

# Liquor Market Review

Fiscal 2020/21 Q2

September 2020



**LIQUOR  
DISTRIBUTION  
BRANCH**

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# Introduction

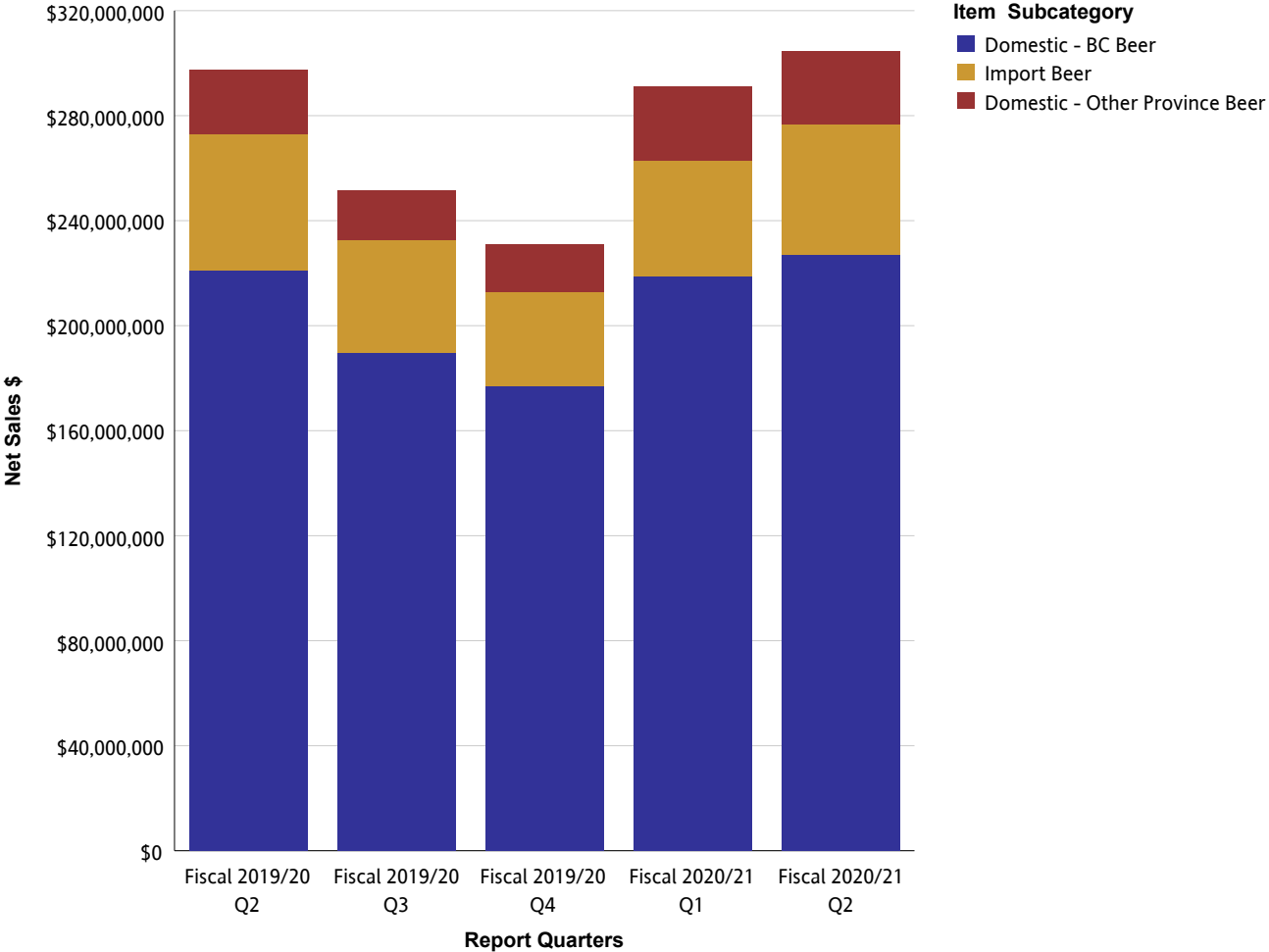
The Liquor Market Review provides provincial sales through the Wholesale channel for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer and excludes any applicable taxes. For each reporting period,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

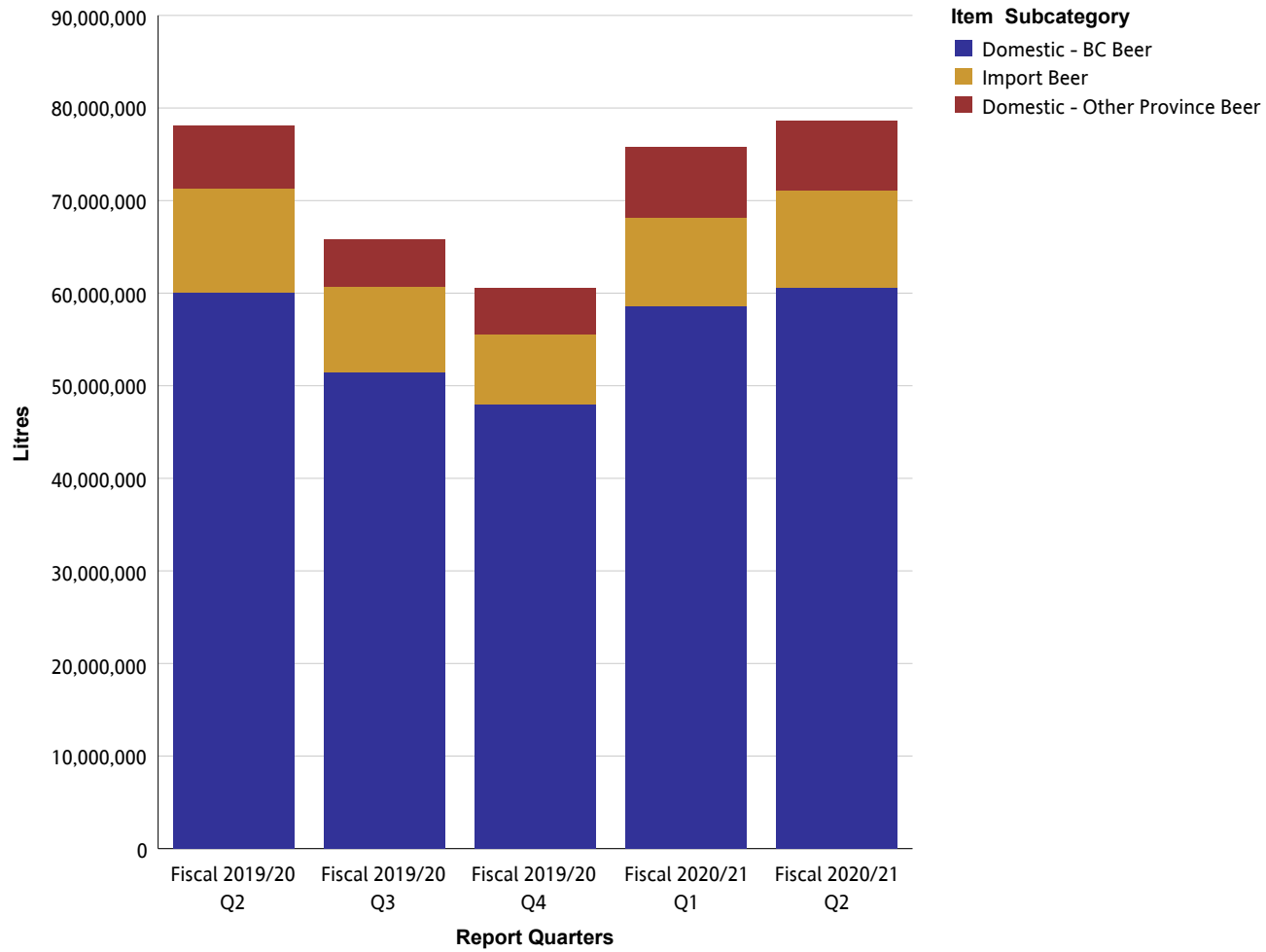


## Beer Sales (Net \$)

### Beer

Net Sales \$		Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2
Domestic - BC Beer	Domestic - BC Commercial Beer	\$134,200,128	\$116,201,396	\$106,865,410	\$136,269,988	\$136,074,594
	Domestic - BC Micro Brew Beer	\$37,182,531	\$31,265,239	\$30,711,916	\$36,317,481	\$41,814,323
	Domestic - BC Regional Beer	\$49,601,694	\$42,297,742	\$39,498,168	\$46,096,418	\$49,134,064
	<b>Summary</b>	<b>\$220,984,353</b>	<b>\$189,764,377</b>	<b>\$177,075,495</b>	<b>\$218,683,887</b>	<b>\$227,022,981</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$22,740,213	\$17,324,017	\$16,986,058	\$27,028,828	\$26,531,658
	Domestic - Other Province Micro Brew Beer	\$215,726	\$132,335	\$133,827	\$108,008	\$166,720
	Domestic - Other Province Regional Beer	\$1,569,430	\$1,350,677	\$1,123,212	\$921,487	\$1,189,294
	<b>Summary</b>	<b>\$24,525,370</b>	<b>\$18,807,029</b>	<b>\$18,243,097</b>	<b>\$28,058,324</b>	<b>\$27,887,671</b>
Import Beer	Asia And South Pacific Beer	\$1,841,561	\$1,592,319	\$1,452,004	\$1,060,095	\$1,354,920
	Europe Beer	\$27,818,395	\$26,669,052	\$22,639,750	\$25,284,345	\$27,522,356
	Mexico And Caribbean Beer	\$15,501,341	\$9,559,267	\$9,188,582	\$15,498,186	\$18,750,155
	Other Country Beer	\$115,957	\$80,217	\$72,405	\$54,429	\$61,143
	USA Beer	\$6,753,548	\$5,069,911	\$2,347,102	\$2,364,384	\$2,036,318
	<b>Summary</b>	<b>\$52,030,802</b>	<b>\$42,970,766</b>	<b>\$35,699,843</b>	<b>\$44,261,439</b>	<b>\$49,724,892</b>
<b>Summary</b>		<b>\$297,540,524</b>	<b>\$251,542,172</b>	<b>\$231,018,435</b>	<b>\$291,003,650</b>	<b>\$304,635,544</b>

## Beer Sales (Litres)

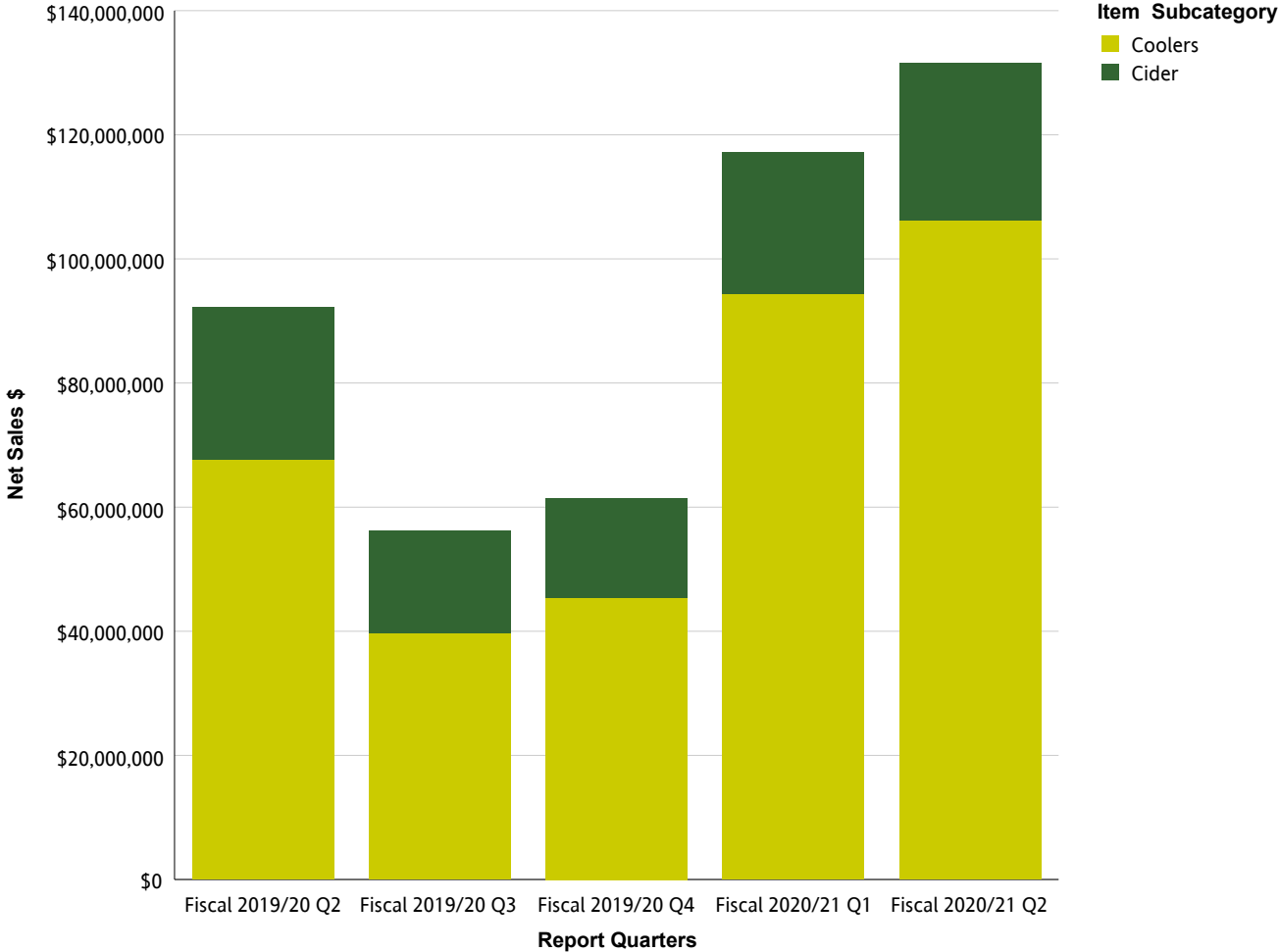


## Beer Sales (Litres)

### Beer

Litres		Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2
Domestic - BC Beer	Domestic - BC Commercial Beer	38,251,673	33,130,408	30,563,825	39,291,055	38,920,408
	Domestic - BC Micro Brew Beer	8,084,494	6,645,012	6,453,962	6,903,545	8,393,151
	Domestic - BC Regional Beer	13,722,264	11,678,288	10,919,419	12,447,824	13,316,866
	<b>Summary</b>	<b>60,058,432</b>	<b>51,453,709</b>	<b>47,937,207</b>	<b>58,642,423</b>	<b>60,630,425</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	6,292,180	4,736,880	4,639,716	7,434,527	7,188,299
	Domestic - Other Province Micro Brew Beer	31,426	21,552	20,421	16,391	25,442
	Domestic - Other Province Regional Beer	410,219	344,946	282,814	214,671	297,146
	<b>Summary</b>	<b>6,733,825</b>	<b>5,103,378</b>	<b>4,942,951</b>	<b>7,665,589</b>	<b>7,510,886</b>
Import Beer	Asia And South Pacific Beer	369,860	315,521	288,862	214,849	265,790
	Europe Beer	6,251,998	5,937,233	5,087,755	5,727,520	6,129,935
	Mexico And Caribbean Beer	3,005,105	1,820,336	1,738,563	3,005,033	3,657,931
	Other Country Beer	30,153	19,513	16,286	11,450	13,026
	USA Beer	1,645,285	1,203,517	515,338	512,627	410,329
	<b>Summary</b>	<b>11,302,401</b>	<b>9,296,120</b>	<b>7,646,804</b>	<b>9,471,479</b>	<b>10,477,011</b>
<b>Summary</b>		<b>78,094,658</b>	<b>65,853,208</b>	<b>60,526,962</b>	<b>75,779,491</b>	<b>78,618,322</b>

# Refreshment Beverages Sales (Net \$)



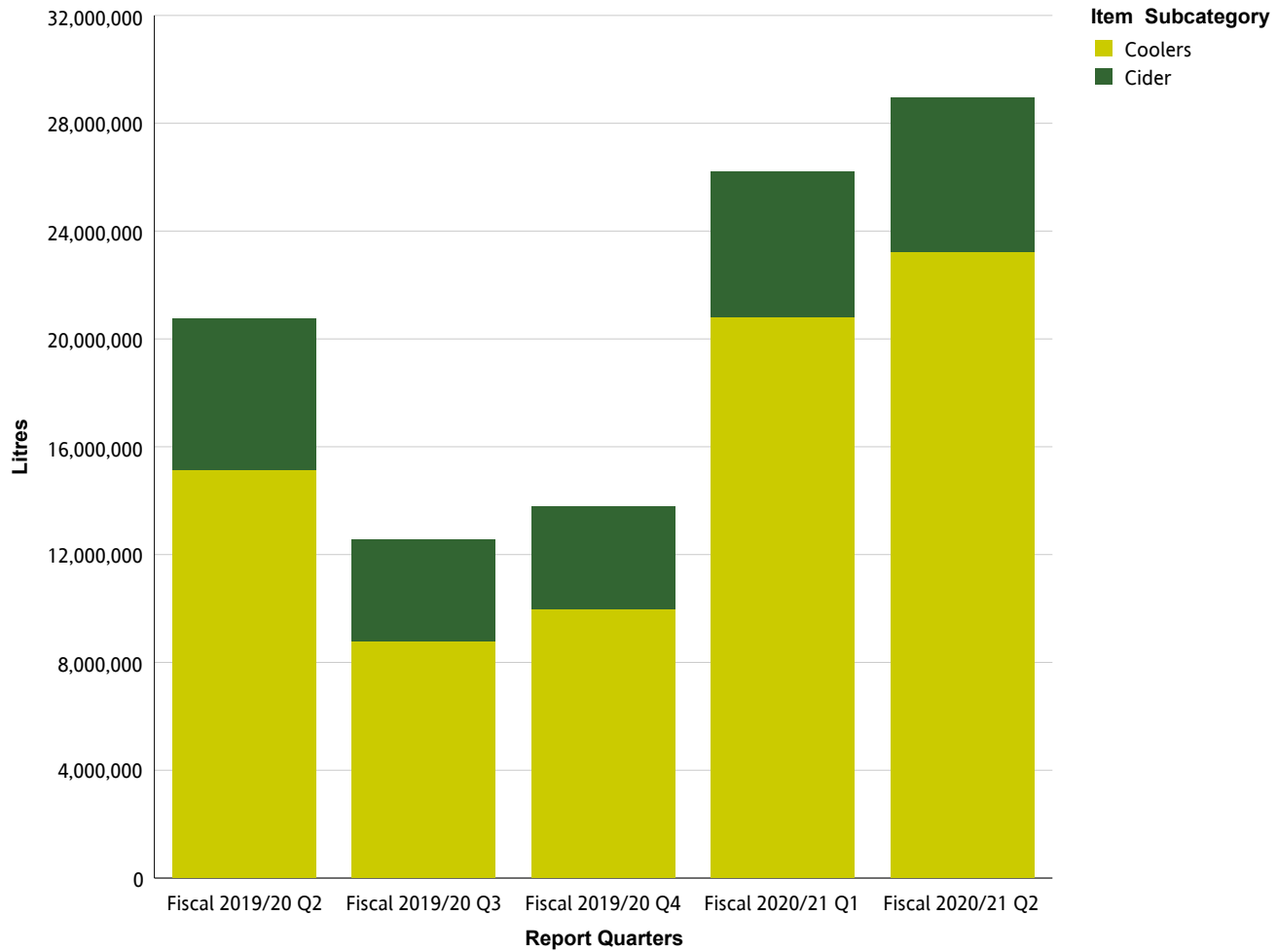


## Refreshment Beverages Sales (Net \$)

### Refreshment Beverages

Net Sales \$		Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2
Cider	Domestic Cider	\$19,340,392	\$13,231,871	\$12,908,511	\$19,119,411	\$22,069,583
	Import Cider	\$5,209,520	\$3,310,312	\$3,107,135	\$3,673,577	\$3,225,814
	<b>Summary</b>	<b>\$24,549,912</b>	<b>\$16,542,183</b>	<b>\$16,015,646</b>	<b>\$22,792,988</b>	<b>\$25,295,398</b>
Coolers	Malt-Based Coolers	\$499,914	\$170,031	\$191,575	\$462,601	\$536,164
	Spirit Coolers	\$66,022,549	\$38,815,379	\$44,451,680	\$92,477,389	\$104,132,874
	Wine/Fruit Coolers	\$1,139,990	\$658,202	\$710,733	\$1,398,378	\$1,537,397
	<b>Summary</b>	<b>\$67,662,454</b>	<b>\$39,643,612</b>	<b>\$45,353,989</b>	<b>\$94,338,369</b>	<b>\$106,206,435</b>
<b>Summary</b>		<b>\$92,212,366</b>	<b>\$56,185,794</b>	<b>\$61,369,635</b>	<b>\$117,131,357</b>	<b>\$131,501,832</b>

## Refreshment Beverages Sales (Litres)

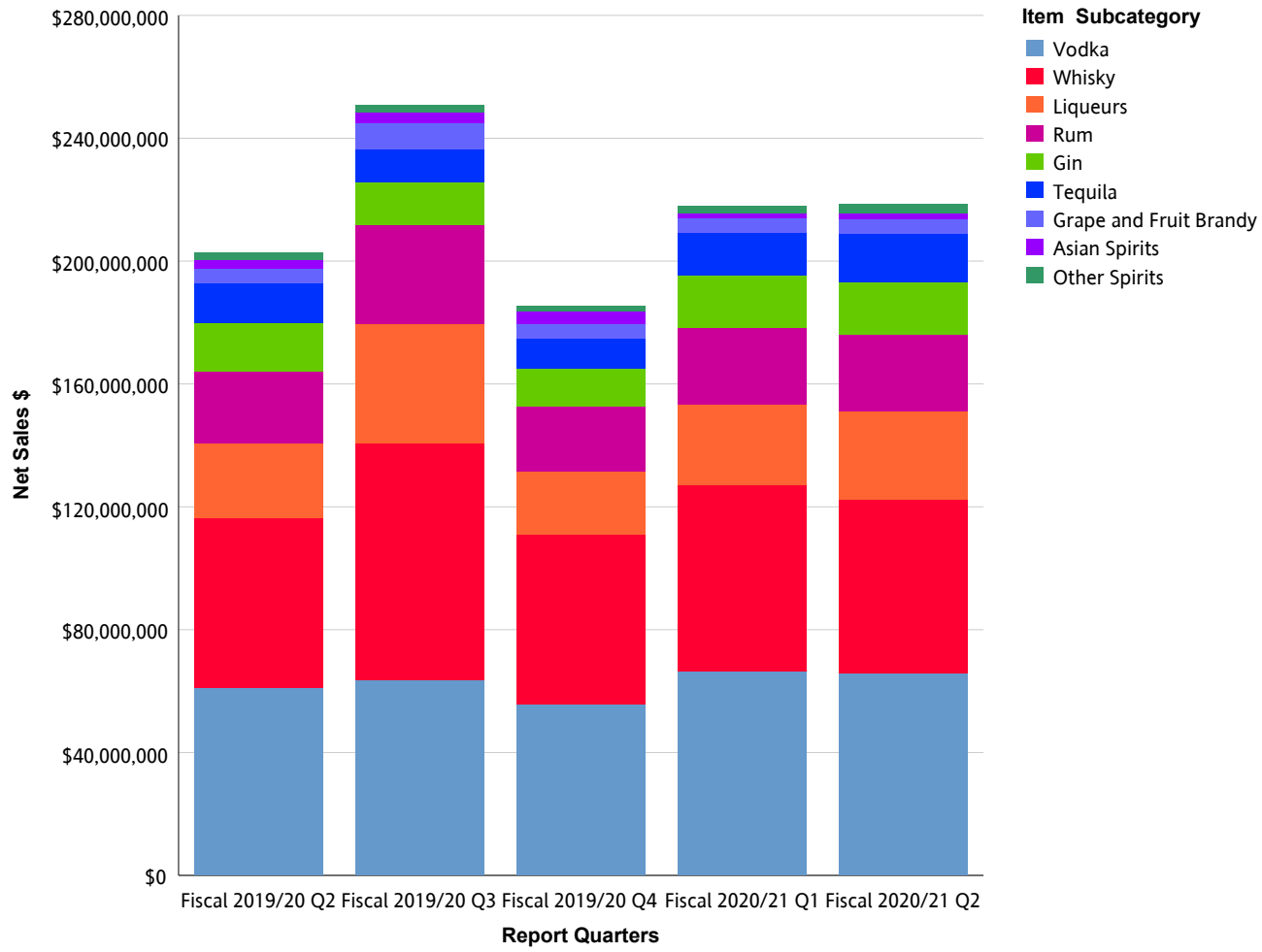


## Refreshment Beverages Sales (Litres)

### Refreshment Beverages

Litres		Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2
Cider	Domestic Cider	4,429,515	3,043,701	3,072,653	4,511,156	4,948,655
	Import Cider	1,177,944	738,390	723,799	872,614	760,402
	<b>Summary</b>	<b>5,607,459</b>	<b>3,782,091</b>	<b>3,796,451</b>	<b>5,383,769</b>	<b>5,709,057</b>
Coolers	Malt-Based Coolers	106,680	33,618	38,312	94,755	108,705
	Spirit Coolers	14,867,931	8,637,393	9,813,719	20,515,535	22,883,637
	Wine/Fruit Coolers	180,708	108,038	123,136	223,814	245,145
	<b>Summary</b>	<b>15,155,319</b>	<b>8,779,048</b>	<b>9,975,167</b>	<b>20,834,105</b>	<b>23,237,487</b>
<b>Summary</b>		<b>20,762,779</b>	<b>12,561,139</b>	<b>13,771,618</b>	<b>26,217,874</b>	<b>28,946,544</b>

## Spirits Sales (Net \$)



## Spirits Sales (Net \$)

### Spirits

Net Sales \$		Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2
Asian Spirits	China Spirits	\$1,681,985	\$2,299,742	\$3,136,860	\$894,781	\$691,059
	Korea Spirits	\$974,158	\$1,070,059	\$918,701	\$751,696	\$993,600
	Other Country Asian Spirits	\$109,004	\$114,470	\$89,230	\$66,865	\$133,795
	<b>Summary</b>	<b>\$2,765,147</b>	<b>\$3,484,271</b>	<b>\$4,144,791</b>	<b>\$1,713,342</b>	<b>\$1,818,453</b>
Gin	Dry Gin	\$14,242,777	\$12,731,499	\$11,159,714	\$15,312,863	\$14,938,768
	Flavoured Gin	\$1,007,288	\$721,022	\$842,458	\$1,255,432	\$1,421,923
	Other Gin	\$421,276	\$389,456	\$405,167	\$494,561	\$503,119
	<b>Summary</b>	<b>\$15,671,341</b>	<b>\$13,841,977</b>	<b>\$12,407,339</b>	<b>\$17,062,855</b>	<b>\$16,863,810</b>
Grape and Fruit Brandy	Armagnac	\$31,575	\$68,913	\$82,033	\$25,584	\$44,220
	Brandy	\$2,147,378	\$3,188,540	\$2,282,675	\$2,457,661	\$2,271,148
	Cognac	\$2,348,968	\$4,588,132	\$2,012,659	\$1,744,538	\$2,054,414
	Eau de Vie	\$257,421	\$336,875	\$238,823	\$286,496	\$246,188
	Grappa And Marc	\$63,428	\$78,059	\$65,210	\$46,176	\$56,889
	Pisco	\$90,349	\$76,151	\$79,134	\$58,743	\$94,232
	<b>Summary</b>	<b>\$4,939,119</b>	<b>\$8,336,670</b>	<b>\$4,760,534</b>	<b>\$4,619,199</b>	<b>\$4,767,092</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	\$7,059,968	\$8,654,439	\$6,723,041	\$7,191,020	\$7,556,825
	Coffee And Cocoa Liqueurs	\$1,692,752	\$2,702,001	\$1,236,157	\$1,863,623	\$1,893,435
	Cream/Dairy Liqueurs	\$7,905,775	\$18,295,798	\$6,284,015	\$9,186,789	\$9,481,329
	Fruit Liqueurs	\$4,180,420	\$4,644,501	\$3,142,250	\$3,962,404	\$5,321,120
	Nut Liqueurs	\$1,351,625	\$1,682,733	\$1,128,965	\$1,695,746	\$1,719,724
	Other Liqueurs	\$643,139	\$955,722	\$579,900	\$659,821	\$866,299
	Whiskey Liqueurs	\$1,485,125	\$2,112,209	\$1,376,045	\$1,626,013	\$1,706,242
	<b>Summary</b>	<b>\$24,318,805</b>	<b>\$39,047,402</b>	<b>\$20,470,372</b>	<b>\$26,185,415</b>	<b>\$28,544,974</b>
Other Spirits	Cachaca	\$44,715	\$34,492	\$33,593	\$33,022	\$51,214
	Flavoured Spirits	\$159,082	\$178,517	\$113,372	\$81,952	\$170,179
	Miscellaneous/Other Spirits	\$286,106	\$403,676	\$285,852	\$403,080	\$333,877

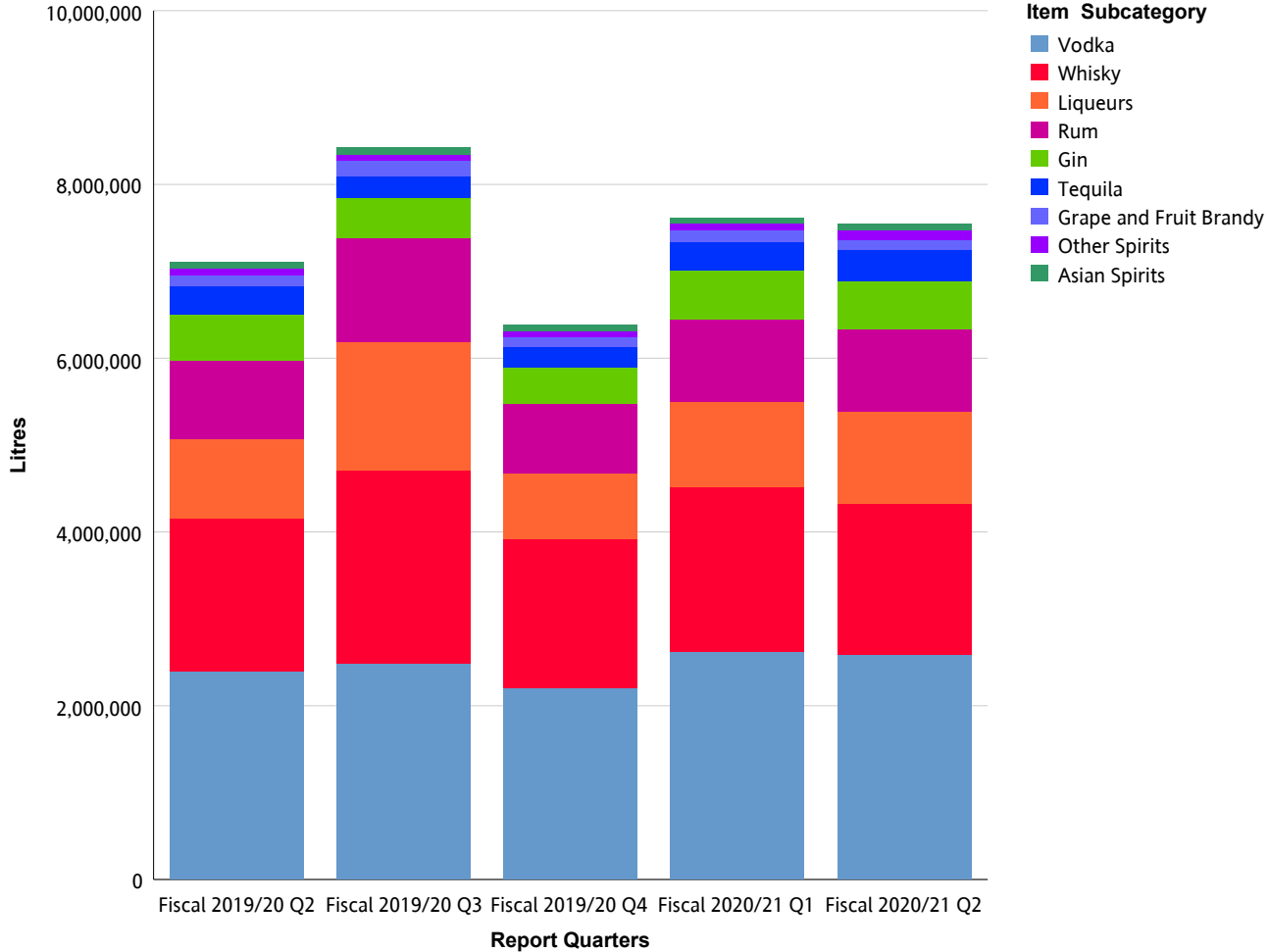
## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2
Other Spirits	Moonshine Spirits	\$360,733	\$400,499	\$220,396	\$387,007	\$441,529
	Ready to Mix Cocktails	\$602,072	\$455,267	\$438,254	\$397,969	\$514,595
	Ready to Serve Cocktails	\$695,178	\$875,285	\$551,880	\$1,049,488	\$1,385,919
	Schnapps and Akvavit	\$62,805	\$76,896	\$57,349	\$52,526	\$66,348
	<b>Summary</b>	<b>\$2,210,692</b>	<b>\$2,424,633</b>	<b>\$1,700,696</b>	<b>\$2,405,044</b>	<b>\$2,963,663</b>
Rum	Amber Rum	\$5,659,047	\$7,618,934	\$5,175,936	\$6,139,612	\$6,230,764
	Dark Rum	\$2,521,038	\$4,081,241	\$2,845,892	\$2,826,254	\$2,769,460
	Flavoured Rum	\$311,484	\$241,962	\$242,708	\$818,329	\$601,362
	Spiced Rum	\$7,468,084	\$12,280,914	\$6,678,254	\$7,742,164	\$7,953,450
	White Rum	\$7,508,840	\$7,815,262	\$6,232,424	\$7,537,031	\$7,584,905
	<b>Summary</b>	<b>\$23,468,494</b>	<b>\$32,038,313</b>	<b>\$21,175,214</b>	<b>\$25,063,390</b>	<b>\$25,139,942</b>
Tequila	Blanco/Silver Tequila	\$4,788,962	\$3,806,631	\$3,632,968	\$5,043,109	\$5,652,830
	Flavoured Tequila	\$173,546	\$133,560	\$137,741	\$237,141	\$277,547
	Gold Tequila	\$7,521,873	\$6,568,897	\$5,477,409	\$8,088,854	\$9,353,952
	Mezcal	\$469,297	\$513,936	\$445,504	\$587,008	\$634,364
	<b>Summary</b>	<b>\$12,953,678</b>	<b>\$11,023,024</b>	<b>\$9,693,622</b>	<b>\$13,956,112</b>	<b>\$15,918,692</b>
Vodka	Flavoured Vodka	\$4,803,140	\$6,342,988	\$4,699,419	\$9,141,332	\$7,353,608
	Straight Vodka	\$56,287,601	\$57,372,892	\$51,100,832	\$57,444,722	\$58,590,784
	<b>Summary</b>	<b>\$61,090,742</b>	<b>\$63,715,880</b>	<b>\$55,800,251</b>	<b>\$66,586,054</b>	<b>\$65,944,392</b>
Whisky	American Whiskey	\$2,165,266	\$2,860,535	\$2,082,319	\$2,402,183	\$2,284,602
	Blended Malt Scotch Whisky	\$150,350	\$392,390	\$182,639	\$228,830	\$163,712
	Blended Scotch Whisky	\$7,095,421	\$9,667,547	\$7,488,015	\$7,916,476	\$6,972,812
	Bourbon Whiskey	\$3,819,642	\$5,366,838	\$4,092,620	\$4,396,686	\$4,249,758
	Canadian Whisky	\$28,021,971	\$34,647,829	\$26,169,145	\$30,794,056	\$28,219,104
	Flavoured Whisky	\$226,284	\$360,617	\$58,451	\$50,787	\$271,582
	Irish Whiskey	\$4,185,224	\$5,910,416	\$5,168,852	\$3,831,866	\$4,289,038
	Other Country Whisky	\$995,639	\$1,399,644	\$1,230,819	\$980,632	\$1,210,583
	Single Malt Scotch Whisky	\$8,576,014	\$16,331,884	\$8,749,041	\$9,921,108	\$8,913,831

## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2
Whisky	Summary	\$55,235,811	\$76,937,700	\$55,221,900	\$60,522,623	\$56,575,023
<b>Summary</b>		<b>\$202,653,827</b>	<b>\$250,849,870</b>	<b>\$185,374,718</b>	<b>\$218,114,034</b>	<b>\$218,536,041</b>

# Spirits Sales (Litres)





## Spirits Sales (Litres)

### Spirits

Litres		Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2
Asian Spirits	China Spirits	13,431	15,735	19,643	14,426	14,948
	Korea Spirits	54,294	60,740	53,105	43,683	57,726
	Other Country Asian Spirits	2,745	2,907	2,517	1,992	3,133
	<b>Summary</b>	<b>70,469</b>	<b>79,382</b>	<b>75,265</b>	<b>60,101</b>	<b>75,808</b>
Gin	Dry Gin	486,052	429,720	380,815	518,439	498,959
	Flavoured Gin	32,881	21,040	25,564	38,740	44,035
	Other Gin	8,900	8,483	8,321	9,634	10,292
	<b>Summary</b>	<b>527,833</b>	<b>459,244</b>	<b>414,700</b>	<b>566,813</b>	<b>553,286</b>
Grape and Fruit Brandy	Armagnac	373	827	574	264	392
	Brandy	85,031	128,013	91,970	97,009	88,392
	Cognac	22,245	34,748	20,493	18,963	20,577
	Eau de Vie	5,417	7,241	5,649	6,598	5,809
	Grappa And Marc	1,270	1,684	1,316	1,031	1,148
	Pisco	2,287	1,993	1,998	1,556	2,536
	<b>Summary</b>	<b>116,623</b>	<b>174,507</b>	<b>121,999</b>	<b>125,420</b>	<b>118,855</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	244,564	306,818	233,804	258,551	266,462
	Coffee And Cocoa Liqueurs	67,922	110,363	50,116	74,465	75,436
	Cream/Dairy Liqueurs	320,081	733,540	251,445	372,009	372,326
	Fruit Liqueurs	152,743	154,416	113,516	137,926	198,799
	Nut Liqueurs	57,705	64,696	42,796	69,882	69,319
	Other Liqueurs	22,354	32,765	19,965	20,242	27,888
	Whiskey Liqueurs	48,867	69,175	45,290	54,321	56,999
	<b>Summary</b>	<b>914,235</b>	<b>1,471,774</b>	<b>756,931</b>	<b>987,395</b>	<b>1,067,229</b>
Other Spirits	Cachaca	1,312	922	956	987	1,442
	Flavoured Spirits	2,917	3,684	2,384	1,614	3,229
	Miscellaneous/Other Spirits	5,644	6,796	5,386	8,305	6,066

## Spirits Sales (Litres)

Litres		Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2
Other Spirits	Moonshine Spirits	8,668	9,058	5,331	10,394	11,153
	Ready to Mix Cocktails	30,251	22,110	21,536	20,196	26,389
	Ready to Serve Cocktails	32,935	30,754	20,616	44,756	58,302
	Schnapps and Akvavit	1,511	1,898	1,303	1,253	1,612
	<b>Summary</b>	<b>83,238</b>	<b>75,222</b>	<b>57,512</b>	<b>87,505</b>	<b>108,193</b>
Rum	Amber Rum	202,969	271,960	188,051	221,700	215,990
	Dark Rum	98,495	151,629	108,609	103,203	101,145
	Flavoured Rum	12,582	9,329	9,618	29,455	21,623
	Spiced Rum	268,047	435,824	233,022	271,417	279,895
	White Rum	317,002	329,249	263,905	316,082	321,850
	<b>Summary</b>	<b>899,096</b>	<b>1,197,991</b>	<b>803,205</b>	<b>941,857</b>	<b>940,503</b>
Tequila	Blanco/Silver Tequila	123,793	88,620	87,649	121,166	132,349
	Flavoured Tequila	4,558	3,466	3,479	6,028	7,325
	Gold Tequila	198,352	156,412	133,455	194,402	211,872
	Mezcal	7,067	7,521	6,351	8,896	9,512
	<b>Summary</b>	<b>333,769</b>	<b>256,019</b>	<b>230,934</b>	<b>330,493</b>	<b>361,058</b>
Vodka	Flavoured Vodka	160,008	218,126	162,196	327,517	257,279
	Straight Vodka	2,230,415	2,260,663	2,043,914	2,297,447	2,329,677
	<b>Summary</b>	<b>2,390,423</b>	<b>2,478,789</b>	<b>2,206,109</b>	<b>2,624,964</b>	<b>2,586,956</b>
Whisky	American Whiskey	65,601	79,884	60,407	68,165	64,234
	Blended Malt Scotch Whisky	2,257	4,430	2,770	3,104	2,454
	Blended Scotch Whisky	240,211	296,607	253,533	264,215	228,528
	Bourbon Whiskey	101,065	133,299	105,811	114,315	110,201
	Canadian Whisky	1,108,359	1,338,460	1,022,981	1,195,112	1,080,485
	Flavoured Whisky	7,993	12,408	1,996	1,791	9,569
	Irish Whiskey	116,079	159,335	141,076	99,621	115,393
	Other Country Whisky	12,356	16,166	14,352	13,020	14,282
	Single Malt Scotch Whisky	116,106	192,675	110,898	131,796	112,743

## **Spirits Sales (Litres)**

<b>Litres</b>		Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2
Whisky	<b>Summary</b>	1,770,028	2,233,265	1,713,824	1,891,140	1,737,889
<b>Summary</b>		7,105,715	8,426,193	6,380,480	7,615,688	7,549,777



## Wine Sales (Net \$)

### Wine

Net Sales \$		Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2
Argentina Wine	Argentina Red Wine	\$6,757,687	\$9,004,285	\$7,347,225	\$6,527,365	\$6,728,099
	Argentina Rose Wine	\$204,544	\$79,790	\$118,008	\$263,768	\$223,838
	Argentina Sparkling Wine	\$10,266	\$8,382	\$8,239	\$3,154	\$5,707
	Argentina White Wine	\$640,369	\$553,431	\$612,195	\$595,728	\$625,539
	<b>Summary</b>	<b>\$7,612,866</b>	<b>\$9,645,887</b>	<b>\$8,085,667</b>	<b>\$7,390,015</b>	<b>\$7,583,183</b>
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$480	\$0	\$0	\$0
	Australia Red Wine	\$7,635,076	\$9,965,609	\$8,217,099	\$7,460,695	\$7,788,491
	Australia Rose Wine	\$300,421	\$200,392	\$207,497	\$393,408	\$398,287
	Australia Sparkling Wine	\$774,661	\$1,231,839	\$631,776	\$874,016	\$803,613
	Australia White Wine	\$4,840,545	\$4,593,891	\$4,126,152	\$4,996,681	\$4,551,403
	<b>Summary</b>	<b>\$13,550,704</b>	<b>\$15,992,210</b>	<b>\$13,182,524</b>	<b>\$13,724,799</b>	<b>\$13,541,794</b>
Austria Wine	Austria Fruit and Dessert Wine	\$149	\$149	\$0	\$598	\$149
	Austria Red Wine	\$19,375	\$39,969	\$31,098	\$14,292	\$16,696
	Austria Rose Wine	\$2,503	\$1,451	\$0	\$0	\$3,728
	Austria Sparkling Wine	\$2,732	\$1,326	\$221	\$221	\$2,493
	Austria White Wine	\$59,829	\$72,445	\$50,060	\$46,017	\$57,921
	<b>Summary</b>	<b>\$84,589</b>	<b>\$115,340</b>	<b>\$81,380</b>	<b>\$61,128</b>	<b>\$80,987</b>
Bulgaria Wine	Bulgaria Red Wine	\$14,161	\$24,263	\$13,705	\$8,064	\$5,669
	Bulgaria Rose Wine	\$14,447	\$3,576	\$2,755	\$3,198	\$6,520
	Bulgaria White Wine	\$341	\$1,366	\$342	\$342	\$342
	<b>Summary</b>	<b>\$28,950</b>	<b>\$29,205</b>	<b>\$16,802</b>	<b>\$11,603</b>	<b>\$12,530</b>
Canada - BC	Canada - BC Dessert Wine	\$408,190	\$306,461	\$164,047	\$161,660	\$559,368
	Canada - BC Fruit Wine	\$1,959,911	\$1,222,495	\$795,859	\$1,035,538	\$1,900,404
	Canada - BC Ice Wine	\$1,751,115	\$3,388,856	\$656,937	\$277,981	\$536,631
	Canada - BC Red Wine	\$71,128,401	\$75,367,627	\$56,043,849	\$61,708,625	\$75,094,659
	Canada - BC Rose Wine	\$10,857,584	\$4,064,331	\$4,359,643	\$10,862,008	\$12,605,695

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2
Canada - BC	Canada - BC Sparkling Wine	\$4,560,187	\$3,620,140	\$2,028,387	\$3,018,124	\$5,368,307
	Canada - BC White Wine	\$69,988,213	\$58,026,199	\$47,234,605	\$60,836,223	\$69,745,583
	<b>Summary</b>	<b>\$160,653,601</b>	<b>\$145,996,110</b>	<b>\$111,283,328</b>	<b>\$137,900,159</b>	<b>\$165,810,648</b>
Canada - Other	Canada - Other Dessert Wine	\$333	\$11,168	\$4,355	\$3,093	\$13,050
	Canada - Other Fruit Wine	\$612	\$0	\$0	\$0	\$0
	Canada - Other Ice Wine	\$1,053,914	\$994,689	\$572,981	\$31,751	\$32,690
	Canada - Other Red Wine	\$383,187	\$880,426	\$816,742	\$1,064,630	\$838,526
	Canada - Other Rose Wine	\$121,095	\$9,530	\$40,826	\$107,421	\$94,819
	Canada - Other Sparkling Wine	\$427,553	\$752,824	\$367,244	\$385,235	\$427,485
	Canada - Other White Wine	\$387,398	\$556,074	\$550,524	\$783,421	\$716,685
	<b>Summary</b>	<b>\$2,374,093</b>	<b>\$3,204,711</b>	<b>\$2,352,672</b>	<b>\$2,375,550</b>	<b>\$2,123,255</b>
Chile Wine	Chile Fruit and Dessert Wine	\$921	\$1,826	\$1,667	\$477	\$639
	Chile Red Wine	\$6,803,828	\$8,540,060	\$7,512,937	\$6,952,666	\$6,542,573
	Chile Rose Wine	\$768,778	\$290,501	\$386,721	\$709,315	\$664,563
	Chile Sparkling Wine	\$70,485	\$99,192	\$93,222	\$114,834	\$68,084
	Chile White Wine	\$3,823,963	\$3,334,350	\$3,436,855	\$3,285,334	\$3,710,828
	<b>Summary</b>	<b>\$11,467,974</b>	<b>\$12,265,928</b>	<b>\$11,431,403</b>	<b>\$11,062,626</b>	<b>\$10,986,688</b>
China Wine	China Fruit and Dessert Wine	\$0	\$0	\$12,373	\$0	\$0
	China Red Wine	\$0	\$5,517	\$0	\$48	\$9,244
	China White Wine	\$0	\$0	\$1,105	\$0	\$0
	<b>Summary</b>	<b>\$0</b>	<b>\$5,517</b>	<b>\$13,478</b>	<b>\$48</b>	<b>\$9,244</b>
Fortified Wine	Other Fortified Domestic Wine	\$1,486,772	\$1,182,294	\$755,178	\$784,518	\$1,233,270
	Other Fortified Import Wine	\$366,441	\$528,797	\$409,347	\$391,819	\$375,107
	Port Wine	\$550,500	\$1,259,184	\$558,596	\$515,848	\$610,864
	Sherry Wine	\$208,691	\$509,369	\$283,249	\$258,239	\$269,012
	Vermouth Wine	\$562,527	\$700,799	\$643,404	\$729,894	\$565,344
	<b>Summary</b>	<b>\$3,174,930</b>	<b>\$4,180,442</b>	<b>\$2,649,773</b>	<b>\$2,680,319</b>	<b>\$3,053,597</b>
France Wine	France Champagne Wine	\$3,894,644	\$7,022,097	\$2,804,630	\$2,690,204	\$3,016,380

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2
France Wine	France Fruit and Dessert Wine	\$4,176	\$4,161	\$3,941	\$3,537	\$14,124
	France Red Wine	\$15,863,841	\$9,864,746	\$8,392,955	\$6,359,606	\$11,830,112
	France Rose Wine	\$3,798,188	\$1,356,835	\$1,744,423	\$4,618,897	\$4,705,489
	France Sparkling Wine	\$765,263	\$1,127,650	\$595,047	\$603,590	\$760,396
	France White Wine	\$4,080,616	\$3,492,588	\$3,136,511	\$3,089,054	\$3,966,988
	<b>Summary</b>	<b>\$28,406,728</b>	<b>\$22,868,077</b>	<b>\$16,677,507</b>	<b>\$17,364,888</b>	<b>\$24,293,489</b>
Georgia Wine	Georgia Red Wine	\$38,785	\$61,085	\$13,827	\$59,607	\$45,360
	Georgia White Wine	\$0	\$0	\$490	\$490	\$1,205
	<b>Summary</b>	<b>\$38,785</b>	<b>\$61,085</b>	<b>\$14,317</b>	<b>\$60,098</b>	<b>\$46,565</b>
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Germany Red Wine	\$45,845	\$84,343	\$42,530	\$44,523	\$56,295
	Germany Rose Wine	\$10,594	\$3,468	\$3,774	\$10,927	\$12,191
	Germany Sparkling Wine	\$548,977	\$1,218,970	\$465,446	\$680,840	\$674,106
	Germany White Wine	\$1,006,970	\$1,290,184	\$936,183	\$1,021,249	\$1,004,272
	<b>Summary</b>	<b>\$1,612,386</b>	<b>\$2,596,965</b>	<b>\$1,447,933</b>	<b>\$1,757,539</b>	<b>\$1,746,864</b>
Greece Wine	Greece Fruit and Dessert Wine	\$2,631	\$0	\$165	\$0	\$165
	Greece Red Wine	\$80,685	\$93,992	\$86,690	\$35,005	\$59,303
	Greece Rose Wine	\$2,194	\$549	\$314	\$3,604	\$393
	Greece White Wine	\$107,663	\$72,954	\$79,421	\$77,387	\$80,946
	<b>Summary</b>	<b>\$193,173</b>	<b>\$167,495</b>	<b>\$166,589</b>	<b>\$115,995</b>	<b>\$140,807</b>
Hungary Wine	Hungary Fruit and Dessert Wine	\$18,390	\$36,803	\$19,250	\$13,671	\$15,196
	Hungary Red Wine	\$25,051	\$40,788	\$30,215	\$33,317	\$24,672
	Hungary Sparkling Wine	\$91,868	\$120,868	\$58,521	\$77,881	\$81,036
	Hungary White Wine	\$100,804	\$88,988	\$89,767	\$92,070	\$103,269
	<b>Summary</b>	<b>\$236,112</b>	<b>\$287,446</b>	<b>\$197,753</b>	<b>\$216,939</b>	<b>\$224,173</b>
Israel Wine	Israel Red Wine	\$31,379	\$43,281	\$34,998	\$33,027	\$24,261
	Israel Rose Wine	\$2,735	\$3,490	\$2,960	\$2,218	\$3,023
	Israel White Wine	\$13,990	\$17,371	\$7,641	\$13,443	\$13,440

## Wine Sales (Net \$)

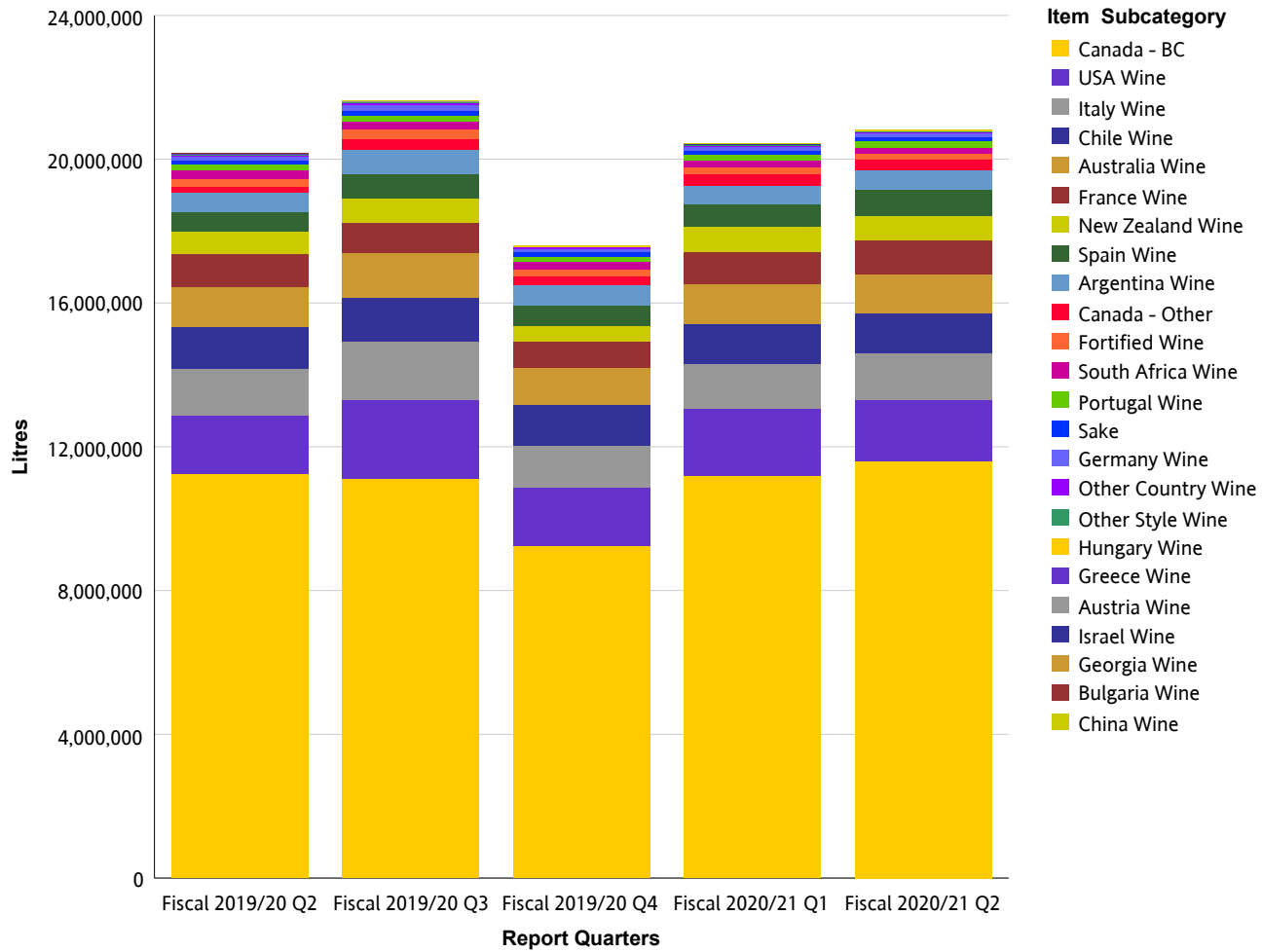
Net Sales \$		Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2
Israel Wine	<b>Summary</b>	<b>\$48,104</b>	<b>\$64,142</b>	<b>\$45,600</b>	<b>\$48,687</b>	<b>\$40,724</b>
Italy Wine	Italy Fruit and Dessert Wine	\$5,454	\$14,138	\$8,606	\$7,401	\$12,848
	Italy Red Wine	\$10,026,257	\$16,003,017	\$11,238,086	\$9,586,740	\$9,772,135
	Italy Rose Wine	\$472,769	\$157,886	\$202,077	\$270,455	\$299,003
	Italy Sparkling Wine	\$1,805,046	\$2,308,905	\$1,554,661	\$1,762,196	\$2,175,887
	Italy White Wine	\$5,136,101	\$5,142,093	\$4,130,251	\$4,337,180	\$4,892,165
	Prosecco Wine	\$4,895,514	\$6,724,471	\$2,914,324	\$4,518,822	\$4,940,290
	<b>Summary</b>	<b>\$22,341,141</b>	<b>\$30,350,510</b>	<b>\$20,048,005</b>	<b>\$20,482,794</b>	<b>\$22,092,327</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$529,282	\$857,121	\$492,793	\$632,189	\$588,577
	New Zealand Rose Wine	\$454,035	\$284,722	\$229,618	\$804,420	\$609,152
	New Zealand Sparkling Wine	\$95,253	\$197,333	\$73,742	\$89,678	\$96,556
	New Zealand White Wine	\$10,061,925	\$11,354,557	\$7,464,684	\$11,358,411	\$10,790,898
	<b>Summary</b>	<b>\$11,140,496</b>	<b>\$12,693,733</b>	<b>\$8,260,837</b>	<b>\$12,884,698</b>	<b>\$12,085,183</b>
Other Country Wine	Other Country Fruit and Dessert Wine	\$230,577	\$268,228	\$287,259	\$278,881	\$293,744
	Other Country Red Wine	\$122,472	\$203,537	\$205,131	\$142,623	\$156,740
	Other Country Rose Wine	\$2,793	\$2,378	\$9,546	\$5,557	\$8,159
	Other Country Sparkling Wine	\$18,093	\$35,323	\$12,809	\$14,162	\$9,142
	Other Country White Wine	\$41,274	\$55,621	\$48,379	\$34,812	\$53,444
	<b>Summary</b>	<b>\$415,209</b>	<b>\$565,087</b>	<b>\$563,125</b>	<b>\$476,035</b>	<b>\$521,229</b>
Other Style Wine	Aperitif And Flavoured Wine	\$163,107	\$176,297	\$166,711	\$184,990	\$163,583
	Mead	\$119,405	\$79,510	\$58,794	\$68,043	\$181,115
	Rice Wine	\$45,879	\$62,945	\$63,393	\$50,972	\$53,465
	<b>Summary</b>	<b>\$328,391</b>	<b>\$318,752</b>	<b>\$288,898</b>	<b>\$304,006</b>	<b>\$398,163</b>
Portugal Wine	Portugal Fruit and Dessert Wine	\$4,502	\$34,549	\$2,041	\$2,563	\$4,782
	Portugal Red Wine	\$948,130	\$1,287,086	\$1,130,989	\$1,022,074	\$1,041,794
	Portugal Rose Wine	\$296,082	\$153,382	\$161,074	\$246,686	\$263,631
	Portugal Sparkling Wine	\$3,841	\$12,768	\$12,275	\$4,340	\$8,177



## Wine Sales (Net \$)

Net Sales \$		Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2
Portugal Wine	Portugal White Wine	\$613,411	\$429,220	\$428,011	\$642,663	\$631,556
	<b>Summary</b>	<b>\$1,865,966</b>	<b>\$1,917,005</b>	<b>\$1,734,390</b>	<b>\$1,918,326</b>	<b>\$1,949,940</b>
Sake	Japan Sake	\$1,520,573	\$1,577,970	\$1,565,558	\$1,114,793	\$1,629,973
	Other Country Sake	\$96,654	\$77,154	\$70,396	\$55,112	\$79,021
	USA Sake	\$679,113	\$785,341	\$789,081	\$532,065	\$597,273
	<b>Summary</b>	<b>\$2,296,340</b>	<b>\$2,440,464</b>	<b>\$2,425,036</b>	<b>\$1,701,971</b>	<b>\$2,306,267</b>
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	South Africa Red Wine	\$1,299,850	\$1,616,418	\$1,517,649	\$1,232,982	\$1,055,302
	South Africa Rose Wine	\$49,656	\$16,409	\$5,813	\$102,750	\$104,831
	South Africa Sparkling Wine	\$3,249	\$5,841	\$6,315	\$5,280	\$4,763
	South Africa White Wine	\$1,205,157	\$997,174	\$929,089	\$942,671	\$796,226
	<b>Summary</b>	<b>\$2,557,912</b>	<b>\$2,635,843</b>	<b>\$2,458,866</b>	<b>\$2,283,682</b>	<b>\$1,961,121</b>
Spain Wine	Spain Fruit and Dessert Wine	\$8,974	\$10,971	\$5,944	\$6,542	\$6,083
	Spain Red Wine	\$4,225,827	\$5,661,312	\$4,748,261	\$4,680,129	\$5,116,474
	Spain Rose Wine	\$380,348	\$204,800	\$298,931	\$438,121	\$556,178
	Spain Sparkling Wine	\$1,211,094	\$1,913,333	\$889,053	\$936,605	\$1,106,640
	Spain White Wine	\$655,903	\$644,781	\$598,335	\$619,713	\$857,034
	<b>Summary</b>	<b>\$6,482,146</b>	<b>\$8,435,196</b>	<b>\$6,540,523</b>	<b>\$6,681,110</b>	<b>\$7,642,409</b>
USA Wine	USA Fruit and Dessert Wine	\$802	\$1,178	\$888	\$530	\$2,373
	USA Red Wine	\$20,378,558	\$32,134,998	\$21,257,991	\$22,388,968	\$22,586,564
	USA Rose Wine	\$1,288,045	\$1,181,252	\$1,068,972	\$1,919,131	\$1,506,179
	USA Sparkling Wine	\$298,496	\$447,538	\$248,295	\$232,437	\$275,146
	USA White Wine	\$6,600,822	\$6,663,190	\$5,873,458	\$6,770,335	\$7,036,706
	<b>Summary</b>	<b>\$28,566,723</b>	<b>\$40,428,155</b>	<b>\$28,449,604</b>	<b>\$31,311,401</b>	<b>\$31,406,967</b>
<b>Summary</b>		<b>\$305,477,320</b>	<b>\$317,265,307</b>	<b>\$238,416,010</b>	<b>\$272,814,416</b>	<b>\$310,058,155</b>

## Wine Sales (Litres)



## Wine Sales (Litres)

### Wine

Litres		Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2
Argentina Wine	Argentina Red Wine	476,226	622,752	519,664	464,864	479,912
	Argentina Rose Wine	17,884	6,854	11,120	22,254	24,319
	Argentina Sparkling Wine	533	455	436	189	382
	Argentina White Wine	53,048	43,870	56,899	52,895	60,315
	<b>Summary</b>	<b>547,691</b>	<b>673,932</b>	<b>588,119</b>	<b>540,202</b>	<b>564,928</b>
Australia Wine	Australia Fruit and Dessert Wine	0	12	0	0	0
	Australia Red Wine	548,225	707,578	591,374	553,743	566,840
	Australia Rose Wine	24,205	16,251	16,498	31,472	31,670
	Australia Sparkling Wine	61,417	98,137	46,191	64,155	59,231
	Australia White Wine	450,738	428,183	377,037	467,993	419,068
	<b>Summary</b>	<b>1,084,586</b>	<b>1,250,161</b>	<b>1,031,101</b>	<b>1,117,363</b>	<b>1,076,809</b>
Austria Wine	Austria Fruit and Dessert Wine	2	2	0	9	2
	Austria Red Wine	678	1,340	1,015	458	564
	Austria Rose Wine	90	50	0	0	135
	Austria Sparkling Wine	81	45	9	9	68
	Austria White Wine	2,228	2,618	1,730	1,672	2,192
	<b>Summary</b>	<b>3,080</b>	<b>4,054</b>	<b>2,754</b>	<b>2,148</b>	<b>2,960</b>
Bulgaria Wine	Bulgaria Red Wine	1,162	2,128	1,036	648	315
	Bulgaria Rose Wine	909	225	173	198	439
	Bulgaria White Wine	9	36	9	9	9
	<b>Summary</b>	<b>2,080</b>	<b>2,389</b>	<b>1,219</b>	<b>855</b>	<b>763</b>
Canada - BC	Canada - BC Dessert Wine	8,672	6,570	3,476	3,286	11,802
	Canada - BC Fruit Wine	87,496	58,675	39,232	54,525	88,639
	Canada - BC Ice Wine	14,992	11,870	6,169	2,878	5,077
	Canada - BC Red Wine	4,628,003	5,462,107	4,377,412	4,797,208	4,816,767
	Canada - BC Rose Wine	620,221	287,028	303,218	669,281	750,187

## Wine Sales (Litres)

Litres		Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2
Canada - BC	Canada - BC Sparkling Wine	179,505	143,337	78,090	122,610	214,666
	Canada - BC White Wine	5,707,266	5,137,616	4,434,953	5,561,111	5,705,513
	<b>Summary</b>	<b>11,246,154</b>	<b>11,107,203</b>	<b>9,242,551</b>	<b>11,210,900</b>	<b>11,592,650</b>
Canada - Other	Canada - Other Dessert Wine	4	152	91	32	136
	Canada - Other Fruit Wine	12	0	0	0	0
	Canada - Other Ice Wine	12,984	12,014	7,114	369	367
	Canada - Other Red Wine	35,520	110,287	97,279	141,547	111,726
	Canada - Other Rose Wine	16,985	1,119	3,600	9,940	11,146
	Canada - Other Sparkling Wine	60,472	112,226	53,540	54,902	60,581
	Canada - Other White Wine	41,562	65,916	63,636	97,420	87,579
	<b>Summary</b>	<b>167,538</b>	<b>301,713</b>	<b>225,260</b>	<b>304,211</b>	<b>271,536</b>
Chile Wine	Chile Fruit and Dessert Wine	26	50	45	14	18
	Chile Red Wine	673,381	820,286	742,240	691,481	632,286
	Chile Rose Wine	91,038	35,204	47,130	82,784	82,750
	Chile Sparkling Wine	4,216	6,034	5,655	6,970	3,938
	Chile White Wine	396,410	345,596	361,036	344,997	404,253
	<b>Summary</b>	<b>1,165,072</b>	<b>1,207,169</b>	<b>1,156,107</b>	<b>1,126,246</b>	<b>1,123,244</b>
China Wine	China Fruit and Dessert Wine	0	0	500	0	0
	China Red Wine	0	14	0	9	32
	China White Wine	0	0	18	0	0
	<b>Summary</b>	<b>0</b>	<b>14</b>	<b>518</b>	<b>9</b>	<b>32</b>
Fortified Wine	Other Fortified Domestic Wine	106,987	100,103	77,310	77,166	82,718
	Other Fortified Import Wine	24,665	33,915	26,028	26,550	23,130
	Port Wine	16,445	37,529	18,023	17,314	17,663
	Sherry Wine	10,268	26,690	14,043	12,879	13,753
	Vermouth Wine	49,777	62,884	57,793	64,885	48,517
	<b>Summary</b>	<b>208,142</b>	<b>261,121</b>	<b>193,197</b>	<b>198,793</b>	<b>185,782</b>
France Wine	France Champagne Wine	40,756	75,565	28,789	27,504	30,056

## Wine Sales (Litres)

Litres		Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2
France Wine	France Fruit and Dessert Wine	98	84	69	72	364
	France Red Wine	439,796	438,734	412,647	362,655	391,688
	France Rose Wine	245,529	90,144	106,385	286,219	298,599
	France Sparkling Wine	41,306	64,335	29,134	34,876	43,198
	France White Wine	160,870	155,911	151,521	161,645	175,589
	<b>Summary</b>	<b>928,354</b>	<b>824,774</b>	<b>728,545</b>	<b>872,972</b>	<b>939,495</b>
Georgia Wine	Georgia Red Wine	2,092	3,344	814	3,272	2,475
	Georgia White Wine	0	0	18	18	44
	<b>Summary</b>	<b>2,092</b>	<b>3,344</b>	<b>832</b>	<b>3,290</b>	<b>2,519</b>
Germany Wine	Germany Fruit and Dessert Wine	0	0	0	0	0
	Germany Red Wine	2,593	3,676	2,116	2,871	2,736
	Germany Rose Wine	513	176	184	585	566
	Germany Sparkling Wine	32,728	80,260	28,123	43,663	43,462
	Germany White Wine	67,901	88,095	61,167	67,826	69,666
	<b>Summary</b>	<b>103,734</b>	<b>172,206</b>	<b>91,591</b>	<b>114,945</b>	<b>116,430</b>
Greece Wine	Greece Fruit and Dessert Wine	108	0	6	0	6
	Greece Red Wine	6,637	7,031	6,745	2,372	4,482
	Greece Rose Wine	126	32	18	135	22
	Greece White Wine	8,975	5,682	6,562	5,332	6,564
	<b>Summary</b>	<b>15,846</b>	<b>12,744</b>	<b>13,331</b>	<b>7,840</b>	<b>11,074</b>
Hungary Wine	Hungary Fruit and Dessert Wine	346	566	353	316	360
	Hungary Red Wine	1,818	3,010	2,150	2,448	1,774
	Hungary Sparkling Wine	7,202	9,674	4,419	6,300	6,471
	Hungary White Wine	9,170	7,246	8,558	8,311	9,155
	<b>Summary</b>	<b>18,536</b>	<b>20,496</b>	<b>15,480</b>	<b>17,375</b>	<b>17,761</b>
Israel Wine	Israel Red Wine	1,516	2,130	1,679	1,611	1,170
	Israel Rose Wine	156	200	169	126	171
	Israel White Wine	713	890	381	666	648

## Wine Sales (Litres)

Litres		Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2
Israel Wine	<b>Summary</b>	<b>2,385</b>	<b>3,219</b>	<b>2,229</b>	<b>2,403</b>	<b>1,989</b>
Italy Wine	Italy Fruit and Dessert Wine	70	234	108	299	418
	Italy Red Wine	542,012	775,967	589,693	556,125	526,926
	Italy Rose Wine	29,152	8,734	11,658	16,336	17,063
	Italy Sparkling Wine	101,999	129,268	86,502	100,518	123,913
	Italy White Wine	376,281	375,370	302,437	332,114	369,711
	Prosecco Wine	258,664	357,888	151,397	238,981	262,346
	<b>Summary</b>	<b>1,308,179</b>	<b>1,647,461</b>	<b>1,141,796</b>	<b>1,244,372</b>	<b>1,300,377</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	24,233	41,036	20,971	28,688	27,200
	New Zealand Rose Wine	24,934	16,364	12,541	45,724	34,816
	New Zealand Sparkling Wine	4,506	10,533	3,531	4,108	4,578
	New Zealand White Wine	561,405	630,155	399,187	632,792	615,316
	<b>Summary</b>	<b>615,078</b>	<b>698,088</b>	<b>436,229</b>	<b>711,313</b>	<b>681,910</b>
Other Country Wine	Other Country Fruit and Dessert Wine	15,154	16,903	17,621	17,592	18,603
	Other Country Red Wine	6,638	9,208	8,572	6,595	7,262
	Other Country Rose Wine	140	112	320	225	346
	Other Country Sparkling Wine	727	1,357	407	533	302
	Other Country White Wine	1,587	2,106	1,770	1,393	2,232
	<b>Summary</b>	<b>24,245</b>	<b>29,686</b>	<b>28,690</b>	<b>26,337</b>	<b>28,745</b>
Other Style Wine	Aperitif And Flavoured Wine	11,071	11,124	11,002	13,046	9,384
	Mead	5,507	3,608	2,680	3,069	7,904
	Rice Wine	3,777	4,825	4,707	3,398	3,355
	<b>Summary</b>	<b>20,355</b>	<b>19,557</b>	<b>18,389</b>	<b>19,513</b>	<b>20,643</b>
Portugal Wine	Portugal Fruit and Dessert Wine	89	661	44	58	104
	Portugal Red Wine	75,578	99,599	95,529	86,036	87,788
	Portugal Rose Wine	29,696	14,749	16,085	24,204	26,608
	Portugal Sparkling Wine	114	440	519	166	302

## Wine Sales (Litres)

Litres		Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2
Portugal Wine	Portugal White Wine	54,134	32,985	31,765	55,768	52,170
	<b>Summary</b>	<b>159,610</b>	<b>148,434</b>	<b>143,942</b>	<b>166,232</b>	<b>166,971</b>
Sake	Japan Sake	43,300	47,426	48,863	36,919	47,865
	Other Country Sake	4,384	3,994	3,497	3,109	4,170
	USA Sake	78,108	91,112	88,246	51,422	63,481
	<b>Summary</b>	<b>125,791</b>	<b>142,532</b>	<b>140,606</b>	<b>91,450</b>	<b>115,516</b>
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	0	0
	South Africa Red Wine	110,331	138,668	127,665	98,249	82,302
	South Africa Rose Wine	4,685	1,404	459	8,817	9,759
	South Africa Sparkling Wine	162	225	364	342	261
	South Africa White Wine	119,694	97,239	83,222	86,636	73,686
	<b>Summary</b>	<b>234,872</b>	<b>237,536</b>	<b>211,711</b>	<b>194,044</b>	<b>166,008</b>
Spain Wine	Spain Fruit and Dessert Wine	303	434	171	216	171
	Spain Red Wine	359,298	454,970	397,218	428,196	478,865
	Spain Rose Wine	38,798	22,232	38,117	53,306	72,780
	Spain Sparkling Wine	73,703	119,411	54,127	56,728	69,401
	Spain White Wine	74,686	71,543	65,032	69,413	102,884
	<b>Summary</b>	<b>546,789</b>	<b>668,589</b>	<b>554,666</b>	<b>607,859</b>	<b>724,102</b>
USA Wine	USA Fruit and Dessert Wine	46	40	41	19	130
	USA Red Wine	1,028,000	1,567,241	1,099,413	1,168,106	1,066,034
	USA Rose Wine	133,944	126,483	116,366	188,720	146,290
	USA Sparkling Wine	16,159	24,955	13,438	13,898	14,560
	USA White Wine	457,234	467,519	406,236	474,612	481,152
	<b>Summary</b>	<b>1,635,383</b>	<b>2,186,238</b>	<b>1,635,494</b>	<b>1,845,354</b>	<b>1,708,167</b>
<b>Summary</b>		<b>20,165,593</b>	<b>21,622,659</b>	<b>17,604,357</b>	<b>20,426,027</b>	<b>20,820,410</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.