

AUSTRALIA - EUROPEAN UNION

FREE TRADE AGREEMENT

High-end Almonds – a ‘Super Food’ Tantalising European Tastebuds

Almondco Australia is a 75-year-old company that processes and markets the crops of more than 80 per cent of all almond growers in Australia.

The grower-owned company exports to more than 30 countries each year, but has forged a niche in the ever expanding almond industry by supplying high end quality product to retail packers and manufacturers around the world.

It has been named the Australian regional exporter of the year twice in the past six years. The company will turn over more than \$200 million in 2019, and has increased its intake by 600 per cent in the past decade to be globally recognised as one of the leading almond suppliers.

Almondco was established as a grower co-operative in Adelaide's Southern Vales and continues to operate under the co-operative ethos today.

In a global market that produces more than one million tonnes of almonds, the company's point of difference has been derived by a quest to produce products of the highest quality. By attracting like-minded customers, Almondco has forged a reputation for reliability and consistency that wins repeat business and mutually beneficial outcomes for all members of the supply chain.

The company has a sales network that spreads across Europe, the Middle East, China, Japan and India, as well as operating out of three processing facilities in South Australia and New South Wales.

How an Australia-European Union Free Trade Agreement could help:

- Bringing down barriers

We are seeking to significantly improve market access for Australian exports through the free trade agreement. For Almondco this could mean a reduction in the 5.6 per cent tariff on in-shell almonds and 3.5 per cent tariff on shelled almonds. The company says for some value added almond products, the elimination of the tariff would make shipping to the EU viable.

- Promoting trade facilitation

Our negotiations aim to make the trading environment more business-friendly with greater transparency of customs procedures to make it easier for Australian companies to do business with the EU.



ALMONDCO

PREMIUM AUSTRALIAN ALMONDS

Key Info

Year founded: 1944

Location of headquarters:
Renmark, South Australia

Number of employees: 170

Annual turnover: \$200m



We have been long committed to supply the European market with an alternative source of almond products and would welcome the opportunity to expand our product range if a free trade agreement with the European Union meant we could compete on a level playing field with our competitors.

This has the potential to benefit the end consumer who will find almond products more affordable than they currently might be and expand consumption of one of the world's most recognisable super foods.

Brenton Woolston
MANAGING DIRECTOR

July 2019

More information on the Australia-European Union Free Trade Agreement is available at
www.dfat.gov.au/trade/agreements/aeufta



Australian Government

