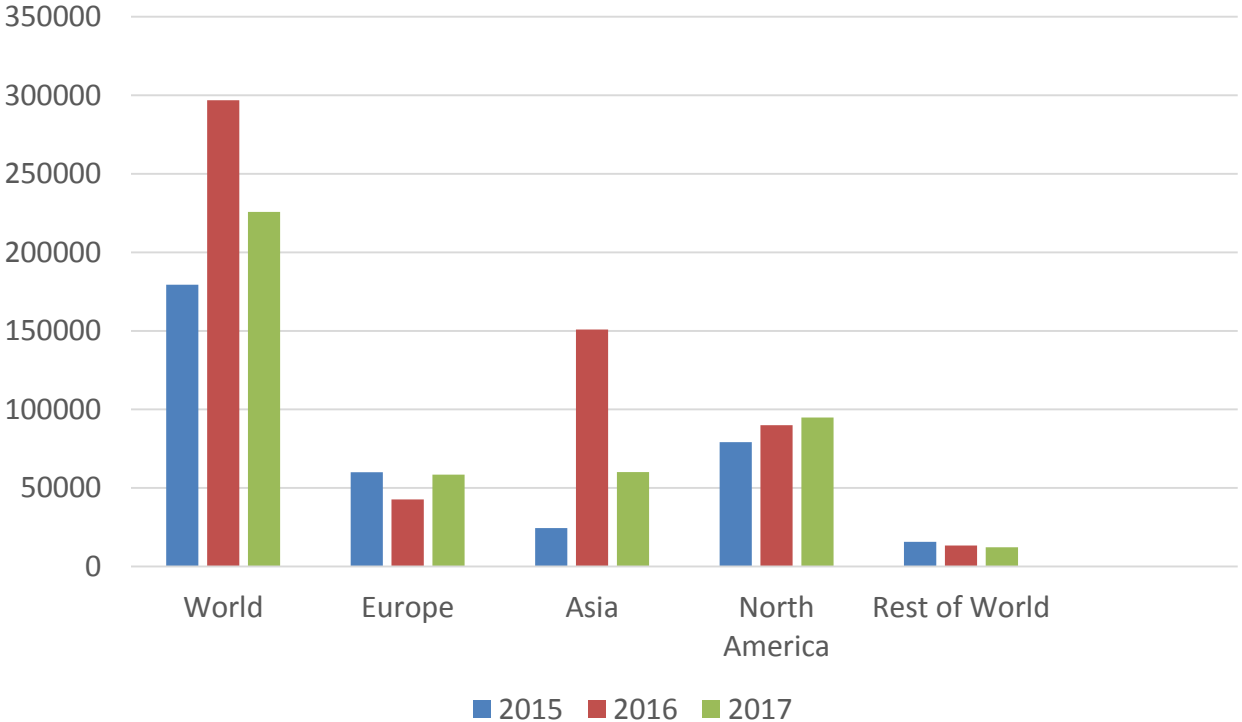






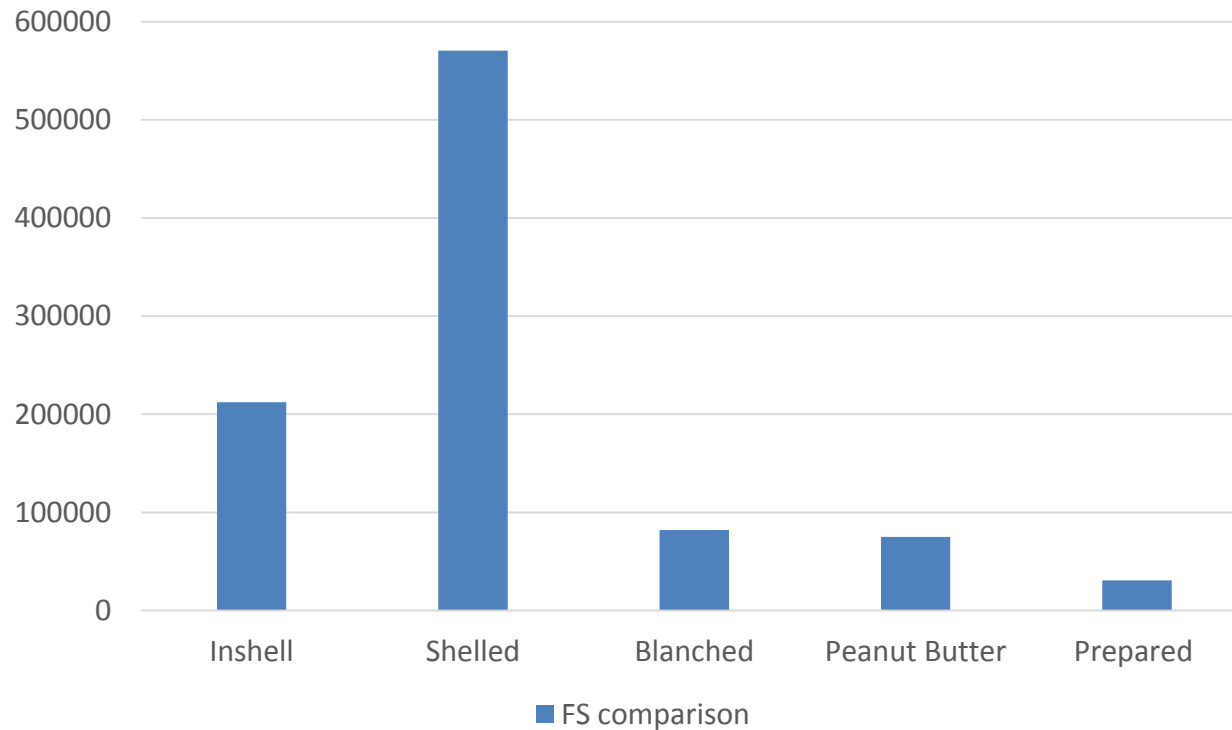
# Exports to Date

Exports January – May 2017



# Exports to Date

FS comparison



<b>Total 2015 Crop</b>	<b>3,005,667*</b>	
Total Domestic Edible Use <i>(12 months ending July 31)</i>	2,394,485 FS Tons	64%
Total Domestic Crushing Use <i>(12 months ending July 31)</i>	381,504 FS Tons	10%
Exports <i>(12 months ending December 31)</i>	970,986 FS Tons	26%



**Thank You!**

