

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 – July				
	2021/22	2020/21	2019/20	2018/19	2017/18
USA Canada	203.047	223.099	219.618	218.145	193.455
Europe	181.304	161.850	156.568	138.938	142.922
Middle East	97.317	124.586	88.655	114.509	75.642
India & Pakistan	3.832	22.000	9.932	15.057	11.670
Japan Korea	73.835	77.250	60.154	60.706	67.351
China & Hong Kong Vietnam	6.992	12.790	8.698	13.799	22.285
Others Asia & Pacific Rim	20.582	22.596	18.509	20.101	19.320
Mexico Central & South America	403	411	453	351	371
Others	6.456	5.755	2.620	3.714	4.125
Total sales	593.768	650.337	565.206	585.319	537.142
Final inventory	148.507	118.720	85.163	82.607	83.168

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
-9,0%	-7,5%	-6,9%	+5,0%
+12,0%	+15,8%	+30,5%	+26,9%
-21,9%	+9,8%	-15,0%	+28,7%
-82,6%	-61,4%	-74,5%	-67,2%
-4,4%	+22,7%	+21,6%	+9,6%
-45,3%	-19,6%	-49,3%	-68,6%
-8,9%	+11,2%	+2,4%	+6,5%
-2,0%	-11,1%	+14,9%	+8,5%
+12,2%	+146,4%	+73,8%	+56,5%
-8,7%	+5,1%	+1,4%	+10,5%
+25,1%	+74,4%	+79,8%	+78,6%

Sales ÷ Crop	90,9%	91,5%	95,7%	95,9%	94,3%
Sales ÷ Supply	80,0%	84,6%	86,9%	87,6%	86,6%

California | Shipments

Metric tons (inshell equivalent)	March – July				
	2022/23	2021/22	2020/21	2019/20	2018/19
Initial inventory	452.316	410.023	333.999	344.784	306.431
USA Canada	100.938	113.885	111.960	113.881	96.167
Europe	90.442	74.357	61.976	57.850	53.079
Middle East	52.413	33.977	22.547	37.412	21.385
India & Pakistan	2.015	3.132	3.723	3.450	2.639
Japan Korea	39.754	47.288	35.374	34.477	35.749
China & Hong Kong Vietnam	3.106	4.555	2.916	3.325	3.916
Others Asia & Pacific Rim	11.656	12.002	9.234	10.049	8.690
Mexico Central & South America	217	201	26	223	78
Others	3.269	1.905	1.079	1.510	1.559
Total sales	303.808	291.303	248.836	262.177	223.263

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+10,3%	+35,4%	+31,2%	+47,6%
-11,4%	-9,8%	-11,4%	+5,0%
+21,6%	+45,9%	+56,3%	+70,4%
+54,3%	+132,5%	+40,1%	+145,1%
-35,7%	-45,9%	-41,6%	-23,7%
-15,9%	+12,4%	+15,3%	+11,2%
-31,8%	+6,5%	-6,6%	-20,7%
-2,9%	+26,2%	+16,0%	+34,1%
+7,6%	+734,6%	-2,7%	+177,5%
+71,5%	+203,0%	+116,5%	+109,7%
+4,3%	+22,1%	+15,9%	+36,1%

Sales ÷ Crop	46,5%	41,0%	42,2%	43,0%	39,2%
Sales ÷ Supply	40,9%	37,9%	38,3%	39,3%	36,0%
Sales ÷ Initial inventory	67,2%	71,0%	74,5%	76,0%	72,9%

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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 – July				
	2022/23	2021/22	2020/21	2019/20	2018/19
USA Canada	0	0	0	0	0
Europe	28.338	28.077	30.638	33.070	25.293
Middle East	27.132	25.919	19.994	39.622	30.848
India & Pakistan	14.461	12.141	5.444	5.135	4.774
Japan Korea	672	1.067	469	969	678
China & Hong Kong Vietnam	2.735	5.482	6.472	6.333	1.865
Others Asia & Pacific Rim	597	646	963	1.151	516
Mexico Central & South America	5.049	4.440	2.868	4.202	3.939
Others	0	0	0	0	-0
Total	78.983	77.771	66.848	90.484	67.912
Final inventory	85.780	73.616	68.075	46.236	57.045

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+0,0%	+0,0%	+0,0%	+0,0%
+0,9%	-7,5%	-14,3%	+12,0%
+4,7%	+35,7%	-31,5%	-12,0%
+19,1%	+165,6%	+181,6%	+202,9%
-37,1%	+43,3%	-30,7%	-0,9%
-50,1%	-57,7%	-56,8%	+46,6%
-7,6%	-38,1%	-48,2%	+15,6%
+13,7%	+76,0%	+20,1%	+28,2%
+0,0%	+0,0%	-100,0%	
+1,6%	+18,2%	-12,7%	+16,3%
+16,5%	+26,0%	+85,5%	+50,4%

Sales ÷ Crop	48,5%	52,1%	49,9%	67,5%	54,8%
Sales ÷ Supply	47,9%	51,4%	49,5%	66,2%	54,3%

California + Chile | Shipments

Metric tons (inshell equivalent)	March – July				
	2022/23	2021/22	2020/21	2019/20	2018/19
Joint starting inventory	617.079	561.410	468.923	481.504	431.388
USA Canada	100.938	113.885	111.960	113.881	96.167
Europe	118.780	102.434	92.613	90.920	78.372
Middle East	79.545	59.896	42.541	77.035	52.233
India & Pakistan	16.476	15.273	9.167	8.585	7.413
Japan Korea	40.426	48.355	35.843	35.446	36.427
China & Hong Kong Vietnam	5.841	10.037	9.388	9.657	5.781
Others Asia & Pacific Rim	12.252	12.648	10.198	11.201	9.206
Mexico Central & South America	5.265	4.641	2.894	4.425	4.017
Others	3.269	1.905	1.079	1.510	1.559
Total sales	382.791	369.074	315.684	352.660	291.175
Joint ending inventory	234.287	192.336	153.239	128.844	140.213

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+9,9%	+31,6%	+28,2%	+43,0%
-11,4%	-9,8%	-11,4%	+5,0%
+16,0%	+28,3%	+30,6%	+51,6%
+32,8%	+87,0%	+3,3%	+52,3%
+7,9%	+79,7%	+91,9%	+122,3%
-16,4%	+12,8%	+14,1%	+11,0%
-41,8%	-37,8%	-39,5%	+1,0%
-3,1%	+20,1%	+9,4%	+33,1%
+13,5%	+81,9%	+19,0%	+31,1%
+71,5%	+203,0%	+116,5%	+109,7%
+3,7%	+21,3%	+8,5%	+31,5%
+21,8%	+52,9%	+81,8%	+67,1%

Sales ÷ Starting inventory	62,0%	65,7%	67,3%	73,2%	67,5%
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California | Crop & Supply

Metric tons	Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Crop (for INSHELL WALNUTS)	115.880	166.379	130.183	153.325	138.043
Carry-In	2.270	2.558	1.192	1.564	961
Supply for export	118.150	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
-30,4%	-11,0%	-24,4%	-16,1%
-11,3%	+90,4%	+45,1%	+136,3%
-30,1%	-10,1%	-23,7%	-15,0%

California | Shipments

Metric tons	September – July				
	2021/22	2020/21	2019/20	2018/19	2017/18
USA Canada	5.994	6.892	5.724	8.764	10.267
Europe	33.217	39.717	38.429	38.220	37.108
Middle East	63.643	85.654	66.765	79.711	57.244
India & Pakistan	3.751	19.778	8.246	14.786	11.670
Japan Korea	394	485	382	306	608
China & Hong Kong Vietnam	4.218	10.275	6.492	9.152	17.039
Others Asia & Pacific Rim	30	250	268	872	216
Mexico Central & South America	196	228	396	288	82
Others	2.391	2.517	1.075	1.336	1.348
Total sales	113.834	165.797	127.778	153.435	135.583
Final inventory	4.316	3.140	3.597	1.455	3.421

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
-13,0%	+4,7%	-31,6%	-41,6%
-16,4%	-13,6%	-13,1%	-10,5%
-25,7%	-4,7%	-20,2%	+11,2%
-81,0%	-54,5%	-74,6%	-67,9%
-18,9%	+3,1%	+28,6%	-35,2%
-59,0%	-35,0%	-53,9%	-75,2%
-88,0%	-88,8%	-96,6%	-86,1%
-14,0%	-50,4%	-31,8%	+138,8%
-5,0%	+122,5%	+78,9%	+77,4%
-31,3%	-10,9%	-25,8%	-16,0%
+37,5%	+20,0%	+196,7%	+26,2%

Sales ÷ Crop	98,2%	99,7%	98,2%	100,1%	98,2%
Sales ÷ Supply	96,3%	98,1%	97,3%	99,1%	97,5%

California | Shipments

Metric tons	March – July				
	2022/23	2021/22	2020/21	2019/20	2018/19
Initial inventory	48.547	36.479	26.522	36.506	25.488
USA Canada	1.759	927	896	1.821	1.696
Europe	6.471	8.364	3.472	5.876	3.640
Middle East	32.004	17.367	13.063	22.322	12.589
India & Pakistan	1.971	2.869	3.045	3.324	2.639
Japan Korea	25	40	8	28	168
China & Hong Kong Vietnam	1.474	3.057	1.878	1.051	1.074
Others Asia & Pacific Rim	0	40	110	251	30
Mexico Central & South America	40	20	0	180	0
Others	485	655	454	200	230
Total sales	44.230	33.339	22.925	35.052	22.067

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+33,1%	+83,0%	+33,0%	+90,5%
+89,7%	+96,3%	-3,4%	+3,7%
-22,6%	+86,4%	+10,1%	+77,8%
+84,3%	+145,0%	+43,4%	+154,2%
-31,3%	-35,3%	-40,7%	-25,3%
-36,1%	+234,8%	-7,7%	-84,8%
-51,8%	-21,5%	+40,3%	+37,2%
-100,0%	-100,0%	-100,0%	-100,0%
+100,0%	+0,0%	-77,8%	+0,0%
-25,9%	+6,9%	+142,7%	+110,8%
+32,7%	+92,9%	+26,2%	+100,4%

Sales ÷ Crop	38,2%	20,0%	17,6%	22,9%	16,0%
Sales ÷ Supply	37,4%	19,7%	17,5%	22,6%	15,9%
Sales ÷ Initial inventory	91,1%	91,4%	86,4%	96,0%	86,6%

Chile | Crop & Supply

Metric tons	Season				
	2022/23	2021/22	2020/21	2019/20	2018/19
Crop	95.000	82.138	66.440	72.909	65.046
Carry-In	0	0	0	0	0
Total Supply	95.000	82.138	66.440	72.909	65.046
% of the crop	58%	55%	50%	54%	52%

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+15,7%	+43,0%	+30,3%	+46,0%
+0,0%	+0,0%	+0,0%	+0,0%
+15,7%	+43,0%	+30,3%	+46,0%

Chile | Shipments

Metric tons	March – July				
	2022/23	2021/22	2020/21	2019/20	2018/19
USA Canada	0	0	0	0	0
Europe	10.241	12.752	12.414	13.605	9.875
Middle East	25.562	24.310	18.710	37.848	30.221
India & Pakistan	14.273	11.923	5.247	4.474	4.774
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	2.735	5.482	6.472	6.205	1.865
Others Asia & Pacific Rim	176	375	779	716	380
Mexico Central & South America	695	990	765	867	859
Others	0	0	0	0	0
Total	53.681	55.832	44.386	63.715	47.974
Final inventory	41.319	26.306	22.053	9.194	17.073

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+0,0%	+0,0%	+0,0%	+0,0%
-19,7%	-17,5%	-24,7%	+3,7%
+5,1%	+36,6%	-32,5%	-15,4%
+19,7%	+172,0%	+219,0%	+199,0%
+0,0%	+0,0%	+0,0%	+0,0%
-50,1%	-57,7%	-55,9%	+46,6%
-53,1%	-77,4%	-75,4%	-53,7%
-29,8%	-9,1%	-19,8%	-19,1%
+0,0%	+0,0%	+0,0%	+0,0%
-3,9%	+20,9%	-15,7%	+11,9%
+57,1%	+87,4%	+349,4%	+142,0%

Sales ÷ Crop	56,5%	68,0%	66,8%	87,4%	73,8%
Sales ÷ Supply	56,5%	68,0%	66,8%	87,4%	73,8%

California + Chile | Shipments

Metric tons	March – July				
	2022/23	2021/22	2020/21	2019/20	2018/19
Joint starting inventory	143.547	118.617	92.962	109.415	90.534
USA Canada	1.759	927	896	1.821	1.696
Europe	16.712	21.116	15.886	19.481	13.515
Middle East	57.566	41.677	31.773	60.170	42.810
India & Pakistan	16.244	14.791	8.292	7.798	7.412
Japan Korea	25	40	8	28	168
China & Hong Kong Vietnam	4.209	8.538	8.350	7.255	2.940
Others Asia & Pacific Rim	176	415	889	967	410
Mexico Central & South America	735	1.010	765	1.047	859
Others	485	655	454	200	230
Total sales	97.911	89.170	67.311	98.766	70.041
Joint ending inventory	45.636	29.446	25.650	10.649	20.494

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+21,0%	+54,4%	+31,2%	+58,6%
+89,7%	+96,3%	-3,4%	+3,7%
-20,9%	+5,2%	-14,2%	+23,7%
+38,1%	+81,2%	-4,3%	+34,5%
+9,8%	+95,9%	+108,3%	+119,1%
-36,1%	+234,8%	-7,7%	-84,8%
-50,7%	-49,6%	-42,0%	+43,2%
-57,6%	-80,2%	-81,8%	-57,1%
-27,2%	-3,9%	-29,8%	-14,4%
-25,9%	+6,9%	+142,7%	+110,8%
+9,8%	+45,5%	-0,9%	+39,8%
+55,0%	+77,9%	+328,5%	+122,7%

Sales ÷ Starting inventory	68,2%	75,2%	72,4%	90,3%	77,4%
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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)	537.442	544.632	460.150	456.960	431.487	-1,3%	+16,8%	+17,6%	+24,6%
Carry-In	86.683	55.488	58.844	56.077	49.820	+56,2%	+47,3%	+54,6%	+74,0%
Supply for export	624.125	600.120	518.994	513.037	481.306	+4,0%	+20,3%	+21,7%	+29,7%
% of the crop	82%	77%	78%	75%	76%				

California | Shipments

Metric tons (inshell equivalent)	September – July					2021/22 vs.			
	2021/22	2020/21	2019/20	2018/19	2017/18	2020/21	2019/20	2018/19	2017/18
USA Canada	197.053	216.207	213.893	209.381	183.188	-8,9%	-7,9%	-5,9%	+7,6%
Europe	148.087	122.132	118.139	100.717	105.814	+21,3%	+25,3%	+47,0%	+39,9%
Middle East	33.674	38.932	21.890	34.798	18.398	-13,5%	+53,8%	-3,2%	+83,0%
India & Pakistan	81	2.222	1.685	271	0	-96,4%	-95,2%	-70,3%	+0,0%
Japan Korea	73.441	76.765	59.772	60.400	66.743	-4,3%	+22,9%	+21,6%	+10,0%
China & Hong Kong Vietnam	2.774	2.515	2.206	4.647	5.246	+10,3%	+25,8%	-40,3%	-47,1%
Others Asia & Pacific Rim	20.552	22.346	18.241	19.229	19.104	-8,0%	+12,7%	+6,9%	+7,6%
Mexico Central & South America	207	183	57	63	289	+12,9%	+261,2%	+228,8%	-28,5%
Others	4.065	3.238	1.545	2.378	2.777	+25,5%	+163,1%	+70,9%	+46,4%
Total sales	479.934	484.540	437.428	431.885	401.559	-1,0%	+9,7%	+11,1%	+19,5%
Final inventory	144.191	115.580	81.566	81.153	79.747	+24,8%	+76,8%	+77,7%	+80,8%

Sales ÷ Crop	89,3%	89,0%	95,1%	94,5%	93,1%
Sales ÷ Supply	76,9%	80,7%	84,3%	84,2%	83,4%

California | Shipments

Metric tons (inshell equivalent)	March – July					2022/23 vs.			
	2022/23	2021/22	2020/21	2019/20	2018/19	2021/22	2020/21	2019/20	2018/19
Initial inventory	403.769	373.544	307.477	308.278	280.943	+8,1%	+31,3%	+31,0%	+43,7%
USA Canada	99.178	112.957	111.064	112.061	94.471	-12,2%	-10,7%	-11,5%	+5,0%
Europe	83.970	65.993	58.504	51.974	49.439	+27,2%	+43,5%	+61,6%	+69,8%
Middle East	20.409	16.610	9.484	15.090	8.796	+22,9%	+115,2%	+35,2%	+132,0%
India & Pakistan	43	263	678	126	0	-83,5%	-93,6%	-65,5%	+0,0%
Japan Korea	39.729	47.248	35.367	34.449	35.582	-15,9%	+12,3%	+15,3%	+11,7%
China & Hong Kong Vietnam	1.632	1.498	1.039	2.274	2.841	+8,9%	+57,1%	-28,2%	-42,6%
Others Asia & Pacific Rim	11.656	11.962	9.124	9.799	8.660	-2,6%	+27,7%	+19,0%	+34,6%
Mexico Central & South America	177	181	26	43	78	-2,6%	+580,5%	+312,7%	+126,3%
Others	2.783	1.251	625	1.310	1.329	+122,5%	+345,3%	+112,5%	+109,5%
Total sales	259.578	257.964	225.911	227.125	201.196	+0,6%	+14,9%	+14,3%	+29,0%

Sales ÷ Crop	48,3%	47,4%	49,1%	49,7%	46,6%
Sales ÷ Supply	41,6%	43,0%	43,5%	44,3%	41,8%
Sales ÷ Initial inventory	64,3%	69,1%	73,5%	73,7%	71,6%

shelled

Chile | Crop & Supply

Metric tons (inshell equivalent)	Season				
	2022/23	2021/22	2020/21	2019/20	2018/19
Crop (for SHELLED WALNUTS)	67.922	67.156	67.631	61.102	58.930
Carry-In	1.842	2.093	853	2.708	980
Total Supply	69.763	69.249	68.484	63.811	59.911
% of the crop	42%	45%	50%	46%	48%

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+1,1%	+0,4%	+11,2%	+15,3%
-12,0%	+116,0%	-32,0%	+87,9%
+0,7%	+1,9%	+9,3%	+16,4%

Chile | Shipments

Metric tons (inshell equivalent)	March – July				
	2022/23	2021/22	2020/21	2019/20	2018/19
USA Canada	0	0	0	0	0
Europe	18.097	15.325	18.224	19.465	15.418
Middle East	1.571	1.608	1.284	1.775	627
India & Pakistan	189	218	198	661	0
Japan Korea	672	1.067	469	969	678
China & Hong Kong Vietnam	0	0	0	128	0
Others Asia & Pacific Rim	421	271	185	435	136
Mexico Central & South America	4.354	3.450	2.103	3.336	3.080
Others	0	0	0	0	-0
Total	25.302	21.940	22.462	26.769	19.939
Final inventory	44.461	47.310	46.022	37.042	39.972

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+0,0%	+0,0%	+0,0%	+0,0%
+18,1%	-0,7%	-7,0%	+17,4%
-2,4%	+22,3%	-11,5%	+150,4%
-13,6%	-4,6%	-71,5%	#####
-37,1%	+43,3%	-30,7%	-0,9%
-100,0%	+0,0%	-100,0%	+0,0%
+55,4%	+127,9%	-3,3%	+209,5%
+26,2%	+107,0%	+30,5%	+41,3%
+0,0%	+0,0%	-100,0%	
+15,3%	+12,6%	-5,5%	+26,9%
-6,0%	-3,4%	+20,0%	+11,2%

Sales ÷ Crop	37,3%	32,7%	33,2%	43,8%	33,8%
Sales ÷ Supply	36,3%	31,7%	32,8%	42,0%	33,3%

California + Chile | Shipments

Metric tons (inshell equivalent)	March – July				
	2022/23	2021/22	2020/21	2019/20	2018/19
Joint starting inventory	473.532	442.794	375.961	372.088	340.853
USA Canada	99.178	112.957	111.064	112.061	94.471
Europe	102.068	81.318	76.728	71.439	64.857
Middle East	21.979	18.219	10.768	16.864	9.423
India & Pakistan	232	482	875	787	0
Japan Korea	40.400	48.315	35.835	35.418	36.259
China & Hong Kong Vietnam	1.632	1.499	1.039	2.402	2.841
Others Asia & Pacific Rim	12.076	12.233	9.309	10.234	8.796
Mexico Central & South America	4.531	3.631	2.129	3.379	3.158
Others	2.783	1.251	625	1.310	1.329
Total sales	284.880	279.904	248.372	253.894	221.134
Joint ending inventory	188.652	162.890	127.588	118.195	119.719

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+6,9%	+26,0%	+27,3%	+38,9%
-12,2%	-10,7%	-11,5%	+5,0%
+25,5%	+33,0%	+42,9%	+57,4%
+20,6%	+104,1%	+30,3%	+133,2%
-51,8%	-73,5%	-70,5%	#####
-16,4%	+12,7%	+14,1%	+11,4%
+8,9%	+57,1%	-32,1%	-42,6%
-1,3%	+29,7%	+18,0%	+37,3%
+24,8%	+112,8%	+34,1%	+43,4%
+122,5%	+345,3%	+112,5%	+109,5%
+1,8%	+14,7%	+12,2%	+28,8%
+15,8%	+47,9%	+59,6%	+57,6%

Sales ÷ Starting inventory	60,2%	63,2%	66,1%	68,2%	64,9%
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walnut sales forecast

August 24, 2022

Chilean walnut sales forecast

Metric tons [Inshell equivalent]	2022										2023		TOTAL	JUL				
	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	0
Europe	56	609	5.059	10.922	11.693	11.370	8.878	9.108	4.197	3.067	1.933	221	67.113	11.364	11.693	329		
Middle East	34	2.711	8.189	8.749	7.449	3.156	3.795	1.228	517	634	72	0	36.534	5.550	7.449	1.899		
India & Pakistan	0	254	4.891	5.496	3.820	5.310	3.295	3.295	373	654	30	0	27.418	6.659	3.820	-2.839		
Japan Korea	0	0	193	190	288	252	121	62	0	62	0	24	1.193	146	288	142		
China & Hong Kong Vietnam	0	19	453	1.098	1.165	1.779	634	0	108	52	0	53	5.360	796	1.165	369		
Others Asia & Pacific Rim	0	0	121	199	277	49	130	0	0	0	0	85	860	111	277	166		
Mexico Central & South America	264	430	944	1.470	1.941	1.450	1.679	1.601	2.430	1.149	884	590	14.831	1.857	1.941	84		
Others	0	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	23.365	18.532	15.294	7.624	5.620	2.918	974	153.309	26.483	26.633	150		
Season to date sales	354	4.377	24.226	52.350	78.983	102.349	120.881	136.175	143.798	149.418	152.336	153.309		78.833	78.983	150		
Sales ÷ Crop	0%	3%	15%	32%	48%	63%	74%	84%	88%	92%	94%	94%		48%	48%	0%		
Sales ÷ Supply	0%	3%	15%	32%	48%	62%	73%	83%	87%	91%	92%	93%		48%	48%	0%		

Initial stock	1.842	164.410	160.387	140.537	112.413	85.780	62.415	43.882	28.589	20.965	15.345	12.428	1.842	112.413	112.413	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	-23.365	-18.532	-15.294	-7.624	-5.620	-2.918	-974	-153.309	-26.483	-26.633	-150
Final stock (2022/23)	164.410	160.387	140.537	112.413	85.780	62.415	43.882	28.589	20.965	15.345	12.428	11.454	11.454	85.930	85.780	-150
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	JUL		
	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB		FCST	REAL	DIF.
USA Canada	18.371	17.510	17.444	16.113	17.035	20.145	23.889	28.414	26.294	18.936	16.346	17.860	238.358	18.050	17.035	-1.015
Europe	23.119	18.294	17.705	12.210	4.615	4.558	5.174	28.526	25.942	22.335	16.384	20.706	199.569	4.684	4.615	-69
Middle East	11.634	16.440	8.136	6.055	2.933	1.251	1.882	10.233	17.474	11.506	8.154	9.652	105.349	1.744	2.933	1.188
India & Pakistan	459	277	139	117	43	44	0	0	610	607	1.106	836	4.240	146	43	-103
Japan Korea	10.462	5.783	7.855	5.062	1.281	2.915	3.015	5.384	10.377	9.200	10.522	10.538	82.395	4.046	1.281	-2.765
China & Hong Kong Vietnam	509	591	336	317	511	757	0	0	2.946	818	952	627	8.364	-513	511	1.024
Others Asia & Pacific Rim	3.032	2.507	1.645	1.473	891	1.920	523	1.235	2.620	2.955	2.383	2.754	23.937	1.607	891	-716
Mexico Central & South America	0	40	89	88	0	26	0	0	202	8	0	0	453	0	0	0
Others	938	303	577	1.282	580	134	125	688	832	1.271	-465	685	6.951	199	580	381
Total sales by market	68.525	61.745	53.927	42.716	27.888	31.751	34.608	74.480	87.298	67.636	55.382	63.658	669.616	29.964	27.888	-2.075
Season to date sales	407.490	469.235	523.163	565.879	593.768	625.518	34.608	109.088	196.387	264.023	319.405	383.063		595.843	593.768	-2.075
Sales ÷ Crop	62%	72%	80%	87%	91%	96%	5%	15%	27%	37%	44%	53%		91%	91%	0%
Sales ÷ Supply	55%	63%	70%	76%	80%	84%	4%	13%	23%	31%	38%	46%		80%	80%	0%

Initial stock	403.309	334.785	273.039	219.112	176.396	148.507	116.757	804.232	729.752	642.454	574.817	519.436	403.309	176.396	176.396	0
Crop of the year	0	0	0	0	0	0	722.084	0	0	0	0	0	722.084	0	0	0
Monthly sales	-68.525	-61.745	-53.927	-42.716	-27.888	-31.751	-34.608	-74.480	-87.298	-67.636	-55.382	-63.658	-669.616	-29.964	-27.888	2.075
Final stock (2022/23)	334.785	273.039	219.112	176.396	148.507	116.757	804.232	729.752	642.454	574.817	519.436	455.777	455.777	146.432	148.507	2.075
Final stock [2021/22]	285.297	228.897	189.056	150.543	118.720	88.953	711.651	644.526	568.496	508.646	459.639	403.309				
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	JUL		
	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB		FCST	REAL	DIF.
Total sales	68.878	65.768	73.777	70.840	54.522	55.116	53.141	89.774	94.922	73.256	58.300	64.632	822.925	56.447	54.522	-1.925
Final stock (2022/23)	499.194	433.426	359.649	288.809	234.287	179.171	848.114	758.341	663.419	590.163	531.863	467.231	467.231	232.362	234.287	1.925
Final stock [2021/22]	436.153	370.674	306.289	241.419	192.336	142.316	743.773	663.340	580.407	515.052	464.325	407.335				
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
SEP	4,9%	4,4%	4,8%	6,6%	3,5%	3,6%	3,8%	3,4%	4,1%
OCT	24,1%	20,7%	18,6%	24,1%	19,1%	16,0%	17,0%	15,5%	13,2%
NOV	38,7%	32,1%	30,3%	38,1%	33,6%	29,0%	31,0%	29,1%	23,4%
DIC	48,0%	40,5%	40,3%	47,7%	43,5%	39,5%	40,8%	39,2%	31,5%
ENE	55,7%	45,8%	46,6%	55,5%	51,6%	49,9%	49,4%	46,5%	38,1%
FEB	61,9%	52,4%	54,2%	62,3%	58,7%	58,8%	57,2%	54,0%	45,7%
MAR	68,8%	60,9%	61,3%	70,2%	66,1%	67,3%	65,8%	62,9%	54,9%
ABR	75,2%	67,6%	68,3%	75,8%	72,2%	74,1%	72,3%	70,2%	63,2%
MAY	80,4%	73,1%	74,8%	81,0%	78,2%	79,3%	77,4%	75,4%	70,5%
JUN	84,7%	78,2%	80,4%	85,6%	82,7%	83,9%	82,7%	80,4%	76,2%
JUL	88,7%	82,9%	85,7%	88,8%	86,6%	87,6%	86,9%	84,6%	80,0%
AGO	92,8%	86,2%	90,5%	92,5%	90,7%	91,0%	91,1%	88,4%	84,3%

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%	62,1%
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%	82,6%
NOV	87,7%	92,0%	90,5%	88,4%	93,7%	89,6%	94,8%	89,3%	92,1%	87,3%
DIC	93,0%	96,2%	95,0%	92,5%	96,1%	93,7%	97,2%	93,3%	95,8%	90,7%
ENE	96,4%	98,0%	96,8%	94,9%	97,2%	96,0%	98,2%	96,5%	96,9%	92,5%
FEB	97,6%	98,6%	98,4%	96,3%	98,1%	98,2%	98,9%	97,6%	97,3%	93,0%
MAR (Y2)	97,6%	98,6%	98,4%	96,3%	97,3%	99,1%	99,2%	97,2%	97,9%	93,3%

Inventories as a % of the Season Supply

California | Stock / Supply

Crop	2013	2014	2015	2016	2017	2018	2019	2020	2021
SEP	95,1%	95,6%	95,2%	93,4%	96,5%	96,4%	96,2%	96,6%	95,9%
OCT	75,9%	79,3%	81,4%	75,9%	80,9%	84,0%	83,0%	84,5%	86,8%
NOV	61,3%	67,9%	69,7%	61,9%	66,4%	71,0%	69,0%	70,9%	76,6%
DIC	52,0%	59,5%	59,7%	52,3%	56,5%	60,5%	59,2%	60,8%	68,5%
ENE	44,3%	54,2%	53,4%	44,5%	48,4%	50,1%	50,6%	53,5%	61,9%
FEB	38,1%	47,6%	45,8%	37,7%	41,3%	41,2%	42,8%	46,0%	54,3%
MAR	31,2%	39,1%	38,7%	29,8%	33,9%	32,7%	34,2%	37,1%	45,1%
ABR	24,8%	32,4%	31,7%	24,2%	27,8%	25,9%	27,7%	29,8%	36,8%
MAY	19,6%	26,9%	25,2%	19,0%	21,8%	20,7%	22,6%	24,6%	29,5%
JUN	15,3%	21,8%	19,6%	14,4%	17,3%	16,1%	17,3%	19,6%	23,8%
JUL	11,3%	17,1%	14,3%	11,2%	13,4%	12,4%	13,1%	15,4%	20,0%
AGO	7,2%	13,8%	9,5%	7,5%	9,3%	9,0%	8,9%	11,6%	15,7%

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%	37,9%
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%	17,4%
NOV	12,3%	8,0%	9,5%	11,6%	6,3%	10,4%	5,2%	10,7%	7,9%	12,7%
DIC	7,0%	3,8%	5,0%	7,5%	3,9%	6,3%	2,8%	6,7%	4,2%	9,3%
ENE	3,6%	2,0%	3,2%	5,1%	2,8%	4,0%	1,8%	3,5%	3,1%	7,5%
FEB	2,4%	1,4%	1,6%	3,7%	1,9%	1,8%	1,1%	2,4%	2,7%	7,0%
MAR (Y2)	2,4%	1,4%	1,6%	3,7%	2,7%	0,9%	0,8%	2,8%	2,1%	6,7%