



# November 2018

## Export Tonnage by Destination (Marketing Year)

| World Destinations                        | Current Month<br>November 2018 |              |              | Previous Year<br>November 2017 |            |             | 2018/19 vs<br>2017/18<br>Current Month<br>+ / - | March 1st - Nov. 30th 2018 |               |               | March 1st - Nov. 30th 2017 |               |               | 2018/19 vs<br>2017/18 YTD<br>+ / - |
|---|--------------------------------|--------------|--------------|--------------------------------|------------|-------------|---|----------------------------|---------------|---------------|----------------------------|---------------|---------------|------------------------------------|
|   | InShell                        | Kernel       | Month (KWE)  | InShell                        | Kernel     | Month (KWE) |   | Inshell                    | Kernel        | YTD (KWE)     | Inshell                    | Kernel        | YTD (KWE)     |                                    |
| <b>Asia Pacific</b>                       |                                |              |              |                                |            |             |   |                            |               |               |                            |               |               |                                    |
| <b>Northeast Asia</b>                     |                                |              |              |                                |            |             |   |                            |               |               |                            |               |               |                                    |
| China (excluding SARs and Taiwan)         | 1,799                          | 732          | 1,991        | 1                              | 40         | 41          | 4816%   | 5,570                      | 5,749         | 9,648         | 126                        | 473           | 561           | 1619%                              |
| Hong Kong (SAR of China)                  | -                              | 0            | 0            | -                              | 0          | 0           | 305%  | 168                        | 132           | 249           | 87                         | 260           | 321           | -22%                               |
| Japan                                     | -                              | 70           | 70           | 13                             | 39         | 48          | 47%   | -                          | 726           | 726           | 13                         | 465           | 473           | 53%                                |
| Korea, Republic of                        | -                              | -            | -            | -                              | -          | -           | -   | -                          | -             | -             | -                          | 60            | 60            | -100%                              |
| Taiwan                                    | -                              | -            | -            | -                              | -          | -           | -   | -                          | 1             | 1             | -                          | 2             | 2             | -57%                               |
| <b>TOTAL Northeast Asia</b>               | <b>1,799</b>                   | <b>802</b>   | <b>2,062</b> | <b>13</b>                      | <b>79</b>  | <b>88</b>   | <b>2236%</b>                                    | <b>5,738</b>               | <b>6,608</b>  | <b>10,624</b> | <b>226</b>                 | <b>1,258</b>  | <b>1,417</b>  | <b>650%</b>                        |
| Brunei Darussalam                         | -                              | 0            | 0            | -                              | -          | -           | -   | -                          | 0             | 0             | -                          | 0             | 0             | 57%                                |
| Cambodia                                  | -                              | -            | -            | -                              | -          | -           | -   | -                          | 11            | 11            | -                          | -             | -             | -                                  |
| Indonesia                                 | -                              | -            | -            | -                              | -          | -           | -   | -                          | 172           | 172           | -                          | 17            | 17            | 900%                               |
| Malaysia                                  | -                              | -            | -            | 20                             | 35         | 49          | -100%   | -                          | 44            | 44            | 40                         | 63            | 91            | -52%                               |
| Philippines                               | -                              | 25           | 25           | -                              | -          | -           | -   | 0                          | 61            | 61            | 0                          | 13            | 13            | 367%                               |
| Singapore                                 | -                              | 12           | 12           | -                              | 1          | 1           | 1031%   | -                          | 212           | 212           | -                          | 252           | 252           | -16%                               |
| Thailand                                  | -                              | 24           | 24           | -                              | 46         | 46          | -49%  | 84                         | 889           | 948           | 86                         | 535           | 596           | 59%                                |
| Viet Nam                                  | 1,229                          | -            | 860          | 194                            | 0          | 136         | 534%  | 6,340                      | 2,310         | 6,749         | 4,361                      | 1,023         | 4,076         | 66%                                |
| <b>TOTAL Southeast Asia</b>               | <b>1,229</b>                   | <b>61</b>    | <b>921</b>   | <b>214</b>                     | <b>83</b>  | <b>233</b>  | <b>296%</b>                                     | <b>6,425</b>               | <b>3,700</b>  | <b>8,197</b>  | <b>4,488</b>               | <b>1,904</b>  | <b>5,046</b>  | <b>62%</b>                         |
| India                                     | -                              | -            | -            | -                              | -          | -           | -   | 20,847                     | 551           | 15,144        | 22,727                     | 2,286         | 18,195        | -17%                               |
| Pakistan                                  | -                              | -            | -            | -                              | -          | -           | -   | -                          | -             | -             | 258                        | 401           | 582           | -100%                              |
| <b>TOTAL South/Central Asia</b>           | -                              | -            | -            | -                              | -          | -           | -   | <b>20,847</b>              | <b>551</b>    | <b>15,144</b> | <b>22,986</b>              | <b>2,687</b>  | <b>18,777</b> | <b>-19%</b>                        |
| Fiji                                      | -                              | -            | -            | -                              | -          | -           | -   | -                          | 7             | 7             | -                          | 15            | 15            | -51%                               |
| New Zealand                               | 124                            | 210          | 297          | -                              | 208        | 208         | 42%   | 540                        | 1,162         | 1,540         | 50                         | 1,651         | 1,687         | -9%                                |
| Papua New Guinea                          | 0                              | -            | 0            | -                              | 0          | 0           | 604%  | 0                          | 0             | 0             | 0                          | 0             | 0             | 59%                                |
| <b>TOTAL Australasia/Oceania</b>          | <b>124</b>                     | <b>210</b>   | <b>297</b>   | -                              | <b>208</b> | <b>208</b>  | <b>43%</b>                                      | <b>541</b>                 | <b>1,169</b>  | <b>1,548</b>  | <b>50</b>                  | <b>1,666</b>  | <b>1,702</b>  | <b>-9%</b>                         |
| <b>TOTAL Asia Pacific</b>                 | <b>3,152</b>                   | <b>1,073</b> | <b>3,280</b> | <b>227</b>                     | <b>370</b> | <b>529</b>  | <b>520%</b>                                     | <b>33,549</b>              | <b>12,028</b> | <b>35,512</b> | <b>27,750</b>              | <b>7,516</b>  | <b>26,941</b> | <b>32%</b>                         |
| Belgium                                   | -                              | -            | -            | -                              | -          | -           | -   | 20                         | 228           | 242           | -                          | 276           | 276           | -12%                               |
| Denmark                                   | -                              | 17           | 17           | -                              | 17         | 17          | 1%  | 17                         | 880           | 892           | -                          | 1,055         | 1,055         | -15%                               |
| France                                    | -                              | -            | -            | -                              | -          | -           | -   | -                          | 1,045         | 1,045         | -                          | 1,000         | 1,000         | 5%                                 |
| Germany                                   | -                              | 128          | 128          | -                              | 146        | 146         | -12%  | 54                         | 3,553         | 3,590         | 34                         | 3,535         | 3,559         | 1%                                 |
| Greece                                    | -                              | -            | -            | -                              | -          | -           | -   | 20                         | 158           | 172           | 2                          | 129           | 130           | 32%                                |
| Italy                                     | -                              | -            | -            | -                              | -          | -           | -   | 20                         | 754           | 768           | -                          | 1,173         | 1,173         | -35%                               |
| Netherlands                               | -                              | -            | -            | -                              | 18         | 18          | -100%   | 51                         | 1,085         | 1,121         | 178                        | 2,377         | 2,501         | -55%                               |
| New Caledonia                             | -                              | -            | -            | -                              | -          | -           | -   | -                          | 0             | 0             | -                          | 0             | 0             | -67%                               |
| Spain                                     | -                              | -            | -            | 133                            | 307        | 401         | -100%   | 2,442                      | 1,942         | 3,651         | 742                        | 5,270         | 5,789         | -37%                               |
| Sweden                                    | -                              | -            | -            | -                              | -          | -           | -   | -                          | 60            | 60            | -                          | 297           | 297           | -80%                               |
| Switzerland                               | -                              | -            | -            | -                              | -          | -           | -   | -                          | 292           | 292           | -                          | 219           | 219           | 33%                                |
| United Kingdom                            | -                              | -            | -            | -                              | 74         | 74          | -100%   | 80                         | 1,099         | 1,154         | 40                         | 1,232         | 1,260         | -8%                                |
| <b>TOTAL Western Europe</b>               | -                              | <b>146</b>   | <b>146</b>   | <b>133</b>                     | <b>562</b> | <b>655</b>  | <b>-78%</b>                                     | <b>2,705</b>               | <b>11,094</b> | <b>12,987</b> | <b>996</b>                 | <b>16,563</b> | <b>17,261</b> | <b>-25%</b>                        |
| Bulgaria                                  | -                              | -            | -            | -                              | -          | -           | -   | -                          | 16            | 16            | -                          | -             | -             | -                                  |
| Croatia                                   | -                              | -            | -            | -                              | 33         | 33          | -100%   | -                          | 96            | 96            | 16                         | 102           | 113           | -15%                               |
| Czech Republic                            | -                              | -            | -            | -                              | -          | -           | -   | -                          | -             | -             | -                          | 20            | 20            | -100%                              |
| Estonia                                   | -                              | -            | -            | -                              | -          | -           | -   | -                          | 20            | 20            | -                          | -             | -             | -                                  |
| Lithuania                                 | -                              | -            | -            | -                              | -          | -           | -   | -                          | 20            | 20            | -                          | -             | -             | -                                  |
| Poland                                    | -                              | -            | -            | -                              | -          | -           | -   | 43                         | 442           | 473           | -                          | 453           | 453           | 4%                                 |
| Russian Federation                        | -                              | -            | -            | -                              | -          | -           | -   | -                          | -             | -             | -                          | 25            | 25            | -100%                              |
| <b>TOTAL Central &amp; Eastern Europe</b> | -                              | -            | -            | -                              | <b>33</b>  | <b>33</b>   | <b>-100%</b>                                    | <b>43</b>                  | <b>595</b>    | <b>625</b>    | <b>16</b>                  | <b>599</b>    | <b>610</b>    | <b>2%</b>                          |
| <b>TOTAL Europe</b>                       | -                              | <b>146</b>   | <b>146</b>   | <b>133</b>                     | <b>595</b> | <b>688</b>  | <b>-79%</b>                                     | <b>2,748</b>               | <b>11,689</b> | <b>13,612</b> | <b>1,013</b>               | <b>17,162</b> | <b>17,871</b> | <b>-24%</b>                        |
| Afghanistan                               | -                              | -            | -            | -                              | -          | -           | -   | -                          | 474           | 474           | -                          | -             | -             | -                                  |
| Bahrain                                   | -                              | -            | -            | -                              | -          | -           | -   | -                          | 0             | 0             | -                          | -             | -             | -                                  |
| Georgia                                   | -                              | -            | -            | -                              | -          | -           | -   | -                          | 10            | 10            | -                          | -             | -             | -                                  |
| Jordan                                    | -                              | -            | -            | -                              | 18         | 18          | -100%   | -                          | -             | -             | -                          | 55            | 55            | -100%                              |
| Kuwait                                    | -                              | -            | -            | 0                              | -          | 0           | -100%   | -                          | -             | -             | -                          | -             | -             | -                                  |
| Lebanon                                   | 0                              | -            | 0            | -                              | -          | -           | -   | -                          | 72            | 72            | 0                          | 108           | 108           | -34%                               |
| Qatar                                     | -                              | -            | -            | -                              | -          | -           | -   | 2                          | 73            | 74            | -                          | -             | -             | -                                  |
| Saudi Arabia                              | -                              | -            | -            | -                              | -          | -           | -   | 0                          | 146           | 146           | -                          | 0             | 0             | 208322%                            |
| Turkey                                    | 0                              | -            | 0            | 0                              | -          | 0           | 60%   | 0                          | 397           | 397           | 0                          | 412           | 412           | -3%                                |
| United Arab Emirates                      | -                              | 35           | 35           | -                              | 132        | 132         | -73%  | 15                         | 756           | 767           | 51                         | 770           | 806           | -5%                                |
| <b>TOTAL Middle East</b>                  | <b>0</b>                       | <b>35</b>    | <b>36</b>    | <b>60</b>                      | <b>276</b> | <b>318</b>  | <b>-100%</b>                                    | <b>86</b>                  | <b>1,006</b>  | <b>1,067</b>  | <b>168</b>                 | <b>2,165</b>  | <b>2,282</b>  | <b>-53%</b>                        |
| Algeria                                   | -                              | -            | -            | -                              | -          | -           | -   | -                          | 34            | 34            | -                          | -             | -             | -                                  |
| Egypt                                     | -                              | 20           | 20           | -                              | -          | -           | -   | -                          | 81            | 81            | -                          | 262           | 262           | -69%                               |
| Libya                                     | -                              | -            | -            | -                              | -          | -           | -   | -                          | 116           | 116           | -                          | 128           | 128           | -9%                                |
| <b>TOTAL North Africa</b>                 | -                              | <b>20</b>    | <b>20</b>    | -                              | -          | -           | -   | -                          | <b>231</b>    | <b>231</b>    | -                          | <b>390</b>    | <b>390</b>    | <b>-41%</b>                        |

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## November 2018

## Export Tonnage by Destination (Marketing Year)

| World Destinations                    | Current Month<br>November 2018 |              |                | Previous Year<br>November 2017 |              |                | 2018/19 vs<br>2017/18<br>Current Month<br>+ / - |
|---------------------------------------|--------------------------------|--------------|----------------|--------------------------------|--------------|----------------|---|
|                                       | InShell                        | Kernel       | Month<br>(KWE) | InShell                        | Kernel       | Month<br>(KWE) |   |
| Mauritius                             | -                              | -            | -              | -                              | -            | -              |   |
| South Africa                          | -                              | 55           | 55             | -                              | -            | -              |   |
| TOTAL Sub-Saharan Africa              | -                              | 55           | 55             | -                              | -            | -              |   |
| <b>TOTAL Middle East &amp; Africa</b> | <b>0</b>                       | <b>110</b>   | <b>110</b>     | <b>60</b>                      | <b>426</b>   | <b>468</b>     | <b>-76%</b>                                     |
| Argentina                             | -                              | -            | -              | -                              | -            | -              |   |
| Brazil                                | -                              | -            | -              | -                              | -            | -              |   |
| Ecuador                               | -                              | -            | -              | -                              | -            | -              |   |
| Uruguay                               | -                              | -            | -              | -                              | -            | -              |   |
| <b>TOTAL Latin America/Caribbean</b>  | <b>-</b>                       | <b>-</b>     | <b>-</b>       | <b>-</b>                       | <b>-</b>     | <b>-</b>       |   |
| Canada                                | -                              | -            | -              | -                              | -            | -              |   |
| <b>TOTAL North America</b>            | <b>-</b>                       | <b>-</b>     | <b>-</b>       | <b>-</b>                       | <b>-</b>     | <b>-</b>       |   |
| United States of America              | -                              | 148          | 148            | -                              | 236          | 236            | -37%  |
| TOTAL United States                   | -                              | 148          | 148            | -                              | 236          | 236            | -37%  |
| <b>TOTAL Americas</b>                 | <b>-</b>                       | <b>148</b>   | <b>148</b>     | <b>-</b>                       | <b>236</b>   | <b>236</b>     | <b>-37%</b>                                     |
| <b>TOTAL</b>                          | <b>3,152</b>                   | <b>1,477</b> | <b>3,683</b>   | <b>420</b>                     | <b>1,627</b> | <b>1,921</b>   | <b>91.74%</b>                                   |

| March 1st - Nov. 30th 2018 |               |               | March 1st - Nov. 30th 2017 |               |               | 2018/19 vs<br>2017/18 YTD<br>+ / - |
|----------------------------|---------------|---------------|----------------------------|---------------|---------------|------------------------------------|
| Inshell                    | Kernel        | YTD (KWE)     | Inshell                    | Kernel        | YTD (KWE)     |                                    |
| -                          | 11            | 11            | 16                         | -             | 11            | -1%                                |
| -                          | 256           | 256           | -                          | 202           | 202           | 27%                                |
| -                          | 268           | 268           | 16                         | 202           | 213           | 25%                                |
| <b>104</b>                 | <b>3,433</b>  | <b>3,505</b>  | <b>235</b>                 | <b>4,102</b>  | <b>4,266</b>  | <b>-18%</b>                        |
| 46                         | 228           | 261           | -                          | 217           | 217           | 20%                                |
| -                          | 37            | 37            | -                          | -             | -             |                                    |
| -                          | 20            | 20            | -                          | -             | -             |                                    |
| -                          | -             | -             | -                          | 17            | 17            | -100%                              |
| <b>46</b>                  | <b>285</b>    | <b>318</b>    | <b>-</b>                   | <b>235</b>    | <b>235</b>    | <b>35%</b>                         |
| -                          | 4             | 4             | -                          | 2             | 2             | 92%                                |
| -                          | 4             | 4             | -                          | 2             | 2             | 92%                                |
| -                          | 1,675         | 1,675         | 19                         | 1,422         | 1,435         | 17%                                |
| -                          | 1,675         | 1,675         | 19                         | 1,422         | 1,435         | 17%                                |
| <b>46</b>                  | <b>1,965</b>  | <b>1,997</b>  | <b>19</b>                  | <b>1,658</b>  | <b>1,672</b>  | <b>752%</b>                        |
| <b>36,447</b>              | <b>29,115</b> | <b>54,628</b> | <b>29,017</b>              | <b>30,439</b> | <b>50,751</b> | <b>7.64%</b>                       |

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## Export Sales Monthly Totals (Marketing Year)

| KWE Shipments   | % Change<br>From Prev | 2018          | 2017          | 2016          | 2015          | 2014          | 2013          | 2012          | 2011          | 2010          | 2009          | 2008          | 2007          | 2006         |
|-----------------|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|
| March           | -11%                  | 1,378         | 1,547         | 1,666         | 3,626         | 3,172         | 2,163         | 1,835         | 825           | 915           | 2,131         | 656           | 696           | 696          |
| April           | 3%                    | 4,148         | 4,042         | 3,366         | 3,878         | 4,821         | 2,478         | 2,739         | 1,547         | 1,648         | 3,529         | 1,243         | 1,184         | 1,082        |
| May             | 0%                    | 7,287         | 7,312         | 6,797         | 7,589         | 7,514         | 4,009         | 4,486         | 2,130         | 2,225         | 4,888         | 2,088         | 1,861         | 1,104        |
| June            | -4%                   | 7,148         | 7,481         | 8,562         | 9,765         | 7,370         | 5,227         | 3,630         | 2,627         | 1,709         | 3,369         | 1,878         | 1,546         | 1,042        |
| July            | 21%                   | 11,398        | 9,451         | 9,273         | 10,308        | 7,537         | 7,093         | 3,786         | 4,018         | 2,512         | 4,107         | 2,623         | 1,403         | 944          |
| August          | -13%                  | 8,902         | 10,263        | 7,114         | 8,456         | 6,242         | 6,254         | 3,397         | 5,030         | 3,719         | 2,938         | 3,053         | 1,867         | 559          |
| September       | 28%                   | 6,743         | 5,269         | 6,214         | 5,961         | 3,798         | 6,995         | 3,105         | 4,323         | 1,687         | 1,078         | 952           | 1,210         | 201          |
| October         | 14%                   | 3,941         | 3,463         | 6,056         | 4,080         | 2,990         | 4,500         | 3,173         | 1,516         | 2,014         | 556           | 647           | 1,148         | 113          |
| November        | 92%                   | 3,683         | 1,921         | 3,553         | 2,658         | 1,505         | 2,857         | 2,076         | 411           | 1,490         | 365           | 536           | 587           | 78           |
| December        | -                     | -             | 1,731         | 2,599         | 1,473         | 2,100         | 2,877         | 940           | 550           | 1,978         | 539           | 621           | 339           | 117          |
| January         | -                     | -             | 1,056         | 2,106         | 923           | 1,340         | 1,928         | 814           | 796           | 723           | 149           | 306           | 275           | 65           |
| February        | -                     | -             | 806           | 1,658         | 590           | 1,362         | 2,406         | 1,065         | 710           | 695           | 483           | 799           | 498           | 4            |
| <b>Total MT</b> | <b>1%</b>             | <b>54,628</b> | <b>54,343</b> | <b>58,964</b> | <b>59,307</b> | <b>49,751</b> | <b>48,788</b> | <b>31,047</b> | <b>24,483</b> | <b>21,315</b> | <b>24,132</b> | <b>15,402</b> | <b>12,614</b> | <b>6,006</b> |

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