



## MONTHLY WALNUT SALES REPORT

August 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%
<b>Total Supply</b>	<b>650.370</b>	<b>667.926</b>	<b>620.310</b>	<b>679.943</b>	<b>621.299</b>	<b>-2,6%</b>	<b>+4,8%</b>	<b>-4,3%</b>	<b>+4,7%</b>

### CALIFORNIA | Sales | September to July

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	213.801	218.145	193.455	201.076	201.723	-2,0%	+10,5%	+6,3%	+6,0%
Europe	153.356	138.938	142.922	144.590	119.682	+10,4%	+7,3%	+6,1%	+28,1%
Medium East   India & Pakistan	97.945	129.566	87.313	120.185	81.155	-24,4%	+12,2%	-18,5%	+20,7%
Japan   Korea	58.528	60.706	67.351	63.368	56.179	-3,6%	-13,1%	-7,6%	+4,2%
China & Hong Kong   Vietnam	8.638	13.799	22.285	44.601	41.437	-37,4%	-61,2%	-80,6%	-79,2%
Others Pacific Rim	18.013	20.101	19.320	22.949	24.978	-10,4%	-6,8%	-21,5%	-27,9%
Mexico   Central & South America	452	351	371	570	1.008	+28,8%	+21,6%	-20,8%	-55,2%
Others	2.578	3.714	4.125	6.263	6.433	-30,6%	-37,5%	-58,8%	-59,9%
<b>Total sales</b>	<b>553.311</b>	<b>585.319</b>	<b>537.142</b>	<b>603.601</b>	<b>532.596</b>	<b>-5,5%</b>	<b>+3,0%</b>	<b>-8,3%</b>	<b>+3,9%</b>
Final inventory	97.058	82.607	83.168	76.342	88.703	+17,5%	+16,7%	+27,1%	+9,4%

Sales ÷ Crop	93,7%	95,9%	94,3%	97,2%	97,6%
Sales ÷ Supply	85,1%	87,6%	86,6%	88,8%	85,7%

### CALIFORNIA | Sales | March to July - 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
<b>Initial inventory</b>	<b>285.311</b>	<b>275.183</b>	<b>255.908</b>	<b>256.395</b>	<b>284.510</b>	+3,7%	+11,5%	+11,3%	+0,3%
USA   Canada	90.677	94.275	81.263	83.759	99.956	-3,8%	+11,6%	+8,3%	-9,3%
Europe	45.186	43.006	39.022	36.789	34.454	+5,1%	+15,8%	+22,8%	+31,2%
Medium East   India & Pakistan	16.475	17.143	13.940	15.414	15.829	-3,9%	+18,2%	+6,9%	+4,1%
Japan   Korea	27.375	27.023	27.350	27.816	29.718	+1,3%	+0,1%	-1,6%	-7,9%
China & Hong Kong   Vietnam	1.156	2.442	3.199	4.515	2.898	-52,6%	-63,9%	-74,4%	-60,1%
Others Pacific Rim	6.668	7.476	6.793	9.999	10.324	-10,8%	-1,9%	-33,3%	-35,4%
Mexico   Central & South America	25	163	68	147	117	-84,5%	-62,8%	-82,9%	-78,4%
Others	691	1.049	1.106	1.614	2.511	-34,2%	-37,6%	-57,2%	-72,5%
<b>Total sales</b>	<b>188.253</b>	<b>192.576</b>	<b>172.740</b>	<b>180.053</b>	<b>195.806</b>	<b>-2,2%</b>	<b>+9,0%</b>	<b>+4,6%</b>	<b>-3,9%</b>

Sales ÷ Crop	31,9%	31,6%	30,3%	29,0%	35,9%
Sales ÷ Supply	28,9%	28,8%	27,8%	26,5%	31,5%
Sales ÷ Initial inventory	66,0%	70,0%	67,5%	70,2%	68,8%

### 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%
<b>Total Export Supply</b>	<b>123.080</b>	<b>136.200</b>	<b>125.420</b>	<b>109.098</b>	<b>77.255</b>	<b>-9,6%</b>	<b>-1,9%</b>	<b>+12,8%</b>	<b>+59,3%</b>

### CHILE | Sales | March to July - 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	91	+0,0%	+0,0%	+0,0%	-100,0%
Europe	30.638	33.070	25.293	25.652	11.947	-7,4%	+21,1%	+19,4%	+156,4%
Medium East   India & Pakistan	25.438	44.757	35.622	33.926	25.926	-43,2%	-28,6%	-25,0%	-1,9%
Japan   Korea	469	969	678	1.177	1.641	-51,6%	-30,8%	-60,2%	-71,4%
China & Hong Kong   Vietnam	6.472	6.333	1.865	777	604	+2,2%	+246,9%	+732,9%	+971,9%
Others Pacific Rim	963	1.151	516	0	217	-16,3%	+86,7%	+0,0%	+344,1%
Mexico   Central & South America	2.868	4.202	3.939	2.901	2.499	-31,7%	-27,2%	-1,1%	+14,8%
Others	0	0	-0	1.589	0	+0,0%	-100,0%	-100,0%	+0,0%
<b>Total</b>	<b>66.848</b>	<b>90.484</b>	<b>67.912</b>	<b>66.024</b>	<b>42.925</b>	<b>-26,1%</b>	<b>-1,6%</b>	<b>+1,2%</b>	<b>+55,7%</b>
Final export inventory	56.232	45.716	57.507	43.074	34.330	+23,0%	-2,2%	+30,5%	+63,8%

Sales ÷ Crop	54,6%	67,2%	54,2%	62,1%	56,4%
Sales ÷ Supply	54,3%	66,4%	54,1%	60,5%	55,6%

### CALIFORNIA + CHILE | Sales | March to July

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	90.677	94.275	81.263	83.759	100.046	-3,8%	+11,6%	+8,3%	-9,4%
Europe	75.824	76.076	64.315	62.442	46.401	-0,3%	+17,9%	+21,4%	+63,4%
Medium East   India & Pakistan	41.914	61.900	49.561	49.340	41.756	-32,3%	-15,4%	-15,1%	+0,4%
Japan   Korea	27.843	27.992	28.027	28.993	31.360	-0,5%	-0,7%	-4,0%	-11,2%
China & Hong Kong   Vietnam	7.628	8.774	5.064	5.292	3.502	-13,1%	+50,6%	+44,1%	+117,8%
Others Pacific Rim	7.631	8.628	7.309	9.999	10.540	-11,6%	+4,4%	-23,7%	-27,6%
Mexico   Central & South America	2.894	4.365	4.007	3.049	2.615	-33,7%	-27,8%	-5,1%	+10,6%
Others	691	1.049	1.106	3.203	2.511	-34,2%	-37,6%	-78,4%	-72,5%
<b>Total sales</b>	<b>255.101</b>	<b>283.060</b>	<b>240.653</b>	<b>246.076</b>	<b>238.731</b>	<b>-9,9%</b>	<b>+6,0%</b>	<b>+3,7%</b>	<b>+6,9%</b>
Joint ending inventory	153.290	128.324	140.675	119.416	123.034	+19,5%	+9,0%	+28,4%	+24,6%

Sales ÷ Starting inventory	62,5%	68,8%	63,1%	67,3%	66,0%
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## MONTHLY INSHELL WALNUT SALES REPORT

August 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%
<b>Total Supply</b>	<b>129.192</b>	<b>154.889</b>	<b>139.004</b>	<b>179.860</b>	<b>135.499</b>	<b>-16,6%</b>	<b>-7,1%</b>	<b>-28,2%</b>	<b>-4,7%</b>

### CALIFORNIA | Sales | September to July

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	5.724	8.764	10.267	7.536	8.129	-34,7%	-44,2%	-24,0%	-29,6%
Europe	38.429	38.220	37.108	43.024	32.800	+0,5%	+3,6%	-10,7%	+17,2%
Medium East   India & Pakistan	75.011	94.497	68.915	86.207	52.881	-20,6%	+8,8%	-13,0%	+41,9%
Japan   Korea	382	306	608	522	443	+24,8%	-37,2%	-26,8%	-13,7%
China & Hong Kong   Vietnam	6.492	9.152	17.039	36.584	36.380	-29,1%	-61,9%	-82,3%	-82,2%
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	1.075	1.336	1.348	2.566	1.039	-19,6%	-20,3%	-58,1%	+3,4%
<b>Total sales</b>	<b>127.778</b>	<b>153.435</b>	<b>135.583</b>	<b>177.026</b>	<b>133.547</b>	<b>-16,7%</b>	<b>-5,8%</b>	<b>-27,8%</b>	<b>-4,3%</b>
Final inventory	1.414	1.455	3.421	2.834	1.953	-2,8%	-58,7%	-50,1%	-27,6%

Sales ÷ Crop	99,8%	100,1%	98,2%	99,4%	100,4%
Sales ÷ Supply	98,9%	99,1%	97,5%	98,4%	98,6%

### CALIFORNIA | Sales | March to July - 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	752	1.279	1.475	1.442	1.861	-41,2%	-49,0%	-47,9%	-59,6%
Europe	1.755	2.562	1.503	1.291	2.169	-31,5%	+16,7%	+35,9%	-19,1%
Medium East   India & Pakistan	10.153	8.678	7.977	5.627	6.394	+17,0%	+27,3%	+80,4%	+58,8%
Japan   Korea	0	0	0	0	0	+0,0%	+0,0%	+0,0%	+0,0%
China & Hong Kong   Vietnam	416	670	914	1.888	966	-37,8%	-54,4%	-77,9%	-56,9%
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	256	141	131	262	392	+81,6%	+95,5%	-2,1%	-34,6%
<b>Total sales</b>	<b>13.343</b>	<b>13.560</b>	<b>12.010</b>	<b>10.551</b>	<b>12.033</b>	<b>-1,6%</b>	<b>+11,1%</b>	<b>+26,5%</b>	<b>+10,9%</b>

Sales ÷ Crop	10,4%	8,8%	8,7%	5,9%	9,0%
Sales ÷ Supply	10,3%	8,8%	8,6%	5,9%	8,9%
Sales ÷ Initial inventory	90,4%	90,3%	77,8%	78,8%	86,0%

### 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	<b>60.000</b>	73.910	65.846	56.122	35.029	<b>-18,8%</b>	<b>-8,9%</b>	+6,9%	+71,3%
Carry-In	0	0	0	0	0	+0,0%	+0,0%	+0,0%	+0,0%
<b>Total Export Supply</b>	<b>60.000</b>	<b>73.910</b>	<b>65.846</b>	<b>56.122</b>	<b>35.029</b>	<b>-18,8%</b>	<b>-8,9%</b>	+6,9%	+71,3%

### CHILE | Sales | March to July - 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	12.414	13.605	9.875	9.379	5.093	<b>-8,8%</b>	+25,7%	+32,4%	+143,7%
Medium East   India & Pakistan	23.957	42.322	34.994	32.891	24.206	<b>-43,4%</b>	<b>-31,5%</b>	<b>-27,2%</b>	<b>-1,0%</b>
Japan   Korea	0	0	0	0	0	+0,0%	+0,0%	+0,0%	+0,0%
China & Hong Kong   Vietnam	6.472	6.205	1.865	777	595	+4,3%	+246,9%	+732,9%	+988,4%
Others Pacific Rim	779	716	380	0	0	+8,7%	+104,9%	+0,0%	+0,0%
Mexico   Central & South America	765	867	859	376	190	<b>-11,8%</b>	<b>-10,9%</b>	+103,6%	+301,8%
Others	0	0	0	787	0	+0,0%	+0,0%	<b>-100,0%</b>	+0,0%
<b>Total</b>	<b>44.386</b>	<b>63.715</b>	<b>47.974</b>	<b>44.210</b>	<b>30.084</b>	<b>-30,3%</b>	<b>-7,5%</b>	+0,4%	+47,5%
Final export inventory	15.614	10.195	17.872	11.913	4.944	+53,1%	<b>-12,6%</b>	+31,1%	+215,8%

Sales ÷ Crop	74,0%	86,2%	72,9%	78,8%	85,9%
Sales ÷ Supply	74,0%	86,2%	72,9%	78,8%	85,9%

### CALIFORNIA + CHILE | Sales | March to July

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	<b>74.757</b>	<b>88.925</b>	<b>81.277</b>	<b>69.507</b>	<b>49.014</b>	<b>-15,9%</b>	<b>-8,0%</b>	+7,6%	+52,5%
USA   Canada	752	1.279	1.475	1.442	1.861	<b>-41,2%</b>	<b>-49,0%</b>	<b>-47,9%</b>	<b>-59,6%</b>
Europe	14.169	16.167	11.379	10.670	7.263	<b>-12,4%</b>	+24,5%	+32,8%	+95,1%
Medium East   India & Pakistan	34.110	51.000	42.971	38.518	30.600	<b>-33,1%</b>	<b>-20,6%</b>	<b>-11,4%</b>	+11,5%
Japan   Korea	0	0	0	0	0	+0,0%	+0,0%	+0,0%	+0,0%
China & Hong Kong   Vietnam	6.888	6.874	2.780	2.666	1.561	+0,2%	+147,8%	+158,4%	+341,3%
Others Pacific Rim	789	827	390	20	250	<b>-4,6%</b>	+102,2%	+3803,1%	+215,0%
Mexico   Central & South America	765	987	859	396	190	<b>-22,5%</b>	<b>-10,9%</b>	+93,3%	+301,8%
Others	256	141	131	1.050	392	+81,6%	+95,5%	<b>-75,6%</b>	<b>-34,6%</b>
<b>Total sales</b>	<b>57.729</b>	<b>77.275</b>	<b>59.984</b>	<b>54.761</b>	<b>42.118</b>	<b>-25,3%</b>	<b>-3,8%</b>	+5,4%	+37,1%
Joint ending inventory	17.028	11.650	21.293	14.746	6.897	+46,2%	<b>-20,0%</b>	+15,5%	+146,9%

Sales ÷ Starting inventory	77,2%	86,9%	73,8%	78,8%	85,9%
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## MONTHLY SHELLED WALNUT SALES REPORT

August 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	<b>462.333</b>	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%	<b>-19,8%</b>
<b>Total Supply</b>	<b>521.177</b>	<b>513.037</b>	<b>481.306</b>	<b>500.083</b>	<b>485.800</b>	+1,6%	+8,3%	+4,2%	+7,3%

### CALIFORNIA | Sales | September to July

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	208.077	209.381	183.188	193.540	193.594	<b>-0,6%</b>	+13,6%	+7,5%	+7,5%
Europe	114.927	100.717	105.814	101.566	86.882	+14,1%	+8,6%	+13,2%	+32,3%
Medium East   India & Pakistan	22.934	35.069	18.398	33.978	28.274	<b>-34,6%</b>	+24,7%	<b>-32,5%</b>	<b>-18,9%</b>
Japan   Korea	58.146	60.400	66.743	62.846	55.737	<b>-3,7%</b>	<b>-12,9%</b>	<b>-7,5%</b>	+4,3%
China & Hong Kong   Vietnam	2.146	4.647	5.246	8.016	5.058	<b>-53,8%</b>	<b>-59,1%</b>	<b>-73,2%</b>	<b>-57,6%</b>
Others Pacific Rim	17.745	19.229	19.104	22.641	23.658	<b>-7,7%</b>	<b>-7,1%</b>	<b>-21,6%</b>	<b>-25,0%</b>
Mexico   Central & South America	56	63	289	291	453	<b>-11,5%</b>	<b>-80,7%</b>	<b>-80,9%</b>	<b>-87,7%</b>
Others	1.503	2.378	2.777	3.697	5.394	<b>-36,8%</b>	<b>-45,9%</b>	<b>-59,3%</b>	<b>-72,1%</b>
<b>Total sales</b>	<b>425.533</b>	<b>431.885</b>	<b>401.559</b>	<b>426.575</b>	<b>399.049</b>	<b>-1,5%</b>	+6,0%	<b>-0,2%</b>	+6,6%
Final inventory	95.644	81.153	79.747	73.508	86.751	+17,9%	+19,9%	+30,1%	+10,3%

Sales ÷ Crop	92,0%	94,5%	93,1%	96,4%	96,7%
Sales ÷ Supply	81,6%	84,2%	83,4%	85,3%	82,1%

### CALIFORNIA | Sales | March to July - 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
<b>Initial inventory</b>	<b>270.554</b>	<b>260.169</b>	<b>240.477</b>	<b>243.010</b>	<b>270.524</b>	+4,0%	+12,5%	+11,3%	+0,0%
USA   Canada	89.925	92.996	79.788	82.317	98.094	<b>-3,3%</b>	+12,7%	+9,2%	<b>-8,3%</b>
Europe	43.432	40.444	37.518	35.498	32.284	+7,4%	+15,8%	+22,4%	+34,5%
Medium East   India & Pakistan	6.322	8.465	5.963	9.787	9.436	<b>-25,3%</b>	+6,0%	<b>-35,4%</b>	<b>-33,0%</b>
Japan   Korea	27.375	27.023	27.350	27.816	29.718	+1,3%	+0,1%	<b>-1,6%</b>	<b>-7,9%</b>
China & Hong Kong   Vietnam	740	1.772	2.285	2.626	1.931	<b>-58,2%</b>	<b>-67,6%</b>	<b>-71,8%</b>	<b>-61,7%</b>
Others Pacific Rim	6.658	7.366	6.783	9.978	10.073	<b>-9,6%</b>	<b>-1,9%</b>	<b>-33,3%</b>	<b>-33,9%</b>
Mexico   Central & South America	25	43	68	127	117	<b>-41,0%</b>	<b>-62,8%</b>	<b>-80,2%</b>	<b>-78,4%</b>
Others	434	908	975	1.352	2.119	<b>-52,2%</b>	<b>-55,5%</b>	<b>-67,9%</b>	<b>-79,5%</b>
<b>Total sales</b>	<b>174.910</b>	<b>179.016</b>	<b>160.730</b>	<b>169.502</b>	<b>183.773</b>	<b>-2,3%</b>	+8,8%	+3,2%	<b>-4,8%</b>

Sales ÷ Crop	37,8%	39,2%	37,3%	38,3%	44,6%
Sales ÷ Supply	33,6%	34,9%	33,4%	33,9%	37,8%
Sales ÷ Initial inventory	64,6%	68,8%	66,8%	69,8%	67,9%

### 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	<b>62.500</b>	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	<b>-64,0%</b>	+854,4%	<b>-79,2%</b>	<b>-49,7%</b>
<b>Total Export Supply</b>	<b>63.080</b>	<b>62.290</b>	<b>59.574</b>	<b>52.975</b>	<b>42.226</b>	+1,3%	+5,9%	+19,1%	+49,4%

### CHILE | Sales | March to July - 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	91	+0,0%	+0,0%	+0,0%	<b>-100,0%</b>
Europe	18.224	19.465	15.418	16.274	6.854	<b>-6,4%</b>	+18,2%	+12,0%	+165,9%
Medium East   India & Pakistan	1.482	2.435	627	1.035	1.720	<b>-39,2%</b>	+136,2%	+43,1%	<b>-13,9%</b>
Japan   Korea	469	969	678	1.177	1.641	<b>-51,6%</b>	<b>-30,8%</b>	<b>-60,2%</b>	<b>-71,4%</b>
China & Hong Kong   Vietnam	0	128	0	0	9	<b>-100,0%</b>	+0,0%	+0,0%	<b>-100,0%</b>
Others Pacific Rim	185	435	136	0	217	<b>-57,6%</b>	+35,8%	+0,0%	<b>-14,9%</b>
Mexico   Central & South America	2.103	3.336	3.080	2.526	2.308	<b>-36,9%</b>	<b>-31,7%</b>	<b>-16,7%</b>	<b>-8,9%</b>
Others	0	0	-0	802	0	+0,0%	<b>-100,0%</b>	<b>-100,0%</b>	+0,0%
<b>Total</b>	<b>22.462</b>	<b>26.769</b>	<b>19.939</b>	<b>21.814</b>	<b>12.840</b>	<b>-16,1%</b>	+12,7%	+3,0%	+74,9%
Final export inventory	40.618	35.521	39.635	31.161	29.386	+14,3%	+2,5%	+30,3%	+38,2%

Sales ÷ Crop	35,9%	44,1%	33,5%	43,5%	31,3%
Sales ÷ Supply	35,6%	43,0%	33,5%	41,2%	30,4%

### CALIFORNIA + CHILE | Sales | March to July

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	<b>333.634</b>	<b>322.459</b>	<b>300.051</b>	<b>295.985</b>	<b>312.750</b>	+3,5%	+11,2%	+12,7%	+6,7%
USA   Canada	89.925	92.996	79.788	82.317	98.185	<b>-3,3%</b>	+12,7%	+9,2%	<b>-8,4%</b>
Europe	61.655	59.909	52.936	51.772	39.138	+2,9%	+16,5%	+19,1%	+57,5%
Medium East   India & Pakistan	7.804	10.900	6.590	10.822	11.156	<b>-28,4%</b>	+18,4%	<b>-27,9%</b>	<b>-30,0%</b>
Japan   Korea	27.843	27.992	28.027	28.993	31.360	<b>-0,5%</b>	<b>-0,7%</b>	<b>-4,0%</b>	<b>-11,2%</b>
China & Hong Kong   Vietnam	740	1.900	2.285	2.626	1.941	<b>-61,1%</b>	<b>-67,6%</b>	<b>-71,8%</b>	<b>-61,9%</b>
Others Pacific Rim	6.842	7.801	6.919	9.978	10.290	<b>-12,3%</b>	<b>-1,1%</b>	<b>-31,4%</b>	<b>-33,5%</b>
Mexico   Central & South America	2.129	3.379	3.148	2.653	2.425	<b>-37,0%</b>	<b>-32,4%</b>	<b>-19,8%</b>	<b>-12,2%</b>
Others	434	908	975	2.154	2.119	<b>-52,2%</b>	<b>-55,5%</b>	<b>-79,8%</b>	<b>-79,5%</b>
<b>Total sales</b>	<b>197.372</b>	<b>205.785</b>	<b>180.669</b>	<b>191.316</b>	<b>196.614</b>	<b>-4,1%</b>	+9,2%	+3,2%	+0,4%
Joint ending inventory	136.262	116.674	119.382	104.670	116.137	+16,8%	+14,1%	+30,2%	+17,3%

Sales ÷ Starting inventory	59,2%	63,8%	60,2%	64,6%	62,9%
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