

California | Crop & Supply

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

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+2,5%	-4,6%	+14,9%	+11,2%
+40,7%	+115,6%	+108,5%	+117,1%
+7,0%	+4,5%	+23,6%	+20,3%

California | Shipments

Metric tons (inshell equivalent)	September – March				
	2022/23	2021/22	2020/21	2019/20	2018/19
USA Canada	159.555	134.645	144.254	152.026	144.298
Europe	103.747	128.258	122.071	125.420	110.467
Middle East & Africa	89.780	63.707	115.187	77.849	107.619
India & Pakistan	5.198	3.255	21.401	8.935	14.358
Japan Korea	39.782	53.731	48.737	39.293	42.488
China & Hong Kong Vietnam	2.919	5.234	11.061	8.426	11.826
Others Asia & Pacific Rim	13.903	14.034	16.069	13.593	15.425
Mexico Central & South America	354	186	230	427	210
Others	4.848	3.708	4.751	2.177	3.005
Total sales	420.085	406.758	483.760	428.145	449.697
Final inventory	383.535	344.233	285.297	222.225	218.229

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+18,5%	+10,6%	+5,0%	+10,6%
-19,1%	-15,0%	-17,3%	-6,1%
+40,9%	-22,1%	+15,3%	-16,6%
+59,7%	-75,7%	-41,8%	-63,8%
-26,0%	-18,4%	+1,2%	-6,4%
-44,2%	-73,6%	-65,4%	-75,3%
-0,9%	-13,5%	+2,3%	-9,9%
+90,1%	+54,0%	-17,1%	+68,4%
+30,7%	+2,0%	+122,7%	+61,3%
+3,3%	-13,2%	-1,9%	-6,6%
+11,4%	+34,4%	+72,6%	+75,7%

Sales ÷ Crop	61,9%	61,4%	68,0%	72,5%	73,7%
Sales ÷ Supply	52,3%	54,2%	62,9%	65,8%	67,3%

California | Shipments

Metric tons (inshell equivalent)	March				
	2023/24	2022/23	2021/22	2020/21	2019/20
Initial inventory	454.144	412.624	353.893	278.306	275.183
USA Canada	25.673	18.329	20.814	25.599	20.428
Europe	18.275	23.071	20.228	15.252	14.535
Middle East & Africa	12.913	11.624	11.427	4.256	8.555
India & Pakistan	756	459	420	594	998
Japan Korea	9.344	10.438	10.705	7.278	8.806
China & Hong Kong Vietnam	256	509	1.609	905	469
Others Asia & Pacific Rim	2.791	3.025	3.036	1.937	2.800
Mexico Central & South America	27	0	0	0	22
Others	572	936	358	260	340
Total sales	70.609	68.391	68.596	56.081	56.954

2023/24 vs.			
2022/23	2021/22	2020/21	2019/20
+10,1%	+28,3%	+63,2%	+65,0%
+40,1%	+23,3%	+0,3%	+25,7%
-20,8%	-9,7%	+19,8%	+25,7%
+11,1%	+13,0%	+203,4%	+50,9%
+64,9%	+80,0%	+27,4%	-24,2%
-10,5%	-12,7%	+28,4%	+6,1%
-49,6%	-84,1%	-71,7%	-45,4%
-7,7%	-8,1%	+44,1%	-0,3%
+0,0%	+0,0%	+0,0%	+22,1%
-38,9%	+59,7%	+119,7%	+68,3%
+3,2%	+2,9%	+25,9%	+24,0%

Sales ÷ Crop	10,4%	10,3%	9,6%	9,5%	9,3%
Sales ÷ Supply	8,8%	9,1%	8,9%	8,6%	8,5%
Sales ÷ Initial inventory	15,5%	16,6%	19,4%	20,2%	20,7%

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Chile | Crop & Supply

Metric tons (inshell equivalent)	Season				
	2023/24	2022/23	2021/22	2020/21	2019/20
Crop	193.374	187.424	149.294	134.071	134.011
Carry-In	1.796	1.842	2.093	853	2.708
Total Export Supply	195.170	189.266	151.387	134.923	136.720
% of the crop	100%	100%	100%	100%	100%

2023/24 vs.			
2022/23	2021/22	2020/21	2019/20
+3,2%	+29,5%	+44,2%	+44,3%
-2,5%	-14,2%	+110,7%	-33,7%
+3,1%	+28,9%	+44,7%	+42,8%

Chile | Shipments

Metric tons (inshell equivalent)	March				
	2023/24	2022/23	2021/22	2020/21	2019/20
USA Canada	0	0	0	0	0
Europe	64	56	223	59	148
Middle East & Africa	391	34	249	483	1.068
India & Pakistan	35	0	0	0	0
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	0	0	0	0	0
Others Asia & Pacific Rim	0	0	0	0	0
Mexico Central & South America	99	264	60	63	329
Others	0	0	0	0	0
Total	589	354	531	606	1.544
Final inventory	194.581	188.912	150.856	134.318	135.175

2023/24 vs.			
2022/23	2021/22	2020/21	2019/20
+0,0%	+0,0%	+0,0%	+0,0%
+14,6%	-71,2%	+8,4%	-56,6%
+1059,1%	+57,3%	-19,0%	-63,3%
+0,0%	+0,0%	+0,0%	+0,0%
+0,0%	+0,0%	+0,0%	+0,0%
+0,0%	-100,0%	+0,0%	+0,0%
+0,0%	+0,0%	+0,0%	+0,0%
-62,6%	+64,5%	+55,6%	-70,0%
+0,0%	+0,0%	+0,0%	+0,0%
+66,6%	+10,8%	-2,7%	-61,9%
+3,0%	+29,0%	+44,9%	+43,9%

Sales ÷ Crop	0,3%	0,2%	0,4%	0,5%	1,2%
Sales ÷ Supply	0,3%	0,2%	0,4%	0,4%	1,1%

California + Chile | Shipments

Metric tons (inshell equivalent)	March				
	2023/24	2022/23	2021/22	2020/21	2019/20
Joint starting inventory	649.314	601.889	505.281	413.229	411.903
USA Canada	25.673	18.329	20.814	25.599	20.428
Europe	18.339	23.127	20.450	15.311	14.683
Middle East & Africa	13.304	11.657	11.676	4.739	9.623
India & Pakistan	791	459	420	594	998
Japan Korea	9.344	10.438	10.705	7.278	8.806
China & Hong Kong Vietnam	256	509	1.609	905	469
Others Asia & Pacific Rim	2.791	3.025	3.036	1.937	2.800
Mexico Central & South America	126	264	60	63	351
Others	572	936	358	260	340
Total sales	71.198	68.745	69.128	56.687	58.498
Joint ending inventory	578.116	533.145	436.153	356.543	353.405

2023/24 vs.			
2022/23	2021/22	2020/21	2019/20
+7,9%	+28,5%	+57,1%	+57,6%
+40,1%	+23,3%	+0,3%	+25,7%
-20,7%	-10,3%	+19,8%	+24,9%
+14,1%	+13,9%	+180,7%	+38,3%
+72,5%	+88,3%	+33,3%	-20,7%
-10,5%	-12,7%	+28,4%	+6,1%
-49,6%	-84,1%	-71,7%	-45,4%
-7,7%	-8,1%	+44,1%	-0,3%
-52,2%	+110,1%	+98,8%	-64,1%
-38,9%	+59,7%	+119,7%	+68,3%
+3,6%	+3,0%	+25,6%	+21,7%
+8,4%	+32,5%	+62,1%	+63,6%

Sales ÷ Starting inventory	11,0%	11,4%	13,7%	13,7%	14,2%
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April 21, 2023

California | Crop & Supply 🇺🇸

Metric tons	Season				
	2022/23	2021/22	2020/21	2019/20	2018/19
Crop (for INSHELL WALNUTS)	120.000	119.602	166.379	130.183	153.325
Carry-In	5.884	2.270	2.558	1.192	1.564
Supply for export	125.884	121.873	168.937	131.375	154.889
% of the crop	18%	18%	23%	22%	25%

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+0,3%	-27,9%	-7,8%	-21,7%
+159,2%	+130,0%	+393,5%	+276,1%
+3,3%	-25,5%	-4,2%	-18,7%

California | Shipments

Metric tons	September – March				
	2022/23	2021/22	2020/21	2019/20	2018/19
USA Canada	5.088	4.904	6.045	5.208	7.904
Europe	16.822	31.895	36.261	37.331	36.832
Middle East & Africa	62.827	43.386	82.045	59.851	77.313
India & Pakistan	4.764	3.218	19.325	7.507	14.087
Japan Korea	452	394	485	382	306
China & Hong Kong Vietnam	1.367	3.617	9.633	6.848	8.641
Others Asia & Pacific Rim	32	30	250	268	872
Mexico Central & South America	47	156	228	396	168
Others	931	1.504	2.383	895	1.314
Total sales	92.331	89.103	156.655	118.686	147.437
Final inventory	33.554	32.770	12.282	12.689	7.453

2022/23 vs.			
2021/22	2020/21	2019/20	2018/19
+3,8%	-15,8%	-2,3%	-35,6%
-47,3%	-53,6%	-54,9%	-54,3%
+44,8%	-23,4%	+5,0%	-18,7%
+48,0%	-75,3%	-36,5%	-66,2%
+14,8%	-6,8%	+18,3%	+47,7%
-62,2%	-85,8%	-80,0%	-84,2%
+5,5%	-87,3%	-88,2%	-96,4%
-69,8%	-79,3%	-88,1%	-71,9%
-38,1%	-60,9%	+4,1%	-29,2%
+3,6%	-41,1%	-22,2%	-37,4%
+2,4%	+173,2%	+164,4%	+350,2%

Sales ÷ Crop	76,9%	74,5%	94,2%	91,2%	96,2%
Sales ÷ Supply	73,3%	73,1%	92,7%	90,3%	95,2%

California | Shipments

Metric tons	March				
	2023/24	2022/23	2021/22	2020/21	2019/20
Initial inventory	43.713	43.291	21.699	16.940	15.015
USA Canada	191	196	337	236	419
Europe	930	2.265	1.723	656	1.173
Middle East & Africa	8.298	7.074	5.558	1.907	4.662
India & Pakistan	680	459	347	594	919
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	60	208	1.372	772	159
Others Asia & Pacific Rim	0	0	0	10	111
Mexico Central & South America	0	0	0	0	0
Others	0	320	81	76	119
Total sales	10.159	10.522	9.418	4.251	7.562

2023/24 vs.			
2022/23	2021/22	2020/21	2019/20
+1,0%	+101,4%	+158,0%	+191,1%
-2,3%	-43,3%	-18,9%	-54,4%
-59,0%	-46,0%	+41,7%	-20,7%
+17,3%	+49,3%	+335,1%	+78,0%
+48,2%	+96,0%	+14,5%	-26,0%
+0,0%	+0,0%	+0,0%	+0,0%
-71,2%	-95,6%	-92,2%	-62,3%
+0,0%	+0,0%	-100,0%	-100,0%
+0,0%	+0,0%	+0,0%	+0,0%
-100,0%	-100,0%	-100,0%	-100,0%
-3,4%	+7,9%	+139,0%	+34,3%

Sales ÷ Crop	8,5%	8,8%	5,7%	3,3%	4,9%
Sales ÷ Supply	8,1%	8,6%	5,6%	3,2%	4,9%
Sales ÷ Initial inventory	23,2%	24,3%	43,4%	25,1%	50,4%

Chile | Crop & Supply

Metric tons	Season				
	2023/24	2022/23	2021/22	2020/21	2019/20
Crop	105.000	98.057	82.138	66.440	72.909
Carry-In	0	0	0	0	0
Total Supply	105.000	98.057	82.138	66.440	72.909
% of the crop	54%	52%	55%	50%	54%

2023/24 vs.			
2022/23	2021/22	2020/21	2019/20
+7,1%	+27,8%	+58,0%	+44,0%
+0,0%	+0,0%	+0,0%	+0,0%
+7,1%	+27,8%	+58,0%	+44,0%

Chile | Shipments

Metric tons	March				
	2023/24	2022/23	2021/22	2020/21	2019/20
USA Canada	0	0	0	0	0
Europe	0	0	0	38	40
Middle East & Africa	196	0	111	375	1.026
India & Pakistan	35	0	0	0	0
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	0	0	0	0	0
Others Asia & Pacific Rim	0	0	0	0	0
Mexico Central & South America	0	0	0	0	0
Others	0	0	0	0	0
Total	231	0	111	413	1.066
Final inventory	104.769	98.057	82.027	66.027	71.843

2023/24 vs.			
2022/23	2021/22	2020/21	2019/20
+0,0%	+0,0%	+0,0%	+0,0%
+0,0%	+0,0%	-100,0%	-100,0%
+0,0%	+76,7%	-47,6%	-80,9%
+0,0%	+0,0%	+0,0%	+0,0%
+0,0%	+0,0%	+0,0%	+0,0%
+0,0%	+0,0%	+0,0%	+0,0%
+0,0%	+0,0%	+0,0%	+0,0%
+0,0%	+0,0%	+0,0%	+0,0%
+0,0%	+0,0%	+0,0%	+0,0%
+0,0%	+108,3%	-44,0%	-78,3%
+6,8%	+27,7%	+58,7%	+45,8%

Sales ÷ Crop	0,2%	0,0%	0,1%	0,6%	1,5%
Sales ÷ Supply	0,2%	0,0%	0,1%	0,6%	1,5%

California + Chile | Shipments

Metric tons	March				
	2023/24	2022/23	2021/22	2020/21	2019/20
Joint starting inventory	148.713	141.349	103.837	83.380	87.924
USA Canada	191	196	337	236	419
Europe	930	2.265	1.723	694	1.213
Middle East & Africa	8.494	7.074	5.669	2.282	5.688
India & Pakistan	715	459	347	594	919
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	60	208	1.372	772	159
Others Asia & Pacific Rim	0	0	0	10	111
Mexico Central & South America	0	0	0	0	0
Others	0	320	81	76	119
Total sales	10.390	10.522	9.529	4.664	8.628
Joint ending inventory	138.323	130.827	94.308	78.716	79.296

2023/24 vs.			
2022/23	2021/22	2020/21	2019/20
+5,2%	+43,2%	+78,4%	+69,1%
-2,3%	-43,3%	-18,9%	-54,4%
-59,0%	-46,0%	+34,0%	-23,4%
+20,1%	+49,8%	+272,3%	+49,3%
+55,8%	+106,1%	+20,4%	-22,2%
+0,0%	+0,0%	+0,0%	+0,0%
-71,2%	-95,6%	-92,2%	-62,3%
+0,0%	+0,0%	-100,0%	-100,0%
+0,0%	+0,0%	+0,0%	+0,0%
-100,0%	-100,0%	-100,0%	-100,0%
-1,2%	+9,0%	+122,8%	+20,4%
+5,7%	+46,7%	+75,7%	+74,4%

Sales ÷ Starting inventory	7,0%	7,4%	9,2%	5,6%	9,8%
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April 21, 2023

California | Crop & Supply

Metric tons (inshell equivalent)	Season					2022/23 vs.			
	2022/23	2021/22	2020/21	2019/20	2018/19	2021/22	2020/21	2019/20	2018/19
Crop (for SHELLED WALNUTS)	558.457	542.435	544.632	460.150	456.960	+3,0%	+2,5%	+21,4%	+22,2%
Carry-In	119.279	86.683	55.488	58.844	56.077	+37,6%	+115,0%	+102,7%	+112,7%
Supply for export	677.736	629.118	600.120	518.994	513.037	+7,7%	+12,9%	+30,6%	+32,1%
% of the crop	82%	82%	77%	78%	75%				

California | Shipments

Metric tons (inshell equivalent)	September – March					2022/23 vs.			
	2022/23	2021/22	2020/21	2019/20	2018/19	2021/22	2020/21	2019/20	2018/19
USA Canada	154.467	129.742	138.209	146.818	136.394	+19,1%	+11,8%	+5,2%	+13,3%
Europe	86.925	96.363	85.810	88.089	73.635	-9,8%	+1,3%	-1,3%	+18,0%
Middle East & Africa	26.952	20.321	33.142	17.998	30.305	+32,6%	-18,7%	+49,8%	-11,1%
India & Pakistan	434	37	2.075	1.427	271	+1067,0%	-79,1%	-69,6%	+60,0%
Japan Korea	39.330	53.337	48.252	38.911	42.182	-26,3%	-18,5%	+1,1%	-6,8%
China & Hong Kong Vietnam	1.552	1.617	1.428	1.578	3.185	-4,0%	+8,7%	-1,7%	-51,3%
Others Asia & Pacific Rim	13.871	14.004	15.819	13.324	14.553	-1,0%	-12,3%	+4,1%	-4,7%
Mexico Central & South America	307	30	2	31	42	+924,8%	#####	+881,4%	+622,2%
Others	3.916	2.204	2.368	1.282	1.691	+77,7%	+65,4%	+205,4%	+131,6%
Total sales	327.755	317.654	327.105	309.459	302.260	+3,2%	+0,2%	+5,9%	+8,4%
Final inventory	349.981	311.463	273.015	209.536	210.777	+12,4%	+28,2%	+67,0%	+66,0%

Sales ÷ Crop	58,7%	58,6%	60,1%	67,3%	66,1%
Sales ÷ Supply	48,4%	50,5%	54,5%	59,6%	58,9%

California | Shipments

Metric tons (inshell equivalent)	March					2023/24 vs.			
	2023/24	2022/23	2021/22	2020/21	2019/20	2022/23	2021/22	2020/21	2019/20
Initial inventory	410.431	369.332	332.194	261.366	260.169	+11,1%	+23,6%	+57,0%	+57,8%
USA Canada	25.482	18.133	20.476	25.363	20.009	+40,5%	+24,4%	+0,5%	+27,4%
Europe	17.345	20.807	18.505	14.596	13.362	-16,6%	-6,3%	+18,8%	+29,8%
Middle East & Africa	4.614	4.549	5.869	2.349	3.893	+1,4%	-21,4%	+96,5%	+18,5%
India & Pakistan	76	0	73	0	79	+0,0%	+4,1%	+0,0%	-3,1%
Japan Korea	9.344	10.438	10.705	7.278	8.806	-10,5%	-12,7%	+28,4%	+6,1%
China & Hong Kong Vietnam	196	300	237	133	310	-34,6%	-17,2%	+47,8%	-36,7%
Others Asia & Pacific Rim	2.791	3.025	3.036	1.927	2.690	-7,7%	-8,1%	+44,8%	+3,8%
Mexico Central & South America	27	0	0	0	22	+0,0%	+0,0%	+0,0%	+22,1%
Others	572	617	278	184	221	-7,2%	+106,1%	+211,1%	+159,1%
Total sales	60.450	57.869	59.179	51.830	49.392	+4,5%	+2,1%	+16,6%	+22,4%

Sales ÷ Crop	10,8%	10,7%	10,9%	11,3%	10,8%
Sales ÷ Supply	8,9%	9,2%	9,9%	10,0%	9,6%
Sales ÷ Initial inventory	14,7%	15,7%	17,8%	19,8%	19,0%

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Chile | Crop & Supply

Metric tons (inshell equivalent)	Season				
	2023/24	2022/23	2021/22	2020/21	2019/20
Crop (for SHELLED WALNUTS)	88.374	89.367	67.156	67.631	61.102
Carry-In	1.796	1.842	2.093	853	2.708
Total Supply	90.170	91.208	69.249	68.484	63.811
% of the crop	46%	48%	45%	50%	46%

2023/24 vs.			
2022/23	2021/22	2020/21	2019/20
-1,1%	+31,6%	+30,7%	+44,6%
-2,5%	-14,2%	+110,7%	-33,7%
-1,1%	+30,2%	+31,7%	+41,3%

Chile | Shipments

Metric tons (inshell equivalent)	March				
	2023/24	2022/23	2021/22	2020/21	2019/20
USA Canada	0	0	0	0	0
Europe	64	56	223	21	108
Middle East & Africa	195	34	138	109	42
India & Pakistan	0	0	0	0	0
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	0	0	0	0	0
Others Asia & Pacific Rim	0	0	0	0	0
Mexico Central & South America	99	264	60	63	329
Others	0	0	0	0	0
Total	358	354	420	193	479
Final inventory	89.812	90.855	68.829	68.290	63.332

2023/24 vs.			
2022/23	2021/22	2020/21	2019/20
+0,0%	+0,0%	+0,0%	+0,0%
+14,6%	-71,2%	+203,1%	-40,4%
+478,2%	+41,6%	+79,9%	+364,6%
+0,0%	+0,0%	+0,0%	+0,0%
+0,0%	+0,0%	+0,0%	+0,0%
+0,0%	-100,0%	+0,0%	+0,0%
+0,0%	+0,0%	+0,0%	+0,0%
-62,6%	+64,5%	+55,6%	-70,0%
+0,0%	+0,0%	+0,0%	
+1,3%	-14,9%	+85,4%	-25,2%
-1,1%	+30,5%	+31,5%	+41,8%

Sales ÷ Crop	0,4%	0,4%	0,6%	0,3%	0,8%
Sales ÷ Supply	0,4%	0,4%	0,6%	0,3%	0,8%

California + Chile | Shipments

Metric tons (inshell equivalent)	March				
	2023/24	2022/23	2021/22	2020/21	2019/20
Joint starting inventory	500.832	460.221	401.474	330.185	324.926
USA Canada	25.482	18.133	20.476	25.363	20.009
Europe	17.409	20.862	18.727	14.617	13.470
Middle East & Africa	4.810	4.583	6.006	2.457	3.935
India & Pakistan	76	0	73	0	79
Japan Korea	9.344	10.438	10.705	7.278	8.806
China & Hong Kong Vietnam	196	300	237	133	310
Others Asia & Pacific Rim	2.791	3.025	3.036	1.927	2.690
Mexico Central & South America	126	264	60	63	351
Others	572	617	278	184	221
Total sales	60.808	58.223	59.599	52.023	49.870
Joint ending inventory	440.024	401.998	341.875	278.162	275.055

2023/24 vs.			
2022/23	2021/22	2020/21	2019/20
+8,8%	+24,7%	+51,7%	+54,1%
+40,5%	+24,4%	+0,5%	+27,4%
-16,6%	-7,0%	+19,1%	+29,2%
+4,9%	-19,9%	+95,7%	+22,2%
+0,0%	+4,1%	+0,0%	-3,1%
-10,5%	-12,7%	+28,4%	+6,1%
-34,6%	-17,2%	+47,8%	-36,7%
-7,7%	-8,1%	+44,8%	+3,8%
-52,2%	+110,1%	+98,8%	-64,1%
-7,2%	+106,1%	+211,1%	+159,1%
+4,4%	+2,0%	+16,9%	+21,9%
+9,5%	+28,7%	+58,2%	+60,0%

Sales ÷ Starting inventory	12,1%	12,7%	14,8%	15,8%	15,3%
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walnut sales forecast

April 21, 2023

Chilean walnut sales forecast

Metric tons [Inshell equivalent]	2023											2024		TOTAL	MAR			
	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	FCST		REAL	DIF.		
USA Canada	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Europe	64	626	5.252	11.339	12.139	9.312	13.807	10.615	6.520	5.414	2.085	1.115	78.288	64	64	0	0	0
Middle East & Africa	391	6.940	4.021	9.083	7.734	3.957	5.315	5.382	6.811	466	88	0	50.189	391	391	0	0	0
India & Pakistan	35	343	4.804	5.733	4.181	4.946	3.192	1.671	428	751	1.321	423	27.829	35	35	0	0	0
Japan Korea	0	0	381	688	264	333	272	54	67	51	99	0	2.210	0	0	0	0	0
China & Hong Kong Vietnam	0	347	1.949	2.810	1.746	1.289	483	434	-100	0	0	0	8.957	0	0	0	0	0
Others Asia & Pacific Rim	0	0	0	332	288	141	160	84	118	49	45	35	1.251	0	0	0	0	0
Mexico Central & South America	99	309	1.051	1.159	1.414	1.834	2.393	3.022	2.341	1.172	1.011	654	16.459	99	99	0	0	0
Others	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total sales by market	589	8.565	17.459	31.144	27.767	21.812	25.623	21.262	16.185	7.903	4.648	2.227	185.183	589	589	0		
Season to date sales	589	9.154	26.613	57.757	85.523	107.335	132.958	154.219	170.404	178.308	182.956	185.183		589	589			
Sales ÷ Crop	0%	5%	14%	30%	44%	56%	69%	80%	88%	92%	95%	96%		0%	0%	0%		
Sales ÷ Supply	0%	5%	14%	30%	44%	55%	68%	79%	87%	91%	94%	95%		0%	0%	0%		

Initial stock	1.796	194.581	186.016	168.557	137.413	109.647	87.835	62.212	40.950	24.766	16.862	12.214	1.796	1.796	1.796	0	0	0
Crop of the year [for exports]	193.374	0	0	0	0	0	0	0	0	0	0	0	193.374	193.374	193.374	0	0	0
Monthly sales	-589	-8.565	-17.459	-31.144	-27.767	-21.812	-25.623	-21.262	-16.185	-7.903	-4.648	-2.227	-185.183	-589	-589	0	0	0
Final stock (2023/24)	194.581	186.016	168.557	137.413	109.647	87.835	62.212	40.950	24.766	16.862	12.214	9.987	9.987	194.581	194.581	0		
Final stock [2022/23]	194.862	190.839	170.989	142.866	116.232	96.606	74.334	54.509	40.585	26.816	20.268	16.667	1.796					
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					

California walnut sales forecast

Metric tons [Inshell equivalent]	2023											2024		TOTAL	MAR			
	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	FCST		REAL	DIF.		
USA Canada	25.673	19.511	19.346	21.067	17.697	22.721	25.871	32.711	23.973	20.049	20.143	19.771	268.534	25.673	25.673	0	0	0
Europe	18.275	11.171	17.680	11.251	6.151	4.844	3.381	14.989	19.665	18.145	20.761	14.045	160.357	18.275	18.275	0	0	0
Middle East & Africa	12.913	3.668	2.778	1.390	1.889	209	1.164	11.280	23.271	19.143	14.435	12.532	104.672	12.913	12.913	0	0	0
India & Pakistan	756	215	494	72	159	47	92	959	976	1.188	606	907	6.472	756	756	0	0	0
Japan Korea	9.344	9.246	7.324	7.404	5.583	3.750	2.752	3.467	4.954	6.829	5.810	8.589	75.052	9.344	9.344	0	0	0
China & Hong Kong Vietnam	256	631	359	338	546	372	97	409	693	304	888	443	5.337	256	256	0	0	0
Others Asia & Pacific Rim	2.791	2.676	1.756	1.853	951	1.431	1.294	1.394	2.400	2.404	1.926	2.411	23.287	2.791	2.791	0	0	0
Mexico Central & South America	27	29	0	94	0	29	74	137	59	54	0	24	528	27	27	0	0	0
Others	572	474	108	252	216	294	288	955	1.226	455	1.111	515	6.467	572	572	0	0	0
Total sales by market	70.609	47.623	49.845	43.721	33.191	33.699	35.014	66.302	77.217	68.570	65.679	59.237	650.706	70.609	70.609	0		
Season to date sales	407.490	455.113	504.958	548.679	581.869	615.568	35.014	101.315	178.533	247.103	312.782	372.019		407.490	407.490	0		
Sales ÷ Crop	60%	67%	74%	81%	86%	91%	5%	14%	25%	34%	43%	52%		60%	60%	0%		
Sales ÷ Supply	51%	57%	63%	68%	72%	77%	4%	12%	21%	29%	37%	43%		51%	51%	0%		

Initial stock	454.144	383.535	335.913	286.068	242.347	209.156	175.457	820.444	754.142	676.925	608.354	542.675	454.144	454.144	454.144	0	0	0
Crop of the year	0	0	0	0	0	0	680.000	0	0	0	0	0	680.000	0	0	0	0	0
Monthly sales	-70.609	-47.623	-49.845	-43.721	-33.191	-33.699	-35.014	-66.302	-77.217	-68.570	-65.679	-59.237	-650.706	-70.609	-70.609	0	0	0
Final stock (2023/24)	383.535	335.913	286.068	242.347	209.156	175.457	820.444	754.142	676.925	608.354	542.675	483.438	483.438	383.535	383.535	0		
Final stock [2022/23]	344.233	282.601	228.784	186.157	158.327	125.164	770.729	708.445	635.906	571.491	509.792	454.144						
Final stock [2021/22]	285.297	228.897	189.056	150.543	118.720	88.953	720.430	653.404	577.496	517.755	468.841	412.624						
Final stock [2020/21]	222.225	180.329	147.181	112.340	85.163	58.046	743.105	650.041	545.522	467.629	411.499	353.893						

California + Chile

Metric tons [Inshell equivalent]	2023											2024		TOTAL	MAR			
	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	FCST		REAL	DIF.		
Total sales	71.198	56.188	67.304	74.865	60.957	55.510	60.636	87.563	93.402	76.474	70.327	61.464	835.888	71.198	71.198	0	0	0
Final stock (2023/24)	578.116	521.928	454.625	379.760	318.803	263.292	882.656	795.093	701.690	625.217	554.889	493.426	493.426	578.116	578.116	0		
Final stock [2021/22]	539.094	473.440	399.773	329.022	274.559	221.769	845.063	762.954	676.492	598.307	530.059	470.811						
Final stock [2020/21]	436.153	370.674	306.289	241.419	192.336	142.316	752.552	672.218	589.407	524.161	473.526	416.649						
Final stock [2019/20]	356.543	307.734	254.477	200.155	153.239	107.378	776.473	671.398	560.023	476.609	416.280	357.197						

Cumulative sales as a % of the Season Supply

California | Sales / Supply

Crop	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
SEP	4,9%	4,4%	4,8%	6,6%	3,5%	3,6%	3,8%	3,4%	4,1%	4,1%	
OCT	24,1%	20,7%	18,6%	24,1%	19,1%	16,0%	17,0%	15,5%	13,0%	11,8%	
NOV	38,7%	32,1%	30,3%	38,1%	33,6%	29,0%	31,0%	29,1%	23,1%	20,9%	
DEC	48,0%	40,5%	40,3%	47,7%	43,5%	39,5%	40,8%	39,2%	31,1%	28,9%	
JAN	55,7%	45,8%	46,6%	55,5%	51,6%	49,9%	49,4%	46,5%	37,6%	36,6%	
FEB	61,9%	52,4%	54,2%	62,3%	58,7%	58,8%	57,2%	54,0%	45,1%	43,5%	
MAR	68,8%	60,9%	61,3%	70,2%	66,1%	67,3%	65,8%	62,9%	54,2%	52,3%	
APR	75,2%	67,6%	68,3%	75,8%	72,2%	74,1%	72,3%	70,2%	62,4%		
MAY	80,4%	73,1%	74,8%	81,0%	78,2%	79,3%	77,4%	75,4%	69,5%		
JUN	84,7%	78,2%	80,4%	85,6%	82,7%	83,9%	82,7%	80,4%	75,2%		
JUL	88,7%	82,9%	85,7%	88,8%	86,6%	87,6%	86,9%	84,6%	78,9%		
AUG	92,8%	86,2%	90,5%	92,5%	90,7%	91,0%	91,1%	88,4%	83,3%		

Chile | Sales / Supply

Crop	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
MAR	1,4%	1,5%	0,6%	0,9%	1,0%	0,0%	1,1%	0,4%	0,4%	0,2%	0,3%
APR	2,6%	3,6%	4,5%	4,5%	9,9%	10,2%	13,2%	5,6%	6,3%	2,4%	
MAY	16,6%	19,8%	17,5%	21,0%	31,2%	24,5%	31,3%	20,5%	22,6%	13,3%	
JUN	35,0%	39,9%	38,3%	40,8%	47,4%	39,1%	52,1%	34,9%	40,0%	28,7%	
JUL	50,8%	57,5%	55,3%	55,5%	58,9%	54,3%	66,2%	49,5%	51,4%	43,3%	
AUG	63,2%	70,0%	66,9%	68,1%	73,2%	66,0%	79,2%	63,4%	64,8%	54,1%	
SEPT	71,9%	79,0%	74,6%	76,7%	83,1%	76,6%	86,3%	75,3%	78,8%	66,3%	
OCT	81,5%	85,9%	83,1%	83,8%	89,2%	84,5%	90,1%	84,2%	87,6%	77,2%	
NOV	87,7%	92,0%	90,5%	88,4%	93,7%	89,6%	94,8%	89,3%	92,1%	84,8%	
DEC	93,0%	96,2%	95,0%	92,5%	96,1%	93,7%	97,2%	93,3%	95,8%	92,4%	
JAN	96,4%	98,0%	96,8%	94,9%	97,2%	96,0%	98,2%	96,5%	96,9%	96,0%	
FEB	97,6%	98,6%	98,4%	96,3%	98,1%	98,2%	98,9%	97,6%	97,3%	98,0%	
MAR [Y2]	97,6%	98,6%	98,4%	96,3%	97,3%	99,1%	99,2%	97,2%	97,9%	99,0%	

Monthly sales as a % of the Season Supply

California | Sales / Supply

Crop	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
SEP	4,9%	4,4%	4,8%	6,6%	3,5%	3,6%	3,8%	3,4%	4,1%	4,1%	
OCT	19,1%	16,4%	13,8%	17,5%	15,5%	12,4%	13,3%	12,1%	8,9%	7,8%	
NOV	14,6%	11,4%	11,7%	14,0%	14,6%	13,0%	13,9%	13,6%	10,1%	9,0%	
DEC	9,4%	8,3%	10,0%	9,6%	9,9%	10,5%	9,9%	10,1%	8,0%	8,0%	
JAN	7,7%	5,4%	6,3%	7,7%	8,1%	10,4%	8,6%	7,3%	6,5%	7,7%	
FEB	6,2%	6,6%	7,6%	6,8%	7,1%	8,9%	7,8%	7,5%	7,5%	6,9%	
MAR	6,9%	8,4%	7,1%	7,9%	7,3%	8,5%	8,6%	8,9%	9,1%	8,8%	
APR	6,5%	6,8%	7,0%	5,6%	6,1%	6,8%	6,4%	7,3%	8,2%		
MAY	5,2%	5,4%	6,4%	5,2%	6,1%	5,2%	5,1%	5,2%	7,2%		
JUN	4,3%	5,1%	5,7%	4,5%	4,5%	4,6%	5,4%	5,0%	5,7%		
JUL	4,1%	4,7%	5,3%	3,2%	3,9%	3,7%	4,2%	4,1%	3,7%		
AUG	4,1%	3,3%	4,8%	3,8%	4,1%	3,4%	4,2%	3,9%	4,4%		

Chile | Sales / Supply

Crop	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
MAR	1,4%	1,5%	0,6%	0,9%	1,0%	0,0%	1,1%	0,4%	0,4%	0,2%	0,3%
APR	1,3%	2,1%	4,0%	3,6%	8,9%	10,2%	12,1%	5,1%	6,0%	2,2%	
MAY	14,0%	16,2%	13,0%	16,5%	21,3%	14,3%	18,1%	14,9%	16,2%	10,9%	
JUN	18,4%	20,1%	20,8%	19,8%	16,2%	14,7%	20,7%	14,4%	17,4%	15,4%	
JUL	15,8%	17,6%	17,0%	14,7%	11,5%	15,2%	14,1%	14,6%	11,4%	14,6%	
AUG	12,4%	12,6%	11,6%	12,6%	14,3%	11,7%	13,0%	13,9%	13,4%	10,8%	
SEPT	8,6%	8,9%	7,7%	8,6%	9,9%	10,6%	7,1%	11,8%	14,0%	12,2%	
OCT	9,6%	6,9%	8,5%	7,1%	6,1%	7,9%	3,9%	8,9%	8,8%	10,9%	
NOV	6,2%	6,1%	7,4%	4,6%	4,5%	5,1%	4,7%	5,1%	4,6%	7,6%	
DEC	5,2%	4,2%	4,5%	4,1%	2,4%	4,0%	2,4%	4,1%	3,6%	7,6%	
JAN	3,4%	1,8%	1,7%	2,3%	1,0%	2,4%	1,0%	3,1%	1,1%	3,6%	
FEB	1,2%	0,7%	1,6%	1,5%	0,9%	2,1%	0,7%	1,1%	0,4%	2,0%	
MAR [Y2]	0,0%	0,0%	0,0%	0,0%	-0,7%	0,9%	0,3%	-0,3%	0,5%	1,0%	

Inventories as a % of the Season Supply

California | Stock / Supply

Crop	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
SEP	95,1%	95,6%	95,2%	93,4%	96,5%	96,4%	96,2%	96,6%	95,9%	95,9%	
OCT	75,9%	79,3%	81,4%	75,9%	80,9%	84,0%	83,0%	84,5%	87,0%	88,2%	
NOV	61,3%	67,9%	69,7%	61,9%	66,4%	71,0%	69,0%	70,9%	76,9%	79,1%	
DEC	52,0%	59,5%	59,7%	52,3%	56,5%	60,5%	59,2%	60,8%	68,9%	71,1%	
JAN	44,3%	54,2%	53,4%	44,5%	48,4%	50,1%	50,6%	53,5%	62,4%	63,4%	
FEB	38,1%	47,6%	45,8%	37,7%	41,3%	41,2%	42,8%	46,0%	54,9%	56,5%	
MAR	31,2%	39,1%	38,7%	29,8%	33,9%	32,7%	34,2%	37,1%	45,8%	47,7%	
APR	24,8%	32,4%	31,7%	24,2%	27,8%	25,9%	27,7%	29,8%	37,6%		
MAY	19,6%	26,9%	25,2%	19,0%	21,8%	20,7%	22,6%	24,6%	30,5%		
JUN	15,3%	21,8%	19,6%	14,4%	17,3%	16,1%	17,3%	19,6%	24,8%		
JUL	11,3%	17,1%	14,3%	11,2%	13,4%	12,4%	13,1%	15,4%	21,1%		
AUG	7,2%	13,8%	9,5%	7,5%	9,3%	9,0%	8,9%	11,6%	16,7%		

Chile | Stock / Supply

Crop	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
MAR	98,6%	98,5%	99,4%	99,1%	99,0%	100,0%	98,9%	99,6%	99,6%	99,8%	99,7%
APR	97,4%	96,4%	95,5%	95,5%	90,1%	89,8%	86,8%	94,4%	93,7%	97,6%	
MAY	83,4%	80,2%	82,5%	79,0%	68,8%	75,5%	68,7%	79,5%	77,4%	86,7%	
JUN	65,0%	60,1%	61,7%	59,2%	52,6%	60,9%	47,9%	65,1%	60,0%	71,3%	
JUL	49,2%	42,5%	44,7%	44,5%	41,1%	45,7%	33,8%	50,5%	48,6%	56,7%	
AUG	36,8%	30,0%	33,1%	31,9%	26,8%	34,0%	20,8%	36,6%	35,2%	45,9%	
SEPT	28,1%	21,0%	25,4%	23,3%	16,9%	23,4%	13,7%	24,7%	21,2%	33,7%	
OCT	18,5%	14,1%	16,9%	16,2%	10,8%	15,5%	9,9%	15,8%	12,4%	22,8%	
NOV	12,3%	8,0%	9,5%	11,6%	6,3%	10,4%	5,2%	10,7%	7,9%	15,2%	
DEC	7,0%	3,8%	5,0%	7,5%	3,9%	6,3%	2,8%	6,7%	4,2%	7,6%	
JAN	3,6%	2,0%	3,2%	5,1%	2,8%	4,0%	1,8%	3,5%	3,1%	4,0%	
FEB	2,4%	1,4%	1,6%	3,7%	1,9%	1,8%	1,1%	2,4%	2,7%	2,0%	
MAR (Y2)	2,4%	1,4%	1,6%	3,7%	2,7%	0,9%	0,8%	2,8%	2,1%	1,0%	

Market prices for inshell walnuts

