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                                    FORM 8-K/A
                                    CURRENT REPORT
                PURSUANT TO SECTION 13 OR 15(D) OF THE
                SECURITIES EXCHANGE ACT OF 1934
    Date of report (Date of earliest event reported): April 24, 2002
                    PILGRIM'S PRIDE CORPORATION
                (Exact Name of Registrant as Specified in Charter)
```

DELAWARE ..... 1-9273
(State or Other Jurisdiction (Commission of Incorporation) File Number)

110 SOUTH TEXAS STREET
PITTSBURG, TEXAS
(Address of Principal Executive Offices) (ZIP Code)

ITEM 9. REGULATION FD DISCLOSURE
Attached hereto as Exhibit 99.1 is certain supplemental historical financial information of Pilgrim's Pride Corporation, including quarterly information regarding net sales by primary market line that had generally previously only been reported on an annual basis.

## EXHIBIT INDEX

EXHIBIT
NUMBER DESCRIPTION
99.1 Supplemental Historical Financial Information

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

PILGRIM'S PRIDE CORPORATION

Pilgrim's Pride Corporation
Statistical Management Discussion and Analysis
for quarters ended:
Our Statistical Management Discussion and Analysis data is derived from our financial statements and internal reports. Historical results should not be taken as necessarily indicative of the results that may be expected for any future period. You should read this financial data in conjunction with the appropriate period financial statements and the related notes and "Management's Discussion and Analysis of Results of Operations and Financial Condition" included in our SEC filings.

$$
03 / 31 / 02 \quad 12 / 29 / 01
$$

| United States |  |  |
| :--- | :--- | :--- | :--- |
| Chicken Operations: |  |  |
| U.S. Chicken Sales (000's) | $\$ 399,813$ | $\$ 402,226$ |
| U.S. Chicken Sales divided by |  |  |
| $\quad$U.S.Chicken Net Pounds <br> Produced | $\$ 0.6893$ | $\$ 0.7014$ |



## Mexico

Chicken Operations:
Mexico Chicken Sales (000's) 80,376 90,916
Mexico Chicken Sales divided
by Mexico Chicken Net
Pounds Produced
$\$ 0.6107$

Mexico Chicken Operating Income (000's)
(514) 8,471

Mexico Operating Income as a percent of Mexico
Chicken Sales
$-0.64 \%$
$9.32 \%$

Mexico Net Pounds

> Produced (000's) 130,027 148,876

Turkey
U.S. Turkey Sales (000's) 65,406 117,051
U.S. Turkey Sales divided by U.S. Turkey Net Pounds Produced
$\$ 0.5793 \$ 1.0368$
U.S. Turkey Operating

Income (000's)
$(8,825) \quad 5,503$
U.S. Turkey Operating Income as a percent of U.S.
Turkey Sales -13.49\% 4.70\%
U.S. Turkey Net Pounds Produced (000's)

| U.S. Sales (000's) | 520,377 | 565,114 |
| :--- | ---: | ---: | ---: |
| U.S. Cost of Sales (000's) | 497,296 | 522,512 |
| U.S. Gross Margin (000's) | 23,081 | 42,603 |
| U.S. Gross Margin as a |  |  |
| percent of U.S. Sales | $4.44 \%$ | $7.54 \%$ |

U.S. Selling, General and

Administrative Expenses (000's)


Consolidated Operations
Chicken Operations:
Chicken Sales from all
Divisions (000's)

| Chicken Sales from all divisi divided by Chicken Net Pounds Produced from all Divisions | ns | \$0.6827 |
| :---: | :---: | :---: |
| Chicken Net Pounds Produced <br> from all Divisions (000's) | 710,064 | 722,340 |
| Other Operations: <br> Other Sales (000's) | 55,158 | 45,838 |
| Totals All Operations: |  |  |
| Total Net Sales (000's) | 600,753 | 656,030 |
| Total Cost of Sales (000's) | 572,122 | 598,165 |
| Gross Margin from all operations (000's) | 28,631 | 57,865 |


| Gross Margin from all operations |  |  |
| :--- | :--- | :--- |
| as a percent of |  |  |
| Total Net Sales | $4.77 \%$ | $8.82 \%$ |

Total Selling, General and
Administrative Expenses
(000's)

Total Selling, General and
Administrative Expenses as
a percent of Total Net Sales 5.49\% 5.26\%
Operating Income from all operations (000's)
$(4,372) \quad 23,330$

Operating Income from all
operations as a percent
of Total Net Sales
$-0.73 \% \quad 3.56 \%$
09/29/01 06/30/01 03/31/01 $12 / 30 / 00$

United States
Chicken Operations:
U.S. Chicken Sales (000's) \$427,191 \$431,572 \$359,675 \$265,824
U.S. Chicken Sales divided
by U.S.Chicken Net
Pounds Produced
$\$ 0.7470 \quad \$ 0.7379$
$\$ 0.7162 \$ 0.7221$
U.S. Chicken Net Pounds

Produced (000's)
$571,867 \quad 584,896$
$502,173 \quad 368,143$
Other Operations:
Other Sales (000's)
$45,843 \quad 45,719$
46,569
41,728
U.S. Chicken Sales \& Other Sales Totals:
U.S. Chicken Sales \& Other
Sales (000's) 473,034 477,291 406,243 307,552
U.S. Chicken \& Other Operating

Income (000's)
27,700
30,023

$$
2,857
$$

20,631
U.S. Chicken \& Other Operating

Income as a percent of U.S.
Chicken \& Other Sales
$5.86 \% 6.29 \%$
$0.70 \%$
$6.71 \%$

## Mexico

Chicken Operations:
Mexico Chicken Sales (000's) 79,602 89,752 75,844 78,480
by Mexico Chicken Net

Mexico Chicken Operating Income (000's)

1,011 13,767
$1.27 \% \quad 15.34 \%$
$-6.86 \%$
$3.29 \%$

Mexico Net Pounds Produced (000's)

139,415 131,152
139,799
139,510

## Turkey

U.S. Turkey Sales (000's)

$$
88,615 \quad 78,793
$$

$$
59,506
$$

U.S. Turkey Sales divided by U.S. Turkey Net Pounds Produced
U.S. Turkey Operating Income (000's)
$\$ 0.7896 \$ 0.7298$
$\$ 0.7842$
$2,406 \quad 1,697 \quad(2,929)$
J.S. Turkey Operating Income as a percent of U.S. Turkey Sales
$2.72 \% \quad 2.15 \%-4.92 \%$
U.S. Turkey Net Pounds Produced (000's)

$$
112,233 \quad 107,958 \quad 75,879
$$

U.S. Summary
U.S. Sales (000's)

| 561,649 | 556,084 | 465,749 | 307,552 |
| :---: | :---: | :---: | :---: |
| 507,112 | 499,916 | 436,038 | 268,120 |
| 54,537 | 56,168 | 29,711 | 39,432 |
|  |  |  |  |
|  | $9,71 \%$ | 10,10 | $6,38 \%$ |

U. Cost of sales (000's)
U.S. Gross Margin (000's) $9.71 \% \quad 10.10 \% \quad 6.38 \%$ of U.S. Sales
.
$24,431 \quad 24,448 \quad 18,801$ Administrative Expenses (000's)
U.S. Selling, General and Administrative Expenses as a percent of U.S Sales
U.S. Operating Income (000's)
$4.35 \% \quad 4.40 \%$
$30,10631,720$
$5.36 \% 57.00 \%$
$-0.02 \%$
$6.71 \%$

Consolidated Operations
Chicken Operations:
Chicken Sales from all Divisions (000's)

506,793 521,324
435,519
344,304
Chicken Sales from all divisions divided by Chicken Net Pounds Produced from all Divisions \$0.7125 \$0.7281

$$
\$ 0.6784 \quad \$ 0.6782
$$

Chicken Net Pounds Produced from all Divisions (000's) 711,282 716,048-641,972 507,653

Other Operations:
Other Sales (000's)
$45,843 \quad 45,719$
46,569
41,728
Totals All Operations:
Total Net Sales (000's)
Total Cost of Sales (000's)
Gross Margin from all operations (000's)

| 641,251 | 645,836 | 541,593 | 386,032 |
| ---: | ---: | ---: | ---: |
| 579,307 | 570,211 | 512,377 | 338,866 |
| 61,944 | 75,625 | 29,216 | 47,166 |
| 5 9.66\% 11.71\% | $5.39 \%$ | $12.22 \%$ |  |

Total Selling, General and Administrative Expenses (000's) Total Selling, General and
Administrative Expenses as a percent of Total Net Sales $4.81 \%$
$4.67 \%$
$6.37 \%$
$6.21 \%$
Operating Income from all operations (000's)
Operating Income from all operations as a percent of Total Net Sales
$(5,272)$
23,211
$4.85 \% \quad 7.04 \% \quad-0.97 \% \quad 6.01 \%$


Totals All Operations:

Total Net Sales (000's)
379,375 391,979

354,825
Total Cost of Sales (000's) 339,718 345,314 339,231 309,348
Gross Margin from all operations
( 000 's) 39,658
46,665
34,029
45,477
$11.90 \%$
9.12\%
12.82\%

Total Selling, General and
Administrative Expenses (000's)
Total Selling, General and
Administrative Expenses as
a percent of Total Net Sales
$6.33 \%$
5.18\%
$5.56 \%$
$5.71 \%$

Operating Income from all operations (000's)

15,636
26,349
13,282
25,222
Operating Income from all operations as a percent of Total Net Sales

| $4.12 \%$ | $6.72 \%$ | $3.56 \%$ | $7.11 \%$ |
| ---: | ---: | ---: | ---: |
| $10 / 02 / 99$ | $07 / 03 / 99$ | $04 / 03 / 99$ | $01 / 02 / 99$ |

United States
Chicken Operations:
U.S. Chicken Sales (000's)
249,181

254,794
236,673
222,848
U.S. Chicken Sales divided by U.S.Chicken Net Pounds Produced
$\$ 0.7220 \quad \$ 0.7317 \quad \$ 0.6953 \quad \$ 0.6517$
U.S. Chicken Net Pounds Produced (000's)

345,141 348,232
340,387
341,931

Other Operations:
$\begin{array}{lllll}\text { Other Sales (000's) } & 32,151 & 26,461 & 36,690 & 44,105\end{array}$
U.S. Chicken Sales \& Other Sales Totals:
U.S. Chicken Sales \& Other Sales
(000's)
281,332 281,255
273, 363
266,953
U.S. Chicken \& Other Operating Income (000's)
S. Chicken \& Other Operating Income as a percent of U.S. Chicken \& Other Sales
25,619

22,076
21,741
18,741

$$
9.11 \% \quad 7.85 \%
$$

$7.95 \%$
7.02\%

Mexico
Chicken Operations:
Mexico Chicken Sales (000's)
Mexico Chicken Sales divided by Mexico Chicken Net Pounds Produced

| 65,929 | 62,905 |
| :--- | :--- |
| $\$ 0.5193$ | $\$ 0.5984$ |

56,531
69,134
$\$ 0.5193 \quad \$ 0.5984$
$\$ 0.5773$
$\$ 0.5458$
Mexico Chicken Operating
Income (000's)
$\begin{array}{llll}3,195 & 7,136 & 3,551 & 7,445\end{array}$
Mexico Operating Income as a percent of Mexico Chicken Sales
$4.85 \%$
$11.34 \%$
$6.28 \%$
$10.77 \%$

Mexico Net Pounds Produced (000's)

126,657

Turkey
U.S. Turkey Sales (000's)
U.S. Turkey Sales divided by U.S.

Turkey Net Pounds Produced
U.S. Turkey Operating Income (000's)
U.S. Turkey Operating Income as a
percent of U.S. Turkey Sales
U.S. Turkey Net Pounds Produced (000's)-
U.S. Summary
U.S. Sales (000's
U.S. Cost of Sales ( 000 's) 242,313 243,018
273,363

266,953
234,533
38,830
234,667
32,287
U.S. Gross Margin as a percent of U.S. Sales

$$
13.87 \% \quad 13.59 \%
$$

$14.20 \%$
$12.09 \%$

Administrative Expenses(000's) 13,399
16,160
17,089
13,545
U.S. Selling, General and
Administrative Expenses as a
percent of U.S Sales
$4.76 \% \quad 5.75 \%$
$6.25 \%$
5.07\%
$\begin{array}{llllll}\text { U.S. Operating Income (000's) } & 25,619 & 22,076 & 21,741 & 18,741\end{array}$
U.S. Operating Income as a percent of U.S. Sales
9.11\%
$7.85 \%$
$7.95 \%$
$7.02 \%$
Consolidated Operations
Chicken Operations:
Chicken Sales from all Divisions (000's)
315,110 317,699 293,204 291,983

Chicken Sales from all divisions divided by Chicken Net Pounds Produced from all Divisions

Chicken Net Pounds Produced from all Divisions (000's)

$$
472,089
$$

453,349
438,314
468,588
Other Operations:
Other Sales (000's)
32,151
26,461
36,690
44,105

Totals All Operations:
Total Net Sales (000's)
Total Cost of Sales (000's)
347,261 344,160
301,131
Gross Margin from all operations (000's)
Gross Margin from all operations as a percent of Total Net Sales 13.28\%
$46,131 \quad 49,415$

46,262
43,900

Total Selling, General and Administrative Expenses
(000's) 17,316
20,203
20,970
17,715
Total Selling, General and Administrative Expenses as a percent of Total Net Sales

| $4.99 \%$ | $5.87 \%$ | $6.36 \%$ | $5.27 \%$ |
| ---: | :---: | ---: | ---: |
| 28,814 | 29,212 | 25,292 | 26,186 |
| $8.30 \%$ | $8.49 \%$ | $7.67 \%$ | $7.79 \%$ |
| $09 / 26 / 98$ | $06 / 27 / 98$ | $03 / 28 / 98$ | $12 / 27 / 97$ |
| 243,772 | 228,719 | 218,268 |  |
| $\$ 0.7828$ | $\$ 0.7196$ | $\$ 0.6908$ | $\$ 0.6816$ |
| 311,428 | 317,849 | 315,948 | 320,773 |

Chicken Operations:
U.S. Chicken Sales (000's)

311,428
317, 849
315,948
320,773
Operating Income from all operations (000's)

Other Operations:
Other Sales (000's)
$34,391 \quad 32,656 \quad 40,942$
U.S. Chicken Sales \&

Other Sales Totals:
U.S. Chicken Sales \& Other

> Sales (000's)

278,163
261,375
254,342
259,576
U.S. Chicken \& Other

Operating Income (000's)
22,266
8,434
3,104 2,473
U.S. Chicken \& Other

Operating Income as a
percent of U.S.
Chicken \& Other Sales
$8.00 \%$
$3.23 \%$
$1.22 \%$
$0.95 \%$

Mexico
Chicken Operations:
Mexico Chicken Sales (000's)
62,548
67,125
70,104
78,311
Mexico Chicken Sales
divided by Mexico
Chicken Net Pounds Produced
Mexico Chicken Operating Income (000's)
$\$ 0.6789 \quad \$ 0.726$
$\$ 0.6922$
$\$ 0.6803$

Mexico Operating
Income as a percent of Mexico Chicken Sales
Mexico Net Pounds Produced (000's)

92,135
92,350
101,276
115,118

## U.S. Turkey Sales(000's)

U.S. Turkey Sales divided by U.S.

Turkey Net Pounds Produced
U.S. Turkey Operating

Income (000's)
U.S. Turkey Operating

Income as a percent of U.S.
Turkey Sales
U.S. Turkey Net Pounds Produced (000's) -

## U.S. Summary

U.S. Sales (000's)

278,163
U.S. Cost of Sales (000's) 244,055
U.S. Gross Margin (000's) 34,108
U.S. Gross Margin as a percent of U.S. Sales
$12.26 \%$
U.S. Selling, General and Administrative Expenses (000's)

11, 842
U.S. Selling, General
and Administrative Expenses as a percent of U.S Sales

$$
22,266
$$

U.S. Operating Income (000's)

$$
22,266
$$

8.00\%

| 261,375 | 254,342 | 259,576 |
| ---: | ---: | ---: |
| 241,956 | 239,915 | 246,985 |
| 19,419 | 14,427 | 12,591 |
| $7.43 \%$ | $5.67 \%$ | $4.85 \%$ |
| 10,985 | 11,323 | 10,118 |
| $4.20 \%$ | $4.45 \%$ | $3.90 \%$ |
| 8,434 | 3,104 | 2,473 |
| $3.23 \%$ | $1.22 \%$ | $0.95 \%$ |

Consolidated
Operations
Chicken Operations:
Chicken Sales from all Divisions (000's)

306,320
295,844
288,372
296,945
Chicken Sales from all divisions divided by Chicken Net Pounds Produced from all Divisions
Chicken Net Pounds Produced from all Divisions (000's)

$$
\$ 0.7590
$$

$$
\$ 0.7212
$$

$\$ 0.6912 \$ 0.6812$

$$
403,563 \quad 410,199
$$

$$
417,224
$$

435,891
Other Operations:
34,391
32,656
36,074
40,942
Totals All
Operations:
Total Net Sales(000's)
Total Cost of Sales (000's)

$$
\begin{array}{ll}
340,711 & 328,500 \\
293,586 & 295,764
\end{array}
$$

324,446 337,887
297,585 308,507
$47,125 \quad 32,736 \quad 26,861 \quad 29,380$

Gross Margin from all operations as a percent of Total Net Sales 13.83\%
9.97\%

$$
8.28 \%
$$

$$
8.70 \%
$$

Total Selling, General and Administrative Expenses (000's) 15,681

13,694

$$
15,463
$$

$$
14,009
$$

Total Selling, General and Administrative Expenses as a percent of Total Net Sales (000's)
Operating Income from all operations as a percent of Total Net Sales
$4.60 \%$
4.17\%
4.77\% 4.15\%

| 31,444 | 19,042 | 11,398 | 15,371 |
| :---: | :---: | :---: | :---: | :---: |
| $9.23 \%$ | $5.80 \%$ | $3.51 \%$ | $4.55 \%$ |

## 09/27/97

6/28/97
03/29/97 12/28/96
United States
Chicken Operations:
U.S. Chicken Sales (000's)

233,779
227,111
204,128
193,147
U.S. Chicken Sales divided by
U.S.Chicken Net Pounds Produced \$0.7017
U.S. Chicken Net Pounds Produced (000's)

333,184
Other Operations:
Other Sales (000's)
34,382
33,619
287,915 269,655
38,095
38,391
U.S. Chicken Sales \&

Other Sales Totals:
U.S. Chicken Sales \& Other Sales (000's)

268,161
260,730

$$
242,223
$$

231,538
U.S. Chicken \& Other Operating Income (000's)
U.S. Chicken \& Other Operating Income as a percent of U.S. Chicken \& Other Sales
$3.84 \%$
$1.77 \%$
$1.66 \%$

$$
4,031
$$

10,369

## Mexico

Chicken Operations:
Mexico Chicken Sales (000's) 73,113
Mexico Chicken Sales divided by Mexico

$$
\text { Chicken Net Pounds Produced } \$ 0.6612
$$

Mexico Chicken Operating Income (000's)
$\$ 0.6916$
$\$ 0.5959$ $\$ 0.6538$

8,005

Mexico Operating Income as a percent
of Mexico Chicken Sales 20.51\%
10.75\%

Mexico Net Pounds Produced (000's)110,570
Turkey
U.S. Turkey Sales (000's)
U.S. Turkey Sales divided by U.S.

Turkey Net Pounds Produced
U.S. Turkey Operating Income (000's)
U.S. Turkey Operating Income as a percent of U.S. Turkey Sales
U.S. Turkey Net Pounds Produced (000's) -
U.S. Summary
U.S. Sales (000's)
$\begin{array}{lrrrr}\text { U.S. Cost of Sales (000's) } & 253,014 & 244,820 & 227,462 & 210,213 \\ \text { U.S. Gross Margin (000's) } & 15,147 & 15,910 & 14,761 & 21,325\end{array}$
U.S. Gross Margin as a percent of U.S.

Sales
U.S. Selling, General and Administrative
Expenses (000's)
4,847
$5.65 \%$ 6.10\% 6.09\%
9.21\%

11,288
10,730
10,956
U.S. Selling, General and Administrative Expenses as a percent of
U.S Sales
$1.81 \%$
4.33\% 4.43\%
$4.73 \%$
U.S. Operating Income(000's) 10,300 4,622 4,031 10,369
U.S. Operating Income as a percent of U.S. Sales
$3.84 \% \quad 1.77 \% \quad 1.66 \% \quad 4.48 \%$

Consolidated Operations
Chicken Operations:
Chicken Sales from all Divisions (000's) 306,892 301,549 265,306 259,415
Chicken Sales from all divisions divided by Chicken Net Pounds Produced from all
Divisions
$\$ 0.6916$

| $\$ 0.6923$ | $\$ 0.6793$ | $\$ 0.6992$ |
| :---: | :---: | :---: |
| 435,563 | 390,578 | 371,012 |
| 33,619 | 38,095 | 38,391 |
| 335,168 | 303,401 | 297,806 |
| 307,883 | 280,316 | 267,539 |

Chicken Net Pounds Produced from all Divisions (000's)

443,754
Other Operations:
34,382
Other Sales (000's)
341,274
$\begin{array}{lll}335,168 & 303,401 & 297,806 \\ 07,883 & 280,316 & 267,539\end{array}$
Total Net Sales (000's)
341,274
307,414
307,883
23,085 30,267
Gross Margin from all operations ( 000 's) 33,860

27,285
Gross Margin from all operations as a $\begin{array}{lllll}\text { percent of Total Net Sales } & \text { 9.92\% } & \text { 7. } 14 \% & 10.16 \%\end{array}$
Total Selling, General and Administrative Expenses ( 000 's) 8,567
$14,658 \quad 13,425 \quad 13,953$
Total Selling, General and Administrative Expenses as a percent of Total $\begin{array}{lll}\text { Net Sales } 2.51 \% & 4.37 \% & 4.42 \%\end{array}$
Operating Income from all operations (000's) 25,293

12,627
9,660 16,314
Operating Income from all operations as a percent of Total Net Sales 7.41\%
$3.77 \%$
$3.18 \%$
5.48\%
(a) The acquisition of WLR Foods has been accounted for as a purchase, and the results of operations for this acquisition have been included in our consolidated results of operations since January 27, 2001, the acquisition date.

Our selected financial data is derived from our financial statements. Historical results should not be taken as necessarily indicative of the results that may be expected for any future period. You should read this financial data in conjunction with the appropriate period financial statements and the related notes and "Management's Discussion and Analysis of Results of Operations and Financial Condition" included in our SEC filings.

| (in thousands except per share data) | 03/30/02 | 12/29/01 |
| :---: | :---: | :---: |
| Income Statement Data: |  |  |
| Net sales \$600 | \$600,753 \$ | \$656,030 |
| Gross margin | 28,631 | 57,865 |
| Operating income (loss) | $(4,371)$ | 23,330 |
| Income (loss) before income taxes and extraordinary charge | $(11,055)$ | 15,679 |
| Interest expense, net | 7,261 | 8,573 |
| Income tax expense (benefit) | $(13,399)$ | 2,688 |
| Income (loss) before extraordinary charge | 1,252 | 12,991 |
| Extraordinary charge - net of tax | - | - |
| Net income (loss) | \$1,252 | \$12,991 |
| Per Common Share Data: (c) |  |  |
| Income (loss) before extraordinary charge | \$0.03 | \$0.32 |
| Extraordinary charge - early repayment of debt | debt | - |
| Net Income (loss) | \$0.03 | \$0.32 |
| Cash dividends | \$0.015 | \$0.015 |
| Book value | \$9.57 | \$9.53 |
| Balance Sheet Summary: |  |  |
| Working capital | \$149,869 | \$143,360 |
| Total assets | \$1,195,552 | 2 \$1,153,438 |
| Notes payable and current |  |  |
| Long-term debt, less current maturities | \$410,628 | \$396,975 |
| Total stockholders' equity | \$393,641 | \$391,644 |
| Cash Flow Summary: |  |  |
| Operating cash flow | \$ 58,711$)$ | \$81,773 |
| Depreciation \& amortization (d) | \$17,647 | \$17,399 |
| Capital expenditures | \$14,898 | \$17,333 |
| Business acquisitions | \$- | \$- |
| Financing activities, net | \$68,015 | \$ $(6,518)$ |
| Cashflow Ratios: |  |  |
| EBITDA (e) | \$13,507 | \$41,305 |
| EBITDA (last four qtrs.) | \$163,887 | \$157,231 |
| ```EBITDA (last four qtrs.)/interest expense, net (last four qtrs.)``` | 3.12 | 4.47 |
| Senior secured debt/EBITDA (last four qtrs.) | .) 1.29 | 1.29 |
| Total debt/EBITDA (last four qtrs.) | 2.51 | 2.56 |
| Key Indicators (as a percentage of net sales) : |  |  |
| Gross margin | 4.8\% | 8.8\% |
| Selling, general and administrative expenses | Ses 5.5\% | 5.3\% |
| Operating income (loss) | -0.7\% | 3.6\% |
| Interest expense, net | 1.2\% | 1.3\% |
| Net income (loss) | 0.2\% | 2.0\% |

Income Statement Data:

| Net sales | $\$ 641,251$ | $\$ 645,836$ | $\$ 541,593$ | $\$ 386,032$ |
| :--- | ---: | ---: | ---: | ---: |
| Gross margin | 61,943 | 75,625 | 29,216 | 47,166 |
| Operating income (loss) | 31,117 | 45,486 | $(5,272)$ | 23,211 |
| Income (loss) before income taxes |  |  |  |  |
| $\quad$ and extraordinary charge | 22,017 | 34,323 | $(12,118)$ | 19,072 |
| Interest expense, net | 9,536 | 10,014 | 7,085 | 4,140 |
| Income tax expense (benefit) | 8,188 | 9,056 | $(2,316)$ | 6,335 |
| Income (loss) before |  |  |  |  |
| $\quad$ extraordinary charge |  | 13,829 | 25,267 | $(9,802)$ |
| Extraordinary charge - net of tax | 894 | - | 12,737 |  |

Per Common Share Data: (c)
Income (loss) before

| extraordinary charge | $\$ 0.34$ | $\$ 0.61$ | $\$(0.24)$ | $\$ 0.31$ |
| :--- | :---: | ---: | ---: | ---: |
| traordinary charge |  |  |  |  |
| - early repayment of debt | $\$(0.02)$ | $\$-$ | $\$-$ | $\$-$ |
| $t$ Income (loss) | $\$ 0.32$ | $\$ 0.61$ | $\$(0.24)$ | $\$ 0.31$ |
| sh dividends | $\$ 0.015$ | $\$ 0.015$ | $\$ 0.015$ | $\$ 0.015$ |
| ok value | $\$ 9.27$ | $\$ 8.96$ | $\$ 8.37$ | $\$ 8.63$ |

Balance Sheet Summary:
Working capital

$$
\$ 203,350 \quad \$ 177,194 \quad \$ 166,456 \quad \$ 107,508
$$

$$
\$ 1,215,6951,204,820 \$ 1,176,261 \$ 714,340
$$

## Notes payable and current

maturities of long-term debt \$5,099 \$59,022 \$63,947 \$14,242
Long-term debt,
less current maturities \$467,242 \$444,125 \$460,346 \$156,546
Total stockholders' equity $\quad \$ 380,932$ \$368,479 \$344,261 $\$ 354,676$
Cash Flow Summary:
Operating cash flow
Depreciation \& amortization (d)
Capital expenditures

| $\$ 70,581$ | $\$ 48,738$ | $\$(47,486)$ | $\$ 16,000$ |
| ---: | ---: | ---: | ---: |
| $\$ 15,962$ | $\$ 18,608$ | $\$ 12,152$ | $\$ 8,668$ |
| $\$(7,615)$ | $\$ 59,847$ | $\$ 27,793$ | $\$ 32,607$ |
| $\$-$ | $\$-$ | $\$ 239,539$ | $\$-$ |
| $\$(31,646)$ | $\$(21,804)$ | $\$ 307,193$ | $\$ 436$ |

Financing activities, net
Cashflow Ratios:
EBITDA (e) $\$ 46,410 \quad \$ 62,664 \quad \$ 6,851 \quad \$ 31,673$
EBITDA (last four qtrs.) \$147,599 \$126,096 \$97,663 \$113,257
EBITDA (last four qtrs.)/interest expense, net (last four qtrs.)
4.80
4.95
4.79
6.29

Senior secured debt/EBITDA
(last four qtrs.)
$\begin{array}{llll}1.85 & 2.67 & 3.25 & 0.71\end{array}$
Total debt/EBITDA (last four qtrs.)
3.20
$3.99 \quad 5.37 \quad 1.51$

Key Indicators (as a percentage of net sales):
Gross margin 9.7\%
Selling, general and administrative expenses
Operating income (loss)

| $4.8 \%$ | $4.7 \%$ | $6.4 \%$ | $6.2 \%$ |
| ---: | ---: | ---: | ---: |
| $4.9 \%$ | $7.0 \%$ | $-1.0 \%$ | $6.0 \%$ |
| $1.5 \%$ | $1.6 \%$ | $1.3 \%$ | $1.1 \%$ |
| $2.0 \%$ | $3.9 \%$ | $-1.8 \%$ | $3.3 \%$ |

Interest expense, net
$\begin{array}{rrrr}1.5 \% & 3.9 \% & -1.8 \% & 3.3 \%\end{array}$

| $09 / 30 / 0$ <br> (in thousands except per share data) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |
| Income Statement Data: |  |  |  |  |
| Net sales | \$379,375 | \$391,979 | \$373,260 | \$354,825 |
| Gross margin | 39,657 | 46,665 | 34,029 | 45,477 |
| Operating income (loss) | 15,635 | 26,349 | 13,282 | 25,222 |
| Income (loss) before income taxes and extraordinary charge 11,782 20,319 9,178 21,507 |  |  |  |  |
| Interest expense, net | 4,210 | 4,967 | 4,699 | 3,903 |
| Income tax expense (benefit) | 463 | 3,175 | 155 | 6,649 |
| Income (loss) before <br> extraordinary cha 11,319 17,144 9,023 14,858 |  |  |  |  |
| Extraordinary charge - net of tax | - | - | - | - |
| Net income (loss) | \$11,319 | \$17,144 | \$9,023 | \$14,858 |
| Per Common Share Data: (c) |  |  |  |  |
| Income (loss) before |  |  |  |  |
| Extraordinary charge |  |  |  |  |
| Net Income (loss) | \$0.28 | \$0.41 | \$0.22 | \$0.36 |
| Cash dividends | \$0.015 | \$0.015 | \$0.015 | \$0.015 |
| Book value | \$8.33 | \$8.05 | \$7.66 | \$7.45 |
| Balance Sheet Summary: |  |  |  |  |
| Working capital | \$124,531 | 142,915 | \$139,465 | \$148,659 |
| Total assets | \$705,420 | \$686,450 | \$665,158 | \$652,970 |
| Notes payable and current |  |  |  |  |
| Long-term debt, |  |  |  |  |
| less current maturities | \$165,037 | \$172,686 | \$175,350 | \$163,230 |
| Total stockholders' equity | \$342,559 | \$332,110 | \$316,898 | \$308,496 |
| Cash Flow Summary: |  |  |  |  |
| Operating cash flow | \$69,097 | \$18,298 | \$11,588 | \$31,820 |
| Depreciation \& amortization (d) | \$9,279 | \$9,284 | \$8,878 | \$8,586 |
| Capital expenditures | \$35,195 | \$21,565 | \$20,956 | \$14,412 |
| Business acquisitions | \$- | \$- | \$- | \$- |

Cashflow Ratios:

EBITDA (e)
EBITDA (last four qtrs.)/interest expense, net (last four qtrs.)
Senior secured debt/EBITDA
(last four qtrs.)
Total debt/EBITDA (last four qtrs.)
\$24,907 \$34,232
\$22,445 \$33,772
\$129,812 \$141,288

| 7.44 | 8.39 |
| :--- | :--- |
|  |  |
| 0.68 | 0.52 |
| 1.39 | 1.18 |


| 6.49 | 6.95 |
| :--- | :--- |
| 0.69 | 0.69 |
| 1.47 | 1.41 |

.39

Key Indicators (as a percentage of net sales):
Selling, general and administrative expenses

| $10.5 \%$ | $11.9 \%$ | $9.1 \%$ | $12.8 \%$ |
| ---: | ---: | ---: | ---: |
|  |  |  |  |
| $6.3 \%$ | $5.2 \%$ | $5.6 \%$ | $5.7 \%$ |
| $4.1 \%$ | $6.7 \%$ | $3.6 \%$ | $7.1 \%$ |
| $1.1 \%$ | $1.3 \%$ | $1.3 \%$ | $1.1 \%$ |
| $3.0 \%$ | $4.4 \%$ | $2.4 \%$ | $4.2 \%$ |

Interest expense, net
Net income (loss)
perating income (loss)

10/02/99 07/03/99 04/03/99 01/02/99
(in thousands except per share data)
Income Statement Data:

Net sales
Gross margin
Operating income (loss)
Income (loss) before income
taxes and extraordinary charge
Interest expense, net
Income tax expense (benefit)
Income (loss) before
extraordinary charge
Extraordinary charge - net of tax
Net income (loss)

| $\$ 317,261$ | $\$ 344,160$ | $\$ 329,894$ | $\$ 366,088$ |
| ---: | ---: | ---: | ---: |
| 46,130 | 49,415 | 46,262 | 43,901 |
| 28,814 | 29,212 | 25,292 | 26,186 |
|  |  |  |  |
| 22,549 | 25,274 | 21,624 | 21,457 |
| 4,535 | 4,308 | 4,090 | 4,733 |
| 6,113 | 6,957 | 7,044 | 5,537 |
|  |  |  |  |
| 16,436 | 18,317 | 14,580 | 15,920 |
| - | - | - | - |
| 16,436 | $\$ 18,317$ | $\$ 14,580$ | $\$ 15,920$ |

$\$ 0.41 \quad \$ 0.44$

$$
\$ 0.35
$$

$$
\$ 0.38
$$

$$
\begin{array}{rr}
\$- & \$- \\
\$ 0.41 & \$ 0.44
\end{array}
$$

$$
\$ 0.015 \quad \$ 0.010
$$

$\$ 7.11 \quad \$ 6.73$
$\$ 154,242 \$ 158,858$ $\$ 655,762 \$ 657,974$
$\$ 4,353 \quad \$ 7,928$
\$183,753 \$195,283
$\$ 294,259$ \$278,447 \$19,
$\$ 278,447 \$ 260,543 \$ 246,377$
$\begin{array}{ll}\$ 150,686 & \$ 144,981 \\ \$ 626,745 & \$ 607,365\end{array}$
$\$ 6,338 \quad \$ 4,629$
maturities of long-term debt
Long-term debt,
less current maturities
Total stockholders' equity
Cash Flow Summary:
Operating cash flow

| $\$ 44,926$ | $\$ 7,086$ | $\$(8,009)$ | $\$ 37,449$ |
| ---: | ---: | ---: | ---: |
| $\$ 8,546$ | $\$ 8,869$ | $\$ 8,468$ | $\$ 8,653$ |
| $\$ 17,479$ | $\$ 13,402$ | $\$ 25,935$ | $\$ 12,833$ |
|  | - | - | - |
| $\$(15,766)$ | $\$(1,548)$ | $\$ 10,618$ | $\$(12,938)$ |

capital expenditures
Business acquisitions
Financing activities, net

Cashflow Ratios:
EBITDA (e)
EBITDA (last four qtrs.)
BITDA (last four qtrs.)/interest
expense, net (last four qtrs.)
Senior secured debt/EBITDA
(last four qtrs.)
Total debt/EBITDA (last four qtrs.)
Key Indicators (as a percentage of net sales):
Gross margin 14.5\%
Selling, general and
administrative expenses
Operating income (loss)
Interest expense, net
$\$ 35,392 \quad \$ 38,203 \quad \$ 33,921 \quad \$ 34,526$
$\$ 142,043$ \$145,368 \$134,513 \$119,673
8.048 .10
7.14
6.03
0.81
1.59

Net income (loss)
9.1\%
$1.4 \% \quad 1.3 \%$
$5.2 \% \quad 5.3 \%$
Net sales
Gross margin
Operating income (loss)
\$340,712
47,126
\$328,500
\$324,446
Operating income (loss)
31,444
32,736
19,043
13,970

26,861
11,398
6,219
\$337, 887
29,380
15,371

Interest expense, net
Income tax expense (benefit)
Income (loss) before
extraordinary charge

| 4,824 | 5,195 |
| ---: | ---: |
| 5,773 | 2,135 |
| 20,290 | 11,835 |
| - | - |
| $\$ 20,290$ | $\$ 11,835$ |

Extraordinary charge - net of tax
Net income (loss)

## 5,093

5,036
(847)

$$
\begin{array}{rr}
6,219 & 11,117 \\
- & - \\
\$ 6,768 & \$ 11,117
\end{array}
$$

Per Common Share Data: (c)
Income (loss) before

> extraordinary charge

Extraordinary charge

- early repayment of debt

Net Income (loss)
Cash dividends

| $\$ 0.49$ | $\$ 0.29$ | $\$ 0.16$ | $\$ 0.27$ |
| ---: | ---: | ---: | ---: |
|  |  |  |  |
| $\$-$ | $\$-$ | $\$-$ | $\$-$ |
| $\$ 0.49$ | $\$ 0.29$ | $\$ 0.16$ | $\$ 0.27$ |
| $\$ 5.58$ | $\$ 0.010$ | $\$ 0.010$ | $\$ 0.010$ |
|  | $\$ 5.08$ | $\$ 4.82$ | $\$ 4.67$ |

Balance Sheet Summary:
Working capital

| $\$ 147,040$ | $\$ 139,713$ | $\$ 132,518$ | $\$ 114,948$ |
| ---: | ---: | ---: | ---: |
| $\$ 601,439$ | $\$ 578,541$ | $\$ 574,805$ | $\$ 564,611$ |
| $\$ 5,889$ | $\$ 11,638$ | $\$ 11,589$ | $\$ 8,708$ |
|  |  |  |  |
| $\$ 199,784$ | $\$ 216,741$ | $\$ 219,394$ | $\$ 204,890$ |
| $\$ 230,871$ | $\$ 210,369$ | $\$ 199,573$ | $\$ 193,220$ |
|  |  |  |  |
| $\$ 52,784$ | $\$ 13,487$ | $\$(13,684)$ | $\$ 32,429$ |
| $\$ 8,098$ | $\$ 8,427$ | $\$ 8,014$ | $\$ 8,052$ |
| $\$ 14,084$ | $\$ 13,633$ | $\$ 10,449$ | $\$ 15,352$ |
|  | - | - |  |
| $\$(23,186)$ | $\$(15,570)$ | $\$ 29,450$ | $\$(23,192)$ |

Cashflow Ratios:
EBITDA (e)
38,718 \$27,347 \$19,082 \$23,121
EBITDA (last four qtrs.)
EBITDA (last four qtrs.)/interest expense, net (last four qtrs.)
Senior secured debt/EBITDA
(last four qtrs.)
$--1$.
$\begin{array}{llll}1.04 & 1.26 & 1.39 & 1.24\end{array}$
Total debt/EBITDA (last four qtrs.
Key Indicators (as a percentage of net sales):
Gross margin 13.8\%
Selling, general and administrative expenses
$4.6 \%$
Operating income (loss)
9.2

Interest expense, net
$9.2 \% \quad 5.8 \% \quad 3.5 \% \quad 4.5 \%$

Net income (loss)
$6.0 \% \quad 3.6 \% \quad 2.1 \% \quad 3.3 \%$
(in thousands except per share data)

Income Statement Data:

Net sales
Gross margin
Operating income (loss)
Income (loss) before income taxes and extraordinary charge
\$341,274
33, 860
25,293
19,142
5,770
451
Income tax expense (benefit)
Income (loss) before extraordinary charge 18,691
Extraordinary charge - net of tax
Net income (loss)

$$
\$ 18,691
$$

Per Common Share Data: (c)
Income (loss) before
extraordinary charge
\$0. 45
Extraordinary charge

- early repayment of debt

Net Income (loss)
\$-
$\$ 0.45$
$\$ 0.010$
\$4.41
Book value

Balance Sheet Summary:
Working capital
\$133,542

$$
\$ 99,829
$$

$$
\$ 566,725
$$

\$11,596
\$224,743
\$182,516
\$335,168
27,285
12,627
7,071
5, 572
286
\$7.286

\$0. 18

Total assets \$579,124

$$
530 \quad 884
$$

$$
\$ 30,884
$$

\$210,358
\$164,239
\$303,401
\$297, 806
30,267
16,314
12,937
5,449
2,832
10,105
\$10,105
\$33,645
\$193,546 \$195,957
\$157,366 \$152,826

| Depreciation \& amortization (d) | \$8,050 | \$7,517 | \$7,094 | \$7,135 |
| :---: | :---: | :---: | :---: | :---: |
| Capital expenditures | \$9,456 | \$28,613 | \$7,967 | \$4,195 |
| Business acquisitions |  | - | - | - |
| Financing activities, net | \$ (5,356) | \$13,600 | \$5,220 | \$ 13,116 ) |
| Cashflow Ratios: |  |  |  |  |
| EBITDA (e) | \$32,661 | \$19,838 | \$16,818 | \$25,287 |
| EBITDA (last four qtrs.) | \$94,604 | \$71,163 | \$64,373 | \$58,750 |
| EBITDA (last four qtrs.)/interest expense, net (last four qtrs.) | 4.29 | 3.24 | 2.93 | 2.69 |
| ```Senior secured debt/EBITDA (last four qtrs.)``` | 1.45 | 2.00 | 1.99 | 2.09 |
| Total debt/EBITDA (last four qtrs.) | 2.50 | 3.39 | 3.53 | 3.77 |
| Key Indicators (as a percentage of net sales) : |  |  |  |  |
| Gross margin | 9.9\% | 8.1\% | 7.6\% | 10.2\% |
| Selling, general and administrative expenses | 2.5\% | 4.4\% | 4.4\% | 4.7\% |
| Operating income (loss) | 7.4\% | 3.8\% | 3.2\% | 5.5\% |
| Interest expense, net | 1.7\% | 1.7\% | 1.7\% | 1.8\% |
| Net income (loss) | 5.5\% | 2.2\% | 1.6\% | 3.4\% |

(a) The Company acquired WLR Foods on January 27, 2001 for $\$ 239.5$ million and the assumption of $\$ 45.5$ million of indebtedness. The acquisition has been accounted for as a purchase, and the results of operations for this acquisition have been included in our consolidated results of operations since the acquisition date.
(b) Fiscal quarter ended January 1, 1999 had 14 weeks.
(c) Historical per share amounts represent both basic and diluted and have been restated to give effect to a stock dividend issued on July 30, 1999. See Note $F$ of the Consolidated Financial Statements of the Company included in our Annual Report on Form 10-K filed in year 2001.
(d) Includes amortization of capitalized financing costs of approximately \$346
(e) "EBITDA" is defined as the sum of net income (loss) before extraordinary charges, interest, taxes, depreciation and amortization. EBITDA is presented because we believe it is frequently used by securities analysts, investors and other interested parties in the evaluation of companies. EBITDA is not a measurement of financial performance under generally accepted accounting principles and should not be considered as an alternative to cash flow from operating activities or as a measure of liquidity or an alternative to net income as indicators of our operating performance or any other measures of performance derived in accordance with generally accepted accounting principles.

The following table sets forth, for the periods including and since fiscal 2000, net sales attributable to each of our primary product lines and markets served with those products. We based the table on our internal sales reports and their classification of product types and customers. The information in these tables should be read in conjunction with the information in our SEC filings, including the discussion of our primary product lines and markets served with those products including our most recent Annual Report on Form 10-K.

FISCAL QUARTERS ENDED

| MAR 30 | DEC 29 | SEPT 29 | JUNE 30 | MAR 31 | DEC 30 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2002 | 2001 | 2001 | 2001 | 2001 (a) | 2000 |
|  |  | (IN | THOUSANDS) |  |  |

CHICKEN SALES:
UNITED STATES

| Prepared Foods: |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Foodservice | \$177,799 | \$160,033 | \$170,363 | \$160,068 | \$162,515 | \$149,274 |
| Retail | \$36,636 | \$34,887 | \$35,022 | \$33,591 | \$28,657 | \$14,698 |
| Total Prepared |  |  |  |  |  |  |
| Foods | \$214,435 | \$194,920 | \$205,385 | \$193,659 | \$191,172 | \$163,972 |
| Fresh Chicken: |  |  |  |  |  |  |
| Foodservice | \$107,207 | \$113,373 | \$121,748 | \$174,078 | \$65,440 | \$38,492 |
| Retail | \$60,699 | \$58,789 | \$65,925 | \$43,974 | \$78,608 | \$36,187 |
| Total Fresh |  |  |  |  |  |  |
| Chicken | \$167,906 | \$172,162 | \$187,673 | \$218,051 | \$144,048 | \$74,679 |
| Export and Other Total U.S. | \$17,473 | \$35,143 | \$34,131 | \$19,861 | \$24,455 | \$27,175 |
|  |  |  |  |  |  |  |
| Chicken | \$399,814 | \$402,225 | \$427,189 | \$431,571 | \$359,674 | \$265,826 |
| Mexico: | \$80,376 | \$90,916 | \$79,602 | \$89,752 | \$75,844 | \$78,480 |
| TOTAL CHICKEN |  |  |  |  |  |  |
| SALES | \$480,190 | \$493,141 | \$506,791 | \$521, 324 | \$435,518 | \$344,307 |

TURKEY SALES:

| Prepared Foods: |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Foodservice | \$20,699 | \$43,006 | \$30,915 | \$29,948 | \$15,227 | - |
| Retail | \$11,433 | \$13,858 | \$18,235 | \$15,970 | \$14,477 | - |
| Total Prepared |  |  |  |  |  |  |
| Foods | \$32,132 | \$56,865 | \$49,150 | \$45,917 | \$29,704 | - |
| Fresh Turkey: |  |  |  |  |  |  |
| Foodservice | \$8,713 | \$12,104 | \$6,911 | \$6,141 | \$5,567 | - |
| Retail | \$15,637 | \$43,080 | \$27,898 | \$22,947 | \$20,802 | - |
| Total Fresh |  |  |  |  |  |  |
| Turkey | \$24,350 | \$55,183 | \$34,809 | \$29,088 | \$26,369 | - |
| Export and Other $\$ 8,924$ \$5,003 \$4,656 \$3,788 \$3,433TOTAL TURKEY |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| SALES | \$65,406 | \$117,051 | \$88,615 | \$78,793 | \$59,506 | - |
| Sale of Other U.S. |  |  |  |  |  |  |
| Products | \$55,157 | \$45,838 | \$45,843 | \$45,719 | \$46,569 | \$41,725 |
| TAL NET SALES | \$600,753 | \$656,030 | \$641,249 | \$645,836 | \$541,593 | \$386,032 |


| Fiscal Quarters ended |  |  |  |  |
| :---: | :---: | :---: | :--- | :---: |
| SEPT 30 | JULY 1 | APRIL 1 | JAN 1, |  |
| 2000 | 2000 | 2000 | 2000 |  |

(IN THOUSANDS)
CHICKEN SALES:
UNITED STATES
Prepared Foods:
Foodservice
Retail
Total Prepared Foods

| $\$ 146,646$ | $\$ 166,856$ | $\$ 140,780$ | $\$ 139,305$ |
| ---: | ---: | ---: | ---: |
| $\$ 16,775$ | $\$ 8,973$ | $\$ 10,828$ | $\$ 11,483$ |
| $\$ 163,421$ | $\$ 175,829$ | $\$ 151,607$ | $\$ 150,788$ |

Fresh Chicken:

| Foodservice | $\$ 46,224$ | $\$ 54,715$ | $\$ 51,974$ | $\$ 49,384$ |
| :--- | :--- | :--- | :--- | :--- |
| Retail | $\$ 37,673$ | $\$ 39,758$ | $\$ 37,021$ | $\$ 34,525$ |
| Total Fresh Chicken | $\$ 83,897$ | $\$ 94,473$ | $\$ 88,995$ | $\$ 83,910$ |
| Export and Other | $\$ 16,232$ | $\$ 12,671$ | $\$ 13,085$ | $\$ 15,480$ |


| Total U.S. Chicken | $\$ 263,549$ | $\$ 282,973$ | $\$ 253,687$ | $\$ 250,178$ |
| :---: | ---: | ---: | ---: | ---: |
| Mexico: | $\$ 79,121$ | $\$ 81,066$ | $\$ 76,730$ | $\$ 70,446$ |
| TOTAL CHICKEN SALES | $\$ 342,669$ | $\$ 364,039$ | $\$ 330,417$ | $\$ 320,624$ |

TURKEY SALES:
Prepared Foods:
Foodservice
Retail

| - | - | - | - |
| :--- | :--- | :--- | :--- |
| - | - | - | - |

Total Prepared Foods
Fresh Turkey:
Foodservice
Retail


Total Fresh Turkey
Export and Other
TOTAL TURKEY SALES

Sale of Other U.S. Products

TOTAL NET SALES

| $\$ 36,706$ | $\$ 27,940$ | $\$ 42,843$ | $\$ 34,201$ |
| ---: | ---: | ---: | ---: |
| $\$ 379,375$ | $\$ 391,979$ | $\$ 373,260$ | $\$ 354,825$ |

(a) The acquisition of WLR Foods has been accounted for as a purchase, and the results of operations for this acquisition have been included in our consolidated results of operations since January 27, 2001, the acquisition date.

FISCAL QUARTERS ENDED

| MAR 30 | DEC 29 | SEPT 29 | JUNE 30 | MAR 31 | DEC 30 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2002 | 2001 | 2001 | 2001 | $2001(a)$ | 2000 |
| (IN THOUSANDS) |  |  |  |  |  |

CHICKEN SALES:
U.S. CHICKEN SALES:

| Foodservice | $44.5 \%$ | 39.8\% | 39.9\% | 37.1\% | 45.2\% | $56.2 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail | 9.2\% | 8.7\% | 8.2\% | 7.8\% | 8.0\% | 5.5\% |
| Total Prepared |  |  |  |  |  |  |
| Foods | 53.6\% | 48.5\% | 48.1\% | 44.9\% | 53.2\% | 61.7\% |
| Fresh Chicken: |  |  |  |  |  |  |
| Foodservice | 26.8\% | 28.2\% | 28.5\% | 40.3\% | 18.2\% | 14.5\% |
| Retail | 15.2\% | 14.6\% | 15.4\% | 10.2\% | 21.9\% | 13.6\% |
| Total Fresh Chicken | 42.0\% | 42.8\% | 43.9\% | 50.5\% | 40.0\% | 28.1\% |
| Export and Other | 4.4\% | 8.7\% | 8.0\% | 4.6\% | 6.8\% | 10.2\% |
| TOTAL U.S. CHICKEN | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |

TURKEY SALES:
U.S. Turkey Sales:


| Prepared Foods: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| $\quad$ Foodservice | $55.6 \%$ | $59.0 \%$ | $55.5 \%$ | $55.7 \%$ |
| $\quad$ Retail | $6.4 \%$ | $3.2 \%$ | $4.3 \%$ | $4.6 \%$ |
| $\quad$ Total Prepared Foods | $62.0 \%$ | $62.1 \%$ | $59.8 \%$ | $60.3 \%$ |
|  |  |  |  |  |
| Fresh Chicken: | $17.5 \%$ | $19.3 \%$ | $20.5 \%$ | $19.7 \%$ |
| $\quad$ Foodservice | $14.3 \%$ | $14.1 \%$ | $14.6 \%$ | $13.8 \%$ |
| Retail | $31.8 \%$ | $33.4 \%$ | $35.1 \%$ | $33.5 \%$ |
| $\quad$ Total Fresh Chicken | $6.2 \%$ | $4.5 \%$ | $5.2 \%$ | $6.2 \%$ |
| Export and Other |  |  |  |  |
| $\quad 100.0 \%$ | $100.0 \%$ | $100.0 \%$ | $100.0 \%$ |  |

TURKEY SALES:
U.S. Turkey Sales:

## Prepared Foods:

Foodservice
Retail

| - | - | - | - |
| :--- | :--- | :--- | :--- |
| - | - | - | - |

Total Prepared Foods

Fresh Turkey:
Foodservice Retail

Total Fresh Turkey
Export and Other
TOTAL U.S. TURKEY
(a) The acquisition of WLR Foods has been accounted for as a purchase, and the results of operations for this acquisition have been included in our consolidated results of operations since January 27, 2001, the acquisition date.

