



**Total Imports by Volume (Gallons per Country)**

| Country            |            |            |          | YTD         |             | YTD       |  |
|--------------------|------------|------------|----------|-------------|-------------|-----------|--|
|                    | 10/2017    | 10/2018    | % Change | 2017        | 2018        | % Change  |  |
| MEXICO             | 56,462,606 | 60,951,402 | 8.0 %    | 608,891,240 | 662,631,088 | 8.8 %     |  |
| NETHERLANDS        | 11,381,432 | 10,220,226 | (10.2)%  | 121,989,786 | 116,608,480 | (4.4) %   |  |
| BELGIUM            | 8,523,424  | 5,050,086  | (40.8)%  | 45,692,591  | 53,245,889  | 16.5 %    |  |
| CANADA             | 3,404,507  | 2,894,531  | (15.0)%  | 37,383,009  | 36,965,966  | (1.1) %   |  |
| IRELAND            | 2,936,179  | 3,710,371  | 26.4 %   | 25,791,815  | 24,939,068  | (3.3) %   |  |
| GERMANY            | 2,009,937  | 1,489,622  | (25.9)%  | 30,208,316  | 18,808,252  | (37.7) %  |  |
| ITALY              | 509,353    | 418,677    | (17.8)%  | 4,865,812   | 4,929,227   | 1.3 %     |  |
| JAMAICA            | 393,415    | 174,930    | (55.5)%  | 3,997,756   | 4,100,680   | 2.6 %     |  |
| POLAND             | 251,054    | 445,191    | 77.3 %   | 2,677,762   | 3,220,182   | 20.3 %    |  |
| UNITED KINGDOM     | 535,875    | 272,697    | (49.1)%  | 6,883,262   | 2,911,940   | (57.7) %  |  |
| DOMINICAN REPUBLIC | 360,288    | 158,332    | (56.1)%  | 2,619,943   | 2,484,890   | (5.2) %   |  |
| CZECH REPUBLIC     | 152,732    | 269,464    | 76.4 %   | 1,918,387   | 1,840,236   | (4.1) %   |  |
| VIETNAM            | 6,447      | 175,096    | 2615.8 % | 19,035      | 1,346,417   | 6,973.3 % |  |
| KOREA              | 113,335    | 131,100    | 15.7 %   | 1,038,264   | 1,251,710   | 20.6 %    |  |
| FRANCE             | 169,316    | 119,394    | (29.5)%  | 952,199     | 1,228,807   | 29.1 %    |  |
| MAINLAND CHINA     | 281,978    | 88,217     | (68.7)%  | 1,465,212   | 1,149,642   | (21.5) %  |  |
| JAPAN              | 98,999     | 71,539     | (27.7)%  | 1,242,116   | 1,127,921   | (9.2) %   |  |
| AUSTRIA            | 82,677     | 62,748     | (24.1)%  | 1,016,547   | 879,935     | (13.4) %  |  |
| SPAIN              | 45,956     | 44,872     | (2.4)%   | 579,761     | 719,346     | 24.1 %    |  |
| DENMARK            | 147,580    | 30,495     | (79.3)%  | 1,329,891   | 677,455     | (49.1) %  |  |
| THAILAND           | 81,656     | 79,668     | (2.4)%   | 616,426     | 642,928     | 4.3 %     |  |
| GUATEMALA          | 58,583     | 70,412     | 20.2 %   | 559,534     | 610,274     | 9.1 %     |  |
| EL SALVADOR        | 70,989     | 113,291    | 59.6 %   | 550,532     | 572,744     | 4.0 %     |  |
| PERU               | 22,938     | 32,374     | 41.1 %   | 245,782     | 406,505     | 65.4 %    |  |
| INDIA              | 7,540      | 53,033     | 603.4 %  | 226,182     | 382,470     | 69.1 %    |  |
| ICELAND            | 42,564     | 31,867     | (25.1)%  | 329,768     | 344,325     | 4.4 %     |  |
| SINGAPORE          | 0          | 16,776     | 0.0 %    | 136,027     | 267,958     | 97.0 %    |  |
| COSTA RICA         | 13,504     | 14,315     | 6.0 %    | 352,086     | 224,980     | (36.1) %  |  |
| HONG KONG          | 2,825      | 15,755     | 457.8 %  | 91,078      | 223,187     | 145.1 %   |  |
| PORTUGAL           | 19,912     | 19,593     | (1.6)%   | 218,985     | 218,148     | (0.4) %   |  |
| RUSSIA             | 41,209     | 28,937     | (29.8)%  | 285,041     | 204,769     | (28.2) %  |  |
| NEW ZEALAND        | 0          | 21,164     | 0.0 %    | 289,822     | 199,520     | (31.2) %  |  |
| GREECE             | 20,339     | 8,486      | (58.3)%  | 157,716     | 167,610     | 6.3 %     |  |
| ESTONIA            | 1,408      | 1,500      | 6.5 %    | 113,973     | 131,790     | 15.6 %    |  |
| COLOMBIA           | 0          | 38,667     | 0.0 %    | 66,788      | 127,546     | 91.0 %    |  |
| BAHAMAS            | 6,320      | 0          | 0.0 %    | 67,578      | 113,259     | 67.6 %    |  |
| LITHUANIA          | 17,507     | 10,997     | (37.2)%  | 66,064      | 89,519      | 35.5 %    |  |
| UKRAINE            | 12,728     | 6,794      | (46.6)%  | 58,087      | 87,877      | 51.3 %    |  |
| BRAZIL             | 0          | 11,513     | 0.0 %    | 75,252      | 84,509      | 12.3 %    |  |
| NICARAGUA          | 7,847      | 12,872     | 64.0 %   | 72,424      | 80,679      | 11.4 %    |  |
| AUSTRALIA          | 0          | 713        | 0.0 %    | 75,276      | 73,669      | (2.1) %   |  |
| HONDURAS           | 19,806     | 0          | 0.0 %    | 102,032     | 71,019      | (30.4) %  |  |
| TAIWAN             | 0          | 6,905      | 0.0 %    | 34,333      | 65,390      | 90.5 %    |  |
| LEBANON            | 0          | 3,013      | 0.0 %    | 46,739      | 61,301      | 31.2 %    |  |
| SLOVAKIA           | 0          | 15,129     | 0.0 %    | 38,951      | 48,610      | 24.8 %    |  |
| LAOS               | 4,812      | 13,600     | 182.6 %  | 36,755      | 48,525      | 32.0 %    |  |
| ARGENTINA          | 0          | 8,304      | 0.0 %    | 32,751      | 42,779      | 30.6 %    |  |
| ETHIOPIA           | 0          | 2,092      | 0.0 %    | 37,439      | 41,134      | 9.9 %     |  |
| SERBIA             | 2,825      | 0          | 0.0 %    | 28,215      | 40,001      | 41.8 %    |  |
| CROATIA            | 0          | 0          | 0.0 %    | 29,892      | 34,673      | 16.0 %    |  |
| TURKEY             | 3,175      | 3,173      | (0.1)%   | 29,995      | 33,089      | 10.3 %    |  |
| TRINIDAD           | 15,627     | 0          | 0.0 %    | 101,598     | 28,083      | (72.4) %  |  |

## Total Imports by Volume (Gallons per Country)

| Country                   |                   |                   |                | YTD                | YTD                |              |
|---------------------------|-------------------|-------------------|----------------|--------------------|--------------------|--------------|
|                           | 10/2017           | 10/2018           | % Change       | 2017               | 2018               | % Change     |
| PHILIPPINES               | 4,165             | 5,021             | 20.6 %         | 101,136            | 25,337             | (75.0) %     |
| SWEDEN                    | 1,352             | 16,698            | 1135.3 %       | 11,884             | 24,528             | 106.4 %      |
| NORWAY                    | 0                 | 0                 | 0.0 %          | 17,696             | 21,745             | 22.9 %       |
| ECUADOR                   | 3,712             | 2,926             | (21.2) %       | 19,398             | 20,909             | 7.8 %        |
| ARMENIA                   | 2,362             | 5,864             | 148.2 %        | 20,581             | 20,778             | 1.0 %        |
| LUXEMBOURG                | 1,902             | 5,831             | 206.6 %        | 11,868             | 19,962             | 68.2 %       |
| LUXEMBURG                 | 1,902             | 5,831             | 206.6 %        | 11,868             | 19,962             | 68.2 %       |
| KENYA                     | 0                 | 2,809             | 0.0 %          | 16,854             | 19,663             | 16.7 %       |
| MOROCCO                   | 3,264             | 3,264             | 0.0 %          | 12,045             | 18,224             | 51.3 %       |
| SRI LANKA                 | 0                 | 0                 | 0.0 %          | 21,997             | 14,829             | (32.6) %     |
| BULGARIA                  | 3,949             | 0                 | 0.0 %          | 14,732             | 14,449             | (1.9) %      |
| BARBADOS                  | 0                 | 0                 | 0.0 %          | 9,189              | 12,654             | 37.7 %       |
| MACEDONIA                 | 0                 | 2,992             | 0.0 %          | 8,544              | 10,512             | 23.0 %       |
| GHANA                     | 1,855             | 0                 | 0.0 %          | 8,623              | 9,165              | 6.3 %        |
| FRENCH POLYNESIA          | 0                 | 0                 | 0.0 %          | 9,106              | 9,045              | (0.7) %      |
| NIGERIA                   | 0                 | 0                 | 0.0 %          | 16,054             | 8,857              | (44.8) %     |
| ISRAEL                    | 0                 | 0                 | 0.0 %          | 5,521              | 8,559              | 55.1 %       |
| ROMANIA                   | 0                 | 0                 | 0.0 %          | 7,397              | 7,397              | 0.0 %        |
| INDONESIA                 | 0                 | 0                 | 0.0 %          | 0                  | 6,695              | 0.0 %        |
| SWITZERLAND               | 425               | 364               | (14.3) %       | 7,140              | 6,228              | (12.8) %     |
| BURMA                     | 0                 | 0                 | 0.0 %          | 5,148              | 5,615              | 9.1 %        |
| ERITREA                   | 0                 | 0                 | 0.0 %          | 0                  | 5,406              | 0.0 %        |
| BOLIVIA                   | 5,219             | 0                 | 0.0 %          | 7,869              | 5,033              | (36.0) %     |
| CAMBODIA                  | 0                 | 0                 | 0.0 %          | 5,021              | 5,021              | 0.0 %        |
| ALBANIA                   | 0                 | 0                 | 0.0 %          | 1,506              | 4,670              | 210.0 %      |
| JORDAN                    | 1,506             | 0                 | 0.0 %          | 3,013              | 3,857              | 28.0 %       |
| REPUBLIC SOUTH AFRICA     | 348               | 0                 | 0.0 %          | 3,191              | 3,773              | 18.2 %       |
| CAMEROON                  | 2,545             | 0                 | 0.0 %          | 6,166              | 3,299              | (46.5) %     |
| CYPRUS                    | 0                 | 0                 | 0.0 %          | 2,186              | 3,297              | 50.8 %       |
| MOZAMBIQUE                | 0                 | 0                 | 0.0 %          | 0                  | 3,078              | 0.0 %        |
| BELARUS                   | 0                 | 0                 | 0.0 %          | 6,103              | 3,051              | (50.0) %     |
| VENEZUELA                 | 0                 | 0                 | 0.0 %          | 0                  | 2,663              | 0.0 %        |
| DJIBUTI                   | 0                 | 0                 | 0.0 %          | 0                  | 2,302              | 0.0 %        |
| NEPAL                     | 0                 | 0                 | 0.0 %          | 0                  | 2,302              | 0.0 %        |
| BOSNIA                    | 0                 | 0                 | 0.0 %          | 1,921              | 1,844              | (4.0) %      |
| URUGUAY                   | 0                 | 0                 | 0.0 %          | 4,155              | 856                | (79.4) %     |
| WEST BANK ADMINISTERED BY | 0                 | 0                 | 0.0 %          | 0                  | 559                | 0.0 %        |
| SLOVENIA                  | 0                 | 0                 | 0.0 %          | 1,004              | 281                | (72.1) %     |
| LATVIA                    | 0                 | 0                 | 0.0 %          | 3,170              | 214                | (93.3) %     |
| ST. LUCIA                 | 0                 | 0                 | 0.0 %          | 0                  | 136                | 0.0 %        |
| CAYMAN ISLANDS            | 26                | 26                | 0.0 %          | 26                 | 26                 | 0.0 %        |
| GEORGIA                   | 0                 | 0                 | 0.0 %          | 1,744              | 0                  | 0.0 %        |
| HAITI                     | 0                 | 0                 | 0.0 %          | 43,508             | 0                  | 0.0 %        |
| HUNGARY                   | 0                 | 0                 | 0.0 %          | 3,772              | 0                  | 0.0 %        |
| MALTA                     | 0                 | 0                 | 0.0 %          | 3,164              | 0                  | 0.0 %        |
| MAURITIUS                 | 0                 | 0                 | 0.0 %          | 12,320             | 0                  | 0.0 %        |
| MONTENEGRO                | 0                 | 0                 | 0.0 %          | 8,630              | 0                  | 0.0 %        |
| SEYCHELLES                | 0                 | 0                 | 0.0 %          | 2,970              | 0                  | 0.0 %        |
| <b>Gallon Total</b>       | <b>88,375,734</b> | <b>87,471,560</b> | <b>(1.0) %</b> | <b>906,194,046</b> | <b>947,192,786</b> | <b>4.5 %</b> |

## Total Imports by Volume (Gallons per Country)

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| <u>Country</u> | <u>10/2017</u> | <u>10/2018</u> | <u>% Change</u> | YTD<br><u>2017</u> | YTD<br><u>2018</u> | <u>% Change</u> |
|----------------|----------------|----------------|-----------------|--------------------|--------------------|-----------------|
| Barrel Total   | 2,850,830      | 2,821,663      |                 | 29,232,066         | 30,554,606         |                 |

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For More Information  
Beer Institute  
440 First St. NW, Suite 350  
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Source: Beer Institute and US Department of Commerce, Bureau of Census



### Total Imports by Country (Gallons per Country)

| <u>Country</u>     | <u>10/2017</u> | <u>10/2018</u> | <u>% Change</u> | <u>2017 YTD</u> | <u>2018 YTD</u> | <u>% Change</u> |
|--------------------|----------------|----------------|-----------------|-----------------|-----------------|-----------------|
| ALBANIA            | 0              | 0              | 0.0 %           | 1,506           | 4,670           | 210.0 %         |
| ARGENTINA          | 0              | 8,304          | 0.0 %           | 32,751          | 42,779          | 30.6 %          |
| ARMENIA            | 2,362          | 5,864          | 148.2 %         | 20,581          | 20,778          | 1.0 %           |
| AUSTRALIA          | 0              | 713            | 0.0 %           | 75,276          | 73,669          | (2.1)%          |
| AUSTRIA            | 82,677         | 62,748         | (24.1)%         | 1,016,547       | 879,935         | (13.4)%         |
| BAHAMAS            | 6,320          | 0              | 0.0 %           | 67,578          | 113,259         | 67.6 %          |
| BARBADOS           | 0              | 0              | 0.0 %           | 9,189           | 12,654          | 37.7 %          |
| BELARUS            | 0              | 0              | 0.0 %           | 6,103           | 3,051           | (50.0)%         |
| BELGIUM            | 8,523,424      | 5,050,086      | (40.8)%         | 45,692,591      | 53,245,889      | 16.5 %          |
| BOLIVIA            | 5,219          | 0              | 0.0 %           | 7,869           | 5,033           | (36.0)%         |
| BOSNIA             | 0              | 0              | 0.0 %           | 1,921           | 1,844           | (4.0)%          |
| BRAZIL             | 0              | 11,513         | 0.0 %           | 75,252          | 84,509          | 12.3 %          |
| BULGARIA           | 3,949          | 0              | 0.0 %           | 14,732          | 14,449          | (1.9)%          |
| BURMA              | 0              | 0              | 0.0 %           | 5,148           | 5,615           | 9.1 %           |
| CAMBODIA           | 0              | 0              | 0.0 %           | 5,021           | 5,021           | 0.0 %           |
| CAMEROON           | 2,545          | 0              | 0.0 %           | 6,166           | 3,299           | (46.5)%         |
| CANADA             | 3,404,507      | 2,894,531      | (15.0)%         | 37,383,009      | 36,965,966      | (1.1)%          |
| CAYMAN ISLANDS     | 26             | 26             | 0.0 %           | 26              | 26              | 0.0 %           |
| COLOMBIA           | 0              | 38,667         | 0.0 %           | 66,788          | 127,546         | 91.0 %          |
| COSTA RICA         | 13,504         | 14,315         | 6.0 %           | 352,086         | 224,980         | (36.1)%         |
| CROATIA            | 0              | 0              | 0.0 %           | 29,892          | 34,673          | 16.0 %          |
| CYPRUS             | 0              | 0              | 0.0 %           | 2,186           | 3,297           | 50.8 %          |
| CZECH REPUBLIC     | 152,732        | 269,464        | 76.4 %          | 1,918,387       | 1,840,236       | (4.1)%          |
| DENMARK            | 147,580        | 30,495         | (79.3)%         | 1,329,891       | 677,455         | (49.1)%         |
| DJIBUTI            | 0              | 0              | 0.0 %           | 0               | 2,302           | 0.0 %           |
| DOMINICAN REPUBLIC | 360,288        | 158,332        | (56.1)%         | 2,619,943       | 2,484,890       | (5.2)%          |
| ECUADOR            | 3,712          | 2,926          | (21.2)%         | 19,398          | 20,909          | 7.8 %           |
| EL SALVADOR        | 70,989         | 113,291        | 59.6 %          | 550,532         | 572,744         | 4.0 %           |
| ERITREA            | 0              | 0              | 0.0 %           | 0               | 5,406           | 0.0 %           |
| ESTONIA            | 1,408          | 1,500          | 6.5 %           | 113,973         | 131,790         | 15.6 %          |
| ETHIOPIA           | 0              | 2,092          | 0.0 %           | 37,439          | 41,134          | 9.9 %           |
| FRANCE             | 169,316        | 119,394        | (29.5)%         | 952,199         | 1,228,807       | 29.1 %          |
| FRENCH POLYNESIA   | 0              | 0              | 0.0 %           | 9,106           | 9,045           | (0.7)%          |
| GEORGIA            | 0              | 0              | 0.0 %           | 1,744           | 0               | 0.0 %           |
| GERMANY            | 2,009,937      | 1,489,622      | (25.9)%         | 30,208,316      | 18,808,252      | (37.7)%         |
| GHANA              | 1,855          | 0              | 0.0 %           | 8,623           | 9,165           | 6.3 %           |
| GREECE             | 20,339         | 8,486          | (58.3)%         | 157,716         | 167,610         | 6.3 %           |
| GUATEMALA          | 58,583         | 70,412         | 20.2 %          | 559,534         | 610,274         | 9.1 %           |
| HAITI              | 0              | 0              | 0.0 %           | 43,508          | 0               | 0.0 %           |
| HONDURAS           | 19,806         | 0              | 0.0 %           | 102,032         | 71,019          | (30.4)%         |
| HONG KONG          | 2,825          | 15,755         | 457.8 %         | 91,078          | 223,187         | 145.1 %         |
| HUNGARY            | 0              | 0              | 0.0 %           | 3,772           | 0               | 0.0 %           |
| ICELAND            | 42,564         | 31,867         | (25.1)%         | 329,768         | 344,325         | 4.4 %           |
| INDIA              | 7,540          | 53,033         | 603.4 %         | 226,182         | 382,470         | 69.1 %          |
| INDONESIA          | 0              | 0              | 0.0 %           | 0               | 6,695           | 0.0 %           |
| IRELAND            | 2,936,179      | 3,710,371      | 26.4 %          | 25,791,815      | 24,939,068      | (3.3)%          |
| ISRAEL             | 0              | 0              | 0.0 %           | 5,521           | 8,559           | 55.1 %          |
| ITALY              | 509,353        | 418,677        | (17.8)%         | 4,865,812       | 4,929,227       | 1.3 %           |
| JAMAICA            | 393,415        | 174,930        | (55.5)%         | 3,997,756       | 4,100,680       | 2.6 %           |
| JAPAN              | 98,999         | 71,539         | (27.7)%         | 1,242,116       | 1,127,921       | (9.2)%          |
| JORDAN             | 1,506          | 0              | 0.0 %           | 3,013           | 3,857           | 28.0 %          |
| KENYA              | 0              | 2,809          | 0.0 %           | 16,854          | 19,663          | 16.7 %          |
| KOREA              | 113,335        | 131,100        | 15.7 %          | 1,038,264       | 1,251,710       | 20.6 %          |

## Total Imports by Country (Gallons per Country)

| <b>Country</b>            | <b>10/2017</b>    | <b>10/2018</b>    | <b>% Change</b> | <b>2017 YTD</b>    | <b>2018 YTD</b>    | <b>% Change</b> |
|---------------------------|-------------------|-------------------|-----------------|--------------------|--------------------|-----------------|
| LAOS                      | 4,812             | 13,600            | 182.6 %         | 36,755             | 48,525             | 32.0 %          |
| LATVIA                    | 0                 | 0                 | 0.0 %           | 3,170              | 214                | (93.3)%         |
| LEBANON                   | 0                 | 3,013             | 0.0 %           | 46,739             | 61,301             | 31.2 %          |
| LITHUANIA                 | 17,507            | 10,997            | (37.2)%         | 66,064             | 89,519             | 35.5 %          |
| LUXEMBOURG                | 1,902             | 5,831             | 206.6 %         | 11,868             | 19,962             | 68.2 %          |
| LUXEMBURG                 | 1,902             | 5,831             | 206.6 %         | 11,868             | 19,962             | 68.2 %          |
| MACEDONIA                 | 0                 | 2,992             | 0.0 %           | 8,544              | 10,512             | 23.0 %          |
| MAINLAND CHINA            | 281,978           | 88,217            | (68.7)%         | 1,465,212          | 1,149,642          | (21.5)%         |
| MALTA                     | 0                 | 0                 | 0.0 %           | 3,164              | 0                  | 0.0 %           |
| MAURITIUS                 | 0                 | 0                 | 0.0 %           | 12,320             | 0                  | 0.0 %           |
| MEXICO                    | 56,462,606        | 60,951,402        | 8.0 %           | 608,891,240        | 662,631,088        | 8.8 %           |
| MONTENEGRO                | 0                 | 0                 | 0.0 %           | 8,630              | 0                  | 0.0 %           |
| MOROCCO                   | 3,264             | 3,264             | 0.0 %           | 12,045             | 18,224             | 51.3 %          |
| MOZAMBIQUE                | 0                 | 0                 | 0.0 %           | 0                  | 3,078              | 0.0 %           |
| NEPAL                     | 0                 | 0                 | 0.0 %           | 0                  | 2,302              | 0.0 %           |
| NETHERLANDS               | 11,381,432        | 10,220,226        | (10.2)%         | 121,989,786        | 116,608,480        | (4.4)%          |
| NEW ZEALAND               | 0                 | 21,164            | 0.0 %           | 289,822            | 199,520            | (31.2)%         |
| NICARAGUA                 | 7,847             | 12,872            | 64.0 %          | 72,424             | 80,679             | 11.4 %          |
| NIGERIA                   | 0                 | 0                 | 0.0 %           | 16,054             | 8,857              | (44.8)%         |
| NORWAY                    | 0                 | 0                 | 0.0 %           | 17,696             | 21,745             | 22.9 %          |
| PERU                      | 22,938            | 32,374            | 41.1 %          | 245,782            | 406,505            | 65.4 %          |
| PHILIPPINES               | 4,165             | 5,021             | 20.6 %          | 101,136            | 25,337             | (75.0)%         |
| POLAND                    | 251,054           | 445,191           | 77.3 %          | 2,677,762          | 3,220,182          | 20.3 %          |
| PORTUGAL                  | 19,912            | 19,593            | (1.6)%          | 218,985            | 218,148            | (0.4)%          |
| REPUBLIC SOUTH AFRICA     | 348               | 0                 | 0.0 %           | 3,191              | 3,773              | 18.2 %          |
| ROMANIA                   | 0                 | 0                 | 0.0 %           | 7,397              | 7,397              | 0.0 %           |
| RUSSIA                    | 41,209            | 28,937            | (29.8)%         | 285,041            | 204,769            | (28.2)%         |
| SERBIA                    | 2,825             | 0                 | 0.0 %           | 28,215             | 40,001             | 41.8 %          |
| SEYCHELLES                | 0                 | 0                 | 0.0 %           | 2,970              | 0                  | 0.0 %           |
| SINGAPORE                 | 0                 | 16,776            | 0.0 %           | 136,027            | 267,958            | 97.0 %          |
| SLOVAKIA                  | 0                 | 15,129            | 0.0 %           | 38,951             | 48,610             | 24.8 %          |
| SLOVENIA                  | 0                 | 0                 | 0.0 %           | 1,004              | 281                | (72.1)%         |
| SPAIN                     | 45,956            | 44,872            | (2.4)%          | 579,761            | 719,346            | 24.1 %          |
| SRI LANKA                 | 0                 | 0                 | 0.0 %           | 21,997             | 14,829             | (32.6)%         |
| ST. LUCIA                 | 0                 | 0                 | 0.0 %           | 0                  | 136                | 0.0 %           |
| SWEDEN                    | 1,352             | 16,698            | 1135.3 %        | 11,884             | 24,528             | 106.4 %         |
| SWITZERLAND               | 425               | 364               | (14.3)%         | 7,140              | 6,228              | (12.8)%         |
| TAIWAN                    | 0                 | 6,905             | 0.0 %           | 34,333             | 65,390             | 90.5 %          |
| THAILAND                  | 81,656            | 79,668            | (2.4)%          | 616,426            | 642,928            | 4.3 %           |
| TRINIDAD                  | 15,627            | 0                 | 0.0 %           | 101,598            | 28,083             | (72.4)%         |
| TURKEY                    | 3,175             | 3,173             | (0.1)%          | 29,995             | 33,089             | 10.3 %          |
| UKRAINE                   | 12,728            | 6,794             | (46.6)%         | 58,087             | 87,877             | 51.3 %          |
| UNITED KINGDOM            | 535,875           | 272,697           | (49.1)%         | 6,883,262          | 2,911,940          | (57.7)%         |
| URUGUAY                   | 0                 | 0                 | 0.0 %           | 4,155              | 856                | (79.4)%         |
| VENEZUELA                 | 0                 | 0                 | 0.0 %           | 0                  | 2,663              | 0.0 %           |
| VIETNAM                   | 6,447             | 175,096           | 2615.8 %        | 19,035             | 1,346,417          | 6,973.3 %       |
| WEST BANK ADMINISTERED BY | 0                 | 0                 | 0.0 %           | 0                  | 559                | 0.0 %           |
| <b>Gallon Total</b>       | <b>88,375,734</b> | <b>87,471,560</b> | <b>(1.0)%</b>   | <b>906,194,046</b> | <b>947,192,786</b> | <b>4.5 %</b>    |
| <b>Barrel Total</b>       | <b>2,850,830</b>  | <b>2,821,663</b>  |                 | <b>29,232,066</b>  | <b>30,554,606</b>  |                 |

**For More Information**  
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**440 First St. NW, Suite 350**  
**Washington, DC 20001**  
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Source: Beer Institute and US Department of Commerce, Bureau of Census



12/6/2018

## Total Imports Non Alcoholic by Country (Gallons per Country)

| <u>Country</u>      | <u>10/2017</u> | <u>10/2018</u> | <u>% Change</u> | <u>2017 YTD</u>  | <u>2018 YTD</u>  | <u>% Change</u> |
|---------------------|----------------|----------------|-----------------|------------------|------------------|-----------------|
| ARAB EMIRATES       | 3,101          | 0              | 0.0 %           | 82,781           | 41,893           | (49.4) %        |
| AUSTRALIA           | 0              | 0              | 0.0 %           | 713              | 47,576           | 6,570.0 %       |
| BELGIUM             | 0              | 0              | 0.0 %           | 3,718            | 1,420            | (61.8) %        |
| CANADA              | 230            | 0              | 0.0 %           | 230              | 3,061            | 1,233.4 %       |
| COLOMBIA            | 3,348          | 0              | 0.0 %           | 3,348            | 6,695            | 100.0 %         |
| DOMINICAN REPUBLIC  | 0              | 0              | 0.0 %           | 18,205           | 0                | 0.0 %           |
| FRANCE              | 0              | 0              | 0.0 %           | 533              | 0                | 0.0 %           |
| GERMANY             | 298,797        | 317,786        | 6.4 %           | 2,915,785        | 2,920,147        | 0.2 %           |
| GUATEMALA           | 0              | 0              | 0.0 %           | 2,147            | 0                | 0.0 %           |
| IRAN                | 0              | 0              | 0.0 %           | 7,076            | 0                | 0.0 %           |
| IRELAND             | 0              | 17,628         | 0.0 %           | 0                | 17,628           | 0.0 %           |
| ISRAEL              | 3,864          | 4,890          | 26.5 %          | 19,923           | 21,318           | 7.0 %           |
| JAMAICA             | 0              | 0              | 0.0 %           | 4,785            | 0                | 0.0 %           |
| JAPAN               | 212            | 0              | 0.0 %           | 2,881            | 2,889            | 0.3 %           |
| KOREA               | 0              | 0              | 0.0 %           | 19,808           | 0                | 0.0 %           |
| LEBANON             | 0              | 0              | 0.0 %           | 3,570            | 2,587            | (27.5) %        |
| LITHUANIA           | 0              | 0              | 0.0 %           | 0                | 2,154            | 0.0 %           |
| MEXICO              | 0              | 0              | 0.0 %           | 21,682           | 5,478            | (74.7) %        |
| NETHERLANDS         | 79,244         | 51,206         | (35.4) %        | 626,413          | 570,296          | (9.0) %         |
| NEW ZEALAND         | 3,343          | 0              | 0.0 %           | 6,672            | 13,472           | 101.9 %         |
| PERU                | 0              | 0              | 0.0 %           | 845              | 1,220            | 44.3 %          |
| PHILIPPINES         | 0              | 0              | 0.0 %           | 361              | 3,168            | 778.6 %         |
| POLAND              | 0              | 0              | 0.0 %           | 0                | 2,615            | 0.0 %           |
| PORTUGAL            | 2,123          | 586            | (72.4) %        | 5,777            | 5,490            | (5.0) %         |
| RUSSIA              | 0              | 1,083          | 0.0 %           | 2,565            | 3,059            | 19.3 %          |
| SPAIN               | 0              | 0              | 0.0 %           | 4,282            | 2,593            | (39.4) %        |
| SWEDEN              | 0              | 0              | 0.0 %           | 5,801            | 0                | 0.0 %           |
| TURKEY              | 3,172          | 0              | 0.0 %           | 3,172            | 0                | 0.0 %           |
| UNITED KINGDOM      | 34,671         | 30,883         | (10.9) %        | 235,465          | 220,237          | (6.5) %         |
| URUGUAY             | 0              | 0              | 0.0 %           | 0                | 660              | 0.0 %           |
| VENEZUELA           | 0              | 0              | 0.0 %           | 114              | 0                | 0.0 %           |
| <b>Total</b>        | <b>432,105</b> | <b>424,062</b> | <b>(1.9) %</b>  | <b>3,998,650</b> | <b>3,895,658</b> | <b>(2.6) %</b>  |
| <b>Barrel Total</b> | <b>13,939</b>  | <b>13,679</b>  |                 | <b>128,989</b>   | <b>125,666</b>   |                 |

## Total Imports Non Alcoholic by Country (Gallons per Country)

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| <u>Country</u> | <u>10/2017</u> | <u>10/2018</u> | <u>% Change</u> | <u>2017 YTD</u> | <u>2018 YTD</u> | <u>% Change</u> |
|----------------|----------------|----------------|-----------------|-----------------|-----------------|-----------------|
|----------------|----------------|----------------|-----------------|-----------------|-----------------|-----------------|

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Source: Beer Institute and US Department of Commerce, Bureau of Census



**Total Exports by Country (Gallons per Country)**

| <b>Country</b>         | <b>10/2017</b> | <b>10/2018</b> | <b>% Change</b> | <b>2017 YTD</b> | <b>2018 YTD</b> | <b>% Change</b> |
|------------------------|----------------|----------------|-----------------|-----------------|-----------------|-----------------|
| ANGOLA                 | 0              | 0              | 0.0 %           | 4,819           | 0               | 0.0 %           |
| ANGUILLA               | 0              | 0              | 0.0 %           | 24,094          | 41,685          | 73.0 %          |
| ANTIGUA                | 0              | 0              | 0.0 %           | 16,819          | 9,064           | (46.1) %        |
| ARAB EMIRATES          | 176,395        | 100,411        | (43.1) %        | 878,003         | 682,878         | (22.2) %        |
| ARGENTINA              | 0              | 132            | 0.0 %           | 11,732          | 62,711          | 434.5 %         |
| ARUBA                  | 17,057         | 35,269         | 106.8 %         | 221,866         | 334,308         | 50.7 %          |
| AUSTRALIA              | 265,356        | 54,603         | (79.4) %        | 1,649,693       | 1,314,359       | (20.3) %        |
| AUSTRIA                | 0              | 0              | 0.0 %           | 0               | 9,574           | 0.0 %           |
| BAHAMAS                | 123,846        | 62,694         | (49.4) %        | 686,946         | 618,621         | (10.0) %        |
| BAHRAIN                | 24,228         | 0              | 0.0 %           | 170,838         | 89,697          | (47.5) %        |
| BANGLADESH             | 0              | 0              | 0.0 %           | 350             | 1,190           | 239.8 %         |
| BARBADOS               | 0              | 3,071          | 0.0 %           | 15,418          | 15,550          | 0.9 %           |
| BELGIUM                | 67,085         | 75,686         | 12.8 %          | 595,549         | 473,055         | (20.6) %        |
| BELIZE                 | 19,253         | 0              | 0.0 %           | 39,692          | 110,644         | 178.8 %         |
| BERMUDA                | 20,903         | 30,774         | 47.2 %          | 315,648         | 315,503         | (0.1) %         |
| BOLIVIA                | 0              | 0              | 0.0 %           | 83,981          | 0               | 0.0 %           |
| BRAZIL                 | 73,456         | 13,164         | (82.1) %        | 462,794         | 334,326         | (27.8) %        |
| BRITISH VIRGIN IS.     | 16,082         | 6,278          | (61.0) %        | 213,160         | 230,014         | 7.9 %           |
| CANADA                 | 2,182,747      | 1,092,937      | (49.9) %        | 23,910,946      | 17,382,126      | (27.3) %        |
| CAYMAN ISLANDS         | 169,375        | 18,545         | (89.1) %        | 468,215         | 374,232         | (20.1) %        |
| CHAD                   | 0              | 0              | 0.0 %           | 51,845          | 19,514          | (62.4) %        |
| CHILE                  | 2,493,157      | 1,432,746      | (42.5) %        | 24,611,082      | 24,032,906      | (2.4) %         |
| COLOMBIA               | 510,788        | 74,097         | (85.5) %        | 3,365,096       | 855,910         | (74.6) %        |
| COSTA RICA             | 160,342        | 111,557        | (30.4) %        | 1,196,359       | 933,702         | (22.0) %        |
| CUBA                   | 0              | 0              | 0.0 %           | 173,087         | 24,234          | (86.0) %        |
| CURACAO                | 31,307         | 15,525         | (50.4) %        | 428,439         | 406,163         | (5.2) %         |
| CYPRUS                 | 5,290          | 0              | 0.0 %           | 29,868          | 34,498          | 15.5 %          |
| DENMARK                | 53,738         | 18,436         | (65.7) %        | 505,448         | 796,916         | 57.7 %          |
| DOMINICAN REPUBLIC     | 161,569        | 291,974        | 80.7 %          | 1,936,755       | 2,027,634       | 4.7 %           |
| ECUADOR                | 802            | 0              | 0.0 %           | 802             | 476             | (40.6) %        |
| EL SALVADOR            | 7,698          | 24,066         | 212.6 %         | 19,890          | 204,610         | 928.7 %         |
| ESTONIA                | 0              | 0              | 0.0 %           | 0               | 2,710           | 0.0 %           |
| FIJI                   | 0              | 0              | 0.0 %           | 1,222           | 2,893           | 136.8 %         |
| FINLAND                | 23,171         | 1,964          | (91.5) %        | 86,201          | 114,439         | 32.8 %          |
| FRANCE                 | 40,880         | 62,801         | 53.6 %          | 392,387         | 1,114,275       | 184.0 %         |
| FRENCH POLYNESIA       | 45,282         | 472            | (99.0) %        | 66,196          | 23,893          | (63.9) %        |
| GERMANY                | 19,910         | 969            | (95.1) %        | 289,846         | 118,973         | (59.0) %        |
| GHANA                  | 0              | 0              | 0.0 %           | 0               | 404             | 0.0 %           |
| GREECE                 | 0              | 0              | 0.0 %           | 0               | 804             | 0.0 %           |
| GRENADA                | 0              | 0              | 0.0 %           | 4,226           | 86              | (98.0) %        |
| GUADELOUPE (FR W INDI) | 0              | 0              | 0.0 %           | 12,999          | 11,651          | (10.4) %        |
| GUATEMALA              | 247,397        | 351,444        | 42.1 %          | 1,207,510       | 2,385,751       | 97.6 %          |
| GUYANA                 | 0              | 0              | 0.0 %           | 190             | 43,605          | 22,889.0 %      |
| HAITI                  | 2,156          | 0              | 0.0 %           | 2,156           | 0               | 0.0 %           |
| HONDURAS               | 607,258        | 813,576        | 34.0 %          | 2,596,508       | 4,373,300       | 68.4 %          |
| HONG KONG              | 26,773         | 21,887         | (18.3) %        | 361,330         | 192,914         | (46.6) %        |
| ICELAND                | 2,683          | 0              | 0.0 %           | 19,835          | 23,470          | 18.3 %          |
| INDIA                  | 0              | 2,961          | 0.0 %           | 2,447           | 9,067           | 270.6 %         |
| INDONESIA              | 3,649          | 0              | 0.0 %           | 6,188           | 5,208           | (15.8) %        |
| IRAQ                   | 0              | 0              | 0.0 %           | 78,594          | 181,638         | 131.1 %         |
| IRELAND                | 15,391         | 19,069         | 23.9 %          | 297,509         | 242,296         | (18.6) %        |
| ISRAEL                 | 6,530          | 0              | 0.0 %           | 44,381          | 42,744          | (3.7) %         |
| ITALY                  | 25,088         | 19,336         | (22.9) %        | 348,949         | 631,940         | 81.1 %          |



## Total Exports by Country (Gallons per Country)

| <b>Country</b>        | <b>10/2017</b> | <b>10/2018</b> | <b>% Change</b> | <b>2017 YTD</b> | <b>2018 YTD</b> | <b>% Change</b> |
|-----------------------|----------------|----------------|-----------------|-----------------|-----------------|-----------------|
| JAMAICA               | 9,640          | 1,332          | (86.2)%         | 37,811          | 32,787          | (13.3) %        |
| JAPAN                 | 97,493         | 123,145        | 26.3 %          | 900,373         | 1,279,111       | 42.1 %          |
| JORDAN                | 3,151          | 0              | 0.0 %           | 8,796           | 22,154          | 151.9 %         |
| KAZAKHSTAN            | 0              | 0              | 0.0 %           | 3,024           | 0               | 0.0 %           |
| KENYA                 | 0              | 0              | 0.0 %           | 9,975           | 3,273           | (67.2) %        |
| KIRIBATI              | 0              | 0              | 0.0 %           | 10,988          | 12,560          | 14.3 %          |
| KOREA                 | 409,599        | 594,064        | 45.0 %          | 5,139,115       | 9,784,593       | 90.4 %          |
| KUWAIT                | 63,395         | 0              | 0.0 %           | 78,540          | 39,613          | (49.6) %        |
| LATVIA                | 0              | 0              | 0.0 %           | 10,079          | 5,915           | (41.3) %        |
| LEBANON               | 0              | 0              | 0.0 %           | 36,542          | 41,029          | 12.3 %          |
| LITHUANIA             | 5,016          | 4,794          | (4.4)%          | 15,847          | 4,794           | (69.8) %        |
| LUXEMBOURG            | 0              | 0              | 0.0 %           | 0               | 252,447         | 0.0 %           |
| LUXEMBURG             | 0              | 0              | 0.0 %           | 0               | 252,447         | 0.0 %           |
| MAINLAND CHINA        | 121,186        | 108,673        | (10.3)%         | 1,193,764       | 1,387,267       | 16.2 %          |
| MALAYSIA              | 23,442         | 0              | 0.0 %           | 185,990         | 132,348         | (28.8) %        |
| MALTA                 | 0              | 2,771          | 0.0 %           | 43,948          | 25,321          | (42.4) %        |
| MARSHALL ISLANDS      | 6,869          | 0              | 0.0 %           | 6,869           | 0               | 0.0 %           |
| MAURITIUS             | 0              | 0              | 0.0 %           | 0               | 4,403           | 0.0 %           |
| MEXICO                | 8,443,553      | 4,466,125      | (47.1)%         | 57,522,082      | 61,789,639      | 7.4 %           |
| MICRONESIA            | 29,721         | 37,777         | 27.1 %          | 325,139         | 179,933         | (44.7) %        |
| MOROCCO               | 20,168         | 56,588         | 180.6 %         | 181,270         | 368,484         | 103.3 %         |
| NEPAL                 | 3,387          | 0              | 0.0 %           | 15,892          | 12,544          | (21.1) %        |
| NETHERLANDS           | 23,680         | 68,271         | 188.3 %         | 689,937         | 887,569         | 28.6 %          |
| NEW ZEALAND           | 59,713         | 35,526         | (40.5)%         | 297,081         | 611,238         | 105.8 %         |
| NICARAGUA             | 2,183          | 6,048          | 177.1 %         | 24,862          | 25,878          | 4.1 %           |
| NIGERIA               | 0              | 0              | 0.0 %           | 0               | 2,421           | 0.0 %           |
| NORWAY                | 11,905         | 13,182         | 10.7 %          | 166,598         | 148,508         | (10.9) %        |
| OMAN                  | 0              | 16,977         | 0.0 %           | 53,678          | 73,243          | 36.5 %          |
| PALAU                 | 17,172         | 0              | 0.0 %           | 214,106         | 138,609         | (35.3) %        |
| PANAMA                | 484,445        | 237,821        | (50.9)%         | 3,768,070       | 3,506,587       | (6.9) %         |
| PARAGUAY              | 723,591        | 374,073        | (48.3)%         | 3,839,195       | 6,240,049       | 62.5 %          |
| PERU                  | 0              | 7,673          | 0.0 %           | 10,336          | 53,373          | 416.4 %         |
| PHILIPPINES           | 12,099         | 0              | 0.0 %           | 66,684          | 67,635          | 1.4 %           |
| POLAND                | 0              | 0              | 0.0 %           | 3,024           | 766             | (74.7) %        |
| PORTUGAL              | 952            | 0              | 0.0 %           | 952             | 8,652           | 808.5 %         |
| QATAR                 | 0              | 3,088          | 0.0 %           | 82,881          | 15,654          | (81.1) %        |
| REPUBLIC SOUTH AFRICA | 0              | 0              | 0.0 %           | 80,889          | 398,634         | 392.8 %         |
| RUSSIA                | 5,378          | 14,495         | 169.5 %         | 389,259         | 269,981         | (30.6) %        |
| SAMOA                 | 0              | 0              | 0.0 %           | 0               | 10,303          | 0.0 %           |
| SAUDI ARABIA          | 55,511         | 0              | 0.0 %           | 229,609         | 252,015         | 9.8 %           |
| SIERRA LEONE          | 0              | 0              | 0.0 %           | 3,223           | 0               | 0.0 %           |
| SINGAPORE             | 33,688         | 53,051         | 57.5 %          | 452,096         | 569,996         | 26.1 %          |
| SPAIN                 | 9,185          | 97,901         | 965.9 %         | 211,120         | 233,943         | 10.8 %          |
| ST MARTIN             | 3,277          | 52,050         | 1488.2 %        | 430,167         | 430,032         | 0.0 %           |
| ST. KITTS & NEVIS     | 3,612          | 0              | 0.0 %           | 3,612           | 1,594           | (55.9) %        |
| ST. LUCIA             | 0              | 0              | 0.0 %           | 6,925           | 128             | (98.2) %        |
| SURINAME              | 1,528          | 0              | 0.0 %           | 2,697           | 9,189           | 240.7 %         |
| SWEDEN                | 311,104        | 119,456        | (61.6)%         | 3,219,998       | 3,566,962       | 10.8 %          |
| SWITZERLAND           | 5,371          | 16,457         | 206.4 %         | 59,461          | 82,971          | 39.5 %          |
| TAIWAN                | 96,184         | 212,757        | 121.2 %         | 3,217,729       | 2,992,743       | (7.0) %         |
| THAILAND              | 5,319          | 20,884         | 292.6 %         | 79,625          | 143,997         | 80.8 %          |
| TRINIDAD              | 33,334         | 14,984         | (55.1)%         | 493,116         | 507,813         | 3.0 %           |
| TUNISIA               | 0              | 0              | 0.0 %           | 3,057           | 0               | 0.0 %           |
| TURKEY                | 0              | 0              | 0.0 %           | 209,647         | 173,402         | (17.3) %        |
| TURKS ISLANDS         | 17,979         | 23,256         | 29.4 %          | 178,321         | 153,448         | (14.0) %        |
| UKRAINE               | 0              | 0              | 0.0 %           | 3,191           | 7,787           | 144.1 %         |
| UNITED KINGDOM        | 708,087        | 711,014        | 0.4 %           | 6,022,134       | 5,470,160       | (9.2) %         |
| URUGUAY               | 141,345        | 73,651         | (47.9)%         | 321,744         | 357,762         | 11.2 %          |
| VENEZUELA             | 0              | 0              | 0.0 %           | 815             | 911             | 11.8 %          |
| VIETNAM               | 0              | 3,377          | 0.0 %           | 1,379           | 7,107           | 415.3 %         |

## Total Exports by Country (Gallons per Country)

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| <u>Country</u> | <u>10/2017</u> | <u>10/2018</u> | <u>% Change</u> | <u>2017 YTD</u> | <u>2018 YTD</u> | <u>% Change</u> |
|----------------|----------------|----------------|-----------------|-----------------|-----------------|-----------------|
| Total          | 19,649,904     | 12,327,708     | (37.3)%         | 158,471,168     | 164,309,884     | 3.7 %           |
| Barrel Total   | 633,868        | 397,668        |                 | 5,111,973       | 5,300,319       |                 |

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### Total Exports Non Alcoholic by Country (Gallons per Country)

| <u>Country</u>       | <u>10/2017</u> | <u>10/2018</u> | <u>% Change</u> | <u>2017 YTD</u> | <u>2018 YTD</u> | <u>% Change</u> |
|----------------------|----------------|----------------|-----------------|-----------------|-----------------|-----------------|
| ANTIGUA              | 0              | 0              | 0.0 %           | 1,800           | 0               | 0.0 %           |
| ARAB EMIRATES        | 36,832         | 32,429         | (12.0)%         | 99,242          | 73,366          | (26.1)%         |
| ARGENTINA            | 0              | 0              | 0.0 %           | 1,222           | 0               | 0.0 %           |
| ARUBA                | 720            | 0              | 0.0 %           | 35,188          | 0               | 0.0 %           |
| AUSTRALIA            | 0              | 0              | 0.0 %           | 39,671          | 85,948          | 116.7 %         |
| BAHRAIN              | 14,561         | 0              | 0.0 %           | 14,561          | 0               | 0.0 %           |
| BARBADOS             | 1,347          | 0              | 0.0 %           | 8,343           | 0               | 0.0 %           |
| BELGIUM              | 17,808         | 0              | 0.0 %           | 38,762          | 0               | 0.0 %           |
| BERMUDA              | 1,189          | 0              | 0.0 %           | 1,633           | 1,823           | 11.6 %          |
| BRAZIL               | 0              | 0              | 0.0 %           | 0               | 5,201           | 0.0 %           |
| BRITISH VIRGIN IS.   | 0              | 0              | 0.0 %           | 2,811           | 0               | 0.0 %           |
| CANADA               | 0              | 7,585          | 0.0 %           | 79,135          | 76,815          | (2.9)%          |
| CAYMAN ISLANDS       | 0              | 0              | 0.0 %           | 0               | 2,170           | 0.0 %           |
| CHILE                | 0              | 7,133          | 0.0 %           | 158,481         | 43,095          | (72.8)%         |
| COLOMBIA             | 36,900         | 0              | 0.0 %           | 520,770         | 0               | 0.0 %           |
| COSTA RICA           | 22,810         | 0              | 0.0 %           | 69,409          | 21,397          | (69.2)%         |
| CURACAO              | 0              | 0              | 0.0 %           | 1,820           | 0               | 0.0 %           |
| DENMARK              | 0              | 0              | 0.0 %           | 0               | 2,177           | 0.0 %           |
| DOMINICA             | 0              | 0              | 0.0 %           | 0               | 3,920           | 0.0 %           |
| DOMINICAN REPUBLIC   | 3,241          | 248            | (92.4)%         | 15,438          | 8,633           | (44.1)%         |
| EL SALVADOR          | 0              | 11,016         | 0.0 %           | 29,972          | 11,880          | (60.4)%         |
| GEORGIA              | 0              | 0              | 0.0 %           | 13,183          | 0               | 0.0 %           |
| GREECE               | 0              | 0              | 0.0 %           | 7,078           | 0               | 0.0 %           |
| GUATEMALA            | 5,279          | 498            | (90.6)%         | 44,605          | 3,929           | (91.2)%         |
| GUYANA               | 0              | 0              | 0.0 %           | 21,883          | 0               | 0.0 %           |
| HONDURAS             | 0              | 6,541          | 0.0 %           | 46,117          | 20,045          | (56.5)%         |
| HONG KONG            | 0              | 0              | 0.0 %           | 88,039          | 157,021         | 78.4 %          |
| INDIA                | 0              | 0              | 0.0 %           | 7,193           | 0               | 0.0 %           |
| INDONESIA            | 0              | 0              | 0.0 %           | 0               | 9,450           | 0.0 %           |
| IRAQ/SAUDI NEUT ZONE | 0              | 0              | 0.0 %           | 6,305           | 0               | 0.0 %           |
| JAMAICA              | 0              | 4,725          | 0.0 %           | 20,379          | 33,076          | 62.3 %          |
| JAPAN                | 0              | 0              | 0.0 %           | 95,319          | 164,471         | 72.6 %          |
| KOREA                | 53,390         | 0              | 0.0 %           | 198,234         | 106,208         | (46.4)%         |
| KUWAIT               | 0              | 0              | 0.0 %           | 24,032          | 0               | 0.0 %           |
| LEBANON              | 0              | 15,900         | 0.0 %           | 0               | 15,900          | 0.0 %           |
| MAINLAND CHINA       | 10,842         | 8,243          | (24.0)%         | 202,254         | 223,263         | 10.4 %          |
| MEXICO               | 300,218        | 281,559        | (6.2)%          | 2,318,659       | 2,332,064       | 0.6 %           |
| MONGOLIA             | 0              | 0              | 0.0 %           | 0               | 2,923           | 0.0 %           |
| NETHERLANDS          | 0              | 0              | 0.0 %           | 203,359         | 50,769          | (75.0)%         |
| NEW ZEALAND          | 0              | 40,702         | 0.0 %           | 0               | 40,702          | 0.0 %           |
| NICARAGUA            | 0              | 0              | 0.0 %           | 4,116           | 0               | 0.0 %           |
| NIGERIA              | 0              | 0              | 0.0 %           | 8,100           | 7,926           | (2.2)%          |
| OMAN                 | 0              | 0              | 0.0 %           | 11,919          | 0               | 0.0 %           |
| PANAMA               | 0              | 7,600          | 0.0 %           | 80,569          | 39,482          | (51.0)%         |
| PERU                 | 0              | 0              | 0.0 %           | 23,853          | 1,296           | (94.6)%         |
| PHILIPPINES          | 0              | 1,311          | 0.0 %           | 51,279          | 1,311           | (97.4)%         |
| QATAR                | 6,278          | 0              | 0.0 %           | 6,278           | 0               | 0.0 %           |
| SAUDI ARABIA         | 0              | 0              | 0.0 %           | 237,381         | 0               | 0.0 %           |
| SINGAPORE            | 0              | 6,653          | 0.0 %           | 51,516          | 14,717          | (71.4)%         |
| SPAIN                | 0              | 0              | 0.0 %           | 47,342          | 11,434          | (75.9)%         |
| ST MARTIN            | 0              | 0              | 0.0 %           | 4,493           | 1,922           | (57.2)%         |
| SWEDEN               | 0              | 0              | 0.0 %           | 0               | 1,501           | 0.0 %           |
| TRINIDAD             | 65,486         | 4,032          | (93.8)%         | 264,915         | 39,484          | (85.1)%         |

## Total Exports Non Alcoholic by Country (Gallons per Country)

| <u>Country</u>      | <u>10/2017</u> | <u>10/2018</u> | <u>% Change</u> | <u>2017 YTD</u>  | <u>2018 YTD</u>  | <u>% Change</u> |
|---------------------|----------------|----------------|-----------------|------------------|------------------|-----------------|
| UNITED KINGDOM      | 0              | 34,451         | 0.0 %           | 206              | 149,871          | 72,538.9 %      |
| VIETNAM             | 0              | 0              | 0.0 %           | 0                | 5,028            | 0.0 %           |
| <b>Total</b>        | <b>576,901</b> | <b>470,626</b> | <b>(18.4)%</b>  | <b>5,206,864</b> | <b>3,770,217</b> | <b>(27.6)%</b>  |
| <b>Barrel Total</b> | <b>18,610</b>  | <b>15,181</b>  |                 | <b>167,963</b>   | <b>121,620</b>   |                 |

For More Information  
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440 First St. NW, Suite 350  
Washington, DC 20001  
(202) 737-2337

Source: Beer Institute and US Department of Commerce, Bureau of Census



### Total Imports by Country and Package (Gallons per Country)

| <u>Country</u>   | <u>Package Type</u> | <u>10/2017</u>   | <u>10/2018</u>   | <u>% Change</u> | <u>2017 YTD</u>   | <u>2018 YTD</u>   | <u>% Change</u> |
|------------------|---------------------|------------------|------------------|-----------------|-------------------|-------------------|-----------------|
| <b>ALBANIA</b>   | Bottles             | 0                | 0                | 0.0 %           | 1,506             | 4,670             | 210.0 %         |
|                  | Cans                | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                  | Draft               | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                  | <b>Total</b>        | <b>0</b>         | <b>0</b>         | <b>0.0 %</b>    | <b>1,506</b>      | <b>4,670</b>      | <b>210.0 %</b>  |
| <b>ARGENTINA</b> | Bottles             | 0                | 8,304            | 0.0 %           | 31,404            | 37,851            | 20.5 %          |
|                  | Cans                | 0                | 0                | 0.0 %           | 1,347             | 4,796             | 256.0 %         |
|                  | Draft               | 0                | 0                | 0.0 %           | 0                 | 132               | 0.0 %           |
|                  | <b>Total</b>        | <b>0</b>         | <b>8,304</b>     | <b>0.0 %</b>    | <b>32,751</b>     | <b>42,779</b>     | <b>30.6 %</b>   |
| <b>ARMENIA</b>   | Bottles             | 2,362            | 5,864            | 148.2 %         | 20,581            | 20,778            | 1.0 %           |
|                  | Cans                | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                  | Draft               | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                  | <b>Total</b>        | <b>2,362</b>     | <b>5,864</b>     | <b>148.2 %</b>  | <b>20,581</b>     | <b>20,778</b>     | <b>1.0 %</b>    |
| <b>AUSTRALIA</b> | Bottles             | 0                | 0                | 0.0 %           | 62,980            | 53,615            | (14.9)%         |
|                  | Cans                | 0                | 0                | 0.0 %           | 0                 | 1,936             | 0.0 %           |
|                  | Draft               | 0                | 713              | 0.0 %           | 12,297            | 18,118            | 47.3 %          |
|                  | <b>Total</b>        | <b>0</b>         | <b>713</b>       | <b>0.0 %</b>    | <b>75,276</b>     | <b>73,669</b>     | <b>(2.1)%</b>   |
| <b>AUSTRIA</b>   | Bottles             | 14,663           | 3,019            | (79.4)%         | 142,440           | 91,520            | (35.8)%         |
|                  | Cans                | 56,602           | 43,561           | (23.0)%         | 615,527           | 550,312           | (10.6)%         |
|                  | Draft               | 11,412           | 16,168           | 41.7 %          | 258,580           | 238,104           | (7.9)%          |
|                  | <b>Total</b>        | <b>82,677</b>    | <b>62,748</b>    | <b>(24.1)%</b>  | <b>1,016,547</b>  | <b>879,935</b>    | <b>(13.4)%</b>  |
| <b>BAHAMAS</b>   | Bottles             | 6,320            | 0                | 0.0 %           | 67,578            | 113,259           | 67.6 %          |
|                  | Cans                | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                  | Draft               | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                  | <b>Total</b>        | <b>6,320</b>     | <b>0</b>         | <b>(100.0)%</b> | <b>67,578</b>     | <b>113,259</b>    | <b>67.6 %</b>   |
| <b>BARBADOS</b>  | Bottles             | 0                | 0                | 0.0 %           | 9,189             | 9,491             | 3.3 %           |
|                  | Cans                | 0                | 0                | 0.0 %           | 0                 | 3,164             | 0.0 %           |
|                  | Draft               | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                  | <b>Total</b>        | <b>0</b>         | <b>0</b>         | <b>0.0 %</b>    | <b>9,189</b>      | <b>12,654</b>     | <b>37.7 %</b>   |
| <b>BELARUS</b>   | Bottles             | 0                | 0                | 0.0 %           | 6,103             | 3,051             | (50.0)%         |
|                  | Cans                | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                  | Draft               | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                  | <b>Total</b>        | <b>0</b>         | <b>0</b>         | <b>0.0 %</b>    | <b>6,103</b>      | <b>3,051</b>      | <b>(50.0)%</b>  |
| <b>BELGIUM</b>   | Bottles             | 4,992,791        | 3,578,644        | (28.3)%         | 23,475,855        | 32,250,982        | 37.4 %          |
|                  | Cans                | 1,344,870        | 127,260          | (90.5)%         | 4,965,487         | 5,133,808         | 3.4 %           |
|                  | Draft               | 2,185,762        | 1,344,182        | (38.5)%         | 17,251,249        | 15,861,100        | (8.1)%          |
|                  | <b>Total</b>        | <b>8,523,424</b> | <b>5,050,086</b> | <b>(40.8)%</b>  | <b>45,692,591</b> | <b>53,245,889</b> | <b>16.5 %</b>   |

## Total Imports by Country and Package (Gallons per Country)

| <u>Country</u>        | <u>Package Type</u> | <u>10/2017</u>   | <u>10/2018</u>   | <u>% Change</u> | <u>2017 YTD</u>   | <u>2018 YTD</u>   | <u>% Change</u> |
|-----------------------|---------------------|------------------|------------------|-----------------|-------------------|-------------------|-----------------|
| <b>BOLIVIA</b>        | Bottles             | 5,219            | 0                | 0.0 %           | 7,869             | 5,033             | (36.0)%         |
|                       | Cans                | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                       | Draft               | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                       | <b>Total</b>        | <b>5,219</b>     | <b>0</b>         | <b>(100.0)%</b> | <b>7,869</b>      | <b>5,033</b>      | <b>(36.0)%</b>  |
| <b>BOSNIA</b>         | Bottles             | 0                | 0                | 0.0 %           | 1,921             | 1,844             | (4.0)%          |
|                       | Cans                | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                       | Draft               | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                       | <b>Total</b>        | <b>0</b>         | <b>0</b>         | <b>0.0 %</b>    | <b>1,921</b>      | <b>1,844</b>      | <b>(4.0)%</b>   |
| <b>BRAZIL</b>         | Bottles             | 0                | 3,196            | 0.0 %           | 61,893            | 72,198            | 16.7 %          |
|                       | Cans                | 0                | 4,322            | 0.0 %           | 0                 | 4,322             | 0.0 %           |
|                       | Draft               | 0                | 3,994            | 0.0 %           | 13,359            | 7,989             | (40.2)%         |
|                       | <b>Total</b>        | <b>0</b>         | <b>11,513</b>    | <b>0.0 %</b>    | <b>75,252</b>     | <b>84,509</b>     | <b>12.3 %</b>   |
| <b>BULGARIA</b>       | Bottles             | 0                | 0                | 0.0 %           | 5,078             | 7,434             | 46.4 %          |
|                       | Cans                | 0                | 0                | 0.0 %           | 1,331             | 0                 | 0.0 %           |
|                       | Draft               | 3,949            | 0                | 0.0 %           | 8,323             | 7,015             | (15.7)%         |
|                       | <b>Total</b>        | <b>3,949</b>     | <b>0</b>         | <b>(100.0)%</b> | <b>14,732</b>     | <b>14,449</b>     | <b>(1.9)%</b>   |
| <b>BURMA</b>          | Bottles             | 0                | 0                | 0.0 %           | 5,148             | 5,615             | 9.1 %           |
|                       | Cans                | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                       | Draft               | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                       | <b>Total</b>        | <b>0</b>         | <b>0</b>         | <b>0.0 %</b>    | <b>5,148</b>      | <b>5,615</b>      | <b>9.1 %</b>    |
| <b>CAMBODIA</b>       | Bottles             | 0                | 0                | 0.0 %           | 0                 | 5,021             | 0.0 %           |
|                       | Cans                | 0                | 0                | 0.0 %           | 5,021             | 0                 | 0.0 %           |
|                       | Draft               | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                       | <b>Total</b>        | <b>0</b>         | <b>0</b>         | <b>0.0 %</b>    | <b>5,021</b>      | <b>5,021</b>      | <b>0.0 %</b>    |
| <b>CAMEROON</b>       | Bottles             | 2,545            | 0                | 0.0 %           | 6,166             | 3,299             | (46.5)%         |
|                       | Cans                | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                       | Draft               | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                       | <b>Total</b>        | <b>2,545</b>     | <b>0</b>         | <b>(100.0)%</b> | <b>6,166</b>      | <b>3,299</b>      | <b>(46.5)%</b>  |
| <b>CANADA</b>         | Bottles             | 1,057,466        | 912,878          | (13.7)%         | 10,340,578        | 10,609,763        | 2.6 %           |
|                       | Cans                | 1,854,918        | 1,564,786        | (15.6)%         | 22,615,581        | 21,414,105        | (5.3)%          |
|                       | Draft               | 492,123          | 416,868          | (15.3)%         | 4,426,850         | 4,942,098         | 11.6 %          |
|                       | <b>Total</b>        | <b>3,404,507</b> | <b>2,894,531</b> | <b>(15.0)%</b>  | <b>37,383,009</b> | <b>36,965,966</b> | <b>(1.1)%</b>   |
| <b>CAYMAN ISLANDS</b> | Bottles             | 0                | 26               | 0.0 %           | 0                 | 26                | 0.0 %           |
|                       | Cans                | 26               | 0                | 0.0 %           | 26                | 0                 | 0.0 %           |
|                       | Draft               | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                       | <b>Total</b>        | <b>26</b>        | <b>26</b>        | <b>0.0 %</b>    | <b>26</b>         | <b>26</b>         | <b>0.0 %</b>    |
| <b>COLOMBIA</b>       | Bottles             | 0                | 38,667           | 0.0 %           | 66,788            | 127,424           | 90.8 %          |
|                       | Cans                | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                       | Draft               | 0                | 0                | 0.0 %           | 0                 | 123               | 0.0 %           |
|                       | <b>Total</b>        | <b>0</b>         | <b>38,667</b>    | <b>0.0 %</b>    | <b>66,788</b>     | <b>127,546</b>    | <b>91.0 %</b>   |

## Total Imports by Country and Package (Gallons per Country)

| <u>Country</u>            | <u>Package Type</u> | <u>10/2017</u> | <u>10/2018</u> | <u>% Change</u> | <u>2017 YTD</u>  | <u>2018 YTD</u>  | <u>% Change</u> |
|---------------------------|---------------------|----------------|----------------|-----------------|------------------|------------------|-----------------|
| <b>COSTA RICA</b>         | Bottles             | 3,971          | 0              | 0.0 %           | 138,195          | 0                | 0.0 %           |
|                           | Cans                | 9,534          | 14,315         | 50.2 %          | 213,891          | 222,063          | 3.8 %           |
|                           | Draft               | 0              | 0              | 0.0 %           | 0                | 2,917            | 0.0 %           |
|                           | <b>Total</b>        | <b>13,504</b>  | <b>14,315</b>  | <b>6.0 %</b>    | <b>352,086</b>   | <b>224,980</b>   | <b>(36.1)%</b>  |
| <b>CROATIA</b>            | Bottles             | 0              | 0              | 0.0 %           | 29,892           | 34,616           | 15.8 %          |
|                           | Cans                | 0              | 0              | 0.0 %           | 0                | 57               | 0.0 %           |
|                           | Draft               | 0              | 0              | 0.0 %           | 0                | 0                | 0.0 %           |
|                           | <b>Total</b>        | <b>0</b>       | <b>0</b>       | <b>0.0 %</b>    | <b>29,892</b>    | <b>34,673</b>    | <b>16.0 %</b>   |
| <b>CYPRUS</b>             | Bottles             | 0              | 0              | 0.0 %           | 2,186            | 3,297            | 50.8 %          |
|                           | Cans                | 0              | 0              | 0.0 %           | 0                | 0                | 0.0 %           |
|                           | Draft               | 0              | 0              | 0.0 %           | 0                | 0                | 0.0 %           |
|                           | <b>Total</b>        | <b>0</b>       | <b>0</b>       | <b>0.0 %</b>    | <b>2,186</b>     | <b>3,297</b>     | <b>50.8 %</b>   |
| <b>CZECH REPUBLIC</b>     | Bottles             | 102,549        | 172,948        | 68.7 %          | 1,274,854        | 1,125,634        | (11.7)%         |
|                           | Cans                | 18,057         | 75,538         | 318.3 %         | 325,785          | 430,301          | 32.1 %          |
|                           | Draft               | 32,126         | 20,978         | (34.7)%         | 317,748          | 284,300          | (10.5)%         |
|                           | <b>Total</b>        | <b>152,732</b> | <b>269,464</b> | <b>76.4 %</b>   | <b>1,918,387</b> | <b>1,840,236</b> | <b>(4.1)%</b>   |
| <b>DENMARK</b>            | Bottles             | 58,146         | 18,057         | (69.0)%         | 618,875          | 354,702          | (42.7)%         |
|                           | Cans                | 42,454         | 10,271         | (75.8)%         | 265,487          | 179,207          | (32.5)%         |
|                           | Draft               | 46,979         | 2,167          | (95.4)%         | 445,530          | 143,546          | (67.8)%         |
|                           | <b>Total</b>        | <b>147,580</b> | <b>30,495</b>  | <b>(79.3)%</b>  | <b>1,329,891</b> | <b>677,455</b>   | <b>(49.1)%</b>  |
| <b>DJIBUTI</b>            | Bottles             | 0              | 0              | 0.0 %           | 0                | 2,302            | 0.0 %           |
|                           | Cans                | 0              | 0              | 0.0 %           | 0                | 0                | 0.0 %           |
|                           | Draft               | 0              | 0              | 0.0 %           | 0                | 0                | 0.0 %           |
|                           | <b>Total</b>        | <b>0</b>       | <b>0</b>       | <b>0.0 %</b>    | <b>0</b>         | <b>2,302</b>     | <b>0.0 %</b>    |
| <b>DOMINICAN REPUBLIC</b> | Bottles             | 355,266        | 155,307        | (56.3)%         | 2,477,257        | 2,130,805        | (14.0)%         |
|                           | Cans                | 0              | 3,025          | 0.0 %           | 97,487           | 286,084          | 193.5 %         |
|                           | Draft               | 5,022          | 0              | 0.0 %           | 45,199           | 68,001           | 50.5 %          |
|                           | <b>Total</b>        | <b>360,288</b> | <b>158,332</b> | <b>(56.1)%</b>  | <b>2,619,943</b> | <b>2,484,890</b> | <b>(5.2)%</b>   |
| <b>ECUADOR</b>            | Bottles             | 3,526          | 2,926          | (17.0)%         | 19,212           | 20,664           | 7.6 %           |
|                           | Cans                | 186            | 0              | 0.0 %           | 186              | 245              | 31.7 %          |
|                           | Draft               | 0              | 0              | 0.0 %           | 0                | 0                | 0.0 %           |
|                           | <b>Total</b>        | <b>3,712</b>   | <b>2,926</b>   | <b>(21.2)%</b>  | <b>19,398</b>    | <b>20,909</b>    | <b>7.8 %</b>    |
| <b>EL SALVADOR</b>        | Bottles             | 70,989         | 90,915         | 28.1 %          | 471,809          | 457,418          | (3.1)%          |
|                           | Cans                | 0              | 22,377         | 0.0 %           | 78,723           | 115,326          | 46.5 %          |
|                           | Draft               | 0              | 0              | 0.0 %           | 0                | 0                | 0.0 %           |
|                           | <b>Total</b>        | <b>70,989</b>  | <b>113,291</b> | <b>59.6 %</b>   | <b>550,532</b>   | <b>572,744</b>   | <b>4.0 %</b>    |
| <b>ERITREA</b>            | Bottles             | 0              | 0              | 0.0 %           | 0                | 5,406            | 0.0 %           |
|                           | Cans                | 0              | 0              | 0.0 %           | 0                | 0                | 0.0 %           |
|                           | Draft               | 0              | 0              | 0.0 %           | 0                | 0                | 0.0 %           |
|                           | <b>Total</b>        | <b>0</b>       | <b>0</b>       | <b>0.0 %</b>    | <b>0</b>         | <b>5,406</b>     | <b>0.0 %</b>    |

## Total Imports by Country and Package (Gallons per Country)

| <u>Country</u>          | <u>Package Type</u> | <u>10/2017</u>   | <u>10/2018</u>   | <u>% Change</u> | <u>2017 YTD</u>   | <u>2018 YTD</u>   | <u>% Change</u> |
|-------------------------|---------------------|------------------|------------------|-----------------|-------------------|-------------------|-----------------|
| <b>ESTONIA</b>          | Bottles             | 753              | 866              | 15.0 %          | 4,610             | 7,426             | 61.1 %          |
|                         | Cans                | 0                | 0                | 0.0 %           | 107,558           | 122,494           | 13.9 %          |
|                         | Draft               | 655              | 634              | (3.2)%          | 1,804             | 1,870             | 3.7 %           |
|                         | <b>Total</b>        | <b>1,408</b>     | <b>1,500</b>     | <b>6.5 %</b>    | <b>113,973</b>    | <b>131,790</b>    | <b>15.6 %</b>   |
| <b>ETHIOPIA</b>         | Bottles             | 0                | 2,092            | 0.0 %           | 37,439            | 41,134            | 9.9 %           |
|                         | Cans                | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                         | Draft               | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                         | <b>Total</b>        | <b>0</b>         | <b>2,092</b>     | <b>0.0 %</b>    | <b>37,439</b>     | <b>41,134</b>     | <b>9.9 %</b>    |
| <b>FRANCE</b>           | Bottles             | 61,978           | 33,401           | (46.1)%         | 364,061           | 349,748           | (3.9)%          |
|                         | Cans                | 79,203           | 32,411           | (59.1)%         | 244,259           | 334,842           | 37.1 %          |
|                         | Draft               | 28,135           | 53,582           | 90.5 %          | 343,879           | 544,216           | 58.3 %          |
|                         | <b>Total</b>        | <b>169,316</b>   | <b>119,394</b>   | <b>(29.5)%</b>  | <b>952,199</b>    | <b>1,228,807</b>  | <b>29.0 %</b>   |
| <b>FRENCH POLYNESIA</b> | Bottles             | 0                | 0                | 0.0 %           | 9,106             | 9,045             | (0.7)%          |
|                         | Cans                | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                         | Draft               | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                         | <b>Total</b>        | <b>0</b>         | <b>0</b>         | <b>0.0 %</b>    | <b>9,106</b>      | <b>9,045</b>      | <b>(0.7)%</b>   |
| <b>GEORGIA</b>          | Bottles             | 0                | 0                | 0.0 %           | 1,744             | 0                 | 0.0 %           |
|                         | Cans                | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                         | Draft               | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                         | <b>Total</b>        | <b>0</b>         | <b>0</b>         | <b>0.0 %</b>    | <b>1,744</b>      | <b>0</b>          | <b>(100.0)%</b> |
| <b>GERMANY</b>          | Bottles             | 1,336,471        | 885,276          | (33.8)%         | 22,264,522        | 10,631,331        | (52.3)%         |
|                         | Cans                | 243,863          | 190,243          | (22.0)%         | 2,204,036         | 2,302,610         | 4.5 %           |
|                         | Draft               | 429,603          | 414,103          | (3.6)%          | 5,739,759         | 5,874,311         | 2.3 %           |
|                         | <b>Total</b>        | <b>2,009,937</b> | <b>1,489,622</b> | <b>(25.9)%</b>  | <b>30,208,316</b> | <b>18,808,252</b> | <b>(37.7)%</b>  |
| <b>GHANA</b>            | Bottles             | 1,855            | 0                | 0.0 %           | 8,623             | 9,165             | 6.3 %           |
|                         | Cans                | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                         | Draft               | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                         | <b>Total</b>        | <b>1,855</b>     | <b>0</b>         | <b>(100.0)%</b> | <b>8,623</b>      | <b>9,165</b>      | <b>6.3 %</b>    |
| <b>GREECE</b>           | Bottles             | 20,339           | 8,486            | (58.3)%         | 157,297           | 167,191           | 6.3 %           |
|                         | Cans                | 0                | 0                | 0.0 %           | 418               | 418               | 0.0 %           |
|                         | Draft               | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                         | <b>Total</b>        | <b>20,339</b>    | <b>8,486</b>     | <b>(58.3)%</b>  | <b>157,716</b>    | <b>167,610</b>    | <b>6.3 %</b>    |
| <b>GUATEMALA</b>        | Bottles             | 21,900           | 12,582           | (42.6)%         | 172,367           | 181,731           | 5.4 %           |
|                         | Cans                | 36,683           | 57,830           | 57.7 %          | 387,168           | 428,543           | 10.7 %          |
|                         | Draft               | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                         | <b>Total</b>        | <b>58,583</b>    | <b>70,412</b>    | <b>20.2 %</b>   | <b>559,534</b>    | <b>610,274</b>    | <b>9.1 %</b>    |
| <b>HAITI</b>            | Bottles             | 0                | 0                | 0.0 %           | 43,508            | 0                 | 0.0 %           |
|                         | Cans                | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                         | Draft               | 0                | 0                | 0.0 %           | 0                 | 0                 | 0.0 %           |
|                         | <b>Total</b>        | <b>0</b>         | <b>0</b>         | <b>0.0 %</b>    | <b>43,508</b>     | <b>0</b>          | <b>(100.0)%</b> |



## Total Imports by Country and Package (Gallons per Country)

| <u>Country</u>   | <u>Package Type</u> | <u>10/2017</u>   | <u>10/2018</u>   | <u>% Change</u>  | <u>2017 YTD</u>   | <u>2018 YTD</u>   | <u>% Change</u>  |
|------------------|---------------------|------------------|------------------|------------------|-------------------|-------------------|------------------|
| <b>HONDURAS</b>  |                     |                  |                  |                  |                   |                   |                  |
|                  | Bottles             | 19,806           | 0                | 0.0 %            | 98,071            | 19,806            | (79.8) %         |
|                  | Cans                | 0                | 0                | 0.0 %            | 3,961             | 51,213            | 1,192.8 %        |
|                  | Draft               | 0                | 0                | 0.0 %            | 0                 | 0                 | 0.0 %            |
|                  | <b>Total</b>        | <b>19,806</b>    | <b>0</b>         | <b>(100.0) %</b> | <b>102,032</b>    | <b>71,019</b>     | <b>(30.4) %</b>  |
| <b>HONG KONG</b> |                     |                  |                  |                  |                   |                   |                  |
|                  | Bottles             | 2,825            | 11,027           | 290.4 %          | 51,276            | 156,148           | 204.5 %          |
|                  | Cans                | 0                | 4,729            | 0.0 %            | 30,007            | 56,356            | 87.8 %           |
|                  | Draft               | 0                | 0                | 0.0 %            | 9,794             | 10,683            | 9.1 %            |
|                  | <b>Total</b>        | <b>2,825</b>     | <b>15,755</b>    | <b>457.8 %</b>   | <b>91,078</b>     | <b>223,187</b>    | <b>145.1 %</b>   |
| <b>HUNGARY</b>   |                     |                  |                  |                  |                   |                   |                  |
|                  | Bottles             | 0                | 0                | 0.0 %            | 1,036             | 0                 | 0.0 %            |
|                  | Cans                | 0                | 0                | 0.0 %            | 0                 | 0                 | 0.0 %            |
|                  | Draft               | 0                | 0                | 0.0 %            | 2,737             | 0                 | 0.0 %            |
|                  | <b>Total</b>        | <b>0</b>         | <b>0</b>         | <b>0.0 %</b>     | <b>3,772</b>      | <b>0</b>          | <b>(100.0) %</b> |
| <b>ICELAND</b>   |                     |                  |                  |                  |                   |                   |                  |
|                  | Bottles             | 34,513           | 15,204           | (56.0) %         | 261,166           | 206,484           | (20.9) %         |
|                  | Cans                | 0                | 7,156            | 0.0 %            | 0                 | 67,592            | 0.0 %            |
|                  | Draft               | 8,051            | 9,507            | 18.1 %           | 68,602            | 70,248            | 2.4 %            |
|                  | <b>Total</b>        | <b>42,564</b>    | <b>31,867</b>    | <b>(25.1) %</b>  | <b>329,768</b>    | <b>344,325</b>    | <b>4.4 %</b>     |
| <b>INDIA</b>     |                     |                  |                  |                  |                   |                   |                  |
|                  | Bottles             | 7,540            | 53,033           | 603.4 %          | 226,182           | 372,079           | 64.5 %           |
|                  | Cans                | 0                | 0                | 0.0 %            | 0                 | 2,314             | 0.0 %            |
|                  | Draft               | 0                | 0                | 0.0 %            | 0                 | 8,078             | 0.0 %            |
|                  | <b>Total</b>        | <b>7,540</b>     | <b>53,033</b>    | <b>603.3 %</b>   | <b>226,182</b>    | <b>382,470</b>    | <b>69.1 %</b>    |
| <b>INDONESIA</b> |                     |                  |                  |                  |                   |                   |                  |
|                  | Bottles             | 0                | 0                | 0.0 %            | 0                 | 0                 | 0.0 %            |
|                  | Cans                | 0                | 0                | 0.0 %            | 0                 | 6,695             | 0.0 %            |
|                  | Draft               | 0                | 0                | 0.0 %            | 0                 | 0                 | 0.0 %            |
|                  | <b>Total</b>        | <b>0</b>         | <b>0</b>         | <b>0.0 %</b>     | <b>0</b>          | <b>6,695</b>      | <b>0.0 %</b>     |
| <b>IRELAND</b>   |                     |                  |                  |                  |                   |                   |                  |
|                  | Bottles             | 1,491,063        | 1,457,750        | (2.2) %          | 11,364,991        | 10,023,106        | (11.8) %         |
|                  | Cans                | 390,473          | 420,226          | 7.6 %            | 4,783,996         | 4,321,736         | (9.7) %          |
|                  | Draft               | 1,054,643        | 1,832,395        | 73.8 %           | 9,642,828         | 10,594,227        | 9.9 %            |
|                  | <b>Total</b>        | <b>2,936,179</b> | <b>3,710,371</b> | <b>26.4 %</b>    | <b>25,791,815</b> | <b>24,939,068</b> | <b>(3.3) %</b>   |
| <b>ISRAEL</b>    |                     |                  |                  |                  |                   |                   |                  |
|                  | Bottles             | 0                | 0                | 0.0 %            | 5,521             | 8,559             | 55.1 %           |
|                  | Cans                | 0                | 0                | 0.0 %            | 0                 | 0                 | 0.0 %            |
|                  | Draft               | 0                | 0                | 0.0 %            | 0                 | 0                 | 0.0 %            |
|                  | <b>Total</b>        | <b>0</b>         | <b>0</b>         | <b>0.0 %</b>     | <b>5,521</b>      | <b>8,559</b>      | <b>55.0 %</b>    |
| <b>ITALY</b>     |                     |                  |                  |                  |                   |                   |                  |
|                  | Bottles             | 301,279          | 276,721          | (8.2) %          | 3,173,482         | 3,106,629         | (2.1) %          |
|                  | Cans                | 2,025            | 4,381            | 116.3 %          | 165,476           | 229,167           | 38.5 %           |
|                  | Draft               | 206,049          | 137,575          | (33.2) %         | 1,526,854         | 1,593,431         | 4.4 %            |
|                  | <b>Total</b>        | <b>509,353</b>   | <b>418,677</b>   | <b>(17.8) %</b>  | <b>4,865,812</b>  | <b>4,929,227</b>  | <b>1.3 %</b>     |
| <b>JAMAICA</b>   |                     |                  |                  |                  |                   |                   |                  |
|                  | Bottles             | 387,328          | 148,103          | (61.8) %         | 3,897,058         | 3,932,170         | 0.9 %            |
|                  | Cans                | 6,087            | 26,826           | 340.7 %          | 100,698           | 168,510           | 67.3 %           |
|                  | Draft               | 0                | 0                | 0.0 %            | 0                 | 0                 | 0.0 %            |
|                  | <b>Total</b>        | <b>393,415</b>   | <b>174,930</b>   | <b>(55.5) %</b>  | <b>3,997,756</b>  | <b>4,100,680</b>  | <b>2.6 %</b>     |

## Total Imports by Country and Package (Gallons per Country)

| <u>Country</u>    | <u>Package Type</u> | <u>10/2017</u> | <u>10/2018</u> | <u>% Change</u> | <u>2017 YTD</u>  | <u>2018 YTD</u>  | <u>% Change</u> |
|-------------------|---------------------|----------------|----------------|-----------------|------------------|------------------|-----------------|
| <b>JAPAN</b>      |                     |                |                |                 |                  |                  |                 |
|                   | Bottles             | 39,100         | 41,844         | 7.0 %           | 532,715          | 440,337          | (17.3)%         |
|                   | Cans                | 14,367         | 688            | (95.2)%         | 204,433          | 113,184          | (44.6)%         |
|                   | Draft               | 45,531         | 29,007         | (36.3)%         | 504,968          | 574,400          | 13.8 %          |
|                   | <b>Total</b>        | <b>98,999</b>  | <b>71,539</b>  | <b>(27.7)%</b>  | <b>1,242,116</b> | <b>1,127,921</b> | <b>(9.2)%</b>   |
| <b>JORDAN</b>     |                     |                |                |                 |                  |                  |                 |
|                   | Bottles             | 0              | 0              | 0.0 %           | 1,506            | 1,812            | 20.3 %          |
|                   | Cans                | 0              | 0              | 0.0 %           | 0                | 0                | 0.0 %           |
|                   | Draft               | 1,506          | 0              | 0.0 %           | 1,506            | 2,045            | 35.8 %          |
|                   | <b>Total</b>        | <b>1,506</b>   | <b>0</b>       | <b>(100.0)%</b> | <b>3,013</b>     | <b>3,857</b>     | <b>28.0 %</b>   |
| <b>KENYA</b>      |                     |                |                |                 |                  |                  |                 |
|                   | Bottles             | 0              | 2,809          | 0.0 %           | 16,854           | 19,663           | 16.7 %          |
|                   | Cans                | 0              | 0              | 0.0 %           | 0                | 0                | 0.0 %           |
|                   | Draft               | 0              | 0              | 0.0 %           | 0                | 0                | 0.0 %           |
|                   | <b>Total</b>        | <b>0</b>       | <b>2,809</b>   | <b>0.0 %</b>    | <b>16,854</b>    | <b>19,663</b>    | <b>16.7 %</b>   |
| <b>KOREA</b>      |                     |                |                |                 |                  |                  |                 |
|                   | Bottles             | 57,529         | 47,281         | (17.8)%         | 434,932          | 442,512          | 1.7 %           |
|                   | Cans                | 50,480         | 76,971         | 52.5 %          | 561,296          | 739,353          | 31.7 %          |
|                   | Draft               | 5,326          | 6,847          | 28.6 %          | 42,036           | 69,845           | 66.2 %          |
|                   | <b>Total</b>        | <b>113,335</b> | <b>131,100</b> | <b>15.7 %</b>   | <b>1,038,264</b> | <b>1,251,710</b> | <b>20.6 %</b>   |
| <b>LAOS</b>       |                     |                |                |                 |                  |                  |                 |
|                   | Bottles             | 4,812          | 9,796          | 103.6 %         | 18,793           | 42,819           | 127.9 %         |
|                   | Cans                | 0              | 3,804          | 0.0 %           | 17,962           | 5,706            | (68.2)%         |
|                   | Draft               | 0              | 0              | 0.0 %           | 0                | 0                | 0.0 %           |
|                   | <b>Total</b>        | <b>4,812</b>   | <b>13,600</b>  | <b>182.6 %</b>  | <b>36,755</b>    | <b>48,525</b>    | <b>32.0 %</b>   |
| <b>LATVIA</b>     |                     |                |                |                 |                  |                  |                 |
|                   | Bottles             | 0              | 0              | 0.0 %           | 3,170            | 0                | 0.0 %           |
|                   | Cans                | 0              | 0              | 0.0 %           | 0                | 0                | 0.0 %           |
|                   | Draft               | 0              | 0              | 0.0 %           | 0                | 214              | 0.0 %           |
|                   | <b>Total</b>        | <b>0</b>       | <b>0</b>       | <b>0.0 %</b>    | <b>3,170</b>     | <b>214</b>       | <b>(93.3)%</b>  |
| <b>LEBANON</b>    |                     |                |                |                 |                  |                  |                 |
|                   | Bottles             | 0              | 3,013          | 0.0 %           | 46,739           | 60,726           | 29.9 %          |
|                   | Cans                | 0              | 0              | 0.0 %           | 0                | 0                | 0.0 %           |
|                   | Draft               | 0              | 0              | 0.0 %           | 0                | 575              | 0.0 %           |
|                   | <b>Total</b>        | <b>0</b>       | <b>3,013</b>   | <b>0.0 %</b>    | <b>46,739</b>    | <b>61,301</b>    | <b>31.2 %</b>   |
| <b>LITHUANIA</b>  |                     |                |                |                 |                  |                  |                 |
|                   | Bottles             | 11,344         | 7,659          | (32.5)%         | 59,901           | 65,837           | 9.9 %           |
|                   | Cans                | 6,163          | 3,338          | (45.8)%         | 6,163            | 20,771           | 237.0 %         |
|                   | Draft               | 0              | 0              | 0.0 %           | 0                | 2,911            | 0.0 %           |
|                   | <b>Total</b>        | <b>17,507</b>  | <b>10,997</b>  | <b>(37.2)%</b>  | <b>66,064</b>    | <b>89,519</b>    | <b>35.5 %</b>   |
| <b>LUXEMBOURG</b> |                     |                |                |                 |                  |                  |                 |
|                   | Bottles             | 0              | 3,544          | 0.0 %           | 2,029            | 6,777            | 233.9 %         |
|                   | Cans                | 0              | 2,287          | 0.0 %           | 0                | 2,287            | 0.0 %           |
|                   | Draft               | 1,902          | 0              | 0.0 %           | 9,839            | 10,898           | 10.8 %          |
|                   | <b>Total</b>        | <b>1,902</b>   | <b>5,831</b>   | <b>206.6 %</b>  | <b>11,868</b>    | <b>19,962</b>    | <b>68.2 %</b>   |
| <b>LUXEMBURG</b>  |                     |                |                |                 |                  |                  |                 |
|                   | Bottles             | 0              | 3,544          | 0.0 %           | 2,029            | 6,777            | 233.9 %         |
|                   | Cans                | 0              | 2,287          | 0.0 %           | 0                | 2,287            | 0.0 %           |
|                   | Draft               | 1,902          | 0              | 0.0 %           | 9,839            | 10,898           | 10.8 %          |
|                   | <b>Total</b>        | <b>1,902</b>   | <b>5,831</b>   | <b>206.6 %</b>  | <b>11,868</b>    | <b>19,962</b>    | <b>68.2 %</b>   |

## Total Imports by Country and Package (Gallons per Country)

| <u>Country</u>        | <u>Package Type</u> | <u>10/2017</u>    | <u>10/2018</u>    | <u>% Change</u> | <u>2017 YTD</u>    | <u>2018 YTD</u>    | <u>% Change</u>  |
|-----------------------|---------------------|-------------------|-------------------|-----------------|--------------------|--------------------|------------------|
| <b>MACEDONIA</b>      |                     |                   |                   |                 |                    |                    |                  |
|                       | Bottles             | 0                 | 2,992             | 0.0 %           | 8,544              | 10,512             | 23.0 %           |
|                       | Cans                | 0                 | 0                 | 0.0 %           | 0                  | 0                  | 0.0 %            |
|                       | Draft               | 0                 | 0                 | 0.0 %           | 0                  | 0                  | 0.0 %            |
|                       | <b>Total</b>        | <b>0</b>          | <b>2,992</b>      | <b>0.0 %</b>    | <b>8,544</b>       | <b>10,512</b>      | <b>23.0 %</b>    |
| <b>MAINLAND CHINA</b> |                     |                   |                   |                 |                    |                    |                  |
|                       | Bottles             | 281,978           | 88,217            | (68.7) %        | 1,462,632          | 1,142,208          | (21.9) %         |
|                       | Cans                | 0                 | 0                 | 0.0 %           | 2,461              | 7,264              | 195.2 %          |
|                       | Draft               | 0                 | 0                 | 0.0 %           | 119                | 170                | 42.7 %           |
|                       | <b>Total</b>        | <b>281,978</b>    | <b>88,217</b>     | <b>(68.7) %</b> | <b>1,465,212</b>   | <b>1,149,642</b>   | <b>(21.5) %</b>  |
| <b>MALTA</b>          |                     |                   |                   |                 |                    |                    |                  |
|                       | Bottles             | 0                 | 0                 | 0.0 %           | 3,164              | 0                  | 0.0 %            |
|                       | Cans                | 0                 | 0                 | 0.0 %           | 0                  | 0                  | 0.0 %            |
|                       | Draft               | 0                 | 0                 | 0.0 %           | 0                  | 0                  | 0.0 %            |
|                       | <b>Total</b>        | <b>0</b>          | <b>0</b>          | <b>0.0 %</b>    | <b>3,164</b>       | <b>0</b>           | <b>(100.0) %</b> |
| <b>MAURITIUS</b>      |                     |                   |                   |                 |                    |                    |                  |
|                       | Bottles             | 0                 | 0                 | 0.0 %           | 12,320             | 0                  | 0.0 %            |
|                       | Cans                | 0                 | 0                 | 0.0 %           | 0                  | 0                  | 0.0 %            |
|                       | Draft               | 0                 | 0                 | 0.0 %           | 0                  | 0                  | 0.0 %            |
|                       | <b>Total</b>        | <b>0</b>          | <b>0</b>          | <b>0.0 %</b>    | <b>12,320</b>      | <b>0</b>           | <b>(100.0) %</b> |
| <b>MEXICO</b>         |                     |                   |                   |                 |                    |                    |                  |
|                       | Bottles             | 38,555,572        | 40,321,640        | 4.6 %           | 404,420,132        | 433,732,939        | 7.3 %            |
|                       | Cans                | 15,720,378        | 18,027,046        | 14.7 %          | 180,410,338        | 201,925,806        | 11.9 %           |
|                       | Draft               | 2,186,655         | 2,602,716         | 19.0 %          | 24,060,769         | 26,972,342         | 12.1 %           |
|                       | <b>Total</b>        | <b>56,462,606</b> | <b>60,951,402</b> | <b>8.0 %</b>    | <b>608,891,240</b> | <b>662,631,088</b> | <b>8.8 %</b>     |
| <b>MONTENEGRO</b>     |                     |                   |                   |                 |                    |                    |                  |
|                       | Bottles             | 0                 | 0                 | 0.0 %           | 8,630              | 0                  | 0.0 %            |
|                       | Cans                | 0                 | 0                 | 0.0 %           | 0                  | 0                  | 0.0 %            |
|                       | Draft               | 0                 | 0                 | 0.0 %           | 0                  | 0                  | 0.0 %            |
|                       | <b>Total</b>        | <b>0</b>          | <b>0</b>          | <b>0.0 %</b>    | <b>8,630</b>       | <b>0</b>           | <b>(100.0) %</b> |
| <b>MOROCCO</b>        |                     |                   |                   |                 |                    |                    |                  |
|                       | Bottles             | 3,264             | 3,264             | 0.0 %           | 12,045             | 18,224             | 51.3 %           |
|                       | Cans                | 0                 | 0                 | 0.0 %           | 0                  | 0                  | 0.0 %            |
|                       | Draft               | 0                 | 0                 | 0.0 %           | 0                  | 0                  | 0.0 %            |
|                       | <b>Total</b>        | <b>3,264</b>      | <b>3,264</b>      | <b>0.0 %</b>    | <b>12,045</b>      | <b>18,224</b>      | <b>51.3 %</b>    |
| <b>MOZAMBIQUE</b>     |                     |                   |                   |                 |                    |                    |                  |
|                       | Bottles             | 0                 | 0                 | 0.0 %           | 0                  | 3,078              | 0.0 %            |
|                       | Cans                | 0                 | 0                 | 0.0 %           | 0                  | 0                  | 0.0 %            |
|                       | Draft               | 0                 | 0                 | 0.0 %           | 0                  | 0                  | 0.0 %            |
|                       | <b>Total</b>        | <b>0</b>          | <b>0</b>          | <b>0.0 %</b>    | <b>0</b>           | <b>3,078</b>       | <b>0.0 %</b>     |
| <b>NEPAL</b>          |                     |                   |                   |                 |                    |                    |                  |
|                       | Bottles             | 0                 | 0                 | 0.0 %           | 0                  | 2,302              | 0.0 %            |
|                       | Cans                | 0                 | 0                 | 0.0 %           | 0                  | 0                  | 0.0 %            |
|                       | Draft               | 0                 | 0                 | 0.0 %           | 0                  | 0                  | 0.0 %            |
|                       | <b>Total</b>        | <b>0</b>          | <b>0</b>          | <b>0.0 %</b>    | <b>0</b>           | <b>2,302</b>       | <b>0.0 %</b>     |
| <b>NETHERLANDS</b>    |                     |                   |                   |                 |                    |                    |                  |
|                       | Bottles             | 9,001,679         | 8,942,631         | (0.7) %         | 96,424,572         | 91,095,757         | (5.5) %          |
|                       | Cans                | 2,087,889         | 1,061,228         | (49.2) %        | 23,425,900         | 23,007,693         | (1.8) %          |
|                       | Draft               | 291,864           | 216,367           | (25.9) %        | 2,139,315          | 2,505,029          | 17.1 %           |
|                       | <b>Total</b>        | <b>11,381,432</b> | <b>10,220,226</b> | <b>(10.2) %</b> | <b>121,989,786</b> | <b>116,608,480</b> | <b>(4.4) %</b>   |

## Total Imports by Country and Package (Gallons per Country)

| <u>Country</u>               | <u>Package Type</u> | <u>10/2017</u> | <u>10/2018</u> | <u>% Change</u> | <u>2017 YTD</u>  | <u>2018 YTD</u>  | <u>% Change</u> |
|------------------------------|---------------------|----------------|----------------|-----------------|------------------|------------------|-----------------|
| <b>NEW ZEALAND</b>           |                     |                |                |                 |                  |                  |                 |
|                              | Bottles             | 0              | 18,963         | 0.0 %           | 252,772          | 171,920          | (32.0)%         |
|                              | Cans                | 0              | 1,356          | 0.0 %           | 12,275           | 14,142           | 15.2 %          |
|                              | Draft               | 0              | 845            | 0.0 %           | 24,776           | 13,458           | (45.7)%         |
|                              | <b>Total</b>        | <b>0</b>       | <b>21,164</b>  | <b>0.0 %</b>    | <b>289,822</b>   | <b>199,520</b>   | <b>(31.2)%</b>  |
| <b>NICARAGUA</b>             |                     |                |                |                 |                  |                  |                 |
|                              | Bottles             | 2,647          | 9,926          | 275.0 %         | 52,493           | 59,384           | 13.1 %          |
|                              | Cans                | 5,200          | 2,946          | (43.3)%         | 19,930           | 21,295           | 6.8 %           |
|                              | Draft               | 0              | 0              | 0.0 %           | 0                | 0                | 0.0 %           |
|                              | <b>Total</b>        | <b>7,847</b>   | <b>12,872</b>  | <b>64.0 %</b>   | <b>72,424</b>    | <b>80,679</b>    | <b>11.4 %</b>   |
| <b>NIGERIA</b>               |                     |                |                |                 |                  |                  |                 |
|                              | Bottles             | 0              | 0              | 0.0 %           | 5,250            | 1,875            | (64.3)%         |
|                              | Cans                | 0              | 0              | 0.0 %           | 10,804           | 6,982            | (35.4)%         |
|                              | Draft               | 0              | 0              | 0.0 %           | 0                | 0                | 0.0 %           |
|                              | <b>Total</b>        | <b>0</b>       | <b>0</b>       | <b>0.0 %</b>    | <b>16,054</b>    | <b>8,857</b>     | <b>(44.8)%</b>  |
| <b>NORWAY</b>                |                     |                |                |                 |                  |                  |                 |
|                              | Bottles             | 0              | 0              | 0.0 %           | 7,155            | 10,595           | 48.1 %          |
|                              | Cans                | 0              | 0              | 0.0 %           | 0                | 0                | 0.0 %           |
|                              | Draft               | 0              | 0              | 0.0 %           | 10,541           | 11,150           | 5.8 %           |
|                              | <b>Total</b>        | <b>0</b>       | <b>0</b>       | <b>0.0 %</b>    | <b>17,696</b>    | <b>21,745</b>    | <b>22.9 %</b>   |
| <b>PERU</b>                  |                     |                |                |                 |                  |                  |                 |
|                              | Bottles             | 22,622         | 32,374         | 43.1 %          | 243,587          | 405,279          | 66.4 %          |
|                              | Cans                | 316            | 0              | 0.0 %           | 2,195            | 1,225            | (44.2)%         |
|                              | Draft               | 0              | 0              | 0.0 %           | 0                | 0                | 0.0 %           |
|                              | <b>Total</b>        | <b>22,938</b>  | <b>32,374</b>  | <b>41.1 %</b>   | <b>245,782</b>   | <b>406,505</b>   | <b>65.4 %</b>   |
| <b>PHILIPPINES</b>           |                     |                |                |                 |                  |                  |                 |
|                              | Bottles             | 4,165          | 5,021          | 20.6 %          | 93,874           | 25,337           | (73.0)%         |
|                              | Cans                | 0              | 0              | 0.0 %           | 4,819            | 0                | 0.0 %           |
|                              | Draft               | 0              | 0              | 0.0 %           | 2,444            | 0                | 0.0 %           |
|                              | <b>Total</b>        | <b>4,165</b>   | <b>5,021</b>   | <b>20.6 %</b>   | <b>101,136</b>   | <b>25,337</b>    | <b>(74.9)%</b>  |
| <b>POLAND</b>                |                     |                |                |                 |                  |                  |                 |
|                              | Bottles             | 219,057        | 341,330        | 55.8 %          | 2,367,621        | 2,458,993        | 3.9 %           |
|                              | Cans                | 23,966         | 93,841         | 291.6 %         | 289,931          | 699,260          | 141.2 %         |
|                              | Draft               | 8,031          | 10,020         | 24.8 %          | 20,210           | 61,930           | 206.4 %         |
|                              | <b>Total</b>        | <b>251,054</b> | <b>445,191</b> | <b>77.3 %</b>   | <b>2,677,762</b> | <b>3,220,182</b> | <b>20.3 %</b>   |
| <b>PORTUGAL</b>              |                     |                |                |                 |                  |                  |                 |
|                              | Bottles             | 19,912         | 18,148         | (8.9)%          | 218,985          | 207,344          | (5.3)%          |
|                              | Cans                | 0              | 1,331          | 0.0 %           | 0                | 2,853            | 0.0 %           |
|                              | Draft               | 0              | 114            | 0.0 %           | 0                | 7,951            | 0.0 %           |
|                              | <b>Total</b>        | <b>19,912</b>  | <b>19,593</b>  | <b>(1.6)%</b>   | <b>218,985</b>   | <b>218,148</b>   | <b>(0.4)%</b>   |
| <b>REPUBLIC SOUTH AFRICA</b> |                     |                |                |                 |                  |                  |                 |
|                              | Bottles             | 348            | 0              | 0.0 %           | 3,191            | 3,773            | 18.2 %          |
|                              | Cans                | 0              | 0              | 0.0 %           | 0                | 0                | 0.0 %           |
|                              | Draft               | 0              | 0              | 0.0 %           | 0                | 0                | 0.0 %           |
|                              | <b>Total</b>        | <b>348</b>     | <b>0</b>       | <b>(100.0)%</b> | <b>3,191</b>     | <b>3,773</b>     | <b>18.2 %</b>   |
| <b>ROMANIA</b>               |                     |                |                |                 |                  |                  |                 |
|                              | Bottles             | 0              | 0              | 0.0 %           | 7,397            | 7,397            | 0.0 %           |
|                              | Cans                | 0              | 0              | 0.0 %           | 0                | 0                | 0.0 %           |
|                              | Draft               | 0              | 0              | 0.0 %           | 0                | 0                | 0.0 %           |
|                              | <b>Total</b>        | <b>0</b>       | <b>0</b>       | <b>0.0 %</b>    | <b>7,397</b>     | <b>7,397</b>     | <b>0.0 %</b>    |

## Total Imports by Country and Package (Gallons per Country)

| <u>Country</u>    | <u>Package Type</u> | <u>10/2017</u> | <u>10/2018</u> | <u>% Change</u>  | <u>2017 YTD</u> | <u>2018 YTD</u> | <u>% Change</u> |
|-------------------|---------------------|----------------|----------------|------------------|-----------------|-----------------|-----------------|
| <b>RUSSIA</b>     | Bottles             | 21,784         | 15,796         | (27.5)%          | 156,413         | 118,642         | (24.2)%         |
|                   | Cans                | 17,675         | 13,141         | (25.7)%          | 126,624         | 84,986          | (32.9)%         |
|                   | Draft               | 1,750          | 0              | 0.0 %            | 2,004           | 1,141           | (43.0)%         |
|                   | <b>Total</b>        | <b>41,209</b>  | <b>28,937</b>  | <b>(29.8)%</b>   | <b>285,041</b>  | <b>204,769</b>  | <b>(28.2)%</b>  |
| <b>SERBIA</b>     | Bottles             | 2,825          | 0              | 0.0 %            | 28,215          | 33,814          | 19.8 %          |
|                   | Cans                | 0              | 0              | 0.0 %            | 0               | 6,187           | 0.0 %           |
|                   | Draft               | 0              | 0              | 0.0 %            | 0               | 0               | 0.0 %           |
|                   | <b>Total</b>        | <b>2,825</b>   | <b>0</b>       | <b>(100.0)%</b>  | <b>28,215</b>   | <b>40,001</b>   | <b>41.8 %</b>   |
| <b>SEYCHELLES</b> | Bottles             | 0              | 0              | 0.0 %            | 2,970           | 0               | 0.0 %           |
|                   | Cans                | 0              | 0              | 0.0 %            | 0               | 0               | 0.0 %           |
|                   | Draft               | 0              | 0              | 0.0 %            | 0               | 0               | 0.0 %           |
|                   | <b>Total</b>        | <b>0</b>       | <b>0</b>       | <b>0.0 %</b>     | <b>2,970</b>    | <b>0</b>        | <b>(100.0)%</b> |
| <b>SINGAPORE</b>  | Bottles             | 0              | 11,451         | 0.0 %            | 105,086         | 159,920         | 52.2 %          |
|                   | Cans                | 0              | 5,326          | 0.0 %            | 30,941          | 108,038         | 249.2 %         |
|                   | Draft               | 0              | 0              | 0.0 %            | 0               | 0               | 0.0 %           |
|                   | <b>Total</b>        | <b>0</b>       | <b>16,776</b>  | <b>0.0 %</b>     | <b>136,027</b>  | <b>267,958</b>  | <b>97.0 %</b>   |
| <b>SLOVAKIA</b>   | Bottles             | 0              | 0              | 0.0 %            | 32,716          | 12,068          | (63.1)%         |
|                   | Cans                | 0              | 0              | 0.0 %            | 0               | 0               | 0.0 %           |
|                   | Draft               | 0              | 15,129         | 0.0 %            | 6,235           | 36,542          | 486.1 %         |
|                   | <b>Total</b>        | <b>0</b>       | <b>15,129</b>  | <b>0.0 %</b>     | <b>38,951</b>   | <b>48,610</b>   | <b>24.8 %</b>   |
| <b>SLOVENIA</b>   | Bottles             | 0              | 0              | 0.0 %            | 1,004           | 281             | (72.1)%         |
|                   | Cans                | 0              | 0              | 0.0 %            | 0               | 0               | 0.0 %           |
|                   | Draft               | 0              | 0              | 0.0 %            | 0               | 0               | 0.0 %           |
|                   | <b>Total</b>        | <b>0</b>       | <b>0</b>       | <b>0.0 %</b>     | <b>1,004</b>    | <b>281</b>      | <b>(72.1)%</b>  |
| <b>SPAIN</b>      | Bottles             | 41,494         | 39,451         | (4.9)%           | 503,187         | 548,714         | 9.1 %           |
|                   | Cans                | 0              | 0              | 0.0 %            | 211             | 1,513           | 616.0 %         |
|                   | Draft               | 4,462          | 5,421          | 21.5 %           | 76,363          | 169,119         | 121.5 %         |
|                   | <b>Total</b>        | <b>45,956</b>  | <b>44,872</b>  | <b>(2.4)%</b>    | <b>579,761</b>  | <b>719,346</b>  | <b>24.1 %</b>   |
| <b>SRI LANKA</b>  | Bottles             | 0              | 0              | 0.0 %            | 10,877          | 10,357          | (4.8)%          |
|                   | Cans                | 0              | 0              | 0.0 %            | 9,645           | 2,866           | (70.3)%         |
|                   | Draft               | 0              | 0              | 0.0 %            | 1,476           | 1,606           | 8.8 %           |
|                   | <b>Total</b>        | <b>0</b>       | <b>0</b>       | <b>0.0 %</b>     | <b>21,997</b>   | <b>14,829</b>   | <b>(32.6)%</b>  |
| <b>ST. LUCIA</b>  | Bottles             | 0              | 0              | 0.0 %            | 0               | 0               | 0.0 %           |
|                   | Cans                | 0              | 0              | 0.0 %            | 0               | 136             | 0.0 %           |
|                   | Draft               | 0              | 0              | 0.0 %            | 0               | 0               | 0.0 %           |
|                   | <b>Total</b>        | <b>0</b>       | <b>0</b>       | <b>0.0 %</b>     | <b>0</b>        | <b>136</b>      | <b>0.0 %</b>    |
| <b>SWEDEN</b>     | Bottles             | 506            | 95             | (81.3)%          | 6,912           | 4,844           | (29.9)%         |
|                   | Cans                | 0              | 0              | 0.0 %            | 0               | 0               | 0.0 %           |
|                   | Draft               | 845            | 16,604         | 1,864.1 %        | 4,972           | 19,684          | 295.9 %         |
|                   | <b>Total</b>        | <b>1,352</b>   | <b>16,698</b>  | <b>1,135.3 %</b> | <b>11,884</b>   | <b>24,528</b>   | <b>106.4 %</b>  |

## Total Imports by Country and Package (Gallons per Country)

| <u>Country</u>        | <u>Package Type</u> | <u>10/2017</u> | <u>10/2018</u> | <u>% Change</u>  | <u>2017 YTD</u>  | <u>2018 YTD</u>  | <u>% Change</u>  |
|-----------------------|---------------------|----------------|----------------|------------------|------------------|------------------|------------------|
| <b>SWITZERLAND</b>    |                     |                |                |                  |                  |                  |                  |
|                       | Bottles             | 425            | 364            | (14.3)%          | 4,493            | 2,685            | (40.2)%          |
|                       | Cans                | 0              | 0              | 0.0 %            | 0                | 0                | 0.0 %            |
|                       | Draft               | 0              | 0              | 0.0 %            | 2,647            | 3,543            | 33.8 %           |
|                       | <b>Total</b>        | <b>425</b>     | <b>364</b>     | <b>(14.3)%</b>   | <b>7,140</b>     | <b>6,228</b>     | <b>(12.8)%</b>   |
| <b>TAIWAN</b>         |                     |                |                |                  |                  |                  |                  |
|                       | Bottles             | 0              | 2,720          | 0.0 %            | 17,594           | 23,544           | 33.8 %           |
|                       | Cans                | 0              | 4,185          | 0.0 %            | 16,738           | 41,846           | 150.0 %          |
|                       | Draft               | 0              | 0              | 0.0 %            | 0                | 0                | 0.0 %            |
|                       | <b>Total</b>        | <b>0</b>       | <b>6,905</b>   | <b>0.0 %</b>     | <b>34,333</b>    | <b>65,390</b>    | <b>90.5 %</b>    |
| <b>THAILAND</b>       |                     |                |                |                  |                  |                  |                  |
|                       | Bottles             | 80,658         | 79,668         | (1.2)%           | 601,725          | 633,775          | 5.3 %            |
|                       | Cans                | 0              | 0              | 0.0 %            | 2,219            | 0                | 0.0 %            |
|                       | Draft               | 999            | 0              | 0.0 %            | 12,482           | 9,154            | (26.7)%          |
|                       | <b>Total</b>        | <b>81,656</b>  | <b>79,668</b>  | <b>(2.4)%</b>    | <b>616,426</b>   | <b>642,928</b>   | <b>4.3 %</b>     |
| <b>TRINIDAD</b>       |                     |                |                |                  |                  |                  |                  |
|                       | Bottles             | 15,627         | 0              | 0.0 %            | 80,507           | 21,053           | (73.9)%          |
|                       | Cans                | 0              | 0              | 0.0 %            | 21,091           | 7,030            | (66.7)%          |
|                       | Draft               | 0              | 0              | 0.0 %            | 0                | 0                | 0.0 %            |
|                       | <b>Total</b>        | <b>15,627</b>  | <b>0</b>       | <b>(100.0)%</b>  | <b>101,598</b>   | <b>28,083</b>    | <b>(72.4)%</b>   |
| <b>TURKEY</b>         |                     |                |                |                  |                  |                  |                  |
|                       | Bottles             | 3,175          | 3,173          | (0.1)%           | 29,995           | 13,476           | (55.1)%          |
|                       | Cans                | 0              | 0              | 0.0 %            | 0                | 19,613           | 0.0 %            |
|                       | Draft               | 0              | 0              | 0.0 %            | 0                | 0                | 0.0 %            |
|                       | <b>Total</b>        | <b>3,175</b>   | <b>3,173</b>   | <b>(0.1)%</b>    | <b>29,995</b>    | <b>33,089</b>    | <b>10.3 %</b>    |
| <b>UKRAINE</b>        |                     |                |                |                  |                  |                  |                  |
|                       | Bottles             | 8,227          | 4,359          | (47.0)%          | 40,920           | 64,583           | 57.8 %           |
|                       | Cans                | 3,360          | 2,435          | (27.6)%          | 16,025           | 19,014           | 18.7 %           |
|                       | Draft               | 1,141          | 0              | 0.0 %            | 1,141            | 4,280            | 275.0 %          |
|                       | <b>Total</b>        | <b>12,728</b>  | <b>6,794</b>   | <b>(46.6)%</b>   | <b>58,087</b>    | <b>87,877</b>    | <b>51.3 %</b>    |
| <b>UNITED KINGDOM</b> |                     |                |                |                  |                  |                  |                  |
|                       | Bottles             | 409,630        | 111,624        | (72.8)%          | 4,824,197        | 1,246,351        | (74.2)%          |
|                       | Cans                | 42,778         | 105,454        | 146.5 %          | 904,222          | 1,016,500        | 12.4 %           |
|                       | Draft               | 83,467         | 55,619         | (33.4)%          | 1,154,842        | 649,090          | (43.8)%          |
|                       | <b>Total</b>        | <b>535,875</b> | <b>272,697</b> | <b>(49.1)%</b>   | <b>6,883,262</b> | <b>2,911,940</b> | <b>(57.7)%</b>   |
| <b>URUGUAY</b>        |                     |                |                |                  |                  |                  |                  |
|                       | Bottles             | 0              | 0              | 0.0 %            | 0                | 856              | 0.0 %            |
|                       | Cans                | 0              | 0              | 0.0 %            | 4,155            | 0                | 0.0 %            |
|                       | Draft               | 0              | 0              | 0.0 %            | 0                | 0                | 0.0 %            |
|                       | <b>Total</b>        | <b>0</b>       | <b>0</b>       | <b>0.0 %</b>     | <b>4,155</b>     | <b>856</b>       | <b>(79.4)%</b>   |
| <b>VENEZUELA</b>      |                     |                |                |                  |                  |                  |                  |
|                       | Bottles             | 0              | 0              | 0.0 %            | 0                | 2,663            | 0.0 %            |
|                       | Cans                | 0              | 0              | 0.0 %            | 0                | 0                | 0.0 %            |
|                       | Draft               | 0              | 0              | 0.0 %            | 0                | 0                | 0.0 %            |
|                       | <b>Total</b>        | <b>0</b>       | <b>0</b>       | <b>0.0 %</b>     | <b>0</b>         | <b>2,663</b>     | <b>0.0 %</b>     |
| <b>VIETNAM</b>        |                     |                |                |                  |                  |                  |                  |
|                       | Bottles             | 6,447          | 0              | 0.0 %            | 17,323           | 32,018           | 84.8 %           |
|                       | Cans                | 0              | 175,096        | 0.0 %            | 0                | 1,313,646        | 0.0 %            |
|                       | Draft               | 0              | 0              | 0.0 %            | 1,712            | 753              | (56.0)%          |
|                       | <b>Total</b>        | <b>6,447</b>   | <b>175,096</b> | <b>2,615.8 %</b> | <b>19,035</b>    | <b>1,346,417</b> | <b>3,973.3 %</b> |

## Total Imports by Country and Package (Gallons per Country)

| <u>Country</u>                  | <u>Package Type</u>  | <u>10/2017</u>    | <u>10/2018</u>    | <u>% Change</u> | <u>2017 YTD</u>    | <u>2018 YTD</u>    | <u>% Change</u> |
|---------------------------------|----------------------|-------------------|-------------------|-----------------|--------------------|--------------------|-----------------|
| <b>WEST BANK ADMINISTERED E</b> |                      |                   |                   |                 |                    |                    |                 |
|                                 | Bottles              | 0                 | 0                 | 0.0 %           | 0                  | 559                | 0.0 %           |
|                                 | Cans                 | 0                 | 0                 | 0.0 %           | 0                  | 0                  | 0.0 %           |
|                                 | Draft                | 0                 | 0                 | 0.0 %           | 0                  | 0                  | 0.0 %           |
|                                 | <b>Total</b>         | <b>0</b>          | <b>0</b>          | <b>0.0 %</b>    | <b>0</b>           | <b>559</b>         | <b>0.0 %</b>    |
| <b>Total</b>                    |                      | <b>88,375,734</b> | <b>87,471,560</b> | <b>(1.02) %</b> | <b>906,194,046</b> | <b>947,192,786</b> | <b>4.52 %</b>   |
|                                 | <b>Total Bottles</b> | <b>59,178,290</b> | <b>58,067,987</b> | <b>(1.88) %</b> | <b>594,674,586</b> | <b>610,153,853</b> | <b>2.60 %</b>   |
|                                 | <b>Total Cans</b>    | <b>22,057,554</b> | <b>22,192,018</b> | <b>0.61 %</b>   | <b>243,313,836</b> | <b>265,629,702</b> | <b>9.17 %</b>   |
|                                 | <b>Total Draft</b>   | <b>7,139,890</b>  | <b>7,211,555</b>  | <b>1.00 %</b>   | <b>68,205,625</b>  | <b>71,409,231</b>  | <b>4.70 %</b>   |

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Source: Beer Institute and US Department of Commerce, Bureau of Census



### Total Cider Imports by Country (Gallons per Country)

| <u>Country</u>        | <u>10/2017</u> | <u>10/2018</u> | <u>% Change</u> | <u>2017 YTD</u>  | <u>2018 YTD</u>  | <u>% Change</u> |
|-----------------------|----------------|----------------|-----------------|------------------|------------------|-----------------|
| UNITED KINGDOM        | 173,106        | 147,209        | (15.0)%         | 2,099,234        | 1,805,914        | (14.0)%         |
| ARGENTINA             | 182,133        | 146,015        | (19.8)%         | 1,368,910        | 1,121,037        | (18.1)%         |
| FRANCE                | 7,491          | 88,784         | 1,085.3 %       | 794,846          | 1,087,576        | 36.8 %          |
| SPAIN                 | 32,595         | 70,856         | 117.4 %         | 173,383          | 144,421          | (16.7)%         |
| BELGIUM               | 68,544         | 56,024         | (18.3)%         | 1,151,201        | 1,253,125        | 8.9 %           |
| SWEDEN                | 15,917         | 46,045         | 189.3 %         | 301,484          | 305,963          | 1.5 %           |
| IRELAND               | 60,229         | 24,989         | (58.5)%         | 580,779          | 484,357          | (16.6)%         |
| LITHUANIA             | 0              | 856            | 0.0 %           | 1,997            | 13,703           | 586.1 %         |
| POLAND                | 2,441          | 483            | (80.2)%         | 7,191            | 11,653           | 62.0 %          |
| ESTONIA               | 190            | 271            | 42.5 %          | 11,612           | 6,464            | (44.3)%         |
| CHILE                 | 0              | 119            | 0.0 %           | 4,292            | 690              | (83.9)%         |
| CANADA                | 1,326          | 88             | (93.4)%         | 17,600           | 15,057           | (14.5)%         |
| AUSTRIA               | 0              | 0              | 0.0 %           | 791              | 62               | (92.2)%         |
| BRAZIL                | 0              | 0              | 0.0 %           | 0                | 2,239            | 0.0 %           |
| CROATIA               | 0              | 0              | 0.0 %           | 9,039            | 5,988            | (33.8)%         |
| DENMARK               | 0              | 0              | 0.0 %           | 0                | 2,914            | 0.0 %           |
| DOMINICAN REPUBLIC    | 0              | 0              | 0.0 %           | 1,688            | 1,407            | (16.7)%         |
| GERMANY               | 0              | 0              | 0.0 %           | 15,526           | 21,602           | 39.1 %          |
| ITALY                 | 0              | 0              | 0.0 %           | 3,654            | 1,141            | (68.8)%         |
| LATVIA                | 2,423          | 0              | 0.0 %           | 7,133            | 11,210           | 57.2 %          |
| LUXEMBOURG            | 0              | 0              | 0.0 %           | 3,099            | 311              | (90.0)%         |
| LUXEMBURG             | 0              | 0              | 0.0 %           | 3,099            | 311              | (90.0)%         |
| MEXICO                | 0              | 0              | 0.0 %           | 0                | 3,165            | 0.0 %           |
| MOLDOVA               | 0              | 0              | 0.0 %           | 0                | 2,029            | 0.0 %           |
| NETHERLANDS           | 0              | 0              | 0.0 %           | 24,780           | 101,782          | 310.7 %         |
| NEW ZEALAND           | 0              | 0              | 0.0 %           | 1,622            | 11,115           | 585.5 %         |
| PERU                  | 0              | 0              | 0.0 %           | 4,438            | 0                | 0.0 %           |
| PORTUGAL              | 0              | 0              | 0.0 %           | 0                | 418              | 0.0 %           |
| REPUBLIC SOUTH AFRICA | 0              | 0              | 0.0 %           | 0                | 2,826            | 0.0 %           |
| SWITZERLAND           | 0              | 0              | 0.0 %           | 780              | 238              | (69.5)%         |
| <b>Total</b>          | <b>546,395</b> | <b>581,740</b> | <b>6.5 %</b>    | <b>6,588,178</b> | <b>6,418,721</b> | <b>(2.6)%</b>   |
| <b>Barrel Total</b>   | <b>17,626</b>  | <b>18,766</b>  |                 | <b>212,522</b>   | <b>207,056</b>   |                 |

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### Total Cider Exports by Country (Gallons per Country)

| <u>Country</u>     | <u>10/2017</u> | <u>10/2018</u> | <u>% Change</u> | <u>2017 YTD</u> | <u>2018 YTD</u> | <u>% Change</u> |
|--------------------|----------------|----------------|-----------------|-----------------|-----------------|-----------------|
| CANADA             | 15,066         | 21,519         | 42.8 %          | 351,592         | 459,489         | 30.7 %          |
| UNITED KINGDOM     | 6,200          | 12,504         | 101.7 %         | 117,715         | 130,846         | 11.2 %          |
| ARUBA              | 0              | 3,352          | 0.0 %           | 4,737           | 21,832          | 360.9 %         |
| MEXICO             | 2,534          | 1,997          | (21.2)%         | 7,472           | 5,068           | (32.2)%         |
| JAMAICA            | 0              | 1,858          | 0.0 %           | 1,215           | 6,845           | 463.2 %         |
| SWEDEN             | 1,653          | 1,103          | (33.3)%         | 8,317           | 11,432          | 37.5 %          |
| GUATEMALA          | 2,485          | 1,019          | (59.0)%         | 4,457           | 4,168           | (6.5)%          |
| JAPAN              | 1,307          | 879            | (32.7)%         | 25,245          | 9,695           | (61.6)%         |
| ARAB EMIRATES      | 0              | 0              | 0.0 %           | 0               | 2,250           | 0.0 %           |
| ARGENTINA          | 694            | 0              | 0.0 %           | 874             | 0               | 0.0 %           |
| AUSTRALIA          | 596            | 0              | 0.0 %           | 23,567          | 288             | (98.8)%         |
| AUSTRIA            | 0              | 0              | 0.0 %           | 0               | 4,117           | 0.0 %           |
| BAHAMAS            | 1,576          | 0              | 0.0 %           | 8,928           | 19,991          | 123.9 %         |
| BARBADOS           | 0              | 0              | 0.0 %           | 505             | 0               | 0.0 %           |
| BERMUDA            | 0              | 0              | 0.0 %           | 0               | 155             | 0.0 %           |
| BRAZIL             | 0              | 0              | 0.0 %           | 0               | 1,640           | 0.0 %           |
| BRITISH VIRGIN IS. | 0              | 0              | 0.0 %           | 0               | 5,720           | 0.0 %           |
| CHILE              | 0              | 0              | 0.0 %           | 3,750           | 4,878           | 30.1 %          |
| COLOMBIA           | 3,313          | 0              | 0.0 %           | 8,862           | 3,277           | (63.0)%         |
| COSTA RICA         | 7,163          | 0              | 0.0 %           | 32,069          | 1,753           | (94.5)%         |
| DOMINICAN REPUBLIC | 189            | 0              | 0.0 %           | 1,280           | 606             | (52.6)%         |
| EL SALVADOR        | 0              | 0              | 0.0 %           | 0               | 308             | 0.0 %           |
| FRANCE             | 0              | 0              | 0.0 %           | 199             | 2,223           | 1,018.9 %       |
| HONDURAS           | 701            | 0              | 0.0 %           | 2,157           | 2,502           | 16.0 %          |
| HONG KONG          | 951            | 0              | 0.0 %           | 8,719           | 4,293           | (50.8)%         |
| ICELAND            | 0              | 0              | 0.0 %           | 0               | 260             | 0.0 %           |
| INDIA              | 0              | 0              | 0.0 %           | 20,675          | 0               | 0.0 %           |
| ISRAEL             | 0              | 0              | 0.0 %           | 815             | 0               | 0.0 %           |
| ITALY              | 0              | 0              | 0.0 %           | 1,509           | 200             | (86.8)%         |
| KOREA              | 0              | 0              | 0.0 %           | 2,775           | 612             | (77.9)%         |
| MAINLAND CHINA     | 978            | 0              | 0.0 %           | 1,268           | 8,642           | 581.6 %         |
| MALAYSIA           | 0              | 0              | 0.0 %           | 712             | 22,442          | 3,049.8 %       |
| NETHERLANDS        | 0              | 0              | 0.0 %           | 2,143           | 2,725           | 27.1 %          |
| NICARAGUA          | 0              | 0              | 0.0 %           | 767             | 454             | (40.8)%         |
| NIGERIA            | 0              | 0              | 0.0 %           | 132             | 0               | 0.0 %           |
| NORWAY             | 0              | 0              | 0.0 %           | 0               | 6,606           | 0.0 %           |
| PANAMA             | 3,228          | 0              | 0.0 %           | 29,606          | 29,431          | (0.6)%          |
| PERU               | 0              | 0              | 0.0 %           | 0               | 1,869           | 0.0 %           |
| PHILIPPINES        | 403            | 0              | 0.0 %           | 1,014           | 145             | (85.7)%         |
| QATAR              | 0              | 0              | 0.0 %           | 597             | 0               | 0.0 %           |
| SEYCHELLES         | 0              | 0              | 0.0 %           | 1,202           | 930             | (22.7)%         |
| SIERRA LEONE       | 813            | 0              | 0.0 %           | 4,069           | 250             | (93.9)%         |
| SINGAPORE          | 0              | 0              | 0.0 %           | 2,527           | 1,590           | (37.1)%         |
| SPAIN              | 0              | 0              | 0.0 %           | 1,157           | 507             | (56.2)%         |
| ST. KITTS & NEVIS  | 0              | 0              | 0.0 %           | 2,549           | 127             | (95.0)%         |
| TAIWAN             | 0              | 0              | 0.0 %           | 2,052           | 1,373           | (33.1)%         |
| THAILAND           | 0              | 0              | 0.0 %           | 0               | 3,729           | 0.0 %           |
| TRINIDAD           | 0              | 0              | 0.0 %           | 381             | 0               | 0.0 %           |
| TURKEY             | 0              | 0              | 0.0 %           | 535             | 140             | (73.9)%         |
| URUGUAY            | 0              | 0              | 0.0 %           | 2,707           | 0               | 0.0 %           |
| <b>Total</b>       | <b>49,850</b>  | <b>44,232</b>  | <b>(11.3)%</b>  | <b>690,852</b>  | <b>785,408</b>  | <b>13.7 %</b>   |

## Total Cider Exports by Country (Gallons per Country)

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| <u>Country</u> | <u>10/2017</u> | <u>10/2018</u> | <u>% Change</u> | <u>2017 YTD</u> | <u>2018 YTD</u> | <u>% Change</u> |
|----------------|----------------|----------------|-----------------|-----------------|-----------------|-----------------|
| Barrel Total   | 1,608          | 1,427          |                 | 22,286          | 25,336          |                 |

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