

September 16th, 2021

## California | Crop & Supply

Metric tons (Inshell equivalent)	California Season					2020/21 vs.			
	2020/21	2019/20	2018/19	2017/18	2016/17	2019/20	2018/19	2017/18	2016/17
Crop	711.011	592.392	613.258	571.527	625.051	+20,0%	+15,9%	+24,4%	+13,8%
Carry-In	58.046	60.037	57.642	50.781	59.121	-3,3%	+0,7%	+14,3%	-1,8%
Total Export Supply	769.057	652.429	670.899	622.308	684.172	+17,9%	+14,6%	+23,6%	+12,4%

## California | Sales | September to August - Off Season

Metric tons (inshell equivalent)	California Season					2020/21 vs.			
	2020/21	2019/20	2018/19	2017/18	2016/17	2019/20	2018/19	2017/18	2016/17
USA   Canada	248.654	238.166	238.748	211.606	222.294	+4,4%	+4,1%	+17,5%	+11,9%
Europe	167.736	161.105	139.746	146.326	147.516	+4,1%	+20,0%	+14,6%	+13,7%
Medium East   India & Pakistan	147.839	99.811	130.377	88.432	121.727	+48,1%	+13,4%	+67,2%	+21,5%
Japan   Korea	81.769	62.530	62.915	69.579	65.715	+30,8%	+30,0%	+17,5%	+24,4%
China & Hong Kong   Vietnam	13.012	9.372	13.962	22.760	45.211	+38,8%	-6,8%	-42,8%	-71,2%
Others Asia & Pacific Rim	24.142	20.280	20.969	20.520	23.919	+19,0%	+15,1%	+17,7%	+0,9%
Mexico   Central & South America	442	472	351	395	588	-6,4%	+26,0%	+11,8%	-24,8%
Others	6.023	2.646	3.795	5.047	6.422	+127,6%	+58,7%	+19,3%	-6,2%
Total sales	689.617	594.383	610.863	564.666	633.392	+16,0%	+12,9%	+22,1%	+8,9%
Final inventory	79.440	58.046	60.037	57.642	50.781	+36,9%	+32,3%	+37,8%	+56,4%

Sales ÷ Crop	97,0%	100,3%	99,6%	98,8%	101,3%
Sales ÷ Supply	89,7%	91,1%	91,1%	90,7%	92,6%

## California | Sales | March to August - On Season

Metric tons (inshell equivalent)	California Season					2020/21 vs.			
	2020/21	2019/20	2018/19	2017/18	2016/17	2019/20	2018/19	2017/18	2016/17
Initial inventory	348.422	279.221	276.501	256.775	258.209	+24,8%	+26,0%	+35,7%	+34,9%
USA   Canada	122.809	111.200	114.116	98.928	103.933	+10,4%	+7,6%	+24,1%	+18,2%
Europe	64.518	50.610	43.419	42.105	39.095	+27,5%	+48,6%	+53,2%	+65,0%
Medium East   India & Pakistan	22.501	17.801	17.779	15.001	16.729	+26,4%	+26,6%	+50,0%	+34,5%
Japan   Korea	42.970	30.376	29.014	29.393	29.834	+41,5%	+48,1%	+46,2%	+44,0%
China & Hong Kong   Vietnam	3.536	1.845	2.586	3.660	5.075	+91,7%	+36,7%	-3,4%	-30,3%
Others Asia & Pacific Rim	10.848	8.574	8.267	7.935	10.849	+26,5%	+31,2%	+36,7%	-0,0%
Mexico   Central & South America	212	45	163	91	164	+371,5%	+30,2%	+133,2%	+29,8%
Others	1.588	725	1.120	2.021	1.751	+119,0%	+41,7%	-21,4%	-9,3%
Total sales	268.982	221.174	216.464	199.133	207.429	+21,6%	+24,3%	+35,1%	+29,7%

Sales ÷ Crop	37,8%	37,3%	35,3%	34,8%	33,2%
Sales ÷ Supply	35,0%	33,9%	32,3%	32,0%	30,3%
Sales ÷ Initial inventory	77,2%	79,2%	78,3%	77,6%	80,3%

# inshell + shelled

## Chile | Crop & Supply

Metric tons (inshell equivalent)	Chilean Season					2021/22 vs.			
	2021/22	2020/21	2019/20	2018/19	2017/18	2020/21	2019/20	2018/19	2017/18
Crop	148.385	136.674	139.226	129.386	110.464	+8,6%	+6,6%	+14,7%	+34,3%
less domestic sales	-5.000	-5.502	-4.635	-4.027	-4.150	-9,1%	+7,9%	+24,2%	+20,5%
Export crop	143.385	131.171	134.591	125.359	106.314	+9,3%	+6,5%	+14,4%	+34,9%
Carry-In	580	580	1.609	61	2.783	+0,0%	-64,0%	+854,4%	-79,2%
Total Export Supply	143.965	131.751	136.200	125.420	109.098	+9,3%	+5,7%	+14,8%	+32,0%

## Chile | Sales | March to August - On Season

Metric tons (inshell equivalent)	Chilean Season					2021/22 vs.			
	2021/22	2020/21	2019/20	2018/19	2017/18	2020/21	2019/20	2018/19	2017/18
USA   Canada	0	0	0	0	0	+0,0%	+0,0%	+0,0%	+0,0%
Europe	38.855	40.166	44.448	32.067	31.733	-3,3%	-12,6%	+21,2%	+22,4%
Medium East   India & Pakistan	44.917	31.782	47.350	40.481	41.213	+41,3%	-5,1%	+11,0%	+9,0%
Japan   Korea	1.334	675	1.286	972	1.425	+97,6%	+3,7%	+37,2%	-6,4%
China & Hong Kong   Vietnam	6.513	7.422	8.470	3.215	897	-12,3%	-23,1%	+102,6%	+626,0%
Others Asia & Pacific Rim	808	1.371	1.305	708	0	-41,1%	-38,1%	+14,1%	+0,0%
Mexico   Central & South America	5.598	4.176	5.405	5.089	4.149	+34,0%	+3,6%	+10,0%	+34,9%
Others	0	0	0	-0	2.588	+0,0%	-100,0%	-100,0%	-100,0%
Total	98.024	85.592	108.265	82.531	82.006	+14,5%	-9,5%	+18,8%	+19,5%
Final inventory	45.941	46.159	27.935	42.889	27.092	-0,5%	+64,5%	+7,1%	+69,6%

Sales ÷ Crop	66,1%	62,6%	77,8%	63,8%	74,2%
Sales ÷ Supply	68,1%	65,0%	79,5%	65,8%	75,2%

## California + Chile | Sales | March to August

Metric tons (inshell equivalent)	Chilean Season					2021/22 vs.			
	2021/22	2020/21	2019/20	2018/19	2017/18	2020/21	2019/20	2018/19	2017/18
Joint starting inventory	492.387	410.972	412.701	382.194	367.307	+19,8%	+19,3%	+28,8%	+34,1%
USA   Canada	122.809	111.200	114.116	98.928	103.933	+10,4%	+7,6%	+24,1%	+18,2%
Europe	103.374	90.776	87.867	74.171	70.828	+13,9%	+17,6%	+39,4%	+46,0%
Medium East   India & Pakistan	67.417	49.582	65.129	55.482	57.942	+36,0%	+3,5%	+21,5%	+16,4%
Japan   Korea	44.304	31.051	30.300	30.364	31.259	+42,7%	+46,2%	+45,9%	+41,7%
China & Hong Kong   Vietnam	10.049	9.267	11.056	6.875	5.972	+8,4%	-9,1%	+46,2%	+68,3%
Others Asia & Pacific Rim	11.656	9.945	9.571	8.643	10.849	+17,2%	+21,8%	+34,9%	+7,4%
Mexico   Central & South America	5.810	4.221	5.568	5.180	4.312	+37,6%	+4,3%	+12,2%	+34,7%
Others	1.588	725	1.120	2.021	4.339	+119,0%	+41,7%	-21,4%	-63,4%
Total sales	367.006	306.766	324.729	281.664	289.434	+19,6%	+13,0%	+30,3%	+26,8%
Joint ending inventory	125.381	104.206	87.972	100.530	77.873	+20,3%	+42,5%	+24,7%	+61,0%

Sales ÷ Starting inventory	74,5%	74,6%	78,7%	73,7%	78,8%
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September 16th, 2021

## California | Crop & Supply

Metric tons	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Crop	168.000	130.183	153.325	138.043	178.161
Carry-In	2.558	1.192	1.564	961	1.699
Total Export Supply	170.558	131.375	154.889	139.004	179.860
% Crop inshell	24%	22%	25%	24%	29%

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+29,0%	+9,6%	+21,7%	-5,7%
+114,5%	+63,5%	+166,3%	+50,6%
+29,8%	+10,1%	+22,7%	-5,2%

## California | Sales | September to August - Off Season

Metric tons	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
USA   Canada	6.983	5.793	8.909	11.207	7.997
Europe	39.998	38.511	38.249	37.148	43.011
Medium East   India & Pakistan	105.590	75.365	94.577	69.536	87.352
Japan   Korea	485	382	306	608	522
China & Hong Kong   Vietnam	10.275	7.007	9.161	17.276	36.864
Others Asia & Pacific Rim	250	268	872	216	308
Mexico   Central & South America	228	396	288	82	279
Others	2.517	1.095	1.336	1.367	2.566
Total sales	166.326	128.817	153.697	137.439	178.899
Final inventory	4.233	2.558	1.192	1.564	961

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+20,5%	-21,6%	-37,7%	-12,7%
+3,9%	+4,6%	+7,7%	-7,0%
+40,1%	+11,6%	+51,8%	+20,9%
+27,0%	+58,5%	-20,2%	-7,0%
+46,6%	+12,2%	-40,5%	-72,1%
-6,9%	-71,3%	+15,6%	-18,8%
-42,4%	-20,7%	+177,5%	-18,3%
+129,9%	+88,3%	+84,1%	-1,9%
+29,1%	+8,2%	+21,0%	-7,0%
+65,4%	+254,9%	+170,5%	+340,6%

Sales ÷ Crop	99,0%	99,0%	100,2%	99,6%	100,4%
Sales ÷ Supply	97,5%	98,1%	99,2%	98,9%	99,5%

## California | Sales | March to August - On Season

Metric tons	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Initial inventory	23.321	16.940	15.015	15.431	13.385
USA   Canada	1.275	820	1.424	2.414	1.904
Europe	5.460	1.836	2.590	1.543	1.278
Medium East   India & Pakistan	10.125	10.507	8.758	8.598	6.772
Japan   Korea	0	0	0	0	0
China & Hong Kong   Vietnam	2.014	932	679	1.151	2.168
Others Asia & Pacific Rim	0	10	111	10	20
Mexico   Central & South America	0	0	120	0	20
Others	215	276	141	150	262
Total sales	19.088	14.382	13.822	13.867	12.424

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+37,7%	+55,3%	+51,1%	+74,2%
+55,4%	-10,5%	-47,2%	-33,0%
+197,3%	+110,8%	+253,8%	+327,3%
-3,6%	+15,6%	+17,8%	+49,5%
+0,0%	+0,0%	+0,0%	+0,0%
+116,2%	+196,8%	+74,9%	-7,1%
-100,0%	-100,0%	-100,0%	-100,0%
+0,0%	-100,0%	+0,0%	-100,0%
-22,4%	+52,0%	+42,6%	-18,1%
+32,7%	+38,1%	+37,7%	+53,6%

Sales ÷ Crop	11,4%	11,0%	9,0%	10,0%	7,0%
Sales ÷ Supply	11,2%	10,9%	8,9%	10,0%	6,9%
Sales ÷ Initial inventory	81,9%	84,9%	92,1%	89,9%	92,8%

## Chile | Crop & Supply

Metric tons	Chilean Season					2021/22 vs.			
	2021/22	2020/21	2019/20	2018/19	2017/18	2020/21	2019/20	2018/19	2017/18
Export crop	70.000	64.922	73.910	65.846	56.122	+7,8%	-5,3%	+6,3%	+24,7%
Carry-In	0	0	0	0	0	+0,0%	+0,0%	+0,0%	+0,0%
Total Supply	70.000	64.922	73.910	65.846	56.122	+7,8%	-5,3%	+6,3%	+24,7%
% Crop inshell	49%	49%	55%	53%	53%				

## Chile | Sales | March to August - On Season

Metric tons	Chilean Season					2021/22 vs.			
	2021/22	2020/21	2019/20	2018/19	2017/18	2020/21	2019/20	2018/19	2017/18
USA   Canada	0	0	0	0	0	+0,0%	+0,0%	+0,0%	+0,0%
Europe	15.719	14.599	14.910	11.778	10.964	+7,7%	+5,4%	+33,5%	+43,4%
Medium East   India & Pakistan	42.680	29.588	44.560	39.645	38.240	+44,2%	-4,2%	+7,7%	+11,6%
Japan   Korea	0	0	0	0	0	+0,0%	+0,0%	+0,0%	+0,0%
China & Hong Kong   Vietnam	6.513	7.422	8.174	3.168	897	-12,3%	-20,3%	+105,6%	+626,0%
Others Asia & Pacific Rim	355	1.021	809	508	0	-65,2%	-56,1%	-30,1%	+0,0%
Mexico   Central & South America	1.067	968	960	946	375	+10,2%	+11,1%	+12,7%	+184,5%
Others	0	0	0	0	1.184	+0,0%	+0,0%	+0,0%	-100,0%
Total	66.335	53.599	69.413	56.045	51.660	+23,8%	-4,4%	+18,4%	+28,4%
Final inventory	3.665	11.323	4.497	9.801	4.463	-67,6%	-18,5%	-62,6%	-17,9%

  

Sales ÷ Crop	94,8%	82,6%	93,9%	85,1%	92,0%
Sales ÷ Supply	94,8%	82,6%	93,9%	85,1%	92,0%

## California + Chile | Sales | March to August

Metric tons	Chilean Season					2021/22 vs.			
	2021/22	2020/21	2019/20	2018/19	2017/18	2020/21	2019/20	2018/19	2017/18
Joint starting inventory	93.321	81.862	88.925	81.277	69.507	+14,0%	+4,9%	+14,8%	+34,3%
USA   Canada	1.275	820	1.424	2.414	1.904	+55,4%	-10,5%	-47,2%	-33,0%
Europe	21.179	16.436	17.500	13.321	12.242	+28,9%	+21,0%	+59,0%	+73,0%
Medium East   India & Pakistan	52.805	40.095	53.318	48.242	45.011	+31,7%	-1,0%	+9,5%	+17,3%
Japan   Korea	0	0	0	0	0	+0,0%	+0,0%	+0,0%	+0,0%
China & Hong Kong   Vietnam	8.527	8.354	8.853	4.320	3.065	+2,1%	-3,7%	+97,4%	+178,2%
Others Asia & Pacific Rim	355	1.031	919	518	20	-65,6%	-61,4%	-31,4%	+1656,8%
Mexico   Central & South America	1.067	968	1.080	946	395	+10,2%	-1,2%	+12,7%	+170,1%
Others	215	276	141	150	1.446	-22,4%	+52,0%	+42,6%	-85,2%
Total sales	85.423	67.980	83.236	69.912	64.084	+25,7%	+2,6%	+22,2%	+33,3%
Joint ending inventory	7.898	13.882	5.689	11.365	5.423	-43,1%	+38,8%	-30,5%	+45,6%

  

Sales ÷ Starting inventory	91,5%	83,0%	93,6%	86,0%	92,2%
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September 16th, 2021

## California | Crop & Supply

Metric tons (Inshell equivalent)	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Crop	641.011	527.470	539.348	505.681	568.929
Carry-In	58.046	60.037	57.642	50.781	59.121
Total Export Supply	699.057	587.507	596.989	556.462	628.050
% Crop shelled	90%	89%	88%	88%	91%

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+21,5%	+18,8%	+26,8%	+12,7%
-3,3%	+0,7%	+14,3%	-1,8%
+19,0%	+17,1%	+25,6%	+11,3%

## California | Sales | September to August - Off Season

Metric tons (inshell equivalent)	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
USA   Canada	241.670	232.374	229.839	200.400	214.297
Europe	127.738	122.594	101.497	109.178	104.505
Medium East   India & Pakistan	42.249	24.446	35.800	18.896	34.376
Japan   Korea	81.284	62.148	62.609	68.971	65.193
China & Hong Kong   Vietnam	2.737	2.365	4.801	5.485	8.347
Others Asia & Pacific Rim	23.892	20.011	20.097	20.304	23.611
Mexico   Central & South America	214	76	63	313	309
Others	3.506	1.552	2.458	3.680	3.856
Total sales	523.291	465.566	457.166	427.227	454.493
Final inventory	175.765	121.941	139.823	129.235	173.558

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+4,0%	+5,1%	+20,6%	+12,8%
+4,2%	+25,9%	+17,0%	+22,2%
+72,8%	+18,0%	+123,6%	+22,9%
+30,8%	+29,8%	+17,9%	+24,7%
+15,7%	-43,0%	-50,1%	-67,2%
+19,4%	+18,9%	+17,7%	+1,2%
+180,2%	+238,4%	-31,7%	-30,6%
+125,9%	+42,6%	-4,7%	-9,1%
+12,4%	+14,5%	+22,5%	+15,1%
+44,1%	+25,7%	+36,0%	+1,3%

Sales ÷ Crop	81,6%	88,3%	84,8%	84,5%	79,9%
Sales ÷ Supply	74,9%	79,2%	76,6%	76,8%	72,4%

## California | Sales | March to August - On Season

Metric tons (inshell equivalent)	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Initial inventory	425.659	328.734	342.466	314.501	368.562
USA   Canada	121.534	110.379	112.692	96.514	102.029
Europe	59.058	48.774	40.830	40.561	37.817
Medium East   India & Pakistan	12.376	7.294	9.021	6.403	9.957
Japan   Korea	42.970	30.376	29.014	29.393	29.834
China & Hong Kong   Vietnam	1.522	913	1.907	2.509	2.907
Others Asia & Pacific Rim	10.848	8.564	8.156	7.925	10.829
Mexico   Central & South America	212	45	43	91	144
Others	1.373	448	979	1.870	1.489
Total sales	249.894	206.793	202.642	185.266	195.005

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+29,5%	+24,3%	+35,3%	+15,5%
+10,1%	+7,8%	+25,9%	+19,1%
+21,1%	+44,6%	+45,6%	+56,2%
+69,7%	+37,2%	+93,3%	+24,3%
+41,5%	+48,1%	+46,2%	+44,0%
+66,7%	-20,2%	-39,3%	-47,6%
+26,7%	+33,0%	+36,9%	+0,2%
+371,5%	+392,6%	+133,2%	+47,8%
+206,2%	+40,3%	-26,6%	-7,8%
+20,8%	+23,3%	+34,9%	+28,1%

Sales ÷ Crop	39,0%	39,2%	37,6%	36,6%	34,3%
Sales ÷ Supply	35,7%	35,2%	33,9%	33,3%	31,0%
Sales ÷ Initial inventory	58,7%	62,9%	59,2%	58,9%	52,9%

## Chile | Crop & Supply

Metric tons (inshell equivalent)	Chilean Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Export crop	78.385	71.752	65.316	63.540	54.342
Carry-In	580	580	1.609	61	2.783
Total Supply	78.965	72.332	66.925	63.601	57.125
% Crop shelled	53%	52%	47%	49%	49%

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+9,2%	+20,0%	+23,4%	+44,2%
+0,0%	-64,0%	+854,4%	-79,2%
+9,2%	+18,0%	+24,2%	+38,2%

## Chile | Sales | March to August - 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	23.136	25.567	29.537	20.289	20.769
Medium East   India & Pakistan	2.236	2.194	2.790	837	2.974
Japan   Korea	1.334	675	1.286	972	1.425
China & Hong Kong   Vietnam	0	0	296	46	0
Others Asia & Pacific Rim	453	350	496	200	0
Mexico   Central & South America	4.531	3.208	4.445	4.142	3.774
Others	0	0	0	-0	1.404
Total	31.690	31.993	38.851	26.486	30.346
Final inventory	47.276	40.338	28.074	37.115	26.779

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+0,0%	+0,0%	+0,0%	+0,0%
-9,5%	-21,7%	+14,0%	+11,4%
+1,9%	-19,9%	+167,3%	-24,8%
+97,6%	+3,7%	+37,2%	-6,4%
+0,0%	-100,0%	-99,9%	+0,0%
+29,3%	-8,7%	+126,2%	+0,0%
+41,2%	+1,9%	+9,4%	+20,1%
+0,0%	-100,0%	-100,0%	-100,0%
-0,9%	-18,4%	+19,6%	+4,4%
+17,2%	+68,4%	+27,4%	+76,5%

Sales ÷ Crop	40,4%	44,6%	59,5%	41,7%	55,8%
Sales ÷ Supply	40,1%	44,2%	58,1%	41,6%	53,1%

## California + Chile | Sales | March to August

Metric tons (inshell equivalent)	Chilean Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Joint starting inventory	504.625	401.065	409.391	378.102	425.688
USA   Canada	121.534	110.379	112.692	96.514	102.029
Europe	82.194	74.340	70.367	60.850	58.586
Medium East   India & Pakistan	14.612	9.487	11.812	7.240	12.931
Japan   Korea	44.304	31.051	30.300	30.364	31.259
China & Hong Kong   Vietnam	1.522	913	2.204	2.555	2.907
Others Asia & Pacific Rim	11.301	8.914	8.652	8.125	10.829
Mexico   Central & South America	4.743	3.253	4.488	4.233	3.917
Others	1.373	448	979	1.870	2.893
Total sales	281.583	238.786	241.493	211.752	225.351
Joint ending inventory	223.041	162.280	167.897	166.350	200.337

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+25,8%	+23,3%	+33,5%	+18,5%
+10,1%	+7,8%	+25,9%	+19,1%
+10,6%	+16,8%	+35,1%	+40,3%
+54,0%	+23,7%	+101,8%	+13,0%
+42,7%	+46,2%	+45,9%	+41,7%
+66,7%	-30,9%	-40,4%	-47,6%
+26,8%	+30,6%	+39,1%	+4,4%
+45,8%	+5,7%	+12,0%	+21,1%
+206,2%	+40,3%	-26,6%	-52,5%
+17,9%	+16,6%	+33,0%	+25,0%
+37,4%	+32,8%	+34,1%	+11,3%

Sales ÷ Starting inventory	55,8%	59,5%	59,0%	56,0%	52,9%
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# walnut sales forecast

September 16th, 2021

## California walnut sales forecast

Metric tons [Inshell equivalent]	2021						2022						TOTAL	AUG		
	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB		FCST	REAL	DIF.
USA   Canada	21.232	22.039	18.271	21.047	19.081	21.139	18.811	27.150	26.370	18.041	17.443	16.158	246.782	18.584	21.139	2.555
Europe	20.606	15.672	9.164	8.727	6.958	3.392	2.931	29.734	20.833	18.423	14.825	15.087	166.352	4.849	3.392	-1.456
Medium East   India & Pakistan	11.969	4.340	2.725	1.576	1.478	412	965	20.778	33.515	21.152	16.017	12.662	127.588	1.386	412	-974
Japan   Korea	10.923	11.502	8.675	5.467	3.451	2.952	1.355	4.297	6.257	7.546	7.556	7.429	77.410	3.472	2.952	-520
China & Hong Kong   Vietnam	1.614	818	568	244	121	171	69	2.627	3.972	2.345	1.819	2.583	16.952	233	171	-62
Others Asia & Pacific Rim	3.098	2.640	1.083	1.877	1.060	1.090	435	2.050	2.570	2.783	2.453	2.093	23.232	1.173	1.090	-84
Mexico   Central & South America	0	0	4	92	90	27	3	68	114	57	26	10	490	47	27	-19
Others	364	460	106	246	211	202	133	628	861	506	455	384	4.554	331	202	-129
<b>Total sales by market</b>	<b>69.805</b>	<b>57.471</b>	<b>40.596</b>	<b>39.275</b>	<b>32.450</b>	<b>29.385</b>	<b>24.702</b>	<b>87.331</b>	<b>94.492</b>	<b>70.854</b>	<b>60.593</b>	<b>56.407</b>	<b>663.360</b>	<b>30.074</b>	<b>29.385</b>	<b>-688</b>
Season to date sales	69.805	127.276	167.872	207.147	239.597	268.982	293.684	381.015	475.507	546.360	606.953	663.360		269.670	268.982	-688
Sales ÷ Crop	10%	18%	24%	29%	34%	38%	42%	54%	68%	78%	87%	95%		38%	38%	0%
Sales ÷ Supply	9%	17%	22%	27%	31%	35%	43%	55%	69%	79%	88%	97%		35%	35%	0%

Initial stock	348.422	278.617	221.146	180.550	141.275	108.825	79.440	662.552	575.222	480.730	409.876	349.283	348.422	108.825	108.825	0
Crop of the year	0	0	0	0	0	0	607.814	0	0	0	0	0	607.814	0	0	0
Monthly sales	-69.805	-57.471	-40.596	-39.275	-32.450	-29.385	-24.702	-87.331	-94.492	-70.854	-60.593	-56.407	-663.360	-30.074	-29.385	688
<b>Final stock (2021/22)</b>	<b>278.617</b>	<b>221.146</b>	<b>180.550</b>	<b>141.275</b>	<b>108.825</b>	<b>79.440</b>	<b>662.552</b>	<b>575.222</b>	<b>480.730</b>	<b>409.876</b>	<b>349.283</b>	<b>292.876</b>	<b>292.876</b>	<b>78.751</b>	<b>79.440</b>	<b>688</b>
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]	2021						2022						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
Europe	223	2.300	7.882	10.591	7.081	10.778	9.192	6.935	4.038	3.279	1.775	1.215	65.290	8.442	10.778	2.336
Medium East   India & Pakistan	249	5.917	13.518	11.584	6.792	6.857	3.269	1.898	1.232	943	866	734	53.858	4.423	6.857	2.434
Japan   Korea	0	0	305	551	212	267	230	206	94	79	0	0	1.944	501	267	-235
China & Hong Kong   Vietnam	0	277	1.560	2.248	1.397	1.031	760	262	129	63	65	63	7.856	3.204	1.031	-2.173
Others Asia & Pacific Rim	0	23	201	349	72	162	172	119	46	90	26	23	1.283	285	162	-123
Mexico   Central & South America	60	561	1.080	1.032	1.706	1.158	1.426	1.576	1.473	1.006	592	841	12.511	1.115	1.158	43
Others	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total sales by market</b>	<b>531</b>	<b>9.079</b>	<b>24.544</b>	<b>26.356</b>	<b>17.261</b>	<b>20.253</b>	<b>15.048</b>	<b>10.996</b>	<b>7.013</b>	<b>5.460</b>	<b>3.324</b>	<b>2.876</b>	<b>142.741</b>	<b>17.970</b>	<b>20.253</b>	<b>2.283</b>
Season to date sales	531	9.611	34.155	60.511	77.771	98.024	113.072	124.069	131.081	136.541	139.865	142.741		95.741	98.024	2.283
Sales ÷ Crop	0%	7%	24%	42%	54%	68%	79%	87%	91%	95%	98%	100%		67%	68%	2%
Sales ÷ Supply	0%	7%	24%	42%	54%	68%	79%	86%	91%	95%	97%	99%		67%	68%	2%

Initial stock	580	143.434	134.354	109.811	83.455	66.194	45.941	30.893	19.897	12.884	7.424	4.100	580	66.194	66.194	0
Crop of the year [for exports]	143.385	0	0	0	0	0	0	0	0	0	0	0	143.385	0	0	0
Monthly sales	-531	-9.079	-24.544	-26.356	-17.261	-20.253	-15.048	-10.996	-7.013	-5.460	-3.324	-2.876	-142.741	-17.970	-20.253	-2.283
<b>Final stock (2021/22)</b>	<b>143.434</b>	<b>134.354</b>	<b>109.811</b>	<b>83.455</b>	<b>66.194</b>	<b>45.941</b>	<b>30.893</b>	<b>19.897</b>	<b>12.884</b>	<b>7.424</b>	<b>4.100</b>	<b>1.224</b>	<b>1.224</b>	<b>48.224</b>	<b>45.941</b>	<b>-2.283</b>
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]	2021						2022						TOTAL	AUG		
	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB		FCST	REAL	DIF.
Total sales	70.336	66.550	65.140	65.630	49.711	49.638	39.750	98.327	101.505	76.314	63.917	59.282	806.101	48.043	49.638	1.595
<b>Final stock (2021/22)</b>	<b>422.051</b>	<b>355.500</b>	<b>290.360</b>	<b>224.730</b>	<b>175.019</b>	<b>125.381</b>	<b>693.445</b>	<b>595.119</b>	<b>493.614</b>	<b>417.300</b>	<b>353.383</b>	<b>294.101</b>	<b>294.101</b>	<b>126.976</b>	<b>125.381</b>	<b>-1.595</b>
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				

# accuracy of projections

September 16th, 2021

