

## Almond Industry Position Report

**JANUARY 2020**

### 2019-2020 Crop Year

| <u>Salable</u>               | <u>Forecast</u><br>Million Lbs. | <u>2019-2020</u><br><u>08/01 - 01/31</u> | <u>2018-2019</u><br><u>08/01 - 01/31</u> | <u>% Change</u> |
|------------------------------|---------------------------------|--|--|-----------------|
|                              |                                 | <u>Kernel Wt.</u>                        | <u>Kernel Wt.</u>                        |                 |
| 1. Carryin August 1, 2019    | 318.3                           | 318,318,593                              | 359,012,851                              | -11.34%         |
| 2. Crop Receipts to Date     | 2,200.0                         | 2,509,165,276                            | 2,251,393,160                            | 11.45%          |
| 3. [2% Loss and Exempt]      | (44.0)                          | (50,183,306)                             | (45,027,863)                             |                 |
| 4. New Crop Marketable (2-3) | 2,156.0                         | 2,458,981,970                            | 2,206,365,297                            | 11.45%          |
| 5. [Reserve]                 | n/a                             | 0  | 0  |                 |
| 6. Total Supply (1+4-5)      | <u>2,474.3</u>                  | <u>2,777,300,563</u>                     | <u>2,565,378,148</u>                     | 8.26%           |

### Shipments by Handlers

|                              |                |                      |                      |        |
|------------------------------|----------------|----------------------|----------------------|--------|
| 7. Domestic                  | 701.2          | 368,720,960          | 368,206,745          | 0.14%  |
| 8. Export                    | <u>1,423.8</u> | <u>903,097,445</u>   | <u>848,821,952</u>   | 6.39%  |
| 9. Total Shipments           | 2,125.0        | <u>1,271,818,405</u> | <u>1,217,028,697</u> | 4.50%  |
| 10. Forecasted Carryout      | <u>349.3</u>   |                      |                      |        |
| 11. Computed Inventory (6-9) |                | <u>1,505,482,158</u> | <u>1,348,349,451</u> | 11.65% |

### Commitments (sold, not delivered)\*\*

|                                   |  |                    |                    |        |
|-----------------------------------|--|--------------------|--------------------|--------|
| 12. Domestic                      |  | 298,497,936        | 249,080,303        | 19.84% |
| 13. Export                        |  | <u>300,890,409</u> | <u>289,568,062</u> | 3.91%  |
| 14. Total Committed Shipments     |  | <u>599,388,345</u> | <u>538,648,365</u> | 11.28% |
| 15. Uncommitted Inventory (11-14) |  | <u>906,093,813</u> | <u>809,701,086</u> | 11.90% |

\*\*Handlers reporting commitments represent 96% of the 2018/2019 crop

|                                  |                          | MONTHLY REPORT OF SALABLE HANDLER SHIPMENTS |                      |                     |                      |
|----------------------------------|--------------------------|---|----------------------|---------------------|----------------------|
|                                  |                          | 2019-2020 Crop Year                         |                      | 2018-2019 Crop Year |                      |
|                                  |                          | 01/01 - 01/31                               | 08/01 - 01/31        | 01/01 - 01/31       | 08/01 - 01/31        |
| <u>DOMESTIC</u>                  | Shelled                  | 42,902,429                                  | 230,000,553          | 47,942,769          | 240,938,530          |
|                                  | Manufactured             | 34,007,909                                  | 170,699,324          | 26,813,141          | 154,662,992          |
|                                  | Products                 | 572,463                                     | 2,979,787            | 540,627             | 2,648,913            |
|                                  | Inshell                  | 1,365,185                                   | 3,422,942            | 125,064             | 2,170,657            |
|                                  | (Interhandler Transfers) | (4,043,621)                                 | (23,091,156)         | (6,675,199)         | (19,827,981)         |
|                                  | (Industry Purchases)     | <u>(3,632,347)</u>                          | <u>(15,290,490)</u>  | <u>(3,451,078)</u>  | <u>(12,386,366)</u>  |
|                                  | <b>Total:</b>            | <u>71,172,018</u>                           | <u>368,720,960</u>   | <u>65,295,324</u>   | <u>368,206,745</u>   |
|                                  |                          |   | 29%                  |                     | 30%                  |
| <u>EXPORT</u>                    | Shelled                  | 102,505,505                                 | 596,410,424          | 104,982,341         | 538,389,081          |
|                                  | Manufactured             | 13,870,720                                  | 74,334,355           | 11,915,453          | 72,180,318           |
|                                  | Products                 | 76,820                                      | 496,360              | 99,770              | 954,978              |
|                                  | Inshell                  | <u>32,870,037</u>                           | <u>231,856,306</u>   | <u>27,313,870</u>   | <u>237,297,575</u>   |
|                                  | <b>Total:</b>            | <u>149,323,082</u>                          | <u>903,097,445</u>   | <u>144,311,434</u>  | <u>848,821,952</u>   |
|                                  |                          |   | 71%                  |                     | 70%                  |
| <u>NET SHIPMENTS</u>             |                          | <u>220,495,100</u>                          | <u>1,271,818,405</u> | <u>209,606,758</u>  | <u>1,217,028,697</u> |
|                                  |                          |   | 100%                 |                     | 100%                 |
| <u>EXEMPT/INEDIBLE SHIPMENTS</u> |                          | <u>133,124</u>                              | <u>3,881,602</u>     | <u>396,796</u>      | <u>7,104,567</u>     |

Destination > 250,000 LBS. Current YTD are reported

| Global<br>Percent<br>Total<br>Shipments | 2019/20<br>vs.<br>2018/19<br>YTD<br>+ / - | World Region<br>Destination     | 2019 - 2020 - Current         |                       |                        | 2019 - 2020 - YTD                 |                       |                      | 2018 - 2019 - Current         |                       |                        | 2018 - 2019 - YTD                 |                       |                      |
|---|---|---------------------------------|-------------------------------|-----------------------|------------------------|-----------------------------------|-----------------------|----------------------|-------------------------------|-----------------------|------------------------|-----------------------------------|-----------------------|----------------------|
|   |   |                                 | Current Month - January, 2020 |                       |                        | August 1 through January 31, 2020 |                       |                      | Current Month - January, 2019 |                       |                        | August 1 through January 31, 2019 |                       |                      |
|   |   |                                 | SHELLED<br>78%                | NKW<br>INSHELL<br>22% | Month<br>TOTAL<br>100% | SHELLED<br>74%                    | NKW<br>INSHELL<br>26% | YTD<br>TOTAL<br>100% | SHELLED<br>81%                | NKW<br>INSHELL<br>19% | Month<br>TOTAL<br>100% | SHELLED<br>72%                    | NKW<br>INSHELL<br>28% | YTD<br>TOTAL<br>100% |
|   |   | <b>NORTH AMERICA</b>            |                               |                       |                        |                                   |                       |                      |                               |                       |                        |                                   |                       |                      |
|   | 8%  | Canada                          | 6,292,097                     | 0                     | 6,292,097              | 33,507,922                        | 16,080                | 33,524,002           | 4,912,667                     | 0                     | 4,912,667              | 31,086,574                        | 24,836                | 31,111,410           |
|   | 16%                                       | Mexico                          | 2,912,505                     | 0                     | 2,912,505              | 14,780,532                        | 0                     | 14,780,532           | 1,978,662                     | 0                     | 1,978,662              | 12,705,371                        | 0                     | 12,705,371           |
|   | 10%                                       | <b>Ttl NORTH AMERICA</b>        | <b>9,204,602</b>              | <b>0</b>              | <b>9,204,602</b>       | <b>48,297,134</b>                 | <b>16,080</b>         | <b>48,313,214</b>    | <b>6,891,329</b>              | <b>0</b>              | <b>6,891,329</b>       | <b>43,800,625</b>                 | <b>24,836</b>         | <b>43,825,461</b>    |
|   |   | <b>LATIN AMERICA/CARIBBEAN</b>  |                               |                       |                        |                                   |                       |                      |                               |                       |                        |                                   |                       |                      |
|   | 159%                                      | Argentina                       | 195,960                       | 0                     | 195,960                | 588,553                           | 0                     | 588,553              | 71,760                        | 0                     | 71,760                 | 215,882                           | 11,780                | 227,662              |
|   | 136%                                      | Brazil                          | 245,000                       | 0                     | 245,000                | 2,191,324                         | 17,865                | 2,209,189            | 64,066                        | 0                     | 64,066                 | 934,630                           | 0                     | 934,630              |
|   | 15%                                       | Chile                           | 742,474                       | 0                     | 742,474                | 3,426,725                         | 0                     | 3,426,725            | 389,581                       | 0                     | 389,581                | 2,968,681                         | 16,290                | 2,984,971            |
|   | 67%                                       | Colombia                        | 451,000                       | 0                     | 451,000                | 2,473,176                         | 0                     | 2,473,176            | 174,636                       | 0                     | 174,636                | 1,479,796                         | 0                     | 1,479,796            |
|   | 0%  | Costa Rica                      | 44,000                        | 0                     | 44,000                 | 453,648                           | 0                     | 453,648              | 42,000                        | 0                     | 42,000                 | 455,750                           | 0                     | 455,750              |
|   | 140%                                      | Peru                            | 202,000                       | 0                     | 202,000                | 1,437,613                         | 0                     | 1,437,613            | 160,000                       | 0                     | 160,000                | 598,112                           | 0                     | 598,112              |
|   | 18%                                       | Trinidad                        | 66,000                        | 0                     | 66,000                 | 357,500                           | 0                     | 357,500              | 0                             | 0                     | 0                      | 302,000                           | 0                     | 302,000              |
|   | 53%                                       | <b>Ttl LATIN AMERICA/CARIBE</b> | <b>2,154,984</b>              | <b>0</b>              | <b>2,154,984</b>       | <b>11,490,995</b>                 | <b>76,052</b>         | <b>11,567,047</b>    | <b>1,022,578</b>              | <b>0</b>              | <b>1,022,578</b>       | <b>7,487,724</b>                  | <b>76,457</b>         | <b>7,564,181</b>     |
| 5%                                      | 17%                                       | <b>Total AMERICAS</b>           | <b>11,359,586</b>             | <b>0</b>              | <b>11,359,586</b>      | <b>59,788,129</b>                 | <b>92,132</b>         | <b>59,880,261</b>    | <b>7,913,907</b>              | <b>0</b>              | <b>7,913,907</b>       | <b>51,288,349</b>                 | <b>101,293</b>        | <b>51,389,642</b>    |
|   |   | <b>NORTHEAST ASIA</b>           |                               |                       |                        |                                   |                       |                      |                               |                       |                        |                                   |                       |                      |
|   | -21%                                      | China/HongKong                  | 2,373,795                     | 574,355               | 2,948,150              | 33,320,437                        | 46,263,474            | 79,583,911           | 2,621,480                     | 659,612               | 3,281,092              | 49,811,214                        | 50,605,656            | 100,416,870          |
|   | 11%                                       | Japan                           | 9,305,073                     | 33,688                | 9,338,761              | 42,593,113                        | 109,721               | 42,702,834           | 9,199,978                     | 608                   | 9,200,586              | 38,254,873                        | 111,063               | 38,365,936           |
|   | -4%                                       | South Korea                     | 6,450,854                     | 0                     | 6,450,854              | 28,263,559                        | 0                     | 28,263,559           | 6,465,866                     | 0                     | 6,465,866              | 29,356,908                        | 0                     | 29,356,908           |
|   | 33%                                       | Taiwan                          | 825,464                       | 0                     | 825,464                | 6,930,591                         | 109,110               | 7,039,701            | 828,000                       | 0                     | 828,000                | 4,899,559                         | 392,022               | 5,291,581            |
|   | -9%                                       | <b>Ttl NORTHEAST ASIA</b>       | <b>18,955,186</b>             | <b>608,043</b>        | <b>19,563,229</b>      | <b>111,107,700</b>                | <b>46,482,305</b>     | <b>157,590,005</b>   | <b>19,115,324</b>             | <b>660,220</b>        | <b>19,775,544</b>      | <b>122,322,554</b>                | <b>51,108,741</b>     | <b>173,431,295</b>   |
|   |   | <b>SOUTHEAST ASIA</b>           |                               |                       |                        |                                   |                       |                      |                               |                       |                        |                                   |                       |                      |
|   | 0%  | Indonesia                       | 284,800                       | 1,585                 | 286,385                | 2,443,830                         | 1,585                 | 2,445,415            | 532,659                       | 0                     | 532,659                | 2,456,075                         | 0                     | 2,456,075            |
|   | 10%                                       | Malaysia                        | 1,037,500                     | 0                     | 1,037,500              | 4,190,160                         | 673,785               | 4,863,945            | 814,756                       | 0                     | 814,756                | 4,418,434                         | 0                     | 4,418,434            |
|   | -18%                                      | Philippines                     | 100,000                       | 0                     | 100,000                | 284,463                           | 0                     | 284,463              | 69,000                        | 0                     | 69,000                 | 347,429                           | 0                     | 347,429              |
|   | 24%                                       | Singapore                       | 733,900                       | 0                     | 733,900                | 2,841,319                         | 0                     | 2,841,319            | 479,320                       | 0                     | 479,320                | 2,297,001                         | 0                     | 2,297,001            |
|   | 14%                                       | Thailand                        | 490,640                       | 0                     | 490,640                | 2,966,640                         | 1,079,434             | 4,046,074            | 648,200                       | 0                     | 648,200                | 3,232,800                         | 326,204               | 3,559,004            |
|   | -81%                                      | Vietnam                         | 1,423,448                     | 0                     | 1,423,448              | 6,627,961                         | 864,790               | 7,492,751            | 1,820,563                     | 216,845               | 2,037,408              | 17,051,939                        | 23,282,900            | 40,334,839           |
|   | -59%                                      | <b>Ttl SOUTHEAST ASIA</b>       | <b>4,070,288</b>              | <b>1,585</b>          | <b>4,071,873</b>       | <b>19,383,425</b>                 | <b>2,619,594</b>      | <b>22,003,019</b>    | <b>4,364,498</b>              | <b>216,845</b>        | <b>4,581,343</b>       | <b>29,834,928</b>                 | <b>23,609,104</b>     | <b>53,444,032</b>    |
|   |   | <b>SOUTH/CENTRAL ASIA</b>       |                               |                       |                        |                                   |                       |                      |                               |                       |                        |                                   |                       |                      |
|   | -18%                                      | Afghanistan                     | 180,000                       | 67,508                | 247,508                | 1,104,000                         | 120,118               | 1,224,118            | 252,000                       | 53,938                | 305,938                | 868,500                           | 616,869               | 1,485,369            |
|   | 800%                                      | Bangladesh                      | 88,000                        | 0                     | 88,000                 | 396,000                           | 0                     | 396,000              | 0                             | 0                     | 0                      | 44,000                            | 0                     | 44,000               |
|   | 6%  | India                           | 186,558                       | 28,917,401            | 29,103,959             | 1,067,424                         | 150,816,693           | 151,884,117          | 143,000                       | 22,049,827            | 22,192,827             | 2,956,411                         | 140,538,078           | 143,494,489          |
|   | 48%                                       | Kazakhstan                      | 438,500                       | 0                     | 438,500                | 5,589,000                         | 314,304               | 5,903,304            | 1,362,900                     | 0                     | 1,362,900              | 3,825,550                         | 155,331               | 3,980,881            |
|   | -2%                                       | Nepal                           | 80,000                        | 0                     | 80,000                 | 322,000                           | 0                     | 322,000              | 37,000                        | 0                     | 37,000                 | 329,000                           | 0                     | 329,000              |
|   | -42%                                      | Pakistan                        | 260,000                       | 197,752               | 457,752                | 2,667,100                         | 1,781,918             | 4,449,018            | 955,769                       | 475,067               | 1,430,836              | 4,608,769                         | 3,027,106             | 7,635,875            |
|   | 5%  | <b>Ttl SOUTH/CENTRAL ASIA</b>   | <b>1,233,058</b>              | <b>29,182,661</b>     | <b>30,415,719</b>      | <b>11,145,524</b>                 | <b>153,033,033</b>    | <b>164,178,557</b>   | <b>2,750,669</b>              | <b>22,578,832</b>     | <b>25,329,501</b>      | <b>12,656,230</b>                 | <b>144,337,384</b>    | <b>156,993,614</b>   |
|   |   | <b>AUSTRALASIA/OCEANIA</b>      |                               |                       |                        |                                   |                       |                      |                               |                       |                        |                                   |                       |                      |
|   | -43%                                      | Australia                       | 302,792                       | 0                     | 302,792                | 1,076,860                         | 611,235               | 1,688,095            | 827,930                       | 0                     | 827,930                | 2,842,417                         | 124,660               | 2,967,077            |
|   | 5%  | New Zealand                     | 459,450                       | 0                     | 459,450                | 1,768,900                         | 0                     | 1,768,900            | 476,575                       | 0                     | 476,575                | 1,691,550                         | 0                     | 1,691,550            |
|   | -25%                                      | <b>Ttl AUSTRALASIA/OCEANIA</b>  | <b>762,242</b>                | <b>0</b>              | <b>762,242</b>         | <b>2,886,256</b>                  | <b>611,235</b>        | <b>3,497,491</b>     | <b>1,306,619</b>              | <b>0</b>              | <b>1,306,619</b>       | <b>4,548,567</b>                  | <b>124,660</b>        | <b>4,673,227</b>     |
| 27%                                     | -11%                                      | <b>Total ASIA-PACIFIC</b>       | <b>25,020,774</b>             | <b>29,792,289</b>     | <b>54,813,063</b>      | <b>144,522,905</b>                | <b>202,746,167</b>    | <b>347,269,072</b>   | <b>27,537,110</b>             | <b>23,455,897</b>     | <b>50,993,007</b>      | <b>169,362,279</b>                | <b>219,179,889</b>    | <b>388,542,168</b>   |

| Global<br>Percent<br>Total<br>Shipments | 2019/20<br>vs.<br>2018/19<br>YTD<br>+ / - | World Region<br>Destination       | 2019 - 2020 - Current         |                       |                        | 2019 - 2020 - YTD                 |                       |                      | 2018 - 2019 - Current         |                       |                        | 2018 - 2019 - YTD                 |                       |                      |
|---|---|-----------------------------------|-------------------------------|-----------------------|------------------------|-----------------------------------|-----------------------|----------------------|-------------------------------|-----------------------|------------------------|-----------------------------------|-----------------------|----------------------|
|   |   |                                   | Current Month - January, 2020 |                       |                        | August 1 through January 31, 2020 |                       |                      | Current Month - January, 2019 |                       |                        | August 1 through January 31, 2019 |                       |                      |
|   |   |                                   | SHELLED<br>78%                | NKW<br>INSHELL<br>22% | Month<br>TOTAL<br>100% | SHELLED<br>74%                    | NKW<br>INSHELL<br>26% | YTD<br>TOTAL<br>100% | SHELLED<br>81%                | NKW<br>INSHELL<br>19% | Month<br>TOTAL<br>100% | SHELLED<br>72%                    | NKW<br>INSHELL<br>28% | YTD<br>TOTAL<br>100% |
|   |   | <b>WESTERN EUROPE</b>             |                               |                       |                        |                                   |                       |                      |                               |                       |                        |                                   |                       |                      |
|   | 10%                                       | Belgium                           | 2,176,041                     | 0                     | 2,176,041              | 12,194,615                        | 0                     | 12,194,615           | 1,884,097                     | 0                     | 1,884,097              | 11,081,519                        | 0                     | 11,081,519           |
|   | -4%                                       | Denmark                           | 660,036                       | 0                     | 660,036                | 3,686,639                         | 0                     | 3,686,639            | 396,018                       | 0                     | 396,018                | 3,826,118                         | 0                     | 3,826,118            |
|   | 11%                                       | France                            | 5,066,180                     | 0                     | 5,066,180              | 17,341,654                        | 0                     | 17,341,654           | 3,239,126                     | 0                     | 3,239,126              | 15,540,646                        | 17,474                | 15,558,120           |
|   | 23%                                       | Germany                           | 12,484,765                    | 0                     | 12,484,765             | 64,197,634                        | 61,200                | 64,258,834           | 9,611,141                     | 0                     | 9,611,141              | 52,347,113                        | 67,597                | 52,414,710           |
|   | 28%                                       | Greece                            | 1,523,400                     | 0                     | 1,523,400              | 7,116,282                         | 146,415               | 7,262,697            | 1,012,000                     | 0                     | 1,012,000              | 5,582,640                         | 110,615               | 5,693,255            |
|   | 75%                                       | Ireland                           | 68,000                        | 0                     | 68,000                 | 368,000                           | 0                     | 368,000              | 86,000                        | 0                     | 86,000                 | 210,000                           | 0                     | 210,000              |
|   | 20%                                       | Italy                             | 6,590,450                     | 58,895                | 6,649,345              | 37,235,745                        | 1,360,762             | 38,596,507           | 6,041,000                     | 271,939               | 6,312,939              | 31,203,516                        | 1,004,175             | 32,207,691           |
|   | 3%  | Netherlands                       | 6,487,800                     | 0                     | 6,487,800              | 37,023,203                        | 16,958                | 37,040,161           | 6,937,566                     | 0                     | 6,937,566              | 35,994,742                        | 0                     | 35,994,742           |
|   | 29%                                       | Norway                            | 395,000                       | 0                     | 395,000                | 3,905,046                         | 0                     | 3,905,046            | 450,808                       | 0                     | 450,808                | 3,018,658                         | 0                     | 3,018,658            |
|   | -47%                                      | Portugal                          | 175,450                       | 0                     | 175,450                | 790,200                           | 0                     | 790,200              | 131,100                       | 0                     | 131,100                | 1,486,100                         | 0                     | 1,486,100            |
|   | 15%                                       | Spain                             | 17,960,231                    | 61,037                | 18,021,268             | 105,487,624                       | 939,415               | 106,427,039          | 17,305,458                    | 97,471                | 17,402,929             | 92,050,890                        | 896,881               | 92,947,771           |
|   | 17%                                       | Sweden                            | 802,400                       | 0                     | 802,400                | 3,684,816                         | 0                     | 3,684,816            | 782,400                       | 0                     | 782,400                | 3,159,294                         | 0                     | 3,159,294            |
|   | -51%                                      | Switzerland                       | 88,660                        | 0                     | 88,660                 | 1,127,035                         | 0                     | 1,127,035            | 437,950                       | 0                     | 437,950                | 2,279,425                         | 0                     | 2,279,425            |
|   | 2%  | United Kingdom                    | 2,933,868                     | 0                     | 2,933,868              | 17,087,740                        | 0                     | 17,087,740           | 4,005,696                     | 0                     | 4,005,696              | 16,812,280                        | 0                     | 16,812,280           |
|   | 13%                                       | <b>Ttl WESTERN EUROPE</b>         | <b>57,412,281</b>             | <b>119,932</b>        | <b>57,532,213</b>      | <b>311,487,197</b>                | <b>2,524,750</b>      | <b>314,011,947</b>   | <b>52,356,360</b>             | <b>369,410</b>        | <b>52,725,770</b>      | <b>274,970,521</b>                | <b>2,096,742</b>      | <b>277,067,263</b>   |
|   |   | <b>CENTRAL/EASTERN EUROPE</b>     |                               |                       |                        |                                   |                       |                      |                               |                       |                        |                                   |                       |                      |
|   | 23%                                       | Bulgaria                          | 423,000                       | 0                     | 423,000                | 1,555,500                         | 0                     | 1,555,500            | 219,950                       | 0                     | 219,950                | 1,259,950                         | 0                     | 1,259,950            |
|   | 87%                                       | Croatia                           | 264,000                       | 0                     | 264,000                | 2,550,500                         | 0                     | 2,550,500            | 44,000                        | 0                     | 44,000                 | 1,363,800                         | 0                     | 1,363,800            |
|   | -23%                                      | Czech Republic                    | 132,000                       | 0                     | 132,000                | 744,000                           | 0                     | 744,000              | 88,000                        | 0                     | 88,000                 | 968,000                           | 0                     | 968,000              |
|   | 60%                                       | Estonia                           | 396,000                       | 0                     | 396,000                | 6,656,663                         | 41,909                | 6,698,572            | 1,143,253                     | 0                     | 1,143,253              | 4,171,733                         | 22,500                | 4,194,233            |
|   | 67%                                       | Georgia                           | 109,600                       | 0                     | 109,600                | 1,275,600                         | 0                     | 1,275,600            | 176,000                       | 0                     | 176,000                | 762,000                           | 0                     | 762,000              |
|   | -56%                                      | Latvia                            | 80,000                        | 0                     | 80,000                 | 568,000                           | 0                     | 568,000              | 300,000                       | 0                     | 300,000                | 1,294,000                         | 0                     | 1,294,000            |
|   | 17%                                       | Lithuania                         | 594,950                       | 0                     | 594,950                | 3,001,275                         | 30,771                | 3,032,046            | 352,000                       | 0                     | 352,000                | 2,593,450                         | 0                     | 2,593,450            |
|   | -35%                                      | Poland                            | 175,800                       | 0                     | 175,800                | 1,735,300                         | 0                     | 1,735,300            | 676,000                       | 0                     | 676,000                | 2,667,040                         | 0                     | 2,667,040            |
|   | 78%                                       | Russia                            | 0                             | 0                     | 0                      | 860,000                           | 0                     | 860,000              | 264,000                       | 0                     | 264,000                | 482,000                           | 0                     | 482,000              |
|   | 46%                                       | Ukraine                           | 308,000                       | 0                     | 308,000                | 2,137,150                         | 7,000                 | 2,144,150            | 308,000                       | 0                     | 308,000                | 1,471,800                         | 0                     | 1,471,800            |
|   | 21%                                       | <b>Ttl CENTRAL/EASTERN EUROPE</b> | <b>2,651,350</b>              | <b>0</b>              | <b>2,651,350</b>       | <b>21,911,938</b>                 | <b>79,680</b>         | <b>21,991,618</b>    | <b>3,871,203</b>              | <b>0</b>              | <b>3,871,203</b>       | <b>18,197,373</b>                 | <b>22,500</b>         | <b>18,219,873</b>    |
| 26%                                     | 14%                                       | <b>Total EUROPE</b>               | <b>60,063,631</b>             | <b>119,932</b>        | <b>60,183,563</b>      | <b>333,399,135</b>                | <b>2,604,430</b>      | <b>336,003,565</b>   | <b>56,227,563</b>             | <b>369,410</b>        | <b>56,596,973</b>      | <b>293,167,894</b>                | <b>2,119,242</b>      | <b>295,287,136</b>   |
|   |   | <b>MIDDLE EAST</b>                |                               |                       |                        |                                   |                       |                      |                               |                       |                        |                                   |                       |                      |
|   | 14%                                       | Bahrain                           | 107,500                       | 0                     | 107,500                | 944,650                           | 10,650                | 955,300              | 190,250                       | 888                   | 191,138                | 826,250                           | 11,539                | 837,789              |
|   | -5%                                       | Cyprus                            | 36,000                        | 0                     | 36,000                 | 647,600                           | 0                     | 647,600              | 176,000                       | 0                     | 176,000                | 680,500                           | 0                     | 680,500              |
|   | 9%  | Iraq                              | 146,000                       | 0                     | 146,000                | 667,000                           | 0                     | 667,000              | 436,000                       | 0                     | 436,000                | 612,000                           | 0                     | 612,000              |
|   | 29%                                       | Israel                            | 1,068,400                     | 85,478                | 1,153,878              | 8,072,480                         | 953,849               | 9,026,329            | 1,534,250                     | 31,500                | 1,565,750              | 6,066,950                         | 951,342               | 7,018,292            |
|   | 8%  | Jordan                            | 1,508,500                     | 0                     | 1,508,500              | 5,965,350                         | 400,731               | 6,366,081            | 1,547,750                     | 14,200                | 1,561,950              | 5,722,750                         | 188,530               | 5,911,280            |
|   | -41%                                      | Kuwait                            | 88,000                        | 15,975                | 103,975                | 1,311,500                         | 15,975                | 1,327,475            | 820,750                       | 0                     | 820,750                | 2,251,950                         | 0                     | 2,251,950            |
|   | -49%                                      | Lebanon                           | 531,750                       | 0                     | 531,750                | 2,167,700                         | 0                     | 2,167,700            | 1,188,000                     | 0                     | 1,188,000              | 4,242,600                         | 0                     | 4,242,600            |
|   | -19%                                      | Qatar                             | 88,000                        | 0                     | 88,000                 | 1,284,360                         | 19,525                | 1,303,885            | 306,000                       | 0                     | 306,000                | 1,614,317                         | 0                     | 1,614,317            |
|   | 26%                                       | Saudi Arabia                      | 4,047,500                     | 61,416                | 4,108,916              | 14,702,850                        | 422,408               | 15,125,258           | 3,026,500                     | 30,436                | 3,056,936              | 11,748,050                        | 280,136               | 12,028,186           |
|   | 90%                                       | Turkey                            | 3,937,500                     | 2,132,605             | 6,070,105              | 24,757,750                        | 16,125,596            | 40,883,346           | 3,729,291                     | 2,619,267             | 6,348,558              | 12,396,091                        | 9,114,565             | 21,510,656           |
|   | 29%                                       | United Arab Emirates              | 4,109,250                     | 597,983               | 4,707,233              | 51,322,553                        | 7,805,730             | 59,128,283           | 9,556,728                     | 726,066               | 10,282,794             | 40,803,978                        | 5,129,942             | 45,933,920           |
|   | 34%                                       | <b>Ttl MIDDLE EAST</b>            | <b>15,668,400</b>             | <b>2,893,457</b>      | <b>18,561,857</b>      | <b>111,975,793</b>                | <b>25,754,464</b>     | <b>137,730,257</b>   | <b>22,555,519</b>             | <b>3,422,357</b>      | <b>25,977,876</b>      | <b>87,034,436</b>                 | <b>15,676,054</b>     | <b>102,710,490</b>   |
|   |   | <b>NORTH AFRICA</b>               |                               |                       |                        |                                   |                       |                      |                               |                       |                        |                                   |                       |                      |
|   | 42%                                       | Algeria                           | 132,000                       | 0                     | 132,000                | 4,035,550                         | 31,500                | 4,067,050            | 396,000                       | 0                     | 396,000                | 2,857,000                         | 0                     | 2,857,000            |
|   | 83%                                       | Egypt                             | 1,392,000                     | 53,544                | 1,445,544              | 3,149,550                         | 290,755               | 3,440,305            | 502,200                       | 66,206                | 568,406                | 1,663,200                         | 221,097               | 1,884,297            |
|   | 118%                                      | Libya                             | 88,000                        | 0                     | 88,000                 | 765,050                           | 63,662                | 828,712              | 72,000                        | 0                     | 72,000                 | 380,000                           | 0                     | 380,000              |
|   | 247%                                      | Morocco                           | 2,002,900                     | 10,815                | 2,013,715              | 9,901,950                         | 10,815                | 9,912,765            | 1,055,200                     | 0                     | 1,055,200              | 2,859,200                         | 0                     | 2,859,200            |
|   | 94%                                       | Tunisia                           | 36,000                        | 0                     | 36,000                 | 256,000                           | 0                     | 256,000              | 0                             | 0                     | 0                      | 132,000                           | 0                     | 132,000              |
|   | 128%                                      | <b>Ttl NORTH AFRICA</b>           | <b>3,650,900</b>              | <b>64,359</b>         | <b>3,715,259</b>       | <b>18,108,100</b>                 | <b>396,732</b>        | <b>18,504,832</b>    | <b>2,025,400</b>              | <b>66,206</b>         | <b>2,091,606</b>       | <b>7,891,400</b>                  | <b>221,097</b>        | <b>8,112,497</b>     |
|   |   | <b>SUB-SAHARAN AFRICA</b>         |                               |                       |                        |                                   |                       |                      |                               |                       |                        |                                   |                       |                      |
|   | 37%                                       | South Africa                      | 689,754                       | 0                     | 689,754                | 3,308,577                         | 262,381               | 3,570,958            | 706,565                       | 0                     | 706,565                | 2,614,519                         | 0                     | 2,614,519            |
|   | 33%                                       | <b>Ttl SUB-SAHARAN AFRICA</b>     | <b>689,754</b>                | <b>0</b>              | <b>689,754</b>         | <b>3,447,077</b>                  | <b>262,381</b>        | <b>3,709,458</b>     | <b>738,065</b>                | <b>0</b>              | <b>738,065</b>         | <b>2,780,019</b>                  | <b>0</b>              | <b>2,780,019</b>     |
| 13%                                     | 41%                                       | <b>Total MIDDLE EAST/AFRICA</b>   | <b>20,009,054</b>             | <b>2,957,816</b>      | <b>22,966,870</b>      | <b>133,530,970</b>                | <b>26,413,577</b>     | <b>159,944,547</b>   | <b>25,318,984</b>             | <b>3,488,563</b>      | <b>28,807,547</b>      | <b>97,705,855</b>                 | <b>15,897,151</b>     | <b>113,603,006</b>   |

| Global<br>Percent<br>Total<br>Shipments | 2019/20<br>vs.<br>2018/19<br>YTD<br>+ / - | World Region<br>Destination  | 2019 - 2020 - Current         |                       |                        | 2019 - 2020 - YTD                 |                       |                      | 2018 - 2019 - Current         |                       |                        | 2018 - 2019 - YTD                 |                       |                      |
|---|---|------------------------------|-------------------------------|-----------------------|------------------------|-----------------------------------|-----------------------|----------------------|-------------------------------|-----------------------|------------------------|-----------------------------------|-----------------------|----------------------|
|   |   |                              | Current Month - January, 2020 |                       |                        | August 1 through January 31, 2020 |                       |                      | Current Month - January, 2019 |                       |                        | August 1 through January 31, 2019 |                       |                      |
|   |   |                              | SHELLED<br>78%                | NKW<br>INSHELL<br>22% | Month<br>TOTAL<br>100% | SHELLED<br>74%                    | NKW<br>INSHELL<br>26% | YTD<br>TOTAL<br>100% | SHELLED<br>81%                | NKW<br>INSHELL<br>19% | Month<br>TOTAL<br>100% | SHELLED<br>72%                    | NKW<br>INSHELL<br>28% | YTD<br>TOTAL<br>100% |
|   | 6%  | <b>TOTAL EXPORTS</b>         | 116,453,045                   | 32,870,037            | 149,323,082            | 671,241,139                       | 231,856,306           | 903,097,445          | 116,997,564                   | 27,313,870            | 144,311,434            | 611,524,377                       | 237,297,575           | 848,821,952          |
| 29%                                     | 0%  | <b>TOTAL DOMESTIC</b>        |                               |                       | 71,172,018             |                                   |                       | 368,720,960          |                               |                       | 65,295,324             |                                   |                       | 368,206,745          |
| 100%                                    | 5%  | <b>GRAND TOTAL SHIPMENTS</b> |                               |                       | 220,495,100            |                                   |                       | 1,271,818,405        |                               |                       | 209,606,758            |                                   |                       | 1,217,028,697        |



**Almond Board of California Almond Board  
Quality Control Receipts Report  
Industry Summary**

**August 1, 2019 through January 31, 2020**

| Variety Name                     | From ABC Form 1<br>Total Receipts | From USDA Inspection Certificates |                   | % of Total<br>Receipts | % Rejects    |
|----------------------------------|-----------------------------------|-----------------------------------|-------------------|------------------------|--------------|
|                                  |                                   | Total Receipts                    | Total Inedibles   |                        |              |
| Aldrich                          | 89,619,056                        | 89,260,753                        | 1,578,540         | 3.57%                  | 1.77%        |
| Avalon                           | 7,656,273                         | 7,809,849                         | 210,639           | 0.31%                  | 2.70%        |
| Butte                            | 76,372,643                        | 76,749,176                        | 1,093,838         | 3.04%                  | 1.43%        |
| Butte/Padre                      | 192,142,797                       | 191,039,310                       | 2,112,382         | 7.66%                  | 1.11%        |
| Carmel                           | 120,216,829                       | 118,456,637                       | 1,746,348         | 4.79%                  | 1.47%        |
| Carrion                          | 182,061                           | 156,782                           | 6,629             | 0.01%                  | 4.23%        |
| Folsom                           | 1,503,309                         | 1,506,914                         | 37,214            | 0.06%                  | 2.47%        |
| Fritz                            | 106,088,190                       | 107,355,848                       | 1,746,023         | 4.23%                  | 1.63%        |
| Independence                     | 155,253,505                       | 156,120,788                       | 2,981,203         | 6.19%                  | 1.91%        |
| Livingston                       | 4,205,268                         | 4,184,588                         | 98,301            | 0.17%                  | 2.35%        |
| Marchini                         | 412,497                           | 445,794                           | 15,737            | 0.02%                  | 3.53%        |
| Marcona                          | 2,439,240                         | 2,161,185                         | 17,222            | 0.10%                  | 0.80%        |
| Mission                          | 7,302,418                         | 7,567,534                         | 70,372            | 0.29%                  | 0.93%        |
| Mixed                            | 48,266,791                        | 57,191,284                        | 3,292,756         | 1.92%                  | 5.76%        |
| Mono                             | 265,757                           | 676,842                           | 27,361            | 0.01%                  | 4.04%        |
| Monterey                         | 449,378,553                       | 451,933,823                       | 7,485,766         | 17.91%                 | 1.66%        |
| Morley                           | 499,945                           | 466,435                           | 3,994             | 0.02%                  | 0.86%        |
| Neplus                           | 609,178                           | 742,006                           | 11,935            | 0.02%                  | 1.61%        |
| Nonpareil                        | 1,037,678,930                     | 1,041,576,906                     | 16,239,313        | 41.36%                 | 1.56%        |
| Padre                            | 22,405,494                        | 22,423,653                        | 127,353           | 0.89%                  | 0.57%        |
| Peerless                         | 4,454,311                         | 4,520,355                         | 34,853            | 0.18%                  | 0.77%        |
| Price                            | 19,913,140                        | 19,224,875                        | 207,422           | 0.79%                  | 1.08%        |
| Ruby                             | 2,055,541                         | 2,080,956                         | 22,472            | 0.08%                  | 1.08%        |
| Savana                           | 237,863                           | 220,346                           | 1,848             | 0.01%                  | 0.84%        |
| Sonora                           | 31,406,673                        | 29,333,372                        | 514,967           | 1.25%                  | 1.76%        |
| Supareil                         | 10,154,656                        | 10,013,143                        | 157,352           | 0.40%                  | 1.57%        |
| Thompson                         | 144,751                           | 143,954                           | 3,514             | 0.01%                  | 2.44%        |
| Tokyo                            | 332,817                           | 332,816                           | 3,135             | 0.01%                  | 0.94%        |
| Winters                          | 11,817,603                        | 11,654,796                        | 298,618           | 0.47%                  | 2.56%        |
| Wood Colony                      | 98,712,925                        | 98,440,866                        | 1,156,261         | 3.93%                  | 1.17%        |
| <b>Major Varieties Sub Total</b> | <b>2,501,729,014</b>              | <b>2,513,791,586</b>              | <b>41,303,368</b> | <b>99.70%</b>          | <b>1.64%</b> |
| <b>Minor Varieties Sub Total</b> | <b>7,436,262</b>                  | <b>7,762,676</b>                  | <b>77,575</b>     | <b>0.30%</b>           | <b>1.00%</b> |
| <b>Grand Total All Varieties</b> | <b>2,509,165,276</b>              | <b>2,521,554,262</b>              | <b>41,380,943</b> | <b>100.00%</b>         | <b>1.64%</b> |

**This report is subject to further verification of handler's receipts  
and further reconciliation of USDA Incoming Certificates**

**Almond Board of California**  
**Record Breaking History**  
**Million Pounds**

| <b>Domestic</b> | 19/20 vs. 18/19 | 19/20  | 18/19  | 17/18  | 16/17  | 15/16  | 14/15  | 13/14  | 12/13  | 11/12  | 10/11  |
|-----------------|-----------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| August          | -6.9%           | 62.45  | 67.05  | 67.25  | 58.80  | 53.98  | 51.14  | 50.67  | 48.28  | 43.54  | 45.77  |
| September       | 8.5%            | 54.35  | 50.08  | 50.44  | 58.20  | 50.60  | 48.48  | 49.63  | 37.29  | 42.50  | 38.13  |
| October         | -8.3%           | 62.55  | 68.18  | 63.91  | 60.11  | 50.50  | 64.23  | 59.42  | 61.10  | 51.69  | 49.01  |
| November        | -5.5%           | 60.70  | 64.22  | 61.12  | 52.25  | 48.80  | 51.56  | 58.86  | 54.45  | 53.40  | 45.17  |
| December        | 7.7%            | 57.49  | 53.38  | 52.97  | 49.17  | 42.82  | 48.13  | 47.14  | 39.15  | 36.64  | 40.62  |
| January         | 9.0%            | 71.17  | 65.30  | 60.18  | 57.29  | 44.99  | 53.07  | 52.25  | 44.65  | 38.02  | 37.09  |
| February        |                 |        | 58.41  | 53.75  | 51.81  | 51.11  | 49.27  | 54.47  | 43.18  | 38.74  | 32.36  |
| March           |                 |        | 60.71  | 63.28  | 56.20  | 41.70  | 56.26  | 57.01  | 52.20  | 48.49  | 43.30  |
| April           |                 |        | 67.67  | 73.30  | 50.77  | 50.95  | 58.74  | 50.87  | 51.36  | 45.45  | 39.93  |
| May             |                 |        | 66.16  | 66.29  | 58.60  | 53.36  | 52.35  | 54.64  | 54.31  | 53.72  | 42.79  |
| June            |                 |        | 57.15  | 62.28  | 65.30  | 53.36  | 54.31  | 53.35  | 51.28  | 49.61  | 39.40  |
| July            |                 |        | 62.87  | 59.95  | 57.47  | 51.03  | 51.86  | 53.50  | 51.15  | 44.90  | 36.11  |
| <b>Total</b>    | 0.14%           | 368.71 | 741.18 | 734.72 | 675.97 | 593.20 | 639.40 | 641.81 | 588.40 | 546.70 | 489.68 |

| <b>Export</b> | 19/20 vs. 18/19 | 19/20  | 18/19    | 17/18    | 16/17    | 15/16    | 14/15    | 13/14    | 12/13    | 11/12    | 10/11    |
|---------------|-----------------|--------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| August        | -2.2%           | 85.28  | 87.18    | 101.32   | 111.22   | 72.19    | 90.55    | 97.26    | 91.37    | 67.99    | 79.75    |
| September     | 19.5%           | 141.89 | 118.77   | 140.14   | 143.36   | 92.38    | 114.55   | 127.48   | 118.56   | 123.67   | 113.00   |
| October       | 13.4%           | 202.95 | 178.93   | 182.58   | 175.44   | 112.08   | 140.41   | 169.19   | 159.93   | 167.87   | 140.11   |
| November      | 1.0%            | 175.19 | 173.41   | 167.34   | 135.26   | 91.72    | 94.00    | 139.58   | 129.54   | 159.69   | 128.22   |
| December      | 1.5%            | 148.47 | 146.22   | 151.59   | 107.05   | 92.60    | 100.00   | 110.46   | 120.10   | 120.56   | 120.35   |
| January       | 3.5%            | 149.32 | 144.31   | 133.32   | 108.51   | 84.25    | 62.30    | 108.03   | 111.87   | 115.66   | 82.74    |
| February      |                 |        | 128.54   | 136.38   | 100.46   | 103.94   | 90.71    | 94.87    | 116.83   | 111.11   | 83.32    |
| March         |                 |        | 124.24   | 130.67   | 121.99   | 119.38   | 133.88   | 94.28    | 88.44    | 124.05   | 87.14    |
| April         |                 |        | 109.34   | 103.10   | 101.21   | 116.59   | 92.36    | 86.85    | 78.16    | 103.07   | 86.44    |
| May           |                 |        | 112.56   | 92.01    | 112.09   | 124.71   | 87.25    | 89.09    | 77.25    | 91.70    | 87.63    |
| June          |                 |        | 108.02   | 94.49    | 111.75   | 120.66   | 96.49    | 99.48    | 86.00    | 91.72    | 95.60    |
| July          |                 |        | 91.32    | 83.86    | 96.49    | 87.55    | 70.65    | 79.01    | 100.01   | 74.82    | 73.57    |
| <b>Total</b>  | 6.39%           | 903.10 | 1,522.84 | 1,516.80 | 1,424.83 | 1,218.05 | 1,173.15 | 1,295.58 | 1,278.06 | 1,351.91 | 1,177.87 |

| <b>Net</b>   | 19/20 vs. 18/19 | 19/20    | 18/19    | 17/18    | 16/17    | 15/16    | 14/15    | 13/14    | 12/13    | 11/12    | 10/11    |
|--------------|-----------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| August       | -4.2%           | 147.73   | 154.23   | 168.57   | 170.02   | 126.17   | 141.69   | 147.93   | 139.65   | 111.53   | 125.52   |
| September    | 16.2%           | 196.24   | 168.85   | 190.58   | 201.56   | 142.98   | 163.02   | 177.11   | 155.85   | 166.18   | 151.13   |
| October      | 7.4%            | 265.50   | 247.11   | 246.49   | 235.55   | 162.58   | 204.64   | 228.61   | 221.03   | 219.55   | 189.12   |
| November     | -0.7%           | 235.90   | 237.63   | 228.46   | 187.51   | 140.52   | 145.56   | 198.45   | 183.99   | 213.10   | 173.39   |
| December     | 3.2%            | 205.96   | 199.60   | 204.56   | 156.22   | 135.42   | 148.14   | 157.60   | 159.24   | 157.21   | 160.97   |
| January      | 5.2%            | 220.50   | 209.61   | 193.50   | 165.80   | 129.24   | 115.37   | 160.27   | 156.52   | 153.68   | 119.83   |
| February     |                 |          | 186.95   | 190.13   | 152.26   | 155.05   | 139.98   | 149.34   | 160.02   | 149.85   | 115.68   |
| March        |                 |          | 184.95   | 193.95   | 178.19   | 161.08   | 190.14   | 151.29   | 140.64   | 172.54   | 130.44   |
| April        |                 |          | 177.01   | 176.40   | 151.98   | 167.55   | 151.09   | 137.72   | 129.52   | 148.52   | 126.37   |
| May          |                 |          | 178.72   | 158.30   | 170.69   | 178.07   | 139.60   | 143.73   | 131.56   | 145.42   | 130.42   |
| June         |                 |          | 165.17   | 156.76   | 177.05   | 174.01   | 150.80   | 152.82   | 137.28   | 141.32   | 135.00   |
| July         |                 |          | 154.19   | 143.81   | 153.97   | 138.58   | 122.51   | 132.51   | 151.16   | 119.72   | 109.69   |
| <b>Total</b> | 4.50%           | 1,271.83 | 2,264.02 | 2,251.51 | 2,100.80 | 1,811.25 | 1,812.54 | 1,937.38 | 1,866.46 | 1,898.62 | 1,667.56 |