

First, and as an exception, we will start by talking about **the publication of the official crop estimate 2020/2021 by farmers (subjective)**.

Based on the official acreage figure of 1,260,000 acres and considering a yield of 2,380 lb / acre, a harvest of 3 BLB is estimated. This means + 17.6% compared to the current 2.53 Blb harvest and that the estimated yield is + 10.2% higher than the current 2,160 lb / acre.

Let's see the evolution of the estimates regarding the real harvest:

	TNT/GLM (BLB)	SUBJETIVE (BLB)	OBJETIVE (BLB)	REAL
<b>CROP 2017</b>	2,27	2,20	2,25	2,26
<b>CROP 2018</b>	2,51	2,30	2,45	2,27
<b>CROP 2019</b>	2,53	2,50	2,20	2,53
<b>CROP 2020</b>	2,96	3,00	??	??

With this, we have a little surprise, because although it was thought that figure would be stabilizing the market even with a bullish possibility, it has been the opposite. Certify Terranova, even slightly higher (+1.37%). After analyzing the shipment report referring to last April 2020, these are the most relevant data in summary:

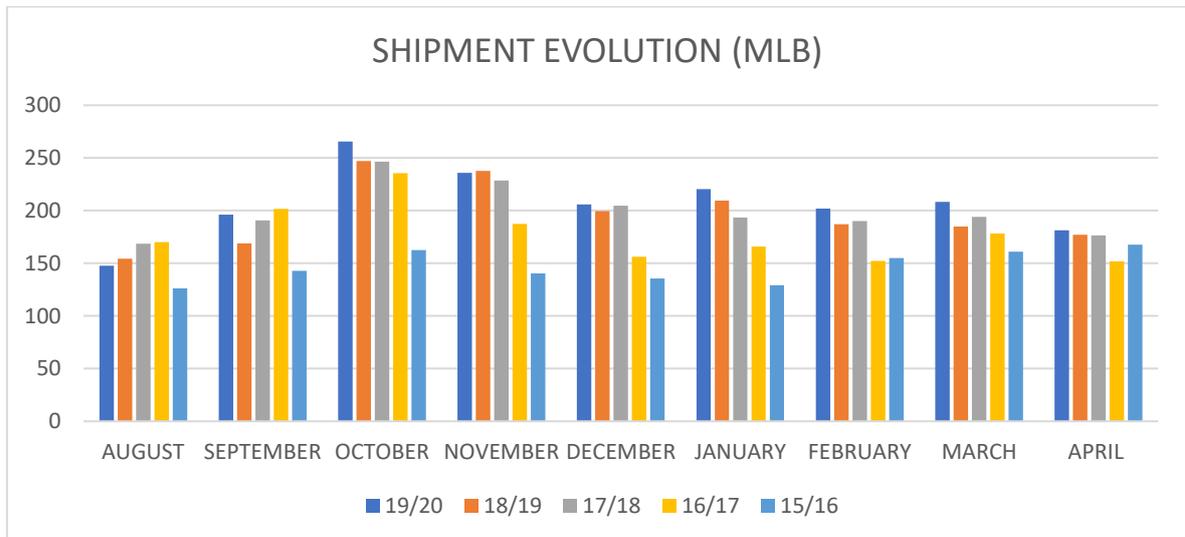
	2019 (MLB)	2020 (MLB)	%
<b>SHIPMENT APRIL</b>	177,01	181,19	<b>+2,36</b>
<b>TOTAL SALES APRIL</b>	145,94	124,82	<b>-16,92</b>
<b>TOTAL CROP SALES</b>	2.199,11	2.361,78	<b>+7,40</b>
<b>TOTAL COMMITTED SHIPMENTS</b>	433,17	498,76	<b>+15,14</b>
<b>CROP RECEIPTS TO DATE</b>	2.265,57	2.533,96	<b>+11,85</b>
<b>TOTAL SUPPLY</b>	2.579,27	2.801,60	<b>+8,62</b>
<b>CROP NOT SOLD</b>	380,16	439,82	<b>+15,69</b>
<b>SPAIN SHIPMENT</b>	18,61	13,08	<b>-42,28</b>
<b>TOTAL EXPORT SHIPMENT</b>	1.210,94	1.272,58	<b>+5,09</b>
<b>TOTAL DOMESTIC SHIPMENT</b>	554,99	590,45	<b>+6,39</b>
<b>APRIL EXPORT SHIPMENT</b>	109,34	103,50	<b>-5,65</b>
<b>APRIL DOMESTIC SHIPMENT</b>	67,67	77,70	<b>+14,82</b>
<b>TOTAL SHIPMENT</b>	1.765,93	1.863,02	<b>+5,50</b>

First of all, we have to look at the crop that has entered. We find 2,534 Blb compared to 2,266 Blb last year in April (+11.85%). If we add the marketable harvest with the carryin, we have a total of 2,802 Blb compared to 2,579 Blb last year in the same month (+8.62%).

Shipments have been positive, +2.36% and a total of 181.19 MLb, compared to 177.01 MLb in April last year. This means that we are in a month of record shipments. And there are five in a row along with the past shipments of December, January, February and March. The one in November was close to being one and the one in October was also.

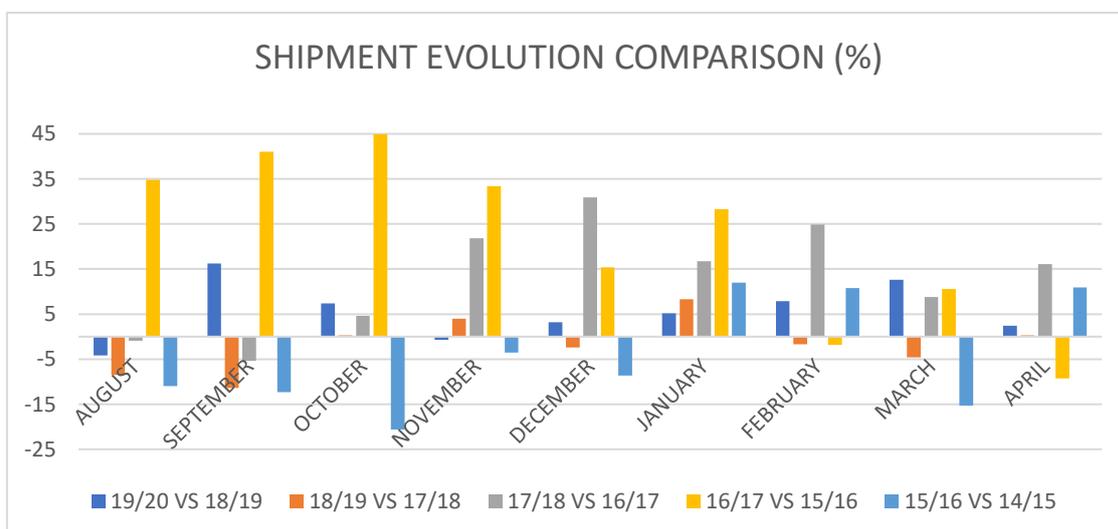
**Shipment Evolution**

	<b>19/20</b>	<b>18/19</b>	<b>17/18</b>	<b>16/17</b>	<b>15/16</b>
<b>AUGUST</b>	147,73	154,23	168,57	170,02	126,17
<b>SEPTEMBER</b>	196,24	168,85	190,58	201,56	142,98
<b>OCTOBER</b>	265,50	247,11	246,49	235,55	162,58
<b>NOVEMBER</b>	235,90	237,63	228,46	187,51	140,52
<b>DECEMBER</b>	205,96	199,60	204,56	156,22	135,42
<b>JANUARY</b>	220,50	209,61	193,50	165,80	129,24
<b>FEBRUARY</b>	201,78	186,95	190,13	152,26	155,05
<b>MARCH</b>	208.22	184.95	193.95	178.19	161.08
<b>APRIL</b>	181,19	177,01	176,40	151,98	167,55



### Shipment evolution comparison (%)

	19/20 VS 18/19	18/19 VS 17/18	17/18 VS 16/17	16/17 VS 15/16	15/16 VS 14/15
<b>AUGUST</b>	-4,2	-8,5	-0,9	34,8	-11,0
<b>SEPTEMBER</b>	16,2	-11,4	-5,4	41,0	-12,3
<b>OCTOBER</b>	7,4	0,3	4,6	44,9	-20,6
<b>NOVEMBER</b>	-0,7	4,0	21,8	33,4	-3,5
<b>DECEMBER</b>	3,2	-2,4	30,9	15,4	-8,6
<b>JANUARY</b>	5,2	8,3	16,7	28,3	12,0
<b>FEBRUARY</b>	7,9	-1,7	24,9	-1,8	10,8
<b>MARCH</b>	12,6	-4,6	8,8	10,6	-15,3
<b>APRIL</b>	2,4	0,3	16,1	-9,3	10,9



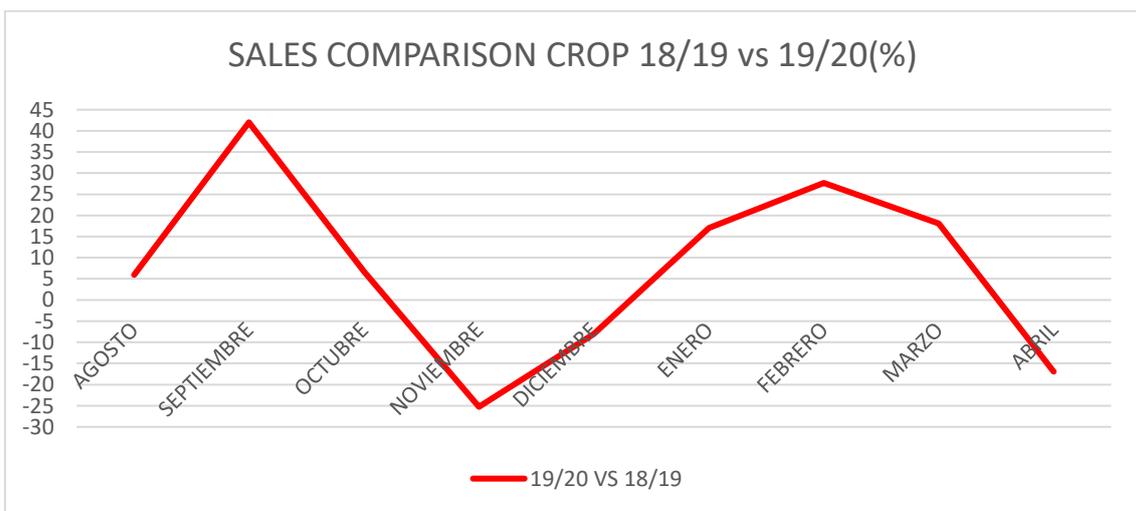
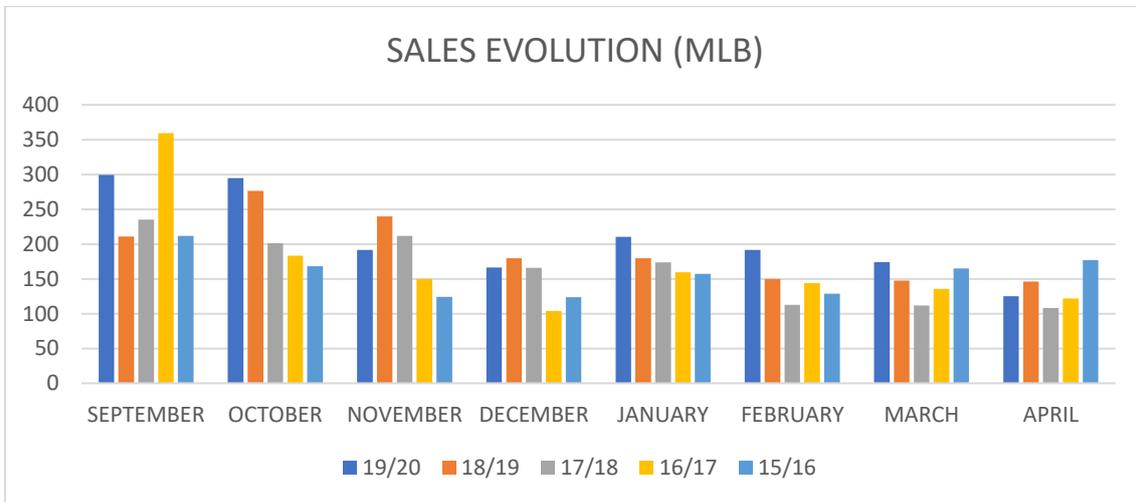
Regarding sales, we have a value for the month of April of **124,816 MIb**, which compared to April of last year, which was 145,939 MIb, we have a **-16.92%**. A priori we observed a month of very negative sales, compared to last season and considering the largest existing harvest. But it is not so negative sales, compared to last season and considering the largest existing crop. But it is not so negative if we compare it with the two previous campaign to the last one.

This month of sales was the result of a first part of the month, until last April 24, where the estimated Terranova harvest figure came out and the market was activated, where everything was quite stopped. The new sales were not numerous and the market was quite inactive. From this day on, prices fell, and in what way, causing the market to activate a lot, especially that end of the month, extending until the first 10 days of May, which we will see in future shipments.

This end-of-month activity greatly improved this figure, but it was not enough to reach the level of last season.

### SALES EVOLUTION (MLB)

	19/20	18/19	17/18	16/17	15/16
<b>SEPTEMBER</b>	299,53	210,84	235,34	359,36	211,91
<b>OCTOBER</b>	294,96	276,51	201,29	183,32	168,19
<b>NOVEMBER</b>	191,37	239,69	211,87	150,04	124,03
<b>DECEMBER</b>	166,24	179,62	165,92	103,95	123,67
<b>JANUARY</b>	210,16	179,59	173,61	159,33	157,13
<b>FEBRUARY</b>	191,52	149,98	112,68	143,67	128,60
<b>MARCH</b>	174,24	147,51	111,89	135,64	165,11
<b>APRIL</b>	124,82	145,94	108,16	121,89	176,93



In **the accumulated sales**, there is a value of **2,361.78 MIb**, compared to last year of 2,199.11, representing **+ 7.40%**. If we have a **crop entry currently** of + 11.85%, observing **the marketable of + 8.62%**. Therefore, unlike last month, there was an increase in harvest similar to the increase in sales, which had a situation very similar to that of last year, we observed in this case that we have a greater increase in harvest than in sales. If these data are maintained, we would have + 1.22% of new unsold harvest, which would have a higher carryin than last year.

With this, we can see **that 4.93% of the received crop has been sold this month**, when 6.44% was sold in April of last year. **Accumulated, 93.20% of the total received crop has been sold and 84.30% of the total received crop marketable with the carryin**. Last year in this month, 97.07% of the total harvest received and 85.26% of the total received harvest marketable with the carryin had been sold. **Therefore, 0.96% less of the total harvest has been sold this year than last year.**

Referring to the shipped, **we have that the total domestic shipments** continue their good rhythm (+ 6.39%), having a figure of domestic shipments in April of + 14.82%. Regarding total exports (+ 5.09%) we have an April export figure of -5.65%. This month exports have dropped and has caused totals to drop from + 6.13% last month to + 5.09% this month. Therefore, we have a total of shipments to date since the start of the campaign of 1,863,022 MIb (+ 5.50% compared to the previous campaign).

In reference to what is sold and not shipped (commitments) we have that the domestic is still quite important (+ 22.77%), although it decreased compared to last month, and exports + 8.07%, also downward. We appreciate a total of sales not shipped to date since the beginning of the campaign of 498,756 MIb (+ 15.69% compared to the previous campaign). According to the inventory, we also have more this year than last (+ 15.69%), increasing quite a bit compared to + 7.36% last month.

Regarding how shipments have been distributed, we indicate the main destinations in the following table:

	<b>APRIL 2020</b>	<b>APRIL 2019</b>	<b>2020 VS 2019 (%)</b>	<b>TOTAL CAMPAÑA 2020 VS 2019 (%)</b>
CANADÁ	4,36	5,26	-20,64	+6
CHINA	1,76	1,71	+2,92	-20
JAPÓN	9,44	6,82	+38,42	13
VIETNAM	1,06	2,30	-116,98	-75
INDIA	6,57	13,69	-108,37	+7
ALEMANIA	15,48	10,16	+52,36	+19
ITALIA	5,43	6,18	-13,81	+13
HOLANDA	7,32	5,13	+42,69	+10
TURQUÍA	1,56	3,20	-105,13	+68
EMIRATOS ÁRABES	2,87	3,59	-25,09	+26
EUROPA	56,09	52,81	+6,21	+9
<b>ESPAÑA</b>	<b>13,08</b>	<b>18,61</b>	<b>-42,28</b>	<b>+2</b>
TOTAL EXPORTA	103,50	109,34	-5,65	+5
TOTAL DOMESTIC	77,70	67,67	+14,82	+6

Regarding Spain, we have a month of April that is again, like last March, of lower imports than April of last year. This year 13.08 Mlb was imported, unlike last year of 18.61 Mlb. We have a reduction of -42.28%. In accumulated this year we have a value of 153.24 Mlb, compared to last year of 150.64 Mlb (+ 1.73%).

Europe in general has seen its number of imports increase from 52.81 Mlb to 56.09 Mlb this year, a (+ 6.21%), orchestrated above all by the good data of Germany. In accumulated it has imported + 9% more than last season.

As a general analysis we can see that the data is perhaps bearish. Not only due to the low sales this month and with it an increase in inventory and the possibility of a greater carryin (unsold harvest), but also due to the general situation that is being breathed, leaving aside the already mentioned uncertainty caused by the COVID -19. As we have commented, before the estimated harvest figure offered by Terranova, low activity was noted. After the figure, everything became quite lively when arriving at low prices, we suspect that due to a demand, especially from Europe.

As we also observe in shipments, the Arab countries, in the middle of Ramadan, are not very active and the Asian countries are not a good buying time with the fullness of the Australian, although the good data from Japan and especially China is surprising.

We must mention the situation in a country as important as India. This country, since the end of March, was decreed in confinement and, although the food sector can continue working, there are many difficulties for transportation. With which, many problems of containers are appearing without being able to withdraw, containers that arrive with great uncertainty of their situation, containers also at high prices that were already there waiting ... The situation in this country is very worrying. In fact it is still closed and the uncertainty is increasing. Although the situation is very very worrying, this consuming country will have an unmet need that will be solved when it opens borders, but it is clear that all this time will be lost. We will closely follow this situation.

However, what has been observed is that at low prices demand is motivated and it is launched to buy. The seller, after the good activity of the last few days, found himself calmer and calmer and began to flow with a certain supply / demand market stability, although it has been quite temporary. The situation, especially after the certification of the forthcoming good harvest by the farmers, is not clear and in the next few days we will see possibly how the market is trending, possibly downward.

Regarding price evolution, in this commented first part of the month, the Std 5% was shuffling around 2.20 / 2.25 \$ / lb, both for current and new harvest. As we have already mentioned, activity was very low and after the Terranova crop estimate, prices fell overnight to reach \$ 2 / lb std 5% for both the new and current harvest. Once we entered the second part of the month, where the market was activated, prices fell to levels of 1.91 / \$ 192 / lb, this being the lowest point, and there was a small rebound effect that returned the price at \$ 2 / lb levels, always talking about the new and current harvest at par. In recent days we have been able to observe a certain stability of supply at these prices, betting more on qualities, varieties and sizes at prices very close to Std 5%. Demand on their part was still quite active, despite the small rebound, and there was fluidity in the market.

However, after these data, and especially after the farmers' estimate, a declining market is expected. The first demands have already appeared around 1.80 / 1.90 \$ / lb in Std 5%, however the offer has remained at the current harvest prices of 2 \$ / lb and the new harvest we have seen a decrease of about \$ 0.05 / lb. The sensation before the figure, as we have said, was that a data was going to come out which would stabilize the market or could even raise a penny, but it was not. The figure offered is nothing more than to affirm what was published by Terranova it is not a surprise, but it seems of greater magnitude due to the sensation that was had.

Now we enter a stage of price uncertainty in which there is a downward demand and a supply that tries to retain the price as much as possible. Time will tell where everything is, but it is clear that today the buyer has many reasons to put pressure on the offer and this has the relief that at the prices that were, there was activity, they were attractive prices for the buyer. The question is whether, in light of the new news, they remain attractive or not.

Regarding the Spanish, it has been directly affected by the arrival of COVID-19 and its lack of commercial motivation. We have very weak demand from Europe despite the fact that prices, after the American correction, have been quite on a par. Before the decline, there were talks of prices around € 5.10 / 5.15 / kg in the current harvest for the commune owner and € 4.80 / kg for the new harvest. However, after the decline, it was postulated at € 4.60 / kg in the current harvest and € 4.40 / 4.45 / kg in the new harvest. As we say, prices very on par with the Americans. However, unlike the American one, the market was not activated. It was difficult to find a supply at these prices and the demand was not very outstanding, especially since this correction came late when it had been a week of American activity.

With which, we have continued with a very low activity, especially caused by a peel that did not finish coming out at these prices and caused no selling pressure, along with the buyer. Result, a very little fluid market and seeing how the buyer launched into the American and took away enough opportunities from the Spanish.

After all these data, we return to give a turn of the screw to the situation and again we have to wait for how the market regularizes.

As for the organic, it has also been possible to observe a decrease in demand, with the offer just as little apparent. Prices, in light of the situation, have been reduced from € 10.70 / kg in the current harvest to levels below 10.40 / 10.35 € / kg, in new harvest they speak of levels by below € 9 / kg, always talking about the commune owner. Although the buyer, in a new harvest, knowing that we have had a good flowering, does not finish launching and expects a further decline.

Ending the report, a time of great uncertainty is coming, not only because of the world situation regarding the pandemic and its impact on consumption, but also because of all the news we have had and how the market will react to it. It is time to be cautious and patient and above all, to be expectant before the new events. Next, on July 7 with the objective number, let's hope there are no surprises. Until then, achieve market stability, at the price you touch, that enhances consumption, not for the present, but above all for the future.

Hopefully these data can help.

Thank you.