

October 2023 Almond Position Report

October 2023 shipments were 247.40 million pounds. This is **+15.3%** compared to October 2022 shipments of 214.61 million pounds.

2023 Almond Supply

Carry-in from the 2022 crop:	800 million pounds
Estimated 2023 crop size:	2.600 billion pounds
Less 2% loss / exempt:	52 million pounds
Less shipments to date:	677 million pounds
Less commitments:	677 million pounds
Remaining unsold supply:	1.994 billion pounds

Receipts, Shipments & Inventory v. 2022 Season

Receipts:	-19.47%
Total supply v. 2022 season:	-14.34%
Shipments v. 2022 season:	+7.25%
Uncommitted inventory:	-33.60%

Receipts & Shipments

2023 crop receipts are 1.334 billion pounds, which is **-19.47%** compared to 2022 crop receipts of 1.657 billion pounds. October shipments of 247.40 million pounds are 32.79 million pounds more than last year, but 62.28 million pounds less than the record set in October 2020.

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

Domestic commitments of 272 million pounds are **-17.65%** and export commitments of 406 million pounds are **+11.20%** compared to October 2022. New sales during the month of October were about 251 million pounds.

Domestic Shipments

Domestic shipments were **-13.0%** at 57.05 million pounds. This is 8.53 million pounds less than last year and 16.71 million pounds less than the record set in October 2020. New domestic sales during the month of October were about 69 million pounds.

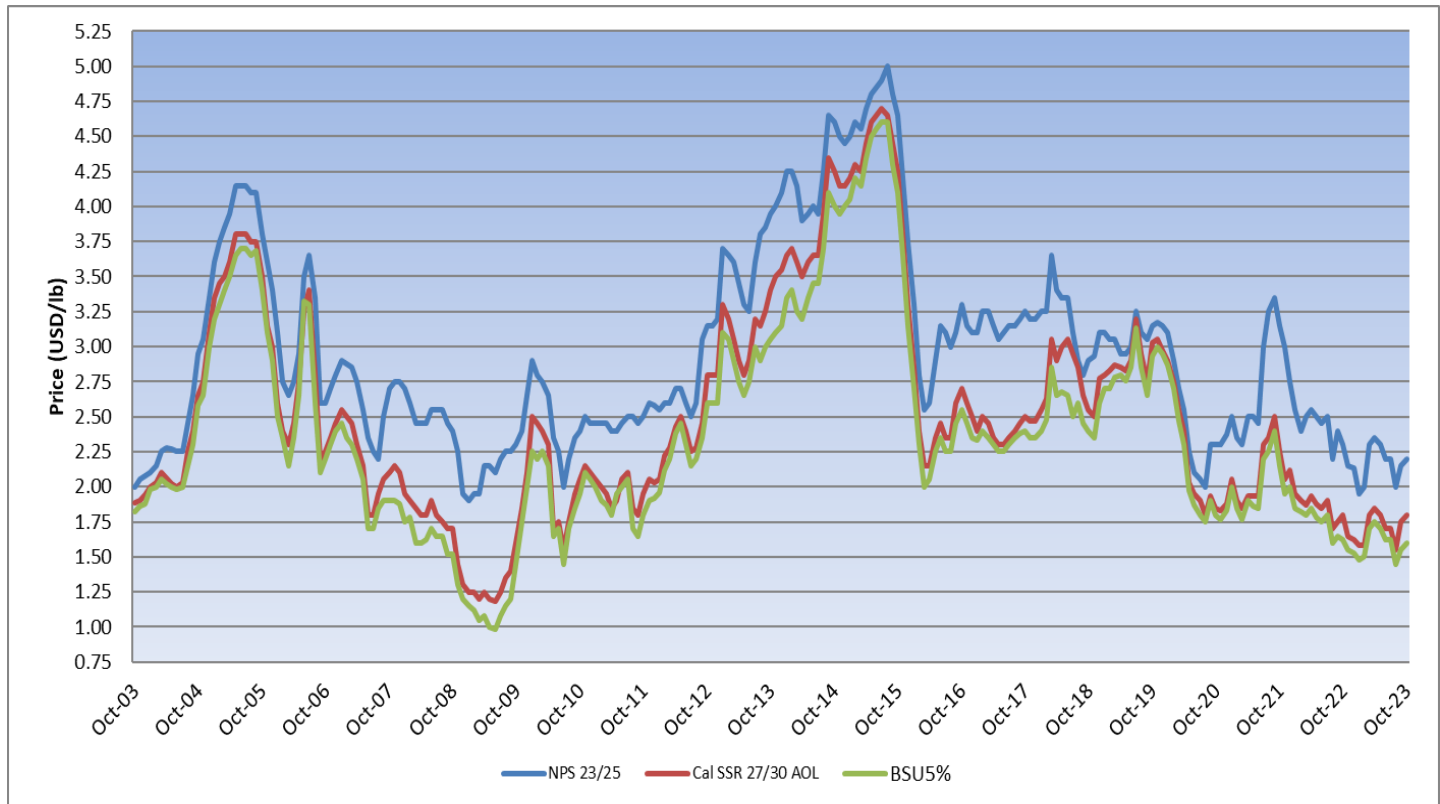
Export Shipments

Export shipments were **+27.7%** at 190.35 million pounds. This is 41.32 million pounds more than last year, but 45.57 million pounds less than the record set in October 2020. New export sales during the month of October were about 182 million pounds.

Regional

	<u>Aug. 2023 - Oct. 2023</u>		<u>Aug. 2022 - Oct. 2022</u>		<u>% Change</u>
	<u>Shelled</u>	<u>Inshell</u>	<u>Shelled</u>	<u>Inshell</u>	
<u>EUROPE</u>					
France	5,753,375	0	4,903,208	0	17%
Germany	29,153,371	94,293	27,219,265	64,305	7%
Italy	19,102,817	455,312	15,682,695	438,888	21%
Netherlands	23,289,000	0	15,480,614	0	50%
Spain	41,066,382	272,580	45,774,441	306,433	-10%
U.K.	7,832,909	0	4,416,059	12,242	77%
<u>MIDDLE EAST</u>					
Israel	2,068,825	124,633	2,466,511	420,369	-24%
Jordan	1,949,875	33,750	4,413,525	207,135	-57%
Saudi Arabia	3,295,900	31,856	4,003,750	85,032	-19%
Turkey	20,772,006	3,309,312	14,940,941	4,190,794	26%
UAE	29,643,010	8,778,439	31,595,491	4,184,096	7%
<u>ASIA</u>					
China/HK	20,036,337	20,814,660	16,915,043	36,231,433	-23%
Japan	17,040,124	4,139	13,484,558	3,610	26%
South Korea	12,516,080	0	9,858,811	0	27%
Vietnam	9,856,310	60,313	4,615,243	1,181,690	71%
India	1,654,090	120,159,853	924,827	87,553,446	38%

Historical Pricing



Conclusion

October 2023 shipments of 247.40 million pounds exceeded industry expectations. Total year-to-date shipments of 677 million pounds are tracking 46 million pounds (+7.25%) ahead of last season at this time. Domestic shipments were down 8.52 million pounds (-13.0%) while export shipments were up 41.32 million pounds (+27.7%) for the month of October. Domestic commitments of 272 million pounds are down 58 million pounds (-17.65%), export commitments of 406 million pounds are up 41 million pounds (+11.20%) and total commitments of 677 million pounds are down 17 million pounds (-2.50%). New sales during the month of October were 251 million pounds compared to 243 million pounds last year. Crop receipts of 1.334 billion pounds are currently tracking 323 million pounds behind (-19.47%) last season. A later harvest, unfavorable weather during harvest and lower yields have contributed to lower receipts to date. Additionally, inedible percentages across all varieties are reported to be more than twice that of last season – further reducing the total saleable supply from the 2023 crop. With harvest coming to an end in California, most industry members are confident that the final crop size will fall short of the 2.60-billion-pound estimate – by potentially as much as 10%. Based on an adjusted crop size of 2.45 billion pounds and 4% inedibles, California is currently 43% sold compared to 39.5% sold last year.

Once again, export shipments carried the weight of the industry during the month of October. Strong shipments to India (1,523 FCLs) led the charge. Sales have been fantastic for Diwali. November shipments are expected to be much less than these past two months and California is already seeing signs of strong demand for December/January shipment. Shipments to China/HK (675 FCLs) were about 1 million pounds less than last October and are currently down 23% YTD. With the shipment window for Chinese New Year coming to a close, Chinese importers will need to cover any additional needs in the next couple weeks to ensure product arrives in a timely manner. October shipments to the Middle East (UAE: 485 FCLs, Turkey: 323 FCLs, Saudi Arabia 61 FCLs and Jordan 17 FCLs) were up 16 million pounds and are up 8% YTD. Continued strong shipments are expected for November and December as importers continue to cover their needs ahead of Nowruz and Ramadan. Shipments to North Africa (Morocco: 51 FCLs, Libya: 80 FCLs and Algeria: 20 FCLs) were up nearly 3 million pounds for October and are up 16% YTD. Shipments to Morocco are down 20% YTD, but this does not come as a surprise given the delayed harvest and reduced availability of Butte/Padre from the 2023 crop. Finally, October shipments to Western Europe (942 FCLs) were up about 8 million pounds and are up 12% YTD. Europe has done more than their fair share of helping to clean up the ending inventory from the 2022 crop in recent months.

With each passing month, the 2023 crop size will continue to slowly come into focus. As mentioned above, we will likely see a reduced supply both in terms of lower receipts, as well as USDA quality. Sizing across all varieties is trending much larger than last season. Availability of sizes 27/30 and smaller in all varieties will be noticeably reduced this crop year. Given the higher percentage of serious damage this season, availability of higher quality almonds will also be much less. We would strongly encourage buyers to cover their needs sooner rather than later and don't be surprised to see further premiums for high quality product. In the case of inshell, India has already showed a willingness to purchase product both higher in stain and serious damage at a discounted level. Unfortunately for China, availability of low insect damage and non-stained inshell is going to be drastically less this season. Shipments are off to a positive start for the 2023 crop year. Buyers and sellers alike will continue to monitor demand going forward in the face of a challenging global landscape.

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