

Liquor Market Review

Fiscal 2018/19 Q4

March 2019



**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

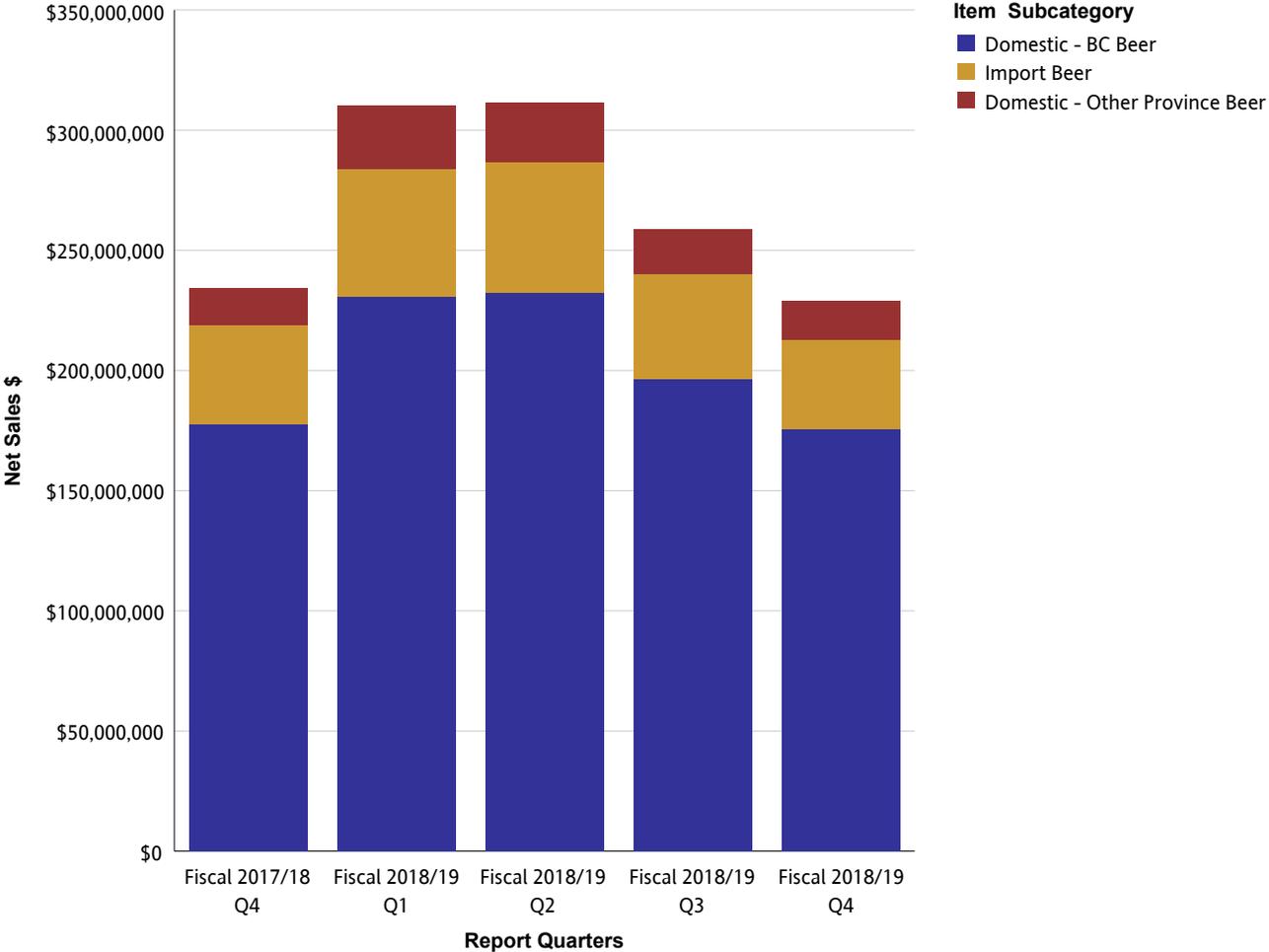
The Liquor Market Review provides provincial sales through the Wholesale channel for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer and excludes any applicable taxes. For each reporting period,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

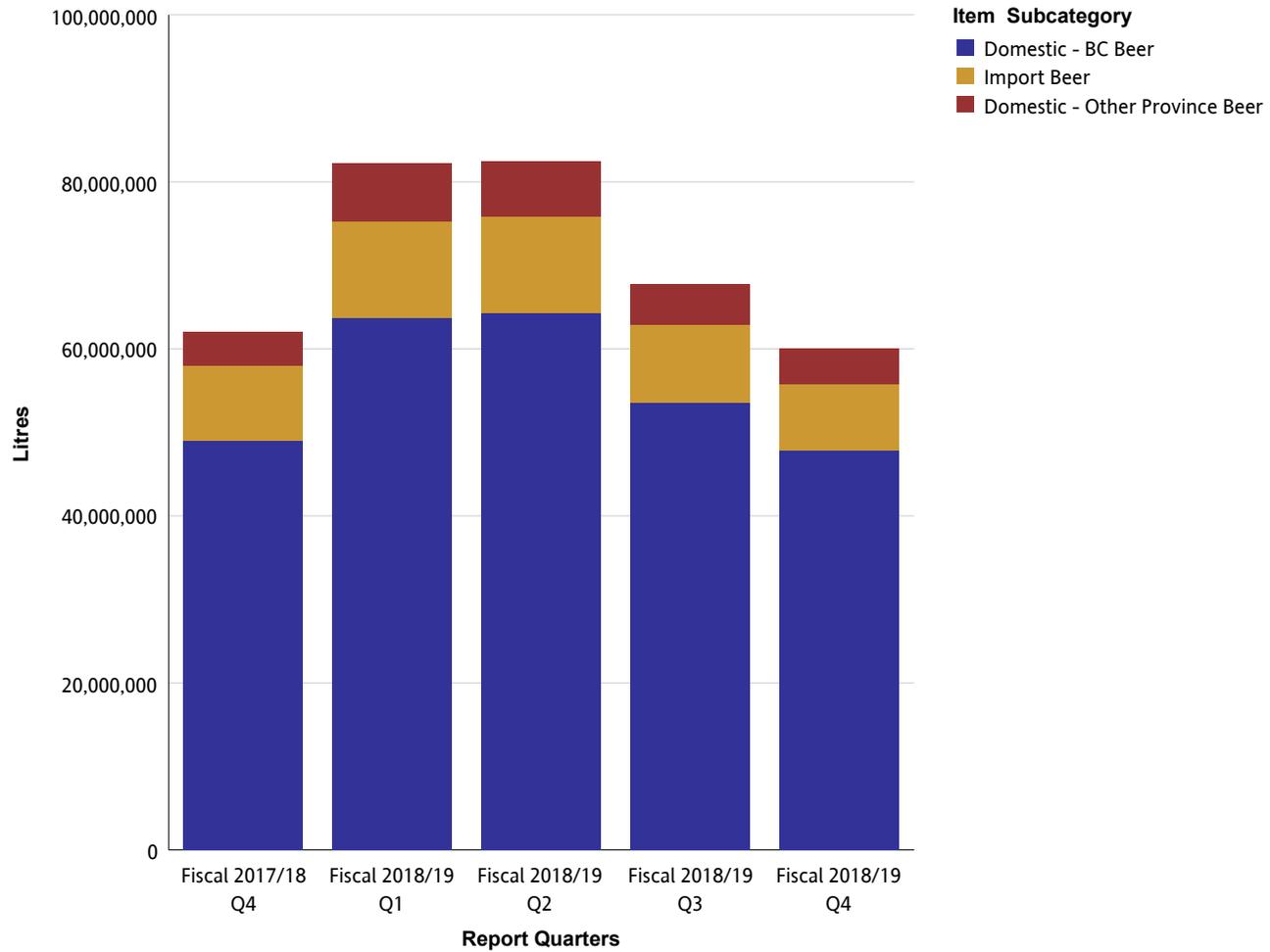


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	\$116,904,860	\$152,567,512	\$150,339,008	\$125,998,063	\$109,872,390
	Domestic - BC Micro Brew Beer	\$29,045,093	\$36,458,598	\$39,394,361	\$32,861,526	\$31,816,826
	Domestic - BC Regional Beer	\$31,598,669	\$41,731,489	\$42,654,530	\$37,733,958	\$33,823,008
	Summary	\$177,548,621	\$230,757,598	\$232,387,899	\$196,593,547	\$175,512,224
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$13,047,287	\$24,014,588	\$22,384,440	\$16,169,155	\$14,035,951
	Domestic - Other Province Micro Brew Beer	\$271,441	\$388,144	\$498,839	\$347,874	\$352,050
	Domestic - Other Province Regional Beer	\$1,878,655	\$2,059,884	\$2,007,055	\$1,984,037	\$1,536,142
	Summary	\$15,197,383	\$26,462,617	\$24,890,334	\$18,501,067	\$15,924,142
Import Beer	Asia And South Pacific Beer	\$1,465,471	\$1,583,739	\$1,791,448	\$1,487,199	\$1,507,695
	Europe Beer	\$24,636,331	\$28,682,718	\$28,976,904	\$27,350,845	\$23,165,926
	Mexico And Caribbean Beer	\$8,077,358	\$15,229,807	\$15,871,776	\$8,657,932	\$7,883,937
	Other Country Beer	\$155,423	\$143,945	\$195,544	\$140,413	\$106,176
	USA Beer	\$7,069,654	\$7,349,833	\$7,320,089	\$5,838,994	\$4,574,141
	Summary	\$41,404,237	\$52,990,042	\$54,155,761	\$43,475,383	\$37,237,874
Summary		\$234,150,241	\$310,210,258	\$311,433,994	\$258,569,996	\$228,674,241

Beer Sales (Litres)

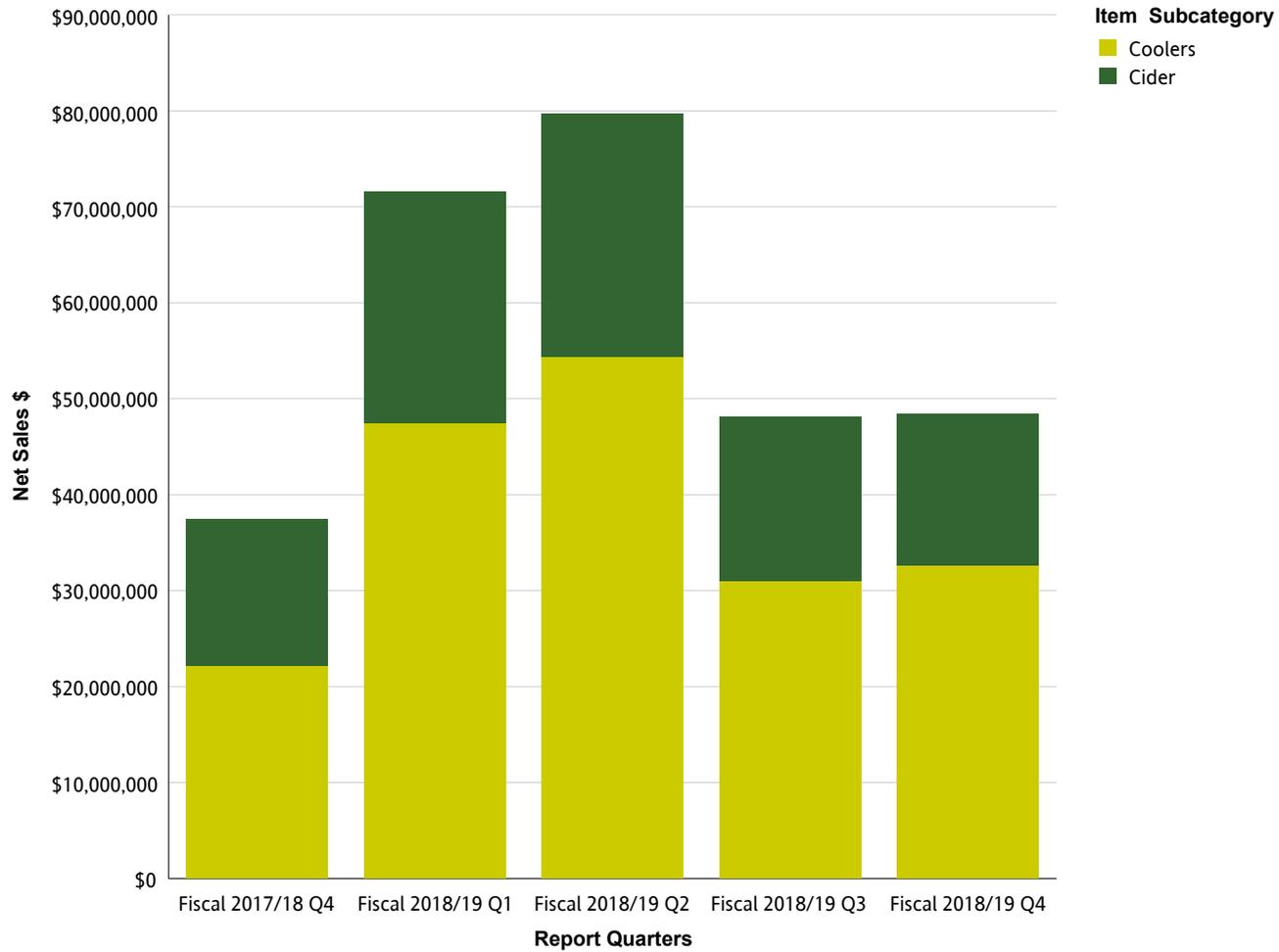


Beer Sales (Litres)

Beer

Litres		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	33,733,621	43,971,893	43,398,870	35,979,948	31,176,405
	Domestic - BC Micro Brew Beer	6,483,869	8,173,394	8,879,251	7,166,137	7,117,219
	Domestic - BC Regional Beer	8,809,158	11,647,104	11,962,967	10,411,323	9,544,399
	Summary	49,026,648	63,792,392	64,241,088	53,557,409	47,838,024
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	3,510,613	6,338,629	5,976,578	4,311,153	3,776,643
	Domestic - Other Province Micro Brew Beer	38,689	61,467	76,302	50,939	50,922
	Domestic - Other Province Regional Beer	517,880	544,326	530,263	500,699	412,033
	Summary	4,067,182	6,944,422	6,583,143	4,862,791	4,239,598
Import Beer	Asia And South Pacific Beer	299,407	322,070	364,684	301,241	302,923
	Europe Beer	5,476,246	6,422,559	6,444,439	6,056,582	5,123,069
	Mexico And Caribbean Beer	1,518,873	2,938,810	3,062,672	1,617,836	1,460,448
	Other Country Beer	37,674	33,936	49,205	32,568	26,678
	USA Beer	1,635,627	1,730,536	1,733,414	1,358,710	1,053,709
	Summary	8,967,827	11,447,910	11,654,414	9,366,937	7,966,827
Summary		62,061,656	82,184,724	82,478,645	67,787,137	60,044,448

Refreshment Beverages Sales (Net \$)

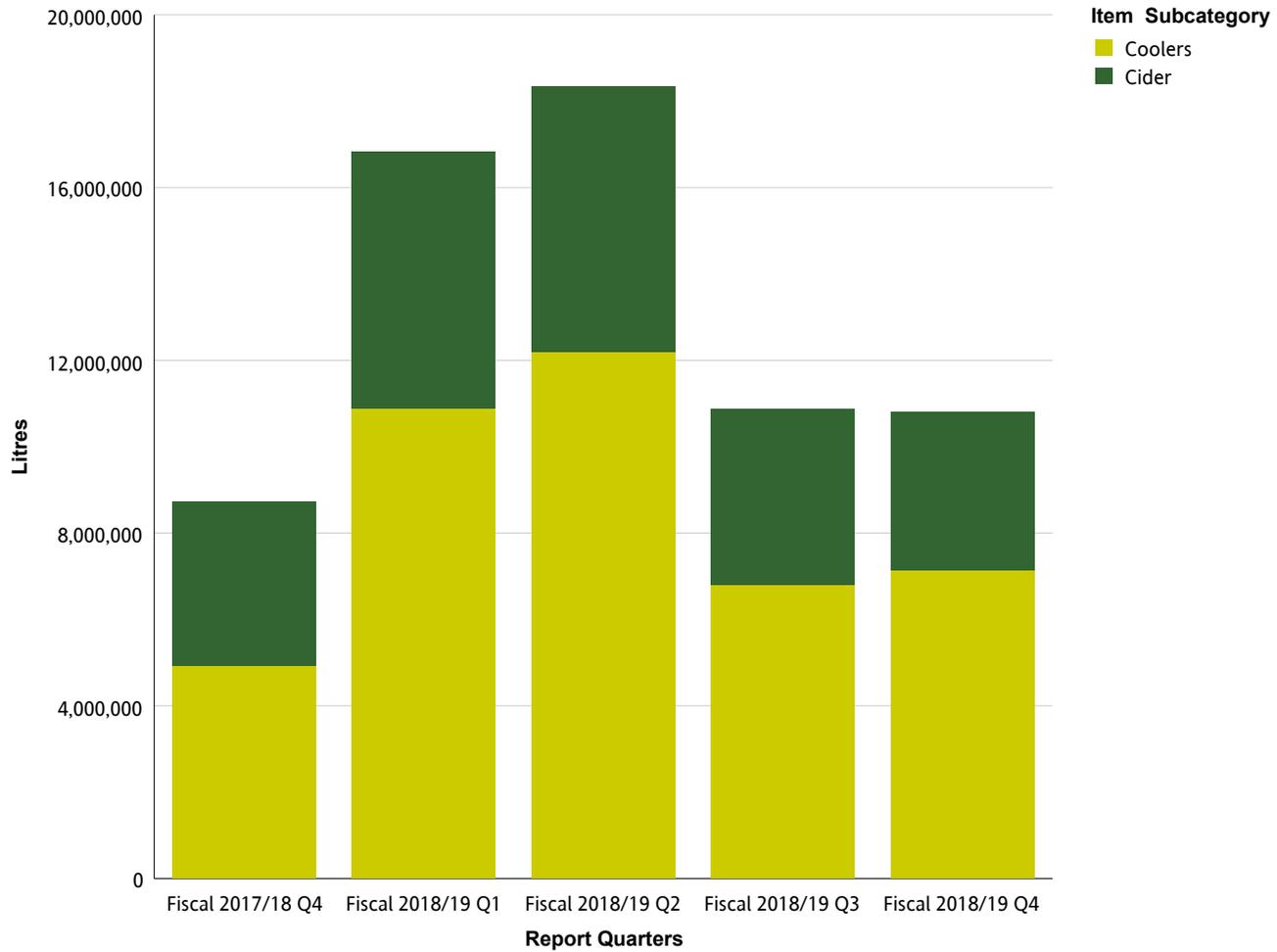


Refreshment Beverages Sales (Net \$)

Refreshment Beverages

Net Sales \$		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Cider	Domestic Cider	\$11,484,626	\$17,655,322	\$19,263,149	\$13,310,243	\$12,173,039
	Import Cider	\$3,797,100	\$6,443,589	\$6,093,884	\$3,794,808	\$3,584,198
	Summary	\$15,281,726	\$24,098,911	\$25,357,033	\$17,105,050	\$15,757,237
Coolers	Malt-Based Coolers	\$1,515,788	\$1,134,515	\$928,161	\$325,449	\$362,546
	Spirit Coolers	\$19,965,201	\$45,358,213	\$52,295,043	\$29,955,020	\$31,381,766
	Wine/Fruit Coolers	\$692,435	\$986,946	\$1,149,059	\$732,605	\$854,793
	Summary	\$22,173,424	\$47,479,674	\$54,372,263	\$31,013,074	\$32,599,105
Summary		\$37,455,150	\$71,578,585	\$79,729,296	\$48,118,125	\$48,356,342

Refreshment Beverages Sales (Litres)

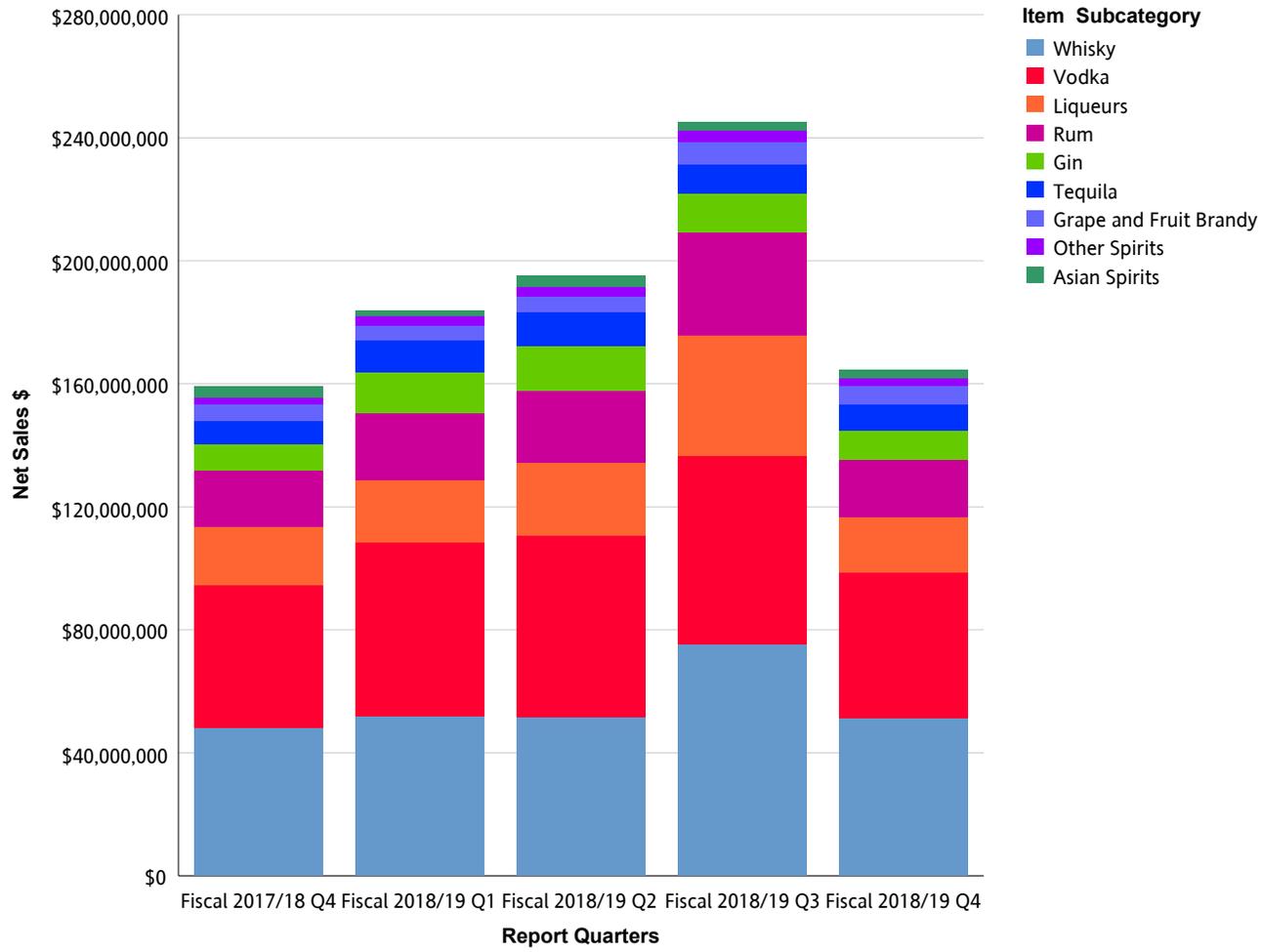


Refreshment Beverages Sales (Litres)

Refreshment Beverages

Litres		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Cider	Domestic Cider	2,991,619	4,529,062	4,806,509	3,239,803	2,895,688
	Import Cider	813,999	1,408,998	1,334,089	831,754	780,166
	Summary	3,805,619	5,938,060	6,140,598	4,071,557	3,675,854
Coolers	Malt-Based Coolers	333,408	249,901	206,546	68,137	77,042
	Spirit Coolers	4,481,578	10,480,212	11,805,494	6,614,175	6,915,278
	Wine/Fruit Coolers	119,364	168,744	190,933	125,940	133,209
	Summary	4,934,350	10,898,857	12,202,973	6,808,252	7,125,529
Summary		8,739,969	16,836,917	18,343,570	10,879,809	10,801,383

Spirits Sales (Net \$)



Spirits Sales (Net \$)

Spirits

Net Sales \$		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Asian Spirits	China Spirits	\$2,720,133	\$677,258	\$2,737,572	\$1,529,901	\$1,755,278
	Korea Spirits	\$832,842	\$864,051	\$895,536	\$962,147	\$912,672
	Other Country Asian Spirits	\$74,699	\$73,050	\$77,752	\$112,338	\$119,684
	Summary	\$3,627,673	\$1,614,360	\$3,710,860	\$2,604,385	\$2,787,634
Gin	Dry Gin	\$8,294,650	\$12,505,125	\$13,739,506	\$12,043,717	\$9,137,603
	Flavoured Gin	\$205,949	\$416,099	\$558,183	\$322,948	\$285,879
	Other Gin	\$139,784	\$165,919	\$262,600	\$223,323	\$214,895
	Summary	\$8,640,383	\$13,087,143	\$14,560,289	\$12,589,988	\$9,638,377
Grape and Fruit Brandy	Armagnac	\$78,909	\$31,221	\$59,085	\$161,737	\$112,960
	Brandy	\$2,239,549	\$2,026,421	\$2,105,646	\$3,207,063	\$2,166,738
	Cognac	\$2,595,046	\$2,496,682	\$2,635,714	\$3,499,131	\$3,666,848
	Eau de Vie	\$217,962	\$216,769	\$269,761	\$296,510	\$201,803
	Grappa And Marc	\$71,160	\$60,378	\$59,056	\$102,619	\$57,303
	Pisco	\$78,006	\$88,008	\$94,941	\$91,451	\$82,325
	Summary	\$5,280,632	\$4,919,479	\$5,224,203	\$7,358,511	\$6,287,978
Liqueurs	Anise And Herbal/Spice Liqueurs	\$6,340,755	\$6,480,018	\$6,223,260	\$8,472,362	\$6,354,032
	Coffee And Cocoa Liqueurs	\$1,124,277	\$1,269,156	\$1,737,183	\$3,009,039	\$1,099,552
	Cream/Dairy Liqueurs	\$5,335,454	\$5,485,366	\$7,872,684	\$18,557,328	\$5,044,604
	Fruit Liqueurs	\$3,127,865	\$3,690,040	\$4,214,450	\$4,923,828	\$2,921,026
	Nut Liqueurs	\$1,095,072	\$1,258,119	\$1,440,042	\$1,638,618	\$1,008,345
	Other Liqueurs	\$468,757	\$558,671	\$771,387	\$803,753	\$530,689
	Whiskey Liqueurs	\$1,326,209	\$1,349,209	\$1,328,630	\$1,896,074	\$1,309,097
	Summary	\$18,818,389	\$20,090,579	\$23,587,636	\$39,301,002	\$18,267,346
Other Spirits	Cachaca	\$31,180	\$40,983	\$51,186	\$28,280	\$32,152
	Flavoured Spirits	\$652,702	\$1,162,913	\$841,485	\$1,261,923	\$769,350
	Miscellaneous/Other Spirits	\$301,801	\$423,761	\$413,300	\$598,289	\$354,164

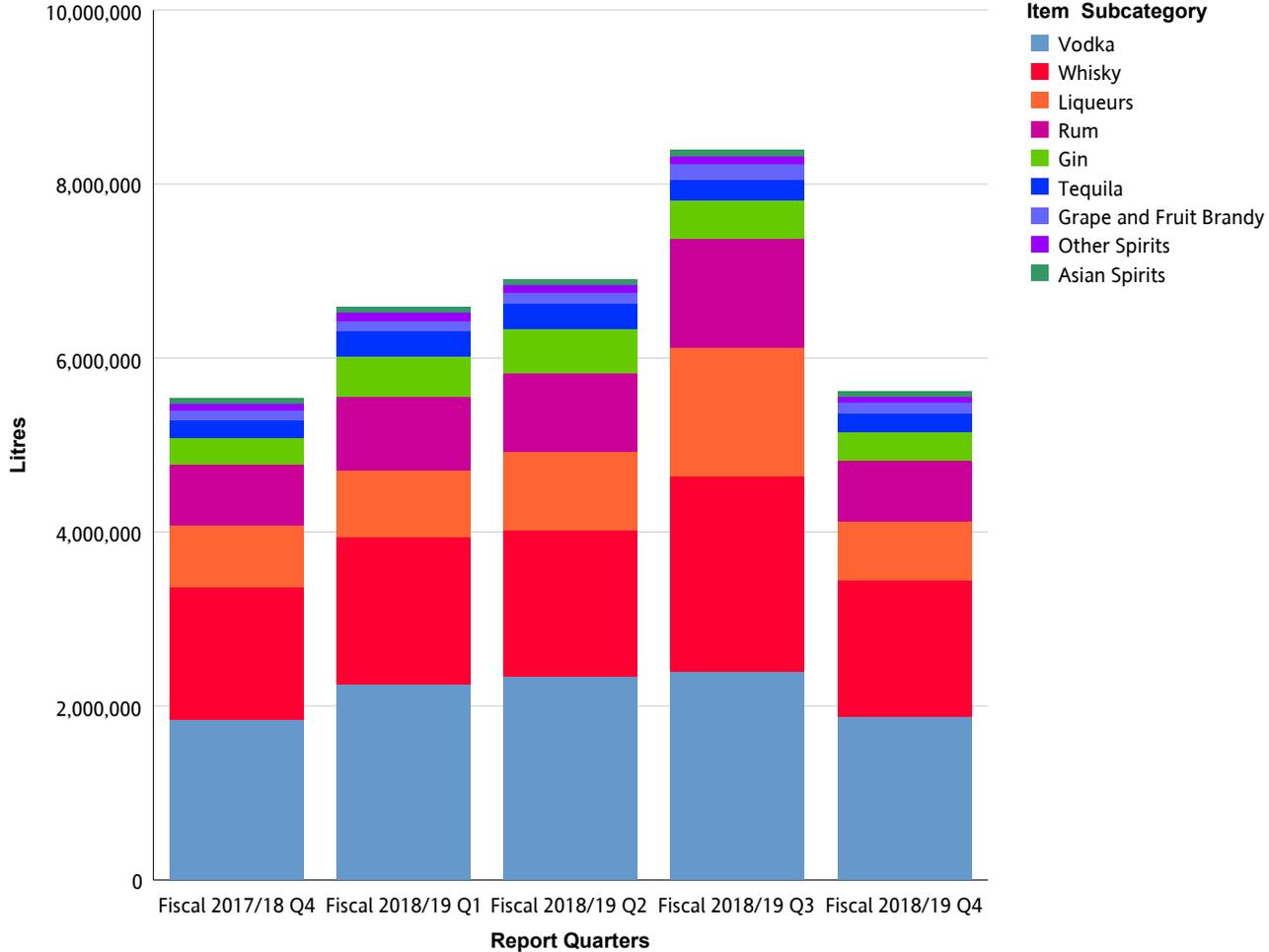
Spirits Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Other Spirits	Moonshine Spirits	\$289,431	\$290,038	\$353,215	\$411,738	\$202,168
	Ready to Mix Cocktails	\$470,140	\$622,660	\$635,691	\$492,609	\$439,131
	Ready to Serve Cocktails	\$463,528	\$602,416	\$606,962	\$759,777	\$414,944
	Schnapps and Akvavit	\$65,901	\$62,132	\$64,048	\$85,693	\$45,555
	Summary	\$2,274,683	\$3,204,902	\$2,965,887	\$3,638,309	\$2,257,464
Rum	Amber Rum	\$4,480,190	\$5,036,021	\$5,413,021	\$8,397,918	\$4,538,980
	Dark Rum	\$2,402,687	\$2,635,156	\$2,602,399	\$4,151,244	\$2,357,454
	Flavoured Rum	\$306,034	\$304,393	\$306,798	\$355,537	\$225,040
	Spiced Rum	\$5,889,825	\$6,664,663	\$7,545,539	\$12,085,630	\$5,947,583
	White Rum	\$5,453,713	\$7,426,747	\$7,587,408	\$8,378,702	\$5,499,024
	Summary	\$18,532,450	\$22,066,980	\$23,455,165	\$33,369,032	\$18,568,080
Tequila	Blanco/Silver Tequila	\$2,393,459	\$3,352,364	\$3,614,429	\$3,245,654	\$2,846,209
	Flavoured Tequila	\$89,965	\$142,782	\$133,443	\$109,660	\$100,947
	Gold Tequila	\$4,657,649	\$6,596,280	\$6,817,892	\$5,927,897	\$4,969,217
	Mezcal	\$267,732	\$326,859	\$327,392	\$361,399	\$348,927
	Summary	\$7,408,804	\$10,418,285	\$10,893,156	\$9,644,610	\$8,265,301
Vodka	Flavoured Vodka	\$2,775,243	\$3,686,268	\$3,752,705	\$3,662,082	\$2,663,612
	Straight Vodka	\$43,606,975	\$52,791,443	\$55,339,152	\$57,388,253	\$44,584,894
	Summary	\$46,382,217	\$56,477,711	\$59,091,857	\$61,050,335	\$47,248,506
Whisky	American Whiskey	\$2,175,409	\$2,241,388	\$2,479,423	\$3,078,685	\$2,537,925
	Blended Malt Scotch Whisky	\$170,259	\$122,748	\$113,892	\$278,370	\$156,655
	Blended Scotch Whisky	\$6,670,483	\$7,067,909	\$6,616,791	\$9,419,447	\$6,622,982
	Bourbon Whiskey	\$3,475,506	\$3,470,701	\$3,523,370	\$4,917,602	\$3,454,371
	Canadian Whisky	\$22,602,354	\$26,724,910	\$26,790,925	\$34,878,455	\$23,339,361
	Flavoured Whisky	\$213,685	\$19,724	\$21,170	\$406,884	\$209,109
	Irish Whiskey	\$4,032,329	\$3,123,830	\$3,522,086	\$5,439,284	\$4,429,078
	Other Country Whisky	\$703,199	\$687,712	\$851,572	\$1,330,025	\$924,607
	Single Malt Scotch Whisky	\$8,112,342	\$8,525,350	\$7,799,737	\$15,709,618	\$9,550,510

Spirits Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Whisky	Summary	\$48,155,566	\$51,984,271	\$51,718,965	\$75,458,369	\$51,224,598
Summary		\$159,120,797	\$183,863,711	\$195,208,019	\$245,014,540	\$164,545,284

Spirits Sales (Litres)



Spirits Sales (Litres)

Spirits

Litres		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Asian Spirits	China Spirits	17,459	10,578	14,259	13,732	14,261
	Korea Spirits	46,581	48,086	49,709	53,276	50,529
	Other Country Asian Spirits	2,098	2,009	2,074	2,589	2,744
	Summary	66,137	60,673	66,042	69,597	67,534
Gin	Dry Gin	298,208	450,688	478,735	416,177	314,556
	Flavoured Gin	6,936	14,466	19,283	10,691	9,689
	Other Gin	3,471	3,713	6,085	4,299	4,918
	Summary	308,616	468,867	504,102	431,167	329,163
Grape and Fruit Brandy	Armagnac	505	299	533	1,080	736
	Brandy	93,069	84,122	86,086	130,310	88,432
	Cognac	21,355	21,134	23,095	31,601	25,537
	Eau de Vie	4,860	4,812	5,746	6,641	4,409
	Grappa And Marc	1,354	1,034	1,261	1,893	1,148
	Pisco	1,978	2,266	2,528	2,278	2,027
	Summary	123,121	113,667	119,248	173,803	122,289
Liqueurs	Anise And Herbal/Spice Liqueurs	219,449	228,751	218,095	301,394	219,713
	Coffee And Cocoa Liqueurs	46,840	52,517	70,343	121,483	44,839
	Cream/Dairy Liqueurs	219,806	227,502	316,819	748,646	202,362
	Fruit Liqueurs	115,456	136,711	154,449	163,476	106,388
	Nut Liqueurs	43,803	53,687	61,356	65,298	40,230
	Other Liqueurs	18,015	20,604	27,552	28,754	19,645
	Whiskey Liqueurs	42,525	46,772	43,316	59,526	43,697
	Summary	705,895	766,544	891,930	1,488,578	676,873
Other Spirits	Cachaca	1,008	1,220	1,521	844	1,083
	Flavoured Spirits	13,822	26,791	18,442	26,557	17,842
	Miscellaneous/Other Spirits	6,610	8,918	8,443	11,881	7,376

Spirits Sales (Litres)

Litres		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Other Spirits	Moonshine Spirits	6,607	6,974	8,331	8,766	4,757
	Ready to Mix Cocktails	22,919	30,862	31,639	23,977	21,631
	Ready to Serve Cocktails	16,750	27,100	25,140	26,395	13,952
	Schnapps and Akvavit	1,760	1,518	1,600	2,176	1,126
	Summary	69,476	103,383	95,117	100,596	67,766
Rum	Amber Rum	164,286	183,988	200,798	298,411	163,991
	Dark Rum	92,154	101,140	98,938	155,904	88,059
	Flavoured Rum	12,501	12,676	12,736	14,123	8,874
	Spiced Rum	208,228	240,137	272,192	433,466	208,884
	White Rum	226,383	312,220	321,004	353,357	231,896
	Summary	703,552	850,160	905,668	1,255,260	701,704
Tequila	Blanco/Silver Tequila	61,348	90,858	98,054	79,307	70,951
	Flavoured Tequila	2,224	3,646	3,550	2,845	2,660
	Gold Tequila	126,999	183,950	190,804	151,721	125,555
	Mezcal	4,232	5,035	5,145	5,866	5,524
	Summary	194,803	283,490	297,553	239,739	204,690
Vodka	Flavoured Vodka	100,278	138,586	139,949	129,802	96,026
	Straight Vodka	1,741,404	2,113,018	2,205,669	2,268,403	1,782,664
	Summary	1,841,682	2,251,603	2,345,618	2,398,205	1,878,690
Whisky	American Whiskey	62,894	66,946	71,604	82,028	71,479
	Blended Malt Scotch Whisky	2,056	1,506	1,569	2,835	2,020
	Blended Scotch Whisky	226,738	242,974	221,138	306,905	221,364
	Bourbon Whiskey	92,219	91,616	92,681	118,056	86,974
	Canadian Whisky	907,759	1,071,651	1,075,848	1,354,913	929,678
	Flavoured Whisky	7,847	723	739	14,522	7,311
	Irish Whiskey	115,413	88,955	100,793	150,627	123,609
	Other Country Whisky	8,233	8,945	11,487	15,989	11,598
	Single Malt Scotch Whisky	103,089	114,979	106,969	189,590	113,990

Spirits Sales (Litres)

Litres		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Whisky	Summary	1,526,247	1,688,296	1,682,829	2,235,466	1,568,022
Summary		5,539,529	6,586,684	6,908,106	8,392,410	5,616,731

Wine Sales (Net \$)

Wine

Net Sales \$		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Argentina Wine	Argentina Red Wine	\$8,359,387	\$6,794,286	\$6,918,128	\$9,820,003	\$7,294,712
	Argentina Rose Wine	\$111,904	\$165,628	\$202,657	\$95,348	\$195,178
	Argentina Sparkling Wine	\$11,737	\$7,594	\$6,577	\$11,802	\$10,286
	Argentina White Wine	\$587,951	\$657,328	\$691,366	\$623,101	\$676,974
	Summary	\$9,070,978	\$7,624,837	\$7,818,728	\$10,550,253	\$8,177,150
Australia Wine	Australia Red Wine	\$8,688,465	\$8,005,841	\$8,163,552	\$11,247,620	\$7,869,074
	Australia Rose Wine	\$190,489	\$388,532	\$366,514	\$238,011	\$186,995
	Australia Sparkling Wine	\$584,763	\$772,380	\$790,723	\$1,348,144	\$572,098
	Australia White Wine	\$4,199,517	\$5,050,683	\$4,961,232	\$5,166,163	\$3,535,481
	Summary	\$13,663,235	\$14,217,437	\$14,282,020	\$17,999,938	\$12,163,649
Austria Wine	Austria Fruit and Dessert Wine	\$0	\$0	\$0	\$149	\$746
	Austria Red Wine	\$19,072	\$13,760	\$18,952	\$14,847	\$41,419
	Austria Rose Wine	\$0	\$0	\$0	\$1,216	\$1,021
	Austria Sparkling Wine	\$0	\$0	\$276	\$0	\$0
	Austria White Wine	\$59,038	\$64,555	\$44,164	\$54,834	\$49,875
	Summary	\$78,110	\$78,316	\$63,392	\$71,046	\$93,061
Bulgaria Wine	Bulgaria Red Wine	\$10,511	\$25,403	\$12,738	\$24,028	\$10,582
	Bulgaria White Wine	\$0	\$0	\$0	\$0	\$5,118
	Summary	\$10,511	\$25,403	\$12,738	\$24,028	\$15,700
Canada - BC	Canada - BC Dessert Wine	\$181,581	\$254,750	\$462,215	\$362,541	\$190,336
	Canada - BC Fruit Wine	\$802,475	\$1,184,776	\$1,566,952	\$1,163,631	\$722,493
	Canada - BC Ice Wine	\$1,087,008	\$1,208,182	\$1,723,358	\$1,412,375	\$853,624
	Canada - BC Red Wine	\$51,986,739	\$60,311,630	\$65,681,634	\$74,571,463	\$51,171,751
	Canada - BC Rose Wine	\$2,944,213	\$8,362,431	\$8,195,827	\$3,047,766	\$3,712,108
	Canada - BC Sparkling Wine	\$1,613,460	\$2,648,863	\$3,410,621	\$3,046,759	\$1,738,346
	Canada - BC White Wine	\$43,537,190	\$60,227,147	\$65,990,459	\$57,847,471	\$41,602,458

Wine Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Canada - BC	Summary	\$102,152,666	\$134,197,778	\$147,031,065	\$141,452,006	\$99,991,116
Canada - Other	Canada - Other Dessert Wine	\$0	\$0	\$0	\$10,996	\$571
	Canada - Other Fruit Wine	\$6,144	\$0	\$0	\$0	\$184
	Canada - Other Ice Wine	\$960,146	\$767,744	\$1,544,029	\$1,196,969	\$1,166,537
	Canada - Other Red Wine	\$229,979	\$311,968	\$351,805	\$327,377	\$271,430
	Canada - Other Rose Wine	\$455	\$54,487	\$87,696	\$152	\$0
	Canada - Other Sparkling Wine	\$351,086	\$366,715	\$392,277	\$796,014	\$354,013
	Canada - Other White Wine	\$116,006	\$140,000	\$179,878	\$267,537	\$229,434
	Summary	\$1,663,816	\$1,640,914	\$2,555,685	\$2,599,045	\$2,022,169
Chile Wine	Chile Fruit and Dessert Wine	\$4,711	\$344	\$2,660	\$1,031	\$2,288
	Chile Red Wine	\$7,554,593	\$6,681,870	\$6,749,245	\$8,936,353	\$6,875,652
	Chile Rose Wine	\$180,632	\$541,160	\$530,501	\$149,516	\$293,124
	Chile Sparkling Wine	\$72,744	\$68,629	\$83,569	\$58,637	\$80,927
	Chile White Wine	\$2,836,369	\$3,206,985	\$3,678,663	\$3,379,745	\$2,788,722
	Summary	\$10,649,049	\$10,498,988	\$11,044,639	\$12,525,282	\$10,040,713
China Wine	China Red Wine	\$1,839	\$18,076	\$6,325	\$5,239	\$1,457
	China White Wine	\$0	\$0	\$276	\$276	\$0
	Summary	\$1,839	\$18,076	\$6,601	\$5,515	\$1,457
Fortified Wine	Other Fortified Domestic Wine	\$912,359	\$1,180,785	\$1,270,519	\$1,168,756	\$790,804
	Other Fortified Import Wine	\$455,315	\$394,494	\$389,535	\$619,881	\$415,629
	Port Wine	\$668,169	\$437,335	\$518,646	\$1,320,317	\$653,090
	Sherry Wine	\$244,871	\$184,509	\$173,769	\$463,814	\$232,245
	Vermouth Wine	\$491,532	\$563,451	\$529,065	\$621,371	\$504,323
	Summary	\$2,772,245	\$2,760,575	\$2,881,534	\$4,194,138	\$2,596,091
France Wine	France Champagne Wine	\$3,076,187	\$4,032,294	\$4,239,596	\$6,338,997	\$3,137,880
	France Fruit and Dessert Wine	\$7,784	\$2,607	\$30,026	\$41,127	\$4,902
	France Red Wine	\$9,284,524	\$7,433,492	\$13,927,629	\$10,255,948	\$7,556,220
	France Rose Wine	\$1,009,591	\$3,818,169	\$3,134,700	\$1,084,624	\$1,365,881

Wine Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
France Wine	France Sparkling Wine	\$567,165	\$695,047	\$722,872	\$1,128,317	\$513,930
	France White Wine	\$3,201,703	\$3,476,387	\$4,286,319	\$3,580,666	\$2,926,352
	Summary	\$17,146,953	\$19,457,996	\$26,341,141	\$22,429,680	\$15,505,166
Georgia Wine	Georgia Red Wine	\$38,308	\$38,346	\$36,778	\$66,005	\$32,469
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$38,308	\$38,346	\$36,778	\$66,005	\$32,469
Germany Wine	Germany Fruit and Dessert Wine	\$3,498	\$0	\$0	\$447	\$0
	Germany Red Wine	\$36,782	\$48,697	\$35,775	\$52,654	\$36,029
	Germany Rose Wine	\$9,088	\$13,026	\$12,155	\$7,242	\$5,520
	Germany Sparkling Wine	\$428,499	\$613,602	\$555,308	\$1,269,382	\$424,314
	Germany White Wine	\$1,108,014	\$1,121,876	\$1,163,622	\$1,352,623	\$858,252
	Summary	\$1,585,880	\$1,797,201	\$1,766,860	\$2,682,348	\$1,324,116
Greece Wine	Greece Red Wine	\$102,251	\$106,272	\$102,939	\$118,510	\$80,911
	Greece Rose Wine	\$0	\$1,249	\$2,345	\$782	\$0
	Greece White Wine	\$87,915	\$133,517	\$108,830	\$94,016	\$69,150
	Summary	\$190,166	\$241,039	\$214,114	\$213,308	\$150,060
Hungary Wine	Hungary Fruit and Dessert Wine	\$19,410	\$18,608	\$16,778	\$26,599	\$13,898
	Hungary Red Wine	\$34,285	\$38,956	\$6,799	\$43,818	\$27,444
	Hungary Sparkling Wine	\$44,119	\$60,019	\$80,806	\$116,082	\$53,480
	Hungary White Wine	\$126,132	\$118,665	\$120,470	\$112,086	\$122,017
	Summary	\$223,946	\$236,248	\$224,853	\$298,584	\$216,839
Israel Wine	Israel Red Wine	\$54,309	\$25,473	\$35,345	\$35,782	\$33,352
	Israel Rose Wine	\$2,225	\$3,634	\$1,260	\$0	\$0
	Israel White Wine	\$27,772	\$10,606	\$19,469	\$16,204	\$20,717
	Summary	\$84,306	\$39,713	\$56,074	\$51,986	\$54,068
Italy Wine	Italy Fruit and Dessert Wine	\$12,404	\$4,721	\$4,422	\$5,176	\$14,219
	Italy Red Wine	\$11,067,187	\$9,489,374	\$10,237,126	\$15,742,189	\$10,721,323
	Italy Rose Wine	\$86,038	\$341,695	\$410,047	\$113,931	\$167,844

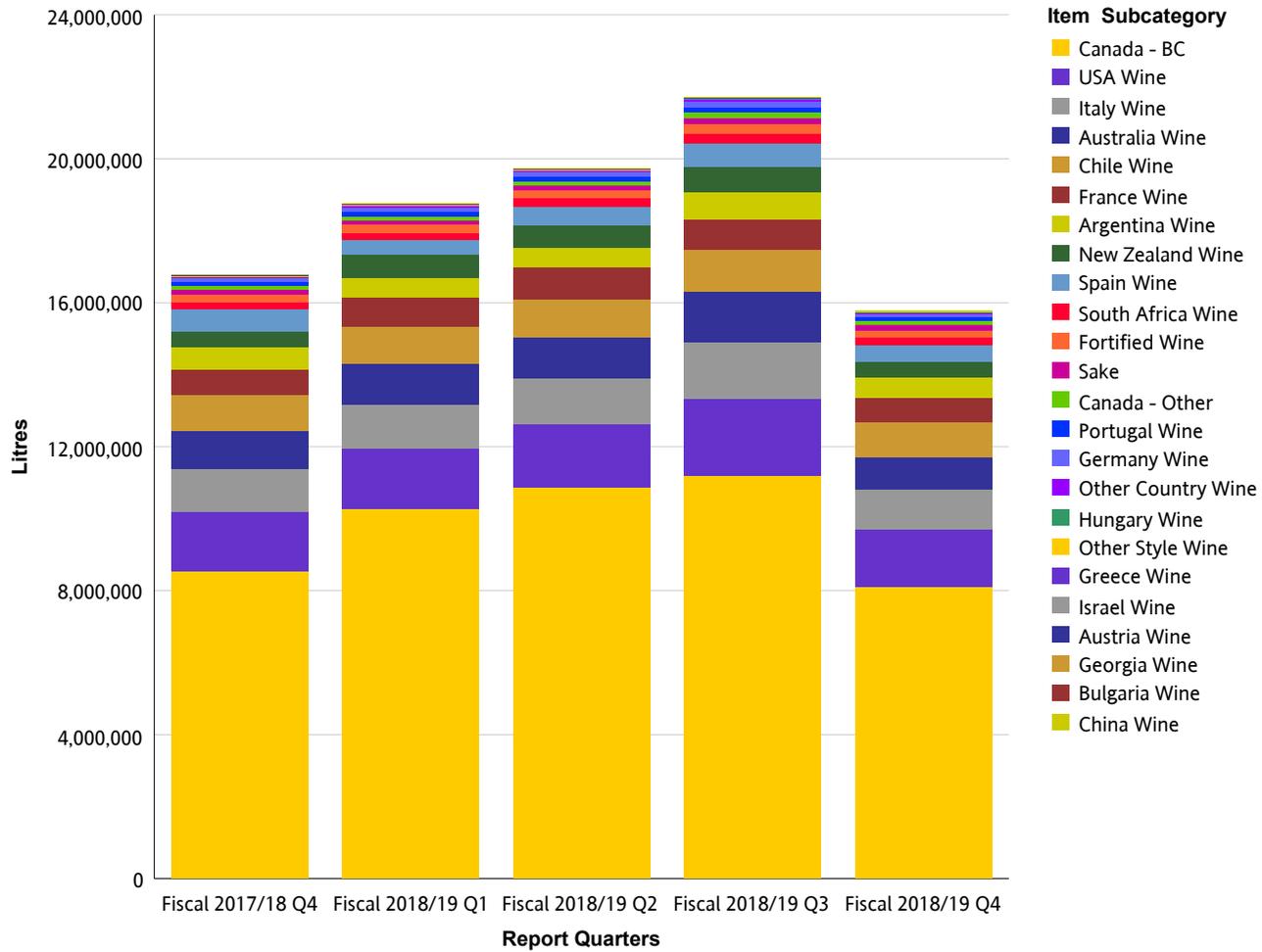
Wine Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Italy Wine	Italy Sparkling Wine	\$1,334,860	\$1,601,043	\$1,639,538	\$2,156,585	\$1,262,778
	Italy White Wine	\$4,249,299	\$4,973,335	\$5,403,328	\$5,093,931	\$3,936,463
	Prosecco Wine	\$2,913,716	\$3,722,300	\$4,477,417	\$5,774,680	\$3,249,892
	Summary	\$19,663,505	\$20,132,467	\$22,171,877	\$28,886,492	\$19,352,518
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$366	\$0
	New Zealand Red Wine	\$565,667	\$570,089	\$616,053	\$953,602	\$510,152
	New Zealand Rose Wine	\$209,220	\$458,253	\$396,963	\$206,194	\$189,460
	New Zealand Sparkling Wine	\$74,575	\$102,574	\$124,396	\$156,105	\$85,453
	New Zealand White Wine	\$7,352,566	\$10,522,755	\$10,586,738	\$11,608,465	\$7,028,859
	Summary	\$8,202,027	\$11,653,672	\$11,724,151	\$12,924,732	\$7,813,924
Other Country Wine	Other Country Fruit and Dessert Wine	\$232,554	\$214,518	\$227,010	\$247,605	\$239,658
	Other Country Red Wine	\$165,949	\$161,552	\$135,033	\$178,883	\$196,316
	Other Country Rose Wine	\$3,123	\$5,622	\$4,205	\$3,468	\$6,348
	Other Country Sparkling Wine	\$32,302	\$19,722	\$13,097	\$36,397	\$24,273
	Other Country White Wine	\$54,777	\$83,299	\$45,705	\$50,153	\$77,104
	Summary	\$488,706	\$484,713	\$425,049	\$516,506	\$543,699
Other Style Wine	Aperitif And Flavoured Wine	\$121,635	\$150,717	\$169,558	\$168,660	\$131,494
	Mead	\$42,197	\$74,040	\$69,175	\$76,620	\$58,704
	Rice Wine	\$70,890	\$46,852	\$46,605	\$73,916	\$57,652
	Summary	\$234,722	\$271,609	\$285,339	\$319,195	\$247,850
Portugal Wine	Portugal Fruit and Dessert Wine	\$17,056	\$2,261	\$2,355	\$27,311	\$20,903
	Portugal Red Wine	\$846,914	\$714,131	\$691,490	\$979,974	\$939,177
	Portugal Rose Wine	\$145,679	\$215,315	\$260,950	\$177,633	\$143,948
	Portugal Sparkling Wine	\$4,590	\$5,268	\$5,196	\$9,900	\$8,462
	Portugal White Wine	\$326,474	\$606,546	\$633,530	\$355,762	\$348,971
	Summary	\$1,340,713	\$1,543,522	\$1,593,521	\$1,550,580	\$1,461,460
Sake	Japan Sake	\$1,398,143	\$1,239,826	\$1,475,918	\$1,558,327	\$1,405,677
	Other Country Sake	\$82,774	\$85,494	\$83,227	\$84,019	\$84,521

Wine Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Sake	USA Sake	\$831,162	\$631,453	\$661,681	\$793,771	\$771,547
	Summary	\$2,312,079	\$1,956,773	\$2,220,826	\$2,436,116	\$2,261,745
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	South Africa Red Wine	\$1,395,284	\$1,215,600	\$1,441,352	\$1,675,724	\$1,479,540
	South Africa Rose Wine	\$2,670	\$76,789	\$71,754	\$5,559	\$1,453
	South Africa Sparkling Wine	\$28,076	\$33,169	\$28,001	\$14,556	\$4,324
	South Africa White Wine	\$875,223	\$1,031,360	\$1,111,788	\$1,219,491	\$1,041,638
	Summary	\$2,301,253	\$2,356,918	\$2,652,895	\$2,915,330	\$2,526,955
Spain Wine	Spain Fruit and Dessert Wine	\$16,765	\$14,052	\$4,438	\$7,153	\$7,390
	Spain Red Wine	\$5,158,809	\$3,856,715	\$4,505,777	\$5,766,660	\$4,453,924
	Spain Rose Wine	\$129,143	\$259,067	\$331,154	\$122,453	\$113,682
	Spain Sparkling Wine	\$867,430	\$1,140,121	\$1,180,780	\$2,038,439	\$810,178
	Spain White Wine	\$901,460	\$401,368	\$556,468	\$534,862	\$507,901
	Summary	\$7,073,607	\$5,671,323	\$6,578,616	\$8,469,567	\$5,893,075
USA Wine	USA Fruit and Dessert Wine	\$3,697	\$1,227	\$1,787	\$936	\$426
	USA Red Wine	\$20,131,938	\$20,554,019	\$20,078,652	\$29,359,886	\$20,214,792
	USA Rose Wine	\$1,058,760	\$1,490,646	\$1,444,181	\$1,161,230	\$1,038,125
	USA Sparkling Wine	\$266,901	\$342,735	\$375,939	\$602,245	\$299,391
	USA White Wine	\$5,885,145	\$6,603,975	\$7,484,748	\$7,048,748	\$5,765,586
	Summary	\$27,346,440	\$28,992,603	\$29,385,307	\$38,173,044	\$27,318,320
Summary		\$228,295,062	\$265,936,466	\$291,373,806	\$311,354,725	\$219,803,371

Wine Sales (Litres)



Wine Sales (Litres)

Wine

Litres		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Argentina Wine	Argentina Red Wine	593,189	474,850	467,557	679,606	510,264
	Argentina Rose Wine	8,719	12,643	16,042	7,665	18,697
	Argentina Sparkling Wine	532	372	344	595	519
	Argentina White Wine	48,553	53,751	55,544	50,503	59,186
	Summary	650,993	541,616	539,487	738,369	588,665
Australia Wine	Australia Red Wine	608,693	552,506	569,422	783,194	540,977
	Australia Rose Wine	15,445	31,880	30,316	19,299	14,977
	Australia Sparkling Wine	44,555	61,217	61,546	109,066	43,282
	Australia White Wine	384,298	468,184	453,334	479,922	318,825
	Summary	1,052,990	1,113,787	1,114,620	1,391,481	918,060
Austria Wine	Austria Fruit and Dessert Wine	0	0	0	2	11
	Austria Red Wine	500	481	540	466	1,007
	Austria Rose Wine	0	0	0	54	45
	Austria Sparkling Wine	0	0	9	0	0
	Austria White Wine	2,052	2,595	1,567	2,008	1,858
	Summary	2,552	3,076	2,116	2,530	2,922
Bulgaria Wine	Bulgaria Red Wine	916	2,146	1,129	2,136	812
	Bulgaria White Wine	0	0	0	0	135
	Summary	916	2,146	1,129	2,136	947
Canada - BC	Canada - BC Dessert Wine	3,808	5,690	9,530	7,471	4,084
	Canada - BC Fruit Wine	38,747	51,533	67,935	54,253	35,636
	Canada - BC Ice Wine	10,010	10,614	15,127	12,777	7,574
	Canada - BC Red Wine	4,099,723	4,350,464	4,543,523	5,530,509	3,845,962
	Canada - BC Rose Wine	224,702	516,735	509,669	235,701	265,489
	Canada - BC Sparkling Wine	63,909	107,645	136,170	121,287	67,728
	Canada - BC White Wine	4,116,598	5,226,916	5,592,144	5,221,877	3,878,759

Wine Sales (Litres)

Litres		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Canada - BC	Summary	8,557,496	10,269,597	10,874,098	11,183,875	8,105,231
Canada - Other	Canada - Other Dessert Wine	0	0	0	346	18
	Canada - Other Fruit Wine	104	0	0	0	3
	Canada - Other Ice Wine	12,829	9,846	19,929	15,023	15,200
	Canada - Other Red Wine	18,892	23,112	24,022	26,968	20,905
	Canada - Other Rose Wine	27	7,648	12,297	9	0
	Canada - Other Sparkling Wine	54,434	57,596	58,748	120,494	50,099
	Canada - Other White Wine	12,517	14,217	17,138	24,902	22,207
	Summary	98,802	112,419	132,134	187,742	108,432
Chile Wine	Chile Fruit and Dessert Wine	130	9	72	27	63
	Chile Red Wine	693,346	658,381	632,312	825,584	654,015
	Chile Rose Wine	23,556	58,976	56,804	16,055	34,024
	Chile Sparkling Wine	4,300	3,814	4,789	3,516	5,028
	Chile White Wine	280,706	319,026	376,909	344,728	286,287
	Summary	1,002,038	1,040,205	1,070,886	1,189,911	979,417
China Wine	China Red Wine	4	356	104	88	40
	China White Wine	0	0	4	4	0
	Summary	4	356	108	93	40
Fortified Wine	Other Fortified Domestic Wine	107,642	118,729	112,670	117,917	94,957
	Other Fortified Import Wine	30,883	27,274	24,538	40,759	27,568
	Port Wine	18,866	13,740	15,892	36,380	18,230
	Sherry Wine	13,149	10,067	9,281	25,878	12,093
	Vermouth Wine	47,661	53,553	47,992	59,656	46,372
	Summary	218,200	223,364	210,373	280,590	199,220
France Wine	France Champagne Wine	32,685	38,509	43,405	69,608	30,118
	France Fruit and Dessert Wine	144	54	342	576	54
	France Red Wine	402,713	355,445	420,872	472,076	359,752
	France Rose Wine	65,964	212,810	192,763	73,558	90,677

Wine Sales (Litres)

Litres		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
France Wine	France Sparkling Wine	31,111	38,927	40,473	63,628	28,475
	France White Wine	152,397	164,950	182,733	161,153	141,448
	Summary	685,014	810,694	880,588	840,599	650,524
Georgia Wine	Georgia Red Wine	2,119	2,112	2,009	3,638	1,838
	Georgia White Wine	0	0	0	0	0
	Summary	2,119	2,112	2,009	3,638	1,838
Germany Wine	Germany Fruit and Dessert Wine	20	0	0	22	0
	Germany Red Wine	1,714	3,578	2,092	3,393	2,108
	Germany Rose Wine	630	855	808	508	360
	Germany Sparkling Wine	26,105	38,140	33,282	83,289	26,155
	Germany White Wine	76,250	79,781	82,875	95,436	58,210
	Summary	104,720	122,354	119,057	182,649	86,832
Greece Wine	Greece Red Wine	8,168	7,928	8,223	9,076	6,060
	Greece Rose Wine	0	72	135	45	0
	Greece White Wine	7,009	9,844	9,497	7,799	5,564
	Summary	15,177	17,844	17,855	16,920	11,624
Hungary Wine	Hungary Fruit and Dessert Wine	412	444	380	542	260
	Hungary Red Wine	2,722	3,190	538	3,559	2,150
	Hungary Sparkling Wine	3,436	4,859	6,534	9,338	4,062
	Hungary White Wine	12,492	10,410	11,280	10,360	11,884
	Summary	19,062	18,904	18,732	23,800	18,356
Israel Wine	Israel Red Wine	2,902	1,360	1,881	1,815	1,652
	Israel Rose Wine	128	208	72	0	0
	Israel White Wine	1,509	574	1,055	843	1,042
	Summary	4,539	2,142	3,008	2,658	2,693
Italy Wine	Italy Fruit and Dessert Wine	135	58	67	86	124
	Italy Red Wine	630,406	537,558	551,463	774,586	565,850
	Italy Rose Wine	5,090	21,008	24,212	6,188	9,383

Wine Sales (Litres)

Litres		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Italy Wine	Italy Sparkling Wine	73,848	90,577	92,034	121,604	69,842
	Italy White Wine	335,683	375,564	393,130	372,348	293,660
	Prosecco Wine	155,905	198,020	232,630	302,274	167,666
	Summary	1,201,066	1,222,785	1,293,534	1,577,086	1,106,525
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	4	0
	New Zealand Red Wine	24,899	25,440	27,834	44,374	21,832
	New Zealand Rose Wine	10,754	25,426	22,020	11,214	10,034
	New Zealand Sparkling Wine	3,393	4,886	5,898	7,438	4,034
	New Zealand White Wine	403,094	581,179	586,501	647,174	385,122
	Summary	442,140	636,931	642,253	710,205	421,021
Other Country Wine	Other Country Fruit and Dessert Wine	14,523	14,645	14,506	15,804	15,397
	Other Country Red Wine	7,420	7,705	6,302	8,356	8,404
	Other Country Rose Wine	150	256	171	112	202
	Other Country Sparkling Wine	1,129	830	488	1,343	954
	Other Country White Wine	2,862	4,202	2,090	2,122	3,764
	Summary	26,084	27,639	23,557	27,738	28,721
Other Style Wine	Aperitif And Flavoured Wine	8,390	11,740	13,524	11,274	8,896
	Mead	1,639	3,166	2,917	3,092	2,510
	Rice Wine	4,482	3,918	3,940	5,185	4,063
	Summary	14,512	18,825	20,382	19,550	15,469
Portugal Wine	Portugal Fruit and Dessert Wine	220	50	44	420	207
	Portugal Red Wine	66,062	55,780	55,946	75,143	75,187
	Portugal Rose Wine	15,040	22,211	25,688	17,517	14,300
	Portugal Sparkling Wine	212	230	243	447	340
	Portugal White Wine	26,133	53,907	55,238	28,582	27,988
	Summary	107,668	132,178	137,159	122,109	118,023
Sake	Japan Sake	45,064	39,456	44,327	49,065	45,097
	Other Country Sake	3,153	3,552	3,532	3,554	3,656

Wine Sales (Litres)

Litres		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Sake	USA Sake	95,770	73,508	77,550	91,944	89,217
	Summary	143,988	116,516	125,410	144,562	137,970
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	0	0
	South Africa Red Wine	115,299	96,282	124,912	144,446	127,357
	South Africa Rose Wine	171	7,417	7,688	580	108
	South Africa Sparkling Wine	1,899	2,062	1,938	815	189
	South Africa White Wine	79,514	93,782	108,625	116,502	104,928
	Summary	196,883	199,542	243,164	262,343	232,582
Spain Wine	Spain Fruit and Dessert Wine	412	518	128	196	196
	Spain Red Wine	428,963	299,202	356,965	459,680	348,213
	Spain Rose Wine	8,998	19,139	25,059	10,409	9,266
	Spain Sparkling Wine	52,003	69,665	70,095	126,244	48,183
	Spain White Wine	105,671	32,908	53,317	54,281	53,508
	Summary	596,048	421,432	505,564	650,811	459,366
USA Wine	USA Fruit and Dessert Wine	279	81	189	99	45
	USA Red Wine	1,044,038	1,029,196	1,044,822	1,479,732	1,043,999
	USA Rose Wine	127,376	159,008	148,480	129,062	112,556
	USA Sparkling Wine	15,883	19,918	22,134	35,163	16,068
	USA White Wine	439,016	487,744	532,499	501,830	410,988
	Summary	1,626,591	1,695,946	1,748,123	2,145,886	1,583,656
Summary		16,769,604	18,752,410	19,725,344	21,707,282	15,778,134

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.