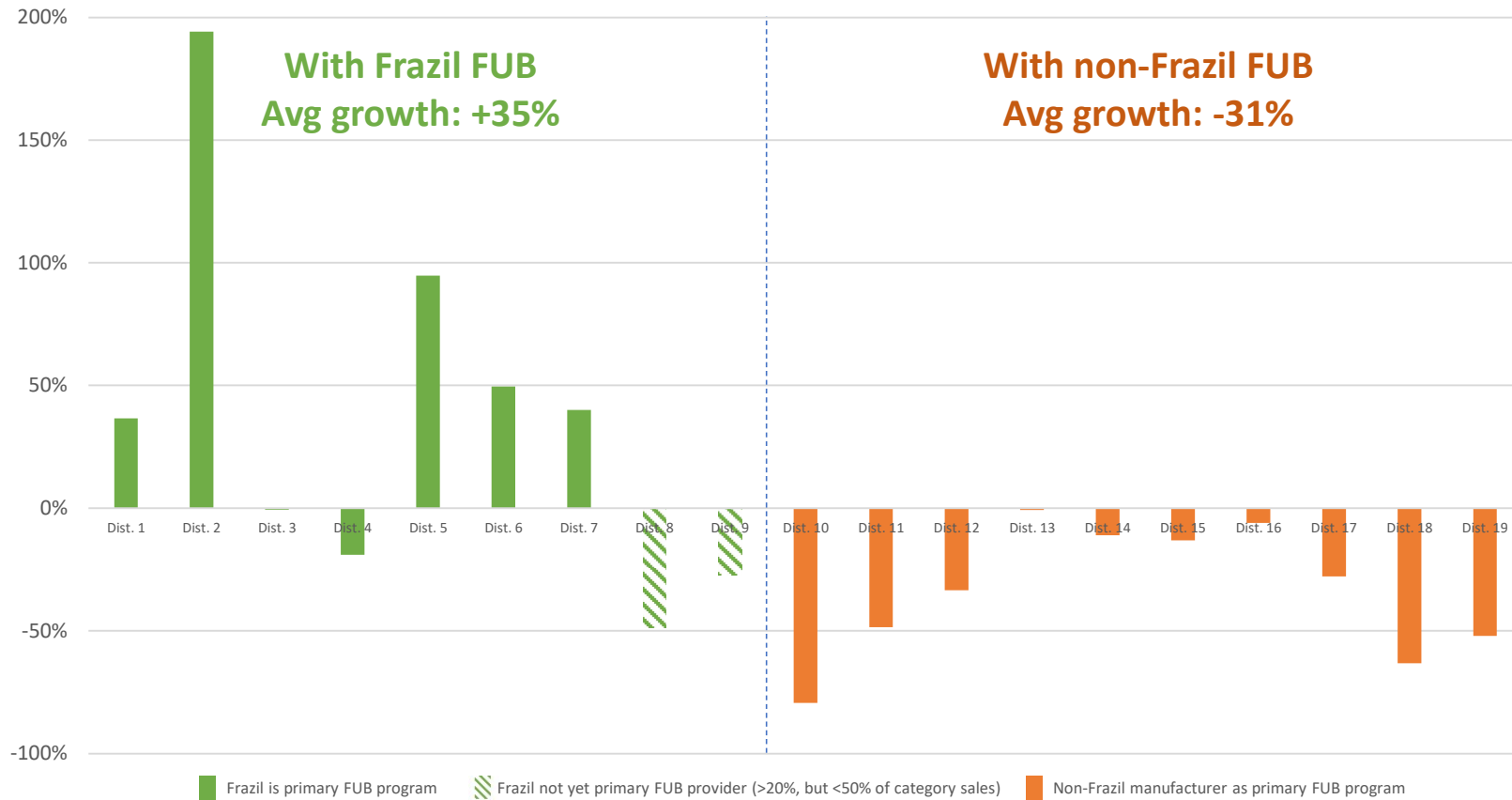


# FUB within WAM distributors with Frazil +35% for 2020; for distributors with non-Frazil FUB, sales are -31%

2020 FUB category sales growth by WAM distributor (anonymized)



Note: Distributor 8 FUB sales dropped 50% due to losing non-Frazil FUB sales from large chain switching to DSD FUB program

Source: Data provided by infoBate by distributor, measuring 12-month period ending Feb 28<sup>th</sup> 2019, comparing against 12-month period ending Oct 30<sup>th</sup> 2020. Analysis only includes WAM distributors with data for both time periods, and with active FUB programs in both time periods for comparison