U.S. Distilled Spirits Exports in 2018
Global U.S. Spirits Exports

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

Source: USITC Trade Dataweb

$1.8 B
## Top 10 Export Markets for Total U.S. Spirits in 2018

*(in USD millions)*

<table>
<thead>
<tr>
<th>Rank</th>
<th>Country</th>
<th>2017</th>
<th>2018</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Canada</td>
<td>$200</td>
<td>$234</td>
<td>+16.6%</td>
</tr>
<tr>
<td>2</td>
<td>U.K.</td>
<td>$186</td>
<td>$191</td>
<td>+2.7%</td>
</tr>
<tr>
<td>3</td>
<td>Australia</td>
<td>$128</td>
<td>$122</td>
<td>-5.3%</td>
</tr>
<tr>
<td>4</td>
<td>Spain</td>
<td>$122</td>
<td>$120</td>
<td>-1.8%</td>
</tr>
<tr>
<td>5</td>
<td>Germany</td>
<td>$124</td>
<td>$120</td>
<td>-3.6%</td>
</tr>
<tr>
<td>6</td>
<td>Japan</td>
<td>$112</td>
<td>$116</td>
<td>+4.1%</td>
</tr>
<tr>
<td>7</td>
<td>France</td>
<td>$110</td>
<td>$115</td>
<td>+3.9%</td>
</tr>
<tr>
<td>8</td>
<td>Vietnam</td>
<td>$27</td>
<td>$62</td>
<td>+127.6%</td>
</tr>
<tr>
<td>9</td>
<td>Mexico</td>
<td>$44</td>
<td>$61</td>
<td>+37.1%</td>
</tr>
<tr>
<td>10</td>
<td>Netherlands</td>
<td>$58</td>
<td>$55</td>
<td>-5%</td>
</tr>
</tbody>
</table>
Top 10 Export Markets for American Whiskey in 2018 (in USD millions)

<table>
<thead>
<tr>
<th>Country</th>
<th>2017</th>
<th>2018</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.K</td>
<td>$149</td>
<td>$150</td>
<td>+0.6%</td>
</tr>
<tr>
<td>Spain</td>
<td>$109</td>
<td>$108</td>
<td>-1.3%</td>
</tr>
<tr>
<td>France</td>
<td>$99</td>
<td>$108</td>
<td>+8.9%</td>
</tr>
<tr>
<td>Australia</td>
<td>$102</td>
<td>$101</td>
<td>-0.9%</td>
</tr>
<tr>
<td>Germany</td>
<td>$99</td>
<td>$100</td>
<td>+1.4%</td>
</tr>
<tr>
<td>Japan</td>
<td>$97</td>
<td>$97</td>
<td>0%</td>
</tr>
<tr>
<td>Canada</td>
<td>$49</td>
<td>$50</td>
<td>+1.9%</td>
</tr>
<tr>
<td>Netherlands</td>
<td>$42</td>
<td>$45</td>
<td>+6.7%</td>
</tr>
<tr>
<td>Latvia</td>
<td>$34</td>
<td>$42</td>
<td>+25%</td>
</tr>
<tr>
<td>Poland</td>
<td>$25</td>
<td>$33</td>
<td>+32.2%</td>
</tr>
</tbody>
</table>
Global U.S. Spirits Exports

**2017 vs. 2018** (in USD millions)

- **Total (2017) vs. (2018)**: +9.5%
- **Jan-Jun**: +26.1%
- **July-Dec**: -3%

Source: USITC Trade Dataweb

1st Tariffs Imposed June 2018
Global American Whiskey Exports

2017 vs. 2018 (in USD millions)

Total (2017) Year to Date (2018)
- +5.1%

Jan-Jun
- +28%

July-Dec
- -11%

1st Tariffs Imposed June 2018

Source: USITC Trade Dataweb
Importance of EU Whiskey Market

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

- American Whiskey ($1.2B) - 67%
- 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

Source: USITC Trade Dataweb
American Whiskey Exports to the EU

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

$704M

Source: USITC Trade Dataweb
Impact of Retaliatory Tariffs on American Whiskey Exports to the EU (in USD millions)

- 25% Tariff Imposed
  June 22, 2018

Jan-Jun
+33%

Jul-Dec
-13.4%

Source: USITC Trade Dataweb
Impact of Retaliatory Tariffs on American Whiskey Exports to the UK (in USD millions)

25% Tariff Imposed
June 22, 2018

+48%  
-22%

Source: USITC Trade Dataweb
Impact of Retaliatory Tariffs on American Whiskey Exports to Canada (in USD millions)

Tariff Imposed
July 01, 2018

+12.5%
-6.4%

Source: USITC Trade Dataweb
45 States Exports U.S. Spirits

Source: 2018 U.S. Census & ITC Data
42 States Exports American Whiskey

Source: 2018 U.S. Census & ITC Data