

California Walnut Board

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An Equal Opportunity Employer and Provider

MONTHLY MANAGEMENT REPORT
Thursday, January 9, 2020
December Shipments

Inshell (1000 pounds)

| | <u>2018/19 Marketing Year</u> | | <u>2019/20 Marketing Year</u> | |
|--------------|-------------------------------|-------------------|-------------------------------|-------------------|
| | | 9/1/2018 to | | 9/1/2019 to |
| | <u>December 2018</u> | <u>12/31/2018</u> | <u>December 2019</u> | <u>12/31/2019</u> |
| Domestic | 1,132 | 12,009 | 854 | 8,215 |
| Export | <u>53,886</u> | <u>214,714</u> | <u>38,100</u> | <u>209,193</u> |
| Total | 55,018 | 226,723 | 38,954 | 217,408 |

Shelled (1000 pounds)

| | <u>2018/19 Marketing Year</u> | | <u>2019/20 Marketing Year</u> | |
|--------------|-------------------------------|-------------------|-------------------------------|-------------------|
| | | 9/1/2018 to | | 9/1/2019 to |
| | <u>December 2018</u> | <u>12/31/2018</u> | <u>December 2019</u> | <u>12/31/2019</u> |
| Domestic | 15,145 | 73,333 | 15,569 | 74,935 |
| Export | <u>28,520</u> | <u>84,569</u> | <u>28,179</u> | <u>82,525</u> |
| Total | 43,666 | 157,902 | 43,748 | 157,460 |

Inshell Equivalent Tonnage*

| | <u>2018/19 Marketing Year</u> | | <u>2019/20 Marketing Year</u> | |
|--------------|-------------------------------|-------------------|-------------------------------|-------------------|
| | | 9/1/2018 to | | 9/1/2019 to |
| | <u>December 2018</u> | <u>12/31/2018</u> | <u>December 2019</u> | <u>12/31/2019</u> |
| Domestic | 17,699 | 88,960 | 18,120 | 89,261 |
| Export | <u>59,206</u> | <u>203,023</u> | <u>51,071</u> | <u>198,375</u> |
| Total | 76,905 | 291,983 | 69,191 | 287,636 |

USDA domestic purchase commitments total 9,856,512 pounds for the 2019/20 crop year.

Walnut receipts as reported by handlers as of December 31, 2019 = 639,409 tons

*2018/19 shellout rate 44.2 -- 2019/20 shellout rate 44.0

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION - YEAR TO DATE
09/01/2019 - 12/31/2019

| | <u>Inshell Pounds</u> | | | <u>Shelled Pounds</u> | | |
|------------------------------------|-----------------------|--------------------|--------------------------------|-----------------------|--------------------|--------------------------------|
| | <u>2018/19</u> | <u>2019/20</u> | <u>% Change vs. Prior Year</u> | <u>2018/19</u> | <u>2019/20</u> | <u>% Change vs. Prior Year</u> |
| North America | | | | | | |
| USA | 12,008,682 | 8,214,669 | -31.59% | 73,333,113 | 74,935,104 | 2.18% |
| Canada | 2,575,151 | 2,097,257 | -18.56% | 6,032,433 | 6,024,623 | -0.13% |
| Mexico | 171,080 | 168,184 | -1.69% | 19,675 | 3,500 | -82.21% |
| Sub-Total | 14,754,913 | 10,480,110 | -28.97% | 79,385,221 | 80,963,227 | 1.99% |
| Central & South America | | | | | | |
| Chile | 44,092 | 704,828 | 1498.54% | 0 | 0 | 0.00% |
| Ecuador | 22,500 | 0 | -100.00% | 0 | 0 | 0.00% |
| Sub-Total | 66,592 | 704,828 | 958.43% | 0 | 0 | 0.00% |
| Europe | | | | | | |
| Austria | 0 | 0 | 0.00% | 335,550 | 276,160 | -17.70% |
| Belgium | 1,014,775 | 87,842 | -91.34% | 798,000 | 336,000 | -57.89% |
| Denmark | 0 | 0 | 0.00% | 84,000 | 84,000 | 0.00% |
| France | 44,092 | 44,092 | 0.00% | 17,050 | 79,288 | 365.03% |
| Germany | 8,795,330 | 10,753,404 | 22.26% | 12,640,066 | 22,836,100 | 80.66% |
| Greece | 411,710 | 881,748 | 114.17% | 523,520 | 59,500 | -88.63% |
| Italy | 40,727,160 | 45,156,157 | 10.87% | 2,451,726 | 2,220,789 | -9.42% |
| Netherlands | 1,668,937 | 1,712,698 | 2.62% | 3,109,354 | 3,980,452 | 28.02% |
| Norway | 0 | 0 | 0.00% | 143,400 | 215,390 | 50.20% |
| Portugal | 154,322 | 0 | -100.00% | 94,004 | 83,992 | -10.65% |
| Spain | 13,795,784 | 16,412,797 | 18.97% | 11,937,249 | 10,188,172 | -14.65% |
| Sweden | 44,000 | 0 | -100.00% | 528,000 | 207,600 | -60.68% |
| Switzerland | 20,000 | 0 | -100.00% | 389,630 | 191,500 | -50.85% |
| U.K. | 236,738 | 211,182 | -10.80% | 2,958,195 | 2,401,969 | -18.80% |
| Sub-Total | 66,912,848 | 75,259,920 | 12.47% | 36,009,744 | 43,160,912 | 19.86% |
| Middle East/Africa | | | | | | |
| Algeria | 836,189 | 2,821,160 | 237.38% | 0 | 0 | 0.00% |
| Bahrain | 84,092 | 88,184 | 4.87% | 129,892 | 63,140 | -51.39% |
| Egypt | 1,058,212 | 1,763,680 | 66.67% | 582,100 | 512,358 | -11.98% |
| Iraq | 793,656 | 308,644 | -61.11% | 839,700 | 168,000 | -79.99% |
| Israel | 865,800 | 440,932 | -49.07% | 4,843,222 | 2,912,626 | -39.86% |
| Jordan | 1,321,656 | 396,736 | -69.98% | 1,545,326 | 756,020 | -51.08% |
| Kuwait | 19,292 | 0 | -100.00% | 403,156 | 396,378 | -1.68% |
| Lebanon | 5,221,420 | 1,123,418 | -78.48% | 84,046 | -42,000 | -149.97% |
| Morocco | 4,535,723 | 2,997,612 | -33.91% | 0 | 0 | 0.00% |
| Pakistan | 10,804,474 | 0 | -100.00% | 42,328 | 0 | -100.00% |
| Qatar | 30,313 | 16,534 | -45.46% | 157,388 | 140,668 | -10.62% |
| Saudi Arabia | 925,932 | 88,184 | -90.48% | 1,777,333 | 798,820 | -55.06% |
| Tunisia | 44,092 | 176,368 | 300.00% | 22,046 | 0 | -100.00% |
| Turkey | 59,567,128 | 75,396,875 | 26.57% | 64,001 | 124,800 | 95.00% |
| U.A.E. | 27,648,816 | 27,675,836 | 0.10% | 3,617,307 | 2,066,437 | -42.87% |
| Sub-Total | 113,756,795 | 113,294,163 | -0.41% | 14,107,845 | 7,897,247 | -44.02% |
| Asia / Pacific Rim | | | | | | |
| Australia | 0 | 0 | 0.00% | 2,877,953 | 2,349,065 | -18.38% |
| China | 2,328,723 | 244,049 | -89.52% | 1,130,380 | 490,750 | -56.59% |
| Hong Kong | 3,679,715 | 0 | -100.00% | 640,487 | 244,748 | -61.79% |
| India | 10,560,802 | 9,067,233 | -14.14% | 60,667 | 758,374 | 1150.06% |
| Japan | 0 | 0 | 0.00% | 8,088,666 | 8,533,246 | 5.50% |
| Korea | 605,697 | 825,404 | 36.27% | 10,539,542 | 8,001,670 | -24.08% |
| Malaysia | 0 | 0 | 0.00% | 483,095 | 282,311 | -41.56% |
| New Zealand | 0 | 0 | 0.00% | 538,144 | 471,250 | -12.43% |
| Philippines | 0 | 0 | 0.00% | 137,000 | 185,500 | 35.40% |
| Singapore | 0 | 44,092 | 0.00% | 684,794 | 601,913 | -12.10% |
| Taiwan | 176,826 | 303,133 | 71.43% | 2,236,328 | 2,613,470 | 16.86% |
| Thailand | 1,190,484 | 0 | -100.00% | 81,490 | 163,225 | 100.30% |
| Vietnam | 10,272,245 | 5,904,799 | -42.52% | 66,480 | 40,000 | -39.83% |
| Sub-Total | 28,814,492 | 16,388,710 | -43.12% | 27,565,026 | 24,735,522 | -10.26% |
| Other | 2,417,445 | 1,280,381 | -47.04% | 833,805 | 703,395 | -15.64% |
| GRAND TOTAL | 226,723,085 | 217,408,112 | -4.11% | 157,901,641 | 157,460,303 | -0.28% |
| Domestic Total | 12,008,682 | 8,214,669 | -31.59% | 73,333,113 | 74,935,104 | 2.18% |
| Export Total | 214,714,403 | 209,193,443 | -2.57% | 84,568,528 | 82,525,199 | -2.42% |

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION
December 2018 / December 2019

| | <u>Inshell Pounds</u> | | | <u>Shelled Pounds</u> | | |
|------------------------------------|-----------------------|----------------------|--------------------------------|-----------------------|----------------------|--------------------------------|
| | <u>December 2018</u> | <u>December 2019</u> | <u>% Change vs. Prior Year</u> | <u>December 2018</u> | <u>December 2019</u> | <u>% Change vs. Prior Year</u> |
| North America | | | | | | |
| USA | 1,131,729 | 854,334 | -24.51% | 15,145,439 | 15,569,321 | 2.80% |
| Canada | 114,764 | 227,200 | 97.97% | 1,327,329 | 1,590,505 | 19.83% |
| Mexico | 0 | 0 | 0.00% | 0 | 3,500 | 0.00% |
| Sub-Total | 1,246,493 | 1,081,534 | -13.23% | 16,472,768 | 17,163,326 | 4.19% |
| Central & South America | | | | | | |
| Chile | 0 | 44,000 | 0.00% | 0 | 0 | 0.00% |
| Ecuador | 22,500 | 0 | -100.00% | 0 | 0 | 0.00% |
| Sub-Total | 22,500 | 44,000 | 95.56% | 0 | 0 | 0.00% |
| Europe | | | | | | |
| Austria | 0 | 0 | 0.00% | 72,000 | 84,000 | 16.67% |
| Belgium | 176,368 | 0 | -100.00% | 84,000 | 0 | -100.00% |
| Denmark | 0 | 0 | 0.00% | 0 | 84,000 | 0.00% |
| France | 0 | 0 | 0.00% | 0 | 41,668 | 0.00% |
| Germany | 557,306 | 993,097 | 78.20% | 6,173,868 | 7,880,103 | 27.64% |
| Greece | 62,335 | 0 | -100.00% | 134,020 | 42,000 | -68.66% |
| Italy | 9,224,424 | 6,456,272 | -30.01% | 870,219 | 944,692 | 8.56% |
| Netherlands | 215,224 | 84,877 | -60.56% | 837,968 | 1,177,308 | 40.50% |
| Norway | 0 | 0 | 0.00% | 103,400 | 82,000 | -20.70% |
| Portugal | 44,092 | 0 | -100.00% | 22,044 | 0 | -100.00% |
| Spain | 2,243,538 | 2,573,159 | 14.69% | 2,608,286 | 2,133,090 | -18.22% |
| Sweden | 22,000 | 0 | -100.00% | 84,000 | 59,600 | -29.05% |
| Switzerland | 20,000 | 0 | -100.00% | 126,000 | 41,950 | -66.71% |
| U.K. | 0 | 0 | 0.00% | 882,138 | 920,361 | 4.33% |
| Sub-Total | 12,565,287 | 10,107,405 | -19.56% | 11,997,943 | 13,490,772 | 12.44% |
| Middle East/Africa | | | | | | |
| Algeria | 396,736 | 529,104 | 33.36% | 0 | 0 | 0.00% |
| Bahrain | 0 | 88,184 | 0.00% | 22,000 | 63,140 | 187.00% |
| Egypt | 308,648 | 617,288 | 100.00% | 185,460 | 204,160 | 10.08% |
| Iraq | 220,460 | 176,368 | -20.00% | 167,700 | 126,000 | -24.87% |
| Israel | 294,872 | 88,188 | -70.09% | 1,703,721 | 1,667,390 | -2.13% |
| Jordan | 396,460 | 308,644 | -22.15% | 613,326 | 420,000 | -31.52% |
| Kuwait | 2,756 | 0 | -100.00% | 189,094 | 187,972 | -0.59% |
| Lebanon | 1,573,441 | 88,184 | -94.40% | 0 | 0 | 0.00% |
| Morocco | 1,895,956 | 705,380 | -62.80% | 0 | 0 | 0.00% |
| Pakistan | 2,072,772 | 0 | -100.00% | 0 | 0 | 0.00% |
| Qatar | 30,313 | 0 | -100.00% | 51,480 | 58,960 | 14.53% |
| Saudi Arabia | 308,644 | 44,092 | -85.71% | 938,066 | 458,832 | -51.09% |
| Tunisia | 0 | 88,184 | 0.00% | 22,046 | 0 | -100.00% |
| Turkey | 16,007,969 | 14,418,056 | -9.93% | 42,001 | 42,000 | 0.00% |
| U.A.E. | 11,509,962 | 4,629,228 | -59.78% | 1,236,267 | 700,220 | -43.36% |
| Sub-Total | 35,018,989 | 21,780,900 | -37.80% | 5,171,161 | 3,928,674 | -24.03% |
| Asia / Pacific Rim | | | | | | |
| Australia | 0 | 0 | 0.00% | 932,065 | 802,625 | -13.89% |
| China | 264,556 | 23,589 | -91.08% | 520,750 | 84,000 | -83.87% |
| Hong Kong | 308,552 | 0 | -100.00% | 108,800 | 106,240 | -2.35% |
| India | 3,464,764 | 2,630,485 | -24.08% | 37,637 | 630,631 | 1575.56% |
| Japan | 0 | 0 | 0.00% | 3,252,620 | 3,939,732 | 21.12% |
| Korea | 605,697 | 825,404 | 36.27% | 3,364,968 | 2,249,330 | -33.15% |
| Malaysia | 0 | 0 | 0.00% | 112,867 | 25,000 | -77.85% |
| New Zealand | 0 | 0 | 0.00% | 125,914 | 183,000 | 45.34% |
| Philippines | 0 | 0 | 0.00% | 42,000 | 73,000 | 73.81% |
| Singapore | 0 | 44,092 | 0.00% | 210,978 | 161,438 | -23.48% |
| Taiwan | 88,184 | 66,138 | -25.00% | 1,008,228 | 731,600 | -27.44% |
| Thailand | 529,104 | 0 | -100.00% | 81,490 | 82,250 | 0.93% |
| Vietnam | 683,316 | 2,042,062 | 198.85% | 42,000 | 40,000 | -4.76% |
| Sub-Total | 5,944,173 | 5,631,770 | -5.26% | 9,840,317 | 9,108,846 | -7.43% |
| Other | 220,468 | 308,552 | 39.95% | 183,530 | 56,680 | -69.12% |
| GRAND TOTAL | 55,017,910 | 38,954,161 | -29.20% | 43,665,719 | 43,748,298 | 0.19% |
| Domestic Total | 1,131,729 | 854,334 | -24.51% | 15,145,439 | 15,569,321 | 2.80% |
| Export Total | 53,886,181 | 38,099,827 | -29.30% | 28,520,280 | 28,178,977 | -1.20% |