

Supplemental Information (unaudited)

Quarterly Cholula 2018 top line by region

Quarterly volume by region 2018 (in 000s nine-liter cases)

Region	Q1	Q2	Q3	Q4
U.S. & Canada	164	170	153	170
Mexico	3	3	2	3
<u>Rest of the World</u>	<u>8</u>	<u>11</u>	<u>11</u>	<u>15</u>
Total	175	184	166	187

Quarterly net sales by region 2018 (in MXN\$ millions)

Region	Q1	Q2	Q3	Q4
U.S. & Canada	285	314	277	323
Mexico	3	2	2	2
<u>Rest of the World</u>	<u>11</u>	<u>16</u>	<u>15</u>	<u>23</u>
Total	298	332	293	348