



## monthly walnut sales report

November 12th, 2020

## Chile | Crop &amp; Supply

Metric tons (inshell equivalent)	Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Crop	129.000	139.226	129.386	110.464	80.103
less domestic sales	-4.000	-4.635	-4.027	-4.150	-4.000
Export crop	125.000	134.591	125.359	106.314	76.103
Carry-In	580	1.609	61	2.783	1.153
Total Export Supply	125.580	136.200	125.420	109.098	77.255

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
-7,3%	-0,3%	+16,8%	+61,0%
-13,7%	-0,7%	-3,6%	-0,0%
-7,1%	-0,3%	+17,6%	+64,3%
-64,0%	+854,4%	-79,2%	-49,7%
-7,8%	+0,1%	+15,1%	+62,6%

## Chile | Sales | March to October

Metric tons (inshell equivalent)	Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
USA   Canada	0	0	0	0	324
Europe	56.423	53.764	46.429	42.996	23.966
Medium East   India & Pakistan	37.830	49.444	44.529	44.082	29.079
Japan   Korea	825	1.520	1.220	1.555	2.937
China & Hong Kong   Vietnam	8.700	8.824	3.862	936	1.081
Others Asia & Pacific Rim	1.750	1.565	1.201		464
Mexico   Central & South America	8.038	8.127	8.388	7.230	6.938
Others	0	0	-0	3.128	0
Total sales	113.566	123.245	105.627	99.926	64.788
Final inventory	12.014	12.955	19.792	9.172	12.467

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+0,0%	+0,0%	+0,0%	-100,0%
+4,9%	+21,5%	+31,2%	+135,4%
-23,5%	-15,0%	-14,2%	+30,1%
-45,7%	-32,4%	-46,9%	-71,9%
-1,4%	+125,3%	+829,5%	+705,1%
+11,8%	+45,7%	+0,0%	+277,2%
-1,1%	-4,2%	+11,2%	+15,9%
-100,0%	-100,0%	-100,0%	+0,0%
-7,9%	+7,5%	+13,7%	+75,3%
-7,3%	-39,3%	+31,0%	-3,6%

Sales ÷ Crop	90,9%	91,6%	84,3%	94,0%	85,1%
Sales ÷ Supply	90,4%	90,5%	84,2%	91,6%	83,9%

## Chile | Sales | September to October - Off Season

Metric tons (inshell equivalent)	Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Initial inventory	39.988	27.935	42.889	27.092	24.589
USA   Canada	0	0	0	0	224
Europe	16.258	9.317	14.362	11.262	6.899
Medium East   India & Pakistan	6.048	2.094	4.047	2.869	1.222
Japan   Korea	150	234	248	129	423
China & Hong Kong   Vietnam	1.277	354	647	39	80
Others Asia & Pacific Rim	379	261	493	0	103
Mexico   Central & South America	3.862	2.721	3.299	3.081	3.172
Others	0	0	0	540	0
Total sales	27.974	14.980	23.096	17.920	12.122

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+43,1%	-6,8%	+47,6%	+62,6%
+0,0%	+0,0%	+0,0%	-100,0%
+74,5%	+13,2%	+44,4%	+135,6%
+188,9%	+49,4%	+110,8%	+395,1%
-35,9%	-39,6%	+15,8%	-64,5%
+261,1%	+97,4%	+3187,9%	+1494,9%
+45,5%	-23,1%	+0,0%	+267,9%
+41,9%	+17,1%	+25,3%	+21,8%
+0,0%	+0,0%	-100,0%	+0,0%
+86,7%	+21,1%	+56,1%	+130,8%

Sales ÷ Crop	22,4%	11,1%	18,4%	16,9%	15,9%
Sales ÷ Supply	22,3%	11,0%	18,4%	16,4%	15,7%
Sales ÷ Initial inventory	70,0%	53,6%	53,9%	66,1%	49,3%

# inshell + shelled

## California | Crop & Supply

Metric tons (inshell equivalent)	Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Crop	<b>707.605</b>	590.333	610.285	569.529	620.822
Carry-In	58.046	60.037	57.642	50.781	59.121
Total Supply	765.651	650.370	667.926	620.310	679.943

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+19,9%	+15,9%	+24,2%	+14,0%
<b>-3,3%</b>	+0,7%	+14,3%	<b>-1,8%</b>
+17,7%	+14,6%	+23,4%	+12,6%

## California | Sales | September to October - On Season

Metric tons (inshell equivalent)	Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
USA   Canada	49.021	45.857	45.052	40.700	46.233
Europe	33.964	34.951	30.536	37.984	48.466
Medium East   India & Pakistan	26.996	21.670	17.531	20.223	37.545
Japan   Korea	5.420	4.902	6.886	6.937	7.405
China & Hong Kong   Vietnam	1.038	892	3.774	8.693	19.600
Others Asia & Pacific Rim	3.090	2.142	2.332	2.911	3.911
Mexico   Central & South America	28	118	70	188	150
Others	930	539	846	856	1.548
Total	120.487	111.071	107.026	118.492	164.859
Final export inventory	645.164	539.298	560.901	501.818	515.084

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+6,9%	+8,8%	+20,4%	+6,0%
<b>-2,8%</b>	+11,2%	<b>-10,6%</b>	<b>-29,9%</b>
+24,6%	+54,0%	+33,5%	<b>-28,1%</b>
+10,6%	<b>-21,3%</b>	<b>-21,9%</b>	<b>-26,8%</b>
+16,4%	<b>-72,5%</b>	<b>-88,1%</b>	<b>-94,7%</b>
+44,2%	+32,5%	+6,1%	<b>-21,0%</b>
<b>-76,2%</b>	<b>-59,7%</b>	<b>-85,0%</b>	<b>-81,3%</b>
+72,5%	+10,0%	+8,7%	<b>-39,9%</b>
+8,5%	+12,6%	+1,7%	<b>-26,9%</b>
+19,6%	+15,0%	+28,6%	+25,3%

Sales ÷ Crop	17,0%	18,8%	17,5%	20,8%	26,6%
Sales ÷ Supply	15,7%	17,1%	16,0%	19,1%	24,2%

## California + Chile | Sales | September to October

Metric tons (inshell equivalent)	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Joint starting inventory	805.639	678.305	710.815	647.402	704.532
USA   Canada	49.021	45.857	45.052	40.700	46.457
Europe	50.222	44.267	44.898	49.246	55.366
Medium East   India & Pakistan	33.044	23.764	21.578	23.092	38.767
Japan   Korea	5.570	5.136	7.134	7.067	7.828
China & Hong Kong   Vietnam	2.315	1.246	4.421	8.732	19.681
Others Asia & Pacific Rim	3.469	2.403	2.825	2.911	4.014
Mexico   Central & South America	3.890	2.839	3.368	3.268	3.322
Others	930	539	846	1.396	1.548
Total sales	148.461	126.052	130.122	136.413	176.981
Joint ending inventory	657.178	552.254	580.693	510.989	527.551

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+18,8%	+13,3%	+24,4%	+14,4%
+6,9%	+8,8%	+20,4%	+5,5%
+13,5%	+11,9%	+2,0%	<b>-9,3%</b>
+39,1%	+53,1%	+43,1%	<b>-14,8%</b>
+8,5%	<b>-21,9%</b>	<b>-21,2%</b>	<b>-28,8%</b>
+85,9%	<b>-47,6%</b>	<b>-73,5%</b>	<b>-88,2%</b>
+44,4%	+22,8%	+19,2%	<b>-13,6%</b>
+37,0%	+15,5%	+19,0%	+17,1%
+72,5%	+10,0%	<b>-33,4%</b>	<b>-39,9%</b>
+17,8%	+14,1%	+8,8%	<b>-16,1%</b>
+19,0%	+13,2%	+28,6%	+24,6%

Sales ÷ Starting inventory	18,4%	18,6%	18,3%	21,1%	25,1%
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## monthly inshell walnut sales report

November 12th, 2020

### Chile | Crop & Supply

Metric tons	Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Export crop	64.500	73.910	65.846	56.122	35.029
Carry-In	0	0	0	0	0
Total Export Supply	64.500	73.910	65.846	56.122	35.029
% Crop inshell	52%	55%	53%	53%	46%

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
-12,7%	-2,0%	+14,9%	+84,1%
+0,0%	+0,0%	+0,0%	+0,0%
-12,7%	-2,0%	+14,9%	+84,1%

### Chile | Sales | March to October

Metric tons	Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
USA   Canada	0	0	0	0	9
Europe	17.163	15.782	13.780	12.055	6.509
Medium East   India & Pakistan	34.191	46.247	43.041	40.475	25.870
Japan   Korea	0	0	0	0	30
China & Hong Kong   Vietnam	8.700	8.486	3.731	936	1.027
Others Asia & Pacific Rim	1.094	894	907	0	0
Mexico   Central & South America	1.818	1.452	1.703	985	885
Others	0	0	0	1.196	0
Total sales	62.966	72.861	63.162	55.647	34.329
Final inventory	1.534	1.049	2.684	475	700
Sales ÷ Crop	97,6%	98,6%	95,9%	99,2%	98,0%
Sales ÷ Supply	97,6%	98,6%	95,9%	99,2%	98,0%

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+0,0%	+0,0%	+0,0%	-100,0%
+8,7%	+24,5%	+42,4%	+163,7%
-26,1%	-20,6%	-15,5%	+32,2%
+0,0%	+0,0%	+0,0%	-100,0%
+2,5%	+133,2%	+829,5%	+747,2%
+22,4%	+20,7%	+0,0%	+0,0%
+25,2%	+6,8%	+84,6%	+105,5%
+0,0%	+0,0%	-100,0%	+0,0%
-13,6%	-0,3%	+13,2%	+83,4%
+46,3%	-42,8%	+222,8%	+119,3%

### Chile | Sales | September to October - Off Season

Metric tons	Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Initial inventory	10.901	4.497	9.801	4.463	2.171
USA   Canada	0	0	0	0	0
Europe	2.564	872	2.002	1.091	516
Medium East   India & Pakistan	4.603	1.687	3.396	2.236	337
Japan   Korea	0	0	0	0	10
China & Hong Kong   Vietnam	1.277	312	563	39	79
Others Asia & Pacific Rim	73	85	399	0	0
Mexico   Central & South America	850	492	756	610	529
Others	0	0	0	12	0
Total sales	9.367	3.448	7.117	3.987	1.471
Sales ÷ Crop	14,5%	4,7%	10,8%	7,1%	4,2%
Sales ÷ Supply	14,5%	4,7%	10,8%	7,1%	4,2%
Sales ÷ Initial inventory	85,9%	76,7%	72,6%	89,3%	67,8%

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+142,4%	+11,2%	+144,3%	+402,1%
+0,0%	+0,0%	+0,0%	+0,0%
+194,1%	+28,0%	+135,1%	+396,6%
+172,8%	+35,5%	+105,9%	+1267,8%
+0,0%	+0,0%	+0,0%	-100,0%
+309,8%	+126,9%	+3187,8%	+1511,7%
-13,9%	-81,7%	+0,0%	+0,0%
+72,8%	+12,4%	+39,4%	+60,7%
+0,0%	+0,0%	-100,0%	+0,0%
+171,7%	+31,6%	+134,9%	+536,6%



## California | Crop & Supply

Metric tons	Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Crop	175.000	130.183	153.325	138.043	178.161
Carry-In	2.558	1.192	1.564	961	1.699
Total Supply	177.558	131.375	154.889	139.004	179.860
% Crop inshell	25%	22%	25%	24%	29%

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+34,4%	+14,1%	+26,8%	-1,8%
+114,5%	+63,5%	+166,3%	+50,6%
+35,2%	+14,6%	+27,7%	-1,3%

## California | Sales | September to October - On Season

Metric tons	Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
USA   Canada	3.610	2.758	3.806	4.863	2.901
Europe	18.107	19.229	18.013	20.861	25.687
Medium East   India & Pakistan	23.673	20.878	14.873	18.967	33.729
Japan   Korea	0	0	0	0	0
China & Hong Kong   Vietnam	930	636	3.335	8.070	18.667
Others Asia & Pacific Rim	40	27	30	24	64
Mexico   Central & South America	28	118	59	60	88
Others	590	220	509	548	949
Total	46.978	43.867	40.626	53.392	82.085
Final export inventory	130.580	87.508	114.263	85.612	97.775

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+30,9%	-5,2%	-25,8%	+24,4%
-5,8%	+0,5%	-13,2%	-29,5%
+13,4%	+59,2%	+24,8%	-29,8%
+0,0%	+0,0%	+0,0%	+0,0%
+46,2%	-72,1%	-88,5%	-95,0%
+45,5%	+33,3%	+68,4%	-37,9%
-76,2%	-52,8%	-53,4%	-68,1%
+168,4%	+15,8%	+7,6%	-37,9%
+7,1%	+15,6%	-12,0%	-42,8%
+49,2%	+14,3%	+52,5%	+33,6%

Sales ÷ Crop	26,8%	33,7%	26,5%	38,7%	46,1%
Sales ÷ Supply	26,5%	33,4%	26,2%	38,4%	45,6%

## California + Chile | Sales | September to October

Metric tons	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Joint starting inventory	188.460	135.872	164.690	143.466	182.031
USA   Canada	3.610	2.758	3.806	4.863	2.901
Europe	20.671	20.101	20.015	21.951	26.203
Medium East   India & Pakistan	28.276	22.565	18.269	21.203	34.065
Japan   Korea	0	0	0	0	10
China & Hong Kong   Vietnam	2.208	948	3.898	8.108	18.746
Others Asia & Pacific Rim	113	112	429	24	64
Mexico   Central & South America	879	610	816	670	617
Others	590	220	509	560	949
Total sales	56.345	47.315	47.743	57.379	83.556
Joint ending inventory	132.114	88.557	116.947	86.087	98.475

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+38,7%	+14,4%	+31,4%	+3,5%
+30,9%	-5,2%	-25,8%	+24,4%
+2,8%	+3,3%	-5,8%	-21,1%
+25,3%	+54,8%	+33,4%	-17,0%
+0,0%	+0,0%	+0,0%	-100,0%
+132,8%	-43,4%	-72,8%	-88,2%
+0,6%	-73,6%	+376,6%	+75,7%
+43,9%	+7,7%	+31,0%	+42,3%
+168,4%	+15,8%	+5,3%	-37,9%
+19,1%	+18,0%	-1,8%	-32,6%
+49,2%	+13,0%	+53,5%	+34,2%

Sales ÷ Starting inventory	29,9%	34,8%	29,0%	40,0%	45,9%
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## monthly shelled walnut sales report

November 12th, 2020

### Chile | Crop & Supply

Metric tons (inshell equivalent)	Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Export crop	60.500	60.681	59.513	50.192	41.074
Carry-In	580	1.609	61	2.783	1.153
Total Export Supply	61.080	62.290	59.574	52.975	42.226
% Crop shelled	48%	45%	47%	47%	54%

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
-0,3%	+1,7%	+20,5%	+47,3%
-64,0%	+854,4%	-79,2%	-49,7%
-1,9%	+2,5%	+15,3%	+44,6%

### Chile | Sales | March to October

Metric tons (inshell equivalent)	Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
USA   Canada	0	0	0	0	314
Europe	39.261	37.982	32.648	30.941	17.458
Medium East   India & Pakistan	3.639	3.197	1.488	3.607	3.209
Japan   Korea	825	1.520	1.220	1.555	2.907
China & Hong Kong   Vietnam	0	338	130	0	54
Others Asia & Pacific Rim	656	672	295	0	464
Mexico   Central & South America	6.219	6.674	6.685	6.244	6.053
Others	0	0	-0	1.932	0
Total sales	50.600	50.383	42.465	44.279	30.459
Final inventory	10.480	11.907	17.109	8.696	11.767
Sales ÷ Crop	83,6%	83,0%	71,4%	88,2%	74,2%
Sales ÷ Supply	82,8%	80,9%	71,3%	83,6%	72,1%

2019/20 vs.			
2018/19	2017/18	2016/17	2015/16
+0,0%	+0,0%	+0,0%	-100,0%
+3,4%	+20,3%	+26,9%	+124,9%
+13,8%	+144,6%	+0,9%	+13,4%
-45,7%	-32,4%	-46,9%	-71,6%
-100,0%	-100,0%	+0,0%	-100,0%
-2,3%	+122,7%	+0,0%	+41,4%
-6,8%	-7,0%	-0,4%	+2,7%
-100,0%	-100,0%	-100,0%	+0,0%
+0,4%	+19,2%	+14,3%	+66,1%
-12,0%	-38,7%	+20,5%	-10,9%

### Chile | Sales | September to October - Off Season

Metric tons (inshell equivalent)	Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Initial inventory	29.087	23.439	33.088	22.629	22.418
USA   Canada	0	0	0	0	224
Europe	13.694	8.445	12.359	10.172	6.383
Medium East   India & Pakistan	1.446	406	651	633	885
Japan   Korea	150	234	248	129	413
China & Hong Kong   Vietnam	0	42	84	0	1
Others Asia & Pacific Rim	306	176	95	0	103
Mexico   Central & South America	3.011	2.229	2.542	2.471	2.642
Others	0	0	0	528	0
Total sales	18.607	11.532	15.980	13.933	10.651
Sales ÷ Crop	30,8%	19,0%	26,9%	27,8%	25,9%
Sales ÷ Supply	30,5%	18,5%	26,8%	26,3%	25,2%
Sales ÷ Initial inventory	64,0%	49,2%	48,3%	61,6%	47,5%

2019/20 vs.			
2018/19	2017/18	2016/17	2015/16
+24,1%	-12,1%	+28,5%	+29,7%
+0,0%	+0,0%	+0,0%	-100,0%
+62,2%	+10,8%	+34,6%	+114,5%
+255,8%	+122,0%	+128,4%	+63,3%
-35,9%	-39,6%	+15,8%	-63,7%
-99,9%	-100,0%	+0,0%	-97,5%
+74,1%	+223,8%	+0,0%	+196,9%
+35,1%	+18,5%	+21,9%	+14,0%
+0,0%	+0,0%	-100,0%	+0,0%
+61,3%	+16,4%	+33,5%	+74,7%

### California | Crop & Supply

Metric tons (inshell equivalent)	Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Crop	<b>532.605</b>	460.150	456.960	431.487	442.661
Carry-In	55.488	58.844	56.077	49.820	57.422
<b>Total Supply</b>	<b>588.093</b>	<b>518.994</b>	<b>513.037</b>	<b>481.306</b>	<b>500.083</b>
% Crop shelled	75%	78%	75%	76%	71%

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+15,7%	+16,6%	+23,4%	+20,3%
<b>-5,7%</b>	<b>-1,1%</b>	+11,4%	<b>-3,4%</b>
+13,3%	+14,6%	+22,2%	+17,6%

### California | Sales | September to October - On Season

Metric tons (inshell equivalent)	Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
USA   Canada	45.411	43.099	41.246	35.838	43.332
Europe	15.857	15.722	12.523	17.123	22.779
Medium East   India & Pakistan	3.322	792	2.658	1.256	3.816
Japan   Korea	5.420	4.902	6.886	6.937	7.405
China & Hong Kong   Vietnam	107	255	439	624	933
Others Asia & Pacific Rim	3.050	2.115	2.302	2.887	3.847
Mexico   Central & South America	0	0	10	127	62
Others	341	320	337	308	599
<b>Total</b>	<b>73.509</b>	<b>67.204</b>	<b>66.399</b>	<b>65.100</b>	<b>82.774</b>
Final export inventory	514.584	451.790	446.638	416.206	417.309

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+5,4%	+10,1%	+26,7%	+4,8%
+0,9%	+26,6%	<b>-7,4%</b>	<b>-30,4%</b>
+319,5%	+25,0%	+164,5%	<b>-12,9%</b>
+10,6%	<b>-21,3%</b>	<b>-21,9%</b>	<b>-26,8%</b>
<b>-57,9%</b>	<b>-75,5%</b>	<b>-82,8%</b>	<b>-88,5%</b>
+44,2%	+32,5%	+5,6%	<b>-20,7%</b>
+0,0%	<b>-100,0%</b>	<b>-100,0%</b>	<b>-100,0%</b>
+6,5%	+1,1%	+10,7%	<b>-43,1%</b>
+9,4%	+10,7%	+12,9%	<b>-11,2%</b>
+13,9%	+15,2%	+23,6%	+23,3%

Sales ÷ Crop	13,8%	14,6%	14,5%	15,1%	18,7%
Sales ÷ Supply	12,5%	12,9%	12,9%	13,5%	16,6%

### California + Chile | Sales | September to October

Metric tons (inshell equivalent)	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Joint starting inventory	617.180	542.433	546.125	503.936	522.501
USA   Canada	45.411	43.099	41.246	35.838	43.556
Europe	29.551	24.167	24.883	27.295	29.162
Medium East   India & Pakistan	4.768	1.198	3.309	1.889	4.701
Japan   Korea	5.570	5.136	7.134	7.067	7.818
China & Hong Kong   Vietnam	107	297	523	624	934
Others Asia & Pacific Rim	3.356	2.291	2.396	2.887	3.950
Mexico   Central & South America	3.011	2.229	2.553	2.598	2.704
Others	341	320	337	836	599
<b>Total sales</b>	<b>92.116</b>	<b>78.737</b>	<b>82.379</b>	<b>79.033</b>	<b>93.425</b>
Joint ending inventory	525.064	463.697	463.746	424.903	429.076

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+13,8%	+13,0%	+22,5%	+18,1%
+5,4%	+10,1%	+26,7%	+4,3%
+22,3%	+18,8%	+8,3%	+1,3%
+297,9%	+44,1%	+152,4%	+1,4%
+8,5%	<b>-21,9%</b>	<b>-21,2%</b>	<b>-28,7%</b>
<b>-63,9%</b>	<b>-79,4%</b>	<b>-82,8%</b>	<b>-88,5%</b>
+46,5%	+40,0%	+16,2%	<b>-15,0%</b>
+35,1%	+18,0%	+15,9%	+11,4%
+6,5%	+1,1%	<b>-59,2%</b>	<b>-43,1%</b>
+17,0%	+11,8%	+16,6%	<b>-1,4%</b>
+13,2%	+13,2%	+23,6%	+22,4%

Sales ÷ Starting inventory	14,9%	14,5%	15,1%	15,7%	17,9%
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