



Category Development

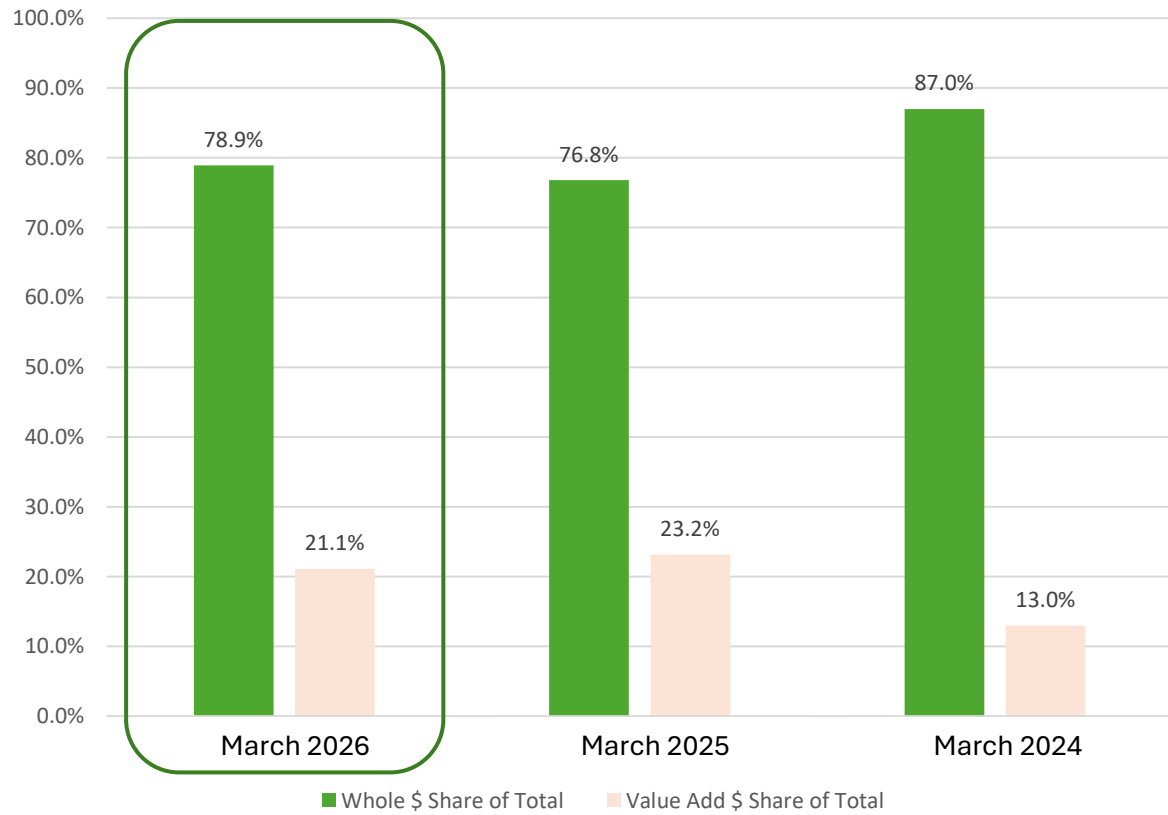
March 2026



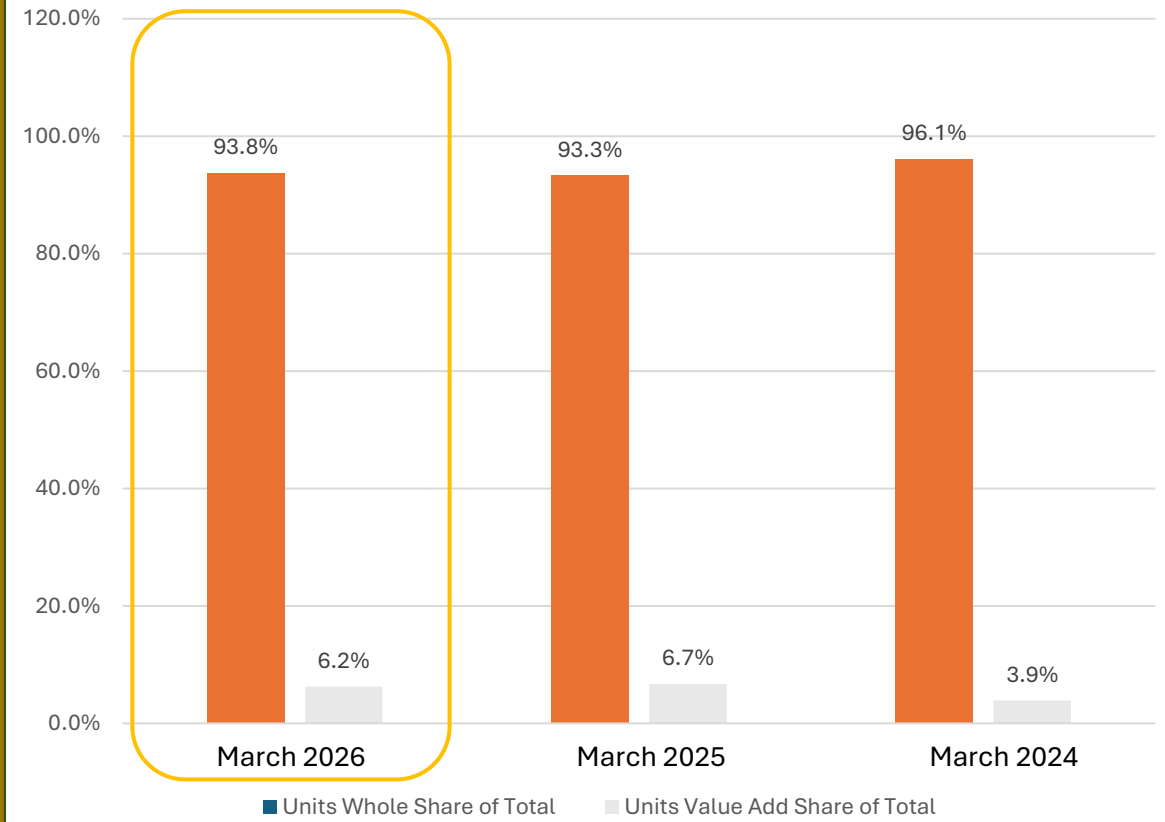
Total U.S. Performance

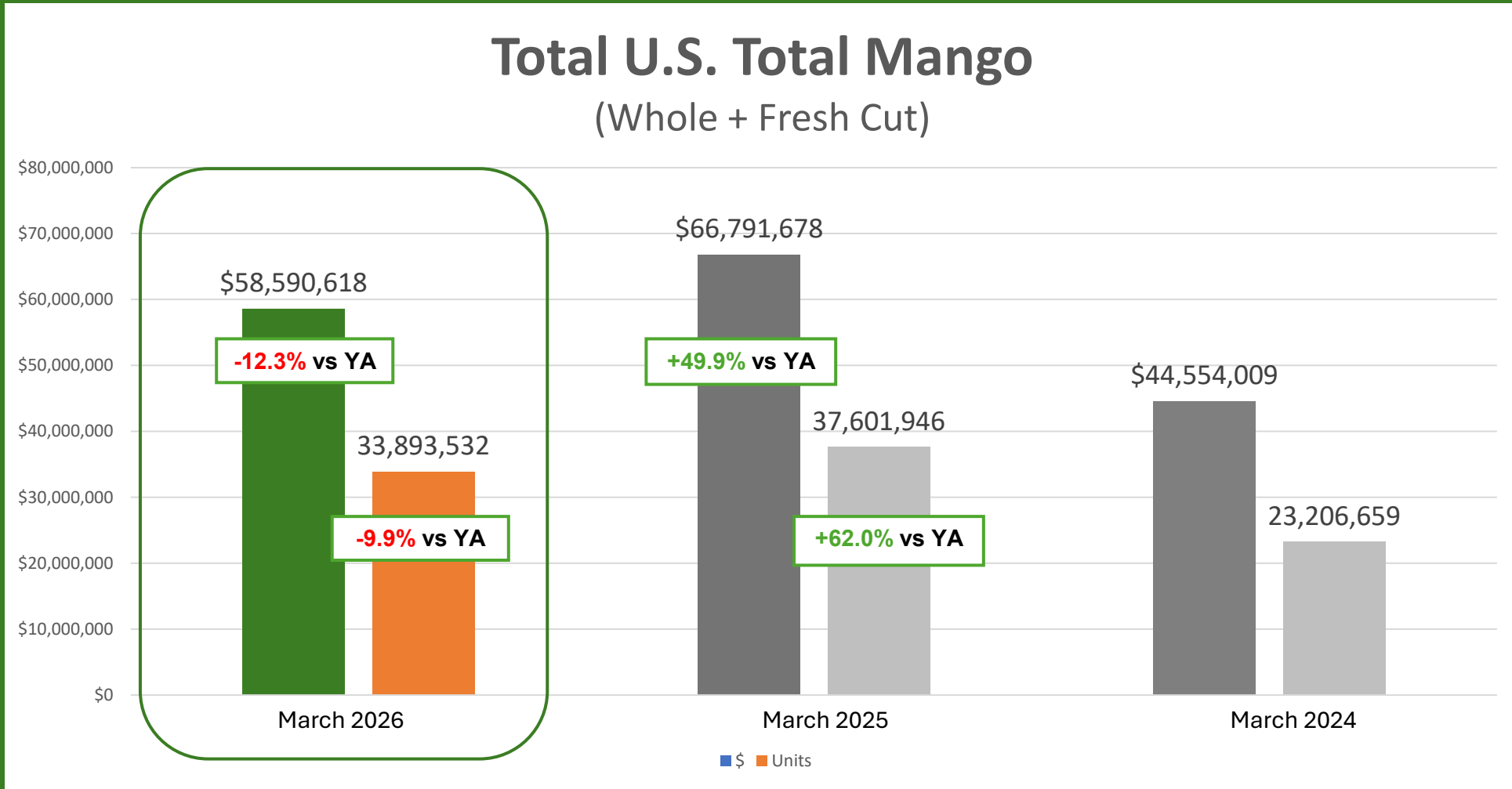
TOTAL MANGO (Whole + Fresh Cut)

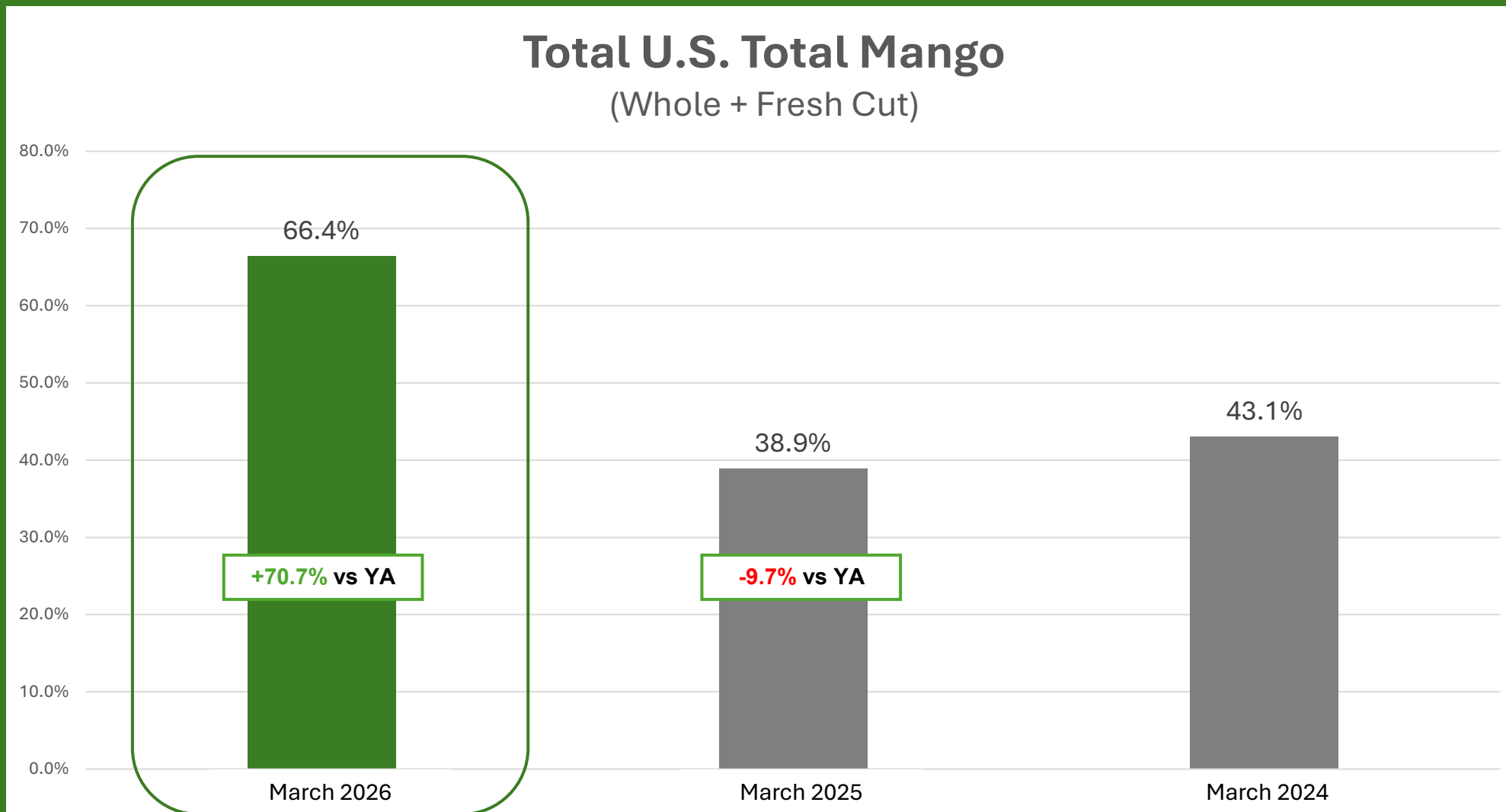
Whole vs Fresh Cut: \$ Share

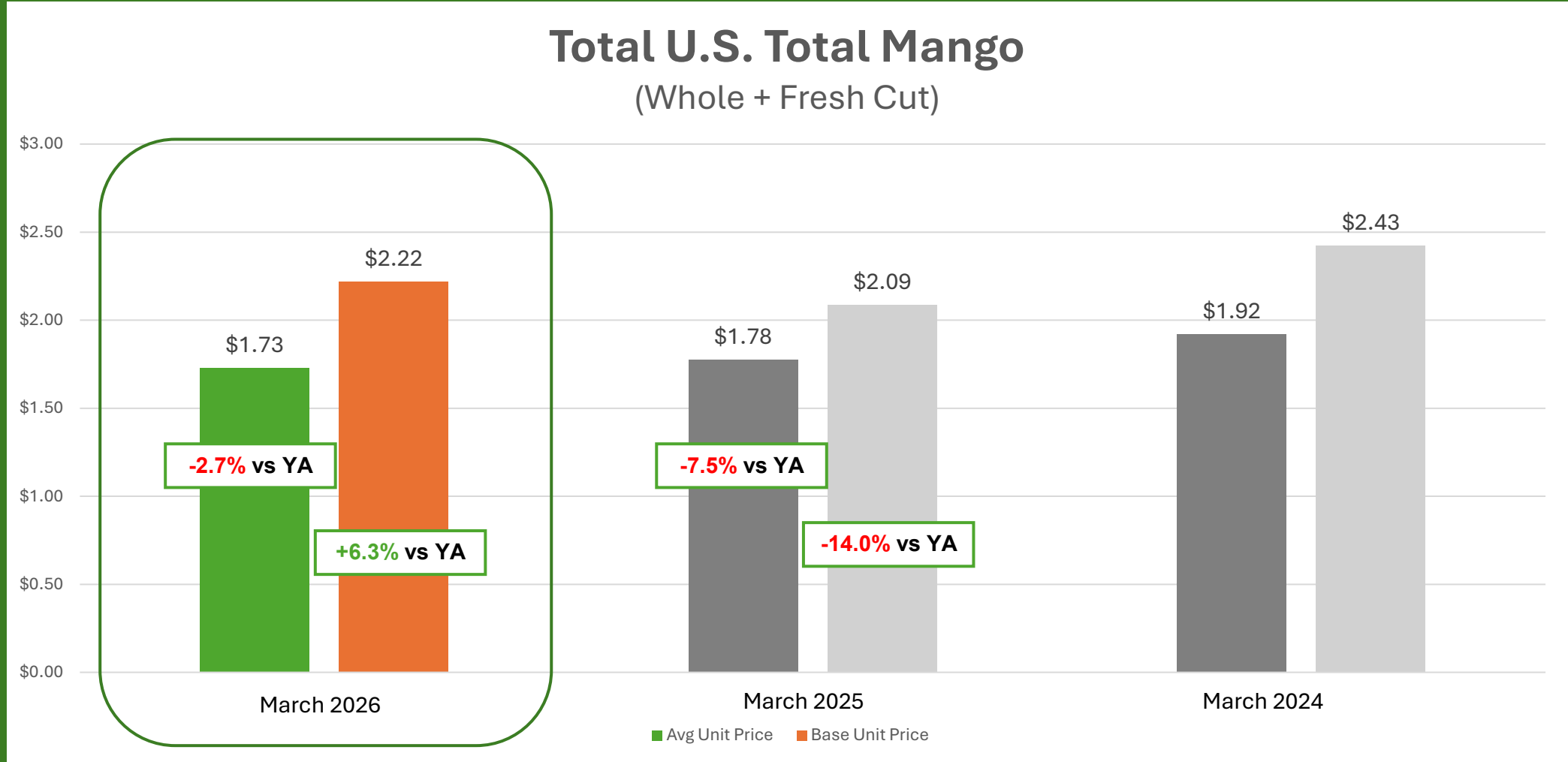


Whole vs Fresh Cut: Unit Share

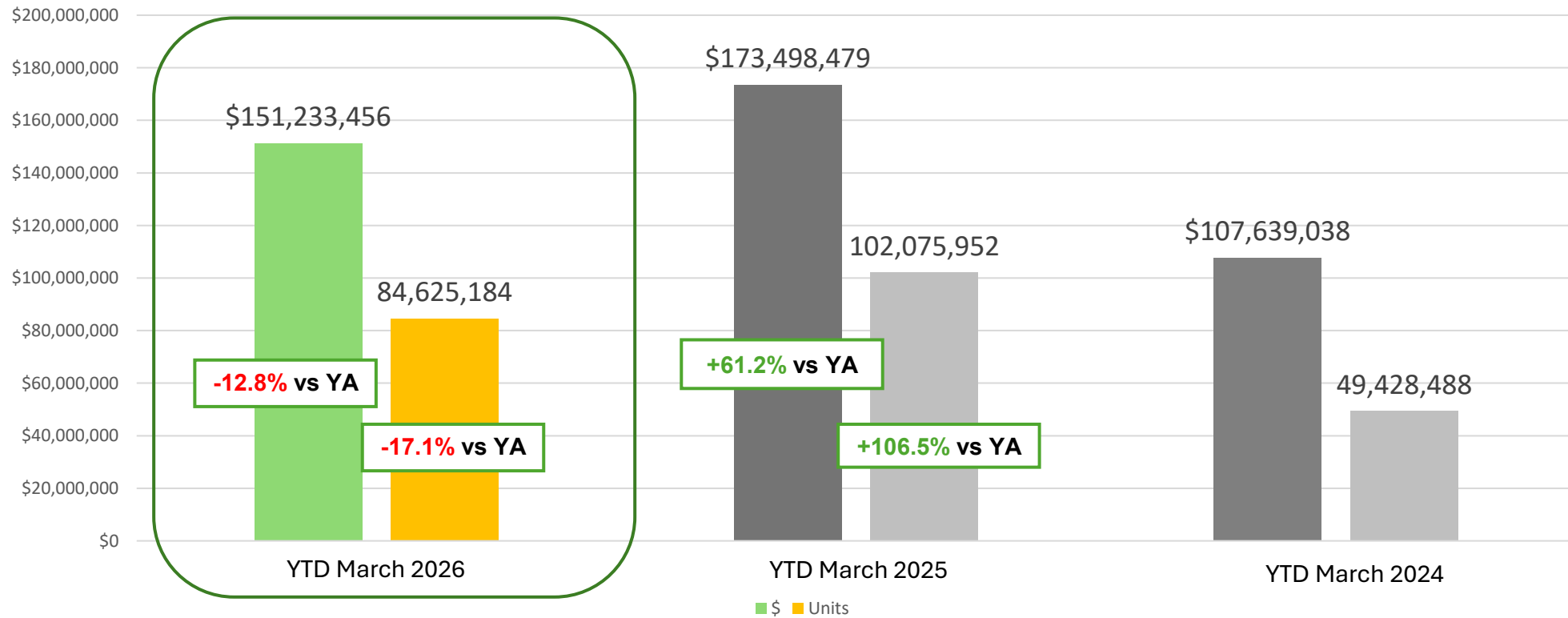






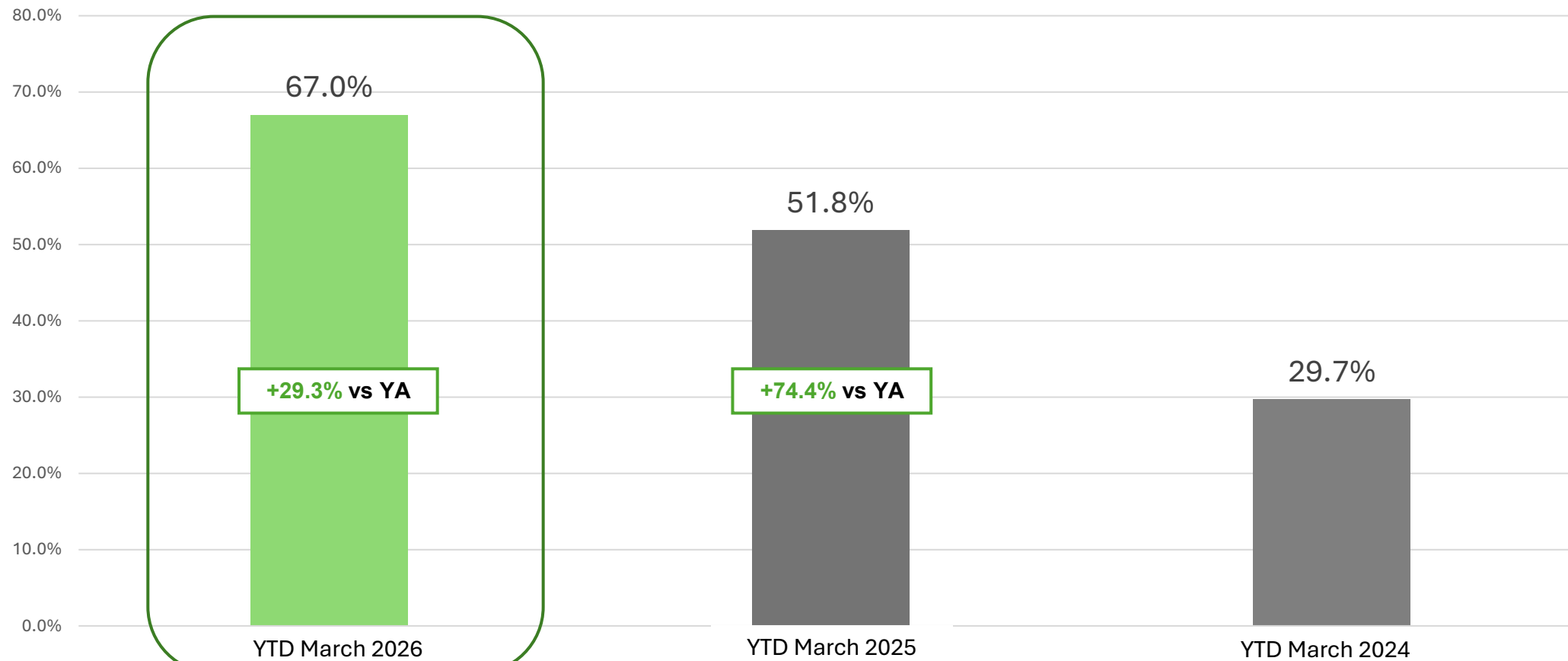


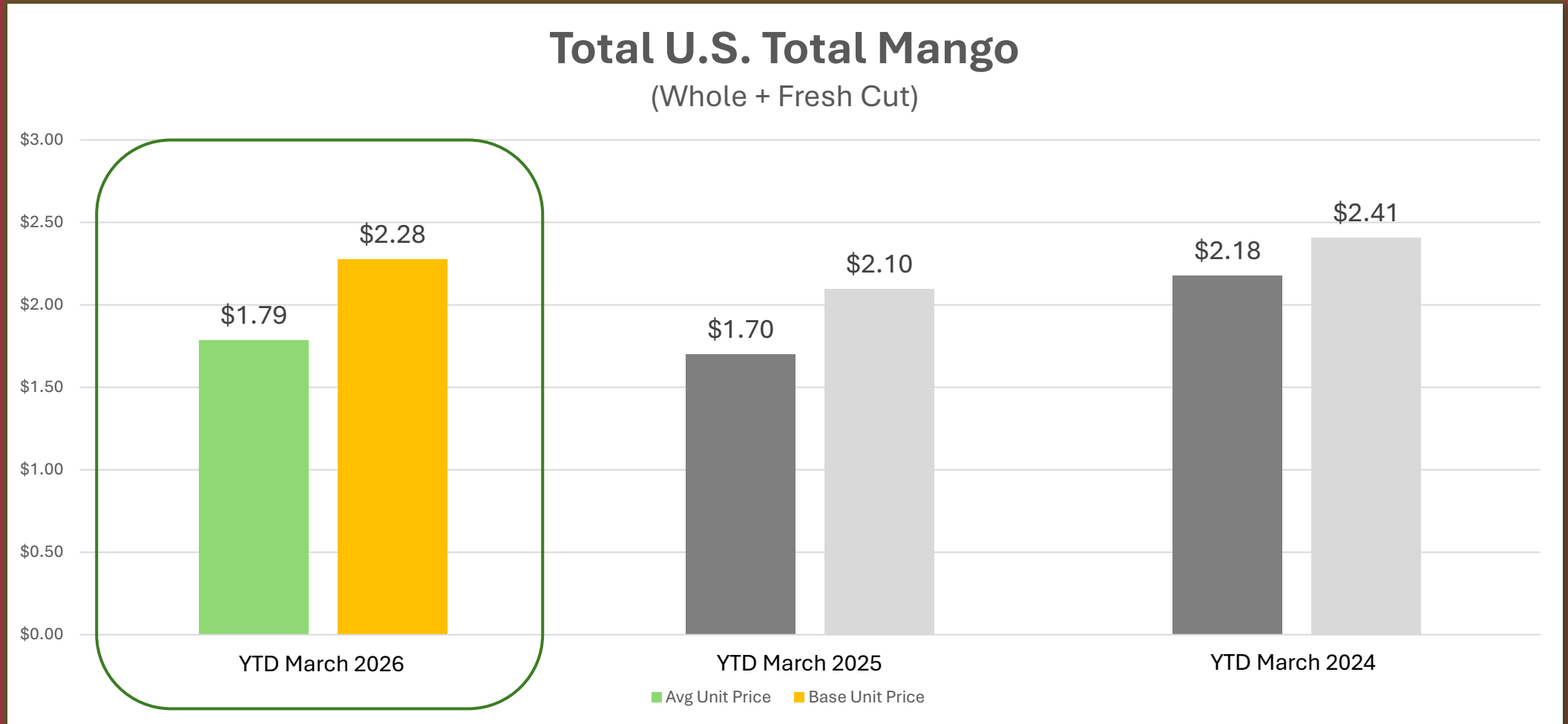
Total U.S. Total Mango (Whole + Fresh Cut)





Total U.S. Total Mango (Whole + Fresh Cut)

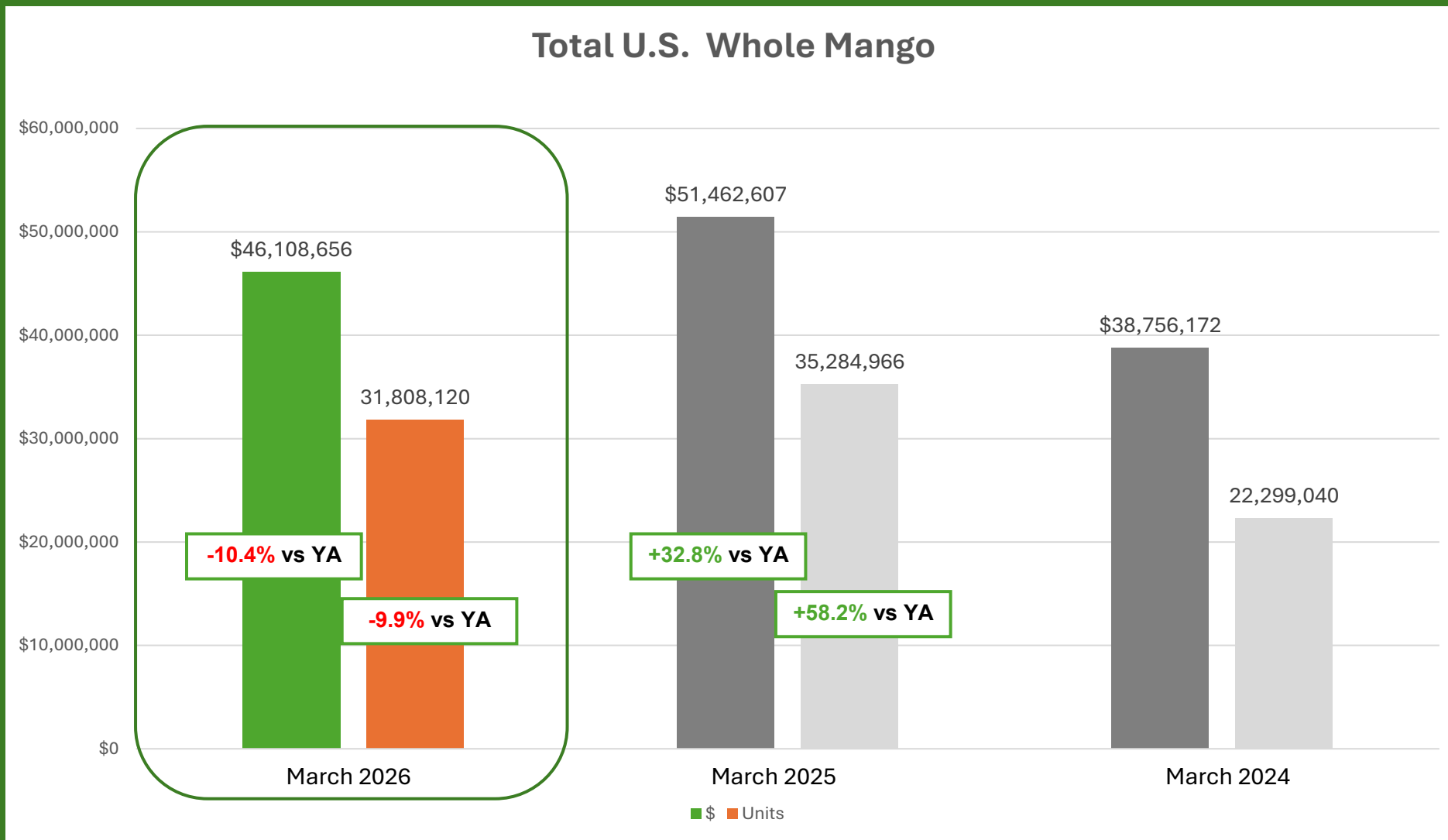


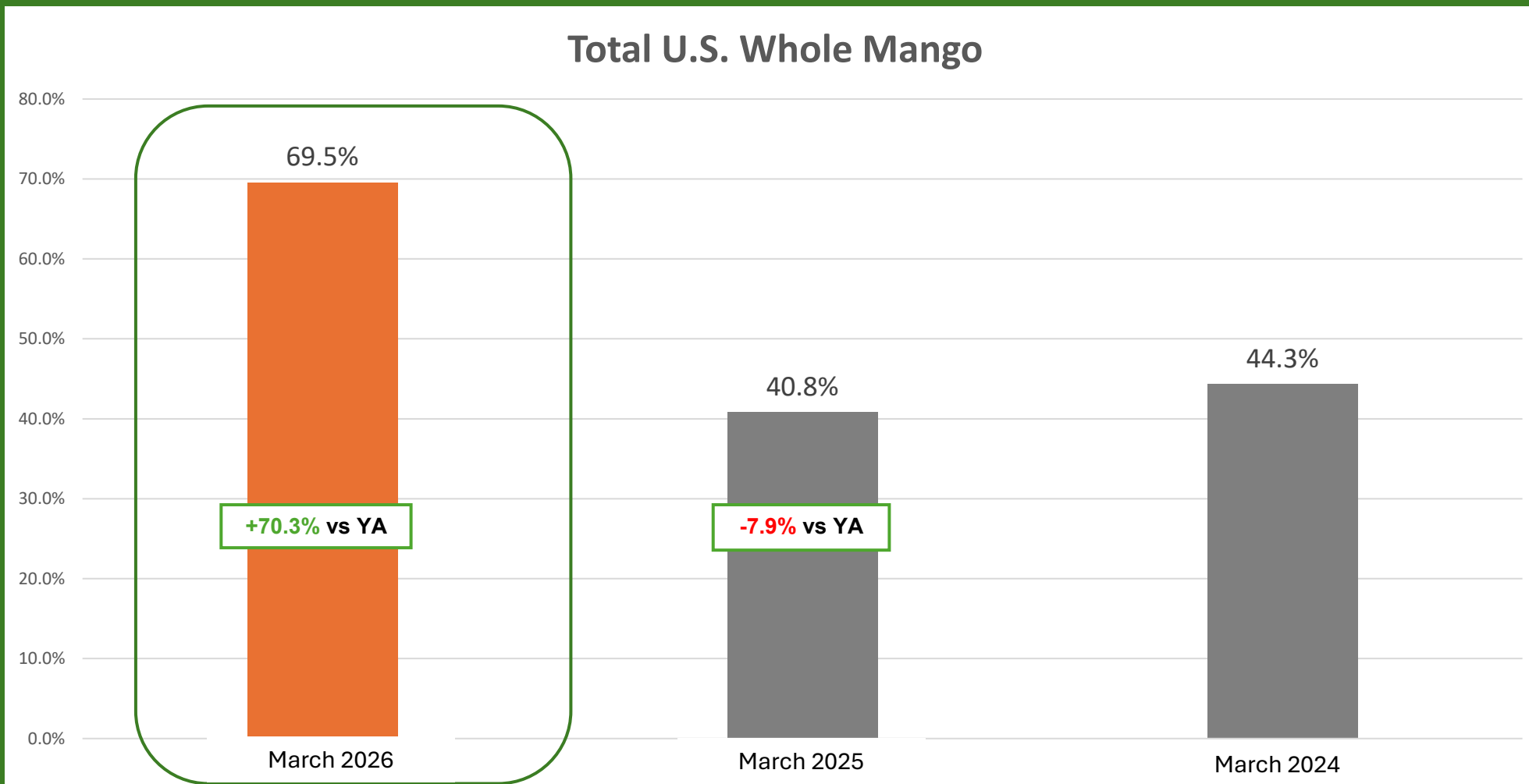


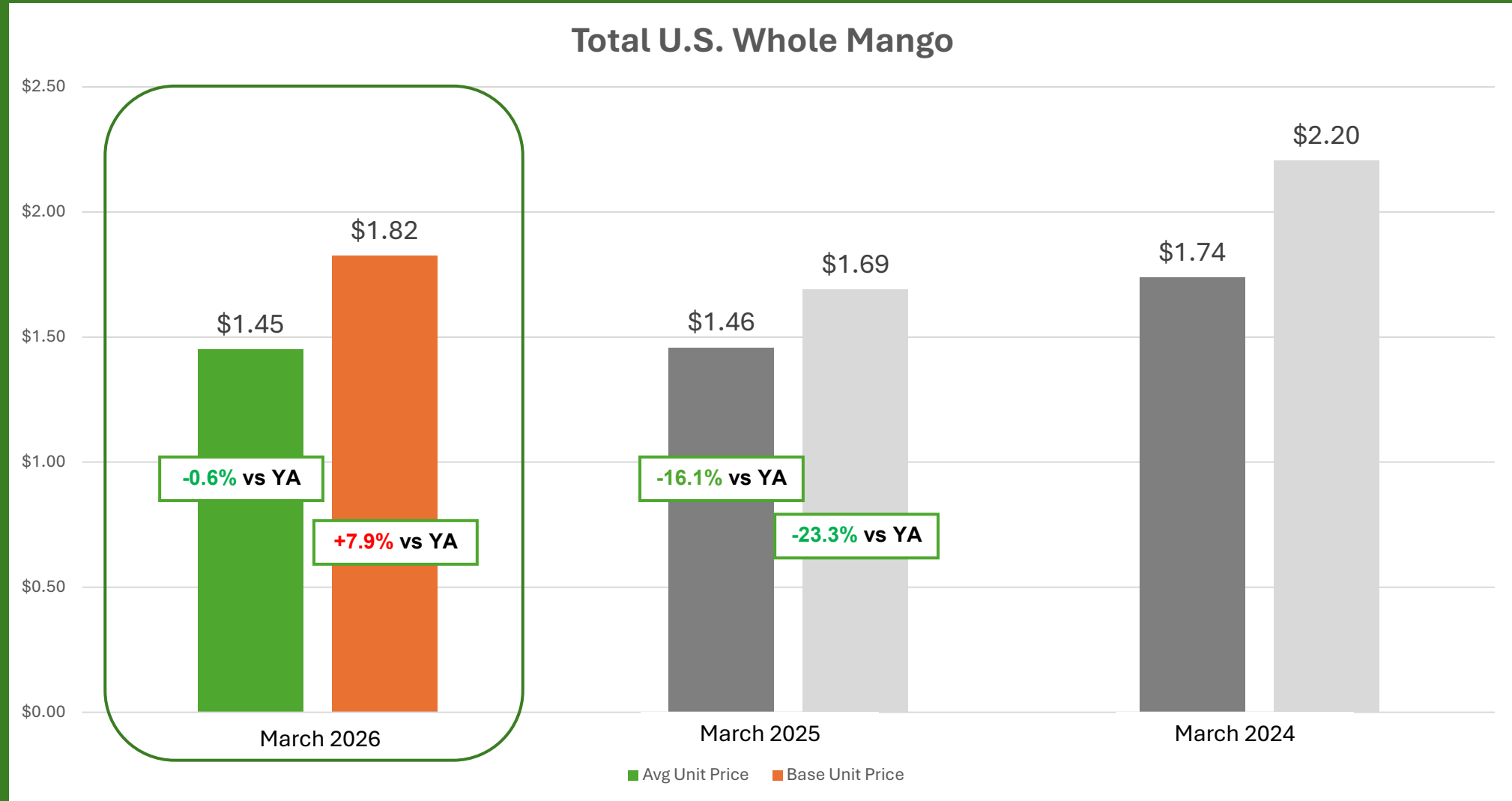


Total U.S. Performance Whole Mango

Whole Mango \$ Sales and Unit Volume – March 2026 (vs Prior Two Years)









Divison and Retailer Performance

Whole Mango



U.S. Divisions – Whole Mangos – YTD Q1 2026

Mountain	
CDI	124
Units Contribution	10%
Units	7,690,795
Units % Chg PY	-7%
Dollars	\$9,793,273
Dollars % Chg PY	-15.0%
Average Price	\$1.27
Avg Price % Chg PY	-8.6%
Non-Promo Price	\$1.87
Non Promo Price % Ch	9.7%

West North Central	
CDI	56
Units Contribution	4%
Units	2,942,223
Units % Chg PY	-11%
Dollars	\$4,766,439
Dollars % Chg PY	-11.3%
Average Price	\$1.62
Avg Price % Chg PY	-0.5%
Non-Promo Price	\$2.39
Non Promo Price % Ch	15.0%

East North Central	
CDI	75
Units Contribution	10%
Units	8,243,528
Units % Chg PY	-14%
Dollars	\$11,843,980
Dollars % Chg PY	-15.4%
Average Price	\$1.44
Avg Price % Chg PY	-1.3%
Non-Promo Price	\$1.91
Non Promo Price % Ch	1.0%

New England	
CDI	108
Units Contribution	5%
Units	4,337,927
Units % Chg PY	-21%
Dollars	\$6,636,085
Dollars % Chg PY	-9.7%
Average Price	\$1.53
Avg Price % Chg PY	14.7%
Non-Promo Price	\$2.07
Non Promo Price % Ch	21.9%

Total US	
CDI	100
Units Contribution	100%
Units	79,188,208
Units % Chg PY	-18%
Dollars	\$117,533,203
Dollars % Chg PY	-12.0%
Average Price	\$1.48
Avg Price % Chg PY	6.8%
Non-Promo Price	\$2.03
Non Promo Price % Ch	17.6%

- **No major changes in terms of Category Development Index (CDI) across Divisions**
 - Pacific, Mountain, New England are over-developed
 - West N. Central, East N. Central, East S. Central are under-developed
- **Our goal is to maintain support for over-developed divisions, while also increasing support in under-developed divisions**

Middle Atlantic	
CDI	101
Units Contribution	12%
Units	9,212,323
Units % Chg PY	-24%
Dollars	\$14,904,811
Dollars % Chg PY	-8.1%
Average Price	\$1.62
Avg Price % Chg PY	20.9%
Non-Promo Price	\$2.21
Non Promo Price % Ch	25.9%

Pacific	
CDI	168
Units Contribution	22%
Units	17,377,918
Units % Chg PY	-21%
Dollars	\$26,325,460
Dollars % Chg PY	-8.1%
Average Price	\$1.51
Avg Price % Chg PY	16.5%
Non-Promo Price	\$2.03
Non Promo Price % Ch	25.7%

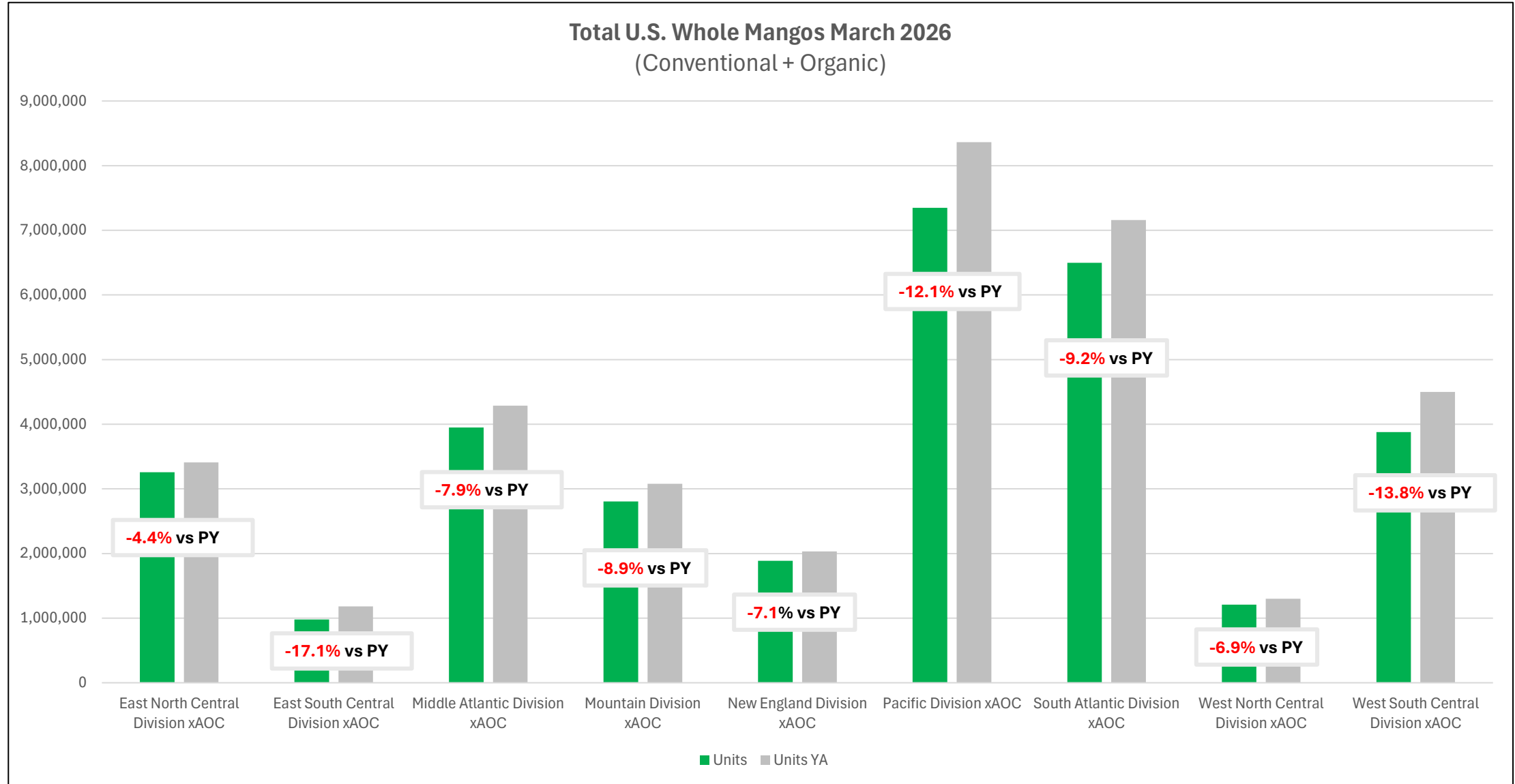
West South Central	
CDI	97
Units Contribution	12%
Units	9,798,373
Units % Chg PY	-19%
Dollars	\$14,018,761
Dollars % Chg PY	-12.8%
Average Price	\$1.43
Avg Price % Chg PY	8.0%
Non-Promo Price	\$1.90
Non Promo Price % Ch	24.3%

East South Central	
CDI	50
Units Contribution	3%
Units	2,534,423
Units % Chg PY	-16%
Dollars	\$3,936,625
Dollars % Chg PY	-17.8%
Average Price	\$1.55
Avg Price % Chg PY	-2.6%
Non-Promo Price	\$2.20
Non Promo Price % Ch	18.4%

South Atlantic	
CDI	95
Units Contribution	22%
Units	17,057,846
Units % Chg PY	-15%
Dollars	\$25,303,122
Dollars % Chg PY	-14.6%
Average Price	\$1.48
Avg Price % Chg PY	0.7%
Non-Promo Price	\$2.19
Non Promo Price % Ch	19.5%

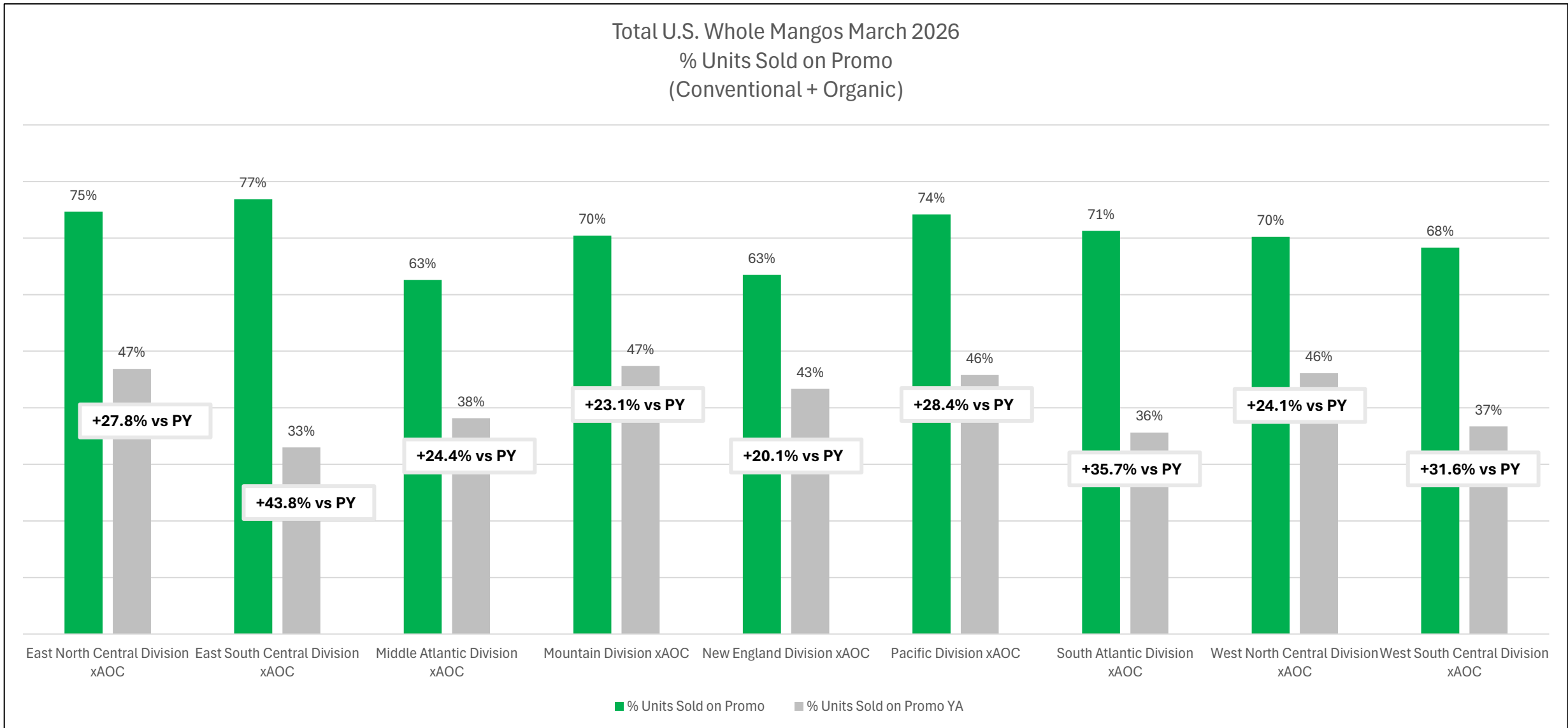


U.S. Divisions – Total Units – March 2026



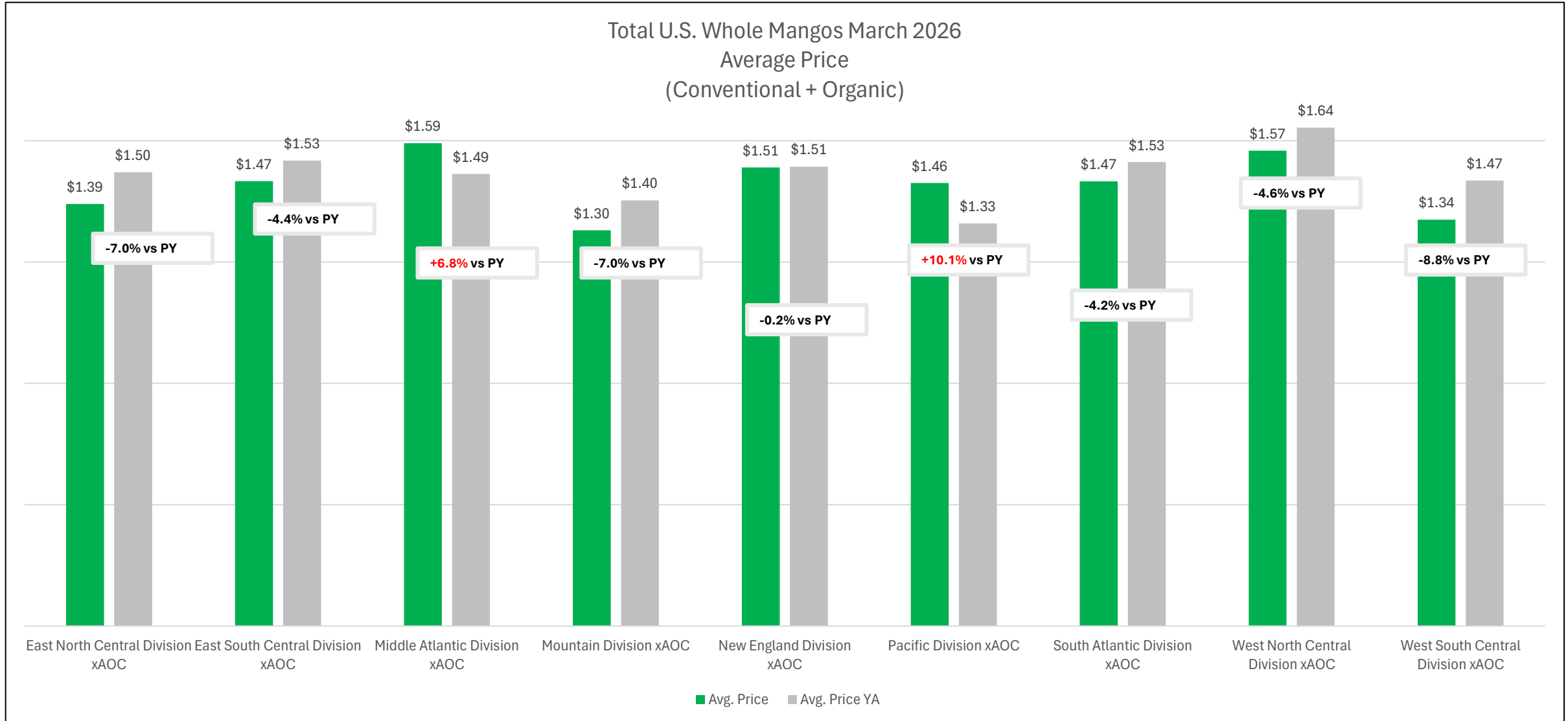


U.S. Divisions - % Units Sold on Promo - March 2026





U.S. Divisions – Average Price – March 2026



WHOLE FRUIT RANKING – YTD 2026



RANK	CATEGORY	Units / Store Wks Selling	Units / Store Wks Selling Chg YA	Units	Units % Chg YA	\$ / Store Wks Selling	\$ / Store Wks Selling Chg YA	\$	\$ % Chg YA
1	BANANAS	2,665	31	1,408,806,827	1.1%	\$1,655	35	\$875,063,079	2.1%
2	AVOCADOS	1,218	179	564,410,691	11.6%	\$1,560	(113)	\$723,066,021	-11.3%
3	LIMES	801	32	388,660,669	3.5%	\$452	21	\$219,245,388	4.2%
4	APPLES	699	1	383,066,236	(1.9)%	\$1,924	4	\$1,055,278,900	-1.9%
5	GRAPES	657	(3)	337,453,246	(1.7)%	\$2,036	5	\$1,045,549,827	-1.0%
6	STRAWBERRIES	534	31	282,024,886	5.9%	\$2,154	18	\$1,137,688,736	0.6%
7	LEMONS	428	32	220,168,814	2.2%	\$487	54	\$250,532,007	6.2%
8	ORANGES	368	(6)	191,808,701	(2.2)%	\$822	18	\$428,742,830	1.7%
9	BLUEBERRIES	336	2	168,404,732	(1.8)%	\$1,747	258	\$875,068,239	14.7%
10	MANDARINS	293	19	150,910,623	5.9%	\$1,339	28	\$689,981,660	1.1%
11	RASPBERRIES	201	33	82,070,515	22.1%	\$817	38	\$333,665,799	6.8%
12	MANGOS	197	(43)	79,188,208	(17.6)%	\$293	(41)	\$117,533,203	-12.0%
13	PAPAYAS	152	(6)	37,661,170	(3.5)%	\$217	(0)	\$53,660,900	0.0%
14	BLACKBERRIES	140	(22)	65,053,300	(5.1)%	\$509	(84)	\$236,370,814	-5.7%
15	PEARS	126	19	53,379,676	14.6%	\$276	5	\$117,444,918	-1.3%
16	PINEAPPLES	102	(4)	42,751,322	(4.1)%	\$278	3	\$116,855,133	0.7%
17	KIWI	101	14	39,924,316	16.3%	\$306	56	\$120,524,541	23.2%
18	NECTARINES	71	(15)	16,956,978	(16.6)%	\$127	(25)	\$30,635,276	-15.9%
19	WATERMELONS	67	5	26,443,281	3.3%	\$250	24	\$99,517,622	5.5%
20	GRAPEFRUITS	65	(2)	25,293,108	(3.3)%	\$161	(1)	\$63,055,126	-0.6%
21	CANTALOUPE	63	10	24,845,864	22.0%	\$164	17	\$64,926,041	13.1%
22	CHERRIES	63	(3)	16,696,336	(6.5)%	\$329	(20)	\$87,701,717	-7.4%
23	TANGERINES	61	11	7,903,570	13.2%	\$138	46	\$17,781,492	39.2%
24	DIPPED / COVERED FRUIT	61	0	5,410,555	(0.2)%	\$428	(1)	\$37,938,420	-0.5%
25	SPECIALTY FRUITS	56	7	17,287,539	16.5%	\$214	30	\$66,365,628	19.4%
26	PLUMS	49	15	11,524,993	32.4%	\$123	35	\$29,198,363	29.2%
27	POMEGRANATE	38	(3)	5,798,205	(12.2)%	\$125	(10)	\$19,320,424	-11.1%
28	TANGELOS	35	(1)	6,417,970	(11.9)%	\$84	(8)	\$15,499,378	-16.9%
29	PEACHES	35	(1)	7,844,831	(6.2)%	\$99	(6)	\$22,224,160	-8.8%
30	SPECIALTY MELONS	33	5	5,749,338	8.1%	\$70	8	\$12,256,911	3.9%



Fresh Cut Total US Performance

