

September 21, 2022

California | Crop & Supply

Metric tons (inshell equivalent)	Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Crop	662.037	711.011	590.333	610.285	569.529
Carry-In	88.953	58.046	60.037	57.642	50.781
Total Supply	750.990	769.057	650.370	667.926	620.310
% of the crop	100%	100%	100%	100%	100%

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
-6,9%	+12,1%	+8,5%	+16,2%
+53,2%	+48,2%	+54,3%	+75,2%
-2,3%	+15,5%	+12,4%	+21,1%

California | Shipments

Metric tons (inshell equivalent)	September – August				
	2021/22	2020/21	2019/20	2018/19	2017/18
USA Canada	223.326	243.971	237.139	237.253	210.669
Europe	186.828	165.433	160.562	139.086	145.815
Middle East	100.324	125.294	89.751	115.087	76.492
India & Pakistan	3.832	22.040	9.952	15.057	11.852
Japan Korea	76.115	80.270	62.255	62.508	69.256
China & Hong Kong Vietnam	7.340	12.957	9.362	13.931	22.735
Others Asia & Pacific Rim	21.923	23.664	20.191	20.838	20.425
Mexico Central & South America	448	438	472	351	394
Others	6.867	6.036	2.640	3.779	5.030
Total sales	627.002	680.104	592.323	607.890	562.668
Final inventory	123.988	88.953	58.046	60.037	57.642

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
-8,5%	-5,8%	-5,9%	+6,0%
+12,9%	+16,4%	+34,3%	+28,1%
-19,9%	+11,8%	-12,8%	+31,2%
-82,6%	-61,5%	-74,5%	-67,7%
-5,2%	+22,3%	+21,8%	+9,9%
-43,4%	-21,6%	-47,3%	-67,7%
-7,4%	+8,6%	+5,2%	+7,3%
+2,4%	-5,0%	+27,9%	+13,8%
+13,8%	+160,1%	+81,7%	+36,5%
-7,8%	+5,9%	+3,1%	+11,4%
+39,4%	+113,6%	+106,5%	+115,1%

Sales ÷ Crop	94,7%	95,7%	100,3%	99,6%	98,8%
Sales ÷ Supply	83,5%	88,4%	91,1%	91,0%	90,7%

California | Shipments

Metric tons (inshell equivalent)	March – August				
	2022/23	2021/22	2020/21	2019/20	2018/19
Initial inventory	412.025	353.893	278.306	275.183	255.908
USA Canada	106.752	120.531	110.711	113.383	98.477
Europe	81.468	63.590	50.395	43.154	41.915
Middle East	48.205	21.534	16.158	16.024	13.871
India & Pakistan	1.036	1.059	1.611	1.697	1.100
Japan Korea	32.723	42.237	30.241	28.825	29.255
China & Hong Kong Vietnam	2.612	3.506	1.841	2.574	3.649
Others Asia & Pacific Rim	10.888	10.631	8.536	8.214	7.898
Mexico Central & South America	262	208	45	163	91
Others	4.091	1.644	723	1.114	2.012
Total sales	288.037	264.940	220.260	215.147	198.267

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+16,4%	+48,0%	+49,7%	+61,0%
-11,4%	-3,6%	-5,8%	+8,4%
+28,1%	+61,7%	+88,8%	+94,4%
+123,9%	+198,3%	+200,8%	+247,5%
-2,2%	-35,7%	-38,9%	-5,8%
-22,5%	+8,2%	+13,5%	+11,9%
-25,5%	+41,9%	+1,5%	-28,4%
+2,4%	+27,6%	+32,6%	+37,9%
+26,0%	+484,8%	+61,0%	+189,3%
+148,9%	+466,0%	+267,3%	+103,3%
+8,7%	+30,8%	+33,9%	+45,3%

Sales ÷ Crop	43,5%	37,3%	37,3%	35,3%	34,8%
Sales ÷ Supply	38,4%	34,5%	33,9%	32,2%	32,0%
Sales ÷ Initial inventory	69,9%	74,9%	79,1%	78,2%	77,5%

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Chile | Crop & Supply

Metric tons (inshell equivalent)	Season				
	2022/23	2021/22	2020/21	2019/20	2018/19
Crop	162.922	149.294	134.071	134.011	123.977
Carry-In	1.842	2.093	853	2.708	980
Total Export Supply	164.763	151.387	134.923	136.720	124.957
% of the crop	100%	100%	100%	100%	100%

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+9,1%	+21,5%	+21,6%	+31,4%
-12,0%	+116,0%	-32,0%	+87,9%
+8,8%	+22,1%	+20,5%	+31,9%

Chile | Shipments

Metric tons (inshell equivalent)	March – August				
	2022/23	2021/22	2020/21	2019/20	2018/19
USA Canada	0	0	0	0	0
Europe	37.308	38.855	40.166	44.448	32.067
Middle East	30.944	28.819	23.209	41.489	34.129
India & Pakistan	18.085	16.098	8.573	5.862	6.353
Japan Korea	736	1.334	675	1.286	972
China & Hong Kong Vietnam	4.031	6.513	7.422	8.470	3.215
Others Asia & Pacific Rim	732	808	1.371	1.305	708
Mexico Central & South America	6.775	5.598	4.176	5.405	5.089
Others	0	0	0	0	-0
Total	98.610	98.024	85.592	108.265	82.531
Final inventory	66.154	53.363	49.332	28.455	42.426

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+0,0%	+0,0%	+0,0%	+0,0%
-4,0%	-7,1%	-16,1%	+16,3%
+7,4%	+33,3%	-25,4%	-9,3%
+12,3%	+111,0%	+208,5%	+184,7%
-44,8%	+9,0%	-42,8%	-24,3%
-38,1%	-45,7%	-52,4%	+25,4%
-9,4%	-46,6%	-43,9%	+3,4%
+21,0%	+62,2%	+25,3%	+33,1%
+0,0%	+0,0%	-100,0%	
+0,6%	+15,2%	-8,9%	+19,5%
+24,0%	+34,1%	+132,5%	+55,9%

Sales ÷ Crop	60,5%	65,7%	63,8%	80,8%	66,6%
Sales ÷ Supply	59,8%	64,8%	63,4%	79,2%	66,0%

California + Chile | Shipments

Metric tons (inshell equivalent)	March – August				
	2022/23	2021/22	2020/21	2019/20	2018/19
Joint starting inventory	576.788	505.281	413.229	411.903	380.865
USA Canada	106.752	120.531	110.711	113.383	98.477
Europe	118.776	102.445	90.560	87.602	73.982
Middle East	79.148	50.353	39.367	57.512	48.000
India & Pakistan	19.120	17.158	10.183	7.558	7.452
Japan Korea	33.459	43.571	30.916	30.111	30.227
China & Hong Kong Vietnam	6.642	10.019	9.263	11.044	6.863
Others Asia & Pacific Rim	11.620	11.439	9.907	9.518	8.605
Mexico Central & South America	7.037	5.806	4.221	5.568	5.180
Others	4.091	1.644	723	1.114	2.012
Total sales	386.646	362.964	305.851	323.411	280.798
Joint ending inventory	190.141	142.316	107.378	88.492	100.068

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+14,2%	+39,6%	+40,0%	+51,4%
-11,4%	-3,6%	-5,8%	+8,4%
+15,9%	+31,2%	+35,6%	+60,5%
+57,2%	+101,1%	+37,6%	+64,9%
+11,4%	+87,8%	+153,0%	+156,6%
-23,2%	+8,2%	+11,1%	+10,7%
-33,7%	-28,3%	-39,9%	-3,2%
+1,6%	+17,3%	+22,1%	+35,0%
+21,2%	+66,7%	+26,4%	+35,9%
+148,9%	+466,0%	+267,3%	+103,3%
+6,5%	+26,4%	+19,6%	+37,7%
+33,6%	+77,1%	+114,9%	+90,0%

Sales ÷ Starting inventory	67,0%	71,8%	74,0%	78,5%	73,7%
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California | Crop & Supply

Metric tons	Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Crop (for INSHELL WALNUTS)	115.880	166.379	130.183	153.325	138.043
Carry-In	2.270	2.558	1.192	1.564	961
Supply for export	118.150	168.937	131.375	154.889	139.004
% of the crop	18%	23%	22%	25%	24%

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
-30,4%	-11,0%	-24,4%	-16,1%
-11,3%	+90,4%	+45,1%	+136,3%
-30,1%	-10,1%	-23,7%	-15,0%

California | Shipments

Metric tons	September – August				
	2021/22	2020/21	2019/20	2018/19	2017/18
USA Canada	6.084	6.984	5.793	8.909	11.207
Europe	33.534	40.038	38.511	38.249	37.148
Middle East	65.192	86.072	67.099	79.791	57.684
India & Pakistan	3.751	19.818	8.266	14.786	11.852
Japan Korea	394	485	382	306	608
China & Hong Kong Vietnam	4.395	10.275	7.007	9.161	17.276
Others Asia & Pacific Rim	30	250	268	872	216
Mexico Central & South America	196	228	396	288	82
Others	2.411	2.517	1.095	1.336	1.367
Total sales	115.988	166.667	128.817	153.697	137.439
Final inventory	2.162	2.270	2.558	1.192	1.564

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
-12,9%	+5,0%	-31,7%	-45,7%
-16,2%	-12,9%	-12,3%	-9,7%
-24,3%	-2,8%	-18,3%	+13,0%
-81,1%	-54,6%	-74,6%	-68,3%
-18,9%	+3,1%	+28,6%	-35,2%
-57,2%	-37,3%	-52,0%	-74,6%
-88,0%	-88,8%	-96,6%	-86,1%
-14,0%	-50,4%	-31,8%	+138,8%
-4,2%	+120,3%	+80,4%	+76,4%
-30,4%	-10,0%	-24,5%	-15,6%
-4,8%	-15,5%	+81,3%	+38,2%

Sales ÷ Crop	100,1%	100,2%	99,0%	100,2%	99,6%
Sales ÷ Supply	98,2%	98,7%	98,1%	99,2%	98,9%

California | Shipments

Metric tons	March – August				
	2022/23	2021/22	2020/21	2019/20	2018/19
Initial inventory	39.569	21.699	16.940	15.015	15.431
USA Canada	1.377	1.276	820	1.424	2.414
Europe	3.904	5.500	1.836	2.590	1.543
Middle East	28.881	9.585	9.154	7.140	7.498
India & Pakistan	993	839	1.353	1.618	1.100
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	987	2.014	932	679	1.151
Others Asia & Pacific Rim	0	0	10	111	10
Mexico Central & South America	40	0	0	120	0
Others	1.226	215	276	141	150
Total sales	37.407	19.429	14.382	13.822	13.867

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+82,4%	+133,6%	+163,5%	+156,4%
+7,9%	+67,8%	-3,3%	-43,0%
-29,0%	+112,6%	+50,7%	+153,0%
+201,3%	+215,5%	+304,5%	+285,2%
+18,3%	-26,6%	-38,7%	-9,7%
+0,0%	+0,0%	+0,0%	+0,0%
-51,0%	+5,9%	+45,4%	-14,3%
+0,0%	-100,0%	-100,0%	-100,0%
+0,0%	+0,0%	-66,7%	+0,0%
+471,3%	+343,6%	+768,5%	+714,8%
+92,5%	+160,1%	+170,6%	+169,8%

Sales ÷ Crop	32,3%	11,7%	11,0%	9,0%	10,0%
Sales ÷ Supply	31,7%	11,5%	10,9%	8,9%	10,0%
Sales ÷ Initial inventory	94,5%	89,5%	84,9%	92,1%	89,9%

Chile | Crop & Supply

Metric tons	Season				
	2022/23	2021/22	2020/21	2019/20	2018/19
Crop	95.000	82.138	66.440	72.909	65.046
Carry-In	0	0	0	0	0
Total Supply	95.000	82.138	66.440	72.909	65.046
% of the crop	58%	55%	50%	54%	52%

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+15,7%	+43,0%	+30,3%	+46,0%
+0,0%	+0,0%	+0,0%	+0,0%
+15,7%	+43,0%	+30,3%	+46,0%

Chile | Shipments

Metric tons	March – August				
	2022/23	2021/22	2020/21	2019/20	2018/19
USA Canada	0	0	0	0	0
Europe	11.916	15.719	14.599	14.910	11.778
Middle East	29.172	26.839	21.435	39.441	33.406
India & Pakistan	17.864	15.841	8.153	5.119	6.239
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	4.031	6.513	7.422	8.174	3.168
Others Asia & Pacific Rim	214	355	1.021	809	508
Mexico Central & South America	777	1.067	968	960	946
Others	0	0	0	0	0
Total	63.974	66.335	53.599	69.413	56.045
Final inventory	31.026	15.803	12.841	3.496	9.001

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+0,0%	+0,0%	+0,0%	+0,0%
-24,2%	-18,4%	-20,1%	+1,2%
+8,7%	+36,1%	-26,0%	-12,7%
+12,8%	+119,1%	+249,0%	+186,3%
+0,0%	+0,0%	+0,0%	+0,0%
-38,1%	-45,7%	-50,7%	+27,2%
-39,7%	-79,0%	-73,5%	-57,8%
-27,2%	-19,7%	-19,1%	-17,9%
+0,0%	+0,0%	+0,0%	+0,0%
-3,6%	+19,4%	-7,8%	+14,1%
+96,3%	+141,6%	+787,6%	+244,7%

Sales ÷ Crop	67,3%	80,8%	80,7%	95,2%	86,2%
Sales ÷ Supply	67,3%	80,8%	80,7%	95,2%	86,2%

California + Chile | Shipments

Metric tons	March – August				
	2022/23	2021/22	2020/21	2019/20	2018/19
Joint starting inventory	134.569	103.837	83.380	87.924	80.477
USA Canada	1.377	1.276	820	1.424	2.414
Europe	15.821	21.219	16.436	17.500	13.321
Middle East	58.053	36.424	30.589	46.581	40.904
India & Pakistan	18.856	16.681	9.506	6.737	7.339
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	5.017	8.527	8.354	8.853	4.320
Others Asia & Pacific Rim	214	355	1.031	919	518
Mexico Central & South America	817	1.067	968	1.080	946
Others	1.226	215	276	141	150
Total sales	101.381	85.764	67.980	83.236	69.912
Joint ending inventory	33.188	18.074	15.400	4.688	10.566

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+29,6%	+61,4%	+53,1%	+67,2%
+7,9%	+67,8%	-3,3%	-43,0%
-25,4%	-3,7%	-9,6%	+18,8%
+59,4%	+89,8%	+24,6%	+41,9%
+13,0%	+98,4%	+179,9%	+156,9%
+0,0%	+0,0%	+0,0%	+0,0%
-41,2%	-39,9%	-43,3%	+16,1%
-39,7%	-79,2%	-76,7%	-58,7%
-23,4%	-15,6%	-24,3%	-13,7%
+471,3%	+343,6%	+768,5%	+714,8%
+18,2%	+49,1%	+21,8%	+45,0%
+83,6%	+115,5%	+607,9%	+214,1%

Sales ÷ Starting inventory	75,3%	82,6%	81,5%	94,7%	86,9%
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September 21, 2022

California | Crop & Supply

Metric tons (inshell equivalent)	Season					2021/22 vs.			
	2021/22	2020/21	2019/20	2018/19	2017/18	2020/21	2019/20	2018/19	2017/18
Crop (for SHELLED WALNUTS)	546.157	544.632	460.150	456.960	431.487	+0,3%	+18,7%	+19,5%	+26,6%
Carry-In	86.683	55.488	58.844	56.077	49.820	+56,2%	+47,3%	+54,6%	+74,0%
Supply for export	632.840	600.120	518.994	513.037	481.306	+5,5%	+21,9%	+23,4%	+31,5%
% of the crop	82%	77%	78%	75%	76%				

California | Shipments

Metric tons (inshell equivalent)	September – August					2021/22 vs.			
	2021/22	2020/21	2019/20	2018/19	2017/18	2020/21	2019/20	2018/19	2017/18
USA Canada	217.241	236.987	231.346	228.344	199.463	-8,3%	-6,1%	-4,9%	+8,9%
Europe	153.294	125.395	122.051	100.837	108.668	+22,2%	+25,6%	+52,0%	+41,1%
Middle East	35.132	39.223	22.652	35.296	18.808	-10,4%	+55,1%	-0,5%	+86,8%
India & Pakistan	81	2.222	1.685	271	0	-96,4%	-95,2%	-70,3%	+0,0%
Japan Korea	75.721	79.784	61.873	62.202	68.648	-5,1%	+22,4%	+21,7%	+10,3%
China & Hong Kong Vietnam	2.945	2.682	2.354	4.770	5.459	+9,8%	+25,1%	-38,3%	-46,1%
Others Asia & Pacific Rim	21.893	23.414	19.923	19.967	20.209	-6,5%	+9,9%	+9,6%	+8,3%
Mexico Central & South America	252	210	76	63	312	+20,2%	+231,4%	+301,1%	-19,1%
Others	4.456	3.520	1.545	2.443	3.663	+26,6%	+188,4%	+82,4%	+21,6%
Total sales	511.014	513.437	463.506	454.193	425.229	-0,5%	+10,2%	+12,5%	+20,2%
Final inventory	121.826	86.683	55.488	58.844	56.077	+40,5%	+119,6%	+107,0%	+117,2%

Sales ÷ Crop	93,6%	94,3%	100,7%	99,4%	98,5%
Sales ÷ Supply	80,7%	85,6%	89,3%	88,5%	88,3%

California | Shipments

Metric tons (inshell equivalent)	March – August					2022/23 vs.			
	2022/23	2021/22	2020/21	2019/20	2018/19	2021/22	2020/21	2019/20	2018/19
Initial inventory	372.456	332.194	261.366	260.169	240.477	+12,1%	+42,5%	+43,2%	+54,9%
USA Canada	105.375	119.255	109.891	111.959	96.063	-11,6%	-4,1%	-5,9%	+9,7%
Europe	77.564	58.090	48.558	40.564	40.372	+33,5%	+59,7%	+91,2%	+92,1%
Middle East	19.324	11.949	7.003	8.884	6.373	+61,7%	+175,9%	+117,5%	+203,2%
India & Pakistan	43	220	258	79	0	-80,3%	-83,2%	-44,9%	+0,0%
Japan Korea	32.723	42.237	30.241	28.825	29.255	-22,5%	+8,2%	+13,5%	+11,9%
China & Hong Kong Vietnam	1.625	1.492	909	1.895	2.497	+8,9%	+78,8%	-14,2%	-34,9%
Others Asia & Pacific Rim	10.888	10.631	8.526	8.103	7.888	+2,4%	+27,7%	+34,4%	+38,0%
Mexico Central & South America	222	208	45	43	91	+6,8%	+395,6%	+418,9%	+145,2%
Others	2.865	1.429	446	973	1.862	+100,5%	+541,7%	+194,6%	+53,9%
Total sales	250.630	245.511	205.878	201.324	184.400	+2,1%	+21,7%	+24,5%	+35,9%

Sales ÷ Crop	45,9%	45,1%	44,7%	44,1%	42,7%
Sales ÷ Supply	39,6%	40,9%	39,7%	39,2%	38,3%
Sales ÷ Initial inventory	67,3%	73,9%	78,8%	77,4%	76,7%

shelled

Chile | Crop & Supply

Metric tons (inshell equivalent)	Season				
	2022/23	2021/22	2020/21	2019/20	2018/19
Crop (for SHELLED WALNUTS)	67.922	67.156	67.631	61.102	58.930
Carry-In	1.842	2.093	853	2.708	980
Total Supply	69.763	69.249	68.484	63.811	59.911
% of the crop	42%	45%	50%	46%	48%

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+1,1%	+0,4%	+11,2%	+15,3%
-12,0%	+116,0%	-32,0%	+87,9%
+0,7%	+1,9%	+9,3%	+16,4%

Chile | Shipments

Metric tons (inshell equivalent)	March – August				
	2022/23	2021/22	2020/21	2019/20	2018/19
USA Canada	0	0	0	0	0
Europe	25.392	23.136	25.567	29.537	20.289
Middle East	1.772	1.979	1.774	2.047	723
India & Pakistan	221	257	420	743	114
Japan Korea	736	1.334	675	1.286	972
China & Hong Kong Vietnam	0	0	0	296	46
Others Asia & Pacific Rim	518	453	350	496	200
Mexico Central & South America	5.998	4.531	3.208	4.445	4.142
Others	0	0	0	0	-0
Total	34.636	31.690	31.993	38.851	26.486
Final inventory	35.127	37.560	36.490	24.960	33.425

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+0,0%	+0,0%	+0,0%	+0,0%
+9,8%	-0,7%	-14,0%	+25,2%
-10,5%	-0,1%	-13,5%	+145,0%
-14,1%	-47,4%	-70,3%	+94,5%
-44,8%	+9,0%	-42,8%	-24,3%
-100,0%	+0,0%	-100,0%	-100,0%
+14,4%	+48,0%	+4,5%	+158,9%
+32,4%	+87,0%	+34,9%	+44,8%
+0,0%	+0,0%	-100,0%	
+9,3%	+8,3%	-10,8%	+30,8%
-6,5%	-3,7%	+40,7%	+5,1%

Sales ÷ Crop	51,0%	47,2%	47,3%	63,6%	44,9%
Sales ÷ Supply	49,6%	45,8%	46,7%	60,9%	44,2%

California + Chile | Shipments

Metric tons (inshell equivalent)	March – August				
	2022/23	2021/22	2020/21	2019/20	2018/19
Joint starting inventory	442.219	401.443	329.849	323.979	300.388
USA Canada	105.375	119.255	109.891	111.959	96.063
Europe	102.956	81.226	74.125	70.101	60.661
Middle East	21.096	13.928	8.777	10.931	7.096
India & Pakistan	264	477	678	822	114
Japan Korea	33.459	43.571	30.916	30.111	30.227
China & Hong Kong Vietnam	1.625	1.492	909	2.191	2.544
Others Asia & Pacific Rim	11.406	11.084	8.876	8.599	8.088
Mexico Central & South America	6.220	4.739	3.253	4.488	4.233
Others	2.865	1.429	446	973	1.862
Total sales	285.266	277.200	237.871	240.175	210.886
Joint ending inventory	156.953	124.243	91.978	83.804	89.502

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+10,2%	+34,1%	+36,5%	+47,2%
-11,6%	-4,1%	-5,9%	+9,7%
+26,8%	+38,9%	+46,9%	+69,7%
+51,5%	+140,3%	+93,0%	+197,3%
-44,6%	-61,0%	-67,8%	+132,7%
-23,2%	+8,2%	+11,1%	+10,7%
+8,9%	+78,8%	-25,8%	-36,1%
+2,9%	+28,5%	+32,6%	+41,0%
+31,3%	+91,2%	+38,6%	+46,9%
+100,5%	+541,7%	+194,6%	+53,9%
+2,9%	+19,9%	+18,8%	+35,3%
+26,3%	+70,6%	+87,3%	+75,4%

Sales ÷ Starting inventory	64,5%	69,1%	72,1%	74,1%	70,2%
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walnut sales forecast

September 21, 2022

Chilean walnut sales forecast

Metric tons [Inshell equivalent]	2022											2023		TOTAL	AUG				
	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	0	0	0
Europe	56	609	5.059	10.922	11.693	8.970	8.116	6.585	3.814	3.524	2.567	316	62.231	11.370	8.970	-2.400			
Middle East	34	2.711	8.189	8.749	7.449	3.811	3.795	1.228	517	634	72	0	37.189	3.156	3.811	655			
India & Pakistan	0	254	4.891	5.496	3.820	3.623	3.335	2.471	373	654	30	0	24.947	5.310	3.623	-1.687			
Japan Korea	0	0	193	190	288	64	121	62	0	62	0	24	1.005	252	64	-188			
China & Hong Kong Vietnam	0	19	453	1.098	1.165	1.296	634	219	108	52	55	53	5.151	1.779	1.296	-483			
Others Asia & Pacific Rim	0	0	121	199	277	136	0	65	0	0	0	85	882	49	136	87			
Mexico Central & South America	264	430	944	1.470	1.941	1.726	2.066	2.284	2.134	1.458	858	1.218	16.793	1.450	1.726	277			
Others	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Total sales by market	354	4.023	19.850	28.123	26.633	19.626	18.067	12.914	6.944	6.385	3.581	1.696	148.198	23.365	19.626	-3.739			
Season to date sales	354	4.377	24.226	52.350	78.983	98.610	116.677	129.591	136.535	142.920	146.502	148.198		102.349	98.610	-3.739			
Sales ÷ Crop	0%	3%	15%	32%	48%	61%	72%	80%	84%	88%	90%	91%		63%	61%	-2%			
Sales ÷ Supply	0%	3%	15%	32%	48%	60%	71%	79%	83%	87%	89%	90%		62%	60%	-2%			

Initial stock	1.842	164.410	160.387	140.537	112.413	85.780	66.154	48.086	35.172	28.228	21.843	18.262	1.842	85.780	85.780	0
Crop of the year (for exports)	162.922	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Monthly sales	-354	-4.023	-19.850	-28.123	-26.633	-19.626	-18.067	-12.914	-6.944	-6.385	-3.581	-1.696	-148.198	-23.365	-19.626	3.739
Final stock (2022/23)	164.410	160.387	140.537	112.413	85.780	66.154	48.086	35.172	28.228	21.843	18.262	16.565	16.565	62.415	66.154	3.739
Final stock (2021/22)	150.856	141.776	117.232	90.877	73.616	53.363	32.122	18.814	11.911	6.406	4.685	4.026	1.842			
Final stock (2020/21)	134.318	127.405	107.296	87.815	68.075	49.332	33.368	21.357	14.500	8.980	4.781	3.304	2.093			
Final stock (2019/20)	135.175	118.667	93.901	65.533	46.236	28.455	18.755	13.475	7.094	3.825	2.463	1.468	853			

California walnut sales forecast

Metric tons [Inshell equivalent]	2022											2023		TOTAL	AUG		
	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	FCST		REAL	DIF.	
USA Canada	18.371	17.510	17.444	16.113	17.035	20.279	21.876	26.020	24.078	17.340	14.969	16.355	227.388	20.145	20.279	133	
Europe	23.119	18.294	17.705	12.210	4.615	5.524	4.738	26.122	23.756	20.453	15.003	18.961	190.500	4.558	5.524	966	
Middle East	11.634	16.440	8.136	6.055	2.933	3.007	1.724	9.370	16.001	10.536	7.467	8.838	102.141	1.251	3.007	1.756	
India & Pakistan	459	277	139	117	43	0	0	0	559	556	1.013	766	3.930	44	0	-44	
Japan Korea	10.462	5.783	7.855	5.062	1.281	2.280	2.761	4.931	9.503	8.424	9.635	9.649	77.627	2.915	2.280	-635	
China & Hong Kong Vietnam	509	591	336	317	511	348	0	0	2.697	749	872	574	7.505	757	348	-409	
Others Asia & Pacific Rim	3.032	2.507	1.645	1.473	891	1.341	479	1.131	2.400	2.706	2.182	2.522	22.307	1.920	1.341	-579	
Mexico Central & South America	0	40	89	88	0	45	0	0	185	8	0	0	455	26	45	20	
Others	938	303	577	1.282	580	411	114	630	762	1.164	-426	628	6.963	134	411	277	
Total sales by market	68.525	61.745	53.927	42.716	27.888	33.235	31.691	68.203	79.941	61.936	50.714	58.293	638.815	31.751	33.235	1.484	
Season to date sales	407.490	469.235	523.163	565.879	593.768	627.002	31.691	99.894	179.835	241.771	292.485	350.778		625.518	627.002	1.484	
Sales ÷ Crop	62%	71%	79%	85%	90%	95%	4%	14%	25%	33%	41%	49%		94%	95%	0%	
Sales ÷ Supply	54%	62%	70%	75%	79%	83%	4%	13%	23%	31%	38%	45%		83%	83%	0%	

Initial stock	412.025	343.500	281.755	227.827	185.111	157.223	123.988	745.470	677.267	597.326	535.391	484.676	412.025	148.507	157.223	8.715
Crop of the year	0	0	0	0	0	0	653.174	0	0	0	0	0	653.174	0	0	0
Monthly sales	-68.525	-61.745	-53.927	-42.716	-27.888	-33.235	-31.691	-68.203	-79.941	-61.936	-50.714	-58.293	-638.815	-31.751	-33.235	-1.484
Final stock (2022/23)	343.500	281.755	227.827	185.111	157.223	123.988	745.470	677.267	597.326	535.391	484.676	426.383	426.383	116.757	123.988	7.231
Final stock (2021/22)	285.297	228.897	189.056	150.543	118.720	88.953	720.366	653.241	577.211	517.361	468.355	412.025				
Final stock (2020/21)	222.225	180.329	147.181	112.340	85.163	58.046	743.105	650.041	545.522	467.629	411.499	353.893				
Final stock (2019/20)	218.229	172.951	138.014	107.410	82.607	60.037	625.959	539.596	448.956	384.893	329.199	278.306				

California + Chile

Metric tons [Inshell equivalent]	2022											2023		TOTAL	AUG		
	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	FCST		REAL	DIF.	
Total sales	68.878	65.768	73.777	70.840	54.522	52.861	49.759	81.117	86.885	68.321	54.296	59.989	787.013	55.116	52.861	-2.255	
Final stock (2022/23)	507.910	442.141	368.364	297.525	243.003	190.141	793.557	712.440	625.555	557.234	502.938	442.949	442.949	179.171	190.141	10.970	
Final stock (2021/22)	436.153	370.674	306.289	241.419	192.336	142.316	752.488	672.055	589.122	523.767	473.040	416.050					
Final stock (2020/21)	356.543	307.734	254.477	200.155	153.239	107.378	776.473	671.398	560.023	476.609	416.280	357.197					
Final stock (2019/20)	353.405	291.618	231.915	172.943	128.844	88.492	644.714	553.071	456.050	388.718	331.663	279.774					

Cumulative sales as a % of the Season Supply

California | Sales / Supply

Crop	2013	2014	2015	2016	2017	2018	2019	2020	2021
SEP	4,9%	4,4%	4,8%	6,6%	3,5%	3,6%	3,8%	3,4%	4,1%
OCT	24,1%	20,7%	18,6%	24,1%	19,1%	16,0%	17,0%	15,5%	13,0%
NOV	38,7%	32,1%	30,3%	38,1%	33,6%	29,0%	31,0%	29,1%	23,1%
DIC	48,0%	40,5%	40,3%	47,7%	43,5%	39,5%	40,8%	39,2%	31,1%
ENE	55,7%	45,8%	46,6%	55,5%	51,6%	49,9%	49,4%	46,5%	37,6%
FEB	61,9%	52,4%	54,2%	62,3%	58,7%	58,8%	57,2%	54,0%	45,1%
MAR	68,8%	60,9%	61,3%	70,2%	66,1%	67,3%	65,8%	62,9%	54,3%
ABR	75,2%	67,6%	68,3%	75,8%	72,2%	74,1%	72,3%	70,2%	62,5%
MAY	80,4%	73,1%	74,8%	81,0%	78,2%	79,3%	77,4%	75,4%	69,7%
JUN	84,7%	78,2%	80,4%	85,6%	82,7%	83,9%	82,7%	80,4%	75,4%
JUL	88,7%	82,9%	85,7%	88,8%	86,6%	87,6%	86,9%	84,6%	79,1%
AGO	92,8%	86,2%	90,5%	92,5%	90,7%	91,0%	91,1%	88,4%	83,5%

Chile | Sales / Supply

Crop	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
MAR	1,4%	1,5%	0,6%	0,9%	1,0%	0,0%	1,1%	0,4%	0,4%	0,2%
ABR	2,6%	3,6%	4,5%	4,5%	9,9%	10,2%	13,2%	5,6%	6,3%	2,7%
MAY	16,6%	19,8%	17,5%	21,0%	31,2%	24,5%	31,3%	20,5%	22,6%	14,7%
JUN	35,0%	39,9%	38,3%	40,8%	47,4%	39,1%	52,1%	34,9%	40,0%	31,8%
JUL	50,8%	57,5%	55,3%	55,5%	58,9%	54,3%	66,2%	49,5%	51,4%	47,9%
AGO	63,2%	70,0%	66,9%	68,1%	73,2%	66,0%	79,2%	63,4%	64,8%	59,8%
SEPT	71,9%	79,0%	74,6%	76,7%	83,1%	76,6%	86,3%	75,3%	78,8%	70,8%
OCT	81,5%	85,9%	83,1%	83,8%	89,2%	84,5%	90,1%	84,2%	87,6%	78,7%
NOV	87,7%	92,0%	90,5%	88,4%	93,7%	89,6%	94,8%	89,3%	92,1%	82,9%
DIC	93,0%	96,2%	95,0%	92,5%	96,1%	93,7%	97,2%	93,3%	95,8%	86,7%
ENE	96,4%	98,0%	96,8%	94,9%	97,2%	96,0%	98,2%	96,5%	96,9%	88,9%
FEB	97,6%	98,6%	98,4%	96,3%	98,1%	98,2%	98,9%	97,6%	97,3%	89,9%
MAR (Y2)	97,6%	98,6%	98,4%	96,3%	97,3%	99,1%	99,2%	97,2%	97,9%	90,2%

Inventories as a % of the Season Supply

California | Stock / Supply

Crop	2013	2014	2015	2016	2017	2018	2019	2020	2021
SEP	95,1%	95,6%	95,2%	93,4%	96,5%	96,4%	96,2%	96,6%	95,9%
OCT	75,9%	79,3%	81,4%	75,9%	80,9%	84,0%	83,0%	84,5%	87,0%
NOV	61,3%	67,9%	69,7%	61,9%	66,4%	71,0%	69,0%	70,9%	76,9%
DIC	52,0%	59,5%	59,7%	52,3%	56,5%	60,5%	59,2%	60,8%	68,9%
ENE	44,3%	54,2%	53,4%	44,5%	48,4%	50,1%	50,6%	53,5%	62,4%
FEB	38,1%	47,6%	45,8%	37,7%	41,3%	41,2%	42,8%	46,0%	54,9%
MAR	31,2%	39,1%	38,7%	29,8%	33,9%	32,7%	34,2%	37,1%	45,7%
ABR	24,8%	32,4%	31,7%	24,2%	27,8%	25,9%	27,7%	29,8%	37,5%
MAY	19,6%	26,9%	25,2%	19,0%	21,8%	20,7%	22,6%	24,6%	30,3%
JUN	15,3%	21,8%	19,6%	14,4%	17,3%	16,1%	17,3%	19,6%	24,6%
JUL	11,3%	17,1%	14,3%	11,2%	13,4%	12,4%	13,1%	15,4%	20,9%
AGO	7,2%	13,8%	9,5%	7,5%	9,3%	9,0%	8,9%	11,6%	16,5%

Chile | Stock / Supply

Crop	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
MAR	98,6%	98,5%	99,4%	99,1%	99,0%	100,0%	98,9%	99,6%	99,6%	99,8%
ABR	97,4%	96,4%	95,5%	95,5%	90,1%	89,8%	86,8%	94,4%	93,7%	97,3%
MAY	83,4%	80,2%	82,5%	79,0%	68,8%	75,5%	68,7%	79,5%	77,4%	85,3%
JUN	65,0%	60,1%	61,7%	59,2%	52,6%	60,9%	47,9%	65,1%	60,0%	68,2%
JUL	49,2%	42,5%	44,7%	44,5%	41,1%	45,7%	33,8%	50,5%	48,6%	52,1%
AGO	36,8%	30,0%	33,1%	31,9%	26,8%	34,0%	20,8%	36,6%	35,2%	40,2%
SEPT	28,1%	21,0%	25,4%	23,3%	16,9%	23,4%	13,7%	24,7%	21,2%	29,2%
OCT	18,5%	14,1%	16,9%	16,2%	10,8%	15,5%	9,9%	15,8%	12,4%	21,3%
NOV	12,3%	8,0%	9,5%	11,6%	6,3%	10,4%	5,2%	10,7%	7,9%	17,1%
DIC	7,0%	3,8%	5,0%	7,5%	3,9%	6,3%	2,8%	6,7%	4,2%	13,3%
ENE	3,6%	2,0%	3,2%	5,1%	2,8%	4,0%	1,8%	3,5%	3,1%	11,1%
FEB	2,4%	1,4%	1,6%	3,7%	1,9%	1,8%	1,1%	2,4%	2,7%	10,1%
MAR (Y2)	2,4%	1,4%	1,6%	3,7%	2,7%	0,9%	0,8%	2,8%	2,1%	9,8%