



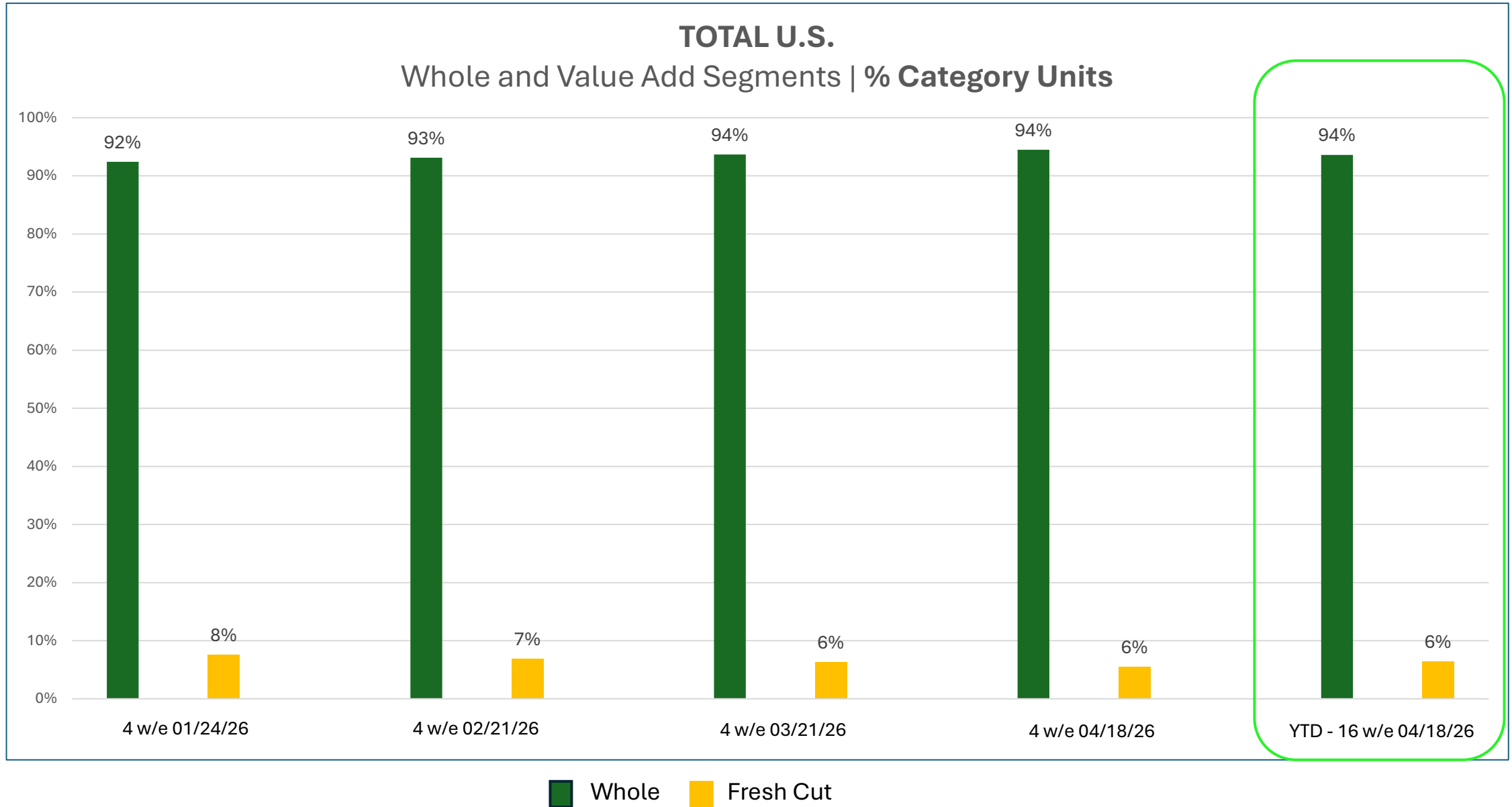
# Category Development

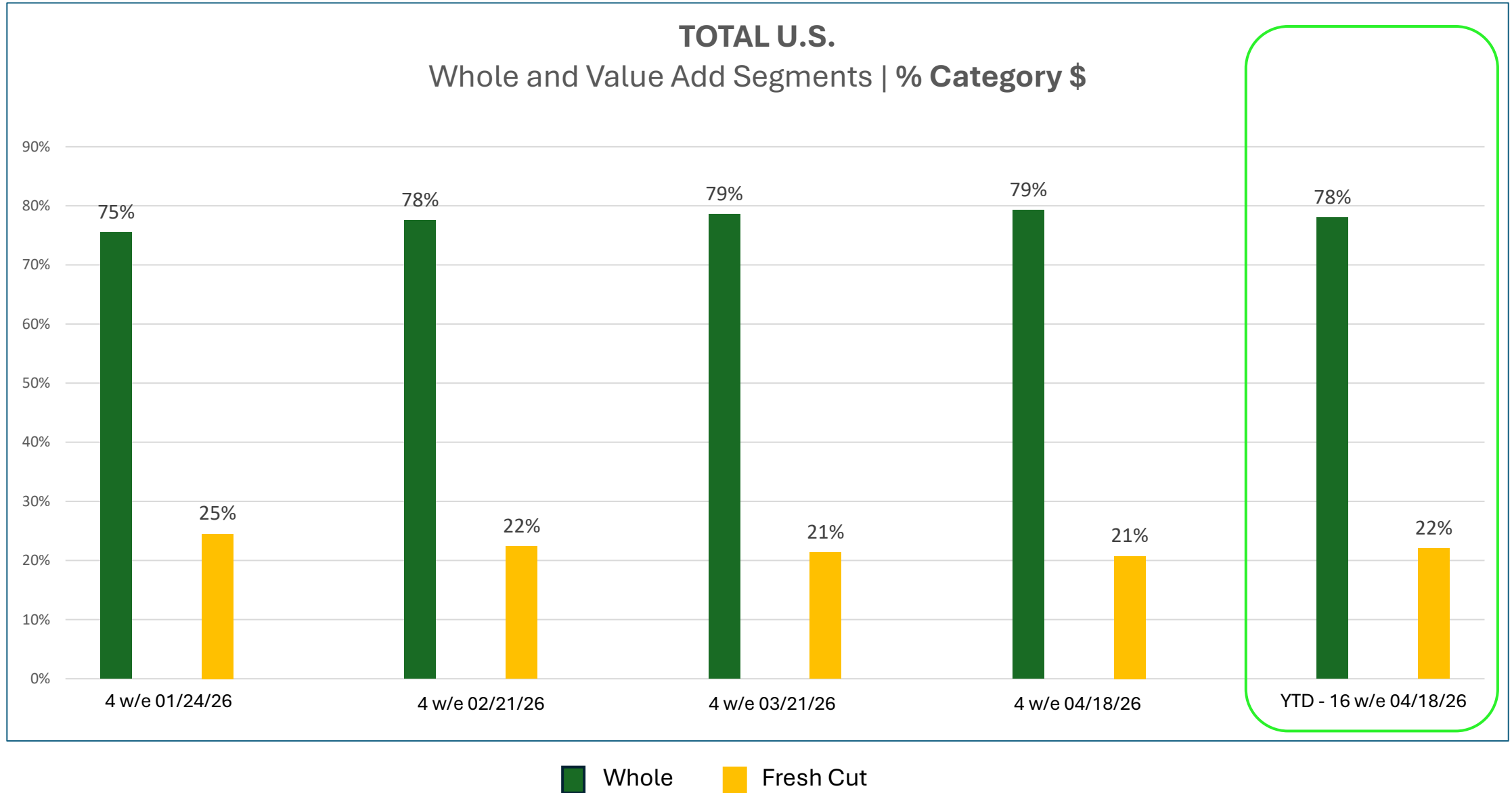
## April 2026

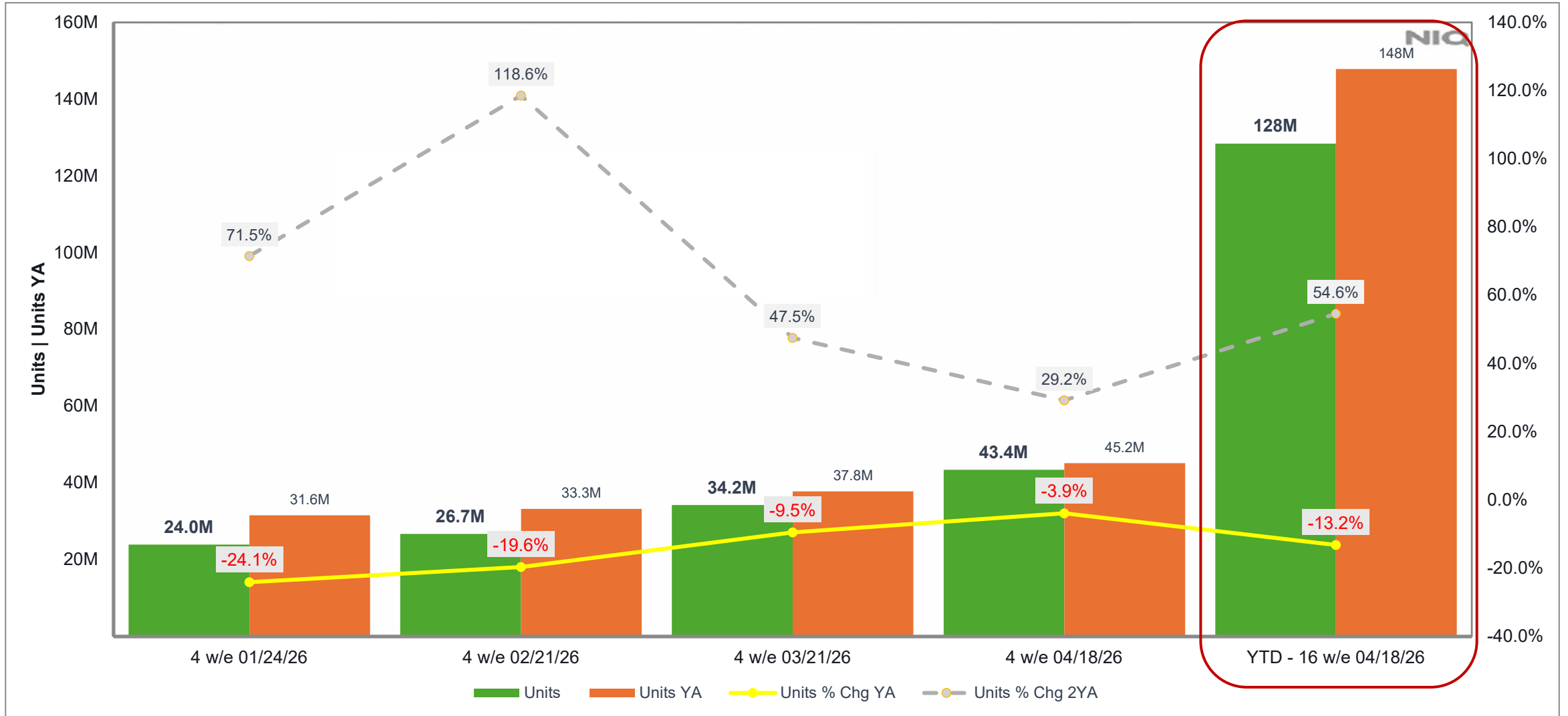
NielsenIQ Discover 4 weeks ending 4/18/26

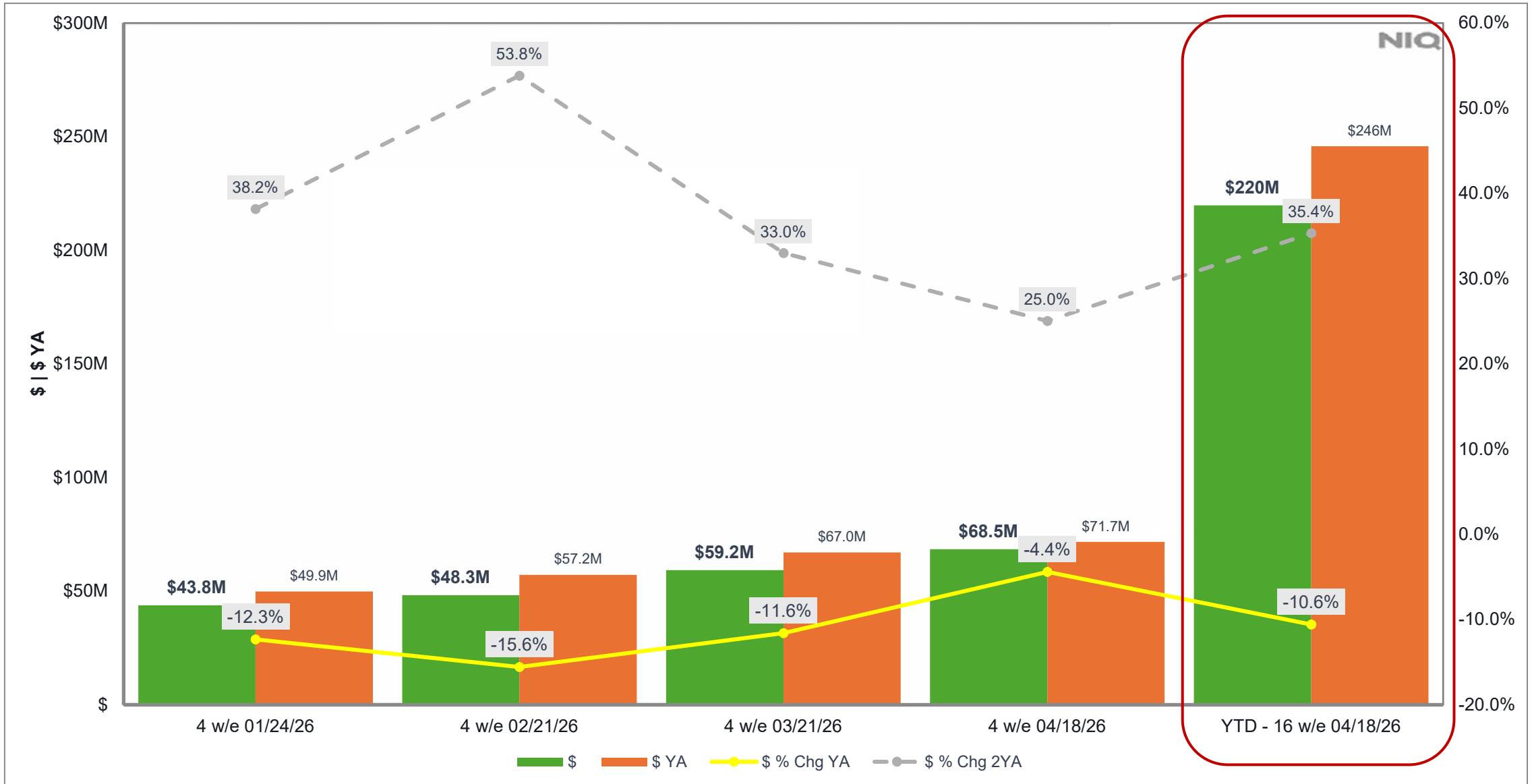


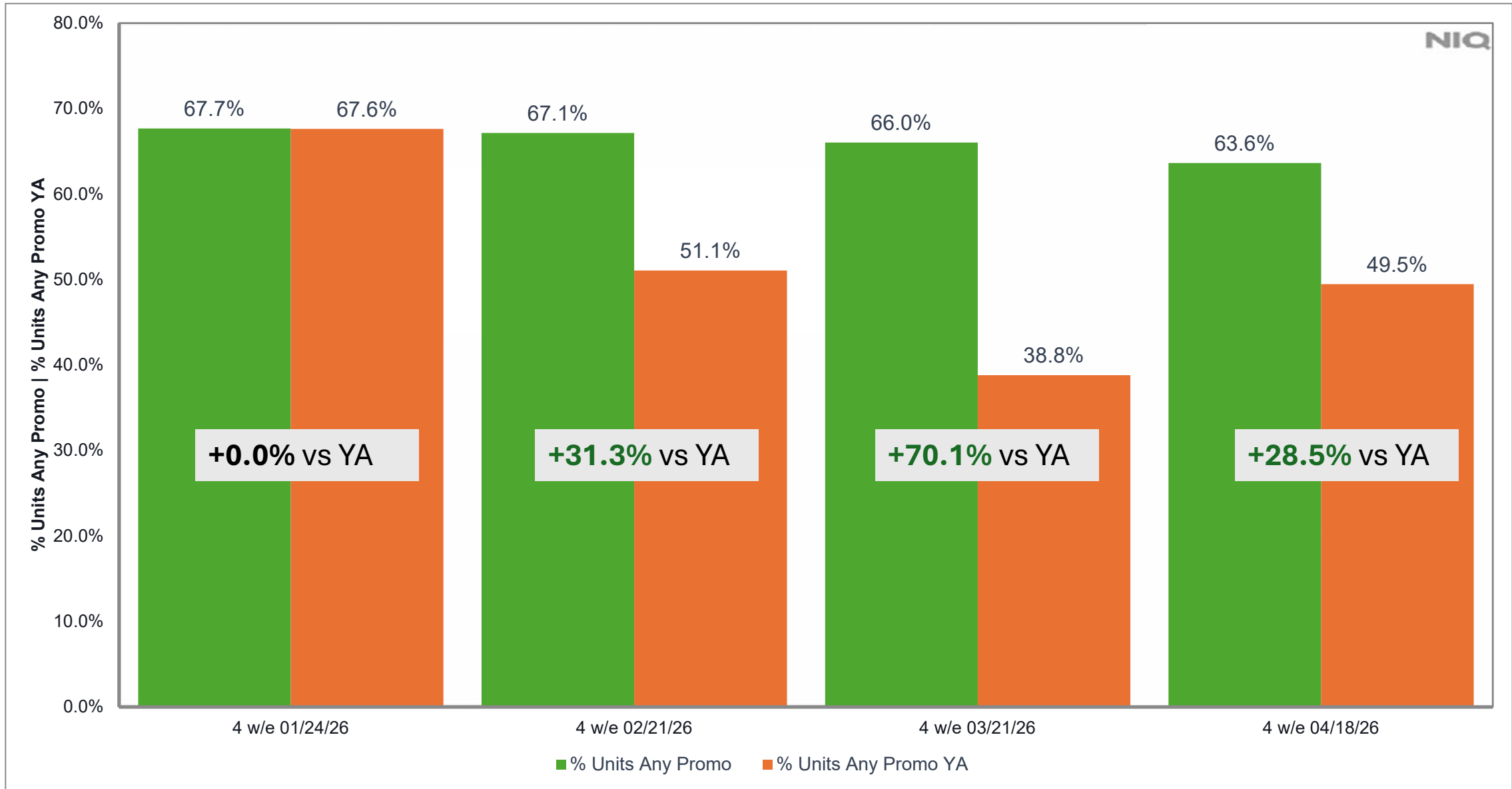
**Total U.S.  
TOTAL MANGO (Whole + Fresh Cut)**

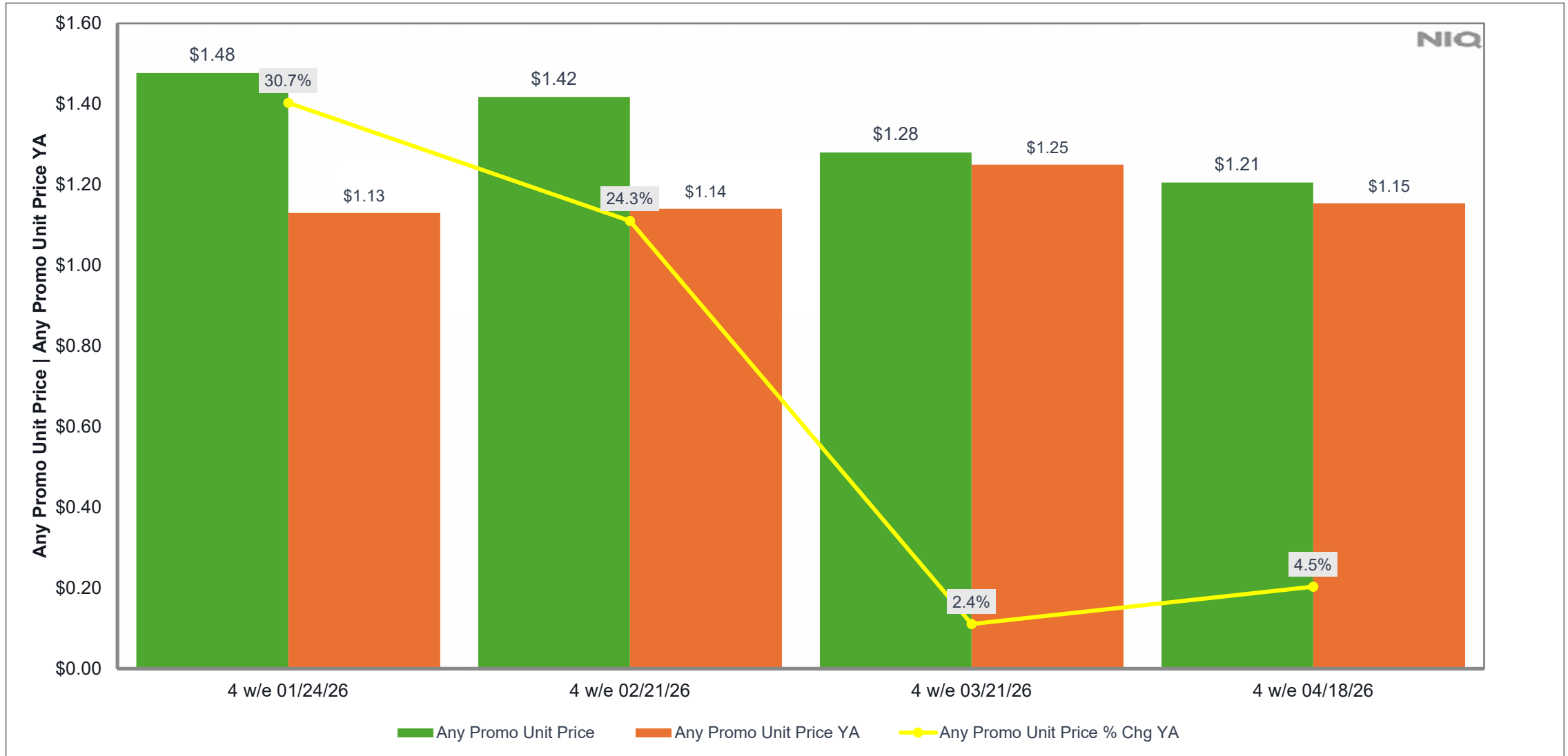








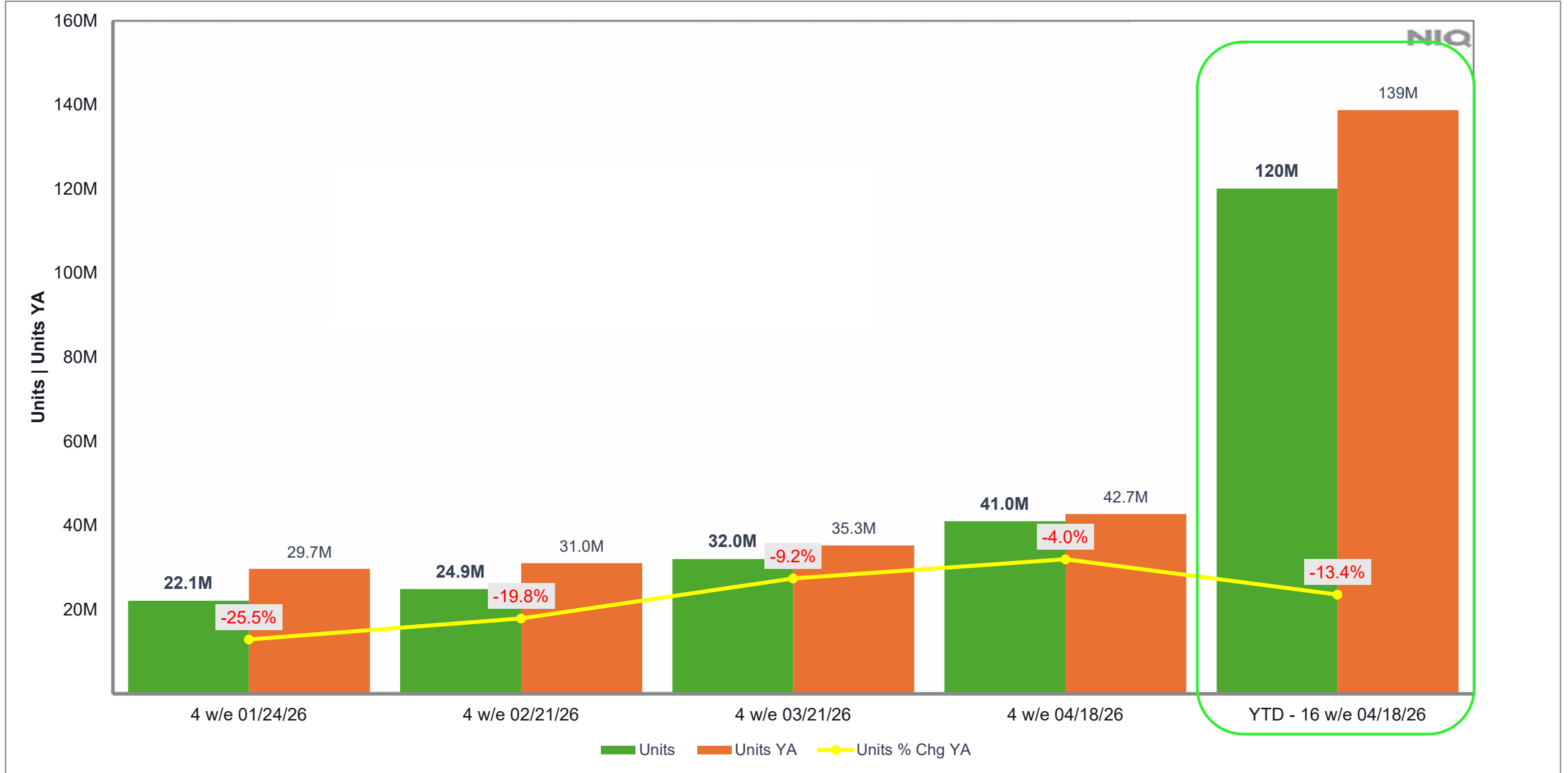


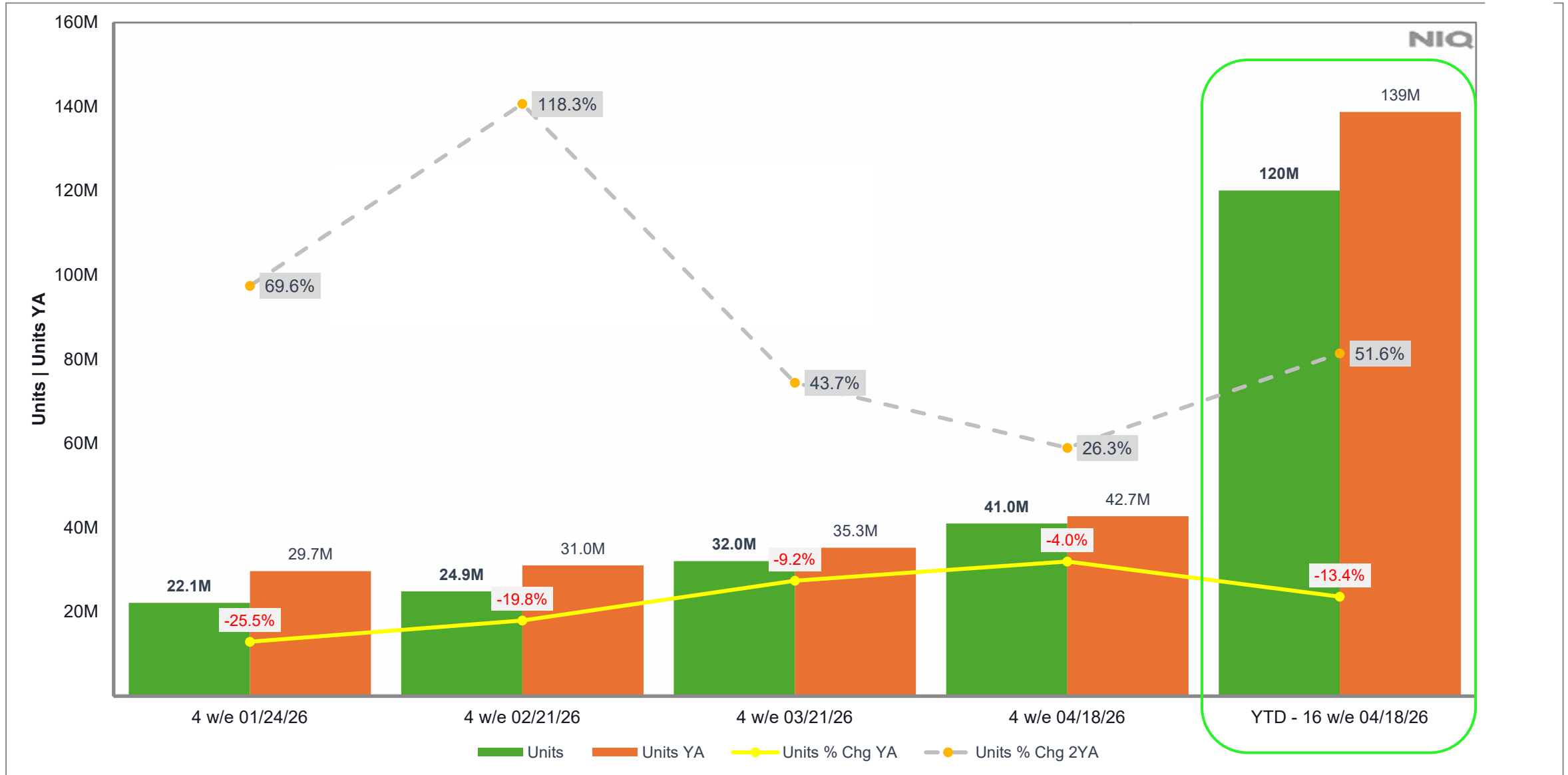






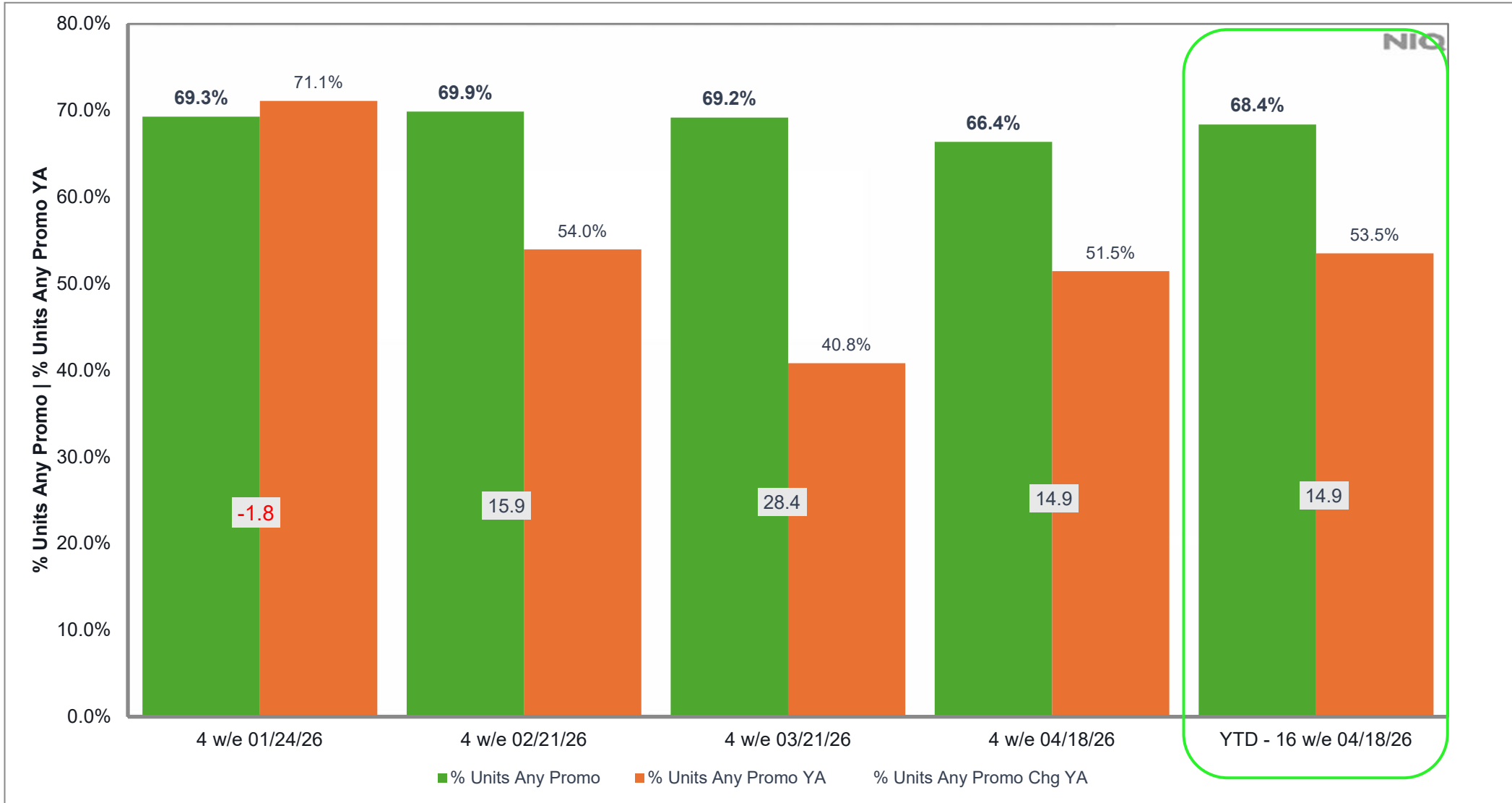
**Total U.S. WHOLE MANGO**

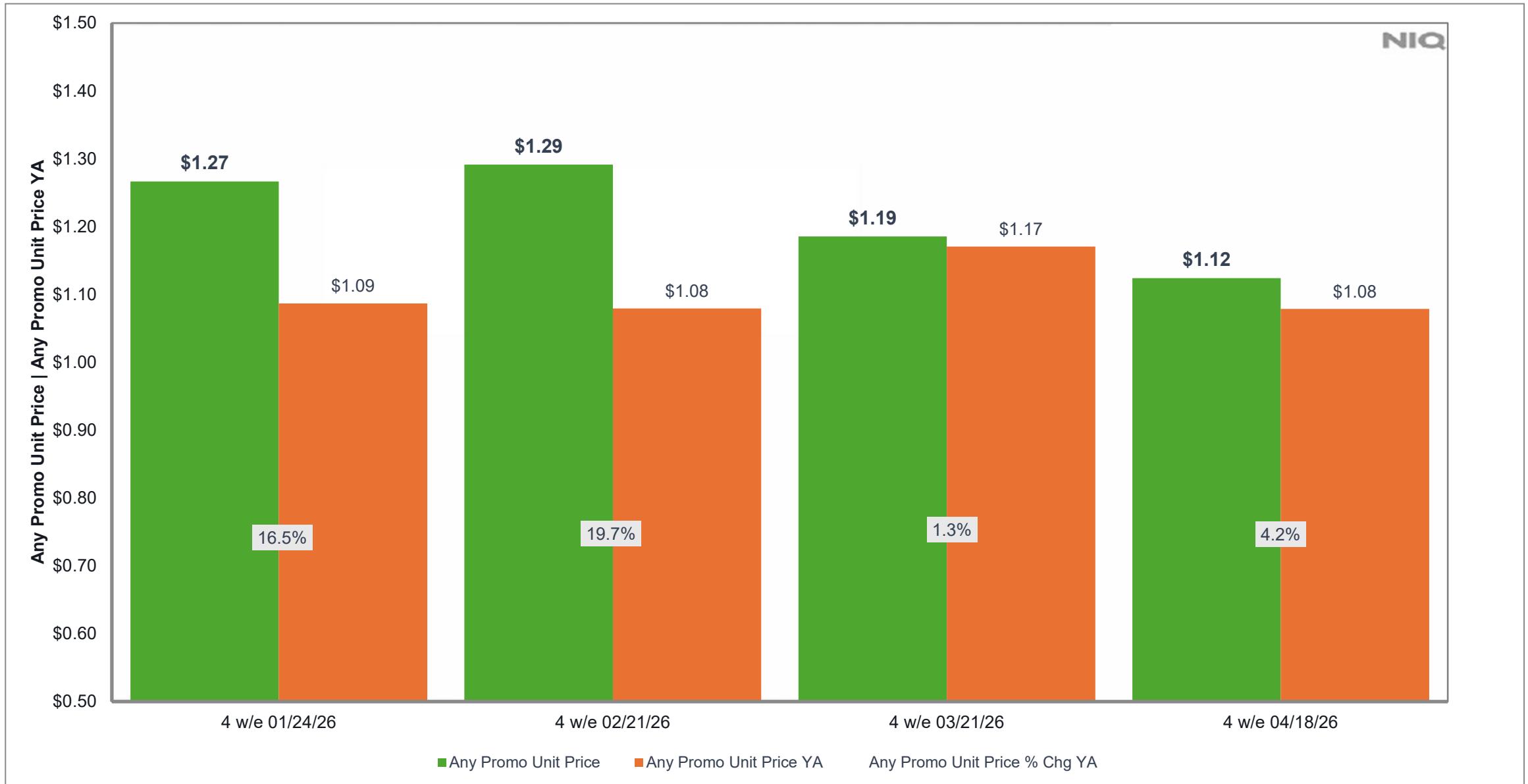


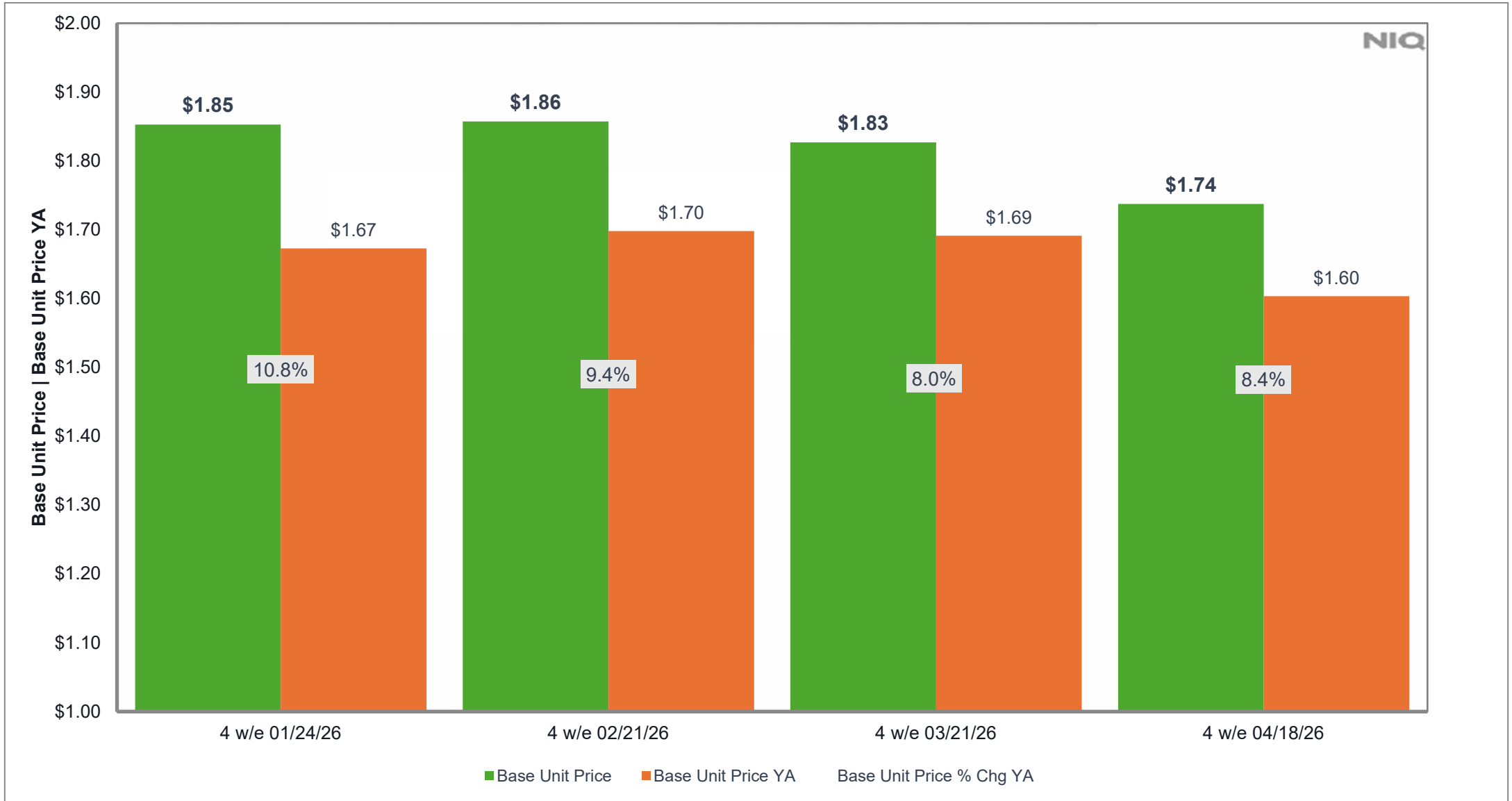














# Divison and Retailer Performance

## WHOLE MANGO



# U.S. Divisions – Whole Mangos – YTD April 2026

Mountain	
CDI	120
Units Contribution	8%
Units	11,284,082
Units % Chg PY	-8%
Dollars	\$14,194,251
Dollars % Chg PY	-12.2%
Promo Price	\$1.07
Promo Price % Chg PY	-1.0%
Non-Promo Price	\$1.72
Non Promo Price % Chg	4.6%

West North Central	
CDI	54
Units Contribution	4%
Units	4,292,397
Units % Chg PY	-8%
Dollars	\$6,468,283
Dollars % Chg PY	-13.2%
Promo Price	\$1.24
Promo Price % Chg PY	4.9%
Non-Promo Price	\$2.16
Non Promo Price % Chg	8.5%

East North Central	
CDI	73
Units Contribution	10%
Units	12,305,114
Units % Chg PY	-11%
Dollars	\$17,000,799
Dollars % Chg PY	-13.1%
Promo Price	\$1.21
Promo Price % Chg PY	6.0%
Non-Promo Price	\$1.80
Non Promo Price % Chg	1.1%

New England	
CDI	108
Units Contribution	6%
Units	6,586,070
Units % Chg PY	-18%
Dollars	\$9,909,389
Dollars % Chg PY	-9.6%
Promo Price	\$1.22
Promo Price % Chg PY	7.7%
Non-Promo Price	\$2.06
Non Promo Price % Chg	20.6%

Middle Atlantic	
CDI	102
Units Contribution	13%
Units	14,173,042
Units % Chg PY	-18%
Dollars	\$22,000,926
Dollars % Chg PY	-6.6%
Promo Price	\$1.22
Promo Price % Chg PY	15.6%
Non-Promo Price	\$2.12
Non Promo Price % Chg	21.0%

South Atlantic	
CDI	94
Units Contribution	22%
Units	25,730,232
Units % Chg PY	-12%
Dollars	\$37,143,222
Dollars % Chg PY	-12.3%
Promo Price	\$1.20
Promo Price % Chg PY	0.8%
Non-Promo Price	\$1.99
Non Promo Price % Chg	15.9%

- 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**

Total US	
CDI	100
Units Contribution	100%
Units	120,115,767
Units % Chg PY	-13%
Dollars	\$170,903,164
Dollars % Chg PY	-10.1%
Promo Price	\$1.20
Promo Price % Chg PY	9.4%
Non-Promo Price	\$1.90
Non Promo Price % Chg	12.8%

Pacific	
CDI	171
Units Contribution	22%
Units	26,895,302
Units % Chg PY	-15%
Dollars	\$38,451,724
Dollars % Chg PY	-6.3%
Promo Price	\$1.24
Promo Price % Chg PY	18.9%
Non-Promo Price	\$1.96
Non Promo Price % Chg	19.1%

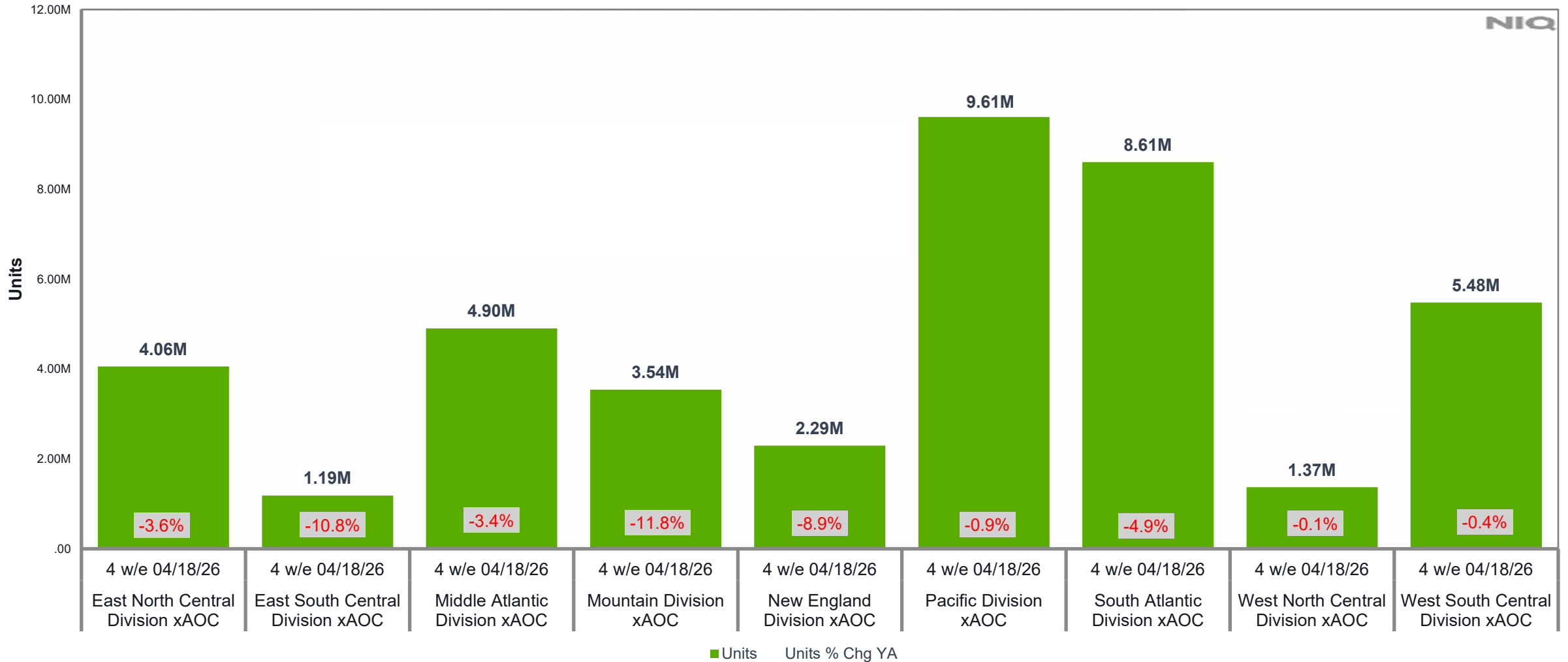
West South Central	
CDI	99
Units Contribution	12%
Units	15,167,533
Units % Chg PY	-14%
Dollars	\$20,167,036
Dollars % Chg PY	-10.4%
Promo Price	\$1.13
Promo Price % Chg PY	7.5%
Non-Promo Price	\$1.71
Non Promo Price % Chg	13.8%

East South Central	
CDI	49
Units Contribution	3%
Units	3,734,583
Units % Chg PY	-14%
Dollars	\$5,630,357
Dollars % Chg PY	-15.3%
Promo Price	\$1.28
Promo Price % Chg PY	1.3%
Non-Promo Price	\$1.99
Non Promo Price % Chg	14.7%



# U.S. Divisions – Total Units – April 2026

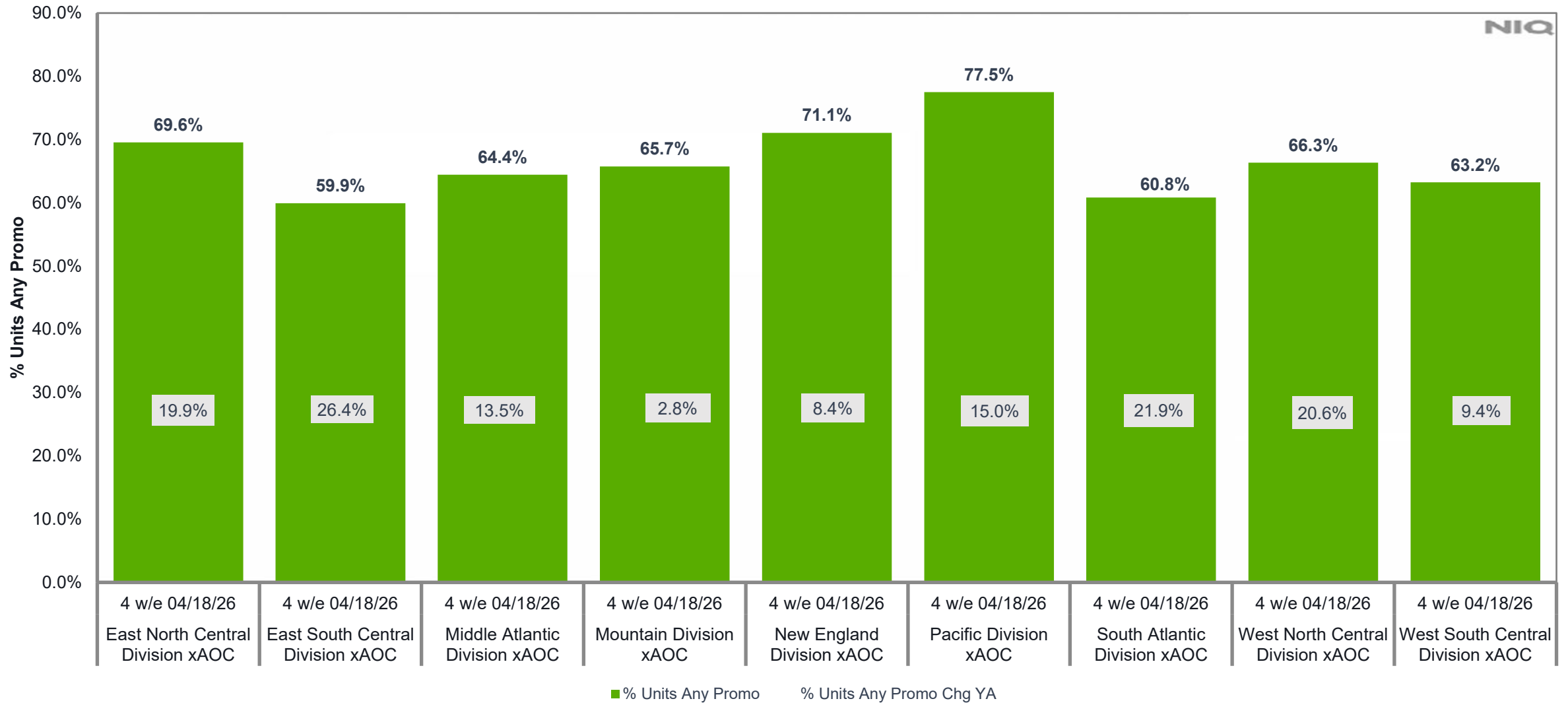
All Divisions experienced year-over-year unit declines in the latest four-week period.





# U.S. Divisions - % Units Sold on Promo - April 2026

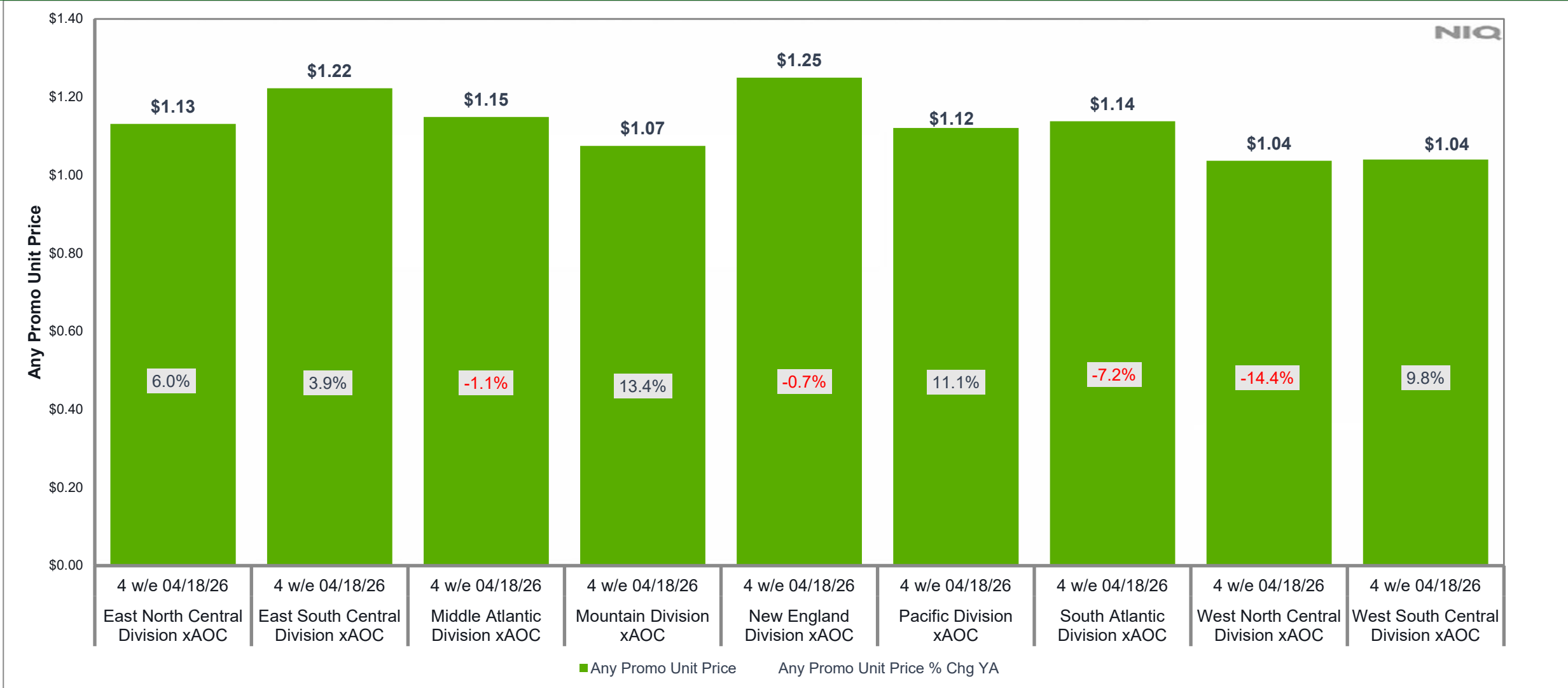
All Divisions had year-over-year increases in promotional volume.





# U.S. Divisions –Promo Price – April 2026

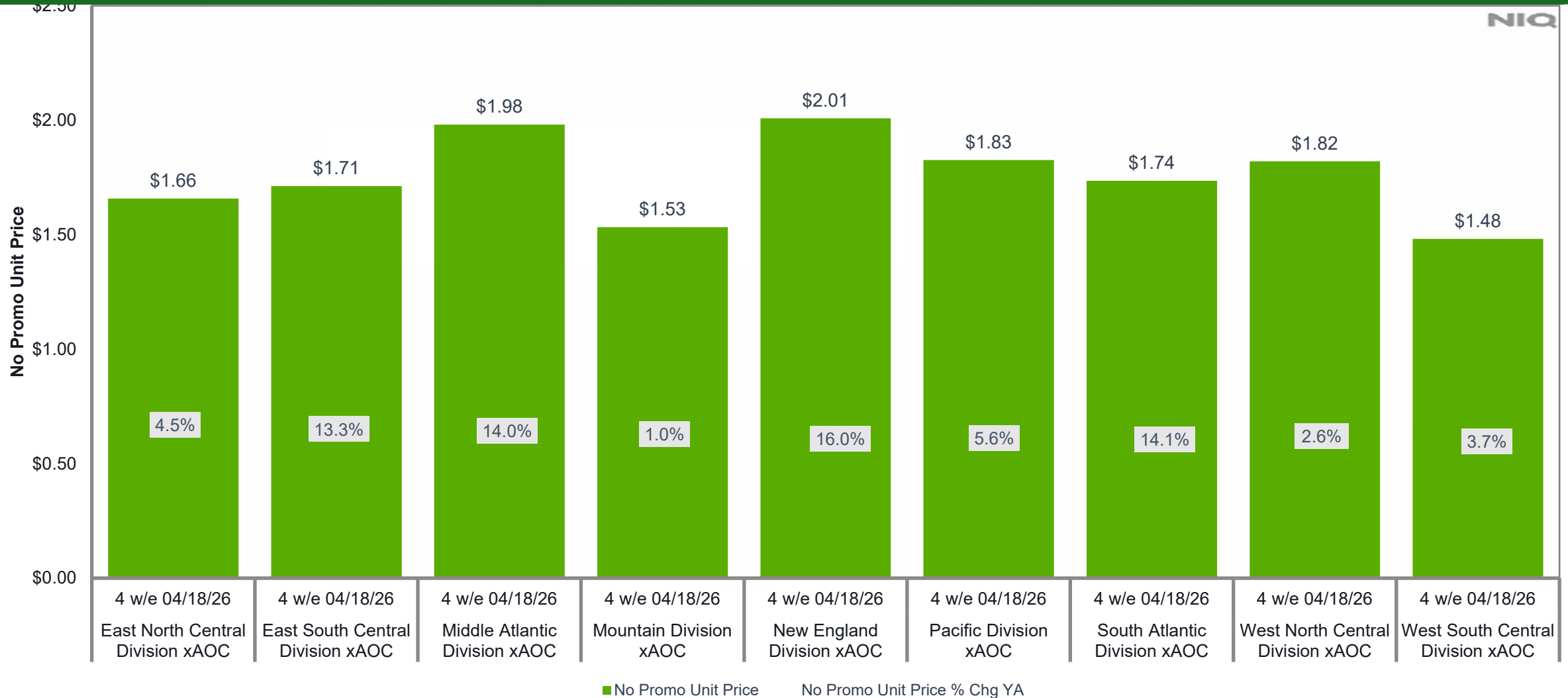
Five out of nine divisions had **higher promoted prices** vs prior year.





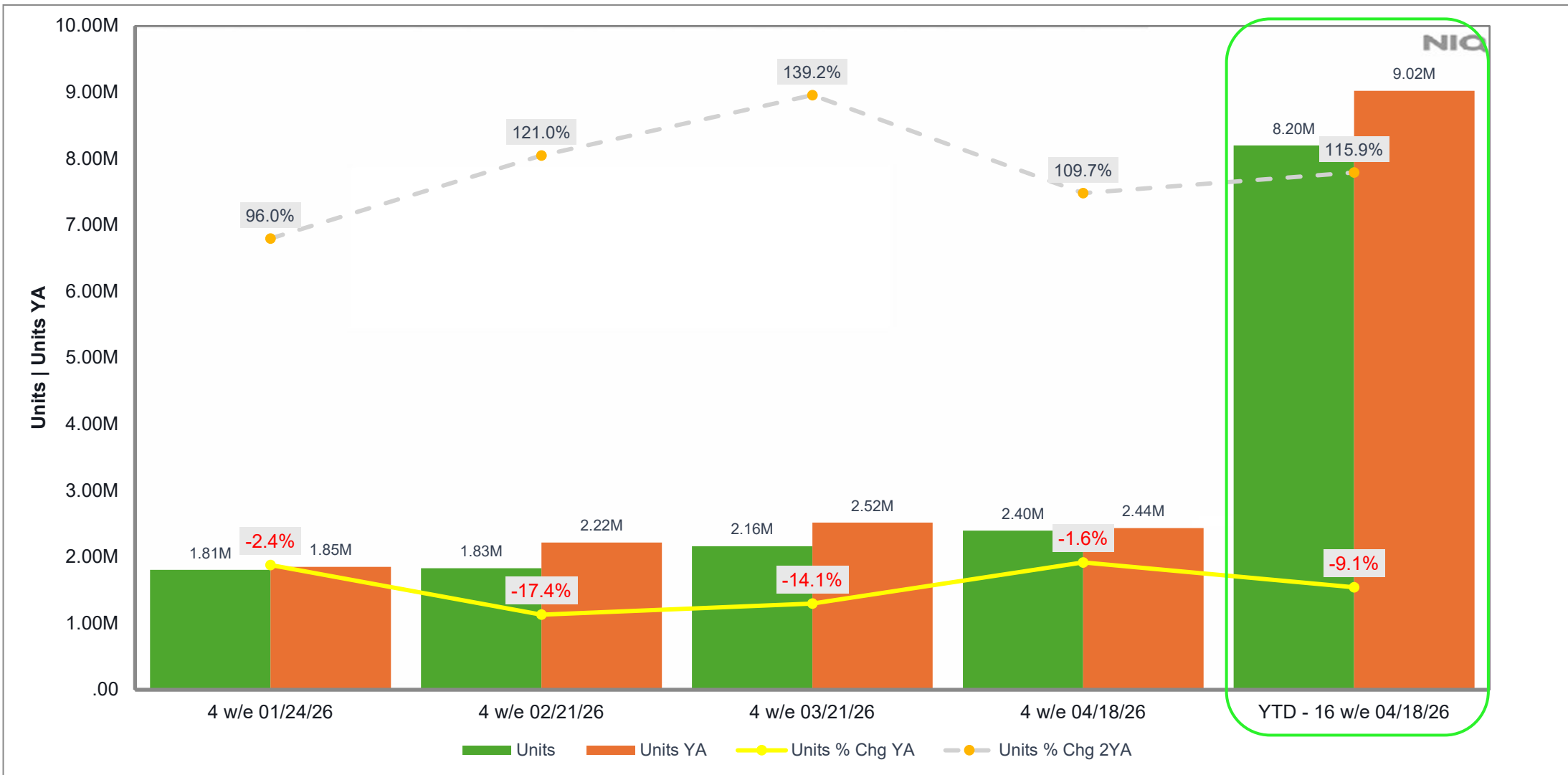
# U.S. Divisions – No Promo Price – April 2026

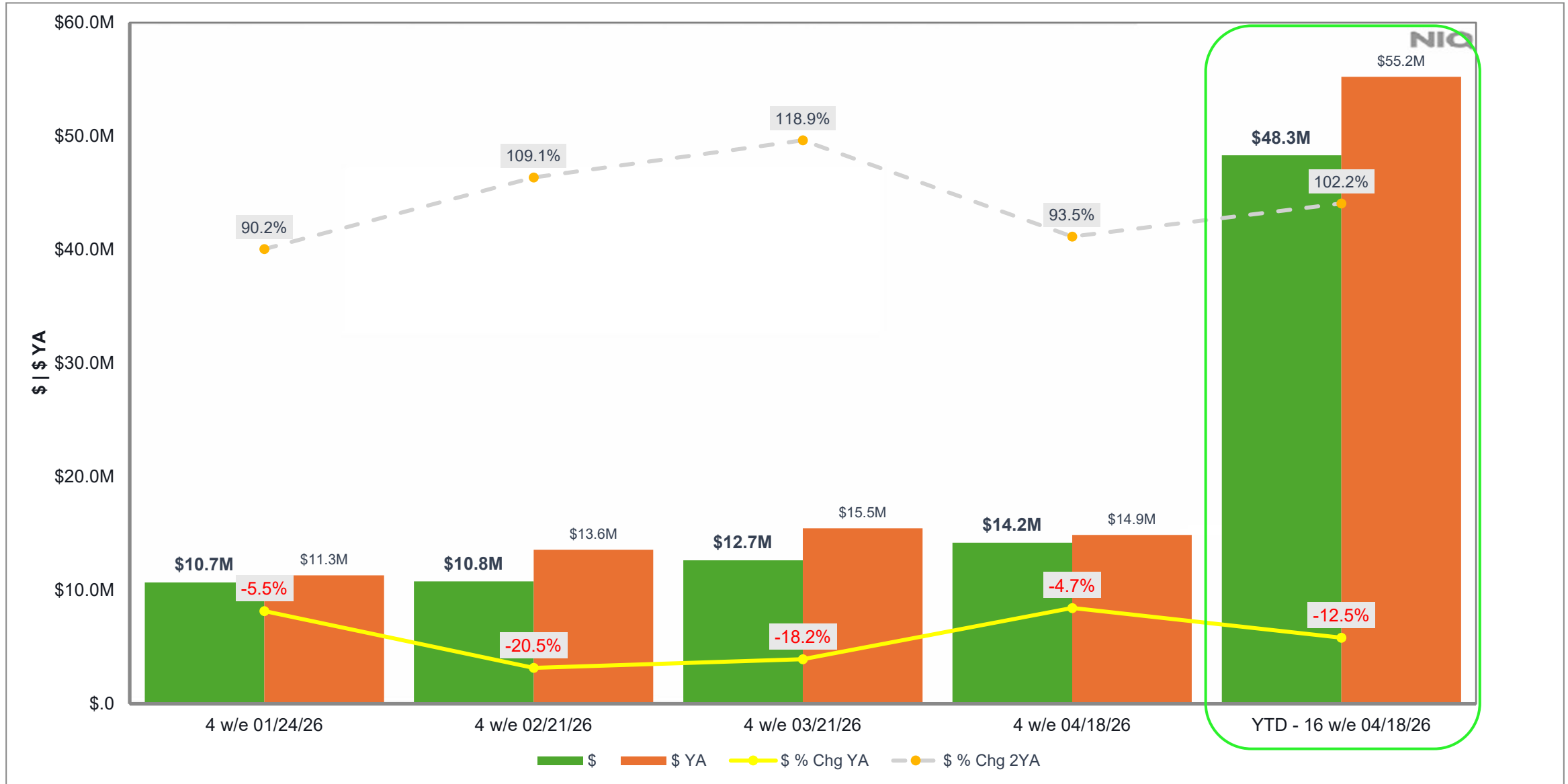
All Divisions had higher everyday pricing vs prior year.



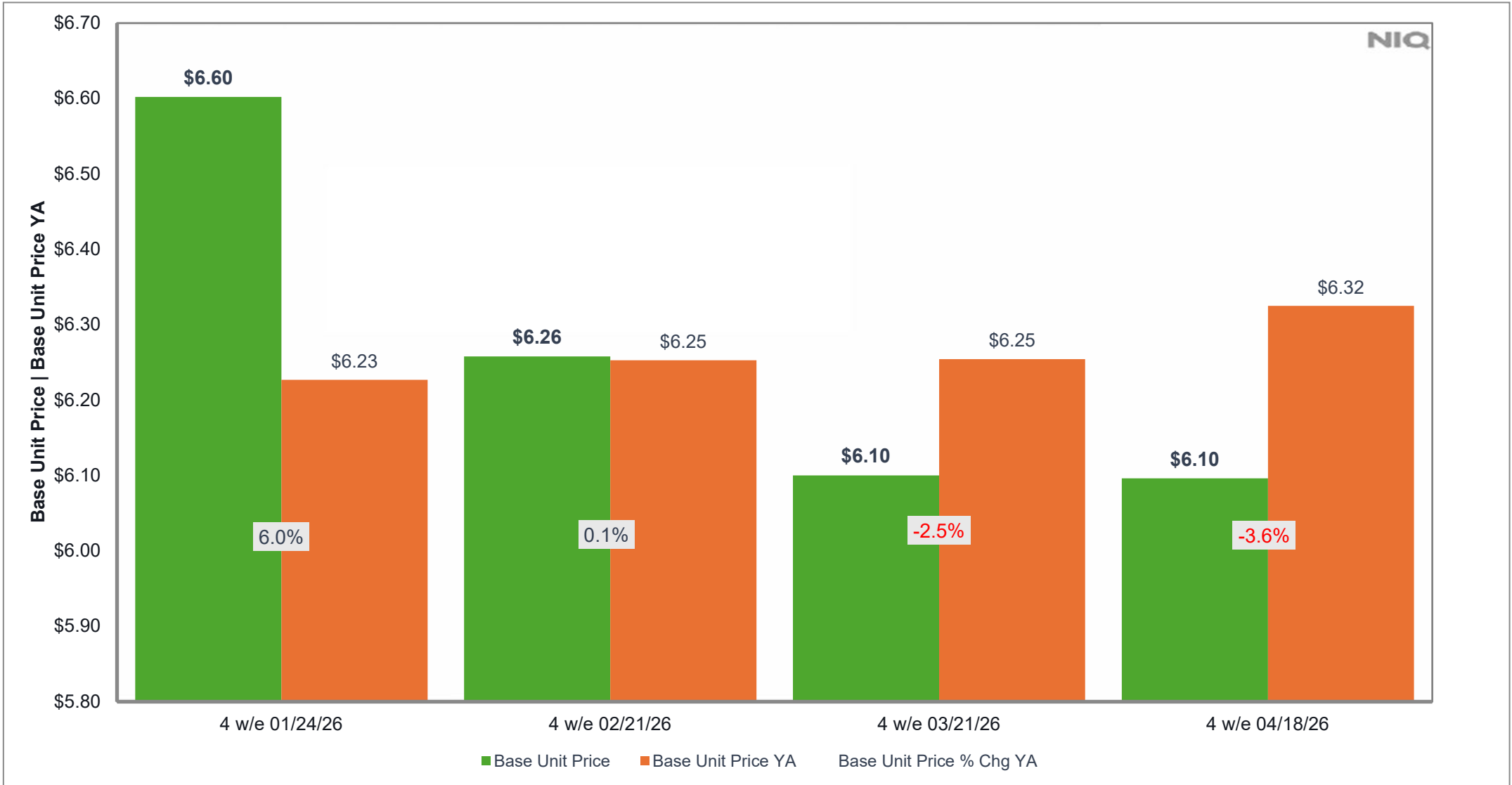


## Fresh Cut Total US Performance











**Thank you.**