

	<u>1985</u>	<u>1986</u>	<u>1987</u>	<u>1988</u>
Copenhagen Fine Cut Natural	218,562,997	218,136,007	221,357,493	246,442,720
USST Total	472,797,454	456,706,521	457,093,358	497,647,835
Total MST	571,995,382	583,073,784	594,366,752	605,878,442

Sources:

Copenhagen Fine Cut Natural and USSTC Shipments 1985-2002 based on USSTC historical shipment data. 2002-2008 based on USSTC RAD SVT shipment data which projection factors included. 2009- 2016 based on USSTC Shipments data post acquisition by Altria.

Total MST Industry data 2002-2008 based on USSTC RAD SVT data which projection factors included. 2009-2016 based on USSTC Shipments data. 1985-2000 estimated using USSTC's growth rate during that period an Industry total volume as of 2002.

1989

254,509,750

514,558,912

617,613,091

1990

270,786,824

541,899,558

629,575,016

1991

280,771,107

571,045,389

641,768,620

1992

288,015,286

591,837,951

654,198,390

1993

287,427,241

602,202,961

666,868,899

1994

294,135,815

614,847,517

679,784,810

1995

294,381,106

624,025,503

692,950,877

1996

294,495,707

633,516,973

706,371,944

1997

262,512,867

623,841,523

720,052,950

1998

253,273,432

625,298,189

733,998,929

1999

248,112,531

634,350,394

748,215,015

2000

239,464,300

633,038,879

762,706,437

2001

233,659,987

648,683,735

777,478,529

2002

219,260,899

635,779,052

769,311,416

2003

209,984,133

636,089,024

798,428,119

2004

194,273,560

641,347,357

846,945,891

2005

182,880,578

625,352,079

881,165,371

2006

175,063,254

632,685,348

937,071,058

2007

169,882,743

651,030,310

1,005,850,098

2008

165,381,369

659,093,986

1,085,395,436

<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	2013
158,300,598	153,406,728	150,446,950	146,819,447	(b) (4)
670,385,150	732,215,608	757,531,937	796,725,832	
1,168,485,730	1,318,337,127	1,337,736,993	1,376,495,851	

2014

2015

2016

(b) (4)

