



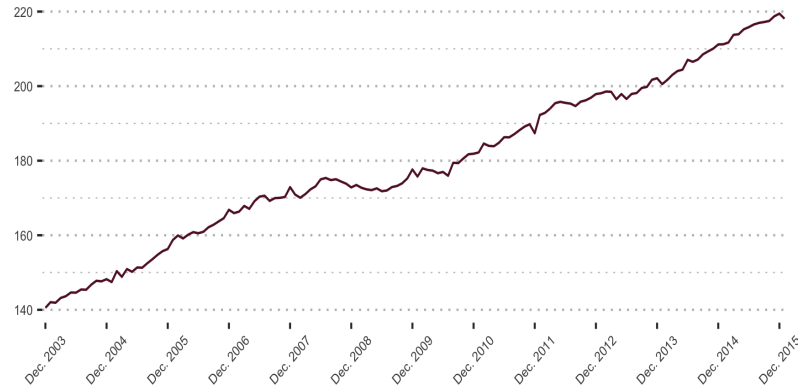
Product Approvals Report

June 2025

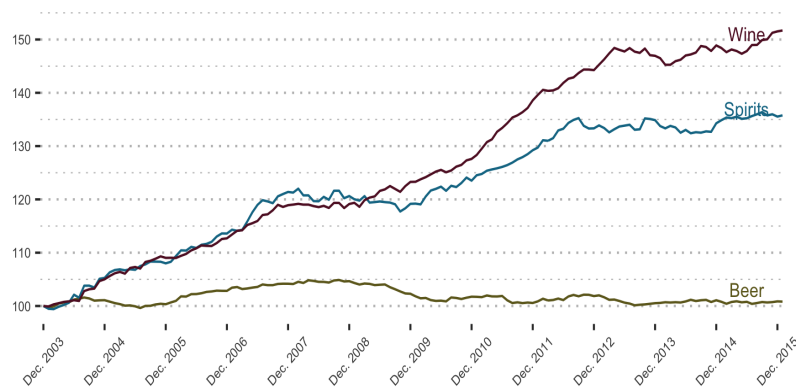
Total Beverage Alcohol Serving Index



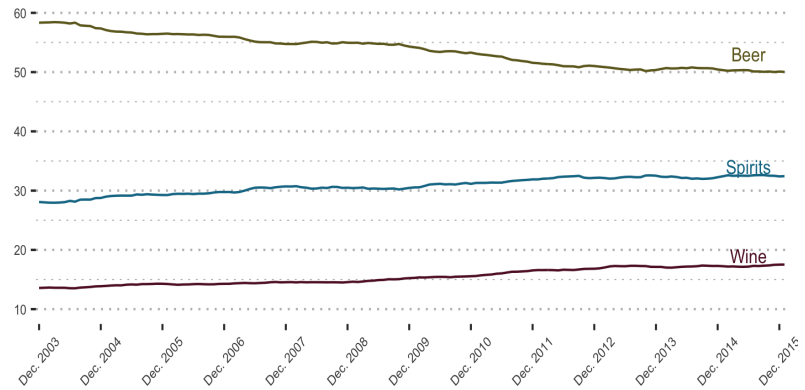
Total Beverage Alcohol Consumer Spending (\$ Billions)



Serving Index by Category



Share of Servings by Category



All Figures are Rolling 12 Mths

About This Report

The Product Approvals Report is a monthly publication providing a complete view of TTB product approvals over the preceding 24 months. The report allows readers to view overall trends by category and aggregated product class/type to identify potential areas of increasing product launches.

The report is assembled from data provided by the Tax and Trade Bureau and is published approximately 1 week after the end of each month as the data becomes available. Descriptions of the various data sets can be found at the end of this publication.

Generally speaking, the six-month or longer trends are more indicative of overall market trends. Short-term trends can be highly volatile and not representative of macro dynamics.

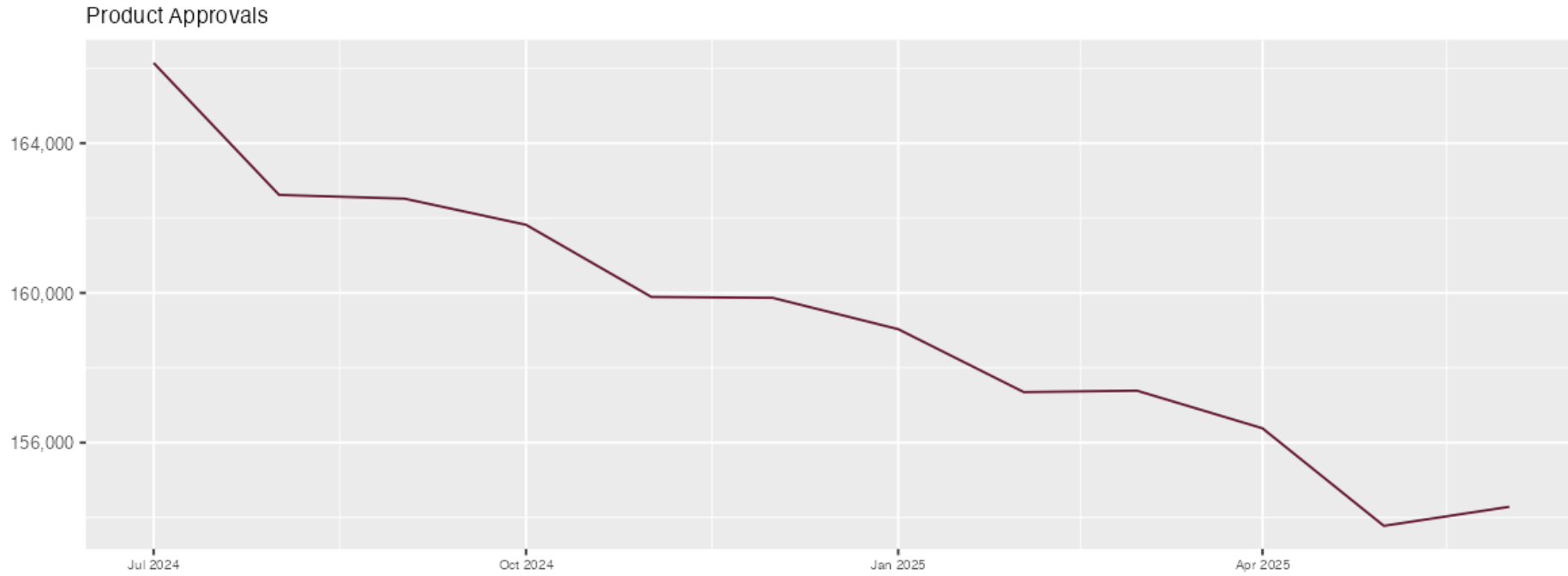
About the Cover: The cover graphically displays rolling twelve month industry trends (across Beer, Spirits, and Wine) since 2003.

The price of this publication is dependent on the subscriber's business scale. Please see our website for the specific rates (<http://www.bw166.com>). Subscribers are allowed to share the publication across their company and with majority-owned subsidiaries. The publisher prefers that the publication is shared electronically and viewed on a digital device to reduce the impact on the environment. Subscribers are responsible to limit distribution only to their employees, employees of their majority-owned subsidiaries and consultants working on projects specific to the subscriber.

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1 Total COLAs



All Figures are Rolling 12 Mths

Product Approvals

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|---------|---------|--------|---------|---------|-------|--------|--------|-------|--------|--------|--------|--------|--------|-------|
| Domestic | 80,876 | 85,305 | -5.2% | 60,354 | 64,442 | -6.3% | 42,940 | 44,986 | -4.5% | 21,519 | 21,783 | -1.2% | 6,741 | 5,895 | 14.4% |
| Import | 73,412 | 81,624 | -10.1% | 53,321 | 57,463 | -7.2% | 36,562 | 40,096 | -8.8% | 18,281 | 21,118 | -13.4% | 5,755 | 6,092 | -5.5% |
| Total COLAs | 154,288 | 166,929 | -7.6% | 113,675 | 121,905 | -6.8% | 79,502 | 85,082 | -6.6% | 39,800 | 42,901 | -7.2% | 12,496 | 11,987 | 4.2% |

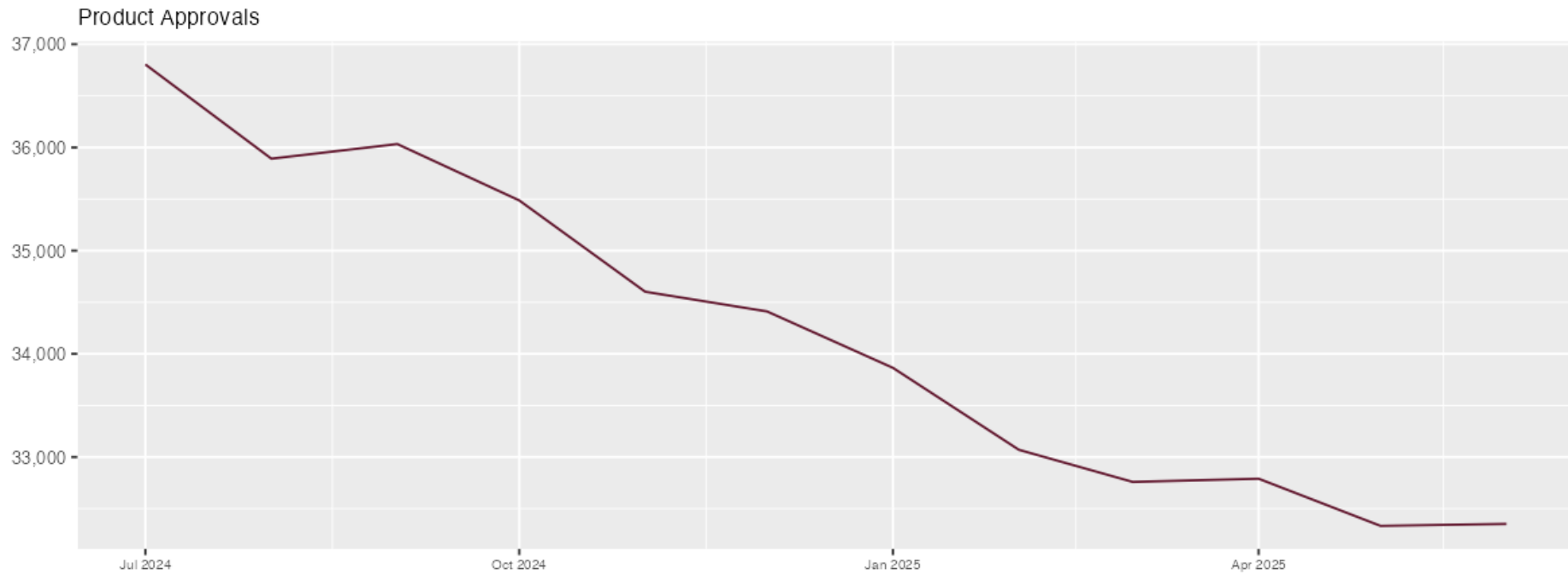
Top States

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|-------|--------|
| California | 20,659 | 21,717 | -4.9% | 15,658 | 16,304 | -4.0% | 11,619 | 11,936 | -2.7% | 6,349 | 5,921 | 7.2% | 2,072 | 1,588 | 30.5% |
| Pennsylvania | 4,711 | 5,163 | -8.8% | 3,460 | 3,961 | -12.6% | 2,299 | 2,762 | -16.8% | 1,097 | 1,352 | -18.9% | 339 | 359 | -5.6% |
| Texas | 4,478 | 4,822 | -7.1% | 3,367 | 3,613 | -6.8% | 2,398 | 2,317 | 3.5% | 1,244 | 1,023 | 21.6% | 419 | 243 | 72.4% |
| New York | 4,166 | 4,713 | -11.6% | 2,994 | 3,477 | -13.9% | 2,072 | 2,356 | -12.1% | 1,004 | 1,118 | -10.2% | 261 | 319 | -18.2% |
| Oregon | 4,041 | 4,470 | -9.6% | 2,954 | 3,422 | -13.7% | 2,290 | 2,505 | -8.6% | 1,102 | 1,150 | -4.2% | 387 | 332 | 16.6% |
| Washington | 3,557 | 3,577 | -0.6% | 2,805 | 2,818 | -0.5% | 2,056 | 2,165 | -5.0% | 953 | 1,073 | -11.2% | 344 | 278 | 23.7% |
| Kentucky | 2,348 | 1,976 | 18.8% | 1,824 | 1,508 | 21.0% | 1,337 | 992 | 34.8% | 640 | 538 | 19.0% | 231 | 119 | 94.1% |
| Michigan | 2,268 | 2,470 | -8.2% | 1,670 | 1,931 | -13.5% | 1,219 | 1,389 | -12.2% | 674 | 753 | -10.5% | 231 | 233 | -0.9% |
| Massachusetts | 2,233 | 1,301 | 71.6% | 1,971 | 1,042 | 89.2% | 1,195 | 686 | 74.2% | 384 | 321 | 19.6% | 121 | 119 | 1.7% |
| Virginia | 2,200 | 2,747 | -19.9% | 1,608 | 2,031 | -20.8% | 1,080 | 1,343 | -19.6% | 565 | 580 | -2.6% | 148 | 140 | 5.7% |
| North Carolina | 2,120 | 2,701 | -21.5% | 1,516 | 1,936 | -21.7% | 1,093 | 1,207 | -9.4% | 591 | 556 | 6.3% | 219 | 137 | 59.9% |
| American | 2,081 | 2,075 | 0.3% | 1,565 | 1,587 | -1.4% | 1,058 | 1,132 | -6.5% | 512 | 566 | -9.5% | 147 | 162 | -9.3% |
| Colorado | 1,950 | 1,734 | 12.5% | 1,439 | 1,361 | 5.7% | 951 | 1,014 | -6.2% | 445 | 485 | -8.2% | 141 | 140 | 0.7% |
| Missouri | 1,899 | 2,091 | -9.2% | 1,384 | 1,595 | -13.2% | 954 | 1,086 | -12.2% | 474 | 496 | -4.4% | 131 | 152 | -13.8% |
| New Jersey | 1,698 | 1,967 | -13.7% | 1,303 | 1,497 | -13.0% | 902 | 1,027 | -12.2% | 364 | 469 | -22.4% | 104 | 138 | -24.6% |
| All Other | 20,467 | 21,781 | -6.0% | 14,836 | 16,359 | -9.3% | 10,417 | 11,069 | -5.9% | 5,121 | 5,382 | -4.8% | 1,446 | 1,436 | 0.7% |
| Total Domestic | 80,876 | 85,305 | -5.2% | 60,354 | 64,442 | -6.3% | 42,940 | 44,986 | -4.5% | 21,519 | 21,783 | -1.2% | 6,741 | 5,895 | 14.4% |

Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|-------|--------|
| France | 28,897 | 35,893 | -19.5% | 20,498 | 24,619 | -16.7% | 13,974 | 17,384 | -19.6% | 7,052 | 9,267 | -23.9% | 2,113 | 2,503 | -15.6% |
| Italy | 14,285 | 15,493 | -7.8% | 10,647 | 11,324 | -6.0% | 7,482 | 8,109 | -7.7% | 3,804 | 4,162 | -8.6% | 1,263 | 1,356 | -6.9% |
| Spain | 5,154 | 5,593 | -7.8% | 3,814 | 4,073 | -6.4% | 2,646 | 2,996 | -11.7% | 1,311 | 1,564 | -16.2% | 426 | 441 | -3.4% |
| Mexico | 4,586 | 4,278 | 7.2% | 3,451 | 3,097 | 11.4% | 2,311 | 1,997 | 15.7% | 1,205 | 1,101 | 9.4% | 379 | 307 | 23.5% |
| New Zealand | 2,488 | 1,001 | 148.6% | 2,039 | 734 | 177.8% | 1,406 | 458 | 207.0% | 638 | 231 | 176.2% | 169 | 52 | 225.0% |
| Argentina | 2,115 | 2,156 | -1.9% | 1,491 | 1,548 | -3.7% | 905 | 1,011 | -10.5% | 489 | 483 | 1.2% | 151 | 136 | 11.0% |
| Germany | 1,512 | 2,029 | -25.5% | 1,059 | 1,324 | -20.0% | 721 | 834 | -13.5% | 405 | 419 | -3.3% | 152 | 130 | 16.9% |
| Portugal | 1,444 | 1,490 | -3.1% | 940 | 1,021 | -7.9% | 664 | 776 | -14.4% | 315 | 351 | -10.3% | 131 | 107 | 22.4% |
| Chile | 1,425 | 1,551 | -8.1% | 1,133 | 1,038 | 9.2% | 793 | 669 | 18.5% | 391 | 343 | 14.0% | 130 | 126 | 3.2% |
| Scotland | 1,122 | 1,147 | -2.2% | 818 | 843 | -3.0% | 547 | 571 | -4.2% | 232 | 365 | -36.4% | 72 | 111 | -35.1% |
| Japan | 1,114 | 1,128 | -1.2% | 784 | 869 | -9.8% | 535 | 627 | -14.7% | 247 | 340 | -27.4% | 104 | 68 | 52.9% |
| South Africa (Union Of) | 1,054 | 1,204 | -12.5% | 746 | 768 | -2.9% | 556 | 504 | 10.3% | 234 | 268 | -12.7% | 79 | 116 | -31.9% |
| Australia | 781 | 907 | -13.9% | 579 | 604 | -4.1% | 395 | 378 | 4.5% | 205 | 162 | 26.5% | 60 | 28 | 114.3% |
| Canada | 776 | 788 | -1.5% | 550 | 585 | -6.0% | 380 | 362 | 5.0% | 205 | 201 | 2.0% | 37 | 35 | 5.7% |
| Austria | 637 | 738 | -13.7% | 446 | 469 | -4.9% | 305 | 310 | -1.6% | 160 | 140 | 14.3% | 42 | 52 | -19.2% |
| All Other | 6,022 | 6,228 | -3.3% | 4,326 | 4,547 | -4.9% | 2,942 | 3,110 | -5.4% | 1,388 | 1,721 | -19.3% | 447 | 524 | -14.7% |
| Total Import | 73,412 | 81,624 | -10.1% | 53,321 | 57,463 | -7.2% | 36,562 | 40,096 | -8.8% | 18,281 | 21,118 | -13.4% | 5,755 | 6,092 | -5.5% |

1.1 Beer



All Figures are Rolling 12 Mths

Product Approvals

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|-------|-------|-------|-------|------|
| Domestic | 30,386 | 34,304 | -11.4% | 22,113 | 25,615 | -13.7% | 14,841 | 16,807 | -11.7% | 6,939 | 7,320 | -5.2% | 2,095 | 2,076 | 0.9% |
| Import | 1,966 | 2,105 | -6.6% | 1,370 | 1,549 | -11.6% | 971 | 1,064 | -8.7% | 488 | 514 | -5.1% | 116 | 116 | 0.0% |
| Total COLAs | 32,352 | 36,409 | -11.1% | 23,483 | 27,164 | -13.6% | 15,812 | 17,871 | -11.5% | 7,427 | 7,834 | -5.2% | 2,211 | 2,192 | 0.9% |

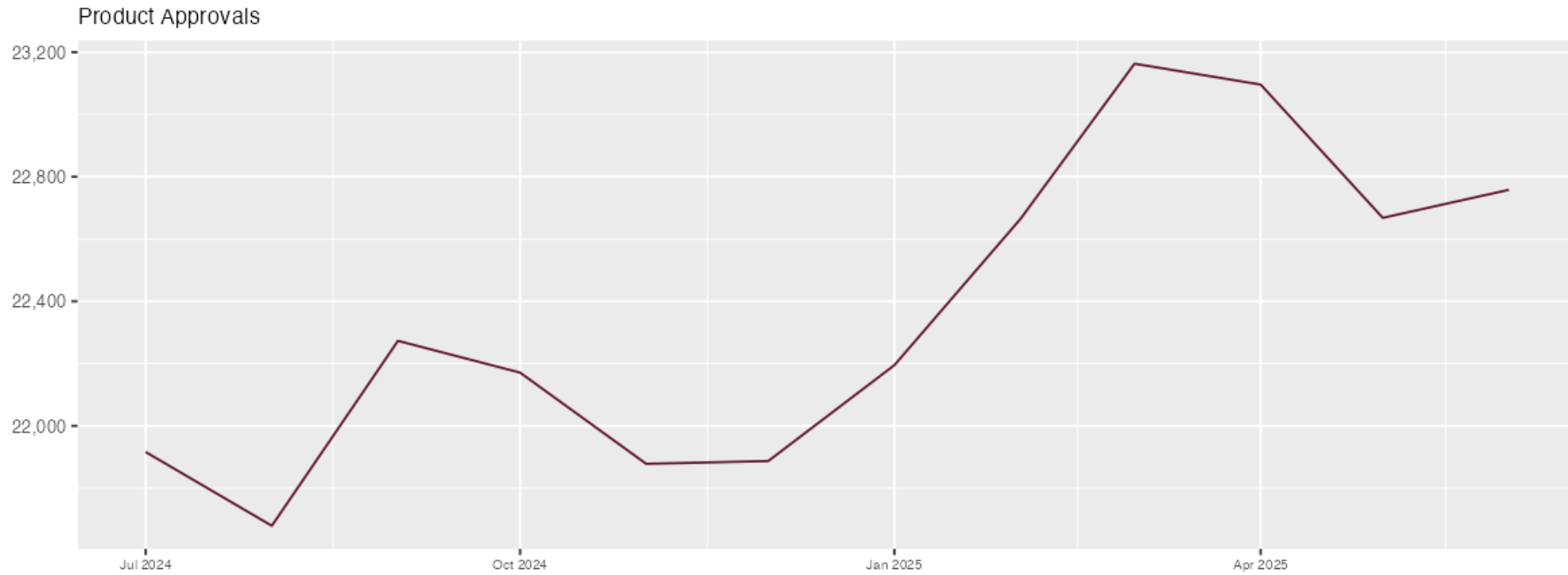
Top States

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|-------|--------|-------|-------|--------|
| Pennsylvania | 3,122 | 3,482 | -10.3% | 2,218 | 2,739 | -19.0% | 1,488 | 1,904 | -21.8% | 687 | 842 | -18.4% | 188 | 246 | -23.6% |
| New York | 2,178 | 2,587 | -15.8% | 1,526 | 1,881 | -18.9% | 1,008 | 1,208 | -16.6% | 470 | 536 | -12.3% | 113 | 188 | -39.9% |
| Texas | 2,117 | 2,692 | -21.4% | 1,535 | 1,973 | -22.2% | 1,049 | 1,268 | -17.3% | 549 | 491 | 11.8% | 195 | 128 | 52.3% |
| Massachusetts | 1,967 | 1,022 | 92.5% | 1,750 | 829 | 111.1% | 1,050 | 538 | 95.2% | 302 | 226 | 33.6% | 87 | 83 | 4.8% |
| California | 1,928 | 2,238 | -13.9% | 1,373 | 1,626 | -15.6% | 911 | 1,052 | -13.4% | 475 | 435 | 9.2% | 173 | 122 | 41.8% |
| North Carolina | 1,306 | 1,943 | -32.8% | 943 | 1,352 | -30.3% | 678 | 806 | -15.9% | 361 | 369 | -2.2% | 123 | 82 | 50.0% |
| New Jersey | 1,301 | 1,580 | -17.7% | 1,004 | 1,207 | -16.8% | 671 | 814 | -17.6% | 274 | 360 | -23.9% | 76 | 110 | -30.9% |
| Missouri | 1,274 | 1,471 | -13.4% | 919 | 1,112 | -17.4% | 616 | 745 | -17.3% | 305 | 298 | 2.3% | 78 | 79 | -1.3% |
| Oregon | 1,231 | 1,480 | -16.8% | 806 | 1,090 | -26.1% | 589 | 715 | -17.6% | 262 | 353 | -25.8% | 84 | 108 | -22.2% |
| Colorado | 1,093 | 945 | 15.7% | 799 | 748 | 6.8% | 525 | 567 | -7.4% | 243 | 232 | 4.7% | 101 | 66 | 53.0% |
| Illinois | 1,014 | 1,002 | 1.2% | 698 | 833 | -16.2% | 473 | 641 | -26.2% | 239 | 324 | -26.2% | 67 | 70 | -4.3% |
| Connecticut | 991 | 1,086 | -8.7% | 728 | 835 | -12.8% | 536 | 568 | -5.6% | 308 | 308 | 0.0% | 90 | 97 | -7.2% |
| Ohio | 855 | 837 | 2.2% | 626 | 591 | 5.9% | 438 | 381 | 15.0% | 225 | 174 | 29.3% | 59 | 60 | -1.7% |
| Virginia | 836 | 1,323 | -36.8% | 617 | 908 | -32.0% | 366 | 553 | -33.8% | 185 | 201 | -8.0% | 53 | 70 | -24.3% |
| Washington | 820 | 681 | 20.4% | 691 | 579 | 19.3% | 519 | 362 | 43.4% | 250 | 180 | 38.9% | 85 | 48 | 77.1% |
| All Other | 8,353 | 9,935 | -15.9% | 5,880 | 7,312 | -19.6% | 3,924 | 4,685 | -16.2% | 1,804 | 1,991 | -9.4% | 523 | 519 | 0.8% |
| Total Domestic | 30,386 | 34,304 | -11.4% | 22,113 | 25,615 | -13.7% | 14,841 | 16,807 | -11.7% | 6,939 | 7,320 | -5.2% | 2,095 | 2,076 | 0.9% |

Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------|-------|-------|--------|-------|-------|--------|-----|-------|--------|-----|-----|---------|-----|-----|---------|
| Canada | 379 | 379 | 0.0% | 256 | 285 | -10.2% | 176 | 207 | -15.0% | 90 | 123 | -26.8% | 22 | 21 | 4.8% |
| Mexico | 223 | 203 | 9.9% | 154 | 127 | 21.3% | 115 | 83 | 38.6% | 48 | 31 | 54.8% | 8 | 7 | 14.3% |
| Germany | 222 | 295 | -24.7% | 165 | 260 | -36.5% | 112 | 209 | -46.4% | 57 | 66 | -13.6% | 24 | 6 | 300.0% |
| Belgium | 216 | 267 | -19.1% | 169 | 186 | -9.1% | 130 | 117 | 11.1% | 63 | 48 | 31.2% | 8 | 10 | -20.0% |
| Italy | 77 | 69 | 11.6% | 59 | 55 | 7.3% | 50 | 30 | 66.7% | 22 | 19 | 15.8% | 4 | 4 | 0.0% |
| United Kingdom | 77 | 44 | 75.0% | 30 | 43 | -30.2% | 27 | 18 | 50.0% | 15 | 9 | 66.7% | 0 | 4 | -100.0% |
| Japan | 59 | 34 | 73.5% | 52 | 18 | 188.9% | 40 | 10 | 300.0% | 7 | 8 | -12.5% | 1 | 4 | -75.0% |
| Ukraine | 57 | 48 | 18.8% | 48 | 40 | 20.0% | 33 | 34 | -2.9% | 16 | 20 | -20.0% | 13 | 3 | 333.3% |
| France | 56 | 102 | -45.1% | 18 | 55 | -67.3% | 10 | 39 | -74.4% | 0 | 22 | -100.0% | 0 | 7 | -100.0% |
| South Korea | 38 | 32 | 18.8% | 24 | 31 | -22.6% | 6 | 18 | -66.7% | 0 | 10 | -100.0% | 0 | 3 | -100.0% |
| El Salvador | 36 | 17 | 111.8% | 30 | 14 | 114.3% | 13 | 14 | -7.1% | 8 | 8 | 0.0% | 2 | 6 | -66.7% |
| Czech Republic | 33 | 23 | 43.5% | 15 | 11 | 36.4% | 14 | 8 | 75.0% | 13 | 1 | >999% | 8 | 0 | - |
| Ireland | 32 | 31 | 3.2% | 24 | 13 | 84.6% | 18 | 10 | 80.0% | 10 | 4 | 150.0% | 2 | 0 | - |
| Poland | 29 | 37 | -21.6% | 13 | 24 | -45.8% | 13 | 15 | -13.3% | 8 | 3 | 166.7% | 4 | 0 | - |
| Brazil | 26 | 22 | 18.2% | 24 | 15 | 60.0% | 13 | 4 | 225.0% | 10 | 3 | 233.3% | 0 | 1 | -100.0% |
| All Other | 406 | 502 | -19.1% | 289 | 372 | -22.3% | 201 | 248 | -19.0% | 121 | 139 | -12.9% | 20 | 40 | -50.0% |
| Total Import | 1,966 | 2,105 | -6.6% | 1,370 | 1,549 | -11.6% | 971 | 1,064 | -8.7% | 488 | 514 | -5.1% | 116 | 116 | 0.0% |

1.2 Spirits



All Figures are Rolling 12 Mths

Product Approvals

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|--------|--------|------|--------|--------|------|--------|--------|-------|-------|-------|--------|-------|-------|-------|
| Domestic | 13,934 | 13,304 | 4.7% | 10,489 | 10,159 | 3.2% | 7,420 | 6,675 | 11.2% | 3,675 | 3,756 | -2.2% | 1,090 | 931 | 17.1% |
| Import | 8,824 | 8,716 | 1.2% | 6,549 | 6,394 | 2.4% | 4,381 | 4,255 | 3.0% | 2,172 | 2,496 | -13.0% | 635 | 704 | -9.8% |
| Total COLAs | 22,758 | 22,020 | 3.4% | 17,038 | 16,553 | 2.9% | 11,801 | 10,930 | 8.0% | 5,847 | 6,252 | -6.5% | 1,725 | 1,635 | 5.5% |

Top States

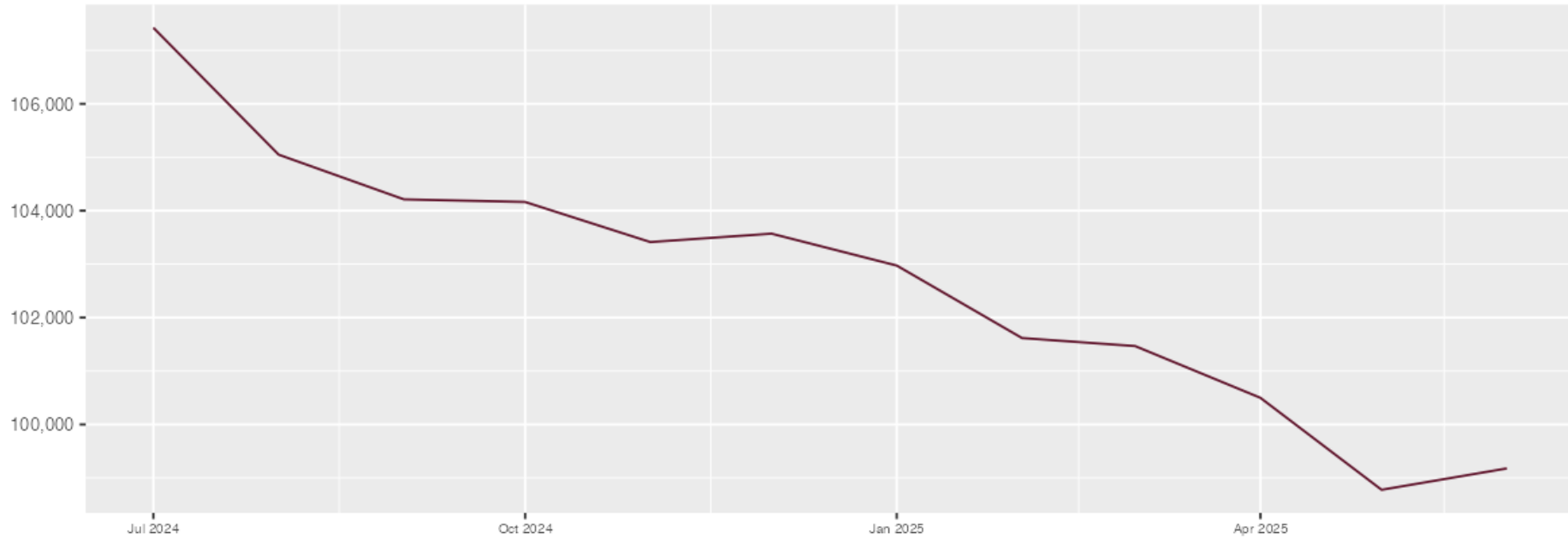
| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------|--------|--------|--------|--------|--------|--------|-------|-------|--------|-------|-------|--------|-------|-----|--------|
| Kentucky | 2,051 | 1,656 | 23.9% | 1,622 | 1,231 | 31.8% | 1,195 | 790 | 51.3% | 581 | 450 | 29.1% | 193 | 102 | 89.2% |
| Pennsylvania | 900 | 838 | 7.4% | 714 | 623 | 14.6% | 452 | 432 | 4.6% | 220 | 262 | -16.0% | 94 | 60 | 56.7% |
| California | 823 | 1,080 | -23.8% | 594 | 793 | -25.1% | 392 | 503 | -22.1% | 193 | 260 | -25.8% | 54 | 61 | -11.5% |
| New York | 659 | 641 | 2.8% | 485 | 481 | 0.8% | 341 | 315 | 8.3% | 162 | 178 | -9.0% | 46 | 46 | 0.0% |
| Michigan | 648 | 673 | -3.7% | 438 | 510 | -14.1% | 295 | 347 | -15.0% | 168 | 201 | -16.4% | 42 | 61 | -31.1% |
| Florida | 606 | 664 | -8.7% | 426 | 513 | -17.0% | 285 | 363 | -21.5% | 121 | 210 | -42.4% | 42 | 75 | -44.0% |
| Tennessee | 584 | 512 | 14.1% | 431 | 386 | 11.7% | 337 | 294 | 14.6% | 167 | 164 | 1.8% | 45 | 54 | -16.7% |
| Wisconsin | 561 | 499 | 12.4% | 458 | 383 | 19.6% | 327 | 236 | 38.6% | 182 | 112 | 62.5% | 34 | 23 | 47.8% |
| Texas | 555 | 544 | 2.0% | 424 | 438 | -3.2% | 308 | 260 | 18.5% | 146 | 139 | 5.0% | 42 | 22 | 90.9% |
| Colorado | 468 | 432 | 8.3% | 352 | 346 | 1.7% | 238 | 218 | 9.2% | 114 | 144 | -20.8% | 23 | 49 | -53.1% |
| Minnesota | 412 | 356 | 15.7% | 317 | 270 | 17.4% | 223 | 161 | 38.5% | 84 | 89 | -5.6% | 22 | 16 | 37.5% |
| Missouri | 406 | 381 | 6.6% | 285 | 284 | 0.4% | 198 | 191 | 3.7% | 108 | 133 | -18.8% | 37 | 50 | -26.0% |
| North Carolina | 355 | 254 | 39.8% | 272 | 194 | 40.2% | 192 | 118 | 62.7% | 116 | 66 | 75.8% | 49 | 5 | 880.0% |
| Indiana | 342 | 315 | 8.6% | 269 | 260 | 3.5% | 191 | 177 | 7.9% | 100 | 106 | -5.7% | 19 | 25 | -24.0% |
| Ohio | 327 | 326 | 0.3% | 225 | 226 | -0.4% | 175 | 169 | 3.6% | 92 | 95 | -3.2% | 28 | 15 | 86.7% |
| All Other | 4,237 | 4,133 | 2.5% | 3,177 | 3,221 | -1.4% | 2,271 | 2,101 | 8.1% | 1,121 | 1,147 | -2.3% | 320 | 267 | 19.9% |
| Total Domestic | 13,934 | 13,304 | 4.7% | 10,489 | 10,159 | 3.2% | 7,420 | 6,675 | 11.2% | 3,675 | 3,756 | -2.2% | 1,090 | 931 | 17.1% |

Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|--------------------|-------|-------|--------|-------|-------|--------|-------|-------|--------|-------|-------|--------|-----|-----|---------|
| Mexico | 3,949 | 3,656 | 8.0% | 3,003 | 2,706 | 11.0% | 1,992 | 1,755 | 13.5% | 1,043 | 981 | 6.3% | 319 | 291 | 9.6% |
| Scotland | 1,113 | 1,134 | -1.9% | 811 | 836 | -3.0% | 540 | 567 | -4.8% | 228 | 364 | -37.4% | 69 | 111 | -37.8% |
| France | 733 | 796 | -7.9% | 533 | 551 | -3.3% | 329 | 388 | -15.2% | 170 | 205 | -17.1% | 53 | 45 | 17.8% |
| Italy | 333 | 345 | -3.5% | 236 | 258 | -8.5% | 184 | 191 | -3.7% | 119 | 101 | 17.8% | 12 | 26 | -53.8% |
| Japan | 329 | 316 | 4.1% | 227 | 240 | -5.4% | 151 | 171 | -11.7% | 59 | 112 | -47.3% | 21 | 31 | -32.3% |
| Ireland | 295 | 296 | -0.3% | 205 | 208 | -1.4% | 143 | 140 | 2.1% | 83 | 85 | -2.4% | 30 | 31 | -3.2% |
| South Korea | 219 | 208 | 5.3% | 158 | 135 | 17.0% | 105 | 112 | -6.2% | 35 | 74 | -52.7% | 6 | 16 | -62.5% |
| Canada | 212 | 245 | -13.5% | 165 | 176 | -6.2% | 112 | 113 | -0.9% | 54 | 66 | -18.2% | 14 | 12 | 16.7% |
| China | 174 | 73 | 138.4% | 137 | 67 | 104.5% | 110 | 55 | 100.0% | 71 | 43 | 65.1% | 24 | 14 | 71.4% |
| United Kingdom | 100 | 54 | 85.2% | 73 | 44 | 65.9% | 43 | 31 | 38.7% | 7 | 22 | -68.2% | 0 | 3 | -100.0% |
| Jamaica | 82 | 63 | 30.2% | 71 | 38 | 86.8% | 42 | 24 | 75.0% | 9 | 13 | -30.8% | 2 | 1 | 100.0% |
| Spain | 81 | 87 | -6.9% | 66 | 78 | -15.4% | 38 | 44 | -13.6% | 20 | 22 | -9.1% | 5 | 4 | 25.0% |
| Dominican Republic | 65 | 34 | 91.2% | 59 | 27 | 118.5% | 31 | 22 | 40.9% | 8 | 10 | -20.0% | 3 | 0 | - |
| Brazil | 54 | 117 | -53.8% | 43 | 88 | -51.1% | 26 | 53 | -50.9% | 15 | 24 | -37.5% | 8 | 6 | 33.3% |
| Moldova | 53 | 45 | 17.8% | 27 | 38 | -28.9% | 21 | 31 | -32.3% | 13 | 20 | -35.0% | 2 | 8 | -75.0% |
| All Other | 1,032 | 1,247 | -17.2% | 735 | 904 | -18.7% | 514 | 558 | -7.9% | 238 | 354 | -32.8% | 67 | 105 | -36.2% |
| Total Import | 8,824 | 8,716 | 1.2% | 6,549 | 6,394 | 2.4% | 4,381 | 4,255 | 3.0% | 2,172 | 2,496 | -13.0% | 635 | 704 | -9.8% |

1.3 Wine

Product Approvals



All Figures are Rolling 12 Mths

Product Approvals

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|--------|---------|--------|--------|--------|-------|--------|--------|--------|--------|--------|--------|-------|-------|-------|
| Domestic | 36,556 | 37,697 | -3.0% | 27,752 | 28,668 | -3.2% | 20,679 | 21,504 | -3.8% | 10,905 | 10,707 | 1.8% | 3,556 | 2,888 | 23.1% |
| Import | 62,622 | 70,803 | -11.6% | 45,402 | 49,520 | -8.3% | 31,210 | 34,777 | -10.3% | 15,621 | 18,108 | -13.7% | 5,004 | 5,272 | -5.1% |
| Total COLAs | 99,178 | 108,500 | -8.6% | 73,154 | 78,188 | -6.4% | 51,889 | 56,281 | -7.8% | 26,526 | 28,815 | -7.9% | 8,560 | 8,160 | 4.9% |

Top States

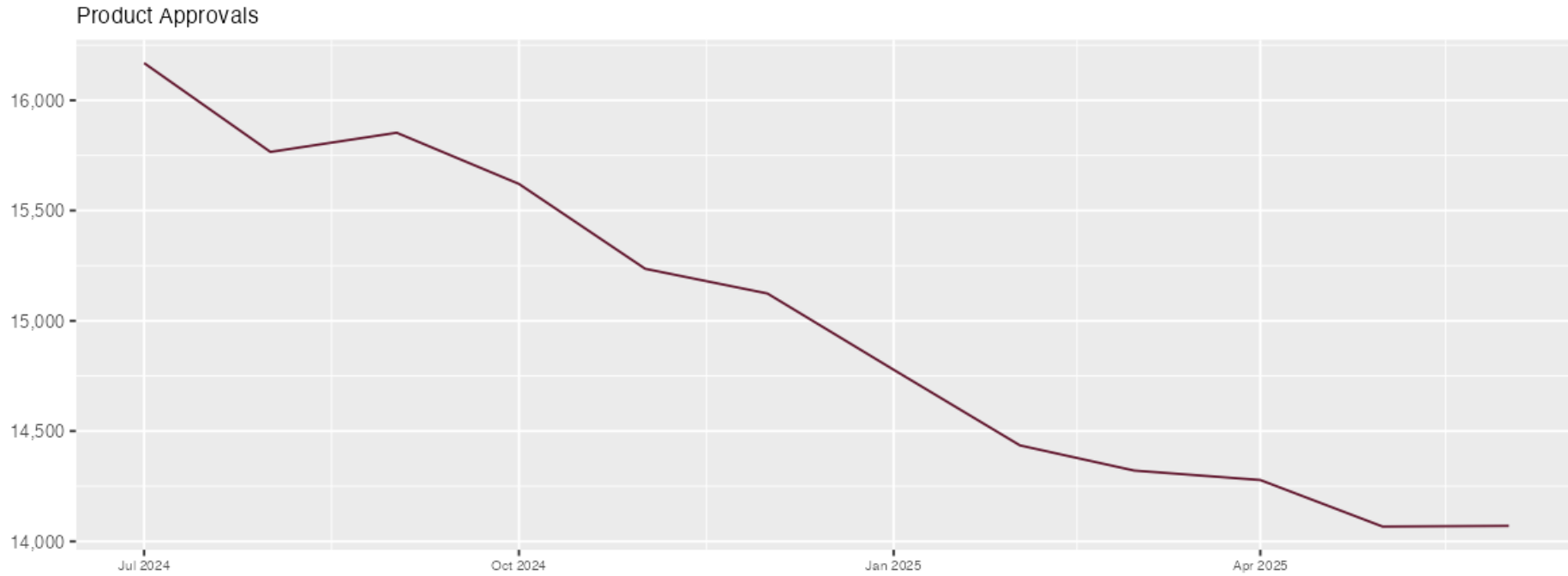
| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|-------|--------|
| California | 17,908 | 18,399 | -2.7% | 13,691 | 13,885 | -1.4% | 10,316 | 10,381 | -0.6% | 5,681 | 5,226 | 8.7% | 1,845 | 1,405 | 31.3% |
| Oregon | 2,610 | 2,717 | -3.9% | 1,995 | 2,111 | -5.5% | 1,598 | 1,634 | -2.2% | 785 | 719 | 9.2% | 294 | 212 | 38.7% |
| Washington | 2,449 | 2,655 | -7.8% | 1,908 | 2,048 | -6.8% | 1,400 | 1,686 | -17.0% | 637 | 815 | -21.8% | 237 | 212 | 11.8% |
| American | 2,020 | 1,965 | 2.8% | 1,519 | 1,489 | 2.0% | 1,019 | 1,094 | -6.9% | 493 | 552 | -10.7% | 146 | 160 | -8.8% |
| Texas | 1,806 | 1,586 | 13.9% | 1,408 | 1,202 | 17.1% | 1,041 | 789 | 31.9% | 549 | 393 | 39.7% | 182 | 93 | 95.7% |
| New York | 1,329 | 1,485 | -10.5% | 983 | 1,115 | -11.8% | 723 | 833 | -13.2% | 372 | 404 | -7.9% | 102 | 85 | 20.0% |
| Virginia | 1,122 | 1,076 | 4.3% | 795 | 841 | -5.5% | 600 | 585 | 2.6% | 325 | 278 | 16.9% | 89 | 59 | 50.8% |
| Michigan | 1,090 | 1,091 | -0.1% | 850 | 868 | -2.1% | 655 | 698 | -6.2% | 372 | 399 | -6.8% | 144 | 141 | 2.1% |
| Pennsylvania | 689 | 843 | -18.3% | 528 | 599 | -11.9% | 359 | 426 | -15.7% | 190 | 248 | -23.4% | 57 | 53 | 7.5% |
| Ohio | 503 | 487 | 3.3% | 381 | 345 | 10.4% | 270 | 263 | 2.7% | 135 | 132 | 2.3% | 30 | 15 | 100.0% |
| North Carolina | 459 | 504 | -8.9% | 301 | 390 | -22.8% | 223 | 283 | -21.2% | 114 | 121 | -5.8% | 47 | 50 | -6.0% |
| Colorado | 389 | 357 | 9.0% | 288 | 267 | 7.9% | 188 | 229 | -17.9% | 88 | 109 | -19.3% | 17 | 25 | -32.0% |
| Arizona | 357 | 443 | -19.4% | 280 | 354 | -20.9% | 218 | 294 | -25.9% | 136 | 174 | -21.8% | 27 | 41 | -34.1% |
| Wisconsin | 281 | 426 | -34.0% | 214 | 309 | -30.7% | 177 | 227 | -22.0% | 89 | 103 | -13.6% | 30 | 32 | -6.2% |
| Illinois | 265 | 259 | 2.3% | 186 | 205 | -9.3% | 132 | 145 | -9.0% | 69 | 75 | -8.0% | 12 | 20 | -40.0% |
| All Other | 3,279 | 3,404 | -3.7% | 2,425 | 2,640 | -8.1% | 1,760 | 1,937 | -9.1% | 870 | 959 | -9.3% | 297 | 285 | 4.2% |
| Total Domestic | 36,556 | 37,697 | -3.0% | 27,752 | 28,668 | -3.2% | 20,679 | 21,504 | -3.8% | 10,905 | 10,707 | 1.8% | 3,556 | 2,888 | 23.1% |

Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|-------|--------|
| France | 28,108 | 34,995 | -19.7% | 19,947 | 24,013 | -16.9% | 13,635 | 16,957 | -19.6% | 6,882 | 9,040 | -23.9% | 2,060 | 2,451 | -16.0% |
| Italy | 13,875 | 15,079 | -8.0% | 10,352 | 11,011 | -6.0% | 7,248 | 7,888 | -8.1% | 3,663 | 4,042 | -9.4% | 1,247 | 1,326 | -6.0% |
| Spain | 5,056 | 5,478 | -7.7% | 3,734 | 3,978 | -6.1% | 2,601 | 2,949 | -11.8% | 1,286 | 1,541 | -16.5% | 420 | 437 | -3.9% |
| New Zealand | 2,441 | 959 | 154.5% | 2,007 | 695 | 188.8% | 1,385 | 445 | 211.2% | 623 | 224 | 178.1% | 167 | 49 | 240.8% |
| Argentina | 2,108 | 2,136 | -1.3% | 1,487 | 1,538 | -3.3% | 903 | 1,004 | -10.1% | 489 | 476 | 2.7% | 151 | 135 | 11.9% |
| Portugal | 1,431 | 1,432 | -0.1% | 934 | 979 | -4.6% | 662 | 747 | -11.4% | 313 | 334 | -6.3% | 131 | 97 | 35.1% |
| Chile | 1,399 | 1,530 | -8.6% | 1,111 | 1,019 | 9.0% | 774 | 652 | 18.7% | 388 | 328 | 18.3% | 129 | 124 | 4.0% |
| Germany | 1,256 | 1,698 | -26.0% | 865 | 1,040 | -16.8% | 584 | 610 | -4.3% | 331 | 345 | -4.1% | 123 | 120 | 2.5% |
| South Africa (Union Of) | 1,018 | 1,156 | -11.9% | 719 | 727 | -1.1% | 536 | 478 | 12.1% | 221 | 252 | -12.3% | 78 | 113 | -31.0% |
| Australia | 742 | 863 | -14.0% | 547 | 569 | -3.9% | 369 | 357 | 3.4% | 186 | 147 | 26.5% | 60 | 28 | 114.3% |
| Japan | 726 | 778 | -6.7% | 505 | 611 | -17.3% | 344 | 446 | -22.9% | 181 | 220 | -17.7% | 82 | 33 | 148.5% |
| Austria | 626 | 720 | -13.1% | 439 | 451 | -2.7% | 300 | 294 | 2.0% | 158 | 131 | 20.6% | 41 | 49 | -16.3% |
| Georgia (Country) | 419 | 499 | -16.0% | 306 | 357 | -14.3% | 207 | 199 | 4.0% | 60 | 126 | -52.4% | 22 | 57 | -61.4% |
| Mexico | 414 | 419 | -1.2% | 294 | 264 | 11.4% | 204 | 159 | 28.3% | 114 | 89 | 28.1% | 52 | 9 | 477.8% |
| Greece | 394 | 406 | -3.0% | 316 | 334 | -5.4% | 223 | 219 | 1.8% | 157 | 102 | 53.9% | 75 | 28 | 167.9% |
| All Other | 2,609 | 2,655 | -1.7% | 1,839 | 1,934 | -4.9% | 1,235 | 1,373 | -10.1% | 569 | 711 | -20.0% | 166 | 216 | -23.1% |
| Total Import | 62,622 | 70,803 | -11.6% | 45,402 | 49,520 | -8.3% | 31,210 | 34,777 | -10.3% | 15,621 | 18,108 | -13.7% | 5,004 | 5,272 | -5.1% |

2 Beer - COLAs by Class/Type

2.1 Ale



All Figures are Rolling 12 Mths

Product Approvals

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|--------|--------|--------|--------|--------|--------|-------|-------|--------|-------|-------|-------|-----|-----|-------|
| Domestic | 13,485 | 15,356 | -12.2% | 9,783 | 11,518 | -15.1% | 6,639 | 7,705 | -13.8% | 3,068 | 3,339 | -8.1% | 940 | 951 | -1.2% |
| Import | 585 | 540 | 8.3% | 383 | 431 | -11.1% | 306 | 294 | 4.1% | 191 | 171 | 11.7% | 47 | 33 | 42.4% |
| Total COLAs | 14,070 | 15,896 | -11.5% | 10,166 | 11,949 | -14.9% | 6,945 | 7,999 | -13.2% | 3,259 | 3,510 | -7.2% | 987 | 984 | 0.3% |

Top States

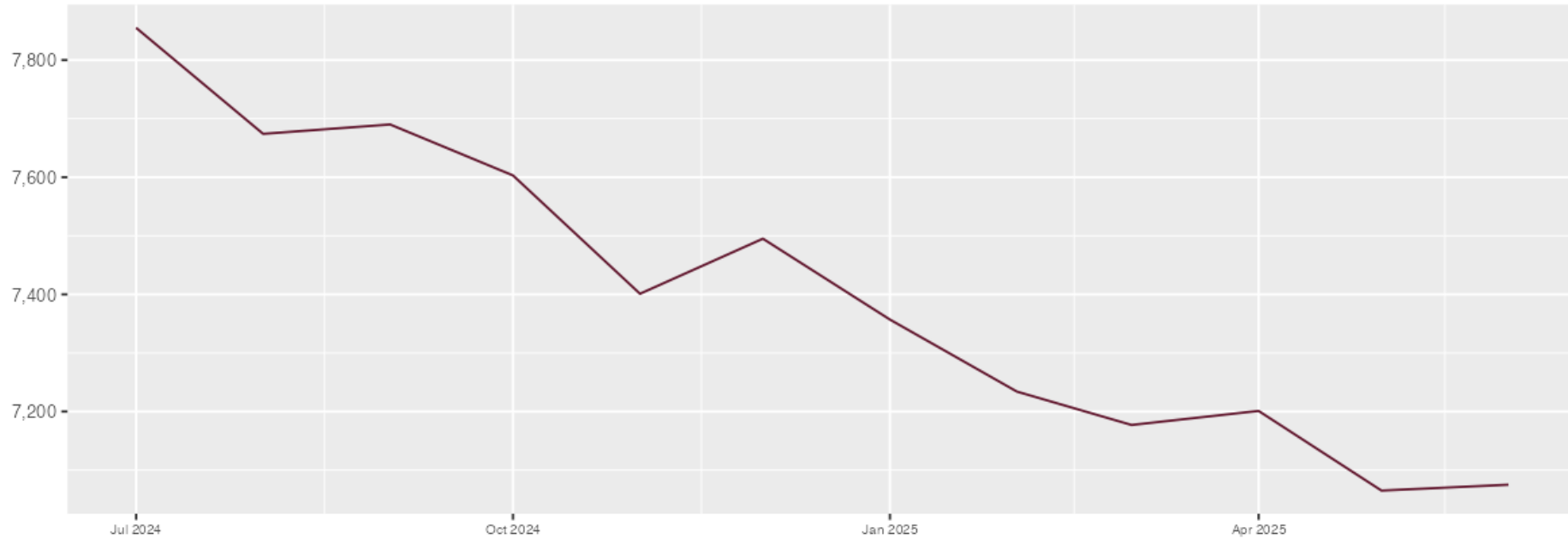
| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------|--------|--------|--------|-------|--------|--------|-------|-------|--------|-------|-------|--------|-----|-----|--------|
| Pennsylvania | 1,429 | 1,625 | -12.1% | 1,025 | 1,290 | -20.5% | 691 | 940 | -26.5% | 317 | 405 | -21.7% | 82 | 121 | -32.2% |
| Massachusetts | 1,090 | 482 | 126.1% | 984 | 386 | 154.9% | 572 | 263 | 117.5% | 175 | 103 | 69.9% | 55 | 40 | 37.5% |
| New York | 1,053 | 1,264 | -16.7% | 705 | 908 | -22.4% | 487 | 580 | -16.0% | 219 | 242 | -9.5% | 61 | 87 | -29.9% |
| California | 957 | 1,054 | -9.2% | 684 | 753 | -9.2% | 465 | 521 | -10.7% | 264 | 228 | 15.8% | 88 | 73 | 20.5% |
| Texas | 876 | 1,130 | -22.5% | 619 | 866 | -28.5% | 439 | 565 | -22.3% | 235 | 234 | 0.4% | 68 | 58 | 17.2% |
| North Carolina | 654 | 1,024 | -36.1% | 460 | 715 | -35.7% | 319 | 435 | -26.7% | 157 | 189 | -16.9% | 53 | 37 | 43.2% |
| New Jersey | 580 | 747 | -22.4% | 438 | 593 | -26.1% | 314 | 421 | -25.4% | 118 | 180 | -34.4% | 36 | 43 | -16.3% |
| Oregon | 546 | 647 | -15.6% | 351 | 482 | -27.2% | 268 | 305 | -12.1% | 122 | 156 | -21.8% | 48 | 55 | -12.7% |
| Connecticut | 522 | 477 | 9.4% | 372 | 376 | -1.1% | 288 | 258 | 11.6% | 181 | 154 | 17.5% | 48 | 37 | 29.7% |
| Illinois | 487 | 500 | -2.6% | 350 | 415 | -15.7% | 257 | 309 | -16.8% | 134 | 150 | -10.7% | 39 | 38 | 2.6% |
| Colorado | 470 | 335 | 40.3% | 338 | 281 | 20.3% | 207 | 221 | -6.3% | 101 | 90 | 12.2% | 47 | 28 | 67.9% |
| Missouri | 418 | 565 | -26.0% | 286 | 401 | -28.7% | 179 | 264 | -32.2% | 71 | 102 | -30.4% | 22 | 30 | -26.7% |
| Washington | 400 | 328 | 22.0% | 331 | 274 | 20.8% | 252 | 186 | 35.5% | 121 | 91 | 33.0% | 39 | 17 | 129.4% |
| Virginia | 375 | 654 | -42.7% | 278 | 417 | -33.3% | 149 | 274 | -45.6% | 70 | 109 | -35.8% | 20 | 37 | -45.9% |
| Ohio | 296 | 292 | 1.4% | 206 | 212 | -2.8% | 137 | 138 | -0.7% | 70 | 53 | 32.1% | 14 | 16 | -12.5% |
| All Other | 3,332 | 4,232 | -21.3% | 2,356 | 3,149 | -25.2% | 1,615 | 2,025 | -20.2% | 713 | 853 | -16.4% | 220 | 234 | -6.0% |
| Total Domestic | 13,485 | 15,356 | -12.2% | 9,783 | 11,518 | -15.1% | 6,639 | 7,705 | -13.8% | 3,068 | 3,339 | -8.1% | 940 | 951 | -1.2% |

Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------|------|-----|--------|-----|-----|--------|-----|-----|--------|-----|-----|---------|-----|----|---------|
| Canada | 199 | 156 | 27.6% | 132 | 124 | 6.5% | 106 | 99 | 7.1% | 66 | 66 | 0.0% | 15 | 11 | 36.4% |
| Belgium | 99 | 98 | 1.0% | 78 | 78 | 0.0% | 64 | 44 | 45.5% | 31 | 25 | 24.0% | 6 | 4 | 50.0% |
| United Kingdom | 42 | 24 | 75.0% | 16 | 23 | -30.4% | 15 | 8 | 87.5% | 8 | 4 | 100.0% | 0 | 2 | -100.0% |
| Germany | 35 | 46 | -23.9% | 26 | 45 | -42.2% | 12 | 35 | -65.7% | 9 | 12 | -25.0% | 5 | 0 | - |
| France | 26 | 51 | -49.0% | 6 | 39 | -84.6% | 6 | 29 | -79.3% | 0 | 19 | -100.0% | 0 | 6 | -100.0% |
| Mexico | 23 | 22 | 4.5% | 13 | 16 | -18.8% | 13 | 13 | 0.0% | 9 | 6 | 50.0% | 3 | 1 | 200.0% |
| Australia | 15 | 9 | 66.7% | 15 | 8 | 87.5% | 15 | 8 | 87.5% | 14 | 8 | 75.0% | 0 | 0 | - |
| South Korea | 14 | 5 | 180.0% | 8 | 4 | 100.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Italy | 13 | 17 | -23.5% | 7 | 16 | -56.2% | 6 | 4 | 50.0% | 4 | 2 | 100.0% | 0 | 0 | - |
| Japan | 11 | 9 | 22.2% | 9 | 4 | 125.0% | 6 | 2 | 200.0% | 2 | 1 | 100.0% | 0 | 0 | - |
| Ukraine | 11 | 8 | 37.5% | 8 | 8 | 0.0% | 3 | 8 | -62.5% | 3 | 5 | -40.0% | 3 | 2 | 50.0% |
| Czech Republic | 8 | 0 | - | 8 | 0 | - | 8 | 0 | - | 8 | 0 | - | 8 | 0 | - |
| Ireland | 8 | 4 | 100.0% | 5 | 1 | 400.0% | 5 | 1 | 400.0% | 2 | 1 | 100.0% | 1 | 0 | - |
| Norway | 8 | 8 | 0.0% | 5 | 7 | -28.6% | 5 | 7 | -28.6% | 5 | 5 | 0.0% | 0 | 0 | - |
| Scotland | 8 | 3 | 166.7% | 6 | 1 | 500.0% | 6 | 0 | - | 4 | 0 | - | 3 | 0 | - |
| All Other | 65 | 80 | -18.8% | 41 | 57 | -28.1% | 36 | 36 | 0.0% | 26 | 17 | 52.9% | 3 | 7 | -57.1% |
| Total Import | 585 | 540 | 8.3% | 383 | 431 | -11.1% | 306 | 294 | 4.1% | 191 | 171 | 11.7% | 47 | 33 | 42.4% |

2.2 Beer

Product Approvals



All Figures are Rolling 12 Mths

Product Approvals

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|-------|-------|--------|-------|-------|--------|-------|-------|--------|-------|-------|--------|-----|-----|-------|
| Domestic | 6,309 | 6,745 | -6.5% | 4,559 | 5,070 | -10.1% | 3,125 | 3,468 | -9.9% | 1,505 | 1,578 | -4.6% | 435 | 433 | 0.5% |
| Import | 766 | 918 | -16.6% | 554 | 658 | -15.8% | 389 | 466 | -16.5% | 185 | 214 | -13.6% | 51 | 43 | 18.6% |
| Total COLAs | 7,075 | 7,663 | -7.7% | 5,113 | 5,728 | -10.7% | 3,514 | 3,934 | -10.7% | 1,690 | 1,792 | -5.7% | 486 | 476 | 2.1% |

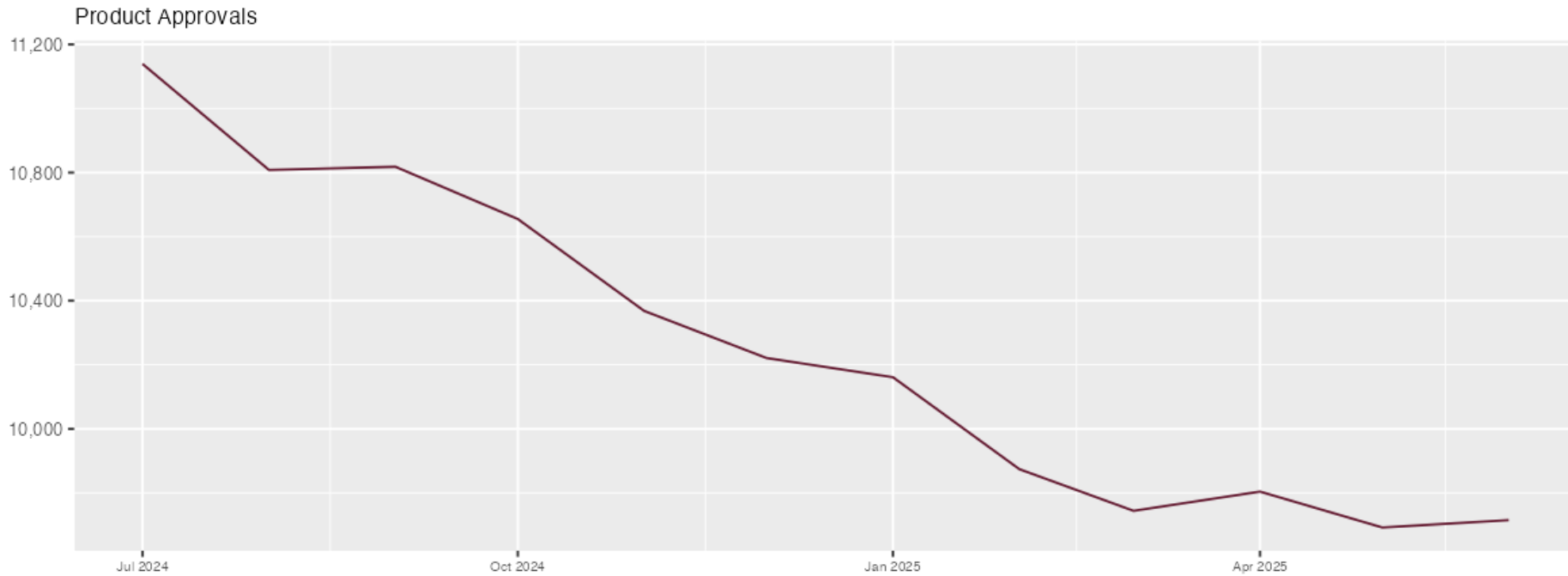
Top States

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------|-------|-------|--------|-------|-------|--------|-------|-------|--------|-------|-------|--------|-----|-----|--------|
| Texas | 637 | 730 | -12.7% | 465 | 502 | -7.4% | 316 | 340 | -7.1% | 162 | 124 | 30.6% | 66 | 35 | 88.6% |
| Pennsylvania | 621 | 661 | -6.1% | 451 | 516 | -12.6% | 314 | 356 | -11.8% | 149 | 172 | -13.4% | 50 | 52 | -3.8% |
| Missouri | 426 | 427 | -0.2% | 331 | 347 | -4.6% | 258 | 266 | -3.0% | 149 | 110 | 35.5% | 23 | 29 | -20.7% |
| New York | 403 | 467 | -13.7% | 300 | 339 | -11.5% | 199 | 217 | -8.3% | 92 | 122 | -24.6% | 20 | 51 | -60.8% |
| New Jersey | 305 | 313 | -2.6% | 231 | 234 | -1.3% | 133 | 171 | -22.2% | 44 | 98 | -55.1% | 13 | 34 | -61.8% |
| California | 299 | 308 | -2.9% | 221 | 219 | 0.9% | 149 | 152 | -2.0% | 65 | 48 | 35.4% | 33 | 11 | 200.0% |
| Massachusetts | 289 | 233 | 24.0% | 249 | 191 | 30.4% | 144 | 121 | 19.0% | 40 | 52 | -23.1% | 13 | 21 | -38.1% |
| North Carolina | 245 | 353 | -30.6% | 161 | 246 | -34.6% | 124 | 147 | -15.6% | 79 | 83 | -4.8% | 24 | 19 | 26.3% |
| Washington | 242 | 216 | 12.0% | 197 | 186 | 5.9% | 153 | 116 | 31.9% | 83 | 62 | 33.9% | 33 | 17 | 94.1% |
| Oregon | 229 | 267 | -14.2% | 138 | 199 | -30.7% | 108 | 144 | -25.0% | 49 | 71 | -31.0% | 12 | 23 | -47.8% |
| Colorado | 182 | 147 | 23.8% | 119 | 120 | -0.8% | 83 | 96 | -13.5% | 30 | 32 | -6.2% | 9 | 7 | 28.6% |
| Illinois | 182 | 178 | 2.2% | 112 | 162 | -30.9% | 74 | 129 | -42.6% | 30 | 59 | -49.2% | 13 | 7 | 85.7% |
| Florida | 174 | 299 | -41.8% | 125 | 198 | -36.9% | 84 | 112 | -25.0% | 34 | 57 | -40.4% | 15 | 15 | 0.0% |
| Wisconsin | 163 | 174 | -6.3% | 93 | 137 | -32.1% | 53 | 92 | -42.4% | 31 | 45 | -31.1% | 7 | 7 | 0.0% |
| Connecticut | 140 | 200 | -30.0% | 96 | 140 | -31.4% | 74 | 114 | -35.1% | 41 | 52 | -21.2% | 11 | 22 | -50.0% |
| Virginia | 140 | 160 | -12.5% | 113 | 113 | 0.0% | 72 | 62 | 16.1% | 36 | 20 | 80.0% | 7 | 7 | 0.0% |
| All Other | 1,632 | 1,612 | 1.2% | 1,157 | 1,221 | -5.2% | 787 | 833 | -5.5% | 391 | 371 | 5.4% | 86 | 76 | 13.2% |
| Total Domestic | 6,309 | 6,745 | -6.5% | 4,559 | 5,070 | -10.1% | 3,125 | 3,468 | -9.9% | 1,505 | 1,578 | -4.6% | 435 | 433 | 0.5% |

Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------|------|-----|--------|-----|-----|--------|-----|-----|--------|-----|-----|---------|-----|----|---------|
| Germany | 175 | 219 | -20.1% | 130 | 186 | -30.1% | 95 | 150 | -36.7% | 47 | 39 | 20.5% | 19 | 3 | 533.3% |
| Mexico | 91 | 104 | -12.5% | 71 | 64 | 10.9% | 52 | 43 | 20.9% | 15 | 21 | -28.6% | 0 | 6 | -100.0% |
| Ukraine | 39 | 33 | 18.2% | 34 | 25 | 36.0% | 27 | 19 | 42.1% | 11 | 11 | 0.0% | 8 | 0 | - |
| El Salvador | 35 | 17 | 105.9% | 29 | 14 | 107.1% | 12 | 14 | -14.3% | 7 | 8 | -12.5% | 2 | 6 | -66.7% |
| Canada | 32 | 61 | -47.5% | 22 | 46 | -52.2% | 13 | 32 | -59.4% | 8 | 26 | -69.2% | 3 | 1 | 200.0% |
| Belgium | 28 | 49 | -42.9% | 25 | 26 | -3.8% | 19 | 21 | -9.5% | 7 | 6 | 16.7% | 1 | 1 | 0.0% |
| Italy | 27 | 33 | -18.2% | 19 | 25 | -24.0% | 16 | 15 | 6.7% | 10 | 13 | -23.1% | 2 | 1 | 100.0% |
| Czech Republic | 22 | 22 | 0.0% | 5 | 10 | -50.0% | 4 | 7 | -42.9% | 3 | 0 | - | 0 | 0 | - |
| Japan | 22 | 10 | 120.0% | 18 | 5 | 260.0% | 16 | 3 | 433.3% | 3 | 3 | 0.0% | 1 | 1 | 0.0% |
| Brazil | 20 | 14 | 42.9% | 18 | 10 | 80.0% | 12 | 3 | 300.0% | 10 | 2 | 400.0% | 0 | 0 | - |
| Nepal | 19 | 12 | 58.3% | 16 | 11 | 45.5% | 9 | 10 | -10.0% | 7 | 10 | -30.0% | 0 | 0 | - |
| Guatemala | 18 | 5 | 260.0% | 18 | 5 | 260.0% | 12 | 5 | 140.0% | 8 | 5 | 60.0% | 0 | 0 | - |
| Poland | 18 | 24 | -25.0% | 10 | 16 | -37.5% | 10 | 10 | 0.0% | 6 | 1 | 500.0% | 3 | 0 | - |
| United Kingdom | 17 | 5 | 240.0% | 7 | 5 | 40.0% | 7 | 5 | 40.0% | 3 | 4 | -25.0% | 0 | 1 | -100.0% |
| Colombia | 16 | 13 | 23.1% | 7 | 12 | -41.7% | 2 | 12 | -83.3% | 0 | 10 | -100.0% | 0 | 5 | -100.0% |
| All Other | 187 | 297 | -37.0% | 125 | 198 | -36.9% | 83 | 117 | -29.1% | 40 | 55 | -27.3% | 12 | 18 | -33.3% |
| Total Import | 766 | 918 | -16.6% | 554 | 658 | -15.8% | 389 | 466 | -16.5% | 185 | 214 | -13.6% | 51 | 43 | 18.6% |

2.3 Malt Beverage Specialty / Flavored



All Figures are Rolling 12 Mths

Product Approvals

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|-------|--------|--------|-------|-------|--------|-------|-------|--------|-------|-------|-------|-----|-----|--------|
| Domestic | 9,224 | 10,682 | -13.6% | 6,740 | 7,809 | -13.7% | 4,487 | 4,962 | -9.6% | 2,145 | 2,165 | -0.9% | 664 | 627 | 5.9% |
| Import | 491 | 532 | -7.7% | 340 | 374 | -9.1% | 209 | 240 | -12.9% | 89 | 98 | -9.2% | 15 | 29 | -48.3% |
| Total COLAs | 9,715 | 11,214 | -13.4% | 7,080 | 8,183 | -13.5% | 4,696 | 5,202 | -9.7% | 2,234 | 2,263 | -1.3% | 679 | 656 | 3.5% |

Top States

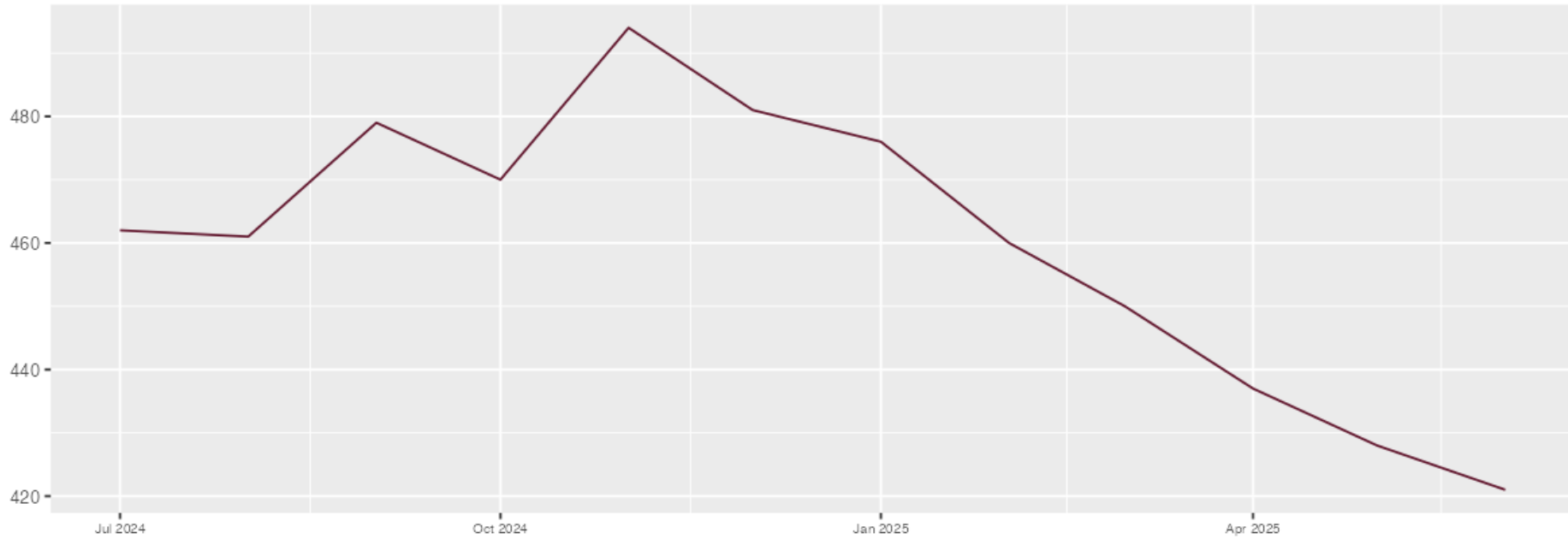
| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------|-------|--------|--------|-------|-------|--------|-------|-------|--------|-------|-------|--------|-----|-----|--------|
| Pennsylvania | 941 | 1,047 | -10.1% | 645 | 805 | -19.9% | 434 | 534 | -18.7% | 204 | 235 | -13.2% | 55 | 60 | -8.3% |
| New York | 645 | 778 | -17.1% | 466 | 569 | -18.1% | 293 | 378 | -22.5% | 143 | 160 | -10.6% | 25 | 47 | -46.8% |
| California | 559 | 758 | -26.3% | 393 | 572 | -31.3% | 244 | 342 | -28.7% | 126 | 147 | -14.3% | 48 | 37 | 29.7% |
| Massachusetts | 524 | 290 | 80.7% | 461 | 238 | 93.7% | 302 | 148 | 104.1% | 80 | 69 | 15.9% | 19 | 21 | -9.5% |
| Texas | 515 | 691 | -25.5% | 379 | 491 | -22.8% | 251 | 283 | -11.3% | 133 | 120 | 10.8% | 53 | 30 | 76.7% |
| Colorado | 399 | 430 | -7.2% | 315 | 320 | -1.6% | 216 | 229 | -5.7% | 98 | 99 | -1.0% | 37 | 29 | 27.6% |
| Oregon | 399 | 492 | -18.9% | 274 | 350 | -21.7% | 183 | 230 | -20.4% | 77 | 108 | -28.7% | 21 | 25 | -16.0% |
| Ohio | 395 | 362 | 9.1% | 295 | 246 | 19.9% | 209 | 159 | 31.4% | 107 | 86 | 24.4% | 33 | 34 | -2.9% |
| Missouri | 368 | 412 | -10.7% | 253 | 311 | -18.6% | 155 | 184 | -15.8% | 74 | 72 | 2.8% | 31 | 19 | 63.2% |
| New Jersey | 359 | 447 | -19.7% | 286 | 315 | -9.2% | 198 | 181 | 9.4% | 107 | 76 | 40.8% | 26 | 31 | -16.1% |
| North Carolina | 358 | 485 | -26.2% | 281 | 330 | -14.8% | 209 | 198 | 5.6% | 115 | 95 | 21.1% | 41 | 26 | 57.7% |
| Illinois | 298 | 263 | 13.3% | 207 | 208 | -0.5% | 122 | 169 | -27.8% | 65 | 97 | -33.0% | 15 | 25 | -40.0% |
| Connecticut | 297 | 358 | -17.0% | 237 | 274 | -13.5% | 158 | 178 | -11.2% | 75 | 89 | -15.7% | 27 | 32 | -15.6% |
| Virginia | 275 | 447 | -38.5% | 194 | 325 | -40.3% | 131 | 186 | -29.6% | 71 | 60 | 18.3% | 23 | 22 | 4.5% |
| Wisconsin | 274 | 280 | -2.1% | 192 | 201 | -4.5% | 125 | 129 | -3.1% | 67 | 41 | 63.4% | 27 | 20 | 35.0% |
| All Other | 2,618 | 3,142 | -16.7% | 1,862 | 2,254 | -17.4% | 1,257 | 1,434 | -12.3% | 603 | 611 | -1.3% | 183 | 169 | 8.3% |
| Total Domestic | 9,224 | 10,682 | -13.6% | 6,740 | 7,809 | -13.7% | 4,487 | 4,962 | -9.6% | 2,145 | 2,165 | -0.9% | 664 | 627 | 5.9% |

Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------|------|-----|--------|-----|-----|---------|-----|-----|---------|-----|----|---------|-----|----|---------|
| Canada | 108 | 141 | -23.4% | 72 | 100 | -28.0% | 31 | 64 | -51.6% | 9 | 28 | -67.9% | 4 | 9 | -55.6% |
| Mexico | 97 | 70 | 38.6% | 61 | 42 | 45.2% | 42 | 25 | 68.0% | 21 | 3 | 600.0% | 4 | 0 | - |
| Belgium | 84 | 116 | -27.6% | 61 | 81 | -24.7% | 43 | 52 | -17.3% | 25 | 17 | 47.1% | 1 | 5 | -80.0% |
| Italy | 34 | 16 | 112.5% | 30 | 12 | 150.0% | 26 | 10 | 160.0% | 7 | 4 | 75.0% | 2 | 3 | -33.3% |
| Japan | 20 | 11 | 81.8% | 19 | 5 | 280.0% | 14 | 3 | 366.7% | 1 | 2 | -50.0% | 0 | 1 | -100.0% |
| France | 17 | 21 | -19.0% | 8 | 8 | 0.0% | 3 | 3 | 0.0% | 0 | 1 | -100.0% | 0 | 0 | - |
| Sweden | 14 | 0 | - | 14 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| United Kingdom | 11 | 11 | 0.0% | 5 | 11 | -54.5% | 3 | 3 | 0.0% | 3 | 0 | - | 0 | 0 | - |
| Moldova | 9 | 1 | 800.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% |
| South Korea | 9 | 13 | -30.8% | 7 | 13 | -46.2% | 0 | 9 | -100.0% | 0 | 9 | -100.0% | 0 | 3 | -100.0% |
| Estonia | 8 | 5 | 60.0% | 5 | 3 | 66.7% | 5 | 3 | 66.7% | 2 | 1 | 100.0% | 0 | 0 | - |
| Germany | 8 | 9 | -11.1% | 7 | 8 | -12.5% | 4 | 6 | -33.3% | 1 | 4 | -75.0% | 0 | 0 | - |
| Taiwan | 8 | 19 | -57.9% | 7 | 15 | -53.3% | 6 | 14 | -57.1% | 5 | 3 | 66.7% | 1 | 0 | - |
| Latvia | 7 | 0 | - | 7 | 0 | - | 5 | 0 | - | 5 | 0 | - | 0 | 0 | - |
| Poland | 7 | 4 | 75.0% | 1 | 2 | -50.0% | 1 | 1 | 0.0% | 1 | 1 | 0.0% | 0 | 0 | - |
| All Other | 50 | 95 | -47.4% | 36 | 73 | -50.7% | 25 | 46 | -45.7% | 9 | 24 | -62.5% | 3 | 7 | -57.1% |
| Total Import | 491 | 532 | -7.7% | 340 | 374 | -9.1% | 209 | 240 | -12.9% | 89 | 98 | -9.2% | 15 | 29 | -48.3% |

2.4 Other Beer

Product Approvals



All Figures are Rolling 12 Mths

Product Approvals

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|------|-----|-------|-----|-----|--------|-----|-----|--------|-----|-----|--------|-----|----|--------|
| Domestic | 363 | 397 | -8.6% | 268 | 333 | -19.5% | 154 | 216 | -28.7% | 63 | 84 | -25.0% | 20 | 23 | -13.0% |
| Import | 58 | 54 | 7.4% | 48 | 41 | 17.1% | 36 | 34 | 5.9% | 11 | 19 | -42.1% | 1 | 5 | -80.0% |
| Total COLAs | 421 | 451 | -6.7% | 316 | 374 | -15.5% | 190 | 250 | -24.0% | 74 | 103 | -28.2% | 21 | 28 | -25.0% |

Top States

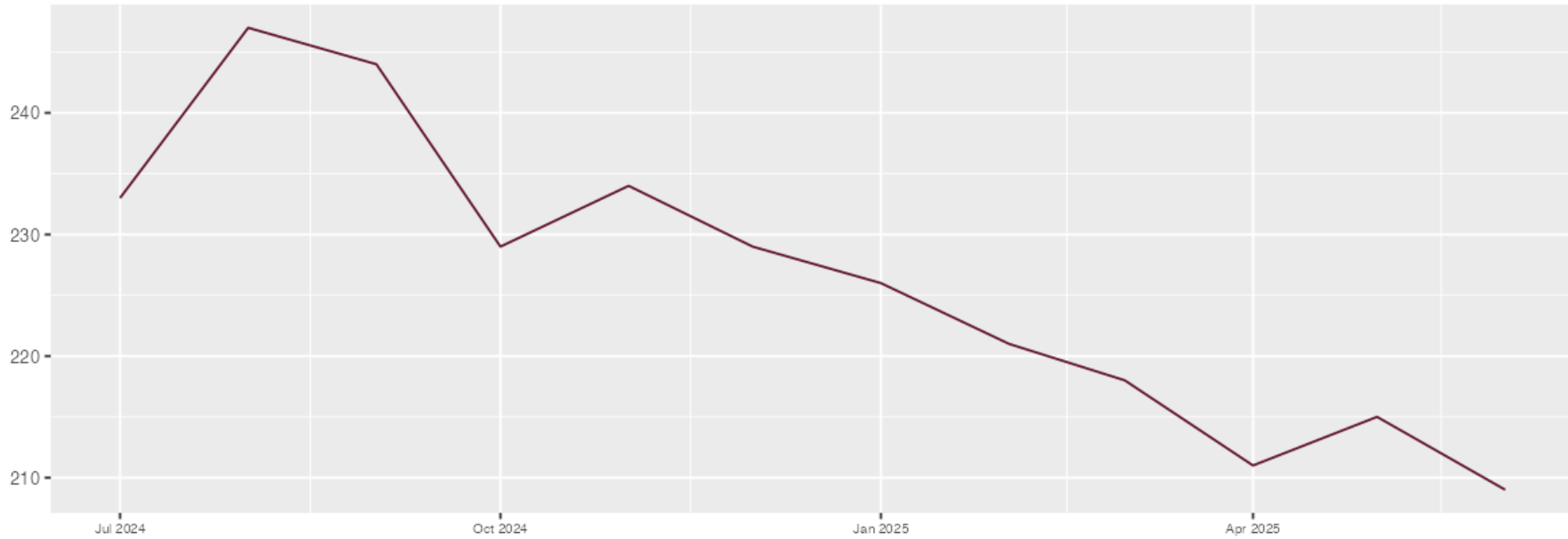
| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------|------|-----|--------|-----|-----|--------|-----|-----|--------|-----|----|---------|-----|----|---------|
| Wisconsin | 100 | 77 | 29.9% | 87 | 72 | 20.8% | 30 | 25 | 20.0% | 3 | 8 | -62.5% | 0 | 2 | -100.0% |
| New York | 30 | 25 | 20.0% | 23 | 22 | 4.5% | 11 | 14 | -21.4% | 10 | 7 | 42.9% | 4 | 0 | - |
| Pennsylvania | 20 | 24 | -16.7% | 14 | 22 | -36.4% | 10 | 16 | -37.5% | 4 | 8 | -50.0% | 0 | 6 | -100.0% |
| Texas | 19 | 63 | -69.8% | 15 | 51 | -70.6% | 10 | 45 | -77.8% | 7 | 5 | 40.0% | 2 | 0 | - |
| Connecticut | 18 | 28 | -35.7% | 14 | 23 | -39.1% | 12 | 12 | 0.0% | 9 | 10 | -10.0% | 2 | 6 | -66.7% |
| Oregon | 17 | 26 | -34.6% | 11 | 20 | -45.0% | 8 | 19 | -57.9% | 4 | 12 | -66.7% | 1 | 1 | 0.0% |
| Colorado | 16 | 4 | 300.0% | 9 | 3 | 200.0% | 7 | 1 | 600.0% | 4 | 1 | 300.0% | 4 | 1 | 300.0% |
| California | 15 | 19 | -21.1% | 9 | 15 | -40.0% | 4 | 10 | -60.0% | 1 | 4 | -75.0% | 1 | 0 | - |
| Washington | 15 | 4 | 275.0% | 13 | 4 | 225.0% | 11 | 2 | 450.0% | 2 | 0 | - | 1 | 0 | - |
| Virginia | 14 | 19 | -26.3% | 5 | 17 | -70.6% | 1 | 15 | -93.3% | 0 | 6 | -100.0% | 0 | 2 | -100.0% |
| Missouri | 13 | 6 | 116.7% | 11 | 5 | 120.0% | 6 | 2 | 200.0% | 4 | 1 | 300.0% | 2 | 1 | 100.0% |
| Louisiana | 12 | 0 | - | 10 | 0 | - | 6 | 0 | - | 2 | 0 | - | 1 | 0 | - |
| Massachusetts | 12 | 7 | 71.4% | 6 | 7 | -14.3% | 5 | 5 | 0.0% | 2 | 2 | 0.0% | 0 | 1 | -100.0% |
| Utah | 11 | 0 | - | 11 | 0 | - | 10 | 0 | - | 5 | 0 | - | 0 | 0 | - |
| Illinois | 7 | 6 | 16.7% | 2 | 3 | -33.3% | 2 | 3 | -33.3% | 1 | 1 | 0.0% | 0 | 0 | - |
| All Other | 44 | 89 | -50.6% | 28 | 69 | -59.4% | 21 | 47 | -55.3% | 5 | 19 | -73.7% | 2 | 3 | -33.3% |
| Total Domestic | 363 | 397 | -8.6% | 268 | 333 | -19.5% | 154 | 216 | -28.7% | 63 | 84 | -25.0% | 20 | 23 | -13.0% |

Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------------------|------|----|---------|-----|----|---------|-----|----|---------|-----|----|---------|-----|----|---------|
| Canada | 27 | 12 | 125.0% | 20 | 9 | 122.2% | 17 | 8 | 112.5% | 5 | 2 | 150.0% | 0 | 0 | - |
| Mexico | 7 | 2 | 250.0% | 6 | 0 | - | 5 | 0 | - | 1 | 0 | - | 0 | 0 | - |
| Netherlands | 6 | 4 | 50.0% | 6 | 1 | 500.0% | 4 | 1 | 300.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% |
| Belgium | 4 | 2 | 100.0% | 4 | 1 | 300.0% | 3 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Germany | 4 | 20 | -80.0% | 2 | 20 | -90.0% | 1 | 17 | -94.1% | 0 | 11 | -100.0% | 0 | 3 | -100.0% |
| Ireland | 2 | 1 | 100.0% | 2 | 0 | - | 2 | 0 | - | 2 | 0 | - | 1 | 0 | - |
| Japan | 2 | 1 | 100.0% | 2 | 1 | 100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% |
| Bosnia-Herzegovina | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - |
| Cabo Verde, Republic Of | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - |
| Czech Republic | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - |
| Italy | 1 | 2 | -50.0% | 1 | 1 | 0.0% | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - |
| Poland | 1 | 5 | -80.0% | 1 | 3 | -66.7% | 1 | 2 | -50.0% | 0 | 1 | -100.0% | 0 | 0 | - |
| Spain | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Australia | 0 | 3 | -100.0% | 0 | 3 | -100.0% | 0 | 3 | -100.0% | 0 | 3 | -100.0% | 0 | 0 | - |
| France | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - |
| Moldova | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Total Import | 58 | 54 | 7.4% | 48 | 41 | 17.1% | 36 | 34 | 5.9% | 11 | 19 | -42.1% | 1 | 5 | -80.0% |

2.5 Porter

Product Approvals



All Figures are Rolling 12 Mths

Product Approvals

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|------|-----|-------|-----|-----|--------|-----|----|--------|-----|----|--------|-----|----|--------|
| Domestic | 200 | 219 | -8.7% | 138 | 172 | -19.8% | 74 | 95 | -22.1% | 24 | 33 | -27.3% | 6 | 12 | -50.0% |
| Import | 9 | 9 | 0.0% | 4 | 5 | -20.0% | 4 | 3 | 33.3% | 1 | 1 | 0.0% | 0 | 0 | - |
| Total COLAs | 209 | 228 | -8.3% | 142 | 177 | -19.8% | 78 | 98 | -20.4% | 25 | 34 | -26.5% | 6 | 12 | -50.0% |

Top States

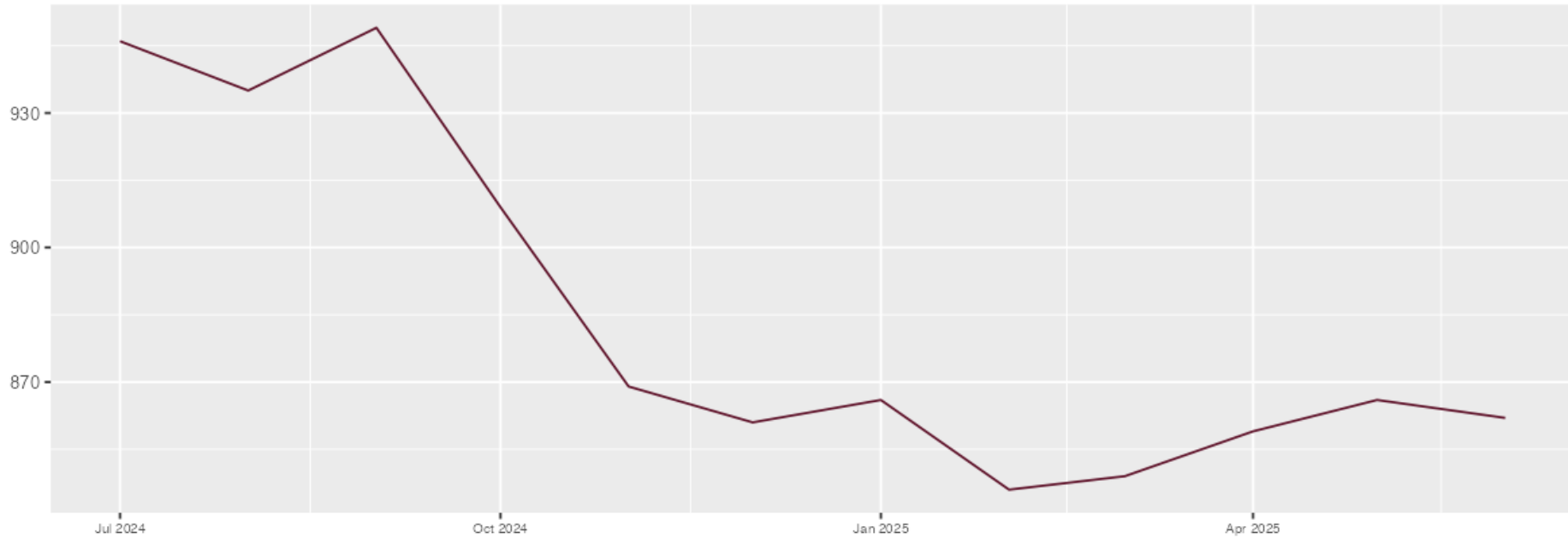
| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|--------------------|------|-----|--------|-----|-----|--------|-----|----|--------|-----|----|---------|-----|----|---------|
| Pennsylvania | 28 | 24 | 16.7% | 18 | 18 | 0.0% | 11 | 15 | -26.7% | 2 | 3 | -33.3% | 0 | 2 | -100.0% |
| Texas | 15 | 21 | -28.6% | 12 | 17 | -29.4% | 8 | 10 | -20.0% | 2 | 3 | -33.3% | 2 | 1 | 100.0% |
| Massachusetts | 12 | 4 | 200.0% | 11 | 3 | 266.7% | 5 | 0 | - | 3 | 0 | - | 0 | 0 | - |
| New Jersey | 11 | 10 | 10.0% | 8 | 7 | 14.3% | 3 | 4 | -25.0% | 1 | 1 | 0.0% | 0 | 0 | - |
| New York | 11 | 4 | 175.0% | 5 | 3 | 66.7% | 2 | 0 | - | 1 | 0 | - | 1 | 0 | - |
| California | 8 | 10 | -20.0% | 6 | 7 | -14.3% | 5 | 7 | -28.6% | 2 | 1 | 100.0% | 1 | 1 | 0.0% |
| North Carolina | 8 | 26 | -69.2% | 7 | 20 | -65.0% | 6 | 10 | -40.0% | 2 | 1 | 100.0% | 1 | 0 | - |
| Illinois | 7 | 4 | 75.0% | 5 | 4 | 25.0% | 2 | 3 | -33.3% | 2 | 0 | - | 0 | 0 | - |
| Michigan | 7 | 8 | -12.5% | 4 | 6 | -33.3% | 3 | 3 | 0.0% | 2 | 2 | 0.0% | 0 | 0 | - |
| Missouri | 7 | 10 | -30.0% | 7 | 9 | -22.2% | 3 | 6 | -50.0% | 1 | 2 | -50.0% | 0 | 0 | - |
| Alabama | 6 | 2 | 200.0% | 4 | 0 | - | 2 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Georgia (US State) | 6 | 1 | 500.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Maine | 6 | 3 | 100.0% | 3 | 2 | 50.0% | 2 | 1 | 100.0% | 1 | 0 | - | 1 | 0 | - |
| Maryland | 6 | 2 | 200.0% | 2 | 0 | - | 2 | 0 | - | 1 | 0 | - | 0 | 0 | - |
| Oregon | 6 | 13 | -53.8% | 4 | 12 | -66.7% | 1 | 7 | -85.7% | 0 | 4 | -100.0% | 0 | 3 | -100.0% |
| All Other | 56 | 77 | -27.3% | 42 | 64 | -34.4% | 19 | 29 | -34.5% | 4 | 16 | -75.0% | 0 | 5 | -100.0% |
| Total Domestic | 200 | 219 | -8.7% | 138 | 172 | -19.8% | 74 | 95 | -22.1% | 24 | 33 | -27.3% | 6 | 12 | -50.0% |

Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------|------|----|---------|-----|----|---------|-----|----|---------|-----|----|---------|-----|----|---|
| Norway | 2 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Estonia | 1 | 1 | 0.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - |
| Italy | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - |
| Japan | 1 | 1 | 0.0% | 1 | 1 | 0.0% | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Lebanon | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Poland | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Ukraine | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| United Kingdom | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Brazil | 0 | 2 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Germany | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - |
| Ireland | 0 | 3 | -100.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Mexico | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - |
| Total Import | 9 | 9 | 0.0% | 4 | 5 | -20.0% | 4 | 3 | 33.3% | 1 | 1 | 0.0% | 0 | 0 | - |

2.6 Stout

Product Approvals



All Figures are Rolling 12 Mths

Product Approvals

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|------|-----|--------|-----|-----|--------|-----|-----|------|-----|-----|-------|-----|----|--------|
| Domestic | 805 | 905 | -11.0% | 625 | 713 | -12.3% | 362 | 361 | 0.3% | 134 | 121 | 10.7% | 30 | 30 | 0.0% |
| Import | 57 | 52 | 9.6% | 41 | 40 | 2.5% | 27 | 27 | 0.0% | 11 | 11 | 0.0% | 2 | 6 | -66.7% |
| Total COLAs | 862 | 957 | -9.9% | 666 | 753 | -11.6% | 389 | 388 | 0.3% | 145 | 132 | 9.8% | 32 | 36 | -11.1% |

Top States

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|--------------------|------|-----|--------|-----|-----|--------|-----|-----|--------|-----|-----|---------|-----|----|---------|
| California | 90 | 89 | 1.1% | 60 | 60 | 0.0% | 44 | 20 | 120.0% | 17 | 7 | 142.9% | 2 | 0 | - |
| Pennsylvania | 83 | 101 | -17.8% | 65 | 88 | -26.1% | 28 | 43 | -34.9% | 11 | 19 | -42.1% | 1 | 5 | -80.0% |
| Texas | 55 | 57 | -3.5% | 45 | 46 | -2.2% | 25 | 25 | 0.0% | 10 | 5 | 100.0% | 4 | 4 | 0.0% |
| New Jersey | 44 | 50 | -12.0% | 41 | 46 | -10.9% | 23 | 26 | -11.5% | 4 | 4 | 0.0% | 1 | 2 | -50.0% |
| Missouri | 42 | 51 | -17.6% | 31 | 39 | -20.5% | 15 | 23 | -34.8% | 6 | 11 | -45.5% | 0 | 0 | - |
| Massachusetts | 40 | 6 | 566.7% | 39 | 4 | 875.0% | 22 | 1 | >999% | 2 | 0 | - | 0 | 0 | - |
| North Carolina | 37 | 49 | -24.5% | 31 | 38 | -18.4% | 18 | 14 | 28.6% | 8 | 1 | 700.0% | 4 | 0 | - |
| New York | 36 | 49 | -26.5% | 27 | 40 | -32.5% | 16 | 19 | -15.8% | 5 | 5 | 0.0% | 2 | 3 | -33.3% |
| Oregon | 34 | 35 | -2.9% | 28 | 27 | 3.7% | 21 | 10 | 110.0% | 10 | 2 | 400.0% | 2 | 1 | 100.0% |
| Illinois | 33 | 51 | -35.3% | 22 | 41 | -46.3% | 16 | 28 | -42.9% | 7 | 17 | -58.8% | 0 | 0 | - |
| Ohio | 29 | 29 | 0.0% | 19 | 20 | -5.0% | 13 | 12 | 8.3% | 7 | 5 | 40.0% | 0 | 3 | -100.0% |
| Virginia | 27 | 39 | -30.8% | 23 | 32 | -28.1% | 12 | 14 | -14.3% | 8 | 4 | 100.0% | 3 | 1 | 200.0% |
| Wisconsin | 25 | 21 | 19.0% | 19 | 15 | 26.7% | 6 | 9 | -33.3% | 0 | 4 | -100.0% | 0 | 2 | -100.0% |
| Colorado | 21 | 25 | -16.0% | 15 | 20 | -25.0% | 11 | 16 | -31.2% | 9 | 6 | 50.0% | 4 | 1 | 300.0% |
| Georgia (US State) | 20 | 9 | 122.2% | 15 | 7 | 114.3% | 4 | 2 | 100.0% | 1 | 2 | -50.0% | 0 | 1 | -100.0% |
| All Other | 189 | 244 | -22.5% | 145 | 190 | -23.7% | 88 | 99 | -11.1% | 29 | 29 | 0.0% | 7 | 7 | 0.0% |
| Total Domestic | 805 | 905 | -11.0% | 625 | 713 | -12.3% | 362 | 361 | 0.3% | 134 | 121 | 10.7% | 30 | 30 | 0.0% |

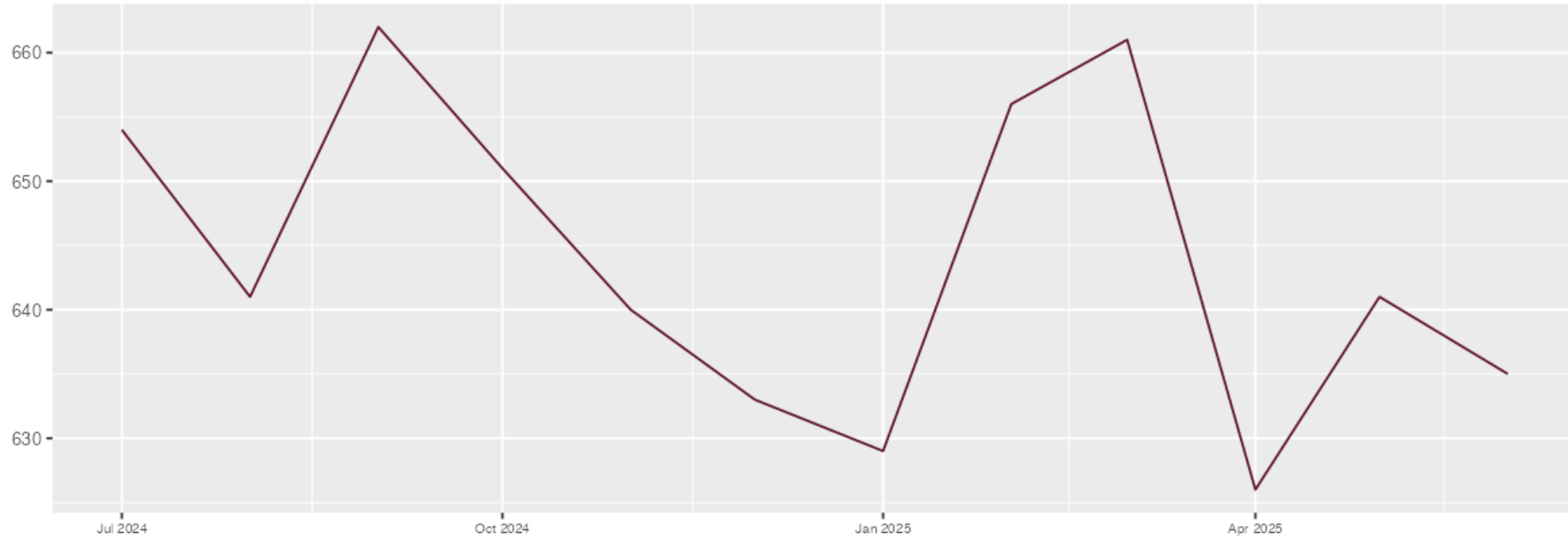
Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------|------|----|---------|-----|----|---------|-----|----|---------|-----|----|---------|-----|----|---------|
| Canada | 13 | 9 | 44.4% | 10 | 6 | 66.7% | 9 | 4 | 125.0% | 2 | 1 | 100.0% | 0 | 0 | - |
| Ireland | 11 | 13 | -15.4% | 10 | 6 | 66.7% | 4 | 4 | 0.0% | 3 | 1 | 200.0% | 0 | 0 | - |
| United Kingdom | 6 | 4 | 50.0% | 2 | 4 | -50.0% | 2 | 2 | 0.0% | 1 | 1 | 0.0% | 0 | 1 | -100.0% |
| Mexico | 5 | 4 | 25.0% | 3 | 4 | -25.0% | 3 | 1 | 200.0% | 2 | 1 | 100.0% | 1 | 0 | - |
| Japan | 3 | 2 | 50.0% | 3 | 2 | 50.0% | 3 | 1 | 200.0% | 1 | 1 | 0.0% | 0 | 1 | -100.0% |
| Armenia | 2 | 0 | - | 2 | 0 | - | 2 | 0 | - | 2 | 0 | - | 1 | 0 | - |
| Jamaica | 2 | 2 | 0.0% | 2 | 2 | 0.0% | 2 | 2 | 0.0% | 0 | 2 | -100.0% | 0 | 2 | -100.0% |
| Romania | 2 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| South Korea | 2 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Belgium | 1 | 2 | -50.0% | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Brazil | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Cameroon | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| England | 1 | 1 | 0.0% | 1 | 1 | 0.0% | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - |
| Estonia | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Greece | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Italy | 1 | 1 | 0.0% | 1 | 1 | 0.0% | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Nigeria | 1 | 7 | -85.7% | 0 | 7 | -100.0% | 0 | 6 | -100.0% | 0 | 2 | -100.0% | 0 | 2 | -100.0% |
| Norway | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Spain | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Ukraine | 1 | 3 | -66.7% | 1 | 3 | -66.7% | 0 | 3 | -100.0% | 0 | 0 | - | 0 | 0 | - |
| All Other | 0 | 4 | -100.0% | 0 | 4 | -100.0% | 0 | 3 | -100.0% | 0 | 2 | -100.0% | 0 | 0 | - |
| Total Import | 57 | 52 | 9.6% | 41 | 40 | 2.5% | 27 | 27 | 0.0% | 11 | 11 | 0.0% | 2 | 6 | -66.7% |

3 Spirits - COLAs by Class/Type

3.1 Agave

Product Approvals



All Figures are Rolling 12 Mths

Product Approvals

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|------|-----|-------|-----|-----|-------|-----|-----|------|-----|-----|--------|-----|----|--------|
| Domestic | 146 | 142 | 2.8% | 118 | 119 | -0.8% | 81 | 81 | 0.0% | 32 | 49 | -34.7% | 3 | 8 | -62.5% |
| Import | 489 | 538 | -9.1% | 332 | 358 | -7.3% | 228 | 226 | 0.9% | 134 | 143 | -6.3% | 39 | 40 | -2.5% |
| Total COLAs | 635 | 680 | -6.6% | 450 | 477 | -5.7% | 309 | 307 | 0.7% | 166 | 192 | -13.5% | 42 | 48 | -12.5% |

Top States

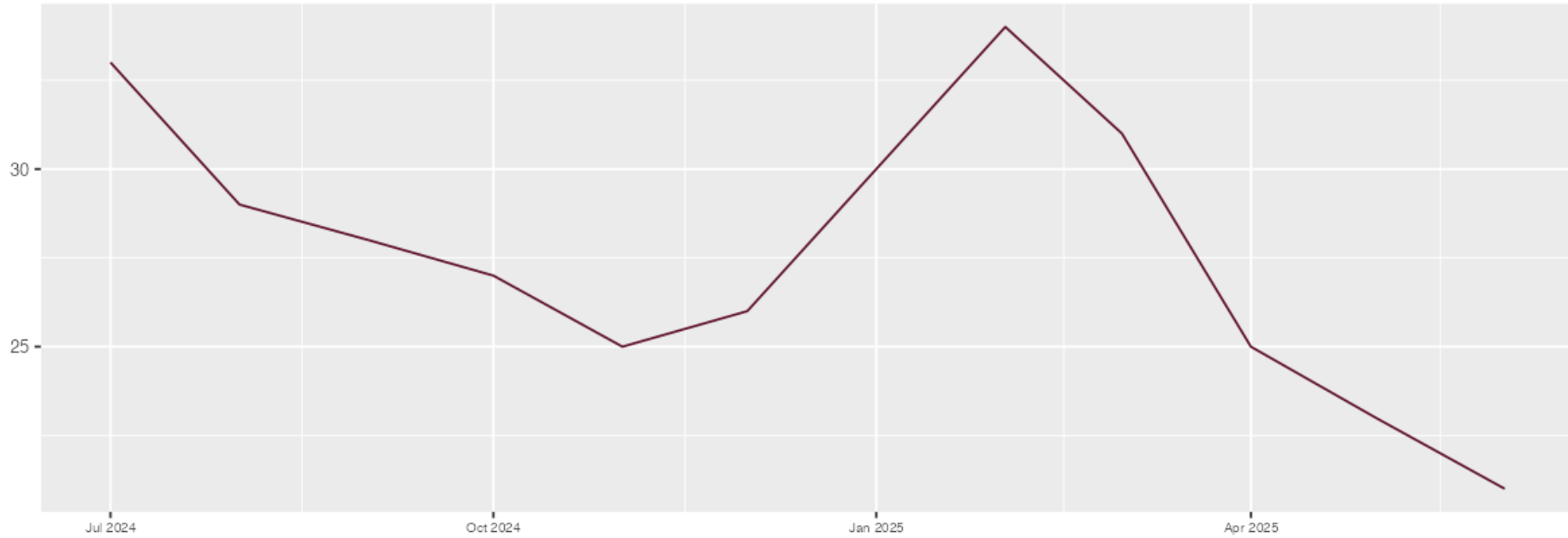
| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------|------|-----|--------|-----|-----|--------|-----|----|---------|-----|----|---------|-----|----|---------|
| Michigan | 18 | 17 | 5.9% | 15 | 14 | 7.1% | 13 | 11 | 18.2% | 7 | 5 | 40.0% | 1 | 2 | -50.0% |
| Colorado | 15 | 4 | 275.0% | 12 | 2 | 500.0% | 8 | 2 | 300.0% | 2 | 2 | 0.0% | 0 | 0 | - |
| Florida | 15 | 13 | 15.4% | 15 | 10 | 50.0% | 9 | 6 | 50.0% | 4 | 4 | 0.0% | 1 | 1 | 0.0% |
| Texas | 12 | 6 | 100.0% | 11 | 5 | 120.0% | 9 | 4 | 125.0% | 2 | 3 | -33.3% | 1 | 2 | -50.0% |
| California | 10 | 23 | -56.5% | 6 | 19 | -68.4% | 1 | 15 | -93.3% | 0 | 11 | -100.0% | 0 | 0 | - |
| Ohio | 8 | 5 | 60.0% | 7 | 5 | 40.0% | 5 | 3 | 66.7% | 2 | 1 | 100.0% | 0 | 0 | - |
| Pennsylvania | 8 | 21 | -61.9% | 5 | 21 | -76.2% | 4 | 11 | -63.6% | 1 | 9 | -88.9% | 0 | 0 | - |
| Kentucky | 7 | 0 | - | 4 | 0 | - | 4 | 0 | - | 1 | 0 | - | 0 | 0 | - |
| Maryland | 7 | 1 | 600.0% | 7 | 1 | 600.0% | 4 | 0 | - | 1 | 0 | - | 0 | 0 | - |
| Missouri | 6 | 1 | 500.0% | 2 | 1 | 100.0% | 1 | 1 | 0.0% | 1 | 0 | - | 0 | 0 | - |
| Wyoming | 6 | 3 | 100.0% | 6 | 3 | 100.0% | 3 | 0 | - | 3 | 0 | - | 0 | 0 | - |
| New York | 5 | 1 | 400.0% | 4 | 1 | 300.0% | 4 | 0 | - | 2 | 0 | - | 0 | 0 | - |
| New Mexico | 4 | 4 | 0.0% | 4 | 3 | 33.3% | 3 | 3 | 0.0% | 1 | 3 | -66.7% | 0 | 0 | - |
| North Carolina | 4 | 0 | - | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Alabama | 3 | 1 | 200.0% | 3 | 0 | - | 2 | 0 | - | 2 | 0 | - | 0 | 0 | - |
| Hawaii | 3 | 1 | 200.0% | 3 | 1 | 200.0% | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - |
| All Other | 15 | 41 | -63.4% | 13 | 33 | -60.6% | 10 | 24 | -58.3% | 3 | 11 | -72.7% | 0 | 3 | -100.0% |
| Total Domestic | 146 | 142 | 2.8% | 118 | 119 | -0.8% | 81 | 81 | 0.0% | 32 | 49 | -34.7% | 3 | 8 | -62.5% |

Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------------------|------|-----|---------|-----|-----|---------|-----|-----|---------|-----|-----|---------|-----|----|---------|
| Mexico | 483 | 526 | -8.2% | 327 | 351 | -6.8% | 226 | 220 | 2.7% | 132 | 139 | -5.0% | 38 | 38 | 0.0% |
| Venezuela | 4 | 3 | 33.3% | 3 | 3 | 0.0% | 1 | 3 | -66.7% | 1 | 2 | -50.0% | 0 | 2 | -100.0% |
| Ecuador | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Israel | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - |
| Canada | 0 | 4 | -100.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Colombia | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| New Zealand | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - |
| Peru | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| South Africa (Union Of) | 0 | 2 | -100.0% | 0 | 2 | -100.0% | 0 | 2 | -100.0% | 0 | 2 | -100.0% | 0 | 0 | - |
| Total Import | 489 | 538 | -9.1% | 332 | 358 | -7.3% | 228 | 226 | 0.9% | 134 | 143 | -6.3% | 39 | 40 | -2.5% |

3.2 Brandy - Flavored

Product Approvals



All Figures are Rolling 12 Mths

Product Approvals

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|------|----|--------|-----|----|--------|-----|----|---------|-----|----|---------|-----|----|---------|
| Domestic | 17 | 22 | -22.7% | 14 | 16 | -12.5% | 13 | 13 | 0.0% | 2 | 8 | -75.0% | 0 | 1 | -100.0% |
| Import | 4 | 10 | -60.0% | 1 | 6 | -83.3% | 0 | 5 | -100.0% | 0 | 4 | -100.0% | 0 | 1 | -100.0% |
| Total COLAs | 21 | 32 | -34.4% | 15 | 22 | -31.8% | 13 | 18 | -27.8% | 2 | 12 | -83.3% | 0 | 2 | -100.0% |

Top States

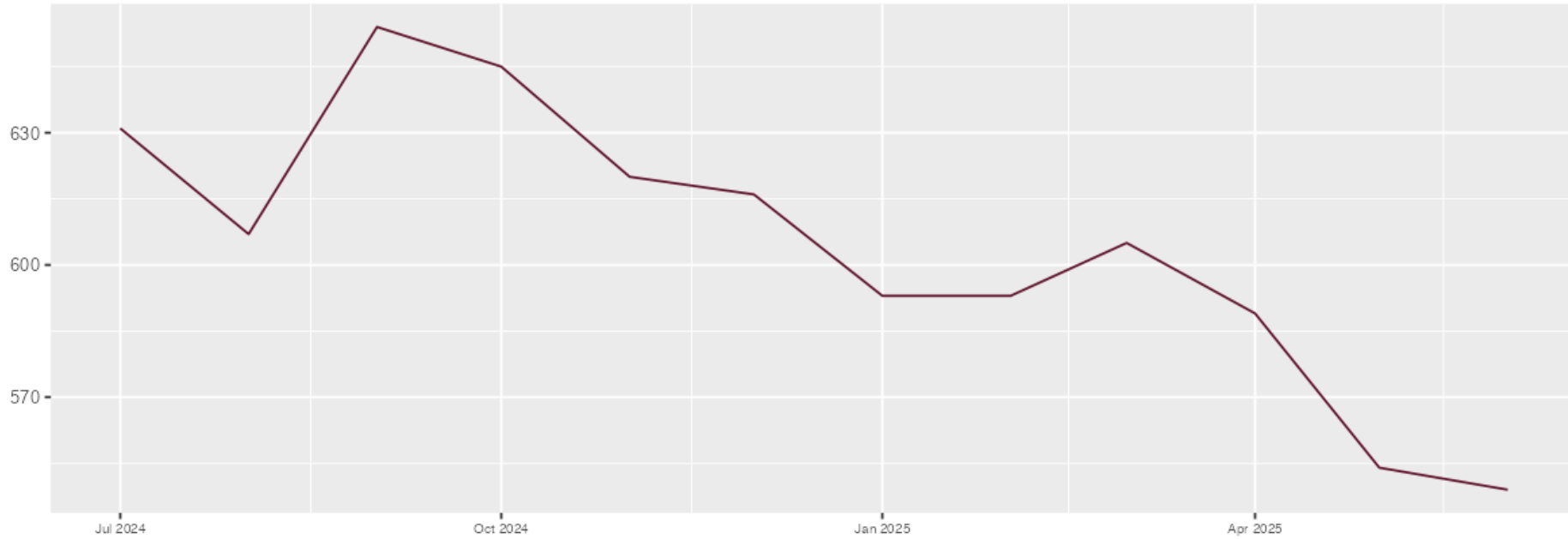
| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------|------|----|---------|-----|----|---------|-----|----|---------|-----|----|---------|-----|----|---------|
| Minnesota | 5 | 5 | 0.0% | 4 | 2 | 100.0% | 4 | 2 | 100.0% | 0 | 2 | -100.0% | 0 | 0 | - |
| California | 4 | 1 | 300.0% | 3 | 1 | 200.0% | 3 | 1 | 200.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% |
| New York | 4 | 2 | 100.0% | 4 | 2 | 100.0% | 4 | 1 | 300.0% | 2 | 0 | - | 0 | 0 | - |
| Oregon | 2 | 1 | 100.0% | 2 | 1 | 100.0% | 1 | 1 | 0.0% | 0 | 1 | -100.0% | 0 | 0 | - |
| Maryland | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Wisconsin | 1 | 2 | -50.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - |
| Florida | 0 | 2 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - |
| Massachusetts | 0 | 3 | -100.0% | 0 | 3 | -100.0% | 0 | 3 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - |
| Montana | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| New Hampshire | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| North Carolina | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Pennsylvania | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - |
| Washington | 0 | 2 | -100.0% | 0 | 2 | -100.0% | 0 | 2 | -100.0% | 0 | 0 | - | 0 | 0 | - |
| Total Domestic | 17 | 22 | -22.7% | 14 | 16 | -12.5% | 13 | 13 | 0.0% | 2 | 8 | -75.0% | 0 | 1 | -100.0% |

Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-----------------|------|----|---------|-----|----|---------|-----|----|---------|-----|----|---------|-----|----|---------|
| Serbia | 3 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Slovak Republic | 1 | 1 | 0.0% | 1 | 1 | 0.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% |
| Armenia | 0 | 4 | -100.0% | 0 | 4 | -100.0% | 0 | 4 | -100.0% | 0 | 3 | -100.0% | 0 | 0 | - |
| Bulgaria | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| France | 0 | 2 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Italy | 0 | 2 | -100.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Total Import | 4 | 10 | -60.0% | 1 | 6 | -83.3% | 0 | 5 | -100.0% | 0 | 4 | -100.0% | 0 | 1 | -100.0% |

3.3 Brandy

Product Approvals



All Figures are Rolling 12 Mths

Product Approvals

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|------|-----|--------|-----|-----|--------|-----|-----|--------|-----|-----|--------|-----|----|--------|
| Domestic | 226 | 240 | -5.8% | 138 | 180 | -23.3% | 80 | 107 | -25.2% | 46 | 52 | -11.5% | 14 | 9 | 55.6% |
| Import | 323 | 393 | -17.8% | 220 | 283 | -22.3% | 161 | 201 | -19.9% | 87 | 137 | -36.5% | 26 | 36 | -27.8% |
| Total COLAs | 549 | 633 | -13.3% | 358 | 463 | -22.7% | 241 | 308 | -21.8% | 133 | 189 | -29.6% | 40 | 45 | -11.1% |

Top States

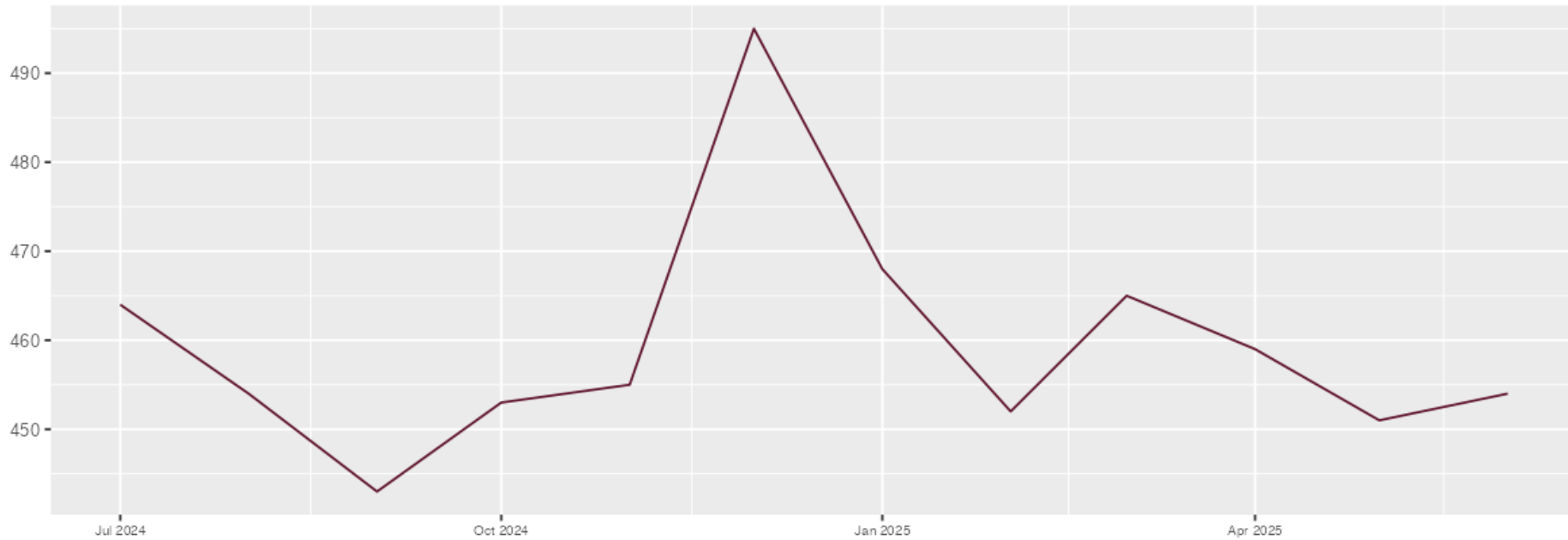
| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|--------------------|------|-----|--------|-----|-----|---------|-----|-----|---------|-----|----|---------|-----|----|---------|
| California | 33 | 46 | -28.3% | 19 | 37 | -48.6% | 9 | 24 | -62.5% | 3 | 15 | -80.0% | 0 | 1 | -100.0% |
| Kentucky | 25 | 4 | 525.0% | 10 | 3 | 233.3% | 8 | 1 | 700.0% | 6 | 0 | - | 2 | 0 | - |
| Pennsylvania | 19 | 5 | 280.0% | 14 | 5 | 180.0% | 1 | 3 | -66.7% | 0 | 2 | -100.0% | 0 | 1 | -100.0% |
| Wisconsin | 19 | 20 | -5.0% | 12 | 15 | -20.0% | 10 | 8 | 25.0% | 5 | 2 | 150.0% | 1 | 1 | 0.0% |
| New York | 13 | 19 | -31.6% | 8 | 17 | -52.9% | 5 | 13 | -61.5% | 2 | 4 | -50.0% | 1 | 2 | -50.0% |
| Oregon | 13 | 14 | -7.1% | 12 | 7 | 71.4% | 8 | 2 | 300.0% | 7 | 0 | - | 1 | 0 | - |
| North Carolina | 11 | 3 | 266.7% | 4 | 2 | 100.0% | 4 | 1 | 300.0% | 4 | 1 | 300.0% | 1 | 1 | 0.0% |
| Michigan | 8 | 7 | 14.3% | 6 | 6 | 0.0% | 5 | 4 | 25.0% | 2 | 4 | -50.0% | 1 | 0 | - |
| New Jersey | 8 | 3 | 166.7% | 5 | 3 | 66.7% | 3 | 1 | 200.0% | 3 | 1 | 200.0% | 1 | 0 | - |
| Georgia (US State) | 7 | 4 | 75.0% | 1 | 3 | -66.7% | 1 | 2 | -50.0% | 1 | 1 | 0.0% | 1 | 0 | - |
| Tennessee | 6 | 3 | 100.0% | 5 | 1 | 400.0% | 2 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Maryland | 5 | 4 | 25.0% | 3 | 3 | 0.0% | 2 | 0 | - | 2 | 0 | - | 0 | 0 | - |
| Virginia | 5 | 5 | 0.0% | 4 | 3 | 33.3% | 2 | 1 | 100.0% | 1 | 1 | 0.0% | 0 | 0 | - |
| Washington | 5 | 12 | -58.3% | 4 | 10 | -60.0% | 2 | 7 | -71.4% | 1 | 3 | -66.7% | 1 | 1 | 0.0% |
| Colorado | 4 | 2 | 100.0% | 2 | 2 | 0.0% | 2 | 0 | - | 2 | 0 | - | 1 | 0 | - |
| Connecticut | 4 | 1 | 300.0% | 4 | 1 | 300.0% | 4 | 1 | 300.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% |
| Ohio | 4 | 6 | -33.3% | 0 | 5 | -100.0% | 0 | 5 | -100.0% | 0 | 3 | -100.0% | 0 | 0 | - |
| All Other | 37 | 82 | -54.9% | 25 | 57 | -56.1% | 12 | 34 | -64.7% | 7 | 14 | -50.0% | 3 | 1 | 200.0% |
| Total Domestic | 226 | 240 | -5.8% | 138 | 180 | -23.3% | 80 | 107 | -25.2% | 46 | 52 | -11.5% | 14 | 9 | 55.6% |

Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------------------|------|-----|--------|-----|-----|--------|-----|-----|---------|-----|-----|---------|-----|----|---------|
| France | 67 | 82 | -18.3% | 42 | 52 | -19.2% | 32 | 33 | -3.0% | 13 | 17 | -23.5% | 6 | 5 | 20.0% |
| Moldova | 31 | 15 | 106.7% | 11 | 9 | 22.2% | 6 | 9 | -33.3% | 5 | 2 | 150.0% | 0 | 0 | - |
| Peru | 29 | 46 | -37.0% | 25 | 22 | 13.6% | 20 | 5 | 300.0% | 13 | 2 | 550.0% | 2 | 0 | - |
| Armenia | 27 | 57 | -52.6% | 20 | 47 | -57.4% | 10 | 45 | -77.8% | 7 | 40 | -82.5% | 3 | 4 | -25.0% |
| Georgia (Country) | 25 | 20 | 25.0% | 11 | 11 | 0.0% | 10 | 9 | 11.1% | 1 | 8 | -87.5% | 0 | 2 | -100.0% |
| Italy | 25 | 38 | -34.2% | 24 | 29 | -17.2% | 21 | 23 | -8.7% | 16 | 11 | 45.5% | 2 | 5 | -60.0% |
| Spain | 22 | 21 | 4.8% | 17 | 21 | -19.0% | 9 | 12 | -25.0% | 4 | 7 | -42.9% | 2 | 1 | 100.0% |
| Serbia | 14 | 17 | -17.6% | 1 | 12 | -91.7% | 1 | 6 | -83.3% | 1 | 5 | -80.0% | 1 | 4 | -75.0% |
| South Africa (Union Of) | 13 | 17 | -23.5% | 13 | 13 | 0.0% | 12 | 10 | 20.0% | 11 | 7 | 57.1% | 1 | 1 | 0.0% |
| Chile | 11 | 16 | -31.2% | 11 | 14 | -21.4% | 9 | 13 | -30.8% | 1 | 12 | -91.7% | 1 | 2 | -50.0% |
| Greece | 6 | 4 | 50.0% | 5 | 2 | 150.0% | 5 | 2 | 150.0% | 5 | 2 | 150.0% | 5 | 0 | - |
| Slovak Republic | 6 | 4 | 50.0% | 6 | 4 | 50.0% | 0 | 4 | -100.0% | 0 | 4 | -100.0% | 0 | 4 | -100.0% |
| Bulgaria | 5 | 12 | -58.3% | 1 | 12 | -91.7% | 1 | 6 | -83.3% | 0 | 2 | -100.0% | 0 | 0 | - |
| Canada | 5 | 0 | - | 5 | 0 | - | 2 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| North Macedonia | 5 | 4 | 25.0% | 5 | 2 | 150.0% | 5 | 0 | - | 1 | 0 | - | 0 | 0 | - |
| All Other | 32 | 40 | -20.0% | 23 | 33 | -30.3% | 18 | 24 | -25.0% | 9 | 18 | -50.0% | 3 | 8 | -62.5% |
| Total Import | 323 | 393 | -17.8% | 220 | 283 | -22.3% | 161 | 201 | -19.9% | 87 | 137 | -36.5% | 26 | 36 | -27.8% |

3.4 Cognac/Armagnac

Product Approvals



All Figures are Rolling 12 Mths

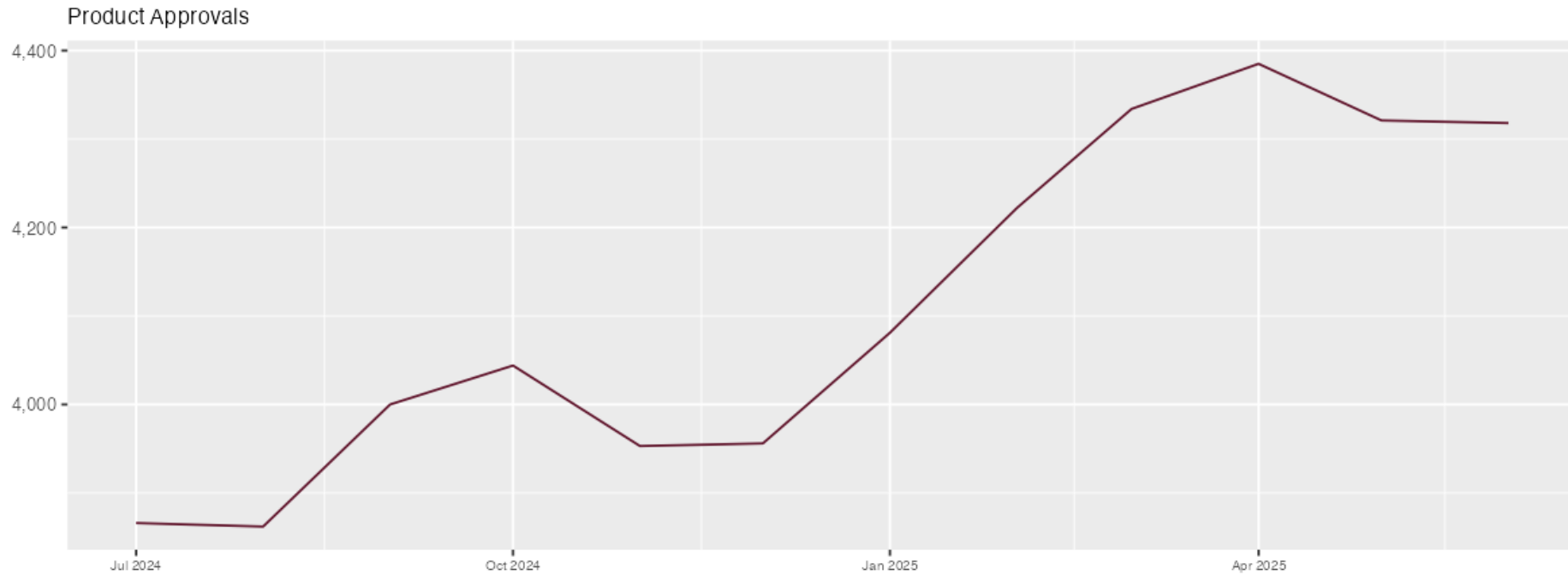
Product Approvals

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|------|-----|-------|-----|-----|------|-----|-----|--------|-----|-----|-------|-----|----|-------|
| Import | 454 | 463 | -1.9% | 321 | 310 | 3.5% | 192 | 233 | -17.6% | 115 | 126 | -8.7% | 32 | 29 | 10.3% |
| Total COLAs | 454 | 463 | -1.9% | 321 | 310 | 3.5% | 192 | 233 | -17.6% | 115 | 126 | -8.7% | 32 | 29 | 10.3% |

Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|--------------|------|-----|--------|-----|-----|---------|-----|-----|---------|-----|-----|---------|-----|----|-------|
| France | 453 | 461 | -1.7% | 321 | 309 | 3.9% | 192 | 232 | -17.2% | 115 | 125 | -8.0% | 32 | 29 | 10.3% |
| Mexico | 1 | 2 | -50.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - |
| Total Import | 454 | 463 | -1.9% | 321 | 310 | 3.5% | 192 | 233 | -17.6% | 115 | 126 | -8.7% | 32 | 29 | 10.3% |

3.5 Cordials/Liqueurs



All Figures are Rolling 12 Mths

Product Approvals

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|-----|-----|-------|
| Domestic | 2,754 | 2,403 | 14.6% | 2,085 | 1,819 | 14.6% | 1,508 | 1,152 | 30.9% | 731 | 687 | 6.4% | 198 | 191 | 3.7% |
| Import | 1,564 | 1,509 | 3.6% | 1,138 | 1,086 | 4.8% | 744 | 738 | 0.8% | 389 | 449 | -13.4% | 105 | 115 | -8.7% |
| Total COLAs | 4,318 | 3,912 | 10.4% | 3,223 | 2,905 | 10.9% | 2,252 | 1,890 | 19.2% | 1,120 | 1,136 | -1.4% | 303 | 306 | -1.0% |

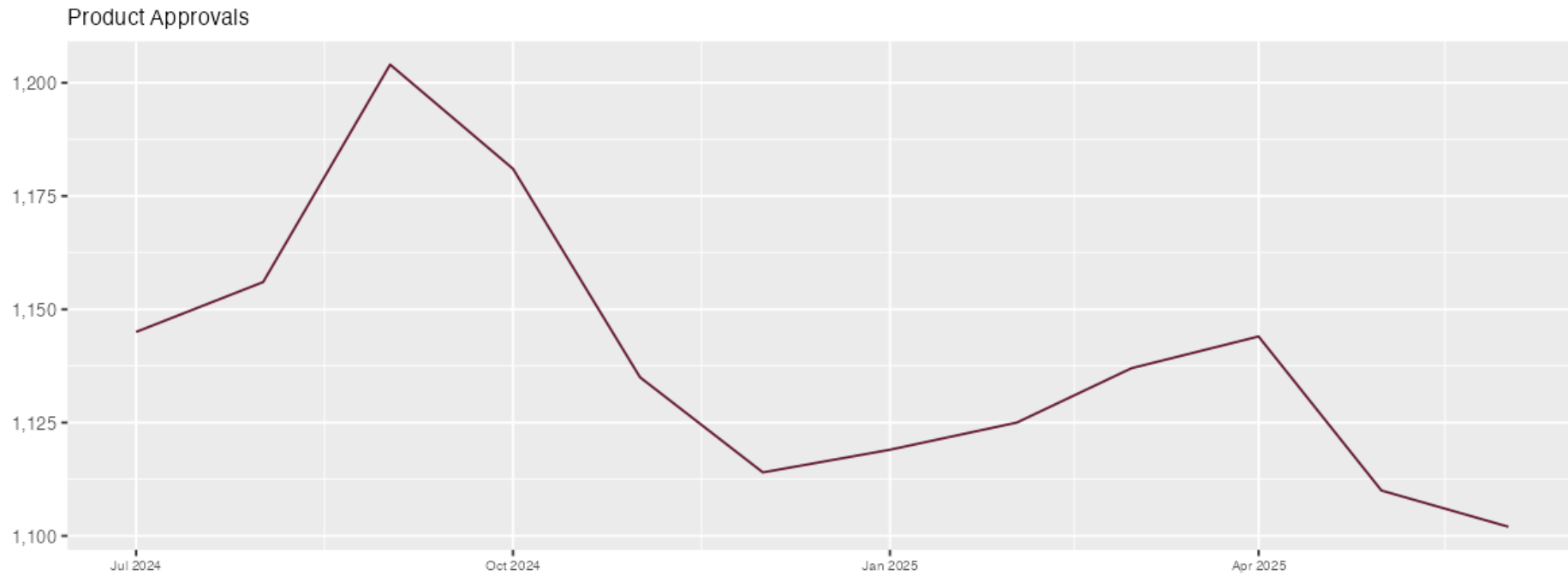
Top States

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------|-------|-------|--------|-------|-------|--------|-------|-------|--------|-----|-----|--------|-----|-----|--------|
| Tennessee | 195 | 127 | 53.5% | 157 | 106 | 48.1% | 141 | 78 | 80.8% | 77 | 56 | 37.5% | 12 | 22 | -45.5% |
| Pennsylvania | 194 | 193 | 0.5% | 151 | 131 | 15.3% | 104 | 86 | 20.9% | 43 | 48 | -10.4% | 17 | 12 | 41.7% |
| California | 189 | 267 | -29.2% | 143 | 198 | -27.8% | 99 | 107 | -7.5% | 62 | 42 | 47.6% | 17 | 6 | 183.3% |
| Minnesota | 177 | 100 | 77.0% | 139 | 73 | 90.4% | 83 | 37 | 124.3% | 42 | 21 | 100.0% | 10 | 2 | 400.0% |
| New York | 148 | 170 | -12.9% | 127 | 133 | -4.5% | 82 | 82 | 0.0% | 36 | 38 | -5.3% | 10 | 5 | 100.0% |
| Kentucky | 144 | 113 | 27.4% | 110 | 83 | 32.5% | 74 | 47 | 57.4% | 41 | 33 | 24.2% | 7 | 9 | -22.2% |
| Florida | 137 | 120 | 14.2% | 82 | 98 | -16.3% | 54 | 78 | -30.8% | 27 | 48 | -43.8% | 8 | 27 | -70.4% |
| North Carolina | 122 | 48 | 154.2% | 89 | 43 | 107.0% | 63 | 32 | 96.9% | 26 | 17 | 52.9% | 13 | 3 | 333.3% |
| Alabama | 101 | 8 | >999% | 101 | 6 | >999% | 100 | 4 | >999% | 13 | 4 | 225.0% | 12 | 0 | - |
| Texas | 101 | 73 | 38.4% | 76 | 65 | 16.9% | 59 | 39 | 51.3% | 41 | 23 | 78.3% | 10 | 4 | 150.0% |
| Michigan | 98 | 89 | 10.1% | 66 | 62 | 6.5% | 37 | 32 | 15.6% | 18 | 21 | -14.3% | 8 | 2 | 300.0% |
| Wisconsin | 96 | 113 | -15.0% | 74 | 76 | -2.6% | 51 | 50 | 2.0% | 30 | 26 | 15.4% | 3 | 8 | -62.5% |
| Missouri | 89 | 62 | 43.5% | 57 | 53 | 7.5% | 49 | 41 | 19.5% | 29 | 32 | -9.4% | 10 | 23 | -56.5% |
| Indiana | 78 | 57 | 36.8% | 64 | 42 | 52.4% | 39 | 28 | 39.3% | 20 | 19 | 5.3% | 1 | 7 | -85.7% |
| Washington | 73 | 41 | 78.0% | 62 | 28 | 121.4% | 46 | 20 | 130.0% | 20 | 17 | 17.6% | 4 | 5 | -20.0% |
| All Other | 812 | 822 | -1.2% | 587 | 622 | -5.6% | 427 | 391 | 9.2% | 206 | 242 | -14.9% | 56 | 56 | 0.0% |
| Total Domestic | 2,754 | 2,403 | 14.6% | 2,085 | 1,819 | 14.6% | 1,508 | 1,152 | 30.9% | 731 | 687 | 6.4% | 198 | 191 | 3.7% |

Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------------|-------|-------|--------|-------|-------|--------|-----|-----|--------|-----|-----|---------|-----|-----|---------|
| Mexico | 407 | 359 | 13.4% | 304 | 228 | 33.3% | 184 | 154 | 19.5% | 108 | 99 | 9.1% | 36 | 24 | 50.0% |
| Italy | 233 | 223 | 4.5% | 175 | 163 | 7.4% | 130 | 124 | 4.8% | 81 | 66 | 22.7% | 6 | 15 | -60.0% |
| South Korea | 188 | 160 | 17.5% | 138 | 122 | 13.1% | 86 | 103 | -16.5% | 25 | 65 | -61.5% | 5 | 12 | -58.3% |
| China | 150 | 59 | 154.2% | 117 | 53 | 120.8% | 96 | 41 | 134.1% | 63 | 30 | 110.0% | 21 | 13 | 61.5% |
| Japan | 119 | 134 | -11.2% | 67 | 113 | -40.7% | 41 | 79 | -48.1% | 17 | 48 | -64.6% | 7 | 15 | -53.3% |
| France | 96 | 158 | -39.2% | 76 | 112 | -32.1% | 42 | 75 | -44.0% | 16 | 35 | -54.3% | 4 | 6 | -33.3% |
| Ireland | 60 | 29 | 106.9% | 38 | 22 | 72.7% | 17 | 17 | 0.0% | 9 | 11 | -18.2% | 6 | 6 | 0.0% |
| Canada | 47 | 56 | -16.1% | 37 | 36 | 2.8% | 23 | 27 | -14.8% | 9 | 20 | -55.0% | 1 | 2 | -50.0% |
| Spain | 24 | 34 | -29.4% | 21 | 28 | -25.0% | 16 | 14 | 14.3% | 11 | 6 | 83.3% | 1 | 0 | - |
| New Zealand | 20 | 15 | 33.3% | 9 | 12 | -25.0% | 2 | 1 | 100.0% | 1 | 0 | - | 1 | 0 | - |
| Netherlands | 14 | 23 | -39.1% | 10 | 17 | -41.2% | 9 | 8 | 12.5% | 5 | 6 | -16.7% | 4 | 1 | 300.0% |
| Brazil | 12 | 8 | 50.0% | 10 | 6 | 66.7% | 1 | 1 | 0.0% | 1 | 1 | 0.0% | 0 | 1 | -100.0% |
| Georgia (Country) | 12 | 9 | 33.3% | 8 | 6 | 33.3% | 7 | 2 | 250.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% |
| Greece | 12 | 23 | -47.8% | 9 | 14 | -35.7% | 8 | 12 | -33.3% | 6 | 9 | -33.3% | 0 | 3 | -100.0% |
| Germany | 11 | 17 | -35.3% | 9 | 10 | -10.0% | 6 | 5 | 20.0% | 3 | 3 | 0.0% | 2 | 1 | 100.0% |
| All Other | 159 | 202 | -21.3% | 110 | 144 | -23.6% | 76 | 75 | 1.3% | 34 | 49 | -30.6% | 11 | 15 | -26.7% |
| Total Import | 1,564 | 1,509 | 3.6% | 1,138 | 1,086 | 4.8% | 744 | 738 | 0.8% | 389 | 449 | -13.4% | 105 | 115 | -8.7% |

3.6 Gin



All Figures are Rolling 12 Mths

Product Approvals

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|-------|-------|--------|-----|-----|--------|-----|-----|--------|-----|-----|--------|-----|----|--------|
| Domestic | 846 | 810 | 4.4% | 616 | 648 | -4.9% | 441 | 405 | 8.9% | 227 | 226 | 0.4% | 59 | 57 | 3.5% |
| Import | 256 | 339 | -24.5% | 183 | 253 | -27.7% | 123 | 171 | -28.1% | 66 | 102 | -35.3% | 16 | 26 | -38.5% |
| Total COLAs | 1,102 | 1,149 | -4.1% | 799 | 901 | -11.3% | 564 | 576 | -2.1% | 293 | 328 | -10.7% | 75 | 83 | -9.6% |

Top States

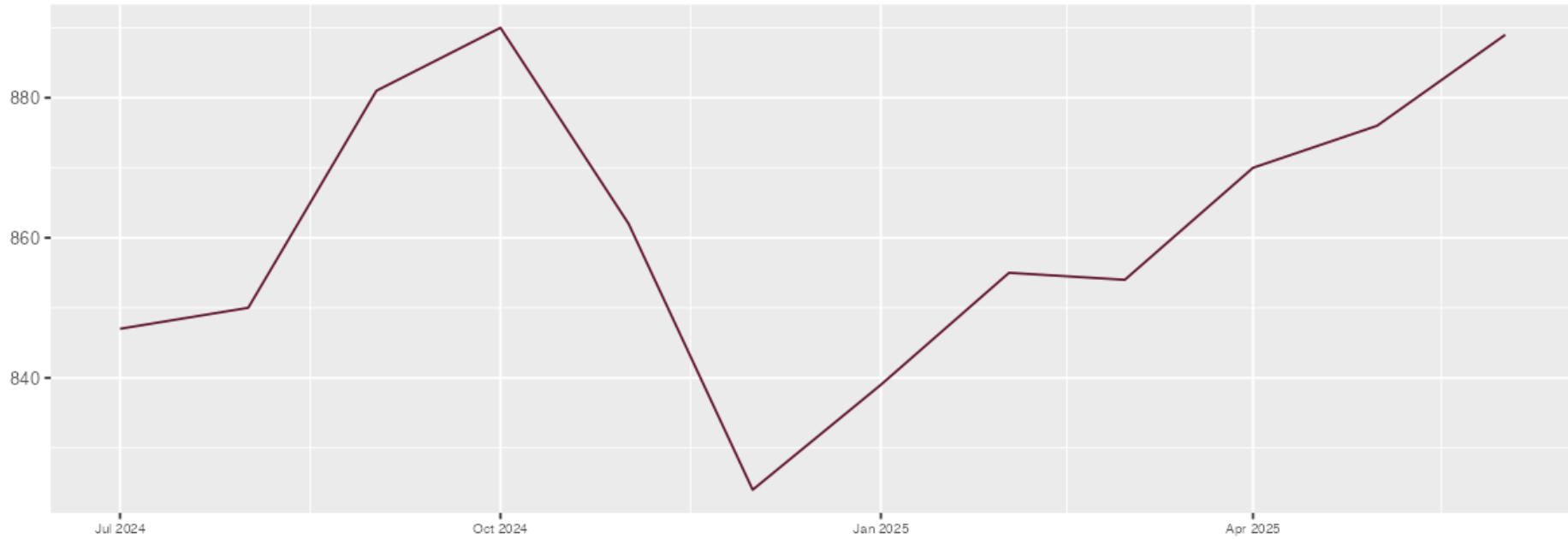
| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|--------------------|------|-----|--------|-----|-----|--------|-----|-----|--------|-----|-----|--------|-----|----|---------|
| Michigan | 74 | 76 | -2.6% | 49 | 59 | -16.9% | 37 | 37 | 0.0% | 20 | 21 | -4.8% | 3 | 9 | -66.7% |
| California | 60 | 111 | -45.9% | 48 | 83 | -42.2% | 32 | 52 | -38.5% | 12 | 26 | -53.8% | 2 | 8 | -75.0% |
| Illinois | 56 | 35 | 60.0% | 38 | 27 | 40.7% | 23 | 19 | 21.1% | 13 | 9 | 44.4% | 6 | 4 | 50.0% |
| Kentucky | 50 | 27 | 85.2% | 42 | 25 | 68.0% | 30 | 17 | 76.5% | 20 | 10 | 100.0% | 5 | 5 | 0.0% |
| Washington | 47 | 36 | 30.6% | 33 | 25 | 32.0% | 25 | 13 | 92.3% | 12 | 12 | 0.0% | 4 | 3 | 33.3% |
| Colorado | 44 | 25 | 76.0% | 32 | 22 | 45.5% | 22 | 15 | 46.7% | 14 | 8 | 75.0% | 2 | 2 | 0.0% |
| Texas | 44 | 49 | -10.2% | 29 | 40 | -27.5% | 19 | 21 | -9.5% | 9 | 12 | -25.0% | 2 | 3 | -33.3% |
| Pennsylvania | 39 | 39 | 0.0% | 28 | 25 | 12.0% | 20 | 16 | 25.0% | 7 | 7 | 0.0% | 0 | 1 | -100.0% |
| New York | 34 | 55 | -38.2% | 17 | 44 | -61.4% | 12 | 23 | -47.8% | 6 | 16 | -62.5% | 3 | 8 | -62.5% |
| Florida | 32 | 29 | 10.3% | 25 | 24 | 4.2% | 19 | 14 | 35.7% | 10 | 5 | 100.0% | 4 | 2 | 100.0% |
| Wisconsin | 30 | 17 | 76.5% | 22 | 15 | 46.7% | 18 | 12 | 50.0% | 12 | 5 | 140.0% | 2 | 1 | 100.0% |
| Vermont | 27 | 9 | 200.0% | 23 | 4 | 475.0% | 17 | 3 | 466.7% | 7 | 3 | 133.3% | 0 | 0 | - |
| Georgia (US State) | 24 | 17 | 41.2% | 17 | 16 | 6.2% | 14 | 13 | 7.7% | 9 | 5 | 80.0% | 3 | 2 | 50.0% |
| Tennessee | 21 | 22 | -4.5% | 11 | 17 | -35.3% | 9 | 13 | -30.8% | 6 | 4 | 50.0% | 0 | 1 | -100.0% |
| Missouri | 20 | 11 | 81.8% | 13 | 11 | 18.2% | 8 | 7 | 14.3% | 6 | 4 | 50.0% | 3 | 1 | 200.0% |
| All Other | 244 | 252 | -3.2% | 189 | 211 | -10.4% | 136 | 130 | 4.6% | 64 | 79 | -19.0% | 20 | 7 | 185.7% |
| Total Domestic | 846 | 810 | 4.4% | 616 | 648 | -4.9% | 441 | 405 | 8.9% | 227 | 226 | 0.4% | 59 | 57 | 3.5% |

Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------|------|-----|--------|-----|-----|--------|-----|-----|--------|-----|-----|--------|-----|----|---------|
| Italy | 32 | 55 | -41.8% | 19 | 43 | -55.8% | 15 | 30 | -50.0% | 9 | 13 | -30.8% | 1 | 4 | -75.0% |
| France | 27 | 27 | 0.0% | 20 | 20 | 0.0% | 11 | 11 | 0.0% | 6 | 7 | -14.3% | 1 | 1 | 0.0% |
| Spain | 17 | 13 | 30.8% | 13 | 10 | 30.0% | 5 | 7 | -28.6% | 2 | 3 | -33.3% | 0 | 0 | - |
| Canada | 15 | 19 | -21.1% | 10 | 19 | -47.4% | 9 | 13 | -30.8% | 7 | 6 | 16.7% | 2 | 1 | 100.0% |
| England | 14 | 19 | -26.3% | 13 | 16 | -18.8% | 5 | 9 | -44.4% | 2 | 3 | -33.3% | 1 | 1 | 0.0% |
| Japan | 14 | 16 | -12.5% | 12 | 11 | 9.1% | 7 | 8 | -12.5% | 1 | 7 | -85.7% | 1 | 0 | - |
| Scotland | 13 | 28 | -53.6% | 8 | 18 | -55.6% | 8 | 7 | 14.3% | 2 | 6 | -66.7% | 1 | 1 | 0.0% |
| United Kingdom | 12 | 19 | -36.8% | 6 | 12 | -50.0% | 5 | 12 | -58.3% | 1 | 11 | -90.9% | 0 | 2 | -100.0% |
| Ireland | 9 | 11 | -18.2% | 9 | 8 | 12.5% | 8 | 6 | 33.3% | 6 | 4 | 50.0% | 1 | 0 | - |
| Australia | 8 | 3 | 166.7% | 5 | 3 | 66.7% | 3 | 1 | 200.0% | 1 | 0 | - | 0 | 0 | - |
| China | 8 | 0 | - | 7 | 0 | - | 5 | 0 | - | 2 | 0 | - | 0 | 0 | - |
| Mexico | 8 | 23 | -65.2% | 6 | 20 | -70.0% | 2 | 13 | -84.6% | 2 | 11 | -81.8% | 1 | 3 | -66.7% |
| Great Britain | 7 | 4 | 75.0% | 7 | 4 | 75.0% | 5 | 0 | - | 1 | 0 | - | 1 | 0 | - |
| New Zealand | 7 | 5 | 40.0% | 5 | 5 | 0.0% | 4 | 5 | -20.0% | 4 | 4 | 0.0% | 0 | 3 | -100.0% |
| Germany | 6 | 6 | 0.0% | 5 | 4 | 25.0% | 5 | 3 | 66.7% | 4 | 2 | 100.0% | 1 | 1 | 0.0% |
| All Other | 59 | 91 | -35.2% | 38 | 60 | -36.7% | 26 | 46 | -43.5% | 16 | 25 | -36.0% | 5 | 9 | -44.4% |
| Total Import | 256 | 339 | -24.5% | 183 | 253 | -27.7% | 123 | 171 | -28.1% | 66 | 102 | -35.3% | 16 | 26 | -38.5% |

3.7 Mezcal

Product Approvals



All Figures are Rolling 12 Mths

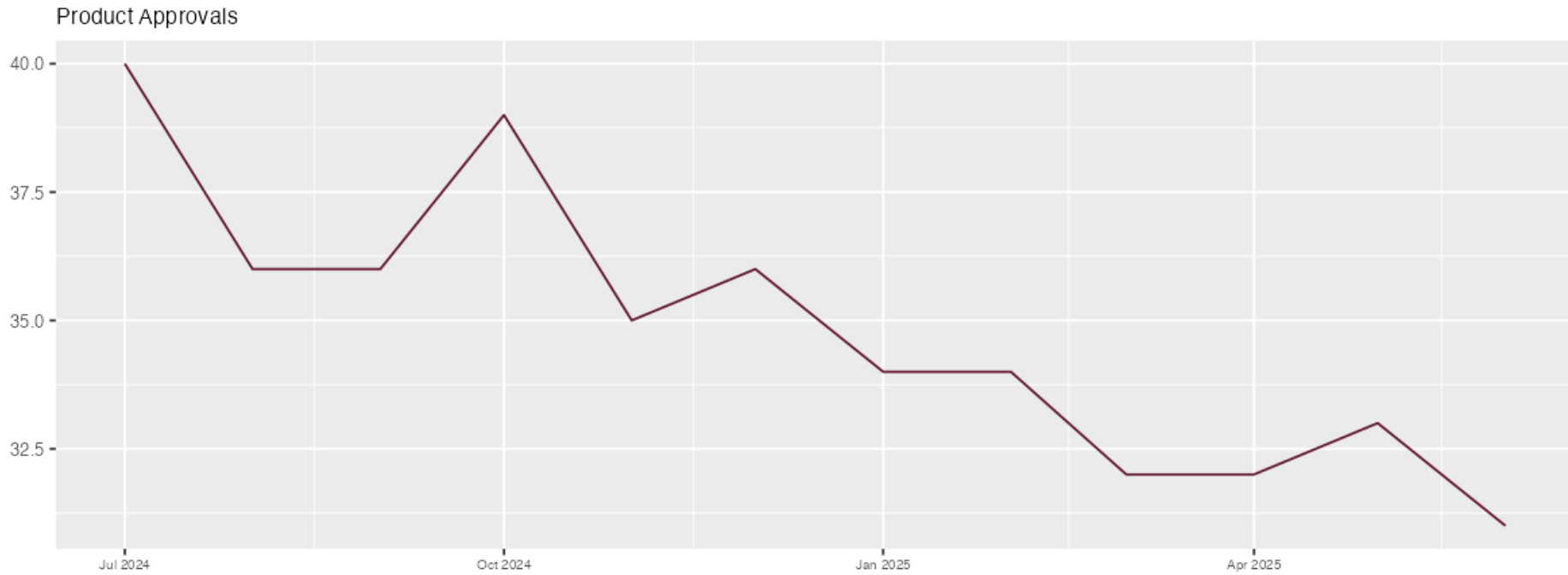
Product Approvals

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|------|-----|------|-----|-----|------|-----|-----|-------|-----|-----|-------|-----|----|-------|
| Import | 889 | 843 | 5.5% | 666 | 658 | 1.2% | 440 | 375 | 17.3% | 235 | 200 | 17.5% | 70 | 57 | 22.8% |
| Total COLAs | 889 | 843 | 5.5% | 666 | 658 | 1.2% | 440 | 375 | 17.3% | 235 | 200 | 17.5% | 70 | 57 | 22.8% |

Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------------------|------|-----|------|-----|-----|------|-----|-----|-------|-----|-----|-------|-----|----|-------|
| Mexico | 888 | 843 | 5.3% | 665 | 658 | 1.1% | 439 | 375 | 17.1% | 235 | 200 | 17.5% | 70 | 57 | 22.8% |
| South Africa (Union Of) | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Total Import | 889 | 843 | 5.5% | 666 | 658 | 1.2% | 440 | 375 | 17.3% | 235 | 200 | 17.5% | 70 | 57 | 22.8% |

3.8 Other Spirits



All Figures are Rolling 12 Mths

Product Approvals

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|------|----|--------|-----|----|--------|-----|----|--------|-----|----|--------|-----|----|--------|
| Domestic | 15 | 31 | -51.6% | 10 | 25 | -60.0% | 9 | 15 | -40.0% | 4 | 6 | -33.3% | 1 | 3 | -66.7% |
| Import | 16 | 7 | 128.6% | 15 | 5 | 200.0% | 5 | 4 | 25.0% | 4 | 3 | 33.3% | 0 | 0 | - |
| Total COLAs | 31 | 38 | -18.4% | 25 | 30 | -16.7% | 14 | 19 | -26.3% | 8 | 9 | -11.1% | 1 | 3 | -66.7% |

Top States

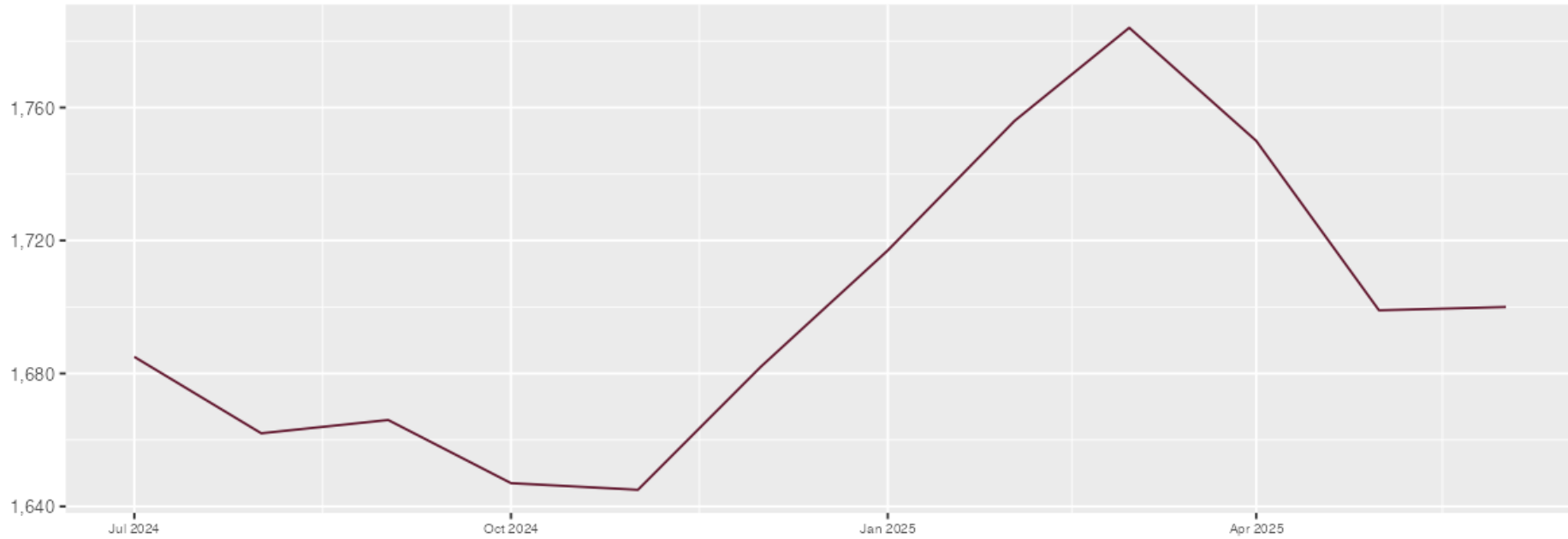
| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------------|------|----|---------|-----|----|---------|-----|----|---------|-----|----|---------|-----|----|---------|
| Texas | 3 | 2 | 50.0% | 2 | 2 | 0.0% | 2 | 0 | - | 2 | 0 | - | 1 | 0 | - |
| Florida | 2 | 0 | - | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| North Carolina | 2 | 2 | 0.0% | 0 | 2 | -100.0% | 0 | 2 | -100.0% | 0 | 0 | - | 0 | 0 | - |
| Alabama | 1 | 1 | 0.0% | 1 | 1 | 0.0% | 1 | 1 | 0.0% | 1 | 0 | - | 0 | 0 | - |
| California | 1 | 2 | -50.0% | 1 | 1 | 0.0% | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - |
| Colorado | 1 | 1 | 0.0% | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Iowa | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - |
| New York | 1 | 4 | -75.0% | 1 | 3 | -66.7% | 1 | 1 | 0.0% | 0 | 0 | - | 0 | 0 | - |
| Ohio | 1 | 1 | 0.0% | 1 | 1 | 0.0% | 1 | 1 | 0.0% | 0 | 1 | -100.0% | 0 | 0 | - |
| Puerto Rico | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Washington | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Arizona | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% |
| District Of Columbia | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - |
| Georgia (US State) | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - |
| Illinois | 0 | 2 | -100.0% | 0 | 2 | -100.0% | 0 | 2 | -100.0% | 0 | 2 | -100.0% | 0 | 2 | -100.0% |
| Michigan | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Minnesota | 0 | 3 | -100.0% | 0 | 3 | -100.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Missouri | 0 | 2 | -100.0% | 0 | 2 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - |
| Montana | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Pennsylvania | 0 | 2 | -100.0% | 0 | 2 | -100.0% | 0 | 2 | -100.0% | 0 | 0 | - | 0 | 0 | - |
| Tennessee | 0 | 3 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - |
| Wyoming | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Total Domestic | 15 | 31 | -51.6% | 10 | 25 | -60.0% | 9 | 15 | -40.0% | 4 | 6 | -33.3% | 1 | 3 | -66.7% |

Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------------|------|----|---------|-----|----|---------|-----|----|---------|-----|----|---------|-----|----|---|
| Poland | 5 | 1 | 400.0% | 5 | 1 | 400.0% | 3 | 1 | 200.0% | 2 | 0 | - | 0 | 0 | - |
| Ireland | 4 | 0 | - | 4 | 0 | - | 2 | 0 | - | 2 | 0 | - | 0 | 0 | - |
| United Kingdom | 4 | 0 | - | 4 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Honduras | 2 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Mexico | 1 | 2 | -50.0% | 1 | 2 | -50.0% | 0 | 2 | -100.0% | 0 | 2 | -100.0% | 0 | 0 | - |
| Argentina | 0 | 2 | -100.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| China | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - |
| Georgia (Country) | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Total Import | 16 | 7 | 128.6% | 15 | 5 | 200.0% | 5 | 4 | 25.0% | 4 | 3 | 33.3% | 0 | 0 | - |

3.9 Rum

Product Approvals



All Figures are Rolling 12 Mths

Product Approvals

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|-------|-------|------|-------|-------|-------|-----|-----|-------|-----|-----|--------|-----|-----|-------|
| Domestic | 1,030 | 1,018 | 1.2% | 748 | 763 | -2.0% | 509 | 516 | -1.4% | 254 | 294 | -13.6% | 70 | 65 | 7.7% |
| Import | 670 | 668 | 0.3% | 532 | 483 | 10.1% | 349 | 324 | 7.7% | 148 | 192 | -22.9% | 47 | 51 | -7.8% |
| Total COLAs | 1,700 | 1,686 | 0.8% | 1,280 | 1,246 | 2.7% | 858 | 840 | 2.1% | 402 | 486 | -17.3% | 117 | 116 | 0.9% |

Top States

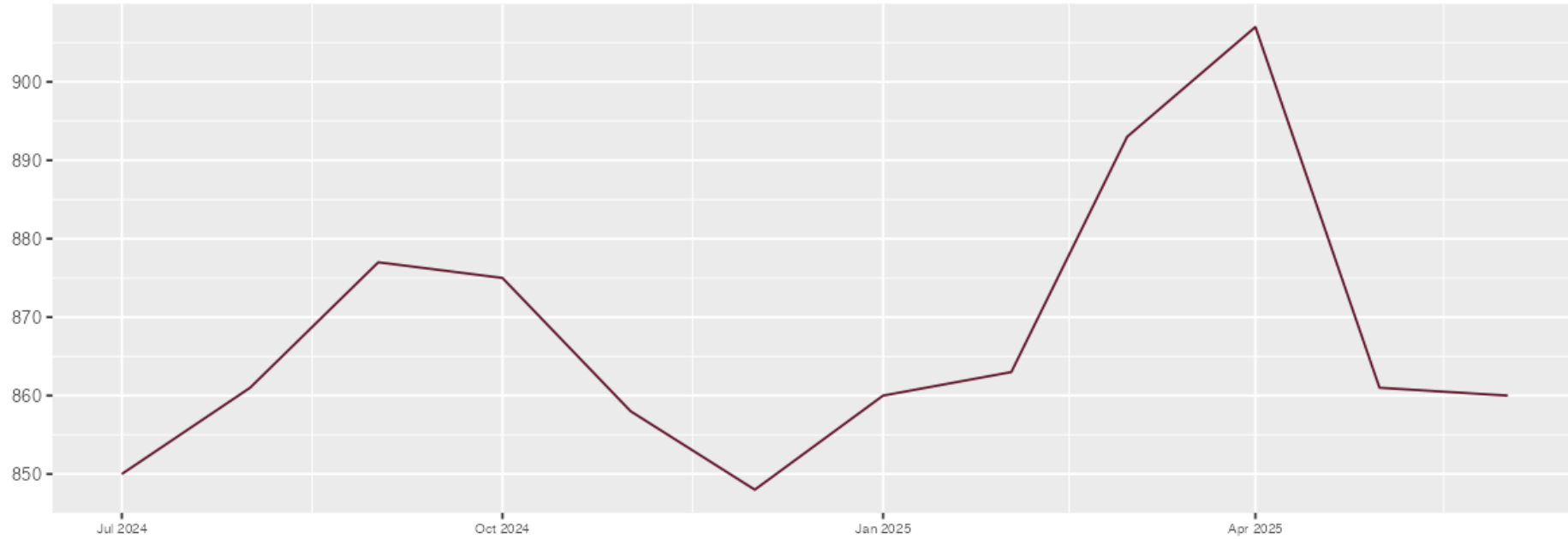
| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|--------------------|-------|-------|--------|-----|-----|--------|-----|-----|--------|-----|-----|--------|-----|----|---------|
| Florida | 164 | 155 | 5.8% | 124 | 118 | 5.1% | 82 | 80 | 2.5% | 38 | 52 | -26.9% | 11 | 19 | -42.1% |
| Puerto Rico | 82 | 42 | 95.2% | 62 | 39 | 59.0% | 36 | 25 | 44.0% | 14 | 11 | 27.3% | 4 | 2 | 100.0% |
| Pennsylvania | 71 | 66 | 7.6% | 58 | 53 | 9.4% | 38 | 39 | -2.6% | 17 | 18 | -5.6% | 4 | 4 | 0.0% |
| California | 59 | 77 | -23.4% | 43 | 61 | -29.5% | 37 | 38 | -2.6% | 10 | 20 | -50.0% | 5 | 3 | 66.7% |
| Michigan | 56 | 54 | 3.7% | 32 | 41 | -22.0% | 24 | 31 | -22.6% | 17 | 18 | -5.6% | 4 | 8 | -50.0% |
| Texas | 45 | 24 | 87.5% | 38 | 20 | 90.0% | 27 | 18 | 50.0% | 12 | 12 | 0.0% | 3 | 3 | 0.0% |
| Tennessee | 40 | 32 | 25.0% | 23 | 27 | -14.8% | 17 | 20 | -15.0% | 10 | 10 | 0.0% | 7 | 2 | 250.0% |
| Illinois | 35 | 40 | -12.5% | 22 | 28 | -21.4% | 11 | 19 | -42.1% | 4 | 13 | -69.2% | 1 | 3 | -66.7% |
| Colorado | 33 | 31 | 6.5% | 29 | 21 | 38.1% | 21 | 15 | 40.0% | 13 | 6 | 116.7% | 1 | 0 | - |
| North Carolina | 33 | 45 | -26.7% | 26 | 31 | -16.1% | 19 | 20 | -5.0% | 12 | 11 | 9.1% | 1 | 0 | - |
| Massachusetts | 27 | 47 | -42.6% | 16 | 27 | -40.7% | 6 | 13 | -53.8% | 6 | 12 | -50.0% | 5 | 2 | 150.0% |
| New York | 25 | 26 | -3.8% | 19 | 18 | 5.6% | 12 | 10 | 20.0% | 4 | 6 | -33.3% | 1 | 0 | - |
| Kentucky | 24 | 40 | -40.0% | 19 | 23 | -17.4% | 14 | 17 | -17.6% | 8 | 14 | -42.9% | 5 | 1 | 400.0% |
| Maryland | 23 | 29 | -20.7% | 14 | 18 | -22.2% | 9 | 10 | -10.0% | 7 | 6 | 16.7% | 0 | 4 | -100.0% |
| Ohio | 20 | 21 | -4.8% | 12 | 18 | -33.3% | 10 | 15 | -33.3% | 9 | 8 | 12.5% | 5 | 0 | - |
| Virgin Islands, Us | 20 | 13 | 53.8% | 12 | 7 | 71.4% | 6 | 5 | 20.0% | 2 | 3 | -33.3% | 0 | 0 | - |
| All Other | 273 | 276 | -1.1% | 199 | 213 | -6.6% | 140 | 141 | -0.7% | 71 | 74 | -4.1% | 13 | 14 | -7.1% |
| Total Domestic | 1,030 | 1,018 | 1.2% | 748 | 763 | -2.0% | 509 | 516 | -1.4% | 254 | 294 | -13.6% | 70 | 65 | 7.7% |

Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|--------------------|------|-----|--------|-----|-----|--------|-----|-----|---------|-----|-----|---------|-----|----|---------|
| Jamaica | 81 | 55 | 47.3% | 70 | 30 | 133.3% | 42 | 22 | 90.9% | 9 | 12 | -25.0% | 2 | 1 | 100.0% |
| Dominican Republic | 57 | 28 | 103.6% | 51 | 23 | 121.7% | 30 | 20 | 50.0% | 7 | 10 | -30.0% | 3 | 0 | - |
| Mexico | 47 | 60 | -21.7% | 41 | 48 | -14.6% | 29 | 33 | -12.1% | 15 | 21 | -28.6% | 4 | 4 | 0.0% |
| Brazil | 40 | 103 | -61.2% | 32 | 76 | -57.9% | 25 | 48 | -47.9% | 14 | 21 | -33.3% | 8 | 4 | 100.0% |
| Barbados | 36 | 36 | 0.0% | 32 | 27 | 18.5% | 27 | 20 | 35.0% | 9 | 11 | -18.2% | 2 | 2 | 0.0% |
| Mutiple Countries | 35 | 26 | 34.6% | 26 | 18 | 44.4% | 19 | 14 | 35.7% | 4 | 12 | -66.7% | 0 | 5 | -100.0% |
| Panama | 26 | 27 | -3.7% | 15 | 21 | -28.6% | 9 | 18 | -50.0% | 6 | 11 | -45.5% | 3 | 1 | 200.0% |
| Trinidad/Tobago | 25 | 15 | 66.7% | 20 | 11 | 81.8% | 12 | 11 | 9.1% | 5 | 7 | -28.6% | 1 | 2 | -50.0% |
| France | 19 | 14 | 35.7% | 17 | 11 | 54.5% | 15 | 6 | 150.0% | 9 | 2 | 350.0% | 5 | 0 | - |
| Colombia | 17 | 15 | 13.3% | 14 | 15 | -6.7% | 3 | 15 | -80.0% | 2 | 10 | -80.0% | 1 | 8 | -87.5% |
| Costa Rica | 17 | 1 | >999% | 9 | 1 | 800.0% | 9 | 1 | 800.0% | 3 | 0 | - | 0 | 0 | - |
| Venezuela | 16 | 22 | -27.3% | 12 | 11 | 9.1% | 6 | 8 | -25.0% | 0 | 2 | -100.0% | 0 | 0 | - |
| Guyana | 15 | 22 | -31.8% | 10 | 18 | -44.4% | 7 | 14 | -50.0% | 3 | 9 | -66.7% | 2 | 0 | - |
| Peru | 15 | 2 | 650.0% | 14 | 2 | 600.0% | 0 | 2 | -100.0% | 0 | 2 | -100.0% | 0 | 2 | -100.0% |
| Netherlands | 14 | 13 | 7.7% | 7 | 9 | -22.2% | 5 | 4 | 25.0% | 1 | 2 | -50.0% | 0 | 0 | - |
| All Other | 210 | 229 | -8.3% | 162 | 162 | 0.0% | 111 | 88 | 26.1% | 61 | 60 | 1.7% | 16 | 22 | -27.3% |
| Total Import | 670 | 668 | 0.3% | 532 | 483 | 10.1% | 349 | 324 | 7.7% | 148 | 192 | -22.9% | 47 | 51 | -7.8% |

3.10 Spirits Based Cocktails

Product Approvals



All Figures are Rolling 12 Mths

Product Approvals

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|------|-----|------|-----|-----|-------|-----|-----|-------|-----|-----|--------|-----|----|--------|
| Domestic | 783 | 747 | 4.8% | 597 | 616 | -3.1% | 419 | 419 | 0.0% | 215 | 249 | -13.7% | 51 | 65 | -21.5% |
| Import | 77 | 74 | 4.1% | 58 | 56 | 3.6% | 47 | 35 | 34.3% | 24 | 23 | 4.3% | 14 | 1 | >999% |
| Total COLAs | 860 | 821 | 4.8% | 655 | 672 | -2.5% | 466 | 454 | 2.6% | 239 | 272 | -12.1% | 65 | 66 | -1.5% |

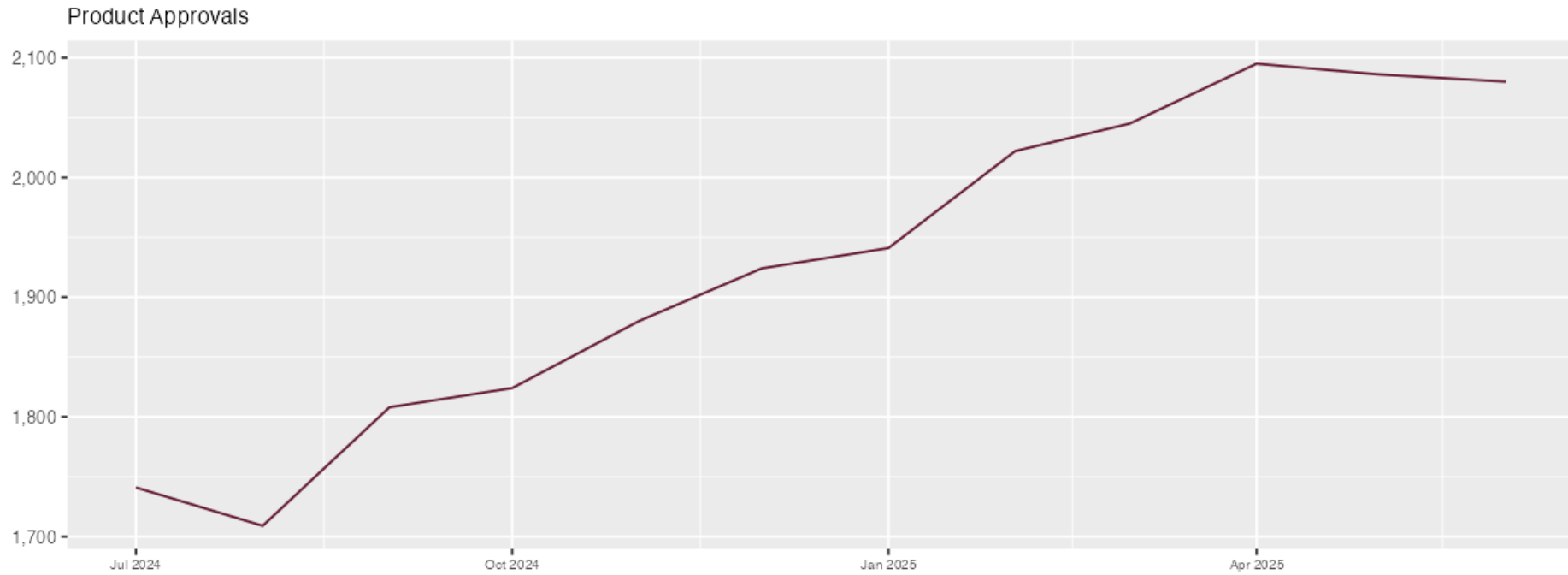
Top States

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|--------------------|------|-----|--------|-----|-----|--------|-----|-----|--------|-----|-----|---------|-----|----|---------|
| Pennsylvania | 75 | 27 | 177.8% | 68 | 22 | 209.1% | 40 | 15 | 166.7% | 14 | 12 | 16.7% | 5 | 4 | 25.0% |
| California | 73 | 97 | -24.7% | 50 | 73 | -31.5% | 28 | 50 | -44.0% | 17 | 29 | -41.4% | 2 | 11 | -81.8% |
| Michigan | 70 | 80 | -12.5% | 48 | 66 | -27.3% | 26 | 51 | -49.0% | 22 | 32 | -31.2% | 7 | 15 | -53.3% |
| New York | 61 | 33 | 84.8% | 44 | 29 | 51.7% | 32 | 18 | 77.8% | 13 | 5 | 160.0% | 1 | 3 | -66.7% |
| Wisconsin | 57 | 46 | 23.9% | 48 | 40 | 20.0% | 34 | 31 | 9.7% | 23 | 15 | 53.3% | 6 | 2 | 200.0% |
| Kentucky | 42 | 33 | 27.3% | 37 | 28 | 32.1% | 35 | 18 | 94.4% | 21 | 15 | 40.0% | 5 | 0 | - |
| Minnesota | 31 | 28 | 10.7% | 24 | 22 | 9.1% | 18 | 19 | -5.3% | 11 | 6 | 83.3% | 3 | 1 | 200.0% |
| Maryland | 26 | 18 | 44.4% | 11 | 15 | -26.7% | 9 | 6 | 50.0% | 6 | 4 | 50.0% | 2 | 0 | - |
| Texas | 26 | 10 | 160.0% | 22 | 9 | 144.4% | 20 | 6 | 233.3% | 12 | 4 | 200.0% | 1 | 0 | - |
| Missouri | 22 | 23 | -4.3% | 14 | 18 | -22.2% | 9 | 14 | -35.7% | 7 | 10 | -30.0% | 1 | 4 | -75.0% |
| Massachusetts | 21 | 20 | 5.0% | 20 | 19 | 5.3% | 16 | 9 | 77.8% | 6 | 7 | -14.3% | 5 | 2 | 150.0% |
| Georgia (US State) | 20 | 27 | -25.9% | 9 | 25 | -64.0% | 4 | 17 | -76.5% | 4 | 8 | -50.0% | 3 | 2 | 50.0% |
| Florida | 19 | 30 | -36.7% | 12 | 25 | -52.0% | 7 | 18 | -61.1% | 0 | 12 | -100.0% | 0 | 3 | -100.0% |
| Colorado | 15 | 26 | -42.3% | 10 | 21 | -52.4% | 10 | 12 | -16.7% | 2 | 9 | -77.8% | 0 | 1 | -100.0% |
| Indiana | 14 | 24 | -41.7% | 11 | 23 | -52.2% | 8 | 18 | -55.6% | 7 | 12 | -41.7% | 2 | 4 | -50.0% |
| All Other | 211 | 225 | -6.2% | 169 | 181 | -6.6% | 123 | 117 | 5.1% | 50 | 69 | -27.5% | 8 | 13 | -38.5% |
| Total Domestic | 783 | 747 | 4.8% | 597 | 616 | -3.1% | 419 | 419 | 0.0% | 215 | 249 | -13.7% | 51 | 65 | -21.5% |

Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------------------|------|----|---------|-----|----|---------|-----|----|--------|-----|----|---------|-----|----|-------|
| Canada | 20 | 21 | -4.8% | 15 | 12 | 25.0% | 5 | 10 | -50.0% | 2 | 7 | -71.4% | 0 | 0 | - |
| Mexico | 18 | 17 | 5.9% | 14 | 15 | -6.7% | 14 | 12 | 16.7% | 9 | 6 | 50.0% | 8 | 0 | - |
| Italy | 11 | 15 | -26.7% | 4 | 12 | -66.7% | 4 | 7 | -42.9% | 3 | 6 | -50.0% | 1 | 1 | 0.0% |
| United Kingdom | 8 | 4 | 100.0% | 8 | 4 | 100.0% | 8 | 4 | 100.0% | 0 | 3 | -100.0% | 0 | 0 | - |
| France | 5 | 3 | 66.7% | 5 | 2 | 150.0% | 5 | 1 | 400.0% | 2 | 0 | - | 0 | 0 | - |
| Germany | 5 | 0 | - | 5 | 0 | - | 5 | 0 | - | 5 | 0 | - | 2 | 0 | - |
| Estonia | 2 | 0 | - | 2 | 0 | - | 2 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Netherlands | 2 | 1 | 100.0% | 2 | 1 | 100.0% | 2 | 1 | 100.0% | 2 | 1 | 100.0% | 2 | 0 | - |
| Chile | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| England | 1 | 4 | -75.0% | 0 | 4 | -100.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Ireland | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Mutiple Countries | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| New Zealand | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - |
| Spain | 1 | 2 | -50.0% | 1 | 2 | -50.0% | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Brazil | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Denmark | 0 | 5 | -100.0% | 0 | 2 | -100.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| South Africa (Union Of) | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Total Import | 77 | 74 | 4.1% | 58 | 56 | 3.6% | 47 | 35 | 34.3% | 24 | 23 | 4.3% | 14 | 1 | >999% |

3.11 Tequila



All Figures are Rolling 12 Mths

Product Approvals

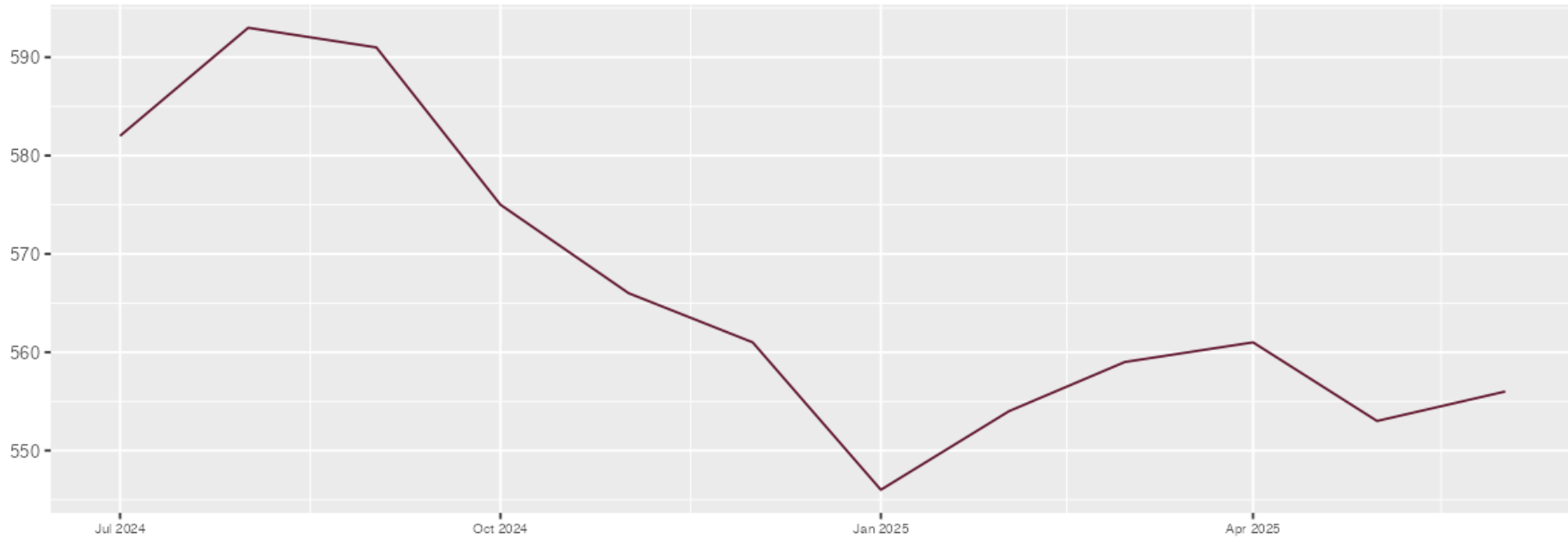
| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|-------|-------|-------|-------|-------|-------|-------|-----|-------|-----|-----|------|-----|-----|-------|
| Import | 2,080 | 1,796 | 15.8% | 1,630 | 1,358 | 20.0% | 1,083 | 927 | 16.8% | 528 | 493 | 7.1% | 157 | 163 | -3.7% |
| Total COLAs | 2,080 | 1,796 | 15.8% | 1,630 | 1,358 | 20.0% | 1,083 | 927 | 16.8% | 528 | 493 | 7.1% | 157 | 163 | -3.7% |

Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|--------------|-------|-------|-------|-------|-------|-------|-------|-----|-------|-----|-----|------|-----|-----|-------|
| Mexico | 2,079 | 1,796 | 15.8% | 1,629 | 1,358 | 20.0% | 1,083 | 927 | 16.8% | 528 | 493 | 7.1% | 157 | 163 | -3.7% |
| France | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Total Import | 2,080 | 1,796 | 15.8% | 1,630 | 1,358 | 20.0% | 1,083 | 927 | 16.8% | 528 | 493 | 7.1% | 157 | 163 | -3.7% |

3.12 Vodka - Flavored

Product Approvals



All Figures are Rolling 12 Mths

Product Approvals

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|------|-----|--------|-----|-----|--------|-----|-----|--------|-----|-----|-------|-----|----|-------|
| Domestic | 512 | 577 | -11.3% | 375 | 426 | -12.0% | 258 | 278 | -7.2% | 133 | 145 | -8.3% | 30 | 30 | 0.0% |
| Import | 44 | 22 | 100.0% | 36 | 20 | 80.0% | 30 | 15 | 100.0% | 19 | 10 | 90.0% | 8 | 5 | 60.0% |
| Total COLAs | 556 | 599 | -7.2% | 411 | 446 | -7.8% | 288 | 293 | -1.7% | 152 | 155 | -1.9% | 38 | 35 | 8.6% |

Top States

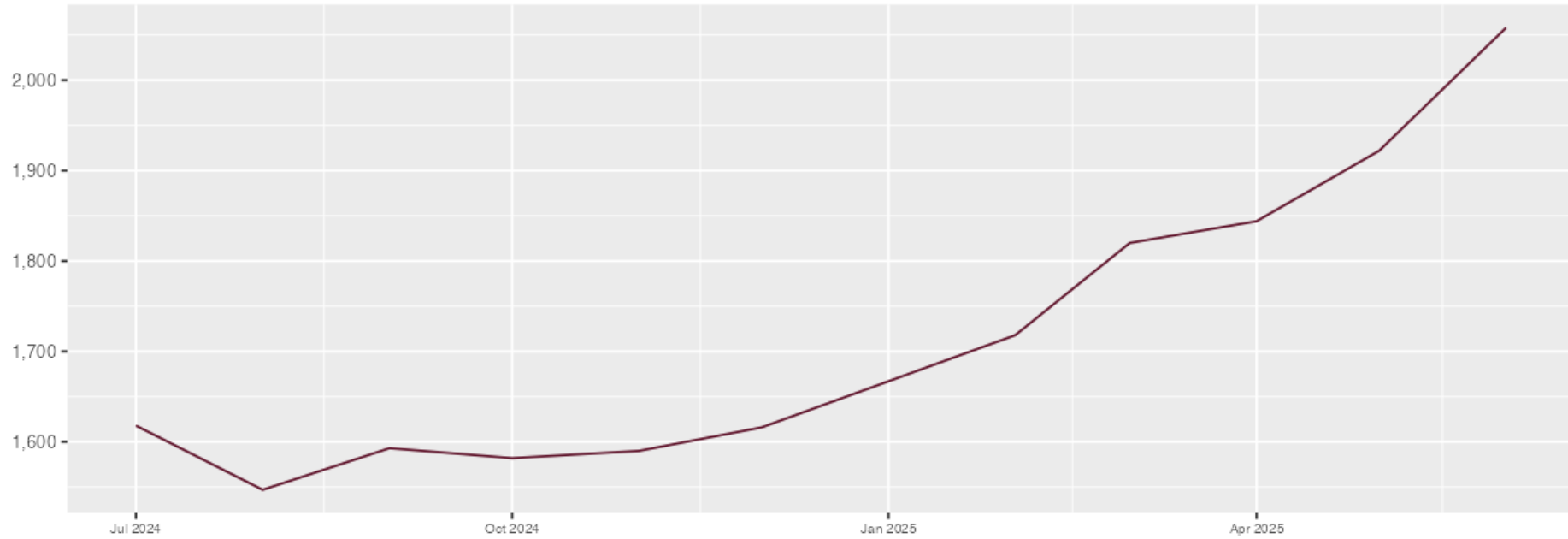
| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------|------|-----|--------|-----|-----|--------|-----|-----|--------|-----|-----|---------|-----|----|---------|
| Pennsylvania | 50 | 105 | -52.4% | 42 | 68 | -38.2% | 14 | 50 | -72.0% | 11 | 24 | -54.2% | 7 | 13 | -46.2% |
| California | 33 | 36 | -8.3% | 21 | 21 | 0.0% | 9 | 15 | -40.0% | 0 | 11 | -100.0% | 0 | 3 | -100.0% |
| Ohio | 28 | 24 | 16.7% | 18 | 20 | -10.0% | 16 | 18 | -11.1% | 16 | 6 | 166.7% | 0 | 0 | - |
| Florida | 27 | 58 | -53.4% | 22 | 46 | -52.2% | 19 | 40 | -52.5% | 5 | 15 | -66.7% | 0 | 4 | -100.0% |
| Minnesota | 25 | 17 | 47.1% | 7 | 16 | -56.2% | 4 | 12 | -66.7% | 1 | 8 | -87.5% | 0 | 4 | -100.0% |
| New York | 23 | 43 | -46.5% | 14 | 23 | -39.1% | 10 | 15 | -33.3% | 3 | 12 | -75.0% | 1 | 1 | 0.0% |
| Washington | 23 | 15 | 53.3% | 10 | 12 | -16.7% | 6 | 5 | 20.0% | 4 | 5 | -20.0% | 1 | 0 | - |
| Wisconsin | 22 | 22 | 0.0% | 18 | 18 | 0.0% | 12 | 8 | 50.0% | 3 | 2 | 50.0% | 1 | 0 | - |
| Indiana | 21 | 5 | 320.0% | 20 | 3 | 566.7% | 15 | 1 | >999% | 11 | 0 | - | 2 | 0 | - |
| Texas | 21 | 30 | -30.0% | 14 | 29 | -51.7% | 13 | 14 | -7.1% | 3 | 11 | -72.7% | 1 | 0 | - |
| Kentucky | 19 | 20 | -5.0% | 11 | 17 | -35.3% | 3 | 4 | -25.0% | 3 | 0 | - | 2 | 0 | - |
| Tennessee | 18 | 7 | 157.1% | 14 | 4 | 250.0% | 11 | 3 | 266.7% | 0 | 2 | -100.0% | 0 | 0 | - |
| Nebraska | 15 | 0 | - | 15 | 0 | - | 15 | 0 | - | 15 | 0 | - | 0 | 0 | - |
| New Hampshire | 15 | 8 | 87.5% | 15 | 7 | 114.3% | 15 | 7 | 114.3% | 9 | 0 | - | 0 | 0 | - |
| Arkansas | 14 | 0 | - | 14 | 0 | - | 14 | 0 | - | 6 | 0 | - | 6 | 0 | - |
| All Other | 158 | 187 | -15.5% | 120 | 142 | -15.5% | 82 | 86 | -4.7% | 43 | 49 | -12.2% | 9 | 5 | 80.0% |
| Total Domestic | 512 | 577 | -11.3% | 375 | 426 | -12.0% | 258 | 278 | -7.2% | 133 | 145 | -8.3% | 30 | 30 | 0.0% |

Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------------------|------|----|---------|-----|----|---------|-----|----|---------|-----|----|---------|-----|----|---------|
| France | 13 | 2 | 550.0% | 12 | 2 | 500.0% | 12 | 2 | 500.0% | 6 | 2 | 200.0% | 5 | 2 | 150.0% |
| Netherlands | 9 | 1 | 800.0% | 7 | 1 | 600.0% | 4 | 1 | 300.0% | 3 | 1 | 200.0% | 1 | 1 | 0.0% |
| Poland | 5 | 1 | 400.0% | 5 | 1 | 400.0% | 4 | 1 | 300.0% | 4 | 0 | - | 0 | 0 | - |
| Moldova | 4 | 8 | -50.0% | 4 | 8 | -50.0% | 4 | 3 | 33.3% | 3 | 3 | 0.0% | 1 | 0 | - |
| Slovak Republic | 4 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Estonia | 2 | 0 | - | 2 | 0 | - | 2 | 0 | - | 2 | 0 | - | 0 | 0 | - |
| Sweden | 2 | 0 | - | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Ukraine | 2 | 0 | - | 2 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Ireland | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - |
| Italy | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Japan | 1 | 1 | 0.0% | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Canada | 0 | 2 | -100.0% | 0 | 2 | -100.0% | 0 | 2 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - |
| Latvia | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Lithuania | 0 | 3 | -100.0% | 0 | 3 | -100.0% | 0 | 3 | -100.0% | 0 | 3 | -100.0% | 0 | 2 | -100.0% |
| Scotland | 0 | 2 | -100.0% | 0 | 2 | -100.0% | 0 | 2 | -100.0% | 0 | 0 | - | 0 | 0 | - |
| South Africa (Union Of) | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - |
| Total Import | 44 | 22 | 100.0% | 36 | 20 | 80.0% | 30 | 15 | 100.0% | 19 | 10 | 90.0% | 8 | 5 | 60.0% |

3.13 Vodka

Product Approvals



All Figures are Rolling 12 Mths

Product Approvals

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|-------|-------|-------|-------|-------|-------|-------|-----|-------|-----|-----|-------|-----|-----|--------|
| Domestic | 1,850 | 1,439 | 28.6% | 1,515 | 1,079 | 40.4% | 1,143 | 738 | 54.9% | 623 | 399 | 56.1% | 228 | 100 | 128.0% |
| Import | 208 | 191 | 8.9% | 154 | 125 | 23.2% | 121 | 84 | 44.0% | 73 | 59 | 23.7% | 16 | 8 | 100.0% |
| Total COLAs | 2,058 | 1,630 | 26.3% | 1,669 | 1,204 | 38.6% | 1,264 | 822 | 53.8% | 696 | 458 | 52.0% | 244 | 108 | 125.9% |

Top States

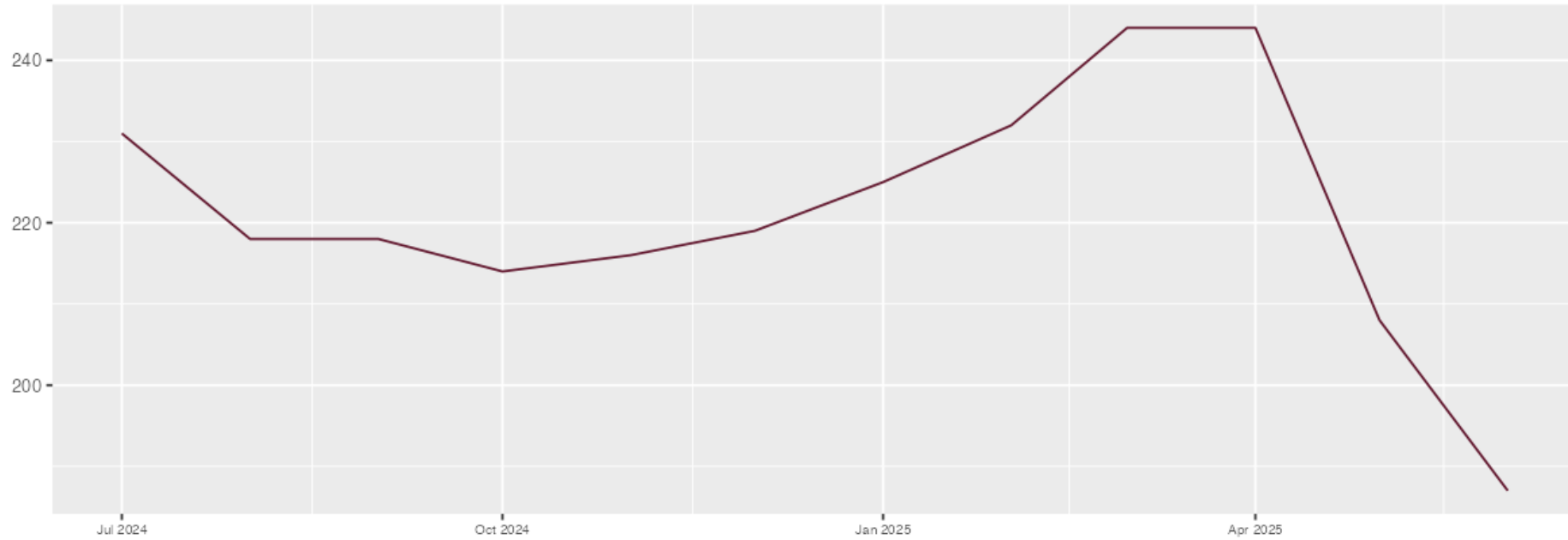
| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------|-------|-------|--------|-------|-------|--------|-------|-----|--------|-----|-----|--------|-----|-----|---------|
| Pennsylvania | 267 | 158 | 69.0% | 213 | 137 | 55.5% | 161 | 105 | 53.3% | 92 | 70 | 31.4% | 51 | 7 | 628.6% |
| Wisconsin | 198 | 146 | 35.6% | 180 | 119 | 51.3% | 123 | 64 | 92.2% | 80 | 25 | 220.0% | 13 | 4 | 225.0% |
| California | 125 | 133 | -6.0% | 97 | 78 | 24.4% | 63 | 49 | 28.6% | 37 | 24 | 54.2% | 7 | 9 | -22.2% |
| New York | 125 | 68 | 83.8% | 91 | 46 | 97.8% | 72 | 34 | 111.8% | 32 | 18 | 77.8% | 8 | 6 | 33.3% |
| Kentucky | 115 | 44 | 161.4% | 107 | 31 | 245.2% | 95 | 19 | 400.0% | 49 | 16 | 206.2% | 15 | 1 | >999% |
| New Jersey | 67 | 32 | 109.4% | 48 | 21 | 128.6% | 38 | 21 | 81.0% | 6 | 17 | -64.7% | 0 | 8 | -100.0% |
| Florida | 64 | 102 | -37.3% | 44 | 68 | -35.3% | 24 | 52 | -53.8% | 11 | 32 | -65.6% | 7 | 10 | -30.0% |
| Ohio | 62 | 34 | 82.4% | 49 | 25 | 96.0% | 38 | 16 | 137.5% | 12 | 4 | 200.0% | 4 | 2 | 100.0% |
| Virginia | 59 | 88 | -33.0% | 45 | 60 | -25.0% | 26 | 47 | -44.7% | 13 | 20 | -35.0% | 1 | 0 | - |
| Illinois | 56 | 46 | 21.7% | 47 | 24 | 95.8% | 30 | 23 | 30.4% | 23 | 15 | 53.3% | 18 | 12 | 50.0% |
| Michigan | 56 | 63 | -11.1% | 51 | 47 | 8.5% | 40 | 39 | 2.6% | 12 | 17 | -29.4% | 3 | 1 | 200.0% |
| Missouri | 50 | 38 | 31.6% | 40 | 27 | 48.1% | 30 | 18 | 66.7% | 17 | 16 | 6.2% | 1 | 2 | -50.0% |
| Arizona | 48 | 6 | 700.0% | 40 | 1 | >999% | 34 | 1 | >999% | 34 | 0 | - | 20 | 0 | - |
| North Carolina | 47 | 37 | 27.0% | 43 | 37 | 16.2% | 34 | 19 | 78.9% | 34 | 8 | 325.0% | 25 | 0 | - |
| Texas | 45 | 20 | 125.0% | 38 | 8 | 375.0% | 28 | 5 | 460.0% | 14 | 2 | 600.0% | 7 | 1 | 600.0% |
| All Other | 466 | 424 | 9.9% | 382 | 350 | 9.1% | 307 | 226 | 35.8% | 157 | 115 | 36.5% | 48 | 37 | 29.7% |
| Total Domestic | 1,850 | 1,439 | 28.6% | 1,515 | 1,079 | 40.4% | 1,143 | 738 | 54.9% | 623 | 399 | 56.1% | 228 | 100 | 128.0% |

Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------------------|------|-----|--------|-----|-----|---------|-----|----|---------|-----|----|---------|-----|----|---------|
| United Kingdom | 40 | 18 | 122.2% | 20 | 15 | 33.3% | 10 | 10 | 0.0% | 5 | 5 | 0.0% | 0 | 0 | - |
| Ireland | 38 | 0 | - | 37 | 0 | - | 36 | 0 | - | 22 | 0 | - | 6 | 0 | - |
| Canada | 30 | 35 | -14.3% | 25 | 14 | 78.6% | 14 | 11 | 27.3% | 7 | 7 | 0.0% | 3 | 0 | - |
| South Korea | 26 | 43 | -39.5% | 16 | 9 | 77.8% | 16 | 8 | 100.0% | 10 | 8 | 25.0% | 1 | 3 | -66.7% |
| Italy | 16 | 10 | 60.0% | 9 | 10 | -10.0% | 9 | 6 | 50.0% | 7 | 4 | 75.0% | 0 | 1 | -100.0% |
| Netherlands | 7 | 0 | - | 5 | 0 | - | 3 | 0 | - | 1 | 0 | - | 0 | 0 | - |
| China | 6 | 3 | 100.0% | 6 | 3 | 100.0% | 6 | 3 | 100.0% | 4 | 3 | 33.3% | 3 | 1 | 200.0% |
| Moldova | 6 | 7 | -14.3% | 6 | 7 | -14.3% | 6 | 7 | -14.3% | 4 | 5 | -20.0% | 1 | 0 | - |
| Germany | 5 | 2 | 150.0% | 5 | 2 | 150.0% | 5 | 0 | - | 5 | 0 | - | 0 | 0 | - |
| Mexico | 5 | 10 | -50.0% | 5 | 10 | -50.0% | 4 | 5 | -20.0% | 3 | 0 | - | 2 | 0 | - |
| South Africa (Union Of) | 4 | 4 | 0.0% | 4 | 4 | 0.0% | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - |
| England | 3 | 2 | 50.0% | 2 | 2 | 0.0% | 2 | 1 | 100.0% | 1 | 1 | 0.0% | 0 | 0 | - |
| Poland | 3 | 16 | -81.2% | 3 | 15 | -80.0% | 2 | 10 | -80.0% | 0 | 7 | -100.0% | 0 | 2 | -100.0% |
| Spain | 3 | 0 | - | 2 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Estonia | 2 | 0 | - | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| France | 2 | 17 | -88.2% | 0 | 16 | -100.0% | 0 | 15 | -100.0% | 0 | 13 | -100.0% | 0 | 1 | -100.0% |
| Honduras | 2 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Japan | 2 | 4 | -50.0% | 2 | 3 | -33.3% | 2 | 3 | -33.3% | 2 | 3 | -33.3% | 0 | 0 | - |
| New Zealand | 2 | 1 | 100.0% | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| All Other | 6 | 19 | -68.4% | 5 | 14 | -64.3% | 4 | 5 | -20.0% | 1 | 3 | -66.7% | 0 | 0 | - |
| Total Import | 208 | 191 | 8.9% | 154 | 125 | 23.2% | 121 | 84 | 44.0% | 73 | 59 | 23.7% | 16 | 8 | 100.0% |

3.14 Whisky - Flavored

Product Approvals



All Figures are Rolling 12 Mths

Product Approvals

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|------|-----|--------|-----|-----|--------|-----|-----|--------|-----|-----|--------|-----|----|--------|
| Domestic | 174 | 237 | -26.6% | 135 | 168 | -19.6% | 82 | 115 | -28.7% | 41 | 98 | -58.2% | 14 | 33 | -57.6% |
| Import | 13 | 8 | 62.5% | 9 | 7 | 28.6% | 5 | 4 | 25.0% | 4 | 4 | 0.0% | 1 | 3 | -66.7% |
| Total COLAs | 187 | 245 | -23.7% | 144 | 175 | -17.7% | 87 | 119 | -26.9% | 45 | 102 | -55.9% | 15 | 36 | -58.3% |

Top States

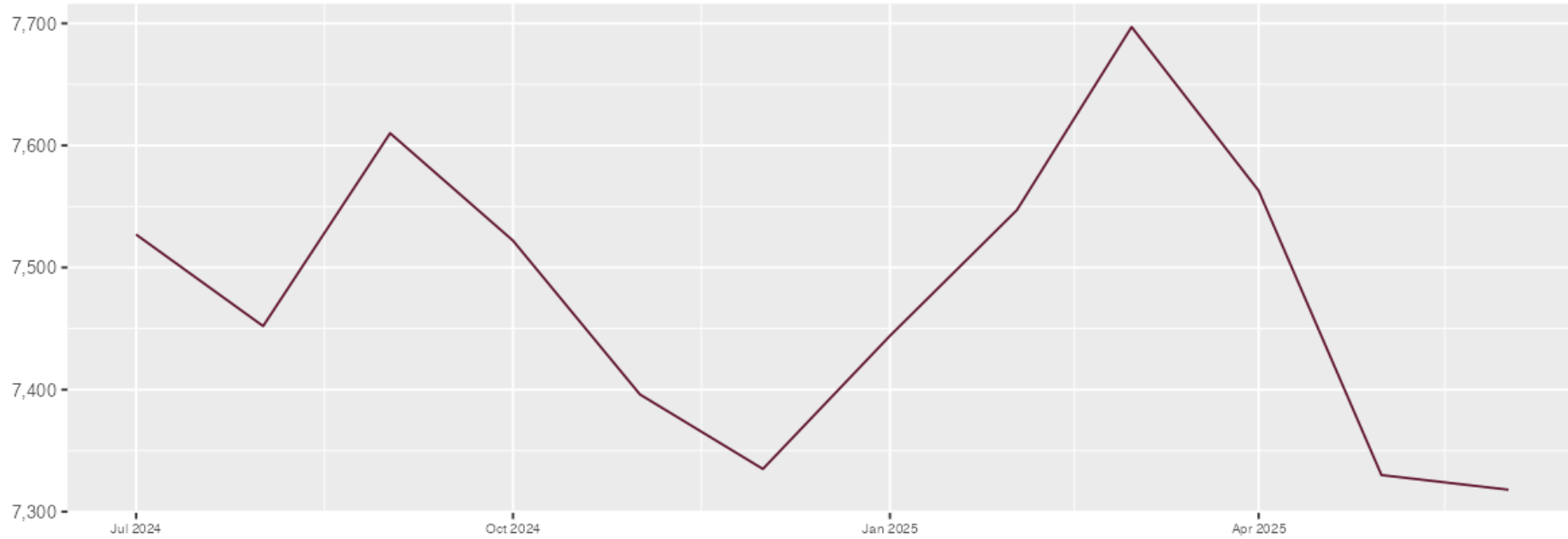
| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|--------------------|------|-----|--------|-----|-----|--------|-----|-----|--------|-----|----|---------|-----|----|---------|
| Pennsylvania | 18 | 17 | 5.9% | 18 | 14 | 28.6% | 8 | 13 | -38.5% | 5 | 12 | -58.3% | 5 | 6 | -16.7% |
| Tennessee | 14 | 14 | 0.0% | 14 | 4 | 250.0% | 4 | 2 | 100.0% | 2 | 2 | 0.0% | 2 | 2 | 0.0% |
| Kansas | 11 | 0 | - | 11 | 0 | - | 7 | 0 | - | 4 | 0 | - | 0 | 0 | - |
| Michigan | 11 | 34 | -67.6% | 4 | 25 | -84.0% | 4 | 19 | -78.9% | 2 | 19 | -89.5% | 0 | 7 | -100.0% |
| Texas | 11 | 9 | 22.2% | 8 | 7 | 14.3% | 7 | 1 | 600.0% | 3 | 1 | 200.0% | 0 | 0 | - |
| Kentucky | 10 | 1 | 900.0% | 10 | 1 | 900.0% | 2 | 0 | - | 1 | 0 | - | 1 | 0 | - |
| Florida | 9 | 4 | 125.0% | 6 | 3 | 100.0% | 5 | 0 | - | 2 | 0 | - | 1 | 0 | - |
| Minnesota | 8 | 38 | -78.9% | 8 | 20 | -60.0% | 8 | 12 | -33.3% | 4 | 12 | -66.7% | 1 | 3 | -66.7% |
| Georgia (US State) | 7 | 11 | -36.4% | 4 | 9 | -55.6% | 3 | 8 | -62.5% | 2 | 4 | -50.0% | 2 | 0 | - |
| Oregon | 7 | 2 | 250.0% | 6 | 2 | 200.0% | 3 | 0 | - | 2 | 0 | - | 0 | 0 | - |
| South Carolina | 7 | 2 | 250.0% | 3 | 1 | 200.0% | 2 | 0 | - | 1 | 0 | - | 0 | 0 | - |
| New York | 6 | 3 | 100.0% | 3 | 2 | 50.0% | 2 | 2 | 0.0% | 1 | 0 | - | 0 | 0 | - |
| California | 5 | 14 | -64.3% | 3 | 11 | -72.7% | 2 | 9 | -77.8% | 0 | 7 | -100.0% | 0 | 5 | -100.0% |
| Illinois | 5 | 9 | -44.4% | 4 | 6 | -33.3% | 4 | 4 | 0.0% | 2 | 4 | -50.0% | 0 | 0 | - |
| Wisconsin | 5 | 6 | -16.7% | 5 | 6 | -16.7% | 4 | 4 | 0.0% | 2 | 4 | -50.0% | 0 | 0 | - |
| All Other | 40 | 73 | -45.2% | 28 | 57 | -50.9% | 17 | 41 | -58.5% | 8 | 33 | -75.8% | 2 | 10 | -80.0% |
| Total Domestic | 174 | 237 | -26.6% | 135 | 168 | -19.6% | 82 | 115 | -28.7% | 41 | 98 | -58.2% | 14 | 33 | -57.6% |

Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|--------------|------|----|-------|-----|----|-------|-----|----|-------|-----|----|------|-----|----|--------|
| Canada | 13 | 8 | 62.5% | 9 | 7 | 28.6% | 5 | 4 | 25.0% | 4 | 4 | 0.0% | 1 | 3 | -66.7% |
| Total Import | 13 | 8 | 62.5% | 9 | 7 | 28.6% | 5 | 4 | 25.0% | 4 | 4 | 0.0% | 1 | 3 | -66.7% |

3.15 Whisky

Product Approvals



All Figures are Rolling 12 Mths

Product Approvals

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|-----|-----|--------|
| Domestic | 5,581 | 5,636 | -1.0% | 4,138 | 4,298 | -3.7% | 2,877 | 2,834 | 1.5% | 1,367 | 1,541 | -11.3% | 422 | 369 | 14.4% |
| Import | 1,737 | 1,855 | -6.4% | 1,254 | 1,386 | -9.5% | 853 | 913 | -6.6% | 346 | 551 | -37.2% | 104 | 169 | -38.5% |
| Total COLAs | 7,318 | 7,491 | -2.3% | 5,392 | 5,684 | -5.1% | 3,730 | 3,747 | -0.5% | 1,713 | 2,092 | -18.1% | 526 | 538 | -2.2% |

Top States

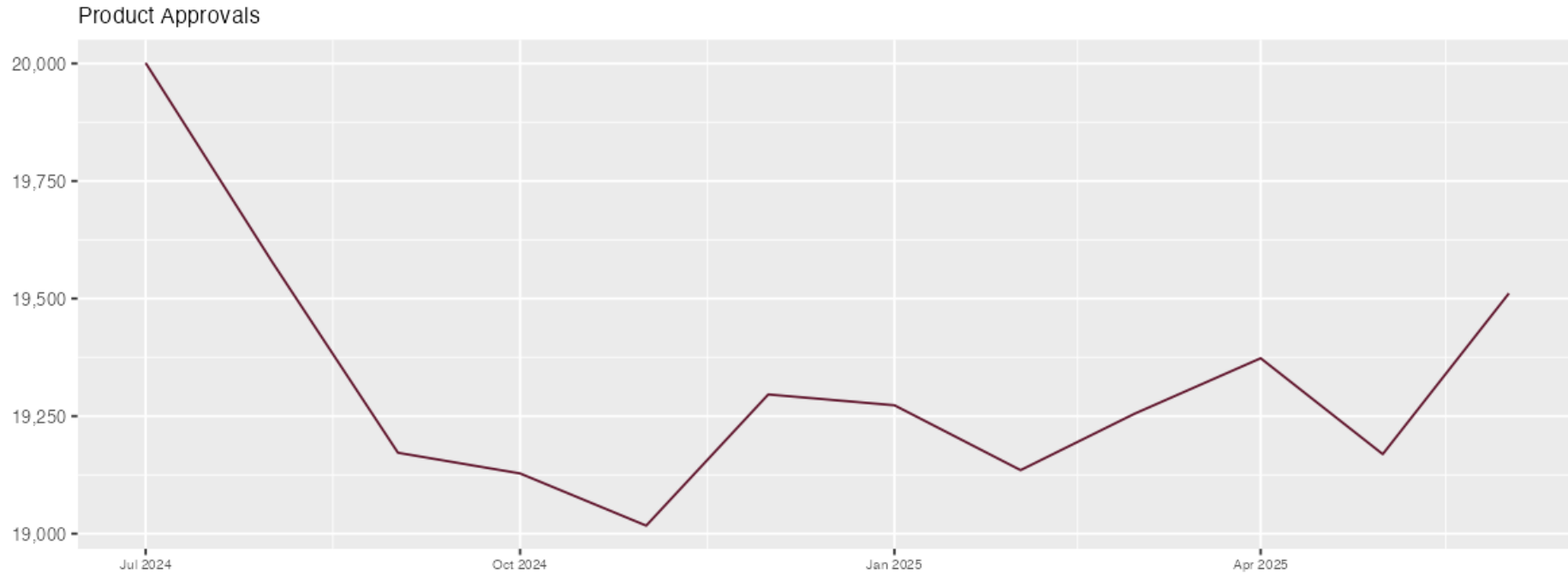
| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|--------------------|-------|-------|--------|-------|-------|--------|-------|-------|--------|-------|-------|--------|-----|-----|--------|
| Kentucky | 1,615 | 1,374 | 17.5% | 1,272 | 1,020 | 24.7% | 930 | 667 | 39.4% | 431 | 362 | 19.1% | 151 | 86 | 75.6% |
| Colorado | 259 | 224 | 15.6% | 192 | 178 | 7.9% | 121 | 119 | 1.7% | 60 | 73 | -17.8% | 15 | 23 | -34.8% |
| Michigan | 246 | 246 | 0.0% | 157 | 183 | -14.2% | 103 | 119 | -13.4% | 67 | 62 | 8.1% | 15 | 16 | -6.2% |
| Tennessee | 244 | 270 | -9.6% | 166 | 194 | -14.4% | 115 | 152 | -24.3% | 54 | 80 | -32.5% | 18 | 25 | -28.0% |
| Texas | 244 | 310 | -21.3% | 183 | 244 | -25.0% | 123 | 148 | -16.9% | 47 | 69 | -31.9% | 16 | 9 | 77.8% |
| California | 231 | 273 | -15.4% | 160 | 210 | -23.8% | 109 | 142 | -23.2% | 52 | 74 | -29.7% | 21 | 14 | 50.0% |
| New York | 214 | 217 | -1.4% | 153 | 163 | -6.1% | 105 | 116 | -9.5% | 61 | 79 | -22.8% | 21 | 21 | 0.0% |
| Missouri | 190 | 185 | 2.7% | 138 | 138 | 0.0% | 85 | 83 | 2.4% | 45 | 53 | -15.1% | 22 | 12 | 83.3% |
| Pennsylvania | 159 | 204 | -22.1% | 117 | 144 | -18.8% | 62 | 91 | -31.9% | 30 | 59 | -49.2% | 5 | 12 | -58.3% |
| Indiana | 156 | 166 | -6.0% | 109 | 134 | -18.7% | 74 | 88 | -15.9% | 28 | 61 | -54.1% | 4 | 11 | -63.6% |
| Florida | 135 | 145 | -6.9% | 95 | 114 | -16.7% | 65 | 68 | -4.4% | 24 | 37 | -35.1% | 10 | 9 | 11.1% |
| Ohio | 134 | 160 | -16.2% | 88 | 104 | -15.4% | 66 | 81 | -18.5% | 33 | 55 | -40.0% | 14 | 12 | 16.7% |
| Wisconsin | 123 | 106 | 16.0% | 93 | 77 | 20.8% | 73 | 47 | 55.3% | 26 | 22 | 18.2% | 8 | 5 | 60.0% |
| Virginia | 118 | 135 | -12.6% | 97 | 122 | -20.5% | 54 | 91 | -40.7% | 29 | 46 | -37.0% | 4 | 7 | -42.9% |
| Georgia (US State) | 117 | 108 | 8.3% | 89 | 80 | 11.3% | 66 | 57 | 15.8% | 39 | 26 | 50.0% | 13 | 14 | -7.1% |
| All Other | 1,396 | 1,513 | -7.7% | 1,029 | 1,193 | -13.7% | 726 | 765 | -5.1% | 341 | 383 | -11.0% | 85 | 93 | -8.6% |
| Total Domestic | 5,581 | 5,636 | -1.0% | 4,138 | 4,298 | -3.7% | 2,877 | 2,834 | 1.5% | 1,367 | 1,541 | -11.3% | 422 | 369 | 14.4% |

Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------|-------|-------|--------|-------|-------|--------|-----|-----|--------|-----|-----|---------|-----|-----|---------|
| Scotland | 1,090 | 1,088 | 0.2% | 795 | 804 | -1.1% | 526 | 547 | -3.8% | 225 | 349 | -35.5% | 67 | 110 | -39.1% |
| Japan | 191 | 154 | 24.0% | 143 | 107 | 33.6% | 99 | 75 | 32.0% | 38 | 50 | -24.0% | 13 | 16 | -18.8% |
| Ireland | 182 | 256 | -28.9% | 115 | 178 | -35.4% | 79 | 117 | -32.5% | 43 | 70 | -38.6% | 16 | 25 | -36.0% |
| Canada | 69 | 95 | -27.4% | 53 | 81 | -34.6% | 44 | 43 | 2.3% | 16 | 21 | -23.8% | 3 | 6 | -50.0% |
| France | 50 | 30 | 66.7% | 39 | 26 | 50.0% | 20 | 13 | 53.8% | 3 | 4 | -25.0% | 0 | 1 | -100.0% |
| India | 30 | 25 | 20.0% | 17 | 18 | -5.6% | 15 | 16 | -6.2% | 1 | 9 | -88.9% | 0 | 3 | -100.0% |
| United Kingdom | 24 | 6 | 300.0% | 24 | 6 | 300.0% | 18 | 4 | 350.0% | 1 | 2 | -50.0% | 0 | 1 | -100.0% |
| Mexico | 11 | 18 | -38.9% | 10 | 15 | -33.3% | 10 | 13 | -23.1% | 10 | 9 | 11.1% | 2 | 2 | 0.0% |
| Italy | 9 | 2 | 350.0% | 3 | 1 | 200.0% | 3 | 1 | 200.0% | 3 | 1 | 200.0% | 2 | 0 | - |
| Australia | 8 | 23 | -65.2% | 5 | 18 | -72.2% | 1 | 6 | -83.3% | 0 | 2 | -100.0% | 0 | 0 | - |
| Finland | 7 | 7 | 0.0% | 5 | 7 | -28.6% | 3 | 6 | -50.0% | 1 | 1 | 0.0% | 0 | 0 | - |
| Taiwan | 7 | 5 | 40.0% | 5 | 4 | 25.0% | 4 | 4 | 0.0% | 1 | 2 | -50.0% | 0 | 2 | -100.0% |
| Wales | 7 | 6 | 16.7% | 7 | 1 | 600.0% | 5 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| New Zealand | 6 | 18 | -66.7% | 6 | 18 | -66.7% | 5 | 5 | 0.0% | 0 | 2 | -100.0% | 0 | 0 | - |
| China | 5 | 10 | -50.0% | 2 | 10 | -80.0% | 2 | 10 | -80.0% | 2 | 9 | -77.8% | 0 | 0 | - |
| Germany | 5 | 9 | -44.4% | 4 | 6 | -33.3% | 4 | 5 | -20.0% | 0 | 1 | -100.0% | 0 | 0 | - |
| Spain | 5 | 5 | 0.0% | 3 | 5 | -40.0% | 3 | 3 | 0.0% | 2 | 0 | - | 1 | 0 | - |
| All Other | 31 | 98 | -68.4% | 18 | 81 | -77.8% | 12 | 45 | -73.3% | 0 | 19 | -100.0% | 0 | 3 | -100.0% |
| Total Import | 1,737 | 1,855 | -6.4% | 1,254 | 1,386 | -9.5% | 853 | 913 | -6.6% | 346 | 551 | -37.2% | 104 | 169 | -38.5% |

4 Wine - COLAs by Class/Type

4.1 Dessert Wines



All Figures are Rolling 12 Mths

Product Approvals

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|--------|--------|-------|--------|--------|-------|--------|--------|-------|-------|-------|-------|-------|-------|-------|
| Domestic | 10,469 | 10,133 | 3.3% | 7,924 | 7,517 | 5.4% | 6,077 | 5,812 | 4.6% | 3,368 | 2,959 | 13.8% | 1,199 | 829 | 44.6% |
| Import | 9,042 | 10,018 | -9.7% | 6,591 | 6,659 | -1.0% | 4,472 | 4,522 | -1.1% | 2,174 | 2,327 | -6.6% | 653 | 681 | -4.1% |
| Total COLAs | 19,511 | 20,151 | -3.2% | 14,515 | 14,176 | 2.4% | 10,549 | 10,334 | 2.1% | 5,542 | 5,286 | 4.8% | 1,852 | 1,510 | 22.6% |

Top States

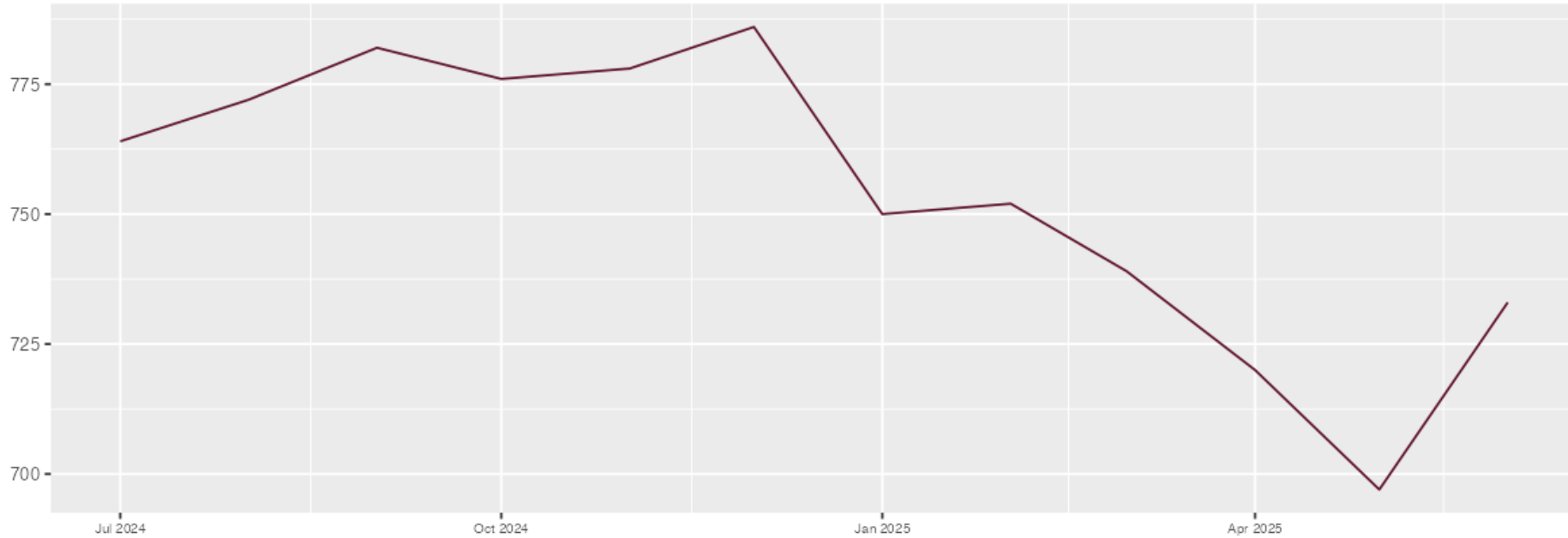
| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------|--------|--------|--------|-------|-------|--------|-------|-------|--------|-------|-------|--------|-------|-----|--------|
| California | 7,768 | 7,693 | 1.0% | 5,890 | 5,674 | 3.8% | 4,551 | 4,344 | 4.8% | 2,592 | 2,198 | 17.9% | 929 | 627 | 48.2% |
| Washington | 918 | 987 | -7.0% | 661 | 733 | -9.8% | 526 | 639 | -17.7% | 263 | 340 | -22.6% | 118 | 103 | 14.6% |
| Texas | 397 | 288 | 37.8% | 301 | 228 | 32.0% | 234 | 148 | 58.1% | 133 | 82 | 62.2% | 43 | 17 | 152.9% |
| Oregon | 342 | 329 | 4.0% | 248 | 254 | -2.4% | 195 | 210 | -7.1% | 107 | 92 | 16.3% | 32 | 22 | 45.5% |
| American | 280 | 213 | 31.5% | 221 | 154 | 43.5% | 147 | 105 | 40.0% | 77 | 56 | 37.5% | 17 | 17 | 0.0% |
| Arizona | 87 | 75 | 16.0% | 71 | 59 | 20.3% | 58 | 53 | 9.4% | 33 | 42 | -21.4% | 5 | 10 | -50.0% |
| Michigan | 73 | 50 | 46.0% | 61 | 33 | 84.8% | 42 | 27 | 55.6% | 24 | 14 | 71.4% | 8 | 4 | 100.0% |
| Virginia | 70 | 56 | 25.0% | 53 | 44 | 20.5% | 39 | 33 | 18.2% | 20 | 14 | 42.9% | 8 | 4 | 100.0% |
| Colorado | 69 | 56 | 23.2% | 58 | 48 | 20.8% | 48 | 41 | 17.1% | 24 | 17 | 41.2% | 5 | 4 | 25.0% |
| Florida | 63 | 28 | 125.0% | 46 | 25 | 84.0% | 36 | 24 | 50.0% | 20 | 19 | 5.3% | 15 | 4 | 275.0% |
| Wisconsin | 50 | 30 | 66.7% | 39 | 13 | 200.0% | 28 | 12 | 133.3% | 11 | 7 | 57.1% | 4 | 1 | 300.0% |
| New York | 40 | 36 | 11.1% | 35 | 20 | 75.0% | 24 | 15 | 60.0% | 13 | 9 | 44.4% | 3 | 0 | - |
| Idaho | 35 | 46 | -23.9% | 26 | 37 | -29.7% | 20 | 23 | -13.0% | 6 | 9 | -33.3% | 1 | 3 | -66.7% |
| Illinois | 23 | 17 | 35.3% | 20 | 15 | 33.3% | 16 | 13 | 23.1% | 4 | 5 | -20.0% | 0 | 0 | - |
| New Jersey | 23 | 17 | 35.3% | 22 | 15 | 46.7% | 8 | 11 | -27.3% | 3 | 4 | -25.0% | 1 | 0 | - |
| All Other | 231 | 212 | 9.0% | 172 | 165 | 4.2% | 105 | 114 | -7.9% | 38 | 51 | -25.5% | 10 | 13 | -23.1% |
| Total Domestic | 10,469 | 10,133 | 3.3% | 7,924 | 7,517 | 5.4% | 6,077 | 5,812 | 4.6% | 3,368 | 2,959 | 13.8% | 1,199 | 829 | 44.6% |

Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------------------|-------|--------|--------|-------|-------|--------|-------|-------|--------|-------|-------|--------|-----|-----|--------|
| Italy | 2,938 | 3,225 | -8.9% | 2,189 | 2,243 | -2.4% | 1,522 | 1,592 | -4.4% | 728 | 818 | -11.0% | 248 | 278 | -10.8% |
| France | 2,705 | 3,351 | -19.3% | 1,979 | 2,059 | -3.9% | 1,358 | 1,371 | -0.9% | 696 | 710 | -2.0% | 150 | 179 | -16.2% |
| Spain | 1,316 | 1,407 | -6.5% | 942 | 987 | -4.6% | 652 | 679 | -4.0% | 300 | 349 | -14.0% | 97 | 106 | -8.5% |
| Argentina | 590 | 601 | -1.8% | 413 | 420 | -1.7% | 236 | 255 | -7.5% | 130 | 139 | -6.5% | 49 | 34 | 44.1% |
| Portugal | 409 | 439 | -6.8% | 276 | 261 | 5.7% | 190 | 174 | 9.2% | 86 | 85 | 1.2% | 42 | 22 | 90.9% |
| Chile | 168 | 148 | 13.5% | 128 | 85 | 50.6% | 85 | 47 | 80.9% | 37 | 22 | 68.2% | 13 | 7 | 85.7% |
| Australia | 162 | 246 | -34.1% | 109 | 161 | -32.3% | 69 | 97 | -28.9% | 25 | 42 | -40.5% | 6 | 8 | -25.0% |
| Moldova | 137 | 77 | 77.9% | 97 | 72 | 34.7% | 50 | 55 | -9.1% | 19 | 25 | -24.0% | 9 | 13 | -30.8% |
| South Africa (Union Of) | 120 | 122 | -1.6% | 79 | 71 | 11.3% | 61 | 49 | 24.5% | 21 | 23 | -8.7% | 6 | 11 | -45.5% |
| New Zealand | 103 | 30 | 243.3% | 92 | 21 | 338.1% | 64 | 11 | 481.8% | 35 | 4 | 775.0% | 6 | 2 | 200.0% |
| Israel | 67 | 73 | -8.2% | 45 | 56 | -19.6% | 38 | 42 | -9.5% | 14 | 25 | -44.0% | 4 | 2 | 100.0% |
| Mexico | 54 | 41 | 31.7% | 34 | 25 | 36.0% | 27 | 14 | 92.9% | 15 | 12 | 25.0% | 4 | 1 | 300.0% |
| Bulgaria | 37 | 12 | 208.3% | 34 | 8 | 325.0% | 3 | 6 | -50.0% | 1 | 4 | -75.0% | 0 | 0 | - |
| Turkey | 27 | 11 | 145.5% | 27 | 9 | 200.0% | 19 | 1 | >999% | 17 | 1 | >999% | 9 | 0 | - |
| Romania | 25 | 20 | 25.0% | 20 | 9 | 122.2% | 8 | 7 | 14.3% | 2 | 6 | -66.7% | 0 | 0 | - |
| All Other | 184 | 215 | -14.4% | 127 | 172 | -26.2% | 90 | 122 | -26.2% | 48 | 62 | -22.6% | 10 | 18 | -44.4% |
| Total Import | 9,042 | 10,018 | -9.7% | 6,591 | 6,659 | -1.0% | 4,472 | 4,522 | -1.1% | 2,174 | 2,327 | -6.6% | 653 | 681 | -4.1% |

4.2 Fruit Wine/Cider

Product Approvals



All Figures are Rolling 12 Mths

Product Approvals

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|------|-----|-------|-----|-----|--------|-----|-----|--------|-----|-----|--------|-----|----|-------|
| Domestic | 682 | 691 | -1.3% | 460 | 497 | -7.4% | 297 | 337 | -11.9% | 178 | 178 | 0.0% | 77 | 45 | 71.1% |
| Import | 51 | 48 | 6.2% | 32 | 44 | -27.3% | 22 | 35 | -37.1% | 19 | 25 | -24.0% | 11 | 7 | 57.1% |
| Total COLAs | 733 | 739 | -0.8% | 492 | 541 | -9.1% | 319 | 372 | -14.2% | 197 | 203 | -3.0% | 88 | 52 | 69.2% |

Top States

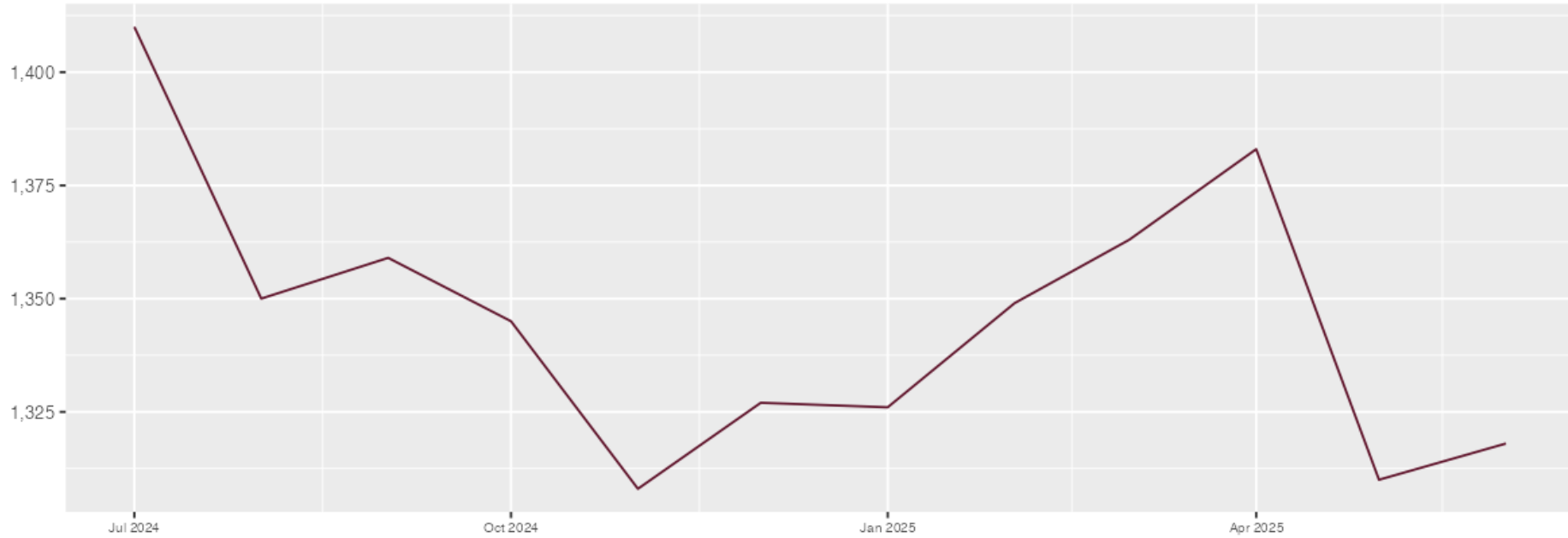
| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------|------|-----|--------|-----|-----|--------|-----|-----|--------|-----|-----|--------|-----|----|---------|
| New York | 107 | 86 | 24.4% | 63 | 54 | 16.7% | 44 | 34 | 29.4% | 28 | 19 | 47.4% | 16 | 6 | 166.7% |
| Washington | 70 | 46 | 52.2% | 57 | 33 | 72.7% | 34 | 24 | 41.7% | 16 | 15 | 6.7% | 6 | 3 | 100.0% |
| California | 64 | 72 | -11.1% | 50 | 55 | -9.1% | 43 | 32 | 34.4% | 18 | 23 | -21.7% | 9 | 5 | 80.0% |
| Michigan | 61 | 49 | 24.5% | 44 | 41 | 7.3% | 28 | 35 | -20.0% | 19 | 20 | -5.0% | 11 | 3 | 266.7% |
| Oregon | 52 | 36 | 44.4% | 27 | 25 | 8.0% | 13 | 20 | -35.0% | 11 | 11 | 0.0% | 5 | 0 | - |
| Pennsylvania | 44 | 92 | -52.2% | 28 | 66 | -57.6% | 19 | 52 | -63.5% | 9 | 23 | -60.9% | 4 | 9 | -55.6% |
| North Carolina | 43 | 28 | 53.6% | 27 | 18 | 50.0% | 22 | 14 | 57.1% | 14 | 5 | 180.0% | 7 | 1 | 600.0% |
| Virginia | 31 | 41 | -24.4% | 22 | 32 | -31.2% | 12 | 17 | -29.4% | 9 | 11 | -18.2% | 1 | 0 | - |
| Ohio | 20 | 25 | -20.0% | 13 | 12 | 8.3% | 8 | 9 | -11.1% | 2 | 5 | -60.0% | 1 | 1 | 0.0% |
| Maine | 18 | 11 | 63.6% | 15 | 11 | 36.4% | 6 | 7 | -14.3% | 6 | 4 | 50.0% | 3 | 0 | - |
| Colorado | 16 | 10 | 60.0% | 10 | 7 | 42.9% | 6 | 7 | -14.3% | 3 | 1 | 200.0% | 0 | 0 | - |
| Tennessee | 14 | 15 | -6.7% | 4 | 14 | -71.4% | 2 | 12 | -83.3% | 1 | 8 | -87.5% | 1 | 6 | -83.3% |
| Vermont | 13 | 9 | 44.4% | 8 | 7 | 14.3% | 6 | 3 | 100.0% | 2 | 1 | 100.0% | 1 | 0 | - |
| Wisconsin | 13 | 22 | -40.9% | 9 | 6 | 50.0% | 5 | 5 | 0.0% | 5 | 2 | 150.0% | 0 | 1 | -100.0% |
| Utah | 12 | 11 | 9.1% | 12 | 8 | 50.0% | 10 | 7 | 42.9% | 10 | 2 | 400.0% | 3 | 0 | - |
| All Other | 104 | 138 | -24.6% | 71 | 108 | -34.3% | 39 | 59 | -33.9% | 25 | 28 | -10.7% | 9 | 10 | -10.0% |
| Total Domestic | 682 | 691 | -1.3% | 460 | 497 | -7.4% | 297 | 337 | -11.9% | 178 | 178 | 0.0% | 77 | 45 | 71.1% |

Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------------------|------|----|---------|-----|----|---------|-----|----|---------|-----|----|---------|-----|----|---------|
| South Korea | 26 | 18 | 44.4% | 26 | 18 | 44.4% | 17 | 18 | -5.6% | 17 | 15 | 13.3% | 11 | 5 | 120.0% |
| Moldova | 16 | 1 | >999% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - |
| France | 3 | 11 | -72.7% | 3 | 10 | -70.0% | 2 | 7 | -71.4% | 1 | 4 | -75.0% | 0 | 1 | -100.0% |
| Ireland | 2 | 0 | - | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - |
| Austria | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Chile | 1 | 3 | -66.7% | 1 | 3 | -66.7% | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Germany | 1 | 2 | -50.0% | 0 | 2 | -100.0% | 0 | 2 | -100.0% | 0 | 2 | -100.0% | 0 | 1 | -100.0% |
| Japan | 1 | 3 | -66.7% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Argentina | 0 | 2 | -100.0% | 0 | 2 | -100.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Canada | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - |
| China | 0 | 5 | -100.0% | 0 | 5 | -100.0% | 0 | 5 | -100.0% | 0 | 2 | -100.0% | 0 | 0 | - |
| Italy | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - |
| South Africa (Union Of) | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Total Import | 51 | 48 | 6.2% | 32 | 44 | -27.3% | 22 | 35 | -37.1% | 19 | 25 | -24.0% | 11 | 7 | 57.1% |

4.3 Honey Wine

Product Approvals



All Figures are Rolling 12 Mths

Product Approvals

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|-------|-------|--------|-----|-----|--------|-----|-----|--------|-----|-----|--------|-----|-----|------|
| Domestic | 1,314 | 1,412 | -6.9% | 951 | 990 | -3.9% | 669 | 675 | -0.9% | 335 | 378 | -11.4% | 122 | 114 | 7.0% |
| Import | 4 | 6 | -33.3% | 3 | 5 | -40.0% | 1 | 4 | -75.0% | 1 | 3 | -66.7% | 1 | 1 | 0.0% |
| Total COLAs | 1,318 | 1,418 | -7.1% | 954 | 995 | -4.1% | 670 | 679 | -1.3% | 336 | 381 | -11.8% | 123 | 115 | 7.0% |

Top States

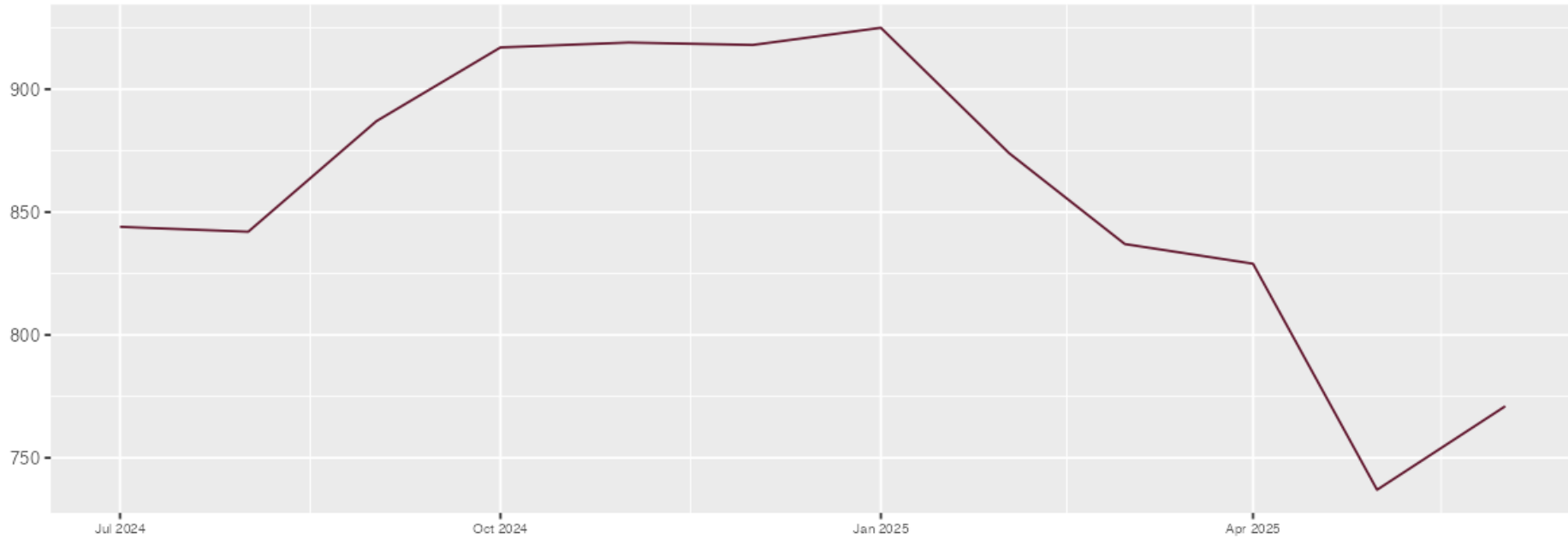
| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------|-------|-------|--------|-----|-----|--------|-----|-----|--------|-----|-----|--------|-----|-----|---------|
| Texas | 102 | 46 | 121.7% | 68 | 21 | 223.8% | 45 | 13 | 246.2% | 30 | 9 | 233.3% | 13 | 7 | 85.7% |
| Illinois | 80 | 80 | 0.0% | 68 | 56 | 21.4% | 54 | 35 | 54.3% | 28 | 23 | 21.7% | 6 | 12 | -50.0% |
| Michigan | 80 | 67 | 19.4% | 49 | 32 | 53.1% | 21 | 20 | 5.0% | 5 | 8 | -37.5% | 3 | 1 | 200.0% |
| Virginia | 70 | 73 | -4.1% | 46 | 51 | -9.8% | 38 | 37 | 2.7% | 13 | 22 | -40.9% | 9 | 4 | 125.0% |
| Arizona | 66 | 86 | -23.3% | 48 | 52 | -7.7% | 36 | 40 | -10.0% | 22 | 13 | 69.2% | 9 | 1 | 800.0% |
| Pennsylvania | 63 | 91 | -30.8% | 32 | 63 | -49.2% | 24 | 34 | -29.4% | 9 | 24 | -62.5% | 2 | 10 | -80.0% |
| New York | 62 | 85 | -27.1% | 33 | 60 | -45.0% | 24 | 38 | -36.8% | 14 | 27 | -48.1% | 8 | 10 | -20.0% |
| Iowa | 56 | 40 | 40.0% | 43 | 34 | 26.5% | 31 | 22 | 40.9% | 2 | 20 | -90.0% | 0 | 4 | -100.0% |
| Kentucky | 56 | 44 | 27.3% | 43 | 44 | -2.3% | 26 | 43 | -39.5% | 12 | 40 | -70.0% | 8 | 4 | 100.0% |
| California | 55 | 67 | -17.9% | 33 | 49 | -32.7% | 18 | 31 | -41.9% | 8 | 17 | -52.9% | 5 | 2 | 150.0% |
| Washington | 49 | 38 | 28.9% | 39 | 27 | 44.4% | 18 | 22 | -18.2% | 7 | 3 | 133.3% | 2 | 1 | 100.0% |
| Colorado | 44 | 35 | 25.7% | 38 | 22 | 72.7% | 16 | 15 | 6.7% | 7 | 5 | 40.0% | 1 | 3 | -66.7% |
| North Carolina | 44 | 53 | -17.0% | 36 | 31 | 16.1% | 26 | 15 | 73.3% | 12 | 3 | 300.0% | 6 | 3 | 100.0% |
| Florida | 43 | 119 | -63.9% | 28 | 81 | -65.4% | 19 | 55 | -65.5% | 9 | 25 | -64.0% | 6 | 5 | 20.0% |
| New Mexico | 42 | 28 | 50.0% | 32 | 12 | 166.7% | 26 | 12 | 116.7% | 18 | 3 | 500.0% | 0 | 3 | -100.0% |
| All Other | 402 | 460 | -12.6% | 315 | 355 | -11.3% | 247 | 243 | 1.6% | 139 | 136 | 2.2% | 44 | 44 | 0.0% |
| Total Domestic | 1,314 | 1,412 | -6.9% | 951 | 990 | -3.9% | 669 | 675 | -0.9% | 335 | 378 | -11.4% | 122 | 114 | 7.0% |

Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------|------|----|---------|-----|----|---------|-----|----|---------|-----|----|---------|-----|----|------|
| Poland | 2 | 0 | - | 2 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Denmark | 1 | 2 | -50.0% | 1 | 1 | 0.0% | 1 | 1 | 0.0% | 1 | 1 | 0.0% | 1 | 1 | 0.0% |
| Japan | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| England | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - |
| Norway | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| United Kingdom | 0 | 2 | -100.0% | 0 | 2 | -100.0% | 0 | 2 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - |
| Total Import | 4 | 6 | -33.3% | 3 | 5 | -40.0% | 1 | 4 | -75.0% | 1 | 3 | -66.7% | 1 | 1 | 0.0% |

4.4 Sake

Product Approvals



All Figures are Rolling 12 Mths

Product Approvals

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|------|-----|--------|-----|-----|--------|-----|-----|--------|-----|-----|--------|-----|----|--------|
| Domestic | 121 | 86 | 40.7% | 90 | 70 | 28.6% | 54 | 56 | -3.6% | 22 | 35 | -37.1% | 10 | 8 | 25.0% |
| Import | 650 | 729 | -10.8% | 433 | 569 | -23.9% | 285 | 430 | -33.7% | 145 | 198 | -26.8% | 59 | 27 | 118.5% |
| Total COLAs | 771 | 815 | -5.4% | 523 | 639 | -18.2% | 339 | 486 | -30.2% | 167 | 233 | -28.3% | 69 | 35 | 97.1% |

Top States

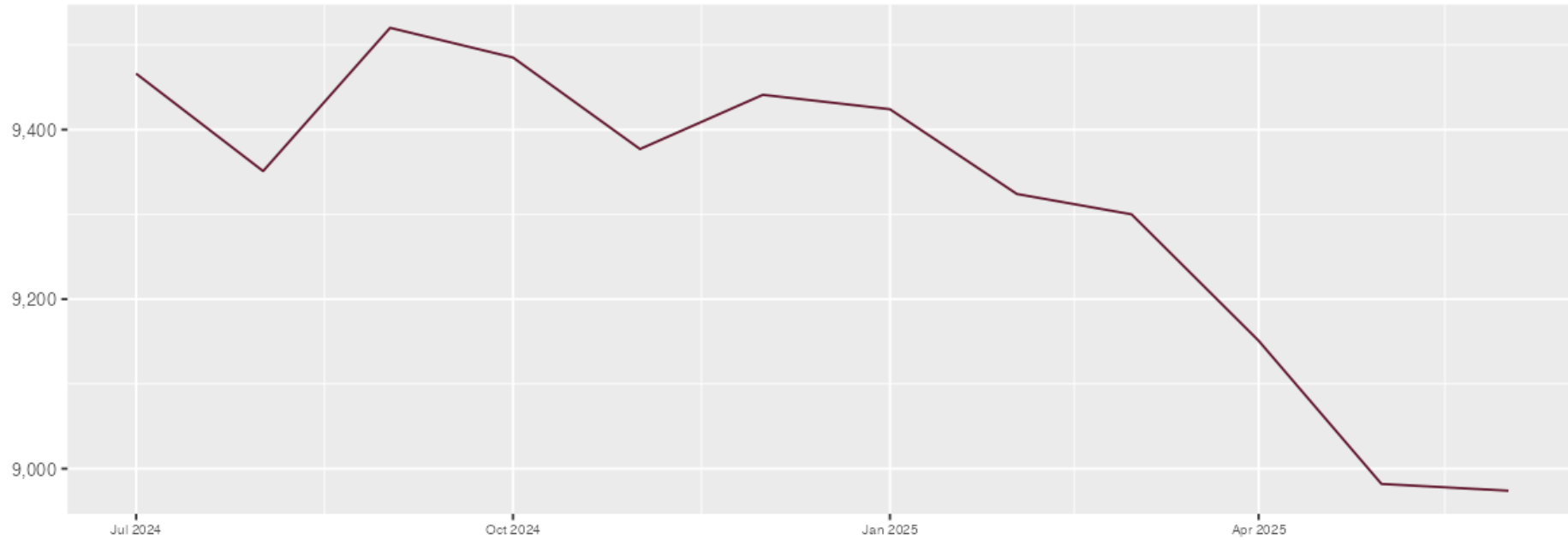
| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|--------------------|------|----|---------|-----|----|---------|-----|----|---------|-----|----|---------|-----|----|---------|
| California | 37 | 29 | 27.6% | 19 | 22 | -13.6% | 9 | 13 | -30.8% | 1 | 6 | -83.3% | 0 | 3 | -100.0% |
| New York | 31 | 24 | 29.2% | 24 | 19 | 26.3% | 17 | 18 | -5.6% | 9 | 17 | -47.1% | 3 | 0 | - |
| Washington | 16 | 10 | 60.0% | 16 | 10 | 60.0% | 7 | 10 | -30.0% | 0 | 3 | -100.0% | 0 | 1 | -100.0% |
| Oregon | 9 | 2 | 350.0% | 9 | 1 | 800.0% | 4 | 0 | - | 1 | 0 | - | 1 | 0 | - |
| Virginia | 7 | 3 | 133.3% | 6 | 3 | 100.0% | 5 | 2 | 150.0% | 4 | 2 | 100.0% | 0 | 2 | -100.0% |
| Maryland | 4 | 0 | - | 4 | 0 | - | 4 | 0 | - | 4 | 0 | - | 4 | 0 | - |
| Massachusetts | 4 | 0 | - | 4 | 0 | - | 4 | 0 | - | 1 | 0 | - | 1 | 0 | - |
| Colorado | 3 | 0 | - | 3 | 0 | - | 3 | 0 | - | 1 | 0 | - | 0 | 0 | - |
| New Jersey | 2 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| North Carolina | 2 | 2 | 0.0% | 2 | 2 | 0.0% | 0 | 2 | -100.0% | 0 | 0 | - | 0 | 0 | - |
| Pennsylvania | 2 | 4 | -50.0% | 0 | 4 | -100.0% | 0 | 3 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% |
| Alabama | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Connecticut | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Georgia (US State) | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - |
| Idaho | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| All Other | 0 | 12 | -100.0% | 0 | 9 | -100.0% | 0 | 8 | -100.0% | 0 | 6 | -100.0% | 0 | 1 | -100.0% |
| Total Domestic | 121 | 86 | 40.7% | 90 | 70 | 28.6% | 54 | 56 | -3.6% | 22 | 35 | -37.1% | 10 | 8 | 25.0% |

Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|--------------|------|-----|---------|-----|-----|---------|-----|-----|---------|-----|-----|---------|-----|----|--------|
| Japan | 618 | 696 | -11.2% | 408 | 544 | -25.0% | 262 | 412 | -36.4% | 135 | 194 | -30.4% | 59 | 27 | 118.5% |
| South Korea | 11 | 13 | -15.4% | 10 | 11 | -9.1% | 8 | 10 | -20.0% | 3 | 0 | - | 0 | 0 | - |
| Netherlands | 8 | 3 | 166.7% | 6 | 0 | - | 6 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| China | 6 | 8 | -25.0% | 6 | 8 | -25.0% | 6 | 2 | 200.0% | 6 | 1 | 500.0% | 0 | 0 | - |
| Mexico | 4 | 0 | - | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - |
| Vietnam | 2 | 0 | - | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| France | 1 | 1 | 0.0% | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Canada | 0 | 2 | -100.0% | 0 | 2 | -100.0% | 0 | 2 | -100.0% | 0 | 2 | -100.0% | 0 | 0 | - |
| Israel | 0 | 2 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - |
| Italy | 0 | 2 | -100.0% | 0 | 2 | -100.0% | 0 | 2 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - |
| Spain | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - |
| Taiwan | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Total Import | 650 | 729 | -10.8% | 433 | 569 | -23.9% | 285 | 430 | -33.7% | 145 | 198 | -26.8% | 59 | 27 | 118.5% |

4.5 Sparkling Wine

Product Approvals



All Figures are Rolling 12 Mths

Product Approvals

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|-------|-------|-------|-------|-------|--------|-------|-------|--------|-------|-------|--------|-----|-----|-------|
| Domestic | 2,290 | 2,482 | -7.7% | 1,722 | 1,928 | -10.7% | 1,266 | 1,323 | -4.3% | 699 | 710 | -1.5% | 252 | 203 | 24.1% |
| Import | 6,684 | 7,035 | -5.0% | 4,688 | 5,028 | -6.8% | 3,194 | 3,604 | -11.4% | 1,595 | 1,910 | -16.5% | 517 | 574 | -9.9% |
| Total COLAs | 8,974 | 9,517 | -5.7% | 6,410 | 6,956 | -7.8% | 4,460 | 4,927 | -9.5% | 2,294 | 2,620 | -12.4% | 769 | 777 | -1.0% |

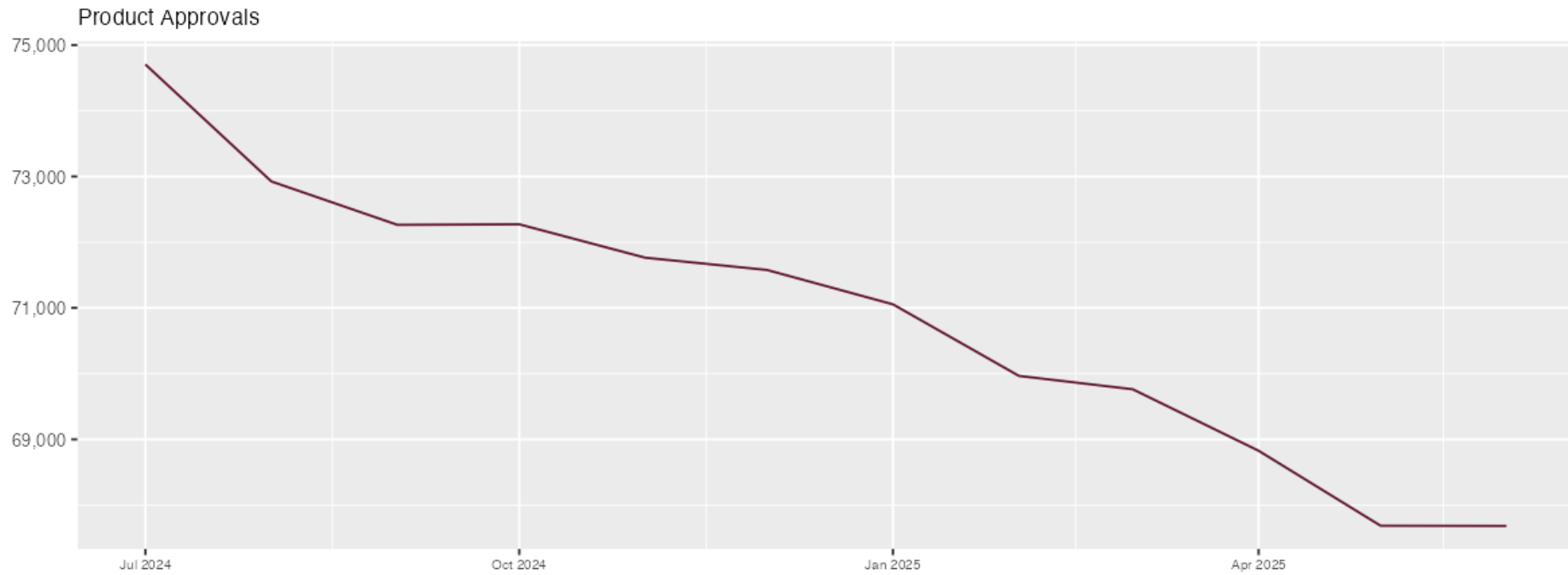
Top States

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|--------------------|-------|-------|--------|-------|-------|--------|-------|-------|--------|-----|-----|---------|-----|-----|--------|
| California | 877 | 991 | -11.5% | 658 | 759 | -13.3% | 473 | 471 | 0.4% | 284 | 263 | 8.0% | 100 | 80 | 25.0% |
| Oregon | 190 | 203 | -6.4% | 162 | 168 | -3.6% | 138 | 129 | 7.0% | 63 | 56 | 12.5% | 23 | 20 | 15.0% |
| New York | 186 | 218 | -14.7% | 142 | 182 | -22.0% | 104 | 142 | -26.8% | 56 | 79 | -29.1% | 19 | 16 | 18.8% |
| Washington | 181 | 201 | -10.0% | 148 | 150 | -1.3% | 93 | 111 | -16.2% | 43 | 63 | -31.7% | 16 | 18 | -11.1% |
| Michigan | 142 | 110 | 29.1% | 124 | 87 | 42.5% | 107 | 66 | 62.1% | 74 | 39 | 89.7% | 41 | 14 | 192.9% |
| Virginia | 103 | 129 | -20.2% | 81 | 110 | -26.4% | 57 | 85 | -32.9% | 26 | 54 | -51.9% | 4 | 6 | -33.3% |
| Texas | 82 | 58 | 41.4% | 62 | 46 | 34.8% | 47 | 28 | 67.9% | 28 | 10 | 180.0% | 10 | 4 | 150.0% |
| North Carolina | 78 | 112 | -30.4% | 48 | 96 | -50.0% | 39 | 61 | -36.1% | 25 | 35 | -28.6% | 6 | 12 | -50.0% |
| American | 68 | 91 | -25.3% | 41 | 65 | -36.9% | 29 | 52 | -44.2% | 9 | 25 | -64.0% | 6 | 8 | -25.0% |
| Pennsylvania | 58 | 97 | -40.2% | 42 | 56 | -25.0% | 28 | 26 | 7.7% | 14 | 17 | -17.6% | 2 | 9 | -77.8% |
| Maryland | 37 | 18 | 105.6% | 26 | 15 | 73.3% | 20 | 11 | 81.8% | 10 | 1 | 900.0% | 4 | 0 | - |
| Colorado | 34 | 12 | 183.3% | 9 | 8 | 12.5% | 5 | 8 | -37.5% | 0 | 1 | -100.0% | 0 | 0 | - |
| Minnesota | 29 | 12 | 141.7% | 21 | 10 | 110.0% | 12 | 7 | 71.4% | 8 | 4 | 100.0% | 5 | 0 | - |
| Ohio | 28 | 8 | 250.0% | 25 | 8 | 212.5% | 18 | 5 | 260.0% | 4 | 2 | 100.0% | 1 | 0 | - |
| Georgia (US State) | 22 | 15 | 46.7% | 8 | 13 | -38.5% | 7 | 8 | -12.5% | 4 | 6 | -33.3% | 1 | 0 | - |
| All Other | 175 | 207 | -15.5% | 125 | 155 | -19.4% | 89 | 113 | -21.2% | 51 | 55 | -7.3% | 14 | 16 | -12.5% |
| Total Domestic | 2,290 | 2,482 | -7.7% | 1,722 | 1,928 | -10.7% | 1,266 | 1,323 | -4.3% | 699 | 710 | -1.5% | 252 | 203 | 24.1% |

Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------------------|-------|-------|--------|-------|-------|--------|-------|-------|--------|-------|-------|---------|-----|-----|---------|
| France | 4,056 | 4,322 | -6.2% | 2,780 | 3,004 | -7.5% | 1,868 | 2,130 | -12.3% | 927 | 1,190 | -22.1% | 298 | 334 | -10.8% |
| Italy | 1,316 | 1,500 | -12.3% | 969 | 1,134 | -14.6% | 690 | 829 | -16.8% | 362 | 411 | -11.9% | 128 | 125 | 2.4% |
| Spain | 473 | 429 | 10.3% | 323 | 300 | 7.7% | 222 | 241 | -7.9% | 120 | 138 | -13.0% | 41 | 46 | -10.9% |
| New Zealand | 114 | 34 | 235.3% | 104 | 29 | 258.6% | 73 | 20 | 265.0% | 34 | 7 | 385.7% | 4 | 0 | - |
| Germany | 85 | 87 | -2.3% | 56 | 57 | -1.8% | 35 | 35 | 0.0% | 20 | 19 | 5.3% | 10 | 3 | 233.3% |
| Argentina | 59 | 52 | 13.5% | 45 | 41 | 9.8% | 17 | 30 | -43.3% | 10 | 10 | 0.0% | 0 | 4 | -100.0% |
| England | 59 | 43 | 37.2% | 44 | 36 | 22.2% | 34 | 25 | 36.0% | 8 | 6 | 33.3% | 2 | 4 | -50.0% |
| Portugal | 57 | 61 | -6.6% | 36 | 50 | -28.0% | 23 | 45 | -48.9% | 12 | 19 | -36.8% | 2 | 10 | -80.0% |
| Brazil | 48 | 40 | 20.0% | 16 | 23 | -30.4% | 2 | 16 | -87.5% | 2 | 4 | -50.0% | 0 | 0 | - |
| South Africa (Union Of) | 48 | 64 | -25.0% | 34 | 46 | -26.1% | 25 | 30 | -16.7% | 10 | 17 | -41.2% | 4 | 11 | -63.6% |
| Austria | 44 | 50 | -12.0% | 28 | 35 | -20.0% | 24 | 20 | 20.0% | 15 | 5 | 200.0% | 5 | 2 | 150.0% |
| Moldova | 35 | 35 | 0.0% | 31 | 26 | 19.2% | 26 | 21 | 23.8% | 12 | 11 | 9.1% | 8 | 10 | -20.0% |
| Australia | 34 | 40 | -15.0% | 31 | 32 | -3.1% | 22 | 25 | -12.0% | 10 | 14 | -28.6% | 3 | 0 | - |
| Japan | 34 | 22 | 54.5% | 28 | 21 | 33.3% | 19 | 11 | 72.7% | 12 | 8 | 50.0% | 4 | 3 | 33.3% |
| Georgia (Country) | 31 | 24 | 29.2% | 21 | 16 | 31.2% | 13 | 12 | 8.3% | 0 | 4 | -100.0% | 0 | 4 | -100.0% |
| All Other | 191 | 232 | -17.7% | 142 | 178 | -20.2% | 101 | 114 | -11.4% | 41 | 47 | -12.8% | 8 | 18 | -55.6% |
| Total Import | 6,684 | 7,035 | -5.0% | 4,688 | 5,028 | -6.8% | 3,194 | 3,604 | -11.4% | 1,595 | 1,910 | -16.5% | 517 | 574 | -9.9% |

4.6 Table Wines



All Figures are Rolling 12 Mths

Product Approvals

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|--------|--------|--------|--------|--------|-------|--------|--------|--------|--------|--------|--------|-------|-------|-------|
| Domestic | 21,611 | 22,824 | -5.3% | 16,557 | 17,618 | -6.0% | 12,282 | 13,269 | -7.4% | 6,286 | 6,429 | -2.2% | 1,891 | 1,685 | 12.2% |
| Import | 46,072 | 52,801 | -12.7% | 33,564 | 37,084 | -9.5% | 23,179 | 26,086 | -11.1% | 11,656 | 13,592 | -14.2% | 3,755 | 3,964 | -5.3% |
| Total COLAs | 67,683 | 75,625 | -10.5% | 50,121 | 54,702 | -8.4% | 35,461 | 39,355 | -9.9% | 17,942 | 20,021 | -10.4% | 5,646 | 5,649 | -0.1% |

Top States

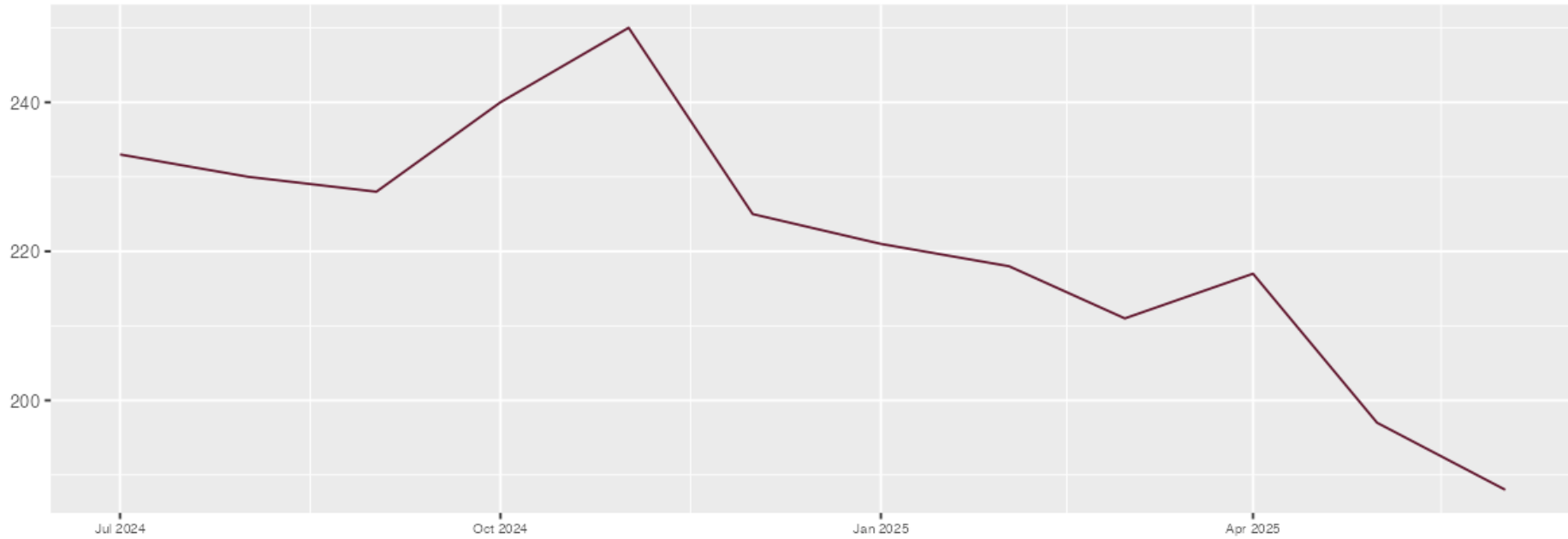
| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|-------|--------|-------|-------|--------|
| California | 9,087 | 9,524 | -4.6% | 7,027 | 7,306 | -3.8% | 5,210 | 5,475 | -4.8% | 2,771 | 2,711 | 2.2% | 800 | 686 | 16.6% |
| Oregon | 1,985 | 2,088 | -4.9% | 1,519 | 1,621 | -6.3% | 1,226 | 1,255 | -2.3% | 590 | 547 | 7.9% | 225 | 164 | 37.2% |
| American | 1,671 | 1,656 | 0.9% | 1,256 | 1,267 | -0.9% | 843 | 934 | -9.7% | 407 | 469 | -13.2% | 123 | 134 | -8.2% |
| Washington | 1,213 | 1,372 | -11.6% | 986 | 1,094 | -9.9% | 722 | 880 | -18.0% | 308 | 391 | -21.2% | 95 | 86 | 10.5% |
| Texas | 1,209 | 1,181 | 2.4% | 965 | 898 | 7.5% | 705 | 592 | 19.1% | 350 | 288 | 21.5% | 113 | 64 | 76.6% |
| New York | 891 | 1,028 | -13.3% | 677 | 773 | -12.4% | 504 | 582 | -13.4% | 251 | 252 | -0.4% | 53 | 53 | 0.0% |
| Virginia | 835 | 769 | 8.6% | 584 | 597 | -2.2% | 446 | 408 | 9.3% | 252 | 172 | 46.5% | 67 | 43 | 55.8% |
| Michigan | 732 | 811 | -9.7% | 570 | 673 | -15.3% | 457 | 548 | -16.6% | 250 | 317 | -21.1% | 81 | 118 | -31.4% |
| Pennsylvania | 505 | 527 | -4.2% | 411 | 385 | 6.8% | 275 | 297 | -7.4% | 152 | 176 | -13.6% | 48 | 23 | 108.7% |
| Ohio | 417 | 415 | 0.5% | 313 | 293 | 6.8% | 225 | 223 | 0.9% | 122 | 115 | 6.1% | 26 | 10 | 160.0% |
| North Carolina | 271 | 290 | -6.6% | 173 | 230 | -24.8% | 124 | 180 | -31.1% | 57 | 72 | -20.8% | 24 | 33 | -27.3% |
| Colorado | 223 | 244 | -8.6% | 170 | 182 | -6.6% | 110 | 158 | -30.4% | 53 | 85 | -37.6% | 11 | 18 | -38.9% |
| Wisconsin | 206 | 304 | -32.2% | 161 | 243 | -33.7% | 139 | 175 | -20.6% | 69 | 74 | -6.8% | 24 | 25 | -4.0% |
| Arizona | 192 | 270 | -28.9% | 155 | 235 | -34.0% | 120 | 197 | -39.1% | 78 | 116 | -32.8% | 13 | 30 | -56.7% |
| Missouri | 174 | 145 | 20.0% | 142 | 128 | 10.9% | 124 | 106 | 17.0% | 56 | 39 | 43.6% | 15 | 7 | 114.3% |
| All Other | 2,000 | 2,200 | -9.1% | 1,448 | 1,693 | -14.5% | 1,052 | 1,259 | -16.4% | 520 | 605 | -14.0% | 173 | 191 | -9.4% |
| Total Domestic | 21,611 | 22,824 | -5.3% | 16,557 | 17,618 | -6.0% | 12,282 | 13,269 | -7.4% | 6,286 | 6,429 | -2.2% | 1,891 | 1,685 | 12.2% |

Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|-------|--------|
| France | 21,320 | 27,295 | -21.9% | 15,167 | 18,929 | -19.9% | 10,396 | 13,441 | -22.7% | 5,257 | 7,131 | -26.3% | 1,612 | 1,935 | -16.7% |
| Italy | 9,545 | 10,220 | -6.6% | 7,139 | 7,526 | -5.1% | 5,002 | 5,387 | -7.1% | 2,549 | 2,769 | -7.9% | 866 | 907 | -4.5% |
| Spain | 3,259 | 3,624 | -10.1% | 2,461 | 2,678 | -8.1% | 1,722 | 2,019 | -14.7% | 861 | 1,050 | -18.0% | 280 | 285 | -1.8% |
| New Zealand | 2,224 | 895 | 148.5% | 1,811 | 645 | 180.8% | 1,248 | 414 | 201.4% | 554 | 213 | 160.1% | 157 | 47 | 234.0% |
| Argentina | 1,457 | 1,480 | -1.6% | 1,027 | 1,074 | -4.4% | 650 | 718 | -9.5% | 349 | 326 | 7.1% | 102 | 97 | 5.2% |
| Chile | 1,201 | 1,343 | -10.6% | 961 | 902 | 6.5% | 671 | 586 | 14.5% | 341 | 293 | 16.4% | 112 | 106 | 5.7% |
| Germany | 1,166 | 1,604 | -27.3% | 805 | 978 | -17.7% | 547 | 572 | -4.4% | 310 | 323 | -4.0% | 112 | 116 | -3.4% |
| Portugal | 965 | 931 | 3.7% | 622 | 667 | -6.7% | 449 | 527 | -14.8% | 215 | 230 | -6.5% | 87 | 65 | 33.8% |
| South Africa (Union Of) | 850 | 969 | -12.3% | 606 | 609 | -0.5% | 450 | 399 | 12.8% | 190 | 212 | -10.4% | 68 | 91 | -25.3% |
| Austria | 571 | 662 | -13.7% | 403 | 410 | -1.7% | 270 | 268 | 0.7% | 139 | 125 | 11.2% | 36 | 46 | -21.7% |
| Australia | 544 | 577 | -5.7% | 405 | 376 | 7.7% | 276 | 235 | 17.4% | 150 | 91 | 64.8% | 50 | 20 | 150.0% |
| Georgia (Country) | 367 | 452 | -18.8% | 272 | 323 | -15.8% | 188 | 182 | 3.3% | 60 | 118 | -49.2% | 22 | 51 | -56.9% |
| Greece | 358 | 362 | -1.1% | 288 | 297 | -3.0% | 203 | 195 | 4.1% | 146 | 87 | 67.8% | 71 | 25 | 184.0% |
| Mexico | 345 | 351 | -1.7% | 253 | 223 | 13.5% | 171 | 135 | 26.7% | 95 | 70 | 35.7% | 45 | 8 | 462.5% |
| Israel | 251 | 255 | -1.6% | 171 | 186 | -8.1% | 139 | 151 | -7.9% | 58 | 85 | -31.8% | 19 | 11 | 72.7% |
| All Other | 1,649 | 1,781 | -7.4% | 1,173 | 1,261 | -7.0% | 797 | 857 | -7.0% | 382 | 469 | -18.6% | 116 | 154 | -24.7% |
| Total Import | 46,072 | 52,801 | -12.7% | 33,564 | 37,084 | -9.5% | 23,179 | 26,086 | -11.1% | 11,656 | 13,592 | -14.2% | 3,755 | 3,964 | -5.3% |

4.7 Vermont

Product Approvals



All Figures are Rolling 12 Mths

Product Approvals

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|-------------|------|-----|--------|-----|-----|--------|-----|-----|--------|-----|----|--------|-----|----|--------|
| Domestic | 69 | 69 | 0.0% | 48 | 48 | 0.0% | 34 | 32 | 6.2% | 17 | 18 | -5.6% | 5 | 4 | 25.0% |
| Import | 119 | 166 | -28.3% | 91 | 131 | -30.5% | 57 | 96 | -40.6% | 31 | 53 | -41.5% | 8 | 18 | -55.6% |
| Total COLAs | 188 | 235 | -20.0% | 139 | 179 | -22.3% | 91 | 128 | -28.9% | 48 | 71 | -32.4% | 13 | 22 | -40.9% |

Top States

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|----------------|------|----|---------|-----|----|---------|-----|----|---------|-----|----|---------|-----|----|---------|
| California | 20 | 23 | -13.0% | 14 | 20 | -30.0% | 12 | 15 | -20.0% | 7 | 8 | -12.5% | 2 | 2 | 0.0% |
| New York | 12 | 8 | 50.0% | 9 | 7 | 28.6% | 6 | 4 | 50.0% | 1 | 1 | 0.0% | 0 | 0 | - |
| Virginia | 6 | 5 | 20.0% | 3 | 4 | -25.0% | 3 | 3 | 0.0% | 1 | 3 | -66.7% | 0 | 0 | - |
| North Carolina | 5 | 7 | -28.6% | 2 | 2 | 0.0% | 2 | 2 | 0.0% | 2 | 1 | 100.0% | 2 | 0 | - |
| Texas | 5 | 0 | - | 3 | 0 | - | 2 | 0 | - | 2 | 0 | - | 0 | 0 | - |
| Pennsylvania | 4 | 3 | 33.3% | 4 | 1 | 300.0% | 4 | 1 | 300.0% | 1 | 0 | - | 0 | 0 | - |
| Oregon | 3 | 12 | -75.0% | 2 | 8 | -75.0% | 1 | 4 | -75.0% | 1 | 3 | -66.7% | 0 | 1 | -100.0% |
| Florida | 2 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Kentucky | 2 | 0 | - | 2 | 0 | - | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - |
| Massachusetts | 2 | 1 | 100.0% | 2 | 1 | 100.0% | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - |
| Michigan | 2 | 3 | -33.3% | 2 | 1 | 100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% |
| Washington | 2 | 1 | 100.0% | 1 | 1 | 0.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Missouri | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| New Hampshire | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| New Jersey | 1 | 1 | 0.0% | 1 | 1 | 0.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - |
| North Dakota | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - |
| All Other | 0 | 5 | -100.0% | 0 | 2 | -100.0% | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Total Domestic | 69 | 69 | 0.0% | 48 | 48 | 0.0% | 34 | 32 | 6.2% | 17 | 18 | -5.6% | 5 | 4 | 25.0% |

Top Countries

| | L12M | YA | % | L9M | YA | % | L6M | YA | % | L3M | YA | % | L1M | YA | % |
|--------------|------|-----|---------|-----|-----|---------|-----|----|---------|-----|----|---------|-----|----|---------|
| Italy | 76 | 131 | -42.0% | 55 | 105 | -47.6% | 34 | 77 | -55.8% | 24 | 43 | -44.2% | 5 | 16 | -68.8% |
| France | 23 | 15 | 53.3% | 17 | 11 | 54.5% | 10 | 8 | 25.0% | 1 | 5 | -80.0% | 0 | 2 | -100.0% |
| Spain | 8 | 17 | -52.9% | 8 | 12 | -33.3% | 5 | 9 | -44.4% | 5 | 4 | 25.0% | 2 | 0 | - |
| Peru | 3 | 0 | - | 3 | 0 | - | 2 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Argentina | 2 | 1 | 100.0% | 2 | 1 | 100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - |
| Australia | 2 | 0 | - | 2 | 0 | - | 2 | 0 | - | 1 | 0 | - | 1 | 0 | - |
| Austria | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| England | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Germany | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Greece | 1 | 0 | - | 1 | 0 | - | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Uruguay | 1 | 1 | 0.0% | 1 | 1 | 0.0% | 1 | 0 | - | 0 | 0 | - | 0 | 0 | - |
| Portugal | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 1 | -100.0% | 0 | 0 | - | 0 | 0 | - |
| Total Import | 119 | 166 | -28.3% | 91 | 131 | -30.5% | 57 | 96 | -40.6% | 31 | 53 | -41.5% | 8 | 18 | -55.6% |

5 Data Descriptions

Data Sourcing

Data is sourced directly from the U.S. Tax and Trade Bureau through COLAs Online - Public Registry. State and Country data is displayed exactly as COLAs have been submitted and are not edited.

Custom Aggregations

bw166 has created custom aggregations of the TTB's class/type description field to streamline reporting and understanding of new product entrants into the market.

For example, the TTB allows submissions such as Vodka - Lime Flavored, Vodka - Flavored, and Vodka - Orange Flavored. Given there are twenty plus allowances for flavored vodka, bw166 has aggregated these into the Vodka - Flavored section.

6 Other Publications



Available Publications

The Total Beverage Alcohol Overview

Monthly overview of Beer, Wine, and Spirits in the US market

Beer - Imports and Exports Report

Monthly publication providing a complete view of imports and exports of Beer

Wine - Imports and Exports Report

Monthly publication providing a complete view of imports and exports of Wine

Spirits - Imports and Exports Report

Monthly publication providing a complete view of imports and exports of Spirits

Please visit www.bw166.com for more information