
Wonderful®
ALMONDS
Almond Industry Update
As of 3-14-2024

CY 2023 Year to Date Demand Highlights

as of 3/12/24 - 7th month of the Crop Year

		Shipments: February	Shipments: Crop to Date	Committed Not Shipped
Overall:	CY'23	221	1,602	631
	CY'22	246	1,517	785
	Increase: In %	-10.0%	5.6%	-19.6%
	In millions/lbs.	(24.6)	84.5	(154)
Domestic	CY'23	59	420	266
	CY'22	57	421	330
	Increase: In %	2.3%	-0.2%	-19.4%
	In millions/lbs.	1.3	(0.7)	(64)
Export	CY'23	162	1,182	365
	CY'22	188	1,097	454
	Increase: In %	-13.8%	7.8%	-19.7%
	In millions/lbs.	(25.9)	85.2	(90)

Total CY YTD Sales		Domestic	Export	Total
	CY'23	686	1,547	2,233
(Includes Shipments	CY'22	751	1,551	2,302
& Commitments not	Increase: In %	-8.7%	-0.3%	-3.0%
Shipped).	In millions/lbs.	(65)	(4)	(69)

CY 2023 Year to Date Demand Highlights - continued

as of 3/12/24 - 7th month of the Crop Year

California Industry Historical Supply and % Sold by End of February

Crop Year	Committed & Shipped by 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 23	2,233	3,138	71%	2,653	84%	2,338	96%
CY 22	2,302	3,365	68%	2,565	90%	2,527	91%
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%
Avg CY19 - CY22:			70%		88%		85%

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

CY'23 Outlook Carry-out = 485 million

= Ahead of Pace | = on Pace | = off Pace

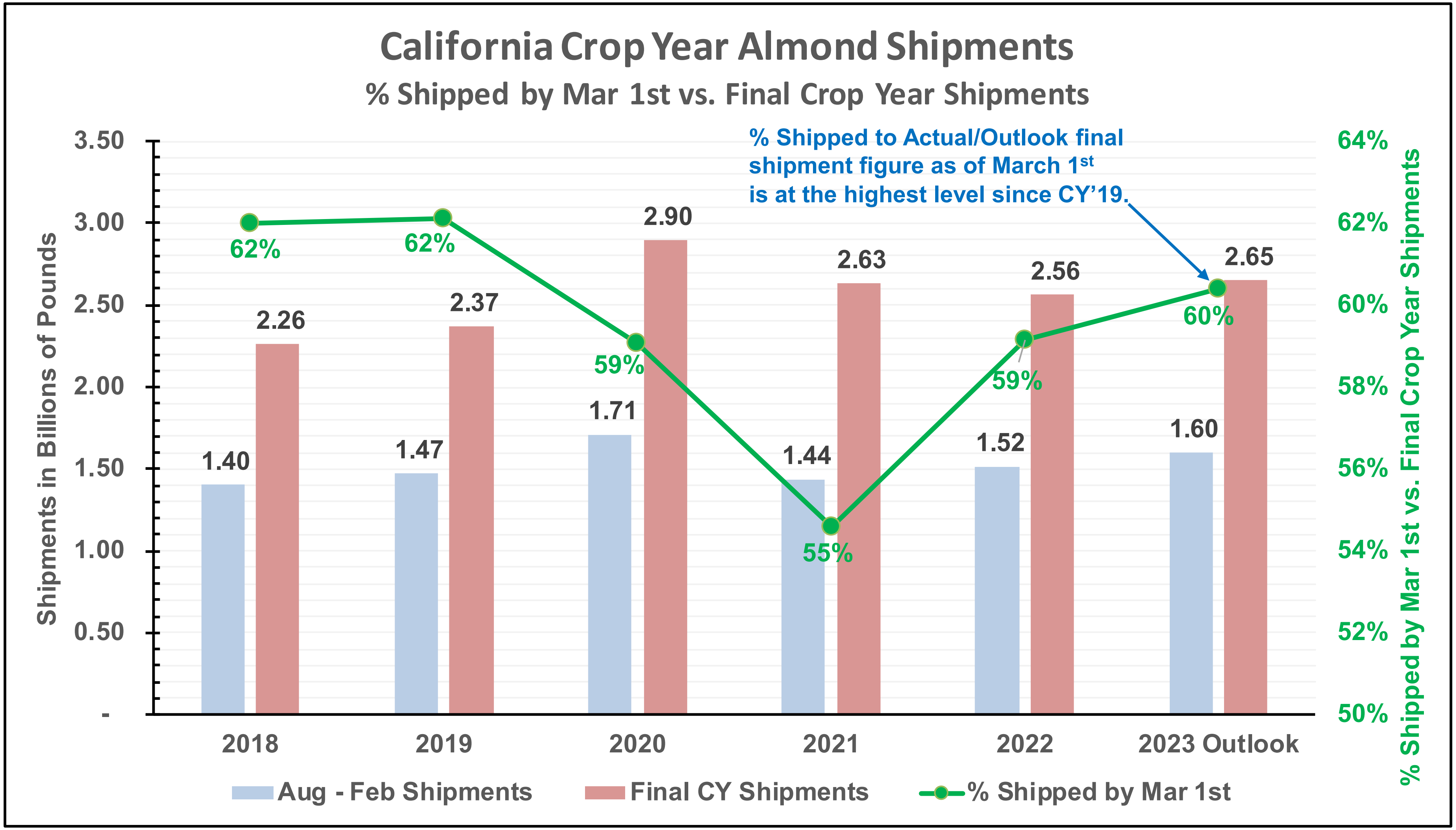
CY 2023 Year to Date Demand Highlights - continued
as of 3/12/24 – 7th month of the Crop Year

		In M/lbs.
Total Saleable Supply:		
Full Year 2023 Outlook:	as of 3/12/24	3,138
Full Year 2022 Actual:		3,365
Increase/(Decrease) in Saleable Supply:		(227)
Target Shipment Increase in CY'23 vs. CY'22:		88

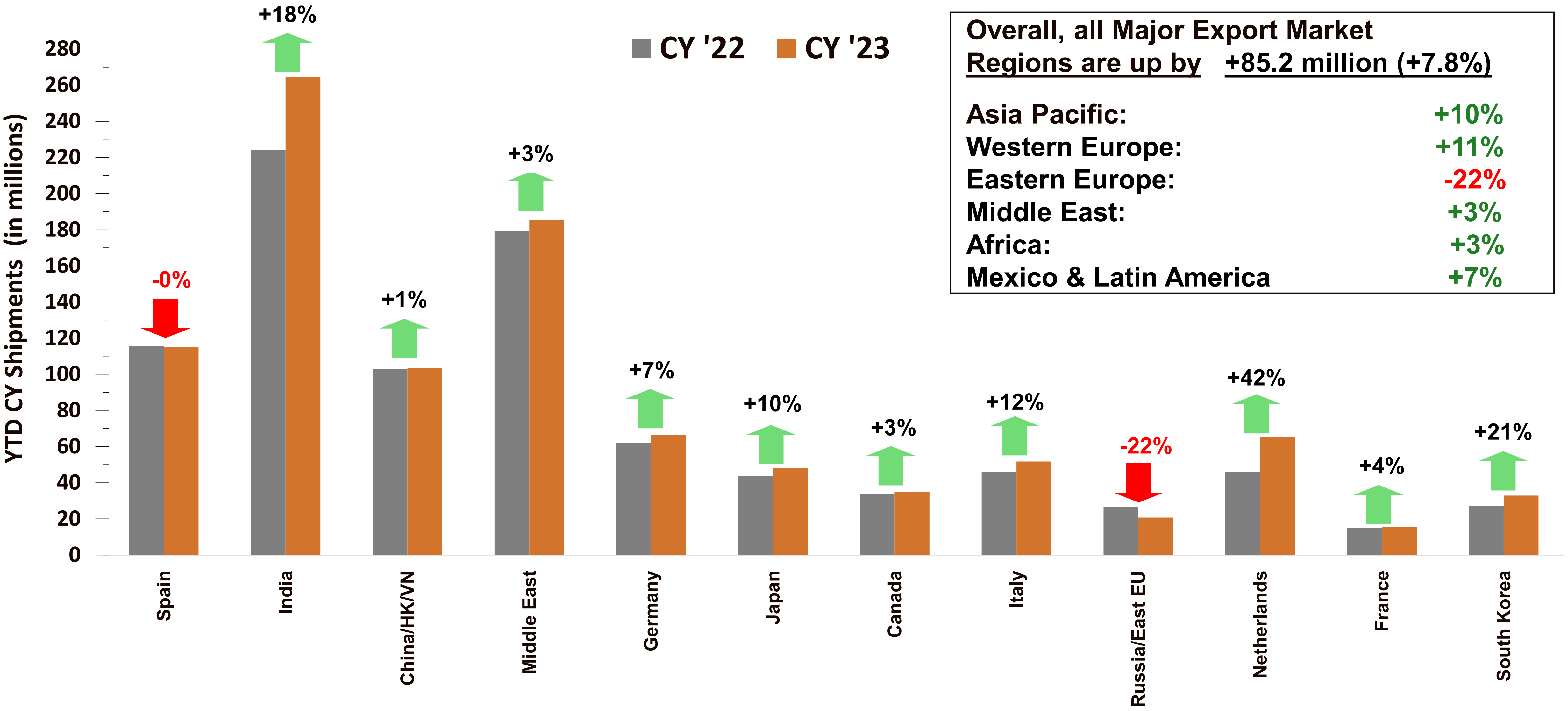
Balance to Ship for the Remainder of the Year

Target Shipments: Mar '24 - July '24:	Total:	1,051
	Per Month:	210
Actual Shipments: Mar '23 - Jul '23:	Total:	1,047
	Per Month:	209
Difference: CY'22 vs. CY'23	Total:	4
Balance of the Year Shipments:	Per Month:	0.8
Variance in %:		0.4%

CY 2023 Year to Date Demand Highlights - continued
as of 3/12/24 – 7th month of the Crop Year



California Almond Export Shipment Demand Comparison CY'22 vs. CY'23 – as of 3/12/24 – 7th month of the Crop Year

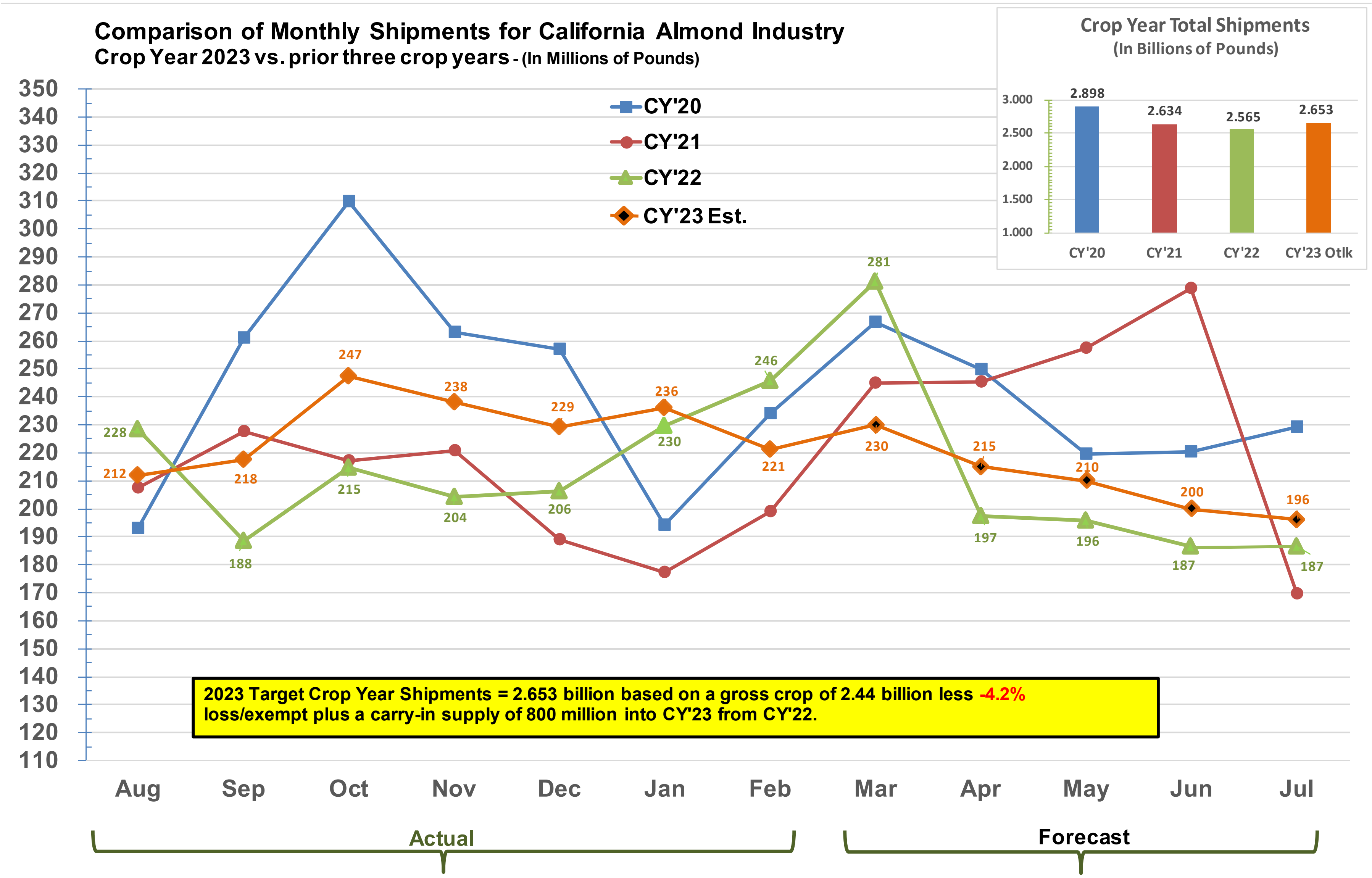


Overall, all Major Export Market Regions are up by +85.2 million (+7.8%)

Asia Pacific:	+10%
Western Europe:	+11%
Eastern Europe:	-22%
Middle East:	+3%
Africa:	+3%
Mexico & Latin America	+7%

Source: ABC Monthly Position Report February 2024

California Almond Industry Monthly Shipments CY'23 Outlook vs. Prior three Crop Years



CY'23 - February 2024 ABC Position Report Summary & Market Status as of 3/12/24

- February 2023 shipments of 221 million were down by -24.6 million pounds (-10.0%) vs. the prior year. Year-to-Date shipments now total 1.602 billion vs. 1.517 billion last year (+84.5 million pounds or +5.6%) as of the end of February. The Total Committed and Shipped figure at the end of February 2024 of 2.233 billion is down by -69 million pounds (-3.0%) vs. the end of February 2023. The Industry's overall sold percentage at the end of February is 71% of the total estimated supply and 96% sold to the estimated 2.338 billion pounds of net crop receipts (2.44 billion pounds gross less 4.2% loss & exempt). CY'23 Commitments not yet shipped of 631 million are down -154 million (-19.6%) than seen at the end of February 2023 and a 50-million-pound improvement vs. last month.

- **Domestic Shipments -** February shipments of 59 million were up by +1.3 million pounds (+2.3%) vs. last year. YTD Shipments of 420 million are down by only -0.7 million (-0.7%) vs. last year. Total Committed and Shipped volume at the end of February of 686 million represents a 65-million-pound decrease vs. last year (-8.7%).

- **Export Shipments** - February shipments of 162 million were down by -25.9 million pounds (-13.8%) vs. last year. YTD Shipments of 1.182 billion are up +85.2 million (+7.8%) vs. last year. Total Committed and Shipped volume at the end of February of 1.547 billion represents a 4-million-pound decrease vs. last year (-0.3%).

- **New Sales -** New Sales for the month of February were 214.6 million pounds (up +24.3 million pounds or +12.8% vs. last year). We expect new sales over the next 3-month period to be higher than last year (200 million per month or higher) vs. the historically low average seen last year of 124 million per month for the March through May period.

- **General Market Activity –** Buying interest/activity during the second half of February through March 12th were seasonally strong across most markets (India & China being the exceptions). We anticipate the remaining months of the crop year will continue the year-to-date pattern of strong and steady new sales that we have seen throughout this crop year vs. the spikes and valleys of buying activity seen during the 2022/23 crop year.

2023 California Almond Crop Size Outlook - as of 3/12/24

As of the end of February, USDA crop receipts are 2.424 billion vs. 2.526 billion last year (102 million less or down -4.0%). Last year, an additional 39 million pounds were reported to the USDA between March and July.

This year, we see that figure (balance left to report) ending up closer to 20 to 30 million pounds based on what we know is left to be reported. If we are correct, that would put the final crop in the range of 2.44 – 2.45 billion pounds vs. the final 2022 USDA crop receipts of 2.571 billion pounds (down approximately -5% or 130 million pounds less). These figures are of course a comparison of the gross crop size. With the high in-edibles that came with this 2023/24 crop (4.2% vs. 2.12% last year), the net edible sellable supply from the 2023/24 crop along with the smaller carry-in will end up being down close to 227 million less than last year (-6.7%).

California Almond Crop Crop Receipt and Inedible Analysis - CY16 - CY23YTD

Based on USDA Receipt Data from the ABC Position Reports - February

	Nonpareil Crop				Total Crop				Nonpareil		Total Crop	
		Inedibles				Inedibles						
Crop Year	End of Feb Receipts	YTD Thru February	July Y/E	Change In %	End of Feb Receipts	YTD Thru February	July Y/E	Change In %	July Y/E Receipts	YTD Feb % Received	July Y/E Receipts	YTD Feb % Received
2016	815	1.27%	1.25%	**-0.02%**	2,129	1.22%	1.22%	**0.00%**	814	**100.2%**	2,131	**99.9%**
2017	912	2.28%	2.31%	**0.03%**	2,239	2.40%	2.42%	**0.02%**	922	**98.9%**	2,264	**98.9%**
2018	894	1.89%	1.91%	**0.02%**	2,267	1.72%	1.73%	**0.01%**	891	**100.4%**	2,268	**100.0%**
2019	1,046	1.56%	1.56%	**0.00%**	2,539	1.64%	1.65%	**0.01%**	1,049	**99.7%**	2,550	**99.6%**
2020	1,290	1.36%	1.36%	**0.00%**	3,095	1.40%	1.41%	**0.01%**	1,296	**99.5%**	3,115	**99.4%**
2021	1,122	2.01%	2.01%	**0.00%**	2,891	1.96%	1.96%	**0.00%**	1,132	**99.1%**	2,919	**99.0%**
2022	984	2.03%	2.04%	**0.01%**	2,526	2.11%	2.12%	**0.01%**	997	**98.7%**	2,571	**98.2%**
2023	**933**	**4.73%**			**2,424**	**4.22%**			**950**	**98.2%**	**2,440**	**99.3%**

= Average Inedibles got better by Year End

= Average Inedibles got worse by Year End

Outlook = Current Outlook for 2023 Crop as of 3/12/24

Analysis of CY'23 USDA Inedible % by County
ABC Postion Report - All Varieties - Through February

County	Kernel Lbs	Inedible Lbs	% of Inedible	Total USDA Receipts	Receipts >5%	% of Receipts >5%
Alameda	1,198,258	17,932	1.50%	26	5	19.23%
BUTTE	46,321,098	1,061,559	2.29%	4,162	352	8.46%
CALAVERAS	876,746	27,867	3.18%	12	1	8.33%
COLUSA	123,245,123	6,739,393	5.47%	5,892	2,530	42.94%
CONTRA COSTA	1,677,443	14,374	0.86%	64	-	0.00%
DEL NORTE	108,616	6,555	6.04%	7	4	57.14%
EL DORADO	81,720	3,684	4.51%	4	2	50.00%
FRESNO	455,628,936	24,870,811	5.46%	19,644	7,909	40.26%
GLENN	81,077,677	2,501,920	3.09%	4,764	700	14.69%
HUMBOLDT	74,151	4,106	5.54%	10	6	60.00%
Inyo	140,101	4,837	3.45%	5	2	40.00%
Kern	402,022,609	18,946,656	4.71%	13,230	4,983	37.66%
Kings	65,792,477	3,651,229	5.55%	2,182	1,033	47.34%
Madera	239,863,499	11,435,038	4.77%	10,502	3,871	36.86%
Mariposa	46,422	7,666	16.51%	4	1	25.00%
Mendocino	32,618	2,556	7.84%	4	2	50.00%
Merced	232,009,831	9,158,644	3.95%	10,135	2,801	27.64%
Modoc	44,698	2,443	5.47%	2	1	50.00%
MONO	15,680	223	1.42%	1	-	0.00%
Monterey	408,127	19,240	4.71%	18	7	38.89%
Napa	140,449	9,415	6.70%	5	3	60.00%
Orange	22,002	718	3.26%	1	-	0.00%
Placer	2,328,276	36,990	1.59%	126	13	10.32%
Riverside	19,824	1,384	6.98%	3	2	66.67%
Sacramento	6,144,877	104,224	1.70%	246	26	10.57%
San Benito	123,990	4,475	3.61%	1	-	0.00%
San Francisco	10,872	304	2.80%	1	-	0.00%
San Joaquin	155,982,480	3,382,946	2.17%	8,097	803	9.92%
Sierra	2,191	53	2.42%	1	-	0.00%
Solano	29,315,886	728,492	2.48%	1,472	164	11.14%
Sonoma	25,174	847	3.36%	3	-	0.00%
Stanislaus	328,094,466	9,766,487	2.98%	16,118	2,826	17.53%
Sutter	20,360,531	550,905	2.71%	1,410	232	16.45%
Tehama	26,657,229	497,508	1.87%	1,737	126	7.25%
TULARE	137,358,751	6,814,171	4.96%	4,949	1,783	36.03%
TUOLUMNE	75,219	860	1.14%	4	-	0.00%
YOLO	62,223,529	1,888,396	3.03%	2,842	530	18.65%
YUBA	4,416,725	116,086	2.63%	301	48	15.95%
Grand Total	**2,423,968,301**	**102,380,994**	**4.22%**	**107,985**	**30,766**	**28.49%**

= High Percentage of Receipts greater then 25% inedible

Counties with greater then 5% insect damage reported to date

Summary by Region
2023 Edible vs. Inedible - February Report

Region	Total Crop	Inedible	% Inedibles
Northern	402,460,119	14,245,717	3.54%
Central	960,399,492	33,840,996	3.52%
Southern	1,061,108,690	54,294,281	5.12%
Grand Total	2,423,968,301	102,380,994	4.22%

Count of Total Receipts vs Receipts Greater Than 5% Ttl In-Edible

Month	TTL Rec	>5%	As a %
August	4,353	1,246	28.62%
September	30,222	7,847	25.96%
October	32,850	8,934	27.20%
November	23,197	6,757	29.13%
December	12,461	4,209	33.78%
January	3,925	1,343	34.22%
February	977	430	44.01%
March			
April			
May			
June			
July			
Grand Total	107,985	30,766	28.49%

California Almond Industry

Crop Year 2024 Bloom & Crop Size Outlook - as of 3/12/24

As of this writing, the 2024 California almond bloom has finished in all regions. In the Central and Northern regions, some of the late blooming varieties (hardshell varieties) still have trees holding onto a small portion of their flowers (noticeably in younger orchards). However, these flowers still on the tree are likely non-viable for pollination. In the Southern region, bloom progress did not really get going until the 17th of February but progressed extremely fast from that point forward. In the Southern region, most Nonpareil and soft-shell pollinators went from only a few scattered flowers on the 16th of February to almost full bloom and strong petal fall by the 20th of February. By March 4th, most of the acreage of these varieties had 20% or less of their bloom remaining and the trees had already started pushing leaves. We can associate this very fast progression through bloom to the much warmer conditions the Southern region experienced vs. the prior year. Last year, the main issue that negatively affected pollination were that the daily high, low and average temperatures were no conducive to bee activity. Rain was also a factor, but not to the same extent as the cold temperatures. This year, the high, low, and average temperatures through the bloom period were 7 to 8 degrees warmer than seen during the 2023 bloom for the Southern region and 5-6 degrees warmer in the Central and Northern regions. As long as it was not raining or too windy, bees were out doing their pollination activity. Late hard-shell varieties began to move through bloom 5-6 days later than the soft-shell varieties.

In summary, the 2024 bloom and bee activity was good, especially in comparison to last year. However, it was not perfect as was seen in crop year's 2020 and 2021 when strong average yield per acre figures were seen across all regions. There were many days during the 2024 bloom period where the weather was not conducive to bee activity due to rain, high winds, or both. Considering all factors we saw in all regions; we would give the 2024 California Bloom a 7 out of 10 score.

At this point we are expecting a better overall crop than seen the past two years in total volume assuming no freeze over the next 30 days in the growing areas. However, as we discussed in last month's report, we do not expect that the coming 2024 crop will be any larger than 2.85 billion based on two known factors. First, we expect bearing acres to be flat to last year at best and could end up even lower (by 10,000 acres or more) due to the continued high removals we are seeing in all growing regions. In addition, there are a lot of older orchards in all regions that would have been farmed another year had it not been for such high tree loss during the heavy wind event statewide on February 4th. At today's growing cost and low wholesale almond prices, those orchards cannot be economically farmed another year and will be abandoned or removed. The second factor is that we continue to see and hear about a lot of

California Almond Industry

Crop Year 2024 Bloom & Crop Size Outlook - continued

sub-optimal almond farming practices over the past year. Many growers have not been able to afford to pay for "normal" almond growing operations (fertilizers, winter sanitation, bees, pruning, etc.) due to the negative cash flow they have experienced over the past few years. This is one of the reasons why the 2023 crop ended up so much smaller than expected besides poor bloom weather. Going into January 2024, the economics for growers were considerably worse than at the same time the prior year. The continued low almond prices through the 2023 season, higher growing costs, and the low yields experienced in 2023 resulted in major financial losses and very negative cash flows. The recent public bankruptcy notices and the record amount of almond acreage for sale as seen in current agricultural real-estate advertising publications are clear proof of this reality. Growers that have not farmed normally over the past year due to lack of cash flow will not have good crops despite the better bloom conditions vs. last year. Those who were able to farm normally will have better crops than last year. Our guess is about 50% of the acreage received less than adequate inputs over the past year and 50% were farmed normally. This formula does not lead to an optimal or even average statewide yields. We also expect the statewide in-edible % will be high once again in 2024 (at least 3%) due to number of mummies we have seen in the trees at the start of bloom in all regions. The lack of cash-flow for many growers will also inhibit their ability to perform needed pest control this summer.

As you will see on the following page of this report, we continue to use a range of 2.65 to 2.85 billion as the crop size potential for 2024. As mentioned in last month's report, a good average state-wide yield/acre is about 2,200 lbs. (vs. the projected 1,794 lbs./acre in 2023). Our range calculates that the statewide yield/acre average could be as low as 1,950 lbs./acre to as high as 2,100 lbs./acre. This will continue to be our range until we are able to complete our annual statewide almond tour on May 1, 2024. Until then, the next key events for the almond industry concerning the 2024 potential crop size are shown below.

a). Terra Nova Annual Crop Estimate – likely between April 15th & April 25th.
b). Land IQ & NASS Acreage Reports – April 24th
c). NASS Nursery Sales Survey – April 25th
d). Wonderful State Almond Tour – April 29th – May 1st
e). Wonderful State Almond Crop Estimate – will be released between May 3rd & May 7th
f). NASS Subjective Estimate – May 10th
g). NASS Objective Estimate – July 10th

California Almond Industry- Historical Supply & Demand

CY'11 through CY'22 with CY'23 Outlook & CY'24 Estimates - as of 3/12/24

		Crop Year Finals - (Supply & Demand in millions of pounds)											CY 2022	2023	2024 CY Scenarios		
		2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	Final	Outlook 2.44 B	High Estimate 2.85 B	Mid-Point Estimate 2.75 B	Low Estimate 2.65 B
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	1,360	1,360	1,360	1,360
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	1,915	1,794	2,096	2,022	1,949
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%	-6.3%	16.8%	12.7%	8.6%
	In Lbs./Acre:	358	(238)	76	(210)	(43)	222	9	(99)	74	416	(271)	(316)	(120)	301	228	154
Supply																	
Carry-in Supply		254	335	317	350	376	412	398	357	315	450	608	837	800	485	485	485
New Crop		2,020	1,885	2,010	1,868	1,894	2,136	2,261	2,270	2,551	3,107	2,922	2,571	2,440	2,850	2,750	2,650
Increase/(Decrease) vs. PY	In %:	24%	-7%	7%	-7%	1%	13%	6%	0%	12%	22%	-6.0%	-12%	-5%	17%	13%	9%
	In Lbs:	392	(135)	125	(142)	26	242	125	9	282	556	(185)	(351)	(131)	410	310	210
Less: Exempt		40	37	39	29	47	49	51	48	44	51	58	44	102	86	83	80
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	2,527	2,338	2,765	2,668	2,571
Total Supply		2,233	2,183	2,287	2,189	2,223	2,499	2,609	2,579	2,822	3,506	3,471	3,364	3,137	3,249	3,152	3,055
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%	-3.1%	-6.7%	3.6%	0.5%	-2.6%
	In Lbs.:	312	(51)	105	(99)	35	276	110	(30)	244	684	(35)	(107)	(227)	112	15	(82)
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	2,565	2,653	2,759	2,706	2,599
Avg. Monthly Shipments:		158	156	161	151	151	175	188	189	198	242	220	214	221	230	225	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%	-2.6%	3.4%	4.0%	2.0%	-2.0%
	In Lbs.:	231	(32)	71	(125)	(1)	290	150	13	108	526	(264)	(69)	88	106	53	(53)
Carry-out in M/Lbs.		335	317	350	376	412	398	357	315	450	608	837	800	485	491	447	456
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%	31.2%	18.3%	17.8%	16.5%	17.5%
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%	23.8%	15.4%	15.1%	14.2%	14.9%

= Record Increase in shipments in both Lbs. and %. Prior record was in 2007 (+18.3%)

= Lowest % since 2006 Crop Year.

= Current Outlook for 2023 as of 3/12/24 (in edibles @ 4.2%)

= Final as of 9/12/23

= 2024 High Est. @ 3% In edibles

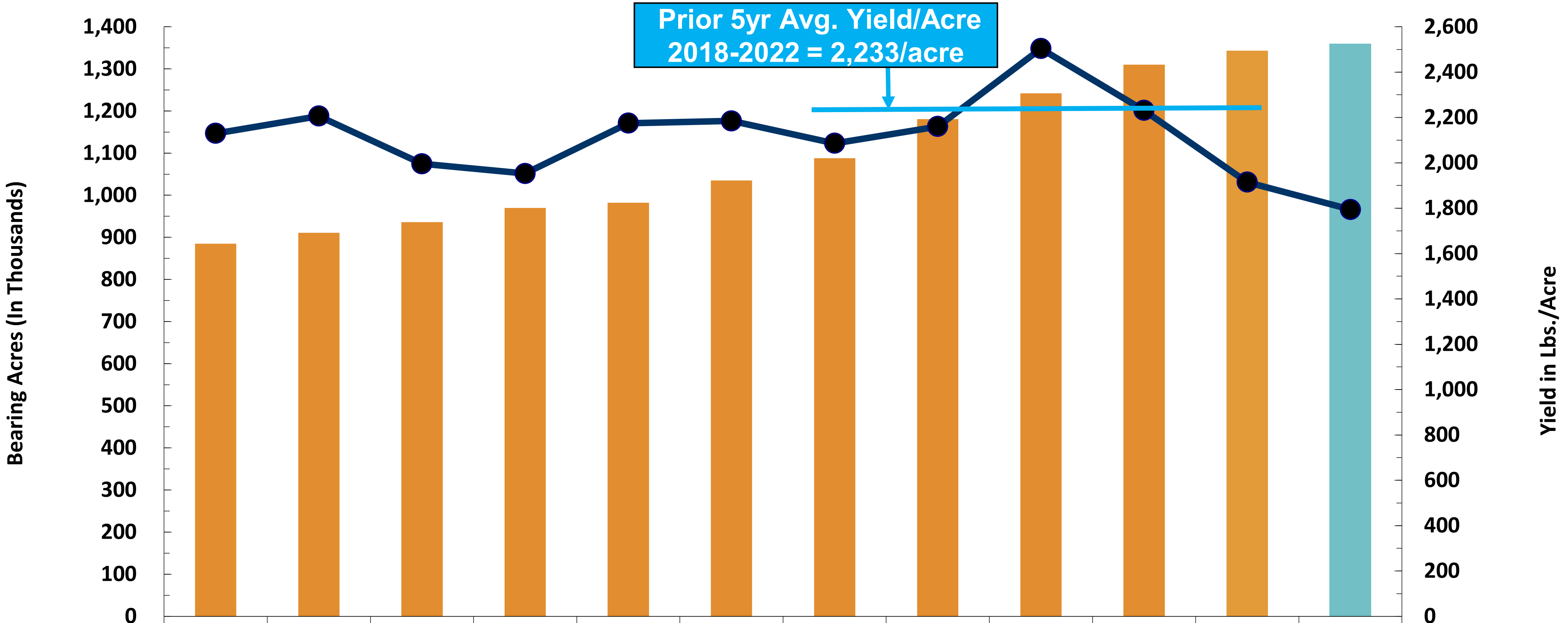
= 2024 Mid-Point Est. @ 3% In edibles

= 2024 Low Est. @ 3% In edibles

2024 Scenario Assumptions

All scenarios assume continued sub-standard farming farming practices for many growers due to continued poor growing economics (lack of cash flow for inputs). As a result, less than optimal yields are expected even if bloom conditions were perfect (which they were not).

California Bearing Acreage & Yield/Acre - Almonds



	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023 Otlk
Bearing Acres	885	911	936	970	982	1,035	1,088	1,181	1,242	1,310	1,343	1,360
Yield/Acre	2,130	2,206	1,996	1,953	2,175	2,185	2,086	2,160	2,504	2,231	1,915	1,794

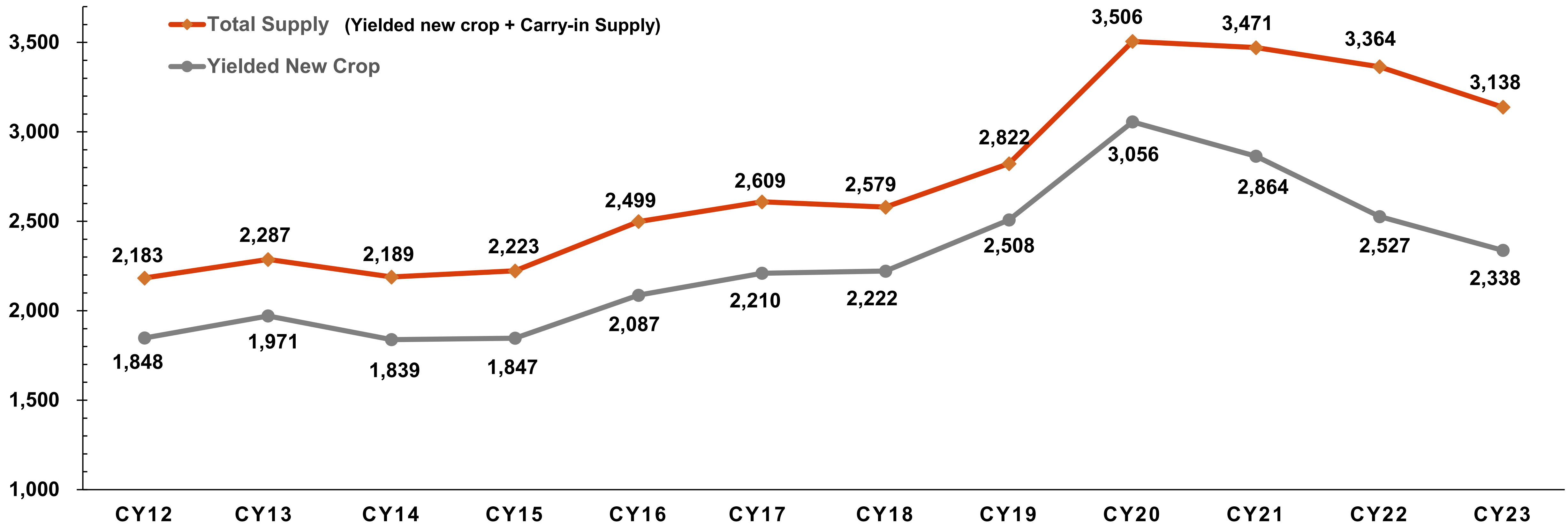
Crop Year

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

2022 Final = 2.571 B Lbs. from 1.343 MM Bearing acres
2023 Outlook as of 3/12/24 = 2.44 B Lbs. & 1.360 M/Bearing Acres

California Almond Industry Saleable Supply

(In millions of pounds)



Change in Total Supply vs. Prior Year

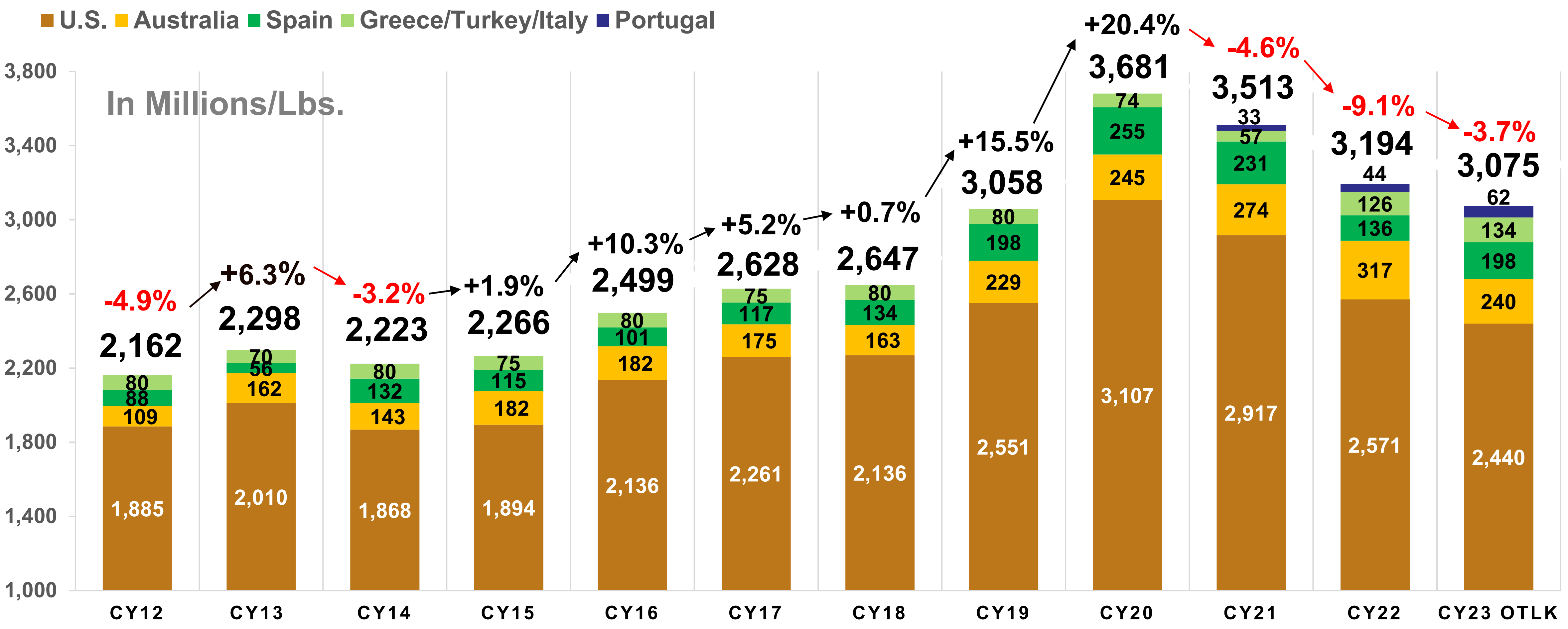
CY12	CY13	CY14	CY15	CY16	CY17	CY18	CY19	CY20	CY21	CY22	CY23 OTLK
-2.3%	+4.8%	-4.3%	+1.6%	+12.4%	+4.4%	-1.1%	+9.4%	+24.2%	-1.0%	-3.1%	-6.7%

Source: All historical figures come from Almond Board Reports.

2022 Final: Based on Gross Crop Size of 2.571 billion less -1.67% In-edible/Loss and a carry-in supply of 837 million from CY'21.

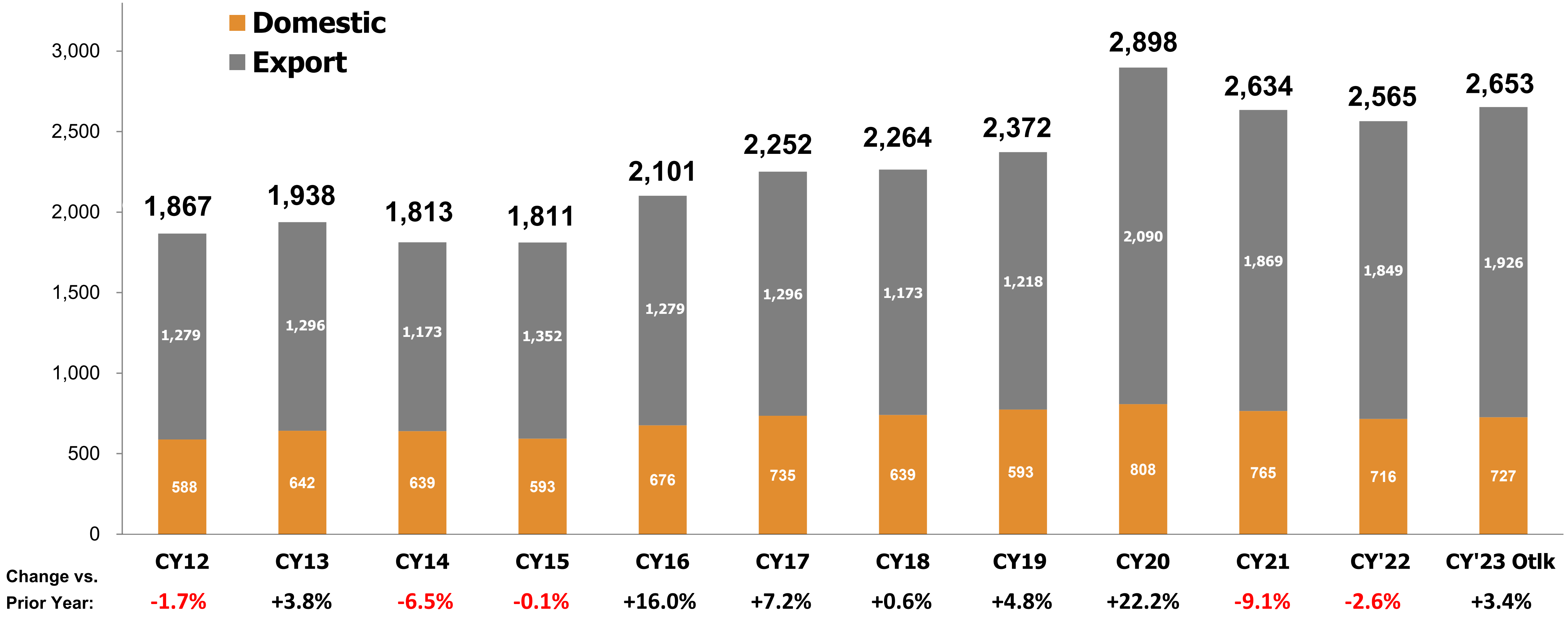
2023 Outlook: 2.44 billion less -4.2% In-edible/Loss and a carry-in of 800 million as of 3-12-24

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 current outlook as of 3/12/24. Spain CY23 figure revised to 90,000 MT in September 2023 as extreme drought through the summer of 2023 had a negative impact on their crop (original estimate was 128,500 MT in May of 2023

California Almond Industry Shipments – Domestic vs. Export



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

Source: ABC Monthly Reports

2022 Final shipments resulted in a 800-million-pound carry-out into CY'23.
2023 Estimated shipments will result in a 485-million-pound carry-out into CY'24.