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, with soft lighting.

Wonderful[®]

ALMONDS

Almond Industry Update

As of 7-14-2023

CY 2022 Year to Date Demand Highlights

as of 7/14/23 - 11th month of the Crop Year

		Shipments		Committed
		June	Crop to Date	Not Shipped
Overall:	CY'22	187	2,378	451
	CY'21	279	2,465	454
	Increase: In % In millions/lbs.	-33.0% (92.0)	-3.5% (86.6)	-0.7% (3)
Domestic	CY'22	61	660	207
	CY'21	64	707	189
	Increase: In % In millions/lbs.	-4.8% (3.1)	-6.7% (47.6)	9.8% 18
Export	CY'22	126	1,718	244
	CY'21	215	1,757	266
	Increase: In % In millions/lbs.	-41.4% (88.9)	-2.2% (38.9)	-8.2% (22)
Total CY YTD Sales		Domestic	Export	Total
(Includes Shipments & Commitments not Shipped).	CY'22	867	1,962	2,829
	CY'21	896	2,023	2,919
	Increase: In % In millions/lbs.	-3.3% (29)	-3.0% (61)	-3.1% (90)

CY 2022 Year to Date Demand Highlights - continued

as of 7/14/23 - 11th month of the Crop Year

California Industry Historical Supply and % Sold by End of June

Crop Year	Committed & Shipped by the end of June	Total Saleable Supply		Total Target/Actual Crop Year Shipments		Total Net Edible Crop (= Gross less Inedible)	
		Pounds	% Sold	Pounds	% Sold	Pounds	% Sold
CY 22	2,829	3,355	84%	2,568	110%	2,519	112%
CY 21	2,919	3,471	84%	2,634	111%	2,863	102%
CY 20	3,165	3,506	90%	2,898	109%	3,056	104%
CY 19	2,562	2,822	91%	2,372	108%	2,507	102%
CY 18	2,393	2,578	93%	2,264	106%	2,222	108%
Avg CY18 - CY21:			89%	108%	104%		

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

CY'22 Outlook Carry-out = 787 million

= Ahead of Pace
 = on Pace
 = off Pace

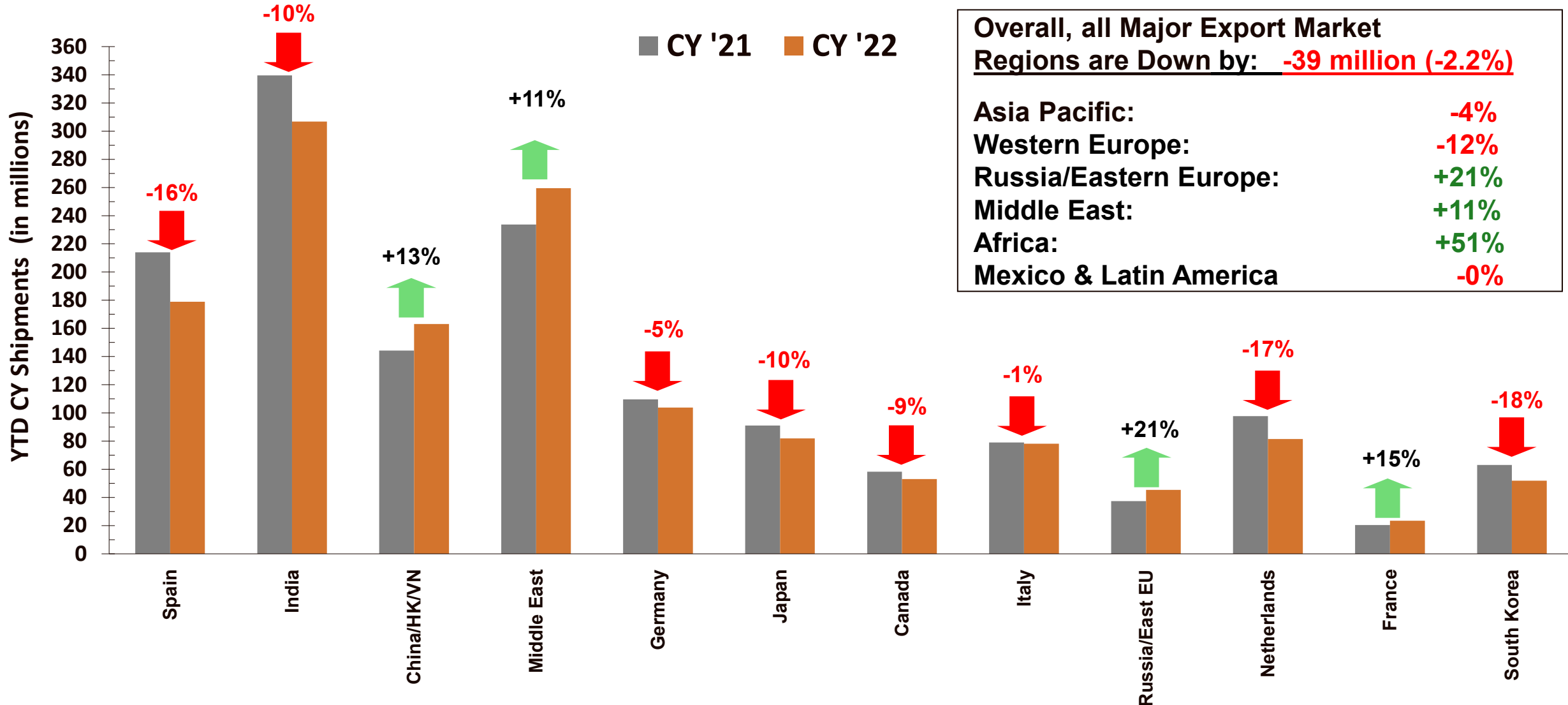
CY 2022 Year to Date Demand Highlights - continued

as of 7/14/23 – 11th month of the Crop Year

		In M/lbs.
<u>Total Saleable Supply:</u>		
Full Year 2022 Outlook:	as of 7/11/23	3,355
Full Year 2021 Actual:		3,471
Increase/(Decrease) in Saleable Supply:		
		(116)
Target Change in Shipments in CY'22 vs. CY'21:		
		(66)

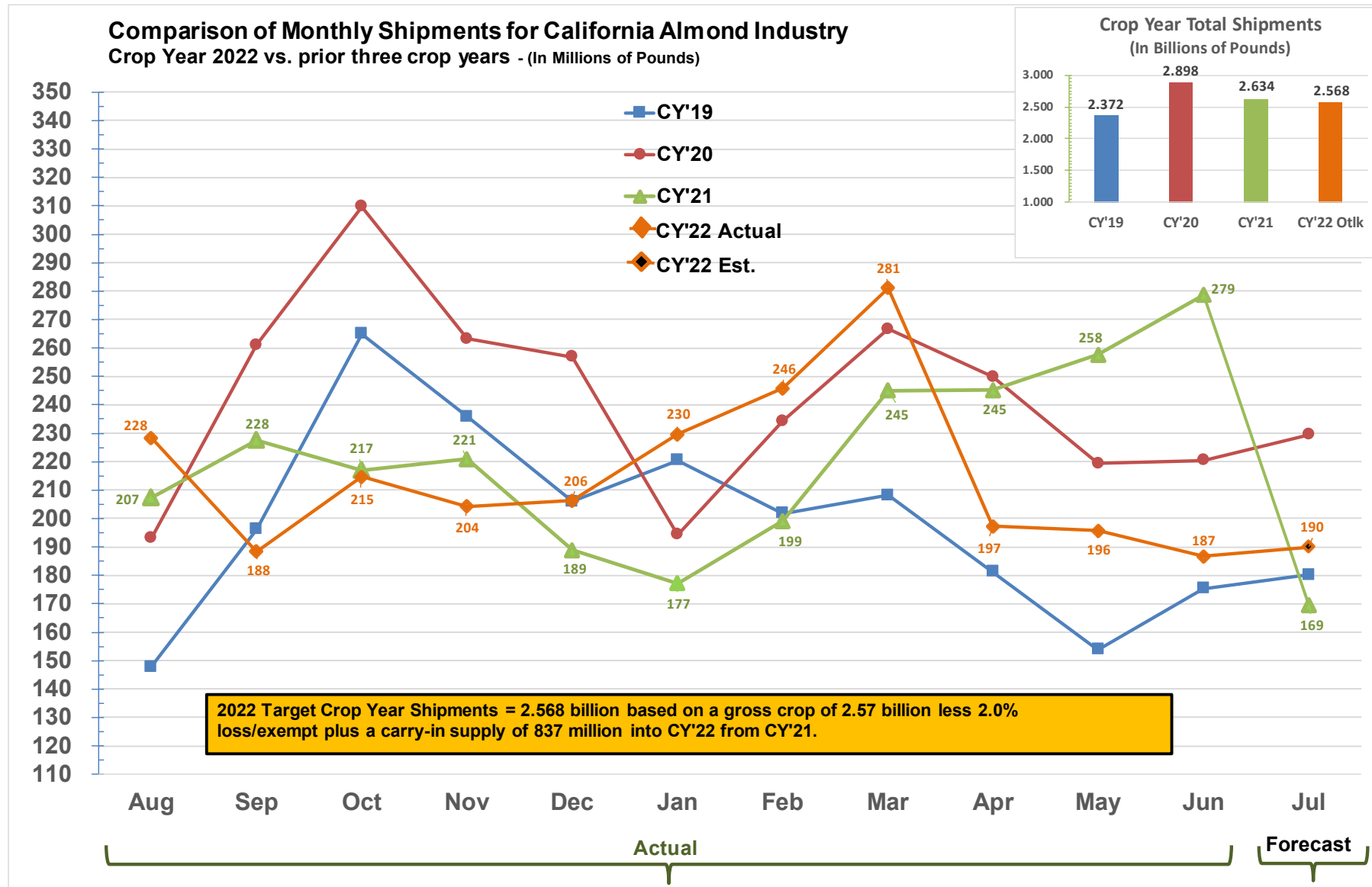
Balance to Ship for the Remainder of the Year		
Target Shipments: Jul '23:	Total:	190
	Per Month:	190
Actual Shipments: Jul '22:	Total:	169
	Per Month:	169
Difference: CY'22 vs. CY'23	Total:	21
Balance of the Year Shipments:	Per Month:	20.6
Variance in %:		12.1%

California Almond Export Shipment Demand Comparison CY'21 vs. CY'22 – as of 7/14/23 – 11th month of the Crop Year



California Almond Industry Monthly Shipments

CY'22 Outlook vs. Prior three Crop Years



CY'22 - June 2023 ABC Position Report Summary & Current Market Status as of 7/14/23

- June 2023 shipments of 187 million were down by -92 million pounds (-33.0%) vs. the 279 million shipped last year. This brings YTD shipments up to 2.378 billion vs. 2.465 billion pounds shipped through June last season (-86.6 million or -3.5%).
- The Total Committed and Shipped figure as of the end of June 2023 of 2.829 billion is down by -90 million pounds (-3.1%) vs. the end of June 2022. The Industry's overall sold percentage at the end of June is 84% of the total estimated supply and 112% 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 451 million are -3 million lower (-0.7%) than seen at the end of June 2022.
- **Domestic Shipments** - June shipments of 61 million were down by -3.1 million (-4.8%) vs. last year. Total Committed and Shipped volume at the end of June of 867 million represents a 29-million-pound decrease vs. last year (-3.3%).
- **Export Shipments** - June shipments of 126 million were down -88.9 million pounds (-41.4%) vs. last year. Total Committed and Shipped volume at the end of June of 1.962 billion represents a 61-million-pound decrease vs. last year (-3.0%).
- **New Sales** - New Sales for the month of June of 155 million pounds were up by +36 million pounds or (+30.3%) vs. last June and set an all-time record for new sales for the month of June. The combined YTD New Sales (from Aug 1st through June 30th, 2023) total 2.183 billion vs. 2.133 billion for this same period last year (+49 million or +2.3%).
- **General Market Activity** – Buying and Selling activity in the 2nd half of June and first ten days of July was very strong as prices stabilized at very attractive levels for buyers. June shipments were a little less than the 200 million expected but it appears that July should show shipment improvement over last July. The NASS Objective figure released on July 12th of 2.6 billion was higher than expected and the highest of all public estimates released for the 2023 crop. It will take several days (4 to 5 days) for market prices to find their new level based on this estimate and the market to stabilize for both buyers and sellers. We expect the current crop buying activity to remain strong going forward at the time of this writing. Now that this last crop estimate has been released, we also expect to see more participation from sellers for new crop as most wanted to see this final estimate before locking in new crop volumes at the same significant grower return losses they have been dealing with over the past 18 months. New crop harvest activities are expected to be 7-10 days later than last year based on when hull split sprays are being applied at this time.

2023 California Almond Crop Size Estimates

as of 7/15/23

As of July 12th, we now have all four of the public crop size estimates that are released each year (Terra Nova Trading, WP&A/Famoso Nut/Ag-Wise, and the NASS Subjective and the NASS Objective Estimate). The expectation of the Industry was that this estimate would come in below the 2023 NASS Subjective Estimate of 2.5 billion yet instead came in 4% higher at 2.6 Billion. The driver of the increase vs. all other estimates was the average nut weight which NASS measured at 1.67 grams/nut vs. the average nut weight in 2022 of 1.47 grams/nut (a 0.2 grams/per nut increase or +13.6%). This is the largest increase in nut weight since the increase seen in 2005 vs. 2004 (see chart on the next page). We did expect the nut count to be down this year but in a much bigger way than this NASS estimate suggests which was only a drop of 129 nuts/per tree (-3.2%). As you can see historically on the next page, large jumps in nut weight are usually associated with a larger % drop in nuts/tree, even when post-harvest growing conditions are seasonally cool.

Although we do see some disconnects in this year's nut count by region vs. what we visually saw on our state tour in May (San Joaquin, Madera, and Kern counties specifically), we won't spend any time arguing if the NASS 2023 Objective Estimate is accurate or not. The reality is this Objective Estimate was the closest of all the estimates last year and we are glad to see this crop is once again much smaller than it could be based on the bearing acres. Considering our carry-out supply will once again be larger than we would like to see going into the 2023/24 crop year, this estimate leaves the total supply for this coming season flat to what we had during the 2022/23 season. Historical estimates from all sources and their accuracy can be found on page 9 of this report.

With harvest starting 7-10 days later than last year for almost all growers in the state due to the cooler than normal spring/early summer, it won't be until we get most of Nonpareil harvest completed (in mid-September) before we can compare actual harvest trends vs. what the NASS Objective Estimate has projected. Until that time, we will assume the 2023 California almond crop will be close to that figure.

Most Recent Three Occasions when Nut Weight increased by 0.2 grams or more per NASS Objective Estimate

	Nuts/Tree Average All Regions	% Change vs. PY	Weight per Nut In Grams	% Change vs. PY	Yield/ Acre	% Change vs. PY	Production In M/Lbs.	% Change vs. PY	Bearing Acres In '000s	% Change vs. PY
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2002	8,100		1.41		2,000		1,090		545	
2003	7,002		1.67		1,890		1,040		550	
Change vs. PY:	(1,098)	-13.6%	0.26	18.4%	(110)	-5.5%	(50)	-4.6%	5	0.9%

2004	7,162		1.45		1,760		1,005		570	
2005	5,461		1.79		1,550		915		590	
Change vs. PY:	(1,701)	-23.8%	0.34	23.4%	(210)	-11.9%	(90)	-9.0%	20	3.5%

2022	4,082		1.47		1,904		2,570		1,350	
2023 Est:	3,953		1.67		1,884		2,600		1,380	
Est. Change vs. PY:	(129)	-3.2%	0.20	13.6%	(20)	-1.0%	30	1.2%	30	2.2%

Historical Almond Crop Estimates for California Almond Crop (Gross in Millions/Lbs.) - Updated 7/12/23

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	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				2,600				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%

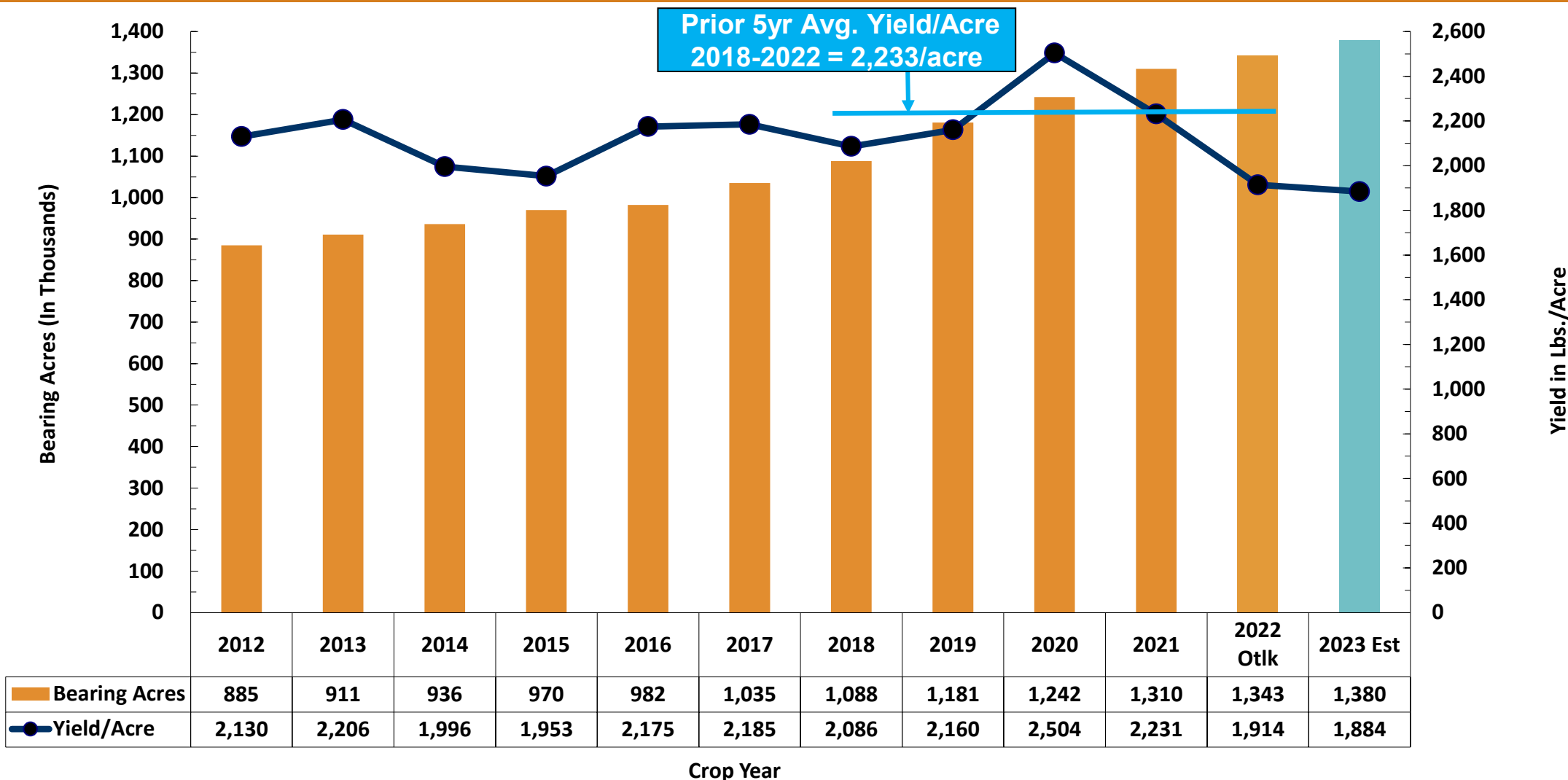
[Light Blue Box] = Current Outlook as of 7/12/23

California Almond Industry- Historical Supply & Demand

CY'11 through CY'21 with CY'22 Outlook & CY'23 Estimates - as of 7/12/23

		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 NASS Obj. 2.60 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	1,380
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	1,914	1,647	1,731	1,812	1,884
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%	-14.2%	-13.9%	-9.5%	-5.3%	-1.5%
	In Lbs./Acre:	358	(238)	76	(210)	(43)	222	9	(99)	74	416	(271)	(317)	(266)	(183)	(102)	(30)
Supply																	
Carry-in Supply		254	335	317	350	376	412	398	357	315	450	608	837	787	787	787	787
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	2,600
Increase/(Decrease) vs. PY	In %:	24%	-7%	7%	-7%	1%	13%	6%	0%	12%	22%	-6.0%	-12%	-11%	-9%	-3%	1%
	In Lbs:	392	(135)	125	(142)	26	242	125	9	282	556	(185)	(352)	(280)	(220)	(70)	30
Less: Exempt		40	37	39	29	47	49	51	48	44	51	58	52	46	47	51	52
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	2,548
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	3,032	3,090	3,236	3,335
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%	-3.3%	-9.7%	-7.9%	-3.6%	-0.6%
	In Lbs.:	312	(51)	105	(99)	35	276	110	(30)	244	684	(35)	(116)	(324)	(265)	(119)	(20)
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	2,568	2,506	2,541	2,671	2,696
Avg. Monthly Shipments:		158	156	161	151	151	175	188	189	198	242	220	214	209	212	223	225
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%	-2.5%	-2.4%	-1.1%	4.0%	5.0%
	In Lbs.:	231	(32)	71	(125)	(1)	290	150	13	108	526	(264)	(66)	(62)	(27)	103	128
Carry-out in M/Lbs.		335	317	350	376	412	398	357	315	450	608	837	787	525	550	565	639
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%	30.7%	21.0%	21.6%	21.2%	23.7%
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%	23.5%	17.3%	17.8%	17.5%	19.2%
<div style="display: flex; justify-content: space-between; margin-top: 10px;"> <div style="width: 30%;"> <p> = Record Increase in shipments in both Lbs. and %. Prior record was in 2007 (+18.3%)</p> <p> = Lowest % since 2006 Crop Year.</p> <p> = Outlook as of 7/12/23</p> </div> <div style="width: 30%;"> <p> = 2023 NASS Objective Est.</p> <p> = 2023 NASS Subjective Estimate</p> </div> <div style="width: 30%;"> <p> = TNT 2023 Estimate released 4/21/23</p> <p> = WP&A/Famoso/Ag-Wise 2023 Estimate released 5/9/23</p> </div> </div>																	

California Bearing Acreage & Yield/Acre - Almonds

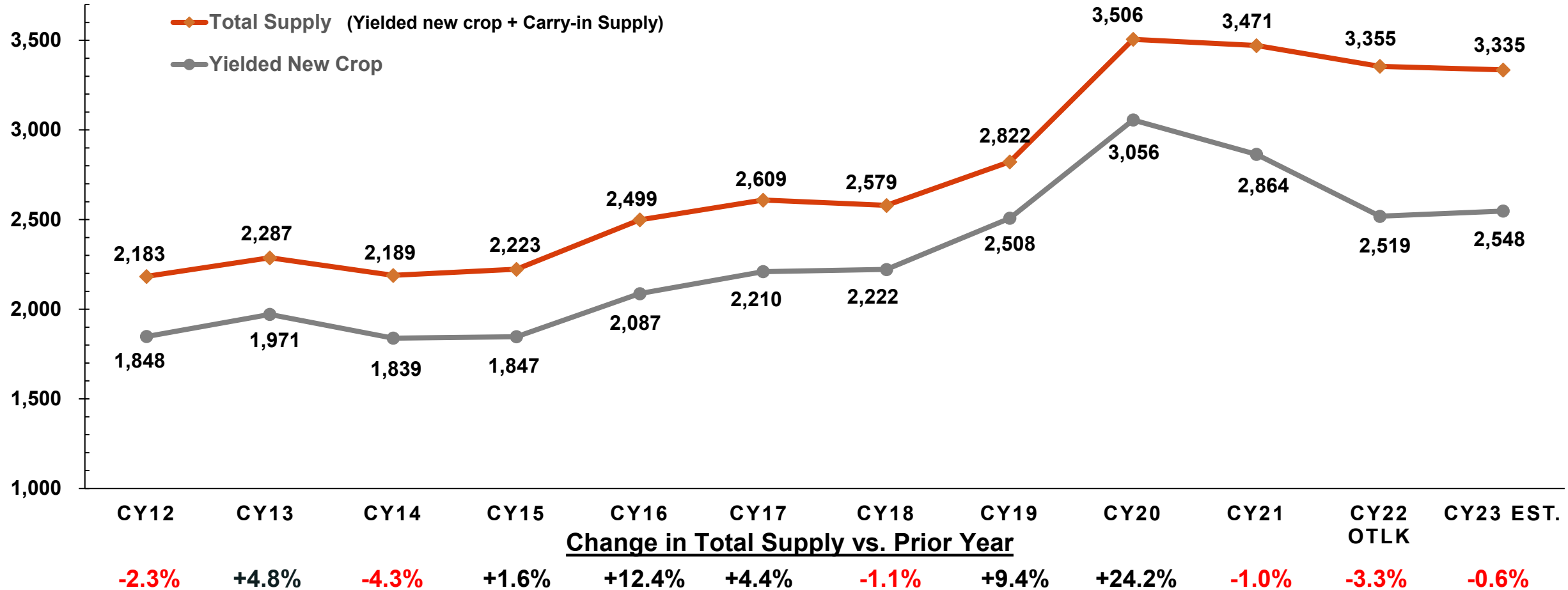


2010 – 2022 Acres are based on Land IQ acreage data.

2022 Outlook = 2.570 B Lbs. from 1.343 MM Bearing acres
 2023 NASS Objective Est. = 2.600 B Lbs. from 1.380 MM Bearing acres

California Almond Industry Saleable Supply

(In millions of pounds)

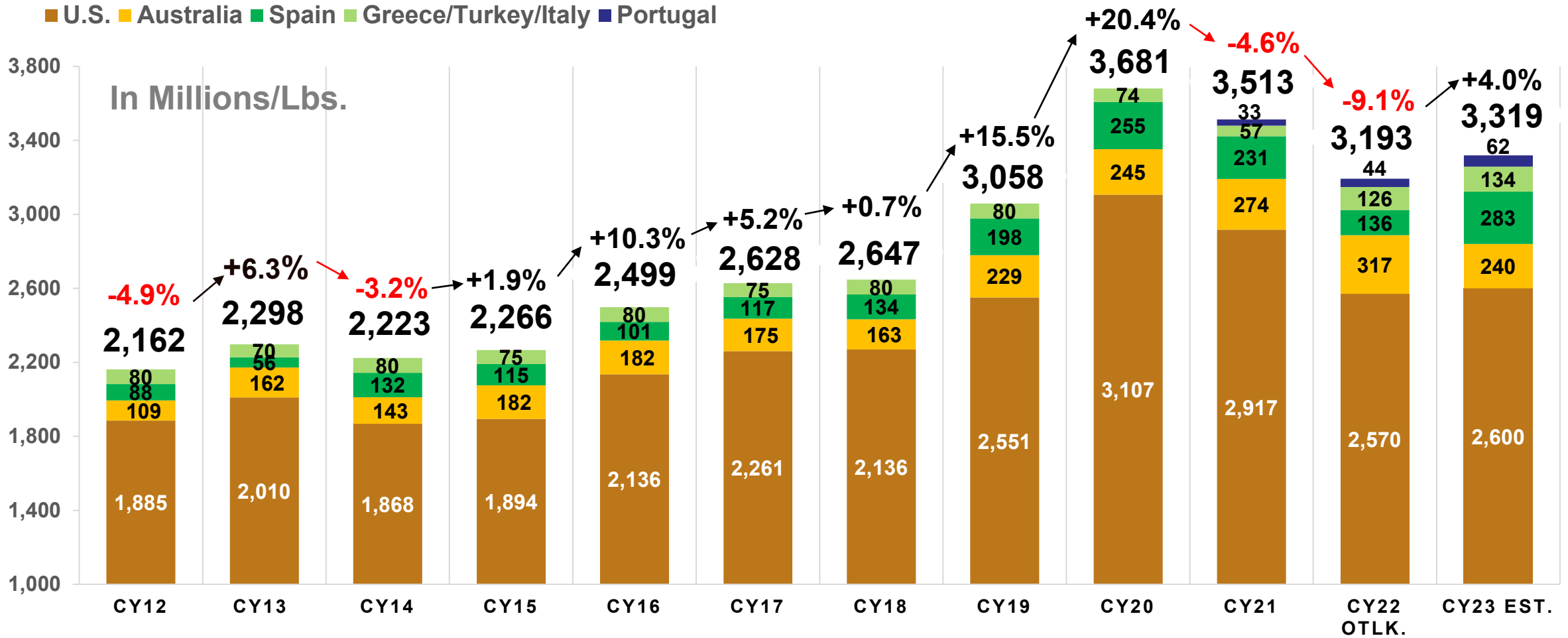


Source: All historical figures come from Almond Board Reports.

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.

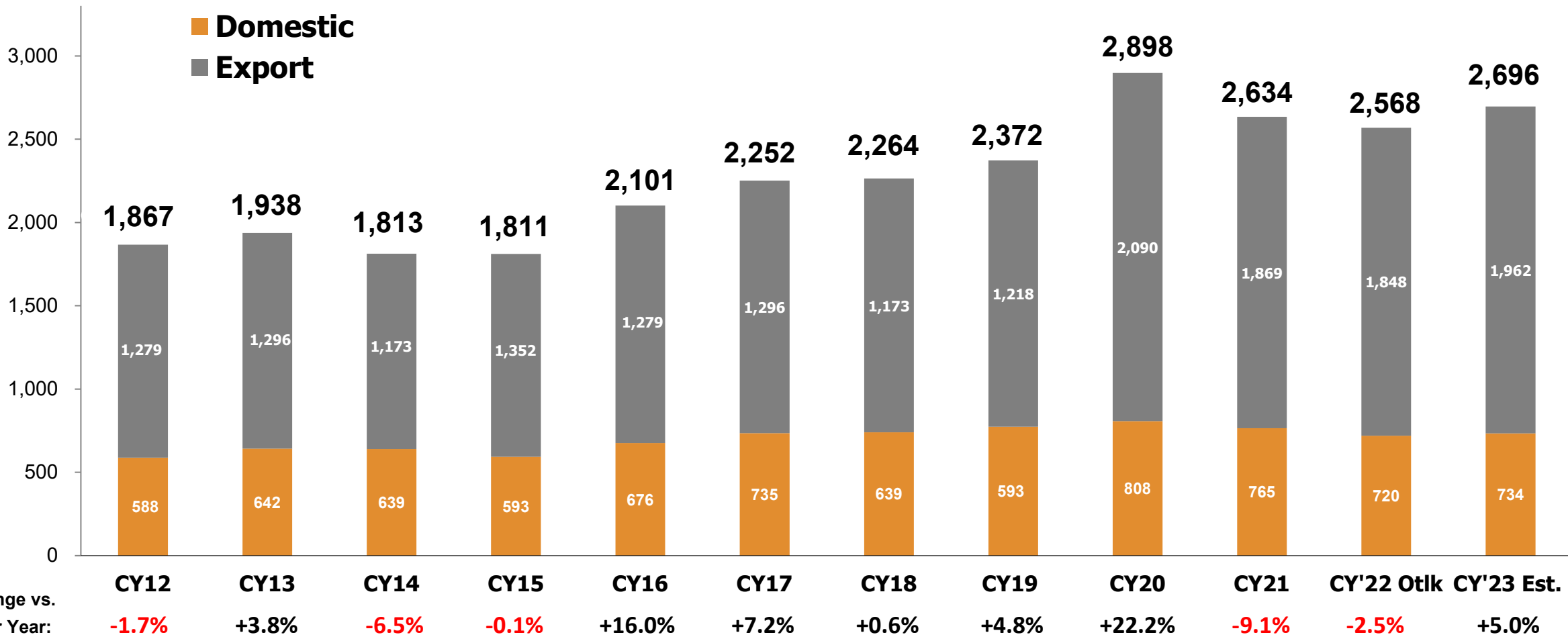
2023 Estimate: Based on NASS Objective Estimate of 2.60 billion less -2.0% In-edible/Loss and a carry-in of 787 million as of 7-14-23

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 Objective Estimate released on 7/12/23. 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 787-million-pound carry-out into CY'23.
 2023 Estimated shipments will result in a 639-million-pound carry-out into CY'24.