

California | Crop & Supply

Metric tons (inshell equivalent)	Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Crop	653.322	711.011	590.333	610.285	569.529
Carry-In	88.953	58.046	60.037	57.642	50.781
Total Supply	742.275	769.057	650.370	667.926	620.310
% of the crop	100%	100%	100%	100%	100%

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
-8,1%	+10,7%	+7,1%	+14,7%
+53,2%	+48,2%	+54,3%	+75,2%
-3,5%	+14,1%	+11,1%	+19,7%

California | Shipments

Metric tons (inshell equivalent)	September – March				
	2021/22	2020/21	2019/20	2018/19	2017/18
USA Canada	134.945	144.254	152.026	144.298	127.492
Europe	128.480	122.071	125.420	110.467	115.740
Middle East	63.754	115.187	77.849	107.619	69.057
India & Pakistan	3.255	21.401	8.935	14.358	11.131
Japan Korea	53.854	48.737	39.293	42.488	47.729
China & Hong Kong Vietnam	5.238	11.061	8.426	11.826	20.321
Others Asia & Pacific Rim	14.067	16.069	13.593	15.425	14.799
Mexico Central & South America	186	230	427	210	326
Others	3.713	4.751	2.177	3.005	3.219
Total sales	407.490	483.760	428.145	449.697	409.814
Final inventory	334.785	285.297	222.225	218.229	210.496

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
-6,5%	-11,2%	-6,5%	+5,8%
+5,2%	+2,4%	+16,3%	+11,0%
-44,7%	-18,1%	-40,8%	-7,7%
-84,8%	-63,6%	-77,3%	-70,8%
+10,5%	+37,1%	+26,7%	+12,8%
-52,6%	-37,8%	-55,7%	-74,2%
-12,5%	+3,5%	-8,8%	-4,9%
-19,0%	-56,4%	-11,4%	-42,9%
-21,8%	+70,6%	+23,6%	+15,3%
-15,8%	-4,8%	-9,4%	-0,6%
+17,3%	+50,7%	+53,4%	+59,0%

Sales ÷ Crop	62,4%	68,0%	72,5%	73,7%	72,0%
Sales ÷ Supply	54,9%	62,9%	65,8%	67,3%	66,1%

California | Shipments

Metric tons (inshell equivalent)	March				
	2022/23	2021/22	2020/21	2019/20	2018/19
Initial inventory	384.122	331.325	249.212	258.376	238.358
USA Canada	0	0	0	0	0
Europe	30.258	26.503	15.503	23.541	16.957
Middle East	6.037	5.668	2.217	5.784	2.107
India & Pakistan	4.861	4.176	939	1.220	1.246
Japan Korea	435	221	369	347	275
China & Hong Kong Vietnam	654	1.297	661	850	43
Others Asia & Pacific Rim	291	610	383	807	0
Mexico Central & South America	6.802	7.554	6.914	7.598	6.071
Others	0	0	0	0	1.163
Total sales	49.338	46.028	26.988	40.146	27.863

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+15,9%	+54,1%	+48,7%	+61,2%
+0,0%	+0,0%	+0,0%	+0,0%
+14,2%	+95,2%	+28,5%	+78,4%
+6,5%	+172,2%	+4,4%	+186,5%
+16,4%	+417,6%	+298,5%	+290,1%
+96,9%	+17,7%	+25,4%	+58,3%
-49,6%	-1,2%	-23,1%	+1425,1%
-52,3%	-24,1%	-63,9%	+0,0%
-10,0%	-1,6%	-10,5%	+12,0%
+0,0%	+0,0%	+0,0%	-100,0%
+7,2%	+82,8%	+22,9%	+77,1%

Sales ÷ Crop	7,6%	6,5%	4,6%	6,6%	4,9%
Sales ÷ Supply	6,6%	6,0%	4,1%	6,0%	4,5%
Sales ÷ Initial inventory	12,8%	13,9%	10,8%	15,5%	11,7%

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Chile | Crop & Supply

Metric tons (inshell equivalent)	Season				
	2022/23	2021/22	2020/21	2019/20	2018/19
Crop	163.080	148.000	131.171	134.591	125.359
Carry-In	428	580	580	1.609	61
Total Export Supply	163.508	148.580	131.751	136.200	125.420
% of the crop	100%	100%	100%	100%	100%

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+10,2%	+24,3%	+21,2%	+30,1%
-26,1%	-26,1%	-73,4%	+605,0%
+10,0%	+24,1%	+20,1%	+30,4%

Chile | Shipments

Metric tons (inshell equivalent)	March				
	2022/23	2021/22	2020/21	2019/20	2018/19
USA Canada	0	0	0	0	0
Europe	0	223	59	148	326
Middle East	0	249	483	1.068	620
India & Pakistan	0	0	0	0	0
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	0	0	0	0	0
Others Asia & Pacific Rim	0	0	0	0	0
Mexico Central & South America	0	60	63	329	151
Others	0	0	0	0	74
Total	0	531	606	1.544	1.170
Final inventory	163.508	148.049	131.146	134.656	124.250

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+0,0%	+0,0%	+0,0%	+0,0%
-100,0%	-100,0%	-100,0%	-100,0%
-100,0%	-100,0%	-100,0%	-100,0%
+0,0%	+0,0%	+0,0%	+0,0%
+0,0%	+0,0%	+0,0%	+0,0%
-100,0%	+0,0%	+0,0%	+0,0%
+0,0%	+0,0%	+0,0%	+0,0%
-100,0%	-100,0%	-100,0%	-100,0%
+0,0%	+0,0%	+0,0%	-100,0%
-100,0%	-100,0%	-100,0%	-100,0%
+10,4%	+24,7%	+21,4%	+31,6%

Sales ÷ Crop	0,0%	0,4%	0,5%	1,1%	0,9%
Sales ÷ Supply	0,0%	0,4%	0,5%	1,1%	0,9%

California + Chile | Shipments

Metric tons (inshell equivalent)	March				
	2022/23	2021/22	2020/21	2019/20	2018/19
Joint starting inventory	547.631	479.905	380.964	394.576	363.778
USA Canada	0	0	0	0	0
Europe	30.258	26.725	15.562	23.689	17.283
Middle East	6.037	5.917	2.701	6.852	2.727
India & Pakistan	4.861	4.176	939	1.220	1.246
Japan Korea	435	221	369	347	275
China & Hong Kong Vietnam	654	1.297	661	850	43
Others Asia & Pacific Rim	291	610	383	807	0
Mexico Central & South America	6.802	7.614	6.977	7.927	6.222
Others	0	0	0	0	1.237
Total sales	49.338	46.560	27.593	41.691	29.033
Joint ending inventory	498.293	433.345	353.370	352.885	334.746

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+14,1%	+43,7%	+38,8%	+50,5%
+0,0%	+0,0%	+0,0%	+0,0%
+13,2%	+94,4%	+27,7%	+75,1%
+2,0%	+123,5%	-11,9%	+121,4%
+16,4%	+417,6%	+298,5%	+290,1%
+96,9%	+17,7%	+25,4%	+58,3%
-49,6%	-1,2%	-23,1%	+1425,1%
-52,3%	-24,1%	-63,9%	+0,0%
-10,7%	-2,5%	-14,2%	+9,3%
+0,0%	+0,0%	+0,0%	-100,0%
+6,0%	+78,8%	+18,3%	+69,9%
+15,0%	+41,0%	+41,2%	+48,9%

Sales ÷ Starting inventory	9,0%	9,7%	7,2%	10,6%	8,0%
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California | Crop & Supply

Metric tons	Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Crop (for INSHELL WALNUTS)	120.000	166.379	130.183	153.325	138.043
Carry-In	2.270	2.558	1.192	1.564	961
Supply for export	122.270	168.937	131.375	154.889	139.004
% of the crop	18%	23%	22%	25%	24%

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
-27,9%	-7,8%	-21,7%	-13,1%
-11,3%	+90,4%	+45,1%	+136,3%
-27,6%	-6,9%	-21,1%	-12,0%

California | Shipments

Metric tons	September – March				
	2021/22	2020/21	2019/20	2018/19	2017/18
USA Canada	4.904	6.045	5.208	7.904	9.406
Europe	31.895	36.261	37.331	36.832	36.209
Middle East	43.386	82.045	59.851	77.313	54.583
India & Pakistan	3.218	19.325	7.507	14.087	11.131
Japan Korea	394	485	382	306	608
China & Hong Kong Vietnam	3.617	9.633	6.848	8.641	16.640
Others Asia & Pacific Rim	30	250	268	872	206
Mexico Central & South America	156	228	396	168	82
Others	1.504	2.383	895	1.314	1.159
Total sales	89.103	156.655	118.686	147.437	130.023
Final inventory	33.167	12.282	12.689	7.453	8.981

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
-18,9%	-5,8%	-38,0%	-47,9%
-12,0%	-14,6%	-13,4%	-11,9%
-47,1%	-27,5%	-43,9%	-20,5%
-83,3%	-57,1%	-77,2%	-71,1%
-18,9%	+3,1%	+28,6%	-35,2%
-62,5%	-47,2%	-58,1%	-78,3%
-88,0%	-88,8%	-96,6%	-85,5%
-31,5%	-60,5%	-6,8%	+90,1%
-36,9%	+68,1%	+14,4%	+29,8%
-43,1%	-24,9%	-39,6%	-31,5%
+170,1%	+161,4%	+345,0%	+269,3%

Sales ÷ Crop	74,3%	94,2%	91,2%	96,2%	94,2%
Sales ÷ Supply	72,9%	92,7%	90,3%	95,2%	93,5%

California | Shipments

Metric tons	March				
	2022/23	2021/22	2020/21	2019/20	2018/19
Initial inventory	43.689	21.699	16.940	15.015	15.431
USA Canada	196	337	236	419	613
Europe	2.265	1.723	656	1.173	604
Middle East	7.074	5.558	1.907	4.662	4.397
India & Pakistan	459	347	594	919	379
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	208	1.372	772	159	515
Others Asia & Pacific Rim	0	0	10	111	0
Mexico Central & South America	0	0	0	0	0
Others	320	81	76	119	-58
Total sales	10.522	9.418	4.251	7.562	6.450

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+101,3%	+157,9%	+191,0%	+183,1%
-41,9%	-17,0%	-53,3%	-68,1%
+31,5%	+245,2%	+93,1%	+274,8%
+27,3%	+271,0%	+51,7%	+60,9%
+32,3%	-22,7%	-50,1%	+21,0%
+0,0%	+0,0%	+0,0%	+0,0%
-84,8%	-73,0%	+31,0%	-59,6%
+0,0%	-100,0%	-100,0%	+0,0%
+0,0%	+0,0%	+0,0%	+0,0%
+296,9%	+317,9%	+168,1%	-652,4%
+11,7%	+147,5%	+39,1%	+63,1%

Sales ÷ Crop	8,8%	5,7%	3,3%	4,9%	4,7%
Sales ÷ Supply	8,6%	5,6%	3,2%	4,9%	4,6%
Sales ÷ Initial inventory	24,1%	43,4%	25,1%	50,4%	41,8%

Chile | Crop & Supply

Metric tons	Season				
	2022/23	2021/22	2020/21	2019/20	2018/19
Crop	90.000	81.225	64.922	73.910	65.846
Carry-In	0	0	0	0	0
Total Supply	90.000	81.225	64.922	73.910	65.846
% of the crop	55%	55%	49%	55%	53%

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+10,8%	+38,6%	+21,8%	+36,7%
+0,0%	+0,0%	+0,0%	+0,0%
+10,8%	+38,6%	+21,8%	+36,7%

Chile | Shipments

Metric tons	March				
	2022/23	2021/22	2020/21	2019/20	2018/19
USA Canada	0	0	0	0	0
Europe	0	0	38	40	0
Middle East	0	111	375	1.026	254
India & Pakistan	0	0	0	0	0
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	0	0	0	0	0
Others Asia & Pacific Rim	0	0	0	0	0
Mexico Central & South America	0	0	0	0	0
Others	0	0	0	0	0
Total	0	111	413	1.066	254
Final inventory	90.000	81.114	64.509	72.844	65.592

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+0,0%	+0,0%	+0,0%	+0,0%
+0,0%	-100,0%	-100,0%	+0,0%
-100,0%	-100,0%	-100,0%	-100,0%
+0,0%	+0,0%	+0,0%	+0,0%
+0,0%	+0,0%	+0,0%	+0,0%
+0,0%	+0,0%	+0,0%	+0,0%
+0,0%	+0,0%	+0,0%	+0,0%
+0,0%	+0,0%	+0,0%	+0,0%
+0,0%	+0,0%	+0,0%	+0,0%
-100,0%	-100,0%	-100,0%	-100,0%
+11,0%	+39,5%	+23,6%	+37,2%

Sales ÷ Crop	0,0%	0,1%	0,6%	1,4%	0,4%
Sales ÷ Supply	0,0%	0,1%	0,6%	1,4%	0,4%

California + Chile | Shipments

Metric tons	March				
	2022/23	2021/22	2020/21	2019/20	2018/19
Joint starting inventory	133.689	102.924	81.862	88.925	81.277
USA Canada	196	337	236	419	613
Europe	2.265	1.723	694	1.213	604
Middle East	7.074	5.669	2.282	5.688	4.651
India & Pakistan	459	347	594	919	379
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	208	1.372	772	159	515
Others Asia & Pacific Rim	0	0	10	111	0
Mexico Central & South America	0	0	0	0	0
Others	320	81	76	119	-58
Total sales	10.522	9.529	4.664	8.628	6.704
Joint ending inventory	123.167	93.396	77.198	80.297	74.572

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+29,9%	+63,3%	+50,3%	+64,5%
-41,9%	-17,0%	-53,3%	-68,1%
+31,5%	+226,3%	+86,7%	+274,8%
+24,8%	+210,1%	+24,4%	+52,1%
+32,3%	-22,7%	-50,1%	+21,0%
+0,0%	+0,0%	+0,0%	+0,0%
-84,8%	-73,0%	+31,0%	-59,6%
+0,0%	-100,0%	-100,0%	+0,0%
+0,0%	+0,0%	+0,0%	+0,0%
+296,9%	+317,9%	+168,1%	-652,4%
+10,4%	+125,6%	+22,0%	+56,9%
+31,9%	+59,5%	+53,4%	+65,2%

Sales ÷ Starting inventory	7,9%	9,3%	5,7%	9,7%	8,2%
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California | Crop & Supply

Metric tons (inshell equivalent)	Season					2021/22 vs.			
	2021/22	2020/21	2019/20	2018/19	2017/18	2020/21	2019/20	2018/19	2017/18
Crop (for SHELLED WALNUTS)	533.322	544.632	460.150	456.960	431.487	-2,1%	+15,9%	+16,7%	+23,6%
Carry-In	86.683	55.488	58.844	56.077	49.820	+56,2%	+47,3%	+54,6%	+74,0%
Supply for export	620.005	600.120	518.994	513.037	481.306	+3,3%	+19,5%	+20,8%	+28,8%
% of the crop	82%	77%	78%	75%	76%				

California | Shipments

Metric tons (inshell equivalent)	September – March					2021/22 vs.			
	2021/22	2020/21	2019/20	2018/19	2017/18	2020/21	2019/20	2018/19	2017/18
USA Canada	130.041	138.209	146.818	136.394	118.086	-5,9%	-11,4%	-4,7%	+10,1%
Europe	96.585	85.810	88.089	73.635	79.531	+12,6%	+9,6%	+31,2%	+21,4%
Middle East	20.368	33.142	17.998	30.305	14.474	-38,5%	+13,2%	-32,8%	+40,7%
India & Pakistan	37	2.075	1.427	271	0	-98,2%	-97,4%	-86,3%	+0,0%
Japan Korea	53.460	48.252	38.911	42.182	47.121	+10,8%	+37,4%	+26,7%	+13,5%
China & Hong Kong Vietnam	1.621	1.428	1.578	3.185	3.681	+13,5%	+2,7%	-49,1%	-56,0%
Others Asia & Pacific Rim	14.037	15.819	13.324	14.553	14.593	-11,3%	+5,3%	-3,6%	-3,8%
Mexico Central & South America	30	2	31	42	244	+1576,0%	-4,0%	-29,4%	-87,7%
Others	2.209	2.368	1.282	1.691	2.061	-6,7%	+72,2%	+30,6%	+7,2%
Total sales	318.387	327.105	309.459	302.260	279.791	-2,7%	+2,9%	+5,3%	+13,8%
Final inventory	301.618	273.015	209.536	210.777	201.515	+10,5%	+43,9%	+43,1%	+49,7%

Sales ÷ Crop	59,7%	60,1%	67,3%	66,1%	64,8%
Sales ÷ Supply	51,4%	54,5%	59,6%	58,9%	58,1%

California | Shipments

Metric tons (inshell equivalent)	March					2022/23 vs.			
	2022/23	2021/22	2020/21	2019/20	2018/19	2021/22	2020/21	2019/20	2018/19
Initial inventory	340.434	309.626	232.272	243.361	222.927	+10,0%	+46,6%	+39,9%	+52,7%
USA Canada	-196	-337	-236	-419	-613	-41,9%	-17,0%	-53,3%	-68,1%
Europe	27.993	24.780	14.847	22.368	16.353	+13,0%	+88,5%	+25,1%	+71,2%
Middle East	-1.038	109	310	1.121	-2.289	-1048,1%	-434,2%	-192,5%	-54,7%
India & Pakistan	4.403	3.829	345	301	867	+15,0%	+1174,8%	+1362,3%	+407,7%
Japan Korea	435	221	369	347	275	+96,9%	+17,7%	+25,4%	+58,3%
China & Hong Kong Vietnam	445	-74	-110	691	-472	-698,4%	-503,5%	-35,5%	-194,3%
Others Asia & Pacific Rim	291	610	373	697	0	-52,3%	-22,0%	-58,2%	+0,0%
Mexico Central & South America	6.802	7.554	6.914	7.598	6.071	-10,0%	-1,6%	-10,5%	+12,0%
Others	-320	-81	-76	-119	1.221	+296,9%	+317,9%	+168,1%	-126,2%
Total sales	38.816	36.610	22.737	32.584	21.412	+6,0%	+70,7%	+19,1%	+81,3%

Sales ÷ Crop	7,3%	6,7%	4,9%	7,1%	5,0%
Sales ÷ Supply	6,3%	6,1%	4,4%	6,4%	4,4%
Sales ÷ Initial inventory	11,4%	11,8%	9,8%	13,4%	9,6%

Chile | Crop & Supply

Metric tons (inshell equivalent)	Season				
	2022/23	2021/22	2020/21	2019/20	2018/19
Crop (for SHELLED WALNUTS)	73.080	66.775	66.249	60.681	59.513
Carry-In	428	580	580	1.609	61
Total Supply	73.508	67.355	66.829	62.290	59.574
% of the crop	45%	45%	51%	45%	47%

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+9,4%	+10,3%	+20,4%	+22,8%
-26,1%	-26,1%	-73,4%	+605,0%
+9,1%	+10,0%	+18,0%	+23,4%

Chile | Shipments

Metric tons (inshell equivalent)	March				
	2022/23	2021/22	2020/21	2019/20	2018/19
USA Canada	0	0	0	0	0
Europe	0	223	21	108	326
Middle East	0	138	109	42	366
India & Pakistan	0	0	0	0	0
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	0	0	0	0	0
Others Asia & Pacific Rim	0	0	0	0	0
Mexico Central & South America	0	60	63	329	151
Others	0	0	0	0	74
Total	0	420	193	479	916
Final inventory	73.508	66.934	66.636	61.811	58.658

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+0,0%	+0,0%	+0,0%	+0,0%
-100,0%	-100,0%	-100,0%	-100,0%
-100,0%	-100,0%	-100,0%	-100,0%
+0,0%	+0,0%	+0,0%	+0,0%
+0,0%	+0,0%	+0,0%	+0,0%
-100,0%	+0,0%	+0,0%	+0,0%
+0,0%	+0,0%	+0,0%	+0,0%
-100,0%	-100,0%	-100,0%	-100,0%
+0,0%	+0,0%	+0,0%	-100,0%
-100,0%	-100,0%	-100,0%	-100,0%
+9,8%	+10,3%	+18,9%	+25,3%

Sales ÷ Crop	0,0%	0,6%	0,3%	0,8%	1,5%
Sales ÷ Supply	0,0%	0,6%	0,3%	0,8%	1,5%

California + Chile | Shipments

Metric tons (inshell equivalent)	March				
	2022/23	2021/22	2020/21	2019/20	2018/19
Joint starting inventory	413.942	376.980	299.102	305.651	282.501
USA Canada	-196	-337	-236	-419	-613
Europe	27.993	25.002	14.868	22.476	16.679
Middle East	-1.038	247	419	1.163	-1.924
India & Pakistan	4.403	3.829	345	301	867
Japan Korea	435	221	369	347	275
China & Hong Kong Vietnam	445	-74	-110	691	-472
Others Asia & Pacific Rim	291	610	373	697	0
Mexico Central & South America	6.802	7.614	6.977	7.927	6.222
Others	-320	-81	-76	-119	1.295
Total sales	38.816	37.031	22.930	33.063	22.328
Joint ending inventory	375.126	339.950	276.172	272.588	260.173

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+9,8%	+38,4%	+35,4%	+46,5%
-41,9%	-17,0%	-53,3%	-68,1%
+12,0%	+88,3%	+24,5%	+67,8%
-519,6%	-347,6%	-189,2%	-46,1%
+15,0%	+1174,8%	+1362,3%	+407,7%
+96,9%	+17,7%	+25,4%	+58,3%
-698,7%	-503,5%	-35,5%	-194,3%
-52,3%	-22,0%	-58,2%	+0,0%
-10,7%	-2,5%	-14,2%	+9,3%
+296,9%	+317,9%	+168,1%	-124,7%
+4,8%	+69,3%	+17,4%	+73,8%
+10,3%	+35,8%	+37,6%	+44,2%

Sales ÷ Starting inventory	9,4%	9,8%	7,7%	10,8%	7,9%
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walnut sales forecast

April 28, 2022

Chilean walnut sales forecast

Metric tons [Inshell equivalent]	2021				2022								TOTAL	MAR		
	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG		FCST	REAL	DIF.
USA Canada	0	0	0	0	0	0	0	0	0	48	-48	0	0	0	0	
Europe	12.886	8.680	4.155	3.420	1.034	85	468	2.532	8.674	11.655	7.793	11.861	73.239	-229	468	697
Middle East	3.487	1.128	475	583	165	199	523	6.110	10.646	7.699	3.793	3.191	38.000	18	523	505
India & Pakistan	2.554	1.337	342	601	27	0	0	0	4.631	5.048	3.682	4.355	22.577	-359	0	359
Japan Korea	218	43	54	41	79	0	0	957	-622	606	233	293	1.902	0	0	0
China & Hong Kong Vietnam	386	347	-80	0	0	0	0	305	1.716	2.474	1.537	1.135	7.821	48	0	-48
Others Asia & Pacific Rim	22	17	152	17	83	0	0	0	246	385	80	178	1.180	0	0	0
Mexico Central & South America	1.688	1.756	1.806	843	333	376	126	618	1.188	1.136	1.878	1.274	13.022	464	126	-338
Others	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total sales by market	21.241	13.308	6.903	5.505	1.721	660	1.116	10.522	26.480	29.052	18.947	22.288	157.742	-59	1.116	1.175
Season to date sales	119.265	132.573	139.476	144.981	146.702	147.362	585	11.107	37.587	66.639	85.585	107.873		632	585	-47
Sales ÷ Crop	81%	90%	94%	98%	99%	100%	0%	7%	23%	41%	52%	66%		0%	0%	0%
Sales ÷ Supply	80%	89%	94%	98%	99%	99%	0%	7%	23%	41%	52%	66%		0%	0%	0%

Initial stock	50.556	29.315	16.007	9.104	3.599	1.878	1.218	163.182	152.660	126.180	97.128	78.181	50.556	190	1.218	1.028
Crop of the year (for exports)	0	0	0	0	0	0	163.080	0	0	0	0	0	163.080	163.080	163.080	0
Monthly sales	-21.241	-13.308	-6.903	-5.505	-1.721	-660	-1.116	-10.522	-26.480	-29.052	-18.947	-22.288	-157.742	59	-1.116	-1.175
Final stock (2021/22)	29.315	16.007	9.104	3.599	1.878	1.218	163.182	152.660	126.180	97.128	78.181	55.894	55.894	163.329	163.182	-147
Final stock (2020/21)	30.195	18.185	11.328	5.807	1.609	131	143.434	134.354	109.811	83.455	66.194	45.941				
Final stock (2019/20)	18.235	12.955	6.574	3.305	1.944	948	131.146	124.233	104.123	84.642	64.903	46.159				
Final stock (2018/19)	29.672	19.792	13.399	8.397	5.402	2.742	134.656	118.147	93.381	65.013	45.716	27.935				

California walnut sales forecast

Metric tons [Inshell equivalent]	2021				2022								TOTAL	MAR		
	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG		FCST	REAL	DIF.
USA Canada	21.139	25.143	23.267	16.756	14.465	15.804	18.371	20.854	17.285	19.911	18.050	20.145	231.189	20.089	18.371	-1.718
Europe	4.578	25.242	22.956	19.764	14.498	18.322	23.119	7.955	9.579	5.992	3.480	3.459	158.944	16.153	23.119	6.966
Middle East	1.666	9.055	15.462	10.181	7.215	8.540	11.634	2.439	1.074	946	549	1.271	70.032	6.665	11.634	4.969
India & Pakistan	0	120	420	537	979	740	459	199	457	67	146	44	4.167	117	459	342
Japan Korea	2.668	4.764	9.183	8.141	9.311	9.325	10.462	9.621	6.881	4.644	4.046	2.280	81.326	10.135	10.462	327
China & Hong Kong Vietnam	0	1.040	1.567	724	843	555	509	288	391	146	-513	757	6.306	1.032	509	-523
Others Asia & Pacific Rim	463	1.093	2.319	2.615	2.108	2.437	3.032	2.497	837	1.711	1.607	1.920	22.639	2.930	3.032	102
Mexico Central & South America	0	59	120	7	0	0	0	0	3	87	85	0	361	25	0	-25
Others	110	609	737	1.125	-412	607	938	458	241	147	238	1.084	5.880	417	938	521
Total sales by market	30.624	67.125	76.030	59.850	49.006	56.330	68.525	44.309	36.749	33.650	27.687	30.960	580.845	57.564	68.525	10.961
Season to date sales	30.624	97.749	173.779	233.629	282.636	338.966	407.490	451.799	488.548	522.198	549.885	580.845		396.530	407.490	10.961
Sales ÷ Crop	5%	15%	27%	36%	43%	52%	62%	69%	75%	80%	84%	89%		61%	62%	2%
Sales ÷ Supply	4%	13%	23%	31%	38%	46%	55%	61%	66%	70%	74%	78%		53%	55%	1%

Initial stock	88.953	711.651	644.526	568.496	508.646	459.639	403.309	334.785	290.476	253.727	220.077	192.390	88.953	403.309	403.309	0
Crop of the year	653.322	0	0	0	0	0	0	0	0	0	0	0	653.322	0	0	0
Monthly sales	-30.624	-67.125	-76.030	-59.850	-49.006	-56.330	-68.525	-44.309	-36.749	-33.650	-27.687	-30.960	-580.845	-57.564	-68.525	-10.961
Final stock (2021/22)	711.651	644.526	568.496	508.646	459.639	403.309	334.785	290.476	253.727	220.077	192.390	161.430	161.430	345.745	334.785	-10.961
Final stock (2020/21)	743.105	650.041	545.522	467.629	411.499	353.893	285.297	228.897	189.056	150.543	118.720	88.953				
Final stock (2019/20)	625.959	539.596	448.956	384.893	329.199	278.306	222.225	180.329	147.181	112.340	85.163	58.046				
Final stock (2018/19)	643.869	561.332	474.234	404.209	334.609	275.183	218.229	172.951	138.014	107.410	82.607	60.037				

California + Chile

Metric tons [Inshell equivalent]	2021				2022								TOTAL	MAR		
	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG		FCST	REAL	DIF.
Total sales	51.865	80.433	82.933	65.355	50.727	56.990	69.641	54.831	63.229	62.702	46.634	53.247	738.587	57.505	69.641	12.136
Final stock (2021/22)	740.966	660.532	577.599	512.245	461.517	404.528	497.966	443.136	379.907	317.205	270.571	217.324	217.324	509.074	497.966	-11.108
Final stock (2020/21)	773.300	668.226	556.851	473.437	413.108	354.025	428.731	363.252	298.867	233.997	184.914	134.895				
Final stock (2019/20)	644.194	552.551	455.531	388.198	331.143	279.254	353.370	304.562	251.304	196.982	150.066	104.206				
Final stock (2018/19)	673.541	581.125	487.632	412.606	340.011	277.926	352.885	291.098	231.395	172.423	128.324	87.972				

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

Chile | Sales / Supply

Crop	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
MAR	1,4%	1,5%	0,6%	0,9%	1,1%	0,0%	1,1%	0,5%	0,4%	0,4%
ABR	2,6%	3,6%	4,5%	4,5%	10,2%	10,2%	13,3%	5,7%	6,5%	6,8%
MAY	16,6%	19,8%	17,5%	21,0%	32,1%	24,4%	31,4%	21,0%	23,0%	23,0%
JUN	35,1%	40,0%	38,3%	40,9%	48,7%	39,0%	52,3%	35,8%	40,7%	40,8%
JUL	50,9%	57,6%	55,3%	55,6%	60,5%	54,1%	66,4%	50,7%	52,3%	52,3%
AGO	63,3%	70,1%	66,9%	68,2%	75,2%	65,8%	79,5%	65,0%	66,0%	66,0%
SEPT	72,0%	79,1%	74,6%	76,8%	85,3%	76,3%	86,6%	77,1%	80,3%	80,3%
OCT	81,6%	86,0%	83,2%	83,9%	91,6%	84,2%	90,5%	86,2%	89,2%	89,2%
NOV	87,8%	92,1%	90,6%	88,5%	96,3%	89,3%	95,2%	91,4%	93,9%	93,9%
DIC	93,1%	96,3%	95,1%	92,6%	98,7%	93,3%	97,6%	95,6%	97,6%	97,6%
ENE	96,5%	98,1%	96,8%	94,9%	99,8%	95,7%	98,6%	98,8%	98,7%	98,7%
FEB	97,7%	98,8%	98,5%	96,4%	100,7%	97,8%	99,3%	99,9%	99,2%	99,2%
MAR (02)	97,7%	98,8%	98,5%	96,4%	99,9%	98,7%	99,6%	99,6%	99,7%	99,7%

California + Chile | Sales / Supply

Crop	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
SEP	11,0%	4,0%	4,3%	6,0%	3,0%	3,0%	3,1%	2,9%	3,4%	2,9%
OCT	29,3%	18,9%	16,6%	21,7%	16,2%	13,4%	14,1%	13,2%	11,0%	9,3%
NOV	43,1%	29,3%	27,1%	34,2%	28,6%	24,4%	25,6%	24,8%	19,5%	16,6%
DIC	52,1%	36,9%	36,0%	42,8%	37,0%	33,2%	33,8%	33,5%	26,2%	22,3%
ENE	59,4%	41,8%	41,6%	49,8%	43,9%	42,0%	40,8%	39,7%	31,7%	27,0%
FEB	65,1%	47,8%	48,4%	55,9%	50,0%	49,5%	47,3%	46,1%	38,0%	32,3%
MAR	70,8%	62,1%	65,1%	70,1%	69,6%	71,5%	72,2%	67,1%	61,4%	73,3%
ABR	68,1%	59,6%	60,8%	65,4%	60,0%	61,6%	60,1%	58,9%	49,2%	50,4%
MAY	74,4%	64,3%	66,5%	69,8%	65,1%	65,9%	64,3%	63,2%	53,6%	54,9%
JUN	80,3%	68,9%	71,5%	73,7%	68,8%	69,7%	68,8%	67,4%	57,4%	58,8%
JUL	85,7%	73,0%	76,2%	76,5%	72,0%	72,8%	72,3%	70,9%	60,8%	62,3%
AGO	90,6%	76,0%	80,5%	79,7%	75,5%	75,6%	75,7%	74,1%	64,0%	65,6%

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%	95,9%
OCT	75,9%	79,3%	81,4%	75,9%	80,9%	84,0%	83,0%	84,5%	86,8%	87,0%
NOV	61,3%	67,9%	69,7%	61,9%	66,4%	71,0%	69,0%	70,9%	76,6%	76,6%
DIC	52,0%	59,5%	59,7%	52,3%	56,5%	60,5%	59,2%	60,8%	68,5%	68,6%
ENE	44,3%	54,2%	53,4%	44,5%	48,4%	50,1%	50,6%	53,5%	61,9%	62,0%
FEB	38,1%	47,6%	45,8%	37,7%	41,3%	41,2%	42,8%	46,0%	54,3%	54,4%
MAR	31,2%	39,1%	38,7%	29,8%	33,9%	32,7%	34,2%	37,1%	45,1%	45,2%
ABR	24,8%	32,4%	31,7%	24,2%	27,8%	25,9%	27,7%	29,8%	39,1%	39,2%
MAY	19,6%	26,9%	25,2%	19,0%	21,8%	20,7%	22,6%	24,6%	34,2%	34,2%
JUN	15,3%	21,8%	19,6%	14,4%	17,3%	16,1%	17,3%	19,6%	29,6%	29,7%
JUL	11,3%	17,1%	14,3%	11,2%	13,4%	12,4%	13,1%	15,4%	25,9%	26,0%
AGO	7,2%	13,8%	9,5%	7,5%	9,3%	9,0%	8,9%	11,6%	21,7%	21,8%

Chile | Stock / Supply

Crop	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
MAR	98,6%	98,5%	99,4%	99,1%	98,9%	100,0%	98,9%	99,5%	99,6%	99,6%
ABR	97,4%	96,4%	95,5%	95,5%	89,8%	89,8%	86,7%	94,3%	93,5%	93,2%
MAY	83,4%	80,2%	82,5%	79,0%	67,9%	75,6%	68,6%	79,0%	77,0%	77,0%
JUN	64,9%	60,0%	61,7%	59,1%	51,3%	61,0%	47,7%	64,2%	59,3%	59,2%
JUL	49,1%	42,4%	44,7%	44,4%	39,5%	45,9%	33,6%	49,3%	47,7%	47,7%
AGO	36,7%	29,9%	33,1%	31,8%	24,8%	34,2%	20,5%	35,0%	34,0%	34,0%
SEPT	28,0%	20,9%	25,4%	23,2%	14,7%	23,7%	13,4%	22,9%	19,7%	19,7%
OCT	18,4%	14,0%	16,8%	16,1%	8,4%	15,8%	9,5%	13,8%	10,8%	10,8%
NOV	12,2%	7,9%	9,4%	11,5%	3,7%	10,7%	4,8%	8,6%	6,1%	6,1%
DIC	6,9%	3,7%	4,9%	7,4%	1,3%	6,7%	2,4%	4,4%	2,4%	2,4%
ENE	3,5%	1,9%	3,2%	5,1%	0,2%	4,3%	1,4%	1,2%	1,3%	1,3%
FEB	2,3%	1,2%	1,5%	3,6%	-0,7%	2,2%	0,7%	0,1%	0,8%	0,8%
MAR [02]	2,3%	1,2%	1,5%	3,6%	0,1%	1,3%	0,4%	0,4%	0,3%	0,3%

California + Chile | Stock / Supply

Crop	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
SEP	89,0%	96,0%	95,7%	94,0%	97,0%	97,0%	96,9%	97,1%	96,6%	97,1%
OCT	70,7%	81,1%	83,4%	78,3%	83,8%	86,6%	85,9%	86,8%	89,0%	90,7%
NOV	56,9%	70,7%	72,9%	65,8%	71,4%	75,6%	74,4%	75,2%	80,5%	83,4%
DIC	47,9%	63,1%	64,0%	57,2%	63,0%	66,8%	66,2%	66,5%	73,8%	77,7%
ENE	40,6%	58,2%	58,4%	50,2%	56,1%	58,0%	59,2%	60,3%	68,3%	73,0%
FEB	34,9%	52,2%	51,6%	44,1%	50,0%	50,5%	52,7%	53,9%	62,0%	67,7%
MAR	29,2%	37,9%	34,9%	29,9%	30,4%	28,5%	27,8%	32,9%	38,6%	26,7%
ABR	31,9%	40,4%	39,2%	34,6%	40,0%	38,4%	39,9%	41,1%	50,8%	49,6%
MAY	25,6%	35,7%	33,5%	30,2%	34,9%	34,1%	35,7%	36,8%	46,4%	45,1%
JUN	19,7%	31,1%	28,5%	26,3%	31,2%	30,3%	31,2%	32,6%	42,6%	41,2%
JUL	14,3%	27,0%	23,8%	23,5%	28,0%	27,2%	27,7%	29,1%	39,2%	37,7%
AGO	9,4%	24,0%	19,5%	20,3%	24,5%	24,4%	24,3%	25,9%	36,0%	34,4%