

Liquor Market Review

Fiscal 2019/20 Q2

September 2019



**LIQUOR
DISTRIBUTION
BRANCH**

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Introduction

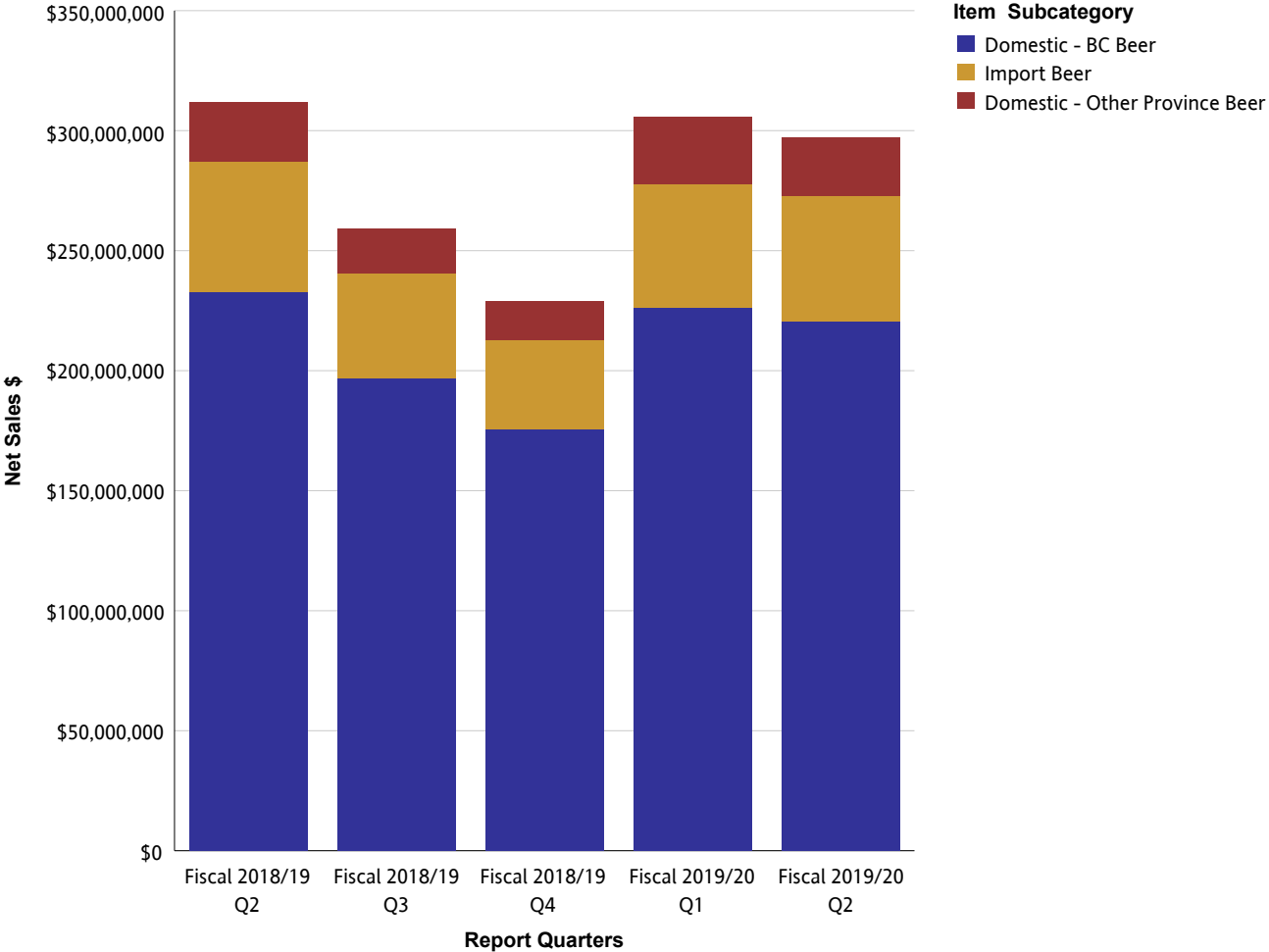
The Liquor Market Review provides provincial sales through the Wholesale channel for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer and excludes any applicable taxes. For each reporting period,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

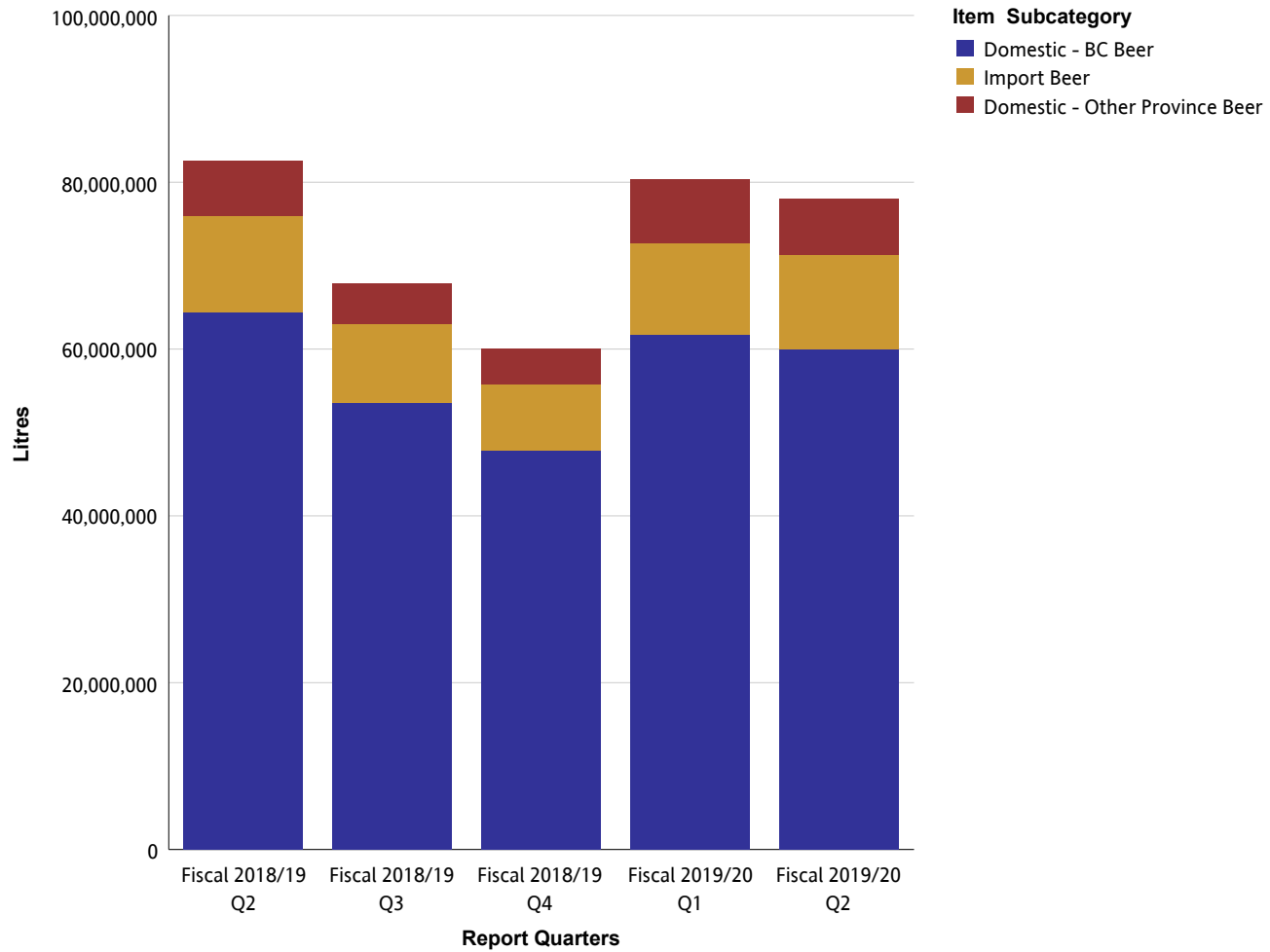


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Domestic - BC Beer	Domestic - BC Commercial Beer	\$150,332,021	\$125,988,126	\$109,843,662	\$140,566,846	\$132,796,059
	Domestic - BC Micro Brew Beer	\$39,953,525	\$33,253,138	\$31,944,111	\$39,963,567	\$41,864,801
	Domestic - BC Regional Beer	\$42,653,933	\$37,732,583	\$33,831,408	\$45,796,982	\$46,139,159
	Summary	\$232,939,479	\$196,973,847	\$175,619,182	\$226,327,396	\$220,800,019
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$22,372,961	\$16,161,863	\$14,030,821	\$26,023,078	\$22,411,672
	Domestic - Other Province Micro Brew Beer	\$500,528	\$348,526	\$357,713	\$416,778	\$424,488
	Domestic - Other Province Regional Beer	\$2,007,055	\$1,984,099	\$1,545,304	\$1,732,480	\$1,664,007
	Summary	\$24,880,543	\$18,494,489	\$15,933,839	\$28,172,336	\$24,500,167
Import Beer	Asia And South Pacific Beer	\$1,791,448	\$1,487,199	\$1,518,103	\$1,649,992	\$1,833,273
	Europe Beer	\$28,976,670	\$27,351,115	\$23,176,961	\$27,840,942	\$27,807,019
	Mexico And Caribbean Beer	\$15,869,387	\$8,653,245	\$7,881,960	\$14,957,196	\$15,505,696
	Other Country Beer	\$195,544	\$140,567	\$106,176	\$102,322	\$115,957
	USA Beer	\$7,319,604	\$5,837,780	\$4,577,412	\$6,702,560	\$6,746,611
	Summary	\$54,152,652	\$43,469,906	\$37,260,613	\$51,253,011	\$52,008,556
Summary		\$311,972,674	\$258,938,241	\$228,813,634	\$305,752,743	\$297,308,742

Beer Sales (Litres)

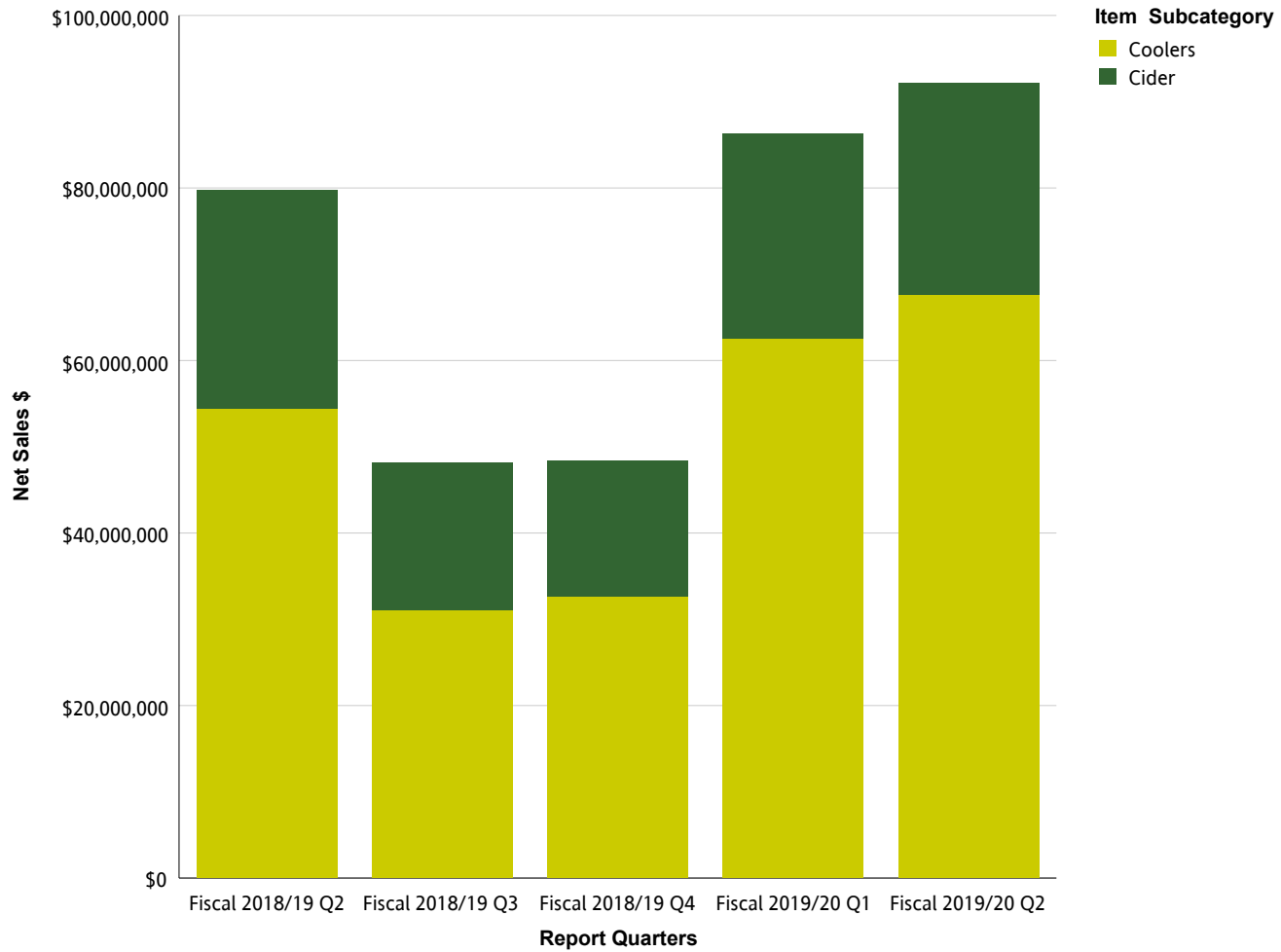


Beer Sales (Litres)

Beer

Litres		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Domestic - BC Beer	Domestic - BC Commercial Beer	43,396,782	35,977,164	31,168,316	40,078,374	37,907,354
	Domestic - BC Micro Brew Beer	8,995,528	7,246,748	7,147,487	8,895,633	9,271,917
	Domestic - BC Regional Beer	11,963,398	10,411,559	9,546,472	12,765,262	12,835,421
	Summary	64,355,708	53,635,471	47,862,275	61,739,269	60,014,692
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	5,973,974	4,309,242	3,775,363	7,168,224	6,223,247
	Domestic - Other Province Micro Brew Beer	76,533	51,030	51,519	61,039	62,891
	Domestic - Other Province Regional Beer	530,263	500,695	414,468	465,329	445,220
	Summary	6,580,770	4,860,967	4,241,350	7,694,592	6,731,358
Import Beer	Asia And South Pacific Beer	364,684	301,241	304,766	329,232	368,389
	Europe Beer	6,444,397	6,056,641	5,125,225	6,215,198	6,250,385
	Mexico And Caribbean Beer	3,062,182	1,616,894	1,460,046	2,838,126	3,005,965
	Other Country Beer	49,205	32,598	26,678	24,598	30,153
	USA Beer	1,733,292	1,358,432	1,054,268	1,572,001	1,644,751
	Summary	11,653,760	9,365,805	7,970,982	10,979,156	11,299,643
Summary		82,590,238	67,862,243	60,074,606	80,413,016	78,045,693

Refreshment Beverages Sales (Net \$)

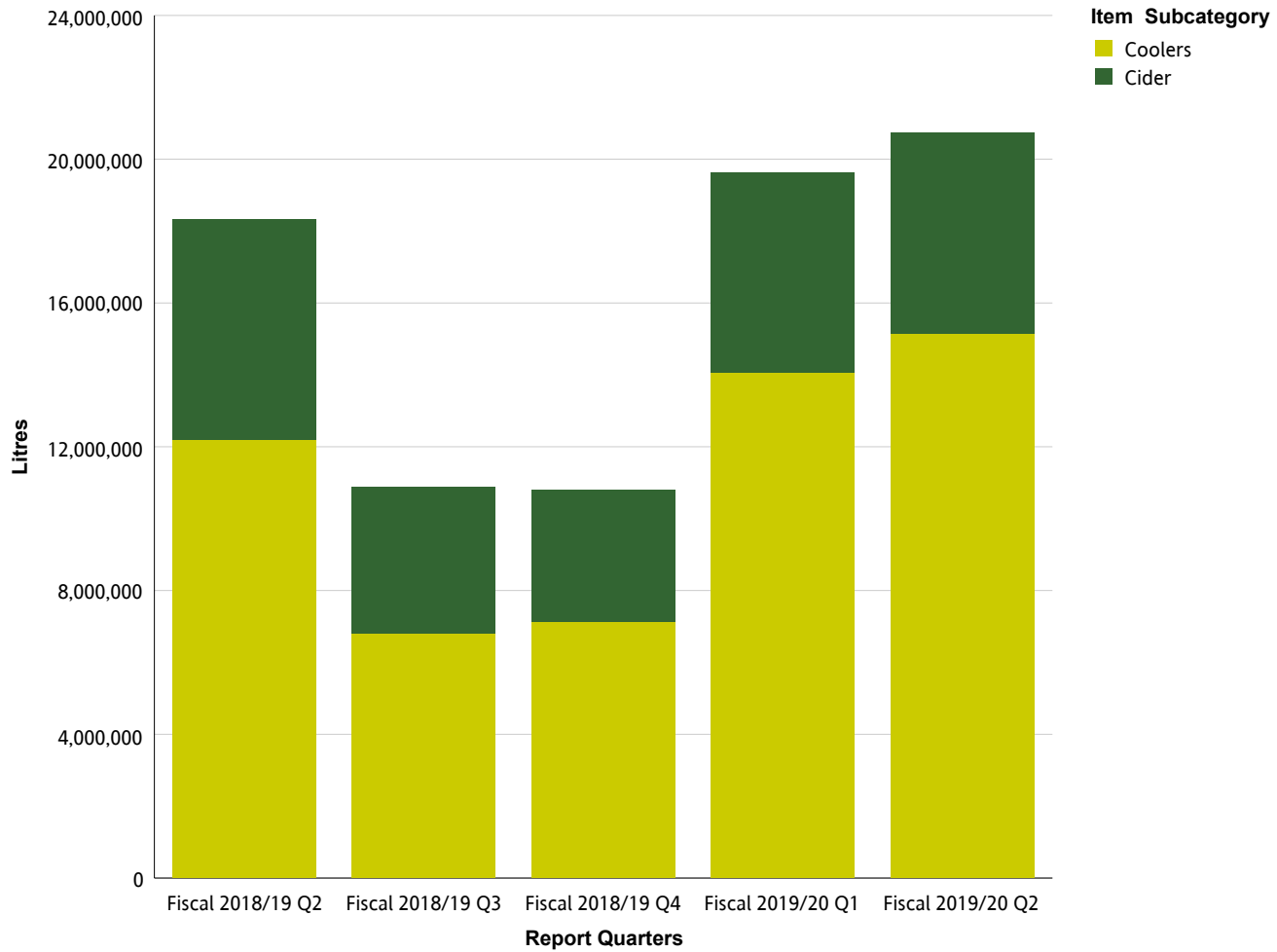


Refreshment Beverages Sales (Net \$)

Refreshment Beverages

Net Sales \$		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Cider	Domestic Cider	\$19,263,117	\$13,310,556	\$12,192,826	\$18,356,979	\$19,315,331
	Import Cider	\$6,093,884	\$3,795,063	\$3,587,817	\$5,356,739	\$5,206,000
	Summary	\$25,357,001	\$17,105,619	\$15,780,643	\$23,713,719	\$24,521,331
Coolers	Malt-Based Coolers	\$928,161	\$325,449	\$363,383	\$669,819	\$499,914
	Spirit Coolers	\$52,295,043	\$29,955,020	\$31,381,766	\$60,606,875	\$66,022,534
	Wine/Fruit Coolers	\$1,149,059	\$732,605	\$854,793	\$1,333,672	\$1,139,990
	Summary	\$54,372,263	\$31,013,074	\$32,599,942	\$62,610,367	\$67,662,439
Summary		\$79,729,265	\$48,118,693	\$48,380,585	\$86,324,085	\$92,183,770

Refreshment Beverages Sales (Litres)

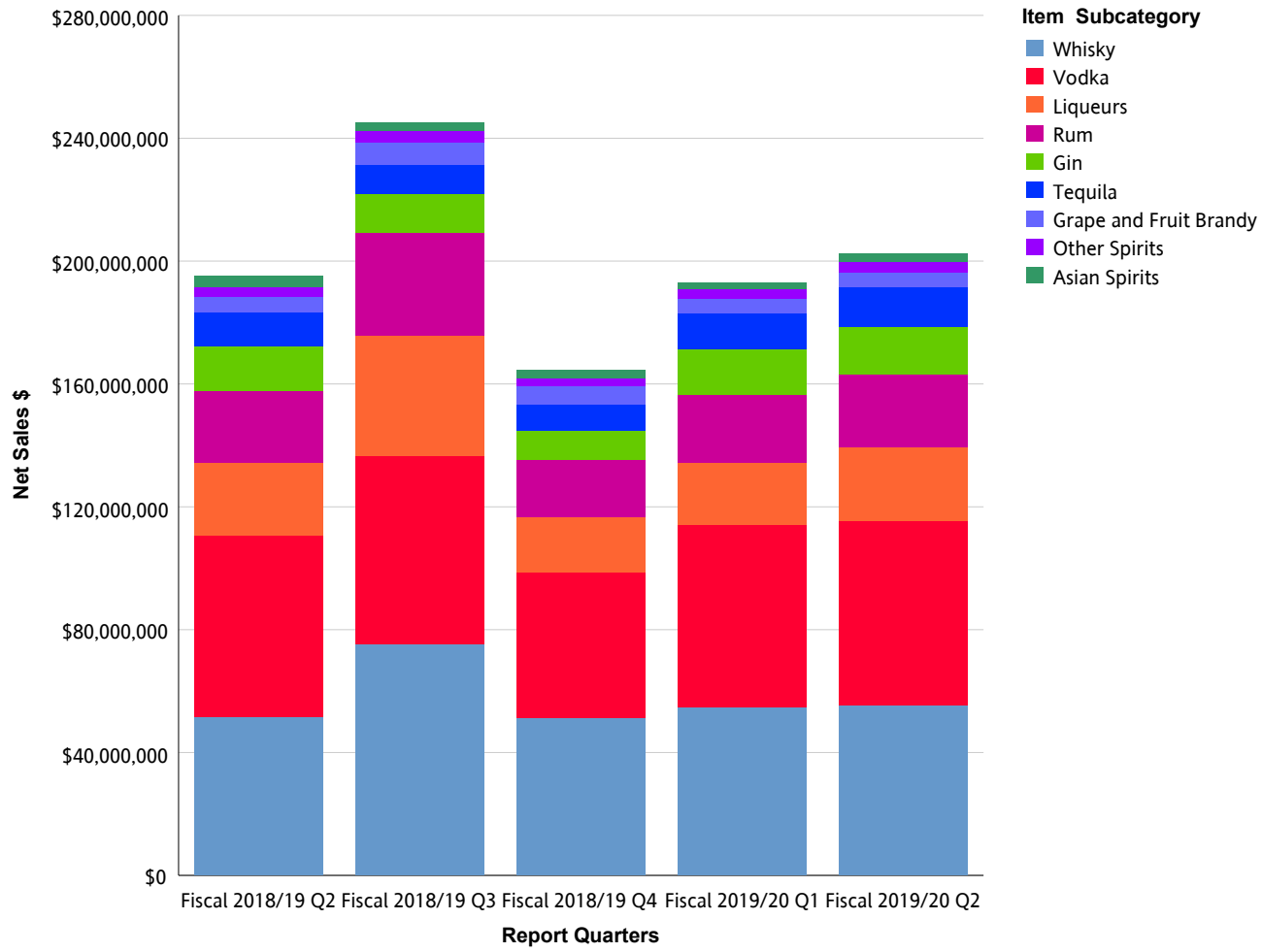


Refreshment Beverages Sales (Litres)

Refreshment Beverages

Litres		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Cider	Domestic Cider	4,806,500	3,239,883	2,898,102	4,379,134	4,425,793
	Import Cider	1,334,089	831,804	780,815	1,189,261	1,177,247
	Summary	6,140,589	4,071,688	3,678,917	5,568,395	5,603,040
Coolers	Malt-Based Coolers	206,546	68,137	77,192	151,402	106,680
	Spirit Coolers	11,805,494	6,614,175	6,915,278	13,712,974	14,867,929
	Wine/Fruit Coolers	190,933	125,940	133,209	202,880	180,708
	Summary	12,202,973	6,808,252	7,125,679	14,067,256	15,155,317
Summary		18,343,562	10,879,940	10,804,595	19,635,651	20,758,357

Spirits Sales (Net \$)



Spirits Sales (Net \$)

Spirits

Net Sales \$		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Asian Spirits	China Spirits	\$2,737,572	\$1,529,901	\$1,755,278	\$1,229,323	\$1,681,985
	Korea Spirits	\$895,536	\$962,147	\$912,672	\$904,617	\$969,912
	Other Country Asian Spirits	\$77,752	\$112,338	\$119,684	\$59,386	\$109,004
	Summary	\$3,710,860	\$2,604,385	\$2,787,634	\$2,193,325	\$2,760,901
Gin	Dry Gin	\$13,739,506	\$12,043,717	\$9,145,078	\$13,825,806	\$14,212,414
	Flavoured Gin	\$558,183	\$322,948	\$285,879	\$823,383	\$1,006,755
	Other Gin	\$263,038	\$223,323	\$215,051	\$288,536	\$419,322
	Summary	\$14,560,728	\$12,589,988	\$9,646,009	\$14,937,725	\$15,638,491
Grape and Fruit Brandy	Armagnac	\$59,085	\$161,737	\$112,960	\$35,138	\$31,575
	Brandy	\$2,105,646	\$3,207,063	\$2,166,738	\$2,082,743	\$2,147,378
	Cognac	\$2,635,714	\$3,499,131	\$3,666,848	\$2,039,226	\$2,348,968
	Eau de Vie	\$269,518	\$296,510	\$201,803	\$234,881	\$256,680
	Grappa And Marc	\$59,056	\$102,619	\$57,303	\$45,923	\$63,428
	Pisco	\$94,941	\$91,451	\$82,325	\$99,262	\$90,349
	Summary	\$5,223,960	\$7,358,511	\$6,287,978	\$4,537,173	\$4,938,378
Liqueurs	Anise And Herbal/Spice Liqueurs	\$6,223,260	\$8,472,362	\$6,359,169	\$6,802,216	\$7,057,955
	Coffee And Cocoa Liqueurs	\$1,737,183	\$3,009,039	\$1,099,552	\$1,354,919	\$1,691,988
	Cream/Dairy Liqueurs	\$7,872,684	\$18,557,328	\$5,044,604	\$5,549,141	\$7,906,326
	Fruit Liqueurs	\$4,214,450	\$4,923,828	\$2,925,663	\$3,660,743	\$4,149,661
	Nut Liqueurs	\$1,440,042	\$1,638,618	\$1,008,345	\$1,290,570	\$1,342,992
	Other Liqueurs	\$771,387	\$803,753	\$538,188	\$540,069	\$646,818
	Whiskey Liqueurs	\$1,328,630	\$1,896,074	\$1,309,097	\$1,244,653	\$1,485,125
	Summary	\$23,587,636	\$39,301,002	\$18,284,618	\$20,442,311	\$24,280,864
Other Spirits	Cachaca	\$51,186	\$28,280	\$32,152	\$38,914	\$44,715
	Flavoured Spirits	\$841,485	\$1,261,923	\$769,350	\$822,950	\$935,611
	Miscellaneous/Other Spirits	\$413,300	\$598,289	\$355,476	\$663,114	\$494,839

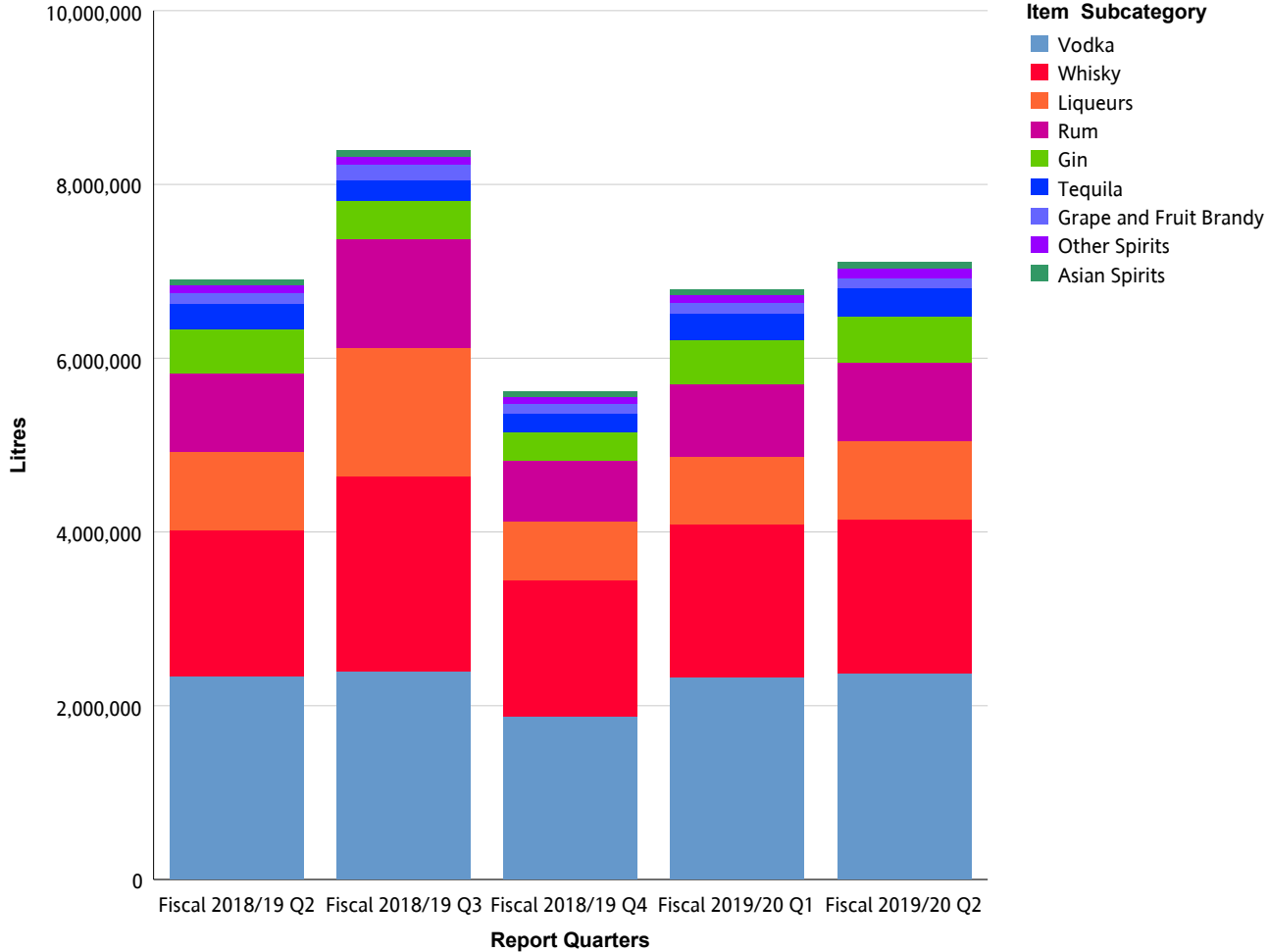
Spirits Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Other Spirits	Moonshine Spirits	\$353,670	\$411,646	\$202,168	\$312,668	\$355,344
	Ready to Mix Cocktails	\$635,691	\$492,609	\$439,131	\$558,334	\$602,072
	Ready to Serve Cocktails	\$606,962	\$759,777	\$414,944	\$611,702	\$695,178
	Schnapps and Akvavit	\$64,048	\$85,693	\$45,555	\$59,118	\$61,910
	Summary	\$2,966,342	\$3,638,217	\$2,258,776	\$3,066,800	\$3,189,670
Rum	Amber Rum	\$5,413,021	\$8,397,918	\$4,538,980	\$5,117,437	\$5,664,657
	Dark Rum	\$2,602,399	\$4,151,244	\$2,357,454	\$2,653,358	\$2,515,428
	Flavoured Rum	\$306,798	\$355,537	\$225,040	\$401,844	\$311,484
	Spiced Rum	\$7,545,539	\$12,085,630	\$5,947,583	\$6,544,461	\$7,468,084
	White Rum	\$7,587,408	\$8,378,702	\$5,499,024	\$7,152,920	\$7,508,840
	Summary	\$23,455,165	\$33,369,032	\$18,568,080	\$21,870,020	\$23,468,494
Tequila	Blanco/Silver Tequila	\$3,614,429	\$3,245,654	\$2,846,209	\$4,252,843	\$4,764,570
	Flavoured Tequila	\$133,443	\$109,660	\$100,947	\$152,288	\$173,546
	Gold Tequila	\$6,817,892	\$5,927,897	\$4,969,217	\$6,977,245	\$7,505,142
	Mezcal	\$327,392	\$361,399	\$348,927	\$438,897	\$510,420
	Summary	\$10,893,156	\$9,644,610	\$8,265,301	\$11,821,273	\$12,953,678
Vodka	Flavoured Vodka	\$3,752,636	\$3,661,212	\$2,663,612	\$4,548,646	\$3,967,144
	Straight Vodka	\$55,339,117	\$57,388,045	\$44,583,046	\$54,616,490	\$56,045,748
	Summary	\$59,091,753	\$61,049,257	\$47,246,658	\$59,165,136	\$60,012,892
Whisky	American Whiskey	\$2,479,423	\$3,078,685	\$2,537,925	\$2,183,570	\$2,307,484
	Blended Malt Scotch Whisky	\$113,892	\$278,370	\$156,655	\$169,333	\$150,350
	Blended Scotch Whisky	\$6,616,791	\$9,419,447	\$6,622,982	\$7,443,064	\$7,095,421
	Bourbon Whiskey	\$3,523,370	\$4,917,602	\$3,454,371	\$3,582,895	\$3,683,565
	Canadian Whisky	\$26,790,925	\$34,878,245	\$23,339,325	\$27,973,786	\$27,762,066
	Flavoured Whisky	\$21,170	\$406,884	\$209,109	\$330,849	\$479,228
	Irish Whiskey	\$3,522,086	\$5,439,284	\$4,429,078	\$3,441,589	\$4,185,224
	Other Country Whisky	\$851,572	\$1,330,025	\$924,607	\$920,513	\$995,639
	Single Malt Scotch Whisky	\$7,799,737	\$15,709,618	\$9,550,510	\$8,869,595	\$8,576,014

Spirits Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Whisky	Summary	\$51,718,965	\$75,458,159	\$51,224,563	\$54,915,193	\$55,234,990
Summary		\$195,208,564	\$245,013,160	\$164,569,616	\$192,948,956	\$202,478,357

Spirits Sales (Litres)



Spirits Sales (Litres)

Spirits

Litres		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Asian Spirits	China Spirits	14,259	13,732	14,261	11,459	13,431
	Korea Spirits	49,709	53,276	50,529	50,029	54,107
	Other Country Asian Spirits	2,074	2,589	2,744	1,697	2,745
	Summary	66,042	69,597	67,534	63,184	70,283
Gin	Dry Gin	478,735	416,177	314,726	479,012	485,457
	Flavoured Gin	19,283	10,691	9,689	27,480	32,866
	Other Gin	6,095	4,299	4,920	5,828	8,866
	Summary	504,112	431,167	329,336	512,320	527,189
Grape and Fruit Brandy	Armagnac	533	1,080	736	316	373
	Brandy	86,086	130,310	88,432	85,135	85,031
	Cognac	23,095	31,601	25,537	19,046	22,245
	Eau de Vie	5,744	6,641	4,409	5,253	5,406
	Grappa And Marc	1,261	1,893	1,148	940	1,270
	Pisco	2,528	2,278	2,027	2,551	2,287
	Summary	119,246	173,803	122,289	113,240	116,612
Liqueurs	Anise And Herbal/Spice Liqueurs	218,095	301,394	219,808	242,867	244,536
	Coffee And Cocoa Liqueurs	70,343	121,483	44,839	55,341	67,902
	Cream/Dairy Liqueurs	316,819	748,646	202,362	229,934	320,094
	Fruit Liqueurs	154,449	163,476	106,499	134,252	151,632
	Nut Liqueurs	61,356	65,298	40,230	55,780	57,513
	Other Liqueurs	27,552	28,754	19,850	18,953	22,531
	Whiskey Liqueurs	43,316	59,526	43,697	40,491	48,867
	Summary	891,930	1,488,578	677,285	777,617	913,074
Other Spirits	Cachaca	1,521	844	1,083	1,171	1,312
	Flavoured Spirits	18,442	26,557	17,842	18,622	19,590
	Miscellaneous/Other Spirits	8,443	11,881	7,401	13,796	10,001

Spirits Sales (Litres)

Litres		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Other Spirits	Moonshine Spirits	8,349	8,764	4,757	7,210	8,581
	Ready to Mix Cocktails	31,639	23,977	21,631	27,596	30,251
	Ready to Serve Cocktails	25,140	26,395	13,952	24,329	32,935
	Schnapps and Akvavit	1,600	2,176	1,126	1,430	1,500
	Summary	95,135	100,593	67,791	94,155	104,170
Rum	Amber Rum	200,798	298,411	163,991	187,044	203,283
	Dark Rum	98,938	155,904	88,059	99,227	98,181
	Flavoured Rum	12,736	14,123	8,874	15,491	12,582
	Spiced Rum	272,192	433,466	208,884	233,208	268,047
	White Rum	321,004	353,357	231,896	301,284	317,002
	Summary	905,668	1,255,260	701,704	836,254	899,096
Tequila	Blanco/Silver Tequila	98,054	79,307	70,951	110,395	123,044
	Flavoured Tequila	3,550	2,845	2,660	4,190	4,558
	Gold Tequila	190,804	151,721	125,555	187,430	198,191
	Mezcal	5,145	5,866	5,524	7,162	7,977
	Summary	297,553	239,739	204,690	309,177	333,769
Vodka	Flavoured Vodka	139,946	129,766	96,026	164,909	141,750
	Straight Vodka	2,205,668	2,268,394	1,782,664	2,170,198	2,225,238
	Summary	2,345,613	2,398,160	1,878,690	2,335,107	2,366,988
Whisky	American Whiskey	71,604	82,028	71,479	61,785	69,419
	Blended Malt Scotch Whisky	1,569	2,835	2,020	2,317	2,257
	Blended Scotch Whisky	221,138	306,905	221,364	251,667	240,211
	Bourbon Whiskey	92,681	118,056	86,974	90,987	97,457
	Canadian Whisky	1,075,848	1,354,911	929,677	1,107,328	1,098,935
	Flavoured Whisky	739	14,522	7,311	12,200	17,199
	Irish Whiskey	100,793	150,627	123,609	93,448	116,079
	Other Country Whisky	11,487	15,989	11,598	12,041	12,356
	Single Malt Scotch Whisky	106,969	189,590	113,990	119,342	116,106

Spirits Sales (Litres)

Litres		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Whisky	Summary	1,682,829	2,235,463	1,568,021	1,751,115	1,770,019
Summary		6,908,127	8,392,361	5,617,339	6,792,170	7,101,202

Wine Sales (Net \$)

Wine

Net Sales \$		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Argentina Wine	Argentina Red Wine	\$6,918,128	\$9,820,003	\$7,295,090	\$6,745,843	\$6,757,687
	Argentina Rose Wine	\$202,657	\$95,348	\$195,178	\$331,253	\$204,544
	Argentina Sparkling Wine	\$6,577	\$11,802	\$10,286	\$8,655	\$10,266
	Argentina White Wine	\$691,366	\$623,101	\$676,974	\$706,459	\$640,369
	Summary	\$7,818,728	\$10,550,253	\$8,177,528	\$7,792,210	\$7,612,866
Australia Wine	Australia Red Wine	\$8,163,552	\$11,247,620	\$7,869,074	\$7,674,179	\$7,553,500
	Australia Rose Wine	\$366,514	\$238,011	\$186,995	\$432,558	\$300,421
	Australia Sparkling Wine	\$790,723	\$1,348,144	\$572,098	\$842,360	\$774,661
	Australia White Wine	\$4,961,232	\$5,166,163	\$3,535,481	\$5,003,344	\$4,784,773
	Summary	\$14,282,020	\$17,999,938	\$12,163,649	\$13,952,441	\$13,413,356
Austria Wine	Austria Fruit and Dessert Wine	\$0	\$149	\$746	\$0	\$149
	Austria Red Wine	\$18,952	\$14,847	\$41,419	\$19,610	\$19,375
	Austria Rose Wine	\$0	\$1,216	\$1,021	\$0	\$2,503
	Austria Sparkling Wine	\$276	\$0	\$0	\$829	\$2,732
	Austria White Wine	\$44,164	\$54,834	\$49,875	\$58,591	\$59,829
	Summary	\$63,392	\$71,046	\$93,061	\$79,030	\$84,589
Bulgaria Wine	Bulgaria Red Wine	\$12,738	\$24,028	\$10,582	\$21,817	\$14,161
	Bulgaria Rose Wine	\$0	\$0	\$0	\$715	\$14,447
	Bulgaria White Wine	\$0	\$0	\$5,118	\$1,366	\$341
	Summary	\$12,738	\$24,028	\$15,700	\$23,898	\$28,950
Canada - BC	Canada - BC Dessert Wine	\$466,192	\$362,541	\$194,524	\$222,363	\$406,306
	Canada - BC Fruit Wine	\$1,566,952	\$1,163,631	\$724,030	\$906,915	\$1,956,706
	Canada - BC Ice Wine	\$1,723,358	\$1,413,312	\$853,713	\$972,933	\$1,749,098
	Canada - BC Red Wine	\$65,772,649	\$74,573,270	\$51,287,643	\$57,452,525	\$70,808,891
	Canada - BC Rose Wine	\$8,199,474	\$3,049,270	\$3,725,616	\$8,942,607	\$10,813,895
	Canada - BC Sparkling Wine	\$3,438,030	\$3,049,807	\$1,747,693	\$3,207,998	\$4,546,097

Wine Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Canada - BC	Canada - BC White Wine	\$66,098,570	\$57,856,646	\$41,686,077	\$59,007,624	\$69,703,688
	Summary	\$147,265,225	\$141,468,478	\$100,219,296	\$130,712,966	\$159,984,681
Canada - Other	Canada - Other Dessert Wine	\$0	\$10,996	\$571	\$20,110	\$333
	Canada - Other Fruit Wine	\$0	\$0	\$184	\$0	\$612
	Canada - Other Ice Wine	\$1,544,029	\$1,196,969	\$1,166,537	\$767,585	\$1,053,914
	Canada - Other Red Wine	\$351,805	\$327,377	\$271,430	\$558,215	\$383,187
	Canada - Other Rose Wine	\$87,696	\$152	\$0	\$88,456	\$121,665
	Canada - Other Sparkling Wine	\$392,277	\$796,014	\$354,013	\$461,979	\$427,553
	Canada - Other White Wine	\$179,878	\$267,537	\$229,434	\$452,831	\$387,398
	Summary	\$2,555,685	\$2,599,045	\$2,022,169	\$2,349,176	\$2,374,662
Chile Wine	Chile Fruit and Dessert Wine	\$2,660	\$1,031	\$2,288	\$1,670	\$921
	Chile Red Wine	\$6,749,245	\$8,936,353	\$6,875,652	\$6,856,693	\$6,803,828
	Chile Rose Wine	\$530,501	\$149,516	\$293,124	\$731,023	\$768,778
	Chile Sparkling Wine	\$83,569	\$58,637	\$80,927	\$67,060	\$70,485
	Chile White Wine	\$3,678,663	\$3,379,745	\$2,790,126	\$3,549,973	\$3,823,963
	Summary	\$11,044,639	\$12,525,282	\$10,042,117	\$11,206,419	\$11,467,974
China Wine	China Red Wine	\$6,325	\$5,239	\$1,457	\$10,329	\$0
	China White Wine	\$276	\$276	\$0	\$0	\$0
	Summary	\$6,601	\$5,515	\$1,457	\$10,329	\$0
Fortified Wine	Other Fortified Domestic Wine	\$1,270,233	\$1,168,816	\$791,009	\$961,313	\$1,482,828
	Other Fortified Import Wine	\$367,124	\$565,313	\$382,564	\$402,221	\$366,441
	Port Wine	\$518,646	\$1,335,139	\$655,160	\$492,396	\$550,500
	Sherry Wine	\$196,180	\$518,382	\$265,311	\$238,381	\$208,691
	Vermouth Wine	\$529,065	\$621,371	\$504,323	\$593,008	\$561,232
	Summary	\$2,881,248	\$4,209,021	\$2,598,365	\$2,687,318	\$3,169,691
France Wine	France Champagne Wine	\$4,239,596	\$6,338,997	\$3,137,880	\$3,888,581	\$3,894,193
	France Fruit and Dessert Wine	\$30,026	\$41,127	\$4,902	\$7,265	\$4,176
	France Red Wine	\$13,927,629	\$10,255,948	\$7,556,220	\$7,297,970	\$15,863,841

Wine Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
France Wine	France Rose Wine	\$3,134,700	\$1,084,624	\$1,365,881	\$4,420,123	\$3,798,638
	France Sparkling Wine	\$722,872	\$1,128,317	\$513,930	\$742,273	\$765,263
	France White Wine	\$4,286,319	\$3,580,666	\$2,926,352	\$3,443,453	\$4,080,616
	Summary	\$26,341,141	\$22,429,680	\$15,505,166	\$19,799,664	\$28,406,728
Georgia Wine	Georgia Red Wine	\$36,778	\$66,005	\$32,469	\$43,988	\$38,785
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$36,778	\$66,005	\$32,469	\$43,988	\$38,785
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$447	\$0	\$0	\$0
	Germany Red Wine	\$35,775	\$52,654	\$36,029	\$42,320	\$45,845
	Germany Rose Wine	\$4,924	\$2,758	\$2,090	\$11,903	\$10,594
	Germany Sparkling Wine	\$555,308	\$1,269,382	\$424,314	\$646,428	\$567,570
	Germany White Wine	\$1,163,622	\$1,352,623	\$858,252	\$997,646	\$1,006,970
	Summary	\$1,759,629	\$2,677,864	\$1,320,686	\$1,698,296	\$1,630,980
Greece Wine	Greece Fruit and Dessert Wine	\$0	\$0	\$0	\$165	\$2,631
	Greece Red Wine	\$102,939	\$118,510	\$80,911	\$102,079	\$80,685
	Greece Rose Wine	\$2,345	\$782	\$0	\$3,156	\$2,194
	Greece White Wine	\$108,830	\$94,016	\$69,150	\$106,604	\$107,663
	Summary	\$214,114	\$213,308	\$150,060	\$212,004	\$193,173
Hungary Wine	Hungary Fruit and Dessert Wine	\$16,778	\$26,599	\$13,898	\$15,969	\$18,390
	Hungary Red Wine	\$6,799	\$43,818	\$27,444	\$42,319	\$25,051
	Hungary Sparkling Wine	\$80,806	\$116,082	\$53,480	\$123,489	\$91,868
	Hungary White Wine	\$120,470	\$112,086	\$122,017	\$109,683	\$100,804
	Summary	\$224,853	\$298,584	\$216,839	\$291,461	\$236,112
Israel Wine	Israel Red Wine	\$35,345	\$35,782	\$33,352	\$46,612	\$31,379
	Israel Rose Wine	\$1,260	\$0	\$0	\$0	\$2,735
	Israel White Wine	\$19,469	\$16,204	\$20,717	\$22,705	\$13,990
	Summary	\$56,074	\$51,986	\$54,068	\$69,317	\$48,104
Italy Wine	Italy Fruit and Dessert Wine	\$4,422	\$5,176	\$14,219	\$15,582	\$5,454

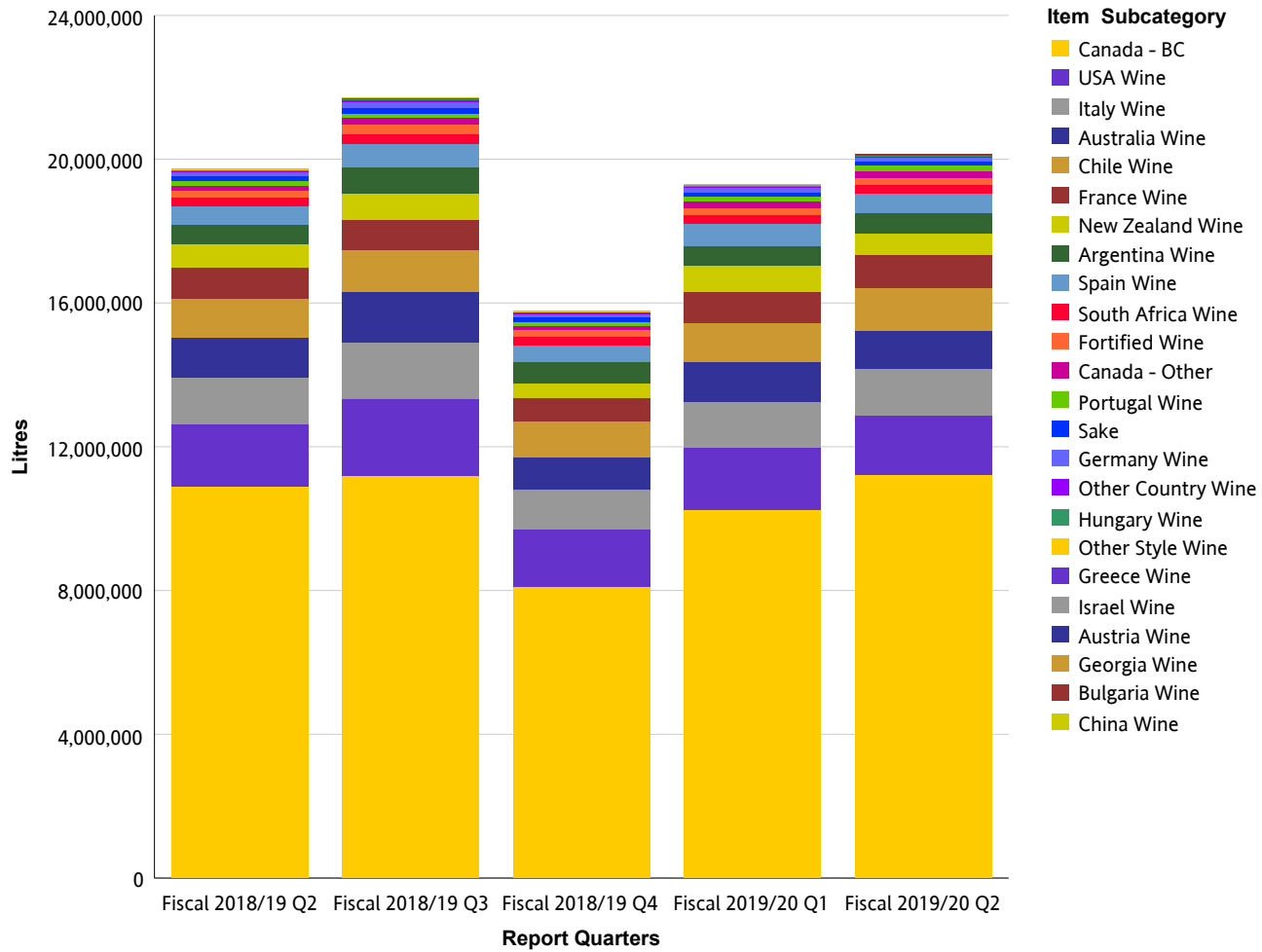
Wine Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Italy Wine	Italy Red Wine	\$10,237,126	\$15,742,189	\$10,721,323	\$9,959,076	\$10,043,454
	Italy Rose Wine	\$426,032	\$113,900	\$167,844	\$356,311	\$472,769
	Italy Sparkling Wine	\$1,640,186	\$2,156,585	\$1,262,778	\$1,760,577	\$1,762,462
	Italy White Wine	\$5,386,694	\$5,093,962	\$3,936,463	\$5,198,607	\$5,142,894
	Prosecco Wine	\$4,477,417	\$5,774,680	\$3,249,892	\$4,374,081	\$4,895,514
	Summary	\$22,171,877	\$28,886,492	\$19,352,518	\$21,664,233	\$22,322,548
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$366	\$0	\$0	\$0
	New Zealand Red Wine	\$616,053	\$953,602	\$510,152	\$680,519	\$529,282
	New Zealand Rose Wine	\$396,963	\$206,194	\$189,460	\$686,580	\$454,035
	New Zealand Sparkling Wine	\$124,396	\$156,105	\$85,453	\$90,017	\$95,253
	New Zealand White Wine	\$10,586,738	\$11,608,465	\$7,028,859	\$12,035,727	\$10,061,925
	Summary	\$11,724,151	\$12,924,732	\$7,813,924	\$13,492,843	\$11,140,496
Other Country Wine	Other Country Fruit and Dessert Wine	\$227,010	\$247,605	\$239,658	\$217,301	\$209,476
	Other Country Red Wine	\$135,033	\$178,883	\$196,316	\$130,277	\$122,472
	Other Country Rose Wine	\$4,205	\$3,468	\$6,348	\$11,433	\$2,793
	Other Country Sparkling Wine	\$13,097	\$36,397	\$24,273	\$25,934	\$18,093
	Other Country White Wine	\$45,705	\$50,153	\$77,104	\$43,541	\$41,274
	Summary	\$425,049	\$516,506	\$543,699	\$428,485	\$394,108
Other Style Wine	Aperitif And Flavoured Wine	\$169,558	\$168,660	\$131,494	\$139,417	\$166,226
	Mead	\$69,175	\$76,620	\$58,795	\$43,459	\$119,405
	Rice Wine	\$46,605	\$73,916	\$57,652	\$49,880	\$45,879
	Summary	\$285,339	\$319,195	\$247,942	\$232,755	\$331,510
Portugal Wine	Portugal Fruit and Dessert Wine	\$2,355	\$13,237	\$18,833	\$1,585	\$4,502
	Portugal Red Wine	\$691,490	\$979,974	\$939,177	\$925,167	\$948,130
	Portugal Rose Wine	\$260,950	\$177,633	\$143,948	\$244,788	\$296,082
	Portugal Sparkling Wine	\$5,196	\$9,900	\$8,462	\$7,921	\$3,841
	Portugal White Wine	\$633,530	\$355,762	\$348,971	\$587,000	\$613,411
	Summary	\$1,593,521	\$1,536,506	\$1,459,390	\$1,766,462	\$1,865,966

Wine Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Sake	Japan Sake	\$1,475,918	\$1,558,327	\$1,405,677	\$1,371,118	\$1,538,556
	Other Country Sake	\$83,227	\$84,019	\$84,521	\$86,621	\$96,006
	USA Sake	\$661,681	\$793,771	\$771,547	\$653,327	\$679,113
	Summary	\$2,220,826	\$2,436,116	\$2,261,745	\$2,111,067	\$2,313,675
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	South Africa Red Wine	\$1,441,352	\$1,675,724	\$1,479,540	\$1,461,248	\$1,299,850
	South Africa Rose Wine	\$71,754	\$5,559	\$1,453	\$137,027	\$49,656
	South Africa Sparkling Wine	\$28,001	\$14,556	\$4,324	\$3,423	\$3,249
	South Africa White Wine	\$1,111,788	\$1,219,491	\$1,041,638	\$1,163,886	\$1,205,157
	Summary	\$2,652,895	\$2,915,330	\$2,526,955	\$2,765,584	\$2,557,912
Spain Wine	Spain Fruit and Dessert Wine	\$4,438	\$7,153	\$7,390	\$7,985	\$8,974
	Spain Red Wine	\$4,505,777	\$5,766,660	\$4,453,924	\$4,873,575	\$4,225,827
	Spain Rose Wine	\$338,385	\$126,937	\$117,112	\$277,534	\$380,348
	Spain Sparkling Wine	\$1,180,780	\$2,038,439	\$810,178	\$1,162,744	\$1,211,094
	Spain White Wine	\$556,468	\$534,862	\$507,901	\$722,917	\$655,903
	Summary	\$6,585,847	\$8,474,051	\$5,896,506	\$7,044,755	\$6,482,146
USA Wine	USA Fruit and Dessert Wine	\$1,787	\$936	\$426	\$170	\$802
	USA Red Wine	\$20,078,652	\$29,359,886	\$20,214,792	\$21,847,905	\$20,460,003
	USA Rose Wine	\$1,444,181	\$1,161,230	\$1,038,125	\$1,950,084	\$1,288,045
	USA Sparkling Wine	\$375,939	\$602,245	\$299,391	\$331,426	\$298,496
	USA White Wine	\$7,484,748	\$7,048,748	\$5,765,586	\$6,692,820	\$6,656,594
	Summary	\$29,385,307	\$38,173,044	\$27,318,320	\$30,822,405	\$28,703,939
Summary		\$291,607,679	\$311,372,005	\$220,033,629	\$271,257,106	\$304,802,951

Wine Sales (Litres)



Wine Sales (Litres)

Wine

Litres		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Argentina Wine	Argentina Red Wine	467,557	679,606	510,283	458,239	476,226
	Argentina Rose Wine	16,042	7,665	18,697	28,208	17,884
	Argentina Sparkling Wine	344	595	519	454	533
	Argentina White Wine	55,544	50,503	59,186	56,055	53,048
	Summary	539,487	738,369	588,684	542,956	547,691
Australia Wine	Australia Red Wine	569,422	783,194	540,977	529,267	536,408
	Australia Rose Wine	30,316	19,299	14,977	34,711	24,205
	Australia Sparkling Wine	61,546	109,066	43,282	68,679	61,417
	Australia White Wine	453,334	479,922	318,825	463,415	442,659
	Summary	1,114,620	1,391,481	918,060	1,096,072	1,064,690
Austria Wine	Austria Fruit and Dessert Wine	0	2	11	0	2
	Austria Red Wine	540	466	1,007	608	678
	Austria Rose Wine	0	54	45	0	90
	Austria Sparkling Wine	9	0	0	27	81
	Austria White Wine	1,567	2,008	1,858	2,134	2,228
	Summary	2,116	2,530	2,922	2,768	3,080
Bulgaria Wine	Bulgaria Red Wine	1,129	2,136	812	1,970	1,162
	Bulgaria Rose Wine	0	0	0	45	909
	Bulgaria White Wine	0	0	135	36	9
	Summary	1,129	2,136	947	2,050	2,080
Canada - BC	Canada - BC Dessert Wine	9,610	7,471	4,169	4,685	8,643
	Canada - BC Fruit Wine	67,935	54,253	35,672	43,203	87,380
	Canada - BC Ice Wine	15,127	12,788	7,574	8,225	14,975
	Canada - BC Red Wine	4,546,819	5,530,594	3,850,338	4,288,167	4,616,570
	Canada - BC Rose Wine	509,857	235,792	266,085	539,578	618,133
	Canada - BC Sparkling Wine	137,238	121,420	68,071	127,001	179,050

Wine Sales (Litres)

Litres		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Canada - BC	Canada - BC White Wine	5,597,965	5,222,420	3,882,186	5,222,484	5,693,200
	Summary	10,884,552	11,184,738	8,114,096	10,233,343	11,217,950
Canada - Other	Canada - Other Dessert Wine	0	346	18	252	4
	Canada - Other Fruit Wine	0	0	3	0	12
	Canada - Other Ice Wine	19,929	15,023	15,200	9,381	12,984
	Canada - Other Red Wine	24,022	26,968	20,905	39,179	35,520
	Canada - Other Rose Wine	12,297	9	0	12,416	17,065
	Canada - Other Sparkling Wine	58,748	120,494	50,099	65,241	60,472
	Canada - Other White Wine	17,138	24,902	22,207	46,000	41,562
	Summary	132,134	187,742	108,432	172,470	167,618
Chile Wine	Chile Fruit and Dessert Wine	72	27	63	45	26
	Chile Red Wine	632,312	825,584	654,015	655,286	673,381
	Chile Rose Wine	56,804	16,055	34,024	84,745	91,038
	Chile Sparkling Wine	4,789	3,516	5,028	3,908	4,216
	Chile White Wine	376,909	344,728	286,365	366,316	396,410
	Summary	1,070,886	1,189,911	979,495	1,110,300	1,165,072
China Wine	China Red Wine	104	88	40	54	0
	China White Wine	4	4	0	0	0
	Summary	108	93	40	54	0
Fortified Wine	Other Fortified Domestic Wine	112,656	117,926	94,966	99,720	106,824
	Other Fortified Import Wine	23,571	38,332	26,134	26,754	24,665
	Port Wine	15,892	36,549	18,253	14,898	16,445
	Sherry Wine	10,248	28,305	13,526	12,150	10,268
	Vermouth Wine	47,992	59,656	46,372	55,143	49,737
	Summary	210,359	280,768	199,252	208,666	207,939
France Wine	France Champagne Wine	43,405	69,608	30,118	38,298	40,751
	France Fruit and Dessert Wine	342	576	54	36	98
	France Red Wine	420,872	472,076	359,752	349,153	439,796

Wine Sales (Litres)

Litres		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
France Wine	France Rose Wine	192,763	73,558	90,677	257,839	245,533
	France Sparkling Wine	40,473	63,628	28,475	40,868	41,306
	France White Wine	182,733	161,153	141,448	157,835	160,870
	Summary	880,588	840,599	650,524	844,028	928,354
Georgia Wine	Georgia Red Wine	2,009	3,638	1,838	2,383	2,092
	Georgia White Wine	0	0	0	0	0
	Summary	2,009	3,638	1,838	2,383	2,092
Germany Wine	Germany Fruit and Dessert Wine	0	22	0	0	0
	Germany Red Wine	2,092	3,393	2,108	2,473	2,593
	Germany Rose Wine	296	202	126	626	513
	Germany Sparkling Wine	33,282	83,289	26,155	39,667	34,036
	Germany White Wine	82,875	95,436	58,210	68,972	67,901
	Summary	118,545	182,343	86,598	111,736	105,042
Greece Wine	Greece Fruit and Dessert Wine	0	0	0	6	108
	Greece Red Wine	8,223	9,076	6,060	7,904	6,637
	Greece Rose Wine	135	45	0	158	126
	Greece White Wine	9,497	7,799	5,564	8,545	8,975
	Summary	17,855	16,920	11,624	16,613	15,846
Hungary Wine	Hungary Fruit and Dessert Wine	380	542	260	323	346
	Hungary Red Wine	538	3,559	2,150	3,174	1,818
	Hungary Sparkling Wine	6,534	9,338	4,062	9,580	7,202
	Hungary White Wine	11,280	10,360	11,884	9,188	9,170
	Summary	18,732	23,800	18,356	22,264	18,536
Israel Wine	Israel Red Wine	1,881	1,815	1,652	2,320	1,516
	Israel Rose Wine	72	0	0	0	156
	Israel White Wine	1,055	843	1,042	1,148	713
	Summary	3,008	2,658	2,693	3,469	2,385
Italy Wine	Italy Fruit and Dessert Wine	67	86	124	160	70

Wine Sales (Litres)

Litres		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Italy Wine	Italy Red Wine	551,463	774,586	565,850	539,758	542,770
	Italy Rose Wine	24,598	6,187	9,383	19,720	29,152
	Italy Sparkling Wine	92,052	121,604	69,842	99,462	99,526
	Italy White Wine	392,724	372,349	293,660	379,148	376,688
	Prosecco Wine	232,630	302,274	167,666	228,376	258,664
	Summary	1,293,534	1,577,086	1,106,525	1,266,624	1,306,871
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	4	0	0	0
	New Zealand Red Wine	27,834	44,374	21,832	31,292	24,233
	New Zealand Rose Wine	22,020	11,214	10,034	38,168	24,934
	New Zealand Sparkling Wine	5,898	7,438	4,034	4,265	4,506
	New Zealand White Wine	586,501	647,174	385,122	680,429	561,405
	Summary	642,253	710,205	421,021	754,154	615,078
Other Country Wine	Other Country Fruit and Dessert Wine	14,506	15,804	15,397	14,261	14,571
	Other Country Red Wine	6,302	8,356	8,404	6,241	6,638
	Other Country Rose Wine	171	112	202	486	140
	Other Country Sparkling Wine	488	1,343	954	934	727
	Other Country White Wine	2,090	2,122	3,764	1,883	1,587
	Summary	23,557	27,738	28,721	23,805	23,662
Other Style Wine	Aperitif And Flavoured Wine	13,524	11,274	8,896	10,937	11,227
	Mead	2,917	3,092	2,516	1,959	5,507
	Rice Wine	3,940	5,185	4,063	3,894	3,777
	Summary	20,382	19,550	15,475	16,789	20,511
Portugal Wine	Portugal Fruit and Dessert Wine	44	266	184	27	89
	Portugal Red Wine	55,946	75,143	75,187	75,320	75,578
	Portugal Rose Wine	25,688	17,517	14,300	24,980	29,696
	Portugal Sparkling Wine	243	447	340	319	114
	Portugal White Wine	55,238	28,582	27,988	50,012	54,134
	Summary	137,159	121,956	118,000	150,658	159,610

Wine Sales (Litres)

Litres		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Sake	Japan Sake	44,327	49,065	45,097	42,542	43,726
	Other Country Sake	3,532	3,554	3,656	3,846	4,366
	USA Sake	77,550	91,944	89,217	74,771	78,108
	Summary	125,410	144,562	137,970	121,160	126,200
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	0	0
	South Africa Red Wine	124,912	144,446	127,357	122,324	110,331
	South Africa Rose Wine	7,688	580	108	13,566	4,685
	South Africa Sparkling Wine	1,938	815	189	148	162
	South Africa White Wine	108,625	116,502	104,928	105,416	119,694
	Summary	243,164	262,343	232,582	241,454	234,872
Spain Wine	Spain Fruit and Dessert Wine	128	196	196	233	303
	Spain Red Wine	356,965	459,680	348,213	426,460	359,298
	Spain Rose Wine	25,571	10,715	9,500	22,054	38,798
	Spain Sparkling Wine	70,095	126,244	48,183	69,303	73,703
	Spain White Wine	53,317	54,281	53,508	81,433	74,686
	Summary	506,077	651,117	459,600	599,482	546,789
USA Wine	USA Fruit and Dessert Wine	189	99	45	18	46
	USA Red Wine	1,044,822	1,479,732	1,043,999	1,091,776	1,039,804
	USA Rose Wine	148,480	129,062	112,556	178,203	133,944
	USA Sparkling Wine	22,134	35,163	16,068	17,467	16,159
	USA White Wine	532,499	501,830	410,988	461,961	465,313
	Summary	1,748,123	2,145,886	1,583,656	1,749,425	1,655,266
Summary		19,735,784	21,708,170	15,787,111	19,292,722	20,137,235

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.