

August 17th, 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 | 590.333 | 610.285 | 569.529 | 620.822 | +20,4% | +16,5% | +24,8% | +14,5% |
| 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 | 650.370 | 667.926 | 620.310 | 679.943 | +18,2% | +15,1% | +24,0% | +13,1% |

California | Sales | September to July - 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 | 227.514 | 220.568 | 219.515 | 194.316 | 202.893 | +3,1% | +3,6% | +17,1% | +12,1% |
| Europe | 164.344 | 157.093 | 139.597 | 143.419 | 145.544 | +4,6% | +17,7% | +14,6% | +12,9% |
| Medium East India & Pakistan | 147.427 | 98.691 | 129.796 | 87.399 | 120.504 | +49,4% | +13,6% | +68,7% | +22,3% |
| Japan Korea | 78.817 | 60.419 | 61.101 | 67.664 | 63.958 | +30,5% | +29,0% | +16,5% | +23,2% |
| China & Hong Kong Vietnam | 12.841 | 8.708 | 13.829 | 22.310 | 44.676 | +47,5% | -7,1% | -42,4% | -71,3% |
| Others Asia & Pacific Rim | 23.052 | 18.590 | 20.227 | 19.410 | 23.162 | +24,0% | +14,0% | +18,8% | -0,5% |
| Mexico Central & South America | 415 | 453 | 351 | 373 | 573 | -8,5% | +18,2% | +11,3% | -27,5% |
| Others | 5.821 | 2.626 | 3.730 | 4.138 | 6.297 | +121,6% | +56,1% | +40,7% | -7,6% |
| Total sales | 660.232 | 567.150 | 588.146 | 539.028 | 607.608 | +16,4% | +12,3% | +22,5% | +8,7% |
| Final inventory | 108.825 | 83.220 | 79.780 | 81.282 | 72.335 | +30,8% | +36,4% | +33,9% | +50,4% |

| | | | | | |
|----------------|-------|-------|-------|-------|-------|
| Sales ÷ Crop | 92,9% | 96,1% | 96,4% | 94,6% | 97,9% |
| Sales ÷ Supply | 85,8% | 87,2% | 88,1% | 86,9% | 89,4% |

California | Sales | March to July - 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 | 277.161 | 273.528 | 254.777 | 253.980 | +25,7% | +27,4% | +36,8% | +37,2% |
| USA Canada | 101.670 | 93.601 | 94.883 | 81.638 | 84.532 | +8,6% | +7,2% | +24,5% | +20,3% |
| Europe | 61.126 | 46.599 | 43.271 | 39.198 | 37.123 | +31,2% | +41,3% | +55,9% | +64,7% |
| Medium East India & Pakistan | 22.089 | 16.681 | 17.198 | 13.968 | 15.505 | +32,4% | +28,4% | +58,1% | +42,5% |
| Japan Korea | 40.018 | 28.265 | 27.200 | 27.478 | 28.077 | +41,6% | +47,1% | +45,6% | +42,5% |
| China & Hong Kong Vietnam | 3.365 | 1.180 | 2.453 | 3.210 | 4.540 | +185,1% | +37,2% | +4,9% | -25,9% |
| Others Asia & Pacific Rim | 9.759 | 6.884 | 7.524 | 6.825 | 10.092 | +41,8% | +29,7% | +43,0% | -3,3% |
| Mexico Central & South America | 185 | 26 | 163 | 68 | 148 | +609,6% | +13,5% | +171,0% | +24,6% |
| Others | 1.386 | 705 | 1.055 | 1.111 | 1.627 | +96,6% | +31,3% | +24,7% | -14,8% |
| Total sales | 239.597 | 193.941 | 193.748 | 173.495 | 181.645 | +23,5% | +23,7% | +38,1% | +31,9% |

| | | | | | |
|---------------------------|-------|-------|-------|-------|-------|
| Sales ÷ Crop | 33,7% | 32,9% | 31,7% | 30,5% | 29,3% |
| Sales ÷ Supply | 31,2% | 29,8% | 29,0% | 28,0% | 26,7% |
| Sales ÷ Initial inventory | 68,8% | 70,0% | 70,8% | 68,1% | 71,5% |

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Chile | Crop & Supply

| Metric tons (inshell equivalent) | Chilean Season | | | | |
|----------------------------------|----------------|---------|---------|---------|---------|
| | 2021/22 | 2020/21 | 2019/20 | 2018/19 | 2017/18 |
| Crop | 148.385 | 136.674 | 139.226 | 129.386 | 110.464 |
| less domestic sales | -5.000 | -5.502 | -4.635 | -4.027 | -4.150 |
| Export crop | 143.385 | 131.171 | 134.591 | 125.359 | 106.314 |
| Carry-In | 580 | 580 | 1.609 | 61 | 2.783 |
| Total Export Supply | 143.965 | 131.751 | 136.200 | 125.420 | 109.098 |

| 2021/22 vs. | | | |
|-------------|---------|---------|---------|
| 2020/21 | 2019/20 | 2018/19 | 2017/18 |
| +8,6% | +6,6% | +14,7% | +34,3% |
| -9,1% | +7,9% | +24,2% | +20,5% |
| +9,3% | +6,5% | +14,4% | +34,9% |
| +0,0% | -64,0% | +854,4% | -79,2% |
| +9,3% | +5,7% | +14,8% | +32,0% |

Chile | Sales | March to July - 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 | 28.077 | 30.638 | 33.070 | 25.293 | 25.652 |
| Medium East India & Pakistan | 38.060 | 25.438 | 44.757 | 35.622 | 33.926 |
| Japan Korea | 1.067 | 469 | 969 | 678 | 1.177 |
| China & Hong Kong Vietnam | 5.482 | 6.472 | 6.333 | 1.865 | 777 |
| Others Asia & Pacific Rim | 646 | 963 | 1.151 | 516 | 0 |
| Mexico Central & South America | 4.440 | 2.868 | 4.202 | 3.939 | 2.901 |
| Others | 0 | 0 | 0 | -0 | 1.589 |
| Total | 77.771 | 66.848 | 90.484 | 67.912 | 66.024 |
| Final inventory | 66.194 | 64.903 | 45.716 | 57.507 | 43.074 |

| 2021/22 vs. | | | |
|-------------|---------|---------|---------|
| 2020/21 | 2019/20 | 2018/19 | 2017/18 |
| +0,0% | +0,0% | +0,0% | +0,0% |
| -8,4% | -15,1% | +11,0% | +9,5% |
| +49,6% | -15,0% | +6,8% | +12,2% |
| +127,7% | +10,1% | +57,5% | -9,4% |
| -15,3% | -13,4% | +193,9% | +605,5% |
| -33,0% | -43,9% | +25,2% | +0,0% |
| +54,8% | +5,6% | +12,7% | +53,0% |
| +0,0% | +0,0% | -100,0% | -100,0% |
| +16,3% | -14,0% | +14,5% | +17,8% |
| +2,0% | +44,8% | +15,1% | +53,7% |

| | | | | | |
|----------------|-------|-------|-------|-------|-------|
| Sales ÷ Crop | 52,4% | 48,9% | 65,0% | 52,5% | 59,8% |
| Sales ÷ Supply | 54,0% | 50,7% | 66,4% | 54,1% | 60,5% |

California + Chile | Sales | March to July

| Metric tons (inshell equivalent) | Chilean Season | | | | |
|----------------------------------|----------------|---------|---------|---------|---------|
| | 2021/22 | 2020/21 | 2019/20 | 2018/19 | 2017/18 |
| Joint starting inventory | 492.387 | 408.912 | 409.728 | 380.197 | 363.078 |
| USA Canada | 101.670 | 93.601 | 94.883 | 81.638 | 84.532 |
| Europe | 89.203 | 77.236 | 76.341 | 64.491 | 62.775 |
| Medium East India & Pakistan | 60.148 | 42.120 | 61.955 | 49.589 | 49.432 |
| Japan Korea | 41.085 | 28.733 | 28.169 | 28.156 | 29.255 |
| China & Hong Kong Vietnam | 8.847 | 7.652 | 8.786 | 5.075 | 5.317 |
| Others Asia & Pacific Rim | 10.404 | 7.847 | 8.676 | 7.341 | 10.092 |
| Mexico Central & South America | 4.625 | 2.894 | 4.366 | 4.007 | 3.050 |
| Others | 1.386 | 705 | 1.055 | 1.111 | 3.216 |
| Total sales | 317.368 | 260.789 | 284.231 | 241.408 | 247.668 |
| Joint ending inventory | 175.019 | 148.123 | 125.497 | 138.789 | 115.409 |

| 2021/22 vs. | | | |
|-------------|---------|---------|---------|
| 2020/21 | 2019/20 | 2018/19 | 2017/18 |
| +20,4% | +20,2% | +29,5% | +35,6% |
| +8,6% | +7,2% | +24,5% | +20,3% |
| +15,5% | +16,8% | +38,3% | +42,1% |
| +42,8% | -2,9% | +21,3% | +21,7% |
| +43,0% | +45,9% | +45,9% | +40,4% |
| +15,6% | +0,7% | +74,3% | +66,4% |
| +32,6% | +19,9% | +41,7% | +3,1% |
| +59,8% | +5,9% | +15,4% | +51,6% |
| +96,6% | +31,3% | +24,7% | -56,9% |
| +21,7% | +11,7% | +31,5% | +28,1% |
| +18,2% | +39,5% | +26,1% | +51,7% |

| | | | | | |
|----------------------------|-------|-------|-------|-------|-------|
| Sales ÷ Starting inventory | 64,5% | 63,8% | 69,4% | 63,5% | 68,2% |
|----------------------------|-------|-------|-------|-------|-------|

August 17th, 2021

California | Crop & Supply

| Metric tons | California Season | | | | |
|---------------------|-------------------|---------|---------|---------|---------|
| | 2020/21 | 2019/20 | 2018/19 | 2017/18 | 2016/17 |
| Crop | 173.000 | 130.183 | 153.325 | 138.043 | 178.161 |
| Carry-In | 2.558 | 1.192 | 1.564 | 961 | 1.699 |
| Total Export Supply | 175.558 | 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 |
| +32,9% | +12,8% | +25,3% | -2,9% |
| +114,5% | +63,5% | +166,3% | +50,6% |
| +33,6% | +13,3% | +26,3% | -2,4% |

California | Sales | September to July - Off Season

| Metric tons | California Season | | | | |
|----------------------------------|-------------------|---------|---------|---------|---------|
| | 2020/21 | 2019/20 | 2018/19 | 2017/18 | 2016/17 |
| USA Canada | 6.892 | 5.724 | 8.764 | 10.267 | 7.536 |
| Europe | 39.717 | 38.429 | 38.220 | 37.108 | 43.024 |
| Medium East India & Pakistan | 105.432 | 75.011 | 94.497 | 68.915 | 86.207 |
| Japan Korea | 485 | 382 | 306 | 608 | 522 |
| China & Hong Kong Vietnam | 10.275 | 6.492 | 9.152 | 17.039 | 36.584 |
| Others Asia & Pacific Rim | 250 | 268 | 872 | 216 | 308 |
| Mexico Central & South America | 228 | 396 | 288 | 82 | 279 |
| Others | 2.517 | 1.075 | 1.336 | 1.348 | 2.566 |
| Total sales | 165.797 | 127.778 | 153.435 | 135.583 | 177.026 |
| Final inventory | 9.761 | 3.597 | 1.455 | 3.421 | 2.834 |

| 2020/21 vs. | | | |
|-------------|---------|---------|---------|
| 2019/20 | 2018/19 | 2017/18 | 2016/17 |
| +20,4% | -21,4% | -32,9% | -8,5% |
| +3,4% | +3,9% | +7,0% | -7,7% |
| +40,6% | +11,6% | +53,0% | +22,3% |
| +27,0% | +58,5% | -20,2% | -7,0% |
| +58,3% | +12,3% | -39,7% | -71,9% |
| -6,9% | -71,3% | +15,6% | -18,8% |
| -42,4% | -20,7% | +177,5% | -18,3% |
| +134,2% | +88,3% | +86,8% | -1,9% |
| +29,8% | +8,1% | +22,3% | -6,3% |
| +171,4% | +571,0% | +185,3% | +244,5% |

| | | | | | |
|----------------|-------|-------|--------|-------|-------|
| Sales ÷ Crop | 95,8% | 98,2% | 100,1% | 98,2% | 99,4% |
| Sales ÷ Supply | 94,4% | 97,3% | 99,1% | 97,5% | 98,4% |

California | Sales | March to July - On Season

| Metric tons | California Season | | | | |
|----------------------------------|-------------------|---------|---------|---------|---------|
| | 2020/21 | 2019/20 | 2018/19 | 2017/18 | 2016/17 |
| Initial inventory | 28.321 | 16.940 | 15.015 | 15.431 | 13.385 |
| USA Canada | 1.184 | 752 | 1.279 | 1.475 | 1.442 |
| Europe | 5.179 | 1.755 | 2.562 | 1.503 | 1.291 |
| Medium East India & Pakistan | 9.967 | 10.153 | 8.678 | 7.977 | 5.627 |
| Japan Korea | 0 | 0 | 0 | 0 | 0 |
| China & Hong Kong Vietnam | 2.014 | 416 | 670 | 914 | 1.888 |
| Others Asia & Pacific Rim | 0 | 10 | 111 | 10 | 20 |
| Mexico Central & South America | 0 | 0 | 120 | 0 | 20 |
| Others | 215 | 256 | 141 | 131 | 262 |
| Total sales | 18.559 | 13.343 | 13.560 | 12.010 | 10.551 |

| 2020/21 vs. | | | |
|-------------|---------|---------|---------|
| 2019/20 | 2018/19 | 2017/18 | 2016/17 |
| +67,2% | +88,6% | +83,5% | +111,6% |
| +57,4% | -7,4% | -19,7% | -17,9% |
| +195,2% | +102,2% | +244,5% | +301,1% |
| -1,8% | +14,9% | +25,0% | +77,1% |
| +0,0% | +0,0% | +0,0% | +0,0% |
| +383,6% | +200,7% | +120,3% | +6,6% |
| -100,0% | -100,0% | -100,0% | -100,0% |
| +0,0% | -100,0% | +0,0% | -100,0% |
| -16,3% | +52,0% | +63,6% | -18,1% |
| +39,1% | +36,9% | +54,5% | +75,9% |

| | | | | | |
|---------------------------|-------|-------|-------|-------|-------|
| Sales ÷ Crop | 10,7% | 10,2% | 8,8% | 8,7% | 5,9% |
| Sales ÷ Supply | 10,6% | 10,2% | 8,8% | 8,6% | 5,9% |
| Sales ÷ Initial inventory | 65,5% | 78,8% | 90,3% | 77,8% | 78,8% |

Chile | Crop & Supply

| Metric tons | Chilean Season | | | | |
|---------------------|----------------|---------------|---------------|---------------|---------------|
| | 2021/22 | 2020/21 | 2019/20 | 2018/19 | 2017/18 |
| Export crop | 68.000 | 64.922 | 73.910 | 65.846 | 56.122 |
| Carry-In | 0 | 0 | 0 | 0 | 0 |
| Total Supply | 68.000 | 64.922 | 73.910 | 65.846 | 56.122 |
| % Crop inshell | 47% | 49% | 55% | 53% | 53% |

| 2021/22 vs. | | | |
|-------------|---------|---------|---------|
| 2020/21 | 2019/20 | 2018/19 | 2017/18 |
| +4,7% | -8,0% | +3,3% | +21,2% |
| +0,0% | +0,0% | +0,0% | +0,0% |
| +4,7% | -8,0% | +3,3% | +21,2% |

Chile | Sales | March to July - On Season

| Metric tons | Chilean Season | | | | |
|----------------------------------|----------------|---------------|---------------|---------------|---------------|
| | 2021/22 | 2020/21 | 2019/20 | 2018/19 | 2017/18 |
| USA Canada | 0 | 0 | 0 | 0 | 0 |
| Europe | 12.752 | 12.414 | 13.605 | 9.875 | 9.379 |
| Medium East India & Pakistan | 36.233 | 23.957 | 42.322 | 34.994 | 32.891 |
| Japan Korea | 0 | 0 | 0 | 0 | 0 |
| China & Hong Kong Vietnam | 5.482 | 6.472 | 6.205 | 1.865 | 777 |
| Others Asia & Pacific Rim | 375 | 779 | 716 | 380 | 0 |
| Mexico Central & South America | 990 | 765 | 867 | 859 | 376 |
| Others | 0 | 0 | 0 | 0 | 787 |
| Total | 55.832 | 44.386 | 63.715 | 47.974 | 44.210 |
| Final inventory | 12.168 | 20.536 | 10.195 | 17.872 | 11.913 |

| 2021/22 vs. | | | |
|-------------|---------|---------|---------|
| 2020/21 | 2019/20 | 2018/19 | 2017/18 |
| +0,0% | +0,0% | +0,0% | +0,0% |
| +2,7% | -6,3% | +29,1% | +36,0% |
| +51,2% | -14,4% | +3,5% | +10,2% |
| +0,0% | +0,0% | +0,0% | +0,0% |
| -15,3% | -11,7% | +193,8% | +605,4% |
| -51,8% | -47,7% | -1,3% | +0,0% |
| +29,4% | +14,2% | +15,3% | +163,5% |
| +0,0% | +0,0% | +0,0% | -100,0% |
| +25,8% | -12,4% | +16,4% | +26,3% |
| -40,7% | +19,4% | -31,9% | +2,1% |

| | | | | | |
|----------------|-------|-------|-------|-------|-------|
| Sales ÷ Crop | 82,1% | 68,4% | 86,2% | 72,9% | 78,8% |
| Sales ÷ Supply | 82,1% | 68,4% | 86,2% | 72,9% | 78,8% |

California + Chile | Sales | March to July

| Metric tons | Chilean Season | | | | |
|----------------------------------|----------------|---------------|---------------|---------------|---------------|
| | 2021/22 | 2020/21 | 2019/20 | 2018/19 | 2017/18 |
| Joint starting inventory | 96.321 | 81.862 | 88.925 | 81.277 | 69.507 |
| USA Canada | 1.184 | 752 | 1.279 | 1.475 | 1.442 |
| Europe | 17.931 | 14.169 | 16.167 | 11.379 | 10.670 |
| Medium East India & Pakistan | 46.200 | 34.110 | 51.000 | 42.971 | 38.518 |
| Japan Korea | 0 | 0 | 0 | 0 | 0 |
| China & Hong Kong Vietnam | 7.496 | 6.888 | 6.874 | 2.780 | 2.666 |
| Others Asia & Pacific Rim | 375 | 789 | 827 | 390 | 20 |
| Mexico Central & South America | 990 | 765 | 987 | 859 | 396 |
| Others | 215 | 256 | 141 | 131 | 1.050 |
| Total sales | 74.391 | 57.729 | 77.275 | 59.984 | 54.761 |
| Joint ending inventory | 21.930 | 24.133 | 11.650 | 21.293 | 14.746 |

| 2021/22 vs. | | | |
|-------------|---------|---------|----------|
| 2020/21 | 2019/20 | 2018/19 | 2017/18 |
| +17,7% | +8,3% | +18,5% | +38,6% |
| +57,4% | -7,4% | -19,7% | -17,9% |
| +26,6% | +10,9% | +57,6% | +68,1% |
| +35,4% | -9,4% | +7,5% | +19,9% |
| +0,0% | +0,0% | +0,0% | +0,0% |
| +8,8% | +9,0% | +169,7% | +181,2% |
| -52,5% | -54,7% | -3,8% | +1755,8% |
| +29,4% | +0,3% | +15,3% | +150,2% |
| -16,3% | +52,0% | +63,6% | -79,5% |
| +28,9% | -3,7% | +24,0% | +35,8% |
| -9,1% | +88,2% | +3,0% | +48,7% |

| | | | | | |
|----------------------------|-------|-------|-------|-------|-------|
| Sales ÷ Starting inventory | 77,2% | 70,5% | 86,9% | 73,8% | 78,8% |
|----------------------------|-------|-------|-------|-------|-------|

August 17th, 2021

California | Crop & Supply

| Metric tons (Inshell equivalent) | California Season | | | | |
|----------------------------------|-------------------|---------|---------|---------|---------|
| | 2020/21 | 2019/20 | 2018/19 | 2017/18 | 2016/17 |
| Crop | 643.011 | 525.411 | 536.375 | 503.684 | 564.700 |
| Carry-In | 58.046 | 60.037 | 57.642 | 50.781 | 59.121 |
| Total Export Supply | 701.057 | 585.448 | 594.016 | 554.464 | 623.821 |
| % Crop shelled | 90% | 89% | 88% | 88% | 91% |

| 2020/21 vs. | | | |
|-------------|---------|---------|---------|
| 2019/20 | 2018/19 | 2017/18 | 2016/17 |
| +22,4% | +19,9% | +27,7% | +13,9% |
| -3,3% | +0,7% | +14,3% | -1,8% |
| +19,7% | +18,0% | +26,4% | +12,4% |

California | Sales | September to July - Off Season

| Metric tons (inshell equivalent) | California Season | | | | |
|----------------------------------|-------------------|---------|---------|---------|---------|
| | 2020/21 | 2019/20 | 2018/19 | 2017/18 | 2016/17 |
| USA Canada | 220.622 | 214.843 | 210.751 | 184.049 | 195.358 |
| Europe | 124.626 | 118.664 | 101.377 | 106.311 | 102.520 |
| Medium East India & Pakistan | 41.995 | 23.680 | 35.299 | 18.484 | 34.297 |
| Japan Korea | 78.332 | 60.037 | 60.795 | 67.056 | 63.437 |
| China & Hong Kong Vietnam | 2.566 | 2.216 | 4.677 | 5.271 | 8.092 |
| Others Asia & Pacific Rim | 22.802 | 18.322 | 19.355 | 19.194 | 22.854 |
| Mexico Central & South America | 187 | 57 | 63 | 291 | 294 |
| Others | 3.304 | 1.552 | 2.393 | 2.790 | 3.731 |
| Total sales | 494.435 | 439.371 | 434.711 | 403.446 | 430.582 |
| Final inventory | 206.622 | 146.076 | 159.305 | 151.018 | 193.239 |

| 2020/21 vs. | | | |
|-------------|---------|---------|---------|
| 2019/20 | 2018/19 | 2017/18 | 2016/17 |
| +2,7% | +4,7% | +19,9% | +12,9% |
| +5,0% | +22,9% | +17,2% | +21,6% |
| +77,3% | +19,0% | +127,2% | +22,4% |
| +30,5% | +28,8% | +16,8% | +23,5% |
| +15,8% | -45,1% | -51,3% | -68,3% |
| +24,5% | +17,8% | +18,8% | -0,2% |
| +225,1% | +195,3% | -35,7% | -36,4% |
| +112,9% | +38,1% | +18,4% | -11,4% |
| +12,5% | +13,7% | +22,6% | +14,8% |
| +41,4% | +29,7% | +36,8% | +6,9% |

| | | | | | |
|----------------|-------|-------|-------|-------|-------|
| Sales ÷ Crop | 76,9% | 83,6% | 81,0% | 80,1% | 76,2% |
| Sales ÷ Supply | 70,5% | 75,0% | 73,2% | 72,8% | 69,0% |

California | Sales | March to July - On Season

| Metric tons (inshell equivalent) | California Season | | | | |
|----------------------------------|-------------------|---------|---------|---------|---------|
| | 2020/21 | 2019/20 | 2018/19 | 2017/18 | 2016/17 |
| Initial inventory | 427.659 | 326.675 | 339.493 | 312.504 | 364.333 |
| USA Canada | 100.486 | 92.849 | 93.604 | 80.163 | 83.090 |
| Europe | 55.947 | 44.844 | 40.709 | 37.695 | 35.831 |
| Medium East India & Pakistan | 12.121 | 6.528 | 8.520 | 5.991 | 9.879 |
| Japan Korea | 40.018 | 28.265 | 27.200 | 27.478 | 28.077 |
| China & Hong Kong Vietnam | 1.351 | 764 | 1.783 | 2.295 | 2.651 |
| Others Asia & Pacific Rim | 9.759 | 6.874 | 7.414 | 6.815 | 10.072 |
| Mexico Central & South America | 185 | 26 | 43 | 68 | 128 |
| Others | 1.171 | 448 | 914 | 980 | 1.365 |
| Total sales | 221.037 | 180.598 | 180.188 | 161.485 | 171.094 |

| 2020/21 vs. | | | |
|-------------|---------|---------|---------|
| 2019/20 | 2018/19 | 2017/18 | 2016/17 |
| +30,9% | +26,0% | +36,8% | +17,4% |
| +8,2% | +7,4% | +25,4% | +20,9% |
| +24,8% | +37,4% | +48,4% | +56,1% |
| +85,7% | +42,3% | +102,3% | +22,7% |
| +41,6% | +47,1% | +45,6% | +42,5% |
| +76,9% | -24,2% | -41,1% | -49,0% |
| +42,0% | +31,6% | +43,2% | -3,1% |
| +609,6% | +329,4% | +171,0% | +44,0% |
| +161,1% | +28,1% | +19,5% | -14,2% |
| +22,4% | +22,7% | +36,9% | +29,2% |

| | | | | | |
|---------------------------|-------|-------|-------|-------|-------|
| Sales ÷ Crop | 34,4% | 34,4% | 33,6% | 32,1% | 30,3% |
| Sales ÷ Supply | 31,5% | 30,8% | 30,3% | 29,1% | 27,4% |
| Sales ÷ Initial inventory | 51,7% | 55,3% | 53,1% | 51,7% | 47,0% |

Chile | Crop & Supply

| Metric tons (inshell equivalent) | Chilean Season | | | | |
|----------------------------------|----------------|---------|---------|---------|---------|
| | 2021/22 | 2020/21 | 2019/20 | 2018/19 | 2017/18 |
| Export crop | 80.385 | 71.752 | 65.316 | 63.540 | 54.342 |
| Carry-In | 580 | 580 | 1.609 | 61 | 2.783 |
| Total Supply | 80.965 | 72.332 | 66.925 | 63.601 | 57.125 |
| % Crop shelled | 54% | 52% | 47% | 49% | 49% |

| 2021/22 vs. | | | |
|-------------|---------|---------|---------|
| 2020/21 | 2019/20 | 2018/19 | 2017/18 |
| +12,0% | +23,1% | +26,5% | +47,9% |
| +0,0% | -64,0% | +854,4% | -79,2% |
| +11,9% | +21,0% | +27,3% | +41,7% |

Chile | Sales | March to July - 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 | 15.325 | 18.224 | 19.465 | 15.418 | 16.274 |
| Medium East India & Pakistan | 1.827 | 1.482 | 2.435 | 627 | 1.035 |
| Japan Korea | 1.067 | 469 | 969 | 678 | 1.177 |
| China & Hong Kong Vietnam | 0 | 0 | 128 | 0 | 0 |
| Others Asia & Pacific Rim | 271 | 185 | 435 | 136 | 0 |
| Mexico Central & South America | 3.450 | 2.103 | 3.336 | 3.080 | 2.526 |
| Others | 0 | 0 | 0 | -0 | 802 |
| Total | 21.940 | 22.462 | 26.769 | 19.939 | 21.814 |
| Final inventory | 59.026 | 49.870 | 40.156 | 43.662 | 35.311 |

| 2021/22 vs. | | | |
|-------------|---------|---------|---------|
| 2020/21 | 2019/20 | 2018/19 | 2017/18 |
| +0,0% | +0,0% | +0,0% | +0,0% |
| -15,9% | -21,3% | -0,6% | -5,8% |
| +23,3% | -25,0% | +191,3% | +76,4% |
| +127,7% | +10,1% | +57,5% | -9,4% |
| +0,0% | -99,8% | +0,0% | +0,0% |
| +46,6% | -37,8% | +99,2% | +0,0% |
| +64,0% | +3,4% | +12,0% | +36,6% |
| +0,0% | +0,0% | -100,0% | -100,0% |
| -2,3% | -18,0% | +10,0% | +0,6% |
| +18,4% | +47,0% | +35,2% | +67,2% |

| | | | | | |
|----------------|-------|-------|-------|-------|-------|
| Sales ÷ Crop | 27,3% | 31,3% | 41,0% | 31,4% | 40,1% |
| Sales ÷ Supply | 27,1% | 31,1% | 40,0% | 31,3% | 38,2% |

California + Chile | Sales | March to July

| Metric tons (inshell equivalent) | Chilean Season | | | | |
|----------------------------------|----------------|---------|---------|---------|---------|
| | 2021/22 | 2020/21 | 2019/20 | 2018/19 | 2017/18 |
| Joint starting inventory | 508.625 | 399.006 | 406.418 | 376.105 | 421.458 |
| USA Canada | 100.486 | 92.849 | 93.604 | 80.163 | 83.090 |
| Europe | 71.272 | 63.068 | 60.174 | 53.112 | 52.105 |
| Medium East India & Pakistan | 13.948 | 8.009 | 10.955 | 6.618 | 10.914 |
| Japan Korea | 41.085 | 28.733 | 28.169 | 28.156 | 29.255 |
| China & Hong Kong Vietnam | 1.351 | 764 | 1.912 | 2.295 | 2.651 |
| Others Asia & Pacific Rim | 10.029 | 7.059 | 7.849 | 6.951 | 10.072 |
| Mexico Central & South America | 3.635 | 2.130 | 3.379 | 3.148 | 2.654 |
| Others | 1.171 | 448 | 914 | 980 | 2.167 |
| Total sales | 242.977 | 203.060 | 206.956 | 181.424 | 192.908 |
| Joint ending inventory | 265.648 | 195.946 | 199.461 | 194.681 | 228.551 |

| 2021/22 vs. | | | |
|-------------|---------|---------|---------|
| 2020/21 | 2019/20 | 2018/19 | 2017/18 |
| +27,5% | +25,1% | +35,2% | +20,7% |
| +8,2% | +7,4% | +25,4% | +20,9% |
| +13,0% | +18,4% | +34,2% | +36,8% |
| +74,1% | +27,3% | +110,8% | +27,8% |
| +43,0% | +45,9% | +45,9% | +40,4% |
| +76,9% | -29,3% | -41,1% | -49,0% |
| +42,1% | +27,8% | +44,3% | -0,4% |
| +70,7% | +7,6% | +15,4% | +36,9% |
| +161,1% | +28,1% | +19,5% | -45,9% |
| +19,7% | +17,4% | +33,9% | +26,0% |
| +35,6% | +33,2% | +36,5% | +16,2% |

| | | | | | |
|----------------------------|-------|-------|-------|-------|-------|
| Sales ÷ Starting inventory | 47,8% | 50,9% | 50,9% | 48,2% | 45,8% |
|----------------------------|-------|-------|-------|-------|-------|

walnut sales forecast

August 17th, 2021

California walnut sales forecast

| Metric tons [Inshell equivalent] | 2021 | | | | | | 2022 | | | | | | TOTAL | JUL | | |
|----------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|----------------|---------------|---------------|---------------|----------------|---------------|---------------|------------|
| | 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 | 18.584 | 21.732 | 30.620 | 29.208 | 20.567 | 19.294 | 17.936 | 259.611 | 17.430 | 19.081 | 1.651 |
| Europe | 20.606 | 15.672 | 9.164 | 8.727 | 6.958 | 4.849 | 8.428 | 36.880 | 21.048 | 19.323 | 17.015 | 14.729 | 183.398 | 7.724 | 6.958 | -766 |
| Medium East India & Pakistan | 11.969 | 4.340 | 2.725 | 1.576 | 1.478 | 1.386 | 4.138 | 27.448 | 34.698 | 23.100 | 19.927 | 15.481 | 148.267 | 1.763 | 1.478 | -285 |
| Japan Korea | 10.923 | 11.502 | 8.675 | 5.467 | 3.451 | 3.472 | 2.234 | 5.962 | 7.665 | 8.531 | 8.103 | 7.526 | 83.510 | 3.270 | 3.451 | 181 |
| China & Hong Kong Vietnam | 1.614 | 818 | 568 | 244 | 121 | 233 | 1.109 | 6.566 | 4.609 | 1.625 | 1.630 | 1.375 | 20.511 | 153 | 121 | -32 |
| Others Asia & Pacific Rim | 3.098 | 2.640 | 1.083 | 1.877 | 1.060 | 1.173 | 1.142 | 2.438 | 3.091 | 2.985 | 2.651 | 2.473 | 25.712 | 1.860 | 1.060 | -799 |
| Mexico Central & South America | 0 | 0 | 4 | 92 | 90 | 47 | 41 | 85 | 104 | 44 | 67 | 10 | 583 | 38 | 90 | 52 |
| Others | 364 | 460 | 106 | 246 | 211 | 331 | 305 | 1.068 | 1.039 | 636 | 599 | 565 | 5.930 | 112 | 211 | 98 |
| Total sales by market | 69.805 | 57.471 | 40.596 | 39.275 | 32.450 | 30.074 | 39.129 | 111.067 | 101.461 | 76.811 | 69.287 | 60.096 | 727.522 | 32.349 | 32.450 | 101 |
| Season to date sales | 69.805 | 127.276 | 167.872 | 207.147 | 239.597 | 269.670 | 308.800 | 419.867 | 521.328 | 598.139 | 667.426 | 727.522 | | 239.496 | 239.597 | 101 |
| Sales ÷ Crop | 10% | 18% | 24% | 29% | 34% | 38% | 44% | 60% | 74% | 85% | 95% | 104% | | 34% | 34% | 0% |
| Sales ÷ Supply | 9% | 17% | 22% | 27% | 31% | 35% | 40% | 54% | 67% | 77% | 86% | 93% | | 31% | 31% | 0% |

| | | | | | | | | | | | | | | | | |
|------------------------------|----------------|----------------|----------------|----------------|----------------|---------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|-------------|
| Initial stock | 348.422 | 278.617 | 221.146 | 180.550 | 141.275 | 108.825 | 78.751 | 740.151 | 629.084 | 527.623 | 450.812 | 381.525 | 348.422 | 141.275 | 141.275 | 0 |
| Crop of the year | 0 | 0 | 0 | 0 | 0 | 0 | 700.529 | 0 | 0 | 0 | 0 | 0 | 700.529 | 0 | 0 | 0 |
| Monthly sales | -69.805 | -57.471 | -40.596 | -39.275 | -32.450 | -30.074 | -39.129 | -111.067 | -101.461 | -76.811 | -69.287 | -60.096 | -727.522 | -32.349 | -32.450 | -101 |
| Final stock (2021/22) | 278.617 | 221.146 | 180.550 | 141.275 | 108.825 | 78.751 | 740.151 | 629.084 | 527.623 | 450.812 | 381.525 | 321.429 | 321.429 | 108.926 | 108.825 | -101 |
| 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 | JUL | | |
|----------------------------------|------------|--------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|--------------|--------------|--------------|----------------|---------------|---------------|---------------|
| | 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 | 8.442 | 10.202 | 7.697 | 4.482 | 3.640 | 1.970 | 1.349 | 65.859 | 10.644 | 7.081 | -3.562 |
| Medium East India & Pakistan | 249 | 5.917 | 13.518 | 11.584 | 6.792 | 4.423 | 2.330 | 1.353 | 878 | 672 | 617 | 523 | 48.856 | 6.718 | 6.792 | 74 |
| Japan Korea | 0 | 0 | 305 | 551 | 212 | 501 | 223 | 200 | 91 | 77 | 0 | 0 | 2.159 | 266 | 212 | -55 |
| China & Hong Kong Vietnam | 0 | 277 | 1.560 | 2.248 | 1.397 | 3.204 | 1.142 | 394 | 194 | 94 | 98 | 95 | 10.703 | 1.426 | 1.397 | -29 |
| Others Asia & Pacific Rim | 0 | 23 | 201 | 349 | 72 | 285 | 432 | 300 | 117 | 226 | 65 | 58 | 2.128 | 207 | 72 | -134 |
| Mexico Central & South America | 60 | 561 | 1.080 | 1.032 | 1.706 | 1.115 | 1.519 | 1.680 | 1.569 | 1.072 | 631 | 896 | 12.923 | 1.407 | 1.706 | 300 |
| Others | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total sales by market | 531 | 9.079 | 24.544 | 26.356 | 17.261 | 17.970 | 15.849 | 11.623 | 7.332 | 5.781 | 3.382 | 2.921 | 142.629 | 20.667 | 17.261 | -3.407 |
| Season to date sales | 531 | 9.611 | 34.155 | 60.511 | 77.771 | 95.741 | 111.590 | 123.214 | 130.546 | 136.327 | 139.708 | 142.629 | | 80.927 | 77.771 | -3.156 |
| Sales ÷ Crop | 0% | 7% | 24% | 42% | 54% | 67% | 78% | 86% | 91% | 95% | 97% | 99% | | 56% | 54% | -2% |
| Sales ÷ Supply | 0% | 7% | 24% | 42% | 54% | 67% | 78% | 86% | 91% | 95% | 97% | 99% | | 56% | 54% | -2% |

| | | | | | | | | | | | | | | | | |
|--------------------------------|----------------|----------------|----------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|--------------|--------------|--------------|---------------|---------------|--------------|
| Initial stock | 580 | 143.434 | 134.354 | 109.811 | 83.455 | 66.194 | 48.224 | 32.375 | 20.752 | 13.420 | 7.639 | 4.257 | 580 | 83.706 | 83.455 | -251 |
| 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 | -17.970 | -15.849 | -11.623 | -7.332 | -5.781 | -3.382 | -2.921 | -142.629 | -20.667 | -17.261 | 3.407 |
| Final stock (2021/22) | 143.434 | 134.354 | 109.811 | 83.455 | 66.194 | 48.224 | 32.375 | 20.752 | 13.420 | 7.639 | 4.257 | 1.336 | 1.336 | 63.038 | 66.194 | 3.156 |
| 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 | JUL | | |
|----------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|--------------|
| | 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 | 48.043 | 54.978 | 122.690 | 108.793 | 82.592 | 72.669 | 63.016 | 870.151 | 53.017 | 49.711 | -3.306 |
| Final stock (2021/22) | 422.051 | 355.500 | 290.360 | 224.730 | 175.019 | 126.976 | 772.526 | 649.836 | 541.043 | 458.451 | 385.782 | 322.766 | 322.766 | 171.964 | 175.019 | 3.055 |
| 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 | | | | |