

California | Crop & Supply

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

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+2,5%	-4,6%	+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 – December				
	2022/23	2021/22	2020/21	2019/20	2018/19
USA Canada	96.387	86.116	94.474	90.471	87.479
Europe	52.776	72.431	70.717	79.875	67.079
Middle East & Africa	51.535	36.343	78.351	59.758	60.976
India & Pakistan	3.020	1.077	18.306	4.916	9.796
Japan Korea	16.911	24.700	21.440	17.897	19.264
China & Hong Kong Vietnam	1.412	3.329	6.168	3.611	9.258
Others Asia & Pacific Rim	7.037	6.474	8.598	7.222	7.791
Mexico Central & South America	304	186	208	400	128
Others	2.748	2.579	3.165	1.326	1.946
Total sales	232.130	233.235	301.427	265.477	263.717
Final inventory	571.491	517.755	467.629	384.893	404.209

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+11,9%	+2,0%	+6,5%	+10,2%
-27,1%	-25,4%	-33,9%	-21,3%
+41,8%	-34,2%	-13,8%	-15,5%
+180,3%	-83,5%	-38,6%	-69,2%
-31,5%	-21,1%	-5,5%	-12,2%
-57,6%	-77,1%	-60,9%	-84,7%
+8,7%	-18,2%	-2,6%	-9,7%
+63,2%	+46,1%	-24,0%	+137,7%
+6,6%	-13,2%	+107,2%	+41,2%
-0,5%	-23,0%	-12,6%	-12,0%
+10,4%	+22,2%	+48,5%	+41,4%

Sales ÷ Crop	34,2%	35,2%	42,4%	45,0%	43,2%
Sales ÷ Supply	28,9%	31,1%	39,2%	40,8%	39,5%

California + Chile | Shipments

Metric tons (inshell equivalent)	September – December				
	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	96.387	86.116	94.474	90.471	87.479
Europe	87.794	101.571	93.971	94.518	87.957
Middle East & Africa	71.506	42.016	83.032	61.770	65.526
India & Pakistan	10.108	5.912	22.301	5.839	10.997
Japan Korea	17.259	25.055	21.641	18.266	19.611
China & Hong Kong Vietnam	1.969	3.982	7.465	4.272	10.026
Others Asia & Pacific Rim	7.434	6.683	9.155	7.554	8.516
Mexico Central & South America	6.715	6.279	6.575	6.091	6.151
Others	2.748	2.579	3.165	1.326	1.946
Total sales	301.920	280.192	341.780	290.107	298.209
Joint ending inventory	584.026	524.161	476.609	388.718	412.144

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+10,1%	+8,3%	+30,5%	+24,7%
+11,9%	+2,0%	+6,5%	+10,2%
-13,6%	-6,6%	-7,1%	-0,2%
+70,2%	-13,9%	+15,8%	+9,1%
+71,0%	-54,7%	+73,1%	-8,1%
-31,1%	-20,3%	-5,5%	-12,0%
-50,6%	-73,6%	-53,9%	-80,4%
+11,2%	-18,8%	-1,6%	-12,7%
+7,0%	+2,1%	+10,3%	+9,2%
+6,6%	-13,2%	+107,2%	+41,2%
+7,8%	-11,7%	+4,1%	+1,2%
+11,4%	+22,5%	+50,2%	+41,7%

Sales ÷ Starting inventory	34,1%	34,8%	41,8%	42,7%	42,0%
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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 – December				
	2022/23	2021/22	2020/21	2019/20	2018/19
USA Canada	0	0	0	0	0
Europe	72.327	67.995	63.419	59.090	52.945
Middle East & Africa	50.915	34.491	27.890	43.501	38.678
India & Pakistan	25.173	20.933	12.568	6.784	7.554
Japan Korea	1.083	1.689	876	1.656	1.319
China & Hong Kong Vietnam	4.587	7.167	8.720	9.132	3.983
Others Asia & Pacific Rim	1.129	1.016	1.929	1.636	1.432
Mexico Central & South America	13.186	11.690	10.543	11.096	11.112
Others	0	0	0	0	-0
Total	168.400	144.981	125.944	132.895	117.023
Final inventory	12.535	6.406	8.980	3.825	7.934

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+0,0%	+0,0%	+0,0%	+0,0%
+6,4%	+14,0%	+22,4%	+36,6%
+47,6%	+82,6%	+17,0%	+31,6%
+20,3%	+100,3%	+271,1%	+233,2%
-35,9%	+23,6%	-34,6%	-17,9%
-36,0%	-47,4%	-49,8%	+15,2%
+11,1%	-41,5%	-31,0%	-21,2%
+12,8%	+25,1%	+18,8%	+18,7%
+0,0%	+0,0%	-100,0%	
+16,2%	+33,7%	+26,7%	+43,9%
+95,7%	+39,6%	+227,7%	+58,0%

Sales ÷ Crop	94,0%	97,1%	93,9%	99,2%	94,4%
Sales ÷ Supply	93,1%	95,8%	93,3%	97,2%	93,7%

Chile | Shipments

Metric tons (inshell equivalent)	September – December				
	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	35.018	29.140	23.253	14.643	20.879
Middle East & Africa	19.972	5.673	4.681	2.012	4.550
India & Pakistan	7.088	4.834	3.995	923	1.201
Japan Korea	347	356	201	369	347
China & Hong Kong Vietnam	557	654	1.297	661	768
Others Asia & Pacific Rim	396	208	557	331	724
Mexico Central & South America	6.411	6.093	6.367	5.691	6.023
Others	0	0	0	0	0
Total	69.790	46.957	40.352	24.630	34.492
Final inventory	12.535	6.406	8.980	3.825	7.934

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%
+20,2%	+50,6%	+139,2%	+67,7%
+252,1%	+326,7%	+892,5%	+339,0%
+46,6%	+77,4%	+668,3%	+490,0%
-2,3%	+72,9%	-6,0%	+0,1%
-14,8%	-57,1%	-15,8%	-27,6%
+90,3%	-28,9%	+19,7%	-45,3%
+5,2%	+0,7%	+12,7%	+6,5%
+0,0%	+0,0%	+0,0%	
+48,6%	+73,0%	+183,3%	+102,3%
+95,7%	+39,6%	+227,7%	+58,0%

Sales ÷ Crop	39,0%	31,5%	30,1%	18,4%	27,8%
Sales ÷ Supply	38,6%	31,0%	29,9%	18,0%	27,6%
Sales ÷ Initial inventory	15,2%	12,0%	18,2%	13,4%	18,7%

January 21, 2023

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 – December				
	2022/23	2021/22	2020/21	2019/20	2018/19
USA Canada	4.166	4.024	5.892	4.677	6.615
Europe	13.448	25.221	28.856	34.137	30.371
Middle East & Africa	38.303	27.296	61.006	51.389	46.638
India & Pakistan	2.859	1.040	16.430	4.113	9.691
Japan Korea	449	368	418	374	275
China & Hong Kong Vietnam	1.023	2.494	5.416	2.789	7.385
Others Asia & Pacific Rim	31	30	190	157	620
Mexico Central & South America	47	156	208	396	108
Others	760	1.726	1.642	581	1.097
Total sales	61.086	62.356	120.058	98.615	102.800
Final inventory	64.798	59.516	48.879	32.761	52.090

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+3,5%	-29,3%	-10,9%	-37,0%
-46,7%	-53,4%	-60,6%	-55,7%
+40,3%	-37,2%	-25,5%	-17,9%
+174,8%	-82,6%	-30,5%	-70,5%
+22,0%	+7,5%	+20,0%	+63,5%
-59,0%	-81,1%	-63,3%	-86,1%
+2,7%	-83,8%	-80,4%	-95,0%
-69,8%	-77,3%	-88,1%	-56,2%
-56,0%	-53,7%	+30,9%	-30,7%
-2,0%	-49,1%	-38,1%	-40,6%
+8,9%	+32,6%	+97,8%	+24,4%

Sales ÷ Crop	50,9%	52,1%	72,2%	75,8%	67,0%
Sales ÷ Supply	48,5%	51,2%	71,1%	75,1%	66,4%

California + Chile | Shipments

Metric tons	September – December				
	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	4.166	4.024	5.892	4.677	6.615
Europe	19.672	29.273	32.429	35.139	33.160
Middle East & Africa	54.603	31.623	63.703	52.626	49.669
India & Pakistan	9.634	5.836	19.643	4.902	10.811
Japan Korea	449	368	418	374	275
China & Hong Kong Vietnam	1.580	3.100	6.714	3.408	7.948
Others Asia & Pacific Rim	82	30	283	242	1.098
Mexico Central & South America	825	896	1.166	1.075	1.246
Others	760	1.726	1.642	581	1.097
Total sales	91.770	76.876	131.889	103.025	111.918
Joint ending inventory	68.141	60.800	49.889	31.846	51.972

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+16,2%	-12,0%	+18,6%	-2,4%
+3,5%	-29,3%	-10,9%	-37,0%
-32,8%	-39,3%	-44,0%	-40,7%
+72,7%	-14,3%	+3,8%	+9,9%
+65,1%	-51,0%	+96,5%	-10,9%
+22,0%	+7,5%	+20,0%	+63,5%
-49,0%	-76,5%	-53,7%	-80,1%
+172,2%	-71,2%	-66,3%	-92,6%
-7,9%	-29,2%	-23,3%	-33,8%
-56,0%	-53,7%	+30,9%	-30,7%
+19,4%	-30,4%	-10,9%	-18,0%
+12,1%	+36,6%	+114,0%	+31,1%

Sales ÷ Starting inventory	57,4%	55,8%	72,6%	76,4%	68,3%
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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 – December				
	2022/23	2021/22	2020/21	2019/20	2018/19
USA Canada	0	0	0	0	0
Europe	18.140	19.771	18.171	15.912	14.567
Middle East & Africa	45.472	31.166	24.132	40.678	36.437
India & Pakistan	24.638	20.637	11.366	5.908	7.358
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	4.587	7.119	8.720	8.793	3.731
Others Asia & Pacific Rim	265	355	1.114	894	986
Mexico Central & South America	1.555	1.806	1.926	1.639	2.085
Others	0	0	0	0	0
Total	94.657	80.854	65.429	73.824	65.164
Final inventory	3.343	1.284	1.011	-915	-117

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+0,0%	+0,0%	+0,0%	+0,0%
-8,3%	-0,2%	+14,0%	+24,5%
+45,9%	+88,4%	+11,8%	+24,8%
+19,4%	+116,8%	+317,1%	+234,8%
+0,0%	+0,0%	+0,0%	+0,0%
-35,6%	-47,4%	-47,8%	+22,9%
-25,4%	-76,2%	-70,4%	-73,1%
-13,9%	-19,3%	-5,1%	-25,4%
+0,0%	+0,0%	+0,0%	+0,0%
+17,1%	+44,7%	+28,2%	+45,3%
+160,4%	+230,7%	-465,5%	-2951,2%

Sales ÷ Crop	96,6%	98,4%	98,5%	101,3%	100,2%
Sales ÷ Supply	96,6%	98,4%	98,5%	101,3%	100,2%

Chile | Shipments

Metric tons	September – December				
	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	6.223	4.052	3.572	1.001	2.789
Middle East & Africa	16.300	4.326	2.697	1.237	3.031
India & Pakistan	6.775	4.796	3.213	789	1.119
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	557	606	1.297	619	563
Others Asia & Pacific Rim	51	0	93	85	478
Mexico Central & South America	778	739	958	679	1.138
Others	0	0	0	0	0
Total	30.684	14.519	11.830	4.410	9.118
Final inventory	3.343	1.284	1.011	-915	-117

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%
+53,6%	+74,2%	+521,6%	+123,2%
+276,8%	+504,4%	+1218,2%	+437,8%
+41,3%	+110,9%	+758,7%	+505,2%
+0,0%	+0,0%	+0,0%	+0,0%
-8,2%	-57,1%	-10,1%	-1,1%
+0,0%	-45,4%	-40,2%	-89,4%
+5,2%	-18,8%	+14,5%	-31,7%
+0,0%	+0,0%	+0,0%	+0,0%
+111,3%	+159,4%	+595,7%	+236,5%
+160,4%	+230,7%	-465,5%	-2951,2%

Sales ÷ Crop	31,3%	17,7%	17,8%	6,0%	14,0%
Sales ÷ Supply	31,3%	17,7%	17,8%	6,0%	14,0%
Sales ÷ Initial inventory	9,8%	8,1%	7,9%	-26,2%	-1,3%

January 21, 2023

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 – December					2022/23 vs.			
	2022/23	2021/22	2020/21	2019/20	2018/19	2021/22	2020/21	2019/20	2018/19
USA Canada	92.221	82.092	88.583	85.794	80.864	+12,3%	+4,1%	+7,5%	+14,0%
Europe	39.328	47.210	41.861	45.738	36.707	-16,7%	-6,1%	-14,0%	+7,1%
Middle East & Africa	13.232	9.047	17.345	8.369	14.338	+46,3%	-23,7%	+58,1%	-7,7%
India & Pakistan	161	37	1.876	804	105	+333,8%	-91,4%	-79,9%	+53,7%
Japan Korea	16.462	24.332	21.022	17.522	18.989	-32,3%	-21,7%	-6,1%	-13,3%
China & Hong Kong Vietnam	389	835	751	822	1.873	-53,4%	-48,2%	-52,6%	-79,2%
Others Asia & Pacific Rim	7.006	6.444	8.408	7.065	7.171	+8,7%	-16,7%	-0,8%	-2,3%
Mexico Central & South America	257	30	0	4	20	+757,4%	+0,0%	+6820,5%	+1179,8%
Others	1.988	853	1.523	745	850	+133,1%	+30,5%	+166,6%	+133,8%
Total sales	171.043	170.879	181.369	166.862	160.917	+0,1%	-5,7%	+2,5%	+6,3%
Final inventory	506.693	458.239	418.751	352.132	352.120	+10,6%	+21,0%	+43,9%	+43,9%

Sales ÷ Crop	30,6%	31,5%	33,3%	36,3%	35,2%
Sales ÷ Supply	25,2%	27,2%	30,2%	32,2%	31,4%

California + Chile | Shipments

Metric tons (inshell equivalent)	September – December					2022/23 vs.			
	2022/23	2021/22	2020/21	2019/20	2018/19	2021/22	2020/21	2019/20	2018/19
Joint starting inventory	755.958	679.471	646.799	547.784	554.484	+11,3%	+16,9%	+38,0%	+36,3%
USA Canada	92.221	82.092	88.583	85.794	80.864	+12,3%	+4,1%	+7,5%	+14,0%
Europe	68.123	72.298	61.542	59.379	54.797	-5,8%	+10,7%	+14,7%	+24,3%
Middle East & Africa	16.903	10.393	19.329	9.144	15.856	+62,6%	-12,6%	+84,8%	+6,6%
India & Pakistan	475	76	2.658	937	187	+525,7%	-82,1%	-49,3%	+154,1%
Japan Korea	16.809	24.687	21.223	17.892	19.336	-31,9%	-20,8%	-6,1%	-13,1%
China & Hong Kong Vietnam	389	882	751	864	2.078	-55,9%	-48,2%	-54,9%	-81,3%
Others Asia & Pacific Rim	7.352	6.653	8.872	7.311	7.417	+10,5%	-17,1%	+0,6%	-0,9%
Mexico Central & South America	5.890	5.383	5.409	5.015	4.904	+9,4%	+8,9%	+17,4%	+20,1%
Others	1.988	853	1.523	745	850	+133,1%	+30,5%	+166,6%	+133,8%
Total sales	210.150	203.317	209.891	187.082	186.291	+3,4%	+0,1%	+12,3%	+12,8%
Joint ending inventory	545.809	476.154	436.908	360.701	368.193	+14,6%	+24,9%	+51,3%	+48,2%

Sales ÷ Starting inventory	27,8%	29,9%	32,5%	34,2%	33,6%
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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 – December				
	2022/23	2021/22	2020/21	2019/20	2018/19
USA Canada	0	0	0	0	0
Europe	54.187	48.224	45.247	43.179	38.379
Middle East & Africa	5.443	3.326	3.758	2.823	2.242
India & Pakistan	534	296	1.202	876	195
Japan Korea	1.083	1.689	876	1.656	1.319
China & Hong Kong Vietnam	0	47	0	338	252
Others Asia & Pacific Rim	864	661	814	742	446
Mexico Central & South America	11.632	9.884	8.617	9.457	9.027
Others	0	0	0	0	-0
Total	73.742	64.127	60.515	59.071	51.859
Final inventory	9.192	5.122	7.969	4.740	8.052

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+0,0%	+0,0%	+0,0%	+0,0%
+12,4%	+19,8%	+25,5%	+41,2%
+63,7%	+44,8%	+92,8%	+142,8%
+80,7%	-55,5%	-39,0%	+173,4%
-35,9%	+23,6%	-34,6%	-17,9%
-100,0%	-100,0%	-100,0%	-100,0%
+30,6%	+6,1%	+16,4%	+93,6%
+17,7%	+35,0%	+23,0%	+28,9%
+0,0%	+0,0%	-100,0%	
+15,0%	+21,9%	+24,8%	+42,2%
+79,5%	+15,4%	+93,9%	+14,2%

Sales ÷ Crop	90,9%	95,5%	89,5%	96,7%	88,0%
Sales ÷ Supply	88,9%	92,6%	88,4%	92,6%	86,6%

Chile | Shipments

Metric tons (inshell equivalent)	September – December				
	2022/23	2021/22	2020/21	2019/20	2018/19
Initial inventory	78.222	50.354	46.679	28.789	41.447
USA Canada	0	0	0	0	0
Europe	28.795	25.088	19.681	13.641	18.090
Middle East & Africa	3.671	1.346	1.984	776	1.519
India & Pakistan	314	39	783	134	82
Japan Korea	347	356	201	369	347
China & Hong Kong Vietnam	0	47	0	42	205
Others Asia & Pacific Rim	346	208	464	246	246
Mexico Central & South America	5.634	5.353	5.409	5.012	4.884
Others	0	0	0	0	0
Total	69.030	45.231	38.710	24.050	33.395
Final inventory	9.192	5.122	7.969	4.740	8.052

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+55,3%	+67,6%	+171,7%	+88,7%
+0,0%	+0,0%	+0,0%	+0,0%
+14,8%	+46,3%	+111,1%	+59,2%
+172,7%	+85,0%	+373,3%	+141,8%
+710,0%	-59,9%	+134,7%	+282,7%
-2,3%	+72,9%	-6,0%	+0,1%
-100,0%	-100,0%	-100,0%	-100,0%
+65,9%	-25,6%	+40,3%	+40,4%
+5,2%	+4,2%	+12,4%	+15,3%
+0,0%	+0,0%	+0,0%	
+52,6%	+78,3%	+187,0%	+106,7%
+79,5%	+15,4%	+93,9%	+14,2%

Sales ÷ Crop	85,1%	67,4%	57,2%	39,4%	56,7%
Sales ÷ Supply	83,2%	65,3%	56,5%	37,7%	55,7%
Sales ÷ Initial inventory	11,8%	10,2%	17,1%	16,5%	19,4%

walnut sales forecast

January 21, 2023

Chilean walnut sales forecast

Metric tons [Inshell equivalent]	2022										2023		TOTAL	DEC					
	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	
Europe	56	609	5.059	10.922	11.693	8.970	13.299	10.225	6.280	5.214	1.815	599	74.741	4.835	5.214	379	4.835	5.214	379
Middle East & Africa	34	2.711	8.189	8.749	7.449	3.811	5.119	5.184	4.254	5.415	3.365	832	55.112	2.176	5.415	3.239	2.176	5.415	3.239
India & Pakistan	0	254	4.891	5.496	3.820	3.623	1.889	1.895	1.744	1.561	1.063	0	26.235	688	1.561	873	688	1.561	873
Japan Korea	0	0	193	190	288	64	95	29	99	124	0	27	1.110	66	124	59	66	124	59
China & Hong Kong Vietnam	0	19	453	1.098	1.165	1.296	357	100	99	0	60	58	4.705	55	0	-55	55	0	-55
Others Asia & Pacific Rim	0	0	121	199	277	136	154	81	114	48	16	7	1.152	71	48	-23	71	48	-23
Mexico Central & South America	264	430	944	1.470	1.941	1.726	1.358	2.312	1.334	1.407	398	450	14.034	965	1.407	442	965	1.407	442
Others	0	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	22.271	19.825	13.924	13.770	6.717	1.973	177.090	8.855	13.770	4.915	8.855	13.770	4.915
Season to date sales	354	4.377	24.226	52.350	78.983	98.610	120.881	140.706	154.630	168.400	175.117	177.090		163.485	168.400	4.915	163.485	168.400	4.915
Sales ÷ Crop	0%	2%	14%	29%	44%	55%	67%	79%	86%	94%	98%	99%		91%	94%	3%	91%	94%	3%
Sales ÷ Supply	0%	2%	13%	29%	44%	55%	67%	78%	85%	93%	97%	98%		90%	93%	3%	90%	93%	3%

Initial stock	1.842	180.581	176.558	156.708	128.585	101.951	82.325	60.053	40.228	26.304	12.535	5.818	1.842	26.304	26.304	0	26.304	26.304	0
Crop of the year [for exports]	179.093	0	0	0	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	-22.271	-19.825	-13.924	-13.770	-6.717	-1.973	-177.090	-8.855	-13.770	-4.915	-8.855	-13.770	-4.915
Final stock (2022/23)	180.581	176.558	156.708	128.585	101.951	82.325	60.053	40.228	26.304	12.535	5.818	3.844	3.844	17.449	12.535	-4.915	17.449	12.535	-4.915
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	DEC					
	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	18.531	15.402	236.829	21.380	18.834	-2.546	21.380	18.834	-2.546
Europe	23.071	18.254	17.666	12.182	4.605	5.512	3.176	14.081	18.473	17.045	19.550	18.483	172.099	30.224	17.045	-13.179	30.224	17.045	-13.179
Middle East & Africa	11.624	16.425	8.129	6.049	2.931	3.004	1.094	10.597	21.861	17.983	12.755	12.054	124.504	4.446	17.983	13.537	4.446	17.983	13.537
India & Pakistan	459	277	139	117	43	0	87	901	917	1.116	596	80	4.732	844	1.116	272	844	1.116	272
Japan Korea	10.438	5.770	7.837	5.050	1.278	2.275	2.585	3.257	4.654	6.415	8.094	8.383	66.036	15.328	6.415	-8.913	15.328	6.415	-8.913
China & Hong Kong Vietnam	509	590	336	316	510	348	91	385	651	286	0	0	4.020	2.353	286	-2.068	2.353	286	-2.068
Others Asia & Pacific Rim	3.025	2.501	1.641	1.469	889	1.338	1.215	1.309	2.254	2.258	2.251	2.602	22.753	1.990	2.258	268	1.990	2.258	268
Mexico Central & South America	0	40	89	88	0	45	69	129	55	51	18	0	583	61	51	-10	61	51	-10
Others	936	303	576	1.281	579	410	271	897	1.152	428	145	310	7.288	376	428	52	376	428	52
Total sales by market	68.391	61.631	53.817	42.628	27.830	33.163	32.892	62.284	72.538	64.415	61.940	57.315	638.845	77.002	64.415	-12.586	77.002	64.415	-12.586
Season to date sales	407.490	469.122	522.938	565.566	593.396	626.559	32.892	95.176	167.714	232.130	294.069	351.385		244.716	232.130	-12.586	244.716	232.130	-12.586
Sales ÷ Crop	60%	69%	77%	83%	87%	92%	5%	13%	23%	32%	41%	49%		34%	32%	-2%	34%	32%	-2%
Sales ÷ Supply	51%	58%	65%	70%	74%	78%	4%	12%	21%	29%	37%	44%		31%	29%	-2%	31%	29%	-2%

Initial stock	412.624	344.233	282.601	228.784	186.157	158.327	125.164	770.729	708.445	635.906	571.491	509.551	412.624	617.462	635.906	18.444	617.462	635.906	18.444
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	-61.940	-57.315	-638.845	-77.002	-64.415	12.586	-77.002	-64.415	12.586
Final stock (2022/23)	344.233	282.601	228.784	186.157	158.327	125.164	770.729	708.445	635.906	571.491	509.551	452.236	452.236	540.461	571.491	31.030	540.461	571.491	31.030
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	DEC					
	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	68.657	59.289	815.935	85.857	78.185	-7.672	85.857	78.185	-7.672
Final stock (2022/23)	524.813	459.159	385.492	314.741	260.278	207.488	830.782	748.673	662.211	584.026	515.369	456.080	456.080	557.910	584.026	26.116	557.910	584.026	26.116
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%
DIC	48,0%	40,5%	40,3%	47,7%	43,5%	39,5%	40,8%	39,2%	31,1%	28,9%
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%	54,2%	
ABR	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%	
AGO	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%
ABR	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%
AGO	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%
DIC	93,0%	96,2%	95,0%	92,5%	96,1%	93,7%	97,2%	93,3%	95,8%	93,1%
ENE	96,4%	98,0%	96,8%	94,9%	97,2%	96,0%	98,2%	96,5%	96,9%	
FEB	97,6%	98,6%	98,4%	96,3%	98,1%	98,2%	98,9%	97,6%	97,3%	
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%
DIC	9,4%	8,3%	10,0%	9,6%	9,9%	10,5%	9,9%	10,1%	8,0%	8,0%
ENE	7,7%	5,4%	6,3%	7,7%	8,1%	10,4%	8,6%	7,3%	6,5%	
FEB	6,2%	6,6%	7,6%	6,8%	7,1%	8,9%	7,8%	7,5%	7,5%	
MAR	6,9%	8,4%	7,1%	7,9%	7,3%	8,5%	8,6%	8,9%	9,1%	
ABR	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%	
AGO	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%
ABR	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%
AGO	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%
DIC	5,2%	4,2%	4,5%	4,1%	2,4%	4,0%	2,4%	4,1%	3,6%	7,6%
ENE	3,4%	1,8%	1,7%	2,3%	1,0%	2,4%	1,0%	3,1%	1,1%	
FEB	1,2%	0,7%	1,6%	1,5%	0,9%	2,1%	0,7%	1,1%	0,4%	
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%
DIC	52,0%	59,5%	59,7%	52,3%	56,5%	60,5%	59,2%	60,8%	68,9%	71,1%
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%	45,8%	
ABR	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%	
AGO	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%
ABR	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%
AGO	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%
DIC	7,0%	3,8%	5,0%	7,5%	3,9%	6,3%	2,8%	6,7%	4,2%	6,9%
ENE	3,6%	2,0%	3,2%	5,1%	2,8%	4,0%	1,8%	3,5%	3,1%	
FEB	2,4%	1,4%	1,6%	3,7%	1,9%	1,8%	1,1%	2,4%	2,7%	
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

