Welcome to our new <u>weekly Retail information sheet</u>. We will inform you on the highlights of our assortment. Please contact our Retail team for more detailed info.

Grapes

European season coming to an end, Brazilian and Peruvian volumes are dominating the assortment. Peru has started with high price expectation and limited volumes, Peru having exported up until now less than 30% than last year. Both countries face high costs and a bad exchange rate so they and the importers are cautious.

Update EXSA RSA: Our first Early Sweet®/ Prime® are packed this week.

The first containers Starlight from Namibia are
on the way!. Season is looking very promising
so far in all harvesting areas.

Citrus

Oranges is the only overseas cultivar still in the market. RSA has shipped some late fruit of excellent quality to deliver to the juicing programs. We are able to deliver Midknight and Valencia oranges until week 50-51. Prices are on interesting levels to make promotions in the next two to three weeks.

Spain is in full production with Navel-types. Which are mostly mid to small sizes and the weather is not ideal, fruit has got shelf-life issues. But there are plenty of promotional possibilities.

Spanisch clementines are in full production, Morocco has had very high temperatures and lost a good volume of their crop. We do not expect Morocco to influence the market a lot in the next weeks.

Crop update from Egypt show a late(r) start. Also here due to instable weather. Crop yield looks good on almost all varieties.

Plums

Crop estimate of plums looks again to be between 14 and 15m cartons, about the same as last season. The new varieties come in bigger production and the older ones slow down. First plums and nectarines are due to arrive end of week 49. First bigger volumes are due to arrive in week 51 only.

We will introduce some new packaging lines this coming season together with some packaging options that we already have in store.









Limes

Limes- Offer will remain limited the coming weeks and until Christmas, please contact us in advance for your needs.

Melons

Brazilian melon volumes remain lower than last year and lower than target. This is partly caused by growing conditions. We notice a lower yield per hectare than pre-calculated and also container/transport availability remains a weekly problem. Prices are on a reasonable level and we expect a stable market straight through December.

On our farms in Costa Rica we have faced a very slow start of the planting season. In some cases, same lands we have some delay because of rainfall. We are picking up speed last days. Weather permitted we expect to start shipping week 03-23.

Strawberries

In week 47 we will kick-off the Egyptian strawberries season. The weather circumstances are good, and we are confident that the quality and taste makes our expectations come true. Our growers are focused on nice colored varieties like: Fortuna, Sensation, Winter Dawn, and Festival. We are able to supply in 10x250g flatpack, or 12x400g punnets. The punnets will be labeled with our own premium EXSA label, or with your own label.