

October 26, 2021

## 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%
Crop for export	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 September - 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	51.741	48.988	50.653	40.253	38.606	+5,6%	+2,1%	+28,5%	+34,0%
Medium East   India & Pakistan	50.958	35.722	48.940	43.042	43.466	+42,7%	+4,1%	+18,4%	+17,2%
Japan   Korea	1.551	774	1.363	1.102	1.534	+100,4%	+13,9%	+40,7%	+1,2%
China & Hong Kong   Vietnam	6.899	8.612	8.757	3.696	917	-19,9%	-21,2%	+86,7%	+652,3%
Others Asia & Pacific Rim	829	1.577	1.454	999	0	-47,4%	-43,0%	-17,0%	+0,0%
Mexico   Central & South America	7.286	5.883	6.798	6.656	5.575	+23,8%	+7,2%	+9,5%	+30,7%
Others	0	0	0	-0	3.014	+0,0%	-100,0%	-100,0%	-100,0%
Total sales	119.265	101.556	117.965	95.748	93.112	+17,4%	+1,1%	+24,6%	+28,1%
Final inventory	24.700	30.195	18.235	29.672	15.985	-18,2%	+35,5%	-16,8%	+54,5%

Sales ÷ Crop	80,4%	74,3%	84,7%	74,0%	84,3%
Sales ÷ Supply	82,8%	77,1%	86,6%	76,3%	85,3%

## Chile | Sales | September - 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	45.941	46.159	27.935	42.889	27.092	-0,5%	+64,5%	+7,1%	+69,6%
USA   Canada	0	0	0	0	0	+0,0%	+0,0%	+0,0%	+0,0%
Europe	12.886	8.823	6.206	8.186	6.873	+46,1%	+107,6%	+57,4%	+87,5%
Medium East   India & Pakistan	6.041	3.940	1.589	2.561	2.253	+53,3%	+280,1%	+135,9%	+168,1%
Japan   Korea	218	99	76	131	108	+119,7%	+184,8%	+66,6%	+100,8%
China & Hong Kong   Vietnam	386	1.189	286	481	20	-67,5%	+35,0%	-19,7%	+1831,4%
Others Asia & Pacific Rim	22	206	149	291	0	-89,5%	-85,5%	-92,6%	+0,0%
Mexico   Central & South America	1.688	1.707	1.393	1.567	1.426	-1,1%	+21,2%	+7,8%	+18,4%
Others	0	0	0	0	426	+0,0%	+0,0%	+0,0%	-100,0%
Total sales	21.241	15.964	9.700	13.216	11.106	+33,1%	+119,0%	+60,7%	+91,2%

Sales ÷ Crop	14,3%	11,7%	7,0%	10,2%	10,1%
Sales ÷ Supply	14,8%	12,1%	7,1%	10,5%	10,2%
Sales ÷ Initial inventory	46,2%	34,6%	34,7%	30,8%	41,0%

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## California | Crop & Supply

Metric tons (inshell equivalent)	California Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Crop	607.814	712.141	594.207	615.979	571.527
Carry-In	88.953	58.046	60.037	57.642	50.781
Total Export Supply	696.768	770.187	654.243	673.621	622.308

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
-14,6%	+2,3%	-1,3%	+6,3%
+53,2%	+48,2%	+54,3%	+75,2%
-9,5%	+6,5%	+3,4%	+12,0%

## California | Sales | September - On Season

Metric tons (inshell equivalent)	California Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
USA   Canada	21.139	19.713	19.351	18.035	16.159
Europe	4.578	3.493	2.531	2.883	2.268
Medium East   India & Pakistan	1.666	903	1.046	984	1.062
Japan   Korea	2.668	1.125	1.162	1.835	957
China & Hong Kong   Vietnam	0	25	38	83	844
Others Asia & Pacific Rim	463	623	377	315	644
Mexico   Central & South America	0	0	0	10	69
Others	110	121	93	191	62
Total	30.624	26.003	24.599	24.336	22.066
Final inventory	666.143	744.184	629.644	649.285	600.242

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+7,2%	+9,2%	+17,2%	+30,8%
+31,1%	+80,9%	+58,8%	+101,8%
+84,4%	+59,2%	+69,3%	+56,8%
+137,1%	+129,7%	+45,4%	+178,7%
-100,0%	-100,0%	-100,0%	-100,0%
-25,7%	+22,7%	+46,7%	-28,1%
+0,0%	+0,0%	-100,0%	-100,0%
-8,8%	+18,0%	-42,3%	+78,4%
+17,8%	+24,5%	+25,8%	+38,8%
-10,5%	+5,8%	+2,6%	+11,0%

Sales ÷ Crop	5,0%	3,7%	4,1%	4,0%	3,9%
Sales ÷ Supply	4,4%	3,4%	3,8%	3,6%	3,5%

## California + Chile | Sales | September

Metric tons (inshell equivalent)	California Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Joint starting inventory	742.709	816.347	682.179	716.510	649.400
USA   Canada	21.139	19.713	19.351	18.035	16.159
Europe	17.464	12.316	8.737	11.069	9.141
Medium East   India & Pakistan	7.707	4.843	2.636	3.545	3.315
Japan   Korea	2.886	1.224	1.238	1.965	1.066
China & Hong Kong   Vietnam	386	1.214	325	564	864
Others Asia & Pacific Rim	484	829	526	607	644
Mexico   Central & South America	1.688	1.707	1.393	1.577	1.496
Others	110	121	93	191	488
Total sales	51.865	41.967	34.299	37.552	33.173
Joint ending inventory	690.844	774.379	647.880	678.957	616.227

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
-9,0%	+8,9%	+3,7%	+14,4%
+7,2%	+9,2%	+17,2%	+30,8%
+41,8%	+99,9%	+57,8%	+91,0%
+59,1%	+192,4%	+117,4%	+132,5%
+135,7%	+133,1%	+46,9%	+170,8%
-68,2%	+19,0%	-31,5%	-55,3%
-41,6%	-8,0%	-20,1%	-24,7%
-1,1%	+21,2%	+7,0%	+12,9%
-8,8%	+18,0%	-42,3%	-77,4%
+23,6%	+51,2%	+38,1%	+56,3%
-10,8%	+6,6%	+1,8%	+12,1%

Sales ÷ Starting inventory	7,0%	5,1%	5,0%	5,2%	5,1%
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October 26, 2021

## Chile | Crop & Supply

Metric tons	Chilean Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Crop for export	78.000	64.922	73.910	65.846	56.122
Carry-In	0	0	0	0	0
Supply for export	78.000	64.922	73.910	65.846	56.122
% of the crop	54%	49%	55%	53%	53%

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+20,1%	+5,5%	+18,5%	+39,0%
+0,0%	+0,0%	+0,0%	+0,0%
+20,1%	+5,5%	+18,5%	+39,0%

## Chile | Sales | March to September - Off Season

Metric tons	Chilean Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
USA   Canada	0	0	0	0	0
Europe	18.045	16.207	15.490	13.085	11.767
Medium East   India & Pakistan	48.016	32.805	46.017	41.874	40.020
Japan   Korea	0	0	0	0	0
China & Hong Kong   Vietnam	6.899	8.612	8.418	3.649	917
Others Asia & Pacific Rim	355	1.039	874	732	0
Mexico   Central & South America	1.246	1.413	1.187	1.269	507
Others	0	0	0	0	1.189
Total sales	74.562	60.075	71.986	60.609	54.400
Final inventory	3.438	4.847	1.924	5.237	1.722

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+0,0%	+0,0%	+0,0%	+0,0%
+11,3%	+16,5%	+37,9%	+53,4%
+46,4%	+4,3%	+14,7%	+20,0%
+0,0%	+0,0%	+0,0%	+0,0%
-19,9%	-18,0%	+89,1%	+652,3%
-65,8%	-59,4%	-51,5%	+0,0%
-11,8%	+4,9%	-1,8%	+145,5%
+0,0%	+0,0%	+0,0%	-100,0%
+24,1%	+3,6%	+23,0%	+37,1%
-29,1%	+78,7%	-34,3%	+99,7%

Sales ÷ Crop	95,6%	92,5%	97,4%	92,0%	96,9%
Sales ÷ Supply	95,6%	92,5%	97,4%	92,0%	96,9%

## Chile | Sales | September - On Season

Metric tons	Chilean Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Initial inventory	11.665	11.323	4.497	9.801	4.463
USA   Canada	0	0	0	0	0
Europe	2.326	1.608	579	1.307	802
Medium East   India & Pakistan	5.336	3.217	1.457	2.230	1.781
Japan   Korea	0	0	0	0	0
China & Hong Kong   Vietnam	386	1.189	244	481	20
Others Asia & Pacific Rim	0	18	65	224	0
Mexico   Central & South America	179	445	227	322	132
Others	0	0	0	0	5
Total sales	8.227	6.477	2.573	4.564	2.741

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+3,0%	+159,4%	+19,0%	+161,4%
+0,0%	+0,0%	+0,0%	+0,0%
+44,7%	+301,5%	+78,0%	+189,9%
+65,9%	+266,3%	+139,3%	+199,6%
+0,0%	+0,0%	+0,0%	+0,0%
-67,5%	+58,2%	-19,7%	+1831,4%
-100,0%	-100,0%	-100,0%	+0,0%
-59,8%	-21,4%	-44,5%	+35,1%
+0,0%	+0,0%	+0,0%	-100,0%
+27,0%	+219,8%	+80,3%	+200,2%

Sales ÷ Crop	10,5%	10,0%	3,5%	6,9%	4,9%
Sales ÷ Supply	10,5%	10,0%	3,5%	6,9%	4,9%
Sales ÷ Initial inventory	70,5%	57,2%	57,2%	46,6%	61,4%

## California | Crop & Supply

Metric tons	California Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Crop	145.000	166.379	130.183	153.325	138.043
Carry-In	2.270	2.558	1.192	1.564	961
Total Supply	147.270	168.937	131.375	154.889	139.004
% of the crop	21%	22%	20%	23%	22%

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
-12,8%	+11,4%	-5,4%	+5,0%
-11,3%	+90,4%	+45,1%	+136,3%
-12,8%	+12,1%	-4,9%	+5,9%

## California | Sales | September - On Season

Metric tons	California Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
USA   Canada	213	416	133	178	1.131
Europe	1.404	1.602	855	980	879
Medium East   India & Pakistan	1.229	536	868	679	756
Japan   Korea	0	0	0	0	0
China & Hong Kong   Vietnam	0	0	6	9	420
Others Asia & Pacific Rim	0	0	0	0	0
Mexico   Central & South America	0	0	0	0	0
Others	4	76	0	30	39
Total	2.850	2.629	1.862	1.876	3.225
Final inventory	144.420	166.308	129.513	153.013	135.778

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
-48,7%	+61,0%	+19,9%	-81,1%
-12,4%	+64,2%	+43,2%	+59,7%
+129,4%	+41,6%	+81,0%	+62,4%
+0,0%	+0,0%	+0,0%	+0,0%
+0,0%	-100,0%	-100,0%	-100,0%
+0,0%	+0,0%	+0,0%	+0,0%
+0,0%	+0,0%	+0,0%	+0,0%
-94,5%	+0,0%	-86,1%	-89,3%
+8,4%	+53,1%	+51,9%	-11,6%
-13,2%	+11,5%	-5,6%	+6,4%

Sales ÷ Crop	2,0%	1,6%	1,4%	1,2%	2,3%
Sales ÷ Supply	1,9%	1,6%	1,4%	1,2%	2,3%

## California + Chile | Sales | September

Metric tons	California Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Joint starting inventory	158.936	180.260	135.872	164.690	143.466
USA   Canada	213	416	133	178	1.131
Europe	3.730	3.210	1.435	2.287	1.682
Medium East   India & Pakistan	6.565	3.753	2.325	2.909	2.537
Japan   Korea	0	0	0	0	0
China & Hong Kong   Vietnam	386	1.189	251	490	440
Others Asia & Pacific Rim	0	18	65	224	0
Mexico   Central & South America	179	445	227	322	132
Others	4	76	0	30	44
Total sales	11.077	9.106	4.435	6.440	5.966
Joint ending inventory	147.858	171.154	131.437	158.250	137.500

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
-11,8%	+17,0%	-3,5%	+10,8%
-48,7%	+61,0%	+19,9%	-81,1%
+16,2%	+160,0%	+63,1%	+121,8%
+74,9%	+182,4%	+125,7%	+158,7%
+0,0%	+0,0%	+0,0%	+0,0%
-67,5%	+54,2%	-21,2%	-12,2%
-100,0%	-100,0%	-100,0%	+0,0%
-59,8%	-21,4%	-44,5%	+35,1%
-94,5%	+0,0%	-86,1%	-90,5%
+21,6%	+149,8%	+72,0%	+85,7%
-13,6%	+12,5%	-6,6%	+7,5%

Sales ÷ Starting inventory	7,0%	5,1%	3,3%	3,9%	4,2%
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October 26, 2021

## 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	65.385	66.249	60.681	59.513	50.192	-1,3%	+7,8%	+9,9%	+30,3%
Carry-In	580	580	1.609	61	2.783	+0,0%	-64,0%	+854,4%	-79,2%
Supply for export	65.965	66.829	62.290	59.574	52.975	-1,3%	+5,9%	+10,7%	+24,5%
% of the crop	44%	48%	44%	46%	45%				

## Chile | Sales | March to September - 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	33.696	32.782	35.164	27.168	26.840	+2,8%	-4,2%	+24,0%	+25,5%
Medium East   India & Pakistan	2.942	2.917	2.923	1.168	3.446	+0,9%	+0,6%	+151,9%	-14,6%
Japan   Korea	1.551	774	1.363	1.102	1.534	+100,4%	+13,9%	+40,7%	+1,2%
China & Hong Kong   Vietnam	0	0	338	46	0	+205,2%	-100,0%	-99,9%	+0,0%
Others Asia & Pacific Rim	474	538	580	267	0	-11,8%	-18,2%	+77,5%	+0,0%
Mexico   Central & South America	6.040	4.470	5.611	5.387	5.067	+35,1%	+7,6%	+12,1%	+19,2%
Others	0	0	0	-0	1.825	+0,0%	-100,0%	-100,0%	-100,0%
Total sales	44.703	41.480	45.979	35.138	38.712	+7,8%	-2,8%	+27,2%	+15,5%
Final inventory	21.262	25.349	16.311	24.436	14.264	-16,1%	+30,4%	-13,0%	+49,1%

  

Sales ÷ Crop	68,4%	62,6%	75,8%	59,0%	77,1%
Sales ÷ Supply	67,8%	62,1%	73,8%	59,0%	73,1%

## Chile | Sales | September - 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	34.276	34.836	23.439	33.088	22.629	-1,6%	+46,2%	+3,6%	+51,5%
USA   Canada	0	0	0	0	0	+0,0%	+0,0%	+0,0%	+0,0%
Europe	10.560	7.215	5.626	6.879	6.070	+46,4%	+87,7%	+53,5%	+74,0%
Medium East   India & Pakistan	705	723	133	331	472	-2,4%	+431,1%	+113,1%	+49,4%
Japan   Korea	218	99	76	131	108	+119,7%	+184,8%	+66,6%	+100,8%
China & Hong Kong   Vietnam	0	0	42	0	0	-100,0%	-100,0%	+0,0%	+0,0%
Others Asia & Pacific Rim	22	188	84	67	0	-88,5%	-74,3%	-67,8%	+0,0%
Mexico   Central & South America	1.509	1.262	1.166	1.244	1.294	+19,6%	+29,5%	+21,3%	+16,7%
Others	0	0	0	0	421	+0,0%	+0,0%	+0,0%	-100,0%
Total sales	13.014	9.487	7.128	8.652	8.366	+37,2%	+82,6%	+50,4%	+55,6%

  

Sales ÷ Crop	19,9%	14,3%	11,7%	14,5%	16,7%
Sales ÷ Supply	19,7%	14,2%	11,4%	14,5%	15,8%
Sales ÷ Initial inventory	38,0%	27,2%	30,4%	26,1%	37,0%

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## California | Crop & Supply

Metric tons (inshell equivalent)	California Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Crop	462.814	545.762	464.024	462.654	433.484
Carry-In	86.683	55.488	58.844	56.077	49.820
Total Supply	549.497	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
-15,2%	-0,3%	+0,0%	+6,8%
+56,2%	+47,3%	+54,6%	+74,0%
-8,6%	+5,1%	+5,9%	+13,7%

## California | Sales | September - On Season

Metric tons (inshell equivalent)	California Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
USA   Canada	20.926	19.298	19.218	17.857	15.028
Europe	3.174	1.891	1.676	1.903	1.389
Medium East   India & Pakistan	437	367	178	305	306
Japan   Korea	2.668	1.125	1.162	1.835	957
China & Hong Kong   Vietnam	0	25	32	74	424
Others Asia & Pacific Rim	463	623	377	315	644
Mexico   Central & South America	0	0	0	10	69
Others	106	45	93	161	23
Total	27.774	23.374	22.737	22.460	18.841
Final inventory	521.723	577.876	500.131	496.272	464.464

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
+8,4%	+8,9%	+17,2%	+39,2%
+67,8%	+89,4%	+66,8%	+128,5%
+18,9%	+145,0%	+43,2%	+42,8%
+137,1%	+129,7%	+45,4%	+178,7%
-100,0%	-100,0%	-100,0%	-100,0%
-25,7%	+22,7%	+46,7%	-28,1%
+0,0%	+0,0%	-100,0%	-100,0%
+136,3%	+13,6%	-34,1%	+365,8%
+18,8%	+22,2%	+23,7%	+47,4%
-9,7%	+4,3%	+5,1%	+12,3%

Sales ÷ Crop	6,0%	4,3%	4,9%	4,9%	4,3%
Sales ÷ Supply	5,1%	3,9%	4,3%	4,3%	3,9%

## California + Chile | Sales | September

Metric tons (inshell equivalent)	California Season				
	2021/22	2020/21	2019/20	2018/19	2017/18
Joint starting inventory	583.773	636.086	546.307	551.820	505.933
USA   Canada	20.926	19.298	19.218	17.857	15.028
Europe	13.734	9.106	7.302	8.782	7.460
Medium East   India & Pakistan	1.142	1.090	311	636	778
Japan   Korea	2.886	1.224	1.238	1.965	1.066
China & Hong Kong   Vietnam	0	25	74	74	424
Others Asia & Pacific Rim	484	811	461	383	644
Mexico   Central & South America	1.509	1.262	1.166	1.255	1.363
Others	106	45	93	161	444
Total sales	40.788	32.861	29.865	31.112	27.206
Joint ending inventory	542.985	603.225	516.442	520.708	478.727

2021/22 vs.			
2020/21	2019/20	2018/19	2017/18
-8,2%	+6,9%	+5,8%	+15,4%
+8,4%	+8,9%	+17,2%	+39,2%
+50,8%	+88,1%	+56,4%	+84,1%
+4,7%	+267,1%	+79,6%	+46,8%
+135,7%	+133,1%	+46,9%	+170,8%
-100,0%	-100,0%	-100,0%	-100,0%
-40,3%	+5,0%	+26,6%	-24,7%
+19,6%	+29,5%	+20,3%	+10,7%
+136,3%	+13,6%	-34,1%	-76,1%
+24,1%	+36,6%	+31,1%	+49,9%
-10,0%	+5,1%	+4,3%	+13,4%

Sales ÷ Starting inventory	7,0%	5,2%	5,5%	5,6%	5,4%
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# walnut sales forecast

October 26, 2021

## Chilean walnut sales forecast

Metric tons [Inshell equivalent]	2021				2022								TOTAL	SEP				
	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	0	0	0	0	0	0	0	0	0
Europe	12.886	5.092	2.965	2.408	1.303	892	527	3.061	6.257	11.054	11.970	8.661	67.076	9.192	12.886	3.694		
Medium East   India & Pakistan	6.041	2.168	1.408	1.077	989	838	148	12.794	15.545	9.601	9.812	6.515	66.935	3.269	6.041	2.772		
Japan   Korea	218	174	79	67	0	0	0	35	267	509	255	463	2.066	230	218	-12		
China & Hong Kong   Vietnam	386	122	60	29	30	29	29	245	1.045	1.162	1.173	2.621	6.931	760	386	-374		
Others Asia & Pacific Rim	22	13	5	10	3	3	1	0	76	150	95	120	497	172	22	-150		
Mexico   Central & South America	1.688	1.152	1.076	735	433	614	221	406	737	1.348	1.370	1.127	10.907	1.426	1.688	262		
Others	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
<b>Total sales by market</b>	<b>21.241</b>	<b>8.720</b>	<b>5.593</b>	<b>4.326</b>	<b>2.758</b>	<b>2.377</b>	<b>926</b>	<b>16.540</b>	<b>23.926</b>	<b>23.824</b>	<b>24.674</b>	<b>19.506</b>	<b>154.411</b>	<b>15.048</b>	<b>21.241</b>	<b>6.193</b>		
Season to date sales	21.241	29.961	35.554	39.880	42.639	45.015	45.941	62.481	86.407	110.231	134.905	154.411		15.048	21.241	6.193		
Sales ÷ Crop	15%	21%	25%	28%	30%	31%	29%	40%	55%	70%	85%	98%		38%	15%	-23%		
Sales ÷ Supply	15%	21%	25%	28%	30%	31%	29%	40%	55%	70%	85%	98%		35%	15%	-20%		

Initial stock	45.941	24.700	15.980	10.387	6.061	3.303	926	158.080	141.540	117.614	93.790	69.116	45.941	45.941	45.941	0
Crop of the year [for exports]	0	0	0	0	0	0	158.080	0	0	0	0	0	158.080	0	0	0
Monthly sales	-21.241	-8.720	-5.593	-4.326	-2.758	-2.377	-926	-16.540	-23.926	-23.824	-24.674	-19.506	-154.411	-15.048	-21.241	-6.193
<b>Final stock (2021/22)</b>	<b>24.700</b>	<b>15.980</b>	<b>10.387</b>	<b>6.061</b>	<b>3.303</b>	<b>926</b>	<b>158.080</b>	<b>141.540</b>	<b>117.614</b>	<b>93.790</b>	<b>69.116</b>	<b>49.610</b>	<b>49.610</b>	<b>30.893</b>	<b>24.700</b>	<b>-6.193</b>
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	SEP		
	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG		FCST	REAL	DIF.
USA   Canada	21.139	27.975	27.161	18.591	17.996	16.660	22.856	19.632	17.385	19.661	18.637	19.660	247.353	18.811	21.139	2.329
Europe	4.578	29.702	20.814	18.386	14.804	15.048	16.542	12.850	8.396	6.985	4.649	2.552	155.305	2.931	4.578	1.647
Medium East   India & Pakistan	1.666	20.880	33.666	21.239	16.093	12.717	8.696	4.022	2.430	1.795	1.494	811	125.509	965	1.666	701
Japan   Korea	2.668	4.250	6.179	7.454	7.468	7.339	8.788	8.897	6.465	4.553	2.250	2.270	68.581	1.355	2.668	1.313
China & Hong Kong   Vietnam	0	2.676	4.043	2.389	1.852	2.630	1.438	856	655	386	29	465	17.419	69	0	-69
Others Asia & Pacific Rim	463	2.062	2.590	2.799	2.471	2.109	2.597	1.772	968	1.544	1.101	1.165	21.640	435	463	28
Mexico   Central & South America	0	69	116	58	27	10	8	0	8	70	38	15	419	3	0	-3
Others	110	637	873	512	463	388	322	318	134	139	133	123	4.153	133	110	-23
<b>Total sales by market</b>	<b>30.624</b>	<b>88.250</b>	<b>95.441</b>	<b>71.428</b>	<b>61.173</b>	<b>56.902</b>	<b>61.247</b>	<b>48.347</b>	<b>36.440</b>	<b>35.133</b>	<b>28.332</b>	<b>27.061</b>	<b>640.379</b>	<b>24.702</b>	<b>30.624</b>	<b>5.922</b>
Season to date sales	30.624	118.874	214.316	285.744	346.917	403.819	465.066	513.414	549.853	584.986	613.318	640.379		24.702	30.624	5.922
Sales ÷ Crop	5%	20%	35%	47%	57%	66%	77%	84%	90%	96%	101%	105%		67%	5%	-62%
Sales ÷ Supply	4%	17%	31%	41%	50%	58%	67%	74%	79%	84%	88%	92%		67%	4%	-62%

Initial stock	88.953	666.143	577.893	482.452	411.024	349.851	292.948	231.701	183.354	146.914	111.782	83.450	88.953	79.440	88.953	9.514
Crop of the year	607.814	0	0	0	0	0	0	0	0	0	0	0	607.814	607.814	607.814	0
Monthly sales	-30.624	-88.250	-95.441	-71.428	-61.173	-56.902	-61.247	-48.347	-36.440	-35.133	-28.332	-27.061	-640.379	-24.702	-30.624	-5.922
<b>Final stock (2021/22)</b>	<b>666.143</b>	<b>577.893</b>	<b>482.452</b>	<b>411.024</b>	<b>349.851</b>	<b>292.948</b>	<b>231.701</b>	<b>183.354</b>	<b>146.914</b>	<b>111.782</b>	<b>83.450</b>	<b>56.389</b>	<b>56.389</b>	<b>662.552</b>	<b>666.143</b>	<b>3.591</b>
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	SEP		
	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG		FCST	REAL	DIF.
<b>Total sales</b>	<b>51.865</b>	<b>96.970</b>	<b>101.034</b>	<b>75.755</b>	<b>63.931</b>	<b>59.279</b>	<b>62.173</b>	<b>64.887</b>	<b>60.366</b>	<b>58.956</b>	<b>53.006</b>	<b>46.567</b>	<b>794.790</b>	<b>39.750</b>	<b>51.865</b>	<b>12.115</b>
<b>Final stock (2021/22)</b>	<b>690.844</b>	<b>593.874</b>	<b>492.839</b>	<b>417.084</b>	<b>353.153</b>	<b>293.875</b>	<b>389.781</b>	<b>324.894</b>	<b>264.528</b>	<b>205.572</b>	<b>152.566</b>	<b>105.998</b>	<b>105.998</b>	<b>693.445</b>	<b>690.844</b>	<b>-2.602</b>
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				