

June 16th, 2021

California | Crop & Supply

Metric tons (Inshell equivalent)	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Crop	711.011	590.333	610.285	569.529	620.822
Carry-In	58.046	60.037	57.642	50.781	59.121
Total Export Supply	769.057	650.370	667.926	620.310	679.943

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+20,4%	+16,5%	+24,8%	+14,5%
-3,3%	+0,7%	+14,3%	-1,8%
+18,2%	+15,1%	+24,0%	+13,1%

California | Sales | September to May - Off Season

Metric tons (inshell equivalent)	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
USA Canada	187.386	183.774	183.229	161.125	169.794
Europe	148.659	145.781	131.019	135.531	136.593
Medium East India & Pakistan	144.373	93.428	128.129	85.464	118.411
Japan Korea	69.900	54.224	55.226	61.805	58.079
China & Hong Kong Vietnam	12.476	9.029	13.013	21.559	44.295
Others Asia & Pacific Rim	20.115	15.669	18.084	17.179	20.946
Mexico Central & South America	234	427	231	350	472
Others	5.365	2.540	3.452	3.815	5.911
Total sales	588.507	504.872	532.383	486.828	554.501
Final inventory	180.550	145.498	135.543	133.482	125.442

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+2,0%	+2,3%	+16,3%	+10,4%
+2,0%	+13,5%	+9,7%	+8,8%
+54,5%	+12,7%	+68,9%	+21,9%
+28,9%	+26,6%	+13,1%	+20,4%
+38,2%	-4,1%	-42,1%	-71,8%
+28,4%	+11,2%	+17,1%	-4,0%
-45,4%	+1,1%	-33,3%	-50,6%
+111,2%	+55,4%	+40,6%	-9,2%
+16,6%	+10,5%	+20,9%	+6,1%
+24,1%	+33,2%	+35,3%	+43,9%

Sales ÷ Crop	82,8%	85,5%	87,2%	85,5%	89,3%
Sales ÷ Supply	76,5%	77,6%	79,7%	78,5%	81,6%

California | Sales | March to May - On Season

Metric tons (inshell equivalent)	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Initial inventory	348.422	277.161	273.528	254.777	253.980
USA Canada	61.542	56.807	58.597	48.447	51.433
Europe	45.441	35.287	34.693	31.310	28.172
Medium East India & Pakistan	19.035	11.418	15.531	12.032	13.412
Japan Korea	31.101	22.069	21.325	21.619	22.198
China & Hong Kong Vietnam	3.000	1.502	1.637	2.459	4.159
Others Asia & Pacific Rim	6.821	3.963	5.382	4.594	7.876
Mexico Central & South America	4	0	43	46	48
Others	929	618	777	788	1.240
Total sales	167.872	131.663	137.985	121.295	128.538

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+25,7%	+27,4%	+36,8%	+37,2%
+8,3%	+5,0%	+27,0%	+19,7%
+28,8%	+31,0%	+45,1%	+61,3%
+66,7%	+22,6%	+58,2%	+41,9%
+40,9%	+45,8%	+43,9%	+40,1%
+99,8%	+83,3%	+22,0%	-27,9%
+72,1%	+26,7%	+48,5%	-13,4%
+0,0%	-91,5%	-92,0%	-92,4%
+50,4%	+19,7%	+17,9%	-25,1%
+27,5%	+21,7%	+38,4%	+30,6%

Sales ÷ Crop	23,6%	22,3%	22,6%	21,3%	20,7%
Sales ÷ Supply	21,8%	20,2%	20,7%	19,6%	18,9%
Sales ÷ Initial inventory	48,2%	47,5%	50,4%	47,6%	50,6%

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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	148.385	136.674	139.226	129.386	110.464	+8,6%	+6,6%	+14,7%	+34,3%
less domestic sales	-5.000	-5.502	-4.635	-4.027	-4.150	-9,1%	+7,9%	+24,2%	+20,5%
Export crop	143.385	131.171	134.591	125.359	106.314	+9,3%	+6,5%	+14,4%	+34,9%
Carry-In	580	580	1.609	61	2.783	+0,0%	-64,0%	+854,4%	-79,2%
Total Export Supply	143.965	131.751	136.200	125.420	109.098	+9,3%	+5,7%	+14,8%	+32,0%

Chile | Sales | March to May - 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
USA Canada	0	0	0	0	0	+0,0%	+0,0%	+0,0%	+0,0%
Europe	10.332	9.484	9.744	7.287	7.693	+8,9%	+6,0%	+41,8%	+34,3%
Medium East India & Pakistan	19.673	12.189	28.833	21.140	22.844	+61,4%	-31,8%	-6,9%	-13,9%
Japan Korea	300	232	372	192	1.420	+29,3%	-19,3%	+56,3%	-78,9%
China & Hong Kong Vietnam	1.836	4.314	1.700	664	248	-57,4%	+8,0%	+176,5%	+640,4%
Others Asia & Pacific Rim	223	376	450	122	0	-40,8%	-50,4%	+82,5%	+0,0%
Mexico Central & South America	1.681	1.033	1.722	1.165	1.689	+62,7%	-2,3%	+44,3%	-0,5%
Others	0	0	0	-0	1.083	+0,0%	+0,0%	-100,0%	-100,0%
Total	34.046	27.628	42.819	30.571	34.977	+23,2%	-20,5%	+11,4%	-2,7%
Final inventory	109.920	104.123	93.381	94.849	74.120	+5,6%	+17,7%	+15,9%	+48,3%

Sales ÷ Crop	22,9%	20,2%	30,8%	23,6%	31,7%
Sales ÷ Supply	23,6%	21,0%	31,4%	24,4%	32,1%

California + Chile | Sales | March to May

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
Joint starting inventory	492.387	408.912	409.728	380.197	363.078	+20,4%	+20,2%	+29,5%	+35,6%
USA Canada	61.542	56.807	58.597	48.447	51.433	+8,3%	+5,0%	+27,0%	+19,7%
Europe	55.774	44.770	44.436	38.597	35.865	+24,6%	+25,5%	+44,5%	+55,5%
Medium East India & Pakistan	38.708	23.607	44.364	33.172	36.256	+64,0%	-12,7%	+16,7%	+6,8%
Japan Korea	31.400	22.301	21.696	21.811	23.618	+40,8%	+44,7%	+44,0%	+32,9%
China & Hong Kong Vietnam	4.836	5.815	3.337	3.123	4.407	-16,8%	+44,9%	+54,9%	+9,7%
Others Asia & Pacific Rim	7.044	4.340	5.831	4.716	7.876	+62,3%	+20,8%	+49,4%	-10,6%
Mexico Central & South America	1.685	1.033	1.765	1.211	1.737	+63,0%	-4,5%	+39,1%	-3,0%
Others	929	618	777	788	2.324	+50,4%	+19,7%	+17,9%	-60,0%
Total sales	201.918	159.291	180.804	151.865	163.515	+26,8%	+11,7%	+33,0%	+23,5%
Joint ending inventory	290.469	249.621	228.924	228.331	199.563	+16,4%	+26,9%	+27,2%	+45,6%

Sales ÷ Starting inventory	41,0%	39,0%	44,1%	39,9%	45,0%
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June 16th, 2021

California | Crop & Supply

Metric tons	California 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 Export 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 May - Off Season

Metric tons	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
USA Canada	6.637	5.447	8.638	9.870	6.816
Europe	38.536	37.781	38.101	36.767	42.974
Medium East India & Pakistan	104.624	71.998	93.918	68.184	85.908
Japan Korea	485	382	306	608	522
China & Hong Kong Vietnam	10.175	6.997	9.152	16.726	36.550
Others Asia & Pacific Rim	250	268	872	216	308
Mexico Central & South America	228	396	168	82	259
Others	2.508	1.035	1.334	1.299	2.512
Total sales	163.444	124.304	152.488	133.752	175.849
Final inventory	14.114	7.071	2.401	5.251	4.011

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+21,9%	-23,2%	-32,8%	-2,6%
+2,0%	+1,1%	+4,8%	-10,3%
+45,3%	+11,4%	+53,4%	+21,8%
+27,0%	+58,5%	-20,2%	-7,0%
+45,4%	+11,2%	-39,2%	-72,2%
-6,9%	-71,3%	+15,6%	-18,8%
-42,4%	+36,0%	+177,5%	-12,0%
+142,4%	+88,0%	+93,1%	-0,1%
+31,5%	+7,2%	+22,2%	-7,1%
+99,6%	+487,9%	+168,8%	+251,9%

Sales ÷ Crop	93,4%	95,5%	99,5%	96,9%	98,7%
Sales ÷ Supply	92,1%	94,6%	98,4%	96,2%	97,8%

California | Sales | March to May - On Season

Metric tons	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Initial inventory	30.321	16.940	15.015	15.431	13.385
USA Canada	929	475	1.154	1.077	723
Europe	3.998	1.107	2.442	1.163	1.241
Medium East India & Pakistan	9.159	7.140	8.099	7.246	5.328
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	1.914	922	670	601	1.854
Others Asia & Pacific Rim	0	10	111	10	20
Mexico Central & South America	0	0	0	0	0
Others	206	216	139	83	208
Total sales	16.207	9.869	12.614	10.180	9.374

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+79,0%	+101,9%	+96,5%	+126,5%
+95,7%	-19,5%	-13,8%	+28,6%
+261,2%	+63,7%	+243,8%	+222,1%
+28,3%	+13,1%	+26,4%	+71,9%
+0,0%	+0,0%	+0,0%	+0,0%
+107,7%	+185,8%	+218,4%	+3,2%
-100,0%	-100,0%	-100,0%	-100,0%
+0,0%	+0,0%	+0,0%	+0,0%
-4,7%	+48,1%	+149,7%	-0,7%
+64,2%	+28,5%	+59,2%	+72,9%

Sales ÷ Crop	9,3%	7,6%	8,2%	7,4%	5,3%
Sales ÷ Supply	9,1%	7,5%	8,1%	7,3%	5,2%
Sales ÷ Initial inventory	53,5%	58,3%	84,0%	66,0%	70,0%

Chile | Crop & Supply

Metric tons	Chilean Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Export crop	68.000	64.922	73.910	65.846	56.122
Carry-In		0	0	0	0
Total Supply	68.000	64.922	73.910	65.846	56.122
% Crop inshell	47%	49%	55%	53%	53%

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+4,7%	-8,0%	+3,3%	+21,2%
+0,0%	+0,0%	+0,0%	+0,0%
+4,7%	-8,0%	+3,3%	+21,2%

Chile | Sales | March to May - On Season

Metric tons	Chilean Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
USA Canada	0	0	0	0	0
Europe	6.135	5.290	5.822	3.958	3.529
Medium East India & Pakistan	19.061	11.561	28.270	20.997	20.491
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	1.801	4.314	1.700	664	248
Others Asia & Pacific Rim	173	339	266	100	0
Mexico Central & South America	537	500	445	469	187
Others	0	0	0	0	518
Total	27.707	22.003	36.503	26.188	24.973
Final inventory	40.293	42.918	37.407	39.658	31.149

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+0,0%	+0,0%	+0,0%	+0,0%
+16,0%	+5,4%	+55,0%	+73,8%
+64,9%	-32,6%	-9,2%	-7,0%
+0,0%	+0,0%	+0,0%	+0,0%
-58,3%	+5,9%	+171,2%	+626,1%
-48,9%	-34,8%	+73,1%	+0,0%
+7,4%	+20,5%	+14,4%	+186,9%
+0,0%	+0,0%	+0,0%	-100,0%
+25,9%	-24,1%	+5,8%	+10,9%
-6,1%	+7,7%	+1,6%	+29,4%

Sales ÷ Crop	40,7%	33,9%	49,4%	39,8%	44,5%
Sales ÷ Supply	40,7%	33,9%	49,4%	39,8%	44,5%

California + Chile | Sales | March to May

Metric tons	Chilean Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Joint starting inventory	98.321	81.862	88.925	81.277	69.507
USA Canada	929	475	1.154	1.077	723
Europe	10.133	6.397	8.264	5.121	4.770
Medium East India & Pakistan	28.220	18.701	36.368	28.243	25.819
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	3.715	5.235	2.370	1.265	2.102
Others Asia & Pacific Rim	173	349	376	110	20
Mexico Central & South America	537	500	445	469	187
Others	206	216	139	83	726
Total sales	43.914	31.873	49.117	36.368	34.347
Joint ending inventory	54.407	49.989	39.808	44.909	35.160

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+20,1%	+10,6%	+21,0%	+41,5%
+95,7%	-19,5%	-13,8%	+28,6%
+58,4%	+22,6%	+97,9%	+112,4%
+50,9%	-22,4%	-0,1%	+9,3%
+0,0%	+0,0%	+0,0%	+0,0%
-29,0%	+56,8%	+193,6%	+76,7%
-50,4%	-54,0%	+57,4%	+756,5%
+7,4%	+20,5%	+14,4%	+186,9%
-4,7%	+48,1%	+149,7%	-71,6%
+37,8%	-10,6%	+20,7%	+27,9%
+8,8%	+36,7%	+21,2%	+54,7%

Sales ÷ Starting inventory	44,7%	38,9%	55,2%	44,7%	49,4%
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June 16th, 2021

California | Crop & Supply

Metric tons (Inshell equivalent)	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Crop	643.011	525.411	536.375	503.684	564.700
Carry-In	58.046	60.037	57.642	50.781	59.121
Total Export Supply	701.057	585.448	594.016	554.464	623.821
% Crop shelled	90%	89%	88%	88%	91%

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+22,4%	+19,9%	+27,7%	+13,9%
-3,3%	+0,7%	+14,3%	-1,8%
+19,7%	+18,0%	+26,4%	+12,4%

California | Sales | September to May - Off Season

Metric tons (inshell equivalent)	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
USA Canada	180.749	178.327	174.591	151.254	162.978
Europe	110.123	107.999	92.918	98.764	93.619
Medium East India & Pakistan	39.749	21.430	34.212	17.280	32.502
Japan Korea	69.415	53.842	54.920	61.197	57.557
China & Hong Kong Vietnam	2.300	2.032	3.861	4.833	7.745
Others Asia & Pacific Rim	19.865	15.401	17.213	16.963	20.638
Mexico Central & South America	5	31	63	268	213
Others	2.857	1.505	2.117	2.516	3.399
Total sales	425.063	380.567	379.895	353.075	378.652
Final inventory	275.994	204.880	214.122	201.389	245.169

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+1,4%	+3,5%	+19,5%	+10,9%
+2,0%	+18,5%	+11,5%	+17,6%
+85,5%	+16,2%	+130,0%	+22,3%
+28,9%	+26,4%	+13,4%	+20,6%
+13,2%	-40,4%	-52,4%	-70,3%
+29,0%	+15,4%	+17,1%	-3,7%
-82,5%	-91,3%	-98,0%	-97,4%
+89,8%	+34,9%	+13,5%	-16,0%
+11,7%	+11,9%	+20,4%	+12,3%
+34,7%	+28,9%	+37,0%	+12,6%

Sales ÷ Crop	66,1%	72,4%	70,8%	70,1%	67,1%
Sales ÷ Supply	60,6%	65,0%	64,0%	63,7%	60,7%

California | Sales | March to May - On Season

Metric tons (inshell equivalent)	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Initial inventory	427.659	326.675	339.493	312.504	364.333
USA Canada	60.612	56.332	57.444	47.369	50.710
Europe	41.443	34.180	32.251	30.147	26.931
Medium East India & Pakistan	9.875	4.278	7.433	4.786	8.084
Japan Korea	31.101	22.069	21.325	21.619	22.198
China & Hong Kong Vietnam	1.085	580	967	1.858	2.304
Others Asia & Pacific Rim	6.821	3.953	5.271	4.584	7.856
Mexico Central & South America	4	0	43	46	48
Others	723	402	637	706	1.033
Total sales	151.665	121.794	125.371	111.115	119.164

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+30,9%	+26,0%	+36,8%	+17,4%
+7,6%	+5,5%	+28,0%	+19,5%
+21,3%	+28,5%	+37,5%	+53,9%
+130,8%	+32,9%	+106,3%	+22,2%
+40,9%	+45,8%	+43,9%	+40,1%
+87,1%	+12,2%	-41,6%	-52,9%
+72,5%	+29,4%	+48,8%	-13,2%
+0,0%	-91,5%	-92,0%	-92,4%
+80,1%	+13,5%	+2,5%	-30,0%
+24,5%	+21,0%	+36,5%	+27,3%

Sales ÷ Crop	23,6%	23,2%	23,4%	22,1%	21,1%
Sales ÷ Supply	21,6%	20,8%	21,1%	20,0%	19,1%
Sales ÷ Initial inventory	35,5%	37,3%	36,9%	35,6%	32,7%

Chile | Crop & Supply

Metric tons (inshell equivalent)	Chilean Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Export crop	80.385	71.752	65.316	63.540	54.342
Carry-In	580	580	1.609	61	2.783
Total Supply	80.965	72.332	66.925	63.601	57.125
% Crop shelled	54%	52%	47%	49%	49%

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+12,0%	+23,1%	+26,5%	+47,9%
+0,0%	-64,0%	+854,4%	-79,2%
+11,9%	+21,0%	+27,3%	+41,7%

Chile | Sales | March to May - On Season

Metric tons (inshell equivalent)	Chilean Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
USA Canada	0	0	0	0	0
Europe	4.197	4.194	3.921	3.329	4.164
Medium East India & Pakistan	612	628	563	143	2.353
Japan Korea	300	232	372	192	1.420
China & Hong Kong Vietnam	35	0	0	0	0
Others Asia & Pacific Rim	50	37	184	22	0
Mexico Central & South America	1.145	534	1.276	697	1.502
Others	0	0	0	-0	565
Total	6.339	5.624	6.316	4.382	10.004
Final inventory	74.626	66.707	60.609	59.219	47.121

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+0,0%	+0,0%	+0,0%	+0,0%
+0,1%	+7,0%	+26,1%	+0,8%
-2,5%	+8,7%	+326,7%	-74,0%
+29,3%	-19,3%	+56,3%	-78,9%
+0,0%	+0,0%	+0,0%	+0,0%
+34,0%	-73,0%	+124,9%	+0,0%
+114,5%	-10,3%	+64,3%	-23,8%
+0,0%	+0,0%	-100,0%	-100,0%
+12,7%	+0,4%	+44,7%	-36,6%
+11,9%	+23,1%	+26,0%	+58,4%

Sales ÷ Crop	7,9%	7,8%	9,7%	6,9%	18,4%
Sales ÷ Supply	7,8%	7,8%	9,4%	6,9%	17,5%

California + Chile | Sales | March to May

Metric tons (inshell equivalent)	Chilean Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Joint starting inventory	508.625	399.006	406.418	376.105	421.458
USA Canada	60.612	56.332	57.444	47.369	50.710
Europe	45.641	38.374	36.172	33.476	31.094
Medium East India & Pakistan	10.488	4.906	7.996	4.930	10.437
Japan Korea	31.400	22.301	21.696	21.811	23.618
China & Hong Kong Vietnam	1.121	580	967	1.858	2.304
Others Asia & Pacific Rim	6.871	3.991	5.455	4.606	7.856
Mexico Central & South America	1.148	534	1.319	742	1.550
Others	723	402	637	706	1.598
Total sales	158.004	127.419	131.687	115.497	129.168
Joint ending inventory	350.620	271.587	274.731	260.607	292.290

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+27,5%	+25,1%	+35,2%	+20,7%
+7,6%	+5,5%	+28,0%	+19,5%
+18,9%	+26,2%	+36,3%	+46,8%
+113,8%	+31,2%	+112,7%	+0,5%
+40,8%	+44,7%	+44,0%	+32,9%
+93,2%	+15,9%	-39,7%	-51,4%
+72,2%	+25,9%	+49,2%	-12,5%
+115,2%	-13,0%	+54,7%	-25,9%
+80,1%	+13,5%	+2,5%	-54,7%
+24,0%	+20,0%	+36,8%	+22,3%
+29,1%	+27,6%	+34,5%	+20,0%

Sales ÷ Starting inventory	31,1%	31,9%	32,4%	30,7%	30,6%
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walnut sales forecast

June 16th, 2021

California walnut sales forecast

Metric tons [Inshell equivalent]	2021						2022						TOTAL	MAY		
	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB		FCST	REAL	DIF.
USA Canada	21.232	22.039	18.271	19.626	18.087	20.999	21.710	30.588	29.178	20.546	19.274	17.918	259.467	18.443	18.271	-173
Europe	20.606	15.672	9.164	8.113	4.709	1.551	8.419	36.842	21.026	19.303	16.998	14.714	177.117	11.147	9.164	-1.983
Medium East India & Pakistan	11.969	4.340	2.725	2.362	1.418	1.814	4.134	27.419	34.662	23.077	19.906	15.465	149.291	3.104	2.725	-378
Japan Korea	10.923	11.502	8.675	3.913	1.461	1.632	2.231	5.956	7.657	8.522	8.095	7.518	78.085	6.635	8.675	2.040
China & Hong Kong Vietnam	1.614	818	568	221	163	214	1.108	6.559	4.604	1.624	1.628	1.373	20.494	400	568	168
Others Asia & Pacific Rim	3.098	2.640	1.083	2.418	1.571	1.372	1.141	2.436	3.088	2.981	2.648	2.471	26.947	2.213	1.083	-1.130
Mexico Central & South America	0	0	4	250	35	20	41	85	104	44	67	10	659	37	4	-33
Others	364	460	106	194	143	96	305	1.067	1.038	636	599	565	5.571	183	106	-77
Total sales by market	69.805	57.471	40.596	37.096	27.587	27.698	39.089	110.952	101.357	76.731	69.216	60.034	717.632	42.163	40.596	-1.566
Season to date sales	69.805	127.276	167.872	204.968	232.556	260.253	299.342	410.294	511.651	588.382	657.598	717.632		169.438	167.872	-1.566
Sales ÷ Crop	10%	18%	24%	29%	33%	37%	43%	59%	73%	84%	94%	102%		24%	24%	0%
Sales ÷ Supply	9%	17%	22%	27%	30%	34%	38%	52%	65%	75%	83%	91%		22%	22%	0%

Initial stock	348.422	278.617	221.146	180.550	143.453	115.866	88.168	749.609	638.656	537.300	460.568	391.353	348.422	221.146	221.146	0
Crop of the year	0	0	0	0	0	0	700.529	0	0	0	0	0	700.529	0	0	0
Monthly sales	-69.805	-57.471	-40.596	-37.096	-27.587	-27.698	-39.089	-110.952	-101.357	-76.731	-69.216	-60.034	-717.632	-42.163	-40.596	1.566
Final stock (2021/22)	278.617	221.146	180.550	143.453	115.866	88.168	749.609	638.656	537.300	460.568	391.353	331.319	331.319	178.983	180.550	1.566
Final stock [2020/21]	222.909	180.843	147.557	112.572	85.279	58.046	742.629	648.570	542.877	463.925	406.951	348.422				
Final stock [2019/20]	219.224	173.674	138.516	107.715	82.753	60.037	627.918	541.358	450.480	386.211	330.313	279.221				

Chilean walnut sales forecast

Metric tons [Inshell equivalent]	2021						2022						TOTAL	MAY		
	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
Europe	219	2.294	7.820	11.013	11.925	8.629	10.428	7.867	4.581	3.720	2.013	1.378	71.888	6.377	7.820	1.442
Medium East India & Pakistan	247	5.914	13.513	6.953	7.106	4.718	2.486	1.443	937	717	658	558	45.251	11.946	13.513	1.567
Japan Korea	0	0	300	203	102	185	82	74	34	28	0	0	1.008	132	300	168
China & Hong Kong Vietnam	0	277	1.559	1.332	1.345	3.006	1.072	370	182	88	92	89	9.413	1.248	1.559	311
Others Asia & Pacific Rim	0	23	200	330	209	263	399	277	108	208	60	54	2.131	170	200	30
Mexico Central & South America	59	553	1.069	1.342	1.363	1.122	1.529	1.690	1.579	1.079	635	901	12.921	753	1.069	315
Others	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total sales by market	524	9.061	24.460	21.174	22.051	17.923	15.995	11.721	7.420	5.841	3.459	2.980	142.611	20.626	24.460	3.834
Season to date sales	524	9.586	34.046	55.220	77.271	95.194	111.189	122.910	130.331	136.172	139.631	142.611		30.211	34.046	3.834
Sales ÷ Crop	0%	7%	24%	39%	54%	66%	78%	86%	91%	95%	97%	99%		21%	24%	3%
Sales ÷ Supply	0%	7%	24%	38%	54%	66%	77%	85%	91%	95%	97%	99%		21%	24%	3%

Initial stock	580	143.441	134.380	109.920	88.745	66.695	48.772	32.776	21.055	13.635	7.794	4.334	580	134.380	134.380	0
Crop of the year [for exports]	143.385	0	0	0	0	0	0	0	0	0	0	0	143.385	0	0	0
Monthly sales	-524	-9.061	-24.460	-21.174	-22.051	-17.923	-15.995	-11.721	-7.420	-5.841	-3.459	-2.980	-142.611	-20.626	-24.460	-3.834
Final stock (2021/22)	143.441	134.380	109.920	88.745	66.695	48.772	32.776	21.055	13.635	7.794	4.334	1.354	1.354	113.754	109.920	-3.834
Final stock [2020/21]	131.146	124.233	104.123	84.642	64.903	46.159	30.195	18.185	11.328	5.807	1.609	131				
Final stock [2019/20]	134.656	118.147	93.381	65.013	45.716	27.935	18.235	12.955	6.574	3.305	1.944	948				

California + Chile

Metric tons [Inshell equivalent]	2021						2022						TOTAL	MAY		
	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB		FCST	REAL	DIF.
Total sales	70.329	66.532	65.056	58.270	49.638	45.621	55.084	122.673	108.777	82.572	72.675	63.014	860.243	62.788	65.056	2.268
Final stock (2021/22)	422.058	355.526	290.469	232.199	182.561	136.940	782.385	659.712	550.935	468.362	395.687	332.673	332.673	292.737	290.469	-2.268
Final stock [2020/21]	354.055	305.076	251.680	197.215	150.182	104.206	772.824	666.755	554.205	469.733	408.560	348.553				
Final stock [2019/20]	353.879	291.821	231.897	172.728	128.470	87.972	646.154	554.313	457.055	389.516	332.256	280.168				