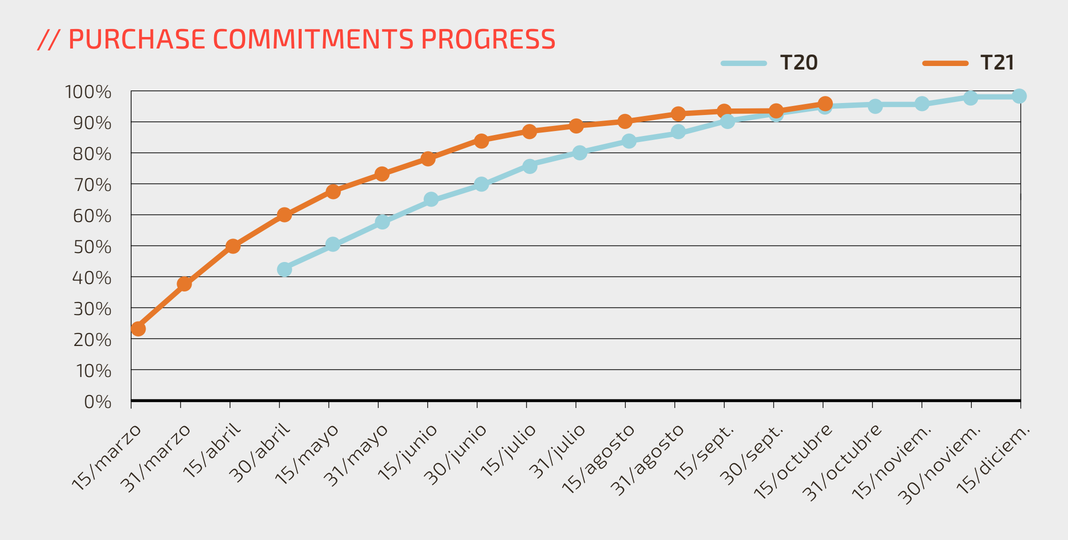
CHILEAN SHIPMENTS REPORT

NOVEMBER 2021

Market

The southern hemisphere season for walnuts is about to end. Commitments reached 96,1% by October 31st. This is absolutely normal for the time of the year. Due to COVID-19 and the resulting lack of workers during the year most factories had to extend their operations until November and even December, when usually most of them finalize processing early October.



Source: Chilenut

Shipments

October shipments were **+12%** compared to last year, reaching 13.655 metric tons inshell equivalent. Accumulative shipment for the season reached 132.573 metric tons what is **+17%** compared to 2020.

Shipments as a % of the estimated crop of 150.000 MT are already 88,4% of the total and we can expect the good trend of shipments to continue during November.

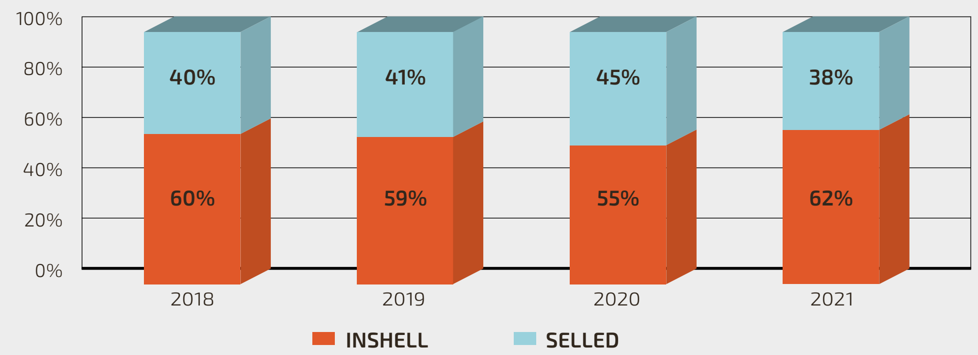
Inshell shipments continue leading the exports **+45%** in October and accumulated of **+27%** while Kernels were **even** and **+3%** accumulated.

When we analyse the exports between inshell and kernels we realize that Chile has been growing considerable on inshells, this trend respond to the fact that inshell markets such as India, Turkey, UAE, Morocco, and even in Europe with Italy and Spain are valuing quality and freshness on counter season giving southern hemisphere production a premium for that reason.

Cristóbal Socías
csocias@lainvernada.com
cel. +569 42610195

David Valenzuela
dvalenzuela@lainvernada.com

// SHIPMENTS BY TYPE (VOLUME INSHELL BASIS EQUIVALENT)



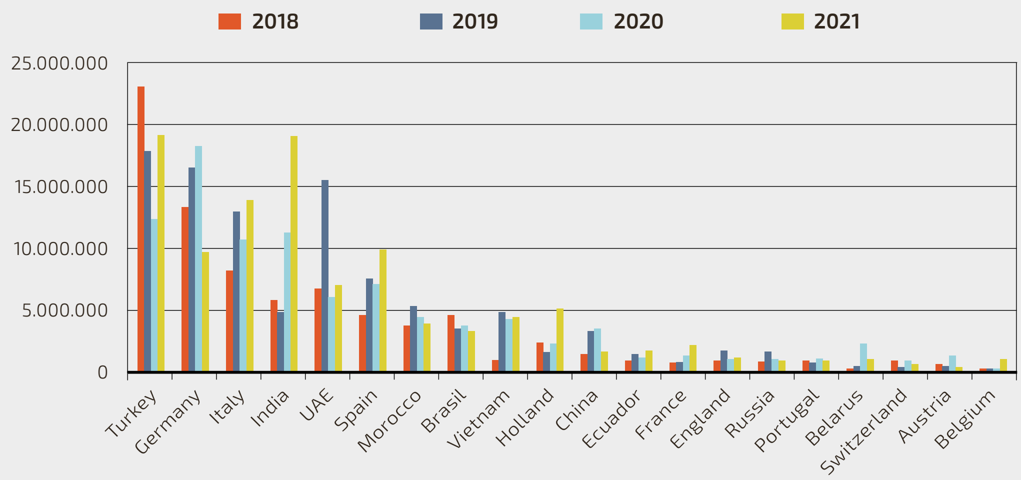
Source: Invernada based on Custom data of ASOEX, until October 31st..

In the other hand, kernels seem to struggle a bit to get paid a premium for quality and freshness what disincentive such a process.

Later shipments of inshell, in October, are still showing a good dynamism in countries such as India **+92%**, Turkey **+98%**, Morocco **+240%**. What give us the idea that a longer season for Chile is well stablished and that Chile can supply festivities such as Diwali and Christmas.

India became the **#1** destination country for Chilean walnuts and the partnership with this destination is stronger than ever. Chilenut and its associated companies, has been running a marketing campaign together with the Indian distributors and importers which is having a positive impact on the trade but also on customers perception.
When we look at the evolution of the exports by country we realize the huge jump of Indian purchases but also how main inshell destination countries are also positive.

// CHILEAN WALNUTS SHIPMENTS (KILOS INSHELL BASIS)



Source: Invernada based on Custom data of ASOEX.

Prices

We have noticed that prices from California have softened a bit and Chile has been selling the remaining stock at stable prices without further increase, anyway volume is so small that is not representative of the market and just few loads can be found from different packers.

USD per kilo	LHP80	LHP40	Large Pieces
February	7,90 - 8,00	6,80 - 6,90	5,65 - 5,70
March	8,00 - 8,10	6,80 - 6,90	5,70 - 5,75
April	8,10 - 8,20	6,80 - 6,90	5,75 - 5,80
May	8,35 - 8,45	7,00 - 7,10	5,95 - 6,05
June	8,60 - 8,70	7,40 - 7,50	6,10 - 6,20
July	9,00 - 9,20	7,90 - 8,00	6,90 - 7,00
August	9,40 - 9,60	8,40 - 8,60	7,40 - 7,50
September	9,20 - 9,30	8,20 - 8,40	7,30 - 7,40
October	9,40 - 9,60	8,20 - 8,40	7,30 - 7,40

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

Cristobal Socías
SALES DIRECTOR
csocias@lainvernada.com
+56942610295

David Valenzuela
MANAGING DIRECTOR
dvalenzuela@lainvernada.com

USD per kilo	LHP80	LHP40	Large Pieces
February	7,90 - 8,00	6,80 - 6,90	5,65 - 5,70
March	8,00 - 8,10	6,80 - 6,90	5,70 - 5,75
April	8,10 - 8,20	6,80 - 6,90	5,75 - 5,80
May	8,35 - 8,45	7,00 - 7,10	5,95 - 6,05
June	8,60 - 8,70	7,40 - 7,50	6,10 - 6,20
July	9,00 - 9,20	7,90 - 8,00	6,90 - 7,00
August	9,40 - 9,60	8,40 - 8,60	7,40 - 7,50
September	9,20 - 9,30	8,20 - 8,40	7,30 - 7,40
October	9,40 - 9,60	8,20 - 8,40	7,30 - 7,40

Volume in Chile is very limited and it is sold as it is produced.

Due to COVID-19, processing has been a challenge and so most packers have been forced to extend their cracking and packing operations. Usually by October most if not all the product was processed and this year it will continue till Mid or end November.

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

Cristobal Socías
SALES DIRECTOR
csocias@lainvernada.com
+56942610295

David Valenzuela
MANAGING DIRECTOR
dvalenzuela@lainvernada.com