

California | Crop & Supply

Metric tons (inshell equivalent)	Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Crop	653.322	711.011	590.333	610.285	569.529
Carry-In	88.953	58.046	60.037	57.642	50.781
Total Supply	742.275	769.057	650.370	667.926	620.310
% of the crop	100%	100%	100%	100%	100%

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
-8,1%	+10,7%	+7,1%	+14,7%
+53,2%	+48,2%	+54,3%	+75,2%
-3,5%	+14,1%	+11,1%	+19,7%

California | Shipments

Metric tons (inshell equivalent)	September – April				
	2021/22	2020/21	2019/20	2018/19	2017/18
USA Canada	152.455	165.860	167.446	164.694	143.754
Europe	146.774	137.456	137.557	121.795	124.056
Middle East	80.194	119.110	81.345	111.198	71.888
India & Pakistan	3.532	21.767	9.115	14.959	11.232
Japan Korea	59.637	60.009	48.240	49.400	55.768
China & Hong Kong Vietnam	5.828	11.868	8.678	12.538	20.963
Others Asia & Pacific Rim	16.573	18.656	14.868	16.873	16.014
Mexico Central & South America	226	230	427	210	349
Others	4.016	5.204	2.366	3.310	3.602
Total sales	469.235	540.159	470.041	494.976	447.626
Final inventory	273.039	228.897	180.329	172.951	172.684

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
-8,1%	-9,0%	-7,4%	+6,1%
+6,8%	+6,7%	+20,5%	+18,3%
-32,7%	-1,4%	-27,9%	+11,6%
-83,8%	-61,2%	-76,4%	-68,5%
-0,6%	+23,6%	+20,7%	+6,9%
-50,9%	-32,8%	-53,5%	-72,2%
-11,2%	+11,5%	-1,8%	+3,5%
-1,6%	-47,0%	+7,7%	-35,1%
-22,8%	+69,7%	+21,3%	+11,5%
-13,1%	-0,2%	-5,2%	+4,8%
+19,3%	+51,4%	+57,9%	+58,1%

Sales ÷ Crop	71,8%	76,0%	79,6%	81,1%	78,6%
Sales ÷ Supply	63,2%	70,2%	72,3%	74,1%	72,2%

California | Shipments

Metric tons (inshell equivalent)	March – May				
	2022/23	2021/22	2020/21	2019/20	2018/19
Initial inventory	334.785	325.138	255.372	253.166	248.047
USA Canada	17.510	39.515	30.959	37.796	32.925
Europe	18.294	24.384	19.883	19.948	19.329
Middle East	16.440	6.624	6.175	5.269	4.976
India & Pakistan	277	366	375	661	219
Japan Korea	5.783	19.773	14.693	12.380	13.790
China & Hong Kong Vietnam	591	1.369	594	1.161	1.216
Others Asia & Pacific Rim	2.507	3.648	2.009	2.547	2.301
Mexico Central & South America	40	4	0	20	23
Others	303	557	356	433	584
Total sales	61.745	96.240	75.044	80.216	75.363

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+3,0%	+31,1%	+32,2%	+35,0%
-55,7%	-43,4%	-53,7%	-46,8%
-25,0%	-8,0%	-8,3%	-5,4%
+148,2%	+166,3%	+212,0%	+230,4%
-24,2%	-26,0%	-58,0%	+26,7%
-70,8%	-60,6%	-53,3%	-58,1%
-56,9%	-0,7%	-49,2%	-51,4%
-31,3%	+24,8%	-1,6%	+9,0%
+1017,1%	+0,0%	+96,2%	+76,6%
-45,6%	-14,9%	-30,0%	-48,1%
-35,8%	-17,7%	-23,0%	-18,1%

Sales ÷ Crop	9,5%	13,5%	12,7%	13,1%	13,2%
Sales ÷ Supply	8,3%	12,5%	11,5%	12,0%	12,1%
Sales ÷ Initial inventory	18,4%	29,6%	29,4%	31,7%	30,4%

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Chile | Crop & Supply

Metric tons (inshell equivalent)	Season				
	2022/23	2021/22	2020/21	2019/20	2018/19
Crop	162.922	149.294	134.071	134.011	123.977
Carry-In	1.842	2.093	853	2.708	980
Total Export Supply	164.763	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
+9,1%	+21,5%	+21,6%	+31,4%
-12,0%	+116,0%	-32,0%	+87,9%
+8,8%	+22,1%	+20,5%	+31,9%

Chile | Shipments

Metric tons (inshell equivalent)	March – May				
	2022/23	2021/22	2020/21	2019/20	2018/19
USA Canada	0	0	0	0	0
Europe	644	2.523	1.701	2.920	2.394
Middle East	2.725	5.801	3.809	12.946	9.501
India & Pakistan	254	365	402	50	43
Japan Korea	0	0	69	208	22
China & Hong Kong Vietnam	19	277	1.089	801	126
Others Asia & Pacific Rim	0	23	164	0	0
Mexico Central & South America	688	621	284	806	414
Others	47	0	0	323	256
Total	4.377	9.611	7.518	18.053	12.756
Final inventory	160.387	141.776	127.405	118.667	112.201

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+0,0%	+0,0%	+0,0%	+0,0%
-74,5%	-62,2%	-78,0%	-73,1%
-53,0%	-28,5%	-79,0%	-71,3%
-30,4%	-36,8%	+413,1%	+490,8%
+0,0%	-100,0%	-100,0%	-100,0%
-93,0%	-98,2%	-97,6%	-84,6%
-100,0%	-100,0%	+0,0%	+0,0%
+10,7%	+142,4%	-14,6%	+66,3%
+0,0%	+0,0%	-85,5%	-81,8%
-54,5%	-41,8%	-75,8%	-65,7%
+13,1%	+25,9%	+35,2%	+42,9%

Sales ÷ Crop	2,7%	6,4%	5,6%	13,5%	10,3%
Sales ÷ Supply	2,7%	6,3%	5,6%	13,2%	10,2%

California + Chile | Shipments

Metric tons (inshell equivalent)	March – May				
	2022/23	2021/22	2020/21	2019/20	2018/19
Joint starting inventory	499.548	476.525	390.296	389.886	373.004
USA Canada	17.510	39.515	30.959	37.796	32.925
Europe	18.937	26.907	21.584	22.868	21.723
Middle East	19.165	12.425	9.984	18.215	14.477
India & Pakistan	531	731	777	710	262
Japan Korea	5.783	19.773	14.762	12.588	13.813
China & Hong Kong Vietnam	610	1.646	1.684	1.962	1.342
Others Asia & Pacific Rim	2.507	3.672	2.172	2.547	2.301
Mexico Central & South America	728	625	284	826	436
Others	350	557	356	755	840
Total sales	66.122	105.851	82.562	98.268	88.119
Joint ending inventory	433.426	370.674	307.734	291.618	284.885

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+4,8%	+28,0%	+28,1%	+33,9%
-55,7%	-43,4%	-53,7%	-46,8%
-29,6%	-12,3%	-17,2%	-12,8%
+54,2%	+92,0%	+5,2%	+32,4%
-27,3%	-31,6%	-25,2%	+102,9%
-70,8%	-60,8%	-54,1%	-58,1%
-63,0%	-63,8%	-68,9%	-54,5%
-31,7%	+15,4%	-1,6%	+9,0%
+16,5%	+156,5%	-11,9%	+66,8%
-37,2%	-1,8%	-53,7%	-58,4%
-37,5%	-19,9%	-32,7%	-25,0%
+16,9%	+40,8%	+48,6%	+52,1%

Sales ÷ Starting inventory	13,2%	22,2%	21,2%	25,2%	23,6%
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California | Crop & Supply

Metric tons	Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Crop (for INSHELL WALNUTS)	120.000	166.379	130.183	153.325	138.043
Carry-In	2.270	2.558	1.192	1.564	961
Supply for export	122.270	168.937	131.375	154.889	139.004
% of the crop	18%	23%	22%	25%	24%

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
-27,9%	-7,8%	-21,7%	-13,1%
-11,3%	+90,4%	+45,1%	+136,3%
-27,6%	-6,9%	-21,1%	-12,0%

California | Shipments

Metric tons	September – April				
	2021/22	2020/21	2019/20	2018/19	2017/18
USA Canada	5.638	6.446	5.322	8.167	9.821
Europe	32.791	37.597	37.791	37.728	36.667
Middle East	53.105	83.509	62.532	79.087	56.173
India & Pakistan	3.495	19.618	7.687	14.687	11.232
Japan Korea	394	485	382	306	608
China & Hong Kong Vietnam	4.038	9.955	6.978	8.972	16.687
Others Asia & Pacific Rim	30	250	268	872	216
Mexico Central & South America	196	228	396	168	82
Others	1.650	2.502	995	1.334	1.299
Total sales	101.337	160.589	122.351	151.322	132.784
Final inventory	20.934	8.347	9.025	3.568	6.219

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
-12,5%	+5,9%	-31,0%	-42,6%
-12,8%	-13,2%	-13,1%	-10,6%
-36,4%	-15,1%	-32,9%	-5,5%
-82,2%	-54,5%	-76,2%	-68,9%
-18,9%	+3,1%	+28,6%	-35,2%
-59,4%	-42,1%	-55,0%	-75,8%
-88,0%	-88,8%	-96,6%	-86,1%
-14,0%	-50,4%	+17,0%	+138,8%
-34,1%	+65,8%	+23,6%	+27,0%
-36,9%	-17,2%	-33,0%	-23,7%
+150,8%	+132,0%	+486,7%	+236,6%

Sales ÷ Crop	84,4%	96,5%	94,0%	98,7%	96,2%
Sales ÷ Supply	82,9%	95,1%	93,1%	97,7%	95,5%

California | Shipments

Metric tons	March – May				
	2022/23	2021/22	2020/21	2019/20	2018/19
Initial inventory	33.167	15.137	14.643	8.619	9.948
USA Canada	734	592	239	734	465
Europe	896	2.275	451	1.269	559
Middle East	9.719	2.961	4.264	1.857	2.251
India & Pakistan	277	292	375	661	219
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	421	542	150	511	86
Others Asia & Pacific Rim	0	0	0	0	10
Mexico Central & South America	40	0	0	0	0
Others	145	126	140	20	140
Total sales	12.234	6.789	5.618	5.052	3.729

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+119,1%	+126,5%	+284,8%	+233,4%
+24,0%	+207,5%	-0,0%	+58,0%
-60,6%	+98,9%	-29,4%	+60,5%
+228,2%	+127,9%	+423,4%	+331,8%
-5,1%	-26,0%	-58,0%	+26,7%
+0,0%	+0,0%	+0,0%	+0,0%
-22,4%	+180,8%	-17,6%	+389,9%
+0,0%	+0,0%	+0,0%	-100,0%
+0,0%	+0,0%	+0,0%	+0,0%
+15,6%	+3,8%	+626,2%	+3,4%
+80,2%	+117,8%	+142,2%	+228,0%

Sales ÷ Crop	10,2%	4,1%	4,3%	3,3%	2,7%
Sales ÷ Supply	10,0%	4,0%	4,3%	3,3%	2,7%
Sales ÷ Initial inventory	36,9%	44,9%	38,4%	58,6%	37,5%

Chile | Crop & Supply

Metric tons	Season				
	2022/23	2021/22	2020/21	2019/20	2018/19
Crop	95.000	82.138	66.440	72.909	65.046
Carry-In	0	0	0	0	0
Total Supply	95.000	82.138	66.440	72.909	65.046
% of the crop	58%	55%	50%	54%	52%

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+15,7%	+43,0%	+30,3%	+46,0%
+0,0%	+0,0%	+0,0%	+0,0%
+15,7%	+43,0%	+30,3%	+46,0%

Chile | Shipments

Metric tons	March – May				
	2022/23	2021/22	2020/21	2019/20	2018/19
USA Canada	0	0	0	0	0
Europe	436	1.906	1.312	2.253	1.806
Middle East	2.562	5.472	3.671	12.799	9.480
India & Pakistan	254	365	398	50	43
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	19	277	1.089	801	126
Others Asia & Pacific Rim	0	0	164	0	0
Mexico Central & South America	1	94	139	104	128
Others	20	0	0	301	225
Total	3.293	8.114	6.773	16.307	11.808
Final inventory	91.707	74.024	59.667	56.602	53.238

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+0,0%	+0,0%	+0,0%	+0,0%
-77,1%	-66,7%	-80,6%	-75,8%
-53,2%	-30,2%	-80,0%	-73,0%
-30,4%	-36,1%	+413,1%	+490,8%
+0,0%	+0,0%	+0,0%	+0,0%
-93,0%	-98,2%	-97,6%	-84,6%
+0,0%	-100,0%	+0,0%	+0,0%
-98,9%	-99,3%	-99,0%	-99,2%
+0,0%	+0,0%	-93,5%	-91,3%
-59,4%	-51,4%	-79,8%	-72,1%
+23,9%	+53,7%	+62,0%	+72,3%

Sales ÷ Crop	3,5%	9,9%	10,2%	22,4%	18,2%
Sales ÷ Supply	3,5%	9,9%	10,2%	22,4%	18,2%

California + Chile | Shipments

Metric tons	March – May				
	2022/23	2021/22	2020/21	2019/20	2018/19
Joint starting inventory	128.167	97.274	81.083	81.529	74.995
USA Canada	734	592	239	734	465
Europe	1.333	4.181	1.763	3.522	2.365
Middle East	12.282	8.434	7.935	14.656	11.731
India & Pakistan	531	657	772	710	262
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	440	820	1.239	1.311	212
Others Asia & Pacific Rim	0	0	164	0	10
Mexico Central & South America	41	94	139	104	128
Others	165	126	140	321	365
Total sales	15.526	14.903	12.391	21.359	15.538
Joint ending inventory	112.641	82.371	68.692	60.170	59.457

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+31,8%	+58,1%	+57,2%	+70,9%
+24,0%	+207,5%	-0,0%	+58,0%
-68,1%	-24,4%	-62,2%	-43,6%
+45,6%	+54,8%	-16,2%	+4,7%
-19,1%	-31,2%	-25,2%	+102,9%
+0,0%	+0,0%	+0,0%	+0,0%
-46,3%	-64,5%	-66,4%	+107,8%
+0,0%	-100,0%	+0,0%	-100,0%
-56,2%	-70,5%	-60,6%	-68,0%
+31,2%	+17,8%	-48,6%	-54,9%
+4,2%	+25,3%	-27,3%	-0,1%
+36,7%	+64,0%	+87,2%	+89,4%

Sales ÷ Starting inventory	12,1%	15,3%	15,3%	26,2%	20,7%
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California | Crop & Supply

Metric tons (inshell equivalent)	Season					2021/22 vs.			
	2021/22	2020/21	2019/20	2018/19	2017/18	2020/21	2019/20	2018/19	2017/18
Crop (for SHELLED WALNUTS)	533.322	544.632	460.150	456.960	431.487	-2,1%	+15,9%	+16,7%	+23,6%
Carry-In	86.683	55.488	58.844	56.077	49.820	+56,2%	+47,3%	+54,6%	+74,0%
Supply for export	620.005	600.120	518.994	513.037	481.306	+3,3%	+19,5%	+20,8%	+28,8%
% of the crop	82%	77%	78%	75%	76%				

California | Shipments

Metric tons (inshell equivalent)	September – April					2021/22 vs.			
	2021/22	2020/21	2019/20	2018/19	2017/18	2020/21	2019/20	2018/19	2017/18
USA Canada	146.817	159.415	162.124	156.527	133.932	-7,9%	-9,4%	-6,2%	+9,6%
Europe	113.982	99.859	99.766	84.067	87.389	+14,1%	+14,2%	+35,6%	+30,4%
Middle East	27.089	35.601	18.813	32.110	15.715	-23,9%	+44,0%	-15,6%	+72,4%
India & Pakistan	37	2.149	1.427	271	0	-98,3%	-97,4%	-86,3%	+0,0%
Japan Korea	59.243	59.524	47.858	49.094	55.161	-0,5%	+23,8%	+20,7%	+7,4%
China & Hong Kong Vietnam	1.790	1.913	1.700	3.566	4.277	-6,4%	+5,3%	-49,8%	-58,1%
Others Asia & Pacific Rim	16.543	18.406	14.599	16.001	15.798	-10,1%	+13,3%	+3,4%	+4,7%
Mexico Central & South America	30	2	31	42	266	+1576,0%	-4,0%	-29,4%	-88,7%
Others	2.366	2.702	1.371	1.976	2.303	-12,4%	+72,6%	+19,8%	+2,7%
Total sales	367.899	379.570	347.690	343.654	314.841	-3,1%	+5,8%	+7,1%	+16,9%
Final inventory	252.106	220.550	171.304	169.383	166.465	+14,3%	+47,2%	+48,8%	+51,4%

Sales ÷ Crop	69,0%	69,7%	75,6%	75,2%	73,0%
Sales ÷ Supply	59,3%	63,2%	67,0%	67,0%	65,4%

California | Shipments

Metric tons (inshell equivalent)	March – May					2022/23 vs.			
	2022/23	2021/22	2020/21	2019/20	2018/19	2021/22	2020/21	2019/20	2018/19
Initial inventory	301.618	310.001	240.730	244.547	238.098	-2,7%	+25,3%	+23,3%	+26,7%
USA Canada	16.776	38.923	30.720	37.062	32.461	-56,9%	-45,4%	-54,7%	-48,3%
Europe	17.397	22.109	19.432	18.679	18.771	-21,3%	-10,5%	-6,9%	-7,3%
Middle East	6.721	3.662	1.910	3.412	2.725	+83,5%	+251,8%	+96,9%	+146,6%
India & Pakistan	0	73	0	0	0	-100,0%	+0,0%	+0,0%	+0,0%
Japan Korea	5.783	19.773	14.693	12.380	13.790	-70,8%	-60,6%	-53,3%	-58,1%
China & Hong Kong Vietnam	170	827	445	651	1.130	-79,5%	-61,9%	-73,9%	-85,0%
Others Asia & Pacific Rim	2.507	3.648	2.009	2.547	2.291	-31,3%	+24,8%	-1,6%	+9,4%
Mexico Central & South America	0	4	0	20	23	-100,0%	+0,0%	-100,0%	-100,0%
Others	158	431	216	413	443	-63,4%	-27,0%	-61,8%	-64,4%
Total sales	49.512	89.451	69.425	75.164	71.633	-44,6%	-28,7%	-34,1%	-30,9%

Sales ÷ Crop	9,3%	16,4%	15,1%	16,4%	16,6%
Sales ÷ Supply	8,0%	14,9%	13,4%	14,7%	14,9%
Sales ÷ Initial inventory	16,4%	28,9%	28,8%	30,7%	30,1%

Chile | Crop & Supply

Metric tons (inshell equivalent)	Season				
	2022/23	2021/22	2020/21	2019/20	2018/19
Crop (for SHELLED WALNUTS)	67.922	67.156	67.631	61.102	58.930
Carry-In	1.842	2.093	853	2.708	980
Total Supply	69.763	69.249	68.484	63.811	59.911
% of the crop	42%	45%	50%	46%	48%

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+1,1%	+0,4%	+11,2%	+15,3%
-12,0%	+116,0%	-32,0%	+87,9%
+0,7%	+1,9%	+9,3%	+16,4%

Chile | Shipments

Metric tons (inshell equivalent)	March – May				
	2022/23	2021/22	2020/21	2019/20	2018/19
USA Canada	0	0	0	0	0
Europe	207	617	389	667	588
Middle East	163	329	138	147	21
India & Pakistan	0	0	4	0	0
Japan Korea	0	0	69	208	22
China & Hong Kong Vietnam	0	0	0	0	0
Others Asia & Pacific Rim	0	23	0	0	0
Mexico Central & South America	687	528	145	702	286
Others	27	0	0	22	31
Total	1.084	1.497	745	1.746	948
Final inventory	68.679	67.752	67.738	62.065	58.963

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+0,0%	+0,0%	+0,0%	+0,0%
-66,4%	-46,7%	-68,9%	-64,7%
-50,6%	+17,7%	+10,6%	+673,6%
+0,0%	-100,0%	+0,0%	+0,0%
+0,0%	-100,0%	-100,0%	-100,0%
-100,0%	+0,0%	+0,0%	+0,0%
-100,0%	+0,0%	+0,0%	+0,0%
+30,2%	+373,6%	-2,1%	+140,4%
+0,0%	+0,0%	+23,2%	-13,8%
-27,6%	+45,4%	-37,9%	+14,3%
+1,4%	+1,4%	+10,7%	+16,5%

Sales ÷ Crop	1,6%	2,2%	1,1%	2,9%	1,6%
Sales ÷ Supply	1,6%	2,2%	1,1%	2,7%	1,6%

California + Chile | Shipments

Metric tons (inshell equivalent)	March – May				
	2022/23	2021/22	2020/21	2019/20	2018/19
Joint starting inventory	371.381	379.251	309.213	308.357	298.009
USA Canada	16.776	38.923	30.720	37.062	32.461
Europe	17.605	22.726	19.822	19.346	19.358
Middle East	6.883	3.991	2.048	3.559	2.746
India & Pakistan	0	73	4	0	0
Japan Korea	5.783	19.773	14.762	12.588	13.813
China & Hong Kong Vietnam	170	827	445	651	1.130
Others Asia & Pacific Rim	2.507	3.672	2.009	2.547	2.291
Mexico Central & South America	687	531	145	722	308
Others	185	431	216	434	475
Total sales	50.596	90.948	70.171	76.909	72.581
Joint ending inventory	320.785	288.302	239.042	231.448	225.428

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
-2,1%	+20,1%	+20,4%	+24,6%
-56,9%	-45,4%	-54,7%	-48,3%
-22,5%	-11,2%	-9,0%	-9,1%
+72,4%	+236,0%	+93,4%	+150,7%
-100,0%	-100,0%	+0,0%	+0,0%
-70,8%	-60,8%	-54,1%	-58,1%
-79,5%	-61,9%	-73,9%	-85,0%
-31,7%	+24,8%	-1,6%	+9,4%
+29,3%	+373,6%	-4,9%	+122,8%
-57,2%	-14,5%	-57,5%	-61,1%
-44,4%	-27,9%	-34,2%	-30,3%
+11,3%	+34,2%	+38,6%	+42,3%

Sales ÷ Starting inventory	13,6%	24,0%	22,7%	24,9%	24,4%
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walnut sales forecast

May 28, 2022

Chilean walnut sales forecast

Metric tons [Inshell equivalent]	2022										2023		TOTAL	APR			
	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB		FCST	REAL	DIF.	
USA Canada	0	0	0	49	-49	0	0	0	0	0	0	0	0	0	0	0	0
Europe	56	588	10.680	11.527	7.707	11.730	14.024	9.446	4.522	3.722	1.125	92	75.219	2.532	588	-1.944	
Middle East	34	2.691	14.118	7.615	3.751	3.156	3.795	1.228	517	634	180	216	37.935	6.110	2.691	-3.419	
India & Pakistan	0	254	4.326	4.992	3.641	4.307	2.780	1.455	373	654	30	0	22.812	0	254	254	
Japan Korea	0	0	332	599	230	290	237	47	58	45	86	0	1.925	957	0	-957	
China & Hong Kong Vietnam	0	19	1.980	2.447	1.520	1.122	420	378	-87	0	0	0	7.800	305	19	-286	
Others Asia & Pacific Rim	0	0	243	380	79	176	24	19	166	19	90	0	1.196	0	0	0	
Mexico Central & South America	264	424	1.163	1.124	1.857	1.260	1.837	1.911	1.965	917	362	410	13.495	618	424	-194	
Others	0	47	-47	0	0	0	0	0	0	0	0	0	0	0	47	47	
Total sales by market	354	4.023	32.796	28.733	18.737	22.042	23.118	14.484	7.513	5.991	1.873	718	160.382	10.522	4.023	-6.499	
Season to date sales	119.265	123.288	156.084	184.817	203.554	225.596	585	15.069	22.582	28.573	30.446	31.164		11.107	123.288	112.181	
Sales ÷ Crop	73%	76%	96%	113%	125%	138%	0%	9%	14%	18%	19%	19%		7%	76%	69%	
Sales ÷ Supply	72%	75%	95%	112%	124%	137%	0%	9%	14%	17%	18%	19%		7%	75%	68%	

Initial stock	1.842	164.410	160.387	127.591	98.858	80.120	58.078	34.960	20.476	12.963	6.972	5.099	1.842	163.182	164.410	1.228
Crop of the year (for exports)	162.922	0	0	0	0	0	0	0	0	0	0	0	162.922	0	0	0
Monthly sales	-354	-4.023	-32.796	-28.733	-18.737	-22.042	-23.118	-14.484	-7.513	-5.991	-1.873	-718	-160.382	-10.522	-4.023	6.499
Final stock (2022/23)	164.410	160.387	127.591	98.858	80.120	58.078	34.960	20.476	12.963	6.972	5.099	4.381	4.381	152.660	160.387	7.727
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	APR		
	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB		FCST	REAL	DIF.
USA Canada	18.371	17.510	17.285	19.911	18.050	20.145	24.395	29.015	26.850	19.336	16.692	18.238	245.797	20.854	17.510	-3.343
Europe	23.119	18.294	13.179	5.523	3.874	3.462	5.283	29.129	26.491	22.807	16.730	21.144	189.035	7.955	18.294	10.339
Middle East	11.634	16.440	4.287	2.427	642	1.017	1.922	10.449	17.843	11.749	8.326	9.856	96.593	2.439	16.440	14.001
India & Pakistan	459	277	457	67	146	44	0	0	623	620	1.129	854	4.676	199	277	78
Japan Korea	10.462	5.783	9.021	4.644	4.046	1.554	3.079	5.498	10.597	9.394	10.745	10.760	85.584	9.621	5.783	-3.837
China & Hong Kong Vietnam	509	591	391	146	-513	757	0	0	3.008	836	972	641	7.337	288	591	303
Others Asia & Pacific Rim	3.032	2.507	837	1.711	1.607	1.920	534	1.261	2.676	3.018	2.433	2.812	24.348	2.497	2.507	10
Mexico Central & South America	0	40	3	87	85	26	0	0	207	8	0	0	456	0	40	40
Others	938	303	241	147	238	1.084	127	703	850	1.298	-475	700	6.152	458	303	-155
Total sales by market	68.525	61.745	45.701	34.662	28.175	30.009	35.340	76.055	89.144	69.066	56.553	65.004	659.979	44.309	61.745	17.436
Season to date sales	68.525	130.270	175.971	210.633	238.807	268.817	304.157	380.211	469.356	538.422	594.975	659.979		451.799	130.270	-321.529
Sales ÷ Crop	10%	20%	27%	32%	37%	41%	42%	53%	65%	75%	82%	91%		69%	20%	-49%
Sales ÷ Supply	9%	18%	24%	28%	32%	36%	41%	51%	63%	73%	80%	89%		61%	18%	-43%

Initial stock	403.309	334.785	273.039	227.338	192.677	164.502	134.493	821.236	745.181	656.037	586.971	530.418	403.309	334.785	334.785	0
Crop of the year	0	0	0	0	0	0	722.084	0	0	0	0	0	722.084	0	0	0
Monthly sales	-68.525	-61.745	-45.701	-34.662	-28.175	-30.009	-35.340	-76.055	-89.144	-69.066	-56.553	-65.004	-659.979	-44.309	-61.745	-17.436
Final stock (2022/23)	334.785	273.039	227.338	192.677	164.502	134.493	821.236	745.181	656.037	586.971	530.418	465.414	465.414	290.476	273.039	-17.436
Final stock (2021/22)	285.297	228.897	189.056	150.543	118.720	88.953	711.651	644.526	568.496	508.646	459.639	403.309				
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	APR		
	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB		FCST	REAL	DIF.
Total sales	68.878	65.768	78.497	63.395	46.912	52.051	58.458	90.539	96.657	75.057	58.426	65.722	820.361	54.831	65.768	10.938
Final stock (2022/23)	499.194	433.426	354.929	291.534	244.622	192.571	856.197	765.658	669.001	593.943	535.518	469.796	469.796	443.136	433.426	-9.710
Final stock (2021/22)	436.153	370.674	306.289	241.419	192.336	142.316	743.773	663.340	580.407	515.052	464.325	407.335				
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
SEP	4,9%	4,4%	4,8%	6,6%	3,5%	3,6%	3,8%	3,4%	4,1%
OCT	24,1%	20,7%	18,6%	24,1%	19,1%	16,0%	17,0%	15,5%	13,2%
NOV	38,7%	32,1%	30,3%	38,1%	33,6%	29,0%	31,0%	29,1%	23,4%
DIC	48,0%	40,5%	40,3%	47,7%	43,5%	39,5%	40,8%	39,2%	31,5%
ENE	55,7%	45,8%	46,6%	55,5%	51,6%	49,9%	49,4%	46,5%	38,1%
FEB	61,9%	52,4%	54,2%	62,3%	58,7%	58,8%	57,2%	54,0%	45,7%
MAR	68,8%	60,9%	61,3%	70,2%	66,1%	67,3%	65,8%	62,9%	54,9%
ABR	75,2%	67,6%	68,3%	75,8%	72,2%	74,1%	72,3%	70,2%	63,2%
MAY	80,4%	73,1%	74,8%	81,0%	78,2%	79,3%	77,4%	75,4%	69,4%
JUN	84,7%	78,2%	80,4%	85,6%	82,7%	83,9%	82,7%	80,4%	74,0%
JUL	88,7%	82,9%	85,7%	88,8%	86,6%	87,6%	86,9%	84,6%	77,8%
AGO	92,8%	86,2%	90,5%	92,5%	90,7%	91,0%	91,1%	88,4%	81,9%

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

Inventories as a % of the Season Supply

California | Stock / Supply

Crop	2013	2014	2015	2016	2017	2018	2019	2020	2021
SEP	95,1%	95,6%	95,2%	93,4%	96,5%	96,4%	96,2%	96,6%	95,9%
OCT	75,9%	79,3%	81,4%	75,9%	80,9%	84,0%	83,0%	84,5%	86,8%
NOV	61,3%	67,9%	69,7%	61,9%	66,4%	71,0%	69,0%	70,9%	76,6%
DIC	52,0%	59,5%	59,7%	52,3%	56,5%	60,5%	59,2%	60,8%	68,5%
ENE	44,3%	54,2%	53,4%	44,5%	48,4%	50,1%	50,6%	53,5%	61,9%
FEB	38,1%	47,6%	45,8%	37,7%	41,3%	41,2%	42,8%	46,0%	54,3%
MAR	31,2%	39,1%	38,7%	29,8%	33,9%	32,7%	34,2%	37,1%	45,1%
ABR	24,8%	32,4%	31,7%	24,2%	27,8%	25,9%	27,7%	29,8%	36,8%
MAY	19,6%	26,9%	25,2%	19,0%	21,8%	20,7%	22,6%	24,6%	30,6%
JUN	15,3%	21,8%	19,6%	14,4%	17,3%	16,1%	17,3%	19,6%	26,0%
JUL	11,3%	17,1%	14,3%	11,2%	13,4%	12,4%	13,1%	15,4%	22,2%
AGO	7,2%	13,8%	9,5%	7,5%	9,3%	9,0%	8,9%	11,6%	18,1%

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%	97,3%
MAY	83,4%	80,2%	82,5%	79,0%	68,8%	75,5%	68,7%	79,5%	77,4%	77,4%
JUN	65,0%	60,1%	61,7%	59,2%	52,6%	60,9%	47,9%	65,1%	60,0%	60,0%
JUL	49,2%	42,5%	44,7%	44,5%	41,1%	45,7%	33,8%	50,5%	48,6%	48,6%
AGO	36,8%	30,0%	33,1%	31,9%	26,8%	34,0%	20,8%	36,6%	35,2%	35,2%
SEPT	28,1%	21,0%	25,4%	23,3%	16,9%	23,4%	13,7%	24,7%	21,2%	21,2%
OCT	18,5%	14,1%	16,9%	16,2%	10,8%	15,5%	9,9%	15,8%	12,4%	12,4%
NOV	12,3%	8,0%	9,5%	11,6%	6,3%	10,4%	5,2%	10,7%	7,9%	7,9%
DIC	7,0%	3,8%	5,0%	7,5%	3,9%	6,3%	2,8%	6,7%	4,2%	4,2%
ENE	3,6%	2,0%	3,2%	5,1%	2,8%	4,0%	1,8%	3,5%	3,1%	3,1%
FEB	2,4%	1,4%	1,6%	3,7%	1,9%	1,8%	1,1%	2,4%	2,7%	2,7%
MAR (Y2)	2,4%	1,4%	1,6%	3,7%	2,7%	0,9%	0,8%	2,8%	2,1%	2,1%