

# ADVANCED MARKET REPORT

AUGUST 2021



## Logistic

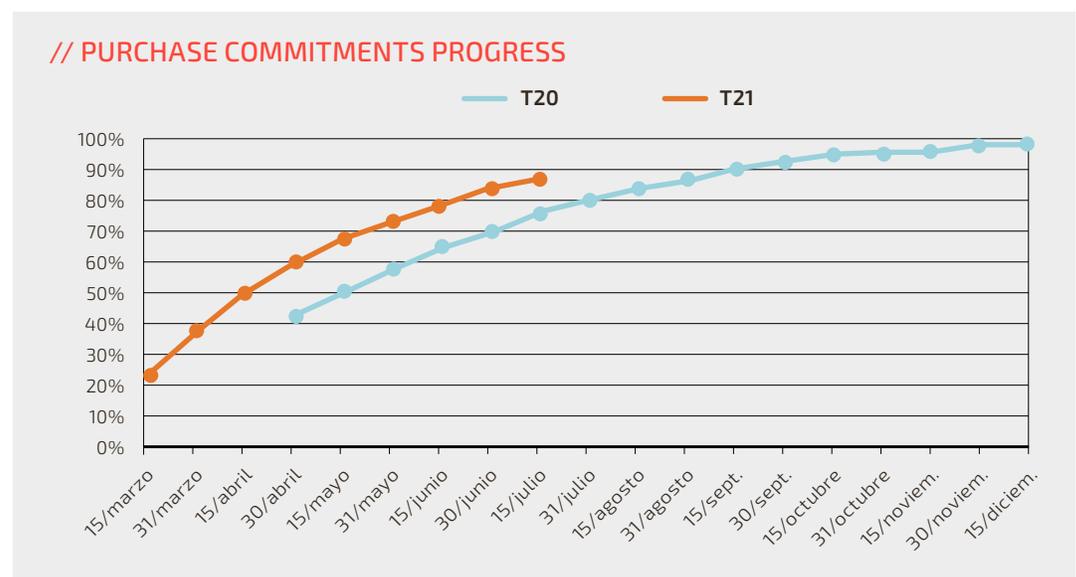
The situation is not getting better, and estimations says this will continue until end of the year. There are a lot of volume restrictions to ship by the shipping lines, some vessels have not stopped in Chile due to weather conditions or bookings are simply not available as there is a bunch of cargo waiting to be loaded, basically the snowball continues and is getting bigger.

In addition, there were several days that the main Chilean port of San Antonio was not working due to a strike. Finally, productivity ate port has been lower because of a lower workforce due to COVID.



## Market

Commitments declared continue with its trend and now we are about to reach 90% of the total volume, by July 15th it already reached 86,7% .



Source: Chilenut

The demand has been strong for both inshell and kernels. Many customers are reporting to be very difficult to get volume from Chile, no matter the price packers have simply no volume to offer.

As predicted before, kernel prices have moved up to equal equivalent inshell prices. Availability is also limited and hard to estimate so packers will sell as they get it from the processes.

Seems that as the logistics are totally disrupted, many buyers are finding in Chile an alternative to cover Christmas sales or at least use it as an insurance that they will have product when needed. The magic date for shipments seems to be by end of October the latest for Europe.



## Prices

Remaining volume is sold at high levels and even though it is difficult to get quotations as availability is really scarce:

USD per kilo	February	March	April	May	June	July	August
<b>30-34mm</b>	2,7	2,75	2,80-2,90	3,00-3,10	3,00-3,10	3,25-3,35	3,50-3,60
<b>34-36mm</b>	3,2	3,2	3,30-3,40	3,40-3,50	3,70-3,90	3,85-3,95	4,05-4,15
<b>36mm+</b>	3,4	3,5	3,60-3,70	3,80-3,90	4,00-4,10	4,10-4,20	4,30-4,40

Kernel prices adjusted to inshell prices and the ones that still have some volume to offer are getting deals at the following levels:

USD per kilo	February	March	April	May	June	July	August
<b>LHP80</b>	7,90-8,00	8,00-8,10	8,10-8,20	8,35-8,45	8,60-8,70	9,00-9,20	9,40-9,60
<b>LHP40</b>	6,80-6,90	6,80-6,90	6,80-6,90	7,00-7,10	7,40-7,50	7,90-8,00	8,40-8,60
<b>Large Pieces</b>	5,65-5,70	5,70-5,75	5,75-5,80	5,95-6,05	6,10-6,20	6,90-7,00	7,40-7,50

**If you have any doubt about this report, please don't hesitate to contact us,**

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