



# Total U.S. Potato Utilization

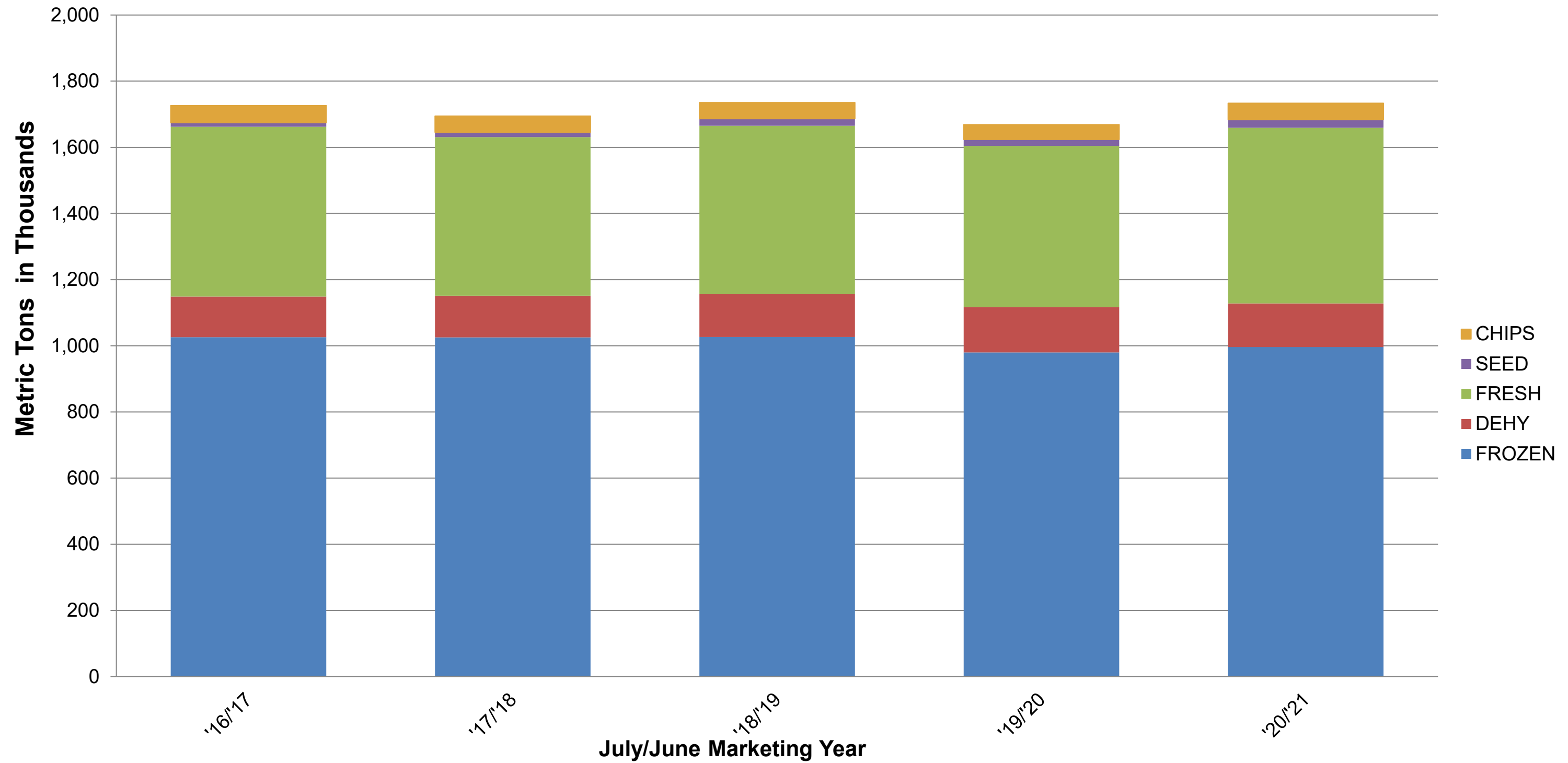
In Millions Pounds Fresh Weight Equivalent

	Retail**	FS	Exports	-	Imports	=	Total Utilization
MY19	14,462	20,459	7,257		5,955		36,224
MY20	15,652	17,873	7,090		6,351		34,263
MY21	15,595	16,495	7,238		7,124		32,204
<i>2YAG % chg, MY19-MY20 YOY</i>	8.2%	-12.6%	-2.3%		6.7%		-5.4%
<i>YAG % chg, MY20-MY21 YOY</i>	-0.4%	-7.7%	2.1%		12.2%		-6.0%
<i>Abs. Lb Chg, MY20-MY21</i>	-57	-1,378	+148		+773		-2,059

\*\* Retail sales include the estimated pure potato volume from the five focus categories



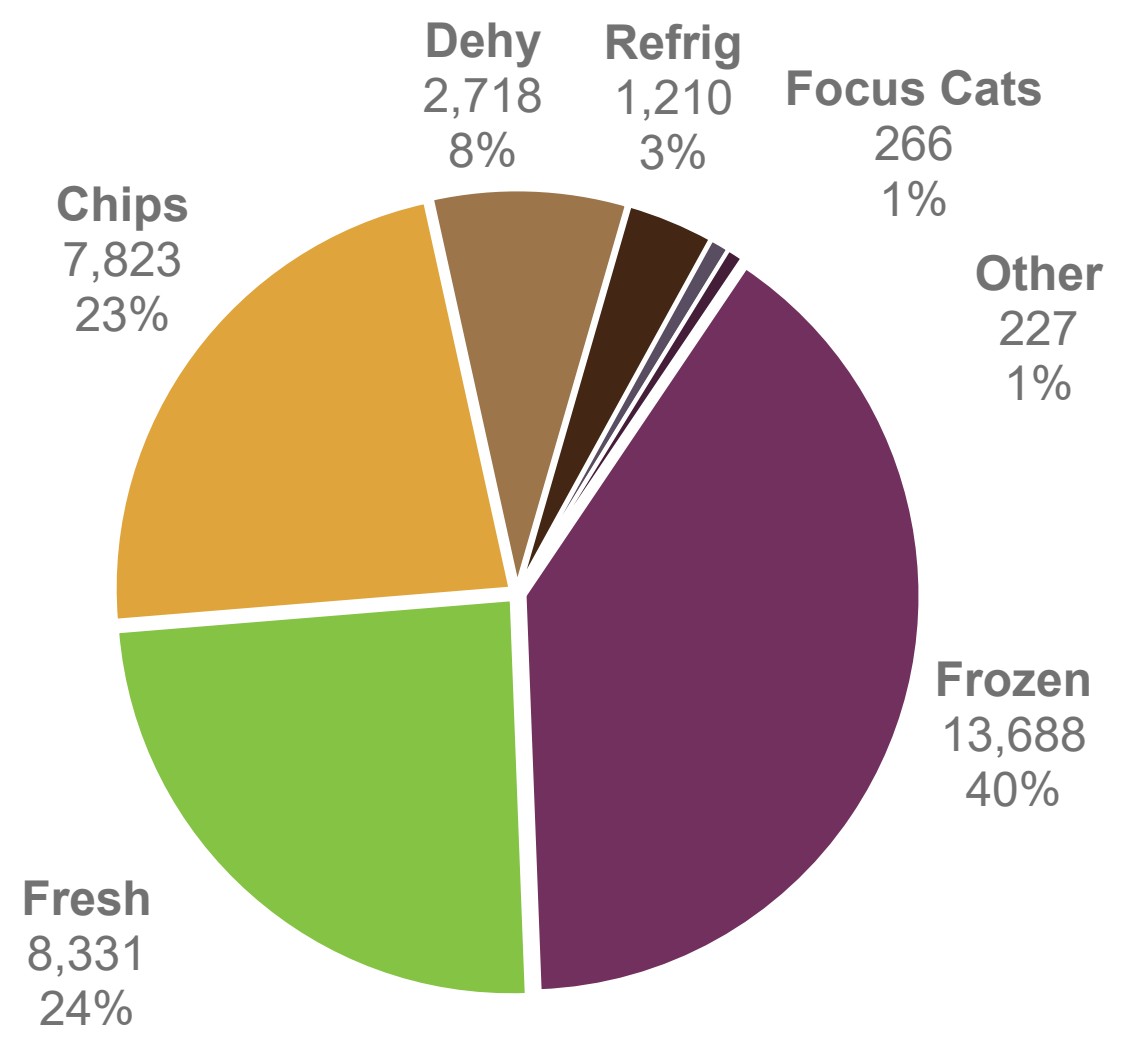
# Volume of U.S. Potato Exports





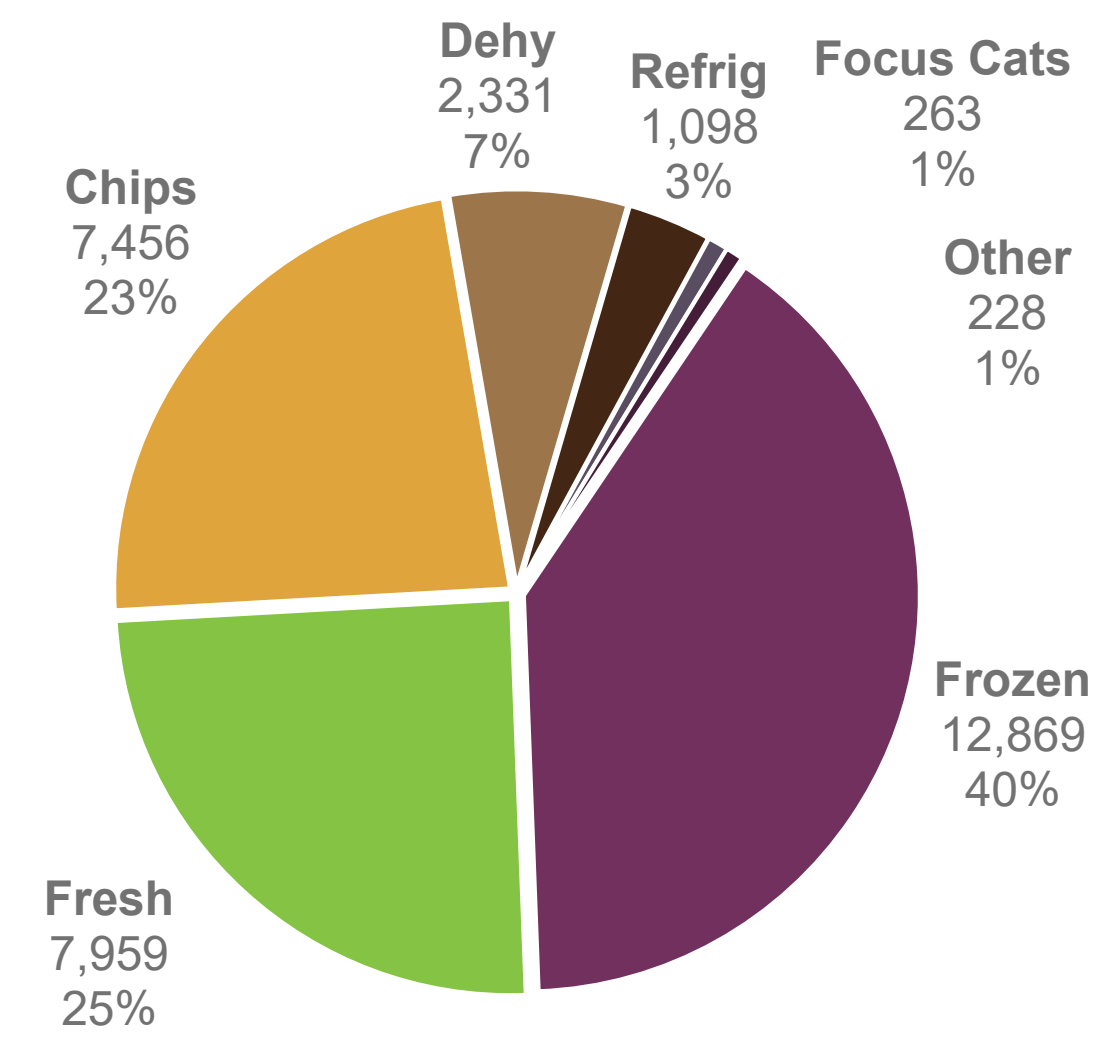
# U.S. Utilization: Potato Form by Volume Share

MY20 Millions of Lbs. (FWE)\*



Total\*: 34,263

MY21 Millions of Lbs. (FWE)\*



Total\*: 34,204

\* Export volume added into potato form totals, Import volume subtracted from potato form totals



# Total U.S. Potato Sales (Retail & Foodservice)

In Millions Pounds Fresh Weight Equivalent

<b>Total US, Domestic Sales</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>1yr % Chg (TUS)</b>	<b>3yr CAGR (TUS)</b>	<b>5yr CAGR (TUS)</b>
<b>Retail**</b>	14,625	14,490	14,524	14,462	15,652	15,595	-0.4%	2.4%	1.3%
<b>Foodservice</b>	20,341	20,444	20,412	20,459	17,873	16,495	-7.7%	-6.9%	-4.1%
<b>Total US, Domestic</b>	<b>34,967</b>	<b>34,933</b>	<b>34,936</b>	<b>34,922</b>	<b>33,525</b>	<b>32,090</b>	<b>-4.3%</b>	<b>-2.8%</b>	<b>-1.7%</b>

<b>Retail** Share</b>	42%	41%	42%	41%	47%	49%
<b>Foodservice Share</b>	58%	59%	58%	59%	53%	51%

\*\* Retail sales include the estimated pure potato volume from the five focus categories



# Retail Sales by Product

	Retail (millions of pounds FWE)		
	MY20	MY21	% chg
Fresh	4,623	4,542	-1.8%
Chips	6,339	6,227	-1.8%
Dehy	1,021	1,021	0.1%
Frozen	2,505	2,619	4.6%
Refrig	558	587	5.3%
RTE	239	241	0.9%
Canned	100	93	-6.8%
O. Products	266	263	-1.1%
<b>Total</b>	<b>15,652</b>	<b>15,595</b>	<b>-0.4%</b>



# Potato Sales to Foodservice by Product

	Foodservice (millions of pounds FWE)		
	MY20	MY21	% chg
Fresh	3,497	3,126	-10.6%
Chips	1,310	1,065	-18.7%
Dehy	1,103	919	-16.6%
Frozen	11,311	10,875	-3.9%
Refrig	652	510	-21.7%
<b>Total</b>	<b>17,873</b>	<b>16,495</b>	<b>-7.7%</b>