



MONTHLY WALNUT SALES REPORT

July 14th, 2020

CALIFORNIA | Crop & Supply

| Metric tons (inshell equivalent) | Season | | | | | 2019/20 vs. | | | |
|----------------------------------|----------------|----------------|----------------|----------------|----------------|--------------|--------------|--------------|--------------|
| | 2019/20 | 2018/19 | 2017/18 | 2016/17 | 2015/16 | 2018/19 | 2017/18 | 2016/17 | 2015/16 |
| Crop | 590.333 | 610.285 | 569.529 | 620.822 | 545.539 | -3,3% | +3,7% | -4,9% | +8,2% |
| Carry-In | 60.037 | 57.642 | 50.781 | 59.121 | 75.760 | +4,2% | +18,2% | +1,5% | -20,8% |
| Total Supply | 650.370 | 667.926 | 620.310 | 679.943 | 621.299 | -2,6% | +4,8% | -4,3% | +4,7% |

CALIFORNIA | Sales | September to June

| Metric tons (inshell equivalent) | Season | | | | | 2019/20 vs. | | | |
|----------------------------------|----------------|----------------|----------------|----------------|----------------|--------------|--------------|--------------|--------------|
| | 2019/20 | 2018/19 | 2017/18 | 2016/17 | 2015/16 | 2018/19 | 2017/18 | 2016/17 | 2015/16 |
| USA Canada | 196.532 | 200.093 | 176.843 | 186.102 | 181.524 | -1,8% | +11,1% | +5,6% | +8,3% |
| Europe | 149.359 | 135.807 | 139.685 | 141.333 | 114.926 | +10,0% | +6,9% | +5,7% | +30,0% |
| Medium East India & Pakistan | 95.693 | 128.796 | 86.576 | 119.553 | 79.572 | -25,7% | +10,5% | -20,0% | +20,3% |
| Japan Korea | 56.613 | 59.192 | 65.283 | 61.712 | 51.863 | -4,4% | -13,3% | -8,3% | +9,2% |
| China & Hong Kong Vietnam | 9.090 | 13.415 | 21.859 | 44.481 | 41.034 | -32,2% | -58,4% | -79,6% | -77,8% |
| Others Pacific Rim | 16.643 | 19.255 | 18.265 | 22.092 | 23.533 | -13,6% | -8,9% | -24,7% | -29,3% |
| Mexico Central & South America | 426 | 351 | 371 | 543 | 985 | +21,6% | +14,8% | -21,5% | -56,7% |
| Others | 2.492 | 3.610 | 3.926 | 6.087 | 6.201 | -31,0% | -36,5% | -59,1% | -59,8% |
| Total sales | 526.847 | 560.516 | 512.809 | 581.905 | 499.637 | -6,0% | +2,7% | -9,5% | +5,4% |
| Final inventory | 123.522 | 107.410 | 107.502 | 98.038 | 121.662 | +15,0% | +14,9% | +26,0% | +1,5% |

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|----------------|-------|-------|-------|-------|-------|
| Sales ÷ Crop | 89,2% | 91,8% | 90,0% | 93,7% | 91,6% |
| Sales ÷ Supply | 81,0% | 83,9% | 82,7% | 85,6% | 80,4% |

CALIFORNIA | Sales | March to June - Off Season

| Metric tons (inshell equivalent) | Season | | | | | 2019/20 vs. | | | |
|----------------------------------|----------------|----------------|----------------|----------------|----------------|--------------|--------------|--------------|--------------|
| | 2019/20 | 2018/19 | 2017/18 | 2016/17 | 2015/16 | 2018/19 | 2017/18 | 2016/17 | 2015/16 |
| Initial inventory | 285.311 | 275.183 | 255.908 | 256.395 | 284.510 | +3,7% | +11,5% | +11,3% | +0,3% |
| USA Canada | 73.407 | 76.222 | 64.651 | 68.786 | 79.756 | -3,7% | +13,5% | +6,7% | -8,0% |
| Europe | 41.189 | 39.875 | 35.785 | 33.533 | 29.698 | +3,3% | +15,1% | +22,8% | +38,7% |
| Medium East India & Pakistan | 14.223 | 16.372 | 13.203 | 14.782 | 14.247 | -13,1% | +7,7% | -3,8% | -0,2% |
| Japan Korea | 25.459 | 25.509 | 25.282 | 26.160 | 25.402 | -0,2% | +0,7% | -2,7% | +0,2% |
| China & Hong Kong Vietnam | 1.608 | 2.057 | 2.773 | 4.395 | 2.495 | -21,9% | -42,0% | -63,4% | -35,6% |
| Others Pacific Rim | 5.297 | 6.630 | 5.738 | 9.142 | 8.878 | -20,1% | -7,7% | -42,1% | -40,3% |
| Mexico Central & South America | 0 | 163 | 68 | 120 | 94 | -100,0% | -100,0% | -100,0% | -100,0% |
| Others | 605 | 945 | 908 | 1.438 | 2.279 | -35,9% | -33,3% | -57,9% | -73,4% |
| Total sales | 161.789 | 167.773 | 148.407 | 158.356 | 162.848 | -3,6% | +9,0% | +2,2% | -0,7% |

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|---------------------------|-------|-------|-------|-------|-------|
| Sales ÷ Crop | 27,4% | 27,5% | 26,1% | 25,5% | 29,9% |
| Sales ÷ Supply | 24,9% | 25,1% | 23,9% | 23,3% | 26,2% |
| Sales ÷ Initial inventory | 56,7% | 61,0% | 58,0% | 61,8% | 57,2% |

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 June - 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 | 0 | 0 | 0 | 0 | 23 | +0,0% | +0,0% | +0,0% | -100,0% |
| Europe | 19.579 | 22.705 | 15.932 | 17.918 | 7.351 | -13,8% | +22,9% | +9,3% | +166,3% |
| Medium East India & Pakistan | 18.774 | 40.243 | 28.302 | 30.233 | 21.290 | -53,3% | -33,7% | -37,9% | -11,8% |
| Japan Korea | 349 | 799 | 515 | 930 | 911 | -56,3% | -32,2% | -62,5% | -61,7% |
| China & Hong Kong Vietnam | 5.887 | 3.835 | 1.262 | 774 | 258 | +53,5% | +366,5% | +660,5% | +2181,3% |
| Others Pacific Rim | 660 | 848 | 363 | 0 | 119 | -22,1% | +81,7% | +0,0% | +454,1% |
| Mexico Central & South America | 1.860 | 2.758 | 2.541 | 2.000 | 1.634 | -32,6% | -26,8% | -7,0% | +13,8% |
| Others | 0 | 0 | -0 | 1.277 | 0 | +0,0% | -100,0% | -100,0% | +0,0% |
| Total | 47.109 | 71.187 | 48.916 | 53.131 | 31.586 | -33,8% | -3,7% | -11,3% | +49,1% |
| Final export inventory | 75.971 | 65.013 | 76.504 | 55.966 | 45.669 | +16,9% | -0,7% | +35,7% | +66,4% |

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|----------------|-------|-------|-------|-------|-------|
| Sales ÷ Crop | 38,5% | 52,9% | 39,0% | 50,0% | 41,5% |
| Sales ÷ Supply | 38,3% | 52,3% | 39,0% | 48,7% | 40,9% |

CALIFORNIA + CHILE | Sales | March to June

| Metric tons (inshell equivalent) | Chilean 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 | 408.391 | 411.383 | 381.328 | 365.492 | 361.765 | -0,7% | +7,1% | +11,7% | +12,9% |
| USA Canada | 73.407 | 76.222 | 64.651 | 68.786 | 79.779 | -3,7% | +13,5% | +6,7% | -8,0% |
| Europe | 60.768 | 62.580 | 51.716 | 51.451 | 37.049 | -2,9% | +17,5% | +18,1% | +64,0% |
| Medium East India & Pakistan | 32.997 | 56.615 | 41.505 | 45.015 | 35.537 | -41,7% | -20,5% | -26,7% | -7,1% |
| Japan Korea | 25.808 | 26.308 | 25.797 | 27.090 | 26.313 | -1,9% | +0,0% | -4,7% | -1,9% |
| China & Hong Kong Vietnam | 7.494 | 5.892 | 4.035 | 5.169 | 2.753 | +27,2% | +85,7% | +45,0% | +172,2% |
| Others Pacific Rim | 5.958 | 7.478 | 6.101 | 9.142 | 8.998 | -20,3% | -2,4% | -34,8% | -33,8% |
| Mexico Central & South America | 1.860 | 2.921 | 2.609 | 2.120 | 1.728 | -36,3% | -28,7% | -12,3% | +7,6% |
| Others | 605 | 945 | 908 | 2.715 | 2.279 | -35,9% | -33,3% | -77,7% | -73,4% |
| Total sales | 208.898 | 238.960 | 197.323 | 211.488 | 194.434 | -12,6% | +5,9% | -1,2% | +7,4% |
| Joint ending inventory | 199.494 | 172.423 | 184.005 | 154.005 | 167.331 | +15,7% | +8,4% | +29,5% | +19,2% |
| Sales ÷ Starting inventory | 51,2% | 58,1% | 51,7% | 57,9% | 53,7% | | | | |



MONTHLY INSHELL WALNUT SALES REPORT

July 14th, 2020

CALIFORNIA | Crop & Supply

| Metric tons | Season | | | | | 2019/20 vs. | | | |
|---------------------|----------------|----------------|----------------|----------------|----------------|---------------|--------------|---------------|--------------|
| | 2019/20 | 2018/19 | 2017/18 | 2016/17 | 2015/16 | 2018/19 | 2017/18 | 2016/17 | 2015/16 |
| Crop | 128.000 | 153.325 | 138.043 | 178.161 | 133.070 | -16,5% | -7,3% | -28,2% | -3,8% |
| Carry-In | 1.192 | 1.564 | 961 | 1.699 | 2.429 | -23,8% | +24,1% | -29,8% | -50,9% |
| Total Supply | 129.192 | 154.889 | 139.004 | 179.860 | 135.499 | -16,6% | -7,1% | -28,2% | -4,7% |

CALIFORNIA | Sales | September to June

| Metric tons | Season | | | | | 2019/20 vs. | | | |
|----------------------------------|----------------|----------------|----------------|----------------|----------------|---------------|--------------|---------------|--------------|
| | 2019/20 | 2018/19 | 2017/18 | 2016/17 | 2015/16 | 2018/19 | 2017/18 | 2016/17 | 2015/16 |
| USA Canada | 5.674 | 8.696 | 10.023 | 6.872 | 8.086 | -34,8% | -43,4% | -17,4% | -29,8% |
| Europe | 38.251 | 38.101 | 37.148 | 43.014 | 32.581 | +0,4% | +3,0% | -11,1% | +17,4% |
| Medium East India & Pakistan | 73.791 | 94.178 | 68.777 | 86.147 | 52.638 | -21,6% | +7,3% | -14,3% | +40,2% |
| Japan Korea | 382 | 306 | 608 | 522 | 443 | +24,8% | -37,2% | -26,8% | -13,7% |
| China & Hong Kong Vietnam | 7.007 | 9.152 | 16.726 | 36.617 | 36.430 | -23,4% | -58,1% | -80,9% | -80,8% |
| Others Pacific Rim | 268 | 872 | 216 | 308 | 1.320 | -69,2% | +24,1% | -12,8% | -79,7% |
| Mexico Central & South America | 396 | 288 | 82 | 279 | 555 | +37,7% | +381,9% | +41,9% | -28,7% |
| Others | 1.035 | 1.336 | 1.299 | 2.546 | 1.039 | -22,6% | -20,4% | -59,4% | -0,4% |
| Total sales | 126.805 | 152.928 | 134.878 | 176.305 | 133.092 | -17,1% | -6,0% | -28,1% | -4,7% |
| Final inventory | 2.388 | 1.961 | 4.126 | 3.555 | 2.407 | +21,7% | -42,1% | -32,8% | -0,8% |

| | | | | | |
|----------------|-------|-------|-------|-------|--------|
| Sales ÷ Crop | 99,1% | 99,7% | 97,7% | 99,0% | 100,0% |
| Sales ÷ Supply | 98,2% | 98,7% | 97,0% | 98,0% | 98,2% |

CALIFORNIA | Sales | March to June - Off Season

| Metric tons | Season | | | | | 2019/20 vs. | | | |
|----------------------------------|---------------|---------------|---------------|--------------|---------------|--------------|--------------|---------------|--------------|
| | 2019/20 | 2018/19 | 2017/18 | 2016/17 | 2015/16 | 2018/19 | 2017/18 | 2016/17 | 2015/16 |
| Initial inventory | 14.757 | 15.015 | 15.431 | 13.385 | 13.986 | -1,7% | -4,4% | +10,3% | +5,5% |
| USA Canada | 701 | 1.211 | 1.230 | 778 | 1.818 | -42,1% | -43,0% | -9,9% | -61,4% |
| Europe | 1.577 | 2.442 | 1.543 | 1.281 | 1.950 | -35,4% | +2,2% | +23,1% | -19,1% |
| Medium East India & Pakistan | 8.933 | 8.359 | 7.839 | 5.566 | 6.151 | +6,9% | +14,0% | +60,5% | +45,2% |
| Japan Korea | 0 | 0 | 0 | 0 | 0 | +0,0% | +0,0% | +0,0% | +0,0% |
| China & Hong Kong Vietnam | 932 | 670 | 601 | 1.921 | 1.017 | +39,1% | +55,0% | -51,5% | -8,4% |
| Others Pacific Rim | 10 | 111 | 10 | 20 | 250 | -91,0% | +0,0% | -50,6% | -96,0% |
| Mexico Central & South America | 0 | 120 | 0 | 20 | 0 | -100,0% | +0,0% | -100,0% | +0,0% |
| Others | 216 | 141 | 83 | 242 | 392 | +53,3% | +162,1% | -10,6% | -44,8% |
| Total sales | 12.369 | 13.053 | 11.305 | 9.830 | 11.578 | -5,2% | +9,4% | +25,8% | +6,8% |

| | | | | | |
|---------------------------|-------|-------|-------|-------|-------|
| Sales ÷ Crop | 9,7% | 8,5% | 8,2% | 5,5% | 8,7% |
| Sales ÷ Supply | 9,6% | 8,4% | 8,1% | 5,5% | 8,5% |
| Sales ÷ Initial inventory | 83,8% | 86,9% | 73,3% | 73,4% | 82,8% |

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 | 60.000 | 73.910 | 65.846 | 56.122 | 35.029 | -18,8% | -8,9% | +6,9% | +71,3% |
| Carry-In | 0 | 0 | 0 | 0 | 0 | +0,0% | +0,0% | +0,0% | +0,0% |
| Total Export Supply | 60.000 | 73.910 | 65.846 | 56.122 | 35.029 | -18,8% | -8,9% | +6,9% | +71,3% |

CHILE | Sales | March to June - 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 | 0 | 0 | 0 | 0 | 0 | +0,0% | +0,0% | +0,0% | +0,0% |
| Europe | 8.603 | 10.288 | 7.113 | 7.841 | 3.682 | -16,4% | +21,0% | +9,7% | +133,6% |
| Medium East India & Pakistan | 17.711 | 38.403 | 27.958 | 29.388 | 20.258 | -53,9% | -36,7% | -39,7% | -12,6% |
| Japan Korea | 0 | 0 | 0 | 0 | 0 | +0,0% | +0,0% | +0,0% | +0,0% |
| China & Hong Kong Vietnam | 5.887 | 3.833 | 1.262 | 774 | 249 | +53,6% | +366,5% | +660,5% | +2265,1% |
| Others Pacific Rim | 530 | 505 | 280 | 0 | 0 | +5,1% | +89,4% | +0,0% | +0,0% |
| Mexico Central & South America | 659 | 604 | 610 | 295 | 103 | +9,1% | +8,1% | +123,5% | +542,7% |
| Others | 0 | 0 | 0 | 736 | 0 | +0,0% | +0,0% | -100,0% | +0,0% |
| Total | 33.390 | 53.632 | 37.222 | 39.034 | 24.292 | -37,7% | -10,3% | -14,5% | +37,4% |
| Final export inventory | 26.610 | 20.278 | 28.623 | 17.088 | 10.736 | +31,2% | -7,0% | +55,7% | +147,8% |

| | | | | | |
|----------------|-------|-------|-------|-------|-------|
| Sales ÷ Crop | 55,6% | 72,6% | 56,5% | 69,6% | 69,3% |
| Sales ÷ Supply | 55,6% | 72,6% | 56,5% | 69,6% | 69,3% |

CALIFORNIA + CHILE | Sales | March to June

| Metric tons | Chilean 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 | 74.757 | 88.925 | 81.277 | 69.507 | 49.014 | -15,9% | -8,0% | +7,6% | +52,5% |
| USA Canada | 701 | 1.211 | 1.230 | 778 | 1.818 | -42,1% | -43,0% | -9,9% | -61,4% |
| Europe | 10.180 | 12.730 | 8.656 | 9.122 | 5.632 | -20,0% | +17,6% | +11,6% | +80,7% |
| Medium East India & Pakistan | 26.644 | 46.762 | 35.797 | 34.954 | 26.409 | -43,0% | -25,6% | -23,8% | +0,9% |
| Japan Korea | 0 | 0 | 0 | 0 | 0 | +0,0% | +0,0% | +0,0% | +0,0% |
| China & Hong Kong Vietnam | 6.818 | 4.502 | 1.863 | 2.696 | 1.266 | +51,4% | +266,0% | +152,9% | +438,5% |
| Others Pacific Rim | 540 | 615 | 290 | 20 | 250 | -12,2% | +86,3% | +2573,3% | +115,7% |
| Mexico Central & South America | 659 | 724 | 610 | 315 | 103 | -9,0% | +8,1% | +109,3% | +542,7% |
| Others | 216 | 141 | 83 | 978 | 392 | +53,3% | +162,1% | -77,9% | -44,8% |
| Total sales | 45.759 | 66.685 | 48.528 | 48.864 | 35.871 | -31,4% | -5,7% | -6,4% | +27,6% |
| Joint ending inventory | 28.998 | 22.239 | 32.749 | 20.643 | 13.144 | +30,4% | -11,5% | +40,5% | +120,6% |

| | | | | | |
|----------------------------|-------|-------|-------|-------|-------|
| Sales ÷ Starting inventory | 61,2% | 75,0% | 59,7% | 70,3% | 73,2% |
|----------------------------|-------|-------|-------|-------|-------|



MONTHLY **SHELLED** WALNUT SALES REPORT

July 14th, 2020

CALIFORNIA | Crop & Supply

| Metric tons (inshell equivalent) | Season | | | | | 2019/20 vs. | | | |
|----------------------------------|----------------|----------------|----------------|----------------|----------------|-------------|---------|---------|---------------|
| | 2019/20 | 2018/19 | 2017/18 | 2016/17 | 2015/16 | 2018/19 | 2017/18 | 2016/17 | 2015/16 |
| Crop | 462.333 | 456.960 | 431.487 | 442.661 | 412.469 | +1,2% | +7,1% | +4,4% | +12,1% |
| Carry-In | 58.844 | 56.077 | 49.820 | 57.422 | 73.331 | +4,9% | +18,1% | +2,5% | -19,8% |
| Total Supply | 521.177 | 513.037 | 481.306 | 500.083 | 485.800 | +1,6% | +8,3% | +4,2% | +7,3% |

CALIFORNIA | Sales | September to June

| Metric tons (inshell equivalent) | Season | | | | | 2019/20 vs. | | | |
|----------------------------------|----------------|----------------|----------------|----------------|----------------|---------------|---------------|---------------|---------------|
| | 2019/20 | 2018/19 | 2017/18 | 2016/17 | 2015/16 | 2018/19 | 2017/18 | 2016/17 | 2015/16 |
| USA Canada | 190.858 | 191.397 | 166.821 | 179.231 | 173.438 | -0,3% | +14,4% | +6,5% | +10,0% |
| Europe | 111.107 | 97.706 | 102.537 | 98.319 | 82.346 | +13,7% | +8,4% | +13,0% | +34,9% |
| Medium East India & Pakistan | 21.902 | 34.618 | 17.799 | 33.407 | 26.934 | -36,7% | +23,1% | -34,4% | -18,7% |
| Japan Korea | 56.231 | 58.885 | 64.675 | 61.190 | 51.420 | -4,5% | -13,1% | -8,1% | +9,4% |
| China & Hong Kong Vietnam | 2.082 | 4.263 | 5.133 | 7.864 | 4.604 | -51,2% | -59,4% | -73,5% | -54,8% |
| Others Pacific Rim | 16.375 | 18.383 | 18.049 | 21.784 | 22.213 | -10,9% | -9,3% | -24,8% | -26,3% |
| Mexico Central & South America | 30 | 63 | 289 | 264 | 430 | -51,6% | -89,5% | -88,5% | -92,9% |
| Others | 1.458 | 2.274 | 2.627 | 3.541 | 5.162 | -35,9% | -44,5% | -58,8% | -71,8% |
| Total sales | 400.043 | 407.589 | 377.930 | 405.600 | 366.546 | -1,9% | +5,9% | -1,4% | +9,1% |
| Final inventory | 121.134 | 105.449 | 103.376 | 94.483 | 119.254 | +14,9% | +17,2% | +28,2% | +1,6% |

| | | | | | |
|----------------|-------|-------|-------|-------|-------|
| Sales ÷ Crop | 86,5% | 89,2% | 87,6% | 91,6% | 88,9% |
| Sales ÷ Supply | 76,8% | 79,4% | 78,5% | 81,1% | 75,5% |

CALIFORNIA | Sales | March to June - Off Season

| Metric tons (inshell equivalent) | Season | | | | | 2019/20 vs. | | | |
|----------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | 2019/20 | 2018/19 | 2017/18 | 2016/17 | 2015/16 | 2018/19 | 2017/18 | 2016/17 | 2015/16 |
| Initial inventory | 270.554 | 260.169 | 240.477 | 243.010 | 270.524 | +4,0% | +12,5% | +11,3% | +0,0% |
| USA Canada | 72.706 | 75.012 | 63.421 | 68.007 | 77.938 | -3,1% | +14,6% | +6,9% | -6,7% |
| Europe | 39.613 | 37.433 | 34.241 | 32.252 | 27.748 | +5,8% | +15,7% | +22,8% | +42,8% |
| Medium East India & Pakistan | 5.290 | 8.013 | 5.364 | 9.215 | 8.096 | -34,0% | -1,4% | -42,6% | -34,7% |
| Japan Korea | 25.459 | 25.509 | 25.282 | 26.160 | 25.402 | -0,2% | +0,7% | -2,7% | +0,2% |
| China & Hong Kong Vietnam | 676 | 1.388 | 2.172 | 2.474 | 1.478 | -51,3% | -68,9% | -72,7% | -54,2% |
| Others Pacific Rim | 5.287 | 6.519 | 5.728 | 9.122 | 8.628 | -18,9% | -7,7% | -42,0% | -38,7% |
| Mexico Central & South America | 0 | 43 | 68 | 100 | 94 | -100,0% | -100,0% | -100,0% | -100,0% |
| Others | 389 | 804 | 825 | 1.196 | 1.887 | -51,6% | -52,9% | -67,5% | -79,4% |
| Total sales | 149.420 | 154.720 | 137.101 | 148.527 | 151.270 | -3,4% | +9,0% | +0,6% | -1,2% |

| | | | | | |
|---------------------------|-------|-------|-------|-------|-------|
| Sales ÷ Crop | 32,3% | 33,9% | 31,8% | 33,6% | 36,7% |
| Sales ÷ Supply | 28,7% | 30,2% | 28,5% | 29,7% | 31,1% |
| Sales ÷ Initial inventory | 55,2% | 59,5% | 57,0% | 61,1% | 55,9% |

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 | 62.500 | 60.681 | 59.513 | 50.192 | 41.074 | +3,0% | +5,0% | +24,5% | +52,2% |
| Carry-In | 580 | 1.609 | 61 | 2.783 | 1.153 | -64,0% | +854,4% | -79,2% | -49,7% |
| Total Export Supply | 63.080 | 62.290 | 59.574 | 52.975 | 42.226 | +1,3% | +5,9% | +19,1% | +49,4% |

CHILE | Sales | March to June - 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 | 0 | 0 | 0 | 0 | 23 | +0,0% | +0,0% | +0,0% | -100,0% |
| Europe | 10.976 | 12.417 | 8.819 | 10.077 | 3.669 | -11,6% | +24,5% | +8,9% | +199,2% |
| Medium East India & Pakistan | 1.064 | 1.840 | 344 | 845 | 1.032 | -42,2% | +209,3% | +25,9% | +3,1% |
| Japan Korea | 349 | 799 | 515 | 930 | 911 | -56,3% | -32,2% | -62,5% | -61,7% |
| China & Hong Kong Vietnam | 0 | 2 | 0 | 0 | 9 | -100,0% | +0,0% | +0,0% | -100,0% |
| Others Pacific Rim | 130 | 343 | 83 | 0 | 119 | -62,2% | +55,9% | +0,0% | +9,0% |
| Mexico Central & South America | 1.201 | 2.154 | 1.932 | 1.705 | 1.531 | -44,2% | -37,8% | -29,6% | -21,6% |
| Others | 0 | 0 | -0 | 541 | 0 | +0,0% | -100,0% | -100,0% | +0,0% |
| Total | 13.719 | 17.555 | 11.693 | 14.097 | 7.294 | -21,8% | +17,3% | -2,7% | +88,1% |
| Final export inventory | 49.361 | 44.735 | 47.880 | 38.878 | 34.933 | +10,3% | +3,1% | +27,0% | +41,3% |

| | | | | | |
|----------------|-------|-------|-------|-------|-------|
| Sales ÷ Crop | 22,0% | 28,9% | 19,6% | 28,1% | 17,8% |
| Sales ÷ Supply | 21,7% | 28,2% | 19,6% | 26,6% | 17,3% |

CALIFORNIA + CHILE | Sales | March to June

| Metric tons (inshell equivalent) | Chilean 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 | 333.634 | 322.459 | 300.051 | 295.985 | 312.750 | +3,5% | +11,2% | +12,7% | +6,7% |
| USA Canada | 72.706 | 75.012 | 63.421 | 68.007 | 77.961 | -3,1% | +14,6% | +6,9% | -6,7% |
| Europe | 50.588 | 49.850 | 43.061 | 42.328 | 31.417 | +1,5% | +17,5% | +19,5% | +61,0% |
| Medium East India & Pakistan | 6.354 | 9.853 | 5.708 | 10.060 | 9.127 | -35,5% | +11,3% | -36,8% | -30,4% |
| Japan Korea | 25.808 | 26.308 | 25.797 | 27.090 | 26.313 | -1,9% | +0,0% | -4,7% | -1,9% |
| China & Hong Kong Vietnam | 676 | 1.390 | 2.172 | 2.474 | 1.487 | -51,3% | -68,9% | -72,7% | -54,5% |
| Others Pacific Rim | 5.417 | 6.863 | 5.811 | 9.122 | 8.747 | -21,1% | -6,8% | -40,6% | -38,1% |
| Mexico Central & South America | 1.201 | 2.197 | 2.000 | 1.805 | 1.625 | -45,3% | -39,9% | -33,5% | -26,1% |
| Others | 389 | 804 | 825 | 1.737 | 1.887 | -51,6% | -52,9% | -77,6% | -79,4% |
| Total sales | 163.139 | 172.275 | 148.795 | 162.624 | 158.563 | -5,3% | +9,6% | +0,3% | +2,9% |
| Joint ending inventory | 170.495 | 150.184 | 151.256 | 133.361 | 154.187 | +13,5% | +12,7% | +27,8% | +10,6% |

| | | | | | |
|----------------------------|-------|-------|-------|-------|-------|
| Sales ÷ Starting inventory | 48,9% | 53,4% | 49,6% | 54,9% | 50,7% |
|----------------------------|-------|-------|-------|-------|-------|