

STRATAMARKETS ALMOND REPORT

GLOBAL MARKET PRICES, ANALYSIS AND NEWS

WEEKLY MARKET RECAP

Near-Term Demand from India Continues to Bolster Prices

New crop NPIS August shipments continued to trade at price premiums to September shipments in the global almond market the week ending Tuesday on demand from India.

NPIS traded multiple times from \$1.95/lb FAS to \$2.00/lb FAS for August shipment. The market-clearing price was seen at \$1.99/lb FAS, a 9-cent premium to NPIS shipping in September.

Buyers in India want product before Diwali, a festival that starts on November 4. Though some buyers there are paying the premium for August shipment to ensure product lands in time to sell for the festival, other buyers are taking a more cautious approach.

"People are skeptical to buy the August premium because they think cargo will not reach India," a broker in India said, adding that California packers are struggling to ship product on time due to logistics problems.

Some packers last week also sought to manage expectations about the quality of new crop NPIS shipped from California in August.

"The part that worries me about inshell is there is a good chance what is coming in early will be pretty crappy with a lot of shrivel and water stress going on," one packer said. "It's normal to have some questionable quality in August, but this year I think it's pretty much a guarantee that there'll be questionable quality."

Another packer said he expects the quality of new crop NPIS shipping in August to be comparable to quality from previous years, even if it falls short of last year's quality. "Last year was sort of an exceptional year," he said.

KEY PRICES, US FAS, \$/IE

ASSESSMENT PERIOD: JUNE 22 - JUNE 29
WEEKLY MARKET CLOSE (WMC) DATE: JUN(

ITEM	LOW	HIGH	WMC	WEEKLY CHANGE
STDS	1.91	1.93	1.92	+0.02

NONPAREIL

NPIS	1.98	2.08	1.99	0.00
NPISKW	2.83	2.97	2.84	0.00
NPX 30/32	2.10	2.12	2.11	+0.01
NPX 27/30	2.25	2.27	2.26	+0.01
NPX 25/27	2.39	2.41	2.40	-0.05
NPX 23/25	2.54	2.56	2.55	-0.05
NPX 20/22	2.90	2.92	2.91	-0.05
NPS 23/25	2.49	2.51	2.50	-0.05

CALIFORNIA

CAL SSR 30/32	1.96	1.98	1.97	+0.07
CAL SSR 27/30	1.97	1.99	1.98	+0.08

BUTTE PADRE

BP SSR 36/40	1.92	1.94	1.93	+0.01
BP SSR 30/32	1.99	2.01	2.00	+0.07
BP SSR 27/30	2.00	2.02	2.01	+0.07

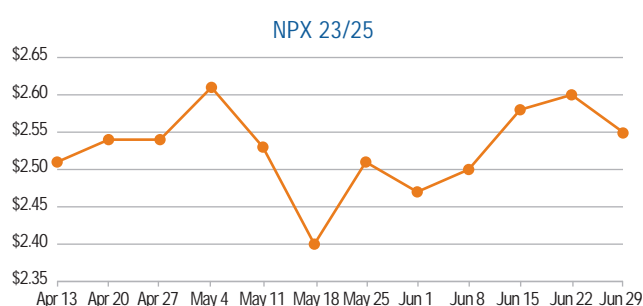
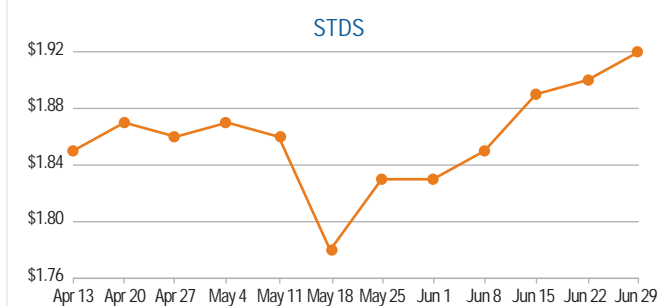
CARMEL TYPE

CT SUP 27/30	2.02	2.04	2.03	+0.07
CT SUP 23/25	2.07	2.09	2.08	+0.07

INDEPENDENCE

IIS	1.78	1.80	1.79	0.00
IISKW	2.54	2.57	2.56	0.00
INDX 23/25	2.18	2.20	2.19	0.00

WMC PRICES, US FAS, \$/lb



Weekly Market Recap cont'd...

"Overall, I see a lot of demand for inshell up front," the packer added, referring to the initial months of the 2021-2022 crop year. "There is a lot of momentum for this market to stay extremely firm and rise for Nonpareil inshell."

Trade for current crop inshell, meanwhile, grew thin as supplies dwindled with no transactions verified.

A trade for current crop NPIS was heard but not verified at \$2.10/lb CIF India (\$2.05/lb FAS) with multiple offers verified at \$2.08/lb FAS and \$2.13/lb CIF India (\$2.08/lb FAS) – levels that one buyer in India questioned.

"I'm not sure why anyone would buy at \$2.10 [CIF]," the buyer said. "Just one month from July, you're getting it at \$1.95 FAS or very close to \$2.00, and that's new crop."

Elsewhere, demand for current crop from California increased as buyers struggled to find popular items and concluded that near-term prices were poised to climb, sellers said.

A call pool grower in California described receiving a surge of inquiries for current crop last week from buyers in China, Hong Kong, South Korea, and Europe.

"I think there are certain items in the market [buyers] are not able to find," the grower said. "They are starting to call around and getting a lot of 'not available.'"

The grower speculated that widespread attention on drought conditions in California is also spurring demand.

"The drought is starting to become a little bit more real overseas," the grower said, adding that buyers have decided that weather risk is now posing more downside than upside for them.

A packer referred to earlier expressed a similar view:

"The drought snuck up on everybody," the packer said. "If we don't get substantial rain and snow by December, next year for California is point blank a disaster."

Current crop STDS gained 2 cents/lb on the week. Current crop prices for several SSR and Supreme items also increased.

However, sellers and buyers appeared to remain far apart on offers and bids for new crop almonds shipping in 2022, with little to no business reported for that period. Market participants said they expect the deadlock to hold until two new reports from the Almond Board of California and the U.S. Department of Agriculture are released next month.

NEW CROP TO CURRENT CROP PRICE DIFFERENTIALS, US FAS, \$/lb

ITEM	DIFFERENTIAL*	WEEKLY CHANGE
STDS	+0.13	-0.02

NONPAREIL

NPIS	-0.09	0.00
NPX 30/32	+0.14	+0.10
NPX 27/30	+0.14	+0.04
NPX 25/27	+0.08	+0.01
NPX 23/25	+0.05	0.00
NPX 20/22	+0.05	0.00
NPS 23/25	+0.10	+0.05

CALIFORNIA

CAL SSR 30/32	+0.13	0.00
CAL SSR 27/30	+0.13	0.00

BUTTE PADRE

BP SSR 36/40	+0.14	+0.06
BP SSR 30/32	+0.14	+0.06
BP SSR 27/30	+0.14	+0.13

CARMEL TYPE

CT SUP 27/30	+0.13	0.00
CT SUP 23/25	+0.13	0.00

INDEPENDENCE

IIS	-0.09	0.00
INDX 23/25	+0.13	+0.08

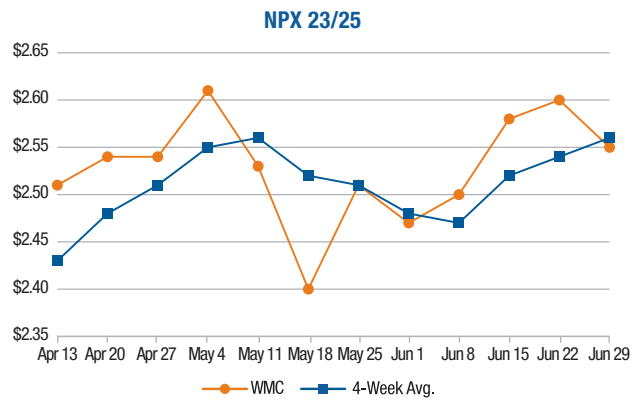
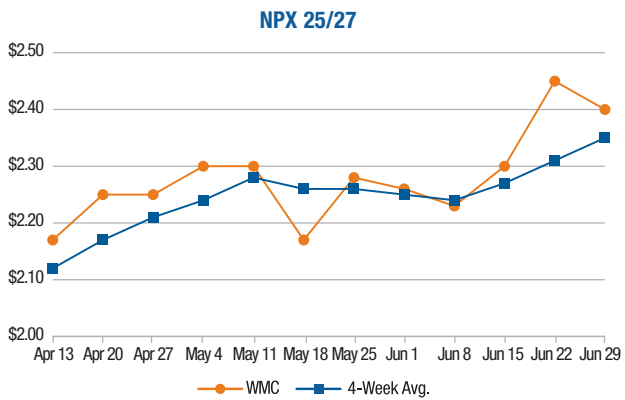
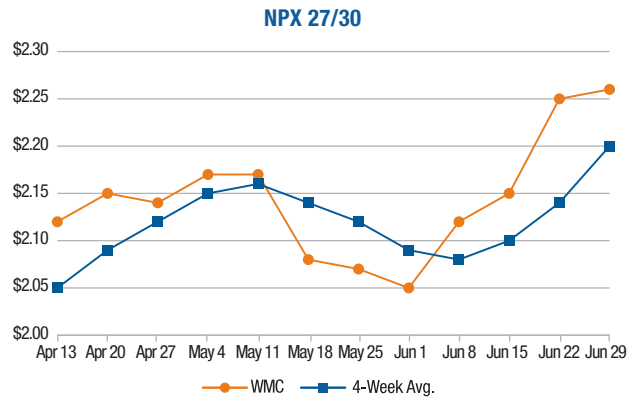
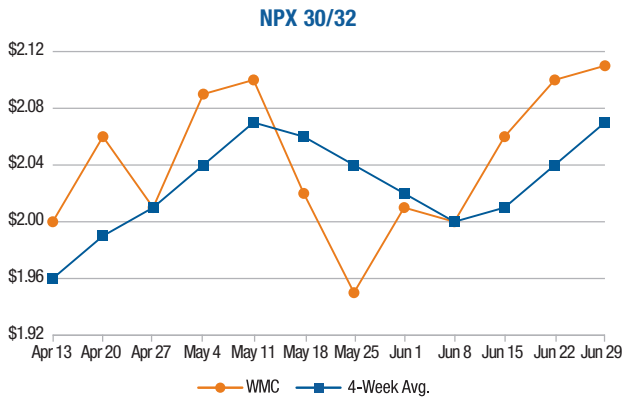
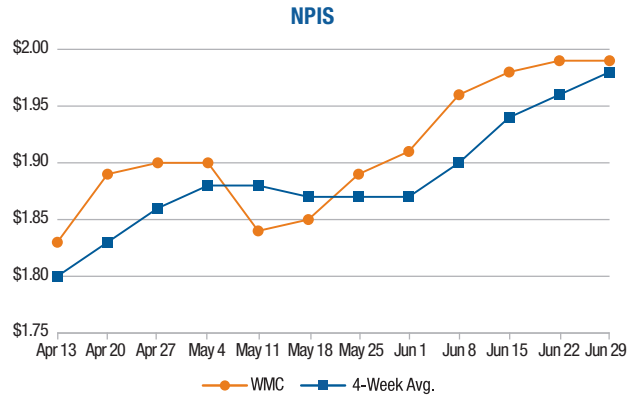
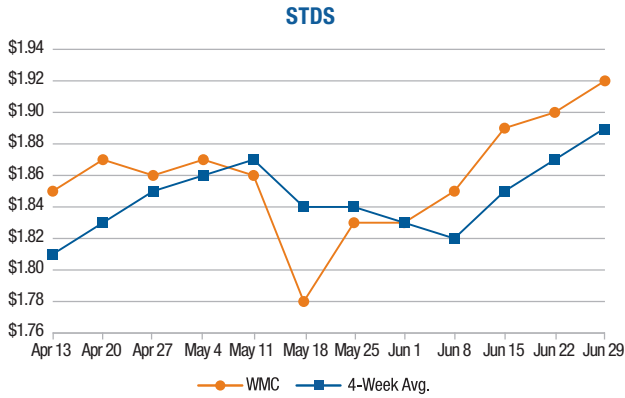
*Differentials reflect new crop minus current crop prices



METHODOLOGY & SPECIFICATIONS GUIDE

We maintain a document, the *Stratamarkets Methodology & Specifications Guide*, to explain the price assessments published in this report and in our data platform. The guide explains item abbreviations; market locations, timing, and trading terms and conditions that our price assessments represents; and how we produce the price assessments. To request a copy, please send an email to hello@stratamarkets.com.

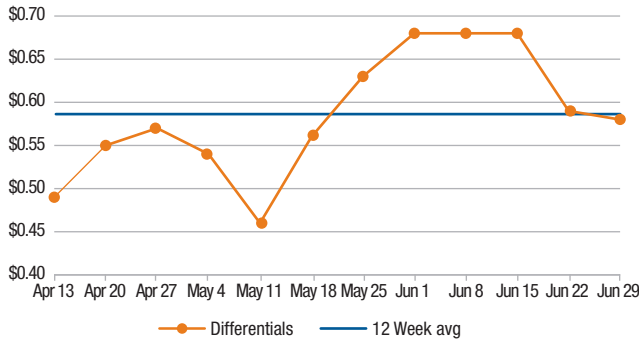
WMC VS 4-WEEK ROLLING AVERAGE, US FAS, \$/lb



FORWARD PRICES FOR STDS, US FAS, \$/lb

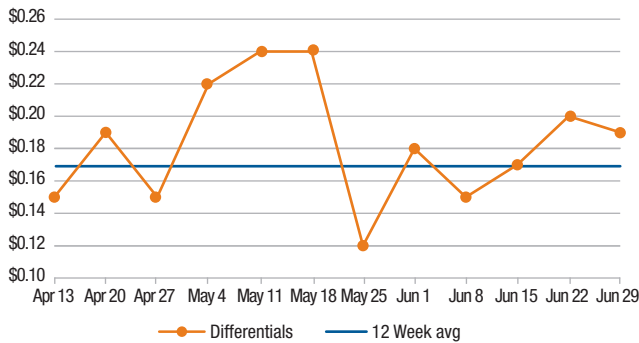
PROMPT	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
	Q3 2021			Q4 2021			Q1 2022			Q2 2022		
	\$1.99			\$2.05			\$2.12			\$2.18		
\$1.92												

NPIS 70% KERNEL DIFFERENTIAL TO NPX 27/30, US FAS, \$/lb

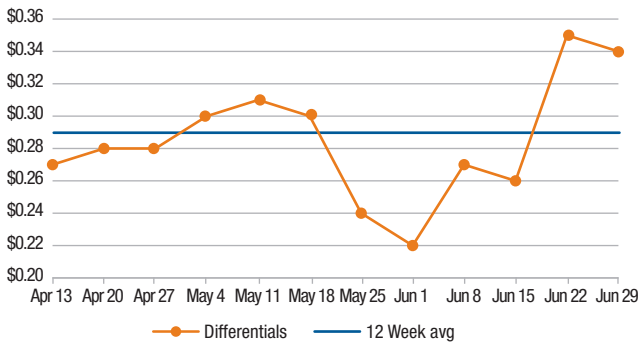


PRICE DIFFERENTIALS TO STDS, US FAS, \$/lb

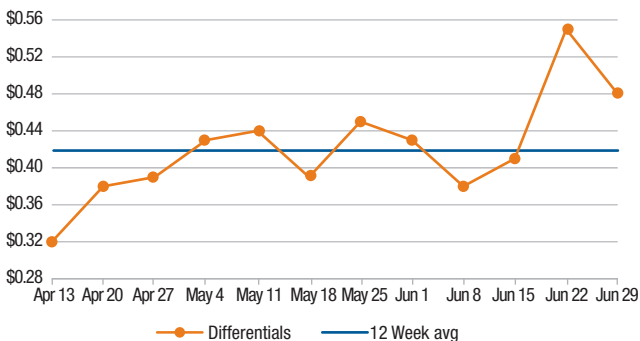
NPX 30/32



NPX 27/30



NPX 25/27



MONTHLY PRICES, US FAS, \$/lb

ITEM	MAR	APR	MAY	JUN
STDS	1.79	1.85	1.84	1.88

NONPAREIL

NPIS	1.73	1.86	1.87	1.97
NPISKW	2.47	2.66	2.67	2.81
NPX 30/32	1.93	2.01	2.04	2.06
NPX 27/30	1.98	2.12	2.12	2.17
NPX 25/27	2.06	2.21	2.26	2.33
NPX 23/25	2.40	2.51	2.51	2.54
NPX 20/22	2.88	2.88	2.85	2.91
NPS 23/25	2.30	2.41	2.41	2.49

CALIFORNIA

CAL SSR 30/32	1.84	1.89	1.88	1.90
CAL SSR 27/30	1.86	1.91	1.90	1.91

BUTTE PADRE

BP SSR 36/40	1.89	1.94	1.90	1.90
BP SSR 30/32	1.92	1.95	1.93	1.92
BP SSR 27/30	1.93	1.97	1.95	1.94

CARMEL TYPE

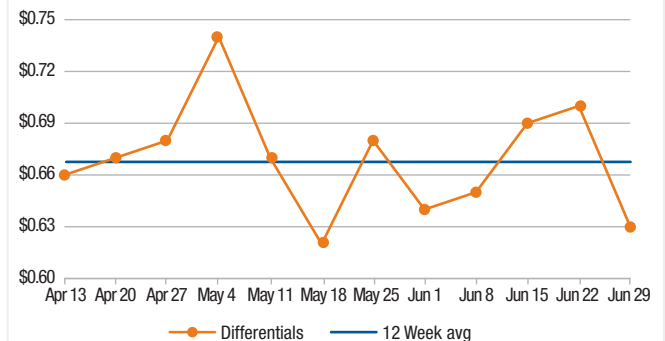
CT SUP 27/30	1.89	1.94	1.93	1.97
CT SUP 23/25	1.91	2.00	2.04	2.02

INDEPENDENCE

IIS	1.55	1.69	1.69	1.77
IISKW	2.21	2.42	2.41	2.53
INDX 23/25	1.98	2.06	2.07	2.12

PRICE DIFFERENTIALS TO STDS, US FAS, \$/lb

NPX 23/25



FOUR-WEEK ROLLING AVERAGE, US FAS, \$/lb

ITEM	WMC	WC
STDS	1.89	+0.02
NONPAREIL		
NPIS	1.98	+0.02
NPISKW	2.83	+0.03
NPX 30/32	2.07	+0.02
NPX 27/30	2.20	+0.05
NPX 25/27	2.35	+0.03
NPX 23/25	2.56	+0.02
NPX 20/22	2.93	+0.02
NPS 23/25	2.52	+0.03
CALIFORNIA		
CAL SSR 30/32	1.92	+0.03
CAL SSR 27/30	1.93	+0.03
BUTTE PADRE		
BP SSR 36/40	1.91	+0.01
BP SSR 30/32	1.93	+0.03
BP SSR 27/30	1.94	+0.02
CARMEL TYPE		
CT SUP 27/30	1.98	+0.02
CT SUP 23/25	2.03	+0.02
INDEPENDENCE		
IIS	1.78	+0.02
IISKW	2.54	+0.02
INDX 23/25	2.13	+0.03

WMC ASSESSMENT RATIONALE

STDS

The item traded at \$1.92/lb FAS for prompt shipment at the close of the June 22 to June 29 assessment period with a bid at \$1.90/lb FAS and an offer at \$1.95/lb FAS. Earlier in the period, the item traded at \$1.91/lb FAS. The item was assessed at \$1.92/lb FAS based on the closing trade.

NONPAREIL

NPIS

Offers were verified at \$2.08/lb FAS and \$2.13/lb CIF India (\$2.08/lb FAS). A bid was heard but not verified at \$2.05/lb FAS

and a trade was heard but not verified at \$2.10/lb CIF India (2.05/lb FAS). A trade for new crop NPIS for August shipment was verified at \$1.99/lb FAS. The item was assessed at \$1.99/lb FAS based on the new crop trade.

NPX 30/32

No trades, bids, or offers were verified. The item was assessed at \$2.11/lb FAS based on its 15-cent discount to NPX 27/30 last week.

NPX 27/30

The item was bid at \$2.25/lb FAS. No trades or offers

were verified. The item was assessed at \$2.26/lb FAS based on the bid.

NPX 25/27

No trades, bids, or offers were verified. A similar item, NPS 25/27, traded at \$2.35/lb FAS for prompt shipment. The item was assessed at \$2.40/lb FAS assuming a 5-cent premium to NPS 25/27.

NPX 23/25

No trades, bids, or offers were verified. The item was assessed at \$2.55/lb FAS based on its 15-cent premium to NPX 25/27 last week.

NPX 20/22

No trades, bids, or offers were verified. The item was assessed at \$2.91/lb FAS based on its 36-cent premium to NPX 23/25 last week.

NPS 23/25

No trades, bids, or offers were verified. The item was assessed at \$2.50/lb FAS based on its 5-cent discount to NPX 23/25 last week.

CALIFORNIA

CAL SSR 30/32

No trades, bids, or offers were verified. The item was assessed at \$1.97/lb FAS based on its 3-cent discount to BP SSR 30/32 last week.

CAL SSR 27/30

No trades, bids, or offers were verified. The item was assessed at \$1.98/lb FAS assuming a 1-cent premium to CAL SSR 30/32.

BUTTE PADRE

BP SSR 36/40

A trade was verified at \$1.93/lb FAS. Later in the assessment period, the item was bid at \$2.01/lb FAS. The item was assessed at \$1.93/lb FAS based on the trade with the bid seen as an outlier.

BP SSR 30/32

The item was bid at \$1.99/lb FAS. No trades or offers were verified. The item was assessed at \$2.00/lb FAS based on the bid.

BP SSR 27/30

No trades, bids, or offers were verified. The item was assessed at \$2.01/lb FAS based on its 1-cent premium to BP SSR 30/32 last week.

CARMEL TYPE

CT SUP 27/30

No trades, bids, or offers were verified. The item was assessed at \$2.03/lb FAS based on its 5-cent discount to CT SUP 23/25 last week.

CT SUP 23/25

The item traded at \$2.08/lb FAS for prompt shipment. No bids or offers were verified. The item was assessed at \$2.08/lb FAS based on the trade.

INDEPENDENCE

IIS

No trades, bids, or offers were verified. The item was assessed at \$1.79/lb FAS based on its 20-cent discount to NPIS last week.

INDX 23/25

No trades, bids, or offers were verified. The item was assessed at \$2.19/lb FAS based on its 40-cent discount to IIS last week.



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