

# Liquor Market Review

Fiscal 2017/18 Q4

March 2018



**LIQUOR  
DISTRIBUTION  
BRANCH**

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# Introduction

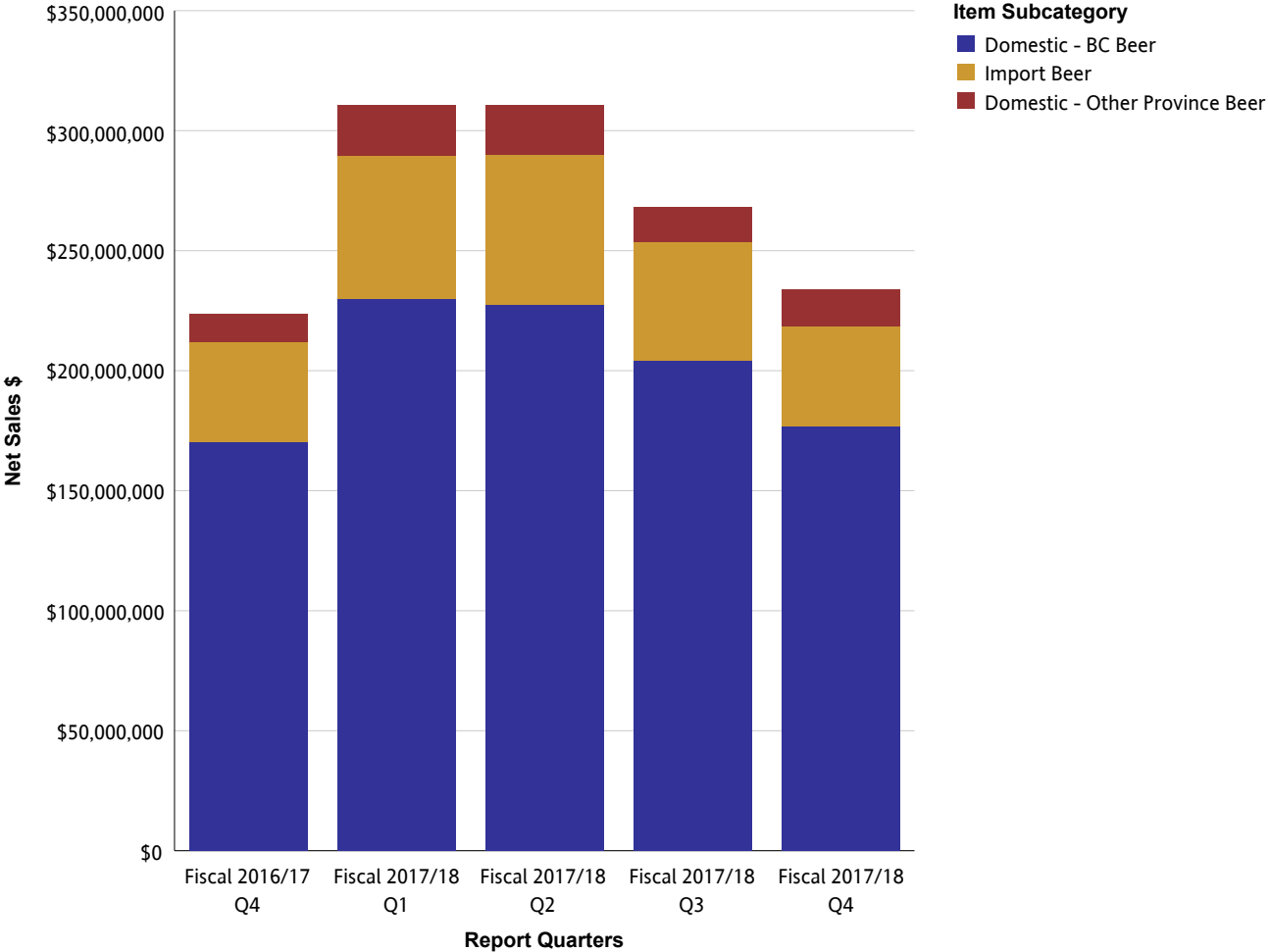
The Liquor Market Review provides provincial sales through the Wholesale channel for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer and excludes any applicable taxes. For each reporting period,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

The Liquor Distribution Branch fiscal calendar begins on April 1st and ends on March 31st and is comprised of 12 periods. A period can vary in length but roughly follows a calendar month. For example, Q1 reflects Periods 1 – 3 (April, May and June).

The Liquor Distribution Branch produces the Liquor Market Review four times per year for reporting periods ending in March, June, September and December.

While every effort has been made to ensure accuracy and completeness of figures, this is not guaranteed. It is the express condition of the use of this publication that the Liquor Distribution Branch shall incur no liability.

# Beer Sales (Net \$)

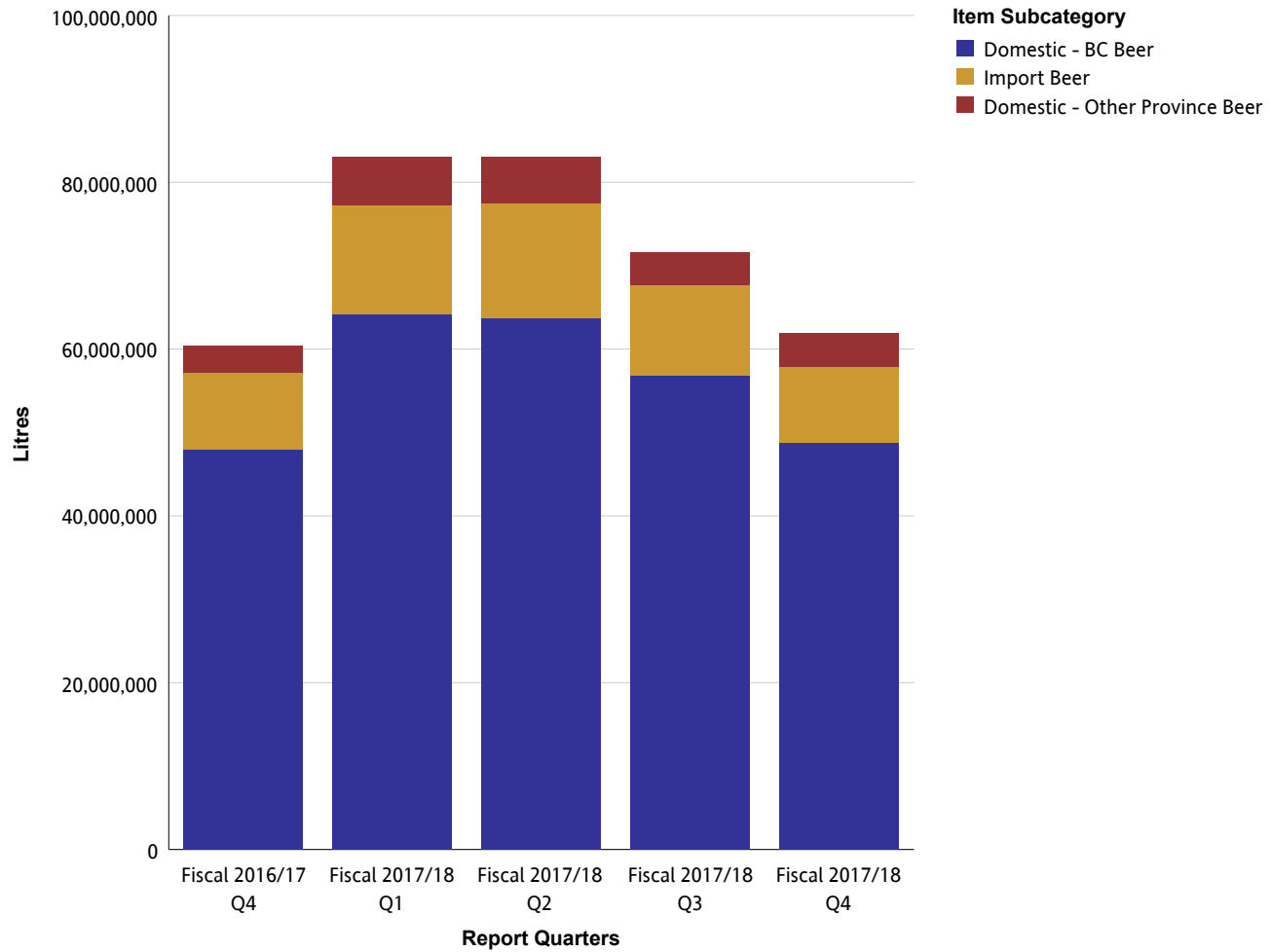


## Beer Sales (Net \$)

### Beer

Net Sales \$		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	\$117,899,989	\$157,994,231	\$152,841,189	\$137,883,828	\$116,698,822
	Domestic - BC Micro Brew Beer	\$23,322,538	\$31,389,997	\$33,030,747	\$29,421,055	\$28,989,529
	Domestic - BC Regional Beer	\$28,950,620	\$40,564,531	\$41,528,503	\$36,908,781	\$31,136,044
	<b>Summary</b>	<b>\$170,173,146</b>	<b>\$229,948,759</b>	<b>\$227,400,438</b>	<b>\$204,213,664</b>	<b>\$176,824,395</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$9,485,356	\$18,311,368	\$17,922,271	\$11,888,697	\$13,052,262
	Domestic - Other Province Micro Brew Beer	\$198,394	\$309,283	\$323,903	\$274,542	\$267,850
	Domestic - Other Province Regional Beer	\$2,016,810	\$2,523,972	\$2,217,827	\$2,245,752	\$1,873,881
	<b>Summary</b>	<b>\$11,700,560</b>	<b>\$21,144,623</b>	<b>\$20,464,002</b>	<b>\$14,408,991</b>	<b>\$15,193,993</b>
Import Beer	Asia And South Pacific Beer	\$1,536,704	\$1,793,519	\$1,953,642	\$1,738,618	\$1,688,499
	Europe Beer	\$23,253,426	\$29,106,495	\$29,339,557	\$27,697,976	\$24,648,936
	Mexico And Caribbean Beer	\$7,183,259	\$14,359,256	\$15,843,915	\$8,395,108	\$8,080,316
	Other Country Beer	\$47,385	\$65,728	\$74,183	\$98,138	\$155,423
	USA Beer	\$9,871,585	\$14,441,523	\$15,323,588	\$11,589,624	\$7,073,185
	<b>Summary</b>	<b>\$41,892,359</b>	<b>\$59,766,521</b>	<b>\$62,534,885</b>	<b>\$49,519,463</b>	<b>\$41,646,358</b>
<b>Summary</b>		<b>\$223,766,066</b>	<b>\$310,859,904</b>	<b>\$310,399,325</b>	<b>\$268,142,118</b>	<b>\$233,664,746</b>

## Beer Sales (Litres)

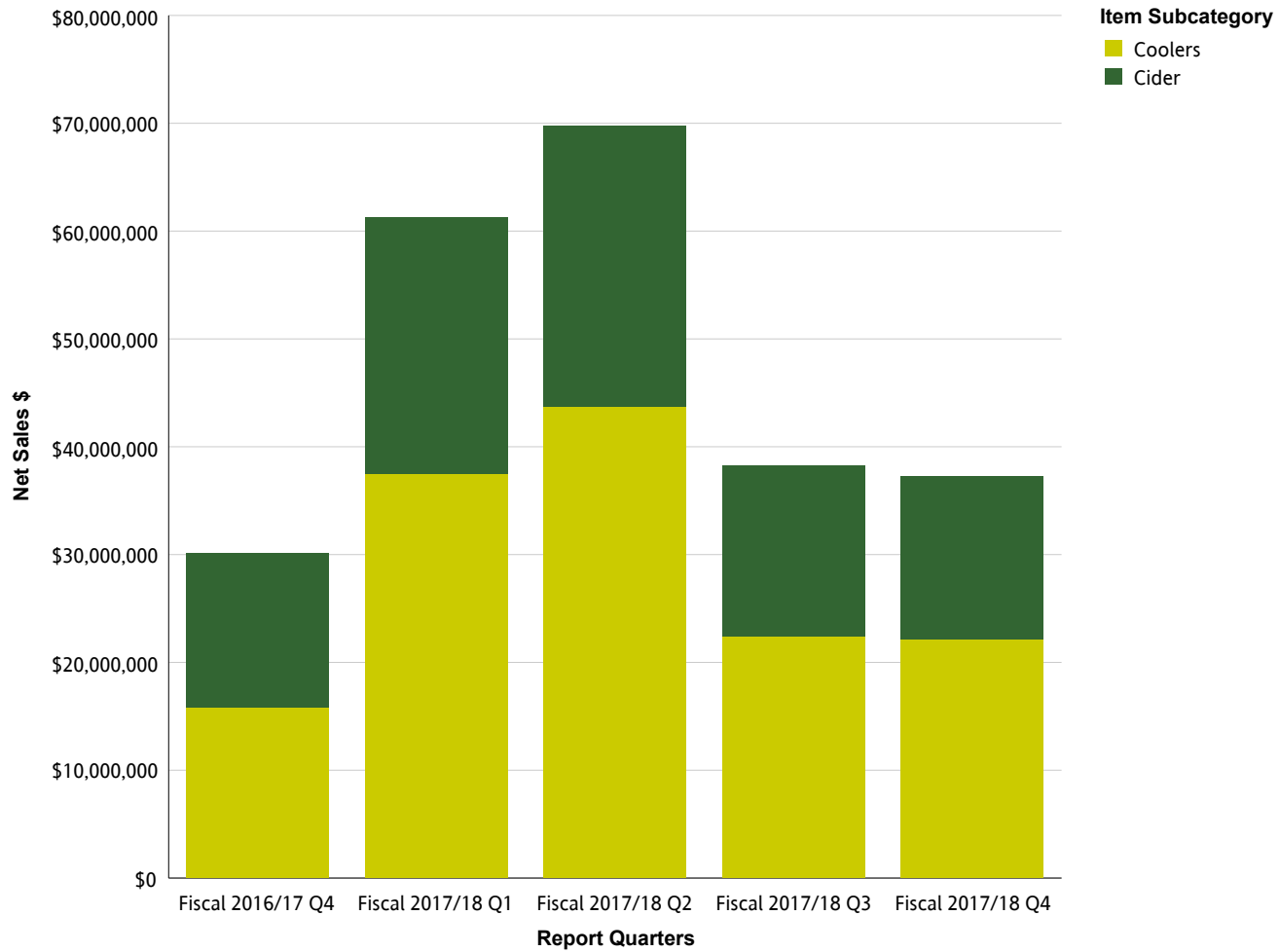


## Beer Sales (Litres)

### Beer

Litres		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	34,644,879	45,863,188	44,663,326	40,405,171	33,694,297
	Domestic - BC Micro Brew Beer	5,291,326	7,087,158	7,495,609	6,375,805	6,470,437
	Domestic - BC Regional Beer	8,058,635	11,249,830	11,573,760	10,070,368	8,653,556
	<b>Summary</b>	<b>47,994,841</b>	<b>64,200,175</b>	<b>63,732,695</b>	<b>56,851,344</b>	<b>48,818,290</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	2,679,738	5,064,420	4,955,907	3,307,105	3,512,277
	Domestic - Other Province Micro Brew Beer	28,916	43,956	44,321	37,382	38,086
	Domestic - Other Province Regional Beer	548,832	665,917	581,963	574,596	516,827
	<b>Summary</b>	<b>3,257,487</b>	<b>5,774,293</b>	<b>5,582,191</b>	<b>3,919,083</b>	<b>4,067,190</b>
Import Beer	Asia And South Pacific Beer	314,794	374,048	407,159	360,137	342,862
	Europe Beer	5,161,177	6,483,650	6,604,549	6,104,546	5,478,262
	Mexico And Caribbean Beer	1,360,640	2,766,848	3,076,950	1,587,963	1,519,411
	Other Country Beer	10,267	13,903	16,644	21,937	37,674
	USA Beer	2,312,126	3,411,694	3,622,088	2,713,701	1,636,347
	<b>Summary</b>	<b>9,159,004</b>	<b>13,050,142</b>	<b>13,727,391</b>	<b>10,788,284</b>	<b>9,014,555</b>
<b>Summary</b>		<b>60,411,332</b>	<b>83,024,610</b>	<b>83,042,277</b>	<b>71,558,711</b>	<b>61,900,036</b>

## Refreshment Beverages Sales (Net \$)



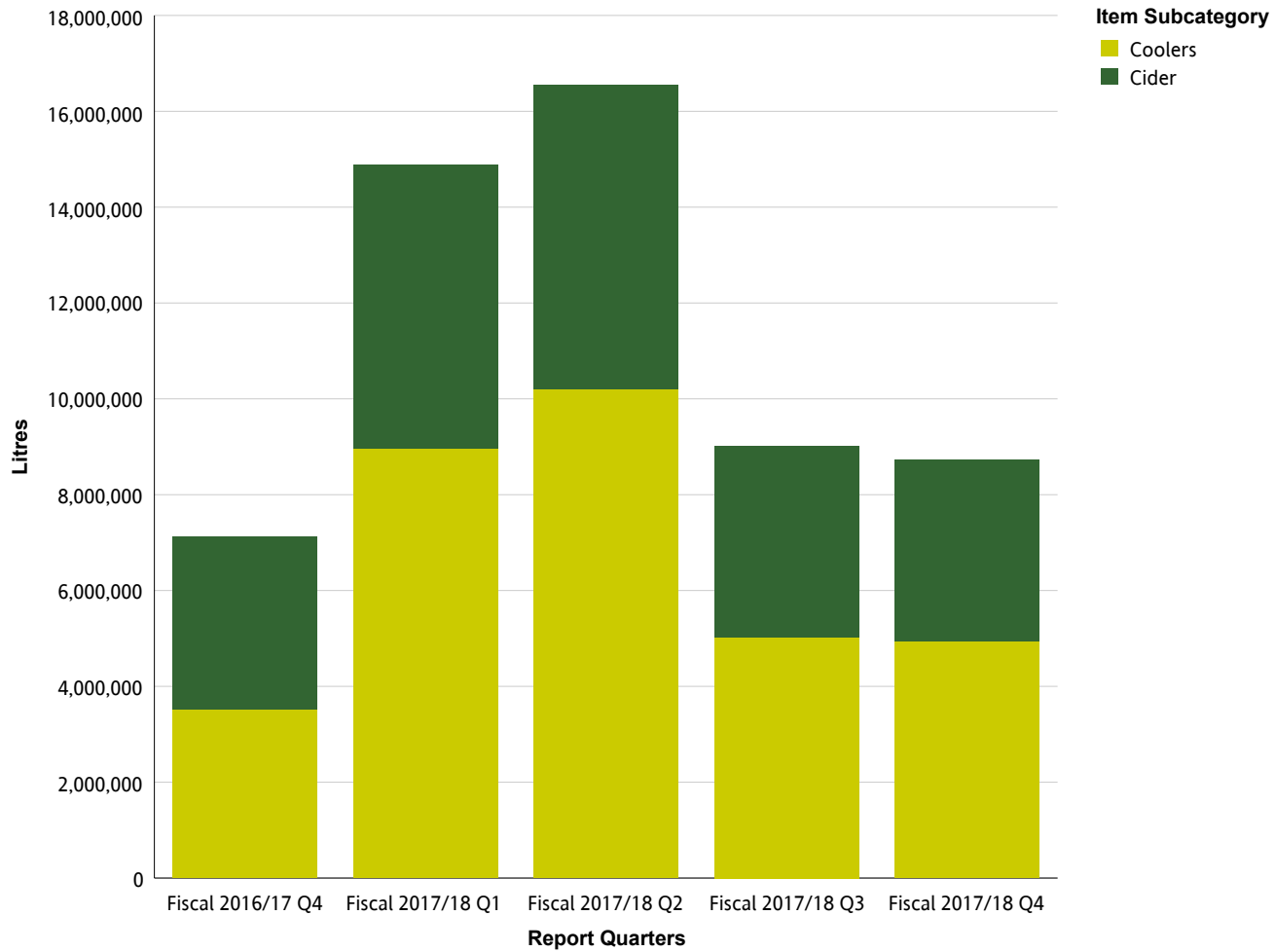


## Refreshment Beverages Sales (Net \$)

### Refreshment Beverages

Net Sales \$		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Cider	Domestic Cider	\$10,519,700	\$17,069,421	\$19,073,114	\$11,937,530	\$11,360,798
	Import Cider	\$3,825,431	\$6,680,537	\$6,945,603	\$3,950,663	\$3,793,228
	<b>Summary</b>	<b>\$14,345,131</b>	<b>\$23,749,958</b>	<b>\$26,018,717</b>	<b>\$15,888,193</b>	<b>\$15,154,026</b>
Coolers	Malt-Based Coolers	\$1,954,444	\$4,886,581	\$4,453,379	\$2,021,028	\$1,515,788
	Spirit Coolers	\$13,294,681	\$31,818,737	\$38,327,583	\$19,756,606	\$20,126,591
	Wine/Fruit Coolers	\$548,740	\$848,982	\$927,241	\$581,736	\$508,623
	<b>Summary</b>	<b>\$15,797,865</b>	<b>\$37,554,301</b>	<b>\$43,708,204</b>	<b>\$22,359,370</b>	<b>\$22,151,003</b>
<b>Summary</b>		<b>\$30,142,996</b>	<b>\$61,304,258</b>	<b>\$69,726,920</b>	<b>\$38,247,563</b>	<b>\$37,305,028</b>

## Refreshment Beverages Sales (Litres)

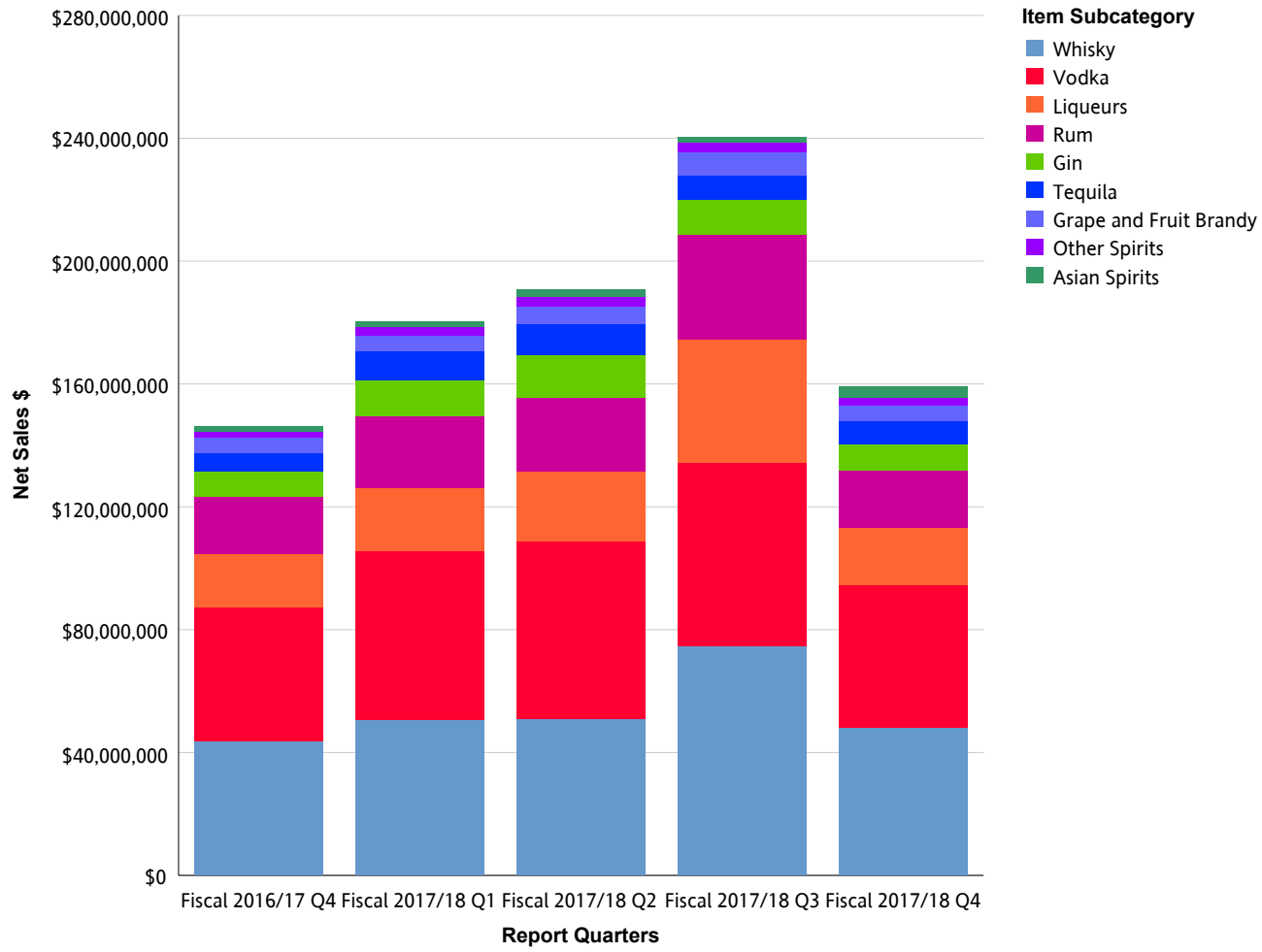


## Refreshment Beverages Sales (Litres)

### Refreshment Beverages

Litres		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Cider	Domestic Cider	2,807,599	4,498,279	4,851,893	3,138,119	2,979,791
	Import Cider	797,937	1,422,705	1,503,736	857,360	813,229
	<b>Summary</b>	<b>3,605,536</b>	<b>5,920,984</b>	<b>6,355,628</b>	<b>3,995,479</b>	<b>3,793,020</b>
Coolers	Malt-Based Coolers	432,956	1,134,702	1,038,453	451,459	333,408
	Spirit Coolers	2,990,169	7,670,095	8,988,626	4,457,005	4,506,097
	Wine/Fruit Coolers	106,142	157,479	173,200	109,075	93,548
	<b>Summary</b>	<b>3,529,266</b>	<b>8,962,276</b>	<b>10,200,279</b>	<b>5,017,538</b>	<b>4,933,054</b>
<b>Summary</b>		<b>7,134,802</b>	<b>14,883,260</b>	<b>16,555,907</b>	<b>9,013,018</b>	<b>8,726,075</b>

## Spirits Sales (Net \$)



## Spirits Sales (Net \$)

### Spirits

Net Sales \$		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Asian Spirits	China Spirits	\$973,668	\$1,023,521	\$1,425,324	\$896,516	\$2,720,133
	Korea Spirits	\$718,858	\$752,114	\$786,910	\$912,126	\$855,263
	Other Country Asian Spirits	\$70,422	\$76,670	\$73,258	\$77,564	\$74,699
	<b>Summary</b>	<b>\$1,762,949</b>	<b>\$1,852,305</b>	<b>\$2,285,492</b>	<b>\$1,886,205</b>	<b>\$3,650,094</b>
Gin	Dry Gin	\$7,568,343	\$10,908,079	\$12,732,307	\$10,456,750	\$7,949,272
	Flavoured Gin	\$182,726	\$361,990	\$507,102	\$270,191	\$205,949
	Other Gin	\$177,191	\$478,085	\$635,861	\$647,441	\$483,662
	<b>Summary</b>	<b>\$7,928,260</b>	<b>\$11,748,155</b>	<b>\$13,875,270</b>	<b>\$11,374,381</b>	<b>\$8,638,883</b>
Grape and Fruit Brandy	Armagnac	\$66,591	\$59,280	\$58,224	\$69,645	\$78,909
	Brandy	\$2,158,758	\$2,250,286	\$2,123,169	\$3,293,224	\$2,234,981
	Cognac	\$2,408,512	\$2,442,774	\$2,973,298	\$3,411,818	\$2,595,046
	Eau de Vie	\$255,525	\$233,060	\$254,197	\$370,897	\$217,466
	Grappa And Marc	\$60,448	\$69,883	\$79,960	\$106,539	\$71,129
	Pisco	\$69,685	\$106,117	\$121,486	\$91,887	\$78,006
	<b>Summary</b>	<b>\$5,019,519</b>	<b>\$5,161,401</b>	<b>\$5,610,334</b>	<b>\$7,344,010</b>	<b>\$5,275,537</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	\$6,021,034	\$6,371,206	\$6,354,723	\$8,258,949	\$6,340,755
	Coffee And Cocoa Liqueurs	\$1,109,666	\$1,358,895	\$1,701,925	\$3,264,962	\$1,124,277
	Cream/Dairy Liqueurs	\$4,653,619	\$5,584,088	\$7,064,873	\$18,315,548	\$5,335,454
	Fruit Liqueurs	\$3,065,214	\$3,884,076	\$4,309,231	\$5,184,672	\$3,127,464
	Nut Liqueurs	\$974,798	\$1,398,034	\$1,518,074	\$1,849,159	\$1,095,072
	Other Liqueurs	\$497,862	\$584,338	\$663,002	\$850,391	\$468,639
	Whiskey Liqueurs	\$1,259,828	\$1,402,034	\$1,385,397	\$2,220,169	\$1,326,209
	<b>Summary</b>	<b>\$17,582,020</b>	<b>\$20,582,671</b>	<b>\$22,997,224</b>	<b>\$39,943,850</b>	<b>\$18,817,869</b>
Other Spirits	Cachaca	\$30,019	\$33,493	\$39,399	\$33,367	\$31,180
	Flavoured Spirits	\$634,987	\$777,866	\$940,421	\$881,933	\$652,100
	Miscellaneous/Other Spirits	\$247,685	\$407,298	\$447,157	\$550,079	\$301,507

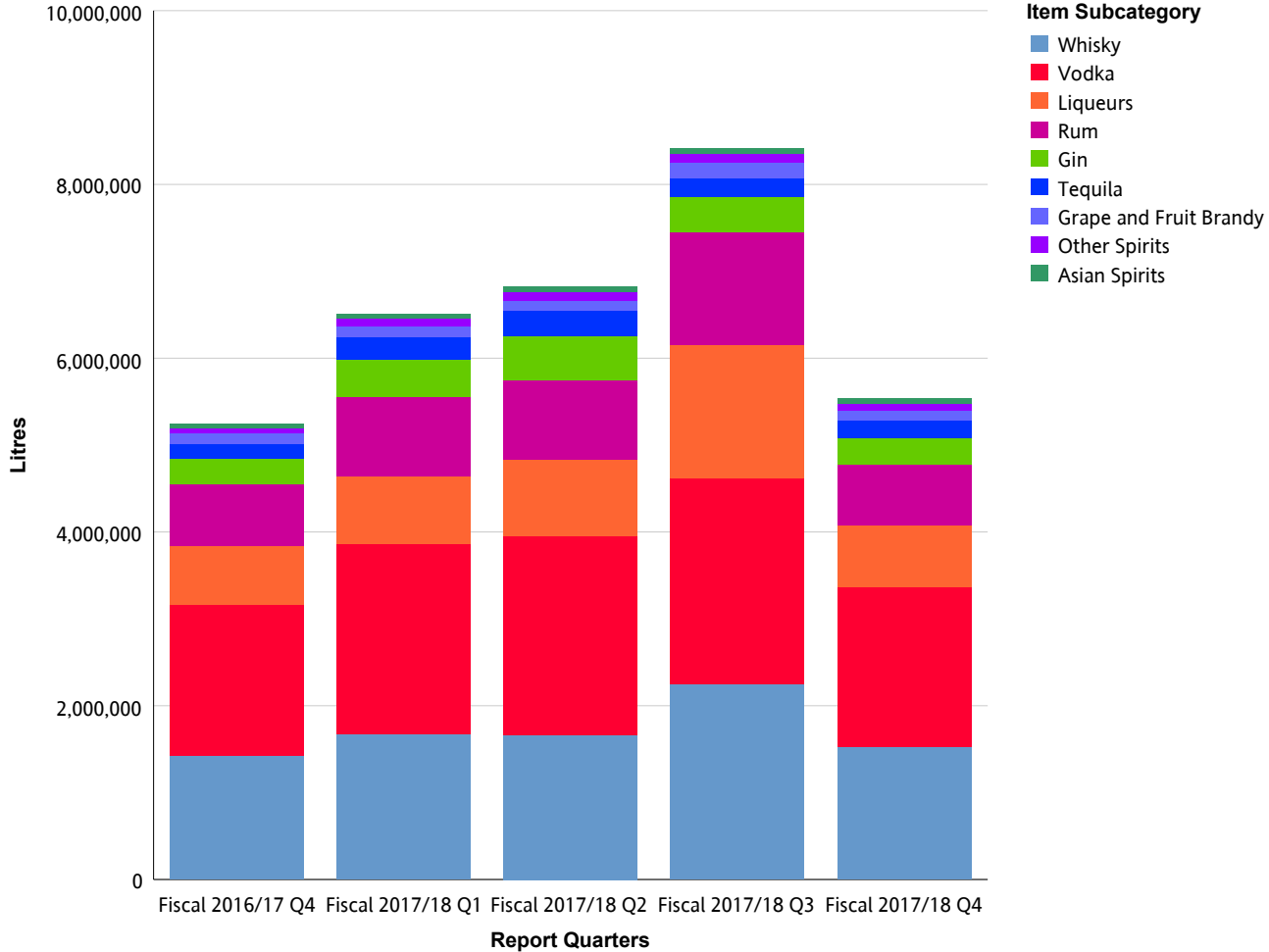
## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Other Spirits	Moonshine Spirits	\$109,566	\$166,735	\$240,748	\$262,487	\$289,431
	Ready to Mix Cocktails	\$464,141	\$664,333	\$714,083	\$564,976	\$470,140
	Ready to Serve Cocktails	\$436,246	\$608,645	\$673,422	\$816,150	\$463,528
	Schnapps and Akvavit	\$45,845	\$62,539	\$79,136	\$88,231	\$65,901
	<b>Summary</b>	<b>\$1,968,489</b>	<b>\$2,720,908</b>	<b>\$3,134,366</b>	<b>\$3,197,222</b>	<b>\$2,273,787</b>
Rum	Amber Rum	\$4,522,469	\$5,209,633	\$5,417,327	\$7,917,532	\$4,480,190
	Dark Rum	\$2,601,350	\$2,811,279	\$2,684,784	\$4,266,712	\$2,402,562
	Flavoured Rum	\$209,054	\$357,867	\$387,325	\$235,323	\$306,034
	Spiced Rum	\$5,591,446	\$7,112,581	\$7,453,368	\$12,417,183	\$5,889,825
	White Rum	\$5,762,814	\$7,966,694	\$7,928,690	\$9,194,644	\$5,458,921
	<b>Summary</b>	<b>\$18,687,134</b>	<b>\$23,458,054</b>	<b>\$23,871,494</b>	<b>\$34,031,393</b>	<b>\$18,537,533</b>
Tequila	Blanco/Silver Tequila	\$1,960,286	\$2,906,684	\$3,365,841	\$2,656,467	\$2,500,945
	Flavoured Tequila	\$91,271	\$127,249	\$147,876	\$95,238	\$89,965
	Gold Tequila	\$4,056,656	\$6,020,123	\$6,570,037	\$5,294,931	\$4,657,649
	Mezcal	\$100,520	\$147,206	\$138,155	\$161,124	\$160,246
	<b>Summary</b>	<b>\$6,208,733</b>	<b>\$9,201,261</b>	<b>\$10,221,907</b>	<b>\$8,207,759</b>	<b>\$7,408,804</b>
Vodka	Flavoured Vodka	\$2,633,758	\$3,483,170	\$3,821,370	\$3,869,027	\$2,772,300
	Straight Vodka	\$40,829,940	\$51,372,522	\$53,985,613	\$56,140,395	\$43,614,748
	<b>Summary</b>	<b>\$43,463,698</b>	<b>\$54,855,691</b>	<b>\$57,806,983</b>	<b>\$60,009,422</b>	<b>\$46,387,049</b>
Whisky	American Whiskey	\$1,952,596	\$2,377,055	\$2,470,199	\$3,349,952	\$2,198,419
	Blended Malt Scotch Whisky	\$134,944	\$135,133	\$100,356	\$195,456	\$170,259
	Blended Scotch Whisky	\$6,238,753	\$7,127,793	\$7,051,331	\$9,165,236	\$6,670,483
	Bourbon Whiskey	\$2,972,133	\$3,075,079	\$3,184,495	\$4,677,084	\$3,452,497
	Canadian Whisky	\$21,435,821	\$26,430,717	\$26,038,107	\$34,454,456	\$22,580,112
	Flavoured Whisky	\$38,126	\$28,212	\$13,876	\$82,386	\$213,685
	Irish Whiskey	\$3,432,848	\$2,575,999	\$2,991,885	\$4,683,313	\$4,032,329
	Other Country Whisky	\$494,037	\$596,625	\$569,128	\$1,024,263	\$703,199
	Single Malt Scotch Whisky	\$7,022,122	\$8,446,264	\$8,430,692	\$16,861,073	\$8,112,342

## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Whisky	Summary	\$43,721,381	\$50,792,876	\$50,850,069	\$74,493,218	\$48,133,324
Summary		\$146,342,183	\$180,373,322	\$190,653,138	\$240,487,462	\$159,122,880

# Spirits Sales (Litres)





## Spirits Sales (Litres)

### Spirits

Litres		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Asian Spirits	China Spirits	11,251	10,826	12,068	13,134	17,459
	Korea Spirits	40,588	42,158	43,960	50,668	47,877
	Other Country Asian Spirits	1,851	1,867	1,959	2,075	2,098
	<b>Summary</b>	<b>53,691</b>	<b>54,852</b>	<b>57,987</b>	<b>65,877</b>	<b>67,433</b>
Gin	Dry Gin	282,694	405,088	470,156	383,300	290,758
	Flavoured Gin	6,125	11,934	17,290	8,484	6,936
	Other Gin	4,148	10,916	15,422	13,999	10,878
	<b>Summary</b>	<b>292,967</b>	<b>427,938</b>	<b>502,868</b>	<b>405,783</b>	<b>308,573</b>
Grape and Fruit Brandy	Armagnac	545	551	705	713	505
	Brandy	90,208	93,045	87,230	134,631	92,216
	Cognac	17,854	19,955	22,431	33,081	21,355
	Eau de Vie	5,797	5,177	5,462	8,252	4,854
	Grappa And Marc	1,138	1,423	1,698	1,943	1,354
	Pisco	1,750	2,806	3,081	2,361	1,978
	<b>Summary</b>	<b>117,291</b>	<b>122,957</b>	<b>120,606</b>	<b>180,980</b>	<b>122,262</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	212,337	225,261	223,215	295,236	219,449
	Coffee And Cocoa Liqueurs	46,638	56,220	70,006	132,191	46,840
	Cream/Dairy Liqueurs	193,767	229,576	286,606	750,012	219,806
	Fruit Liqueurs	114,699	144,014	160,244	174,995	115,450
	Nut Liqueurs	38,950	60,700	65,897	73,278	43,803
	Other Liqueurs	19,766	21,663	23,323	31,759	18,013
	Whiskey Liqueurs	41,770	46,911	46,157	70,516	42,525
	<b>Summary</b>	<b>667,927</b>	<b>784,344</b>	<b>875,448</b>	<b>1,527,986</b>	<b>705,887</b>
Other Spirits	Cachaca	917	1,012	1,190	1,032	1,008
	Flavoured Spirits	13,367	16,702	20,503	19,031	13,808
	Miscellaneous/Other Spirits	5,790	8,682	9,508	11,418	6,603

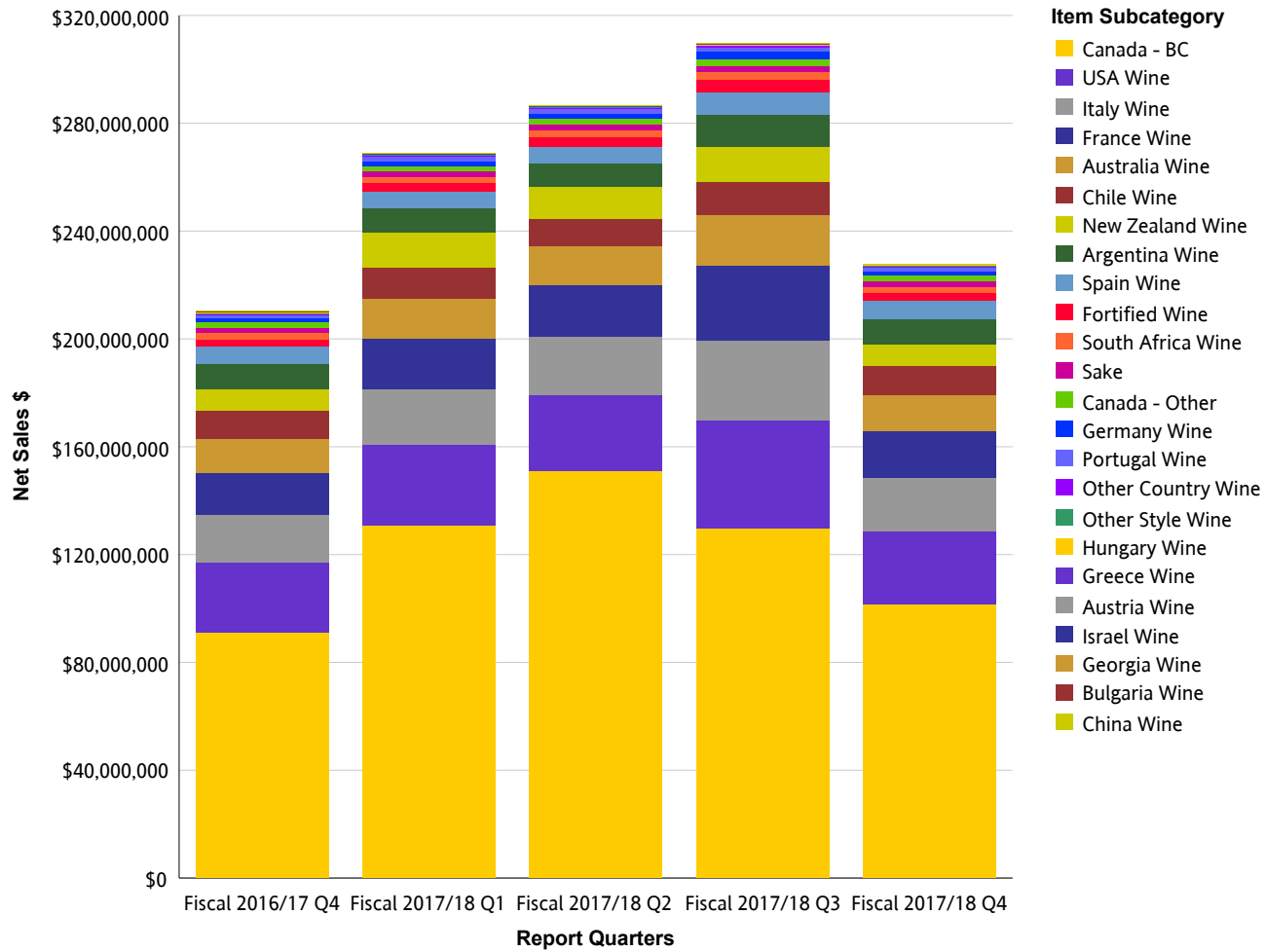
## Spirits Sales (Litres)

Litres		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Other Spirits	Moonshine Spirits	3,629	5,781	6,942	6,390	6,607
	Ready to Mix Cocktails	23,415	33,203	35,090	27,591	22,919
	Ready to Serve Cocktails	15,396	26,658	29,529	28,246	16,750
	Schnapps and Akvavit	1,198	1,634	2,002	2,220	1,760
	<b>Summary</b>	<b>63,713</b>	<b>93,672</b>	<b>104,764</b>	<b>95,928</b>	<b>69,456</b>
Rum	Amber Rum	169,283	197,280	204,508	296,165	164,286
	Dark Rum	99,668	108,451	103,024	165,587	92,149
	Flavoured Rum	8,726	14,894	16,144	9,530	12,501
	Spiced Rum	197,876	258,916	269,840	446,494	208,228
	White Rum	241,022	332,632	327,119	383,545	226,608
	<b>Summary</b>	<b>716,575</b>	<b>912,171</b>	<b>920,635</b>	<b>1,301,321</b>	<b>703,772</b>
Tequila	Blanco/Silver Tequila	50,014	77,809	91,446	66,473	63,125
	Flavoured Tequila	2,328	3,505	3,899	2,458	2,224
	Gold Tequila	117,258	171,905	192,453	143,378	126,999
	Mezcal	1,355	2,227	2,295	2,634	2,454
	<b>Summary</b>	<b>170,954</b>	<b>255,446</b>	<b>290,093</b>	<b>214,942</b>	<b>194,803</b>
Vodka	Flavoured Vodka	97,803	131,252	143,012	138,406	100,193
	Straight Vodka	1,643,075	2,054,917	2,152,867	2,234,916	1,741,784
	<b>Summary</b>	<b>1,740,878</b>	<b>2,186,169</b>	<b>2,295,879</b>	<b>2,373,322</b>	<b>1,841,977</b>
Whisky	American Whiskey	59,400	74,331	76,973	98,491	63,122
	Blended Malt Scotch Whisky	1,472	1,661	1,323	2,425	2,056
	Blended Scotch Whisky	217,578	247,828	238,944	305,790	226,738
	Bourbon Whiskey	79,021	84,094	86,656	119,843	91,991
	Canadian Whisky	873,403	1,070,939	1,052,959	1,364,864	907,099
	Flavoured Whisky	1,471	1,106	560	2,758	7,847
	Irish Whiskey	96,508	73,314	85,615	134,401	115,413
	Other Country Whisky	6,303	7,756	7,258	11,497	8,233
	Single Malt Scotch Whisky	91,409	113,389	109,444	207,554	103,089

## **Spirits Sales (Litres)**

<b>Litres</b>		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Whisky	<b>Summary</b>	<b>1,426,564</b>	<b>1,674,418</b>	<b>1,659,733</b>	<b>2,247,624</b>	<b>1,525,587</b>
<b>Summary</b>		<b>5,250,561</b>	<b>6,511,968</b>	<b>6,828,013</b>	<b>8,413,765</b>	<b>5,539,751</b>

# Wine Sales (Net \$)



## Wine Sales (Net \$)

### Wine

Net Sales \$		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Argentina Wine	Argentina Red Wine	\$8,925,584	\$8,035,616	\$7,595,240	\$10,902,019	\$8,359,056
	Argentina Rose Wine	\$47,259	\$78,459	\$144,473	\$21,317	\$111,904
	Argentina Sparkling Wine	\$10,516	\$9,683	\$14,512	\$18,935	\$11,737
	Argentina White Wine	\$601,547	\$790,460	\$819,654	\$658,832	\$587,951
	<b>Summary</b>	<b>\$9,584,906</b>	<b>\$8,914,218</b>	<b>\$8,573,879</b>	<b>\$11,601,103</b>	<b>\$9,070,647</b>
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Australia Red Wine	\$8,505,302	\$9,018,917	\$8,602,426	\$11,769,706	\$8,687,756
	Australia Rose Wine	\$114,631	\$247,154	\$285,434	\$195,060	\$190,489
	Australia Sparkling Wine	\$492,863	\$709,462	\$718,655	\$1,126,278	\$584,763
	Australia White Wine	\$3,787,519	\$5,155,918	\$4,950,743	\$5,693,163	\$4,199,517
	<b>Summary</b>	<b>\$12,900,315</b>	<b>\$15,131,451</b>	<b>\$14,557,259</b>	<b>\$18,784,208</b>	<b>\$13,662,526</b>
Austria Wine	Austria Red Wine	\$34,435	\$49,627	\$10,505	\$9,701	\$19,072
	Austria Rose Wine	\$0	\$0	\$0	\$2,953	\$0
	Austria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Austria White Wine	\$63,269	\$87,374	\$39,673	\$53,580	\$59,038
	<b>Summary</b>	<b>\$97,704</b>	<b>\$137,001</b>	<b>\$50,177</b>	<b>\$66,234</b>	<b>\$78,110</b>
Bulgaria Wine	Bulgaria Red Wine	\$20,897	\$25,185	\$12,319	\$29,186	\$10,511
	Bulgaria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$204	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$21,101</b>	<b>\$25,185</b>	<b>\$12,319</b>	<b>\$29,186</b>	<b>\$10,511</b>
Canada - BC	Canada - BC Dessert Wine	\$165,002	\$298,431	\$451,641	\$299,373	\$180,914
	Canada - BC Fruit Wine	\$582,813	\$1,079,995	\$1,897,729	\$936,584	\$791,156
	Canada - BC Ice Wine	\$1,060,666	\$1,957,921	\$2,658,525	\$1,646,323	\$1,107,636
	Canada - BC Red Wine	\$45,734,158	\$58,533,089	\$66,465,460	\$67,535,861	\$51,551,932
	Canada - BC Rose Wine	\$2,143,543	\$6,588,447	\$7,801,251	\$2,469,560	\$2,924,343

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Canada - BC	Canada - BC Sparkling Wine	\$1,250,316	\$2,667,959	\$3,354,060	\$2,420,783	\$1,603,278
	Canada - BC White Wine	\$40,215,538	\$59,573,707	\$68,228,316	\$54,221,168	\$43,338,290
	<b>Summary</b>	<b>\$91,152,036</b>	<b>\$130,699,549</b>	<b>\$150,856,983</b>	<b>\$129,529,652</b>	<b>\$101,497,549</b>
Canada - Other	Canada - Other Dessert Wine	\$1,285	\$2,613	\$4,141	\$2,536	\$0
	Canada - Other Fruit Wine	\$13,019	\$7,632	\$10,529	\$6,066	\$6,144
	Canada - Other Ice Wine	\$1,049,997	\$1,027,897	\$1,504,265	\$1,252,017	\$960,146
	Canada - Other Red Wine	\$242,716	\$337,664	\$310,337	\$401,549	\$379,257
	Canada - Other Rose Wine	\$803	\$503	\$1,155	\$1,317	\$455
	Canada - Other Sparkling Wine	\$314,755	\$385,346	\$352,913	\$631,669	\$349,352
	Canada - Other White Wine	\$230,258	\$215,834	\$216,189	\$169,858	\$169,536
	<b>Summary</b>	<b>\$1,852,833</b>	<b>\$1,977,489</b>	<b>\$2,399,528</b>	<b>\$2,465,011</b>	<b>\$1,864,890</b>
Chile Wine	Chile Fruit and Dessert Wine	\$4,791	\$6,186	\$5,234	\$7,289	\$4,711
	Chile Red Wine	\$7,718,766	\$7,588,664	\$6,411,880	\$8,915,661	\$7,553,038
	Chile Rose Wine	\$20,551	\$241,419	\$123,259	\$18,213	\$180,632
	Chile Sparkling Wine	\$40,240	\$42,993	\$43,781	\$45,660	\$72,744
	Chile White Wine	\$2,769,145	\$3,437,730	\$3,518,211	\$3,317,295	\$2,834,906
	<b>Summary</b>	<b>\$10,553,493</b>	<b>\$11,316,991</b>	<b>\$10,102,364</b>	<b>\$12,304,119</b>	<b>\$10,646,030</b>
China Wine	China Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	China Red Wine	\$201	\$0	\$1,837	\$0	\$1,839
	China White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$201</b>	<b>\$0</b>	<b>\$1,837</b>	<b>\$0</b>	<b>\$1,839</b>
Fortified Wine	Other Fortified Domestic Wine	\$975,052	\$1,267,312	\$1,530,266	\$1,146,133	\$909,530
	Other Fortified Import Wine	\$457,660	\$434,548	\$414,857	\$679,994	\$455,315
	Port Wine	\$705,020	\$585,938	\$618,306	\$1,579,245	\$668,169
	Sherry Wine	\$276,039	\$219,924	\$191,918	\$520,697	\$244,871
	Vermouth Wine	\$469,943	\$527,859	\$490,810	\$635,205	\$491,532
	<b>Summary</b>	<b>\$2,883,714</b>	<b>\$3,035,580</b>	<b>\$3,246,157</b>	<b>\$4,561,274</b>	<b>\$2,769,416</b>
France Wine	France Champagne Wine	\$2,340,021	\$3,421,984	\$3,955,522	\$6,462,649	\$3,076,187

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
France Wine	France Fruit and Dessert Wine	\$8,372	\$7,270	\$14,226	\$22,245	\$7,784
	France Red Wine	\$9,017,106	\$8,328,755	\$8,273,952	\$14,682,742	\$9,284,524
	France Rose Wine	\$588,696	\$2,720,268	\$2,363,860	\$868,459	\$1,009,591
	France Sparkling Wine	\$505,268	\$683,742	\$710,563	\$1,090,247	\$567,165
	France White Wine	\$2,823,686	\$3,511,755	\$3,543,249	\$4,625,981	\$3,201,703
	<b>Summary</b>	<b>\$15,283,148</b>	<b>\$18,673,773</b>	<b>\$18,861,372</b>	<b>\$27,752,323</b>	<b>\$17,146,953</b>
Georgia Wine	Georgia Red Wine	\$49,085	\$47,603	\$38,832	\$58,536	\$38,308
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$49,085</b>	<b>\$47,603</b>	<b>\$38,832</b>	<b>\$58,536</b>	<b>\$38,308</b>
Germany Wine	Germany Fruit and Dessert Wine	(\$8,974)	\$202	\$0	\$3,518	\$3,498
	Germany Red Wine	\$56,017	\$43,110	\$25,928	\$67,279	\$36,782
	Germany Rose Wine	\$10,527	\$18,892	\$13,454	\$9,987	\$9,088
	Germany Sparkling Wine	\$379,143	\$627,677	\$597,500	\$1,304,974	\$428,499
	Germany White Wine	\$1,305,259	\$1,283,177	\$1,227,745	\$1,470,177	\$1,108,014
	<b>Summary</b>	<b>\$1,741,972</b>	<b>\$1,973,058</b>	<b>\$1,864,627</b>	<b>\$2,855,935</b>	<b>\$1,585,880</b>
Greece Wine	Greece Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Greece Red Wine	\$107,385	\$117,951	\$95,905	\$126,249	\$102,251
	Greece Rose Wine	\$0	\$390	\$0	\$0	\$0
	Greece White Wine	\$79,661	\$111,524	\$117,889	\$96,447	\$87,915
	<b>Summary</b>	<b>\$187,045</b>	<b>\$229,866</b>	<b>\$213,794</b>	<b>\$222,696</b>	<b>\$190,166</b>
Hungary Wine	Hungary Fruit and Dessert Wine	\$29,674	\$15,227	\$20,967	\$33,934	\$19,410
	Hungary Red Wine	\$38,562	\$25,626	\$34,037	\$41,124	\$34,285
	Hungary Sparkling Wine	\$35,603	\$66,597	\$65,060	\$89,854	\$44,119
	Hungary White Wine	\$147,107	\$136,786	\$122,814	\$102,404	\$126,132
	<b>Summary</b>	<b>\$250,946</b>	<b>\$244,236</b>	<b>\$242,878</b>	<b>\$267,317</b>	<b>\$223,946</b>
Israel Wine	Israel Red Wine	\$29,738	\$36,785	\$33,450	\$38,188	\$54,309
	Israel Rose Wine	\$3,848	\$5,554	\$4,074	\$3,288	\$2,225
	Israel White Wine	\$13,681	\$17,454	\$18,523	\$21,453	\$27,772

## Wine Sales (Net \$)

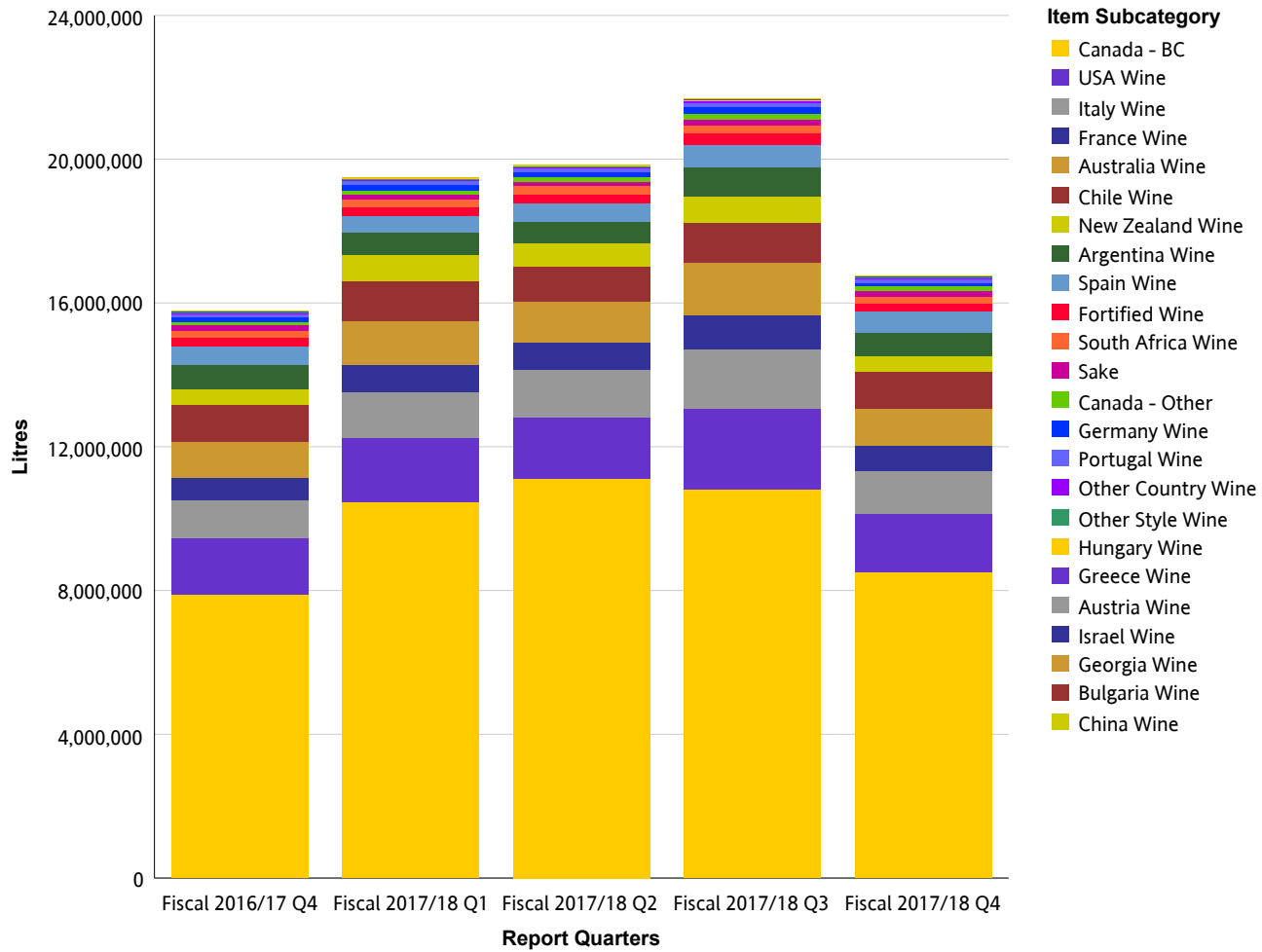
Net Sales \$		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Israel Wine	<b>Summary</b>	<b>\$47,267</b>	<b>\$59,793</b>	<b>\$56,047</b>	<b>\$62,929</b>	<b>\$84,306</b>
Italy Wine	Italy Fruit and Dessert Wine	\$8,700	\$6,010	\$5,102	\$19,199	\$12,404
	Italy Red Wine	\$10,283,244	\$9,906,996	\$10,050,760	\$15,759,422	\$11,102,131
	Italy Rose Wine	\$175,298	\$445,400	\$548,179	\$315,599	\$323,478
	Italy Sparkling Wine	\$1,013,325	\$1,324,640	\$1,346,928	\$1,927,315	\$1,066,496
	Italy White Wine	\$3,938,930	\$5,055,292	\$5,518,988	\$5,340,796	\$4,247,441
	Prosecco Wine	\$2,312,268	\$3,577,895	\$4,309,243	\$6,142,111	\$2,924,465
	<b>Summary</b>	<b>\$17,731,766</b>	<b>\$20,316,234</b>	<b>\$21,779,200</b>	<b>\$29,504,441</b>	<b>\$19,676,413</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$727,774	\$734,001	\$630,126	\$1,080,082	\$565,667
	New Zealand Rose Wine	\$138,679	\$327,629	\$440,146	\$166,548	\$209,220
	New Zealand Sparkling Wine	\$107,550	\$121,327	\$123,331	\$208,216	\$74,575
	New Zealand White Wine	\$6,719,397	\$11,959,038	\$10,653,091	\$11,770,702	\$7,352,566
	<b>Summary</b>	<b>\$7,693,401</b>	<b>\$13,141,996</b>	<b>\$11,846,694</b>	<b>\$13,225,548</b>	<b>\$8,202,027</b>
Other Country Wine	Other Country Fruit and Dessert Wine	\$214,617	\$207,356	\$217,377	\$263,403	\$232,554
	Other Country Red Wine	\$101,296	\$77,527	\$113,602	\$203,495	\$165,949
	Other Country Rose Wine	\$2,915	\$5,393	\$4,391	\$1,089	\$3,123
	Other Country Sparkling Wine	\$3,018	\$8,186	\$27,352	\$30,854	\$32,302
	Other Country White Wine	\$41,617	\$47,626	\$68,691	\$69,690	\$54,777
	<b>Summary</b>	<b>\$363,462</b>	<b>\$346,087</b>	<b>\$431,412</b>	<b>\$568,531</b>	<b>\$488,706</b>
Other Style Wine	Aperitif And Flavoured Wine	\$125,421	\$161,473	\$178,691	\$177,741	\$121,635
	Mead	\$4,789	\$46,151	\$70,687	\$31,899	\$42,197
	Rice Wine	\$70,834	\$47,580	\$45,912	\$73,020	\$70,890
	<b>Summary</b>	<b>\$201,043</b>	<b>\$255,205</b>	<b>\$295,290</b>	<b>\$282,659</b>	<b>\$234,722</b>
Portugal Wine	Portugal Fruit and Dessert Wine	\$1,088	\$1,001	\$606	\$81,983	\$17,056
	Portugal Red Wine	\$699,482	\$667,086	\$662,261	\$844,449	\$846,914
	Portugal Rose Wine	\$153,535	\$292,469	\$314,650	\$193,962	\$145,679
	Portugal Sparkling Wine	\$5,017	\$14,048	\$8,340	\$7,727	\$4,590



## Wine Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Portugal Wine	Portugal White Wine	\$253,652	\$570,715	\$547,365	\$342,852	\$326,474
	<b>Summary</b>	<b>\$1,112,773</b>	<b>\$1,545,320</b>	<b>\$1,533,222</b>	<b>\$1,470,973</b>	<b>\$1,340,713</b>
Sake	Japan Sake	\$1,123,441	\$1,131,397	\$1,213,363	\$1,498,543	\$1,398,143
	Other Country Sake	\$67,382	\$80,603	\$90,238	\$70,082	\$82,607
	USA Sake	\$835,703	\$711,876	\$676,502	\$842,592	\$831,162
	<b>Summary</b>	<b>\$2,026,526</b>	<b>\$1,923,876</b>	<b>\$1,980,103</b>	<b>\$2,411,217</b>	<b>\$2,311,912</b>
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	South Africa Red Wine	\$1,403,293	\$1,277,649	\$1,379,310	\$1,685,224	\$1,395,284
	South Africa Rose Wine	\$0	\$43,606	\$79,090	\$1,403	\$2,670
	South Africa Sparkling Wine	\$41,440	\$34,355	\$35,012	\$58,451	\$28,076
	South Africa White Wine	\$844,408	\$1,099,214	\$1,190,408	\$1,010,240	\$875,223
	<b>Summary</b>	<b>\$2,289,140</b>	<b>\$2,454,824</b>	<b>\$2,683,820</b>	<b>\$2,755,318</b>	<b>\$2,301,253</b>
Spain Wine	Spain Fruit and Dessert Wine	\$1,340	\$5,059	\$11,511	\$8,424	\$16,765
	Spain Red Wine	\$4,742,560	\$4,467,641	\$4,578,707	\$5,777,041	\$5,158,809
	Spain Rose Wine	\$76,476	\$243,700	\$225,802	\$104,820	\$129,143
	Spain Sparkling Wine	\$749,220	\$1,160,406	\$1,153,954	\$2,203,402	\$867,430
	Spain White Wine	\$610,783	\$370,534	\$531,288	\$422,340	\$901,460
	<b>Summary</b>	<b>\$6,180,379</b>	<b>\$6,247,341</b>	<b>\$6,501,262</b>	<b>\$8,516,027</b>	<b>\$7,073,607</b>
USA Wine	USA Fruit and Dessert Wine	\$3,288	\$5,746	\$4,370	\$2,720	\$3,697
	USA Red Wine	\$19,071,327	\$21,568,431	\$19,298,220	\$31,067,827	\$20,159,332
	USA Rose Wine	\$1,047,684	\$1,321,646	\$1,355,926	\$1,126,865	\$1,058,760
	USA Sparkling Wine	\$284,185	\$388,161	\$368,465	\$610,383	\$266,901
	USA White Wine	\$5,578,486	\$6,981,824	\$7,448,392	\$7,576,652	\$5,844,393
	<b>Summary</b>	<b>\$25,984,970</b>	<b>\$30,265,807</b>	<b>\$28,475,374</b>	<b>\$40,384,447</b>	<b>\$27,333,082</b>
<b>Summary</b>		<b>\$210,189,228</b>	<b>\$268,962,482</b>	<b>\$286,604,430</b>	<b>\$309,679,682</b>	<b>\$227,833,515</b>

## Wine Sales (Litres)



## Wine Sales (Litres)

### Wine

Litres		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Argentina Wine	Argentina Red Wine	644,533	546,501	520,777	744,548	593,170
	Argentina Rose Wine	3,659	6,121	11,023	1,766	8,719
	Argentina Sparkling Wine	517	480	747	922	532
	Argentina White Wine	48,938	66,556	68,765	52,757	48,553
	<b>Summary</b>	<b>697,647</b>	<b>619,658</b>	<b>601,312</b>	<b>799,993</b>	<b>650,974</b>
Australia Wine	Australia Fruit and Dessert Wine	0	0	0	0	0
	Australia Red Wine	604,386	641,532	601,193	812,467	608,654
	Australia Rose Wine	9,085	19,803	24,166	15,763	15,445
	Australia Sparkling Wine	37,314	56,276	56,065	89,641	44,555
	Australia White Wine	349,604	488,238	450,942	541,954	384,298
	<b>Summary</b>	<b>1,000,389</b>	<b>1,205,848</b>	<b>1,132,366</b>	<b>1,459,825</b>	<b>1,052,951</b>
Austria Wine	Austria Red Wine	468	734	297	324	500
	Austria Rose Wine	0	0	0	125	0
	Austria Sparkling Wine	0	0	0	0	0
	Austria White Wine	2,386	2,612	1,555	2,117	2,052
	<b>Summary</b>	<b>2,854</b>	<b>3,346</b>	<b>1,852</b>	<b>2,566</b>	<b>2,552</b>
Bulgaria Wine	Bulgaria Red Wine	1,566	2,311	1,136	2,866	916
	Bulgaria Rose Wine	0	0	0	0	0
	Bulgaria Sparkling Wine	0	0	0	0	0
	Bulgaria White Wine	18	0	0	0	0
	<b>Summary</b>	<b>1,584</b>	<b>2,311</b>	<b>1,136</b>	<b>2,866</b>	<b>916</b>
Canada - BC	Canada - BC Dessert Wine	3,632	5,962	9,040	6,628	3,793
	Canada - BC Fruit Wine	26,783	48,115	82,235	41,997	38,168
	Canada - BC Ice Wine	10,041	15,217	22,275	14,699	10,224
	Canada - BC Red Wine	3,738,388	4,517,025	4,578,209	5,383,366	4,071,259
	Canada - BC Rose Wine	188,640	426,010	504,877	212,397	223,877

## Wine Sales (Litres)

Litres		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Canada - BC	Canada - BC Sparkling Wine	50,173	104,891	138,339	97,996	63,671
	Canada - BC White Wine	3,859,587	5,351,730	5,769,556	5,042,466	4,105,204
	<b>Summary</b>	<b>7,877,245</b>	<b>10,468,950</b>	<b>11,104,532</b>	<b>10,799,548</b>	<b>8,516,195</b>
Canada - Other	Canada - Other Dessert Wine	40	81	130	63	0
	Canada - Other Fruit Wine	386	125	177	102	104
	Canada - Other Ice Wine	13,794	13,182	19,943	16,645	12,829
	Canada - Other Red Wine	24,100	33,167	25,712	39,164	39,278
	Canada - Other Rose Wine	50	38	62	72	27
	Canada - Other Sparkling Wine	46,561	60,137	55,960	103,504	54,250
	Canada - Other White Wine	19,691	20,687	18,322	16,691	18,113
	<b>Summary</b>	<b>104,621</b>	<b>127,418</b>	<b>120,306</b>	<b>176,241</b>	<b>124,600</b>
Chile Wine	Chile Fruit and Dessert Wine	136	180	144	208	130
	Chile Red Wine	752,124	737,749	596,385	792,483	693,211
	Chile Rose Wine	2,042	25,322	11,844	1,547	23,556
	Chile Sparkling Wine	2,415	2,510	2,546	2,733	4,300
	Chile White Wine	280,915	351,742	360,291	333,644	280,571
	<b>Summary</b>	<b>1,037,632</b>	<b>1,117,503</b>	<b>971,210</b>	<b>1,130,615</b>	<b>1,001,768</b>
China Wine	China Fruit and Dessert Wine	0	0	0	0	0
	China Red Wine	9	0	4	0	4
	China White Wine	0	0	0	0	0
	<b>Summary</b>	<b>9</b>	<b>0</b>	<b>4</b>	<b>0</b>	<b>4</b>
Fortified Wine	Other Fortified Domestic Wine	130,123	141,529	133,868	131,114	107,573
	Other Fortified Import Wine	31,918	30,819	28,375	46,627	30,883
	Port Wine	21,039	17,277	18,226	43,498	18,866
	Sherry Wine	15,641	12,122	10,188	27,883	13,149
	Vermouth Wine	45,871	54,351	49,070	64,797	47,661
	<b>Summary</b>	<b>244,591</b>	<b>256,097</b>	<b>239,728</b>	<b>313,918</b>	<b>218,132</b>
France Wine	France Champagne Wine	26,302	37,167	42,546	71,328	32,685

## Wine Sales (Litres)

Litres		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
France Wine	France Fruit and Dessert Wine	108	124	279	329	144
	France Red Wine	384,000	362,052	364,133	536,522	402,713
	France Rose Wine	36,018	157,312	150,914	58,767	65,964
	France Sparkling Wine	28,651	39,260	42,372	65,073	31,111
	France White Wine	143,112	174,176	177,375	191,913	152,397
	<b>Summary</b>	<b>618,191</b>	<b>770,091</b>	<b>777,619</b>	<b>923,932</b>	<b>685,014</b>
Georgia Wine	Georgia Red Wine	2,693	2,622	2,149	3,212	2,119
	Georgia White Wine	0	0	0	0	0
	<b>Summary</b>	<b>2,693</b>	<b>2,622</b>	<b>2,149</b>	<b>3,212</b>	<b>2,119</b>
Germany Wine	Germany Fruit and Dessert Wine	-1,631	24	0	342	20
	Germany Red Wine	3,314	2,710	1,794	4,664	1,714
	Germany Rose Wine	692	1,184	927	621	630
	Germany Sparkling Wine	22,761	39,017	36,362	85,621	26,105
	Germany White Wine	93,144	92,830	88,855	100,609	76,250
	<b>Summary</b>	<b>118,280</b>	<b>135,764</b>	<b>127,938</b>	<b>191,855</b>	<b>104,720</b>
Greece Wine	Greece Fruit and Dessert Wine	0	0	0	0	0
	Greece Red Wine	8,262	9,665	7,523	10,041	8,168
	Greece Rose Wine	0	22	0	0	0
	Greece White Wine	6,781	9,589	10,042	8,498	7,009
	<b>Summary</b>	<b>15,042</b>	<b>19,276</b>	<b>17,566</b>	<b>18,539</b>	<b>15,177</b>
Hungary Wine	Hungary Fruit and Dessert Wine	551	371	526	783	412
	Hungary Red Wine	3,198	2,060	2,784	3,283	2,722
	Hungary Sparkling Wine	2,752	5,435	5,349	7,262	3,436
	Hungary White Wine	15,238	12,922	11,674	9,530	12,492
	<b>Summary</b>	<b>21,739</b>	<b>20,788</b>	<b>20,334</b>	<b>20,858</b>	<b>19,062</b>
Israel Wine	Israel Red Wine	1,566	1,956	1,781	2,037	2,902
	Israel Rose Wine	220	318	233	188	128
	Israel White Wine	736	946	1,005	1,164	1,509

## Wine Sales (Litres)

Litres		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Israel Wine	<b>Summary</b>	<b>2,522</b>	<b>3,220</b>	<b>3,020</b>	<b>3,389</b>	<b>4,539</b>
Italy Wine	Italy Fruit and Dessert Wine	127	152	105	250	135
	Italy Red Wine	553,550	571,784	559,002	793,805	631,796
	Italy Rose Wine	9,884	27,370	32,926	18,176	18,710
	Italy Sparkling Wine	58,011	77,252	76,981	108,324	58,878
	Italy White Wine	303,317	387,926	418,066	403,120	335,539
	Prosecco Wine	123,813	192,526	225,737	334,770	156,360
	<b>Summary</b>	<b>1,048,702</b>	<b>1,257,011</b>	<b>1,312,817</b>	<b>1,658,445</b>	<b>1,201,417</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	35,986	34,403	29,037	49,490	24,899
	New Zealand Rose Wine	7,098	18,545	24,218	9,218	10,754
	New Zealand Sparkling Wine	4,754	5,676	5,620	9,818	3,393
	New Zealand White Wine	369,981	681,481	592,230	663,298	403,094
	<b>Summary</b>	<b>417,819</b>	<b>740,105</b>	<b>651,104</b>	<b>731,824</b>	<b>442,140</b>
Other Country Wine	Other Country Fruit and Dessert Wine	14,231	14,272	14,550	16,883	14,523
	Other Country Red Wine	4,563	4,264	5,600	9,585	7,420
	Other Country Rose Wine	144	260	202	54	150
	Other Country Sparkling Wine	164	333	842	1,024	1,129
	Other Country White Wine	1,867	2,533	3,440	3,677	2,862
	<b>Summary</b>	<b>20,969</b>	<b>21,661</b>	<b>24,635</b>	<b>31,224</b>	<b>26,084</b>
Other Style Wine	Aperitif And Flavoured Wine	8,524	12,502	13,257	12,298	8,390
	Mead	183	1,784	2,681	1,236	1,639
	Rice Wine	4,391	3,447	3,384	5,266	4,482
	<b>Summary</b>	<b>13,098</b>	<b>17,734</b>	<b>19,323</b>	<b>18,800</b>	<b>14,512</b>
Portugal Wine	Portugal Fruit and Dessert Wine	32	22	22	966	220
	Portugal Red Wine	56,204	50,246	51,569	63,299	66,062
	Portugal Rose Wine	16,053	28,418	29,898	19,748	15,040
	Portugal Sparkling Wine	158	486	337	297	212

## Wine Sales (Litres)

Litres		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Portugal Wine	Portugal White Wine	21,920	51,872	48,218	29,783	26,133
	<b>Summary</b>	<b>94,365</b>	<b>131,043</b>	<b>130,045</b>	<b>114,094</b>	<b>107,668</b>
Sake	Japan Sake	36,970	38,074	39,266	46,932	45,064
	Other Country Sake	2,874	3,180	3,458	2,933	3,149
	USA Sake	98,838	83,101	78,290	97,184	95,770
	<b>Summary</b>	<b>138,682</b>	<b>124,355</b>	<b>121,014</b>	<b>147,049</b>	<b>143,984</b>
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	0	0
	South Africa Red Wine	120,146	99,326	115,798	140,338	115,299
	South Africa Rose Wine	0	3,287	6,252	99	171
	South Africa Sparkling Wine	2,888	2,487	2,434	3,630	1,899
	South Africa White Wine	79,336	107,054	113,879	92,309	79,514
	<b>Summary</b>	<b>202,370</b>	<b>212,154</b>	<b>238,364</b>	<b>236,376</b>	<b>196,883</b>
Spain Wine	Spain Fruit and Dessert Wine	18	216	322	273	412
	Spain Red Wine	375,870	332,040	373,347	431,954	428,963
	Spain Rose Wine	6,470	18,456	16,671	8,484	8,998
	Spain Sparkling Wine	45,475	72,434	69,638	138,100	52,003
	Spain White Wine	75,018	27,869	55,040	40,127	105,671
	<b>Summary</b>	<b>502,850</b>	<b>451,015</b>	<b>515,019</b>	<b>618,939</b>	<b>596,048</b>
USA Wine	USA Fruit and Dessert Wine	184	360	310	36	279
	USA Red Wine	1,039,428	1,111,201	999,589	1,553,662	1,047,726
	USA Rose Wine	122,055	146,498	149,953	134,666	127,376
	USA Sparkling Wine	19,216	25,508	23,125	37,530	15,883
	USA White Wine	410,961	505,356	540,421	548,218	434,956
	<b>Summary</b>	<b>1,591,844</b>	<b>1,788,924</b>	<b>1,713,399</b>	<b>2,274,113</b>	<b>1,626,221</b>
<b>Summary</b>		<b>15,775,739</b>	<b>19,496,896</b>	<b>19,846,789</b>	<b>21,678,222</b>	<b>16,753,680</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.