

Florida Citrus Economic & Market Indicators March 2021

**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 - February were down 9.3% from the previous 3 season average with exports to the NAFTA region, Europe and the Far East down 10.3%, down 10.8% and down 3.6%, respectively.
- Season-to-date through 02/20/21, Florida FCOJ availability, movement and ending inventories were down 12.9%, down 5.9%, and down 17.3% respectively, from last season.
- Season-to-date through 02/20/21, Florida SSOJ availability, movement and ending inventories were down 16.9%, up 6.2%, and down 31.6% respectively, from last season.
- For October through January of the 2020-21 season, U.S. OJ imports and exports were up 14.9% and up 3.1% from last season, respectively. Season-to-date through 02/20/21, Florida OJ exports were up 40.3% (FDOC Processors Report).
- For October through December of the 2020-21 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was up 2.8%.
- Season-to-date through 02/20/21, 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 13.6% from the previous season, with the NFC price up 1.8%, the Recon price up 0.6% and the overall OJ price up 3.5%.
- The average FCOJ Futures price was \$1.10/PS, up \$0.13/PS from last year.
- Season-to-date through 02/13/21, the delivered-in price for early and midseason oranges was \$1.70/PS, up \$0.73/PS from last season. Season-to-date through 02/20/21, the delivered-in price for late season oranges was \$2.31/PS, up \$1.07/PS from last season.
- Season-to-date through 02/14/21, fresh orange and specialty citrus shipments were up 9.1% from last season.
- From August through January of the 2020-21 season, clementine and tangerine imports were up 35.5% relative to last season. Season-to-date through 03/05/21, Texas fresh grapefruit shipments were down 28.9% relative to last season.
- Season-to-date through 02/20/21, Florida FCGJ availability, movement and ending inventories were down 0.1%, up 48.7%, and down 0.6% respectively, from last season.
- Season-to-date through 02/20/21, Florida SSGJ availability, movement and ending inventories were up 4.3%, up 17.7%, and up 3.7% respectively, from last season.
- For October through January of the 2020-21 season, U.S. GJ exports were up 9.2%. Season-to-date through 02/20/21, Florida GJ exports were down 33.3% (FDOC Processors report).
- Season-to-date through 02/20/21, 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 21.0% from the previous season, with the overall GJ price up 8.6%.
- Season-to-date through 02/14/21, Florida fresh grapefruit shipments were up 2.6% from last season, with Domestic/Canadian shipments up 22.9% and offshore shipments down 23.2% (DFVI). Shipments to Europe and Japan were down 16.9% and down 32.4%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were up 0.2% and up 8.7%, respectively.
- For the month of February, versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were down 9.7%, up 24.7%, and down 4.1% respectively.

Brazil Orange Juice Exports

Destination		Season-to-date July - February				Change from 3 season average
		2017-18	2018-19	2019-20	2020-21	
million SSE Gallons						%
NAFTA ^b	Total	268.5	220.7	191.1	203.5	-10.3
	FCOJ	165.8	102.1	108.1	115.2	-8.1
	SSOJ	102.6	118.7	83.0	88.3	-13.0
Europe ^c	Total	697.2	637.0	768.5	624.9	-10.8
	FCOJ	553.7	480.3	607.4	461.8	-15.6
	SSOJ	143.5	156.6	161.1	163.0	+6.0
East Asia ^d	Total	94.5	83.0	105.8	91.1	-3.6
Others	Total	58.9	51.7	42.4	53.9	+5.8
Total		1,119.0	992.4	1,107.8	973.4	-9.3

^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 02/20/21 (FDOC Processor Week 20)		
	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	44.7	16.8	-62.5
Imports^a	304.4	169.6	-44.3	61.8	93.2	+50.7
Availability	634.8	569.3	-10.3	424.3	369.6	-12.9
Movement	317.0	315.8	-0.4	120.5	113.4	-5.9
Bulk	251.6	260.0	+3.3	96.9	93.8	-3.2
Packaged	65.4	55.7	-14.8	23.7	19.6	-17.2
Ending Inventory	317.8	259.7	-18.3	309.7	256.2	-17.3
Bulk	311.9	254.1	-18.5	302.5	250.1	-17.3
Packaged	5.8	5.6	-4.5	7.2	6.1	-15.0
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^b	52.1	42.8	-18.0	51.4	45.2	-12.1

^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 02/20/21 (FDOC Processor Week 20)		
	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	109.4	96.4	-11.9
Imports^a	119.3	55.5	-53.5	26.7	40.8	+52.6
Availability	562.3	557.3	-0.9	345.1	286.8	-16.9
Movement^b	347.4	389.1	+12.0	140.2	149.0	+6.2
Bulk	20.0	26.7	+33.5	8.0	4.7	-40.8
Packaged	327.4	362.4	+10.7	132.2	144.2	+9.1
Ending Inventory	209.0	149.7	-28.4	194.8	133.3	-31.6
Bulk	203.5	143.6	-29.4	189.0	127.7	-32.4
Packaged	5.5	6.1	+10.4	5.8	5.6	-4.8
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^c	31.3	20.0	-36.1	27.8	17.9	-35.6

^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 - January						
Country	Volume			FOB Value/SSG ^c		
	2019-20	2020-21	Change	2019-20	2020-21	Change
TOTAL OJ						
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Brazil	82.19	86.75	+5.5	1.28	1.17	-8.5
CBI ^b	0.00	1.14	+215403.8	15.03	1.00	-93.3
Mexico	22.26	32.59	+46.4	2.02	1.95	-3.6
Other	1.13	0.86	-24.3	2.56	4.04	+57.5
TOTAL	105.59	121.35	+14.9	1.45	1.39	-3.5
NFC OJ						
Brazil	30.42	27.48	-9.7	1.54	1.51	-2.3
CBI ^b	0.00	0.00	N/A	0.00	0.00	N/A
Mexico	3.36	5.94	+76.7	2.82	2.67	-5.5
Other	0.00	0.15	+5109.5	16.22	4.85	-70.1
TOTAL	33.79	33.57	-0.6	1.67	1.73	+3.4

^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 - January						
Country	Volume			FOB Value/SSG ^c		
	2019-20	2020-21	Change	2019-20	2020-21	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	10.16	10.77	+6.0	5.18	5.00	-3.5
Europe	0.67	0.05	-92.6	3.64	7.35	+101.5
Japan	0.02	0.14	+556.6	4.24	5.00	+17.8
Other	3.98	4.34	+8.9	5.55	4.67	-15.8
TOTAL	14.83	15.30	+3.1	5.21	4.91	-5.6

^a Includes OJ with added vitamins and minerals.

^b FDOC Processor exports of OJ for the 2020-21 season were up 40.3%, season-to-date through 02/20/21

^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 - December		
	2019-20	2020-21	Change
	- million SSE gallons -		- % -
Beginning Inventory^a	21.6	24.0	+11.1
Foreign Imports^b	<u>32.7</u>	<u>24.4</u>	<u>-25.4</u>
Availability^c	54.3	48.4	-10.9
Ending Inventory^a	<u>26.1</u>	<u>19.4</u>	<u>-25.6</u>
Non-FDOC Processor FCOJ Disappearance^d	28.2	29.0	+2.8

^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	366.78	413.25	+12.7	2,602.20	2,996.07	+15.1	7.09	7.25	+2.2
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	14.73	17.87	+21.3	74.47	91.64	+23.1	5.05	5.13	+1.5
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	3,181.16	+14.8	7.03	7.17	+2.0

Season-to-Date through 02/20/21, Topline Report #5

	2019-20	2020-21	Change	2019-20	2020-21	Change	2019-20	2020-21	Change
Refrigerated	149.40	166.57	+11.5	1,062.20	1,213.52	+14.2	7.11	7.29	+2.5
NFC	94.43	108.26	+14.6	796.19	929.55	+16.7	8.43	8.59	+1.8
RECON	54.95	58.31	+6.1	265.89	283.97	+6.8	4.84	4.87	+0.6
FCOJ	5.86	6.63	+13.3	29.66	37.03	+24.9	5.06	5.58	+10.2
Shelf Stable	4.47	8.21	+83.6	32.69	71.85	+119.8	7.31	8.75	+19.7
TOTAL	159.71	181.42	+13.6	1,124.43	1,322.39	+17.6	7.04	7.29	+3.5

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.

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		
	7/11/2020	10/31/2020	02/20/21	7/11/2020	10/31/2020	02/20/21
Non-Promotional Price						
NFC <11 oz	\$4.13	\$4.03	\$4.05	\$12.25	\$12.22	\$12.72
NFC 11-20 oz	\$1.98	\$1.88	\$1.79	\$16.30	\$16.46	\$17.19
NFC 20-50 oz	\$4.14	\$4.22	\$4.17	\$16.23	\$16.52	\$16.62
NFC 50-70 oz	\$3.80	\$3.78	\$3.73	\$8.94	\$8.85	\$8.74
NFC 70-110 oz	\$6.02	\$5.97	\$5.95	\$8.65	\$8.58	\$8.56
NFC >110 oz	\$6.78	\$6.73	\$6.72	\$6.78	\$6.73	\$6.72
Promotional Price^a						
NFC <11 oz	\$2.76	\$3.38	\$3.88	\$10.50	\$10.97	\$12.60
NFC 11-20 oz	\$1.36	\$1.37	\$1.34	\$14.15	\$13.94	\$14.01
NFC 20-50 oz	\$3.44	\$3.43	\$3.37	\$13.54	\$13.63	\$13.96
NFC 50-70 oz	\$3.27	\$3.22	\$3.17	\$7.93	\$7.88	\$7.74
NFC 70-110 oz	\$5.62	\$5.59	\$5.70	\$8.08	\$8.05	\$8.19
NFC >110 oz	\$7.18	\$6.13	\$5.91	\$7.18	\$6.13	\$5.91

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)

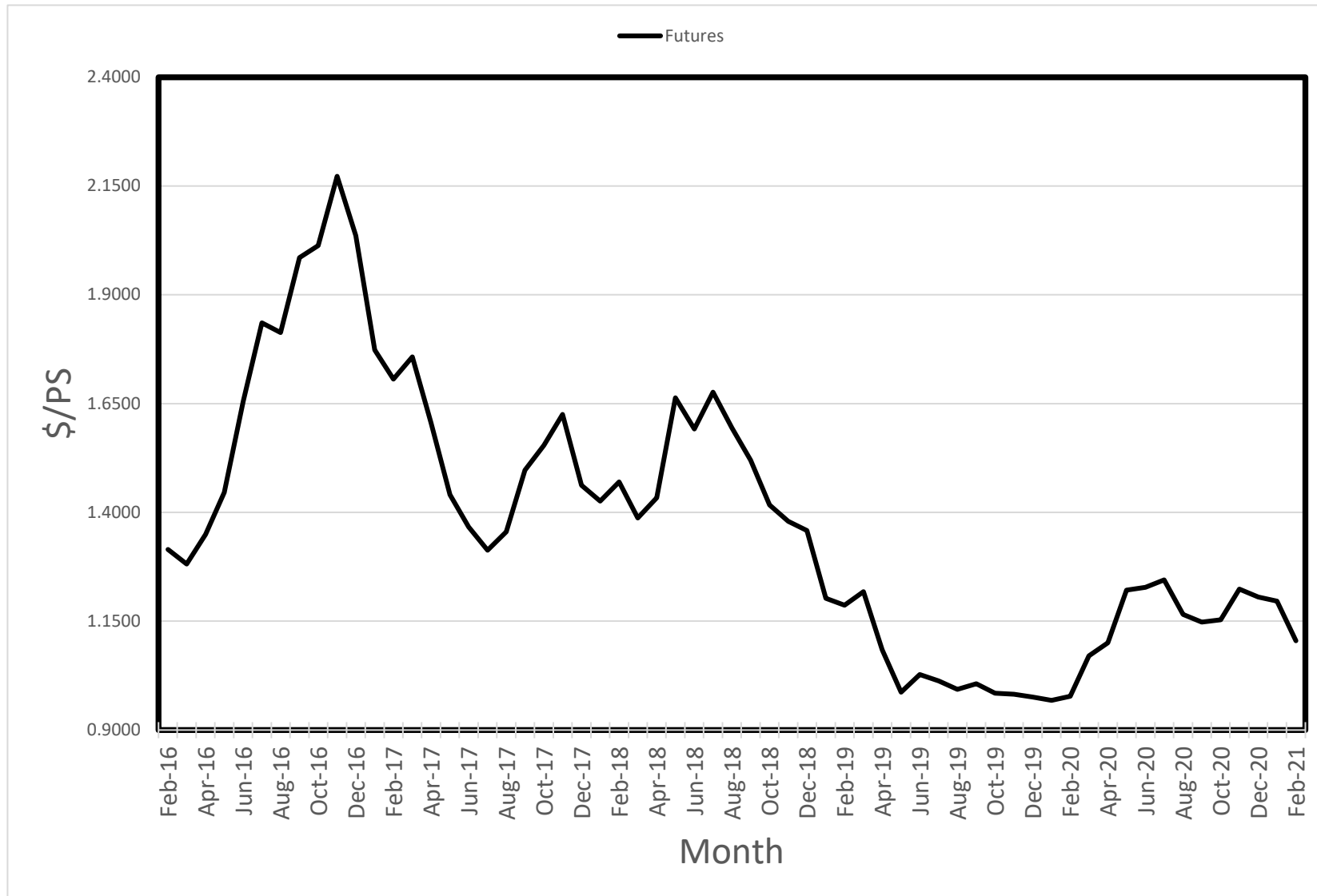
Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	7/11/2020	10/31/2020	02/20/21	7/11/2020	10/31/2020	02/20/21
NFC <11 oz	\$9,419,567	\$11,417,578	\$13,854,338	776,658	943,532	1,090,076
NFC 11-20 oz	\$30,533,607	\$32,091,177	\$31,101,061	1,923,614	2,031,148	1,894,617
NFC 20-50 oz	\$8,993,574	\$8,601,023	\$8,810,572	565,918	534,839	545,079
NFC 50-70 oz	\$494,068,942	\$414,860,263	\$480,220,300	57,397,342	48,674,084	57,603,617
NFC 70-110 oz	\$191,410,917	\$177,795,090	\$199,030,644	22,255,863	20,878,337	23,393,106
NFC >110 oz	\$28,847,208	\$25,304,567	\$27,680,313	4,250,209	3,776,718	4,180,555
% Sold on Promotion^a						
NFC <11 oz	6.2%	8.8%	10.9%	7.2%	9.7%	11.0%
NFC 11-20 oz	17.6%	23.1%	20.8%	19.7%	26.2%	24.3%
NFC 20-50 oz	10.7%	12.8%	14.9%	12.6%	15.0%	17.3%
NFC 50-70 oz	30.5%	31.2%	37.2%	33.1%	33.8%	40.1%
NFC 70-110 oz	8.9%	11.8%	12.6%	9.5%	12.5%	13.0%
NFC >110 oz	1.6%	4.0%	11.2%	1.5%	4.4%	12.5%

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.

^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

February 2016 through February 2021



FCOJ Prices February

Item	2020	2021	Change
- \$ / PS -			- % -
FCOJ Futures	0.9772	1.1050	+13.1

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	\$1.70	75.3%
Late Season Oranges ^b	\$1.25	\$2.31	84.8%
White Grapefruit ^c	\$2.25	\$2.21	-1.8%
Red/Pink Grapefruit ^c	\$2.07	\$2.25	8.7%

^a 2020-21 Season final price from 02/13/21. 2019-20 STD price through 02/15/20.

^b 2020-21 STD price through 02/20/21. 2019-20 STD price through 02/15/20.

^c 2020-21 STD price through 02/20/21. 2019-20 STD price through 02/15/20.

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

Season	February Average		Season-to-Date ^a (July - February)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- \$ / box ^b -	- % -	- \$ / box ^b -	- % -
2018-19	5.7		5.69	
2019-20	4.88	-14.4	4.96	-12.8
2020-21	4.59	-5.9	4.48	-9.8

^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 02/14/21			FOB Price through 02/21/21		
	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	1,863	2,182	+17.1	12.37	15.61	+26.2
Navel	760	598	-21.4	15.44	19.44	+25.9
Valencia	65	217	+234.4	14.86	14.89	+0.2
Tangelo	132	84	-36.5	24.13	31.00	+28.5
Early Tangerines ^a	764	830	+8.7	23.43	22.76	-2.8
Honey / Murcotts	55	57	+4.2	24.74	27.27	+10.2
Royal Tangerines / Temples	17	20	+20.9	N/A	19.65	N/A
TOTAL	3,657	3,989	+9.1			

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 - January				STD - 03/05/21		
- million pounds -		- % -		- 1,000 Equivalent ¹ 4/5 Bu. Cartons -		
297.8	403.6	+35.5	Total	3,779	2,713	-28.2
			Domestic	3,532	2,512	-28.9
			Canada	230	96	-58.1
			Overseas	17	105	+520.2
Source: U.S. Department of Commerce.			Source: Texas Valley Citrus Committee.			

¹Reported as 7/10 Bu. Cartons, converted by equivalent weight to standard Florida 4/5 Bu. Carton.

Florida FCGJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date 02/20/21 (FDOC Processor Week 20)		
	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	1.2	0.7	-40.2
Imports^a	3.8	1.4	-63.1	0.5	0.5	-3.2
Availability	11.8	10.5	-10.8	8.5	8.5	-0.1
Movement	4.1	2.0	-50.7	0.8	1.2	+48.7
Bulk	3.9	1.9	-51.9	0.8	1.2	+52.4
Packaged	0.2	0.1	-22.9	0.0	0.0	-12.0
Ending Inventory	6.9	7.3	+7.0	7.4	7.3	-0.6
Bulk	6.8	7.3	+7.0	7.3	7.3	-0.6
Packaged	0.0	0.0	-10.0	0.0	0.0	-6.1
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	87.0	192.5	+121.3	182.3	121.8	-33.2

^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: 02/20/21 (FDOC Processor Week 20)		
	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	6.4	6.3	-1.6
Imports^a	4.7	2.0	-56.4	0.8	0.6	-24.6
Availability	20.3	21.1	+4.2	15.7	16.4	+4.3
Movement	11.0	10.4	-4.7	3.6	4.3	+17.7
Bulk	0.5	-0.1	-124.9	-0.1	0.0	-132.3
Packaged	10.5	10.6	+1.1	3.7	4.3	+14.4
Ending Inventory	8.5	9.5	+11.5	11.7	12.1	+3.7
Bulk	8.4	9.2	+10.4	11.5	12.0	+3.8
Packaged	0.2	0.3	+63.4	0.2	0.1	-3.0
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	40.5	47.3	+17.0	64.1	56.5	-11.9

^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 - January						
Country	Volume			FOB Value/SSG ^c		
	2019-20	2020-21	Change	2019-20	2020-21	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	0.32	0.50	+57.1	6.32	4.23	-33.1
Europe	0.41	0.33	-20.9	4.11	3.78	-7.9
Japan	0.19	0.33	+77.5	4.79	4.67	-2.6
Other	0.35	0.23	-34.4	4.66	4.40	-5.5
TOTAL	1.27	1.38	+9.2	4.91	4.26	-13.4

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

^b FDOC Processor exports of GJ for the 2020-21 season were down 33.3%, season-to-date through 02/20/21.

^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 02/20/21, Topline Report #5

	2019-20	2020-21	Change	2019-20	2020-21	Change	2019-20	2020-21	Change
Refrigerated	3.17	3.43	+8.4	28.79	32.84	+14.1	9.09	9.56	+5.2
NFC	3.12	3.37	+8.1	27.95	31.56	+12.9	8.96	9.37	+4.5
RECON	0.05	0.06	+31.8	0.84	1.28	+52.5	17.07	19.75	+15.7
FCOJ	0.18	0.15	-17.1	0.79	0.52	-34.2	4.49	3.57	-20.6
Shelf Stable	1.01	1.69	+67.1	7.22	15.02	+108.1	7.14	8.89	+24.5
TOTAL	4.35	5.27	+21.0	36.80	48.38	+31.5	8.45	9.18	+8.6

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.

Florida Fresh Grapefruit Shipments Season-to-Date through 02/14/21

Destination/Variety	2019-20 STD	2020-21 STD	Change
- 1,000 4/5-bu. cartons -			- % -
Domestic & Canadian - All	1,598	1,964	+22.9
White	50	46	-8.6
Red/Pink	1,548	1,919	+23.9
Offshore Exports - All	1,258	966	-23.2
White	227	161	-28.9
Red/Pink	1,031	805	-21.9
TOTAL - All	2,856	2,931	+2.6
White	277	207	-25.3
Red/Pink	2,579	2,724	+5.6

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Shipments Season-to-Date through 02/14/21

Country	2019-20 STD	2020-21 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	1,382	1,790	+29.5
Canada	216	174	-19.4
Europe	556	462	-16.9
Japan	485	328	-32.4
Other	217	177	-18.8
TOTAL - All	2,856	2,931	+2.6

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Domestic FOB Prices
Season-to-Date through 02/21/21

Variety	FOB Price		
	2019-20 Final	2020-21 STD	Change
	- \$ / carton -		- % -
TOTAL^a	15.98	17.21	+7.7
White	17.76	17.8	+0.2
Red/Pink	15.79	17.16	+8.7

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

Foreign Exchange Rates Per USD

Date	Euro	Real	Yen
Annual			
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
2020	0.8692	5.170	106.72
2020 (through February)	0.9081	4.237	109.59
2021 (through February)	0.8242	5.381	104.56
% Change	-9.2	+27.0	-4.6
Average for Month of February			
2020	0.9159	4.3410	109.92
2021	0.8267	5.4118	105.386
% Change	-9.7	+24.7	-4.1