



Wonderful®
ALMONDS

Almond Industry Update

As of 3-14-2023

CY 2022 Year to Date Demand Highlights

as of 3/9/23 - 7th month of the Crop Year

		Shipments		Committed Not Shipped
		February	Crop to Date	
Overall:	CY'22	246	1,517	785
	CY'21	199	1,438	857
	Increase: In %	23.4%	5.5%	-8.5%
	In millions/lbs.	46.6	79.2	(73)
Domestic	CY'22	57	421	330
	CY'21	53	445	349
	Increase: In %	7.6%	-5.5%	-5.2%
	In millions/lbs.	4.1	(24.4)	(18)
Export	CY'22	188	1,097	454
	CY'21	146	993	509
	Increase: In %	29.2%	10.4%	-10.7%
	In millions/lbs.	42.5	103.5	(54)
Total CY YTD Sales		Domestic	Export	Total
(Includes Shipments & Commitments not Shipped).	CY'22	751	1,551	2,302
	CY'21	794	1,502	2,296
	Increase: In %	-5.4%	3.3%	0.3%
	In millions/lbs.	(43)	49	7

CY 2022 Year to Date Demand Highlights - continued

as of 3/9/23 - 7th month of the Crop Year

California Industry Historical Supply and % Sold by End of February

Crop Year	Committed & Shipped by the end of February	Total Saleable Supply		Total Target/Actual Crop Year Shipments		Total Net Edible Crop (= Gross less Inedible)	
		Pounds	% Sold	Pounds	% Sold	Pounds	% Sold
CY 22	2,302	3,336	69%	2,695	85%	2,499	92%
CY 21	2,296	3,471	66%	2,634	87%	2,863	80%
CY 20	2,599	3,506	74%	2,898	90%	3,056	85%
CY 19	2,063	2,822	73%	2,372	87%	2,507	82%
CY 18	1,906	2,578	74%	2,264	84%	2,222	86%
Avg CY18 - CY22:		72%		87%		83%	

On Pace = +/- 3% of prior 4 year average

CY22 Outlook Carry-out = 640 million



= Ahead of Pace



= on Pace



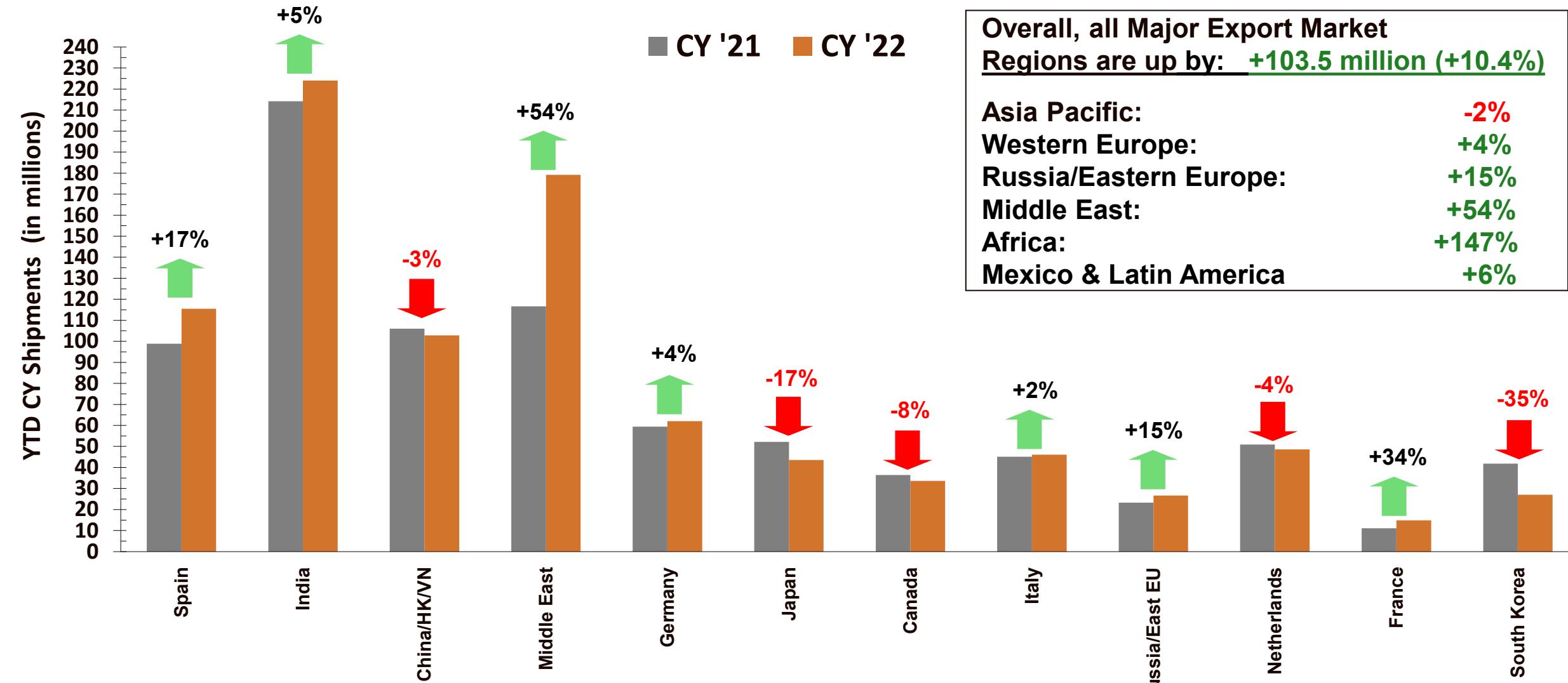
= off Pace

CY 2022 Year to Date Demand Highlights - continued as of 3/9/23 – 7th month of the Crop Year

		In M/lbs.
Total Saleable Supply:		
Full Year 2022 Outlook:	as of 3/9/23	3,336
Full Year 2021 Actual:		3,471
 Increase/(Decrease) in Saleable Supply:		(136)
 Target Shipment Increase in CY'22 vs. CY'21:		61
Balance to Ship for the Remainder of the Year		
 Target Shipments: Mar '23 - Jul '23:	Total:	1,178
	Per Month:	236
 Actual Shipments: Mar '22 - Jul '22:	Total:	1,196
	Per Month:	239
 Difference: CY'22 vs. CY'23	Total:	(18)
Balance of the Year Shipments:	Per Month:	(4)
Variance in %:		-1.5%

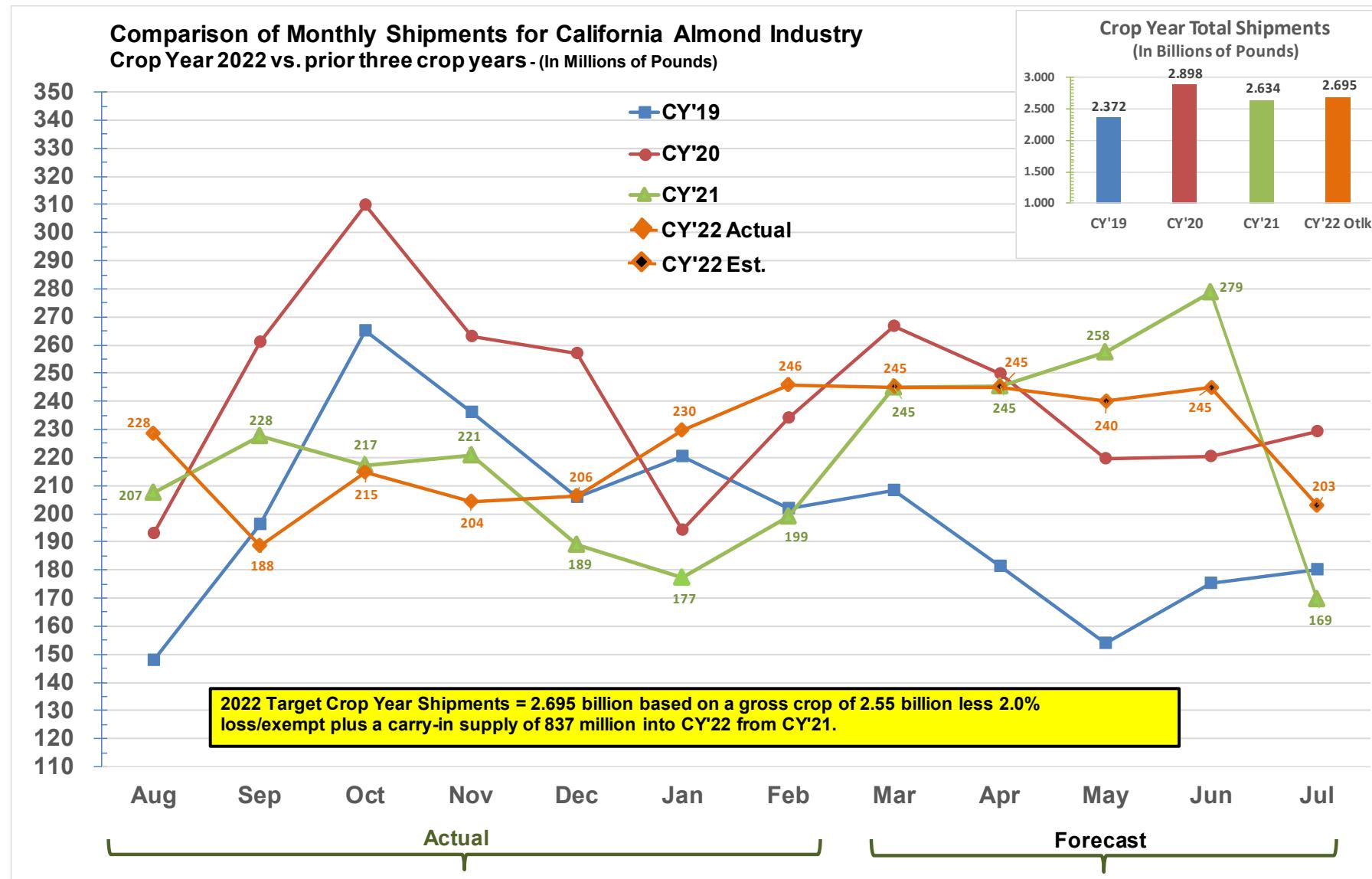
California Almond Export Shipment Demand Comparison

CY'21 vs. CY'22 – as of 3/9/23 – 7th month of the Crop Year



California Almond Industry Monthly Shipments

CY'22 Outlook vs. Prior three Crop Years



CY'22 - February 2023 ABC Position Report Summary & Current Market Status as of 3/9/23

- February 2023 shipments of 246 million were up by +46.6 million pounds (+23.4%) vs. the 199 million shipped last year. This sets a new record for shipments for the month of February. This brings YTD shipments up to 1.517 billion vs. 1.438 billion pounds shipped through February last season (+79.2 million or +5.5%).
- The Total Committed and Shipped figure as of the end of February 2023 of 2.302 billion is up by +7 million pounds (+0.3%) vs. the end of February 2022. The Industry's overall sold percentage at the end of February is 69% of the total estimated supply and 92% sold to the estimated 2.499 billion pounds of net crop receipts (2.55 billion pounds gross less 2.0% loss & exempt). CY'22 Commitments not yet shipped of 785 million are -73 million lower (-8.5%) than seen at the end of February 2022.
- **Domestic Shipments** - February shipments of 57 million were up by 4.1 million (+7.6%) vs. last year. Total Committed and Shipped volume at the end of February of 751 million represents a 43-million-pound decrease vs. last year (-5.4%).
- **Export Shipments** - February shipments of 188 million were up +42.5 million pounds (+29.2%) vs. last year and established a new shipment record for the month of February. Total Committed and Shipped volume at the end of February of 1.551 billion represents a 49-million-pound increase vs. last year (+3.3%).
- **New Sales** - New Sales for the month of February of 190 million pounds were down by -24.8 million pounds or -11.5% vs. last February. The combined YTD New Sales (from Aug 1st through 28th, 2023) total 1.656 billion vs. 1.510 billion for this same period last year (+146 million or +9.6%).
- **General Market Activity** – Buying and Selling activity in the month of February continued very strong up until the 20th of February when many sellers stepped away from offering more volume. At that time, the early bloom weather was colder than normal and the 16-day forecast was showing more of the same. This forecast was also showing the arrival of strong storms on the horizon which made handlers and growers reluctant to offer any more volume until the final bloom period weather would be better understood. With buying interest still very strong and only a few sellers willing to offer, we have seen price increases of \$0.25 - \$0.30/lb. across all almond items since the first week of February. We expect further price increases moving forward. .

2022 California Almond Crop Size Outlook

as of 3/13/23

Now that the February ABC Position report has been published, we can clearly see the final figure will likely be 2.55 billion or slightly less. Through February 2023, USDA Crop Receipts totaled 2.526 billion vs. 2.904 billion one year ago (-378 million or -13%). If you consider that only 13.9 million pounds of USDA Crop Receipts were reported after February last year along with the 4-month trend of lower receipts vs. last year for the same period, the expectation is final receipts will fall short of getting the crop to 2.55 billion.

USDA Crop Receipt Reporting by Period - CY'22 vs. CY'21								
Crop Year	Region	Aug - Oct	Nov	Dec	Jan	Feb	Crop to Date	YTD Var in %
2022	Northern Counties	189,942,531	17,970,982	2,151,848	577,780	967,310	211,610,451	-46.8%
	Central Counties	827,022,627	188,556,541	84,114,882	32,974,997	10,740,325	1,143,409,372	-6.0%
	Southern Counties	772,061,230	228,585,001	102,659,075	50,717,055	16,926,296	1,170,948,657	-9.3%
	Total:	1,789,026,388	435,112,524	188,925,805	84,269,832	28,633,931	2,525,968,480	-13.0%
	Cumulative:	1,789,026,388	2,224,138,912	2,413,064,717	2,497,334,549	2,525,968,480		
2021	Northern Counties	311,894,505	59,358,248	19,569,507	4,647,787	2,397,484	397,867,531	
	Central Counties	826,014,054	205,174,126	113,608,396	59,160,888	11,899,003	1,215,856,467	
	Southern Counties	784,968,648	239,543,068	159,403,973	82,451,594	24,509,024	1,290,876,307	
	Total:	1,922,877,207	504,075,442	292,581,876	146,260,269	38,805,511	2,904,600,305	
	Cumulative:	1,922,877,207	2,426,952,649	2,719,534,525	2,865,794,794	2,904,600,305		
Variance by Period: 2022 vs. 2021								
In Lbs.		(133,850,819)	(68,962,918)	(103,656,071)	(61,990,437)	(10,171,580)	(378,631,825)	
In %:		-7.0%	-13.7%	-35.4%	-42.4%	-26.2%	-13.0%	

2023 California Almond Bloom Outlook

as of 3/13/23

As of this writing (3/13/23), bloom is pretty much over except for the late hardshell varieties. Although some of the early varieties were still holding onto some flowers/petals as of Friday the 9th, the heavy warm rain and associated wind that arrived on Friday the 10th did a good job of scrubbing a lot of these residual flowers from the trees. In the mid-part of the state (Kerman/Fresno area) on Saturday the 11th, strong thunderstorms rolled through the region bringing larger size hailstorms to the area. The duration of these storms was longer than normal bringing up to 1.5 inches of hail to the area. This of course will surely impact the yield on the almond orchards in this key growing region. Click on the following link to see a video taken of this event: <https://www.tiktok.com/@el.tio.ramon.de.culiacan/video/7209447811459550510>

As I am sure you all know by now, the weather conditions throughout the peak 2023 bloom period (Feb 17th – Mar 11th) have been as bad as anyone can remember, and we expect very little pollination was achieved during this period in comparison to historical years. As you will see on the following page, the main issue until the 10th of March was the very cold average temperatures. The generally accepted rule is that bees won't fly aggressively until temperatures reach 55° F or higher. The fact is I have seen bees move pretty well in temperatures closer to 50° F as long as there was no wind, cloud cover, or rain. However, even on a sunny day, a light 8 mph wind will drop the "feels like" temperature by another 3° F. During this bloom period, along with the cold temperatures, we had many days where the average wind speeds exceeded 8 mph. Thus bee activity was limited on many of our "best weather" conditions.

The first estimates on the potential crop size of the 2023 bloom will not be known for several months (late April/early May). However, we do believe that the 2023 crop will likely be one of the lowest on record in terms of yield/acre that we have seen since Crop Year's 2000 & 2001. On page 12 of this report, you can find calculated 2023 High & Low crop size potential **based on bloom data and past history for years with low bee hours**. These figures do not factor in the current forecasts for continued warm and wet weather events out through the 26th of March that could bring strong disease pressure throughout the growing region. **We won't have an official estimate until mid-May after we visualize the crop during our annual state tour.**

California February/March Bloom Weather Conditions 2023 vs. 2022

February/March 2022 in °F			
Period	Avg. High	Daily Avg.	Avg. Low

February/March 2023 in °F			
Period	Avg. High	Daily Avg.	Avg. Low

Feb/March 2023 - Warmer/(Colder) than 2022			
Period	Avg. High	Daily Avg.	Avg. Low

Sacramento

Actual	1st - 13th	67	50	38	Actual	1st - 13th	61	49	39	1st - 13th	(5)	(1)	1
Actual	14th - 28th	63	50	37	Actual	14th - 28th	56	47	39	14th - 28th	(6)	(3)	2
Actual	1st - 10th	67	53	41	Actual	1st - 10th	56	48	40	1st - 10th	(11)	(5)	(1)

Fresno

Actual	1st - 13th	69	53	41	Actual	1st - 13th	62	50	40	1st - 13th	(7)	(3)	(1)
Actual	14th - 28th	64	52	41	Actual	14th - 28th	56	47	37	14th - 28th	(8)	(6)	(3)
Actual	1st - 10th	67	56	45	Actual	1st - 10th	56	49	41	1st - 10th	(11)	(7)	(3)

Bakersfield

Actual	1st - 13th	70	54	41	Actual	1st - 13th	62	51	40	1st - 13th	(8)	(4)	(1)
Actual	14th - 28th	65	52	40	Actual	14th - 28th	58	48	39	14th - 28th	(7)	(4)	(2)
Actual	1st - 10th	67	56	44	Actual	1st - 10th	59	49	40	1st - 10th	(9)	(7)	(4)

Weather Data Source: Weather Underground Daily Actuals

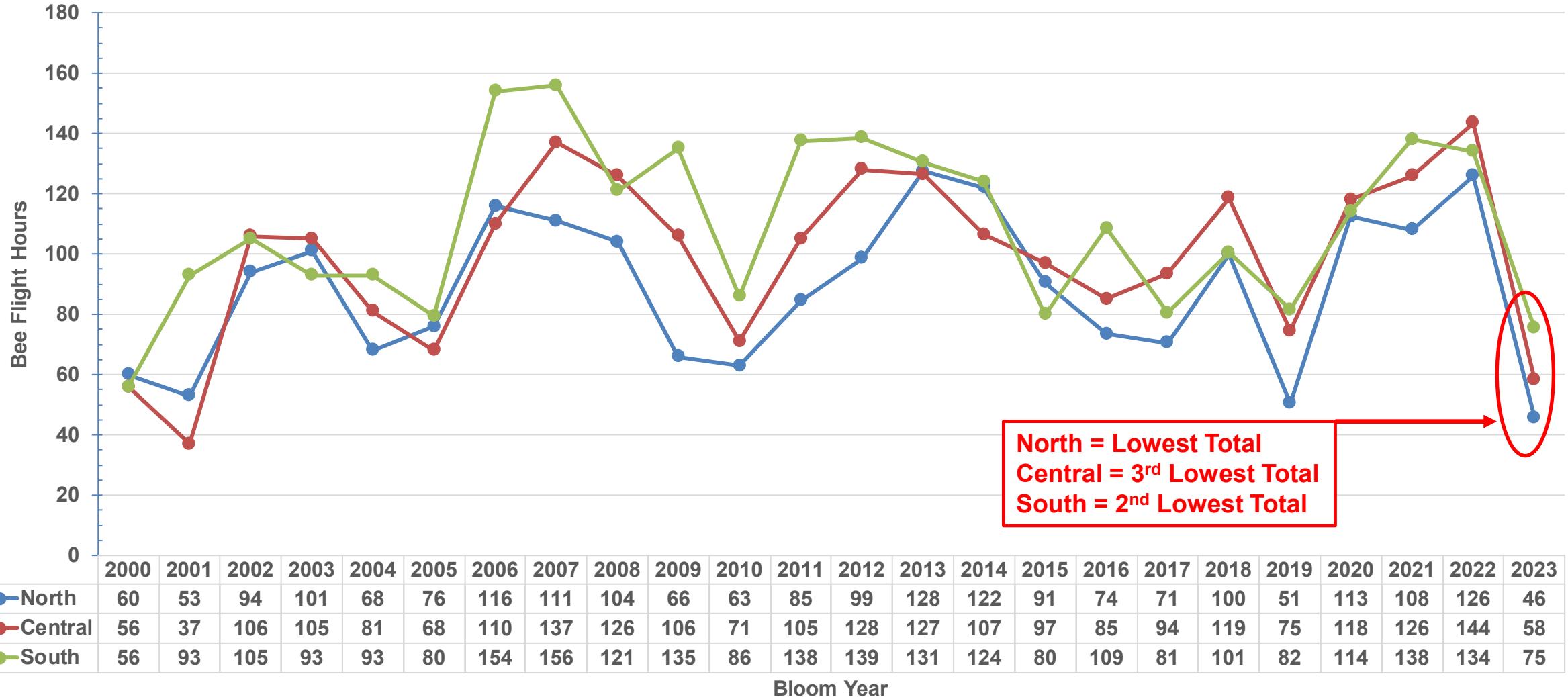
Outlook 2023 Feb/March Bee Flight Hours based on Current Forecast: Marginal to Poor due to forecasted colder than normal temps with daily average temps only 47-49°F in all regions with 9 to 12 days of measureable rainfall between 2/23 - 3/10/23 depending on region.

Almond Bloom Period Bee Hour Comparison - 2023 vs. 2022

Bloom Year	Region	Bloom Period		Bee Hour Data Source			% Change vs. 2022
		Start	End	WP&A	Semios	Average	
<u>2023</u>	North	Feb 14th	Mar 10th	36	55	46	-64%
	Central	Feb 16th	Mar 10th	60	55	58	-60%
	South	Feb 16th	Mar 10th	66	65	66	-51%
<u>2022</u>	North	Feb 11th	Mar 10th	102	150	126	
	Central	Feb 12th	Mar 10th	132	155	144	
	South	Feb 12th	Mar 10th	108	160	134	

Note: Bloom Start = >10% NP in Bloom Bloom End = <10% NP in Bloom

Historical California Almond Bloom Bee Hours by Region - 2000 thru 2023



North = Lowest Total
Central = 3rd Lowest Total
South = 2nd Lowest Total

Estimating the 2023 California Almond Crop Based on 2023 Estimated Bee Flight Hours vs. Historical Years with Low Bee Flight Hours

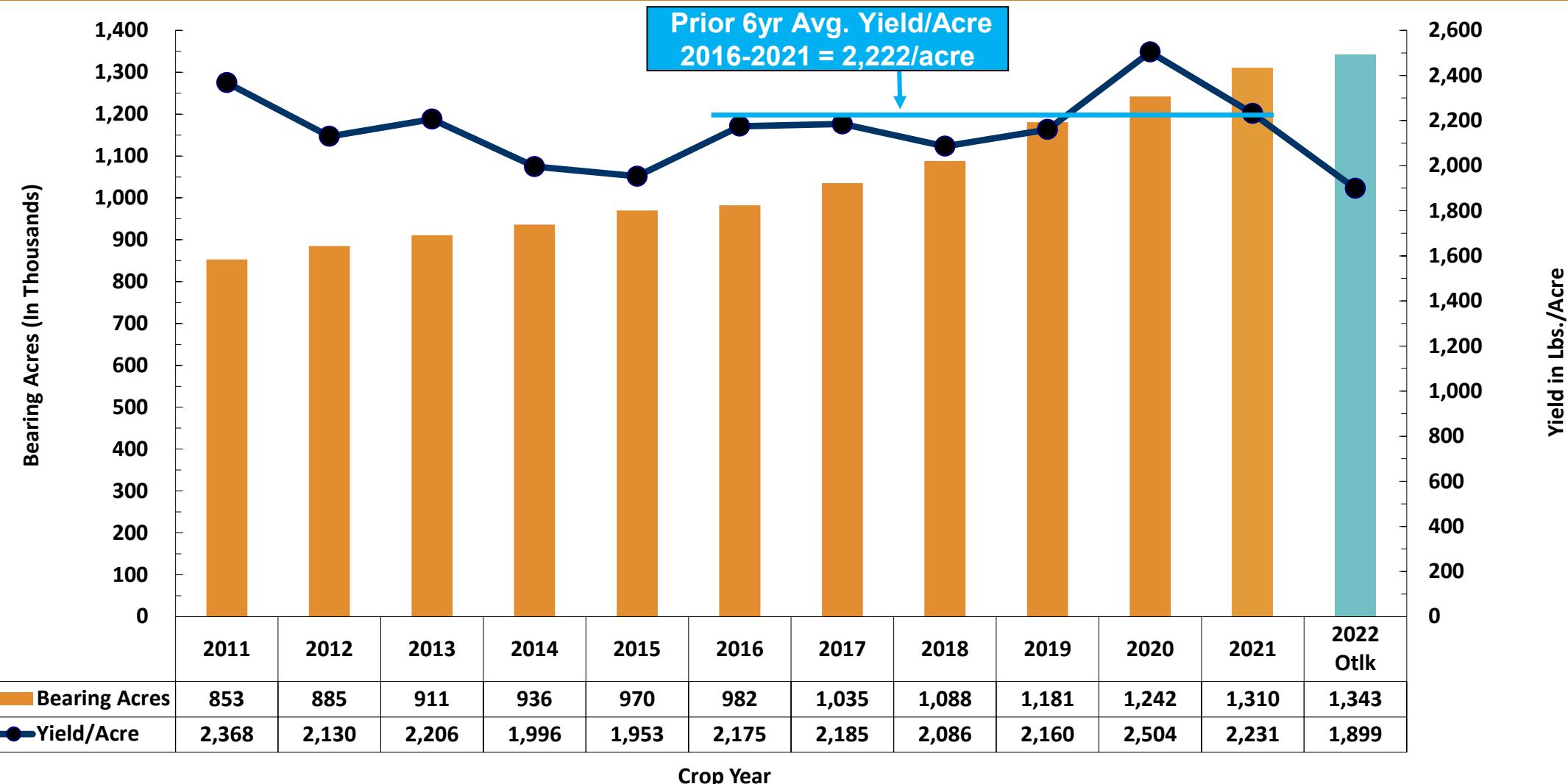
							High Estimate			Low Estimate			
					Avg.of Lowest 5 Years	2023 Est. Bee Hours	2023 vs. Lowest 5 yr Avg. in %	Est. 2023 Bearing Acres	Avg.of Lowest 5 Years	Est. 2023 Total Receipts	Est. 2023 Bearing Acres	Avg.of Lowest 3 Years	Est. 2023 Total Receipts
Historical Bloom Periods with the Lowest Bee Flight Hours and Associated Actual Yield/Acre													
North													
Bloom Year	2000	2001	2009	2010	2019								
Yld/Acre	1,197	1,222	1,597	1,709	1,529	1,451							
Bee Hrs.	60	53	66	63	51	59	46	-22%					
Central													
Bloom Year	2000	2001	2005	2010	2019								
Yld/Acre	1,331	1,477	1,305	1,761	1,972	1,569							
Bee Hrs.	56	37	68	71	75	61	58	-6%					
South													
Bloom Year	2000	2005	2010	2017	2019								
Yld/Acre	1,531	1,992	2,357	2,602	2,588	2,214							
Bee Hrs.	56	80	86	81	82	77	66	-15%					
Note: Lowest Bee Hour Years excludes years where drought or frost occurred in each region that negatively impacted yield/acre.													
Total:								2,484,243,240					2,241,914,730
2022 CY Outlook								2,550,000,000					2,550,000,000
Variance from 2022 Outlook													
In Pounds:								-65,756,760					-308,085,270
In %:								-3%					-12%

California Almond Industry- Historical Supply & Demand

CY'11 through CY'21 with CY'22 Outlook & CY'23 High & Low Estimates - as of 3/13/23

		Crop Year Finals - (Supply & Demand in millions of pounds)											CY 2022 Outlook	2023 High Est.	2023 Low Est.
		2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021			
Bearing Acres: (Land IQ Data)	In 000's	853	885	911	936	970	982	1,035	1,088	1,181	1,242	1,310	1,343	1,380	1,380
Yield: Lbs. per Bearing Acre:		2,368	2,130	2,206	1,996	1,953	2,175	2,185	2,086	2,160	2,502	2,231	1,899	1,775	1,630
Change vs. Prior Yr:	In %:	17.8%	-10.1%	3.6%	-9.5%	-2.1%	11.4%	0.4%	-4.5%	3.6%	19.9%	-10.8%	-14.9%	-6.5%	-14.1%
	In Lbs./Acre:	358	(238)	76	(210)	(43)	222	9	(99)	74	416	(271)	(332)	(123)	(268)
<u>Supply</u>															
Carry-in Supply		254	335	317	350	376	412	398	357	315	450	608	837	640	640
New Crop		2,020	1,885	2,010	1,868	1,894	2,136	2,261	2,270	2,551	3,107	2,922	2,550	2,450	2,250
Increase/(Decrease) vs. PY	In %:	24%	-7%	7%	-7%	1%	13%	6%	0%	12%	22%	-6.0%	-13%	-6%	-12%
	In Lbs.:	392	(135)	125	(142)	26	242	125	9	282	556	(185)	(372)	(150)	(300)
Less: Exempt		40	37	39	29	47	49	51	48	44	51	58	52	50	45
Net New Crop:		1,980	1,848	1,971	1,839	1,847	2,087	2,210	2,222	2,508	3,056	2,864	2,498	2,400	2,205
Total Supply		2,233	2,183	2,287	2,189	2,223	2,499	2,609	2,579	2,822	3,506	3,471	3,336	3,040	2,845
Change vs. Prior Yr:	In %:	16.2%	-2.3%	4.8%	-4.3%	1.6%	12.4%	4.4%	-1.1%	9.5%	24.2%	-1.0%	-3.9%	-8.9%	-14.7%
	In Lbs.:	312	(51)	105	(99)	35	276	110	(30)	244	684	(35)	(136)	(296)	(490)
<u>Demand</u>															
Total Shipments:	In M/Lbs.:	1,899	1,866	1,937	1,812	1,811	2,101	2,252	2,264	2,372	2,898	2,634	2,695	2,642	2,453
Avg. Monthly Shipments:		158	156	161	151	151	175	188	189	198	242	220	225	220	204
Change vs. Prior Yr:	In %:	13.9%	-1.7%	3.8%	-6.5%	-0.1%	16.0%	7.2%	0.6%	4.8%	22.2%	-9.1%	2.3%	-2.0%	-9.0%
	In Lbs.:	231	(32)	71	(125)	(1)	290	150	13	108	526	(264)	61	(54)	(243)
Carry-out in M/Lbs.		335	317	350	376	412	398	357	315	450	608	837	640	398	392
As % of Shipments:		17.6%	17.0%	18.1%	20.8%	22.7%	18.9%	15.9%	13.9%	19.0%	21.0%	31.8%	23.8%	15.1%	16.0%
As % of Supply:		15.0%	14.5%	15.3%	17.2%	18.5%	15.9%	13.7%	12.2%	15.9%	17.3%	24.1%	19.2%	13.1%	13.8%
█ = Record Increase in shipments in both Lbs. and %. Prior record was in 2007 (+18.3%) █ = Lowest % since 2006 Crop Year. █ = Outlook as of 3/13/23 █ = Low Est. Based on 2023 Bloom Conditions █ = CY 2023 - High Est. yield based on poor pollination weather in CY 2023 & drought impact conditions from CY2022.															

California Bearing Acreage & Yield/Acre - Almonds

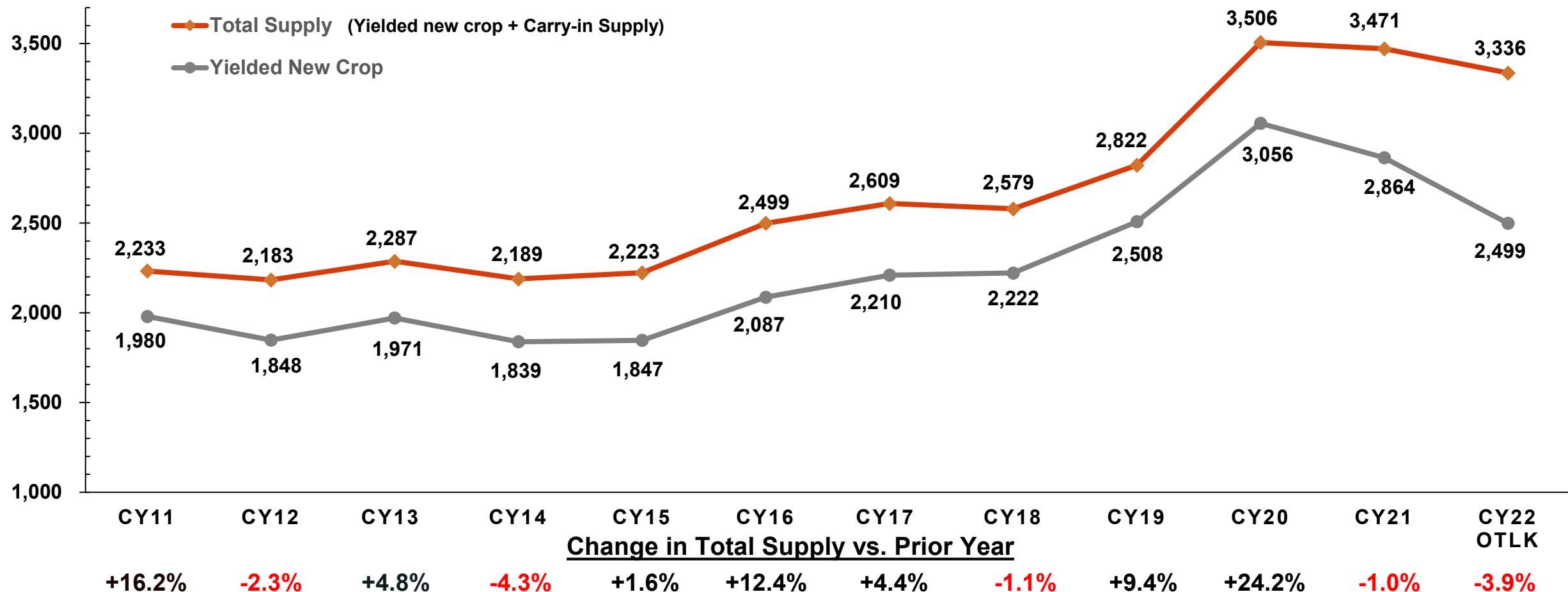


2010 – 2022 Acres are based
on Land IQ acreage data.

2021 Otlk = 2.913 B Lbs. from 1.310 MM Bearing acres
2022 Est. = 2.600 B Lbs. from 1.343 MM Bearing acres

California Almond Industry Saleable Supply

(In millions of pounds)

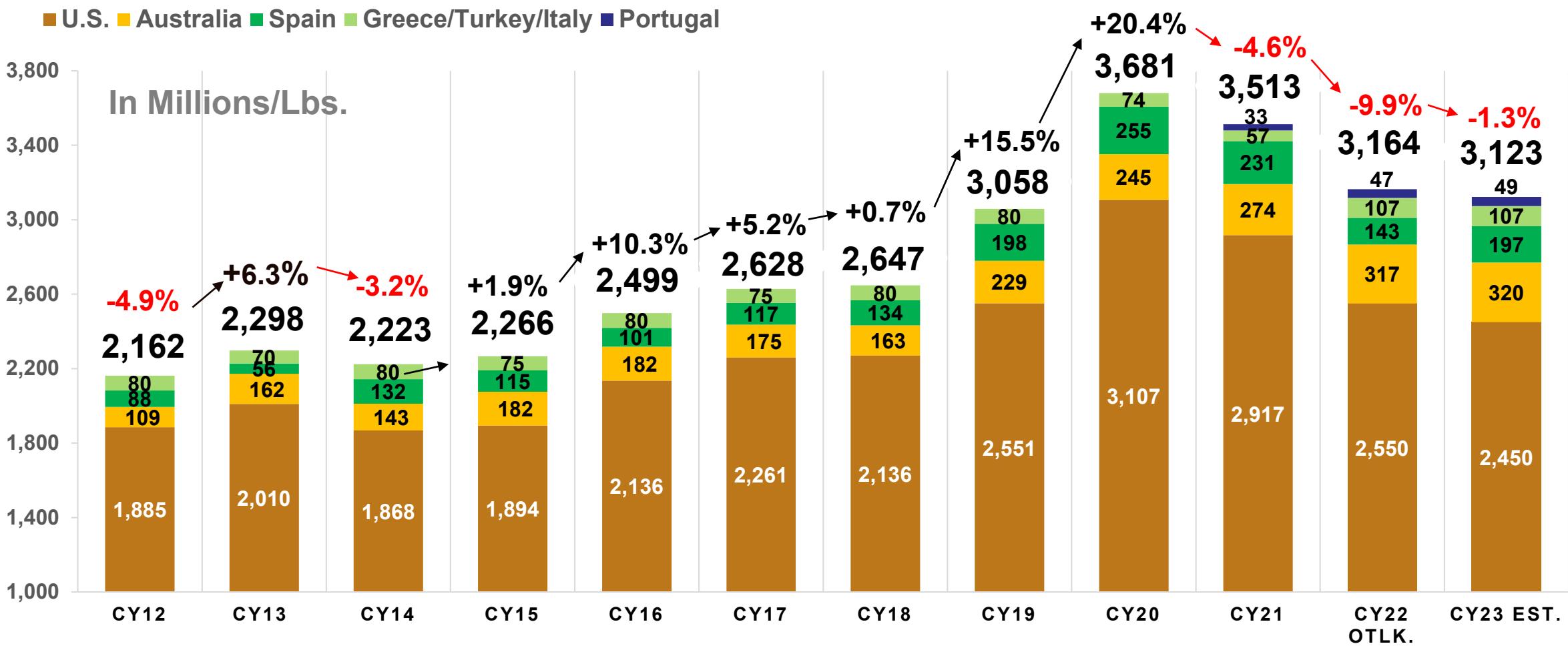


Source: All historical figures come from Almond Board Reports.

2021: Based on Final Gross Crop Size of 2.922 billion less -2.0% In-edible/Loss and a carry-in supply of 608 million from CY'20.

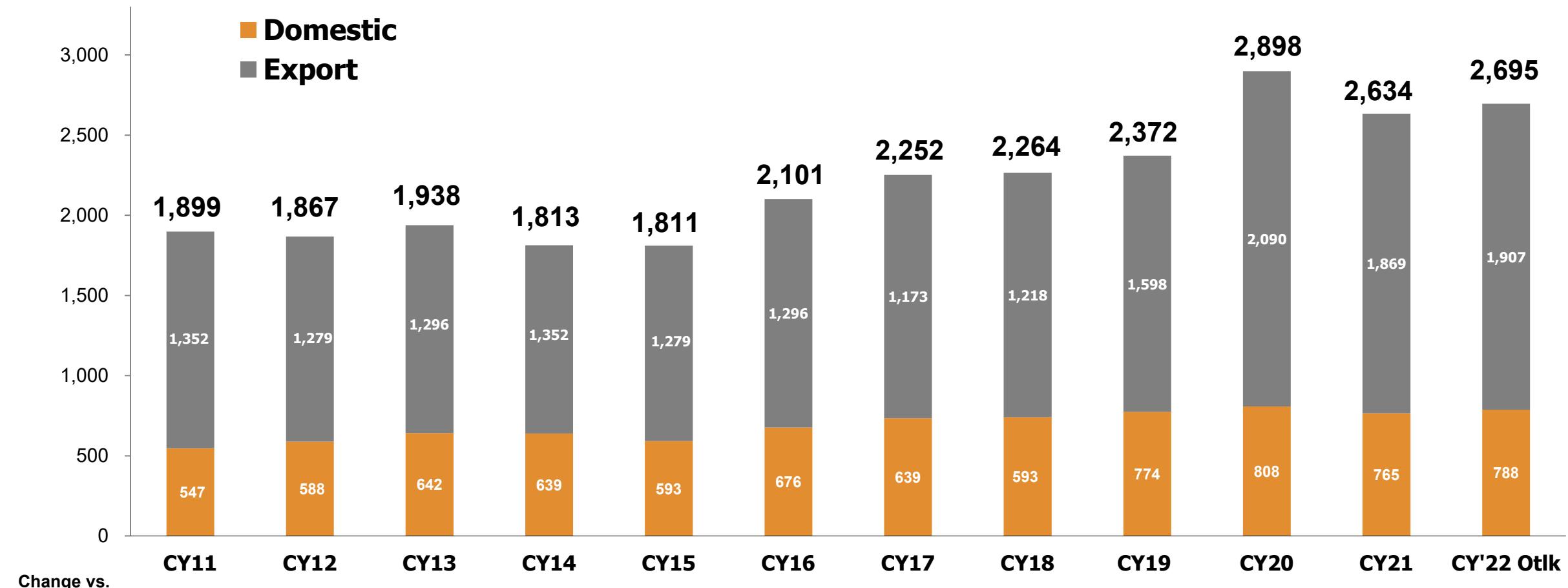
2022 Outlook: Based on current harvest and crop receipt reporting that points to a 2.55-billion-pound crop less -2.0% In-edible/Loss & a carry-in from CY'21 of 837 million .

World Almond Production for Major Producing Countries (Gross Crop Production)



Figures for 2021 & 2022 are based on INC Official Almond Production Statistics Chart Updated in October 2022 with drought adjustment for Western EU countries. U.S. 2022 is based on the current outlook as of 3/13/23. Figure for U.S. in 2023 is based on current high-end estimate based on bloom conditions. The 2023 estimate for Australia prior to the 2023 harvest. As of 3/14/23, the bloom in California is complete and bloom weather has been very poor. There is downside to the figure shown for 2023.

California Almond Industry Shipments – Domestic vs. Export



Change vs.
Prior Year: +13.9% -1.7% +3.8% -6.5% -0.1% +16.0% +7.2% +0.6% +4.8% +22.2% -9.1% +2.3%

Note: All actual figures are based on ABC Crop Year (Aug - Jul).

2022 Shipments will result in a 640-million-pound carry-out into CY'23.