

Florida Citrus Economic & Market Indicators December 2020

**Florida Department of
Citrus**

Economic and Market
Research



Florida Citrus Economic & Market Indicators

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Summary Comments

- Brazil's OJ exports for 2020-21 Brazilian season July - November were down 6.6% from the previous 3 season average with exports to the NAFTA region, Europe and the Far East down 25.2%, down 5.2% and up 19.6%, respectively.
- Season-to-date through 11/28/20, Florida FCOJ availability, movement and ending inventories were down 13.2%, down 9.2%, and down 15.8% respectively, from last season.
- Season-to-date through 11/28/20, Florida SSOJ availability, movement and ending inventories were down 24.6%, up 8.2%, and down 35.5% respectively, from last season.
- For October of the 2020-21 season, U.S. OJ imports and exports were up 25.5% and up 9.1% from last season, respectively. Season-to-date through 11/28/20, Florida OJ exports were up 13.6% (FDOC Processors Report).
- For October of the 2020-21 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was down 25.6%.
- Season-to-date through 11/28/20, OJ volume sales in all Nielsen retail outlets (U.S. grocery stores doing \$2 million and greater annual sales, drug stores doing \$1 million and greater annual sales, mass merchandisers, Walmart, club (Sam's and BJ's), dollar stores (Dollar General, Family Dollar and Fred's), and military/DECA) were up 11.4% from the previous season, with the NFC price up 1.5%, the Recon price up 0.5% and the overall OJ price up 2.6%.
- The average FCOJ Futures price was \$1.22/PS, up \$0.24/PS from last year.
- Season-to-date through 12/05/20, the delivered-in price for early and midseason oranges was \$1.20/PS, up \$0.23/PS from last season. Late season Orange prices cannot be compared.
- Season-to-date through 11/15/20, fresh orange and specialty citrus shipments were up 61.1% from last season.
- From August through October of the 2020-21 season, clementine and tangerine imports were up 44.8% relative to last season. Season-to-date through 11/28/20, Texas fresh grapefruit shipments were up 3.1% relative to last season.
- Season-to-date through 11/28/20, Florida FCGJ availability, movement and ending inventories were up 6.9%, down 35.2%, and up 10.4% respectively, from last season.
- Season-to-date through 11/28/20, Florida SSGJ availability, movement and ending inventories were up 12.1%, up 18.9%, and up 11.0% respectively, from last season.
- For October of the 2020-21 season, U.S. GJ exports were down 34.7%. Season-to-date through 11/28/20, Florida GJ exports were up 5.0% (FDOC Processors report).
- Season-to-date through 11/28/20, GJ volume sales in all Nielsen retail outlets (U.S. grocery stores doing \$2 million and greater annual sales, drug stores doing \$1 million and greater annual sales, mass merchandisers, Walmart, club (Sam's and BJ's), dollar stores (Dollar General, Family Dollar and Fred's), and military/DECA) were up 8.0% from the previous season, with the overall GJ price up 5.5%.
- Season-to-date through 11/15/20, Florida fresh grapefruit shipments were up 42.7% from last season, with Domestic/Canadian shipments up 67.0% and offshore shipments up 15.9% (DFVI). Shipments to Europe and Japan were up 5.5% and up 31.7%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were down 13.4% and up 21.2%, respectively.
- For the month of November, versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were down 6.6%, up 31.3%, and down 4.1% respectively.

Brazil Orange Juice Exports

Destination		Season-to-date July - November				Change from 3 season average
		2017-18	2018-19	2019-20	2020-21	
million SSE Gallons						%
NAFTA ^b	Total	178.2	97.4	130.1	101.2	-25.2
	FCOJ	120.0	43.5	79.0	51.7	-36.0
	SSOJ	58.2	53.9	51.2	49.5	-9.1
Europe ^c	Total	459.8	358.2	516.4	421.7	-5.2
	FCOJ	363.2	276.6	412.3	305.4	-12.9
	SSOJ	96.6	81.5	104.1	116.3	+23.6
East Asia ^d	Total	50.4	45.5	78.4	69.5	+19.6
Others	Total	36.9	29.1	26.7	32.4	+4.9
Total		725.3	530.2	751.7	624.8	-6.6

^aAssumes exports with codes 2009.11.00 (FCOJ) and 2009.19.00 (Other) are 66° Brix, while exports with code 2009.12.00 (NFC) are 11.8° Brix

^bU.S., Canada, and Mexico.

^cRussia, Ukraine, and Turkey are included in Europe.

^dChina, Japan, Taiwan, Hong Kong, Macau, South Korea, North Korea, Philippines, and Vietnam.

SOURCE: Secretary of External Commerce - Brazil

Florida FCOJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date 11/28/20 (FDOC Processor Week 8)		
	2018-19	2019-20	Change	2019-20	2020-21	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	243.1	317.8	+30.7	317.8	259.7	-18.3
Pack from Fruit	87.3	82.0	-6.0	0.5	0.4	-22.5
Imports^a	304.4	169.6	-44.3	8.5	23.6	+176.0
Availability	634.8	569.3	-10.3	326.8	283.6	-13.2
Movement	317.0	315.8	-0.4	50.0	45.4	-9.2
Bulk	251.6	260.0	+3.3	40.0	37.4	-6.5
Packaged	65.4	55.7	-14.8	10.0	8.0	-19.9
Ending Inventory	317.8	259.7	-18.3	282.7	238.1	-15.8
Bulk	311.9	254.1	-18.5	276.8	232.5	-16.0
Packaged	5.8	5.6	-4.5	5.9	5.7	-3.5
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^b	52.1	42.8	-18.0	45.2	41.9	-7.2

^aAlso includes domestic receipts by members of non-Florida product, foreign imports, reprocessed tangerine juice, chilled OJ used in FCOJ, net loss or gain during reprocessing and adjustments.

^bSeason-to-date weeks supply based on season-to-date movement.

Florida SSOJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date 11/28/20 (FDOC Processor Week 8)		
	2018-19	2019-20	Change	2019-20	2020-21	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	124.5	209.0	+67.8	209.0	149.7	-28.4
Pack from Fruit	318.4	292.8	-8.0	0.8	1.0	+24.0
Imports^a	119.3	55.5	-53.5	9.9	14.9	+50.7
Availability	562.3	557.3	-0.9	219.7	165.5	-24.6
Movement^b	347.4	389.1	+12.0	53.2	57.5	+8.2
Bulk	20.0	26.7	+33.5	2.9	2.5	-12.6
Packaged	327.4	362.4	+10.7	50.3	55.0	+9.4
Ending Inventory	209.0	149.7	-28.4	163.2	105.3	-35.5
Bulk	203.5	143.6	-29.4	157.2	99.7	-36.6
Packaged	5.5	6.1	+10.4	6.0	5.5	-8.0
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^c	31.3	20.0	-36.1	24.5	14.6	-40.4

^aAlso includes domestic receipts by members of non-Florida product, foreign imports, reprocessed tangerine juice, FCOJ used in chilled OJ, net loss or gain during reprocessing and adjustments.

^bExcludes evaporated COJ.

^cSeason-to-date weeks supply based on season-to-date movement.

U.S. Orange Juice Imports^a

Season-to-Date October						
Country	Volume			FOB Value/SSG ^c		
	2019-20	2020-21	Change	2019-20	2020-21	Change
TOTAL OJ						
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Brazil	14.53	21.08	+45.0	0.67	0.20	-71.0
CBI ^b	0.85	1.52	+78.6	0.00	0.00	N/A
Mexico	4.06	1.99	-50.9	2.17	8.50	+291.1
Other	0.24	0.12	-51.2	0.01	10.25	+71049.8
TOTAL	19.68	24.70	+25.5	0.95	0.90	-4.9
NFC OJ						
Brazil	7.20	4.60	-36.1	1.36	0.90	-34.1
CBI ^b	0.85	0.37	-56.0	0.00	0.00	N/A
Mexico	0.00	0.00	N/A	0.00	0.00	N/A
Other	0.00	0.00	N/A	0.00	8.73	N/A
TOTAL	8.05	4.97	-38.2	1.22	0.84	-31.4

^aIncludes OJ with added vitamins and minerals.

^bIncludes Dominican Republic-Central America initiatives

^cThe FOB value of the products reported by the exporter, which does not include duties, freight, custom fees or other charges, divided by the reported number of single strength gallon

SOURCE: U.S. Department of Commerce.

U.S. Orange Juice Exports^{a,b}

Season-to-Date October						
Country	Volume			FOB Value/SSG ^c		
	2019-20	2020-21	Change	2019-20	2020-21	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	2.40	2.59	+7.8	5.30	5.00	-5.5
Europe	0.10	0.01	-91.7	7.42	4.12	-44.5
Japan	0.00	0.04	N/A	N/A	3.92	N/A
Other	0.99	1.18	+18.9	6.13	3.81	-37.9
TOTAL	3.49	3.81	+9.1	5.59	4.62	-17.4

^a Includes OJ with added vitamins and minerals.

^b FDOC Processor exports of OJ for the 2020-21 season were up 13.6%, season-to-date through 11/28/20

^c The FOB value of the products reported by the exporter, which does not include duties, freight, custom fees or other charges, divided by the reported number of single strength gallons.

SOURCE: U.S. Department of Commerce.

Non-FDOC Processor FCOJ Disappearance Index

Item	Season-to-Date October		
	2019-20	2020-21	Change
- million SSE gallons -			- % -
Beginning Inventory^a	21.6	24.0	+11.1
Foreign Imports^b	<u>8.8</u>	<u>7.7</u>	<u>-12.3</u>
Availability^c	30.4	31.7	+4.4
Ending Inventory^a	<u>17.6</u>	<u>22.2</u>	<u>+26.1</u>
Non-FDOC Processor FCOJ Disappearance^d	12.8	9.5	-25.6

^aNational Agricultural Statistics Service (NASS), U.S. FCOJ cold storage minus FDOC Processor, FCOJ inventory, as reported in NASS-USDA, "Cold Storage" reports and FDOC Processor weekly reports.

^bU.S. Department of Commerce, FCOJ imports (excludes bonded product) minus FDOC Processor, FCOJ foreign product imported by members (includes bonded product).

^cBeginning inventory and imports.

^dNon-FDOC Processor FCOJ Disappearance is a partial Measure of non-Florida presumed consumption that does not include U.S. production from States other than Florida or U.S. exports.

U.S. Retail Orange Juice Sales

Expanded All Outlets Combined (xAOC)^a

Item	Volume Sales			Dollar Sales			Price/Eq Gallon		
	2018-19	2019-20	Change	2018-19	2019-20	Change	2018-19	2019-20	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- \$/SSE gallon -		- % -

Full Season Results for the Previous Two Seasons

Refrigerated	369.20	416.61	+12.8	2,611.64	3,008.27	+15.2	7.07	7.22	+2.1
NFC	230.99	262.53	+13.7	1,940.18	2,263.66	+16.7	8.40	8.62	+2.7
RECON	135.75	150.66	+11.0	661.77	732.04	+10.6	4.88	4.86	-0.3
FCOJ	12.27	14.45	+17.7	64.78	79.07	+22.1	5.28	5.47	+3.7
Shelf Stable	12.59	12.80	+1.6	93.53	93.81	+0.3	7.43	7.33	-1.3
TOTAL	394.07	443.85	+12.6	2,769.95	3,181.15	+14.8	7.03	7.17	+2.0

Season-to-Date through 11/28/20, Topline Report #2

	2019-20	2020-21	Change	2019-20	2020-21	Change	2019-20	2020-21	Change
Refrigerated	56.95	63.29	+11.1	403.16	459.94	+14.1	7.08	7.27	+2.7
NFC	35.16	40.81	+16.0	298.44	351.47	+17.8	8.49	8.61	+1.5
RECON	21.35	21.97	+2.9	103.12	106.59	+3.4	4.83	4.85	+0.5
FCOJ	1.78	2.01	+13.4	9.62	11.06	+14.9	5.42	5.49	+1.3
Shelf Stable	1.79	2.08	+16.5	13.01	15.55	+19.6	7.28	7.47	+2.7
TOTAL	60.51	67.38	+11.4	425.79	486.55	+14.3	7.04	7.22	+2.6

Source: Nielsen. xAOC = Expanded All Outlets Combined. xAOC data consists of POS data for U.S. grocery stores doing \$2 million and greater annual sales, drug stores doing \$1 million and greater annual sales, mass merchandisers (like Target), Walmart, club (Sam's and BJ's), dollar stores (Dollar General, Family Dollar and Fred's), and military/DECA.

U.S. Retail NFC Orange Juice

Promotional Pricing (xAOC)

Unit Sizes	Average Price Per Unit			Average Price Per Eq. Gallon		
	16 Week Period Ending			16 Week Period Ending		
	4/18/2020	8/8/2020	11/28/20	4/18/2020	8/8/2020	11/28/20
Non-Promotional Price						
NFC <11 oz	\$4.09	\$4.08	\$4.03	\$12.28	\$12.16	\$12.29
NFC 11-20 oz	\$1.94	\$1.98	\$1.83	\$16.43	\$16.27	\$16.70
NFC 20-50 oz	\$4.00	\$4.16	\$4.21	\$15.78	\$16.28	\$16.47
NFC 50-70 oz	\$3.74	\$3.81	\$3.77	\$8.76	\$8.94	\$8.81
NFC 70-110 oz	\$5.91	\$6.00	\$5.96	\$8.50	\$8.63	\$8.57
NFC >110 oz	\$6.75	\$6.78	\$6.71	\$6.75	\$6.78	\$6.71
Promotional Price^a						
NFC <11 oz	\$3.13	\$2.82	\$3.57	\$10.46	\$10.52	\$11.62
NFC 11-20 oz	\$1.36	\$1.40	\$1.35	\$13.66	\$14.15	\$14.03
NFC 20-50 oz	\$3.34	\$3.46	\$3.31	\$13.71	\$13.71	\$13.29
NFC 50-70 oz	\$3.22	\$3.26	\$3.19	\$7.84	\$7.91	\$7.81
NFC 70-110 oz	\$5.51	\$5.62	\$5.60	\$7.94	\$8.08	\$8.06
NFC >110 oz	\$6.11	\$6.87	\$6.02	\$6.11	\$6.87	\$6.02

Source: Nielsen. xAOC = Expanded All Outlets Combined. xAOC data consists of POS data for U.S. grocery stores doing \$2 million and greater annual sales, drug stores doing \$1 million and greater annual sales, mass merchandisers (like Target), Walmart, club (Sam's and BJ's), dollar stores (Dollar General, Family Dollar and Fred's), and military/DECA.

^aPromotional prices includes features, displays, and combined feature and display prices. Temporary price reductions (TPR) are not included in promotional prices.

U.S. Retail NFC Orange Juice

Sales by Unit Size (xAOC)

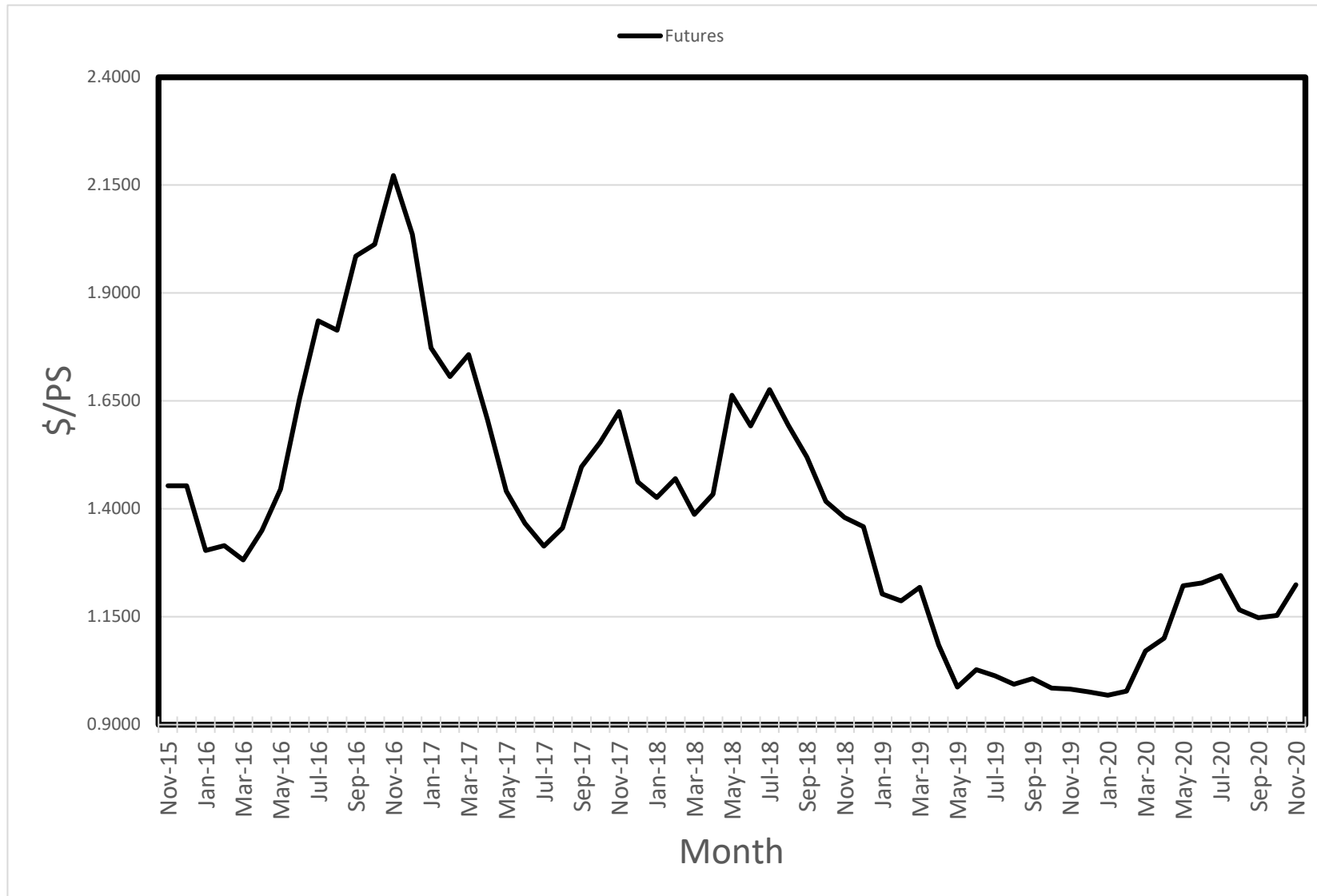
Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	4/18/2020	8/8/2020	11/28/20	4/18/2020	8/8/2020	11/28/20
NFC <11 oz	\$10,082,783	\$9,501,746	\$12,249,106	829,737	789,938	1,002,956
NFC 11-20 oz	\$35,315,250	\$31,243,493	\$31,691,640	2,244,271	1,974,001	1,975,690
NFC 20-50 oz	\$9,399,720	\$8,724,172	\$8,831,153	607,951	547,405	553,839
NFC 50-70 oz	\$474,844,272	\$454,815,971	\$423,813,609	56,810,159	52,724,931	50,162,710
NFC 70-110 oz	\$186,917,353	\$186,684,526	\$180,022,488	22,297,161	21,738,685	21,171,211
NFC >110 oz	\$25,060,022	\$28,129,574	\$25,399,820	3,735,648	4,149,083	3,814,647
% Sold on Promotion^a						
NFC <11 oz	6.3%	6.9%	11.0%	7.3%	7.9%	11.5%
NFC 11-20 oz	21.8%	18.7%	21.5%	25.1%	20.9%	24.6%
NFC 20-50 oz	13.6%	11.5%	13.7%	15.3%	13.4%	16.5%
NFC 50-70 oz	40.9%	28.1%	33.6%	43.6%	30.7%	36.4%
NFC 70-110 oz	20.0%	7.5%	12.8%	21.1%	8.0%	13.5%
NFC >110 oz	6.3%	1.2%	7.3%	6.9%	1.2%	8.1%

Source: Nielsen. xAOC = Expanded All Outlets Combined. xAOC data consists of POS data for U.S. grocery stores doing \$2 million and greater annual sales, drug stores doing \$1 million and greater annual sales, mass merchandisers (like Target), Walmart, club (Sam's and BJ's), dollar stores (Dollar General, Family Dollar and Fred's), and military/DECA.

^aPromotional prices includes features, displays, and combined feature and display prices. Temporary price reductions (TPR) are not included in promotional prices.

FCOJ Futures Monthly Average Prices

November 2015 through November 2020



FCOJ Prices November

Item	2019	2020	Change
- \$ / PS -			- % -
FCOJ Futures	0.9824	1.2238	+24.6

SOURCES: Intercontinental Exchange, Inc. (Futures)

FDOC Processor Delivered-In Prices

Variety	STD Prices Reported for Canner's A		
	2019-20	2020-21	Change
	- \$ / PS -		- % -
Early & Midseason Oranges ^a	\$0.97	\$1.20	23.7%
Late Season Oranges ^b	NA	NA	NA
White Grapefruit ^c	\$3.15	\$2.01	-36.2%
Red/Pink Grapefruit ^c	\$3.07	\$1.97	-35.8%

^a 2020-21 Season final price from 03/01/21. 2019-20 Season final price from 02/22/20.

^b Late season fruit has not begun for this season

^c 2020-21 Season final price from 06/01/21. 2019-20 Season final price from 05/18/19.

Sao Paulo Processed Orange Spot Prices
Monthly Average and Season-to-Date

Season	November Average		Season-to-Date ^a (July - November)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- \$ / box ^b -	- % -	- \$ / box ^b -	- % -
2018-19	5.94		5.66	
2019-20	4.87	-18.0	4.95	-12.6
2020-21	4.51	-7.4	4.32	-12.7

^a Unweighted average of monthly prices.

^b In U.S. dollars as reported at the CEPEA website.

Florida Fresh Orange and Specialty Fruit Shipments and FOB Prices Season-to-Date

Variety	Shipments through 11/15/20			FOB Price through 11/15/20		
	2019-20 STD	2020-21 STD	Change	2019-20 Final	2020-21 STD	Change
	- 1,000 of 4/5 bu. cartons -		- % -	- \$ / carton -		- % -
Early & Mid Oranges	383	651	+70.2	12.37	15.72	+27.1
Navel	144	268	+86.0	15.44	19.64	+27.2
Valencia	2	0	-100.0	14.86	N/A	N/A
Tangelo	0	0	N/A	24.13	N/A	N/A
Early Tangerines ^a	158	188	+18.9	23.43	8.86	-62.2
Honey / Murcotts	0	0	N/A	24.74	N/A	N/A
Royal Tangerines / Temples	0	0	N/A	N/A	N/A	N/A
TOTAL	688	1,108	+61.1			

Source: Fresh fruit shipments as reported by FDACS. FOB prices as released by the Citrus Administrative Committee.

^aPrices for Sunburst.

Selected Competitive Fresh Fruit Shipments

U.S. Clementine, Tangerine and Wilkings Imports			Texas Fresh Grapefruit Shipments			
2019-20	2020-21	Change	2019-20	2020-21	Change	
August - October			STD - 11/28/20			
- million pounds -		- % -	- thousand 7/10 bu. Cartons -		- % -	
244.7	354.2	+44.8	Total	896	924	+3.1
			Overseas	18	18	+0.6
Source: U.S. Department of Commerce.			Source: Texas Valley Citrus Committee.			

Florida FCGJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date 11/28/20 (FDOC Processor Week 8)		
	2018-19	2019-20	Change	2019-20	2020-21	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	5.2	6.9	+32.0	6.9	7.3	+7.0
Pack from Fruit	2.7	2.2	-18.8	0.2	0.1	-19.8
Imports^a	3.8	1.4	-63.1	0.1	0.1	+42.6
Availability	11.8	10.5	-10.8	7.1	7.6	+6.9
Movement	4.1	2.0	-50.7	0.6	0.4	-35.2
Bulk	3.9	1.9	-51.9	0.6	0.4	-35.6
Packaged	0.2	0.1	-22.9	0.0	0.0	-21.1
Ending Inventory	6.9	7.3	+7.0	6.5	7.2	+10.4
Bulk	6.8	7.3	+7.0	6.5	7.2	+10.6
Packaged	0.0	0.0	-10.0	0.0	0.0	-16.6
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	87.0	192.5	+121.3	83.4	142.1	+70.4

^aAlso includes domestic receipts by members of non-Florida product, foreign imports, reprocessed tangerine juice, FCGJ used in chilled GJ, net loss or gain during reprocessing and adjustments.

^bSeason-to-date weeks supply based on season-to-date movement.

Florida SSGJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date: 11/28/20 (FDOC Processor Week 8)		
	2018-19	2019-20	Change	2019-20	2020-21	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	6.9	8.5	+24.0	8.5	9.5	+11.5
Pack from Fruit	8.7	10.6	+21.1	0.5	0.8	+51.0
Imports^a	4.7	2.0	-56.4	0.2	0.1	-56.5
Availability	20.3	21.1	+4.2	9.3	10.4	+12.1
Movement	11.0	10.4	-4.7	1.5	1.8	+18.9
Bulk	0.5	-0.1	-124.9	0.0	0.0	-98.6
Packaged	10.5	10.6	+1.1	1.5	1.8	+22.8
Ending Inventory	8.5	9.5	+11.5	7.8	8.6	+11.0
Bulk	8.4	9.2	+10.4	7.6	8.5	+11.1
Packaged	0.2	0.3	+63.4	0.2	0.2	+7.7
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	40.5	47.3	+17.0	41.3	38.5	-6.7

^aAlso includes domestic receipts by members of non-Florida product, foreign imports, reprocessed tangerine juice, FCGJ used in chilled GJ, net loss or gain during reprocessing and adjustments.

^bSeason-to-date weeks supply based on season-to-date movement.

U.S. Grapefruit Juice Exports^{a,b}

Season-to-Date October						
Country	Volume			FOB Value/SSG ^c		
	2019-20	2020-21	Change	2019-20	2020-21	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	0.14	0.13	-10.3	5.69	4.35	-23.6
Europe	0.11	0.02	-85.3	4.60	5.14	+11.8
Japan	0.08	0.01	-83.1	5.00	3.35	-33.1
Other	0.05	0.10	+77.4	5.11	3.65	-28.6
TOTAL	0.39	0.25	-34.7	5.16	4.08	-20.8

^a SOURCE: U.S. Department of Commerce.

^b FDOC Processor exports of GJ for the 2020-21 season were up 5%, season-to-date through 11/28/20.

^c The FOB value of the products reported by the exporter, which does not include duties, freight, custom fees or other charges, divided by the reported number of single strength gallons.

U.S. Retail Grapefruit Juice Sales

Expanded All Outlets Combined (xAOC)^a

Item	Volume Sales			Dollar Sales			Price/Eq Gallon		
	2018-19	2019-20	Change	2018-19	2019-20	Change	2018-19	2019-20	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- \$/SSE gallon -		- % -

Full Season Results for the Previous Two Seasons

Refrigerated	8.56	9.05	+5.7	77.34	85.23	+10.2	9.03	9.42	+4.2
NFC	8.46	8.90	+5.2	75.64	82.44	+9.0	8.94	9.27	+3.6
RECON	0.10	0.15	+47.9	1.69	2.78	+64.4	16.29	18.11	+11.1
FCGJ	0.39	0.47	+21.2	1.83	1.81	-1.1	4.72	3.85	-18.4
Shelf Stable	2.98	2.96	-0.6	20.20	21.92	+8.5	6.78	7.40	+9.2
TOTAL	11.93	12.48	+4.7	99.37	108.96	+9.7	8.33	8.73	+4.8

Season-to-Date through 11/28/20, Topline Report #2

	2019-20	2020-21	Change	2019-20	2020-21	Change	2019-20	2020-21	Change
Refrigerated	1.23	1.35	+9.9	11.16	12.85	+15.2	9.08	9.52	+4.8
NFC	1.21	1.33	+9.6	10.88	12.42	+14.1	8.98	9.35	+4.1
RECON	0.02	0.02	+30.1	0.28	0.44	+57.2	15.80	19.09	+20.8
FCOJ	0.07	0.06	-14.8	0.32	0.21	-34.3	4.53	3.49	-22.9
Shelf Stable	0.40	0.42	+6.1	2.83	3.22	+14.0	7.06	7.59	+7.5
TOTAL	1.70	1.84	+8.0	14.30	16.29	+13.9	8.42	8.88	+5.5

Source: Nielsen. xAOC = Expanded All Outlets Combined. xAOC data consists of POS data for U.S. grocery stores doing \$2 million and greater annual sales, drug stores doing \$1 million and greater annual sales, mass merchandisers (like Target), Walmart, club (Sam's and BJ's), dollar stores (Dollar General, Family Dollar and Fred's), and military/DECA.

Florida Fresh Grapefruit Shipments

Season-to-Date through 11/15/20

Destination/Variety	2019-20 STD	2020-21 STD	Change
- 1,000 4/5-bu. cartons -			- % -
Domestic & Canadian - All	338	564	+67.0
White	8	11	+35.6
Red/Pink	330	553	+67.7
Offshore Exports - All	305	354	+15.9
White	60	95	+58.6
Red/Pink	245	259	+5.5
TOTAL - All	643	917	+42.7
White	68	105	+56.0
Red/Pink	575	812	+41.2

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Shipments Season-to-Date through 11/15/20

Country	2019-20 STD	2020-21 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	279	515	+84.6
Canada	59	49	-17.0
Europe	120	126	+5.5
Japan	129	170	+31.7
Other	57	58	+1.8
TOTAL - All	643	917	+42.7

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Domestic FOB Prices
Season-to-Date through 11/15/20

Variety	FOB Price		
	2019-20 Final	2020-21 STD	Change
	- \$ / carton -		- % -
TOTAL^a	16.00	18.70	+16.9
White	17.76	15.38	-13.4
Red/Pink	15.79	19.13	+21.2

^aWeighted average based on FDACS reporting of fresh fruit shipments
Source: Citrus Administrative Committee

Foreign Exchange Rates Per USD

Date	Euro	Real	Yen
Annual			
2015	0.9013	3.329	121.02
2016	0.9042	3.492	108.91
2017	0.8871	3.188	112.14
2018	0.8472	3.640	110.38
2019	0.8932	3.944	109.02
2019 (through November)	0.8925	3.928	109.00
2020 (through November)	0.8735	5.172	106.98
% Change	-2.1	+31.7	-1.9
Average for Month of November			
2019	0.9043	4.1487	108.82
2020	0.8448	5.4474	104.32
% Change	-6.6	+31.3	-4.1