

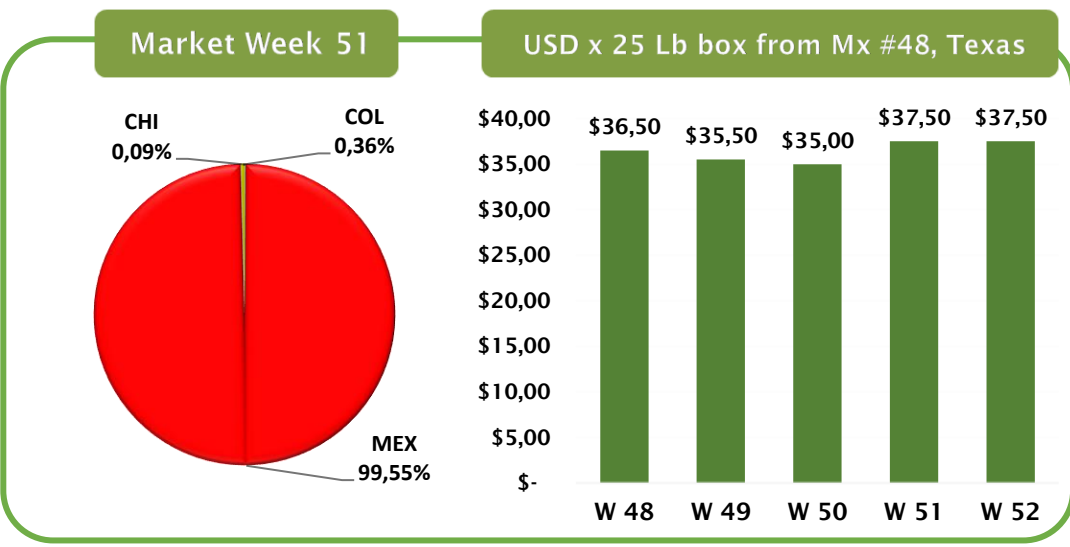
AVOBOOK

CONNECTING THE GLOBAL AVOCADO MARKET

SUMMARY Week 52, 2023

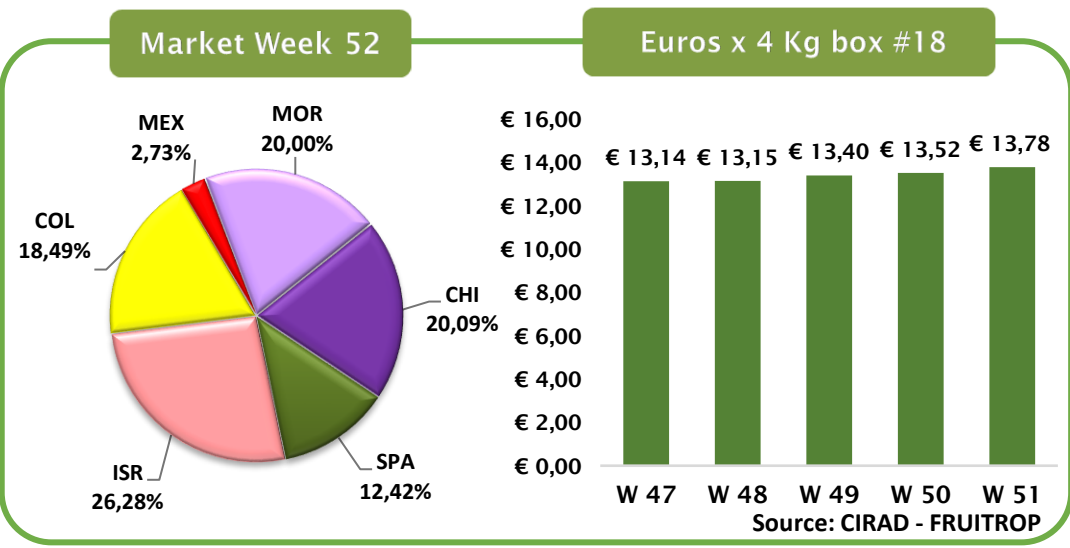
USA

| | Week | Lbs |
|-----|------|------------|
| Oct | 40 | 43.761.003 |
| | 41 | 38.407.851 |
| | 42 | 57.639.339 |
| | 43 | 63.924.742 |
| | 44 | 51.705.771 |
| Nov | 45 | 49.765.094 |
| | 46 | 45.600.817 |
| | 47 | 42.745.209 |
| | 48 | 60.656.085 |
| Dec | 49 | 51.964.300 |
| | 50 | 50.227.894 |
| | 51 | 57.612.373 |
| | 52 | |



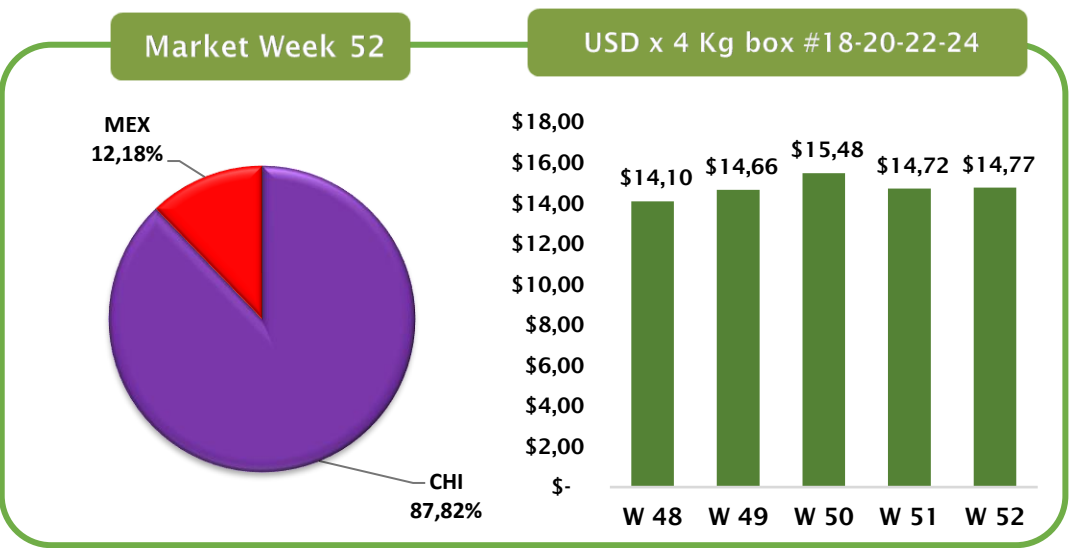
EUROPE

| | Week | FCL |
|-----|------|-----|
| Oct | 40 | 311 |
| | 41 | 340 |
| | 42 | 430 |
| | 43 | 460 |
| | 44 | 691 |
| Nov | 45 | 637 |
| | 46 | 678 |
| | 47 | 657 |
| | 48 | 579 |
| Dec | 49 | 561 |
| | 50 | 535 |
| | 51 | 554 |
| | 52 | 514 |



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 | 23 |
| | 51 | 24 |
| | 52 | 25 |



EL PARQUE

The best fruit year round

AVOBOOK

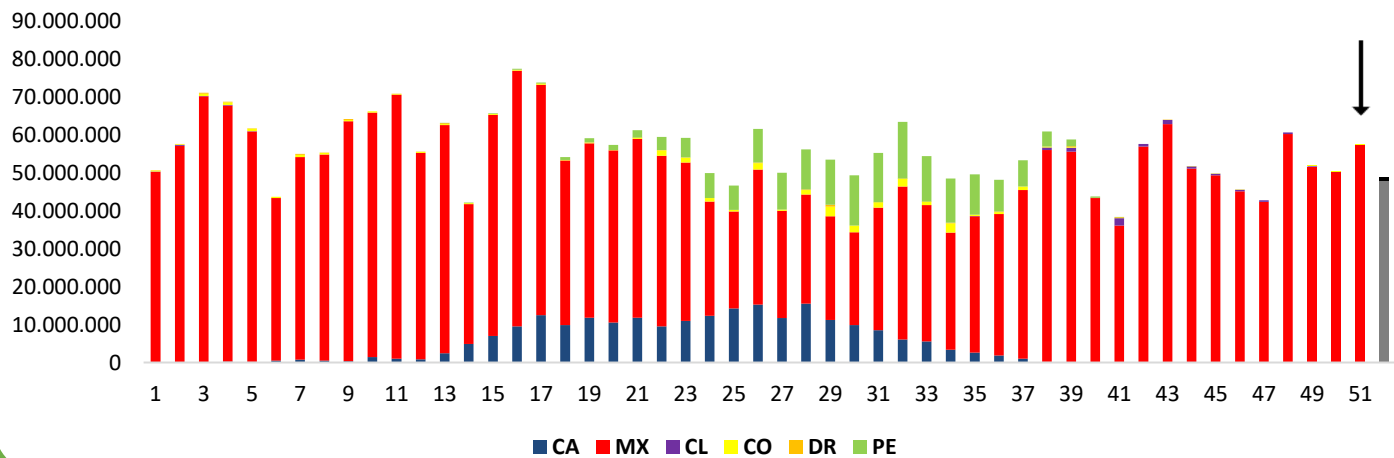
CONNECTING THE GLOBAL AVOCADO MARKET

AVOCADO MARKET : USA

| | Arrival Week | California | Mexico | Perú | Chile | Colombia | Dom Rep | Total Estimated Volume (Lb) |
|------|--------------|------------|------------|------------|-----------|-----------|---------|-----------------------------|
| MAR | 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 |
| | 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 |
| APR | 14 | 4.867.815 | 36.835.865 | 142.223 | 0 | 286.988 | 0 | 42.132.891 |
| | 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 |
| MAY | 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 |
| | 21 | 11.821.530 | 47.106.081 | 1.888.966 | 0 | 334.820 | 40.000 | 61.191.397 |
| JUN | 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 |
| | 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 |
| JUL | 26 | 15.269.673 | 35.576.061 | 8.815.153 | 0 | 1.730.000 | 170.000 | 61.560.887 |
| | 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 |
| AUG | 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 |
| | 33 | 5.535.384 | 35.944.697 | 11.951.704 | 0 | 920.000 | 40.000 | 54.391.785 |
| SEPT | 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 |
| | 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 |
| OCT | 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 |
| | 41 | 0 | 36.100.039 | 87.812 | 1.910.000 | 0 | 310.000 | 38.407.851 |
| NOV | 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 |
| | 45 | 0 | 49.304.117 | 0 | 410.977 | 50.000 | 0 | 49.765.094 |
| DEC | 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 |
| JAN | 50 | 0 | 50.141.703 | 0 | 46.191 | 40.000 | 0 | 50.227.894 |
| | 51 | 0 | 57.352.373 | 0 | 50.000 | 210.000 | 0 | 57.612.373 |
| | 52 | 0 | 48.000.000 | 0 | 0 | 950.000 | 0 | 48.950.000 |
| | 1 | 0 | 68.000.000 | 0 | 0 | 500.000 | 0 | 68.500.000 |
| FEB | 2 | 0 | 82.000.000 | 0 | 0 | 500.000 | 0 | 82.500.000 |
| | 3 | 0 | 78.500.000 | 0 | 0 | 500.000 | 0 | 79.000.000 |
| | 4 | 0 | 74.500.000 | 0 | 0 | 500.000 | 0 | 75.000.000 |
| | 5 | 0 | 52.000.000 | 0 | 0 | 500.000 | 0 | 52.500.000 |
| MAY | 6 | 0 | 49.000.000 | 0 | 0 | 500.000 | 0 | 49.500.000 |
| | 7 | 0 | 56.500.000 | 0 | 0 | 500.000 | 0 | 57.000.000 |
| | 8 | 0 | 58.000.000 | 0 | 0 | 500.000 | 0 | 58.500.000 |

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 51



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service is our business

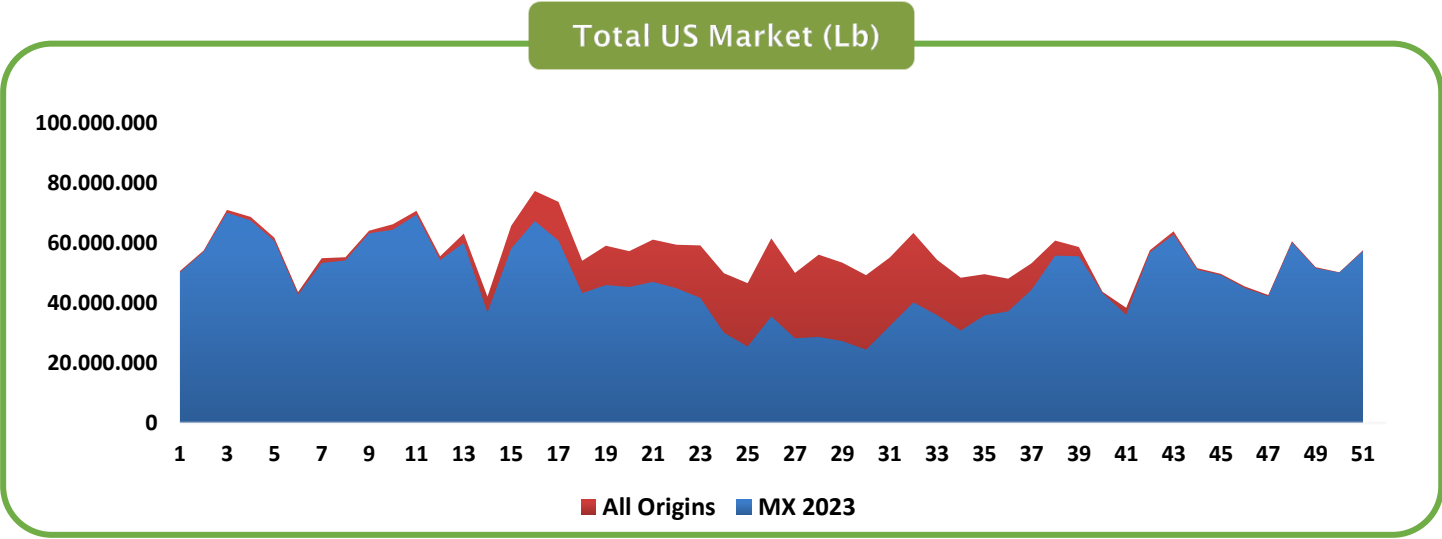
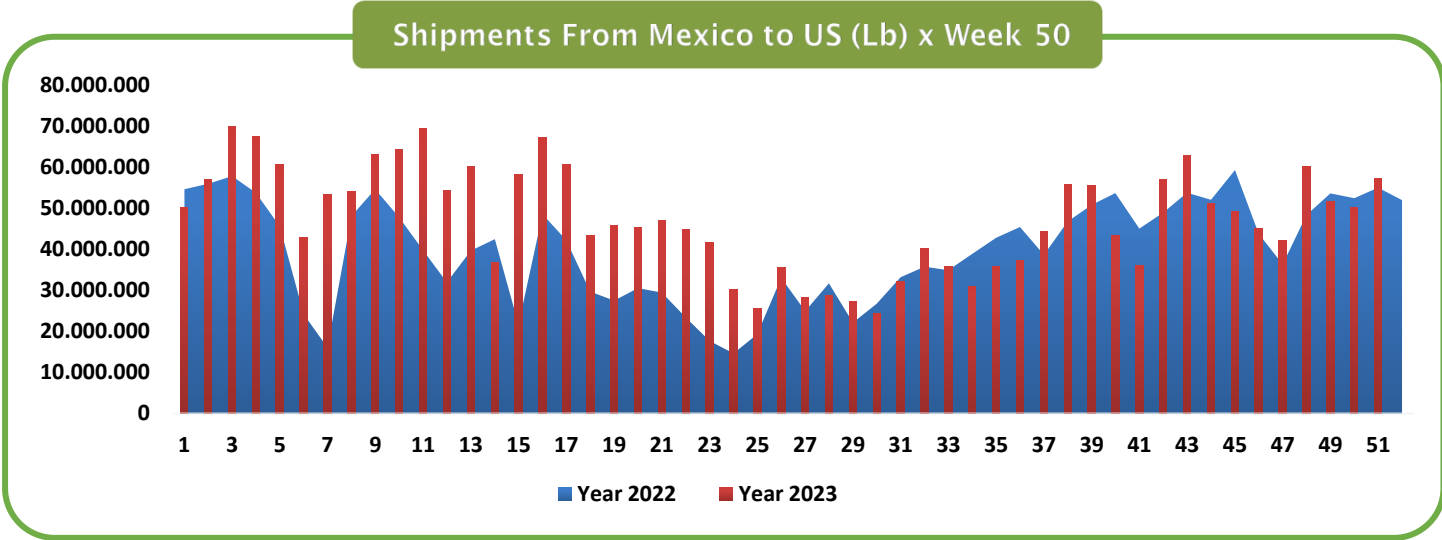


Bring quality and transparency
to your supply chain.

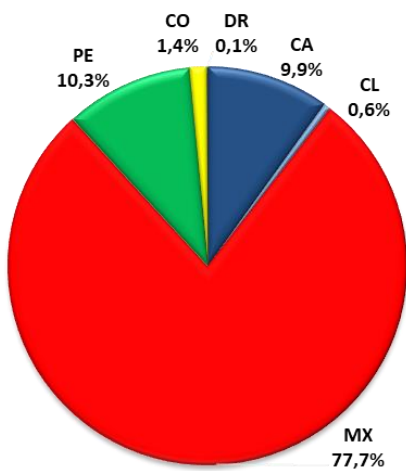
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CONNECTING THE GLOBAL AVOCADO MARKET

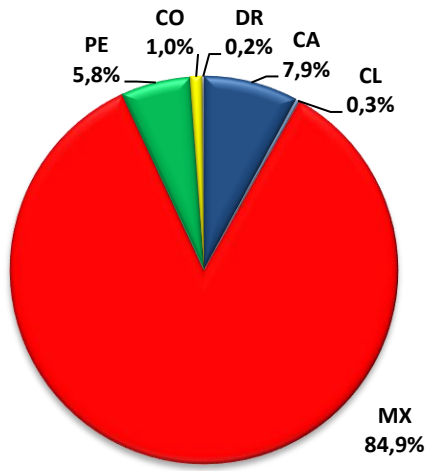
AVOCADO MARKET : USA Pag 2



USA 2022 (Week 1 - 52)



USA 2023 (Week 1 - 51)



Protecting Exporters in Europe

3PL | Quality Control | Insurance | Representation

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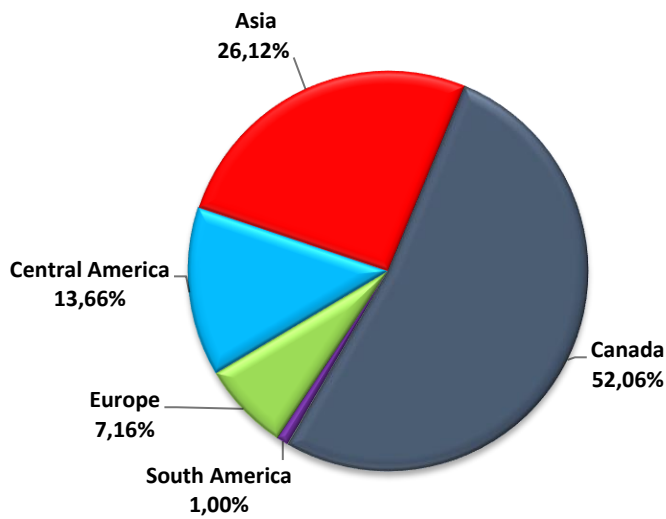
CONNECTING THE GLOBAL AVOCADO MARKET

AVOCADO MARKET : MEXICO TO USA Pag 3

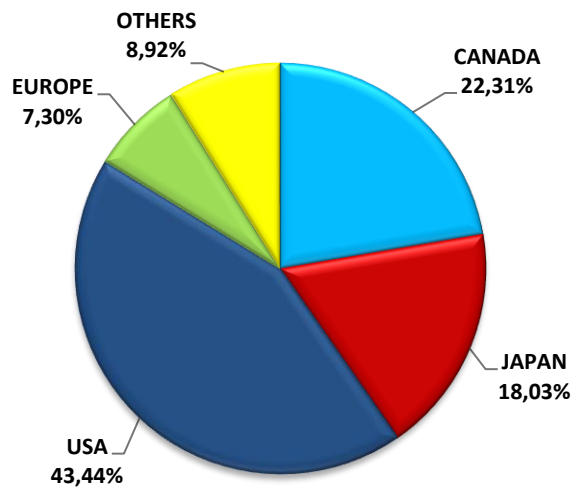
| Description | Michoacán | | Jalisco | |
|----------------------|-----------|-----------|---------|----------|
| | Harvest | Shipment | Harvest | Shipment |
| Projection 2023-2024 | 1.190.932 | 1.024.202 | 133.073 | 101.668 |
| YTD Week 51 | 488.502 | 431.551 | 73.779 | 60.003 |
| Balance | 702.430 | 592.651 | 59.294 | 41.665 |
| AVG weekly balance | 26.016 | 21.950 | 2.196 | 1.543 |
| Weeks passed | | 25 | | 25 |
| Weeks remaining | | 27 | | 27 |

Source: APEAM

Michoacan Other Markets (Week 1-51)



Jalisco All Markets (Week 1-50)



Avocado Specialist with the Brazilian taste

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CONNECTING THE GLOBAL AVOCADO MARKET

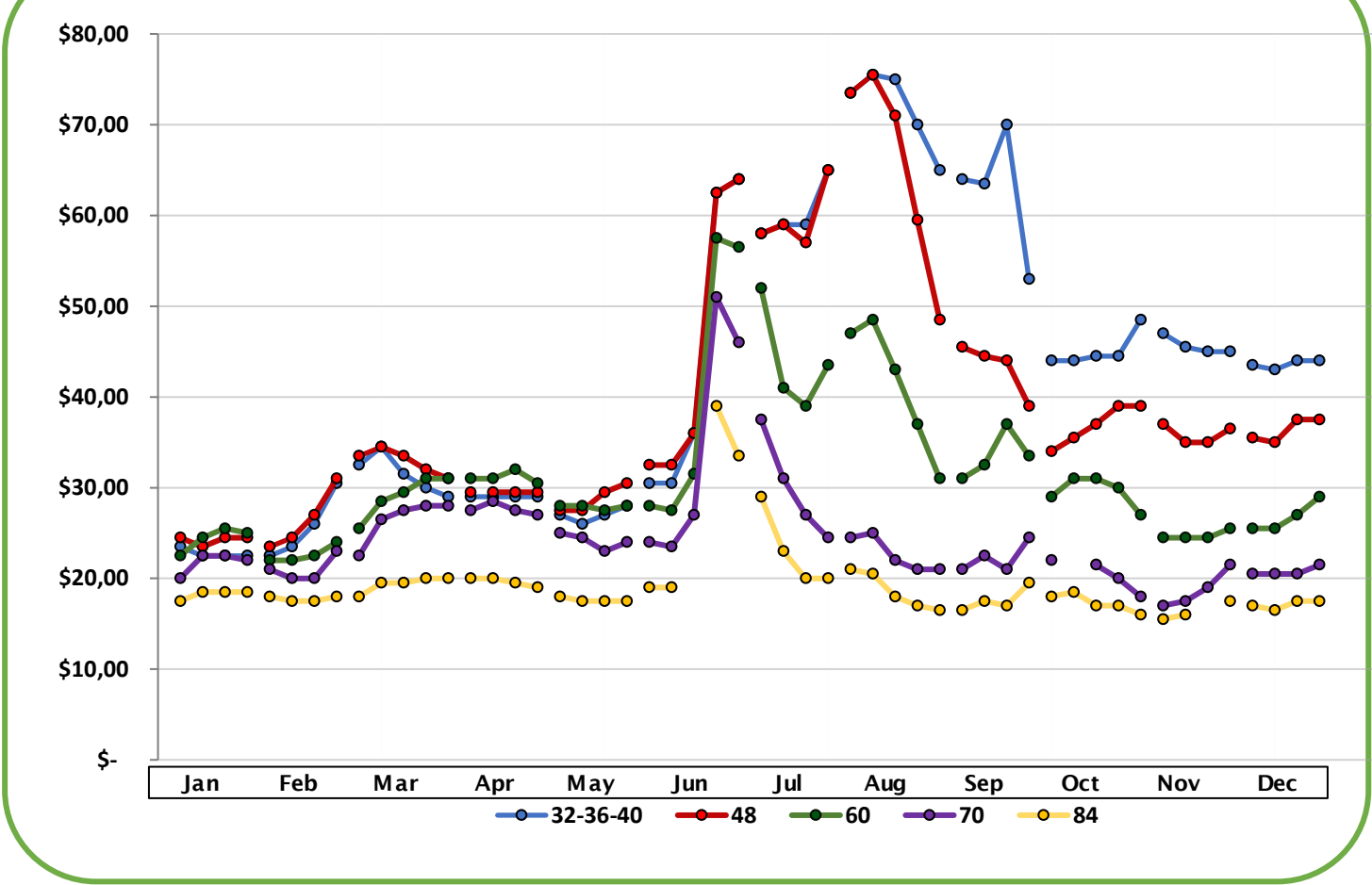
AVOCADO MARKET : USA Pag 4

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 |
| 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 |
| 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 |
| 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 |
| 49 | 697.400 | 0 | 55.972.400 | 0 | 48.400 | 633.600 | 57.351.800 | 45.566.400 | 45.768.800 | -0,4 |
| 50 | 803.000 | 0 | 53.231.200 | 0 | 35.200 | 1.210.000 | 55.279.400 | 44.149.600 | 44.437.800 | -0,6 |
| 51 | 451.000 | 0 | 57.976.600 | 0 | 72.600 | 688.600 | 59.188.800 | 44.635.800 | 50.723.200 | -12,0 |
| 52 | | | | | | | | | | |

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 |
|-----|---------------|------|----------|--------|---------|--------------|-------|--------|-------|-------|--------|-----------------|
| 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 |
| | 9 | 66 | 243 | 29 | 24 | | 19 | | | 124 | 139 | 645 |
| MAR | 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 |
| JUN | 22 | 744 | 30 | 4 | | 35 | | 53 | 24 | | | 890 |
| | 23 | 734 | 18 | 3 | | 132 | | 57 | 30 | | | 974 |
| | 24 | 707 | 30 | 2 | | 25 | | 39 | 73 | | | 876 |
| | 25 | 627 | 28 | 0 | | 96 | | 33 | 73 | | | 857 |
| JUL | 26 | 573 | 38 | 0 | | 53 | | 12 | 85 | | | 761 |
| | 27 | 556 | 30 | 1 | | 47 | | 7 | 91 | | | 732 |
| | 28 | 580 | 37 | | | 8 | | 8 | 115 | | | 748 |
| | 29 | 606 | 9 | | | 52 | | 7 | 125 | | | 799 |
| AUG | 30 | 615 | 57 | | | 41 | | 8 | 125 | | | 846 |
| | 31 | 679 | 36 | | | 47 | | 8 | 125 | | | 895 |
| | 32 | 732 | 43 | | | 57 | | 11 | 151 | | | 994 |
| | 33 | 741 | 48 | | | 34 | | 6 | 133 | | | 961 |
| SEP | 34 | 575 | 25 | | | 25 | | 7 | 69 | | | 701 |
| | 35 | 691 | 14 | | | 32 | 2 | 5 | 173 | | | 916 |
| | 36 | 552 | 17 | | | 11 | 0 | 4 | 127 | | | 711 |
| | 37 | 457 | 14 | 5 | | 28 | 6 | 2 | 109 | | | 621 |
| OCT | 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 |
| | 41 | 86 | 47 | 27 | | 37 | 111 | 1 | | | 31 | 340 |
| NOV | 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 |
| | 45 | 5 | 91 | 81 | 15 | 3 | 324 | | | 30 | 88 | 637 |
| DEC | 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 | 71 | 579 |
| | 49 | 1 | 114 | 25 | 80 | 21 | 166 | | | 60 | 94 | 561 |
| JAN | 50 | 4 | 100 | 12 | 82 | 4 | 155 | | | 67 | 111 | 535 |
| | 51 | | 87 | 11 | 98 | 3 | 119 | | | 102 | 134 | 554 |
| | 52 | | 95 | 14 | 103 | | 103 | | | 64 | 135 | 514 |
| | 1 | | 103 | 13 | 80 | | 86 | | | 70 | 100 | 452 |
| 2 | | 113 | 30 | 80 | | 69 | | | 80 | 120 | 492 | |
| 3 | | 130 | 30 | 80 | | 57 | | | 80 | 120 | 497 | |
| 4 | 5 | 150 | 30 | 80 | | 40 | | | 80 | 120 | 505 | |
| 5 | 5 | 200 | 30 | 80 | | 30 | | | 80 | 120 | 545 | |

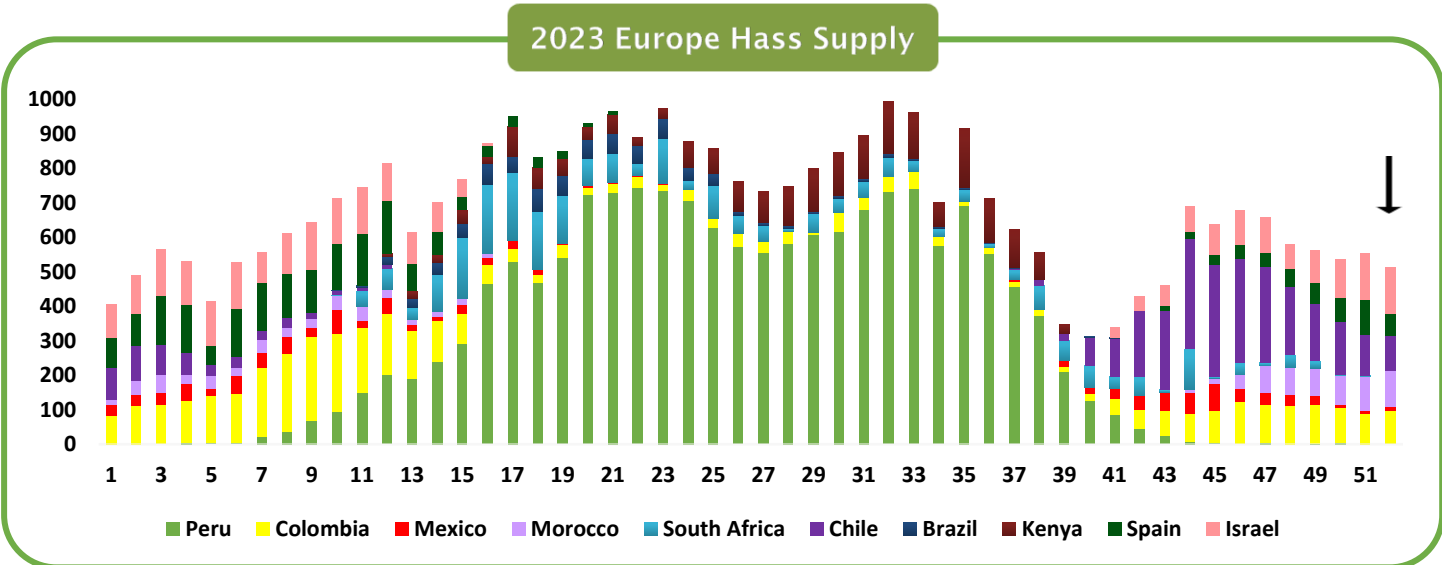
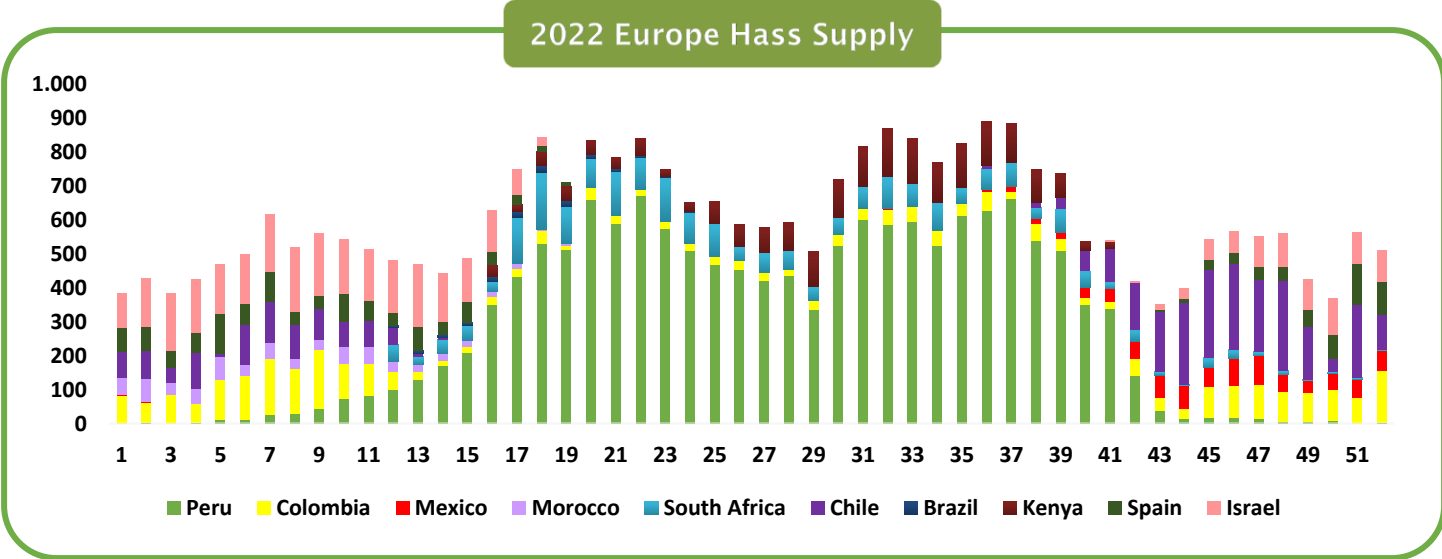
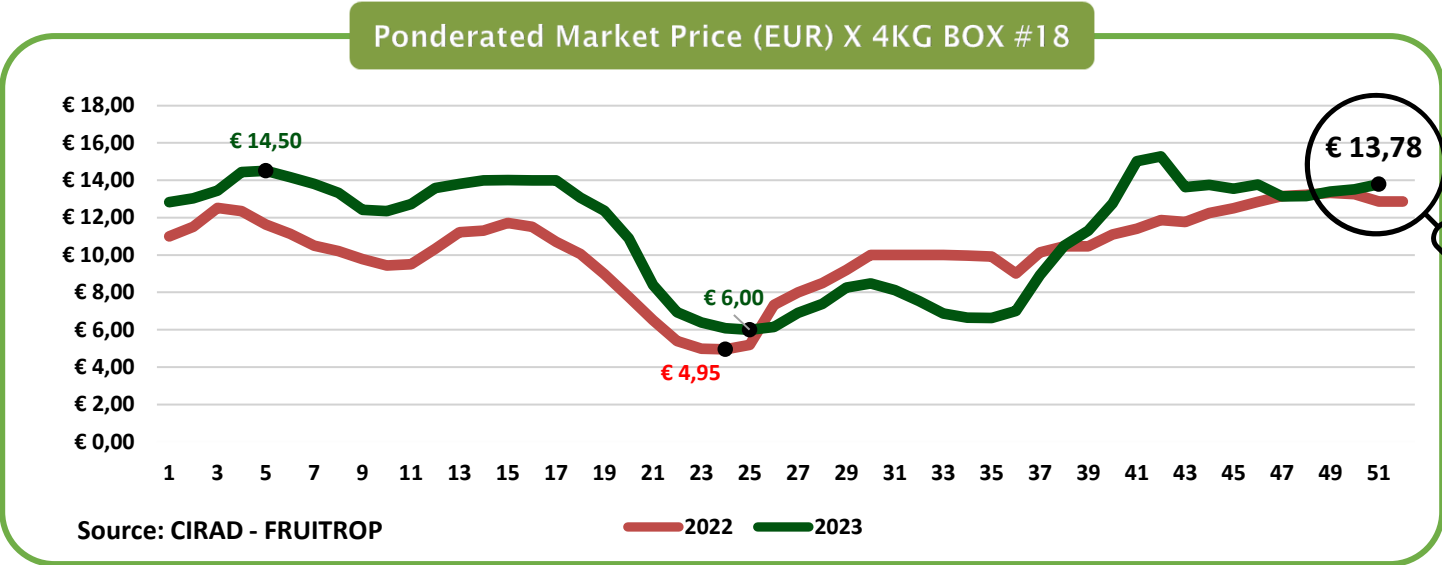


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Bring quality and transparency
to your supply chain.

AVOCADO MARKET : EUROPE Pag 6



Protecting Exporters in Europe

3PL | Quality Control | Insurance | Representation

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CONNECTING THE GLOBAL AVOCADO MARKET

AVOCADO MARKET : CHINA

Pag 7

CONTAINERS ARRIVED BY ORIGIN

| Week of Sales | Peru | Mexico | Chile | Colombia | Kenya | Philippines | New Zeland | Total Estimated Volume |
|---------------|------|--------|-------|----------|-------|-------------|------------|------------------------|
| 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 | 22 | | | | | 25 |
| 1 | | 4 | 12 | | | | | 16 |
| 2 | | 1 | 9 | | | | | 10 |
| 3 | | 3 | 12 | | | | | 15 |
| 4 | | | | | | | | 0 |
| 5 | | | | | | | | 0 |

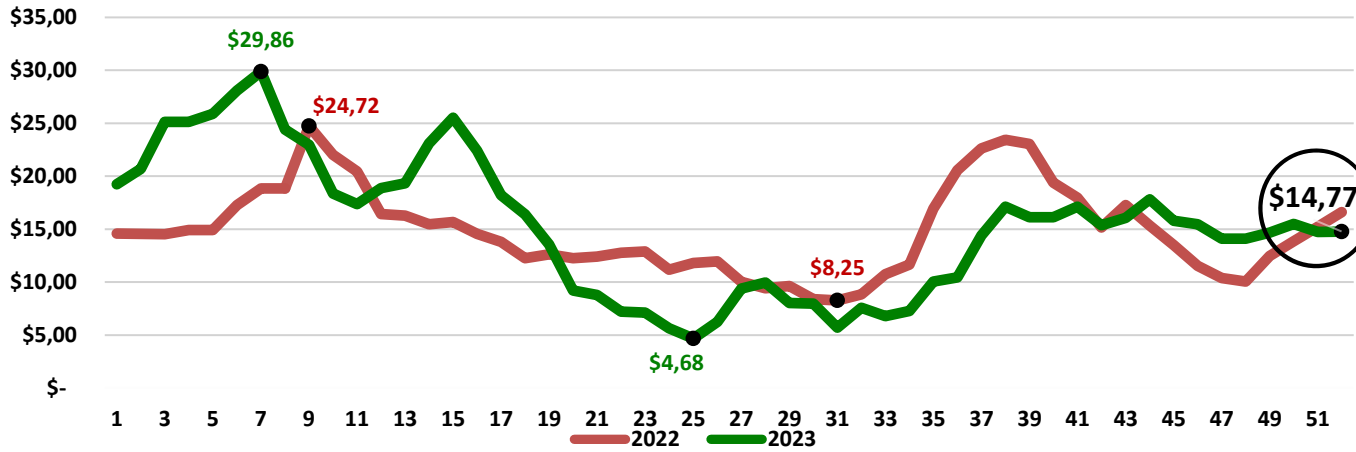


AVOBOOK

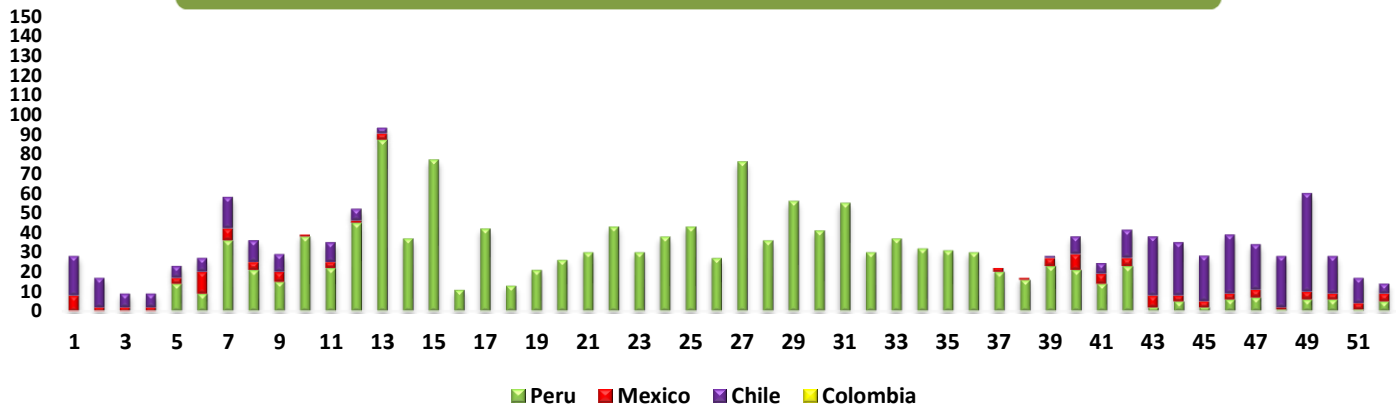
CONNECTING THE GLOBAL AVOCADO MARKET

AVOCADO MARKET : CHINA

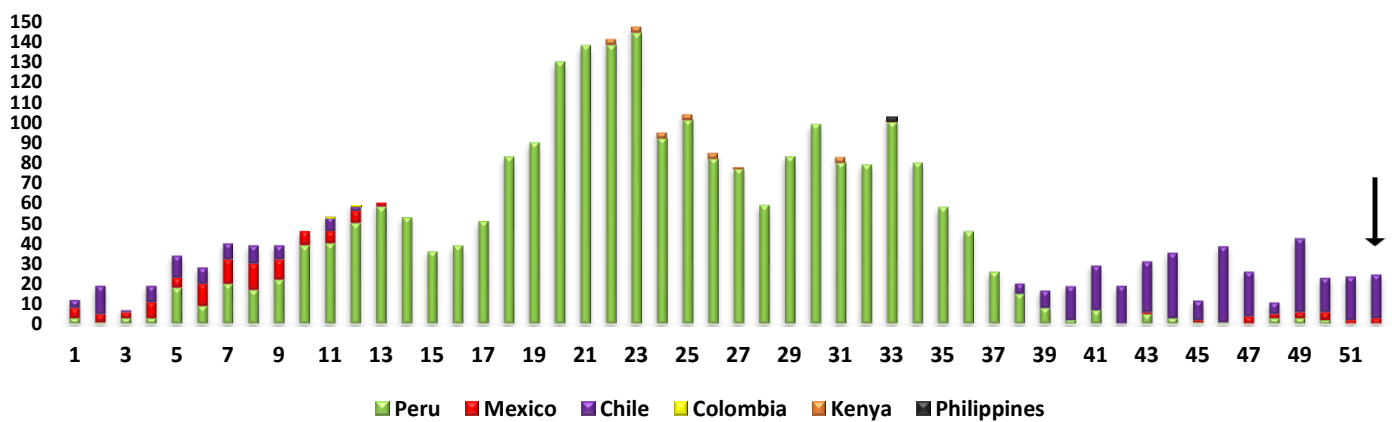
USD x 4 Kg box #18-20-22-24



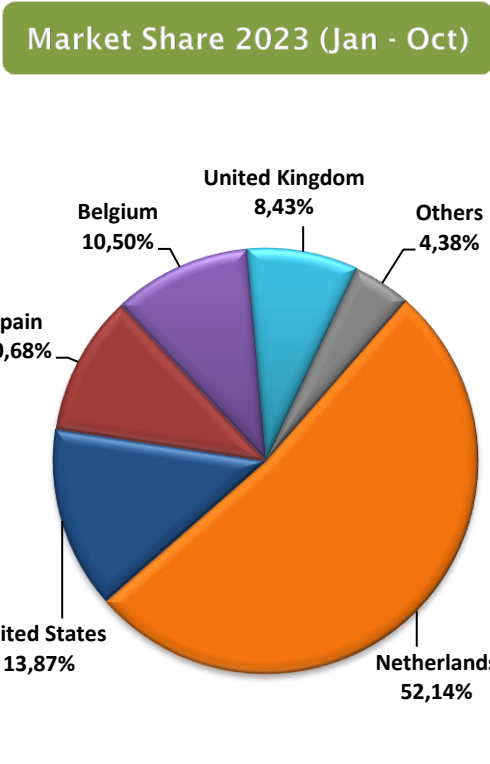
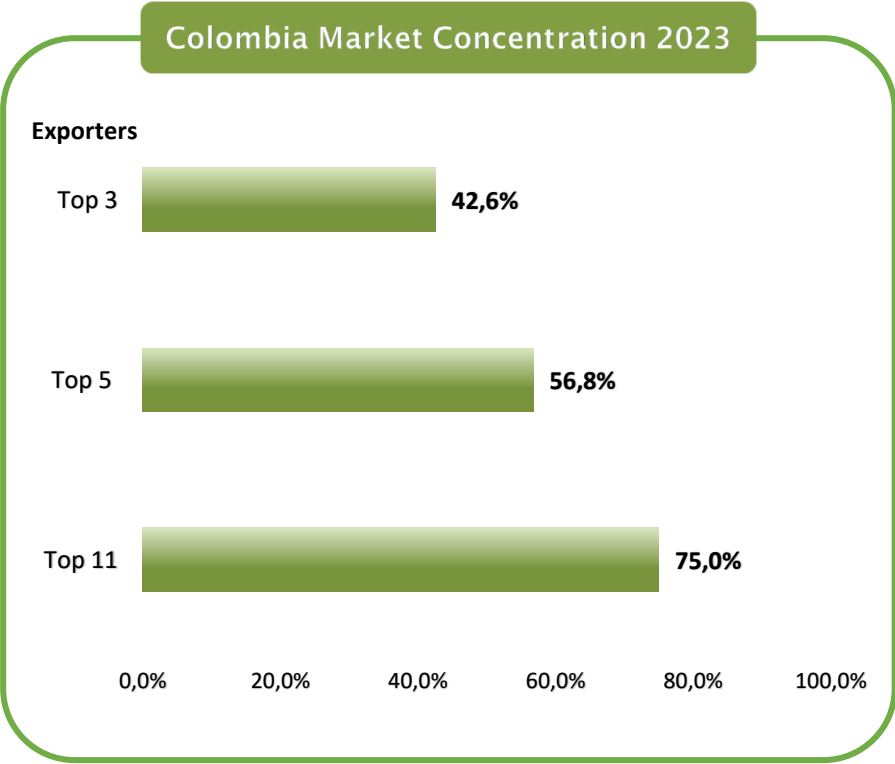
HASS AVOCADO ARRIVAL IN CHINA WEEKLY 2022 (CONTAINERS)



HASS AVOCADO ARRIVAL IN CHINA WEEKLY 2023 (CONTAINERS)



COLOMBIA: EXPORTS Pag 9

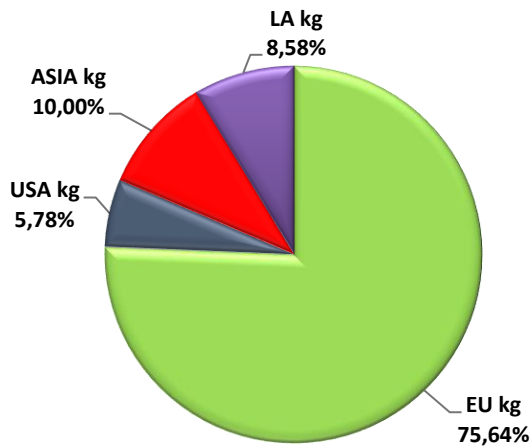


QUALITY STUDIO
service is our business

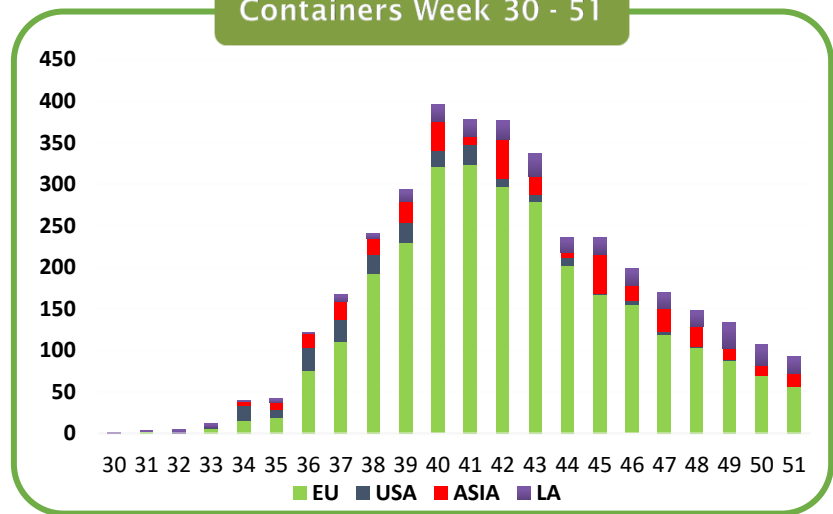
Bring quality and transparency to your supply chain.

CHILE: EXPORTS Pag 10

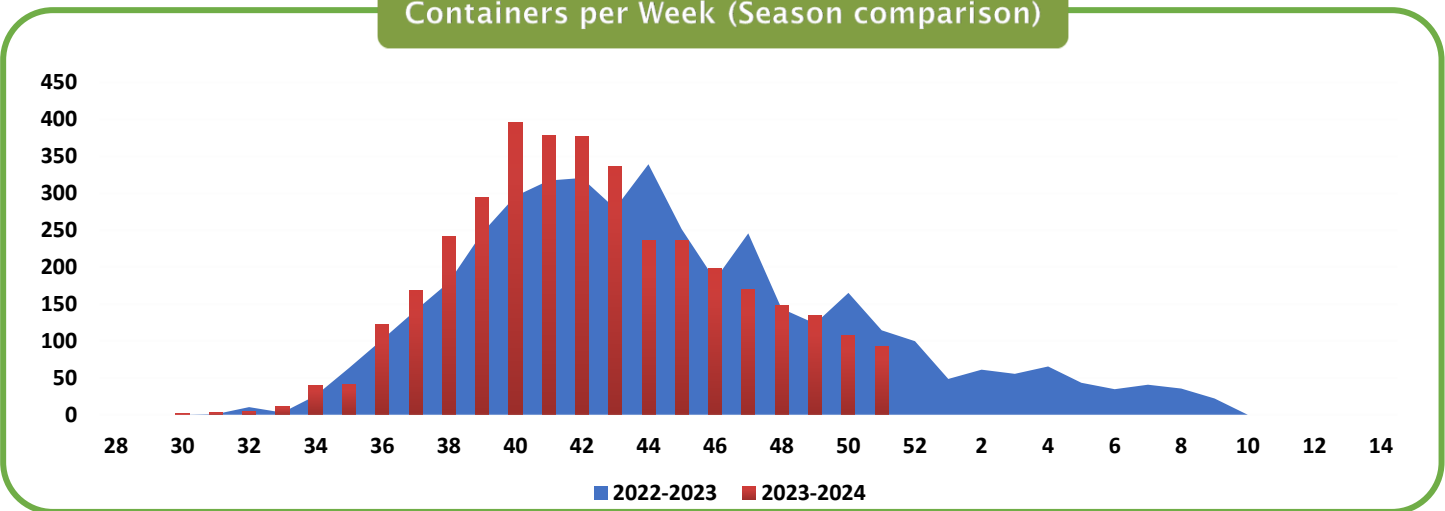
Market Share Week 30 - 51



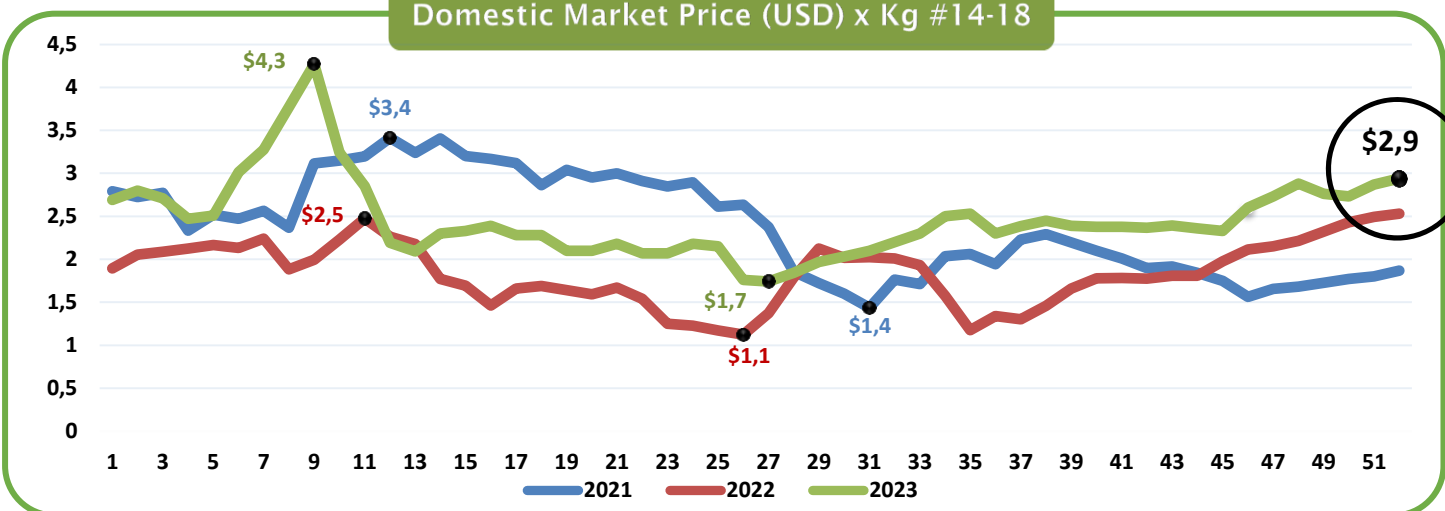
Containers Week 30 - 51



Containers per Week (Season comparison)



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



SAFTA

Protecting Exporters in Europe

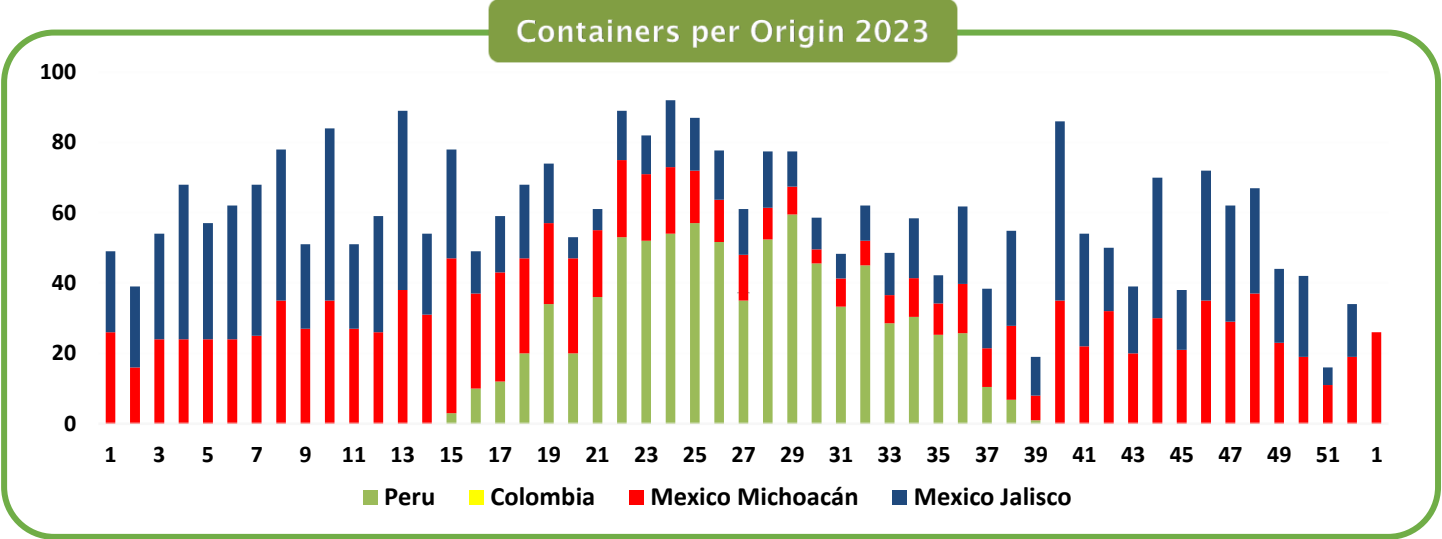
3PL | Quality Control | Insurance | Representation

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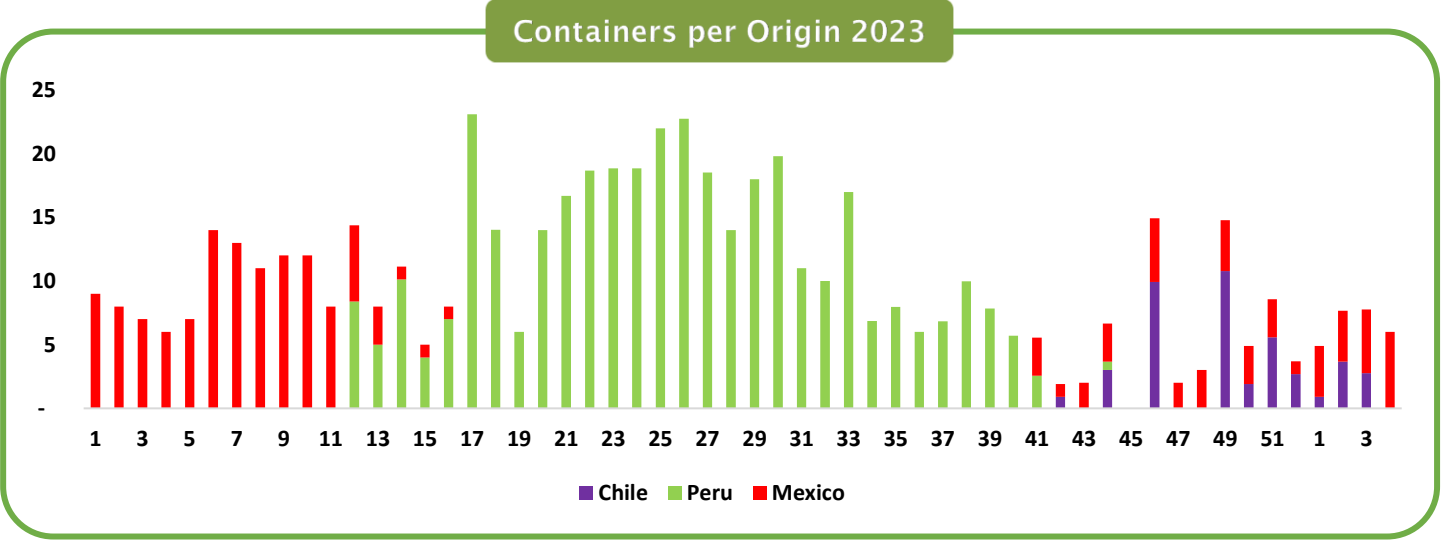
AVOBOOK

CONNECTING THE GLOBAL AVOCADO MARKET

JAPAN: MARKET Pag 11



KOREA: MARKET



CANADA: MARKET

