



# QUARTERLY MARKET REVIEW

JUNE 2013



**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).

Note: Between July 1, 2010 and March 31, 2013 the harmonized sales tax (HST) was in effect in British Columbia.

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.).

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.

<b>BEER- DOMESTIC</b>	% Change
Breweries with Annual Production over 160,000HL - Draft	-6.46%
Breweries with Annual Production over 160,000HL - Packaged	-5.19%
Breweries with Annual Production over 15,000 and up to 160,000HL - Draft	7.07%
Breweries with Annual Production over 15,000 and up to 160,000HL - Packaged	3.92%
Breweries with Annual Production up to 15,000HL - Draft	24.10%
Breweries with Annual Production up to 15,000HL - Packaged	48.13%

<b>BEER - IMPORTED</b>	% Change
UNITED STATES OF AMERICA	-2.70%
MEXICO	3.54%
NETHERLANDS	-4.33%
BELGIUM	0.51%
GERMANY	2.60%
IRELAND	-1.96%

<b>CIDER - DOMESTIC</b>	% Change
CIDER	8.32%

<b>CIDER - IMPORTED</b>	% Change
CIDER	14.97%

<b>COOLERS - DOMESTIC</b>	% Change
WINE	-22.53%
SPIRIT	4.68%
BEER	/0

<b>COOLERS - IMPORTED</b>	% Change
WINE	1.77%
SPIRIT	4.68%
BEER	1,592.36%

<b>SPIRITS - DOMESTIC</b>	% Change
CANADIAN WHISKY	-3.38%
VODKA	-3.05%
RUM	-7.16%
LIQUEURS	4.38%
GIN	-3.25%
BRANDY	-13.50%

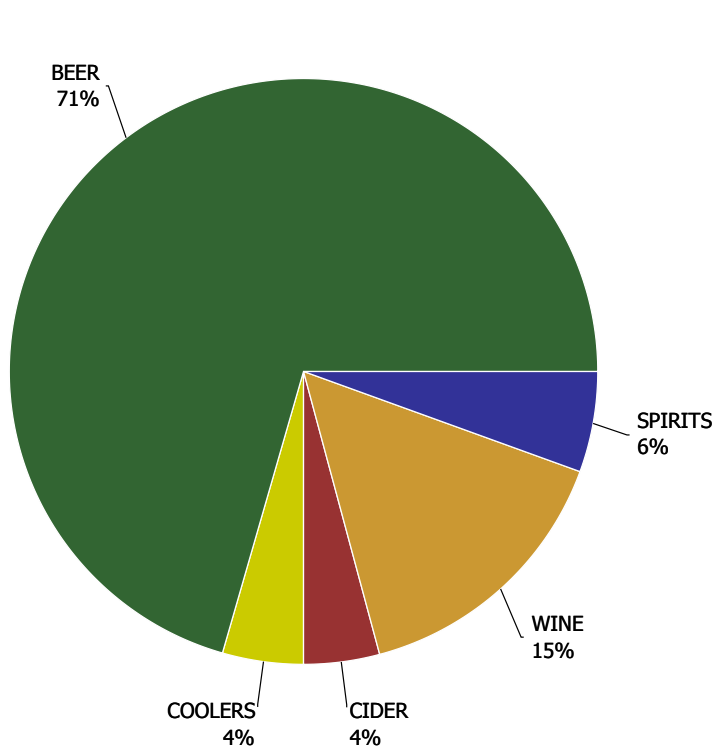
<b>SPIRITS - IMPORTED</b>	% Change
SCOTCH WHISKY	-3.22%
VODKA	-1.55%
RUM	-1.76%
LIQUEURS	-5.67%
GIN	6.31%
BRANDY	-6.28%

<b>WINE - DOMESTIC</b>	% Change
TABLE WINE RED	-2.72%
TABLE WINE ROSE	3.77%
TABLE WINE WHITE	0.73%
SPARKLING WINE	0.30%
APERITIF, DESSERT AND FORTIFIED WINE	-8.89%

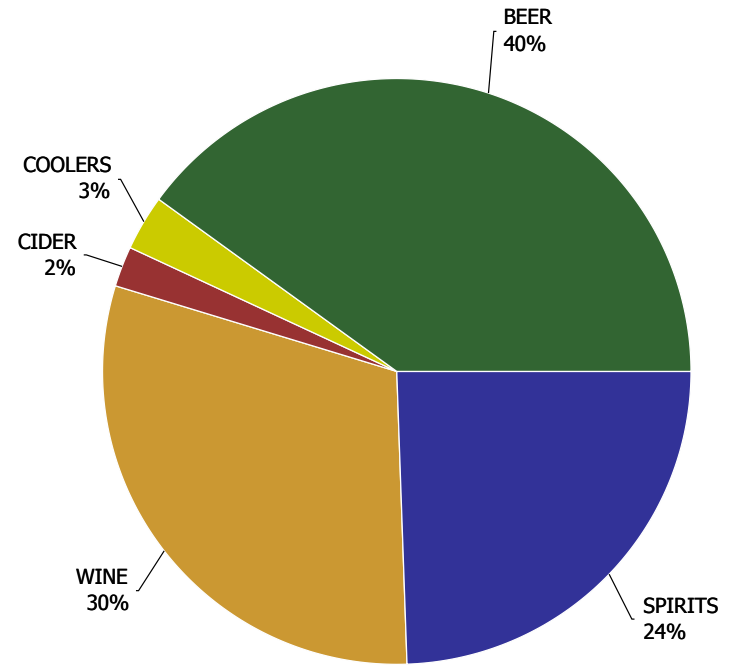
<b>WINE - IMPORTED</b>	% Change
TABLE WINE RED	-3.92%
TABLE WINE ROSE	5.28%
TABLE WINE WHITE	0.20%
SPARKLING WINE	7.47%
APERITIF, DESSERT AND FORTIFIED WINE	-2.01%

# Total Market Share

**Total Market Share**  
Current Quarter by Volume (Litres)

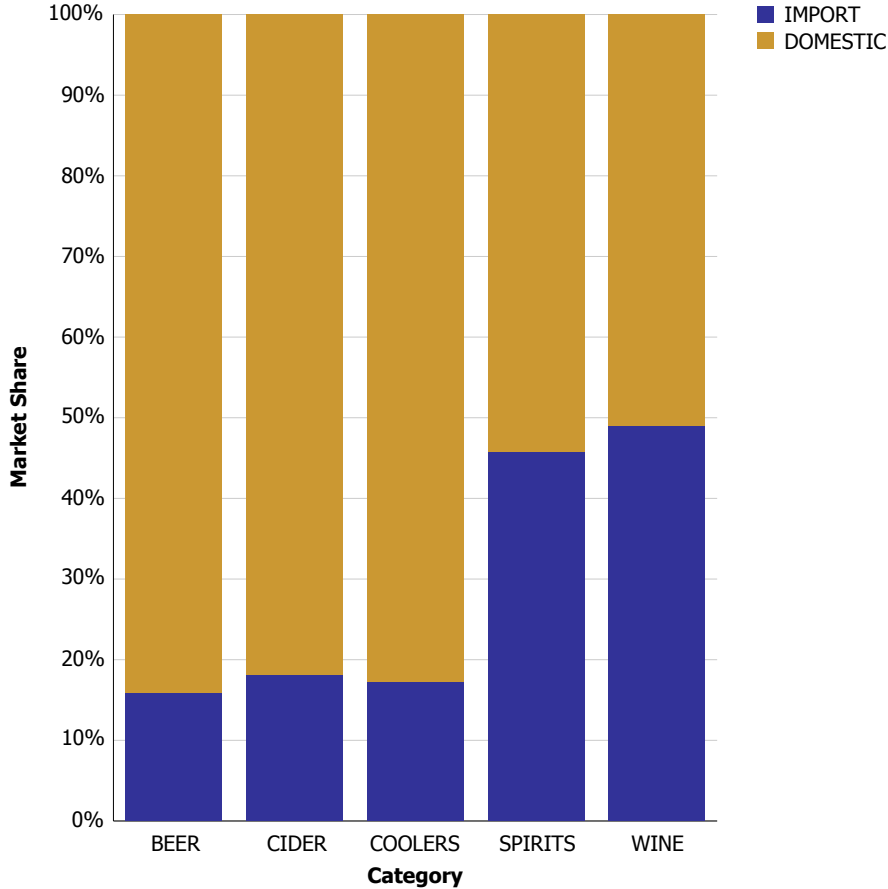


**Total Market Share**  
Current Quarter by Retail Dollars

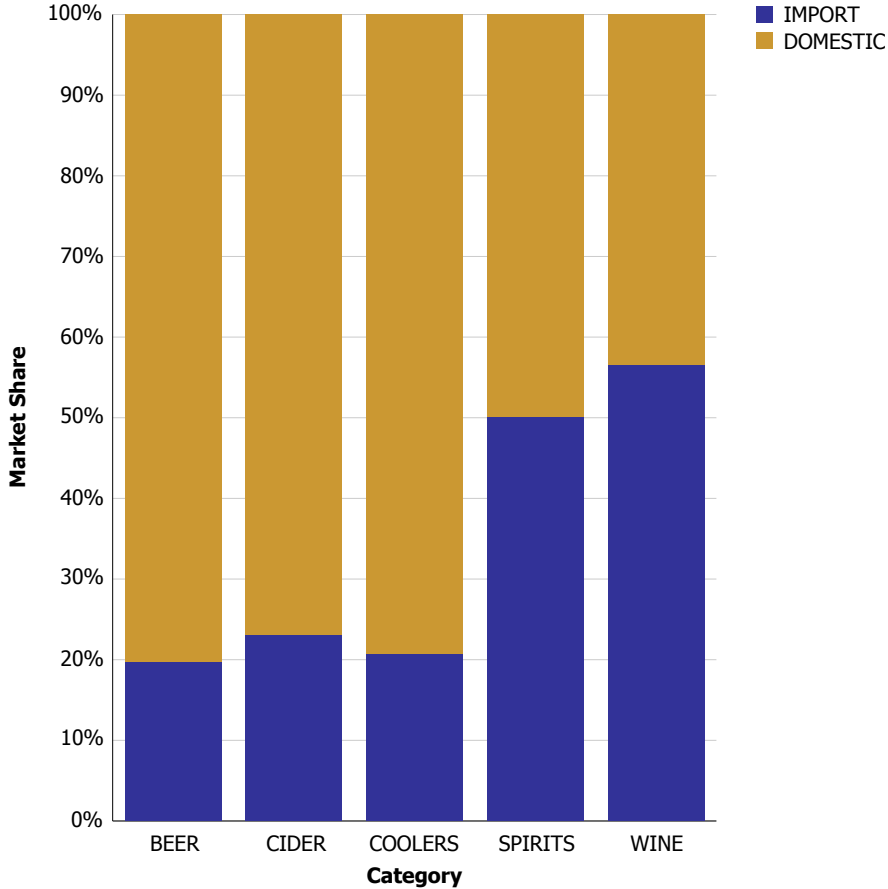


# Domestic-Import Share by Category

**Current Quarter by Volume (Litres)**



**Current Quarter by Retail Dollars**



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

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
BEER	DOMESTIC	238,274,195	238,668,104	222,579,203	224,328,630	227,619,343	55,728,663	0.86%	1.47%	22.23%
	IMPORT	47,745,386	47,354,621	50,373,035	43,093,313	43,400,367	10,542,137	1.18%	0.71%	21.36%
	<b>BEER</b>	<b>286,019,581</b>	<b>286,022,725</b>	<b>272,952,238</b>	<b>267,421,943</b>	<b>271,019,711</b>	<b>66,270,800</b>	<b>0.92%</b>	<b>1.35%</b>	<b>22.09%</b>
COOLERS AND CIDERS	DOMESTIC	19,975,910	22,120,058	21,950,350	22,436,185	24,018,925	6,528,336	10.52%	7.05%	6.17%
	IMPORT	4,077,079	3,688,862	3,639,843	3,669,670	4,600,304	1,395,259	42.22%	25.36%	17.90%
	<b>COOLERS AND CIDERS</b>	<b>24,052,989</b>	<b>25,808,920</b>	<b>25,590,193</b>	<b>26,105,856</b>	<b>28,619,229</b>	<b>7,923,595</b>	<b>15.03%</b>	<b>9.63%</b>	<b>8.05%</b>
SPIRITS	DOMESTIC	14,815,493	14,067,223	13,194,512	13,008,388	12,881,124	2,895,733	-1.30%	-0.98%	10.95%
	IMPORT	10,521,692	10,610,257	10,623,490	11,079,099	11,327,751	2,438,779	0.15%	2.24%	14.42%
	<b>SPIRITS</b>	<b>25,337,185</b>	<b>24,677,480</b>	<b>23,818,002</b>	<b>24,087,486</b>	<b>24,208,876</b>	<b>5,334,512</b>	<b>-0.64%</b>	<b>0.50%</b>	<b>12.57%</b>
WINE	DOMESTIC	27,556,532	29,030,863	30,295,343	30,920,397	32,353,878	7,316,450	3.66%	4.64%	13.89%
	IMPORT	29,698,899	30,095,482	29,907,016	30,923,861	31,391,646	7,017,680	-0.75%	1.51%	11.71%
	<b>WINE</b>	<b>57,255,431</b>	<b>59,126,345</b>	<b>60,202,360</b>	<b>61,844,258</b>	<b>63,745,524</b>	<b>14,334,130</b>	<b>1.46%</b>	<b>3.07%</b>	<b>12.82%</b>
<b>TOTAL LIQUOR MARKET</b>		<b>392,665,186</b>	<b>395,635,470</b>	<b>382,562,792</b>	<b>379,459,543</b>	<b>387,593,340</b>	<b>93,863,037</b>	<b>1.96%</b>	<b>2.14%</b>	<b>18.94%</b>

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

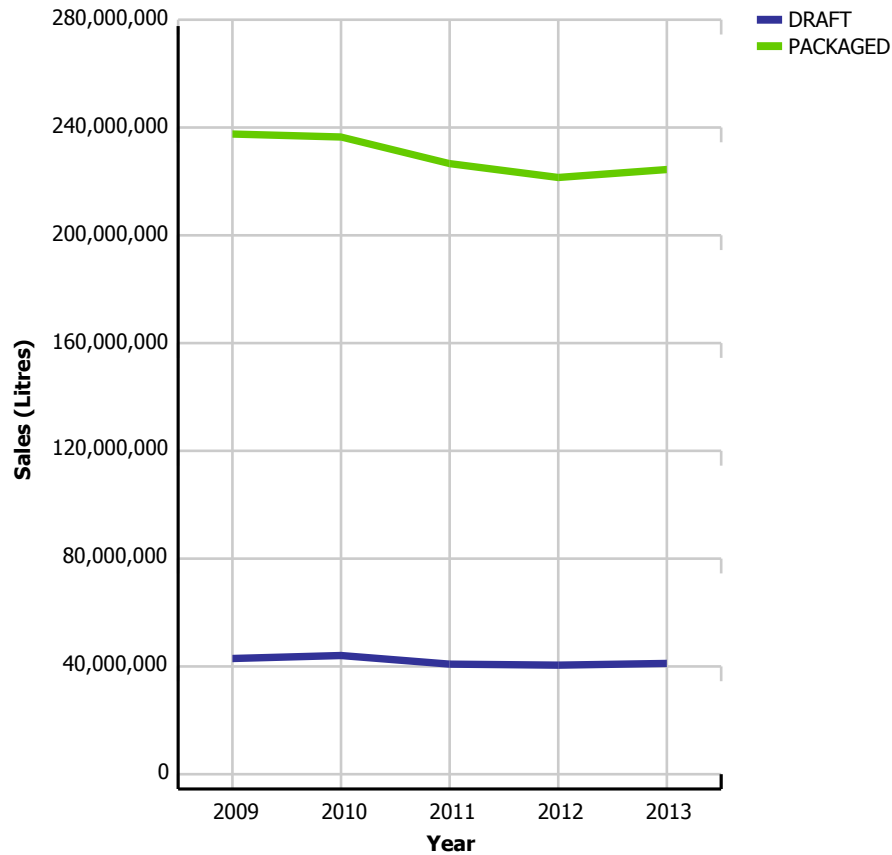
		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
BEER	DOMESTIC	\$913,505	\$918,456	\$887,281	\$892,995	\$900,761	\$215,532	-2.39%	0.87%	19.78%
	IMPORT	\$224,424	\$225,976	\$238,265	\$214,282	\$218,153	\$52,784	0.84%	1.81%	21.52%
	<b>BEER</b>	<b>\$1,137,929</b>	<b>\$1,144,432</b>	<b>\$1,125,546</b>	<b>\$1,107,277</b>	<b>\$1,118,913</b>	<b>\$268,315</b>	<b>-1.77%</b>	<b>1.05%</b>	<b>20.12%</b>
COOLERS AND CIDERS	DOMESTIC	\$93,165	\$99,743	\$99,679	\$103,106	\$108,159	\$28,456	5.51%	4.90%	6.64%
	IMPORT	\$24,682	\$22,584	\$21,935	\$22,241	\$27,218	\$7,896	37.41%	22.38%	15.91%
	<b>COOLERS AND CIDERS</b>	<b>\$117,846</b>	<b>\$122,326</b>	<b>\$121,614</b>	<b>\$125,347</b>	<b>\$135,377</b>	<b>\$36,352</b>	<b>11.11%</b>	<b>8.00%</b>	<b>8.51%</b>
SPIRITS	DOMESTIC	\$404,237	\$394,552	\$388,529	\$381,777	\$373,649	\$81,663	-3.79%	-2.13%	10.71%
	IMPORT	\$349,014	\$355,702	\$369,209	\$387,469	\$390,970	\$81,911	-2.34%	0.90%	15.02%
	<b>SPIRITS</b>	<b>\$753,252</b>	<b>\$750,254</b>	<b>\$757,737</b>	<b>\$769,246</b>	<b>\$764,619</b>	<b>\$163,574</b>	<b>-3.07%</b>	<b>-0.60%</b>	<b>12.91%</b>
WINE	DOMESTIC	\$343,053	\$363,290	\$384,914	\$401,813	\$416,187	\$88,654	-0.91%	3.58%	14.78%
	IMPORT	\$471,602	\$472,249	\$488,842	\$518,744	\$535,014	\$115,402	-1.89%	3.14%	13.99%
	<b>WINE</b>	<b>\$814,655</b>	<b>\$835,539</b>	<b>\$873,757</b>	<b>\$920,557</b>	<b>\$951,201</b>	<b>\$204,056</b>	<b>-1.46%</b>	<b>3.33%</b>	<b>14.34%</b>
<b>TOTAL LIQUOR MARKET</b>		<b>\$2,823,683</b>	<b>\$2,852,552</b>	<b>\$2,878,654</b>	<b>\$2,922,427</b>	<b>\$2,970,110</b>	<b>\$672,297</b>	<b>-1.38%</b>	<b>1.63%</b>	<b>15.88%</b>



# Beer Market - Packaged vs Draft (Domestic & Imported)

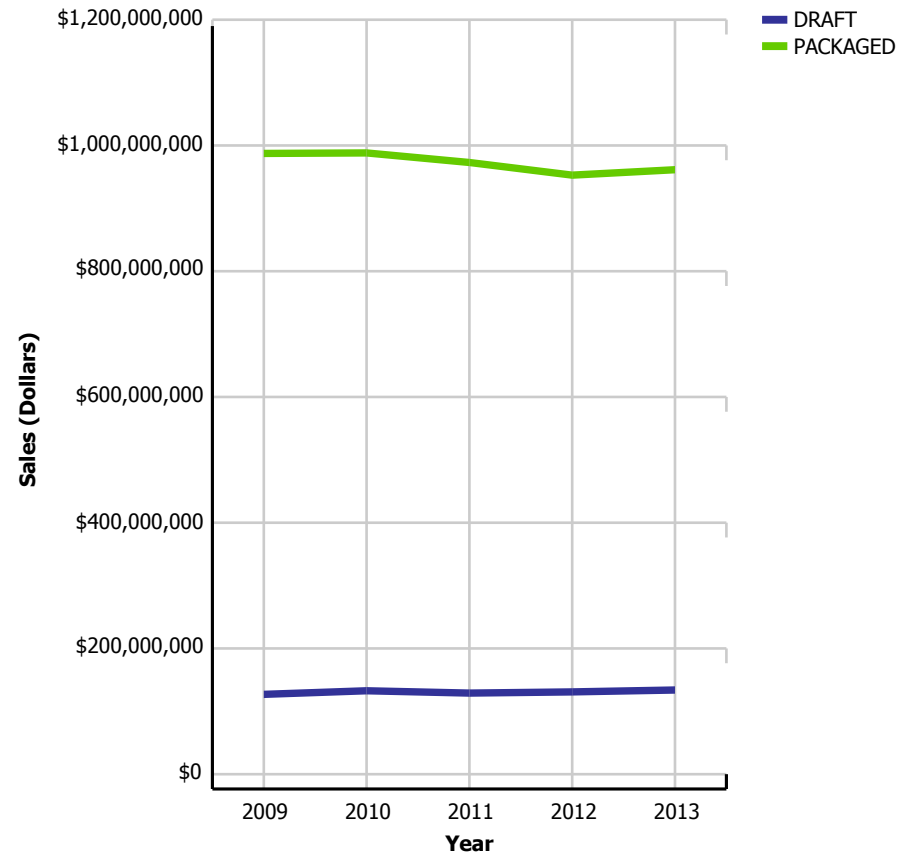
## Beers (Domestic & Imported)

Annual Sales by Volume (Litres)

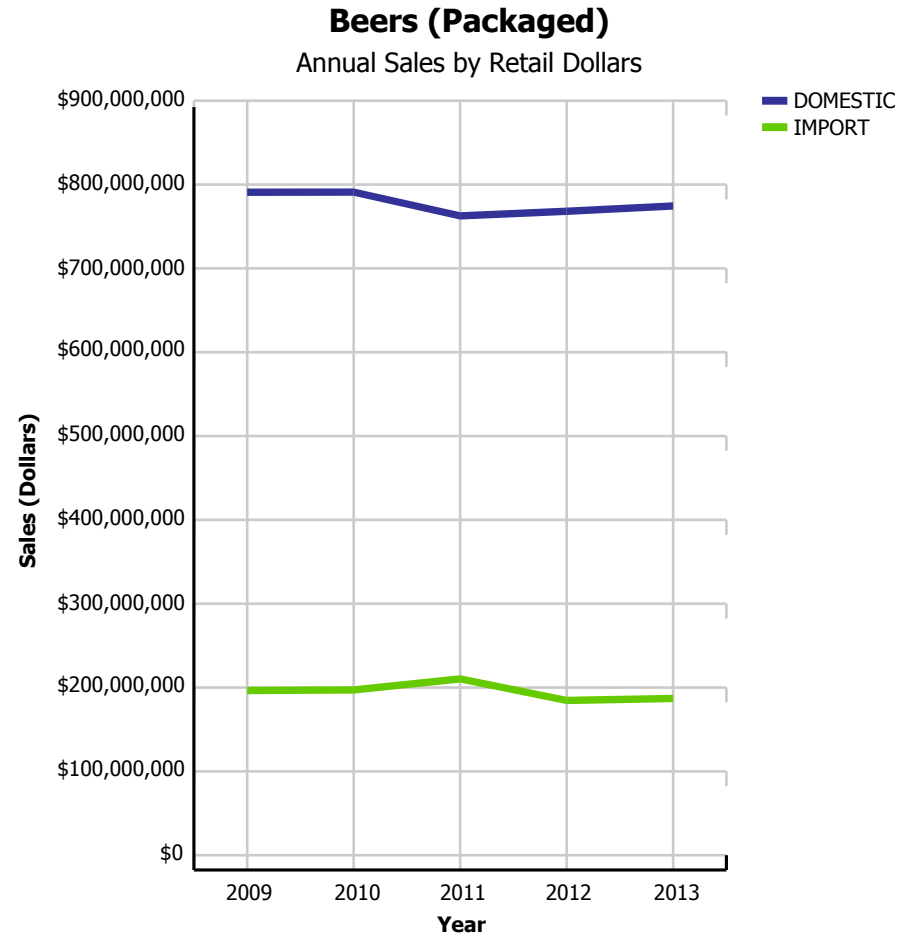
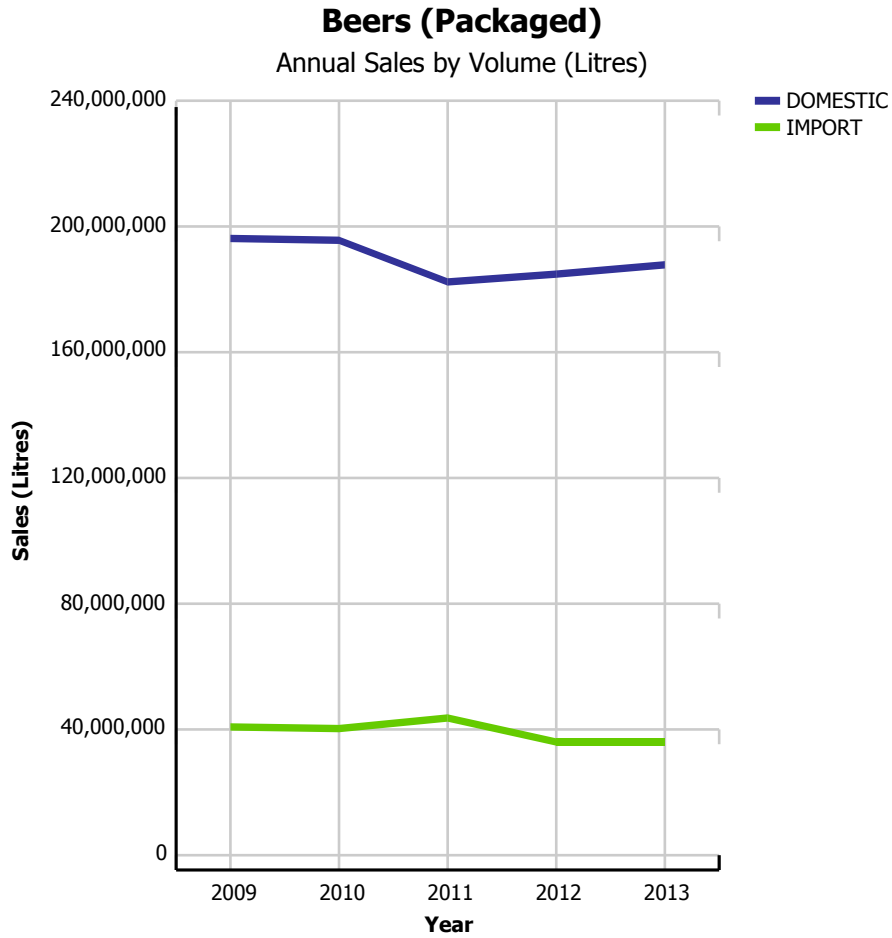


## Beers (Domestic & Imported)

Annual Sales by Retail Dollars



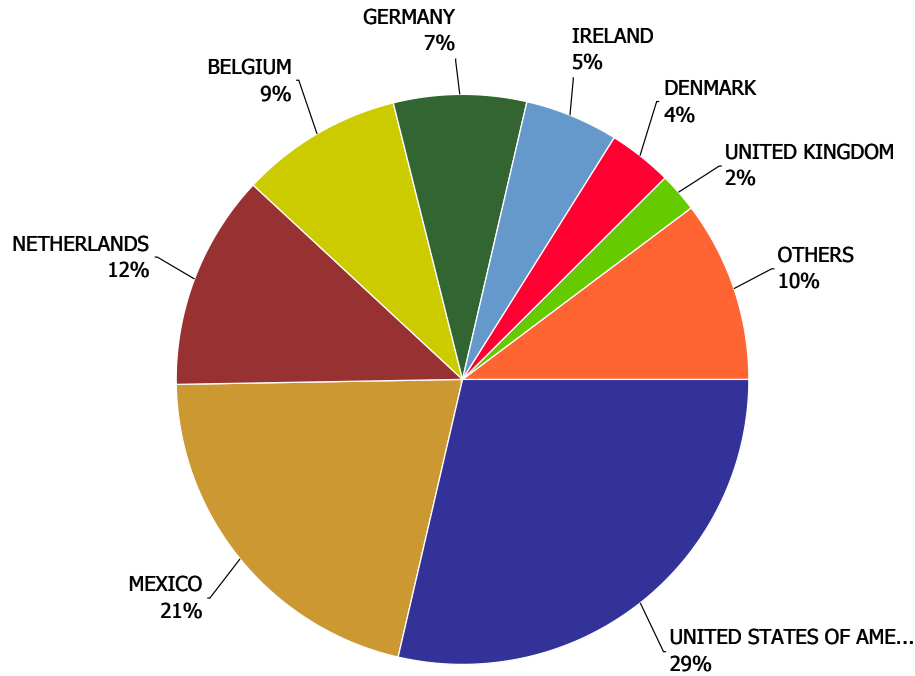
# Beer Market - Domestic vs Import (Packaged)



# Beer Market - Import Beer

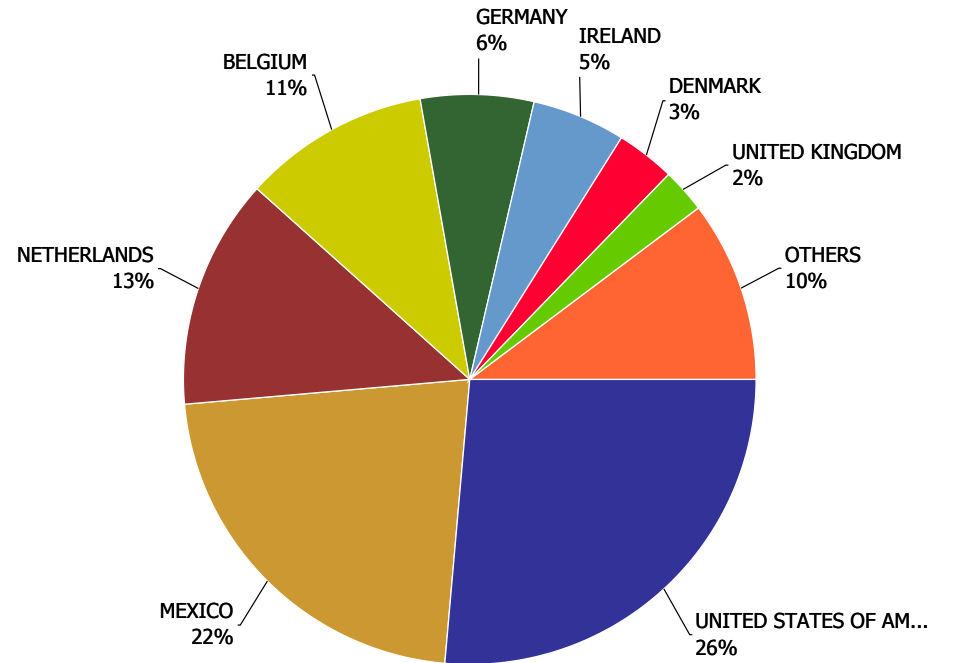
## Import Beer Market Share

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**

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
Breweries with Annual Production over 160,000HL	DRAFT	33,917,514	33,847,207	30,290,201	28,251,816	26,768,796	6,199,289	-4.98%	-5.25%	98.40%
	PACKAGED	183,108,696	178,495,178	159,480,128	158,311,236	157,312,360	38,636,385	-0.85%	-0.63%	7.74%
	<b>TOTAL</b>	<b>217,026,210</b>	<b>212,342,385</b>	<b>189,770,329</b>	<b>186,563,053</b>	<b>184,081,156</b>	<b>44,835,674</b>	<b>-1.45%</b>	<b>-1.33%</b>	<b>20.92%</b>
Breweries with Annual Production over 15,000 and up to 160,000HL	DRAFT	3,064,557	3,783,643	4,382,154	5,295,672	6,051,823	1,506,977	7.48%	14.28%	95.19%
	PACKAGED	12,272,266	15,671,716	21,123,843	24,359,706	26,491,678	6,526,986	4.60%	8.75%	2.41%
	<b>TOTAL</b>	<b>15,336,823</b>	<b>19,455,359</b>	<b>25,505,997</b>	<b>29,655,378</b>	<b>32,543,501</b>	<b>8,033,963</b>	<b>5.13%</b>	<b>9.74%</b>	<b>19.66%</b>
Breweries with Annual Production up to 15,000HL	DRAFT	3,925,872	4,249,957	4,364,520	4,756,502	5,813,289	1,451,000	23.68%	22.22%	94.03%
	PACKAGED	1,985,275	2,620,402	2,938,356	3,353,698	5,181,397	1,408,026	49.35%	54.50%	4.34%
	<b>TOTAL</b>	<b>5,911,147</b>	<b>6,870,360</b>	<b>7,302,876</b>	<b>8,110,200</b>	<b>10,994,686</b>	<b>2,859,026</b>	<b>35.12%</b>	<b>35.57%</b>	<b>51.76%</b>
DOMESTIC DRAFT - TOTAL		40,907,943	41,880,808	39,036,876	38,303,990	38,633,908	9,157,266	0.64%	0.86%	97.24%
DOMESTIC PACKAGED - TOTAL		197,366,251	196,787,296	183,542,327	186,024,640	188,985,436	46,571,397	0.91%	1.59%	6.90%
<b>DOMESTIC BEER - TOTAL</b>		<b>238,274,195</b>	<b>238,668,104</b>	<b>222,579,203</b>	<b>224,328,630</b>	<b>227,619,343</b>	<b>55,728,663</b>	<b>0.86%</b>	<b>1.47%</b>	<b>22.23%</b>

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

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
Breweries with Annual Production over 160,000HL	DRAFT	\$97,057	\$98,709	\$92,740	\$88,691	\$83,905	\$19,232	-6.46%	-5.40%	98.34%
	PACKAGED	\$741,123	\$725,707	\$673,254	\$663,378	\$651,763	\$155,289	-5.19%	-1.75%	8.53%
	<b>TOTAL</b>	<b>\$838,180</b>	<b>\$824,415</b>	<b>\$765,993</b>	<b>\$752,069</b>	<b>\$735,668</b>	<b>\$174,521</b>	<b>-5.33%</b>	<b>-2.18%</b>	<b>18.78%</b>
Breweries with Annual Production over 15,000 and up to 160,000HL	DRAFT	\$8,725	\$10,901	\$13,150	\$16,093	\$18,713	\$4,592	7.26%	16.28%	95.11%
	PACKAGED	\$44,226	\$56,426	\$78,036	\$91,087	\$99,538	\$24,230	3.88%	9.28%	2.99%
	<b>TOTAL</b>	<b>\$52,951</b>	<b>\$67,327</b>	<b>\$91,185</b>	<b>\$107,181</b>	<b>\$118,251</b>	<b>\$28,822</b>	<b>4.41%</b>	<b>10.33%</b>	<b>17.57%</b>
Breweries with Annual Production up to 15,000HL	DRAFT	\$12,439	\$13,419	\$14,326	\$15,625	\$19,249	\$4,816	24.57%	23.19%	93.97%
	PACKAGED	\$9,935	\$13,295	\$15,776	\$18,120	\$27,593	\$7,373	47.76%	52.28%	4.40%
	<b>TOTAL</b>	<b>\$22,374</b>	<b>\$26,714</b>	<b>\$30,102</b>	<b>\$33,745</b>	<b>\$46,842</b>	<b>\$12,189</b>	<b>37.64%</b>	<b>38.81%</b>	<b>41.21%</b>
DOMESTIC DRAFT - TOTAL		\$118,221	\$123,028	\$120,215	\$120,410	\$121,867	\$28,640	-0.23%	1.21%	97.15%
DOMESTIC PACKAGED - TOTAL		\$795,284	\$795,428	\$767,066	\$772,585	\$778,894	\$186,892	-2.71%	0.82%	7.68%
<b>DOMESTIC BEER - TOTAL</b>		<b>\$913,505</b>	<b>\$918,456</b>	<b>\$887,281</b>	<b>\$892,995</b>	<b>\$900,761</b>	<b>\$215,532</b>	<b>-2.39%</b>	<b>0.87%</b>	<b>19.78%</b>

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

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
ARGENTINA	PACKAGED	188	143	1,810	1,645	1,176	324	5,350.51%	-28.54%	22.46%
	<b>ARGENTINA - Total</b>	<b>188</b>	<b>143</b>	<b>1,810</b>	<b>1,645</b>	<b>1,176</b>	<b>324</b>	<b>5,350.51%</b>	<b>-28.54%</b>	<b>22.46%</b>
AUSTRALIA	PACKAGED	41,305	43,053	31,227	25,734	31,575	5,020	-13.31%	22.70%	14.36%
	<b>AUSTRALIA - Total</b>	<b>41,305</b>	<b>43,053</b>	<b>31,227</b>	<b>25,734</b>	<b>31,575</b>	<b>5,020</b>	<b>-13.31%</b>	<b>22.70%</b>	<b>14.36%</b>
AUSTRIA	DRAFT	0	3,675	9,125	11,650	14,925	3,525	71.95%	28.11%	95.64%
	PACKAGED	36,111	58,486	56,290	68,365	78,216	24,380	35.69%	14.41%	29.31%
	<b>AUSTRIA - Total</b>	<b>36,111</b>	<b>62,161</b>	<b>65,415</b>	<b>80,015</b>	<b>93,141</b>	<b>27,905</b>	<b>39.41%</b>	<b>16.40%</b>	<b>39.94%</b>
BELGIUM	DRAFT	1,237,990	1,117,260	906,465	787,170	750,430	180,190	-4.31%	-4.67%	99.14%
	PACKAGED	4,465,025	3,816,985	3,371,355	3,396,519	3,479,839	809,552	1.67%	2.45%	16.62%
	<b>BELGIUM - Total</b>	<b>5,703,015</b>	<b>4,934,245</b>	<b>4,277,820</b>	<b>4,183,689</b>	<b>4,230,269</b>	<b>989,742</b>	<b>0.53%</b>	<b>1.11%</b>	<b>31.26%</b>
BRAZIL	PACKAGED	783,013	298,487	93,878	-64	-26	0	-100.00%	60.00%	0.00%
	<b>BRAZIL - Total</b>	<b>783,013</b>	<b>298,487</b>	<b>93,878</b>	<b>-64</b>	<b>-26</b>	<b>0</b>	<b>-100.00%</b>	<b>60.00%</b>	<b>0.00%</b>
CHILE	PACKAGED	0	1,115	605	86	0	0	n/a	-100.00%	0.00%
	<b>CHILE - Total</b>	<b>0</b>	<b>1,115</b>	<b>605</b>	<b>86</b>	<b>0</b>	<b>0</b>	<b>n/a</b>	<b>-100.00%</b>	<b>0.00%</b>
CHINA	PACKAGED	295,079	356,354	306,634	301,494	297,401	71,316	8.04%	-1.36%	38.26%
	<b>CHINA - Total</b>	<b>295,079</b>	<b>356,354</b>	<b>306,634</b>	<b>301,494</b>	<b>297,401</b>	<b>71,316</b>	<b>8.04%</b>	<b>-1.36%</b>	<b>38.26%</b>
CROATIA	PACKAGED	45,336	79,752	54,767	40,618	15,450	20	-99.79%	-61.96%	7.94%
	<b>CROATIA - Total</b>	<b>45,336</b>	<b>79,752</b>	<b>54,767</b>	<b>40,618</b>	<b>15,450</b>	<b>20</b>	<b>-99.79%</b>	<b>-61.96%</b>	<b>7.94%</b>
CZECH REPUBLIC	DRAFT	4,922	30,912	36,684	43,628	38,236	7,823	-30.29%	-12.36%	72.95%
	PACKAGED	666,150	767,310	765,352	828,181	819,807	202,730	0.75%	-1.01%	4.87%
	<b>CZECH REPUBLIC - Total</b>	<b>671,072</b>	<b>798,222</b>	<b>802,036</b>	<b>871,808</b>	<b>858,044</b>	<b>210,553</b>	<b>-0.89%</b>	<b>-1.58%</b>	<b>7.90%</b>
DENMARK	DRAFT	19,700	51,750	57,250	109,750	126,850	30,250	-35.77%	15.58%	99.96%
	PACKAGED	1,267,446	1,364,180	1,382,730	1,327,190	1,632,928	365,376	12.48%	23.04%	0.87%
	<b>DENMARK - Total</b>	<b>1,287,146</b>	<b>1,415,930</b>	<b>1,439,980</b>	<b>1,436,940</b>	<b>1,759,778</b>	<b>395,626</b>	<b>6.37%</b>	<b>22.47%</b>	<b>8.01%</b>

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

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
ESTONIA	PACKAGED	0	360	156	0	0	0	n/a	n/a	0.00%
	<b>ESTONIA - Total</b>	<b>0</b>	<b>360</b>	<b>156</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>
FRANCE	DRAFT	52,660	73,940	141,110	254,200	299,730	85,620	24.94%	17.91%	99.92%
	PACKAGED	188,515	202,977	223,263	391,110	501,090	141,947	39.37%	28.12%	13.64%
	<b>FRANCE - Total</b>	<b>241,175</b>	<b>276,917</b>	<b>364,373</b>	<b>645,310</b>	<b>800,820</b>	<b>227,567</b>	<b>33.57%</b>	<b>24.10%</b>	<b>45.93%</b>
GERMANY	DRAFT	186,220	228,740	136,010	134,470	149,280	35,060	18.17%	11.01%	96.48%
	PACKAGED	3,483,199	3,385,832	3,210,822	3,179,042	2,886,623	731,364	5.66%	-9.20%	3.29%
	<b>GERMANY - Total</b>	<b>3,669,419</b>	<b>3,614,572</b>	<b>3,346,832</b>	<b>3,313,512</b>	<b>3,035,903</b>	<b>766,424</b>	<b>6.17%</b>	<b>-8.38%</b>	<b>7.87%</b>
GREECE	PACKAGED	8,135	9,359	9,256	12,093	12,302	3,271	4.78%	1.73%	85.13%
	<b>GREECE - Total</b>	<b>8,135</b>	<b>9,359</b>	<b>9,256</b>	<b>12,093</b>	<b>12,302</b>	<b>3,271</b>	<b>4.78%</b>	<b>1.73%</b>	<b>85.13%</b>
GREENLAND	PACKAGED	0	0	0	0	241	0	n/a	n/a	0.00%
	<b>GREENLAND - Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>241</b>	<b>0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>
INDIA	PACKAGED	55,731	51,163	44,667	5,855	4,189	563	-48.27%	-28.45%	88.39%
	<b>INDIA - Total</b>	<b>55,731</b>	<b>51,163</b>	<b>44,667</b>	<b>5,855</b>	<b>4,189</b>	<b>563</b>	<b>-48.27%</b>	<b>-28.45%</b>	<b>88.39%</b>
IRELAND	DRAFT	1,347,700	1,343,650	1,219,400	1,265,500	1,221,600	251,250	-9.64%	-3.47%	99.74%
	PACKAGED	1,276,274	1,252,886	1,199,935	1,303,952	1,450,850	305,383	1.46%	11.27%	11.71%
	<b>IRELAND - Total</b>	<b>2,623,974</b>	<b>2,596,536</b>	<b>2,419,335</b>	<b>2,569,452</b>	<b>2,672,450</b>	<b>556,633</b>	<b>-3.87%</b>	<b>4.01%</b>	<b>51.95%</b>
ITALY	DRAFT	0	0	0	31,110	74,190	18,960	117.93%	138.48%	99.80%
	PACKAGED	132,544	178,936	230,859	276,123	283,868	68,486	-2.67%	2.81%	26.45%
	<b>ITALY - Total</b>	<b>132,544</b>	<b>178,936</b>	<b>230,859</b>	<b>307,233</b>	<b>358,058</b>	<b>87,446</b>	<b>10.60%</b>	<b>16.54%</b>	<b>41.65%</b>
JAMAICA	PACKAGED	201,923	229,654	225,223	230,270	234,337	54,958	-0.11%	1.77%	19.25%
	<b>JAMAICA - Total</b>	<b>201,923</b>	<b>229,654</b>	<b>225,223</b>	<b>230,270</b>	<b>234,337</b>	<b>54,958</b>	<b>-0.11%</b>	<b>1.77%</b>	<b>19.25%</b>
JAPAN	DRAFT	0	3,800	39,083	68,115	79,876	17,214	2.37%	17.27%	97.74%
	PACKAGED	490,439	524,625	495,963	461,700	452,153	107,631	1.09%	-2.07%	63.90%
	<b>JAPAN - Total</b>	<b>490,439</b>	<b>528,425</b>	<b>535,046</b>	<b>529,815</b>	<b>532,029</b>	<b>124,845</b>	<b>1.27%</b>	<b>0.42%</b>	<b>68.98%</b>
KENYA	PACKAGED	7,976	10,528	9,749	8,574	11,094	2,794	8.23%	29.39%	34.22%

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

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
KENYA	<b>KENYA - Total</b>	<b>7,976</b>	<b>10,528</b>	<b>9,749</b>	<b>8,574</b>	<b>11,094</b>	<b>2,794</b>	<b>8.23%</b>	<b>29.39%</b>	<b>34.22%</b>
KOREA - SOUTH	PACKAGED	11,855	11,642	13,122	23,841	31,143	7,385	31.53%	30.63%	47.32%
	<b>KOREA - SOUTH - Total</b>	<b>11,855</b>	<b>11,642</b>	<b>13,122</b>	<b>23,841</b>	<b>31,143</b>	<b>7,385</b>	<b>31.53%</b>	<b>30.63%</b>	<b>47.32%</b>
LAOS	PACKAGED	0	0	135	687	469	103	116.67%	-31.70%	62.87%
	<b>LAOS - Total</b>	<b>0</b>	<b>0</b>	<b>135</b>	<b>687</b>	<b>469</b>	<b>103</b>	<b>116.67%</b>	<b>-31.70%</b>	<b>62.87%</b>
LATVIA	PACKAGED	0	180	0	0	0	0	n/a	n/a	0.00%
	<b>LATVIA - Total</b>	<b>0</b>	<b>180</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>
LEBANON	PACKAGED	0	0	0	609	1,196	412	30.00%	96.48%	99.34%
	<b>LEBANON - Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>609</b>	<b>1,196</b>	<b>412</b>	<b>30.00%</b>	<b>96.48%</b>	<b>99.34%</b>
LITHUANIA	PACKAGED	0	60	30	0	0	0	n/a	n/a	0.00%
	<b>LITHUANIA - Total</b>	<b>0</b>	<b>60</b>	<b>30</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>
MEXICO	PACKAGED	11,944,224	10,977,204	9,438,798	8,063,894	8,415,927	2,208,516	3.11%	4.37%	21.64%
	<b>MEXICO - Total</b>	<b>11,944,224</b>	<b>10,977,204</b>	<b>9,438,798</b>	<b>8,063,894</b>	<b>8,415,927</b>	<b>2,208,516</b>	<b>3.11%</b>	<b>4.37%</b>	<b>21.64%</b>
MONTENEGRO	PACKAGED	2,374	1,224	2,740	79	762	404	n/a	862.07%	5.20%
	<b>MONTENEGRO - Total</b>	<b>2,374</b>	<b>1,224</b>	<b>2,740</b>	<b>79</b>	<b>762</b>	<b>404</b>	<b>n/a</b>	<b>862.07%</b>	<b>5.20%</b>
NETHERLANDS	DRAFT	481,750	603,650	498,220	478,130	473,650	110,900	-4.96%	-0.94%	99.26%
	PACKAGED	6,425,821	6,009,195	5,495,098	5,192,040	5,067,869	1,173,956	-4.48%	-2.39%	15.10%
	<b>NETHERLANDS - Total</b>	<b>6,907,571</b>	<b>6,612,845</b>	<b>5,993,318</b>	<b>5,670,170</b>	<b>5,541,519</b>	<b>1,284,856</b>	<b>-4.53%</b>	<b>-2.27%</b>	<b>22.29%</b>
NEW ZEALAND	DRAFT	0	0	0	0	420	360	n/a	n/a	100.00%
	PACKAGED	85,200	78,223	71,996	75,290	81,741	19,092	8.07%	8.57%	4.21%
	<b>NEW ZEALAND - Total</b>	<b>85,200</b>	<b>78,223</b>	<b>71,996</b>	<b>75,290</b>	<b>82,161</b>	<b>19,452</b>	<b>8.07%</b>	<b>8.57%</b>	<b>4.70%</b>
NORWAY	PACKAGED	0	0	1,806	754	1,164	372	n/a	54.44%	1.03%
	<b>NORWAY - Total</b>	<b>0</b>	<b>0</b>	<b>1,806</b>	<b>754</b>	<b>1,164</b>	<b>372</b>	<b>n/a</b>	<b>54.44%</b>	<b>1.03%</b>
PHILIPPINES	PACKAGED	26,424	47,337	71,321	76,150	73,299	17,645	-4.88%	-3.74%	5.65%



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**SALES IN LITRES**

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
PHILIPPINES	<b>PHILIPPINES - Total</b>	<b>26,424</b>	<b>47,337</b>	<b>71,321</b>	<b>76,150</b>	<b>73,299</b>	<b>17,645</b>	<b>-4.88%</b>	<b>-3.74%</b>	<b>5.65%</b>
POLAND	PACKAGED	93,837	103,959	119,428	109,835	110,457	26,554	-1.14%	0.57%	4.60%
	<b>POLAND - Total</b>	<b>93,837</b>	<b>103,959</b>	<b>119,428</b>	<b>109,835</b>	<b>110,457</b>	<b>26,554</b>	<b>-1.14%</b>	<b>0.57%</b>	<b>4.60%</b>
PORTUGAL	PACKAGED	0	0	1,424	14,032	16,454	4,649	0.95%	17.26%	14.13%
	<b>PORTUGAL - Total</b>	<b>0</b>	<b>0</b>	<b>1,424</b>	<b>14,032</b>	<b>16,454</b>	<b>4,649</b>	<b>0.95%</b>	<b>17.26%</b>	<b>14.13%</b>
RUSSIA (USSR)	PACKAGED	44,378	40,790	29,257	45,813	67,256	18,820	43.32%	46.81%	2.71%
	<b>RUSSIA (USSR) - Total</b>	<b>44,378</b>	<b>40,790</b>	<b>29,257</b>	<b>45,813</b>	<b>67,256</b>	<b>18,820</b>	<b>43.32%</b>	<b>46.81%</b>	<b>2.71%</b>
SERBIA	PACKAGED	0	0	1,096	1,588	2,806	560	160.05%	76.72%	1.27%
	<b>SERBIA - Total</b>	<b>0</b>	<b>0</b>	<b>1,096</b>	<b>1,588</b>	<b>2,806</b>	<b>560</b>	<b>160.05%</b>	<b>76.72%</b>	<b>1.27%</b>
SINGAPORE	PACKAGED	67,011	53,945	61,456	63,586	72,684	20,024	30.36%	14.31%	29.78%
	<b>SINGAPORE - Total</b>	<b>67,011</b>	<b>53,945</b>	<b>61,456</b>	<b>63,586</b>	<b>72,684</b>	<b>20,024</b>	<b>30.36%</b>	<b>14.31%</b>	<b>29.78%</b>
SLOVAK REPUBLIC	PACKAGED	0	5,350	3,018	1,692	2,364	605	77.94%	39.75%	0.00%
	<b>SLOVAK REPUBLIC - Total</b>	<b>0</b>	<b>5,350</b>	<b>3,018</b>	<b>1,692</b>	<b>2,364</b>	<b>605</b>	<b>77.94%</b>	<b>39.75%</b>	<b>0.00%</b>
SLOVENIA	PACKAGED	31,483	396	1,680	192	0	0	n/a	-100.00%	0.00%
	<b>SLOVENIA - Total</b>	<b>31,483</b>	<b>396</b>	<b>1,680</b>	<b>192</b>	<b>0</b>	<b>0</b>	<b>n/a</b>	<b>-100.00%</b>	<b>0.00%</b>
SOUTH AFRICA	PACKAGED	22,266	26,805	35,479	32,879	23,393	6,333	-16.56%	-28.85%	5.24%
	<b>SOUTH AFRICA - Total</b>	<b>22,266</b>	<b>26,805</b>	<b>35,479</b>	<b>32,879</b>	<b>23,393</b>	<b>6,333</b>	<b>-16.56%</b>	<b>-28.85%</b>	<b>5.24%</b>
SPAIN	PACKAGED	148,420	165,316	219,670	275,256	341,416	97,845	19.19%	24.04%	7.59%
	<b>SPAIN - Total</b>	<b>148,420</b>	<b>165,316</b>	<b>219,670</b>	<b>275,256</b>	<b>341,416</b>	<b>97,845</b>	<b>19.19%</b>	<b>24.04%</b>	<b>7.59%</b>
SWITZERLAND	PACKAGED	0	0	0	0	815	72	n/a	n/a	0.49%
	<b>SWITZERLAND - Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>815</b>	<b>72</b>	<b>n/a</b>	<b>n/a</b>	<b>0.49%</b>
THAILAND	PACKAGED	83,129	79,045	84,773	89,277	88,167	23,541	7.18%	-1.24%	55.43%

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

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
THAILAND	<b>THAILAND - Total</b>	<b>83,129</b>	<b>79,045</b>	<b>84,773</b>	<b>89,277</b>	<b>88,167</b>	<b>23,541</b>	<b>7.18%</b>	<b>-1.24%</b>	<b>55.43%</b>
TRINIDAD AND TOBAGO	PACKAGED	19,660	17,573	23,861	22,671	20,335	4,899	2.10%	-10.31%	13.38%
	<b>TRINIDAD AND TOBAGO - Total</b>	<b>19,660</b>	<b>17,573</b>	<b>23,861</b>	<b>22,671</b>	<b>20,335</b>	<b>4,899</b>	<b>2.10%</b>	<b>-10.31%</b>	<b>13.38%</b>
TURKEY	PACKAGED	45,539	30,280	35,889	53,760	65,927	20,985	52.21%	22.63%	4.75%
	<b>TURKEY - Total</b>	<b>45,539</b>	<b>30,280</b>	<b>35,889</b>	<b>53,760</b>	<b>65,927</b>	<b>20,985</b>	<b>52.21%</b>	<b>22.63%</b>	<b>4.75%</b>
UKRAINE	PACKAGED	7,444	6,099	1,744	0	2,560	0	n/a	n/a	0.00%
	<b>UKRAINE - Total</b>	<b>7,444</b>	<b>6,099</b>	<b>1,744</b>	<b>0</b>	<b>2,560</b>	<b>0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>
UNITED KINGDOM	DRAFT	70,286	58,264	66,980	67,960	124,520	32,390	88.42%	83.23%	99.48%
	PACKAGED	768,881	745,389	711,973	732,326	881,081	195,864	12.66%	20.31%	7.89%
	<b>UNITED KINGDOM - Total</b>	<b>839,167</b>	<b>803,653</b>	<b>778,953</b>	<b>800,286</b>	<b>1,005,601</b>	<b>228,254</b>	<b>19.48%</b>	<b>25.66%</b>	<b>19.23%</b>
UNITED STATES OF AMERICA	DRAFT	15,799	28,918	83,832	295,805	506,076	117,556	22.52%	71.08%	97.39%
	PACKAGED	11,055,477	12,777,430	19,037,536	12,809,193	11,975,441	2,906,544	-3.27%	-6.51%	9.39%
	<b>UNITED STATES OF AMERICA - Total</b>	<b>11,071,276</b>	<b>12,806,348</b>	<b>19,121,368</b>	<b>13,104,998</b>	<b>12,481,517</b>	<b>3,024,100</b>	<b>-2.47%</b>	<b>-4.76%</b>	<b>12.96%</b>
VIETNAM	PACKAGED	546	435	1,009	1,895	2,743	741	42.62%	44.77%	85.71%
	<b>VIETNAM - Total</b>	<b>546</b>	<b>435</b>	<b>1,009</b>	<b>1,895</b>	<b>2,743</b>	<b>741</b>	<b>42.62%</b>	<b>44.77%</b>	<b>85.71%</b>
<b>IMPORT DRAFT - TOTAL</b>		<b>3,417,028</b>	<b>3,544,558</b>	<b>3,194,158</b>	<b>3,547,488</b>	<b>3,859,784</b>	<b>891,098</b>	<b>1.23%</b>	<b>8.80%</b>	<b>98.82%</b>
<b>IMPORT PACKAGED - TOTAL</b>		<b>44,328,359</b>	<b>43,810,063</b>	<b>47,178,877</b>	<b>39,545,825</b>	<b>39,540,584</b>	<b>9,651,039</b>	<b>1.18%</b>	<b>-0.01%</b>	<b>13.80%</b>
<b>IMPORT BEER - TOTAL</b>		<b>47,745,386</b>	<b>47,354,621</b>	<b>50,373,035</b>	<b>43,093,313</b>	<b>43,400,367</b>	<b>10,542,137</b>	<b>1.18%</b>	<b>0.71%</b>	<b>21.36%</b>

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

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
ARGENTINA	PACKAGED	\$1	\$1	\$10	\$9	\$7	\$2	5,974.56%	-19.60%	22.41%
	<b>ARGENTINA - Total</b>	<b>\$1</b>	<b>\$1</b>	<b>\$10</b>	<b>\$9</b>	<b>\$7</b>	<b>\$2</b>	<b>5,974.56%</b>	<b>-19.60%</b>	<b>22.41%</b>
AUSTRALIA	PACKAGED	\$216	\$234	\$171	\$138	\$207	\$28	-16.01%	50.42%	13.15%
	<b>AUSTRALIA - Total</b>	<b>\$216</b>	<b>\$234</b>	<b>\$171</b>	<b>\$138</b>	<b>\$207</b>	<b>\$28</b>	<b>-16.01%</b>	<b>50.42%</b>	<b>13.15%</b>
AUSTRIA	DRAFT	\$0	\$19	\$48	\$62	\$78	\$18	64.87%	26.86%	95.65%
	PACKAGED	\$155	\$252	\$249	\$306	\$360	\$113	40.42%	17.48%	28.12%
	<b>AUSTRIA - Total</b>	<b>\$155</b>	<b>\$271</b>	<b>\$297</b>	<b>\$368</b>	<b>\$438</b>	<b>\$131</b>	<b>43.33%</b>	<b>19.05%</b>	<b>40.19%</b>
BELGIUM	DRAFT	\$5,376	\$4,977	\$4,301	\$3,852	\$3,699	\$883	-5.14%	-3.97%	99.13%
	PACKAGED	\$23,918	\$21,314	\$19,763	\$19,810	\$20,362	\$4,774	1.63%	2.78%	17.13%
	<b>BELGIUM - Total</b>	<b>\$29,294</b>	<b>\$26,291</b>	<b>\$24,064</b>	<b>\$23,662</b>	<b>\$24,061</b>	<b>\$5,656</b>	<b>0.51%</b>	<b>1.68%</b>	<b>29.74%</b>
BRAZIL	PACKAGED	\$3,684	\$1,495	\$466	\$0	\$0	\$0	-100.00%	60.00%	0.00%
	<b>BRAZIL - Total</b>	<b>\$3,684</b>	<b>\$1,495</b>	<b>\$466</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>-100.00%</b>	<b>60.00%</b>	<b>0.00%</b>
CHILE	PACKAGED	\$0	\$8	\$3	\$0	\$0	\$0	n/a	-100.00%	0.00%
	<b>CHILE - Total</b>	<b>\$0</b>	<b>\$8</b>	<b>\$3</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>-100.00%</b>	<b>0.00%</b>
CHINA	PACKAGED	\$1,381	\$1,628	\$1,450	\$1,448	\$1,425	\$337	5.42%	-1.60%	39.66%
	<b>CHINA - Total</b>	<b>\$1,381</b>	<b>\$1,628</b>	<b>\$1,450</b>	<b>\$1,448</b>	<b>\$1,425</b>	<b>\$337</b>	<b>5.42%</b>	<b>-1.60%</b>	<b>39.66%</b>
CROATIA	PACKAGED	\$176	\$302	\$238	\$181	\$69	\$0	-99.79%	-62.10%	7.95%
	<b>CROATIA - Total</b>	<b>\$176</b>	<b>\$302</b>	<b>\$238</b>	<b>\$181</b>	<b>\$69</b>	<b>\$0</b>	<b>-99.79%</b>	<b>-62.10%</b>	<b>7.95%</b>
CZECH REPUBLIC	DRAFT	\$20	\$125	\$152	\$181	\$158	\$32	-32.11%	-12.83%	72.90%
	PACKAGED	\$3,084	\$3,666	\$3,572	\$3,813	\$3,789	\$924	-0.75%	-0.63%	4.97%
	<b>CZECH REPUBLIC - Total</b>	<b>\$3,103</b>	<b>\$3,790</b>	<b>\$3,724</b>	<b>\$3,994</b>	<b>\$3,946</b>	<b>\$956</b>	<b>-2.24%</b>	<b>-1.18%</b>	<b>7.68%</b>
DENMARK	DRAFT	\$84	\$219	\$249	\$478	\$550	\$129	-36.91%	15.11%	99.96%
	PACKAGED	\$5,095	\$5,676	\$5,902	\$5,788	\$6,804	\$1,521	6.10%	17.56%	1.05%
	<b>DENMARK - Total</b>	<b>\$5,179</b>	<b>\$5,895</b>	<b>\$6,152</b>	<b>\$6,265</b>	<b>\$7,354</b>	<b>\$1,650</b>	<b>0.72%</b>	<b>17.37%</b>	<b>8.45%</b>
ESTONIA	PACKAGED	\$0	\$2	\$1	\$0	\$0	\$0	n/a	n/a	0.00%

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		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
ESTONIA	<b>ESTONIA - Total</b>	<b>\$0</b>	<b>\$2</b>	<b>\$1</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>
FRANCE	DRAFT	\$199	\$306	\$653	\$1,201	\$1,441	\$405	24.03%	20.00%	99.92%
	PACKAGED	\$1,009	\$1,112	\$1,283	\$2,303	\$2,971	\$823	35.20%	28.99%	13.99%
	<b>FRANCE - Total</b>	<b>\$1,208</b>	<b>\$1,418</b>	<b>\$1,935</b>	<b>\$3,504</b>	<b>\$4,411</b>	<b>\$1,229</b>	<b>31.30%</b>	<b>25.91%</b>	<b>42.06%</b>
GERMANY	DRAFT	\$737	\$1,017	\$606	\$605	\$682	\$160	20.73%	12.84%	96.49%
	PACKAGED	\$14,721	\$14,542	\$14,136	\$13,830	\$12,941	\$3,156	1.82%	-6.42%	3.88%
	<b>GERMANY - Total</b>	<b>\$15,458</b>	<b>\$15,559</b>	<b>\$14,742</b>	<b>\$14,434</b>	<b>\$13,623</b>	<b>\$3,317</b>	<b>2.60%</b>	<b>-5.62%</b>	<b>8.52%</b>
GREECE	PACKAGED	\$50	\$57	\$58	\$75	\$77	\$20	2.73%	2.36%	85.12%
	<b>GREECE - Total</b>	<b>\$50</b>	<b>\$57</b>	<b>\$58</b>	<b>\$75</b>	<b>\$77</b>	<b>\$20</b>	<b>2.73%</b>	<b>2.36%</b>	<b>85.12%</b>
GREENLAND	PACKAGED	\$0	\$0	\$0	\$0	\$3	\$0	n/a	n/a	0.00%
	<b>GREENLAND - Total</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$3</b>	<b>\$0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>
INDIA	PACKAGED	\$356	\$330	\$299	\$37	\$24	\$3	-53.83%	-36.62%	88.81%
	<b>INDIA - Total</b>	<b>\$356</b>	<b>\$330</b>	<b>\$299</b>	<b>\$37</b>	<b>\$24</b>	<b>\$3</b>	<b>-53.83%</b>	<b>-36.62%</b>	<b>88.81%</b>
IRELAND	DRAFT	\$5,879	\$5,925	\$5,536	\$5,777	\$5,639	\$1,150	-9.10%	-2.40%	99.76%
	PACKAGED	\$6,934	\$6,876	\$6,806	\$7,273	\$8,033	\$1,691	3.57%	10.45%	12.12%
	<b>IRELAND - Total</b>	<b>\$12,813</b>	<b>\$12,801</b>	<b>\$12,342</b>	<b>\$13,051</b>	<b>\$13,672</b>	<b>\$2,841</b>	<b>-1.96%</b>	<b>4.76%</b>	<b>48.26%</b>
ITALY	DRAFT	\$0	\$0	\$0	\$157	\$373	\$93	112.25%	136.89%	99.80%
	PACKAGED	\$737	\$1,027	\$1,342	\$1,652	\$1,720	\$407	-7.40%	4.14%	27.77%
	<b>ITALY - Total</b>	<b>\$737</b>	<b>\$1,027</b>	<b>\$1,342</b>	<b>\$1,809</b>	<b>\$2,093</b>	<b>\$500</b>	<b>3.50%</b>	<b>15.69%</b>	<b>40.60%</b>
JAMAICA	PACKAGED	\$1,056	\$1,191	\$1,200	\$1,226	\$1,254	\$297	0.38%	2.30%	19.30%
	<b>JAMAICA - Total</b>	<b>\$1,056</b>	<b>\$1,191</b>	<b>\$1,200</b>	<b>\$1,226</b>	<b>\$1,254</b>	<b>\$297</b>	<b>0.38%</b>	<b>2.30%</b>	<b>19.30%</b>
JAPAN	DRAFT	\$0	\$19	\$206	\$360	\$420	\$89	-0.30%	16.61%	97.74%
	PACKAGED	\$2,540	\$2,731	\$2,702	\$2,503	\$2,470	\$582	0.60%	-1.35%	63.87%
	<b>JAPAN - Total</b>	<b>\$2,540</b>	<b>\$2,750</b>	<b>\$2,908</b>	<b>\$2,864</b>	<b>\$2,889</b>	<b>\$671</b>	<b>0.48%</b>	<b>0.90%</b>	<b>68.79%</b>
KENYA	PACKAGED	\$51	\$67	\$64	\$56	\$72	\$18	5.72%	28.37%	34.21%
	<b>KENYA - Total</b>	<b>\$51</b>	<b>\$67</b>	<b>\$64</b>	<b>\$56</b>	<b>\$72</b>	<b>\$18</b>	<b>5.72%</b>	<b>28.37%</b>	<b>34.21%</b>

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		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
KOREA - SOUTH	PACKAGED	\$55	\$55	\$65	\$117	\$153	\$36	29.18%	30.59%	47.40%
	<b>KOREA - SOUTH - Total</b>	<b>\$55</b>	<b>\$55</b>	<b>\$65</b>	<b>\$117</b>	<b>\$153</b>	<b>\$36</b>	<b>29.18%</b>	<b>30.59%</b>	<b>47.40%</b>
LAOS	PACKAGED	\$0	\$0	\$1	\$4	\$3	\$1	113.57%	-31.99%	62.83%
	<b>LAOS - Total</b>	<b>\$0</b>	<b>\$0</b>	<b>\$1</b>	<b>\$4</b>	<b>\$3</b>	<b>\$1</b>	<b>113.57%</b>	<b>-31.99%</b>	<b>62.83%</b>
LATVIA	PACKAGED	\$0	\$1	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
	<b>LATVIA - Total</b>	<b>\$0</b>	<b>\$1</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>
LEBANON	PACKAGED	\$0	\$0	\$0	\$4	\$8	\$3	27.68%	95.27%	99.33%
	<b>LEBANON - Total</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$4</b>	<b>\$8</b>	<b>\$3</b>	<b>27.68%</b>	<b>95.27%</b>	<b>99.33%</b>
LITHUANIA	PACKAGED	\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
	<b>LITHUANIA - Total</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>
MEXICO	PACKAGED	\$57,338	\$52,960	\$48,471	\$43,426	\$45,130	\$11,830	3.54%	3.92%	21.16%
	<b>MEXICO - Total</b>	<b>\$57,338</b>	<b>\$52,960</b>	<b>\$48,471</b>	<b>\$43,426</b>	<b>\$45,130</b>	<b>\$11,830</b>	<b>3.54%</b>	<b>3.92%</b>	<b>21.16%</b>
MONTENEGRO	PACKAGED	\$11	\$5	\$12	\$0	\$4	\$2	n/a	969.05%	5.57%
	<b>MONTENEGRO - Total</b>	<b>\$11</b>	<b>\$5</b>	<b>\$12</b>	<b>\$0</b>	<b>\$4</b>	<b>\$2</b>	<b>n/a</b>	<b>969.05%</b>	<b>5.57%</b>
NETHERLANDS	DRAFT	\$2,058	\$2,615	\$2,269	\$2,230	\$2,214	\$515	-5.28%	-0.71%	99.28%
	PACKAGED	\$32,575	\$31,118	\$28,940	\$27,750	\$27,104	\$6,313	-4.26%	-2.33%	16.05%
	<b>NETHERLANDS - Total</b>	<b>\$34,633</b>	<b>\$33,733</b>	<b>\$31,209</b>	<b>\$29,980</b>	<b>\$29,318</b>	<b>\$6,828</b>	<b>-4.33%</b>	<b>-2.21%</b>	<b>22.34%</b>
NEW ZEALAND	DRAFT	\$0	\$0	\$0	\$0	\$2	\$2	n/a	n/a	100.00%
	PACKAGED	\$403	\$373	\$390	\$424	\$521	\$121	20.35%	22.80%	3.84%
	<b>NEW ZEALAND - Total</b>	<b>\$403</b>	<b>\$373</b>	<b>\$390</b>	<b>\$424</b>	<b>\$523</b>	<b>\$122</b>	<b>20.35%</b>	<b>22.80%</b>	<b>4.23%</b>
NORWAY	PACKAGED	\$0	\$0	\$22	\$9	\$15	\$5	n/a	65.08%	1.00%
	<b>NORWAY - Total</b>	<b>\$0</b>	<b>\$0</b>	<b>\$22</b>	<b>\$9</b>	<b>\$15</b>	<b>\$5</b>	<b>n/a</b>	<b>65.08%</b>	<b>1.00%</b>
PHILIPPINES	PACKAGED	\$132	\$220	\$335	\$364	\$355	\$84	-4.82%	-2.43%	6.01%
	<b>PHILIPPINES - Total</b>	<b>\$132</b>	<b>\$220</b>	<b>\$335</b>	<b>\$364</b>	<b>\$355</b>	<b>\$84</b>	<b>-4.82%</b>	<b>-2.43%</b>	<b>6.01%</b>

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		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
POLAND	PACKAGED	\$449	\$484	\$561	\$524	\$528	\$125	-3.89%	0.84%	4.63%
	<b>POLAND - Total</b>	<b>\$449</b>	<b>\$484</b>	<b>\$561</b>	<b>\$524</b>	<b>\$528</b>	<b>\$125</b>	<b>-3.89%</b>	<b>0.84%</b>	<b>4.63%</b>
PORTUGAL	PACKAGED	\$0	\$0	\$9	\$81	\$95	\$26	0.58%	16.38%	14.25%
	<b>PORTUGAL - Total</b>	<b>\$0</b>	<b>\$0</b>	<b>\$9</b>	<b>\$81</b>	<b>\$95</b>	<b>\$26</b>	<b>0.58%</b>	<b>16.38%</b>	<b>14.25%</b>
RUSSIA (USSR)	PACKAGED	\$180	\$174	\$129	\$207	\$301	\$82	33.94%	45.37%	2.72%
	<b>RUSSIA (USSR) - Total</b>	<b>\$180</b>	<b>\$174</b>	<b>\$129</b>	<b>\$207</b>	<b>\$301</b>	<b>\$82</b>	<b>33.94%</b>	<b>45.37%</b>	<b>2.72%</b>
SERBIA	PACKAGED	\$0	\$0	\$5	\$7	\$12	\$2	170.19%	89.33%	1.37%
	<b>SERBIA - Total</b>	<b>\$0</b>	<b>\$0</b>	<b>\$5</b>	<b>\$7</b>	<b>\$12</b>	<b>\$2</b>	<b>170.19%</b>	<b>89.33%</b>	<b>1.37%</b>
SINGAPORE	PACKAGED	\$324	\$260	\$296	\$303	\$336	\$89	24.90%	10.84%	32.52%
	<b>SINGAPORE - Total</b>	<b>\$324</b>	<b>\$260</b>	<b>\$296</b>	<b>\$303</b>	<b>\$336</b>	<b>\$89</b>	<b>24.90%</b>	<b>10.84%</b>	<b>32.52%</b>
SLOVAK REPUBLIC	PACKAGED	\$0	\$27	\$16	\$10	\$14	\$3	74.52%	39.04%	0.00%
	<b>SLOVAK REPUBLIC - Total</b>	<b>\$0</b>	<b>\$27</b>	<b>\$16</b>	<b>\$10</b>	<b>\$14</b>	<b>\$3</b>	<b>74.52%</b>	<b>39.04%</b>	<b>0.00%</b>
SLOVENIA	PACKAGED	\$124	\$2	\$7	\$1	\$0	\$0	n/a	-100.00%	0.00%
	<b>SLOVENIA - Total</b>	<b>\$124</b>	<b>\$2</b>	<b>\$7</b>	<b>\$1</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>-100.00%</b>	<b>0.00%</b>
SOUTH AFRICA	PACKAGED	\$88	\$106	\$142	\$133	\$94	\$25	-18.72%	-29.34%	5.25%
	<b>SOUTH AFRICA - Total</b>	<b>\$88</b>	<b>\$106</b>	<b>\$142</b>	<b>\$133</b>	<b>\$94</b>	<b>\$25</b>	<b>-18.72%</b>	<b>-29.34%</b>	<b>5.25%</b>
SPAIN	PACKAGED	\$561	\$666	\$967	\$1,198	\$1,557	\$437	23.97%	29.99%	9.69%
	<b>SPAIN - Total</b>	<b>\$561</b>	<b>\$666</b>	<b>\$967</b>	<b>\$1,198</b>	<b>\$1,557</b>	<b>\$437</b>	<b>23.97%</b>	<b>29.99%</b>	<b>9.69%</b>
SWITZERLAND	PACKAGED	\$0	\$0	\$0	\$0	\$11	\$1	n/a	n/a	0.43%
	<b>SWITZERLAND - Total</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$11</b>	<b>\$1</b>	<b>n/a</b>	<b>n/a</b>	<b>0.43%</b>
THAILAND	PACKAGED	\$433	\$421	\$439	\$466	\$462	\$119	4.63%	-0.81%	55.53%
	<b>THAILAND - Total</b>	<b>\$433</b>	<b>\$421</b>	<b>\$439</b>	<b>\$466</b>	<b>\$462</b>	<b>\$119</b>	<b>4.63%</b>	<b>-0.81%</b>	<b>55.53%</b>

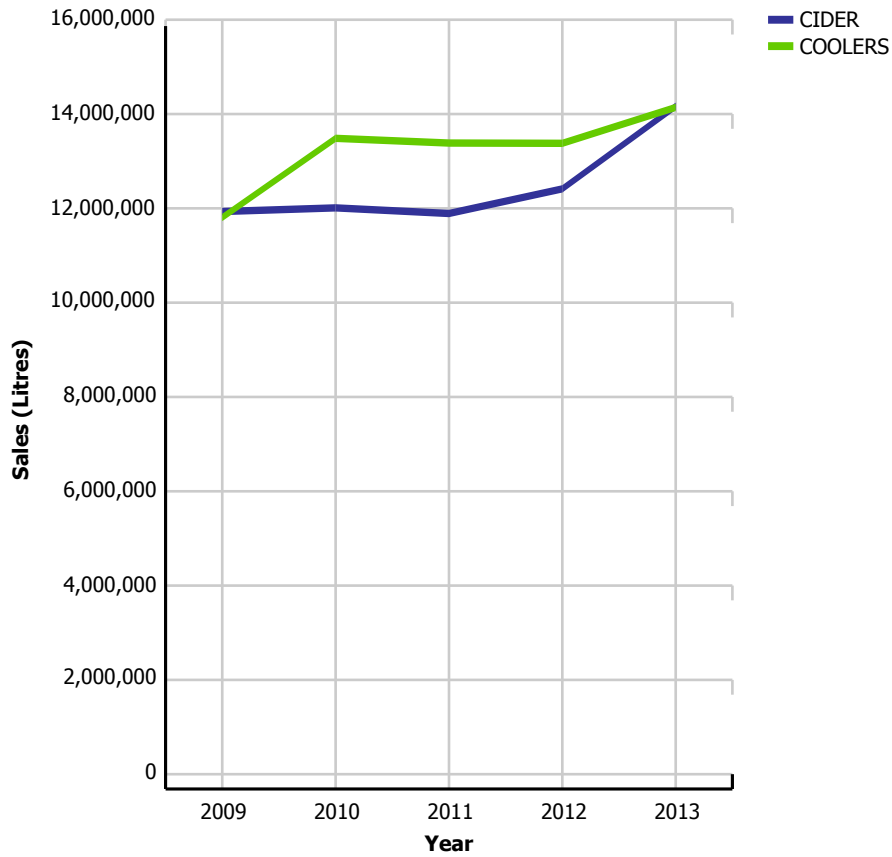
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TRINIDAD AND TOBAGO	PACKAGED	\$96	\$90	\$126	\$119	\$109	\$26	-0.46%	-8.27%	13.38%
	<b>TRINIDAD AND TOBAGO - Total</b>	<b>\$96</b>	<b>\$90</b>	<b>\$126</b>	<b>\$119</b>	<b>\$109</b>	<b>\$26</b>	<b>-0.46%</b>	<b>-8.27%</b>	<b>13.38%</b>
TURKEY	PACKAGED	\$209	\$146	\$175	\$262	\$309	\$92	37.54%	17.75%	5.12%
	<b>TURKEY - Total</b>	<b>\$209</b>	<b>\$146</b>	<b>\$175</b>	<b>\$262</b>	<b>\$309</b>	<b>\$92</b>	<b>37.54%</b>	<b>17.75%</b>	<b>5.12%</b>
UKRAINE	PACKAGED	\$34	\$28	\$8	\$0	\$12	\$0	n/a	n/a	0.00%
	<b>UKRAINE - Total</b>	<b>\$34</b>	<b>\$28</b>	<b>\$8</b>	<b>\$0</b>	<b>\$12</b>	<b>\$0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>
UNITED KINGDOM	DRAFT	\$297	\$245	\$296	\$315	\$583	\$151	84.90%	85.10%	99.54%
	PACKAGED	\$4,503	\$4,522	\$4,384	\$4,601	\$5,381	\$1,160	10.87%	16.95%	7.88%
	<b>UNITED KINGDOM - Total</b>	<b>\$4,799</b>	<b>\$4,767</b>	<b>\$4,680</b>	<b>\$4,917</b>	<b>\$5,964</b>	<b>\$1,311</b>	<b>16.23%</b>	<b>21.31%</b>	<b>16.84%</b>
UNITED STATES OF AMERICA	DRAFT	\$70	\$144	\$404	\$1,200	\$2,120	\$508	30.34%	76.68%	97.73%
	PACKAGED	\$47,024	\$56,194	\$78,329	\$57,397	\$55,081	\$13,367	-3.63%	-4.04%	9.76%
	<b>UNITED STATES OF AMERICA - Total</b>	<b>\$47,094</b>	<b>\$56,338</b>	<b>\$78,733</b>	<b>\$58,597</b>	<b>\$57,201</b>	<b>\$13,875</b>	<b>-2.70%</b>	<b>-2.38%</b>	<b>13.02%</b>
VIETNAM	PACKAGED	\$2	\$2	\$5	\$9	\$13	\$3	39.05%	43.77%	85.74%
	<b>VIETNAM - Total</b>	<b>\$2</b>	<b>\$2</b>	<b>\$5</b>	<b>\$9</b>	<b>\$13</b>	<b>\$3</b>	<b>39.05%</b>	<b>43.77%</b>	<b>85.74%</b>
<b>IMPORT DRAFT - TOTAL</b>		<b>\$14,719</b>	<b>\$15,611</b>	<b>\$14,720</b>	<b>\$16,417</b>	<b>\$17,959</b>	<b>\$4,136</b>	<b>1.71%</b>	<b>9.39%</b>	<b>98.92%</b>
<b>IMPORT PACKAGED - TOTAL</b>		<b>\$209,705</b>	<b>\$210,365</b>	<b>\$223,546</b>	<b>\$197,865</b>	<b>\$200,194</b>	<b>\$48,648</b>	<b>0.77%</b>	<b>1.18%</b>	<b>14.58%</b>
<b>IMPORT BEER - TOTAL</b>		<b>\$224,424</b>	<b>\$225,976</b>	<b>\$238,265</b>	<b>\$214,282</b>	<b>\$218,153</b>	<b>\$52,784</b>	<b>0.84%</b>	<b>1.81%</b>	<b>21.52%</b>

# Cooler and Cider Sales

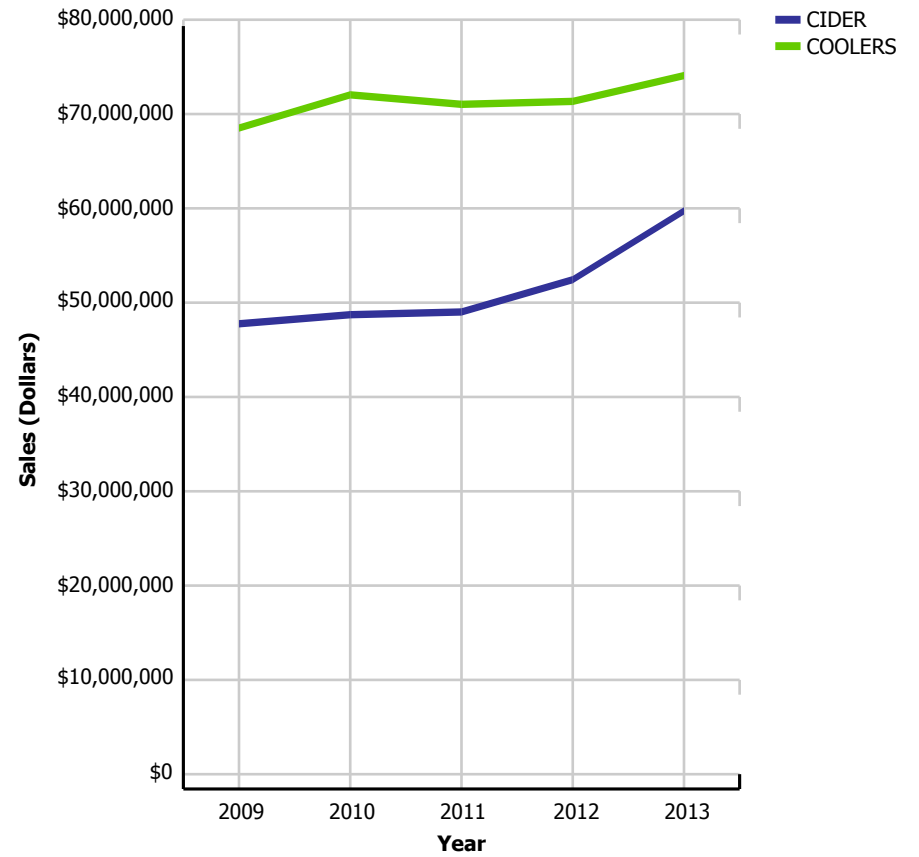
## Coolers and Ciders (Domestic & Imported)

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**

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
DOMESTIC	DRAFT	49,025	83,770	98,248	116,835	165,174	41,598	21.36%	41.37%	92.31%
	PACKAGED	10,046,577	10,096,308	9,809,392	10,165,210	11,596,034	3,022,526	9.90%	14.08%	5.06%
	PACKAGED - OTHER	15,981	28,450	30,960	33,412	41,218	10,034	19.46%	23.36%	4.40%
<b>DOMESTIC - TOTAL</b>		<b>10,111,583</b>	<b>10,208,529</b>	<b>9,938,599</b>	<b>10,315,456</b>	<b>11,802,426</b>	<b>3,074,158</b>	<b>10.07%</b>	<b>14.41%</b>	<b>6.28%</b>
IMPORT	DRAFT	429,150	388,900	364,350	370,900	414,350	110,725	22.04%	11.71%	98.90%
	PACKAGED	1,470,717	1,491,295	1,667,012	1,805,219	2,026,243	566,549	11.11%	12.24%	16.14%
	PACKAGED - OTHER	0	0	0	0	58	40	n/a	n/a	0.00%
<b>IMPORT - TOTAL</b>		<b>1,899,867</b>	<b>1,880,195</b>	<b>2,031,362</b>	<b>2,176,119</b>	<b>2,440,651</b>	<b>677,314</b>	<b>12.77%</b>	<b>12.16%</b>	<b>30.19%</b>
<b>CIDER - TOTAL</b>		<b>12,011,450</b>	<b>12,088,724</b>	<b>11,969,962</b>	<b>12,491,575</b>	<b>14,243,076</b>	<b>3,751,473</b>	<b>10.55%</b>	<b>14.02%</b>	<b>10.38%</b>

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

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
DOMESTIC	DRAFT	\$192	\$316	\$387	\$456	\$670	\$168	24.92%	47.04%	91.85%
	PACKAGED	\$38,014	\$38,296	\$38,073	\$40,137	\$45,685	\$11,601	8.02%	13.82%	5.28%
	PACKAGED - OTHER	\$444	\$616	\$569	\$574	\$682	\$165	15.47%	18.79%	4.50%
	<b>DOMESTIC - TOTAL</b>	<b>\$38,650</b>	<b>\$39,228</b>	<b>\$39,029</b>	<b>\$41,167</b>	<b>\$47,037</b>	<b>\$11,933</b>	<b>8.32%</b>	<b>14.26%</b>	<b>6.50%</b>
IMPORT	DRAFT	\$1,951	\$1,872	\$1,659	\$1,690	\$1,885	\$494	19.59%	11.51%	98.98%
	PACKAGED	\$7,553	\$8,017	\$8,721	\$9,972	\$11,200	\$3,092	14.24%	12.31%	17.11%
	PACKAGED - OTHER	\$0	\$0	\$0	\$0	\$1	\$1	n/a	n/a	0.00%
	<b>IMPORT - TOTAL</b>	<b>\$9,504</b>	<b>\$9,889</b>	<b>\$10,380</b>	<b>\$11,662</b>	<b>\$13,086</b>	<b>\$3,587</b>	<b>14.97%</b>	<b>12.20%</b>	<b>28.90%</b>
<b>CIDER - TOTAL</b>		<b>\$48,154</b>	<b>\$49,117</b>	<b>\$49,409</b>	<b>\$52,829</b>	<b>\$60,123</b>	<b>\$15,520</b>	<b>9.79%</b>	<b>13.81%</b>	<b>11.37%</b>

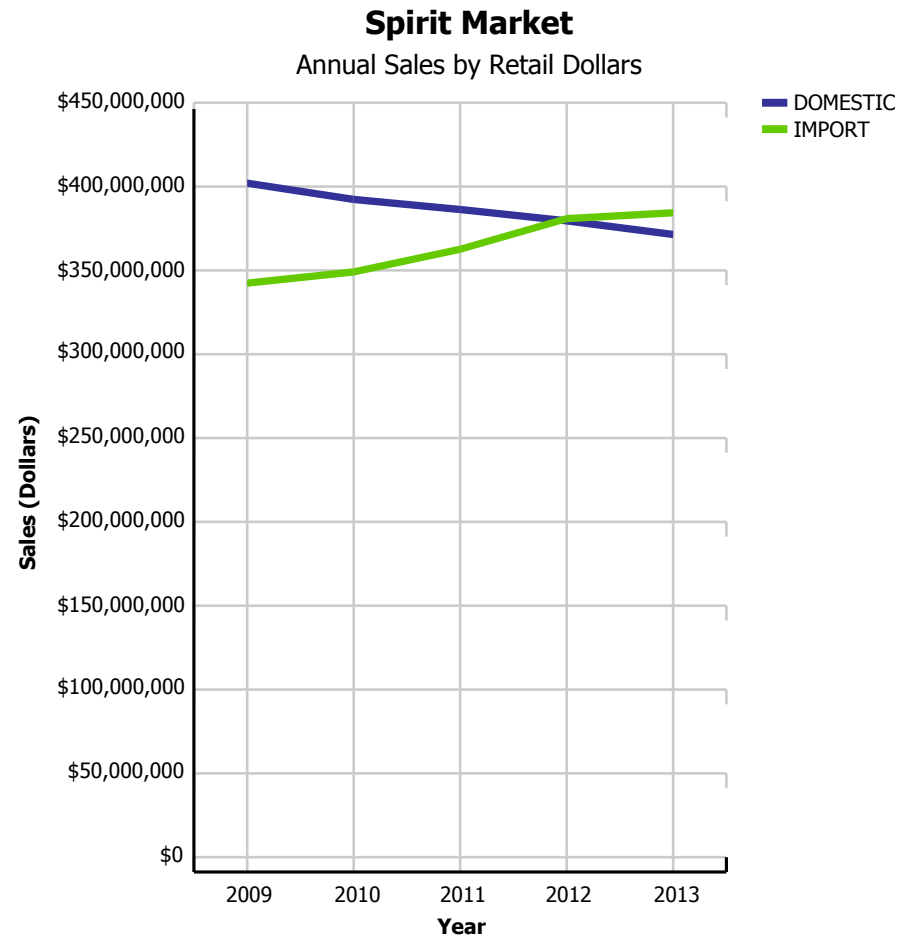
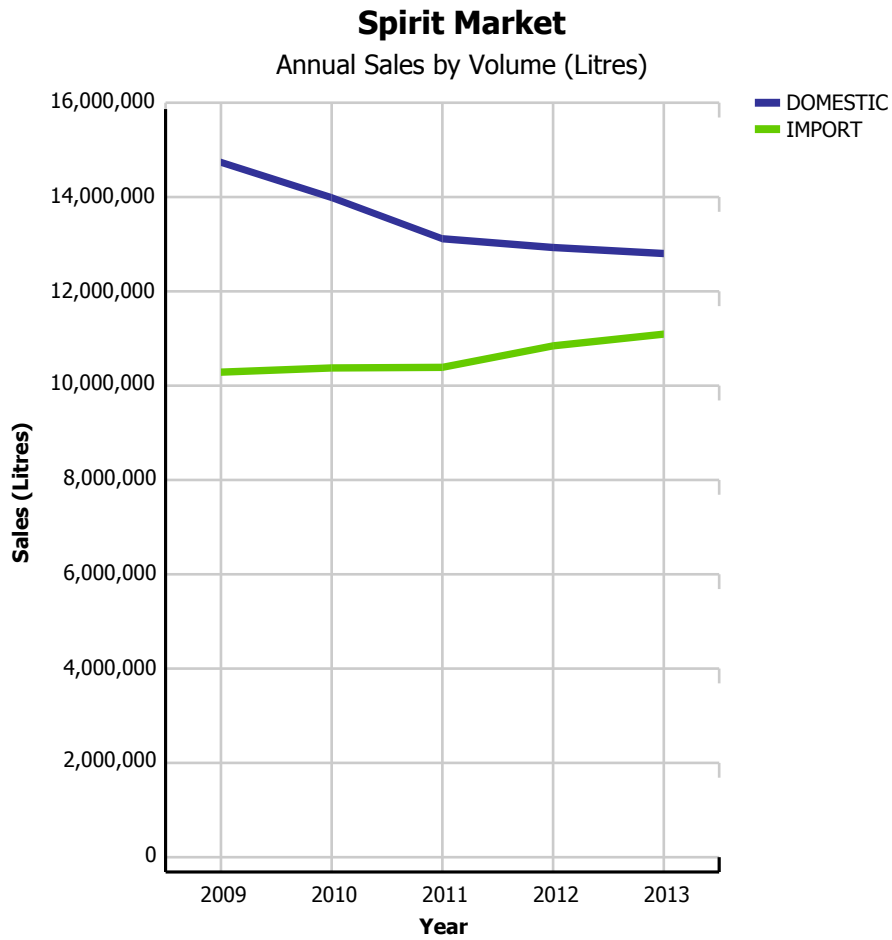
**COOLER MARKET**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR**  
**SALES IN LITRES**

	2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
DOMESTIC BEER	866	222	-5	0	-2	0	n/a	n/a	0.00%
OTHER	0	0	0	0	0	0	n/a	n/a	0.00%
SPIRIT	8,933,232	10,931,999	11,222,614	11,457,754	11,639,363	3,320,199	12.25%	1.59%	6.27%
WINE	930,229	979,309	789,142	662,975	577,138	133,978	-14.18%	-12.95%	1.74%
<b>DOMESTIC - TOTAL</b>	<b>9,864,327</b>	<b>11,911,529</b>	<b>12,011,751</b>	<b>12,120,729</b>	<b>12,216,499</b>	<b>3,454,177</b>	<b>10.92%</b>	<b>0.79%</b>	<b>6.06%</b>
IMPORT BEER	889	703	2,652	20,440	538,951	325,640	1,689.78%	2,536.75%	2.36%
OTHER	0	0	0	-199	-5	0	100.00%	97.67%	100.00%
SPIRIT	1,753,149	1,417,174	1,304,573	1,185,021	1,328,191	324,876	8.82%	12.08%	4.13%
WINE	423,174	390,790	301,255	288,289	292,516	67,429	5.80%	1.47%	6.49%
<b>IMPORT - TOTAL</b>	<b>2,177,212</b>	<b>1,808,667</b>	<b>1,608,480</b>	<b>1,493,551</b>	<b>2,159,653</b>	<b>717,945</b>	<b>88.70%</b>	<b>44.60%</b>	<b>4.01%</b>
<b>COOLERS - TOTAL</b>	<b>12,041,539</b>	<b>13,720,196</b>	<b>13,620,231</b>	<b>13,614,280</b>	<b>14,376,153</b>	<b>4,172,122</b>	<b>19.39%</b>	<b>5.60%</b>	<b>5.75%</b>

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

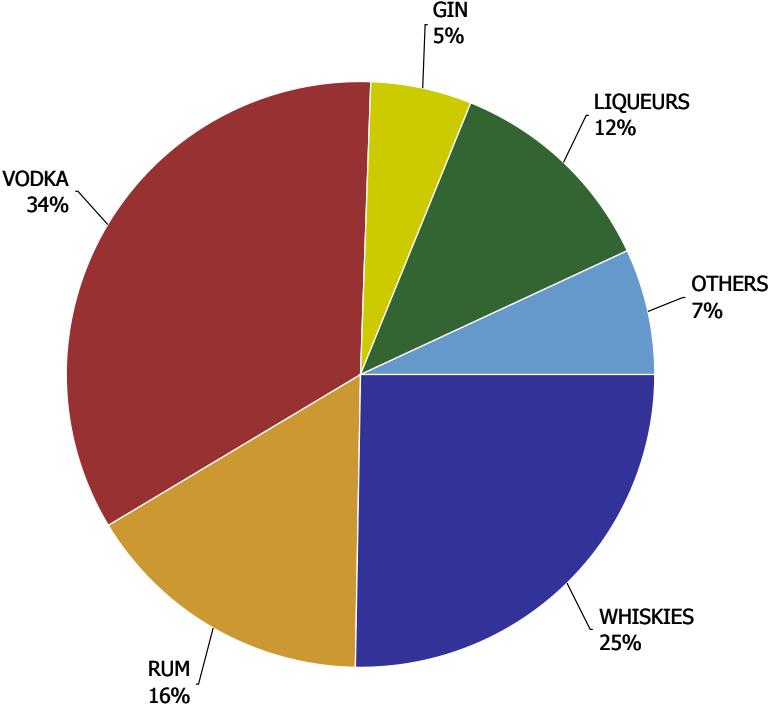
		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
DOMESTIC	BEER	\$7	\$2	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
	OTHER	\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
	SPIRIT	\$50,571	\$56,090	\$57,053	\$59,131	\$58,828	\$16,018	4.68%	-0.51%	6.94%
	WINE	\$3,937	\$4,423	\$3,597	\$2,808	\$2,294	\$505	-22.53%	-18.30%	2.01%
	<b>DOMESTIC - TOTAL</b>	<b>\$54,515</b>	<b>\$60,514</b>	<b>\$60,650</b>	<b>\$61,939</b>	<b>\$61,122</b>	<b>\$16,523</b>	<b>3.57%</b>	<b>-1.32%</b>	<b>6.76%</b>
IMPORT	BEER	\$4	\$3	\$16	\$111	\$2,840	\$1,678	1,592.36%	2,455.03%	2.35%
	OTHER	\$0	\$0	\$0	(\$1)	\$0	\$0	100.00%	97.67%	100.00%
	SPIRIT	\$12,233	\$10,004	\$9,335	\$8,352	\$9,155	\$2,138	4.68%	9.63%	3.88%
	WINE	\$2,940	\$2,688	\$2,205	\$2,117	\$2,137	\$493	1.77%	0.92%	5.86%
	<b>IMPORT - TOTAL</b>	<b>\$15,178</b>	<b>\$12,695</b>	<b>\$11,555</b>	<b>\$10,579</b>	<b>\$14,132</b>	<b>\$4,309</b>	<b>64.08%</b>	<b>33.59%</b>	<b>3.87%</b>
	<b>COOLERS - TOTAL</b>	<b>\$69,692</b>	<b>\$73,209</b>	<b>\$72,205</b>	<b>\$72,518</b>	<b>\$75,254</b>	<b>\$20,832</b>	<b>12.12%</b>	<b>3.77%</b>	<b>6.21%</b>

# Spirit Sales

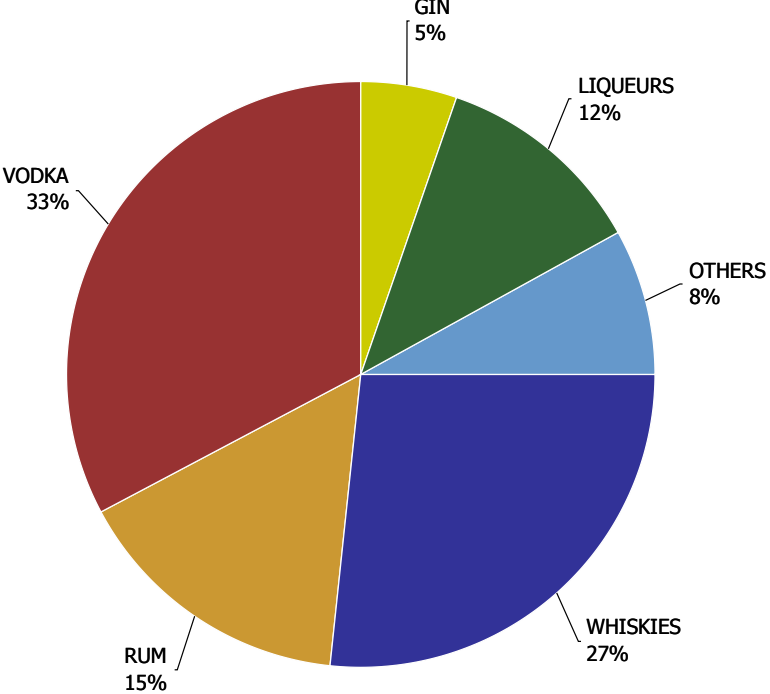


# Spirit Market

**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**

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013	
<b>ARMAGNAC</b>		<b>1,478</b>	<b>1,361</b>	<b>1,603</b>	<b>2,021</b>	<b>1,894</b>	<b>390</b>	<b>-14.98%</b>	<b>-6.26%</b>	<b>8.00%</b>	
<b>ASIAN SPIRITS</b>		<b>136,022</b>	<b>134,148</b>	<b>136,007</b>	<b>147,647</b>	<b>148,994</b>	<b>33,033</b>	<b>-4.15%</b>	<b>0.91%</b>	<b>42.53%</b>	
BRANDY	DOMESTIC	88,236	81,313	71,447	67,252	64,801	12,458	-11.57%	-3.64%	6.35%	
	IMPORT	422,022	400,603	386,007	381,501	369,613	75,647	-4.94%	-3.12%	3.88%	
<b>BRANDY</b>		<b>510,258</b>	<b>481,916</b>	<b>457,454</b>	<b>448,753</b>	<b>434,415</b>	<b>88,105</b>	<b>-5.93%</b>	<b>-3.20%</b>	<b>4.25%</b>	
<b>CACHACA</b>		<b>4,484</b>	<b>4,856</b>	<b>4,316</b>	<b>4,215</b>	<b>4,294</b>	<b>1,107</b>	<b>-14.10%</b>	<b>1.88%</b>	<b>40.20%</b>	
<b>COGNAC</b>		<b>41,152</b>	<b>41,046</b>	<b>41,902</b>	<b>47,060</b>	<b>48,628</b>	<b>9,817</b>	<b>4.59%</b>	<b>3.33%</b>	<b>12.33%</b>	
EAUX DE VIE	DOMESTIC	897	747	707	788	1,341	294	64.50%	70.16%	6.77%	
	IMPORT	15,376	15,772	16,076	14,703	16,783	3,666	27.16%	14.15%	8.10%	
<b>EAUX DE VIE</b>		<b>16,274</b>	<b>16,519</b>	<b>16,783</b>	<b>15,491</b>	<b>18,123</b>	<b>3,960</b>	<b>29.34%</b>	<b>17.00%</b>	<b>8.00%</b>	
GIN	DOMESTIC	373,573	354,641	314,381	298,637	295,496	67,665	-1.93%	-1.05%	17.78%	
	IMPORT	849,936	835,179	822,739	867,180	929,395	224,566	6.49%	7.17%	15.69%	
<b>GIN</b>		<b>1,223,510</b>	<b>1,189,820</b>	<b>1,137,120</b>	<b>1,165,816</b>	<b>1,224,892</b>	<b>292,231</b>	<b>4.41%</b>	<b>5.07%</b>	<b>16.19%</b>	
RUM	AMBER	DOMESTIC	1,154,820	1,141,008	1,165,479	1,128,801	1,108,127	227,820	-2.78%	-1.83%	8.19%
		IMPORT	601,354	675,305	707,767	766,086	810,855	166,200	-3.86%	5.84%	7.32%
<b>AMBER</b>		<b>1,756,174</b>	<b>1,816,312</b>	<b>1,873,246</b>	<b>1,894,887</b>	<b>1,918,982</b>	<b>394,019</b>	<b>-3.24%</b>	<b>1.27%</b>	<b>7.82%</b>	
DARK	DOMESTIC	494,596	465,904	404,775	385,216	369,299	75,044	-4.22%	-4.13%	9.63%	
	IMPORT	201,929	186,292	190,322	211,730	255,439	56,016	25.69%	20.64%	4.24%	
<b>DARK</b>		<b>696,525</b>	<b>652,197</b>	<b>595,097</b>	<b>596,946</b>	<b>624,738</b>	<b>131,060</b>	<b>6.62%</b>	<b>4.66%</b>	<b>7.43%</b>	
WHITE	DOMESTIC	1,872,388	1,753,769	1,598,880	1,493,135	1,460,074	320,271	-6.44%	-2.21%	11.85%	
	IMPORT	119,953	110,475	104,384	105,011	85,183	19,425	-22.19%	-18.88%	17.65%	
<b>WHITE</b>		<b>1,992,341</b>	<b>1,864,244</b>	<b>1,703,264</b>	<b>1,598,146</b>	<b>1,545,257</b>	<b>339,696</b>	<b>-7.51%</b>	<b>-3.31%</b>	<b>12.17%</b>	
RUM	DOMESTIC	3,521,804	3,360,681	3,169,134	3,007,151	2,937,500	623,135	-4.87%	-2.32%	10.19%	
	IMPORT	923,236	972,072	1,002,473	1,082,828	1,151,478	241,641	-0.32%	6.34%	7.40%	
<b>RUM</b>		<b>4,445,039</b>	<b>4,332,753</b>	<b>4,171,607</b>	<b>4,089,979</b>	<b>4,088,978</b>	<b>864,775</b>	<b>-3.64%</b>	<b>-0.02%</b>	<b>9.40%</b>	
TEQUILA	DOMESTIC	0	0	0	112	18	0	-100.00%	-83.87%	0.00%	
	IMPORT	499,800	515,683	513,579	566,482	607,971	150,421	3.62%	7.32%	33.44%	
<b>TEQUILA</b>		<b>499,800</b>	<b>515,683</b>	<b>513,579</b>	<b>566,594</b>	<b>607,989</b>	<b>150,421</b>	<b>3.55%</b>	<b>7.31%</b>	<b>33.44%</b>	

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

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
VODKA	DOMESTIC	5,360,717	5,115,110	4,740,820	4,673,857	4,661,220	1,078,042	-0.02%	-0.27%	12.94%
	IMPORT	2,651,811	2,946,407	3,076,448	3,211,434	3,271,373	746,285	0.82%	1.87%	12.45%
<b>VODKA</b>		<b>8,012,528</b>	<b>8,061,517</b>	<b>7,817,268</b>	<b>7,885,290</b>	<b>7,932,593</b>	<b>1,824,328</b>	<b>0.33%</b>	<b>0.60%</b>	<b>12.74%</b>
WHISKY	AMERICAN WHISKY	317,575	337,369	358,873	407,496	441,745	100,079	8.48%	8.40%	26.14%
	CANADIAN WHISKY	4,477,128	4,234,778	4,022,597	4,032,779	4,037,890	912,209	0.42%	0.13%	6.52%
	IRISH WHISKY	102,279	114,640	127,509	150,683	168,508	34,656	10.35%	11.83%	24.13%
	JAPANESE WHISKY	1	907	403	1,161	1,770	316	16.83%	52.46%	6.97%
	SCOTCH - BLEND	1,076,090	1,047,858	1,033,757	1,014,085	981,730	221,533	-4.53%	-3.19%	2.83%
	SCOTCH - MALT	319,578	323,888	327,507	347,385	366,774	76,267	2.73%	5.58%	7.50%
	OTHER WHISKY	426	1,776	5,784	5,118	7,556	1,461	37.52%	47.64%	1.07%
<b>WHISKY</b>		<b>6,293,077</b>	<b>6,061,215</b>	<b>5,876,429</b>	<b>5,958,708</b>	<b>5,981,672</b>	<b>1,346,520</b>	<b>0.52%</b>	<b>0.79%</b>	<b>7.90%</b>
OTHER SPIRITS	RESTRICTED	1,214	1,466	1,404	1,470	1,358	293	-9.85%	-7.68%	0.04%
	APERITIF	13,270	13,774	13,941	15,637	18,173	4,442	18.13%	16.21%	23.42%
	FLAVOURED	1,747	3,039	2,560	2,192	1,931	566	48.49%	-11.89%	4.67%
	READY TO MIX COCKTAILS	171,510	159,188	151,551	147,456	142,457	35,286	-1.57%	-3.39%	53.12%
	READY TO SERVE COCKTAILS	247,520	204,059	145,475	204,831	199,393	34,330	-36.37%	-2.66%	0.39%
	SCHNAPPS	6,638	6,447	6,349	5,420	5,110	946	-12.64%	-5.71%	5.08%
<b>OTHER SPIRITS</b>		<b>441,897</b>	<b>387,973</b>	<b>321,280</b>	<b>377,007</b>	<b>368,421</b>	<b>75,862</b>	<b>-20.44%</b>	<b>-2.28%</b>	<b>22.00%</b>
SPIRIT - GIFT PACKS	DOMESTIC	11,232	12,769	9,318	34,822	16,279	1,679	56.09%	-53.25%	0.40%
	IMPORT	14,985	23,528	18,353	19,159	26,195	3,511	33.81%	36.73%	1.09%
<b>SPIRIT - GIFT PACKS</b>		<b>26,218</b>	<b>36,297</b>	<b>27,671</b>	<b>53,981</b>	<b>42,474</b>	<b>5,190</b>	<b>40.29%</b>	<b>-21.32%</b>	<b>0.83%</b>



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

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
<b>ARMAGNAC</b>		<b>\$186</b>	<b>\$173</b>	<b>\$170</b>	<b>\$247</b>	<b>\$247</b>	<b>\$58</b>	<b>-7.04%</b>	<b>0.21%</b>	<b>5.68%</b>
<b>ASIAN SPIRITS</b>		<b>\$3,487</b>	<b>\$3,768</b>	<b>\$5,331</b>	<b>\$9,155</b>	<b>\$6,839</b>	<b>\$1,064</b>	<b>-57.92%</b>	<b>-25.29%</b>	<b>24.30%</b>
BRANDY	DOMESTIC	\$2,286	\$2,191	\$2,046	\$1,917	\$1,832	\$345	-13.50%	-4.42%	6.34%
	IMPORT	\$11,316	\$11,150	\$11,315	\$11,133	\$10,648	\$2,138	-6.28%	-4.36%	4.29%
<b>BRANDY</b>		<b>\$13,602</b>	<b>\$13,341</b>	<b>\$13,361</b>	<b>\$13,050</b>	<b>\$12,480</b>	<b>\$2,484</b>	<b>-7.36%</b>	<b>-4.37%</b>	<b>4.59%</b>
<b>CACHACA</b>		<b>\$168</b>	<b>\$186</b>	<b>\$181</b>	<b>\$168</b>	<b>\$162</b>	<b>\$40</b>	<b>-13.98%</b>	<b>-4.04%</b>	<b>42.43%</b>
<b>COGNAC</b>		<b>\$4,085</b>	<b>\$4,199</b>	<b>\$4,616</b>	<b>\$6,032</b>	<b>\$6,539</b>	<b>\$1,598</b>	<b>26.57%</b>	<b>8.40%</b>	<b>10.63%</b>
EAUX DE VIE	DOMESTIC	\$90	\$80	\$76	\$78	\$123	\$23	32.75%	57.12%	7.85%
	IMPORT	\$746	\$762	\$792	\$684	\$752	\$145	11.55%	9.92%	11.03%
<b>EAUX DE VIE</b>		<b>\$836</b>	<b>\$842</b>	<b>\$868</b>	<b>\$762</b>	<b>\$874</b>	<b>\$168</b>	<b>13.99%</b>	<b>14.76%</b>	<b>10.58%</b>
GIN	DOMESTIC	\$10,114	\$9,813	\$9,195	\$8,812	\$8,679	\$1,956	-3.25%	-1.51%	17.56%
	IMPORT	\$25,269	\$24,979	\$25,433	\$26,533	\$28,169	\$6,664	6.31%	6.17%	16.18%
<b>GIN</b>		<b>\$35,383</b>	<b>\$34,792</b>	<b>\$34,628</b>	<b>\$35,345</b>	<b>\$36,848</b>	<b>\$8,620</b>	<b>3.98%</b>	<b>4.25%</b>	<b>16.51%</b>
RUM	AMBER	\$33,131	\$33,521	\$35,879	\$35,223	\$34,182	\$6,826	-5.03%	-2.96%	8.39%
	IMPORT	\$17,978	\$21,127	\$23,384	\$25,250	\$26,148	\$5,217	-6.29%	3.55%	7.82%
	<b>AMBER</b>	<b>\$51,109</b>	<b>\$54,648</b>	<b>\$59,263</b>	<b>\$60,474</b>	<b>\$60,330</b>	<b>\$12,043</b>	<b>-5.58%</b>	<b>-0.24%</b>	<b>8.14%</b>
	DARK	\$12,899	\$12,693	\$11,924	\$11,216	\$10,561	\$2,083	-7.19%	-5.84%	9.73%
	IMPORT	\$5,779	\$5,527	\$6,146	\$7,146	\$8,798	\$1,895	25.43%	23.12%	4.48%
	<b>DARK</b>	<b>\$18,678</b>	<b>\$18,220</b>	<b>\$18,070</b>	<b>\$18,362</b>	<b>\$19,359</b>	<b>\$3,978</b>	<b>5.93%</b>	<b>5.43%</b>	<b>7.34%</b>
	WHITE	\$49,148	\$47,695	\$45,801	\$42,807	\$41,028	\$8,748	-8.75%	-4.16%	11.88%
	IMPORT	\$3,371	\$3,155	\$3,107	\$3,159	\$2,525	\$569	-23.15%	-20.06%	18.42%
	<b>WHITE</b>	<b>\$52,519</b>	<b>\$50,851</b>	<b>\$48,908</b>	<b>\$45,966</b>	<b>\$43,554</b>	<b>\$9,316</b>	<b>-9.78%</b>	<b>-5.25%</b>	<b>12.26%</b>
RUM	DOMESTIC	\$95,179	\$93,909	\$93,604	\$89,247	\$85,772	\$17,657	-7.16%	-3.89%	10.22%
	IMPORT	\$27,127	\$29,810	\$32,637	\$35,555	\$37,471	\$7,680	-1.76%	5.39%	7.75%
<b>RUM</b>		<b>\$122,306</b>	<b>\$123,719</b>	<b>\$126,240</b>	<b>\$124,802</b>	<b>\$123,243</b>	<b>\$25,337</b>	<b>-5.59%</b>	<b>-1.25%</b>	<b>9.47%</b>
TEQUILA	DOMESTIC	\$0	\$0	\$0	\$4	\$1	\$0	-100.00%	-72.38%	0.00%
	IMPORT	\$22,353	\$22,170	\$21,638	\$22,919	\$24,476	\$5,835	3.38%	6.79%	32.34%
<b>TEQUILA</b>		<b>\$22,353</b>	<b>\$22,170</b>	<b>\$21,638</b>	<b>\$22,923</b>	<b>\$24,477</b>	<b>\$5,835</b>	<b>3.35%</b>	<b>6.78%</b>	<b>32.34%</b>

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

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
VODKA	DOMESTIC	\$141,347	\$140,285	\$136,717	\$135,023	\$133,749	\$30,151	-3.05%	-0.94%	12.85%
	IMPORT	\$81,675	\$92,588	\$99,811	\$103,741	\$104,246	\$23,141	-1.55%	0.49%	13.94%
<b>VODKA</b>		<b>\$223,022</b>	<b>\$232,873</b>	<b>\$236,528</b>	<b>\$238,765</b>	<b>\$237,996</b>	<b>\$53,292</b>	<b>-2.40%</b>	<b>-0.32%</b>	<b>13.33%</b>
WHISKY	AMERICAN WHISKY	\$11,028	\$11,979	\$13,199	\$15,096	\$16,424	\$3,681	9.22%	8.79%	27.14%
	CANADIAN WHISKY	\$128,540	\$123,354	\$122,406	\$121,268	\$118,879	\$26,089	-2.60%	-1.97%	6.56%
	IRISH WHISKY	\$3,887	\$4,446	\$5,131	\$5,934	\$6,552	\$1,343	11.98%	10.42%	24.06%
	JAPANESE WHISKY	\$0	\$99	\$57	\$141	\$209	\$34	5.12%	48.17%	6.55%
	SCOTCH - BLEND	\$36,269	\$35,187	\$35,548	\$34,508	\$32,845	\$7,149	-7.27%	-4.82%	3.80%
	SCOTCH - MALT	\$22,041	\$22,963	\$24,246	\$25,786	\$27,539	\$5,477	2.61%	6.80%	8.72%
	OTHER WHISKY	\$48	\$185	\$335	\$299	\$374	\$70	24.57%	25.09%	2.08%
<b>WHISKY</b>		<b>\$201,815</b>	<b>\$198,212</b>	<b>\$200,922</b>	<b>\$203,031</b>	<b>\$202,822</b>	<b>\$43,843</b>	<b>-1.45%</b>	<b>-0.10%</b>	<b>8.63%</b>
OTHER SPIRITS	RESTRICTED	\$56	\$67	\$65	\$68	\$63	\$14	-9.82%	-7.68%	0.04%
	APERITIF	\$395	\$400	\$429	\$485	\$553	\$132	15.51%	14.15%	24.16%
	FLAVOURED	\$73	\$102	\$97	\$87	\$74	\$22	39.53%	-14.74%	6.99%
	READY TO MIX COCKTAILS	\$3,962	\$3,713	\$3,633	\$3,511	\$3,359	\$818	-2.74%	-4.35%	52.77%
	READY TO SERVE COCKTAILS	\$5,394	\$4,511	\$3,495	\$4,422	\$4,468	\$828	-26.11%	1.03%	0.37%
	SCHNAPPS	\$251	\$243	\$246	\$212	\$204	\$37	-13.54%	-3.42%	5.24%
<b>OTHER SPIRITS</b>		<b>\$10,131</b>	<b>\$9,036</b>	<b>\$7,965</b>	<b>\$8,785</b>	<b>\$8,721</b>	<b>\$1,850</b>	<b>-13.92%</b>	<b>-0.72%</b>	<b>22.23%</b>
SPIRIT - GIFT PACKS	DOMESTIC	\$505	\$499	\$473	\$1,168	\$831	\$65	105.24%	-28.89%	0.36%
	IMPORT	\$731	\$1,027	\$941	\$985	\$1,125	\$137	6.61%	14.21%	1.42%
<b>SPIRIT - GIFT PACKS</b>		<b>\$1,237</b>	<b>\$1,526</b>	<b>\$1,414</b>	<b>\$2,153</b>	<b>\$1,955</b>	<b>\$202</b>	<b>26.06%</b>	<b>-9.17%</b>	<b>0.97%</b>

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

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
ALMOND	DOMESTIC	20,730	16,814	12,678	11,482	2,251	368	-83.43%	-80.40%	74.98%
	IMPORT	111,899	107,776	107,183	102,096	103,583	18,608	0.98%	1.46%	16.39%
	<b>ALMOND - TOTAL</b>	<b>132,629</b>	<b>124,590</b>	<b>119,861</b>	<b>113,578</b>	<b>105,833</b>	<b>18,976</b>	<b>-8.09%</b>	<b>-6.82%</b>	<b>17.63%</b>
ANISE / LICORICE	DOMESTIC	2,891	1,754	1,453	1,180	1,109	168	-11.81%	-6.04%	39.55%
	IMPORT	156,464	145,210	137,247	132,284	127,325	26,990	-3.53%	-3.75%	18.74%
	<b>ANISE / LICORICE - TOTAL</b>	<b>159,355</b>	<b>146,965</b>	<b>138,700</b>	<b>133,465</b>	<b>128,435</b>	<b>27,158</b>	<b>-3.58%</b>	<b>-3.77%</b>	<b>18.92%</b>
APPLE	DOMESTIC	0	0	363	401	416	73	-8.57%	3.69%	94.25%
	IMPORT	57,084	48,605	40,567	36,569	30,537	6,223	-15.96%	-16.50%	43.60%
	<b>APPLE - TOTAL</b>	<b>57,084</b>	<b>48,605</b>	<b>40,929</b>	<b>36,970</b>	<b>30,953</b>	<b>6,295</b>	<b>-15.88%</b>	<b>-16.28%</b>	<b>44.28%</b>
APRICOT	DOMESTIC	9,019	8,482	8,188	8,512	7,232	1,152	-27.79%	-15.05%	6.16%
	IMPORT	19,103	19,246	20,000	20,094	20,324	4,695	17.41%	1.15%	27.82%
	<b>APRICOT - TOTAL</b>	<b>28,121</b>	<b>27,728</b>	<b>28,189</b>	<b>28,606</b>	<b>27,556</b>	<b>5,847</b>	<b>4.52%</b>	<b>-3.67%</b>	<b>22.13%</b>
BANANA	DOMESTIC	15,330	5,528	3,722	3,205	2,105	470	-46.35%	-34.31%	23.33%
	IMPORT	33,284	34,169	31,768	30,330	27,499	5,814	-12.78%	-9.34%	62.55%
	<b>BANANA - TOTAL</b>	<b>48,614</b>	<b>39,697</b>	<b>35,490</b>	<b>33,535</b>	<b>29,604</b>	<b>6,284</b>	<b>-16.68%</b>	<b>-11.72%</b>	<b>59.76%</b>
BERRY - OTHER	DOMESTIC	104	168	523	975	822	442	220.38%	-15.65%	0.00%
	IMPORT	1,738	1,125	725	579	746	119	3.75%	28.85%	28.62%
	<b>BERRY - OTHER - TOTAL</b>	<b>1,842</b>	<b>1,293</b>	<b>1,248</b>	<b>1,554</b>	<b>1,568</b>	<b>561</b>	<b>122.05%</b>	<b>0.93%</b>	<b>13.61%</b>
BLACK CURRANT / CASSIS	DOMESTIC	60	437	244	183	401	136	527.24%	118.57%	0.00%
	IMPORT	7,322	7,186	6,801	6,561	6,212	1,353	-1.42%	-5.32%	36.30%
	<b>BLACK CURRANT / CASSIS - TOTAL</b>	<b>7,382</b>	<b>7,623</b>	<b>7,045</b>	<b>6,744</b>	<b>6,613</b>	<b>1,489</b>	<b>6.83%</b>	<b>-1.95%</b>	<b>34.10%</b>
BLACKBERRY	DOMESTIC	49	68	28	22	55	5	-30.00%	151.72%	0.00%
	IMPORT	3,081	2,948	2,716	2,699	2,161	454	-20.95%	-19.93%	29.66%

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

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
BLACKBERRY	<b>BLACKBERRY - TOTAL</b>	<b>3,130</b>	<b>3,016</b>	<b>2,744</b>	<b>2,721</b>	<b>2,216</b>	<b>460</b>	<b>-21.07%</b>	<b>-18.55%</b>	<b>28.93%</b>
BUTTERSCOTCH	DOMESTIC	394	426	455	766	708	178	-16.13%	-7.59%	98.39%
	IMPORT	52,072	48,582	53,307	61,022	65,767	13,666	4.52%	7.78%	55.33%
	<b>BUTTERSCOTCH - TOTAL</b>	<b>52,467</b>	<b>49,009</b>	<b>53,762</b>	<b>61,788</b>	<b>66,475</b>	<b>13,844</b>	<b>4.19%</b>	<b>7.59%</b>	<b>55.79%</b>
CACAO / CHOCOLATE	DOMESTIC	6,200	6,105	5,978	5,426	4,942	368	-62.51%	-8.92%	18.12%
	IMPORT	10	-1	0	1	273	192	n/a	36,280.00%	2.20%
	<b>CACAO / CHOCOLATE - TOTAL</b>	<b>6,210</b>	<b>6,104</b>	<b>5,978</b>	<b>5,426</b>	<b>5,215</b>	<b>560</b>	<b>-42.90%</b>	<b>-3.90%</b>	<b>17.29%</b>
CACAO / WHITE	DOMESTIC	33,023	24,865	23,095	22,859	22,472	4,952	11.69%	-1.69%	51.11%
	IMPORT	47	26	8	3	0	0	n/a	-100.00%	0.00%
	<b>CACAO / WHITE - TOTAL</b>	<b>33,070</b>	<b>24,891</b>	<b>23,102</b>	<b>22,862</b>	<b>22,472</b>	<b>4,952</b>	<b>11.69%</b>	<b>-1.70%</b>	<b>51.11%</b>
CHERRY	DOMESTIC	499	78	240	366	935	288	124.85%	155.79%	5.49%
	IMPORT	9,286	8,819	8,556	8,694	9,266	1,916	9.85%	6.58%	26.96%
	<b>CHERRY - TOTAL</b>	<b>9,785</b>	<b>8,896</b>	<b>8,796</b>	<b>9,059</b>	<b>10,201</b>	<b>2,204</b>	<b>17.73%</b>	<b>12.61%</b>	<b>24.99%</b>
CHESTNUT	IMPORT	0	20	24	1	0	0	n/a	-100.00%	0.00%
	<b>CHESTNUT - TOTAL</b>	<b>0</b>	<b>20</b>	<b>24</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>n/a</b>	<b>-100.00%</b>	<b>0.00%</b>
CITRUS OTHER THAN ORANGE	IMPORT	80	0	0	954	307	0	-100.00%	-67.82%	0.00%
	<b>CITRUS OTHER THAN ORANGE - TOTAL</b>	<b>80</b>	<b>0</b>	<b>0</b>	<b>954</b>	<b>307</b>	<b>0</b>	<b>-100.00%</b>	<b>-67.82%</b>	<b>0.00%</b>
COCONUT	DOMESTIC	138,778	117,709	117,053	120,764	117,655	34,668	12.21%	-2.57%	11.61%
	IMPORT	16,706	15,580	14,605	12,729	11,765	2,412	-22.97%	-7.57%	23.04%
	<b>COCONUT - TOTAL</b>	<b>155,484</b>	<b>133,289</b>	<b>131,657</b>	<b>133,492</b>	<b>129,420</b>	<b>37,080</b>	<b>8.97%</b>	<b>-3.05%</b>	<b>12.65%</b>
COFFEE	DOMESTIC	11,122	4,568	2,308	1,078	330	63	-41.67%	-69.38%	38.18%
	IMPORT	353,288	313,452	292,111	288,130	279,892	49,834	-2.30%	-2.86%	12.56%

**SPIRITS MARKET - LIQUEURS**  
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**SALES IN LITRES**

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
COFFEE	<b>COFFEE - TOTAL</b>	<b>364,411</b>	<b>318,021</b>	<b>294,420</b>	<b>289,208</b>	<b>280,222</b>	<b>49,897</b>	<b>-2.39%</b>	<b>-3.11%</b>	<b>12.60%</b>
CRANBERRY	DOMESTIC	39	34	28	41	94	8	11.11%	129.09%	0.00%
	<b>CRANBERRY - TOTAL</b>	<b>39</b>	<b>34</b>	<b>28</b>	<b>41</b>	<b>94</b>	<b>8</b>	<b>11.11%</b>	<b>129.09%</b>	<b>0.00%</b>
CREAM	DOMESTIC	1,800	2,650	1,450	2,611	4,902	1,072	47.13%	87.77%	2.97%
	IMPORT	1,070,487	1,030,107	1,024,963	1,037,733	1,023,437	162,357	-3.09%	-1.38%	5.03%
	<b>CREAM - TOTAL</b>	<b>1,072,287</b>	<b>1,032,757</b>	<b>1,026,412</b>	<b>1,040,344</b>	<b>1,028,339</b>	<b>163,430</b>	<b>-2.87%</b>	<b>-1.15%</b>	<b>5.02%</b>
EGG	IMPORT	5,976	5,833	5,614	5,126	5,068	626	-5.66%	-1.13%	1.78%
	<b>EGG - TOTAL</b>	<b>5,976</b>	<b>5,833</b>	<b>5,614</b>	<b>5,126</b>	<b>5,068</b>	<b>626</b>	<b>-5.66%</b>	<b>-1.13%</b>	<b>1.78%</b>
FRUIT - OTHER	DOMESTIC	29,192	13,806	6,166	3,527	2,383	488	-50.15%	-32.44%	7.71%
	IMPORT	100,693	78,977	64,603	58,832	51,336	11,157	-14.03%	-12.74%	38.43%
	<b>FRUIT - OTHER - TOTAL</b>	<b>129,885</b>	<b>92,783</b>	<b>70,769</b>	<b>62,360</b>	<b>53,719</b>	<b>11,644</b>	<b>-16.56%</b>	<b>-13.86%</b>	<b>37.07%</b>
GRAPE	DOMESTIC	46	45	18	1,092	2,343	508	-53.50%	114.56%	3.65%
	IMPORT	8,752	4,566	2,315	1,878	1,535	496	52.66%	-18.25%	19.15%
	<b>GRAPE - TOTAL</b>	<b>8,798</b>	<b>4,611</b>	<b>2,333</b>	<b>2,970</b>	<b>3,878</b>	<b>1,004</b>	<b>-29.17%</b>	<b>30.58%</b>	<b>9.79%</b>
GRAPE FRUIT	IMPORT	1,154	811	698	596	600	184	40.26%	0.80%	38.31%
	<b>GRAPE FRUIT - TOTAL</b>	<b>1,154</b>	<b>811</b>	<b>698</b>	<b>596</b>	<b>600</b>	<b>184</b>	<b>40.26%</b>	<b>0.80%</b>	<b>38.31%</b>
HAZELNUT	IMPORT	23,322	20,557	20,262	19,276	18,983	3,385	-4.92%	-1.52%	35.61%
	<b>HAZELNUT - TOTAL</b>	<b>23,322</b>	<b>20,557</b>	<b>20,262</b>	<b>19,276</b>	<b>18,983</b>	<b>3,385</b>	<b>-4.92%</b>	<b>-1.52%</b>	<b>35.61%</b>
HERBAL	DOMESTIC	1,769	1,349	1,366	1,360	1,683	487	38.34%	23.78%	13.25%
	IMPORT	355,631	329,817	313,473	307,141	296,949	62,306	-6.23%	-3.32%	44.94%
	<b>HERBAL - TOTAL</b>	<b>357,400</b>	<b>331,166</b>	<b>314,838</b>	<b>308,501</b>	<b>298,632</b>	<b>62,793</b>	<b>-5.99%</b>	<b>-3.20%</b>	<b>44.76%</b>
HONEY	IMPORT	0	0	0	18	0	0	-100.00%	-100.00%	0.00%
	<b>HONEY - TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>18</b>	<b>0</b>	<b>0</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>0.00%</b>
LEMON	IMPORT	18,383	19,246	23,600	22,978	22,089	4,419	-15.03%	-3.87%	17.80%
	<b>LEMON - TOTAL</b>	<b>18,383</b>	<b>19,246</b>	<b>23,600</b>	<b>22,978</b>	<b>22,089</b>	<b>4,419</b>	<b>-15.03%</b>	<b>-3.87%</b>	<b>17.80%</b>

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

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
LOGANBERRY	DOMESTIC	0	0	0	10	0	0	-100.00%	-100.00%	0.00%
	IMPORT	252	311	222	192	276	60	-16.67%	43.75%	0.00%
	<b>LOGANBERRY - TOTAL</b>	<b>252</b>	<b>311</b>	<b>222</b>	<b>202</b>	<b>276</b>	<b>60</b>	<b>-25.93%</b>	<b>36.80%</b>	<b>0.00%</b>
MACADAMIA	IMPORT	1,152	3,718	3,482	3,382	3,229	604	12.90%	-4.52%	2.72%
	<b>MACADAMIA - TOTAL</b>	<b>1,152</b>	<b>3,718</b>	<b>3,482</b>	<b>3,382</b>	<b>3,229</b>	<b>604</b>	<b>12.90%</b>	<b>-4.52%</b>	<b>2.72%</b>
MELON	DOMESTIC	11,772	10,848	3,111	1,738	1,441	357	-36.85%	-17.09%	19.07%
	IMPORT	11,529	12,711	14,747	14,053	13,476	3,194	4.70%	-4.10%	53.72%
	<b>MELON - TOTAL</b>	<b>23,302</b>	<b>23,560</b>	<b>17,858</b>	<b>15,791</b>	<b>14,917</b>	<b>3,551</b>	<b>-1.80%</b>	<b>-5.53%</b>	<b>50.37%</b>
MINT	DOMESTIC	23,866	22,570	22,483	22,762	20,349	2,639	-14.02%	-10.60%	20.61%
	IMPORT	108	187	158	193	127	22	-48.33%	-34.06%	27.47%
	<b>MINT - TOTAL</b>	<b>23,974</b>	<b>22,757</b>	<b>22,641</b>	<b>22,955</b>	<b>20,476</b>	<b>2,661</b>	<b>-14.49%</b>	<b>-10.80%</b>	<b>20.65%</b>
ORANGE	DOMESTIC	114,699	107,456	104,598	105,141	106,136	25,089	3.05%	0.95%	24.82%
	IMPORT	173,035	158,971	155,378	154,728	154,480	29,577	0.65%	-0.16%	27.31%
	<b>ORANGE - TOTAL</b>	<b>287,733</b>	<b>266,427</b>	<b>259,977</b>	<b>259,869</b>	<b>260,616</b>	<b>54,666</b>	<b>1.73%</b>	<b>0.29%</b>	<b>26.30%</b>
OTHER	DOMESTIC	5,275	1,217	856	1,593	2,989	1,503	622.73%	87.70%	18.01%
	IMPORT	8,868	8,055	6,726	6,037	5,688	1,288	15.10%	-5.78%	29.21%
	<b>OTHER - TOTAL</b>	<b>14,142</b>	<b>9,272</b>	<b>7,582</b>	<b>7,630</b>	<b>8,677</b>	<b>2,791</b>	<b>110.33%</b>	<b>13.73%</b>	<b>25.35%</b>
OTHER NUT	IMPORT	9	84	14	14	477	27	n/a	3,433.33%	0.00%
	<b>OTHER NUT - TOTAL</b>	<b>9</b>	<b>84</b>	<b>14</b>	<b>14</b>	<b>477</b>	<b>27</b>	<b>n/a</b>	<b>3,433.33%</b>	<b>0.00%</b>
PEACH	DOMESTIC	49,689	47,406	44,274	47,296	49,029	11,224	-0.59%	3.67%	50.58%
	IMPORT	3,773	2,918	1,896	1,062	809	141	-47.97%	-23.86%	90.32%
	<b>PEACH - TOTAL</b>	<b>53,462</b>	<b>50,324</b>	<b>46,170</b>	<b>48,358</b>	<b>49,838</b>	<b>11,365</b>	<b>-1.70%</b>	<b>3.06%</b>	<b>51.22%</b>
PEAR	DOMESTIC	70	37	10	14	13	1	-80.00%	-5.56%	0.00%
	IMPORT	4,479	3,836	3,490	2,923	2,814	589	11.56%	-3.74%	22.67%
	<b>PEAR - TOTAL</b>	<b>4,549</b>	<b>3,873</b>	<b>3,499</b>	<b>2,937</b>	<b>2,827</b>	<b>590</b>	<b>10.92%</b>	<b>-3.75%</b>	<b>22.57%</b>
PINEAPPLE	DOMESTIC	11,713	7,610	3,883	2,277	1,462	160	-78.34%	-35.77%	2.15%

**SPIRITS MARKET - LIQUEURS**  
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		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
PINEAPPLE	IMPORT	0	0	342	279	314	72	-38.46%	12.63%	0.00%
	<b>PINEAPPLE - TOTAL</b>	<b>11,713</b>	<b>7,610</b>	<b>4,225</b>	<b>2,556</b>	<b>1,777</b>	<b>232</b>	<b>-72.90%</b>	<b>-30.49%</b>	<b>1.77%</b>
PLUM	IMPORT	845	867	616	808	748	124	-21.70%	-7.34%	1.30%
	<b>PLUM - TOTAL</b>	<b>845</b>	<b>867</b>	<b>616</b>	<b>808</b>	<b>748</b>	<b>124</b>	<b>-21.70%</b>	<b>-7.34%</b>	<b>1.30%</b>
RASPBERRY	DOMESTIC	2,176	2,857	2,791	3,538	3,259	575	-53.55%	-7.91%	57.72%
	IMPORT	113,187	102,967	97,396	96,218	88,549	18,613	-11.01%	-7.97%	43.96%
	<b>RASPBERRY - TOTAL</b>	<b>115,364</b>	<b>105,825</b>	<b>100,188</b>	<b>99,756</b>	<b>91,808</b>	<b>19,188</b>	<b>-13.39%</b>	<b>-7.97%</b>	<b>44.45%</b>
SPICE	DOMESTIC	300,807	311,554	331,984	352,951	364,904	78,544	2.16%	3.39%	6.55%
	IMPORT	14,404	11,661	10,828	10,025	9,991	1,806	-5.52%	-0.34%	37.31%
	<b>SPICE - TOTAL</b>	<b>315,211</b>	<b>323,215</b>	<b>342,812</b>	<b>362,976</b>	<b>374,894</b>	<b>80,350</b>	<b>1.97%</b>	<b>3.28%</b>	<b>7.37%</b>
STRAWBERRY	DOMESTIC	4	0	0	7	4,269	3,956	n/a	63,144.44%	5.32%
	IMPORT	2,360	906	765	3,577	3,540	550	-49.27%	-1.01%	6.00%
	<b>STRAWBERRY - TOTAL</b>	<b>2,365</b>	<b>906</b>	<b>765</b>	<b>3,583</b>	<b>7,809</b>	<b>4,506</b>	<b>315.51%</b>	<b>117.94%</b>	<b>5.63%</b>
TANGERINE	IMPORT	1,554	870	835	788	724	199	9.50%	-8.10%	44.77%
	<b>TANGERINE - TOTAL</b>	<b>1,554</b>	<b>870</b>	<b>835</b>	<b>788</b>	<b>724</b>	<b>199</b>	<b>9.50%</b>	<b>-8.10%</b>	<b>44.77%</b>
WALNUT	IMPORT	134	67	63	29	50	0	-100.00%	71.43%	0.00%
	<b>WALNUT - TOTAL</b>	<b>134</b>	<b>67</b>	<b>63</b>	<b>29</b>	<b>50</b>	<b>0</b>	<b>-100.00%</b>	<b>71.43%</b>	<b>0.00%</b>
WHISKY	DOMESTIC	12,182	12,672	8,068	7,737	9,380	2,369	58.19%	21.24%	2.77%
	IMPORT	140,599	132,460	119,462	143,380	154,189	32,390	6.98%	7.54%	11.47%
	<b>WHISKY - TOTAL</b>	<b>152,781</b>	<b>145,131</b>	<b>127,530</b>	<b>151,117</b>	<b>163,568</b>	<b>34,759</b>	<b>9.40%</b>	<b>8.24%</b>	<b>10.97%</b>
<b>LIQUEURS - TOTAL</b>		<b>3,685,450</b>	<b>3,412,364</b>	<b>3,294,978</b>	<b>3,324,922</b>	<b>3,281,207</b>	<b>638,772</b>	<b>-1.28%</b>	<b>-1.31%</b>	<b>18.28%</b>

**SPIRITS MARKET - LIQUEURS**  
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		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
ALMOND	DOMESTIC	\$488	\$398	\$312	\$283	\$53	\$8	-85.19%	-81.36%	73.89%
	IMPORT	\$3,110	\$3,009	\$3,074	\$2,965	\$2,927	\$524	-0.97%	-1.28%	15.65%
	<b>ALMOND - TOTAL</b>	<b>\$3,598</b>	<b>\$3,407</b>	<b>\$3,386</b>	<b>\$3,248</b>	<b>\$2,980</b>	<b>\$532</b>	<b>-8.87%</b>	<b>-8.26%</b>	<b>16.68%</b>
ANISE / LICORICE	DOMESTIC	\$68	\$41	\$35	\$29	\$28	\$4	-14.38%	-2.81%	36.85%
	IMPORT	\$4,389	\$4,157	\$4,022	\$3,836	\$3,651	\$768	-3.93%	-4.82%	18.39%
	<b>ANISE / LICORICE - TOTAL</b>	<b>\$4,457</b>	<b>\$4,198</b>	<b>\$4,057</b>	<b>\$3,865</b>	<b>\$3,679</b>	<b>\$772</b>	<b>-3.99%</b>	<b>-4.81%</b>	<b>18.53%</b>
APPLE	DOMESTIC	\$0	\$0	\$8	\$9	\$9	\$2	-10.96%	2.43%	94.22%
	IMPORT	\$1,346	\$1,156	\$997	\$915	\$774	\$155	-17.17%	-15.42%	43.16%
	<b>APPLE - TOTAL</b>	<b>\$1,346</b>	<b>\$1,156</b>	<b>\$1,004</b>	<b>\$923</b>	<b>\$782</b>	<b>\$156</b>	<b>-17.11%</b>	<b>-15.25%</b>	<b>43.73%</b>
APRICOT	DOMESTIC	\$217	\$205	\$203	\$210	\$177	\$28	-29.65%	-15.67%	5.41%
	IMPORT	\$400	\$405	\$429	\$436	\$445	\$102	14.77%	1.98%	29.55%
	<b>APRICOT - TOTAL</b>	<b>\$617</b>	<b>\$610</b>	<b>\$632</b>	<b>\$647</b>	<b>\$622</b>	<b>\$129</b>	<b>1.08%</b>	<b>-3.77%</b>	<b>22.67%</b>
BANANA	DOMESTIC	\$394	\$144	\$96	\$78	\$52	\$11	-46.05%	-33.60%	19.22%
	IMPORT	\$687	\$705	\$674	\$641	\$573	\$121	-14.43%	-10.57%	63.44%
	<b>BANANA - TOTAL</b>	<b>\$1,081</b>	<b>\$849</b>	<b>\$771</b>	<b>\$719</b>	<b>\$625</b>	<b>\$133</b>	<b>-18.53%</b>	<b>-13.08%</b>	<b>59.77%</b>
BERRY - OTHER	DOMESTIC	\$4	\$5	\$22	\$34	\$38	\$13	114.80%	13.06%	0.00%
	IMPORT	\$48	\$33	\$22	\$19	\$22	\$4	3.71%	15.07%	33.72%
	<b>BERRY - OTHER - TOTAL</b>	<b>\$52</b>	<b>\$38</b>	<b>\$44</b>	<b>\$53</b>	<b>\$60</b>	<b>\$17</b>	<b>71.81%</b>	<b>13.78%</b>	<b>12.17%</b>
BLACK CURRANT / CASSIS	DOMESTIC	\$5	\$27	\$17	\$13	\$33	\$11	505.59%	151.51%	0.00%
	IMPORT	\$280	\$274	\$263	\$255	\$242	\$52	-3.76%	-4.98%	37.21%
	<b>BLACK CURRANT / CASSIS - TOTAL</b>	<b>\$285</b>	<b>\$301</b>	<b>\$280</b>	<b>\$268</b>	<b>\$275</b>	<b>\$63</b>	<b>12.74%</b>	<b>2.68%</b>	<b>32.74%</b>
BLACKBERRY	DOMESTIC	\$4	\$6	\$2	\$2	\$5	\$0	-31.83%	151.09%	0.00%
	IMPORT	\$103	\$98	\$90	\$91	\$77	\$16	-15.31%	-15.64%	30.70%



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		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
BLACKBERRY	<b>BLACKBERRY - TOTAL</b>	<b>\$107</b>	<b>\$104</b>	<b>\$92</b>	<b>\$93</b>	<b>\$82</b>	<b>\$17</b>	<b>-15.83%</b>	<b>-12.39%</b>	<b>28.99%</b>
BUTTERSCOTCH	DOMESTIC	\$8	\$9	\$9	\$16	\$15	\$4	-16.77%	-7.77%	98.39%
	IMPORT	\$1,294	\$1,226	\$1,351	\$1,563	\$1,652	\$332	0.64%	5.66%	55.93%
	<b>BUTTERSCOTCH - TOTAL</b>	<b>\$1,302</b>	<b>\$1,235</b>	<b>\$1,361</b>	<b>\$1,579</b>	<b>\$1,667</b>	<b>\$336</b>	<b>0.41%</b>	<b>5.52%</b>	<b>56.31%</b>
CACAO / CHOCOLATE	DOMESTIC	\$150	\$149	\$149	\$136	\$118	\$9	-64.45%	-12.59%	18.49%
	IMPORT	\$0	\$0	\$0	\$0	\$10	\$8	n/a	89,254.40%	2.70%
	<b>CACAO / CHOCOLATE - TOTAL</b>	<b>\$151</b>	<b>\$149</b>	<b>\$149</b>	<b>\$136</b>	<b>\$129</b>	<b>\$16</b>	<b>-33.28%</b>	<b>-4.96%</b>	<b>17.22%</b>
CACAO / WHITE	DOMESTIC	\$807	\$563	\$533	\$527	\$516	\$112	8.71%	-2.10%	50.99%
	IMPORT	\$1	\$1	\$0	\$0	\$0	\$0	n/a	-100.00%	0.00%
	<b>CACAO / WHITE - TOTAL</b>	<b>\$808</b>	<b>\$564</b>	<b>\$533</b>	<b>\$527</b>	<b>\$516</b>	<b>\$112</b>	<b>8.71%</b>	<b>-2.11%</b>	<b>50.99%</b>
CHERRY	DOMESTIC	\$11	\$6	\$20	\$25	\$50	\$11	59.92%	101.51%	4.76%
	IMPORT	\$240	\$232	\$239	\$244	\$261	\$55	7.09%	6.70%	30.76%
	<b>CHERRY - TOTAL</b>	<b>\$251</b>	<b>\$238</b>	<b>\$259</b>	<b>\$269</b>	<b>\$311</b>	<b>\$66</b>	<b>13.50%</b>	<b>15.46%</b>	<b>26.57%</b>
CHESTNUT	IMPORT	\$0	\$1	\$1	\$0	\$0	\$0	n/a	-100.00%	0.00%
	<b>CHESTNUT - TOTAL</b>	<b>\$0</b>	<b>\$1</b>	<b>\$1</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>-100.00%</b>	<b>0.00%</b>
CITRUS OTHER THAN ORANGE	IMPORT	\$5	\$0	\$0	\$28	\$12	\$0	-100.00%	-56.24%	0.00%
	<b>CITRUS OTHER THAN ORANGE - TOTAL</b>	<b>\$5</b>	<b>\$0</b>	<b>\$0</b>	<b>\$28</b>	<b>\$12</b>	<b>\$0</b>	<b>-100.00%</b>	<b>-56.24%</b>	<b>0.00%</b>
COCONUT	DOMESTIC	\$3,821	\$3,243	\$3,195	\$3,091	\$2,976	\$840	11.49%	-3.73%	12.08%
	IMPORT	\$404	\$379	\$365	\$319	\$301	\$62	-21.18%	-5.45%	22.80%
	<b>COCONUT - TOTAL</b>	<b>\$4,225</b>	<b>\$3,622</b>	<b>\$3,560</b>	<b>\$3,410</b>	<b>\$3,277</b>	<b>\$902</b>	<b>8.41%</b>	<b>-3.89%</b>	<b>13.07%</b>
COFFEE	DOMESTIC	\$249	\$103	\$54	\$23	\$7	\$1	-42.13%	-71.42%	38.20%
	IMPORT	\$10,520	\$9,250	\$8,653	\$8,432	\$8,043	\$1,385	-6.75%	-4.62%	12.56%

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COFFEE	<b>COFFEE - TOTAL</b>	<b>\$10,768</b>	<b>\$9,353</b>	<b>\$8,706</b>	<b>\$8,455</b>	<b>\$8,049</b>	<b>\$1,386</b>	<b>-6.80%</b>	<b>-4.80%</b>	<b>12.59%</b>
CRANBERRY	DOMESTIC	\$3	\$3	\$2	\$3	\$8	\$1	8.21%	128.62%	0.00%
	<b>CRANBERRY - TOTAL</b>	<b>\$3</b>	<b>\$3</b>	<b>\$2</b>	<b>\$3</b>	<b>\$8</b>	<b>\$1</b>	<b>8.21%</b>	<b>128.62%</b>	<b>0.00%</b>
CREAM	DOMESTIC	\$44	\$62	\$36	\$81	\$160	\$34	47.25%	96.07%	2.65%
	IMPORT	\$32,756	\$30,996	\$31,322	\$31,276	\$30,162	\$4,582	-5.43%	-3.56%	5.30%
	<b>CREAM - TOTAL</b>	<b>\$32,800</b>	<b>\$31,059</b>	<b>\$31,358</b>	<b>\$31,357</b>	<b>\$30,322</b>	<b>\$4,617</b>	<b>-5.17%</b>	<b>-3.30%</b>	<b>5.28%</b>
EGG	IMPORT	\$187	\$183	\$180	\$165	\$161	\$19	-8.12%	-2.02%	1.78%
	<b>EGG - TOTAL</b>	<b>\$187</b>	<b>\$183</b>	<b>\$180</b>	<b>\$165</b>	<b>\$161</b>	<b>\$19</b>	<b>-8.12%</b>	<b>-2.02%</b>	<b>1.78%</b>
FRUIT - OTHER	DOMESTIC	\$876	\$419	\$169	\$90	\$58	\$12	-51.33%	-35.50%	8.22%
	IMPORT	\$3,912	\$2,879	\$2,343	\$2,077	\$1,767	\$373	-16.75%	-14.93%	39.72%
	<b>FRUIT - OTHER - TOTAL</b>	<b>\$4,788</b>	<b>\$3,298</b>	<b>\$2,512</b>	<b>\$2,167</b>	<b>\$1,825</b>	<b>\$385</b>	<b>-18.52%</b>	<b>-15.78%</b>	<b>38.72%</b>
GRAPE	DOMESTIC	\$1	\$1	\$0	\$28	\$53	\$10	-64.11%	89.76%	3.68%
	IMPORT	\$213	\$114	\$58	\$48	\$38	\$12	44.77%	-19.38%	19.22%
	<b>GRAPE - TOTAL</b>	<b>\$214</b>	<b>\$115</b>	<b>\$59</b>	<b>\$75</b>	<b>\$91</b>	<b>\$22</b>	<b>-39.15%</b>	<b>20.99%</b>	<b>10.20%</b>
GRAPE FRUIT	IMPORT	\$35	\$25	\$22	\$20	\$20	\$6	31.24%	1.76%	39.10%
	<b>GRAPE FRUIT - TOTAL</b>	<b>\$35</b>	<b>\$25</b>	<b>\$22</b>	<b>\$20</b>	<b>\$20</b>	<b>\$6</b>	<b>31.24%</b>	<b>1.76%</b>	<b>39.10%</b>
HAZELNUT	IMPORT	\$777	\$693	\$677	\$615	\$607	\$104	-7.12%	-1.33%	36.31%
	<b>HAZELNUT - TOTAL</b>	<b>\$777</b>	<b>\$693</b>	<b>\$677</b>	<b>\$615</b>	<b>\$607</b>	<b>\$104</b>	<b>-7.12%</b>	<b>-1.33%</b>	<b>36.31%</b>
HERBAL	DOMESTIC	\$169	\$129	\$134	\$128	\$152	\$38	28.29%	18.43%	11.14%
	IMPORT	\$14,307	\$13,362	\$13,134	\$12,906	\$12,277	\$2,512	-9.64%	-4.87%	43.58%
	<b>HERBAL - TOTAL</b>	<b>\$14,476</b>	<b>\$13,491</b>	<b>\$13,268</b>	<b>\$13,035</b>	<b>\$12,429</b>	<b>\$2,550</b>	<b>-9.24%</b>	<b>-4.65%</b>	<b>43.18%</b>
HONEY	IMPORT	\$0	\$0	\$0	\$1	\$0	\$0	-100.00%	-100.00%	0.00%
	<b>HONEY - TOTAL</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$1</b>	<b>\$0</b>	<b>\$0</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>0.00%</b>
LEMON	IMPORT	\$608	\$660	\$816	\$790	\$752	\$152	-13.47%	-4.78%	18.52%
	<b>LEMON - TOTAL</b>	<b>\$608</b>	<b>\$660</b>	<b>\$816</b>	<b>\$790</b>	<b>\$752</b>	<b>\$152</b>	<b>-13.47%</b>	<b>-4.78%</b>	<b>18.52%</b>

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

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
LOGANBERRY	DOMESTIC	\$0	\$0	\$0	\$1	\$0	\$0	-100.00%	-100.00%	0.00%
	IMPORT	\$7	\$9	\$7	\$4	\$2	\$0	-16.67%	-47.65%	0.00%
	<b>LOGANBERRY - TOTAL</b>	<b>\$7</b>	<b>\$9</b>	<b>\$7</b>	<b>\$5</b>	<b>\$2</b>	<b>\$0</b>	<b>-47.43%</b>	<b>-57.97%</b>	<b>0.00%</b>
MACADAMIA	IMPORT	\$44	\$141	\$135	\$129	\$119	\$21	11.59%	-8.09%	2.85%
	<b>MACADAMIA - TOTAL</b>	<b>\$44</b>	<b>\$141</b>	<b>\$135</b>	<b>\$129</b>	<b>\$119</b>	<b>\$21</b>	<b>11.59%</b>	<b>-8.09%</b>	<b>2.85%</b>
MELON	DOMESTIC	\$287	\$276	\$81	\$42	\$35	\$9	-34.52%	-16.27%	16.31%
	IMPORT	\$271	\$297	\$352	\$340	\$325	\$78	3.89%	-4.30%	52.80%
	<b>MELON - TOTAL</b>	<b>\$558</b>	<b>\$573</b>	<b>\$433</b>	<b>\$382</b>	<b>\$361</b>	<b>\$86</b>	<b>-2.07%</b>	<b>-5.63%</b>	<b>49.21%</b>
MINT	DOMESTIC	\$602	\$567	\$580	\$587	\$515	\$66	-16.95%	-12.24%	20.63%
	IMPORT	\$4	\$8	\$8	\$10	\$6	\$1	-53.91%	-37.23%	28.77%
	<b>MINT - TOTAL</b>	<b>\$606</b>	<b>\$575</b>	<b>\$588</b>	<b>\$597</b>	<b>\$521</b>	<b>\$67</b>	<b>-17.94%</b>	<b>-12.65%</b>	<b>20.72%</b>
ORANGE	DOMESTIC	\$3,072	\$2,907	\$2,917	\$2,913	\$2,885	\$662	-0.42%	-0.97%	22.69%
	IMPORT	\$7,666	\$6,585	\$6,676	\$6,547	\$6,301	\$1,144	-2.49%	-3.76%	24.24%
	<b>ORANGE - TOTAL</b>	<b>\$10,738</b>	<b>\$9,493</b>	<b>\$9,593</b>	<b>\$9,460</b>	<b>\$9,186</b>	<b>\$1,806</b>	<b>-1.74%</b>	<b>-2.90%</b>	<b>23.76%</b>
OTHER	DOMESTIC	\$126	\$33	\$21	\$42	\$71	\$35	484.35%	70.30%	15.91%
	IMPORT	\$399	\$328	\$303	\$326	\$378	\$81	23.96%	16.08%	26.42%
	<b>OTHER - TOTAL</b>	<b>\$526</b>	<b>\$362</b>	<b>\$324</b>	<b>\$367</b>	<b>\$449</b>	<b>\$115</b>	<b>62.57%</b>	<b>22.26%</b>	<b>24.75%</b>
OTHER NUT	IMPORT	\$0	\$4	\$1	\$1	\$15	\$1	n/a	2,518.61%	0.00%
	<b>OTHER NUT - TOTAL</b>	<b>\$0</b>	<b>\$4</b>	<b>\$1</b>	<b>\$1</b>	<b>\$15</b>	<b>\$1</b>	<b>n/a</b>	<b>2,518.61%</b>	<b>0.00%</b>
PEACH	DOMESTIC	\$1,151	\$1,098	\$1,060	\$1,124	\$1,161	\$262	-1.60%	3.35%	50.78%
	IMPORT	\$101	\$79	\$52	\$31	\$25	\$4	-47.49%	-19.47%	88.10%
	<b>PEACH - TOTAL</b>	<b>\$1,252</b>	<b>\$1,177</b>	<b>\$1,112</b>	<b>\$1,155</b>	<b>\$1,186</b>	<b>\$266</b>	<b>-2.92%</b>	<b>2.73%</b>	<b>51.57%</b>
PEAR	DOMESTIC	\$6	\$3	\$1	\$1	\$1	\$0	-80.48%	-5.69%	0.00%
	IMPORT	\$124	\$108	\$104	\$87	\$84	\$18	17.38%	-2.99%	23.11%
	<b>PEAR - TOTAL</b>	<b>\$130</b>	<b>\$112</b>	<b>\$105</b>	<b>\$88</b>	<b>\$85</b>	<b>\$18</b>	<b>15.23%</b>	<b>-3.03%</b>	<b>22.79%</b>
PINEAPPLE	DOMESTIC	\$323	\$212	\$106	\$59	\$38	\$4	-77.26%	-34.96%	2.17%

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

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
PINEAPPLE	IMPORT	\$0	\$0	\$10	\$8	\$9	\$2	-40.09%	12.01%	0.00%
	<b>PINEAPPLE - TOTAL</b>	<b>\$323</b>	<b>\$212</b>	<b>\$115</b>	<b>\$67</b>	<b>\$47</b>	<b>\$6</b>	<b>-71.70%</b>	<b>-29.42%</b>	<b>1.77%</b>
PLUM	IMPORT	\$24	\$25	\$18	\$24	\$22	\$4	-23.74%	-7.74%	1.27%
	<b>PLUM - TOTAL</b>	<b>\$24</b>	<b>\$25</b>	<b>\$18</b>	<b>\$24</b>	<b>\$22</b>	<b>\$4</b>	<b>-23.74%</b>	<b>-7.74%</b>	<b>1.27%</b>
RASPBERRY	DOMESTIC	\$56	\$85	\$95	\$118	\$129	\$22	-38.44%	8.73%	33.67%
	IMPORT	\$2,932	\$2,718	\$2,619	\$2,602	\$2,379	\$490	-12.35%	-8.57%	44.40%
	<b>RASPBERRY - TOTAL</b>	<b>\$2,989</b>	<b>\$2,802</b>	<b>\$2,714</b>	<b>\$2,720</b>	<b>\$2,507</b>	<b>\$513</b>	<b>-13.94%</b>	<b>-7.82%</b>	<b>43.85%</b>
SPICE	DOMESTIC	\$8,657	\$9,133	\$9,978	\$10,573	\$11,060	\$2,366	3.08%	4.62%	6.02%
	IMPORT	\$504	\$404	\$393	\$370	\$380	\$67	-2.57%	2.46%	36.42%
	<b>SPICE - TOTAL</b>	<b>\$9,162</b>	<b>\$9,537</b>	<b>\$10,371</b>	<b>\$10,943</b>	<b>\$11,440</b>	<b>\$2,433</b>	<b>2.91%</b>	<b>4.54%</b>	<b>7.02%</b>
STRAWBERRY	DOMESTIC	\$0	\$0	\$0	\$0	\$130	\$120	n/a	32,242.79%	5.27%
	IMPORT	\$63	\$25	\$23	\$161	\$168	\$26	-48.39%	4.32%	5.60%
	<b>STRAWBERRY - TOTAL</b>	<b>\$64</b>	<b>\$25</b>	<b>\$23</b>	<b>\$161</b>	<b>\$298</b>	<b>\$146</b>	<b>193.37%</b>	<b>84.59%</b>	<b>5.46%</b>
TANGERINE	IMPORT	\$38	\$22	\$21	\$21	\$18	\$5	8.85%	-10.03%	44.55%
	<b>TANGERINE - TOTAL</b>	<b>\$38</b>	<b>\$22</b>	<b>\$21</b>	<b>\$21</b>	<b>\$18</b>	<b>\$5</b>	<b>8.85%</b>	<b>-10.03%</b>	<b>44.55%</b>
WALNUT	IMPORT	\$7	\$3	\$3	\$1	\$3	\$0	-100.00%	71.42%	0.00%
	<b>WALNUT - TOTAL</b>	<b>\$7</b>	<b>\$3</b>	<b>\$3</b>	<b>\$1</b>	<b>\$3</b>	<b>\$0</b>	<b>-100.00%</b>	<b>71.42%</b>	<b>0.00%</b>
WHISKY	DOMESTIC	\$372	\$417	\$325	\$333	\$370	\$76	27.15%	11.24%	3.54%
	IMPORT	\$4,862	\$4,582	\$4,258	\$5,125	\$5,504	\$1,129	6.03%	7.39%	11.70%
	<b>WHISKY - TOTAL</b>	<b>\$5,234</b>	<b>\$4,999</b>	<b>\$4,583</b>	<b>\$5,458</b>	<b>\$5,875</b>	<b>\$1,205</b>	<b>7.16%</b>	<b>7.63%</b>	<b>11.19%</b>
<b>LIQUEURS - TOTAL</b>		<b>\$114,642</b>	<b>\$105,418</b>	<b>\$103,875</b>	<b>\$104,029</b>	<b>\$101,417</b>	<b>\$19,185</b>	<b>-3.36%</b>	<b>-2.51%</b>	<b>18.50%</b>

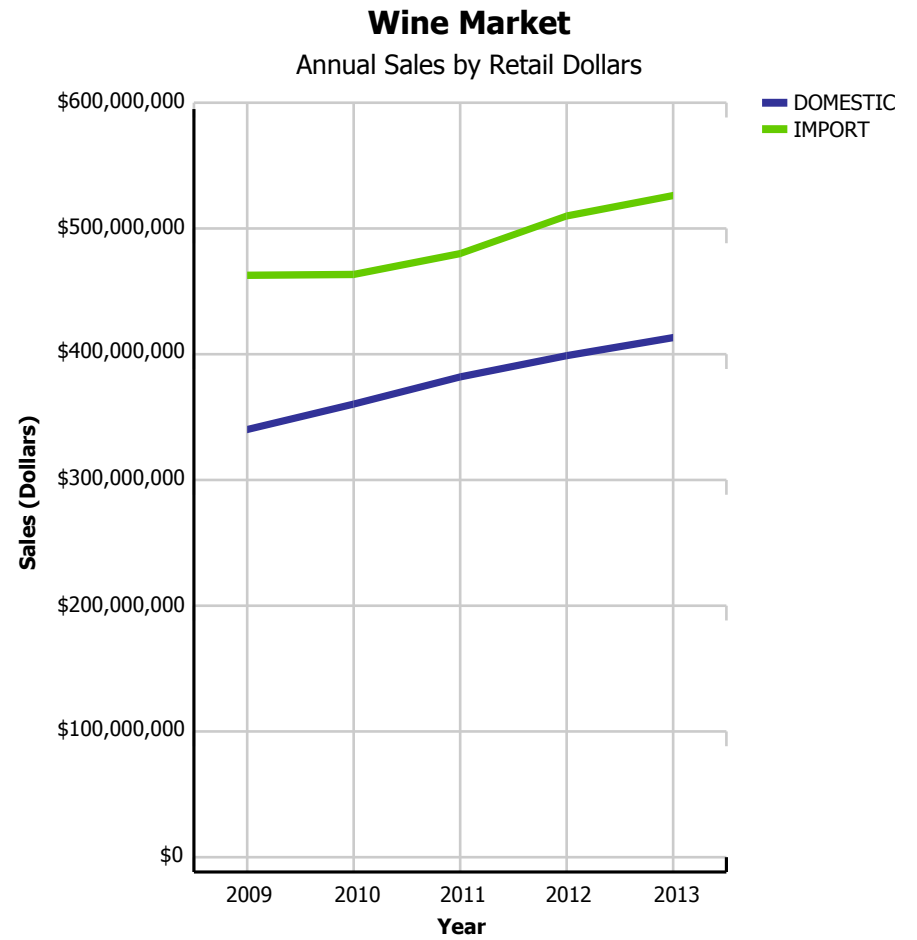
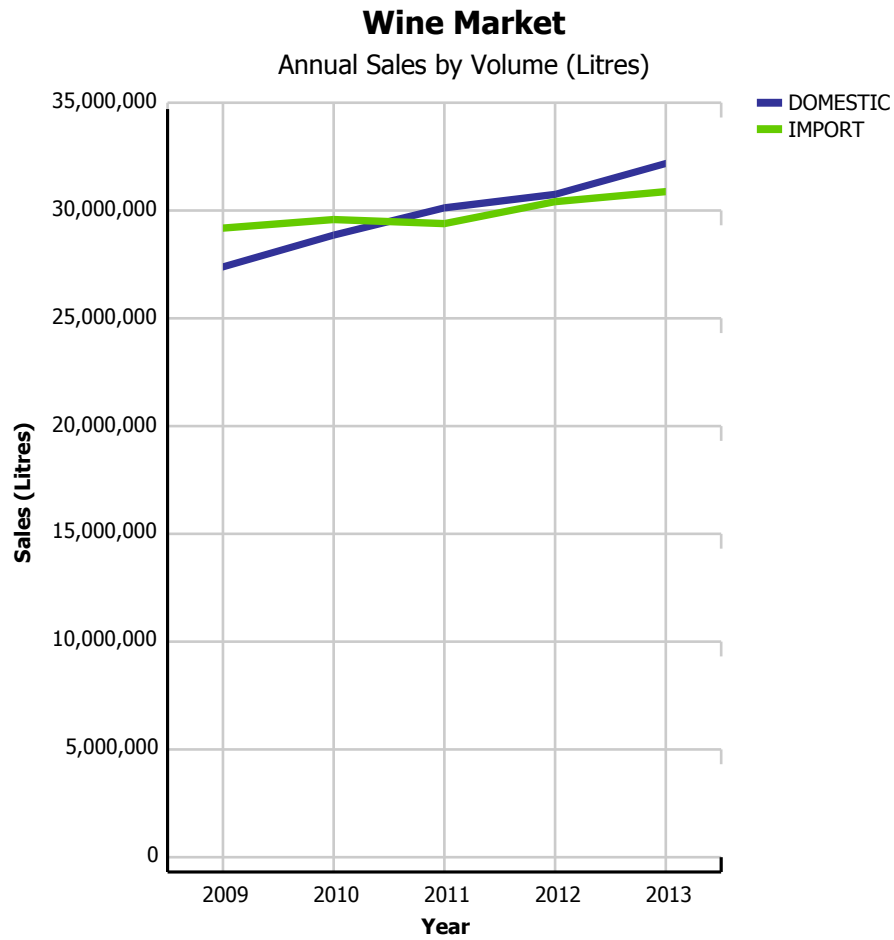
**SPIRITS MARKET - OVERALL**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR**  
**SALES IN LITRES**

	2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
SPIRITS DOMESTIC	14,815,493	14,067,223	13,194,512	13,008,388	12,881,124	2,895,733	-1.30%	-0.98%	10.95%
IMPORT	10,521,692	10,610,257	10,623,490	11,079,099	11,327,751	2,438,779	0.15%	2.24%	14.42%
<b>SPIRITS</b>	<b>25,337,185</b>	<b>24,677,480</b>	<b>23,818,002</b>	<b>24,087,486</b>	<b>24,208,876</b>	<b>5,334,512</b>	<b>-0.64%</b>	<b>0.50%</b>	<b>12.57%</b>

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

	2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
SPIRITS DOMESTIC	\$404,237	\$394,552	\$388,529	\$381,777	\$373,649	\$81,663	-3.79%	-2.13%	10.71%
IMPORT	\$349,014	\$355,702	\$369,209	\$387,469	\$390,970	\$81,911	-2.34%	0.90%	15.02%
<b>SPIRITS</b>	<b>\$753,252</b>	<b>\$750,254</b>	<b>\$757,737</b>	<b>\$769,246</b>	<b>\$764,619</b>	<b>\$163,574</b>	<b>-3.07%</b>	<b>-0.60%</b>	<b>12.91%</b>

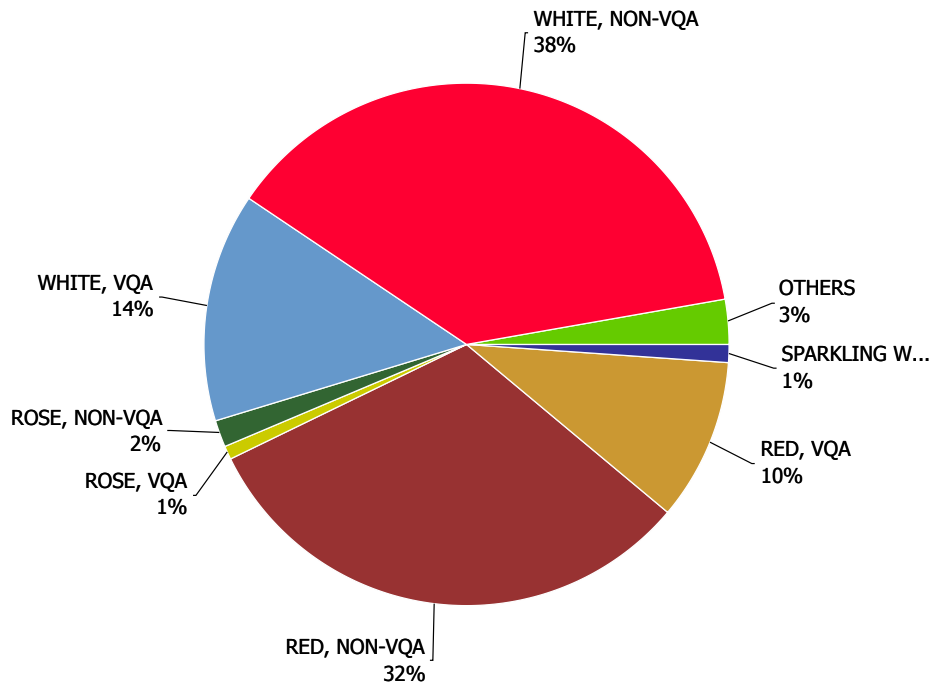
# Wine Market (Domestic & Imported)



# Wine Market - Domestic Wine

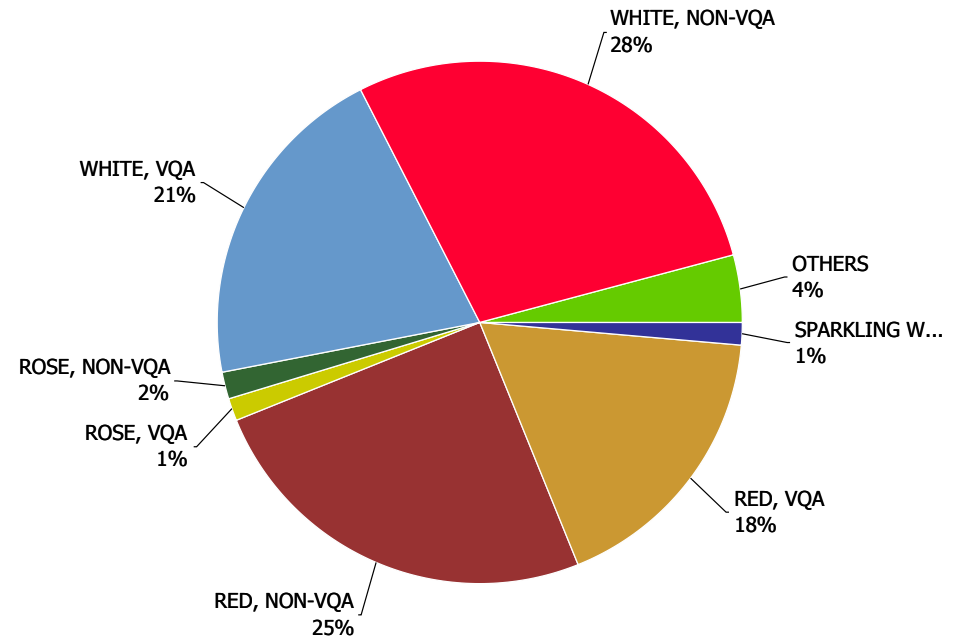
## Domestic Wine Market Share

Current Quarter by Volume (Litres)



## Domestic Wine Market Share

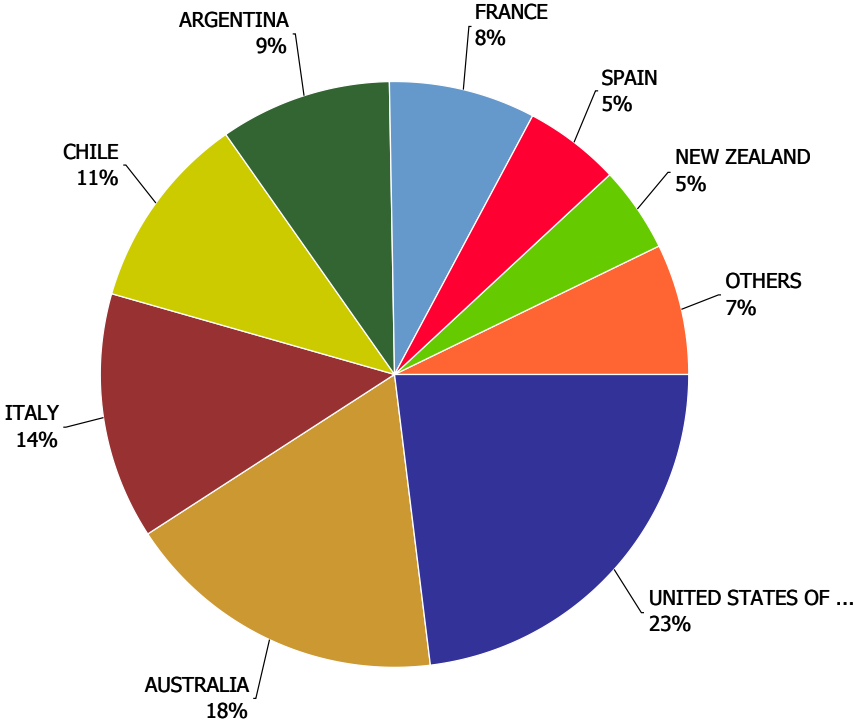
Current Quarter by Retail Dollars



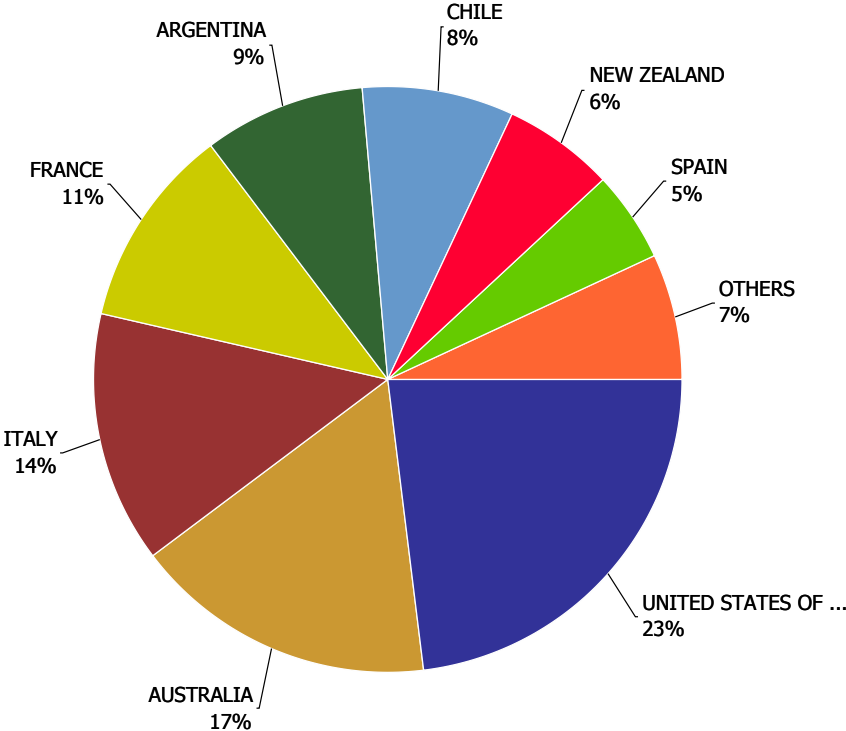


# Wine Market - Import Wine

**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**

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
APERITIF, DESSERT AND FORTIFIED WINE	FLAVOURED	OTHER NON-VQA	6,398	6,055	6,605	6,924	7,163	1,393	13.23%	3.46%	1.65%
		BC NON-VQA	904	780	694	747	790	92	-12.77%	5.72%	0.47%
<b>FLAVOURED</b>			<b>7,302</b>	<b>6,834</b>	<b>7,299</b>	<b>7,671</b>	<b>7,953</b>	<b>1,485</b>	<b>11.17%</b>	<b>3.68%</b>	<b>1.54%</b>
FRUIT	FRUIT	OTHER NON-VQA	555	2,106	2,826	3,449	2,515	505	7.75%	-27.07%	1.22%
		BC NON-VQA	124,833	147,845	147,154	142,846	146,838	21,038	-19.20%	2.79%	0.82%
		<b>FRUIT</b>	<b>125,388</b>	<b>149,951</b>	<b>149,980</b>	<b>146,295</b>	<b>149,354</b>	<b>21,543</b>	<b>-18.72%</b>	<b>2.09%</b>	<b>0.83%</b>
OTHER	OTHER	BC NON-VQA	5,717	5,588	8,912	13,299	13,191	1,817	-18.43%	-0.81%	1.65%
		VQA	0	0	30	15	34	4	120.00%	125.00%	0.00%
		<b>OTHER</b>	<b>5,717</b>	<b>5,588</b>	<b>8,943</b>	<b>13,314</b>	<b>13,225</b>	<b>1,822</b>	<b>-18.31%</b>	<b>-0.67%</b>	<b>1.65%</b>
OTHER FORTIFIED	OTHER FORTIFIED	OTHER NON-VQA	1,304	875	648	552	343	28	-71.70%	-37.91%	16.30%
		BC NON-VQA	11,179	9,245	7,533	9,349	8,726	1,507	-10.92%	-6.67%	5.01%
		VQA	237	315	517	478	722	241	160.98%	50.78%	1.87%
		<b>OTHER FORTIFIED</b>	<b>12,720</b>	<b>10,436</b>	<b>8,697</b>	<b>10,379</b>	<b>9,790</b>	<b>1,776</b>	<b>-5.71%</b>	<b>-5.68%</b>	<b>5.17%</b>
PORT	PORT	OTHER NON-VQA	3,140	5	0	8	9	0	-100.00%	20.00%	0.00%
		BC NON-VQA	59,421	58,650	61,696	63,462	64,264	13,676	0.42%	1.26%	9.06%
		VQA	4,240	5,748	7,654	9,214	11,847	2,126	-0.97%	28.58%	2.26%
		<b>PORT</b>	<b>66,801</b>	<b>64,403</b>	<b>69,350</b>	<b>72,684</b>	<b>76,120</b>	<b>15,802</b>	<b>0.19%</b>	<b>4.73%</b>	<b>8.00%</b>
SAKE	SAKE	BC NON-VQA	8,183	11,026	10,000	10,935	5,972	1,299	-33.80%	-45.38%	6.84%
		<b>SAKE</b>	<b>8,183</b>	<b>11,026</b>	<b>10,000</b>	<b>10,935</b>	<b>5,972</b>	<b>1,299</b>	<b>-33.80%</b>	<b>-45.38%</b>	<b>6.84%</b>
SHERRY	SHERRY	BC NON-VQA	784,606	786,450	760,814	712,270	667,757	151,444	-4.79%	-6.25%	0.72%
		<b>SHERRY</b>	<b>784,606</b>	<b>786,450</b>	<b>760,814</b>	<b>712,270</b>	<b>667,757</b>	<b>151,444</b>	<b>-4.79%</b>	<b>-6.25%</b>	<b>0.72%</b>
<b>APERITIF, DESSERT AND FORTIFIED WINE</b>			<b>1,010,716</b>	<b>1,034,688</b>	<b>1,015,083</b>	<b>973,548</b>	<b>930,171</b>	<b>195,171</b>	<b>-6.51%</b>	<b>-4.46%</b>	<b>1.44%</b>
SPARKLING WINE	SPARKLING ICE WINE	OTHER VQA	0	9	0	0	0	0	n/a	n/a	0.00%
		BC VQA	73	75	19	9	1,525	1,112	296,500.00%	16,845.83%	11.90%
		<b>SPARKLING ICE WINE</b>	<b>73</b>	<b>84</b>	<b>19</b>	<b>9</b>	<b>1,525</b>	<b>1,112</b>	<b>296,500.00%</b>	<b>16,845.83%</b>	<b>11.90%</b>

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

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013	
SPARKLING WINE RED	OTHER	NON-VQA	51,801	48,033	49,664	48,287	44,818	8,144	-0.27%	-7.18%	0.99%	
		VQA	2,412	669	0	0	0	0	n/a	n/a	0.00%	
	BC	NON-VQA	738	573	1,604	3,550	3,562	513	-12.64%	0.34%	0.46%	
		VQA	2,412	669	0	0	0	0	n/a	n/a	0.00%	
	<b>SPARKLING WINE RED</b>			<b>54,951</b>	<b>49,275</b>	<b>51,268</b>	<b>51,837</b>	<b>48,380</b>	<b>8,656</b>	<b>-1.10%</b>	<b>-6.67%</b>	<b>0.95%</b>
ROSE	OTHER	NON-VQA	0	0	0	0	90	0	n/a	n/a	0.00%	
		VQA	0	0	18	0	0	0	n/a	n/a	0.00%	
	BC	NON-VQA	2,878	2,243	3,681	10,206	9,728	986	-34.67%	-4.68%	18.27%	
		VQA	3,167	4,363	5,841	6,897	7,984	1,547	-8.84%	15.76%	5.24%	
	<b>SPARKLING WINE ROSE</b>			<b>6,045</b>	<b>6,606</b>	<b>9,540</b>	<b>17,103</b>	<b>17,802</b>	<b>2,534</b>	<b>-21.00%</b>	<b>4.09%</b>	<b>12.84%</b>
WHITE	OTHER	NON-VQA	270,808	268,202	265,335	250,523	223,103	40,718	-5.40%	-10.95%	15.98%	
		VQA	107	116	143	53	0	0	n/a	-100.00%	0.00%	
	BC	NON-VQA	59,494	42,641	40,845	44,104	47,612	8,668	-0.04%	7.95%	33.73%	
		VQA	69,533	83,219	90,230	90,319	101,035	19,454	5.48%	11.87%	26.66%	
	<b>SPARKLING WINE WHITE</b>			<b>399,943</b>	<b>394,178</b>	<b>396,553</b>	<b>384,999</b>	<b>371,750</b>	<b>68,840</b>	<b>-1.88%</b>	<b>-3.44%</b>	<b>21.16%</b>
<b>SPARKLING WINE</b>			<b>461,012</b>	<b>450,142</b>	<b>457,380</b>	<b>453,948</b>	<b>439,457</b>	<b>81,142</b>	<b>-1.19%</b>	<b>-3.19%</b>	<b>18.56%</b>	
TABLE WINE	ICE WINE RED	OTHER	NON-VQA	0	0	33	2,216	1,795	379	-74.14%	-18.99%	0.00%
			VQA	428	264	266	34	101	10	n/a	200.00%	0.00%
	BC	NON-VQA	53	96	110	9	5	0	-100.00%	-41.24%	0.00%	
		VQA	4,333	4,870	4,469	8,492	7,436	1,110	-19.25%	-12.43%	0.44%	
	<b>ICE WINE RED</b>			<b>4,815</b>	<b>5,230</b>	<b>4,878</b>	<b>10,750</b>	<b>9,337</b>	<b>1,498</b>	<b>-47.25%</b>	<b>-13.14%</b>	<b>0.35%</b>
	ICE WINE ROSE	BC	VQA	42	15	1	0	0	0	n/a	n/a	0.00%
		<b>ICE WINE ROSE</b>			<b>42</b>	<b>15</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>
ICE WINE WHITE	OTHER	NON-VQA	71	176	45	5,456	18,510	4,934	24.72%	239.28%	0.00%	
		VQA	8,964	12,964	11,544	14,691	17,550	2,161	-8.97%	19.46%	0.33%	
	BC	NON-VQA	118	1,417	1,110	275	19	6	211.69%	-92.99%	0.00%	

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

				2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	ICE WINE WHITE	BC	VQA	29,892	27,619	29,505	25,020	22,440	5,252	37.15%	-10.31%	5.06%
		<b>ICE WINE WHITE</b>		<b>39,046</b>	<b>42,176</b>	<b>42,204</b>	<b>45,443</b>	<b>58,519</b>	<b>12,353</b>	<b>21.57%</b>	<b>28.78%</b>	<b>2.04%</b>
	RED	OTHER	NON-VQA	5,481	2,447	1,896	4,579	5,303	1,082	-4.12%	15.80%	18.99%
			VQA	15,500	18,732	14,269	10,412	7,998	1,307	-26.80%	-23.18%	4.27%
	BC	NON-VQA		8,800,024	9,024,550	9,674,418	9,757,324	10,210,827	2,320,225	5.01%	4.65%	10.75%
			VQA	2,903,723	3,320,178	3,474,071	3,631,660	3,693,485	729,891	-1.61%	1.70%	23.80%
	<b>TABLE WINE RED</b>			<b>11,724,728</b>	<b>12,365,907</b>	<b>13,164,654</b>	<b>13,403,975</b>	<b>13,917,613</b>	<b>3,052,506</b>	<b>3.32%</b>	<b>3.83%</b>	<b>14.21%</b>
	ROSE	OTHER	VQA	306	0	0	0	0	0	n/a	n/a	0.00%
			BC	NON-VQA	492,389	520,184	523,243	553,312	563,568	125,857	1.32%	1.85%
			VQA	153,082	186,021	205,163	204,134	236,044	61,263	17.73%	15.63%	6.99%
		<b>TABLE WINE ROSE</b>			<b>645,777</b>	<b>706,205</b>	<b>728,406</b>	<b>757,446</b>	<b>799,612</b>	<b>187,120</b>	<b>6.17%</b>	<b>5.57%</b>
	WHITE	OTHER	NON-VQA	6,643	2,641	2,504	6,530	10,316	1,879	-23.91%	57.98%	10.06%
			VQA	9,640	12,096	9,410	5,832	6,660	1,296	7.54%	14.20%	8.01%
		BC	NON-VQA	9,844,363	9,921,096	10,373,656	10,919,558	11,653,608	2,761,826	4.61%	6.72%	10.89%
VQA			3,792,483	4,441,710	4,443,844	4,324,979	4,525,574	1,021,589	4.32%	4.64%	24.40%	
<b>TABLE WINE WHITE</b>			<b>13,653,129</b>	<b>14,377,544</b>	<b>14,829,414</b>	<b>15,256,899</b>	<b>16,196,158</b>	<b>3,786,590</b>	<b>4.52%</b>	<b>6.16%</b>	<b>14.66%</b>	
<b>TABLE WINE</b>			<b>26,067,537</b>	<b>27,497,076</b>	<b>28,769,556</b>	<b>29,474,513</b>	<b>30,981,240</b>	<b>7,040,067</b>	<b>4.04%</b>	<b>5.11%</b>	<b>14.20%</b>	
WINE - GIFT PACKS	WINE - GIFT PACKS ALL	OTHER	NON-VQA	602	4,751	4,821	3,204	2,772	70	29,150.00%	-13.50%	0.00%
			VQA	2,544	5	1,008	0	0	0	n/a	n/a	0.00%
	BC	NON-VQA		52	0	0	0	0	0	n/a	n/a	0.00%
			VQA	14,068	44,200	47,496	15,183	239	0	-100.00%	-98.43%	0.00%
	<b>WINE - GIFT PACKS ALL</b>			<b>17,266</b>	<b>48,956</b>	<b>53,325</b>	<b>18,387</b>	<b>3,011</b>	<b>70</b>	<b>-86.63%</b>	<b>-83.63%</b>	<b>0.00%</b>
	<b>WINE - GIFT PACKS</b>			<b>17,266</b>	<b>48,956</b>	<b>53,325</b>	<b>18,387</b>	<b>3,011</b>	<b>70</b>	<b>-86.63%</b>	<b>-83.63%</b>	<b>0.00%</b>
<b>DOMESTIC WINE - TOTAL</b>				<b>27,556,532</b>	<b>29,030,863</b>	<b>30,295,343</b>	<b>30,919,536</b>	<b>32,325,422</b>	<b>7,310,741</b>	<b>3.59%</b>	<b>4.55%</b>	<b>13.87%</b>

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

				2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
APERITIF, DESSERT AND FORTIFIED WINE	FLAVOURED	OTHER	NON-VQA	\$96	\$91	\$102	\$107	\$110	\$21	10.28%	2.93%	1.65%
		BC	NON-VQA	\$32	\$30	\$22	\$24	\$24	\$3	-15.85%	0.87%	0.41%
<b>FLAVOURED</b>				<b>\$129</b>	<b>\$121</b>	<b>\$124</b>	<b>\$131</b>	<b>\$134</b>	<b>\$24</b>	<b>6.48%</b>	<b>2.56%</b>	<b>1.43%</b>
FRUIT	FRUIT	OTHER	NON-VQA	\$39	\$78	\$121	\$188	\$100	\$19	34.95%	-46.90%	1.11%
		BC	NON-VQA	\$3,406	\$3,906	\$3,961	\$3,967	\$4,036	\$588	-16.79%	1.76%	1.06%
		<b>FRUIT</b>				<b>\$3,445</b>	<b>\$3,984</b>	<b>\$4,082</b>	<b>\$4,155</b>	<b>\$4,136</b>	<b>\$608</b>	<b>-15.76%</b>
OTHER	OTHER	BC	NON-VQA	\$149	\$167	\$262	\$389	\$386	\$51	-16.40%	-0.64%	1.42%
			VQA	\$0	\$0	\$1	\$0	\$1	\$0	114.40%	124.30%	0.00%
		<b>OTHER</b>				<b>\$149</b>	<b>\$167</b>	<b>\$263</b>	<b>\$389</b>	<b>\$387</b>	<b>\$51</b>	<b>-16.27%</b>
OTHER FORTIFIED	OTHER FORTIFIED	OTHER	NON-VQA	\$60	\$41	\$31	\$26	\$14	\$1	-81.82%	-45.09%	10.18%
		BC	NON-VQA	\$562	\$491	\$417	\$495	\$472	\$87	-5.15%	-4.52%	5.17%
			VQA	\$18	\$24	\$40	\$37	\$55	\$18	154.56%	49.55%	1.89%
		<b>OTHER FORTIFIED</b>				<b>\$640</b>	<b>\$556</b>	<b>\$488</b>	<b>\$558</b>	<b>\$542</b>	<b>\$106</b>	<b>2.33%</b>
PORT	PORT	OTHER	NON-VQA	\$40	\$0	\$0	\$1	\$1	\$0	-100.00%	24.29%	0.00%
		BC	NON-VQA	\$672	\$701	\$766	\$828	\$1,010	\$189	4.71%	22.02%	7.95%
			VQA	\$195	\$268	\$358	\$411	\$445	\$78	-6.34%	8.28%	2.55%
		<b>PORT</b>				<b>\$906</b>	<b>\$969</b>	<b>\$1,124</b>	<b>\$1,240</b>	<b>\$1,456</b>	<b>\$267</b>	<b>1.04%</b>
SAKE	SAKE	BC	NON-VQA	\$200	\$238	\$254	\$279	\$235	\$52	-14.47%	-15.73%	5.77%
		<b>SAKE</b>				<b>\$200</b>	<b>\$238</b>	<b>\$254</b>	<b>\$279</b>	<b>\$235</b>	<b>\$52</b>	<b>-14.47%</b>
SHERRY	SHERRY	BC	NON-VQA	\$5,705	\$5,693	\$5,606	\$5,316	\$5,019	\$1,112	-7.55%	-5.57%	0.73%
		<b>SHERRY</b>				<b>\$5,705</b>	<b>\$5,693</b>	<b>\$5,606</b>	<b>\$5,316</b>	<b>\$5,019</b>	<b>\$1,112</b>	<b>-7.55%</b>
<b>APERITIF, DESSERT AND FORTIFIED WINE</b>				<b>\$11,173</b>	<b>\$11,729</b>	<b>\$11,941</b>	<b>\$12,067</b>	<b>\$11,910</b>	<b>\$2,220</b>	<b>-8.89%</b>	<b>-1.30%</b>	<b>1.85%</b>
SPARKLING WINE	SPARKLING ICE WINE	OTHER	VQA	\$0	\$1	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
		BC	VQA	\$10	\$10	\$3	\$1	\$58	\$33	61,834.84%	4,330.86%	9.65%
		<b>SPARKLING ICE WINE</b>				<b>\$10</b>	<b>\$11</b>	<b>\$3</b>	<b>\$1</b>	<b>\$58</b>	<b>\$33</b>	<b>61,834.84%</b>
RED	RED	OTHER	NON-VQA	\$404	\$374	\$387	\$386	\$356	\$63	-2.96%	-7.74%	1.00%
		BC	NON-VQA	\$22	\$20	\$45	\$83	\$84	\$12	-14.44%	1.57%	0.66%

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

				2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
SPARKLING WINE	RED	BC	VQA	\$71	\$20	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
		<b>SPARKLING WINE RED</b>		<b>\$497</b>	<b>\$414</b>	<b>\$432</b>	<b>\$469</b>	<b>\$440</b>	<b>\$75</b>	<b>-4.98%</b>	<b>-6.09%</b>	<b>0.93%</b>
	ROSE	OTHER	NON-VQA	\$0	\$0	\$0	\$0	\$3	\$0	n/a	n/a	0.00%
			VQA	\$0	\$0	\$1	\$0	\$0	\$0	n/a	n/a	0.00%
		BC	NON-VQA	\$92	\$75	\$131	\$247	\$264	\$30	-10.42%	6.68%	23.95%
			VQA	\$103	\$141	\$177	\$197	\$214	\$39	-14.96%	8.94%	5.29%
	<b>SPARKLING WINE ROSE</b>		<b>\$195</b>	<b>\$216</b>	<b>\$309</b>	<b>\$444</b>	<b>\$481</b>	<b>\$69</b>	<b>-13.04%</b>	<b>8.40%</b>	<b>16.15%</b>	
	WHITE	OTHER	NON-VQA	\$2,021	\$1,995	\$2,025	\$1,923	\$1,762	\$318	-7.81%	-8.40%	16.33%
			VQA	\$3	\$4	\$5	\$2	\$0	\$0	n/a	-100.00%	0.00%
		BC	NON-VQA	\$927	\$801	\$898	\$997	\$1,104	\$191	-7.72%	10.75%	36.94%
			VQA	\$2,084	\$2,522	\$2,678	\$2,573	\$2,845	\$536	5.45%	10.54%	23.91%
		<b>SPARKLING WINE WHITE</b>		<b>\$5,036</b>	<b>\$5,322</b>	<b>\$5,606</b>	<b>\$5,495</b>	<b>\$5,711</b>	<b>\$1,045</b>	<b>-1.43%</b>	<b>3.92%</b>	<b>24.09%</b>
		<b>SPARKLING WINE</b>		<b>\$5,737</b>	<b>\$5,963</b>	<b>\$6,350</b>	<b>\$6,410</b>	<b>\$6,690</b>	<b>\$1,223</b>	<b>0.30%</b>	<b>4.37%</b>	<b>21.87%</b>
TABLE WINE	ICE WINE RED	OTHER	NON-VQA	\$0	\$0	\$5	\$159	\$150	\$36	-65.13%	-5.41%	0.00%
			VQA	\$81	\$38	\$35	\$5	\$12	\$1	n/a	129.11%	0.00%
		BC	NON-VQA	\$12	\$18	\$16	\$2	\$1	\$0	-100.00%	-27.09%	0.00%
			VQA	\$611	\$693	\$715	\$1,601	\$1,380	\$168	-33.12%	-13.82%	0.30%
	<b>ICE WINE RED</b>		<b>\$704</b>	<b>\$749</b>	<b>\$771</b>	<b>\$1,767</b>	<b>\$1,543</b>	<b>\$206</b>	<b>-42.26%</b>	<b>-12.66%</b>	<b>0.27%</b>	
	ICE WINE ROSE	BC	VQA	\$4	\$1	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
		<b>ICE WINE ROSE</b>		<b>\$4</b>	<b>\$1</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>
	ICE WINE WHITE	OTHER	NON-VQA	\$8	\$16	\$4	\$385	\$1,290	\$341	22.37%	234.87%	0.00%
			VQA	\$1,145	\$1,302	\$1,239	\$1,480	\$1,440	\$203	-1.44%	-2.74%	0.45%
		BC	NON-VQA	\$12	\$125	\$122	\$35	\$3	\$1	276.13%	-90.58%	0.00%
			VQA	\$3,822	\$3,595	\$3,991	\$3,382	\$2,985	\$641	28.26%	-11.74%	4.40%
	<b>ICE WINE WHITE</b>		<b>\$4,987</b>	<b>\$5,038</b>	<b>\$5,356</b>	<b>\$5,282</b>	<b>\$5,718</b>	<b>\$1,186</b>	<b>20.43%</b>	<b>8.25%</b>	<b>2.41%</b>	
	RED	OTHER	NON-VQA	\$62	\$56	\$47	\$111	\$126	\$21	1.52%	13.08%	11.68%

**DOMESTIC WINE MARKET**  
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				2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	RED	OTHER	VQA	\$310	\$355	\$274	\$196	\$140	\$22	-28.14%	-28.48%	5.03%
		BC	NON-VQA	\$85,860	\$86,871	\$93,332	\$96,511	\$101,129	\$22,147	1.45%	4.78%	11.06%
			VQA	\$67,069	\$75,409	\$81,556	\$85,333	\$84,545	\$15,559	-8.06%	-0.92%	19.98%
		<b>TABLE WINE RED</b>			<b>\$153,300</b>	<b>\$162,691</b>	<b>\$175,209</b>	<b>\$182,152</b>	<b>\$185,940</b>	<b>\$37,750</b>	<b>-2.72%</b>	<b>2.08%</b>
	ROSE	OTHER	VQA	\$4	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
		BC	NON-VQA	\$4,690	\$5,069	\$5,241	\$5,935	\$6,275	\$1,363	-4.64%	5.73%	7.68%
			VQA	\$2,782	\$3,348	\$3,781	\$4,006	\$4,695	\$1,215	15.17%	17.17%	6.78%
		<b>TABLE WINE ROSE</b>			<b>\$7,477</b>	<b>\$8,416</b>	<b>\$9,022</b>	<b>\$9,941</b>	<b>\$10,969</b>	<b>\$2,578</b>	<b>3.77%</b>	<b>10.34%</b>
	WHITE	OTHER	NON-VQA	\$71	\$123	\$125	\$432	\$478	\$83	-39.40%	10.73%	3.24%
			VQA	\$215	\$266	\$253	\$125	\$165	\$46	87.84%	31.80%	7.92%
BC		NON-VQA	\$89,043	\$88,972	\$94,249	\$101,931	\$108,473	\$25,015	1.31%	6.42%	11.14%	
		VQA	\$69,607	\$77,995	\$79,914	\$81,125	\$84,095	\$18,341	0.12%	3.66%	22.21%	
<b>TABLE WINE WHITE</b>			<b>\$158,936</b>	<b>\$167,356</b>	<b>\$174,541</b>	<b>\$183,614</b>	<b>\$193,211</b>	<b>\$43,485</b>	<b>0.73%</b>	<b>5.23%</b>	<b>15.93%</b>	
<b>TABLE WINE</b>			<b>\$325,407</b>	<b>\$344,251</b>	<b>\$364,899</b>	<b>\$382,755</b>	<b>\$397,381</b>	<b>\$85,205</b>	<b>-0.70%</b>	<b>3.82%</b>	<b>15.05%</b>	
WINE - GIFT PACKS	WINE - GIFT PACKS ALL	OTHER	NON-VQA	\$67	\$440	\$467	\$315	\$202	\$6	1,411.35%	-35.83%	0.00%
			VQA	\$398	\$1	\$162	\$0	\$0	\$0	n/a	n/a	0.00%
		BC	NON-VQA	\$1	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
			VQA	\$270	\$906	\$1,096	\$267	\$4	\$0	-100.00%	-98.50%	0.00%
	<b>WINE - GIFT PACKS ALL</b>			<b>\$735</b>	<b>\$1,347</b>	<b>\$1,725</b>	<b>\$582</b>	<b>\$206</b>	<b>\$6</b>	<b>-31.10%</b>	<b>-64.58%</b>	<b>0.00%</b>
	<b>WINE - GIFT PACKS</b>			<b>\$735</b>	<b>\$1,347</b>	<b>\$1,725</b>	<b>\$582</b>	<b>\$206</b>	<b>\$6</b>	<b>-31.10%</b>	<b>-64.58%</b>	<b>0.00%</b>
<b>DOMESTIC WINE - TOTAL</b>				<b>\$343,053</b>	<b>\$363,290</b>	<b>\$384,914</b>	<b>\$401,790</b>	<b>\$415,733</b>	<b>\$88,564</b>	<b>-1.00%</b>	<b>3.47%</b>	<b>14.76%</b>

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

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
APERITIF, DESSERT AND FORTIFIED WINE	FLAVOURED	AUSTRALIA	2,946	2,517	2,715	2,150	1,792	315	-7.08%	-16.64%	2.38%
		CHINA	0	170	2,691	1,947	1,799	366	22.92%	-7.59%	3.00%
		FRANCE	0	0	0	202	378	10	-90.62%	86.48%	0.00%
		ITALY	80	5	8,509	16,831	14,420	2,509	-30.63%	-14.33%	12.81%
		SLOVAK REPUBLIC	0	0	0	0	58	0	n/a	n/a	0.00%
		SOUTH AFRICA	0	0	0	2,637	1,611	1,224	-53.58%	-38.91%	0.00%
		UNITED STATES OF AMERICA	13,917	3,272	3,597	4,816	21,092	3,474	103.25%	337.90%	0.37%
		<b>FLAVOURED</b>	<b>16,943</b>	<b>5,964</b>	<b>17,512</b>	<b>28,584</b>	<b>41,149</b>	<b>7,898</b>	<b>-9.30%</b>	<b>43.75%</b>	<b>5.17%</b>
FRUIT	DENMARK	1	0	0	-1	1	0	100.00%	200.00%	0.00%	
	FRANCE	0	0	16	9	9	0	n/a	0.00%	0.00%	
	JAPAN	10,371	11,054	10,250	10,488	11,036	2,396	6.74%	5.22%	23.81%	
	KOREA - SOUTH	232	141	178	181	644	449	1,428.32%	255.59%	26.25%	
	TURKEY	0	21	3	0	0	0	n/a	n/a	0.00%	
	UNITED STATES OF AMERICA	2,209	2,286	3,715	3,769	7,570	1,663	101.36%	100.88%	28.31%	
<b>FRUIT</b>	<b>12,812</b>	<b>13,502</b>	<b>14,162</b>	<b>14,447</b>	<b>19,260</b>	<b>4,508</b>	<b>45.46%</b>	<b>33.32%</b>	<b>25.70%</b>		
MADEIRA	PORTUGAL	5,268	5,300	5,206	5,164	4,660	807	1.51%	-9.76%	26.44%	
	<b>MADEIRA</b>	<b>5,268</b>	<b>5,300</b>	<b>5,206</b>	<b>5,164</b>	<b>4,660</b>	<b>807</b>	<b>1.51%</b>	<b>-9.76%</b>	<b>26.44%</b>	
MONTILLA	SPAIN	11,062	9,783	10,247	11,122	11,602	2,605	17.32%	4.32%	5.32%	
	<b>MONTILLA</b>	<b>11,062</b>	<b>9,783</b>	<b>10,247</b>	<b>11,122</b>	<b>11,602</b>	<b>2,605</b>	<b>17.32%</b>	<b>4.32%</b>	<b>5.32%</b>	
OTHER	AUSTRALIA	0	8	0	206	287	45	25.00%	39.24%	0.00%	
	<b>OTHER</b>	<b>0</b>	<b>8</b>	<b>0</b>	<b>206</b>	<b>287</b>	<b>45</b>	<b>25.00%</b>	<b>39.24%</b>	<b>0.00%</b>	
OTHER FORTIFIED	ARGENTINA	0	0	28	7	0	0	n/a	-100.00%	0.00%	
	AUSTRALIA	396	527	574	402	106	6	-88.65%	-73.69%	0.00%	
	CHINA	6,565	6,076	7,012	6,911	6,423	1,156	-15.89%	-7.07%	17.45%	
	FRANCE	35,415	33,504	32,476	33,905	34,817	7,335	-2.87%	2.69%	8.58%	
	GREECE	165	68	103	1	0	0	n/a	-100.00%	0.00%	



**IMPORT WINE MARKET**  
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**SALES IN LITRES**

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
APERITIF, DESSERT AND FORTIFIED WINE	OTHER FORTIFIED	ITALY	15,424	15,071	14,614	14,415	14,050	2,732	-5.93%	-2.53%	31.72%
		JAPAN	50	148	485	1,059	1,422	416	37.36%	34.34%	84.59%
		KOREA - SOUTH	5,362	4,441	8,867	10,673	11,789	3,603	38.60%	10.46%	37.31%
		SPAIN	0	44	0	0	0	0	n/a	n/a	0.00%
		UNITED STATES OF AMERICA	2,027	1,753	1,665	1,605	1,405	303	-2.65%	-12.46%	26.13%
		URUGUAY	4	4	9	0	0	0	n/a	n/a	0.00%
		<b>OTHER FORTIFIED</b>	<b>65,408</b>	<b>61,637</b>	<b>65,832</b>	<b>68,977</b>	<b>70,012</b>	<b>15,550</b>	<b>3.00%</b>	<b>1.50%</b>	<b>20.80%</b>
PORT	AUSTRALIA	29,041	21,420	18,817	18,070	17,366	4,015	10.55%	-3.89%	10.05%	
	PORTUGAL	88,195	85,825	84,415	81,226	80,750	14,740	3.27%	-0.59%	9.80%	
	SOUTH AFRICA	20,351	17,437	19,640	19,367	13,370	345	-91.21%	-30.97%	9.42%	
	UNITED STATES OF AMERICA	43	37	33	32	32	6	-37.50%	0.00%	0.00%	
<b>PORT</b>	<b>137,630</b>	<b>124,718</b>	<b>122,905</b>	<b>118,694</b>	<b>111,517</b>	<b>19,105</b>	<b>-12.51%</b>	<b>-6.05%</b>	<b>9.80%</b>		
SAKE	JAPAN	66,821	68,692	71,622	75,433	85,317	19,795	16.45%	13.10%	38.54%	
	KOREA - SOUTH	2,714	2,374	1,700	2,024	1,797	419	11.58%	-11.19%	44.51%	
	UNITED STATES OF AMERICA	313,706	320,164	308,288	314,674	308,213	68,593	-2.95%	-2.05%	65.32%	
<b>SAKE</b>	<b>383,241</b>	<b>391,230</b>	<b>381,610</b>	<b>392,131</b>	<b>395,326</b>	<b>88,807</b>	<b>0.86%</b>	<b>0.81%</b>	<b>59.44%</b>		
SHERRY	AUSTRALIA	28,817	28,376	34,873	36,666	30,421	6,706	4.23%	-17.03%	1.15%	
	NEW ZEALAND	26,386	20,578	1,192	-2	0	0	n/a	100.00%	0.00%	
	SOUTH AFRICA	28,312	22,328	26,136	19,688	14,151	256	-94.92%	-28.12%	0.37%	
	SPAIN	72,789	67,621	65,949	63,092	60,683	11,346	-2.17%	-3.82%	2.35%	
<b>SHERRY</b>	<b>156,305</b>	<b>138,904</b>	<b>128,150</b>	<b>119,445</b>	<b>105,255</b>	<b>18,308</b>	<b>-20.66%</b>	<b>-11.88%</b>	<b>1.73%</b>		
VERMOUTH	FRANCE	21,711	21,072	18,804	17,638	11,463	2,507	-34.61%	-35.01%	14.92%	
	ITALY	215,956	207,138	197,696	188,011	186,855	41,760	-2.40%	-0.61%	6.39%	
	SLOVAK REPUBLIC	0	0	0	0	58	0	n/a	n/a	0.00%	
	UNITED STATES OF AMERICA	158	178	242	226	336	102	257.89%	48.34%	0.00%	
<b>VERMOUTH</b>	<b>237,825</b>	<b>228,388</b>	<b>216,742</b>	<b>205,876</b>	<b>198,712</b>	<b>44,369</b>	<b>-4.89%</b>	<b>-3.51%</b>	<b>6.95%</b>		

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

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013	
<b>IMPORT APERITIF, DESSERT AND FORTIFIED WINE - TOTAL</b>			<b>1,026,492</b>	<b>979,434</b>	<b>962,365</b>	<b>964,645</b>	<b>957,780</b>	<b>202,003</b>	<b>-3.61%</b>	<b>-0.71%</b>	29.75%	
TABLE WINE	ARGENTINA	RED	IMPORT BOTTLED	1,818,226	2,318,668	2,474,397	2,603,493	2,553,709	566,377	-1.25%	-1.91%	13.30%
		<b>RED - TOTAL</b>	<b>1,818,226</b>	<b>2,318,668</b>	<b>2,474,397</b>	<b>2,603,493</b>	<b>2,553,709</b>	<b>566,377</b>	<b>-1.25%</b>	<b>-1.91%</b>	<b>13.30%</b>	
	ROSE	IMPORT BOTTLED	1,551	4,190	7,566	9,220	5,782	1,145	30.07%	-37.28%	1.95%	
		<b>ROSE - TOTAL</b>	<b>1,551</b>	<b>4,190</b>	<b>7,566</b>	<b>9,220</b>	<b>5,782</b>	<b>1,145</b>	<b>30.07%</b>	<b>-37.28%</b>	<b>1.95%</b>	
	WHITE	IMPORT BOTTLED	247,926	329,652	343,673	375,906	358,805	82,297	-10.45%	-4.55%	7.74%	
		<b>WHITE - TOTAL</b>	<b>247,926</b>	<b>329,652</b>	<b>343,673</b>	<b>375,906</b>	<b>358,805</b>	<b>82,297</b>	<b>-10.45%</b>	<b>-4.55%</b>	<b>7.74%</b>	
	<b>TOTAL</b>		<b>2,067,703</b>	<b>2,652,509</b>	<b>2,825,636</b>	<b>2,988,619</b>	<b>2,918,297</b>	<b>649,819</b>	<b>-2.48%</b>	<b>-2.35%</b>	<b>12.60%</b>	
	ARMENIA	WHITE	IMPORT BOTTLED	38	14	0	14	0	0	n/a	-100.00%	0.00%
			<b>WHITE - TOTAL</b>	<b>38</b>	<b>14</b>	<b>0</b>	<b>14</b>	<b>0</b>	<b>0</b>	<b>n/a</b>	<b>-100.00%</b>	<b>0.00%</b>
		<b>TOTAL</b>		<b>38</b>	<b>14</b>	<b>0</b>	<b>14</b>	<b>0</b>	<b>0</b>	<b>n/a</b>	<b>-100.00%</b>	<b>0.00%</b>
AUSTRALIA	RED	CANADA BOTTLED	11,477	11,128	4,428	11	0	0	n/a	-100.00%	0.00%	
		IMPORT BOTTLED	4,992,628	4,527,914	4,151,226	4,073,103	3,601,850	745,004	-14.98%	-11.57%	9.85%	
		<b>RED - TOTAL</b>	<b>5,004,105</b>	<b>4,539,042</b>	<b>4,155,654</b>	<b>4,073,114</b>	<b>3,601,850</b>	<b>745,004</b>	<b>-14.98%</b>	<b>-11.57%</b>	<b>9.85%</b>	
	ROSE	IMPORT BOTTLED	20,062	19,608	14,532	11,954	14,392	4,084	45.59%	20.40%	3.61%	
		<b>ROSE - TOTAL</b>	<b>20,062</b>	<b>19,608</b>	<b>14,532</b>	<b>11,954</b>	<b>14,392</b>	<b>4,084</b>	<b>45.59%</b>	<b>20.40%</b>	<b>3.61%</b>	
	WHITE	CANADA BOTTLED	10,750	6,061	1,776	0	16	0	n/a	n/a	0.00%	
		IMPORT BOTTLED	2,212,662	2,069,117	1,890,272	1,961,736	1,954,071	436,797	-3.83%	-0.39%	6.68%	
		<b>WHITE - TOTAL</b>	<b>2,223,411</b>	<b>2,075,178</b>	<b>1,892,048</b>	<b>1,961,736</b>	<b>1,954,087</b>	<b>436,797</b>	<b>-3.83%</b>	<b>-0.39%</b>	<b>6.68%</b>	
	<b>TOTAL</b>		<b>7,247,578</b>	<b>6,633,827</b>	<b>6,062,234</b>	<b>6,046,803</b>	<b>5,570,329</b>	<b>1,185,886</b>	<b>-11.06%</b>	<b>-7.88%</b>	<b>8.72%</b>	
	AUSTRIA	RED	IMPORT BOTTLED	896	1,172	616	1,358	1,653	317	-25.00%	21.70%	3.45%
<b>RED - TOTAL</b>			<b>896</b>	<b>1,172</b>	<b>616</b>	<b>1,358</b>	<b>1,653</b>	<b>317</b>	<b>-25.00%</b>	<b>21.70%</b>	<b>3.45%</b>	
ROSE		IMPORT BOTTLED	278	405	0	0	0	0	n/a	n/a	0.00%	
		<b>ROSE - TOTAL</b>	<b>278</b>	<b>405</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>	
WHITE		IMPORT BOTTLED	6,346	8,740	11,565	9,174	7,001	1,649	-31.46%	-23.68%	21.76%	
		<b>WHITE - TOTAL</b>	<b>6,346</b>	<b>8,740</b>	<b>11,565</b>	<b>9,174</b>	<b>7,001</b>	<b>1,649</b>	<b>-31.46%</b>	<b>-23.68%</b>	<b>21.76%</b>	

**IMPORT WINE MARKET**  
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			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013	
TABLE WINE	AUSTRIA	<b>TOTAL</b>	<b>7,521</b>	<b>10,316</b>	<b>12,182</b>	<b>10,532</b>	<b>8,654</b>	<b>1,966</b>	<b>-30.50%</b>	<b>-17.83%</b>	<b>18.26%</b>	
	BULGARIA	RED	IMPORT BOTTLED	1,297	4	206	630	660	132	22.22%	4.76%	-1.82%
		<b>RED - TOTAL</b>	<b>1,297</b>	<b>4</b>	<b>206</b>	<b>630</b>	<b>660</b>	<b>132</b>	<b>22.22%</b>	<b>4.76%</b>	<b>-1.82%</b>	
		WHITE	IMPORT BOTTLED	0	0	342	855	189	27	-82.35%	-77.89%	0.00%
		<b>WHITE - TOTAL</b>	<b>0</b>	<b>0</b>	<b>342</b>	<b>855</b>	<b>189</b>	<b>27</b>	<b>-82.35%</b>	<b>-77.89%</b>	<b>0.00%</b>	
		<b>TOTAL</b>	<b>1,297</b>	<b>4</b>	<b>548</b>	<b>1,485</b>	<b>849</b>	<b>159</b>	<b>-39.08%</b>	<b>-42.83%</b>	<b>-0.35%</b>	
	CHILE	RED	CANADA BOTTLED	281,007	232,904	168,866	133,494	100,659	21,593	-24.79%	-24.60%	27.69%
			IMPORT BOTTLED	2,071,901	2,173,526	2,217,876	2,190,312	2,089,424	474,555	-4.14%	-4.61%	5.77%
		<b>RED - TOTAL</b>	<b>2,352,908</b>	<b>2,406,430</b>	<b>2,386,742</b>	<b>2,323,806</b>	<b>2,190,082</b>	<b>496,148</b>	<b>-5.28%</b>	<b>-5.75%</b>	<b>6.77%</b>	
		ROSE	IMPORT BOTTLED	8,499	7,572	6,149	6,894	4,343	740	-54.43%	-37.00%	4.01%
		<b>ROSE - TOTAL</b>	<b>8,499</b>	<b>7,572</b>	<b>6,149</b>	<b>6,894</b>	<b>4,343</b>	<b>740</b>	<b>-54.43%</b>	<b>-37.00%</b>	<b>4.01%</b>	
		WHITE	CANADA BOTTLED	224,145	181,412	126,616	97,296	80,994	17,262	-13.85%	-16.76%	28.08%
			IMPORT BOTTLED	830,766	931,828	983,200	1,003,549	1,032,405	246,637	-2.10%	2.88%	8.69%
		<b>WHITE - TOTAL</b>	<b>1,054,911</b>	<b>1,113,239</b>	<b>1,109,815</b>	<b>1,100,845</b>	<b>1,113,398</b>	<b>263,899</b>	<b>-2.97%</b>	<b>1.14%</b>	<b>10.10%</b>	
		<b>TOTAL</b>	<b>3,416,318</b>	<b>3,527,241</b>	<b>3,502,706</b>	<b>3,431,545</b>	<b>3,307,824</b>	<b>760,787</b>	<b>-4.59%</b>	<b>-3.61%</b>	<b>7.89%</b>	
	CHINA	RED	IMPORT BOTTLED	4,432	3,161	2,586	1,168	400	62	-23.15%	-65.79%	2.63%
		<b>RED - TOTAL</b>	<b>4,432</b>	<b>3,161</b>	<b>2,586</b>	<b>1,168</b>	<b>400</b>	<b>62</b>	<b>-23.15%</b>	<b>-65.79%</b>	<b>2.63%</b>	
		WHITE	IMPORT BOTTLED	287	188	364	907	1,233	65	-68.25%	35.98%	15.33%
		<b>WHITE - TOTAL</b>	<b>287</b>	<b>188</b>	<b>364</b>	<b>907</b>	<b>1,233</b>	<b>65</b>	<b>-68.25%</b>	<b>35.98%</b>	<b>15.33%</b>	
		<b>TOTAL</b>	<b>4,719</b>	<b>3,350</b>	<b>2,950</b>	<b>2,075</b>	<b>1,633</b>	<b>128</b>	<b>-55.50%</b>	<b>-21.32%</b>	<b>12.22%</b>	
	CROATIA	RED	IMPORT BOTTLED	4,562	3,806	2,881	851	92	0	-100.00%	-89.25%	0.00%
		<b>RED - TOTAL</b>	<b>4,562</b>	<b>3,806</b>	<b>2,881</b>	<b>851</b>	<b>92</b>	<b>0</b>	<b>-100.00%</b>	<b>-89.25%</b>	<b>0.00%</b>	
		WHITE	IMPORT BOTTLED	0	126	162	0	0	0	n/a	n/a	0.00%
		<b>WHITE - TOTAL</b>	<b>0</b>	<b>126</b>	<b>162</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>	
		<b>TOTAL</b>	<b>4,562</b>	<b>3,932</b>	<b>3,043</b>	<b>851</b>	<b>92</b>	<b>0</b>	<b>-100.00%</b>	<b>-89.25%</b>	<b>0.00%</b>	
	CZECH REPUBLIC	RED	IMPORT BOTTLED	1,155	310	2	1	0	0	n/a	-100.00%	0.00%

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**SALES IN LITRES**

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013	
TABLE WINE	CZECH REPUBLIC	RED	<b>RED - TOTAL</b>	<b>1,155</b>	<b>310</b>	<b>2</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>n/a</b>	<b>-100.00%</b>	<b>0.00%</b>
		WHITE	IMPORT BOTTLED	1,352	408	9	0	0	0	n/a	n/a	0.00%
			<b>WHITE - TOTAL</b>	<b>1,352</b>	<b>408</b>	<b>9</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>
			<b>TOTAL</b>	<b>2,506</b>	<b>718</b>	<b>10</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>n/a</b>	<b>-100.00%</b>	<b>0.00%</b>
FRANCE	RED	CANADA BOTTLED	151,144	183,156	152,235	178,654	217,437	48,181	11.76%	21.71%	1.52%	
		IMPORT BOTTLED	1,449,469	1,408,416	1,393,191	1,406,856	1,423,290	292,707	-2.57%	1.17%	8.49%	
		<b>RED - TOTAL</b>	<b>1,600,613</b>	<b>1,591,572</b>	<b>1,545,426</b>	<b>1,585,510</b>	<b>1,640,727</b>	<b>340,888</b>	<b>-0.77%</b>	<b>3.48%</b>	<b>7.57%</b>	
	ROSE	IMPORT BOTTLED	49,426	67,718	61,244	69,381	83,923	26,651	25.89%	20.96%	8.98%	
		<b>ROSE - TOTAL</b>	<b>49,426</b>	<b>67,718</b>	<b>61,244</b>	<b>69,381</b>	<b>83,923</b>	<b>26,651</b>	<b>25.89%</b>	<b>20.96%</b>	<b>8.98%</b>	
	WHITE	CANADA BOTTLED	65,984	78,196	44,144	62,100	75,124	16,508	7.59%	20.97%	1.44%	
		IMPORT BOTTLED	674,117	612,087	591,662	562,668	574,958	133,802	-1.42%	2.18%	14.96%	
		<b>WHITE - TOTAL</b>	<b>740,101</b>	<b>690,283</b>	<b>635,806</b>	<b>624,768</b>	<b>650,082</b>	<b>150,310</b>	<b>-0.51%</b>	<b>4.05%</b>	<b>13.39%</b>	
	<b>TOTAL</b>	<b>2,390,139</b>	<b>2,349,573</b>	<b>2,242,476</b>	<b>2,279,659</b>	<b>2,374,732</b>	<b>517,849</b>	<b>0.40%</b>	<b>4.17%</b>	<b>9.21%</b>		
GEORGIA	RED	IMPORT BOTTLED	0	437	7,509	8,666	12,214	2,677	57.16%	40.94%	1.92%	
		<b>RED - TOTAL</b>	<b>0</b>	<b>437</b>	<b>7,509</b>	<b>8,666</b>	<b>12,214</b>	<b>2,677</b>	<b>57.16%</b>	<b>40.94%</b>	<b>1.92%</b>	
	WHITE	IMPORT BOTTLED	0	45	116	711	2,776	412	121.77%	290.40%	1.51%	
		<b>WHITE - TOTAL</b>	<b>0</b>	<b>45</b>	<b>116</b>	<b>711</b>	<b>2,776</b>	<b>412</b>	<b>121.77%</b>	<b>290.40%</b>	<b>1.51%</b>	
	<b>TOTAL</b>	<b>0</b>	<b>482</b>	<b>7,625</b>	<b>9,377</b>	<b>14,990</b>	<b>3,089</b>	<b>63.52%</b>	<b>59.86%</b>	<b>1.84%</b>		
GERMANY	ICE WINE WHITE	IMPORT BOTTLED	1	0	0	7	3	0	-100.00%	-52.63%	0.00%	
		<b>ICE WINE WHITE - TOTAL</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>7</b>	<b>3</b>	<b>0</b>	<b>-100.00%</b>	<b>-52.63%</b>	<b>0.00%</b>	
	RED	IMPORT BOTTLED	19,973	16,880	18,132	10,444	11,552	2,393	-4.63%	10.61%	3.67%	
		<b>RED - TOTAL</b>	<b>19,973</b>	<b>16,880</b>	<b>18,132</b>	<b>10,444</b>	<b>11,552</b>	<b>2,393</b>	<b>-4.63%</b>	<b>10.61%</b>	<b>3.67%</b>	
	WHITE	IMPORT BOTTLED	484,621	473,585	477,313	470,078	466,689	98,620	-7.17%	-0.72%	6.47%	
<b>WHITE - TOTAL</b>		<b>484,621</b>	<b>473,585</b>	<b>477,313</b>	<b>470,078</b>	<b>466,689</b>	<b>98,620</b>	<b>-7.17%</b>	<b>-0.72%</b>	<b>6.47%</b>		
	<b>TOTAL</b>	<b>504,595</b>	<b>490,466</b>	<b>495,445</b>	<b>480,529</b>	<b>478,244</b>	<b>101,014</b>	<b>-7.11%</b>	<b>-0.48%</b>	<b>6.40%</b>		
GREECE	RED	IMPORT BOTTLED	69,769	61,006	53,227	49,292	45,854	11,070	-0.88%	-6.97%	65.78%	

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

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013	
TABLE WINE	GREECE	RED	<b>RED - TOTAL</b>	<b>69,769</b>	<b>61,006</b>	<b>53,227</b>	<b>49,292</b>	<b>45,854</b>	<b>11,070</b>	<b>-0.88%</b>	<b>-6.97%</b>	<b>65.78%</b>
		ROSE	IMPORT BOTTLED	45	14	0	0	0	0	n/a	n/a	0.00%
			<b>ROSE - TOTAL</b>	<b>45</b>	<b>14</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>
		WHITE	IMPORT BOTTLED	59,672	55,902	53,396	48,630	47,400	12,529	10.42%	-2.53%	54.30%
			<b>WHITE - TOTAL</b>	<b>59,672</b>	<b>55,902</b>	<b>53,396</b>	<b>48,630</b>	<b>47,400</b>	<b>12,529</b>	<b>10.42%</b>	<b>-2.53%</b>	<b>54.30%</b>
			<b>TOTAL</b>	<b>129,486</b>	<b>116,922</b>	<b>106,624</b>	<b>97,922</b>	<b>93,254</b>	<b>23,598</b>	<b>4.82%</b>	<b>-4.77%</b>	<b>59.94%</b>
HUNGARY	RED	IMPORT BOTTLED	26,663	25,014	22,994	20,856	29,979	5,306	30.05%	43.74%	1.26%	
		<b>RED - TOTAL</b>	<b>26,663</b>	<b>25,014</b>	<b>22,994</b>	<b>20,856</b>	<b>29,979</b>	<b>5,306</b>	<b>30.05%</b>	<b>43.74%</b>	<b>1.26%</b>	
	WHITE	IMPORT BOTTLED	78,828	85,719	83,059	86,571	73,239	16,336	-13.04%	-15.40%	6.69%	
		<b>WHITE - TOTAL</b>	<b>78,828</b>	<b>85,719</b>	<b>83,059</b>	<b>86,571</b>	<b>73,239</b>	<b>16,336</b>	<b>-13.04%</b>	<b>-15.40%</b>	<b>6.69%</b>	
		<b>TOTAL</b>	<b>105,491</b>	<b>110,732</b>	<b>106,053</b>	<b>107,427</b>	<b>103,218</b>	<b>21,642</b>	<b>-5.35%</b>	<b>-3.92%</b>	<b>5.12%</b>	
INDIA	RED	IMPORT BOTTLED	-1	0	0	0	0	0	n/a	n/a	0.00%	
		<b>RED - TOTAL</b>	<b>-1</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>	
	ROSE	IMPORT BOTTLED	414	-13	0	0	0	0	n/a	n/a	0.00%	
		<b>ROSE - TOTAL</b>	<b>414</b>	<b>-13</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>	
	WHITE	IMPORT BOTTLED	1	2	0	0	1,383	374	n/a	n/a	36.17%	
		<b>WHITE - TOTAL</b>	<b>1</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>1,383</b>	<b>374</b>	<b>n/a</b>	<b>n/a</b>	<b>36.17%</b>	
	<b>TOTAL</b>	<b>414</b>	<b>-10</b>	<b>0</b>	<b>0</b>	<b>1,383</b>	<b>374</b>	<b>n/a</b>	<b>n/a</b>	<b>36.17%</b>		
ISRAEL	RED	IMPORT BOTTLED	9,727	7,323	6,860	6,194	6,434	990	-45.54%	3.87%	3.66%	
		<b>RED - TOTAL</b>	<b>9,727</b>	<b>7,323</b>	<b>6,860</b>	<b>6,194</b>	<b>6,434</b>	<b>990</b>	<b>-45.54%</b>	<b>3.87%</b>	<b>3.66%</b>	
	ROSE	IMPORT BOTTLED	0	0	213	772	702	121	-35.34%	-9.13%	19.02%	
		<b>ROSE - TOTAL</b>	<b>0</b>	<b>0</b>	<b>213</b>	<b>772</b>	<b>702</b>	<b>121</b>	<b>-35.34%</b>	<b>-9.13%</b>	<b>19.02%</b>	
	WHITE	IMPORT BOTTLED	3,646	3,113	3,830	3,204	3,176	550	-30.02%	-0.88%	0.90%	
		<b>WHITE - TOTAL</b>	<b>3,646</b>	<b>3,113</b>	<b>3,830</b>	<b>3,204</b>	<b>3,176</b>	<b>550</b>	<b>-30.02%</b>	<b>-0.88%</b>	<b>0.90%</b>	
	<b>TOTAL</b>	<b>13,373</b>	<b>10,436</b>	<b>10,903</b>	<b>10,171</b>	<b>10,312</b>	<b>1,660</b>	<b>-40.49%</b>	<b>1.39%</b>	<b>3.85%</b>		
ITALY	RED	CANADA BOTTLED	0	0	0	0	117	117	n/a	n/a	100.00%	

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

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013	
TABLE WINE	ITALY	RED	IMPORT BOTTLED	2,163,861	2,188,963	2,118,843	2,140,003	2,214,313	499,468	4.61%	3.47%	15.63%
		<b>RED - TOTAL</b>	<b>2,163,861</b>	<b>2,188,963</b>	<b>2,118,843</b>	<b>2,140,003</b>	<b>2,214,430</b>	<b>499,586</b>	<b>4.63%</b>	<b>3.48%</b>	<b>15.64%</b>	
		ROSE	IMPORT BOTTLED	3,436	13,546	33,313	41,229	41,811	9,290	-6.10%	1.41%	3.72%
		<b>ROSE - TOTAL</b>	<b>3,436</b>	<b>13,546</b>	<b>33,313</b>	<b>41,229</b>	<b>41,811</b>	<b>9,290</b>	<b>-6.10%</b>	<b>1.41%</b>	<b>3.72%</b>	
		WHITE	CANADA BOTTLED	0	0	0	0	117	117	n/a	n/a	100.00%
			IMPORT BOTTLED	1,131,723	1,168,581	1,201,333	1,289,959	1,392,258	340,232	6.83%	7.93%	20.47%
		<b>WHITE - TOTAL</b>	<b>1,131,723</b>	<b>1,168,581</b>	<b>1,201,333</b>	<b>1,289,959</b>	<b>1,392,375</b>	<b>340,349</b>	<b>6.87%</b>	<b>7.94%</b>	<b>20.47%</b>	
		<b>TOTAL</b>	<b>3,299,020</b>	<b>3,371,091</b>	<b>3,353,489</b>	<b>3,471,191</b>	<b>3,648,616</b>	<b>849,224</b>	<b>5.39%</b>	<b>5.11%</b>	<b>17.35%</b>	
	LEBANON	RED	IMPORT BOTTLED	478	472	394	351	419	92	2.50%	19.44%	53.85%
			<b>RED - TOTAL</b>	<b>478</b>	<b>472</b>	<b>394</b>	<b>351</b>	<b>419</b>	<b>92</b>	<b>2.50%</b>	<b>19.44%</b>	<b>53.85%</b>
ROSE		IMPORT BOTTLED	79	43	108	198	63	56	-40.48%	-68.18%	82.14%	
		<b>ROSE - TOTAL</b>	<b>79</b>	<b>43</b>	<b>108</b>	<b>198</b>	<b>63</b>	<b>56</b>	<b>-40.48%</b>	<b>-68.18%</b>	<b>82.14%</b>	
WHITE		IMPORT BOTTLED	154	132	169	117	49	9	1,100.00%	-58.33%	0.00%	
		<b>WHITE - TOTAL</b>	<b>154</b>	<b>132</b>	<b>169</b>	<b>117</b>	<b>49</b>	<b>9</b>	<b>1,100.00%</b>	<b>-58.33%</b>	<b>0.00%</b>	
	<b>TOTAL</b>	<b>711</b>	<b>647</b>	<b>670</b>	<b>666</b>	<b>531</b>	<b>158</b>	<b>-14.98%</b>	<b>-20.27%</b>	<b>60.73%</b>		
MEXICO	RED	IMPORT BOTTLED	1,234	790	947	751	526	86	-26.92%	-29.87%	15.38%	
		<b>RED - TOTAL</b>	<b>1,234</b>	<b>790</b>	<b>947</b>	<b>751</b>	<b>526</b>	<b>86</b>	<b>-26.92%</b>	<b>-29.87%</b>	<b>15.38%</b>	
	WHITE	IMPORT BOTTLED	126	225	279	112	85	17	-4.17%	-24.67%	0.00%	
		<b>WHITE - TOTAL</b>	<b>126</b>	<b>225</b>	<b>279</b>	<b>112</b>	<b>85</b>	<b>17</b>	<b>-4.17%</b>	<b>-24.67%</b>	<b>0.00%</b>	
	<b>TOTAL</b>	<b>1,360</b>	<b>1,016</b>	<b>1,226</b>	<b>863</b>	<b>611</b>	<b>103</b>	<b>-23.89%</b>	<b>-29.19%</b>	<b>15.38%</b>		
MOLDOVA, REPUBLIC OF	RED	IMPORT BOTTLED	72	9	0	0	0	0	n/a	n/a	0.00%	
		<b>RED - TOTAL</b>	<b>72</b>	<b>9</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>	
		<b>TOTAL</b>	<b>72</b>	<b>9</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>	
MONTENEGRO	RED	IMPORT BOTTLED	3,620	3,704	4,296	4,057	4,340	794	-5.87%	6.97%	1.12%	
		<b>RED - TOTAL</b>	<b>3,620</b>	<b>3,704</b>	<b>4,296</b>	<b>4,057</b>	<b>4,340</b>	<b>794</b>	<b>-5.87%</b>	<b>6.97%</b>	<b>1.12%</b>	
		<b>TOTAL</b>	<b>3,620</b>	<b>3,704</b>	<b>4,296</b>	<b>4,057</b>	<b>4,340</b>	<b>794</b>	<b>-5.87%</b>	<b>6.97%</b>	<b>1.12%</b>	

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

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	MOROCCO	RED	IMPORT BOTTLED	122	3	2	0	0	n/a	n/a	0.00%
			<b>RED - TOTAL</b>	<b>122</b>	<b>3</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>
			<b>TOTAL</b>	<b>122</b>	<b>3</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>
NEW ZEALAND	RED	IMPORT BOTTLED	63,235	75,085	85,794	109,648	107,880	22,631	-23.16%	-1.61%	17.43%
		<b>RED - TOTAL</b>	<b>63,235</b>	<b>75,085</b>	<b>85,794</b>	<b>109,648</b>	<b>107,880</b>	<b>22,631</b>	<b>-23.16%</b>	<b>-1.61%</b>	<b>17.43%</b>
	ROSE	IMPORT BOTTLED	2,234	785	1,438	328	0	0	n/a	-100.00%	0.00%
		<b>ROSE - TOTAL</b>	<b>2,234</b>	<b>785</b>	<b>1,438</b>	<b>328</b>	<b>0</b>	<b>0</b>	<b>n/a</b>	<b>-100.00%</b>	<b>0.00%</b>
	WHITE	CANADA BOTTLED	0	0	0	338	12,662	3,926	1,063.33%	3,651.78%	43.43%
		IMPORT BOTTLED	527,674	676,514	820,561	1,004,882	1,198,053	309,514	13.42%	19.22%	19.46%
		<b>WHITE - TOTAL</b>	<b>527,674</b>	<b>676,514</b>	<b>820,561</b>	<b>1,005,219</b>	<b>1,210,716</b>	<b>313,440</b>	<b>14.71%</b>	<b>20.44%</b>	<b>19.72%</b>
	<b>TOTAL</b>	<b>593,143</b>	<b>752,384</b>	<b>907,794</b>	<b>1,115,195</b>	<b>1,318,596</b>	<b>336,071</b>	<b>11.03%</b>	<b>18.24%</b>	<b>19.53%</b>	
PORTUGAL	RED	CANADA BOTTLED	0	0	0	0	18	0	n/a	n/a	0.00%
		IMPORT BOTTLED	109,048	106,971	138,366	119,023	113,160	25,924	2.31%	-4.93%	4.30%
		<b>RED - TOTAL</b>	<b>109,048</b>	<b>106,971</b>	<b>138,366</b>	<b>119,023</b>	<b>113,178</b>	<b>25,924</b>	<b>2.31%</b>	<b>-4.91%</b>	<b>4.30%</b>
	ROSE	IMPORT BOTTLED	64,080	64,311	75,891	69,161	70,383	14,704	-11.84%	1.77%	1.57%
		<b>ROSE - TOTAL</b>	<b>64,080</b>	<b>64,311</b>	<b>75,891</b>	<b>69,161</b>	<b>70,383</b>	<b>14,704</b>	<b>-11.84%</b>	<b>1.77%</b>	<b>1.57%</b>
	WHITE	IMPORT BOTTLED	88,014	101,976	100,764	111,968	116,656	31,991	-9.06%	4.19%	4.64%
		<b>WHITE - TOTAL</b>	<b>88,014</b>	<b>101,976</b>	<b>100,764</b>	<b>111,968</b>	<b>116,656</b>	<b>31,991</b>	<b>-9.06%</b>	<b>4.19%</b>	<b>4.64%</b>
	<b>TOTAL</b>	<b>261,142</b>	<b>273,258</b>	<b>315,022</b>	<b>300,152</b>	<b>300,218</b>	<b>72,620</b>	<b>-5.93%</b>	<b>0.02%</b>	<b>3.79%</b>	
ROMANIA	WHITE	IMPORT BOTTLED	0	0	0	19	0	0	n/a	-100.00%	0.00%
		<b>WHITE - TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>19</b>	<b>0</b>	<b>0</b>	<b>n/a</b>	<b>-100.00%</b>	<b>0.00%</b>
		<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>19</b>	<b>0</b>	<b>0</b>	<b>n/a</b>	<b>-100.00%</b>	<b>0.00%</b>
SLOVENIA	RED	IMPORT BOTTLED	0	0	58	0	0	0	n/a	n/a	0.00%
		<b>RED - TOTAL</b>	<b>0</b>	<b>0</b>	<b>58</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>
	WHITE	IMPORT BOTTLED	388	165	40	4	13	0	-100.00%	183.33%	0.00%
	<b>WHITE - TOTAL</b>	<b>388</b>	<b>165</b>	<b>40</b>	<b>4</b>	<b>13</b>	<b>0</b>	<b>-100.00%</b>	<b>183.33%</b>	<b>0.00%</b>	

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

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013	
TABLE WINE	SLOVENIA	<b>TOTAL</b>	<b>388</b>	<b>165</b>	<b>99</b>	<b>4</b>	<b>13</b>	<b>0</b>	<b>-100.00%</b>	<b>183.33%</b>	<b>0.00%</b>	
	SOUTH AFRICA	RED	CANADA BOTTLED	370	816	96	0	0	0	n/a	n/a	0.00%
			IMPORT BOTTLED	693,578	625,280	590,114	564,594	517,031	99,418	-18.56%	-8.42%	3.89%
			<b>RED - TOTAL</b>	<b>693,948</b>	<b>626,096</b>	<b>590,210</b>	<b>564,594</b>	<b>517,031</b>	<b>99,418</b>	<b>-18.56%</b>	<b>-8.42%</b>	<b>3.89%</b>
		ROSE	IMPORT BOTTLED	1,864	496	2,286	36	117	0	-100.00%	225.00%	0.00%
		<b>ROSE - TOTAL</b>	<b>1,864</b>	<b>496</b>	<b>2,286</b>	<b>36</b>	<b>117</b>	<b>0</b>	<b>-100.00%</b>	<b>225.00%</b>	<b>0.00%</b>	
		WHITE	CANADA BOTTLED	396	624	108	0	0	0	n/a	n/a	0.00%
			IMPORT BOTTLED	377,637	376,605	408,754	417,146	402,238	92,642	-2.56%	-3.57%	5.15%
		<b>WHITE - TOTAL</b>	<b>378,033</b>	<b>377,229</b>	<b>408,862</b>	<b>417,146</b>	<b>402,238</b>	<b>92,642</b>	<b>-2.56%</b>	<b>-3.57%</b>	<b>5.15%</b>	
		<b>TOTAL</b>	<b>1,073,845</b>	<b>1,003,821</b>	<b>1,001,357</b>	<b>981,776</b>	<b>919,386</b>	<b>192,060</b>	<b>-11.57%</b>	<b>-6.35%</b>	<b>4.44%</b>	
	SPAIN	RED	IMPORT BOTTLED	708,270	735,534	863,227	1,010,990	1,155,349	268,478	17.88%	14.28%	6.08%
			<b>RED - TOTAL</b>	<b>708,270</b>	<b>735,534</b>	<b>863,227</b>	<b>1,010,990</b>	<b>1,155,349</b>	<b>268,478</b>	<b>17.88%</b>	<b>14.28%</b>	<b>6.08%</b>
		ROSE	IMPORT BOTTLED	14,766	10,889	13,796	9,983	13,587	4,426	38.07%	36.10%	13.43%
			<b>ROSE - TOTAL</b>	<b>14,766</b>	<b>10,889</b>	<b>13,796</b>	<b>9,983</b>	<b>13,587</b>	<b>4,426</b>	<b>38.07%</b>	<b>36.10%</b>	<b>13.43%</b>
		WHITE	IMPORT BOTTLED	45,810	49,426	64,792	65,704	81,946	23,612	49.13%	24.72%	13.71%
		<b>WHITE - TOTAL</b>	<b>45,810</b>	<b>49,426</b>	<b>64,792</b>	<b>65,704</b>	<b>81,946</b>	<b>23,612</b>	<b>49.13%</b>	<b>24.72%</b>	<b>13.71%</b>	
	<b>TOTAL</b>	<b>768,846</b>	<b>795,850</b>	<b>941,815</b>	<b>1,086,677</b>	<b>1,250,882</b>	<b>296,516</b>	<b>20.14%</b>	<b>15.11%</b>	<b>6.66%</b>		
SWITZERLAND	RED	IMPORT BOTTLED	36	0	0	0	0	0	n/a	n/a	0.00%	
		<b>RED - TOTAL</b>	<b>36</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>	
	WHITE	IMPORT BOTTLED	45	0	317	2	0	0	n/a	-100.00%	0.00%	
		<b>WHITE - TOTAL</b>	<b>45</b>	<b>0</b>	<b>317</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>n/a</b>	<b>-100.00%</b>	<b>0.00%</b>	
	<b>TOTAL</b>	<b>81</b>	<b>0</b>	<b>317</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>n/a</b>	<b>-100.00%</b>	<b>0.00%</b>		
TURKEY	RED	IMPORT BOTTLED	0	180	331	389	323	108	50.00%	-16.96%	0.00%	
		<b>RED - TOTAL</b>	<b>0</b>	<b>180</b>	<b>331</b>	<b>389</b>	<b>323</b>	<b>108</b>	<b>50.00%</b>	<b>-16.96%</b>	<b>0.00%</b>	
	<b>TOTAL</b>	<b>0</b>	<b>180</b>	<b>331</b>	<b>389</b>	<b>323</b>	<b>108</b>	<b>50.00%</b>	<b>-16.96%</b>	<b>0.00%</b>		
UNITED STATES OF AMERICA	ICE WINE WHITE	IMPORT BOTTLED	0	0	0	14	0	0	n/a	-100.00%	0.00%	



**IMPORT WINE MARKET**  
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**SALES IN LITRES**

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013	
TABLE WINE	UNITED STATES OF AMERICA	ICE WINE WHITE	<b>ICE WINE WHITE - TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>14</b>	<b>0</b>	<b>n/a</b>	<b>-100.00%</b>	<b>0.00%</b>	
		RED	CANADA BOTTLED	502,540	494,430	425,260	371,858	310,915	68,265	-12.17%	-16.39%	1.53%
			IMPORT BOTTLED	2,727,460	2,813,397	2,962,058	3,431,133	3,936,976	881,112	6.07%	14.74%	12.62%
			<b>RED - TOTAL</b>	<b>3,230,000</b>	<b>3,307,827</b>	<b>3,387,318</b>	<b>3,802,991</b>	<b>4,247,891</b>	<b>949,376</b>	<b>4.51%</b>	<b>11.70%</b>	<b>11.81%</b>
		ROSE	CANADA BOTTLED	11,858	10,198	1,920	1,035	225	0	-100.00%	-78.26%	0.00%
			IMPORT BOTTLED	507,571	490,288	471,520	464,050	466,907	106,619	-0.28%	0.62%	5.25%
			<b>ROSE - TOTAL</b>	<b>519,428</b>	<b>500,487</b>	<b>473,440</b>	<b>465,084</b>	<b>467,132</b>	<b>106,619</b>	<b>-0.52%</b>	<b>0.44%</b>	<b>5.25%</b>
		WHITE	CANADA BOTTLED	269,318	257,808	217,830	173,778	119,562	24,408	-26.60%	-31.20%	2.31%
			IMPORT BOTTLED	1,625,352	1,679,681	1,713,152	1,830,684	1,913,514	451,885	1.88%	4.52%	10.54%
			<b>WHITE - TOTAL</b>	<b>1,894,671</b>	<b>1,937,489</b>	<b>1,930,982</b>	<b>2,004,463</b>	<b>2,033,076</b>	<b>476,292</b>	<b>-0.10%</b>	<b>1.43%</b>	<b>10.06%</b>
			<b>TOTAL</b>	<b>5,644,099</b>	<b>5,745,803</b>	<b>5,791,740</b>	<b>6,272,551</b>	<b>6,748,099</b>	<b>1,532,288</b>	<b>2.68%</b>	<b>7.58%</b>	<b>10.83%</b>
	URUGUAY	RED	IMPORT BOTTLED	738	1,794	2,252	958	788	107	-34.70%	-17.70%	0.00%
			<b>RED - TOTAL</b>	<b>738</b>	<b>1,794</b>	<b>2,252</b>	<b>958</b>	<b>788</b>	<b>107</b>	<b>-34.70%</b>	<b>-17.70%</b>	<b>0.00%</b>
		WHITE	IMPORT BOTTLED	0	9	27	52	-1	0	n/a	-101.45%	0.00%
			<b>WHITE - TOTAL</b>	<b>0</b>	<b>9</b>	<b>27</b>	<b>52</b>	<b>-1</b>	<b>0</b>	<b>n/a</b>	<b>-101.45%</b>	<b>0.00%</b>
			<b>TOTAL</b>	<b>738</b>	<b>1,803</b>	<b>2,278</b>	<b>1,010</b>	<b>788</b>	<b>107</b>	<b>-34.70%</b>	<b>-21.99%</b>	<b>0.00%</b>
	IMPORT TABLE WINE - SUMMARY		CANADA BOTTLED	1,528,988	1,456,734	1,143,278	1,018,564	917,845	200,377	-8.41%	-9.89%	7.44%
			IMPORT BOTTLED	26,013,938	26,403,511	26,555,594	27,682,999	28,158,367	6,347,643	-0.81%	1.72%	11.07%
			<b>IMPORT TABLE WINE - TOTAL</b>	<b>27,542,926</b>	<b>27,860,245</b>	<b>27,698,872</b>	<b>28,701,563</b>	<b>29,076,212</b>	<b>6,548,020</b>	<b>-1.06%</b>	<b>1.31%</b>	<b>10.95%</b>
	SPARKLING WINE	ARGENTINA	RED	0	0	45	81	0	0	-100.00%	-100.00%	0.00%
			ROSE	0	81	72	202	436	252	n/a	115.56%	62.89%
			WHITE	1,683	2,966	1,929	3,447	5,568	957	-4.27%	61.51%	6.25%
			<b>TOTAL</b>	<b>1,683</b>	<b>3,046</b>	<b>2,046</b>	<b>3,731</b>	<b>6,004</b>	<b>1,209</b>	<b>-7.60%</b>	<b>60.94%</b>	<b>10.37%</b>
		AUSTRALIA	RED	13,897	11,666	9,951	9,566	8,203	1,811	3.96%	-14.25%	0.81%
			ROSE	57,356	82,793	77,970	75,558	81,501	17,634	1.33%	7.86%	3.89%
			WHITE	124,174	110,521	93,734	91,572	104,500	18,526	2.71%	14.12%	5.02%

**IMPORT WINE MARKET**  
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**SALES IN LITRES**

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013	
SPARKLING WINE	AUSTRALIA	<b>TOTAL</b>	<b>195,428</b>	<b>204,980</b>	<b>181,656</b>	<b>176,696</b>	<b>194,203</b>	<b>37,971</b>	<b>2.12%</b>	<b>9.91%</b>	<b>4.37%</b>
	AUSTRIA	ROSE	0	0	0	9	9	0	n/a	0.00%	0.00%
		<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>9</b>	<b>9</b>	<b>0</b>	<b>n/a</b>	<b>0.00%</b>	<b>0.00%</b>
	CHILE	ROSE	13,308	14,369	17,727	17,964	15,756	2,539	-26.23%	-12.30%	1.38%
		WHITE	693	4	86	123	22	0	n/a	-81.71%	0.00%
		<b>TOTAL</b>	<b>14,001</b>	<b>14,373</b>	<b>17,813</b>	<b>18,087</b>	<b>15,778</b>	<b>2,539</b>	<b>-26.23%</b>	<b>-12.77%</b>	<b>1.38%</b>
	CHINA	WHITE	0	0	44	174	88	2	-97.62%	-49.57%	0.00%
		<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>44</b>	<b>174</b>	<b>88</b>	<b>2</b>	<b>-97.62%</b>	<b>-49.57%</b>	<b>0.00%</b>
	CZECH REPUBLIC	WHITE	1,043	4	0	0	0	0	n/a	n/a	0.00%
		<b>TOTAL</b>	<b>1,043</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>
	FRANCE	RED	0	0	0	1,979	0	0	n/a	-100.00%	0.00%
		ROSE	31,037	31,281	39,350	46,710	46,625	10,426	9.55%	-0.18%	9.65%
		ROSE TABLE WINE	0	138	1,839	3,538	3,984	789	0.86%	12.59%	5.48%
		WHITE	180,659	174,918	170,301	173,675	184,703	34,526	3.04%	6.35%	24.93%
		WHITE TABLE WINE	4,714	5,209	6,778	5,110	5,483	1,038	6.54%	7.29%	15.51%
		<b>TOTAL</b>	<b>216,410</b>	<b>211,546</b>	<b>218,267</b>	<b>231,014</b>	<b>240,796</b>	<b>46,778</b>	<b>4.46%</b>	<b>4.23%</b>	<b>21.44%</b>
	GERMANY	ROSE	0	15,326	15,406	19,387	20,264	3,227	-3.28%	4.52%	4.60%
		WHITE	149,155	156,530	162,878	155,537	156,333	25,433	-1.44%	0.51%	12.15%
		<b>TOTAL</b>	<b>149,155</b>	<b>171,855</b>	<b>178,285</b>	<b>174,924</b>	<b>176,597</b>	<b>28,661</b>	<b>-1.65%</b>	<b>0.96%</b>	<b>11.28%</b>
	HUNGARY	ROSE	0	0	0	0	94	32	n/a	n/a	0.00%
		WHITE	18,580	19,621	18,916	15,642	12,619	2,505	-3.77%	-19.33%	1.26%
	<b>TOTAL</b>	<b>18,580</b>	<b>19,621</b>	<b>18,916</b>	<b>15,642</b>	<b>12,713</b>	<b>2,536</b>	<b>-3.77%</b>	<b>-19.33%</b>	<b>1.26%</b>	
ISRAEL	WHITE	4	0	0	0	0	0	n/a	n/a	0.00%	
	<b>TOTAL</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>	
ITALY	RED	0	40	0	94	34	14	-40.00%	-64.29%	6.67%	
	ROSE	5,451	11,446	11,688	11,442	12,918	2,095	13.38%	12.90%	10.74%	

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			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
SPARKLING WINE	ITALY	WHITE	134,716	161,150	178,710	208,724	278,188	64,818	52.36%	33.28%	22.82%
		<b>TOTAL</b>	<b>140,167</b>	<b>172,636</b>	<b>190,398</b>	<b>220,261</b>	<b>291,140</b>	<b>66,926</b>	<b>50.70%</b>	<b>32.18%</b>	<b>22.28%</b>
NEW ZEALAND		ROSE	180	36	180	3,518	5,309	1,066	11.19%	50.94%	10.48%
		WHITE	4,824	3,076	8,334	13,411	13,126	2,157	-13.76%	-2.13%	8.31%
		<b>TOTAL</b>	<b>5,004</b>	<b>3,112</b>	<b>8,514</b>	<b>16,928</b>	<b>18,435</b>	<b>3,223</b>	<b>-6.85%</b>	<b>8.90%</b>	<b>8.94%</b>
PORTUGAL		ROSE	526	527	477	0	0	0	n/a	n/a	0.00%
		WHITE	270	279	421	198	310	122	107.69%	56.44%	11.38%
		<b>TOTAL</b>	<b>796</b>	<b>806</b>	<b>898</b>	<b>198</b>	<b>310</b>	<b>122</b>	<b>107.69%</b>	<b>56.44%</b>	<b>11.38%</b>
SOUTH AFRICA		ROSE	179	90	90	99	153	9	0.00%	54.55%	0.00%
		WHITE	1,492	20,438	18,662	16,125	15,692	3,724	-2.68%	-2.68%	5.04%
		<b>TOTAL</b>	<b>1,671</b>	<b>20,528</b>	<b>18,752</b>	<b>16,224</b>	<b>15,845</b>	<b>3,734</b>	<b>-2.68%</b>	<b>-2.33%</b>	<b>5.04%</b>
SPAIN		RED	0	18	22	58	0	0	n/a	-100.00%	0.00%
		ROSE	13,849	16,892	20,266	14,504	12,266	2,235	-12.61%	-15.43%	10.28%
		WHITE	241,845	262,928	266,986	256,489	263,246	50,732	1.40%	2.63%	17.49%
		<b>TOTAL</b>	<b>255,694</b>	<b>279,838</b>	<b>287,275</b>	<b>271,051</b>	<b>275,512</b>	<b>52,967</b>	<b>0.72%</b>	<b>1.65%</b>	<b>17.17%</b>
UNITED STATES OF AMERICA		ROSE	5,865	20,198	8,122	2,900	2,046	315	-31.26%	-29.44%	4.84%
		WHITE	111,591	114,429	108,083	102,349	99,982	20,339	6.03%	-2.31%	11.16%
		<b>TOTAL</b>	<b>117,456</b>	<b>134,627</b>	<b>116,205</b>	<b>105,248</b>	<b>102,028</b>	<b>20,654</b>	<b>5.16%</b>	<b>-3.06%</b>	<b>11.03%</b>
<b>IMPORT SPARKLING WINE - TOTAL</b>			<b>1,117,091</b>	<b>1,236,972</b>	<b>1,239,070</b>	<b>1,250,187</b>	<b>1,349,458</b>	<b>267,321</b>	<b>10.35%</b>	<b>7.94%</b>	<b>15.33%</b>
WINE - GIFT PACKS	AUSTRALIA		8,822	7,106	3,934	3	0	0	n/a	-100.00%	0.00%
	CHILE		0	0	0	859	318	48	33.33%	-62.97%	7.23%
	FRANCE		414	959	1,762	1,892	2,640	194	207.14%	39.52%	2.22%
	ITALY		3,113	2	0	1,800	0	0	-100.00%	-100.00%	0.00%
	PORTUGAL		40	20	0	0	0	0	n/a	n/a	0.00%
	SOUTH AFRICA		0	8,680	2	0	2,882	11	n/a	n/a	0.42%
	SPAIN		0	2,065	1,012	0	2,343	69	n/a	n/a	0.72%

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

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
WINE - GIFT PACKS	UNITED STATES OF AMERICA	2	0	0	2,913	14	14	n/a	-99.54%	0.00%
<b>IMPORT WINE - GIFT PACKS - TOTAL</b>		<b>12,390</b>	<b>18,832</b>	<b>6,710</b>	<b>7,467</b>	<b>8,196</b>	<b>335</b>	<b>219.29%</b>	<b>9.76%</b>	<b>1.35%</b>
<b>IMPORT WINE - TOTAL</b>		<b>29,698,899</b>	<b>30,095,482</b>	<b>29,907,016</b>	<b>30,923,861</b>	<b>31,391,646</b>	<b>7,017,680</b>	<b>-0.75%</b>	<b>1.51%</b>	<b>11.71%</b>

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

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
APERITIF, DESSERT AND FORTIFIED WINE	FLAVOURED	AUSTRALIA	\$75	\$64	\$71	\$56	\$47	\$8	-7.06%	-16.65%	2.39%
		CHINA	\$0	\$2	\$38	\$30	\$28	\$6	19.62%	-7.31%	3.00%
		FRANCE	\$0	\$0	\$0	\$11	\$21	\$1	-90.86%	86.36%	0.00%
		ITALY	\$4	\$0	\$179	\$365	\$323	\$58	-27.82%	-11.64%	14.66%
		SLOVAK REPUBLIC	\$0	\$0	\$0	\$0	\$1	\$0	n/a	n/a	0.00%
		SOUTH AFRICA	\$0	\$0	\$0	\$30	\$18	\$14	-54.67%	-39.99%	0.00%
		UNITED STATES OF AMERICA	\$97	\$23	\$26	\$53	\$351	\$55	145.11%	564.57%	0.33%
		<b>FLAVOURED</b>	<b>\$176</b>	<b>\$90</b>	<b>\$314</b>	<b>\$546</b>	<b>\$789</b>	<b>\$141</b>	<b>-7.35%</b>	<b>44.35%</b>	<b>6.74%</b>
FRUIT	DENMARK	\$0	\$0	\$0	\$0	\$0	\$0	100.00%	200.00%	0.00%	
	FRANCE	\$0	\$0	\$1	\$0	\$0	\$0	n/a	0.00%	0.00%	
	JAPAN	\$265	\$284	\$282	\$297	\$309	\$69	5.64%	3.80%	30.90%	
	KOREA - SOUTH	\$5	\$3	\$4	\$4	\$16	\$12	1,813.52%	328.14%	27.88%	
	TURKEY	\$0	\$1	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
	UNITED STATES OF AMERICA	\$36	\$38	\$64	\$64	\$150	\$33	136.94%	132.74%	29.24%	
	<b>FRUIT</b>	<b>\$305</b>	<b>\$325</b>	<b>\$351</b>	<b>\$366</b>	<b>\$475</b>	<b>\$114</b>	<b>42.82%</b>	<b>29.87%</b>	<b>30.31%</b>	
MADEIRA	PORTUGAL	\$173	\$177	\$178	\$171	\$162	\$31	9.13%	-5.12%	25.00%	
	<b>MADEIRA</b>	<b>\$173</b>	<b>\$177</b>	<b>\$178</b>	<b>\$171</b>	<b>\$162</b>	<b>\$31</b>	<b>9.13%</b>	<b>-5.12%</b>	<b>25.00%</b>	
MONTILLA	SPAIN	\$203	\$179	\$189	\$207	\$221	\$48	11.29%	6.71%	6.92%	
	<b>MONTILLA</b>	<b>\$203</b>	<b>\$179</b>	<b>\$189</b>	<b>\$207</b>	<b>\$221</b>	<b>\$48</b>	<b>11.29%</b>	<b>6.71%</b>	<b>6.92%</b>	
OTHER	AUSTRALIA	\$0	\$0	\$0	\$5	\$7	\$1	22.40%	39.06%	0.00%	
	<b>OTHER</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$5</b>	<b>\$7</b>	<b>\$1</b>	<b>22.40%</b>	<b>39.06%</b>	<b>0.00%</b>	
OTHER FORTIFIED	ARGENTINA	\$0	\$0	\$1	\$0	\$0	\$0	n/a	-100.00%	0.00%	
	AUSTRALIA	\$20	\$25	\$25	\$21	\$7	\$1	-80.35%	-66.45%	0.00%	
	CHINA	\$146	\$136	\$165	\$155	\$139	\$25	-19.40%	-10.06%	17.38%	
	FRANCE	\$569	\$555	\$551	\$578	\$589	\$120	-5.52%	1.85%	10.48%	
	GREECE	\$3	\$1	\$2	\$0	\$0	\$0	n/a	-100.00%	0.00%	

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

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
APERITIF, DESSERT AND FORTIFIED WINE	OTHER FORTIFIED	ITALY	\$317	\$319	\$319	\$316	\$310	\$60	-5.56%	-1.95%	31.82%
		JAPAN	\$3	\$9	\$30	\$62	\$84	\$23	31.43%	34.31%	82.90%
		KOREA - SOUTH	\$126	\$103	\$124	\$133	\$159	\$41	35.81%	19.57%	37.02%
		SPAIN	\$0	\$2	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
		UNITED STATES OF AMERICA	\$76	\$65	\$63	\$62	\$54	\$11	-5.87%	-13.87%	26.24%
		URUGUAY	\$0	\$0	\$1	\$0	\$0	\$0	n/a	n/a	0.00%
		<b>OTHER FORTIFIED</b>	<b>\$1,260</b>	<b>\$1,216</b>	<b>\$1,281</b>	<b>\$1,328</b>	<b>\$1,341</b>	<b>\$280</b>	<b>-1.05%</b>	<b>1.04%</b>	<b>24.51%</b>
PORT	AUSTRALIA	\$524	\$401	\$348	\$324	\$329	\$69	2.08%	1.63%	14.10%	
	PORTUGAL	\$3,252	\$3,285	\$3,315	\$3,047	\$2,966	\$532	1.16%	-2.66%	11.64%	
	SOUTH AFRICA	\$302	\$262	\$299	\$295	\$202	\$5	-91.36%	-31.54%	9.54%	
	UNITED STATES OF AMERICA	\$1	\$1	\$2	\$4	\$2	\$0	-28.93%	-41.17%	0.00%	
<b>PORT</b>	<b>\$4,079</b>	<b>\$3,949</b>	<b>\$3,964</b>	<b>\$3,669</b>	<b>\$3,499</b>	<b>\$607</b>	<b>-7.29%</b>	<b>-4.64%</b>	<b>11.76%</b>		
SAKE	JAPAN	\$1,660	\$1,725	\$1,896	\$2,040	\$2,306	\$528	12.65%	13.05%	51.33%	
	KOREA - SOUTH	\$48	\$40	\$29	\$38	\$34	\$8	6.26%	-10.10%	44.61%	
	UNITED STATES OF AMERICA	\$3,200	\$3,187	\$3,152	\$3,190	\$3,173	\$693	-2.35%	-0.55%	57.08%	
<b>SAKE</b>	<b>\$4,907</b>	<b>\$4,952</b>	<b>\$5,077</b>	<b>\$5,268</b>	<b>\$5,512</b>	<b>\$1,229</b>	<b>3.63%</b>	<b>4.65%</b>	<b>54.60%</b>		
SHERRY	AUSTRALIA	\$384	\$381	\$481	\$496	\$417	\$90	1.96%	-15.96%	1.15%	
	NEW ZEALAND	\$394	\$318	\$19	\$0	\$0	\$0	n/a	100.00%	0.00%	
	SOUTH AFRICA	\$361	\$284	\$342	\$257	\$184	\$3	-94.99%	-28.24%	0.37%	
	SPAIN	\$1,518	\$1,426	\$1,446	\$1,374	\$1,340	\$245	-3.01%	-2.46%	2.83%	
<b>SHERRY</b>	<b>\$2,656</b>	<b>\$2,409</b>	<b>\$2,288</b>	<b>\$2,126</b>	<b>\$1,941</b>	<b>\$339</b>	<b>-16.75%</b>	<b>-8.72%</b>	<b>2.23%</b>		
VERMOUTH	FRANCE	\$241	\$228	\$220	\$218	\$180	\$40	-15.40%	-17.55%	15.23%	
	ITALY	\$2,425	\$2,321	\$2,254	\$2,207	\$2,205	\$484	-3.67%	-0.08%	7.24%	
	SLOVAK REPUBLIC	\$0	\$0	\$0	\$0	\$1	\$0	n/a	n/a	0.00%	
	UNITED STATES OF AMERICA	\$5	\$6	\$9	\$8	\$12	\$4	276.64%	50.71%	0.00%	
<b>VERMOUTH</b>	<b>\$2,671</b>	<b>\$2,555</b>	<b>\$2,483</b>	<b>\$2,433</b>	<b>\$2,398</b>	<b>\$528</b>	<b>-4.17%</b>	<b>-1.48%</b>	<b>8.03%</b>		

**IMPORT WINE MARKET**  
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**SALES IN RETAIL DOLLARS (000s)**

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013	
<b>IMPORT APERITIF, DESSERT AND FORTIFIED WINE - TOTAL</b>			<b>\$16,431</b>	<b>\$15,853</b>	<b>\$16,124</b>	<b>\$16,119</b>	<b>\$16,346</b>	<b>\$3,317</b>	<b>-2.01%</b>	<b>1.41%</b>	25.91%	
TABLE WINE	ARGENTINA	RED	IMPORT BOTTLED	\$25,963	\$33,998	\$38,504	\$41,569	\$41,260	\$8,982	-2.34%	-0.74%	14.50%
		<b>RED - TOTAL</b>	<b>\$25,963</b>	<b>\$33,998</b>	<b>\$38,504</b>	<b>\$41,569</b>	<b>\$41,260</b>	<b>\$8,982</b>	<b>-2.34%</b>	<b>-0.74%</b>	<b>14.50%</b>	
	ROSE	IMPORT BOTTLED	\$27	\$71	\$118	\$134	\$79	\$13	-0.09%	-40.94%	2.27%	
		<b>ROSE - TOTAL</b>	<b>\$27</b>	<b>\$71</b>	<b>\$118</b>	<b>\$134</b>	<b>\$79</b>	<b>\$13</b>	<b>-0.09%</b>	<b>-40.94%</b>	<b>2.27%</b>	
	WHITE	IMPORT BOTTLED	\$3,039	\$4,056	\$4,468	\$4,978	\$4,753	\$1,069	-12.58%	-4.53%	8.28%	
		<b>WHITE - TOTAL</b>	<b>\$3,039</b>	<b>\$4,056</b>	<b>\$4,468</b>	<b>\$4,978</b>	<b>\$4,753</b>	<b>\$1,069</b>	<b>-12.58%</b>	<b>-4.53%</b>	<b>8.28%</b>	
	<b>TOTAL</b>		<b>\$29,028</b>	<b>\$38,125</b>	<b>\$43,089</b>	<b>\$46,681</b>	<b>\$46,091</b>	<b>\$10,063</b>	<b>-3.54%</b>	<b>-1.26%</b>	<b>13.84%</b>	
	ARMENIA	WHITE	IMPORT BOTTLED	\$1	\$0	\$0	\$0	\$0	\$0	n/a	-100.00%	0.00%
			<b>WHITE - TOTAL</b>	<b>\$1</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>-100.00%</b>	<b>0.00%</b>
		<b>TOTAL</b>		<b>\$1</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>-100.00%</b>	<b>0.00%</b>
	AUSTRALIA	RED	CANADA BOTTLED	\$136	\$113	\$51	\$0	\$0	\$0	n/a	-100.00%	0.00%
			IMPORT BOTTLED	\$85,152	\$76,012	\$71,879	\$70,081	\$62,238	\$12,667	-16.37%	-11.19%	10.63%
<b>RED - TOTAL</b>			<b>\$85,288</b>	<b>\$76,125</b>	<b>\$71,930</b>	<b>\$70,081</b>	<b>\$62,238</b>	<b>\$12,667</b>	<b>-16.37%</b>	<b>-11.19%</b>	<b>10.63%</b>	
ROSE		IMPORT BOTTLED	\$296	\$294	\$238	\$189	\$221	\$62	35.07%	17.23%	4.02%	
		<b>ROSE - TOTAL</b>	<b>\$296</b>	<b>\$294</b>	<b>\$238</b>	<b>\$189</b>	<b>\$221</b>	<b>\$62</b>	<b>35.07%</b>	<b>17.23%</b>	<b>4.02%</b>	
WHITE		CANADA BOTTLED	\$119	\$62	\$21	\$0	\$0	\$0	n/a	n/a	0.00%	
		IMPORT BOTTLED	\$30,868	\$28,487	\$26,601	\$27,006	\$26,505	\$5,857	-6.23%	-1.85%	7.13%	
		<b>WHITE - TOTAL</b>	<b>\$30,987</b>	<b>\$28,550</b>	<b>\$26,622</b>	<b>\$27,006</b>	<b>\$26,505</b>	<b>\$5,857</b>	<b>-6.23%</b>	<b>-1.85%</b>	<b>7.13%</b>	
<b>TOTAL</b>		<b>\$116,570</b>	<b>\$104,969</b>	<b>\$98,790</b>	<b>\$97,275</b>	<b>\$88,965</b>	<b>\$18,587</b>	<b>-13.30%</b>	<b>-8.54%</b>	<b>9.57%</b>		
AUSTRIA		RED	IMPORT BOTTLED	\$24	\$31	\$17	\$29	\$34	\$7	-27.07%	16.76%	3.84%
	<b>RED - TOTAL</b>		<b>\$24</b>	<b>\$31</b>	<b>\$17</b>	<b>\$29</b>	<b>\$34</b>	<b>\$7</b>	<b>-27.07%</b>	<b>16.76%</b>	<b>3.84%</b>	
	ROSE	IMPORT BOTTLED	\$6	\$6	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
		<b>ROSE - TOTAL</b>	<b>\$6</b>	<b>\$6</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>	
	WHITE	IMPORT BOTTLED	\$173	\$212	\$287	\$225	\$166	\$37	-35.71%	-26.41%	22.97%	
		<b>WHITE - TOTAL</b>	<b>\$173</b>	<b>\$212</b>	<b>\$287</b>	<b>\$225</b>	<b>\$166</b>	<b>\$37</b>	<b>-35.71%</b>	<b>-26.41%</b>	<b>22.97%</b>	

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

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013	
TABLE WINE	AUSTRIA	<b>TOTAL</b>	<b>\$203</b>	<b>\$250</b>	<b>\$304</b>	<b>\$254</b>	<b>\$200</b>	<b>\$43</b>	<b>-34.54%</b>	<b>-21.49%</b>	<b>19.73%</b>	
	BULGARIA	RED	IMPORT BOTTLED	\$12	\$0	\$4	\$12	\$16	\$3	68.27%	32.73%	-1.29%
		<b>RED - TOTAL</b>	<b>\$12</b>	<b>\$0</b>	<b>\$4</b>	<b>\$12</b>	<b>\$16</b>	<b>\$3</b>	<b>68.27%</b>	<b>32.73%</b>	<b>-1.29%</b>	
	WHITE	IMPORT BOTTLED	\$0	\$0	\$6	\$14	\$3	\$0	-83.39%	-80.94%	0.00%	
		<b>WHITE - TOTAL</b>	<b>\$0</b>	<b>\$0</b>	<b>\$6</b>	<b>\$14</b>	<b>\$3</b>	<b>\$0</b>	<b>-83.39%</b>	<b>-80.94%</b>	<b>0.00%</b>	
	<b>TOTAL</b>	<b>\$12</b>	<b>\$0</b>	<b>\$10</b>	<b>\$26</b>	<b>\$18</b>	<b>\$3</b>	<b>-16.27%</b>	<b>-29.48%</b>	<b>-0.40%</b>		
	CHILE	RED	CANADA BOTTLED	\$2,490	\$2,049	\$1,556	\$1,185	\$857	\$180	-28.73%	-27.69%	25.59%
			IMPORT BOTTLED	\$27,494	\$28,190	\$29,144	\$29,372	\$27,963	\$6,235	-6.06%	-4.80%	6.49%
			<b>RED - TOTAL</b>	<b>\$29,984</b>	<b>\$30,239</b>	<b>\$30,700</b>	<b>\$30,557</b>	<b>\$28,820</b>	<b>\$6,415</b>	<b>-6.89%</b>	<b>-5.69%</b>	<b>7.06%</b>
		ROSE	IMPORT BOTTLED	\$131	\$122	\$100	\$109	\$65	\$11	-54.56%	-39.69%	4.30%
			<b>ROSE - TOTAL</b>	<b>\$131</b>	<b>\$122</b>	<b>\$100</b>	<b>\$109</b>	<b>\$65</b>	<b>\$11</b>	<b>-54.56%</b>	<b>-39.69%</b>	<b>4.30%</b>
		WHITE	CANADA BOTTLED	\$1,983	\$1,590	\$1,162	\$867	\$690	\$145	-18.07%	-20.45%	26.08%
			IMPORT BOTTLED	\$10,635	\$11,596	\$12,329	\$12,781	\$12,968	\$3,035	-5.43%	1.46%	9.42%
			<b>WHITE - TOTAL</b>	<b>\$12,618</b>	<b>\$13,186</b>	<b>\$13,491</b>	<b>\$13,648</b>	<b>\$13,658</b>	<b>\$3,180</b>	<b>-6.09%</b>	<b>0.07%</b>	<b>10.26%</b>
		<b>TOTAL</b>	<b>\$42,732</b>	<b>\$43,547</b>	<b>\$44,291</b>	<b>\$44,314</b>	<b>\$42,543</b>	<b>\$9,607</b>	<b>-6.75%</b>	<b>-4.00%</b>	<b>8.09%</b>	
CHINA		RED	IMPORT BOTTLED	\$79	\$60	\$43	\$23	\$9	\$1	-10.59%	-61.75%	2.77%
	<b>RED - TOTAL</b>		<b>\$79</b>	<b>\$60</b>	<b>\$43</b>	<b>\$23</b>	<b>\$9</b>	<b>\$1</b>	<b>-10.59%</b>	<b>-61.75%</b>	<b>2.77%</b>	
	WHITE	IMPORT BOTTLED	\$5	\$3	\$6	\$14	\$15	\$1	-76.96%	9.22%	14.67%	
		<b>WHITE - TOTAL</b>	<b>\$5</b>	<b>\$3</b>	<b>\$6</b>	<b>\$14</b>	<b>\$15</b>	<b>\$1</b>	<b>-76.96%</b>	<b>9.22%</b>	<b>14.67%</b>	
	<b>TOTAL</b>	<b>\$84</b>	<b>\$64</b>	<b>\$49</b>	<b>\$37</b>	<b>\$24</b>	<b>\$2</b>	<b>-53.22%</b>	<b>-35.05%</b>	<b>10.30%</b>		
CROATIA	RED	IMPORT BOTTLED	\$63	\$52	\$38	\$11	\$3	\$0	-100.00%	-74.52%	0.00%	
		<b>RED - TOTAL</b>	<b>\$63</b>	<b>\$52</b>	<b>\$38</b>	<b>\$11</b>	<b>\$3</b>	<b>\$0</b>	<b>-100.00%</b>	<b>-74.52%</b>	<b>0.00%</b>	
	WHITE	IMPORT BOTTLED	\$0	\$2	\$2	\$0	\$0	\$0	n/a	n/a	0.00%	
		<b>WHITE - TOTAL</b>	<b>\$0</b>	<b>\$2</b>	<b>\$2</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>	
	<b>TOTAL</b>	<b>\$63</b>	<b>\$54</b>	<b>\$40</b>	<b>\$11</b>	<b>\$3</b>	<b>\$0</b>	<b>-100.00%</b>	<b>-74.52%</b>	<b>0.00%</b>		
CZECH REPUBLIC	RED	IMPORT BOTTLED	\$16	\$4	\$0	\$0	\$0	\$0	n/a	-100.00%	0.00%	



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TABLE WINE	CZECH REPUBLIC	RED	<b>RED - TOTAL</b>	\$16	\$4	\$0	\$0	\$0	\$0	n/a	-100.00%	0.00%
		WHITE	IMPORT BOTTLED	\$19	\$6	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
			<b>WHITE - TOTAL</b>	\$19	\$6	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
		<b>TOTAL</b>		\$35	\$10	\$0	\$0	\$0	\$0	n/a	-100.00%	0.00%
FRANCE	RED	CANADA BOTTLED		\$1,103	\$1,336	\$1,191	\$1,383	\$1,650	\$367	8.94%	19.35%	1.52%
		IMPORT BOTTLED		\$34,583	\$30,382	\$31,636	\$37,338	\$39,511	\$6,619	-13.39%	5.82%	8.43%
		<b>RED - TOTAL</b>		\$35,687	\$31,718	\$32,827	\$38,721	\$41,162	\$6,986	-12.45%	6.30%	8.15%
	ROSE	IMPORT BOTTLED		\$867	\$1,160	\$1,079	\$1,275	\$1,548	\$509	26.67%	21.41%	8.96%
		<b>ROSE - TOTAL</b>		\$867	\$1,160	\$1,079	\$1,275	\$1,548	\$509	26.67%	21.41%	8.96%
	WHITE	CANADA BOTTLED		\$482	\$570	\$345	\$480	\$567	\$126	4.76%	18.16%	1.44%
		IMPORT BOTTLED		\$12,376	\$11,441	\$11,572	\$11,785	\$12,278	\$2,770	-5.32%	4.18%	17.12%
		<b>WHITE - TOTAL</b>		\$12,858	\$12,011	\$11,917	\$12,265	\$12,845	\$2,895	-4.92%	4.73%	16.42%
<b>TOTAL</b>		\$49,411	\$44,889	\$45,823	\$52,261	\$55,554	\$10,391	-9.07%	6.30%	10.09%		
GEORGIA	RED	IMPORT BOTTLED		\$0	\$10	\$179	\$178	\$249	\$54	53.30%	39.83%	1.59%
		<b>RED - TOTAL</b>		\$0	\$10	\$179	\$178	\$249	\$54	53.30%	39.83%	1.59%
	WHITE	IMPORT BOTTLED		\$0	\$1	\$2	\$12	\$40	\$6	115.75%	224.35%	1.19%
		<b>WHITE - TOTAL</b>		\$0	\$1	\$2	\$12	\$40	\$6	115.75%	224.35%	1.19%
<b>TOTAL</b>		\$0	\$11	\$181	\$191	\$290	\$60	58.11%	51.86%	1.53%		
GERMANY	ICE WINE WHITE	IMPORT BOTTLED		\$0	\$0	\$0	\$2	\$1	\$0	-100.00%	-52.63%	0.00%
		<b>ICE WINE WHITE - TOTAL</b>		\$0	\$0	\$0	\$2	\$1	\$0	-100.00%	-52.63%	0.00%
	RED	IMPORT BOTTLED		\$262	\$225	\$253	\$173	\$199	\$40	-10.97%	14.99%	4.66%
		<b>RED - TOTAL</b>		\$262	\$225	\$253	\$173	\$199	\$40	-10.97%	14.99%	4.66%
	WHITE	IMPORT BOTTLED		\$7,193	\$6,929	\$7,242	\$7,228	\$7,205	\$1,530	-6.18%	-0.31%	8.44%
		<b>WHITE - TOTAL</b>		\$7,193	\$6,929	\$7,242	\$7,228	\$7,205	\$1,530	-6.18%	-0.31%	8.44%
<b>TOTAL</b>		\$7,455	\$7,154	\$7,495	\$7,403	\$7,405	\$1,570	-6.31%	0.03%	8.33%		
GREECE	RED	IMPORT BOTTLED		\$875	\$765	\$703	\$651	\$624	\$150	2.41%	-4.08%	62.68%

**IMPORT WINE MARKET**  
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**SALES IN RETAIL DOLLARS (000s)**

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013	
TABLE WINE	GREECE	RED	<b>RED - TOTAL</b>	<b>\$875</b>	<b>\$765</b>	<b>\$703</b>	<b>\$651</b>	<b>\$624</b>	<b>\$150</b>	<b>2.41%</b>	<b>-4.08%</b>	<b>62.68%</b>
		ROSE	IMPORT BOTTLED	\$1	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
			<b>ROSE - TOTAL</b>	<b>\$1</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>
		WHITE	IMPORT BOTTLED	\$667	\$660	\$652	\$587	\$589	\$157	15.03%	0.30%	52.03%
			<b>WHITE - TOTAL</b>	<b>\$667</b>	<b>\$660</b>	<b>\$652</b>	<b>\$587</b>	<b>\$589</b>	<b>\$157</b>	<b>15.03%</b>	<b>0.30%</b>	<b>52.03%</b>
	<b>TOTAL</b>	<b>\$1,542</b>	<b>\$1,425</b>	<b>\$1,354</b>	<b>\$1,237</b>	<b>\$1,213</b>	<b>\$307</b>	<b>8.49%</b>	<b>-2.00%</b>	<b>57.51%</b>		
HUNGARY	RED	IMPORT BOTTLED	\$291	\$272	\$257	\$237	\$408	\$66	39.95%	72.11%	1.64%	
		<b>RED - TOTAL</b>	<b>\$291</b>	<b>\$272</b>	<b>\$257</b>	<b>\$237</b>	<b>\$408</b>	<b>\$66</b>	<b>39.95%</b>	<b>72.11%</b>	<b>1.64%</b>	
	WHITE	IMPORT BOTTLED	\$977	\$1,058	\$1,054	\$1,126	\$1,023	\$217	-13.16%	-9.09%	7.09%	
		<b>WHITE - TOTAL</b>	<b>\$977</b>	<b>\$1,058</b>	<b>\$1,054</b>	<b>\$1,126</b>	<b>\$1,023</b>	<b>\$217</b>	<b>-13.16%</b>	<b>-9.09%</b>	<b>7.09%</b>	
		<b>TOTAL</b>	<b>\$1,268</b>	<b>\$1,330</b>	<b>\$1,311</b>	<b>\$1,363</b>	<b>\$1,432</b>	<b>\$284</b>	<b>-4.71%</b>	<b>5.04%</b>	<b>5.54%</b>	
INDIA	RED	IMPORT BOTTLED	\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
		<b>RED - TOTAL</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>	
	ROSE	IMPORT BOTTLED	\$4	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
		<b>ROSE - TOTAL</b>	<b>\$4</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>	
	WHITE	IMPORT BOTTLED	\$0	\$0	\$0	\$0	\$29	\$8	n/a	n/a	36.31%	
	<b>WHITE - TOTAL</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$29</b>	<b>\$8</b>	<b>n/a</b>	<b>n/a</b>	<b>36.31%</b>		
	<b>TOTAL</b>	<b>\$4</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$29</b>	<b>\$8</b>	<b>n/a</b>	<b>n/a</b>	<b>36.31%</b>		
ISRAEL	RED	IMPORT BOTTLED	\$227	\$169	\$164	\$151	\$159	\$24	-46.63%	5.76%	3.58%	
		<b>RED - TOTAL</b>	<b>\$227</b>	<b>\$169</b>	<b>\$164</b>	<b>\$151</b>	<b>\$159</b>	<b>\$24</b>	<b>-46.63%</b>	<b>5.76%</b>	<b>3.58%</b>	
	ROSE	IMPORT BOTTLED	\$0	\$0	\$4	\$16	\$15	\$3	-35.19%	-4.26%	19.10%	
		<b>ROSE - TOTAL</b>	<b>\$0</b>	<b>\$0</b>	<b>\$4</b>	<b>\$16</b>	<b>\$15</b>	<b>\$3</b>	<b>-35.19%</b>	<b>-4.26%</b>	<b>19.10%</b>	
	WHITE	IMPORT BOTTLED	\$79	\$66	\$80	\$70	\$73	\$12	-30.52%	4.82%	0.85%	
	<b>WHITE - TOTAL</b>	<b>\$79</b>	<b>\$66</b>	<b>\$80</b>	<b>\$70</b>	<b>\$73</b>	<b>\$12</b>	<b>-30.52%</b>	<b>4.82%</b>	<b>0.85%</b>		
	<b>TOTAL</b>	<b>\$305</b>	<b>\$236</b>	<b>\$248</b>	<b>\$236</b>	<b>\$247</b>	<b>\$38</b>	<b>-41.71%</b>	<b>4.82%</b>	<b>3.72%</b>		
ITALY	RED	CANADA BOTTLED	\$0	\$0	\$0	\$0	\$2	\$2	n/a	n/a	100.00%	

**IMPORT WINE MARKET**  
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TABLE WINE	ITALY	RED	IMPORT BOTTLED	\$35,880	\$36,706	\$36,869	\$38,080	\$39,686	\$8,561	2.60%	4.22%	21.31%
		<b>RED - TOTAL</b>	<b>\$35,880</b>	<b>\$36,706</b>	<b>\$36,869</b>	<b>\$38,080</b>	<b>\$39,688</b>	<b>\$8,564</b>	<b>2.63%</b>	<b>4.22%</b>	<b>21.32%</b>	
		ROSE	IMPORT BOTTLED	\$62	\$246	\$630	\$802	\$822	\$185	-4.08%	2.57%	3.78%
		<b>ROSE - TOTAL</b>	<b>\$62</b>	<b>\$246</b>	<b>\$630</b>	<b>\$802</b>	<b>\$822</b>	<b>\$185</b>	<b>-4.08%</b>	<b>2.57%</b>	<b>3.78%</b>	
		WHITE	CANADA BOTTLED	\$0	\$0	\$0	\$0	\$2	\$2	n/a	n/a	100.00%
			IMPORT BOTTLED	\$16,381	\$17,052	\$18,398	\$20,050	\$21,786	\$5,148	4.97%	8.66%	22.66%
		<b>WHITE - TOTAL</b>	<b>\$16,381</b>	<b>\$17,052</b>	<b>\$18,398</b>	<b>\$20,050</b>	<b>\$21,788</b>	<b>\$5,150</b>	<b>5.02%</b>	<b>8.67%</b>	<b>22.67%</b>	
	<b>TOTAL</b>	<b>\$52,323</b>	<b>\$54,004</b>	<b>\$55,897</b>	<b>\$58,932</b>	<b>\$62,299</b>	<b>\$13,899</b>	<b>3.40%</b>	<b>5.71%</b>	<b>21.56%</b>		
	LEBANON	RED	IMPORT BOTTLED	\$26	\$28	\$26	\$21	\$23	\$5	8.87%	8.60%	41.13%
			<b>RED - TOTAL</b>	<b>\$26</b>	<b>\$28</b>	<b>\$26</b>	<b>\$21</b>	<b>\$23</b>	<b>\$5</b>	<b>8.87%</b>	<b>8.60%</b>	<b>41.13%</b>
ROSE		IMPORT BOTTLED	\$2	\$1	\$3	\$6	\$2	\$2	-42.00%	-68.91%	82.19%	
		<b>ROSE - TOTAL</b>	<b>\$2</b>	<b>\$1</b>	<b>\$3</b>	<b>\$6</b>	<b>\$2</b>	<b>\$2</b>	<b>-42.00%</b>	<b>-68.91%</b>	<b>82.19%</b>	
WHITE		IMPORT BOTTLED	\$6	\$6	\$7	\$4	\$2	\$0	711.95%	-62.08%	0.00%	
		<b>WHITE - TOTAL</b>	<b>\$6</b>	<b>\$6</b>	<b>\$7</b>	<b>\$4</b>	<b>\$2</b>	<b>\$0</b>	<b>711.95%</b>	<b>-62.08%</b>	<b>0.00%</b>	
<b>TOTAL</b>	<b>\$35</b>	<b>\$35</b>	<b>\$36</b>	<b>\$31</b>	<b>\$26</b>	<b>\$7</b>	<b>-7.41%</b>	<b>-15.36%</b>	<b>46.80%</b>			
MEXICO	RED	IMPORT BOTTLED	\$22	\$16	\$20	\$15	\$10	\$2	-8.91%	-33.86%	18.19%	
		<b>RED - TOTAL</b>	<b>\$22</b>	<b>\$16</b>	<b>\$20</b>	<b>\$15</b>	<b>\$10</b>	<b>\$2</b>	<b>-8.91%</b>	<b>-33.86%</b>	<b>18.19%</b>	
	WHITE	IMPORT BOTTLED	\$2	\$4	\$6	\$2	\$1	\$0	7.29%	-45.79%	0.00%	
		<b>WHITE - TOTAL</b>	<b>\$2</b>	<b>\$4</b>	<b>\$6</b>	<b>\$2</b>	<b>\$1</b>	<b>\$0</b>	<b>7.29%</b>	<b>-45.79%</b>	<b>0.00%</b>	
<b>TOTAL</b>	<b>\$24</b>	<b>\$20</b>	<b>\$26</b>	<b>\$17</b>	<b>\$11</b>	<b>\$2</b>	<b>-6.88%</b>	<b>-35.41%</b>	<b>18.19%</b>			
MOLDOVA, REPUBLIC OF	RED	IMPORT BOTTLED	\$1	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
		<b>RED - TOTAL</b>	<b>\$1</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>	
	<b>TOTAL</b>	<b>\$1</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>		
MONTENEGRO	RED	IMPORT BOTTLED	\$51	\$53	\$63	\$60	\$65	\$12	-1.13%	8.18%	1.13%	
		<b>RED - TOTAL</b>	<b>\$51</b>	<b>\$53</b>	<b>\$63</b>	<b>\$60</b>	<b>\$65</b>	<b>\$12</b>	<b>-1.13%</b>	<b>8.18%</b>	<b>1.13%</b>	
	<b>TOTAL</b>	<b>\$51</b>	<b>\$53</b>	<b>\$63</b>	<b>\$60</b>	<b>\$65</b>	<b>\$12</b>	<b>-1.13%</b>	<b>8.18%</b>	<b>1.13%</b>		

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TABLE WINE	MOROCCO	RED	IMPORT BOTTLED	\$5	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
			<b>RED - TOTAL</b>	<b>\$5</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>
			<b>TOTAL</b>	<b>\$5</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>
NEW ZEALAND	RED	IMPORT BOTTLED	\$1,680	\$1,966	\$2,255	\$2,719	\$2,631	\$539	-23.62%	-3.24%	18.08%
		<b>RED - TOTAL</b>	<b>\$1,680</b>	<b>\$1,966</b>	<b>\$2,255</b>	<b>\$2,719</b>	<b>\$2,631</b>	<b>\$539</b>	<b>-23.62%</b>	<b>-3.24%</b>	<b>18.08%</b>
	ROSE	IMPORT BOTTLED	\$42	\$15	\$26	\$5	\$0	\$0	n/a	-100.00%	0.00%
		<b>ROSE - TOTAL</b>	<b>\$42</b>	<b>\$15</b>	<b>\$26</b>	<b>\$5</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>-100.00%</b>	<b>0.00%</b>
	WHITE	CANADA BOTTLED	\$0	\$0	\$0	\$5	\$208	\$63	1,084.71%	3,847.42%	39.79%
		IMPORT BOTTLED	\$12,052	\$14,857	\$18,025	\$21,868	\$25,595	\$6,492	11.07%	17.04%	20.28%
		<b>WHITE - TOTAL</b>	<b>\$12,052</b>	<b>\$14,857</b>	<b>\$18,025</b>	<b>\$21,873</b>	<b>\$25,803</b>	<b>\$6,555</b>	<b>12.04%</b>	<b>17.96%</b>	<b>20.43%</b>
	<b>TOTAL</b>	<b>\$13,774</b>	<b>\$16,838</b>	<b>\$20,306</b>	<b>\$24,598</b>	<b>\$28,434</b>	<b>\$7,093</b>	<b>8.21%</b>	<b>15.59%</b>	<b>20.22%</b>	
PORTUGAL	RED	CANADA BOTTLED	\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
		IMPORT BOTTLED	\$1,690	\$1,655	\$2,104	\$1,832	\$1,741	\$386	-0.29%	-4.95%	5.39%
		<b>RED - TOTAL</b>	<b>\$1,690</b>	<b>\$1,655</b>	<b>\$2,104</b>	<b>\$1,832</b>	<b>\$1,742</b>	<b>\$386</b>	<b>-0.29%</b>	<b>-4.93%</b>	<b>5.39%</b>
	ROSE	IMPORT BOTTLED	\$694	\$719	\$872	\$793	\$802	\$167	-11.31%	1.13%	1.62%
		<b>ROSE - TOTAL</b>	<b>\$694</b>	<b>\$719</b>	<b>\$872</b>	<b>\$793</b>	<b>\$802</b>	<b>\$167</b>	<b>-11.31%</b>	<b>1.13%</b>	<b>1.62%</b>
	WHITE	IMPORT BOTTLED	\$1,149	\$1,302	\$1,343	\$1,506	\$1,580	\$431	-8.98%	4.88%	5.34%
		<b>WHITE - TOTAL</b>	<b>\$1,149</b>	<b>\$1,302</b>	<b>\$1,343</b>	<b>\$1,506</b>	<b>\$1,580</b>	<b>\$431</b>	<b>-8.98%</b>	<b>4.88%</b>	<b>5.34%</b>
	<b>TOTAL</b>	<b>\$3,533</b>	<b>\$3,676</b>	<b>\$4,319</b>	<b>\$4,131</b>	<b>\$4,123</b>	<b>\$984</b>	<b>-6.19%</b>	<b>-0.19%</b>	<b>4.64%</b>	
ROMANIA	WHITE	IMPORT BOTTLED	\$0	\$0	\$0	\$0	\$0	\$0	n/a	-100.00%	0.00%
		<b>WHITE - TOTAL</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>-100.00%</b>	<b>0.00%</b>
		<b>TOTAL</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>-100.00%</b>	<b>0.00%</b>
SLOVENIA	RED	IMPORT BOTTLED	\$0	\$0	\$1	\$0	\$0	\$0	n/a	n/a	0.00%
		<b>RED - TOTAL</b>	<b>\$0</b>	<b>\$0</b>	<b>\$1</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>
	WHITE	IMPORT BOTTLED	\$14	\$6	\$1	\$0	\$1	\$0	-100.00%	183.33%	0.00%
	<b>WHITE - TOTAL</b>	<b>\$14</b>	<b>\$6</b>	<b>\$1</b>	<b>\$0</b>	<b>\$1</b>	<b>\$0</b>	<b>-100.00%</b>	<b>183.33%</b>	<b>0.00%</b>	

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TABLE WINE	SLOVENIA	<b>TOTAL</b>	<b>\$14</b>	<b>\$6</b>	<b>\$2</b>	<b>\$0</b>	<b>\$1</b>	<b>\$0</b>	<b>-100.00%</b>	<b>183.33%</b>	<b>0.00%</b>	
	SOUTH AFRICA	RED	CANADA BOTTLED	\$5	\$11	\$1	\$0	\$0	\$0	n/a	n/a	0.00%
			IMPORT BOTTLED	\$9,716	\$8,797	\$8,341	\$8,246	\$7,597	\$1,492	-18.09%	-7.88%	3.96%
			<b>RED - TOTAL</b>	<b>\$9,721</b>	<b>\$8,808</b>	<b>\$8,343</b>	<b>\$8,246</b>	<b>\$7,597</b>	<b>\$1,492</b>	<b>-18.09%</b>	<b>-7.88%</b>	<b>3.96%</b>
		ROSE	IMPORT BOTTLED	\$24	\$8	\$26	\$1	\$2	\$0	-100.00%	191.34%	0.00%
		<b>ROSE - TOTAL</b>	<b>\$24</b>	<b>\$8</b>	<b>\$26</b>	<b>\$1</b>	<b>\$2</b>	<b>\$0</b>	<b>-100.00%</b>	<b>191.34%</b>	<b>0.00%</b>	
		WHITE	CANADA BOTTLED	\$5	\$9	\$2	\$0	\$0	\$0	n/a	n/a	0.00%
			IMPORT BOTTLED	\$4,614	\$4,546	\$5,023	\$5,199	\$5,126	\$1,174	-2.54%	-1.41%	5.43%
		<b>WHITE - TOTAL</b>	<b>\$4,620</b>	<b>\$4,554</b>	<b>\$5,024</b>	<b>\$5,199</b>	<b>\$5,126</b>	<b>\$1,174</b>	<b>-2.54%</b>	<b>-1.41%</b>	<b>5.43%</b>	
		<b>TOTAL</b>	<b>\$14,365</b>	<b>\$13,371</b>	<b>\$13,393</b>	<b>\$13,446</b>	<b>\$12,725</b>	<b>\$2,667</b>	<b>-11.92%</b>	<b>-5.37%</b>	<b>4.56%</b>	
	SPAIN	RED	IMPORT BOTTLED	\$11,661	\$12,105	\$14,383	\$16,546	\$18,276	\$4,137	12.09%	10.46%	7.54%
			<b>RED - TOTAL</b>	<b>\$11,661</b>	<b>\$12,105</b>	<b>\$14,383</b>	<b>\$16,546</b>	<b>\$18,276</b>	<b>\$4,137</b>	<b>12.09%</b>	<b>10.46%</b>	<b>7.54%</b>
		ROSE	IMPORT BOTTLED	\$243	\$181	\$226	\$184	\$238	\$78	26.34%	29.41%	13.63%
			<b>ROSE - TOTAL</b>	<b>\$243</b>	<b>\$181</b>	<b>\$226</b>	<b>\$184</b>	<b>\$238</b>	<b>\$78</b>	<b>26.34%</b>	<b>29.41%</b>	<b>13.63%</b>
		WHITE	IMPORT BOTTLED	\$709	\$739	\$975	\$1,015	\$1,196	\$319	28.83%	17.86%	17.58%
	<b>WHITE - TOTAL</b>	<b>\$709</b>	<b>\$739</b>	<b>\$975</b>	<b>\$1,015</b>	<b>\$1,196</b>	<b>\$319</b>	<b>28.83%</b>	<b>17.86%</b>	<b>17.58%</b>		
	<b>TOTAL</b>	<b>\$12,612</b>	<b>\$13,025</b>	<b>\$15,584</b>	<b>\$17,745</b>	<b>\$19,711</b>	<b>\$4,534</b>	<b>13.34%</b>	<b>11.08%</b>	<b>8.22%</b>		
SWITZERLAND	RED	IMPORT BOTTLED	\$1	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
		<b>RED - TOTAL</b>	<b>\$1</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>	
	WHITE	IMPORT BOTTLED	\$1	\$0	\$9	\$0	\$0	\$0	n/a	-100.00%	0.00%	
	<b>WHITE - TOTAL</b>	<b>\$1</b>	<b>\$0</b>	<b>\$9</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>-100.00%</b>	<b>0.00%</b>		
	<b>TOTAL</b>	<b>\$2</b>	<b>\$0</b>	<b>\$9</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>-100.00%</b>	<b>0.00%</b>		
TURKEY	RED	IMPORT BOTTLED	\$0	\$3	\$5	\$5	\$5	\$1	32.80%	-8.41%	0.00%	
		<b>RED - TOTAL</b>	<b>\$0</b>	<b>\$3</b>	<b>\$5</b>	<b>\$5</b>	<b>\$5</b>	<b>\$1</b>	<b>32.80%</b>	<b>-8.41%</b>	<b>0.00%</b>	
	<b>TOTAL</b>	<b>\$0</b>	<b>\$3</b>	<b>\$5</b>	<b>\$5</b>	<b>\$5</b>	<b>\$1</b>	<b>32.80%</b>	<b>-8.41%</b>	<b>0.00%</b>		
UNITED STATES OF AMERICA	ICE WINE WHITE	IMPORT BOTTLED	\$0	\$0	\$0	\$2	\$0	\$0	n/a	-100.00%	0.00%	

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

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013	
TABLE WINE	UNITED STATES OF AMERICA	ICE WINE WHITE	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$2</b>	<b>\$0</b>	<b>\$0</b>	n/a	<b>-100.00%</b>	<b>0.00%</b>	
		RED										
		CANADA BOTTLED	\$3,730	\$3,671	\$3,293	\$2,888	\$2,449	\$532	-13.26%	-15.21%	1.51%	
		IMPORT BOTTLED	\$49,448	\$50,908	\$56,222	\$66,574	\$77,618	\$17,103	8.10%	16.59%	16.91%	
		<b>RED - TOTAL</b>	<b>\$53,178</b>	<b>\$54,579</b>	<b>\$59,515</b>	<b>\$69,462</b>	<b>\$80,067</b>	<b>\$17,635</b>	<b>7.30%</b>	<b>15.27%</b>	<b>16.44%</b>	
		ROSE										
		CANADA BOTTLED	\$89	\$76	\$15	\$8	\$2	\$0	-100.00%	-78.26%	0.00%	
		IMPORT BOTTLED	\$4,551	\$4,332	\$4,276	\$4,161	\$4,184	\$960	0.89%	0.56%	6.34%	
		<b>ROSE - TOTAL</b>	<b>\$4,640</b>	<b>\$4,408</b>	<b>\$4,290</b>	<b>\$4,169</b>	<b>\$4,186</b>	<b>\$960</b>	<b>0.68%</b>	<b>0.41%</b>	<b>6.34%</b>	
		WHITE										
		CANADA BOTTLED	\$2,002	\$1,907	\$1,677	\$1,345	\$947	\$193	-26.91%	-29.64%	2.27%	
		IMPORT BOTTLED	\$21,999	\$22,661	\$24,348	\$26,390	\$28,648	\$6,697	3.46%	8.56%	14.27%	
		<b>WHITE - TOTAL</b>	<b>\$24,000</b>	<b>\$24,569</b>	<b>\$26,025</b>	<b>\$27,735</b>	<b>\$29,595</b>	<b>\$6,890</b>	<b>2.27%</b>	<b>6.71%</b>	<b>13.89%</b>	
		<b>TOTAL</b>	<b>\$81,818</b>	<b>\$83,556</b>	<b>\$89,831</b>	<b>\$101,368</b>	<b>\$113,848</b>	<b>\$25,484</b>	<b>5.64%</b>	<b>12.31%</b>	<b>15.40%</b>	
URUGUAY	RED	IMPORT BOTTLED	\$17	\$37	\$45	\$19	\$15	\$1	-55.12%	-21.50%	0.00%	
	<b>RED - TOTAL</b>	<b>\$17</b>	<b>\$37</b>	<b>\$45</b>	<b>\$19</b>	<b>\$15</b>	<b>\$1</b>	<b>-55.12%</b>	<b>-21.50%</b>	<b>0.00%</b>		
	WHITE	IMPORT BOTTLED	\$0	\$0	\$1	\$1	\$0	\$0	n/a	-101.45%	0.00%	
	<b>WHITE - TOTAL</b>	<b>\$0</b>	<b>\$0</b>	<b>\$1</b>	<b>\$1</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>-101.45%</b>	<b>0.00%</b>		
	<b>TOTAL</b>	<b>\$17</b>	<b>\$37</b>	<b>\$46</b>	<b>\$20</b>	<b>\$15</b>	<b>\$1</b>	<b>-55.12%</b>	<b>-25.02%</b>	<b>0.00%</b>		
IMPORT TABLE WINE - SUMMARY	CANADA BOTTLED		\$12,144	\$11,395	\$9,314	\$8,163	\$7,375	\$1,609	-9.12%	-9.65%	7.85%	
	IMPORT BOTTLED		\$415,144	\$415,294	\$433,190	\$463,481	\$477,901	\$104,041	-2.30%	3.11%	13.38%	
<b>IMPORT TABLE WINE - TOTAL</b>			<b>\$427,288</b>	<b>\$426,689</b>	<b>\$442,505</b>	<b>\$471,644</b>	<b>\$485,277</b>	<b>\$105,650</b>	<b>-2.41%</b>	<b>2.89%</b>	<b>13.30%</b>	
SPARKLING WINE	ARGENTINA	RED	\$0	\$0	\$1	\$2	\$0	\$0	-100.00%	-100.00%	0.00%	
		ROSE	\$0	\$1	\$2	\$4	\$10	\$6	n/a	189.60%	63.33%	
		WHITE	\$35	\$61	\$40	\$65	\$124	\$21	4.93%	92.45%	4.96%	
		<b>TOTAL</b>	<b>\$35</b>	<b>\$62</b>	<b>\$43</b>	<b>\$70</b>	<b>\$135</b>	<b>\$27</b>	<b>1.91%</b>	<b>92.76%</b>	<b>9.50%</b>	
	AUSTRALIA	RED		\$282	\$214	\$177	\$168	\$152	\$34	11.00%	-9.15%	0.98%
		ROSE		\$896	\$1,332	\$1,266	\$1,207	\$1,309	\$277	-2.02%	8.47%	3.76%
		WHITE		\$2,067	\$1,855	\$1,612	\$1,499	\$1,656	\$292	-0.96%	10.48%	5.46%

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

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
SPARKLING WINE	AUSTRALIA <b>TOTAL</b>	<b>\$3,245</b>	<b>\$3,401</b>	<b>\$3,056</b>	<b>\$2,874</b>	<b>\$3,118</b>	<b>\$603</b>	<b>-0.85%</b>	<b>8.49%</b>	<b>4.53%</b>
	AUSTRIA									
	ROSE	\$0	\$0	\$0	\$0	\$0	\$0	n/a	-0.01%	0.00%
	<b>TOTAL</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>-0.01%</b>	<b>0.00%</b>
CHILE	ROSE	\$284	\$277	\$338	\$337	\$299	\$47	-25.91%	-11.05%	1.38%
	WHITE	\$11	\$0	\$2	\$2	\$1	\$0	n/a	-69.89%	0.00%
	<b>TOTAL</b>	<b>\$295</b>	<b>\$278</b>	<b>\$340</b>	<b>\$339</b>	<b>\$300</b>	<b>\$47</b>	<b>-25.91%</b>	<b>-11.43%</b>	<b>1.38%</b>
CHINA	WHITE	\$0	\$0	\$1	\$4	\$2	\$0	-98.00%	-60.91%	0.00%
	<b>TOTAL</b>	<b>\$0</b>	<b>\$0</b>	<b>\$1</b>	<b>\$4</b>	<b>\$2</b>	<b>\$0</b>	<b>-98.00%</b>	<b>-60.91%</b>	<b>0.00%</b>
CZECH REPUBLIC	WHITE	\$16	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
	<b>TOTAL</b>	<b>\$16</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>
FRANCE	RED	\$0	\$0	\$0	\$21	\$0	\$0	n/a	-100.00%	0.00%
	ROSE	\$1,160	\$1,190	\$1,434	\$1,603	\$1,811	\$403	23.14%	13.00%	16.10%
	ROSE TABLE WINE	\$0	\$4	\$55	\$104	\$121	\$25	6.62%	15.88%	5.53%
	WHITE	\$10,274	\$9,989	\$9,784	\$10,153	\$10,603	\$1,959	2.06%	4.43%	26.86%
	WHITE TABLE WINE	\$140	\$154	\$204	\$155	\$167	\$31	3.20%	7.59%	15.53%
	<b>TOTAL</b>	<b>\$11,574</b>	<b>\$11,336</b>	<b>\$11,477</b>	<b>\$12,037</b>	<b>\$12,702</b>	<b>\$2,418</b>	<b>5.12%</b>	<b>5.53%</b>	<b>24.97%</b>
GERMANY	ROSE	\$0	\$256	\$257	\$344	\$362	\$58	-6.06%	5.36%	4.56%
	WHITE	\$2,538	\$2,649	\$2,863	\$2,804	\$2,780	\$452	-5.48%	-0.86%	12.58%
	<b>TOTAL</b>	<b>\$2,538</b>	<b>\$2,904</b>	<b>\$3,120</b>	<b>\$3,148</b>	<b>\$3,142</b>	<b>\$510</b>	<b>-5.55%</b>	<b>-0.18%</b>	<b>11.66%</b>
HUNGARY	ROSE	\$0	\$0	\$0	\$0	\$2	\$1	n/a	n/a	0.00%
	WHITE	\$295	\$312	\$306	\$265	\$221	\$43	-6.26%	-16.55%	1.26%
	<b>TOTAL</b>	<b>\$295</b>	<b>\$312</b>	<b>\$306</b>	<b>\$265</b>	<b>\$223</b>	<b>\$44</b>	<b>-6.26%</b>	<b>-16.55%</b>	<b>1.26%</b>
ISRAEL	WHITE	\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
	<b>TOTAL</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>n/a</b>	<b>0.00%</b>
ITALY	RED	\$0	\$1	\$0	\$3	\$1	\$0	-41.58%	-64.66%	6.38%
	ROSE	\$143	\$236	\$229	\$226	\$261	\$40	0.08%	15.74%	11.89%

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

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
SPARKLING WINE	ITALY	WHITE	\$2,641	\$3,252	\$3,677	\$4,231	\$5,578	\$1,282	45.22%	31.83%	22.84%
		<b>TOTAL</b>	<b>\$2,784</b>	<b>\$3,488</b>	<b>\$3,906</b>	<b>\$4,460</b>	<b>\$5,841</b>	<b>\$1,322</b>	<b>43.20%</b>	<b>30.95%</b>	<b>22.34%</b>
NEW ZEALAND		ROSE	\$4	\$1	\$3	\$99	\$149	\$29	5.40%	50.30%	10.60%
		WHITE	\$98	\$59	\$229	\$353	\$336	\$55	-14.17%	-4.82%	6.71%
		<b>TOTAL</b>	<b>\$102</b>	<b>\$60</b>	<b>\$231</b>	<b>\$452</b>	<b>\$485</b>	<b>\$84</b>	<b>-8.32%</b>	<b>7.24%</b>	<b>7.90%</b>
PORTUGAL		ROSE	\$12	\$13	\$8	\$0	\$0	\$0	n/a	n/a	0.00%
		WHITE	\$6	\$6	\$6	\$4	\$5	\$2	19.97%	21.10%	14.75%
		<b>TOTAL</b>	<b>\$18</b>	<b>\$19</b>	<b>\$15</b>	<b>\$4</b>	<b>\$5</b>	<b>\$2</b>	<b>19.97%</b>	<b>21.10%</b>	<b>14.75%</b>
SOUTH AFRICA		ROSE	\$6	\$3	\$3	\$3	\$4	\$0	-2.64%	25.18%	0.00%
		WHITE	\$42	\$327	\$300	\$251	\$241	\$55	-5.61%	-3.82%	4.96%
		<b>TOTAL</b>	<b>\$48</b>	<b>\$330</b>	<b>\$303</b>	<b>\$254</b>	<b>\$245</b>	<b>\$55</b>	<b>-5.59%</b>	<b>-3.48%</b>	<b>4.96%</b>
SPAIN		RED	\$0	\$1	\$1	\$1	\$0	\$0	n/a	-100.00%	0.00%
		ROSE	\$287	\$311	\$361	\$277	\$234	\$43	-14.47%	-15.33%	10.74%
		WHITE	\$4,480	\$4,686	\$4,815	\$4,729	\$4,812	\$914	-1.05%	1.74%	17.42%
		<b>TOTAL</b>	<b>\$4,768</b>	<b>\$4,997</b>	<b>\$5,176</b>	<b>\$5,008</b>	<b>\$5,046</b>	<b>\$956</b>	<b>-1.74%</b>	<b>0.77%</b>	<b>17.11%</b>
UNITED STATES OF AMERICA		ROSE	\$85	\$250	\$97	\$33	\$34	\$4	-31.02%	3.35%	13.13%
		WHITE	\$1,802	\$1,904	\$1,898	\$1,788	\$1,761	\$342	2.18%	-1.52%	10.25%
		<b>TOTAL</b>	<b>\$1,887</b>	<b>\$2,154</b>	<b>\$1,995</b>	<b>\$1,821</b>	<b>\$1,795</b>	<b>\$346</b>	<b>1.67%</b>	<b>-1.43%</b>	<b>10.30%</b>
<b>IMPORT SPARKLING WINE - TOTAL</b>			<b>\$27,607</b>	<b>\$29,341</b>	<b>\$29,969</b>	<b>\$30,735</b>	<b>\$33,038</b>	<b>\$6,414</b>	<b>7.47%</b>	<b>7.49%</b>	<b>18.47%</b>
WINE - GIFT PACKS		AUSTRALIA	\$128	\$127	\$61	\$0	\$0	\$0	n/a	-100.00%	0.00%
		CHILE	\$0	\$0	\$0	\$17	\$6	\$1	29.87%	-63.12%	7.26%
		FRANCE	\$57	\$87	\$160	\$156	\$230	\$16	250.66%	47.15%	2.13%
		ITALY	\$84	\$0	\$0	\$30	\$0	\$0	-100.00%	-100.00%	0.00%
		PORTUGAL	\$7	\$3	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
		SOUTH AFRICA	\$0	\$101	\$0	\$0	\$61	\$0	n/a	n/a	0.37%
		SPAIN	\$0	\$48	\$24	\$0	\$53	\$1	n/a	n/a	0.73%



**IMPORT WINE MARKET**  
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WINE - GIFT PACKS	UNITED STATES OF AMERICA	\$0	\$0	\$0	\$43	\$2	\$2	n/a	-94.50%	0.00%
<b>IMPORT WINE - GIFT PACKS - TOTAL</b>		<b>\$276</b>	<b>\$366</b>	<b>\$245</b>	<b>\$246</b>	<b>\$353</b>	<b>\$21</b>	<b>289.10%</b>	<b>43.35%</b>	<b>1.69%</b>
<b>IMPORT WINE - TOTAL</b>		<b>\$471,602</b>	<b>\$472,249</b>	<b>\$488,842</b>	<b>\$518,744</b>	<b>\$535,014</b>	<b>\$115,402</b>	<b>-1.89%</b>	<b>3.14%</b>	<b>13.99%</b>

# GLOSSARY AND EXPLANATORY NOTES

<b>"CANADA BOTTLED"</b>	This is used in the imported wine market section to show wines that were imported in bulk and bottled in Canada.
<b>"IMPORT BOTTLED"</b>	This is used in the imported wine market section to indicate imported wine bottled outside of Canada.
<b>Domestic Beer</b>	<p>The Domestic Beer Market section was revised in September 2012 to reflect sales as follows:</p> <ul style="list-style-type: none"><li>a) Breweries with Annual Production over 160,000HL</li><li>b) Breweries with Annual Production over 15,000HL and up to 160,000HL</li><li>c) Breweries with Annual Production up to 15,000HL</li></ul>
<b>Negative Sales</b>	Occasionally, negative sales are reported. This is usually due to adjustments or product returns.
<b>Periods</b>	Refers to the LDB's financial periods which correspond approximately to calendar months.
<b>Retail Dollar Sales</b>	Value of sales before any applicable discounts are applied and without GST, PST, or HST.
<b>Vintners Quality Alliance (VQA)</b>	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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