

January 21, 2022

## Chile | Crop & Supply

Metric tons (inshell equivalent)	Chilean Season					2021/22 vs.			
	2021/22	2020/21	2019/20	2018/19	2017/18	2020/21	2019/20	2018/19	2017/18
Crop	155.000	136.674	139.226	129.386	110.464	+13,4%	+11,3%	+19,8%	+40,3%
[Less] domestic sales	-5.000	-5.502	-4.635	-4.027	-4.150	-9,1%	+7,9%	+24,2%	+20,5%
Crop for export	150.000	131.171	134.591	125.359	106.314	+14,4%	+11,4%	+19,7%	+41,1%
Carry-In	580	580	1.609	61	2.783	+0,0%	-64,0%	+854,4%	-79,2%
Total Export Supply	150.580	131.751	136.200	125.420	109.098	+14,3%	+10,6%	+20,1%	+38,0%

## Chile | Sales | March to December - Off Season

Metric tons (inshell equivalent)	Chilean Season					2021/22 vs.			
	2021/22	2020/21	2019/20	2018/19	2017/18	2020/21	2019/20	2018/19	2017/18
USA   Canada	0	0	0	0	0	+0,0%	+0,0%	+0,0%	+0,0%
Europe	67.995	63.419	59.090	52.945	47.612	+7,2%	+15,1%	+28,4%	+42,8%
Middle East	34.491	27.890	43.501	38.678	39.491	+23,7%	-20,7%	-10,8%	-12,7%
India & Pakistan	20.933	12.568	6.784	7.554	5.026	+66,6%	+208,6%	+177,1%	+316,5%
Japan   Korea	1.689	876	1.656	1.319	1.676	+92,9%	+2,0%	+28,1%	+0,8%
China & Hong Kong   Vietnam	7.167	8.720	9.132	3.983	940	-17,8%	-21,5%	+79,9%	+662,5%
Others Asia & Pacific Rim	1.016	1.929	1.636	1.432	0	-47,3%	-37,9%	-29,0%	+0,0%
Mexico   Central & South America	11.690	10.543	11.096	11.112	9.433	+10,9%	+5,4%	+5,2%	+23,9%
Others	0	0	0	-0	3.540	+0,0%	-100,0%	-100,0%	-100,0%
Total sales	144.981	125.944	132.895	117.023	107.718	+15,1%	+9,1%	+23,9%	+34,6%
Final inventory	5.599	5.807	3.305	8.397	1.379	-3,6%	+69,4%	-33,3%	+305,9%

Sales ÷ Crop	93,5%	92,1%	95,5%	90,4%	97,5%
Sales ÷ Supply	96,3%	95,6%	97,6%	93,3%	98,7%

## Chile | Sales | September to December - On Season

Metric tons (inshell equivalent)	Chilean Season					2021/22 vs.			
	2021/22	2020/21	2019/20	2018/19	2017/18	2020/21	2019/20	2018/19	2017/18
Initial inventory	52.556	46.159	27.935	42.889	27.092	+13,9%	+88,1%	+22,5%	+94,0%
USA   Canada	0	0	0	0	0	+0,0%	+0,0%	+0,0%	+0,0%
Europe	29.140	23.253	14.643	20.879	15.879	+25,3%	+99,0%	+39,6%	+83,5%
Middle East	5.673	4.681	2.012	4.550	2.076	+21,2%	+181,9%	+24,7%	+173,2%
India & Pakistan	4.834	3.995	923	1.201	1.228	+21,0%	+424,0%	+302,4%	+293,8%
Japan   Korea	356	201	369	347	251	+77,0%	-3,7%	+2,5%	+41,9%
China & Hong Kong   Vietnam	654	1.297	661	768	43	-49,6%	-1,2%	-14,9%	+1425,1%
Others Asia & Pacific Rim	208	557	331	724	0	-62,6%	-37,1%	-71,2%	+0,0%
Mexico   Central & South America	6.093	6.367	5.691	6.023	5.285	-4,3%	+7,1%	+1,2%	+15,3%
Others	0	0	0	0	952	+0,0%	+0,0%	+0,0%	-100,0%
Total sales	46.957	40.352	24.630	34.492	25.713	+16,4%	+90,6%	+36,1%	+82,6%

Sales ÷ Crop	30,3%	29,5%	17,7%	26,7%	23,3%
Sales ÷ Supply	31,2%	30,6%	18,1%	27,5%	23,6%
Sales ÷ Initial inventory	89,3%	87,4%	88,2%	80,4%	94,9%

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## California | Crop & Supply

Metric tons (inshell equivalent)	California Season					2021/22 vs.			
	2021/22	2020/21	2019/20	2018/19	2017/18	2020/21	2019/20	2018/19	2017/18
Crop	626.998	712.141	594.207	615.979	571.527	-12,0%	+5,5%	+1,8%	+9,7%
Carry-In	88.953	58.046	60.037	57.642	50.781	+53,2%	+48,2%	+54,3%	+75,2%
Total Export Supply	715.951	770.187	654.243	673.621	622.308	-7,0%	+9,4%	+6,3%	+15,0%

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

Metric tons (inshell equivalent)	California Season					2021/22 vs.			
	2021/22	2020/21	2019/20	2018/19	2017/18	2020/21	2019/20	2018/19	2017/18
USA   Canada	86.305	94.669	91.188	88.493	84.895	-8,8%	-5,4%	-2,5%	+1,7%
Europe	72.540	70.810	80.258	67.539	77.602	+2,4%	-9,6%	+7,4%	-6,5%
Middle East	36.364	78.389	59.828	61.156	46.780	-53,6%	-39,2%	-40,5%	-22,3%
India & Pakistan	1.077	18.310	4.923	9.797	8.311	-94,1%	-78,1%	-89,0%	-87,0%
Japan   Korea	24.756	21.487	18.043	19.502	24.781	+15,2%	+37,2%	+26,9%	-0,1%
China & Hong Kong   Vietnam	3.331	6.169	3.618	9.281	17.054	-46,0%	-7,9%	-64,1%	-80,5%
Others Asia & Pacific Rim	6.489	8.616	7.281	7.881	8.668	-24,7%	-10,9%	-17,7%	-25,1%
Mexico   Central & South America	186	208	400	128	271	-10,5%	-53,4%	+45,4%	-31,4%
Others	2.581	3.168	1.332	1.957	2.232	-18,5%	+93,7%	+31,9%	+15,6%
Total	233.629	301.827	266.871	265.735	270.594	-22,6%	-12,5%	-12,1%	-13,7%
Final inventory	482.322	468.360	387.372	407.886	351.713	+3,0%	+24,5%	+18,2%	+37,1%

Sales ÷ Crop	37,3%	42,4%	44,9%	43,1%	47,3%
Sales ÷ Supply	32,6%	39,2%	40,8%	39,4%	43,5%

## California + Chile | Sales | September to December

Metric tons (inshell equivalent)	California Season					2021/22 vs.			
	2021/22	2020/21	2019/20	2018/19	2017/18	2020/21	2019/20	2018/19	2017/18
Joint starting inventory	768.507	816.347	682.179	716.510	649.400	-5,9%	+12,7%	+7,3%	+18,3%
USA   Canada	86.305	94.669	91.188	88.493	84.895	-8,8%	-5,4%	-2,5%	+1,7%
Europe	101.680	94.063	94.900	88.417	93.480	+8,1%	+7,1%	+15,0%	+8,8%
Middle East	42.037	83.070	61.840	65.706	48.856	-49,4%	-32,0%	-36,0%	-14,0%
India & Pakistan	5.912	22.306	5.846	10.999	9.539	-73,5%	+1,1%	-46,3%	-38,0%
Japan   Korea	25.112	21.688	18.413	19.849	25.032	+15,8%	+36,4%	+26,5%	+0,3%
China & Hong Kong   Vietnam	3.984	7.467	4.279	10.049	17.096	-46,6%	-6,9%	-60,4%	-76,7%
Others Asia & Pacific Rim	6.697	9.174	7.613	8.606	8.668	-27,0%	-12,0%	-22,2%	-22,7%
Mexico   Central & South America	6.279	6.575	6.091	6.151	5.556	-4,5%	+3,1%	+2,1%	+13,0%
Others	2.581	3.168	1.332	1.957	3.184	-18,5%	+93,7%	+31,9%	-19,0%
Total sales	280.586	342.179	291.502	300.226	296.307	-18,0%	-3,7%	-6,5%	-5,3%
Joint ending inventory	487.921	474.168	390.677	416.283	353.093	+2,9%	+24,9%	+17,2%	+38,2%

Sales ÷ Starting inventory	36,5%	41,9%	42,7%	41,9%	45,6%
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January 21, 2022

## Chile | Crop & Supply

Metric tons	Chilean Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Crop for export	81.000	64.922	73.910	65.846	56.122
Carry-In	0	0	0	0	0
Supply for export	81.000	64.922	73.910	65.846	56.122
% of the crop	54%	49%	55%	53%	53%

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+24,8%	+9,6%	+23,0%	+44,3%
+0,0%	+0,0%	+0,0%	+0,0%
+24,8%	+9,6%	+23,0%	+44,3%

## Chile | Sales | March to December - Off Season

Metric tons	Chilean Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
USA   Canada	0	0	0	0	0
Europe	19.771	18.171	15.912	14.567	12.201
Middle East	31.166	24.132	40.678	36.437	35.762
India & Pakistan	20.637	11.366	5.908	7.358	4.805
Japan   Korea	0	0	0	0	0
China & Hong Kong   Vietnam	7.119	8.720	8.793	3.731	940
Others Asia & Pacific Rim	355	1.114	894	986	0
Mexico   Central & South America	1.806	1.926	1.639	2.085	1.219
Others	0	0	0	0	1.236
Total sales	80.854	65.429	73.824	65.164	56.163
Final inventory	146	-507	86	682	-41

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+0,0%	+0,0%	+0,0%	+0,0%
+8,8%	+24,3%	+35,7%	+62,0%
+29,1%	-23,4%	-14,5%	-12,9%
+81,6%	+249,3%	+180,5%	+329,5%
+0,0%	+0,0%	+0,0%	+0,0%
-18,4%	-19,0%	+90,8%	+657,4%
-68,1%	-60,3%	-64,0%	+0,0%
-6,2%	+10,2%	-13,4%	+48,2%
+0,0%	+0,0%	+0,0%	-100,0%
+23,6%	+9,5%	+24,1%	+44,0%
-128,8%	+69,2%	-78,6%	-456,1%

Sales ÷ Crop	99,8%	100,8%	99,9%	99,0%	100,1%
Sales ÷ Supply	99,8%	100,8%	99,9%	99,0%	100,1%

## Chile | Sales | September to December - On Season

Metric tons	Chilean Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Initial inventory	14.665	11.323	4.497	9.801	4.463
USA   Canada	0	0	0	0	0
Europe	4.052	3.572	1.001	2.789	1.237
Middle East	4.326	2.697	1.237	3.031	1.239
India & Pakistan	4.796	3.213	789	1.119	1.088
Japan   Korea	0	0	0	0	0
China & Hong Kong   Vietnam	606	1.297	619	563	43
Others Asia & Pacific Rim	0	93	85	478	0
Mexico   Central & South America	739	958	679	1.138	844
Others	0	0	0	0	52
Total sales	14.519	11.830	4.410	9.118	4.504

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+29,5%	+226,1%	+49,6%	+228,6%
+0,0%	+0,0%	+0,0%	+0,0%
+13,4%	+304,7%	+45,3%	+227,5%
+60,4%	+249,9%	+42,7%	+249,1%
+49,3%	+507,8%	+328,4%	+340,8%
+0,0%	+0,0%	+0,0%	+0,0%
-53,3%	-2,1%	+7,7%	+1314,7%
-100,0%	-100,0%	-100,0%	+0,0%
-22,8%	+8,9%	-35,0%	-12,4%
+0,0%	+0,0%	+0,0%	-100,0%
+22,7%	+229,2%	+59,2%	+222,4%

Sales ÷ Crop	17,9%	18,2%	6,0%	13,8%	8,0%
Sales ÷ Supply	17,9%	18,2%	6,0%	13,8%	8,0%
Sales ÷ Initial inventory	99,0%	104,5%	98,1%	93,0%	100,9%

## California | Crop & Supply

Metric tons	California Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Crop	150.000	166.379	130.183	153.325	138.043
Carry-In	2.270	2.558	1.192	1.564	961
Total Supply	152.270	168.937	131.375	154.889	139.004
% of the crop	21%	22%	20%	23%	22%

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
-9,8%	+15,2%	-2,2%	+8,7%
-11,3%	+90,4%	+45,1%	+136,3%
-9,9%	+15,9%	-1,7%	+9,5%

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

Metric tons	California Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
USA   Canada	4.024	5.892	4.677	6.615	8.173
Europe	25.221	28.856	34.137	30.371	32.655
Middle East	27.296	61.006	51.389	46.638	39.277
India & Pakistan	1.040	16.430	4.113	9.691	8.311
Japan   Korea	368	418	374	275	436
China & Hong Kong   Vietnam	2.494	5.416	2.789	7.385	15.576
Others Asia & Pacific Rim	30	190	157	620	186
Mexico   Central & South America	156	208	396	108	82
Others	1.726	1.642	581	1.097	1.029
Total	62.356	120.058	98.615	102.800	105.725
Final inventory	89.914	48.879	32.761	52.090	33.278

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
-31,7%	-14,0%	-39,2%	-50,8%
-12,6%	-26,1%	-17,0%	-22,8%
-55,3%	-46,9%	-41,5%	-30,5%
-93,7%	-74,7%	-89,3%	-87,5%
-11,9%	-1,6%	+34,1%	-15,6%
-54,0%	-10,6%	-66,2%	-84,0%
-84,2%	-81,0%	-95,2%	-83,9%
-24,9%	-60,5%	+44,9%	+90,1%
+5,1%	+197,2%	+57,4%	+67,8%
-48,1%	-36,8%	-39,3%	-41,0%
+84,0%	+174,5%	+72,6%	+170,2%

Sales ÷ Crop	41,6%	72,2%	75,8%	67,0%	76,6%
Sales ÷ Supply	41,0%	71,1%	75,1%	66,4%	76,1%

## California + Chile | Sales | September to December

Metric tons	California Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Joint starting inventory	166.936	180.260	135.872	164.690	143.466
USA   Canada	4.024	5.892	4.677	6.615	8.173
Europe	29.273	32.429	35.139	33.160	33.893
Middle East	31.623	63.703	52.626	49.669	40.516
India & Pakistan	5.836	19.643	4.902	10.811	9.399
Japan   Korea	368	418	374	275	436
China & Hong Kong   Vietnam	3.100	6.714	3.408	7.948	15.619
Others Asia & Pacific Rim	30	283	242	1.098	186
Mexico   Central & South America	896	1.166	1.075	1.246	926
Others	1.726	1.642	581	1.097	1.081
Total sales	76.876	131.889	103.025	111.918	110.229
Joint ending inventory	90.060	48.372	32.847	52.772	33.237

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
-7,4%	+22,9%	+1,4%	+16,4%
-31,7%	-14,0%	-39,2%	-50,8%
-9,7%	-16,7%	-11,7%	-13,6%
-50,4%	-39,9%	-36,3%	-22,0%
-70,3%	+19,1%	-46,0%	-37,9%
-11,9%	-1,6%	+34,1%	-15,6%
-53,8%	-9,0%	-61,0%	-80,2%
-89,4%	-87,6%	-97,3%	-83,9%
-23,2%	-16,7%	-28,1%	-3,3%
+5,1%	+197,2%	+57,4%	+59,7%
-41,7%	-25,4%	-31,3%	-30,3%
+86,2%	+174,2%	+70,7%	+171,0%

Sales ÷ Starting inventory	46,1%	73,2%	75,8%	68,0%	76,8%
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January 21, 2022

## Chile | Crop & Supply

Metric tons (inshell equivalent)	Chilean Season					2021/22 vs.			
	2021/22	2020/21	2019/20	2018/19	2017/18	2020/21	2019/20	2018/19	2017/18
Crop for export	69.000	66.249	60.681	59.513	50.192	+4,2%	+13,7%	+15,9%	+37,5%
Carry-In	580	580	1.609	61	2.783	+0,0%	-64,0%	+854,4%	-79,2%
Supply for export	69.580	66.829	62.290	59.574	52.975	+4,1%	+11,7%	+16,8%	+31,3%
% of the crop	45%	48%	44%	46%	45%				

## Chile | Sales | March to December - Off Season

Metric tons (inshell equivalent)	Chilean Season					2021/22 vs.			
	2021/22	2020/21	2019/20	2018/19	2017/18	2020/21	2019/20	2018/19	2017/18
USA   Canada	0	0	0	0	0	+0,0%	+0,0%	+0,0%	+0,0%
Europe	48.224	45.247	43.179	38.379	35.411	+6,6%	+11,7%	+25,7%	+36,2%
Middle East	3.326	3.758	2.823	2.242	3.730	-11,5%	+17,8%	+48,4%	-10,8%
India & Pakistan	296	1.202	876	195	221	-75,4%	-66,3%	+51,3%	+34,0%
Japan   Korea	1.689	876	1.656	1.319	1.676	+92,9%	+2,0%	+28,1%	+0,8%
China & Hong Kong   Vietnam	47	0	338	252	0	#####	-86,0%	-81,2%	+0,0%
Others Asia & Pacific Rim	661	814	742	446	0	-18,8%	-10,9%	+48,2%	+0,0%
Mexico   Central & South America	9.884	8.617	9.457	9.027	8.214	+14,7%	+4,5%	+9,5%	+20,3%
Others	0	0	0	-0	2.304	+0,0%	-100,0%	-100,0%	-100,0%
Total sales	64.127	60.515	59.071	51.859	51.555	+6,0%	+8,6%	+23,7%	+24,4%
Final inventory	5.453	6.314	3.219	7.715	1.420	-13,6%	+69,4%	-29,3%	+283,9%

Sales ÷ Crop	92,9%	91,3%	97,3%	87,1%	102,7%
Sales ÷ Supply	92,2%	90,6%	94,8%	87,0%	97,3%

## Chile | Sales | September to December - On Season

Metric tons (inshell equivalent)	Chilean Season					2021/22 vs.			
	2021/22	2020/21	2019/20	2018/19	2017/18	2020/21	2019/20	2018/19	2017/18
Initial inventory	37.890	34.836	23.439	33.088	22.629	+8,8%	+61,7%	+14,5%	+67,4%
USA   Canada	0	0	0	0	0	+0,0%	+0,0%	+0,0%	+0,0%
Europe	25.088	19.681	13.641	18.090	14.642	+27,5%	+83,9%	+38,7%	+71,3%
Middle East	1.346	1.984	776	1.519	837	-32,1%	+73,6%	-11,3%	+60,9%
India & Pakistan	39	783	134	82	140	-95,1%	-71,0%	-52,8%	-72,3%
Japan   Korea	356	201	369	347	251	+77,0%	-3,7%	+2,5%	+41,9%
China & Hong Kong   Vietnam	47	0	42	205	0	#####	+12,6%	-77,0%	+0,0%
Others Asia & Pacific Rim	208	464	246	246	0	-55,1%	-15,4%	-15,3%	+0,0%
Mexico   Central & South America	5.353	5.409	5.012	4.884	4.441	-1,0%	+6,8%	+9,6%	+20,6%
Others	0	0	0	0	900	+0,0%	+0,0%	+0,0%	-100,0%
Total sales	32.438	28.522	20.220	25.373	21.209	+13,7%	+60,4%	+27,8%	+52,9%

Sales ÷ Crop	47,0%	43,1%	33,3%	42,6%	42,3%
Sales ÷ Supply	46,6%	42,7%	32,5%	42,6%	40,0%
Sales ÷ Initial inventory	85,6%	81,9%	86,3%	76,7%	93,7%

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## California | Crop & Supply

Metric tons (inshell equivalent)	California Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Crop	<b>476.998</b>	545.762	464.024	462.654	433.484
Carry-In	86.683	55.488	58.844	56.077	49.820
Total Supply	<b>563.681</b>	601.250	522.868	518.732	483.304
% of the crop	76%	77%	78%	75%	76%

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
<b>-12,6%</b>	+2,8%	+3,1%	+10,0%
+56,2%	+47,3%	+54,6%	+74,0%
<b>-6,2%</b>	+7,8%	+8,7%	+16,6%

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

Metric tons (inshell equivalent)	California Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
USA   Canada	82.281	88.778	86.511	81.878	76.723
Europe	47.319	41.953	46.120	37.167	44.946
Middle East	9.068	17.383	8.439	14.518	7.504
India & Pakistan	37	1.880	810	106	0
Japan   Korea	24.388	21.069	17.669	19.227	24.345
China & Hong Kong   Vietnam	837	753	829	1.896	1.477
Others Asia & Pacific Rim	6.459	8.426	7.124	7.261	8.481
Mexico   Central & South America	30	0	4	20	189
Others	855	1.526	752	861	1.204
Total	<b>171.273</b>	181.768	168.257	162.935	164.869
Final inventory	392.408	419.482	354.611	355.797	318.435

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
<b>-7,3%</b>	<b>-4,9%</b>	+0,5%	+7,2%
+12,8%	+2,6%	+27,3%	+5,3%
<b>-47,8%</b>	+7,5%	<b>-37,5%</b>	+20,8%
<b>-98,0%</b>	<b>-95,4%</b>	<b>-64,9%</b>	+0,0%
+15,8%	+38,0%	+26,8%	+0,2%
+11,2%	+1,0%	<b>-55,9%</b>	<b>-43,3%</b>
<b>-23,3%</b>	<b>-9,3%</b>	<b>-11,0%</b>	<b>-23,8%</b>
+0,0%	+702,3%	+47,8%	<b>-84,1%</b>
<b>-44,0%</b>	+13,7%	<b>-0,7%</b>	<b>-29,0%</b>
<b>-5,8%</b>	+1,8%	+5,1%	+3,9%
<b>-6,5%</b>	+10,7%	+10,3%	+23,2%

Sales ÷ Crop	35,9%	33,3%	36,3%	35,2%	38,0%
Sales ÷ Supply	30,4%	30,2%	32,2%	31,4%	34,1%

## California + Chile | Sales | September to December

Metric tons (inshell equivalent)	California Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Joint starting inventory	601.571	636.086	546.307	551.820	505.933
USA   Canada	82.281	88.778	86.511	81.878	76.723
Europe	72.407	61.634	59.762	55.257	59.588
Middle East	10.414	19.367	9.214	16.036	8.340
India & Pakistan	76	2.662	944	188	140
Japan   Korea	24.743	21.270	18.038	19.574	24.596
China & Hong Kong   Vietnam	884	753	871	2.102	1.477
Others Asia & Pacific Rim	6.667	8.891	7.370	7.507	8.481
Mexico   Central & South America	5.383	5.409	5.016	4.905	4.630
Others	855	1.526	752	861	2.104
Total sales	<b>203.711</b>	210.290	188.477	188.308	186.078
Joint ending inventory	397.861	425.796	357.830	363.512	319.856

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
<b>-5,4%</b>	+10,1%	+9,0%	+18,9%
<b>-7,3%</b>	<b>-4,9%</b>	+0,5%	+7,2%
+17,5%	+21,2%	+31,0%	+21,5%
<b>-46,2%</b>	+13,0%	<b>-35,1%</b>	+24,9%
<b>-97,1%</b>	<b>-92,0%</b>	<b>-59,6%</b>	<b>-45,5%</b>
+16,3%	+37,2%	+26,4%	+0,6%
+17,4%	+1,5%	<b>-57,9%</b>	<b>-40,1%</b>
<b>-25,0%</b>	<b>-9,5%</b>	<b>-11,2%</b>	<b>-21,4%</b>
<b>-0,5%</b>	+7,3%	+9,8%	+16,3%
<b>-44,0%</b>	+13,7%	<b>-0,7%</b>	<b>-59,4%</b>
<b>-3,1%</b>	+8,1%	+8,2%	+9,5%
<b>-6,6%</b>	+11,2%	+9,4%	+24,4%

Sales ÷ Starting inventory	33,9%	33,1%	34,5%	34,1%	36,8%
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# walnut sales forecast

January 21, 2022

## Chilean walnut sales forecast

Metric tons [Inshell equivalent]	2021				2022								TOTAL	DEC		
	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	2	0	0	2	0	0	0
Europe	12.886	8.680	4.155	3.420	2.261	712	125	2.711	8.185	12.913	11.928	11.911	79.887	3.144	3.420	276
Middle East	3.487	1.128	475	583	611	456	13	6.011	10.472	7.574	3.731	3.139	37.679	693	583	-110
India & Pakistan	2.554	1.337	342	601	15	39	0	395	4.161	4.966	3.621	4.284	22.315	65	601	536
Japan   Korea	218	43	54	41	0	22	53	175	221	351	166	292	1.636	51	41	-10
China & Hong Kong   Vietnam	386	347	-80	0	0	0	0	1.101	2.145	1.772	1.481	1.164	8.317	50	0	-50
Others Asia & Pacific Rim	22	17	152	17	8	1	0	96	366	310	246	201	1.437	15	17	2
Mexico   Central & South America	1.688	1.756	1.806	843	823	533	634	431	997	1.104	1.408	1.566	13.590	967	843	-125
Others	0	0	0	0	0	0	0	189	-161	0	0	0	28	0	0	0
<b>Total sales by market</b>	<b>21.241</b>	<b>13.308</b>	<b>6.903</b>	<b>5.505</b>	<b>3.717</b>	<b>1.763</b>	<b>824</b>	<b>11.109</b>	<b>26.387</b>	<b>28.993</b>	<b>22.583</b>	<b>22.556</b>	<b>164.889</b>	<b>4.985</b>	<b>5.505</b>	<b>520</b>
Season to date sales	119.265	132.573	139.476	144.981	148.698	150.462	632	11.740	38.128	67.120	89.703	112.259		144.603	144.981	378
Sales ÷ Crop	80%	88%	93%	97%	99%	100%	0%	7%	23%	41%	55%	69%		96%	97%	0%
Sales ÷ Supply	79%	88%	93%	96%	99%	100%	0%	7%	23%	41%	55%	69%		96%	96%	0%
Initial stock	52.556	31.315	18.007	11.104	5.599	1.882	118	162.373	151.265	124.878	95.885	73.302	52.556	10.962	11.104	142
Crop of the year [for exports]	0	0	0	0	0	0	163.080	0	0	0	0	0	163.080	0	0	0
Monthly sales	-21.241	-13.308	-6.903	-5.505	-3.717	-1.763	-824	-11.109	-26.387	-28.993	-22.583	-22.556	-164.889	-4.985	-5.505	-520
<b>Final stock (2021/22)</b>	<b>31.315</b>	<b>18.007</b>	<b>11.104</b>	<b>5.599</b>	<b>1.882</b>	<b>118</b>	<b>162.373</b>	<b>151.265</b>	<b>124.878</b>	<b>95.885</b>	<b>73.302</b>	<b>50.747</b>	<b>50.747</b>	<b>5.977</b>	<b>5.599</b>	<b>-378</b>
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	DEC		
	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	22.569	18.765	21.315	18.991	18.734	18.581	18.757	19.430	243.448	19.461	16.756	-2.705
Europe	4.578	25.242	22.956	19.764	20.215	14.293	14.507	11.117	11.501	5.455	3.137	1.601	154.368	18.238	19.764	1.526
Middle East	1.666	9.055	15.462	10.181	27.106	16.883	9.543	2.895	1.988	1.912	1.305	428	98.423	22.480	10.181	-12.299
India & Pakistan	0	120	420	537	6.263	3.873	2.105	100	3	9	103	101	13.635	3.169	537	-2.632
Japan   Korea	2.668	4.764	9.183	8.141	4.776	6.509	9.614	7.973	6.472	4.486	2.021	2.086	68.693	6.800	8.141	1.340
China & Hong Kong   Vietnam	0	1.040	1.567	724	4.269	2.020	1.151	657	420	148	18	38	12.050	1.923	724	-1.199
Others Asia & Pacific Rim	463	1.093	2.319	2.615	4.266	2.284	2.290	1.528	765	1.500	1.375	1.780	22.278	2.608	2.615	7
Mexico   Central & South America	0	59	120	7	58	3	2	4	12	113	-2	-3	373	45	7	-38
Others	110	609	737	1.125	360	384	287	444	246	175	252	1.079	5.807	615	1.125	510
<b>Total sales by market</b>	<b>30.624</b>	<b>67.125</b>	<b>76.030</b>	<b>59.850</b>	<b>89.881</b>	<b>65.014</b>	<b>60.814</b>	<b>43.710</b>	<b>40.141</b>	<b>32.378</b>	<b>26.969</b>	<b>26.541</b>	<b>619.076</b>	<b>75.340</b>	<b>59.850</b>	<b>-15.490</b>
Season to date sales	30.624	97.749	173.779	233.629	323.510	388.524	449.337	493.047	533.188	565.566	592.535	619.076		275.793	233.629	-42.164
Sales ÷ Crop	5%	16%	28%	37%	52%	62%	72%	79%	85%	90%	95%	99%		45%	37%	-8%
Sales ÷ Supply	4%	14%	24%	33%	45%	54%	63%	69%	74%	79%	83%	86%		40%	33%	-7%
Initial stock	88.953	685.327	618.202	542.172	482.322	392.441	327.428	266.614	222.904	182.763	150.385	123.416	88.953	496.314	542.172	45.858
Crop of the year	626.998	0	0	0	0	0	0	0	0	0	0	0	626.998	0	0	0
Monthly sales	-30.624	-67.125	-76.030	-59.850	-89.881	-65.014	-60.814	-43.710	-40.141	-32.378	-26.969	-26.541	-619.076	-75.340	-59.850	15.490
<b>Final stock (2021/22)</b>	<b>685.327</b>	<b>618.202</b>	<b>542.172</b>	<b>482.322</b>	<b>392.441</b>	<b>327.428</b>	<b>266.614</b>	<b>222.904</b>	<b>182.763</b>	<b>150.385</b>	<b>123.416</b>	<b>96.875</b>	<b>96.875</b>	<b>420.974</b>	<b>482.322</b>	<b>61.347</b>
Final stock [2020/21]	744.184	651.012	546.367	468.360	412.140	354.434	285.707	229.192	189.270	150.674	118.784	88.953				
Final stock [2019/20]	629.644	542.910	451.823	387.372	331.293	280.026	223.512	181.297	147.888	112.777	85.381	58.046				
Final stock [2018/19]	649.285	566.200	478.474	407.886	337.682	277.707	220.134	174.336	138.976	107.994	82.887	60.037				

## California + Chile

Metric tons [Inshell equivalent]	2021				2022								TOTAL	DEC		
	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	93.598	66.777	61.638	54.818	66.529	61.371	49.551	49.097	783.965	80.325	65.355	-14.970
Final stock (2021/22)	716.642	636.209	553.276	487.921	394.323	327.546	428.987	374.169	307.640	246.270	196.719	147.622	147.622	426.951	487.921	60.970
Final stock [2020/21]	774.379	669.198	557.696	474.168	413.748	354.565	429.141	363.547	299.080	234.129	184.978	134.895				
Final stock [2019/20]	647.880	555.865	458.397	390.677	333.237	280.974	354.658	305.530	252.012	197.419	150.284	104.206				
Final stock [2018/19]	678.957	585.992	491.873	416.283	343.084	280.450	354.790	292.484	232.357	173.007	128.603	87.972				