



June  
2020

## Export Tonnage by Destination (Marketing Year)

|   | Current Month<br>June 2020 |              |              | Previous Year<br>June 2019 |              |               | 2020/21 vs<br>2019/20<br>Current Month<br>+ / - |
|---|----------------------------|--------------|--------------|----------------------------|--------------|---------------|---|
|   | InShell                    | Kernel       | Month (KWE)  | InShell                    | Kernel       | Month (KWE)   |   |
| <b>World Destinations</b>                           |                            |              |              |                            |              |               |   |
| <b>Asia Pacific</b>                                 |                            |              |              |                            |              |               |   |
| <b>Northeast Asia</b>                               |                            |              |              |                            |              |               |   |
| China (excludes SARs and Taiwan)                    | 986                        | 1,504        | 2,194        | 7,618                      | 2,641        | 7,974         | -72%  |
| Hong Kong (SAR of China)                            | -                          | 0            | 0            | -                          | -            | -             | -   |
| Japan   | -                          | 76           | 76           | -                          | 123          | 123           | -38%  |
| Korea, Republic of (South)                          | -                          | -            | -            | -                          | 12           | 12            | -100%   |
| Taiwan  | -                          | -            | -            | -                          | 0            | 0             | -100%   |
| <b>TOTAL Northeast Asia</b>                         | <b>986</b>                 | <b>1,580</b> | <b>2,270</b> | <b>7,618</b>               | <b>2,776</b> | <b>8,109</b>  | <b>-72%</b>                                     |
| <b>Southeast Asia</b>                               |                            |              |              |                            |              |               |   |
| Brunei Darussalam                                   | -                          | 0            | 0            | -                          | -            | -             | -   |
| Indonesia   | -                          | -            | -            | -                          | 22           | 22            | -100%   |
| Malaysia  | -                          | -            | -            | -                          | -            | -             | -   |
| Philippines   | -                          | 12           | 12           | -                          | -            | -             | -   |
| Singapore   | -                          | 51           | 51           | -                          | 20           | 20            | 160%  |
| Thailand  | -                          | 129          | 129          | -                          | 197          | 197           | -34%  |
| Vietnam   | -                          | 397          | 397          | 102                        | 22           | 93            | 326%  |
| <b>TOTAL Southeast Asia</b>                         | <b>-</b>                   | <b>589</b>   | <b>589</b>   | <b>102</b>                 | <b>261</b>   | <b>332</b>    | <b>77%</b>                                      |
| <b>South/Central Asia</b>                           |                            |              |              |                            |              |               |   |
| India   | 1,741                      | -            | 1,219        | 2,482                      | -            | 1,737         | -30%  |
| Pakistan  | -                          | 103          | 103          | -                          | 69           | 69            | 50%   |
| Sri Lanka   | 45                         | 15           | 47           | -                          | -            | -             | -   |
| <b>TOTAL South/Central Asia</b>                     | <b>1,786</b>               | <b>118</b>   | <b>1,369</b> | <b>2,482</b>               | <b>69</b>    | <b>1,806</b>  | <b>-24%</b>                                     |
| <b>Australasia/Oceania</b>                          |                            |              |              |                            |              |               |   |
| Fiji  | -                          | 4            | 4            | -                          | -            | -             | -   |
| New Zealand   | -                          | 357          | 357          | 111                        | 287          | 364           | -2%   |
| Papua New Guinea                                    | -                          | -            | -            | 0                          | -            | 0             | -100%   |
| <b>TOTAL Australasia/Oceania</b>                    | <b>-</b>                   | <b>362</b>   | <b>362</b>   | <b>111</b>                 | <b>287</b>   | <b>364</b>    | <b>-1%</b>                                      |
| <b>TOTAL Asia Pacific</b>                           | <b>2,772</b>               | <b>2,649</b> | <b>4,589</b> | <b>10,313</b>              | <b>3,393</b> | <b>10,612</b> | <b>-57%</b>                                     |
| <b>Europe</b>                                       |                            |              |              |                            |              |               |   |
| Belgium   | -                          | -            | -            | -                          | -            | -             | -   |
| Denmark (includes Greenland and Faroe Islands)      | 313                        | 313          | 313          | 221                        | 221          | 221           | 41%   |
| France (includes Andorra and Monaco)                | 17                         | 17           | 17           | 76                         | 76           | 76            | -78%  |
| Germany   | 843                        | 843          | 843          | 1,346                      | 1,346        | 1,346         | -37%  |
| Greece  | 16                         | 16           | 16           | -                          | -            | -             | -   |
| Italy (includes Holy See and San Marino)            | 60                         | 60           | 60           | 85                         | 85           | 85            | -29%  |
| Netherlands   | 186                        | 186          | 186          | 184                        | 184          | 184           | 1%  |
| New Caledonia                                       | 0                          | 0            | 0            | 0                          | 0            | 0             | 264%  |
| Spain   | 456                        | 456          | 456          | 226                        | 226          | 226           | 102%  |
| Sweden  | -                          | -            | -            | 20                         | 20           | 20            | -100%   |
| Switzerland (includes Liechtenstein)                | -                          | -            | -            | 109                        | 109          | 109           | -100%   |
| United Kingdom, Channel Islands and Isle of Man, n/ | 155                        | 155          | 155          | 147                        | 147          | 147           | 5%  |
| <b>TOTAL Western Europe</b>                         | <b>-</b>                   | <b>2,047</b> | <b>2,047</b> | <b>-</b>                   | <b>2,415</b> | <b>2,415</b>  | <b>-15%</b>                                     |
| <b>Central &amp; Eastern Europe</b>                 |                            |              |              |                            |              |               |   |
| Bulgaria  | -                          | -            | -            | -                          | -            | -             | -   |
| Croatia   | -                          | -            | -            | -                          | -            | -             | -   |
| Poland  | 55                         | 55           | 55           | 91                         | 91           | 91            | -40%  |
| Ukraine   | -                          | -            | -            | 17                         | 17           | 17            | -100%   |
| <b>TOTAL Central &amp; Eastern Europe</b>           | <b>-</b>                   | <b>55</b>    | <b>55</b>    | <b>-</b>                   | <b>108</b>   | <b>108</b>    | <b>-50%</b>                                     |
| <b>TOTAL Europe</b>                                 | <b>-</b>                   | <b>2,102</b> | <b>2,102</b> | <b>-</b>                   | <b>2,524</b> | <b>2,524</b>  | <b>-17%</b>                                     |
| <b>Middle East &amp; Africa</b>                     |                            |              |              |                            |              |               |   |
| Qatar   | -                          | 18           | 18           | -                          | 36           | 36            | -50%  |
| Saudi Arabia  | -                          | -            | -            | 128                        | 128          | 128           | -100%   |
| Turkey  | 326                        | 326          | 326          | 191                        | 191          | 191           | 71%   |
| United Arab Emirates                                | 280                        | 280          | 280          | 55                         | 55           | 55            | 412%  |
| <b>TOTAL Middle East</b>                            | <b>-</b>                   | <b>624</b>   | <b>624</b>   | <b>-</b>                   | <b>409</b>   | <b>409</b>    | <b>53%</b>                                      |
| <b>North Africa</b>                                 |                            |              |              |                            |              |               |   |
| Algeria   | -                          | -            | -            | -                          | -            | -             | -   |
| Egypt   | -                          | -            | -            | -                          | -            | -             | -   |
| Libya   | 18                         | 18           | 18           | 34                         | 34           | 34            | -47%  |
| <b>TOTAL North Africa</b>                           | <b>-</b>                   | <b>18</b>    | <b>18</b>    | <b>-</b>                   | <b>34</b>    | <b>34</b>     | <b>-47%</b>                                     |
| <b>Sub-Saharan Africa</b>                           |                            |              |              |                            |              |               |   |
| South Africa  | 36                         | 36           | 36           | 18                         | 18           | 18            | 100%  |
| <b>TOTAL Sub-Saharan Africa</b>                     | <b>-</b>                   | <b>36</b>    | <b>36</b>    | <b>-</b>                   | <b>18</b>    | <b>18</b>     | <b>100%</b>                                     |
| <b>TOTAL Middle East &amp; Africa</b>               | <b>-</b>                   | <b>679</b>   | <b>679</b>   | <b>-</b>                   | <b>462</b>   | <b>462</b>    | <b>47%</b>                                      |
| <b>Latin America/Caribbean</b>                      |                            |              |              |                            |              |               |   |
| Argentina   | -                          | 126          | 126          | -                          | -            | -             | -   |
| <b>TOTAL Latin America/Caribbean</b>                | <b>-</b>                   | <b>126</b>   | <b>126</b>   | <b>-</b>                   | <b>-</b>     | <b>-</b>      | <b>-</b>  |
| <b>North America</b>                                |                            |              |              |                            |              |               |   |
| Canada  | -                          | -            | -            | -                          | -            | -             | -   |
| <b>TOTAL North America</b>                          | <b>-</b>                   | <b>-</b>     | <b>-</b>     | <b>-</b>                   | <b>-</b>     | <b>-</b>      | <b>-</b>  |
| United States of America                            | -                          | 682          | 682          | 27                         | 138          | 157           | 335%  |
| <b>TOTAL United States</b>                          | <b>-</b>                   | <b>682</b>   | <b>682</b>   | <b>27</b>                  | <b>138</b>   | <b>157</b>    | <b>335%</b>                                     |
| <b>TOTAL Americas</b>                               | <b>-</b>                   | <b>808</b>   | <b>808</b>   | <b>27</b>                  | <b>138</b>   | <b>157</b>    | <b>416%</b>                                     |
| <b>TOTAL</b>  | <b>2,772</b>               | <b>6,238</b> | <b>8,178</b> | <b>10,340</b>              | <b>6,516</b> | <b>13,754</b> | <b>-40.54%</b>                                  |

|                                       | March 1st - June 30th 2020 |               |               | March 1st - June 30th 2019 |               |               | 2020/21 vs<br>2019/20 YTD<br>+ / - |
|---------------------------------------|----------------------------|---------------|---------------|----------------------------|---------------|---------------|------------------------------------|
|                                       | Inshell                    | Kernel        | YTD (KWE)     | Inshell                    | Kernel        | YTD (KWE)     |                                    |
| <b>TOTAL Asia Pacific</b>             | 4,394                      | 4,114         | 7,190         | 15,185                     | 5,332         | 15,962        | -55%                               |
| <b>TOTAL Europe</b>                   | 2,246                      | 155           | 2,427         | 8,090                      | 69            | 5,732         | -58%                               |
| <b>TOTAL Middle East &amp; Africa</b> | 1,117                      | 1,117         | 1,117         | 1,113                      | 1,113         | 1,113         | 0%                                 |
| <b>TOTAL Latin America/Caribbean</b>  | 237                        | 237           | 237           | -                          | -             | -             | -                                  |
| <b>TOTAL North America</b>            | 1,516                      | 1,516         | 1,516         | 27                         | 428           | 447           | 239%                               |
| <b>TOTAL Americas</b>                 | 1,755                      | 1,755         | 1,755         | 27                         | 428           | 447           | 642%                               |
| <b>TOTAL</b>                          | <b>7,662</b>               | <b>13,659</b> | <b>19,022</b> | <b>24,147</b>              | <b>13,464</b> | <b>30,367</b> | <b>-37.36%</b>                     |



**June  
2020**

## Processed Nuts Exports by Destination (Marketing Year)

| World Destinations                        | Jun-20         | Jun-19         | 2020/21 vs 2019/20 Current Month + / - | March 1st - June 30th (2020) | March 1st - June 30th (2019) | 2020/21 vs 2019/20 YTD + / - |
|---|----------------|----------------|--|------------------------------|------------------------------|------------------------------|
|   | Processed Nuts | Processed Nuts |  | Processed Nuts               | Processed Nuts               |                              |
| <b>Asia Pacific</b>                       |                |                |  |                              |                              |                              |
| <b>Northeast Asia</b>                     |                |                |  |                              |                              |                              |
| China (excludes SARs and Taiwan)          | 11             | 21             | -46%                                   | 3,419                        | 7,588                        | -55%                         |
| Hong Kong (SAR of China)                  | 1              | 1              | 22%                                    | 1                            | 1                            | 22%                          |
| Japan                                     | 12             | 10             | 18%                                    | 12                           | 12                           | 3%                           |
| Korea, Republic of (South)                | -              | 4              | -100%                                  | -                            | 4                            | -100%                        |
| Taiwan                                    | -              | 0              | -100%                                  | -                            | 0                            | -100%                        |
| <b>TOTAL Northeast Asia</b>               | <b>24</b>      | <b>36</b>      | <b>-33%</b>                            | <b>3,432</b>                 | <b>7,605</b>                 | <b>-55%</b>                  |
| Brunei Darussalam                         | 0              | 0              | 20%                                    | 0                            | 0                            | 20%                          |
| Indonesia                                 | 18             | 0              | 13943%                                 | 18                           | 0                            | 13943%                       |
| Malaysia                                  | 1              | 1              | 3%                                     | 1                            | 1                            | 3%                           |
| Myanmar                                   | 0              | -              | -                                      | 0                            | -                            | -                            |
| Philippines                               | 2              | 7              | -70%                                   | 2                            | 7                            | -72%                         |
| Singapore                                 | 9              | 10             | -3%                                    | 9                            | 10                           | -3%                          |
| Thailand                                  | -              | 10             | -100%                                  | -                            | 10                           | -100%                        |
| Vietnam                                   | -              | 1              | -100%                                  | -                            | 478                          | -100%                        |
| <b>TOTAL Southeast Asia</b>               | <b>30</b>      | <b>28</b>      | <b>8%</b>                              | <b>30</b>                    | <b>506</b>                   | <b>-94%</b>                  |
| India                                     | -              | -              | -                                      | 1,460                        | 5,609                        | -74%                         |
| Pakistan                                  | 17             | 4              | 290%                                   | 17                           | 4                            | 290%                         |
| <b>TOTAL South/Central Asia</b>           | <b>17</b>      | <b>4</b>       | <b>290%</b>                            | <b>1,477</b>                 | <b>5,613</b>                 | <b>-74%</b>                  |
| Cook Islands                              | -              | 0              | -100%                                  | -                            | 0                            | -100%                        |
| Fiji                                      | -              | 18             | -100%                                  | -                            | 18                           | -100%                        |
| New Zealand                               | 12             | 38             | -68%                                   | 12                           | 96                           | -87%                         |
| Papua New Guinea                          | 20             | -              | -                                      | 20                           | 0                            | 18163%                       |
| <b>TOTAL Australasia/Oceania</b>          | <b>32</b>      | <b>56</b>      | <b>-43%</b>                            | <b>32</b>                    | <b>115</b>                   | <b>-72%</b>                  |
| <b>TOTAL Asia Pacific</b>                 | <b>104</b>     | <b>125</b>     | <b>-17%</b>                            | <b>4,972</b>                 | <b>13,839</b>                | <b>-64%</b>                  |
| Germany                                   | -              | -              | -                                      | -                            | 22                           | -100%                        |
| Greece                                    | -              | -              | -                                      | -                            | 20                           | -100%                        |
| New Caledonia                             | -              | 1              | -100%                                  | -                            | 1                            | -100%                        |
| <b>TOTAL Western Europe</b>               | <b>-</b>       | <b>1</b>       | <b>-100%</b>                           | <b>-</b>                     | <b>43</b>                    | <b>-100%</b>                 |
| Poland                                    | -              | -              | -                                      | 22                           | -                            | -                            |
| <b>TOTAL Central &amp; Eastern Europe</b> | <b>-</b>       | <b>-</b>       | <b>-</b>                               | <b>22</b>                    | <b>-</b>                     | <b>-</b>                     |
| <b>TOTAL Europe</b>                       | <b>-</b>       | <b>1</b>       | <b>-100%</b>                           | <b>22</b>                    | <b>43</b>                    | <b>-49%</b>                  |
| Bahrain                                   | -              | 0              | -100%                                  | -                            | 0                            | -100%                        |
| United Arab Emirates                      | -              | 0              | -100%                                  | -                            | 0                            | -100%                        |
| <b>TOTAL Middle East</b>                  | <b>-</b>       | <b>1</b>       | <b>-100%</b>                           | <b>-</b>                     | <b>1</b>                     | <b>-100%</b>                 |
| Libya                                     | -              | -              | -                                      | -                            | 52                           | -100%                        |
| <b>TOTAL North Africa</b>                 | <b>-</b>       | <b>-</b>       | <b>-</b>                               | <b>-</b>                     | <b>52</b>                    | <b>-100%</b>                 |
| South Africa                              | 33             | 13             | 158%                                   | 33                           | 13                           | 158%                         |
| <b>TOTAL Sub-Saharan Africa</b>           | <b>33</b>      | <b>13</b>      | <b>158%</b>                            | <b>33</b>                    | <b>13</b>                    | <b>158%</b>                  |
| <b>TOTAL Middle East &amp; Africa</b>     | <b>33</b>      | <b>13</b>      | <b>146%</b>                            | <b>33</b>                    | <b>65</b>                    | <b>-49%</b>                  |
| Unknown                                   | -              | 0              | -100%                                  | -                            | 0                            | -100%                        |
| <b>TOTAL Unknown</b>                      | <b>-</b>       | <b>0</b>       | <b>-100%</b>                           | <b>-</b>                     | <b>0</b>                     | <b>-100%</b>                 |
| <b>TOTAL</b>                              | <b>137</b>     | <b>139</b>     | <b>-2%</b>                             | <b>5,026</b>                 | <b>13,946</b>                | <b>-64%</b>                  |



## Export Sales Monthly Totals (Marketing Year)

| KWE Shipments   | % Change From Prev Yr | 2,020         | 2019          | 2018          | 2017          | 2016          | 2015          | 2018          | 2013          | 2012     | 2011          | 2010          | 2009          | 2008          | 2007          | 2006         |
|-----------------|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------|---------------|---------------|---------------|---------------|---------------|--------------|
| March           | 2%                    | 1,306         | 1,279         | 1,378         | 1,547         | 1,666         | 3,626         | 1,378         | 2,163         | 1,835    | 825           | 915           | 2,131         | 656           | 696           | 696          |
| April           | -38%                  | 3,521         | 5,700         | 4,148         | 4,042         | 3,366         | 3,878         | 4,148         | 2,478         | 2,739    | 1,547         | 1,648         | 3,529         | 1,243         | 1,184         | 1,082        |
| May             | -38%                  | 6,017         | 9,634         | 7,287         | 7,312         | 6,797         | 7,589         | 7,287         | 4,009         | 1        | 2,130         | 2,225         | 4,888         | 2,088         | 1,861         | 1,104        |
| June            | -41%                  | 8,178         | 13,754        | 7,148         | 7,481         | 8,562         | 9,765         | 7,148         | 5,227         | 0        | 2,627         | 1,709         | 3,369         | 1,878         | 1,546         | 1,042        |
| July            |                       |               | 13,997        | 11,398        | 9,451         | 9,273         | 10,308        | 11,398        | 7,093         | 1        | 4,018         | 2,512         | 4,107         | 2,623         | 1,403         | 944          |
| August          |                       |               | 11,707        | 8,902         | 10,263        | 7,114         | 8,456         | 8,902         | 6,254         | 0        | 5,030         | 3,719         | 2,938         | 3,053         | 1,867         | 559          |
| September       |                       |               | 6,144         | 6,743         | 5,269         | 6,214         | 5,961         | 6,743         | 6,995         | 0        | 4,323         | 1,687         | 1,078         | 952           | 1,210         | 201          |
| October         |                       |               | 4,735         | 3,941         | 3,463         | 6,056         | 4,080         | 3,941         | 4,500         | 0        | 1,516         | 2,014         | 556           | 647           | 1,148         | 113          |
| November        |                       |               | 4,918         | 3,663         | 1,921         | 3,553         | 2,658         | 3,663         | 2,857         | 0        | 411           | 1,490         | 365           | 536           | 587           | 78           |
| December        |                       |               | 2,325         | 4,412         | 1,731         | 2,599         | 1,473         | 4,412         | 2,877         | 1        | 550           | 1,978         | 539           | 621           | 339           | 117          |
| January         |                       |               | 1,417         | 1,104         | 1,056         | 2,106         | 923           | 1,104         | 1,928         | 0        | 796           | 723           | 149           | 306           | 275           | 65           |
| February        |                       |               | 947           | 772           | 806           | 1,658         | 590           | 772           | 2,406         | 1        | 710           | 695           | 483           | 799           | 498           | 4            |
| <b>Total MT</b> |                       | <b>19,022</b> | <b>76,556</b> | <b>60,894</b> | <b>54,343</b> | <b>58,964</b> | <b>59,307</b> | <b>60,894</b> | <b>48,788</b> | <b>0</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> |