

AMERICAN PECAN COUNCIL

Shipments and Inventory on Hand

March 31, 2021

| U.S. PECANS RECEIVED | | | | | | |
|-------------------------------------|--------------------|--------------------|----------------------------|---------------------------|---------------------------|-----------------------|
| | <u>3/31/2021</u> | <u>3/31/2020</u> | <u>% of Change of Year</u> | <u>9/1/2020-3/31/2021</u> | <u>9/1/2019-3/31/2020</u> | <u>% of Change of</u> |
| Pecans Received: | | | | | | |
| Improved | 24,577,435 | 15,348,252 | 60% | 234,670,952 | 159,962,078 | 47% |
| Native/Seedling | 1,415,482 | 2,323,582 | -39% | 19,314,696 | 28,032,075 | -31% |
| Substandard | 2,415,319 | 3,220,376 | -25% | 26,803,186 | 18,000,809 | 49% |
| Total | <u>28,408,236</u> | <u>20,892,210</u> | <u>36%</u> | <u>280,788,834</u> | <u>205,994,962</u> | <u>36%</u> |
| | <u>3/31/2021</u> | <u>3/31/2020</u> | <u>% of Change of Year</u> | <u>9/1/2020-3/31/2021</u> | <u>9/1/2019-3/31/2020</u> | <u>% of Change of</u> |
| Shipments: | | | | | | |
| Shelled Meats | | | | | | |
| Retail/Grocery/Export | 17,221,896 | 12,330,584 | 40% | 111,601,395 | 95,367,685 | 17% |
| Inter-handler Transfers Shipped | 98,045 | 32,793 | 199% | 1,193,968 | 708,186 | 69% |
| Inter-handler Transfers Received | (1,372,000) | (791,104) | -73% | (11,484,118) | (7,897,795) | -45% |
| Total Shelled Meats | <u>15,947,941</u> | <u>11,572,273</u> | <u>38%</u> | <u>101,311,245</u> | <u>88,178,075</u> | <u>15%</u> |
| Inshell | | | | | | |
| Retail/Grocery/Export | 9,502,423 | 9,221,557 | 3% | 90,498,884 | 51,848,557 | 75% |
| Inter-handler Transfers Shipped | 6,775,411 | 2,206,476 | 207% | 130,097,998 | 38,489,091 | 238% |
| Inter-handler Transfers Received | (10,000,027) | (14,818,812) | 33% | (120,740,443) | (164,830,750) | 27% |
| Total Inshell Meats | <u>6,277,807</u> | <u>(3,390,779)</u> | <u>285%</u> | <u>99,856,439</u> | <u>(74,493,102)</u> | <u>234%</u> |
| Total Shipments (Inshell Basis) | <u>38,173,689</u> | <u>19,753,766</u> | <u>93%</u> | <u>302,478,929</u> | <u>101,863,049</u> | <u>197%</u> |
| | <u>3/31/2021</u> | <u>3/31/2020</u> | <u>% of Change of Year</u> | | | |
| Total Pecans in Inventory: | | | | | | |
| Shelled Meats | 50,552,938 | 53,060,265 | -5% | | | |
| Inshell | 174,930,460 | 181,009,160 | -3% | | | |
| Total (Inshell Basis) | <u>276,036,336</u> | <u>287,129,690</u> | <u>-4%</u> | | | |
| Commitments to Ship: | | | | | | |
| Meats: | | | | | | |
| Domestic-Shelled Meats | 91,484,964 | 96,363,514 | -5% | | | |
| Export-Shelled Meats | 23,983,004 | 11,956,030 | 101% | | | |
| Total Meats | <u>115,467,968</u> | <u>108,319,544</u> | <u>7%</u> | | | |
| Inshell: | | | | | | |
| Domestic-Inshell | 12,794,995 | 3,764,520 | 240% | | | |
| Export-Inshell | 4,393,376 | 8,064,600 | -46% | | | |
| Total Inshell | <u>17,188,371</u> | <u>11,829,120</u> | <u>45%</u> | | | |
| Less: Contracts to Purchase: | | | | | | |
| Shelled Meats | (1,376,880) | (897,300) | -53% | | | |
| Inshell | -0- | (7,034,834) | 100% | | | |
| Total Commitments (Inshell Basis) | <u>245,370,547</u> | <u>219,638,774</u> | <u>12%</u> | | | |
| Net Open Position | <u>30,665,789</u> | <u>67,490,916</u> | <u>-55%</u> | | | |

Data is accurate as of November 2020. Any amendments shall be made the following month.

AMERICAN PECAN COUNCIL

Mexico Exports and Foreign Purchases

March 31, 2021

INSHELL PECANS EXPORTED TO MEXICO FOR SHELLING AND RETURNED TO U.S. AS SHELLED MEATS

| | <u>3/31/2021</u> | <u>3/31/2020</u> | <u>9/1/2020-3/31/2021</u> | <u>9/1/2019-3/31/2020</u> | <u>% of Change of Year to Date</u> |
|--|------------------|------------------|---------------------------|---------------------------|------------------------------------|
| Inshell Exported for Shelling: | | | | | |
| Mexico | 990,875 | 2,992,115 | 3,624,524 | 8,060,313 | -55% |
| Total Inshell Exported for Shelling | | | | | |
| Shelled Meats - Produced in U.S. Inshell Returned to U.S.: | | | | | |
| Mexico | 525,996 | 1,531,180 | 4,308,895 | 3,708,864 | 16% |
| <u>PECANS PURCHASED OUTSIDE THE U.S. BY U.S. HANDLERS</u> | | | | | |
| | <u>3/31/2021</u> | <u>3/31/2020</u> | <u>9/1/2020-3/31/2021</u> | <u>9/1/2019-3/31/2020</u> | <u>% of Change of Year</u> |
| Shelled Meats: | | | | | |
| Country of Origin: | | | | | |
| Australia | 171,231 | -0- | 248,611 | - | |
| Mexico | 645,580 | 505,118 | 5,898,723 | 8,640,206 | -32% |
| Total Shelled Meats | 816,811 | 505,118 | 6,147,334 | 8,640,206 | -32% |
| Inshell: | | | | | |
| Country of Origin: | | | | | |
| Argentina | -0- | -0- | 2,614,677 | 47,641 | 5388% |
| Mexico | 5,642,934 | 2,510,324 | 23,129,723 | 55,527,016 | -58% |
| Total Inshell | 5,642,934 | 2,510,324 | 25,744,400 | 55,574,657 | -54% |
| Total (Inshell Basis) | | | | | |
| Argentina | -0- | -0- | 2,614,677 | 47,641 | 5388% |
| Australia | 342,462 | -0- | 497,222 | - | |
| Mexico | 6,934,094 | 3,520,560 | 34,927,169 | 72,807,428 | -52% |
| Total (Inshell Basis) | 7,276,556 | 3,520,560 | 38,039,068 | 72,855,069 | -48% |

Shelled Meats are converted to inshell using a yield of 50% (multiplying the shelled meats by "2"). The form automatically makes this calculation.

AMERICAN PECAN COUNCIL

Mexico Exports and Foreign Purchases

March 31, 2021



Shelled Meats are converted to inshell using a yield of 50% (multiplying the shelled meats by "2"). The form automatically makes this calculation.

AMERICAN PECAN COUNCIL TM

Destination Report

March 31, 2021

| World Region | Destination | Shelled | | Inshell | | Sub-Standard | | Total (Inshell Basis) | | | |
|---------------|---------------------|----------------|------------------|------------------|-------------------|--------------|------------------|-----------------------|------------------|-------------------|-------------------|
| | | 3/31/2021 | 9/1/20-3/31/21 | 3/31/2021 | 9/1/20-3/31/21 | 3/31/2021 | 9/1/20-3/31/2021 | 3/31/2021 | 3/31/2020 | 9/1/20-3/31/21 | 9/1/19-3/31/20 |
| Africa | | | | | | | | | | | |
| | Algeria | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | - |
| | Egypt | -0- | 24,000 | -0- | -0- | -0- | -0- | -0- | -0- | 48,000 | 88,440 |
| | Morocco | -0- | -0- | -0- | 45,629 | -0- | -0- | -0- | -0- | 45,629 | - |
| | Total Africa | -0- | 24,000 | -0- | 45,629 | -0- | -0- | -0- | -0- | 93,629 | 88,440 |
| Asia | | | | | | | | | | | |
| | China | 128 | 216,728 | 7,463,119 | 32,356,850 | -0- | -0- | 7,463,375 | 2,395,714 | 32,790,306 | 13,400,202 |
| | Hong Kong | -0- | 11,712 | 98,742 | 442,295 | -0- | -0- | 98,742 | 414,226 | 465,719 | 3,731,698 |
| | India | -0- | 53,760 | -0- | -0- | -0- | -0- | -0- | -0- | 107,520 | 43,440 |
| | Japan | 39,600 | 216,210 | -0- | -0- | -0- | -0- | 79,200 | 45,000 | 432,420 | 561,000 |
| | Kuwait | -0- | 62,040 | -0- | -0- | -0- | -0- | -0- | 125,400 | 124,080 | 209,400 |
| | Malaysia | 12,000 | 42,000 | -0- | -0- | -0- | -0- | 24,000 | -0- | 84,000 | 66,000 |
| | North Korea | 63,300 | 139,200 | -0- | -0- | -0- | -0- | 126,600 | -0- | 278,400 | - |
| | Philippines | -0- | 3,360 | -0- | -0- | -0- | -0- | -0- | -0- | 6,720 | 6,720 |
| | Qatar | -0- | 13,200 | -0- | -0- | -0- | -0- | -0- | -0- | 26,400 | 33,180 |
| | Singapore | -0- | 43,500 | -0- | -0- | -0- | -0- | -0- | 3,000 | 87,000 | 46,440 |
| | South Korea | 342,000 | 1,335,300 | -0- | -0- | -0- | -0- | 684,000 | 93,600 | 2,670,600 | 2,055,000 |
| | Thailand | -0- | 92,400 | -0- | -0- | -0- | -0- | -0- | -0- | 184,800 | 181,400 |
| | Taiwan | 62,400 | 229,306 | -0- | -0- | -0- | -0- | 124,800 | 60,000 | 458,612 | 1,630,376 |
| | Vietnam | 42,000 | 207,000 | -0- | -0- | -0- | -0- | 84,000 | 81,000 | 414,000 | 405,000 |
| | Total Asia | 561,428 | 2,665,716 | 7,561,861 | 32,799,145 | -0- | -0- | 8,684,717 | 3,217,940 | 38,130,577 | 22,369,856 |

Shelled Meats are converted to inshell using a yield of 50% (multiplying the shelled meats by"2"). The form automatically makes this calculation.

AMERICAN PECAN COUNCIL TM

Destination Report

March 31, 2021

| World Region | Shelled | | Inshell | | Sub-Standard | | Total (Inshell Basis) | | | |
|--------------------------|------------------|-------------------|------------|----------------|--------------|------------------|-----------------------|------------------|-------------------|-------------------|
| World Region | Shelled | | Inshell | | Sub-Standard | | Total (Inshell Basis) | | | |
| Destination | 3/31/2021 | 9/1/20-3/31/21 | 3/31/2021 | 9/1/20-3/31/21 | 3/31/2021 | 9/1/20-3/31/2021 | 3/31/2021 | 3/31/2020 | 9/1/20-3/31/21 | 9/1/19-3/31/20 |
| Australia/Oceania | | | | | | | | | | |
| Australia | -0- | 2,100 | -0- | -0- | -0- | -0- | -0- | 44,400 | 4,200 | 88,800 |
| Total Australia | -0- | 2,100 | -0- | -0- | -0- | -0- | -0- | 44,400 | 4,200 | 88,800 |
| Europe | | | | | | | | | | |
| Austria | -0- | 24,000 | -0- | -0- | -0- | -0- | -0- | -0- | 48,000 | 96,000 |
| Belgium | 40,500 | 158,400 | -0- | -0- | -0- | -0- | 81,000 | 129,000 | 316,800 | 363,000 |
| Czech Republic | -0- | 70,410 | -0- | -0- | -0- | -0- | -0- | 55,800 | 140,820 | 82,800 |
| Denmark | 25,200 | 175,620 | -0- | -0- | -0- | -0- | 50,400 | 78,420 | 351,240 | 954,180 |
| France | 163,410 | 991,650 | -0- | -0- | -0- | -0- | 326,820 | 288,720 | 1,983,300 | 2,474,528 |
| Germany | 752,520 | 1,952,700 | -0- | -0- | -0- | -0- | 1,505,040 | 2,182,560 | 3,905,400 | 5,208,960 |
| Greece | 1,200 | 172,200 | -0- | -0- | -0- | -0- | 2,400 | 3,000 | 393,780 | 135,000 |
| Ireland | -0- | 51,690 | -0- | -0- | -0- | -0- | -0- | 28,740 | 103,380 | 99,780 |
| Italy | 40,500 | 205,500 | -0- | -0- | -0- | -0- | 81,000 | 70,440 | 411,000 | 394,440 |
| Latvia | -0- | 22,200 | -0- | -0- | -0- | -0- | -0- | -0- | 44,400 | 29,220 |
| Lithuania | 42,000 | 294,000 | -0- | -0- | -0- | -0- | 84,000 | 84,000 | 588,000 | 514,140 |
| Netherlands | 640,260 | 2,616,240 | -0- | -0- | -0- | -0- | 1,280,520 | 888,480 | 5,232,480 | 4,872,300 |
| Norway | -0- | 22,800 | -0- | -0- | -0- | -0- | -0- | -0- | 45,600 | 117,600 |
| Poland | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | - |
| Portugal | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | - |
| Russia | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | - |
| Slovenia | -0- | 11,100 | -0- | -0- | -0- | -0- | -0- | -0- | 22,200 | 14,400 |
| Spain | 66,300 | 359,730 | -0- | -0- | -0- | -0- | 132,600 | 352,020 | 719,460 | 1,010,160 |
| Sweden | 38,160 | 224,640 | -0- | -0- | -0- | -0- | 76,320 | 58,680 | 449,280 | 335,760 |
| Switzerland | 40,500 | 356,820 | -0- | -0- | -0- | -0- | 81,000 | 165,000 | 713,640 | 707,040 |
| United Kingdom | 806,670 | 2,593,200 | -0- | -0- | -0- | -0- | 1,613,340 | 865,500 | 5,186,400 | 3,441,312 |
| Total Europe | 2,657,220 | 10,302,900 | -0- | -0- | -0- | -0- | 5,314,440 | 5,250,360 | 20,655,180 | 20,850,620 |

Shelled Meats are converted to inshell using a yield of 50% (multiplying the shelled meats by"2"). The form automatically makes this calculation.

AMERICAN PECAN COUNCIL TM

Destination Report

March 31, 2021

| World Region | Shelled | | Inshell | | Sub-Standard | | Total (Inshell Basis) | | | |
|------------------------------|------------------|-------------------|------------------|-------------------|--------------|------------------|-----------------------|-------------------|-------------------|-------------------|
| Destination | Shelled | | Inshell | | Sub-Standard | | Total (Inshell Basis) | | | |
| World Region | Shelled | | Inshell | | Sub-Standard | | Total (Inshell Basis) | | | |
| Destination | 3/31/2021 | 9/1/20-3/31/21 | 3/31/2021 | 9/1/20-3/31/21 | 3/31/2021 | 9/1/20-3/31/2021 | 3/31/2021 | 3/31/2020 | 9/1/20-3/31/21 | 9/1/19-3/31/20 |
| Middle East | | | | | | | | | | |
| Israel | 466,980 | 1,960,920 | -0- | -0- | -0- | -0- | 933,960 | 356,400 | 3,921,840 | 1,381,640 |
| Jordan | -0- | 48,000 | -0- | -0- | -0- | -0- | -0- | 48,000 | 96,000 | 122,460 |
| Lebanon | 28,200 | 84,300 | 25,000 | 25,000 | -0- | -0- | 81,400 | 202,020 | 193,600 | 468,000 |
| Saudi Arabia | 198,570 | 550,590 | -0- | -0- | -0- | -0- | 397,140 | 297,200 | 1,101,180 | 918,800 |
| Turkey | -0- | 66,000 | -0- | -0- | -0- | -0- | -0- | -0- | 132,000 | 48,000 |
| United Arab Emirates | 126,450 | 252,480 | -0- | 25,000 | -0- | -0- | 252,900 | 120,480 | 934,900 | 624,600 |
| Total Middle East | 820,200 | 2,962,290 | 25,000 | 50,000 | -0- | -0- | 1,665,400 | 1,024,100 | 6,379,520 | 3,563,500 |
| North America | | | | | | | | | | |
| Canada | 746,298 | 5,501,733 | -0- | 38,419 | -0- | -0- | 1,492,596 | 1,495,334 | 11,041,885 | 9,500,586 |
| Costa Rica | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | - |
| Mexico | -0- | 41,880 | -0- | 1,473,716 | -0- | 522,231 | -0- | 3,999,798 | 2,079,707 | 7,131,435 |
| Puerto Rico | 1,680 | 2,700 | -0- | -0- | -0- | -0- | 3,360 | -0- | 5,400 | 3,360 |
| Total North America | 747,978 | 5,546,313 | -0- | 1,512,135 | -0- | 522,231 | 1,495,956 | 5,495,132 | 13,126,992 | 16,635,381 |
| South American | | | | | | | | | | |
| Columbia | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | - |
| Peru | -0- | 30,840 | -0- | -0- | -0- | -0- | -0- | -0- | 61,680 | 24,600 |
| Trinidad | 8,400 | 24,600 | -0- | -0- | -0- | -0- | 16,800 | -0- | 49,200 | - |
| Total South America | 8,400 | 55,440 | -0- | -0- | -0- | -0- | 16,800 | -0- | 110,880 | 24,600 |
| Total Exports | 4,795,226 | 21,558,759 | 7,586,861 | 34,406,909 | -0- | 522,231 | 17,177,313 | 15,031,932 | 78,500,978 | 63,621,197 |
| Grand Total Shipments | 4,795,226 | 21,558,759 | 7,586,861 | 34,406,909 | -0- | 522,231 | 17,177,313 | 15,031,932 | 78,500,978 | 63,621,197 |

Shelled Meats are converted to inshell using a yield of 50% (multiplying the shelled meats by"2"). The form automatically makes this calculation.