

## California | Crop & Supply

Metric tons (inshell equivalent)	Season				
	2022/23	2021/22	2020/21	2019/20	2018/19
Crop	<b>678.457</b>	662.037	711.011	590.333	610.285
Carry-In	125.164	88.953	58.046	60.037	57.642
Total Supply	<b>803.621</b>	<b>750.990</b>	<b>769.057</b>	<b>650.370</b>	<b>667.926</b>
% of the crop	100%	100%	100%	100%	100%

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+2,5%	<b>-4,6%</b>	+14,9%	+11,2%
+40,7%	+115,6%	+108,5%	+117,1%
+7,0%	+4,5%	+23,6%	+20,3%

## California | Shipments

Metric tons (inshell equivalent)	September – February				
	2022/23	2021/22	2020/21	2019/20	2018/19
USA   Canada	133.882	116.317	123.440	126.427	123.870
Europe	85.472	105.186	101.843	110.168	95.932
Middle East & Africa	76.867	52.083	103.760	73.593	99.063
India & Pakistan	4.441	2.796	20.980	8.341	13.360
Japan   Korea	30.438	43.293	38.033	32.014	33.683
China & Hong Kong   Vietnam	2.663	4.725	9.452	7.521	11.357
Others Asia & Pacific Rim	11.111	11.009	13.033	11.655	12.625
Mexico   Central & South America	327	186	230	427	188
Others	4.276	2.772	4.393	1.917	2.665
Total sales	<b>349.476</b>	<b>338.366</b>	<b>415.164</b>	<b>372.064</b>	<b>392.743</b>
Final inventory	454.144	412.624	353.893	278.306	275.183

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+15,1%	+8,5%	+5,9%	+8,1%
<b>-18,7%</b>	<b>-16,1%</b>	<b>-22,4%</b>	<b>-10,9%</b>
+47,6%	<b>-25,9%</b>	+4,4%	<b>-22,4%</b>
+58,8%	<b>-78,8%</b>	<b>-46,8%</b>	<b>-66,8%</b>
<b>-29,7%</b>	<b>-20,0%</b>	<b>-4,9%</b>	<b>-9,6%</b>
<b>-43,6%</b>	<b>-71,8%</b>	<b>-64,6%</b>	<b>-76,6%</b>
+0,9%	<b>-14,7%</b>	<b>-4,7%</b>	<b>-12,0%</b>
+75,4%	+42,1%	<b>-23,6%</b>	+74,0%
+54,3%	<b>-2,7%</b>	+123,1%	+60,4%
+3,3%	<b>-15,8%</b>	<b>-6,1%</b>	<b>-11,0%</b>
+10,1%	+28,3%	+63,2%	+65,0%

Sales ÷ Crop	51,5%	51,1%	58,4%	63,0%	64,4%
Sales ÷ Supply	43,5%	45,1%	54,0%	57,2%	58,8%

## California + Chile | Shipments

Metric tons (inshell equivalent)	September – February				
	2022/23	2021/22	2020/21	2019/20	2018/19
Joint starting inventory	885.945	804.353	818.388	678.825	710.352
USA   Canada	133.882	116.317	123.440	126.427	123.870
Europe	123.572	135.444	128.346	125.671	119.473
Middle East & Africa	100.618	58.120	109.428	75.811	104.847
India & Pakistan	13.210	7.658	25.156	9.280	14.580
Japan   Korea	30.785	43.727	38.253	32.384	34.030
China & Hong Kong   Vietnam	3.229	5.379	10.749	8.183	12.207
Others Asia & Pacific Rim	11.584	11.300	13.642	12.039	13.432
Mexico   Central & South America	8.260	6.988	7.784	7.341	7.785
Others	4.276	2.772	4.393	1.917	2.665
Total sales	<b>429.416</b>	<b>387.704</b>	<b>461.192</b>	<b>399.051</b>	<b>432.890</b>
Joint ending inventory	456.530	416.649	357.197	279.774	277.463

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+10,1%	+8,3%	+30,5%	+24,7%
+15,1%	+8,5%	+5,9%	+8,1%
<b>-8,8%</b>	<b>-3,7%</b>	<b>-1,7%</b>	+3,4%
+73,1%	<b>-8,1%</b>	+32,7%	<b>-4,0%</b>
+72,5%	<b>-47,5%</b>	+42,3%	<b>-9,4%</b>
<b>-29,6%</b>	<b>-19,5%</b>	<b>-4,9%</b>	<b>-9,5%</b>
<b>-40,0%</b>	<b>-70,0%</b>	<b>-60,5%</b>	<b>-73,5%</b>
+2,5%	<b>-15,1%</b>	<b>-3,8%</b>	<b>-13,8%</b>
+18,2%	+6,1%	+12,5%	+6,1%
+54,3%	<b>-2,7%</b>	+123,1%	+60,4%
+10,8%	<b>-6,9%</b>	+7,6%	<b>-0,8%</b>
+9,6%	+27,8%	+63,2%	+64,5%

Sales ÷ Starting inventory	48,5%	48,2%	56,4%	58,8%	60,9%
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## Chile | Crop & Supply

Metric tons (inshell equivalent)	Season				
	2022/23	2021/22	2020/21	2019/20	2018/19
Crop	179.093	149.294	134.071	134.011	123.977
Carry-In	1.842	2.093	853	2.708	980
Total Export Supply	180.934	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
+20,0%	+33,6%	+33,6%	+44,5%
-12,0%	+116,0%	-32,0%	+87,9%
+19,5%	+34,1%	+32,3%	+44,8%

## Chile | Shipments

Metric tons (inshell equivalent)	March – February				
	2022/23	2021/22	2020/21	2019/20	2018/19
USA   Canada	0	0	0	0	0
Europe	75.408	69.113	66.669	59.950	55.608
Middle East & Africa	54.695	34.855	28.877	43.706	39.913
India & Pakistan	26.853	20.960	12.748	6.801	7.572
Japan   Korea	1.083	1.768	896	1.656	1.319
China & Hong Kong   Vietnam	4.597	7.167	8.720	9.132	4.064
Others Asia & Pacific Rim	1.205	1.099	1.981	1.688	1.515
Mexico   Central & South America	14.709	12.400	11.730	12.319	12.686
Others	0	0	0	0	-0
Total	178.549	147.362	131.620	135.252	122.677
Final inventory	2.386	4.026	3.304	1.468	2.280

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+0,0%	+0,0%	+0,0%	+0,0%
+9,1%	+13,1%	+25,8%	+35,6%
+56,9%	+89,4%	+25,1%	+37,0%
+28,1%	+110,6%	+294,8%	+254,6%
-38,8%	+20,9%	-34,6%	-17,9%
-35,9%	-47,3%	-49,7%	+13,1%
+9,6%	-39,2%	-28,6%	-20,5%
+18,6%	+25,4%	+19,4%	+15,9%
+0,0%	+0,0%	-100,0%	
+21,2%	+35,7%	+32,0%	+45,5%
-40,7%	-27,8%	+62,5%	+4,7%

Sales ÷ Crop	99,7%	98,7%	98,2%	100,9%	99,0%
Sales ÷ Supply	98,7%	97,3%	97,6%	98,9%	98,2%

## Chile | Shipments

Metric tons (inshell equivalent)	September – February				
	2022/23	2021/22	2020/21	2019/20	2018/19
Initial inventory	82.325	53.363	49.332	28.455	42.426
USA   Canada	0	0	0	0	0
Europe	38.100	30.258	26.503	15.503	23.541
Middle East & Africa	23.751	6.037	5.668	2.217	5.784
India & Pakistan	8.768	4.861	4.176	939	1.220
Japan   Korea	347	435	221	369	347
China & Hong Kong   Vietnam	566	654	1.297	661	850
Others Asia & Pacific Rim	473	291	610	383	807
Mexico   Central & South America	7.934	6.802	7.554	6.914	7.598
Others	0	0	0	0	0
Total	79.939	49.338	46.028	26.988	40.146
Final inventory	2.386	4.026	3.304	1.468	2.280

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+54,3%	+66,9%	+189,3%	+94,0%
+0,0%	+0,0%	+0,0%	+0,0%
+25,9%	+43,8%	+145,8%	+61,8%
+293,4%	+319,0%	+971,1%	+310,6%
+80,4%	+110,0%	+833,5%	+618,8%
-20,1%	+57,3%	-6,0%	+0,1%
-13,4%	-56,4%	-14,4%	-33,4%
+62,4%	-22,4%	+23,4%	-41,4%
+16,6%	+5,0%	+14,7%	+4,4%
+0,0%	+0,0%	+0,0%	
+62,0%	+73,7%	+196,2%	+99,1%
-40,7%	-27,8%	+62,5%	+4,7%

Sales ÷ Crop	44,6%	33,0%	34,3%	20,1%	32,4%
Sales ÷ Supply	44,2%	32,6%	34,1%	19,7%	32,1%
Sales ÷ Initial inventory	2,9%	7,5%	6,7%	5,2%	5,4%

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## California | Crop & Supply 🇺🇸

Metric tons	Season				
	2022/23	2021/22	2020/21	2019/20	2018/19
Crop (for INSHELL WALNUTS)	120.000	119.602	166.379	130.183	153.325
Carry-In	5.884	2.270	2.558	1.192	1.564
Supply for export	125.884	121.873	168.937	131.375	154.889
% of the crop	18%	18%	23%	22%	25%

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+0,3%	-27,9%	-7,8%	-21,7%
+159,2%	+130,0%	+393,5%	+276,1%
+3,3%	-25,5%	-4,2%	-18,7%

## California | Shipments

Metric tons	September – February				
	2022/23	2021/22	2020/21	2019/20	2018/19
USA   Canada	4.897	4.708	5.708	4.972	7.485
Europe	15.892	29.630	34.538	36.675	35.659
Middle East & Africa	54.529	36.311	76.486	57.944	72.651
India & Pakistan	4.084	2.759	18.979	6.914	13.168
Japan   Korea	452	394	485	382	306
China & Hong Kong   Vietnam	1.307	3.409	8.261	6.076	8.482
Others Asia & Pacific Rim	32	30	250	258	761
Mexico   Central & South America	47	156	228	396	168
Others	931	1.185	2.302	818	1.195
Total sales	82.171	78.581	147.237	114.435	139.875
Final inventory	43.713	43.291	21.699	16.940	15.015

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+4,0%	-14,2%	-1,5%	-34,6%
-46,4%	-54,0%	-56,7%	-55,4%
+50,2%	-28,7%	-5,9%	-24,9%
+48,0%	-78,5%	-40,9%	-69,0%
+14,8%	-6,8%	+18,3%	+47,7%
-61,7%	-84,2%	-78,5%	-84,6%
+5,5%	-87,3%	-87,7%	-95,8%
-69,8%	-79,3%	-88,1%	-71,9%
-21,4%	-59,5%	+13,8%	-22,1%
+4,6%	-44,2%	-28,2%	-41,3%
+1,0%	+101,4%	+158,0%	+191,1%

Sales ÷ Crop	68,5%	65,7%	88,5%	87,9%	91,2%
Sales ÷ Supply	65,3%	64,5%	87,2%	87,1%	90,3%

## California + Chile | Shipments

Metric tons	September – February				
	2022/23	2021/22	2020/21	2019/20	2018/19
Joint starting inventory	159.911	137.676	181.778	134.871	163.891
USA   Canada	4.897	4.708	5.708	4.972	7.485
Europe	22.486	33.857	38.366	37.697	38.773
Middle East & Africa	72.039	40.806	79.246	59.189	75.900
India & Pakistan	12.347	7.582	22.242	7.719	14.306
Japan   Korea	452	394	485	382	306
China & Hong Kong   Vietnam	1.873	4.015	9.558	6.695	9.045
Others Asia & Pacific Rim	83	30	343	363	1.299
Mexico   Central & South America	848	896	1.207	1.075	1.306
Others	931	1.185	2.302	818	1.195
Total sales	115.956	93.472	159.457	118.911	149.614
Joint ending inventory	43.955	44.204	22.321	15.960	14.276

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+16,2%	-12,0%	+18,6%	-2,4%
+4,0%	-14,2%	-1,5%	-34,6%
-33,6%	-41,4%	-40,4%	-42,0%
+76,5%	-9,1%	+21,7%	-5,1%
+62,9%	-44,5%	+59,9%	-13,7%
+14,8%	-6,8%	+18,3%	+47,7%
-53,3%	-80,4%	-72,0%	-79,3%
+175,0%	-76,0%	-77,3%	-93,6%
-5,3%	-29,7%	-21,1%	-35,1%
-21,4%	-59,5%	+13,8%	-22,1%
+24,1%	-27,3%	-2,5%	-22,5%
-0,6%	+96,9%	+175,4%	+207,9%

Sales ÷ Starting inventory	72,5%	67,9%	87,7%	88,2%	91,3%
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## Chile | Crop & Supply

Metric tons	Season				
	2022/23	2021/22	2020/21	2019/20	2018/19
Crop	98.000	82.138	66.440	72.909	65.046
Carry-In	0	0	0	0	0
Total Supply	98.000	82.138	66.440	72.909	65.046
% of the crop	55%	55%	50%	54%	52%

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+19,3%	+47,5%	+34,4%	+50,7%
+0,0%	+0,0%	+0,0%	+0,0%
+19,3%	+47,5%	+34,4%	+50,7%

## Chile | Shipments

Metric tons	March – February				
	2022/23	2021/22	2020/21	2019/20	2018/19
USA   Canada	0	0	0	0	0
Europe	18.510	19.946	18.427	15.933	14.892
Middle East & Africa	46.682	31.335	24.195	40.686	36.655
India & Pakistan	26.127	20.664	11.416	5.924	7.377
Japan   Korea	0	0	0	0	0
China & Hong Kong   Vietnam	4.597	7.119	8.720	8.793	3.731
Others Asia & Pacific Rim	265	355	1.114	913	1.045
Mexico   Central & South America	1.578	1.806	1.947	1.639	2.085
Others	0	0	0	0	0
Total	97.758	81.225	65.818	73.889	65.785
Final inventory	242	913	621	-980	-738

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+0,0%	+0,0%	+0,0%	+0,0%
-7,2%	+0,5%	+16,2%	+24,3%
+49,0%	+92,9%	+14,7%	+27,4%
+26,4%	+128,9%	+341,0%	+254,2%
+0,0%	+0,0%	+0,0%	+0,0%
-35,4%	-47,3%	-47,7%	+23,2%
-25,4%	-76,2%	-71,0%	-74,7%
-12,7%	-19,0%	-3,7%	-24,3%
+0,0%	+0,0%	+0,0%	+0,0%
+20,4%	+48,5%	+32,3%	+48,6%
-73,5%	-61,1%	-124,7%	-132,8%

Sales ÷ Crop	99,8%	98,9%	99,1%	101,3%	101,1%
Sales ÷ Supply	99,8%	98,9%	99,1%	101,3%	101,1%

## Chile | Shipments

Metric tons	September – February				
	2022/23	2021/22	2020/21	2019/20	2018/19
Initial inventory	34.026	15.803	12.841	3.496	9.001
USA   Canada	0	0	0	0	0
Europe	6.594	4.227	3.828	1.022	3.114
Middle East & Africa	17.510	4.495	2.760	1.245	3.249
India & Pakistan	8.263	4.823	3.263	806	1.138
Japan   Korea	0	0	0	0	0
China & Hong Kong   Vietnam	566	606	1.297	619	563
Others Asia & Pacific Rim	51	0	93	104	537
Mexico   Central & South America	801	739	979	679	1.138
Others	0	0	0	0	0
Total	33.784	14.891	12.220	4.476	9.740
Final inventory	242	913	621	-980	-738

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+115,3%	+165,0%	+873,4%	+278,0%
+0,0%	+0,0%	+0,0%	+0,0%
+56,0%	+72,3%	+545,0%	+111,7%
+289,5%	+534,5%	+1306,7%	+438,9%
+71,3%	+153,2%	+925,6%	+626,2%
+0,0%	+0,0%	+0,0%	+0,0%
-6,7%	-56,4%	-8,6%	+0,5%
+0,0%	-45,4%	-51,3%	-90,5%
+8,3%	-18,2%	+17,9%	-29,7%
+0,0%	+0,0%	+0,0%	+0,0%
+126,9%	+176,5%	+654,9%	+246,9%
-73,5%	-61,1%	-124,7%	-132,8%

Sales ÷ Crop	34,5%	18,1%	18,4%	6,1%	15,0%
Sales ÷ Supply	34,5%	18,1%	18,4%	6,1%	15,0%
Sales ÷ Initial inventory	0,7%	5,8%	4,8%	-28,0%	-8,2%

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## California | Crop & Supply

Metric tons (inshell equivalent)	Season					2022/23 vs.			
	2022/23	2021/22	2020/21	2019/20	2018/19	2021/22	2020/21	2019/20	2018/19
Crop (for SHELLED WALNUTS)	558.457	542.435	544.632	460.150	456.960	+3,0%	+2,5%	+21,4%	+22,2%
Carry-In	119.279	86.683	55.488	58.844	56.077	+37,6%	+115,0%	+102,7%	+112,7%
Supply for export	677.736	629.118	600.120	518.994	513.037	+7,7%	+12,9%	+30,6%	+32,1%
% of the crop	82%	82%	77%	78%	75%				

## California | Shipments

Metric tons (inshell equivalent)	September – February					2022/23 vs.			
	2022/23	2021/22	2020/21	2019/20	2018/19	2021/22	2020/21	2019/20	2018/19
USA   Canada	128.985	111.609	117.732	121.455	116.385	+15,6%	+9,6%	+6,2%	+10,8%
Europe	69.580	75.556	67.305	73.493	60.273	-7,9%	+3,4%	-5,3%	+15,4%
Middle East & Africa	22.338	15.772	27.274	15.649	26.412	+41,6%	-18,1%	+42,7%	-15,4%
India & Pakistan	358	37	2.002	1.427	192	+861,6%	-82,1%	-74,9%	+85,9%
Japan   Korea	29.986	42.899	37.547	31.632	33.377	-30,1%	-20,1%	-5,2%	-10,2%
China & Hong Kong   Vietnam	1.356	1.317	1.191	1.445	2.875	+3,0%	+13,9%	-6,2%	-52,8%
Others Asia & Pacific Rim	11.080	10.979	12.783	11.397	11.864	+0,9%	-13,3%	-2,8%	-6,6%
Mexico   Central & South America	279	30	2	31	20	+833,4%	#####	+793,8%	+1293,2%
Others	3.344	1.587	2.091	1.098	1.470	+110,7%	+60,0%	+204,4%	+127,5%
Total sales	267.305	259.785	267.926	257.629	252.869	+2,9%	-0,2%	+3,8%	+5,7%
Final inventory	410.431	369.332	332.194	261.366	260.169	+11,1%	+23,6%	+57,0%	+57,8%

Sales ÷ Crop	47,9%	47,9%	49,2%	56,0%	55,3%
Sales ÷ Supply	39,4%	41,3%	44,6%	49,6%	49,3%

## California + Chile | Shipments

Metric tons (inshell equivalent)	September – February					2022/23 vs.			
	2022/23	2021/22	2020/21	2019/20	2018/19	2021/22	2020/21	2019/20	2018/19
Joint starting inventory	758.888	680.383	646.528	547.611	555.006	+11,5%	+17,4%	+38,6%	+36,7%
USA   Canada	128.985	111.609	117.732	121.455	116.385	+15,6%	+9,6%	+6,2%	+10,8%
Europe	101.086	101.587	89.980	87.974	80.700	-0,5%	+12,3%	+14,9%	+25,3%
Middle East & Africa	28.579	17.313	30.182	16.622	28.947	+65,1%	-5,3%	+71,9%	-1,3%
India & Pakistan	863	76	2.915	1.561	274	+1036,7%	-70,4%	-44,7%	+214,5%
Japan   Korea	30.333	43.334	37.768	32.002	33.723	-30,0%	-19,7%	-5,2%	-10,1%
China & Hong Kong   Vietnam	1.356	1.364	1.191	1.487	3.162	-0,6%	+13,9%	-8,9%	-57,1%
Others Asia & Pacific Rim	11.502	11.270	13.299	11.676	12.134	+2,1%	-13,5%	-1,5%	-5,2%
Mexico   Central & South America	7.412	6.093	6.577	6.266	6.479	+21,7%	+12,7%	+18,3%	+14,4%
Others	3.344	1.587	2.091	1.098	1.470	+110,7%	+60,0%	+204,4%	+127,5%
Total sales	313.460	294.232	301.734	280.141	283.275	+6,5%	+3,9%	+11,9%	+10,7%
Joint ending inventory	445.428	386.151	344.794	267.471	271.731	+15,4%	+29,2%	+66,5%	+63,9%

Sales ÷ Starting inventory	41,3%	43,2%	46,7%	51,2%	51,0%
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# shelled

## Chile | Crop & Supply

Metric tons (inshell equivalent)	Season				
	2022/23	2021/22	2020/21	2019/20	2018/19
Crop (for SHELLED WALNUTS)	81.093	67.156	67.631	61.102	58.930
Carry-In	1.842	2.093	853	2.708	980
Total Supply	82.934	69.249	68.484	63.811	59.911
% of the crop	45%	45%	50%	46%	48%

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+20,8%	+19,9%	+32,7%	+37,6%
-12,0%	+116,0%	-32,0%	+87,9%
+19,8%	+21,1%	+30,0%	+38,4%

## Chile | Shipments

Metric tons (inshell equivalent)	March – February				
	2022/23	2021/22	2020/21	2019/20	2018/19
USA   Canada	0	0	0	0	0
Europe	56.898	49.167	48.242	44.018	40.716
Middle East & Africa	8.012	3.521	4.682	3.020	3.258
India & Pakistan	726	296	1.332	876	195
Japan   Korea	1.083	1.768	896	1.656	1.319
China & Hong Kong   Vietnam	0	47	0	338	333
Others Asia & Pacific Rim	940	744	866	775	470
Mexico   Central & South America	13.131	10.593	9.783	10.680	10.602
Others	0	0	0	0	-0
Total	80.791	66.137	65.801	61.363	56.893
Final inventory	2.144	3.113	2.682	2.448	3.018

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+0,0%	+0,0%	+0,0%	+0,0%
+15,7%	+17,9%	+29,3%	+39,7%
+127,6%	+71,1%	+165,3%	+145,9%
+145,5%	-45,5%	-17,2%	+271,4%
-38,8%	+20,9%	-34,6%	-17,9%
-100,0%	-100,0%	-100,0%	-100,0%
+26,4%	+8,5%	+21,3%	+99,9%
+24,0%	+34,2%	+22,9%	+23,9%
+0,0%	+0,0%	-100,0%	
+22,2%	+22,8%	+31,7%	+42,0%
-31,1%	-20,1%	-12,4%	-29,0%

Sales ÷ Crop	99,6%	98,5%	97,3%	100,4%	96,5%
Sales ÷ Supply	97,4%	95,5%	96,1%	96,2%	95,0%

## Chile | Shipments

Metric tons (inshell equivalent)	September – February				
	2022/23	2021/22	2020/21	2019/20	2018/19
Initial inventory	81.152	51.266	46.408	28.617	41.969
USA   Canada	0	0	0	0	0
Europe	31.506	26.031	22.675	14.481	20.427
Middle East & Africa	6.241	1.542	2.908	973	2.535
India & Pakistan	505	39	913	134	82
Japan   Korea	347	435	221	369	347
China & Hong Kong   Vietnam	0	47	0	42	287
Others Asia & Pacific Rim	422	291	516	279	270
Mexico   Central & South America	7.133	6.063	6.575	6.235	6.459
Others	0	0	0	0	0
Total	79.008	48.153	43.726	26.169	38.951
Final inventory	2.144	3.113	2.682	2.448	3.018

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+58,3%	+74,9%	+183,6%	+93,4%
+0,0%	+0,0%	+0,0%	+0,0%
+21,0%	+38,9%	+117,6%	+54,2%
+304,8%	+114,6%	+541,6%	+146,2%
+1204,9%	-44,6%	+278,1%	+516,5%
-20,1%	+57,3%	-6,0%	+0,1%
-100,0%	-100,0%	-100,0%	-100,0%
+45,0%	-18,3%	+51,3%	+56,2%
+17,7%	+8,5%	+14,4%	+10,4%
+0,0%	+0,0%	+0,0%	
+64,1%	+80,7%	+201,9%	+102,8%
-31,1%	-20,1%	-12,4%	-29,0%

Sales ÷ Crop	97,4%	71,7%	64,7%	42,8%	66,1%
Sales ÷ Supply	95,3%	69,5%	63,8%	41,0%	65,0%
Sales ÷ Initial inventory	2,6%	6,1%	5,8%	8,6%	7,2%

# walnut sales forecast

March 21, 2023

## Chilean walnut sales forecast

Metric tons [Inshell equivalent]	2022										2023		TOTAL	FEB					
	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	13.299	10.225	6.280	5.214	2.008	1.074	75.408	934	1.074	140	934	1.074	140
Middle East & Africa	34	2.711	8.189	8.749	7.449	3.811	5.119	5.184	4.254	5.415	2.254	1.525	54.695	1.292	1.525	233	1.292	1.525	233
India & Pakistan	0	254	4.891	5.496	3.820	3.623	1.889	1.895	1.744	1.561	1.272	408	26.853	695	408	-287	695	408	-287
Japan   Korea	0	0	193	190	288	64	95	29	99	124	0	0	1.083	27	0	-27	27	0	-27
China & Hong Kong   Vietnam	0	19	453	1.098	1.165	1.296	357	100	99	0	9	0	4.597	58	0	-58	58	0	-58
Others Asia & Pacific Rim	0	0	121	199	277	136	154	81	114	48	43	33	1.205	7	33	26	7	33	26
Mexico   Central & South America	264	430	944	1.470	1.941	1.726	1.358	2.312	1.334	1.407	962	561	14.709	450	561	111	450	561	111
Others	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total sales by market</b>	<b>354</b>	<b>4.023</b>	<b>19.850</b>	<b>28.123</b>	<b>26.633</b>	<b>19.626</b>	<b>22.271</b>	<b>19.825</b>	<b>13.924</b>	<b>13.770</b>	<b>6.548</b>	<b>3.601</b>	<b>178.549</b>	<b>3.463</b>	<b>3.601</b>	<b>138</b>	<b>3.463</b>	<b>3.601</b>	<b>138</b>
Season to date sales	354	4.377	24.226	52.350	78.983	98.610	120.881	140.706	154.630	168.400	174.948	178.549		178.411	178.549	138	178.411	178.549	138
Sales ÷ Crop	0%	2%	14%	29%	44%	55%	67%	79%	86%	94%	98%	100%		100%	100%	0%	100%	100%	0%
Sales ÷ Supply	0%	2%	13%	29%	44%	55%	67%	78%	85%	93%	97%	99%		99%	99%	0%	99%	99%	0%

Initial stock	1.842	180.581	176.558	156.708	128.585	101.951	82.325	60.053	40.228	26.304	12.535	5.987	1.842	5.987	5.987	0	5.987	5.987	0
Crop of the year [for exports]	179.093	0	0	0	0	0	0	0	0	0	0	0	179.093	0	0	0	0	0	0
Monthly sales	-354	-4.023	-19.850	-28.123	-26.633	-19.626	-22.271	-19.825	-13.924	-13.770	-6.548	-3.601	-178.549	-3.463	-3.601	-138	-3.463	-3.601	-138
Final stock (2022/23)	180.581	176.558	156.708	128.585	101.951	82.325	60.053	40.228	26.304	12.535	5.987	2.386	2.386	2.523	2.386	-138	2.523	2.386	-138
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	FEB					
	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB		FCST	REAL	DIF.			
USA   Canada	18.329	17.472	17.405	16.076	16.996	20.232	24.304	30.729	22.520	18.834	18.922	18.573	240.391	15.402	18.573	3.170	15.402	18.573	3.170
Europe	23.071	18.254	17.666	12.182	4.605	5.512	3.176	14.081	18.473	17.045	19.503	13.193	166.762	18.530	13.193	-5.337	18.530	13.193	-5.337
Middle East & Africa	11.624	16.425	8.129	6.049	2.931	3.004	1.094	10.597	21.861	17.983	13.560	11.772	125.027	11.249	11.772	523	11.249	11.772	523
India & Pakistan	459	277	139	117	43	0	87	901	917	1.116	570	852	5.477	107	852	745	107	852	745
Japan   Korea	10.438	5.770	7.837	5.050	1.278	2.275	2.585	3.257	4.654	6.415	5.458	8.069	63.086	8.383	8.069	-314	8.383	8.069	-314
China & Hong Kong   Vietnam	509	590	336	316	510	348	91	385	651	286	834	416	5.271	593	416	-177	593	416	-177
Others Asia & Pacific Rim	3.025	2.501	1.641	1.469	889	1.338	1.215	1.309	2.254	2.258	1.809	2.265	21.975	2.602	2.265	-337	2.602	2.265	-337
Mexico   Central & South America	0	40	89	88	0	45	69	129	55	51	0	23	588	18	23	5	18	23	5
Others	936	303	576	1.281	579	410	271	897	1.152	428	1.044	484	8.360	715	484	-231	715	484	-231
<b>Total sales by market</b>	<b>68.391</b>	<b>61.631</b>	<b>53.817</b>	<b>42.628</b>	<b>27.830</b>	<b>33.163</b>	<b>32.892</b>	<b>62.284</b>	<b>72.538</b>	<b>64.415</b>	<b>61.699</b>	<b>55.647</b>	<b>636.937</b>	<b>57.600</b>	<b>55.647</b>	<b>-1.952</b>	<b>57.600</b>	<b>55.647</b>	<b>-1.952</b>
Season to date sales	407.490	469.122	522.938	565.566	593.396	626.559	32.892	95.176	167.714	232.130	293.829	349.476		351.429	349.476	-1.952	351.429	349.476	-1.952
Sales ÷ Crop	60%	69%	77%	83%	87%	92%	5%	13%	23%	32%	41%	48%		49%	48%	0%	49%	48%	0%
Sales ÷ Supply	51%	58%	65%	70%	74%	78%	4%	12%	21%	29%	37%	43%		44%	43%	0%	44%	43%	0%

Initial stock	412.624	344.233	282.601	228.784	186.157	158.327	125.164	770.729	708.445	635.906	571.491	509.792	412.624	509.792	509.792	0	509.792	509.792	0
Crop of the year	0	0	0	0	0	0	678.457	0	0	0	0	0	678.457	0	0	0	0	0	0
Monthly sales	-68.391	-61.631	-53.817	-42.628	-27.830	-33.163	-32.892	-62.284	-72.538	-64.415	-61.699	-55.647	-636.937	-57.600	-55.647	1.952	-57.600	-55.647	1.952
Final stock (2022/23)	344.233	282.601	228.784	186.157	158.327	125.164	770.729	708.445	635.906	571.491	509.792	454.144	454.144	452.192	454.144	1.952	452.192	454.144	1.952
Final stock [2021/22]	285.297	228.897	189.056	150.543	118.720	88.953	720.430	653.404	577.496	517.755	468.841	412.624							
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	FEB					
	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB		FCST	REAL	DIF.			
Total sales	68.745	65.655	73.667	70.751	54.463	52.790	55.163	82.109	86.462	78.185	68.247	59.248	815.485	61.063	59.248	-1.815	61.063	59.248	-1.815
Final stock (2022/23)	524.813	459.159	385.492	314.741	260.278	207.488	830.782	748.673	662.211	584.026	515.778	456.530	456.530	454.715	456.530	1.815	454.715	456.530	1.815
Final stock [2021/22]	436.153	370.674	306.289	241.419	192.336	142.316	752.552	672.218	589.407	524.161	473.526	416.649							
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	2022
SEP	4,9%	4,4%	4,8%	6,6%	3,5%	3,6%	3,8%	3,4%	4,1%	4,1%
OCT	24,1%	20,7%	18,6%	24,1%	19,1%	16,0%	17,0%	15,5%	13,0%	11,8%
NOV	38,7%	32,1%	30,3%	38,1%	33,6%	29,0%	31,0%	29,1%	23,1%	20,9%
DEC	48,0%	40,5%	40,3%	47,7%	43,5%	39,5%	40,8%	39,2%	31,1%	28,9%
JAN	55,7%	45,8%	46,6%	55,5%	51,6%	49,9%	49,4%	46,5%	37,6%	36,6%
FEB	61,9%	52,4%	54,2%	62,3%	58,7%	58,8%	57,2%	54,0%	45,1%	43,5%
MAR	68,8%	60,9%	61,3%	70,2%	66,1%	67,3%	65,8%	62,9%	54,2%	
APR	75,2%	67,6%	68,3%	75,8%	72,2%	74,1%	72,3%	70,2%	62,4%	
MAY	80,4%	73,1%	74,8%	81,0%	78,2%	79,3%	77,4%	75,4%	69,5%	
JUN	84,7%	78,2%	80,4%	85,6%	82,7%	83,9%	82,7%	80,4%	75,2%	
JUL	88,7%	82,9%	85,7%	88,8%	86,6%	87,6%	86,9%	84,6%	78,9%	
AUG	92,8%	86,2%	90,5%	92,5%	90,7%	91,0%	91,1%	88,4%	83,3%	

### 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%
APR	2,6%	3,6%	4,5%	4,5%	9,9%	10,2%	13,2%	5,6%	6,3%	2,4%
MAY	16,6%	19,8%	17,5%	21,0%	31,2%	24,5%	31,3%	20,5%	22,6%	13,4%
JUN	35,0%	39,9%	38,3%	40,8%	47,4%	39,1%	52,1%	34,9%	40,0%	28,9%
JUL	50,8%	57,5%	55,3%	55,5%	58,9%	54,3%	66,2%	49,5%	51,4%	43,7%
AUG	63,2%	70,0%	66,9%	68,1%	73,2%	66,0%	79,2%	63,4%	64,8%	54,5%
SEPT	71,9%	79,0%	74,6%	76,7%	83,1%	76,6%	86,3%	75,3%	78,8%	66,8%
OCT	81,5%	85,9%	83,1%	83,8%	89,2%	84,5%	90,1%	84,2%	87,6%	77,8%
NOV	87,7%	92,0%	90,5%	88,4%	93,7%	89,6%	94,8%	89,3%	92,1%	85,5%
DEC	93,0%	96,2%	95,0%	92,5%	96,1%	93,7%	97,2%	93,3%	95,8%	93,1%
JAN	96,4%	98,0%	96,8%	94,9%	97,2%	96,0%	98,2%	96,5%	96,9%	96,7%
FEB	97,6%	98,6%	98,4%	96,3%	98,1%	98,2%	98,9%	97,6%	97,3%	98,7%
MAR (Y2)	97,6%	98,6%	98,4%	96,3%	97,3%	99,1%	99,2%	97,2%	97,9%	



## Monthly sales as a % of the Season Supply

### California | Sales / Supply

Crop	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
SEP	4,9%	4,4%	4,8%	6,6%	3,5%	3,6%	3,8%	3,4%	4,1%	4,1%
OCT	19,1%	16,4%	13,8%	17,5%	15,5%	12,4%	13,3%	12,1%	8,9%	7,8%
NOV	14,6%	11,4%	11,7%	14,0%	14,6%	13,0%	13,9%	13,6%	10,1%	9,0%
DEC	9,4%	8,3%	10,0%	9,6%	9,9%	10,5%	9,9%	10,1%	8,0%	8,0%
JAN	7,7%	5,4%	6,3%	7,7%	8,1%	10,4%	8,6%	7,3%	6,5%	7,7%
FEB	6,2%	6,6%	7,6%	6,8%	7,1%	8,9%	7,8%	7,5%	7,5%	6,9%
MAR	6,9%	8,4%	7,1%	7,9%	7,3%	8,5%	8,6%	8,9%	9,1%	
APR	6,5%	6,8%	7,0%	5,6%	6,1%	6,8%	6,4%	7,3%	8,2%	
MAY	5,2%	5,4%	6,4%	5,2%	6,1%	5,2%	5,1%	5,2%	7,2%	
JUN	4,3%	5,1%	5,7%	4,5%	4,5%	4,6%	5,4%	5,0%	5,7%	
JUL	4,1%	4,7%	5,3%	3,2%	3,9%	3,7%	4,2%	4,1%	3,7%	
AUG	4,1%	3,3%	4,8%	3,8%	4,1%	3,4%	4,2%	3,9%	4,4%	

### 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%
APR	1,3%	2,1%	4,0%	3,6%	8,9%	10,2%	12,1%	5,1%	6,0%	2,2%
MAY	14,0%	16,2%	13,0%	16,5%	21,3%	14,3%	18,1%	14,9%	16,2%	11,0%
JUN	18,4%	20,1%	20,8%	19,8%	16,2%	14,7%	20,7%	14,4%	17,4%	15,5%
JUL	15,8%	17,6%	17,0%	14,7%	11,5%	15,2%	14,1%	14,6%	11,4%	14,7%
AUG	12,4%	12,6%	11,6%	12,6%	14,3%	11,7%	13,0%	13,9%	13,4%	10,8%
SEPT	8,6%	8,9%	7,7%	8,6%	9,9%	10,6%	7,1%	11,8%	14,0%	12,3%
OCT	9,6%	6,9%	8,5%	7,1%	6,1%	7,9%	3,9%	8,9%	8,8%	11,0%
NOV	6,2%	6,1%	7,4%	4,6%	4,5%	5,1%	4,7%	5,1%	4,6%	7,7%
DEC	5,2%	4,2%	4,5%	4,1%	2,4%	4,0%	2,4%	4,1%	3,6%	7,6%
JAN	3,4%	1,8%	1,7%	2,3%	1,0%	2,4%	1,0%	3,1%	1,1%	3,6%
FEB	1,2%	0,7%	1,6%	1,5%	0,9%	2,1%	0,7%	1,1%	0,4%	2,0%
MAR (Y2)	0,0%	0,0%	0,0%	0,0%	-0,7%	0,9%	0,3%	-0,3%	0,5%	

## Inventories as a % of the Season Supply

### California | Stock / Supply

Crop	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
SEP	95,1%	95,6%	95,2%	93,4%	96,5%	96,4%	96,2%	96,6%	95,9%	95,9%
OCT	75,9%	79,3%	81,4%	75,9%	80,9%	84,0%	83,0%	84,5%	87,0%	88,2%
NOV	61,3%	67,9%	69,7%	61,9%	66,4%	71,0%	69,0%	70,9%	76,9%	79,1%
DEC	52,0%	59,5%	59,7%	52,3%	56,5%	60,5%	59,2%	60,8%	68,9%	71,1%
JAN	44,3%	54,2%	53,4%	44,5%	48,4%	50,1%	50,6%	53,5%	62,4%	63,4%
FEB	38,1%	47,6%	45,8%	37,7%	41,3%	41,2%	42,8%	46,0%	54,9%	56,5%
MAR	31,2%	39,1%	38,7%	29,8%	33,9%	32,7%	34,2%	37,1%	45,8%	
APR	24,8%	32,4%	31,7%	24,2%	27,8%	25,9%	27,7%	29,8%	37,6%	
MAY	19,6%	26,9%	25,2%	19,0%	21,8%	20,7%	22,6%	24,6%	30,5%	
JUN	15,3%	21,8%	19,6%	14,4%	17,3%	16,1%	17,3%	19,6%	24,8%	
JUL	11,3%	17,1%	14,3%	11,2%	13,4%	12,4%	13,1%	15,4%	21,1%	
AUG	7,2%	13,8%	9,5%	7,5%	9,3%	9,0%	8,9%	11,6%	16,7%	

### 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%
APR	97,4%	96,4%	95,5%	95,5%	90,1%	89,8%	86,8%	94,4%	93,7%	97,6%
MAY	83,4%	80,2%	82,5%	79,0%	68,8%	75,5%	68,7%	79,5%	77,4%	86,6%
JUN	65,0%	60,1%	61,7%	59,2%	52,6%	60,9%	47,9%	65,1%	60,0%	71,1%
JUL	49,2%	42,5%	44,7%	44,5%	41,1%	45,7%	33,8%	50,5%	48,6%	56,3%
AUG	36,8%	30,0%	33,1%	31,9%	26,8%	34,0%	20,8%	36,6%	35,2%	45,5%
SEPT	28,1%	21,0%	25,4%	23,3%	16,9%	23,4%	13,7%	24,7%	21,2%	33,2%
OCT	18,5%	14,1%	16,9%	16,2%	10,8%	15,5%	9,9%	15,8%	12,4%	22,2%
NOV	12,3%	8,0%	9,5%	11,6%	6,3%	10,4%	5,2%	10,7%	7,9%	14,5%
DEC	7,0%	3,8%	5,0%	7,5%	3,9%	6,3%	2,8%	6,7%	4,2%	6,9%
JAN	3,6%	2,0%	3,2%	5,1%	2,8%	4,0%	1,8%	3,5%	3,1%	3,3%
FEB	2,4%	1,4%	1,6%	3,7%	1,9%	1,8%	1,1%	2,4%	2,7%	1,3%
MAR (Y2)	2,4%	1,4%	1,6%	3,7%	2,7%	0,9%	0,8%	2,8%	2,1%	

# Market prices for inshell walnuts

