

Liquor Market Review

Fiscal 2017/18 Q1

June 2017



**LIQUOR
DISTRIBUTION
BRANCH**

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Introduction

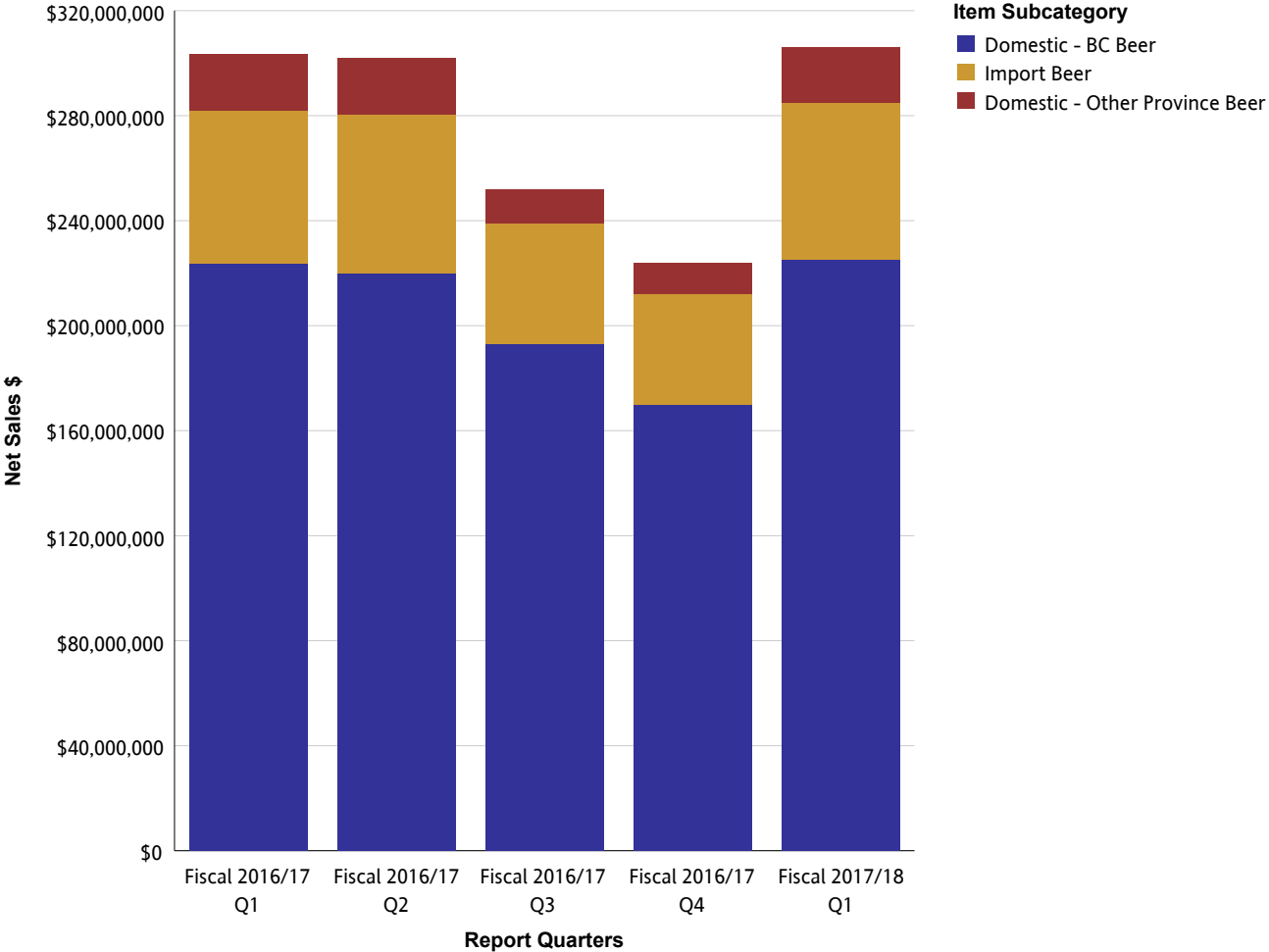
The Liquor Market Review provides provincial sales through the Wholesale channel for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer and excludes any applicable taxes. For each reporting period,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

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

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

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

Beer Sales (Net \$)

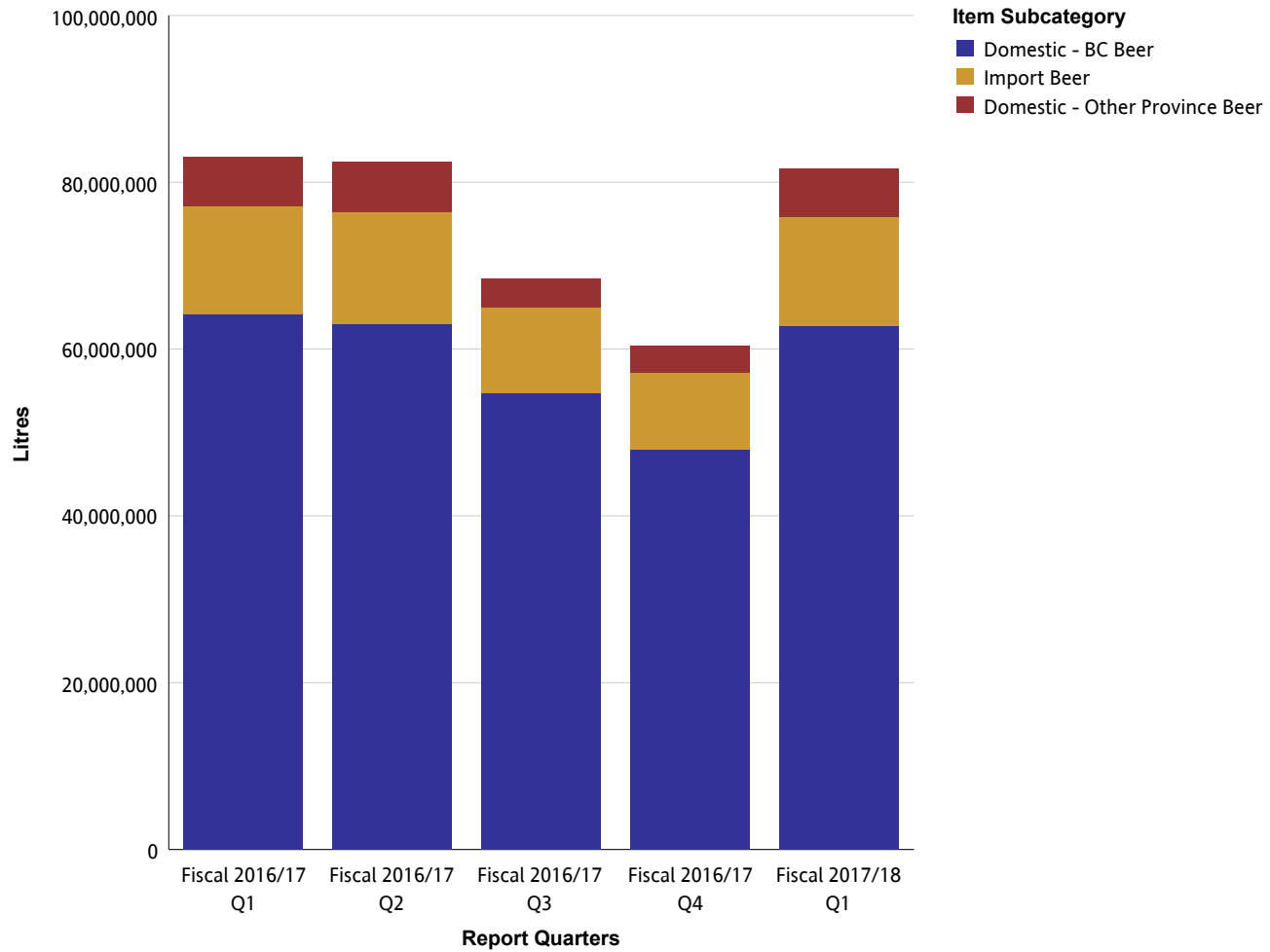


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1
Domestic - BC Beer	Domestic - BC Commercial Beer	\$162,835,884	\$156,376,777	\$136,400,329	\$117,910,637	\$157,207,311
	Domestic - BC Micro Brew Beer	\$24,646,071	\$25,842,726	\$23,496,316	\$23,416,026	\$30,963,605
	Domestic - BC Regional Beer	\$36,165,067	\$37,609,023	\$33,013,444	\$28,783,861	\$37,126,242
	Summary	\$223,647,022	\$219,828,526	\$192,910,089	\$170,110,524	\$225,297,158
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$18,455,041	\$18,572,888	\$10,303,958	\$9,486,589	\$18,286,968
	Domestic - Other Province Micro Brew Beer	\$266,712	\$260,430	\$191,845	\$199,755	\$295,654
	Domestic - Other Province Regional Beer	\$2,560,056	\$2,514,621	\$2,205,595	\$2,016,694	\$2,417,570
	Summary	\$21,281,809	\$21,347,939	\$12,701,398	\$11,703,038	\$21,000,192
Import Beer	Asia And South Pacific Beer	\$1,816,808	\$1,848,068	\$1,546,861	\$1,536,704	\$1,779,017
	Europe Beer	\$28,563,532	\$28,880,680	\$26,374,540	\$23,318,914	\$29,195,406
	Mexico And Caribbean Beer	\$13,943,679	\$15,003,177	\$7,560,001	\$7,183,259	\$14,338,543
	Other Country Beer	\$58,474	\$56,119	\$48,495	\$47,385	\$64,701
	USA Beer	\$14,073,536	\$14,998,898	\$10,722,670	\$9,872,211	\$14,385,358
	Summary	\$58,456,028	\$60,786,942	\$46,252,567	\$41,958,473	\$59,763,024
Summary		\$303,384,859	\$301,963,407	\$251,864,054	\$223,772,035	\$306,060,375

Beer Sales (Litres)

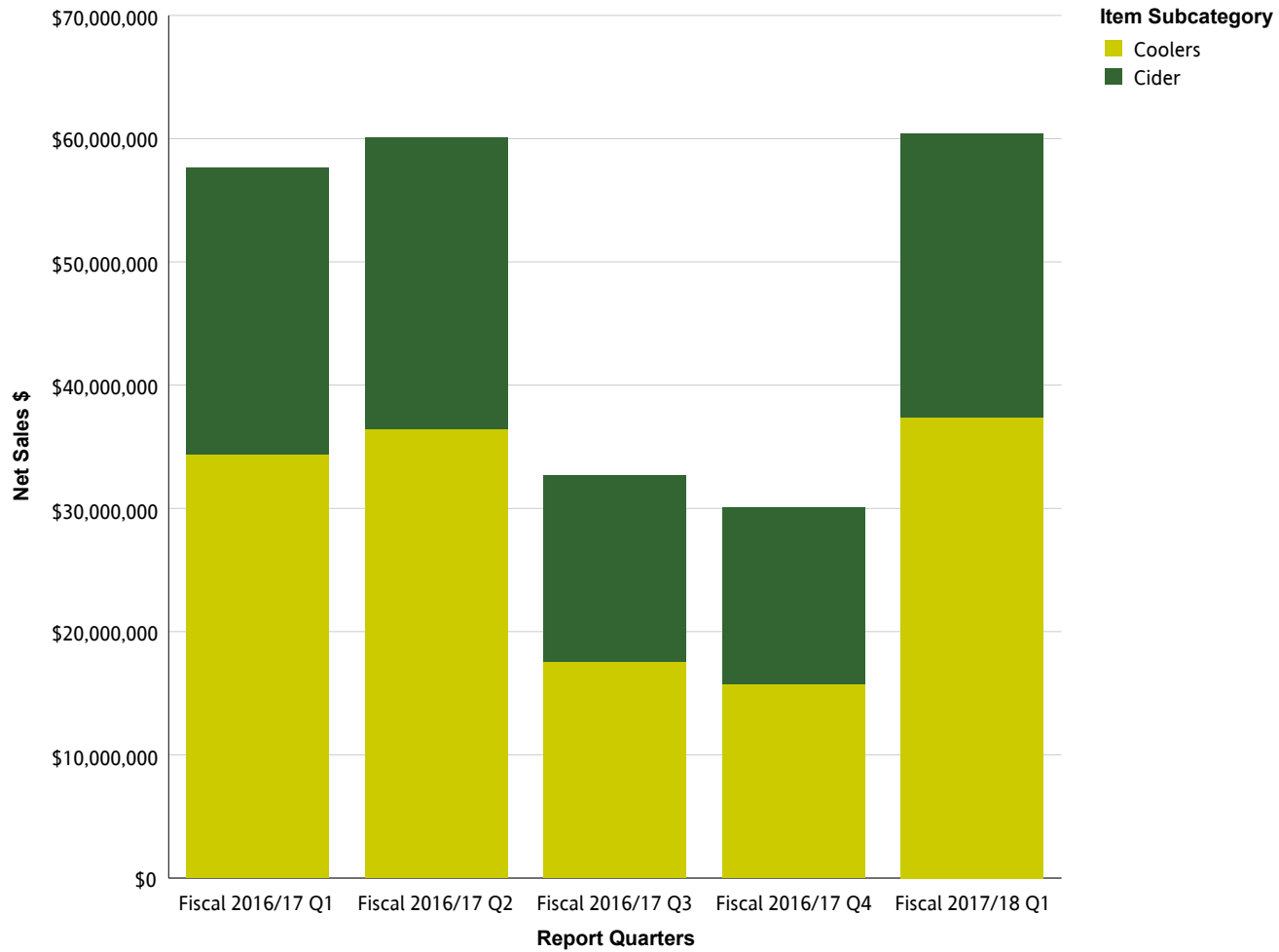


Beer Sales (Litres)

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	48,512,946	46,487,521	40,498,492	34,647,859	45,619,582
	Domestic - BC Micro Brew Beer	5,597,740	5,972,354	5,180,074	5,317,977	7,018,478
	Domestic - BC Regional Beer	10,090,814	10,499,328	9,044,807	8,008,298	10,178,107
	Summary	64,201,499	62,959,203	54,723,373	47,974,134	62,816,167
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	5,124,926	5,304,429	2,814,939	2,680,042	5,056,898
	Domestic - Other Province Micro Brew Beer	40,086	39,901	27,045	29,216	42,215
	Domestic - Other Province Regional Beer	722,172	697,069	572,290	548,808	637,879
	Summary	5,887,184	6,041,400	3,414,275	3,258,066	5,736,991
Import Beer	Asia And South Pacific Beer	380,181	398,285	326,069	314,794	371,284
	Europe Beer	6,423,421	6,481,183	5,893,469	5,176,329	6,510,852
	Mexico And Caribbean Beer	2,754,303	2,947,939	1,458,951	1,360,646	2,763,113
	Other Country Beer	13,473	12,767	10,671	10,267	13,702
	USA Beer	3,388,968	3,667,047	2,553,893	2,312,288	3,400,374
	Summary	12,960,347	13,507,222	10,243,054	9,174,324	13,059,325
Summary		83,049,030	82,507,825	68,380,702	60,406,524	81,612,483

Refreshment Beverages Sales (Net \$)

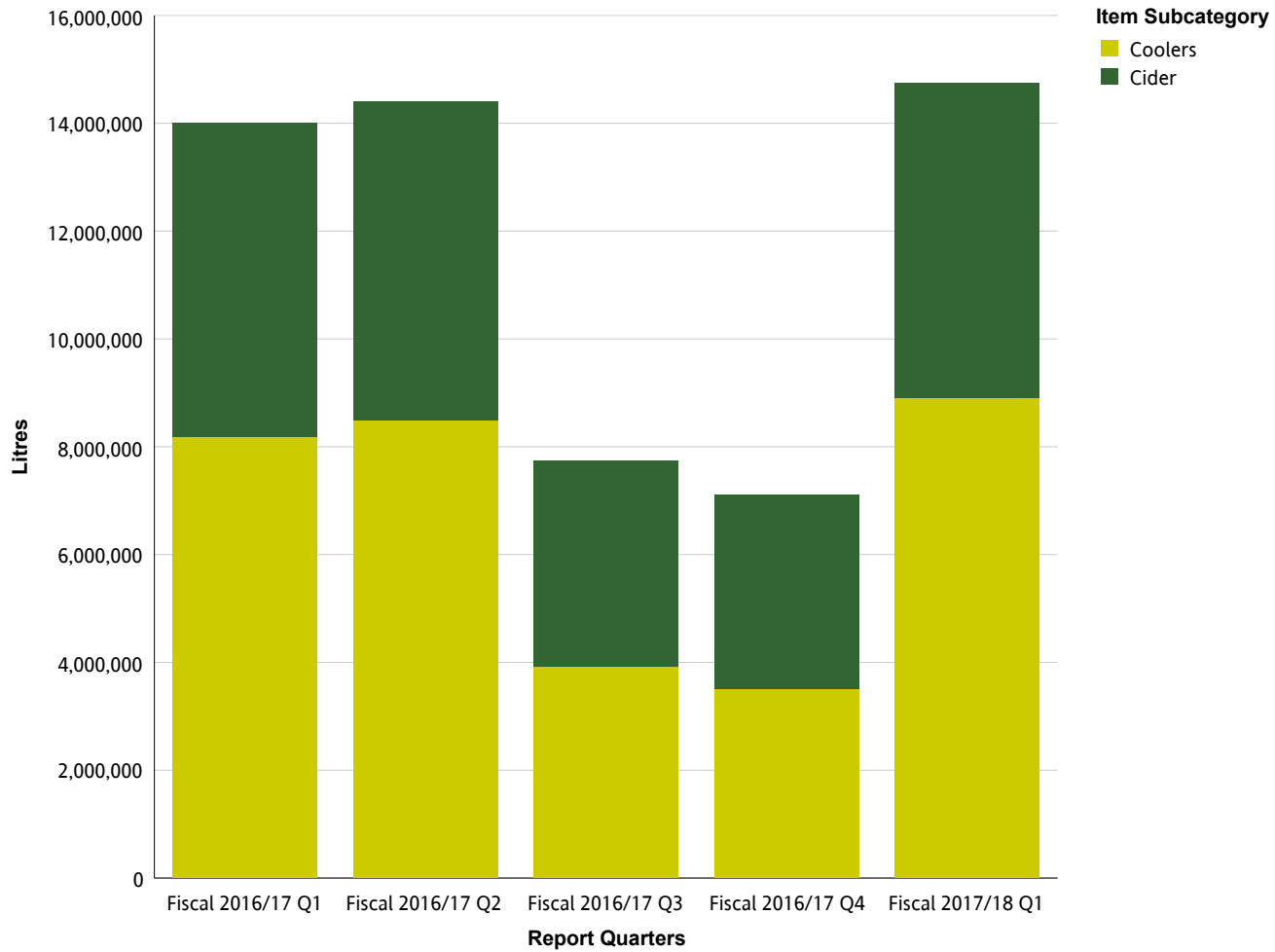


Refreshment Beverages Sales (Net \$)

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	\$17,072,882	\$17,263,947	\$11,188,631	\$10,519,729	\$16,402,784
	Import Cider	\$6,206,188	\$6,382,230	\$3,967,363	\$3,825,431	\$6,635,691
	Summary	\$23,279,070	\$23,646,177	\$15,155,994	\$14,345,160	\$23,038,475
Coolers	Malt-Based Coolers	\$5,283,859	\$6,055,690	\$2,162,723	\$1,888,832	\$4,700,862
	Spirit Coolers	\$28,091,409	\$29,437,842	\$14,710,981	\$13,294,681	\$31,818,731
	Wine/Fruit Coolers	\$978,597	\$967,848	\$653,492	\$548,273	\$846,977
	Summary	\$34,353,865	\$36,461,379	\$17,527,196	\$15,731,786	\$37,366,570
Summary		\$57,632,935	\$60,107,556	\$32,683,189	\$30,076,946	\$60,405,046

Refreshment Beverages Sales (Litres)

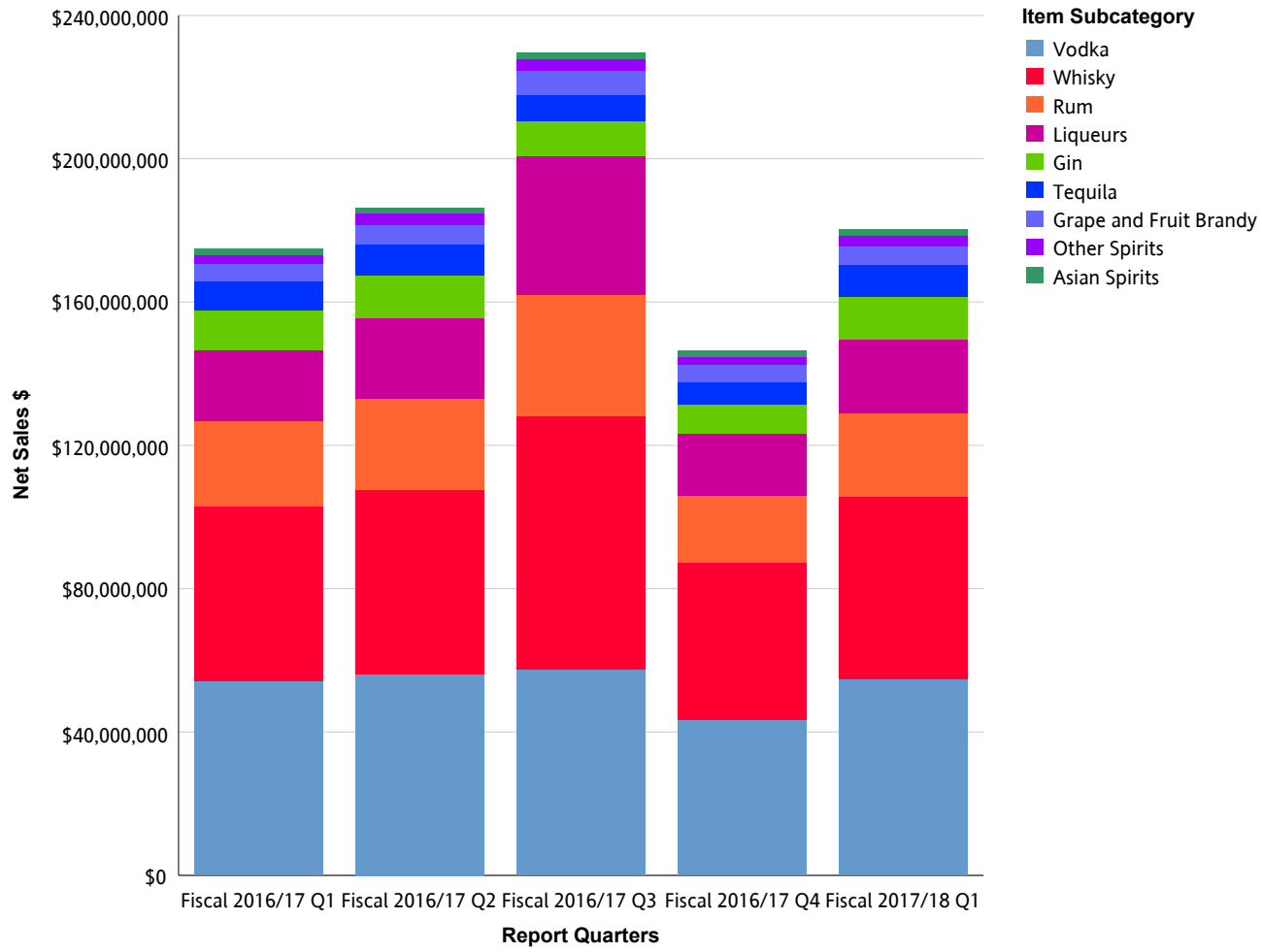


Refreshment Beverages Sales (Litres)

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	4,480,209	4,526,008	2,985,752	2,807,610	4,422,178
	Import Cider	1,349,212	1,380,002	839,645	797,937	1,413,656
	Summary	5,829,421	5,906,010	3,825,397	3,605,547	5,835,834
Coolers	Malt-Based Coolers	1,242,866	1,396,645	481,334	417,790	1,088,534
	Spirit Coolers	6,756,579	6,923,499	3,307,938	2,990,169	7,670,129
	Wine/Fruit Coolers	189,648	182,730	124,464	106,065	157,169
	Summary	8,189,092	8,502,874	3,913,736	3,514,023	8,915,832
Summary		14,018,514	14,408,884	7,739,133	7,119,570	14,751,666

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	\$868,542	\$730,927	\$840,592	\$973,668	\$1,023,521
	Korea Spirits	\$720,910	\$707,798	\$743,249	\$718,858	\$751,673
	Other Country Asian Spirits	\$68,035	\$65,609	\$74,929	\$70,422	\$76,670
	Summary	\$1,657,486	\$1,504,334	\$1,658,770	\$1,762,949	\$1,851,864
Gin	Dry Gin	\$10,553,388	\$11,329,100	\$9,411,105	\$7,568,246	\$10,864,515
	Flavoured Gin	\$349,008	\$410,780	\$217,738	\$182,726	\$359,968
	Other Gin	\$219,840	\$261,678	\$236,095	\$177,191	\$476,812
	Summary	\$11,122,235	\$12,001,558	\$9,864,939	\$7,928,163	\$11,701,294
Grape and Fruit Brandy	Armagnac	\$69,614	\$69,586	\$74,253	\$66,591	\$59,280
	Brandy	\$2,238,256	\$2,203,164	\$3,385,915	\$2,158,758	\$2,247,867
	Cognac	\$2,146,048	\$2,862,476	\$2,963,147	\$2,408,512	\$2,442,774
	Eau de Vie	\$227,211	\$258,488	\$354,132	\$255,525	\$231,157
	Grappa And Marc	\$60,102	\$60,816	\$93,114	\$60,448	\$69,566
	Pisco	\$77,873	\$122,563	\$72,245	\$69,685	\$106,117
	Summary	\$4,819,104	\$5,577,093	\$6,942,806	\$5,019,519	\$5,156,760
Liqueurs	Anise And Herbal/Spice Liqueurs	\$5,883,590	\$6,156,153	\$7,926,262	\$6,020,974	\$6,370,117
	Coffee And Cocoa Liqueurs	\$1,327,753	\$1,727,608	\$3,402,987	\$1,109,666	\$1,356,924
	Cream/Dairy Liqueurs	\$5,228,738	\$6,952,553	\$17,492,182	\$4,653,619	\$5,584,088
	Fruit Liqueurs	\$4,098,687	\$4,248,618	\$5,051,251	\$3,047,874	\$3,863,649
	Nut Liqueurs	\$1,435,664	\$1,460,218	\$1,887,605	\$973,546	\$1,392,474
	Other Liqueurs	\$538,747	\$595,873	\$734,686	\$497,862	\$580,646
	Whiskey Liqueurs	\$1,231,350	\$1,508,742	\$2,159,687	\$1,272,120	\$1,411,376
	Summary	\$19,744,530	\$22,649,766	\$38,654,661	\$17,575,661	\$20,559,274
Other Spirits	Cachaca	\$42,809	\$50,678	\$24,764	\$30,019	\$33,493
	Flavoured Spirits	\$702,014	\$862,018	\$834,187	\$634,987	\$777,365
	Miscellaneous/Other Spirits	\$317,782	\$386,172	\$557,049	\$247,598	\$403,467

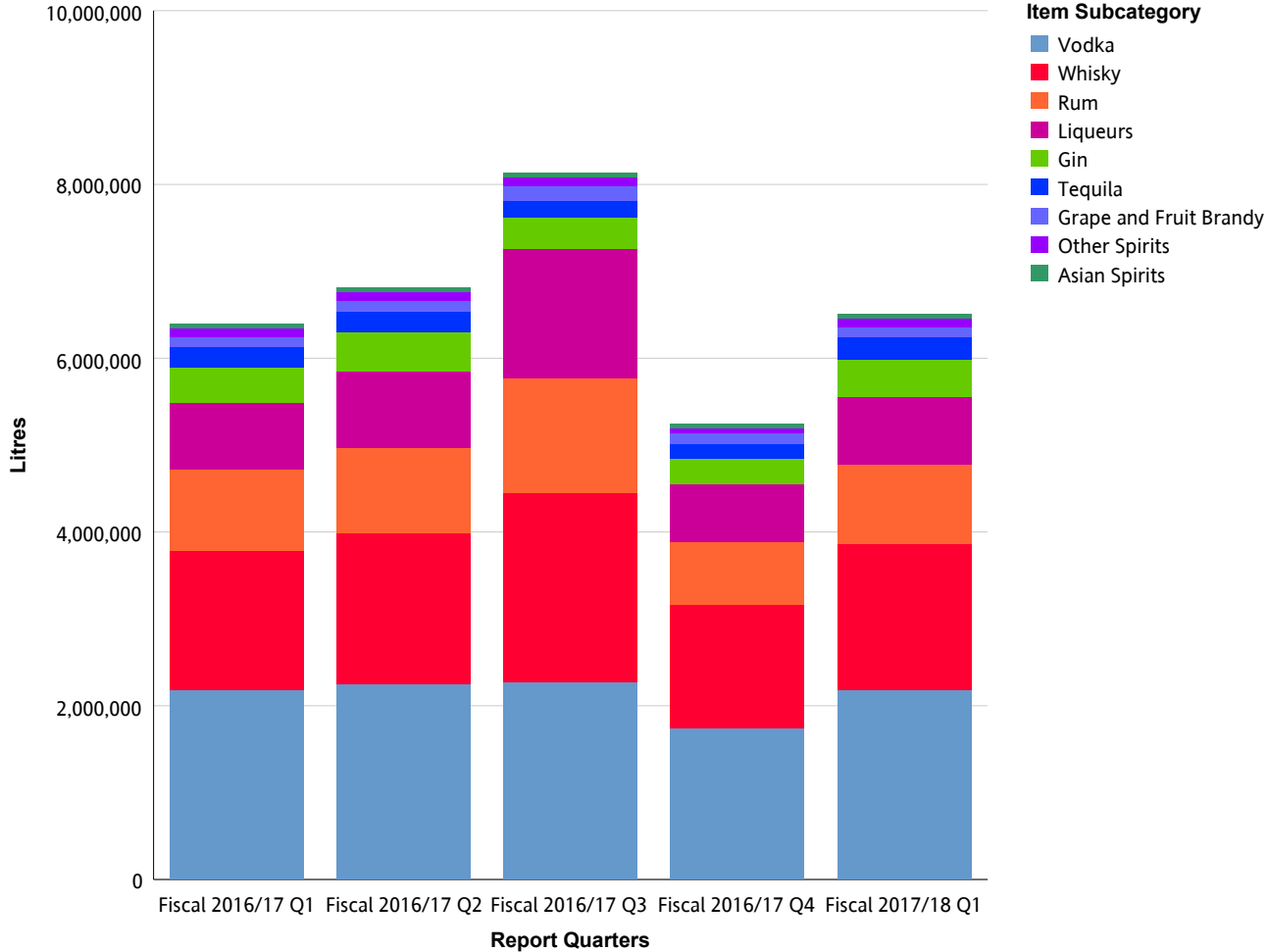
Spirits Sales (Net \$)

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	\$145,670	\$157,337	\$218,836	\$109,472	\$161,685
	Ready to Mix Cocktails	\$695,285	\$720,675	\$517,344	\$464,141	\$664,333
	Ready to Serve Cocktails	\$567,707	\$780,833	\$800,179	\$436,246	\$608,592
	Schnapps and Akvavit	\$68,686	\$95,172	\$126,919	\$45,845	\$61,447
	Summary	\$2,539,953	\$3,052,886	\$3,079,277	\$1,968,308	\$2,710,381
Rum	Amber Rum	\$5,483,571	\$5,806,009	\$7,861,000	\$4,522,469	\$5,209,072
	Dark Rum	\$2,652,896	\$2,799,967	\$4,258,234	\$2,601,350	\$2,811,279
	Flavoured Rum	\$408,285	\$516,561	\$284,601	\$209,054	\$357,867
	Spiced Rum	\$7,415,859	\$7,919,973	\$12,645,574	\$5,591,446	\$7,112,463
	White Rum	\$8,026,962	\$8,210,311	\$9,018,543	\$5,762,814	\$7,966,694
	Summary	\$23,987,573	\$25,252,821	\$34,067,952	\$18,687,134	\$23,457,374
Tequila	Blanco/Silver Tequila	\$2,438,246	\$2,542,249	\$2,156,938	\$1,960,286	\$2,906,684
	Flavoured Tequila	\$105,463	\$112,801	\$86,347	\$91,271	\$127,249
	Gold Tequila	\$5,407,253	\$5,692,515	\$4,737,878	\$4,056,656	\$6,020,123
	Mezcal	\$147,826	\$110,682	\$124,961	\$100,520	\$147,206
	Summary	\$8,098,788	\$8,458,247	\$7,106,124	\$6,208,733	\$9,201,261
Vodka	Flavoured Vodka	\$3,399,213	\$3,558,294	\$3,649,129	\$2,632,771	\$3,476,530
	Straight Vodka	\$50,825,874	\$52,516,158	\$53,909,261	\$40,827,100	\$51,349,353
	Summary	\$54,225,087	\$56,074,452	\$57,558,390	\$43,459,871	\$54,825,884
Whisky	American Whiskey	\$2,361,439	\$2,467,908	\$3,132,842	\$1,952,596	\$2,377,055
	Blended Malt Scotch Whisky	\$76,779	\$60,601	\$170,405	\$134,944	\$135,133
	Blended Scotch Whisky	\$7,458,266	\$7,088,450	\$8,713,409	\$6,238,753	\$7,127,793
	Bourbon Whiskey	\$2,767,776	\$2,824,776	\$3,881,396	\$2,972,133	\$3,075,079
	Canadian Whisky	\$25,152,489	\$28,631,357	\$34,348,028	\$21,435,821	\$26,429,629
	Flavoured Whisky	\$18,575	\$37,533	\$68,635	\$38,126	\$28,212
	Irish Whiskey	\$2,155,405	\$2,454,957	\$4,274,332	\$3,432,848	\$2,575,999
	Other Country Whisky	\$442,332	\$534,829	\$954,911	\$494,037	\$596,625
	Single Malt Scotch Whisky	\$8,210,736	\$7,529,757	\$14,965,868	\$7,022,122	\$8,446,264

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	\$48,643,796	\$51,630,169	\$70,509,826	\$43,721,381	\$50,791,788
Summary		\$174,838,552	\$186,201,326	\$229,442,745	\$146,331,718	\$180,255,880

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	9,676	9,099	10,596	11,251	10,826
	Korea Spirits	40,485	39,797	41,887	40,588	42,150
	Other Country Asian Spirits	2,091	2,027	2,014	1,851	1,867
	Summary	52,252	50,923	54,498	53,691	54,844
Gin	Dry Gin	399,543	424,602	350,046	282,692	404,170
	Flavoured Gin	12,381	14,628	6,934	6,125	11,874
	Other Gin	5,048	5,982	5,458	4,148	10,889
	Summary	416,972	445,212	362,438	292,966	426,932
Grape and Fruit Brandy	Armagnac	559	741	658	545	551
	Brandy	94,098	91,503	140,172	90,208	93,016
	Cognac	15,495	20,508	27,895	17,854	19,955
	Eau de Vie	4,932	5,319	7,573	5,797	5,145
	Grappa And Marc	1,196	1,228	1,854	1,138	1,419
	Pisco	2,125	3,142	1,888	1,750	2,806
	Summary	118,405	122,440	180,040	117,291	122,892
Liqueurs	Anise And Herbal/Spice Liqueurs	210,164	217,075	280,811	212,335	225,242
	Coffee And Cocoa Liqueurs	55,048	71,379	136,338	46,638	56,173
	Cream/Dairy Liqueurs	217,648	289,787	716,578	193,767	229,576
	Fruit Liqueurs	157,012	163,934	179,475	113,940	143,299
	Nut Liqueurs	62,101	63,349	75,261	38,922	60,574
	Other Liqueurs	20,390	21,671	27,788	19,766	21,592
	Whiskey Liqueurs	41,534	52,734	70,955	42,400	47,388
	Summary	763,896	879,929	1,487,205	667,768	783,844
Other Spirits	Cachaca	1,309	1,571	759	917	1,012
	Flavoured Spirits	14,700	18,846	17,604	13,367	16,696
	Miscellaneous/Other Spirits	7,065	8,301	11,671	5,789	8,603

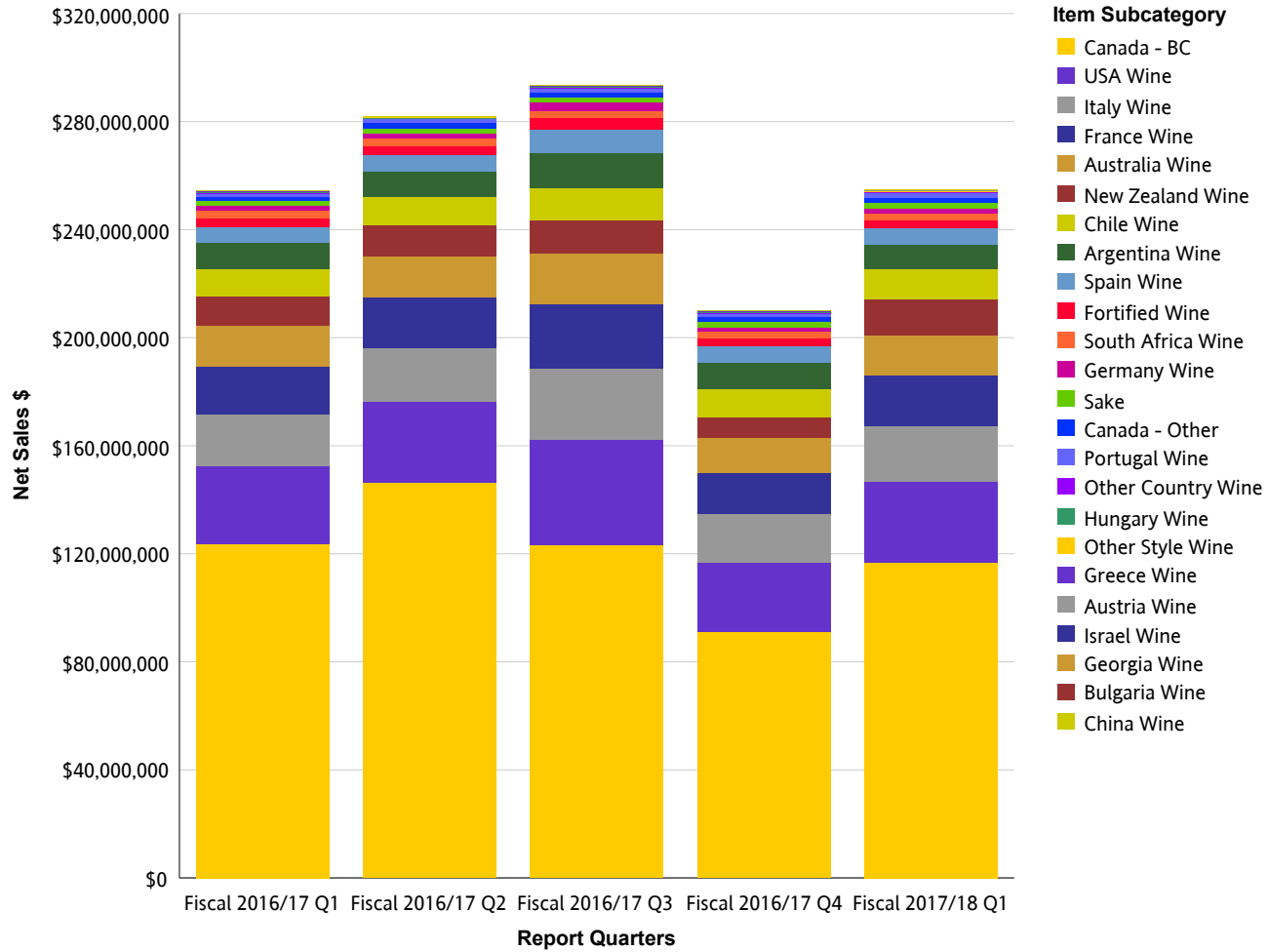
Spirits Sales (Litres)

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	4,576	4,585	5,630	3,626	5,624
	Ready to Mix Cocktails	35,233	36,622	25,995	23,415	33,203
	Ready to Serve Cocktails	26,088	33,660	26,903	15,396	26,656
	Schnapps and Akvavit	1,839	2,469	3,228	1,198	1,611
	Summary	90,810	106,055	91,790	63,708	93,404
Rum	Amber Rum	205,720	218,647	302,572	169,283	197,266
	Dark Rum	103,340	108,970	167,250	99,668	108,451
	Flavoured Rum	17,072	21,952	11,943	8,726	14,894
	Spiced Rum	271,172	290,272	459,962	197,876	258,913
	White Rum	337,404	346,552	381,489	241,022	332,632
	Summary	934,708	986,394	1,323,216	716,575	912,154
Tequila	Blanco/Silver Tequila	66,050	68,219	54,523	50,014	77,809
	Flavoured Tequila	2,988	3,142	2,243	2,328	3,505
	Gold Tequila	157,800	170,582	131,536	117,258	171,905
	Mezcal	2,266	1,606	1,801	1,355	2,227
	Summary	229,105	243,549	190,103	170,954	255,446
Vodka	Flavoured Vodka	127,854	134,517	132,545	97,776	131,078
	Straight Vodka	2,048,829	2,118,843	2,144,427	1,642,998	2,054,313
	Summary	2,176,683	2,253,361	2,276,972	1,740,774	2,185,391
Whisky	American Whiskey	75,836	79,144	96,426	59,400	74,331
	Blended Malt Scotch Whisky	909	814	2,141	1,472	1,661
	Blended Scotch Whisky	259,264	245,744	296,498	217,578	247,828
	Bourbon Whiskey	77,179	79,464	101,721	79,021	84,094
	Canadian Whisky	1,017,105	1,140,976	1,364,265	873,403	1,070,921
	Flavoured Whisky	766	1,419	2,595	1,471	1,106
	Irish Whiskey	60,802	72,602	119,161	96,508	73,314
	Other Country Whisky	5,700	6,998	12,019	6,303	7,756
	Single Malt Scotch Whisky	110,552	103,382	173,923	91,409	113,389

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	1,608,113	1,730,543	2,168,749	1,426,564	1,674,400
Summary		6,390,943	6,818,406	8,135,011	5,250,290	6,509,308

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	\$9,078,860	\$8,409,681	\$12,511,803	\$8,925,584	\$8,031,230
	Argentina Rose Wine	\$90,985	\$97,431	\$55,933	\$47,259	\$78,459
	Argentina Sparkling Wine	\$9,647	\$10,723	\$28,090	\$10,516	\$9,683
	Argentina White Wine	\$770,065	\$780,821	\$745,143	\$601,547	\$790,460
	Summary	\$9,949,557	\$9,298,656	\$13,340,969	\$9,584,906	\$8,909,832
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Australia Red Wine	\$9,378,418	\$8,921,162	\$12,389,353	\$8,505,302	\$9,014,419
	Australia Rose Wine	\$155,450	\$174,593	\$126,047	\$114,631	\$247,154
	Australia Sparkling Wine	\$616,245	\$632,996	\$983,202	\$492,863	\$709,462
	Australia White Wine	\$5,002,325	\$5,439,826	\$5,389,591	\$3,787,519	\$5,154,512
	Summary	\$15,152,438	\$15,168,577	\$18,888,193	\$12,900,315	\$15,125,547
Austria Wine	Austria Red Wine	\$7,938	\$4,749	\$7,550	\$34,435	\$49,627
	Austria Rose Wine	\$0	\$1,218	\$0	\$0	\$0
	Austria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Austria White Wine	\$39,622	\$46,059	\$43,782	\$63,269	\$87,374
	Summary	\$47,560	\$52,026	\$51,332	\$97,704	\$137,001
Bulgaria Wine	Bulgaria Red Wine	\$22,463	\$16,016	\$30,275	\$20,897	\$25,185
	Bulgaria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$293	\$1,018	\$102	\$204	\$0
	Summary	\$22,756	\$17,033	\$30,377	\$21,101	\$25,185
Canada - BC	Canada - BC Dessert Wine	\$188,760	\$389,415	\$206,830	\$133,670	\$193,512
	Canada - BC Fruit Wine	\$1,059,410	\$1,711,980	\$970,165	\$582,813	\$896,266
	Canada - BC Ice Wine	\$1,877,457	\$2,741,048	\$1,675,917	\$1,077,984	\$1,440,274
	Canada - BC Red Wine	\$54,806,696	\$65,824,919	\$64,247,381	\$45,645,671	\$52,077,818
	Canada - BC Rose Wine	\$5,364,608	\$5,731,089	\$2,353,389	\$2,143,300	\$5,700,087
	Canada - BC Sparkling Wine	\$1,943,461	\$2,643,562	\$2,144,442	\$1,250,478	\$2,015,827

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	\$58,276,153	\$67,433,948	\$51,420,129	\$40,167,740	\$54,328,292
	Summary	\$123,516,546	\$146,475,961	\$123,018,252	\$91,001,657	\$116,652,076
Canada - Other	Canada - Other Dessert Wine	\$4,562	\$3,284	\$5,569	\$1,285	\$2,613
	Canada - Other Fruit Wine	\$25,394	\$26,632	\$23,765	\$13,019	\$7,632
	Canada - Other Ice Wine	\$832,870	\$1,371,069	\$947,560	\$1,049,997	\$1,027,897
	Canada - Other Red Wine	\$108,094	\$234,007	\$213,068	\$242,716	\$333,578
	Canada - Other Rose Wine	\$1,001	\$1,751	\$455	\$803	\$481
	Canada - Other Sparkling Wine	\$367,192	\$333,447	\$609,490	\$314,755	\$385,346
	Canada - Other White Wine	\$60,771	\$167,391	\$131,449	\$212,939	\$199,115
	Summary	\$1,399,885	\$2,137,581	\$1,931,356	\$1,835,515	\$1,956,661
Chile Wine	Chile Fruit and Dessert Wine	\$6,926	\$5,832	\$11,948	\$4,791	\$6,186
	Chile Red Wine	\$6,559,625	\$6,808,149	\$8,685,719	\$7,718,766	\$7,584,917
	Chile Rose Wine	\$157,462	\$236,440	\$12,018	\$20,551	\$241,419
	Chile Sparkling Wine	\$50,177	\$48,976	\$60,330	\$40,240	\$42,993
	Chile White Wine	\$3,231,155	\$3,420,548	\$3,144,396	\$2,769,145	\$3,434,945
	Summary	\$10,005,344	\$10,519,944	\$11,914,411	\$10,553,493	\$11,310,459
China Wine	China Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	China Red Wine	\$3,117	\$2,514	\$2,112	\$201	\$0
	China White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$3,117	\$2,514	\$2,112	\$201	\$0
Fortified Wine	Other Fortified Domestic Wine	\$1,389,525	\$1,728,682	\$1,396,307	\$1,005,991	\$1,188,846
	Other Fortified Import Wine	\$451,255	\$425,757	\$673,083	\$457,660	\$434,548
	Port Wine	\$513,018	\$533,557	\$1,248,674	\$705,020	\$584,305
	Sherry Wine	\$211,959	\$185,202	\$355,902	\$276,039	\$219,924
	Vermouth Wine	\$533,128	\$461,165	\$596,377	\$469,943	\$526,081
	Summary	\$3,098,885	\$3,334,364	\$4,270,343	\$2,914,654	\$2,953,703
France Wine	France Champagne Wine	\$2,832,223	\$3,496,699	\$5,980,428	\$2,340,021	\$3,421,984
	France Fruit and Dessert Wine	\$17,696	\$20,253	\$80,681	\$18,512	\$17,172

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	\$8,560,778	\$9,462,543	\$12,074,271	\$9,012,111	\$8,322,924
	France Rose Wine	\$2,072,236	\$1,531,730	\$470,282	\$588,696	\$2,720,268
	France Sparkling Wine	\$611,176	\$625,148	\$1,063,632	\$505,268	\$683,742
	France White Wine	\$3,397,433	\$3,495,387	\$4,078,503	\$2,813,546	\$3,501,852
	Summary	\$17,491,542	\$18,631,760	\$23,747,797	\$15,278,153	\$18,667,942
Georgia Wine	Georgia Red Wine	\$19,514	\$49,479	\$73,222	\$49,085	\$47,603
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$19,514	\$49,479	\$73,222	\$49,085	\$47,603
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$23,934	(\$8,974)	\$202
	Germany Red Wine	\$42,749	\$52,434	\$53,528	\$56,017	\$43,110
	Germany Rose Wine	\$18,900	\$19,003	\$11,580	\$10,527	\$18,892
	Germany Sparkling Wine	\$665,958	\$551,220	\$1,355,307	\$379,143	\$627,677
	Germany White Wine	\$1,269,606	\$1,283,918	\$1,548,066	\$1,305,259	\$1,283,177
	Summary	\$1,997,214	\$1,906,574	\$2,992,416	\$1,741,972	\$1,973,058
Greece Wine	Greece Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Greece Red Wine	\$123,077	\$101,236	\$123,888	\$107,385	\$117,951
	Greece Rose Wine	\$0	\$0	\$0	\$0	\$390
	Greece White Wine	\$123,766	\$114,063	\$97,052	\$79,661	\$111,524
	Summary	\$246,843	\$215,299	\$220,940	\$187,045	\$229,866
Hungary Wine	Hungary Fruit and Dessert Wine	\$13,201	\$14,326	\$37,439	\$29,674	\$15,227
	Hungary Red Wine	\$30,538	\$28,452	\$40,754	\$38,562	\$25,626
	Hungary Sparkling Wine	\$65,079	\$51,502	\$97,932	\$35,603	\$66,597
	Hungary White Wine	\$148,235	\$143,782	\$135,977	\$147,107	\$136,786
	Summary	\$257,054	\$238,062	\$312,102	\$250,946	\$244,236
Israel Wine	Israel Red Wine	\$26,229	\$34,165	\$35,937	\$29,738	\$36,785
	Israel Rose Wine	\$0	\$4,787	\$1,661	\$3,848	\$5,554
	Israel White Wine	\$23,062	\$14,432	\$16,170	\$13,681	\$17,454
	Summary	\$49,290	\$53,384	\$53,768	\$47,267	\$59,793

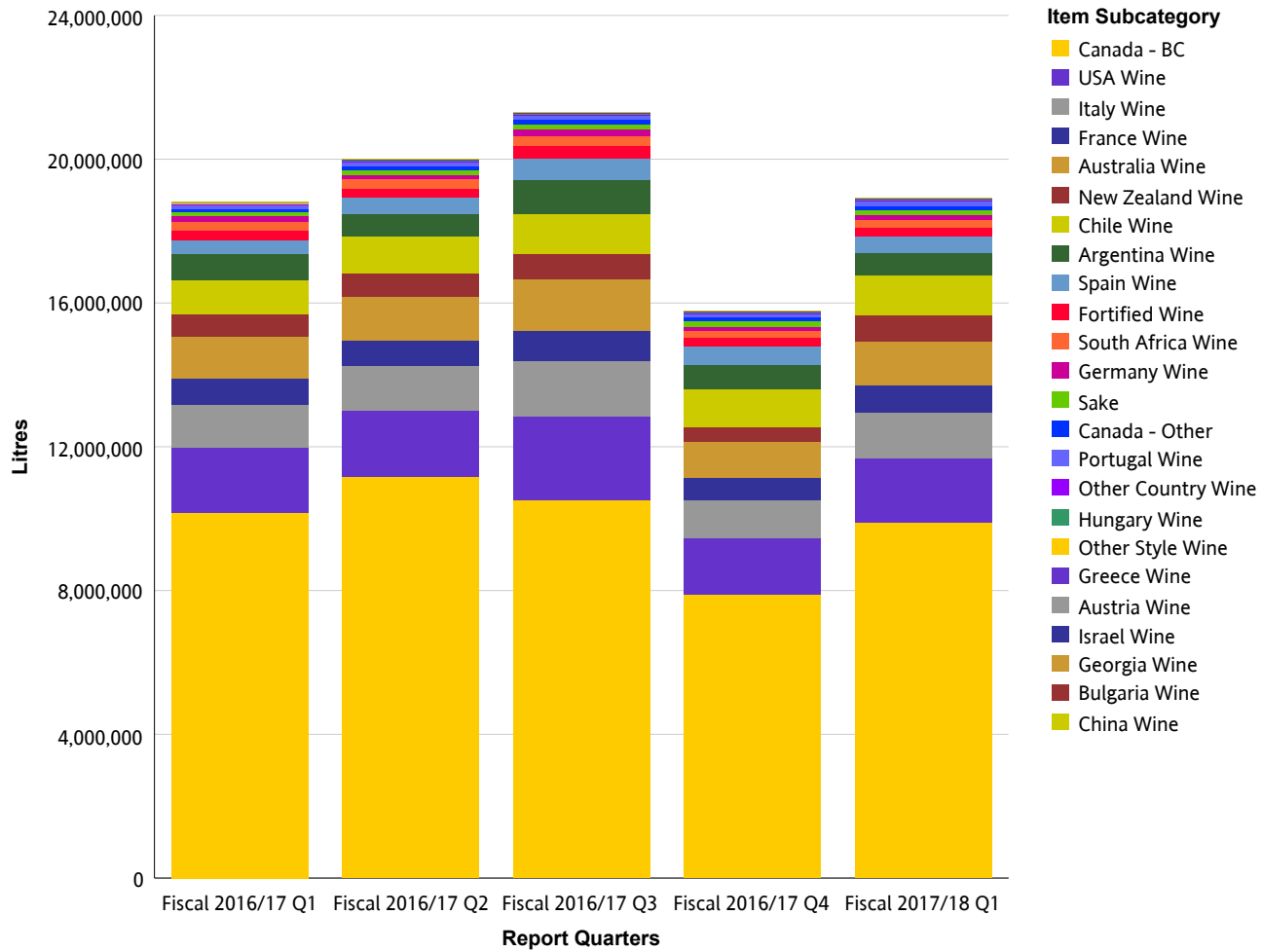
Wine Sales (Net \$)

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	\$5,888	\$5,918	\$12,026	\$8,700	\$6,010
	Italy Red Wine	\$10,063,102	\$9,869,785	\$14,441,022	\$10,283,244	\$9,906,862
	Italy Rose Wine	\$193,735	\$335,494	\$211,995	\$179,803	\$449,057
	Italy Sparkling Wine	\$1,333,002	\$1,298,168	\$1,868,473	\$1,010,471	\$1,326,553
	Italy White Wine	\$5,006,143	\$5,359,755	\$4,739,567	\$3,938,930	\$5,054,558
	Prosecco Wine	\$2,892,385	\$3,206,284	\$5,015,078	\$2,310,618	\$3,572,325
	Summary	\$19,494,255	\$20,075,403	\$26,288,161	\$17,731,766	\$20,315,366
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$662,592	\$740,502	\$951,546	\$727,774	\$734,001
	New Zealand Rose Wine	\$131,285	\$58,768	\$8,480	\$138,679	\$327,629
	New Zealand Sparkling Wine	\$147,755	\$142,090	\$182,679	\$107,550	\$121,327
	New Zealand White Wine	\$9,893,920	\$10,608,575	\$10,992,417	\$6,719,397	\$11,959,038
	Summary	\$10,835,552	\$11,549,935	\$12,135,122	\$7,693,401	\$13,141,996
Other Country Wine	Other Country Fruit and Dessert Wine	\$186,836	\$182,198	\$208,573	\$214,617	\$207,356
	Other Country Red Wine	\$70,246	\$74,826	\$100,103	\$101,296	\$77,527
	Other Country Rose Wine	\$6,660	\$2,888	\$1,722	\$2,915	\$5,393
	Other Country Sparkling Wine	\$3,378	\$6,414	\$5,443	\$3,018	\$8,186
	Other Country White Wine	\$31,261	\$30,768	\$27,240	\$41,617	\$47,626
	Summary	\$298,381	\$297,094	\$343,081	\$363,462	\$346,087
Other Style Wine	Aperitif And Flavoured Wine	\$175,786	\$206,377	\$212,550	\$125,421	\$157,112
	Mead	\$9,705	\$8,200	\$13,874	\$4,789	\$45,214
	Rice Wine	\$59,687	\$45,773	\$61,148	\$70,834	\$47,580
	Summary	\$245,178	\$260,350	\$287,571	\$201,043	\$249,906
Portugal Wine	Portugal Fruit and Dessert Wine	\$0	\$0	\$2,391	\$1,088	\$1,001
	Portugal Red Wine	\$499,127	\$501,507	\$691,436	\$699,482	\$667,086
	Portugal Rose Wine	\$207,898	\$193,472	\$174,155	\$153,535	\$292,469
	Portugal Sparkling Wine	\$0	\$880	\$4,194	\$5,017	\$14,048
	Portugal White Wine	\$534,439	\$588,401	\$311,020	\$253,652	\$570,715

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	\$1,241,464	\$1,284,260	\$1,183,196	\$1,112,773	\$1,545,320
Sake	Japan Sake	\$954,081	\$1,005,367	\$1,061,818	\$1,123,441	\$1,131,397
	Other Country Sake	\$72,885	\$81,312	\$72,990	\$67,382	\$79,847
	USA Sake	\$656,747	\$667,615	\$800,892	\$835,703	\$711,876
	Summary	\$1,683,714	\$1,754,293	\$1,935,701	\$2,026,526	\$1,923,120
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	South Africa Red Wine	\$1,467,646	\$1,473,194	\$1,774,436	\$1,403,293	\$1,277,649
	South Africa Rose Wine	\$30,560	\$555	\$306	\$0	\$43,606
	South Africa Sparkling Wine	\$46,628	\$81,545	\$69,353	\$41,440	\$34,355
	South Africa White Wine	\$1,292,286	\$1,146,564	\$1,013,263	\$844,408	\$1,099,214
	Summary	\$2,837,120	\$2,701,858	\$2,857,358	\$2,289,140	\$2,454,824
Spain Wine	Spain Fruit and Dessert Wine	\$0	\$0	\$0	\$1,340	\$5,059
	Spain Red Wine	\$4,277,468	\$4,629,870	\$5,822,584	\$4,742,560	\$4,467,361
	Spain Rose Wine	\$151,289	\$150,297	\$56,023	\$76,476	\$243,700
	Spain Sparkling Wine	\$1,038,362	\$1,068,515	\$2,118,353	\$749,220	\$1,160,406
	Spain White Wine	\$332,865	\$403,755	\$374,055	\$610,783	\$370,534
	Summary	\$5,799,984	\$6,252,437	\$8,371,016	\$6,180,379	\$6,247,061
USA Wine	USA Fruit and Dessert Wine	\$7,070	\$7,113	\$4,428	\$3,288	\$5,746
	USA Red Wine	\$20,053,888	\$20,687,636	\$30,137,439	\$19,071,327	\$21,567,746
	USA Rose Wine	\$1,093,363	\$1,061,270	\$1,016,740	\$1,047,684	\$1,321,646
	USA Sparkling Wine	\$379,270	\$405,237	\$632,730	\$284,185	\$388,161
	USA White Wine	\$7,227,884	\$7,594,518	\$7,512,000	\$5,578,486	\$6,980,606
	Summary	\$28,761,474	\$29,755,774	\$39,303,338	\$25,984,970	\$30,263,905
Summary		\$254,454,667	\$282,032,620	\$293,552,134	\$210,047,474	\$254,780,548

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	638,186	571,429	878,303	644,533	546,248
	Argentina Rose Wine	6,991	7,524	4,258	3,659	6,121
	Argentina Sparkling Wine	453	526	1,488	517	480
	Argentina White Wine	64,051	64,659	63,338	48,938	66,556
	Summary	709,680	644,138	947,387	697,647	619,405
Australia Wine	Australia Fruit and Dessert Wine	0	0	0	0	0
	Australia Red Wine	657,118	624,476	852,981	604,386	641,296
	Australia Rose Wine	11,918	14,681	10,440	9,085	19,803
	Australia Sparkling Wine	48,315	50,208	78,756	37,314	56,276
	Australia White Wine	460,918	508,604	511,549	349,604	488,162
	Summary	1,178,269	1,197,969	1,453,726	1,000,389	1,205,536
Austria Wine	Austria Red Wine	315	180	252	468	734
	Austria Rose Wine	0	54	0	0	0
	Austria Sparkling Wine	0	0	0	0	0
	Austria White Wine	1,830	2,031	1,856	2,386	2,612
	Summary	2,145	2,265	2,108	2,854	3,346
Bulgaria Wine	Bulgaria Red Wine	2,074	1,458	2,892	1,566	2,311
	Bulgaria Sparkling Wine	0	0	0	0	0
	Bulgaria White Wine	27	90	9	18	0
	Summary	2,102	1,548	2,901	1,584	2,311
Canada - BC	Canada - BC Dessert Wine	4,095	7,955	4,268	2,781	3,555
	Canada - BC Fruit Wine	47,957	79,440	42,503	26,783	40,181
	Canada - BC Ice Wine	15,586	22,155	14,705	10,267	12,070
	Canada - BC Red Wine	4,348,036	4,758,362	5,245,259	3,736,636	4,294,655
	Canada - BC Rose Wine	361,251	392,494	206,325	188,630	381,629
	Canada - BC Sparkling Wine	82,635	112,239	85,551	50,182	82,051

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	5,298,677	5,784,347	4,927,794	3,858,209	5,084,010
	Summary	10,158,237	11,156,992	10,526,405	7,873,489	9,898,151
Canada - Other	Canada - Other Dessert Wine	144	104	176	40	81
	Canada - Other Fruit Wine	472	482	652	386	125
	Canada - Other Ice Wine	11,020	18,469	11,958	13,794	13,182
	Canada - Other Red Wine	5,681	20,505	17,362	24,100	33,071
	Canada - Other Rose Wine	63	108	27	50	36
	Canada - Other Sparkling Wine	57,309	53,278	101,186	46,561	60,137
	Canada - Other White Wine	4,833	18,884	13,503	19,466	19,926
	Summary	79,523	111,829	144,865	104,396	126,558
Chile Wine	Chile Fruit and Dessert Wine	224	182	395	136	180
	Chile Red Wine	624,839	635,534	800,679	752,124	737,496
	Chile Rose Wine	11,748	24,988	986	2,042	25,322
	Chile Sparkling Wine	3,031	3,122	3,524	2,415	2,510
	Chile White Wine	333,050	360,896	319,194	280,915	351,560
	Summary	972,892	1,024,722	1,124,777	1,037,632	1,117,068
China Wine	China Fruit and Dessert Wine	0	0	0	0	0
	China Red Wine	140	112	94	9	0
	China White Wine	0	0	0	0	0
	Summary	140	112	94	9	0
Fortified Wine	Other Fortified Domestic Wine	157,058	155,010	161,496	130,964	139,397
	Other Fortified Import Wine	32,214	29,898	46,123	31,918	30,819
	Port Wine	16,301	16,345	39,044	21,039	17,243
	Sherry Wine	11,986	10,544	19,693	15,641	12,122
	Vermouth Wine	55,490	46,660	61,363	45,871	54,312
	Summary	273,049	258,457	327,719	245,433	253,893
France Wine	France Champagne Wine	32,507	38,655	67,984	26,302	37,167
	France Fruit and Dessert Wine	294	278	950	279	286

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	363,528	374,622	501,618	383,820	361,845
	France Rose Wine	119,572	91,288	29,514	36,018	157,312
	France Sparkling Wine	35,043	35,407	63,914	28,651	39,260
	France White Wine	166,407	172,189	175,021	142,941	174,014
	Summary	717,350	712,439	839,001	618,011	769,884
Georgia Wine	Georgia Red Wine	1,054	2,742	4,051	2,693	2,622
	Georgia White Wine	0	0	0	0	0
	Summary	1,054	2,742	4,051	2,693	2,622
Germany Wine	Germany Fruit and Dessert Wine	0	0	4,126	-1,631	24
	Germany Red Wine	2,608	3,724	3,466	3,314	2,710
	Germany Rose Wine	1,348	1,336	832	692	1,184
	Germany Sparkling Wine	42,655	33,785	89,828	22,761	39,017
	Germany White Wine	92,766	93,966	111,374	93,144	92,830
	Summary	139,377	132,812	209,626	118,280	135,764
Greece Wine	Greece Fruit and Dessert Wine	0	0	0	0	0
	Greece Red Wine	10,220	8,598	10,210	8,262	9,665
	Greece Rose Wine	0	0	0	0	22
	Greece White Wine	11,233	10,198	8,406	6,781	9,589
	Summary	21,453	18,796	18,616	15,042	19,276
Hungary Wine	Hungary Fruit and Dessert Wine	250	272	723	551	371
	Hungary Red Wine	2,350	2,247	3,352	3,198	2,060
	Hungary Sparkling Wine	5,378	4,300	8,119	2,752	5,435
	Hungary White Wine	13,886	14,437	12,770	15,238	12,922
	Summary	21,864	21,256	24,964	21,739	20,788
Israel Wine	Israel Red Wine	1,398	1,822	1,915	1,566	1,956
	Israel Rose Wine	0	274	95	220	318
	Israel White Wine	1,252	785	880	736	946
	Summary	2,650	2,882	2,890	2,522	3,220

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	74	101	174	127	152
	Italy Red Wine	578,763	575,903	778,073	553,550	571,776
	Italy Rose Wine	10,810	18,874	12,186	10,097	27,544
	Italy Sparkling Wine	79,019	74,574	110,922	57,851	77,299
	Italy White Wine	384,351	414,091	356,682	303,317	387,887
	Prosecco Wine	158,715	173,672	271,898	123,759	192,306
	Summary	1,211,732	1,257,214	1,529,935	1,048,702	1,256,963
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	29,936	34,709	45,506	35,986	34,403
	New Zealand Rose Wine	7,106	3,216	462	7,098	18,545
	New Zealand Sparkling Wine	6,923	6,502	8,629	4,754	5,676
	New Zealand White Wine	556,128	605,324	623,314	369,981	681,481
	Summary	600,092	649,751	677,911	417,819	740,105
Other Country Wine	Other Country Fruit and Dessert Wine	12,683	12,958	14,473	14,231	14,272
	Other Country Red Wine	3,657	4,082	5,584	4,563	4,264
	Other Country Rose Wine	270	122	81	144	260
	Other Country Sparkling Wine	110	191	250	164	333
	Other Country White Wine	1,880	1,904	1,706	1,867	2,533
	Summary	18,600	19,258	22,095	20,969	21,661
Other Style Wine	Aperitif And Flavoured Wine	13,053	17,311	15,171	8,524	12,399
	Mead	464	341	479	183	1,743
	Rice Wine	3,687	3,717	4,014	4,391	3,447
	Summary	17,204	21,368	19,664	13,098	17,589
Portugal Wine	Portugal Fruit and Dessert Wine	0	0	27	32	22
	Portugal Red Wine	37,772	37,244	50,029	56,204	50,246
	Portugal Rose Wine	21,568	19,496	17,673	16,053	28,418
	Portugal Sparkling Wine	0	45	171	158	486
	Portugal White Wine	45,598	57,142	28,500	21,920	51,872

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	104,938	113,926	96,400	94,365	131,043
Sake	Japan Sake	33,239	34,755	35,173	36,970	38,074
	Other Country Sake	3,046	3,229	3,160	2,874	3,159
	USA Sake	77,599	78,890	92,174	98,838	83,101
	Summary	113,884	116,873	130,507	138,682	124,334
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	0	0
	South Africa Red Wine	115,736	125,054	157,690	120,146	99,326
	South Africa Rose Wine	2,386	36	18	0	3,287
	South Africa Sparkling Wine	3,256	6,557	5,727	2,888	2,487
	South Africa White Wine	124,402	111,524	96,928	79,336	107,054
	Summary	245,780	243,172	260,364	202,370	212,154
Spain Wine	Spain Fruit and Dessert Wine	0	0	0	18	216
	Spain Red Wine	300,601	344,427	435,399	375,870	332,021
	Spain Rose Wine	12,365	11,636	4,436	6,470	18,456
	Spain Sparkling Wine	63,701	65,324	136,854	45,475	72,434
	Spain White Wine	22,516	32,653	34,487	75,018	27,869
	Summary	399,183	454,040	611,176	502,850	450,996
USA Wine	USA Fruit and Dessert Wine	754	451	225	184	360
	USA Red Wine	1,102,856	1,133,269	1,614,013	1,039,428	1,111,152
	USA Rose Wine	138,332	130,124	125,333	122,055	146,498
	USA Sparkling Wine	24,628	26,371	41,212	19,216	25,508
	USA White Wine	544,248	550,162	549,759	410,961	505,289
	Summary	1,810,818	1,840,379	2,330,542	1,591,844	1,788,807
Summary		18,802,018	20,004,940	21,307,722	15,772,420	18,921,475

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.