

March 2023 Almond Position Report

March 2023 shipments were 281.07 million pounds. This is +14.7% compared to March 2022 shipments of 244.98 million pounds.

2022 Almond Supply

Carry-in from the 2021 crop:	837 million pounds
Estimated 2022 crop size:	2.60 billion pounds
Less 2% loss / exempt:	52 million pounds
Less shipments to date:	1.798 billion pounds
Less commitments:	647 million pounds
Remaining unsold supply:	940 million pounds

Receipts, Shipments & Inventory v. 2021 Season

Receipts:	-12.43%
Total supply v. 2021 season:	-3.62%
Shipments v. 2021 season:	+6.85%
Uncommitted inventory:	-5.89%

Receipts & Shipments

2022 crop receipts are 2.541 billion pounds, which is -12.43% compared to 2021 crop receipts of 2.902 billion pounds. March shipments of 281.07 million pounds are a new record, surpassing the previous record of 266.65 million pounds set in March 2021 and bettering last March's shipments by 36.09 million pounds.

Commitments (Almonds that are sold, but not yet shipped)

Domestic commitments of 290 million pounds are -5.23% and export commitments of 357 million pounds are -32.11% compared to March 2022. New sales during the month of March were about 144 million pounds.

Domestic Shipments

Domestic shipments were -7.5% at 66.44 million pounds. This is 5.4 million pounds less than last year and 13.23 million pounds less than the record set in March 2020. New domestic sales for the month of March were about 26 million pounds.

Export Shipments

Export shipments were +24.0% at 214.63 million pounds. This is a new record, surpassing the previous record of 195.39 million pounds set in March 2021 and bettering shipments last March by 41.49 million pounds. New export sales for the month of March were about 118 million pounds.

Regional Shipments

	<u>Aug. 2022 - Mar. 2023</u>		<u>Aug. 2021 - Mar. 2022</u>		<u>% Change</u>
	<u>Shelled</u>	<u>Inshell</u>	<u>Shelled</u>	<u>Inshell</u>	
<u>EUROPE</u>					
France	17,731,049	0	13,998,099	0	27%
Germany	77,064,864	64,305	71,291,719	30,600	8%
Italy	55,514,292	1,574,700	52,194,444	1,301,013	7%
Netherlands	56,440,305	0	62,223,302	0	-9%
Spain	135,684,336	823,000	127,802,507	744,946	6%
U.K.	15,188,629	12,242	18,606,825	62,767	-19%
<u>MIDDLE EAST</u>					
Israel	7,804,661	871,421	6,510,217	730,158	20%
Jordan	16,007,450	861,849	8,562,900	564,615	85%
Saudi Arabia	19,662,500	210,744	10,626,000	29,597	87%
Turkey	45,325,300	11,185,738	22,591,491	13,101,637	58%
UAE	87,879,814	15,382,781	54,313,770	12,414,445	55%
<u>ASIA</u>					
China/HK	44,199,972	72,178,637	28,424,505	69,506,913	19%
Japan	54,117,319	3,966	66,869,109	47,793	-19%
South Korea	32,059,383	0	47,685,351	0	-33%
Vietnam	13,267,399	1,211,623	16,343,305	505,522	-14%
India	2,004,607	249,569,477	6,764,469	231,366,179	6%

Historical Pricing



Conclusion

March 2023 shipments of 281.07 million pounds (+14.7%) are a new record and exceeded industry expectations leading up to the report. Record export shipments of 214.63 million pounds led the charge, up 41.49 million pounds (+24.0%) compared to a year ago. Domestic shipments of 66.44 million pounds were down 5.4 million pounds (-7.5%) compared to last year. YTD shipments of 1.798 billion pounds are up 115 million pounds (+6.85%) compared to this time last season. Domestic commitments of 290 million pounds are down 5.23% and export commitments of 357 million pounds are down 32.11%. Total commitments of 647 million pounds are down 185 million pounds (-22.23%) compared to last March. New sales for the month of March were 144 million pounds compared to 220 million pounds in March 2022. Given the unfavorable bloom conditions, selling interest has been limited for the past month resulting in lower new sales. California added 18 million pounds of crop receipts during the month of March bringing YTD crop receipts to 2.540 billion pounds compared to 2.902 billion pounds at this time last year. Based on a revised crop size of 2.55 billion pounds, California is currently 73% sold compared to 72% sold at this time last season.

For the third consecutive month, export shipments were a new record. Attractive pricing has undoubtedly led to increased consumption – particularly in snacking markets. March shipments to China/HK (694 FCLs) were up 18 million pounds compared to last March and are up 18 million pounds (+19%) YTD. Shipments to India (871 FCLs) were up 3.5 million pounds in March and are up over 13 million pounds (+6%) YTD. NPIS and Inshell Independence pricing has increased significantly in the past month. Given the remaining inshell inventory in California combined with expected demand from India, inshell pricing looks to at least remain stable at current levels for the time being. For the second month in a row, shipments to Western Europe (1,505 FCLs) were down about 8 million pounds for March, but continue to track about 5 million pounds ahead (+1%) of YTD shipments last season. March shipments to the Middle East were very strong led by the UAE (412 FCLs), Turkey (228 FCLs) and Saudi Arabia (82 FCLs). YTD shipments of 216 million pounds to the Middle East are up an astounding 80 million pounds (+59%) compared to a year ago. Demand from Dubai has been subdued in recent weeks given the large number of shipments arriving and on the water. As we head into the warmer months post-Ramadan, we could see a slowdown in shipments – particularly to the UAE – in the months ahead. Lastly, shipment to North Africa (Morocco: 228 FCLs, Algeria: 66 FCLs and Libya: 60 FCLs) were up 10.5 million pounds for March and are up 42 million pounds (+182%) YTD.

Now that bloom is completed in California, the industry is keeping a very close eye on the progression of the 2023 crop. Growers statewide have commented on how slowly the crop is developing due to the prolonged cold and wet weather during the last couple weeks of March and the first week of April. Reports from the field indicate a wide variance in nutlet sizes pushing through their jackets – with the assumption that most of the smaller nutlets were not adequately pollinated and have already started falling off the trees. These highly unusual and unprecedented bloom and post-bloom conditions have made estimating the 2023 crop all the more difficult. As of right now, the sentiment in California is that the 2023 crop will be smaller than this current season. In the coming weeks, the first unofficial estimates will likely be released followed by the grower Subjective Estimate on May 12th. With another strong shipment report today and the uncertainty surrounding the 2023 crop size, we see very little downside from current levels for the time being.

As always, our teams in China, Dubai, India and California are at your service.