

monthly walnut sales report

april 24th, 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 March - Off Season

Metric tons (inshell equivalent)	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
USA Canada	147.076	152.678	145.191	128.047	136.610
Europe	123.823	125.811	110.949	116.114	120.237
Medium East India & Pakistan	137.307	86.870	122.177	80.256	112.995
Japan Korea	49.723	39.465	42.765	47.950	44.502
China & Hong Kong Vietnam	11.090	8.433	11.847	20.338	42.904
Others Asia & Pacific Rim	16.392	13.652	15.520	14.868	17.183
Mexico Central & South America	230	427	210	327	461
Others	4.799	2.183	3.016	3.229	5.297
Total sales	490.440	429.520	451.675	411.129	480.189
Final inventory	278.617	220.850	216.251	209.181	199.754

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
-3,7%	+1,3%	+14,9%	+7,7%
-1,6%	+11,6%	+6,6%	+3,0%
+58,1%	+12,4%	+71,1%	+21,5%
+26,0%	+16,3%	+3,7%	+11,7%
+31,5%	-6,4%	-45,5%	-74,2%
+20,1%	+5,6%	+10,3%	-4,6%
-46,2%	+9,2%	-29,7%	-50,1%
+119,9%	+59,1%	+48,6%	-9,4%
+14,2%	+8,6%	+19,3%	+2,1%
+26,2%	+28,8%	+33,2%	+39,5%

Sales ÷ Crop	69,0%	72,8%	74,0%	72,2%	77,3%
Sales ÷ Supply	63,8%	66,0%	67,6%	66,3%	70,6%

California | Sales | March - 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	21.232	25.711	20.559	15.369	18.249
Europe	20.606	15.317	14.623	11.893	11.815
Medium East India & Pakistan	11.969	4.860	9.579	6.824	7.997
Japan Korea	10.923	7.311	8.863	7.764	8.621
China & Hong Kong Vietnam	1.614	905	471	1.238	2.767
Others Asia & Pacific Rim	3.098	1.946	2.818	2.283	4.113
Mexico Central & South America	0	0	23	23	37
Others	364	261	341	202	626
Total sales	69.805	56.311	57.277	45.596	54.226

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+25,7%	+27,4%	+36,8%	+37,2%
-17,4%	+3,3%	+38,1%	+16,3%
+34,5%	+40,9%	+73,3%	+74,4%
+146,3%	+24,9%	+75,4%	+49,7%
+49,4%	+23,2%	+40,7%	+26,7%
+78,3%	+242,5%	+30,4%	-41,7%
+59,2%	+9,9%	+35,7%	-24,7%
+0,0%	-100,0%	-100,0%	-100,0%
+39,3%	+6,6%	+79,7%	-41,9%
+24,0%	+21,9%	+53,1%	+28,7%

Sales ÷ Crop	9,8%	9,5%	9,4%	8,0%	8,7%
Sales ÷ Supply	9,1%	8,7%	8,6%	7,4%	8,0%
Sales ÷ Initial inventory	20,0%	20,3%	20,9%	17,9%	21,4%

inshell + shelled

Chile | Crop & Supply

Metric tons (inshell equivalent)	Chilean Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Crop	148.385	136.674	139.226	129.386	110.464
less domestic sales	-5.000	-5.502	-4.635	-4.027	-4.150
Export crop	143.385	131.171	134.591	125.359	106.314
Carry-In	580	580	1.609	61	2.783
Total Export Supply	143.965	131.751	136.200	125.420	109.098

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+8,6%	+6,6%	+14,7%	+34,3%
-9,1%	+7,9%	+24,2%	+20,5%
+9,3%	+6,5%	+14,4%	+34,9%
+0,0%	-64,0%	+854,4%	-79,2%
+9,3%	+5,7%	+14,8%	+32,0%

Chile | Sales | March - 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	0	59	148	326	299
Medium East India & Pakistan	0	483	1.068	620	42
Japan Korea	0	0	0	0	28
China & Hong Kong Vietnam	0	0	0	0	0
Others Asia & Pacific Rim	0	0	0	0	0
Mexico Central & South America	0	63	329	151	306
Others	0	0	0	74	0
Total	0	606	1.544	1.170	674
Final inventory	143.965	131.146	134.656	124.250	108.423

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+0,0%	+0,0%	+0,0%	+0,0%
-100,0%	-100,0%	-100,0%	-100,0%
-100,0%	-100,0%	-100,0%	-100,0%
+0,0%	+0,0%	+0,0%	-100,0%
+0,0%	+0,0%	+0,0%	+0,0%
+0,0%	+0,0%	+0,0%	+0,0%
-100,0%	-100,0%	-100,0%	-100,0%
+0,0%	+0,0%	-100,0%	+0,0%
-100,0%	-100,0%	-100,0%	-100,0%
+9,8%	+6,9%	+15,9%	+32,8%

Sales ÷ Crop	0,0%	0,4%	1,1%	0,9%	0,6%
Sales ÷ Supply	0,0%	0,5%	1,1%	0,9%	0,6%

California + Chile | Sales | March

Metric tons (inshell equivalent)	Chilean Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Joint starting inventory	492.387	408.912	409.728	380.197	363.078
USA Canada	21.232	25.711	20.559	15.369	18.249
Europe	20.606	15.376	14.770	12.218	12.114
Medium East India & Pakistan	11.969	5.343	10.647	7.444	8.039
Japan Korea	10.923	7.311	8.863	7.764	8.649
China & Hong Kong Vietnam	1.614	905	471	1.238	2.767
Others Asia & Pacific Rim	3.098	1.946	2.818	2.283	4.113
Mexico Central & South America	0	63	352	174	342
Others	364	261	341	276	626
Total sales	69.805	56.917	58.822	46.766	54.900
Joint ending inventory	422.582	351.995	350.907	333.431	308.178

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+20,4%	+20,2%	+29,5%	+35,6%
-17,4%	+3,3%	+38,1%	+16,3%
+34,0%	+39,5%	+68,6%	+70,1%
+124,0%	+12,4%	+60,8%	+48,9%
+49,4%	+23,2%	+40,7%	+26,3%
+78,3%	+242,5%	+30,4%	-41,7%
+59,2%	+9,9%	+35,7%	-24,7%
-100,0%	-100,0%	-100,0%	-100,0%
+39,3%	+6,6%	+31,8%	-41,9%
+22,6%	+18,7%	+49,3%	+27,1%
+20,1%	+20,4%	+26,7%	+37,1%

Sales ÷ Starting inventory	14,2%	13,9%	14,4%	12,3%	15,1%
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monthly inshell walnut sales report

april 24th, 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 March - Off Season

Metric tons	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
USA Canada	6.045	5.208	7.904	9.406	6.545
Europe	36.261	37.331	36.832	36.209	42.329
Medium East India & Pakistan	101.370	67.359	91.400	65.714	84.244
Japan Korea	485	382	306	608	522
China & Hong Kong Vietnam	9.633	6.848	8.641	16.640	36.255
Others Asia & Pacific Rim	250	268	872	206	288
Mexico Central & South America	228	396	168	82	259
Others	2.383	895	1.314	1.159	2.444
Total sales	156.655	118.686	147.437	130.023	172.886
Final inventory	20.903	12.689	7.453	8.981	6.974
Sales ÷ Crop	89,5%	91,2%	96,2%	94,2%	97,0%
Sales ÷ Supply	88,2%	90,3%	95,2%	93,5%	96,1%

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+16,1%	-23,5%	-35,7%	-7,6%
-2,9%	-1,5%	+0,1%	-14,3%
+50,5%	+10,9%	+54,3%	+20,3%
+27,0%	+58,5%	-20,2%	-7,0%
+40,7%	+11,5%	-42,1%	-73,4%
-6,9%	-71,3%	+21,2%	-13,2%
-42,4%	+36,0%	+177,5%	-12,0%
+166,3%	+81,3%	+105,7%	-2,5%
+32,0%	+6,3%	+20,5%	-9,4%
+64,7%	+180,5%	+132,8%	+199,7%

California | Sales | March - 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	337	236	419	613	451
Europe	1.723	656	1.173	604	596
Medium East India & Pakistan	5.905	2.501	5.581	4.776	3.664
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	1.372	772	159	515	1.559
Others Asia & Pacific Rim	0	10	111	0	0
Mexico Central & South America	0	0	0	0	0
Others	81	76	119	-58	140
Total sales	9.418	4.251	7.562	6.450	6.411
Sales ÷ Crop	5,4%	3,3%	4,9%	4,7%	3,6%
Sales ÷ Supply	5,3%	3,2%	4,9%	4,6%	3,6%
Sales ÷ Initial inventory	31,1%	25,1%	50,4%	41,8%	47,9%

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+79,0%	+101,9%	+96,5%	+126,5%
+42,9%	-19,6%	-45,0%	-25,3%
+162,6%	+46,9%	+185,1%	+189,2%
+136,1%	+5,8%	+23,7%	+61,2%
+0,0%	+0,0%	+0,0%	+0,0%
+77,8%	+762,9%	+166,2%	-12,0%
-100,0%	-100,0%	+0,0%	-100,0%
+0,0%	+0,0%	+0,0%	+0,0%
+5,3%	-32,5%	-239,2%	-42,6%
+121,5%	+24,5%	+46,0%	+46,9%

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 - On Season

Metric tons	Chilean Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
USA Canada	0	0	0	0	0
Europe	0	38	40	0	40
Medium East India & Pakistan	0	375	1.026	0	0
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	0	0	0	0	0
Others Asia & Pacific Rim	0	0	0	0	0
Mexico Central & South America	0	0	0	0	0
Others	0	0	0	0	0
Total	0	413	1.066	0	0
Final inventory	68.000	64.509	72.844	65.846	56.122

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+0,0%	+0,0%	+0,0%	+0,0%
-100,0%	-100,0%	+0,0%	-100,0%
-100,0%	-100,0%	+0,0%	+0,0%
+0,0%	+0,0%	+0,0%	+0,0%
+0,0%	+0,0%	+0,0%	+0,0%
+0,0%	+0,0%	+0,0%	+0,0%
+0,0%	+0,0%	+0,0%	+0,0%
+0,0%	+0,0%	+0,0%	+0,0%
-100,0%	-100,0%	+0,0%	+0,0%
+5,4%	-6,7%	+3,3%	+21,2%

Sales ÷ Crop	0,0%	0,6%	1,4%	0,0%	0,0%
Sales ÷ Supply	0,0%	0,6%	1,4%	0,0%	0,0%

California + Chile | Sales | March

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	337	236	419	613	451
Europe	1.723	694	1.213	604	636
Medium East India & Pakistan	5.905	2.875	6.607	4.776	3.664
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	1.372	772	159	515	1.559
Others Asia & Pacific Rim	0	10	111	0	0
Mexico Central & South America	0	0	0	0	0
Others	81	76	119	-58	140
Total sales	9.418	4.664	8.628	6.450	6.451
Joint ending inventory	88.903	77.198	80.297	74.826	63.056

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+20,1%	+10,6%	+21,0%	+41,5%
+42,9%	-19,6%	-45,0%	-25,3%
+148,2%	+42,0%	+185,1%	+171,0%
+105,4%	-10,6%	+23,7%	+61,2%
+0,0%	+0,0%	+0,0%	+0,0%
+77,8%	+762,9%	+166,2%	-12,0%
-100,0%	-100,0%	+0,0%	-100,0%
+0,0%	+0,0%	+0,0%	+0,0%
+5,3%	-32,5%	-239,2%	-42,6%
+101,9%	+9,2%	+46,0%	+46,0%
+15,2%	+10,7%	+18,8%	+41,0%

Sales ÷ Starting inventory	9,6%	5,7%	9,7%	7,9%	9,3%
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monthly shelled walnut sales report

april 24th, 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 March - Off Season

Metric tons (Inshell equivalent)	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
USA Canada	141.031	147.470	137.287	118.641	130.066
Europe	87.563	88.481	74.117	79.905	77.908
Medium East India & Pakistan	35.937	19.511	30.777	14.542	28.751
Japan Korea	49.237	39.083	42.458	47.342	43.980
China & Hong Kong Vietnam	1.457	1.585	3.206	3.698	6.649
Others Asia & Pacific Rim	16.142	13.384	14.649	14.661	16.895
Mexico Central & South America	2	31	43	245	202
Others	2.417	1.288	1.702	2.071	2.852
Total sales	333.785	310.834	304.239	281.106	307.303
Final inventory	367.272	274.614	289.778	273.359	316.518
Sales ÷ Crop	51,9%	59,2%	56,7%	55,8%	54,4%
Sales ÷ Supply	47,6%	53,1%	51,2%	50,7%	49,3%

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
-4,4%	+2,7%	+18,9%	+8,4%
-1,0%	+18,1%	+9,6%	+12,4%
+84,2%	+16,8%	+147,1%	+25,0%
+26,0%	+16,0%	+4,0%	+12,0%
-8,1%	-54,6%	-60,6%	-78,1%
+20,6%	+10,2%	+10,1%	-4,5%
-94,2%	-95,7%	-99,3%	-99,1%
+87,6%	+42,0%	+16,7%	-15,3%
+7,4%	+9,7%	+18,7%	+8,6%
+33,7%	+26,7%	+34,4%	+16,0%

California | Sales | March - 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	20.895	25.475	20.140	14.756	17.798
Europe	18.883	14.661	13.450	11.288	11.220
Medium East India & Pakistan	6.063	2.359	3.998	2.049	4.332
Japan Korea	10.923	7.311	8.863	7.764	8.621
China & Hong Kong Vietnam	242	133	312	723	1.208
Others Asia & Pacific Rim	3.098	1.936	2.707	2.283	4.113
Mexico Central & South America	0	0	23	23	37
Others	283	185	222	260	486
Total sales	60.387	52.060	49.715	39.145	47.815
Sales ÷ Crop	9,4%	9,9%	9,3%	7,8%	8,5%
Sales ÷ Supply	8,6%	8,9%	8,4%	7,1%	7,7%
Sales ÷ Initial inventory	14,1%	15,9%	14,6%	12,5%	13,1%

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+30,9%	+26,0%	+36,8%	+17,4%
-18,0%	+3,7%	+41,6%	+17,4%
+28,8%	+40,4%	+67,3%	+68,3%
+157,0%	+51,7%	+196,0%	+40,0%
+49,4%	+23,2%	+40,7%	+26,7%
+81,2%	-22,5%	-66,5%	-80,0%
+60,0%	+14,4%	+35,7%	-24,7%
+0,0%	-100,0%	-100,0%	-100,0%
+53,4%	+27,5%	+8,8%	-41,7%
+16,0%	+21,5%	+54,3%	+26,3%

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 - 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	0	21	108	326	259
Medium East India & Pakistan	0	109	42	620	42
Japan Korea	0	0	0	0	28
China & Hong Kong Vietnam	0	0	0	0	0
Others Asia & Pacific Rim	0	0	0	0	0
Mexico Central & South America	0	63	329	151	306
Others	0	0	0	74	0
Total	0	193	479	1.170	674
Final inventory	80.965	72.138	66.446	62.431	56.451

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+0,0%	+0,0%	+0,0%	+0,0%
-100,0%	-100,0%	-100,0%	-100,0%
-100,0%	-100,0%	-100,0%	-100,0%
+0,0%	+0,0%	+0,0%	-100,0%
+0,0%	+0,0%	+0,0%	+0,0%
+0,0%	+0,0%	+0,0%	+0,0%
-100,0%	-100,0%	-100,0%	-100,0%
+0,0%	+0,0%	-100,0%	+0,0%
-100,0%	-100,0%	-100,0%	-100,0%
+12,2%	+21,9%	+29,7%	+43,4%

Sales ÷ Crop	0,0%	0,3%	0,7%	1,8%	1,2%
Sales ÷ Supply	0,0%	0,3%	0,7%	1,8%	1,2%

California + Chile | Sales | March

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	20.895	25.475	20.140	14.756	17.798
Europe	18.883	14.682	13.557	11.614	11.478
Medium East India & Pakistan	6.063	2.468	4.040	2.668	4.374
Japan Korea	10.923	7.311	8.863	7.764	8.649
China & Hong Kong Vietnam	242	133	312	723	1.208
Others Asia & Pacific Rim	3.098	1.936	2.707	2.283	4.113
Mexico Central & South America	0	63	352	174	342
Others	283	185	222	334	486
Total sales	60.387	52.253	50.194	40.315	48.449
Joint ending inventory	448.238	346.753	356.224	335.790	373.009

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+27,5%	+25,1%	+35,2%	+20,7%
-18,0%	+3,7%	+41,6%	+17,4%
+28,6%	+39,3%	+62,6%	+64,5%
+145,7%	+50,1%	+127,2%	+38,6%
+49,4%	+23,2%	+40,7%	+26,3%
+81,2%	-22,5%	-66,5%	-80,0%
+60,0%	+14,4%	+35,7%	-24,7%
-100,0%	-100,0%	-100,0%	-100,0%
+53,4%	+27,5%	-15,2%	-41,7%
+15,6%	+20,3%	+49,8%	+24,6%
+29,3%	+25,8%	+33,5%	+20,2%

Sales ÷ Starting inventory	11,9%	13,1%	12,4%	10,7%	11,5%
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walnut sales forecast

april 24th, 2021

California walnut sales forecast

Metric tons [Inshell equivalent]													March		
	MAR	ABR	MAY	JUN	JUL	AGO	SEP	OCT	NOV	DIC	ENE	FEB	TOTAL	FCST	DIF.
USA Canada	21.232	20.545	18.801	19.948	18.384	21.343	21.707	30.584	29.174	20.543	19.272	17.916	259.450	21.403	-171
Europe	20.606	13.108	12.361	7.755	4.501	1.483	8.418	36.837	21.023	19.300	16.996	14.712	177.102	16.211	4.395
Medium East India & Pakistan	11.969	6.023	2.476	1.757	1.055	1.349	4.134	27.416	34.658	23.074	19.904	15.463	149.275	9.036	2.933
Japan Korea	10.923	9.725	7.387	5.625	2.100	2.346	2.231	5.955	7.656	8.521	8.094	7.517	78.080	10.162	761
China & Hong Kong Vietnam	1.614	710	437	309	228	300	1.108	6.558	4.603	1.624	1.628	1.373	20.491	1.521	93
Others Asia & Pacific Rim	3.098	2.433	2.284	1.970	1.280	1.118	1.141	2.436	3.088	2.981	2.648	2.470	26.945	4.417	-1.319
Mexico Central & South America	0	0	37	223	31	17	41	85	104	44	67	10	659	98	-98
Others	364	321	229	201	148	99	305	1.066	1.038	636	599	565	5.571	459	-95
Total sales by market	69.805	52.865	44.014	37.787	27.727	28.055	39.084	110.938	101.344	76.721	69.207	60.026	717.573	63.306	6.499
Season to date sales	69.805	122.670	166.684	204.471	232.198	260.253	299.337	410.275	511.619	588.340	657.547	717.573		483.941	-414.136
Sales ÷ Crop	9,8%	17,3%	23,4%	28,8%	32,7%	36,6%	42,7%	58,6%	73,0%	84,0%	93,9%	102,4%		68,1%	-58,2%
Sales ÷ Supply	9,1%	16,0%	21,7%	26,6%	30,2%	33,8%	38,0%	52,0%	64,9%	74,6%	83,4%	91,0%		62,9%	-53,8%

Initial stock	348.422	278.617	225.752	181.738	143.951	116.224	88.168	749.614	638.675	537.332	460.610	391.403	348.422	348.422	0
Crop of the year	0	0	0	0	0	0	0	700.529	0	0	0	0	0	700.529	0
Monthly sales	-69.805	-52.865	-44.014	-37.787	-27.727	-28.055	-39.084	-110.938	-101.344	-76.721	-69.207	-60.026	-717.573	-63.306	-6.499
Final stock (2021/22)	278.617	225.752	181.738	143.951	116.224	88.168	749.614	638.675	537.332	460.610	391.403	331.377	331.377	285.116	-6.499
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]													March		
	MAR	ABR	MAY	JUN	JUL	AGO	SEP	OCT	NOV	DIC	ENE	FEB	TOTAL	FCST	DIF.
USA Canada	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Europe	-367	3.094	6.325	11.174	12.100	8.755	10.581	7.982	4.648	3.775	2.043	1.399	71.508	542	-910
Medium East India & Pakistan	-538	9.095	11.051	6.825	6.975	4.631	2.440	1.417	920	704	646	548	44.714	678	-1.216
Japan Korea	47	17	130	247	124	225	100	90	41	35	0	0	1.054	4	42
China & Hong Kong Vietnam	-33	292	1.246	1.384	1.398	3.124	1.113	384	189	92	96	92	9.377	31	-63
Others Asia & Pacific Rim	95	0	172	339	214	270	409	284	111	214	62	55	2.225	8	87
Mexico Central & South America	348	421	765	1.400	1.422	1.170	1.594	1.762	1.646	1.125	662	940	13.255	564	-217
Others	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total sales by market	-449	12.919	19.687	21.370	22.233	18.175	16.238	11.919	7.555	5.944	3.509	3.034	142.135	1.827	-2.276
Season to date sales	-449	12.470	32.158	53.527	75.760	93.935	110.173	122.093	129.648	135.592	139.101	142.135		1.032	-1.481
Sales ÷ Crop	-0,3%	8,7%	22,4%	37,3%	52,8%	65,5%	76,8%	85,1%	90,4%	94,6%	97,0%	99,1%		0,7%	-1,0%
Sales ÷ Supply	-0,3%	8,7%	22,3%	37,2%	52,6%	65,2%	76,5%	84,8%	90,1%	94,2%	96,6%	98,7%		0,7%	-1,0%

Initial stock	131	143.965	131.046	111.359	89.989	67.756	49.582	33.344	21.424	13.869	7.925	4.416	131	960	-829
Crop of the year (for exports)	143.385	0	0	0	0	0	0	0	0	0	0	0	143.385	148.749	-5.363
Monthly sales	449	-12.919	-19.687	-21.370	-22.233	-18.175	-16.238	-11.919	-7.555	-5.944	-3.509	-3.034	-142.135	-1.827	
Final stock (2021/22)	143.965	131.046	111.359	89.989	67.756	49.582	33.344	21.424	13.869	7.925	4.416	1.382	1.382	147.882	-3.916
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]													March		
	MAR	ABR	MAY	JUN	JUL	AGO	SEP	OCT	NOV	DIC	ENE	FEB	TOTAL	FCST	DIF.
Total sales	69.356	65.784	63.702	59.156	49.960	46.230	55.322	122.858	108.899	82.665	72.716	63.060	859.708	65.133	-18.903
Final stock (2021/22)	422.582	356.799	293.097	233.941	183.980	137.750	782.957	660.100	551.201	468.535	395.819	332.760	332.760	432.997	-295.247
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			