

Prince Edward Island Potatoes

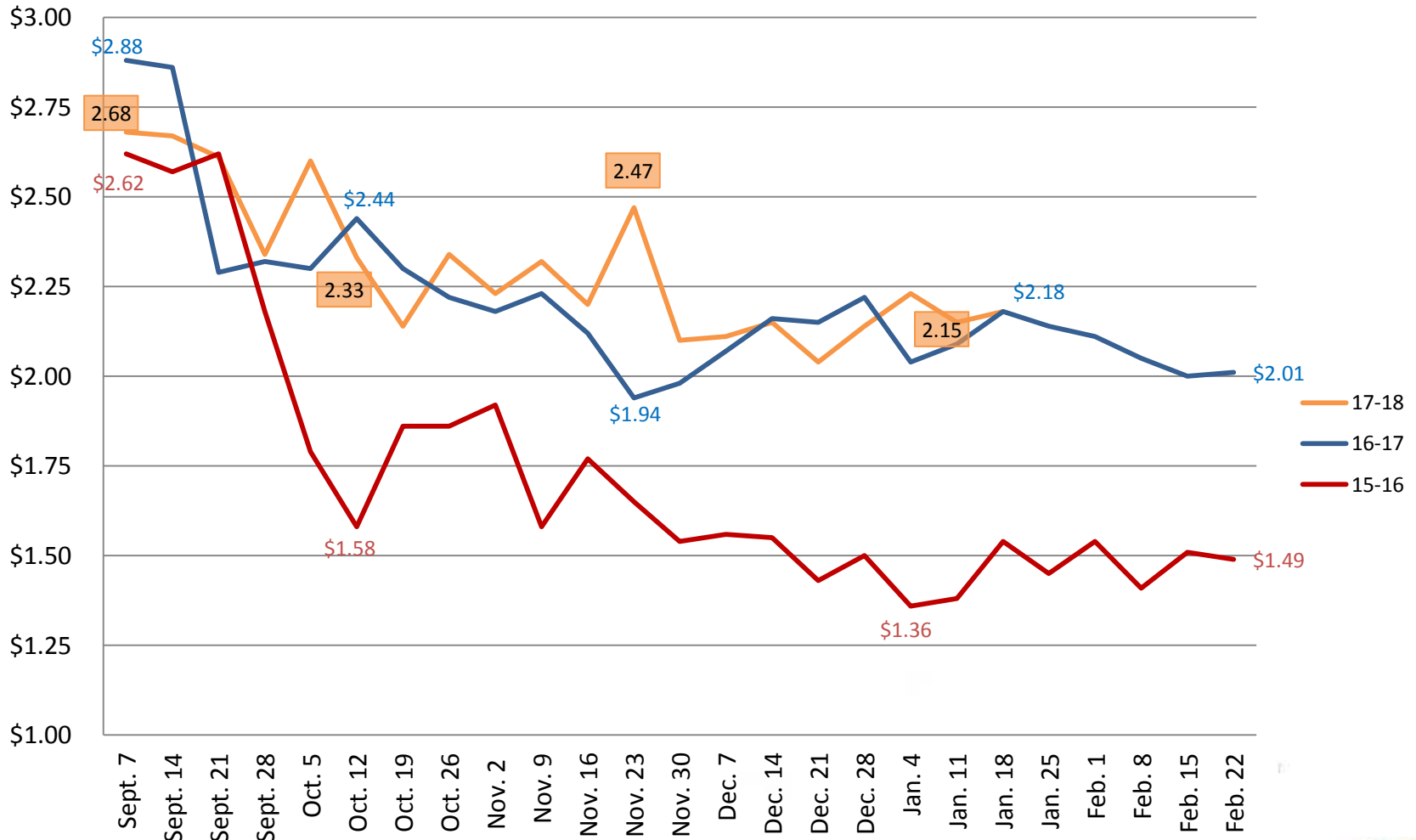


2017 – 2018 Update

Mark Phillips



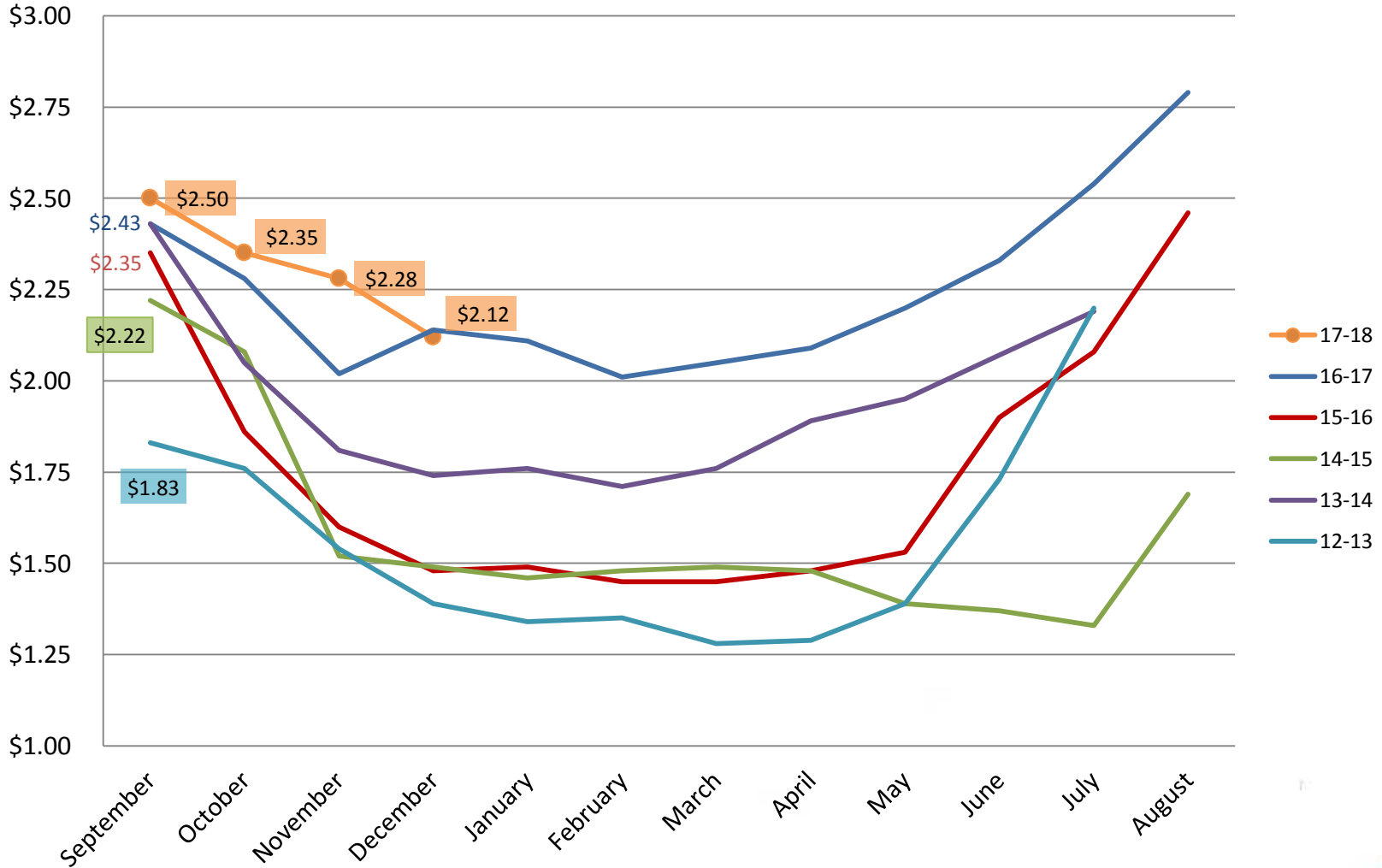
PEI 10lb Canadian Price in Canadian Markets



*All prices are FOB PEI



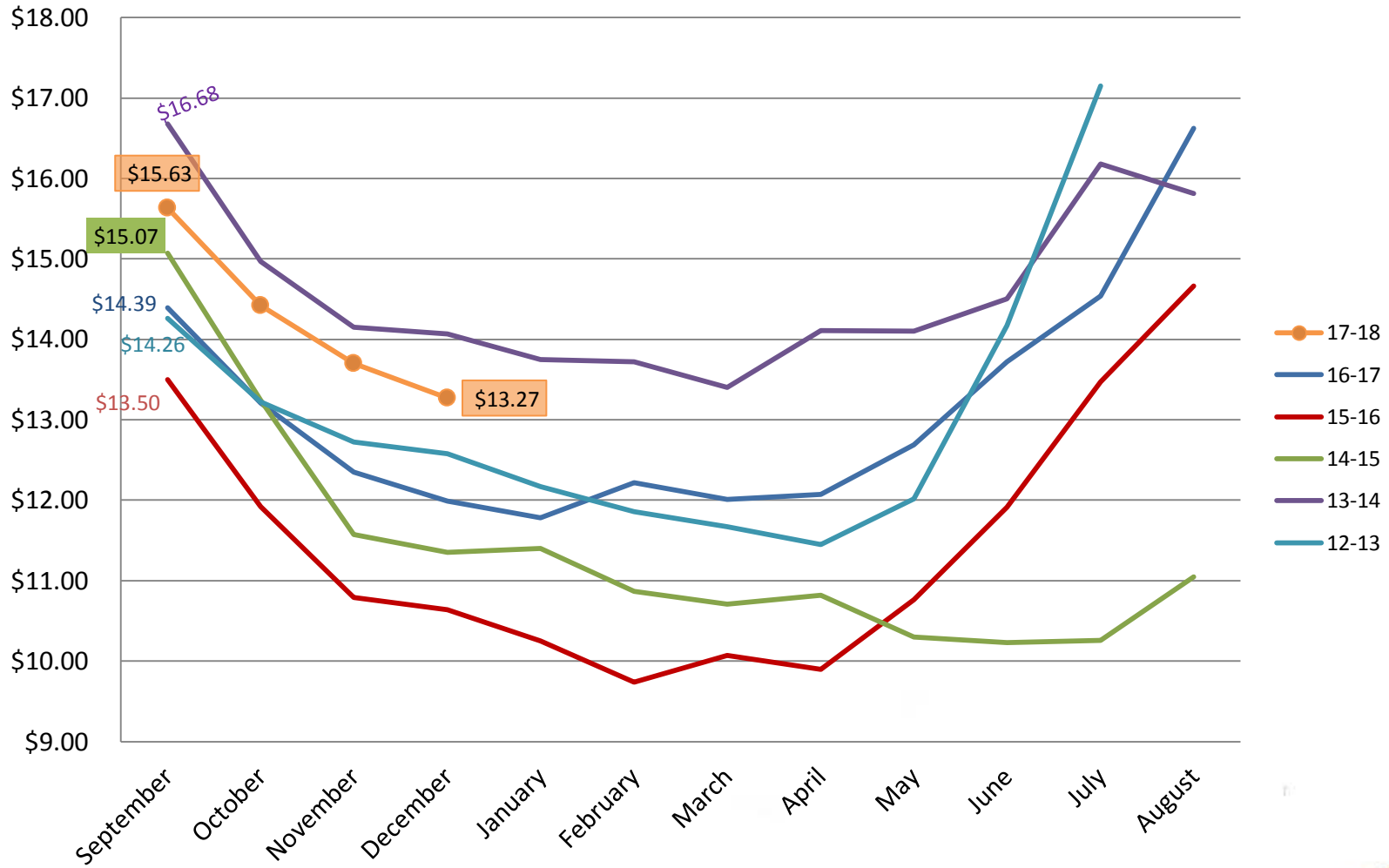
PEI 10lb Price in Canadian Markets



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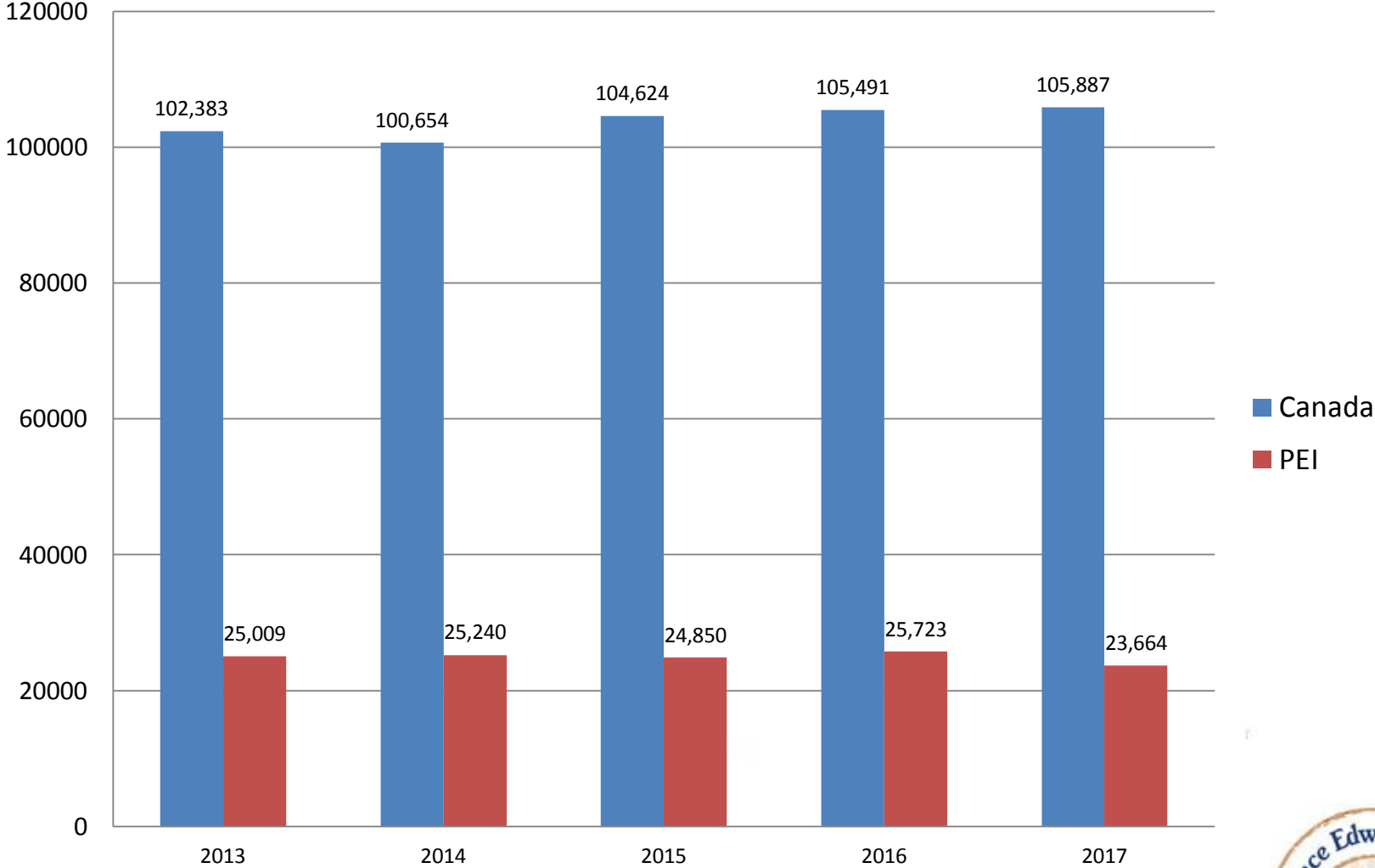
PEI 10 x 5lb Price in Puerto Rico



*All prices in USD, delivered to Puerto Rico



Historical Canadian and PEI Potato Production (`000 CWT)

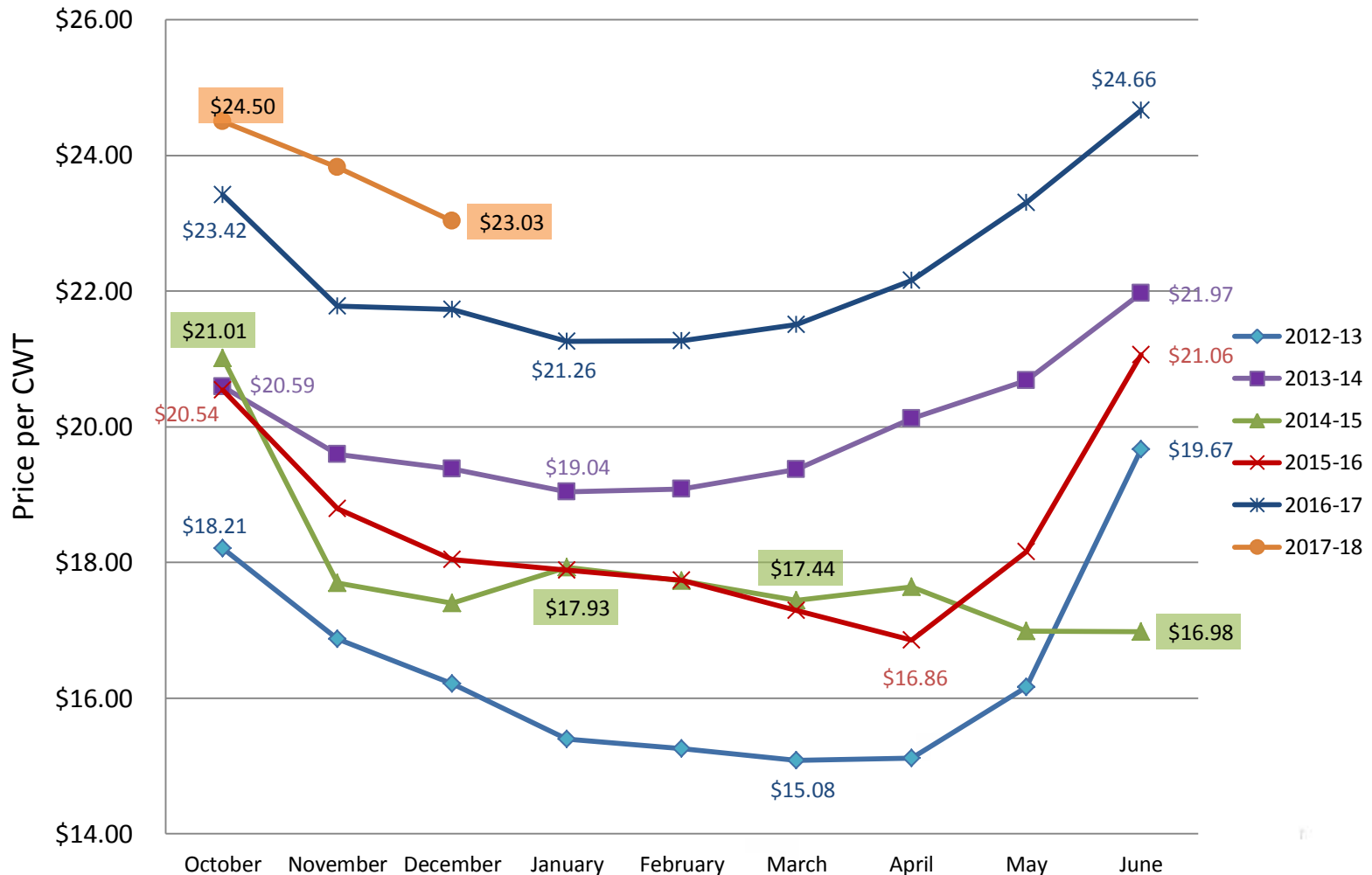


PEI Holdings as of January 1

- Production for 2017 was down -8%
- Total Fresh Shipments were down -7.7%
- Processing/Local Use is down -7.2%
- Total Disposition as of December 31st was down -8.8%
- Total Holdings at January 1st were down -7.7%
- Projected Fresh Holdings were down -18%



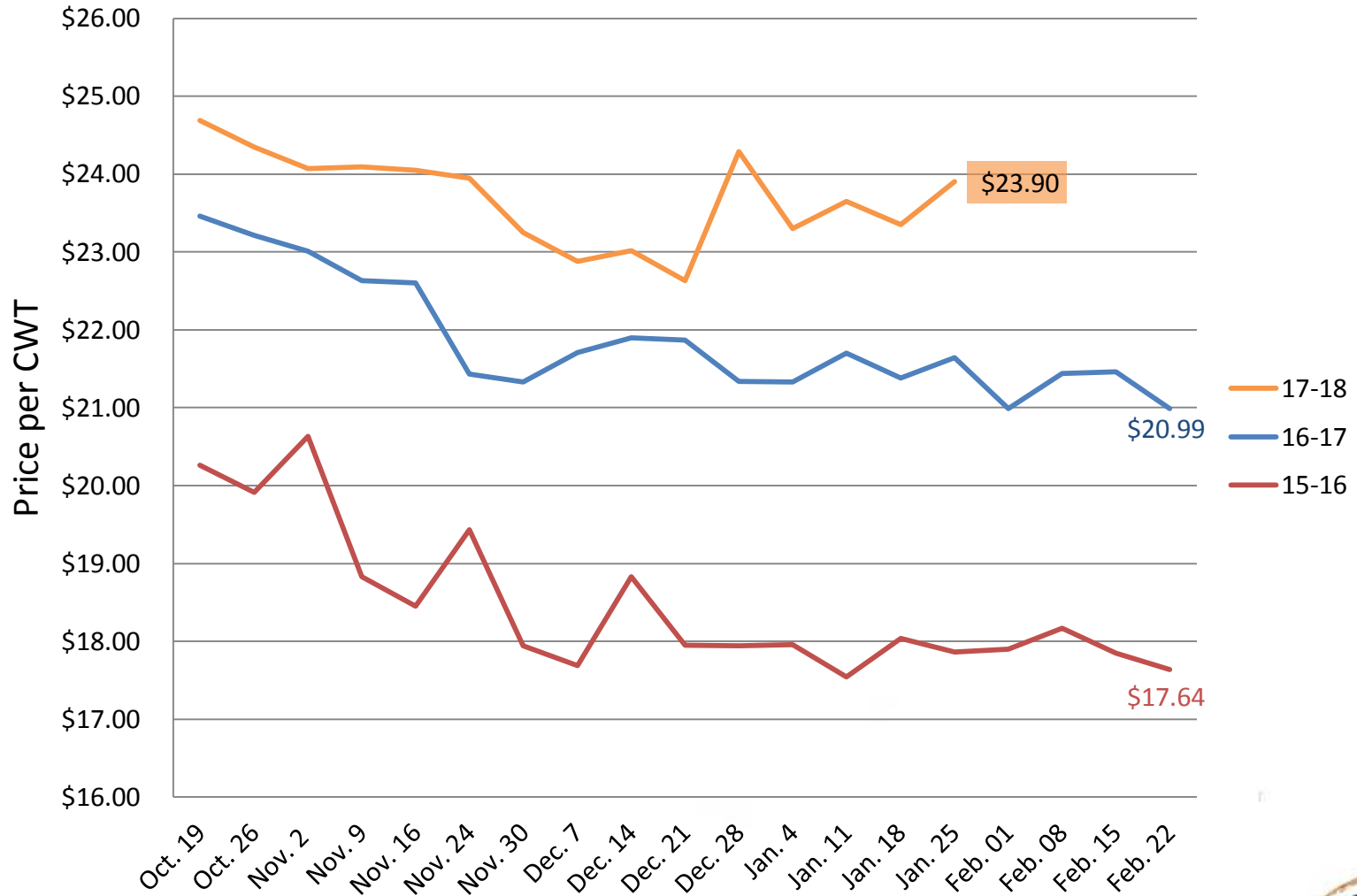
Fresh Weighted Average - Monthly



The Fresh Weighted Average (FWA) is a weighted average of the most popular pack sizes (dealer prices). The FWA helps us follow pricing trends in the market place without focusing on one pack size.



Fresh Weighted Average - Weekly



PRINCE EDWARD ISLAND POTATO BOARD SEED AND TABLE MARKETING SUMMARY

July 01 To: January 24 (7 Months)

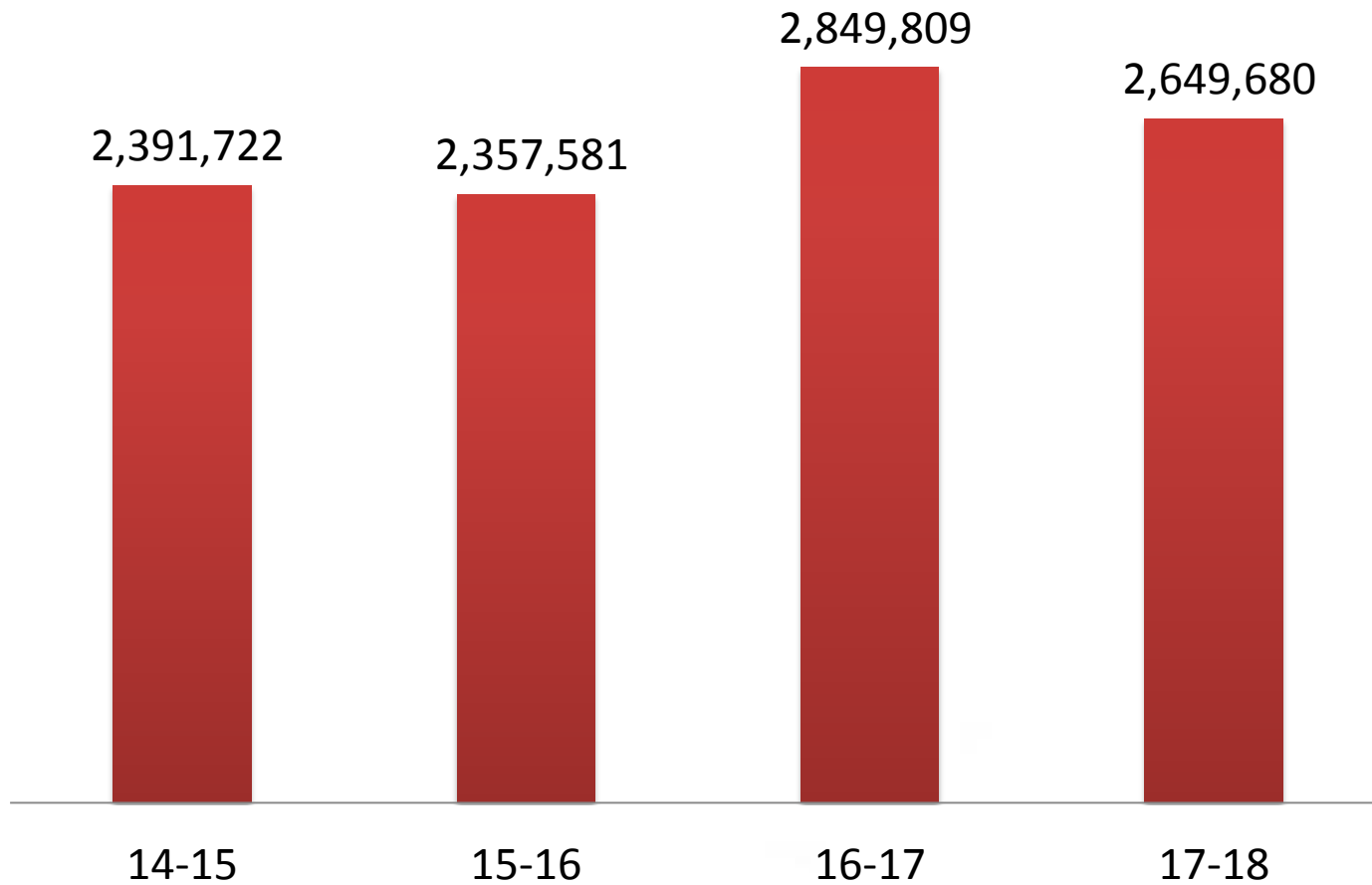
CWT

	SEED				TABLE				TOTAL				17-18	17-18
	14-15	15-16	16-17	17-18	14-15	15-16	16-17	17-18	14-15	15-16	16-17	17-18	vs16-17	Avg 3yrs
British Columbia	0	0	0	0	4,011	3,665	1,945	975	4,011	3,665	1,945	975	-49.9%	-69.6%
Alberta	0	0	0	0	1,393	429	620	1,501	1,393	429	620	1,501	142.1%	84.5%
Other Ontario	1,147	1,200	0	0	125,524	209,931	287,196	301,451	126,671	211,131	287,196	301,451	5.0%	44.7%
Ottawa	0	0	0	0	35,609	31,925	36,512	18,575	35,609	31,925	36,512	18,575	-49.1%	-46.4%
Toronto	0	429	0	0	277,344	193,305	240,519	157,213	277,344	193,734	240,519	157,213	-34.6%	-33.7%
Montreal	0	0	0	0	40,382	38,216	62,939	120,352	40,382	38,216	62,939	120,352	91.2%	155.1%
Other Quebec	0	0	0	0	38,901	45,812	57,987	67,799	38,901	45,812	57,987	67,799	16.9%	42.5%
New Brunswick	0	0	9,474	0	148,083	91,621	99,639	133,692	148,083	91,621	109,113	133,692	22.5%	15.0%
Nova Scotia	0	1,209	0	0	116,949	130,285	130,823	115,030	116,949	131,494	130,823	115,030	-12.1%	-9.0%
Newfoundland	0	0	0	0	61,918	55,861	57,103	66,585	61,918	55,861	57,103	66,585	16.6%	14.2%
St. John's	0	0	0	0	24,561	14,315	13,827	11,700	24,561	14,315	13,827	11,700	-15.4%	-33.4%
Canada	1,147	2,838	9,474	0	874,673	815,365	989,110	994,872	875,820	818,203	998,584	994,872	-0.4%	10.8%
Virgin Islands	0	0	0	0	1,724	800	1,088	320	1,724	800	1,088	320	-70.6%	-73.4%
Connecticut	0	0	0	0	23,608	33,442	46,124	41,774	23,608	33,442	46,124	41,774	-9.4%	21.5%
Florida	6,348	16,259	32,703	25,708	59,526	40,821	71,832	58,718	65,874	57,080	104,535	84,427	-19.2%	11.3%
Maine	0	0	0	0	6,905	2,082	13,031	5,773	6,905	2,082	13,031	5,773	-55.7%	-21.3%
Massachusetts	0	0	0	0	199,480	172,303	272,205	282,798	199,480	172,303	272,205	282,798	3.9%	31.7%
New Jersey	0	841	1,252	0	52,720	42,054	49,074	95,349	52,720	42,895	50,326	95,349	89.5%	96.0%
New York State	0	425	0	0	84,584	81,759	139,218	154,715	84,584	82,184	139,218	154,715	11.1%	51.7%
Pennsylvania	0	0	0	0	179,011	130,543	197,251	178,809	179,011	130,543	197,251	178,809	-9.3%	5.8%
Puerto Rico	0	0	0	0	357,984	390,979	407,935	345,219	357,984	390,979	407,935	345,219	-15.4%	-10.5%
Rhode Island	0	0	0	0	8,100	16,375	30,392	34,934	8,100	16,375	30,392	34,934	14.9%	91.0%
Other	4,065	5,096	7,040	7,278	25,100	41,239	80,651	67,590	29,165	46,335	87,691	74,868	-14.6%	37.6%
United States	10,413	22,621	40,996	32,986	998,742	952,398	1,308,800	1,265,998	1,009,155	975,018	1,349,796	1,298,984	-3.8%	16.9%
Export	161,590	109,244	55,099	27,902	345,157	455,116	446,330	327,923	506,747	564,359	501,429	355,824	-29.0%	-32.1%
Total:	173,150	134,702	105,568	60,888	2,218,572	2,222,879	2,744,241	2,588,792	2,391,722	2,357,581	2,849,809	2,649,680	-7.0%	4.6%

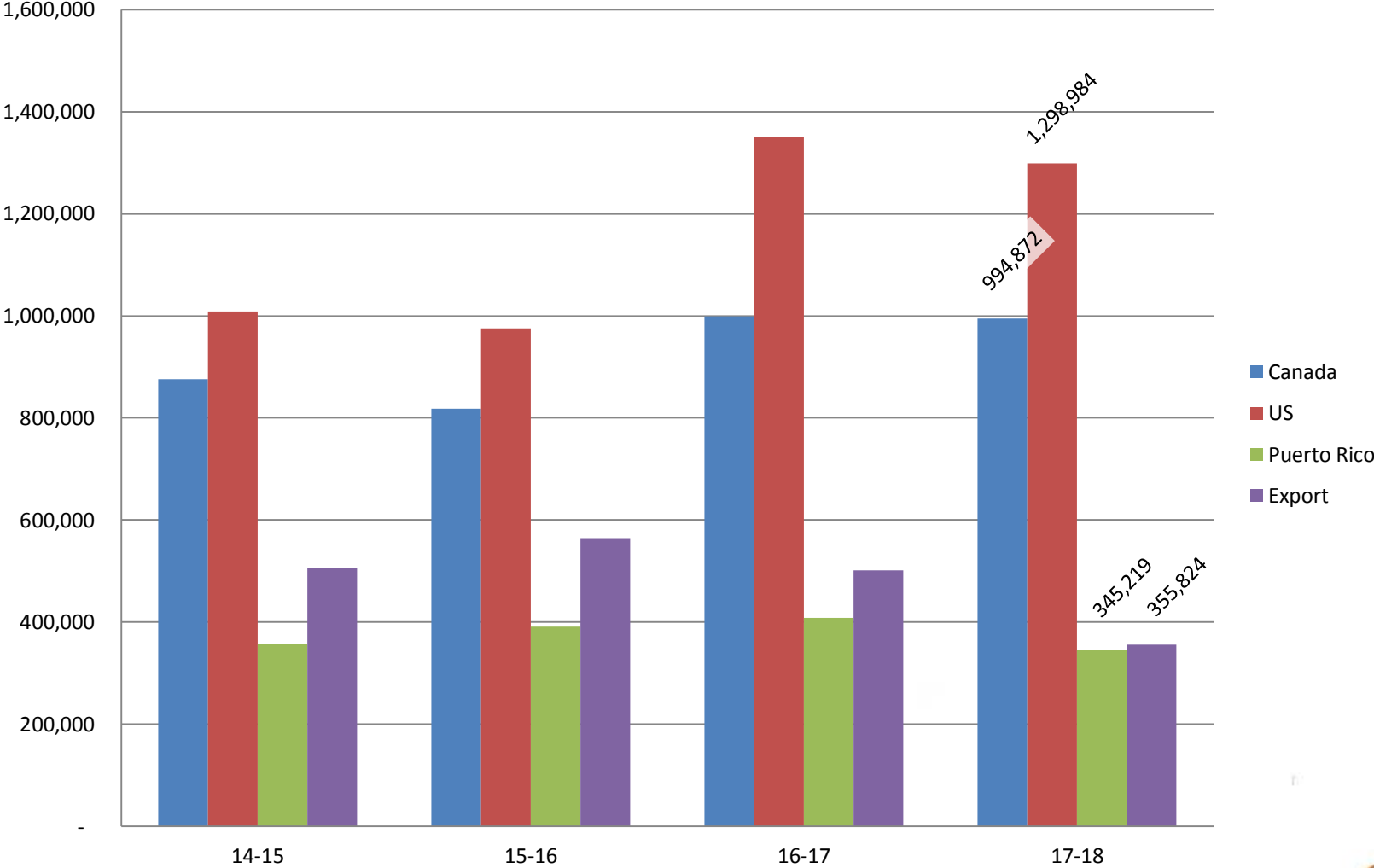
Source: PEI Potato Board (Figures subject to revision)



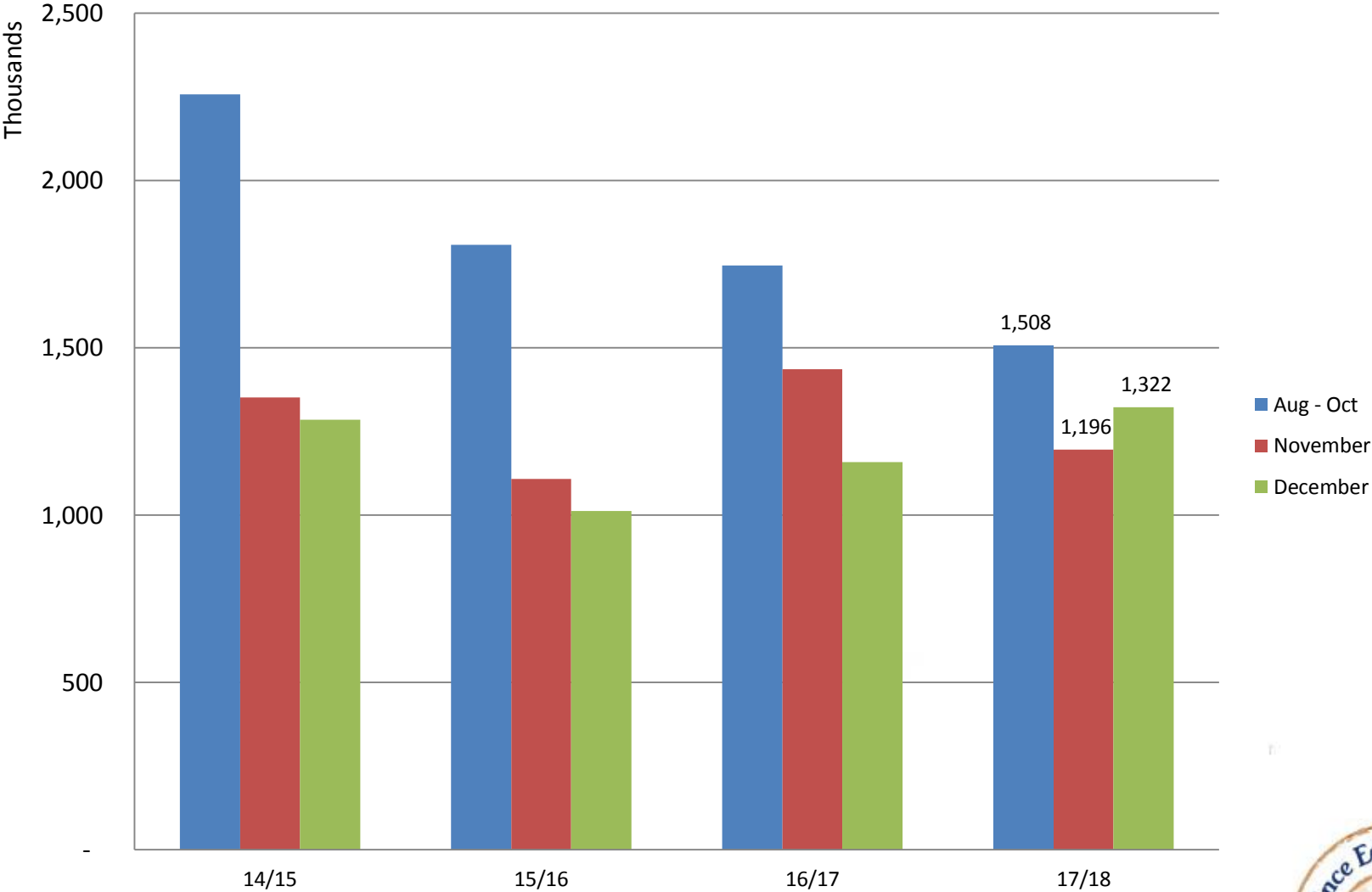
Total PEI Shipments as of January 24th (cwt)



Shipments as of January 24 (cwt)

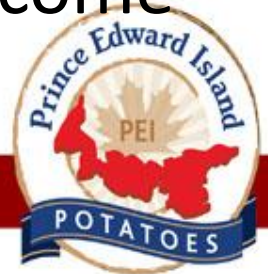


Processing Movement August-December ('000 cwt)



Recap

- As of our last report, estimated Fresh Holdings are down -18% compared to last year (and supplies were tight last year)
- Fresh movement is strong and currently 5% above our 3-year-average.
- As supported by North American outlook Kevin presented, supplies will be tight for the remainder of the season.
- Pricing should remain strong, as supplies become tighter.



Questions?

