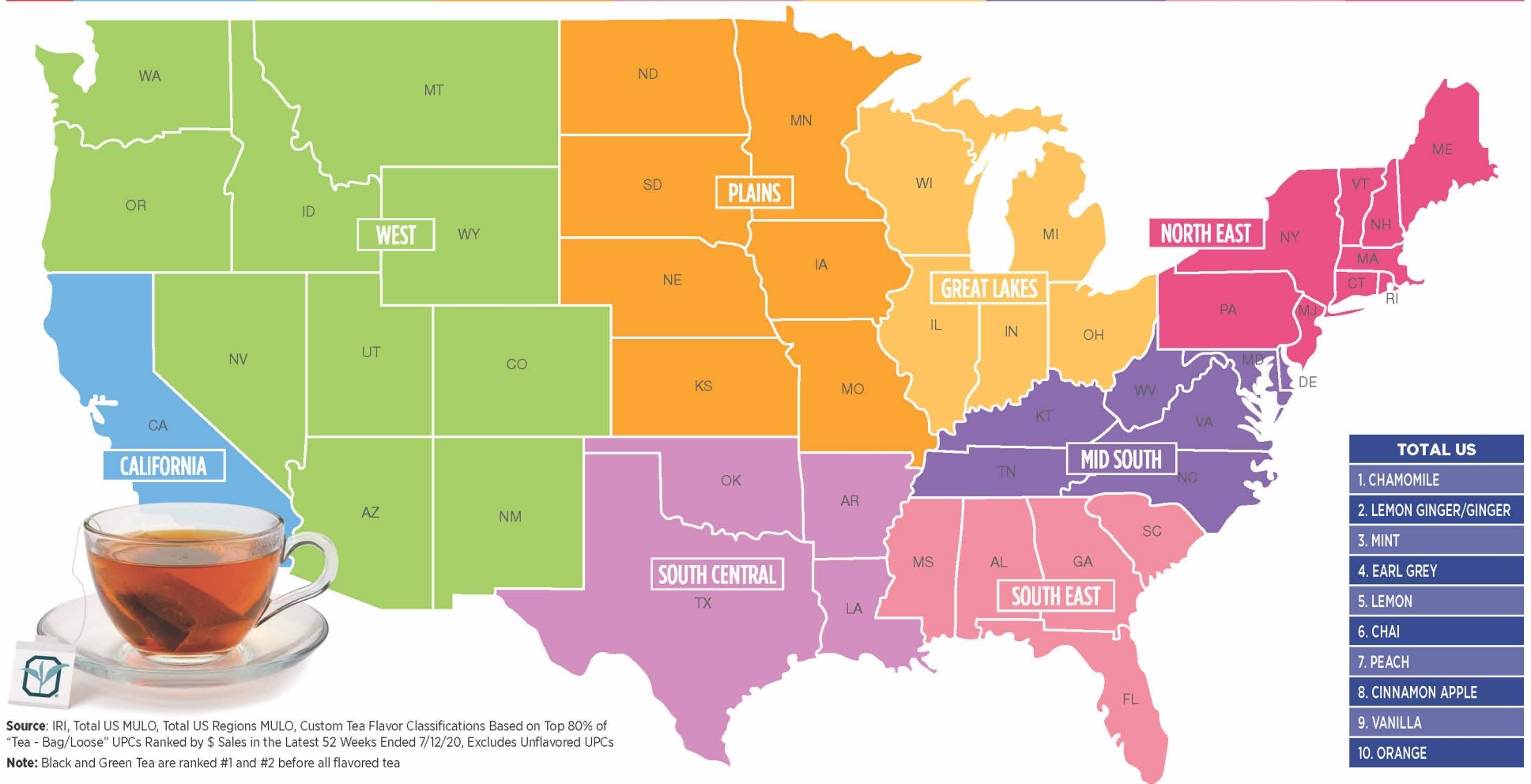


US Flavored Tea Ranking

RANK	CALIFORNIA	WEST	PLAINS	SOUTH CENTRAL	GREAT LAKES	MID-SOUTH	SOUTHEAST	NORTHEAST
1	CHAMOMILE	CHAMOMILE	CHAMOMILE	CHAMOMILE	CHAMOMILE	CHAMOMILE	CHAMOMILE	CHAMOMILE
2	LEMON GINGER/GINGER	MINT	MINT	LEMON GINGER/GINGER	MINT	LEMON GINGER/GINGER	LEMON GINGER/GINGER	LEMON GINGER/GINGER
3	MINT	LEMON GINGER/GINGER	LEMON GINGER/GINGER	MINT	LEMON GINGER/GINGER	MINT	MINT	MINT
4	EARL GREY	EARL GREY	EARL GREY	EARL GREY	EARL GREY	EARL GREY	EARL GREY	EARL GREY
5	CHAI	CHAI	LEMON	PEACH	LEMON	LEMON	CHAI	LEMON
6	PEACH	CINNAMON APPLE	CINNAMON APPLE	LEMON	CINNAMON APPLE	CHAI	LEMON	CHAI
7	CINNAMON APPLE	PEACH	CHAI	CHAI	PEACH	CINNAMON APPLE	PEACH	PEACH
8	LEMON	LEMON	PEACH	CINNAMON APPLE	CHAI	PEACH	CINNAMON APPLE	CINNAMON APPLE
9	SWEET SPICY	VANILLA	VANILLA	ORANGE	ORANGE	ORANGE	ORANGE	VANILLA
10	VANILLA	ORANGE	ORANGE	VANILLA	VANILLA	VANILLA	HONEY VANILLA	HONEY VANILLA



Source: IRI, Total US MULO, Total US Regions MULO, Custom Tea Flavor Classifications Based on Top 80% of "Tea - Bag/Loose" UPCs Ranked by \$ Sales in the Latest 52 Weeks Ended 7/12/20, Excludes Unflavored UPCs

Note: Black and Green Tea are ranked #1 and #2 before all flavored tea