

Liquor Market Review

Fiscal 2017/18 Q2

September 2017



**LIQUOR
DISTRIBUTION
BRANCH**

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Introduction

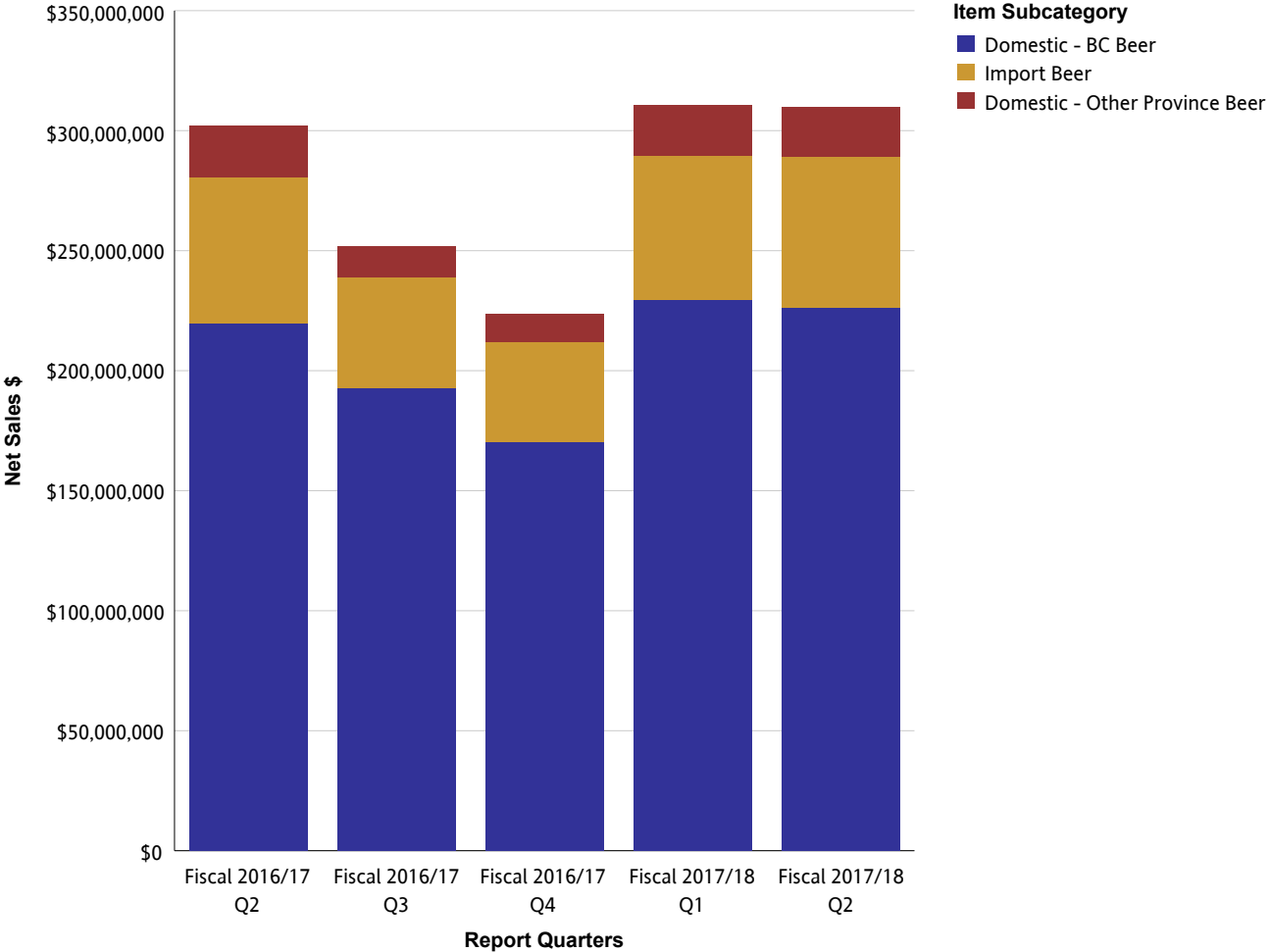
The Liquor Market Review provides provincial sales through the Wholesale channel for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer and excludes any applicable taxes. For each reporting period,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

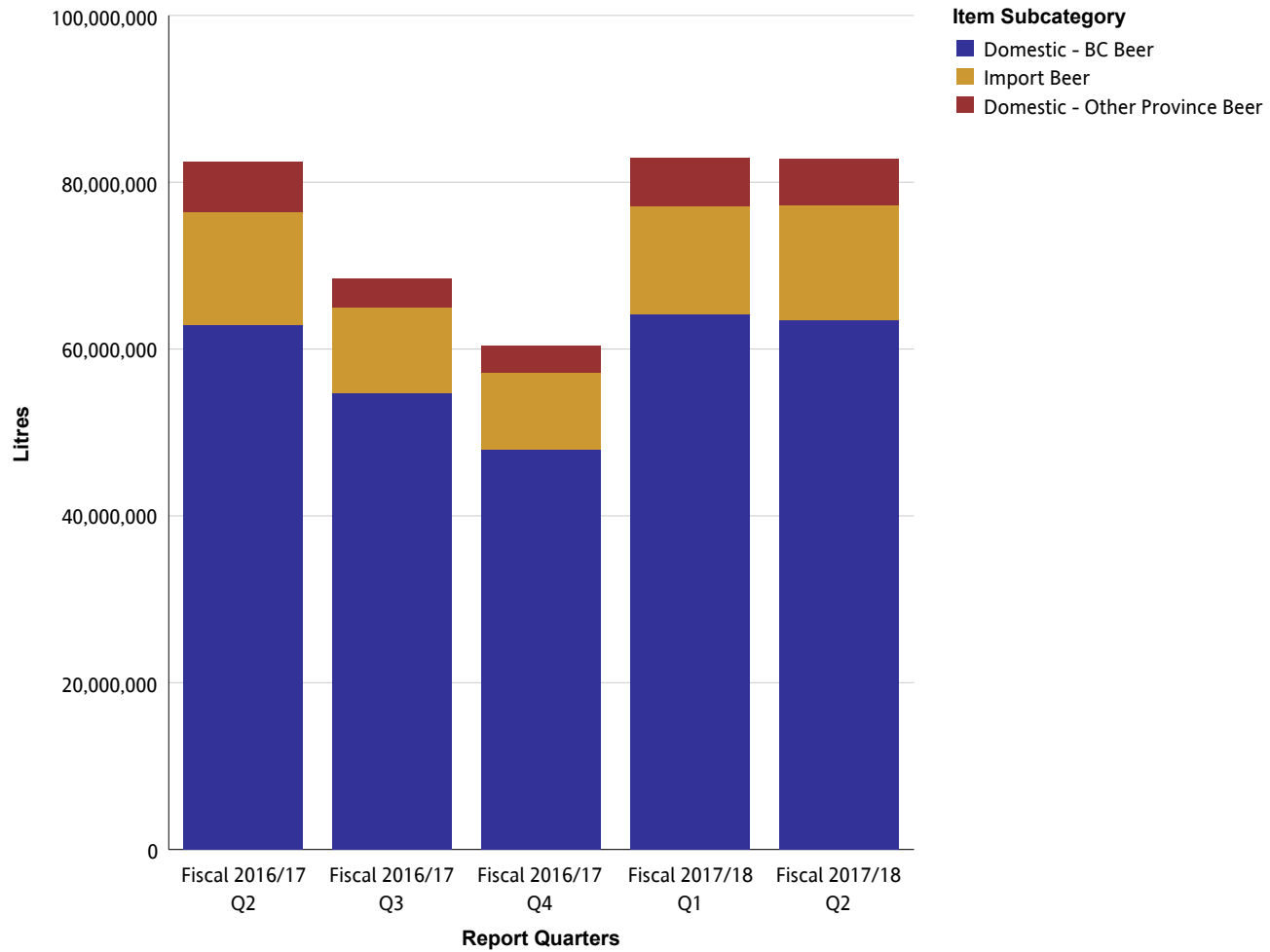


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Domestic - BC Beer	Domestic - BC Commercial Beer	\$156,376,307	\$136,397,804	\$117,906,954	\$158,013,219	\$152,918,936
	Domestic - BC Micro Brew Beer	\$25,843,938	\$23,500,523	\$23,431,276	\$31,812,805	\$33,555,947
	Domestic - BC Regional Beer	\$37,609,821	\$33,027,188	\$28,829,991	\$39,907,097	\$40,067,137
	Summary	\$219,830,067	\$192,925,515	\$170,168,221	\$229,733,121	\$226,542,019
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$18,572,743	\$10,303,559	\$9,486,386	\$18,317,459	\$17,961,901
	Domestic - Other Province Micro Brew Beer	\$260,430	\$191,845	\$199,755	\$309,892	\$323,856
	Domestic - Other Province Regional Beer	\$2,514,621	\$2,205,595	\$2,016,810	\$2,523,052	\$2,214,647
	Summary	\$21,347,795	\$12,700,999	\$11,702,951	\$21,150,404	\$20,500,405
Import Beer	Asia And South Pacific Beer	\$1,848,068	\$1,546,861	\$1,536,704	\$1,793,519	\$1,952,443
	Europe Beer	\$28,719,080	\$26,324,326	\$23,253,270	\$29,106,766	\$29,306,646
	Mexico And Caribbean Beer	\$15,003,177	\$7,560,001	\$7,183,290	\$14,359,709	\$15,850,079
	Other Country Beer	\$56,119	\$48,495	\$47,385	\$65,728	\$74,183
	USA Beer	\$14,998,501	\$10,722,619	\$9,871,742	\$14,441,783	\$15,326,746
	Summary	\$60,624,945	\$46,202,302	\$41,892,391	\$59,767,505	\$62,510,096
Summary		\$301,802,806	\$251,828,817	\$223,763,563	\$310,651,029	\$309,552,520

Beer Sales (Litres)

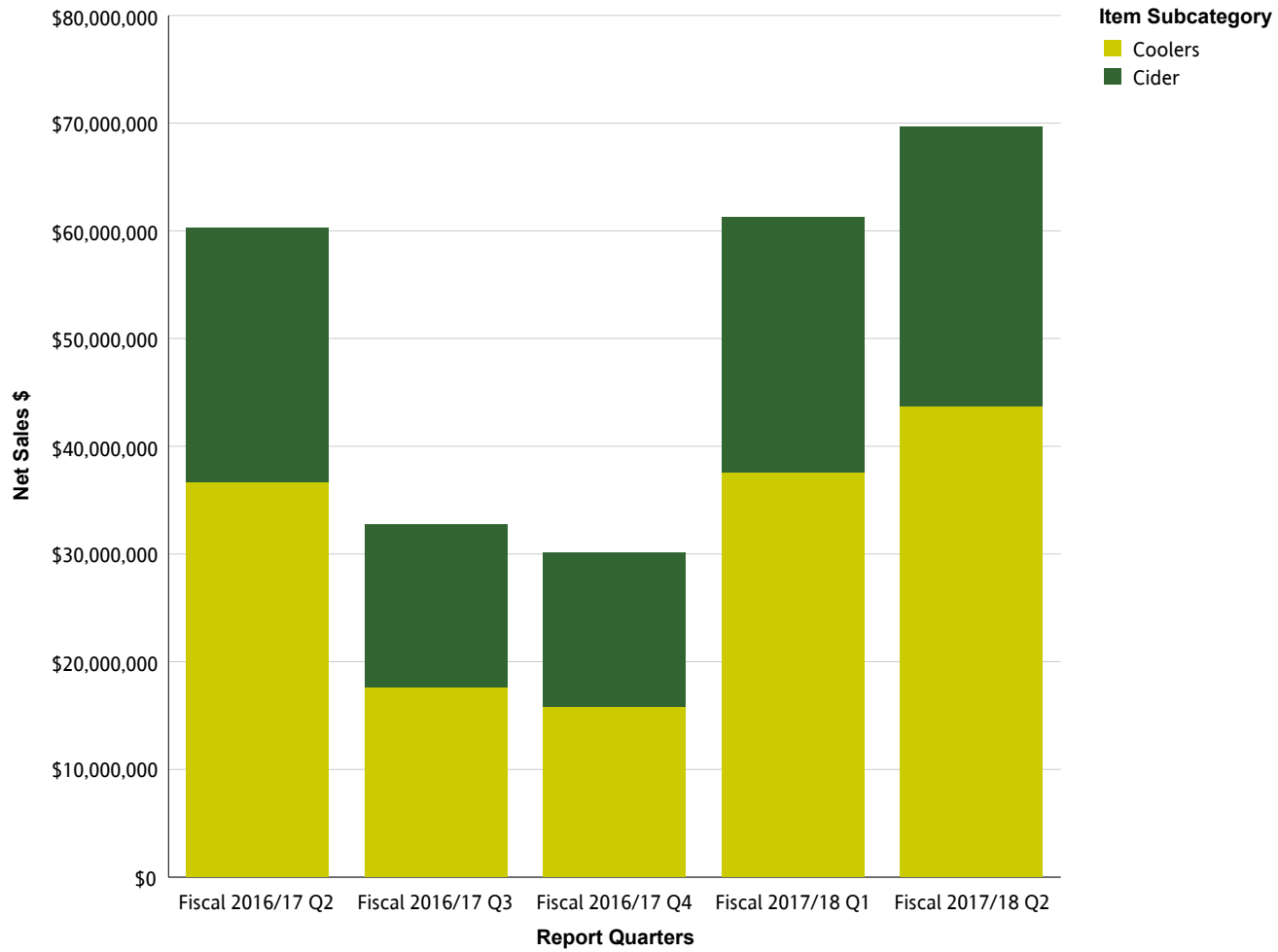


Beer Sales (Litres)

Beer

Litres		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Domestic - BC Beer	Domestic - BC Commercial Beer	46,487,420	40,497,878	34,646,868	45,868,089	44,685,196
	Domestic - BC Micro Brew Beer	5,972,693	5,181,661	5,322,517	7,223,810	7,658,268
	Domestic - BC Regional Beer	10,499,680	9,049,611	8,023,943	11,051,485	11,115,423
	Summary	62,959,793	54,729,151	47,993,328	64,143,384	63,458,887
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	5,304,398	2,814,854	2,679,984	5,065,666	4,966,570
	Domestic - Other Province Micro Brew Beer	39,901	27,045	29,216	44,120	44,433
	Domestic - Other Province Regional Beer	697,069	572,290	548,832	665,753	581,804
	Summary	6,041,369	3,414,189	3,258,032	5,775,539	5,592,807
Import Beer	Asia And South Pacific Beer	398,285	326,069	314,794	374,048	406,931
	Europe Beer	6,442,747	5,881,630	5,161,147	6,483,699	6,597,906
	Mexico And Caribbean Beer	2,947,939	1,458,951	1,360,649	2,766,938	3,078,159
	Other Country Beer	12,767	10,671	10,267	13,903	16,644
	USA Beer	3,666,969	2,553,881	2,312,164	3,411,836	3,623,094
	Summary	13,468,706	10,231,203	9,159,021	13,050,422	13,722,735
Summary		82,469,868	68,374,542	60,410,381	82,969,345	82,774,428

Refreshment Beverages Sales (Net \$)

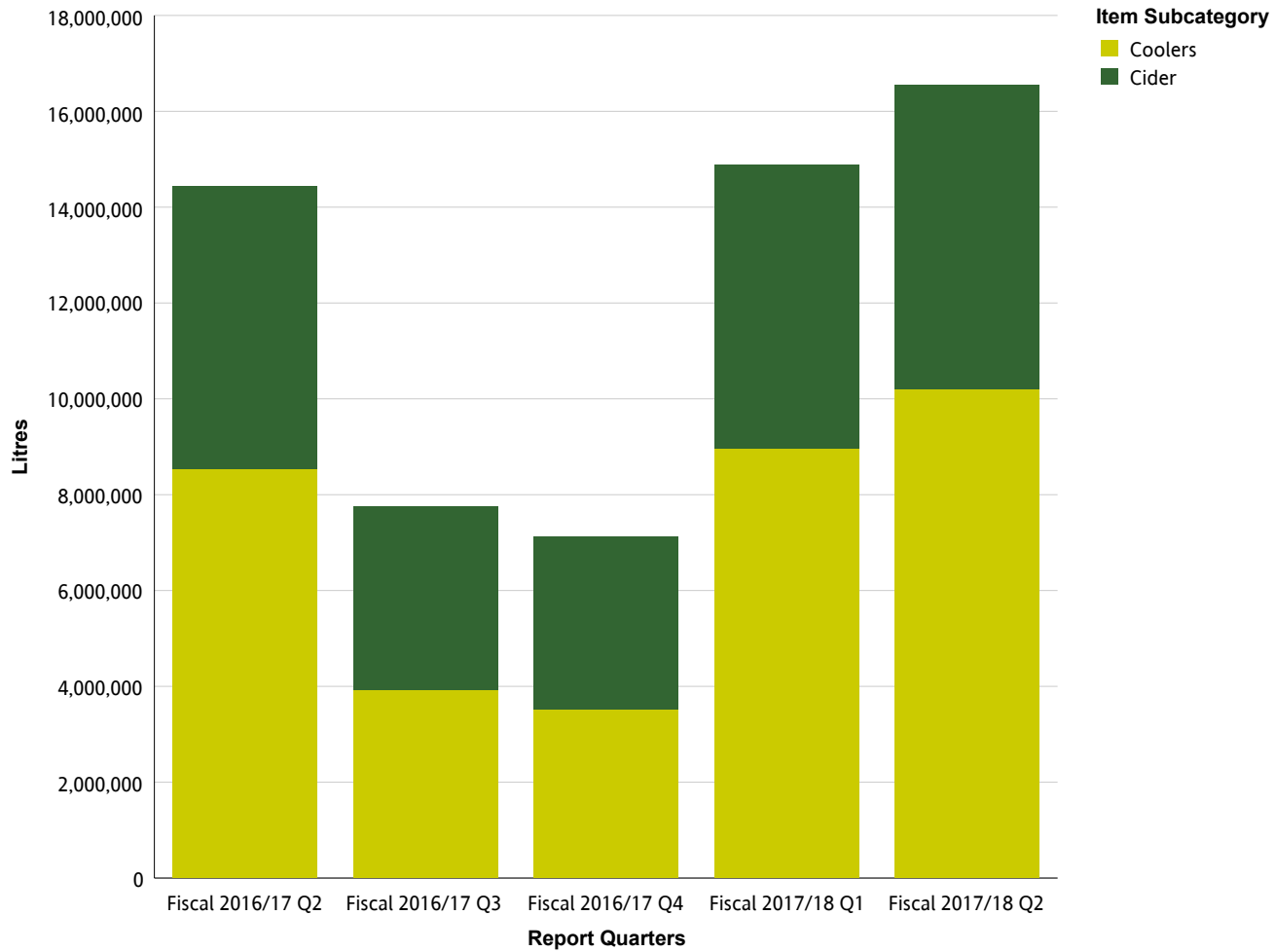


Refreshment Beverages Sales (Net \$)

Refreshment Beverages

Net Sales \$		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Cider	Domestic Cider	\$17,263,947	\$11,190,524	\$10,519,314	\$17,046,127	\$19,021,686
	Import Cider	\$6,382,230	\$3,967,363	\$3,825,431	\$6,680,537	\$6,941,639
	Summary	\$23,646,177	\$15,157,886	\$14,344,745	\$23,726,664	\$25,963,325
Coolers	Malt-Based Coolers	\$6,217,037	\$2,212,937	\$1,954,444	\$4,886,581	\$4,450,142
	Spirit Coolers	\$29,437,842	\$14,710,981	\$13,294,681	\$31,818,737	\$38,327,583
	Wine/Fruit Coolers	\$967,848	\$653,492	\$548,740	\$849,048	\$927,241
	Summary	\$36,622,726	\$17,577,410	\$15,797,865	\$37,554,367	\$43,704,967
Summary		\$60,268,903	\$32,735,297	\$30,142,610	\$61,281,031	\$69,668,292

Refreshment Beverages Sales (Litres)

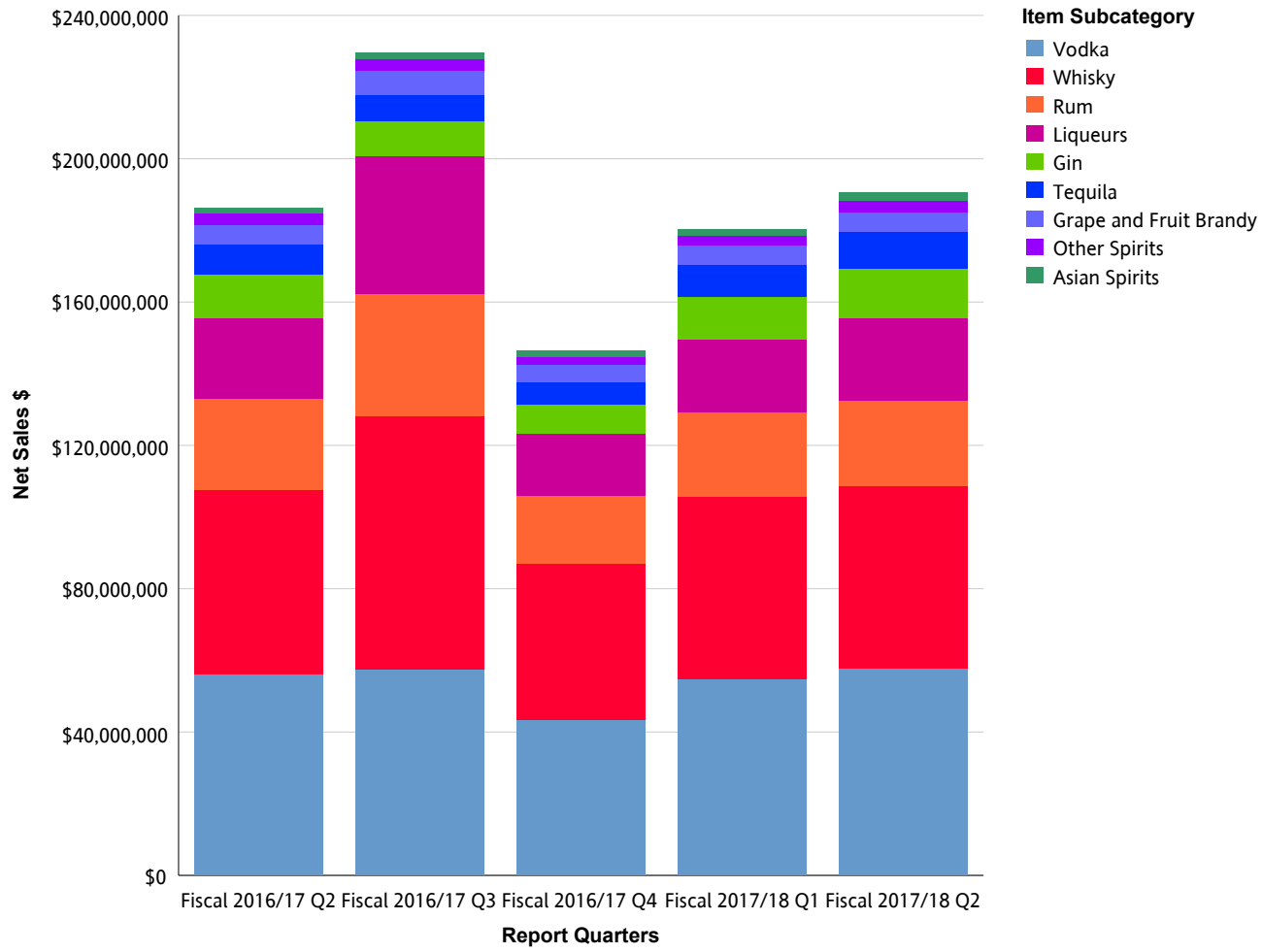


Refreshment Beverages Sales (Litres)

Refreshment Beverages

Litres		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Cider	Domestic Cider	4,526,008	2,986,187	2,807,499	4,493,329	4,843,828
	Import Cider	1,380,002	839,645	797,937	1,422,705	1,502,936
	Summary	5,906,010	3,825,832	3,605,436	5,916,034	6,346,764
Coolers	Malt-Based Coolers	1,435,032	493,173	432,956	1,134,702	1,037,803
	Spirit Coolers	6,923,499	3,307,938	2,990,169	7,670,095	8,988,626
	Wine/Fruit Coolers	182,730	124,464	106,142	157,495	173,200
	Summary	8,541,261	3,925,575	3,529,266	8,962,292	10,199,629
Summary		14,447,271	7,751,407	7,134,702	14,878,326	16,546,393

Spirits Sales (Net \$)



Spirits Sales (Net \$)

Spirits

Net Sales \$		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Asian Spirits	China Spirits	\$730,927	\$840,592	\$973,668	\$1,023,521	\$1,425,324
	Korea Spirits	\$707,798	\$743,249	\$718,858	\$752,114	\$786,910
	Other Country Asian Spirits	\$65,609	\$74,929	\$70,422	\$76,670	\$73,258
	Summary	\$1,504,334	\$1,658,770	\$1,762,949	\$1,852,305	\$2,285,492
Gin	Dry Gin	\$11,328,938	\$9,411,105	\$7,568,343	\$10,907,339	\$12,712,182
	Flavoured Gin	\$410,780	\$217,738	\$182,726	\$360,058	\$495,226
	Other Gin	\$261,678	\$236,095	\$177,191	\$478,085	\$633,616
	Summary	\$12,001,396	\$9,864,939	\$7,928,260	\$11,745,482	\$13,841,024
Grape and Fruit Brandy	Armagnac	\$69,586	\$74,253	\$66,591	\$59,280	\$58,224
	Brandy	\$2,203,164	\$3,385,915	\$2,158,758	\$2,250,286	\$2,120,881
	Cognac	\$2,862,476	\$2,963,147	\$2,408,512	\$2,442,774	\$2,973,298
	Eau de Vie	\$258,488	\$354,132	\$255,525	\$233,060	\$253,232
	Grappa And Marc	\$60,816	\$93,114	\$60,448	\$69,883	\$79,835
	Pisco	\$122,563	\$72,245	\$69,685	\$106,117	\$121,486
	Summary	\$5,577,093	\$6,942,806	\$5,019,519	\$5,161,401	\$5,606,957
Liqueurs	Anise And Herbal/Spice Liqueurs	\$6,155,767	\$7,931,737	\$6,020,974	\$6,371,206	\$6,321,234
	Coffee And Cocoa Liqueurs	\$1,727,608	\$3,402,864	\$1,109,666	\$1,357,977	\$1,699,194
	Cream/Dairy Liqueurs	\$6,952,553	\$17,492,182	\$4,653,619	\$5,584,088	\$7,064,873
	Fruit Liqueurs	\$4,254,692	\$5,056,991	\$3,052,922	\$3,869,687	\$4,289,802
	Nut Liqueurs	\$1,468,004	\$1,893,300	\$974,798	\$1,392,791	\$1,509,969
	Other Liqueurs	\$596,259	\$734,686	\$497,862	\$584,338	\$660,828
	Whiskey Liqueurs	\$1,508,742	\$2,159,687	\$1,272,120	\$1,411,376	\$1,427,692
	Summary	\$22,663,625	\$38,671,447	\$17,581,961	\$20,571,463	\$22,973,591
Other Spirits	Cachaca	\$50,678	\$24,764	\$30,019	\$33,493	\$39,399
	Flavoured Spirits	\$862,018	\$834,187	\$634,987	\$777,866	\$940,421
	Miscellaneous/Other Spirits	\$386,172	\$557,049	\$247,685	\$407,298	\$446,686

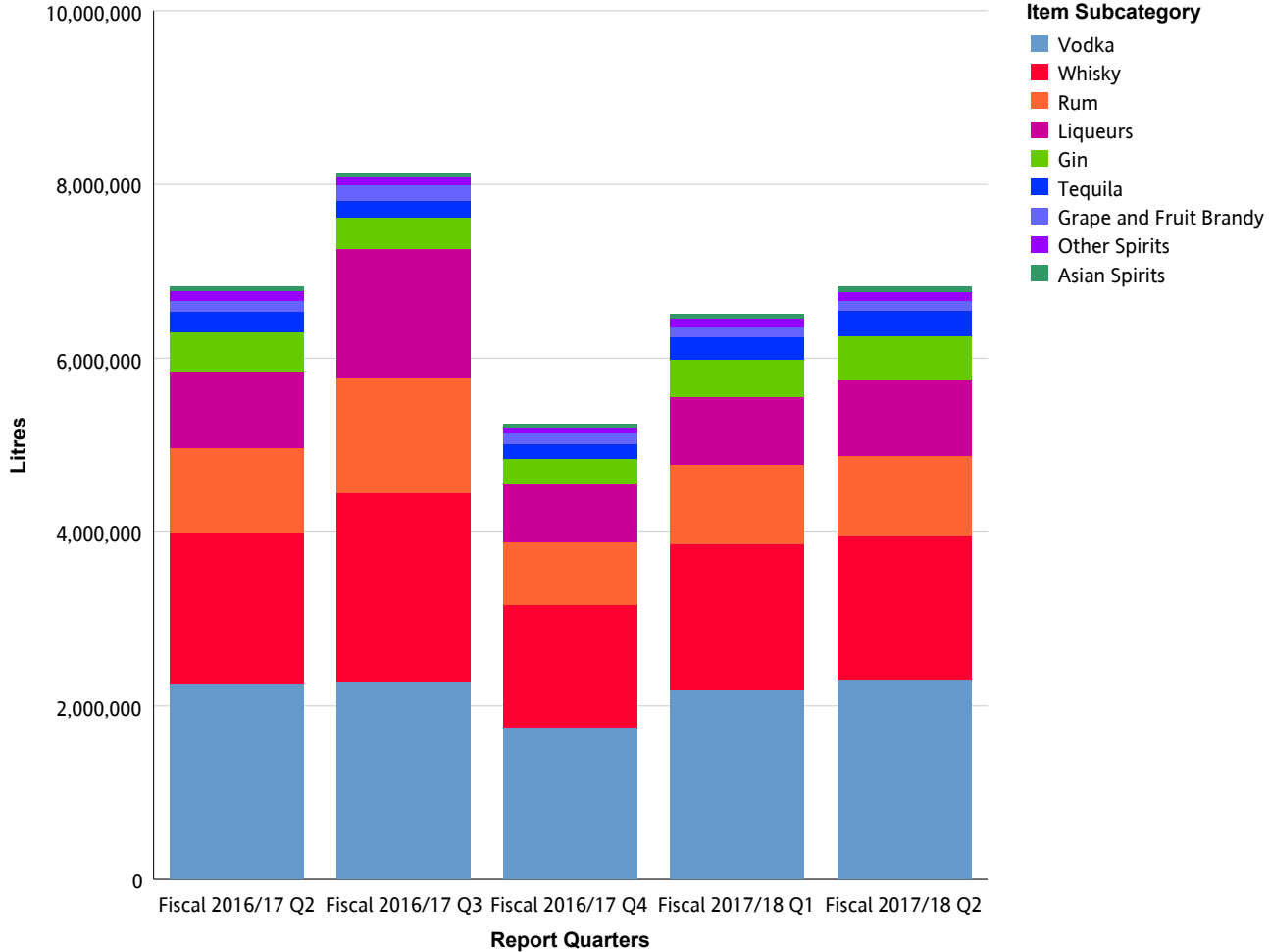
Spirits Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Other Spirits	Moonshine Spirits	\$157,337	\$218,836	\$109,566	\$166,040	\$240,730
	Ready to Mix Cocktails	\$720,675	\$517,344	\$464,141	\$664,333	\$714,083
	Ready to Serve Cocktails	\$780,833	\$800,179	\$436,246	\$608,645	\$671,659
	Schnapps and Akvavit	\$95,172	\$126,919	\$45,845	\$62,539	\$77,591
	Summary	\$3,052,886	\$3,079,277	\$1,968,489	\$2,720,214	\$3,130,568
Rum	Amber Rum	\$5,806,009	\$7,861,000	\$4,522,469	\$5,209,633	\$5,416,530
	Dark Rum	\$2,799,967	\$4,258,234	\$2,601,350	\$2,811,279	\$2,684,784
	Flavoured Rum	\$516,561	\$284,601	\$209,054	\$357,867	\$387,325
	Spiced Rum	\$7,919,973	\$12,645,574	\$5,591,446	\$7,112,581	\$7,453,191
	White Rum	\$8,210,311	\$9,018,543	\$5,762,814	\$7,966,694	\$7,928,690
	Summary	\$25,252,821	\$34,067,952	\$18,687,134	\$23,458,054	\$23,870,519
Tequila	Blanco/Silver Tequila	\$2,542,249	\$2,156,938	\$1,960,286	\$2,906,684	\$3,365,841
	Flavoured Tequila	\$112,801	\$86,347	\$91,271	\$127,249	\$147,876
	Gold Tequila	\$5,692,515	\$4,737,878	\$4,056,656	\$6,020,123	\$6,570,037
	Mezcal	\$110,682	\$124,961	\$100,520	\$147,206	\$138,155
	Summary	\$8,458,247	\$7,106,124	\$6,208,733	\$9,201,261	\$10,221,907
Vodka	Flavoured Vodka	\$3,564,812	\$3,652,005	\$2,633,827	\$3,478,709	\$3,814,972
	Straight Vodka	\$52,527,953	\$53,915,780	\$40,829,748	\$51,362,845	\$53,963,292
	Summary	\$56,092,765	\$57,567,785	\$43,463,576	\$54,841,555	\$57,778,264
Whisky	American Whiskey	\$2,467,908	\$3,132,842	\$1,952,596	\$2,377,055	\$2,470,199
	Blended Malt Scotch Whisky	\$60,601	\$170,405	\$134,944	\$135,133	\$100,356
	Blended Scotch Whisky	\$7,088,450	\$8,713,409	\$6,238,753	\$7,127,793	\$7,051,331
	Bourbon Whiskey	\$2,824,776	\$3,881,396	\$2,972,133	\$3,075,079	\$3,185,335
	Canadian Whisky	\$28,631,357	\$34,347,892	\$21,435,821	\$26,430,717	\$26,036,341
	Flavoured Whisky	\$37,533	\$68,635	\$38,126	\$28,212	\$13,876
	Irish Whiskey	\$2,454,957	\$4,274,332	\$3,432,848	\$2,575,999	\$2,991,885
	Other Country Whisky	\$534,829	\$954,911	\$494,037	\$596,625	\$569,128
	Single Malt Scotch Whisky	\$7,529,757	\$14,965,868	\$7,022,122	\$8,446,264	\$8,430,692

Spirits Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Whisky	Summary	\$51,630,169	\$70,509,690	\$43,721,381	\$50,792,876	\$50,849,143
Summary		\$186,233,336	\$229,468,791	\$146,342,000	\$180,344,610	\$190,557,466

Spirits Sales (Litres)



Spirits Sales (Litres)

Spirits

Litres		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Asian Spirits	China Spirits	9,099	10,596	11,251	10,826	12,068
	Korea Spirits	39,797	41,887	40,588	42,158	43,960
	Other Country Asian Spirits	2,027	2,014	1,851	1,867	1,959
	Summary	50,923	54,498	53,691	54,852	57,987
Gin	Dry Gin	424,599	350,046	282,694	405,066	469,706
	Flavoured Gin	14,628	6,934	6,125	11,875	16,932
	Other Gin	5,982	5,458	4,148	10,916	15,365
	Summary	445,209	362,438	292,967	427,857	502,003
Grape and Fruit Brandy	Armagnac	741	658	545	551	705
	Brandy	91,503	140,172	90,208	93,045	87,202
	Cognac	20,508	27,895	17,854	19,955	22,431
	Eau de Vie	5,319	7,573	5,797	5,177	5,444
	Grappa And Marc	1,228	1,854	1,138	1,423	1,696
	Pisco	3,142	1,888	1,750	2,806	3,081
	Summary	122,440	180,040	117,291	122,957	120,558
Liqueurs	Anise And Herbal/Spice Liqueurs	217,057	280,889	212,335	225,261	221,447
	Coffee And Cocoa Liqueurs	71,379	136,335	46,638	56,193	69,930
	Cream/Dairy Liqueurs	289,787	716,578	193,767	229,576	286,606
	Fruit Liqueurs	164,090	179,628	114,069	143,410	159,574
	Nut Liqueurs	63,526	75,391	38,950	60,581	65,713
	Other Liqueurs	21,689	27,788	19,766	21,663	23,293
	Whiskey Liqueurs	52,734	70,955	42,400	47,388	48,413
	Summary	880,262	1,487,563	667,925	784,071	874,977
Other Spirits	Cachaca	1,571	759	917	1,012	1,190
	Flavoured Spirits	18,846	17,604	13,367	16,702	20,503
	Miscellaneous/Other Spirits	8,301	11,671	5,790	8,682	9,503

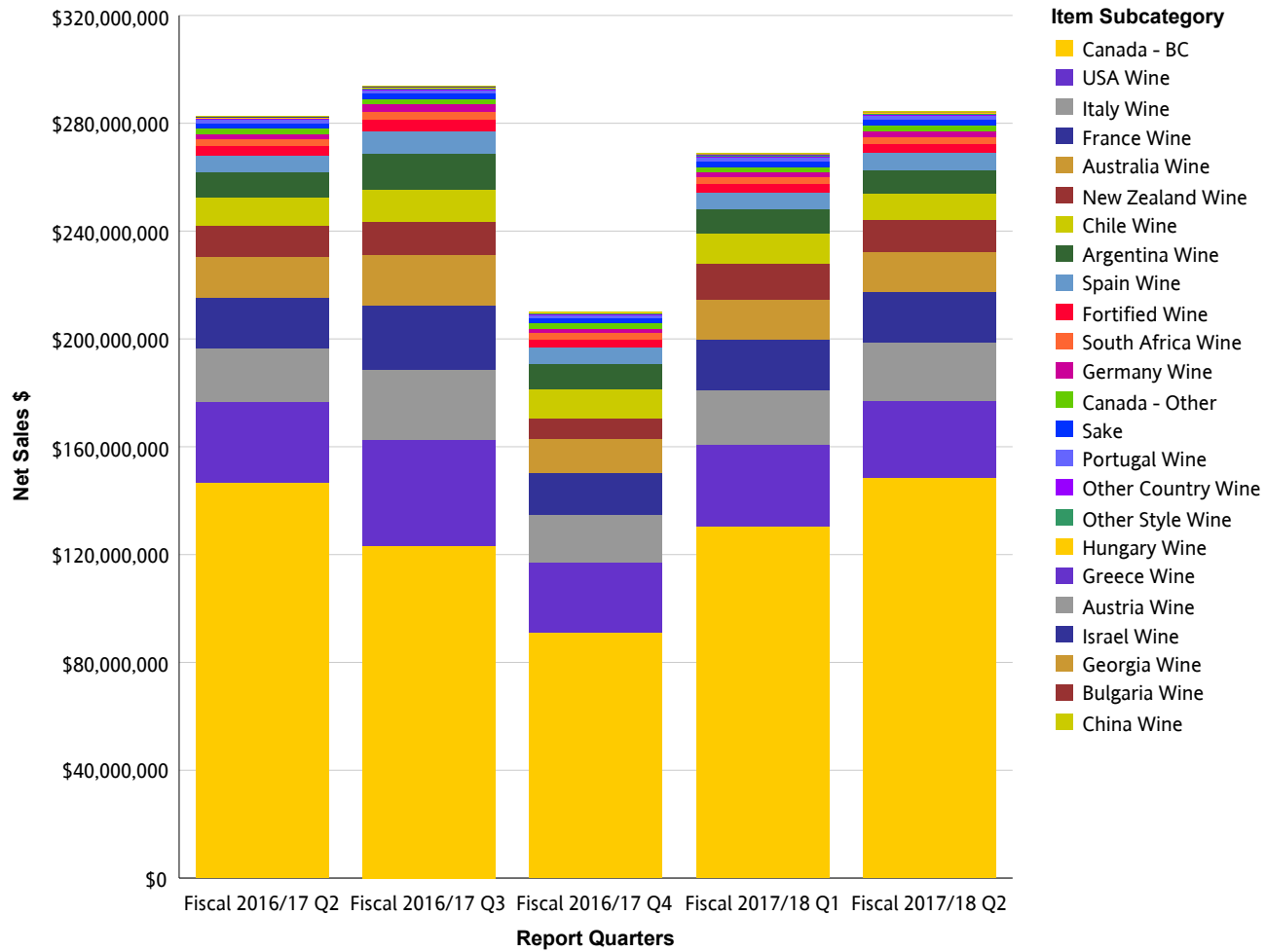
Spirits Sales (Litres)

Litres		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Other Spirits	Moonshine Spirits	4,585	5,630	3,629	5,754	6,941
	Ready to Mix Cocktails	36,622	25,995	23,415	33,203	35,090
	Ready to Serve Cocktails	33,660	26,903	15,396	26,658	29,443
	Schnapps and Akvavit	2,469	3,228	1,198	1,634	1,974
	Summary	106,055	91,790	63,713	93,645	104,644
Rum	Amber Rum	218,647	302,572	169,283	197,280	204,488
	Dark Rum	108,970	167,250	99,668	108,451	103,024
	Flavoured Rum	21,952	11,943	8,726	14,894	16,144
	Spiced Rum	290,272	459,962	197,876	258,916	269,836
	White Rum	346,552	381,489	241,022	332,632	327,119
	Summary	986,394	1,323,216	716,575	912,171	920,610
Tequila	Blanco/Silver Tequila	68,219	54,523	50,014	77,809	91,446
	Flavoured Tequila	3,142	2,243	2,328	3,505	3,899
	Gold Tequila	170,582	131,536	117,258	171,905	192,453
	Mezcal	1,606	1,801	1,355	2,227	2,295
	Summary	243,549	190,103	170,954	255,446	290,093
Vodka	Flavoured Vodka	134,702	132,626	97,806	131,126	142,831
	Straight Vodka	2,119,153	2,144,598	1,643,071	2,054,655	2,152,282
	Summary	2,253,856	2,277,225	1,740,876	2,185,781	2,295,113
Whisky	American Whiskey	79,144	96,426	59,400	74,331	76,973
	Blended Malt Scotch Whisky	814	2,141	1,472	1,661	1,323
	Blended Scotch Whisky	245,744	296,498	217,578	247,828	238,944
	Bourbon Whiskey	79,464	101,721	79,021	84,094	86,671
	Canadian Whisky	1,140,976	1,364,263	873,403	1,070,939	1,052,933
	Flavoured Whisky	1,419	2,595	1,471	1,106	560
	Irish Whiskey	72,602	119,161	96,508	73,314	85,615
	Other Country Whisky	6,998	12,019	6,303	7,756	7,258
	Single Malt Scotch Whisky	103,382	173,923	91,409	113,389	109,444

Spirits Sales (Litres)

Litres		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Whisky	Summary	1,730,543	2,168,747	1,426,564	1,674,418	1,659,722
Summary		6,819,231	8,135,620	5,250,557	6,511,200	6,825,708

Wine Sales (Net \$)



Wine Sales (Net \$)

Wine

Net Sales \$		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Argentina Wine	Argentina Red Wine	\$8,409,681	\$12,511,803	\$8,925,584	\$8,035,616	\$7,595,240
	Argentina Rose Wine	\$97,431	\$55,933	\$47,259	\$78,459	\$144,473
	Argentina Sparkling Wine	\$10,723	\$28,090	\$10,516	\$9,683	\$14,512
	Argentina White Wine	\$780,821	\$745,143	\$601,547	\$790,460	\$819,654
	Summary	\$9,298,656	\$13,340,969	\$9,584,906	\$8,914,218	\$8,573,879
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Australia Red Wine	\$8,921,162	\$12,389,353	\$8,505,302	\$9,020,322	\$8,602,426
	Australia Rose Wine	\$174,593	\$126,047	\$114,631	\$247,154	\$285,434
	Australia Sparkling Wine	\$632,996	\$983,202	\$492,863	\$709,462	\$718,655
	Australia White Wine	\$5,439,826	\$5,389,591	\$3,787,519	\$5,154,512	\$4,950,743
	Summary	\$15,168,577	\$18,888,193	\$12,900,315	\$15,131,451	\$14,557,259
Austria Wine	Austria Red Wine	\$4,749	\$7,550	\$34,435	\$49,627	\$10,505
	Austria Rose Wine	\$1,218	\$0	\$0	\$0	\$0
	Austria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Austria White Wine	\$46,059	\$43,782	\$63,269	\$87,374	\$39,673
	Summary	\$52,026	\$51,332	\$97,704	\$137,001	\$50,177
Bulgaria Wine	Bulgaria Red Wine	\$16,016	\$30,275	\$20,897	\$25,185	\$12,319
	Bulgaria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$1,018	\$102	\$204	\$0	\$0
	Summary	\$17,033	\$30,377	\$21,101	\$25,185	\$12,319
Canada - BC	Canada - BC Dessert Wine	\$389,415	\$206,830	\$133,670	\$253,922	\$386,127
	Canada - BC Fruit Wine	\$1,742,512	\$970,165	\$582,813	\$1,079,995	\$1,812,057
	Canada - BC Ice Wine	\$2,741,048	\$1,675,917	\$1,077,984	\$1,959,708	\$2,670,187
	Canada - BC Red Wine	\$65,997,952	\$64,344,412	\$45,725,521	\$58,407,726	\$65,161,127
	Canada - BC Rose Wine	\$5,767,675	\$2,353,389	\$2,143,300	\$6,520,951	\$7,705,927
	Canada - BC Sparkling Wine	\$2,643,823	\$2,144,442	\$1,250,316	\$2,667,746	\$3,328,915

Wine Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Canada - BC	Canada - BC White Wine	\$67,590,411	\$51,441,683	\$40,201,203	\$59,514,190	\$67,409,200
	Summary	\$146,872,836	\$123,136,837	\$91,114,806	\$130,404,239	\$148,473,540
Canada - Other	Canada - Other Dessert Wine	\$3,284	\$5,569	\$1,285	\$2,613	\$4,141
	Canada - Other Fruit Wine	\$26,632	\$23,765	\$13,019	\$7,632	\$10,529
	Canada - Other Ice Wine	\$1,371,069	\$947,560	\$1,049,997	\$1,027,897	\$1,504,265
	Canada - Other Red Wine	\$234,007	\$213,068	\$242,716	\$337,664	\$310,681
	Canada - Other Rose Wine	\$1,751	\$455	\$803	\$503	\$1,155
	Canada - Other Sparkling Wine	\$333,447	\$609,490	\$314,755	\$385,346	\$352,913
	Canada - Other White Wine	\$167,391	\$131,449	\$212,939	\$213,991	\$192,238
	Summary	\$2,137,581	\$1,931,356	\$1,835,515	\$1,975,646	\$2,375,921
Chile Wine	Chile Fruit and Dessert Wine	\$5,832	\$11,948	\$4,791	\$6,186	\$5,234
	Chile Red Wine	\$6,808,149	\$8,685,719	\$7,718,766	\$7,588,664	\$6,411,880
	Chile Rose Wine	\$236,440	\$12,018	\$20,551	\$241,419	\$123,259
	Chile Sparkling Wine	\$48,976	\$60,330	\$40,240	\$42,993	\$43,781
	Chile White Wine	\$3,420,548	\$3,144,396	\$2,769,145	\$3,437,730	\$3,518,211
	Summary	\$10,519,944	\$11,914,411	\$10,553,493	\$11,316,991	\$10,102,364
China Wine	China Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	China Red Wine	\$2,514	\$2,112	\$201	\$0	\$1,837
	China White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$2,514	\$2,112	\$201	\$0	\$1,837
Fortified Wine	Other Fortified Domestic Wine	\$1,753,176	\$1,396,307	\$1,005,991	\$1,311,990	\$1,576,193
	Other Fortified Import Wine	\$425,757	\$673,083	\$457,660	\$434,548	\$414,857
	Port Wine	\$533,557	\$1,248,674	\$705,020	\$585,938	\$618,306
	Sherry Wine	\$185,202	\$355,902	\$276,039	\$219,924	\$191,918
	Vermouth Wine	\$461,165	\$596,377	\$469,943	\$527,859	\$490,770
	Summary	\$3,358,857	\$4,270,343	\$2,914,654	\$3,080,259	\$3,292,044
France Wine	France Champagne Wine	\$3,496,699	\$5,980,428	\$2,340,021	\$3,421,984	\$3,955,522
	France Fruit and Dessert Wine	\$20,253	\$80,681	\$18,512	\$17,172	\$36,888

Wine Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
France Wine	France Red Wine	\$9,462,543	\$12,074,271	\$9,012,111	\$8,324,493	\$8,260,476
	France Rose Wine	\$1,531,730	\$470,282	\$588,696	\$2,720,268	\$2,363,860
	France Sparkling Wine	\$625,148	\$1,063,632	\$505,268	\$683,742	\$710,563
	France White Wine	\$3,495,387	\$4,078,503	\$2,813,546	\$3,501,852	\$3,520,587
	Summary	\$18,631,760	\$23,747,797	\$15,278,153	\$18,669,511	\$18,847,896
Georgia Wine	Georgia Red Wine	\$49,479	\$73,222	\$49,085	\$47,603	\$38,832
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$49,479	\$73,222	\$49,085	\$47,603	\$38,832
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$23,934	(\$8,974)	\$202	\$0
	Germany Red Wine	\$52,434	\$53,528	\$56,017	\$43,110	\$25,928
	Germany Rose Wine	\$19,003	\$11,580	\$10,527	\$18,892	\$13,454
	Germany Sparkling Wine	\$551,220	\$1,355,307	\$379,143	\$627,677	\$597,500
	Germany White Wine	\$1,283,918	\$1,548,066	\$1,305,259	\$1,283,177	\$1,227,745
	Summary	\$1,906,574	\$2,992,416	\$1,741,972	\$1,973,058	\$1,864,627
Greece Wine	Greece Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Greece Red Wine	\$101,236	\$123,888	\$107,385	\$117,951	\$95,905
	Greece Rose Wine	\$0	\$0	\$0	\$390	\$0
	Greece White Wine	\$114,063	\$97,052	\$79,661	\$111,524	\$117,889
	Summary	\$215,299	\$220,940	\$187,045	\$229,866	\$213,794
Hungary Wine	Hungary Fruit and Dessert Wine	\$14,326	\$37,439	\$29,674	\$15,227	\$20,967
	Hungary Red Wine	\$28,452	\$40,754	\$38,562	\$25,626	\$34,037
	Hungary Sparkling Wine	\$51,502	\$97,932	\$35,603	\$66,597	\$65,060
	Hungary White Wine	\$143,782	\$135,977	\$147,107	\$136,786	\$122,814
	Summary	\$238,062	\$312,102	\$250,946	\$244,236	\$242,878
Israel Wine	Israel Red Wine	\$34,165	\$35,937	\$29,738	\$36,785	\$33,450
	Israel Rose Wine	\$4,787	\$1,661	\$3,848	\$5,554	\$4,074
	Israel White Wine	\$14,432	\$16,170	\$13,681	\$17,454	\$18,523
	Summary	\$53,384	\$53,768	\$47,267	\$59,793	\$56,047

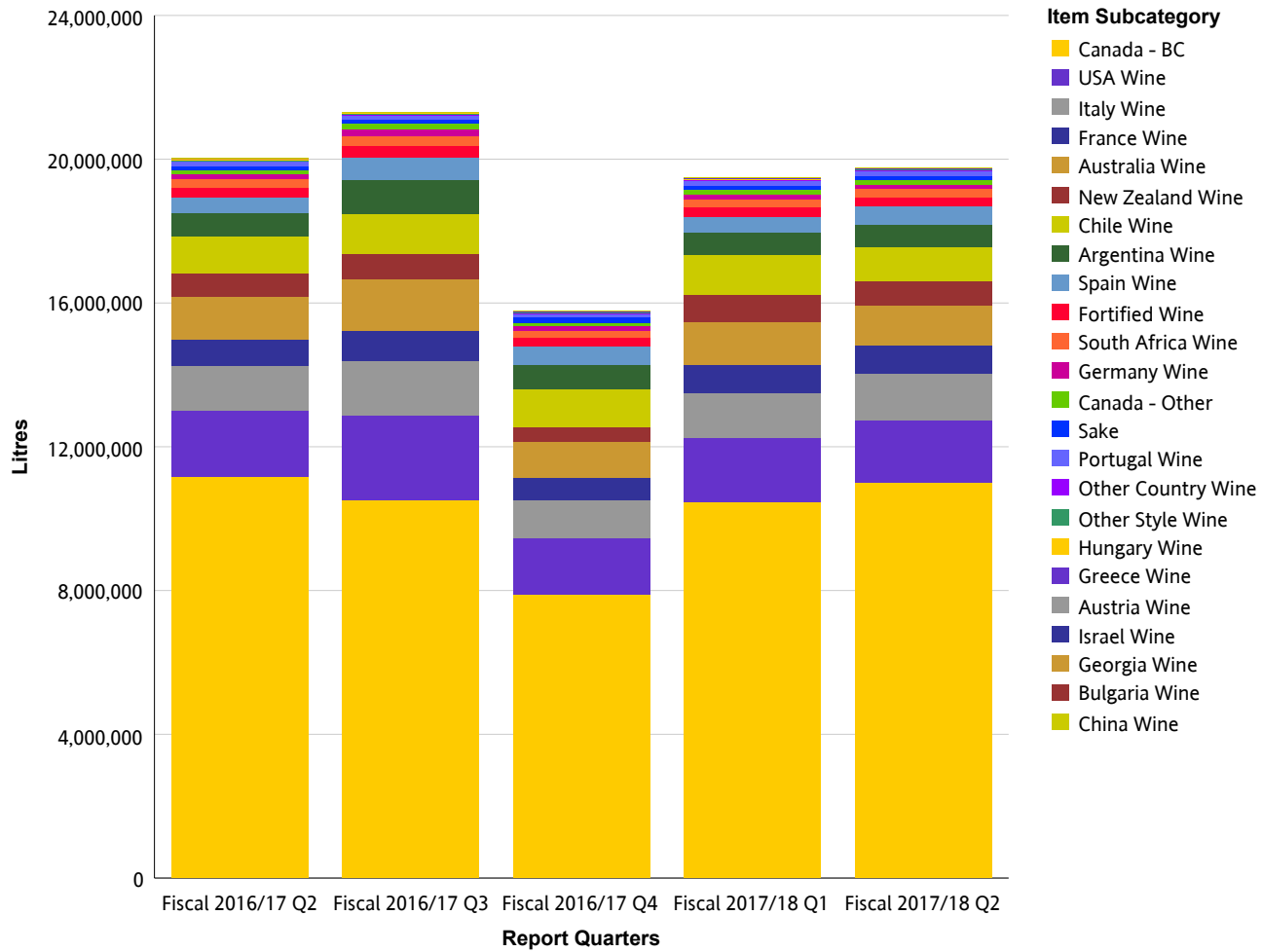
Wine Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Italy Wine	Italy Fruit and Dessert Wine	\$5,918	\$12,026	\$8,700	\$6,010	\$5,102
	Italy Red Wine	\$9,867,656	\$14,441,022	\$10,283,244	\$9,906,996	\$10,050,760
	Italy Rose Wine	\$335,494	\$211,995	\$179,803	\$449,057	\$551,789
	Italy Sparkling Wine	\$1,300,297	\$1,868,473	\$1,010,471	\$1,326,553	\$1,448,191
	Italy White Wine	\$5,359,755	\$4,739,567	\$3,938,930	\$5,055,292	\$5,518,988
	Prosecco Wine	\$3,206,284	\$5,015,078	\$2,310,618	\$3,572,325	\$4,204,370
	Summary	\$20,075,403	\$26,288,161	\$17,731,766	\$20,316,234	\$21,779,200
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$740,502	\$951,546	\$727,774	\$734,001	\$630,126
	New Zealand Rose Wine	\$58,768	\$8,480	\$138,679	\$327,629	\$440,146
	New Zealand Sparkling Wine	\$142,090	\$182,679	\$107,550	\$121,327	\$123,331
	New Zealand White Wine	\$10,608,575	\$10,992,417	\$6,719,397	\$11,959,038	\$10,653,091
	Summary	\$11,549,935	\$12,135,122	\$7,693,401	\$13,141,996	\$11,846,694
Other Country Wine	Other Country Fruit and Dessert Wine	\$182,198	\$208,573	\$214,617	\$207,356	\$217,377
	Other Country Red Wine	\$74,826	\$100,103	\$101,296	\$77,527	\$113,602
	Other Country Rose Wine	\$2,888	\$1,722	\$2,915	\$5,393	\$4,391
	Other Country Sparkling Wine	\$6,414	\$5,443	\$3,018	\$8,186	\$27,352
	Other Country White Wine	\$30,768	\$27,240	\$41,617	\$47,626	\$68,691
	Summary	\$297,094	\$343,081	\$363,462	\$346,087	\$431,412
Other Style Wine	Aperitif And Flavoured Wine	\$206,377	\$212,550	\$125,421	\$161,473	\$178,523
	Mead	\$8,200	\$13,874	\$4,789	\$46,151	\$70,687
	Rice Wine	\$45,773	\$61,148	\$70,834	\$47,580	\$45,912
	Summary	\$260,350	\$287,571	\$201,043	\$255,205	\$295,122
Portugal Wine	Portugal Fruit and Dessert Wine	\$0	\$2,391	\$1,088	\$1,001	\$606
	Portugal Red Wine	\$501,507	\$691,436	\$699,482	\$667,086	\$662,261
	Portugal Rose Wine	\$193,472	\$174,155	\$153,535	\$292,469	\$314,650
	Portugal Sparkling Wine	\$880	\$4,194	\$5,017	\$14,048	\$8,340
	Portugal White Wine	\$588,401	\$311,020	\$253,652	\$570,715	\$547,365

Wine Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Portugal Wine	Summary	\$1,284,260	\$1,183,196	\$1,112,773	\$1,545,320	\$1,533,222
Sake	Japan Sake	\$1,005,367	\$1,061,818	\$1,123,441	\$1,131,397	\$1,213,363
	Other Country Sake	\$81,312	\$72,990	\$67,382	\$80,417	\$90,238
	USA Sake	\$667,615	\$800,892	\$835,703	\$711,876	\$676,502
	Summary	\$1,754,293	\$1,935,701	\$2,026,526	\$1,923,690	\$1,980,103
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	South Africa Red Wine	\$1,473,194	\$1,774,436	\$1,403,293	\$1,277,649	\$1,379,310
	South Africa Rose Wine	\$555	\$306	\$0	\$43,606	\$79,090
	South Africa Sparkling Wine	\$81,545	\$69,353	\$41,440	\$34,355	\$35,012
	South Africa White Wine	\$1,146,564	\$1,013,263	\$844,408	\$1,099,214	\$1,190,408
	Summary	\$2,701,858	\$2,857,358	\$2,289,140	\$2,454,824	\$2,683,820
Spain Wine	Spain Fruit and Dessert Wine	\$0	\$0	\$1,340	\$5,059	\$11,511
	Spain Red Wine	\$4,629,870	\$5,822,584	\$4,742,560	\$4,467,641	\$4,578,707
	Spain Rose Wine	\$150,297	\$56,023	\$76,476	\$243,700	\$225,802
	Spain Sparkling Wine	\$1,068,515	\$2,118,353	\$749,220	\$1,160,406	\$1,153,954
	Spain White Wine	\$403,755	\$374,055	\$610,783	\$370,534	\$531,288
	Summary	\$6,252,437	\$8,371,016	\$6,180,379	\$6,247,341	\$6,501,262
USA Wine	USA Fruit and Dessert Wine	\$7,113	\$4,428	\$3,288	\$5,746	\$4,370
	USA Red Wine	\$20,687,636	\$30,137,439	\$19,071,327	\$21,568,431	\$19,298,220
	USA Rose Wine	\$1,061,270	\$1,016,740	\$1,047,684	\$1,321,646	\$1,355,926
	USA Sparkling Wine	\$405,237	\$632,730	\$284,185	\$388,161	\$368,465
	USA White Wine	\$7,594,518	\$7,512,000	\$5,578,486	\$6,981,824	\$7,448,392
	Summary	\$29,755,774	\$39,303,338	\$25,984,970	\$30,265,807	\$28,475,374
Summary		\$282,453,988	\$293,670,719	\$210,160,624	\$268,705,560	\$284,229,623

Wine Sales (Litres)



Wine Sales (Litres)

Wine

Litres		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Argentina Wine	Argentina Red Wine	571,429	878,303	644,533	546,501	520,777
	Argentina Rose Wine	7,524	4,258	3,659	6,121	11,023
	Argentina Sparkling Wine	526	1,488	517	480	747
	Argentina White Wine	64,659	63,338	48,938	66,556	68,765
	Summary	644,138	947,387	697,647	619,658	601,312
Australia Wine	Australia Fruit and Dessert Wine	0	0	0	0	0
	Australia Red Wine	624,476	852,981	604,386	641,608	601,193
	Australia Rose Wine	14,681	10,440	9,085	19,803	24,166
	Australia Sparkling Wine	50,208	78,756	37,314	56,276	56,065
	Australia White Wine	508,604	511,549	349,604	488,162	450,942
	Summary	1,197,969	1,453,726	1,000,389	1,205,848	1,132,366
Austria Wine	Austria Red Wine	180	252	468	734	297
	Austria Rose Wine	54	0	0	0	0
	Austria Sparkling Wine	0	0	0	0	0
	Austria White Wine	2,031	1,856	2,386	2,612	1,555
	Summary	2,265	2,108	2,854	3,346	1,852
Bulgaria Wine	Bulgaria Red Wine	1,458	2,892	1,566	2,311	1,136
	Bulgaria Sparkling Wine	0	0	0	0	0
	Bulgaria White Wine	90	9	18	0	0
	Summary	1,548	2,901	1,584	2,311	1,136
Canada - BC	Canada - BC Dessert Wine	7,955	4,268	2,781	4,736	7,289
	Canada - BC Fruit Wine	79,990	42,503	26,783	48,115	78,964
	Canada - BC Ice Wine	22,155	14,705	10,267	15,238	22,428
	Canada - BC Red Wine	4,762,669	5,246,952	3,738,019	4,513,344	4,535,258
	Canada - BC Rose Wine	394,377	206,325	188,630	423,468	500,018
	Canada - BC Sparkling Wine	112,248	85,551	50,173	104,884	137,361

Wine Sales (Litres)

Litres		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Canada - BC	Canada - BC White Wine	5,789,865	4,928,281	3,858,906	5,349,199	5,733,124
	Summary	11,169,259	10,528,585	7,875,559	10,458,985	11,014,442
Canada - Other	Canada - Other Dessert Wine	104	176	40	81	130
	Canada - Other Fruit Wine	482	652	386	125	177
	Canada - Other Ice Wine	18,469	11,958	13,794	13,182	19,943
	Canada - Other Red Wine	20,505	17,362	24,100	33,167	25,748
	Canada - Other Rose Wine	108	27	50	38	62
	Canada - Other Sparkling Wine	53,278	101,186	46,561	60,137	55,960
	Canada - Other White Wine	18,884	13,503	19,466	20,663	18,010
	Summary	111,829	144,865	104,396	127,394	120,030
Chile Wine	Chile Fruit and Dessert Wine	182	395	136	180	144
	Chile Red Wine	635,534	800,679	752,124	737,749	596,385
	Chile Rose Wine	24,988	986	2,042	25,322	11,844
	Chile Sparkling Wine	3,122	3,524	2,415	2,510	2,546
	Chile White Wine	360,896	319,194	280,915	351,742	360,291
	Summary	1,024,722	1,124,777	1,037,632	1,117,503	971,210
China Wine	China Fruit and Dessert Wine	0	0	0	0	0
	China Red Wine	112	94	9	0	4
	China White Wine	0	0	0	0	0
	Summary	112	94	9	0	4
Fortified Wine	Other Fortified Domestic Wine	155,437	161,496	130,964	142,761	135,190
	Other Fortified Import Wine	29,898	46,123	31,918	30,819	28,375
	Port Wine	16,345	39,044	21,039	17,277	18,226
	Sherry Wine	10,544	19,693	15,641	12,122	10,188
	Vermouth Wine	46,660	61,363	45,871	54,351	49,070
	Summary	258,884	327,719	245,433	257,329	241,048
France Wine	France Champagne Wine	38,655	67,984	26,302	37,167	42,546
	France Fruit and Dessert Wine	278	950	279	286	585

Wine Sales (Litres)

Litres		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
France Wine	France Red Wine	374,622	501,618	383,820	361,899	363,647
	France Rose Wine	91,288	29,514	36,018	157,312	150,914
	France Sparkling Wine	35,407	63,914	28,651	39,260	42,372
	France White Wine	172,189	175,021	142,941	174,014	177,069
	Summary	712,439	839,001	618,011	769,938	777,133
Georgia Wine	Georgia Red Wine	2,742	4,051	2,693	2,622	2,149
	Georgia White Wine	0	0	0	0	0
	Summary	2,742	4,051	2,693	2,622	2,149
Germany Wine	Germany Fruit and Dessert Wine	0	4,126	-1,631	24	0
	Germany Red Wine	3,724	3,466	3,314	2,710	1,794
	Germany Rose Wine	1,336	832	692	1,184	927
	Germany Sparkling Wine	33,785	89,828	22,761	39,017	36,362
	Germany White Wine	93,966	111,374	93,144	92,830	88,855
	Summary	132,812	209,626	118,280	135,764	127,938
Greece Wine	Greece Fruit and Dessert Wine	0	0	0	0	0
	Greece Red Wine	8,598	10,210	8,262	9,665	7,523
	Greece Rose Wine	0	0	0	22	0
	Greece White Wine	10,198	8,406	6,781	9,589	10,042
	Summary	18,796	18,616	15,042	19,276	17,566
Hungary Wine	Hungary Fruit and Dessert Wine	272	723	551	371	526
	Hungary Red Wine	2,247	3,352	3,198	2,060	2,784
	Hungary Sparkling Wine	4,300	8,119	2,752	5,435	5,349
	Hungary White Wine	14,437	12,770	15,238	12,922	11,674
	Summary	21,256	24,964	21,739	20,788	20,334
Israel Wine	Israel Red Wine	1,822	1,915	1,566	1,956	1,781
	Israel Rose Wine	274	95	220	318	233
	Israel White Wine	785	880	736	946	1,005
	Summary	2,882	2,890	2,522	3,220	3,020

Wine Sales (Litres)

Litres		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Italy Wine	Italy Fruit and Dessert Wine	101	174	127	152	105
	Italy Red Wine	575,768	778,073	553,550	571,784	559,002
	Italy Rose Wine	18,874	12,186	10,097	27,544	33,097
	Italy Sparkling Wine	74,709	110,922	57,851	77,299	80,421
	Italy White Wine	414,091	356,682	303,317	387,926	418,066
	Prosecco Wine	173,672	271,898	123,759	192,306	222,126
	Summary	1,257,214	1,529,935	1,048,702	1,257,011	1,312,817
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	34,709	45,506	35,986	34,403	29,037
	New Zealand Rose Wine	3,216	462	7,098	18,545	24,218
	New Zealand Sparkling Wine	6,502	8,629	4,754	5,676	5,620
	New Zealand White Wine	605,324	623,314	369,981	681,481	592,230
	Summary	649,751	677,911	417,819	740,105	651,104
Other Country Wine	Other Country Fruit and Dessert Wine	12,958	14,473	14,231	14,272	14,550
	Other Country Red Wine	4,082	5,584	4,563	4,264	5,600
	Other Country Rose Wine	122	81	144	260	202
	Other Country Sparkling Wine	191	250	164	333	842
	Other Country White Wine	1,904	1,706	1,867	2,533	3,440
	Summary	19,258	22,095	20,969	21,661	24,635
Other Style Wine	Aperitif And Flavoured Wine	17,311	15,171	8,524	12,502	13,254
	Mead	341	479	183	1,784	2,681
	Rice Wine	3,717	4,014	4,391	3,447	3,384
	Summary	21,368	19,664	13,098	17,734	19,320
Portugal Wine	Portugal Fruit and Dessert Wine	0	27	32	22	22
	Portugal Red Wine	37,244	50,029	56,204	50,246	51,569
	Portugal Rose Wine	19,496	17,673	16,053	28,418	29,898
	Portugal Sparkling Wine	45	171	158	486	337
	Portugal White Wine	57,142	28,500	21,920	51,872	48,218

Wine Sales (Litres)

Litres		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Portugal Wine	Summary	113,926	96,400	94,365	131,043	130,045
Sake	Japan Sake	34,755	35,173	36,970	38,074	39,266
	Other Country Sake	3,229	3,160	2,874	3,176	3,458
	USA Sake	78,890	92,174	98,838	83,101	78,290
	Summary	116,873	130,507	138,682	124,350	121,014
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	0	0
	South Africa Red Wine	125,054	157,690	120,146	99,326	115,798
	South Africa Rose Wine	36	18	0	3,287	6,252
	South Africa Sparkling Wine	6,557	5,727	2,888	2,487	2,434
	South Africa White Wine	111,524	96,928	79,336	107,054	113,879
	Summary	243,172	260,364	202,370	212,154	238,364
Spain Wine	Spain Fruit and Dessert Wine	0	0	18	216	322
	Spain Red Wine	344,427	435,399	375,870	332,040	373,347
	Spain Rose Wine	11,636	4,436	6,470	18,456	16,671
	Spain Sparkling Wine	65,324	136,854	45,475	72,434	69,638
	Spain White Wine	32,653	34,487	75,018	27,869	55,040
	Summary	454,040	611,176	502,850	451,015	515,019
USA Wine	USA Fruit and Dessert Wine	451	225	184	360	310
	USA Red Wine	1,133,269	1,614,013	1,039,428	1,111,201	999,589
	USA Rose Wine	130,124	125,333	122,055	146,498	149,953
	USA Sparkling Wine	26,371	41,212	19,216	25,508	23,125
	USA White Wine	550,162	549,759	410,961	505,356	540,421
	Summary	1,840,379	2,330,542	1,591,844	1,788,924	1,713,399
Summary		20,017,635	21,309,902	15,774,490	19,487,982	19,757,255

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.