





FOODSERVICE'S MVP

Let Avocados From Mexico® become your most valuable partner in foodservice. We can help you capitalize on market demand with one of the most exciting, most thoughtfully executed partnership programs in the foodservice market today. Whether you're interested in our extensive library of culinary inspirations, operationally tested storage and handling techniques, immersive educational tools and workshops, robust menu ideations, or one-of-a-kind Guac Cart Program, when you partner with us, you get the support you need in every aspect of your operation—every step of the way.

For more information, visit us at **AvocadosFromMexico.com/foodservice**, or reach out to our team.

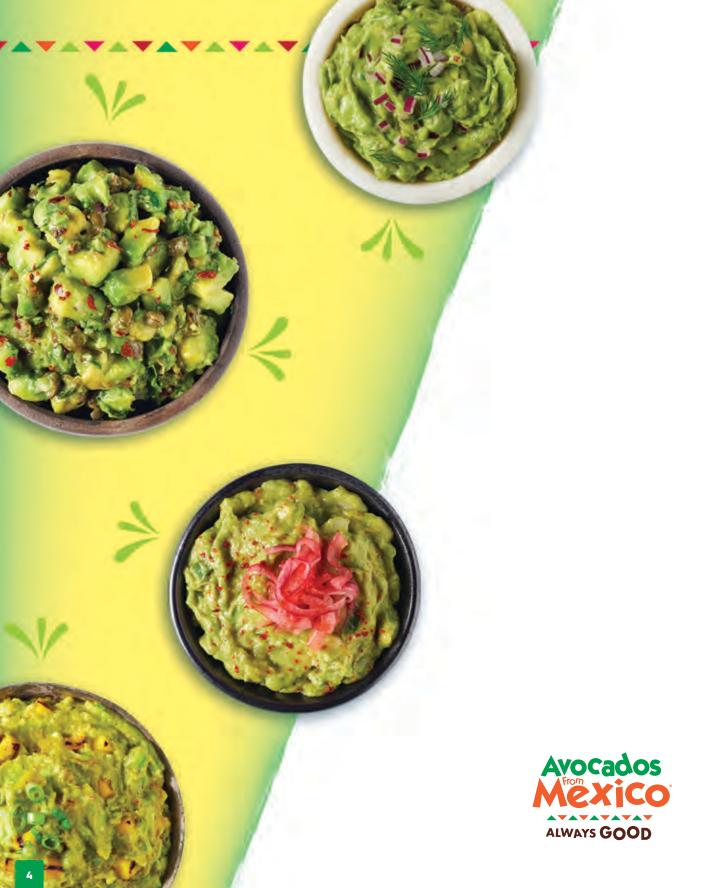
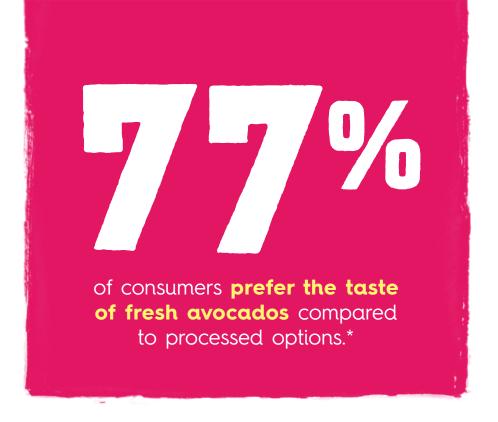


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THE POWER OF FRESH





So give your diners the fresh flavor they crave. When you serve guacamole made with Avocados From Mexico, you're guaranteed:

- ♦ FRESHNESS: the consumer-preferred avocado format*
- **AVAILABILITY:** available in every season for year-round recipes
- ♦ **VERSATILITY:** one SKU that works across cuisines, dayparts, and usage occasions
- ♦ **QUALITY:** a rigorous quality control program to ensure the highest-quality fruit
- ▶ PROFITABILITY: consumers are willing to pay up to \$2 to add fresh avocado to their dishes across segments**



MAXIMIZE THE LIFE OF YOUR AVOCADOS

The numbers are in, and we know consumers love fresh guacamole. So our latest foodservice innovations feature creative guacamoles inspired by global cuisines so you can put the value of fresh guacamole to work on any and every menu.

We've thoughtfully innovated against a variety of trending global cuisines, dayparts and menu segments to bring you easy and actionable dish inspiration. From low-cost, high-impact appetizers to premium new handhelds and fresh center-of-plate builds, these recipes utilize ingredients you likely have on hand and feature techniques that will help you maximize the life of your valuable avocados.

One avocado is all you need to unlock a world of menu possibilities!





A perennial top-three global cuisine, the birthplace of guacamole, and the home to Avocadoland—the Mexican state of Michoacán where avocado trees bloom four times per year. These guacs are inspired by regional Mexican flavors and are featured in creative new dishes to excite your diners with fresh takes on the Mexican flavors they love.

A Y A Y A Y A Y A Y A Y A Y A Y A

of consumers want to try
Yucatecan food.*

of consumers would like to see
more Gulf Coastal Mexican
influence on menus.*

of consumers have tried
and enjoy Northern
Mexican cuisine.*

Sucatan GUACAMOLE

Fresh diced avocado marinated overnight with red onion, minced habanero pepper, vinegar, and sour orange and grapefruit juices and then mashed into a hearty, citrus-and-spice-flavored guacamole.

FEATURED ON:

YUCATÁN-STYLE PORK TACOS

Slow-roasted citrus-marinated pork with a dollop of tangy and fiery Yucatán Guacamole with shaved red onion and cilantro on a fresh corn tortilla.

ALSO TRY:

- ♦ Hot & Tangy Guac Dip with Seasoned Tortilla Chips
- Burger Spread
- ♦ Panini or Torta Spread

BACK-OF-HOUSE TIP

Marinate these guac ingredients (including the avo) overnight to streamline tomorrow's prep and extend the life of your avocados.





YUCATÁN GUACAMOLE

(Serves 24)

TO MAKE:

In a large non-reactive bowl, combine 6 cups medium-diced Stage 4 Avocados From Mexico, 1/2 cup small-diced red onion, 1/4 cup minced habanero peppers, 4 teaspoons kosher salt, 2 cups fresh orange juice, 1 cup fresh lime juice, 1 cup fresh grapefruit juice and 1 cup distilled white vinegar. Cover bowl with plastic wrap and let marinate overnight in the refrigerator. The next day, strain away liquid and mash remaining ingredients into a chunky-smooth guacamole.

TO SERVE:

Serve 1/4 cup guacamole with a dipper like seasoned corn chips, or try it dolloped on top of our Yucatán-Style Pork Tacos.

TO STORE:

Place in a storage container and wrap tightly, pressing plastic wrap directly against the surface of the guacamole. Hold for up to 24 hours.



Eloces 4 GUACAMOLE

Mashed fresh avocado blended with roasted corn kernels, charred poblano peppers, and cotija cheese and finished with crema and chile-lime spice for a street-food-inspired guacamole.

FEATURED ON:

CARNE ASADA CEMITA

A toasted, sesame-crusted cemita bun filled with Elotes Guacamole, sliced carne asada steak, pickled red onions and shredded Oaxaca cheese.

ALSO TRY:

- ♦ Street-Corn-Style Guac & Chips
- ◆ Taco Topper
- Burger Topper

MENU MAINSTAY

64% of Consumers Would Order on Some or Most Visits

57% of Consumers Would Order All Year Long

\$8 Median Willingness to Pay

*Technomic Menu Concept Screener, Avocados From Mexico, February 2021





ELOTES GUACAMOLE

(Serves 24)

TO MAKE:

In a large mixing bowl, combine 4 cups mashed Stage 4 Avocados From Mexico, 3 cups roasted corn kernels, 1/4 cup small-diced roasted poblano peppers, 8 teaspoons cotija cheese and 2 teaspoons Tajín until evenly combined.

TO SERVE:

Serve 1/4 cup guacamole drizzled with 1 teaspoon crema and a pinch more Tajín and serve with a dipper like fresh tortilla chips, or try it scooped into our Carne Asada Cemita.

TO STORE:

Place in a storage container and wrap tightly, pressing plastic wrap directly against the surface of the guacamole. Hold for up to 12 hours.







FOR MORE REGIONAL MENU INSPIRATION:

- WHIPPED VERACRUZ GUACAMOLE: creamy avocado puree with lime juice, garlic, onion, and jalapeño, folded with whipped aquafaba. Try it as a new twist on avocado toast.
- ♦ SONORAN GUACAMOLE: fresh mashed avocado folded with savory mashed white beans, fresh lime juice, garlic and a kick of cumin.

 Try it in a plant-powered burrito.
- ◆ PEPITA GUACAMOLE: fresh mashed avocado folded with toasted pepitas, roasted garlic paste, cumin, coriander, serrano chiles, lime and Mexican oregano. Try it on a crispy duck taco.

Visit **AvocadosFromMexico.com/foodservice** for culinary inspiration, education, operational support and more.





Avocados have proven their crave factor in Tex-Mex cuisine but have so much more potential to be explored. Guacamoles inspired by the bold and hearty flavors of Southern cooking, smoky barbecue, and the spice-forward dishes of Cajun and Creole cuisine are a fresh way to deliver the comfort classics your diners crave, and the ticket boost your operation needs.

Regional American is one of the

TOP 5 GLOBAL CUISINES

of consumers like the cuisine from the **Southern U.S.****

32.2% 4-YEAR GROWTH RATE for pimento cheese, making

it a popular choice for LTOs.*

AVO-PIMENTO GUAC

Fresh mashed avocados folded with pimento chiles, shredded cheddar cheese and sweet chopped pickles, topped with more chopped pimentos, for a smoky, spicy guacamole.

MENU MAINSTAY

52% of Consumers Would Order on Most or Every Visit

\$8 Median Willingness to Pay

*Technomic Menu Concept Screener, Avocados From Mexico, February 2021

THE ALLURE OF FRES

The majority of consumers in a study reported a preference for fresh guacamole over processed, describing it as authentic, homemade and balanced.*

*Fresh vs. Processed Taste Test Report, AFM November 2020



FEATURED ON:

COUNTRY FRIED CHICKEN & AVO-PIMENTO SANDWICH

Butter-griddled Texas toast filled with golden buttermilk fried chicken, Avo-Pimento Guac, bread-and-butter pickles, shredded lettuce and a drizzle of avocado ranch aioli.

ALSO TRY:

- ♦ Premium BLT Sandwich Spread
- ♦ Biscuit Topper or Brunch Dip
- ♦ Fried Popper Filling

AVO-PIMENTO GUAC

(Serves 24)

TO MAKE:

In a large mixing bowl, fold together 3 cups mashed Stage 4 Avocados From Mexico, 1/2 cup small-diced pimento peppers, 2 cups shredded cheddar cheese, 1 cup minced bread-and-butter pickles, 1/2 cup fresh lime juice and 4 teaspoons kosher salt until evenly combined.

TO SERVE:

Top 1/4 cup guacamole with 1/2 teaspoon each diced pimento peppers and shredded cheddar cheese and serve with Southern-style fritters for dipping, or try it in our Country Fried Chicken & Avo-Pimento Sandwich.

TO STORE:

Place in a storage container and wrap tightly, pressing plastic wrap directly against the surface of the guacamole. Hold for up to 24 hours.





FOR MORE REGIONAL MENU INSPIRATION:

- GUMBO GUACAMOLE: fresh mashed avocados folded with gumbo filé, tomato, vinegar, hot sauce and a mixture of sweated trinity vegetables.
 Try it in a Cajun-style dirty rice and bean bowl.
- ◆ SALTED WATERMELON GUACAMOLE: fresh mashed avocado folded with fresh mint, lime juice and diced watermelon, finished with a sprinkle of coarse sea salt. Try it on a Kentucky-style pulled pork sandwich.
- ◆ LOUISIANA HOT GUACAMOLE: fresh mashed avocado mixed with lemon pepper seasoning, minced garlic, cayenne pepper and lemon juice.
 Try it paired with hush puppies and seafood fritters.

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The tastes of Central and South American cuisine are a natural home for fresh avocados, and they are grounded in flavors that are likely in your operation already, like peppers, tomatoes, garlic, onions and herbs. But this region is less familiar to consumers and can deliver a sense of exploration to pique your diners' interest with a twist on the familiar.

A Y A Y A Y A Y A Y A Y A Y A Y A

of consumers are interested in trying Venezuelan cuisine.*

A MAJORITY OF CONSUMERS EXPRESSED INTEREST

in trying South American cuisines, like Brazilian, Argentine and Colombian.*

GUASACACA Guacamole

Fresh mashed avocados blended with green bell peppers, garlic, onion, cilantro, jalapeño and parsley for a smooth, tangy, sauce-style guac.

FEATURED ON:

GUASACACA FRENCH DIP

A toasted, crusty French roll lathered with creamy Guasacaca Guacamole and topped with rare shaved roast beef, savory sautéed onions, melted Swiss cheese and avocado garlic aioli, served with au jus for dipping.

ALSO TRY:

- Seafood Taco Topper
- Steakhouse Sauce
- ♦ Arepa or Sandwich Spread

BACK-OF-HOUSE TIP

The blended texture can extend the life of softer avocados, and the acidity can help this guac hold longer for advance prep needs.





GUASACACA GUACAMOLE

(Serves 24)

TO MAKE:

In a large food processor, combine 4 cups pureed Stage 4 Avocados From Mexico, 1 cup small-diced white onion, 1 cup small-diced green bell pepper, 1/2 cup deseeded, small-diced jalapeño peppers, 1/2 cup minced garlic, 1/2 cup roughly chopped fresh parsley, 1/2 cup roughly chopped fresh cilantro, 1 cup lime juice, 1/4 cup water, 1/4 cup distilled white vinegar and 8 teaspoons kosher salt until mixture is smooth.

TO SERVE:

Serve 1/4 cup guacamole with a dipper like thick-cut steak fries, or slather it into our Guasacaca French Dip.

TO STORE:

Place in a storage container and wrap tightly, pressing plastic wrap directly against the surface of the guacamole. Hold for up to 72 hours.







CENTRAL & SOUTH AMERICAN MENU INSPIRATION:

- ◆ SMOKY BACON GUACAMOLE: fresh mashed avocado folded with crispy rendered diced bacon, bacon fat, sautéed onion, garlic and lime.

 Try it on a meat-lovers quesadilla.
- NICARAGUAN EGG GUACAMOLE: fresh mashed avocado folded with chopped hard-boiled eggs, onion, cilantro and lime.
 Try it on a breakfast guac bagel.
- POPPED BLACK BEAN GUACAMOLE: crispy sautéed black beans folded with fresh mashed avocado, red onion, tomato, cilantro and lime.
 Try it with grilled flatbread points for dipping.





Known for spicy, fruity, smoky and bright flavors, the cuisines of the Caribbean islands are perfectly complemented by fresh mango and coconut or explore richer flavors like jerk seasoning or spicy Scotch bonnet peppers, fresh avocados instantly add familiar crave appeal to more exotic tastes.

of consumers are interested in Jamaican cuisine.*

of consumers have **tried and liked Caribbean** food, and
think it's unique and exciting.**

of millennials love the flavor of jerk.*

E SAMOLE GUACAMOLE

Fresh mashed avocados and chopped grilled mango mixed with a fiery jerk paste made of scallions, ginger, thyme, habanero, white vinegar and warm spices for a sweet and spicy guac with a kick.

FEATURED ON:

JERK GUACAMOLE CHICKEN WINGS

Jerk-seasoned, flame-broiled chicken wings coated in a sticky honey glaze and served with a bowl of sweet-and-spicy Jerk Guacamole.

ALSO TRY:

- Plantain Chip Dip
- Grilled Shrimp or Fish Topper
- Pork or Chicken Sandwich Spread

TURN UP THE HEAT!

75% of consumers report liking some spice in their guacamole, from peppers like jalapeños, serranos and habaneros.*

*AFM 2019 Away-From-Home Guacamole Patron Study, Technomic



JERK GUACAMOLE

(Serves 24)

TO MAKE:

In a large mixing bowl, fold together 3 cups mashed Stage 4 Avocados From Mexico, 2 cups small-diced grilled mango, 1 cup jerk paste, 1/2 cup fresh lime juice and 4 teaspoons kosher salt until evenly combined.

TO SERVE:

Top 1/4 cup guacamole with 1/2 teaspoon sliced scallions and serve with a dipper like fried plantain chips or with our honey-glazed Jerk Chicken Wings.

TO STORE:

Place in a storage container and wrap tightly, pressing plastic wrap directly against the surface of the guacamole. Hold for up to 24 hours.





FOR MORE CARIBBEAN MENU INSPIRATION:

- ♦ BAHAMIAN GUAC SAUCE: fresh mashed avocado folded with lime juice and "Old Sour" sauce—a traditional Bahamian condiment made of sour orange juice, habaneros and salt. Try it drizzled on a blackened chicken bowl.
- ♦ AVO-MANGO CHUTNEY GUAC: fresh mashed avocado folded with a tangy mixture of diced mango, white vinegar, onion, ginger, clove, mustard seeds and crushed red pepper. Try it on a fried fish sandwich.
- ♦ SPICY SCOTCH BONNET GUAC: fresh mashed avocado folded with chopped Scotch bonnet peppers, white onion, lemon juice, tomato and a swirl of sour cream. Try it with plantain and sweet potato chips.



Many of the popular bakery and bistro-fresh flavors your diners already love have Nordic roots-those pickled, salted, smoked and herby touches often seen in sandwiches, salads, toasts or smorgasbord-style bowl builds. Now we've added the premium value of fresh avocados to these flavors for both a crave and ticket boost on breakfast, brunch and lunch menus.

of consumers love the bold flavor of dill.*

777% 4-YEAR GROWTH RATE of avocado toast on menus.**

97% 4-YEAR GROWTH RATE for tartine-style, open-faced sandwickers.

(like Scandinavian smørrebrød).**

^{*}Technomic 2018-Ethnic Food & Beverage Consumer Report

^{**}Datassential MenuTrends, 2020

Forager's GUACAMOLE

Fresh mashed avocado folded with minced fresh dill, juniper, diced red onion, capers, fresh lemon juice and salt, for a fresh and herby guacamole.

FEATURED ON:

EVERYTHING AVOCADO & SALMON BAGEL

A split, toasted everything bagel served open-faced, topped with Forager's Guacamole, savory kippered salmon, chopped hard-boiled egg, fried capers, sliced radish and fresh dill.

ALSO TRY:

- Potato Salad Dressing
- Crudité Dip
- ♦ Salmon Entrée Topper

FRESH AVOCADOS BOOST MENU APPEAL

67% of consumers believe the use of fresh avocados increases a menu's overall quality.*

*2016 Technomic, Inc., Patron Report, Avocados From Mexico



FORAGER'S GUACAMOLE

(Serves 24)

TO MAKE:

In a large mixing bowl, fold together 5 cups mashed Stage 4 Avocados From Mexico, 1 cup minced red onion, 1/2 cup fresh lemon juice, 1/2 cup minced dill, 1/4 cup chopped capers, 4 teaspoons toasted, ground juniper and 4 teaspoons kosher salt until evenly combined.

TO SERVE:

Top 1/4 cup guacamole with a small pinch each of minced red onion, minced dill and toasted ground juniper. Serve with something crunchy like crudites for dipping, or try it schmeared on our Everything Avocado & Salmon Bagel.

TO STORE:

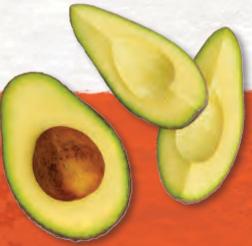
Place in a storage container and wrap tightly, pressing plastic wrap directly against the surface of the guacamole. Hold for up to 24 hours.





FOR MORE NORTHERN EUROPEAN MENU INSPIRATION:

- SPRING BERRY GUACAMOLE: freshly mashed avocado folded with diced onion, lingonberry jam and crumbled goat cheese. Try it on a roasted turkey sandwich on rye.
- ♠ AVOCADO HORSERADISH GUAC: fresh mashed avocado folded with diced shallot, lemon juice, a dash of Worcestershire sauce and grated fresh horseradish. Try it on a Reuben-style sandwich.
- CUCUMBER AVOCADO SALSA: fresh mashed avocado blended with chopped cucumbers, cilantro, jalapeño and lime. Try it topped on a grilled chicken salad.





The flavors of the Mediterranean Basin are diverse, from southern Europe to northern Africa and the eastern Levant. But what they all have in common is their ability to seamlessly pair with fresh avocados. Our pan-Mediterranean guacamoles deliver the flavors your diners love most like savory garlic, fresh herbs, bright citrus

of consumers love or like Italian food.*

of consumers have tried

Mediterranean food and
think it's unique are to think it's unique and exciting.*

4-YEAR GROWTH RATE of Mediterranean "shawarma"

on QSR menus.

Roasted Garlic GUAGAMOLE

Fresh, mashed avocado folded with slow-roasted garlic, chopped fresh parsley and cracked black pepper, for a simply savory guacamole.

FEATURED ON:

CRISPY PORK MILANESE & AVO SANDWICH

A grilled French roll slathered with Roasted Garlic Guacamole and topped with grilled broccoli rabe, a crispy pork cutlet, hot avocado giardiniera, shaved pecorino cheese and a drizzle of avocado aioli.

ALSO TRY:

- ♦ Avocado Pesto Base
- Focaccia Flatbread Spread
- Salad Topper

OFF-PREMISE PREFERRED

55% of Consumers Would Order for Takeout

\$9 Median Willingness to Pay

*Technomic Menu Concept Screener, Avocados From Mexico, February 202



ROASTED GARLIC GUACAMOLE

(Serves 24)

TO MAKE:

In a large mixing bowl, fold together 5 cups mashed Stage 4 Avocados From Mexico, 1 cup mashed roasted garlic, 1/2 cup roughly chopped fresh parsley, 1/4 cup fresh lemon juice, 8 teaspoons kosher salt and 4 teaspoons ground black pepper until evenly combined.

TO SERVE:

Serve 1/4 cup guacamole with a dipper like grilled focaccia, or try it in our Crispy Pork Milanese & Avo Sandwich.

TO STORE:

Place in a storage container and wrap tightly, pressing plastic wrap directly against the surface of the guacamole. Hold for up to 24 hours.



Italian Avocado SALSA VERDE GUAG

Diced avocado folded with a rich and tangy blend of olive oil, flatleaf parsley, capers, garlic and fresh lemon juice for a bright and fresh salsa-style guac.

FEATURED ON:

BISTECCA PIADINA CLUB

Rich and tangy Italian Avocado Salsa Verde Guac is layered with slices of flame-seared rib eye, griddled red onions and melty provolone cheese, all folded into a grilled Italian flatbread.

ALSO TRY:

- Bruschetta Topper
- Salad Dressing Base
- Grilled Fish Topper

MENU MAINSTAY

68% of Consumers Would Order on Some or Most Visits

59% of Consumers Would Order All Year Long

\$7 Median Willingness to Pay

*Technomic Menu Concept Screener, Avocados From Mexico, February 2021



ITALIAN AVOCADO SALSA VERDE GUAC

(Serves 24)

TO MAKE:

In a large mixing bowl, combine 3 cups small-diced Stage 3 Avocados From Mexico, 2 cups roughly chopped parsley, 1/2 cup roughly chopped capers, 4 teaspoons minced garlic, 4 teaspoons red pepper flakes, 1 cup olive oil, 3/4 cup fresh lemon juice, 2 teaspoons kosher salt and 1 teaspoon ground black pepper. Transfer to an airtight storage container and let marinate in refrigerator for at least 2 hours before use.

TO SERVE:

Serve 1/4 cup avocado salsa with a dipper like grilled flatbread, or try it featured on our Bistecca Piadina Club.

TO STORE:

Place in a storage container and wrap tightly, pressing plastic wrap directly against the surface of the avocado salsa. Hold for up to 72 hours.



Creamy Tahini GUACAMOLE

Fresh mashed avocado folded with silky tahini, lemon juice, and za'atar spice, a blend of oregano, thyme and toasted sesame seeds, for a hummus-like spin on guacamole.

FEATURED ON:

SHAWARMA WRAP WITH CREAMY TAHINI GUACAMOLE

A garlic-butter-brushed pita is slathered with Creamy Tahini Guacamole and layered with crispy chicken shawarma, pickled turnip and shredded cabbage, drizzled with an avocado garlic sauce. Served with a side of french fries and cheesy spin' dip guac.

ALSO TRY:

- Falafel Topper
- Pita Chip or Crudité Dip
- Salad or Grain Bowl Topper

NOVELTY ITEM

139 Uniqueness Index

\$8 Median Willingness to Pay

*Technomic Menu Concept Screener Avocados From Mexico, February 202



CREAMY TAHINI GUACAMOLE

(Serves 24)

TO MAKE:

In a large mixing bowl, fold together 5 cups mashed Stage 4 Avocados From Mexico, 1 cup tahini, 1/4 cup za'atar seasoning, 6 tablespoons fresh lemon juice and 1 teaspoon kosher salt until evenly combined.

TO SERVE:

Serve 1/4 cup guacamole with dippers like garlic pita chips and falafel bites, or try it spread into our savory chicken Shawarma Wrap.

TO STORE:

Place in a storage container and wrap tightly, pressing plastic wrap directly against the surface of the guacamole. Hold for up to 48 hours.





FOR MORE MEDITERRANEAN MENU INSPIRATION:

- AVO TAPENADE GUACAMOLE: diced avocado marinated in a rich mixture of chopped olives, capers, roasted red pepper and eggplant.
 Try it on a tuna salad sandwich.
- CHERMOULA GUACAMOLE: fresh mashed avocado studded with a mixture of fresh and fried garlic, toasted cumin, coriander, crushed red pepper, ginger, clove, parsley and lemon juice. Try it on top of crispy chickpea fritters.
- PRESERVED LEMON GUACAMOLE: fresh mashed avocado folded with salty and sour preserved lemon, fresh lemon juice, parsley and feta cheese. Try it on a grilled lamb burger.



Avocados provide a wholesome creaminess that pairs wonderfully These guacamoles are perfect for bold appetizers and fresh small plates that give your diners a taste of something new and truly exploratory, while remaining rooted in the avocados they know and love.

of consumers would like more restaurants to offer African fare.*

36.8% 4-YEAR GROWTH RATE

for **piri piri pepper** on menus,* making it a popular choice for LTOs.

of older Gen-Z consumers would like to try West African cuisine and think it sounds good.**

Piri Piri GUACAMOLE

Fresh mashed avocado blended with a mixture of red chile peppers, green bell peppers, minced onion, garlic, white vinegar and lemon for a smooth, spicy guac sauce.

FEATURED ON:

SPICED CHICKEN KEBABS WITH PIRI PIRI GUACAMOLE

Marinated and spiced chicken is skewered, grilled and served with a side of Piri Piri Guacamole for dipping.

ALSO TRY:

- ♦ French Fry Dip
- ♦ Grilled Fish Topper
- ♦ Tapas Dip

FRESH GUAC IS BETTER GUAC

In a taste study, fresh guacamole outperformed processed guacamole across indicators such as overall liking, texture, flavor, appearance and color.*

*Fresh vs. Processed Taste Test Report, AFM November 2020





PIRI PIRI GUACAMOLE

(Serves 24)

TO MAKE:

In a large mixing bowl, fold together 1 1/2 cups mashed Stage 4 Avocados From Mexico, 3/4 cup white vinegar, 3/4 cup olive oil, 1 1/2 cups minced green bell pepper, 1 1/2 cups minced white onion, 3 tablespoons minced garlic, 6 tablespoons minced red chiles, 3/4 cup fresh lemon juice and 1 1/2 teaspoons kosher salt until evenly combined.

TO SERVE:

Serve 1/4 cup guacamole with a dipper like grilled flatbread or wholegrain crackers, or serve with our Spiced Chicken Kebabs.

TO STORE:

Place in a storage container and wrap tightly, pressing plastic wrap directly against the surface of the guacamole. Hold for up to 48 hours.







FOR MORE AFRICAN MENU INSPIRATION:

- BERBERE GUACAMOLE: fresh mashed avocado folded with a fiery blend of berbere spice, green chiles, onion, garlic, ginger and lemon.
 Try it on a grilled shrimp taco.
- ♦ HARISSA GUACAMOLE: fresh mashed avocado folded with toasted slivered almonds, cilantro, lime and a swirl of harissa paste. Try it on grilled lamb chops.
- ♦ SOUTH AFRICAN SWEET PEPPER GUACAMOLE: fresh mashed avocado folded with corn kernels, curry powder, cilantro, tomato and chopped sweet piquant peppers. Try it in an egg and bacon breakfast wrap.

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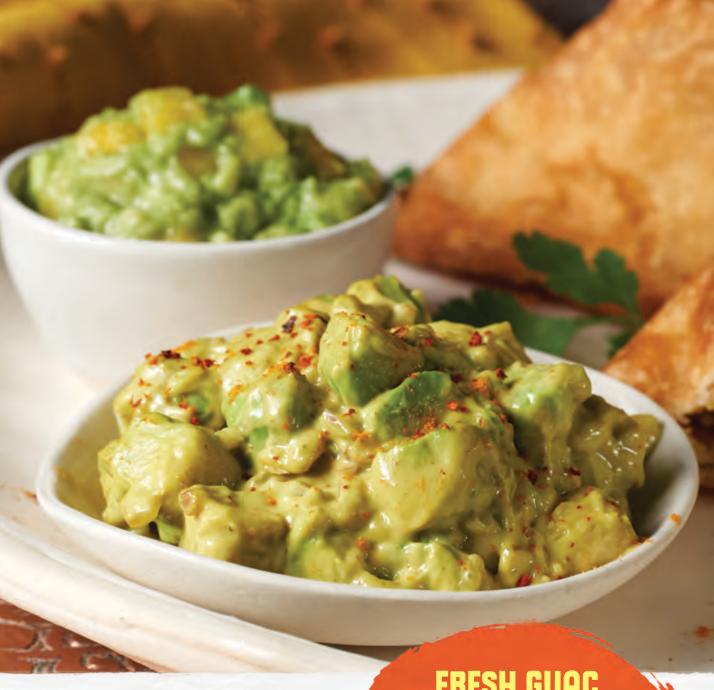
Heavily rooted in rich spices like curry, cumin, and coriander, sauces and condiments are integral to Indian dishes to deliver a layered and balanced flavor experience. From bright and fruity, fresh and herby, to spicy and bold applications, fresh avocados bring both premium value and operational versatility to our Indian-inspired guacamoles and sauces.

With consumers seeking out bolder interpretations, trends in small plates and appetizers are leaning toward

NTERNATIONAL CUISINES,

including vegan and vegetarian plates.*

STREET FOOD has reached ubiquity on menus, as diners are hungry for small bite excitement.



FRESH LTO

141 Uniqueness Index

130 Craveability Index

\$10 Median Willingness to Pay

*Technomic Menu Concept Screener, Avocados From Mexico, February 2021

FRESH GUAC DRIVES SALES

In a study, consumers expressed a higher likelihood to purchase fresh guacamole over processed guacamole, with over 2/3 indicating they definitely or probably would buy fresh.*

*Fresh vs. Processed Taste Test Report, AFM November 2020



FEATURED ON:

AVO-POTATO SAMOSA PLATTER

Spiced avocado and potato samosas served with a side of Curried Avocado Ranch Guacamole and avo-mango chutney for dipping.

ALSO TRY:

- Flatbread Topper
- ♦ Chicken Wing Dipper
- Grain Bowl Topper



CURRIED AVOCADO RANCH GUACAMOLE

(Serves 24)

TO MAKE:

In a large mixing bowl, fold together 3 cups small-diced Stage 3 Avocados From Mexico, 2-1/4 cups ranch dressing, 9 tablespoons minced shallot, 3 teaspoons minced garlic, 6 tablespoons fresh lemon juice, 6 teaspoons kosher salt and 3 tablespoons Madras curry seasoning until evenly combined.

TO SERVE:

Serve 1/4 cup guacamole with a dipper like naan bread or try it with our crispy fried Avo-Potato Samosas.

TO STORE:

Place in a storage container and wrap tightly, pressing plastic wrap directly against the surface of the guacamole. Hold for up to 24 hours.





FOR MORE INDIAN MENU INSPIRATION:

- ♠ AVO-MINT CHUTNEY GUAC: fresh mashed avocados blended with green chiles, lemon, cilantro, mint and white pepper. Try it as a dip for fried onion petals.
- ♠ AVO-TAMARIND GUAC SAUCE: fresh mashed avocado folded with white and balsamic vinegar, tamarind paste, turmeric, cilantro, cumin, cloves, green onions and chopped toasted cashews. Try it as a dip for avocado frites.
- ◆ AVOCADO RAITA GUAC: fresh mashed avocado folded with yogurt, onion, tomatoes, green and red chiles, cumin and cilantro. Try it on top of a seasoned chicken and rice bowl.

Visit **AvocadosFromMexico.com/foodservice** for culinary inspiration, education, operational support and more.





Fresh avocados already shine on sushi menus, but that's only the cuisines. Chinese-, Japanese- and Korean-inspired guacamoles are crave in creative new builds.

of consumers have tried Korean food and think it's unique or exciting.**

33.8% 4-YEAR GROWTH RATE on menus for "bgo" making it

a popular choice for LTOs.

GEN 7 prefers Chinese food more than any other global cuisine.**

Spicy Korean GUACAMOLE

Fresh mashed avocado folded with Korean red chile flakes, white onion, rice vinegar, sesame oil and diced jalapeños, topped with gochujang pickled onions for a spicy-tangy guacamole.

FEATURED ON:

CRISPY FRIED CHICKEN BAO

Extra-crispy double-fried chicken stuffed into fluffy, steamed bao buns and topped with Spicy Korean Guacamole, gochujang pickled onions, scallions and toasted sesame seeds.

ALSO TRY:

- ♦ Rice Bowl Topper
- ♦ Asian-style Taco Topper
- ♦ Lettuce Wrap Topper

FRESH LTO

127 Uniqueness Index 118 Draw Index \$9 Median Willingness to Pay

*Technomic Menu Concept Screener, Avocados From Mexico, February 202



SPICY KOREAN GUACAMOLE (Serves 24) TO MAKE: In a large mixing bowl, fold together 5 cups mashed Stage 4 Avocados From Mexico, 1 cup small-diced white onion, 1/4 cup deseeded, minced jalapeño peppers, 4 teaspoons red chile flakes, 1/4 cup fresh lime juice, 1/4 cup rice wine vinegar, 4 teaspoons sesame oil and 4 teaspoons kosher salt until evenly combined. TO SERVE: Top 1/4 cup guacamole with 1 teaspoon gochujang pickled onions and 1 teaspoon red chile flake and serve with a dipper like wonton chips, or generously dollop into our Crispy Fried Chicken Bao. TO STORE: Place in a storage container and wrap tightly, pressing plastic wrap directly against the surface of the guacamole. Hold for up to 24 hours.







- ♦ BULGOGI GUACAMOLE: fresh mashed avocados folded with a hint of soy sauce, garlic, ginger, Korean red chile flakes, scallion, diced Asian pear and toasted sesame seeds. Try it on Korean barbecue lettuce wraps.
- ◆ TOGARASHI GUACAMOLE: fresh mashed avocado blended with togarashi spice, ginger, garlic and miso paste. Try it in a spicy crunchy tuna maki roll.
- SPICY CHILE CRISP GUAC: fresh mashed avocado blended with a hot chile oil studded with fried garlic, scallion and ginger. Try it on a pokestyle rice bowl.

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AVOCADO EDUCATION



BACK-OF-HOUSE TIPS & TRICKS FOR ADVANCE PREP

When you follow our best practices and back-of-house techniques, you can prepare these guacamoles in advance and count on longer hold times for off-premise occasions.

UP TO

12 HOURS

Elotes Guacamole UP TO

24

HOURS

Yucatán Guacamole

Curried Avocado Ranch Guacamole

> Forager's Guacamole

Jerk Guacamole

Avo-Pimento Guac

Spicy Korean Guacamole

Roasted Garlic Guacamole UP TO

48

HOURS

Creamy Tahini Guacamole

Piri Piri Guacamole UP TO

72

HOURS

Italian Avocado Salsa Verde Guac (use a firmer avocado for maximum hold!)

> Guasacaca Guacamole



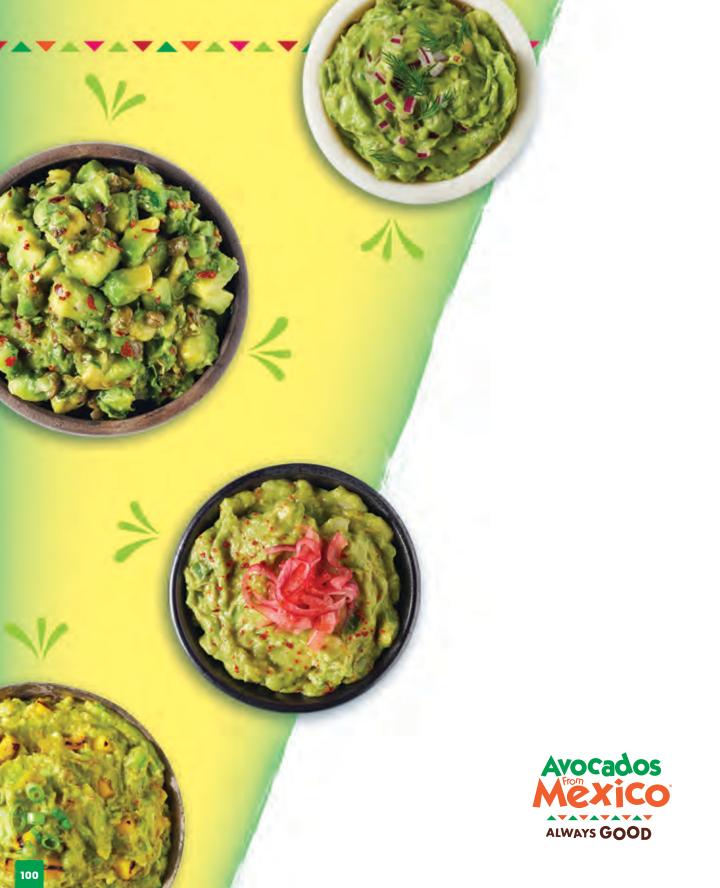


FOR TAKEOUT & DELIVERY

To deliver a top-notch, off-premise guacamole experience, follow these simple, cost-effective tips to preserve the freshness, flavor, texture and temperature your diners love about guac.

- ♦ Package guacamole separately, in its own container
- ◆ Fill container completely so that the seal is right against the guac, leaving no room for air
- ♦ If necessary, seal with a double wrap of plastic to keep air out
- Separate guacamole container from hot items to preserve temperature
- Include a slice of lime or citrus, adding extra freshness and preservation cues
- Offer a quality seal, with a time stamp showcasing when the guac was made and packed
- Provide instructions or notes for best eating experience or how to build dish for best taste





HEALTHY, TASTY & DELICIOUS

are the top three words consumers use to describe avocados.*

VALUE-ADDING, VERSATILE & ALWAYS AVAILABLE

are the top three words your operation should remember about Avocados From Mexico—the only fresh avocado that's available all year round and that works across every menu and any cuisine style to add premium value and operational ease.

Reach out today to explore our industry-leading partnership capabilities:

- ♦ Virtual and In-person Avocado Education
- ♦ Back-of-House Training and Tools
- Menu Support and Inspiration Resources
- Culinary Innovation and Custom Ideations
- ♦ 100% Fresh Seal Program
- ♦ Year-round Custom Promotions and Marketing Support
- Custom LTO Promotions
- Customized Guac Cart Programs

For more information, visit us at **AvocadosFromMexico.com/foodservice**, or reach out to our team.

