

# monthly walnut sales report

October 16th, 2020

## Chile | Crop & Supply

Metric tons (Inshell equivalent)	Season					2020/21 vs.			
	2020/21	2019/20	2018/19	2017/18	2016/17	2019/20	2018/19	2017/18	2016/17
Export crop	122.500	134.591	125.359	106.314	76.103	-9,0%	-2,3%	+15,2%	+61,0%
Carry-In	580	1.609	61	2.783	1.153	-64,0%	+854,4%	-79,2%	-49,7%
Total Export Supply	123.080	136.200	125.420	109.098	77.255	-9,6%	-1,9%	+12,8%	+59,3%

## Chile | Sales | March to September

Metric tons (Inshell equivalent)	Season					2020/21 vs.			
	2020/21	2019/20	2018/19	2017/18	2016/17	2019/20	2018/19	2017/18	2016/17
USA   Canada	0	0	0	0	277	+0,0%	+0,0%	+0,0%	-100,0%
Europe	48.988	50.653	40.253	38.606	20.876	-3,3%	+21,7%	+26,9%	+134,7%
Medium East   India & Pakistan	35.722	48.940	43.042	43.466	28.725	-27,0%	-17,0%	-17,8%	+24,4%
Japan   Korea	774	1.363	1.102	1.534	2.857	-43,2%	-29,8%	-49,5%	-72,9%
China & Hong Kong   Vietnam	8.612	8.757	3.696	917	1.080	-1,7%	+133,0%	+839,1%	+697,6%
Others Asia & Pacific Rim	1.577	1.454	999		422	+8,5%	+57,9%	+0,0%	+273,8%
Mexico   Central & South America	5.883	6.798	6.656	5.575	5.099	-13,5%	-11,6%	+5,5%	+15,4%
Others	0	0	-0	3.014	0	-100,0%	-100,0%	-100,0%	+0,0%
Total sales	101.556	117.965	95.748	93.112	59.335	-13,9%	+6,1%	+9,1%	+71,2%
Final inventory	21.524	18.235	29.672	15.985	17.920	+18,0%	-27,5%	+34,6%	+20,1%

Sales ÷ Crop	82,9%	87,6%	76,4%	87,6%	78,0%
Sales ÷ Supply	82,5%	86,6%	76,3%	85,3%	76,8%

## Chile | Sales | September - Off Season

Metric tons (Inshell equivalent)	Season					2020/21 vs.			
	2020/21	2019/20	2018/19	2017/18	2016/17	2019/20	2018/19	2017/18	2016/17
Initial inventory	37.488	27.935	42.889	27.092	24.589	+34,2%	-12,6%	+38,4%	+52,5%
USA   Canada	0	0	0	0	177	+0,0%	+0,0%	+0,0%	-100,0%
Europe	8.823	6.206	8.186	6.873	3.809	+42,2%	+7,8%	+28,4%	+131,6%
Medium East   India & Pakistan	3.940	1.589	2.561	2.253	868	+147,9%	+53,9%	+74,9%	+354,0%
Japan   Korea	99	76	131	108	342	+29,6%	-24,2%	-8,6%	-71,0%
China & Hong Kong   Vietnam	1.189	286	481	20	79	+315,6%	+147,3%	+5846,7%	+1400,7%
Others Asia & Pacific Rim	206	149	291	0	61	+38,1%	-29,2%	+0,0%	+237,5%
Mexico   Central & South America	1.707	1.393	1.567	1.426	1.333	+22,5%	+8,9%	+19,7%	+28,1%
Others	0	0	0	426	0	+0,0%	+0,0%	-100,0%	+0,0%
Total sales	15.964	9.700	13.216	11.106	6.669	+64,6%	+20,8%	+43,7%	+139,4%

Sales ÷ Crop	13,0%	7,2%	10,5%	10,4%	8,8%
Sales ÷ Supply	13,0%	7,1%	10,5%	10,2%	8,6%
Sales ÷ Initial inventory	42,6%	34,7%	30,8%	41,0%	27,1%



## California | Crop & Supply

Metric tons (inshell equivalent)	Season					2020/21 vs.			
	2020/21	2019/20	2018/19	2017/18	2016/17	2019/20	2018/19	2017/18	2016/17
Crop	707.605	590.333	610.285	569.529	620.822	+19,9%	+15,9%	+24,2%	+14,0%
Carry-In	58.046	60.037	57.642	50.781	59.121	-3,3%	+0,7%	+14,3%	-1,8%
Total Supply	765.651	650.370	667.926	620.310	679.943	+17,7%	+14,6%	+23,4%	+12,6%

## California | Sales | September - On Season

Metric tons (inshell equivalent)	Season					2020/21 vs.			
	2020/21	2019/20	2018/19	2017/18	2016/17	2019/20	2018/19	2017/18	2016/17
USA   Canada	20.064	19.192	17.814	16.089	19.785	+4,5%	+12,6%	+24,7%	+1,4%
Europe	3.527	2.517	2.859	2.262	11.767	+40,1%	+23,4%	+55,9%	-70,0%
Medium East   India & Pakistan	910	1.045	980	1.061	6.231	-12,9%	-7,2%	-14,3%	-85,4%
Japan   Korea	1.146	1.152	1.812	953	2.052	-0,6%	-36,8%	+20,2%	-44,2%
China & Hong Kong   Vietnam	25	38	82	842	3.293	-33,4%	-69,0%	-97,0%	-99,2%
Others Asia & Pacific Rim	634	374	311	641	1.662	+69,5%	+103,7%	-1,0%	-61,8%
Mexico   Central & South America	0	0	10	69	61	+0,0%	-100,0%	-100,0%	-100,0%
Others	122	93	189	62	340	+31,4%	-35,6%	+97,3%	-64,2%
Total	26.428	24.411	24.058	21.978	45.191	+8,3%	+9,9%	+20,2%	-41,5%
Final export inventory	739.223	625.959	643.869	598.332	634.753	+18,1%	+14,8%	+23,5%	+16,5%

Sales ÷ Crop	3,7%	4,1%	3,9%	3,9%	7,3%
Sales ÷ Supply	3,5%	3,8%	3,6%	3,5%	6,6%

## California + Chile | Sales | September

Metric tons (inshell equivalent)	California Season					2020/21 vs.			
	2020/21	2019/20	2018/19	2017/18	2016/17	2019/20	2018/19	2017/18	2016/17
Joint starting inventory	803.139	678.305	710.815	647.402	704.532	+18,4%	+13,0%	+24,1%	+14,0%
USA   Canada	20.064	19.192	17.814	16.089	19.961	+4,5%	+12,6%	+24,7%	+0,5%
Europe	12.350	8.723	11.045	9.135	15.576	+41,6%	+11,8%	+35,2%	-20,7%
Medium East   India & Pakistan	4.850	2.634	3.541	3.314	7.098	+84,1%	+37,0%	+46,3%	-31,7%
Japan   Korea	1.245	1.229	1.943	1.061	2.394	+1,3%	-35,9%	+17,3%	-48,0%
China & Hong Kong   Vietnam	1.215	324	563	862	3.372	+274,5%	+115,7%	+40,9%	-64,0%
Others Asia & Pacific Rim	840	523	603	641	1.723	+60,6%	+39,4%	+31,2%	-51,2%
Mexico   Central & South America	1.707	1.393	1.577	1.495	1.394	+22,5%	+8,2%	+14,1%	+22,5%
Others	122	93	189	488	340	+31,4%	-35,6%	-75,0%	-64,2%
Total sales	42.392	34.111	37.274	33.084	51.859	+24,3%	+13,7%	+28,1%	-18,3%
Joint ending inventory	760.747	644.194	673.541	614.318	652.673	+18,1%	+12,9%	+23,8%	+16,6%

Sales ÷ Starting inventory	5,3%	5,0%	5,2%	5,1%	7,4%
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## monthly inshell walnut sales report

October 16th, 2020

### Chile | Crop & Supply

Metric tons	Season					2020/21 vs.			
	2020/21	2019/20	2018/19	2017/18	2016/17	2019/20	2018/19	2017/18	2016/17
Export crop	64.000	73.910	65.846	56.122	35.029	-13,4%	-2,8%	+14,0%	+82,7%
Carry-In	0	0	0	0	0	+0,0%	+0,0%	+0,0%	+0,0%
Total Export Supply	64.000	73.910	65.846	56.122	35.029	-13,4%	-2,8%	+14,0%	+82,7%
% Crop inshell	52%	55%	53%	53%	46%				

### Chile | Sales | March to September

Metric tons	Season					2020/21 vs.			
	2020/21	2019/20	2018/19	2017/18	2016/17	2019/20	2018/19	2017/18	2016/17
USA   Canada	0	0	0	0	9	+0,0%	+0,0%	+0,0%	-100,0%
Europe	16.207	15.490	13.085	11.767	6.358	+4,6%	+23,9%	+37,7%	+154,9%
Medium East   India & Pakistan	32.805	46.017	41.874	40.020	25.792	-28,7%	-21,7%	-18,0%	+27,2%
Japan   Korea	0	0	0	0	30	+0,0%	+0,0%	+0,0%	-100,0%
China & Hong Kong   Vietnam	8.612	8.418	3.649	917	1.027	+2,3%	+136,0%	+839,1%	+738,6%
Others Asia & Pacific Rim	1.039	874	732	0	0	+18,9%	+42,0%	+0,0%	+0,0%
Mexico   Central & South America	1.413	1.187	1.269	507	516	+19,0%	+11,3%	+178,4%	+173,6%
Others	0	0	0	1.189	0	+0,0%	+0,0%	-100,0%	+0,0%
Total sales	60.075	71.986	60.609	54.400	33.732	-16,5%	-0,9%	+10,4%	+78,1%
Final inventory	3.925	1.924	5.237	1.722	1.297	+104,0%	-25,1%	+127,9%	+202,7%
Sales ÷ Crop	93,9%	97,4%	92,0%	96,9%	96,3%				
Sales ÷ Supply	93,9%	97,4%	92,0%	96,9%	96,3%				

### Chile | Sales | September - Off Season

Metric tons	Season					2020/21 vs.			
	2020/21	2019/20	2018/19	2017/18	2016/17	2019/20	2018/19	2017/18	2016/17
Initial inventory	10.401	4.497	9.801	4.463	2.171	+131,3%	+6,1%	+133,1%	+379,1%
USA   Canada	0	0	0	0	0	+0,0%	+0,0%	+0,0%	+0,0%
Europe	1.608	579	1.307	802	365	+177,5%	+23,0%	+100,3%	+339,9%
Medium East   India & Pakistan	3.217	1.457	2.230	1.781	259	+120,9%	+44,3%	+80,6%	+1141,6%
Japan   Korea	0	0	0	0	10	+0,0%	+0,0%	+0,0%	-100,0%
China & Hong Kong   Vietnam	1.189	244	481	20	79	+387,1%	+147,3%	+5846,6%	+1400,7%
Others Asia & Pacific Rim	18	65	224	0	0	-72,0%	-91,9%	+0,0%	+0,0%
Mexico   Central & South America	445	227	322	132	161	+95,5%	+37,9%	+236,0%	+176,6%
Others	0	0	0	5	0	+0,0%	+0,0%	-100,0%	+0,0%
Total sales	6.477	2.573	4.564	2.741	875	+151,8%	+41,9%	+136,3%	+640,6%
Sales ÷ Crop	10,1%	3,5%	6,9%	4,9%	2,5%				
Sales ÷ Supply	10,1%	3,5%	6,9%	4,9%	2,5%				
Sales ÷ Initial inventory	62,3%	57,2%	46,6%	61,4%	40,3%				



## California | Crop & Supply

Metric tons	Season					2020/21 vs.			
	2020/21	2019/20	2018/19	2017/18	2016/17	2019/20	2018/19	2017/18	2016/17
Crop	175.000	130.183	153.325	138.043	178.161	+34,4%	+14,1%	+26,8%	-1,8%
Carry-In	2.558	1.192	1.564	961	1.699	+114,5%	+63,5%	+166,3%	+50,6%
Total Supply	177.558	131.375	154.889	139.004	179.860	+35,2%	+14,6%	+27,7%	-1,3%
% Crop inshell	25%	22%	25%	24%	29%				

## California | Sales | September - On Season

Metric tons	Season					2020/21 vs.			
	2020/21	2019/20	2018/19	2017/18	2016/17	2019/20	2018/19	2017/18	2016/17
USA   Canada	416	133	178	1.131	636	+213,7%	+133,7%	-63,2%	-34,6%
Europe	1.602	855	980	879	5.719	+87,3%	+63,4%	+82,2%	-72,0%
Medium East   India & Pakistan	536	868	679	756	5.893	-38,3%	-21,1%	-29,2%	-90,9%
Japan   Korea	0	0	0	0	0	+0,0%	+0,0%	+0,0%	+0,0%
China & Hong Kong   Vietnam	0	6	9	420	3.157	-100,0%	-100,0%	-100,0%	-100,0%
Others Asia & Pacific Rim	0	0	0	0	0	+0,0%	+0,0%	+0,0%	+0,0%
Mexico   Central & South America	0	0	0	0	22	+0,0%	+0,0%	+0,0%	-100,0%
Others	76	0	30	39	105	+0,0%	+154,0%	+94,8%	-27,6%
Total	2.629	1.862	1.876	3.225	15.531	+41,2%	+40,1%	-18,5%	-83,1%
Final export inventory	174.929	129.513	153.013	135.778	164.328	+35,1%	+14,3%	+28,8%	+6,5%

Sales ÷ Crop	1,5%	1,4%	1,2%	2,3%	8,7%
Sales ÷ Supply	1,5%	1,4%	1,2%	2,3%	8,6%

## California + Chile | Sales | September

Metric tons	California Season					2020/21 vs.			
	2020/21	2019/20	2018/19	2017/18	2016/17	2019/20	2018/19	2017/18	2016/17
Joint starting inventory	187.960	135.872	164.690	143.466	182.031	+38,3%	+14,1%	+31,0%	+3,3%
USA   Canada	416	133	178	1.131	636	+213,7%	+133,7%	-63,2%	-34,6%
Europe	3.210	1.435	2.287	1.682	6.085	+123,7%	+40,3%	+90,9%	-47,3%
Medium East   India & Pakistan	3.753	2.325	2.909	2.537	6.152	+61,4%	+29,0%	+47,9%	-39,0%
Japan   Korea	0	0	0	0	10	+0,0%	+0,0%	+0,0%	-100,0%
China & Hong Kong   Vietnam	1.189	251	490	440	3.236	+374,7%	+142,6%	+170,3%	-63,3%
Others Asia & Pacific Rim	18	65	224	0	0	-72,0%	-91,9%	+0,0%	+0,0%
Mexico   Central & South America	445	227	322	132	183	+95,5%	+37,9%	+236,0%	+143,2%
Others	76	0	30	44	105	+0,0%	+154,0%	+72,7%	-27,6%
Total sales	9.106	4.435	6.440	5.966	16.406	+105,3%	+41,4%	+52,6%	-44,5%
Joint ending inventory	178.854	131.437	158.250	137.500	165.625	+36,1%	+13,0%	+30,1%	+8,0%

Sales ÷ Starting inventory	4,8%	3,3%	3,9%	4,2%	9,0%
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## monthly shelled walnut sales report

October 16th, 2020

### Chile | Crop & Supply

Metric tons (Inshell equivalent)	Season					2020/21 vs.			
	2020/21	2019/20	2018/19	2017/18	2016/17	2019/20	2018/19	2017/18	2016/17
Export crop	58.500	60.681	59.513	50.192	41.074	-3,6%	-1,7%	+16,6%	+42,4%
Carry-In	580	1.609	61	2.783	1.153	-64,0%	+854,4%	-79,2%	-49,7%
Total Export Supply	59.080	62.290	59.574	52.975	42.226	-5,2%	-0,8%	+11,5%	+39,9%
% Crop shelled	48%	45%	47%	47%	54%				

### Chile | Sales | March to September

Metric tons (Inshell equivalent)	Season					2019/20 vs.			
	2020/21	2019/20	2018/19	2017/18	2016/17	2018/19	2017/18	2016/17	2015/16
USA   Canada	0	0	0	0	267	+0,0%	+0,0%	+0,0%	-100,0%
Europe	32.782	35.164	27.168	26.840	14.518	-6,8%	+20,7%	+22,1%	+125,8%
Medium East   India & Pakistan	2.917	2.923	1.168	3.446	2.932	-0,2%	+149,8%	-15,4%	-0,5%
Japan   Korea	774	1.363	1.102	1.534	2.827	-43,2%	-29,8%	-49,5%	-72,6%
China & Hong Kong   Vietnam	0	338	46	0	53	-100,0%	-100,0%	+0,0%	-100,0%
Others Asia & Pacific Rim	538	580	267	0	422	-7,3%	+101,2%	+0,0%	+27,5%
Mexico   Central & South America	4.470	5.611	5.387	5.067	4.583	-20,3%	-17,0%	-11,8%	-2,5%
Others	0	0	0	1.825	0	+0,0%	+0,0%	-100,0%	+0,0%
Total sales	41.480	45.979	35.138	38.712	25.603	-9,8%	+18,0%	+7,2%	+62,0%
Final inventory	17.600	16.311	24.436	14.264	16.624	+7,9%	-28,0%	+23,4%	+5,9%
Sales ÷ Crop	70,9%	75,8%	59,0%	77,1%	62,3%				
Sales ÷ Supply	70,2%	73,8%	59,0%	73,1%	60,6%				

### Chile | Sales | September - Off Season

Metric tons (Inshell equivalent)	Season					2019/20 vs.			
	2020/21	2019/20	2018/19	2017/18	2016/17	2018/19	2017/18	2016/17	2015/16
Initial inventory	27.087	23.439	33.088	22.629	22.418	+15,6%	-18,1%	+19,7%	+20,8%
USA   Canada	0	0	0	0	177	+0,0%	+0,0%	+0,0%	-100,0%
Europe	7.215	5.626	6.879	6.070	3.444	+28,2%	+4,9%	+18,9%	+109,5%
Medium East   India & Pakistan	723	133	331	472	609	+444,4%	+118,4%	+53,2%	+18,8%
Japan   Korea	99	76	131	108	332	+29,6%	-24,2%	-8,6%	-70,2%
China & Hong Kong   Vietnam	0	42	0	0	0	-99,9%	+0,0%	+0,0%	+0,0%
Others Asia & Pacific Rim	188	84	67	0	61	+123,1%	+179,5%	+0,0%	+207,7%
Mexico   Central & South America	1.262	1.166	1.244	1.294	1.172	+8,3%	+1,4%	-2,5%	+7,7%
Others	0	0	0	421	0	+0,0%	+0,0%	-100,0%	+0,0%
Total sales	9.487	7.128	8.652	8.366	5.794	+33,1%	+9,6%	+13,4%	+63,7%
Sales ÷ Crop	16,2%	11,7%	14,5%	16,7%	14,1%				
Sales ÷ Supply	16,1%	11,4%	14,5%	15,8%	13,7%				
Sales ÷ Initial inventory	35,0%	30,4%	26,1%	37,0%	25,8%				



## California | Crop & Supply

Metric tons (Inshell equivalent)	Season					2020/21 vs.			
	2020/21	2019/20	2018/19	2017/18	2016/17	2019/20	2018/19	2017/18	2016/17
Crop	532.605	460.150	456.960	431.487	442.661	+15,7%	+16,6%	+23,4%	+20,3%
Carry-In	55.488	58.844	56.077	49.820	57.422	-5,7%	-1,1%	+11,4%	-3,4%
Total Supply	588.093	518.994	513.037	481.306	500.083	+13,3%	+14,6%	+22,2%	+17,6%
% Crop shelled	75%	78%	75%	76%	71%				

## California | Sales | September - On Season

Metric tons (Inshell equivalent)	Season					2020/21 vs.			
	2020/21	2019/20	2018/19	2017/18	2016/17	2019/20	2018/19	2017/18	2016/17
USA   Canada	19.648	19.059	17.636	14.958	19.149	+3,1%	+11,4%	+31,4%	+2,6%
Europe	1.926	1.662	1.879	1.383	6.048	+15,9%	+2,5%	+39,3%	-68,2%
Medium East   India & Pakistan	374	177	301	305	338	+111,6%	+24,2%	+22,8%	+10,7%
Japan   Korea	1.146	1.152	1.812	953	2.052	-0,6%	-36,8%	+20,2%	-44,2%
China & Hong Kong   Vietnam	25	32	73	422	136	-20,0%	-65,1%	-94,0%	-81,3%
Others Asia & Pacific Rim	634	374	311	641	1.662	+69,5%	+103,7%	-1,0%	-61,8%
Mexico   Central & South America	0	0	10	69	39	+0,0%	-100,0%	-100,0%	-100,0%
Others	46	93	159	23	235	-50,7%	-71,3%	+101,6%	-80,6%
Total	23.799	22.549	22.182	18.753	29.659	+5,5%	+7,3%	+26,9%	-19,8%
Final export inventory	564.294	496.446	490.856	462.554	470.424	+13,7%	+15,0%	+22,0%	+20,0%

Sales ÷ Crop	4,5%	4,9%	4,9%	4,3%	6,7%
Sales ÷ Supply	4,0%	4,3%	4,3%	3,9%	5,9%

## California + Chile | Sales | September

Metric tons (Inshell equivalent)	California Season					2020/21 vs.			
	2020/21	2019/20	2018/19	2017/18	2016/17	2019/20	2018/19	2017/18	2016/17
Joint starting inventory	615.180	542.433	546.125	503.936	522.501	+13,4%	+12,6%	+22,1%	+17,7%
USA   Canada	19.648	19.059	17.636	14.958	19.326	+3,1%	+11,4%	+31,4%	+1,7%
Europe	9.140	7.288	8.758	7.453	9.492	+25,4%	+4,4%	+22,6%	-3,7%
Medium East   India & Pakistan	1.097	310	632	777	947	+254,3%	+73,5%	+41,3%	+15,9%
Japan   Korea	1.245	1.229	1.943	1.061	2.384	+1,3%	-35,9%	+17,3%	-47,8%
China & Hong Kong   Vietnam	25	74	73	422	136	-65,5%	-65,1%	-94,0%	-81,3%
Others Asia & Pacific Rim	822	458	379	641	1.723	+79,4%	+117,1%	+28,3%	-52,3%
Mexico   Central & South America	1.262	1.166	1.254	1.363	1.211	+8,3%	+0,6%	-7,4%	+4,2%
Others	46	93	159	444	235	-50,7%	-71,3%	-89,7%	-80,6%
Total sales	33.286	29.676	30.834	27.118	35.453	+12,2%	+8,0%	+22,7%	-6,1%
Joint ending inventory	581.894	512.757	515.291	476.817	487.048	+13,5%	+12,9%	+22,0%	+19,5%

Sales ÷ Starting inventory	5,4%	5,5%	5,6%	5,4%	6,8%
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