

Good Day,

We already have the publication of the shipment report of 2021. This ends 202/2021 season. The number of shipments is 229,39 MI bs (+27.3%), higher than the figure of July last year with 180,13MIbs. This means that we once again have another record month. Every month of the season, less January, are record numbers. The season is closed with some totals of +22.16%. Regarding the sales of the month we have a data of 77,64 MIbs, being last year 74,48 MIbs, wich means +4,25% of sales in the month of July. Export shipments have been 158,50 MIbs (+41.50%), being every month record except January. The season closes with +30,78% in exports, representing the 72,72% of total shipments. The domestic ones have been 70,89 MIbs (+4%) all being record minus August, January, March, April and June. They close the season with +4,37% and representing 27,88% of total shipments. Regarding the crop, we have a final entry of 3,106MIbs (+30.13%). Shelled it would be, with respect to domestic, 163,11 MIbs (+4,86%) and exports 181,11 MIbs (+66,21%).

These data do not include what was done in the new crop. Regarding what was sold in new crop we have a total of 441,54 MIbs (-36,56%) in compared to 685,95 MIbs last year. Shelling would be, with respect to the domestic, 142,52 MIbs (-50,51%) and exports 299,02 MLBS (-26,70%). I mean, this year has been sold of new harvest -254,41 mlbs (-36,55%9 compared to last year.

We must not confuse carryin (what they have left without shipping for the next season) with what they have left unsold. With these data, a total of 252.60 MIb (+ 39.11%) would remain unsold (inventory). What they have been left without boarding (carryin) is 596.81 MIb (+ 33.78%), much less than what was initially expected.

With these data we can see that they have sold in general 3.24 Blbs, + 22.96% compared to last year. The total shipped for the entire campaign we have seen was + 22.16%, data similar to the increase in harvest entry that we have seen is + 21.78%, 24.00% if we see the whole.

Regarding the destination of shipments, countries such as Canada, Japan (very strong increase), South Korea, Vietnam (very strong increase), India, France, Germany (strong increase), the Netherlands (strong increase), the United Kingdom (strong increase) stand out. strong), Poland (strong rise), Estonia (strong rise), United Arab Emirates (very strong rise) or Turkey. On the negative side, important countries such as China, Italy (slightly less) or Morocco appear. In Spain the situation has been very positive, with 25.75 MIbs this month compared to 14.17 MIbs the previous year (+ 81.72%). In total, 238.94 MIbs have been exported to Spain, compared to 192.56 MIbs last year (+ 24.09%). In Europe in general, 75.42 MIbs this month compared to 50.37 MIbs the previous year (+ 49.73%). In total, Europe has imported this harvest by + 23% compared to last. A total of 791.95 MIbs. Bad news for the Spanish almond ...

Therefore, we once again have positive data that would position the market in an uptrend. It is true that from our point of view we observe that there is a feeling of low activity, either because of the dates in which we are already prompting this to be the case, either because the buyer finds it difficult to assimilate the price increase or because of the lack of supply that we have had lately due to waiting for these good data that are confirmed. In the current harvest, which is where we see more interest for sale, better price offers have appeared even than in origin, either from second hands or from containers that arrive unsold and are offered "at bargain prices." In this sense, we have seen the buyer much more active than even in original prices. This would also explain that it is very very difficult for a market to assume a harvest increase of more than 20% in a single year, and even more a year like this ... it is very difficult to increase consumption in a single year by more than 20% , despite the fact that the almond has been and is a very

attractive dry fruit in price. But this suggests that there is a% that has actually been consumed and another% that has not, which, apart from the carryin already mentioned, may not yet be in final hands. The percentage of each one is left to the reader's judgment.

The drought issue is something that resonates with great force. The first harvest entries are causing bad feelings with a smaller and drier grain, causing low yields. It is expected to improve, but it is something that worries. This, added to the aforementioned drought, in addition to the good shipping data, causes the seller to have arguments to propose solid prices and even upwards, we have checked on the few offers we have received an increase of +0.10/0.20\$/lb, as a result of these data. It is true that the buyer has a hard time assuming it, but countries like India have no choice due to the proximity of Diwali and are buying a new crop at prices much higher than last season. The rest, resists especially in new (in view is the data), we will see around the return of August holidays and when everything is normalized the attitude taken by the buyer, apparently covered, at least much more than last year, according to the data we see of shipments.

We must bear in mind that there are other important factors. We repeat, the logistics issue is fundamental. There is a looming price hike in freight rates and quite large delays, which will make the new crop arrive even later. This is a door that opens to the almond of another origin, such as the Spanish one, which does not have these problems and on top of that it would be a new almond.

On the part of the Spanish almond, the activity in recent weeks has been low, especially due to the dates when we are on vacation and the lack of supply. In the southern zone, which is where the almond is entering in a more abundant quantity, we see a lot of competition in shell with prices that do not even match what is seen in grain, today. We see a lot of speculation waiting for a rise that, if we look at the American one, is likely to occur, but we must remember that we still need to know what the buyer and the American offer will do if the buyer does not launch at these prices.

There is buyer interest at levels of € 4.20/4.25/kg in late blooms and single varieties, a penny more if it is guara. But the scarce seller that appears expects a little more in the price which makes the activity low, apart from the dates in which we are. For his part, the buyer finds it difficult to assume little by little the increase that the seller is proposing.

It is a bad date to draw conclusions, but as the days go by, everything will become much clearer. We will see what attitude the buyer takes in this situation and how far the seller will go in his claims.

To finish, simply, as informative data and to expand information, we see that in California 15.71% of the harvest has originated in the northern part, 29.65% in the central part and 54.64% in the southern part.

Apart from the almond (fruit), other components are generated that are used above all for livestock purposes and the trend in the sector is to generate a residue of 0. The fruit of the almond tree produced in 2020/2021 is 10,048 Blbs. Of this quantity, it is estimated that 31% is almond (seed), 49% is the bark and 20% is the shell.

We hope this helps.

Thanks a lot.