

# Liquor Market Review

Fiscal 2016/17 Q4

March 2017



**LIQUOR  
DISTRIBUTION  
BRANCH**

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# Introduction

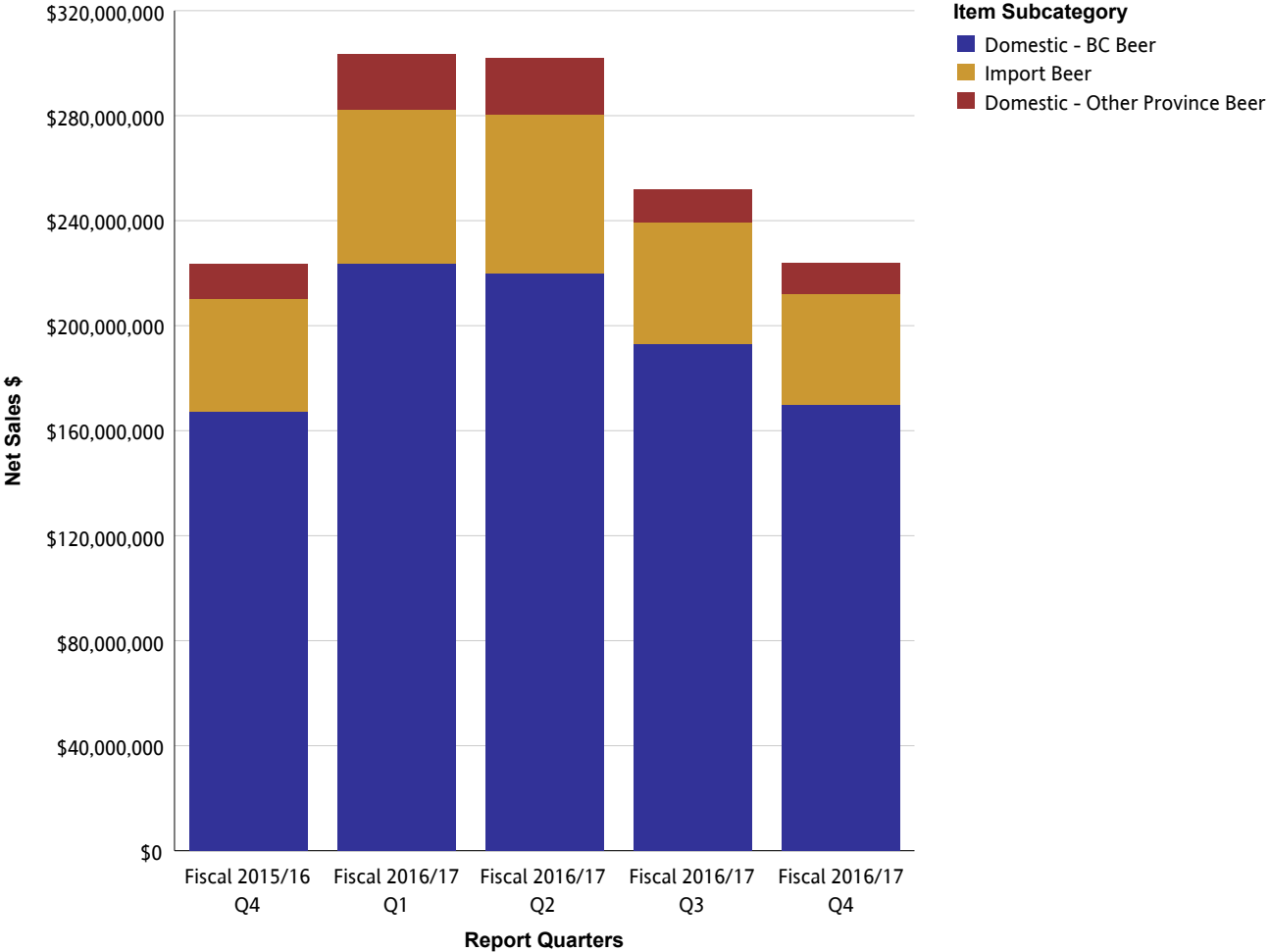
The Liquor Market Review provides provincial sales through the Wholesale channel for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer and excludes any applicable taxes. For each reporting period, the 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 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 \$)

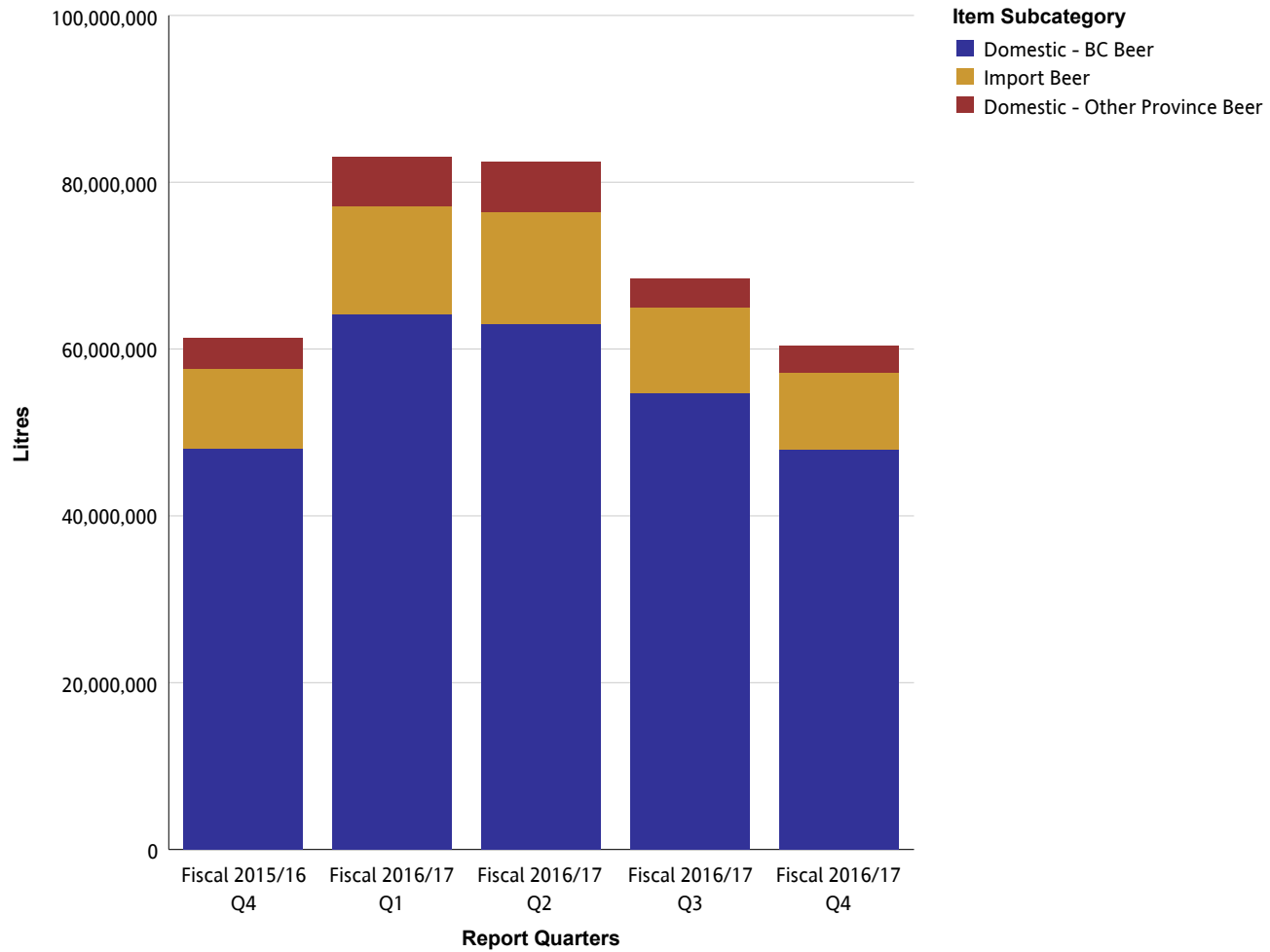


## Beer Sales (Net \$)

### Beer

Net Sales \$		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	\$121,194,549	\$162,836,804	\$156,383,482	\$136,408,637	\$118,087,428
	Domestic - BC Micro Brew Beer	\$19,051,360	\$24,645,680	\$25,840,980	\$23,493,563	\$23,336,671
	Domestic - BC Regional Beer	\$27,164,307	\$36,157,449	\$37,595,779	\$32,993,606	\$28,629,835
	<b>Summary</b>	<b>\$167,410,216</b>	<b>\$223,639,932</b>	<b>\$219,820,241</b>	<b>\$192,895,807</b>	<b>\$170,053,934</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$10,875,776	\$18,455,619	\$18,575,862	\$10,307,025	\$9,500,201
	Domestic - Other Province Micro Brew Beer	\$186,476	\$266,712	\$260,430	\$191,845	\$198,884
	Domestic - Other Province Regional Beer	\$2,304,096	\$2,560,056	\$2,514,621	\$2,205,595	\$2,014,013
	<b>Summary</b>	<b>\$13,366,348</b>	<b>\$21,282,387</b>	<b>\$21,350,913</b>	<b>\$12,704,465</b>	<b>\$11,713,097</b>
Import Beer	Asia And South Pacific Beer	\$1,476,216	\$1,816,808	\$1,848,068	\$1,546,861	\$1,534,753
	Europe Beer	\$23,421,426	\$28,612,964	\$28,922,726	\$26,393,812	\$23,397,861
	Mexico And Caribbean Beer	\$7,442,899	\$13,960,348	\$15,019,939	\$7,577,561	\$7,203,113
	Other Country Beer	\$46,977	\$58,474	\$56,119	\$48,495	\$47,385
	USA Beer	\$10,446,022	\$14,073,717	\$14,998,898	\$10,723,643	\$9,871,023
	<b>Summary</b>	<b>\$42,833,540</b>	<b>\$58,522,311</b>	<b>\$60,845,750</b>	<b>\$46,290,372</b>	<b>\$42,054,134</b>
<b>Summary</b>		<b>\$223,610,105</b>	<b>\$303,444,630</b>	<b>\$302,016,904</b>	<b>\$251,890,644</b>	<b>\$223,821,166</b>

## Beer Sales (Litres)

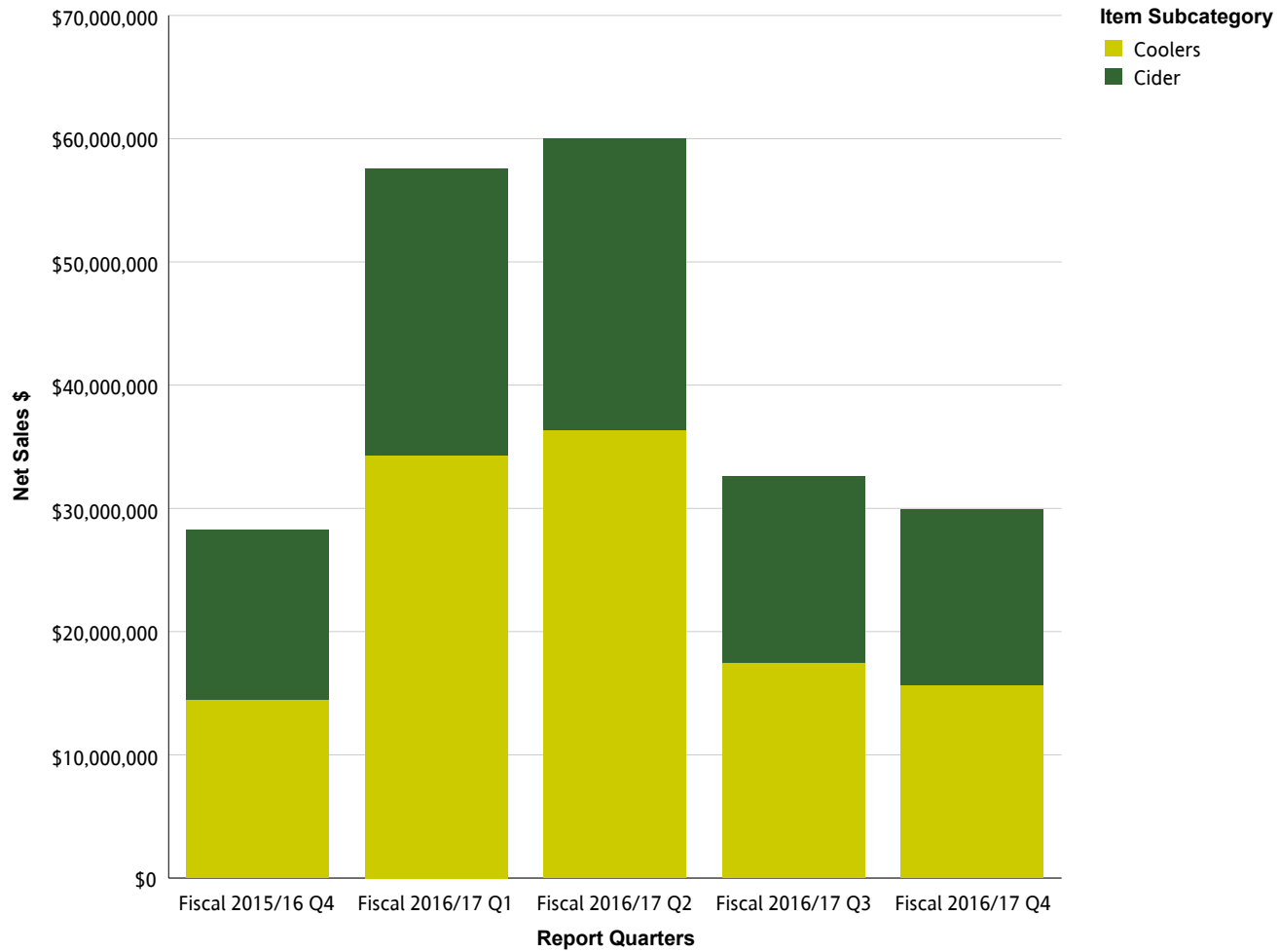


## Beer Sales (Litres)

### Beer

Litres		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	36,097,712	48,513,234	46,489,349	40,500,552	34,685,212
	Domestic - BC Micro Brew Beer	4,366,039	5,597,548	5,971,699	5,178,432	5,291,479
	Domestic - BC Regional Beer	7,623,508	10,088,319	10,494,913	9,037,958	7,959,950
	<b>Summary</b>	<b>48,087,259</b>	<b>64,199,101</b>	<b>62,955,961</b>	<b>54,716,942</b>	<b>47,936,641</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	2,991,722	5,125,072	5,305,174	2,815,682	2,683,771
	Domestic - Other Province Micro Brew Beer	26,580	40,086	39,901	27,045	29,084
	Domestic - Other Province Regional Beer	670,788	722,172	697,069	572,290	548,346
	<b>Summary</b>	<b>3,689,090</b>	<b>5,887,330</b>	<b>6,042,145</b>	<b>3,415,017</b>	<b>3,261,200</b>
Import Beer	Asia And South Pacific Beer	307,965	380,181	398,285	326,069	314,414
	Europe Beer	5,261,180	6,432,289	6,489,254	5,896,192	5,188,477
	Mexico And Caribbean Beer	1,436,020	2,757,104	2,950,759	1,461,929	1,364,090
	Other Country Beer	10,563	13,473	12,767	10,671	10,267
	USA Beer	2,530,588	3,389,012	3,667,047	2,554,171	2,312,470
	<b>Summary</b>	<b>9,546,316</b>	<b>12,972,061</b>	<b>13,518,112</b>	<b>10,249,033</b>	<b>9,189,718</b>
<b>Summary</b>		<b>61,322,666</b>	<b>83,058,492</b>	<b>82,516,218</b>	<b>68,380,992</b>	<b>60,387,559</b>

## Refreshment Beverages Sales (Net \$)



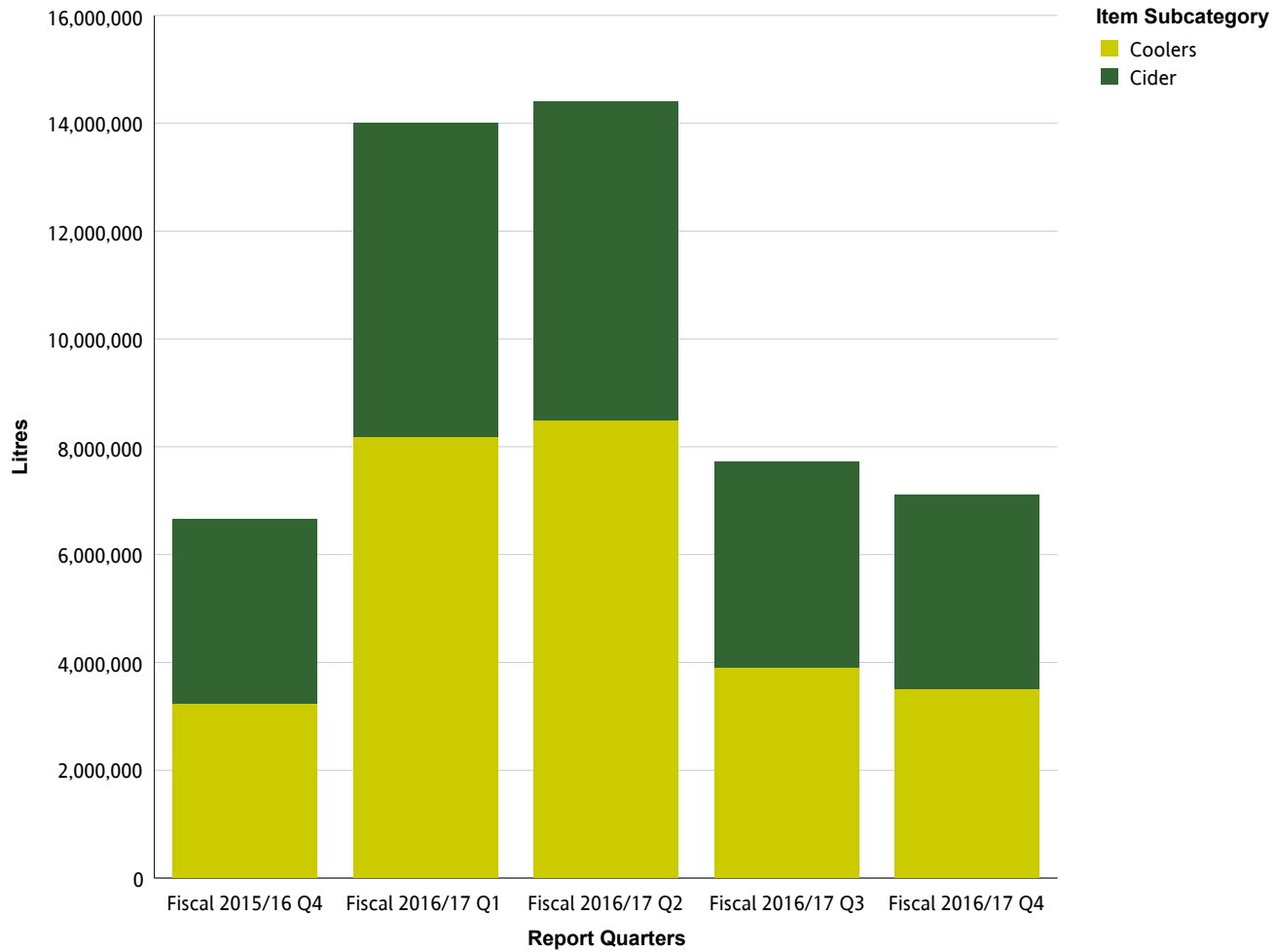


## Refreshment Beverages Sales (Net \$)

### Refreshment Beverages

Net Sales \$		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Cider	Domestic Cider	\$10,137,701	\$17,076,132	\$17,270,791	\$11,192,480	\$10,450,850
	Import Cider	\$3,670,430	\$6,202,938	\$6,375,166	\$3,963,514	\$3,818,464
	<b>Summary</b>	<b>\$13,808,131</b>	<b>\$23,279,070</b>	<b>\$23,645,957</b>	<b>\$15,155,994</b>	<b>\$14,269,313</b>
Coolers	Malt-Based Coolers	\$2,056,565	\$5,217,757	\$5,997,194	\$2,123,073	\$1,850,363
	Spirit Coolers	\$11,745,962	\$28,091,409	\$29,437,842	\$14,710,981	\$13,294,681
	Wine/Fruit Coolers	\$631,556	\$978,597	\$967,848	\$653,492	\$548,273
	<b>Summary</b>	<b>\$14,434,084</b>	<b>\$34,287,763</b>	<b>\$36,402,883</b>	<b>\$17,487,546</b>	<b>\$15,693,317</b>
<b>Summary</b>		<b>\$28,242,215</b>	<b>\$57,566,833</b>	<b>\$60,048,840</b>	<b>\$32,643,540</b>	<b>\$29,962,631</b>

## Refreshment Beverages Sales (Litres)

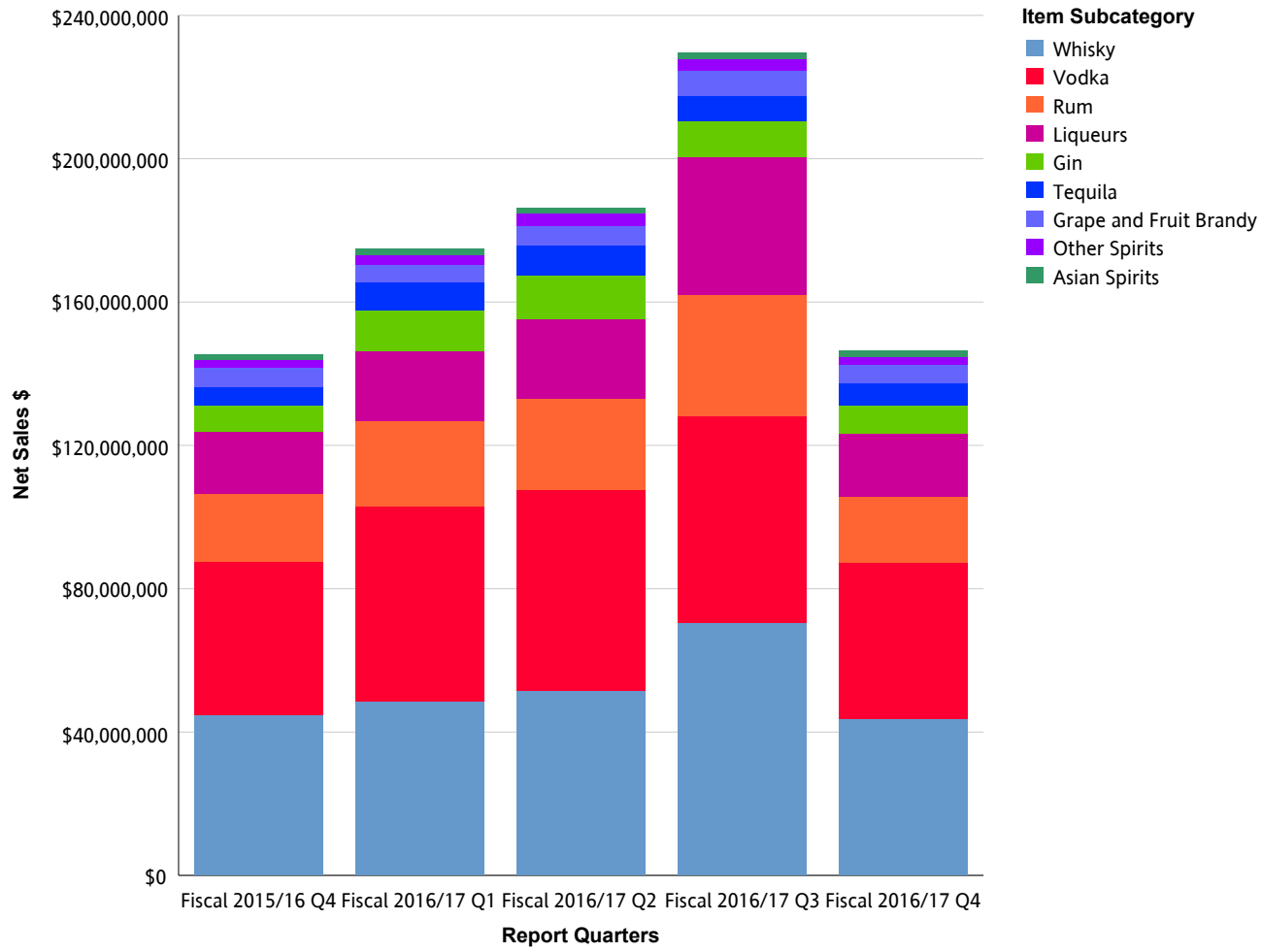


## Refreshment Beverages Sales (Litres)

### Refreshment Beverages

Litres		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Cider	Domestic Cider	2,631,121	4,480,478	4,526,562	2,986,075	2,803,569
	Import Cider	784,248	1,348,943	1,379,408	839,322	796,974
	<b>Summary</b>	<b>3,415,369</b>	<b>5,829,421</b>	<b>5,905,971</b>	<b>3,825,397</b>	<b>3,600,543</b>
Coolers	Malt-Based Coolers	461,221	1,231,197	1,385,812	475,224	411,637
	Spirit Coolers	2,647,623	6,756,579	6,923,499	3,307,938	2,990,169
	Wine/Fruit Coolers	131,519	189,648	182,730	124,464	106,065
	<b>Summary</b>	<b>3,240,363</b>	<b>8,177,423</b>	<b>8,492,041</b>	<b>3,907,626</b>	<b>3,507,871</b>
<b>Summary</b>		<b>6,655,732</b>	<b>14,006,845</b>	<b>14,398,011</b>	<b>7,733,023</b>	<b>7,108,413</b>

## Spirits Sales (Net \$)



## Spirits Sales (Net \$)

### Spirits

Net Sales \$		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Asian Spirits	China Spirits	\$857,050	\$868,542	\$730,927	\$840,592	\$973,668
	Korea Spirits	\$644,779	\$720,910	\$707,798	\$743,249	\$718,858
	Other Country Asian Spirits	\$55,917	\$68,035	\$65,609	\$74,929	\$70,422
	<b>Summary</b>	<b>\$1,557,746</b>	<b>\$1,657,486</b>	<b>\$1,504,334</b>	<b>\$1,658,770</b>	<b>\$1,762,949</b>
Gin	Dry Gin	\$7,159,425	\$10,553,388	\$11,329,100	\$9,411,105	\$7,568,246
	Flavoured Gin	\$182,956	\$349,008	\$410,780	\$217,738	\$182,726
	Other Gin	\$137,079	\$219,542	\$261,678	\$236,095	\$177,191
	<b>Summary</b>	<b>\$7,479,460</b>	<b>\$11,121,938</b>	<b>\$12,001,558</b>	<b>\$9,864,939</b>	<b>\$7,928,163</b>
Grape and Fruit Brandy	Armagnac	\$105,357	\$69,614	\$69,586	\$74,253	\$66,591
	Brandy	\$2,405,209	\$2,238,256	\$2,203,164	\$3,385,915	\$2,158,758
	Cognac	\$2,353,813	\$2,146,048	\$2,862,476	\$2,963,147	\$2,408,512
	Eau de Vie	\$207,438	\$227,211	\$258,488	\$354,132	\$255,525
	Grappa And Marc	\$54,430	\$60,102	\$60,816	\$93,114	\$60,448
	Pisco	\$64,307	\$77,873	\$122,563	\$72,245	\$69,685
	<b>Summary</b>	<b>\$5,190,554</b>	<b>\$4,819,104</b>	<b>\$5,577,093</b>	<b>\$6,942,806</b>	<b>\$5,019,519</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	\$5,387,901	\$5,569,235	\$5,785,831	\$7,680,061	\$5,770,554
	Coffee And Cocoa Liqueurs	\$1,088,741	\$1,327,753	\$1,727,608	\$3,402,987	\$1,109,666
	Cream/Dairy Liqueurs	\$4,919,186	\$5,228,738	\$6,952,553	\$17,492,182	\$4,653,619
	Fruit Liqueurs	\$2,982,934	\$4,227,870	\$4,426,187	\$5,136,803	\$3,117,262
	Nut Liqueurs	\$1,046,646	\$1,435,664	\$1,460,218	\$1,887,605	\$973,348
	Other Liqueurs	\$497,837	\$538,747	\$595,873	\$734,686	\$497,202
	Whiskey Liqueurs	\$1,339,261	\$1,231,350	\$1,508,742	\$2,159,687	\$1,272,120
	<b>Summary</b>	<b>\$17,262,506</b>	<b>\$19,559,357</b>	<b>\$22,457,013</b>	<b>\$38,494,012</b>	<b>\$17,393,772</b>
Other Spirits	Cachaca	\$31,362	\$42,809	\$50,678	\$24,764	\$30,019
	Flavoured Spirits	\$547,109	\$702,014	\$862,018	\$834,187	\$634,987
	Miscellaneous/Other Spirits	\$436,655	\$502,954	\$578,538	\$717,698	\$427,931

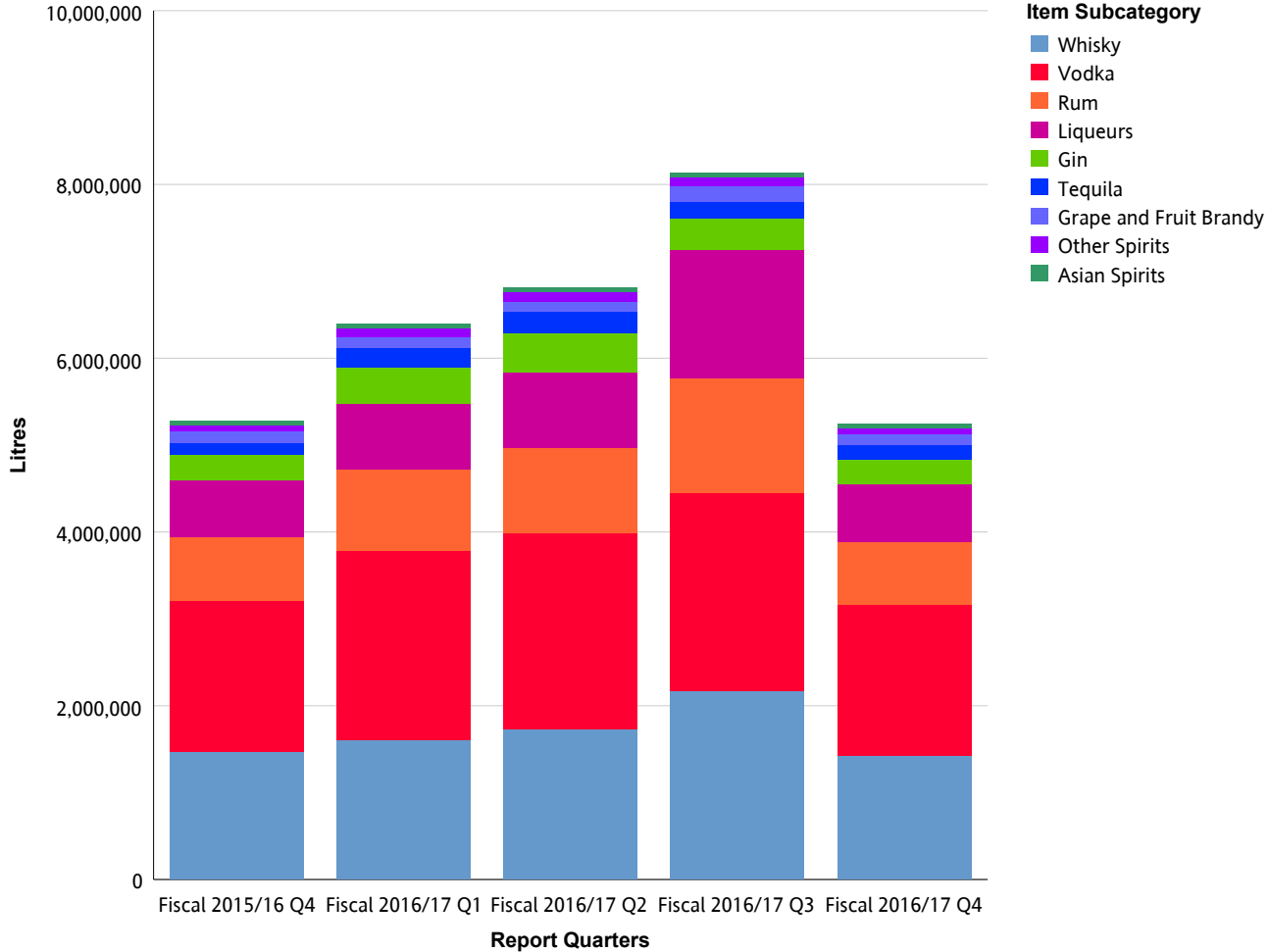
## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Other Spirits	Moonshine Spirits	\$130,731	\$145,670	\$157,337	\$218,836	\$109,472
	Ready to Mix Cocktails	\$516,208	\$695,285	\$720,675	\$517,344	\$464,141
	Ready to Serve Cocktails	\$339,078	\$567,707	\$780,833	\$800,179	\$436,246
	Schnapps and Akvavit	\$60,085	\$68,686	\$95,172	\$127,022	\$45,845
	<b>Summary</b>	<b>\$2,061,227</b>	<b>\$2,725,126</b>	<b>\$3,245,252</b>	<b>\$3,240,029</b>	<b>\$2,148,641</b>
Rum	Amber Rum	\$4,296,969	\$5,483,571	\$5,806,009	\$7,861,000	\$4,522,469
	Dark Rum	\$2,527,308	\$2,652,896	\$2,799,967	\$4,258,234	\$2,601,350
	Flavoured Rum	\$168,901	\$408,285	\$516,561	\$284,601	\$209,054
	Spiced Rum	\$5,737,288	\$7,415,859	\$7,919,973	\$12,645,574	\$5,591,446
	White Rum	\$6,075,708	\$8,026,962	\$8,210,311	\$9,018,543	\$5,762,814
	<b>Summary</b>	<b>\$18,806,174</b>	<b>\$23,987,573</b>	<b>\$25,252,821</b>	<b>\$34,067,952</b>	<b>\$18,687,134</b>
Tequila	Blanco/Silver Tequila	\$1,507,352	\$2,438,246	\$2,542,249	\$2,156,938	\$1,960,286
	Flavoured Tequila	\$132,294	\$197,884	\$208,137	\$193,616	\$176,880
	Gold Tequila	\$3,564,290	\$5,314,832	\$5,597,179	\$4,630,609	\$3,971,047
	Mezcal	\$77,566	\$147,826	\$110,682	\$124,961	\$100,520
	<b>Summary</b>	<b>\$5,281,502</b>	<b>\$8,098,788</b>	<b>\$8,458,247</b>	<b>\$7,106,124</b>	<b>\$6,208,733</b>
Vodka	Flavoured Vodka	\$2,662,667	\$3,399,213	\$3,558,526	\$3,649,129	\$2,632,730
	Straight Vodka	\$40,390,778	\$50,825,874	\$52,516,158	\$53,909,261	\$40,826,871
	<b>Summary</b>	<b>\$43,053,445</b>	<b>\$54,225,087</b>	<b>\$56,074,684</b>	<b>\$57,558,390</b>	<b>\$43,459,601</b>
Whisky	American Whiskey	\$1,995,465	\$2,354,714	\$2,460,703	\$3,127,577	\$1,948,875
	Blended Malt Scotch Whisky	\$71,808	\$76,779	\$60,601	\$170,405	\$134,944
	Blended Scotch Whisky	\$6,342,897	\$7,458,266	\$7,088,450	\$8,713,409	\$6,238,753
	Bourbon Whiskey	\$2,816,790	\$2,767,776	\$2,824,776	\$3,881,396	\$2,972,133
	Canadian Whisky	\$22,710,545	\$25,159,213	\$28,638,879	\$34,353,293	\$21,439,543
	Flavoured Whisky	\$55,573	\$18,575	\$37,533	\$68,635	\$38,126
	Irish Whiskey	\$2,729,418	\$2,155,405	\$2,454,957	\$4,274,332	\$3,432,848
	Other Country Whisky	\$430,295	\$442,332	\$534,829	\$954,911	\$494,037
	Single Malt Scotch Whisky	\$7,429,628	\$8,210,736	\$7,529,757	\$14,965,868	\$7,022,122

## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Whisky	Summary	\$44,582,419	\$48,643,796	\$51,630,485	\$70,509,826	\$43,721,381
Summary		\$145,275,032	\$174,838,254	\$186,201,489	\$229,442,849	\$146,329,892

# Spirits Sales (Litres)





## Spirits Sales (Litres)

### Spirits

Litres		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Asian Spirits	China Spirits	10,915	9,676	9,099	10,596	11,251
	Korea Spirits	35,982	40,485	39,797	41,887	40,588
	Other Country Asian Spirits	1,772	2,091	2,027	2,014	1,851
	<b>Summary</b>	<b>48,669</b>	<b>52,252</b>	<b>50,923</b>	<b>54,498</b>	<b>53,691</b>
Gin	Dry Gin	273,970	399,543	424,602	350,046	282,692
	Flavoured Gin	6,381	12,381	14,628	6,934	6,125
	Other Gin	3,180	5,042	5,982	5,458	4,148
	<b>Summary</b>	<b>283,531</b>	<b>416,966</b>	<b>445,212</b>	<b>362,438</b>	<b>292,966</b>
Grape and Fruit Brandy	Armagnac	676	559	741	658	545
	Brandy	100,971	94,098	91,503	140,172	90,208
	Cognac	18,722	15,495	20,508	27,895	17,854
	Eau de Vie	4,722	4,932	5,319	7,573	5,797
	Grappa And Marc	1,144	1,196	1,228	1,854	1,138
	Pisco	1,667	2,125	3,142	1,888	1,750
	<b>Summary</b>	<b>127,902</b>	<b>118,405</b>	<b>122,440</b>	<b>180,040</b>	<b>117,291</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	189,107	197,104	201,435	270,491	202,041
	Coffee And Cocoa Liqueurs	45,472	55,048	71,379	136,338	46,638
	Cream/Dairy Liqueurs	206,417	217,648	289,787	716,578	193,767
	Fruit Liqueurs	115,115	162,368	171,665	183,147	116,829
	Nut Liqueurs	43,330	62,101	63,349	75,261	38,917
	Other Liqueurs	20,252	20,390	21,671	27,788	19,748
	Whiskey Liqueurs	44,954	41,534	52,734	70,955	42,400
	<b>Summary</b>	<b>664,648</b>	<b>756,192</b>	<b>872,019</b>	<b>1,480,556</b>	<b>660,340</b>
Other Spirits	Cachaca	1,040	1,309	1,571	759	917
	Flavoured Spirits	11,624	14,700	18,846	17,604	13,367
	Miscellaneous/Other Spirits	12,837	14,769	16,193	18,320	13,176

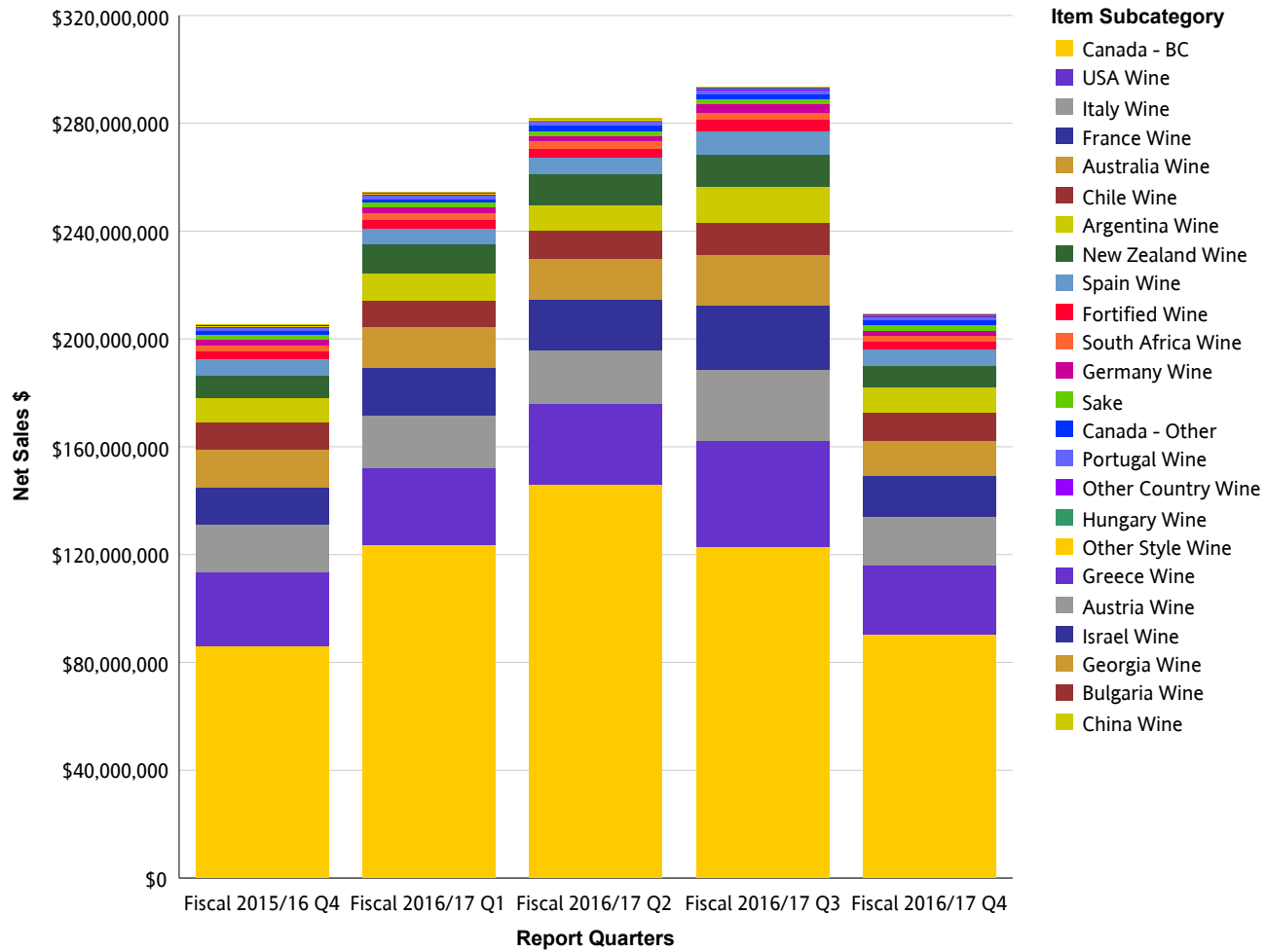
## Spirits Sales (Litres)

Litres		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Other Spirits	Moonshine Spirits	4,115	4,576	4,585	5,630	3,626
	Ready to Mix Cocktails	26,153	35,233	36,622	25,995	23,415
	Ready to Serve Cocktails	11,758	26,088	33,660	26,903	15,396
	Schnapps and Akvavit	1,623	1,839	2,469	3,230	1,198
	<b>Summary</b>	<b>69,149</b>	<b>98,514</b>	<b>113,946</b>	<b>98,441</b>	<b>71,094</b>
Rum	Amber Rum	161,908	205,720	218,647	302,572	169,283
	Dark Rum	97,977	103,340	108,970	167,250	99,668
	Flavoured Rum	7,091	17,072	21,952	11,943	8,726
	Spiced Rum	206,040	271,172	290,272	459,962	197,876
	White Rum	259,563	337,404	346,552	381,489	241,022
	<b>Summary</b>	<b>732,579</b>	<b>934,708</b>	<b>986,394</b>	<b>1,323,216</b>	<b>716,575</b>
Tequila	Blanco/Silver Tequila	39,072	66,050	68,219	54,523	50,014
	Flavoured Tequila	3,282	5,122	5,402	4,809	4,309
	Gold Tequila	103,373	155,666	168,322	128,970	115,277
	Mezcal	1,075	2,266	1,606	1,801	1,355
	<b>Summary</b>	<b>146,802</b>	<b>229,105</b>	<b>243,549</b>	<b>190,103</b>	<b>170,954</b>
Vodka	Flavoured Vodka	99,510	127,854	134,526	132,545	97,773
	Straight Vodka	1,630,825	2,048,829	2,118,843	2,144,427	1,642,992
	<b>Summary</b>	<b>1,730,336</b>	<b>2,176,683</b>	<b>2,253,370</b>	<b>2,276,972</b>	<b>1,740,765</b>
Whisky	American Whiskey	66,060	75,638	78,898	96,264	59,286
	Blended Malt Scotch Whisky	854	909	814	2,141	1,472
	Blended Scotch Whisky	223,443	259,264	245,744	296,498	217,578
	Bourbon Whiskey	77,993	77,179	79,464	101,721	79,021
	Canadian Whisky	920,479	1,017,303	1,141,226	1,364,427	873,517
	Flavoured Whisky	2,001	766	1,419	2,595	1,471
	Irish Whiskey	81,271	60,802	72,602	119,161	96,508
	Other Country Whisky	5,188	5,700	6,998	12,019	6,303
	Single Malt Scotch Whisky	95,950	110,552	103,382	173,923	91,409

## **Spirits Sales (Litres)**

<b>Litres</b>		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Whisky	<b>Summary</b>	<b>1,473,239</b>	<b>1,608,113</b>	<b>1,730,547</b>	<b>2,168,749</b>	<b>1,426,564</b>
<b>Summary</b>		<b>5,276,856</b>	<b>6,390,937</b>	<b>6,818,402</b>	<b>8,135,013</b>	<b>5,250,241</b>

## Wine Sales (Net \$)



## Wine Sales (Net \$)

### Wine

Net Sales \$		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Argentina Wine	Argentina Red Wine	\$8,653,381	\$9,078,860	\$8,409,681	\$12,511,803	\$8,925,584
	Argentina Rose Wine	\$54,391	\$90,985	\$97,431	\$55,933	\$47,259
	Argentina Sparkling Wine	\$10,778	\$9,647	\$10,723	\$28,090	\$10,516
	Argentina White Wine	\$596,675	\$770,065	\$780,821	\$745,143	\$601,547
	<b>Summary</b>	<b>\$9,315,224</b>	<b>\$9,949,557</b>	<b>\$9,298,656</b>	<b>\$13,340,969</b>	<b>\$9,584,906</b>
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Australia Red Wine	\$9,200,903	\$9,378,418	\$8,921,162	\$12,389,353	\$8,505,302
	Australia Rose Wine	\$80,783	\$155,450	\$174,593	\$126,047	\$114,631
	Australia Sparkling Wine	\$481,557	\$616,245	\$632,996	\$983,202	\$492,863
	Australia White Wine	\$4,572,286	\$5,002,325	\$5,439,826	\$5,389,591	\$3,787,519
	<b>Summary</b>	<b>\$14,335,530</b>	<b>\$15,152,438</b>	<b>\$15,168,577</b>	<b>\$18,888,193</b>	<b>\$12,900,315</b>
Austria Wine	Austria Red Wine	\$14,514	\$7,938	\$4,749	\$7,550	\$34,435
	Austria Rose Wine	\$0	\$0	\$1,218	\$0	\$0
	Austria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Austria White Wine	\$38,786	\$39,622	\$46,059	\$43,782	\$63,269
	<b>Summary</b>	<b>\$53,300</b>	<b>\$47,560</b>	<b>\$52,026</b>	<b>\$51,332</b>	<b>\$97,704</b>
Bulgaria Wine	Bulgaria Red Wine	\$15,822	\$22,463	\$16,016	\$30,275	\$20,897
	Bulgaria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$305	\$293	\$1,018	\$102	\$204
	<b>Summary</b>	<b>\$16,127</b>	<b>\$22,756</b>	<b>\$17,033</b>	<b>\$30,377</b>	<b>\$21,101</b>
Canada - BC	Canada - BC Dessert Wine	\$111,994	\$188,760	\$389,415	\$206,830	\$128,044
	Canada - BC Fruit Wine	\$511,507	\$1,059,410	\$1,711,980	\$970,165	\$576,077
	Canada - BC Ice Wine	\$762,252	\$1,877,457	\$2,741,048	\$1,675,917	\$1,077,273
	Canada - BC Red Wine	\$42,799,625	\$54,755,332	\$65,572,429	\$64,194,778	\$45,176,339
	Canada - BC Rose Wine	\$1,952,454	\$5,359,453	\$5,720,701	\$2,353,613	\$2,132,841
	Canada - BC Sparkling Wine	\$1,028,745	\$1,943,259	\$2,642,702	\$2,144,442	\$1,240,672

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Canada - BC	Canada - BC White Wine	\$38,780,784	\$58,263,712	\$67,364,108	\$51,408,124	\$39,916,848
	<b>Summary</b>	<b>\$85,947,361</b>	<b>\$123,447,382</b>	<b>\$146,142,384</b>	<b>\$122,953,869</b>	<b>\$90,248,094</b>
Canada - Other	Canada - Other Dessert Wine	\$4,774	\$4,562	\$3,284	\$5,569	\$1,285
	Canada - Other Fruit Wine	\$25,733	\$25,394	\$26,632	\$23,765	\$13,019
	Canada - Other Ice Wine	\$1,197,457	\$832,870	\$1,371,069	\$947,560	\$1,049,997
	Canada - Other Red Wine	\$100,074	\$108,094	\$234,007	\$213,271	\$242,797
	Canada - Other Rose Wine	\$143	\$1,001	\$1,751	\$455	\$803
	Canada - Other Sparkling Wine	\$337,923	\$367,192	\$333,447	\$609,490	\$314,755
	Canada - Other White Wine	\$37,322	\$60,771	\$167,391	\$131,720	\$207,932
	<b>Summary</b>	<b>\$1,703,425</b>	<b>\$1,399,885</b>	<b>\$2,137,581</b>	<b>\$1,931,830</b>	<b>\$1,830,589</b>
Chile Wine	Chile Fruit and Dessert Wine	\$5,054	\$6,926	\$5,832	\$11,948	\$4,791
	Chile Red Wine	\$7,094,802	\$6,559,625	\$6,808,964	\$8,685,719	\$7,718,766
	Chile Rose Wine	\$2,227	\$157,462	\$236,440	\$12,018	\$20,551
	Chile Sparkling Wine	\$52,098	\$50,177	\$48,976	\$60,330	\$40,240
	Chile White Wine	\$2,714,478	\$3,231,155	\$3,420,548	\$3,144,396	\$2,769,145
	<b>Summary</b>	<b>\$9,868,659</b>	<b>\$10,005,344</b>	<b>\$10,520,759</b>	<b>\$11,914,411</b>	<b>\$10,553,493</b>
China Wine	China Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	China Red Wine	\$5,308	\$3,117	\$2,514	\$2,112	\$201
	China White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$5,308</b>	<b>\$3,117</b>	<b>\$2,514</b>	<b>\$2,112</b>	<b>\$201</b>
Fortified Wine	Other Fortified Domestic Wine	\$1,129,115	\$1,389,841	\$1,728,682	\$1,396,307	\$1,000,806
	Other Fortified Import Wine	\$437,602	\$451,255	\$425,757	\$673,083	\$457,660
	Port Wine	\$576,477	\$513,018	\$533,557	\$1,248,674	\$705,020
	Sherry Wine	\$223,736	\$211,959	\$185,202	\$355,902	\$276,039
	Vermouth Wine	\$474,616	\$533,128	\$461,165	\$596,377	\$469,943
	<b>Summary</b>	<b>\$2,841,545</b>	<b>\$3,099,202</b>	<b>\$3,334,364</b>	<b>\$4,270,343</b>	<b>\$2,909,469</b>
France Wine	France Champagne Wine	\$2,314,388	\$2,832,223	\$3,496,699	\$5,980,428	\$2,340,021
	France Fruit and Dessert Wine	\$20,356	\$17,696	\$20,253	\$80,681	\$18,512

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
France Wine	France Red Wine	\$7,799,988	\$8,563,405	\$9,462,543	\$12,074,271	\$9,012,987
	France Rose Wine	\$428,704	\$2,072,236	\$1,531,730	\$470,282	\$588,696
	France Sparkling Wine	\$441,092	\$611,176	\$625,148	\$1,063,632	\$505,268
	France White Wine	\$2,628,948	\$3,394,805	\$3,495,387	\$4,078,503	\$2,812,670
	<b>Summary</b>	<b>\$13,633,477</b>	<b>\$17,491,542</b>	<b>\$18,631,760</b>	<b>\$23,747,797</b>	<b>\$15,278,153</b>
Georgia Wine	Georgia Red Wine	\$39,992	\$19,514	\$49,479	\$73,222	\$49,085
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$39,992</b>	<b>\$19,514</b>	<b>\$49,479</b>	<b>\$73,222</b>	<b>\$49,085</b>
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$0	\$23,934	(\$8,974)
	Germany Red Wine	\$115,625	\$42,749	\$52,434	\$53,528	\$56,017
	Germany Rose Wine	\$5,910	\$18,900	\$19,003	\$11,580	\$10,527
	Germany Sparkling Wine	\$434,658	\$665,958	\$551,220	\$1,355,307	\$379,143
	Germany White Wine	\$1,374,186	\$1,269,606	\$1,283,918	\$1,548,066	\$1,305,259
	<b>Summary</b>	<b>\$1,930,380</b>	<b>\$1,997,214</b>	<b>\$1,906,574</b>	<b>\$2,992,416</b>	<b>\$1,741,972</b>
Greece Wine	Greece Red Wine	\$100,538	\$123,077	\$101,236	\$123,888	\$107,385
	Greece Rose Wine	\$0	\$0	\$0	\$0	\$0
	Greece White Wine	\$81,862	\$123,766	\$114,063	\$97,052	\$79,661
	<b>Summary</b>	<b>\$182,399</b>	<b>\$246,843</b>	<b>\$215,299</b>	<b>\$220,940</b>	<b>\$187,045</b>
Hungary Wine	Hungary Fruit and Dessert Wine	\$15,160	\$13,201	\$14,326	\$37,439	\$29,674
	Hungary Red Wine	\$42,457	\$30,538	\$28,452	\$40,754	\$38,562
	Hungary Sparkling Wine	\$32,089	\$65,079	\$51,502	\$97,932	\$35,603
	Hungary White Wine	\$138,283	\$148,235	\$143,782	\$135,977	\$147,107
	<b>Summary</b>	<b>\$227,989</b>	<b>\$257,054</b>	<b>\$238,062</b>	<b>\$312,102</b>	<b>\$250,946</b>
Israel Wine	Israel Red Wine	\$30,978	\$26,229	\$34,165	\$35,937	\$29,738
	Israel Rose Wine	\$968	\$0	\$4,787	\$1,661	\$3,848
	Israel White Wine	\$13,945	\$23,062	\$14,432	\$16,170	\$13,681
	<b>Summary</b>	<b>\$45,892</b>	<b>\$49,290</b>	<b>\$53,384</b>	<b>\$53,768</b>	<b>\$47,267</b>
Italy Wine	Italy Fruit and Dessert Wine	\$14,270	\$3,523	\$1,720	\$6,987	\$4,789

## Wine Sales (Net \$)

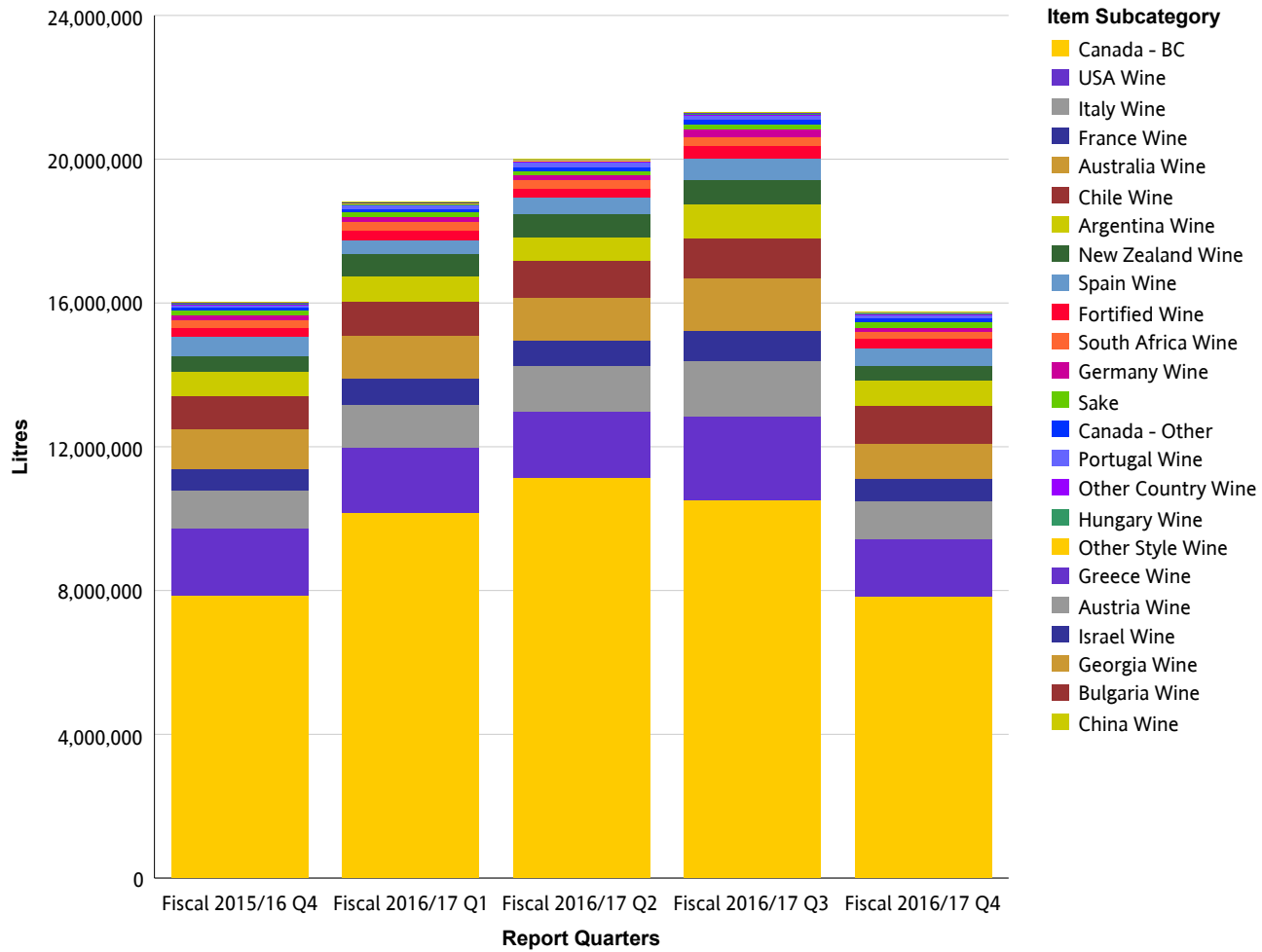
Net Sales \$		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Italy Wine	Italy Red Wine	\$10,347,955	\$10,064,570	\$9,875,947	\$14,441,022	\$10,283,244
	Italy Rose Wine	\$190,372	\$192,267	\$329,332	\$211,995	\$179,803
	Italy Sparkling Wine	\$1,010,781	\$1,333,002	\$1,298,168	\$1,868,473	\$1,010,471
	Italy White Wine	\$3,745,141	\$5,008,507	\$5,364,339	\$4,744,606	\$3,942,841
	Prosecco Wine	\$2,137,369	\$2,892,385	\$3,206,284	\$5,015,078	\$2,310,618
	<b>Summary</b>	<b>\$17,445,888</b>	<b>\$19,494,255</b>	<b>\$20,075,790</b>	<b>\$26,288,161</b>	<b>\$17,731,766</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$677	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$580,785	\$662,592	\$740,502	\$951,546	\$727,774
	New Zealand Rose Wine	\$24,763	\$131,285	\$58,768	\$8,480	\$138,679
	New Zealand Sparkling Wine	\$88,726	\$98,998	\$105,620	\$146,605	\$91,051
	New Zealand White Wine	\$7,335,228	\$9,942,677	\$10,645,045	\$11,028,491	\$6,735,679
	<b>Summary</b>	<b>\$8,030,178</b>	<b>\$10,835,552</b>	<b>\$11,549,935</b>	<b>\$12,135,122</b>	<b>\$7,693,183</b>
Other Country Wine	Other Country Fruit and Dessert Wine	\$191,960	\$187,099	\$182,198	\$208,573	\$214,617
	Other Country Red Wine	\$56,326	\$70,246	\$74,826	\$100,103	\$101,296
	Other Country Rose Wine	\$1,661	\$6,660	\$2,888	\$1,722	\$2,915
	Other Country Sparkling Wine	\$15,763	\$3,378	\$6,414	\$5,443	\$3,018
	Other Country White Wine	\$30,649	\$30,998	\$30,768	\$27,240	\$41,617
	<b>Summary</b>	<b>\$296,359</b>	<b>\$298,381</b>	<b>\$297,094</b>	<b>\$343,081</b>	<b>\$363,462</b>
Other Style Wine	Aperitif And Flavoured Wine	\$129,856	\$175,786	\$206,377	\$212,550	\$125,421
	Mead	\$6,618	\$9,705	\$8,200	\$13,874	\$4,789
	Rice Wine	\$55,875	\$59,687	\$45,773	\$61,148	\$70,834
	<b>Summary</b>	<b>\$192,350</b>	<b>\$245,178</b>	<b>\$260,350</b>	<b>\$287,571</b>	<b>\$201,043</b>
Portugal Wine	Portugal Fruit and Dessert Wine	\$0	\$0	\$0	\$2,391	\$1,088
	Portugal Red Wine	\$592,465	\$499,127	\$501,507	\$691,436	\$699,482
	Portugal Rose Wine	\$132,737	\$207,898	\$193,472	\$174,155	\$153,535
	Portugal Sparkling Wine	\$0	\$0	\$880	\$4,194	\$5,017
	Portugal White Wine	\$241,885	\$534,439	\$588,401	\$311,020	\$253,652
	<b>Summary</b>	<b>\$967,086</b>	<b>\$1,241,464</b>	<b>\$1,284,260</b>	<b>\$1,183,196</b>	<b>\$1,112,773</b>



## Wine Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Sake	Japan Sake	\$883,618	\$954,081	\$1,005,367	\$1,061,818	\$1,123,441
	Other Country Sake	\$62,611	\$72,885	\$81,312	\$72,990	\$67,382
	USA Sake	\$745,562	\$656,747	\$667,615	\$800,892	\$835,703
	<b>Summary</b>	<b>\$1,691,790</b>	<b>\$1,683,714</b>	<b>\$1,754,293</b>	<b>\$1,935,701</b>	<b>\$2,026,526</b>
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	South Africa Red Wine	\$1,419,900	\$1,467,646	\$1,473,194	\$1,774,436	\$1,403,293
	South Africa Rose Wine	\$479	\$30,560	\$555	\$306	\$0
	South Africa Sparkling Wine	\$81,150	\$46,628	\$81,545	\$69,353	\$41,440
	South Africa White Wine	\$832,089	\$1,292,286	\$1,146,564	\$1,013,263	\$844,408
	<b>Summary</b>	<b>\$2,333,618</b>	<b>\$2,837,120</b>	<b>\$2,701,858</b>	<b>\$2,857,358</b>	<b>\$2,289,140</b>
Spain Wine	Spain Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$1,340
	Spain Red Wine	\$4,942,103	\$4,277,468	\$4,629,870	\$5,822,584	\$4,742,560
	Spain Rose Wine	\$24,450	\$151,289	\$150,297	\$56,023	\$76,476
	Spain Sparkling Wine	\$852,465	\$1,038,362	\$1,068,515	\$2,118,353	\$749,220
	Spain White Wine	\$533,768	\$332,865	\$403,755	\$374,055	\$610,783
	<b>Summary</b>	<b>\$6,352,786</b>	<b>\$5,799,984</b>	<b>\$6,252,437</b>	<b>\$8,371,016</b>	<b>\$6,180,379</b>
USA Wine	USA Fruit and Dessert Wine	\$963	\$7,070	\$7,113	\$4,428	\$3,288
	USA Red Wine	\$20,224,440	\$20,053,888	\$20,686,821	\$30,137,439	\$19,071,327
	USA Rose Wine	\$908,257	\$1,093,363	\$1,061,270	\$1,016,740	\$1,047,684
	USA Sparkling Wine	\$311,887	\$379,270	\$405,237	\$632,730	\$284,185
	USA White Wine	\$6,276,541	\$7,227,884	\$7,594,518	\$7,512,000	\$5,578,486
	<b>Summary</b>	<b>\$27,722,088</b>	<b>\$28,761,474</b>	<b>\$29,754,959</b>	<b>\$39,303,338</b>	<b>\$25,984,970</b>
<b>Summary</b>		<b>\$205,178,752</b>	<b>\$254,385,820</b>	<b>\$281,699,429</b>	<b>\$293,488,225</b>	<b>\$209,283,583</b>

## Wine Sales (Litres)



## Wine Sales (Litres)

### Wine

Litres		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Argentina Wine	Argentina Red Wine	607,572	638,186	571,429	878,303	644,533
	Argentina Rose Wine	4,437	6,991	7,524	4,258	3,659
	Argentina Sparkling Wine	523	453	526	1,488	517
	Argentina White Wine	50,716	64,051	64,659	63,338	48,938
	<b>Summary</b>	<b>663,248</b>	<b>709,680</b>	<b>644,138</b>	<b>947,387</b>	<b>697,647</b>
Australia Wine	Australia Fruit and Dessert Wine	0	0	0	0	0
	Australia Red Wine	634,706	657,118	624,476	852,981	604,386
	Australia Rose Wine	6,634	11,918	14,681	10,440	9,085
	Australia Sparkling Wine	37,226	48,315	50,208	78,756	37,314
	Australia White Wine	430,317	460,918	508,604	511,549	349,604
	<b>Summary</b>	<b>1,108,883</b>	<b>1,178,269</b>	<b>1,197,969</b>	<b>1,453,726</b>	<b>1,000,389</b>
Austria Wine	Austria Red Wine	297	315	180	252	468
	Austria Rose Wine	0	0	54	0	0
	Austria Sparkling Wine	0	0	0	0	0
	Austria White Wine	1,813	1,830	2,031	1,856	2,386
	<b>Summary</b>	<b>2,110</b>	<b>2,145</b>	<b>2,265</b>	<b>2,108</b>	<b>2,854</b>
Bulgaria Wine	Bulgaria Red Wine	1,274	2,074	1,458	2,892	1,566
	Bulgaria Sparkling Wine	0	0	0	0	0
	Bulgaria White Wine	27	27	90	9	18
	<b>Summary</b>	<b>1,301</b>	<b>2,102</b>	<b>1,548</b>	<b>2,901</b>	<b>1,584</b>
Canada - BC	Canada - BC Dessert Wine	2,574	4,095	7,955	4,268	2,668
	Canada - BC Fruit Wine	23,132	47,957	79,440	42,503	26,468
	Canada - BC Ice Wine	7,694	15,586	22,155	14,705	10,260
	Canada - BC Red Wine	3,771,084	4,346,499	4,751,069	5,243,870	3,720,747
	Canada - BC Rose Wine	181,008	361,050	392,103	206,392	188,197
	Canada - BC Sparkling Wine	43,425	82,626	112,212	85,551	49,919

## Wine Sales (Litres)

Litres		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Canada - BC	Canada - BC White Wine	3,846,104	5,298,116	5,781,684	4,927,506	3,846,054
	<b>Summary</b>	<b>7,875,021</b>	<b>10,155,928</b>	<b>11,146,619</b>	<b>10,524,795</b>	<b>7,844,313</b>
Canada - Other	Canada - Other Dessert Wine	153	144	104	176	40
	Canada - Other Fruit Wine	473	472	482	652	386
	Canada - Other Ice Wine	15,699	11,020	18,469	11,958	13,794
	Canada - Other Red Wine	3,950	5,681	20,505	17,390	24,109
	Canada - Other Rose Wine	9	63	108	27	50
	Canada - Other Sparkling Wine	54,061	57,309	53,278	101,186	46,561
	Canada - Other White Wine	2,208	4,833	18,884	13,539	19,223
	<b>Summary</b>	<b>76,552</b>	<b>79,523</b>	<b>111,829</b>	<b>144,928</b>	<b>104,162</b>
Chile Wine	Chile Fruit and Dessert Wine	156	224	182	395	136
	Chile Red Wine	655,912	624,839	635,538	800,679	752,124
	Chile Rose Wine	159	11,748	24,988	986	2,042
	Chile Sparkling Wine	3,167	3,031	3,122	3,524	2,415
	Chile White Wine	279,839	333,050	360,896	319,194	280,915
	<b>Summary</b>	<b>939,233</b>	<b>972,892</b>	<b>1,024,726</b>	<b>1,124,777</b>	<b>1,037,632</b>
China Wine	China Fruit and Dessert Wine	0	0	0	0	0
	China Red Wine	247	140	112	94	9
	China White Wine	0	0	0	0	0
	<b>Summary</b>	<b>247</b>	<b>140</b>	<b>112</b>	<b>94</b>	<b>9</b>
Fortified Wine	Other Fortified Domestic Wine	152,306	157,073	155,010	161,496	130,866
	Other Fortified Import Wine	31,667	32,214	29,898	46,123	31,918
	Port Wine	17,815	16,301	16,345	39,044	21,039
	Sherry Wine	13,148	11,986	10,544	19,693	15,641
	Vermouth Wine	48,424	55,490	46,660	61,363	45,871
	<b>Summary</b>	<b>263,360</b>	<b>273,064</b>	<b>258,457</b>	<b>327,719</b>	<b>245,335</b>
France Wine	France Champagne Wine	26,253	32,507	38,655	67,984	26,302
	France Fruit and Dessert Wine	339	294	278	950	279

## Wine Sales (Litres)

Litres		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
France Wine	France Red Wine	372,813	363,555	374,622	501,618	383,829
	France Rose Wine	29,130	119,572	91,288	29,514	36,018
	France Sparkling Wine	25,307	35,043	35,407	63,914	28,651
	France White Wine	138,435	166,380	172,189	175,021	142,932
	<b>Summary</b>	<b>592,278</b>	<b>717,350</b>	<b>712,439</b>	<b>839,001</b>	<b>618,011</b>
Georgia Wine	Georgia Red Wine	2,145	1,054	2,742	4,051	2,693
	Georgia White Wine	0	0	0	0	0
	<b>Summary</b>	<b>2,145</b>	<b>1,054</b>	<b>2,742</b>	<b>4,051</b>	<b>2,693</b>
Germany Wine	Germany Fruit and Dessert Wine	0	0	0	4,126	-1,631
	Germany Red Wine	6,060	2,608	3,724	3,466	3,314
	Germany Rose Wine	486	1,348	1,336	832	692
	Germany Sparkling Wine	26,818	42,655	33,785	89,828	22,761
	Germany White Wine	101,080	92,766	93,966	111,374	93,144
	<b>Summary</b>	<b>134,443</b>	<b>139,377</b>	<b>132,812</b>	<b>209,626</b>	<b>118,280</b>
Greece Wine	Greece Red Wine	8,737	10,220	8,598	10,210	8,262
	Greece Rose Wine	0	0	0	0	0
	Greece White Wine	7,524	11,233	10,198	8,406	6,781
	<b>Summary</b>	<b>16,261</b>	<b>21,453</b>	<b>18,796</b>	<b>18,616</b>	<b>15,042</b>
Hungary Wine	Hungary Fruit and Dessert Wine	279	250	272	723	551
	Hungary Red Wine	3,502	2,350	2,247	3,352	3,198
	Hungary Sparkling Wine	2,486	5,378	4,300	8,119	2,752
	Hungary White Wine	13,580	13,886	14,437	12,770	15,238
	<b>Summary</b>	<b>19,846</b>	<b>21,864</b>	<b>21,256</b>	<b>24,964</b>	<b>21,739</b>
Israel Wine	Israel Red Wine	1,622	1,398	1,822	1,915	1,566
	Israel Rose Wine	56	0	274	95	220
	Israel White Wine	754	1,252	785	880	736
	<b>Summary</b>	<b>2,432</b>	<b>2,650</b>	<b>2,882</b>	<b>2,890</b>	<b>2,522</b>
Italy Wine	Italy Fruit and Dessert Wine	133	29	22	84	57

## Wine Sales (Litres)

Litres		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Italy Wine	Italy Red Wine	587,550	578,816	576,128	778,073	553,550
	Italy Rose Wine	11,138	10,757	18,648	12,186	10,097
	Italy Sparkling Wine	57,681	79,019	74,574	110,922	57,851
	Italy White Wine	286,821	384,396	414,188	356,772	303,387
	Prosecco Wine	119,022	158,715	173,672	271,898	123,759
	<b>Summary</b>	<b>1,062,344</b>	<b>1,211,732</b>	<b>1,257,232</b>	<b>1,529,935</b>	<b>1,048,702</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	11	0	0	0	0
	New Zealand Red Wine	26,852	29,936	34,709	45,506	35,986
	New Zealand Rose Wine	1,306	7,106	3,216	462	7,098
	New Zealand Sparkling Wine	3,743	4,051	4,370	6,483	3,790
	New Zealand White Wine	411,219	559,000	607,456	625,460	370,935
	<b>Summary</b>	<b>443,132</b>	<b>600,092</b>	<b>649,751</b>	<b>677,911</b>	<b>417,810</b>
Other Country Wine	Other Country Fruit and Dessert Wine	12,667	12,692	12,958	14,473	14,231
	Other Country Red Wine	2,675	3,657	4,082	5,584	4,563
	Other Country Rose Wine	68	270	122	81	144
	Other Country Sparkling Wine	1,148	110	191	250	164
	Other Country White Wine	1,510	1,870	1,904	1,706	1,867
	<b>Summary</b>	<b>18,068</b>	<b>18,600</b>	<b>19,258</b>	<b>22,095</b>	<b>20,969</b>
Other Style Wine	Aperitif And Flavoured Wine	9,295	13,053	17,311	15,171	8,524
	Mead	426	464	341	479	183
	Rice Wine	3,964	3,687	3,717	4,014	4,391
	<b>Summary</b>	<b>13,685</b>	<b>17,204</b>	<b>21,368</b>	<b>19,664</b>	<b>13,098</b>
Portugal Wine	Portugal Fruit and Dessert Wine	0	0	0	27	32
	Portugal Red Wine	44,612	37,772	37,244	50,029	56,204
	Portugal Rose Wine	13,131	21,568	19,496	17,673	16,053
	Portugal Sparkling Wine	0	0	45	171	158
	Portugal White Wine	20,949	45,598	57,142	28,500	21,920
	<b>Summary</b>	<b>78,692</b>	<b>104,938</b>	<b>113,926</b>	<b>96,400</b>	<b>94,365</b>

## Wine Sales (Litres)

Litres		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Sake	Japan Sake	32,888	33,239	34,755	35,173	36,970
	Other Country Sake	2,558	3,046	3,229	3,160	2,874
	USA Sake	88,921	77,599	78,890	92,174	98,838
	<b>Summary</b>	<b>124,366</b>	<b>113,884</b>	<b>116,873</b>	<b>130,507</b>	<b>138,682</b>
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	0	0
	South Africa Red Wine	118,398	115,736	125,054	157,690	120,146
	South Africa Rose Wine	36	2,386	36	18	0
	South Africa Sparkling Wine	6,259	3,256	6,557	5,727	2,888
	South Africa White Wine	79,286	124,402	111,524	96,928	79,336
	<b>Summary</b>	<b>203,979</b>	<b>245,780</b>	<b>243,172</b>	<b>260,364</b>	<b>202,370</b>
Spain Wine	Spain Fruit and Dessert Wine	0	0	0	0	18
	Spain Red Wine	405,508	300,601	344,427	435,399	375,870
	Spain Rose Wine	1,708	12,365	11,636	4,436	6,470
	Spain Sparkling Wine	53,450	63,701	65,324	136,854	45,475
	Spain White Wine	66,300	22,516	32,653	34,487	75,018
	<b>Summary</b>	<b>526,967</b>	<b>399,183</b>	<b>454,040</b>	<b>611,176</b>	<b>502,850</b>
USA Wine	USA Fruit and Dessert Wine	68	754	451	225	184
	USA Red Wine	1,202,721	1,102,856	1,133,265	1,614,013	1,039,428
	USA Rose Wine	122,956	138,332	130,124	125,333	122,055
	USA Sparkling Wine	22,684	24,628	26,371	41,212	19,216
	USA White Wine	497,869	544,248	550,162	549,759	410,961
	<b>Summary</b>	<b>1,846,298</b>	<b>1,810,818</b>	<b>1,840,374</b>	<b>2,330,542</b>	<b>1,591,844</b>
<b>Summary</b>		<b>16,014,890</b>	<b>18,799,724</b>	<b>19,994,585</b>	<b>21,306,175</b>	<b>15,742,903</b>

# 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.