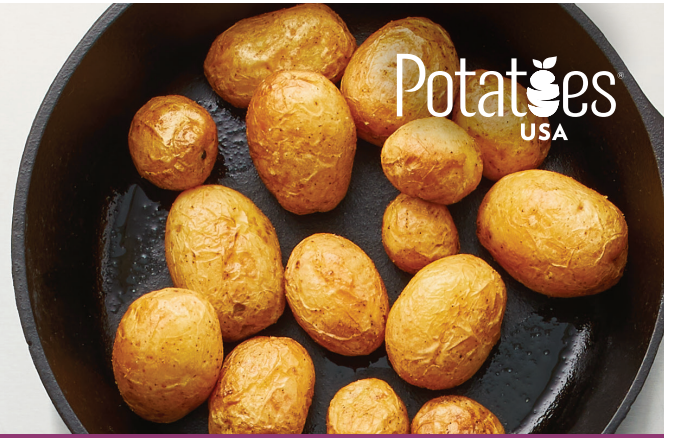


July 2020–June 2021

U.S. POTATO SALES AND UTILIZATION REPORT



KEY FINDINGS

TOTAL U.S. POTATO UTILIZATION

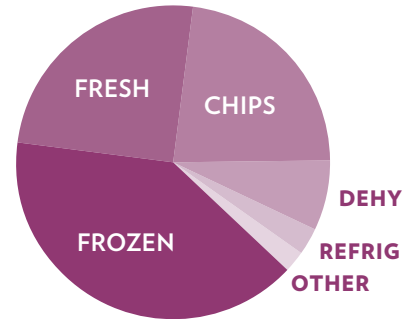
Millions of Pounds (Fresh Weight Equivalent)

15,595	+	16,495	+	7,238	-	7,124	=	32,204
Retail		Foodservice		Exports		Imports		Total Utilization
-0.4% YOY		-7.7% YOY		+2.1% YOY		+12.2% YOY		-6.0% YOY

SHARE OF TOTAL UTILIZATION BY PRODUCT

Millions of Pounds (Fresh Weight Equivalent)

40%	25%	23%	7%	3%	2%
Frozen	Fresh	Chips	Dehy	Refrig	Other



CHANNEL SALES: RETAIL VS. FOODSERVICE

Millions of Pounds (Fresh Weight Equivalent)



MY19 Retail: 42%, Foodservice: 58%



TOTAL U.S. POTATO SALES RETAIL & FOODSERVICE

Millions of Pounds (Fresh Weight Equivalent)

TOTAL U.S. Domestic Sales	2021	1 yr % Chg (TUS)	3 yr CAGR (TUS)	5 yr CAGR (TUS)
Retail	15,595	-0.4%	+2.4%	+1.3%
Foodservice	16,495	-7.7%	-6.9%	-4.1%
Total U.S.	32,090	-4.3%	-2.8%	-1.7%

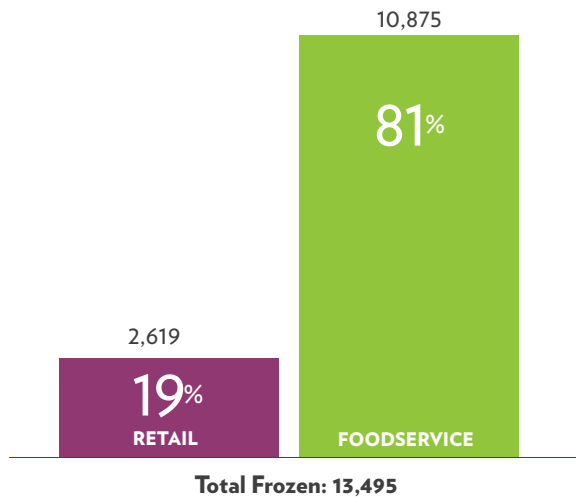


KEY FINDINGS



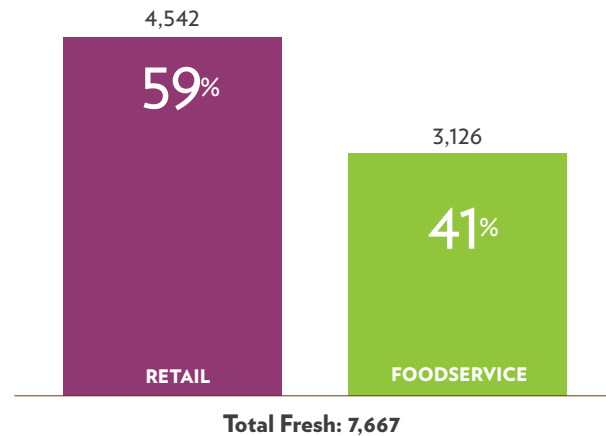
FROZEN SALES BY CHANNEL

Millions of Pounds



FRESH SALES BY CHANNEL

Millions of Pounds



DOMESTIC SALES BY PRODUCT AND CHANNEL

Millions of Pounds (Fresh Weight Equivalent)

	Retail		Foodservice		Total	
	MY21	% Chg	MY21	% Chg	MY21	% Chg
Fresh	4,542	-1.8%	3,126	-10.6%	7,667	-7.7%
Chips	6,227	-1.8%	1,065	-18.7%	7,292	-12.2%
Dehydrated	1,021	+0.1%	919	-16.6%	1,940	-13.2%
Frozen	2,619	+4.6%	10,875	-3.9%	13,495	+0.4%
Refrigerated	587	+5.3%	510	-21.7%	1,097	-7.7%
Ready to Eat	241	+0.9%	n/a	n/a	241	+0.9%
Canned	93	-6.8%	n/a	n/a	93	-6.8%
Key Categories Containing Potatoes*	263	-1.1%	n/a	n/a	263	-1.1%
Total	15,595	-0.4%	16,495	-7.7%	32,090	-4.1%

* Key Categories Containing Potatoes represents the estimated pure potato pounds for the categories of Canned Soup, Canned Stew, Frozen Meals, Frozen Breakfast, and Frozen Pot Pies.