

may 14th, 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 April - Off Season

Metric tons (inshell equivalent)	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
USA Canada	169.116	168.166	165.718	144.383	153.273
Europe	139.495	138.000	122.345	124.467	127.587
Medium East India & Pakistan	141.647	90.550	126.368	83.194	116.859
Japan Korea	61.225	48.453	49.721	56.028	52.343
China & Hong Kong Vietnam	11.907	8.685	12.562	20.983	43.772
Others Asia & Pacific Rim	19.031	14.933	16.977	16.088	18.989
Mexico Central & South America	230	427	210	350	461
Others	5.259	2.372	3.323	3.613	5.602
Total sales	547.911	471.586	497.225	449.105	518.886
Final inventory	221.146	178.784	170.701	171.205	161.057

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+0,6%	+2,1%	+17,1%	+10,3%
+1,1%	+14,0%	+12,1%	+9,3%
+56,4%	+12,1%	+70,3%	+21,2%
+26,4%	+23,1%	+9,3%	+17,0%
+37,1%	-5,2%	-43,3%	-72,8%
+27,4%	+12,1%	+18,3%	+0,2%
-46,2%	+9,2%	-34,3%	-50,1%
+121,7%	+58,3%	+45,6%	-6,1%
+16,2%	+10,2%	+22,0%	+5,6%
+23,7%	+29,6%	+29,2%	+37,3%

Sales ÷ Crop	77,1%	79,9%	81,5%	78,9%	83,6%
Sales ÷ Supply	71,2%	72,5%	74,4%	72,4%	76,3%

California | Sales | March to April - 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	43.271	41.200	41.086	31.705	34.911
Europe	36.277	27.505	26.019	20.245	19.166
Medium East India & Pakistan	16.309	8.540	13.771	9.762	11.861
Japan Korea	22.426	16.298	15.820	15.842	16.462
China & Hong Kong Vietnam	2.431	1.158	1.186	1.883	3.635
Others Asia & Pacific Rim	5.738	3.226	4.275	3.503	5.919
Mexico Central & South America	0	0	23	46	37
Others	824	451	648	586	932
Total sales	127.276	98.377	102.827	83.572	92.923

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+25,7%	+27,4%	+36,8%	+37,2%
+5,0%	+5,3%	+36,5%	+23,9%
+31,9%	+39,4%	+79,2%	+89,3%
+91,0%	+18,4%	+67,1%	+37,5%
+37,6%	+41,8%	+41,6%	+36,2%
+110,0%	+105,1%	+29,1%	-33,1%
+77,8%	+34,2%	+63,8%	-3,1%
+0,0%	-100,0%	-100,0%	-100,0%
+82,9%	+27,1%	+40,5%	-11,6%
+29,4%	+23,8%	+52,3%	+37,0%

Sales ÷ Crop	17,9%	16,7%	16,8%	14,7%	15,0%
Sales ÷ Supply	16,5%	15,1%	15,4%	13,5%	13,7%
Sales ÷ Initial inventory	36,5%	35,5%	37,6%	32,8%	36,6%

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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 April - 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	2.513	1.701	2.920	2.394	2.132	+47,7%	-14,0%	+5,0%	+17,8%
Medium East India & Pakistan	6.161	4.211	12.996	9.544	7.153	+46,3%	-52,6%	-35,5%	-13,9%
Japan Korea	0	69	208	22	639	-100,0%	-100,0%	-100,0%	-100,0%
China & Hong Kong Vietnam	277	1.089	801	126	106	-74,5%	-65,4%	+120,0%	+161,6%
Others Asia & Pacific Rim	23	164	0	0	0	-86,0%	+0,0%	+0,0%	+0,0%
Mexico Central & South America	612	284	806	414	710	+115,8%	-24,0%	+48,0%	-13,7%
Others	0	0	323	256	402	+0,0%	-100,0%	-100,0%	-100,0%
Total	9.586	7.518	18.053	12.756	11.141	+27,5%	-46,9%	-24,9%	-14,0%
Final inventory	134.380	124.233	118.147	112.664	97.956	+8,2%	+13,7%	+19,3%	+37,2%

Sales ÷ Crop	6,5%	5,5%	13,0%	9,9%	10,1%
Sales ÷ Supply	6,7%	5,7%	13,3%	10,2%	10,2%

California + Chile | Sales | March to April

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	43.271	41.200	41.086	31.705	34.911	+5,0%	+5,3%	+36,5%	+23,9%
Europe	38.790	29.207	28.939	22.639	21.298	+32,8%	+34,0%	+71,3%	+82,1%
Medium East India & Pakistan	22.470	12.751	26.766	19.306	19.013	+76,2%	-16,1%	+16,4%	+18,2%
Japan Korea	22.426	16.367	16.028	15.864	17.100	+37,0%	+39,9%	+41,4%	+31,1%
China & Hong Kong Vietnam	2.709	2.247	1.986	2.009	3.741	+20,6%	+36,4%	+34,8%	-27,6%
Others Asia & Pacific Rim	5.761	3.390	4.275	3.503	5.919	+69,9%	+34,8%	+64,5%	-2,7%
Mexico Central & South America	612	284	829	459	747	+115,8%	-26,1%	+33,3%	-18,0%
Others	824	451	971	843	1.333	+82,9%	-15,1%	-2,2%	-38,2%
Total sales	136.862	105.895	120.880	96.328	104.064	+29,2%	+13,2%	+42,1%	+31,5%
Joint ending inventory	355.526	303.017	288.849	283.869	259.013	+17,3%	+23,1%	+25,2%	+37,3%

Sales ÷ Starting inventory	27,8%	25,9%	29,5%	25,3%	28,7%
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may 14th, 2021

California | Crop & Supply

Metric tons	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Crop	175.000	130.183	153.325	138.043	178.161
Carry-In	2.558	1.192	1.564	961	1.699
Total Export Supply	177.558	131.375	154.889	139.004	179.860
% Crop inshell	25%	22%	25%	24%	29%

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+34,4%	+14,1%	+26,8%	-1,8%
+114,5%	+63,5%	+166,3%	+50,6%
+35,2%	+14,6%	+27,7%	-1,3%

California | Sales | September to April - Off Season

Metric tons	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
USA Canada	6.446	5.322	8.167	9.821	6.699
Europe	37.597	37.791	37.728	36.667	42.779
Medium East India & Pakistan	103.126	70.219	93.775	67.405	85.729
Japan Korea	485	382	306	608	522
China & Hong Kong Vietnam	9.955	6.978	8.972	16.687	36.481
Others Asia & Pacific Rim	250	268	872	216	308
Mexico Central & South America	228	396	168	82	259
Others	2.502	995	1.334	1.299	2.493
Total sales	160.589	122.351	151.322	132.784	175.271
Final inventory	16.969	9.025	3.568	6.219	4.589

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+21,1%	-21,1%	-34,4%	-3,8%
-0,5%	-0,3%	+2,5%	-12,1%
+46,9%	+10,0%	+53,0%	+20,3%
+27,0%	+58,5%	-20,2%	-7,0%
+42,7%	+11,0%	-40,3%	-72,7%
-6,9%	-71,3%	+15,6%	-18,8%
-42,4%	+36,0%	+177,5%	-12,0%
+151,6%	+87,5%	+92,6%	+0,4%
+31,3%	+6,1%	+20,9%	-8,4%
+88,0%	+375,6%	+172,9%	+269,8%

Sales ÷ Crop	91,8%	94,0%	98,7%	96,2%	98,4%
Sales ÷ Supply	90,4%	93,1%	97,7%	95,5%	97,4%

California | Sales | March to April - On Season

Metric tons	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
Initial inventory	30.321	16.940	15.015	15.431	13.385
USA Canada	737	350	682	1.028	606
Europe	3.059	1.116	2.069	1.062	1.046
Medium East India & Pakistan	7.662	5.361	7.956	6.467	5.149
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	1.694	902	490	562	1.785
Others Asia & Pacific Rim	0	10	111	10	20
Mexico Central & South America	0	0	0	0	0
Others	200	176	139	83	189
Total sales	13.352	7.915	11.447	9.212	8.796

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+79,0%	+101,9%	+96,5%	+126,5%
+110,9%	+8,1%	-28,3%	+21,7%
+174,1%	+47,8%	+187,9%	+192,3%
+42,9%	-3,7%	+18,5%	+48,8%
+0,0%	+0,0%	+0,0%	+0,0%
+87,9%	+245,8%	+201,4%	-5,1%
-100,0%	-100,0%	-100,0%	-100,0%
+0,0%	+0,0%	+0,0%	+0,0%
+13,5%	+43,8%	+142,4%	+5,9%
+68,7%	+16,6%	+44,9%	+51,8%

Sales ÷ Crop	7,6%	6,1%	7,5%	6,7%	4,9%
Sales ÷ Supply	7,5%	6,0%	7,4%	6,6%	4,9%
Sales ÷ Initial inventory	44,0%	46,7%	76,2%	59,7%	65,7%

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 April - On Season

Metric tons	Chilean Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
USA Canada	0	0	0	0	0
Europe	1.906	1.312	2.253	1.806	794
Medium East India & Pakistan	5.837	4.069	12.849	9.523	5.659
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	277	1.089	801	126	106
Others Asia & Pacific Rim	0	164	0	0	0
Mexico Central & South America	94	139	104	128	107
Others	0	0	301	225	200
Total	8.114	6.773	16.307	11.808	6.866
Final inventory	59.886	58.149	57.603	54.038	49.256

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+0,0%	+0,0%	+0,0%	+0,0%
+45,3%	-15,4%	+5,5%	+140,1%
+43,4%	-54,6%	-38,7%	+3,1%
+0,0%	+0,0%	+0,0%	+0,0%
-74,5%	-65,4%	+120,0%	+161,5%
-100,0%	+0,0%	+0,0%	+0,0%
-32,6%	-10,2%	-26,9%	-12,5%
+0,0%	-100,0%	-100,0%	-100,0%
+19,8%	-50,2%	-31,3%	+18,2%
+3,0%	+4,0%	+10,8%	+21,6%

Sales ÷ Crop	11,9%	10,4%	22,1%	17,9%	12,2%
Sales ÷ Supply	11,9%	10,4%	22,1%	17,9%	12,2%

California + Chile | Sales | March to April

Metric tons	Chilean Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Joint starting inventory	98.321	81.862	88.925	81.277	69.507
USA Canada	737	350	682	1.028	606
Europe	4.965	2.428	4.322	2.868	1.840
Medium East India & Pakistan	13.499	9.431	20.805	15.990	10.808
Japan Korea	0	0	0	0	0
China & Hong Kong Vietnam	1.971	1.991	1.290	688	1.891
Others Asia & Pacific Rim	0	173	111	10	20
Mexico Central & South America	94	139	104	128	107
Others	200	176	440	308	389
Total sales	21.466	14.688	27.754	21.020	15.662
Joint ending inventory	76.855	67.174	61.171	60.257	53.845

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+20,1%	+10,6%	+21,0%	+41,5%
+110,9%	+8,1%	-28,3%	+21,7%
+104,5%	+14,9%	+73,1%	+169,7%
+43,1%	-35,1%	-15,6%	+24,9%
+0,0%	+0,0%	+0,0%	+0,0%
-1,0%	+52,8%	+186,5%	+4,2%
-100,0%	-100,0%	-100,0%	-100,0%
-32,6%	-10,2%	-26,9%	-12,5%
+13,5%	-54,5%	-34,9%	-48,5%
+46,1%	-22,7%	+2,1%	+37,1%
+14,4%	+25,6%	+27,5%	+42,7%

Sales ÷ Starting inventory	21,8%	17,9%	31,2%	25,9%	22,5%
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may 14th, 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 April - Off Season

Metric tons (inshell equivalent)	California Season				
	2020/21	2019/20	2018/19	2017/18	2016/17
USA Canada	162.670	162.844	157.551	134.562	146.573
Europe	101.899	100.209	84.617	87.800	84.808
Medium East India & Pakistan	38.521	20.330	32.593	15.789	31.130
Japan Korea	60.740	48.071	49.415	55.420	51.821
China & Hong Kong Vietnam	1.952	1.708	3.590	4.297	7.291
Others Asia & Pacific Rim	18.782	14.664	16.105	15.872	18.681
Mexico Central & South America	2	31	43	268	202
Others	2.757	1.377	1.988	2.314	3.109
Total sales	387.322	349.235	345.904	316.321	343.615
Final inventory	313.735	236.213	248.113	238.144	280.206

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
-0,1%	+3,2%	+20,9%	+11,0%
+1,7%	+20,4%	+16,1%	+20,2%
+89,5%	+18,2%	+144,0%	+23,7%
+26,4%	+22,9%	+9,6%	+17,2%
+14,3%	-45,6%	-54,6%	-73,2%
+28,1%	+16,6%	+18,3%	+0,5%
-94,2%	-95,7%	-99,3%	-99,1%
+100,1%	+38,6%	+19,1%	-11,3%
+10,9%	+12,0%	+22,4%	+12,7%
+32,8%	+26,4%	+31,7%	+12,0%

Sales ÷ Crop	60,2%	66,5%	64,5%	62,8%	60,8%
Sales ÷ Supply	55,2%	59,7%	58,2%	57,0%	55,1%

California | Sales | March to April - 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	42.533	40.850	40.404	30.676	34.305
Europe	33.219	26.389	23.950	19.183	18.120
Medium East India & Pakistan	8.648	3.178	5.814	3.296	6.712
Japan Korea	22.426	16.298	15.820	15.842	16.462
China & Hong Kong Vietnam	737	256	696	1.321	1.850
Others Asia & Pacific Rim	5.738	3.216	4.164	3.493	5.899
Mexico Central & South America	0	0	23	46	37
Others	624	274	509	504	743
Total sales	113.924	90.462	91.380	74.360	84.127

2020/21 vs.			
2019/20	2018/19	2017/18	2016/17
+30,9%	+26,0%	+36,8%	+17,4%
+4,1%	+5,3%	+38,7%	+24,0%
+25,9%	+38,7%	+73,2%	+83,3%
+172,1%	+48,7%	+162,4%	+28,8%
+37,6%	+41,8%	+41,6%	+36,2%
+188,0%	+6,0%	-44,2%	-60,2%
+78,4%	+37,8%	+64,3%	-2,7%
+0,0%	-100,0%	-100,0%	-100,0%
+127,5%	+22,5%	+23,8%	-16,0%
+25,9%	+24,7%	+53,2%	+35,4%

Sales ÷ Crop	17,7%	17,2%	17,0%	14,8%	14,9%
Sales ÷ Supply	16,3%	15,5%	15,4%	13,4%	13,5%
Sales ÷ Initial inventory	26,6%	27,7%	26,9%	23,8%	23,1%

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 April - 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	607	389	667	588	1.338
Medium East India & Pakistan	324	142	147	21	1.494
Japan Korea	0	69	208	22	639
China & Hong Kong Vietnam	0	0	0	0	0
Others Asia & Pacific Rim	23	0	0	0	0
Mexico Central & South America	519	145	702	286	603
Others	0	0	22	31	202
Total	1.472	745	1.746	948	4.275
Final inventory	79.494	71.586	65.179	62.653	52.850

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+0,0%	+0,0%	+0,0%	+0,0%
+55,9%	-9,1%	+3,2%	-54,7%
+127,4%	+120,1%	+1440,1%	-78,3%
-100,0%	-100,0%	-100,0%	-100,0%
+0,0%	+0,0%	+0,0%	+0,0%
+0,0%	+0,0%	+0,0%	+0,0%
+257,7%	-26,1%	+81,6%	-13,9%
+0,0%	-100,0%	-100,0%	-100,0%
+97,4%	-15,7%	+55,3%	-65,6%
+11,0%	+22,0%	+26,9%	+50,4%

Sales ÷ Crop	1,8%	1,0%	2,7%	1,5%	7,9%
Sales ÷ Supply	1,8%	1,0%	2,6%	1,5%	7,5%

California + Chile | Sales | March to April

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	42.533	40.850	40.404	30.676	34.305
Europe	33.825	26.779	24.617	19.771	19.458
Medium East India & Pakistan	8.971	3.320	5.961	3.317	8.205
Japan Korea	22.426	16.367	16.028	15.864	17.100
China & Hong Kong Vietnam	737	256	696	1.321	1.850
Others Asia & Pacific Rim	5.761	3.216	4.164	3.493	5.899
Mexico Central & South America	519	145	724	331	640
Others	624	274	531	535	944
Total sales	115.396	91.207	93.126	75.308	88.402
Joint ending inventory	393.229	307.799	313.292	300.797	333.056

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+27,5%	+25,1%	+35,2%	+20,7%
+4,1%	+5,3%	+38,7%	+24,0%
+26,3%	+37,4%	+71,1%	+73,8%
+170,2%	+50,5%	+170,5%	+9,3%
+37,0%	+39,9%	+41,4%	+31,1%
+188,0%	+6,0%	-44,2%	-60,2%
+79,1%	+38,3%	+64,9%	-2,3%
+257,7%	-28,4%	+56,6%	-18,9%
+127,5%	+17,5%	+16,5%	-34,0%
+26,5%	+23,9%	+53,2%	+30,5%
+27,8%	+25,5%	+30,7%	+18,1%

Sales ÷ Starting inventory	22,7%	22,9%	22,9%	20,0%	21,0%
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walnut sales forecast

may 14th, 2021

California walnut sales forecast

Metric tons [Inshell equivalent]	2021						2022						TOTAL	APR		
	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB		FCST	REAL	DIF.
USA Canada	21.232	22.039	18.443	19.568	18.034	20.937	21.662	30.520	29.113	20.500	19.231	17.878	259.157	20.545	22.039	1.494
Europe	20.606	15.672	11.147	6.994	4.059	1.337	8.401	36.760	20.979	19.260	16.960	14.681	176.855	13.108	15.672	2.564
Medium East India & Pakistan	11.969	4.340	3.104	2.202	1.322	1.691	4.125	27.358	34.585	23.025	19.862	15.430	149.014	6.023	4.340	-1.682
Japan Korea	10.923	11.502	6.635	5.052	1.886	2.107	2.226	5.943	7.640	8.503	8.077	7.501	77.996	9.725	11.502	1.778
China & Hong Kong Vietnam	1.614	818	400	283	209	274	1.105	6.544	4.594	1.620	1.625	1.370	20.456	710	818	108
Others Asia & Pacific Rim	3.098	2.640	2.213	1.908	1.240	1.083	1.138	2.431	3.081	2.975	2.642	2.465	26.914	2.433	2.640	207
Mexico Central & South America	0	0	37	223	31	17	41	85	103	43	67	10	658	0	0	0
Others	364	460	183	160	118	79	304	1.064	1.036	634	598	563	5.562	321	460	139
Total sales by market	69.805	57.471	42.163	36.389	26.899	27.526	39.002	110.705	101.131	76.560	69.062	59.900	716.613	52.865	57.471	4.606
Season to date sales	69.805	127.276	169.438	205.828	232.727	260.253	299.255	409.960	511.091	587.652	656.713	716.613		122.670	127.276	4.606
Sales ÷ Crop	10%	18%	24%	29%	33%	37%	43%	59%	73%	84%	94%	102%		17%	18%	1%
Sales ÷ Supply	9%	17%	22%	27%	30%	34%	38%	52%	65%	75%	83%	91%		16%	17%	1%

Initial stock	348.422	278.617	221.146	178.983	142.594	115.695	88.168	749.696	638.990	537.859	461.299	392.238	348.422	278.617	278.617	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	-42.163	-36.389	-26.899	-27.526	-39.002	-110.705	-101.131	-76.560	-69.062	-59.900	-716.613	-52.865	-57.471	-4.606
Final stock (2021/22)	278.617	221.146	178.983	142.594	115.695	88.168	749.696	638.990	537.859	461.299	392.238	332.337	332.337	225.752	221.146	-4.606
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	APR		
	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	6.377	11.267	12.201	8.828	10.669	8.049	4.687	3.806	2.060	1.410	71.869	3.094	2.294	-800
Medium East India & Pakistan	247	5.914	11.946	7.378	7.540	5.006	2.638	1.531	994	761	699	592	45.245	9.095	5.914	-3.181
Japan Korea	0	0	132	252	126	229	102	91	42	35	0	0	1.008	17	0	-17
China & Hong Kong Vietnam	0	277	1.248	1.386	1.400	3.129	1.115	385	189	92	96	93	9.410	292	277	-15
Others Asia & Pacific Rim	0	23	170	335	212	267	405	281	110	211	61	55	2.130	0	23	23
Mexico Central & South America	59	553	753	1.379	1.401	1.153	1.570	1.736	1.622	1.108	652	926	12.912	421	553	132
Others	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total sales by market	524	9.061	20.626	21.997	22.879	18.611	16.499	12.074	7.644	6.014	3.568	3.075	142.574	12.919	9.061	-3.858
Season to date sales	524	9.586	30.211	52.209	75.088	93.700	110.199	122.273	129.916	135.930	139.498	142.574		12.470	9.586	-2.885
Sales ÷ Crop	0%	7%	21%	36%	52%	65%	77%	85%	91%	95%	97%	99%		9%	7%	-2%
Sales ÷ Supply	0%	7%	21%	36%	52%	65%	77%	85%	90%	94%	97%	99%		9%	7%	-2%

Initial stock	580	143.441	134.380	113.754	91.757	68.877	50.266	33.767	21.693	14.049	8.035	4.467	580	143.965	143.441	-524
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	-20.626	-21.997	-22.879	-18.611	-16.499	-12.074	-7.644	-6.014	-3.568	-3.075	-142.574	-12.919	-9.061	3.858
Final stock (2021/22)	143.441	134.380	113.754	91.757	68.877	50.266	33.767	21.693	14.049	8.035	4.467	1.392	1.392	131.046	134.380	3.333
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	APR		
	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB		FCST	REAL	DIF.
Total sales	70.329	66.532	62.788	58.387	49.779	46.137	55.501	122.779	108.775	82.574	72.630	62.975	859.187	65.784	66.532	748
Final stock (2021/22)	422.058	355.526	292.737	234.351	184.572	138.434	783.462	660.683	551.909	469.334	396.705	333.729	333.729	356.799	355.526	-1.273
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				