

Hospitality Liquor Market Review

Fiscal 2017/18 Q3

December 2017



**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

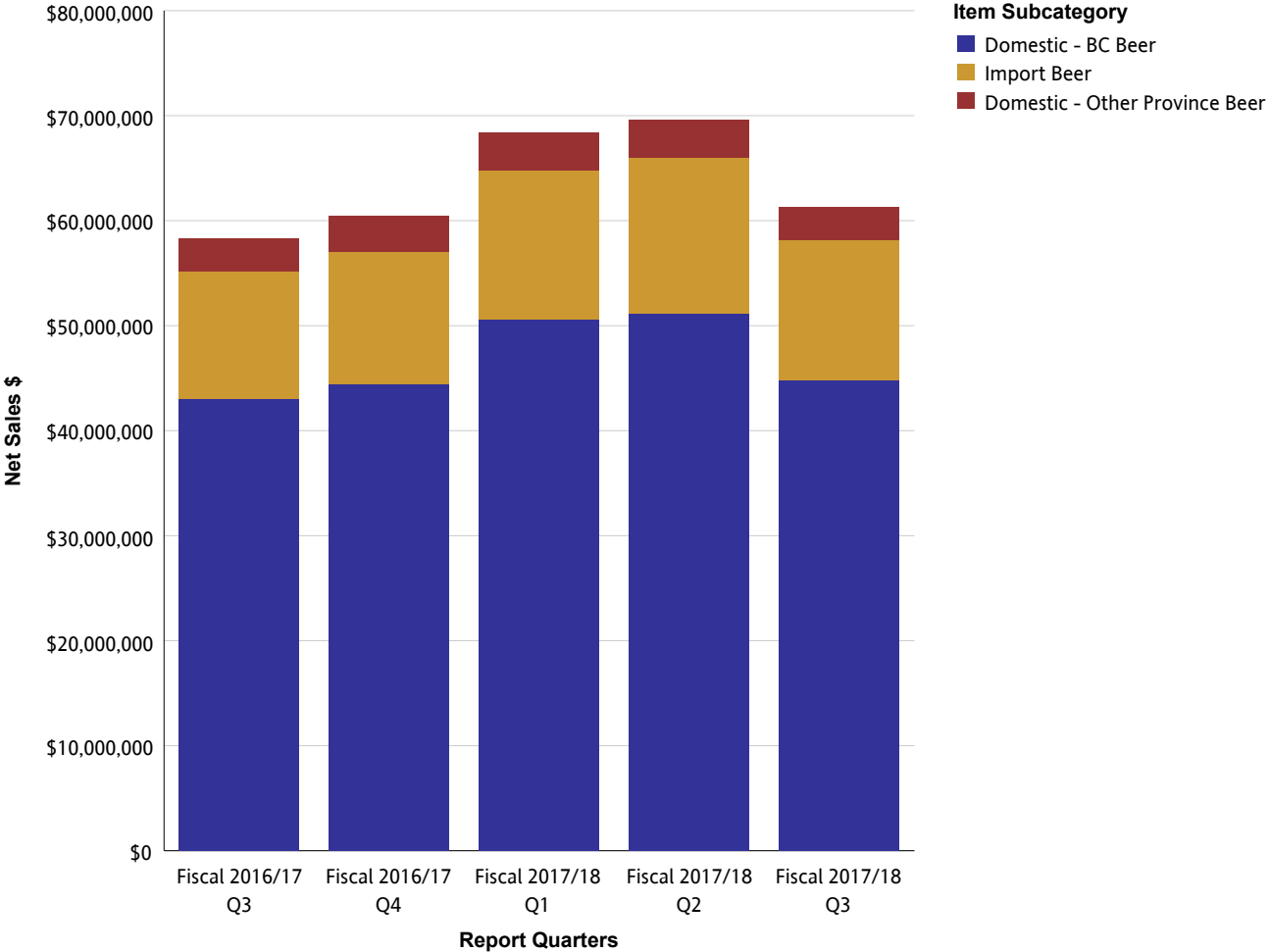
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer 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 \$)

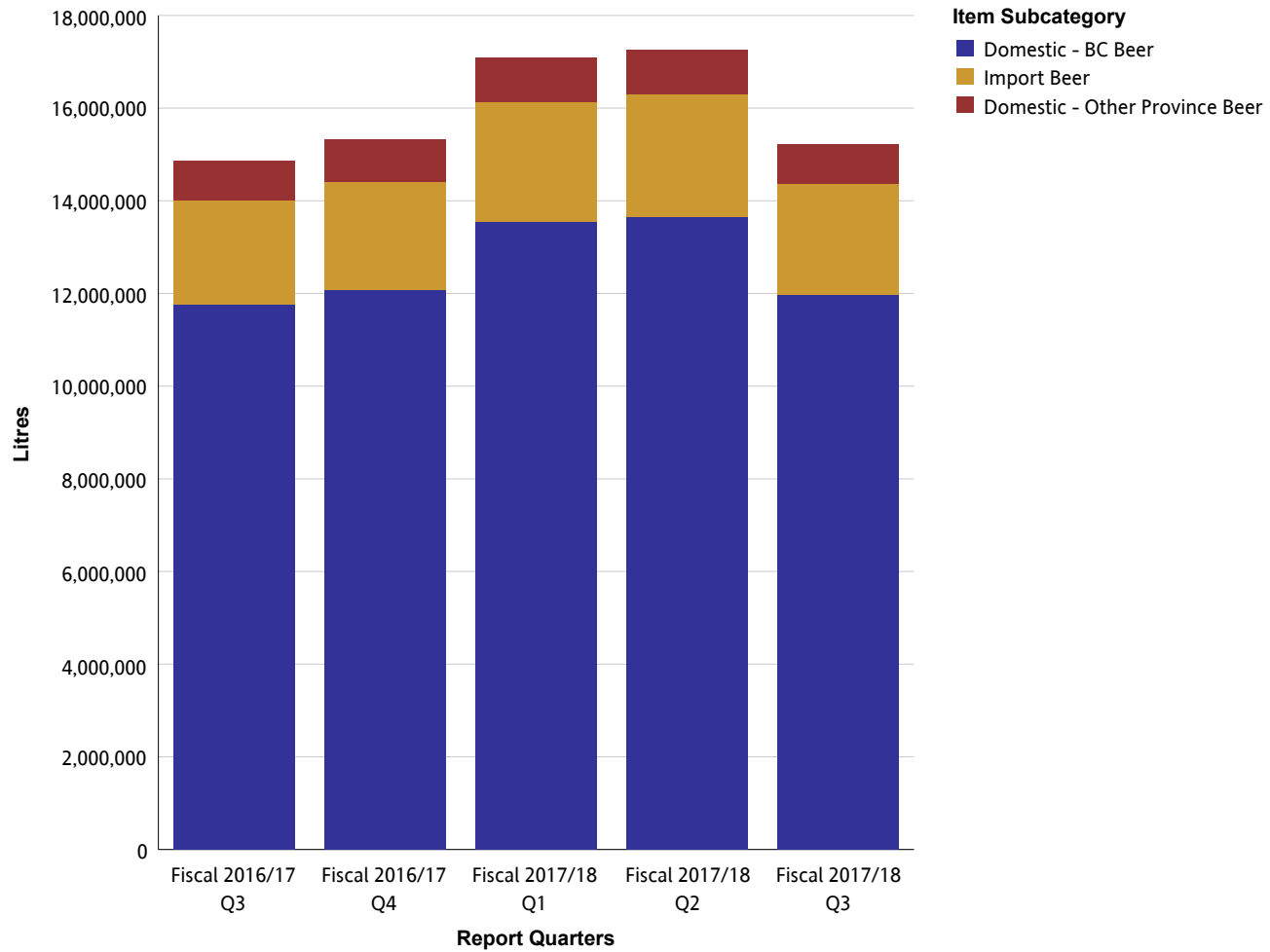


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Domestic - BC Beer	Domestic - BC Commercial Beer	\$27,371,437	\$27,408,906	\$30,135,979	\$29,641,075	\$27,221,984
	Domestic - BC Micro Brew Beer	\$8,403,796	\$9,248,603	\$11,068,041	\$11,688,248	\$9,813,176
	Domestic - BC Regional Beer	\$7,233,376	\$7,732,717	\$9,409,821	\$9,845,122	\$7,779,506
	Summary	\$43,008,609	\$44,390,226	\$50,613,842	\$51,174,444	\$44,814,666
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$2,233,479	\$2,453,942	\$2,553,438	\$2,582,654	\$2,261,319
	Domestic - Other Province Micro Brew Beer	\$42,372	\$60,572	\$49,845	\$57,107	\$54,842
	Domestic - Other Province Regional Beer	\$831,444	\$908,183	\$967,985	\$921,870	\$847,551
	Summary	\$3,107,295	\$3,422,697	\$3,571,268	\$3,561,631	\$3,163,712
Import Beer	Asia And South Pacific Beer	\$1,017,575	\$1,071,713	\$1,252,795	\$1,372,762	\$1,195,909
	Europe Beer	\$7,010,604	\$7,479,530	\$7,532,239	\$7,588,763	\$7,598,332
	Mexico And Caribbean Beer	\$2,216,930	\$2,178,043	\$3,199,327	\$3,582,707	\$2,482,330
	Other Country Beer	\$23,407	\$25,102	\$30,332	\$29,067	\$29,115
	USA Beer	\$1,918,617	\$1,934,643	\$2,217,716	\$2,231,924	\$1,984,787
	Summary	\$12,187,132	\$12,689,031	\$14,232,410	\$14,805,224	\$13,290,473
Summary		\$58,303,036	\$60,501,953	\$68,417,519	\$69,541,299	\$61,268,851

Beer Sales (Litres)

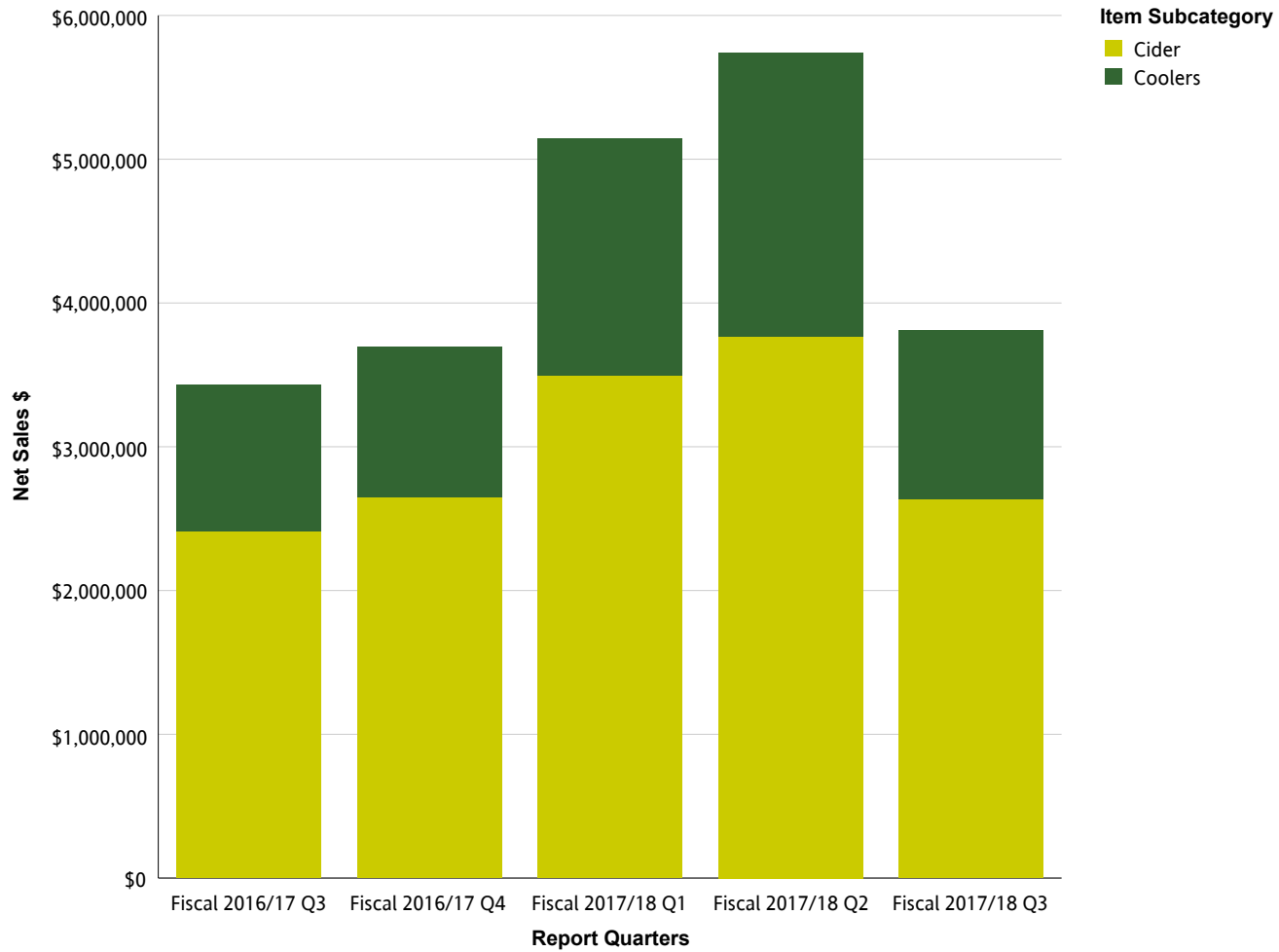


Beer Sales (Litres)

Beer

Litres		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Domestic - BC Beer	Domestic - BC Commercial Beer	7,381,209	7,330,565	7,882,053	7,732,129	7,138,745
	Domestic - BC Micro Brew Beer	2,267,031	2,503,507	2,947,620	3,087,260	2,573,478
	Domestic - BC Regional Beer	2,116,547	2,247,306	2,723,716	2,835,198	2,251,296
	Summary	11,764,787	12,081,378	13,553,389	13,654,588	11,963,519
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	585,164	638,673	661,067	666,219	588,222
	Domestic - Other Province Micro Brew Beer	5,318	7,906	6,431	7,220	6,802
	Domestic - Other Province Regional Beer	262,788	277,248	296,704	275,249	262,789
	Summary	853,271	923,827	964,202	948,688	857,813
Import Beer	Asia And South Pacific Beer	174,322	179,483	210,543	231,974	200,193
	Europe Beer	1,324,854	1,401,263	1,397,953	1,394,116	1,404,241
	Mexico And Caribbean Beer	374,357	356,786	524,902	584,452	402,196
	Other Country Beer	4,375	4,527	5,617	5,470	5,079
	USA Beer	373,659	377,904	426,153	427,206	380,969
	Summary	2,251,567	2,319,964	2,565,168	2,643,219	2,392,677
Summary		14,869,625	15,325,169	17,082,759	17,246,495	15,214,009

Refreshment Beverages Sales (Net \$)

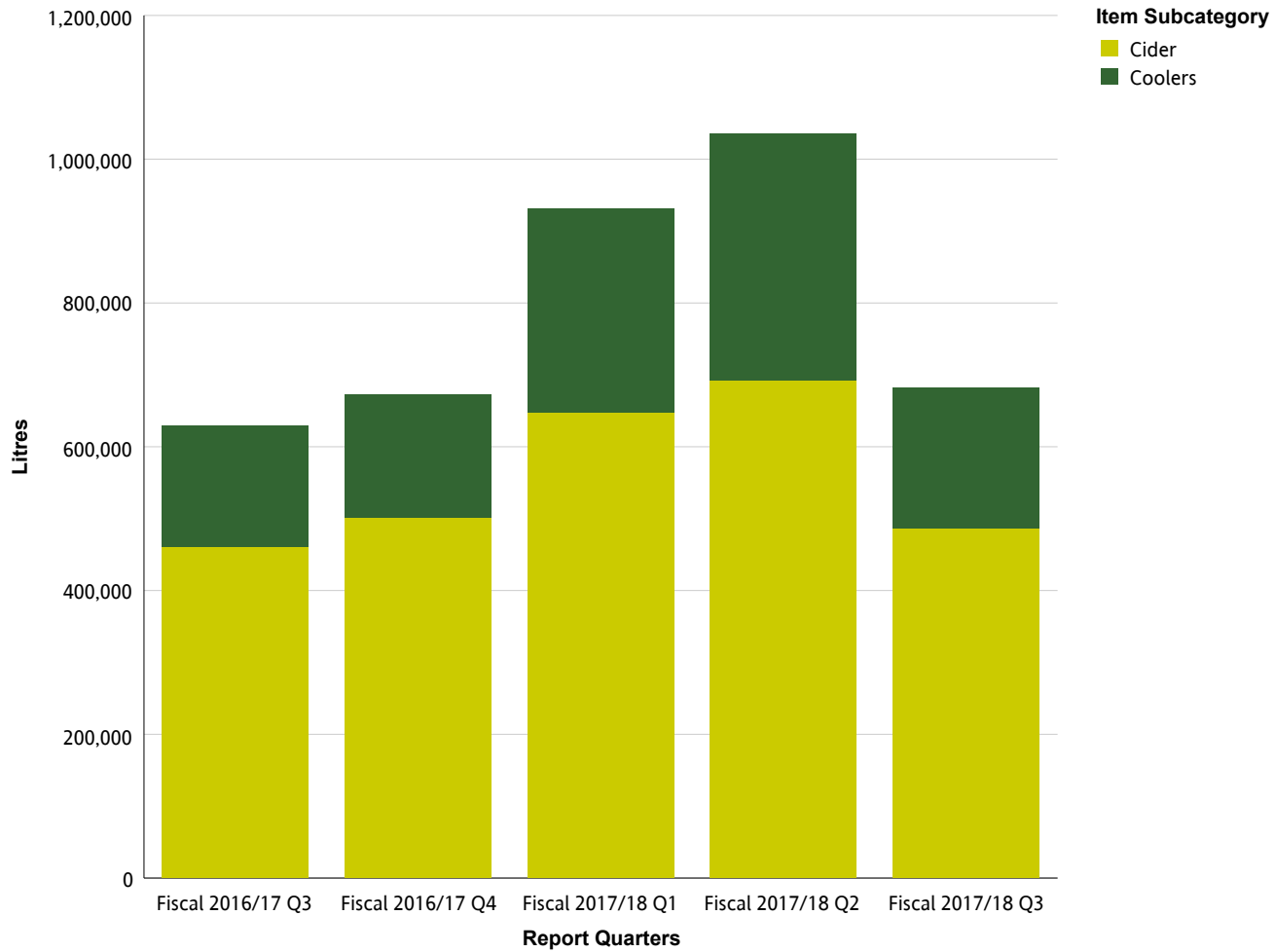


Refreshment Beverages Sales (Net \$)

Refreshment Beverages

Net Sales \$		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Cider	Domestic Cider	\$1,272,900	\$1,422,945	\$1,982,649	\$2,286,268	\$1,456,604
	Import Cider	\$1,139,424	\$1,230,754	\$1,513,877	\$1,478,843	\$1,175,282
	Summary	\$2,412,324	\$2,653,699	\$3,496,526	\$3,765,111	\$2,631,886
Coolers	Malt-Based Coolers	\$132,902	\$116,908	\$227,397	\$209,619	\$96,115
	Spirit Coolers	\$832,585	\$882,309	\$1,348,636	\$1,686,770	\$1,028,692
	Wine/Fruit Coolers	\$50,161	\$43,621	\$71,217	\$74,528	\$52,792
	Summary	\$1,015,648	\$1,042,838	\$1,647,250	\$1,970,917	\$1,177,599
Summary		\$3,427,971	\$3,696,537	\$5,143,776	\$5,736,028	\$3,809,486

Refreshment Beverages Sales (Litres)

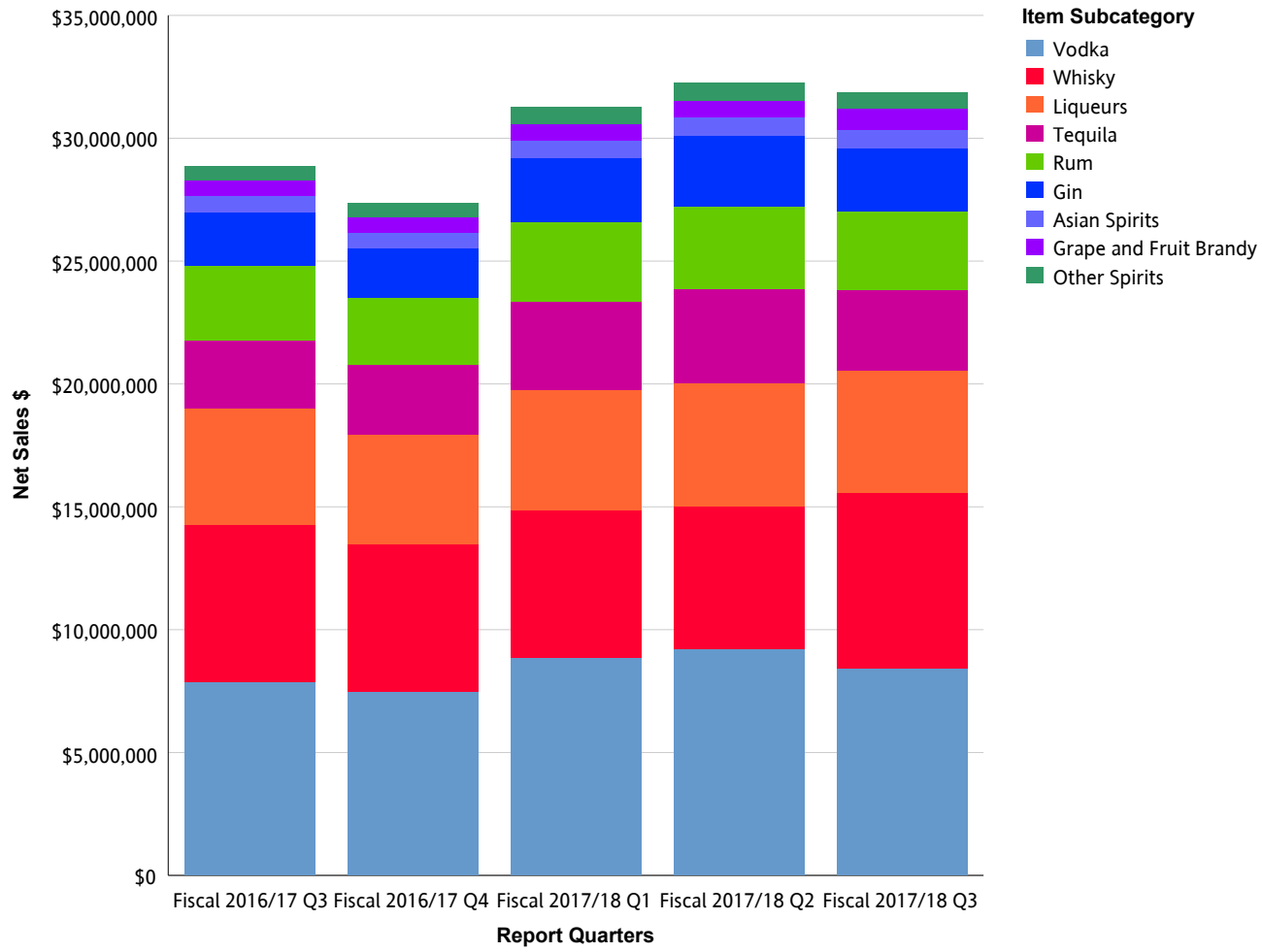


Refreshment Beverages Sales (Litres)

Refreshment Beverages

Litres		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Cider	Domestic Cider	247,195	275,806	374,108	423,542	269,726
	Import Cider	214,344	225,010	273,429	269,116	217,259
	Summary	461,539	500,816	647,537	692,659	486,985
Coolers	Malt-Based Coolers	23,174	20,844	40,958	37,905	17,014
	Spirit Coolers	137,753	144,266	233,360	293,748	171,539
	Wine/Fruit Coolers	7,277	6,077	9,941	10,985	7,324
	Summary	168,203	171,186	284,258	342,637	195,877
Summary		629,742	672,002	931,795	1,035,296	682,861

Spirits Sales (Net \$)



Spirits Sales (Net \$)

Spirits

Net Sales \$		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Asian Spirits	China Spirits	\$75,786	\$87,360	\$85,087	\$106,849	\$91,008
	Korea Spirits	\$560,204	\$494,598	\$557,349	\$582,909	\$649,781
	Other Country Asian Spirits	\$49,041	\$44,786	\$44,799	\$49,272	\$41,213
	Summary	\$685,031	\$626,743	\$687,235	\$739,030	\$782,003
Gin	Dry Gin	\$2,106,399	\$1,952,042	\$2,486,705	\$2,682,977	\$2,436,090
	Flavoured Gin	\$43,260	\$42,944	\$80,096	\$93,345	\$45,169
	Other Gin	\$24,552	\$24,887	\$56,769	\$69,235	\$75,851
	Summary	\$2,174,212	\$2,019,872	\$2,623,569	\$2,845,557	\$2,557,110
Grape and Fruit Brandy	Armagnac	\$12,727	\$14,441	\$19,141	\$8,109	\$14,383
	Brandy	\$150,570	\$135,699	\$154,078	\$171,494	\$154,577
	Cognac	\$345,276	\$370,163	\$385,453	\$367,017	\$575,152
	Eau de Vie	\$38,048	\$43,831	\$25,986	\$28,000	\$39,702
	Grappa And Marc	\$16,150	\$23,726	\$21,360	\$20,826	\$34,218
	Pisco	\$44,978	\$55,202	\$61,865	\$72,841	\$50,972
	Summary	\$607,749	\$643,061	\$667,882	\$668,288	\$869,004
Liqueurs	Anise And Herbal/Spice Liqueurs	\$1,765,640	\$1,676,734	\$1,720,575	\$1,716,068	\$1,825,949
	Coffee And Cocoa Liqueurs	\$374,560	\$321,264	\$316,737	\$328,294	\$374,660
	Cream/Dairy Liqueurs	\$560,261	\$476,678	\$474,150	\$499,974	\$588,716
	Fruit Liqueurs	\$1,339,446	\$1,340,535	\$1,657,215	\$1,705,212	\$1,421,966
	Nut Liqueurs	\$282,259	\$263,246	\$288,118	\$286,937	\$278,949
	Other Liqueurs	\$266,291	\$248,023	\$276,209	\$273,474	\$261,624
	Whiskey Liqueurs	\$183,555	\$165,274	\$178,882	\$170,730	\$194,011
	Summary	\$4,772,013	\$4,491,753	\$4,911,885	\$4,980,689	\$4,945,875
Other Spirits	Cachaca	\$14,138	\$15,198	\$15,802	\$20,325	\$14,137
	Flavoured Spirits	\$140,050	\$134,165	\$139,984	\$165,639	\$162,030
	Miscellaneous/Other Spirits	\$67,878	\$61,719	\$74,167	\$102,248	\$83,570

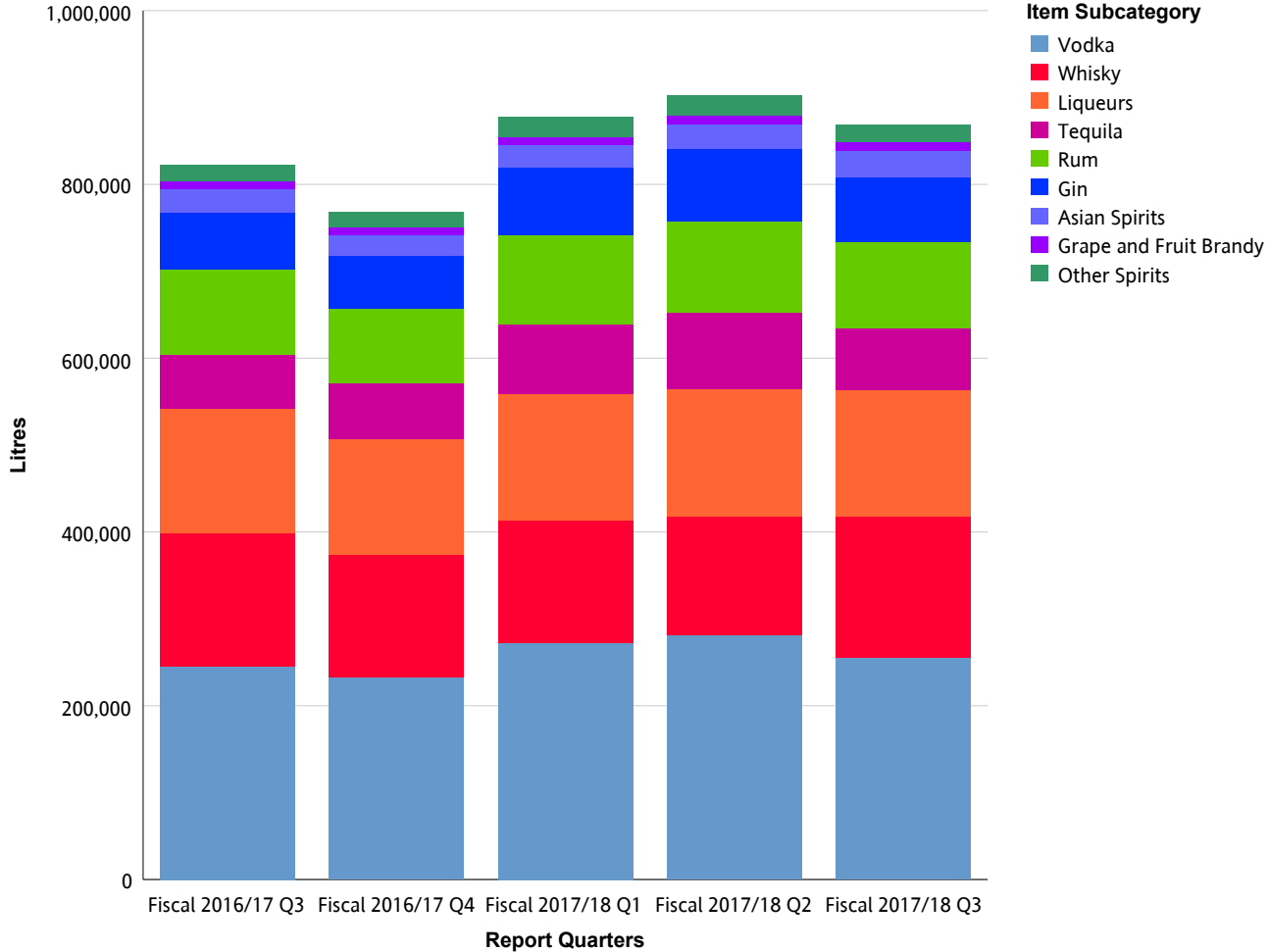
Spirits Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Other Spirits	Moonshine Spirits	\$2,034	\$1,884	\$3,311	\$3,034	\$4,137
	Ready to Mix Cocktails	\$353,176	\$334,924	\$444,061	\$445,597	\$360,006
	Ready to Serve Cocktails	\$4,238	\$2,070	\$2,028	\$2,247	\$3,868
	Schnapps and Akvavit	\$8,361	\$9,070	\$7,213	\$10,640	\$7,293
	Summary	\$589,875	\$559,032	\$686,566	\$749,731	\$635,042
Rum	Amber Rum	\$301,781	\$293,272	\$365,391	\$378,875	\$328,936
	Dark Rum	\$498,652	\$434,457	\$477,524	\$442,922	\$493,465
	Flavoured Rum	\$19,688	\$18,247	\$26,853	\$27,500	\$16,122
	Spiced Rum	\$1,017,716	\$868,054	\$882,151	\$881,521	\$1,031,838
	White Rum	\$1,211,258	\$1,106,177	\$1,472,270	\$1,643,209	\$1,309,238
	Summary	\$3,049,096	\$2,720,207	\$3,224,188	\$3,374,027	\$3,179,599
Tequila	Blanco/Silver Tequila	\$1,011,139	\$1,054,194	\$1,371,574	\$1,521,249	\$1,257,000
	Flavoured Tequila	\$10,451	\$18,152	\$23,017	\$19,808	\$13,224
	Gold Tequila	\$1,673,336	\$1,699,513	\$2,123,280	\$2,251,471	\$1,952,235
	Mezcal	\$49,121	\$44,435	\$75,726	\$63,367	\$83,766
	Summary	\$2,744,047	\$2,816,294	\$3,593,597	\$3,855,895	\$3,306,225
Vodka	Flavoured Vodka	\$726,626	\$704,281	\$877,302	\$818,165	\$723,728
	Straight Vodka	\$7,150,753	\$6,796,119	\$7,978,748	\$8,416,267	\$7,704,689
	Summary	\$7,877,380	\$7,500,400	\$8,856,050	\$9,234,433	\$8,428,417
Whisky	American Whiskey	\$634,370	\$592,978	\$565,337	\$555,098	\$717,853
	Blended Malt Scotch Whisky	\$5,485	\$6,313	\$6,118	\$5,211	\$9,581
	Blended Scotch Whisky	\$361,841	\$309,353	\$336,684	\$332,478	\$416,317
	Bourbon Whiskey	\$1,161,678	\$1,175,779	\$1,159,260	\$1,148,587	\$1,393,615
	Canadian Whisky	\$2,129,007	\$1,818,766	\$1,929,519	\$1,848,604	\$2,154,505
	Flavoured Whisky	\$763	\$39	\$103	\$156	\$292
	Irish Whiskey	\$1,081,854	\$1,196,441	\$1,108,759	\$1,082,237	\$1,251,825
	Other Country Whisky	\$54,334	\$50,086	\$61,945	\$64,926	\$98,466
	Single Malt Scotch Whisky	\$948,791	\$823,990	\$832,846	\$767,900	\$1,114,890

Spirits Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Whisky	Summary	\$6,378,122	\$5,973,744	\$6,000,570	\$5,805,196	\$7,157,343
Summary		\$28,877,525	\$27,351,106	\$31,251,542	\$32,252,847	\$31,860,618

Spirits Sales (Litres)



Spirits Sales (Litres)

Spirits

Litres		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Asian Spirits	China Spirits	858	815	954	1,128	1,170
	Korea Spirits	24,485	21,711	24,272	25,024	27,696
	Other Country Asian Spirits	973	944	944	1,049	882
	Summary	26,316	23,469	26,171	27,201	29,749
Gin	Dry Gin	64,512	59,326	74,674	79,877	72,650
	Flavoured Gin	1,170	1,168	2,205	2,574	1,174
	Other Gin	422	421	945	1,194	1,265
	Summary	66,104	60,915	77,824	83,644	75,089
Grape and Fruit Brandy	Armagnac	64	63	63	64	70
	Brandy	4,757	4,357	4,882	5,412	4,707
	Cognac	2,686	2,430	2,762	2,997	3,862
	Eau de Vie	541	606	370	386	563
	Grappa And Marc	260	230	307	279	418
	Pisco	920	1,103	1,300	1,478	1,031
	Summary	9,230	8,790	9,684	10,617	10,651
Liqueurs	Anise And Herbal/Spice Liqueurs	46,000	43,599	44,571	44,264	47,331
	Coffee And Cocoa Liqueurs	12,807	10,909	10,675	11,003	12,603
	Cream/Dairy Liqueurs	17,449	14,370	13,994	14,720	18,149
	Fruit Liqueurs	44,617	43,149	53,988	55,360	44,945
	Nut Liqueurs	9,040	8,303	9,444	9,380	8,924
	Other Liqueurs	9,185	8,259	8,634	8,519	8,867
	Whiskey Liqueurs	4,827	4,121	4,436	4,261	4,733
	Summary	143,925	132,710	145,742	147,506	145,552
Other Spirits	Cachaca	351	375	381	487	343
	Flavoured Spirits	2,314	2,189	2,295	2,767	2,709
	Miscellaneous/Other Spirits	1,193	1,135	1,318	1,781	1,501

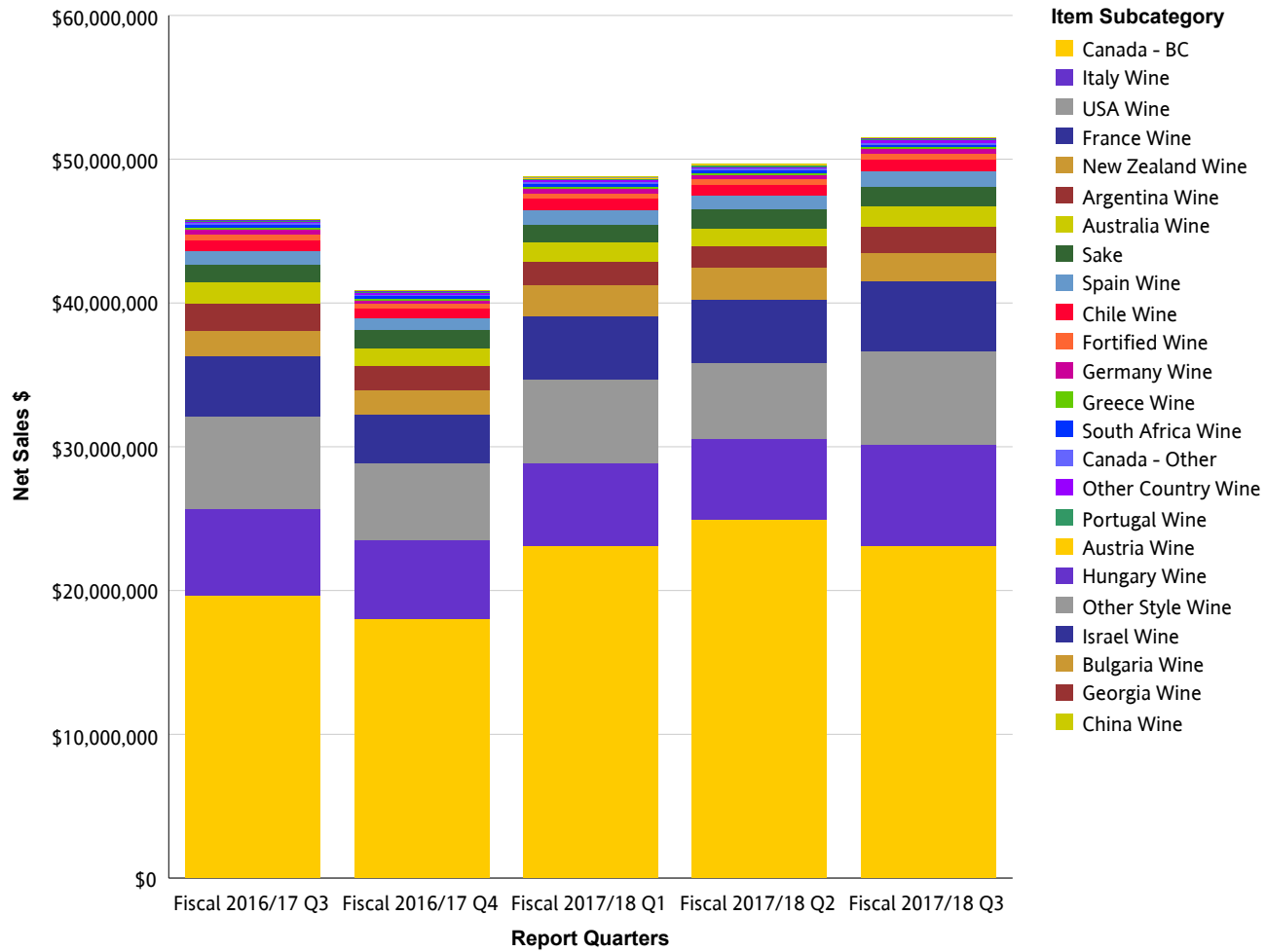
Spirits Sales (Litres)

Litres		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Other Spirits	Moonshine Spirits	51	44	84	91	96
	Ready to Mix Cocktails	14,796	14,023	18,522	18,048	14,447
	Ready to Serve Cocktails	120	53	70	73	111
	Schnapps and Akvavit	170	175	148	206	141
	Summary	18,995	17,993	22,819	23,454	19,348
Rum	Amber Rum	8,873	8,415	10,458	10,851	9,121
	Dark Rum	15,327	13,077	14,287	13,303	14,899
	Flavoured Rum	649	600	877	904	523
	Spiced Rum	31,151	25,961	26,714	26,119	30,823
	White Rum	41,734	37,985	49,560	54,587	43,585
	Summary	97,734	86,037	101,896	105,763	98,950
Tequila	Blanco/Silver Tequila	21,004	22,017	29,135	32,563	25,875
	Flavoured Tequila	162	261	441	405	253
	Gold Tequila	40,342	41,413	50,094	53,539	43,738
	Mezcal	598	528	885	872	1,186
	Summary	62,105	64,219	80,556	87,380	71,052
Vodka	Flavoured Vodka	21,390	20,727	26,211	24,252	20,567
	Straight Vodka	223,541	211,897	245,784	257,121	235,083
	Summary	244,931	232,624	271,995	281,374	255,650
Whisky	American Whiskey	16,121	14,737	14,031	13,635	16,407
	Blended Malt Scotch Whisky	54	67	70	57	101
	Blended Scotch Whisky	7,209	5,867	6,257	6,144	7,643
	Bourbon Whiskey	24,105	24,280	24,173	23,785	29,028
	Canadian Whisky	69,878	59,465	62,013	58,821	68,467
	Flavoured Whisky	15	1	3	4	8
	Irish Whiskey	26,784	28,991	26,522	25,831	30,030
	Other Country Whisky	471	432	523	569	839
	Single Malt Scotch Whisky	8,847	7,541	7,712	7,141	9,952

Spirits Sales (Litres)

Litres		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Whisky	Summary	153,484	141,381	141,303	135,986	162,474
Summary		822,824	768,139	877,990	902,925	868,515

Wine Sales (Net \$)



Wine Sales (Net \$)

Wine

Net Sales \$		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Argentina Wine	Argentina Red Wine	\$1,842,172	\$1,640,508	\$1,521,156	\$1,360,119	\$1,733,582
	Argentina Rose Wine	\$144	\$1,043	\$1,588	\$3,727	\$2,363
	Argentina Sparkling Wine	\$454	\$80	\$873	\$239	\$319
	Argentina White Wine	\$79,747	\$52,883	\$94,213	\$72,308	\$63,791
	Summary	\$1,922,517	\$1,694,514	\$1,617,831	\$1,436,393	\$1,800,055
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Australia Red Wine	\$1,180,273	\$949,967	\$959,230	\$819,645	\$1,058,075
	Australia Rose Wine	\$374	\$1,112	\$4,794	\$27,191	\$6,891
	Australia Sparkling Wine	\$46,730	\$30,962	\$42,535	\$53,817	\$49,897
	Australia White Wine	\$253,867	\$236,072	\$300,241	\$325,699	\$272,444
	Summary	\$1,481,243	\$1,218,114	\$1,306,800	\$1,226,352	\$1,387,307
Austria Wine	Austria Red Wine	\$4,087	\$31,950	\$17,452	\$35,125	\$3,511
	Austria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Austria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Austria White Wine	\$18,861	\$26,196	\$12,957	\$18,530	\$15,557
	Summary	\$22,948	\$58,146	\$30,409	\$53,656	\$19,068
Bulgaria Wine	Bulgaria Red Wine	\$778	\$198	\$775	\$97	\$39
	Bulgaria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$778	\$198	\$775	\$97	\$39
Canada - BC	Canada - BC Dessert Wine	\$9,177	\$16,672	\$15,820	\$24,993	\$17,392
	Canada - BC Fruit Wine	\$47,513	\$42,576	\$78,775	\$147,090	\$51,726
	Canada - BC Ice Wine	\$50,762	\$47,636	\$53,538	\$70,525	\$43,348
	Canada - BC Red Wine	\$10,121,174	\$9,219,195	\$10,144,532	\$10,306,054	\$11,872,597
	Canada - BC Rose Wine	\$206,929	\$214,086	\$863,773	\$1,258,807	\$328,163

Wine Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Canada - BC	Canada - BC Sparkling Wine	\$485,685	\$409,702	\$666,275	\$742,004	\$590,215
	Canada - BC White Wine	\$8,726,164	\$8,043,337	\$11,334,442	\$12,380,661	\$10,230,012
	Summary	\$19,647,405	\$17,993,203	\$23,157,154	\$24,930,135	\$23,133,455
Canada - Other	Canada - Other Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Canada - Other Fruit Wine	\$897	\$801	\$863	\$166	\$364
	Canada - Other Ice Wine	\$2,689	\$979	\$887	\$2,143	\$1,935
	Canada - Other Red Wine	\$3,651	\$6,108	\$14,291	\$9,504	\$11,373
	Canada - Other Rose Wine	\$0	\$0	\$0	\$929	\$558
	Canada - Other Sparkling Wine	\$108,172	\$71,257	\$134,102	\$105,773	\$119,536
	Canada - Other White Wine	\$17,835	\$11,311	\$20,930	\$11,534	\$12,651
	Summary	\$133,243	\$90,456	\$171,074	\$130,050	\$146,417
Chile Wine	Chile Fruit and Dessert Wine	\$1,637	\$1,375	\$1,839	\$1,814	\$1,924
	Chile Red Wine	\$472,491	\$440,998	\$454,508	\$389,721	\$501,943
	Chile Rose Wine	\$1,366	\$1,171	\$4,238	\$2,092	\$0
	Chile Sparkling Wine	\$2,482	\$1,673	\$2,903	\$835	\$864
	Chile White Wine	\$255,505	\$207,419	\$328,131	\$334,542	\$292,110
	Summary	\$733,481	\$652,638	\$791,619	\$729,004	\$796,840
China Wine	China Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	China Red Wine	\$0	\$0	\$0	\$1,170	\$0
	China White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$0	\$0	\$0	\$1,170	\$0
Fortified Wine	Other Fortified Domestic Wine	\$49,885	\$47,883	\$50,245	\$63,596	\$44,614
	Other Fortified Import Wine	\$97,562	\$94,966	\$99,330	\$95,106	\$90,238
	Port Wine	\$137,772	\$95,608	\$92,199	\$98,716	\$143,594
	Sherry Wine	\$23,467	\$16,808	\$24,981	\$17,811	\$26,165
	Vermouth Wine	\$108,966	\$99,106	\$103,036	\$97,506	\$103,343
	Summary	\$417,653	\$354,372	\$369,791	\$372,736	\$407,955
France Wine	France Champagne Wine	\$1,664,131	\$1,086,264	\$1,551,256	\$1,561,265	\$1,932,607

Wine Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
France Wine	France Fruit and Dessert Wine	\$4,310	\$2,440	\$2,621	\$1,461	\$5,916
	France Red Wine	\$1,449,092	\$1,259,219	\$1,271,408	\$1,198,146	\$1,522,581
	France Rose Wine	\$79,688	\$93,420	\$389,271	\$450,695	\$135,150
	France Sparkling Wine	\$204,153	\$159,192	\$203,855	\$196,061	\$188,853
	France White Wine	\$822,529	\$792,628	\$928,289	\$1,010,267	\$1,040,783
	Summary	\$4,223,902	\$3,393,163	\$4,346,700	\$4,417,895	\$4,825,891
Georgia Wine	Georgia Red Wine	\$434	\$408	\$187	\$122	\$188
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$434	\$408	\$187	\$122	\$188
Germany Wine	Germany Fruit and Dessert Wine	\$93	\$93	\$0	\$0	\$744
	Germany Red Wine	\$1,039	\$2,427	\$6,263	\$2,319	\$2,068
	Germany Rose Wine	\$0	\$13	\$1,967	\$492	\$0
	Germany Sparkling Wine	\$172,796	\$109,322	\$164,850	\$172,112	\$203,684
	Germany White Wine	\$122,665	\$124,221	\$106,565	\$120,627	\$105,577
	Summary	\$296,593	\$236,076	\$279,645	\$295,549	\$312,072
Greece Wine	Greece Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Greece Red Wine	\$101,559	\$83,870	\$98,335	\$82,949	\$99,756
	Greece Rose Wine	\$0	\$0	\$384	\$0	\$0
	Greece White Wine	\$72,718	\$62,574	\$84,879	\$73,939	\$68,866
	Summary	\$174,277	\$146,444	\$183,598	\$156,888	\$168,622
Hungary Wine	Hungary Fruit and Dessert Wine	\$5,115	\$4,377	\$3,820	\$4,493	\$3,558
	Hungary Red Wine	\$672	\$1,355	\$1,499	\$1,282	\$1,085
	Hungary Sparkling Wine	\$8,214	\$6,415	\$10,746	\$10,283	\$10,350
	Hungary White Wine	\$11,582	\$10,685	\$15,656	\$19,609	\$12,354
	Summary	\$25,582	\$22,833	\$31,722	\$35,667	\$27,347
Israel Wine	Israel Red Wine	\$820	\$1,553	\$2,549	\$2,738	\$1,362
	Israel Rose Wine	\$48	\$0	\$0	\$240	\$96
	Israel White Wine	\$493	\$1,325	\$731	\$680	\$561

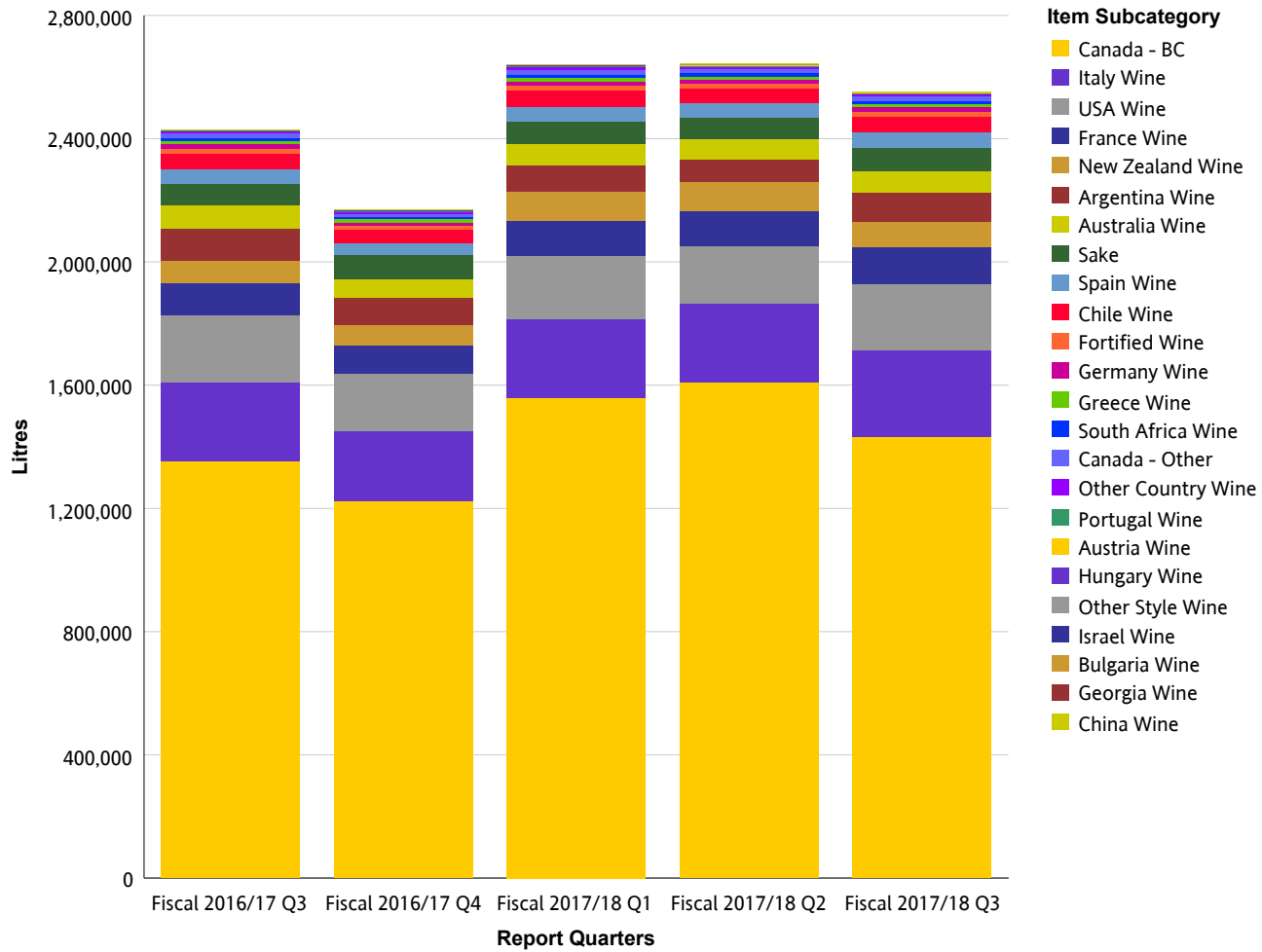
Wine Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Israel Wine	Summary	\$1,360	\$2,878	\$3,279	\$3,657	\$2,019
Italy Wine	Italy Fruit and Dessert Wine	\$3,842	\$4,791	\$1,464	\$1,241	\$2,304
	Italy Red Wine	\$3,573,388	\$3,355,827	\$2,803,603	\$2,522,855	\$4,046,532
	Italy Rose Wine	\$14,501	\$17,539	\$49,222	\$91,702	\$37,992
	Italy Sparkling Wine	\$461,824	\$362,673	\$489,910	\$478,555	\$484,548
	Italy White Wine	\$1,437,473	\$1,317,437	\$1,611,072	\$1,709,000	\$1,608,285
	Prosecco Wine	\$562,034	\$469,378	\$732,327	\$808,290	\$829,146
	Summary	\$6,053,062	\$5,527,644	\$5,687,598	\$5,611,642	\$7,008,806
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$82,452	\$82,055	\$77,600	\$82,266	\$146,320
	New Zealand Rose Wine	\$3,034	\$3,301	\$15,953	\$36,819	\$13,756
	New Zealand Sparkling Wine	\$5,404	\$4,035	\$6,701	\$7,653	\$5,077
	New Zealand White Wine	\$1,650,318	\$1,566,706	\$2,096,346	\$2,123,819	\$1,852,318
	Summary	\$1,741,208	\$1,656,096	\$2,196,601	\$2,250,557	\$2,017,471
Other Country Wine	Other Country Fruit and Dessert Wine	\$79,591	\$79,522	\$88,939	\$95,271	\$94,769
	Other Country Red Wine	\$16,318	\$14,070	\$21,569	\$12,194	\$27,180
	Other Country Rose Wine	\$477	\$1,773	\$3,871	\$2,956	\$384
	Other Country Sparkling Wine	\$388	\$681	\$1,577	\$3,129	\$9,269
	Other Country White Wine	\$4,185	\$8,404	\$13,063	\$10,308	\$16,388
	Summary	\$100,960	\$104,449	\$129,018	\$123,856	\$147,990
Other Style Wine	Aperitif And Flavoured Wine	\$4,189	\$3,683	\$5,729	\$8,061	\$3,704
	Mead	\$196	\$600	\$492	\$879	\$679
	Rice Wine	\$11,690	\$10,426	\$15,922	\$12,443	\$13,535
	Summary	\$16,074	\$14,709	\$22,143	\$21,383	\$17,918
Portugal Wine	Portugal Fruit and Dessert Wine	\$0	\$282	\$336	\$0	\$1,557
	Portugal Red Wine	\$38,004	\$37,659	\$42,662	\$35,056	\$58,426
	Portugal Rose Wine	\$3,006	\$3,561	\$9,076	\$8,286	\$4,483
	Portugal Sparkling Wine	\$0	\$2,363	\$3,448	\$3,640	\$2,725

Wine Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Portugal Wine	Portugal White Wine	\$17,673	\$18,295	\$33,338	\$34,907	\$28,297
	Summary	\$58,683	\$62,161	\$88,860	\$81,887	\$95,487
Sake	Japan Sake	\$658,077	\$696,967	\$754,670	\$830,509	\$896,502
	Other Country Sake	\$25,250	\$27,273	\$28,939	\$33,199	\$24,632
	USA Sake	\$488,321	\$528,018	\$498,632	\$458,227	\$497,476
	Summary	\$1,171,648	\$1,252,258	\$1,282,241	\$1,321,935	\$1,418,610
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$0	\$32	\$130	\$195
	South Africa Red Wine	\$86,880	\$81,512	\$75,821	\$70,121	\$76,223
	South Africa Rose Wine	\$36	\$0	\$385	\$1,381	\$27
	South Africa Sparkling Wine	\$4,410	\$4,898	\$6,092	\$5,601	\$5,834
	South Africa White Wine	\$70,902	\$60,777	\$79,484	\$92,520	\$78,640
	Summary	\$162,227	\$147,186	\$161,816	\$169,754	\$160,919
Spain Wine	Spain Fruit and Dessert Wine	\$0	\$1,584	\$840	\$3,520	\$2,702
	Spain Red Wine	\$587,639	\$528,323	\$503,493	\$491,942	\$604,797
	Spain Rose Wine	\$10,924	\$11,257	\$41,655	\$61,988	\$23,608
	Spain Sparkling Wine	\$325,480	\$248,516	\$365,605	\$361,814	\$365,279
	Spain White Wine	\$80,332	\$70,439	\$109,232	\$94,078	\$80,465
	Summary	\$1,004,375	\$860,118	\$1,020,824	\$1,013,342	\$1,076,851
USA Wine	USA Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	USA Red Wine	\$5,142,837	\$4,314,075	\$4,559,547	\$3,914,078	\$5,303,075
	USA Rose Wine	\$48,462	\$44,956	\$72,503	\$79,319	\$43,810
	USA Sparkling Wine	\$68,228	\$55,348	\$84,229	\$60,420	\$71,757
	USA White Wine	\$1,135,772	\$952,100	\$1,159,935	\$1,243,841	\$1,099,708
	Summary	\$6,395,299	\$5,366,479	\$5,876,214	\$5,297,659	\$6,518,350
Summary		\$45,784,953	\$40,854,544	\$48,755,897	\$49,681,385	\$51,489,677

Wine Sales (Litres)



Wine Sales (Litres)

Wine

Litres		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Argentina Wine	Argentina Red Wine	96,258	83,996	77,887	69,602	89,342
	Argentina Rose Wine	9	66	142	345	200
	Argentina Sparkling Wine	19	4	46	14	18
	Argentina White Wine	5,034	3,218	5,970	4,280	3,769
	Summary	101,319	87,284	84,045	74,240	93,328
Australia Wine	Australia Fruit and Dessert Wine	0	0	0	0	0
	Australia Red Wine	57,689	45,434	46,981	39,414	49,845
	Australia Rose Wine	24	54	287	1,750	426
	Australia Sparkling Wine	2,851	1,770	2,524	3,218	3,036
	Australia White Wine	16,664	15,126	19,313	20,722	17,091
	Summary	77,228	62,384	69,105	65,105	70,399
Austria Wine	Austria Red Wine	117	297	194	374	107
	Austria Rose Wine	0	0	0	0	0
	Austria Sparkling Wine	0	0	0	0	0
	Austria White Wine	658	830	422	592	500
	Summary	775	1,127	616	965	607
Bulgaria Wine	Bulgaria Red Wine	44	10	37	7	3
	Bulgaria Rose Wine	0	0	0	0	0
	Bulgaria Sparkling Wine	0	0	0	0	0
	Bulgaria White Wine	0	0	0	0	0
	Summary	44	10	37	7	3
Canada - BC	Canada - BC Dessert Wine	152	284	276	358	244
	Canada - BC Fruit Wine	2,097	1,974	3,406	6,651	2,136
	Canada - BC Ice Wine	520	416	570	735	418
	Canada - BC Red Wine	655,675	592,699	655,585	628,048	699,826
	Canada - BC Rose Wine	10,695	11,497	46,045	69,871	17,462

Wine Sales (Litres)

Litres		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Canada - BC	Canada - BC Sparkling Wine	19,039	16,074	25,791	28,517	23,011
	Canada - BC White Wine	665,327	601,240	826,178	874,388	687,974
	Summary	1,353,504	1,224,184	1,557,851	1,608,568	1,431,071
Canada - Other	Canada - Other Dessert Wine	0	0	0	0	0
	Canada - Other Fruit Wine	12	11	12	2	5
	Canada - Other Ice Wine	23	8	8	26	21
	Canada - Other Red Wine	256	396	1,314	640	582
	Canada - Other Rose Wine	0	0	0	45	27
	Canada - Other Sparkling Wine	13,446	8,546	15,530	12,573	14,202
	Canada - Other White Wine	882	599	1,566	812	727
	Summary	14,619	9,560	18,429	14,098	15,564
Chile Wine	Chile Fruit and Dessert Wine	44	32	43	41	45
	Chile Red Wine	29,610	26,313	27,912	23,779	30,423
	Chile Rose Wine	80	77	306	152	0
	Chile Sparkling Wine	86	52	94	27	28
	Chile White Wine	18,334	15,246	23,481	23,747	20,389
	Summary	48,154	41,721	51,837	47,746	50,885
China Wine	China Fruit and Dessert Wine	0	0	0	0	0
	China Red Wine	0	0	0	2	0
	China White Wine	0	0	0	0	0
	Summary	0	0	0	2	0
Fortified Wine	Other Fortified Domestic Wine	3,216	2,605	2,418	2,716	2,662
	Other Fortified Import Wine	3,854	3,704	4,004	3,806	3,512
	Port Wine	2,614	1,941	1,889	1,966	2,790
	Sherry Wine	671	525	802	565	791
	Vermouth Wine	6,177	5,867	6,636	6,337	6,671
	Summary	16,530	14,642	15,748	15,389	16,426
France Wine	France Champagne Wine	13,891	9,546	12,587	13,094	16,244

Wine Sales (Litres)

Litres		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
France Wine	France Fruit and Dessert Wine	47	33	36	21	92
	France Red Wine	45,675	40,170	38,314	35,394	48,528
	France Rose Wine	3,849	4,411	17,668	20,576	6,630
	France Sparkling Wine	10,484	7,918	10,167	9,648	9,150
	France White Wine	28,639	27,593	35,340	35,533	36,480
	Summary	102,585	89,671	114,112	114,267	117,124
Georgia Wine	Georgia Red Wine	20	18	8	5	8
	Georgia White Wine	0	0	0	0	0
	Summary	20	18	8	5	8
Germany Wine	Germany Fruit and Dessert Wine	4	4	0	0	36
	Germany Red Wine	56	77	116	73	68
	Germany Rose Wine	0	1	72	18	0
	Germany Sparkling Wine	8,575	5,173	7,926	8,356	9,876
	Germany White Wine	4,936	4,776	4,457	4,860	4,148
	Summary	13,572	10,032	12,572	13,307	14,127
Greece Wine	Greece Fruit and Dessert Wine	0	0	0	0	0
	Greece Red Wine	7,012	5,711	6,757	5,562	6,635
	Greece Rose Wine	0	0	18	0	0
	Greece White Wine	5,211	4,360	5,974	5,323	4,928
	Summary	12,223	10,072	12,748	10,884	11,563
Hungary Wine	Hungary Fruit and Dessert Wine	63	50	54	52	43
	Hungary Red Wine	43	90	93	82	65
	Hungary Sparkling Wine	533	401	664	638	634
	Hungary White Wine	819	818	1,148	1,466	847
	Summary	1,458	1,360	1,959	2,238	1,589
Israel Wine	Israel Red Wine	34	68	112	112	56
	Israel Rose Wine	2	0	0	11	4
	Israel White Wine	22	58	32	30	25

Wine Sales (Litres)

Litres		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Israel Wine	Summary	58	126	145	153	86
Italy Wine	Italy Fruit and Dessert Wine	42	52	18	18	40
	Italy Red Wine	124,566	110,776	104,746	96,190	131,439
	Italy Rose Wine	645	765	2,170	3,890	1,437
	Italy Sparkling Wine	23,081	18,427	25,467	25,158	24,422
	Italy White Wine	80,831	75,551	92,034	96,209	88,193
	Prosecco Wine	25,750	21,292	33,043	35,685	37,009
	Summary	254,915	226,863	257,479	257,151	282,541
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	2,686	2,520	2,664	2,522	4,790
	New Zealand Rose Wine	137	144	700	1,492	574
	New Zealand Sparkling Wine	184	133	240	260	171
	New Zealand White Wine	72,131	65,552	91,067	88,698	78,179
	Summary	75,139	68,349	94,672	92,972	83,715
Other Country Wine	Other Country Fruit and Dessert Wine	4,825	4,228	4,965	5,067	5,323
	Other Country Red Wine	602	494	871	472	915
	Other Country Rose Wine	18	72	154	112	14
	Other Country Sparkling Wine	8	11	54	92	153
	Other Country White Wine	145	244	428	398	524
	Summary	5,598	5,050	6,471	6,142	6,928
Other Style Wine	Aperitif And Flavoured Wine	188	152	273	337	164
	Mead	20	58	42	40	48
	Rice Wine	670	643	848	852	902
	Summary	878	854	1,163	1,230	1,114
Portugal Wine	Portugal Fruit and Dessert Wine	0	4	4	0	17
	Portugal Red Wine	1,726	1,709	2,081	1,550	2,564
	Portugal Rose Wine	239	298	657	562	314
	Portugal Sparkling Wine	0	57	105	111	88

Wine Sales (Litres)

Litres		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Portugal Wine	Portugal White Wine	1,058	1,018	1,888	1,918	1,340
	Summary	3,024	3,087	4,736	4,142	4,324
Sake	Japan Sake	15,981	17,064	18,591	19,831	20,965
	Other Country Sake	1,443	1,427	1,398	1,471	1,229
	USA Sake	53,066	57,556	53,906	48,583	54,065
	Summary	70,490	76,047	73,895	69,884	76,259
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	2	2
	South Africa Red Wine	5,342	4,606	4,172	4,033	4,350
	South Africa Rose Wine	2	0	19	79	2
	South Africa Sparkling Wine	277	283	346	300	329
	South Africa White Wine	4,372	3,663	4,944	5,528	4,399
	Summary	9,994	8,552	9,482	9,940	9,082
Spain Wine	Spain Fruit and Dessert Wine	0	18	18	46	86
	Spain Red Wine	26,318	23,546	22,331	21,046	25,706
	Spain Rose Wine	660	678	2,354	3,649	1,328
	Spain Sparkling Wine	17,030	12,696	18,631	18,309	18,744
	Spain White Wine	3,777	3,266	5,123	4,490	3,716
	Summary	47,785	40,204	48,457	47,541	49,579
USA Wine	USA Fruit and Dessert Wine	0	0	0	0	0
	USA Red Wine	163,277	140,915	145,119	123,059	162,292
	USA Rose Wine	4,101	3,945	5,572	6,453	3,942
	USA Sparkling Wine	3,667	2,439	4,403	2,869	3,365
	USA White Wine	48,959	40,166	49,939	53,690	46,744
	Summary	220,004	187,465	205,034	186,071	216,344
Summary		2,429,915	2,168,662	2,640,600	2,642,047	2,552,666

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.