

U.S. Distilled Spirits Exports in 2018

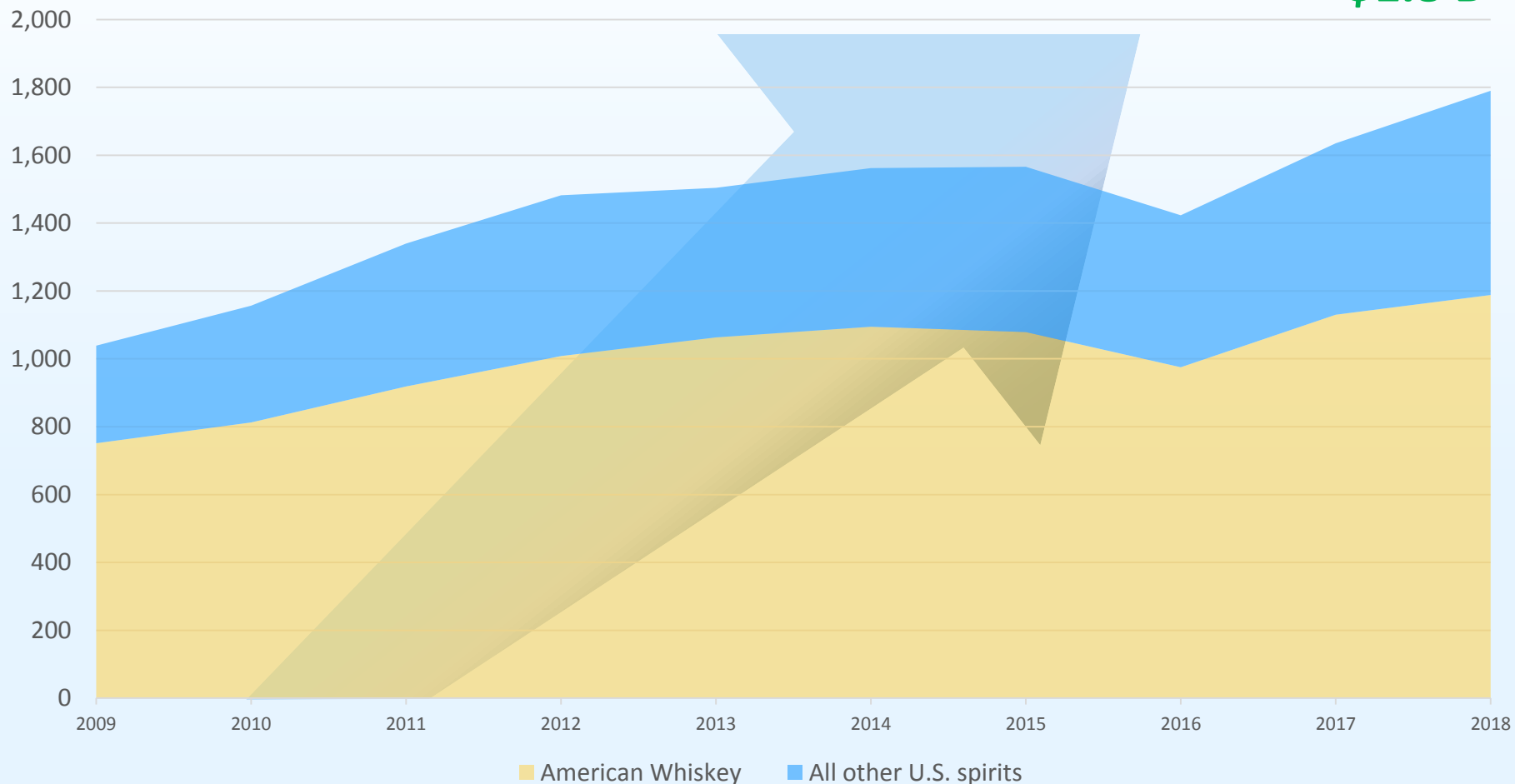


Global U.S. Spirits Exports

2017-2018: up 9.5% (in USD millions)



\$1.8 B

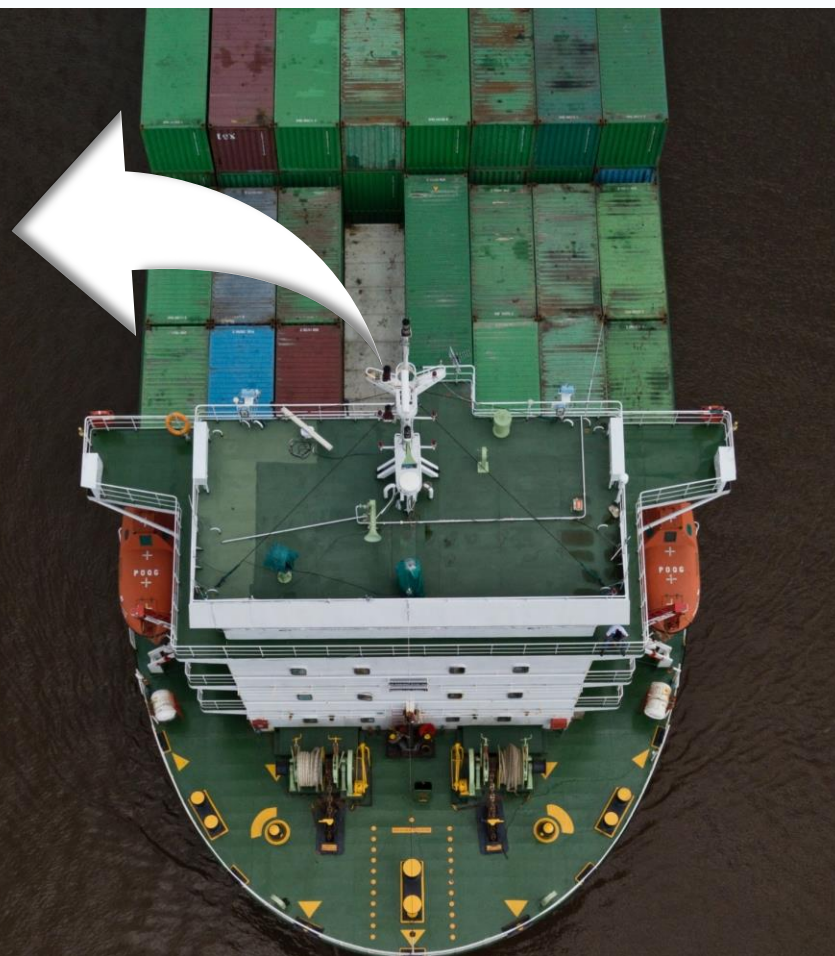


Top 10 Export Markets for Total U.S. Spirits in 2018

(in USD millions)






			2017	2018	
1		Canada	\$200	\$234	+16.6%
2		U.K.	\$186	\$191	+2.7%
3		Australia	\$128	\$122	-5.3%
4		Spain	\$122	\$120	-1.8%
5		Germany	\$124	\$120	-3.6%
6		Japan	\$112	\$116	+4.1%
7		France	\$110	\$115	+3.9%
8		Vietnam	\$27	\$62	+127.6%
9		Mexico	\$44	\$61	+37.1%
10		Netherlands	\$58	\$55	-5%



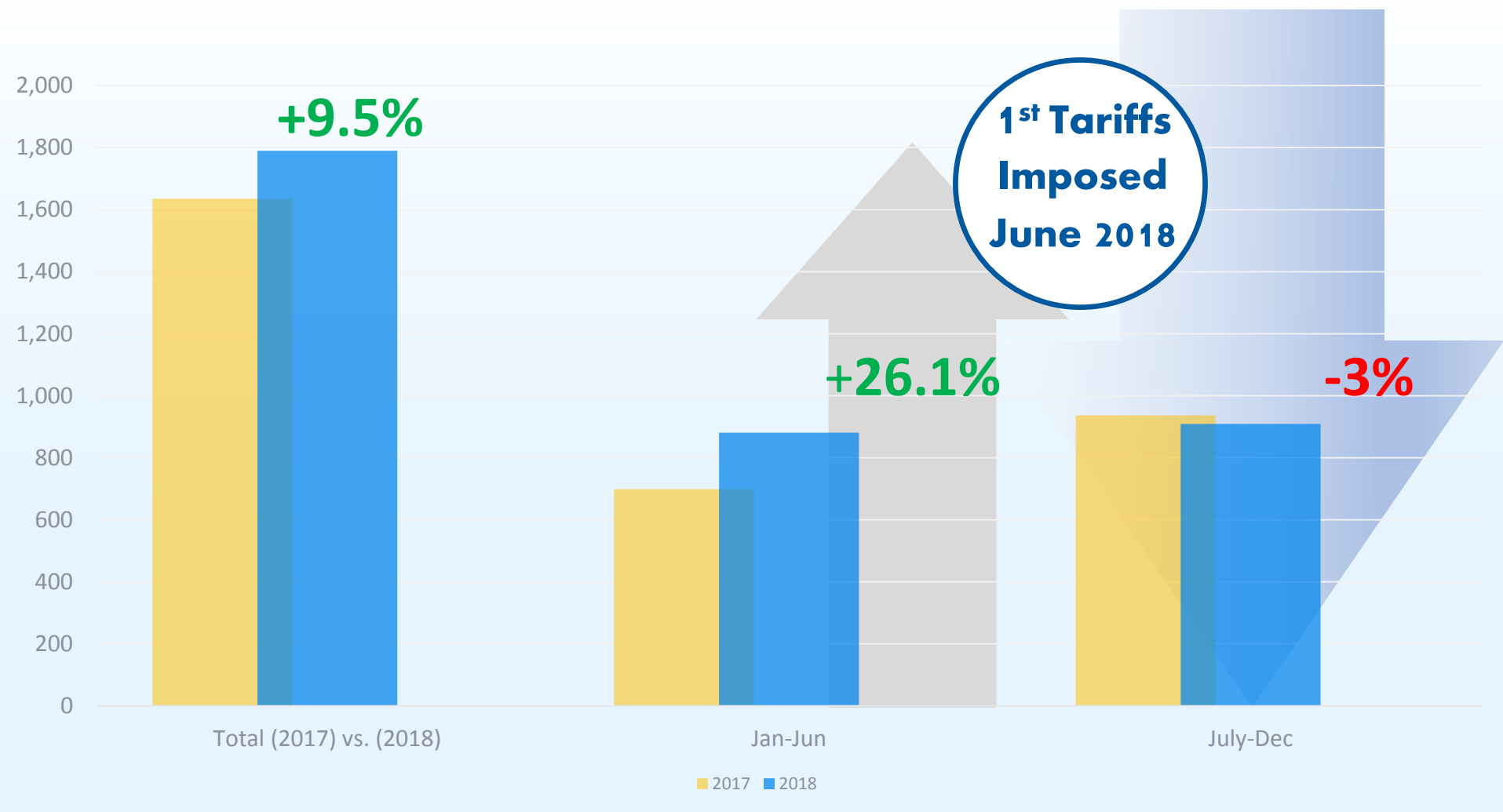
Top 10 Export Markets for American Whiskey in 2018 (in USD millions)



			2017	2018	
1		U.K	\$149	\$150	+0.6%
2		Spain	\$109	\$108	-1.3%
3		France	\$99	\$108	+8.9%
4		Australia	\$102	\$101	-0.9%
5		Germany	\$99	\$100	+1.4%
6		Japan	\$97	\$97	0%
7		Canada	\$49	\$50	+1.9%
8		Netherlands	\$42	\$45	+6.7%
9		Latvia	\$34	\$42	+25%
10		Poland	\$25	\$33	+32.2%

Global U.S. Spirits Exports

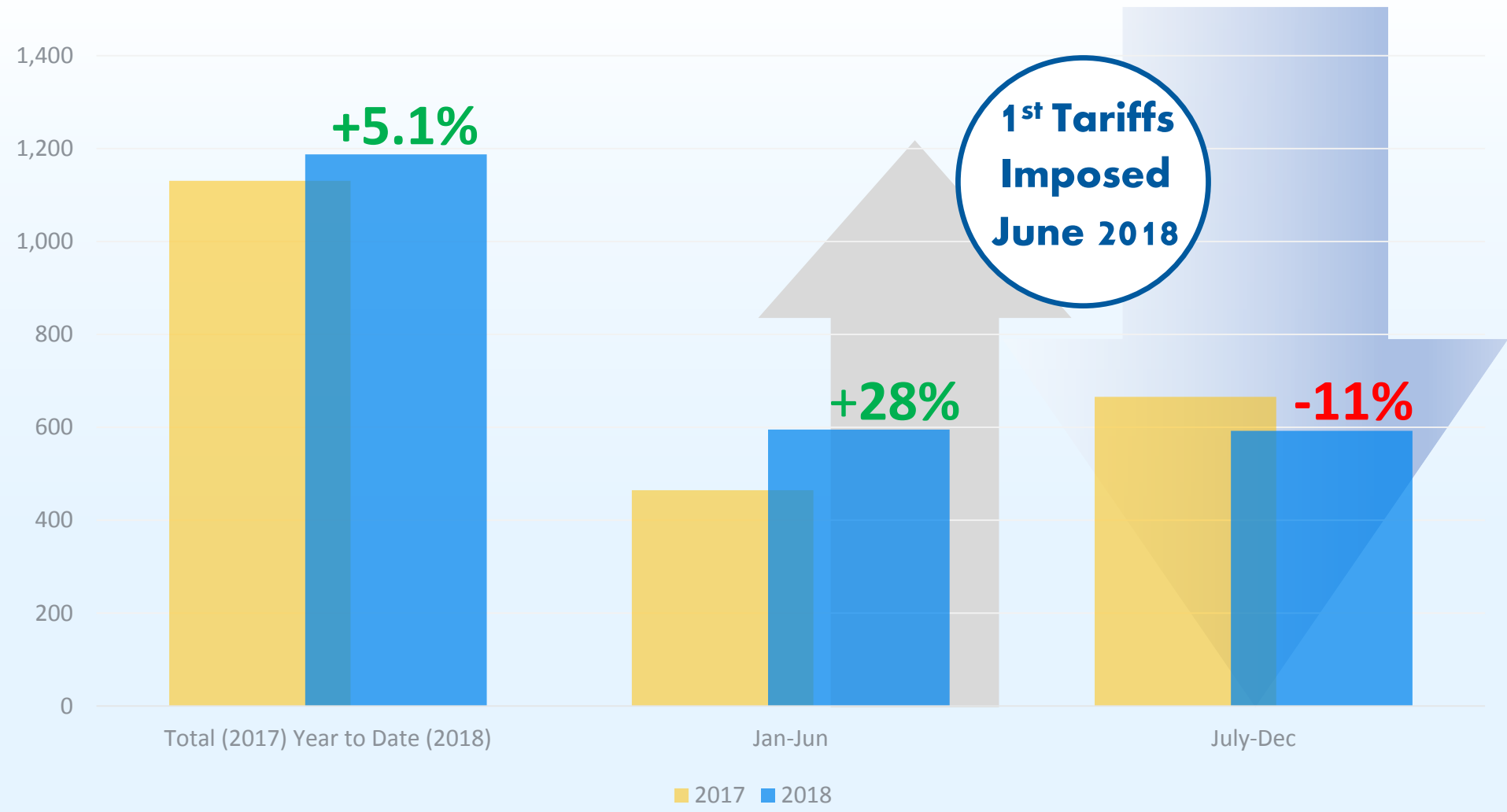
2017 vs. 2018 (in USD millions)





Global American Whiskey Exports

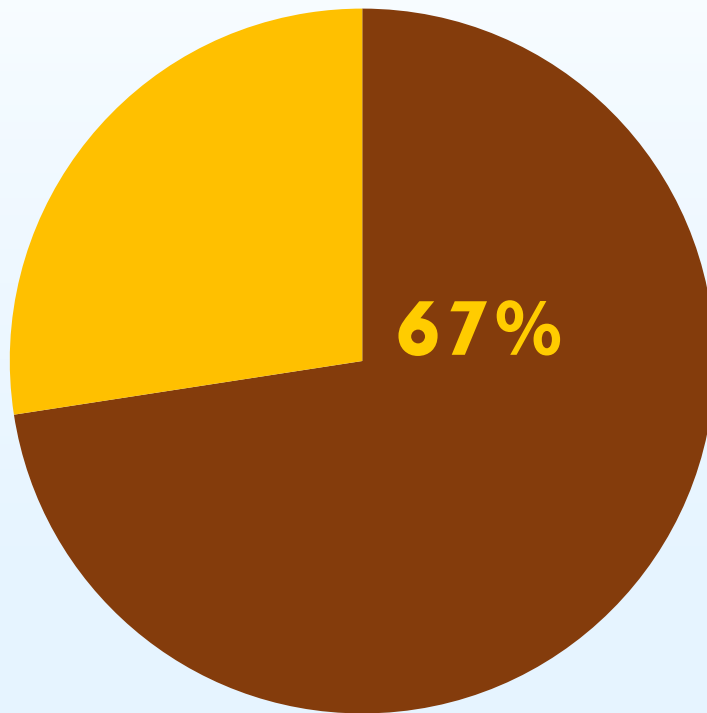
2017 vs. 2018 (in USD millions)



Importance of EU Whiskey Market



Total U.S. Spirits Exports
(\$1.8B)



- American Whiskey (\$1.2B)
- All other U.S. Spirits (\$602M)

American Whiskey Exports
(\$1.2B)



- American Whiskey Exports To Rest of World (\$483M)
- American Whiskey Exports to EU (\$704M)

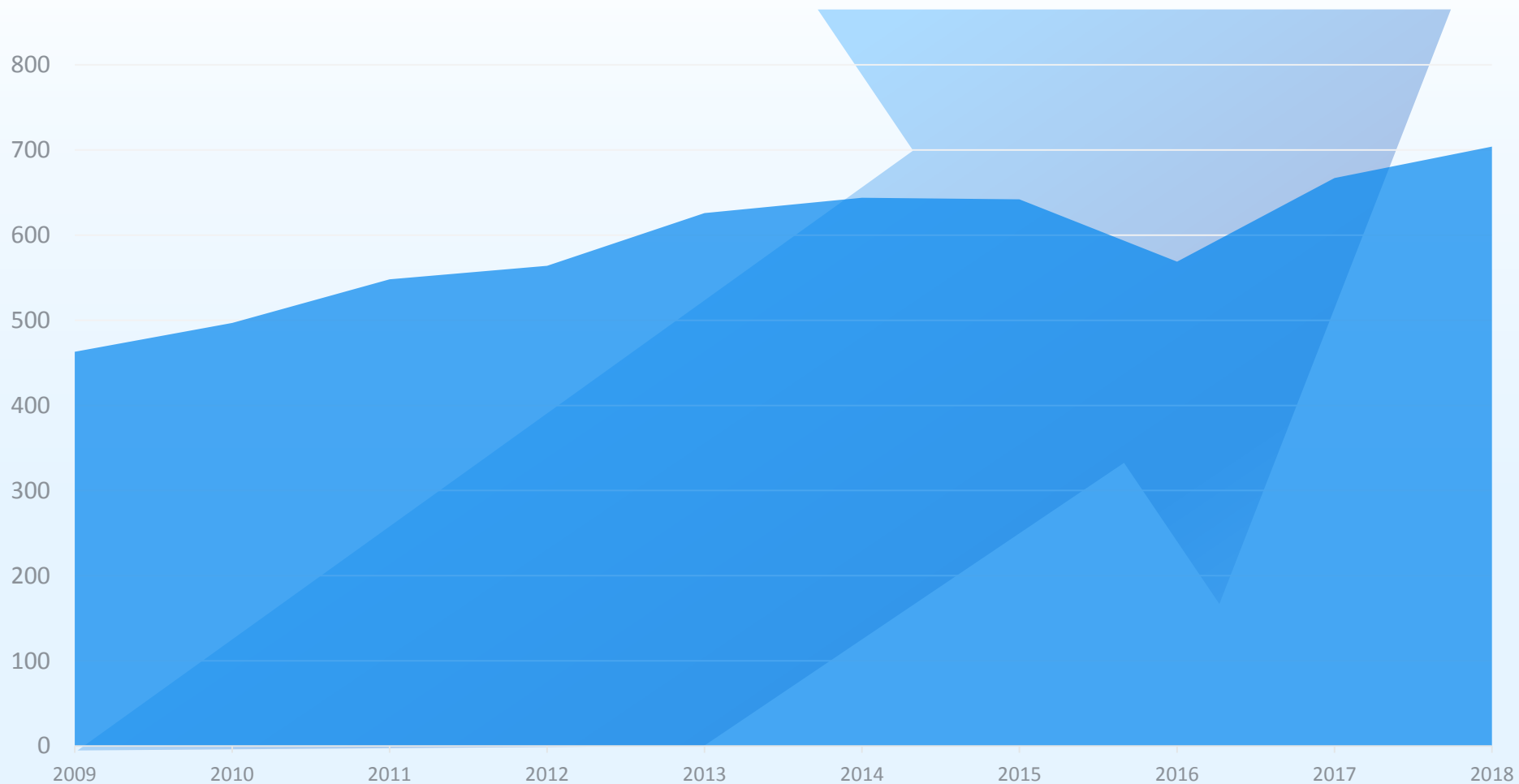
Note: Full Year 2018 Data

American Whiskey Exports to the EU

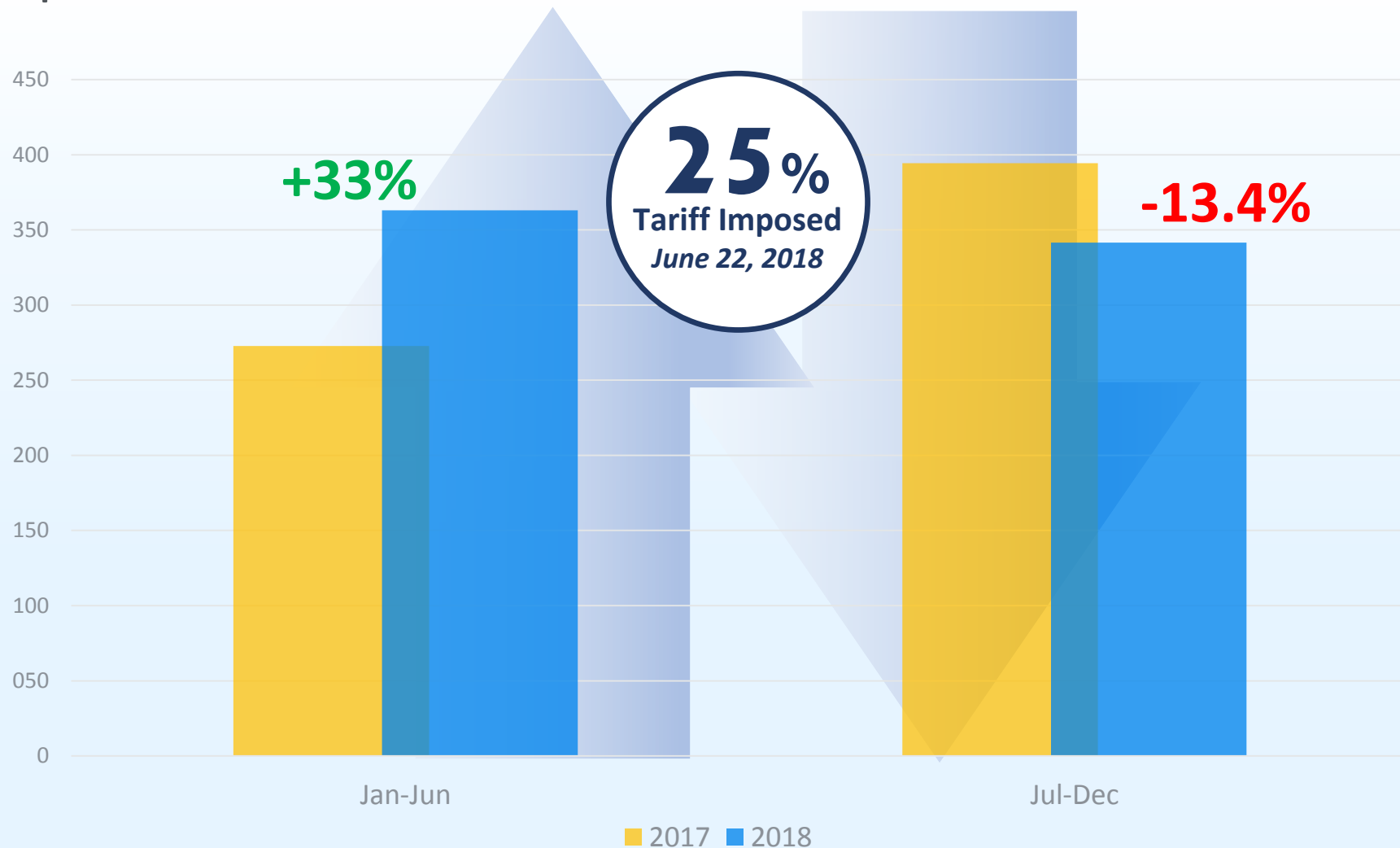
2017 vs. 2018: up 5.6% (in USD millions)



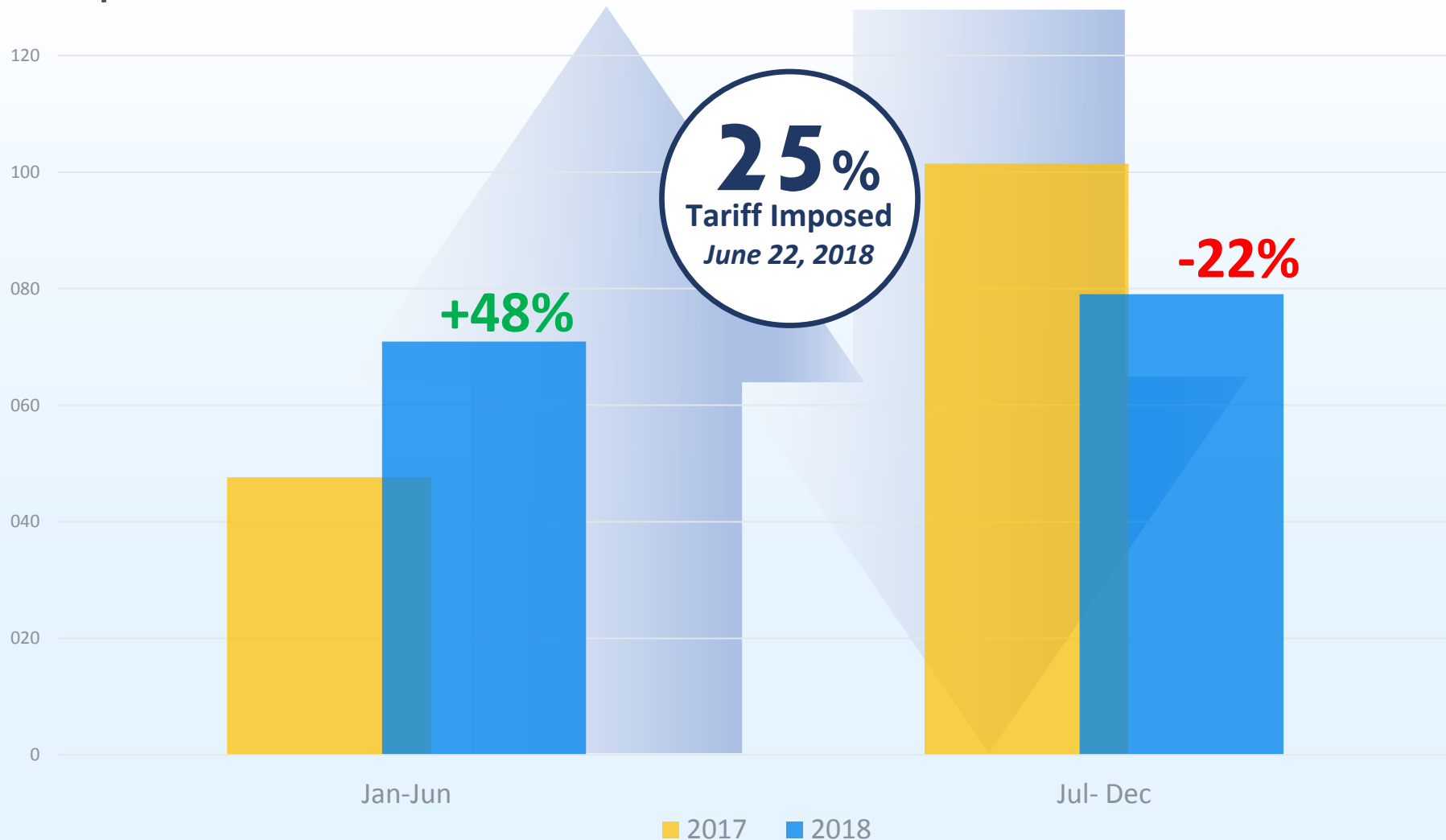
\$704M



Impact of Retaliatory Tariffs on American Whiskey Exports to the EU (in USD millions)



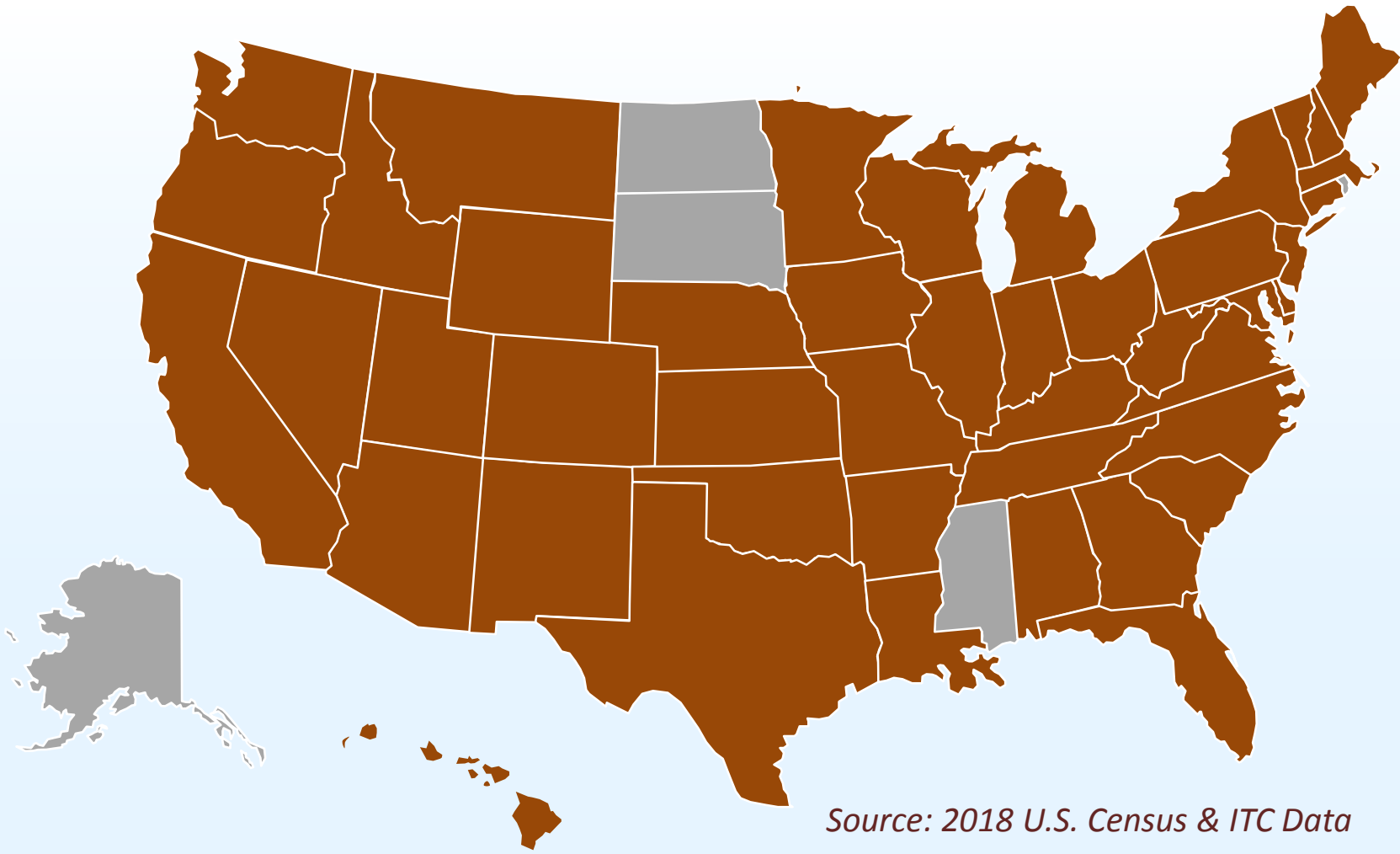
Impact of Retaliatory Tariffs on American Whiskey Exports to the UK (in USD millions)



Impact of Retaliatory Tariffs on American Whiskey Exports to Canada (in USD millions)



45 States Exports U.S. Spirits



Source: 2018 U.S. Census & ITC Data

