

AVOBOOK

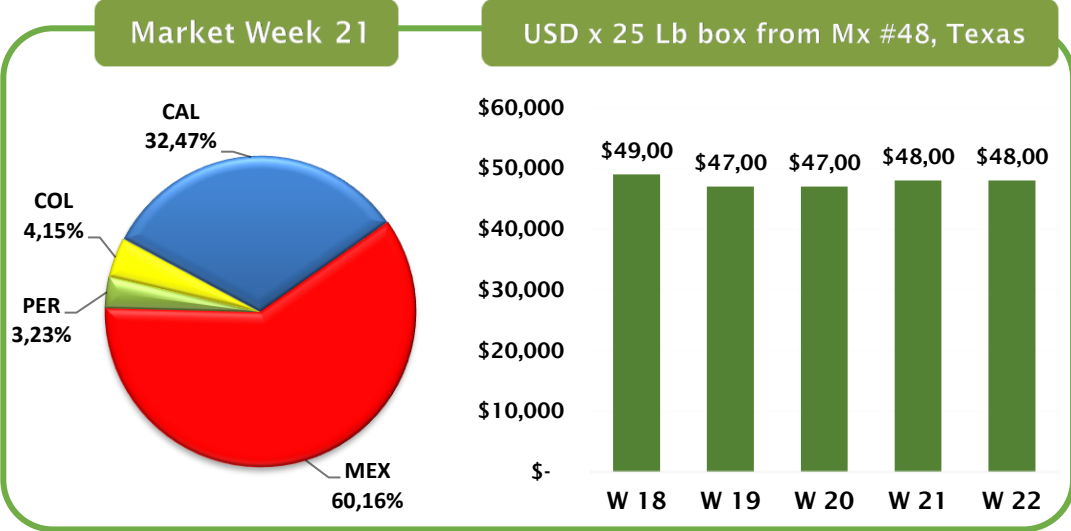
CONNECTING THE GLOBAL AVOCADO MARKET

SUMMARY Week 22, 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	53.884.113
	21	54.005.207
	22	

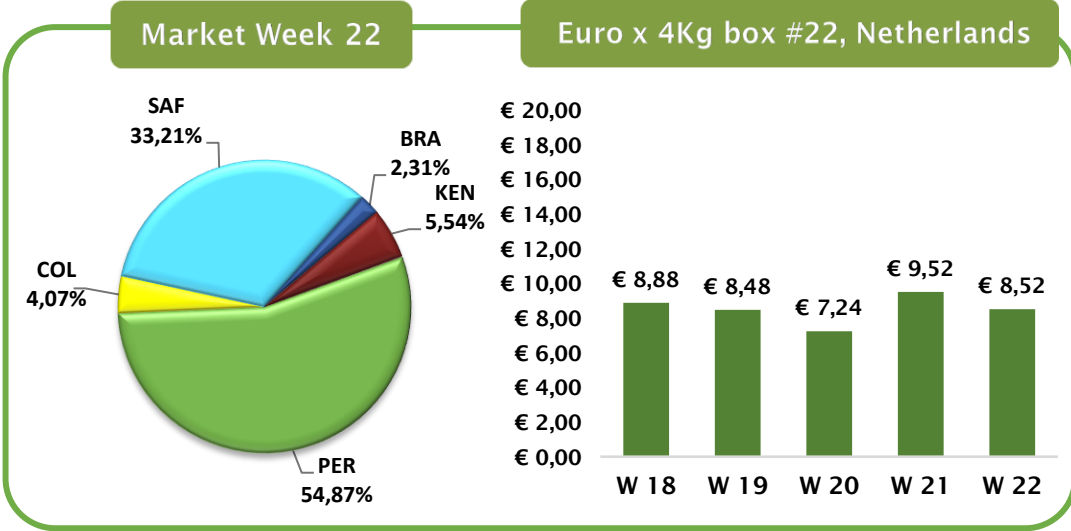
- Less than 55 MM
- Between 55 & 65 MM
- More than 65 MM



EUROPE

	Week	FCL
Apr	14	849
	15	1.046
	16	936
	17	715
May	18	769
	19	875
	20	678
	21	914
	22	614

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

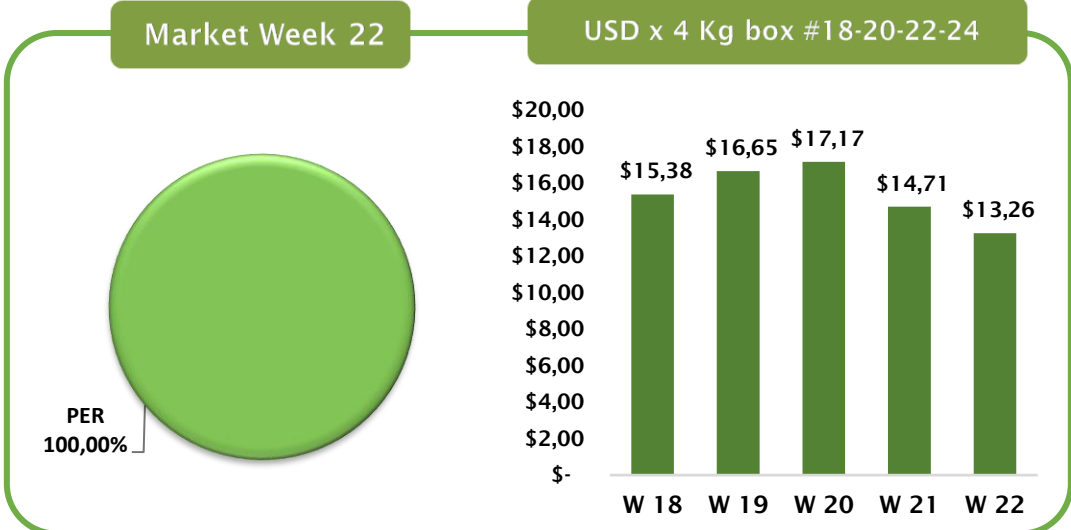


FCL: Fully Container Loaded

CHINA

	Week	FCL
Apr	14	31
	15	30
	16	41
	17	52
May	18	61
	19	87
	20	71
	21	46
	22	43

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



FCL: Fully Container Loaded



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CONNECTING THE GLOBAL AVOCADO MARKET

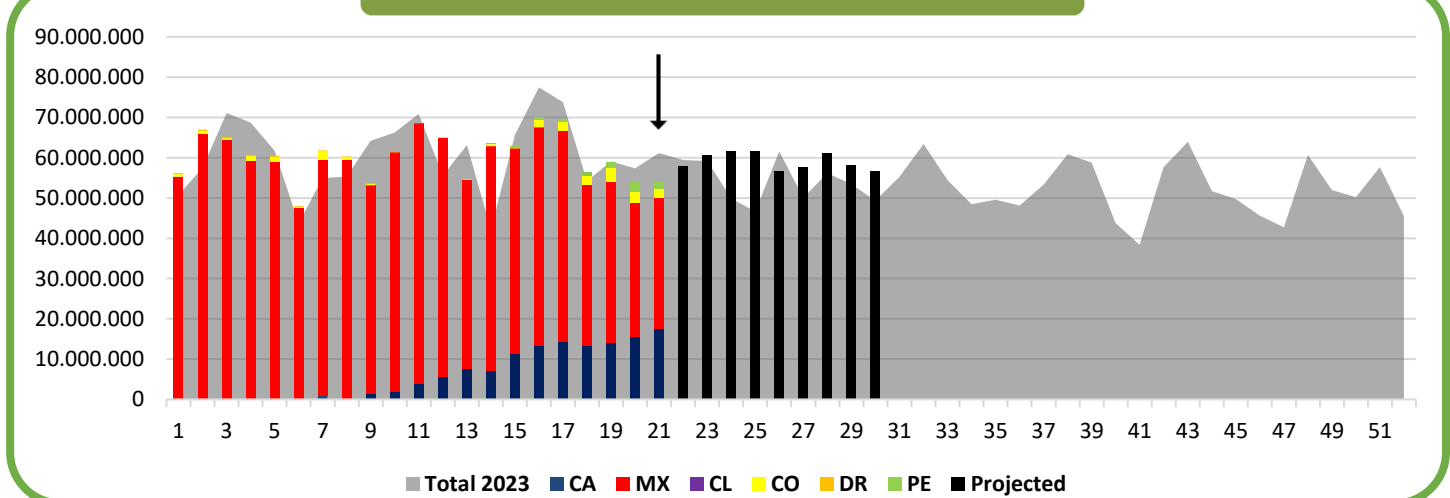
AVOCADO MARKET : USA

	Arrival Week	California	Mexico	Perú	Chile	Colombia	Dom Rep	Total Estimated Volume (Lb)
SEP	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	2.522.085	0	53.884.113
	21	17.535.877	32.486.978	1.742.352	0	2.240.000	0	54.005.207
	22	15.250.000	36.000.000	4.250.000	0	2.250.000	0	57.750.000
	23	15.250.000	36.750.000	6.000.000	0	2.500.000	0	60.500.000
JUL	24	15.250.000	36.250.000	7.500.000	0	2.500.000	0	61.500.000
	25	15.750.000	34.000.000	9.000.000	0	2.750.000	0	61.500.000
	26	10.500.000	31.250.000	12.250.000	0	2.750.000	0	56.750.000
	27	9.000.000	29.500.000	16.000.000	0	3.150.000	0	57.650.000
AUG	28	10.250.000	31.500.000	16.250.000	0	3.000.000	0	61.000.000
	29	9.000.000	29.000.000	17.500.000	0	2.500.000	0	58.000.000
	30	8.750.000	27.500.000	18.000.000	0	2.500.000	0	56.750.000
	31	5.000.000	29.000.000	17.750.000	0	2.250.000	0	54.000.000
SEP	32	5.000.000	36.000.000	17.500.000	0	1.900.000	0	60.400.000
	33	4.500.000	34.750.000	16.500.000	0	1.500.000	0	57.250.000
	34	3.750.000	34.000.000	13.000.000	0	1.000.000	0	51.750.000

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 21 (Lb)



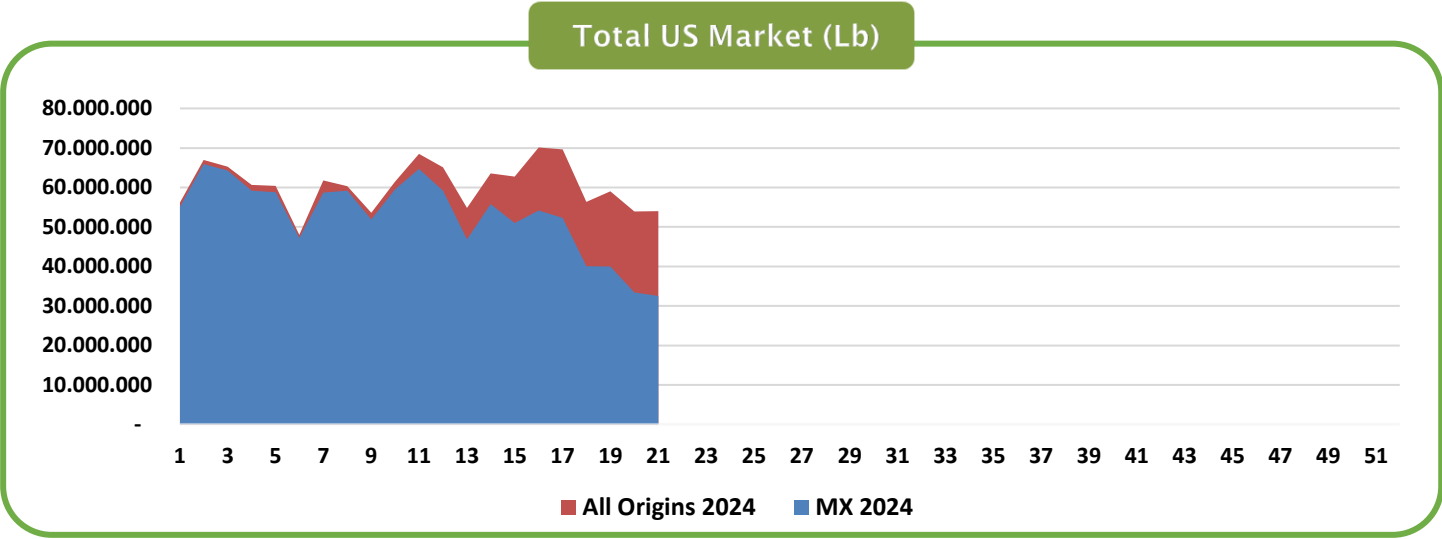
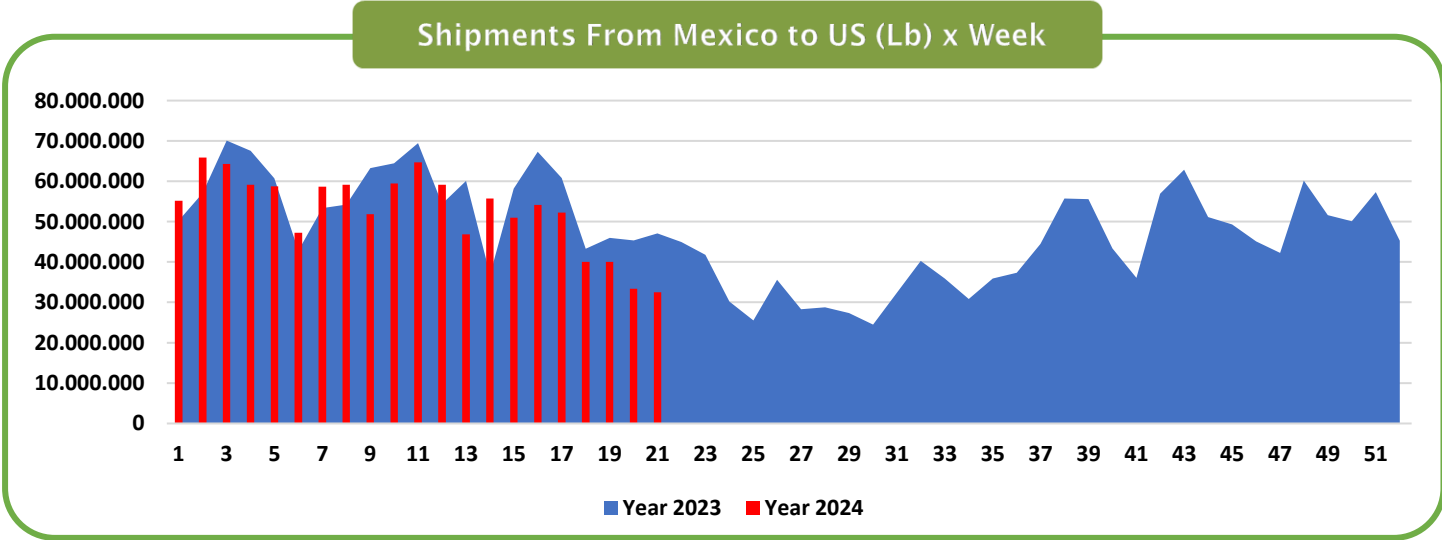
SAFTA

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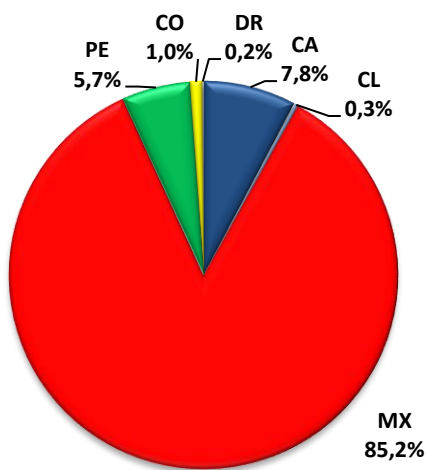
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The map shows export routes from California, Mexico, Colombia, Peru, and Chile to Europe, with specific ports marked in Rotterdam and Antwerp.

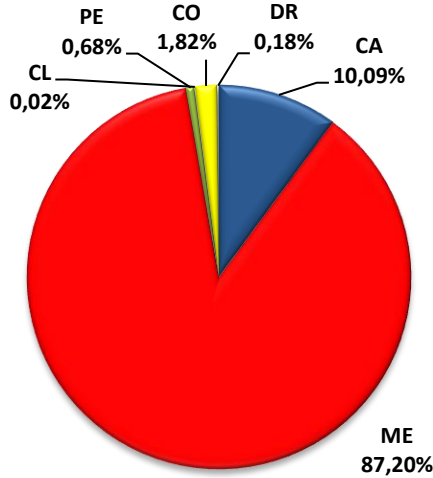
AVOCADO MARKET : USA Pag 2



USA 2023 (Week 1 - 52)



USA 2024 (Week 1 - 21)





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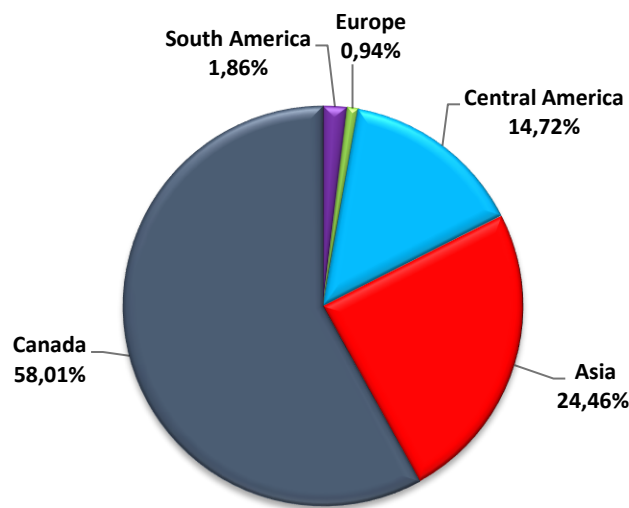
AVOCADO MARKET : MEXICO TO USA

Description	Michoacán		Jalisco	
	Harvest	Shipment	Harvest	Shipment
Projection 2023-2024	1.159.227	996.935	131.978	103.260
YTD Week 21	1.064.079	919.420	124.678	96.735
Balance	95.148	77.515	7.300	6.525
AVG weekly balance	19.030	15.503	1.460	1.305
Weeks passed		47		47
Weeks remaining		5		5

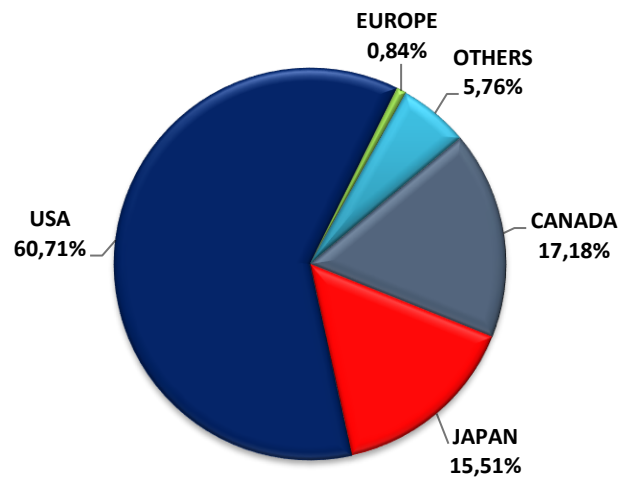
Source: APEAM

* Volumes in Tons

Michoacan Other Markets (Week 1 - 20)



Jalisco All Markets (Week 1 - 15)



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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
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
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
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	13.200	25.645.400	31.138.800	1.720.400	0	5.577.000	64.094.800	54.733.800	58.762.000	-6,9
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		
APR	12	38-39		
	13	42-43		
	14	40-43		
	15			
MAY	16	40-42		
	17	42-44		
	18	38-40		
	19	40		
	20	40		
	21	40		
	22	45		

* 1 USD = 17,06 MXN



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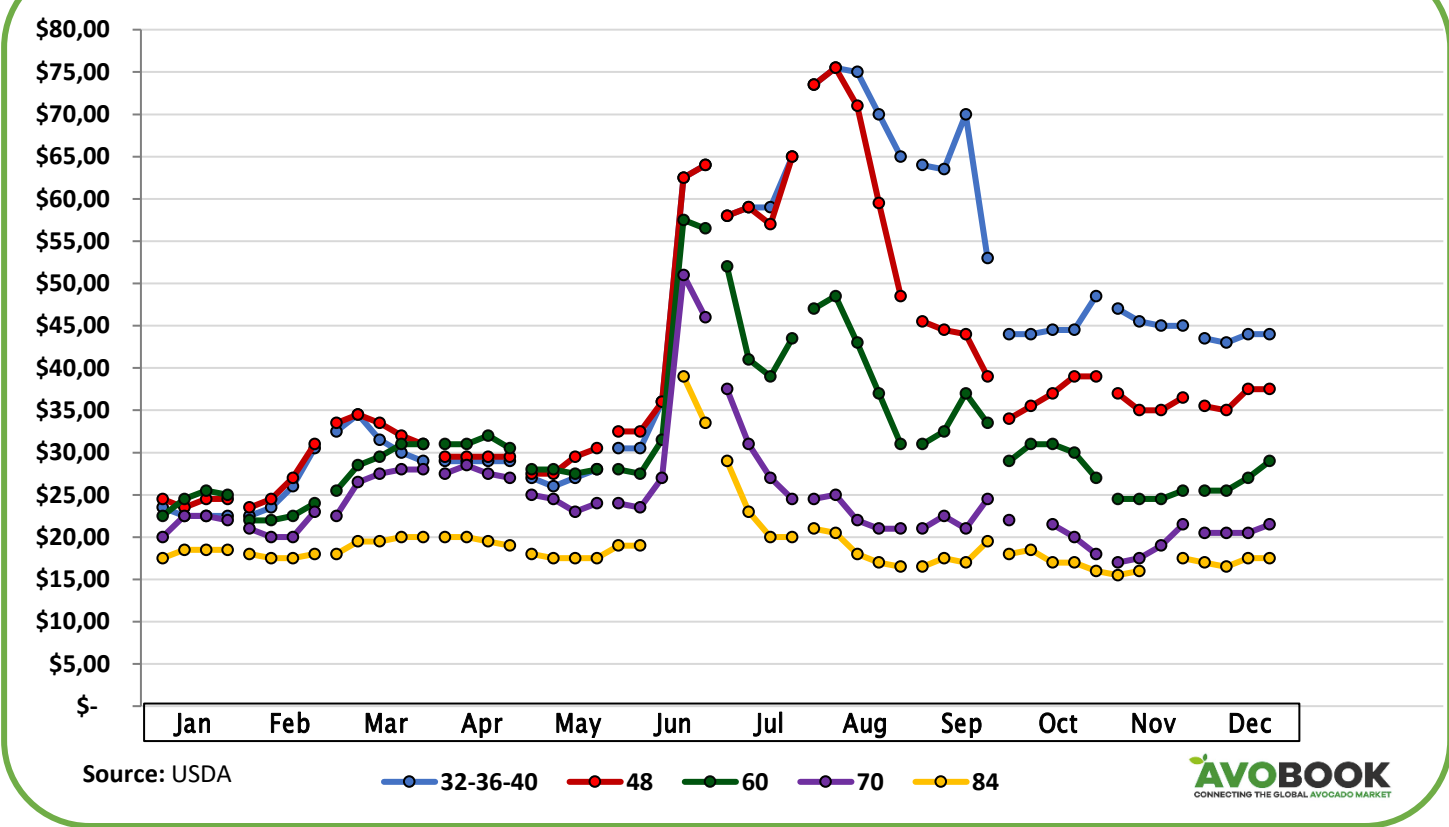


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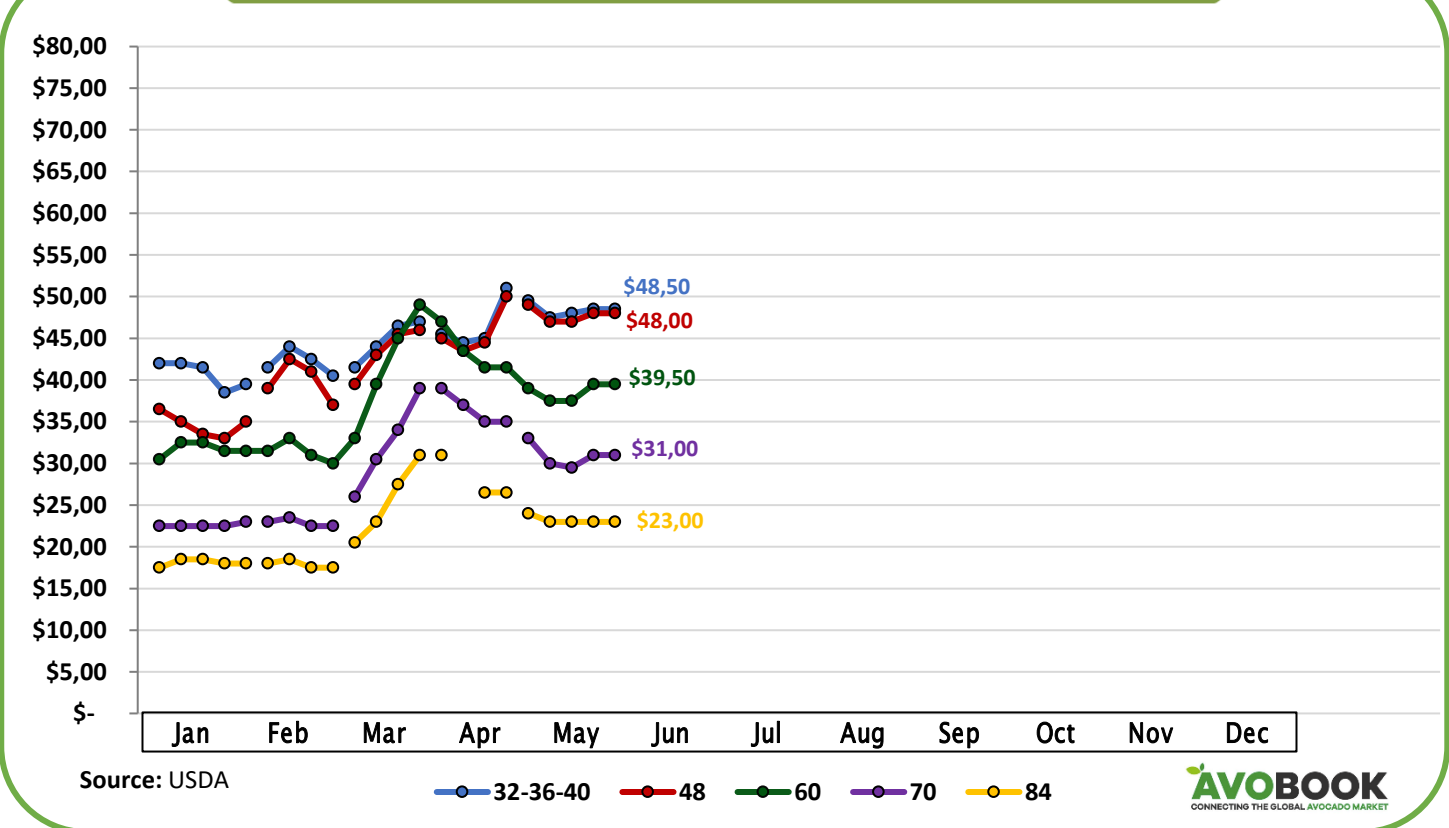
CONNECTING THE GLOBAL AVOCADO MARKET

AVOCADO MARKET : USA Pag 5

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




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





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CONNECTING THE GLOBAL AVOCADO MARKET

AVOCADO MARKET : EUROPE

CONTAINERS ARRIVED BY ORIGIN

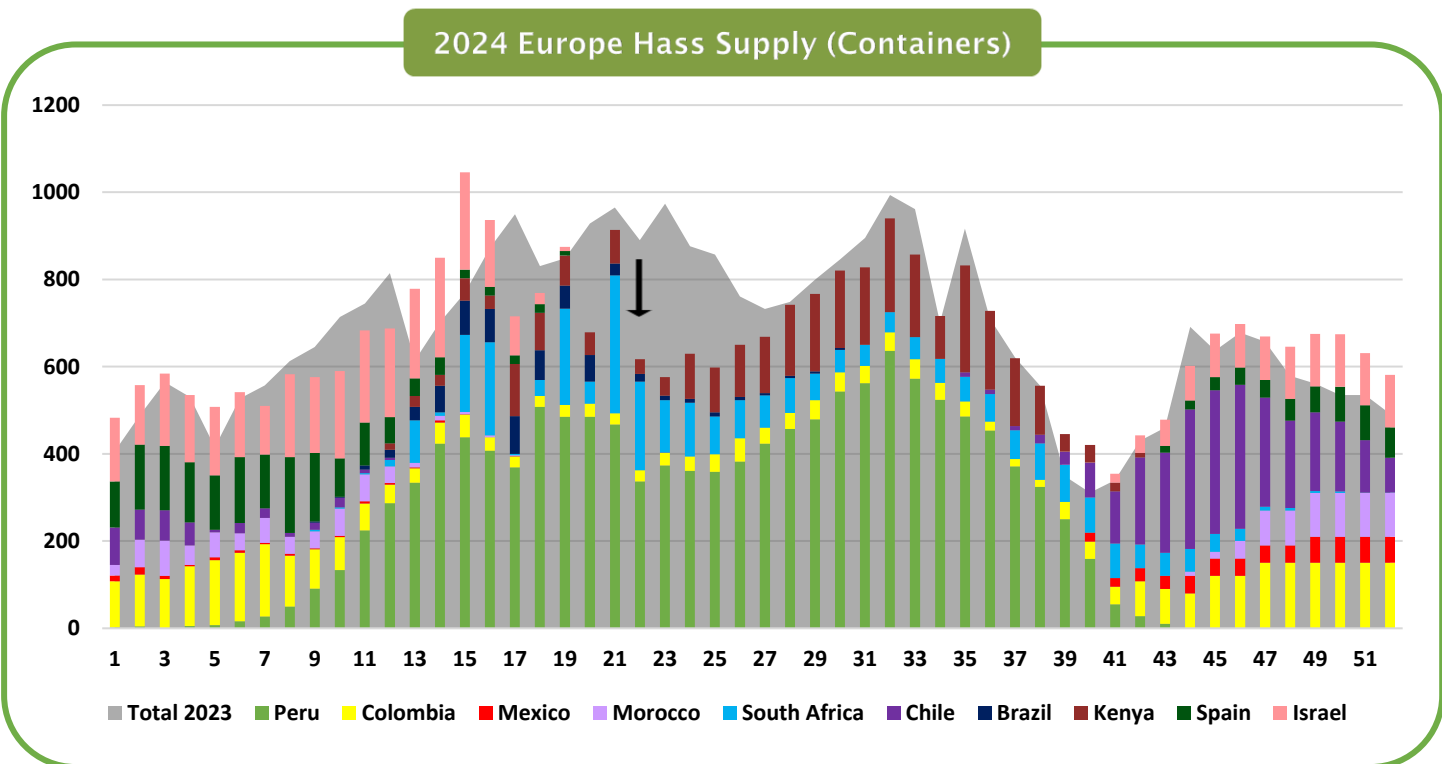
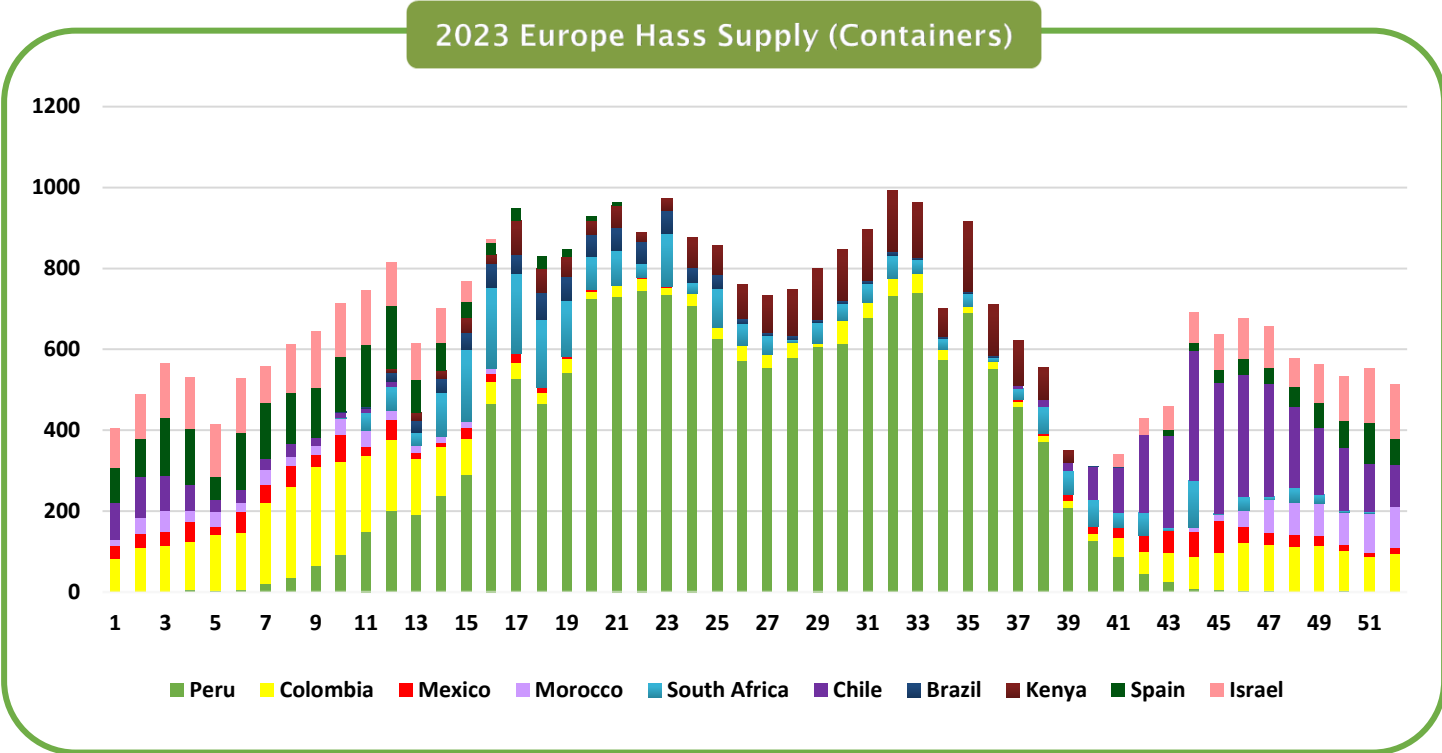
* Cells in gray represent projected volumes

	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	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
MAY	18	508	25			36		68	86	20	26	769
	19	485	27			221		53	69	10	10	875
	20	485	30			51		60	52			678
	21	467	26			316		28	77			914
	22	337	25			204		17	34			617
JUN	23	373	29	1		120		10	43			576
	24	361	31			123		9	103			627
	25	359	33			87		9	103			591
	26	382	40			87		7	120			636
JUL	27	423	46			74		5	129			677
	28	457	37			80		5	163			742
	29	479	44			61		5	178			767
	30	543	44			51		5	177			820
	31	562	40			48			178			828
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
SEP	36	453	21			63	10		181			728
	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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CONNECTING THE GLOBAL AVOCADO MARKET

AVOCADO MARKET : EUROPE Pag 7





Protecting Exporters in Europe

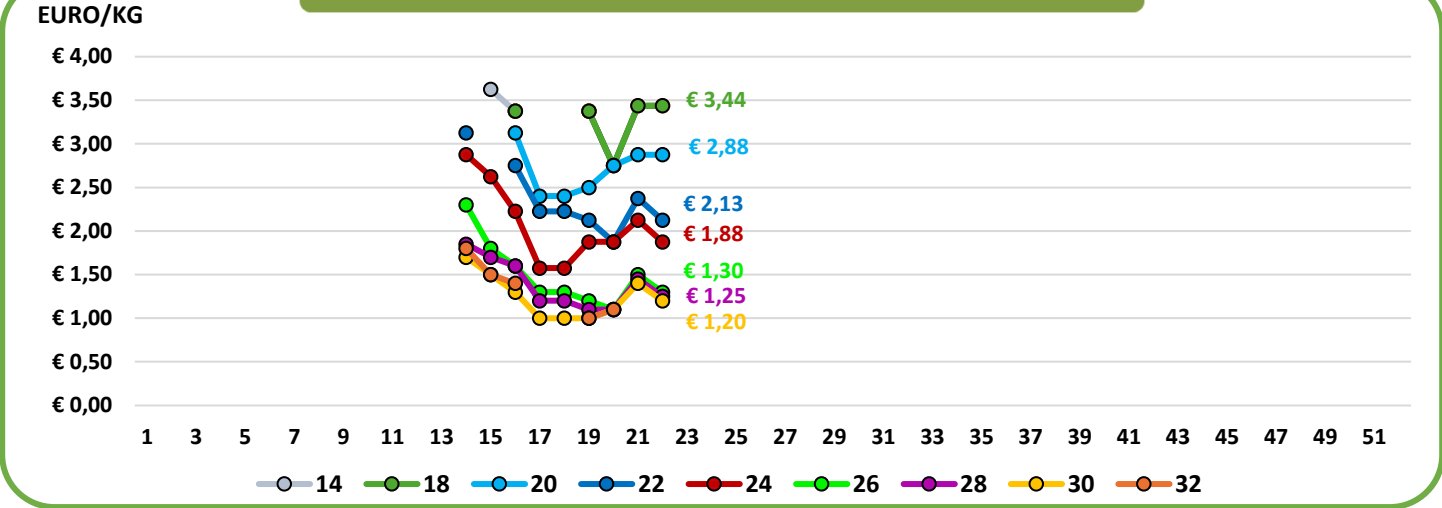
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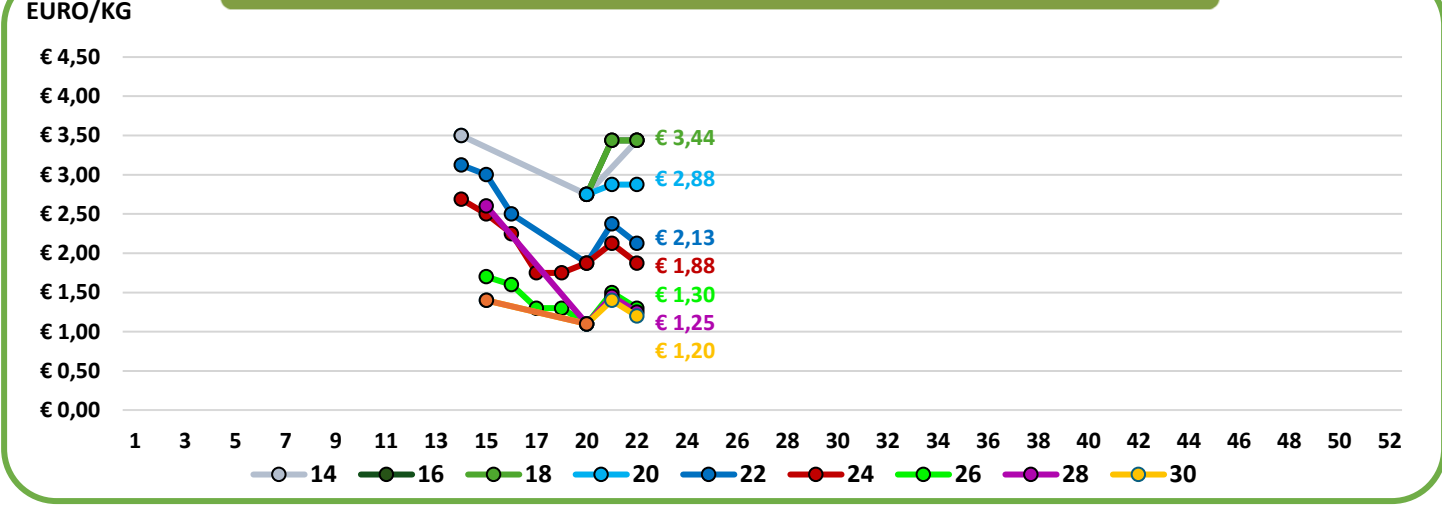


AVOCADO MARKET : EUROPE Pag 8

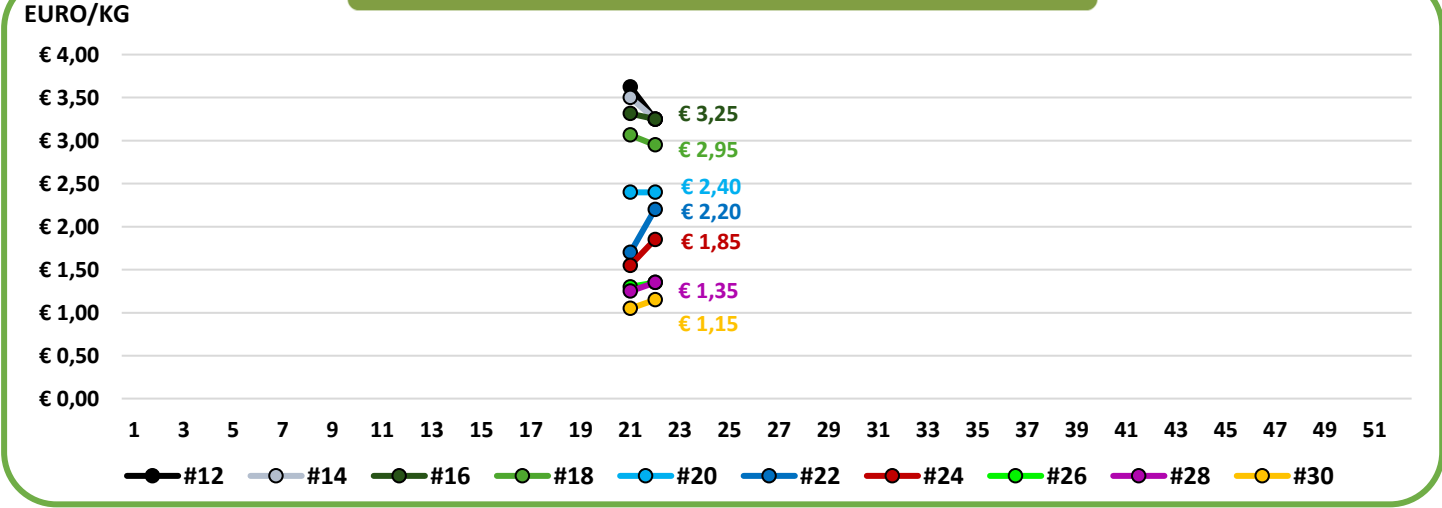
Netherlands Ponderated Market FOT Price From Peru



Netherlands Ponderated Market FOT Price From South Africa



Spain Ponderated Market FOT Price From Peru





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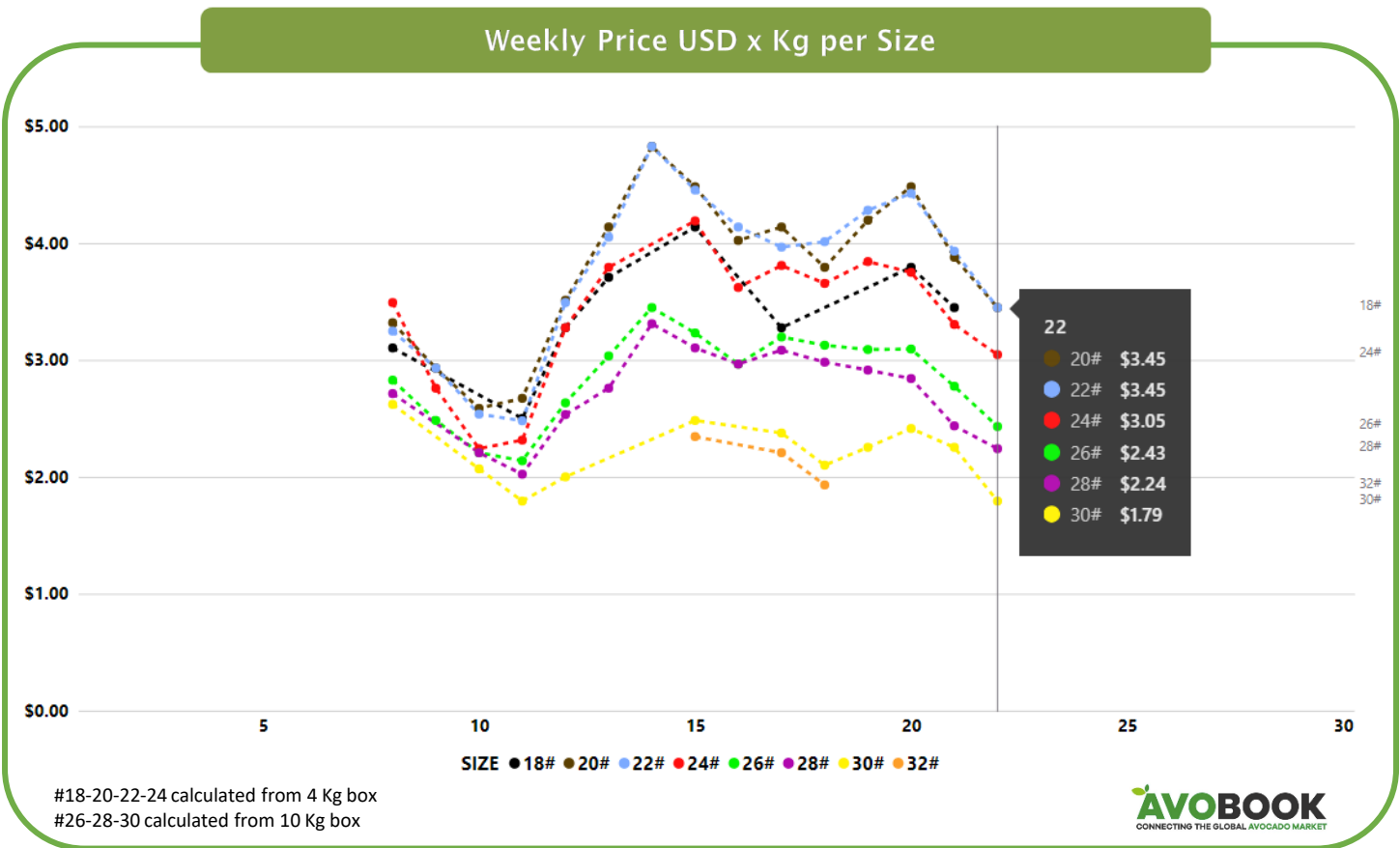
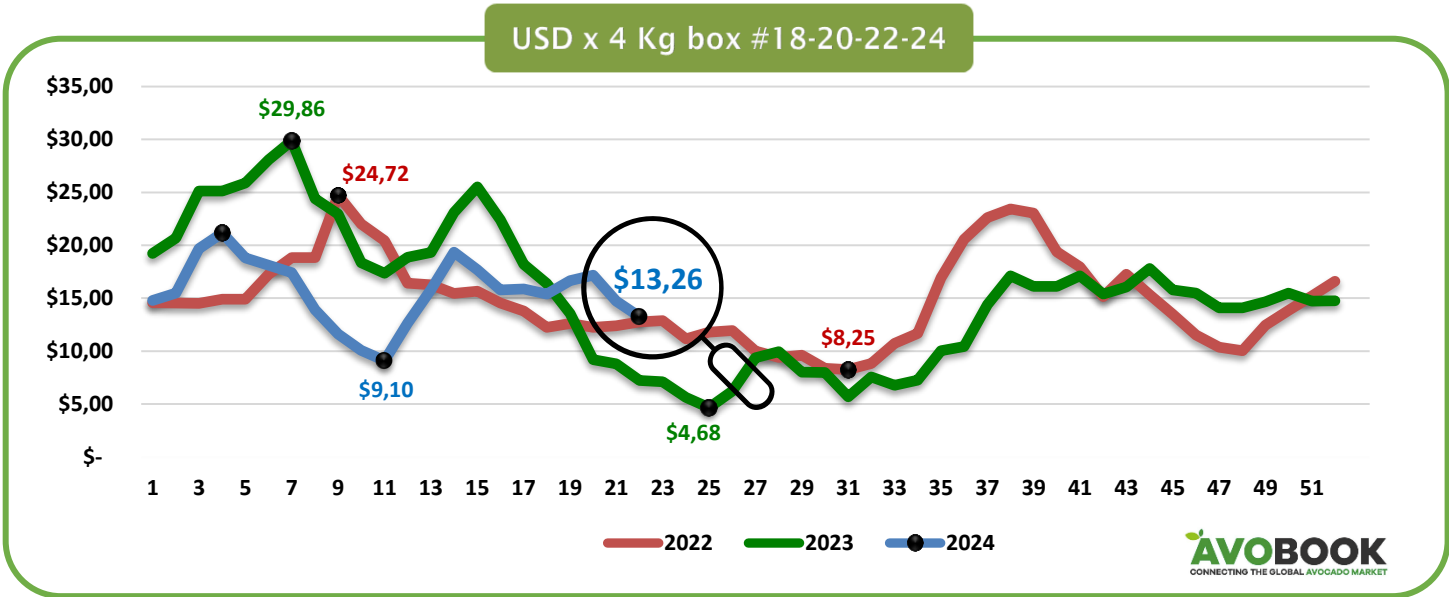
AVOCADO MARKET : CHINA

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	55							55
26								0
27								0
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29								0
30								0



AVOCADO MARKET : CHINA Pag 10

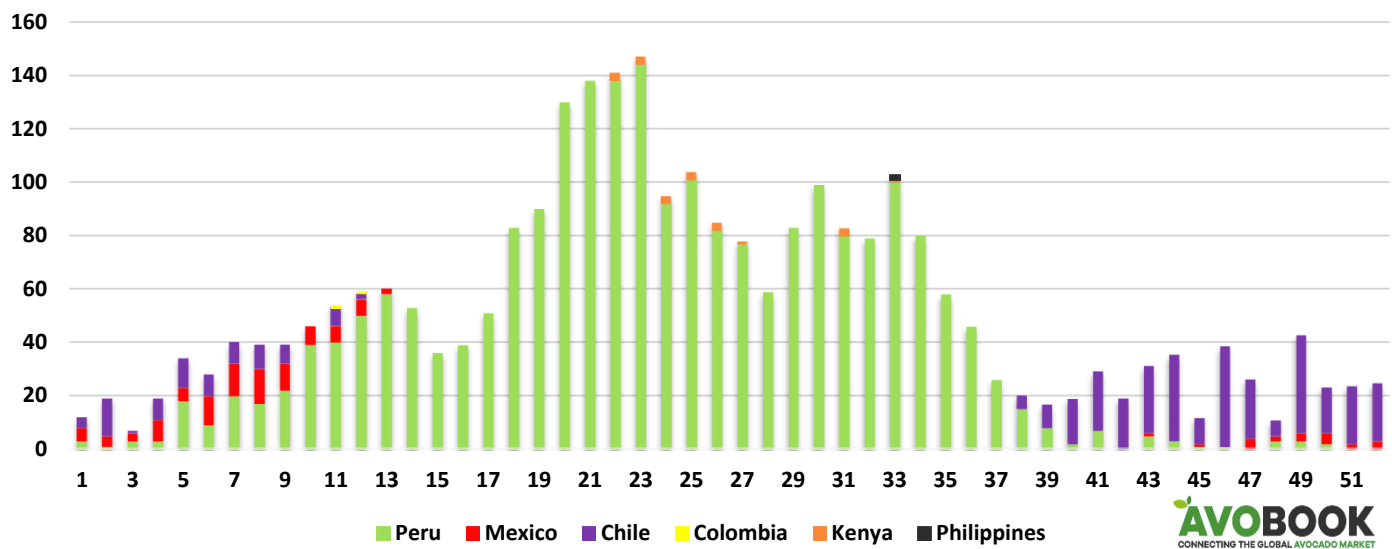


Protecting Exporters in Europe

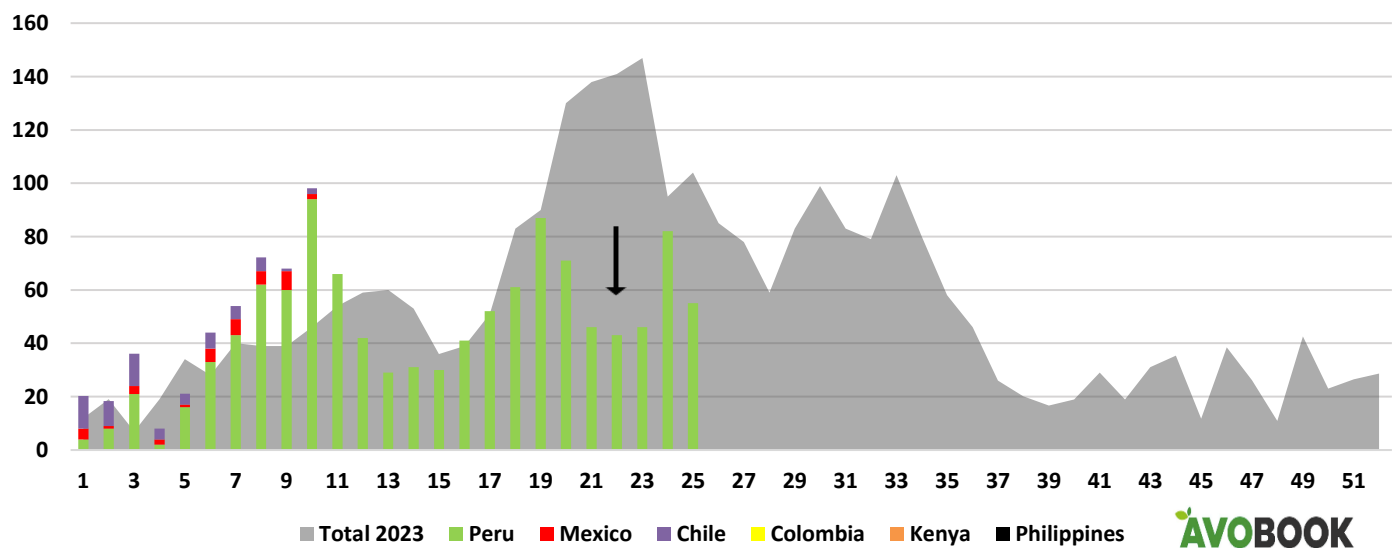
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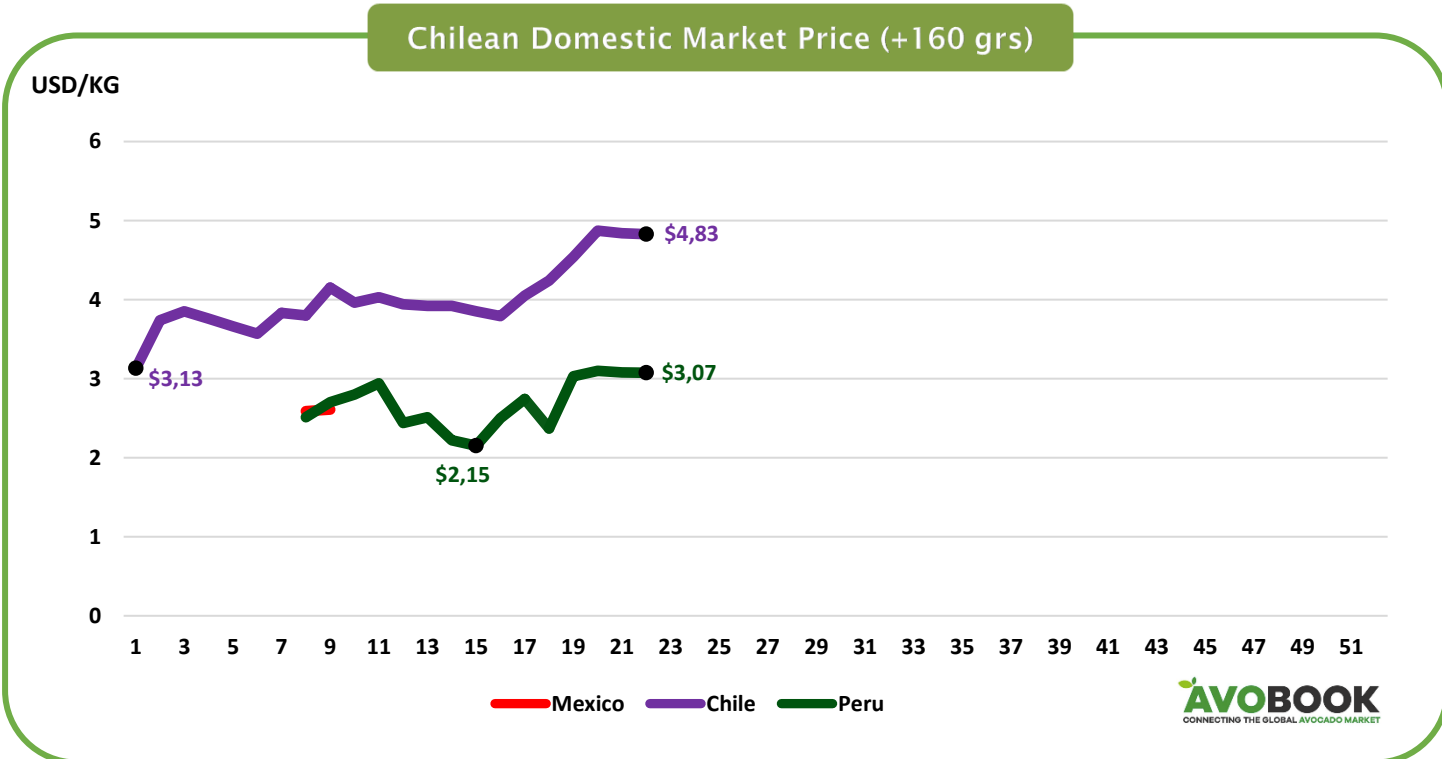
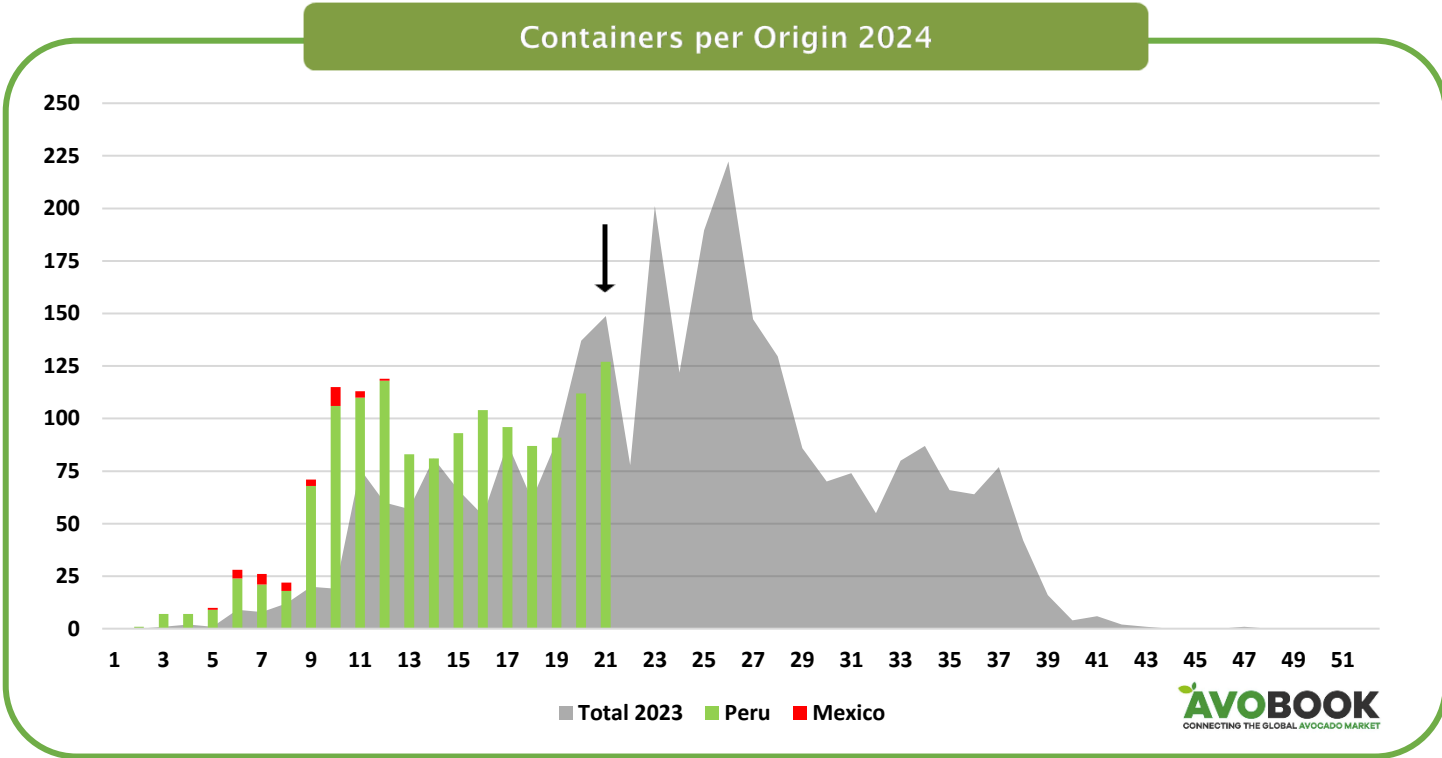
HASS AVOCADO ARRIVAL IN CHINA WEEKLY 2023 (CONTAINERS)



HASS AVOCADO ARRIVAL IN CHINA WEEKLY 2024 (CONTAINERS)

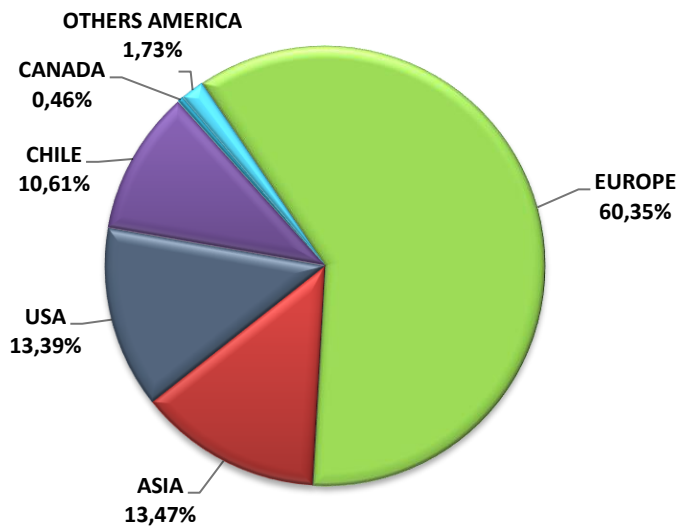


CHILE: MARKET Pag 12

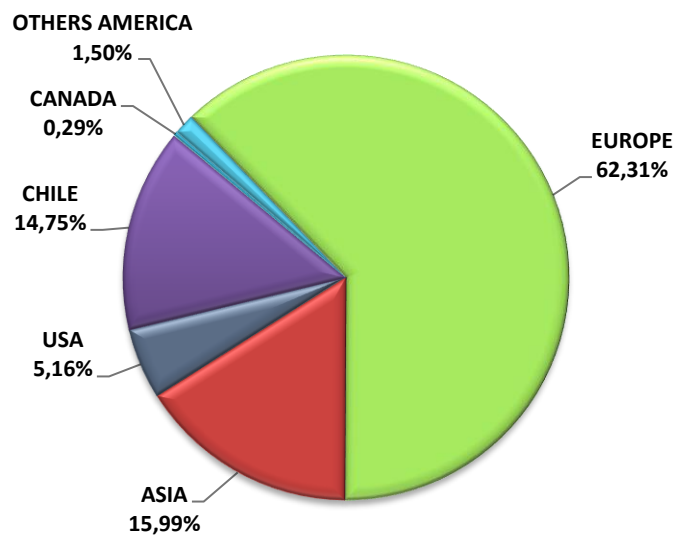


PERU: EXPORTS Pag 13

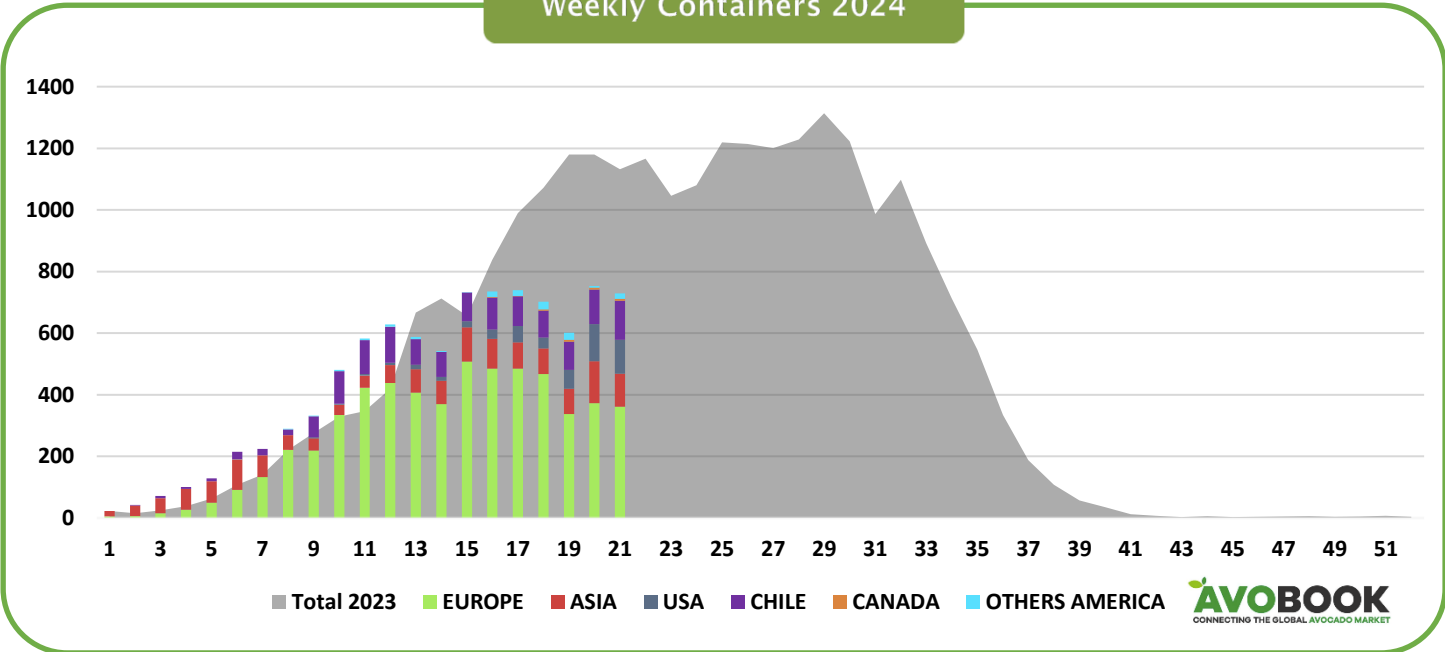
Market Share 2023



Market Share 2024 (Week 1-21)



Weekly Containers 2024



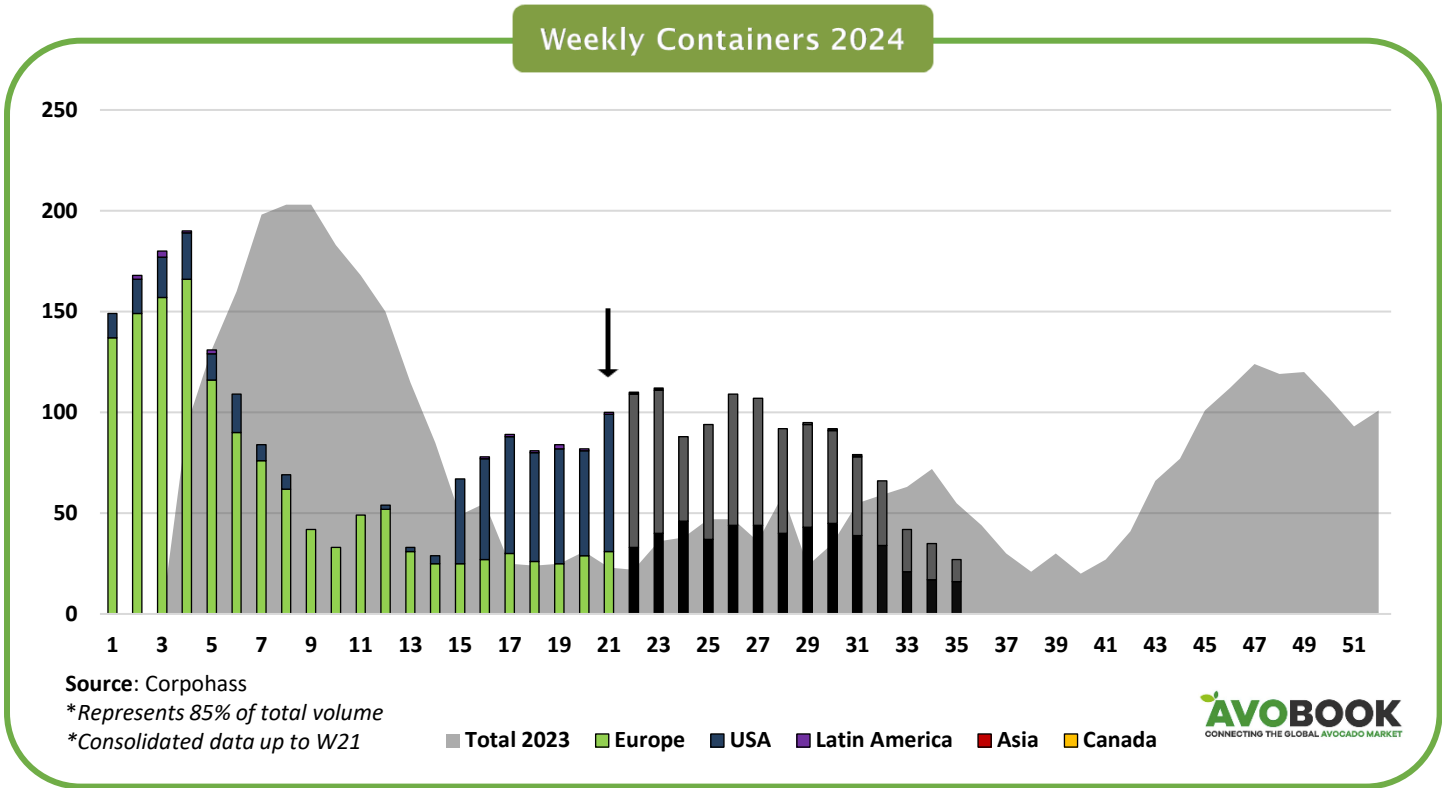


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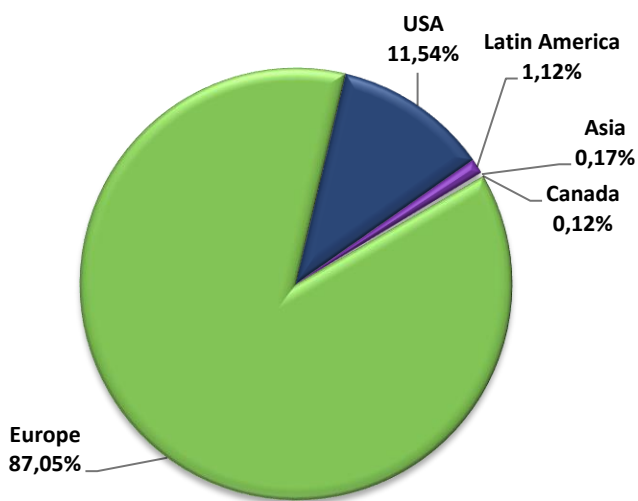
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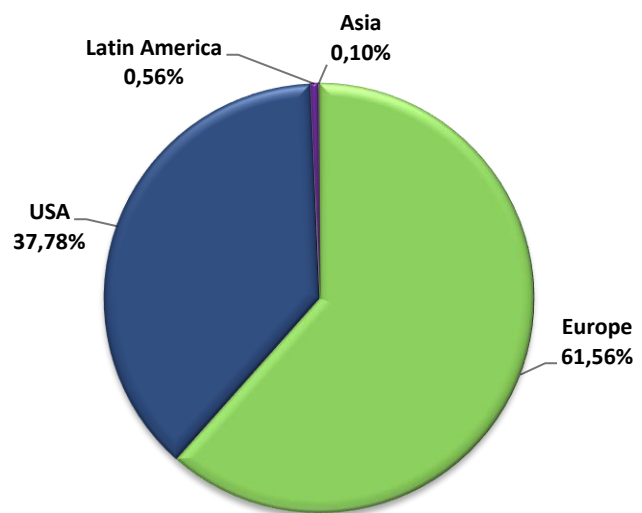
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Market Share 2023



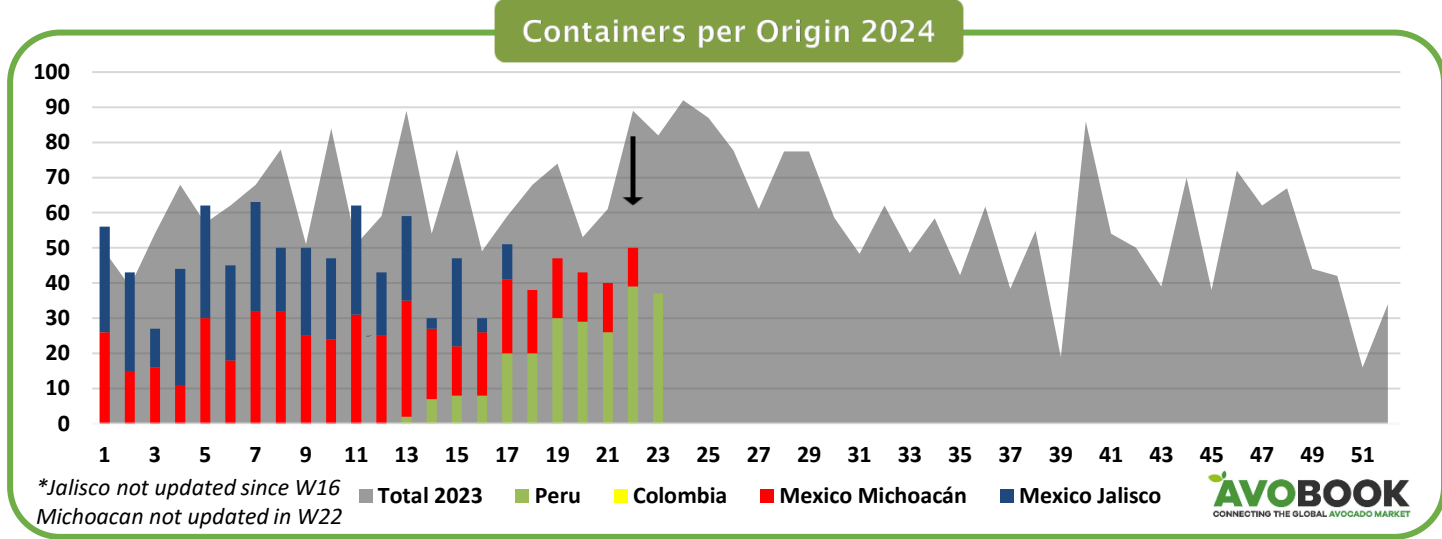
Market Share 2024 (week 1-21)



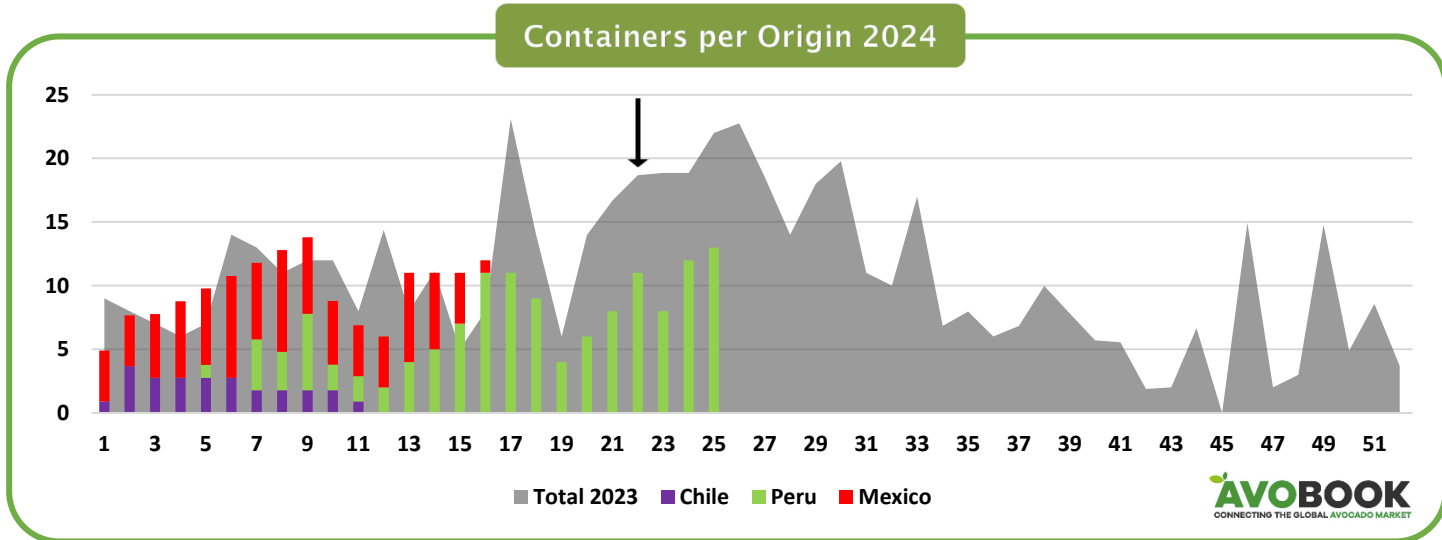
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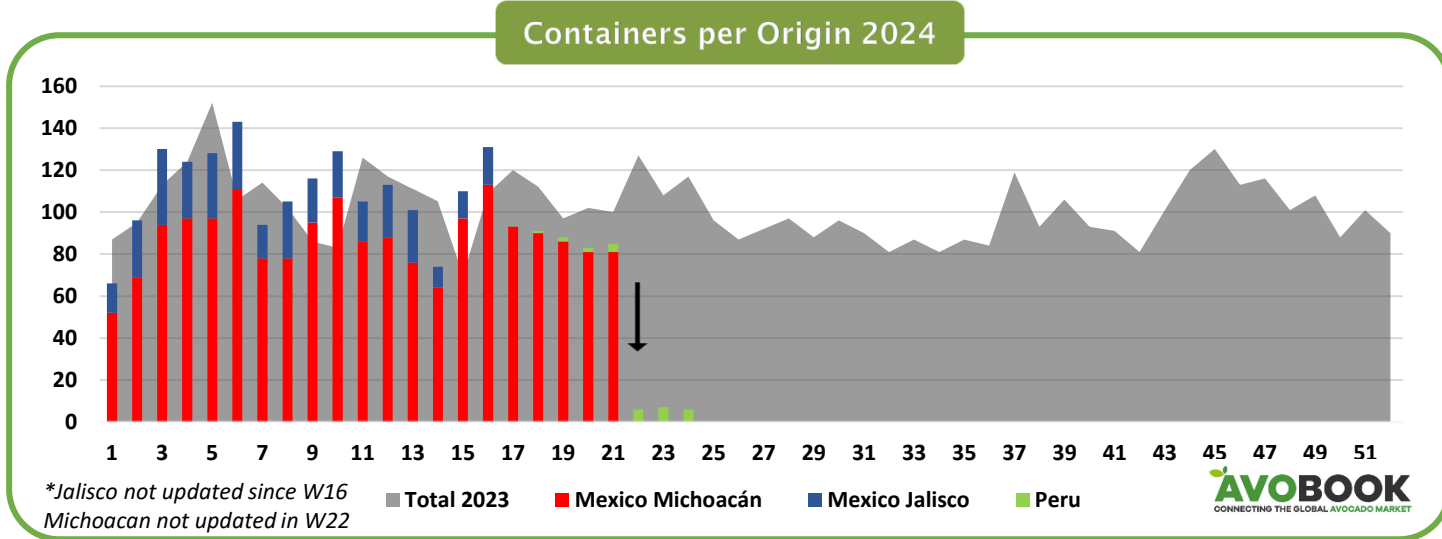
JAPAN: MARKET Pag 15



KOREA: MARKET



CANADA: MARKET



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The best fruit year round