

February 16, 2022

Chile | Crop & Supply

Metric tons (inshell equivalent)	Chilean Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Crop	153.000	136.674	139.226	129.386	110.464
[Less] domestic sales	-5.000	-5.502	-4.635	-4.027	-4.150
Crop for export	148.000	131.171	134.591	125.359	106.314
Carry-In	580	580	1.609	61	2.783
Total Export Supply	148.580	131.751	136.200	125.420	109.098

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+11,9%	+9,9%	+18,3%	+38,5%
-9,1%	+7,9%	+24,2%	+20,5%
+12,8%	+10,0%	+18,1%	+39,2%
+0,0%	-64,0%	+854,4%	-79,2%
+12,8%	+9,1%	+18,5%	+36,2%

Chile | Sales | March to January - Off 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	69.028	66.142	59.574	54.526	48.266
Middle East	34.657	28.466	43.576	39.338	39.522
India & Pakistan	20.960	12.709	6.801	7.572	5.026
Japan Korea	1.768	876	1.656	1.319	1.676
China & Hong Kong Vietnam	7.167	8.720	9.132	4.024	940
Others Asia & Pacific Rim	1.099	1.966	1.688	1.476	0
Mexico Central & South America	12.023	11.264	11.829	11.763	9.783
Others	0	0	0	-0	3.653
Total sales	146.702	130.143	134.256	120.018	108.865
Final inventory	1.878	1.609	1.944	5.402	232

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+0,0%	+0,0%	+0,0%	+0,0%
+4,4%	+15,9%	+26,6%	+43,0%
+21,7%	-20,5%	-11,9%	-12,3%
+64,9%	+208,2%	+176,8%	+317,0%
+101,9%	+6,8%	+34,1%	+5,5%
-17,8%	-21,5%	+78,1%	+662,5%
-44,1%	-34,9%	-25,6%	+0,0%
+6,7%	+1,6%	+2,2%	+22,9%
+0,0%	-100,0%	-100,0%	-100,0%
+12,7%	+9,3%	+22,2%	+34,8%
+16,7%	-3,4%	-65,2%	+708,9%

Sales ÷ Crop	95,9%	95,2%	96,4%	92,8%	98,6%
Sales ÷ Supply	98,7%	98,8%	98,6%	95,7%	99,8%

Chile | Sales | September to January - On Season

Metric tons (inshell equivalent)	Chilean Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Initial inventory	50.556	46.159	27.935	42.889	27.092
USA Canada	0	0	0	0	0
Europe	30.173	25.976	15.127	22.459	16.533
Middle East	5.838	5.257	2.088	5.209	2.107
India & Pakistan	4.861	4.137	939	1.220	1.228
Japan Korea	435	201	369	347	251
China & Hong Kong Vietnam	654	1.297	661	810	43
Others Asia & Pacific Rim	291	595	383	768	0
Mexico Central & South America	6.426	7.087	6.424	6.674	5.634
Others	0	0	0	0	1.065
Total sales	48.678	44.551	25.992	37.487	26.860

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+9,5%	+81,0%	+17,9%	+86,6%
+0,0%	+0,0%	+0,0%	+0,0%
+16,2%	+99,5%	+34,3%	+82,5%
+11,1%	+179,7%	+12,1%	+177,0%
+17,5%	+417,6%	+298,5%	+296,0%
+116,4%	+17,7%	+25,4%	+73,5%
-49,6%	-1,2%	-19,3%	+1425,1%
-51,1%	-24,1%	-62,1%	+0,0%
-9,3%	+0,0%	-3,7%	+14,1%
+0,0%	+0,0%	+0,0%	-100,0%
+9,3%	+87,3%	+29,9%	+81,2%

Sales ÷ Crop	31,8%	32,6%	18,7%	29,0%	24,3%
Sales ÷ Supply	32,8%	33,8%	19,1%	29,9%	24,6%
Sales ÷ Initial inventory	96,3%	96,5%	93,0%	87,4%	99,1%

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California | Crop & Supply

Metric tons (inshell equivalent)	California Season					2021/22 vs.			
	2021/22	2020/21	2019/20	2018/19	2017/18	2020/21	2019/20	2018/19	2017/18
Crop	626.998	712.141	594.207	615.979	571.527	-12,0%	+5,5%	+1,8%	+9,7%
Carry-In	88.953	58.046	60.037	57.642	50.781	+53,2%	+48,2%	+54,3%	+75,2%
Total Export Supply	715.951	770.187	654.243	673.621	622.308	-7,0%	+9,4%	+6,3%	+15,0%

California | Sales | September to January - On Season

Metric tons (inshell equivalent)	California Season					2021/22 vs.			
	2021/22	2020/21	2019/20	2018/19	2017/18	2020/21	2019/20	2018/19	2017/18
USA Canada	100.770	108.927	110.113	108.338	99.868	-7,5%	-8,5%	-7,0%	+0,9%
Europe	87.038	85.185	95.949	82.527	91.715	+2,2%	-9,3%	+5,5%	-5,1%
Middle East	43.579	91.551	67.341	83.207	55.158	-52,4%	-35,3%	-47,6%	-21,0%
India & Pakistan	2.056	20.423	7.059	11.551	10.032	-89,9%	-70,9%	-82,2%	-79,5%
Japan Korea	34.067	29.575	25.338	27.048	33.220	+15,2%	+34,4%	+25,9%	+2,5%
China & Hong Kong Vietnam	4.173	7.387	5.359	10.171	17.773	-43,5%	-22,1%	-59,0%	-76,5%
Others Asia & Pacific Rim	8.597	11.061	9.681	10.485	10.573	-22,3%	-11,2%	-18,0%	-18,7%
Mexico Central & South America	186	228	400	188	282	-18,3%	-53,4%	-0,9%	-33,9%
Others	2.169	3.712	1.710	2.423	2.686	-41,6%	+26,8%	-10,5%	-19,3%
Total	282.636	358.048	322.950	335.939	321.307	-21,1%	-12,5%	-15,9%	-12,0%
Final inventory	433.316	412.140	331.293	337.682	301.001	+5,1%	+30,8%	+28,3%	+44,0%

Sales ÷ Crop	45,1%	50,3%	54,3%	54,5%	56,2%
Sales ÷ Supply	39,5%	46,5%	49,4%	49,9%	51,6%

California + Chile | Sales | September to January

Metric tons (inshell equivalent)	California 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	766.507	816.347	682.179	716.510	649.400	-6,1%	+12,4%	+7,0%	+18,0%
USA Canada	100.770	108.927	110.113	108.338	99.868	-7,5%	-8,5%	-7,0%	+0,9%
Europe	117.211	111.161	111.076	104.987	108.247	+5,4%	+5,5%	+11,6%	+8,3%
Middle East	49.417	96.808	69.429	88.416	57.265	-49,0%	-28,8%	-44,1%	-13,7%
India & Pakistan	6.918	24.559	7.998	12.771	11.259	-71,8%	-13,5%	-45,8%	-38,6%
Japan Korea	34.502	29.776	25.708	27.395	33.471	+15,9%	+34,2%	+25,9%	+3,1%
China & Hong Kong Vietnam	4.827	8.684	6.021	10.980	17.816	-44,4%	-19,8%	-56,0%	-72,9%
Others Asia & Pacific Rim	8.888	11.656	10.064	11.253	10.573	-23,7%	-11,7%	-21,0%	-15,9%
Mexico Central & South America	6.612	7.316	6.824	6.862	5.916	-9,6%	-3,1%	-3,6%	+11,8%
Others	2.169	3.712	1.710	2.423	3.751	-41,6%	+26,8%	-10,5%	-42,2%
Total sales	331.314	402.598	348.942	373.425	348.166	-17,7%	-5,1%	-11,3%	-4,8%
Joint ending inventory	435.193	413.748	333.237	343.084	301.233	+5,2%	+30,6%	+26,8%	+44,5%

Sales ÷ Starting inventory	43,2%	49,3%	51,2%	52,1%	53,6%
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February 16, 2022

Chile | Crop & Supply

Metric tons	Chilean Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Crop for export	81.068	64.922	73.910	65.846	56.122
Carry-In	0	0	0	0	0
Supply for export	81.068	64.922	73.910	65.846	56.122
% of the crop	55%	49%	55%	53%	53%

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+24,9%	+9,7%	+23,1%	+44,4%
+0,0%	+0,0%	+0,0%	+0,0%
+24,9%	+9,7%	+23,1%	+44,4%

Chile | Sales | March to January - Off Season

Metric tons	Chilean Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
USA Canada	0	0	0	0	0
Europe	19.891	18.394	15.912	14.721	12.201
Middle East	31.233	24.188	40.678	36.614	35.793
India & Pakistan	20.664	11.416	5.924	7.377	4.805
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	7.119	8.720	8.793	3.731	940
Others Asia & Pacific Rim	355	1.114	913	1.006	0
Mexico Central & South America	1.806	1.926	1.639	2.085	1.219
Others	0	0	0	0	1.236
Total sales	81.068	65.757	73.860	65.533	56.194
Final inventory	0	-836	50	312	-72

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+0,0%	+0,0%	+0,0%	+0,0%
+8,1%	+25,0%	+35,1%	+63,0%
+29,1%	-23,2%	-14,7%	-12,7%
+81,0%	+248,8%	+180,1%	+330,0%
+0,0%	+0,0%	+0,0%	+0,0%
-18,4%	-19,0%	+90,8%	+657,4%
-68,1%	-61,1%	-64,7%	+0,0%
-6,2%	+10,2%	-13,4%	+48,2%
+0,0%	+0,0%	+0,0%	-100,0%
+23,3%	+9,8%	+23,7%	+44,3%
-100,0%	-100,0%	-100,0%	-100,0%

Sales ÷ Crop	100,0%	101,3%	99,9%	99,5%	100,1%
Sales ÷ Supply	100,0%	101,3%	99,9%	99,5%	100,1%

Chile | Sales | September to January - On Season

Metric tons	Chilean Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Initial inventory	14.733	11.323	4.497	9.801	4.463
USA Canada	0	0	0	0	0
Europe	4.171	3.795	1.001	2.943	1.237
Middle East	4.394	2.752	1.237	3.208	1.271
India & Pakistan	4.823	3.263	806	1.138	1.088
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	606	1.297	619	563	43
Others Asia & Pacific Rim	0	93	104	498	0
Mexico Central & South America	739	958	679	1.138	844
Others	0	0	0	0	52
Total sales	14.733	12.159	4.446	9.488	4.535

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+30,1%	+227,7%	+50,3%	+230,2%
+0,0%	+0,0%	+0,0%	+0,0%
+9,9%	+316,6%	+41,8%	+237,2%
+59,6%	+255,3%	+36,9%	+245,8%
+47,8%	+498,6%	+323,8%	+343,3%
+0,0%	+0,0%	+0,0%	+0,0%
-53,3%	-2,1%	+7,7%	+1314,7%
-100,0%	-100,0%	-100,0%	+0,0%
-22,8%	+8,9%	-35,0%	-12,4%
+0,0%	+0,0%	+0,0%	-100,0%
+21,2%	+231,4%	+55,3%	+224,9%

Sales ÷ Crop	18,2%	18,7%	6,0%	14,4%	8,1%
Sales ÷ Supply	18,2%	18,7%	6,0%	14,4%	8,1%
Sales ÷ Initial inventory	100,0%	107,4%	98,9%	96,8%	101,6%

California | Crop & Supply

Metric tons	California Season					2021/22 vs.			
	2021/22	2020/21	2019/20	2018/19	2017/18	2020/21	2019/20	2018/19	2017/18
Crop	150.000	166.379	130.183	153.325	138.043	-9,8%	+15,2%	-2,2%	+8,7%
Carry-In	2.270	2.558	1.192	1.564	961	-11,3%	+90,4%	+45,1%	+136,3%
Total Supply	152.270	168.937	131.375	154.889	139.004	-9,9%	+15,9%	-1,7%	+9,5%
% of the crop	21%	22%	20%	23%	22%				

California | Sales | September to January - On Season

Metric tons	California Season					2021/22 vs.			
	2021/22	2020/21	2019/20	2018/19	2017/18	2020/21	2019/20	2018/19	2017/18
USA Canada	4.498	5.635	4.821	7.156	8.394	-20,2%	-6,7%	-37,1%	-46,4%
Europe	28.105	32.041	35.854	33.686	34.792	-12,3%	-21,6%	-16,6%	-19,2%
Middle East	31.968	69.205	55.632	61.901	44.807	-53,8%	-42,5%	-48,4%	-28,7%
India & Pakistan	2.019	18.499	5.825	11.397	10.032	-89,1%	-65,3%	-82,3%	-79,9%
Japan Korea	394	458	382	302	604	-14,0%	+3,1%	+30,2%	-34,8%
China & Hong Kong Vietnam	3.159	6.459	4.250	7.766	15.737	-51,1%	-25,7%	-59,3%	-79,9%
Others Asia & Pacific Rim	30	230	257	760	206	-87,0%	-88,3%	-96,1%	-85,5%
Mexico Central & South America	156	228	396	168	82	-31,5%	-60,5%	-6,8%	+90,1%
Others	1.005	2.082	778	1.155	1.128	-51,7%	+29,1%	-13,0%	-10,9%
Total	71.334	134.838	108.197	124.291	115.782	-47,1%	-34,1%	-42,6%	-38,4%
Final inventory	80.936	34.099	23.178	30.598	23.221	+137,4%	+249,2%	+164,5%	+248,5%

Sales ÷ Crop	47,6%	81,0%	83,1%	81,1%	83,9%
Sales ÷ Supply	46,8%	79,8%	82,4%	80,2%	83,3%

California + Chile | Sales | September to January

Metric tons	California 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	167.004	180.260	135.872	164.690	143.466	-7,4%	+22,9%	+1,4%	+16,4%
USA Canada	4.498	5.635	4.821	7.156	8.394	-20,2%	-6,7%	-37,1%	-46,4%
Europe	32.277	35.836	36.856	36.628	36.029	-9,9%	-12,4%	-11,9%	-10,4%
Middle East	36.362	71.957	56.868	65.109	46.078	-49,5%	-36,1%	-44,2%	-21,1%
India & Pakistan	6.842	21.763	6.631	12.535	11.120	-68,6%	+3,2%	-45,4%	-38,5%
Japan Korea	394	458	382	302	604	-14,0%	+3,1%	+30,2%	-34,8%
China & Hong Kong Vietnam	3.765	7.757	4.869	8.329	15.779	-51,5%	-22,7%	-54,8%	-76,1%
Others Asia & Pacific Rim	30	323	362	1.258	206	-90,7%	-91,7%	-97,6%	-85,5%
Mexico Central & South America	896	1.186	1.075	1.306	926	-24,5%	-16,7%	-31,4%	-3,3%
Others	1.005	2.082	778	1.155	1.180	-51,7%	+29,1%	-13,0%	-14,8%
Total sales	86.067	146.997	112.643	133.780	120.317	-41,4%	-23,6%	-35,7%	-28,5%
Joint ending inventory	80.936	33.264	23.229	30.910	23.149	+143,3%	+248,4%	+161,8%	+249,6%

Sales ÷ Starting inventory	51,5%	81,5%	82,9%	81,2%	83,9%
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February 16, 2022

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 for export	66.932	66.249	60.681	59.513	50.192	+1,0%	+10,3%	+12,5%	+33,4%
Carry-In	580	580	1.609	61	2.783	+0,0%	-64,0%	+854,4%	-79,2%
Supply for export	67.512	66.829	62.290	59.574	52.975	+1,0%	+8,4%	+13,3%	+27,4%
% of the crop	44%	48%	44%	46%	45%				

Chile | Sales | March to January - Off 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	49.138	47.748	43.663	39.805	36.065	+2,9%	+12,5%	+23,4%	+36,2%
Middle East	3.424	4.279	2.899	2.724	3.730	-20,0%	+18,1%	+25,7%	-8,2%
India & Pakistan	296	1.293	876	195	221	-77,1%	-66,3%	+51,3%	+34,0%
Japan Korea	1.768	876	1.656	1.319	1.676	+101,9%	+6,8%	+34,1%	+5,5%
China & Hong Kong Vietnam	47	0	338	293	0	#####	-86,0%	-83,8%	+0,0%
Others Asia & Pacific Rim	744	852	775	470	0	-12,7%	-4,0%	+58,2%	+0,0%
Mexico Central & South America	10.217	9.338	10.190	9.678	8.564	+9,4%	+0,3%	+5,6%	+19,3%
Others	0	0	0	-0	2.417	+0,0%	-100,0%	-100,0%	-100,0%
Total sales	65.634	64.385	60.397	54.484	52.671	+1,9%	+8,7%	+20,5%	+24,6%
Final inventory	1.878	2.444	1.893	5.090	304	-23,2%	-0,8%	-63,1%	+516,9%

Sales ÷ Crop	98,1%	97,2%	99,5%	91,5%	104,9%
Sales ÷ Supply	97,2%	96,3%	97,0%	91,5%	99,4%

Chile | Sales | September to January - 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
Initial inventory	35.823	34.836	23.439	33.088	22.629	+2,8%	+52,8%	+8,3%	+58,3%
USA Canada	0	0	0	0	0	+0,0%	+0,0%	+0,0%	+0,0%
Europe	26.002	22.181	14.126	19.517	15.295	+17,2%	+84,1%	+33,2%	+70,0%
Middle East	1.445	2.505	851	2.001	837	-42,3%	+69,8%	-27,8%	+72,6%
India & Pakistan	39	873	134	82	140	-95,6%	-71,0%	-52,8%	-72,3%
Japan Korea	435	201	369	347	251	+116,4%	+17,7%	+25,4%	+73,5%
China & Hong Kong Vietnam	47	0	42	247	0	#####	+12,6%	-80,8%	+0,0%
Others Asia & Pacific Rim	291	502	279	270	0	-42,0%	+4,4%	+7,8%	+0,0%
Mexico Central & South America	5.686	6.130	5.745	5.535	4.790	-7,2%	-1,0%	+2,7%	+18,7%
Others	0	0	0	0	1.013	+0,0%	+0,0%	+0,0%	-100,0%
Total sales	33.945	32.392	21.545	27.998	22.325	+4,8%	+57,5%	+21,2%	+52,0%

Sales ÷ Crop	50,7%	48,9%	35,5%	47,0%	44,5%
Sales ÷ Supply	50,3%	48,5%	34,6%	47,0%	42,1%
Sales ÷ Initial inventory	94,8%	93,0%	91,9%	84,6%	98,7%

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California | Crop & Supply

Metric tons (inshell equivalent)	California Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Crop	476.998	545.762	464.024	462.654	433.484
Carry-In	86.683	55.488	58.844	56.077	49.820
Total Supply	563.681	601.250	522.868	518.732	483.304
% of the crop	76%	77%	78%	75%	76%

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
-12,6%	+2,8%	+3,1%	+10,0%
+56,2%	+47,3%	+54,6%	+74,0%
-6,2%	+7,8%	+8,7%	+16,6%

California | Sales | September to January - On Season

Metric tons (inshell equivalent)	California Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
USA Canada	96.272	103.292	105.292	101.182	91.474
Europe	58.933	53.144	60.094	48.842	56.923
Middle East	11.611	22.346	11.709	21.306	10.350
India & Pakistan	37	1.923	1.233	154	0
Japan Korea	33.673	29.117	24.956	26.746	32.616
China & Hong Kong Vietnam	1.015	927	1.109	2.405	2.037
Others Asia & Pacific Rim	8.567	10.831	9.424	9.725	10.367
Mexico Central & South America	30	0	4	20	199
Others	1.164	1.630	932	1.268	1.559
Total	211.302	223.210	214.753	211.647	205.524
Final inventory	352.379	378.040	308.115	307.084	277.780

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
-6,8%	-8,6%	-4,9%	+5,2%
+10,9%	-1,9%	+20,7%	+3,5%
-48,0%	-0,8%	-45,5%	+12,2%
-98,1%	-97,0%	-75,8%	+0,0%
+15,6%	+34,9%	+25,9%	+3,2%
+9,4%	-8,5%	-57,8%	-50,2%
-20,9%	-9,1%	-11,9%	-17,4%
+0,0%	+702,3%	+47,8%	-85,0%
-28,6%	+24,9%	-8,2%	-25,3%
-5,3%	-1,6%	-0,2%	+2,8%
-6,8%	+14,4%	+14,7%	+26,9%

Sales ÷ Crop	44,3%	40,9%	46,3%	45,7%	47,4%
Sales ÷ Supply	37,5%	37,1%	41,1%	40,8%	42,5%

California + Chile | Sales | September to January

Metric tons (inshell equivalent)	California Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Joint starting inventory	599.503	636.086	546.307	551.820	505.933
USA Canada	96.272	103.292	105.292	101.182	91.474
Europe	84.935	75.325	74.220	68.358	72.218
Middle East	13.055	24.851	12.560	23.307	11.187
India & Pakistan	76	2.797	1.367	236	140
Japan Korea	34.108	29.318	25.326	27.093	32.867
China & Hong Kong Vietnam	1.062	927	1.151	2.652	2.037
Others Asia & Pacific Rim	8.858	11.333	9.702	9.995	10.367
Mexico Central & South America	5.716	6.130	5.749	5.555	4.989
Others	1.164	1.630	932	1.268	2.571
Total sales	245.246	255.602	236.299	239.646	227.849
Joint ending inventory	354.257	380.485	310.008	312.174	278.084

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
-5,8%	+9,7%	+8,6%	+18,5%
-6,8%	-8,6%	-4,9%	+5,2%
+12,8%	+14,4%	+24,2%	+17,6%
-47,5%	+3,9%	-44,0%	+16,7%
-97,3%	-94,4%	-67,8%	-45,5%
+16,3%	+34,7%	+25,9%	+3,8%
+14,5%	-7,8%	-60,0%	-47,9%
-21,8%	-8,7%	-11,4%	-14,6%
-6,7%	-0,6%	+2,9%	+14,6%
-28,6%	+24,9%	-8,2%	-54,7%
-4,1%	+3,8%	+2,3%	+7,6%
-6,9%	+14,3%	+13,5%	+27,4%

Sales ÷ Starting inventory	40,9%	40,2%	43,3%	43,4%	45,0%
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walnut sales forecast

February 16, 2022

Chilean walnut sales forecast

Metric tons [Inshell equivalent]	2021				2022								TOTAL	JAN		
	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG		FCST	REAL	DIF.
USA Canada	0	0	0	0	0	0	0	0	0	49	-49	0	0	0	0	
Europe	12.886	8.680	4.155	3.420	1.034	586	-229	2.535	8.684	11.670	7.803	11.875	73.097	2.261	1.034	-1.227
Middle East	3.487	1.128	475	583	165	469	18	6.118	10.659	7.709	3.798	3.195	37.804	611	165	-445
India & Pakistan	2.554	1.337	342	601	27	45	-359	0	4.637	5.054	3.686	4.360	22.285	15	27	12
Japan Korea	218	43	54	41	79	0	0	971	-635	607	233	294	1.904	0	79	79
China & Hong Kong Vietnam	386	347	-80	0	0	48	48	305	1.718	2.477	1.539	1.136	7.925	0	0	0
Others Asia & Pacific Rim	22	17	152	17	83	6	0	0	247	385	80	179	1.187	8	83	74
Mexico Central & South America	1.688	1.756	1.806	843	333	533	464	619	1.190	1.137	1.880	1.276	13.524	823	333	-490
Others	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total sales by market	21.241	13.308	6.903	5.505	1.721	1.688	-59	10.548	26.500	29.089	18.969	22.315	157.728	3.717	1.721	-1.996
Season to date sales	119.265	132.573	139.476	144.981	146.702	148.390	632	11.180	37.679	66.768	85.738	108.053		148.698	146.702	-1.996
Sales ÷ Crop	81%	90%	94%	98%	99%	100%	0%	7%	23%	41%	53%	66%		99%	99%	0%
Sales ÷ Supply	80%	89%	94%	98%	99%	100%	0%	7%	23%	41%	52%	66%		99%	99%	0%

Initial stock	50.556	29.315	16.007	9.104	3.599	1.878	190	163.329	152.781	126.282	97.193	78.223	50.556	5.599	3.599	-2.000
Crop of the year [for exports]	0	0	0	0	0	0	163.080	0	0	0	0	0	163.080	0	0	0
Monthly sales	-21.241	-13.308	-6.903	-5.505	-1.721	-1.688	59	-10.548	-26.500	-29.089	-18.969	-22.315	-157.728	-3.717	-1.721	1.996
Final stock (2021/22)	29.315	16.007	9.104	3.599	1.878	190	163.329	152.781	126.282	97.193	78.223	55.908	55.908	1.882	1.878	-4
Final stock [2020/21]	30.195	18.185	11.328	5.807	1.609	131	143.434	134.354	109.811	83.455	66.194	45.941				
Final stock [2019/20]	18.235	12.955	6.574	3.305	1.944	948	131.146	124.233	104.123	84.642	64.903	46.159				
Final stock [2018/19]	29.672	19.792	13.399	8.397	5.402	2.742	134.656	118.147	93.381	65.013	45.716	27.935				

California walnut sales forecast

Metric tons [Inshell equivalent]	2021				2022								TOTAL	JAN		
	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG		FCST	REAL	DIF.
USA Canada	21.139	25.143	23.267	16.756	14.465	13.732	19.390	20.128	16.684	19.218	17.422	19.445	226.789	22.569	14.465	-8.104
Europe	4.578	25.242	22.956	19.764	14.498	11.081	10.956	8.355	7.880	7.113	5.494	4.327	142.244	20.215	14.498	-5.717
Middle East	1.666	9.055	15.462	10.181	7.215	7.039	6.430	3.391	2.505	1.751	1.693	1.225	67.612	27.106	7.215	-19.891
India & Pakistan	0	120	420	537	979	162	337	379	180	240	252	678	4.285	6.263	979	-5.284
Japan Korea	2.668	4.764	9.183	8.141	9.311	5.890	9.798	8.532	8.721	4.490	3.911	1.503	76.912	4.776	9.311	4.535
China & Hong Kong Vietnam	0	1.040	1.567	724	843	2.379	991	277	378	141	-491	728	8.575	4.269	843	-3.426
Others Asia & Pacific Rim	463	1.093	2.319	2.615	2.108	1.859	2.829	2.410	810	1.655	1.554	1.856	21.569	4.266	2.108	-2.157
Mexico Central & South America	0	59	120	7	0	0	24	0	3	84	82	25	404	58	0	-58
Others	110	609	737	1.125	-412	131	287	208	184	0	95	22	3.094	360	-412	-771
Total sales by market	30.624	67.125	76.030	59.850	49.006	42.272	51.040	43.680	37.344	34.691	30.013	29.808	551.484	89.881	49.006	-40.874
Season to date sales	30.624	97.749	173.779	233.629	282.636	324.908	375.948	419.628	456.972	491.663	521.676	551.484		323.510	282.636	-40.874
Sales ÷ Crop	5%	16%	28%	37%	45%	52%	60%	67%	73%	78%	83%	88%		52%	45%	-7%
Sales ÷ Supply	4%	14%	24%	33%	39%	45%	53%	59%	64%	69%	73%	77%		45%	39%	-6%

Initial stock	88.953	685.327	618.202	542.172	482.322	433.316	391.043	340.003	296.323	258.979	224.288	194.275	88.953	482.322	482.322	0
Crop of the year	626.998	0	0	0	0	0	0	0	0	0	0	0	626.998	0	0	0
Monthly sales	-30.624	-67.125	-76.030	-59.850	-49.006	-42.272	-51.040	-43.680	-37.344	-34.691	-30.013	-29.808	-551.484	-89.881	-49.006	40.874
Final stock (2021/22)	685.327	618.202	542.172	482.322	433.316	391.043	340.003	296.323	258.979	224.288	194.275	164.467	164.467	392.441	433.316	40.874
Final stock [2020/21]	744.184	651.012	546.367	468.360	412.140	354.434	285.707	229.192	189.270	150.674	118.784	88.953				
Final stock [2019/20]	629.644	542.910	451.823	387.372	331.293	280.026	223.512	181.297	147.888	112.777	85.381	58.046				
Final stock [2018/19]	649.285	566.200	478.474	407.886	337.682	277.707	220.134	174.336	138.976	107.994	82.887	60.037				

California + Chile

Metric tons [Inshell equivalent]	2021				2022								TOTAL	JAN		
	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG		FCST	REAL	DIF.
Total sales	51.865	80.433	82.933	65.355	50.727	43.960	50.981	54.228	63.844	63.779	48.983	52.123	709.211	93.598	50.727	-42.871
Final stock (2021/22)	714.642	634.209	551.276	485.921	435.193	391.234	503.332	449.104	385.261	321.481	272.498	220.375	220.375	394.323	435.193	40.871
Final stock [2020/21]	774.379	669.198	557.696	474.168	413.748	354.565	429.141	363.547	299.080	234.129	184.978	134.895				
Final stock [2019/20]	647.880	555.865	458.397	390.677	333.237	280.974	354.658	305.530	252.012	197.419	150.284	104.206				
Final stock [2018/19]	678.957	585.992	491.873	416.283	343.084	280.450	354.790	292.484	232.357	173.007	128.603	87.972				