



MONTHLY WALNUT SALES REPORT

September 17th, 2020

CALIFORNIA | Crop & Supply

Metric tons (inshell equivalent)	Season					2019/20 vs.			
	2019/20	2018/19	2017/18	2016/17	2015/16	2018/19	2017/18	2016/17	2015/16
Crop	590.333	610.285	569.529	620.822	545.539	-3,3%	+3,7%	-4,9%	+8,2%
Carry-In	60.037	57.642	50.781	59.121	75.760	+4,2%	+18,2%	+1,5%	-20,8%
Total Supply	650.370	667.926	620.310	679.943	621.299	-2,6%	+4,8%	-4,3%	+4,7%

CALIFORNIA | Sales | September to August

Metric tons (inshell equivalent)	Season					2019/20 vs.			
	2019/20	2018/19	2017/18	2016/17	2015/16	2018/19	2017/18	2016/17	2015/16
USA Canada	230.848	237.253	210.669	220.300	222.235	-2,7%	+9,6%	+4,8%	+3,9%
Europe	157.243	139.086	145.815	146.543	123.427	+13,1%	+7,8%	+7,3%	+27,4%
Medium East India & Pakistan	99.041	130.144	88.344	121.408	81.353	-23,9%	+12,1%	-18,4%	+21,7%
Japan Korea	60.573	62.508	69.256	65.108	59.079	-3,1%	-12,5%	-7,0%	+2,5%
China & Hong Kong Vietnam	9.298	13.931	22.735	45.134	41.749	-33,3%	-59,1%	-79,4%	-77,7%
Others Asia & Pacific Rim	19.649	20.838	20.425	23.699	26.508	-5,7%	-3,8%	-17,1%	-25,9%
Mexico Central & South America	470	351	394	585	1.073	+34,1%	+19,3%	-19,6%	-56,2%
Others	2.598	3.779	5.030	6.386	6.762	-31,3%	-48,4%	-59,3%	-61,6%
Total sales	579.719	607.890	562.668	629.162	562.187	-4,6%	+3,0%	-7,9%	+3,1%
Final inventory	70.650	60.037	57.642	50.781	59.112	+17,7%	+22,6%	+39,1%	+19,5%

Sales ÷ Crop	98,2%	99,6%	98,8%	101,3%	103,1%
Sales ÷ Supply	89,1%	91,0%	90,7%	92,5%	90,5%

CALIFORNIA | Sales | March to August - Off Season

Metric tons (inshell equivalent)	Season					2019/20 vs.			
	2019/20	2018/19	2017/18	2016/17	2015/16	2018/19	2017/18	2016/17	2015/16
Initial inventory	285.311	275.183	255.908	256.395	284.510	+3,7%	+11,5%	+11,3%	+0,3%
USA Canada	107.723	113.383	98.477	102.984	120.468	-5,0%	+9,4%	+4,6%	-10,6%
Europe	49.074	43.154	41.915	38.743	38.199	+13,7%	+17,1%	+26,7%	+28,5%
Medium East India & Pakistan	17.571	17.720	14.971	16.636	16.028	-0,8%	+17,4%	+5,6%	+9,6%
Japan Korea	29.419	28.825	29.255	29.556	32.618	+2,1%	+0,6%	-0,5%	-9,8%
China & Hong Kong Vietnam	1.816	2.574	3.649	5.048	3.210	-29,4%	-50,2%	-64,0%	-43,4%
Others Asia & Pacific Rim	8.304	8.214	7.898	10.749	11.854	+1,1%	+5,1%	-22,7%	-29,9%
Mexico Central & South America	44	163	91	162	182	-73,2%	-51,9%	-73,1%	-76,0%
Others	711	1.114	2.012	1.737	2.840	-36,2%	-64,7%	-59,1%	-75,0%
Total sales	214.661	215.147	198.267	205.614	225.397	-0,2%	+8,3%	+4,4%	-4,8%

Sales ÷ Crop	36,4%	35,3%	34,8%	33,1%	41,3%
Sales ÷ Supply	33,0%	32,2%	32,0%	30,2%	36,3%
Sales ÷ Initial inventory	75,2%	78,2%	77,5%	80,2%	79,2%

CHILE | Crop & Supply

Metric tons (inshell equivalent)	Season					2020/21 vs.			
	2020/21	2019/20	2018/19	2017/18	2016/17	2019/20	2018/19	2017/18	2016/17
Export crop	122.500	134.591	125.359	106.314	76.103	-9,0%	-2,3%	+15,2%	+61,0%
Carry-In	580	1.609	61	2.783	1.153	-64,0%	+854,4%	-79,2%	-49,7%
Total Export Supply	123.080	136.200	125.420	109.098	77.255	-9,6%	-1,9%	+12,8%	+59,3%

CHILE | Sales | March to August - On Season

Metric tons (inshell equivalent)	Season					2020/21 vs.			
	2020/21	2019/20	2018/19	2017/18	2016/17	2019/20	2018/19	2017/18	2016/17
USA Canada	0	0	0	0	100	+0,0%	+0,0%	+0,0%	-100,0%
Europe	40.166	44.448	32.067	31.733	17.067	-9,6%	+25,3%	+26,6%	+135,3%
Medium East India & Pakistan	31.782	47.350	40.481	41.213	27.857	-32,9%	-21,5%	-22,9%	+14,1%
Japan Korea	675	1.286	972	1.425	2.515	-47,5%	-30,5%	-52,6%	-73,2%
China & Hong Kong Vietnam	7.422	8.470	3.215	897	1.000	-12,4%	+130,9%	+727,4%	+641,9%
Others Asia & Pacific Rim	1.371	1.305	708	0	361	+5,1%	+93,7%	+0,0%	+279,9%
Mexico Central & South America	4.176	5.405	5.089	4.149	3.766	-22,7%	-17,9%	+0,7%	+10,9%
Others	0	0	-0	2.588	0	+0,0%	-100,0%	-100,0%	+0,0%
Total	85.592	108.265	82.531	82.006	52.666	-20,9%	+3,7%	+4,4%	+62,5%
Final export inventory	37.488	27.935	42.889	27.092	24.589	+34,2%	-12,6%	+38,4%	+52,5%

Sales ÷ Crop	69,9%	80,4%	65,8%	77,1%	69,2%
Sales ÷ Supply	69,5%	79,5%	65,8%	75,2%	68,2%

CALIFORNIA + CHILE | Sales | March to August

Metric tons (inshell equivalent)	Chilean Season					2020/21 vs.			
	2020/21	2019/20	2018/19	2017/18	2016/17	2019/20	2018/19	2017/18	2016/17
Joint starting inventory	408.391	411.383	381.328	365.492	361.765	-0,7%	+7,1%	+11,7%	+12,9%
USA Canada	107.723	113.383	98.477	102.984	120.568	-5,0%	+9,4%	+4,6%	-10,7%
Europe	89.240	87.602	73.982	70.476	55.266	+1,9%	+20,6%	+26,6%	+61,5%
Medium East India & Pakistan	49.353	65.071	55.452	57.849	43.885	-24,2%	-11,0%	-14,7%	+12,5%
Japan Korea	30.094	30.111	30.227	30.982	35.132	-0,1%	-0,4%	-2,9%	-14,3%
China & Hong Kong Vietnam	9.238	11.044	6.863	5.945	4.210	-16,4%	+34,6%	+55,4%	+119,4%
Others Asia & Pacific Rim	9.675	9.518	8.605	10.749	12.215	+1,6%	+12,4%	-10,0%	-20,8%
Mexico Central & South America	4.220	5.568	5.180	4.311	3.948	-24,2%	-18,5%	-2,1%	+6,9%
Others	711	1.114	2.012	4.325	2.840	-36,2%	-64,7%	-83,6%	-75,0%
Total sales	300.253	323.411	280.798	287.620	278.064	-7,2%	+6,9%	+4,4%	+8,0%
Joint ending inventory	108.138	87.972	100.530	77.873	83.701	+22,9%	+7,6%	+38,9%	+29,2%

Sales ÷ Starting inventory	73,5%	78,6%	73,6%	78,7%	76,9%
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MONTHLY INSHELL WALNUT SALES REPORT

September 17th, 2020

CALIFORNIA | Crop & Supply

Metric tons	Season					2019/20 vs.			
	2019/20	2018/19	2017/18	2016/17	2015/16	2018/19	2017/18	2016/17	2015/16
Crop	128.000	153.325	138.043	178.161	133.070	-16,5%	-7,3%	-28,2%	-3,8%
Carry-In	1.192	1.564	961	1.699	2.429	-23,8%	+24,1%	-29,8%	-50,9%
Total Supply	129.192	154.889	139.004	179.860	135.499	-16,6%	-7,1%	-28,2%	-4,7%

CALIFORNIA | Sales | September to August

Metric tons	Season					2019/20 vs.			
	2019/20	2018/19	2017/18	2016/17	2015/16	2018/19	2017/18	2016/17	2015/16
USA Canada	5.793	8.909	11.207	7.997	8.269	-35,0%	-48,3%	-27,6%	-29,9%
Europe	38.511	38.249	37.148	43.011	32.920	+0,7%	+3,7%	-10,5%	+17,0%
Medium East India & Pakistan	75.365	94.577	69.536	87.352	52.881	-20,3%	+8,4%	-13,7%	+42,5%
Japan Korea	382	306	608	522	443	+24,8%	-37,2%	-26,8%	-13,7%
China & Hong Kong Vietnam	7.007	9.161	17.276	36.864	36.380	-23,5%	-59,4%	-81,0%	-80,7%
Others Asia & Pacific Rim	268	872	216	308	1.320	-69,2%	+24,1%	-12,8%	-79,7%
Mexico Central & South America	396	288	82	279	558	+37,7%	+381,9%	+41,9%	-29,1%
Others	1.095	1.336	1.367	2.566	1.039	-18,1%	-19,9%	-57,3%	+5,4%
Total sales	128.817	153.697	137.439	178.899	133.809	-16,2%	-6,3%	-28,0%	-3,7%
Final inventory	375	1.192	1.564	961	1.690	-68,5%	-76,0%	-60,9%	-77,8%

Sales ÷ Crop	100,6%	100,2%	99,6%	100,4%	100,6%
Sales ÷ Supply	99,7%	99,2%	98,9%	99,5%	98,8%

CALIFORNIA | Sales | March to August - Off Season

Metric tons	Season					2019/20 vs.			
	2019/20	2018/19	2017/18	2016/17	2015/16	2018/19	2017/18	2016/17	2015/16
Initial inventory	14.757	15.015	15.431	13.385	13.986	-1,7%	-4,4%	+10,3%	+5,5%
USA Canada	820	1.424	2.414	1.904	2.001	-42,4%	-66,0%	-56,9%	-59,0%
Europe	1.836	2.590	1.543	1.278	2.289	-29,1%	+19,0%	+43,7%	-19,8%
Medium East India & Pakistan	10.507	8.758	8.598	6.772	6.394	+20,0%	+22,2%	+55,2%	+64,3%
Japan Korea	0	0	0	0	0	+0,0%	+0,0%	+0,0%	+0,0%
China & Hong Kong Vietnam	932	679	1.151	2.168	966	+37,3%	-19,1%	-57,0%	-3,6%
Others Asia & Pacific Rim	10	111	10	20	250	-91,0%	+0,0%	-50,6%	-96,0%
Mexico Central & South America	0	120	0	20	3	-100,0%	+0,0%	-100,0%	-100,0%
Others	276	141	150	262	392	+95,8%	+83,7%	+5,5%	-29,5%
Total sales	14.382	13.822	13.867	12.424	12.296	+4,0%	+3,7%	+15,8%	+17,0%

Sales ÷ Crop	11,2%	9,0%	10,0%	7,0%	9,2%
Sales ÷ Supply	11,1%	8,9%	10,0%	6,9%	9,1%
Sales ÷ Initial inventory	97,5%	92,1%	89,9%	92,8%	87,9%

CHILE | Crop & Supply

Metric tons	Season					2020/21 vs.			
	2020/21	2019/20	2018/19	2017/18	2016/17	2019/20	2018/19	2017/18	2016/17
Export crop	60.000	73.910	65.846	56.122	35.029	-18,8%	-8,9%	+6,9%	+71,3%
Carry-In	0	0	0	0	0	+0,0%	+0,0%	+0,0%	+0,0%
Total Export Supply	60.000	73.910	65.846	56.122	35.029	-18,8%	-8,9%	+6,9%	+71,3%

CHILE | Sales | March to August - On Season

Metric tons	Season					2020/21 vs.			
	2020/21	2019/20	2018/19	2017/18	2016/17	2019/20	2018/19	2017/18	2016/17
USA Canada	0	0	0	0	9	+0,0%	+0,0%	+0,0%	-100,0%
Europe	14.599	14.910	11.778	10.964	5.992	-2,1%	+24,0%	+33,2%	+143,6%
Medium East India & Pakistan	29.588	44.560	39.645	38.240	25.533	-33,6%	-25,4%	-22,6%	+15,9%
Japan Korea	0	0	0	0	20	+0,0%	+0,0%	+0,0%	-100,0%
China & Hong Kong Vietnam	7.422	8.174	3.168	897	948	-9,2%	+134,3%	+727,4%	+683,3%
Others Asia & Pacific Rim	1.021	809	508	0	0	+26,2%	+101,1%	+0,0%	+0,0%
Mexico Central & South America	968	960	946	375	356	+0,8%	+2,3%	+158,1%	+172,3%
Others	0	0	0	1.184	0	+0,0%	+0,0%	-100,0%	+0,0%
Total	53.599	69.413	56.045	51.660	32.858	-22,8%	-4,4%	+3,8%	+63,1%
Final export inventory	6.401	4.497	9.801	4.463	2.171	+42,4%	-34,7%	+43,4%	+194,9%

Sales ÷ Crop	89,3%	93,9%	85,1%	92,0%	93,8%
Sales ÷ Supply	89,3%	93,9%	85,1%	92,0%	93,8%

CALIFORNIA + CHILE | Sales | March to August

Metric tons	Chilean Season					2020/21 vs.			
	2020/21	2019/20	2018/19	2017/18	2016/17	2019/20	2018/19	2017/18	2016/17
Joint starting inventory	74.757	88.925	81.277	69.507	49.014	-15,9%	-8,0%	+7,6%	+52,5%
USA Canada	820	1.424	2.414	1.904	2.010	-42,4%	-66,0%	-56,9%	-59,2%
Europe	16.436	17.500	13.321	12.242	8.281	-6,1%	+23,4%	+34,3%	+98,5%
Medium East India & Pakistan	40.095	53.318	48.242	45.011	31.927	-24,8%	-16,9%	-10,9%	+25,6%
Japan Korea	0	0	0	0	20	+0,0%	+0,0%	+0,0%	-100,0%
China & Hong Kong Vietnam	8.354	8.853	4.320	3.065	1.914	-5,6%	+93,4%	+172,5%	+336,4%
Others Asia & Pacific Rim	1.031	919	518	20	250	+12,1%	+99,2%	+5002,1%	+311,7%
Mexico Central & South America	968	1.080	946	395	359	-10,4%	+2,3%	+145,1%	+170,0%
Others	276	141	150	1.446	392	+95,8%	+83,7%	-80,9%	-29,5%
Total sales	67.980	83.236	69.912	64.084	45.153	-18,3%	-2,8%	+6,1%	+50,6%
Joint ending inventory	6.777	5.689	11.365	5.423	3.861	+19,1%	-40,4%	+25,0%	+75,5%
Sales ÷ Starting inventory	90,9%	93,6%	86,0%	92,2%	92,1%				



MONTHLY SHELLED WALNUT SALES REPORT

September 17th, 2020

CALIFORNIA | Crop & Supply

Metric tons (inshell equivalent)	Season					2019/20 vs.			
	2019/20	2018/19	2017/18	2016/17	2015/16	2018/19	2017/18	2016/17	2015/16
Crop	462.333	456.960	431.487	442.661	412.469	+1,2%	+7,1%	+4,4%	+12,1%
Carry-In	58.844	56.077	49.820	57.422	73.331	+4,9%	+18,1%	+2,5%	-19,8%
Total Supply	521.177	513.037	481.306	500.083	485.800	+1,6%	+8,3%	+4,2%	+7,3%

CALIFORNIA | Sales | September to August

Metric tons (inshell equivalent)	Season					2019/20 vs.			
	2019/20	2018/19	2017/18	2016/17	2015/16	2018/19	2017/18	2016/17	2015/16
USA Canada	225.055	228.344	199.463	212.303	213.967	-1,4%	+12,8%	+6,0%	+5,2%
Europe	118.732	100.837	108.668	103.533	90.507	+17,7%	+9,3%	+14,7%	+31,2%
Medium East India & Pakistan	23.676	35.567	18.808	34.056	28.472	-33,4%	+25,9%	-30,5%	-16,8%
Japan Korea	60.191	62.202	68.648	64.586	58.636	-3,2%	-12,3%	-6,8%	+2,7%
China & Hong Kong Vietnam	2.290	4.770	5.459	8.269	5.370	-52,0%	-58,0%	-72,3%	-57,3%
Others Asia & Pacific Rim	19.381	19.967	20.209	23.391	25.188	-2,9%	-4,1%	-17,1%	-23,1%
Mexico Central & South America	74	63	312	306	515	+17,7%	-76,3%	-75,8%	-85,6%
Others	1.503	2.443	3.663	3.820	5.723	-38,5%	-59,0%	-60,7%	-73,7%
Total sales	450.902	454.193	425.229	450.263	428.378	-0,7%	+6,0%	+0,1%	+5,3%
Final inventory	70.275	58.844	56.077	49.820	57.422	+19,4%	+25,3%	+41,1%	+22,4%

Sales ÷ Crop	97,5%	99,4%	98,5%	101,7%	103,9%
Sales ÷ Supply	86,5%	88,5%	88,3%	90,0%	88,2%

CALIFORNIA | Sales | March to August - Off Season

Metric tons (inshell equivalent)	Season					2019/20 vs.			
	2019/20	2018/19	2017/18	2016/17	2015/16	2018/19	2017/18	2016/17	2015/16
Initial inventory	270.554	260.169	240.477	243.010	270.524	+4,0%	+12,5%	+11,3%	+0,0%
USA Canada	106.903	111.959	96.063	101.079	118.467	-4,5%	+11,3%	+5,8%	-9,8%
Europe	47.238	40.564	40.372	37.465	35.909	+16,5%	+17,0%	+26,1%	+31,5%
Medium East India & Pakistan	7.064	8.963	6.373	9.864	9.634	-21,2%	+10,8%	-28,4%	-26,7%
Japan Korea	29.419	28.825	29.255	29.556	32.618	+2,1%	+0,6%	-0,5%	-9,8%
China & Hong Kong Vietnam	884	1.895	2.497	2.879	2.243	-53,3%	-64,6%	-69,3%	-60,6%
Others Asia & Pacific Rim	8.294	8.103	7.888	10.728	11.603	+2,4%	+5,1%	-22,7%	-28,5%
Mexico Central & South America	44	43	91	142	179	+1,9%	-51,9%	-69,3%	-75,6%
Others	434	973	1.862	1.475	2.448	-55,3%	-76,7%	-70,6%	-82,3%
Total sales	200.279	201.324	184.400	193.190	213.102	-0,5%	+8,6%	+3,7%	-6,0%

Sales ÷ Crop	43,3%	44,1%	42,7%	43,6%	51,7%
Sales ÷ Supply	38,4%	39,2%	38,3%	38,6%	43,9%
Sales ÷ Initial inventory	74,0%	77,4%	76,7%	79,5%	78,8%

CHILE | Crop & Supply

Metric tons (inshell equivalent)	Season					2020/21 vs.			
	2020/21	2019/20	2018/19	2017/18	2016/17	2019/20	2018/19	2017/18	2016/17
Export crop	62.500	60.681	59.513	50.192	41.074	+3,0%	+5,0%	+24,5%	+52,2%
Carry-In	580	1.609	61	2.783	1.153	-64,0%	+854,4%	-79,2%	-49,7%
Total Export Supply	63.080	62.290	59.574	52.975	42.226	+1,3%	+5,9%	+19,1%	+49,4%

CHILE | Sales | March to August - On Season

Metric tons (inshell equivalent)	Season					2020/21 vs.			
	2020/21	2019/20	2018/19	2017/18	2016/17	2019/20	2018/19	2017/18	2016/17
USA Canada	0	0	0	0	91	+0,0%	+0,0%	+0,0%	-100,0%
Europe	25.567	29.537	20.289	20.769	11.075	-13,4%	+26,0%	+23,1%	+130,9%
Medium East India & Pakistan	2.194	2.790	837	2.974	2.324	-21,4%	+162,2%	-26,2%	-5,6%
Japan Korea	675	1.286	972	1.425	2.495	-47,5%	-30,5%	-52,6%	-72,9%
China & Hong Kong Vietnam	0	296	46	0	53	-100,0%	-100,0%	+0,0%	-100,0%
Others Asia & Pacific Rim	350	496	200	0	361	-29,4%	+74,9%	+0,0%	-3,0%
Mexico Central & South America	3.208	4.445	4.142	3.774	3.411	-27,8%	-22,6%	-15,0%	-5,9%
Others	0	0	0	1.404	0	+0,0%	+0,0%	-100,0%	+0,0%
Total	31.993	38.851	26.486	30.346	19.809	-17,7%	+20,8%	+5,4%	+61,5%
Final export inventory	31.087	23.439	33.088	22.629	22.418	+32,6%	-6,0%	+37,4%	+38,7%

Sales ÷ Crop	51,2%	64,0%	44,5%	60,5%	48,2%
Sales ÷ Supply	50,7%	62,4%	44,5%	57,3%	46,9%

CALIFORNIA + CHILE | Sales | March to August

Metric tons (inshell equivalent)	Chilean Season					2020/21 vs.			
	2020/21	2019/20	2018/19	2017/18	2016/17	2019/20	2018/19	2017/18	2016/17
Joint starting inventory	333.634	322.459	300.051	295.985	312.750	+3,5%	+11,2%	+12,7%	+6,7%
USA Canada	106.903	111.959	96.063	101.079	118.558	-4,5%	+11,3%	+5,8%	-9,8%
Europe	72.804	70.101	60.661	58.234	46.984	+3,9%	+20,0%	+25,0%	+55,0%
Medium East India & Pakistan	9.258	11.753	7.210	12.838	11.958	-21,2%	+28,4%	-27,9%	-22,6%
Japan Korea	30.094	30.111	30.227	30.982	35.112	-0,1%	-0,4%	-2,9%	-14,3%
China & Hong Kong Vietnam	884	2.191	2.544	2.879	2.296	-59,6%	-65,2%	-69,3%	-61,5%
Others Asia & Pacific Rim	8.644	8.599	8.088	10.728	11.964	+0,5%	+6,9%	-19,4%	-27,8%
Mexico Central & South America	3.252	4.488	4.233	3.916	3.590	-27,6%	-23,2%	-17,0%	-9,4%
Others	434	973	1.862	2.879	2.448	-55,3%	-76,7%	-84,9%	-82,3%
Total sales	232.273	240.175	210.886	223.536	232.910	-3,3%	+10,1%	+3,9%	-0,3%
Joint ending inventory	101.362	82.283	89.165	72.449	79.840	+23,2%	+13,7%	+39,9%	+27,0%

Sales ÷ Starting inventory	69,6%	74,5%	70,3%	75,5%	74,5%
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