

July 27th, 2021

California | Crop & Supply

Metric tons (Inshell equivalent)	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Crop	711.011	590.333	610.285	569.529	620.822
Carry-In	58.046	60.037	57.642	50.781	59.121
Total Export Supply	769.057	650.370	667.926	620.310	679.943

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+20,4%	+16,5%	+24,8%	+14,5%
-3,3%	+0,7%	+14,3%	-1,8%
+18,2%	+15,1%	+24,0%	+13,1%

California | Sales | September to June - Off Season

Metric tons (inshell equivalent)	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
USA Canada	208.433	202.738	201.345	177.627	187.786
Europe	157.386	152.972	136.446	140.167	142.257
Medium East India & Pakistan	145.949	96.405	129.022	86.660	119.867
Japan Korea	75.367	58.442	59.577	65.587	62.287
China & Hong Kong Vietnam	12.720	9.157	13.443	21.883	44.555
Others Asia & Pacific Rim	21.992	17.175	19.375	18.350	22.297
Mexico Central & South America	325	427	351	373	545
Others	5.610	2.540	3.625	3.938	6.120
Total sales	627.782	539.857	563.184	514.584	585.714
Final inventory	141.275	110.513	104.742	105.726	94.229

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+2,8%	+3,5%	+17,3%	+11,0%
+2,9%	+15,3%	+12,3%	+10,6%
+51,4%	+13,1%	+68,4%	+21,8%
+29,0%	+26,5%	+14,9%	+21,0%
+38,9%	-5,4%	-41,9%	-71,5%
+28,0%	+13,5%	+19,8%	-1,4%
-23,9%	-7,4%	-12,8%	-40,4%
+120,9%	+54,8%	+42,5%	-8,3%
+16,3%	+11,5%	+22,0%	+7,2%
+27,8%	+34,9%	+33,6%	+49,9%

Sales ÷ Crop	88,3%	91,4%	92,3%	90,4%	94,3%
Sales ÷ Supply	81,6%	83,0%	84,3%	83,0%	86,1%

California | Sales | March to June - On Season

Metric tons (inshell equivalent)	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Initial inventory	348.422	277.161	273.528	254.777	253.980
USA Canada	82.588	75.772	76.713	64.949	69.424
Europe	54.168	42.477	40.120	35.946	33.836
Medium East India & Pakistan	20.610	14.395	16.425	13.228	14.868
Japan Korea	36.567	26.287	25.676	25.401	26.406
China & Hong Kong Vietnam	3.244	1.630	2.066	2.783	4.418
Others Asia & Pacific Rim	8.698	5.469	6.673	5.765	9.227
Mexico Central & South America	95	0	163	68	121
Others	1.175	618	950	912	1.450
Total sales	207.147	166.648	168.786	149.051	159.751

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+25,7%	+27,4%	+36,8%	+37,2%
+9,0%	+7,7%	+27,2%	+19,0%
+27,5%	+35,0%	+50,7%	+60,1%
+43,2%	+25,5%	+55,8%	+38,6%
+39,1%	+42,4%	+44,0%	+38,5%
+99,1%	+57,0%	+16,6%	-26,6%
+59,0%	+30,4%	+50,9%	-5,7%
+0,0%	-41,6%	+39,5%	-21,5%
+90,2%	+23,7%	+28,9%	-18,9%
+24,3%	+22,7%	+39,0%	+29,7%

Sales ÷ Crop	29,1%	28,2%	27,7%	26,2%	25,7%
Sales ÷ Supply	26,9%	25,6%	25,3%	24,0%	23,5%
Sales ÷ Initial inventory	59,5%	60,1%	61,7%	58,5%	62,9%

inshell + shelled

Chile | Crop & Supply

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

Chile | Sales | March to June - On Season

Metric tons (inshell equivalent)	Chilean Season					2021/22 vs.			
	2021/22	2020/21	2019/20	2018/19	2017/18	2020/21	2019/20	2018/19	2017/18
USA Canada	0	0	0	0	0	+0,0%	+0,0%	+0,0%	+0,0%
Europe	20.818	19.579	22.705	15.932	17.918	+6,3%	-8,3%	+30,7%	+16,2%
Medium East India & Pakistan	31.248	18.774	40.243	28.302	30.233	+66,4%	-22,4%	+10,4%	+3,4%
Japan Korea	841	349	799	515	930	+140,9%	+5,3%	+63,2%	-9,6%
China & Hong Kong Vietnam	4.085	5.887	3.835	1.262	774	-30,6%	+6,5%	+223,7%	+427,8%
Others Asia & Pacific Rim	569	660	848	363	0	-13,8%	-32,9%	+56,6%	+0,0%
Mexico Central & South America	2.699	1.860	2.758	2.541	2.000	+45,1%	-2,2%	+6,2%	+35,0%
Others			0	-0	1.277	+0,0%	+0,0%	-100,0%	-100,0%
Total	60.260	47.109	71.187	48.916	53.131	+27,9%	-15,4%	+23,2%	+13,4%
Final inventory	83.706	84.642	65.013	76.504	55.966	-1,1%	+28,8%	+9,4%	+49,6%

Sales ÷ Crop	40,6%	34,5%	51,1%	37,8%	48,1%
Sales ÷ Supply	41,9%	35,8%	52,3%	39,0%	48,7%

California + Chile | Sales | March to June

Metric tons (inshell equivalent)	Chilean Season					2021/22 vs.			
	2021/22	2020/21	2019/20	2018/19	2017/18	2020/21	2019/20	2018/19	2017/18
Joint starting inventory	492.387	408.912	409.728	380.197	363.078	+20,4%	+20,2%	+29,5%	+35,6%
USA Canada	82.588	75.772	76.713	64.949	69.424	+9,0%	+7,7%	+27,2%	+19,0%
Europe	74.986	62.056	62.825	51.877	51.754	+20,8%	+19,4%	+44,5%	+44,9%
Medium East India & Pakistan	51.858	33.169	56.667	41.530	45.101	+56,3%	-8,5%	+24,9%	+15,0%
Japan Korea	37.408	26.636	26.475	25.916	27.336	+40,4%	+41,3%	+44,3%	+36,8%
China & Hong Kong Vietnam	7.329	7.516	5.901	4.045	5.192	-2,5%	+24,2%	+81,2%	+41,2%
Others Asia & Pacific Rim	9.267	6.130	7.521	6.128	9.227	+51,2%	+23,2%	+51,2%	+0,4%
Mexico Central & South America	2.794	1.860	2.921	2.610	2.121	+50,2%	-4,4%	+7,1%	+31,7%
Others	1.175	618	950	912	2.726	+90,2%	+23,7%	+28,9%	-56,9%
Total sales	267.406	213.757	239.973	197.967	212.883	+25,1%	+11,4%	+35,1%	+25,6%
Joint ending inventory	224.981	195.155	169.755	182.230	150.195	+15,3%	+32,5%	+23,5%	+49,8%

Sales ÷ Starting inventory	54,3%	52,3%	58,6%	52,1%	58,6%
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July 27th, 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 June - Off Season

Metric tons	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
USA Canada	6.809	5.674	8.696	10.023	6.872
Europe	39.149	38.251	38.101	37.148	43.014
Medium East India & Pakistan	105.024	73.791	94.178	68.777	86.147
Japan Korea	485	382	306	608	522
China & Hong Kong Vietnam	10.245	7.007	9.152	16.726	36.617
Others Asia & Pacific Rim	250	268	872	216	308
Mexico Central & South America	228	396	288	82	279
Others	2.517	1.035	1.336	1.299	2.546
Total sales	164.708	126.805	152.928	134.878	176.305
Final inventory	10.850	4.571	1.961	4.126	3.555

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+20,0%	-21,7%	-32,1%	-0,9%
+2,3%	+2,8%	+5,4%	-9,0%
+42,3%	+11,5%	+52,7%	+21,9%
+27,0%	+58,5%	-20,2%	-7,0%
+46,2%	+11,9%	-38,7%	-72,0%
-6,9%	-71,3%	+15,6%	-18,8%
-42,4%	-20,7%	+177,5%	-18,3%
+143,2%	+88,3%	+93,7%	-1,2%
+29,9%	+7,7%	+22,1%	-6,6%
+137,4%	+453,2%	+163,0%	+205,2%

Sales ÷ Crop	95,2%	97,4%	99,7%	97,7%	99,0%
Sales ÷ Supply	93,8%	96,5%	98,7%	97,0%	98,0%

California | Sales | March to June - 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	1.101	701	1.211	1.230	778
Europe	4.611	1.577	2.442	1.543	1.281
Medium East India & Pakistan	9.560	8.933	8.359	7.839	5.566
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	1.984	932	670	601	1.921
Others Asia & Pacific Rim	0	10	111	10	20
Mexico Central & South America	0	0	120	0	20
Others	215	216	141	83	242
Total sales	17.471	12.369	13.053	11.305	9.830

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+67,2%	+88,6%	+83,5%	+111,6%
+57,0%	-9,1%	-10,5%	+41,5%
+192,5%	+88,8%	+198,8%	+259,9%
+7,0%	+14,4%	+22,0%	+71,7%
+0,0%	+0,0%	+0,0%	+0,0%
+113,0%	+196,3%	+230,1%	+3,3%
-100,0%	-100,0%	-100,0%	-100,0%
+0,0%	-100,0%	+0,0%	-100,0%
-0,8%	+52,0%	+159,8%	-11,4%
+41,2%	+33,8%	+54,5%	+77,7%

Sales ÷ Crop	10,1%	9,5%	8,5%	8,2%	5,5%
Sales ÷ Supply	10,0%	9,4%	8,4%	8,1%	5,5%
Sales ÷ Initial inventory	61,7%	73,0%	86,9%	73,3%	73,4%

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
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 June - On Season

Metric tons	Chilean Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
USA Canada	0	0	0	0	0
Europe	10.474	8.603	10.288	7.113	7.841
Medium East India & Pakistan	30.098	17.711	38.403	27.958	29.388
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	4.085	5.887	3.833	1.262	774
Others Asia & Pacific Rim	318	530	505	280	0
Mexico Central & South America	701	659	604	610	295
Others	0	0	0	0	736
Total	45.676	33.390	53.632	37.222	39.034
Final inventory	22.324	31.532	20.278	28.623	17.088

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+0,0%	+0,0%	+0,0%	+0,0%
+21,7%	+1,8%	+47,3%	+33,6%
+69,9%	-21,6%	+7,7%	+2,4%
+0,0%	+0,0%	+0,0%	+0,0%
-30,6%	+6,6%	+223,7%	+427,8%
-40,0%	-37,0%	+13,5%	+0,0%
+6,4%	+16,1%	+15,0%	+137,8%
+0,0%	+0,0%	+0,0%	-100,0%
+36,8%	-14,8%	+22,7%	+17,0%
-29,2%	+10,1%	-22,0%	+30,6%

Sales ÷ Crop	67,2%	51,4%	72,6%	56,5%	69,6%
Sales ÷ Supply	67,2%	51,4%	72,6%	56,5%	69,6%

California + Chile | Sales | March to June

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	1.101	701	1.211	1.230	778
Europe	15.085	10.180	12.730	8.656	9.122
Medium East India & Pakistan	39.658	26.644	46.762	35.797	34.954
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	6.069	6.818	4.502	1.863	2.696
Others Asia & Pacific Rim	318	540	615	290	20
Mexico Central & South America	701	659	724	610	315
Others	215	216	141	83	978
Total sales	63.147	45.759	66.685	48.528	48.864
Joint ending inventory	33.174	36.103	22.239	32.749	20.643

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+17,7%	+8,3%	+18,5%	+38,6%
+57,0%	-9,1%	-10,5%	+41,5%
+48,2%	+18,5%	+74,3%	+65,4%
+48,8%	-15,2%	+10,8%	+13,5%
+0,0%	+0,0%	+0,0%	+0,0%
-11,0%	+34,8%	+225,8%	+125,2%
-41,2%	-48,3%	+9,6%	+1473,1%
+6,4%	-3,2%	+15,0%	+122,7%
-0,8%	+52,0%	+159,8%	-78,1%
+38,0%	-5,3%	+30,1%	+29,2%
-8,1%	+49,2%	+1,3%	+60,7%

Sales ÷ Starting inventory	65,6%	55,9%	75,0%	59,7%	70,3%
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July 27th, 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 June - Off Season

Metric tons (inshell equivalent)	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
USA Canada	201.624	197.065	192.650	167.604	180.914
Europe	118.237	114.721	98.346	103.019	99.243
Medium East India & Pakistan	40.924	22.614	34.845	17.883	33.720
Japan Korea	74.881	58.060	59.271	64.979	61.765
China & Hong Kong Vietnam	2.475	2.150	4.291	5.157	7.938
Others Asia & Pacific Rim	21.742	16.907	18.503	18.134	21.989
Mexico Central & South America	97	31	63	291	266
Others	3.094	1.505	2.288	2.639	3.574
Total sales	463.074	413.052	410.256	379.706	409.410
Final inventory	237.983	172.396	183.760	174.758	214.411

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+2,3%	+4,7%	+20,3%	+11,4%
+3,1%	+20,2%	+14,8%	+19,1%
+81,0%	+17,4%	+128,8%	+21,4%
+29,0%	+26,3%	+15,2%	+21,2%
+15,1%	-42,3%	-52,0%	-68,8%
+28,6%	+17,5%	+19,9%	-1,1%
+209,0%	+53,3%	-66,6%	-63,6%
+105,6%	+35,2%	+17,2%	-13,4%
+12,1%	+12,9%	+22,0%	+13,1%
+38,0%	+29,5%	+36,2%	+11,0%

Sales ÷ Crop	72,0%	78,6%	76,5%	75,4%	72,5%
Sales ÷ Supply	66,1%	70,6%	69,1%	68,5%	65,6%

California | Sales | March to June - 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	81.487	75.070	75.503	63.719	68.646
Europe	49.557	40.901	37.678	34.402	32.555
Medium East India & Pakistan	11.051	5.462	8.066	5.389	9.302
Japan Korea	36.567	26.287	25.676	25.401	26.406
China & Hong Kong Vietnam	1.260	698	1.397	2.182	2.497
Others Asia & Pacific Rim	8.698	5.459	6.562	5.755	9.207
Mexico Central & South America	95	0	43	68	101
Others	961	402	809	829	1.208
Total sales	189.676	154.279	155.733	137.745	149.922

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+30,9%	+26,0%	+36,8%	+17,4%
+8,5%	+7,9%	+27,9%	+18,7%
+21,2%	+31,5%	+44,1%	+52,2%
+102,3%	+37,0%	+105,0%	+18,8%
+39,1%	+42,4%	+44,0%	+38,5%
+80,5%	-9,8%	-42,3%	-49,5%
+59,3%	+32,6%	+51,1%	-5,5%
+0,0%	+120,9%	+39,5%	-5,9%
+139,2%	+18,7%	+15,8%	-20,5%
+22,9%	+21,8%	+37,7%	+26,5%

Sales ÷ Crop	29,5%	29,4%	29,0%	27,3%	26,5%
Sales ÷ Supply	27,1%	26,4%	26,2%	24,8%	24,0%
Sales ÷ Initial inventory	44,4%	47,2%	45,9%	44,1%	41,1%

shelled

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 June - 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	10.344	10.976	12.417	8.819	10.077
Medium East India & Pakistan	1.150	1.064	1.840	344	845
Japan Korea	841	349	799	515	930
China & Hong Kong Vietnam	0	0	2	0	0
Others Asia & Pacific Rim	251	130	343	83	0
Mexico Central & South America	1.998	1.201	2.154	1.932	1.705
Others	0	0	0	-0	541
Total	14.584	13.719	17.555	11.693	14.097
Final inventory	66.382	58.612	49.370	51.907	43.028

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+0,0%	+0,0%	+0,0%	+0,0%
-5,8%	-16,7%	+17,3%	+2,7%
+8,1%	-37,5%	+234,3%	+36,1%
+140,9%	+5,3%	+63,2%	-9,6%
+0,0%	-97,0%	+0,0%	+0,0%
+93,2%	-26,9%	+201,1%	+0,0%
+66,4%	-7,3%	+3,4%	+17,2%
+0,0%	+0,0%	-100,0%	-100,0%
+6,3%	-16,9%	+24,7%	+3,4%
+13,3%	+34,5%	+27,9%	+54,3%

Sales ÷ Crop	18,1%	19,1%	26,9%	18,4%	25,9%
Sales ÷ Supply	18,0%	19,0%	26,2%	18,4%	24,7%

California + Chile | Sales | March to June

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	81.487	75.070	75.503	63.719	68.646
Europe	59.901	51.876	50.095	43.221	42.631
Medium East India & Pakistan	12.200	6.526	9.906	5.733	10.147
Japan Korea	37.408	26.636	26.475	25.916	27.336
China & Hong Kong Vietnam	1.260	698	1.399	2.182	2.497
Others Asia & Pacific Rim	8.949	5.589	6.905	5.838	9.207
Mexico Central & South America	2.093	1.201	2.197	2.000	1.806
Others	961	402	809	829	1.748
Total sales	204.260	167.998	173.287	149.439	164.019
Joint ending inventory	304.365	231.008	233.130	226.666	257.439

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+27,5%	+25,1%	+35,2%	+20,7%
+8,5%	+7,9%	+27,9%	+18,7%
+15,5%	+19,6%	+38,6%	+40,5%
+87,0%	+23,2%	+112,8%	+20,2%
+40,4%	+41,3%	+44,3%	+36,8%
+80,5%	-9,9%	-42,3%	-49,5%
+60,1%	+29,6%	+53,3%	-2,8%
+74,3%	-4,7%	+4,6%	+15,9%
+139,2%	+18,7%	+15,8%	-45,1%
+21,6%	+17,9%	+36,7%	+24,5%
+31,8%	+30,6%	+34,3%	+18,2%

Sales ÷ Starting inventory	40,2%	42,1%	42,6%	39,7%	38,9%
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walnut sales forecast

July 27th, 2021

California walnut sales forecast

Metric tons [Inshell equivalent]	2021						2022						TOTAL	JUN		
	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	17.430	20.235	21.708	30.585	29.175	20.543	19.272	17.916	259.452	19.626	21.047	1.421
Europe	20.606	15.672	9.164	8.727	7.724	2.545	8.418	36.838	21.024	19.301	16.996	14.712	181.726	8.113	8.727	614
Medium East India & Pakistan	11.969	4.340	2.725	1.576	1.763	2.255	4.134	27.416	34.659	23.074	19.904	15.463	149.278	2.362	1.576	-786
Japan Korea	10.923	11.502	8.675	5.467	3.270	3.653	2.231	5.955	7.656	8.521	8.094	7.517	83.464	3.913	5.467	1.554
China & Hong Kong Vietnam	1.614	818	568	244	153	201	1.108	6.558	4.603	1.624	1.628	1.373	20.492	221	244	23
Others Asia & Pacific Rim	3.098	2.640	1.083	1.877	1.860	1.624	1.141	2.436	3.088	2.981	2.648	2.470	26.945	2.418	1.877	-541
Mexico Central & South America	0	0	4	92	38	21	41	85	104	44	67	10	505	250	92	-158
Others	364	460	106	246	112	75	305	1.066	1.038	636	599	565	5.571	194	246	51
Total sales by market	69.805	57.471	40.596	39.275	32.349	30.609	39.085	110.940	101.346	76.723	69.208	60.027	727.434	37.096	39.275	2.178
Season to date sales	69.805	127.276	167.872	207.147	239.496	270.105	309.190	420.130	521.476	598.199	667.407	727.434		204.968	207.147	2.178
Sales ÷ Crop	10%	18%	24%	29%	34%	38%	44%	60%	74%	85%	95%	104%		29%	29%	0%
Sales ÷ Supply	9%	17%	22%	27%	31%	35%	40%	54%	67%	77%	86%	93%		27%	27%	0%

Initial stock	348.422	278.617	221.146	180.550	141.275	108.926	78.317	739.761	628.821	527.475	450.752	381.544	348.422	180.550	180.550	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	-32.349	-30.609	-39.085	-110.940	-101.346	-76.723	-69.208	-60.027	-727.434	-37.096	-39.275	-2.178
Final stock (2021/22)	278.617	221.146	180.550	141.275	108.926	78.317	739.761	628.821	527.475	450.752	381.544	321.517	321.517	143.453	141.275	-2.178
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	JUN		
	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	219	2.294	7.820	10.486	10.644	7.701	9.307	7.021	4.089	3.320	1.797	1.230	65.929	11.013	10.486	-527
Medium East India & Pakistan	247	5.914	13.513	11.574	6.718	4.461	2.350	1.365	886	678	622	527	48.855	6.953	11.574	4.621
Japan Korea	0	0	300	541	266	483	215	193	88	74	0	0	2.159	203	541	338
China & Hong Kong Vietnam	0	277	1.559	2.249	1.426	3.186	1.136	392	193	94	98	94	10.704	1.332	2.249	917
Others Asia & Pacific Rim	0	23	200	346	207	260	395	274	107	206	60	53	2.131	330	346	16
Mexico Central & South America	59	553	1.069	1.018	1.407	1.158	1.577	1.743	1.629	1.113	655	930	12.911	1.342	1.018	-325
Others	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total sales by market	524	9.061	24.460	26.214	20.667	17.249	14.980	10.988	6.991	5.486	3.232	2.835	142.689	21.174	26.214	5.040
Season to date sales	524	9.586	34.046	60.260	80.927	98.176	113.157	124.145	131.136	136.622	139.854	142.689		55.220	60.260	5.040
Sales ÷ Crop	0%	7%	24%	42%	56%	68%	79%	87%	91%	95%	98%	100%		39%	42%	4%
Sales ÷ Supply	0%	7%	24%	42%	56%	68%	79%	86%	91%	95%	97%	99%		38%	42%	4%

Initial stock	580	143.441	134.380	109.920	83.706	63.038	45.789	30.809	19.820	12.829	7.344	4.111	580	109.920	109.920	0
Crop of the year [for exports]	143.385	0	0	0	0	0	0	0	0	0	0	0	143.385	0	0	0
Monthly sales	-524	-9.061	-24.460	-26.214	-20.667	-17.249	-14.980	-10.988	-6.991	-5.486	-3.232	-2.835	-142.689	-21.174	-26.214	-5.040
Final stock (2021/22)	143.441	134.380	109.920	83.706	63.038	45.789	30.809	19.820	12.829	7.344	4.111	1.276	1.276	88.745	83.706	-5.040
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	JUN		
	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB		FCST	REAL	DIF.
Total sales	70.329	66.532	65.056	65.488	53.017	47.858	54.065	121.929	108.337	82.208	72.440	62.862	870.123	58.270	65.488	7.218
Final stock (2021/22)	422.058	355.526	290.469	224.981	171.964	124.106	770.570	648.641	540.304	458.096	385.656	322.793	322.793	232.199	224.981	-7.218
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				