



QUARTERLY MARKET REVIEW

JUNE 2012



BRITISH
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**LIQUOR
DISTRIBUTION
BRANCH**

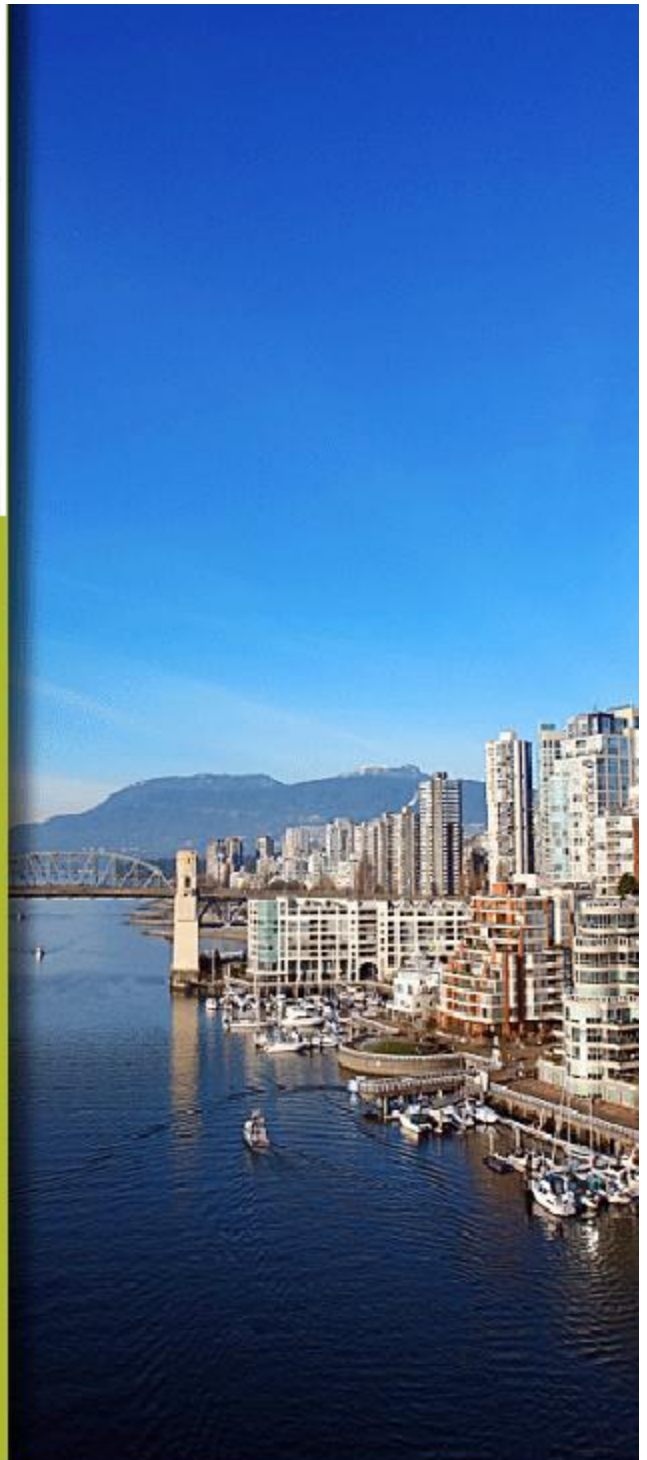


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Introduction

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

The QMR provides provincial sales for domestic and import beer, cider, coolers, spirits and wine. Sales are provided in both litre and retail dollar value. Retail dollar value is based on the government liquor store price excluding provincial sales tax (PST) and federal goods and services tax (GST).

For each reporting period, the QMR provides annualized sales data for five years and sales for the most recent quarter. The percentage change in sales is shown for the most recent 12 month period and the most recent quarter compared to the same time periods in the previous year. In addition, the QMR shows the percentage of sales that were made to licensed establishments where liquor is consumed on-premise (e.g. bars, restaurants etc.).

The Quarterly Market Review was revised for the March 2008 edition and this impacts the comparability with previous editions. The source of data used to produce the QMR from March 2008 forward was changed resulting in small differences in historical sales comparability. More significantly, the definition of dollar sales value was changed to exclude sales taxes (PST, GST) which, as of March 2008, were 10% and 5% respectively. The change to retail dollar sales reporting was made to make QMR sales data more consistent with sales reported in other LDB publications such as the Annual Report.

While every effort has been made to ensure accuracy and completeness of our 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.

HIGHLIGHTS BY CATEGORY - RETAIL DOLLARS

All figures in this section compare the current quarter to the same quarter in the previous year.

BEER- DOMESTIC	% Change
BREWERIES WITH ANNUAL PRODUCTION OVER 160,000HL - DRAFT	-11.80%
BREWERIES WITH ANNUAL PRODUCTION OVER 160,000HL - PACKAGED	-8.72%
BREWERIES WITH ANNUAL PRODUCTION UP TO 160,000HL - DRAFT	8.37%
BREWERIES WITH ANNUAL PRODUCTION UP TO 160,000HL - PACKAGED	10.08%

BEER - IMPORTED	% Change
UNITED STATES OF AMERICA	-16.44%
MEXICO	-15.64%
NETHERLANDS	-10.46%
BELGIUM	-6.24%
GERMANY	-12.17%
IRELAND	2.43%

CIDER - DOMESTIC	% Change
CIDER	10.22%

CIDER - IMPORTED	% Change
CIDER	3.28%

COOLERS - DOMESTIC	% Change
WINE	-16.95%
SPIRIT	-3.48%
BEER	/0

COOLERS - IMPORTED	% Change
WINE	-0.88%
SPIRIT	-13.55%
BEER	1,116.55%

SPIRITS - DOMESTIC	% Change
CANADIAN WHISKY	-6.87%
VODKA	-3.95%
RUM	-10.15%
LIQUEURS	1.01%
GIN	-5.38%
BRANDY	-7.46%

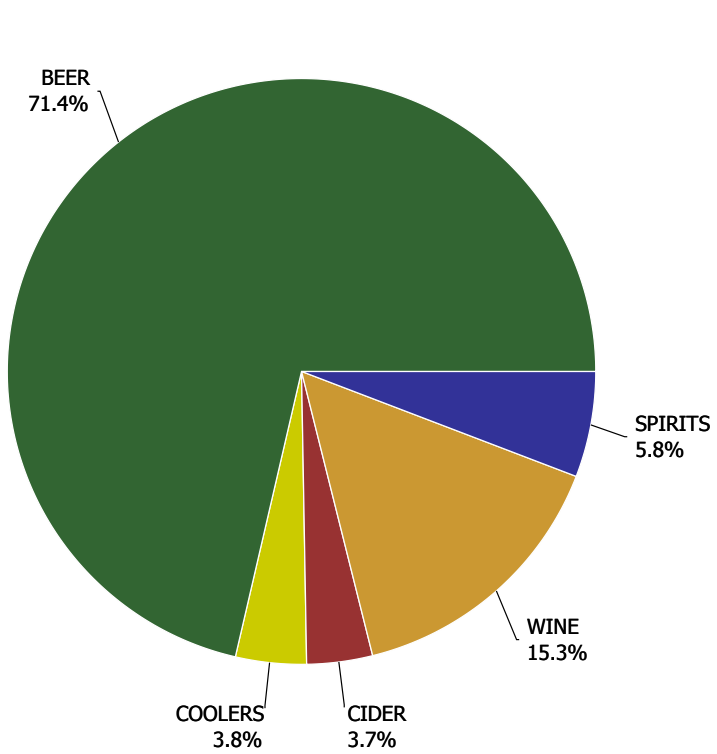
SPIRITS - IMPORTED	% Change
SCOTCH WHISKY	-2.48%
VODKA	-1.98%
RUM	7.36%
LIQUEURS	-3.52%
GIN	1.19%
BRANDY	-3.76%

WINE - DOMESTIC	% Change
TABLE WINE RED	-3.64%
TABLE WINE ROSE	2.93%
TABLE WINE WHITE	2.28%
SPARKLING WINE	-0.26%
APERITIF, DESSERT AND FORTIFIED WINE	-10.19%

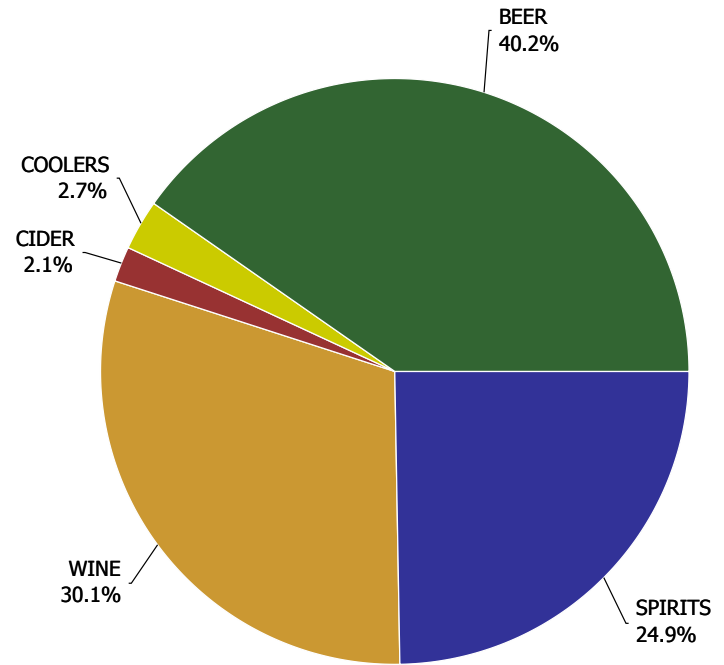
WINE - IMPORTED	% Change
TABLE WINE RED	4.00%
TABLE WINE ROSE	3.65%
TABLE WINE WHITE	5.73%
SPARKLING WINE	0.57%
APERITIF, DESSERT AND FORTIFIED WINE	0.31%

Total Market Share

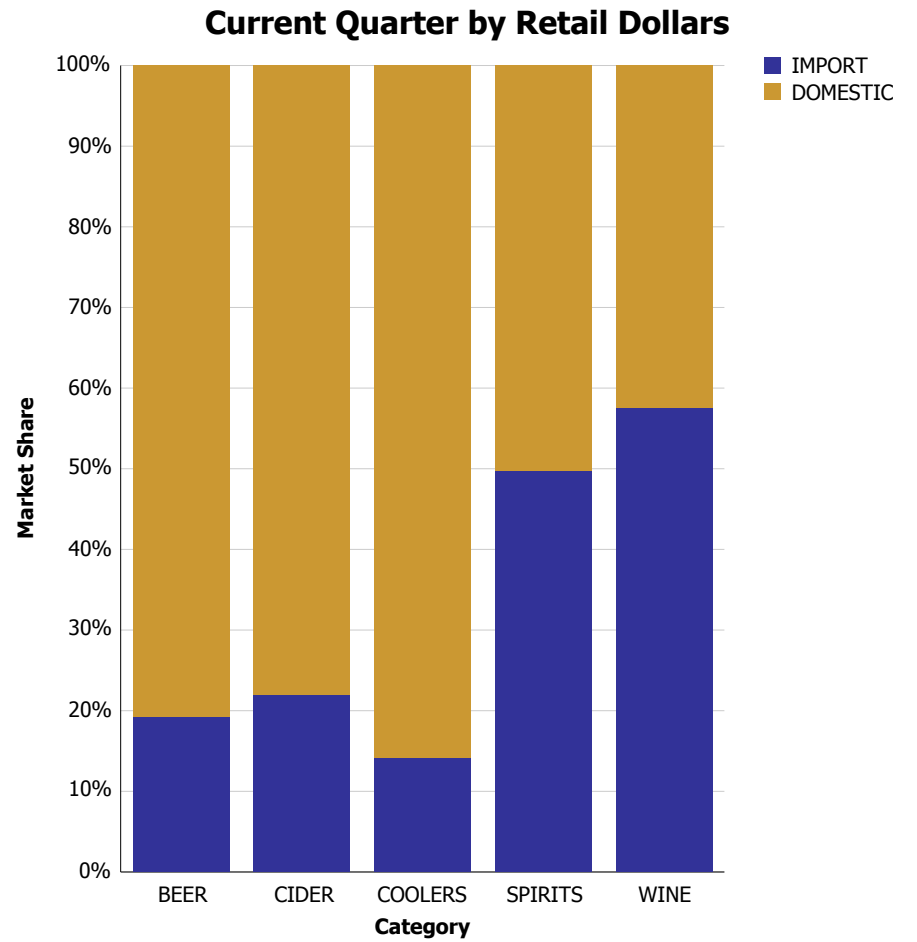
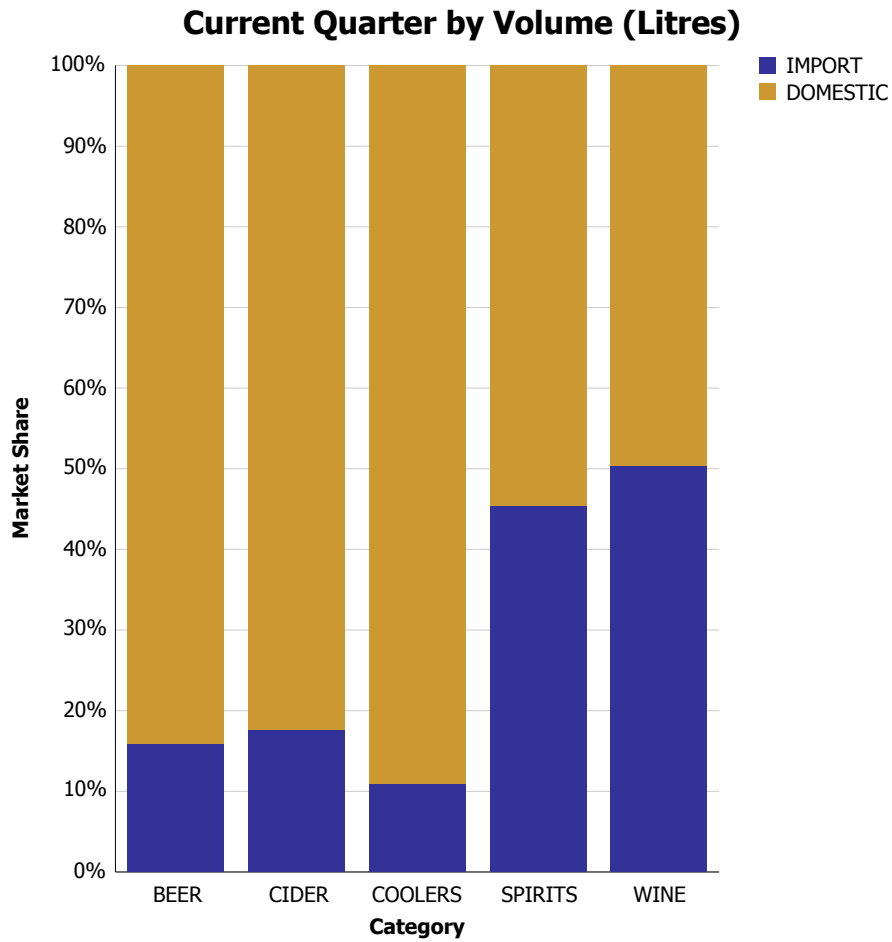
Total Market Share
Current Quarter by Volume (Litres)



Total Market Share
Current Quarter by Retail Dollars



Domestic-Import Share by Category



TOTAL MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN LITRES

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
BEER	DOMESTIC	244,250,989	238,274,195	238,668,104	222,578,833	224,220,389	55,167,711	-6.61%	0.74%	22.75%
	IMPORT	46,040,731	47,745,386	47,354,621	50,373,035	43,091,738	10,417,200	-12.33%	-14.45%	21.27%
	BEER	290,291,720	286,019,581	286,022,725	272,951,868	267,312,127	65,584,911	-7.57%	-2.07%	22.51%
COOLERS AND CIDERS	DOMESTIC	19,526,248	19,975,910	22,120,058	21,950,150	22,457,683	5,923,438	1.56%	2.31%	6.64%
	IMPORT	3,413,525	4,077,079	3,688,862	3,639,843	3,669,570	980,991	-1.53%	0.82%	19.27%
	COOLERS AND CIDERS	22,939,773	24,052,989	25,808,920	25,589,993	26,127,254	6,904,429	1.11%	2.10%	8.42%
SPIRITS	DOMESTIC	15,310,853	14,815,493	14,067,223	13,194,512	13,008,771	2,933,937	-4.93%	-1.41%	11.15%
	IMPORT	10,603,379	10,521,011	10,609,234	10,622,987	11,079,026	2,435,091	2.58%	4.29%	14.54%
	SPIRITS	25,914,232	25,336,504	24,676,457	23,817,499	24,087,797	5,369,028	-1.67%	1.13%	12.71%
WINE	DOMESTIC	27,135,649	27,556,550	29,030,881	30,287,612	30,816,916	6,969,718	-0.30%	1.75%	14.30%
	IMPORT	30,051,275	29,698,899	30,095,482	29,907,016	30,923,861	7,070,405	1.14%	3.40%	12.10%
	WINE	57,186,924	57,255,449	59,126,363	60,194,628	61,740,777	14,040,123	0.42%	2.57%	13.20%
TOTAL LIQUOR MARKET		396,332,649	392,664,523	395,634,465	382,553,987	379,267,954	91,898,491	-5.48%	-0.86%	19.40%

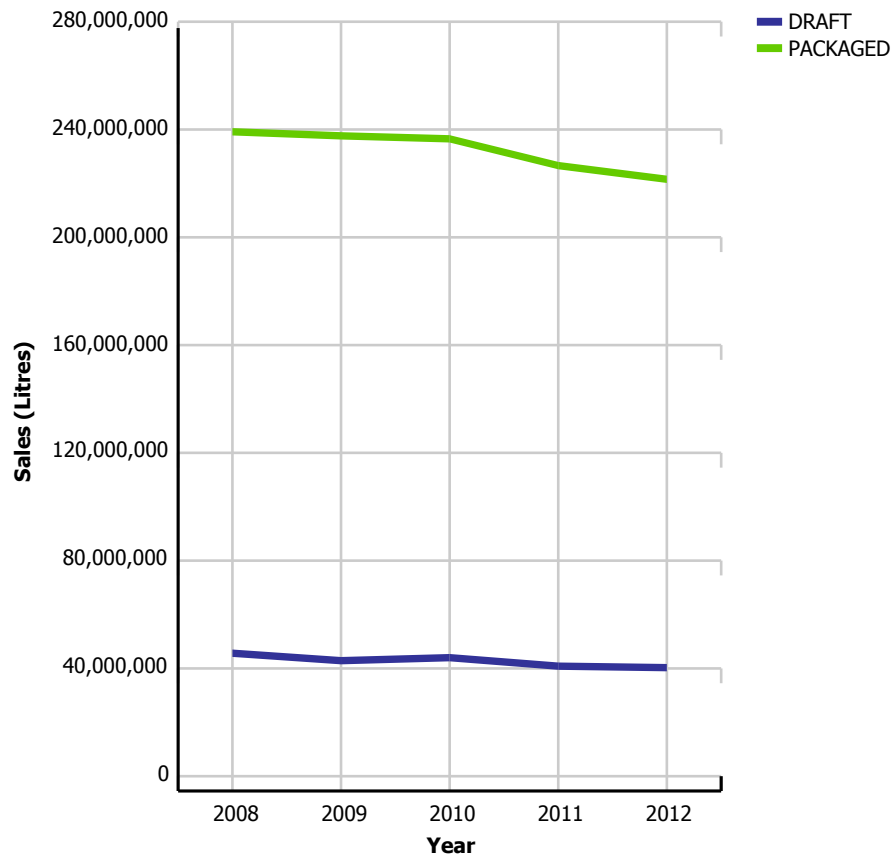
TOTAL MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000's)

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
BEER	DOMESTIC	\$909,495	\$913,505	\$918,456	\$887,279	\$892,632	\$220,535	-6.43%	0.60%	20.02%
	IMPORT	\$210,591	\$224,424	\$225,976	\$238,265	\$214,277	\$52,337	-10.26%	-10.07%	21.62%
	BEER	\$1,120,086	\$1,137,929	\$1,144,432	\$1,125,544	\$1,106,908	\$272,871	-7.19%	-1.66%	20.33%
COOLERS AND CIDERS	DOMESTIC	\$93,741	\$93,165	\$99,743	\$99,678	\$103,182	\$27,025	1.28%	3.52%	7.15%
	IMPORT	\$21,106	\$24,682	\$22,584	\$21,935	\$22,241	\$5,745	-2.29%	1.39%	16.69%
	COOLERS AND CIDERS	\$114,847	\$117,846	\$122,326	\$121,613	\$125,422	\$32,770	0.63%	3.13%	8.84%
SPIRITS	DOMESTIC	\$402,890	\$404,237	\$394,552	\$388,529	\$381,790	\$84,880	-5.98%	-1.73%	10.83%
	IMPORT	\$342,627	\$349,012	\$355,698	\$369,207	\$387,469	\$83,874	2.66%	4.95%	14.97%
	SPIRITS	\$745,517	\$753,249	\$750,251	\$757,736	\$769,259	\$168,754	-1.88%	1.52%	12.92%
WINE	DOMESTIC	\$333,490	\$343,054	\$363,290	\$384,724	\$398,912	\$86,952	-0.96%	3.69%	15.09%
	IMPORT	\$475,058	\$471,602	\$472,249	\$488,842	\$518,744	\$117,620	4.22%	6.12%	14.58%
	WINE	\$808,548	\$814,656	\$835,539	\$873,566	\$917,656	\$204,572	1.95%	5.05%	14.81%
TOTAL LIQUOR MARKET		\$2,788,997	\$2,823,681	\$2,852,548	\$2,878,460	\$2,919,245	\$678,967	-2.90%	1.42%	16.15%

Beer Market - Packaged vs Draft (Domestic & Imported)

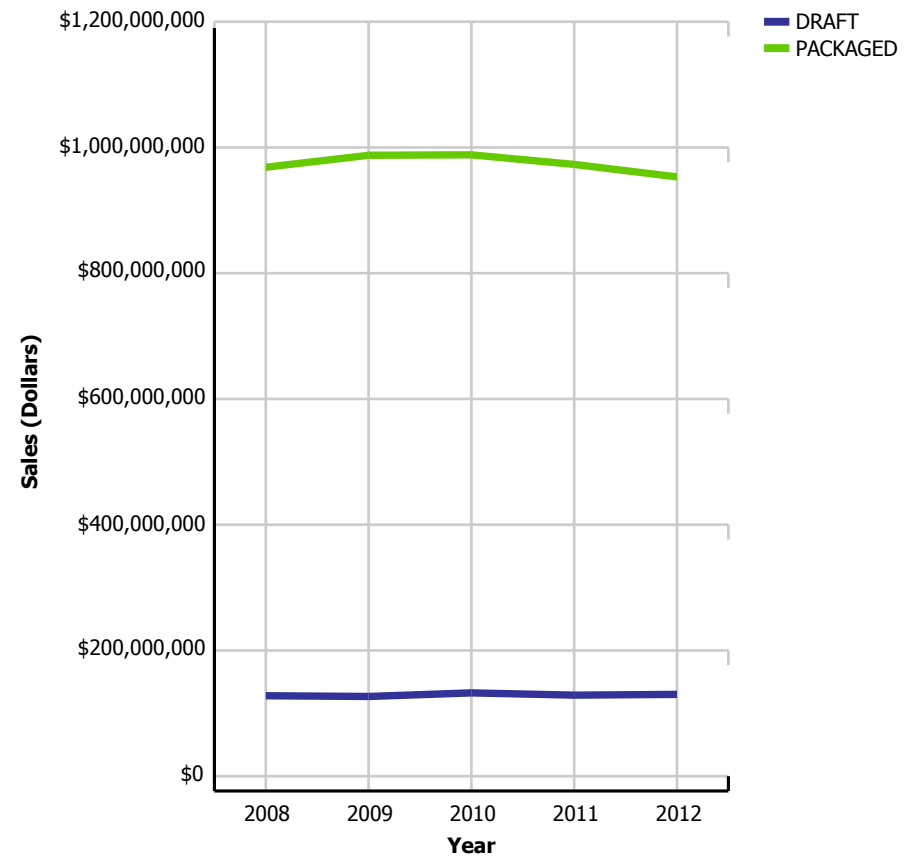
Beers (Domestic & Imported)

Annual Sales by Volume (Litres)

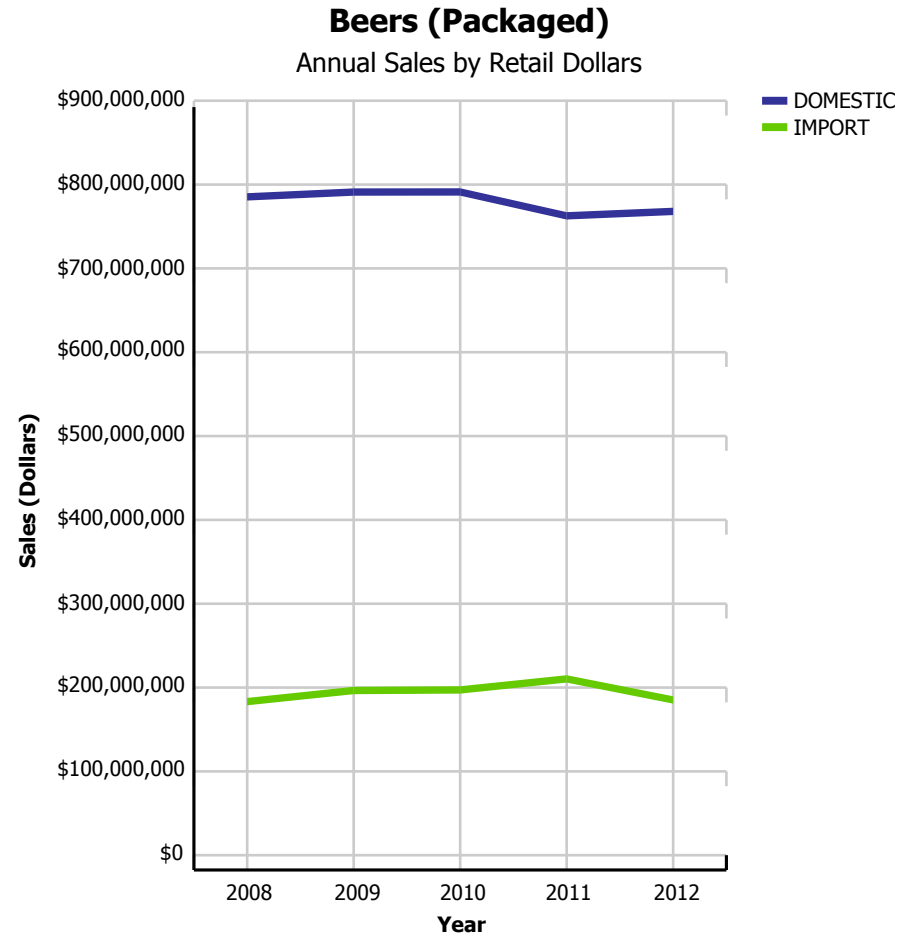
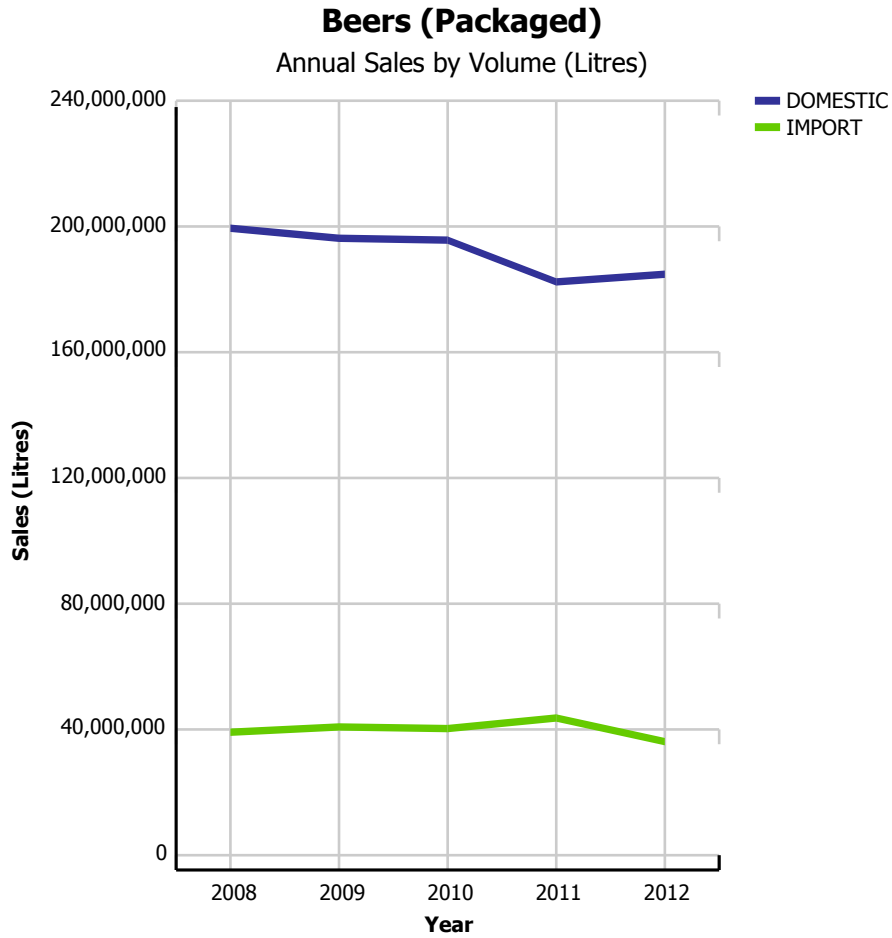


Beers (Domestic & Imported)

Annual Sales by Retail Dollars



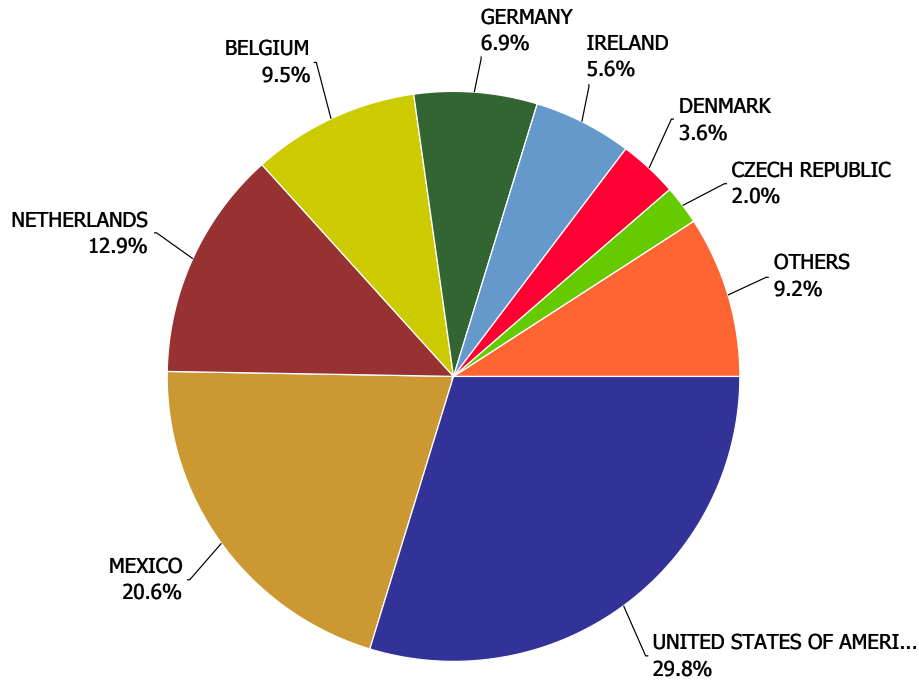
Beer Market - Domestic vs Import (Packaged)



Beer Market - Import Beer

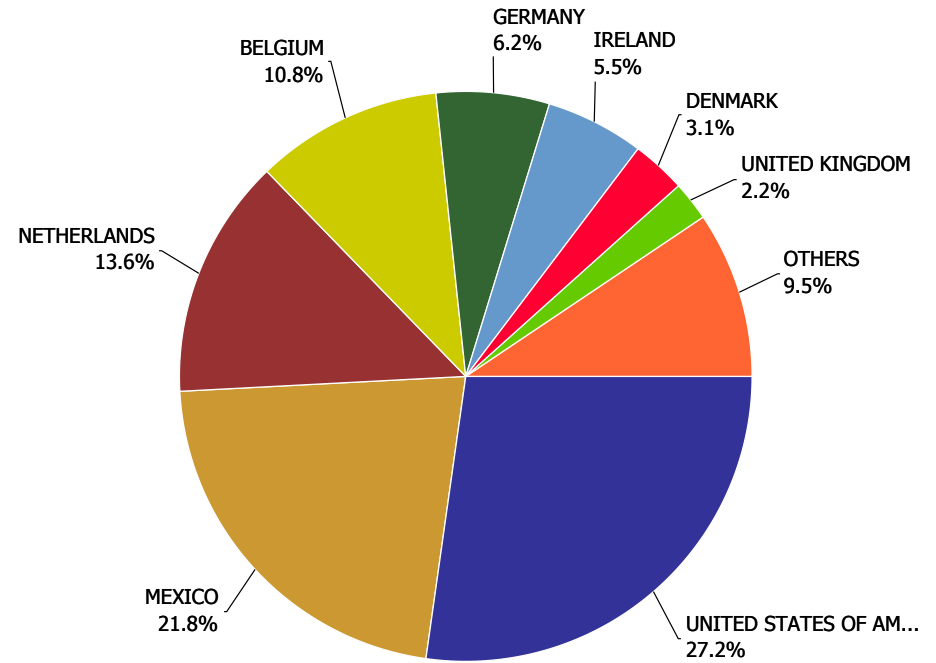
Import Beer Market Share

Current Quarter by Volume (Litres)



Import Beer Market Share

Current Quarter by Retail Dollars



DOMESTIC BEER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN LITRES

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
Breweries with Annual Production Over 160,000HL	DRAFT	36,425,591	33,847,714	33,788,707	30,285,341	28,262,878	6,532,700	-13.06%	-6.68%	98.65%
	PACKAGED	188,082,829	183,550,730	178,969,911	159,884,742	158,673,641	39,051,238	-8.74%	-0.76%	8.17%
	TOTAL	224,508,420	217,398,444	212,758,618	190,170,083	186,936,519	45,583,939	-9.39%	-1.70%	21.85%
Breweries with Annual Production up to 160,000HL	DRAFT	7,208,890	6,992,948	8,035,723	8,742,052	9,972,898	2,516,452	7.17%	14.08%	94.64%
	PACKAGED	12,527,137	13,867,971	17,779,465	23,482,681	27,025,388	6,983,788	9.81%	15.09%	2.38%
	TOTAL	19,736,028	20,860,920	25,815,188	32,224,733	36,998,286	9,500,240	9.10%	14.81%	27.25%
DOMESTIC DRAFT - TOTAL		43,634,481	40,840,663	41,824,430	39,027,394	38,235,776	9,049,152	-8.24%	-2.03%	97.60%
DOMESTIC PACKAGED - TOTAL		200,616,508	197,433,532	196,843,674	183,551,439	185,984,613	46,118,559	-6.28%	1.33%	7.36%
DOMESTIC BEER - TOTAL		244,250,989	238,274,195	238,668,104	222,578,833	224,220,389	55,167,711	-6.61%	0.74%	22.75%

DOMESTIC BEER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
Breweries with Annual Production Over 160,000HL	DRAFT	\$99,451	\$96,832	\$98,517	\$92,724	\$88,730	\$20,590	-11.80%	-4.31%	98.61%
	PACKAGED	\$743,497	\$742,548	\$727,236	\$674,606	\$664,592	\$164,063	-8.72%	-1.48%	8.71%
	TOTAL	\$842,948	\$839,380	\$825,753	\$767,330	\$753,321	\$184,653	-9.07%	-1.83%	19.30%
Breweries with Annual Production up to 160,000HL	DRAFT	\$20,279	\$21,175	\$24,327	\$27,433	\$31,477	\$7,983	7.65%	14.74%	94.46%
	PACKAGED	\$46,230	\$52,871	\$67,881	\$91,506	\$106,256	\$27,440	10.29%	16.12%	2.95%
	TOTAL	\$66,508	\$74,046	\$92,208	\$118,938	\$137,732	\$35,422	9.69%	15.80%	23.86%
DOMESTIC DRAFT - TOTAL		\$119,729	\$118,007	\$122,844	\$120,156	\$120,206	\$28,572	-7.11%	0.04%	97.53%
DOMESTIC PACKAGED - TOTAL		\$789,765	\$795,498	\$795,612	\$767,123	\$772,425	\$191,962	-6.33%	0.69%	7.96%
DOMESTIC BEER - TOTAL		\$909,495	\$913,505	\$918,456	\$887,279	\$892,632	\$220,535	-6.43%	0.60%	20.02%

IMPORT BEER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN LITRES

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
ARGENTINA	PACKAGED	82,574	188	143	1,810	1,645	6	-99.03%	-9.08%	0.00%
	ARGENTINA - Total	82,574	188	143	1,810	1,645	6	-99.03%	-9.08%	0.00%
AUSTRALIA	PACKAGED	119,806	41,305	43,053	31,227	25,734	5,790	-13.59%	-17.59%	20.74%
	AUSTRALIA - Total	119,806	41,305	43,053	31,227	25,734	5,790	-13.59%	-17.59%	20.74%
AUSTRIA	DRAFT	0	0	3,675	9,125	11,650	2,050	-18.81%	27.67%	97.00%
	PACKAGED	6,507	36,111	58,486	56,290	68,365	17,967	44.80%	21.45%	37.90%
	AUSTRIA - Total	6,507	36,111	62,161	65,415	80,015	20,017	34.05%	22.32%	46.51%
BELGIUM	DRAFT	1,227,410	1,237,990	1,117,260	906,465	787,743	188,873	-11.36%	-13.10%	99.20%
	PACKAGED	4,322,570	4,465,025	3,816,985	3,371,355	3,395,966	795,690	-6.36%	0.73%	18.07%
	BELGIUM - Total	5,549,980	5,703,015	4,934,245	4,277,820	4,183,709	984,563	-7.36%	-2.20%	33.34%
BRAZIL	PACKAGED	1,150,826	783,013	298,487	93,878	-64	9	-97.65%	-100.07%	0.00%
	BRAZIL - Total	1,150,826	783,013	298,487	93,878	-64	9	-97.65%	-100.07%	0.00%
CANADA	PACKAGED	0	0	0	0	311	311	n/a	n/a	0.00%
	CANADA - Total	0	0	0	0	311	311	n/a	n/a	0.00%
CHILE	PACKAGED	0	0	1,115	605	86	0	-100.00%	-85.82%	0.00%
	CHILE - Total	0	0	1,115	605	86	0	-100.00%	-85.82%	0.00%
CHINA	PACKAGED	275,489	295,079	356,354	306,634	301,494	66,011	-8.41%	-1.68%	39.73%
	CHINA - Total	275,489	295,079	356,354	306,634	301,494	66,011	-8.41%	-1.68%	39.73%
CROATIA	PACKAGED	0	45,336	79,752	54,767	40,618	9,607	-15.17%	-25.84%	5.71%
	CROATIA - Total	0	45,336	79,752	54,767	40,618	9,607	-15.17%	-25.84%	5.71%
CZECH REPUBLIC	DRAFT	0	4,922	30,912	36,684	43,481	11,075	20.77%	18.53%	79.78%
	PACKAGED	746,156	666,150	767,310	765,352	828,181	201,221	8.99%	8.21%	4.99%
	CZECH REPUBLIC - Total	746,156	671,072	798,222	802,036	871,662	212,296	9.55%	8.68%	8.72%
DENMARK	DRAFT	1,950	19,700	51,750	57,250	109,600	46,950	180.30%	91.44%	98.49%
	PACKAGED	1,074,701	1,267,446	1,364,180	1,382,730	1,327,079	324,843	-7.20%	-4.02%	1.32%

IMPORT BEER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN LITRES

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
DENMARK	DENMARK - Total	1,076,651	1,287,146	1,415,930	1,439,980	1,436,679	371,793	1.36%	-0.23%	8.73%
ESTONIA	PACKAGED	0	0	360	156	0	0	n/a	-100.00%	0.00%
	ESTONIA - Total	0	0	360	156	0	0	n/a	-100.00%	0.00%
FIJI	PACKAGED	1	0	0	0	0	0	n/a	n/a	0.00%
	FIJI - Total	1	0	0	0	0	0	n/a	n/a	0.00%
FRANCE	DRAFT	64,150	52,660	73,940	141,110	141,310	34,300	-38.83%	0.14%	99.89%
	PACKAGED	173,791	188,515	202,977	223,263	504,190	136,269	74.77%	125.83%	34.45%
	FRANCE - Total	237,941	241,175	276,917	364,373	645,500	170,569	27.25%	77.15%	48.78%
GERMANY	DRAFT	215,765	186,220	228,740	136,010	134,210	29,410	3.08%	-1.32%	97.08%
	PACKAGED	3,184,689	3,483,199	3,385,832	3,210,822	3,179,042	692,194	-15.07%	-0.99%	3.26%
	GERMANY - Total	3,400,454	3,669,419	3,614,572	3,346,832	3,313,252	721,604	-14.45%	-1.00%	7.06%
GREECE	PACKAGED	8,685	8,135	9,359	9,256	12,093	3,122	18.81%	30.65%	76.77%
	GREECE - Total	8,685	8,135	9,359	9,256	12,093	3,122	18.81%	30.65%	76.77%
INDIA	PACKAGED	63,651	55,731	51,163	44,667	5,855	1,088	-87.88%	-86.89%	85.22%
	INDIA - Total	63,651	55,731	51,163	44,667	5,855	1,088	-87.88%	-86.89%	85.22%
IRELAND	DRAFT	1,352,650	1,347,700	1,343,650	1,219,400	1,265,450	278,000	-1.33%	3.78%	99.79%
	PACKAGED	1,253,450	1,276,274	1,252,886	1,199,935	1,303,952	300,988	11.17%	8.67%	12.37%
	IRELAND - Total	2,606,100	2,623,974	2,596,536	2,419,335	2,569,402	578,988	4.80%	6.20%	55.42%
ITALY	DRAFT	0	0	0	0	30,540	8,130	n/a	n/a	99.90%
	PACKAGED	108,113	132,544	178,936	230,859	276,123	70,363	4.27%	19.61%	29.57%
	ITALY - Total	108,113	132,544	178,936	230,859	306,663	78,493	4.27%	19.61%	36.58%
JAMAICA	PACKAGED	185,638	201,923	229,654	225,223	230,270	55,018	-6.25%	2.24%	20.81%
	JAMAICA - Total	185,638	201,923	229,654	225,223	230,270	55,018	-6.25%	2.24%	20.81%
JAPAN	DRAFT	0	0	3,800	39,083	67,982	16,682	33.84%	73.94%	94.47%
	PACKAGED	436,102	490,439	524,625	495,963	461,700	106,466	-8.74%	-6.91%	64.03%
	JAPAN - Total	436,102	490,439	528,425	535,046	529,682	123,148	-4.63%	-1.00%	67.94%
KENYA	PACKAGED	8,745	7,976	10,528	9,749	8,574	2,582	19.07%	-12.05%	36.93%

IMPORT BEER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN LITRES

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
KENYA	KENYA - Total	8,745	7,976	10,528	9,749	8,574	2,582	19.07%	-12.05%	36.93%
KOREA - SOUTH	PACKAGED	14,764	11,855	11,642	13,122	23,841	5,615	0.81%	81.68%	47.26%
	KOREA - SOUTH - Total	14,764	11,855	11,642	13,122	23,841	5,615	0.81%	81.68%	47.26%
LAOS	PACKAGED	0	0	0	135	687	48	50.00%	410.29%	0.00%
	LAOS - Total	0	0	0	135	687	48	50.00%	410.29%	0.00%
LATVIA	PACKAGED	0	0	180	0	0	0	n/a	n/a	0.00%
	LATVIA - Total	0	0	180	0	0	0	n/a	n/a	0.00%
LEBANON	PACKAGED	0	0	0	0	609	317	n/a	n/a	92.19%
	LEBANON - Total	0	0	0	0	609	317	n/a	n/a	92.19%
LITHUANIA	PACKAGED	0	0	60	30	0	0	-100.00%	-100.00%	0.00%
	LITHUANIA - Total	0	0	60	30	0	0	-100.00%	-100.00%	0.00%
MEXICO	PACKAGED	11,689,091	11,944,224	10,977,204	9,438,798	8,063,679	2,141,659	-16.08%	-14.57%	22.64%
	MEXICO - Total	11,689,091	11,944,224	10,977,204	9,438,798	8,063,679	2,141,659	-16.08%	-14.57%	22.64%
MONTENEGRO	PACKAGED	2,870	2,374	1,224	2,740	79	0	-100.00%	-97.11%	0.00%
	MONTENEGRO - Total	2,870	2,374	1,224	2,740	79	0	-100.00%	-97.11%	0.00%
NETHERLANDS	DRAFT	434,100	481,750	603,650	498,220	478,010	116,570	-17.30%	-4.06%	99.41%
	PACKAGED	6,803,339	6,425,821	6,009,195	5,495,098	5,192,034	1,229,058	-10.72%	-5.52%	15.87%
	NETHERLANDS - Total	7,237,439	6,907,571	6,612,845	5,993,318	5,670,044	1,345,628	-11.33%	-5.39%	22.91%
NEW ZEALAND	PACKAGED	93,616	85,200	78,223	71,996	75,290	17,666	4.43%	4.58%	4.46%
	NEW ZEALAND - Total	93,616	85,200	78,223	71,996	75,290	17,666	4.43%	4.58%	4.46%
NORWAY	PACKAGED	0	0	0	1,806	754	0	-100.00%	-58.24%	0.00%
	NORWAY - Total	0	0	0	1,806	754	0	-100.00%	-58.24%	0.00%
PHILIPPINES	PACKAGED	21,108	26,424	47,337	71,321	76,150	18,551	-0.55%	6.77%	4.54%

IMPORT BEER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN LITRES

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
PHILIPPINES	PHILIPPINES - Total	21,108	26,424	47,337	71,321	76,150	18,551	-0.55%	6.77%	4.54%
POLAND	PACKAGED	116,735	93,837	103,959	119,428	109,835	26,860	-10.62%	-8.03%	5.57%
	POLAND - Total	116,735	93,837	103,959	119,428	109,835	26,860	-10.62%	-8.03%	5.57%
PORTUGAL	PACKAGED	1	0	0	1,424	14,032	4,605	223.50%	885.67%	17.53%
	PORTUGAL - Total	1	0	0	1,424	14,032	4,605	223.50%	885.67%	17.53%
RUSSIA (USSR)	PACKAGED	53,408	44,378	40,790	29,257	45,813	13,131	75.37%	56.59%	3.58%
	RUSSIA (USSR) - Total	53,408	44,378	40,790	29,257	45,813	13,131	75.37%	56.59%	3.58%
SERBIA	PACKAGED	0	0	0	1,096	1,588	216	-57.73%	44.90%	0.00%
	SERBIA - Total	0	0	0	1,096	1,588	216	-57.73%	44.90%	0.00%
SINGAPORE	PACKAGED	75,901	67,011	53,945	61,456	63,586	15,361	2.32%	3.47%	32.25%
	SINGAPORE - Total	75,901	67,011	53,945	61,456	63,586	15,361	2.32%	3.47%	32.25%
SLOVAK REPUBLIC	PACKAGED	108	0	5,350	3,018	1,692	340	-38.18%	-43.93%	0.00%
	SLOVAK REPUBLIC - Total	108	0	5,350	3,018	1,692	340	-38.18%	-43.93%	0.00%
SLOVENIA	PACKAGED	33,486	31,483	396	1,680	192	0	-100.00%	-88.60%	0.00%
	SLOVENIA - Total	33,486	31,483	396	1,680	192	0	-100.00%	-88.60%	0.00%
SOUTH AFRICA	PACKAGED	36,296	22,266	26,805	35,479	32,879	7,590	-13.43%	-7.33%	4.05%
	SOUTH AFRICA - Total	36,296	22,266	26,805	35,479	32,879	7,590	-13.43%	-7.33%	4.05%
SPAIN	PACKAGED	55,290	148,420	165,316	219,670	275,256	82,095	61.74%	25.30%	7.11%
	SPAIN - Total	55,290	148,420	165,316	219,670	275,256	82,095	61.74%	25.30%	7.11%
THAILAND	PACKAGED	99,361	83,129	79,045	84,773	89,277	21,964	-3.49%	5.31%	54.99%
	THAILAND - Total	99,361	83,129	79,045	84,773	89,277	21,964	-3.49%	5.31%	54.99%

IMPORT BEER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN LITRES

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
TRINIDAD AND TOBAGO	PACKAGED	22,921	19,660	17,573	23,861	22,671	4,798	-23.13%	-4.99%	11.34%
	TRINIDAD AND TOBAGO - Total	22,921	19,660	17,573	23,861	22,671	4,798	-23.13%	-4.99%	11.34%
TURKEY	PACKAGED	50,187	45,539	30,280	35,889	53,760	13,787	15.82%	49.80%	11.02%
	TURKEY - Total	50,187	45,539	30,280	35,889	53,760	13,787	15.82%	49.80%	11.02%
UKRAINE	PACKAGED	8,510	7,444	6,099	1,744	0	0	n/a	-100.00%	0.00%
	UKRAINE - Total	8,510	7,444	6,099	1,744	0	0	n/a	-100.00%	0.00%
UNITED KINGDOM	DRAFT	81,672	70,286	58,264	66,980	67,840	17,070	-10.35%	1.28%	98.89%
	PACKAGED	712,978	768,881	745,389	711,973	732,326	173,857	7.96%	2.86%	7.52%
	UNITED KINGDOM - Total	794,650	839,167	803,653	778,953	800,166	190,927	6.02%	2.72%	15.26%
UNITED STATES OF AMERICA	DRAFT	9,423	15,799	28,918	83,832	295,169	95,601	231.91%	252.10%	97.94%
	PACKAGED	9,558,463	11,055,477	12,777,430	19,037,536	12,809,615	3,004,909	-22.46%	-32.71%	9.58%
	UNITED STATES OF AMERICA - Total	9,567,886	11,071,276	12,806,348	19,121,368	13,104,784	3,100,510	-20.59%	-31.47%	11.57%
VIETNAM	PACKAGED	3,683	546	435	1,009	1,895	520	25.02%	87.83%	89.47%
	VIETNAM - Total	3,683	546	435	1,009	1,895	520	25.02%	87.83%	89.47%
IMPORT DRAFT - TOTAL		3,387,120	3,417,028	3,544,558	3,194,158	3,432,985	844,711	4.40%	7.48%	98.91%
IMPORT PACKAGED - TOTAL		42,653,611	44,328,359	43,810,063	47,178,877	39,658,753	9,572,488	-13.55%	-15.94%	14.55%
IMPORT BEER - TOTAL		46,040,731	47,745,386	47,354,621	50,373,035	43,091,738	10,417,200	-12.33%	-14.45%	21.27%

IMPORT BEER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
ARGENTINA	PACKAGED	\$361	\$1	\$1	\$10	\$9	\$0	-99.03%	-8.82%	0.00%
	ARGENTINA - Total	\$361	\$1	\$1	\$10	\$9	\$0	-99.03%	-8.82%	0.00%
AUSTRALIA	PACKAGED	\$599	\$216	\$234	\$171	\$138	\$33	-7.95%	-19.40%	21.79%
	AUSTRALIA - Total	\$599	\$216	\$234	\$171	\$138	\$33	-7.95%	-19.40%	21.79%
AUSTRIA	DRAFT	\$0	\$0	\$19	\$48	\$62	\$11	-18.81%	27.70%	97.00%
	PACKAGED	\$29	\$155	\$252	\$249	\$306	\$80	46.97%	23.16%	37.37%
	AUSTRIA - Total	\$29	\$155	\$271	\$297	\$368	\$91	34.05%	23.90%	47.37%
BELGIUM	DRAFT	\$5,181	\$5,376	\$4,977	\$4,301	\$3,858	\$936	-9.31%	-10.30%	99.14%
	PACKAGED	\$21,938	\$23,918	\$21,314	\$19,763	\$19,805	\$4,691	-5.60%	0.21%	18.52%
	BELGIUM - Total	\$27,119	\$29,294	\$26,291	\$24,064	\$23,662	\$5,628	-6.24%	-1.67%	31.66%
BRAZIL	PACKAGED	\$5,121	\$3,684	\$1,495	\$466	\$0	\$0	-97.65%	-100.07%	0.00%
	BRAZIL - Total	\$5,121	\$3,684	\$1,495	\$466	\$0	\$0	-97.65%	-100.07%	0.00%
CANADA	PACKAGED	\$0	\$0	\$0	\$0	\$4	\$4	n/a	n/a	0.00%
	CANADA - Total	\$0	\$0	\$0	\$0	\$4	\$4	n/a	n/a	0.00%
CHILE	PACKAGED	\$0	\$0	\$8	\$3	\$0	\$0	-100.00%	-90.38%	0.00%
	CHILE - Total	\$0	\$0	\$8	\$3	\$0	\$0	-100.00%	-90.38%	0.00%
CHINA	PACKAGED	\$1,293	\$1,381	\$1,628	\$1,450	\$1,448	\$319	-7.65%	-0.13%	41.26%
	CHINA - Total	\$1,293	\$1,381	\$1,628	\$1,450	\$1,448	\$319	-7.65%	-0.13%	41.26%
CROATIA	PACKAGED	\$0	\$176	\$302	\$238	\$181	\$43	-14.55%	-23.83%	5.73%
	CROATIA - Total	\$0	\$176	\$302	\$238	\$181	\$43	-14.55%	-23.83%	5.73%
CZECH REPUBLIC	DRAFT	\$0	\$20	\$125	\$152	\$180	\$46	20.77%	18.57%	79.78%
	PACKAGED	\$3,328	\$3,084	\$3,666	\$3,572	\$3,813	\$931	6.65%	6.73%	5.12%
	CZECH REPUBLIC - Total	\$3,328	\$3,103	\$3,790	\$3,724	\$3,993	\$977	7.24%	7.21%	8.49%
DENMARK	DRAFT	\$8	\$84	\$219	\$249	\$477	\$204	180.08%	91.52%	98.53%
	PACKAGED	\$4,115	\$5,095	\$5,676	\$5,902	\$5,786	\$1,433	-3.67%	-1.97%	1.51%

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		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
DENMARK	DENMARK - Total	\$4,123	\$5,179	\$5,895	\$6,152	\$6,263	\$1,638	4.91%	1.81%	8.90%
ESTONIA	PACKAGED	\$0	\$0	\$2	\$1	\$0	\$0	n/a	-100.00%	0.00%
	ESTONIA - Total	\$0	\$0	\$2	\$1	\$0	\$0	n/a	-100.00%	0.00%
FIJI	PACKAGED	\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
	FIJI - Total	\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
FRANCE	DRAFT	\$242	\$199	\$306	\$653	\$626	\$153	-41.90%	-4.10%	99.90%
	PACKAGED	\$905	\$1,009	\$1,112	\$1,283	\$2,879	\$785	77.01%	124.46%	32.71%
	FRANCE - Total	\$1,148	\$1,208	\$1,418	\$1,935	\$3,505	\$937	32.77%	81.09%	44.71%
GERMANY	DRAFT	\$826	\$737	\$1,017	\$606	\$604	\$132	3.85%	-0.34%	97.13%
	PACKAGED	\$13,372	\$14,721	\$14,542	\$14,136	\$13,830	\$3,100	-12.74%	-2.17%	3.93%
	GERMANY - Total	\$14,198	\$15,458	\$15,559	\$14,742	\$14,433	\$3,232	-12.17%	-2.09%	7.83%
GREECE	PACKAGED	\$60	\$50	\$57	\$58	\$75	\$20	18.89%	29.94%	76.90%
	GREECE - Total	\$60	\$50	\$57	\$58	\$75	\$20	18.89%	29.94%	76.90%
INDIA	PACKAGED	\$387	\$356	\$330	\$299	\$37	\$6	-89.34%	-87.60%	85.12%
	INDIA - Total	\$387	\$356	\$330	\$299	\$37	\$6	-89.34%	-87.60%	85.12%
IRELAND	DRAFT	\$5,711	\$5,879	\$5,925	\$5,536	\$5,777	\$1,265	-1.89%	4.36%	99.79%
	PACKAGED	\$6,643	\$6,934	\$6,876	\$6,806	\$7,273	\$1,633	6.05%	6.87%	12.52%
	IRELAND - Total	\$12,354	\$12,813	\$12,801	\$12,342	\$13,051	\$2,898	2.43%	5.74%	51.15%
ITALY	DRAFT	\$0	\$0	\$0	\$0	\$155	\$41	n/a	n/a	99.90%
	PACKAGED	\$564	\$737	\$1,027	\$1,342	\$1,652	\$439	11.70%	23.02%	30.20%
	ITALY - Total	\$564	\$737	\$1,027	\$1,342	\$1,806	\$480	11.70%	23.02%	36.16%
JAMAICA	PACKAGED	\$956	\$1,056	\$1,191	\$1,200	\$1,226	\$296	-6.55%	2.18%	20.92%
	JAMAICA - Total	\$956	\$1,056	\$1,191	\$1,200	\$1,226	\$296	-6.55%	2.18%	20.92%
JAPAN	DRAFT	\$0	\$0	\$19	\$206	\$359	\$88	33.84%	74.08%	94.47%
	PACKAGED	\$2,211	\$2,540	\$2,731	\$2,702	\$2,503	\$579	-9.56%	-7.33%	64.04%
	JAPAN - Total	\$2,211	\$2,540	\$2,750	\$2,908	\$2,863	\$667	-5.51%	-1.55%	67.86%
KENYA	PACKAGED	\$55	\$51	\$67	\$64	\$56	\$17	19.07%	-11.87%	36.93%

IMPORT BEER MARKET
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		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
KENYA	KENYA - Total	\$55	\$51	\$67	\$64	\$56	\$17	19.07%	-11.87%	36.93%
KOREA - SOUTH	PACKAGED	\$68	\$55	\$55	\$65	\$117	\$28	-1.89%	81.54%	47.26%
	KOREA - SOUTH - Total	\$68	\$55	\$55	\$65	\$117	\$28	-1.89%	81.54%	47.26%
LAOS	PACKAGED	\$0	\$0	\$0	\$1	\$4	\$0	50.02%	411.22%	0.00%
	LAOS - Total	\$0	\$0	\$0	\$1	\$4	\$0	50.02%	411.22%	0.00%
LATVIA	PACKAGED	\$0	\$0	\$1	\$0	\$0	\$0	n/a	n/a	0.00%
	LATVIA - Total	\$0	\$0	\$1	\$0	\$0	\$0	n/a	n/a	0.00%
LEBANON	PACKAGED	\$0	\$0	\$0	\$0	\$4	\$2	n/a	n/a	92.19%
	LEBANON - Total	\$0	\$0	\$0	\$0	\$4	\$2	n/a	n/a	92.19%
LITHUANIA	PACKAGED	\$0	\$0	\$0	\$0	\$0	\$0	-100.00%	-100.00%	0.00%
	LITHUANIA - Total	\$0	\$0	\$0	\$0	\$0	\$0	-100.00%	-100.00%	0.00%
MEXICO	PACKAGED	\$54,622	\$57,338	\$52,960	\$48,471	\$43,425	\$11,424	-15.64%	-10.41%	21.95%
	MEXICO - Total	\$54,622	\$57,338	\$52,960	\$48,471	\$43,425	\$11,424	-15.64%	-10.41%	21.95%
MONTENEGRO	PACKAGED	\$14	\$11	\$5	\$12	\$0	\$0	-100.00%	-97.29%	0.00%
	MONTENEGRO - Total	\$14	\$11	\$5	\$12	\$0	\$0	-100.00%	-97.29%	0.00%
NETHERLANDS	DRAFT	\$1,800	\$2,058	\$2,615	\$2,269	\$2,229	\$543	-15.61%	-1.76%	99.42%
	PACKAGED	\$33,583	\$32,575	\$31,118	\$28,940	\$27,750	\$6,594	-10.00%	-4.11%	16.83%
	NETHERLANDS - Total	\$35,383	\$34,633	\$33,733	\$31,209	\$29,979	\$7,137	-10.46%	-3.94%	22.97%
NEW ZEALAND	PACKAGED	\$420	\$403	\$373	\$390	\$424	\$100	8.52%	8.94%	4.40%
	NEW ZEALAND - Total	\$420	\$403	\$373	\$390	\$424	\$100	8.52%	8.94%	4.40%
NORWAY	PACKAGED	\$0	\$0	\$0	\$22	\$9	\$0	-100.00%	-59.86%	0.00%
	NORWAY - Total	\$0	\$0	\$0	\$22	\$9	\$0	-100.00%	-59.86%	0.00%
PHILIPPINES	PACKAGED	\$104	\$132	\$220	\$335	\$364	\$89	-0.07%	8.55%	4.89%
	PHILIPPINES - Total	\$104	\$132	\$220	\$335	\$364	\$89	-0.07%	8.55%	4.89%

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		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
POLAND	PACKAGED	\$538	\$449	\$484	\$561	\$524	\$130	-7.52%	-6.64%	5.67%
	POLAND - Total	\$538	\$449	\$484	\$561	\$524	\$130	-7.52%	-6.64%	5.67%
PORTUGAL	PACKAGED	\$0	\$0	\$0	\$9	\$81	\$26	192.54%	813.18%	17.53%
	PORTUGAL - Total	\$0	\$0	\$0	\$9	\$81	\$26	192.54%	813.18%	17.53%
RUSSIA (USSR)	PACKAGED	\$213	\$180	\$174	\$129	\$207	\$61	85.46%	60.31%	3.62%
	RUSSIA (USSR) - Total	\$213	\$180	\$174	\$129	\$207	\$61	85.46%	60.31%	3.62%
SERBIA	PACKAGED	\$0	\$0	\$0	\$5	\$7	\$1	-54.46%	44.97%	0.00%
	SERBIA - Total	\$0	\$0	\$0	\$5	\$7	\$1	-54.46%	44.97%	0.00%
SINGAPORE	PACKAGED	\$357	\$324	\$260	\$296	\$303	\$72	-2.13%	2.39%	34.37%
	SINGAPORE - Total	\$357	\$324	\$260	\$296	\$303	\$72	-2.13%	2.39%	34.37%
SLOVAK REPUBLIC	PACKAGED	\$0	\$0	\$27	\$16	\$10	\$2	-38.19%	-38.56%	0.00%
	SLOVAK REPUBLIC - Total	\$0	\$0	\$27	\$16	\$10	\$2	-38.19%	-38.56%	0.00%
SLOVENIA	PACKAGED	\$130	\$124	\$2	\$7	\$1	\$0	-100.00%	-88.58%	0.00%
	SLOVENIA - Total	\$130	\$124	\$2	\$7	\$1	\$0	-100.00%	-88.58%	0.00%
SOUTH AFRICA	PACKAGED	\$139	\$88	\$106	\$142	\$133	\$31	-13.42%	-6.21%	4.06%
	SOUTH AFRICA - Total	\$139	\$88	\$106	\$142	\$133	\$31	-13.42%	-6.21%	4.06%
SPAIN	PACKAGED	\$216	\$561	\$666	\$967	\$1,198	\$353	52.02%	23.89%	9.57%
	SPAIN - Total	\$216	\$561	\$666	\$967	\$1,198	\$353	52.02%	23.89%	9.57%
THAILAND	PACKAGED	\$503	\$433	\$421	\$439	\$466	\$114	-4.82%	6.09%	55.26%
	THAILAND - Total	\$503	\$433	\$421	\$439	\$466	\$114	-4.82%	6.09%	55.26%
TRINIDAD AND TOBAGO	PACKAGED	\$112	\$96	\$90	\$126	\$119	\$26	-20.45%	-5.43%	11.45%
	TRINIDAD AND TOBAGO - Total	\$112	\$96	\$90	\$126	\$119	\$26	-20.45%	-5.43%	11.45%

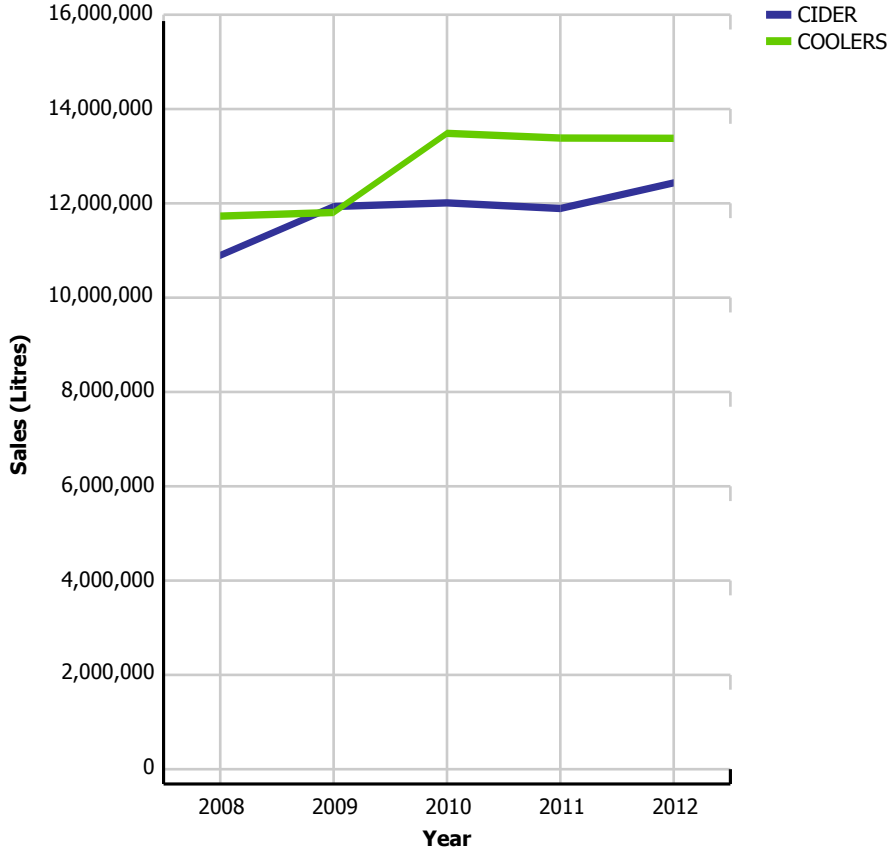
IMPORT BEER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
TURKEY	PACKAGED	\$218	\$209	\$146	\$175	\$262	\$67	14.91%	50.06%	11.75%
	TURKEY - Total	\$218	\$209	\$146	\$175	\$262	\$67	14.91%	50.06%	11.75%
UKRAINE	PACKAGED	\$39	\$34	\$28	\$8	\$0	\$0	n/a	-100.00%	0.00%
	UKRAINE - Total	\$39	\$34	\$28	\$8	\$0	\$0	n/a	-100.00%	0.00%
UNITED KINGDOM	DRAFT	\$339	\$297	\$245	\$296	\$315	\$81	-5.59%	6.24%	98.91%
	PACKAGED	\$4,051	\$4,503	\$4,522	\$4,384	\$4,601	\$1,046	5.76%	4.96%	7.84%
	UNITED KINGDOM - Total	\$4,390	\$4,799	\$4,767	\$4,680	\$4,916	\$1,127	4.86%	5.04%	13.67%
UNITED STATES OF AMERICA	DRAFT	\$37	\$70	\$144	\$404	\$1,197	\$388	190.94%	196.38%	97.96%
	PACKAGED	\$39,169	\$47,024	\$56,194	\$78,329	\$57,401	\$13,871	-18.07%	-26.72%	10.18%
	UNITED STATES OF AMERICA - Total	\$39,206	\$47,094	\$56,338	\$78,733	\$58,598	\$14,259	-16.44%	-25.57%	11.97%
VIETNAM	PACKAGED	\$17	\$2	\$2	\$5	\$9	\$2	24.99%	88.30%	89.46%
	VIETNAM - Total	\$17	\$2	\$2	\$5	\$9	\$2	24.99%	88.30%	89.46%
IMPORT DRAFT - TOTAL		\$14,145	\$14,719	\$15,611	\$14,720	\$15,838	\$3,889	3.29%	7.60%	98.93%
IMPORT PACKAGED - TOTAL		\$196,446	\$209,705	\$210,365	\$223,546	\$198,439	\$48,448	-11.19%	-11.23%	15.45%
IMPORT BEER - TOTAL		\$210,591	\$224,424	\$225,976	\$238,265	\$214,277	\$52,337	-10.26%	-10.07%	21.62%

Cooler and Cider Sales

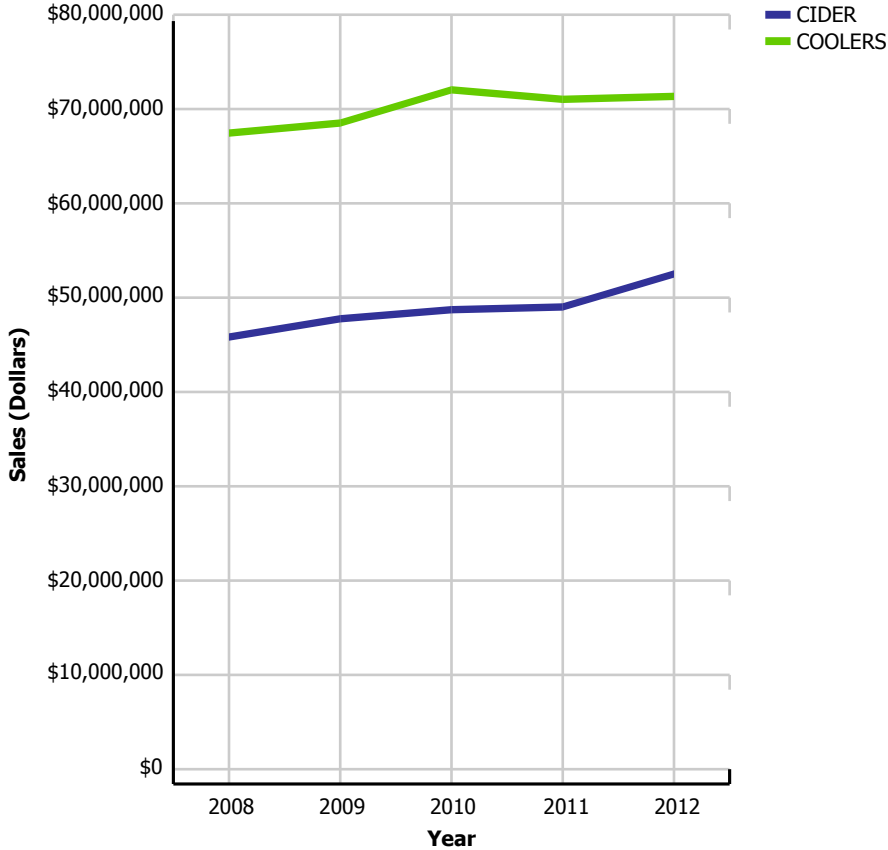
Coolers and Ciders (Domestic & Imported)

Annual Sales by Volume (Litres)



Coolers and Ciders (Domestic & Imported)

Annual Sales by Retail Dollars



CIDER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN LITRES

	2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
DOMESTIC DRAFT	34,085	49,025	83,770	98,048	114,645	32,187	18.68%	16.93%	95.56%
PACKAGED	9,558,866	10,046,577	10,096,308	9,809,392	10,189,390	2,769,392	9.30%	3.87%	5.59%
PACKAGED - OTHER	38,763	15,981	28,450	30,960	32,935	7,923	13.09%	6.38%	3.81%
DOMESTIC - TOTAL	9,631,714	10,111,583	10,208,529	9,938,399	10,336,970	2,809,502	9.41%	4.01%	6.58%
IMPORT DRAFT	415,200	429,150	388,900	364,350	370,800	90,625	-7.99%	1.77%	99.53%
PACKAGED	928,535	1,470,717	1,491,295	1,667,012	1,805,219	509,891	4.07%	8.29%	15.21%
IMPORT - TOTAL	1,343,735	1,899,867	1,880,195	2,031,362	2,176,019	600,516	2.05%	7.12%	29.58%
CIDER - TOTAL	10,975,448	12,011,450	12,088,724	11,969,762	12,512,989	3,410,018	8.03%	4.54%	10.58%

CIDER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
DOMESTIC	DRAFT	\$123	\$192	\$316	\$386	\$446	\$124	18.12%	15.52%	95.82%
	PACKAGED	\$38,540	\$38,014	\$38,296	\$38,073	\$40,230	\$10,811	10.04%	5.67%	5.81%
	PACKAGED - OTHER	\$715	\$444	\$616	\$569	\$567	\$136	18.44%	-0.40%	4.21%
DOMESTIC - TOTAL		\$39,378	\$38,650	\$39,228	\$39,028	\$41,243	\$11,072	10.22%	5.67%	6.76%
IMPORT	DRAFT	\$1,852	\$1,951	\$1,872	\$1,659	\$1,690	\$413	-8.06%	1.84%	99.52%
	PACKAGED	\$4,988	\$7,553	\$8,017	\$8,721	\$9,972	\$2,706	5.26%	14.35%	16.18%
	IMPORT - TOTAL	\$6,840	\$9,504	\$9,889	\$10,380	\$11,662	\$3,119	3.28%	12.35%	28.26%
CIDER - TOTAL		\$46,219	\$48,154	\$49,117	\$49,408	\$52,905	\$14,191	8.62%	7.08%	11.50%

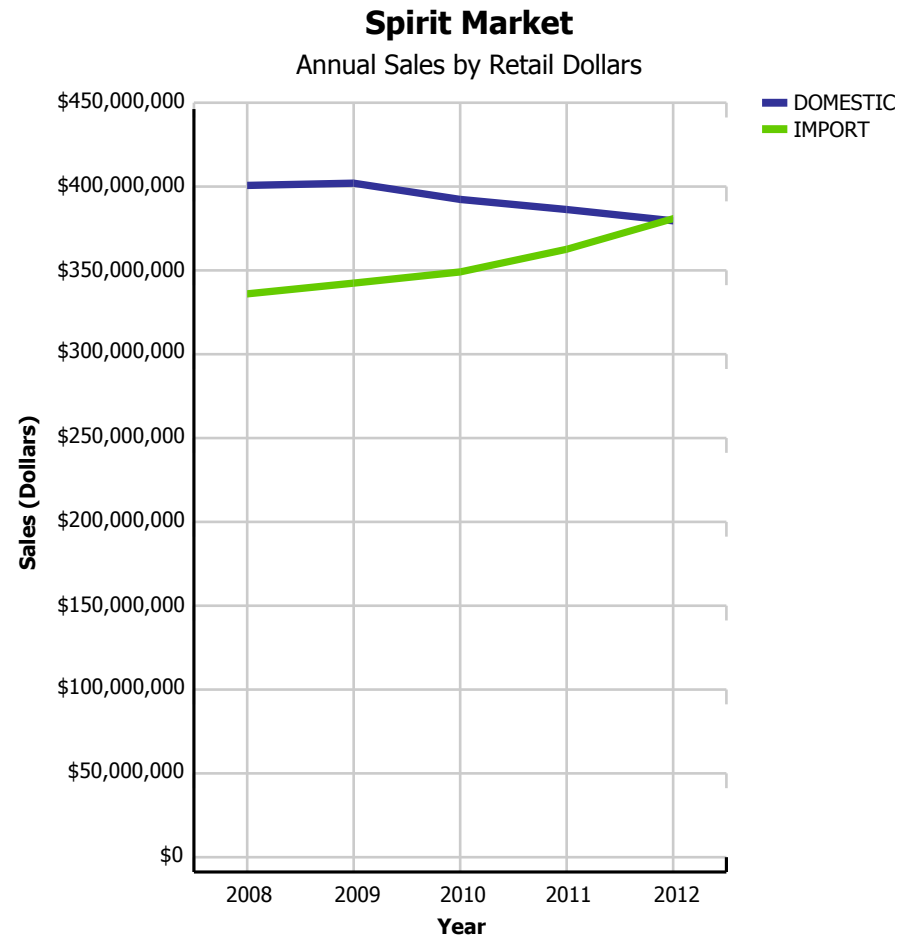
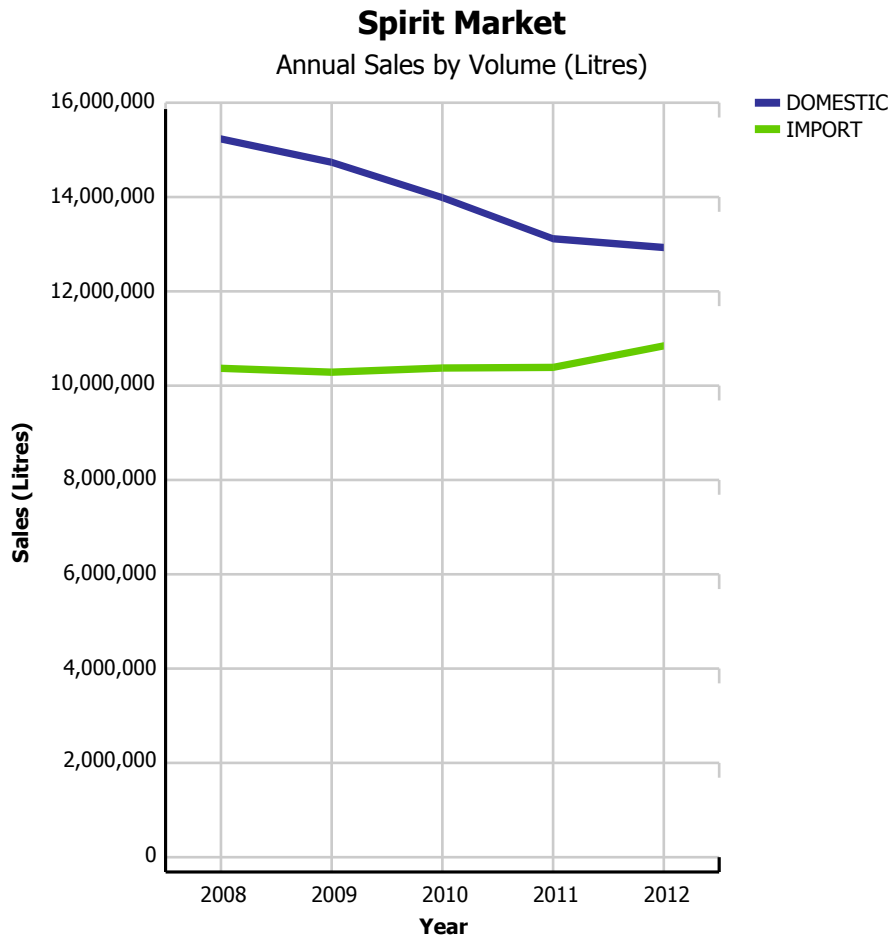
COOLER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN LITRES

	2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
DOMESTIC BEER	3,353	866	222	-5	0	0	n/a	100.00%	0.00%
OTHER	0	0	0	0	0	0	n/a	n/a	0.00%
SPIRIT	8,950,724	8,933,232	10,931,999	11,222,614	11,457,754	2,957,902	-4.19%	2.10%	6.97%
WINE	940,457	930,229	979,309	789,142	662,959	156,035	-11.89%	-15.99%	2.01%
DOMESTIC - TOTAL	9,894,534	9,864,327	11,911,529	12,011,751	12,120,713	3,113,936	-4.61%	0.91%	6.70%
IMPORT BEER	2,998	889	703	2,652	20,440	18,194	1,145.34%	670.62%	1.92%
OTHER	0	0	0	0	-199	-1	n/a	n/a	35.88%
SPIRIT	1,667,146	1,753,149	1,417,174	1,304,573	1,185,021	298,552	-11.83%	-9.16%	3.82%
WINE	399,646	423,174	390,790	301,255	288,289	63,729	-5.83%	-4.30%	6.20%
IMPORT - TOTAL	2,069,790	2,177,212	1,808,667	1,608,480	1,493,551	380,475	-6.69%	-7.15%	4.25%
COOLERS - TOTAL	11,964,324	12,041,539	13,720,196	13,620,231	13,614,265	3,494,411	-4.84%	-0.04%	6.43%

COOLER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

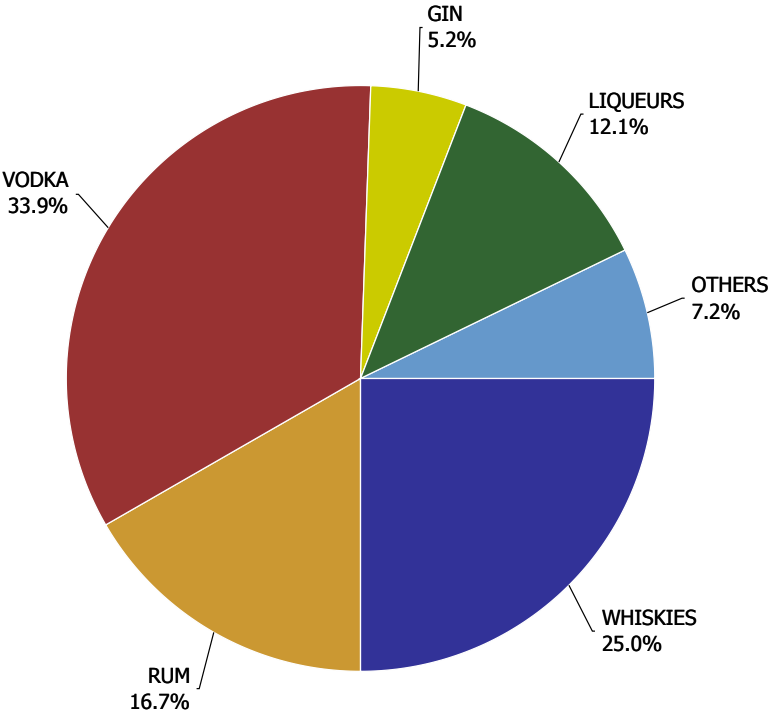
		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
DOMESTIC	BEER	\$28	\$7	\$2	\$0	\$0	\$0	n/a	100.00%	0.00%
	OTHER	\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
	SPIRIT	\$50,582	\$50,571	\$56,090	\$57,053	\$59,131	\$15,301	-3.48%	3.64%	7.65%
	WINE	\$3,752	\$3,937	\$4,423	\$3,597	\$2,808	\$652	-16.95%	-21.92%	2.37%
	DOMESTIC - TOTAL	\$54,363	\$54,515	\$60,514	\$60,650	\$61,939	\$15,953	-4.12%	2.13%	7.41%
IMPORT	BEER	\$14	\$4	\$3	\$16	\$111	\$99	1,116.55%	615.99%	1.92%
	OTHER	\$0	\$0	\$0	\$0	(\$1)	\$0	n/a	n/a	35.88%
	SPIRIT	\$11,495	\$12,233	\$10,004	\$9,335	\$8,352	\$2,043	-13.55%	-10.54%	3.55%
	WINE	\$2,756	\$2,940	\$2,688	\$2,205	\$2,117	\$484	-0.88%	-3.97%	5.58%
	IMPORT - TOTAL	\$14,266	\$15,178	\$12,695	\$11,555	\$10,579	\$2,626	-8.17%	-8.45%	3.93%
COOLERS - TOTAL		\$68,628	\$69,692	\$73,209	\$72,205	\$72,518	\$18,579	-4.71%	0.43%	6.90%

Spirit Sales

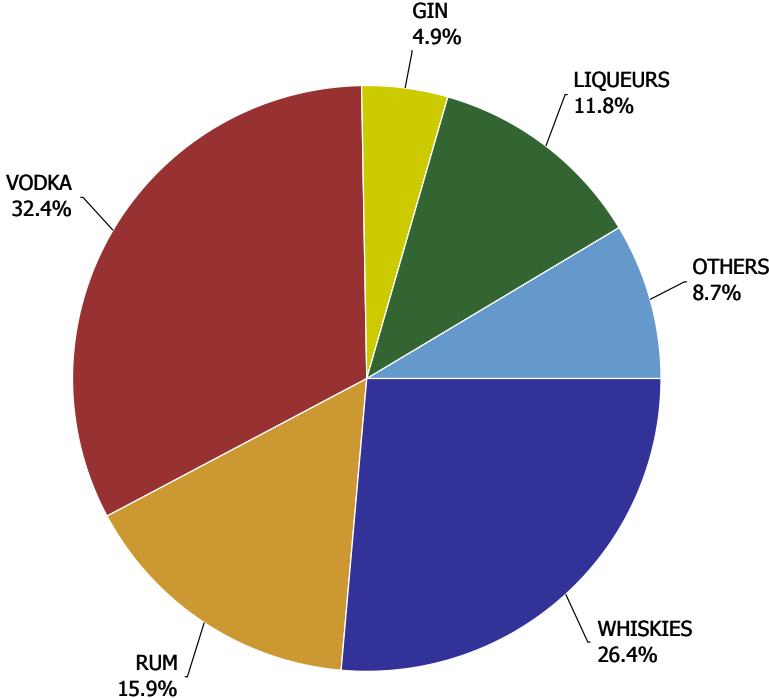


Spirit Market

Spirit Market Share
Current Quarter by Volume (Litres)



Spirit Market Share
Current Quarter by Retail Dollars



SPIRITS MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN LITRES

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
ARMAGNAC		1,126	1,478	1,361	1,603	2,021	458	8.81%	26.06%	9.11%
ASIAN SPIRITS		137,465	136,022	134,148	136,007	147,647	34,461	13.33%	8.56%	39.67%
BRANDY	DOMESTIC	97,497	88,236	81,313	71,447	67,252	14,088	-6.50%	-5.87%	7.22%
	IMPORT	447,210	422,022	400,603	386,007	381,501	79,575	-1.99%	-1.17%	3.99%
BRANDY		544,707	510,258	481,916	457,454	448,753	93,662	-2.70%	-1.90%	4.48%
CACHACA		4,405	4,484	4,856	4,316	4,215	1,289	20.85%	-2.35%	43.31%
COGNAC		45,795	41,152	41,046	41,902	47,060	9,386	8.91%	12.31%	13.46%
EAUX DE VIE	DOMESTIC	1,269	897	747	707	786	177	55.26%	11.25%	9.82%
	IMPORT	12,750	15,376	15,772	16,076	14,703	2,883	-7.86%	-8.54%	8.92%
EAUX DE VIE		14,019	16,274	16,519	16,783	15,489	3,060	-5.64%	-7.71%	8.97%
GIN	DOMESTIC	393,749	373,573	354,641	314,381	298,633	68,990	-5.24%	-5.01%	18.09%
	IMPORT	869,984	849,936	835,179	822,739	867,180	210,885	4.87%	5.40%	15.28%
GIN		1,263,732	1,223,510	1,189,820	1,137,120	1,165,812	279,875	2.18%	2.52%	16.00%
RUM	AMBER									
	DOMESTIC	1,117,096	1,154,820	1,141,008	1,165,479	1,128,801	234,342	-8.26%	-3.15%	7.39%
	IMPORT	591,620	601,354	675,371	707,901	766,257	172,929	11.24%	8.24%	6.52%
	AMBER	1,708,716	1,756,174	1,816,379	1,873,380	1,895,058	407,271	-0.89%	1.16%	7.04%
	DARK									
	DOMESTIC	516,578	494,596	465,904	404,775	385,216	78,353	-8.59%	-4.83%	9.13%
	IMPORT	209,384	201,929	186,226	190,188	211,559	44,514	9.90%	11.24%	4.32%
	DARK	725,962	696,525	652,130	594,963	596,775	122,867	-2.66%	0.30%	7.42%
	WHITE									
	DOMESTIC	1,931,074	1,872,388	1,753,769	1,598,880	1,493,135	342,314	-9.50%	-6.61%	11.83%
	IMPORT	125,401	119,953	110,475	104,384	105,011	24,964	-11.44%	0.60%	18.61%
	WHITE	2,056,475	1,992,341	1,864,244	1,703,264	1,598,146	367,277	-9.64%	-6.17%	12.28%
RUM	DOMESTIC	3,564,748	3,521,804	3,360,681	3,169,134	3,007,151	655,009	-8.95%	-5.11%	9.82%
	IMPORT	926,405	923,236	972,072	1,002,473	1,082,828	242,407	8.15%	8.02%	7.26%
RUM		4,491,154	4,445,039	4,332,753	4,171,607	4,089,979	897,416	-4.89%	-1.96%	9.14%
TEQUILA	DOMESTIC	0	0	0	0	112	99	n/a	n/a	0.00%
	IMPORT	481,178	499,800	515,683	513,579	566,482	145,170	13.27%	10.30%	35.39%
TEQUILA		481,178	499,800	515,683	513,579	566,594	145,268	13.35%	10.32%	35.38%

SPIRITS MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN LITRES

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
VODKA	DOMESTIC	5,413,634	5,360,717	5,115,110	4,740,820	4,673,857	1,078,217	-4.49%	-1.41%	13.43%
	IMPORT	2,437,773	2,651,811	2,946,407	3,076,448	3,211,434	740,183	-0.39%	4.39%	12.83%
VODKA		7,851,407	8,012,528	8,061,517	7,817,268	7,885,290	1,818,400	-2.86%	0.87%	13.19%
WHISKY	AMERICAN WHISKY	317,584	317,575	337,369	358,873	407,267	92,254	8.04%	13.49%	25.55%
	CANADIAN WHISKY	4,803,423	4,477,128	4,234,778	4,022,597	4,033,028	908,379	-4.41%	0.26%	6.70%
	IRISH WHISKY	94,254	102,279	114,640	127,509	150,683	31,405	10.14%	18.17%	20.87%
	JAPANESE WHISKY	175	1	907	403	1,161	270	123.76%	188.24%	10.65%
	SCOTCH - BLEND	1,189,965	1,076,090	1,047,858	1,033,757	1,014,085	232,054	-4.80%	-1.90%	2.93%
	SCOTCH - MALT	328,859	319,578	323,888	327,470	347,312	74,215	7.26%	6.06%	7.78%
	OTHER WHISKY	664	426	1,776	5,822	5,191	1,087	-46.78%	-10.83%	1.53%
WHISKY		6,734,924	6,293,077	6,061,216	5,876,431	5,959,727	1,339,664	-2.87%	1.42%	7.77%
OTHER SPIRITS	MISC.	13	0	0	0	0	0	n/a	n/a	0.00%
	RESTRICTED	1,192	1,214	1,466	1,404	1,470	325	13.24%	4.70%	0.03%
	APERITIF	11,627	12,589	12,751	13,438	15,542	3,760	8.13%	15.66%	22.30%
	FLAVOURED	760	1,747	3,039	2,560	2,192	381	-23.04%	-14.36%	6.80%
	READY TO MIX COCKTAILS	175,606	171,510	159,188	151,551	147,456	35,849	-4.21%	-2.70%	54.32%
	READY TO SERVE COCKTAILS	155,972	247,520	204,059	145,475	204,831	53,953	79.45%	40.80%	0.68%
	SCHNAPPS	9,247	6,638	6,447	6,349	5,419	1,082	-11.28%	-14.65%	5.85%
OTHER SPIRITS		354,416	441,216	386,950	320,777	376,911	95,351	30.67%	17.50%	22.67%
SPIRIT - GIFT PACKS	DOMESTIC	16,911	11,232	12,769	9,318	35,224	1,076	1,865.77%	278.03%	1.02%
	IMPORT	46,316	14,985	23,528	18,353	19,159	2,624	514.45%	4.39%	0.68%
SPIRIT - GIFT PACKS		63,227	26,218	36,297	27,671	54,383	3,700	668.01%	96.53%	0.90%

SPIRITS MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

			2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
ARMAGNAC			\$122	\$186	\$173	\$170	\$247	\$63	72.44%	44.96%	10.72%
ASIAN SPIRITS			\$3,495	\$3,487	\$3,768	\$5,331	\$9,155	\$2,528	191.30%	71.73%	20.25%
BRANDY	DOMESTIC		\$2,441	\$2,286	\$2,191	\$2,046	\$1,917	\$399	-7.46%	-6.33%	7.20%
	IMPORT		\$11,725	\$11,316	\$11,150	\$11,315	\$11,133	\$2,282	-3.76%	-1.60%	4.35%
BRANDY			\$14,166	\$13,602	\$13,341	\$13,361	\$13,050	\$2,681	-4.33%	-2.33%	4.77%
CACHACA			\$165	\$168	\$186	\$181	\$168	\$46	3.26%	-6.89%	44.51%
COGNAC			\$4,412	\$4,085	\$4,199	\$4,616	\$6,032	\$1,263	25.00%	30.67%	11.31%
EAUX DE VIE	DOMESTIC		\$112	\$90	\$80	\$76	\$78	\$17	33.95%	2.21%	10.63%
	IMPORT		\$600	\$746	\$762	\$792	\$684	\$130	-13.29%	-13.67%	11.27%
EAUX DE VIE			\$712	\$836	\$842	\$868	\$762	\$147	-9.64%	-12.27%	11.20%
GIN	DOMESTIC		\$10,174	\$10,114	\$9,813	\$9,195	\$8,812	\$2,022	-5.38%	-4.17%	17.81%
	IMPORT		\$25,140	\$25,269	\$24,979	\$25,433	\$26,533	\$6,268	1.19%	4.32%	15.52%
GIN			\$35,314	\$35,383	\$34,792	\$34,628	\$35,345	\$8,290	-0.49%	2.07%	16.09%
RUM	AMBER	DOMESTIC	\$30,699	\$33,131	\$33,521	\$35,879	\$35,223	\$7,188	-8.59%	-1.83%	7.50%
		IMPORT	\$16,806	\$17,978	\$21,134	\$23,399	\$25,270	\$5,573	8.95%	8.00%	6.95%
	AMBER		\$47,505	\$51,109	\$54,655	\$59,278	\$60,493	\$12,760	-1.68%	2.05%	7.27%
	DARK	DOMESTIC	\$12,983	\$12,899	\$12,693	\$11,924	\$11,216	\$2,244	-10.36%	-5.93%	9.11%
		IMPORT	\$5,757	\$5,779	\$5,520	\$6,131	\$7,126	\$1,505	13.64%	16.24%	4.51%
	DARK		\$18,740	\$18,678	\$18,213	\$18,055	\$18,343	\$3,749	-2.06%	1.60%	7.32%
	WHITE	DOMESTIC	\$49,038	\$49,148	\$47,695	\$45,801	\$42,807	\$9,586	-11.24%	-6.54%	11.73%
		IMPORT	\$3,434	\$3,371	\$3,155	\$3,107	\$3,159	\$740	-12.17%	1.67%	19.02%
	WHITE		\$52,471	\$52,519	\$50,851	\$48,908	\$45,966	\$10,326	-11.31%	-6.02%	12.23%
RUM	DOMESTIC		\$92,720	\$95,179	\$93,909	\$93,604	\$89,247	\$19,018	-10.15%	-4.65%	9.73%
	IMPORT		\$25,997	\$27,127	\$29,810	\$32,637	\$35,555	\$7,818	7.36%	8.94%	7.54%
RUM			\$118,717	\$122,306	\$123,719	\$126,240	\$124,802	\$26,836	-5.67%	-1.14%	9.10%
TEQUILA	DOMESTIC		\$0	\$0	\$0	\$0	\$4	\$2	n/a	n/a	0.00%
	IMPORT		\$20,783	\$22,353	\$22,170	\$21,638	\$22,919	\$5,644	8.10%	5.92%	34.13%
TEQUILA			\$20,783	\$22,353	\$22,170	\$21,638	\$22,923	\$5,646	8.13%	5.94%	34.12%

SPIRITS MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
VODKA	DOMESTIC	\$138,043	\$141,347	\$140,285	\$136,717	\$135,023	\$31,099	-3.95%	-1.24%	13.30%
	IMPORT	\$72,340	\$81,675	\$92,588	\$99,811	\$103,741	\$23,506	-1.98%	3.94%	14.19%
VODKA		\$210,383	\$223,022	\$232,873	\$236,528	\$238,765	\$54,605	-3.11%	0.95%	13.68%
WHISKY	AMERICAN WHISKY	\$10,680	\$11,028	\$11,979	\$13,199	\$15,083	\$3,370	7.53%	14.28%	25.74%
	CANADIAN WHISKY	\$132,382	\$128,540	\$123,354	\$122,406	\$121,283	\$26,785	-6.70%	-0.92%	6.70%
	IRISH WHISKY	\$3,556	\$3,887	\$4,446	\$5,131	\$5,934	\$1,199	5.70%	15.65%	20.68%
	JAPANESE WHISKY	\$24	\$0	\$99	\$57	\$141	\$32	100.51%	148.03%	11.01%
	SCOTCH - BLEND	\$38,140	\$36,269	\$35,187	\$35,548	\$34,508	\$7,709	-6.96%	-2.93%	3.68%
	SCOTCH - MALT	\$21,534	\$22,041	\$22,963	\$24,242	\$25,778	\$5,335	4.84%	6.34%	8.94%
	OTHER WHISKY	\$70	\$48	\$185	\$339	\$306	\$59	-41.97%	-9.52%	2.97%
WHISKY		\$206,386	\$206,813	\$199,113	\$200,922	\$203,033	\$44,489	-4.26%	1.05%	8.29%
OTHER SPIRITS	MISC.	\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
	RESTRICTED	\$52	\$56	\$67	\$65	\$68	\$15	13.24%	4.73%	0.03%
	APERITIF	\$362	\$393	\$396	\$427	\$482	\$114	3.51%	12.83%	22.59%
	FLAVOURED	\$24	\$73	\$102	\$97	\$87	\$16	-15.94%	-9.88%	9.83%
	READY TO MIX COCKTAILS	\$4,051	\$3,962	\$3,713	\$3,633	\$3,511	\$841	-6.58%	-3.36%	53.82%
	READY TO SERVE COCKTAILS	\$3,010	\$5,394	\$4,511	\$3,495	\$4,422	\$1,121	50.88%	26.52%	0.68%
	SCHNAPPS	\$307	\$251	\$243	\$246	\$212	\$43	-9.42%	-13.90%	5.98%
OTHER SPIRITS		\$7,807	\$10,128	\$9,032	\$7,963	\$8,783	\$2,149	17.30%	10.29%	23.34%
SPIRIT - GIFT PACKS	DOMESTIC	\$703	\$505	\$499	\$473	\$1,182	\$32	1,657.35%	150.13%	0.91%
	IMPORT	\$1,906	\$731	\$1,027	\$941	\$985	\$129	340.20%	4.62%	0.81%
SPIRIT - GIFT PACKS		\$2,609	\$1,237	\$1,526	\$1,414	\$2,167	\$161	416.60%	53.27%	0.86%

SPIRITS MARKET - LIQUEURS
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN LITRES

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
ALMOND	DOMESTIC	26,049	20,730	16,814	12,678	11,482	2,218	-19.06%	-9.44%	62.36%
	IMPORT	118,460	111,899	107,776	107,183	102,096	18,428	-2.11%	-4.75%	13.40%
	ALMOND - TOTAL	144,508	132,629	124,590	119,861	113,578	20,646	-4.26%	-5.24%	18.35%
ANISE / LICORICE	DOMESTIC	5,624	2,891	1,754	1,453	1,180	190	-37.75%	-18.74%	49.81%
	IMPORT	167,002	156,464	145,210	137,247	132,284	27,977	-6.77%	-3.62%	19.54%
	ANISE / LICORICE - TOTAL	172,627	159,355	146,965	138,700	133,465	28,168	-7.08%	-3.77%	19.80%
APPLE	DOMESTIC	0	0	0	363	401	80	-27.08%	10.69%	100.00%
	IMPORT	64,759	57,084	48,605	40,567	36,569	7,404	-14.86%	-9.86%	44.25%
	APPLE - TOTAL	64,759	57,084	48,605	40,929	36,970	7,484	-15.01%	-9.67%	44.86%
APRICOT	DOMESTIC	9,584	9,019	8,482	8,188	8,512	1,595	17.00%	3.96%	5.56%
	IMPORT	20,404	19,103	19,246	20,000	20,094	3,999	-4.65%	0.47%	23.62%
	APRICOT - TOTAL	29,988	28,121	27,728	28,189	28,606	5,594	0.66%	1.48%	18.25%
BANANA	DOMESTIC	22,975	15,330	5,528	3,722	3,205	876	-2.61%	-13.89%	18.33%
	IMPORT	34,097	33,284	34,169	31,768	30,330	6,666	-10.69%	-4.53%	62.95%
	BANANA - TOTAL	57,072	48,614	39,697	35,490	33,535	7,542	-9.82%	-5.51%	58.69%
BERRY - OTHER	DOMESTIC	0	104	168	523	970	133	16.78%	85.58%	0.31%
	IMPORT	1,386	1,738	1,125	725	579	115	1.15%	-20.17%	42.20%
	BERRY - OTHER - TOTAL	1,386	1,842	1,293	1,248	1,549	248	8.98%	24.13%	15.96%
BLACK CURRANT / CASSIS	DOMESTIC	0	60	437	244	183	22	-38.95%	-24.88%	0.00%
	IMPORT	9,276	7,322	7,186	6,801	6,561	1,372	-5.62%	-3.53%	35.94%
	BLACK CURRANT / CASSIS - TOTAL	9,276	7,382	7,623	7,045	6,744	1,394	-6.42%	-4.27%	34.96%
BLACKBERRY	DOMESTIC	1	49	68	28	22	8	66.67%	-23.68%	0.00%
	IMPORT	3,355	3,081	2,948	2,716	2,699	575	28.37%	-0.61%	27.50%

SPIRITS MARKET - LIQUEURS
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SALES IN LITRES

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
BLACKBERRY	BLACKBERRY - TOTAL	3,356	3,130	3,016	2,744	2,721	582	28.75%	-0.85%	27.28%
BUTTERSCOTCH	DOMESTIC	364	394	426	455	766	212	44.19%	68.42%	99.11%
	IMPORT	53,364	52,072	48,582	53,307	61,022	13,076	13.05%	14.47%	52.55%
	BUTTERSCOTCH - TOTAL	53,728	52,467	49,009	53,762	61,788	13,288	13.44%	14.93%	53.13%
CACAO / CHOCOLATE	DOMESTIC	7,473	6,200	6,105	5,978	5,426	980	-10.30%	-9.23%	23.82%
	IMPORT	2,037	10	-1	0	1	0	n/a	n/a	0.00%
	CACAO / CHOCOLATE - TOTAL	9,510	6,210	6,104	5,978	5,426	980	-10.30%	-9.22%	23.81%
CACAO / WHITE	DOMESTIC	37,512	33,023	24,865	23,095	22,859	4,433	-7.40%	-1.02%	52.73%
	IMPORT	166	47	26	8	3	0	-100.00%	-60.00%	0.00%
	CACAO / WHITE - TOTAL	37,678	33,070	24,891	23,102	22,862	4,433	-7.41%	-1.04%	52.73%
CHERRY	DOMESTIC	2,809	499	78	240	364	126	306.02%	51.80%	1.44%
	IMPORT	10,131	9,286	8,819	8,556	8,694	1,744	1.33%	1.61%	26.44%
	CHERRY - TOTAL	12,940	9,785	8,896	8,796	9,057	1,870	6.74%	2.97%	25.44%
CHESTNUT	IMPORT	0	0	20	24	1	0	-100.00%	-94.29%	0.00%
	CHESTNUT - TOTAL	0	0	20	24	1	0	-100.00%	-94.29%	0.00%
CITRUS OTHER THAN ORANGE	IMPORT	928	80	0	0	954	144	n/a	n/a	0.94%
	CITRUS OTHER THAN ORANGE - TOTAL	928	80	0	0	954	144	n/a	n/a	0.94%
COCONUT	DOMESTIC	151,039	138,778	117,709	117,053	120,764	30,896	5.43%	3.17%	12.44%
	IMPORT	18,916	16,706	15,580	14,605	12,729	3,131	-10.47%	-12.85%	21.54%
	COCONUT - TOTAL	169,955	155,484	133,289	131,657	133,492	34,027	3.74%	1.39%	13.31%
COFFEE	DOMESTIC	13,808	11,122	4,568	2,308	1,078	108	-81.10%	-53.31%	38.34%
	IMPORT	379,688	353,288	313,452	292,111	288,130	51,010	-3.51%	-1.36%	12.79%

SPIRITS MARKET - LIQUEURS
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN LITRES

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
COFFEE	COFFEE - TOTAL	393,497	364,411	318,021	294,420	289,208	51,118	-4.34%	-1.77%	12.88%
CRANBERRY	DOMESTIC	0	39	34	28	41	7	125.00%	44.74%	0.00%
	CRANBERRY - TOTAL	0	39	34	28	41	7	125.00%	44.74%	0.00%
CREAM	DOMESTIC	2,858	1,800	2,650	1,450	2,611	729	207.38%	80.10%	15.71%
	IMPORT	1,117,129	1,070,487	1,030,107	1,024,963	1,037,733	167,532	1.34%	1.25%	5.23%
	CREAM - TOTAL	1,119,987	1,072,287	1,032,757	1,026,412	1,040,344	168,261	1.63%	1.36%	5.26%
EGG	IMPORT	5,342	5,976	5,833	5,614	5,126	663	-12.91%	-8.70%	1.42%
	EGG - TOTAL	5,342	5,976	5,833	5,614	5,126	663	-12.91%	-8.70%	1.42%
FRUIT - OTHER	DOMESTIC	39,365	29,192	13,806	6,166	3,527	978	-12.09%	-42.80%	4.47%
	IMPORT	121,784	100,693	78,977	64,603	58,832	12,977	-6.39%	-8.93%	37.71%
	FRUIT - OTHER - TOTAL	161,149	129,885	92,783	70,769	62,360	13,955	-6.81%	-11.88%	35.83%
GRAPE	DOMESTIC	45	46	45	18	1,092	1,092	12,033.33%	5,966.67%	1.79%
	IMPORT	4,886	8,752	4,566	2,315	1,878	325	-19.81%	-18.89%	22.32%
	GRAPE - TOTAL	4,931	8,798	4,611	2,333	2,970	1,417	242.21%	27.29%	14.77%
GRAPE FRUIT	IMPORT	1,208	1,154	811	698	596	131	-23.05%	-14.65%	36.31%
	GRAPE FRUIT - TOTAL	1,208	1,154	811	698	596	131	-23.05%	-14.65%	36.31%
HAZELNUT	IMPORT	26,083	23,322	20,557	20,262	19,276	3,560	1.73%	-4.87%	35.33%
	HAZELNUT - TOTAL	26,083	23,322	20,557	20,262	19,276	3,560	1.73%	-4.87%	35.33%
HERBAL	DOMESTIC	996	1,769	1,349	1,366	1,358	350	25.22%	-0.55%	17.56%
	IMPORT	391,071	355,631	329,817	313,473	307,141	66,444	-6.56%	-2.02%	46.25%
	HERBAL - TOTAL	392,067	357,400	331,166	314,838	308,499	66,794	-6.44%	-2.01%	46.12%
HONEY	IMPORT	0	0	0	0	18	18	n/a	n/a	0.00%
	HONEY - TOTAL	0	0	0	0	18	18	n/a	n/a	0.00%
LEMON	IMPORT	19,662	18,383	19,246	23,600	22,978	5,200	-4.74%	-2.64%	16.46%
	LEMON - TOTAL	19,662	18,383	19,246	23,600	22,978	5,200	-4.74%	-2.64%	16.46%

SPIRITS MARKET - LIQUEURS
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SALES IN LITRES

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
LOGANBERRY	DOMESTIC	0	0	0	0	10	9	n/a	n/a	0.00%
	IMPORT	205	252	311	222	192	72	20.00%	-13.51%	0.00%
	LOGANBERRY - TOTAL	205	252	311	222	202	81	35.00%	-9.12%	0.37%
MACADAMIA	IMPORT	0	1,152	3,718	3,482	3,382	535	-7.76%	-2.89%	2.73%
	MACADAMIA - TOTAL	0	1,152	3,718	3,482	3,382	535	-7.76%	-2.89%	2.73%
MELON	DOMESTIC	12,731	11,772	10,848	3,111	1,738	566	10.22%	-44.12%	21.69%
	IMPORT	12,423	11,529	12,711	14,747	14,053	3,050	-17.44%	-4.71%	56.21%
	MELON - TOTAL	25,155	23,302	23,560	17,858	15,791	3,616	-14.06%	-11.57%	52.41%
MINT	DOMESTIC	26,766	23,866	22,570	22,483	22,762	3,070	-1.05%	1.24%	19.71%
	IMPORT	137	108	187	158	193	42	1.69%	22.67%	55.80%
	MINT - TOTAL	26,903	23,974	22,757	22,641	22,955	3,112	-1.02%	1.39%	20.02%
ORANGE	DOMESTIC	116,468	114,699	107,456	104,598	105,141	24,348	2.20%	0.52%	23.24%
	IMPORT	178,550	173,035	158,971	155,378	154,728	29,387	-3.06%	-0.42%	28.53%
	ORANGE - TOTAL	295,017	287,733	266,427	259,977	259,869	53,735	-0.74%	-0.04%	26.39%
OTHER	DOMESTIC	7,080	5,275	1,217	856	1,593	208	-13.73%	86.15%	41.84%
	IMPORT	10,622	8,868	8,055	6,726	6,037	1,119	17.61%	-10.24%	30.59%
	OTHER - TOTAL	17,702	14,142	9,272	7,582	7,630	1,327	11.28%	0.63%	32.93%
OTHER NUT	IMPORT	0	9	84	14	14	0	n/a	0.00%	0.00%
	OTHER NUT - TOTAL	0	9	84	14	14	0	n/a	0.00%	0.00%
PEACH	DOMESTIC	51,936	49,689	47,406	44,274	47,296	11,290	7.58%	6.83%	50.15%
	IMPORT	4,126	3,773	2,918	1,896	1,062	272	-38.11%	-43.97%	88.70%
	PEACH - TOTAL	56,062	53,462	50,324	46,170	48,358	11,562	5.75%	4.74%	50.99%
PEAR	DOMESTIC	64	70	37	10	14	4	100.00%	38.46%	0.00%
	IMPORT	4,717	4,479	3,836	3,490	2,923	528	-13.26%	-16.23%	20.97%
	PEAR - TOTAL	4,780	4,549	3,873	3,499	2,937	532	-12.91%	-16.08%	20.88%
PINEAPPLE	DOMESTIC	13,111	11,713	7,610	3,883	2,277	741	-1.50%	-41.36%	0.53%

SPIRITS MARKET - LIQUEURS
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PINEAPPLE	IMPORT	47	0	0	342	279	117	-65.79%	-18.42%	0.00%
	PINEAPPLE - TOTAL	13,158	11,713	7,610	4,225	2,556	858	-21.59%	-39.50%	0.47%
PLUM	IMPORT	896	845	867	616	808	159	21.14%	31.18%	1.21%
	PLUM - TOTAL	896	845	867	616	808	159	21.14%	31.18%	1.21%
RASPBERRY	DOMESTIC	1,733	2,176	2,857	2,791	3,537	1,237	102.83%	26.72%	61.99%
	IMPORT	121,079	113,187	102,967	97,396	96,218	20,916	-7.05%	-1.21%	43.65%
	RASPBERRY - TOTAL	122,812	115,364	105,825	100,188	99,755	22,153	-4.15%	-0.43%	44.30%
SPICE	DOMESTIC	278,038	300,807	311,554	331,984	352,951	76,887	0.33%	6.32%	6.65%
	IMPORT	17,111	14,404	11,661	10,828	10,038	1,925	-10.75%	-7.29%	41.80%
	SPICE - TOTAL	295,148	315,211	323,215	342,812	362,989	78,812	0.03%	5.89%	7.62%
STRAWBERRY	DOMESTIC	46	4	0	0	7	0	n/a	n/a	0.00%
	IMPORT	4,323	2,360	906	765	3,577	1,084	638.16%	367.59%	10.13%
	STRAWBERRY - TOTAL	4,370	2,365	906	765	3,583	1,084	638.16%	368.47%	10.11%
TANGERINE	DOMESTIC	6	0	0	0	0	0	n/a	n/a	0.00%
	IMPORT	3,122	1,554	870	835	788	182	-15.38%	-5.66%	28.95%
	TANGERINE - TOTAL	3,128	1,554	870	835	788	182	-15.38%	-5.66%	28.95%
WALNUT	IMPORT	38	134	67	63	29	4	-66.67%	-53.33%	0.00%
	WALNUT - TOTAL	38	134	67	63	29	4	-66.67%	-53.33%	0.00%
WHISKY	DOMESTIC	11,026	12,182	12,672	8,068	7,737	1,497	-8.98%	-4.11%	3.60%
	IMPORT	158,634	140,599	132,460	119,462	143,367	30,263	21.08%	20.01%	10.65%
	WHISKY - TOTAL	169,660	152,781	145,131	127,530	151,103	31,760	19.22%	18.48%	10.29%
LIQUEURS - TOTAL		3,926,669	3,685,450	3,412,364	3,294,978	3,324,912	647,035	-0.40%	0.91%	18.76%

SPIRITS MARKET - LIQUEURS
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

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ALMOND	DOMESTIC	\$588	\$488	\$398	\$312	\$283	\$55	-18.90%	-9.29%	62.05%
	IMPORT	\$3,190	\$3,110	\$3,009	\$3,074	\$2,965	\$529	-5.47%	-3.55%	12.71%
	ALMOND - TOTAL	\$3,778	\$3,598	\$3,407	\$3,386	\$3,248	\$584	-6.92%	-4.08%	17.01%
ANISE / LICORICE	DOMESTIC	\$130	\$68	\$41	\$35	\$29	\$5	-38.31%	-17.20%	48.50%
	IMPORT	\$4,465	\$4,389	\$4,157	\$4,022	\$3,836	\$800	-9.05%	-4.62%	18.92%
	ANISE / LICORICE - TOTAL	\$4,595	\$4,457	\$4,198	\$4,057	\$3,865	\$804	-9.30%	-4.72%	19.14%
APPLE	DOMESTIC	\$0	\$0	\$0	\$8	\$9	\$2	-27.78%	10.48%	100.00%
	IMPORT	\$1,503	\$1,346	\$1,156	\$997	\$915	\$187	-11.57%	-8.22%	43.82%
	APPLE - TOTAL	\$1,503	\$1,346	\$1,156	\$1,004	\$923	\$188	-11.75%	-8.08%	44.34%
APRICOT	DOMESTIC	\$226	\$217	\$205	\$203	\$210	\$39	16.78%	3.67%	4.86%
	IMPORT	\$425	\$400	\$405	\$429	\$436	\$89	-2.84%	1.71%	24.69%
	APRICOT - TOTAL	\$651	\$617	\$610	\$632	\$647	\$128	2.46%	2.34%	18.24%
BANANA	DOMESTIC	\$570	\$394	\$144	\$96	\$78	\$21	-1.86%	-18.75%	15.41%
	IMPORT	\$700	\$687	\$705	\$674	\$641	\$142	-12.15%	-4.96%	63.23%
	BANANA - TOTAL	\$1,270	\$1,081	\$849	\$771	\$719	\$163	-10.94%	-6.68%	58.03%
BERRY - OTHER	DOMESTIC	\$0	\$4	\$5	\$22	\$34	\$6	34.31%	54.60%	0.64%
	IMPORT	\$43	\$48	\$33	\$22	\$19	\$4	7.74%	-14.52%	43.60%
	BERRY - OTHER - TOTAL	\$43	\$52	\$38	\$44	\$52	\$10	22.34%	19.86%	16.04%
BLACK CURRANT / CASSIS	DOMESTIC	\$0	\$5	\$27	\$17	\$13	\$2	-29.98%	-21.03%	0.00%
	IMPORT	\$324	\$280	\$274	\$263	\$255	\$54	-4.29%	-3.12%	36.82%
	BLACK CURRANT / CASSIS - TOTAL	\$324	\$285	\$301	\$280	\$268	\$56	-5.41%	-4.19%	35.02%
BLACKBERRY	DOMESTIC	\$0	\$4	\$6	\$2	\$2	\$1	66.67%	-24.92%	0.00%
	IMPORT	\$110	\$103	\$98	\$90	\$91	\$19	21.64%	1.55%	28.68%

SPIRITS MARKET - LIQUEURS
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
BLACKBERRY	BLACKBERRY - TOTAL	\$110	\$107	\$104	\$92	\$93	\$20	22.68%	0.86%	28.12%
BUTTERSCOTCH	DOMESTIC	\$7	\$8	\$9	\$9	\$16	\$4	44.18%	68.69%	99.11%
	IMPORT	\$1,307	\$1,294	\$1,226	\$1,351	\$1,563	\$330	10.95%	15.70%	52.38%
	BUTTERSCOTCH - TOTAL	\$1,314	\$1,302	\$1,235	\$1,361	\$1,579	\$334	11.29%	16.07%	52.85%
CACAO / CHOCOLATE	DOMESTIC	\$174	\$150	\$149	\$149	\$136	\$24	-10.38%	-9.23%	23.82%
	IMPORT	\$60	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
	CACAO / CHOCOLATE - TOTAL	\$234	\$151	\$149	\$149	\$136	\$24	-10.38%	-9.22%	23.82%
CACAO / WHITE	DOMESTIC	\$896	\$807	\$563	\$533	\$527	\$103	-7.55%	-1.08%	52.74%
	IMPORT	\$4	\$1	\$1	\$0	\$0	\$0	-100.00%	-60.26%	0.00%
	CACAO / WHITE - TOTAL	\$900	\$808	\$564	\$533	\$527	\$103	-7.56%	-1.10%	52.75%
CHERRY	DOMESTIC	\$65	\$11	\$6	\$20	\$25	\$7	162.31%	21.15%	1.51%
	IMPORT	\$257	\$240	\$232	\$239	\$244	\$51	2.65%	2.46%	30.08%
	CHERRY - TOTAL	\$322	\$251	\$238	\$259	\$269	\$58	10.69%	3.94%	27.46%
CHESTNUT	IMPORT	\$0	\$0	\$1	\$1	\$0	\$0	-100.00%	-93.77%	0.00%
	CHESTNUT - TOTAL	\$0	\$0	\$1	\$1	\$0	\$0	-100.00%	-93.77%	0.00%
CITRUS OTHER THAN ORANGE	IMPORT	\$54	\$5	\$0	\$0	\$28	\$4	n/a	n/a	0.98%
	CITRUS OTHER THAN ORANGE - TOTAL	\$54	\$5	\$0	\$0	\$28	\$4	n/a	n/a	0.98%
COCONUT	DOMESTIC	\$4,033	\$3,821	\$3,243	\$3,195	\$3,091	\$754	0.69%	-3.26%	12.80%
	IMPORT	\$432	\$404	\$379	\$365	\$319	\$78	-11.11%	-12.73%	21.48%
	COCONUT - TOTAL	\$4,466	\$4,225	\$3,622	\$3,560	\$3,410	\$832	-0.56%	-4.23%	13.62%
COFFEE	DOMESTIC	\$304	\$249	\$103	\$54	\$23	\$2	-83.53%	-56.56%	38.80%
	IMPORT	\$11,375	\$10,520	\$9,250	\$8,653	\$8,432	\$1,485	-1.36%	-2.55%	12.72%

SPIRITS MARKET - LIQUEURS
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
COFFEE	COFFEE - TOTAL	\$11,679	\$10,768	\$9,353	\$8,706	\$8,455	\$1,488	-2.08%	-2.88%	12.79%
CRANBERRY	DOMESTIC	\$0	\$3	\$3	\$2	\$3	\$1	125.00%	44.79%	0.00%
	CRANBERRY - TOTAL	\$0	\$3	\$3	\$2	\$3	\$1	125.00%	44.79%	0.00%
CREAM	DOMESTIC	\$68	\$44	\$62	\$36	\$81	\$23	262.09%	125.60%	12.00%
	IMPORT	\$33,229	\$32,756	\$30,996	\$31,322	\$31,276	\$4,845	-4.32%	-0.15%	5.34%
	CREAM - TOTAL	\$33,297	\$32,800	\$31,059	\$31,358	\$31,357	\$4,869	-3.99%	0.00%	5.36%
EGG	IMPORT	\$162	\$187	\$183	\$180	\$165	\$21	-13.29%	-8.71%	1.42%
	EGG - TOTAL	\$162	\$187	\$183	\$180	\$165	\$21	-13.29%	-8.71%	1.42%
FRUIT - OTHER	DOMESTIC	\$1,146	\$876	\$419	\$169	\$90	\$24	-14.66%	-47.06%	4.95%
	IMPORT	\$4,882	\$3,912	\$2,879	\$2,343	\$2,077	\$448	-10.62%	-11.33%	38.79%
	FRUIT - OTHER - TOTAL	\$6,028	\$4,788	\$3,298	\$2,512	\$2,167	\$472	-10.84%	-13.74%	37.39%
GRAPE	DOMESTIC	\$1	\$1	\$1	\$0	\$28	\$28	12,918.72%	6,495.90%	1.79%
	IMPORT	\$119	\$213	\$114	\$58	\$48	\$8	-13.94%	-18.62%	22.28%
	GRAPE - TOTAL	\$120	\$214	\$115	\$59	\$75	\$36	267.30%	28.21%	14.70%
GRAPE FRUIT	IMPORT	\$37	\$35	\$25	\$22	\$20	\$5	-15.66%	-9.88%	36.54%
	GRAPE FRUIT - TOTAL	\$37	\$35	\$25	\$22	\$20	\$5	-15.66%	-9.88%	36.54%
HAZELNUT	IMPORT	\$864	\$777	\$693	\$677	\$615	\$112	-0.90%	-9.18%	35.38%
	HAZELNUT - TOTAL	\$864	\$777	\$693	\$677	\$615	\$112	-0.90%	-9.18%	35.38%
HERBAL	DOMESTIC	\$95	\$169	\$129	\$134	\$128	\$29	6.16%	-4.43%	14.26%
	IMPORT	\$15,783	\$14,307	\$13,362	\$13,134	\$12,906	\$2,780	-6.99%	-1.73%	44.58%
	HERBAL - TOTAL	\$15,878	\$14,476	\$13,491	\$13,268	\$13,034	\$2,809	-6.88%	-1.76%	44.28%
HONEY	IMPORT	\$0	\$0	\$0	\$0	\$1	\$1	n/a	n/a	0.00%
	HONEY - TOTAL	\$0	\$0	\$0	\$0	\$1	\$1	n/a	n/a	0.00%
LEMON	IMPORT	\$633	\$608	\$660	\$816	\$790	\$175	-6.85%	-3.13%	16.76%
	LEMON - TOTAL	\$633	\$608	\$660	\$816	\$790	\$175	-6.85%	-3.13%	16.76%

SPIRITS MARKET - LIQUEURS
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
LOGANBERRY	DOMESTIC	\$0	\$0	\$0	\$0	\$1	\$0	n/a	n/a	0.00%
	IMPORT	\$6	\$7	\$9	\$7	\$4	\$1	-70.76%	-42.14%	0.00%
	LOGANBERRY - TOTAL	\$6	\$7	\$9	\$7	\$5	\$1	-53.65%	-27.92%	13.31%
MACADAMIA	IMPORT	\$0	\$44	\$141	\$135	\$129	\$19	-15.06%	-4.40%	2.79%
	MACADAMIA - TOTAL	\$0	\$44	\$141	\$135	\$129	\$19	-15.06%	-4.40%	2.79%
MELON	DOMESTIC	\$293	\$287	\$276	\$81	\$42	\$14	10.08%	-47.49%	18.68%
	IMPORT	\$289	\$271	\$297	\$352	\$340	\$75	-17.41%	-3.40%	55.26%
	MELON - TOTAL	\$582	\$558	\$573	\$433	\$382	\$88	-14.08%	-11.63%	51.20%
MINT	DOMESTIC	\$679	\$602	\$567	\$580	\$587	\$79	-1.81%	1.14%	19.56%
	IMPORT	\$6	\$4	\$8	\$8	\$10	\$2	9.29%	29.33%	58.79%
	MINT - TOTAL	\$685	\$606	\$575	\$588	\$597	\$81	-1.54%	1.51%	20.21%
ORANGE	DOMESTIC	\$3,059	\$3,072	\$2,907	\$2,917	\$2,913	\$665	0.71%	-0.13%	21.15%
	IMPORT	\$7,956	\$7,666	\$6,585	\$6,676	\$6,547	\$1,173	-7.00%	-1.94%	24.22%
	ORANGE - TOTAL	\$11,015	\$10,738	\$9,493	\$9,593	\$9,460	\$1,838	-4.35%	-1.39%	23.28%
OTHER	DOMESTIC	\$188	\$126	\$33	\$21	\$42	\$6	4.13%	99.84%	33.62%
	IMPORT	\$583	\$399	\$328	\$303	\$326	\$65	29.63%	7.62%	31.25%
	OTHER - TOTAL	\$771	\$526	\$362	\$324	\$367	\$71	27.02%	13.58%	31.52%
OTHER NUT	IMPORT	\$0	\$0	\$4	\$1	\$1	\$0	n/a	-0.83%	0.00%
	OTHER NUT - TOTAL	\$0	\$0	\$4	\$1	\$1	\$0	n/a	-0.83%	0.00%
PEACH	DOMESTIC	\$1,197	\$1,151	\$1,098	\$1,060	\$1,124	\$266	5.52%	6.04%	50.38%
	IMPORT	\$109	\$101	\$79	\$52	\$31	\$8	-36.10%	-40.63%	89.25%
	PEACH - TOTAL	\$1,306	\$1,252	\$1,177	\$1,112	\$1,155	\$274	3.57%	3.84%	51.42%
PEAR	DOMESTIC	\$5	\$6	\$3	\$1	\$1	\$0	100.00%	39.53%	0.00%
	IMPORT	\$127	\$124	\$108	\$104	\$87	\$15	-17.77%	-16.77%	21.55%
	PEAR - TOTAL	\$132	\$130	\$112	\$105	\$88	\$15	-16.69%	-16.30%	21.25%
PINEAPPLE	DOMESTIC	\$352	\$323	\$212	\$106	\$59	\$19	-1.81%	-44.19%	0.55%

SPIRITS MARKET - LIQUEURS
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
PINEAPPLE	IMPORT	\$1	\$0	\$0	\$10	\$8	\$3	-65.78%	-18.41%	0.00%
	PINEAPPLE - TOTAL	\$353	\$323	\$212	\$115	\$67	\$22	-23.27%	-42.03%	0.48%
PLUM	IMPORT	\$24	\$24	\$25	\$18	\$24	\$5	21.14%	31.20%	1.21%
	PLUM - TOTAL	\$24	\$24	\$25	\$18	\$24	\$5	21.14%	31.20%	1.21%
RASPBERRY	DOMESTIC	\$36	\$56	\$85	\$95	\$118	\$36	72.62%	23.92%	43.12%
	IMPORT	\$3,090	\$2,932	\$2,718	\$2,619	\$2,602	\$559	-4.08%	-0.65%	44.14%
	RASPBERRY - TOTAL	\$3,126	\$2,989	\$2,802	\$2,714	\$2,720	\$596	-1.43%	0.21%	44.09%
SPICE	DOMESTIC	\$7,675	\$8,657	\$9,133	\$9,978	\$10,573	\$2,295	-0.34%	5.96%	6.08%
	IMPORT	\$574	\$504	\$404	\$393	\$371	\$69	-12.17%	-5.63%	41.01%
	SPICE - TOTAL	\$8,249	\$9,162	\$9,537	\$10,371	\$10,943	\$2,365	-0.74%	5.52%	7.26%
STRAWBERRY	DOMESTIC	\$1	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
	IMPORT	\$174	\$63	\$25	\$23	\$161	\$50	933.96%	602.79%	8.13%
	STRAWBERRY - TOTAL	\$175	\$64	\$25	\$23	\$161	\$50	933.96%	604.54%	8.11%
TANGERINE	DOMESTIC	\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
	IMPORT	\$75	\$38	\$22	\$21	\$21	\$5	-9.88%	-2.20%	28.25%
	TANGERINE - TOTAL	\$75	\$38	\$22	\$21	\$21	\$5	-9.88%	-2.20%	28.25%
WALNUT	IMPORT	\$2	\$7	\$3	\$3	\$1	\$0	-66.67%	-53.33%	0.00%
	WALNUT - TOTAL	\$2	\$7	\$3	\$3	\$1	\$0	-66.67%	-53.33%	0.00%
WHISKY	DOMESTIC	\$312	\$372	\$417	\$325	\$333	\$60	-1.79%	2.52%	4.37%
	IMPORT	\$5,372	\$4,862	\$4,582	\$4,258	\$5,125	\$1,064	21.04%	20.36%	10.43%
	WHISKY - TOTAL	\$5,683	\$5,234	\$4,999	\$4,583	\$5,458	\$1,124	19.56%	19.10%	10.06%
LIQUEURS - TOTAL		\$120,446	\$114,642	\$105,418	\$103,875	\$104,028	\$19,851	-2.52%	0.15%	18.82%

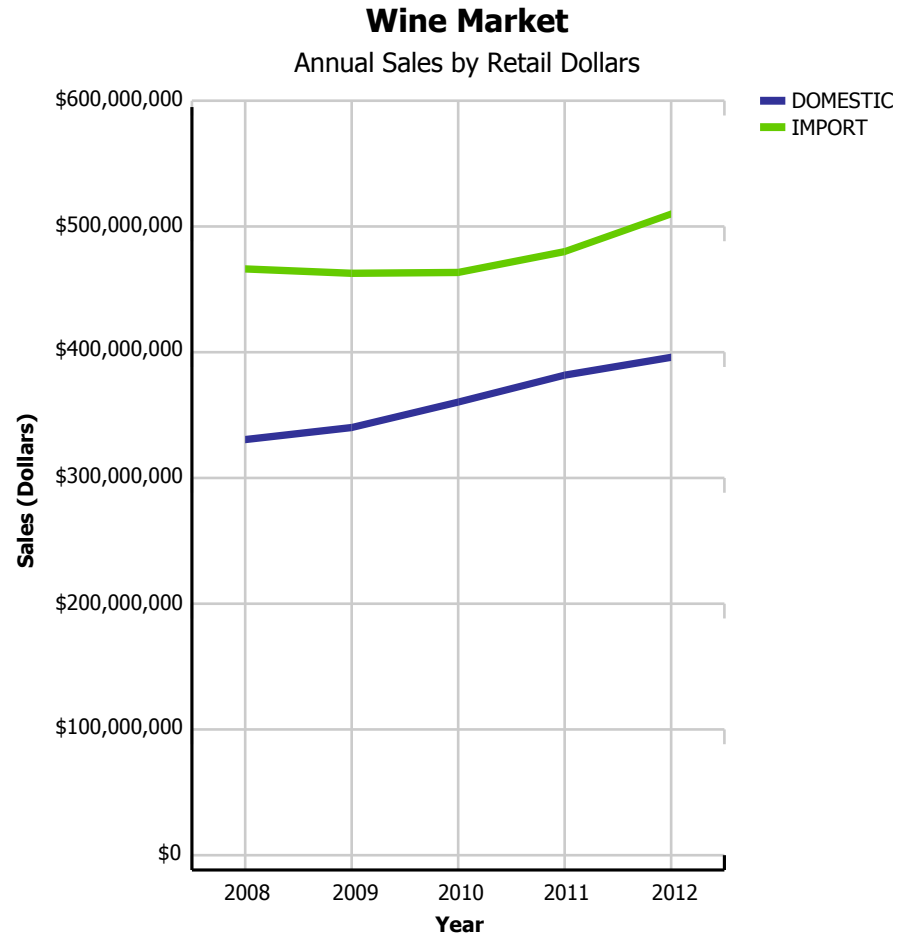
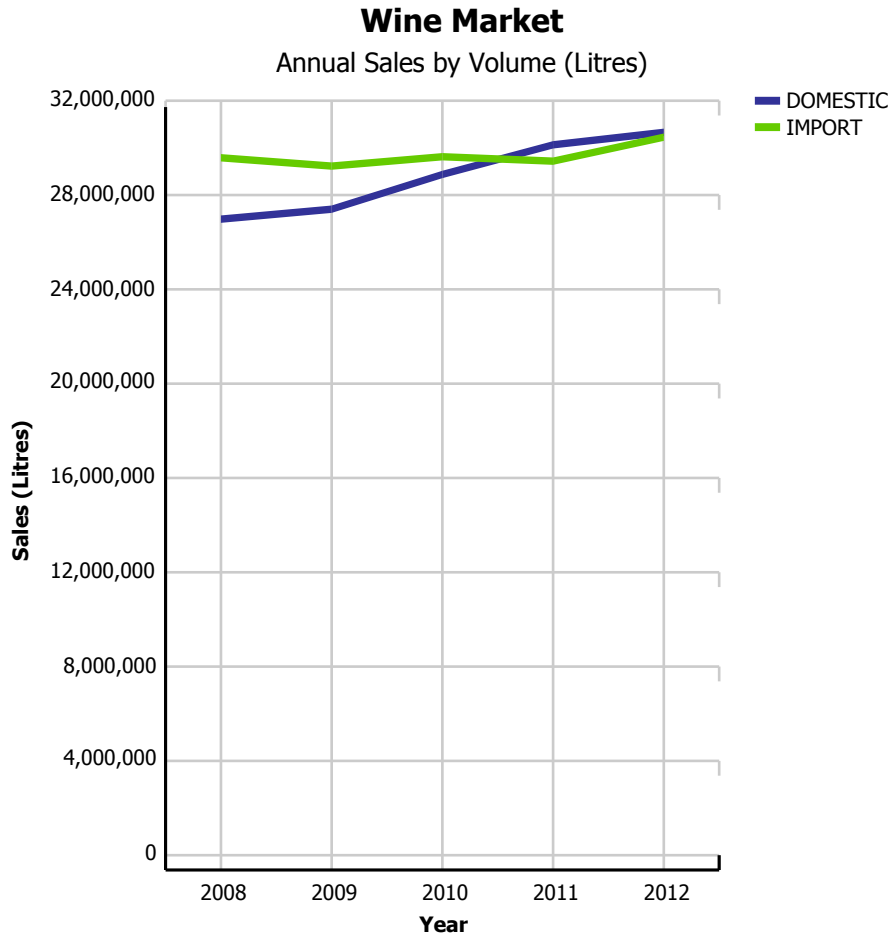
SPIRITS MARKET - OVERALL
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN LITRES

	2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
SPIRITS DOMESTIC	15,310,853	14,815,493	14,067,223	13,194,512	13,008,771	2,933,937	-4.93%	-1.41%	11.15%
IMPORT	10,603,379	10,521,011	10,609,234	10,622,987	11,079,026	2,435,091	2.58%	4.29%	14.54%
SPIRITS	25,914,232	25,336,504	24,676,457	23,817,499	24,087,797	5,369,028	-1.67%	1.13%	12.71%

SPIRITS MARKET - OVERALL
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

	2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
SPIRITS DOMESTIC	\$402,890	\$404,237	\$394,552	\$388,529	\$381,790	\$84,880	-5.98%	-1.73%	10.83%
IMPORT	\$342,627	\$349,012	\$355,698	\$369,207	\$387,469	\$83,874	2.66%	4.95%	14.97%
SPIRITS	\$745,517	\$753,249	\$750,251	\$757,736	\$769,259	\$168,754	-1.88%	1.52%	12.92%

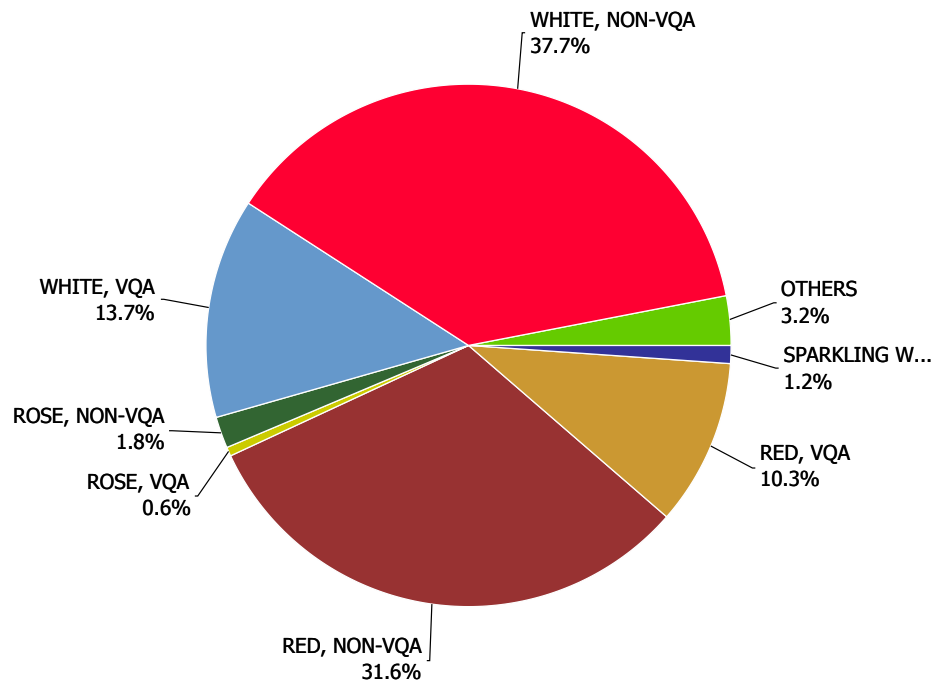
Wine Market (Domestic & Imported)



Wine Market - Domestic Wine

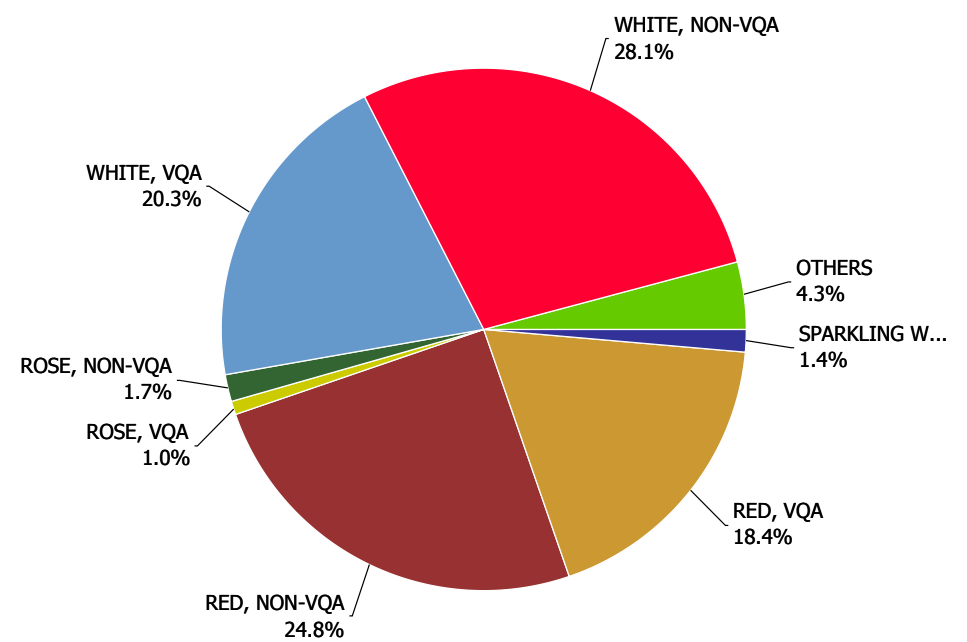
Domestic Wine Market Share

Current Quarter by Volume (Litres)



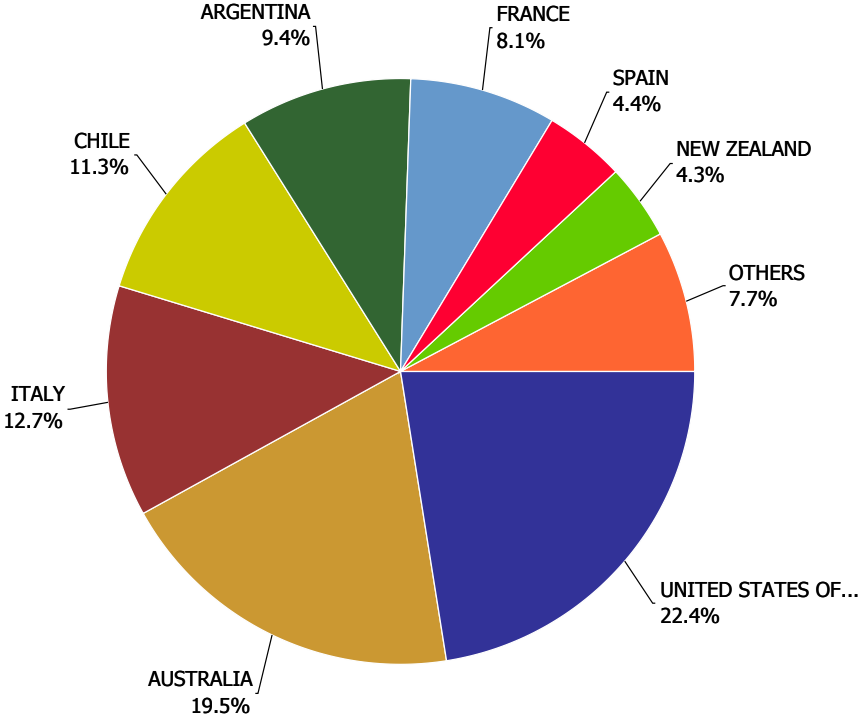
Domestic Wine Market Share

Current Quarter by Retail Dollars

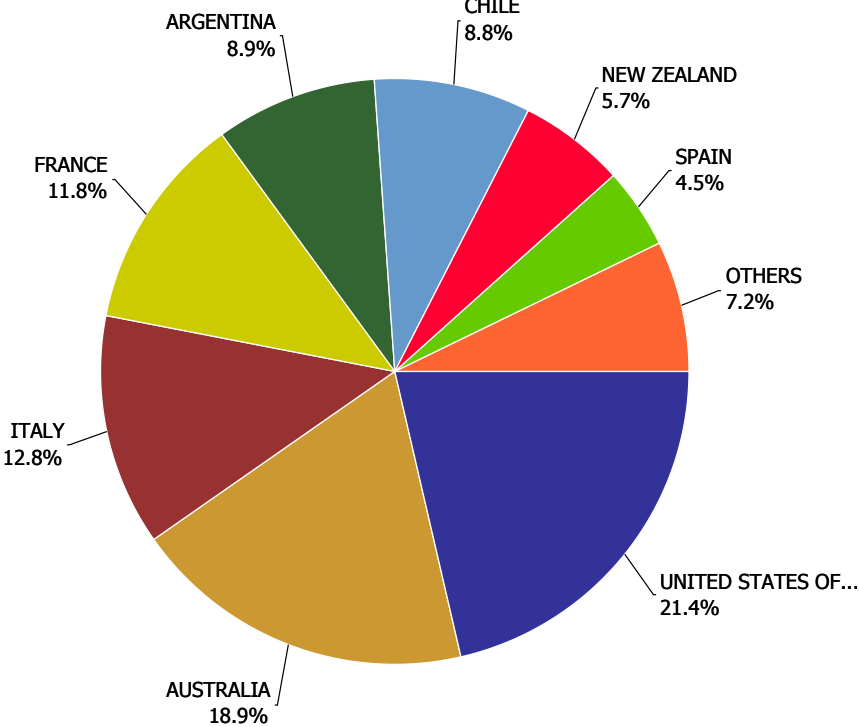


Wine Market - Import Wine

Import Wine Market Share
Current Quarter by Volume (Litres)



Import Wine Market Share
Current Quarter by Retail Dollars



DOMESTIC WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN LITRES

				2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
APERITIF, DESSERT AND FORTIFIED WINE	FLAVOURED	OTHER	NON-VQA	6,002	6,398	6,055	6,605	6,924	1,230	-3.98%	4.83%	0.90%
		BC	NON-VQA	662	904	780	694	742	100	-28.11%	6.92%	4.75%
		FLAVOURED			6,664	7,302	6,834	7,299	7,666	1,330	-6.34%	5.02%
FRUIT	OTHER	NON-VQA	1,108	555	2,106	2,826	3,449	468	-45.53%	22.03%	1.24%	
		BC	NON-VQA	139,828	124,833	147,845	147,154	141,659	24,881	-12.17%	-3.73%	1.13%
		FRUIT			140,936	125,388	149,951	149,980	145,108	25,350	-13.15%	-3.25%
OTHER	BC	NON-VQA	3,236	5,717	5,588	8,912	13,204	2,133	-8.97%	48.16%	2.37%	
		VQA	0	0	0	30	15	2	-76.19%	-50.62%	0.00%	
		OTHER			3,236	5,717	5,588	8,943	13,219	2,135	-9.19%	47.82%
OTHER FORTIFIED	OTHER	NON-VQA	1,984	1,304	875	648	552	99	-6.69%	-14.77%	0.00%	
		BC	NON-VQA	8,443	11,179	9,245	7,533	9,157	1,502	35.67%	21.55%	5.00%
		OTHER FORTIFIED			13,667	12,720	10,436	8,697	10,187	1,694	31.43%	17.13%
PORT	OTHER	NON-VQA	4,604	3,140	5	0	8	8	n/a	n/a	0.00%	
		BC	NON-VQA	59,327	61,484	61,288	65,360	66,352	14,349	-0.32%	1.52%	9.43%
		PORT			67,911	68,864	67,036	72,822	74,705	15,826	0.37%	2.58%
SAKE	BC	NON-VQA	6,422	8,183	11,026	10,000	9,547	1,496	-46.14%	-4.53%	38.15%	
		SAKE			6,422	8,183	11,026	10,000	9,547	1,496	-46.14%	-4.53%
SHERRY	BC	NON-VQA	825,201	784,606	786,450	760,814	712,270	159,052	-11.80%	-6.38%	0.67%	
		SHERRY			825,201	784,606	786,450	760,814	712,270	159,052	-11.80%	-6.38%
VERMOUTH	BC	NON-VQA	-1	0	0	0	0	0	n/a	n/a	0.00%	
		VERMOUTH			-1	0	0	0	0	n/a	n/a	0.00%
APERITIF, DESSERT AND FORTIFIED WINE				1,064,036	1,012,779	1,037,321	1,018,555	972,703	206,882	-11.25%	-4.50%	1.79%
SPARKLING WINE	SPARKLING ICE WINE	OTHER	VQA	0	0	9	0	0	0	n/a	n/a	0.00%
		BC	VQA	70	73	75	19	9	0	-83.33%	-52.00%	0.00%

DOMESTIC WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN LITRES

				2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
SPARKLING WINE	SPARKLING ICE WINE	SPARKLING ICE WINE		70	73	84	19	9	0	-83.33%	-52.00%	0.00%
	RED	BC	NON-VQA	50,072	52,539	48,606	51,268	51,832	8,747	-8.58%	1.10%	1.53%
			VQA	4,092	2,412	669	0	0	0	n/a	n/a	0.00%
		SPARKLING WINE RED		54,164	54,951	49,275	51,268	51,832	8,747	-8.58%	1.10%	1.53%
	ROSE	OTHER	VQA	0	0	0	18	0	0	n/a	-100.00%	0.00%
		BC	NON-VQA	1,651	2,878	2,243	3,681	10,080	1,384	181.25%	173.84%	15.15%
			VQA	4,162	3,167	4,363	5,841	6,888	1,688	64.67%	17.93%	6.15%
		SPARKLING WINE ROSE		5,812	6,045	6,606	9,540	16,968	3,072	102.47%	77.86%	11.50%
	WHITE	OTHER	NON-VQA	19,066	18,310	15,148	14,010	3,538	423	-83.92%	-74.75%	23.85%
			VQA	341	107	116	143	53	0	-100.00%	-62.83%	0.00%
		BC	NON-VQA	323,387	311,992	296,194	292,295	291,361	51,780	-6.04%	-0.32%	17.19%
			VQA	75,405	69,533	82,719	90,096	88,616	16,946	3.40%	-1.64%	27.13%
		SPARKLING WINE WHITE		418,200	399,943	394,178	396,544	383,568	69,149	-6.72%	-3.27%	19.55%
	SPARKLING WINE			478,246	461,012	450,142	457,371	452,376	80,968	-4.99%	-1.09%	17.18%
TABLE WINE	ICE WINE RED	OTHER	NON-VQA	0	0	0	33	2,216	1,464	30,400.00%	6,677.06%	0.00%
			VQA	545	428	264	266	34	0	-100.00%	-87.39%	0.00%
		BC	NON-VQA	231	215	273	196	66	6	-53.61%	-66.43%	0.00%
			VQA	5,108	4,172	4,694	4,383	8,422	1,357	52.03%	92.16%	0.37%
		ICE WINE RED		5,884	4,815	5,230	4,878	10,737	2,828	210.18%	120.12%	0.29%
	ICE WINE ROSE	BC	VQA	259	42	15	1	0	0	-100.00%	-100.00%	0.00%
		ICE WINE ROSE		259	42	15	1	0	0	-100.00%	-100.00%	0.00%
	ICE WINE WHITE	OTHER	NON-VQA	6	71	176	45	5,456	3,956	263,650.00%	12,125.88%	0.00%
			VQA	15,827	8,964	12,964	11,544	14,691	2,374	-41.03%	27.27%	0.54%
		BC	NON-VQA	115	118	1,417	1,136	431	18	-92.04%	-62.07%	5.22%
			VQA	31,349	29,892	27,619	29,479	24,870	3,801	-28.93%	-15.64%	5.01%

DOMESTIC WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN LITRES

				2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
TABLE WINE	ICE WINE WHITE	ICE WINE WHITE		47,297	39,046	42,176	42,204	45,448	10,150	5.65%	7.69%	2.97%
	RED	OTHER	NON-VQA	29,716	5,481	2,447	1,896	4,579	1,128	165.33%	141.57%	24.59%
			VQA	12,944	15,500	18,732	14,269	10,182	1,729	-29.25%	-28.64%	11.89%
	BC	NON-VQA		8,527,159	8,800,748	9,024,986	9,681,628	9,772,419	2,202,177	-1.67%	0.94%	11.53%
			VQA	2,918,522	2,900,955	3,317,109	3,461,794	3,575,643	713,569	-3.73%	3.29%	24.00%
	TABLE WINE RED			11,488,341	11,722,684	12,363,274	13,159,586	13,362,823	2,918,603	-2.18%	1.54%	14.87%
	ROSE	OTHER	VQA	0	306	0	0	0	0	n/a	n/a	0.00%
		BC	NON-VQA	445,596	498,170	528,442	533,607	565,971	126,349	-1.35%	6.07%	4.79%
			VQA	117,105	147,300	177,763	193,336	182,180	43,496	-7.22%	-5.77%	8.38%
	TABLE WINE ROSE			562,701	645,777	706,205	726,943	748,151	169,845	-2.92%	2.92%	5.66%
	WHITE	OTHER	NON-VQA	28,415	6,643	2,641	2,504	6,530	2,469	222.65%	160.80%	15.14%
			VQA	9,237	9,640	12,096	9,410	5,832	1,205	-55.27%	-38.02%	6.81%
	BC	NON-VQA		9,793,983	9,845,500	9,923,736	10,379,679	10,918,809	2,623,920	4.46%	5.19%	11.50%
			VQA	3,633,593	3,791,346	4,439,089	4,433,156	4,275,119	952,323	-3.19%	-3.56%	23.90%
	TABLE WINE WHITE			13,465,229	13,653,129	14,377,562	14,824,749	15,206,290	3,579,917	2.31%	2.57%	14.99%
TABLE WINE				25,569,712	26,065,492	27,494,461	28,758,361	29,373,449	6,681,342	0.20%	2.14%	14.67%
WINE - GIFT PACKS	WINE - GIFT PACKS ALL	OTHER	NON-VQA	2,393	602	4,751	4,821	3,204	0	-99.94%	-33.54%	0.00%
			VQA	5,328	2,544	5	1,008	0	0	n/a	-100.00%	0.00%
		BC	NON-VQA	6,693	52	0	0	0	0	n/a	n/a	0.00%
			VQA	9,241	14,068	44,200	47,496	15,183	525	-86.71%	-68.03%	0.30%
	WINE - GIFT PACKS ALL			23,655	17,266	48,956	53,325	18,387	525	-87.93%	-65.52%	0.24%
WINE - GIFT PACKS				23,655	17,266	48,956	53,325	18,387	525	-87.93%	-65.52%	0.24%
DOMESTIC WINE - TOTAL				27,135,649	27,556,550	29,030,881	30,287,612	30,816,457	6,969,260	-0.31%	1.75%	14.30%

DOMESTIC WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

				2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
APERITIF, DESSERT AND FORTIFIED WINE	FLAVOURED	OTHER	NON-VQA	\$90	\$96	\$91	\$102	\$107	\$19	-3.98%	4.85%	0.90%
		BC	NON-VQA	\$23	\$32	\$30	\$22	\$24	\$3	-35.67%	8.53%	4.33%
	FLAVOURED				\$113	\$129	\$121	\$124	\$131	\$22	-10.14%	5.50%
FRUIT	OTHER	NON-VQA		\$58	\$39	\$78	\$121	\$188	\$14	-73.27%	55.38%	1.10%
		BC	NON-VQA	\$3,730	\$3,406	\$3,906	\$3,961	\$3,934	\$675	-15.34%	-0.69%	1.45%
	FRUIT				\$3,788	\$3,445	\$3,984	\$4,082	\$4,122	\$690	-18.99%	0.98%
OTHER	BC	NON-VQA		\$86	\$149	\$167	\$262	\$386	\$59	-15.60%	47.29%	2.26%
		VQA		\$0	\$0	\$0	\$1	\$0	\$0	-76.19%	-50.60%	0.00%
	OTHER				\$86	\$149	\$167	\$263	\$387	\$59	-15.82%	46.93%
OTHER FORTIFIED	OTHER	NON-VQA		\$91	\$60	\$41	\$31	\$26	\$5	-6.69%	-14.74%	0.00%
		BC	NON-VQA	\$448	\$562	\$491	\$417	\$484	\$81	34.76%	15.97%	5.10%
	OTHER FORTIFIED				\$638	\$640	\$556	\$488	\$547	\$93	30.84%	12.13%
PORT	OTHER	NON-VQA		\$58	\$40	\$0	\$0	\$1	\$1	n/a	n/a	0.00%
		BC	NON-VQA	\$690	\$744	\$793	\$899	\$920	\$195	4.67%	2.42%	8.06%
	PORT				\$928	\$978	\$1,061	\$1,248	\$1,307	\$262	5.05%	4.73%
SAKE	BC	NON-VQA		\$185	\$200	\$238	\$254	\$270	\$57	-11.76%	6.43%	12.80%
	SAKE				\$185	\$200	\$238	\$254	\$270	\$57	-11.76%	6.43%
SHERRY	BC	NON-VQA		\$5,983	\$5,705	\$5,693	\$5,606	\$5,316	\$1,203	-9.22%	-5.18%	0.67%
	SHERRY				\$5,983	\$5,705	\$5,693	\$5,606	\$5,316	\$1,203	-9.22%	-5.18%
VERMOUTH	BC	NON-VQA		\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
	VERMOUTH				\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a
APERITIF, DESSERT AND FORTIFIED WINE				\$11,722	\$11,245	\$11,820	\$12,065	\$12,079	\$2,386	-10.19%	0.12%	2.09%
SPARKLING WINE	SPARKLING ICE WINE	OTHER	VQA	\$0	\$0	\$1	\$0	\$0	\$0	n/a	n/a	0.00%
		BC	VQA	\$10	\$10	\$10	\$3	\$1	\$0	-83.33%	-51.44%	0.00%

DOMESTIC WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

			2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012	
SPARKLING WINE	SPARKLING ICE WINE	SPARKLING ICE WINE	\$10	\$10	\$11	\$3	\$1	\$0	-83.33%	-51.44%	0.00%	
	RED	BC	NON-VQA	\$405	\$426	\$394	\$432	\$469	\$79	-13.10%	8.59%	1.48%
			VQA	\$126	\$71	\$20	\$0	\$0	\$0	n/a	n/a	0.00%
			SPARKLING WINE RED	\$531	\$497	\$414	\$432	\$469	\$79	-13.10%	8.58%	1.48%
	ROSE	OTHER	VQA	\$0	\$0	\$0	\$1	\$0	\$0	n/a	-100.00%	0.00%
		BC	NON-VQA	\$58	\$92	\$75	\$131	\$242	\$29	134.79%	84.96%	23.53%
			VQA	\$131	\$103	\$141	\$177	\$196	\$46	56.72%	10.67%	5.76%
			SPARKLING WINE ROSE	\$188	\$195	\$216	\$309	\$439	\$74	79.70%	41.90%	15.57%
	WHITE	OTHER	NON-VQA	\$202	\$195	\$166	\$160	\$41	\$5	-83.67%	-74.35%	23.21%
			VQA	\$11	\$3	\$4	\$5	\$2	\$0	-100.00%	-63.79%	0.00%
		BC	NON-VQA	\$2,758	\$2,753	\$2,644	\$2,767	\$2,881	\$557	3.48%	4.14%	22.75%
			VQA	\$2,180	\$2,084	\$2,508	\$2,674	\$2,526	\$467	-3.58%	-5.56%	24.63%
			SPARKLING WINE WHITE	\$5,150	\$5,036	\$5,322	\$5,606	\$5,450	\$1,030	-2.27%	-2.79%	23.64%
			SPARKLING WINE	\$5,880	\$5,737	\$5,963	\$6,350	\$6,358	\$1,183	-0.26%	0.14%	21.44%
TABLE WINE	ICE WINE RED	OTHER	NON-VQA	\$0	\$0	\$0	\$5	\$159	\$104	12,064.00%	2,808.08%	0.00%
			VQA	\$120	\$81	\$38	\$35	\$5	\$0	-100.00%	-85.39%	0.00%
		BC	NON-VQA	\$29	\$31	\$39	\$26	\$9	\$1	-48.18%	-67.10%	0.00%
			VQA	\$746	\$592	\$672	\$705	\$1,591	\$247	66.03%	125.69%	0.23%
			ICE WINE RED	\$895	\$704	\$749	\$771	\$1,763	\$352	132.54%	128.57%	0.21%
	ICE WINE ROSE	BC	VQA	\$24	\$4	\$1	\$0	\$0	\$0	-100.00%	-100.00%	0.00%
			ICE WINE ROSE	\$24	\$4	\$1	\$0	\$0	\$0	-100.00%	-100.00%	0.00%
	ICE WINE WHITE	OTHER	NON-VQA	\$1	\$8	\$16	\$4	\$385	\$279	205,440.40%	9,940.87%	0.00%
			VQA	\$2,204	\$1,145	\$1,302	\$1,239	\$1,480	\$206	-49.02%	19.51%	0.55%
		BC	NON-VQA	\$19	\$12	\$125	\$126	\$61	\$3	-91.73%	-51.93%	6.16%
			VQA	\$3,933	\$3,822	\$3,595	\$3,987	\$3,355	\$495	-30.54%	-15.84%	4.47%

DOMESTIC WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

			2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
TABLE WINE	ICE WINE WHITE	ICE WINE WHITE	\$6,156	\$4,987	\$5,038	\$5,356	\$5,282	\$982	-14.74%	-1.38%	3.06%
	RED	OTHER									
		NON-VQA	\$294	\$62	\$56	\$47	\$111	\$21	208.93%	138.43%	13.49%
		VQA	\$264	\$310	\$355	\$274	\$192	\$30	-38.45%	-29.87%	14.21%
		BC									
		NON-VQA	\$81,423	\$85,919	\$86,891	\$93,660	\$97,084	\$21,570	-0.84%	3.66%	11.51%
		VQA	\$66,383	\$66,939	\$75,297	\$81,061	\$83,381	\$15,969	-7.17%	2.86%	20.52%
		TABLE WINE RED	\$148,365	\$153,229	\$162,599	\$175,042	\$180,768	\$37,590	-3.64%	3.27%	15.67%
	ROSE	OTHER									
		VQA	\$0	\$4	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
		BC									
		NON-VQA	\$4,215	\$4,831	\$5,269	\$5,492	\$6,251	\$1,489	6.63%	13.82%	6.71%
		VQA	\$2,042	\$2,642	\$3,148	\$3,493	\$3,454	\$833	-3.10%	-1.14%	8.82%
		TABLE WINE ROSE	\$6,257	\$7,477	\$8,416	\$8,986	\$9,705	\$2,322	2.93%	8.00%	7.46%
	WHITE	OTHER									
		NON-VQA	\$281	\$71	\$123	\$125	\$432	\$136	142.50%	246.76%	3.05%
		VQA	\$190	\$215	\$266	\$253	\$125	\$25	-77.00%	-50.49%	7.41%
		BC									
		NON-VQA	\$86,068	\$89,091	\$89,036	\$94,414	\$101,921	\$24,314	5.23%	7.95%	11.55%
		VQA	\$66,442	\$69,558	\$77,931	\$79,639	\$79,896	\$17,652	-1.48%	0.32%	22.01%
		TABLE WINE WHITE	\$152,982	\$158,936	\$167,356	\$174,430	\$182,374	\$42,127	2.28%	4.55%	16.11%
	TABLE WINE		\$314,679	\$325,337	\$344,160	\$364,585	\$379,892	\$83,374	-0.46%	4.20%	15.42%
WINE - GIFT PACKS	WINE - GIFT PACKS ALL	OTHER									
		NON-VQA	\$101	\$67	\$440	\$467	\$315	\$0	-98.91%	-32.52%	0.00%
		VQA	\$833	\$398	\$1	\$162	\$0	\$0	n/a	-100.00%	0.00%
		BC									
		NON-VQA	\$104	\$1	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
		VQA	\$172	\$270	\$906	\$1,096	\$267	\$9	-94.25%	-75.64%	0.29%
		WINE - GIFT PACKS ALL	\$1,209	\$735	\$1,347	\$1,725	\$582	\$9	-95.19%	-66.26%	0.13%
	WINE - GIFT PACKS		\$1,209	\$735	\$1,347	\$1,725	\$582	\$9	-95.19%	-66.26%	0.13%
DOMESTIC WINE - TOTAL			\$333,490	\$343,054	\$363,290	\$384,724	\$398,903	\$86,943	-0.97%	3.69%	15.09%

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN LITRES

			2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
APERITIF, DESSERT AND FORTIFIED WINE	FLAVOURED	AUSTRALIA	2,746	2,946	2,517	2,715	2,150	339	-17.82%	-20.80%	1.26%
		CHINA	0	0	170	2,691	1,947	298	-45.54%	-27.65%	1.31%
		FRANCE	0	0	0	0	202	108	n/a	n/a	0.00%
		ITALY	26	80	5	8,509	16,831	3,616	27.26%	97.81%	8.68%
		SOUTH AFRICA	0	0	0	0	2,637	2,637	n/a	n/a	0.00%
		UNITED STATES OF AMERICA	459	13,917	3,272	3,597	4,816	1,709	126.54%	33.90%	0.02%
		FLAVOURED	3,230	16,943	5,964	17,512	28,584	8,708	30.89%	47.01%	5.88%
FRUIT	ARMENIA	58	0	0	0	0	0	n/a	n/a	0.00%	
	DENMARK	3	1	0	0	-1	-1	n/a	n/a	200.00%	
	FRANCE	0	0	0	16	9	0	n/a	-45.45%	0.00%	
	JAPAN	9,674	10,371	11,054	10,250	10,488	2,245	1.53%	2.33%	25.88%	
	KOREA - SOUTH	282	232	141	178	181	29	-22.83%	2.03%	10.43%	
	TURKEY	0	0	21	3	0	0	n/a	-100.00%	0.00%	
	UNITED STATES OF AMERICA	1,878	2,209	2,286	3,715	3,769	826	-6.54%	1.44%	55.29%	
FRUIT	11,894	12,812	13,502	14,162	14,447	3,099	-1.04%	2.02%	33.36%		
MADEIRA	PORTUGAL	5,913	5,268	5,300	5,206	5,164	795	-9.61%	-0.81%	16.38%	
	MADEIRA	5,913	5,268	5,300	5,206	5,164	795	-9.61%	-0.81%	16.38%	
MONTILLA	SPAIN	11,420	11,062	9,783	10,247	11,122	2,220	0.75%	8.53%	4.28%	
	MONTILLA	11,420	11,062	9,783	10,247	11,122	2,220	0.75%	8.53%	4.28%	
OTHER	AUSTRALIA	4	0	8	0	206	36	n/a	n/a	4.02%	
	OTHER	4	0	8	0	206	36	n/a	n/a	4.02%	
OTHER FORTIFIED	ARGENTINA	0	0	0	9	4	0	-100.00%	-61.11%	0.00%	
	AUSTRALIA	774	396	527	574	402	53	-51.55%	-29.98%	28.64%	
	CHINA	6,934	6,565	6,076	7,012	6,911	1,375	8.19%	-1.43%	20.89%	
	FRANCE	37,730	35,415	33,504	32,476	33,905	7,552	5.89%	4.40%	8.83%	
	GREECE	847	165	68	103	1	0	-100.00%	-99.27%	0.00%	

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN LITRES

			2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
APERITIF, DESSERT AND FORTIFIED WINE	OTHER FORTIFIED	ITALY	15,964	15,424	15,071	14,614	14,415	2,904	-4.56%	-1.36%	32.34%
		JAPAN	0	50	148	485	1,059	303	120.67%	118.37%	86.89%
		KOREA - SOUTH	7,113	5,362	4,441	8,867	10,673	2,599	-1.65%	20.36%	45.80%
		PORTUGAL	0	0	0	0	19	19	n/a	n/a	0.00%
		SPAIN	0	0	44	0	0	0	n/a	n/a	0.00%
		UNITED STATES OF AMERICA	2,514	2,027	1,753	1,665	1,605	311	-6.43%	-3.60%	26.59%
		URUGUAY	9	4	4	9	0	0	n/a	-100.00%	0.00%
		OTHER FORTIFIED	71,885	65,408	61,637	65,813	68,992	15,115	2.66%	4.80%	22.40%
PORT	AUSTRALIA	33,290	29,041	21,420	18,817	18,070	3,632	-6.95%	-3.97%	8.53%	
	PORTUGAL	92,496	88,195	85,825	84,415	81,208	14,255	-1.22%	-3.80%	10.34%	
	SOUTH AFRICA	23,621	20,351	17,437	19,640	19,367	3,923	-9.69%	-1.39%	10.92%	
	UNITED STATES OF AMERICA	58	43	37	33	32	9	n/a	-4.55%	0.00%	
	PORT	149,466	137,630	124,718	122,905	118,676	21,819	-3.83%	-3.44%	10.16%	
SAKE	JAPAN	65,448	66,821	68,692	71,622	75,433	16,999	13.31%	5.32%	36.07%	
	KOREA - SOUTH	3,503	2,714	2,374	1,700	2,024	376	-15.18%	19.02%	41.69%	
	UNITED STATES OF AMERICA	320,584	313,706	320,164	308,288	314,674	70,677	0.67%	2.07%	65.64%	
	SAKE	389,536	383,241	391,230	381,610	392,131	88,052	2.80%	2.76%	59.83%	
SHERRY	AUSTRALIA	29,938	28,817	28,376	34,873	36,666	6,434	-13.28%	5.14%	0.72%	
	NEW ZEALAND	30,080	26,386	20,578	1,192	-2	0	n/a	-100.13%	0.00%	
	SOUTH AFRICA	31,100	28,312	22,328	26,136	19,688	5,046	-10.78%	-24.67%	1.01%	
	SPAIN	80,674	72,789	67,621	65,949	63,092	11,597	-4.62%	-4.33%	2.46%	
	SHERRY	171,792	156,305	138,904	128,150	119,445	23,076	-8.55%	-6.79%	1.69%	
VERMOUTH	FRANCE	25,687	21,711	21,072	18,804	17,638	3,834	-7.50%	-6.20%	11.44%	
	ITALY	229,800	215,956	207,138	197,696	188,011	42,786	-4.19%	-4.90%	5.80%	
	UNITED STATES OF AMERICA	74	158	178	242	226	28	-63.46%	-6.21%	53.64%	
	VERMOUTH	255,561	237,825	228,388	216,742	205,876	46,648	-4.56%	-5.01%	6.33%	

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			2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012	
IMPORT APERITIF, DESSERT AND FORTIFIED WINE - TOTAL			1,070,700	1,026,492	979,434	962,345	964,641	209,568	0.79%	0.24%	29.53%	
TABLE WINE	ARGENTINA	RED	IMPORT BOTTLED	1,324,487	1,818,226	2,318,668	2,474,416	2,604,181	573,755	2.46%	5.24%	12.72%
		RED - TOTAL	1,324,487	1,818,226	2,318,668	2,474,416	2,604,181	573,755	2.46%	5.24%	12.72%	
	ROSE	IMPORT BOTTLED	0	1,551	4,190	7,566	9,220	880	-35.85%	21.86%	2.64%	
		ROSE - TOTAL	0	1,551	4,190	7,566	9,220	880	-35.85%	21.86%	2.64%	
	WHITE	IMPORT BOTTLED	177,339	247,926	329,652	343,673	375,906	91,897	12.32%	9.38%	8.61%	
		WHITE - TOTAL	177,339	247,926	329,652	343,673	375,906	91,897	12.32%	9.38%	8.61%	
	TOTAL			1,501,826	2,067,703	2,652,509	2,825,656	2,989,307	666,532	3.63%	5.79%	12.17%
	ARMENIA	RED	IMPORT BOTTLED	1	0	0	0	0	0	n/a	n/a	0.00%
			RED - TOTAL	1	0	0	0	0	0	n/a	n/a	0.00%
		WHITE	IMPORT BOTTLED	34	38	14	0	14	0	n/a	n/a	0.00%
WHITE - TOTAL			34	38	14	0	14	0	n/a	n/a	0.00%	
TOTAL			35	38	14	0	14	0	n/a	n/a	0.00%	
AUSTRALIA	RED	CANADA BOTTLED	35,029	11,477	11,128	4,428	11	0	-100.00%	-99.75%	0.00%	
		IMPORT BOTTLED	5,819,242	4,992,628	4,527,914	4,151,226	4,072,419	876,132	-4.41%	-1.90%	10.74%	
		RED - TOTAL	5,854,272	5,004,105	4,539,042	4,155,654	4,072,430	876,132	-4.41%	-2.00%	10.74%	
	ROSE	IMPORT BOTTLED	21,558	20,062	19,608	14,532	11,954	2,805	-23.33%	-17.75%	4.88%	
		ROSE - TOTAL	21,558	20,062	19,608	14,532	11,954	2,805	-23.33%	-17.75%	4.88%	
	WHITE	CANADA BOTTLED	49,713	10,750	6,061	1,776	0	0	n/a	-100.00%	0.00%	
		IMPORT BOTTLED	2,401,570	2,212,662	2,069,117	1,890,272	1,961,736	454,196	-1.30%	3.78%	7.93%	
		WHITE - TOTAL	2,451,283	2,223,411	2,075,178	1,892,048	1,961,736	454,196	-1.30%	3.68%	7.93%	
	TOTAL			8,327,112	7,247,578	6,633,827	6,062,234	6,046,119	1,333,133	-3.42%	-0.27%	9.81%
	AUSTRIA	RED	IMPORT BOTTLED	1,302	896	1,172	616	1,358	423	146.29%	120.32%	17.01%
RED - TOTAL			1,302	896	1,172	616	1,358	423	146.29%	120.32%	17.01%	
ROSE		IMPORT BOTTLED	556	278	405	0	0	0	n/a	n/a	0.00%	
		ROSE - TOTAL	556	278	405	0	0	0	n/a	n/a	0.00%	

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TABLE WINE	AUSTRIA	WHITE	IMPORT BOTTLED	8,161	6,346	8,740	11,565	9,174	2,406	10.11%	-20.68%	27.81%
			WHITE - TOTAL	8,161	6,346	8,740	11,565	9,174	2,406	10.11%	-20.68%	27.81%
			TOTAL	10,018	7,521	10,316	12,182	10,532	2,829	20.03%	-13.54%	26.42%
BULGARIA	RED	IMPORT BOTTLED	24,166	1,297	4	206	630	108	-20.00%	205.45%	4.29%	
			RED - TOTAL	24,166	1,297	4	206	630	108	-20.00%	205.45%	4.29%
			TOTAL	24,166	1,297	4	548	1,485	261	-23.68%	170.86%	3.64%
BULGARIA	WHITE	IMPORT BOTTLED	0	0	0	342	855	153	-26.09%	150.00%	3.16%	
			WHITE - TOTAL	0	0	0	342	855	153	-26.09%	150.00%	3.16%
			TOTAL	24,166	1,297	4	548	1,485	261	-23.68%	170.86%	3.64%
CHILE	RED	CANADA BOTTLED	313,470	281,007	232,904	168,866	133,494	28,710	-18.50%	-20.95%	24.47%	
		IMPORT BOTTLED	1,949,529	2,071,901	2,173,526	2,217,876	2,190,312	495,070	-5.53%	-1.24%	6.07%	
			RED - TOTAL	2,262,999	2,352,908	2,406,430	2,386,742	2,323,806	523,779	-6.34%	-2.64%	7.12%
CHILE	ROSE	IMPORT BOTTLED	5,230	8,499	7,572	6,149	6,894	1,624	19.08%	12.11%	4.80%	
			ROSE - TOTAL	5,230	8,499	7,572	6,149	6,894	1,624	19.08%	12.11%	4.80%
			TOTAL	3,232,054	3,416,318	3,527,241	3,502,706	3,431,545	797,370	-3.72%	-2.03%	8.35%
CHILE	WHITE	CANADA BOTTLED	230,565	224,145	181,412	126,616	97,296	20,038	-23.61%	-23.16%	25.39%	
		IMPORT BOTTLED	733,260	830,766	931,828	983,200	1,003,549	251,928	4.41%	2.07%	9.54%	
			WHITE - TOTAL	963,825	1,054,911	1,113,239	1,109,815	1,100,845	271,966	1.66%	-0.81%	10.94%
CHINA	RED	IMPORT BOTTLED	3,961	4,432	3,161	2,586	1,168	81	-76.32%	-54.81%	5.26%	
			RED - TOTAL	3,961	4,432	3,161	2,586	1,168	81	-76.32%	-54.81%	5.26%
			TOTAL	4,402	4,719	3,350	2,950	2,075	286	-40.59%	-29.66%	4.26%
CHINA	WHITE	IMPORT BOTTLED	442	287	188	364	907	206	46.52%	148.77%	2.98%	
			WHITE - TOTAL	442	287	188	364	907	206	46.52%	148.77%	2.98%
			TOTAL	4,402	4,719	3,350	2,950	2,075	286	-40.59%	-29.66%	4.26%
CROATIA	RED	IMPORT BOTTLED	4,682	4,562	3,806	2,881	851	11	-97.95%	-70.45%	0.00%	
			RED - TOTAL	4,682	4,562	3,806	2,881	851	11	-97.95%	-70.45%	0.00%
			TOTAL	4,682	4,562	3,806	2,881	851	11	-97.95%	-70.45%	0.00%
CROATIA	WHITE	IMPORT BOTTLED	70	0	126	162	0	0	n/a	-100.00%	0.00%	
			WHITE - TOTAL	70	0	126	162	0	0	n/a	-100.00%	0.00%
			TOTAL	4,402	4,719	3,350	2,950	2,075	286	-40.59%	-29.66%	4.26%

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			2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012	
TABLE WINE	CROATIA	TOTAL	4,752	4,562	3,932	3,043	851	11	-97.95%	-72.02%	0.00%	
	CZECH REPUBLIC	RED	IMPORT BOTTLED	1,423	1,155	310	2	1	0	n/a	-50.00%	0.00%
		RED - TOTAL	1,423	1,155	310	2	1	0	n/a	-50.00%	0.00%	
	WHITE	IMPORT BOTTLED	1,600	1,352	408	9	0	0	0	n/a	-100.00%	0.00%
		WHITE - TOTAL	1,600	1,352	408	9	0	0	n/a	-100.00%	0.00%	
TOTAL	3,022	2,506	718	10	1	0	n/a	-92.86%	0.00%			
FRANCE	RED	CANADA BOTTLED	128,716	151,144	183,156	152,235	178,654	43,113	14.11%	17.35%	1.56%	
		IMPORT BOTTLED	1,486,791	1,449,469	1,408,416	1,393,191	1,407,891	301,448	0.14%	1.06%	8.83%	
		RED - TOTAL	1,615,507	1,600,613	1,591,572	1,545,426	1,586,545	344,560	1.69%	2.66%	8.01%	
	ROSE	IMPORT BOTTLED	40,220	49,426	67,718	61,244	69,066	20,855	25.89%	12.77%	8.74%	
		ROSE - TOTAL	40,220	49,426	67,718	61,244	69,066	20,855	25.89%	12.77%	8.74%	
	WHITE	CANADA BOTTLED	58,950	65,984	78,196	44,144	62,100	15,344	22.44%	40.68%	1.50%	
		IMPORT BOTTLED	727,827	674,112	612,081	591,662	561,867	135,007	-0.29%	-5.04%	14.34%	
		WHITE - TOTAL	786,776	740,096	690,277	635,806	623,967	150,351	1.64%	-1.86%	13.06%	
	TOTAL	2,442,504	2,390,135	2,349,567	2,242,476	2,279,578	515,766	2.47%	1.65%	9.41%		
	GEORGIA	RED	IMPORT BOTTLED	0	0	437	7,509	8,666	1,703	-7.80%	15.41%	1.17%
RED - TOTAL			0	0	437	7,509	8,666	1,703	-7.80%	15.41%	1.17%	
WHITE		IMPORT BOTTLED	0	0	45	116	711	186	427.66%	511.61%	0.42%	
		WHITE - TOTAL	0	0	45	116	711	186	427.66%	511.61%	0.42%	
TOTAL		0	0	482	7,625	9,377	1,889	0.36%	22.98%	1.11%		
GERMANY	ICE WINE WHITE	IMPORT BOTTLED	6	1	0	0	7	0	n/a	n/a	0.00%	
		ICE WINE WHITE - TOTAL	6	1	0	0	7	0	n/a	n/a	0.00%	
	RED	IMPORT BOTTLED	11,989	19,973	16,880	18,132	10,444	2,510	-33.29%	-42.40%	5.97%	
		RED - TOTAL	11,989	19,973	16,880	18,132	10,444	2,510	-33.29%	-42.40%	5.97%	
	WHITE	IMPORT BOTTLED	476,358	484,621	473,585	477,313	470,078	106,237	-3.65%	-1.52%	5.88%	
WHITE - TOTAL		476,358	484,621	473,585	477,313	470,078	106,237	-3.65%	-1.52%	5.88%		

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TABLE WINE	GERMANY	TOTAL	488,353	504,595	490,466	495,445	480,529	108,747	-4.63%	-3.01%	5.88%	
	GREECE	RED	IMPORT BOTTLED	98,382	69,769	61,006	53,227	49,292	11,168	-9.34%	-7.39%	68.22%
		RED - TOTAL	98,382	69,769	61,006	53,227	49,292	11,168	-9.34%	-7.39%	68.22%	
	ROSE	IMPORT BOTTLED	9	45	14	0	0	0	n/a	n/a	0.00%	
		ROSE - TOTAL	9	45	14	0	0	0	n/a	n/a	0.00%	
	WHITE	IMPORT BOTTLED	80,735	59,672	55,902	53,396	48,630	11,346	-14.20%	-8.93%	58.58%	
		WHITE - TOTAL	80,735	59,672	55,902	53,396	48,630	11,346	-14.20%	-8.93%	58.58%	
	TOTAL	179,126	129,486	116,922	106,624	97,922	22,514	-11.86%	-8.16%	63.43%		
	HUNGARY	RED	IMPORT BOTTLED	42,120	26,663	25,014	22,994	20,856	4,080	-11.96%	-9.30%	1.28%
		RED - TOTAL	42,120	26,663	25,014	22,994	20,856	4,080	-11.96%	-9.30%	1.28%	
		WHITE	IMPORT BOTTLED	102,886	78,828	85,719	83,059	86,571	18,786	-16.44%	4.23%	5.74%
		WHITE - TOTAL	102,886	78,828	85,719	83,059	86,571	18,786	-16.44%	4.23%	5.74%	
	TOTAL	145,005	105,491	110,732	106,053	107,427	22,866	-15.67%	1.30%	4.88%		
	INDIA	RED	IMPORT BOTTLED	38	-1	0	0	0	0	n/a	n/a	0.00%
		RED - TOTAL	38	-1	0	0	0	0	n/a	n/a	0.00%	
ROSE		IMPORT BOTTLED	278	414	-13	0	0	0	n/a	n/a	0.00%	
ROSE - TOTAL		278	414	-13	0	0	0	n/a	n/a	0.00%		
WHITE		IMPORT BOTTLED	90	1	2	0	0	0	n/a	n/a	0.00%	
WHITE - TOTAL		90	1	2	0	0	0	n/a	n/a	0.00%		
TOTAL	406	414	-10	0	0	0	n/a	n/a	0.00%			
ISRAEL	RED	IMPORT BOTTLED	6,604	9,727	7,323	6,860	6,194	1,818	-26.75%	-9.70%	3.72%	
	RED - TOTAL	6,604	9,727	7,323	6,860	6,194	1,818	-26.75%	-9.70%	3.72%		
	ROSE	IMPORT BOTTLED	0	0	0	213	772	187	100.81%	262.68%	30.49%	
	ROSE - TOTAL	0	0	0	213	772	187	100.81%	262.68%	30.49%		
	WHITE	IMPORT BOTTLED	2,898	3,646	3,113	3,830	3,204	785	-29.62%	-16.35%	2.36%	
	WHITE - TOTAL	2,898	3,646	3,113	3,830	3,204	785	-29.62%	-16.35%	2.36%		

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TABLE WINE	ISRAEL	TOTAL	9,503	13,373	10,436	10,903	10,171	2,790	-24.40%	-6.71%	5.32%	
	ITALY	RED	IMPORT BOTTLED	2,262,866	2,163,866	2,188,969	2,118,843	2,140,003	477,463	-5.24%	1.00%	16.19%
		RED - TOTAL	2,262,866	2,163,866	2,188,969	2,118,843	2,140,003	477,463	-5.24%	1.00%	16.19%	
	ROSE	IMPORT BOTTLED	2,911	3,436	13,546	33,313	41,229	9,893	-3.88%	23.76%	3.50%	
		ROSE - TOTAL	2,911	3,436	13,546	33,313	41,229	9,893	-3.88%	23.76%	3.50%	
	WHITE	IMPORT BOTTLED	1,118,467	1,119,446	1,156,822	1,189,156	1,278,115	316,235	9.04%	7.48%	20.46%	
		WHITE - TOTAL	1,118,467	1,119,446	1,156,822	1,189,156	1,278,115	316,235	9.04%	7.48%	20.46%	
	TOTAL		3,384,243	3,286,747	3,359,338	3,341,312	3,459,347	803,592	-0.07%	3.53%	17.62%	
	LEBANON	RED	IMPORT BOTTLED	1,106	478	472	394	351	90	-25.93%	-10.86%	27.56%
			RED - TOTAL	1,106	478	472	394	351	90	-25.93%	-10.86%	27.56%
		ROSE	IMPORT BOTTLED	148	79	43	108	198	94	110.00%	83.33%	95.45%
			ROSE - TOTAL	148	79	43	108	198	94	110.00%	83.33%	95.45%
WHITE		IMPORT BOTTLED	268	154	132	169	117	1	-98.31%	-30.67%	0.00%	
		WHITE - TOTAL	268	154	132	169	117	1	-98.31%	-30.67%	0.00%	
TOTAL		1,522	711	647	670	666	185	-12.10%	-0.67%	52.25%		
MEXICO		RED	IMPORT BOTTLED	1,113	1,234	790	947	751	117	-37.10%	-20.74%	8.89%
	RED - TOTAL		1,113	1,234	790	947	751	117	-37.10%	-20.74%	8.89%	
	WHITE	IMPORT BOTTLED	54	126	225	279	112	18	-66.67%	-59.68%	0.00%	
		WHITE - TOTAL	54	126	225	279	112	18	-66.67%	-59.68%	0.00%	
	TOTAL		1,167	1,360	1,016	1,226	863	135	-43.75%	-29.60%	10.08%	
MOLDOVA, REPUBLIC OF	RED	IMPORT BOTTLED	140	72	9	0	0	0	n/a	n/a	0.00%	
		RED - TOTAL	140	72	9	0	0	0	n/a	n/a	0.00%	
	WHITE	IMPORT BOTTLED	32	0	0	0	0	0	n/a	n/a	0.00%	
		WHITE - TOTAL	32	0	0	0	0	0	n/a	n/a	0.00%	
TOTAL		172	72	9	0	0	0	n/a	n/a	0.00%		
MONTENEGRO	RED	IMPORT BOTTLED	4,502	3,620	3,704	4,296	4,057	843	0.81%	-5.57%	2.22%	

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TABLE WINE	MONTENEGRO	RED	RED - TOTAL	4,502	3,620	3,704	4,296	4,057	843	0.81%	-5.57%	2.22%
		TOTAL	4,502	3,620	3,704	4,296	4,057	843	0.81%	-5.57%	2.22%	
MOROCCO	RED	IMPORT BOTTLED	522	122	3	2	0	0	n/a	-100.00%	0.00%	
		RED - TOTAL	522	122	3	2	0	0	n/a	-100.00%	0.00%	
		TOTAL	522	122	3	2	0	0	n/a	-100.00%	0.00%	
NEW ZEALAND	RED	IMPORT BOTTLED	63,804	63,235	75,085	85,794	108,766	29,094	45.29%	26.78%	16.87%	
		RED - TOTAL	63,804	63,235	75,085	85,794	108,766	29,094	45.29%	26.78%	16.87%	
	ROSE	IMPORT BOTTLED	2,538	2,234	785	1,438	328	0	-100.00%	-77.16%	0.00%	
		ROSE - TOTAL	2,538	2,234	785	1,438	328	0	-100.00%	-77.16%	0.00%	
	WHITE	CANADA BOTTLED	0	0	0	0	338	338	n/a	n/a	63.56%	
		IMPORT BOTTLED	504,107	527,674	676,514	820,561	1,005,763	273,261	26.57%	22.57%	20.75%	
WHITE - TOTAL	504,107	527,674	676,514	820,561	1,006,100	273,599	26.73%	22.61%	20.77%			
TOTAL	570,449	593,143	752,384	907,794	1,115,195	302,693	28.10%	22.85%	20.38%			
PORTUGAL	RED	IMPORT BOTTLED	100,542	109,048	106,971	138,366	119,023	25,337	-38.29%	-13.98%	4.89%	
		RED - TOTAL	100,542	109,048	106,971	138,366	119,023	25,337	-38.29%	-13.98%	4.89%	
	ROSE	IMPORT BOTTLED	65,120	64,080	64,311	75,891	69,161	16,678	2.81%	-8.87%	2.44%	
		ROSE - TOTAL	65,120	64,080	64,311	75,891	69,161	16,678	2.81%	-8.87%	2.44%	
	WHITE	IMPORT BOTTLED	70,628	88,014	101,976	100,764	111,968	35,180	10.57%	11.12%	2.91%	
		WHITE - TOTAL	70,628	88,014	101,976	100,764	111,968	35,180	10.57%	11.12%	2.91%	
TOTAL	236,290	261,142	273,258	315,022	300,152	77,195	-13.36%	-4.72%	3.59%			
ROMANIA	RED	IMPORT BOTTLED	8	0	0	0	0	0	n/a	n/a	0.00%	
		RED - TOTAL	8	0	0	0	0	0	n/a	n/a	0.00%	
	WHITE	IMPORT BOTTLED	4	0	0	0	19	0	n/a	n/a	0.00%	
		WHITE - TOTAL	4	0	0	0	19	0	n/a	n/a	0.00%	
TOTAL	12	0	0	0	19	0	n/a	n/a	0.00%			
SLOVAK REPUBLIC	RED	IMPORT BOTTLED	43	0	0	0	0	0	n/a	n/a	0.00%	

IMPORT WINE MARKET
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				2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
TABLE WINE	SLOVAK REPUBLIC	RED	RED - TOTAL	43	0	0	0	0	0	n/a	n/a	0.00%
		TOTAL		43	0	0	0	0	0	n/a	n/a	0.00%
SLOVENIA	RED	IMPORT BOTTLED		0	0	0	58	0	0	-100.00%	-100.00%	0.00%
		RED - TOTAL		0	0	0	58	0	0	-100.00%	-100.00%	0.00%
	WHITE	IMPORT BOTTLED		9	388	165	40	4	4	-50.00%	-88.89%	0.00%
		WHITE - TOTAL		9	388	165	40	4	4	-50.00%	-88.89%	0.00%
TOTAL			9	388	165	99	4	4	-80.00%	-95.45%	0.00%	
SOUTH AFRICA	RED	CANADA BOTTLED		853	370	816	96	0	0	n/a	-100.00%	0.00%
		IMPORT BOTTLED		698,087	693,578	625,280	590,114	564,594	122,073	-3.63%	-4.32%	5.86%
		RED - TOTAL		698,940	693,948	626,096	590,210	564,594	122,073	-3.63%	-4.34%	5.86%
	ROSE	IMPORT BOTTLED		1,625	1,864	496	2,286	36	36	n/a	-98.43%	0.00%
		ROSE - TOTAL		1,625	1,864	496	2,286	36	36	n/a	-98.43%	0.00%
	WHITE	CANADA BOTTLED		611	396	624	108	0	0	n/a	-100.00%	0.00%
		IMPORT BOTTLED		386,827	377,637	376,578	408,511	416,957	95,018	-7.18%	2.07%	7.69%
		WHITE - TOTAL		387,438	378,033	377,202	408,619	416,957	95,018	-7.18%	2.04%	7.69%
TOTAL			1,088,003	1,073,845	1,003,794	1,001,114	981,587	217,126	-5.22%	-1.95%	6.64%	
SPAIN	RED	IMPORT BOTTLED		762,857	708,270	735,534	863,227	1,010,990	227,762	4.06%	17.12%	6.26%
		RED - TOTAL		762,857	708,270	735,534	863,227	1,010,990	227,762	4.06%	17.12%	6.26%
	ROSE	IMPORT BOTTLED		8,362	14,766	10,889	13,796	9,983	3,206	24.75%	-27.63%	13.27%
		ROSE - TOTAL		8,362	14,766	10,889	13,796	9,983	3,206	24.75%	-27.63%	13.27%
	WHITE	IMPORT BOTTLED		43,860	45,810	49,426	64,792	65,704	15,833	-28.01%	1.41%	14.94%
WHITE - TOTAL			43,860	45,810	49,426	64,792	65,704	15,833	-28.01%	1.41%	14.94%	
TOTAL			815,079	768,846	795,850	941,815	1,086,677	246,800	1.38%	15.38%	6.85%	
SWITZERLAND	RED	IMPORT BOTTLED		54	36	0	0	0	0	n/a	n/a	0.00%
		RED - TOTAL		54	36	0	0	0	0	n/a	n/a	0.00%
	WHITE	IMPORT BOTTLED		45	45	0	317	2	0	-100.00%	-99.53%	0.00%

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			2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012	
TABLE WINE	SWITZERLAND	WHITE	WHITE - TOTAL	45	45	0	317	2	0	-100.00%	-99.53%	0.00%
		TOTAL	99	81	0	317	2	0	-100.00%	-99.53%	0.00%	
TURKEY	RED	IMPORT BOTTLED		0	0	180	331	389	72	-78.23%	17.69%	11.37%
		RED - TOTAL	0	0	180	331	389	72	-78.23%	17.69%	11.37%	
		TOTAL	0	0	180	331	389	72	-78.23%	17.69%	11.37%	
UNITED STATES OF AMERICA	ICE WINE WHITE	IMPORT BOTTLED		0	0	0	0	14	0	n/a	n/a	0.00%
		ICE WINE WHITE - TOTAL	0	0	0	0	14	0	n/a	n/a	0.00%	
	RED	CANADA BOTTLED		472,378	502,540	494,430	425,260	371,858	77,728	-14.62%	-12.56%	1.59%
		IMPORT BOTTLED		2,589,868	2,728,483	2,814,252	2,963,210	3,432,880	831,126	15.40%	15.85%	13.92%
		RED - TOTAL	3,062,246	3,231,022	3,308,682	3,388,470	3,804,738	908,853	12.03%	12.28%	12.72%	
	ROSE	CANADA BOTTLED		12,414	11,858	10,198	1,920	1,035	261	3.57%	-46.09%	0.00%
IMPORT BOTTLED			536,658	507,571	490,288	471,520	464,050	106,915	-2.06%	-1.58%	5.56%	
ROSE - TOTAL	549,072	519,428	500,487	473,440	465,084	107,176	-2.05%	-1.76%	5.55%			
WHITE	CANADA BOTTLED		265,637	269,318	257,808	217,830	173,778	33,254	-33.16%	-20.22%	2.47%	
	IMPORT BOTTLED		1,459,952	1,624,330	1,678,826	1,712,000	1,828,937	443,078	2.03%	6.83%	11.17%	
	WHITE - TOTAL	1,725,589	1,893,648	1,936,634	1,929,830	2,002,716	476,332	-1.59%	3.78%	10.42%		
TOTAL	5,336,907	5,644,099	5,745,803	5,791,740	6,272,551	1,492,361	6.24%	8.30%	11.45%			
URUGUAY	RED	IMPORT BOTTLED		747	738	1,794	2,252	958	164	-38.83%	-57.46%	1.41%
		RED - TOTAL	747	738	1,794	2,252	958	164	-38.83%	-57.46%	1.41%	
	WHITE	IMPORT BOTTLED		0	0	9	27	52	0	n/a	91.67%	0.00%
		WHITE - TOTAL	0	0	9	27	52	0	n/a	91.67%	0.00%	
TOTAL	747	738	1,803	2,278	1,010	164	-38.83%	-55.69%	1.41%			
IMPORT TABLE WINE - SUMMARY	CANADA BOTTLED		1,568,335	1,528,988	1,456,734	1,143,278	1,018,564	218,784	-13.46%	-10.91%	7.02%	
	IMPORT BOTTLED		26,243,717	26,001,660	26,391,725	26,543,193	27,670,889	6,397,383	1.76%	4.25%	11.54%	
IMPORT TABLE WINE - TOTAL		27,812,052	27,530,648	27,848,459	27,686,471	28,689,452	6,616,167	1.17%	3.62%	11.38%		
SPARKLING WINE	<u>ARGENTINA</u>	RED		0	0	0	45	81	36	300.00%	80.00%	0.00%

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			2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
SPARKLING WINE	ARGENTINA	ROSE	0	0	81	72	202	0	-100.00%	181.25%	0.00%
		WHITE	1,002	1,683	2,966	1,929	3,447	1,000	195.60%	78.67%	10.00%
	TOTAL	1,002	1,683	3,046	2,046	3,731	1,036	183.60%	82.31%	11.05%	
AUSTRALIA	RED	16,478	13,897	11,666	9,951	9,566	1,742	-3.93%	-3.87%	0.53%	
	ROSE	35,339	57,356	82,793	77,970	75,558	17,401	12.08%	-3.09%	4.85%	
	WHITE	112,919	124,174	110,521	93,734	91,572	18,038	0.48%	-2.31%	4.95%	
	TOTAL	164,737	195,428	204,980	181,656	176,696	37,182	5.36%	-2.73%	4.67%	
AUSTRIA	ROSE	0	0	0	0	9	0	n/a	n/a	0.00%	
	TOTAL	0	0	0	0	9	0	n/a	n/a	0.00%	
CHILE	RED	1	0	0	0	0	0	n/a	n/a	0.00%	
	ROSE	4,713	13,308	14,369	17,727	17,964	3,442	-20.76%	1.34%	1.54%	
	WHITE	1,099	693	4	86	123	0	n/a	42.61%	0.00%	
	TOTAL	5,812	14,001	14,373	17,813	18,087	3,442	-20.76%	1.54%	1.54%	
CHINA	WHITE	0	0	0	44	174	63	78.72%	300.00%	2.16%	
	TOTAL	0	0	0	44	174	63	78.72%	300.00%	2.16%	
CZECH REPUBLIC	WHITE	837	1,043	4	0	0	0	n/a	n/a	0.00%	
	TOTAL	837	1,043	4	0	0	0	n/a	n/a	0.00%	
FRANCE	RED	0	0	0	0	1,979	0	n/a	n/a	0.00%	
	ROSE	26,436	31,028	31,281	39,350	46,683	9,516	10.85%	18.64%	11.19%	
	ROSE TABLE WINE	0	0	138	1,839	3,538	782	138.13%	92.41%	6.74%	
	WHITE	205,096	180,668	174,918	170,301	173,783	33,526	3.25%	2.05%	27.03%	
	WHITE TABLE WINE	3,494	4,714	5,209	6,778	5,110	974	-26.78%	-24.60%	12.43%	
	TOTAL	235,027	216,410	211,546	218,267	231,095	44,799	4.88%	4.97%	23.16%	
GERMANY	ROSE	27	0	15,326	15,406	19,387	3,337	40.79%	25.84%	3.81%	
	WHITE	149,059	149,155	156,530	162,878	155,537	25,806	-5.84%	-4.51%	11.19%	
	TOTAL	149,086	149,155	171,855	178,285	174,924	29,143	-2.13%	-1.89%	10.37%	

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			2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
SPARKLING WINE	HUNGARY	WHITE	13,758	18,580	19,621	18,916	15,642	2,603	-27.85%	-17.31%	2.34%
		TOTAL	13,758	18,580	19,621	18,916	15,642	2,603	-27.85%	-17.31%	2.34%
	INDIA	WHITE	2	0	0	0	0	0	n/a	n/a	0.00%
		TOTAL	2	0	0	0	0	0	n/a	n/a	0.00%
	ISRAEL	WHITE	86	4	0	0	0	0	n/a	n/a	0.00%
		TOTAL	86	4	0	0	0	0	n/a	n/a	0.00%
	ITALY	RED	0	0	40	0	94	22	n/a	n/a	42.86%
		ROSE	2,855	5,451	11,446	11,688	11,442	1,848	-6.10%	-2.10%	10.05%
		WHITE	129,586	146,993	172,909	190,888	220,568	44,778	13.21%	15.55%	24.21%
		TOTAL	132,441	152,444	184,395	202,576	232,105	46,648	12.29%	14.53%	23.52%
	NEW ZEALAND	ROSE	0	180	36	180	3,518	958	660.71%	1,854.17%	6.14%
		WHITE	4,647	4,824	3,076	8,334	13,411	2,501	-2.20%	60.92%	10.46%
		TOTAL	4,647	5,004	3,112	8,514	16,928	3,460	28.93%	98.83%	9.56%
	PORTUGAL	ROSE	0	526	527	477	0	0	-100.00%	-100.00%	0.00%
		WHITE	18	270	279	421	198	58	7,700.00%	-52.94%	34.09%
		TOTAL	18	796	806	898	198	58	2,500.00%	-77.94%	34.09%
	SOUTH AFRICA	ROSE	0	179	90	90	99	9	-75.00%	10.00%	0.00%
		WHITE	1,765	1,492	20,465	18,905	16,314	3,890	-14.95%	-13.71%	5.25%
		TOTAL	1,765	1,671	20,555	18,995	16,413	3,899	-15.42%	-13.59%	5.25%
	SPAIN	RED	22	0	18	22	58	0	-100.00%	160.00%	0.00%
		ROSE	15,594	13,849	16,892	20,266	14,504	2,558	-27.75%	-28.44%	11.99%
		WHITE	265,627	241,845	262,928	266,986	256,489	50,033	-1.93%	-3.93%	16.58%
		TOTAL	281,243	255,694	279,838	287,275	271,051	52,590	-3.63%	-5.65%	16.33%
	UNITED STATES OF AMERICA	ROSE	1,447	5,865	20,198	8,122	2,900	458	-64.31%	-64.30%	0.72%
		WHITE	131,886	111,591	114,429	108,083	102,349	19,183	-14.28%	-5.31%	11.00%
		TOTAL	133,333	117,456	134,627	116,205	105,248	19,641	-16.99%	-9.43%	10.72%

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	2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
IMPORT SPARKLING WINE - TOTAL	1,123,791	1,129,369	1,248,758	1,251,490	1,262,301	244,564	0.57%	0.86%	15.30%
WINE - GIFT PACKS									
AUSTRALIA	41,703	8,822	7,106	3,934	3	0	-100.00%	-99.92%	0.00%
CHILE	0	0	0	0	859	36	n/a	n/a	0.70%
FRANCE	868	414	959	1,762	1,892	63	-39.57%	7.36%	1.78%
ITALY	1,993	3,113	2	0	1,800	6	n/a	n/a	0.00%
PORTUGAL	0	40	20	0	0	0	n/a	n/a	0.00%
SOUTH AFRICA	0	0	8,680	2	0	0	n/a	-100.00%	0.00%
SPAIN	0	0	2,065	1,012	0	0	n/a	-100.00%	0.00%
UNITED STATES OF AMERICA	166	2	0	0	2,913	0	n/a	n/a	0.00%
IMPORT WINE - GIFT PACKS - TOTAL	44,731	12,390	18,832	6,710	7,467	105	-13.04%	11.29%	0.95%
IMPORT WINE - TOTAL	30,051,275	29,698,899	30,095,482	29,907,016	30,923,861	7,070,405	1.14%	3.40%	12.10%

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SALES IN RETAIL DOLLARS (000s)

			2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
APERITIF, DESSERT AND FORTIFIED WINE	FLAVOURED	AUSTRALIA	\$69	\$75	\$64	\$71	\$56	\$9	-17.82%	-20.79%	1.26%
		CHINA	\$0	\$0	\$2	\$38	\$30	\$5	-40.90%	-21.34%	1.30%
		FRANCE	\$0	\$0	\$0	\$0	\$11	\$6	n/a	n/a	0.00%
		ITALY	\$2	\$4	\$0	\$179	\$365	\$80	30.55%	103.92%	10.38%
		SOUTH AFRICA	\$0	\$0	\$0	\$0	\$30	\$30	n/a	n/a	0.00%
		UNITED STATES OF AMERICA	\$7	\$97	\$23	\$26	\$53	\$23	318.93%	105.98%	0.03%
		FLAVOURED	\$78	\$176	\$90	\$314	\$546	\$152	36.12%	60.71%	7.74%
FRUIT	ARMENIA	\$1	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
	DENMARK	\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a	200.00%	
	FRANCE	\$0	\$0	\$0	\$1	\$0	\$0	n/a	-61.59%	0.00%	
	JAPAN	\$240	\$265	\$284	\$282	\$297	\$65	4.36%	5.43%	32.74%	
	KOREA - SOUTH	\$6	\$5	\$3	\$4	\$4	\$1	-22.83%	2.13%	10.43%	
	TURKEY	\$0	\$0	\$1	\$0	\$0	\$0	n/a	-100.00%	0.00%	
	UNITED STATES OF AMERICA	\$31	\$36	\$38	\$64	\$64	\$14	-12.82%	0.09%	55.38%	
FRUIT	\$278	\$305	\$325	\$351	\$366	\$79	0.58%	4.26%	36.49%		
MADEIRA	PORTUGAL	\$195	\$173	\$177	\$178	\$171	\$28	-11.53%	-3.90%	16.65%	
	MADEIRA	\$195	\$173	\$177	\$178	\$171	\$28	-11.53%	-3.90%	16.65%	
MONTILLA	SPAIN	\$200	\$203	\$179	\$189	\$207	\$43	6.85%	9.69%	5.09%	
	MONTILLA	\$200	\$203	\$179	\$189	\$207	\$43	6.85%	9.69%	5.09%	
OTHER	AUSTRALIA	\$0	\$0	\$0	\$0	\$5	\$1	n/a	n/a	3.84%	
	OTHER	\$0	\$0	\$0	\$0	\$5	\$1	n/a	n/a	3.84%	
OTHER FORTIFIED	ARGENTINA	\$0	\$0	\$0	\$0	\$0	\$0	-100.00%	-41.67%	0.00%	
	AUSTRALIA	\$40	\$20	\$25	\$25	\$21	\$3	-50.09%	-16.96%	27.04%	
	CHINA	\$139	\$146	\$136	\$165	\$155	\$31	1.77%	-5.97%	21.02%	
	FRANCE	\$598	\$569	\$555	\$551	\$578	\$127	5.91%	4.87%	10.69%	
	GREECE	\$13	\$3	\$1	\$2	\$0	\$0	-100.00%	-99.27%	0.00%	

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			2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
APERITIF, DESSERT AND FORTIFIED WINE	OTHER FORTIFIED	ITALY	\$297	\$317	\$319	\$319	\$316	\$63	-4.51%	-0.94%	32.39%
		JAPAN	\$0	\$3	\$9	\$30	\$62	\$17	114.58%	111.25%	85.99%
		KOREA - SOUTH	\$170	\$126	\$103	\$124	\$133	\$30	-4.29%	7.08%	40.23%
		PORTUGAL	\$0	\$0	\$0	\$0	\$1	\$1	n/a	n/a	0.00%
		SPAIN	\$0	\$0	\$2	\$0	\$0	\$0	n/a	n/a	0.00%
		UNITED STATES OF AMERICA	\$92	\$76	\$65	\$63	\$62	\$12	-6.43%	-1.69%	27.54%
		URUGUAY	\$1	\$0	\$0	\$1	\$0	\$0	n/a	-100.00%	0.00%
		OTHER FORTIFIED	\$1,351	\$1,260	\$1,216	\$1,280	\$1,328	\$284	2.96%	3.73%	24.61%
PORT	AUSTRALIA	\$643	\$524	\$401	\$348	\$324	\$68	1.64%	-6.93%	12.93%	
	PORTUGAL	\$3,451	\$3,252	\$3,285	\$3,315	\$3,046	\$525	-6.57%	-8.11%	12.30%	
	SOUTH AFRICA	\$348	\$302	\$262	\$299	\$295	\$60	-10.30%	-1.47%	11.02%	
	UNITED STATES OF AMERICA	\$1	\$1	\$1	\$2	\$4	\$1	n/a	116.14%	0.00%	
	PORT	\$4,444	\$4,079	\$3,949	\$3,964	\$3,668	\$654	-6.14%	-7.45%	12.25%	
SAKE	JAPAN	\$1,600	\$1,660	\$1,725	\$1,896	\$2,040	\$469	8.78%	7.59%	51.28%	
	KOREA - SOUTH	\$63	\$48	\$40	\$29	\$38	\$7	-3.48%	28.60%	41.59%	
	UNITED STATES OF AMERICA	\$3,289	\$3,200	\$3,187	\$3,152	\$3,190	\$710	-0.75%	1.21%	57.86%	
	SAKE	\$4,952	\$4,907	\$4,952	\$5,077	\$5,268	\$1,186	2.79%	3.75%	55.20%	
SHERRY	AUSTRALIA	\$395	\$384	\$381	\$481	\$496	\$88	-13.64%	3.14%	0.73%	
	NEW ZEALAND	\$422	\$394	\$318	\$19	\$0	\$0	n/a	-100.13%	0.00%	
	SOUTH AFRICA	\$394	\$361	\$284	\$342	\$257	\$66	-11.45%	-24.95%	1.02%	
	SPAIN	\$1,648	\$1,518	\$1,426	\$1,446	\$1,374	\$253	-5.73%	-5.00%	3.04%	
	SHERRY	\$2,859	\$2,656	\$2,409	\$2,288	\$2,126	\$407	-8.50%	-7.07%	2.26%	
VERMOUTH	FRANCE	\$284	\$241	\$228	\$220	\$218	\$48	-8.19%	-0.95%	11.50%	
	ITALY	\$2,529	\$2,425	\$2,321	\$2,254	\$2,207	\$502	-2.39%	-2.10%	6.47%	
	UNITED STATES OF AMERICA	\$3	\$5	\$6	\$9	\$8	\$1	-63.46%	-6.20%	53.64%	
	VERMOUTH	\$2,816	\$2,671	\$2,555	\$2,483	\$2,433	\$551	-3.22%	-2.01%	7.08%	

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

				2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
IMPORT APERITIF, DESSERT AND FORTIFIED WINE - TOTAL				\$17,173	\$16,431	\$15,853	\$16,123	\$16,118	\$3,385	0.31%	-0.03%	25.53%
TABLE WINE	ARGENTINA	RED	IMPORT BOTTLED	\$18,207	\$25,963	\$33,998	\$38,505	\$41,584	\$9,201	4.24%	8.00%	14.06%
		RED - TOTAL			\$18,207	\$25,963	\$33,998	\$38,505	\$41,584	\$9,201	4.24%	8.00%
	ROSE	IMPORT BOTTLED	\$0	\$27	\$71	\$118	\$134	\$13	-34.19%	13.84%	3.07%	
		ROSE - TOTAL			\$0	\$27	\$71	\$118	\$134	\$13	-34.19%	13.84%
	WHITE	IMPORT BOTTLED	\$2,122	\$3,039	\$4,056	\$4,468	\$4,978	\$1,223	12.22%	11.43%	9.00%	
		WHITE - TOTAL			\$2,122	\$3,039	\$4,056	\$4,468	\$4,978	\$1,223	12.22%	11.43%
	TOTAL			\$20,329	\$29,028	\$38,125	\$43,090	\$46,696	\$10,437	5.04%	8.37%	13.49%
	ARMENIA	RED	IMPORT BOTTLED	\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
			RED - TOTAL			\$0	\$0	\$0	\$0	\$0	n/a	n/a
		WHITE	IMPORT BOTTLED	\$1	\$1	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
WHITE - TOTAL			\$1	\$1	\$0	\$0	\$0	n/a	n/a	0.00%		
TOTAL			\$1	\$1	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
AUSTRALIA	RED	CANADA BOTTLED	\$309	\$136	\$113	\$51	\$0	\$0	-100.00%	-99.75%	0.00%	
		IMPORT BOTTLED	\$98,162	\$85,152	\$76,012	\$71,879	\$70,066	\$15,143	-4.29%	-2.52%	11.52%	
		RED - TOTAL			\$98,472	\$85,288	\$76,125	\$71,930	\$70,066	\$15,143	-4.29%	-2.59%
	ROSE	IMPORT BOTTLED	\$302	\$296	\$294	\$238	\$189	\$46	-22.29%	-20.80%	6.00%	
		ROSE - TOTAL			\$302	\$296	\$294	\$238	\$189	\$46	-22.29%	-20.80%
	WHITE	CANADA BOTTLED	\$443	\$119	\$62	\$21	\$0	\$0	n/a	-100.00%	0.00%	
		IMPORT BOTTLED	\$33,194	\$30,868	\$28,487	\$26,601	\$27,006	\$6,246	-2.61%	1.52%	8.42%	
		WHITE - TOTAL			\$33,638	\$30,987	\$28,550	\$26,622	\$27,006	\$6,246	-2.61%	1.44%
	TOTAL			\$132,412	\$116,570	\$104,969	\$98,790	\$97,261	\$21,436	-3.86%	-1.55%	10.65%
	AUSTRIA	RED	IMPORT BOTTLED	\$36	\$24	\$31	\$17	\$29	\$9	98.02%	68.37%	18.26%
RED - TOTAL			\$36	\$24	\$31	\$17	\$29	\$9	98.02%	68.37%	18.26%	
ROSE		IMPORT BOTTLED	\$12	\$6	\$6	\$0	\$0	\$0	n/a	n/a	0.00%	
		ROSE - TOTAL			\$12	\$6	\$6	\$0	\$0	\$0	n/a	n/a

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
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			2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012	
TABLE WINE	AUSTRIA	WHITE	IMPORT BOTTLED	\$205	\$173	\$212	\$287	\$225	\$57	-3.92%	-21.40%	29.96%
			WHITE - TOTAL	\$205	\$173	\$212	\$287	\$225	\$57	-3.92%	-21.40%	29.96%
			TOTAL	\$252	\$203	\$250	\$304	\$254	\$66	3.28%	-16.31%	28.63%
BULGARIA	RED	IMPORT BOTTLED	\$229	\$12	\$0	\$4	\$12	\$2	-29.97%	198.93%	4.38%	
			RED - TOTAL	\$229	\$12	\$0	\$4	\$12	\$2	-29.97%	198.93%	4.38%
			TOTAL	\$229	\$12	\$0	\$10	\$26	\$4	-33.62%	163.50%	3.75%
BULGARIA	WHITE	IMPORT BOTTLED	\$0	\$0	\$0	\$6	\$14	\$2	-36.25%	139.98%	3.23%	
			WHITE - TOTAL	\$0	\$0	\$0	\$6	\$14	\$2	-36.25%	139.98%	3.23%
			TOTAL	\$229	\$12	\$0	\$10	\$26	\$4	-33.62%	163.50%	3.75%
CHILE	RED	CANADA BOTTLED	\$2,775	\$2,490	\$2,049	\$1,556	\$1,185	\$252	-21.60%	-23.82%	22.20%	
		IMPORT BOTTLED	\$25,720	\$27,494	\$28,190	\$29,144	\$29,372	\$6,638	-1.98%	0.78%	6.96%	
			RED - TOTAL	\$28,495	\$29,984	\$30,239	\$30,700	\$30,557	\$6,890	-2.87%	-0.46%	7.55%
CHILE	ROSE	IMPORT BOTTLED	\$77	\$131	\$122	\$100	\$109	\$25	15.85%	8.18%	4.87%	
			ROSE - TOTAL	\$77	\$131	\$122	\$100	\$109	\$25	15.85%	8.18%	4.87%
			TOTAL	\$39,813	\$42,732	\$43,547	\$44,291	\$44,314	\$10,302	-0.49%	0.05%	8.67%
CHILE	WHITE	CANADA BOTTLED	\$2,024	\$1,983	\$1,590	\$1,162	\$867	\$177	-25.60%	-25.40%	23.27%	
		IMPORT BOTTLED	\$9,217	\$10,635	\$11,596	\$12,329	\$12,781	\$3,210	7.01%	3.66%	10.41%	
			WHITE - TOTAL	\$11,240	\$12,618	\$13,186	\$13,491	\$13,648	\$3,387	4.61%	1.16%	11.23%
CHINA	RED	IMPORT BOTTLED	\$61	\$79	\$60	\$43	\$23	\$2	-74.32%	-45.94%	5.48%	
			RED - TOTAL	\$61	\$79	\$60	\$43	\$23	\$2	-74.32%	-45.94%	5.48%
			TOTAL	\$68	\$84	\$64	\$49	\$37	\$5	-46.84%	-24.08%	4.54%
CHINA	WHITE	IMPORT BOTTLED	\$7	\$5	\$3	\$6	\$14	\$3	31.51%	130.51%	2.98%	
			WHITE - TOTAL	\$7	\$5	\$3	\$6	\$14	\$3	31.51%	130.51%	2.98%
			TOTAL	\$68	\$84	\$64	\$49	\$37	\$5	-46.84%	-24.08%	4.54%
CROATIA	RED	IMPORT BOTTLED	\$63	\$63	\$52	\$38	\$11	\$0	-97.82%	-70.04%	0.00%	
			RED - TOTAL	\$63	\$63	\$52	\$38	\$11	\$0	-97.82%	-70.04%	0.00%
			TOTAL	\$63	\$63	\$52	\$38	\$11	\$0	-97.82%	-70.04%	0.00%
CROATIA	WHITE	IMPORT BOTTLED	\$1	\$0	\$2	\$2	\$0	\$0	n/a	-100.00%	0.00%	
			WHITE - TOTAL	\$1	\$0	\$2	\$2	\$0	\$0	n/a	-100.00%	0.00%
			TOTAL	\$63	\$63	\$52	\$38	\$11	\$0	-97.82%	-70.04%	0.00%

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
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			2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
TABLE WINE	CROATIA	TOTAL	\$65	\$63	\$54	\$40	\$11	\$0	-97.82%	-71.74%	0.00%
	CZECH REPUBLIC	RED	IMPORT BOTTLED	\$19	\$16	\$4	\$0	\$0	n/a	-49.93%	0.00%
		RED - TOTAL	\$19	\$16	\$4	\$0	\$0	\$0	n/a	-49.93%	0.00%
	WHITE	IMPORT BOTTLED	\$23	\$19	\$6	\$0	\$0	\$0	n/a	-100.00%	0.00%
		WHITE - TOTAL	\$23	\$19	\$6	\$0	\$0	\$0	n/a	-100.00%	0.00%
TOTAL	\$42	\$35	\$10	\$0	\$0	\$0	\$0	n/a	-93.44%	0.00%	
FRANCE	RED	CANADA BOTTLED	\$927	\$1,103	\$1,336	\$1,191	\$1,383	\$337	14.21%	16.07%	1.56%
		IMPORT BOTTLED	\$31,393	\$34,583	\$30,382	\$31,636	\$37,365	\$7,667	17.65%	18.11%	9.08%
		RED - TOTAL	\$32,320	\$35,687	\$31,718	\$32,827	\$38,748	\$8,005	17.50%	18.04%	8.82%
	ROSE	IMPORT BOTTLED	\$684	\$867	\$1,160	\$1,079	\$1,268	\$396	35.16%	17.57%	9.11%
		ROSE - TOTAL	\$684	\$867	\$1,160	\$1,079	\$1,268	\$396	35.16%	17.57%	9.11%
	WHITE	CANADA BOTTLED	\$424	\$482	\$570	\$345	\$480	\$120	22.43%	39.23%	1.51%
		IMPORT BOTTLED	\$13,043	\$12,375	\$11,441	\$11,572	\$11,763	\$2,906	10.90%	1.64%	17.35%
		WHITE - TOTAL	\$13,468	\$12,857	\$12,010	\$11,917	\$12,243	\$3,026	11.32%	2.73%	16.73%
	TOTAL	\$46,471	\$49,411	\$44,888	\$45,823	\$52,259	\$11,426	16.31%	14.04%	10.68%	
	GEORGIA	RED	IMPORT BOTTLED	\$0	\$0	\$10	\$179	\$178	\$35	-19.82%	-0.17%
RED - TOTAL			\$0	\$0	\$10	\$179	\$178	\$35	-19.82%	-0.17%	1.17%
WHITE		IMPORT BOTTLED	\$0	\$0	\$1	\$2	\$12	\$3	278.19%	488.22%	0.50%
		WHITE - TOTAL	\$0	\$0	\$1	\$2	\$12	\$3	278.19%	488.22%	0.50%
TOTAL		\$0	\$0	\$11	\$181	\$191	\$38	-14.64%	5.54%	1.13%	
GERMANY	ICE WINE WHITE	IMPORT BOTTLED	\$1	\$0	\$0	\$0	\$2	\$0	n/a	n/a	0.00%
		ICE WINE WHITE - TOTAL	\$1	\$0	\$0	\$0	\$2	\$0	n/a	n/a	0.00%
	RED	IMPORT BOTTLED	\$166	\$262	\$225	\$253	\$173	\$45	-20.39%	-31.74%	8.29%
		RED - TOTAL	\$166	\$262	\$225	\$253	\$173	\$45	-20.39%	-31.74%	8.29%
	WHITE	IMPORT BOTTLED	\$6,791	\$7,193	\$6,929	\$7,242	\$7,228	\$1,631	-2.48%	-0.20%	7.83%
WHITE - TOTAL		\$6,791	\$7,193	\$6,929	\$7,242	\$7,228	\$1,631	-2.48%	-0.20%	7.83%	

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
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			2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012	
TABLE WINE	GERMANY	TOTAL	\$6,958	\$7,455	\$7,154	\$7,495	\$7,403	\$1,676	-3.06%	-1.26%	7.84%	
	GREECE	RED	IMPORT BOTTLED	\$1,051	\$875	\$765	\$703	\$651	\$147	-9.97%	-7.42%	65.89%
		RED - TOTAL	\$1,051	\$875	\$765	\$703	\$651	\$147	-9.97%	-7.42%	65.89%	
	ROSE	IMPORT BOTTLED	\$0	\$1	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
		ROSE - TOTAL	\$0	\$1	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
	WHITE	IMPORT BOTTLED	\$789	\$667	\$660	\$652	\$587	\$137	-14.28%	-9.94%	57.44%	
		WHITE - TOTAL	\$789	\$667	\$660	\$652	\$587	\$137	-14.28%	-9.94%	57.44%	
	TOTAL	\$1,840	\$1,542	\$1,425	\$1,354	\$1,237	\$283	-12.10%	-8.63%	61.88%		
	HUNGARY	RED	IMPORT BOTTLED	\$421	\$291	\$272	\$257	\$237	\$47	-9.25%	-7.81%	1.30%
		RED - TOTAL	\$421	\$291	\$272	\$257	\$237	\$47	-9.25%	-7.81%	1.30%	
		WHITE	IMPORT BOTTLED	\$1,154	\$977	\$1,058	\$1,054	\$1,126	\$250	-9.06%	6.84%	5.98%
		WHITE - TOTAL	\$1,154	\$977	\$1,058	\$1,054	\$1,126	\$250	-9.06%	6.84%	5.98%	
	TOTAL	\$1,576	\$1,268	\$1,330	\$1,311	\$1,363	\$298	-9.09%	3.96%	5.16%		
	INDIA	RED	IMPORT BOTTLED	\$1	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
		RED - TOTAL	\$1	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
ROSE		IMPORT BOTTLED	\$4	\$4	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
ROSE - TOTAL		\$4	\$4	\$0	\$0	\$0	\$0	n/a	n/a	0.00%		
TOTAL		\$6	\$4	\$0	\$0	\$0	\$0	n/a	n/a	0.00%		
ISRAEL	RED	IMPORT BOTTLED	\$149	\$227	\$169	\$164	\$151	\$45	-24.15%	-7.83%	3.50%	
	RED - TOTAL	\$149	\$227	\$169	\$164	\$151	\$45	-24.15%	-7.83%	3.50%		
	ROSE	IMPORT BOTTLED	\$0	\$0	\$0	\$4	\$16	\$4	101.06%	247.53%	30.61%	
	ROSE - TOTAL	\$0	\$0	\$0	\$4	\$16	\$4	101.06%	247.53%	30.61%		
	TOTAL	\$61	\$79	\$66	\$80	\$70	\$17	-25.42%	-13.37%	2.13%		

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
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			2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012	
TABLE WINE	ISRAEL	TOTAL	\$210	\$305	\$236	\$248	\$236	\$66	-21.62%	-4.99%	4.90%	
	ITALY	RED	IMPORT BOTTLED	\$38,479	\$35,881	\$36,707	\$36,869	\$38,080	\$8,344	-2.48%	3.28%	21.93%
		RED - TOTAL	\$38,479	\$35,881	\$36,707	\$36,869	\$38,080	\$8,344	-2.48%	3.28%	21.93%	
	ROSE	IMPORT BOTTLED	\$50	\$62	\$246	\$630	\$802	\$193	-1.16%	27.14%	3.47%	
		ROSE - TOTAL	\$50	\$62	\$246	\$630	\$802	\$193	-1.16%	27.14%	3.47%	
	WHITE	IMPORT BOTTLED	\$15,642	\$16,175	\$16,856	\$18,190	\$19,847	\$4,865	8.69%	9.11%	22.74%	
		WHITE - TOTAL	\$15,642	\$16,175	\$16,856	\$18,190	\$19,847	\$4,865	8.69%	9.11%	22.74%	
	TOTAL	\$54,171	\$52,117	\$53,809	\$55,689	\$58,728	\$13,403	1.32%	5.46%	21.95%		
	LEBANON	RED	IMPORT BOTTLED	\$67	\$26	\$28	\$26	\$21	\$5	-29.17%	-18.68%	23.20%
		RED - TOTAL	\$67	\$26	\$28	\$26	\$21	\$5	-29.17%	-18.68%	23.20%	
		ROSE	IMPORT BOTTLED	\$5	\$2	\$1	\$3	\$6	\$3	110.00%	83.66%	95.45%
		ROSE - TOTAL	\$5	\$2	\$1	\$3	\$6	\$3	110.00%	83.66%	95.45%	
WHITE		IMPORT BOTTLED	\$15	\$6	\$6	\$7	\$4	\$0	-98.06%	-43.33%	0.00%	
WHITE - TOTAL		\$15	\$6	\$6	\$7	\$4	\$0	-98.06%	-43.33%	0.00%		
TOTAL	\$88	\$35	\$35	\$36	\$31	\$7	-21.54%	-14.34%	40.05%			
MEXICO	RED	IMPORT BOTTLED	\$18	\$22	\$16	\$20	\$15	\$2	-40.11%	-26.23%	8.98%	
	RED - TOTAL	\$18	\$22	\$16	\$20	\$15	\$2	-40.11%	-26.23%	8.98%		
	WHITE	IMPORT BOTTLED	\$1	\$2	\$4	\$6	\$2	\$0	-72.02%	-64.77%	0.00%	
	WHITE - TOTAL	\$1	\$2	\$4	\$6	\$2	\$0	-72.02%	-64.77%	0.00%		
TOTAL	\$19	\$24	\$20	\$26	\$17	\$2	-47.59%	-35.44%	10.13%			
MOLDOVA, REPUBLIC OF	RED	IMPORT BOTTLED	\$3	\$1	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
	RED - TOTAL	\$3	\$1	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
	WHITE	IMPORT BOTTLED	\$1	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
	WHITE - TOTAL	\$1	\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
TOTAL	\$3	\$1	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%		
MONTENEGRO	RED	IMPORT BOTTLED	\$60	\$51	\$53	\$63	\$60	\$13	0.81%	-5.41%	2.22%	

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TABLE WINE	MONTENEGRO	RED	RED - TOTAL	\$60	\$51	\$53	\$63	\$60	\$13	0.81%	-5.41%	2.22%
		TOTAL		\$60	\$51	\$53	\$63	\$60	\$13	0.81%	-5.41%	2.22%
MOROCCO	RED	IMPORT BOTTLED		\$20	\$5	\$0	\$0	\$0	\$0	n/a	-100.00%	0.00%
		RED - TOTAL		\$20	\$5	\$0	\$0	\$0	\$0	n/a	-100.00%	0.00%
		TOTAL		\$20	\$5	\$0	\$0	\$0	\$0	n/a	-100.00%	0.00%
NEW ZEALAND	RED	IMPORT BOTTLED		\$1,771	\$1,680	\$1,966	\$2,255	\$2,701	\$698	32.61%	19.79%	18.10%
		RED - TOTAL		\$1,771	\$1,680	\$1,966	\$2,255	\$2,701	\$698	32.61%	19.79%	18.10%
	ROSE	IMPORT BOTTLED		\$51	\$42	\$15	\$26	\$5	\$0	-100.00%	-78.86%	0.00%
		ROSE - TOTAL		\$51	\$42	\$15	\$26	\$5	\$0	-100.00%	-78.86%	0.00%
	WHITE	CANADA BOTTLED		\$0	\$0	\$0	\$0	\$5	\$5	n/a	n/a	61.43%
		IMPORT BOTTLED		\$11,345	\$12,052	\$14,857	\$18,025	\$21,886	\$5,852	23.35%	21.42%	21.68%
WHITE - TOTAL		\$11,345	\$12,052	\$14,857	\$18,025	\$21,891	\$5,857	23.46%	21.45%	21.69%		
TOTAL		\$13,166	\$13,774	\$16,838	\$20,306	\$24,598	\$6,555	24.21%	21.14%	21.29%		
PORTUGAL	RED	IMPORT BOTTLED		\$1,571	\$1,690	\$1,655	\$2,104	\$1,832	\$387	-35.86%	-12.94%	6.10%
		RED - TOTAL		\$1,571	\$1,690	\$1,655	\$2,104	\$1,832	\$387	-35.86%	-12.94%	6.10%
	ROSE	IMPORT BOTTLED		\$695	\$694	\$719	\$872	\$793	\$188	1.06%	-9.02%	2.47%
		ROSE - TOTAL		\$695	\$694	\$719	\$872	\$793	\$188	1.06%	-9.02%	2.47%
	WHITE	IMPORT BOTTLED		\$889	\$1,149	\$1,302	\$1,343	\$1,506	\$474	13.89%	12.16%	3.41%
		WHITE - TOTAL		\$889	\$1,149	\$1,302	\$1,343	\$1,506	\$474	13.89%	12.16%	3.41%
TOTAL		\$3,155	\$3,533	\$3,676	\$4,319	\$4,131	\$1,049	-12.99%	-4.34%	4.42%		
ROMANIA	RED	IMPORT BOTTLED		\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
		RED - TOTAL		\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
	WHITE	IMPORT BOTTLED		\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
		WHITE - TOTAL		\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
TOTAL		\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%		
SLOVAK REPUBLIC	RED	IMPORT BOTTLED		\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

				2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
TABLE WINE	SLOVAK REPUBLIC	RED	RED - TOTAL	\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
		TOTAL		\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
SLOVENIA	RED	IMPORT BOTTLED		\$0	\$0	\$0	\$1	\$0	\$0	-100.00%	-100.00%	0.00%
		RED - TOTAL		\$0	\$0	\$0	\$1	\$0	\$0	-100.00%	-100.00%	0.00%
	WHITE	IMPORT BOTTLED		\$0	\$14	\$6	\$1	\$0	\$0	-23.05%	-81.81%	0.00%
		WHITE - TOTAL		\$0	\$14	\$6	\$1	\$0	\$0	-23.05%	-81.81%	0.00%
TOTAL			\$0	\$14	\$6	\$2	\$0	\$0	-54.51%	-90.16%	0.00%	
SOUTH AFRICA	RED	CANADA BOTTLED		\$12	\$5	\$11	\$1	\$0	\$0	n/a	-100.00%	0.00%
		IMPORT BOTTLED		\$9,629	\$9,716	\$8,797	\$8,341	\$8,246	\$1,822	1.41%	-1.14%	5.69%
		RED - TOTAL		\$9,641	\$9,721	\$8,808	\$8,343	\$8,246	\$1,822	1.41%	-1.15%	5.69%
	ROSE	IMPORT BOTTLED		\$19	\$24	\$8	\$26	\$1	\$1	n/a	-97.09%	0.00%
		ROSE - TOTAL		\$19	\$24	\$8	\$26	\$1	\$1	n/a	-97.09%	0.00%
	WHITE	CANADA BOTTLED		\$8	\$5	\$9	\$2	\$0	\$0	n/a	-100.00%	0.00%
		IMPORT BOTTLED		\$4,690	\$4,614	\$4,545	\$5,016	\$5,194	\$1,203	-4.68%	3.55%	7.93%
		WHITE - TOTAL		\$4,699	\$4,620	\$4,554	\$5,017	\$5,194	\$1,203	-4.68%	3.52%	7.93%
TOTAL			\$14,358	\$14,365	\$13,370	\$13,386	\$13,441	\$3,026	-1.10%	0.41%	6.56%	
SPAIN	RED	IMPORT BOTTLED		\$12,133	\$11,661	\$12,105	\$14,383	\$16,546	\$3,691	0.76%	15.04%	7.78%
		RED - TOTAL		\$12,133	\$11,661	\$12,105	\$14,383	\$16,546	\$3,691	0.76%	15.04%	7.78%
	ROSE	IMPORT BOTTLED		\$138	\$243	\$181	\$226	\$184	\$61	34.88%	-18.71%	13.11%
		ROSE - TOTAL		\$138	\$243	\$181	\$226	\$184	\$61	34.88%	-18.71%	13.11%
	WHITE	IMPORT BOTTLED		\$685	\$709	\$739	\$975	\$1,015	\$248	-19.90%	4.08%	17.71%
WHITE - TOTAL			\$685	\$709	\$739	\$975	\$1,015	\$248	-19.90%	4.08%	17.71%	
TOTAL			\$12,956	\$12,612	\$13,025	\$15,584	\$17,745	\$4,000	-0.45%	13.86%	8.40%	
SWITZERLAND	RED	IMPORT BOTTLED		\$2	\$1	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
		RED - TOTAL		\$2	\$1	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
	WHITE	IMPORT BOTTLED		\$1	\$1	\$0	\$9	\$0	\$0	-100.00%	-99.53%	0.00%

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
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			2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012	
TABLE WINE	SWITZERLAND	WHITE	WHITE - TOTAL	\$1	\$1	\$0	\$9	\$0	-100.00%	-99.53%	0.00%	
		TOTAL	\$3	\$2	\$0	\$9	\$0	-100.00%	-99.53%	0.00%		
TURKEY	RED	IMPORT BOTTLED		\$0	\$0	\$3	\$5	\$5	\$1	-77.88%	14.72%	12.70%
		RED - TOTAL	\$0	\$0	\$3	\$5	\$5	\$1	-77.88%	14.72%	12.70%	
		TOTAL	\$0	\$0	\$3	\$5	\$5	\$1	-77.88%	14.72%	12.70%	
UNITED STATES OF AMERICA	ICE WINE WHITE	IMPORT BOTTLED		\$0	\$0	\$0	\$0	\$2	\$0	n/a	n/a	0.00%
		ICE WINE WHITE - TOTAL	\$0	\$0	\$0	\$0	\$2	\$0	n/a	n/a	0.00%	
	RED	CANADA BOTTLED		\$3,585	\$3,730	\$3,671	\$3,293	\$2,888	\$614	-13.58%	-12.29%	1.58%
		IMPORT BOTTLED		\$49,303	\$49,475	\$50,928	\$56,254	\$66,623	\$15,834	18.07%	18.43%	19.37%
		RED - TOTAL	\$52,888	\$53,205	\$54,599	\$59,547	\$69,511	\$16,448	16.47%	16.73%	18.63%	
	ROSE	CANADA BOTTLED		\$92	\$89	\$76	\$15	\$8	\$2	3.57%	-46.00%	0.00%
		IMPORT BOTTLED		\$4,794	\$4,551	\$4,332	\$4,276	\$4,161	\$951	-3.36%	-2.68%	6.70%
	ROSE - TOTAL	\$4,886	\$4,640	\$4,408	\$4,290	\$4,169	\$953	-3.34%	-2.83%	6.69%		
	WHITE	CANADA BOTTLED		\$1,992	\$2,002	\$1,907	\$1,677	\$1,345	\$264	-31.85%	-19.78%	2.43%
		IMPORT BOTTLED		\$20,876	\$21,972	\$22,642	\$24,316	\$26,340	\$6,460	4.48%	8.33%	15.66%
WHITE - TOTAL		\$22,868	\$23,974	\$24,549	\$25,993	\$27,686	\$6,724	2.34%	6.51%	15.02%		
TOTAL	\$80,642	\$81,818	\$83,556	\$89,831	\$101,368	\$24,125	11.29%	12.84%	17.15%			
URUGUAY	RED	IMPORT BOTTLED		\$17	\$17	\$37	\$45	\$19	\$3	-40.99%	-56.78%	1.44%
		RED - TOTAL	\$17	\$17	\$37	\$45	\$19	\$3	-40.99%	-56.78%	1.44%	
	WHITE	IMPORT BOTTLED		\$0	\$0	\$0	\$1	\$1	\$0	n/a	56.55%	0.00%
		WHITE - TOTAL	\$0	\$0	\$0	\$1	\$1	\$0	n/a	56.55%	0.00%	
TOTAL	\$17	\$17	\$37	\$46	\$20	\$3	-40.99%	-55.36%	1.44%			
IMPORT TABLE WINE - SUMMARY	CANADA BOTTLED		\$12,592	\$12,144	\$11,395	\$9,314	\$8,163	\$1,771	-13.69%	-12.36%	7.05%	
	IMPORT BOTTLED		\$416,340	\$414,938	\$415,098	\$432,976	\$463,270	\$106,450	4.93%	7.00%	14.05%	
IMPORT TABLE WINE - TOTAL		\$428,932	\$427,082	\$426,493	\$442,290	\$471,433	\$108,221	4.56%	6.59%	13.93%		
SPARKLING WINE	ARGENTINA	RED		\$0	\$0	\$0	\$1	\$2	\$1	133.34%	33.33%	0.00%

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

			2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
SPARKLING WINE	ARGENTINA	ROSE	\$0	\$0	\$1	\$2	\$4	\$0	-100.00%	111.22%	0.00%
		WHITE	\$18	\$35	\$61	\$40	\$65	\$20	166.93%	63.05%	9.87%
	TOTAL	\$18	\$35	\$62	\$43	\$70	\$21	152.06%	64.09%	11.00%	
AUSTRALIA	RED	\$350	\$282	\$214	\$177	\$168	\$31	-7.36%	-5.24%	0.52%	
	ROSE	\$559	\$896	\$1,332	\$1,266	\$1,207	\$283	12.41%	-4.68%	4.75%	
	WHITE	\$1,910	\$2,067	\$1,855	\$1,612	\$1,499	\$295	-3.71%	-7.04%	5.19%	
	TOTAL	\$2,820	\$3,245	\$3,401	\$3,056	\$2,874	\$608	2.95%	-5.96%	4.73%	
AUSTRIA	ROSE	\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
	TOTAL	\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
CHILE	RED	\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
	ROSE	\$99	\$284	\$277	\$338	\$337	\$63	-22.64%	-0.35%	1.58%	
	WHITE	\$18	\$11	\$0	\$2	\$2	\$0	n/a	26.12%	0.00%	
	TOTAL	\$117	\$295	\$278	\$340	\$339	\$63	-22.64%	-0.22%	1.58%	
CHINA	WHITE	\$0	\$0	\$0	\$1	\$4	\$1	50.86%	275.06%	2.30%	
	TOTAL	\$0	\$0	\$0	\$1	\$4	\$1	50.86%	275.06%	2.30%	
CZECH REPUBLIC	WHITE	\$13	\$16	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
	TOTAL	\$13	\$16	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
FRANCE	RED	\$0	\$0	\$0	\$0	\$21	\$0	n/a	n/a	0.00%	
	ROSE	\$1,056	\$1,158	\$1,190	\$1,434	\$1,599	\$327	7.22%	11.48%	17.30%	
	ROSE TABLE WINE	\$0	\$0	\$4	\$55	\$104	\$23	129.98%	90.25%	6.83%	
	WHITE	\$11,519	\$10,276	\$9,989	\$9,784	\$10,159	\$1,920	-0.06%	3.83%	28.26%	
	WHITE TABLE WINE	\$95	\$140	\$154	\$204	\$155	\$30	-26.95%	-23.97%	12.69%	
	TOTAL	\$12,671	\$11,574	\$11,336	\$11,477	\$12,039	\$2,301	1.01%	4.71%	26.41%	
GERMANY	ROSE	\$0	\$0	\$256	\$257	\$344	\$61	48.97%	33.92%	3.83%	
	WHITE	\$2,526	\$2,538	\$2,649	\$2,863	\$2,804	\$478	-3.82%	-2.07%	11.50%	
	TOTAL	\$2,527	\$2,538	\$2,904	\$3,120	\$3,148	\$539	0.23%	0.89%	10.66%	

IMPORT WINE MARKET
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SPARKLING WINE	HUNGARY	WHITE	\$221	\$295	\$312	\$306	\$265	\$46	-22.95%	-13.59%	2.32%
		TOTAL	\$221	\$295	\$312	\$306	\$265	\$46	-22.95%	-13.59%	2.32%
	INDIA	WHITE	\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
		TOTAL	\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
	ISRAEL	WHITE	\$4	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
		TOTAL	\$4	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
	ITALY	RED	\$0	\$0	\$1	\$0	\$3	\$1	n/a	n/a	42.86%
		ROSE	\$83	\$143	\$236	\$229	\$226	\$40	-8.89%	-1.27%	13.18%
		WHITE	\$2,464	\$2,847	\$3,447	\$3,886	\$4,435	\$922	12.50%	14.13%	24.48%
		TOTAL	\$2,547	\$2,990	\$3,684	\$4,115	\$4,664	\$962	11.42%	13.27%	23.95%
	NEW ZEALAND	ROSE	\$0	\$4	\$1	\$3	\$99	\$27	1,567.92%	3,765.92%	6.14%
		WHITE	\$90	\$98	\$59	\$229	\$353	\$64	-6.90%	54.43%	8.26%
		TOTAL	\$90	\$102	\$60	\$231	\$452	\$92	29.73%	95.49%	7.80%
	PORTUGAL	ROSE	\$0	\$12	\$13	\$8	\$0	\$0	-100.00%	-100.00%	0.00%
		WHITE	\$0	\$6	\$6	\$6	\$4	\$1	8,158.21%	-33.52%	34.09%
		TOTAL	\$0	\$18	\$19	\$15	\$4	\$1	3,018.67%	-71.37%	34.09%
	SOUTH AFRICA	ROSE	\$0	\$6	\$3	\$3	\$3	\$0	-75.00%	10.01%	0.00%
		WHITE	\$50	\$42	\$328	\$307	\$256	\$60	-15.99%	-16.64%	5.64%
		TOTAL	\$50	\$48	\$331	\$310	\$259	\$60	-16.86%	-16.41%	5.64%
	SPAIN	RED	\$1	\$0	\$1	\$1	\$1	\$0	-100.00%	93.98%	0.00%
		ROSE	\$307	\$287	\$311	\$361	\$277	\$50	-25.62%	-23.23%	12.49%
		WHITE	\$4,791	\$4,480	\$4,686	\$4,815	\$4,729	\$923	-1.65%	-1.77%	16.73%
		TOTAL	\$5,098	\$4,768	\$4,997	\$5,176	\$5,008	\$973	-3.30%	-3.26%	16.49%
	UNITED STATES OF AMERICA	ROSE	\$26	\$85	\$250	\$97	\$33	\$5	-64.61%	-66.06%	0.67%
		WHITE	\$2,109	\$1,802	\$1,904	\$1,898	\$1,788	\$335	-14.11%	-5.76%	11.46%
		TOTAL	\$2,135	\$1,887	\$2,154	\$1,995	\$1,821	\$340	-15.92%	-8.71%	11.26%

IMPORT WINE MARKET
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	2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
IMPORT SPARKLING WINE - TOTAL	\$28,310	\$27,813	\$29,537	\$30,185	\$30,947	\$6,009	0.57%	2.53%	18.95%
WINE - GIFT PACKS									
AUSTRALIA	\$502	\$128	\$127	\$61	\$0	\$0	-100.00%	-99.92%	0.00%
CHILE	\$0	\$0	\$0	\$0	\$17	\$1	n/a	n/a	0.70%
FRANCE	\$96	\$57	\$87	\$160	\$156	\$5	-48.42%	-2.55%	1.77%
ITALY	\$42	\$84	\$0	\$0	\$30	\$0	n/a	n/a	0.00%
PORTUGAL	\$0	\$7	\$3	\$0	\$0	\$0	n/a	n/a	0.00%
SOUTH AFRICA	\$0	\$0	\$101	\$0	\$0	\$0	n/a	-100.00%	0.00%
SPAIN	\$0	\$0	\$48	\$24	\$0	\$0	n/a	-100.00%	0.00%
UNITED STATES OF AMERICA	\$4	\$0	\$0	\$0	\$43	\$0	n/a	n/a	0.00%
IMPORT WINE - GIFT PACKS - TOTAL	\$643	\$276	\$366	\$245	\$246	\$5	-41.24%	0.38%	2.22%
IMPORT WINE - TOTAL	\$475,058	\$471,602	\$472,249	\$488,842	\$518,744	\$117,620	4.22%	6.12%	14.58%

GLOSSARY AND EXPLANATORY NOTES

"CANADA BOTTLED"	This is used in the imported wine market section to show wines that were imported in bulk and bottled in Canada.
"IMPORT BOTTLED"	This is used in the imported wine market section to indicate imported wine bottled outside of Canada.
Domestic Beer	a) Breweries with annual production of over 160,000 HL are commercial breweries b) Breweries with annual production of up to 160,000 HL include regional breweries, small breweries and brew pubs
Negative Sales	Occasionally, negative sales are reported. This is usually due to adjustments or product returns.
Periods	Refers to the LDB's financial periods which correspond approximately to calendar months.
Retail Dollar Sales	Value of sales before any applicable discounts are applied and without GST or PST.
Vintners Quality Alliance (VQA)	This is a quality designation for wine. British Columbia VQA wines are made entirely from grapes grown in the province and are certified by a panel of experts.

Contact Information

For more information about the Quarterly Market Review, please contact the LDB's Information and Privacy Department:

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