

# The 2023-2028 Outlook for Beer in the United States

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## Abstracts

This study covers the latent demand outlook for beer across the states and cities of the United States. Latent demand (in millions of U.S. dollars), or potential industry earnings (P.I.E.) estimates are given across some 12,600 cities in the United States. For each city in question, the percent share the city is of its state and of the United States as a whole is reported. These comparative benchmarks allow the reader to quickly gauge a city vis-à-vis others. This statistical approach can prove very useful to distribution and/or sales force strategies. Using econometric models which project fundamental economic dynamics within each state and city, latent demand estimates are created for beer. This report does not discuss the specific players in the market serving the latent demand, nor specific details at the product level. The study also does not consider short-term cyclicalities that might affect realized sales. The study, therefore, is strategic in nature, taking an aggregate and long-run view, irrespective of the players or products involved.

In this report we define the sales of beer as including all commonly understood products falling within this broad category, irrespective of product packaging, formulation, size, or form. Companies participating in this industry include A. Le Coq (Estonia), Abita Brewing Company, Aftershock Brewing Company, Amber Distilleries, Ltd., Anchor Brewing, Anheuser-Busch InBev, Asahi Breweries, Asia Pacific Breweries, Bacardi, Bear Republic Brewing, Beijing Yanjing Beer Company, Ltd., Bell's Brewery, Bitburger Brewery, Blake's Hard Cider Company, Blue Moon Brewing Company, Breckenridge Brewery, Budweiser, Carlsberg, China resources Enterprise, Cobra Indian Beer Pvt, Ltd., CODY's Drinks International, Compañía de las Cervecerías Unidas, Constellation Brands, Diageo, Dogfish Head Craft Brewery, Erdinger Brewery, Farmageddon Brewery, Grupo Modelo, Guizhou Moutai Company, Ltd., Hartwall, Heineken, HP Bulmer, Jack's Hard Cider, Kirin Brewery, Lagunitas Brewing, LAKEFRONT BREWERY, Lasco Brewery, Limited., Mohan Meakin, Molson Coors Beverage Company, Mount Shivalik Breweries, Ltd., New Belgium Brewing Company, Oettinger Brewery, Pabst Brewing, Radeberger Brewery, Radico Khaitan, Red Truck Beer

Company, Sab Miller, Scottish & Newcastle, Sierra Nevada, Squatters Pub, Stone & Wood Brewing Company, Summit Brewing, The Boston Beer Company, Tsingtao Breweries., UB Spirits, UNITED Breweries, Vitis Industries (Papua New Guinea), Yanjing Brewery, and ZiegenBock Brewing Company. In addition to the sources indicated, additional information available to the public via news and/or press releases published by players in the industry was considered in defining and calibrating this category. All figures are in a common currency (U.S. dollars, millions) and are not adjusted for inflation (i.e., they are current values). Exchange rates used to convert to U.S. dollars are averages for the year in question. Future exchange rates are assumed to be constant in the future at the current level (the average of the year of this publication's release in 2022).

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