THE CALIFORNIA GROVE



California Walnuts in the UK

SPRING/SUMMER 2023



An update of the California Walnut Commission trade and consumer activities during Spring/Summer 2023.

January to July 2023

SHELLED CALIFORNIA WALNUT VOLUME UP 33.8%

The California Walnut Commission (CWC) has been actively promoting California Walnuts in the UK since 2017 and shipments have shown strong growth since then.

Shipments to 30th June 2023 so far delivered 11,950,183 lbs of shelled California Walnuts (versus 8,925,941 lbs in 2021/2022) an increase of 33.8%.

In-shell volumes also increased over the same period by 24.8% (720,905 lbs v 577,275 lbs in 2021/22).

In partnership with its representatives at The Garden Marketing and PR, and it's consumer agency Ceres PR, CWC continues to conduct a wide range of trade and consumer initiatives aimed at inspiring and encouraging the UK food industry, UK retail and consumers to use more

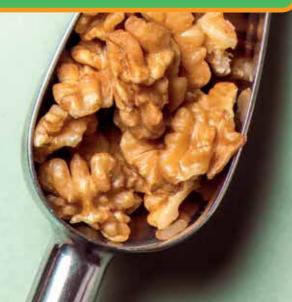
California Walnuts, in ever more exciting and innovative ways.

Recent highlights include retail promotions with Tesco, Sainsbury's, Costco, and Iceland have driven significant volume and sales of California Walnuts in the UK.

A key objective of recent UK consumer communications has involved supporting health research and communicating the numerous health benefits. In addition, a broad ranged social media campaign has continued to generate consumer awareness for California Walnuts via bloggers, influencers and innovative recipes, as well as how to use California Walnuts outside of the more traditional uses such as baking and snacking.

This newsletter contains some of the key activities conducted so far during 2023.

Only California Walnuts actively promote the benefits and attributes of these amazing nuts and we look forward to once again helping drive awareness and demand throughout the remainder of 2023.



January to February 2023



WHITWORTHS INFLUENCERS REACHES 2.6 MILLION CONSUMERS

/.bW

In partnership with leading UK importer and re-packer Whitworths, CWC created an influencer campaign using 2 key UK influencers. The aim was to create engaging content demonstrating how versatile California Walnuts are to a broad, younger health-conscious audience that embraces scratch-cooking with exciting modern recipes. The influencers highlighted their cooking skills and suggested usage ideas for California Walnuts via Instagram stories. The campaign encouraged consumers to buy California Walnuts over and above other origins, and reached a total of **2.6m UK consumers**.

A total of 4 recipes were developed.

TOTAL IMPRESSIONS 7.5M

Roasted Aubergine,

California Walnut &

Lentil Ragu;

The campaign helped deliver
Whitworths' highest ever reel views
reaching 42,000 views of the roasted
aubergine, walnut & lentil ragu.

GOODMOODFOOD UK FOLLOWERS

Emily





with a California Walnut

March to May 2023

OFD IN 780 STORES

Following past successes with Whitworth promotions in Tesco, the CWC launched a further off-fixture display (OFD) in 780 stores. The OFD's were in-store over a 9-week period during March, April and May 2023. The format of the OFD was bigger than in previous promotions and contained more California Walnuts than previous OFD displays conducted by CWC in Tesco. The instore campaign was also supported by a number of social media posts.

The results for this activity were 10% higher than originally anticipated, with an overall volume **uplift** of 36%.

Walnut sales have increased from 39 packs per store per week to now over 98 packs per store per week post promotion.





RSS SEARCH ACHIEVES 55% CLICK TO SALES

CONVERSION RATE

Relevant Sponsored Search (RSS) provides access to premium inventory on Tesco.com in order to improve the awareness of California Walnuts and maximise search conversion. The aim was to position California walnuts in the premium number 1 position on Tesco. com when consumers were looking to purchase nuts.

RSS allows CWC to control spend and real time reporting ensuring that CWC always had visibility of campaign performance on a daily basis. Clicks, Impressions, CPC, CPA CTR, units sold, sales value, ROAS are all available to view.

The campaign was designed to test consumer reactions to a range of search terms and how they persuade consumers to purchase. The following terms were used: walnuts, nuts, mixed nuts, healthy snacks, and snacks with walnuts being by far the mo

with walnuts being by far the most successful search term measured by volume sales.

The campaign generated a strong 55% click to sales conversion rate.





55% CLICK TO CONVERSION

From February 2023

PAM GRAVIET 1-to-1 with the UK trade

CWC conducted a 1-to-1 interview and supporting advertorial PR campaign with key UK trade publications. The aim was to update the **UK trade on key industry facts** such as crop, as well as general background on issues facing the California Walnut industry. Pamela Graviet, Senior Marketing Director, International at CWC answered the interview, which was shared with the key trade publications. Read the full interview here; https://www.californiawalnuts.co.uk/case-studies/activity-pam-graviet-1-to-1/.



Title	Online Circulation
The Grocery Trader	27,879
Wholesale Manager	13,384
Kennedy's Bakery	4,513
The Grocer	512,630
Food Manufacturer	657,000
Bakery Business	4,841
Ooh Magazine	3,769
Cash & Carry Management	12,762
International Bakery	34,414
TOTAL	1,236,778





March 2023 April 2023

Getting the show(s) back on the road...

25K



IFE, International Food and Drink Event, brings together more food and drink buyers and suppliers than any other UK event. With a legacy of over 40 years, IFE continues to be the largest and most successful product sourcing platform for senior buyers from across the retail, wholesale, distribution, import & export, and foodservice sectors.

CWC's booth was based in the USA pavilion and CWC representatives met with the UK trade to discuss opportunities, provide samples, and share a wide variety of products containing California Walnuts from other countries. Over the 3-day period there were 38 trade buyers to the CWC booth with enquiries estimated at approximately 187MT of product from 12 of the 38 companies who visited the

FOOD&DRINK

24-26 APRIL 2023

NEC BIRMINGHAM



California Walnuts attended with a booth in the main arena and during the 3 days, 27 trade buyers visited the stand to discuss enquiries amounting to 34MT.

Since the COVID-19 shutdown one of the UK's largest Food

CWC displayed various flavoured samples and other California Walnut products from around the world.



From March 2023

Getting to the **heart of California Walnuts**

Sainsbury's

1.85M



900K



1.5K

As part of the ongoing support with instore promotions with both Sainsbury's and Costco, CWC placed digital and printed ads in the Sainsbury's magazine, Costco connection magazine and BAKO In The Mix magazine. The aim of the ads was to create additional awareness of the heart health message and highlight the Heart UK stamp of approval.





From January 2023

Iceland

FSDU'S IN 820 ICELAND STORES

Following the success of the previous FSDU instore promotion in 2021 across 126 Iceland Warehouse stores, Iceland decided to increase the number of stores featuring the FSDU to 820.

The promotion utilised similar graphics to the 2021 promotion, once again with the focus on California Walnuts, the lifetime of the promotion is 9-12 months, and the results so far are exceeding expectations with a 41% uplift in sales in the first 3 months since installation.



US EMBASSY — LONDON SUPPORTS FOOD DRIVE — CITY FOOD HARVEST

CWC participated in the recent food drive hosted by the US Embassy, London.

The United States Department of Agriculture (USDA) team recently visited City Harvest's Acton depot to learn more about the work of the City Harvest team. As a result, the US Embassy decided to make a substantial donation of food to City Harvest as part of The Big Help Out initiative to mark his Majesty's coronation.

The range of both speciality and recognised American brands, coupled with valuable store cupboard essentials were graciously received by food banks across 375 London charities.

California walnuts donated 4 boxes of premium California walnuts to this charitable cause.



378 CHARITIE

4 1 VO
UPLIFT
IN 3 MONTHS

. California

WALNUTS

March 2023







To further enhance the trade coverage of THE POWER OF 3 (PO3) Campaign the Global Marketing initiative launched in 2020, CWC conducted an instore sampling demonstration in 29 **UK** plus 1 Swedish Costco Store.

California Walnuts were offered in their 'RAW' (i.e. no accompanying ingredient) format for quality sampling purposes. Trade buyers had the opportunity to not only taste California Walnuts, but also take away information leaflets on how to include California walnuts in all types of dishes.

The promotion achieved a sales uplift of 612%, one of the highest percentage uplifts ever achieved since CWC took part in Costco's one day product promotions 5 years ago.

The Swedish store sold 400% more walnuts compared to the previous week.





The Power of 3

Further promotions supporting POWER OF 3 once again took place in over 500 Poundland stores. Whitworths featured their own brand 100g packs displaying 'California' on pack. CWC produced a 30 second radio ad for a duration of 3 weeks, 1 Facebook and 1 Instagram post as well as instore window posters. In addition,

> 2 x 40ft screens were located on the very busy interchange of 2 major motorways in Birmingham, UK.

The aim of the campaign was to generate additional awareness of California Walnuts healthy heart properties as well as gain greater sales and distribution by highlighting California as the origin of high-quality walnuts.

The campaign contributed hugely to the growth of the overall category and the settle down rate post promotion was 15.8% higher than pre-promo levels. The average daily sales rate rose by 200 units per store comparing pre-promo to post promo, mostly driven by sales in high street stores.





BAKORRAR

'The key ingredient to the food industry' ®

BAKO PROMOTION ACHIEVES A 350% UPLIFT IN CALIFORNIA WALNUT SALES

A range of activities in partnership with leading national bakery wholesaler BAKO during the lead up to Christmas achieved a 350% increase in sales during the period. An email campaign to BAKO customers achieved 55,600 impressions and a reach of just over 30,000. To support on-line activities, ads were developed featuring California Walnuts for inclusion in BAKO's 'In the Mix' publication which is sent out monthly to BAKO customers. The ads included order numbers to ensure an easier more direct ordering process.

Emails received from BAKO customers totalled 4,102 with 2,218 e-mails having been opened representing an unprecedented 54% of the total emails delivered.

One of the most successful emails included a 'checklist' on how to use walnuts, encouraging bakers to consider including walnut applications as well as educating bakers generally regarding California walnuts.

Information also included how to specify California walnuts in a wide range of applications. Halves, Pieces, Medium, Pieces, Small Pieces and Meal.

Each application coincided with an order form number from the BAKO catalogue.

The activity runs throughout the year and will continue with a full page in the BAKO catalogue, further e-mail distributions and a final Christmas full page ad. Full annual results will be featured at a later date.



California Walnuts in the UK SPRING/SUMMER 2023

California

CHALLENGE ACCEPTED!

The California Walnut Innovation Challenge At 'Zero2five' – Cardiff Metropolitan University Food Faculty

Food Industry Centre Cardiff Metropolitan University

ZERO2FIVE[®]

Canolfan Diwydiant Bwyd Prifysgol Metropolitan Caerdydd

ZERO2FIVE Food Industry Centre at Cardiff Metropolitan University provides food businesses with technical, operational, and commercial support to enable them to compete more effectively.

ZERO2FIVE employs experienced food and drink technologists, business specialists and senior lecturers and professors. Collectively, this team specialise in all aspects of food and drink processing, manufacturing, operational and technical issues.

ZERO2FIVE is able to draw on expertise within Cardiff Metropolitan University which includes internationally recognised experts in food science, nutrition, dietetics, food legislation, environmental health, trading standards, new product development.

The state-of-the-art-facilities within ZERO2FIVE are available for use by businesses. These include a consumer sensory suite, 4 pilot sized food production plants, a development kitchen, and a consumer research kitchen.

CWC created a competition with NPD students and staff to develop products in five categories.

BAKERY

MAIN MEALS

DESSERTS

CONFECTIONERY

INNOVATION/FREESTYLE

Following a presentation from each of 5 shortlisted students, which included the reasons why they would add walnuts, 3 finalists were chosen to receive a prize.



Cardiff Metropolitan University

Prifysgol Metropolitan **Caerdydd**



The final plan is that each of the 3 winning recipes are promoted externally to California Walnut customers with a view to placing one of the ideas into commercial production.

THE WINNERS

Mythri Sreepadma and Gaadha Gopika Krishna Kumar for Walnut Chicken cutlet with walnut hummus



RUNNER UP.

Padmakshni Suryanarayanan and Sacitha Sakthivel for **Savoury Walnut Bites**

HIGHLY COMMMENDED

Phoebe Isimoya and Anusree Ramesh for **Banana Bread**

THE AWARD CEREMONY

The award ceremony included a presentation to the entire Food Tech Team about California Walnuts and

CALIFORNIA WALNUT

Innovation

CHALLENGE

2022/2023

students comprising 75 people. California Walnuts have discussed further plans with ZERO2FIVE for later in 2023. CWC have briefed the NPD/Food Tech Team and students to explore opportunities with California Walnuts in confectionery. Specifically, CWC have requested that the team explore commercially viable ways in which to inhibit the transfer of oil from the walnuts into confectionery products and how shelf life may be positively impacted. CWC asked the technical team to look at how toasting walnuts may positively impact shelf life. Results will be available from the end of 2023.





May 2023

INC BACK TO LONDON (AFTER 26 YEARS)



After 26 years the International Nut Congress (INC) was proud to be back in London at the prestigious Grosvenor House Hotel.

The 40th World Nut and Dried Fruit Congress, the flagship event of the International Nut & Dried Fruit Council (INC), took place from May 22-24. With 1,300 attendees from 65 countries

development, the latest findings in health and nut allergy research, and the sustainable growth of the industry.

Throughout the 3-day event, industry experts examined the current state of the market key trends,



and future outlook, giving participants the best industry insights available. The congress program included a set of roundtables for each nut and dried fruit, seminars on nutrition and sustainability, keynote speeches from respected experts, and an exclusive program of social events, allowing attendees to network with industry professionals.

gathering to share ideas on crops and volumes, market CWC UK representatives, together with Pamela Graviet and Robert Verloop attended the event throughout the

BOXING CLEVER

With the run up to the INC, CWC REPS were delighted to meet with Dick Wolf, Sr.V.P. Int'l/Ingr. & Foodservice from Diamond Foods. During Dick's visit CWC introduced him to a local store which permanently display boxes of Diamond in-shell walnuts and he discussed with Dave Schul the store owner why only California can meet the standards demanded by his customers.



May 2023



THE BEST OF THE U.S.



WHITWORTHS UK SUPPLIER CONFERENCE

Whilst visiting the UK Pamela Graviet, Senior Marketing Director, International together with the CWC UK trade reps, attended the second annual Whitworths UK supplier conference. To coincide with the 2023 INC, Whitworths scheduled the 2023 event, hosted this time in person at their facility in England. Pam addressed the audience and discussed the ongoing relationship between the UK industry and the California Walnut Industry and reinforced CWC's support for the UK. 100 attendees from across the Whitworths supply chain attended the event including representatives from California Almonds, American Pecans and American Peanuts.





January to June 2023

Inspiring online conversations

4M

California Walnuts UK social media channels continue to reach, engage and inspire our audiences, with over 13m opportunities to see and hear about California Walnuts between January and June 2023, created cross platform, reaching more than 4m people.

HIGHLIGHTS OF REACH AND ENGAGEMENT ACROSS ALL CHANNELS:



FACEBOOK

10.5m impressions

11k engagements (reactions, comments, shares)

30k link clicks

700k video views



INSTAGRAM

2.6m impressions

60k engagements

Ireactions comments shares

1.5k link clicks

442k video view

Stats from January – June 2023



of versatility, health, provenance and storage.

O Comment

January to June 2023

California Walnuts ON THE WEB



The California Walnuts UK website is regularly updated with a range of exciting new content across both trade and consumer. The trade section focuses on showcasing relevant trade news and provides a platform for UK trade importers to request general information. The consumer section focuses on educating the consumer by offering inspiring recipe ideas, news, blogs and health and nutritional information.



KEY FACTS (JANUARY TO JUNE 2023) :

23 consumer and trade updates featured online during January to June 2023.

34k people visited the California Walnuts website in the first six months of 2023, a 40% increase on the previous period.

More than 60% of the visits came via social media.

15% of the visits came via organic search.

29 new recipes were added to the website.



TOP 3 RECIPE PAGES:

CHICKEN, WALNUT AND OLIVE TAGINE

QUICK WALNUT TRIFLE CUPS

RASPBERRY AND HONEY
WALNUT BAKED
OATS



For the latest trade and consumer news, visit: www.californiawalnuts.co.uk

34K

January to June 2023

Express & Star

Walnut mince is the perfect choice to spice up Veganuary

NUTS ABOU

Cracking the Press

California Walnuts UK consumer PR activity has continued to highlight the health benefits and versatility of walnuts in relation to current trends. Coverage in this period has appeared in over 50 articles across national, consumer and regional online and printed media, with a total reach of more than 40m. Publications that have featured California Walnuts include Daily Express, Sky News, Mirror, ok!, I, My Weekly, Vegan Food & Living, Love it!, Chat, Woman's Weekly, HomeStyle, and The People.

Results of new science studies by California Walnuts were also shared with the media and featured in 20% of the coverage. 92% of coverage mentioned California Walnuts specifically. 3/4 of all articles included a recipe and 45% a health message.







DAILY EXPRESS

January 2023

BEING PLANT FORWARD in a #Plealthy Plandful





January is a key time to promote California Walnuts' plant-based credentials to a UK audience, as it ties in with the annual Veganuary initiative.

We therefore implemented a multi-channel campaign that reached consumers via partnerships with influencers, media titles and digital advertising.

To ensure the campaign hit the mass market, a partnership with Metro website and newspaper generated 6.95m impressions where it showcased a plant forward meal with a California Walnut Chilli Mince

A series of plant forward recipe reels for Instagram were developed and seen by more than 315k people in January alone, as well as being featured in 9 pieces of media coverage with a reach of 58k.

Campaign reach was extended through influencer partnerships with three leading plant-based content creators – Amy Tasty, Sepps Eats, and Vegan Girl Boss - generating over ½ m video views of exclusive video content featuring California Walnut recipes.

To amplify California Walnuts' Veganuary content and messaging, multichannel advertising and promotion of posts took place across Facebook and Instagram, generating more than **2m impressions**, and **reaching over 871k** people.

Enjoy a handful of California Walnuts in all your plant-based dishes this Veganuary.

Healthy Handful



January to June:

HEALTHY HEART IN A #HEALTHYHANDFUL

The Power of

neet heart-healthy criteria, and help you

ake the most of California Walnuts' nutrition

Ongoing activity puts the heart health message at the centre, reminding consumers of the omega-3 content of California Walnuts, and the corresponding heart health benefits of eating a healthy handful of California Walnuts a day.

A series of recipes were developed, that not only used California Walnuts, but adhered to all other heart healthy credentials in relation to low salt and sugar. These recipes included sweet dishes such as scones and trifles as well as savoury stews and tagines

To date, the recipes have been visited nearly 10k times on the UK website, and supporting reels have had nearly 1/2m views.

Omega-3 and heart health was the focus of March's annual Power of 3 campaign, where we teamed up with ITV's popular broadcast show This Morning's chefs Clodagh McKenna and Juliet Sear, as well as as family nutritionist Nichola Ludlam-Raine. Clodagh and Juliet created and shared recipes to their followers with over 90k reel views, while the recipes were also picked up by national media titles including the Daily Mirror and the i.

Print advertising with consumer magazines Natural Health, Platinum, Top Santé and The Great Outdoors, reached a combined readership of nearly 390k, featured Omega 3 / heart health messaging, while supporting digital advertising, directing people to the website, created an additional 305k opportunities to see the campaign messages.





Bread

EXPRESS A handful of walnuts could bust your cholesterol levels in 'weeks', dietitian says

My Weekly

Clodagh McKenna's California Walnut Crusted Vegan

