

April 2020 Almond Position Report

April 2020 shipments were 181.19 million pounds. This is +2.4% compared to April 2019 shipments of 177.01 million pounds.

2019 Almond Supply

Carry-in from the 2018 crop:	318 million pounds
2019 crop size:	2.534 billion pounds
Less 2% loss / exempt:	51 million pounds
Less shipments to date:	1.863 billion pounds
Less commitments:	499 million pounds
Remaining unsold supply:	439 million pounds

Receipts, Shipments & Inventory v. 2018 Season

Receipts:	+11.85%
Total supply v. 2018 season:	+8.62%
Shipments v. 2018 season:	+5.50%
Uncommitted inventory:	+15.69%

Receipts & Shipments

2019 crop receipts are 2.534 billion pounds, which is +11.85% compared to 2018 crop receipts of 2.266 billion pounds. April shipments of 181.19 million pounds are a new record, surpassing the previous record of 177.01 million pounds set in April 2019.

Commitments (Almonds that are sold, but not yet shipped)

Domestic commitments of 256 million pounds are +22.77% and Export commitments of 243 million pounds are +8.07% compared to April 2019. Total commitments of 499 million pounds are +15.14% compared to last year. New sales for the month of April were about 125 million pounds.

Domestic Shipments

Domestic shipments were +14.8% at 77.70 million pounds. This is a new record, surpassing the previous record of 73.30 million pounds set in April 2018 and bettering April 2019 shipments by about 10 million pounds. New domestic sales for the month of April were about 38 million pounds.

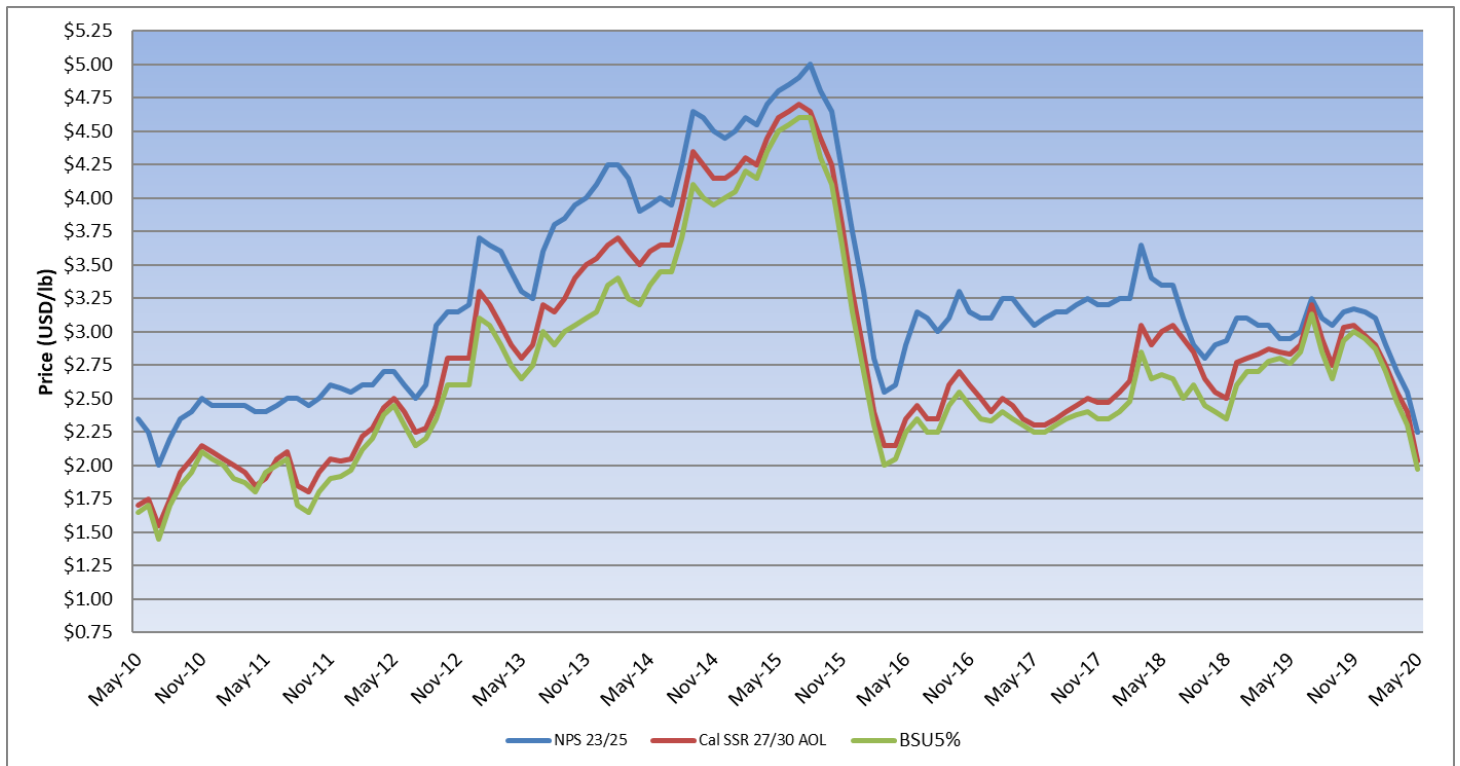
Export Shipments

Export shipments were -5.3% at 103.50 million pounds. This is about 6 million pounds less than April 2019 and about 13 million pounds less than the record set in April 2016. New export sales for the month of April were about 87 million pounds.

Regional Shipments

	<u>Aug 2019 - Apr 2020</u>		<u>Aug 2018 - Apr 2019</u>		<u>% Change</u>
	<u>Shelled</u>	<u>Inshell</u>	<u>Shelled</u>	<u>Inshell</u>	
<u>EUROPE</u>					
France	24,788,944	0	23,224,371	17,474	7%
Germany	101,735,724	122,400	85,262,134	67,597	19%
Italy	55,707,923	1,746,391	49,203,316	1,511,089	13%
Netherlands	59,513,907	16,958	54,232,642		10%
Spain	151,954,762	1,283,603	149,396,262	1,239,142	2%
U.K.	27,663,302	0	26,172,432	0	6%
<u>MIDDLE EAST</u>					
Jordan	8,203,350	515,162	9,231,050	407,298	-10%
Saudi Arabia	21,082,391	537,455	17,759,400	427,047	19%
Turkey	35,217,758	17,340,411	17,680,074	13,586,365	68%
UAE	68,525,238	8,225,185	54,396,641	6,295,584	26%
<u>ASIA</u>					
China/HK	37,554,958	48,023,782	54,366,100	52,303,033	-20%
Japan	69,593,779	172,622	61,552,128	235,664	13%
South Korea	42,343,027	0	46,838,125	0	-10%
Thailand	5,097,740	1,079,434	4,562,626	461,803	23%
India	2,158,624	194,108,467	3,571,039	180,213,014	7%

Historical Pricing



Conclusion

April 2020 shipments were a new record, surpassing the previous record by 4 million pounds set in April 2019. New Sales for the month of April were about 125 million pounds compared to 146 million pounds last year. Domestic shipments were a new record for the fifth consecutive month, while export shipments trailed last April by about 6 million pounds. Total commitments are up 15.14%, with domestic commitments up 22.77% and export commitments up 8.07%. Total uncommitted inventory is currently 60 million pounds higher than last season at this time. Receipts during the month of April increased by about 550 thousand pounds and remain at just under 2.54 billion pounds. Based on a final crop size of 2.54 billion pounds, California is currently 85% sold (shipments + commitments), which is the same percentage sold at this time last season.

Shortly after the March shipment report last month, TNT released their estimate for the 2020 crop at 2.96 billion pounds. As a result, prices in California decreased by an additional \$0.25/lb from previously traded levels. With prices now trading at some of the lowest levels seen in the past 10 years, many buyers have returned to the market and have booked good quantities of both current and new crop in recent weeks. With this increase in demand, we were able to see some stability in pricing and in some cases, some slight firmness i.e. BSU5%. Just prior to today's report, BSU5% was traded on both current and new crop at \$2.00/lb FAS. Cal/Butte/Padre SSR 27/30 AOL has been trading in the range of \$2.05-2.10/lb FAS. Trades for NPX 23/25 AOL have been reported around \$2.30/lb FAS.

In addition to the April shipment report, the NASS Subjective Estimate was released today at 3.00 billion pounds. This is an increase in production of about 18% compared to the 2019 crop. The average yield for the 2020 crop is forecast at 2,380 pounds per acre based on 1.26 million bearing acres. This is up about 10% from the 2019 yield of 2,160 pounds per acre on 1.18 million bearing acres. The Subjective Estimate is based on a telephone survey of 500 growers conducted between April 20th and May 6th. Last season, the Subjective estimate underestimated the crop by a little over 1%. In the past 10 seasons, the Subjective Estimate has been off by an average of 4% compared to the final crop size. The industry now has two very similar 2020 crop estimates to assist in marketing the balance of the 2019 crop, as well as the upcoming 2020 crop. The Objective Estimate will be released on July 7th.

As always, our teams in China, Dubai, India and California are at your service.

Best Regards,
DERCO FOODS