

AVOBOOK

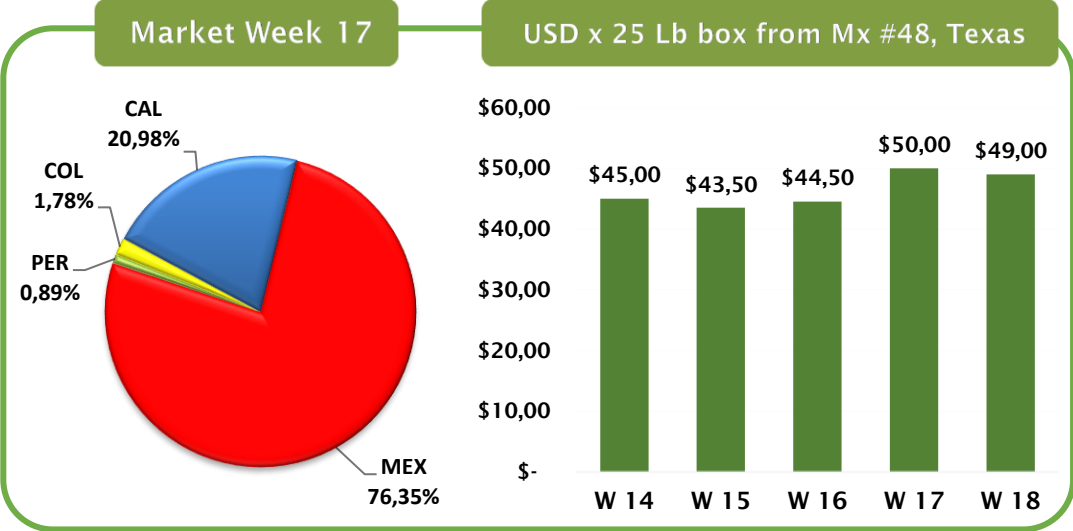
CONNECTING THE GLOBAL AVOCADO MARKET

SUMMARY Week 18, 2024

USA

	Week	Lbs
Mar	10	61.807.708
	11	68.771.716
	12	65.141.462
Apr	13	54.661.311
	14	63.095.953
	15	62.687.617
	16	68.514.693
	17	68.472.595

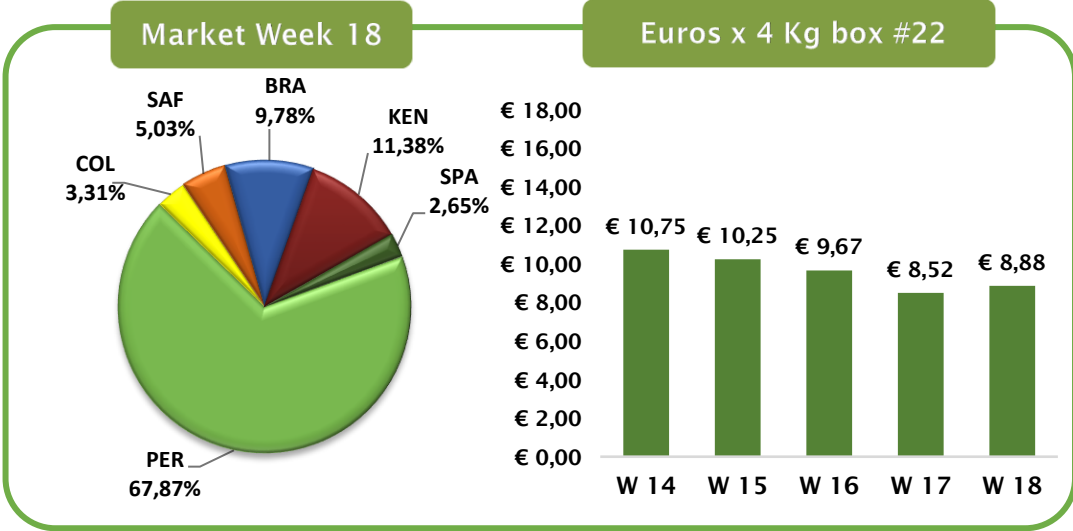
- Less than 55 MM
- Between 55 & 65 MM
- More than 65 MM



EUROPE

	Week	FCL
Apr	14	851
	15	1.034
	16	942
	17	713
May	18	756
	19	
	20	
	21	
	22	

- Less than 500 FCL
- Between 500 & 700 FCL
- More than 700 FCL

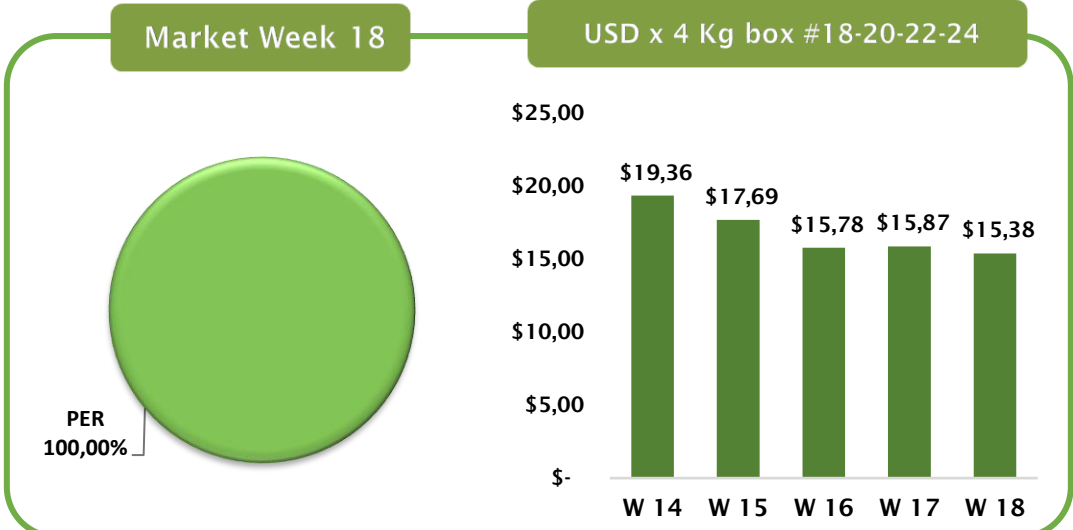


FCL: Fully Container Loaded

CHINA

	Week	FCL
Apr	14	31
	15	30
	16	40
	17	54
May	18	62
	19	
	20	
	21	
	22	

- Less than 40 FCL
- Between 40 & 60 FCL
- More than 60 FCL



FCL: Fully Container Loaded



EL PARQUE

The best fruit year round

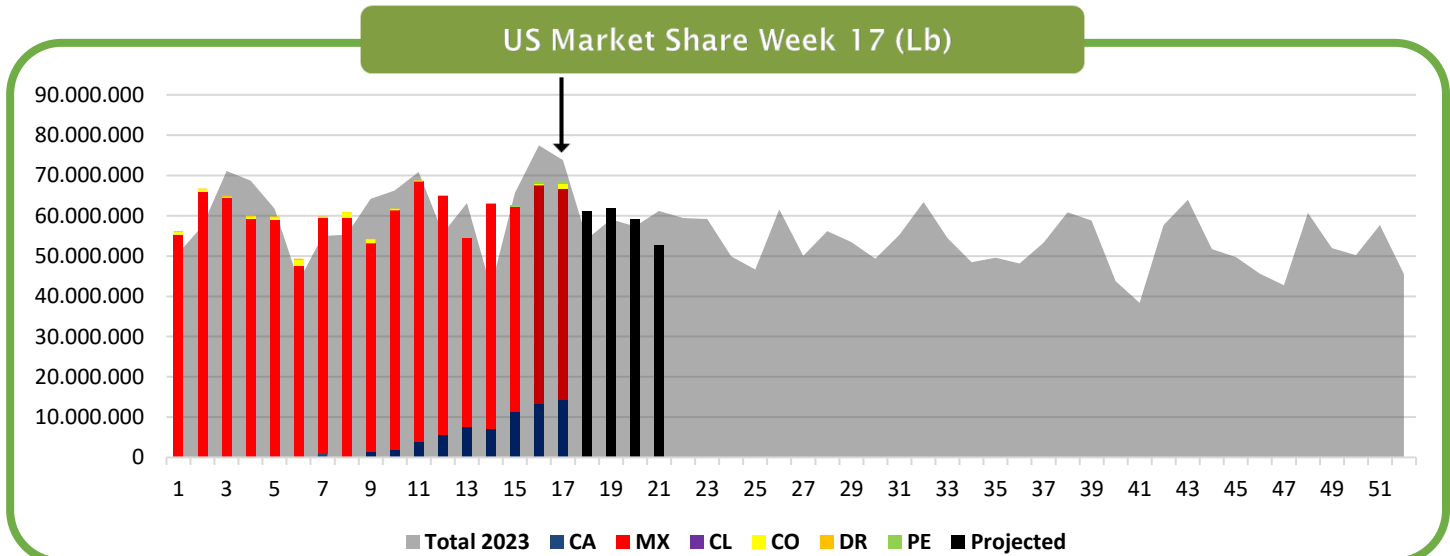
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CONNECTING THE GLOBAL AVOCADO MARKET

AVOCADO MARKET : USA

	Arrival Week	California	Mexico	Perú	Chile	Colombia	Dom Rep	Total Estimated Volume (Lb)
JUL	27	11.692.051	28.284.400	9.705.560	0	340.000	0	50.022.011
	28	15.539.883	28.741.114	10.514.172	0	1.180.000	170.000	56.145.169
	29	11.230.357	27.335.911	11.842.160	0	2.510.000	520.000	53.438.428
	30	9.845.532	24.473.276	13.294.978	0	1.750.000	0	49.363.786
	31	8.544.499	32.304.483	12.937.383	0	1.400.000	40.000	55.226.365
AUG	32	6.082.718	40.301.435	14.891.307	0	2.080.000	40.000	63.395.460
	33	5.535.384	35.944.697	11.951.704	0	920.000	40.000	54.391.785
	34	3.353.256	30.864.713	11.614.233	0	2.450.000	170.000	48.452.202
	35	2.615.314	35.921.926	10.633.625	94.816	340.000	0	49.605.681
SEPT	36	1.816.711	37.307.358	8.330.292	0	510.000	170.000	48.134.361
	37	1.000.047	44.460.178	6.895.394	0	930.000	0	53.285.619
	38	191.707	55.777.603	3.973.193	660.000	270.000	0	60.872.503
	39	3.700	55.579.772	1.726.976	1.000.374	190.000	260.000	58.760.822
	40	0	43.333.731	337.272	50.000	40.000	0	43.761.003
OCT	41	0	36.100.039	87.812	1.910.000	0	310.000	38.407.851
	42	0	56.946.420	0	692.919	0	0	57.639.339
	43	0	62.867.867	0	1.016.875	0	40.000	63.924.742
	44	0	51.114.949	0	540.822	50.000	0	51.705.771
NOV	45	0	49.304.117	0	410.977	50.000	0	49.765.094
	46	0	45.090.749	0	410.068	100.000	0	45.600.817
	47	0	42.295.209	0	450.000	0	0	42.745.209
	48	0	60.206.085	0	450.000	0	0	60.656.085
	49	0	51.646.134	0	188.166	130.000	0	51.964.300
DEC	50	0	50.141.703	0	46.191	40.000	0	50.227.894
	51	0	57.352.373	0	92.382	210.000	0	57.654.755
	52	0	45.275.497	0	150.000	110.000	0	45.535.497
	1	0	55.151.272	0	150.000	590.000	255.000	56.146.272
JAN	2	0	65.891.883	0	100.000	500.000	263.000	66.754.883
	3	23.551	64.305.412	0	50.000	210.000	396.000	64.984.963
	4	59.745	59.147.417	0	0	530.000	297.000	60.034.162
	5	156.540	58.757.326	0	0	630.000	308.000	59.851.866
FEB	6	262.425	47.225.234	0	0	1.570.000	264.000	49.321.659
	7	907.338	58.666.258	0	0	90.000	167.000	59.830.596
	8	289.131	59.144.513	0	0	1.240.000	132.000	60.805.644
	9	1.327.020	51.852.020	0	0	1.010.000	87.000	54.276.040
MAR	10	1.859.143	59.488.565	50.000	0	370.000	40.000	61.807.708
	11	3.776.984	64.684.732	0	0	270.000	40.000	68.771.716
	12	5.685.112	59.186.350	140.000	0	50.000	80.000	65.141.462
	13	7.663.572	46.855.004	142.735	0	0	0	54.661.311
APR	14	7.086.912	55.770.978	238.063	0	0	0	63.095.953
	15	11.245.154	51.010.606	331.857	0	100.000	0	62.687.617
	16	13.312.927	54.195.460	616.306	0	390.000	0	68.514.693
	17	14.365.526	52.276.516	610.553	0	1.220.000	0	68.472.595
MAY	18	11.000.000	47.250.000	1.500.000	0	1.200.000	0	60.950.000
	19	11.250.000	48.000.000	1.500.000	0	1.250.000	0	62.000.000
	20	10.000.000	45.750.000	2.000.000	0	1.500.000	0	59.250.000
	21	10.000.000	38.500.000	2.500.000	0	1.700.000	0	52.700.000
	22	11.500.000	36.500.000	4.250.000	0	2.100.000	0	54.350.000
JUN	23	11.500.000	37.250.000	6.000.000	0	2.400.000	0	57.150.000
	24	11.500.000	36.750.000	7.500.000	0	2.400.000	0	58.150.000
	25	12.000.000	34.500.000	9.000.000	0	2.500.000	0	58.000.000

Green For numbers below the 25th percentile in the country's dataset of 2023
 Legend Red For numbers above the 75th percentile in the country's dataset of 2023
 Blue Volume projections from Hass Avocado Board

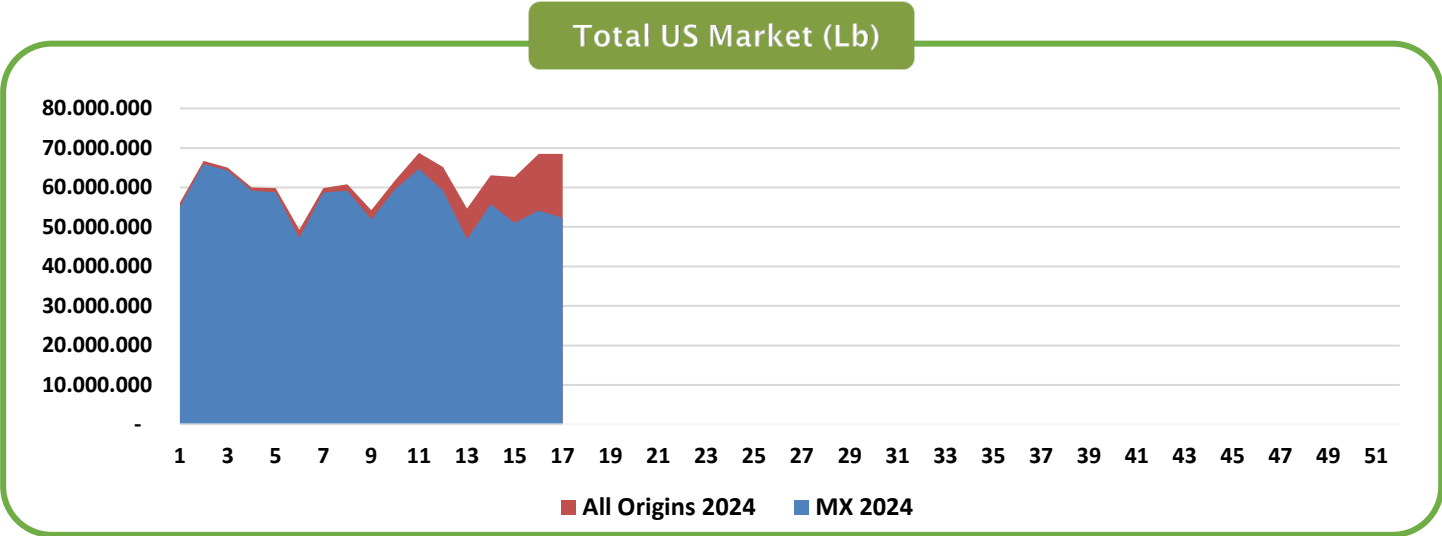
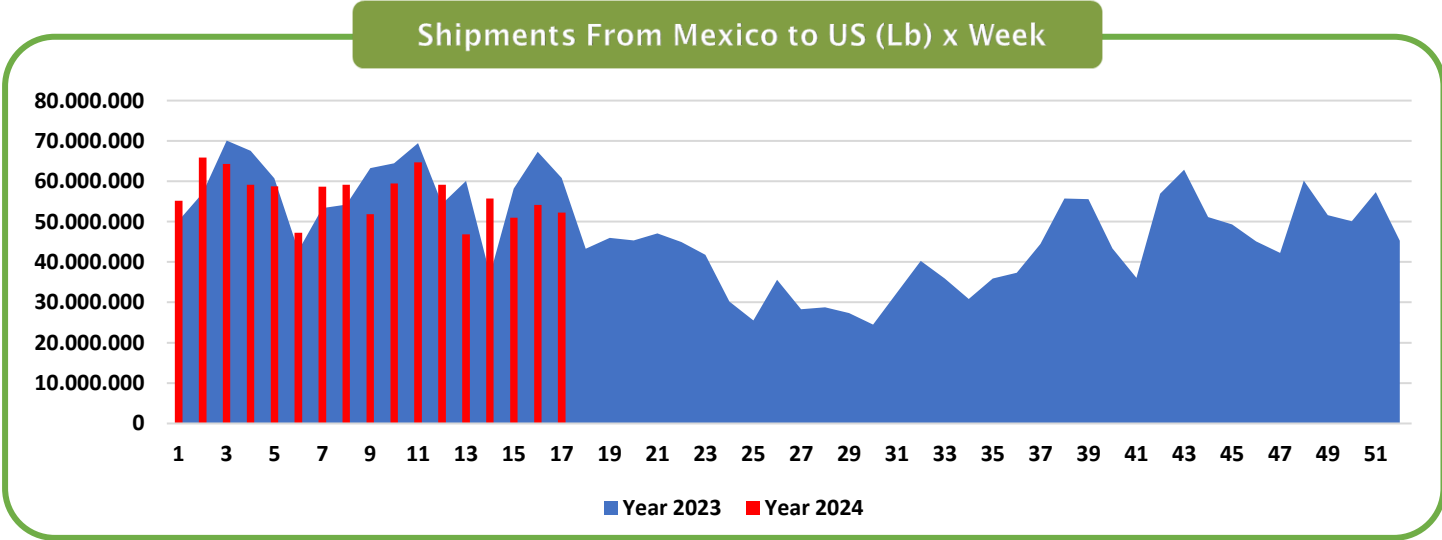


SAFTA

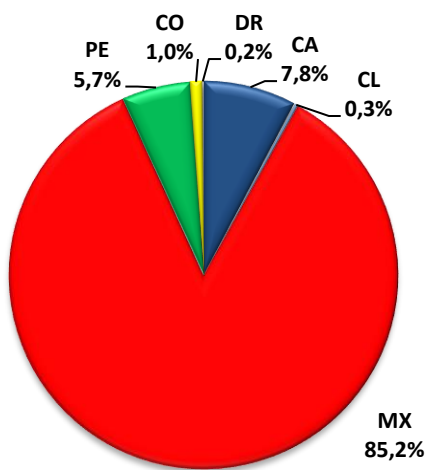
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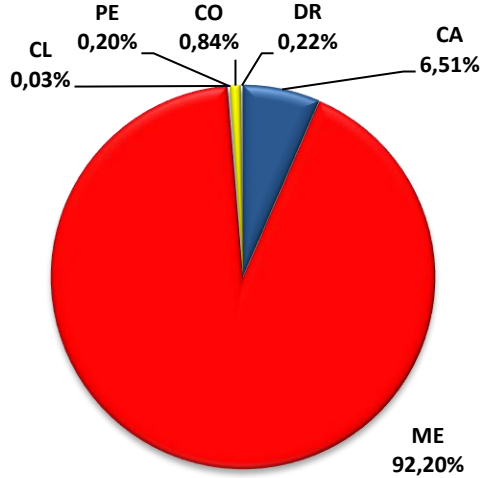
AVOCADO MARKET : USA Pag 2



USA 2023 (Week 1 - 52)



USA 2024 (Week 1 - 17)

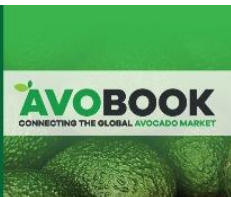


AVOCADO AFRICA 2024
7th - 10th MAY

SARIT EXPO CENTRE, NAIROBI, KENYA

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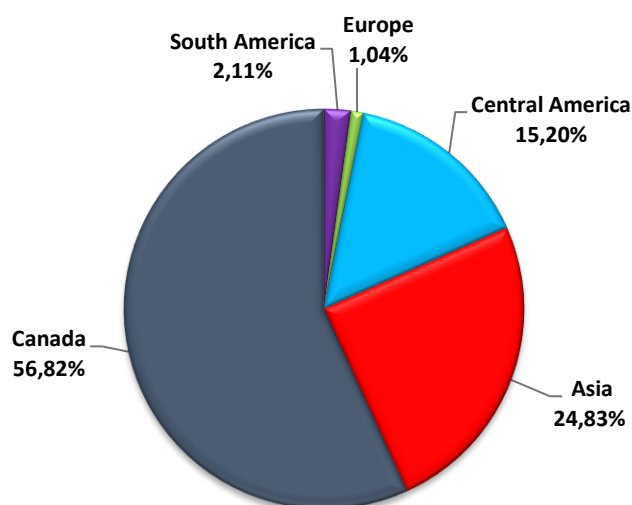
CONNECTING THE GLOBAL AVOCADO MARKET

AVOCADO MARKET : MEXICO TO USA

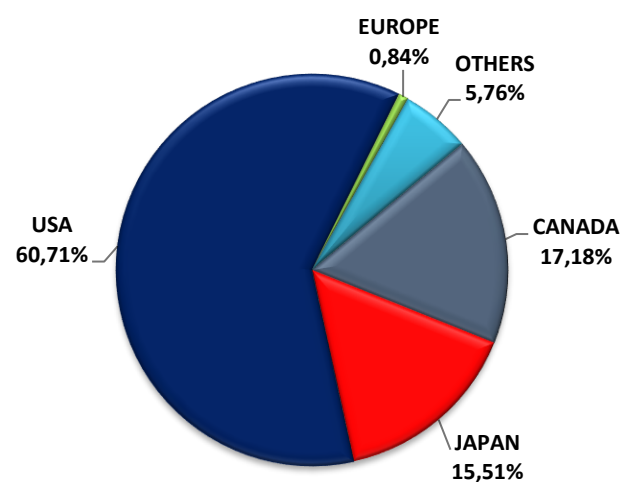
Description	Michoacán		Jalisco	
	Harvest	Shipment	Harvest	Shipment
Projection 2023-2024	1.159.227	996.935	131.978	103.260
YTD Week 17	987.060	855.986	119.947	93.569
Balance	172.167	140.949	12.031	9.691
AVG weekly balance	19.130	15.661	1.337	1.077
Weeks passed		43		43
Weeks remaining		9		9

Source: APEAM

Michoacan Other Markets (Week 1 - 17)



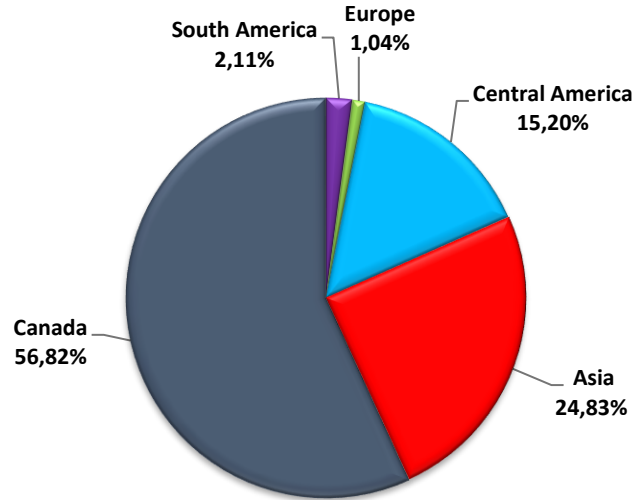
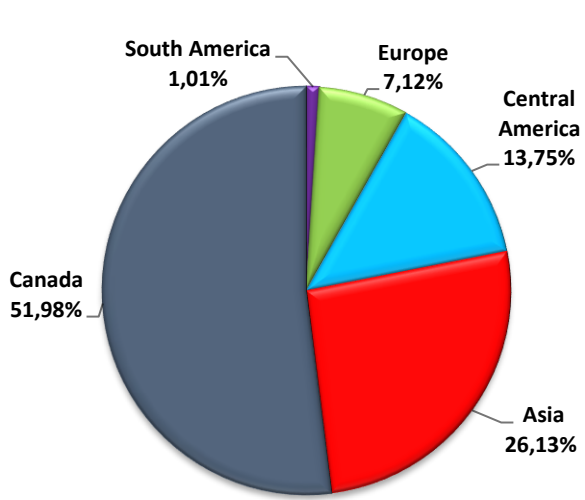
Jalisco All Markets (Week 1 - 15)



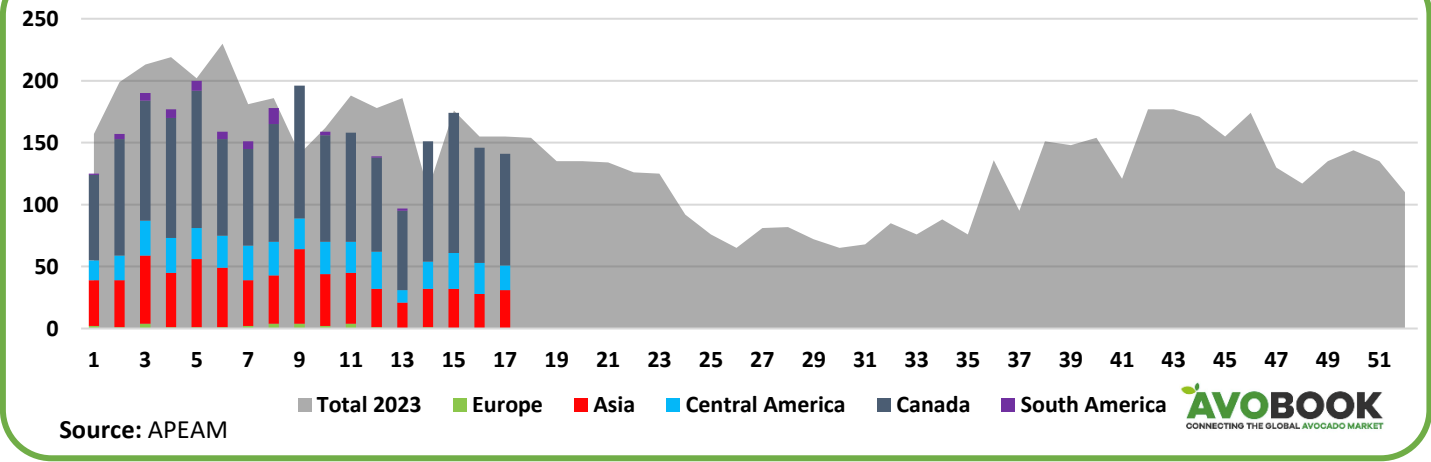
AVOCADO MARKET : MICHOACAN OTHER MARKETS Pag 3

Michoacan Other Markets 2023

Michoacan Other Markets 2024 (Week 1-17)



Weekly Containers (Other Markets)



TOP 10 Exporters 2024 (Other Markets)

Ranking	Exporter	Total Containers	Market Share
1	AGUACATES JR, SA DE CV	224	8.30%
2	FRUTIVAL, S.A. DE C.V.	203	7.52%
3	COMERCIALIZADORA GLOBAL FRUT S. DE R.L. DE C.V.	184	6.82%
4	AVOCADOS TRANSPORT INTERNATIONAL, S.P.R. DE R.L. DE C.V.	171	6.34%
5	SAN TADEO Y SOCIOS S.P.R. DE R.L.	169	6.26%
6	DISTRIBUIDORA AGRICOLA LA VIÑA, S.A. DE C.V.	167	6.19%
7	FRUTAS FINAS DE VALLES DE MICHOACAN, S.A. DE C.V.	156	5.78%
8	BEST PRODUCE S DE RL DE CV	119	4.41%
9	GRUPO AVOMEZA, S.A DE C.V.	100	3.71%
10	FRUTAS Y VERDURAS LINCHLO, S. DE R.L. DE C.V.	92	3.41%
Total		1585	58.75%



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CONNECTING THE GLOBAL AVOCADO MARKET

AVOCADO MARKET : USA Pag 4

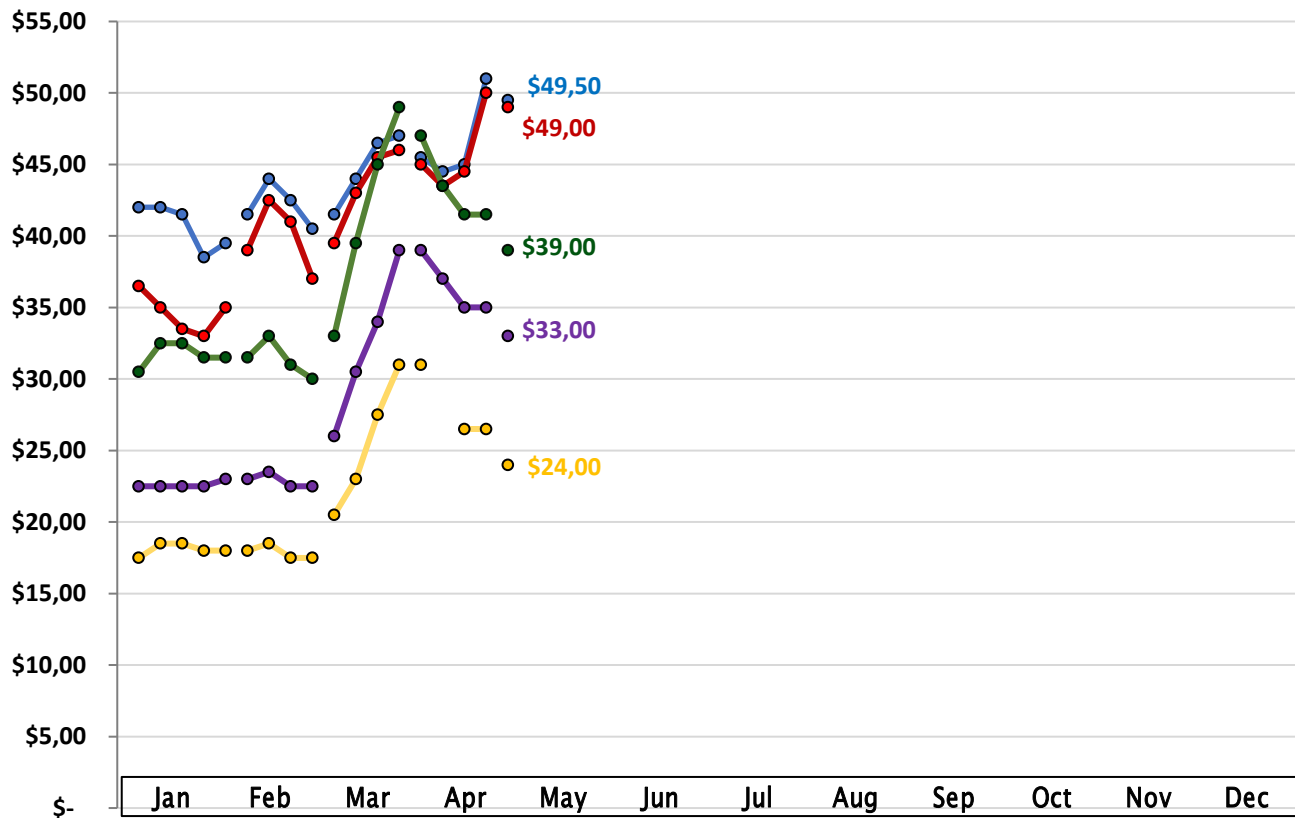
Inventories of Hass Avocados in the US, registered on Thursday of each week

Considered #1, #2, Conventional & Organic

Week	Dominican Rep	California	Mexico	Perú	Chile	Colombia	Total Inventory	Fri-Thu		
								Total Sales	Sales last Year	% Variance
JAN 1	345.400	0	51.284.200	0	35.200	1.067.000	52.731.800	42.275.200	39.162.200	7,9
JAN 2	473.000	0	54.685.400	0	0	816.200	55.974.600	51.598.800	51.794.600	-0,4
JAN 3	457.600	19.800	62.475.600	0	0	437.800	63.390.800	52.773.600	53.409.400	-1,2
JAN 4	490.600	50.600	64.026.600	0	0	770.000	65.337.800	50.457.000	53.598.600	-5,9
JAN 5	389.400	173.800	60.086.400	0	0	1.045.000	61.694.600	56.260.600	54.782.200	2,7
JAN 6	426.800	99.000	48.972.000	0	0	1.080.200	50.578.000	56.795.200	57.862.200	-1,8
FEB 7	338.800	332.200	51.946.400	0	0	1.529.000	54.146.400	44.554.400	45.467.400	-2,0
FEB 8	275.000	649.000	54.681.000	0	0	1.786.400	57.391.400	50.153.400	54.489.600	-8,0
FEB 9	158.400	1.480.600	52.371.000	0	0	651.200	54.661.200	52.335.800	54.918.600	-4,7
MAR 10	103.400	1.944.800	48.875.200	0	0	462.000	51.385.400	53.413.800	55.943.800	-4,5
MAR 11	72.600	3.405.600	49.530.800	143.000	0	162.800	53.314.800	53.939.600	54.093.600	-0,3
MAR 12	24.200	5.288.800	49.042.400	235.400	0	48.400	54.639.200	51.009.200	53.152.000	-4,0
MAR 13	4.400	6.406.400	53.215.800	206.800	0	13.200	59.846.600	52.408.400	52.764.800	-0,7
APR 14	0	10.698.600	52.652.600	464.200	0	96.800	63.912.200	49.819.000	54.245.400	-8,2
APR 15	0	13.890.800	48.677.200	862.400	0	431.200	63.861.600	54.498.400	56.900.800	-4,2
APR 16	0	16.198.600	47.553.000	939.400	0	1.331.000	66.022.000	56.632.400	62.156.600	-8,9
APR 17	0	18.328.200	48.637.600	1.012.000	0	1.540.000	69.517.800	59.056.800	66.457.600	-11,1

Legend Green For numbers below the 25th percentile in the country's dataset of 2023
 Red For numbers above the 75th percentile in the country's dataset of 2023

Weekly Price USD per Size box 25Lb (Mexican Hass in TX)



Source: USDA

● 32-36-40 ● 48 ● 60 ● 70 ● 84



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CONNECTING THE GLOBAL AVOCADO MARKET

AVOCADO MARKET : EUROPE

CONTAINERS ARRIVED BY ORIGIN

* Cells in gray represent projected volumes

	Week of Sales	Peru	Colombia	Mexico	Morocco	South Africa	Chile	Brazil	Kenya	Spain	Israel	Total Estimated
JAN	1	2	106	13	24		86			106	146	483
	2	4	119	17	63		69			149	137	558
	3	0	113	7	81		70			147	166	584
	4	5	137	3	45		53			138	154	535
	5	7	149	7	57		5			125	157	507
FEB	6	16	157	6	39		23			151	149	541
	7	27	166	3	57		22			123	112	510
	8	50	116	5	39		9			174	190	583
	9	91	90	2	39	4	16	3		157	174	576
MAR	10	133	76	3	62	3	23	2		88	200	590
	11	224	62	5	62	3	7	10		98	212	683
	12	287	42	4	38	15	5	18	15	60	203	687
	13	334	33	2	10	98		31	25	40	206	779
APR	14	427	49	5	10	8		59	25	40	228	851
	15	435	52	1	5	177		70	51	20	223	1034
	16	408	31	0	4	214		81	31	20	153	942
	17	374	25	1	2	3		86	120	20	82	713
	18	513	25			38		74	86	20		756
MAY	19	486	27			225		44	69	10		861
	20	517	31			148		38	52			786
	21	377	35			245		23	77			757
	22	356	26			114		14	34			544
	23	344	30			82		14	43			513
JUN	24	357	30			78		10	103			578
	25	383	35			71		10	103			602
	26	392	34			69		4	120			619
	27	427	37			59		2	129			654
JUL	28	475	37			63		0	163			738
	29	496	44			57		0	178			775
	30	553	44			45		0	177			819
	31	572	40			46		0	178			836
AUG	32	629	43			38		2	215			927
	33	557	45			48		2	189			841
	34	498	39			50		2	98			687
	35	466	34			53	10	2	245			810
	36	453	21			58	10	2	181			725
SEP	37	371	17			60	10	2	155			615
	38	324	16			80	20	2	112			554
	39	250	40			80	30	2	40			442
	40	159	40	20		78	80	2	40			419
OCT	41	55	40	20		70	120	2	20		20	347
	42	28	80	30		43	200		10		40	431
	43	10	80	30		49	230			15	60	474
	44		80	40	10	43	320			20	80	593
NOV	45		120	40	15	33	330			30	100	668
	46		120	40	40	23	330			40	100	693
	47		150	40	80	10	250			40	100	670
	48		150	40	80	8	200			50	120	648
DEC	49		150	60	100	5	180			60	120	675
	50		150	60	100	4	160			80	120	674
	51		150	60	100	1	120			80	120	631
	52		150	60	100	1	80			70	120	581



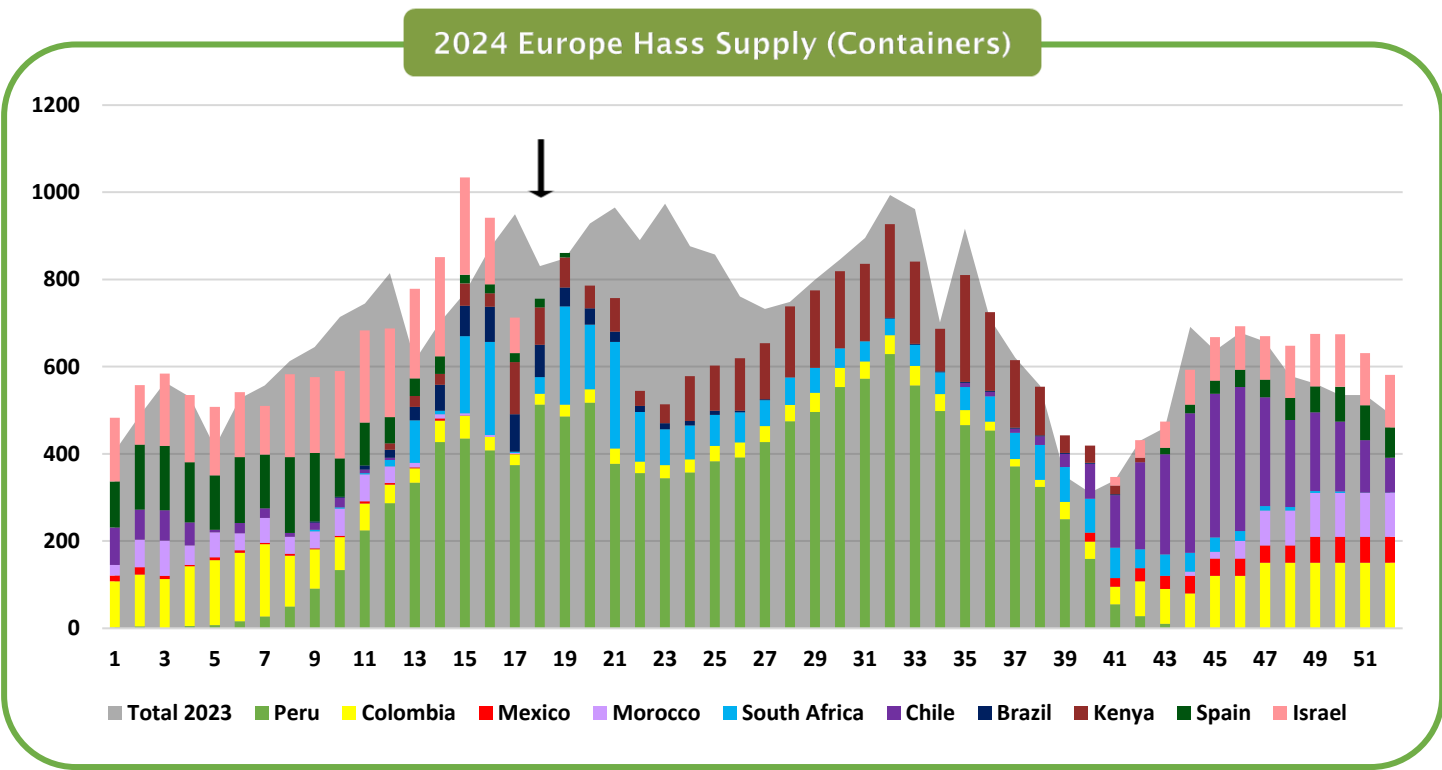
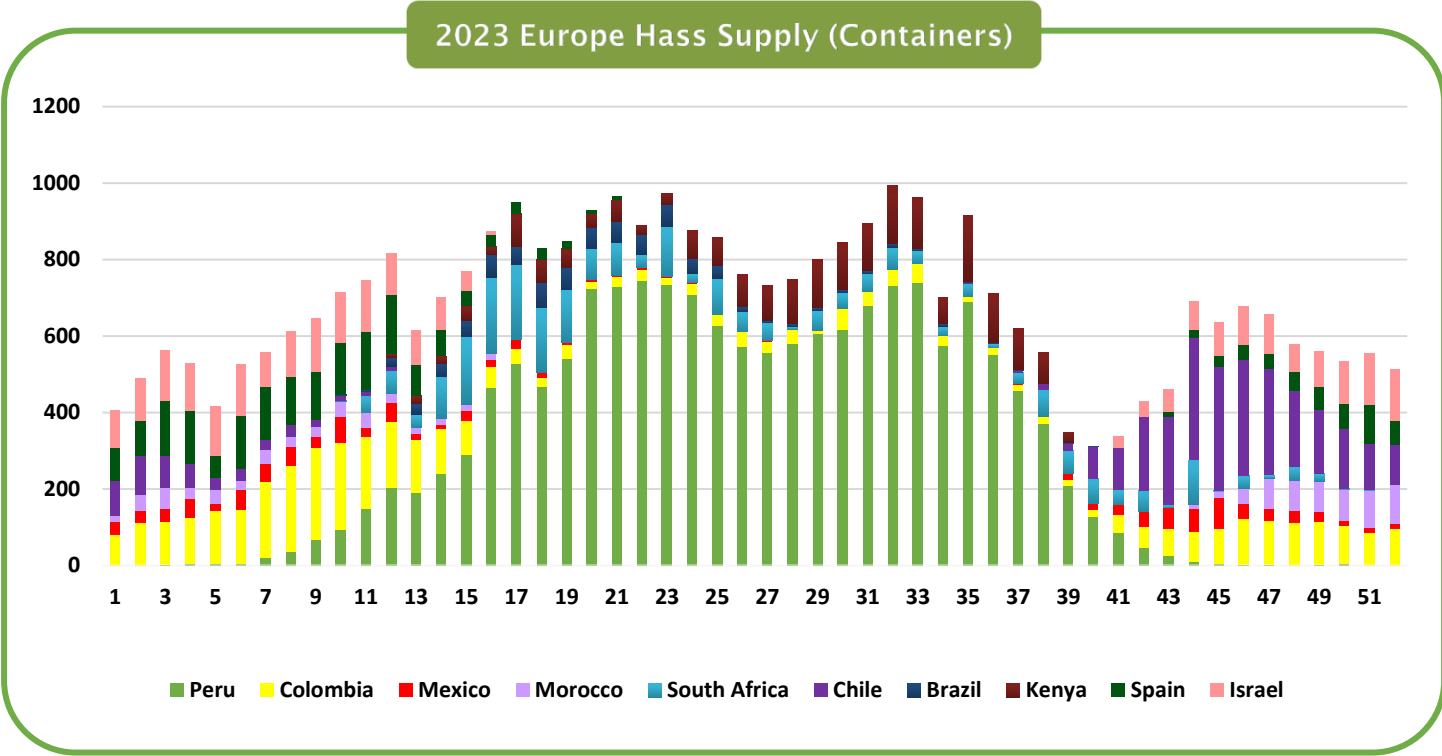
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7th - 10th MAY

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AVOCADO MARKET : EUROPE Pag 6





QUALITY STUDIO
service is our business

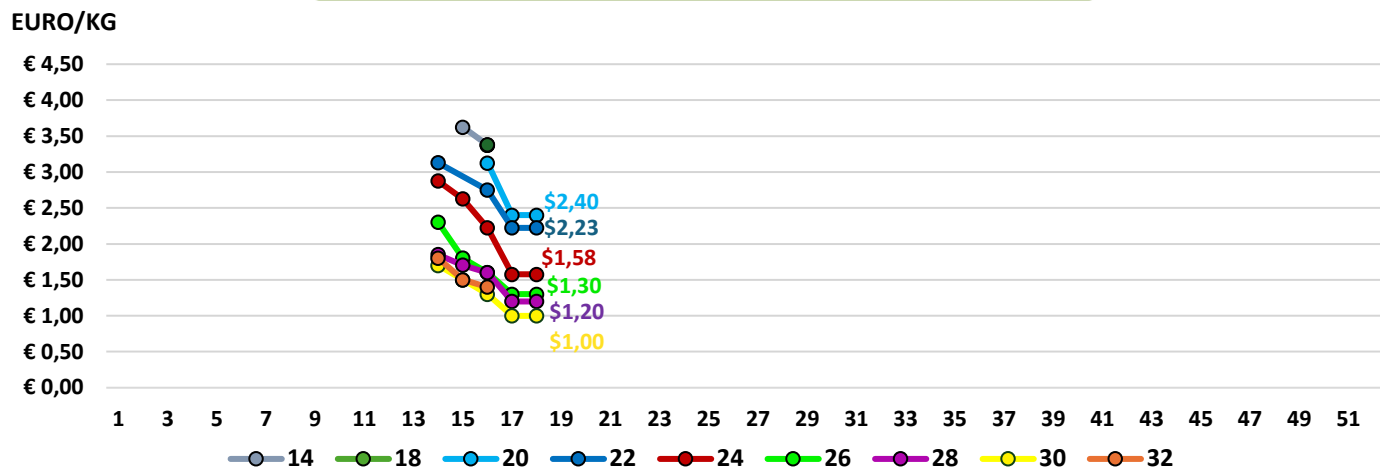


Bring quality and transparency to your supply chain.

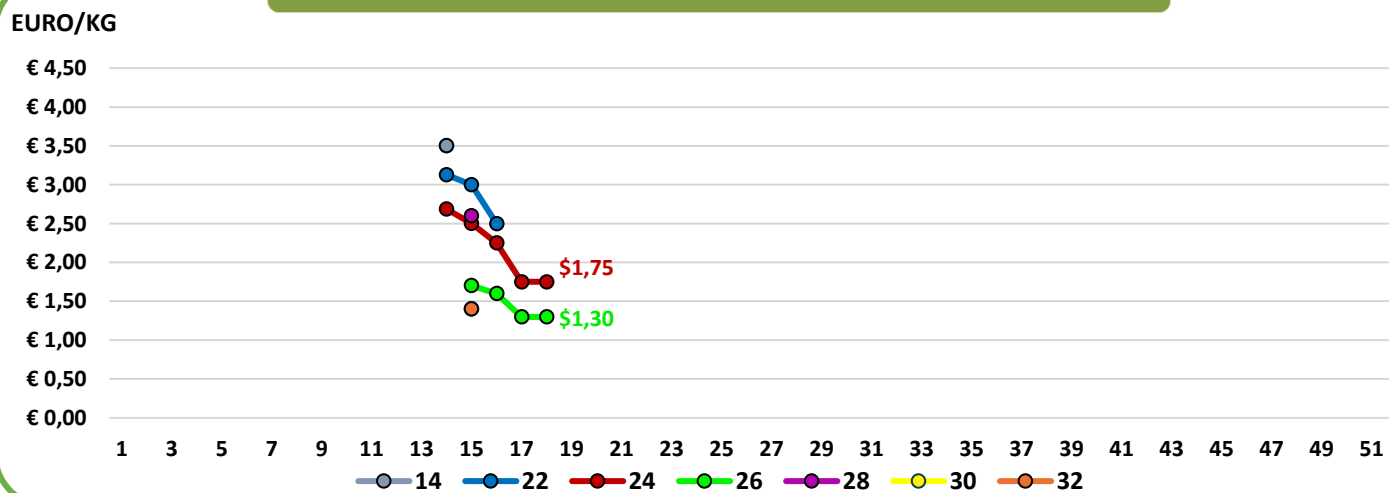


AVOCADO MARKET : EUROPE

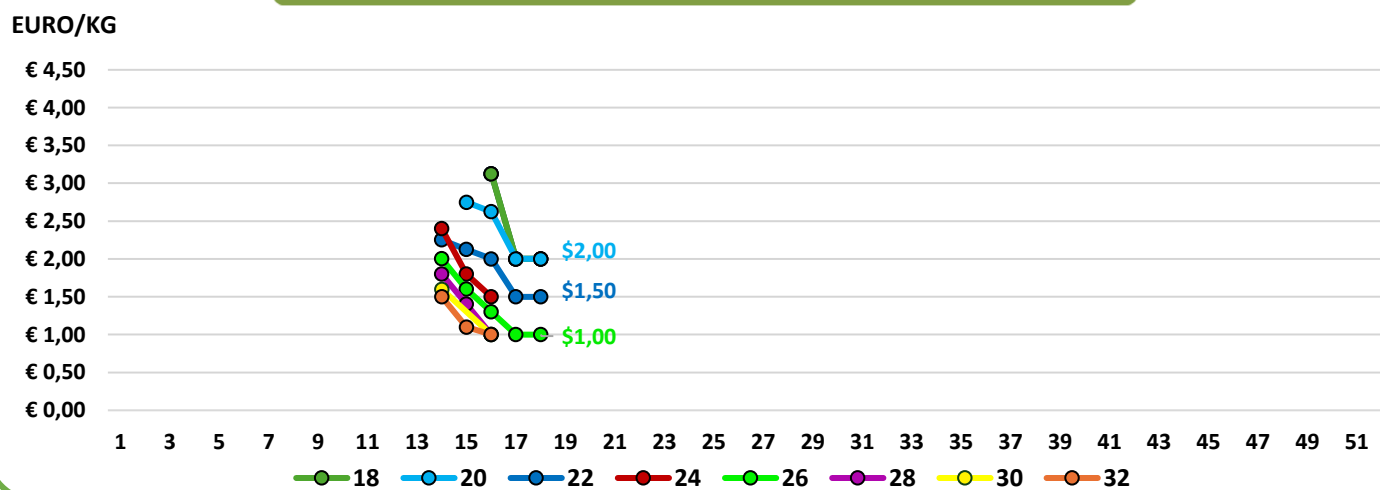
Netherlands Ponderated Market Price From Peru



Netherlands Ponderated Market Price From South Africa



Netherlands Ponderated Market Price From Colombia



EL PARQUE

The best fruit year round

AVOCADO MARKET : CHINA Pag 8

CONTAINERS ARRIVED BY ORIGIN

Week of Sales	Peru	Mexico	Chile	Colombia	Kenya	Philippines	New Zeland	Total Estimated Volume
27	77				1			78
28	59							59
29	83							83
30	99							99
31	80				3			83
32	79							79
33	100				1	2		103
34	80							80
35	58							58
36	46							46
37	26							26
38	15		5					20
39	8		9					17
40	2		17					19
41	7		22			1		29
42			19					19
43	5	1	25					31
44	3		32					35
45	1	1	10					12
46	1		37					38
47		4	22					26
48	3	2	6					11
49	3	3	37					43
50	2	4	17					23
51	3	2	22					27
52	4	3	22					29
1	4	4	12					20
2	8	1	9					18
3	21	3	12					36
4	2	2	4					8
5	16	1	4					21
6	33	5	6					44
7	43	6	5					54
8	62	5	5					72
9	60	7	1					68
10	94	2	2					98
11	66							66
12	42							42
13	29							29
14	31							31
15	30							30
16	40							40
17	54							54
18	62							62
19	90							90
20	73							73
21	44							44
22								0
23								0
24								0
25								0
26								0



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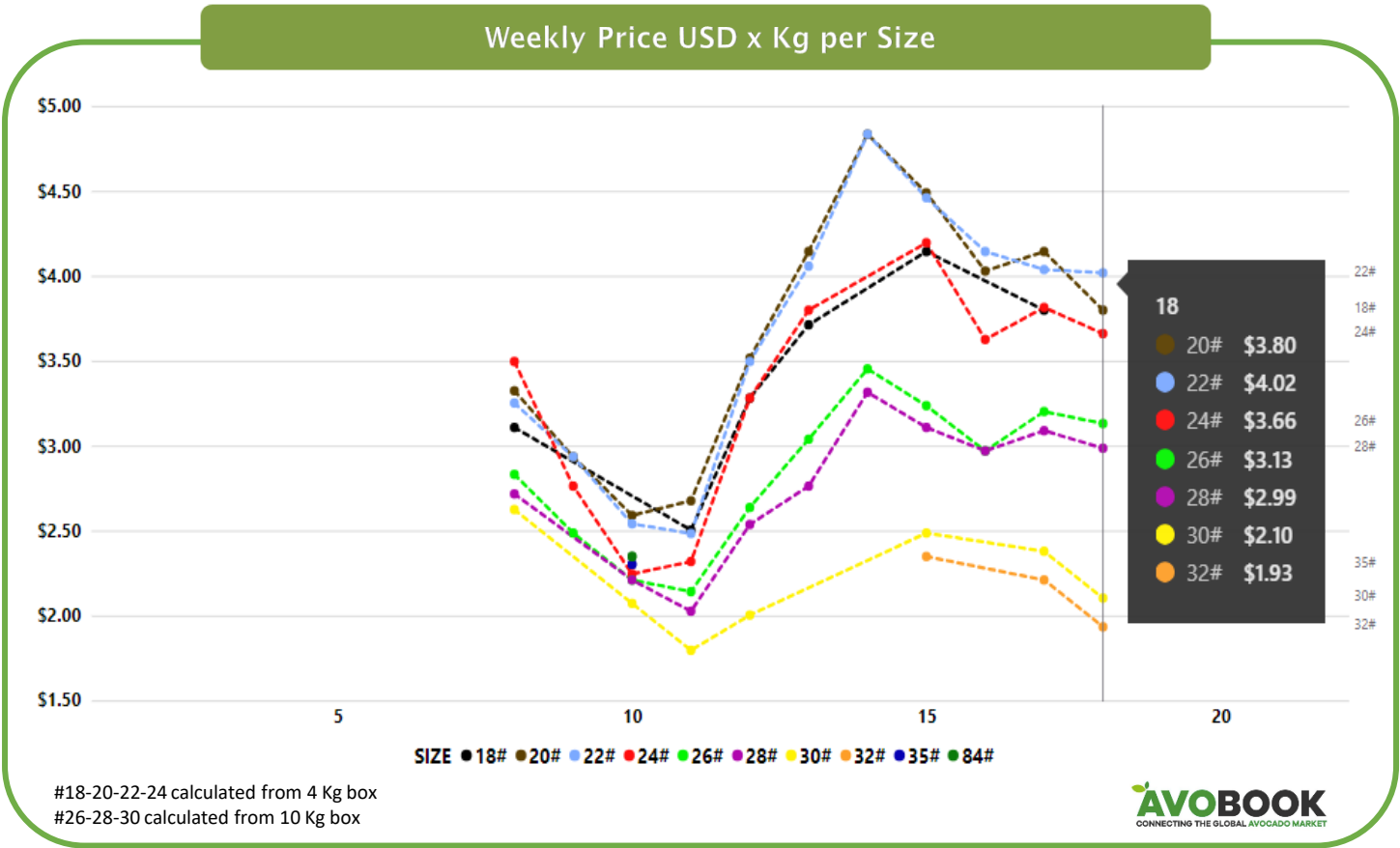
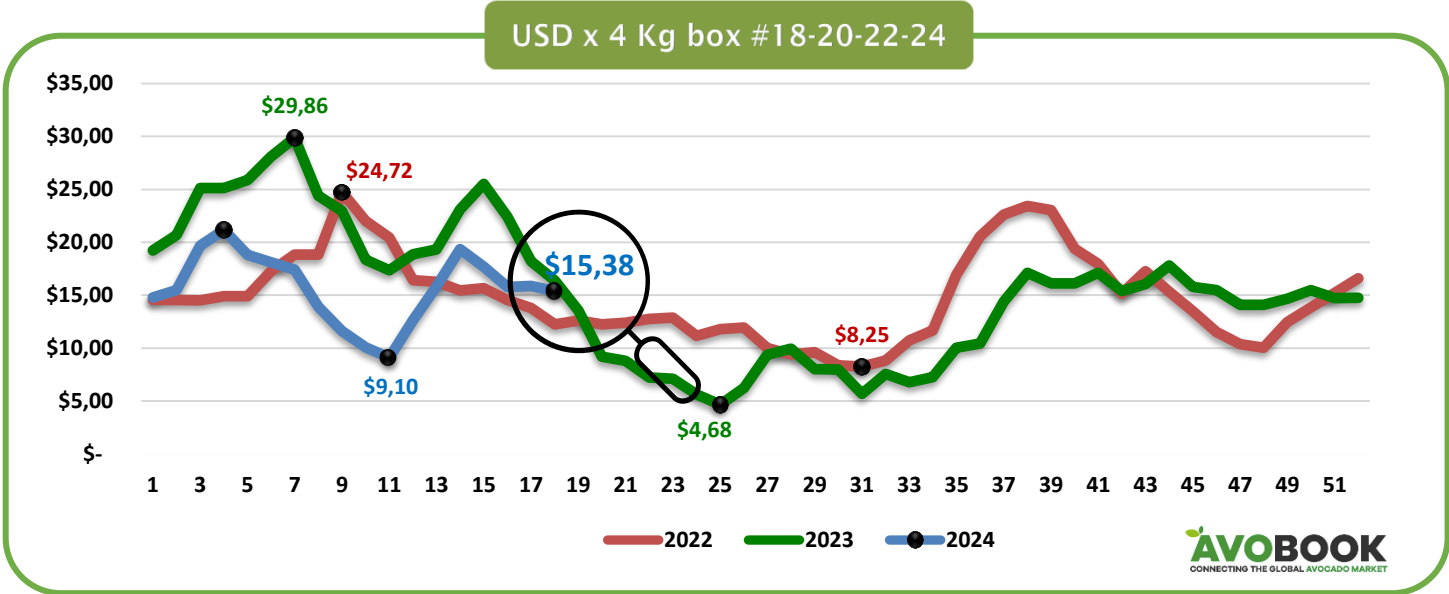
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CONNECTING THE GLOBAL AVOCADO MARKET

AVOCADO MARKET : CHINA Pag 9

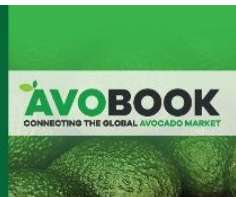


AVOCADO AFRICA 2024
7th - 10th MAY

SARIT EXPO
CENTRE,
NAIROBI, KENYA

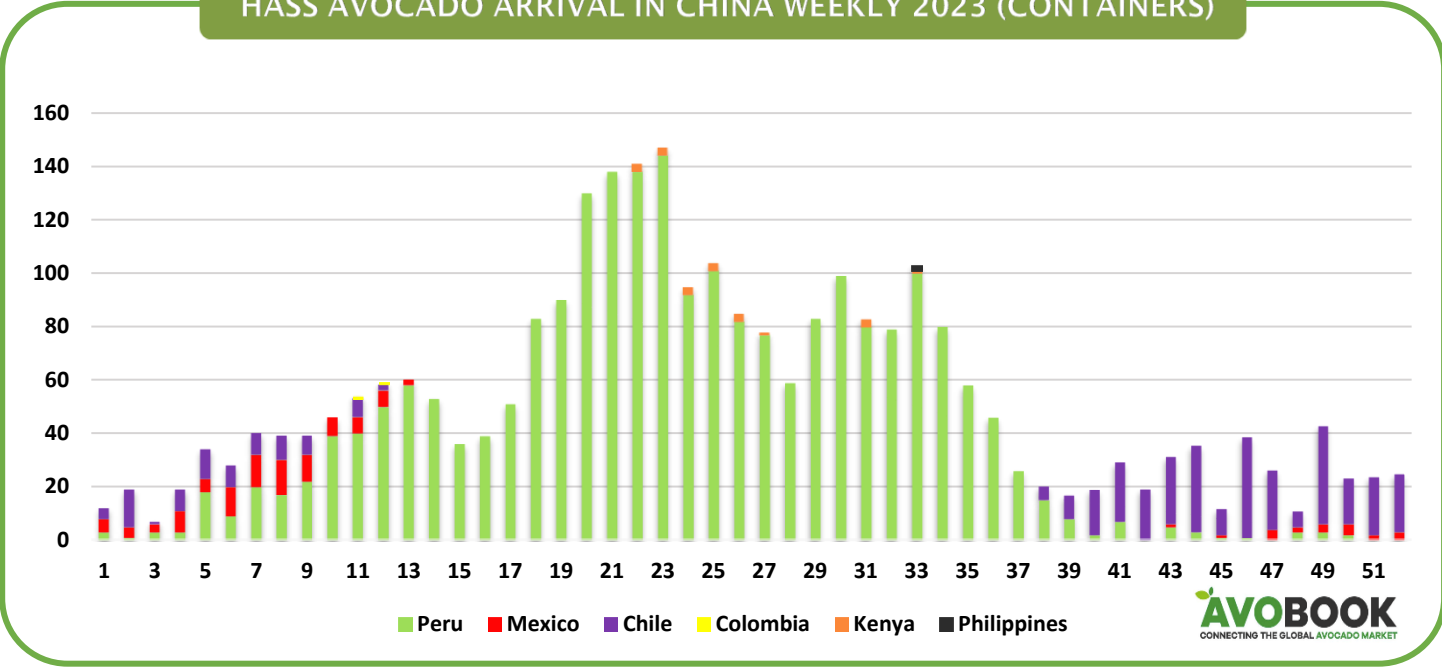
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secretariat@avocadoafrica.com
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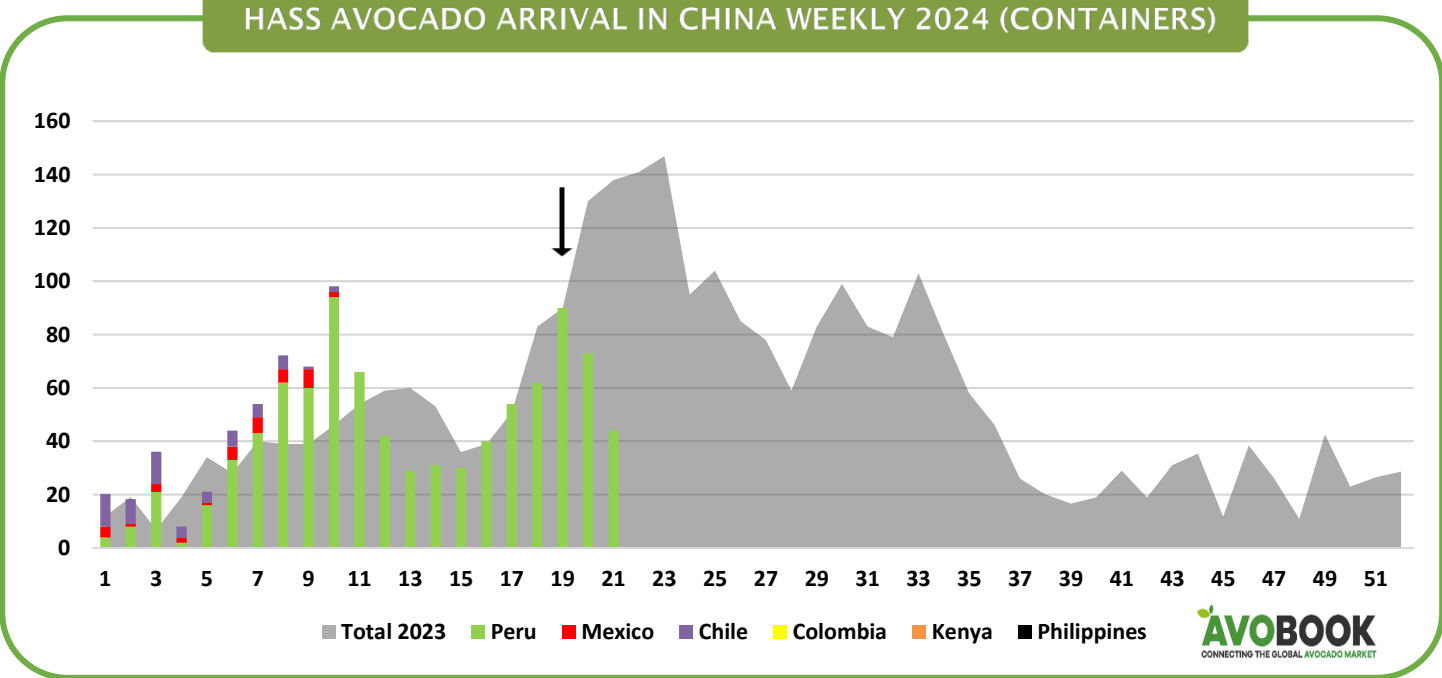


AVOCADO MARKET : CHINA Pag 10

HASS AVOCADO ARRIVAL IN CHINA WEEKLY 2023 (CONTAINERS)

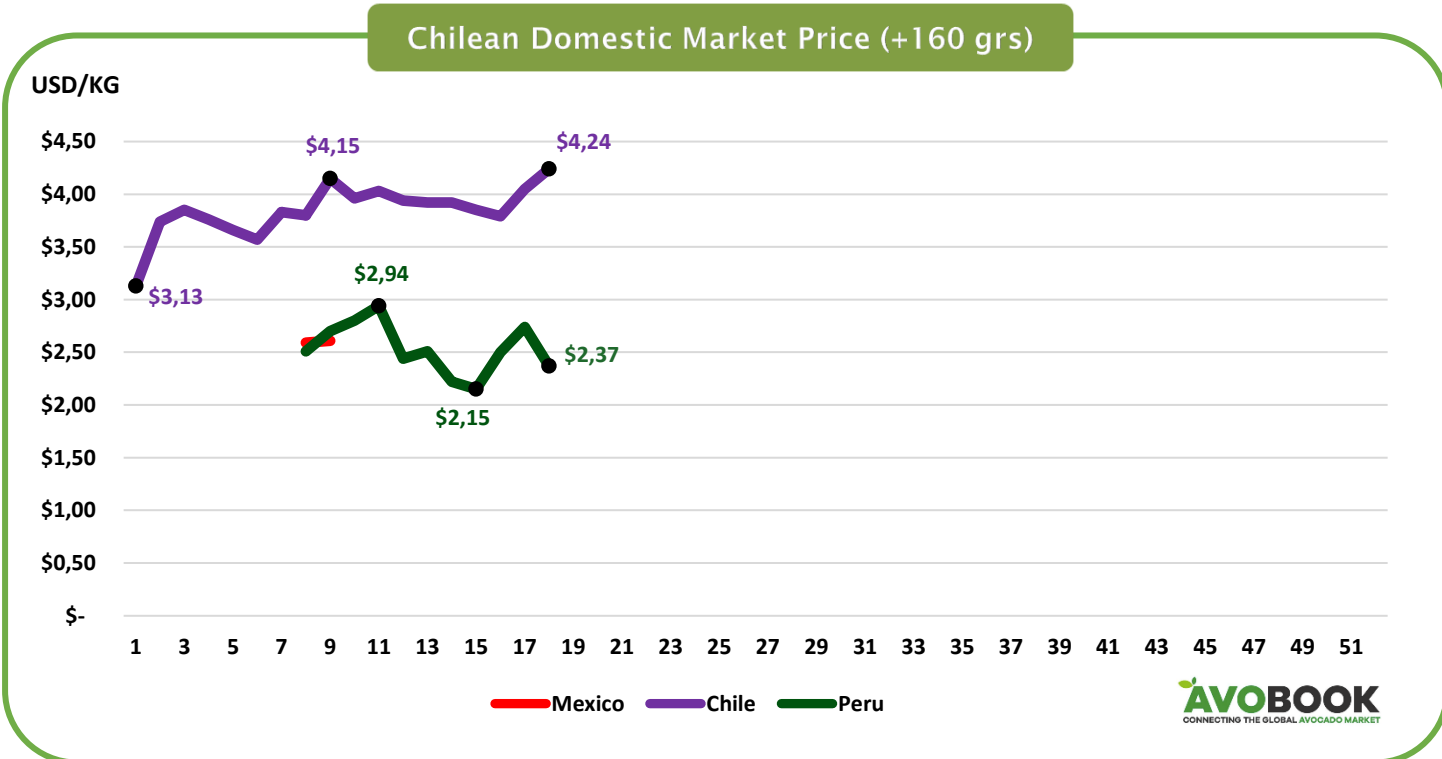
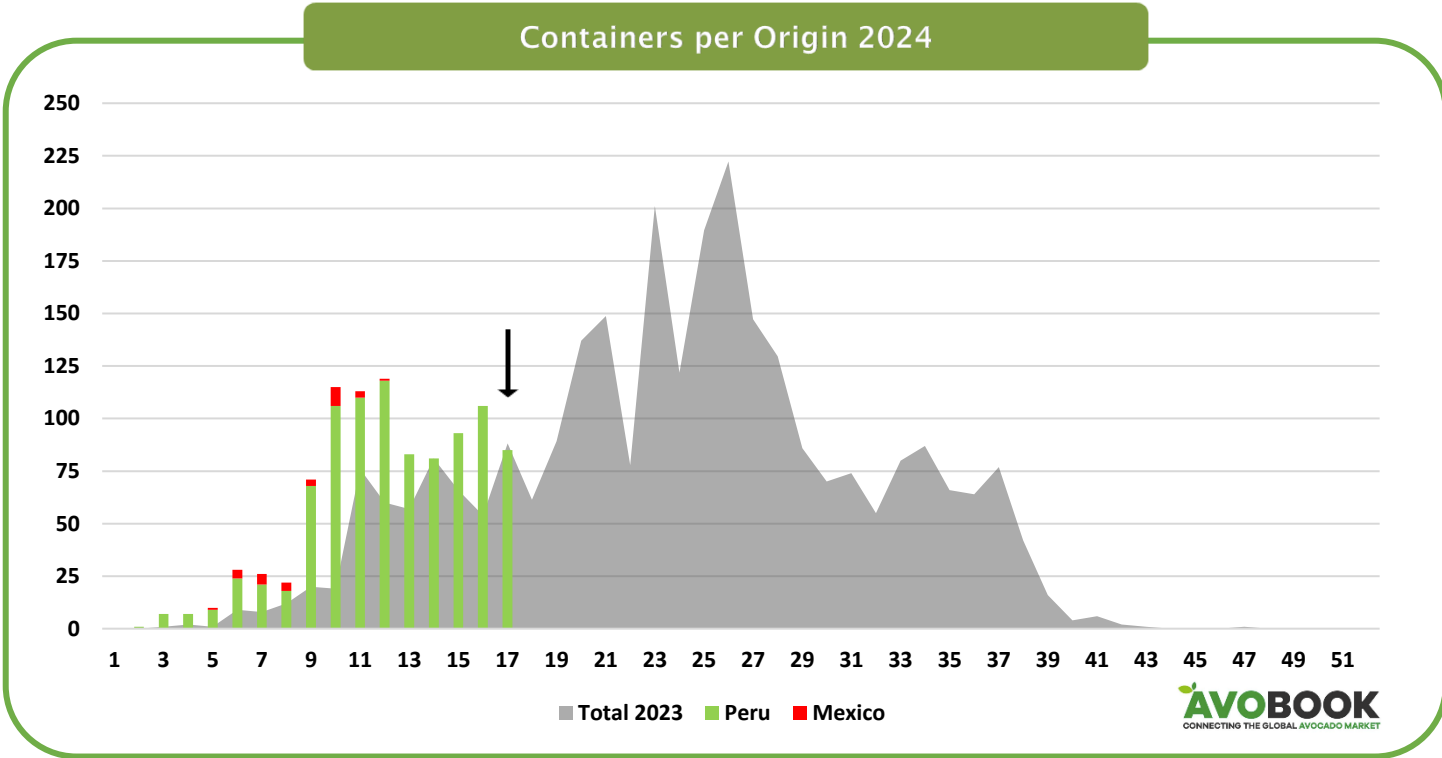


HASS AVOCADO ARRIVAL IN CHINA WEEKLY 2024 (CONTAINERS)



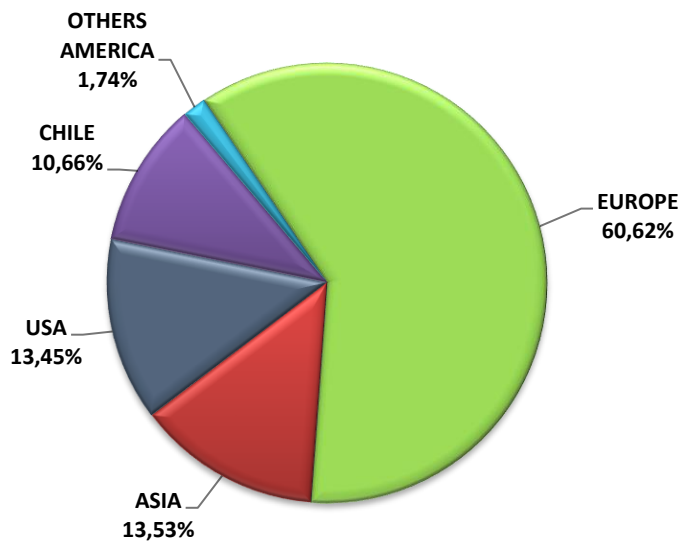
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CHILE: MARKET Pag 11

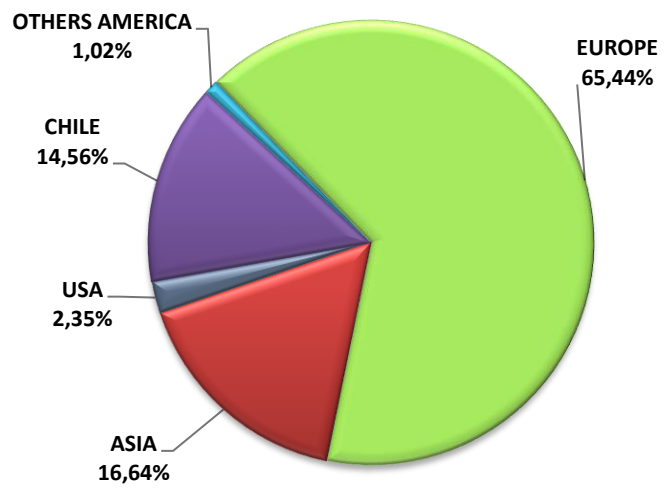


PERU: EXPORTS Pag 12

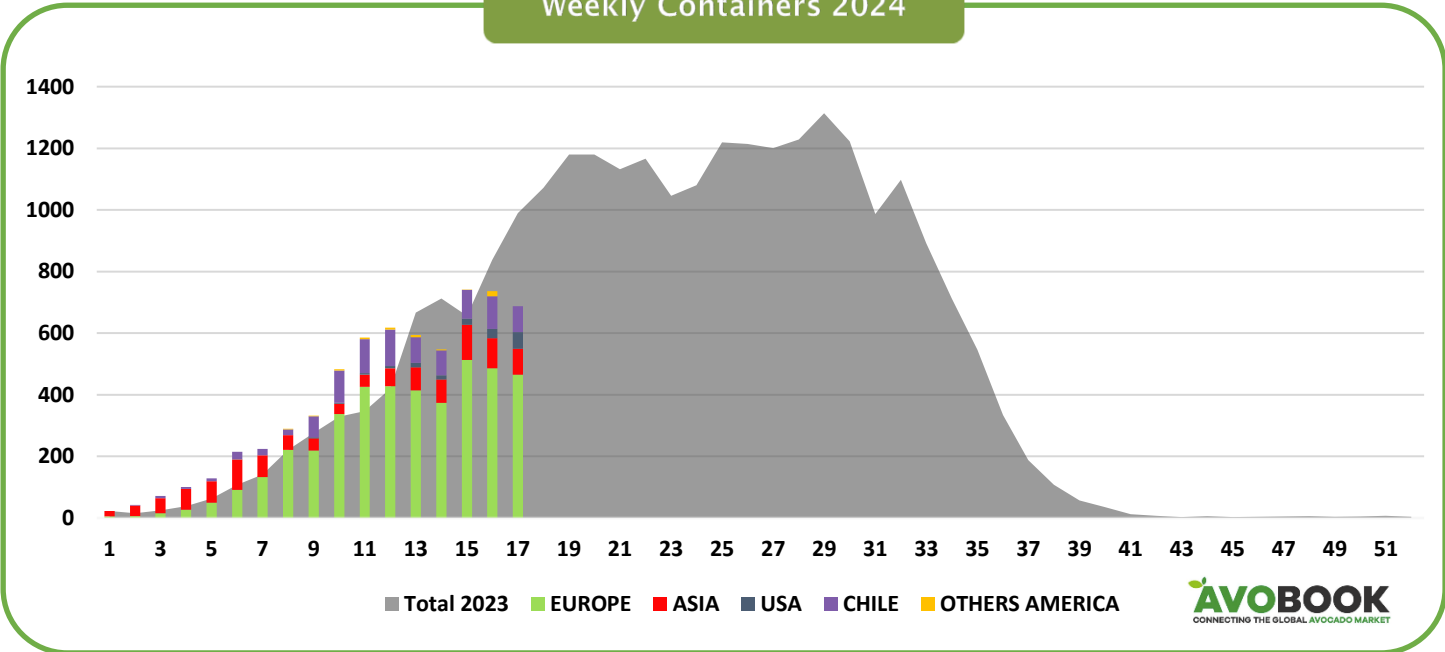
Market Share 2023



Market Share 2024 (Week 1-17)



Weekly Containers 2024





Protecting Exporters in Europe

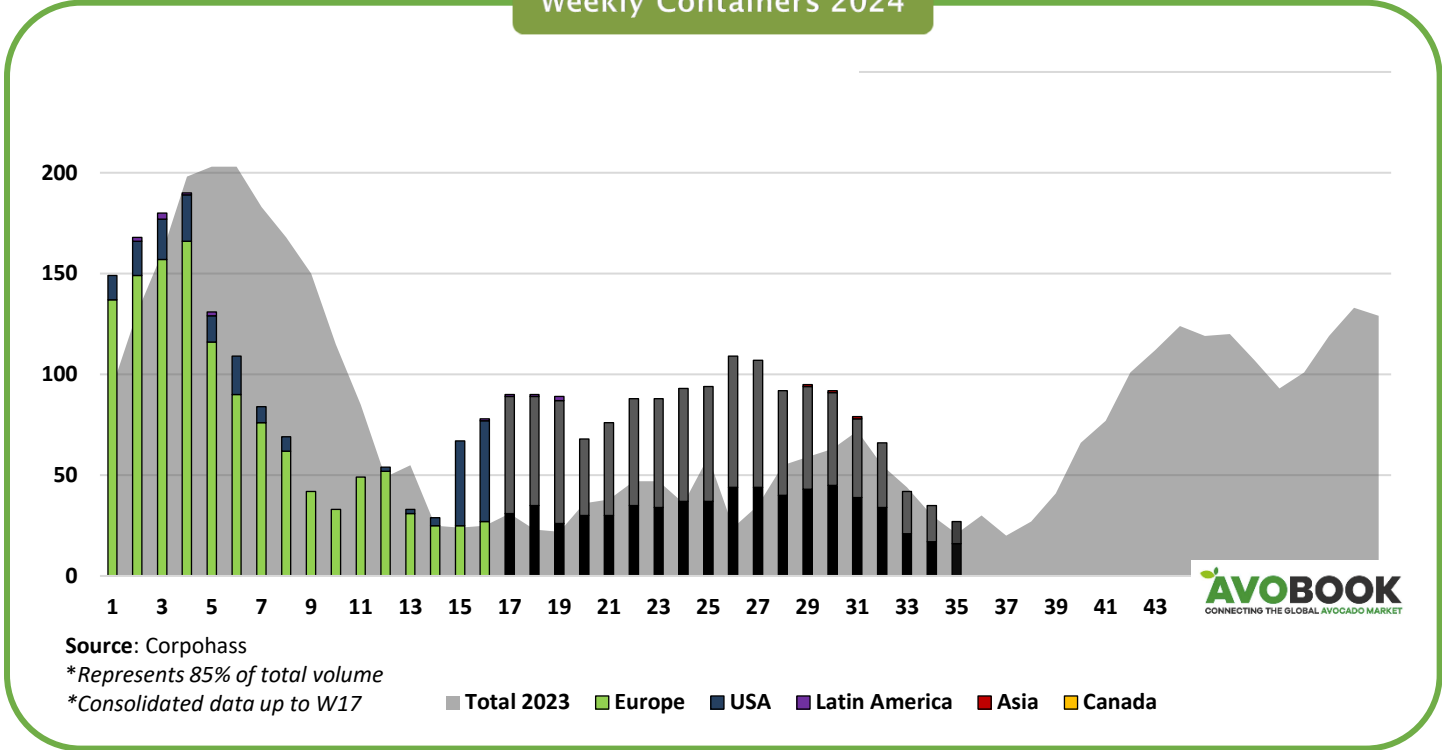
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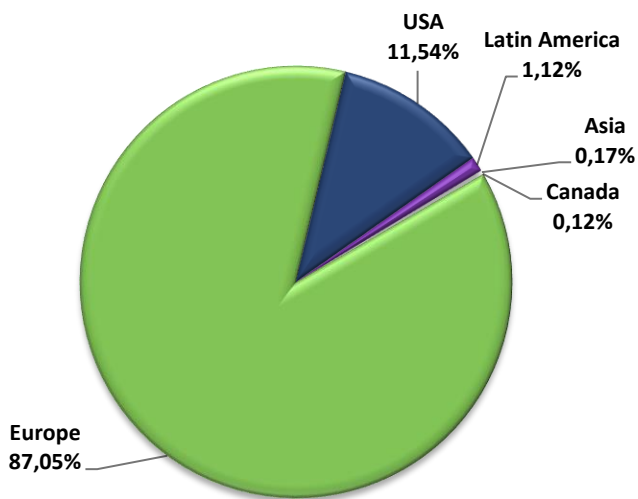


COLOMBIA: EXPORTS Pag 9

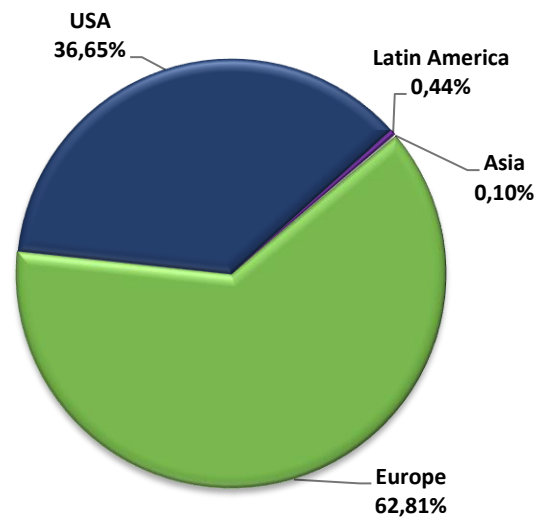
Weekly Containers 2024



Market Share 2023



Market Share 2024 (week 1-16)



AVOCADO AFRICA 2024
 7th - 10th MAY

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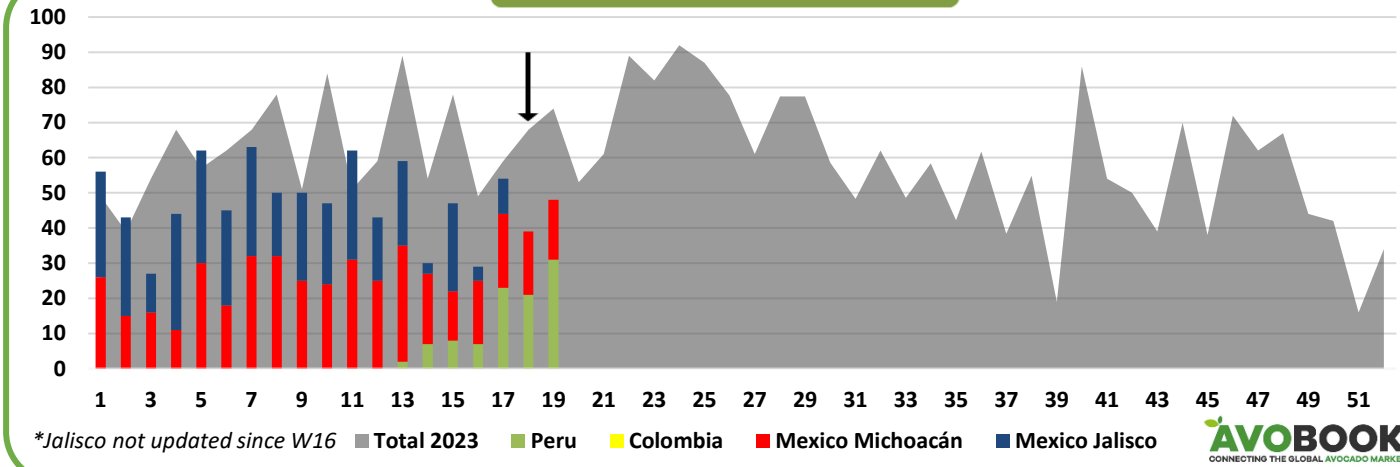
AVOBOOK

CONNECTING THE GLOBAL AVOCADO MARKET

JAPAN: MARKET

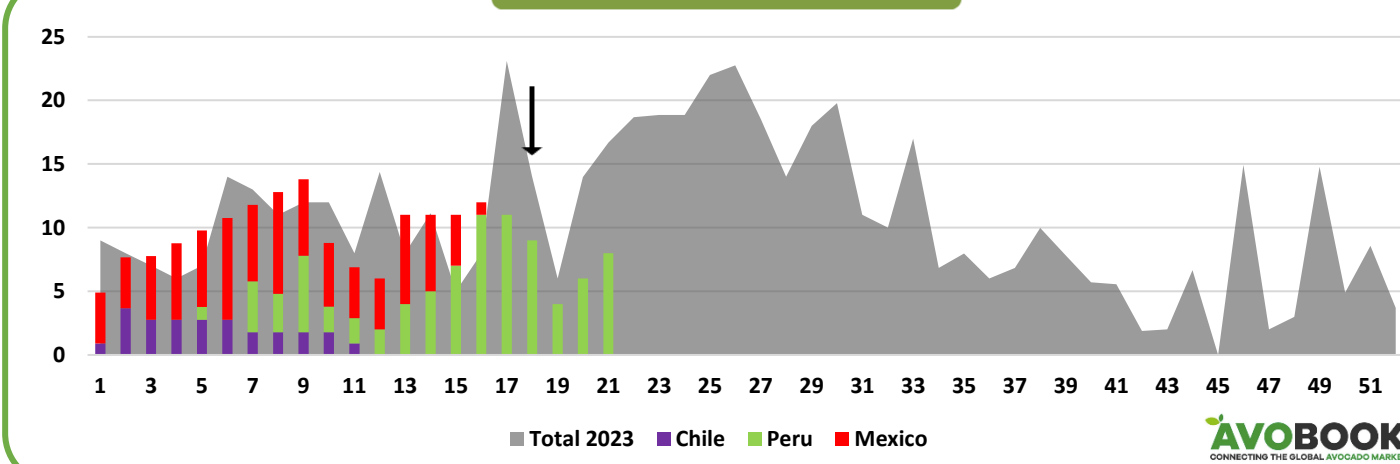
Pag 14

Containers per Origin 2024



KOREA: MARKET

Containers per Origin 2024



CANADA: MARKET

Containers per Origin 2024

