

AVOBOOK

CONNECTING THE GLOBAL AVOCADO MARKET

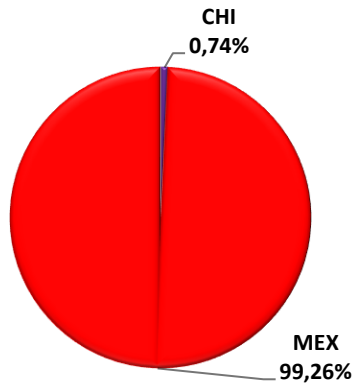
SUMMARY

Week 49, 2023

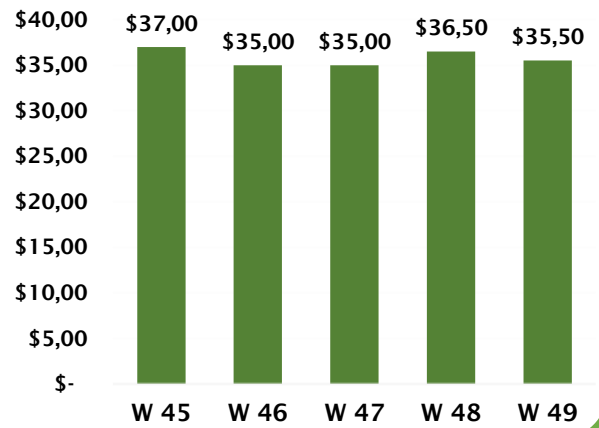
USA

	Week	Lbs
Sep	36	48.134.361
	37	53.285.619
	38	60.872.503
	39	58.760.822
Oct	40	43.761.003
	41	38.407.851
	42	57.639.339
	43	63.924.742
Nov	44	51.705.771
	45	49.765.094
	46	45.600.817
	47	42.745.209
	48	60.656.085

Market Week 48



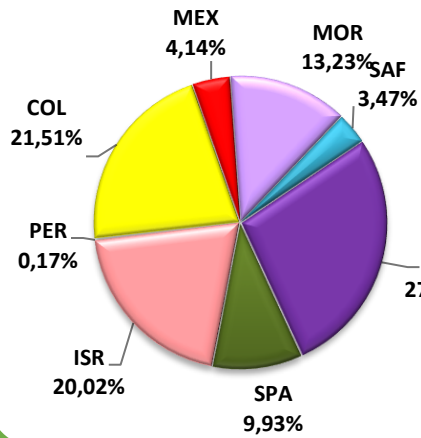
USD x 25 Lb box from Mx #48, Texas



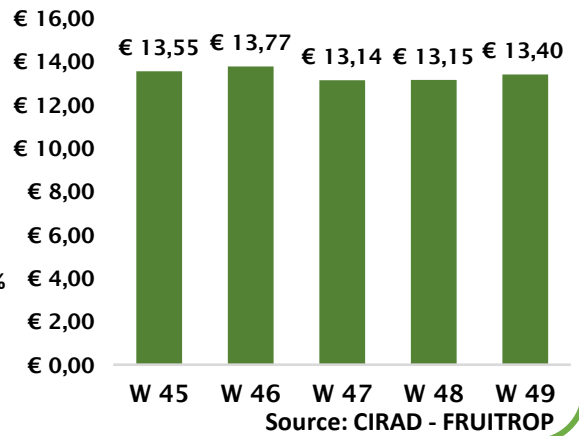
EUROPE

	Week	FCL
Oct	40	311
	41	340
	42	430
	43	460
	44	691
Nov	45	637
	46	678
	47	657
	48	628
Dec	49	604
	50	
	51	
	52	

Market Week 49



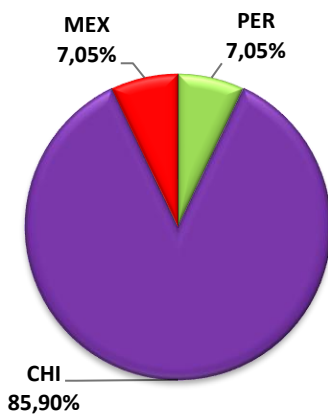
Euros x 4 Kg box #18



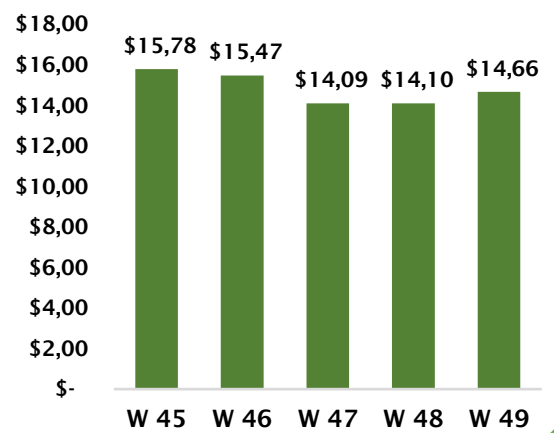
CHINA

	Week	FCL
Oct	40	19
	41	29
	42	19
	43	31
	44	35
Nov	45	12
	46	38
	47	26
	48	11
Dec	49	43
	50	
	51	
	52	

Market Week 49



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



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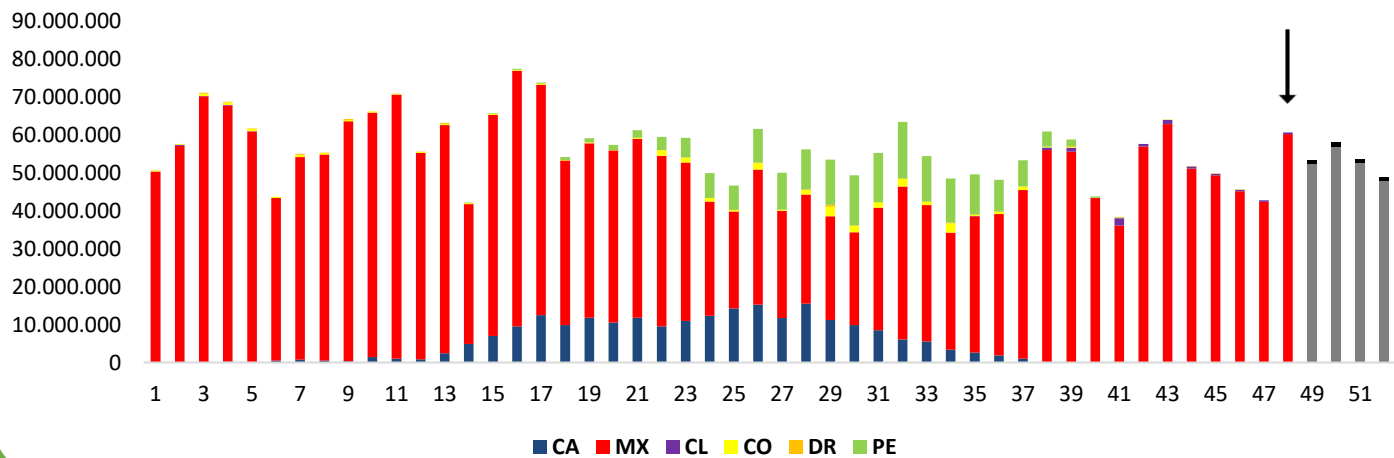
CONNECTING THE GLOBAL AVOCADO MARKET

AVOCADO MARKET : USA

	Arrival Week	California	Mexico	Perú	Chile	Colombia	Dom Rep	Total Estimated Volume (Lb)
JAN	1	0	50.280.470	0	101.589	210.000	130.000	50.722.059
	2	0	57.130.870	0	203.178	143.494	40.000	57.517.542
	3	73.850	70.101.518	0	50.794	621.808	220.000	71.067.970
	4	202.930	67.555.538	0	100.000	669.640	220.000	68.748.108
	5	163.025	60.737.174	0	100.000	621.809	130.000	61.752.008
FEB	6	493.996	42.836.941	0	0	382.651	0	43.713.588
	7	771.052	53.340.688	0	0	621.808	250.000	54.983.548
	8	528.320	54.253.605	0	0	478.214	40.000	55.300.139
MAR	9	305.633	63.298.961	0	0	286.988	260.000	64.151.582
	10	1.424.850	64.480.032	0	0	334.820	0	66.239.702
	11	1.015.807	69.489.679	0	0	95.662	220.000	70.821.148
APR	12	863.874	54.371.436	0	0	286.989	90.000	55.612.299
	13	2.417.313	60.142.538	94.815	0	239.157	260.000	63.153.823
	14	4.867.815	36.835.865	142.223	0	286.988	0	42.132.891
MAY	15	7.032.154	58.201.534	182.627	0	286.988	0	65.703.303
	16	9.505.468	67.359.198	284.518	0	143.494	130.000	77.422.678
	17	12.432.701	60.794.652	237.113	0	286.989	40.000	73.791.455
JUN	18	9.900.439	43.319.440	796.668	0	0	130.000	54.146.547
	19	11.810.377	45.965.129	1.042.511	0	143.494	130.000	59.091.511
	20	10.572.446	45.355.356	1.359.207	0	47.831	0	57.334.840
JUL	21	11.821.530	47.106.081	1.888.966	0	334.820	40.000	61.191.397
	22	9.541.482	44.923.165	3.460.981	0	1.434.943	100.000	59.460.571
	23	10.934.561	41.765.804	5.173.968	0	1.291.448	40.000	59.205.781
AUG	24	12.278.471	30.161.295	6.562.357	0	908.797	0	49.910.920
	25	14.239.754	25.521.974	6.411.025	0	460.000	0	46.632.753
	26	15.269.673	35.576.061	8.815.153	0	1.730.000	170.000	61.560.887
SEP	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
OCT	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
	32	6.082.718	40.301.435	14.891.307	0	2.080.000	40.000	63.395.460
NOV	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
DEC	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
JAN	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
	41	0	36.100.039	87.812	1.910.000	0	310.000	38.407.851
FEB	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
MAR	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
APR	48	0	60.206.085	0	450.000	700.000	0	61.356.085
	49	0	52.500.000	0	0	900.000	0	53.400.000
	50	0	57.000.000	0	0	1.100.000	0	58.100.000
MAY	51	0	52.500.000	0	0	950.000	0	53.450.000
	52	0	48.000.000	0	0	950.000	0	48.950.000

Legend Green For numbers below the 25th percentile in the country's dataset since 2019
Red For numbers above the 75th percentile in the country's dataset since 2019

US Market Share Week 48

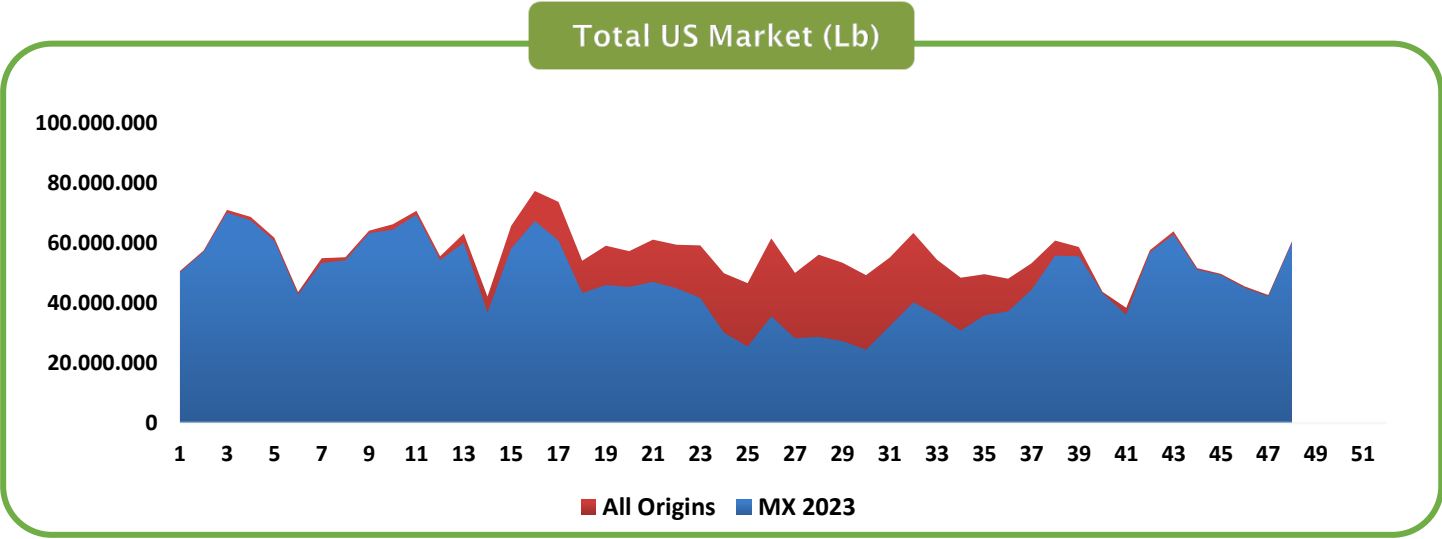
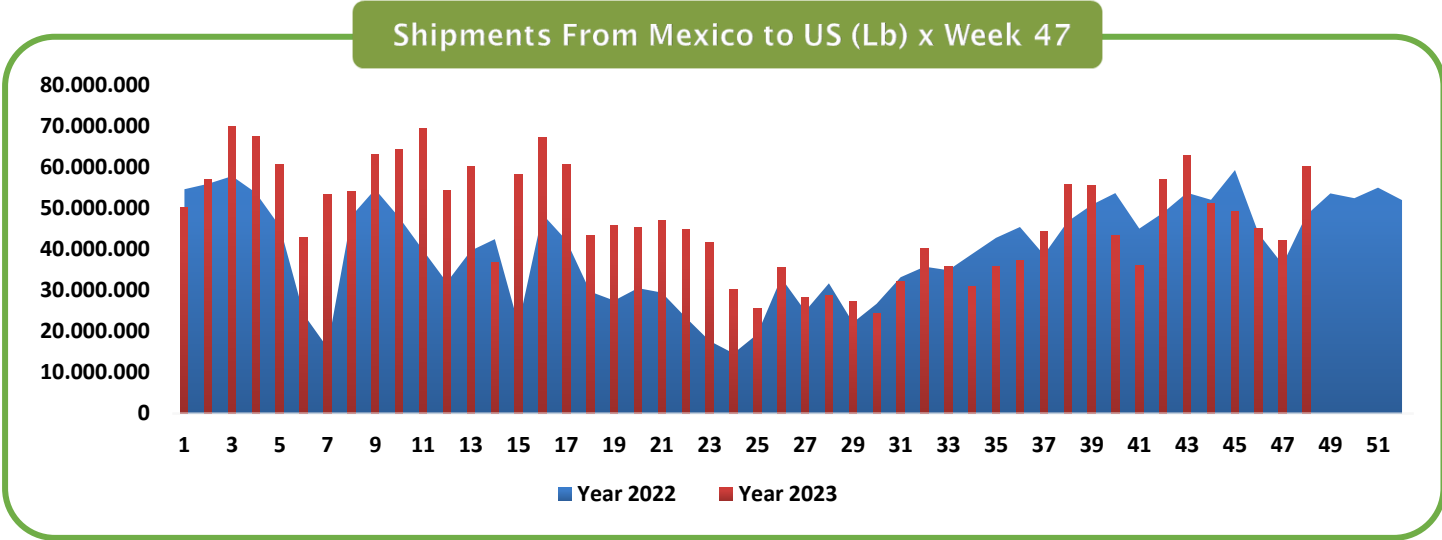


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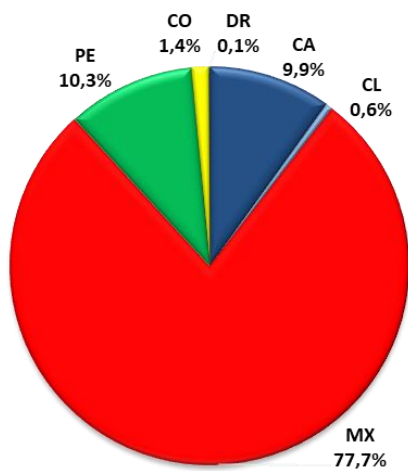


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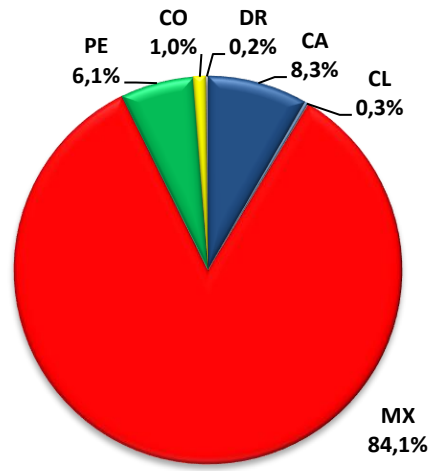
AVOCADO MARKET : USA Pag 2




USA 2022 (Week 1 - 52)





USA 2023 (Week 1 - 48)





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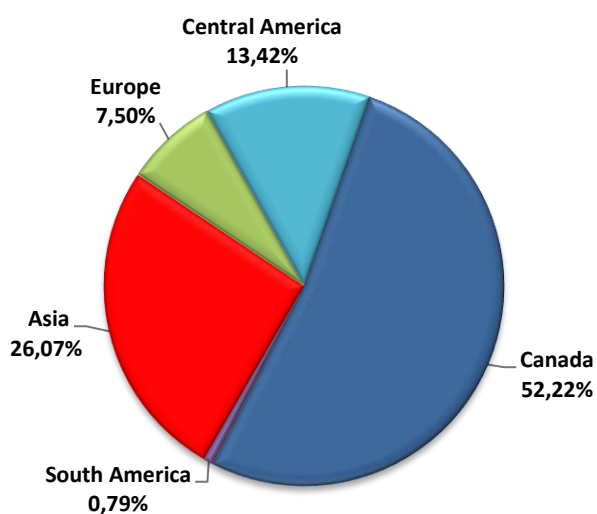
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AVOCADO MARKET : MEXICO TO USA

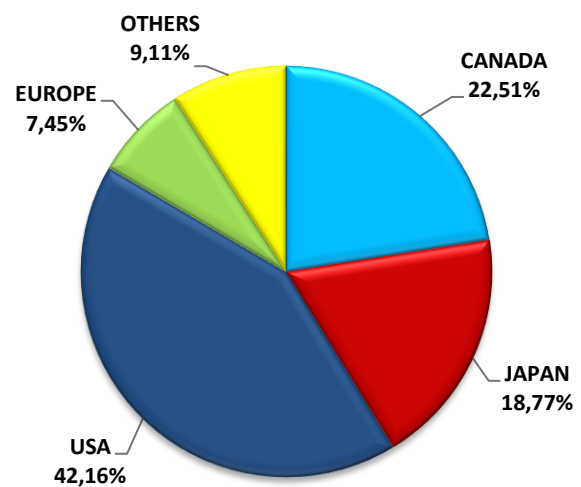
Description	Michoacán		Jalisco	
	Harvest	Shipment	Harvest	Shipment
Projection 2023-2024	1.190.932	1.024.202	133.073	101.668
YTD Week 48	416.473	367.308	63.642	52.123
Balance	774.459	656.894	69.431	49.545
AVG weekly balance	25.815	21.896	2.314	1.652
Weeks passed		22		22
Weeks remaining		30		30

Source: APEAM

Michoacan Other Markets (Week 1-48)



Jalisco All Markets (Week 1-47)



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CONNECTING THE GLOBAL AVOCADO MARKET

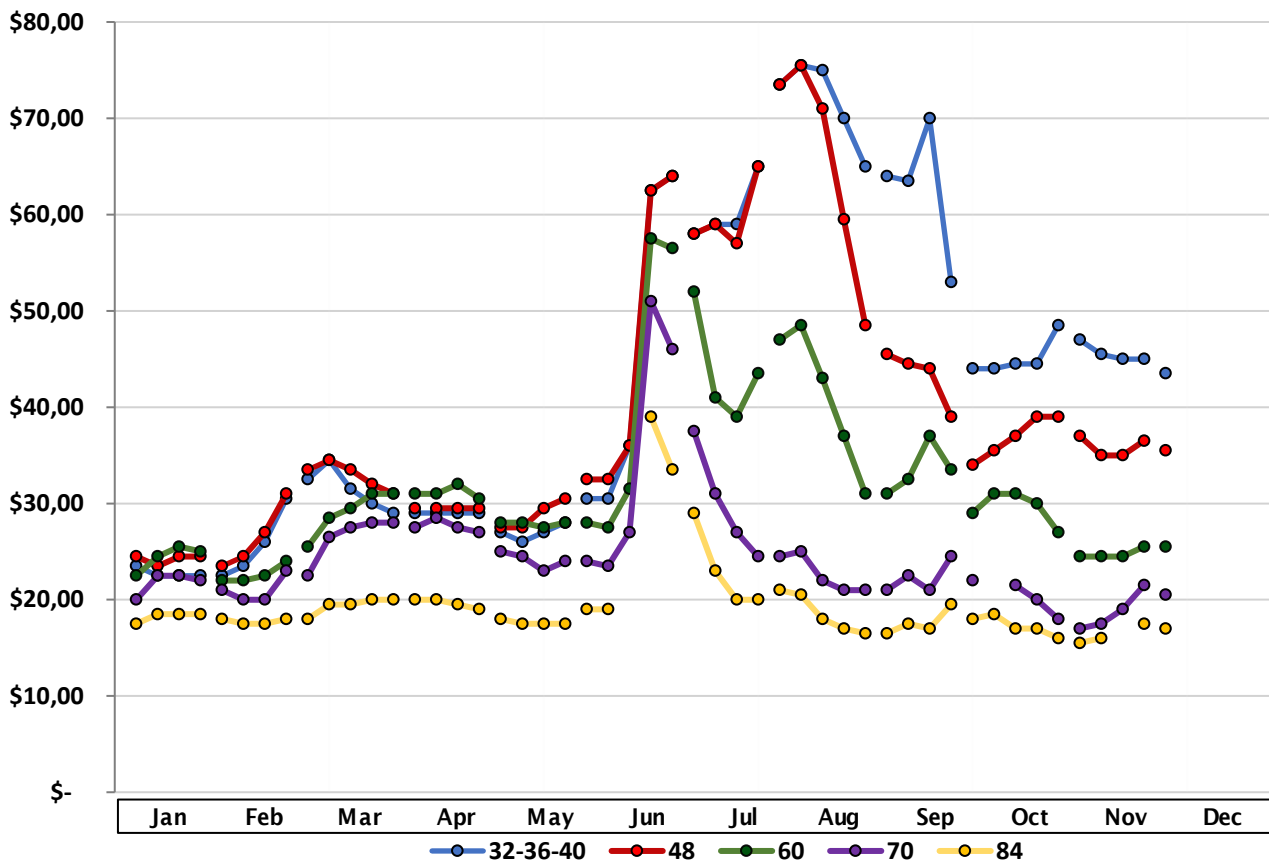
AVOCADO MARKET : USA Pag 4

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	
AUG	32	598.400	7.403.000	32.740.400	16.055.600	0	2.098.800	58.896.200	47.755.400	45.078.000	5,9
	33	596.200	6.402.000	40.642.800	13.527.800	0	2.816.000	63.984.800	45.401.400	44.774.400	1,4
	34	633.600	5.720.000	37.991.800	13.019.600	0	2.206.600	59.571.600	46.087.800	43.942.800	4,9
	35	585.200	4.859.800	39.210.600	10.106.800	0	1.480.600	56.243.000	47.482.600	47.700.400	-0,5
SEP	36	356.400	4.105.200	35.510.200	10.456.600	0	910.800	51.339.200	39.309.600	42.180.600	-6,8
	37	336.600	2.666.400	38.854.200	8.606.400	264.000	517.000	51.244.600	46.618.000	46.024.000	1,3
	38	349.800	1.155.000	46.160.400	6.670.400	794.200	239.800	55.369.600	44.332.200	46.472.800	-4,6
OCT	39	330.000	327.800	49.462.600	3.773.000	1.515.800	138.600	55.547.800	46.813.800	44.638.000	4,9
	40	385.000	44.000	52.300.600	1.577.400	1.823.800	28.600	56.159.400	44.583.000	43.436.800	2,6
	41	715.000	8.800	41.808.800	701.800	1.746.800	63.800	45.045.000	44.187.000	45.122.000	-2,1
	42	589.600	4.400	43.608.400	169.400	1.493.800	70.400	45.936.000	44.299.200	47.018.400	-5,8
	43	629.200	4.400	49.761.800	70.400	1.504.800	92.400	52.063.000	41.056.400	43.914.200	-6,5
	44	662.200	2.200	53.259.800	26.400	1.652.200	26.400	55.629.200	43.124.400	41.775.800	3,2
NOV	45	594.000	2.200	56.612.600	26.400	1.414.600	44.000	58.693.800	42.028.800	41.507.400	1,3
	46	660.000	0	51.946.400	26.400	910.800	0	53.543.600	44.501.600	44.772.200	-0,6
	47	655.600	0	50.256.800	26.400	576.400	0	51.515.200	36.583.800	36.436.400	0,4
	48	992.200	334.400	54.813.000	0	305.800	334.400	56.779.800	43.502.800	44.006.600	-1,1

Legend Green For numbers below the 25th percentile in the country's dataset since 2019
 Red For numbers above the 75th percentile in the country's dataset since 2019

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

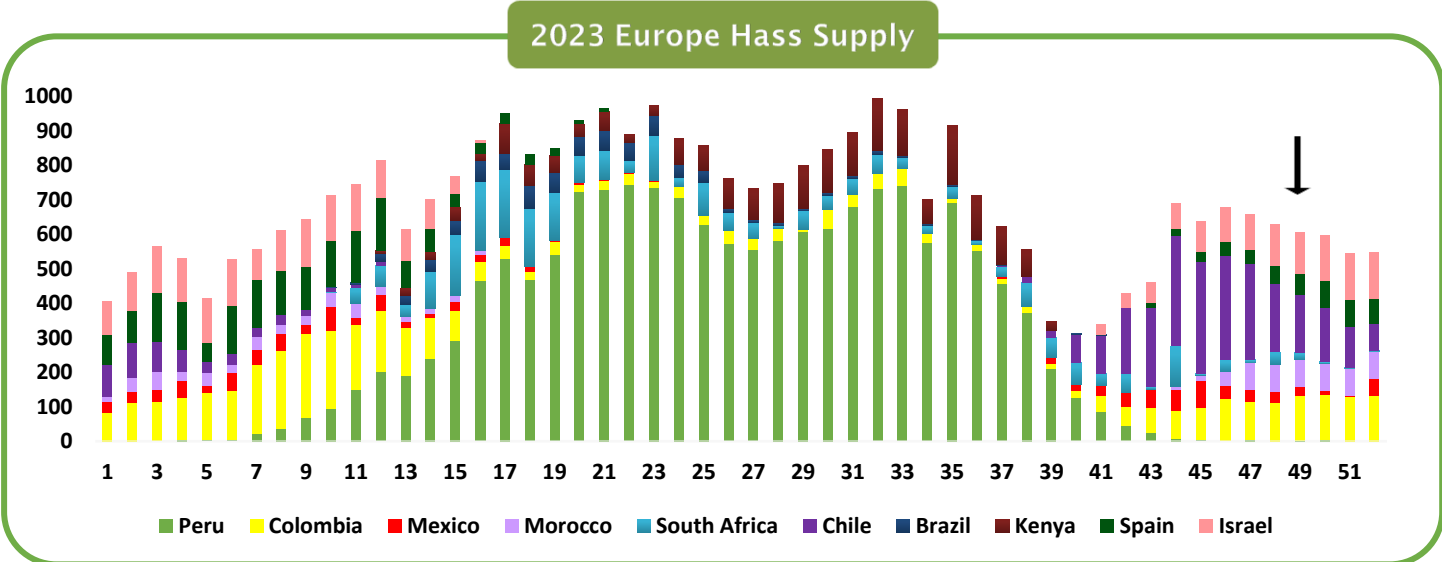
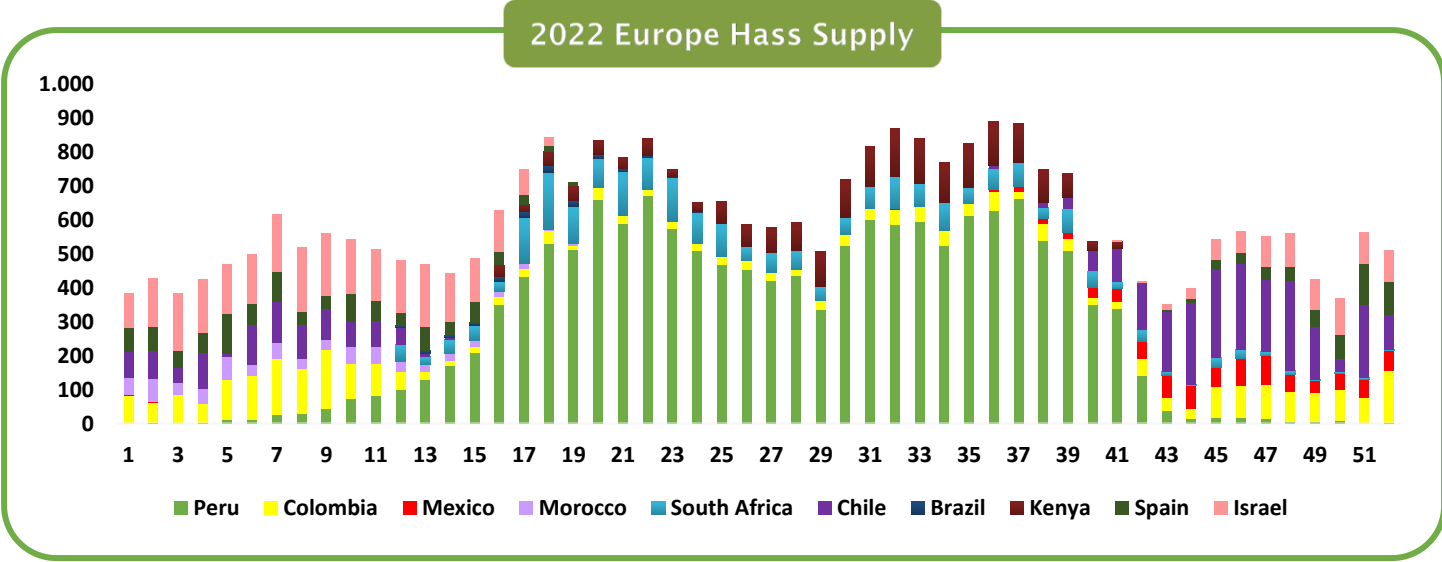
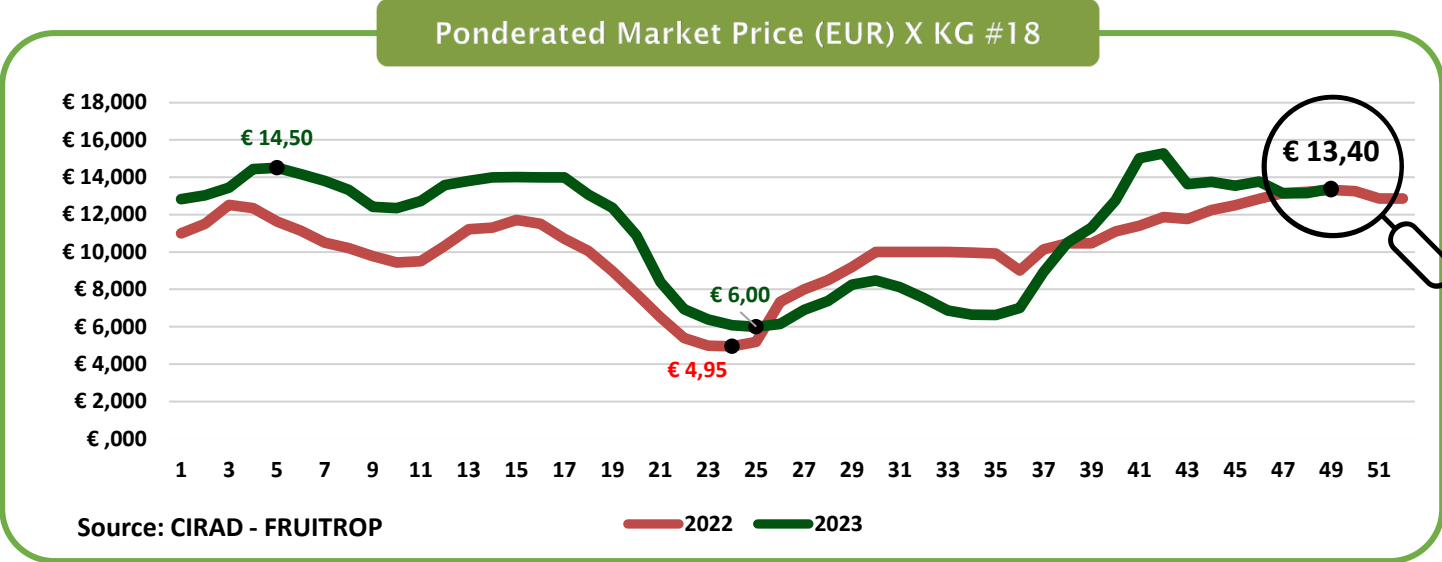
	Week of Sales	Peru	Colombia	Mexico	Morocco	South Africa	Chile	Brazil	Kenya	Spain	Israel	Total Estimated
JAN	1	0	82	32	16		91			88	97	405
	2	0	111	32	41		103			92	110	488
	3	2	112	35	53		86			143	133	564
	4	4	121	49	28		62			140	126	530
	5	5	136	21	37		30			58	129	415
FEB	6	5	141	51	24		31			140	134	527
	7	21	199	46	37		27			138	89	557
	8	36	225	51	24		30			128	119	613
MAR	9	66	243	29	24		19			124	139	645
	10	93	228	68	41	2	13	2		135	132	714
	11	149	187	23	41	44	11	5		150	135	745
	12	202	175	48	24	59	13	22	10	154	108	815
	13	190	138	17	16	34		28	20	80	91	614
APR	14	239	119	10	16	109		34	20	70	84	702
	15	291	87	27	16	178		41	38	40	50	769
	16	465	55	19	14	201		59	22	30	8	873
	17	528	38	25		196		47	85	30		949
MAY	18	466	26	13		169		66	61	30		831
	19	541	36	5		138		60	48	20		848
	20	724	19	6		80		54	36	10		929
	21	729	26	3		86		56	55	10		965
	22	744	30	4		35		53	24			890
JUN	23	734	18	3		132		57	30			974
	24	707	30	2		25		39	73			876
	25	627	28	0		96		33	73			857
	26	573	38	0		53		12	85			761
	27	556	30	1		47		7	91			732
JUL	28	580	37			8		8	115			748
	29	606	9			52		7	125			799
	30	615	57			41		8	125			846
	31	679	36			47		8	125			895
AUG	32	732	43			57		11	151			994
	33	741	48			34		6	133			961
	34	575	25			25		7	69			701
	35	691	14			32	2	5	173			916
	36	552	17			11	0	4	127			711
SEP	37	457	14	5		28	6	2	109			621
	38	372	16	3		68	17	1	79			556
	39	209	17	16		57	20	1	28			349
	40	127	19	17		64	83	1				311
OCT	41	86	47	27		37	111	1			31	340
	42	46	54	40		56	192				42	430
	43	25	72	54		7	229			15	58	460
	44	9	79	61	10	116	321			20	75	691
NOV	45	5	91	81	15	3	324			30	88	637
	46	2	121	38	40	34	302			40	101	678
	47	3	113	32	80	8	278			40	103	657
	48	0	113	29	80	36	200			50	120	628
DEC	49	1	130	25	80	21	166			60	121	604
	50	4	130	12	80	4	155			80	132	597
	51	0	130	1	80	2	119			80	134	546
	52	0	130	50	80	2	80			70	135	547

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AVOCADO MARKET : EUROPE Pag 6



EL PARQUE

The best fruit year round

AVOCADO MARKET : CHINA

CONTAINERS ARRIVED BY ORIGIN

Week of Sales	Peru	Mexico	Chile	Colombia	Kenya	Philippines	New Zeland	Total Estimated Volume
1	3	5	4					12
2	1	4	14					19
3	3	3	1					7
4	3	8	8					19
5	18	5	11					34
6	9	11	8					28
7	20	12	8					40
8	17	13	9					39
9	22	10	7					39
10	39	7						46
11	40	6	7	1				54
12	50	6	2	1				59
13	58	2						60
14	53							53
15	36							36
16	39							39
17	51							51
18	83							83
19	90							90
20	130							130
21	138							138
22	138				3			141
23	144				3			147
24	92				3			95
25	101				3			104
26	82				3			85
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		2	22					24
52		3						3



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 service is our business



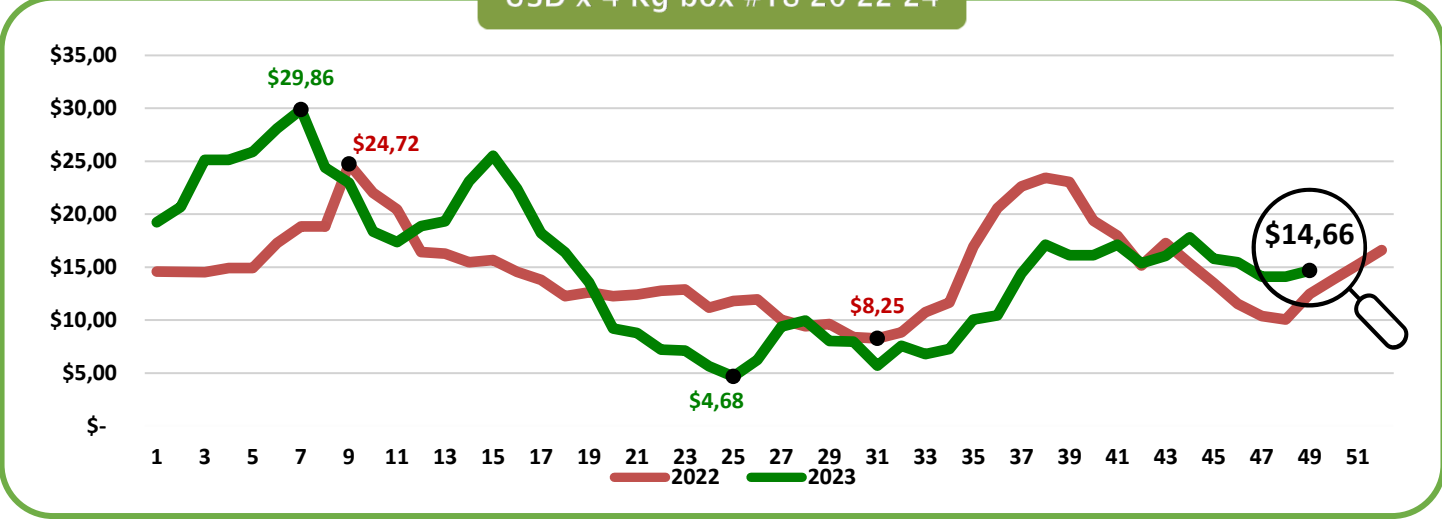
**Bring quality and transparency
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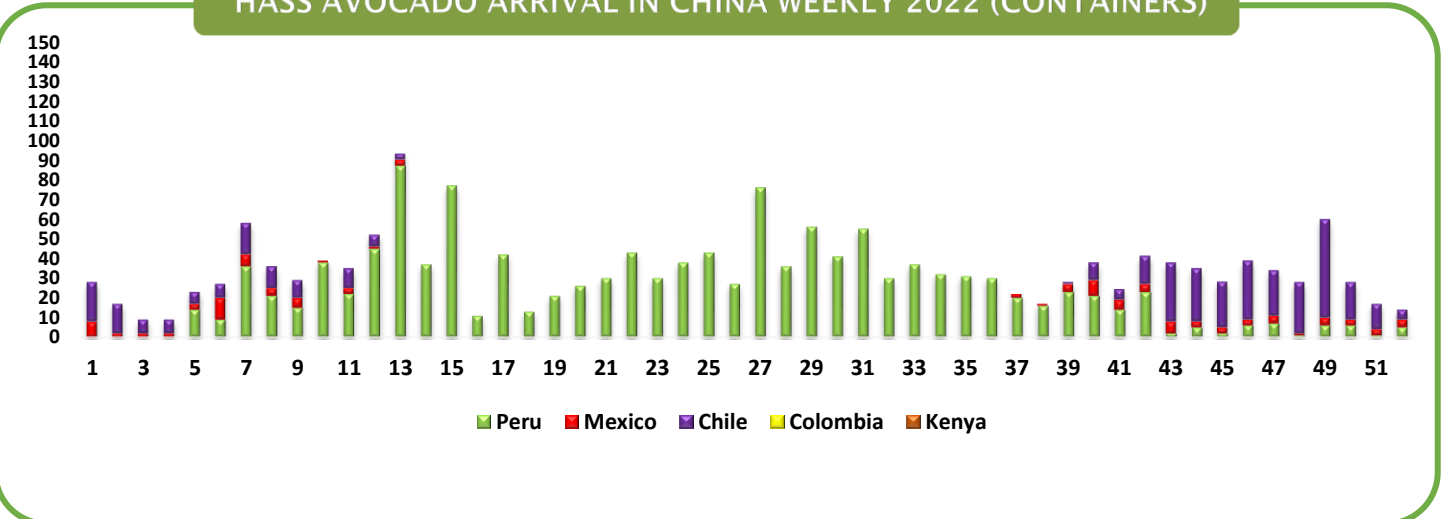
CONNECTING THE GLOBAL AVOCADO MARKET

AVOCADO MARKET : CHINA Pag 8

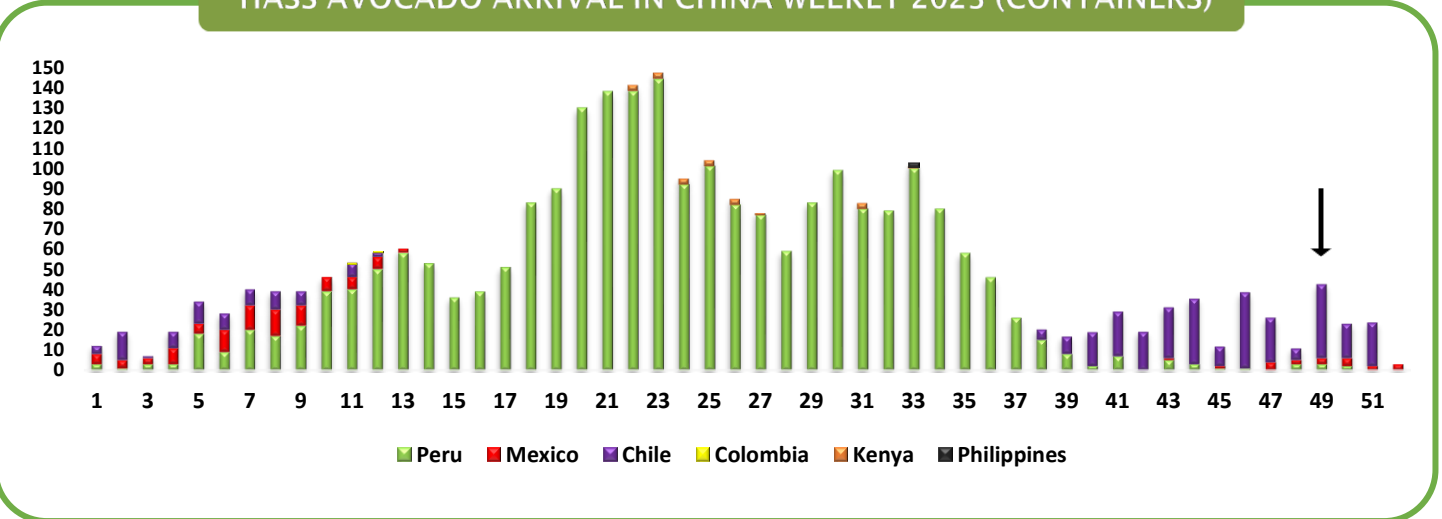
USD x 4 Kg box #18-20-22-24



HASS AVOCADO ARRIVAL IN CHINA WEEKLY 2022 (CONTAINERS)



HASS AVOCADO ARRIVAL IN CHINA WEEKLY 2023 (CONTAINERS)



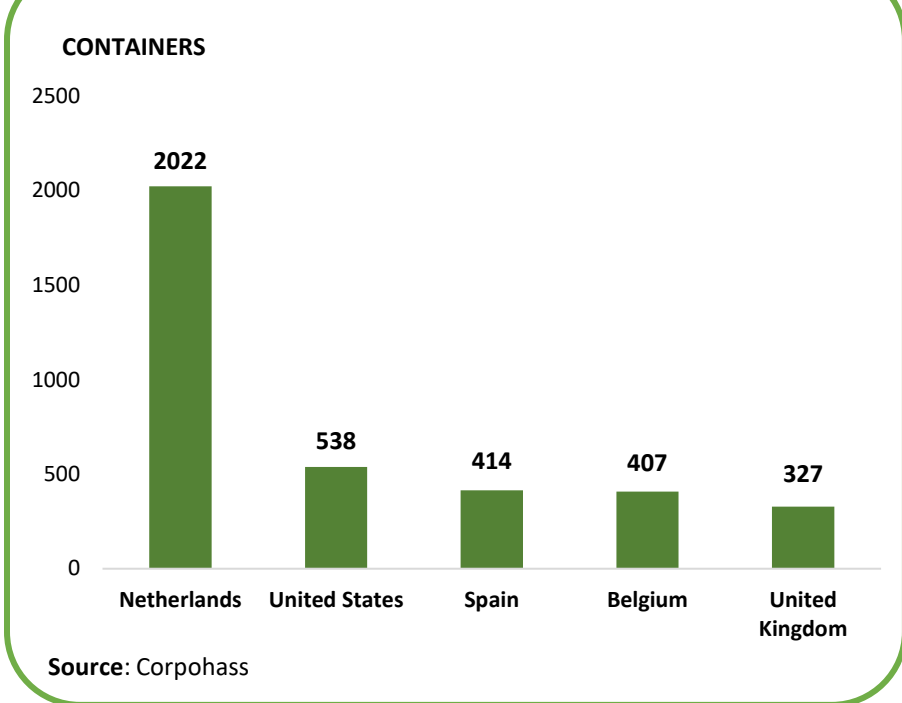
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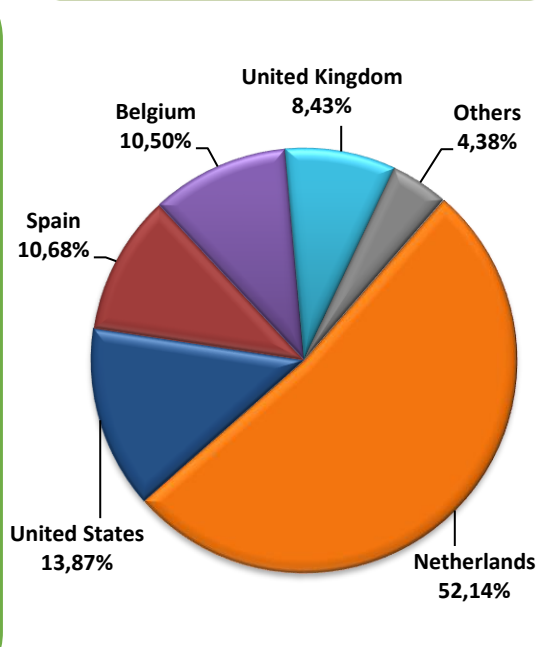
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COLOMBIA: EXPORTS Pag 9

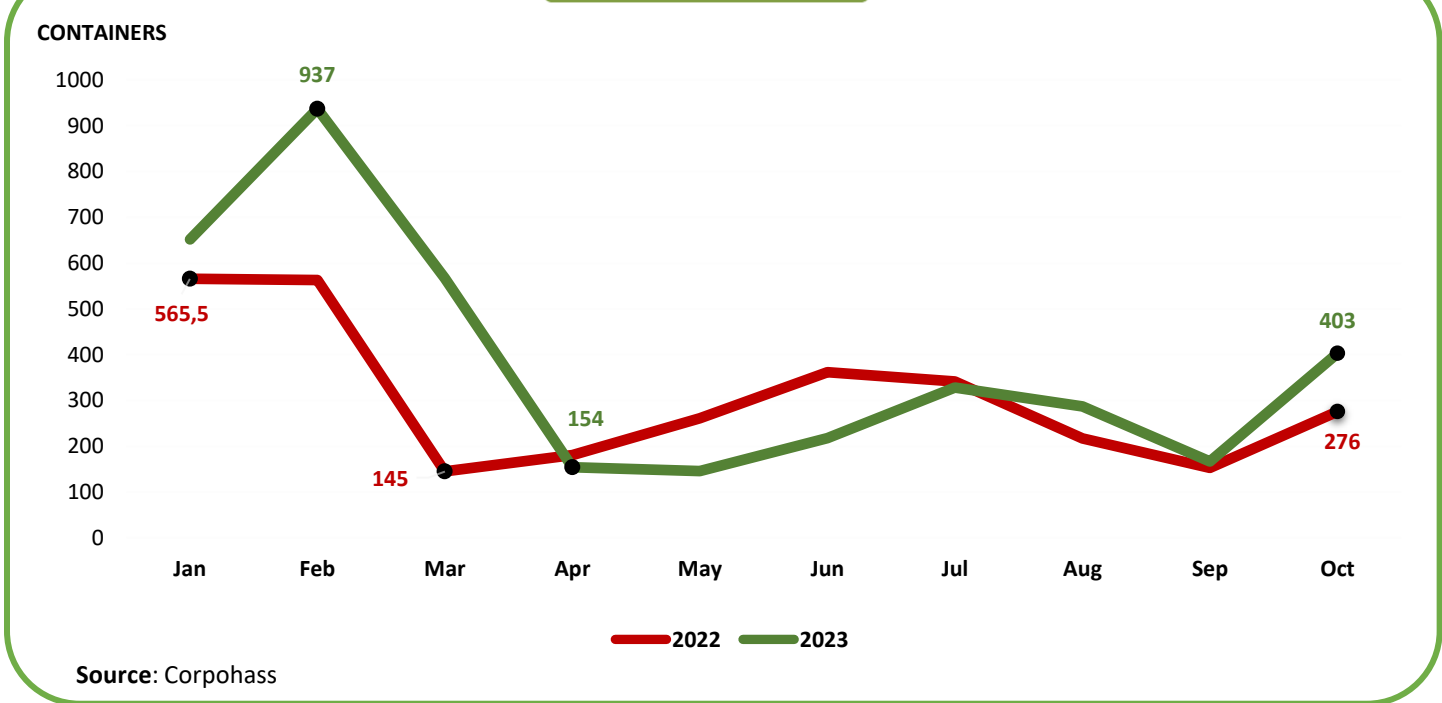
Shipments: Top 5 Destinations Jan - Oct 2023



Market Share 2023 (Jan - Oct)

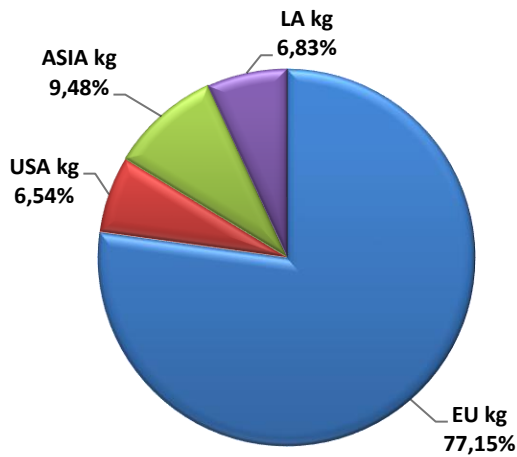


Total Hass Export

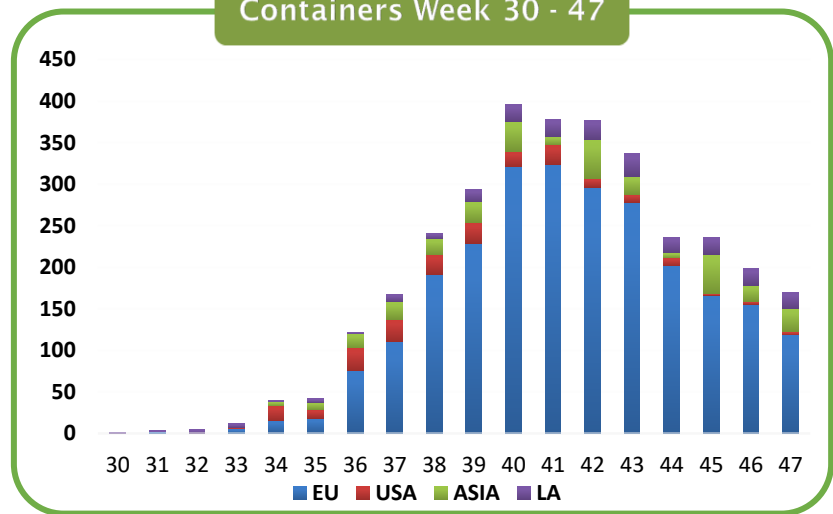


CHILE: EXPORTS Pag 10

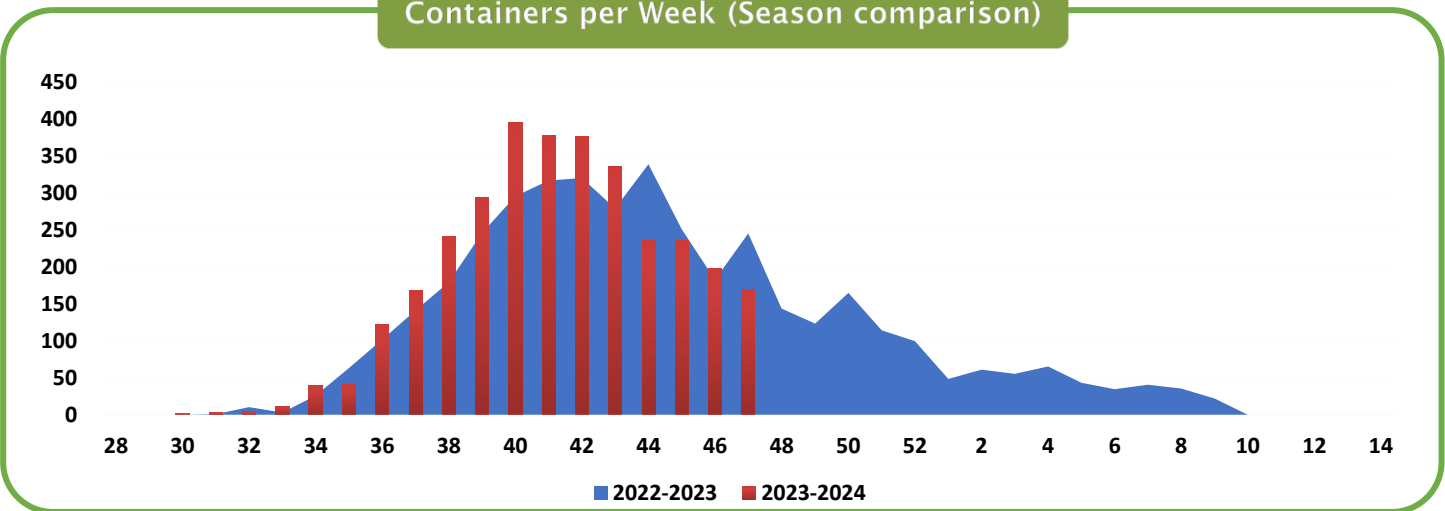
Market Share Week 30 - 47



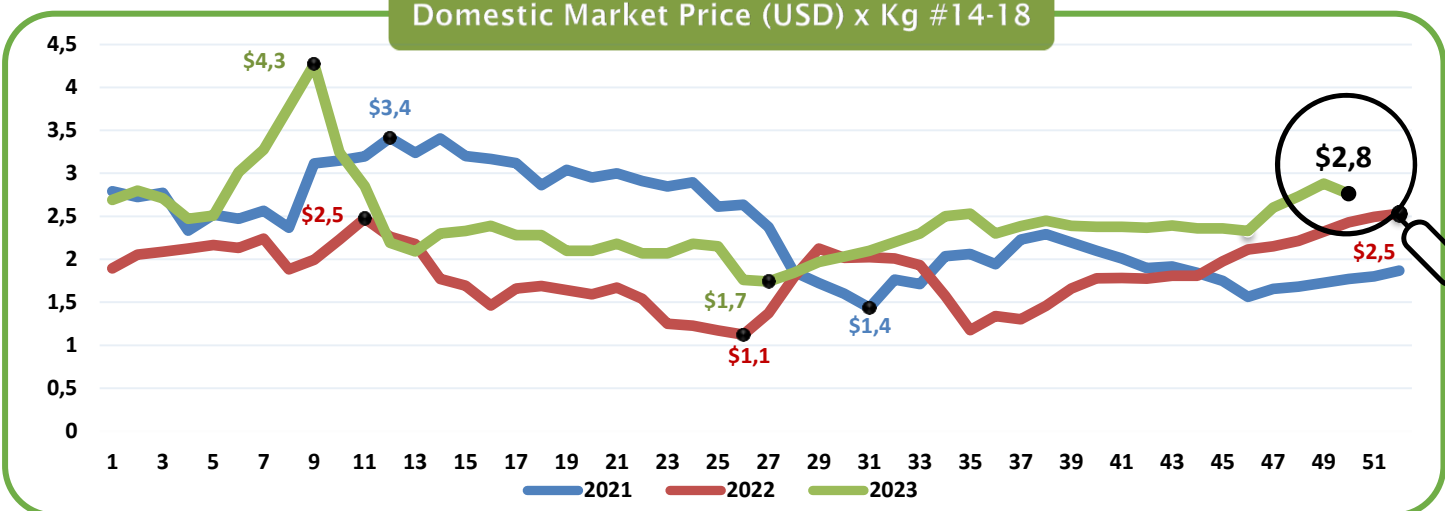
Containers Week 30 - 47



Containers per Week (Season comparison)



Domestic Market Price (USD) x Kg #14-18



QUALITY STUDIO
service is our business

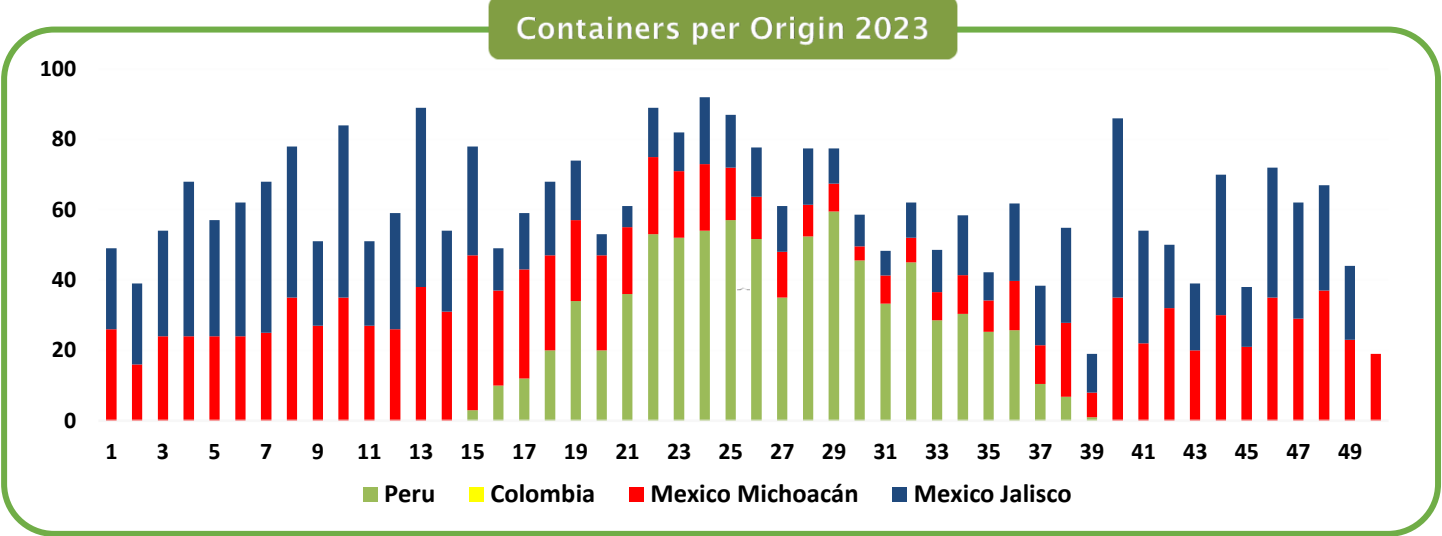


Bring quality and transparency to your supply chain.

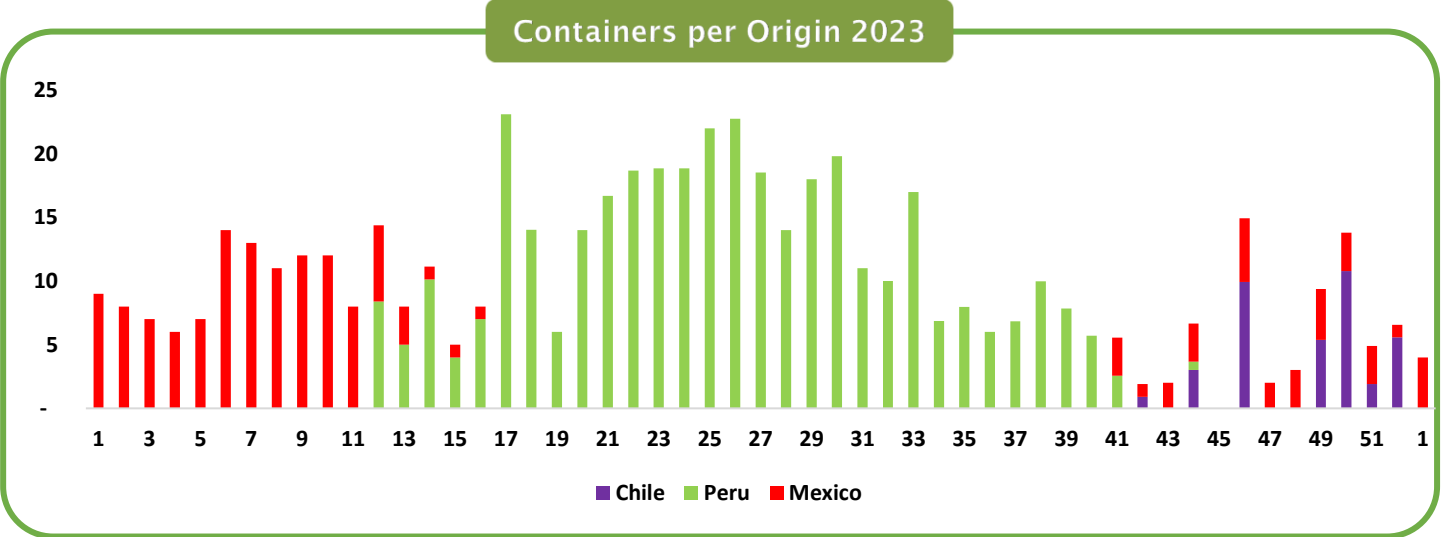
AVOBOOK

CONNECTING THE GLOBAL AVOCADO MARKET

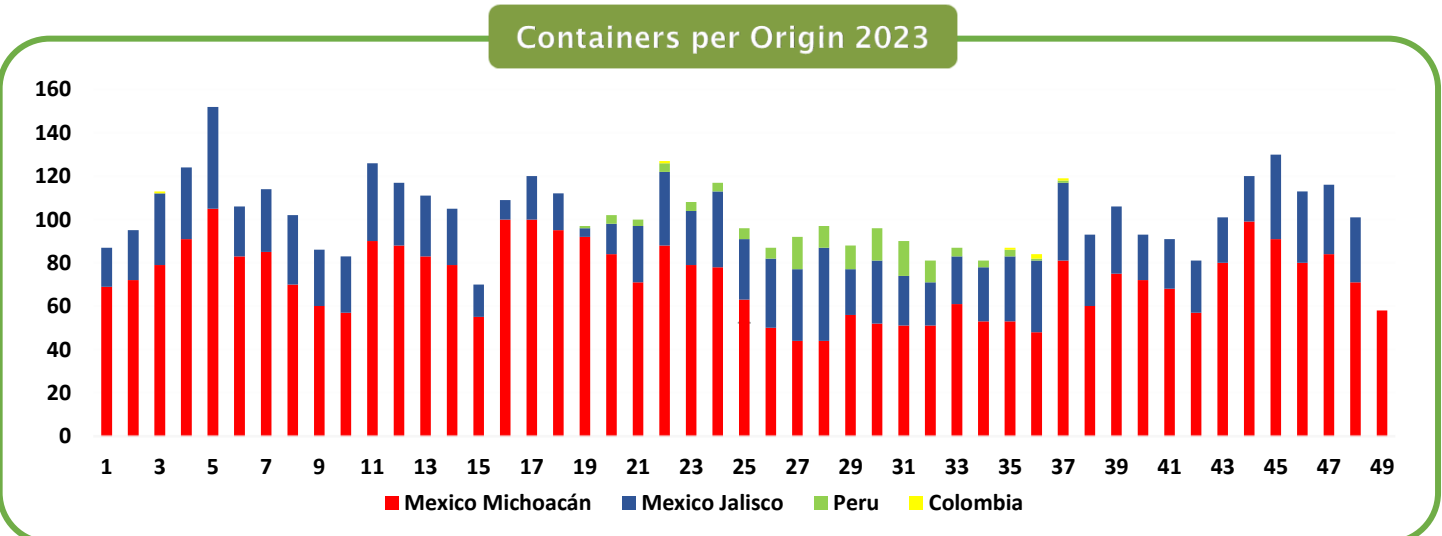
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