

AMERICAN PECAN COUNCIL

Shipments and Inventory on Hand

June 30, 2020

| | <u>6/30/2020</u> | <u>6/30/2019</u> | <u>9/1/19-6/30/20</u> | <u>9/1/18-6/30/19</u> |
|--|-----------------------|-----------------------|----------------------------|-----------------------|
| Shipments: | | | | |
| Shelled Meats | | | | |
| Retail/Grocery/Export | 11,070,952 | 10,719,933 | 129,193,490 | 125,325,374 |
| Inter-handler Transfers Shipped | 43,830 | 95,235 | 721,826 | 4,979,404 |
| Inter-handler Transfers Received | (164,700) | (910,080) | (8,942,202) | (14,957,536) |
| Total Shelled Meats | <u>10,950,082</u> | <u>9,905,088</u> | <u>120,973,114</u> | <u>115,347,242</u> |
| Inshell | | | | |
| Retail/Grocery/Export | 4,201,246 | 1,784,471 | 57,592,460 | 36,483,841 |
| Inter-handler Transfers Shipped | 83,040 | 3,387,450 | 44,129,917 | 109,653,070 |
| Inter-handler Transfers Received | (24,791) | (2,680,113) | (168,273,349) | (162,611,683) |
| Total Inshell Meats | <u>4,259,495</u> | <u>2,491,808</u> | <u>(66,550,972)</u> | <u>(16,474,772)</u> |
| Total Shipments (Inshell Basis) | <u>26,159,659</u> | <u>22,301,983</u> | <u>175,395,256</u> | <u>214,219,712</u> |
| <hr/> | | | | |
| | <u>6/30/2020</u> | <u>6/30/2019</u> | <u>% of Change of Year</u> | |
| Total Pecans in Inventory: | | | | |
| Shelled Meats | 57,830,234 | 61,135,963 | -5% | |
| Inshell | 133,880,217 | 98,727,013 | 36% | |
| Total (Inshell Basis) | <u>249,540,685</u> | <u>220,998,938</u> | <u>13%</u> | |
| Commitments to Ship: | | | | |
| Meats: | | | | |
| Domestic-Shelled Meats | 76,090,062 | 60,384,901 | 26% | |
| Export-Shelled Meats | 12,251,050 | 10,622,704 | 15% | |
| Total Meats | <u>88,341,112</u> | <u>71,007,605</u> | <u>24%</u> | |
| Inshell: | | | | |
| Domestic-Inshell | 3,358,247 | 573,634 | 485% | |
| Export-Inshell | 6,554,828 | 1,472,229 | 345% | |
| Total Inshell | <u>9,913,075</u> | <u>2,045,863</u> | <u>385%</u> | |
| Less: Contracts to Purchase: | | | | |
| Shelled Meats | (804,000) | (800,310) | 0% | |
| Inshell | (4,708,613) | (1,437,067) | 228% | |
| Total Commitments (Inshell Basis) | <u>180,278,686</u> | <u>141,023,386</u> | <u>28%</u> | |
| Net Open Position | <u>69,261,999</u> | <u>79,975,552</u> | <u>-13%</u> | |

§986.20 Inventory totals do not include pecans warehoused by growers. Shelled Meats are converted to inshell using a yield of 50% (multiplying the shelled meats by "2"). The form automatically makes this calculation.

Data is accurate as of July 22, 2020. Any amendments shall be made the following month.

AMERICAN PECAN COUNCIL

Mexico Exports and Foreign Purchases

June 30, 2020

INSHELL PECANS EXPORTED TO MEXICO FOR SHELLING AND RETURNED TO

U.S. AS SHELLED MEATS

| | 6/30/2020 | 6/30/2019 | 9/1/19-6/30/20 | 9/1/18-6/30/19 |
|--|-----------|-----------|----------------|----------------|
| Inshell Exported for Shelling: | | | | |
| Mexico | - | - | 10,524,756 | 6,664,091 |
| Total Inshell Exported for Shelling | - | - | 10,524,756 | 6,664,091 |
| Shelled Meats - Produced in U.S. Inshell Returned to U.S.: | | | | |
| Mexico | - | 926,790 | 4,222,104 | 5,358,686 |
| Total Shelled Meats - Produced in U.S. Inshell Returne | - | 1,853,580 | 4,222,104 | 5,358,686 |

PECANS PURCHASED OUTSIDE THE U.S. BY U.S. HANDLERS

| | 6/30/2020 | 6/30/2019 | 9/1/19-6/30/20 | 9/1/18-6/30/19 |
|-----------------------|-----------|-----------|----------------|----------------|
| Shelled Meats: | | | | |
| Country of Origin: | | | | |
| Australia | | -0- | 177,810 | 77,288 |
| Mexico | 1,106,847 | 1,165,326 | 11,875,755 | 18,114,493 |
| Total Shelled Meats | 1,106,847 | 1,165,326 | 12,053,565 | 18,191,781 |
| Inshell: | | | | |
| Country of Origin: | | | | |
| Argentina | | -0- | 47,641 | 447,982 |
| Mexico | | 390,708 | 56,361,347 | 65,591,384 |
| Total Inshell | - | 390,708 | 56,408,988 | 66,039,366 |
| Total (Inshell Basis) | | | | |
| Argentina | -0- | -0- | 47,641 | 447,982 |
| Australia | -0- | -0- | 355,620 | 154,576 |
| Mexico | 2,213,694 | 2,721,360 | 80,112,857 | 101,820,370 |
| Total (Inshell Basis) | 2,213,694 | 2,721,360 | 80,516,118 | 102,422,928 |

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

June 30, 2020

| World Region Destination | Shelled | | Inshell | | Sub-Standard | | Total (Inshell Basis) | | | |
|-----------------------------|----------------|------------------|------------|-------------------|--------------|----------------|-----------------------|------------------|-------------------|-------------------|
| | 6/30/2020 | 9/1/19-6/30/20 | 6/30/2020 | 9/1/19-6/30/20 | 6/30/2020 | 9/1/19-6/30/20 | 6/30/2020 | 6/30/2019 | 9/1/19-6/30/20 | 9/1/18-6/30/19 |
| Africa | | | | | | | | | | |
| Algeria | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- |
| Egypt | -0- | 86,220 | -0- | -0- | -0- | -0- | -0- | 42,000 | 172,440 | 273,300 |
| Morocco | | -0- | | -0- | | -0- | | -0- | -0- | 28,250 |
| Total Africa | -0- | 86,220 | -0- | -0- | -0- | -0- | -0- | 42,000 | 172,440 | 301,550 |
| Asia | | | | | | | | | | |
| China | | 1,504,269 | | 13,380,768 | | -0- | | 262,500 | 16,389,306 | 3,757,096 |
| Hong Kong | 1,113 | 58,712 | | 3,616,500 | | -0- | 2,226 | 1,517,150 | 3,733,924 | 10,783,659 |
| India | | 21,720 | | -0- | | -0- | -0- | 15,000 | 43,440 | 120,780 |
| Japan | 48,600 | 439,800 | | -0- | | -0- | 97,200 | 111,000 | 879,600 | 1,664,100 |
| Kuwait | | 146,700 | | -0- | | -0- | -0- | -0- | 293,400 | 191,400 |
| Malaysia | | 33,000 | | -0- | | -0- | -0- | -0- | 66,000 | 480 |
| Philippines | | 6,720 | | -0- | | -0- | -0- | -0- | 13,440 | 13,440 |
| Qatar | | 16,590 | | -0- | | -0- | -0- | -0- | 33,180 | 52,920 |
| Singapore | 3,360 | 28,260 | | -0- | | -0- | 6,720 | 30,000 | 56,520 | 39,000 |
| South Korea | 81,000 | 1,235,100 | | -0- | | -0- | 162,000 | 97,008 | 2,470,200 | 1,772,616 |
| Thailand | | 80,760 | | 55,100 | | -0- | -0- | 45,600 | 216,620 | 302,100 |
| Taiwan | 36,000 | 202,410 | | 1,369,556 | | -0- | 72,000 | 120,000 | 1,774,376 | 722,820 |
| Vietnam | 40,500 | 283,500 | | -0- | | -0- | 81,000 | 81,000 | 567,000 | 578,094 |
| Total Asia | 210,573 | 4,057,541 | -0- | 18,421,924 | -0- | -0- | 421,146 | 2,279,258 | 26,537,006 | 19,998,505 |

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

June 30, 2020

| World Region | Shelled | | Inshell | | Sub-Standard | | Total (Inshell Basis) | | | |
|--------------------------|-----------|----------------|-----------|----------------|--------------|----------------|-----------------------|-----------|----------------|----------------|
| World Region | Shelled | | Inshell | | Sub-Standard | | Total (Inshell Basis) | | | |
| Destination | 6/30/2020 | 9/1/19-6/30/20 | 6/30/2020 | 9/1/19-6/30/20 | 6/30/2020 | 9/1/19-6/30/20 | 6/30/2020 | 6/30/2019 | 9/1/19-6/30/20 | 9/1/18-6/30/19 |
| Australia/Oceania | | | | | | | | | | |
| Australia | -0- | 66,600 | -0- | -0- | -0- | -0- | -0- | 48,000 | 133,200 | 199,000 |
| Total Australia | -0- | 66,600 | -0- | -0- | -0- | -0- | -0- | 48,000 | 133,200 | 199,000 |
| Europe | | | | | | | | | | |
| Austria | | 48,000 | -0- | -0- | -0- | -0- | -0- | 3,600 | 96,000 | 110,200 |
| Belgium | 24,000 | 327,000 | -0- | -0- | -0- | -0- | 48,000 | -0- | 654,000 | 1,116,450 |
| Czech Republic | 24,000 | 65,400 | -0- | -0- | -0- | -0- | 48,000 | 7,200 | 130,800 | 248,768 |
| Denmark | 60 | 485,550 | -0- | -0- | -0- | -0- | 120 | 126,000 | 971,100 | 1,661,235 |
| France | 124,440 | 1,512,870 | -0- | -0- | -0- | -0- | 248,880 | 266,520 | 3,025,740 | 4,416,980 |
| Germany | 741,300 | 5,394,720 | -0- | -0- | -0- | -0- | 1,482,600 | -0- | 10,789,440 | 45,000 |
| Greece | | 109,500 | -0- | -0- | -0- | -0- | -0- | 1,647,480 | 219,000 | 12,055,863 |
| Ireland | 6,000 | 31,530 | -0- | -0- | -0- | -0- | 12,000 | -0- | 63,060 | 87,600 |
| Italy | | 365,220 | -0- | -0- | -0- | -0- | -0- | -0- | 730,440 | 162,000 |
| Latvia | | 4,620 | -0- | -0- | -0- | -0- | -0- | -0- | 9,240 | -0- |
| Lithuania | 42,000 | 423,570 | -0- | -0- | -0- | -0- | 84,000 | 91,800 | 847,140 | 865,980 |
| Netherlands | 319,200 | 3,373,080 | -0- | -0- | -0- | -0- | 638,400 | 676,500 | 6,746,160 | 9,977,970 |
| Norway | | 58,800 | -0- | -0- | -0- | -0- | -0- | -0- | 117,600 | 125,696 |
| Poland | | 25,000 | -0- | -0- | -0- | -0- | -0- | -0- | 50,000 | -0- |
| Portugal | | -0- | -0- | -0- | -0- | -0- | -0- | 14,400 | -0- | 14,400 |
| Russia | | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | 42,000 |
| Slovenia | | 12,600 | -0- | -0- | -0- | -0- | -0- | -0- | 25,200 | 3,600 |
| Spain | 140,010 | 1,060,110 | -0- | -0- | -0- | -0- | 280,020 | 239,340 | 2,120,220 | 1,339,800 |
| Sweden | 5,400 | 224,550 | -0- | -0- | -0- | -0- | 10,800 | 64,800 | 449,100 | 560,464 |
| Switzerland | 61,080 | 549,360 | -0- | -0- | -0- | -0- | 122,160 | 165,000 | 1,098,720 | 1,153,200 |
| United Kingdom | 360,810 | 2,585,586 | -0- | -0- | -0- | -0- | 721,620 | 664,980 | 5,171,172 | 7,397,144 |
| Total Europe | 1,848,300 | 16,657,066 | -0- | -0- | -0- | -0- | 3,696,600 | 3,967,620 | 33,314,132 | 41,384,350 |

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AMERICAN PECAN COUNCIL TM

Destination Report

June 30, 2020

| World Region | Shelled | | Inshell | | Sub-Standard | | Total (Inshell Basis) | | | |
|------------------------------|------------------|-------------------|------------|-------------------|--------------|----------------|-----------------------|------------------|-------------------|-------------------|
| World Region | Shelled | | Inshell | | Sub-Standard | | Total (Inshell Basis) | | | |
| Destination | 6/30/2020 | 9/1/19-6/30/20 | 6/30/2020 | 9/1/19-6/30/20 | 6/30/2020 | 9/1/19-6/30/20 | 6/30/2020 | 6/30/2019 | 9/1/19-6/30/20 | 9/1/18-6/30/19 |
| Middle East | | | | | | | | | | |
| Israel | 93,180 | 1,063,900 | -0- | -0- | -0- | -0- | 186,360 | 254,400 | 2,127,800 | 3,662,100 |
| Jordan | | 61,230 | -0- | -0- | -0- | -0- | -0- | -0- | 122,460 | 48,000 |
| Lebanon | | 276,000 | -0- | -0- | -0- | -0- | -0- | -0- | 552,000 | 112,500 |
| Saudi Arabia | 108,000 | 885,400 | -0- | -0- | -0- | -0- | 216,000 | 48,000 | 1,770,800 | 1,475,820 |
| Turkey | | 48,000 | -0- | -0- | -0- | -0- | -0- | -0- | 96,000 | 48,000 |
| United Arab Emirates | | 357,750 | -0- | -0- | -0- | -0- | -0- | 77,940 | 715,500 | 750,702 |
| Total Middle East | 201,180 | 2,692,280 | -0- | -0- | -0- | -0- | 402,360 | 380,340 | 5,384,560 | 6,097,122 |
| North America | | | | | | | | | | |
| Canada | 846,780 | 6,399,768 | | 26,294 | | -0- | 1,693,560 | 1,567,800 | 12,825,830 | 12,901,950 |
| Costa Rica | | -0- | | -0- | | -0- | -0- | -0- | -0- | 45,600 |
| Mexico | | 464,341 | | 5,710,361 | | 128,840 | -0- | 451,615 | 6,767,883 | 15,989,988 |
| Puerto Rico | | 35,520 | | -0- | | -0- | -0- | -0- | 71,040 | -0- |
| Total North America | 846,780 | 6,899,629 | -0- | 5,736,655 | -0- | 128,840 | 1,693,560 | 2,019,415 | 19,664,753 | 28,937,538 |
| South American | | | | | | | | | | |
| Columbia | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | 4,800 |
| Peru | -0- | 12,300 | -0- | -0- | -0- | -0- | -0- | -0- | 24,600 | 210,000 |
| Trinidad | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | 27,000 |
| Total South America | -0- | 12,300 | -0- | -0- | -0- | -0- | -0- | -0- | 24,600 | 241,800 |
| Total Exports | 3,106,833 | 30,471,636 | -0- | 24,158,579 | -0- | 128,840 | 6,213,666 | 8,736,633 | 85,230,691 | 97,159,865 |
| Grand Total Shipments | 3,106,833 | 30,471,636 | -0- | 24,158,579 | -0- | 128,840 | 6,213,666 | 8,736,633 | 85,230,691 | 97,159,865 |

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

Pecans Received from Own Account

June 30, 2020

| Variety Name | 6/30/2020 | 6/30/2019 | 9/1/19-6/30/20 | 9/1/18-6/30/19 |
|------------------------|------------------|------------------|--------------------|--------------------|
| Inshell | | | | |
| Blends/Mixed Budded | | 69,970 | 21,241,207 | 29,584,580 |
| Byrd | | - | 1,004,588 | 1,774,538 |
| Bradley | | - | 720,778 | 1,129,652 |
| Caddo | | 10,341 | 2,458,222 | 613,752 |
| Cape Fear | | 78,489 | 370,362 | 912,317 |
| Cheyenne | | - | 765,569 | 6,427,238 |
| Creek | | - | 15,899,322 | 3,454,625 |
| Desirable | | 100,196 | 1,906,275 | 3,252,019 |
| Desirable Type | 3,050 | 33,727 | 1,347,830 | 1,806,437 |
| Eastern Schley | | - | 2,084,590 | 3,503,208 |
| Elliott | 738 | - | 1,497,056 | 949,383 |
| Excel | | 54,586 | 1,331,962 | 5,260,395 |
| Moneymaker | | - | 9,896,336 | 10,043,773 |
| Pawnee | | 31,249 | 9,221,834 | 5,280,165 |
| Stuart | | 178,548 | 4,525,293 | 11,604,988 |
| Sumner | | 25,120 | 29,804,039 | 11,766,183 |
| Western Schley | 6,752,845 | 601,359 | 52,968,778 | 78,832,078 |
| Wichita | 32 | - | 16,127,184 | 12,816,999 |
| Other | 358 | 1,090,943 | 26,148,268 | 17,253,901 |
| Native/Seedling | | 141,066 | 13,410,322 | 13,331,976 |
| Substandard | 470,033 | 443,138 | 10,129,382 | 14,122,521 |
| Total Varieties | 7,227,056 | 2,858,732 | 222,859,197 | 233,720,727 |

Data is accurate as of (July 22, 2020). Any amendments shall be made the following month.