



## monthly walnut sales report

January 14th, 2021

## Chile | Crop &amp; Supply

Metric tons (inshell equivalent)	Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Crop	134.000	139.226	129.386	110.464	80.103
less domestic sales	-4.000	-4.635	-4.027	-4.150	-4.000
Export crop	130.000	134.591	125.359	106.314	76.103
Carry-In	580	1.609	61	2.783	1.153
Total Export Supply	130.580	136.200	125.420	109.098	77.255

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
-3,8%	+3,6%	+21,3%	+67,3%
-13,7%	-0,7%	-3,6%	-0,0%
-3,4%	+3,7%	+22,3%	+70,8%
-64,0%	+854,4%	-79,2%	-49,7%
-4,1%	+4,1%	+19,7%	+69,0%

## Chile | Sales | March to December

Metric tons (inshell equivalent)	Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
USA   Canada	0	0	0	0	420
Europe	63.419	59.090	52.945	47.612	27.410
Medium East   India & Pakistan	40.458	50.285	46.232	44.517	29.405
Japan   Korea	876	1.656	1.319	1.676	3.071
China & Hong Kong   Vietnam	8.720	9.132	3.983	940	1.091
Others Asia & Pacific Rim	1.929	1.636	1.432	0	496
Mexico   Central & South America	10.543	11.096	11.112	9.433	9.644
Others	0	0	-0	3.540	0
Total sales	125.944	132.895	117.023	107.718	71.537
Final inventory	4.636	3.305	8.397	1.379	5.718

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+0,0%	+0,0%	+0,0%	-100,0%
+7,3%	+19,8%	+33,2%	+131,4%
-19,5%	-12,5%	-9,1%	+37,6%
-47,1%	-33,6%	-47,7%	-71,5%
-4,5%	+118,9%	+827,7%	+699,2%
+17,9%	+34,7%	+0,0%	+289,2%
-5,0%	-5,1%	+11,8%	+9,3%
-100,0%	-100,0%	-100,0%	+0,0%
-5,2%	+7,6%	+16,9%	+76,1%
+40,3%	-44,8%	+236,1%	-18,9%

Sales ÷ Crop	96,9%	98,7%	93,4%	101,3%	94,0%
Sales ÷ Supply	96,4%	97,6%	93,3%	98,7%	92,6%

## Chile | Sales | September to December - Off Season

Metric tons (inshell equivalent)	Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Initial inventory	44.988	27.935	42.889	27.092	24.589
USA   Canada	0	0	0	0	321
Europe	23.253	14.643	20.879	15.879	10.343
Medium East   India & Pakistan	8.677	2.935	5.751	3.304	1.548
Japan   Korea	201	369	347	251	556
China & Hong Kong   Vietnam	1.297	661	768	43	91
Others Asia & Pacific Rim	557	331	724	0	135
Mexico   Central & South America	6.367	5.691	6.023	5.285	5.878
Others	0	0	0	952	0
Total sales	40.352	24.630	34.492	25.713	18.871

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+61,0%	+4,9%	+66,1%	+83,0%
+0,0%	+0,0%	+0,0%	-100,0%
+58,8%	+11,4%	+46,4%	+124,8%
+195,6%	+50,9%	+162,6%	+460,5%
-45,6%	-42,1%	-19,8%	-63,9%
+96,2%	+68,9%	+2927,3%	+1332,0%
+68,3%	-23,0%	+0,0%	+314,1%
+11,9%	+5,7%	+20,5%	+8,3%
+0,0%	+0,0%	-100,0%	+0,0%
+63,8%	+17,0%	+56,9%	+113,8%

Sales ÷ Crop	31,0%	18,3%	27,5%	24,2%	24,8%
Sales ÷ Supply	30,9%	18,1%	27,5%	23,6%	24,4%
Sales ÷ Initial inventory	89,7%	88,2%	80,4%	94,9%	76,7%

# inshell + shelled

## California | Crop & Supply

Metric tons (inshell equivalent)	Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Crop	<b>707.605</b>	590.333	610.285	569.529	620.822
Carry-In	58.046	60.037	57.642	50.781	59.121
Total Supply	765.651	650.370	667.926	620.310	679.943

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+19,9%	+15,9%	+24,2%	+14,0%
<b>-3,3%</b>	+0,7%	+14,3%	<b>-1,8%</b>
+17,7%	+14,6%	+23,4%	+12,6%

## California | Sales | September to December - On Season

Metric tons (inshell equivalent)	Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
USA   Canada	96.283	90.852	88.008	84.895	90.068
Europe	71.572	80.079	67.319	77.602	82.077
Medium East   India & Pakistan	97.049	64.715	70.867	55.091	84.990
Japan   Korea	21.870	17.974	19.388	24.781	23.142
China & Hong Kong   Vietnam	6.183	3.615	9.270	17.054	33.092
Others Asia & Pacific Rim	8.769	7.254	7.838	8.668	8.999
Mexico   Central & South America	208	400	128	271	349
Others	3.196	1.329	1.952	2.232	3.363
Total	305.131	266.218	264.770	270.594	326.078
Final inventory	460.520	384.151	403.156	349.716	353.865

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+6,0%	+9,4%	+13,4%	+6,9%
<b>-10,6%</b>	+6,3%	<b>-7,8%</b>	<b>-12,8%</b>
+50,0%	+36,9%	+76,2%	+14,2%
+21,7%	+12,8%	<b>-11,7%</b>	<b>-5,5%</b>
+71,1%	<b>-33,3%</b>	<b>-63,7%</b>	<b>-81,3%</b>
+20,9%	+11,9%	+1,2%	<b>-2,5%</b>
<b>-47,9%</b>	+62,6%	<b>-23,4%</b>	<b>-40,3%</b>
+140,4%	+63,7%	+43,2%	<b>-5,0%</b>
+14,6%	+15,2%	+12,8%	<b>-6,4%</b>
+19,9%	+14,2%	+31,7%	+30,1%

Sales ÷ Crop	43,1%	45,1%	43,4%	47,5%	52,5%
Sales ÷ Supply	39,9%	40,9%	39,6%	43,6%	48,0%

## California + Chile | Sales | September to December

Metric tons (inshell equivalent)	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Joint starting inventory	810.639	678.305	710.815	647.402	704.532
USA   Canada	96.283	90.852	88.008	84.895	90.388
Europe	94.825	94.721	88.197	93.480	92.419
Medium East   India & Pakistan	105.726	67.650	76.618	58.395	86.538
Japan   Korea	22.071	18.344	19.735	25.032	23.698
China & Hong Kong   Vietnam	7.480	4.276	10.038	17.096	33.182
Others Asia & Pacific Rim	9.327	7.585	8.563	8.668	9.133
Mexico   Central & South America	6.575	6.091	6.151	5.556	6.227
Others	3.196	1.329	1.952	3.184	3.363
Total sales	345.483	290.849	299.262	296.307	344.949
Joint ending inventory	465.156	387.456	411.553	351.095	359.583

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+19,5%	+14,0%	+25,2%	+15,1%
+6,0%	+9,4%	+13,4%	+6,5%
+0,1%	+7,5%	+1,4%	+2,6%
+56,3%	+38,0%	+81,1%	+22,2%
+20,3%	+11,8%	<b>-11,8%</b>	<b>-6,9%</b>
+74,9%	<b>-25,5%</b>	<b>-56,2%</b>	<b>-77,5%</b>
+23,0%	+8,9%	+7,6%	+2,1%
+7,9%	+6,9%	+18,3%	+5,6%
+140,4%	+63,7%	+0,4%	<b>-5,0%</b>
+18,8%	+15,4%	+16,6%	+0,2%
+20,1%	+13,0%	+32,5%	+29,4%

Sales ÷ Starting inventory	42,6%	42,9%	42,1%	45,8%	49,0%
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## monthly inshell walnut sales report

January 14th, 2021

### Chile | Crop & Supply

Metric tons	Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Export crop	65.500	73.910	65.846	56.122	35.029
Carry-In	0	0	0	0	0
Total Export Supply	65.500	73.910	65.846	56.122	35.029
% Crop inshell	50%	55%	53%	53%	46%

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
-11,4%	-0,5%	+16,7%	+87,0%
+0,0%	+0,0%	+0,0%	+0,0%
-11,4%	-0,5%	+16,7%	+87,0%

### Chile | Sales | March to December

Metric tons	Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
USA   Canada	0	0	0	0	9
Europe	18.171	15.912	14.567	12.201	6.509
Medium East   India & Pakistan	35.498	46.586	43.795	40.567	25.910
Japan   Korea	0	0	0	0	30
China & Hong Kong   Vietnam	8.720	8.793	3.731	940	1.027
Others Asia & Pacific Rim	1.114	894	986	0	0
Mexico   Central & South America	1.926	1.639	2.085	1.219	1.240
Others	0	0	0	1.236	0
Total sales	65.429	73.824	65.164	56.163	34.724
Final inventory	71	86	682	-41	305
Sales ÷ Crop	99,9%	99,9%	99,0%	100,1%	99,1%
Sales ÷ Supply	99,9%	99,9%	99,0%	100,1%	99,1%

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+0,0%	+0,0%	+0,0%	-100,0%
+14,2%	+24,7%	+48,9%	+179,2%
-23,8%	-18,9%	-12,5%	+37,0%
+0,0%	+0,0%	+0,0%	-100,0%
-0,8%	+133,7%	+827,7%	+749,1%
+24,7%	+13,0%	+0,0%	+0,0%
+17,5%	-7,6%	+58,0%	+55,3%
+0,0%	+0,0%	-100,0%	+0,0%
-11,4%	+0,4%	+16,5%	+88,4%
-17,7%	-89,6%	-273,2%	-76,7%

### Chile | Sales | September to December - Off Season

Metric tons	Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Initial inventory	11.901	4.497	9.801	4.463	2.171
USA   Canada	0	0	0	0	0
Europe	3.572	1.001	2.789	1.237	516
Medium East   India & Pakistan	5.910	2.026	4.150	2.327	377
Japan   Korea	0	0	0	0	10
China & Hong Kong   Vietnam	1.297	619	563	43	79
Others Asia & Pacific Rim	93	85	478	0	0
Mexico   Central & South America	958	679	1.138	844	884
Others	0	0	0	52	0
Total sales	11.830	4.410	9.118	4.504	1.866
Sales ÷ Crop	18,1%	6,0%	13,8%	8,0%	5,3%
Sales ÷ Supply	18,1%	6,0%	13,8%	8,0%	5,3%
Sales ÷ Initial inventory	99,4%	98,1%	93,0%	100,9%	86,0%

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+164,7%	+21,4%	+166,7%	+448,2%
+0,0%	+0,0%	+0,0%	+0,0%
+256,8%	+28,1%	+188,7%	+592,0%
+191,8%	+42,4%	+153,9%	+1469,7%
+0,0%	+0,0%	+0,0%	-100,0%
+109,5%	+130,5%	+2927,2%	+1537,0%
+9,6%	-80,5%	+0,0%	+0,0%
+41,0%	-15,9%	+13,5%	+8,3%
+0,0%	+0,0%	-100,0%	+0,0%
+168,2%	+29,7%	+162,7%	+533,9%



## California | Crop & Supply

Metric tons	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
<b>Total Supply</b>	<b>177.558</b>	<b>131.375</b>	<b>154.889</b>	<b>139.004</b>	<b>179.860</b>
% 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 December - On Season

Metric tons	Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
USA   Canada	5.892	4.677	6.615	8.173	5.202
Europe	28.856	34.137	30.371	32.655	38.356
Medium East   India & Pakistan	77.436	55.502	56.330	47.588	69.093
Japan   Korea	418	374	275	436	492
China & Hong Kong   Vietnam	5.416	2.789	7.385	15.576	29.530
Others Asia & Pacific Rim	190	157	620	186	285
Mexico   Central & South America	208	396	108	82	241
Others	1.642	581	1.097	1.029	1.722
<b>Total</b>	<b>120.058</b>	<b>98.615</b>	<b>102.800</b>	<b>105.725</b>	<b>144.922</b>
Final inventory	57.500	32.761	52.090	33.278	34.938

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+26,0%	-10,9%	-27,9%	+13,2%
-15,5%	-5,0%	-11,6%	-24,8%
+39,5%	+37,5%	+62,7%	+12,1%
+11,6%	+52,1%	-4,2%	-15,0%
+94,2%	-26,7%	-65,2%	-81,7%
+20,6%	-69,4%	+2,0%	-33,3%
-47,5%	+93,0%	+153,2%	-13,6%
+182,7%	+49,7%	+59,6%	-4,7%
+21,7%	+16,8%	+13,6%	-17,2%
+75,5%	+10,4%	+72,8%	+64,6%

Sales ÷ Crop	68,6%	75,8%	67,0%	76,6%	81,3%
Sales ÷ Supply	67,6%	75,1%	66,4%	76,1%	80,6%

## California + Chile | Sales | September to December

Metric tons	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Joint starting inventory	189.460	135.872	164.690	143.466	182.031
USA   Canada	5.892	4.677	6.615	8.173	5.202
Europe	32.429	35.139	33.160	33.893	38.872
Medium East   India & Pakistan	83.346	57.528	60.480	49.915	69.470
Japan   Korea	418	374	275	436	502
China & Hong Kong   Vietnam	6.714	3.408	7.948	15.619	29.609
Others Asia & Pacific Rim	283	242	1.098	186	285
Mexico   Central & South America	1.166	1.075	1.246	926	1.125
Others	1.642	581	1.097	1.081	1.722
<b>Total sales</b>	<b>131.889</b>	<b>103.025</b>	<b>111.918</b>	<b>110.229</b>	<b>146.788</b>
Joint ending inventory	57.571	32.847	52.772	33.237	35.243
Sales ÷ Starting inventory	69,6%	75,8%	68,0%	76,8%	80,6%

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+39,4%	+15,0%	+32,1%	+4,1%
+26,0%	-10,9%	-27,9%	+13,2%
-7,7%	-2,2%	-4,3%	-16,6%
+44,9%	+37,8%	+67,0%	+20,0%
+11,6%	+52,1%	-4,2%	-16,7%
+97,0%	-15,5%	-57,0%	-77,3%
+16,7%	-74,2%	+52,0%	-0,6%
+8,4%	-6,4%	+25,9%	+3,6%
+182,7%	+49,7%	+51,9%	-4,7%
+28,0%	+17,8%	+19,6%	-10,2%
+75,3%	+9,1%	+73,2%	+63,4%

## monthly shelled walnut sales report

January 14th, 2021

### Chile | Crop & Supply

Metric tons (inshell equivalent)	Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Export crop	64.500	60.681	59.513	50.192	41.074
Carry-In	580	1.609	61	2.783	1.153
Total Export Supply	65.080	62.290	59.574	52.975	42.226
% Crop shelled	50%	45%	47%	47%	54%

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+6,3%	+8,4%	+28,5%	+57,0%
-64,0%	+854,4%	-79,2%	-49,7%
+4,5%	+9,2%	+22,8%	+54,1%

### Chile | Sales | March to December

Metric tons (inshell equivalent)	Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
USA   Canada	0	0	0	0	411
Europe	45.247	43.179	38.379	35.411	20.901
Medium East   India & Pakistan	4.960	3.700	2.437	3.950	3.495
Japan   Korea	876	1.656	1.319	1.676	3.041
China & Hong Kong   Vietnam	0	338	252	0	64
Others Asia & Pacific Rim	814	742	446	0	496
Mexico   Central & South America	8.617	9.457	9.027	8.214	8.404
Others	0	0	-0	2.304	0
Total sales	60.515	59.071	51.859	51.555	36.813
Final inventory	4.565	3.219	7.715	1.420	5.414
Sales ÷ Crop	93,8%	97,3%	87,1%	102,7%	89,6%
Sales ÷ Supply	93,0%	94,8%	87,0%	97,3%	87,2%

2019/20 vs.			
2018/19	2017/18	2016/17	2015/16
+0,0%	+0,0%	+0,0%	-100,0%
+4,8%	+17,9%	+27,8%	+116,5%
+34,1%	+103,5%	+25,6%	+41,9%
-47,1%	-33,6%	-47,7%	-71,2%
-100,0%	-100,0%	+0,0%	-100,0%
+9,7%	+82,5%	+0,0%	+64,3%
-8,9%	-4,5%	+4,9%	+2,5%
-100,0%	-100,0%	-100,0%	+0,0%
+2,4%	+16,7%	+17,4%	+64,4%
+41,8%	-40,8%	+221,4%	-15,7%

### Chile | Sales | September to December - Off Season

Metric tons (inshell equivalent)	Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Initial inventory	33.087	23.439	33.088	22.629	22.418
USA   Canada	0	0	0	0	321
Europe	19.681	13.641	18.090	14.642	9.827
Medium East   India & Pakistan	2.767	909	1.600	976	1.171
Japan   Korea	201	369	347	251	546
China & Hong Kong   Vietnam	0	42	205	0	11
Others Asia & Pacific Rim	464	246	246	0	135
Mexico   Central & South America	5.409	5.012	4.884	4.441	4.994
Others	0	0	0	900	0
Total sales	28.522	20.220	25.373	21.209	17.004
Sales ÷ Crop	44,2%	33,3%	42,6%	42,3%	41,4%
Sales ÷ Supply	43,8%	32,5%	42,6%	40,0%	40,3%
Sales ÷ Initial inventory	86,2%	86,3%	76,7%	93,7%	75,9%

2019/20 vs.			
2018/19	2017/18	2016/17	2015/16
+41,2%	-0,0%	+46,2%	+47,6%
+0,0%	+0,0%	+0,0%	-100,0%
+44,3%	+8,8%	+34,4%	+100,3%
+204,3%	+72,9%	+183,4%	+136,2%
-45,6%	-42,1%	-19,8%	-63,2%
-99,9%	-100,0%	+0,0%	-99,8%
+88,5%	+88,7%	+0,0%	+244,9%
+7,9%	+10,7%	+21,8%	+8,3%
+0,0%	+0,0%	-100,0%	+0,0%
+41,1%	+12,4%	+34,5%	+67,7%

### California | Crop & Supply

Metric tons (inshell equivalent)	Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Crop	<b>532.605</b>	460.150	456.960	431.487	442.661
Carry-In	55.488	58.844	56.077	49.820	57.422
<b>Total Supply</b>	<b>588.093</b>	<b>518.994</b>	<b>513.037</b>	<b>481.306</b>	<b>500.083</b>
% Crop shelled	75%	78%	75%	76%	71%

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+15,7%	+16,6%	+23,4%	+20,3%
<b>-5,7%</b>	<b>-1,1%</b>	+11,4%	<b>-3,4%</b>
+13,3%	+14,6%	+22,2%	+17,6%

### California | Sales | September to December - On Season

Metric tons (inshell equivalent)	Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
USA   Canada	90.392	86.175	81.393	76.723	84.865
Europe	42.716	45.941	36.947	44.946	43.720
Medium East   India & Pakistan	19.613	9.213	14.537	7.504	15.897
Japan   Korea	21.452	17.600	19.113	24.345	22.650
China & Hong Kong   Vietnam	766	825	1.885	1.477	3.562
Others Asia & Pacific Rim	8.580	7.096	7.218	8.481	8.714
Mexico   Central & South America	0	4	20	189	108
Others	1.554	749	856	1.204	1.640
<b>Total</b>	<b>185.073</b>	<b>167.604</b>	<b>161.971</b>	<b>164.869</b>	<b>181.156</b>
Final inventory	403.020	351.391	351.066	316.438	318.927

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+4,9%	+11,1%	+17,8%	+6,5%
<b>-7,0%</b>	+15,6%	<b>-5,0%</b>	<b>-2,3%</b>
+112,9%	+34,9%	+161,4%	+23,4%
+21,9%	+12,2%	<b>-11,9%</b>	<b>-5,3%</b>
<b>-7,1%</b>	<b>-59,3%</b>	<b>-48,1%</b>	<b>-78,5%</b>
+20,9%	+18,9%	+1,2%	<b>-1,5%</b>
<b>-100,0%</b>	<b>-100,0%</b>	<b>-100,0%</b>	<b>-100,0%</b>
+107,6%	+81,6%	+29,1%	<b>-5,3%</b>
+10,4%	+14,3%	+12,3%	+2,2%
+14,7%	+14,8%	+27,4%	+26,4%

Sales ÷ Crop	34,7%	36,4%	35,4%	38,2%	40,9%
Sales ÷ Supply	31,5%	32,3%	31,6%	34,3%	36,2%

### California + Chile | Sales | September to December

Metric tons (inshell equivalent)	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Joint starting inventory	621.180	542.433	546.125	503.936	522.501
USA   Canada	90.392	86.175	81.393	76.723	85.186
Europe	62.397	59.583	55.037	59.588	53.547
Medium East   India & Pakistan	22.380	10.122	16.138	8.480	17.068
Japan   Korea	21.653	17.970	19.460	24.596	23.196
China & Hong Kong   Vietnam	766	867	2.091	1.477	3.573
Others Asia & Pacific Rim	9.044	7.342	7.464	8.481	8.848
Mexico   Central & South America	5.409	5.015	4.905	4.630	5.101
Others	1.554	749	856	2.104	1.640
<b>Total sales</b>	<b>213.595</b>	<b>187.824</b>	<b>187.344</b>	<b>186.078</b>	<b>198.161</b>
Joint ending inventory	407.585	354.610	358.781	317.858	324.340

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+14,5%	+13,7%	+23,3%	+18,9%
+4,9%	+11,1%	+17,8%	+6,1%
+4,7%	+13,4%	+4,7%	+16,5%
+121,1%	+38,7%	+163,9%	+31,1%
+20,5%	+11,3%	<b>-12,0%</b>	<b>-6,7%</b>
<b>-11,6%</b>	<b>-63,3%</b>	<b>-48,1%</b>	<b>-78,5%</b>
+23,2%	+21,2%	+6,6%	+2,2%
+7,8%	+10,3%	+16,8%	+6,0%
+107,6%	+81,6%	<b>-26,1%</b>	<b>-5,3%</b>
+13,7%	+14,0%	+14,8%	+7,8%
+14,9%	+13,6%	+28,2%	+25,7%

Sales ÷ Starting inventory	34,4%	34,6%	34,3%	36,9%	37,9%
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# walnut sales forecast

January 14th, 2021

## California walnut sales forecast

Metric tons [Inshell equivalent]													December		
	SEP	OCT	NOV	DIC	ENE	FEB	MAR	ABR	MAY	JUN	JUL	AGO	TOTAL	FCST	DIF.
USA   Canada	20.064	28.957	28.743	18.519	19.524	18.150	22.522	21.583	19.751	20.955	19.312	22.421	260.501	20.554	-2.035
Europe	3.527	30.437	18.687	18.921	19.527	16.903	17.401	12.339	11.636	7.300	4.237	1.396	162.310	21.536	-2.615
Medium East   India & Pakistan	910	26.086	44.579	25.474	16.388	12.732	8.290	3.800	1.562	1.108	665	851	142.445	20.909	4.565
Japan   Korea	1.146	4.275	7.501	8.948	8.338	7.744	10.318	8.732	6.634	5.051	1.886	2.107	72.679	8.803	146
China & Hong Kong   Vietnam	25	1.012	2.625	2.520	2.696	2.274	1.759	859	529	374	276	363	15.313	2.650	-130
Others Asia & Pacific Rim	634	2.455	2.304	3.376	2.734	2.551	4.100	1.930	1.813	1.563	1.015	887	25.363	3.125	251
Mexico   Central & South America	0	28	40	140	82	13	41	0	22	135	19	11	530	65	75
Others	122	809	1.213	1.053	549	518	509	322	230	201	148	99	5.773	670	383
<b>Total sales by market</b>	<b>26.428</b>	<b>94.059</b>	<b>105.693</b>	<b>78.951</b>	<b>69.839</b>	<b>60.885</b>	<b>64.939</b>	<b>49.564</b>	<b>42.176</b>	<b>36.687</b>	<b>27.559</b>	<b>28.134</b>	<b>684.915</b>	<b>78.312</b>	<b>639</b>
Plus in any market	0	0	0	0	4.242	3.338	2.252	1.203	471	683	676	1.092	14.331	3.212	-3.212
<b>Total sales</b>	<b>26.428</b>	<b>94.059</b>	<b>105.693</b>	<b>78.951</b>	<b>74.081</b>	<b>64.223</b>	<b>67.191</b>	<b>50.767</b>	<b>42.647</b>	<b>37.370</b>	<b>28.235</b>	<b>29.226</b>	<b>699.246</b>	<b>81.525</b>	<b>-2.573</b>

Initial stock	765.651	739.223	645.164	539.471	460.520	386.439	322.216	255.024	204.257	161.610	124.240	96.005	765.651	539.471	0
Final stock (2020/21)	739.223	645.164	539.471	460.520	386.439	322.216	255.024	204.257	161.610	124.240	96.005	66.778	66.778	457.947	2.573
Final stock (2019/20)	646.696	563.874	476.447	406.129	336.213	276.501	219.224	173.674	138.516	107.715	82.753	60.037			
Final stock (2018/19)	627.918	541.358	450.480	386.211	330.313	279.221	222.909	180.843	147.557	112.572	85.279	58.046			

## Chilean walnut sales forecast

Metric tons [Inshell equivalent]													December		
	SEP	OCT	NOV	DIC	ENE	FEB	MAR	ABR	MAY	JUN	JUL	AGO	TOTAL	FCST	DIF.
USA   Canada	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Europe	8.823	7.435	3.475	3.521	726	418	333	2.431	6.518	12.189	10.733	9.828	66.429	806	2.715
Medium East   India & Pakistan	3.940	2.108	1.542	1.086	11	11	541	9.454	16.505	11.097	6.314	5.220	57.829	-54	1.140
Japan   Korea	99	51	0	51	0	38	4	135	223	127	203	268	1.199	163	-112
China & Hong Kong   Vietnam	1.189	88	20	0	10	10	10	812	1.319	2.687	2.712	3.147	12.002	597	-597
Others Asia & Pacific Rim	206	173	151	27	99	41	20	0	443	520	401	354	2.436	76	-49
Mexico   Central & South America	1.707	2.155	1.670	835	411	451	316	516	938	933	1.350	1.426	12.708	1.063	-227
Others	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total sales by market</b>	<b>15.964</b>	<b>12.010</b>	<b>6.857</b>	<b>5.521</b>	<b>1.258</b>	<b>969</b>	<b>1.224</b>	<b>13.347</b>	<b>25.946</b>	<b>27.552</b>	<b>21.713</b>	<b>20.243</b>	<b>152.604</b>	<b>2.651</b>	<b>2.870</b>
Plus in any market	0	0	0	0	546	457	76	723	576	-701	-779	-782	116	-7	7
<b>Total sales</b>	<b>15.964</b>	<b>12.010</b>	<b>6.857</b>	<b>5.521</b>	<b>1.804</b>	<b>1.426</b>	<b>1.300</b>	<b>14.070</b>	<b>26.522</b>	<b>26.852</b>	<b>20.934</b>	<b>19.461</b>	<b>152.720</b>	<b>2.645</b>	<b>2.876</b>

Initial stock	44.988	29.024	17.014	10.157	4.636	2.832	1.406	148.855	134.786	108.264	81.412	60.478	44.988	10.157	0
Crop of the year [for exports]	0	0	0	0	0	0	148.749	0	0	0	0	0	148.749	0	0
Final stock (2020/21)	29.024	17.014	10.157	4.636	2.832	1.406	148.855	134.786	108.264	81.412	60.478	41.017	41.017	7.512	-2.876
Final stock (2019/20)	18.235	12.955	6.574	3.305	1.944	948	125.974	119.062	98.952	79.471	59.732	40.988			
Final stock (2018/19)	29.672	19.792	13.399	8.397	5.402	2.742	134.656	118.147	93.381	65.013	45.716	27.935			

## California + Chile

Metric tons [Inshell equivalent]	SEP	OCT	NOV	DIC	ENE	FEB	MAR	ABR	MAY	JUN	JUL	AGO
Final stock (2020/21)	768.247	662.178	549.628	465.156	389.271	323.622	403.880	339.043	269.873	205.652	156.483	107.795
Final stock (2019/20)	664.932	576.829	483.022	409.434	338.157	277.449	345.198	292.736	237.468	187.186	142.485	101.025
Final stock (2018/19)	657.590	561.150	463.879	394.608	335.715	281.963	357.565	298.991	240.938	177.585	130.996	85.982