

Hospitality Liquor Market Review

Fiscal 2016/17 Q4

March 2017



**LIQUOR
DISTRIBUTION
BRANCH**

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Introduction

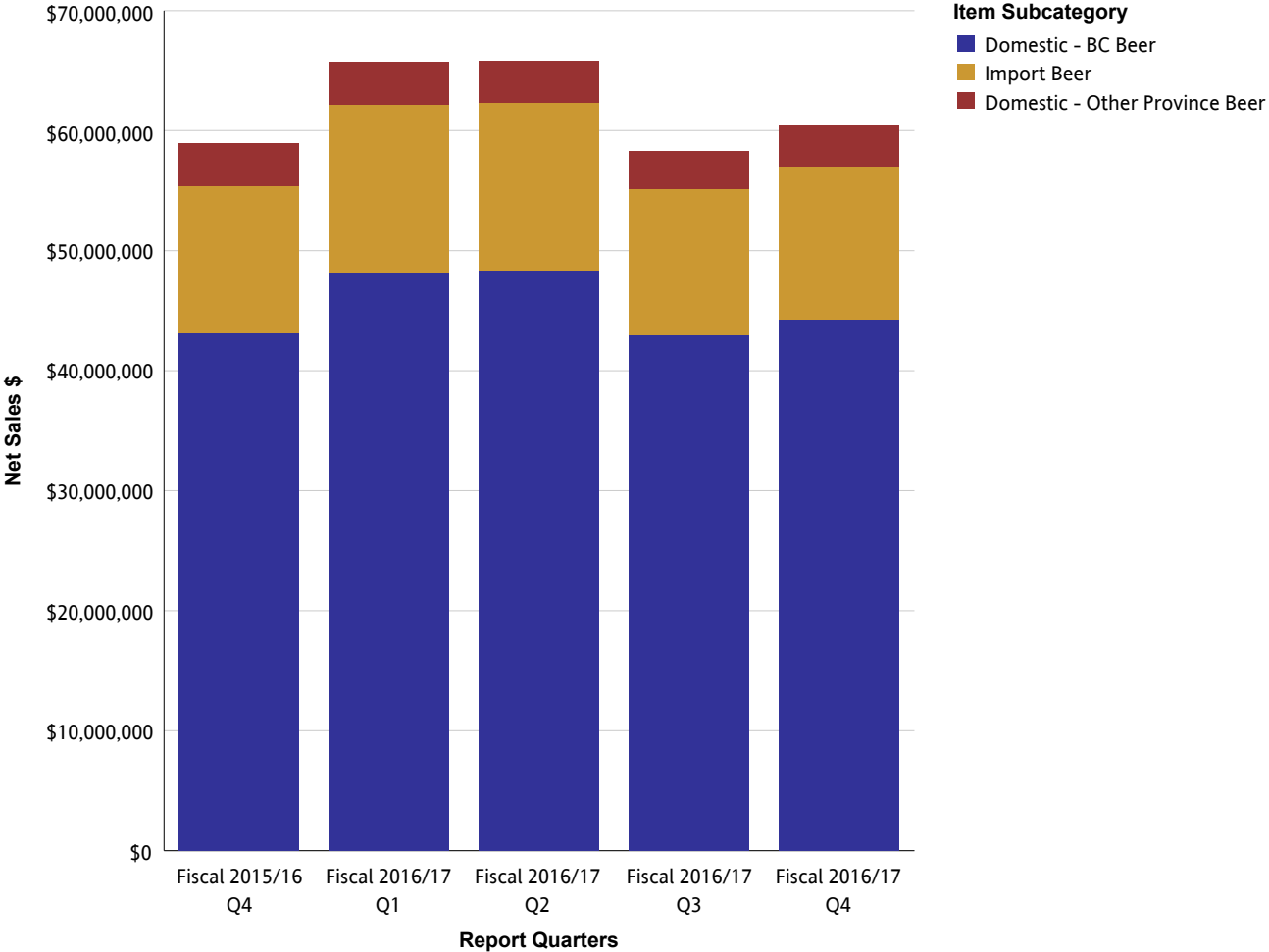
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer and excludes any applicable taxes. For each reporting period, the Hospitality Liquor Market Review provides summarized sales data for the current quarter and previous four quarters.

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

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

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

Beer Sales (Net \$)

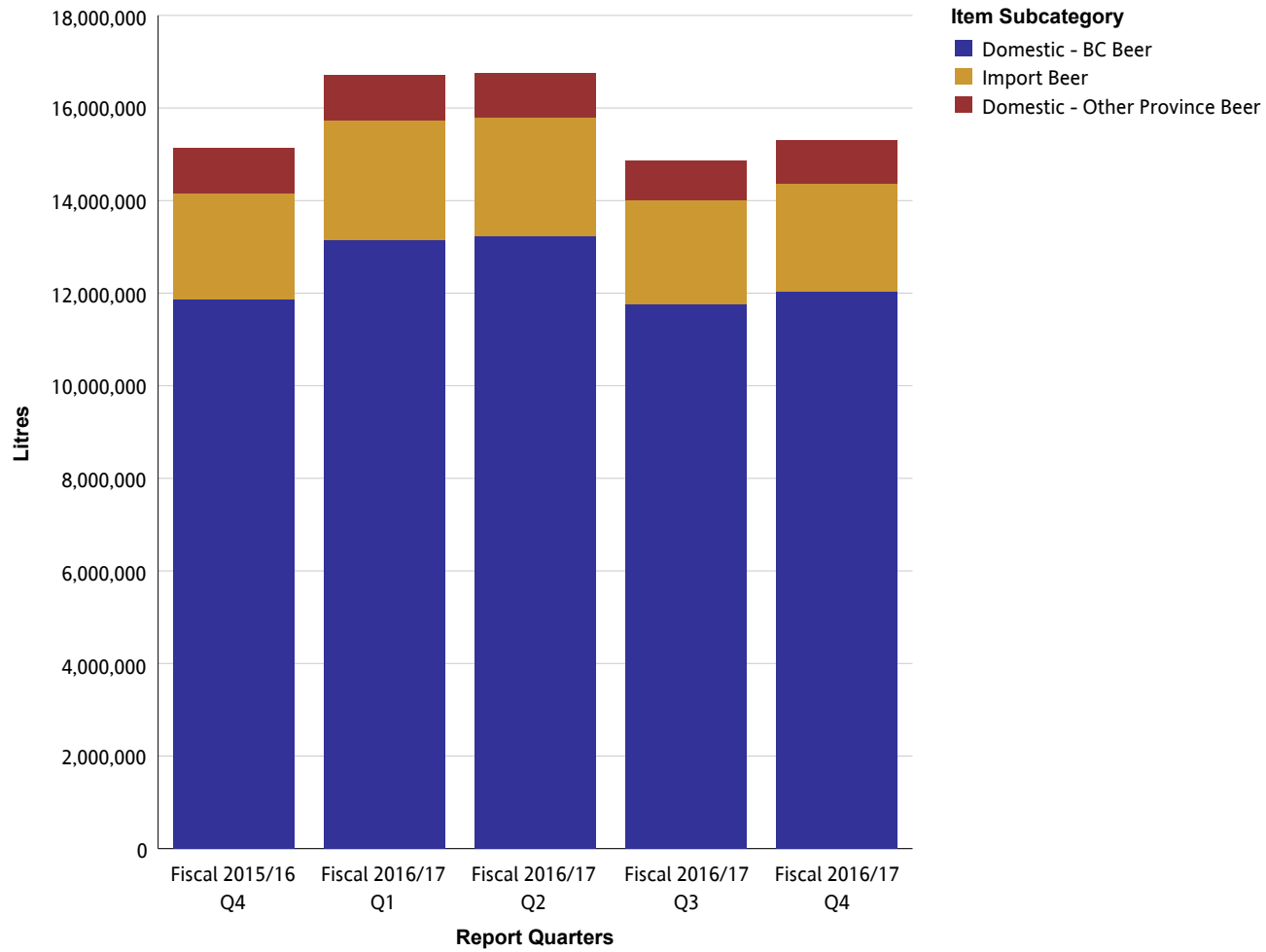


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	\$28,067,354	\$30,281,774	\$29,741,513	\$27,372,970	\$27,426,219
	Domestic - BC Micro Brew Beer	\$7,905,856	\$9,281,589	\$9,682,447	\$8,388,109	\$9,158,290
	Domestic - BC Regional Beer	\$7,144,763	\$8,632,250	\$8,938,221	\$7,231,685	\$7,667,347
	Summary	\$43,117,973	\$48,195,614	\$48,362,181	\$42,992,765	\$44,251,856
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$2,577,916	\$2,561,311	\$2,524,570	\$2,233,609	\$2,463,499
	Domestic - Other Province Micro Brew Beer	\$58,806	\$51,242	\$45,728	\$42,372	\$61,116
	Domestic - Other Province Regional Beer	\$925,132	\$962,973	\$911,328	\$831,444	\$906,871
	Summary	\$3,561,854	\$3,575,525	\$3,481,626	\$3,107,425	\$3,431,486
Import Beer	Asia And South Pacific Beer	\$973,662	\$1,164,908	\$1,223,669	\$1,017,575	\$1,069,762
	Europe Beer	\$7,133,107	\$7,492,938	\$7,458,898	\$7,027,054	\$7,562,192
	Mexico And Caribbean Beer	\$2,191,420	\$3,079,121	\$3,163,718	\$2,218,530	\$2,180,218
	Other Country Beer	\$24,971	\$27,038	\$31,294	\$23,407	\$25,102
	USA Beer	\$1,909,260	\$2,208,002	\$2,091,361	\$1,918,709	\$1,933,321
	Summary	\$12,232,420	\$13,972,006	\$13,968,940	\$12,205,274	\$12,770,595
Summary		\$58,912,247	\$65,743,145	\$65,812,747	\$58,305,464	\$60,453,937

Beer Sales (Litres)

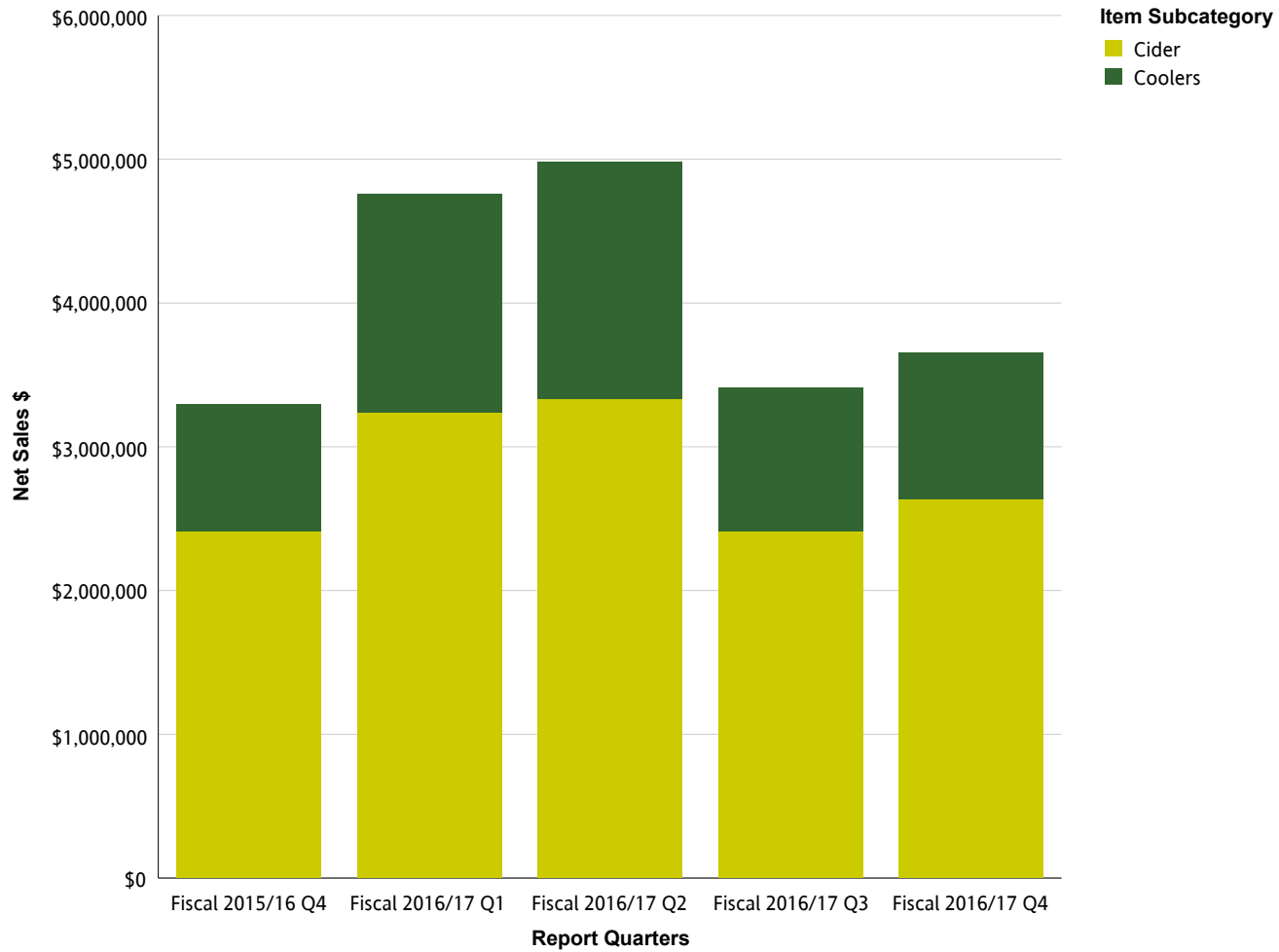


Beer Sales (Litres)

Beer

Litres		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	7,623,242	8,144,807	7,996,737	7,381,636	7,334,998
	Domestic - BC Micro Brew Beer	2,137,668	2,486,337	2,627,805	2,260,891	2,473,154
	Domestic - BC Regional Beer	2,109,877	2,521,453	2,611,765	2,115,785	2,227,851
	Summary	11,870,786	13,152,597	13,236,307	11,758,312	12,036,004
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	663,200	660,090	654,508	585,185	641,383
	Domestic - Other Province Micro Brew Beer	7,950	7,063	5,839	5,318	8,026
	Domestic - Other Province Regional Beer	301,509	315,562	290,241	262,788	276,952
	Summary	972,659	982,716	950,589	853,292	926,362
Import Beer	Asia And South Pacific Beer	170,488	199,665	214,302	174,322	179,103
	Europe Beer	1,366,463	1,414,649	1,396,812	1,328,022	1,415,130
	Mexico And Caribbean Beer	372,484	525,778	534,688	374,547	357,042
	Other Country Beer	4,122	4,904	5,764	4,375	4,527
	USA Beer	378,600	427,872	404,691	373,676	377,930
	Summary	2,292,157	2,572,868	2,556,257	2,254,942	2,333,732
Summary		15,135,602	16,708,181	16,743,152	14,866,546	15,296,098

Refreshment Beverages Sales (Net \$)

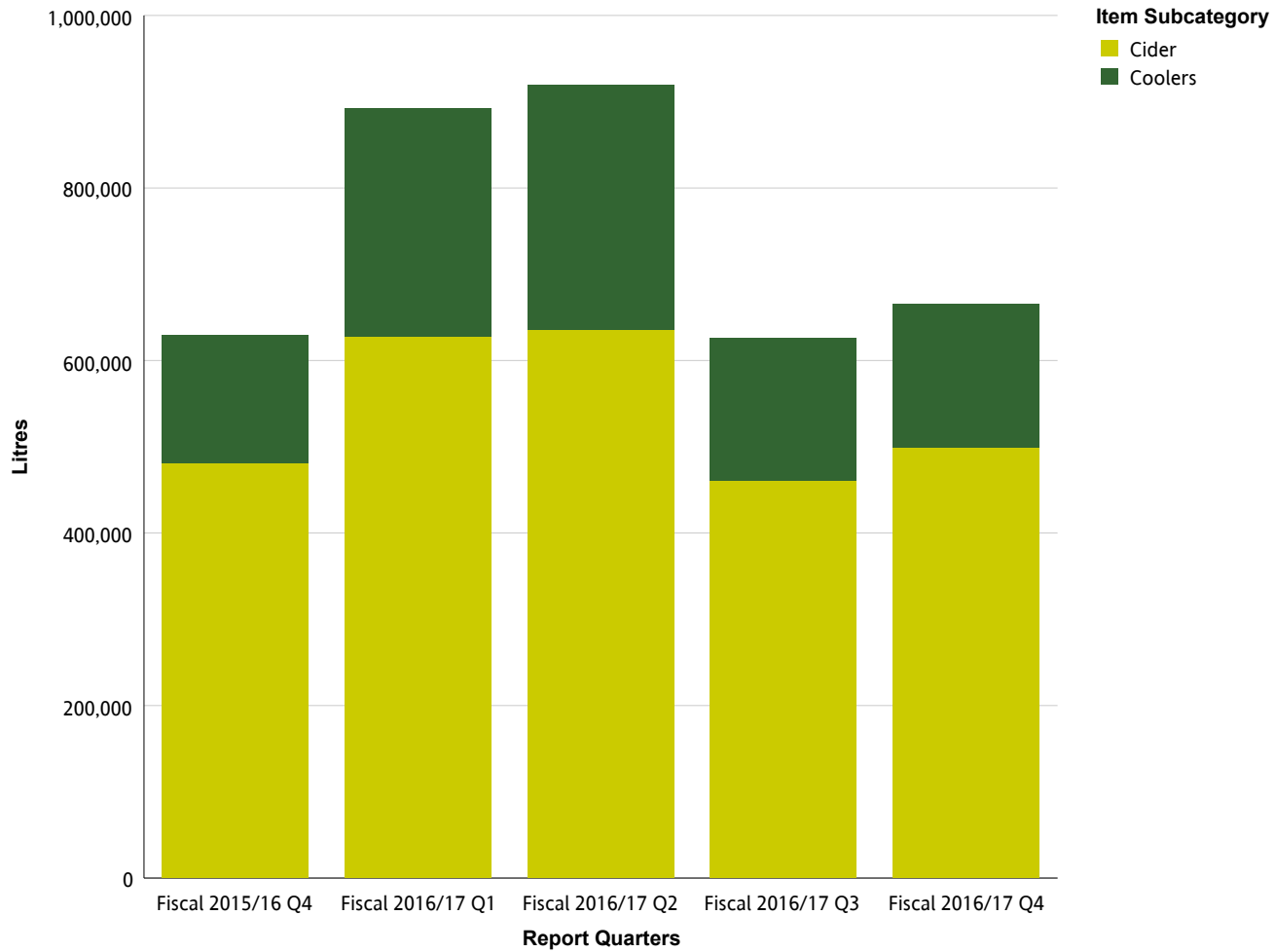


Refreshment Beverages Sales (Net \$)

Refreshment Beverages

Net Sales \$		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Cider	Domestic Cider	\$1,227,775	\$1,731,556	\$1,891,011	\$1,273,677	\$1,409,733
	Import Cider	\$1,187,547	\$1,503,459	\$1,441,569	\$1,138,647	\$1,227,007
	Summary	\$2,415,323	\$3,235,014	\$3,332,580	\$2,412,324	\$2,636,740
Coolers	Malt-Based Coolers	\$92,201	\$168,996	\$199,313	\$114,852	\$90,743
	Spirit Coolers	\$752,265	\$1,275,529	\$1,375,175	\$832,585	\$882,309
	Wine/Fruit Coolers	\$36,945	\$76,083	\$71,843	\$50,161	\$43,621
	Summary	\$881,412	\$1,520,608	\$1,646,331	\$997,598	\$1,016,673
Summary		\$3,296,735	\$4,755,623	\$4,978,910	\$3,409,922	\$3,653,412

Refreshment Beverages Sales (Litres)

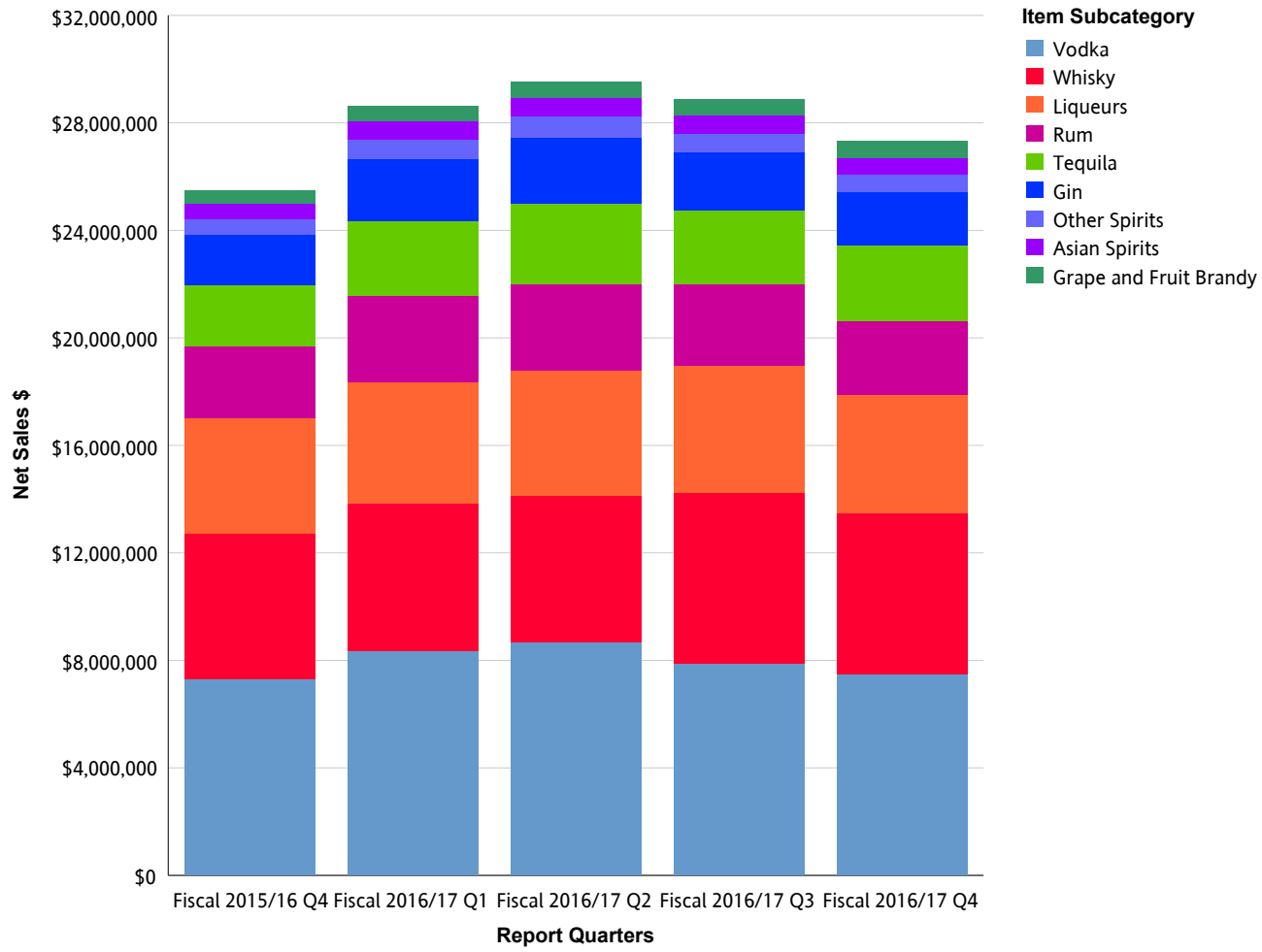


Refreshment Beverages Sales (Litres)

Refreshment Beverages

Litres		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Cider	Domestic Cider	252,319	343,417	363,817	247,249	274,757
	Import Cider	228,189	284,673	271,029	214,290	224,324
	Summary	480,508	628,089	634,846	461,539	499,081
Coolers	Malt-Based Coolers	16,351	30,482	35,017	19,816	15,695
	Spirit Coolers	126,951	222,791	238,923	137,753	144,266
	Wine/Fruit Coolers	5,444	11,034	10,338	7,277	6,077
	Summary	148,746	264,307	284,277	164,845	166,038
Summary		629,254	892,397	919,123	626,384	665,118

Spirits Sales (Net \$)



Spirits Sales (Net \$)

Spirits

Net Sales \$		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Asian Spirits	China Spirits	\$61,659	\$72,905	\$72,047	\$75,786	\$87,360
	Korea Spirits	\$453,567	\$524,317	\$553,412	\$560,204	\$494,598
	Other Country Asian Spirits	\$41,357	\$53,854	\$46,562	\$49,041	\$44,786
	Summary	\$556,584	\$651,077	\$672,020	\$685,031	\$626,743
Gin	Dry Gin	\$1,801,565	\$2,191,629	\$2,365,999	\$2,106,399	\$1,951,945
	Flavoured Gin	\$45,677	\$91,100	\$73,014	\$43,260	\$42,944
	Other Gin	\$20,146	\$31,780	\$28,416	\$24,552	\$24,887
	Summary	\$1,867,387	\$2,314,509	\$2,467,430	\$2,174,212	\$2,019,775
Grape and Fruit Brandy	Armagnac	\$4,495	\$16,386	\$6,457	\$12,727	\$14,441
	Brandy	\$126,657	\$154,017	\$166,833	\$150,570	\$135,699
	Cognac	\$279,874	\$310,870	\$323,015	\$345,276	\$370,163
	Eau de Vie	\$29,356	\$23,722	\$32,010	\$38,048	\$43,831
	Grappa And Marc	\$17,739	\$18,597	\$16,683	\$16,150	\$23,726
	Pisco	\$40,738	\$46,456	\$66,447	\$44,978	\$55,202
	Summary	\$498,860	\$570,048	\$611,445	\$607,749	\$643,061
Liqueurs	Anise And Herbal/Spice Liqueurs	\$1,464,110	\$1,474,975	\$1,479,182	\$1,655,575	\$1,555,965
	Coffee And Cocoa Liqueurs	\$308,422	\$304,905	\$311,925	\$374,560	\$321,264
	Cream/Dairy Liqueurs	\$483,293	\$389,818	\$470,568	\$560,261	\$476,678
	Fruit Liqueurs	\$1,335,962	\$1,655,214	\$1,687,143	\$1,381,526	\$1,385,373
	Nut Liqueurs	\$255,966	\$275,670	\$286,453	\$282,259	\$263,246
	Other Liqueurs	\$235,417	\$255,354	\$255,780	\$266,291	\$247,664
	Whiskey Liqueurs	\$179,814	\$168,148	\$159,383	\$183,555	\$165,274
	Summary	\$4,262,984	\$4,524,084	\$4,650,434	\$4,704,028	\$4,415,463
Other Spirits	Cachaca	\$16,882	\$23,417	\$24,590	\$14,138	\$15,198
	Flavoured Spirits	\$111,056	\$134,917	\$141,616	\$140,050	\$134,165
	Miscellaneous/Other Spirits	\$117,871	\$131,511	\$132,746	\$135,863	\$137,041

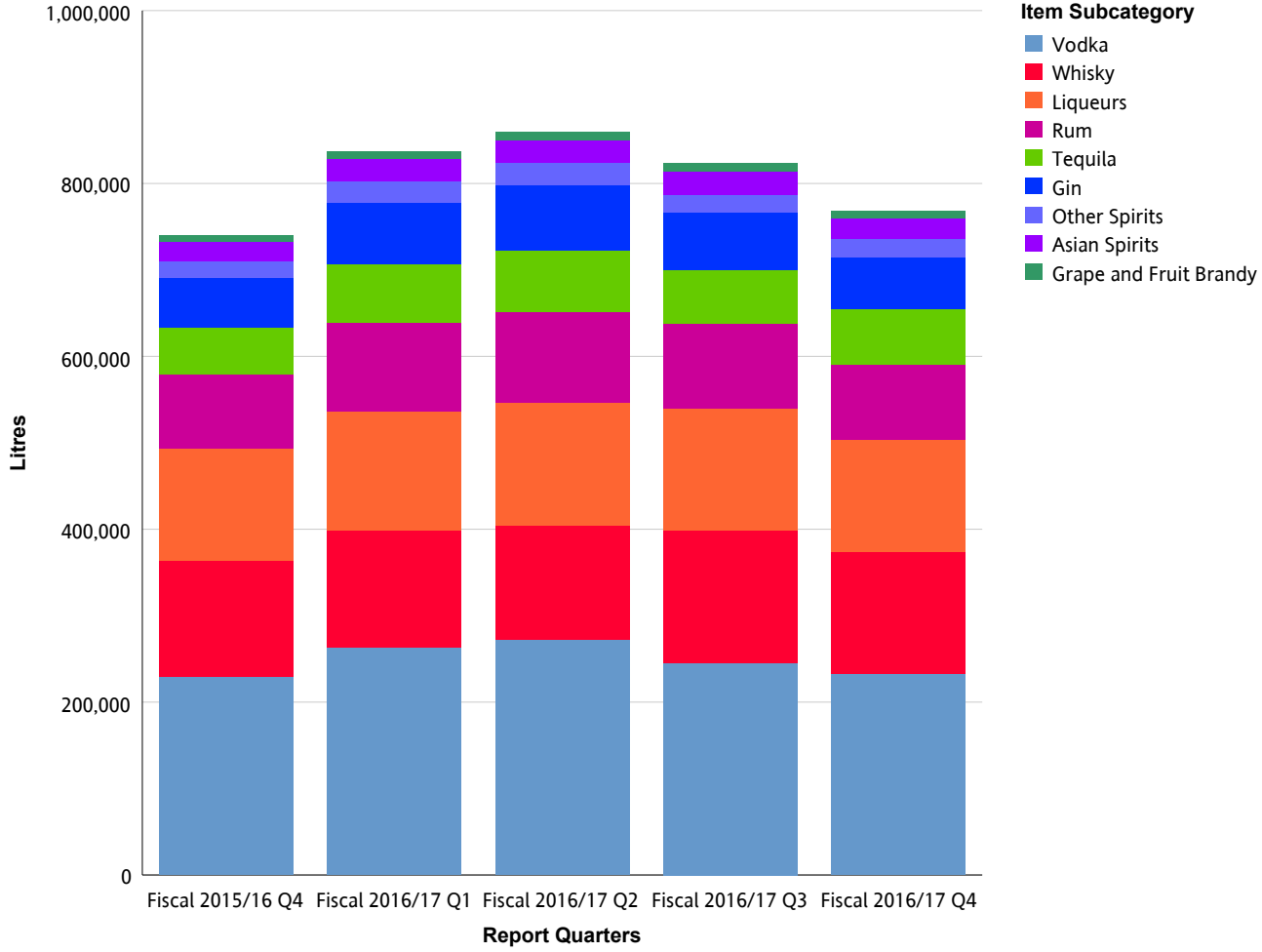
Spirits Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Other Spirits	Moonshine Spirits	\$3,463	\$3,785	\$3,430	\$2,034	\$1,884
	Ready to Mix Cocktails	\$334,665	\$439,370	\$451,788	\$353,176	\$334,924
	Ready to Serve Cocktails	\$665	\$1,035	\$4,684	\$4,238	\$2,070
	Schnapps and Akvavit	\$6,308	\$4,444	\$26,430	\$8,361	\$9,070
	Summary	\$590,910	\$738,480	\$785,283	\$657,860	\$634,353
Rum	Amber Rum	\$393,808	\$478,042	\$422,891	\$301,781	\$293,272
	Dark Rum	\$344,114	\$384,240	\$400,528	\$498,652	\$434,457
	Flavoured Rum	\$26,543	\$32,841	\$32,287	\$19,688	\$18,247
	Spiced Rum	\$814,656	\$830,507	\$843,533	\$1,017,716	\$868,054
	White Rum	\$1,106,379	\$1,475,304	\$1,538,850	\$1,211,258	\$1,106,177
	Summary	\$2,685,501	\$3,200,934	\$3,238,089	\$3,049,096	\$2,720,207
Tequila	Blanco/Silver Tequila	\$818,238	\$1,006,689	\$1,116,610	\$1,011,139	\$1,054,194
	Flavoured Tequila	\$6,834	\$10,014	\$13,807	\$16,564	\$24,270
	Gold Tequila	\$1,418,522	\$1,737,600	\$1,820,076	\$1,667,223	\$1,693,395
	Mezcal	\$33,571	\$46,342	\$37,727	\$49,121	\$44,435
	Summary	\$2,277,164	\$2,800,646	\$2,988,220	\$2,744,047	\$2,816,294
Vodka	Flavoured Vodka	\$702,086	\$853,486	\$860,512	\$726,626	\$704,281
	Straight Vodka	\$6,590,261	\$7,494,370	\$7,829,111	\$7,150,753	\$6,796,119
	Summary	\$7,292,347	\$8,347,857	\$8,689,623	\$7,877,380	\$7,500,400
Whisky	American Whiskey	\$544,203	\$563,335	\$558,949	\$633,844	\$591,926
	Blended Malt Scotch Whisky	\$1,711	\$1,587	\$1,738	\$5,485	\$6,313
	Blended Scotch Whisky	\$339,773	\$350,711	\$351,272	\$361,841	\$309,353
	Bourbon Whiskey	\$1,006,722	\$1,001,097	\$991,769	\$1,161,678	\$1,175,779
	Canadian Whisky	\$1,788,041	\$1,849,505	\$1,809,572	\$2,129,532	\$1,819,817
	Flavoured Whisky	\$131	\$195	\$198	\$763	\$39
	Irish Whiskey	\$929,163	\$907,406	\$942,463	\$1,081,854	\$1,196,441
	Other Country Whisky	\$34,815	\$32,148	\$33,858	\$54,334	\$50,086
	Single Malt Scotch Whisky	\$807,243	\$775,504	\$743,517	\$948,791	\$823,990

Spirits Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Whisky	Summary	\$5,451,802	\$5,481,486	\$5,433,337	\$6,378,122	\$5,973,744
Summary		\$25,483,539	\$28,629,122	\$29,535,881	\$28,877,525	\$27,350,040

Spirits Sales (Litres)



Spirits Sales (Litres)

Spirits

Litres		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Asian Spirits	China Spirits	667	667	812	858	815
	Korea Spirits	20,531	23,694	24,165	24,485	21,711
	Other Country Asian Spirits	925	1,153	1,010	973	944
	Summary	22,123	25,513	25,987	26,316	23,469
Gin	Dry Gin	55,509	67,310	72,644	64,512	59,324
	Flavoured Gin	1,312	2,702	2,126	1,170	1,168
	Other Gin	338	514	495	422	421
	Summary	57,160	70,526	75,265	66,104	60,913
Grape and Fruit Brandy	Armagnac	39	39	47	64	63
	Brandy	4,246	5,058	5,345	4,757	4,357
	Cognac	2,019	2,106	2,317	2,686	2,430
	Eau de Vie	411	348	420	541	606
	Grappa And Marc	282	268	270	260	230
	Pisco	870	1,009	1,365	920	1,103
	Summary	7,867	8,827	9,766	9,230	8,790
Liqueurs	Anise And Herbal/Spice Liqueurs	38,528	37,689	37,502	42,328	39,592
	Coffee And Cocoa Liqueurs	10,656	10,433	10,711	12,807	10,909
	Cream/Dairy Liqueurs	14,731	11,751	14,126	17,449	14,370
	Fruit Liqueurs	44,760	56,365	57,887	46,071	44,683
	Nut Liqueurs	8,325	9,118	9,452	9,040	8,303
	Other Liqueurs	8,147	8,502	8,322	9,185	8,250
	Whiskey Liqueurs	4,729	4,300	4,237	4,827	4,121
	Summary	129,877	138,159	142,236	141,707	130,227
Other Spirits	Cachaca	428	592	628	351	375
	Flavoured Spirits	1,837	2,245	2,365	2,314	2,189
	Miscellaneous/Other Spirits	3,165	3,574	3,480	3,410	3,593

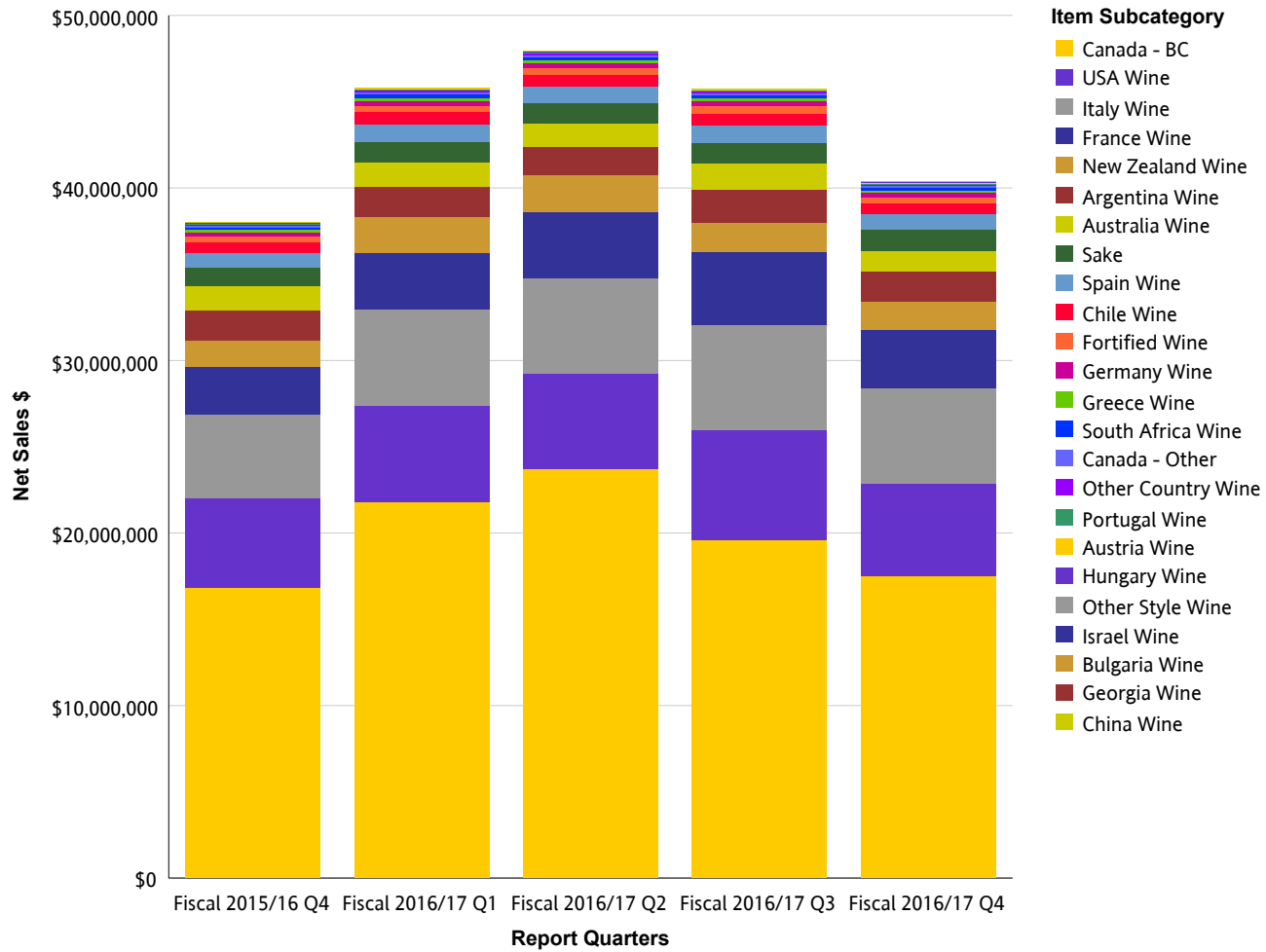
Spirits Sales (Litres)

Litres		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Other Spirits	Moonshine Spirits	74	81	78	51	44
	Ready to Mix Cocktails	14,659	19,093	19,132	14,796	14,023
	Ready to Serve Cocktails	25	33	172	120	53
	Schnapps and Akvavit	119	95	525	170	175
	Summary	20,308	25,714	26,381	21,212	20,452
Rum	Amber Rum	10,787	13,207	12,028	8,873	8,415
	Dark Rum	10,862	12,175	12,332	15,327	13,077
	Flavoured Rum	893	1,103	1,090	649	600
	Spiced Rum	24,820	25,560	25,940	31,151	25,961
	White Rum	38,749	50,965	53,018	41,734	37,985
	Summary	86,112	103,010	104,408	97,734	86,037
Tequila	Blanco/Silver Tequila	17,702	22,457	24,713	21,004	22,017
	Flavoured Tequila	146	196	286	279	376
	Gold Tequila	35,147	43,985	46,028	40,225	41,298
	Mezcal	423	632	468	598	528
	Summary	53,418	67,271	71,494	62,105	64,219
Vodka	Flavoured Vodka	21,334	26,122	26,228	21,390	20,727
	Straight Vodka	208,629	237,146	246,113	223,541	211,897
	Summary	229,963	263,268	272,340	244,931	232,624
Whisky	American Whiskey	14,358	14,790	14,669	16,109	14,713
	Blended Malt Scotch Whisky	14	17	20	54	67
	Blended Scotch Whisky	6,558	7,010	6,738	7,209	5,867
	Bourbon Whiskey	22,006	21,947	21,304	24,105	24,280
	Canadian Whisky	59,493	60,861	58,984	69,890	59,489
	Flavoured Whisky	4	6	6	15	1
	Irish Whiskey	23,599	22,706	23,289	26,784	28,991
	Other Country Whisky	274	238	276	471	432
	Single Malt Scotch Whisky	7,420	7,522	7,083	8,847	7,541

Spirits Sales (Litres)

Litres		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Whisky	Summary	133,726	135,097	132,368	153,484	141,381
Summary		740,554	837,385	860,246	822,824	768,113

Wine Sales (Net \$)



Wine Sales (Net \$)

Wine

Net Sales \$		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Argentina Wine	Argentina Red Wine	\$1,705,614	\$1,666,061	\$1,553,614	\$1,842,172	\$1,640,508
	Argentina Rose Wine	\$903	\$855	\$1,988	\$144	\$1,043
	Argentina Sparkling Wine	\$1,437	\$903	\$339	\$454	\$80
	Argentina White Wine	\$59,422	\$87,588	\$82,460	\$79,747	\$52,883
	Summary	\$1,767,376	\$1,755,407	\$1,638,402	\$1,922,517	\$1,694,514
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Australia Red Wine	\$1,089,788	\$1,041,073	\$946,785	\$1,180,273	\$949,967
	Australia Rose Wine	\$632	\$2,338	\$1,557	\$374	\$1,112
	Australia Sparkling Wine	\$21,128	\$39,640	\$42,200	\$46,730	\$30,962
	Australia White Wine	\$264,884	\$354,693	\$317,310	\$253,867	\$236,072
	Summary	\$1,376,431	\$1,437,743	\$1,307,852	\$1,481,243	\$1,218,114
Austria Wine	Austria Red Wine	\$10,516	\$6,764	\$3,310	\$4,087	\$31,950
	Austria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Austria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Austria White Wine	\$15,672	\$16,373	\$23,262	\$18,861	\$26,196
	Summary	\$26,188	\$23,138	\$26,572	\$22,948	\$58,146
Bulgaria Wine	Bulgaria Red Wine	\$976	\$542	\$28	\$778	\$198
	Bulgaria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$123	\$111	\$0	\$0	\$0
	Summary	\$1,100	\$654	\$28	\$778	\$198
Canada - BC	Canada - BC Dessert Wine	\$12,239	\$12,604	\$18,626	\$9,177	\$15,638
	Canada - BC Fruit Wine	\$28,323	\$41,797	\$89,556	\$47,513	\$42,191
	Canada - BC Ice Wine	\$47,585	\$53,860	\$59,614	\$50,762	\$47,636
	Canada - BC Red Wine	\$8,432,988	\$9,435,851	\$10,061,461	\$10,083,279	\$8,915,027
	Canada - BC Rose Wine	\$181,116	\$634,448	\$688,211	\$206,929	\$210,390
	Canada - BC Sparkling Wine	\$384,302	\$520,807	\$613,651	\$485,685	\$406,305

Wine Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Canada - BC	Canada - BC White Wine	\$7,708,540	\$11,079,229	\$12,172,835	\$8,716,330	\$7,876,658
	Summary	\$16,795,093	\$21,778,596	\$23,703,955	\$19,599,675	\$17,513,844
Canada - Other	Canada - Other Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Canada - Other Fruit Wine	\$318	\$752	\$848	\$897	\$801
	Canada - Other Ice Wine	\$849	\$3,890	\$4,864	\$2,689	\$979
	Canada - Other Red Wine	\$4,311	\$1,916	\$2,429	\$3,651	\$6,108
	Canada - Other Rose Wine	\$0	\$0	\$0	\$0	\$0
	Canada - Other Sparkling Wine	\$77,917	\$140,531	\$105,268	\$108,172	\$71,257
	Canada - Other White Wine	\$4,319	\$1,719	\$8,474	\$17,835	\$10,852
	Summary	\$87,714	\$148,808	\$121,883	\$133,243	\$89,996
Chile Wine	Chile Fruit and Dessert Wine	\$1,054	\$1,508	\$1,492	\$1,637	\$1,375
	Chile Red Wine	\$411,680	\$421,339	\$399,701	\$472,491	\$440,998
	Chile Rose Wine	\$443	\$2,987	\$8,692	\$1,366	\$1,171
	Chile Sparkling Wine	\$3,013	\$2,165	\$3,887	\$2,482	\$1,673
	Chile White Wine	\$219,196	\$302,235	\$285,662	\$255,505	\$207,419
	Summary	\$635,386	\$730,235	\$699,435	\$733,481	\$652,638
China Wine	China Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	China Red Wine	\$40	\$512	\$61	\$0	\$0
	China White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$40	\$512	\$61	\$0	\$0
Fortified Wine	Other Fortified Domestic Wine	\$53,523	\$55,081	\$63,403	\$49,885	\$45,579
	Other Fortified Import Wine	\$83,160	\$93,472	\$99,929	\$97,562	\$94,966
	Port Wine	\$91,039	\$99,714	\$93,491	\$137,772	\$95,608
	Sherry Wine	\$13,893	\$18,124	\$17,518	\$23,467	\$16,808
	Vermouth Wine	\$82,022	\$90,622	\$81,889	\$108,966	\$99,106
	Summary	\$323,637	\$357,014	\$356,231	\$417,653	\$352,068
France Wine	France Champagne Wine	\$867,266	\$946,328	\$1,378,101	\$1,664,131	\$1,086,264
	France Fruit and Dessert Wine	\$11,990	\$10,131	\$9,864	\$11,351	\$7,138

Wine Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
France Wine	France Red Wine	\$1,035,289	\$1,093,981	\$1,114,183	\$1,449,092	\$1,260,251
	France Rose Wine	\$45,658	\$212,067	\$279,293	\$79,688	\$93,420
	France Sparkling Wine	\$146,116	\$190,096	\$208,757	\$204,153	\$159,192
	France White Wine	\$680,365	\$841,514	\$873,801	\$815,488	\$786,898
	Summary	\$2,786,683	\$3,294,116	\$3,864,000	\$4,223,902	\$3,393,163
Georgia Wine	Georgia Red Wine	\$289	\$17	\$234	\$434	\$408
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$289	\$17	\$234	\$434	\$408
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$0	\$93	\$93
	Germany Red Wine	\$2,318	\$5,988	\$3,269	\$1,039	\$2,427
	Germany Rose Wine	\$59	\$0	\$12	\$0	\$13
	Germany Sparkling Wine	\$120,525	\$140,420	\$142,785	\$172,796	\$109,322
	Germany White Wine	\$129,865	\$142,780	\$135,575	\$122,665	\$124,221
	Summary	\$252,766	\$289,188	\$281,641	\$296,593	\$236,076
Greece Wine	Greece Red Wine	\$82,396	\$99,606	\$93,094	\$101,559	\$83,870
	Greece Rose Wine	\$0	\$0	\$0	\$0	\$0
	Greece White Wine	\$61,031	\$86,965	\$84,362	\$72,718	\$62,574
	Summary	\$143,427	\$186,571	\$177,456	\$174,277	\$146,444
Hungary Wine	Hungary Fruit and Dessert Wine	\$3,246	\$4,516	\$4,931	\$5,115	\$4,377
	Hungary Red Wine	\$861	\$1,367	\$1,519	\$672	\$1,355
	Hungary Sparkling Wine	\$3,609	\$8,046	\$3,849	\$8,214	\$6,415
	Hungary White Wine	\$12,397	\$19,125	\$16,747	\$11,582	\$10,685
	Summary	\$20,114	\$33,053	\$27,045	\$25,582	\$22,833
Israel Wine	Israel Red Wine	\$2,054	\$1,868	\$964	\$820	\$1,553
	Israel Rose Wine	\$0	\$16	\$16	\$48	\$0
	Israel White Wine	\$824	\$1,138	\$850	\$493	\$1,325
	Summary	\$2,878	\$3,023	\$1,830	\$1,360	\$2,878
Italy Wine	Italy Fruit and Dessert Wine	\$1,955	\$866	\$1,761	\$2,491	\$3,821

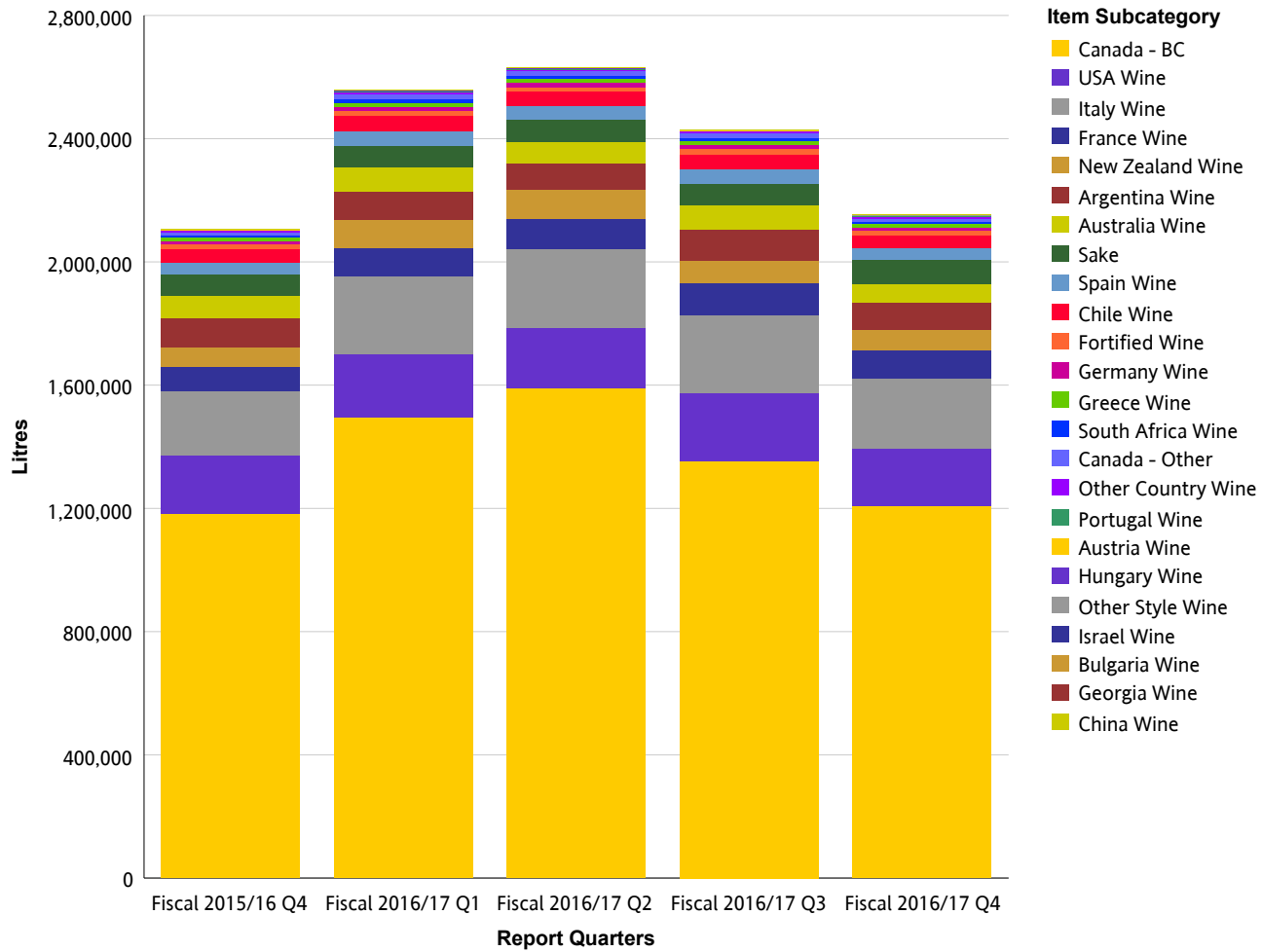
Wine Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Italy Wine	Italy Red Wine	\$2,943,600	\$2,901,205	\$2,777,213	\$3,573,388	\$3,355,827
	Italy Rose Wine	\$9,252	\$40,862	\$37,418	\$14,760	\$17,539
	Italy Sparkling Wine	\$343,626	\$516,094	\$504,568	\$462,000	\$362,841
	Italy White Wine	\$1,222,743	\$1,636,641	\$1,649,019	\$1,438,824	\$1,318,406
	Prosecco Wine	\$306,132	\$465,969	\$559,829	\$561,599	\$469,210
	Summary	\$4,827,307	\$5,561,637	\$5,529,806	\$6,053,062	\$5,527,644
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$60,070	\$84,637	\$76,866	\$82,452	\$82,055
	New Zealand Rose Wine	\$16	\$4,540	\$5,660	\$3,034	\$3,301
	New Zealand Sparkling Wine	\$10,301	\$7,931	\$7,667	\$5,322	\$4,019
	New Zealand White Wine	\$1,452,513	\$1,991,610	\$2,058,925	\$1,650,400	\$1,566,504
	Summary	\$1,522,899	\$2,088,717	\$2,149,117	\$1,741,208	\$1,655,878
Other Country Wine	Other Country Fruit and Dessert Wine	\$72,972	\$79,995	\$81,298	\$79,591	\$79,522
	Other Country Red Wine	\$9,896	\$13,558	\$9,166	\$16,318	\$14,070
	Other Country Rose Wine	\$262	\$3,603	\$1,682	\$477	\$1,773
	Other Country Sparkling Wine	\$534	\$670	\$1,004	\$388	\$681
	Other Country White Wine	\$6,870	\$3,830	\$2,720	\$4,185	\$8,404
	Summary	\$90,532	\$101,655	\$95,871	\$100,960	\$104,449
Other Style Wine	Aperitif And Flavoured Wine	\$2,585	\$3,638	\$5,146	\$4,189	\$3,683
	Mead	\$2,929	\$1,373	\$586	\$196	\$600
	Rice Wine	\$13,115	\$11,917	\$14,928	\$11,690	\$10,426
	Summary	\$18,629	\$16,928	\$20,661	\$16,074	\$14,709
Portugal Wine	Portugal Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$282
	Portugal Red Wine	\$25,279	\$32,966	\$22,131	\$38,004	\$37,659
	Portugal Rose Wine	\$2,736	\$4,956	\$4,584	\$3,006	\$3,561
	Portugal Sparkling Wine	\$0	\$0	\$0	\$0	\$2,363
	Portugal White Wine	\$11,315	\$23,478	\$23,322	\$17,673	\$18,295
	Summary	\$39,329	\$61,400	\$50,037	\$58,683	\$62,161

Wine Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Sake	Japan Sake	\$544,304	\$681,880	\$705,565	\$658,077	\$696,967
	Other Country Sake	\$19,400	\$24,315	\$27,321	\$25,250	\$27,273
	USA Sake	\$504,378	\$479,529	\$484,212	\$488,321	\$528,018
	Summary	\$1,068,082	\$1,185,724	\$1,217,098	\$1,171,648	\$1,252,258
South Africa Wine	South Africa Fruit and Dessert Wine	\$283	\$0	\$0	\$0	\$0
	South Africa Red Wine	\$82,778	\$87,787	\$89,558	\$86,880	\$81,512
	South Africa Rose Wine	\$0	\$408	\$36	\$36	\$0
	South Africa Sparkling Wine	\$3,631	\$2,787	\$6,292	\$4,410	\$4,898
	South Africa White Wine	\$56,930	\$85,442	\$88,553	\$70,902	\$60,777
	Summary	\$143,622	\$176,423	\$184,440	\$162,227	\$147,186
Spain Wine	Spain Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$1,584
	Spain Red Wine	\$539,101	\$533,296	\$494,466	\$587,639	\$528,323
	Spain Rose Wine	\$5,811	\$16,646	\$25,374	\$10,924	\$11,257
	Spain Sparkling Wine	\$233,146	\$331,474	\$338,470	\$325,480	\$248,516
	Spain White Wine	\$61,850	\$93,050	\$98,037	\$80,332	\$70,439
	Summary	\$839,908	\$974,466	\$956,347	\$1,004,375	\$860,118
USA Wine	USA Fruit and Dessert Wine	\$0	\$0	\$75	\$0	\$0
	USA Red Wine	\$4,134,050	\$4,218,518	\$4,047,950	\$5,142,837	\$4,314,075
	USA Rose Wine	\$50,916	\$80,534	\$83,591	\$48,462	\$44,956
	USA Sparkling Wine	\$43,009	\$76,843	\$78,736	\$68,228	\$55,348
	USA White Wine	\$1,006,612	\$1,226,875	\$1,318,458	\$1,135,772	\$952,100
	Summary	\$5,234,587	\$5,602,770	\$5,528,810	\$6,395,299	\$5,366,479
Summary		\$38,004,019	\$45,807,794	\$47,938,811	\$45,737,222	\$40,372,203

Wine Sales (Litres)



Wine Sales (Litres)

Wine

Litres		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Argentina Wine	Argentina Red Wine	90,100	88,278	81,572	96,258	83,996
	Argentina Rose Wine	55	52	111	9	66
	Argentina Sparkling Wine	64	32	22	19	4
	Argentina White Wine	3,754	5,552	5,109	5,034	3,218
	Summary	93,973	93,914	86,813	101,319	87,284
Australia Wine	Australia Fruit and Dessert Wine	0	0	0	0	0
	Australia Red Wine	53,488	51,400	46,876	57,689	45,434
	Australia Rose Wine	32	107	79	24	54
	Australia Sparkling Wine	1,298	2,379	2,556	2,851	1,770
	Australia White Wine	17,178	22,802	20,927	16,664	15,126
	Summary	71,996	76,688	70,437	77,228	62,384
Austria Wine	Austria Red Wine	180	233	116	117	297
	Austria Rose Wine	0	0	0	0	0
	Austria Sparkling Wine	0	0	0	0	0
	Austria White Wine	578	617	832	658	830
	Summary	758	850	948	775	1,127
Bulgaria Wine	Bulgaria Red Wine	49	39	2	44	10
	Bulgaria Sparkling Wine	0	0	0	0	0
	Bulgaria White Wine	9	9	0	0	0
	Summary	58	48	2	44	10
Canada - BC	Canada - BC Dessert Wine	211	281	322	152	260
	Canada - BC Fruit Wine	1,238	1,748	4,041	2,097	1,966
	Canada - BC Ice Wine	527	561	561	520	416
	Canada - BC Red Wine	564,997	623,608	638,078	655,066	584,098
	Canada - BC Rose Wine	9,667	32,054	34,511	10,695	11,325
	Canada - BC Sparkling Wine	14,796	20,529	23,793	19,039	15,977

Wine Sales (Litres)

Litres		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Canada - BC	Canada - BC White Wine	589,622	816,725	887,565	665,099	593,686
	Summary	1,181,058	1,495,505	1,588,872	1,352,667	1,207,728
Canada - Other	Canada - Other Dessert Wine	0	0	0	0	0
	Canada - Other Fruit Wine	4	12	12	12	11
	Canada - Other Ice Wine	7	33	40	23	8
	Canada - Other Red Wine	301	134	189	256	396
	Canada - Other Rose Wine	0	0	0	0	0
	Canada - Other Sparkling Wine	9,314	16,946	12,876	13,446	8,546
	Canada - Other White Wine	264	116	469	882	581
	Summary	9,891	17,240	13,586	14,619	9,542
Chile Wine	Chile Fruit and Dessert Wine	27	40	39	44	32
	Chile Red Wine	26,279	26,841	24,893	29,610	26,313
	Chile Rose Wine	27	185	535	80	77
	Chile Sparkling Wine	102	73	141	86	52
	Chile White Wine	16,801	22,324	21,310	18,334	15,246
	Summary	43,237	49,463	46,918	48,154	41,721
China Wine	China Fruit and Dessert Wine	0	0	0	0	0
	China Red Wine	2	19	2	0	0
	China White Wine	0	0	0	0	0
	Summary	2	19	2	0	0
Fortified Wine	Other Fortified Domestic Wine	2,970	3,372	3,103	3,216	2,559
	Other Fortified Import Wine	3,382	3,781	3,820	3,854	3,704
	Port Wine	1,955	2,083	1,865	2,614	1,941
	Sherry Wine	506	583	538	671	525
	Vermouth Wine	5,276	5,812	5,292	6,177	5,867
	Summary	14,089	15,631	14,616	16,530	14,596
France Wine	France Champagne Wine	7,560	8,790	11,691	13,891	9,546
	France Fruit and Dessert Wine	140	140	102	136	99

Wine Sales (Litres)

Litres		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
France Wine	France Red Wine	35,965	34,285	33,701	45,675	40,179
	France Rose Wine	2,004	8,926	12,051	3,849	4,411
	France Sparkling Wine	7,774	9,962	10,718	10,484	7,918
	France White Wine	25,242	30,801	31,159	28,549	27,517
	Summary	78,684	92,904	99,420	102,585	89,671
Georgia Wine	Georgia Red Wine	13	1	10	20	18
	Georgia White Wine	0	0	0	0	0
	Summary	13	1	10	20	18
Germany Wine	Germany Fruit and Dessert Wine	0	0	0	4	4
	Germany Red Wine	74	154	129	56	77
	Germany Rose Wine	4	0	1	0	1
	Germany Sparkling Wine	5,887	7,240	7,084	8,575	5,173
	Germany White Wine	5,863	6,652	6,203	4,936	4,776
	Summary	11,829	14,046	13,416	13,572	10,032
Greece Wine	Greece Red Wine	6,069	7,084	6,506	7,012	5,711
	Greece Rose Wine	0	0	0	0	0
	Greece White Wine	4,562	6,416	6,136	5,211	4,360
	Summary	10,630	13,499	12,642	12,223	10,072
Hungary Wine	Hungary Fruit and Dessert Wine	39	50	54	63	50
	Hungary Red Wine	57	79	89	43	90
	Hungary Sparkling Wine	226	526	254	533	401
	Hungary White Wine	948	1,360	1,332	819	818
	Summary	1,270	2,014	1,729	1,458	1,360
Israel Wine	Israel Red Wine	92	86	42	34	68
	Israel Rose Wine	0	1	1	2	0
	Israel White Wine	38	50	38	22	58
	Summary	129	136	80	58	126
Italy Wine	Italy Fruit and Dessert Wine	18	6	19	22	38

Wine Sales (Litres)

Litres		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Italy Wine	Italy Red Wine	104,255	108,697	103,760	124,566	110,776
	Italy Rose Wine	443	1,839	1,653	656	765
	Italy Sparkling Wine	17,041	26,653	25,936	23,081	18,432
	Italy White Wine	71,625	95,694	97,381	80,851	75,565
	Prosecco Wine	14,238	21,502	25,343	25,739	21,287
	Summary	207,620	254,392	254,092	254,915	226,863
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	2,012	2,860	2,486	2,686	2,520
	New Zealand Rose Wine	1	206	244	137	144
	New Zealand Sparkling Wine	358	267	251	180	132
	New Zealand White Wine	62,352	86,357	89,820	72,135	65,544
	Summary	64,722	89,690	92,801	75,139	68,340
Other Country Wine	Other Country Fruit and Dessert Wine	4,031	4,264	4,573	4,825	4,228
	Other Country Red Wine	290	464	370	602	494
	Other Country Rose Wine	9	125	62	18	72
	Other Country Sparkling Wine	20	32	16	8	11
	Other Country White Wine	213	118	81	145	244
	Summary	4,564	5,004	5,102	5,598	5,050
Other Style Wine	Aperitif And Flavoured Wine	110	188	260	188	152
	Mead	292	136	58	20	58
	Rice Wine	821	841	1,026	670	643
	Summary	1,223	1,166	1,344	878	854
Portugal Wine	Portugal Fruit and Dessert Wine	0	0	0	0	4
	Portugal Red Wine	1,250	1,537	1,052	1,726	1,709
	Portugal Rose Wine	213	400	361	239	298
	Portugal Sparkling Wine	0	0	0	0	57
	Portugal White Wine	686	1,360	1,447	1,058	1,018
	Summary	2,150	3,297	2,859	3,024	3,087

Wine Sales (Litres)

Litres		Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4
Sake	Japan Sake	13,945	16,591	17,332	15,981	17,064
	Other Country Sake	1,013	1,322	1,456	1,443	1,427
	USA Sake	54,702	51,772	51,767	53,066	57,556
	Summary	69,660	69,685	70,555	70,490	76,047
South Africa Wine	South Africa Fruit and Dessert Wine	3	0	0	0	0
	South Africa Red Wine	4,840	5,212	5,171	5,342	4,606
	South Africa Rose Wine	0	26	2	2	0
	South Africa Sparkling Wine	222	160	397	277	283
	South Africa White Wine	3,641	5,524	5,428	4,372	3,663
	Summary	8,706	10,922	10,999	9,994	8,552
Spain Wine	Spain Fruit and Dessert Wine	0	0	0	0	18
	Spain Red Wine	23,947	25,685	22,130	26,318	23,546
	Spain Rose Wine	324	1,028	1,592	660	678
	Spain Sparkling Wine	12,348	17,461	17,262	17,030	12,696
	Spain White Wine	2,689	4,053	4,235	3,777	3,266
	Summary	39,307	48,227	45,218	47,785	40,204
USA Wine	USA Fruit and Dessert Wine	0	0	1	0	0
	USA Red Wine	139,388	138,846	130,744	163,277	140,915
	USA Rose Wine	4,750	6,552	6,846	4,101	3,945
	USA Sparkling Wine	2,727	4,209	4,022	3,667	2,439
	USA White Wine	44,741	54,341	57,078	48,959	40,166
	Summary	191,605	203,948	198,692	220,004	187,465
Summary		2,107,172	2,558,290	2,631,155	2,429,078	2,152,132

GLOSSARY AND EXPLANATORY NOTES

Domestic Beer – the domestic beer classification is defined as follows:

Commercial Beer – Breweries with Annual Production over 350,000HL

Regional Beer – Breweries with Annual Production over 15,000HL and up to 350,000HL

Micro Brew Beer – Breweries with Annual Production up to 15,000HL

Negative Sales

Occasionally, negative sales are reported. This is usually due to adjustments or product returns.