

AVOBOOK

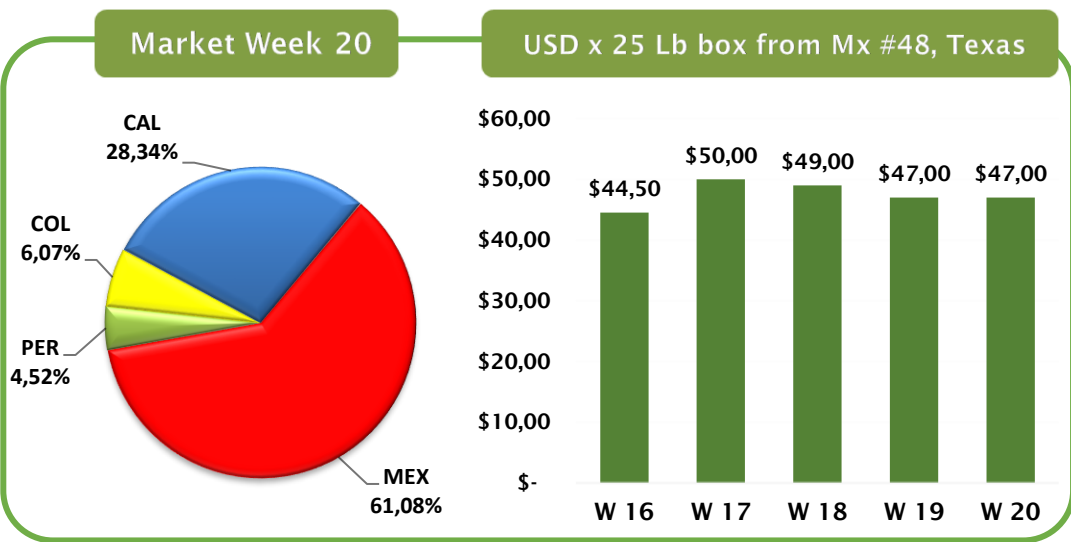
CONNECTING THE GLOBAL AVOCADO MARKET

SUMMARY Week 21, 2024

USA

	Week	Lbs
Apr	14	63.557.988
	15	62.781.624
	16	70.161.761
	17	69.677.677
May	18	56.356.468
	19	58.985.271
	20	54.682.028
	21	
	22	

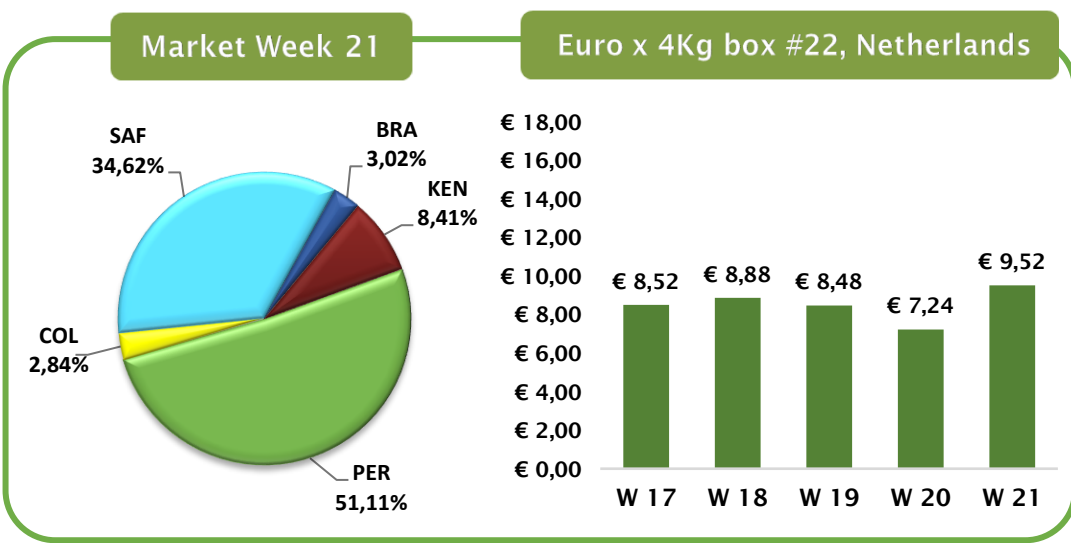
- Less than 55 MM
- Between 55 & 65 MM
- More than 65 MM



EUROPE

	Week	FCL
Apr	14	849
	15	1.046
	16	936
	17	708
May	18	765
	19	872
	20	673
	21	916
	22	

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

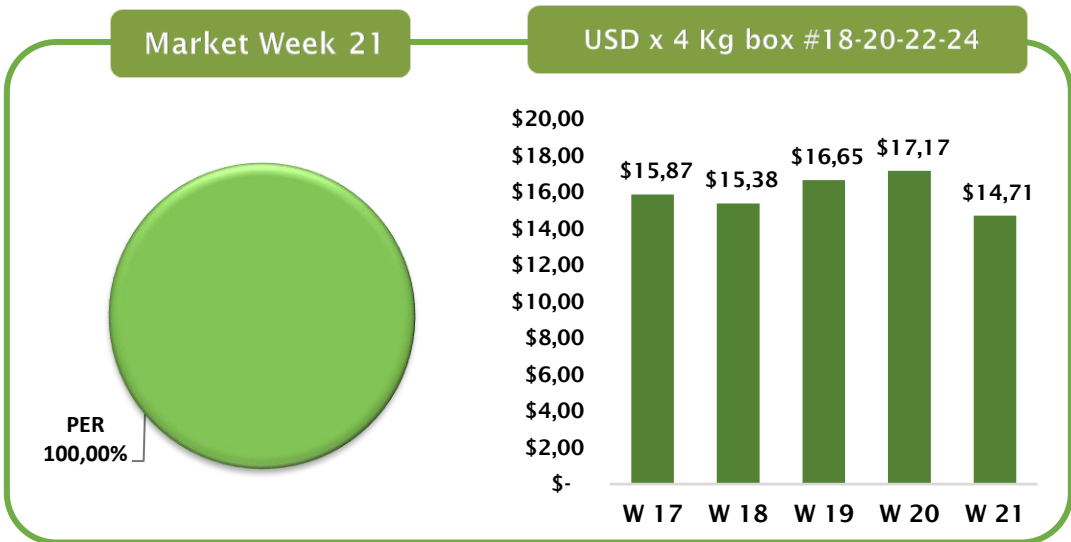


FCL: Fully Container Loaded

CHINA

	Week	FCL
Apr	14	31
	15	30
	16	41
	17	52
May	18	61
	19	87
	20	71
	21	46
	22	

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



FCL: Fully Container Loaded



EL PARQUE

The best fruit year round

AVOBOOK

CONNECTING THE GLOBAL AVOCADO MARKET

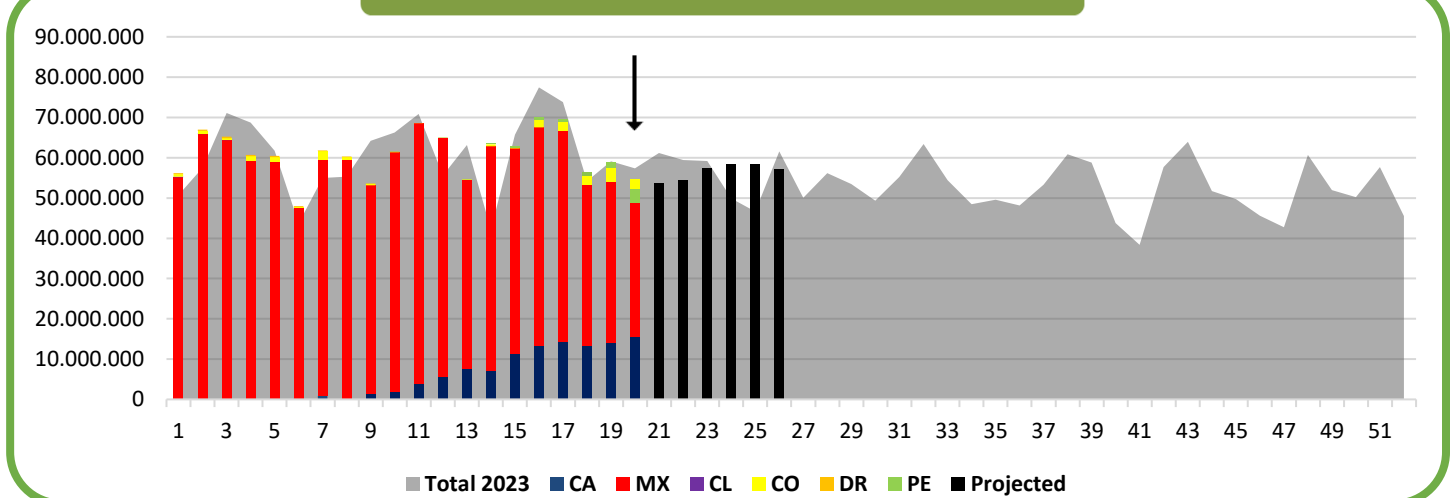
AVOCADO MARKET : USA

	Arrival Week	California	Mexico	Perú	Chile	Colombia	Dom Rep	Total Estimated Volume (Lb)
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
OCT	40	0	43.333.731	337.272	50.000	40.000	0	43.761.003
	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
NOV	44	0	51.114.949	0	540.822	50.000	0	51.705.771
	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
DEC	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
	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
JAN	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
	2	0	65.891.883	0	100.000	693.498	263.000	66.948.381
	3	23.551	64.305.412	0	50.000	476.477	396.000	65.251.440
FEB	4	59.745	59.147.417	0	0	1.165.068	297.000	60.669.230
	5	156.540	58.757.326	0	0	1.217.781	308.000	60.439.647
	6	262.425	47.225.234	0	0	249.454	264.000	48.001.113
	7	907.338	58.666.258	0	0	2.036.513	167.000	61.777.109
MAR	8	289.131	59.144.513	0	0	716.516	132.000	60.282.160
	9	1.327.020	51.852.020	0	0	346.200	87.000	53.612.240
	10	1.859.143	59.488.565	50.000	0	52.594	40.000	61.490.302
	11	3.776.984	64.684.732	0	0	0	40.000	68.501.716
APR	12	5.685.112	59.186.350	140.000	0	0	80.000	65.091.462
	13	7.663.572	46.855.004	142.735	0	108.026	0	54.769.337
	14	7.086.912	55.770.978	238.063	0	462.035	0	63.557.988
	15	11.245.154	51.010.606	331.857	0	194.007	0	62.781.624
MAY	16	13.312.927	54.195.460	616.306	0	2.037.068	0	70.161.761
	17	14.365.526	52.276.516	610.553	0	2.425.082	0	69.677.677
	18	13.238.426	40.051.151	932.819	0	2.134.072	0	56.356.468
	19	14.048.666	40.017.800	1.426.687	0	3.492.118	0	58.985.271
JUN	20	15.494.565	33.398.482	2.468.981	0	3.320.000	0	54.682.028
	21	10.000.000	38.500.000	2.500.000	0	2.800.000	0	53.800.000
	22	11.500.000	36.500.000	4.250.000	0	2.250.000	0	54.500.000
	23	11.500.000	37.250.000	6.000.000	0	2.500.000	0	57.250.000
JUL	24	11.500.000	36.750.000	7.500.000	0	2.500.000	0	58.250.000
	25	12.000.000	34.500.000	9.000.000	0	2.750.000	0	58.250.000
	26	10.500.000	31.500.000	12.250.000	0	2.750.000	0	57.000.000
	27	8.750.000	29.500.000	16.000.000	0	3.150.000	0	57.400.000
AUG	28	9.500.000	31.500.000	16.250.000	0	3.000.000	0	60.250.000
	29	8.500.000	29.000.000	17.500.000	0	2.500.000	0	57.500.000
	30	8.250.000	27.500.000	18.000.000	0	2.500.000	0	56.250.000
	31	6.000.000	29.000.000	17.750.000	0	2.250.000	0	55.000.000
SEP	32	6.000.000	36.000.000	17.500.000	0	1.900.000	0	61.400.000
	33	5.500.000	34.750.000	16.500.000	0	1.500.000	0	58.250.000
	34	4.500.000	34.000.000	13.000.000	0	1.000.000	0	52.500.000

Source: Hass Avocado Board

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

US Market Share Week 20 (Lb)

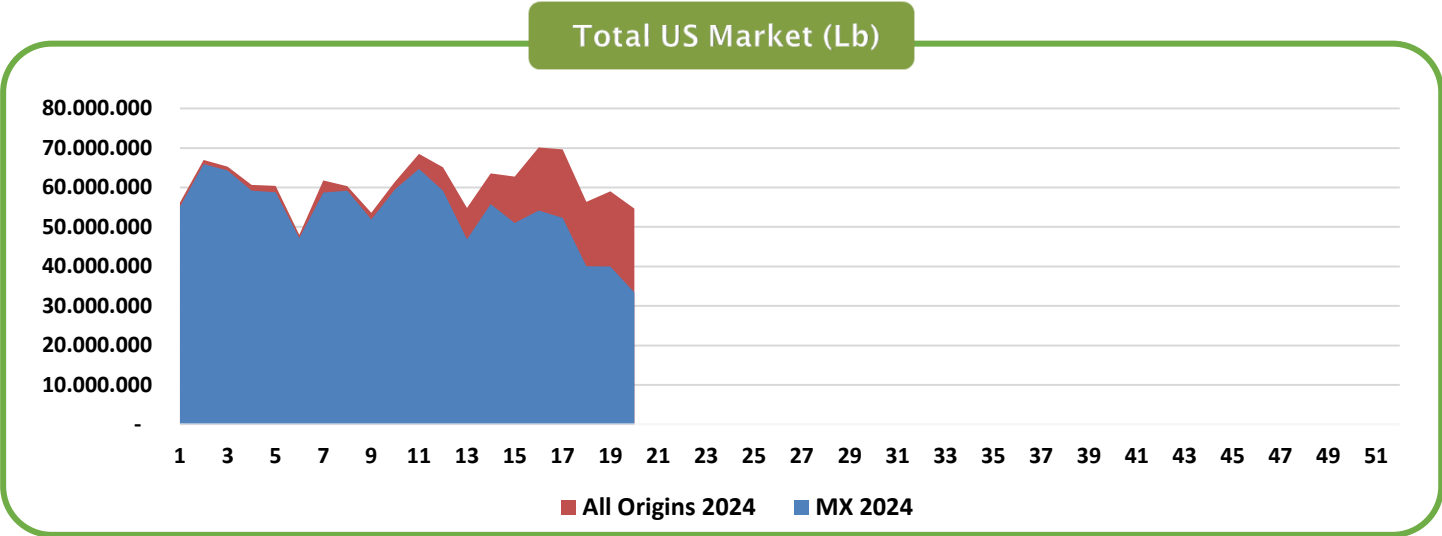
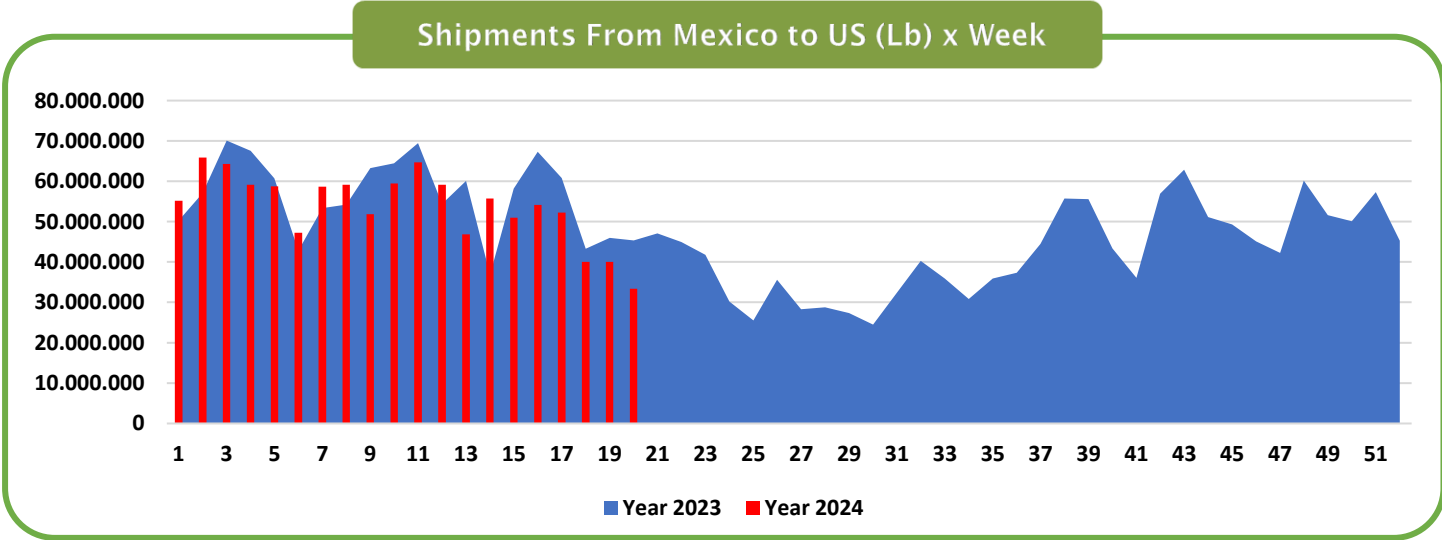


SAFTA

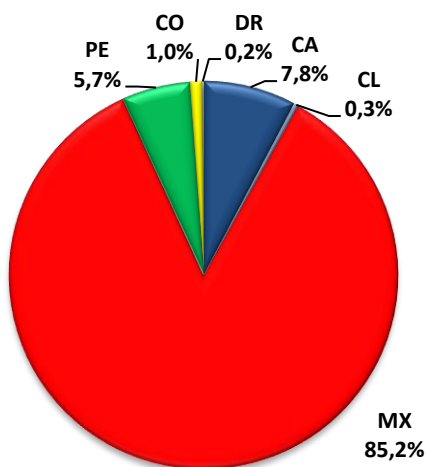
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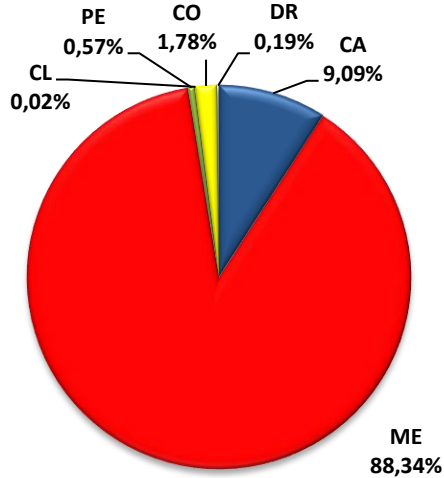
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USA 2023 (Week 1 - 52)



USA 2024 (Week 1 - 20)





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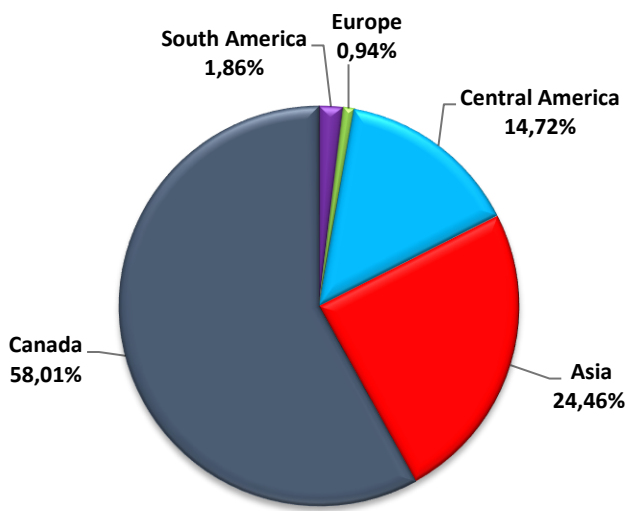


AVOCADO MARKET : MEXICO TO USA Pag 3

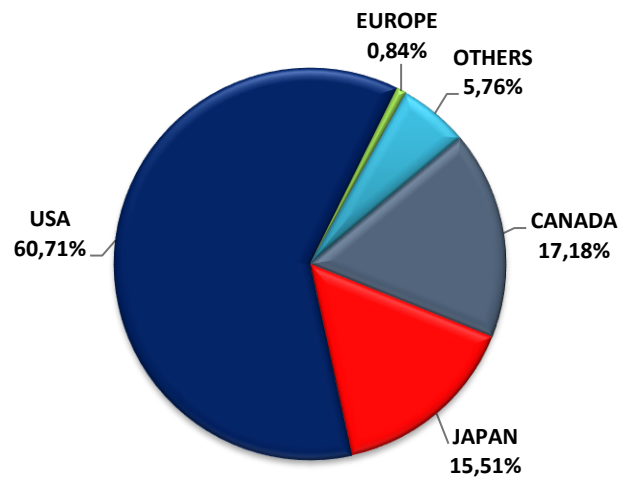
Description	Michoacán		Jalisco	
	Harvest	Shipment	Harvest	Shipment
Projection 2023-2024	1.159.227	996.935	131.978	103.260
YTD Week 20	1.046.358	905.391	123.478	95.916
Balance	112.869	91.544	8.500	7.344
AVG weekly balance	18.812	15.257	1.417	1.224
Weeks passed		46		46
Weeks remaining		6		6

Source: APEAM

Michoacan Other Markets (Week 1 - 20)



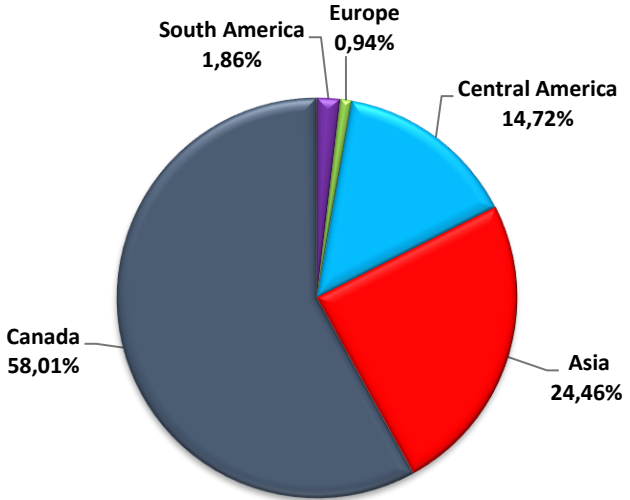
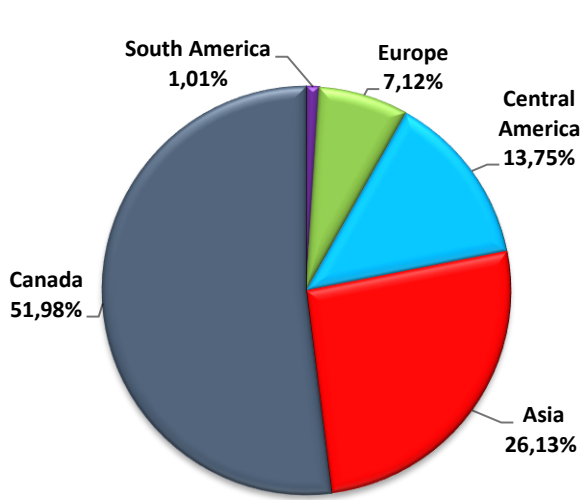
Jalisco All Markets (Week 1 - 15)



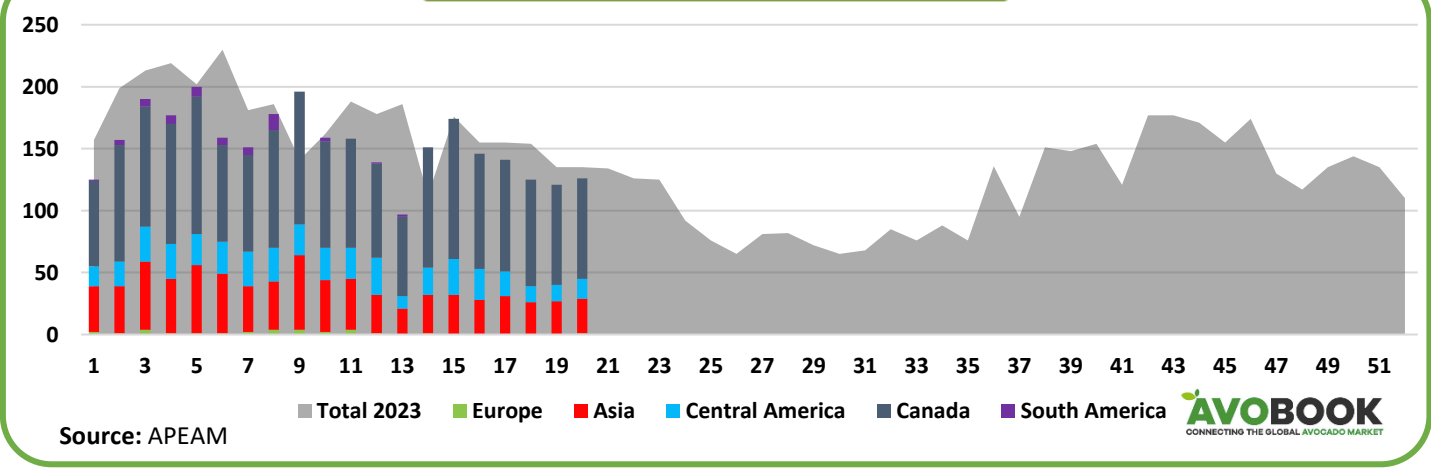
AVOCADO MARKET : MICHOACAN OTHER MARKETS Pag 4

Michoacan Other Markets 2023

Michoacan Other Markets 2024 (Week 1-20)



Weekly Containers (Other Markets)



TOP 10 Exporters Other Markets (Week 1-20)

Ranking	Exporter	Total Containers	Market Share
1	AGUACATES JR, SA DE CV	247	8.05%
2	FRUTIVAL, S.A. DE C.V.	238	7.75%
3	COMERCIALIZADORA GLOBAL FRUT S. DE R.L. DE C.V.	200	6.51%
4	SAN TADEO Y SOCIOS S.P.R. DE R.L.	196	6.38%
5	AVOCADOS TRANSPORT INTERNATIONAL, S.P.R. DE R.L. DE C.V.	192	6.25%
6	FRUTAS FINAS DE VALLES DE MICHOACAN, S.A. DE C.V.	180	5.86%
7	DISTRIBUIDORA AGRICOLA LA VIÑA, S.A. DE C.V.	177	5.77%
8	BEST PRODUCE S DE RL DE CV	139	4.53%
9	GRUPO AVOMEZA, S.A DE C.V.	118	3.84%
10	CALAVO DE MEXICO, S.A. DE C.V.	106	3.45%
Total		1793	58.40%



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CONNECTING THE GLOBAL AVOCADO MARKET

AVOCADO MARKET : USA Pag 5

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
FEB 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
FEB 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
APR 18	0	19.758.200	45.639.000	1.119.800	0	2.127.400	68.644.400	52.498.600	56.892.000	-7,7
APR 19	0	21.654.600	43.474.200	1.746.800	0	3.955.600	70.831.200	48.571.600	53.264.200	-8,8
MAY 20	22.000	24.057.000	37.129.400	1.801.800	0	4.686.000	67.696.200	53.209.200	52.795.600	0,8
MAY 21										
MAY 22										

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

PRICE IN FIELD X KG (MXN)				
Michoacán				
	Week	Main Crop	Loca	Aventajado
JAN	1	27-28		
	2	26-27		
	3	26-28		
	4	27-28		
	5	30		
FEB	6	30-32		
	7	30		
	8	28-29		
MAR	9	28-29		
	10	32-33		
	11	35		
	12	38-39		
	13	42-43		
APR	14	40-43		
	15			
	16	40-42		
	17	42-44		
	18	38-40		
MAY	19	40		
	20	40		
	21	40		
	22			

* 1 USD = 16.68 MXN



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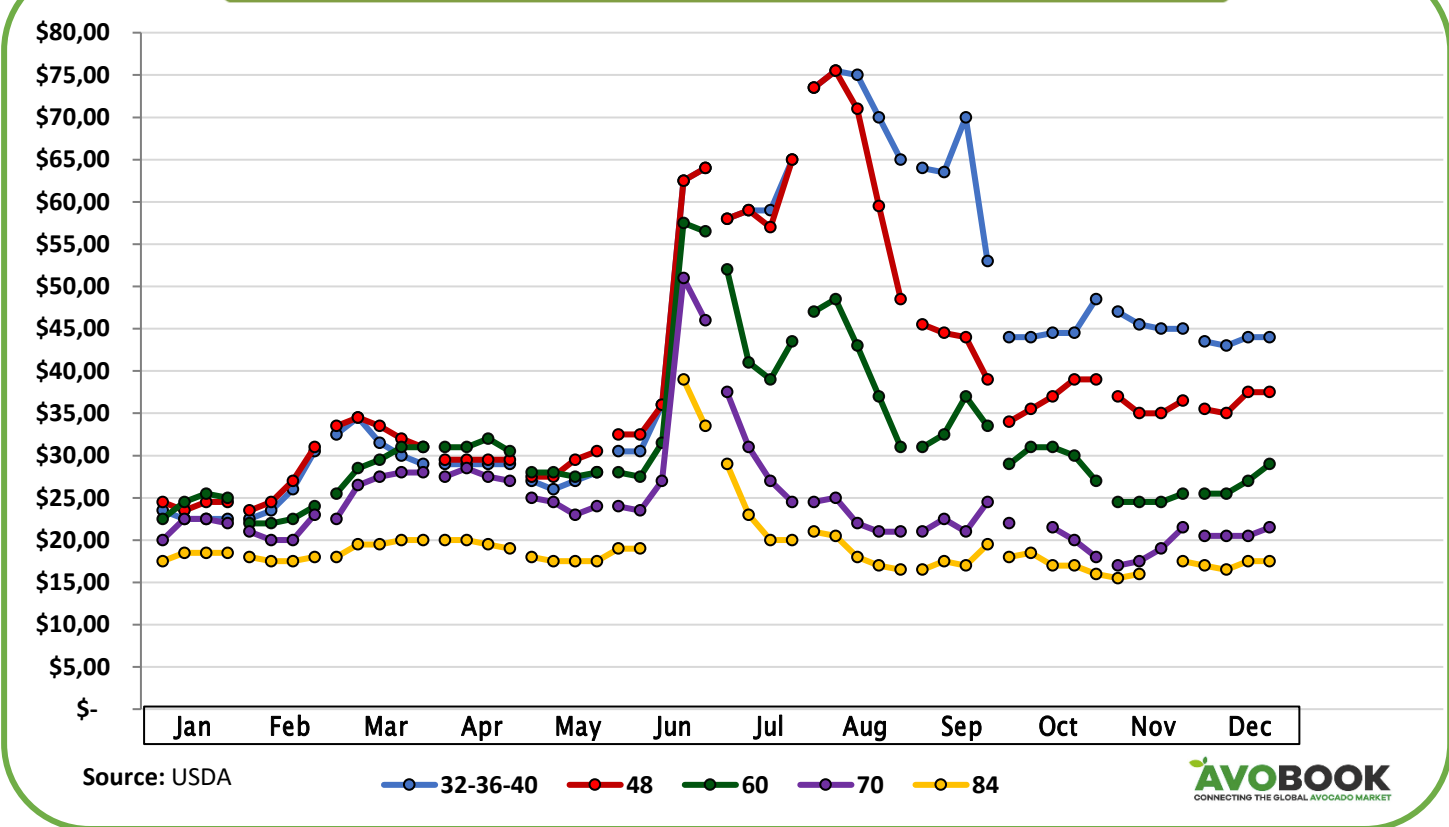


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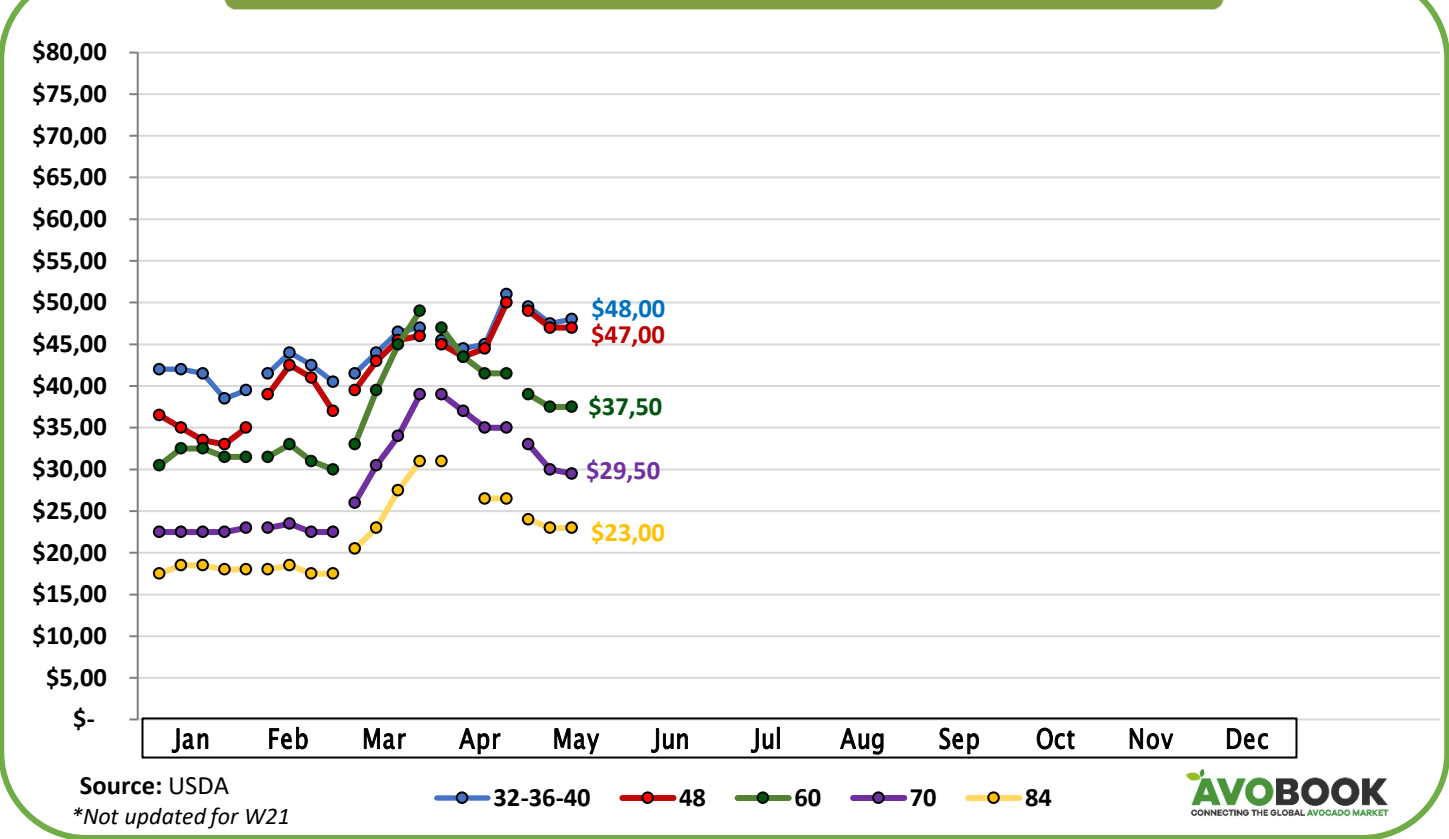
CONNECTING THE GLOBAL AVOCADO MARKET

AVOCADO MARKET : USA Pag 6

2023 Weekly Price USD per Size box 25Lb (Mexican Hass in TX)



2024 Weekly Price USD per Size box 25Lb (Mexican Hass in TX)



EL PARQUE

The best fruit year round

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CONNECTING THE GLOBAL AVOCADO MARKET

AVOCADO MARKET : EUROPE

CONTAINERS ARRIVED BY ORIGIN

	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	423	49	5	10	8		61	25	40	228	849
	15	438	52	1	5	177		79	51	20	223	1046
	16	407	31	0	4	214		76	31	20	153	936
	17	369	25	1	2	3		86	120	20	89	715
	18	508	25				38		68	86	20	26
MAY	19	485	27			225		53	69	10	10	879
	20	485	30			52		60	52			679
	21	467	26			317		28	77			915
JUN	22	337	25			203		14	34			613
	23	373	28	1		144		6	43			595
	24	317	43			111		4	103			578
	25	359	45			91		4	103			602
	26	382	34			85		4	120			625
JUL	27	423	37			71		2	129			662
	28	457	37			76		0	163			733
	29	479	44			58		0	178			759
	30	543	44			47		0	177			811
	31	562	40			46			178			826
AUG	32	636	43			46			215			940
	33	572	45			51			189			857
	34	524	39			55			98			716
	35	486	34			57	10		245			832
	36	453	21			63	10		181			728
SEPT	37	371	17			66	10		155			619
	38	324	16			84	20		112			556
	39	250	40			85	30		40			445
OCT	40	159	40	20		81	80		40			420
	41	55	40	20		79	120		20		20	354
	42	28	80	30		54	200		10		40	442
	43	10	80	30		53	230			15	60	478
	44		80	40	10	52	320			20	80	602
NOV	45		120	40	15	41	330			30	100	676
	46		120	40	40	28	330			40	100	698
	47		150	40	80	9	250			40	100	669
	48		150	40	80	6	200			50	120	646
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



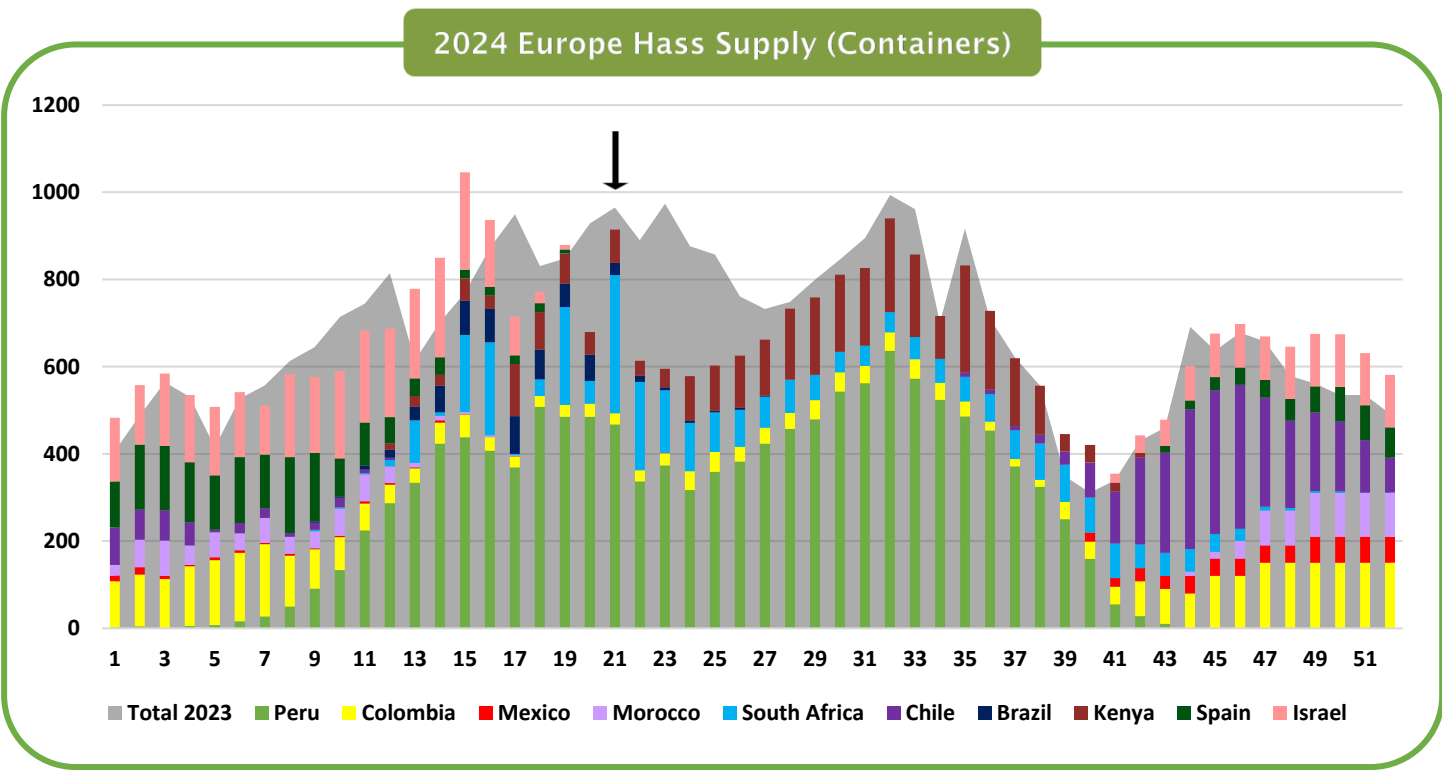
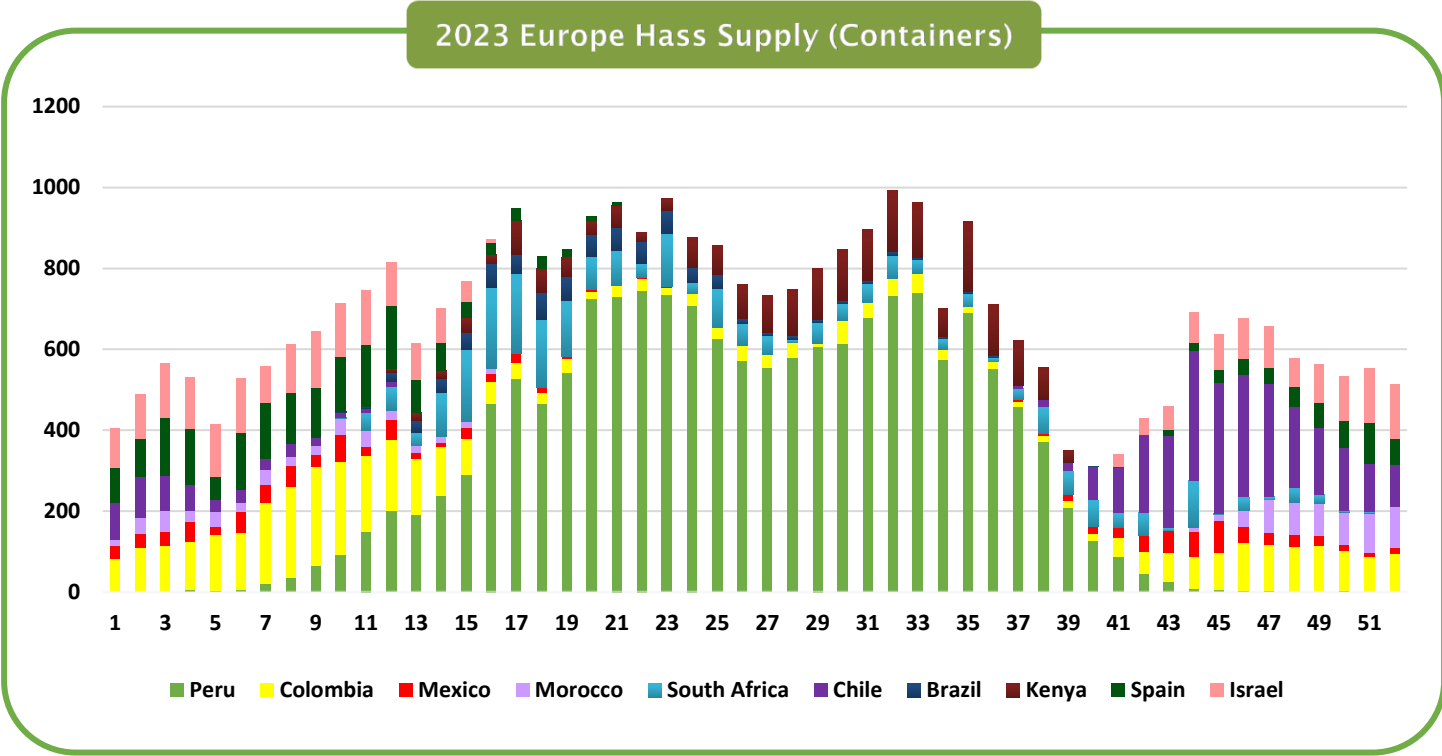
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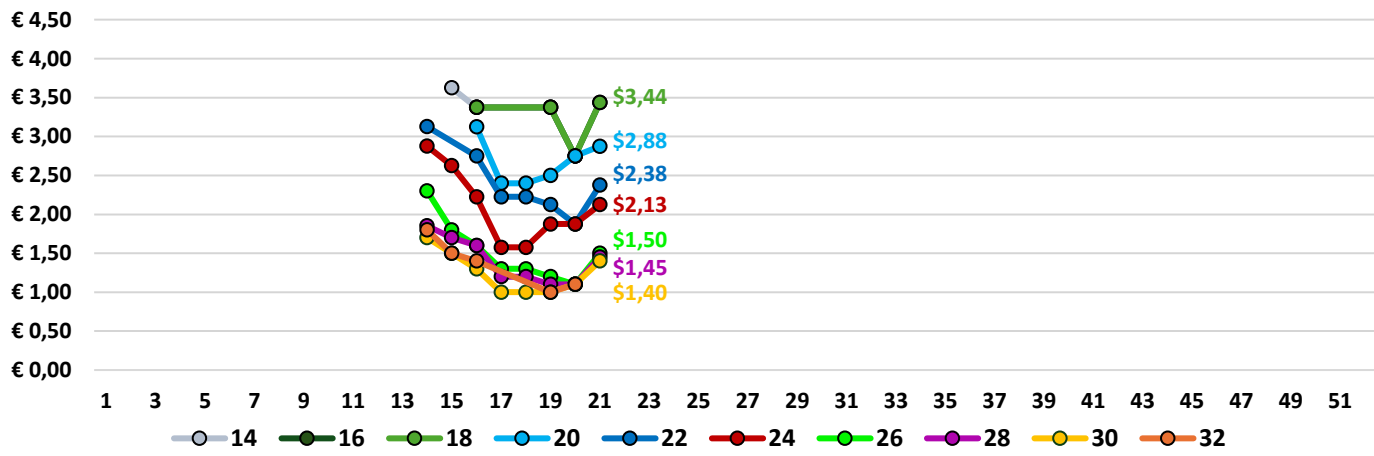
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AVOCADO MARKET : EUROPE

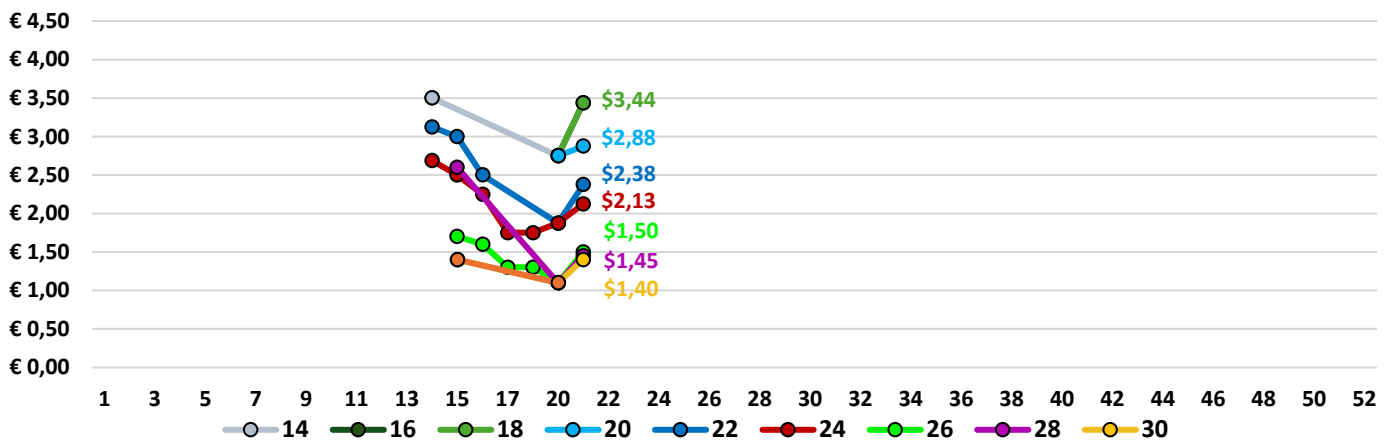
Netherlands Ponderated Market Price From Peru

EURO/KG

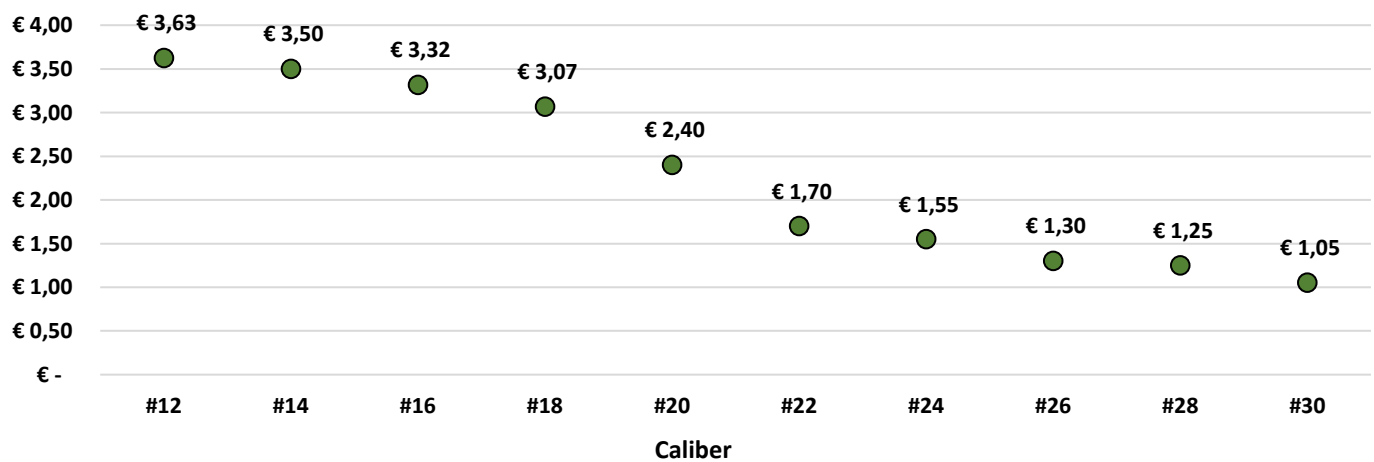


Netherlands Ponderated Market Price From South Africa

EURO/KG



Spain Ponderated Market Price From Peru (Week 21)



AVOCADO MARKET : CHINA

CONTAINERS ARRIVED BY ORIGIN

Week of Sales	Peru	Mexico	Chile	Colombia	Kenya	Philippines	New Zeland	Total Estimated Volume
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	41							41
17	52							52
18	61							61
19	87							87
20	71							71
21	46							46
22	43							43
23	46							46
24	82							82
25								0
26								0
27								0
28								0
29								0
30								0



Protecting Exporters in Europe

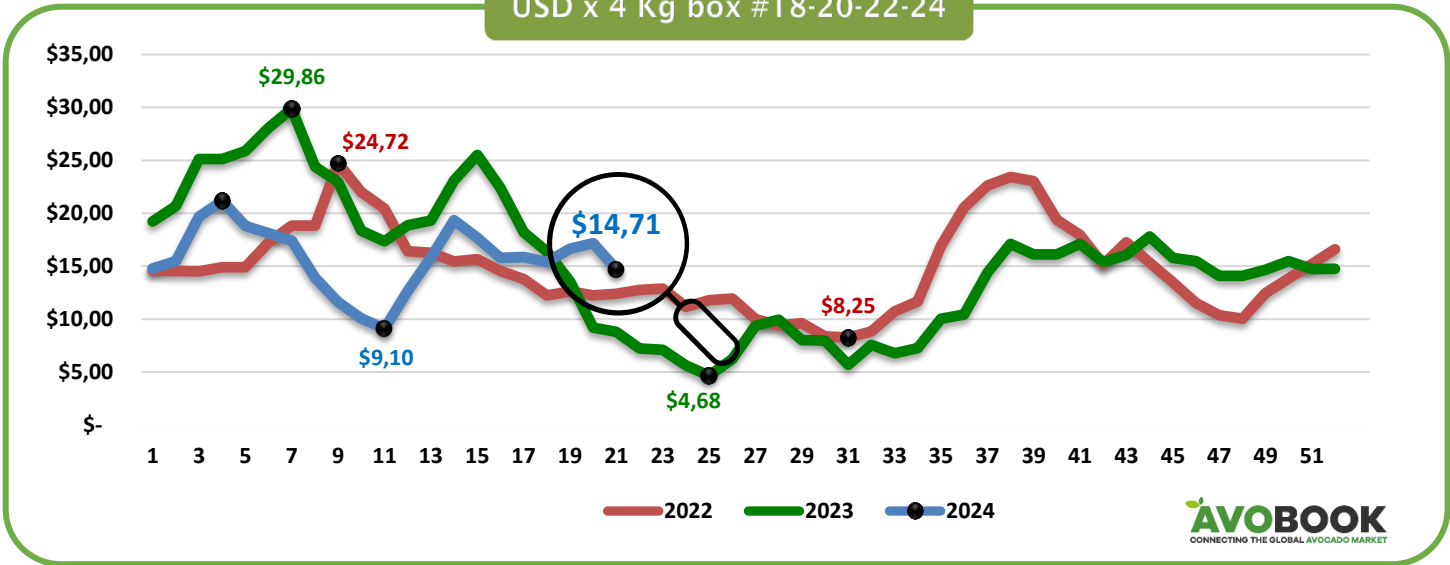
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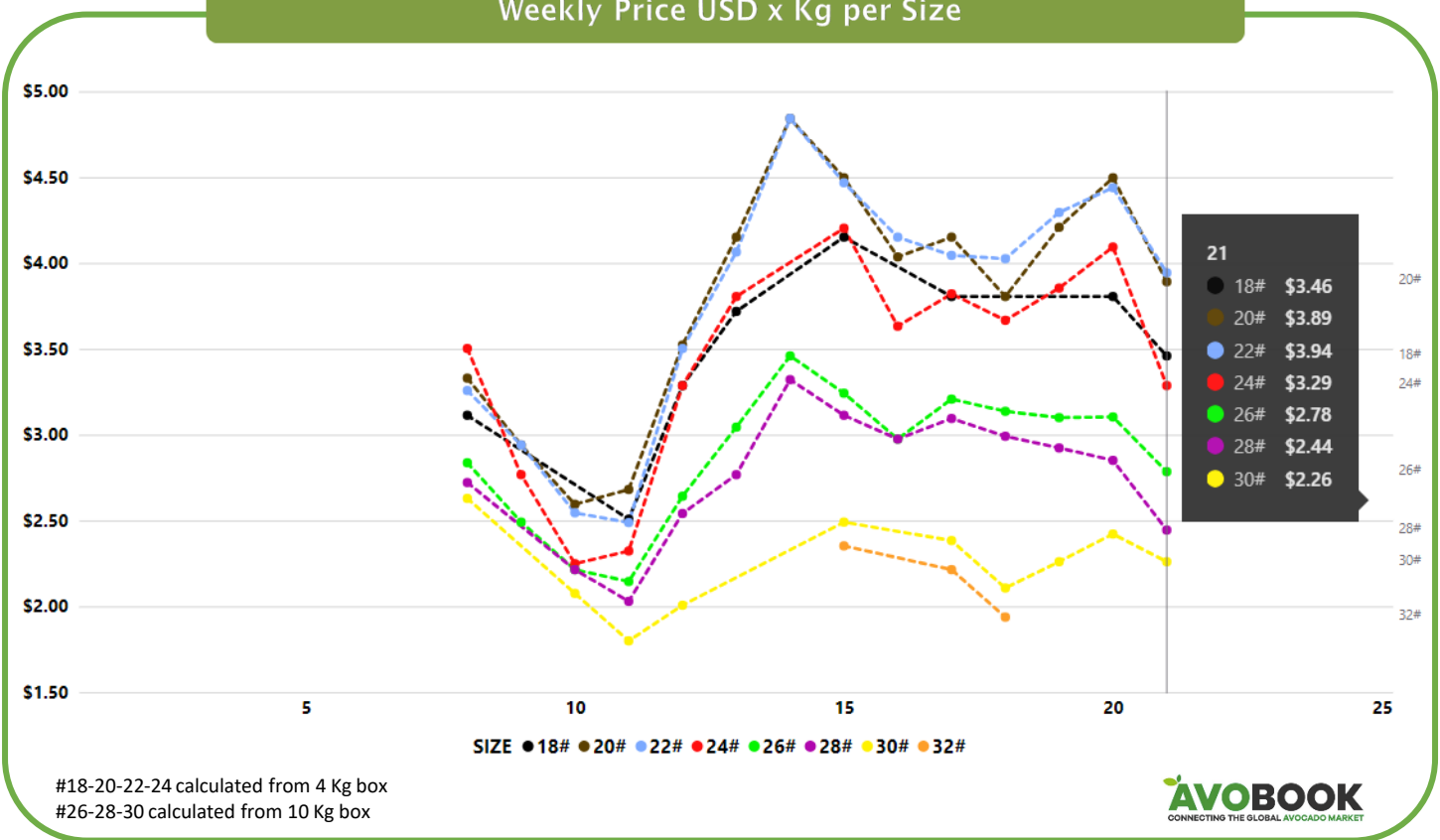


AVOCADO MARKET : CHINA

USD x 4 Kg box #18-20-22-24

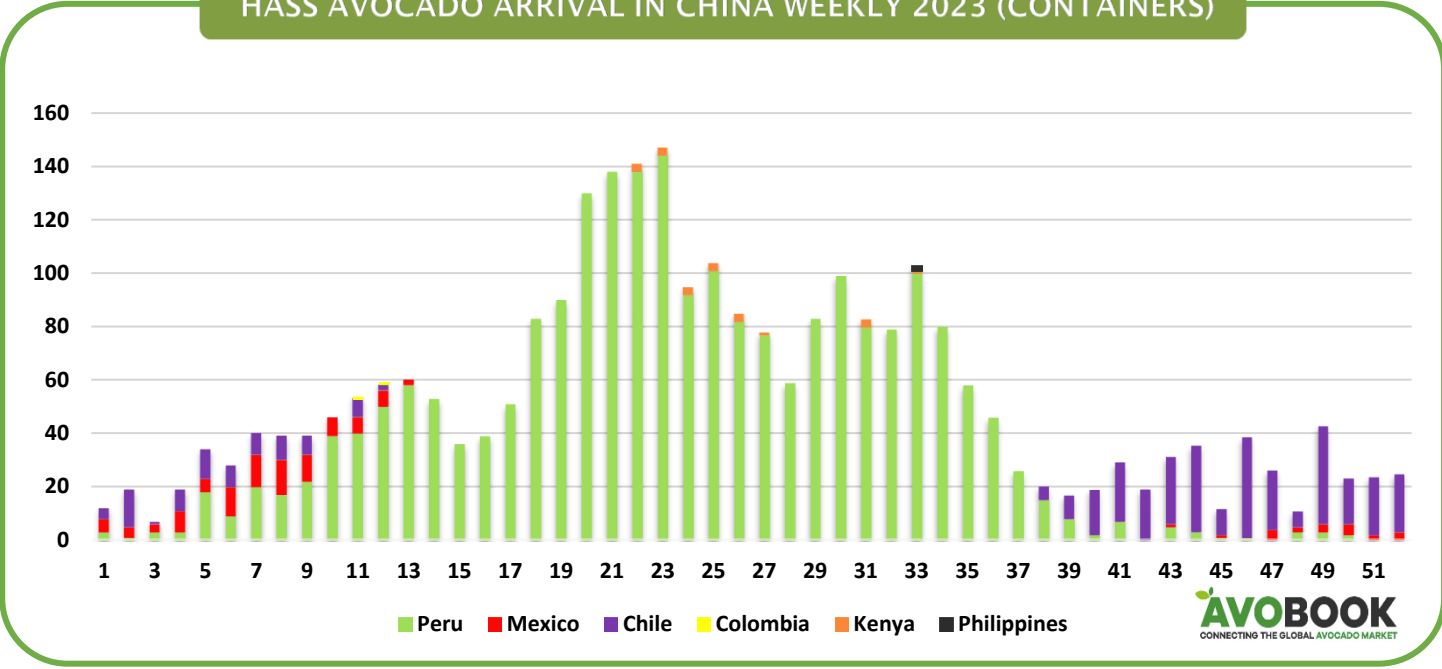


Weekly Price USD x Kg per Size

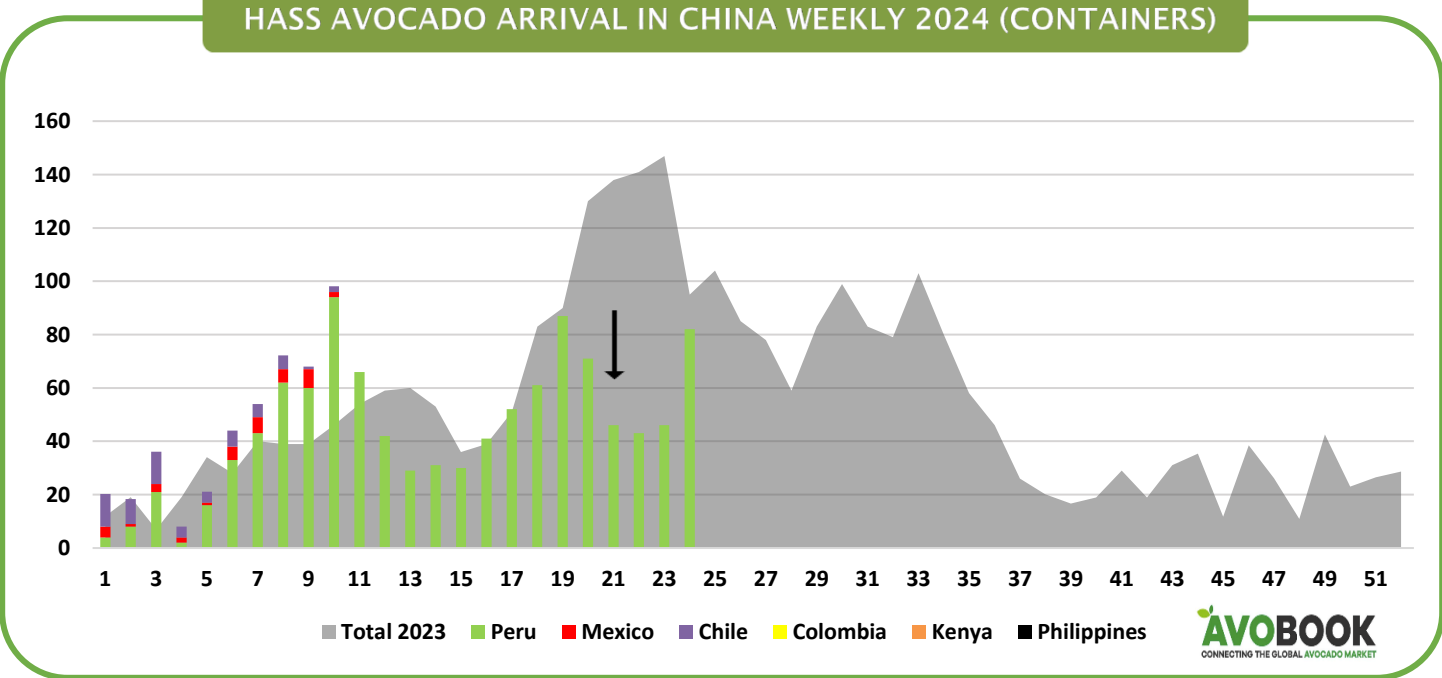


AVOCADO MARKET : CHINA Pag 12

HASS AVOCADO ARRIVAL IN CHINA WEEKLY 2023 (CONTAINERS)



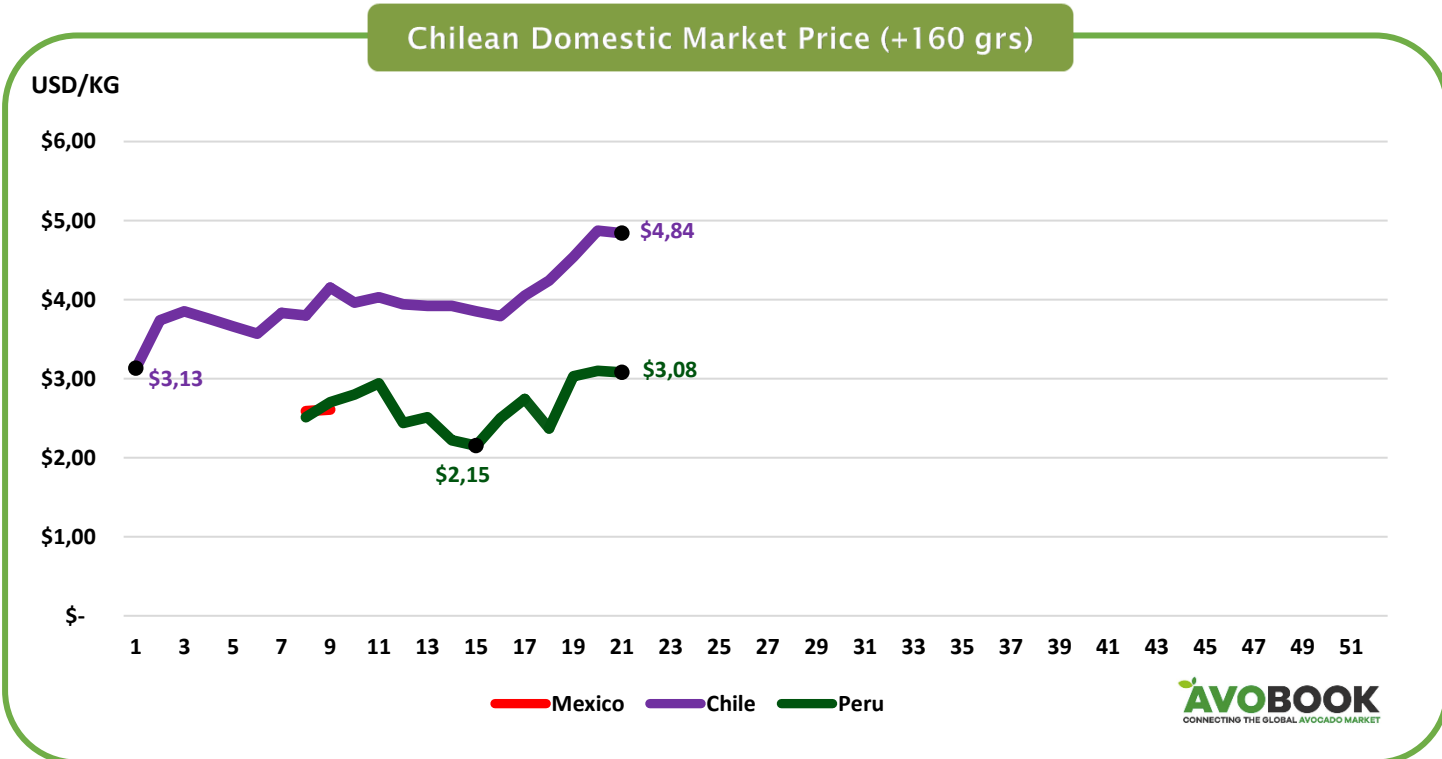
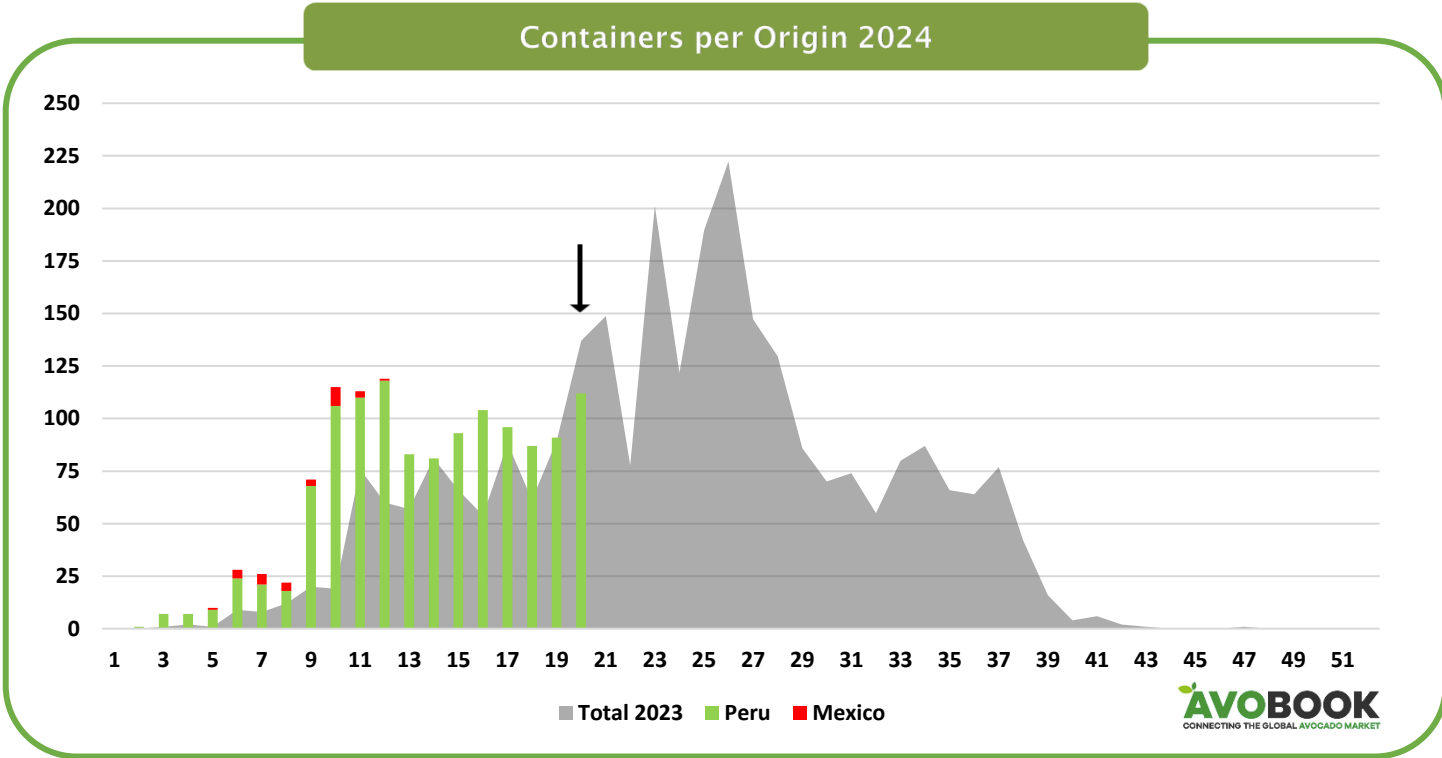
HASS AVOCADO ARRIVAL IN CHINA WEEKLY 2024 (CONTAINERS)



EL PARQUE

The best fruit year round

CHILE: MARKET Pag 13



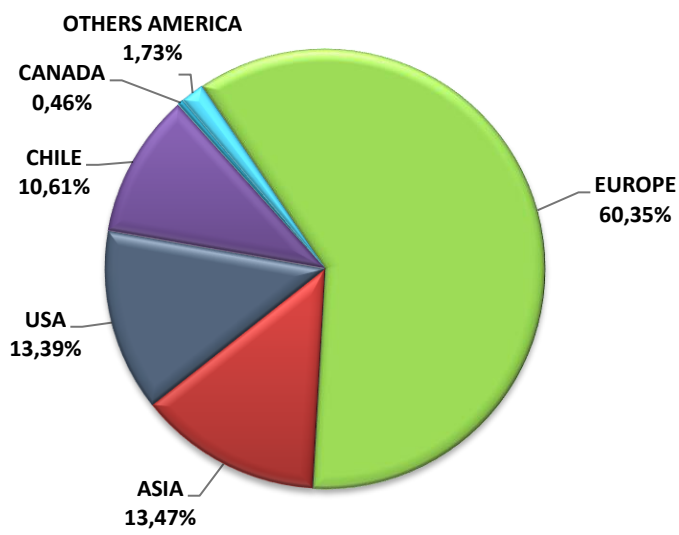
Protecting Exporters in Europe

3PL | Quality Control | Insurance | Representation

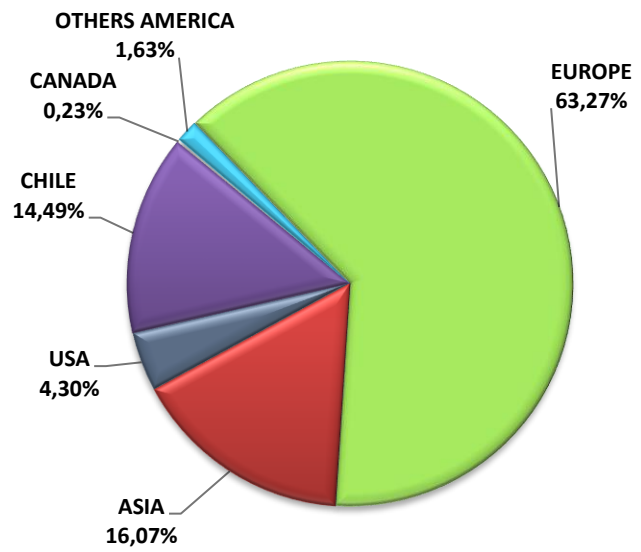
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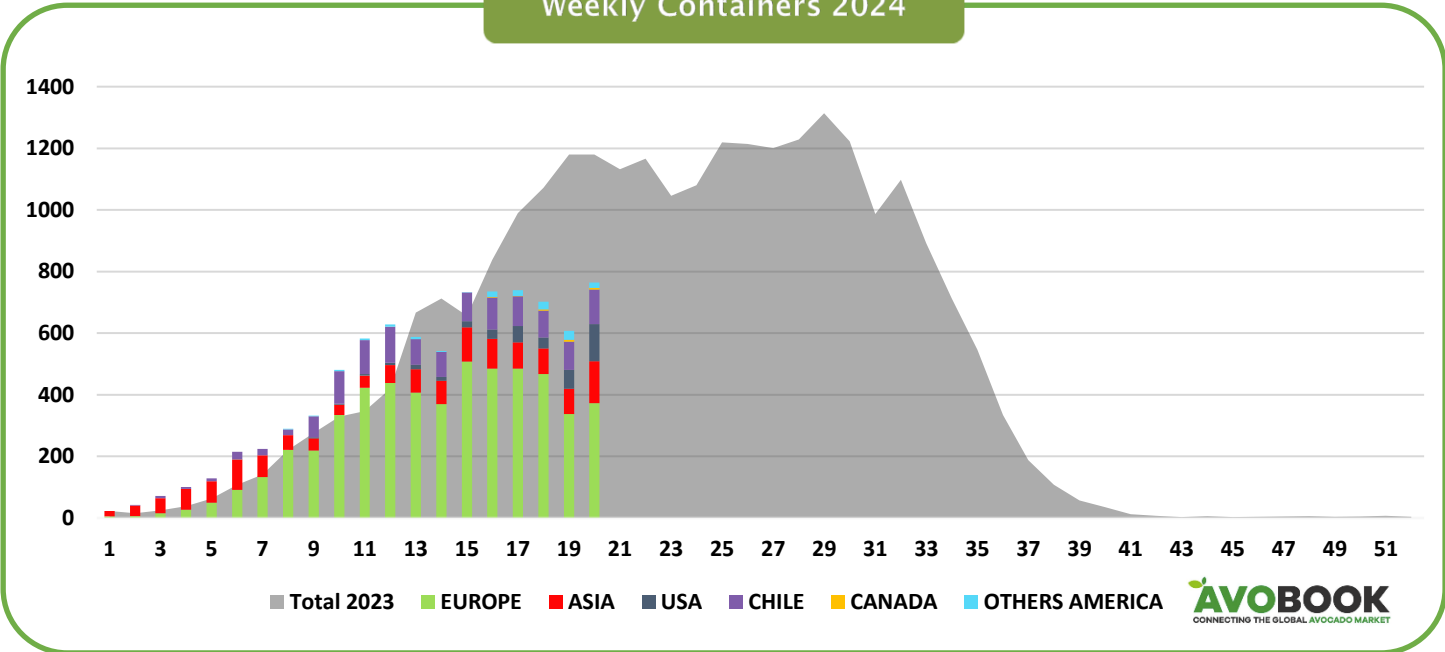
Market Share 2023



Market Share 2024 (Week 1-20)



Weekly Containers 2024





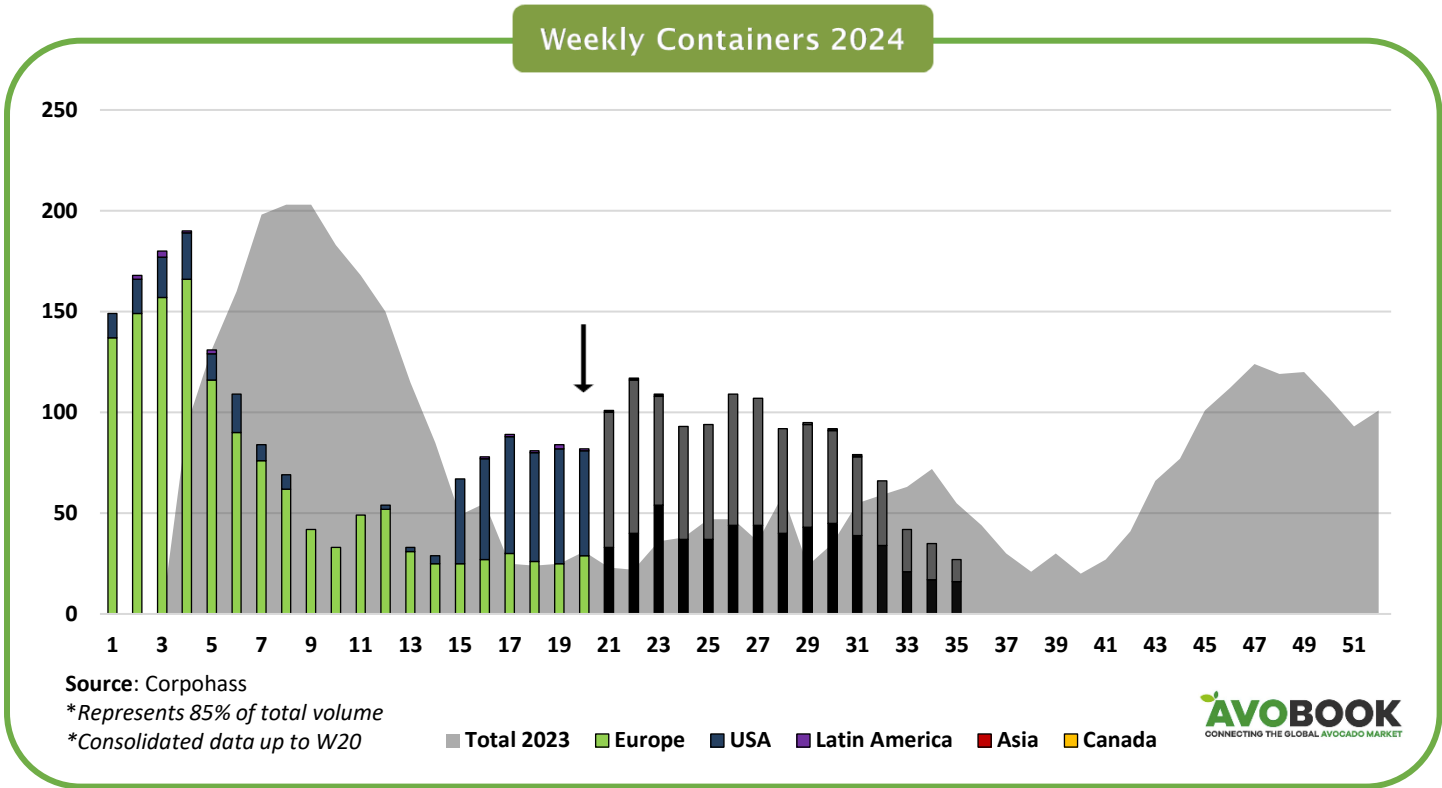
QUALITY STUDIO
service is our business



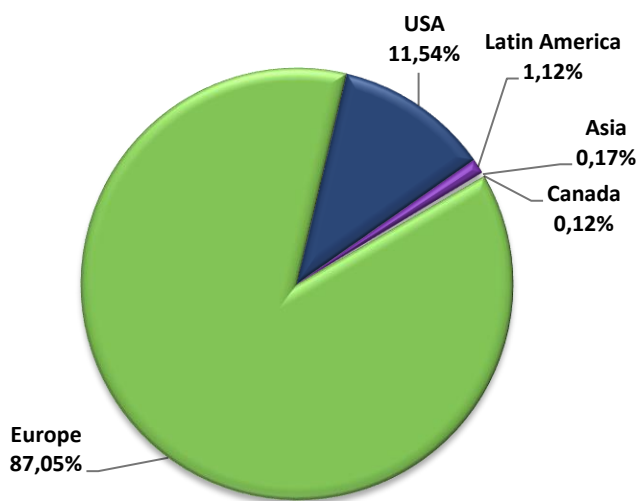
**Bring quality and transparency
to your supply chain.**



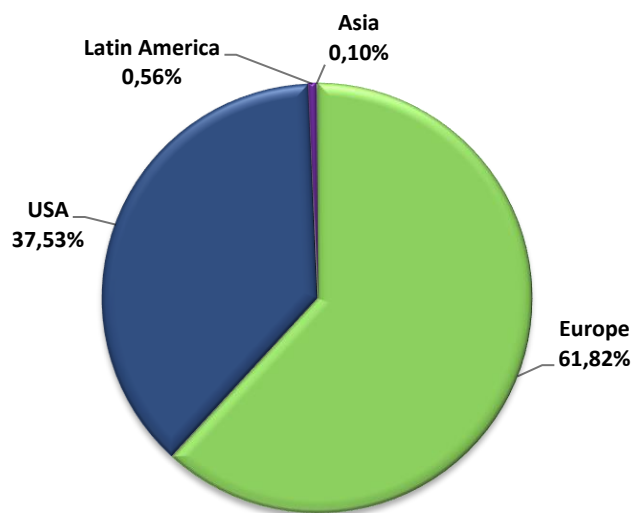
COLOMBIA: EXPORTS Pag 15



Market Share 2023



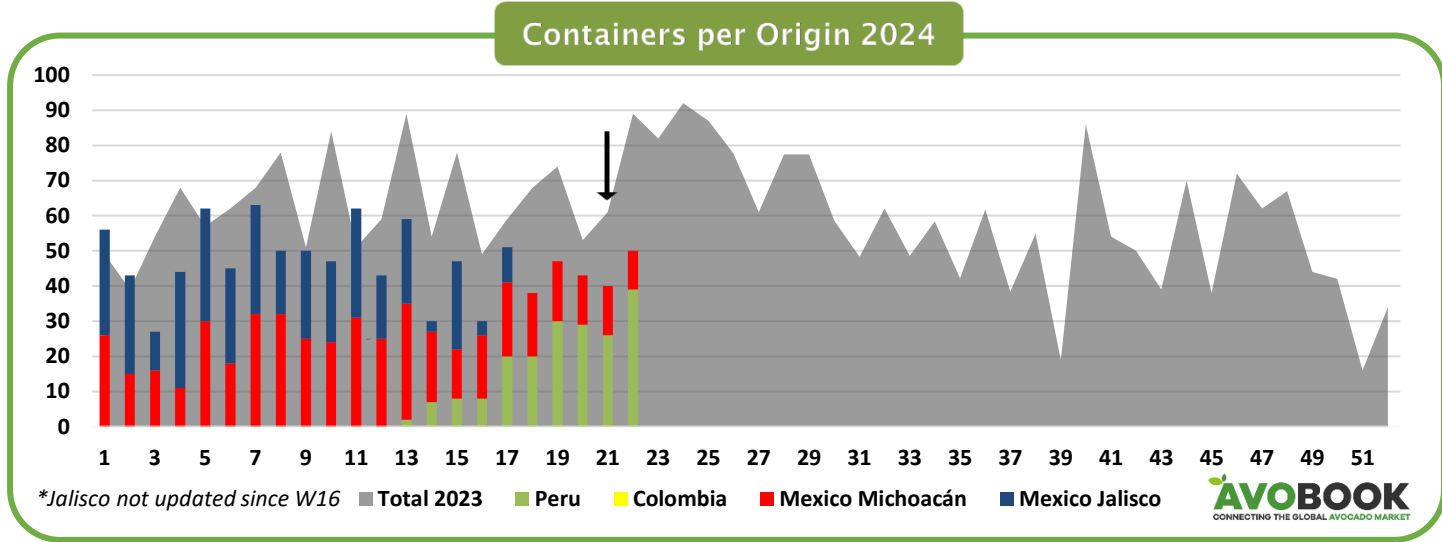
Market Share 2024 (week 1-20)



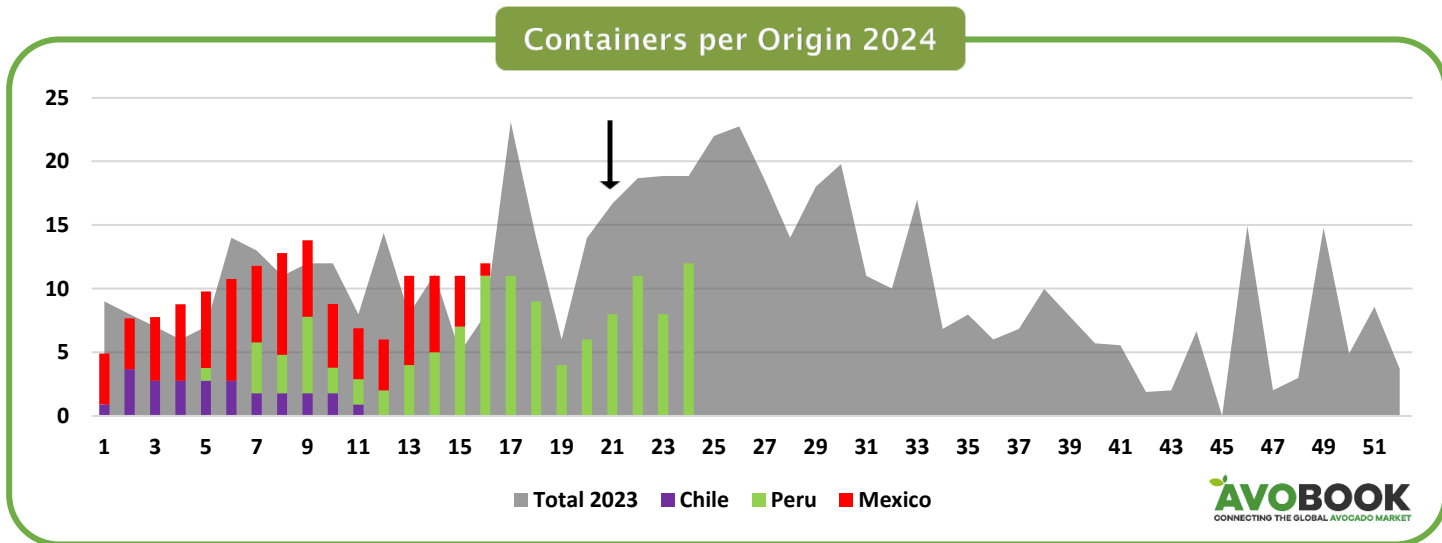
AVOBOOK

CONNECTING THE GLOBAL AVOCADO MARKET

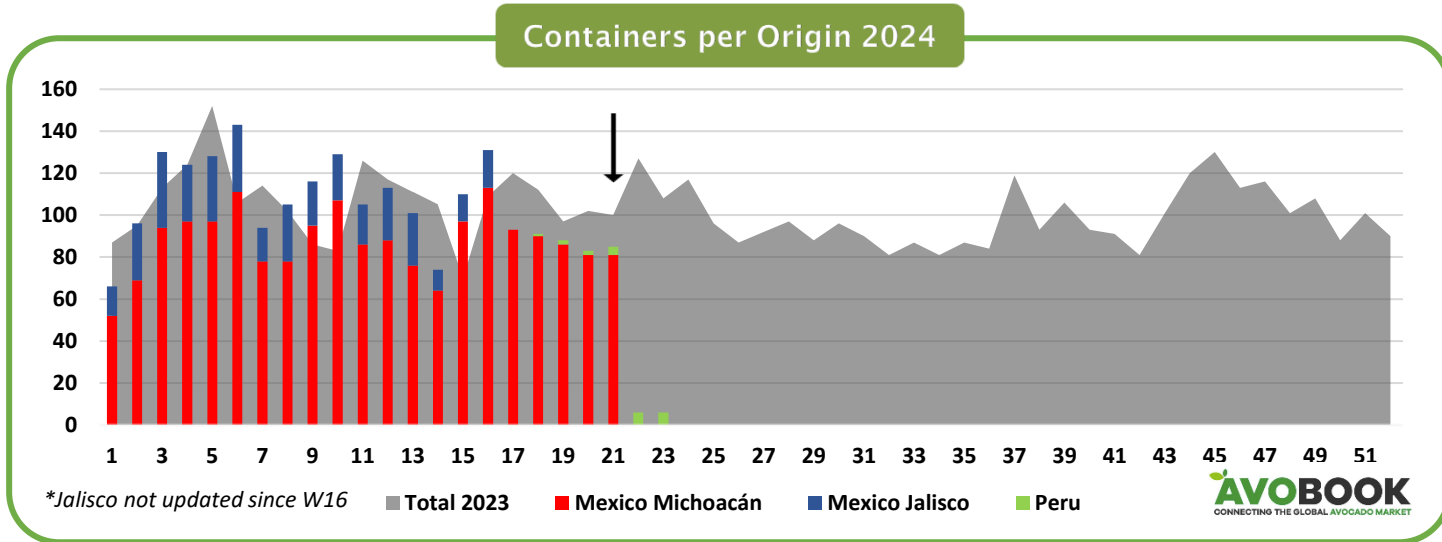
JAPAN: MARKET Pag 16



KOREA: MARKET



CANADA: MARKET



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