

November 21, 2022

California | Crop & Supply

Metric tons (inshell equivalent)	Season				
	2022/23	2021/22	2020/21	2019/20	2018/19
Crop	653.174	662.037	711.011	590.333	610.285
Carry-In	125.164	88.953	58.046	60.037	57.642
Total Supply	778.337	750.990	769.057	650.370	667.926
% of the crop	100%	100%	100%	100%	100%

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
-1,3%	-8,1%	+10,6%	+7,0%
+40,7%	+115,6%	+108,5%	+117,1%
+3,6%	+1,2%	+19,7%	+16,5%

California | Shipments

Metric tons (inshell equivalent)	September – October				
	2022/23	2021/22	2020/21	2019/20	2018/19
USA Canada	55.032	46.181	48.112	45.667	44.784
Europe	17.257	29.785	33.647	34.881	30.455
Middle East & Africa	11.690	10.716	21.684	20.455	14.369
India & Pakistan	988	120	5.246	1.212	3.144
Japan Korea	5.842	7.416	5.312	4.880	6.841
China & Hong Kong Vietnam	475	1.039	1.036	891	3.771
Others Asia & Pacific Rim	2.525	1.552	3.029	2.133	2.317
Mexico Central & South America	198	59	28	118	70
Others	1.168	718	924	538	844
Total sales	95.176	97.586	119.016	110.774	106.594
Final inventory	683.161	653.404	650.041	539.596	561.332

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+19,2%	+14,4%	+20,5%	+22,9%
-42,1%	-48,7%	-50,5%	-43,3%
+9,1%	-46,1%	-42,8%	-18,6%
+723,0%	-81,2%	-18,5%	-68,6%
-21,2%	+10,0%	+19,7%	-14,6%
-54,3%	-54,1%	-46,6%	-87,4%
+62,7%	-16,6%	+18,4%	+9,0%
+235,1%	+604,0%	+67,5%	+183,9%
+62,7%	+26,5%	+117,1%	+38,4%
-2,5%	-20,0%	-14,1%	-10,7%
+4,6%	+5,1%	+26,6%	+21,7%

Sales ÷ Crop	14,6%	14,7%	16,7%	18,8%	17,5%
Sales ÷ Supply	12,2%	13,0%	15,5%	17,0%	16,0%

California + Chile | Shipments

Metric tons (inshell equivalent)	September – October				
	2022/23	2021/22	2020/21	2019/20	2018/19
Joint starting inventory	844.491	804.353	818.388	678.825	710.352
USA Canada	55.032	46.181	48.112	45.667	44.784
Europe	40.781	51.350	49.905	44.198	44.817
Middle East & Africa	21.993	15.332	24.722	21.845	17.334
India & Pakistan	4.771	4.011	8.256	1.916	4.227
Japan Korea	5.966	7.677	5.462	5.114	7.089
China & Hong Kong Vietnam	933	1.773	2.313	1.244	4.418
Others Asia & Pacific Rim	2.760	1.591	3.408	2.394	2.810
Mexico Central & South America	3.868	3.503	3.890	2.839	3.368
Others	1.168	718	924	538	844
Total sales	137.272	132.136	146.990	125.754	129.690
Joint ending inventory	707.219	672.218	671.398	553.071	580.662

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+5,0%	+3,2%	+24,4%	+18,9%
+19,2%	+14,4%	+20,5%	+22,9%
-20,6%	-18,3%	-7,7%	-9,0%
+43,5%	-11,0%	+0,7%	+26,9%
+19,0%	-42,2%	+149,1%	+12,9%
-22,3%	+9,2%	+16,7%	-15,8%
-47,4%	-59,7%	-25,1%	-78,9%
+73,5%	-19,0%	+15,3%	-1,8%
+10,4%	-0,6%	+36,2%	+14,8%
+62,7%	+26,5%	+117,1%	+38,4%
+3,9%	-6,6%	+9,2%	+5,8%
+5,2%	+5,3%	+27,9%	+21,8%

Sales ÷ Starting inventory	16,3%	16,4%	18,0%	18,5%	18,3%
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Chile | Crop & Supply

Metric tons (inshell equivalent)	Season				
	2022/23	2021/22	2020/21	2019/20	2018/19
Crop	162.922	149.294	134.071	134.011	123.977
Carry-In	1.842	2.093	853	2.708	980
Total Export Supply	164.763	151.387	134.923	136.720	124.957
% of the crop	100%	100%	100%	100%	100%

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+9,1%	+21,5%	+21,6%	+31,4%
-12,0%	+116,0%	-32,0%	+87,9%
+8,8%	+22,1%	+20,5%	+31,9%

Chile | Shipments

Metric tons (inshell equivalent)	March – October				
	2022/23	2021/22	2020/21	2019/20	2018/19
USA Canada	0	0	0	0	0
Europe	60.832	60.421	56.423	53.764	46.429
Middle East & Africa	41.246	33.434	26.247	42.879	37.093
India & Pakistan	21.868	19.989	11.583	6.565	7.436
Japan Korea	859	1.594	825	1.520	1.220
China & Hong Kong Vietnam	4.488	7.247	8.700	8.824	3.862
Others Asia & Pacific Rim	967	847	1.750	1.565	1.201
Mexico Central & South America	10.445	9.042	8.038	8.127	8.388
Others	0	0	0	0	-0
Total	140.706	132.573	113.566	123.245	105.627
Final inventory	24.057	18.814	21.357	13.475	19.330

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+0,0%	+0,0%	+0,0%	+0,0%
+0,7%	+7,8%	+13,1%	+31,0%
+23,4%	+57,1%	-3,8%	+11,2%
+9,4%	+88,8%	+233,1%	+194,1%
-46,1%	+4,2%	-43,5%	-29,5%
-38,1%	-48,4%	-49,1%	+16,2%
+14,2%	-44,7%	-38,2%	-19,5%
+15,5%	+29,9%	+28,5%	+24,5%
+0,0%	+0,0%	-100,0%	
+6,1%	+23,9%	+14,2%	+33,2%
+27,9%	+12,6%	+78,5%	+24,5%

Sales ÷ Crop	86,4%	88,8%	84,7%	92,0%	85,2%
Sales ÷ Supply	85,4%	87,6%	84,2%	90,1%	84,5%

Chile | Shipments

Metric tons (inshell equivalent)	September – October				
	2022/23	2021/22	2020/21	2019/20	2018/19
Initial inventory	66.154	53.363	49.332	28.455	42.426
USA Canada	0	0	0	0	0
Europe	23.524	21.565	16.258	9.317	14.362
Middle East & Africa	10.303	4.615	3.038	1.390	2.964
India & Pakistan	3.784	3.891	3.010	704	1.083
Japan Korea	124	261	150	234	248
China & Hong Kong Vietnam	457	734	1.277	354	647
Others Asia & Pacific Rim	235	39	379	261	493
Mexico Central & South America	3.670	3.444	3.862	2.721	3.299
Others	0	0	0	0	0
Total	42.096	34.549	27.974	14.980	23.096
Final inventory	24.057	18.814	21.357	13.475	19.330

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+24,0%	+34,1%	+132,5%	+55,9%
+0,0%	+0,0%	+0,0%	+0,0%
+9,1%	+44,7%	+152,5%	+63,8%
+123,2%	+239,1%	+641,2%	+247,6%
-2,8%	+25,7%	+437,7%	+249,4%
-52,5%	-17,3%	-47,0%	-50,0%
-37,7%	-64,2%	+29,3%	-29,3%
+504,6%	-38,0%	-9,9%	-52,4%
+6,5%	-5,0%	+34,9%	+11,2%
+0,0%	+0,0%	+0,0%	
+21,8%	+50,5%	+181,0%	+82,3%
+27,9%	+12,6%	+78,5%	+24,5%

Sales ÷ Crop	25,8%	23,1%	20,9%	11,2%	18,6%
Sales ÷ Supply	25,5%	22,8%	20,7%	11,0%	18,5%
Sales ÷ Initial inventory	36,4%	35,3%	43,3%	47,4%	45,6%

November 21, 2022

California | Crop & Supply

Metric tons	Season				
	2022/23	2021/22	2020/21	2019/20	2018/19
Crop (for INSHELL WALNUTS)	120.000	119.602	166.379	130.183	153.325
Carry-In	5.884	2.270	2.558	1.192	1.564
Supply for export	125.884	121.873	168.937	131.375	154.889
% of the crop	18%	18%	23%	22%	25%

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+0,3%	-27,9%	-7,8%	-21,7%
+159,2%	+130,0%	+393,5%	+276,1%
+3,3%	-25,5%	-4,2%	-18,7%

California | Shipments

Metric tons	September – October				
	2022/23	2021/22	2020/21	2019/20	2018/19
USA Canada	2.649	2.290	3.610	2.758	3.806
Europe	7.209	14.284	18.107	19.229	18.013
Middle East & Africa	9.090	9.007	19.101	19.708	11.729
India & Pakistan	901	120	4.572	1.170	3.144
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	390	945	930	636	3.335
Others Asia & Pacific Rim	21	10	40	27	30
Mexico Central & South America	37	59	28	118	59
Others	198	304	590	220	509
Total sales	20.495	27.019	46.978	43.867	40.626
Final inventory	105.389	94.854	121.958	87.508	114.263

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+15,7%	-26,6%	-4,0%	-30,4%
-49,5%	-60,2%	-62,5%	-60,0%
+0,9%	-52,4%	-53,9%	-22,5%
+650,7%	-80,3%	-23,0%	-71,3%
+0,0%	+0,0%	+0,0%	+0,0%
-58,7%	-58,1%	-38,7%	-88,3%
+113,4%	-46,7%	-22,4%	-28,9%
-37,0%	+32,3%	-68,5%	-37,5%
-34,8%	-66,4%	-9,9%	-61,1%
-24,1%	-56,4%	-53,3%	-49,6%
+11,1%	-13,6%	+20,4%	-7,8%

Sales ÷ Crop	17,1%	22,6%	28,2%	33,7%	26,5%
Sales ÷ Supply	16,3%	22,2%	27,8%	33,4%	26,2%

California + Chile | Shipments

Metric tons	September – October				
	2022/23	2021/22	2020/21	2019/20	2018/19
Joint starting inventory	151.911	137.676	181.778	134.871	163.891
USA Canada	2.649	2.290	3.610	2.758	3.806
Europe	12.083	17.782	20.671	20.101	20.015
Middle East & Africa	18.115	12.827	21.090	20.763	14.124
India & Pakistan	4.526	3.972	7.186	1.802	4.145
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	847	1.631	2.208	948	3.898
Others Asia & Pacific Rim	31	10	113	112	429
Mexico Central & South America	685	604	879	610	816
Others	198	304	590	220	509
Total sales	39.135	39.421	56.345	47.315	47.743
Joint ending inventory	112.776	98.255	125.433	87.556	116.147

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+10,3%	-16,4%	+12,6%	-7,3%
+15,7%	-26,6%	-4,0%	-30,4%
-32,0%	-41,5%	-39,9%	-39,6%
+41,2%	-14,1%	-12,8%	+28,3%
+13,9%	-37,0%	+151,1%	+9,2%
+0,0%	+0,0%	+0,0%	+0,0%
-48,1%	-61,6%	-10,6%	-78,3%
+213,4%	-72,3%	-72,1%	-92,7%
+13,4%	-22,0%	+12,2%	-16,1%
-34,8%	-66,4%	-9,9%	-61,1%
-0,7%	-30,5%	-17,3%	-18,0%
+14,8%	-10,1%	+28,8%	-2,9%

Sales ÷ Starting inventory	25,8%	28,6%	31,0%	35,1%	29,1%
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Chile | Crop & Supply

Metric tons	Season				
	2022/23	2021/22	2020/21	2019/20	2018/19
Crop	90.000	82.138	66.440	72.909	65.046
Carry-In	0	0	0	0	0
Total Supply	90.000	82.138	66.440	72.909	65.046
% of the crop	55%	55%	50%	54%	52%

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+9,6%	+35,5%	+23,4%	+38,4%
+0,0%	+0,0%	+0,0%	+0,0%
+9,6%	+35,5%	+23,4%	+38,4%

Chile | Shipments

Metric tons	March – October				
	2022/23	2021/22	2020/21	2019/20	2018/19
USA Canada	0	0	0	0	0
Europe	16.791	19.217	17.163	15.782	13.780
Middle East & Africa	38.197	30.660	23.424	40.496	35.801
India & Pakistan	21.489	19.694	10.766	5.751	7.240
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	4.488	7.199	8.700	8.486	3.731
Others Asia & Pacific Rim	224	355	1.094	894	907
Mexico Central & South America	1.425	1.612	1.818	1.452	1.703
Others	0	0	0	0	0
Total	82.613	78.737	62.966	72.861	63.162
Final inventory	7.387	3.401	3.474	48	1.885

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+0,0%	+0,0%	+0,0%	+0,0%
-12,6%	-2,2%	+6,4%	+21,8%
+24,6%	+63,1%	-5,7%	+6,7%
+9,1%	+99,6%	+273,6%	+196,8%
+0,0%	+0,0%	+0,0%	+0,0%
-37,7%	-48,4%	-47,1%	+20,3%
-36,9%	-79,5%	-74,9%	-75,3%
-11,6%	-21,6%	-1,9%	-16,3%
+0,0%	+0,0%	+0,0%	+0,0%
+4,9%	+31,2%	+13,4%	+30,8%
+117,2%	+112,6%	+15409,1%	+292,0%

Sales ÷ Crop	91,8%	95,9%	94,8%	99,9%	97,1%
Sales ÷ Supply	91,8%	95,9%	94,8%	99,9%	97,1%

Chile | Shipments

Metric tons	September – October				
	2022/23	2021/22	2020/21	2019/20	2018/19
Initial inventory	26.026	15.803	12.841	3.496	9.001
USA Canada	0	0	0	0	0
Europe	4.874	3.498	2.564	872	2.002
Middle East & Africa	9.025	3.820	1.989	1.055	2.395
India & Pakistan	3.625	3.852	2.613	633	1.001
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	457	686	1.277	312	563
Others Asia & Pacific Rim	10	0	73	85	399
Mexico Central & South America	648	545	850	492	756
Others	0	0	0	0	0
Total	18.640	12.402	9.367	3.448	7.117
Final inventory	7.387	3.401	3.474	48	1.885

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+64,7%	+102,7%	+644,5%	+189,1%
+0,0%	+0,0%	+0,0%	+0,0%
+39,3%	+90,1%	+459,1%	+143,4%
+136,2%	+353,7%	+755,6%	+276,8%
-5,9%	+38,7%	+473,1%	+262,1%
+0,0%	+0,0%	+0,0%	+0,0%
-33,4%	-64,2%	+46,7%	-18,8%
+0,0%	-86,3%	-88,2%	-97,5%
+18,9%	-23,8%	+31,6%	-14,4%
+0,0%	+0,0%	+0,0%	+0,0%
+50,3%	+99,0%	+440,6%	+161,9%
+117,2%	+112,6%	+15409,1%	+292,0%

Sales ÷ Crop	20,7%	15,1%	14,1%	4,7%	10,9%
Sales ÷ Supply	20,7%	15,1%	14,1%	4,7%	10,9%
Sales ÷ Initial inventory	28,4%	21,5%	27,1%	1,4%	20,9%

November 21, 2022

California | Crop & Supply

Metric tons (inshell equivalent)	Season					2022/23 vs.			
	2022/23	2021/22	2020/21	2019/20	2018/19	2021/22	2020/21	2019/20	2018/19
Crop (for SHELLED WALNUTS)	533.174	542.435	544.632	460.150	456.960	-1,7%	-2,1%	+15,9%	+16,7%
Carry-In	119.279	86.683	55.488	58.844	56.077	+37,6%	+115,0%	+102,7%	+112,7%
Supply for export	652.453	629.118	600.120	518.994	513.037	+3,7%	+8,7%	+25,7%	+27,2%
% of the crop	82%	82%	77%	78%	75%				

California | Shipments

Metric tons (inshell equivalent)	September – October					2022/23 vs.			
	2022/23	2021/22	2020/21	2019/20	2018/19	2021/22	2020/21	2019/20	2018/19
USA Canada	52.383	43.891	44.502	42.908	40.977	+19,3%	+17,7%	+22,1%	+27,8%
Europe	10.048	15.501	15.540	15.652	12.442	-35,2%	-35,3%	-35,8%	-19,2%
Middle East & Africa	2.601	1.710	2.582	746	2.640	+52,1%	+0,7%	+248,4%	-1,5%
India & Pakistan	87	0	673	42	0	+0,0%	-87,1%	+106,4%	+0,0%
Japan Korea	5.842	7.416	5.312	4.880	6.841	-21,2%	+10,0%	+19,7%	-14,6%
China & Hong Kong Vietnam	85	94	105	254	436	-9,4%	-18,9%	-66,4%	-80,4%
Others Asia & Pacific Rim	2.503	1.542	2.989	2.105	2.287	+62,4%	-16,2%	+18,9%	+9,5%
Mexico Central & South America	161	0	0	0	10	+0,0%	+0,0%	+0,0%	+1476,2%
Others	970	414	334	318	335	+134,2%	+190,6%	+204,8%	+189,8%
Total sales	74.681	70.568	72.038	66.907	65.968	+5,8%	+3,7%	+11,6%	+13,2%
Final inventory	577.772	558.550	528.082	452.087	447.070	+3,4%	+9,4%	+27,8%	+29,2%

Sales ÷ Crop	14,0%	13,0%	13,2%	14,5%	14,4%
Sales ÷ Supply	11,4%	11,2%	12,0%	12,9%	12,9%

California + Chile | Shipments

Metric tons (inshell equivalent)	September – October					2022/23 vs.			
	2022/23	2021/22	2020/21	2019/20	2018/19	2021/22	2020/21	2019/20	2018/19
Joint starting inventory	711.022	678.776	645.388	547.182	553.069	+4,8%	+10,2%	+29,9%	+28,6%
USA Canada	52.383	43.891	44.502	42.908	40.977	+19,3%	+17,7%	+22,1%	+27,8%
Europe	28.698	33.568	29.234	24.097	24.801	-14,5%	-1,8%	+19,1%	+15,7%
Middle East & Africa	3.878	2.504	3.631	1.082	3.210	+54,9%	+6,8%	+258,6%	+20,8%
India & Pakistan	246	39	1.070	113	82	+534,2%	-77,1%	+116,8%	+199,6%
Japan Korea	5.966	7.677	5.462	5.114	7.089	-22,3%	+9,2%	+16,7%	-15,8%
China & Hong Kong Vietnam	85	142	105	296	520	-39,7%	-18,9%	-71,2%	-83,6%
Others Asia & Pacific Rim	2.729	1.581	3.295	2.281	2.381	+72,6%	-17,2%	+19,6%	+14,6%
Mexico Central & South America	3.183	2.900	3.011	2.229	2.552	+9,8%	+5,7%	+42,8%	+24,7%
Others	970	414	334	318	335	+134,2%	+190,6%	+204,8%	+189,8%
Total sales	98.137	92.715	90.645	78.439	81.947	+5,8%	+8,3%	+25,1%	+19,8%
Joint ending inventory	612.884	586.061	554.743	468.743	471.122	+4,6%	+10,5%	+30,8%	+30,1%

Sales ÷ Starting inventory	13,8%	13,7%	14,0%	14,3%	14,8%
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shelled

Chile | Crop & Supply

Metric tons (inshell equivalent)	Season				
	2022/23	2021/22	2020/21	2019/20	2018/19
Crop (for SHELLED WALNUTS)	72.922	67.156	67.631	61.102	58.930
Carry-In	1.842	2.093	853	2.708	980
Total Supply	74.763	69.249	68.484	63.811	59.911
% of the crop	45%	45%	50%	46%	48%

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+8,6%	+7,8%	+19,3%	+23,7%
-12,0%	+116,0%	-32,0%	+87,9%
+8,0%	+9,2%	+17,2%	+24,8%

Chile | Shipments

Metric tons (inshell equivalent)	March – October				
	2022/23	2021/22	2020/21	2019/20	2018/19
USA Canada	0	0	0	0	0
Europe	44.042	41.203	39.261	37.982	32.648
Middle East & Africa	3.049	2.774	2.823	2.383	1.292
India & Pakistan	380	296	817	814	195
Japan Korea	859	1.594	825	1.520	1.220
China & Hong Kong Vietnam	0	47	0	338	130
Others Asia & Pacific Rim	743	492	656	672	295
Mexico Central & South America	9.020	7.430	6.219	6.674	6.685
Others	0	0	0	0	-0
Total	58.093	53.837	50.600	50.383	42.465
Final inventory	16.670	15.413	17.883	13.427	17.445

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+0,0%	+0,0%	+0,0%	+0,0%
+6,9%	+12,2%	+16,0%	+34,9%
+9,9%	+8,0%	+28,0%	+135,9%
+28,3%	-53,5%	-53,4%	+94,2%
-46,1%	+4,2%	-43,5%	-29,5%
-100,0%	-100,0%	-100,0%	-100,0%
+51,2%	+13,3%	+10,7%	+152,2%
+21,4%	+45,0%	+35,1%	+34,9%
+0,0%	+0,0%	-100,0%	
+7,9%	+14,8%	+15,3%	+36,8%
+8,2%	-6,8%	+24,2%	-4,4%

Sales ÷ Crop	79,7%	80,2%	74,8%	82,5%	72,1%
Sales ÷ Supply	77,7%	77,7%	73,9%	79,0%	70,9%

Chile | Shipments

Metric tons (inshell equivalent)	September – October				
	2022/23	2021/22	2020/21	2019/20	2018/19
Initial inventory	58.569	49.658	45.268	28.188	40.032
USA Canada	0	0	0	0	0
Europe	18.650	18.067	13.694	8.445	12.359
Middle East & Africa	1.277	795	1.049	335	569
India & Pakistan	159	39	397	71	82
Japan Korea	124	261	150	234	248
China & Hong Kong Vietnam	0	47	0	42	84
Others Asia & Pacific Rim	225	39	306	176	95
Mexico Central & South America	3.022	2.900	3.011	2.229	2.542
Others	0	0	0	0	0
Total	41.898	34.246	27.384	14.761	22.587
Final inventory	16.670	15.413	17.883	13.427	17.445

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+17,9%	+29,4%	+107,8%	+46,3%
+0,0%	+0,0%	+0,0%	+0,0%
+3,2%	+36,2%	+120,8%	+50,9%
+60,7%	+21,8%	+281,1%	+124,4%
+310,0%	-60,0%	+123,0%	+93,7%
-52,5%	-17,3%	-47,0%	-50,0%
-100,0%	-100,0%	-100,0%	-100,0%
+478,9%	-26,5%	+28,0%	+138,1%
+4,2%	+0,3%	+35,6%	+18,9%
+0,0%	+0,0%	+0,0%	
+22,3%	+53,0%	+183,9%	+85,5%
+8,2%	-6,8%	+24,2%	-4,4%

Sales ÷ Crop	57,5%	51,0%	40,5%	24,2%	38,3%
Sales ÷ Supply	56,0%	49,5%	40,0%	23,1%	37,7%
Sales ÷ Initial inventory	28,5%	31,0%	39,5%	47,6%	43,6%

walnut sales forecast

November 21, 2022

Chilean walnut sales forecast

Metric tons [Inshell equivalent]	2022										2023		TOTAL	OCT			
	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB		FCST	REAL	DIF.	
USA Canada	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Europe	56	609	5.059	10.922	11.693	8.970	13.299	10.225	4.179	2.159	1.409	316	68.895	4.668	10.225	5.557	
Middle East & Africa	34	2.711	8.189	8.749	7.449	3.811	5.119	5.184	362	634	180	216	42.639	423	5.184	4.760	
India & Pakistan	0	254	4.891	5.496	3.820	3.623	1.889	1.895	373	654	30	0	22.924	3.094	1.895	-1.199	
Japan Korea	0	0	193	190	288	64	95	29	0	62	0	24	946	62	29	-33	
China & Hong Kong Vietnam	0	19	453	1.098	1.165	1.296	357	100	108	52	55	53	4.755	219	100	-119	
Others Asia & Pacific Rim	0	0	121	199	277	136	154	81	0	67	15	7	1.056	90	81	-9	
Mexico Central & South America	264	430	944	1.470	1.941	1.726	1.358	2.312	2.430	1.149	884	590	15.497	1.601	2.312	711	
Others	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Total sales by market	354	4.023	19.850	28.123	26.633	19.626	22.271	19.825	7.450	4.778	2.571	1.207	156.712	10.156	19.825	9.669	
Season to date sales	354	4.377	24.226	52.350	78.983	98.610	120.881	140.706	148.156	152.934	155.506	156.712		131.037	140.706	9.669	
Sales ÷ Crop	0%	3%	15%	32%	48%	61%	74%	86%	91%	94%	95%	96%		80%	86%	6%	
Sales ÷ Supply	0%	3%	15%	32%	48%	60%	73%	85%	90%	93%	94%	95%		80%	85%	6%	

Initial stock	1.842	164.410	160.387	140.537	112.413	85.780	66.154	43.882	24.057	16.607	11.829	9.257	1.842	43.882	43.882	0
Crop of the year [for exports]	162.922	0	0	0	0	0	0	0	0	0	0	0	162.922	0	0	0
Monthly sales	-354	-4.023	-19.850	-28.123	-26.633	-19.626	-22.271	-19.825	-7.450	-4.778	-2.571	-1.207	-156.712	-10.156	-19.825	-9.669
Final stock (2022/23)	164.410	160.387	140.537	112.413	85.780	66.154	43.882	24.057	16.607	11.829	9.257	8.051	8.051	33.726	24.057	-9.669
Final stock [2021/22]	150.856	141.776	117.232	90.877	73.616	53.363	32.122	18.814	11.911	6.406	4.685	4.026	1.842			
Final stock [2020/21]	134.318	127.405	107.296	87.815	68.075	49.332	33.368	21.357	14.500	8.980	4.781	3.304	2.093			
Final stock [2019/20]	135.175	118.667	93.901	65.533	46.236	28.455	18.755	13.475	7.094	3.825	2.463	1.468	853			

California walnut sales forecast

Metric tons [Inshell equivalent]	2022										2023		TOTAL	OCT		
	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB		FCST	REAL	DIF.
USA Canada	18.329	17.472	17.405	16.076	16.996	20.232	24.304	30.729	16.892	17.328	14.958	16.342	227.061	23.559	30.729	7.169
Europe	23.071	18.254	17.666	12.182	4.605	5.512	3.176	14.081	37.366	20.445	14.998	18.949	190.306	27.693	14.081	-13.612
Middle East & Africa	11.624	16.425	8.129	6.049	2.931	3.004	1.094	10.597	15.433	10.543	7.472	8.841	102.140	10.013	10.597	584
India & Pakistan	459	277	139	117	43	0	87	901	569	389	185	767	3.934	0	901	901
Japan Korea	10.438	5.770	7.837	5.050	1.278	2.275	2.585	3.257	11.339	8.418	9.628	9.642	77.517	5.101	3.257	-1.844
China & Hong Kong Vietnam	509	590	336	316	510	348	91	385	2.225	749	873	575	7.505	-91	385	475
Others Asia & Pacific Rim	3.025	2.501	1.641	1.469	889	1.338	1.215	1.309	1.481	2.704	2.180	2.520	22.273	393	1.309	917
Mexico Central & South America	0	40	89	88	0	45	69	129	5	31	-41	0	455	-69	129	198
Others	936	303	576	1.281	579	410	271	897	339	1.165	200	0	6.957	473	897	424
Total sales by market	68.391	61.631	53.817	42.628	27.830	33.163	32.892	62.284	85.649	61.773	50.453	57.637	638.148	67.072	62.284	-4.788
Season to date sales	407.490	469.122	522.938	565.566	593.396	626.559	32.892	95.176	180.825	242.598	293.051	350.688		99.964	95.176	-4.788
Sales ÷ Crop	62%	72%	80%	87%	91%	96%	5%	13%	25%	34%	41%	49%		14%	13%	-1%
Sales ÷ Supply	52%	60%	67%	73%	76%	80%	4%	12%	23%	31%	38%	45%		13%	12%	-1%

Initial stock	412.624	344.233	282.601	228.784	186.157	158.327	125.164	745.445	683.161	597.512	535.739	485.286	412.624	745.445	745.445	0
Crop of the year	0	0	0	0	0	0	653.174	0	0	0	0	0	653.174	0	0	0
Monthly sales	-68.391	-61.631	-53.817	-42.628	-27.830	-33.163	-32.892	-62.284	-85.649	-61.773	-50.453	-57.637	-638.148	-67.072	-62.284	4.788
Final stock (2022/23)	344.233	282.601	228.784	186.157	158.327	125.164	745.445	683.161	597.512	535.739	485.286	427.649	427.649	678.373	683.161	4.788
Final stock [2021/22]	285.297	228.897	189.056	150.543	118.720	88.953	720.430	653.404	577.496	517.755	468.841	412.624				
Final stock [2020/21]	222.225	180.329	147.181	112.340	85.163	58.046	743.105	650.041	545.522	467.629	411.499	353.893				
Final stock [2019/20]	218.229	172.951	138.014	107.410	82.607	60.037	625.959	539.596	448.956	384.893	329.199	278.306				

California + Chile

Metric tons [Inshell equivalent]	2022										2023		TOTAL	OCT		
	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB		FCST	REAL	DIF.
Total sales	68.745	65.655	73.667	70.751	54.463	52.790	55.163	82.109	93.099	66.551	53.025	58.843	794.861	77.228	82.109	4.881
Final stock (2022/23)	508.642	442.988	369.321	298.570	244.107	191.317	789.328	707.219	614.119	547.568	494.543	435.700	435.700	712.100	707.219	-4.881
Final stock [2021/22]	436.153	370.674	306.289	241.419	192.336	142.316	752.552	672.218	589.407	524.161	473.526	416.649				
Final stock [2020/21]	356.543	307.734	254.477	200.155	153.239	107.378	776.473	671.398	560.023	476.609	416.280	357.197				
Final stock [2019/20]	353.405	291.618	231.915	172.943	128.844	88.492	644.714	553.071	456.050	388.718	331.663	279.774				

Cumulative sales as a % of the Season Supply

California | Sales / Supply

Crop	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
SEP	4,9%	4,4%	4,8%	6,6%	3,5%	3,6%	3,8%	3,4%	4,1%	4,2%
OCT	24,1%	20,7%	18,6%	24,1%	19,1%	16,0%	17,0%	15,5%	13,0%	12,2%
NOV	38,7%	32,1%	30,3%	38,1%	33,6%	29,0%	31,0%	29,1%	23,1%	
DIC	48,0%	40,5%	40,3%	47,7%	43,5%	39,5%	40,8%	39,2%	31,1%	
ENE	55,7%	45,8%	46,6%	55,5%	51,6%	49,9%	49,4%	46,5%	37,6%	
FEB	61,9%	52,4%	54,2%	62,3%	58,7%	58,8%	57,2%	54,0%	45,1%	
MAR	68,8%	60,9%	61,3%	70,2%	66,1%	67,3%	65,8%	62,9%	54,2%	
ABR	75,2%	67,6%	68,3%	75,8%	72,2%	74,1%	72,3%	70,2%	62,4%	
MAY	80,4%	73,1%	74,8%	81,0%	78,2%	79,3%	77,4%	75,4%	69,5%	
JUN	84,7%	78,2%	80,4%	85,6%	82,7%	83,9%	82,7%	80,4%	75,2%	
JUL	88,7%	82,9%	85,7%	88,8%	86,6%	87,6%	86,9%	84,6%	78,9%	
AGO	92,8%	86,2%	90,5%	92,5%	90,7%	91,0%	91,1%	88,4%	83,3%	

Chile | Sales / Supply

Crop	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
MAR	1,4%	1,5%	0,6%	0,9%	1,0%	0,0%	1,1%	0,4%	0,4%	0,2%
ABR	2,6%	3,6%	4,5%	4,5%	9,9%	10,2%	13,2%	5,6%	6,3%	2,7%
MAY	16,6%	19,8%	17,5%	21,0%	31,2%	24,5%	31,3%	20,5%	22,6%	14,7%
JUN	35,0%	39,9%	38,3%	40,8%	47,4%	39,1%	52,1%	34,9%	40,0%	31,8%
JUL	50,8%	57,5%	55,3%	55,5%	58,9%	54,3%	66,2%	49,5%	51,4%	47,9%
AGO	63,2%	70,0%	66,9%	68,1%	73,2%	66,0%	79,2%	63,4%	64,8%	59,8%
SEPT	71,9%	79,0%	74,6%	76,7%	83,1%	76,6%	86,3%	75,3%	78,8%	73,4%
OCT	81,5%	85,9%	83,1%	83,8%	89,2%	84,5%	90,1%	84,2%	87,6%	85,4%
NOV	87,7%	92,0%	90,5%	88,4%	93,7%	89,6%	94,8%	89,3%	92,1%	
DIC	93,0%	96,2%	95,0%	92,5%	96,1%	93,7%	97,2%	93,3%	95,8%	
ENE	96,4%	98,0%	96,8%	94,9%	97,2%	96,0%	98,2%	96,5%	96,9%	
FEB	97,6%	98,6%	98,4%	96,3%	98,1%	98,2%	98,9%	97,6%	97,3%	
MAR (Y2)	97,6%	98,6%	98,4%	96,3%	97,3%	99,1%	99,2%	97,2%	97,9%	

Monthly sales as a % of the Season Supply

California | Sales / Supply

Crop	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
SEP	4,9%	4,4%	4,8%	6,6%	3,5%	3,6%	3,8%	3,4%	4,1%	4,2%
OCT	19,1%	16,4%	13,8%	17,5%	15,5%	12,4%	13,3%	12,1%	8,9%	8,0%
NOV	14,6%	11,4%	11,7%	14,0%	14,6%	13,0%	13,9%	13,6%	10,1%	
DIC	9,4%	8,3%	10,0%	9,6%	9,9%	10,5%	9,9%	10,1%	8,0%	
ENE	7,7%	5,4%	6,3%	7,7%	8,1%	10,4%	8,6%	7,3%	6,5%	
FEB	6,2%	6,6%	7,6%	6,8%	7,1%	8,9%	7,8%	7,5%	7,5%	
MAR	6,9%	8,4%	7,1%	7,9%	7,3%	8,5%	8,6%	8,9%	9,1%	
ABR	6,5%	6,8%	7,0%	5,6%	6,1%	6,8%	6,4%	7,3%	8,2%	
MAY	5,2%	5,4%	6,4%	5,2%	6,1%	5,2%	5,1%	5,2%	7,2%	
JUN	4,3%	5,1%	5,7%	4,5%	4,5%	4,6%	5,4%	5,0%	5,7%	
JUL	4,1%	4,7%	5,3%	3,2%	3,9%	3,7%	4,2%	4,1%	3,7%	
AGO	4,1%	3,3%	4,8%	3,8%	4,1%	3,4%	4,2%	3,9%	4,4%	

Chile | Sales / Supply

Crop	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
MAR	1,4%	1,5%	0,6%	0,9%	1,0%	0,0%	1,1%	0,4%	0,4%	0,2%
ABR	1,3%	2,1%	4,0%	3,6%	8,9%	10,2%	12,1%	5,1%	6,0%	2,4%
MAY	14,0%	16,2%	13,0%	16,5%	21,3%	14,3%	18,1%	14,9%	16,2%	12,0%
JUN	18,4%	20,1%	20,8%	19,8%	16,2%	14,7%	20,7%	14,4%	17,4%	17,1%
JUL	15,8%	17,6%	17,0%	14,7%	11,5%	15,2%	14,1%	14,6%	11,4%	16,2%
AGO	12,4%	12,6%	11,6%	12,6%	14,3%	11,7%	13,0%	13,9%	13,4%	11,9%
SEPT	8,6%	8,9%	7,7%	8,6%	9,9%	10,6%	7,1%	11,8%	14,0%	13,5%
OCT	9,6%	6,9%	8,5%	7,1%	6,1%	7,9%	3,9%	8,9%	8,8%	12,0%
NOV	6,2%	6,1%	7,4%	4,6%	4,5%	5,1%	4,7%	5,1%	4,6%	
DIC	5,2%	4,2%	4,5%	4,1%	2,4%	4,0%	2,4%	4,1%	3,6%	
ENE	3,4%	1,8%	1,7%	2,3%	1,0%	2,4%	1,0%	3,1%	1,1%	
FEB	1,2%	0,7%	1,6%	1,5%	0,9%	2,1%	0,7%	1,1%	0,4%	
MAR (Y2)	0,0%	0,0%	0,0%	0,0%	-0,7%	0,9%	0,3%	-0,3%	0,5%	

Inventories as a % of the Season Supply

California | Stock / Supply

Crop	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
SEP	95,1%	95,6%	95,2%	93,4%	96,5%	96,4%	96,2%	96,6%	95,9%	95,8%
OCT	75,9%	79,3%	81,4%	75,9%	80,9%	84,0%	83,0%	84,5%	87,0%	87,8%
NOV	61,3%	67,9%	69,7%	61,9%	66,4%	71,0%	69,0%	70,9%	76,9%	
DIC	52,0%	59,5%	59,7%	52,3%	56,5%	60,5%	59,2%	60,8%	68,9%	
ENE	44,3%	54,2%	53,4%	44,5%	48,4%	50,1%	50,6%	53,5%	62,4%	
FEB	38,1%	47,6%	45,8%	37,7%	41,3%	41,2%	42,8%	46,0%	54,9%	
MAR	31,2%	39,1%	38,7%	29,8%	33,9%	32,7%	34,2%	37,1%	45,8%	
ABR	24,8%	32,4%	31,7%	24,2%	27,8%	25,9%	27,7%	29,8%	37,6%	
MAY	19,6%	26,9%	25,2%	19,0%	21,8%	20,7%	22,6%	24,6%	30,5%	
JUN	15,3%	21,8%	19,6%	14,4%	17,3%	16,1%	17,3%	19,6%	24,8%	
JUL	11,3%	17,1%	14,3%	11,2%	13,4%	12,4%	13,1%	15,4%	21,1%	
AGO	7,2%	13,8%	9,5%	7,5%	9,3%	9,0%	8,9%	11,6%	16,7%	

Chile | Stock / Supply

Crop	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
MAR	98,6%	98,5%	99,4%	99,1%	99,0%	100,0%	98,9%	99,6%	99,6%	99,8%
ABR	97,4%	96,4%	95,5%	95,5%	90,1%	89,8%	86,8%	94,4%	93,7%	97,3%
MAY	83,4%	80,2%	82,5%	79,0%	68,8%	75,5%	68,7%	79,5%	77,4%	85,3%
JUN	65,0%	60,1%	61,7%	59,2%	52,6%	60,9%	47,9%	65,1%	60,0%	68,2%
JUL	49,2%	42,5%	44,7%	44,5%	41,1%	45,7%	33,8%	50,5%	48,6%	52,1%
AGO	36,8%	30,0%	33,1%	31,9%	26,8%	34,0%	20,8%	36,6%	35,2%	40,2%
SEPT	28,1%	21,0%	25,4%	23,3%	16,9%	23,4%	13,7%	24,7%	21,2%	26,6%
OCT	18,5%	14,1%	16,9%	16,2%	10,8%	15,5%	9,9%	15,8%	12,4%	14,6%
NOV	12,3%	8,0%	9,5%	11,6%	6,3%	10,4%	5,2%	10,7%	7,9%	
DIC	7,0%	3,8%	5,0%	7,5%	3,9%	6,3%	2,8%	6,7%	4,2%	
ENE	3,6%	2,0%	3,2%	5,1%	2,8%	4,0%	1,8%	3,5%	3,1%	
FEB	2,4%	1,4%	1,6%	3,7%	1,9%	1,8%	1,1%	2,4%	2,7%	
MAR (Y2)	2,4%	1,4%	1,6%	3,7%	2,7%	0,9%	0,8%	2,8%	2,1%	

Market prices for inshell walnuts

