A close-up photograph of an almond tree branch. The branch is covered with vibrant green, serrated leaves. Several fuzzy, light-brown almonds are clustered together, some in sharp focus and others blurred in the background. The overall scene is bright and natural.

Wonderful[®]

ALMONDS

Almond Industry Update

As of 5-15-2023

CY 2022 Year to Date Demand Highlights

as of 5/15/23 - 9th month of the Crop Year

		Shipments		Committed
		April	Crop to Date	Not Shipped
Overall:	CY'22	197	1,996	565
	CY'21	245	1,928	755
	Increase: In %	-19.6%	3.5%	-25.2%
	In millions/lbs.	(48.0)	67.3	(190)
Domestic	CY'22	57	544	263
	CY'21	62	579	291
	Increase: In %	-9.0%	-6.1%	-9.6%
	In millions/lbs.	(5.6)	(35.4)	(28)
Export	CY'22	140	1,452	301
	CY'21	183	1,349	464
	Increase: In %	-23.2%	7.6%	-35.0%
	In millions/lbs.	(42.4)	102.6	(162)
Total CY YTD Sales		Domestic	Export	Total
	CY'22	807	1,753	2,560
	CY'21	871	1,813	2,683
	Increase: In %	-7.3%	-3.3%	-4.6%
(Includes Shipments & Commitments not Shipped).	In millions/lbs.	(63)	(60)	(123)

CY 2022 Year to Date Demand Highlights - continued

as of 5/15/23 - 9th month of the Crop Year

California Industry Historical Supply and % Sold by End of April

Crop Year	Committed & Shipped by the end of April	Total Saleable Supply		Total Target/Actual Crop Year Shipments		Total Net Edible Crop (= Gross less Inedible)	
		Pounds	% Sold	Pounds	% Sold	Pounds	% Sold
CY 22	2,560	3,355	76%	2,635	97%	2,519	102%
CY 21	2,683	3,471	77%	2,634	102%	2,863	94%
CY 20	2,953	3,506	84%	2,898	102%	3,056	97%
CY 19	2,362	2,822	84%	2,372	100%	2,507	94%
CY 18	2,199	2,578	85%	2,264	97%	2,222	99%
Avg CY18 - CY22:			83%	100%	96%		

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

CY'22 Outlook Carry-out = 720 million

 = Ahead of Pace  = on Pace  = off Pace

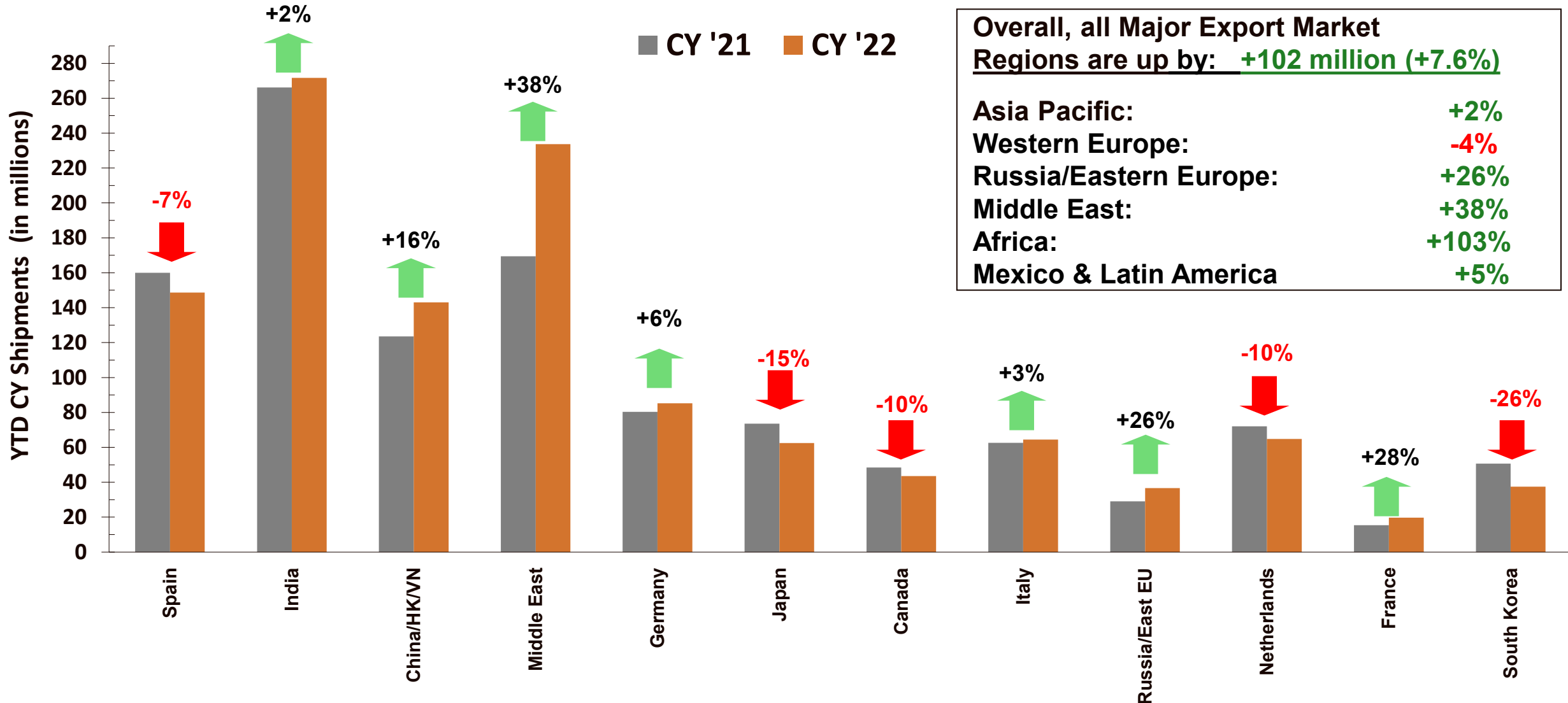
CY 2022 Year to Date Demand Highlights - continued

as of 5/15/23 – 9th month of the Crop Year

		In M/lbs.
<u>Total Saleable Supply:</u>		
Full Year 2022 Outlook:	as of 5/11/23	3,355
Full Year 2021 Actual:		3,471
Increase/(Decrease) in Saleable Supply:		(116)
Target Shipment Increase in CY'22 vs. CY'21:		1

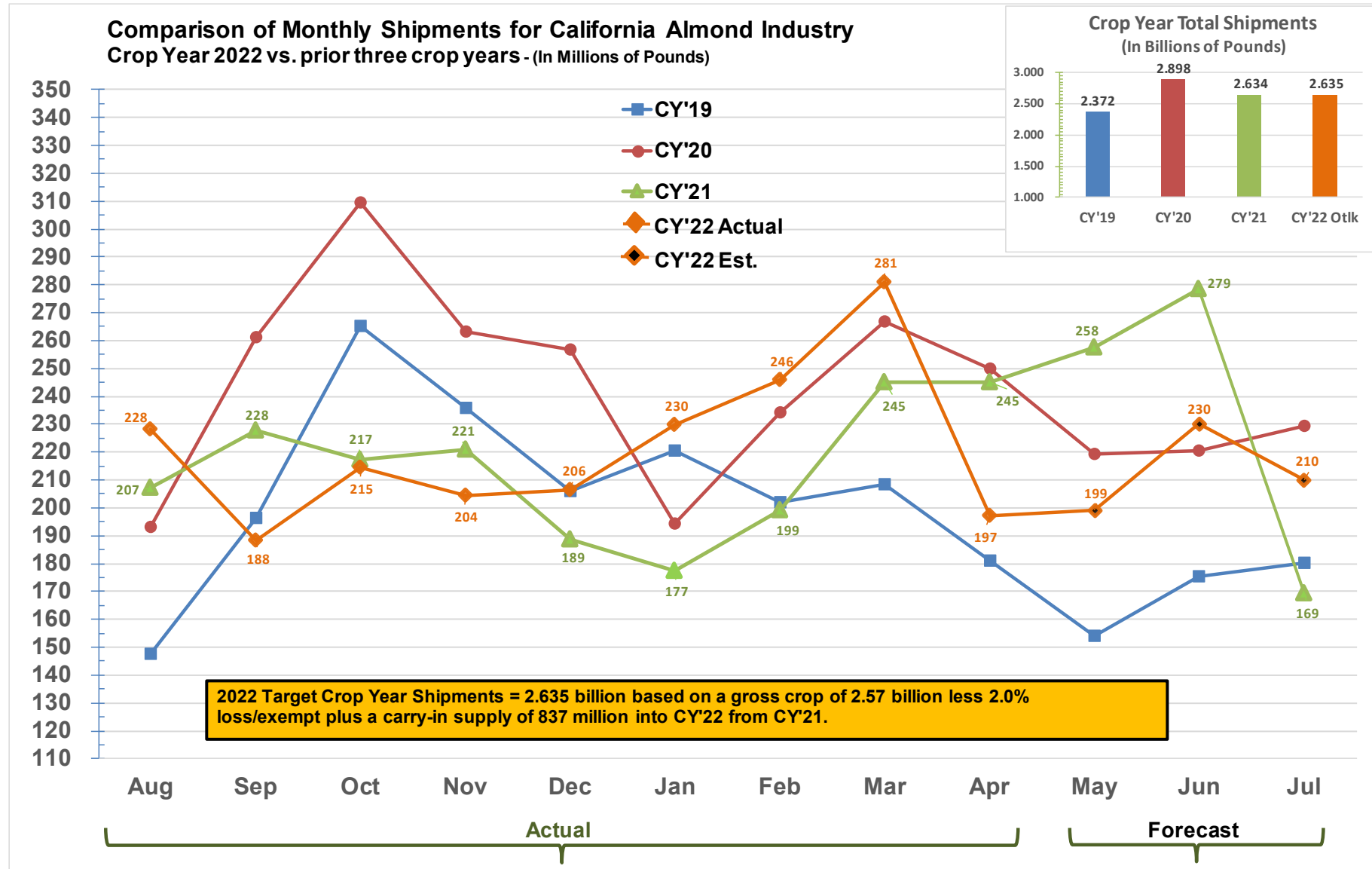
Balance to Ship for the Remainder of the Year		
Target Shipments: May '23 - Jul '23: Total:		
	639	
	Per Month:	213
Actual Shipments: May '22 - Jul '22: Total:		
	706	
	Per Month:	235
Difference: CY'22 vs. CY'23		Total: (67)
Balance of the Year Shipments:		Per Month: (22.3)
Variance in %:		-9.5%

California Almond Export Shipment Demand Comparison CY'21 vs. CY'22 – as of 5/15/23 – 9th month of the Crop Year



California Almond Industry Monthly Shipments

CY'22 Outlook vs. Prior three Crop Years



CY'22 - April 2023 ABC Position Report Summary & Current Market Status as of 5/15/23

- April 2023 shipments of 197 million were down by -48 million pounds (-19.6%) vs. the 245 million shipped last year. Though this is below the industries assumptions, it is still the third best April to date. This brings YTD shipments up to 1.996 billion vs. 1.928 billion pounds shipped through April last season (+67.3 million or +3.5%).
- The Total Committed and Shipped figure as of the end of April 2023 of 2.560 billion is down by -123 million pounds (-4.6%) vs. the end of April 2022. The Industry's overall sold percentage at the end of April is 76% of the total estimated supply and 102% sold to the estimated 2.519 billion pounds of net crop receipts (2.57 billion pounds gross less -2.0% loss & exempt). CY'22 Commitments not yet shipped of 565 million are -190 million lower (-25.2%) than seen at the end of April 2022.
- **Domestic Shipments** - April shipments of 57 million were down by -5.6 million (-9.0%) vs. last year. Total Committed and Shipped volume at the end of April of 807 million represents a 63-million-pound decrease vs. last year (-7.3%).
- **Export Shipments** - April shipments of 140 million were down -42.4 million pounds (-23.2%) vs. last year. Total Committed and Shipped volume at the end of April of 1.753 billion represents a 60-million-pound decrease vs. last year (-3.3%).
- **New Sales** - New Sales for the month of April of 115 million pounds were down by -53.3 million pounds or (-31.7%) vs. last April. The combined YTD New Sales (from Aug 1st through April 30th, 2023) total 1.914 billion vs. 1.898 billion for this same period last year (+16 million or +0.8%).
- **General Market Activity** – Buying and Selling activity in the month of April continued to be very low as had been seen since the 20th of February due to clear perception from sellers of a smaller crop and market prices (and associated grower return) that falls well below cash cost per pound for the average grower. The NASS Subjective Estimate was released and estimated to be 2.500 Billion pounds with 1.38 Million acres. Though many sellers believe this estimate on total tonnage and total bearing acres is too high, it is still a figure that points to a smaller crop in California for the 2023 crop year. Australia just lowered their 2023 crop estimate down once again to 108,950 MT (vs. 143,806 MT LY). The current estimates for Spain and Portugal show strong increases vs. last year but the extreme drought conditions in those regions will likely lead to a much smaller crops than currently estimated. At best the global supply of Almonds will be relatively flat compared to last year.

2022 California Almond Crop Size Outlook

as of 5/15/23

Now that the April ABC Position report has been published, we have adjusted our Crop Year 2022 outlook to 2.57 billion. Through April 2023, USDA Crop Receipts totaled 2.569 billion vs. 2.916 billion one year ago (-346 million or -11.9%). If you consider that only 2.06 million pounds of USDA Crop Receipts were reported after April last year, we are estimating that this year's additional USDA receipts to report (May-July) will total closer to 1 million pounds, based on assumptions and corrections of volume still to be reported as of 5/15/23.

USDA Crop Receipt Reporting by Period - CY'22 vs. CY'21

Crop Year	Region	Aug - Oct	Nov	Dec	Jan	Feb	March	April	Crop to Date	YTD Var in %
2022	Northern Counties	189,934,375	17,970,982	2,151,848	577,780	974,336	184,165	56,247	211,849,733	-46.8%
	Central Counties	827,394,031	188,596,401	84,112,582	32,974,997	11,742,387	9,693,281	14,673,295	1,169,186,974	-4.6%
	Southern Counties	773,456,151	229,075,594	103,007,715	51,214,310	19,464,383	9,198,127	3,351,354	1,188,767,634	-8.0%
	Total:	1,790,784,557	435,642,977	189,272,145	84,767,087	32,181,106	19,075,573	18,080,896	2,569,804,341	-11.9%
	Cumulative:	1,790,784,557	2,226,427,534	2,415,699,679	2,500,466,766	2,532,647,872	2,551,723,445	2,569,804,341		
2021	Northern Counties	311,894,505	59,358,248	19,569,507	4,647,787	2,397,484	130,072	120,935	398,118,538	
	Central Counties	826,014,054	205,174,126	113,608,396	59,160,888	11,899,003	8,176,730	1,459,401	1,225,492,598	
	Southern Counties	784,968,648	239,543,068	159,403,973	82,451,594	24,509,024	1,928,434	-	1,292,804,741	
	Total:	1,922,877,207	504,075,442	292,581,876	146,260,269	38,805,511	10,235,236	1,580,336	2,916,415,877	
	Cumulative:	1,922,877,207	2,426,952,649	2,719,534,525	2,865,794,794	2,904,600,305	2,914,835,541	2,916,415,877		
Variance by Period: 2022 vs. 2021										
	In Lbs.	(132,092,650)	(68,432,465)	(103,309,731)	(61,493,182)	(6,624,405)	8,840,337	16,500,560	(346,611,536)	
	In %:	-6.9%	-13.6%	-35.3%	-42.0%	-17.1%	86.4%	1044.1%	-11.9%	

All data shown above for 2021 is based on the final year-end reporting as of 7/31/23 by the ABC as to USDA crop receipts. These monthly totals will not match the figures in the published monthly position reports as those reports did not reflect adjustments made to previous months in following months

2023 California Almond Crop Size Estimates

as of 5/15/23

Since our last report in April, we now have three out of the four “public” crop estimates that are released each year (Terra Nova Trading, WP&A/Famoso Nut/Ag-Wise, and the NASS Subjective) as to the potential size of the 2023 California Almond crop (see page 10 of this report). This year, each estimate is using slightly different bearing acres, yet all pointed to a smaller crop than was harvested during the past 2022 season. If the largest of these estimates is accurate, the 2023 crop will be the smallest in total volume since 2018 when the crop was 2.27 billion with 27% less bearing acres. In terms of yield per acre using the highest of the estimates (NASS Subjective), all estimates point to a yield per acre that would be the lowest since 2005 (18 years ago).

The history of the estimates from these sources and their accuracy vs. the actual final crop can be found on following page of this report (page 9). As you will see in this chart, no one source is always the most accurate year in and year out. However, if you look at the past 3-year and 5-year average as well as the standard deviation from 2013 – 2022, you can see the WP&A estimate has been the most accurate over time. In fact, the NASS Subjective has over-estimated the actual crop by an average of 256 million pounds/year (for the last two years). If that pattern repeats with this year’s estimate, the final actual crop will fall closer to 2.25 billion pounds!

The NASS Objective Estimate is scheduled to be released on July 7, 2023, and was in fact the closest estimate for the 2022 crop at 2.6 Billion after historically being the least accurate estimate going back to 2013 (highest standard deviation). As a result, the Almond board and industry members formed a committee back in 2019 to address this issue and in cooperation NASS, made some needed adjustments to the estimating procedure that we hoped would make this estimate more accurate going forward. It was not until the 2022 crop year that all the recommended changes were put in place. So, was the accuracy of the 2022 NASS Objective Estimate due to the changes in procedure or just luck? I guess we will find out that truth once the 2023 Objective Estimate can be measured vs. the actual 2023 crop in April of 2024. Until that time, we will have to go forward with the knowledge that all the estimates point to historically low production in 2023 and assume that “big crops get bigger and small crops get smaller”! The bad bloom that Australia experienced in the fall of 2022 and their current 2023 outlook supports that theory.

Historical Almond Crop Estimates for California Almond Crop (Gross in Millions/Lbs.) - Updated 5/15/23

Crop Year	TNT Estimate	Final Crop	Variance		NASS Objective	Final Crop	Variance		NASS Subjective	Final Crop	Variance		WP&A Group Avg.	Final Crop	Variance		B. Ezell Estimate	Final Crop	Variance	
			in M/Lbs.	in %			in M/Lbs.	in %			in M/Lbs.	in %			in M/Lbs.	in %			in M/Lbs.	in %
1996	558	508	51	10.0%	530	508	23	4.4%	520	508	13	2.5%								
1997	764	757	8	1.0%	680	757	(77)	-10.1%	710	757	(47)	-6.1%								
1998	522	517	5	1.0%	540	517	23	4.4%	550	517	33	6.4%								
1999	863	830	33	4.0%	830	830	0	0.0%	760	830	(70)	-8.4%								
2000	636	698	(63)	-9.0%	640	698	(58)	-8.4%	675	698	(23)	-3.4%								
2001	832	824	8	1.0%	850	824	26	3.2%	875	824	51	6.2%								
2002	961	1,082	(121)	-11.2%	980	1,082	(102)	-9.4%	940	1,082	(142)	-13.1%								
2003	930	1,033	(103)	-10.0%	1,000	1,033	(33)	-3.2%	920	1,033	(113)	-10.9%								
2004	1,140	998	142	14.2%	1,080	998	82	8.2%	1,100	998	102	10.2%								
2005	948	912	36	3.9%	880	912	(32)	-3.5%	850	912	(62)	-6.8%								
2006	970	1,117	(147)	-13.2%	1,050	1,117	(67)	-6.0%	1,020	1,117	(97)	-8.7%								
2007	1,370	1,383	(13)	-0.9%	1,330	1,383	(53)	-3.8%	1,310	1,383	(73)	-5.3%								
2008	1,290	1,614	(324)	-20.1%	1,500	1,614	(114)	-7.1%	1,460	1,614	(154)	-9.5%								
2009	1,300	1,406	(106)	-7.5%	1,350	1,406	(56)	-4.0%	1,450	1,406	44	3.1%								
2010	1,440	1,628	(188)	-11.5%	1,650	1,628	22	1.4%	1,530	1,628	(98)	-6.0%								
2011	1,840	2,020	(180)	-8.9%	1,950	2,020	(70)	-3.5%	1,750	2,020	(270)	-13.4%								
2012	1,830	1,884	(54)	-2.9%	2,100	1,884	216	11.5%	2,000	1,884	116	6.2%	2,099	1,884	215	11.4%	2,070	1,884	186	9.9%
2013	1,960	2,010	(50)	-2.5%	1,850	2,010	(160)	-8.0%	2,000	2,010	(10)	-0.5%	1,997	2,010	(13)	-0.6%	2,035	2,010	25	1.2%
2014	2,000	1,870	130	7.0%	2,100	1,870	230	12.3%	1,950	1,870	80	4.3%	1,943	1,870	73	3.9%	1,917	1,870	47	2.5%
2015	1,880	1,895	(15)	-0.8%	1,800	1,895	(95)	-5.0%	1,850	1,895	(45)	-2.4%	1,831	1,895	(64)	-3.4%	1,862	1,895	(33)	-1.7%
2016	2,060	2,135	(75)	-3.5%	2,050	2,135	(85)	-4.0%	2,000	2,135	(135)	-6.3%	2,055	2,135	(80)	-3.7%	2,086	2,135	(49)	-2.3%
2017	2,270	2,260	10	0.4%	2,250	2,260	(10)	-0.4%	2,200	2,260	(60)	-2.7%	2,335	2,260	75	3.3%	2,340	2,260	80	3.5%
2018	2,510	2,270	240	10.6%	2,450	2,270	180	7.9%	2,300	2,270	30	1.3%	2,200	2,270	(70)	-3.1%	2,223	2,270	(47)	-2.1%
2019	2,530	2,551	(21)	-0.8%	2,200	2,551	(351)	-13.8%	2,500	2,551	(51)	-2.0%	2,570	2,551	19	0.7%	2,580	2,551	29	1.1%
2020	2,960	3,107	(147)	-4.7%	3,000	3,107	(107)	-3.4%	3,000	3,107	(107)	-3.4%	2,850	3,107	(257)	-8.3%	2,880	3,107	(227)	-7.3%
2021	2,800	2,918	(118)	-4.0%	2,800	2,918	(118)	-4.0%	3,200	2,918	282	9.7%	2,950	2,918	32	1.1%	2,943	2,918	25	0.9%
2022 Otlk	2,900	2,570	330	12.8%	2,600	2,570	30	1.2%	2,800	2,570	230	8.9%	2,800	2,570	230	8.9%	2,816	2,570	246	9.6%
2023 Est.	2,290				TBA				2,500				2,350				2,360			

Overall Straight Avg.	(27)	-1.7%		(28)	-1.6%		(21)	-1.9%		15	0.9%		26	1.4%
Most Recent 10 Yr Straight Avg.	28	1.4%		(49)	-1.7%		21	0.7%		(6)	-0.1%		10	0.5%
Most Recent 5 Yr Straight Avg.	57	2.8%		(73)	-2.4%		77	2.9%		(9)	-0.1%		5	0.4%
Most Recent 3 Yr Straight Avg.	22	1.4%		(65)	-2.1%		135	5.1%		2	0.6%		15	1.0%
# of times Over-estimated:	7	25.9%		9	33.3%		10	37.0%		5	45.5%		6	54.5%
# of times Under-estimated:	13	48.1%		16	59.3%		16	59.3%		4	36.4%		4	36.4%
# of times within +/- 1%:	7	25.9%		2	7.4%		1	3.7%		2	18.2%		1	9.1%
Standard Deviation: CY13 - CY22:	156	6.4%		168	7.5%		139	5.3%		128	4.9%		119	4.4%

= Current Outlook as of 5/15/22

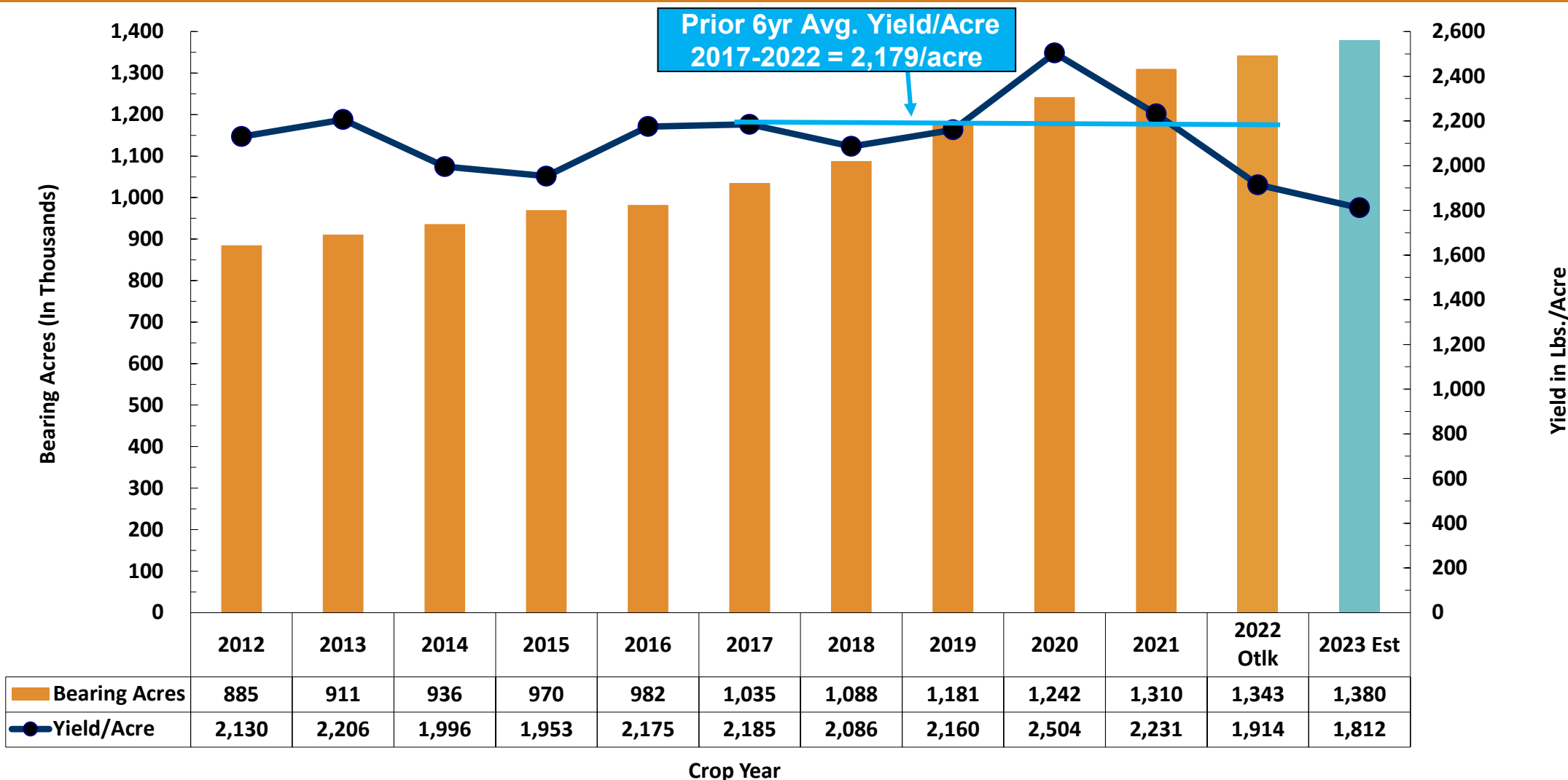
California Almond Industry- Historical Supply & Demand

CY'11 through CY'21 with CY'22 Outlook & CY'23 Estimates - as of 5/12/23

Crop Year Finals - (Supply & Demand in millions of pounds)													CY 2022 Outlook	2023 TNT Est. 2.29 B	2023 WP&A 2.35 B	2023 NASS Sub. 2.50 B	2023 Avg. All 2.38 B
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021						
Bearing Acres: (Land IQ for Actuals) In 000's	853	885	911	936	970	982	1,035	1,088	1,181	1,242	1,310	1,343	1,390	1,358	1,380	1,376	
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	1,914	1,647	1,731	1,812	1,730	
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%	-13.9%	-9.5%	-5.3%	-9.6%	
	In Lbs./Acre:	358	(238)	76	(210)	(43)	222	9	(99)	74	416	(271)	(266)	(183)	(102)	(184)	
Supply																	
Carry-in Supply	254	335	317	350	376	412	398	357	315	450	608	837	720	720	720	720	
New Crop	2,020	1,885	2,010	1,868	1,894	2,136	2,261	2,270	2,551	3,107	2,922	2,570	2,290	2,350	2,500	2,380	
Increase/(Decrease) vs. PY	In %:	24%	-7%	7%	-7%	1%	13%	6%	0%	12%	22%	-6.0%	-11%	-9%	-3%	-7%	
	In Lbs:	392	(135)	125	(142)	26	242	125	9	282	556	(185)	(280)	(220)	(70)	(190)	
Less: Exempt	40	37	39	29	47	49	51	48	44	51	58	52	46	47	51	48	
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	2,518	2,244	2,303	2,449	2,332	
Total Supply	2,233	2,183	2,287	2,189	2,223	2,499	2,609	2,579	2,822	3,506	3,471	3,355	2,965	3,023	3,169	3,053	
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%	-11.6%	-9.9%	-5.6%	-9.0%	
	In Lbs.:	312	(51)	105	(99)	35	276	110	(30)	244	684	(35)	(391)	(332)	(186)	(303)	
Demand																	
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	2,635	2,514	2,574	2,719	2,603
Avg. Monthly Shipments:		158	156	161	151	151	175	188	189	198	242	220	220	210	214	227	217
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%	-4.6%	-2.3%	3.2%	-1.2%	
	In Lbs.:	231	(32)	71	(125)	(1)	290	150	13	108	526	(264)	(121)	(61)	84	(32)	
Carry-out in M/Lbs.		335	317	350	376	412	398	357	315	450	608	837	720	450	450	450	450
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%	27.3%	17.9%	17.5%	16.5%	17.3%
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%	21.5%	15.2%	14.9%	14.2%	14.7%

- = Record Increase in shipments in both Lbs. and %. Prior record was in 2007 (+18.3%)
- = Lowest % since 2006 Crop Year. = Outlook as of 4/13/23 = TNT 2023 Estimate released 4/21/23
- = 2023 NASS Subjective Estimate = WP&A/Famoso Nut/Ag-Wise 2023 Estimate released 5/9/23

California Bearing Acreage & Yield/Acre - Almonds

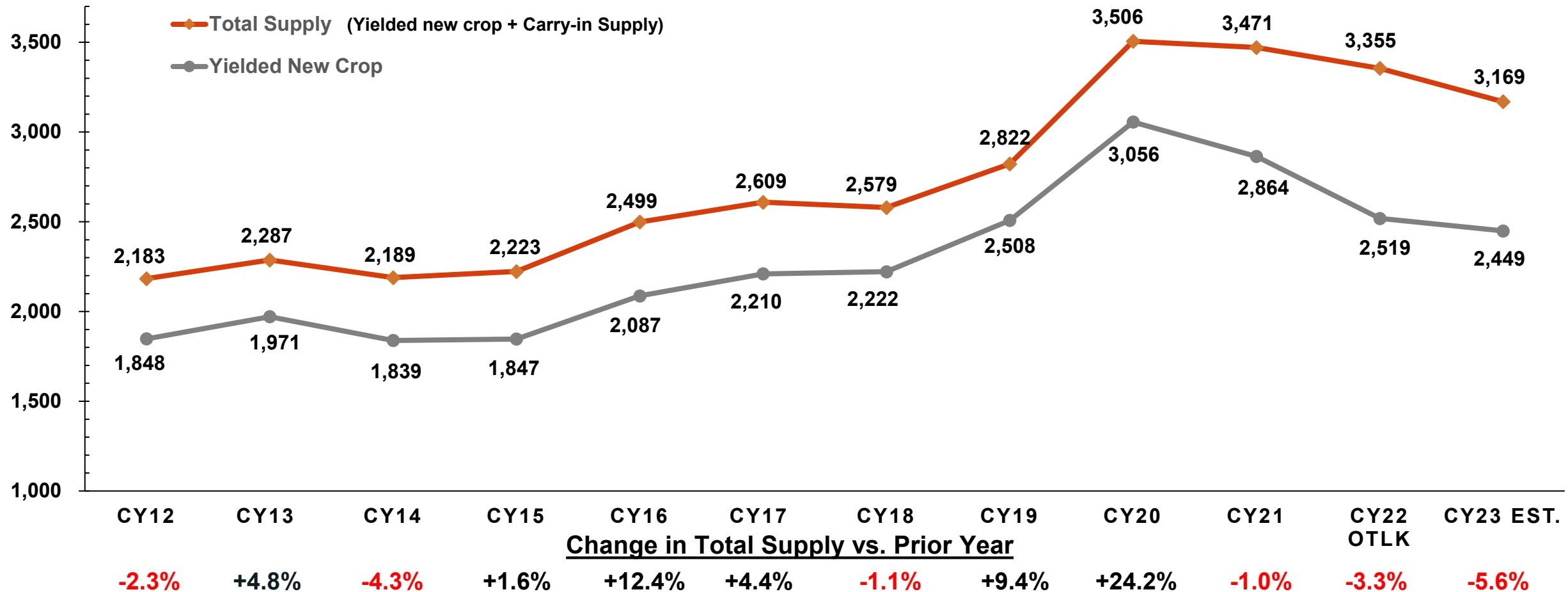


2010 – 2023 Acres are based on Land IQ acreage data.

2022 Outlook = 2.570 B Lbs. from 1.343 MM Bearing acres
 2023 NASS Subjective Est. = 2.500 B Lbs. from 1.380 MM Bearing acres

California Almond Industry Saleable Supply

(In millions of pounds)

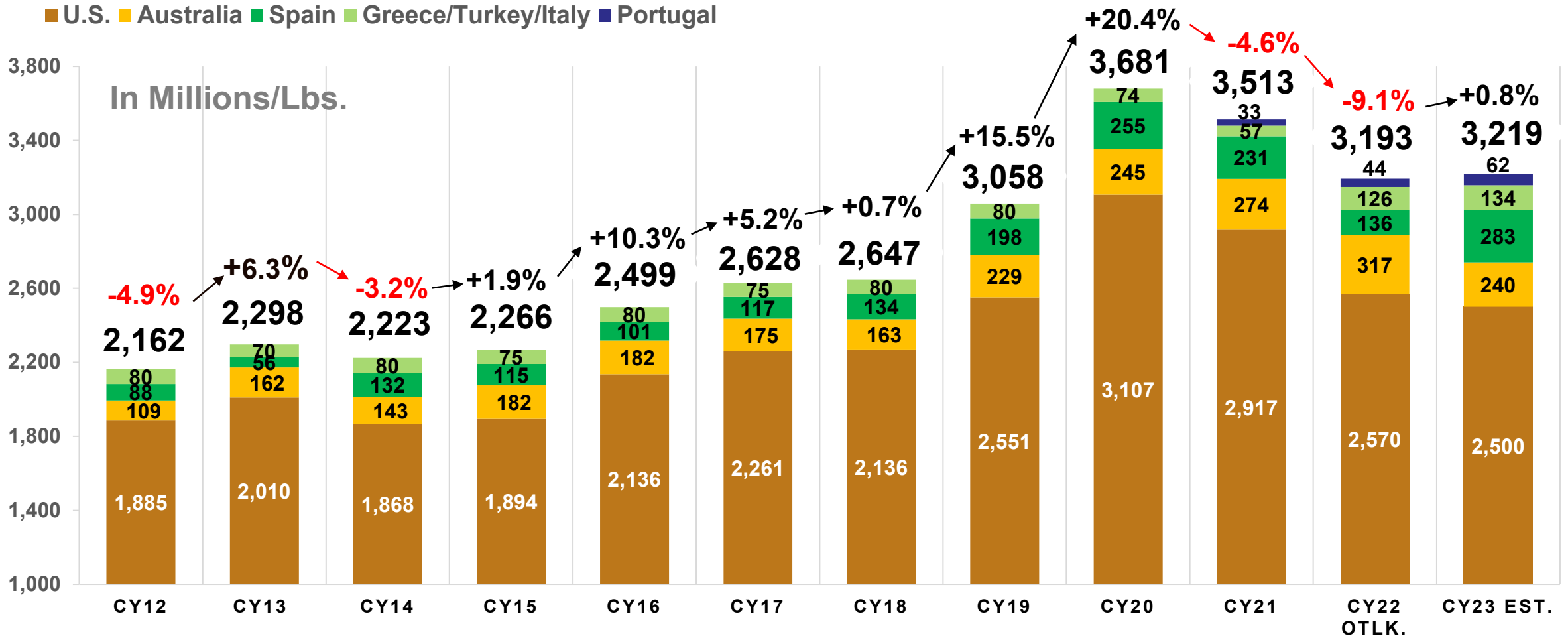


Source: All historical figures come from Almond Board Reports.

2022 Outlook: Based on Final Gross Crop Size of 2.570 billion less -2.0% In-edible/Loss and a carry-in supply of 837 million from CY'21.

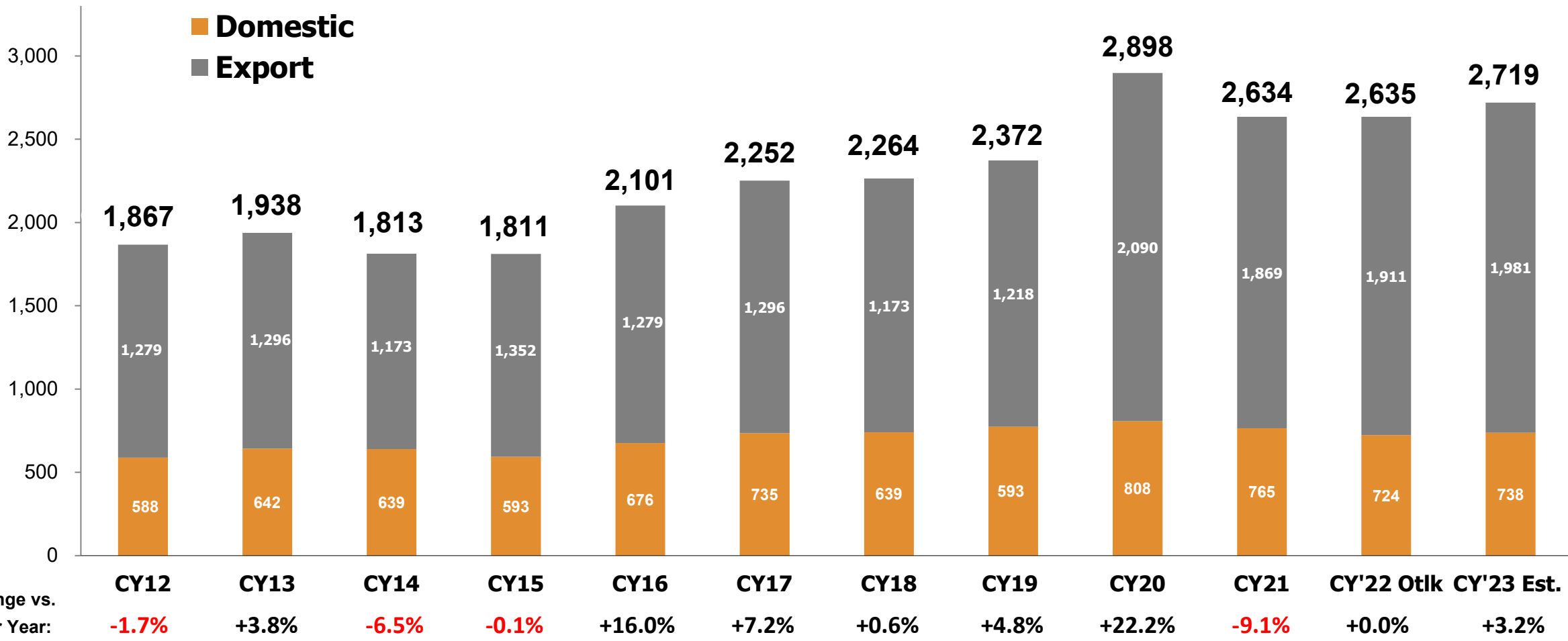
2023 Estimate: Based on NASS Subjective Estimate of 2.50 billion less -2.0% In-edible/Loss and a carry in of 720 million as of 5-15-23

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



Figures for 2021 are based on INC Official Almond Production Statistics Chart Updated in October 2022. Crop Year 2022 Actuals & 2023 Estimates are based on figures used for INC 2023 Official World Production Chart as of 5/15/23. Figure for U.S. in 2023 is based on the NASS Subjective Estimate released on 5/12/23. Spain & Portugal 2023 estimate figures have downside due to the extreme drought currently present.

California Almond Industry Shipments – Domestic vs. Export



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

Source: ABC Monthly Reports

2022 Outlook shipments will result in a 720-million-pound carry-out into CY'23.
 2023 Estimated shipments will result in a 450-million-pound carry-out into CY'24.