

Hospitality Liquor Market Review

Fiscal 2016/17 Q2

September 2016



**LIQUOR
DISTRIBUTION
BRANCH**

Table of Contents

Introduction	3
Beer Sales (Net \$)	4
Beer Sales (Litres)	6
Refreshment Beverages Sales (Net \$)	8
Refreshment Beverages Sales (Litres)	10
Spirits Sales (Net \$)	12
Spirits Sales (Litres)	16
Wine Sales (Net \$)	20
Wine Sales (Litres)	26
Glossary	32

Introduction

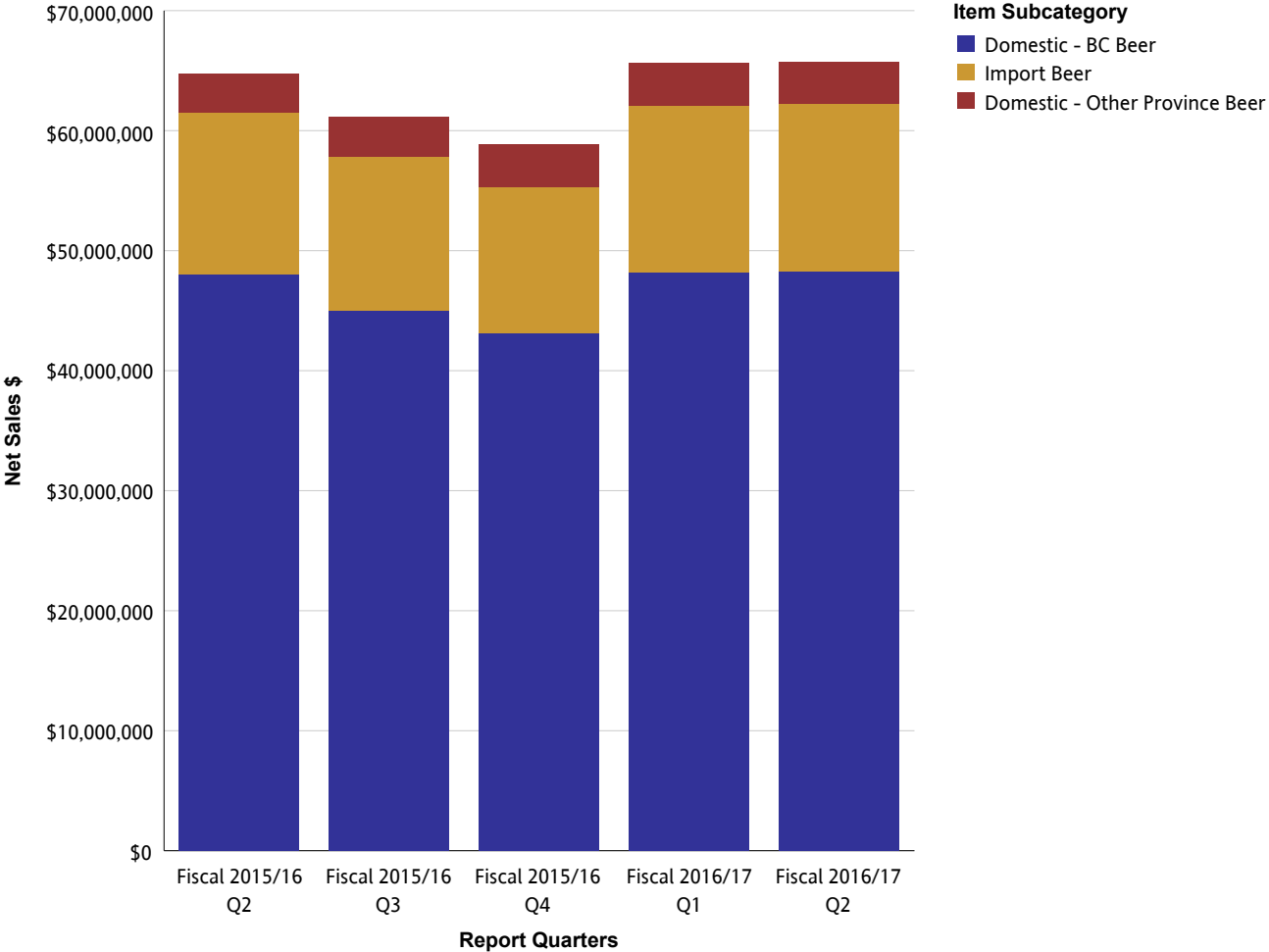
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer and excludes any applicable taxes. For each reporting period, the Hospitality Liquor Market Review provides summarized sales data for the current quarter and previous four quarters.

The Liquor Distribution Branch fiscal calendar begins on April 1st and ends on March 31st and is comprised of 12 periods. A period can vary in length but roughly follows a calendar month. For example, Q1 reflects Periods 1 – 3 (April, May and June).

The Liquor Distribution Branch produces the Hospitality Liquor Market Review four times per year for reporting periods ending in March, June, September and December.

While every effort has been made to ensure accuracy and completeness of figures, this is not guaranteed. It is the express condition of the use of this publication that the Liquor Distribution Branch shall incur no liability.

Beer Sales (Net \$)

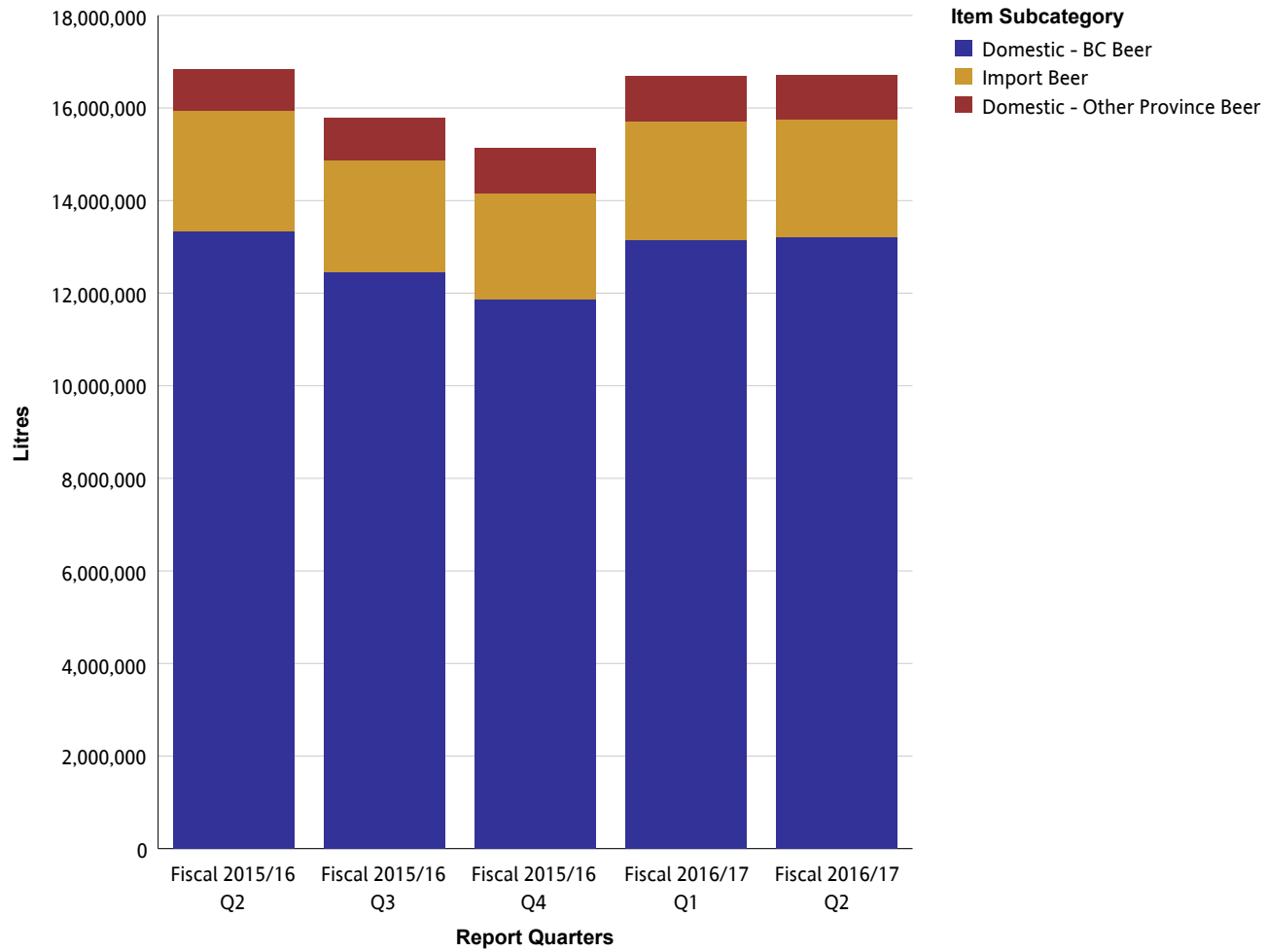


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2
Domestic - BC Beer	Domestic - BC Commercial Beer	\$31,378,341	\$30,191,469	\$28,069,548	\$30,282,965	\$29,746,692
	Domestic - BC Micro Brew Beer	\$8,153,257	\$7,449,796	\$7,905,759	\$9,270,013	\$9,668,368
	Domestic - BC Regional Beer	\$8,516,899	\$7,368,664	\$7,135,481	\$8,600,653	\$8,855,952
	Summary	\$48,048,497	\$45,009,929	\$43,110,789	\$48,153,631	\$48,271,012
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$2,314,118	\$2,383,835	\$2,578,028	\$2,561,424	\$2,525,333
	Domestic - Other Province Micro Brew Beer	\$42,108	\$48,322	\$58,806	\$51,242	\$45,728
	Domestic - Other Province Regional Beer	\$877,934	\$858,987	\$925,132	\$962,973	\$911,328
	Summary	\$3,234,159	\$3,291,145	\$3,561,966	\$3,575,638	\$3,482,388
Import Beer	Asia And South Pacific Beer	\$1,160,784	\$1,038,585	\$973,662	\$1,164,908	\$1,223,182
	Europe Beer	\$7,036,485	\$7,190,656	\$7,122,719	\$7,472,566	\$7,436,864
	Mexico And Caribbean Beer	\$3,137,786	\$2,414,820	\$2,191,542	\$3,079,121	\$3,163,718
	Other Country Beer	\$17,895	\$20,095	\$24,971	\$27,038	\$31,294
	USA Beer	\$2,128,293	\$2,144,593	\$1,909,536	\$2,207,960	\$2,093,007
	Summary	\$13,481,243	\$12,808,749	\$12,222,431	\$13,951,592	\$13,948,064
Summary		\$64,763,900	\$61,109,823	\$58,895,186	\$65,680,861	\$65,701,465

Beer Sales (Litres)

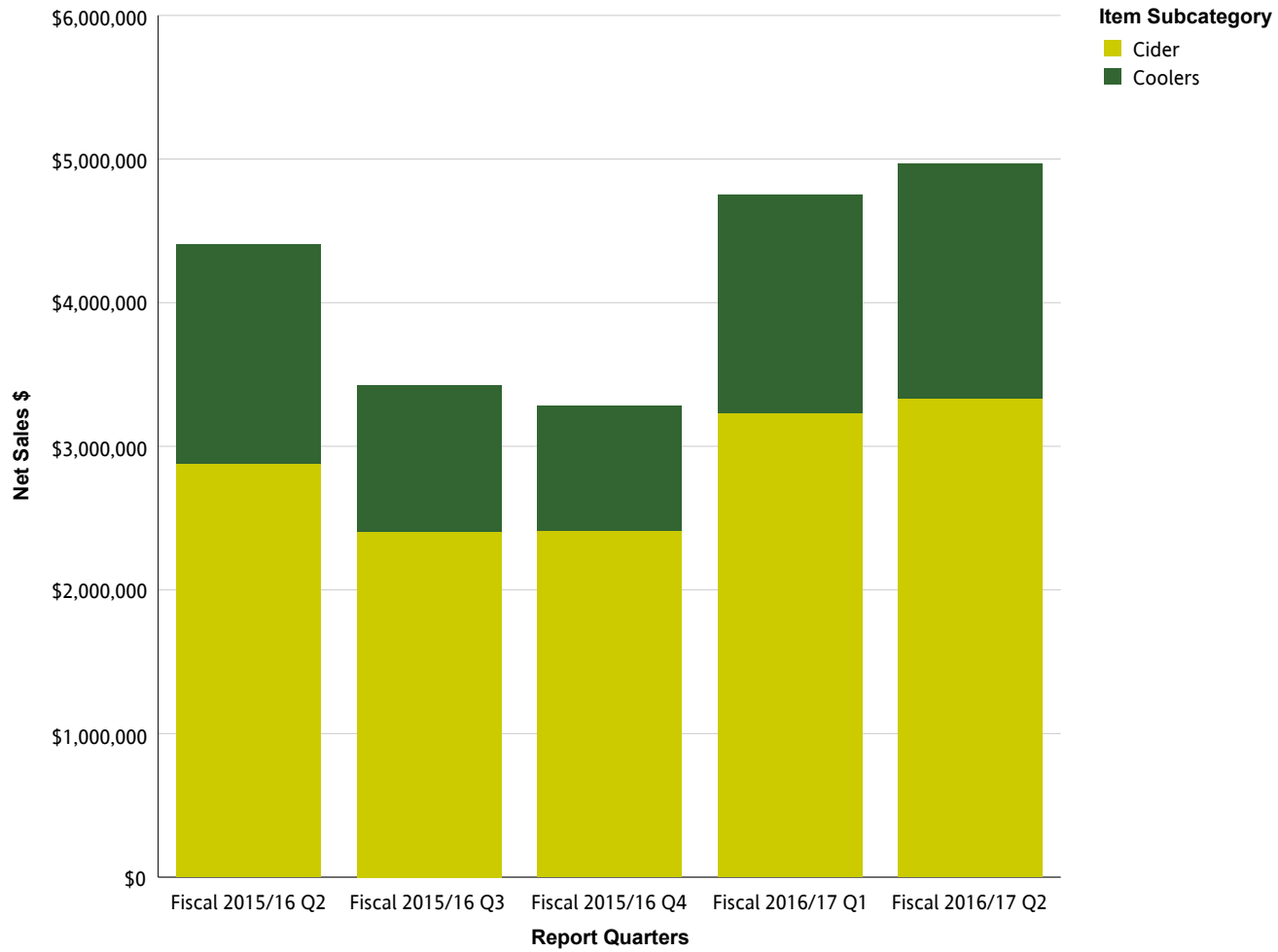


Beer Sales (Litres)

Beer

Litres		Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2
Domestic - BC Beer	Domestic - BC Commercial Beer	8,596,213	8,242,628	7,623,769	8,145,142	7,997,902
	Domestic - BC Micro Brew Beer	2,206,804	2,003,227	2,137,638	2,482,576	2,623,083
	Domestic - BC Regional Beer	2,532,787	2,197,402	2,107,524	2,513,571	2,589,151
	Summary	13,335,804	12,443,257	11,868,932	13,141,289	13,210,136
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	601,971	626,387	663,221	660,120	654,722
	Domestic - Other Province Micro Brew Beer	5,495	6,507	7,950	7,063	5,839
	Domestic - Other Province Regional Beer	288,715	286,876	301,509	315,562	290,241
	Summary	896,181	919,770	972,679	982,746	950,803
Import Beer	Asia And South Pacific Beer	212,817	186,370	170,488	199,665	214,207
	Europe Beer	1,375,655	1,398,756	1,364,922	1,411,697	1,393,653
	Mexico And Caribbean Beer	574,724	421,114	372,504	525,778	534,688
	Other Country Beer	2,858	3,681	4,122	4,904	5,764
	USA Beer	430,794	426,739	378,649	427,878	405,169
	Summary	2,596,848	2,436,660	2,290,685	2,569,922	2,553,481
Summary		16,828,833	15,799,687	15,132,296	16,693,957	16,714,420

Refreshment Beverages Sales (Net \$)

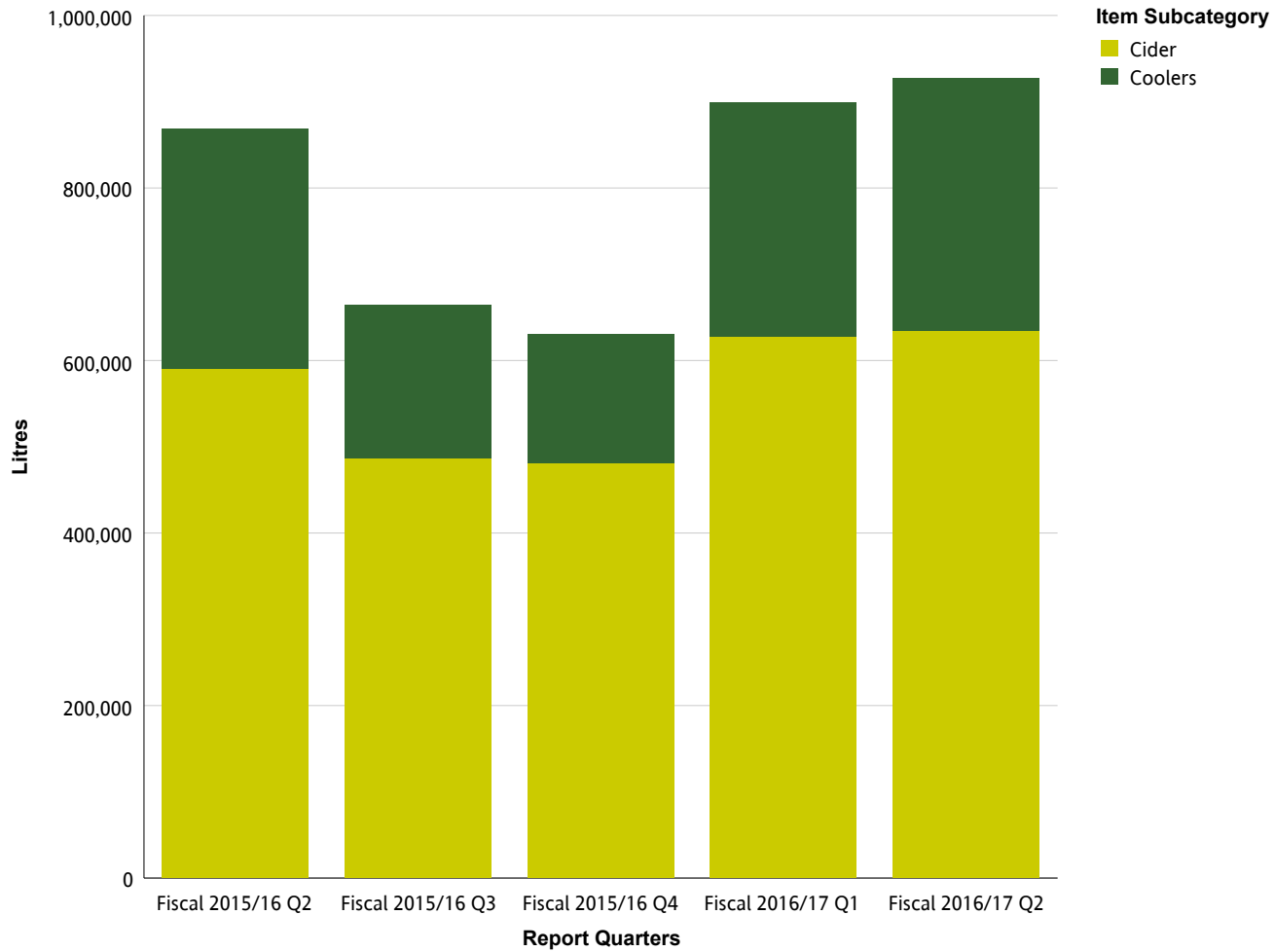


Refreshment Beverages Sales (Net \$)

Refreshment Beverages

Net Sales \$		Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2
Cider	Domestic Cider	\$1,549,917	\$1,223,295	\$1,227,240	\$1,730,570	\$1,888,897
	Import Cider	\$1,330,478	\$1,180,431	\$1,187,547	\$1,502,226	\$1,441,569
	Summary	\$2,880,395	\$2,403,726	\$2,414,787	\$3,232,796	\$3,330,466
Coolers	Malt-Based Coolers	\$230,652	\$136,971	\$106,994	\$216,771	\$256,635
	Spirit Coolers	\$1,233,578	\$840,914	\$725,407	\$1,227,643	\$1,307,330
	Wine/Fruit Coolers	\$64,706	\$44,208	\$36,945	\$76,083	\$71,843
	Summary	\$1,528,936	\$1,022,093	\$869,347	\$1,520,498	\$1,635,808
Summary		\$4,409,331	\$3,425,818	\$3,284,134	\$4,753,294	\$4,966,274

Refreshment Beverages Sales (Litres)

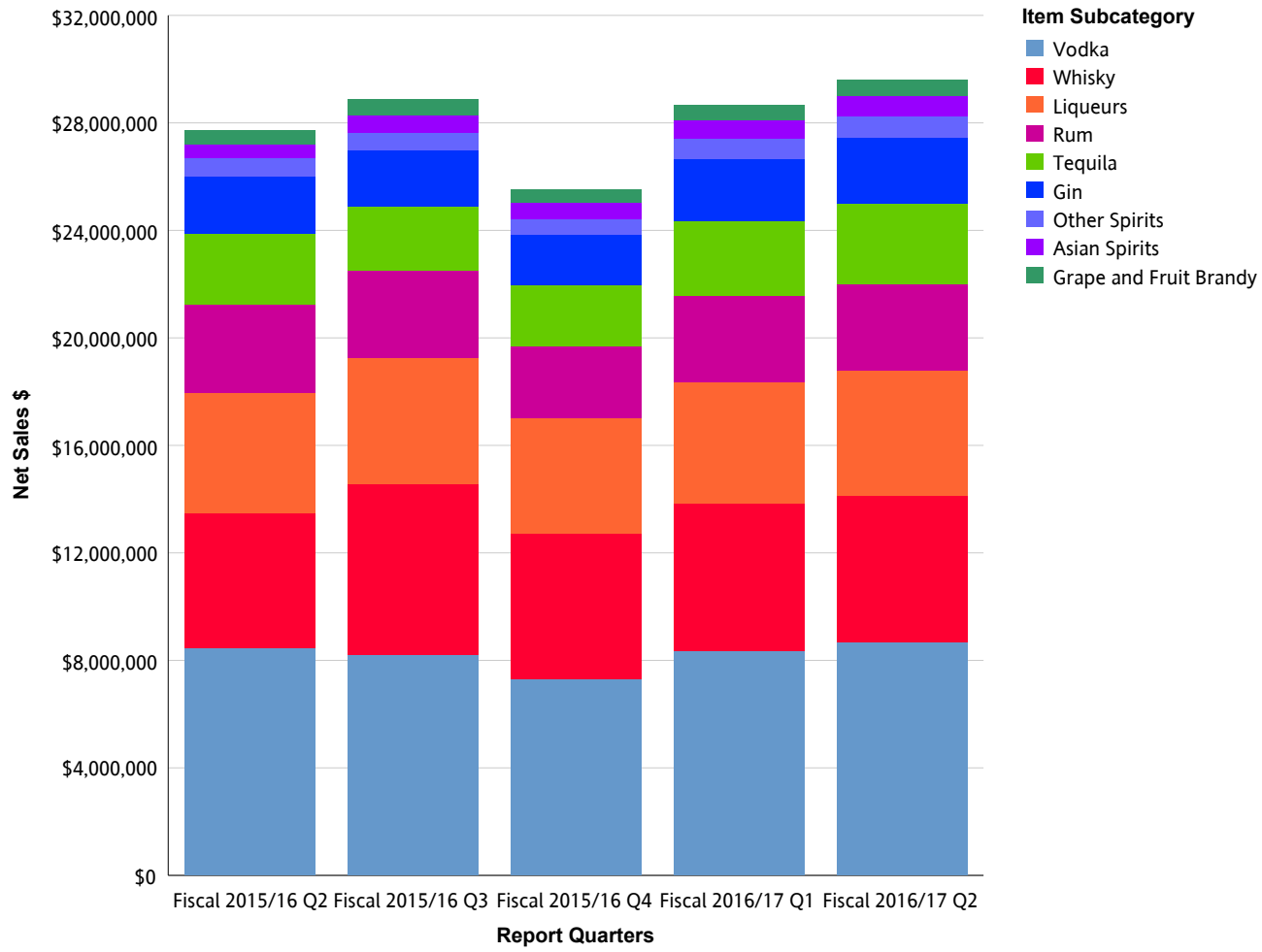


Refreshment Beverages Sales (Litres)

Refreshment Beverages

Litres		Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2
Cider	Domestic Cider	331,467	256,917	252,277	343,199	363,495
	Import Cider	259,319	229,352	228,189	284,403	271,029
	Summary	590,786	486,269	480,466	627,601	634,524
Coolers	Malt-Based Coolers	42,600	23,792	18,662	39,956	46,080
	Spirit Coolers	224,398	146,883	125,741	220,598	235,866
	Wine/Fruit Coolers	10,630	7,323	5,444	11,034	10,338
	Summary	277,628	177,997	149,847	271,589	292,284
Summary		868,414	664,266	630,313	899,190	926,808

Spirits Sales (Net \$)



Spirits Sales (Net \$)

Spirits

Net Sales \$		Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2
Asian Spirits	China Spirits	\$48,710	\$64,860	\$61,659	\$72,905	\$72,047
	Korea Spirits	\$407,253	\$554,564	\$480,425	\$572,203	\$621,256
	Other Country Asian Spirits	\$55,032	\$43,487	\$41,357	\$53,854	\$46,562
	Summary	\$510,995	\$662,911	\$583,442	\$698,963	\$739,865
Gin	Dry Gin	\$2,048,333	\$2,034,722	\$1,801,565	\$2,191,484	\$2,363,987
	Flavoured Gin	\$60,964	\$35,519	\$45,677	\$91,100	\$73,014
	Other Gin	\$22,329	\$27,168	\$20,146	\$31,780	\$28,416
	Summary	\$2,131,626	\$2,097,409	\$1,867,387	\$2,314,364	\$2,465,418
Grape and Fruit Brandy	Armagnac	\$6,693	\$7,834	\$4,495	\$16,386	\$6,457
	Brandy	\$148,835	\$143,615	\$126,657	\$154,017	\$166,833
	Cognac	\$283,787	\$343,987	\$279,874	\$310,870	\$323,015
	Eau de Vie	\$21,128	\$47,030	\$29,356	\$23,722	\$32,010
	Grappa And Marc	\$18,185	\$20,549	\$17,739	\$18,597	\$16,683
	Pisco	\$40,274	\$36,496	\$40,738	\$46,456	\$66,447
	Summary	\$518,902	\$599,510	\$498,860	\$570,048	\$611,445
Liqueurs	Anise And Herbal/Spice Liqueurs	\$1,409,040	\$1,618,487	\$1,464,110	\$1,474,975	\$1,479,182
	Coffee And Cocoa Liqueurs	\$303,029	\$377,195	\$308,422	\$304,905	\$311,901
	Cream/Dairy Liqueurs	\$416,469	\$515,737	\$483,293	\$389,818	\$470,568
	Fruit Liqueurs	\$1,660,112	\$1,436,144	\$1,335,962	\$1,655,214	\$1,687,093
	Nut Liqueurs	\$288,788	\$292,999	\$255,966	\$275,670	\$286,453
	Other Liqueurs	\$239,779	\$264,181	\$235,417	\$255,354	\$255,780
	Whiskey Liqueurs	\$166,246	\$200,103	\$179,814	\$168,148	\$159,383
	Summary	\$4,483,462	\$4,704,845	\$4,262,984	\$4,524,084	\$4,650,360
Other Spirits	Cachaca	\$24,330	\$18,225	\$16,882	\$23,417	\$24,590
	Flavoured Spirits	\$92,550	\$107,312	\$111,056	\$134,917	\$141,616
	Miscellaneous/Other Spirits	\$81,962	\$112,229	\$117,871	\$131,381	\$131,568

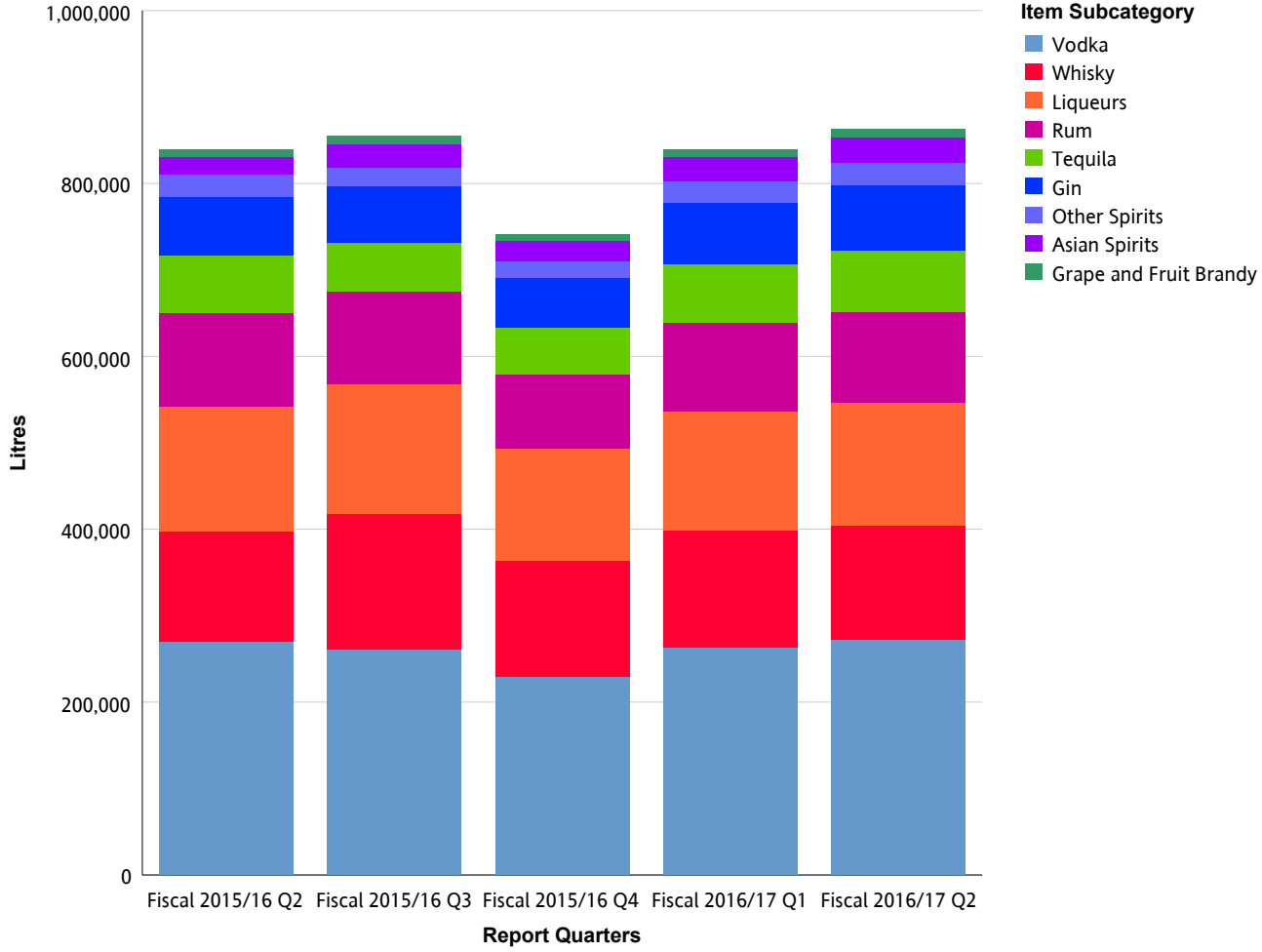
Spirits Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2
Other Spirits	Moonshine Spirits	\$4,540	\$4,558	\$3,463	\$3,785	\$3,430
	Ready to Mix Cocktails	\$473,400	\$367,735	\$334,665	\$439,370	\$451,788
	Ready to Serve Cocktails	\$1,802	\$1,691	\$665	\$1,035	\$4,684
	Schnapps and Akvavit	\$10,220	\$4,177	\$6,308	\$4,444	\$26,430
	Summary	\$688,804	\$615,927	\$590,910	\$738,350	\$784,106
Rum	Amber Rum	\$477,627	\$472,175	\$393,808	\$478,042	\$422,891
	Dark Rum	\$358,347	\$448,079	\$344,114	\$384,240	\$400,528
	Flavoured Rum	\$33,224	\$25,311	\$26,543	\$32,841	\$32,287
	Spiced Rum	\$839,151	\$996,941	\$814,656	\$830,507	\$843,533
	White Rum	\$1,557,032	\$1,306,670	\$1,106,379	\$1,475,304	\$1,538,850
	Summary	\$3,265,381	\$3,249,177	\$2,685,501	\$3,200,934	\$3,238,089
Tequila	Blanco/Silver Tequila	\$848,426	\$788,077	\$818,238	\$1,006,689	\$1,116,610
	Flavoured Tequila	\$4,056	\$12,378	\$6,834	\$10,014	\$13,807
	Gold Tequila	\$1,765,660	\$1,567,633	\$1,418,522	\$1,737,600	\$1,820,076
	Mezcal	\$33,528	\$26,514	\$33,571	\$46,342	\$37,727
	Summary	\$2,651,670	\$2,394,602	\$2,277,164	\$2,800,646	\$2,988,220
Vodka	Flavoured Vodka	\$875,831	\$776,132	\$702,086	\$853,486	\$859,949
	Straight Vodka	\$7,565,579	\$7,420,016	\$6,590,261	\$7,494,370	\$7,827,856
	Summary	\$8,441,409	\$8,196,148	\$7,292,347	\$8,347,857	\$8,687,805
Whisky	American Whiskey	\$591,333	\$652,624	\$544,203	\$563,335	\$558,949
	Blended Malt Scotch Whisky	\$4,520	\$4,315	\$1,711	\$1,587	\$1,738
	Blended Scotch Whisky	\$349,854	\$395,141	\$339,773	\$350,711	\$351,272
	Bourbon Whiskey	\$862,391	\$1,054,737	\$1,006,722	\$1,001,097	\$991,769
	Canadian Whisky	\$1,735,358	\$2,191,325	\$1,788,041	\$1,849,505	\$1,809,572
	Flavoured Whisky	\$62	\$175	\$131	\$195	\$198
	Irish Whiskey	\$739,800	\$881,031	\$929,163	\$907,406	\$942,463
	Other Country Whisky	\$19,731	\$50,480	\$34,815	\$32,148	\$33,858
	Single Malt Scotch Whisky	\$738,975	\$1,135,617	\$807,243	\$775,504	\$743,517

Spirits Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2
Whisky	Summary	\$5,042,026	\$6,365,444	\$5,451,802	\$5,481,486	\$5,433,337
Summary		\$27,734,274	\$28,885,973	\$25,510,397	\$28,676,732	\$29,598,645

Spirits Sales (Litres)



Spirits Sales (Litres)

Spirits

Litres		Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2
Asian Spirits	China Spirits	540	759	667	667	812
	Korea Spirits	18,645	25,366	21,741	25,886	27,222
	Other Country Asian Spirits	1,192	963	925	1,153	1,010
	Summary	20,377	27,088	23,333	27,706	29,044
Gin	Dry Gin	65,407	63,960	55,509	67,308	72,609
	Flavoured Gin	1,848	973	1,312	2,702	2,126
	Other Gin	405	466	338	514	495
	Summary	67,660	65,398	57,160	70,524	75,230
Grape and Fruit Brandy	Armagnac	52	65	39	39	47
	Brandy	5,124	4,782	4,246	5,058	5,345
	Cognac	2,049	2,556	2,019	2,106	2,317
	Eau de Vie	331	687	411	348	420
	Grappa And Marc	306	306	282	268	270
	Pisco	903	825	870	1,009	1,365
	Summary	8,766	9,222	7,867	8,827	9,766
Liqueurs	Anise And Herbal/Spice Liqueurs	38,485	44,120	38,528	37,689	37,502
	Coffee And Cocoa Liqueurs	10,987	13,426	10,656	10,433	10,710
	Cream/Dairy Liqueurs	13,018	16,964	14,731	11,751	14,126
	Fruit Liqueurs	59,240	49,773	44,760	56,365	57,886
	Nut Liqueurs	10,031	10,126	8,325	9,118	9,452
	Other Liqueurs	8,511	9,841	8,147	8,502	8,322
	Whiskey Liqueurs	4,497	5,400	4,729	4,300	4,237
	Summary	144,767	149,650	129,877	138,159	142,235
Other Spirits	Cachaca	617	462	428	592	628
	Flavoured Spirits	1,578	1,858	1,837	2,245	2,365
	Miscellaneous/Other Spirits	2,277	3,045	3,165	3,572	3,462

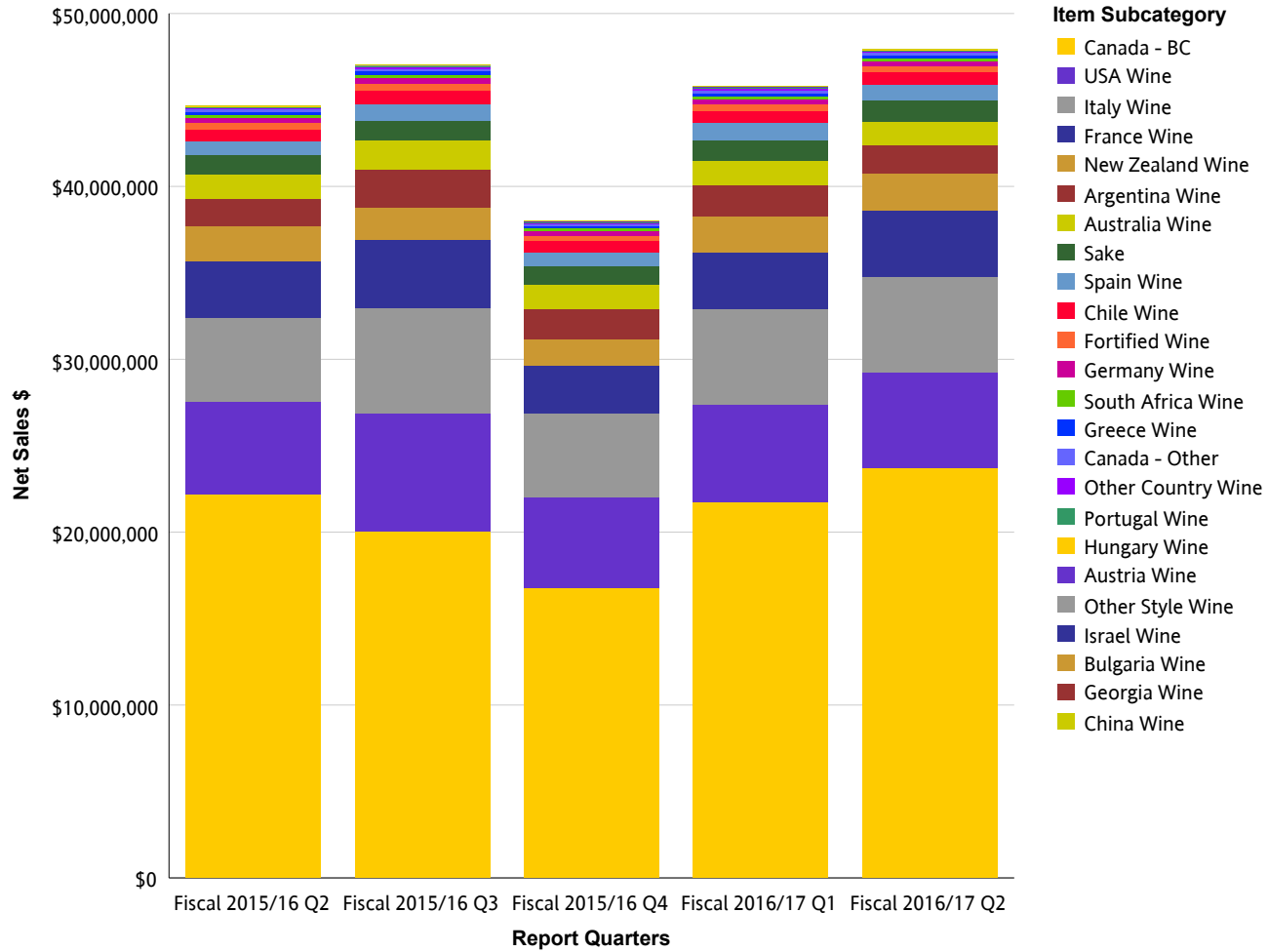
Spirits Sales (Litres)

Litres		Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2
Other Spirits	Moonshine Spirits	100	90	74	81	78
	Ready to Mix Cocktails	20,979	16,083	14,659	19,093	19,132
	Ready to Serve Cocktails	93	59	25	33	172
	Schnapps and Akvavit	211	89	119	95	525
	Summary	25,856	21,686	20,308	25,711	26,363
Rum	Amber Rum	13,954	13,383	10,787	13,207	12,028
	Dark Rum	11,797	14,898	10,862	12,175	12,332
	Flavoured Rum	1,130	862	893	1,103	1,090
	Spiced Rum	26,270	31,625	24,820	25,560	25,940
	White Rum	55,335	46,342	38,749	50,965	53,018
	Summary	108,486	107,109	86,112	103,010	104,408
Tequila	Blanco/Silver Tequila	19,031	16,896	17,702	22,457	24,713
	Flavoured Tequila	94	192	146	196	286
	Gold Tequila	46,415	39,998	35,147	43,985	46,028
	Mezcal	452	342	423	632	468
	Summary	65,991	57,429	53,418	67,271	71,494
Vodka	Flavoured Vodka	27,444	23,774	21,334	26,122	26,218
	Straight Vodka	242,546	237,082	208,629	237,146	246,078
	Summary	269,991	260,856	229,963	263,268	272,296
Whisky	American Whiskey	15,890	17,533	14,358	14,790	14,669
	Blended Malt Scotch Whisky	39	38	14	17	20
	Blended Scotch Whisky	6,939	8,252	6,558	7,010	6,738
	Bourbon Whiskey	19,019	23,244	22,006	21,947	21,304
	Canadian Whisky	58,997	74,408	59,493	60,861	58,984
	Flavoured Whisky	2	5	4	6	6
	Irish Whiskey	18,803	22,996	23,599	22,706	23,289
	Other Country Whisky	169	392	274	238	276
	Single Malt Scotch Whisky	7,695	9,940	7,420	7,522	7,083

Spirits Sales (Litres)

Litres		Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2
Whisky	Summary	127,553	156,808	133,726	135,097	132,368
Summary		839,447	855,247	741,764	839,573	863,203

Wine Sales (Net \$)



Wine Sales (Net \$)

Wine

Net Sales \$		Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2
Argentina Wine	Argentina Red Wine	\$1,492,147	\$2,080,918	\$1,705,614	\$1,666,061	\$1,553,614
	Argentina Rose Wine	\$2,226	\$1,019	\$903	\$855	\$1,988
	Argentina Sparkling Wine	\$889	\$1,063	\$1,437	\$903	\$339
	Argentina White Wine	\$82,617	\$94,847	\$59,422	\$87,588	\$82,460
	Summary	\$1,577,878	\$2,177,847	\$1,767,376	\$1,755,407	\$1,638,402
Australia Wine	Australia Red Wine	\$1,035,304	\$1,356,769	\$1,089,788	\$1,041,073	\$946,785
	Australia Rose Wine	\$1,990	\$960	\$632	\$2,338	\$1,557
	Australia Sparkling Wine	\$40,510	\$40,750	\$21,128	\$39,640	\$42,200
	Australia White Wine	\$359,328	\$322,698	\$264,884	\$354,693	\$317,310
	Summary	\$1,437,132	\$1,721,177	\$1,376,431	\$1,437,743	\$1,307,852
Austria Wine	Austria Red Wine	\$2,280	\$2,513	\$10,516	\$6,764	\$3,310
	Austria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Austria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Austria White Wine	\$24,757	\$14,611	\$15,672	\$16,373	\$23,262
	Summary	\$27,037	\$17,124	\$26,188	\$23,138	\$26,572
Bulgaria Wine	Bulgaria Red Wine	\$177	\$1,485	\$976	\$542	\$28
	Bulgaria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$0	\$247	\$123	\$111	\$0
	Summary	\$177	\$1,732	\$1,100	\$654	\$28
Canada - BC	Canada - BC Dessert Wine	\$15,659	\$7,119	\$12,239	\$12,604	\$18,626
	Canada - BC Fruit Wine	\$80,236	\$48,413	\$28,323	\$41,797	\$89,209
	Canada - BC Ice Wine	\$71,702	\$52,247	\$47,585	\$53,860	\$59,614
	Canada - BC Red Wine	\$9,394,173	\$10,140,006	\$8,427,743	\$9,427,971	\$10,038,960
	Canada - BC Rose Wine	\$665,462	\$210,585	\$181,116	\$632,666	\$684,802
	Canada - BC Sparkling Wine	\$570,052	\$487,488	\$383,642	\$520,579	\$612,492
	Canada - BC White Wine	\$11,411,048	\$9,065,645	\$7,707,261	\$11,066,357	\$12,211,133

Wine Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2
Canada - BC	Summary	\$22,208,332	\$20,011,503	\$16,787,908	\$21,755,834	\$23,714,837
Canada - Other	Canada - Other Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Canada - Other Fruit Wine	\$315	\$1,562	\$318	\$752	\$848
	Canada - Other Ice Wine	\$1,839	\$2,312	\$849	\$3,890	\$4,864
	Canada - Other Red Wine	\$3,663	\$5,290	\$4,311	\$1,916	\$2,429
	Canada - Other Rose Wine	\$0	\$0	\$0	\$0	\$0
	Canada - Other Sparkling Wine	\$104,272	\$120,590	\$77,917	\$140,531	\$105,268
	Canada - Other White Wine	\$7,872	\$2,699	\$4,319	\$1,719	\$8,474
	Summary	\$117,961	\$132,452	\$87,714	\$148,808	\$121,883
Chile Wine	Chile Fruit and Dessert Wine	\$1,404	\$2,367	\$1,054	\$1,508	\$1,492
	Chile Red Wine	\$402,302	\$500,982	\$411,680	\$421,339	\$399,701
	Chile Rose Wine	\$597	\$10	\$443	\$2,987	\$8,692
	Chile Sparkling Wine	\$724	\$1,985	\$3,013	\$2,165	\$3,887
	Chile White Wine	\$313,592	\$260,085	\$219,196	\$302,235	\$285,662
	Summary	\$718,618	\$765,428	\$635,386	\$730,235	\$699,435
China Wine	China Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	China Red Wine	\$20	\$180	\$40	\$512	\$61
	China White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$20	\$180	\$40	\$512	\$61
Fortified Wine	Other Fortified Domestic Wine	\$76,701	\$62,934	\$53,523	\$54,397	\$62,505
	Other Fortified Import Wine	\$92,724	\$100,643	\$83,160	\$93,472	\$99,929
	Port Wine	\$103,314	\$129,527	\$91,039	\$99,714	\$93,491
	Sherry Wine	\$16,183	\$20,011	\$13,893	\$18,124	\$17,518
	Vermouth Wine	\$74,743	\$85,169	\$82,022	\$90,622	\$81,889
	Summary	\$363,665	\$398,283	\$323,637	\$356,330	\$355,333
France Wine	France Champagne Wine	\$1,070,384	\$1,281,726	\$867,266	\$946,328	\$1,378,101
	France Fruit and Dessert Wine	\$9,555	\$11,247	\$11,990	\$10,131	\$9,864
	France Red Wine	\$999,502	\$1,679,366	\$1,036,542	\$1,098,539	\$1,117,697

Wine Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2
France Wine	France Rose Wine	\$152,174	\$43,035	\$44,404	\$207,509	\$275,780
	France Sparkling Wine	\$174,245	\$195,887	\$146,116	\$190,096	\$208,757
	France White Wine	\$830,855	\$724,392	\$680,365	\$841,514	\$873,801
	Summary	\$3,236,715	\$3,935,654	\$2,786,683	\$3,294,116	\$3,864,000
Georgia Wine	Georgia Red Wine	\$252	\$1,062	\$289	\$17	\$234
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$252	\$1,062	\$289	\$17	\$234
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Germany Red Wine	\$1,110	\$525	\$2,318	\$5,988	\$3,269
	Germany Rose Wine	\$92	\$82	\$59	\$0	\$12
	Germany Sparkling Wine	\$125,768	\$184,363	\$120,525	\$140,420	\$142,785
	Germany White Wine	\$169,180	\$161,474	\$129,865	\$142,780	\$135,575
	Summary	\$296,151	\$346,443	\$252,766	\$289,188	\$281,641
Greece Wine	Greece Red Wine	\$85,165	\$102,994	\$82,396	\$99,606	\$93,094
	Greece Rose Wine	\$0	\$0	\$0	\$0	\$0
	Greece White Wine	\$88,908	\$83,295	\$61,031	\$86,965	\$84,362
	Summary	\$174,073	\$186,290	\$143,427	\$186,571	\$177,456
Hungary Wine	Hungary Fruit and Dessert Wine	\$4,355	\$4,218	\$3,246	\$4,516	\$4,931
	Hungary Red Wine	\$1,509	\$1,706	\$861	\$1,367	\$1,519
	Hungary Sparkling Wine	\$2,590	\$3,771	\$3,609	\$8,046	\$3,849
	Hungary White Wine	\$17,931	\$14,303	\$12,397	\$19,125	\$16,747
	Summary	\$26,386	\$23,998	\$20,114	\$33,053	\$27,045
Israel Wine	Israel Red Wine	\$1,265	\$449	\$2,054	\$1,868	\$964
	Israel Rose Wine	\$251	(\$16)	\$0	\$16	\$16
	Israel White Wine	\$922	\$47	\$824	\$1,138	\$850
	Summary	\$2,438	\$480	\$2,878	\$3,023	\$1,830
Italy Wine	Italy Fruit and Dessert Wine	\$1,548	\$236	\$1,955	\$866	\$1,761
	Italy Red Wine	\$2,476,459	\$3,697,836	\$2,943,600	\$2,901,205	\$2,777,213

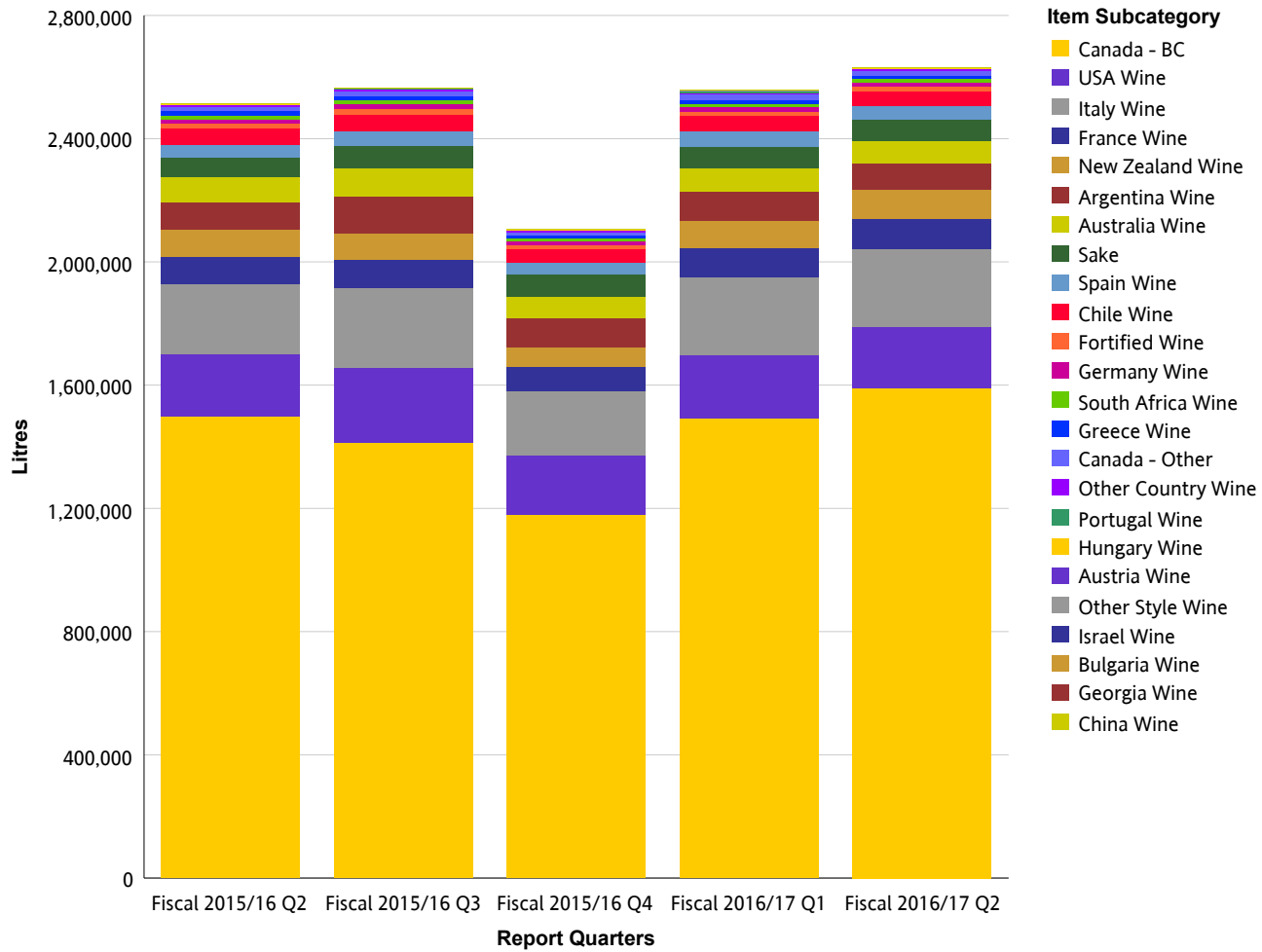
Wine Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2
Italy Wine	Italy Rose Wine	\$28,976	\$14,832	\$9,252	\$40,862	\$37,418
	Italy Sparkling Wine	\$442,285	\$454,345	\$351,598	\$545,438	\$577,434
	Italy White Wine	\$1,524,506	\$1,487,617	\$1,222,743	\$1,636,641	\$1,649,019
	Prosecco Wine	\$415,366	\$418,114	\$298,159	\$436,625	\$486,962
	Summary	\$4,889,139	\$6,072,980	\$4,827,307	\$5,561,637	\$5,529,806
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$77,130	\$159,851	\$60,070	\$84,637	\$76,866
	New Zealand Rose Wine	\$1,981	\$18	\$16	\$4,540	\$5,660
	New Zealand Sparkling Wine	\$6,399	\$4,313	\$10,301	\$7,931	\$7,667
	New Zealand White Wine	\$1,959,700	\$1,713,549	\$1,452,513	\$1,991,610	\$2,058,925
	Summary	\$2,045,210	\$1,877,730	\$1,522,899	\$2,088,717	\$2,149,117
Other Country Wine	Other Country Fruit and Dessert Wine	\$82,148	\$81,090	\$72,972	\$79,995	\$81,298
	Other Country Red Wine	\$6,748	\$15,284	\$9,896	\$13,558	\$9,166
	Other Country Rose Wine	\$2,615	\$784	\$262	\$3,603	\$1,682
	Other Country Sparkling Wine	\$692	\$1,820	\$534	\$670	\$1,004
	Other Country White Wine	\$6,009	\$10,609	\$6,870	\$3,830	\$2,720
	Summary	\$98,211	\$109,587	\$90,532	\$101,655	\$95,871
Other Style Wine	Aperitif And Flavoured Wine	\$4,247	\$2,545	\$2,585	\$3,638	\$5,146
	Mead	\$0	\$0	\$2,929	\$1,373	\$0
	Rice Wine	\$15,506	\$15,916	\$13,115	\$11,917	\$14,928
	Summary	\$19,753	\$18,462	\$18,629	\$16,928	\$20,075
Portugal Wine	Portugal Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Portugal Red Wine	\$16,119	\$32,599	\$25,279	\$32,966	\$22,131
	Portugal Rose Wine	\$5,257	\$3,312	\$2,736	\$4,956	\$4,584
	Portugal Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Portugal White Wine	\$18,161	\$10,289	\$11,315	\$23,478	\$23,322
	Summary	\$39,536	\$46,199	\$39,329	\$61,400	\$50,037
Sake	Japan Sake	\$609,758	\$574,789	\$544,304	\$681,880	\$705,565

Wine Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2
Sake	Other Country Sake	\$22,613	\$23,808	\$19,400	\$24,315	\$27,071
	USA Sake	\$455,576	\$517,170	\$504,378	\$479,529	\$484,212
	Summary	\$1,087,947	\$1,115,767	\$1,068,082	\$1,185,724	\$1,216,848
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$30	\$283	\$0	\$0
	South Africa Red Wine	\$91,272	\$99,256	\$82,778	\$87,787	\$89,558
	South Africa Rose Wine	\$220	\$0	\$0	\$408	\$36
	South Africa Sparkling Wine	\$6,888	\$6,706	\$3,631	\$2,787	\$6,292
	South Africa White Wine	\$104,008	\$80,067	\$56,930	\$85,442	\$88,553
	Summary	\$202,388	\$186,059	\$143,622	\$176,423	\$184,440
Spain Wine	Spain Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Spain Red Wine	\$403,321	\$592,020	\$539,101	\$533,296	\$494,466
	Spain Rose Wine	\$16,961	\$6,823	\$5,811	\$16,646	\$25,374
	Spain Sparkling Wine	\$256,572	\$311,750	\$233,146	\$331,474	\$338,470
	Spain White Wine	\$103,496	\$80,502	\$61,850	\$93,050	\$98,037
	Summary	\$780,350	\$991,095	\$839,908	\$974,466	\$956,347
USA Wine	USA Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$75
	USA Red Wine	\$3,894,906	\$5,480,773	\$4,134,050	\$4,218,518	\$4,047,950
	USA Rose Wine	\$86,244	\$63,088	\$50,916	\$80,534	\$83,591
	USA Sparkling Wine	\$66,653	\$72,236	\$43,009	\$76,843	\$78,736
	USA White Wine	\$1,274,210	\$1,262,527	\$1,006,612	\$1,226,875	\$1,318,458
	Summary	\$5,322,013	\$6,878,624	\$5,234,587	\$5,602,770	\$5,528,810
Summary		\$44,671,385	\$47,016,154	\$37,996,834	\$45,784,348	\$47,947,960

Wine Sales (Litres)



Wine Sales (Litres)

Wine

Litres		Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2
Argentina Wine	Argentina Red Wine	81,732	113,079	90,100	88,278	81,572
	Argentina Rose Wine	134	52	55	52	111
	Argentina Sparkling Wine	46	47	64	32	22
	Argentina White Wine	5,453	6,290	3,754	5,552	5,109
	Summary	87,364	119,468	93,973	93,914	86,813
Australia Wine	Australia Red Wine	53,614	69,560	53,488	51,400	46,876
	Australia Rose Wine	115	64	32	107	79
	Australia Sparkling Wine	2,501	2,534	1,298	2,379	2,556
	Australia White Wine	24,672	21,835	17,178	22,802	20,927
	Summary	80,903	93,993	71,996	76,688	70,437
Austria Wine	Austria Red Wine	81	90	180	233	116
	Austria Rose Wine	0	0	0	0	0
	Austria Sparkling Wine	0	0	0	0	0
	Austria White Wine	836	560	578	617	832
	Summary	916	650	758	850	948
Bulgaria Wine	Bulgaria Red Wine	13	80	49	39	2
	Bulgaria Sparkling Wine	0	0	0	0	0
	Bulgaria White Wine	0	18	9	9	0
	Summary	13	98	58	48	2
Canada - BC	Canada - BC Dessert Wine	200	192	211	281	322
	Canada - BC Fruit Wine	3,436	2,041	1,238	1,748	4,026
	Canada - BC Ice Wine	1,029	759	527	561	561
	Canada - BC Red Wine	599,889	678,000	564,835	623,057	637,177
	Canada - BC Rose Wine	32,985	10,973	9,667	31,991	34,349
	Canada - BC Sparkling Wine	22,130	19,081	14,769	20,520	23,756
	Canada - BC White Wine	837,714	700,486	589,569	815,648	889,328

Wine Sales (Litres)

Litres		Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2
Canada - BC	Summary	1,497,383	1,411,533	1,180,816	1,493,806	1,589,520
Canada - Other	Canada - Other Dessert Wine	0	0	0	0	0
	Canada - Other Fruit Wine	4	23	4	12	12
	Canada - Other Ice Wine	18	22	7	33	40
	Canada - Other Red Wine	263	323	301	134	189
	Canada - Other Rose Wine	0	0	0	0	0
	Canada - Other Sparkling Wine	12,724	14,856	9,314	16,946	12,876
	Canada - Other White Wine	435	176	264	116	469
	Summary	13,444	15,400	9,891	17,240	13,586
Chile Wine	Chile Fruit and Dessert Wine	37	66	27	40	39
	Chile Red Wine	28,420	33,280	26,279	26,841	24,893
	Chile Rose Wine	44	1	27	185	535
	Chile Sparkling Wine	32	80	102	73	141
	Chile White Wine	25,896	20,780	16,801	22,324	21,310
	Summary	54,429	54,206	43,237	49,463	46,918
China Wine	China Fruit and Dessert Wine	0	0	0	0	0
	China Red Wine	1	7	2	19	2
	China White Wine	0	0	0	0	0
	Summary	1	7	2	19	2
Fortified Wine	Other Fortified Domestic Wine	3,703	3,710	2,970	3,354	3,070
	Other Fortified Import Wine	3,736	3,928	3,382	3,781	3,820
	Port Wine	2,122	2,585	1,955	2,083	1,865
	Sherry Wine	578	671	506	583	538
	Vermouth Wine	4,967	5,360	5,276	5,812	5,292
	Summary	15,105	16,253	14,089	15,613	14,583
France Wine	France Champagne Wine	9,590	12,249	7,560	8,790	11,691
	France Fruit and Dessert Wine	115	122	140	140	102
	France Red Wine	31,316	42,962	36,014	34,465	33,840

Wine Sales (Litres)

Litres		Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2
France Wine	France Rose Wine	6,879	1,846	1,954	8,746	11,912
	France Sparkling Wine	8,870	10,371	7,774	9,962	10,718
	France White Wine	29,120	25,226	25,242	30,801	31,159
	Summary	85,889	92,776	78,684	92,904	99,420
Georgia Wine	Georgia Red Wine	11	47	13	1	10
	Georgia White Wine	0	0	0	0	0
	Summary	11	47	13	1	10
Germany Wine	Germany Fruit and Dessert Wine	0	0	0	0	0
	Germany Red Wine	54	36	74	154	129
	Germany Rose Wine	8	5	4	0	1
	Germany Sparkling Wine	6,669	9,526	5,887	7,240	7,084
	Germany White Wine	7,903	7,437	5,863	6,652	6,203
	Summary	14,634	17,005	11,829	14,046	13,416
Greece Wine	Greece Red Wine	6,299	7,478	6,069	7,084	6,506
	Greece Rose Wine	0	0	0	0	0
	Greece White Wine	6,860	6,298	4,562	6,416	6,136
	Summary	13,158	13,776	10,630	13,499	12,642
Hungary Wine	Hungary Fruit and Dessert Wine	48	48	39	50	54
	Hungary Red Wine	86	75	57	79	89
	Hungary Sparkling Wine	180	241	226	526	254
	Hungary White Wine	1,348	1,042	948	1,360	1,332
	Summary	1,662	1,406	1,270	2,014	1,729
Israel Wine	Israel Red Wine	65	23	92	86	42
	Israel Rose Wine	12	-1	0	1	1
	Israel White Wine	46	2	38	50	38
	Summary	124	25	129	136	80
Italy Wine	Italy Fruit and Dessert Wine	14	2	18	6	19
	Italy Red Wine	93,592	130,800	104,255	108,697	103,760

Wine Sales (Litres)

Litres		Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2
Italy Wine	Italy Rose Wine	1,257	625	443	1,839	1,653
	Italy Sparkling Wine	22,960	22,718	17,445	28,030	29,252
	Italy White Wine	90,659	85,741	71,625	95,694	97,381
	Prosecco Wine	19,484	19,571	13,834	20,126	22,027
	Summary	227,965	259,456	207,620	254,392	254,092
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	2,732	5,540	2,012	2,860	2,486
	New Zealand Rose Wine	94	1	1	206	244
	New Zealand Sparkling Wine	225	148	358	267	251
	New Zealand White Wine	87,842	76,527	62,352	86,357	89,820
	Summary	90,894	82,216	64,722	89,690	92,801
Other Country Wine	Other Country Fruit and Dessert Wine	4,721	4,760	4,031	4,264	4,573
	Other Country Red Wine	202	514	290	464	370
	Other Country Rose Wine	90	27	9	125	62
	Other Country Sparkling Wine	28	95	20	32	16
	Other Country White Wine	190	313	213	118	81
	Summary	5,231	5,709	4,564	5,004	5,102
Other Style Wine	Aperitif And Flavoured Wine	226	99	110	188	260
	Mead	0	0	292	136	0
	Rice Wine	1,002	1,062	821	841	1,026
	Summary	1,229	1,161	1,223	1,166	1,286
Portugal Wine	Portugal Fruit and Dessert Wine	0	0	0	0	0
	Portugal Red Wine	656	1,372	1,250	1,537	1,052
	Portugal Rose Wine	430	254	213	400	361
	Portugal Sparkling Wine	0	0	0	0	0
	Portugal White Wine	1,194	645	686	1,360	1,447
	Summary	2,279	2,272	2,150	3,297	2,859
Sake	Japan Sake	15,491	15,133	13,945	16,591	17,332

Wine Sales (Litres)

Litres		Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2
Sake	Other Country Sake	1,502	1,279	1,013	1,322	1,450
	USA Sake	49,185	56,677	54,702	51,772	51,767
	Summary	66,178	73,089	69,660	69,685	70,549
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	3	0	0
	South Africa Red Wine	5,785	6,168	4,840	5,212	5,171
	South Africa Rose Wine	14	0	0	26	2
	South Africa Sparkling Wine	436	436	222	160	397
	South Africa White Wine	6,980	5,289	3,641	5,524	5,428
	Summary	13,216	11,893	8,706	10,922	10,999
Spain Wine	Spain Fruit and Dessert Wine	0	0	0	0	0
	Spain Red Wine	18,817	26,640	23,947	25,685	22,130
	Spain Rose Wine	980	411	324	1,028	1,592
	Spain Sparkling Wine	13,763	17,437	12,348	17,461	17,262
	Spain White Wine	4,696	3,456	2,689	4,053	4,235
	Summary	38,255	47,944	39,307	48,227	45,218
USA Wine	USA Fruit and Dessert Wine	0	0	0	0	1
	USA Red Wine	133,308	176,734	139,388	138,846	130,744
	USA Rose Wine	7,706	5,826	4,750	6,552	6,846
	USA Sparkling Wine	3,794	4,381	2,727	4,209	4,022
	USA White Wine	59,503	58,468	44,741	54,341	57,078
	Summary	204,310	245,408	191,605	203,948	198,692
Summary		2,514,595	2,565,789	2,106,930	2,556,573	2,631,706

GLOSSARY AND EXPLANATORY NOTES

Domestic Beer – the domestic beer classification is defined as follows:

Commercial Beer – Breweries with Annual Production over 350,000HL

Regional Beer – Breweries with Annual Production over 15,000HL and up to 350,000HL

Micro Brew Beer – Breweries with Annual Production up to 15,000HL

Negative Sales

Occasionally, negative sales are reported. This is usually due to adjustments or product returns.