

Hospitality Liquor Market Review

Fiscal 2017/18 Q1

June 2017



**LIQUOR
DISTRIBUTION
BRANCH**

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Introduction

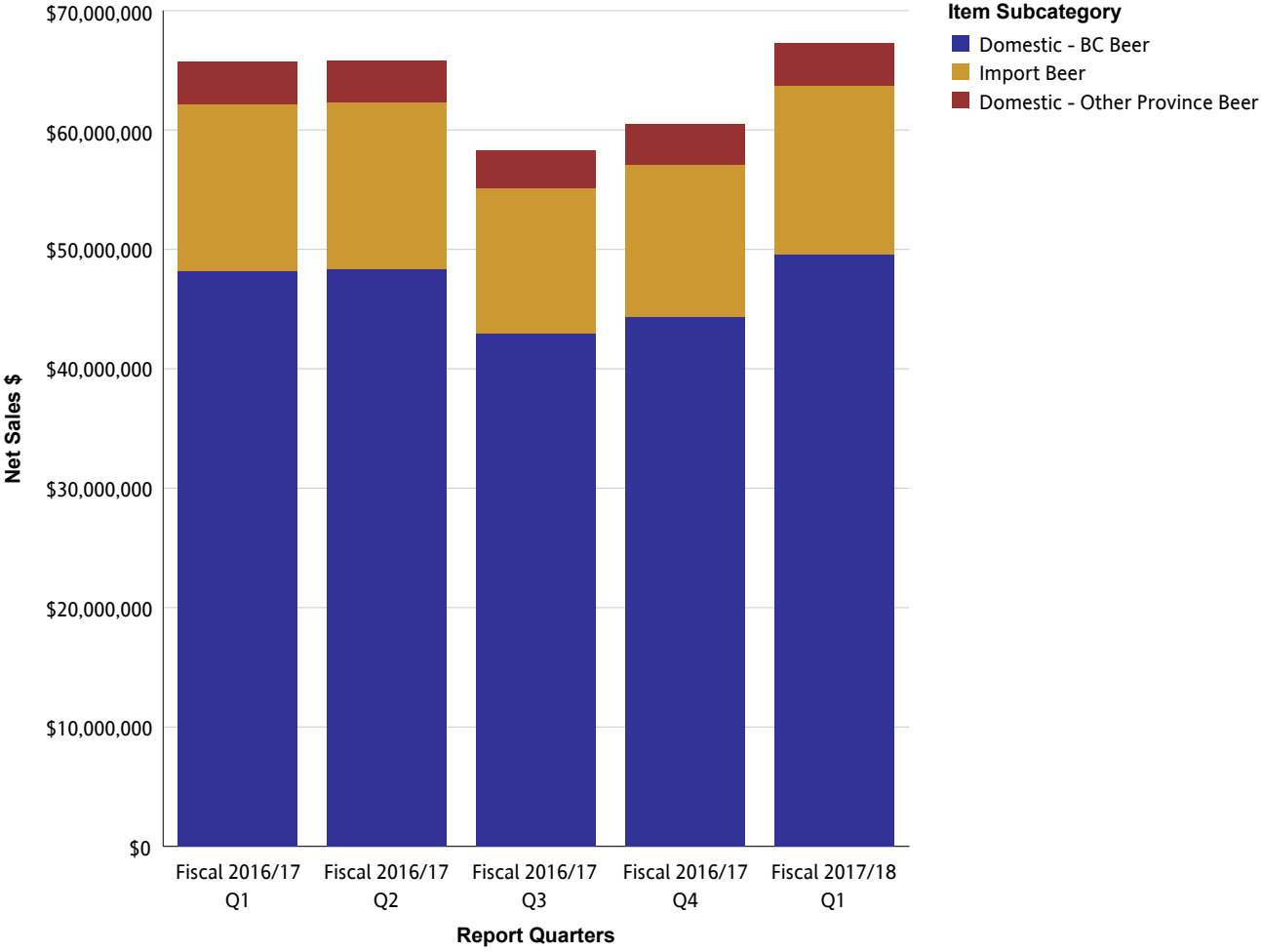
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer 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 \$)

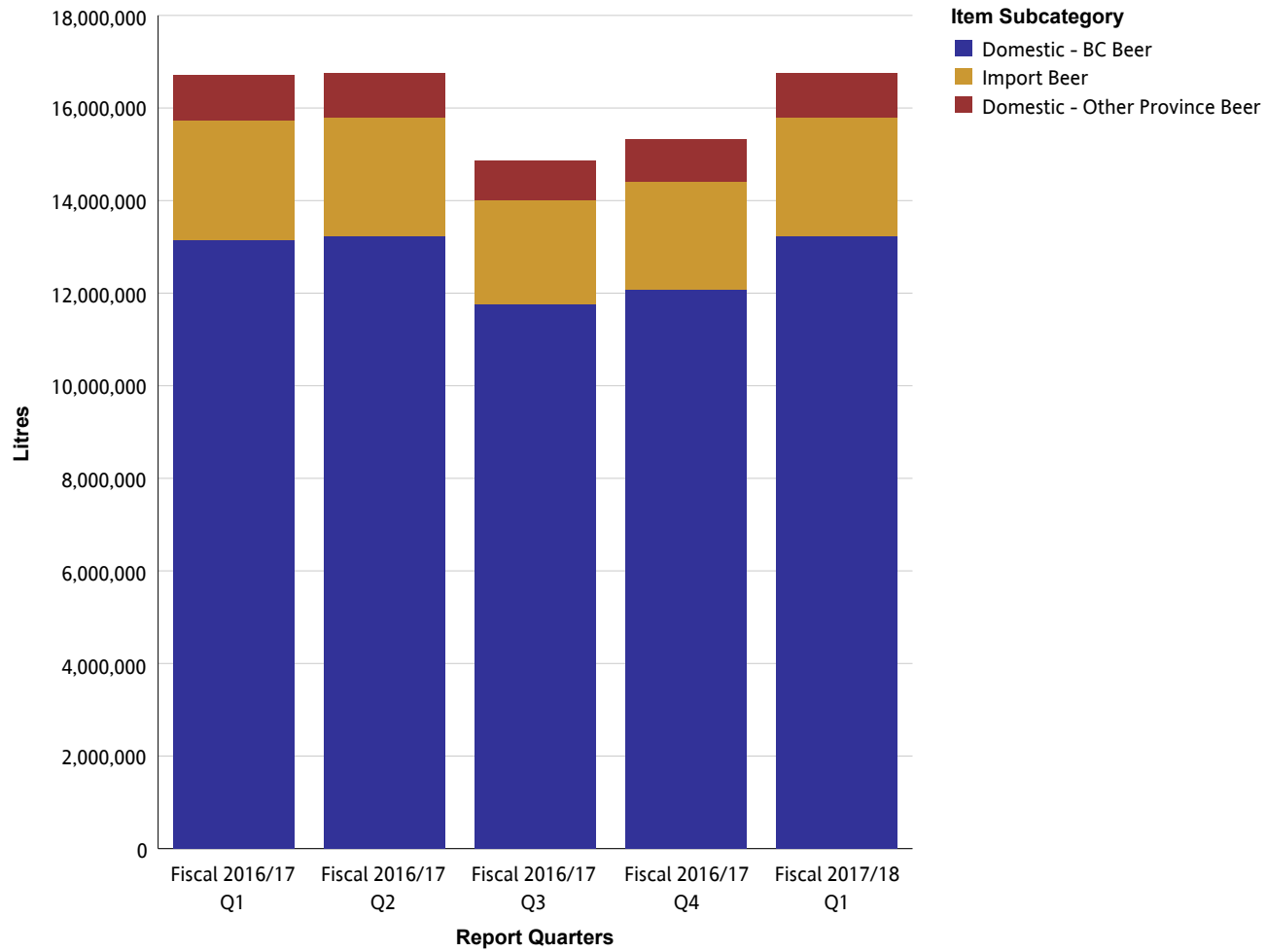


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1
Domestic - BC Beer	Domestic - BC Commercial Beer	\$30,281,774	\$29,741,513	\$27,371,640	\$27,410,636	\$30,033,540
	Domestic - BC Micro Brew Beer	\$9,282,052	\$9,684,293	\$8,393,477	\$9,235,600	\$10,761,515
	Domestic - BC Regional Beer	\$8,632,791	\$8,938,360	\$7,233,376	\$7,724,605	\$8,766,346
	Summary	\$48,196,617	\$48,364,166	\$42,998,493	\$44,370,842	\$49,561,401
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$2,561,311	\$2,524,570	\$2,233,479	\$2,454,138	\$2,549,154
	Domestic - Other Province Micro Brew Beer	\$51,242	\$45,728	\$42,372	\$61,116	\$45,018
	Domestic - Other Province Regional Beer	\$962,973	\$911,328	\$831,444	\$908,183	\$930,083
	Summary	\$3,575,525	\$3,481,626	\$3,107,295	\$3,423,438	\$3,524,254
Import Beer	Asia And South Pacific Beer	\$1,164,908	\$1,223,669	\$1,017,575	\$1,071,713	\$1,239,154
	Europe Beer	\$7,488,527	\$7,455,429	\$7,023,747	\$7,500,299	\$7,490,372
	Mexico And Caribbean Beer	\$3,077,254	\$3,162,928	\$2,216,930	\$2,177,896	\$3,191,596
	Other Country Beer	\$27,038	\$31,294	\$23,407	\$25,102	\$29,412
	USA Beer	\$2,208,002	\$2,091,361	\$1,918,617	\$1,934,664	\$2,198,921
	Summary	\$13,965,728	\$13,964,682	\$12,200,275	\$12,709,675	\$14,149,454
Summary		\$65,737,871	\$65,810,474	\$58,306,063	\$60,503,954	\$67,235,110

Beer Sales (Litres)

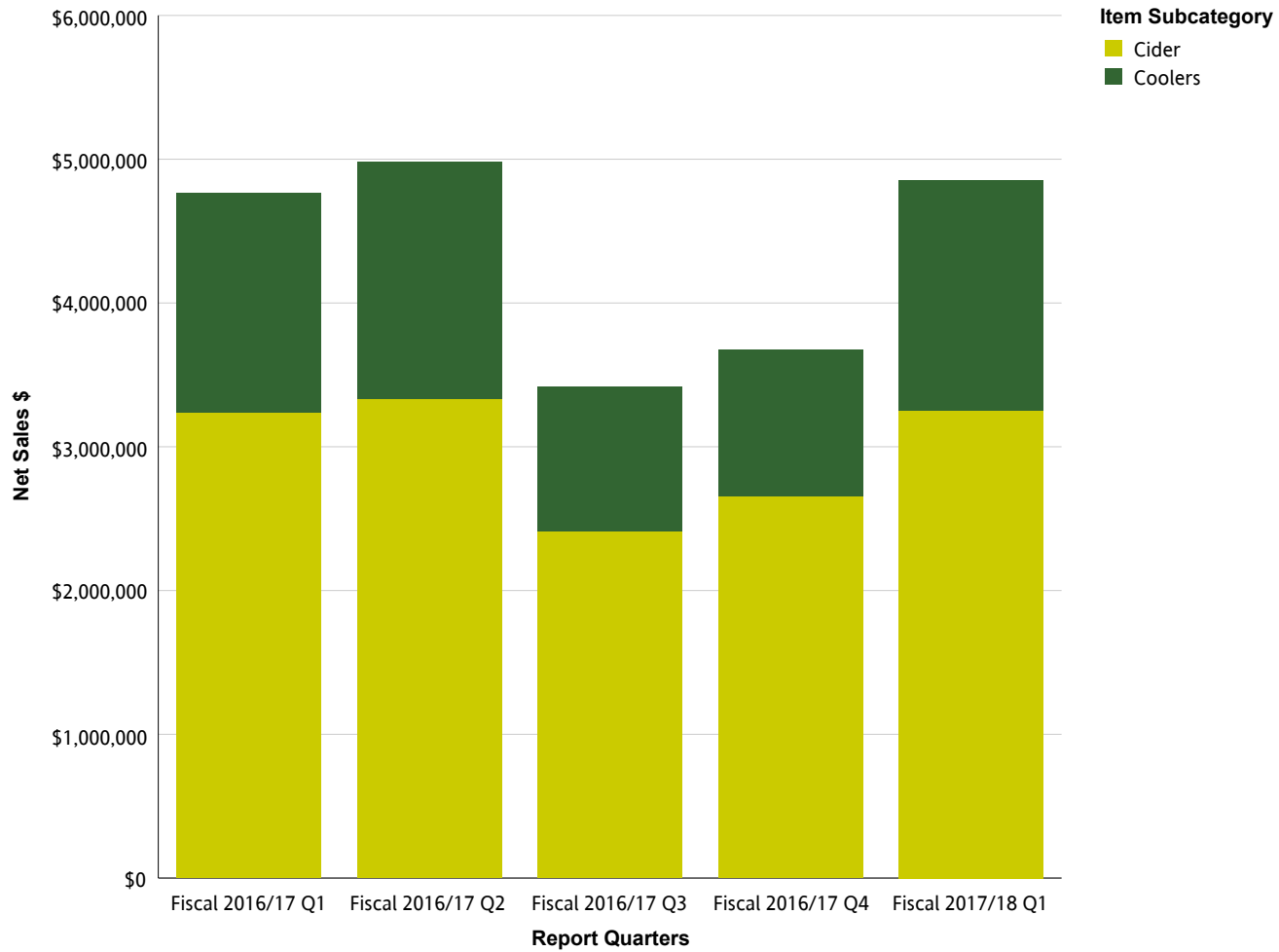


Beer Sales (Litres)

Beer

Litres		Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1
Domestic - BC Beer	Domestic - BC Commercial Beer	8,144,807	7,996,737	7,381,268	7,331,077	7,854,686
	Domestic - BC Micro Brew Beer	2,486,537	2,628,482	2,262,939	2,499,695	2,858,607
	Domestic - BC Regional Beer	2,521,688	2,611,824	2,116,547	2,244,813	2,528,663
	Summary	13,153,032	13,237,042	11,760,754	12,075,586	13,241,956
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	660,090	654,508	585,164	638,730	659,793
	Domestic - Other Province Micro Brew Beer	7,063	5,839	5,318	8,026	5,698
	Domestic - Other Province Regional Beer	315,562	290,241	262,788	277,248	284,139
	Summary	982,716	950,589	853,271	924,004	949,630
Import Beer	Asia And South Pacific Beer	199,665	214,302	174,322	179,483	207,951
	Europe Beer	1,414,318	1,396,530	1,327,759	1,405,867	1,390,432
	Mexico And Caribbean Beer	525,557	534,595	374,357	356,762	523,627
	Other Country Beer	4,904	5,764	4,375	4,527	5,437
	USA Beer	427,872	404,691	373,659	377,908	423,073
	Summary	2,572,315	2,555,881	2,254,472	2,324,548	2,550,519
Summary		16,708,063	16,743,512	14,868,496	15,324,138	16,742,105

Refreshment Beverages Sales (Net \$)

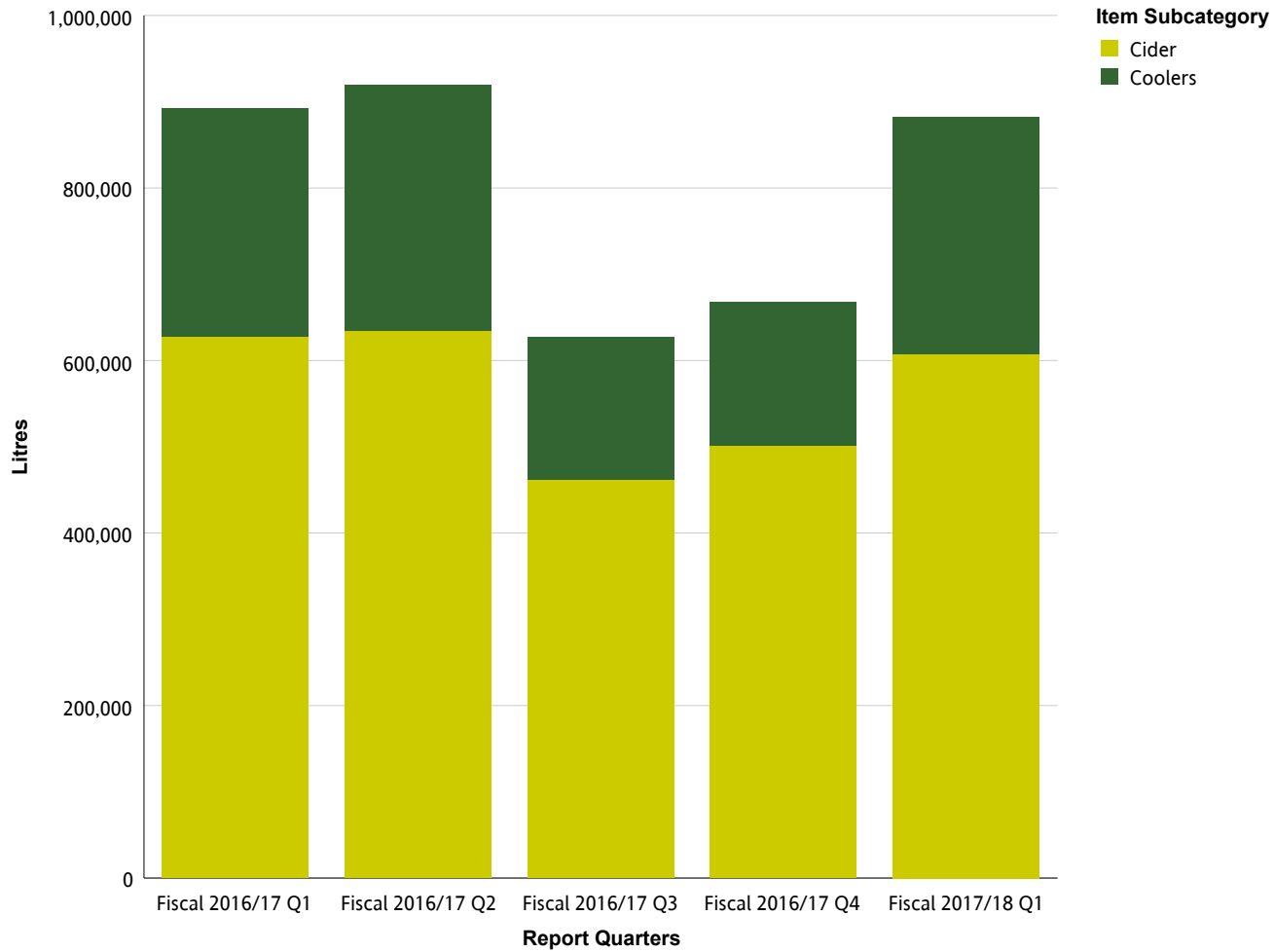


Refreshment Beverages Sales (Net \$)

Refreshment Beverages

Net Sales \$		Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1
Cider	Domestic Cider	\$1,731,038	\$1,889,288	\$1,272,900	\$1,422,945	\$1,777,070
	Import Cider	\$1,503,977	\$1,443,512	\$1,139,424	\$1,230,754	\$1,473,109
	Summary	\$3,235,014	\$3,332,800	\$2,412,324	\$2,653,699	\$3,250,179
Coolers	Malt-Based Coolers	\$175,274	\$203,571	\$119,759	\$95,784	\$182,447
	Spirit Coolers	\$1,275,529	\$1,375,175	\$832,585	\$882,309	\$1,348,438
	Wine/Fruit Coolers	\$76,083	\$71,843	\$50,161	\$43,621	\$71,284
	Summary	\$1,526,886	\$1,650,589	\$1,002,505	\$1,021,714	\$1,602,169
Summary		\$4,761,900	\$4,983,389	\$3,414,829	\$3,675,413	\$4,852,348

Refreshment Beverages Sales (Litres)

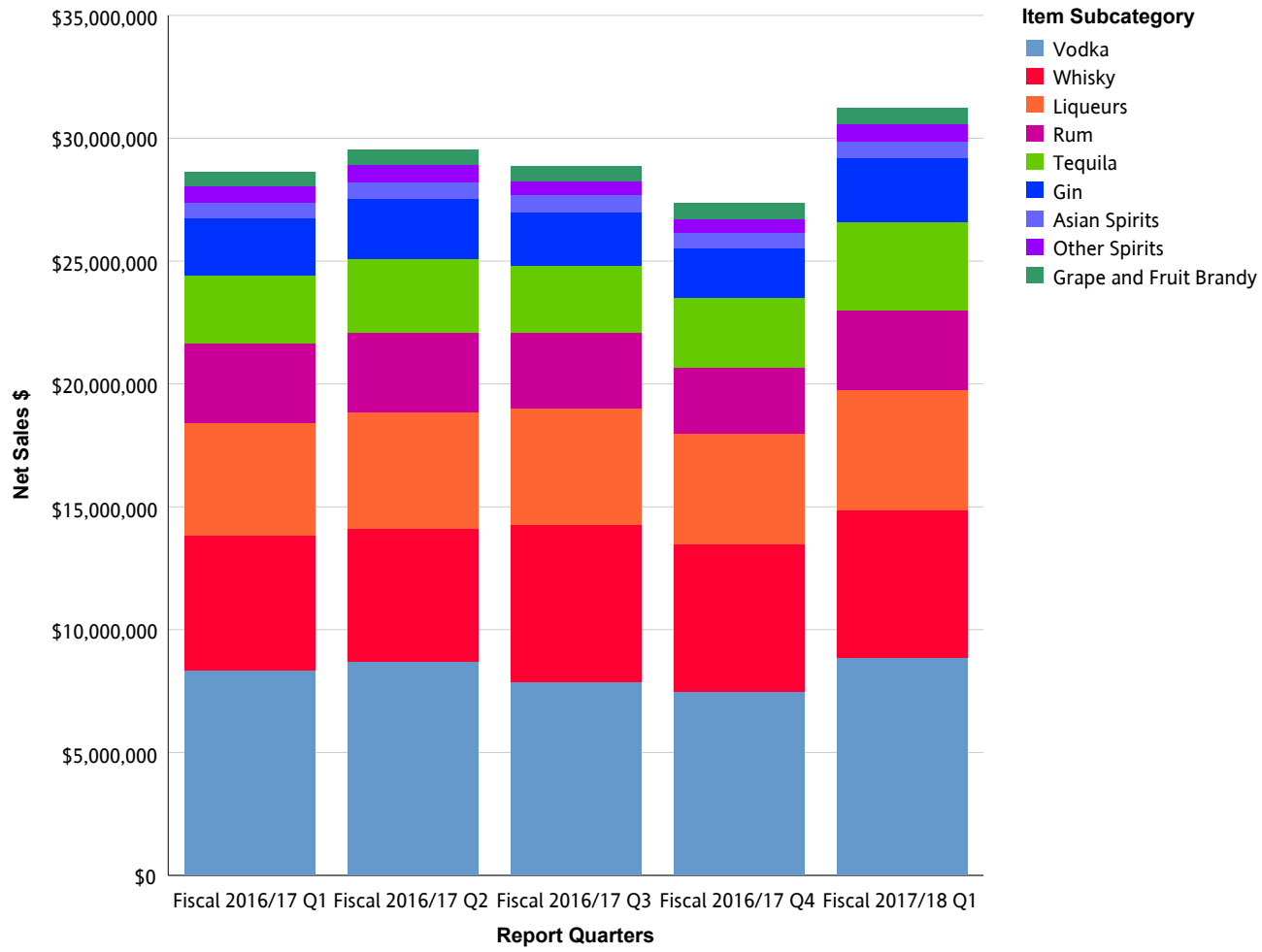


Refreshment Beverages Sales (Litres)

Refreshment Beverages

Litres		Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1
Cider	Domestic Cider	343,381	363,721	247,195	275,806	341,856
	Import Cider	284,709	271,164	214,344	225,010	265,301
	Summary	628,089	634,885	461,539	500,816	607,157
Coolers	Malt-Based Coolers	31,035	35,393	20,269	16,178	31,083
	Spirit Coolers	222,791	238,923	137,753	144,266	233,334
	Wine/Fruit Coolers	11,034	10,338	7,277	6,077	9,957
	Summary	264,860	284,653	165,298	166,521	274,374
Summary		892,949	919,538	626,837	667,337	881,531

Spirits Sales (Net \$)



Spirits Sales (Net \$)

Spirits

Net Sales \$		Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1
Asian Spirits	China Spirits	\$72,905	\$72,047	\$75,786	\$87,360	\$85,087
	Korea Spirits	\$524,317	\$553,412	\$560,204	\$494,598	\$557,349
	Other Country Asian Spirits	\$53,854	\$46,562	\$49,041	\$44,786	\$44,799
	Summary	\$651,077	\$672,020	\$685,031	\$626,743	\$687,235
Gin	Dry Gin	\$2,191,629	\$2,365,999	\$2,106,399	\$1,951,945	\$2,480,049
	Flavoured Gin	\$91,100	\$73,014	\$43,260	\$42,944	\$80,006
	Other Gin	\$31,780	\$28,416	\$24,552	\$24,887	\$56,769
	Summary	\$2,314,509	\$2,467,430	\$2,174,212	\$2,019,775	\$2,616,824
Grape and Fruit Brandy	Armagnac	\$16,386	\$6,457	\$12,727	\$14,441	\$19,141
	Brandy	\$154,017	\$166,833	\$150,570	\$135,699	\$153,930
	Cognac	\$310,870	\$323,015	\$345,276	\$370,163	\$385,453
	Eau de Vie	\$23,722	\$32,010	\$38,048	\$43,831	\$25,950
	Grappa And Marc	\$18,597	\$16,683	\$16,150	\$23,726	\$21,323
	Pisco	\$46,456	\$66,447	\$44,978	\$55,202	\$61,865
	Summary	\$570,048	\$611,445	\$607,749	\$643,061	\$667,662
Liqueurs	Anise And Herbal/Spice Liqueurs	\$1,616,346	\$1,622,189	\$1,765,640	\$1,676,734	\$1,720,558
	Coffee And Cocoa Liqueurs	\$304,905	\$311,925	\$374,560	\$321,264	\$316,637
	Cream/Dairy Liqueurs	\$389,818	\$470,568	\$560,261	\$476,678	\$474,381
	Fruit Liqueurs	\$1,588,206	\$1,617,190	\$1,339,446	\$1,340,535	\$1,655,847
	Nut Liqueurs	\$275,670	\$286,453	\$282,259	\$263,246	\$288,000
	Other Liqueurs	\$255,354	\$255,780	\$266,291	\$248,023	\$275,969
	Whiskey Liqueurs	\$168,148	\$159,383	\$183,555	\$165,274	\$178,882
	Summary	\$4,598,447	\$4,723,488	\$4,772,013	\$4,491,753	\$4,910,274
Other Spirits	Cachaca	\$23,417	\$24,590	\$14,138	\$15,198	\$15,802
	Flavoured Spirits	\$134,917	\$141,616	\$140,050	\$134,165	\$139,575
	Miscellaneous/Other Spirits	\$57,148	\$59,691	\$67,878	\$61,632	\$73,065

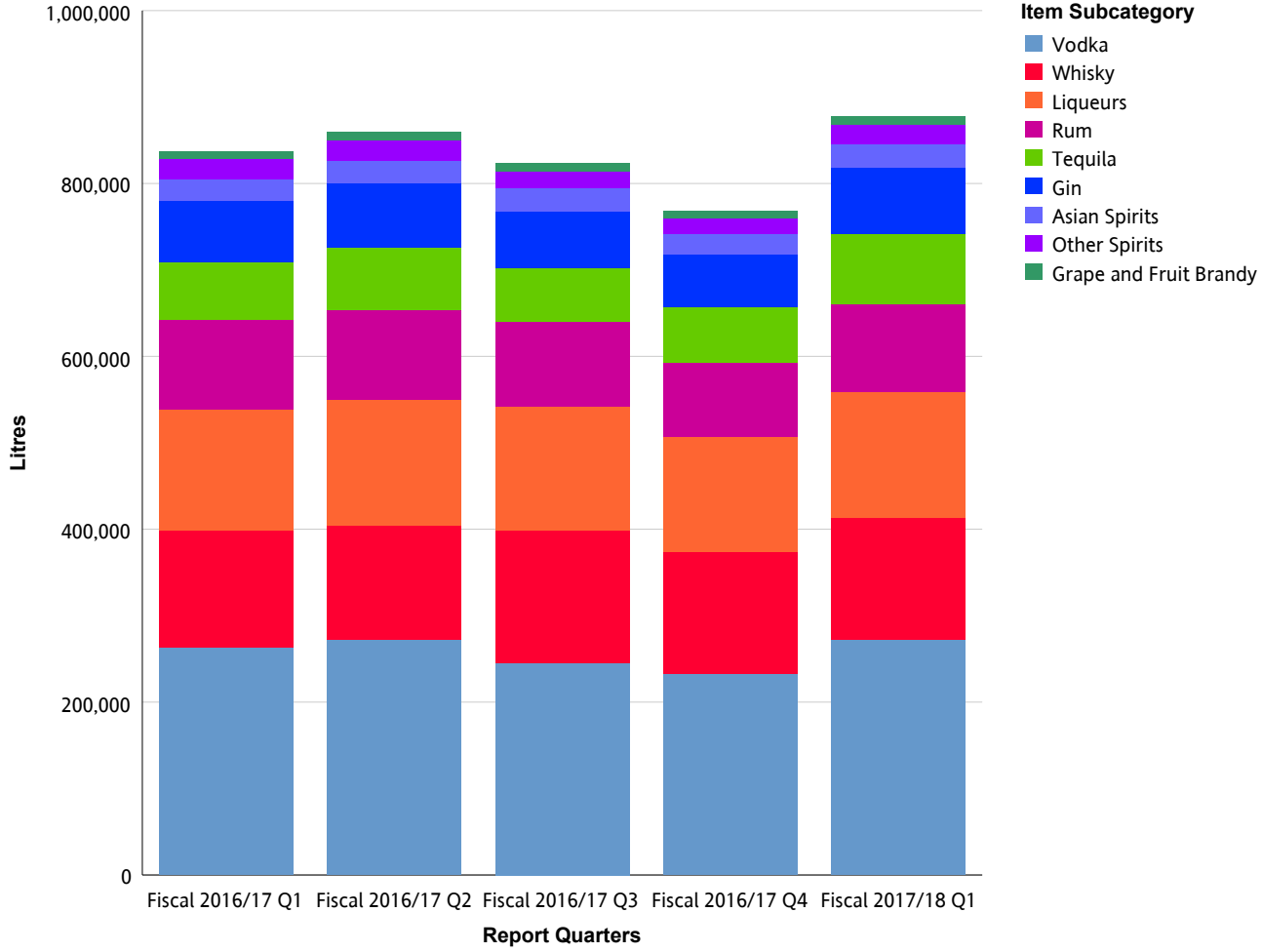
Spirits Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1
Other Spirits	Moonshine Spirits	\$3,785	\$3,430	\$2,034	\$1,884	\$3,264
	Ready to Mix Cocktails	\$439,370	\$451,788	\$353,176	\$334,924	\$444,061
	Ready to Serve Cocktails	\$1,035	\$4,684	\$4,238	\$2,070	\$2,028
	Schnapps and Akvavit	\$4,444	\$26,430	\$8,361	\$9,070	\$7,337
	Summary	\$664,117	\$712,228	\$589,875	\$558,945	\$685,132
Rum	Amber Rum	\$478,042	\$422,891	\$301,781	\$293,272	\$365,391
	Dark Rum	\$384,240	\$400,528	\$498,652	\$434,457	\$477,663
	Flavoured Rum	\$32,841	\$32,287	\$19,688	\$18,247	\$26,853
	Spiced Rum	\$830,507	\$843,533	\$1,017,716	\$868,054	\$882,316
	White Rum	\$1,475,304	\$1,538,850	\$1,211,258	\$1,106,177	\$1,472,405
	Summary	\$3,200,934	\$3,238,089	\$3,049,096	\$2,720,207	\$3,224,628
Tequila	Blanco/Silver Tequila	\$1,006,689	\$1,116,610	\$1,011,139	\$1,054,194	\$1,371,869
	Flavoured Tequila	\$4,472	\$7,660	\$10,451	\$18,152	\$23,017
	Gold Tequila	\$1,743,143	\$1,826,223	\$1,673,336	\$1,699,513	\$2,123,280
	Mezcal	\$46,342	\$37,727	\$49,121	\$44,435	\$75,726
	Summary	\$2,800,646	\$2,988,220	\$2,744,047	\$2,816,294	\$3,593,893
Vodka	Flavoured Vodka	\$853,486	\$860,512	\$726,626	\$704,281	\$877,082
	Straight Vodka	\$7,494,370	\$7,829,111	\$7,150,753	\$6,796,119	\$7,977,836
	Summary	\$8,347,857	\$8,689,623	\$7,877,380	\$7,500,400	\$8,854,917
Whisky	American Whiskey	\$567,278	\$561,315	\$634,370	\$592,978	\$565,533
	Blended Malt Scotch Whisky	\$1,587	\$1,738	\$5,485	\$6,313	\$6,118
	Blended Scotch Whisky	\$350,711	\$351,272	\$361,841	\$309,353	\$336,684
	Bourbon Whiskey	\$1,001,097	\$991,769	\$1,161,678	\$1,175,779	\$1,159,260
	Canadian Whisky	\$1,845,562	\$1,807,207	\$2,129,007	\$1,818,766	\$1,929,467
	Flavoured Whisky	\$195	\$198	\$763	\$39	\$103
	Irish Whiskey	\$907,406	\$942,463	\$1,081,854	\$1,196,441	\$1,108,759
	Other Country Whisky	\$32,148	\$33,858	\$54,334	\$50,086	\$61,945
	Single Malt Scotch Whisky	\$775,504	\$743,517	\$948,791	\$823,990	\$832,846

Spirits Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1
Whisky	Summary	\$5,481,486	\$5,433,337	\$6,378,122	\$5,973,744	\$6,000,715
Summary		\$28,629,122	\$29,535,881	\$28,877,525	\$27,350,922	\$31,241,279

Spirits Sales (Litres)



Spirits Sales (Litres)

Spirits

Litres		Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1
Asian Spirits	China Spirits	667	812	858	815	954
	Korea Spirits	23,694	24,165	24,485	21,711	24,272
	Other Country Asian Spirits	1,153	1,010	973	944	944
	Summary	25,513	25,987	26,316	23,469	26,171
Gin	Dry Gin	67,310	72,644	64,512	59,324	74,550
	Flavoured Gin	2,702	2,126	1,170	1,168	2,204
	Other Gin	514	495	422	421	945
	Summary	70,526	75,265	66,104	60,913	77,699
Grape and Fruit Brandy	Armagnac	39	47	64	63	63
	Brandy	5,058	5,345	4,757	4,357	4,881
	Cognac	2,106	2,317	2,686	2,430	2,762
	Eau de Vie	348	420	541	606	369
	Grappa And Marc	268	270	260	230	307
	Pisco	1,009	1,365	920	1,103	1,300
	Summary	8,827	9,766	9,230	8,790	9,682
Liqueurs	Anise And Herbal/Spice Liqueurs	42,472	42,375	46,000	43,599	44,573
	Coffee And Cocoa Liqueurs	10,433	10,711	12,807	10,909	10,674
	Cream/Dairy Liqueurs	11,751	14,126	17,449	14,370	14,001
	Fruit Liqueurs	54,079	55,435	44,617	43,149	53,960
	Nut Liqueurs	9,118	9,452	9,040	8,303	9,442
	Other Liqueurs	8,502	8,322	9,185	8,259	8,631
	Whiskey Liqueurs	4,300	4,237	4,827	4,121	4,436
	Summary	140,656	144,657	143,925	132,710	145,718
Other Spirits	Cachaca	592	628	351	375	381
	Flavoured Spirits	2,245	2,365	2,314	2,189	2,290
	Miscellaneous/Other Spirits	1,076	1,059	1,193	1,133	1,300

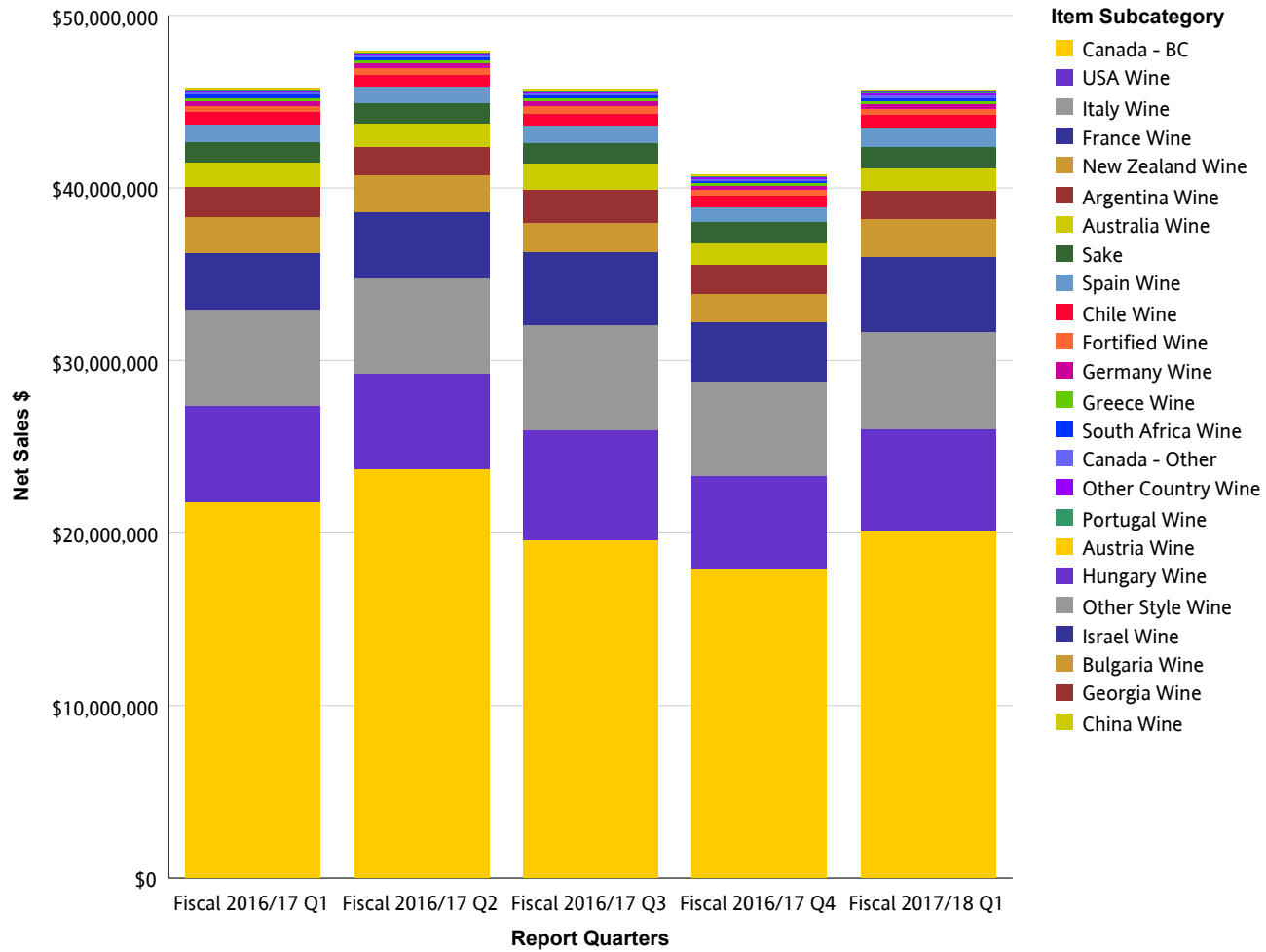
Spirits Sales (Litres)

Litres		Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1
Other Spirits	Moonshine Spirits	81	78	51	44	83
	Ready to Mix Cocktails	19,093	19,132	14,796	14,023	18,522
	Ready to Serve Cocktails	33	172	120	53	70
	Schnapps and Akvavit	95	525	170	175	150
	Summary	23,216	23,960	18,995	17,992	22,798
Rum	Amber Rum	13,207	12,028	8,873	8,415	10,458
	Dark Rum	12,175	12,332	15,327	13,077	14,292
	Flavoured Rum	1,103	1,090	649	600	877
	Spiced Rum	25,560	25,940	31,151	25,961	26,718
	White Rum	50,965	53,018	41,734	37,985	49,564
	Summary	103,010	104,408	97,734	86,037	101,910
Tequila	Blanco/Silver Tequila	22,457	24,713	21,004	22,017	29,144
	Flavoured Tequila	94	169	162	261	441
	Gold Tequila	44,087	46,145	40,342	41,413	50,094
	Mezcal	632	468	598	528	885
	Summary	67,271	71,494	62,105	64,219	80,565
Vodka	Flavoured Vodka	26,122	26,228	21,390	20,727	26,206
	Straight Vodka	237,146	246,113	223,541	211,897	245,769
	Summary	263,268	272,340	244,931	232,624	271,975
Whisky	American Whiskey	14,880	14,723	16,121	14,737	14,036
	Blended Malt Scotch Whisky	17	20	54	67	70
	Blended Scotch Whisky	7,010	6,738	7,209	5,867	6,257
	Bourbon Whiskey	21,947	21,304	24,105	24,280	24,173
	Canadian Whisky	60,771	58,930	69,878	59,465	62,017
	Flavoured Whisky	6	6	15	1	3
	Irish Whiskey	22,706	23,289	26,784	28,991	26,522
	Other Country Whisky	238	276	471	432	523
	Single Malt Scotch Whisky	7,522	7,083	8,847	7,541	7,712

Spirits Sales (Litres)

Litres		Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1
Whisky	Summary	135,097	132,368	153,484	141,381	141,311
Summary		837,385	860,246	822,824	768,136	877,827

Wine Sales (Net \$)



Wine Sales (Net \$)

Wine

Net Sales \$		Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1
Argentina Wine	Argentina Red Wine	\$1,666,061	\$1,553,614	\$1,842,172	\$1,640,508	\$1,516,770
	Argentina Rose Wine	\$855	\$1,988	\$144	\$1,043	\$1,588
	Argentina Sparkling Wine	\$903	\$339	\$454	\$80	\$873
	Argentina White Wine	\$87,588	\$82,460	\$79,747	\$52,883	\$94,213
	Summary	\$1,755,407	\$1,638,402	\$1,922,517	\$1,694,514	\$1,613,445
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Australia Red Wine	\$1,041,073	\$946,785	\$1,180,273	\$949,967	\$953,327
	Australia Rose Wine	\$2,338	\$1,557	\$374	\$1,112	\$4,794
	Australia Sparkling Wine	\$39,640	\$42,200	\$46,730	\$30,962	\$42,535
	Australia White Wine	\$354,693	\$317,310	\$253,867	\$236,072	\$300,241
	Summary	\$1,437,743	\$1,307,852	\$1,481,243	\$1,218,114	\$1,300,896
Austria Wine	Austria Red Wine	\$6,764	\$3,310	\$4,087	\$31,950	\$17,452
	Austria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Austria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Austria White Wine	\$16,373	\$23,262	\$18,861	\$26,196	\$12,957
	Summary	\$23,138	\$26,572	\$22,948	\$58,146	\$30,409
Bulgaria Wine	Bulgaria Red Wine	\$542	\$28	\$778	\$198	\$775
	Bulgaria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$111	\$0	\$0	\$0	\$0
	Summary	\$654	\$28	\$778	\$198	\$775
Canada - BC	Canada - BC Dessert Wine	\$12,604	\$18,626	\$9,177	\$16,672	\$11,386
	Canada - BC Fruit Wine	\$41,797	\$89,556	\$47,513	\$42,576	\$58,141
	Canada - BC Ice Wine	\$53,860	\$59,614	\$50,762	\$47,636	\$51,800
	Canada - BC Red Wine	\$9,437,143	\$10,062,447	\$10,084,076	\$9,177,996	\$8,813,462
	Canada - BC Rose Wine	\$634,448	\$688,420	\$206,929	\$214,086	\$701,154
	Canada - BC Sparkling Wine	\$520,807	\$614,511	\$485,685	\$409,702	\$549,899

Wine Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1
Canada - BC	Canada - BC White Wine	\$11,079,229	\$12,174,977	\$8,716,765	\$8,023,251	\$9,935,682
	Summary	\$21,779,887	\$23,708,152	\$19,600,908	\$17,931,918	\$20,121,522
Canada - Other	Canada - Other Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Canada - Other Fruit Wine	\$752	\$848	\$897	\$801	\$863
	Canada - Other Ice Wine	\$3,890	\$4,864	\$2,689	\$979	\$887
	Canada - Other Red Wine	\$1,916	\$2,429	\$3,651	\$6,108	\$14,291
	Canada - Other Rose Wine	\$0	\$0	\$0	\$0	\$0
	Canada - Other Sparkling Wine	\$140,531	\$105,268	\$108,172	\$71,257	\$134,102
	Canada - Other White Wine	\$1,719	\$8,474	\$17,835	\$11,311	\$19,724
	Summary	\$148,808	\$121,883	\$133,243	\$90,456	\$169,868
Chile Wine	Chile Fruit and Dessert Wine	\$1,508	\$1,492	\$1,637	\$1,375	\$1,839
	Chile Red Wine	\$421,339	\$399,701	\$472,491	\$440,998	\$452,359
	Chile Rose Wine	\$2,987	\$8,692	\$1,366	\$1,171	\$4,238
	Chile Sparkling Wine	\$2,165	\$3,887	\$2,482	\$1,673	\$2,903
	Chile White Wine	\$302,235	\$285,662	\$255,505	\$207,419	\$325,377
	Summary	\$730,235	\$699,435	\$733,481	\$652,638	\$786,716
China Wine	China Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	China Red Wine	\$512	\$61	\$0	\$0	\$0
	China White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$512	\$61	\$0	\$0	\$0
Fortified Wine	Other Fortified Domestic Wine	\$55,081	\$63,403	\$49,885	\$47,883	\$40,847
	Other Fortified Import Wine	\$93,472	\$99,929	\$97,562	\$94,966	\$99,330
	Port Wine	\$99,714	\$93,491	\$137,772	\$95,608	\$92,199
	Sherry Wine	\$18,124	\$17,518	\$23,467	\$16,808	\$24,981
	Vermouth Wine	\$90,622	\$81,889	\$108,966	\$99,106	\$102,276
	Summary	\$357,014	\$356,231	\$417,653	\$354,372	\$359,633
France Wine	France Champagne Wine	\$946,328	\$1,378,101	\$1,664,131	\$1,086,264	\$1,551,256
	France Fruit and Dessert Wine	\$10,131	\$9,864	\$11,351	\$7,138	\$9,239

Wine Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1
France Wine	France Red Wine	\$1,093,981	\$1,114,183	\$1,449,092	\$1,259,219	\$1,269,839
	France Rose Wine	\$212,067	\$279,293	\$79,688	\$93,420	\$389,271
	France Sparkling Wine	\$190,096	\$208,757	\$204,153	\$159,192	\$203,855
	France White Wine	\$841,514	\$873,801	\$815,488	\$787,930	\$921,670
	Summary	\$3,294,116	\$3,864,000	\$4,223,902	\$3,393,163	\$4,345,131
Georgia Wine	Georgia Red Wine	\$17	\$234	\$434	\$408	\$187
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$17	\$234	\$434	\$408	\$187
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$93	\$93	\$0
	Germany Red Wine	\$5,988	\$3,269	\$1,039	\$2,427	\$6,263
	Germany Rose Wine	\$0	\$12	\$0	\$13	\$1,967
	Germany Sparkling Wine	\$140,420	\$142,785	\$172,796	\$109,322	\$164,850
	Germany White Wine	\$142,780	\$135,575	\$122,665	\$124,221	\$106,565
	Summary	\$289,188	\$281,641	\$296,593	\$236,076	\$279,645
Greece Wine	Greece Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Greece Red Wine	\$99,606	\$93,094	\$101,559	\$83,870	\$98,335
	Greece Rose Wine	\$0	\$0	\$0	\$0	\$384
	Greece White Wine	\$86,965	\$84,362	\$72,718	\$62,574	\$84,879
	Summary	\$186,571	\$177,456	\$174,277	\$146,444	\$183,598
Hungary Wine	Hungary Fruit and Dessert Wine	\$4,516	\$4,931	\$5,115	\$4,377	\$3,820
	Hungary Red Wine	\$1,367	\$1,519	\$672	\$1,355	\$1,499
	Hungary Sparkling Wine	\$8,046	\$3,849	\$8,214	\$6,415	\$10,746
	Hungary White Wine	\$19,125	\$16,747	\$11,582	\$10,685	\$15,656
	Summary	\$33,053	\$27,045	\$25,582	\$22,833	\$31,722
Israel Wine	Israel Red Wine	\$1,868	\$964	\$820	\$1,553	\$2,549
	Israel Rose Wine	\$16	\$16	\$48	\$0	\$0
	Israel White Wine	\$1,138	\$850	\$493	\$1,325	\$731
	Summary	\$3,023	\$1,830	\$1,360	\$2,878	\$3,279

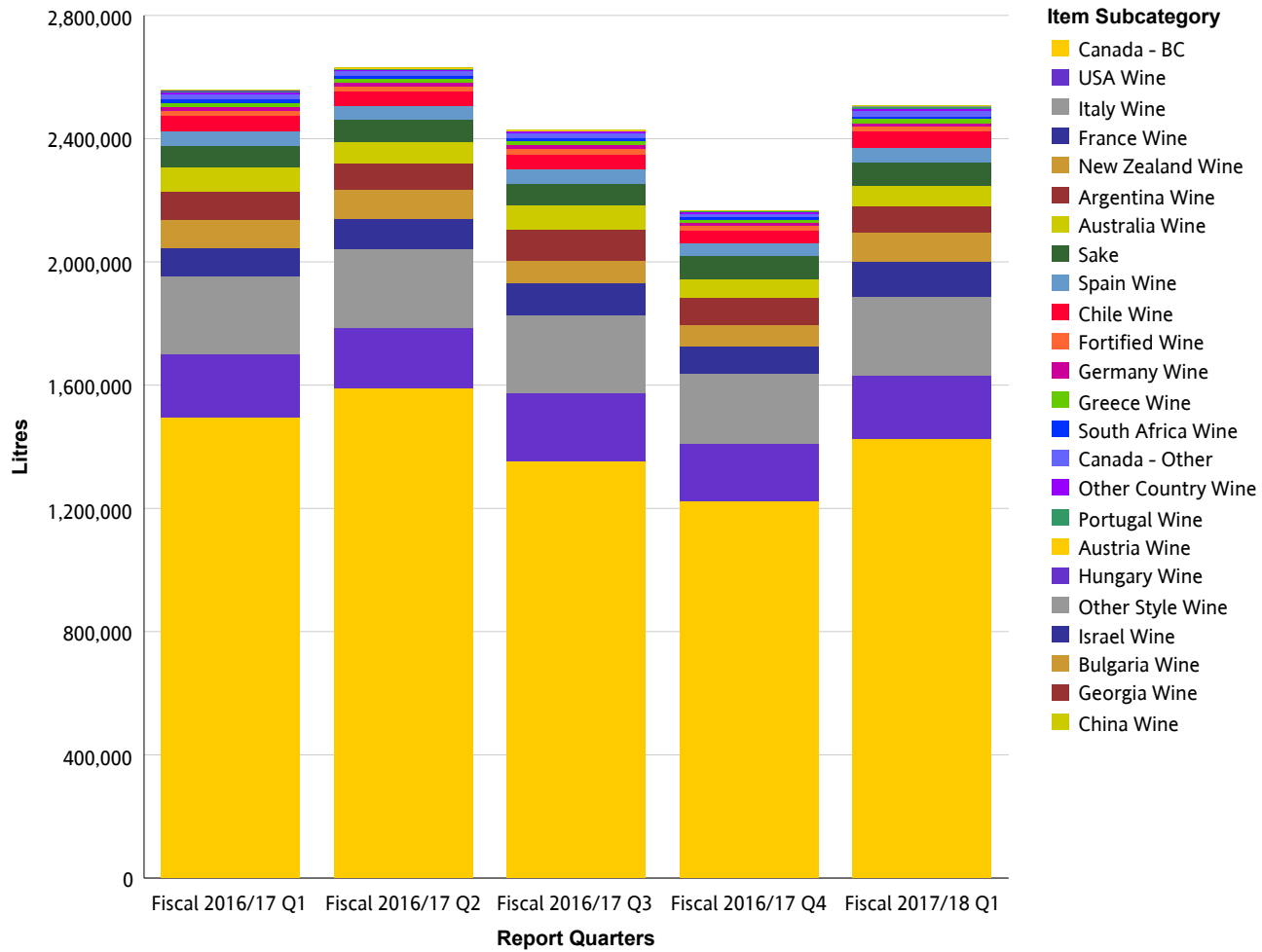
Wine Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1
Italy Wine	Italy Fruit and Dessert Wine	\$1,814	\$2,667	\$3,842	\$4,791	\$1,464
	Italy Red Wine	\$2,899,530	\$2,770,327	\$3,573,388	\$3,355,827	\$2,803,603
	Italy Rose Wine	\$42,537	\$44,303	\$14,760	\$17,539	\$49,611
	Italy Sparkling Wine	\$516,094	\$504,568	\$462,000	\$362,841	\$490,122
	Italy White Wine	\$1,635,693	\$1,648,112	\$1,437,473	\$1,317,437	\$1,610,338
	Prosecco Wine	\$465,969	\$559,829	\$561,599	\$469,210	\$731,727
	Summary	\$5,561,637	\$5,529,806	\$6,053,062	\$5,527,644	\$5,686,864
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$84,637	\$76,866	\$82,452	\$82,055	\$77,600
	New Zealand Rose Wine	\$4,540	\$5,660	\$3,034	\$3,301	\$15,953
	New Zealand Sparkling Wine	\$8,024	\$7,805	\$5,404	\$4,035	\$6,701
	New Zealand White Wine	\$1,991,517	\$2,058,787	\$1,650,318	\$1,566,706	\$2,096,346
	Summary	\$2,088,717	\$2,149,117	\$1,741,208	\$1,656,096	\$2,196,601
Other Country Wine	Other Country Fruit and Dessert Wine	\$79,995	\$81,298	\$79,591	\$79,522	\$88,939
	Other Country Red Wine	\$13,558	\$9,166	\$16,318	\$14,070	\$21,569
	Other Country Rose Wine	\$3,603	\$1,682	\$477	\$1,773	\$3,871
	Other Country Sparkling Wine	\$670	\$1,004	\$388	\$681	\$1,577
	Other Country White Wine	\$3,830	\$2,720	\$4,185	\$8,404	\$13,063
	Summary	\$101,655	\$95,871	\$100,960	\$104,449	\$129,018
Other Style Wine	Aperitif And Flavoured Wine	\$3,638	\$5,146	\$4,189	\$3,683	\$5,271
	Mead	\$1,373	\$586	\$196	\$600	\$492
	Rice Wine	\$11,917	\$14,928	\$11,690	\$10,426	\$15,922
	Summary	\$16,928	\$20,661	\$16,074	\$14,709	\$21,685
Portugal Wine	Portugal Fruit and Dessert Wine	\$0	\$0	\$0	\$282	\$336
	Portugal Red Wine	\$32,966	\$22,131	\$38,004	\$37,659	\$42,662
	Portugal Rose Wine	\$4,956	\$4,584	\$3,006	\$3,561	\$9,076
	Portugal Sparkling Wine	\$0	\$0	\$0	\$2,363	\$3,448
	Portugal White Wine	\$23,478	\$23,322	\$17,673	\$18,295	\$33,338

Wine Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1
Portugal Wine	Summary	\$61,400	\$50,037	\$58,683	\$62,161	\$88,860
Sake	Japan Sake	\$681,880	\$705,565	\$658,077	\$696,967	\$754,670
	Other Country Sake	\$24,315	\$27,321	\$25,250	\$27,273	\$28,183
	USA Sake	\$479,529	\$484,212	\$488,321	\$528,018	\$498,632
	Summary	\$1,185,724	\$1,217,098	\$1,171,648	\$1,252,258	\$1,281,484
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$32
	South Africa Red Wine	\$87,787	\$89,558	\$86,880	\$81,512	\$75,821
	South Africa Rose Wine	\$408	\$36	\$36	\$0	\$385
	South Africa Sparkling Wine	\$2,787	\$6,292	\$4,410	\$4,898	\$6,092
	South Africa White Wine	\$85,442	\$88,553	\$70,902	\$60,777	\$79,484
	Summary	\$176,423	\$184,440	\$162,227	\$147,186	\$161,816
Spain Wine	Spain Fruit and Dessert Wine	\$0	\$0	\$0	\$1,584	\$840
	Spain Red Wine	\$533,296	\$494,466	\$587,639	\$528,323	\$503,213
	Spain Rose Wine	\$16,646	\$25,374	\$10,924	\$11,257	\$41,655
	Spain Sparkling Wine	\$331,474	\$338,470	\$325,480	\$248,516	\$365,605
	Spain White Wine	\$93,050	\$98,037	\$80,332	\$70,439	\$109,232
	Summary	\$974,466	\$956,347	\$1,004,375	\$860,118	\$1,020,544
USA Wine	USA Fruit and Dessert Wine	\$0	\$75	\$0	\$0	\$0
	USA Red Wine	\$4,218,518	\$4,047,950	\$5,142,837	\$4,314,075	\$4,558,252
	USA Rose Wine	\$80,534	\$83,591	\$48,462	\$44,956	\$72,503
	USA Sparkling Wine	\$76,843	\$78,736	\$68,228	\$55,348	\$84,229
	USA White Wine	\$1,226,875	\$1,318,458	\$1,135,772	\$952,100	\$1,159,714
	Summary	\$5,602,770	\$5,528,810	\$6,395,299	\$5,366,479	\$5,874,698
Summary		\$45,809,085	\$47,943,009	\$45,738,456	\$40,793,258	\$45,688,395

Wine Sales (Litres)



Wine Sales (Litres)

Wine

Litres		Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1
Argentina Wine	Argentina Red Wine	88,278	81,572	96,258	83,996	77,634
	Argentina Rose Wine	52	111	9	66	142
	Argentina Sparkling Wine	32	22	19	4	46
	Argentina White Wine	5,552	5,109	5,034	3,218	5,970
	Summary	93,914	86,813	101,319	87,284	83,792
Australia Wine	Australia Fruit and Dessert Wine	0	0	0	0	0
	Australia Red Wine	51,400	46,876	57,689	45,434	46,669
	Australia Rose Wine	107	79	24	54	287
	Australia Sparkling Wine	2,379	2,556	2,851	1,770	2,524
	Australia White Wine	22,802	20,927	16,664	15,126	19,313
	Summary	76,688	70,437	77,228	62,384	68,793
Austria Wine	Austria Red Wine	233	116	117	297	194
	Austria Rose Wine	0	0	0	0	0
	Austria Sparkling Wine	0	0	0	0	0
	Austria White Wine	617	832	658	830	422
	Summary	850	948	775	1,127	616
Bulgaria Wine	Bulgaria Red Wine	39	2	44	10	37
	Bulgaria Sparkling Wine	0	0	0	0	0
	Bulgaria White Wine	9	0	0	0	0
	Summary	48	2	44	10	37
Canada - BC	Canada - BC Dessert Wine	281	322	152	284	179
	Canada - BC Fruit Wine	1,748	4,041	2,097	1,974	2,390
	Canada - BC Ice Wine	561	561	520	416	530
	Canada - BC Red Wine	623,644	638,114	655,094	591,991	604,954
	Canada - BC Rose Wine	32,054	34,518	10,695	11,497	38,335
	Canada - BC Sparkling Wine	20,529	23,820	19,039	16,074	21,718

Wine Sales (Litres)

Litres		Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1
Canada - BC	Canada - BC White Wine	816,725	887,664	665,117	600,870	756,846
	Summary	1,495,541	1,589,040	1,352,714	1,223,106	1,424,951
Canada - Other	Canada - Other Dessert Wine	0	0	0	0	0
	Canada - Other Fruit Wine	12	12	12	11	12
	Canada - Other Ice Wine	33	40	23	8	8
	Canada - Other Red Wine	134	189	256	396	1,314
	Canada - Other Rose Wine	0	0	0	0	0
	Canada - Other Sparkling Wine	16,946	12,876	13,446	8,546	15,530
	Canada - Other White Wine	116	469	882	599	1,516
	Summary	17,240	13,586	14,619	9,560	18,379
Chile Wine	Chile Fruit and Dessert Wine	40	39	44	32	43
	Chile Red Wine	26,841	24,893	29,610	26,313	27,776
	Chile Rose Wine	185	535	80	77	306
	Chile Sparkling Wine	73	141	86	52	94
	Chile White Wine	22,324	21,310	18,334	15,246	23,306
	Summary	49,463	46,918	48,154	41,721	51,525
China Wine	China Fruit and Dessert Wine	0	0	0	0	0
	China Red Wine	19	2	0	0	0
	China White Wine	0	0	0	0	0
	Summary	19	2	0	0	0
Fortified Wine	Other Fortified Domestic Wine	3,372	3,103	3,216	2,605	2,218
	Other Fortified Import Wine	3,781	3,820	3,854	3,704	4,004
	Port Wine	2,083	1,865	2,614	1,941	1,889
	Sherry Wine	583	538	671	525	802
	Vermouth Wine	5,812	5,292	6,177	5,867	6,622
	Summary	15,631	14,616	16,530	14,642	15,535
France Wine	France Champagne Wine	8,790	11,691	13,891	9,546	12,587
	France Fruit and Dessert Wine	140	102	136	99	123

Wine Sales (Litres)

Litres		Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1
France Wine	France Red Wine	34,285	33,701	45,675	40,170	38,260
	France Rose Wine	8,926	12,051	3,849	4,411	17,668
	France Sparkling Wine	9,962	10,718	10,484	7,918	10,167
	France White Wine	30,801	31,159	28,549	27,526	35,253
	Summary	92,904	99,420	102,585	89,671	114,058
Georgia Wine	Georgia Red Wine	1	10	20	18	8
	Georgia White Wine	0	0	0	0	0
	Summary	1	10	20	18	8
Germany Wine	Germany Fruit and Dessert Wine	0	0	4	4	0
	Germany Red Wine	154	129	56	77	116
	Germany Rose Wine	0	1	0	1	72
	Germany Sparkling Wine	7,240	7,084	8,575	5,173	7,926
	Germany White Wine	6,652	6,203	4,936	4,776	4,457
	Summary	14,046	13,416	13,572	10,032	12,572
Greece Wine	Greece Fruit and Dessert Wine	0	0	0	0	0
	Greece Red Wine	7,084	6,506	7,012	5,711	6,757
	Greece Rose Wine	0	0	0	0	18
	Greece White Wine	6,416	6,136	5,211	4,360	5,974
	Summary	13,499	12,642	12,223	10,072	12,748
Hungary Wine	Hungary Fruit and Dessert Wine	50	54	63	50	54
	Hungary Red Wine	79	89	43	90	93
	Hungary Sparkling Wine	526	254	533	401	664
	Hungary White Wine	1,360	1,332	819	818	1,148
	Summary	2,014	1,729	1,458	1,360	1,959
Israel Wine	Israel Red Wine	86	42	34	68	112
	Israel Rose Wine	1	1	2	0	0
	Israel White Wine	50	38	22	58	32
	Summary	136	80	58	126	145

Wine Sales (Litres)

Litres		Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1
Italy Wine	Italy Fruit and Dessert Wine	20	32	42	52	18
	Italy Red Wine	108,645	103,545	124,566	110,776	104,746
	Italy Rose Wine	1,892	1,868	656	765	2,186
	Italy Sparkling Wine	26,653	25,936	23,081	18,432	25,473
	Italy White Wine	95,680	97,368	80,831	75,551	91,995
	Prosecco Wine	21,502	25,343	25,739	21,287	33,021
	Summary	254,392	254,092	254,915	226,863	257,440
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	2,860	2,486	2,686	2,520	2,664
	New Zealand Rose Wine	206	244	137	144	700
	New Zealand Sparkling Wine	272	257	184	133	240
	New Zealand White Wine	86,353	89,814	72,131	65,552	91,067
	Summary	89,690	92,801	75,139	68,349	94,672
Other Country Wine	Other Country Fruit and Dessert Wine	4,264	4,573	4,825	4,228	4,965
	Other Country Red Wine	464	370	602	494	871
	Other Country Rose Wine	125	62	18	72	154
	Other Country Sparkling Wine	32	16	8	11	54
	Other Country White Wine	118	81	145	244	428
	Summary	5,004	5,102	5,598	5,050	6,471
Other Style Wine	Aperitif And Flavoured Wine	188	260	188	152	264
	Mead	136	58	20	58	42
	Rice Wine	841	1,026	670	643	848
	Summary	1,166	1,344	878	854	1,154
Portugal Wine	Portugal Fruit and Dessert Wine	0	0	0	4	4
	Portugal Red Wine	1,537	1,052	1,726	1,709	2,081
	Portugal Rose Wine	400	361	239	298	657
	Portugal Sparkling Wine	0	0	0	57	105
	Portugal White Wine	1,360	1,447	1,058	1,018	1,888

Wine Sales (Litres)

Litres		Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1
Portugal Wine	Summary	3,297	2,859	3,024	3,087	4,736
Sake	Japan Sake	16,591	17,332	15,981	17,064	18,591
	Other Country Sake	1,322	1,456	1,443	1,427	1,377
	USA Sake	51,772	51,767	53,066	57,556	53,906
	Summary	69,685	70,555	70,490	76,047	73,874
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	0	0
	South Africa Red Wine	5,212	5,171	5,342	4,606	4,172
	South Africa Rose Wine	26	2	2	0	19
	South Africa Sparkling Wine	160	397	277	283	346
	South Africa White Wine	5,524	5,428	4,372	3,663	4,944
	Summary	10,922	10,999	9,994	8,552	9,482
Spain Wine	Spain Fruit and Dessert Wine	0	0	0	18	18
	Spain Red Wine	25,685	22,130	26,318	23,546	22,312
	Spain Rose Wine	1,028	1,592	660	678	2,354
	Spain Sparkling Wine	17,461	17,262	17,030	12,696	18,631
	Spain White Wine	4,053	4,235	3,777	3,266	5,123
	Summary	48,227	45,218	47,785	40,204	48,437
USA Wine	USA Fruit and Dessert Wine	0	1	0	0	0
	USA Red Wine	138,846	130,744	163,277	140,915	145,061
	USA Rose Wine	6,552	6,846	4,101	3,945	5,572
	USA Sparkling Wine	4,209	4,022	3,667	2,439	4,403
	USA White Wine	54,341	57,078	48,959	40,166	49,912
	Summary	203,948	198,692	220,004	187,465	204,948
Summary		2,558,326	2,631,324	2,429,124	2,167,584	2,506,332

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.