

Liquor Market Review

Fiscal 2017/18 Q3

December 2017



**LIQUOR
DISTRIBUTION
BRANCH**

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Introduction

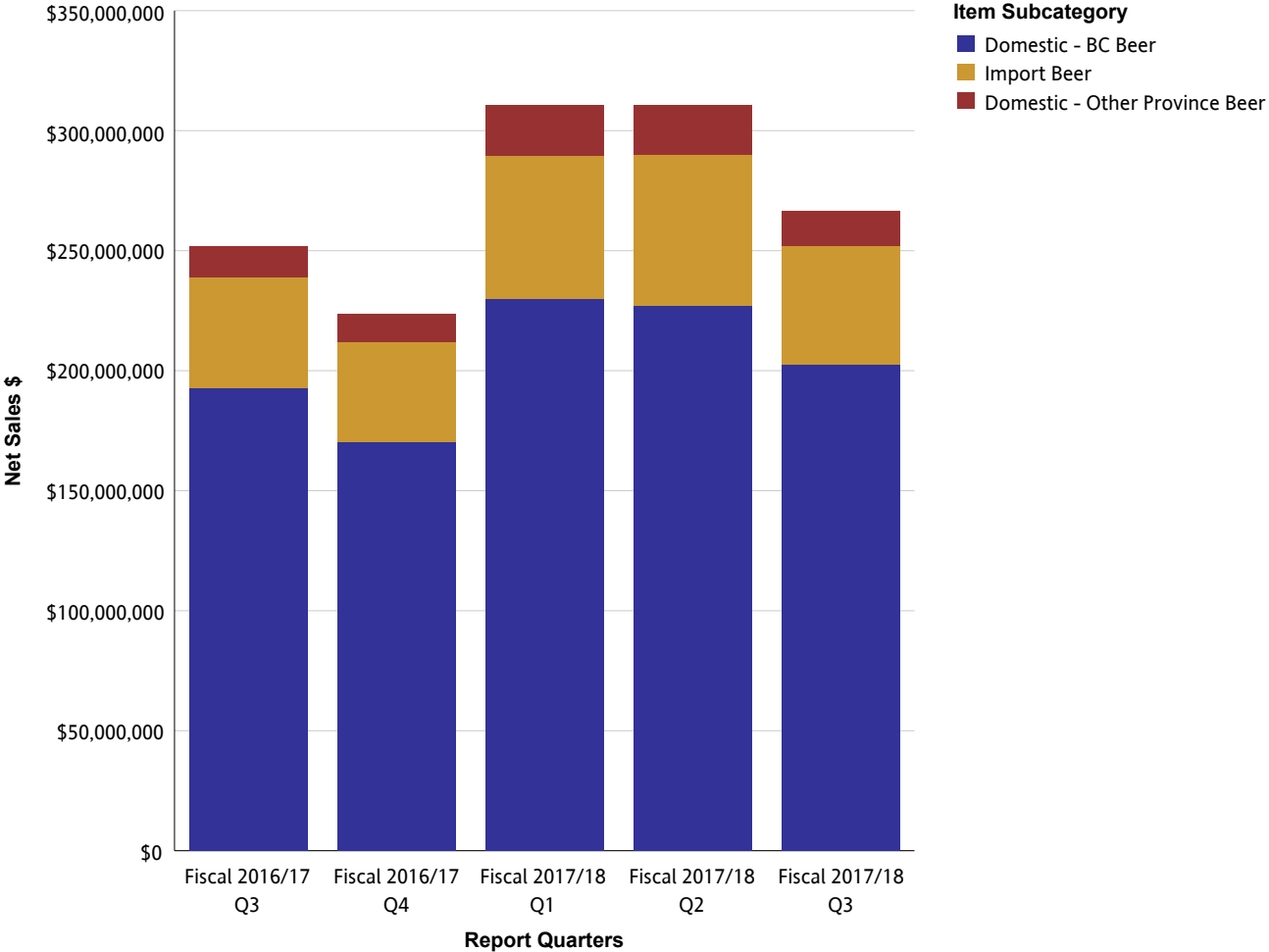
The Liquor Market Review provides provincial sales through the Wholesale channel for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer and excludes any applicable taxes. For each reporting period,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

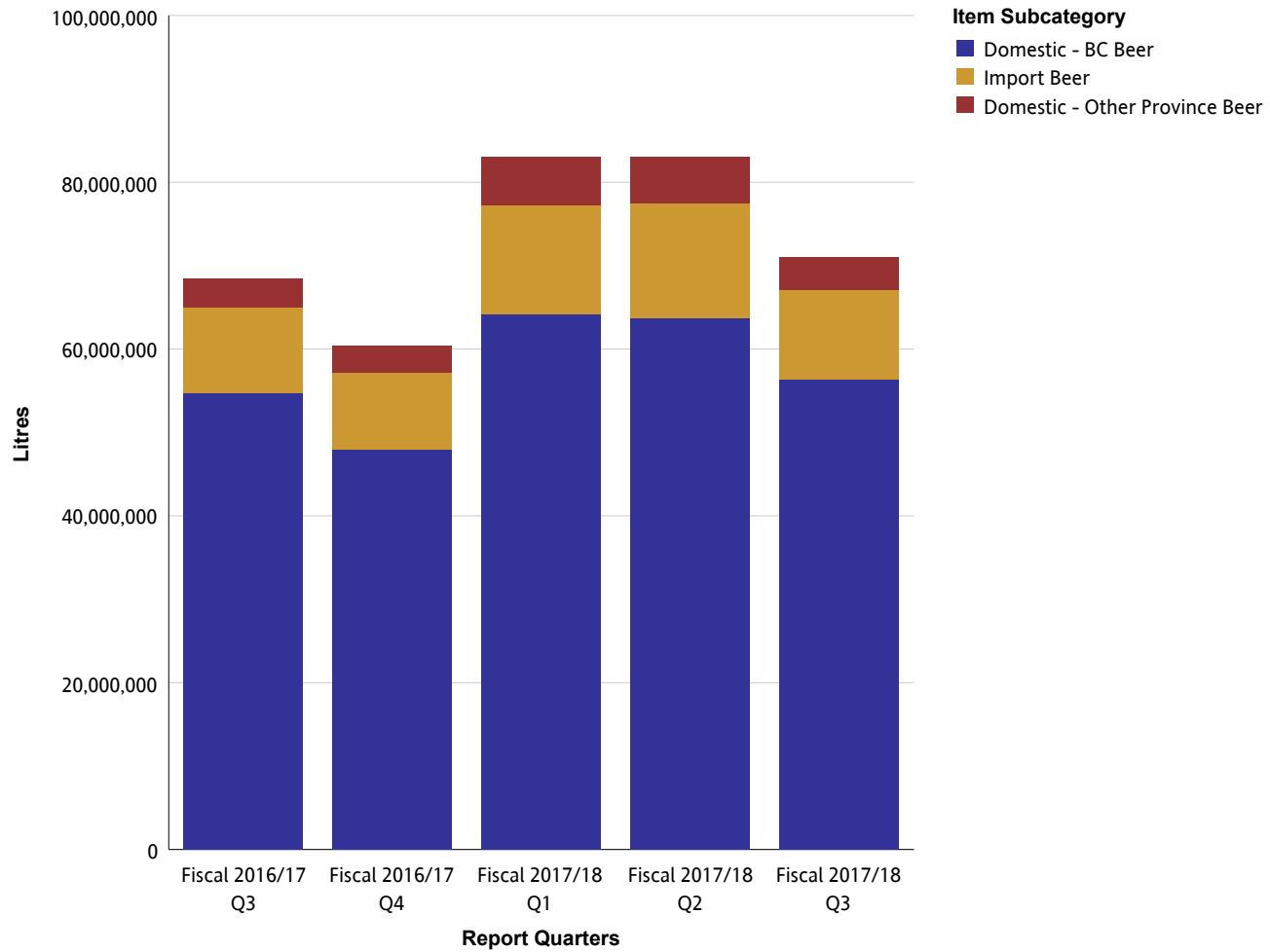


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Domestic - BC Beer	Domestic - BC Commercial Beer	\$136,397,367	\$117,900,067	\$157,995,201	\$152,854,732	\$137,854,660
	Domestic - BC Micro Brew Beer	\$23,504,878	\$23,434,109	\$31,900,068	\$33,671,600	\$29,721,470
	Domestic - BC Regional Beer	\$33,027,188	\$28,837,523	\$40,035,320	\$40,848,995	\$35,055,735
	Summary	\$192,929,434	\$170,171,699	\$229,930,589	\$227,375,328	\$202,631,864
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$10,303,559	\$9,485,975	\$18,313,867	\$17,929,785	\$11,892,845
	Domestic - Other Province Micro Brew Beer	\$191,028	\$198,394	\$309,283	\$323,903	\$272,974
	Domestic - Other Province Regional Beer	\$2,205,595	\$2,016,810	\$2,523,052	\$2,217,162	\$2,242,136
	Summary	\$12,700,183	\$11,701,180	\$21,146,202	\$20,470,849	\$14,407,955
Import Beer	Asia And South Pacific Beer	\$1,546,861	\$1,536,704	\$1,793,519	\$1,953,642	\$1,736,419
	Europe Beer	\$26,324,326	\$23,253,426	\$29,106,745	\$29,339,648	\$27,699,219
	Mexico And Caribbean Beer	\$7,560,001	\$7,183,299	\$14,359,677	\$15,844,121	\$8,396,993
	Other Country Beer	\$48,495	\$47,385	\$65,728	\$74,183	\$98,138
	USA Beer	\$10,722,619	\$9,871,585	\$14,442,220	\$15,324,818	\$11,586,291
	Summary	\$46,202,302	\$41,892,399	\$59,767,889	\$62,536,412	\$49,517,060
Summary		\$251,831,918	\$223,765,278	\$310,844,680	\$310,382,589	\$266,556,879

Beer Sales (Litres)

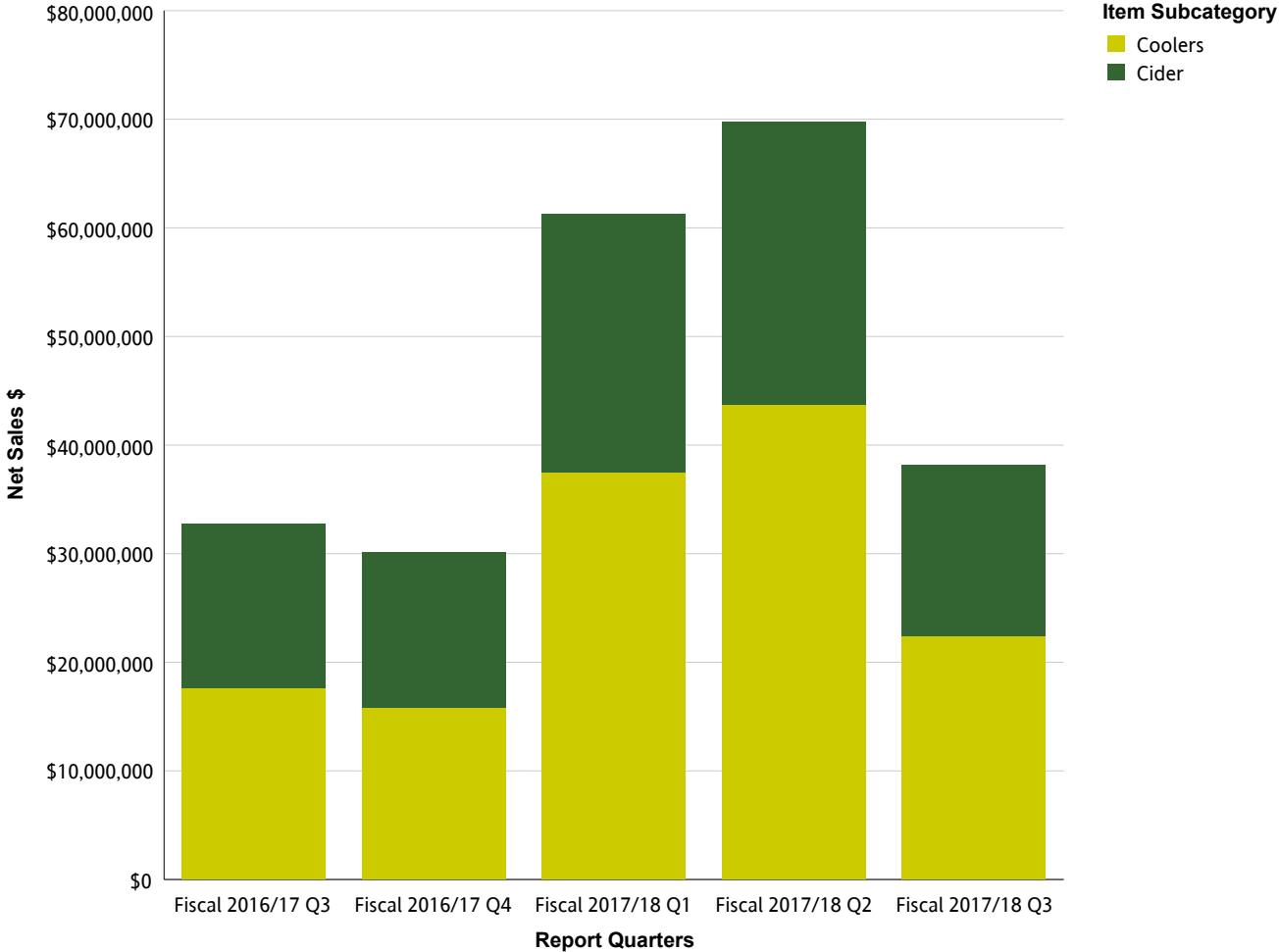


Beer Sales (Litres)

Beer

Litres		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Domestic - BC Beer	Domestic - BC Commercial Beer	40,497,771	34,644,897	45,863,434	44,667,280	40,394,303
	Domestic - BC Micro Brew Beer	5,183,636	5,323,207	7,240,886	7,687,061	6,472,972
	Domestic - BC Regional Beer	9,049,611	8,026,214	11,089,709	11,369,935	9,468,070
	Summary	54,731,017	47,994,319	64,194,028	63,724,276	56,335,345
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	2,814,854	2,679,893	5,064,970	4,957,743	3,308,036
	Domestic - Other Province Micro Brew Beer	26,865	28,916	43,956	44,321	37,454
	Domestic - Other Province Regional Beer	572,290	548,832	665,753	581,831	573,727
	Summary	3,414,009	3,257,641	5,774,679	5,583,895	3,919,217
Import Beer	Asia And South Pacific Beer	326,069	314,794	374,048	407,159	359,719
	Europe Beer	5,881,630	5,161,177	6,483,695	6,604,547	6,104,682
	Mexico And Caribbean Beer	1,458,951	1,360,649	2,766,932	3,076,986	1,588,337
	Other Country Beer	10,671	10,267	13,903	16,644	21,937
	USA Beer	2,553,881	2,312,126	3,411,873	3,622,442	2,713,263
	Summary	10,231,203	9,159,013	13,050,450	13,727,779	10,787,938
Summary		68,376,229	60,410,973	83,019,157	83,035,950	71,042,500

Refreshment Beverages Sales (Net \$)

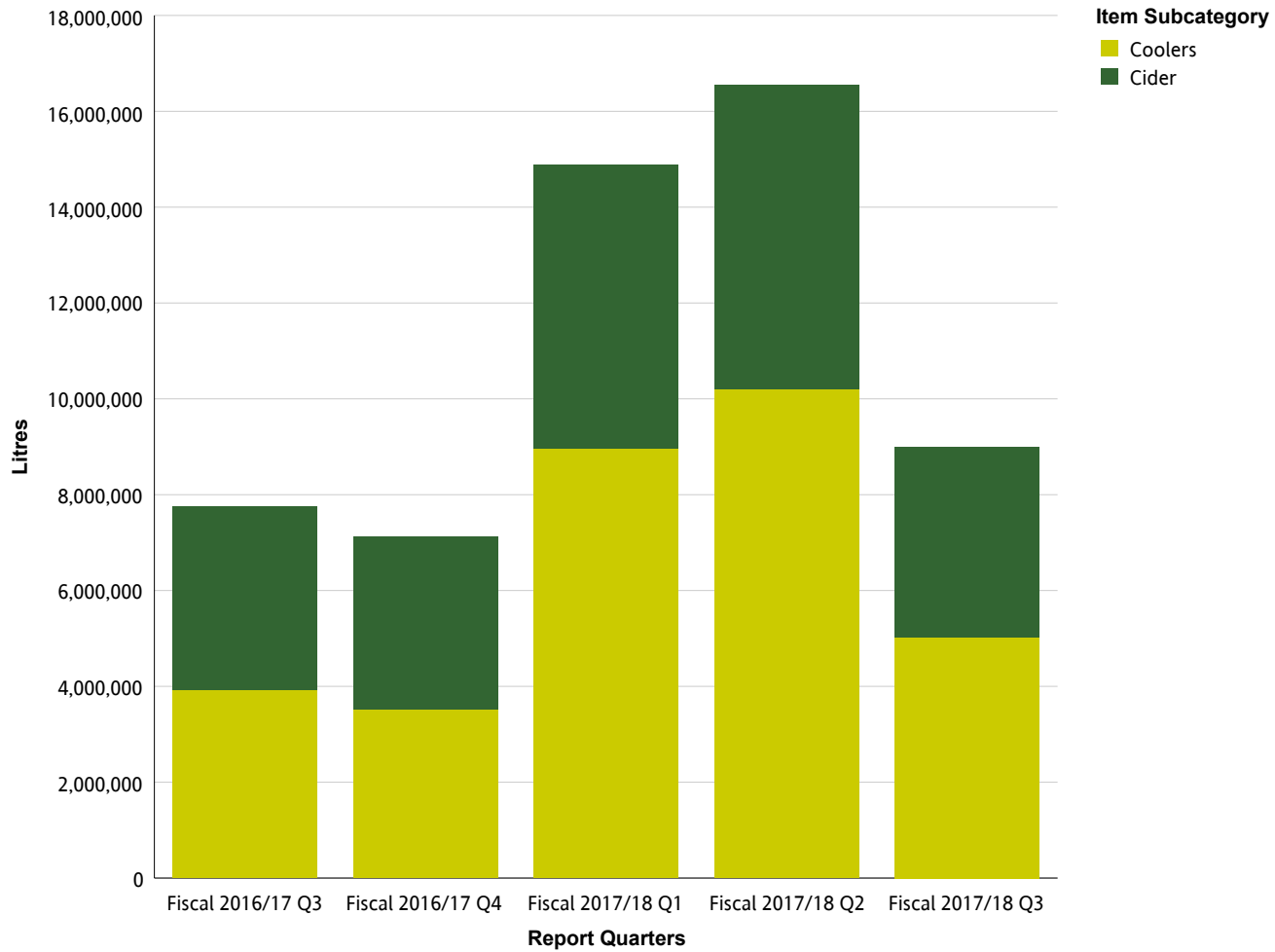


Refreshment Beverages Sales (Net \$)

Refreshment Beverages

Net Sales \$		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Cider	Domestic Cider	\$11,190,774	\$10,519,314	\$17,067,482	\$19,072,208	\$11,838,556
	Import Cider	\$3,967,363	\$3,825,431	\$6,680,537	\$6,945,230	\$3,949,901
	Summary	\$15,158,137	\$14,344,745	\$23,748,018	\$26,017,438	\$15,788,458
Coolers	Malt-Based Coolers	\$2,212,937	\$1,954,444	\$4,886,581	\$4,453,379	\$2,021,028
	Spirit Coolers	\$14,710,981	\$13,294,681	\$31,818,737	\$38,327,583	\$19,756,774
	Wine/Fruit Coolers	\$653,492	\$548,740	\$848,982	\$927,241	\$581,736
	Summary	\$17,577,410	\$15,797,865	\$37,554,301	\$43,708,204	\$22,359,538
Summary		\$32,735,547	\$30,142,610	\$61,302,319	\$69,725,641	\$38,147,996

Refreshment Beverages Sales (Litres)

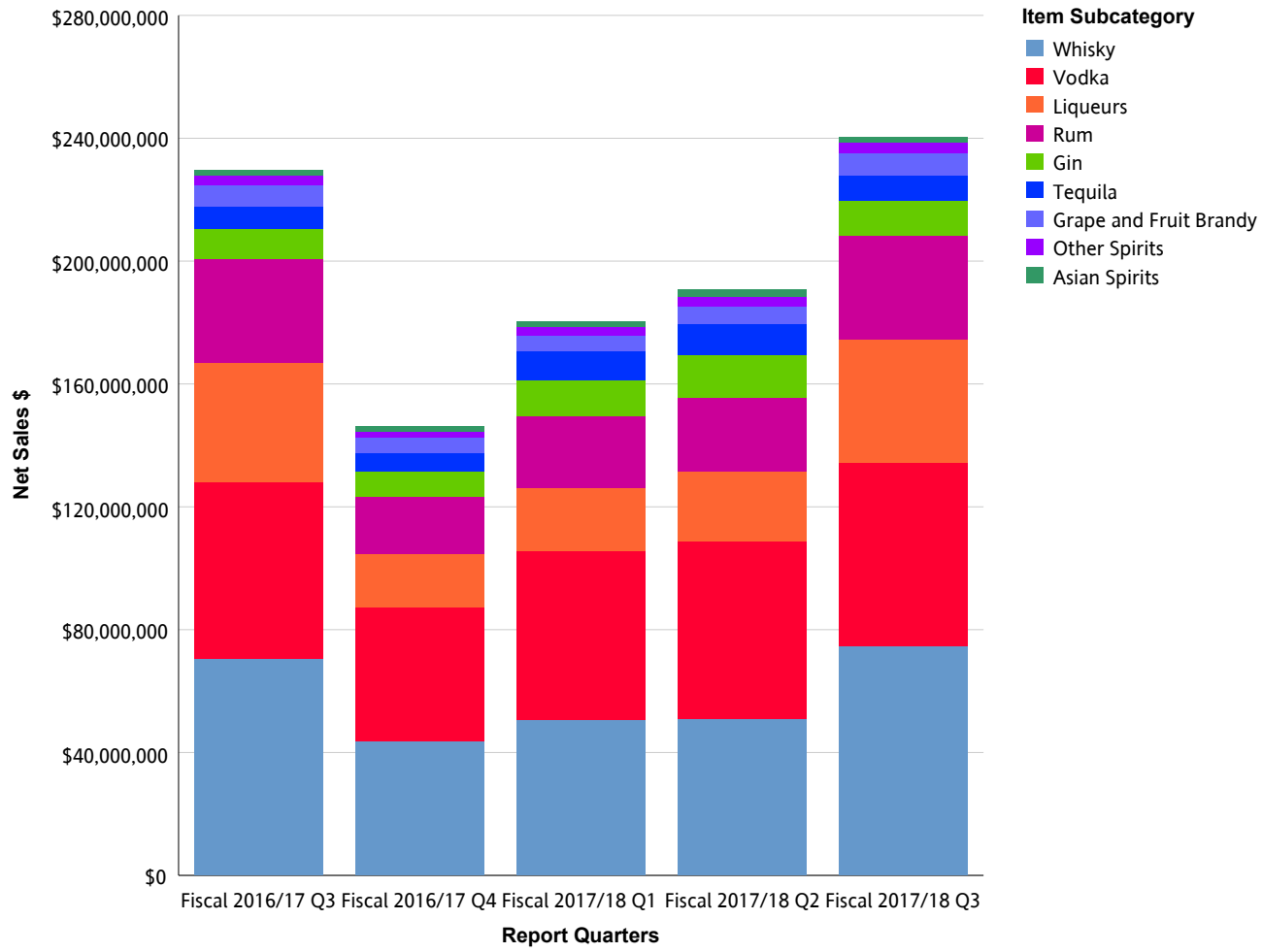


Refreshment Beverages Sales (Litres)

Refreshment Beverages

Litres		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Cider	Domestic Cider	2,986,205	2,807,499	4,497,809	4,851,638	3,115,327
	Import Cider	839,645	797,937	1,422,705	1,503,661	857,210
	Summary	3,825,850	3,605,436	5,920,514	6,355,299	3,972,537
Coolers	Malt-Based Coolers	493,173	432,956	1,134,702	1,038,453	451,459
	Spirit Coolers	3,307,938	2,990,169	7,670,095	8,988,626	4,457,056
	Wine/Fruit Coolers	124,464	106,142	157,479	173,200	109,075
	Summary	3,925,575	3,529,266	8,962,276	10,200,279	5,017,590
Summary		7,751,425	7,134,702	14,882,790	16,555,578	8,990,126

Spirits Sales (Net \$)



Spirits Sales (Net \$)

Spirits

Net Sales \$		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Asian Spirits	China Spirits	\$840,592	\$973,668	\$1,023,521	\$1,425,324	\$896,516
	Korea Spirits	\$743,249	\$718,858	\$752,114	\$786,910	\$912,126
	Other Country Asian Spirits	\$74,929	\$70,422	\$76,670	\$73,258	\$77,564
	Summary	\$1,658,770	\$1,762,949	\$1,852,305	\$2,285,492	\$1,886,205
Gin	Dry Gin	\$9,411,105	\$7,568,343	\$10,908,079	\$12,725,458	\$10,446,461
	Flavoured Gin	\$217,738	\$182,726	\$361,990	\$507,102	\$270,191
	Other Gin	\$236,095	\$177,191	\$478,085	\$635,861	\$647,214
	Summary	\$9,864,939	\$7,928,260	\$11,748,155	\$13,868,420	\$11,363,866
Grape and Fruit Brandy	Armagnac	\$74,253	\$66,591	\$59,280	\$58,224	\$69,645
	Brandy	\$3,385,915	\$2,158,758	\$2,250,286	\$2,123,169	\$3,293,224
	Cognac	\$2,963,147	\$2,408,512	\$2,442,774	\$2,973,298	\$3,411,818
	Eau de Vie	\$354,132	\$255,525	\$233,060	\$254,049	\$369,865
	Grappa And Marc	\$93,114	\$60,448	\$69,883	\$79,960	\$106,539
	Pisco	\$72,245	\$69,685	\$106,117	\$121,486	\$91,887
	Summary	\$6,942,806	\$5,019,519	\$5,161,401	\$5,610,187	\$7,342,978
Liqueurs	Anise And Herbal/Spice Liqueurs	\$7,931,757	\$6,020,974	\$6,371,206	\$6,355,802	\$8,257,655
	Coffee And Cocoa Liqueurs	\$3,402,864	\$1,109,666	\$1,358,880	\$1,701,523	\$3,264,416
	Cream/Dairy Liqueurs	\$17,492,182	\$4,653,619	\$5,584,088	\$7,064,873	\$18,315,548
	Fruit Liqueurs	\$5,061,910	\$3,065,214	\$3,879,030	\$4,300,387	\$5,161,462
	Nut Liqueurs	\$1,893,300	\$974,798	\$1,392,791	\$1,509,969	\$1,825,834
	Other Liqueurs	\$734,686	\$497,862	\$584,338	\$662,734	\$847,572
	Whiskey Liqueurs	\$2,154,768	\$1,259,828	\$1,402,034	\$1,385,084	\$2,219,908
	Summary	\$38,671,467	\$17,581,961	\$20,572,366	\$22,980,373	\$39,892,396
Other Spirits	Cachaca	\$24,764	\$30,019	\$33,493	\$39,399	\$33,367
	Flavoured Spirits	\$834,187	\$634,987	\$777,866	\$940,421	\$881,870
	Miscellaneous/Other Spirits	\$557,049	\$247,685	\$407,298	\$446,940	\$549,985

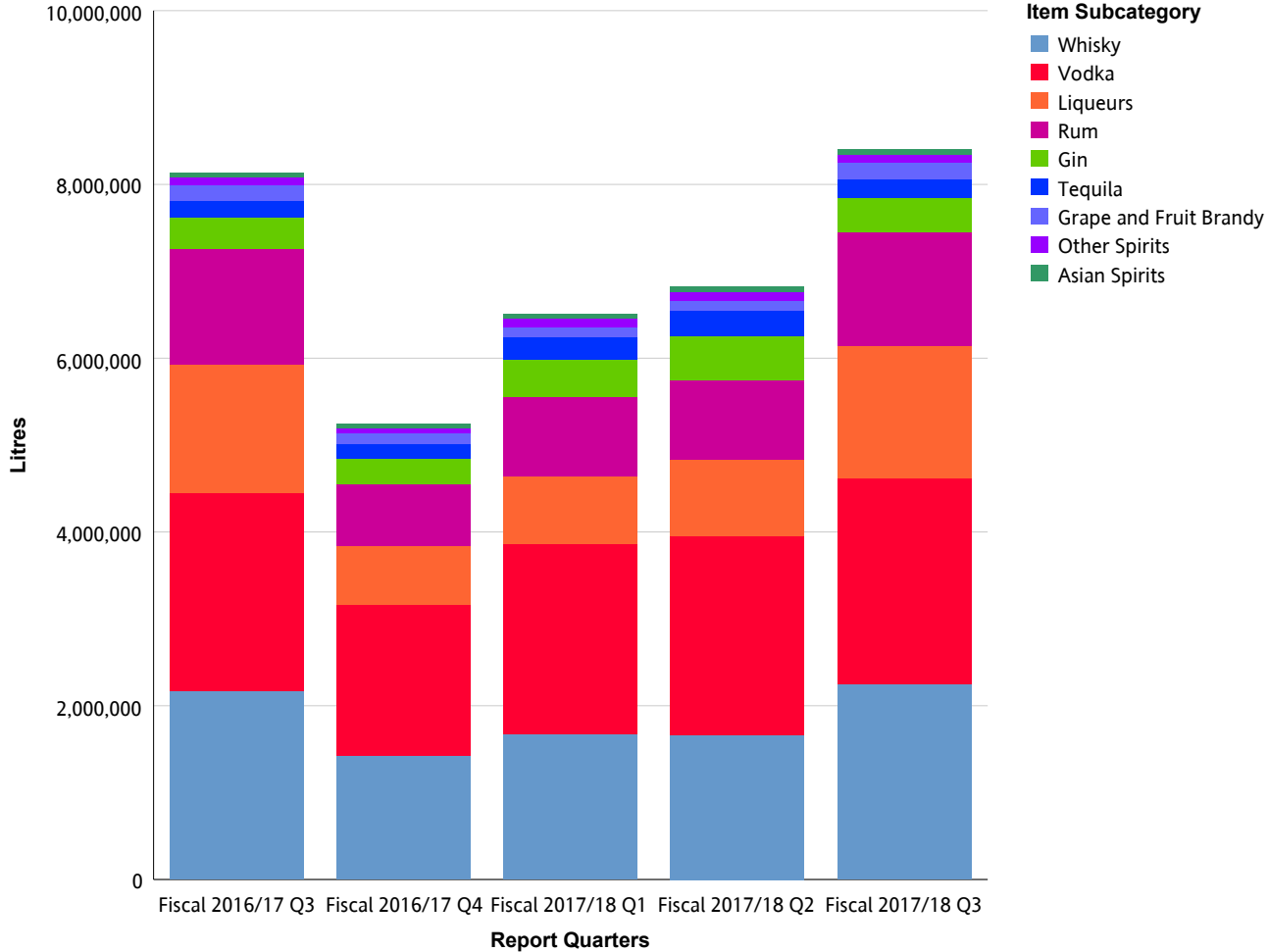
Spirits Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Other Spirits	Moonshine Spirits	\$218,836	\$109,566	\$166,040	\$240,730	\$262,487
	Ready to Mix Cocktails	\$517,344	\$464,141	\$664,333	\$714,083	\$564,976
	Ready to Serve Cocktails	\$800,179	\$436,246	\$608,645	\$671,659	\$815,828
	Schnapps and Akvavit	\$126,919	\$45,845	\$62,539	\$78,441	\$87,279
	Summary	\$3,079,277	\$1,968,489	\$2,720,214	\$3,131,673	\$3,195,792
Rum	Amber Rum	\$7,861,000	\$4,522,469	\$5,209,633	\$5,417,327	\$7,917,532
	Dark Rum	\$4,258,234	\$2,601,350	\$2,811,279	\$2,684,784	\$4,266,712
	Flavoured Rum	\$284,601	\$209,054	\$357,867	\$387,325	\$235,323
	Spiced Rum	\$12,645,574	\$5,591,446	\$7,112,581	\$7,453,368	\$12,417,183
	White Rum	\$9,018,543	\$5,762,814	\$7,966,694	\$7,928,690	\$9,194,644
	Summary	\$34,067,952	\$18,687,134	\$23,458,054	\$23,871,494	\$34,031,393
Tequila	Blanco/Silver Tequila	\$2,156,938	\$1,960,286	\$2,906,684	\$3,365,841	\$2,656,467
	Flavoured Tequila	\$86,347	\$91,271	\$127,249	\$147,876	\$95,238
	Gold Tequila	\$4,737,878	\$4,056,656	\$6,020,123	\$6,570,037	\$5,294,931
	Mezcal	\$124,961	\$100,520	\$147,206	\$138,155	\$161,124
	Summary	\$7,106,124	\$6,208,733	\$9,201,261	\$10,221,907	\$8,207,759
Vodka	Flavoured Vodka	\$3,651,951	\$2,633,784	\$3,478,709	\$3,814,972	\$3,854,048
	Straight Vodka	\$53,915,607	\$40,829,748	\$51,364,348	\$53,969,279	\$56,106,872
	Summary	\$57,567,558	\$43,463,532	\$54,843,057	\$57,784,251	\$59,960,920
Whisky	American Whiskey	\$3,132,842	\$1,952,596	\$2,377,055	\$2,470,199	\$3,349,952
	Blended Malt Scotch Whisky	\$170,405	\$134,944	\$135,133	\$100,356	\$195,373
	Blended Scotch Whisky	\$8,713,409	\$6,238,753	\$7,127,793	\$7,051,331	\$9,165,236
	Bourbon Whiskey	\$3,881,396	\$2,972,133	\$3,075,079	\$3,184,495	\$4,677,084
	Canadian Whisky	\$34,347,892	\$21,435,821	\$26,430,717	\$26,037,181	\$34,452,601
	Flavoured Whisky	\$68,635	\$38,126	\$28,212	\$13,876	\$82,386
	Irish Whiskey	\$4,274,332	\$3,432,848	\$2,575,999	\$2,991,885	\$4,683,313
	Other Country Whisky	\$954,911	\$494,037	\$596,625	\$569,128	\$1,024,263
	Single Malt Scotch Whisky	\$14,965,868	\$7,022,122	\$8,446,264	\$8,430,692	\$16,861,073

Spirits Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Whisky	Summary	\$70,509,690	\$43,721,381	\$50,792,876	\$50,849,143	\$74,491,280
Summary		\$229,468,583	\$146,341,957	\$180,349,689	\$190,602,940	\$240,372,590

Spirits Sales (Litres)



Spirits Sales (Litres)

Spirits

Litres		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Asian Spirits	China Spirits	10,596	11,251	10,826	12,068	13,134
	Korea Spirits	41,887	40,588	42,158	43,960	50,668
	Other Country Asian Spirits	2,014	1,851	1,867	1,959	2,075
	Summary	54,498	53,691	54,852	57,987	65,877
Gin	Dry Gin	350,046	282,694	405,088	470,015	383,090
	Flavoured Gin	6,934	6,125	11,934	17,290	8,484
	Other Gin	5,458	4,148	10,916	15,422	13,996
	Summary	362,438	292,967	427,938	502,727	405,570
Grape and Fruit Brandy	Armagnac	658	545	551	705	713
	Brandy	140,172	90,208	93,045	87,230	134,631
	Cognac	27,895	17,854	19,955	22,431	33,081
	Eau de Vie	7,573	5,797	5,177	5,460	8,236
	Grappa And Marc	1,854	1,138	1,423	1,698	1,943
	Pisco	1,888	1,750	2,806	3,081	2,361
	Summary	180,040	117,291	122,957	120,603	180,965
Liqueurs	Anise And Herbal/Spice Liqueurs	280,890	212,335	225,261	223,288	295,222
	Coffee And Cocoa Liqueurs	136,335	46,638	56,220	69,999	132,182
	Cream/Dairy Liqueurs	716,578	193,767	229,576	286,606	750,012
	Fruit Liqueurs	179,880	114,699	143,887	160,030	174,432
	Nut Liqueurs	75,391	38,950	60,581	65,713	72,748
	Other Liqueurs	27,788	19,766	21,663	23,318	31,681
	Whiskey Liqueurs	70,703	41,770	46,911	46,152	70,512
	Summary	1,487,564	667,925	784,098	875,107	1,526,790
Other Spirits	Cachaca	759	917	1,012	1,190	1,032
	Flavoured Spirits	17,604	13,367	16,702	20,503	19,030
	Miscellaneous/Other Spirits	11,671	5,790	8,682	9,506	11,416

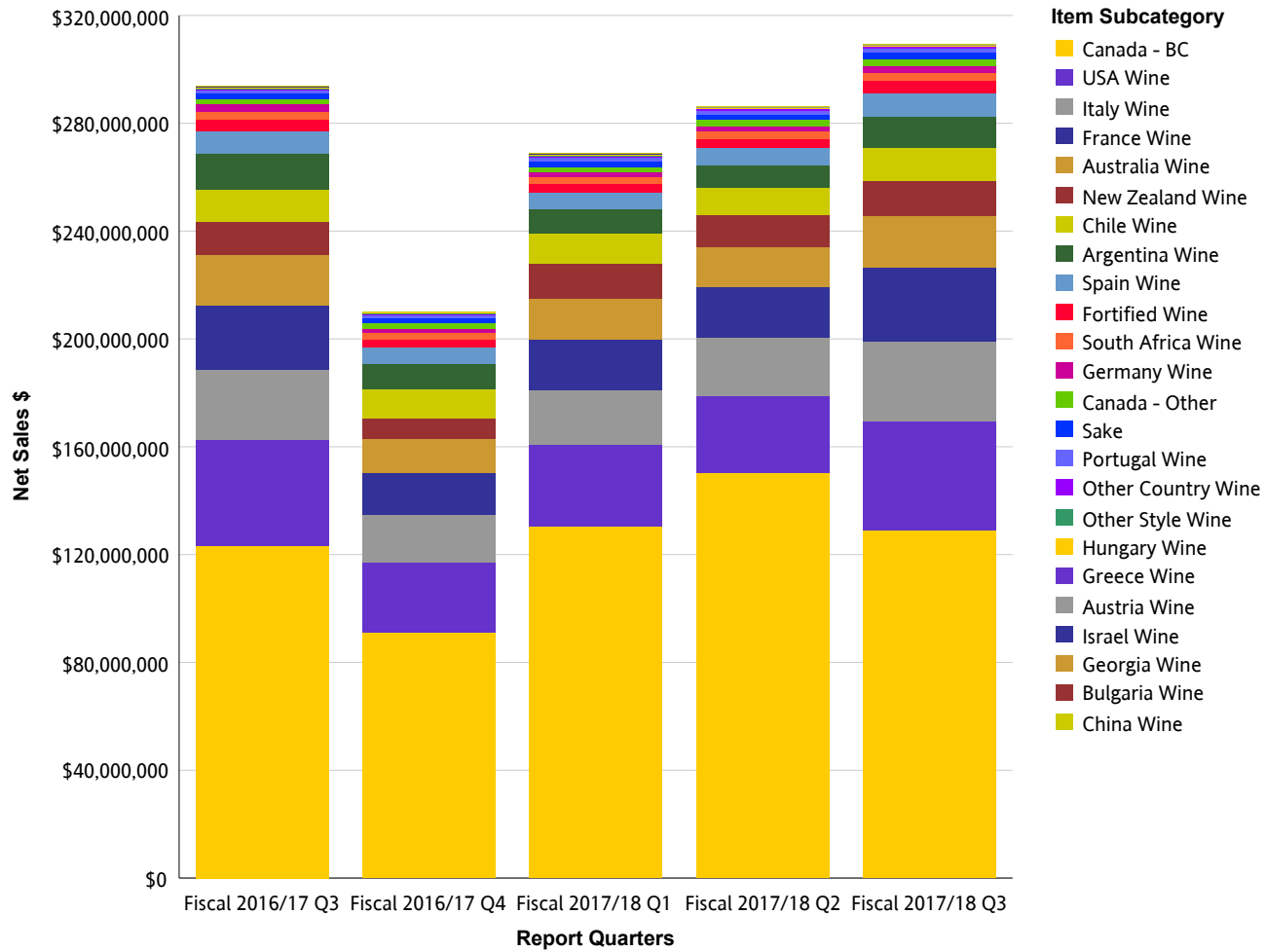
Spirits Sales (Litres)

Litres		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Other Spirits	Moonshine Spirits	5,630	3,629	5,754	6,941	6,390
	Ready to Mix Cocktails	25,995	23,415	33,203	35,090	27,591
	Ready to Serve Cocktails	26,903	15,396	26,658	29,443	28,233
	Schnapps and Akvavit	3,228	1,198	1,634	1,990	2,204
	Summary	91,790	63,713	93,645	104,663	95,896
Rum	Amber Rum	302,572	169,283	197,280	204,508	296,165
	Dark Rum	167,250	99,668	108,451	103,024	165,587
	Flavoured Rum	11,943	8,726	14,894	16,144	9,530
	Spiced Rum	459,962	197,876	258,916	269,840	446,494
	White Rum	381,489	241,022	332,632	327,119	383,545
	Summary	1,323,216	716,575	912,171	920,635	1,301,321
Tequila	Blanco/Silver Tequila	54,523	50,014	77,809	91,446	66,473
	Flavoured Tequila	2,243	2,328	3,505	3,899	2,458
	Gold Tequila	131,536	117,258	171,905	192,453	143,378
	Mezcal	1,801	1,355	2,227	2,295	2,634
	Summary	190,103	170,954	255,446	290,093	214,942
Vodka	Flavoured Vodka	132,625	97,804	131,126	142,831	137,983
	Straight Vodka	2,144,593	1,643,071	2,054,705	2,152,454	2,234,064
	Summary	2,277,218	1,740,874	2,185,831	2,295,285	2,372,047
Whisky	American Whiskey	96,426	59,400	74,331	76,973	98,491
	Blended Malt Scotch Whisky	2,141	1,472	1,661	1,323	2,424
	Blended Scotch Whisky	296,498	217,578	247,828	238,944	305,790
	Bourbon Whiskey	101,721	79,021	84,094	86,656	119,843
	Canadian Whisky	1,364,263	873,403	1,070,939	1,052,948	1,364,847
	Flavoured Whisky	2,595	1,471	1,106	560	2,758
	Irish Whiskey	119,161	96,508	73,314	85,615	134,401
	Other Country Whisky	12,019	6,303	7,756	7,258	11,497
	Single Malt Scotch Whisky	173,923	91,409	113,389	109,444	207,554

Spirits Sales (Litres)

Litres		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Whisky	Summary	2,168,747	1,426,564	1,674,418	1,659,722	2,247,606
Summary		8,135,614	5,250,555	6,511,357	6,826,823	8,411,014

Wine Sales (Net \$)



Wine Sales (Net \$)

Wine

Net Sales \$		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Argentina Wine	Argentina Red Wine	\$12,511,803	\$8,925,584	\$8,035,616	\$7,595,240	\$10,902,019
	Argentina Rose Wine	\$55,933	\$47,259	\$78,459	\$144,473	\$21,317
	Argentina Sparkling Wine	\$28,090	\$10,516	\$9,683	\$14,512	\$18,935
	Argentina White Wine	\$745,143	\$601,547	\$790,460	\$819,654	\$658,832
	Summary	\$13,340,969	\$9,584,906	\$8,914,218	\$8,573,879	\$11,601,103
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Australia Red Wine	\$12,389,353	\$8,505,302	\$9,018,917	\$8,602,426	\$11,769,706
	Australia Rose Wine	\$126,047	\$114,631	\$247,154	\$285,434	\$195,060
	Australia Sparkling Wine	\$983,202	\$492,863	\$709,462	\$718,655	\$1,126,278
	Australia White Wine	\$5,389,591	\$3,787,519	\$5,155,918	\$4,950,743	\$5,693,163
	Summary	\$18,888,193	\$12,900,315	\$15,131,451	\$14,557,259	\$18,784,208
Austria Wine	Austria Red Wine	\$7,550	\$34,435	\$49,627	\$10,505	\$9,701
	Austria Rose Wine	\$0	\$0	\$0	\$0	\$2,953
	Austria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Austria White Wine	\$43,782	\$63,269	\$87,374	\$39,673	\$53,580
	Summary	\$51,332	\$97,704	\$137,001	\$50,177	\$66,234
Bulgaria Wine	Bulgaria Red Wine	\$30,275	\$20,897	\$25,185	\$12,319	\$29,186
	Bulgaria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$102	\$204	\$0	\$0	\$0
	Summary	\$30,377	\$21,101	\$25,185	\$12,319	\$29,186
Canada - BC	Canada - BC Dessert Wine	\$206,950	\$133,670	\$253,922	\$392,254	\$211,871
	Canada - BC Fruit Wine	\$970,165	\$582,813	\$1,079,995	\$1,897,729	\$892,682
	Canada - BC Ice Wine	\$1,675,917	\$1,077,984	\$1,959,943	\$2,682,287	\$1,655,561
	Canada - BC Red Wine	\$64,345,273	\$45,734,636	\$58,421,766	\$66,157,373	\$67,456,905
	Canada - BC Rose Wine	\$2,353,389	\$2,143,368	\$6,522,338	\$7,786,235	\$2,456,546

Wine Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Canada - BC	Canada - BC Sparkling Wine	\$2,144,442	\$1,250,316	\$2,667,959	\$3,352,864	\$2,419,188
	Canada - BC White Wine	\$51,442,735	\$40,205,480	\$59,528,231	\$68,074,908	\$53,962,080
	Summary	\$123,138,872	\$91,128,267	\$130,434,155	\$150,343,649	\$129,054,833
Canada - Other	Canada - Other Dessert Wine	\$5,569	\$1,285	\$2,613	\$4,141	\$2,536
	Canada - Other Fruit Wine	\$23,765	\$13,019	\$7,632	\$10,529	\$6,066
	Canada - Other Ice Wine	\$947,560	\$1,049,997	\$1,027,897	\$1,504,265	\$1,252,017
	Canada - Other Red Wine	\$213,068	\$242,716	\$337,664	\$310,337	\$402,846
	Canada - Other Rose Wine	\$455	\$803	\$503	\$1,155	\$1,317
	Canada - Other Sparkling Wine	\$609,490	\$314,755	\$385,346	\$352,913	\$631,669
	Canada - Other White Wine	\$131,449	\$212,939	\$213,991	\$192,238	\$165,251
	Summary	\$1,931,356	\$1,835,515	\$1,975,646	\$2,375,576	\$2,461,702
Chile Wine	Chile Fruit and Dessert Wine	\$11,948	\$4,791	\$6,186	\$5,234	\$7,289
	Chile Red Wine	\$8,685,719	\$7,718,766	\$7,588,664	\$6,411,880	\$8,915,661
	Chile Rose Wine	\$12,018	\$20,551	\$241,419	\$123,259	\$18,213
	Chile Sparkling Wine	\$60,330	\$40,240	\$42,993	\$43,781	\$45,660
	Chile White Wine	\$3,144,396	\$2,769,145	\$3,437,730	\$3,518,211	\$3,317,295
	Summary	\$11,914,411	\$10,553,493	\$11,316,991	\$10,102,364	\$12,304,119
China Wine	China Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	China Red Wine	\$2,112	\$201	\$0	\$1,837	\$0
	China White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$2,112	\$201	\$0	\$1,837	\$0
Fortified Wine	Other Fortified Domestic Wine	\$1,396,392	\$1,005,991	\$1,311,820	\$1,589,582	\$1,229,453
	Other Fortified Import Wine	\$673,083	\$457,660	\$434,548	\$414,857	\$679,994
	Port Wine	\$1,248,674	\$705,020	\$585,938	\$618,306	\$1,579,245
	Sherry Wine	\$355,902	\$276,039	\$219,924	\$191,918	\$520,697
	Vermouth Wine	\$596,377	\$469,943	\$527,859	\$490,770	\$635,085
	Summary	\$4,270,427	\$2,914,654	\$3,080,088	\$3,305,433	\$4,644,474
France Wine	France Champagne Wine	\$5,980,428	\$2,340,021	\$3,421,984	\$3,955,522	\$6,462,649

Wine Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
France Wine	France Fruit and Dessert Wine	\$20,691	\$8,372	\$7,270	\$14,226	\$22,245
	France Red Wine	\$12,165,033	\$9,012,111	\$8,324,493	\$8,260,476	\$14,669,142
	France Rose Wine	\$470,282	\$588,696	\$2,720,268	\$2,363,860	\$868,459
	France Sparkling Wine	\$1,063,632	\$505,268	\$683,742	\$710,563	\$1,090,247
	France White Wine	\$4,047,731	\$2,823,686	\$3,511,755	\$3,543,249	\$4,625,981
	Summary	\$23,747,797	\$15,278,153	\$18,669,511	\$18,847,896	\$27,738,723
Georgia Wine	Georgia Red Wine	\$73,222	\$49,085	\$47,603	\$38,832	\$58,536
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$73,222	\$49,085	\$47,603	\$38,832	\$58,536
Germany Wine	Germany Fruit and Dessert Wine	\$23,934	(\$8,974)	\$202	\$0	\$3,518
	Germany Red Wine	\$53,528	\$56,017	\$43,110	\$25,928	\$67,279
	Germany Rose Wine	\$11,580	\$10,527	\$18,892	\$13,454	\$9,987
	Germany Sparkling Wine	\$1,355,307	\$379,143	\$627,677	\$597,500	\$1,304,974
	Germany White Wine	\$1,548,066	\$1,305,259	\$1,283,177	\$1,227,745	\$1,470,177
	Summary	\$2,992,416	\$1,741,972	\$1,973,058	\$1,864,627	\$2,855,935
Greece Wine	Greece Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Greece Red Wine	\$123,888	\$107,385	\$117,951	\$95,905	\$126,249
	Greece Rose Wine	\$0	\$0	\$390	\$0	\$0
	Greece White Wine	\$97,052	\$79,661	\$111,524	\$117,889	\$96,447
	Summary	\$220,940	\$187,045	\$229,866	\$213,794	\$222,696
Hungary Wine	Hungary Fruit and Dessert Wine	\$37,439	\$29,674	\$15,227	\$20,967	\$33,934
	Hungary Red Wine	\$40,754	\$38,562	\$25,626	\$34,037	\$41,124
	Hungary Sparkling Wine	\$97,932	\$35,603	\$66,597	\$65,060	\$89,854
	Hungary White Wine	\$135,977	\$147,107	\$136,786	\$122,814	\$102,404
	Summary	\$312,102	\$250,946	\$244,236	\$242,878	\$267,317
Israel Wine	Israel Red Wine	\$35,937	\$29,738	\$36,785	\$33,450	\$38,188
	Israel Rose Wine	\$1,661	\$3,848	\$5,554	\$4,074	\$3,288
	Israel White Wine	\$16,170	\$13,681	\$17,454	\$18,523	\$21,453

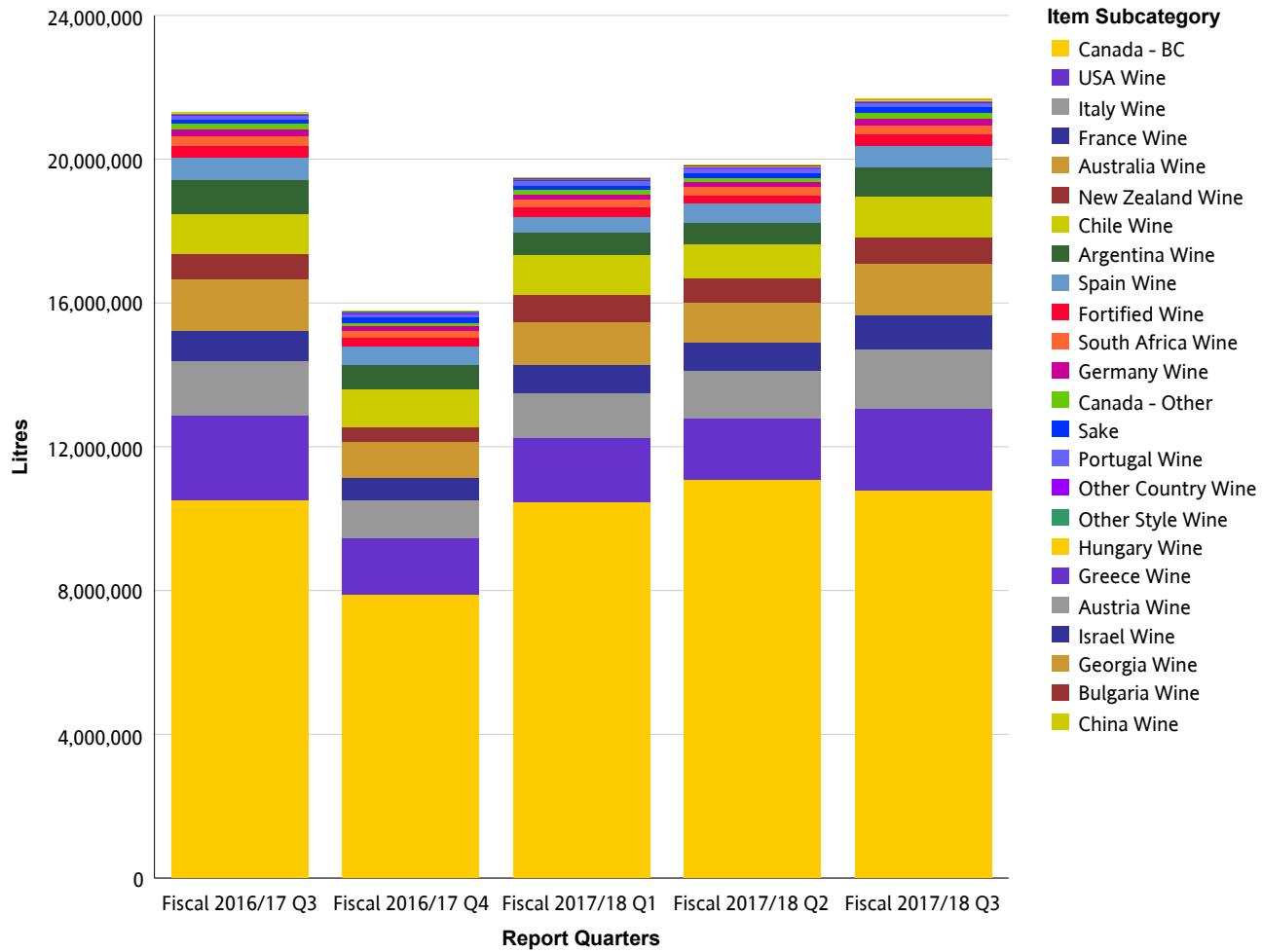
Wine Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Israel Wine	Summary	\$53,768	\$47,267	\$59,793	\$56,047	\$62,929
Italy Wine	Italy Fruit and Dessert Wine	\$12,026	\$8,700	\$6,010	\$5,102	\$19,199
	Italy Red Wine	\$14,441,022	\$10,283,244	\$9,906,996	\$10,050,760	\$15,759,422
	Italy Rose Wine	\$204,695	\$175,298	\$445,400	\$548,179	\$315,599
	Italy Sparkling Wine	\$1,869,467	\$1,013,325	\$1,324,640	\$1,346,928	\$1,927,315
	Italy White Wine	\$4,739,567	\$3,938,930	\$5,055,292	\$5,518,988	\$5,340,796
	Prosecco Wine	\$5,021,384	\$2,312,268	\$3,577,895	\$4,309,243	\$6,142,111
	Summary	\$26,288,161	\$17,731,766	\$20,316,234	\$21,779,200	\$29,504,441
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$951,546	\$727,774	\$734,001	\$630,126	\$1,080,082
	New Zealand Rose Wine	\$8,480	\$138,679	\$327,629	\$440,146	\$166,548
	New Zealand Sparkling Wine	\$182,679	\$107,550	\$121,327	\$123,331	\$208,216
	New Zealand White Wine	\$10,992,417	\$6,719,397	\$11,959,038	\$10,653,091	\$11,770,702
	Summary	\$12,135,122	\$7,693,401	\$13,141,996	\$11,846,694	\$13,225,548
Other Country Wine	Other Country Fruit and Dessert Wine	\$208,573	\$214,617	\$207,356	\$217,377	\$263,403
	Other Country Red Wine	\$100,103	\$101,296	\$77,527	\$113,602	\$203,495
	Other Country Rose Wine	\$1,722	\$2,915	\$5,393	\$4,391	\$1,089
	Other Country Sparkling Wine	\$5,443	\$3,018	\$8,186	\$27,352	\$30,854
	Other Country White Wine	\$27,240	\$41,617	\$47,626	\$68,691	\$69,690
	Summary	\$343,081	\$363,462	\$346,087	\$431,412	\$568,531
Other Style Wine	Aperitif And Flavoured Wine	\$212,550	\$125,421	\$161,473	\$178,523	\$177,741
	Mead	\$13,874	\$4,789	\$46,151	\$70,687	\$31,899
	Rice Wine	\$61,148	\$70,834	\$47,580	\$45,912	\$73,020
	Summary	\$287,571	\$201,043	\$255,205	\$295,122	\$282,659
Portugal Wine	Portugal Fruit and Dessert Wine	\$2,391	\$1,088	\$1,001	\$606	\$81,983
	Portugal Red Wine	\$691,436	\$699,482	\$667,086	\$662,261	\$844,449
	Portugal Rose Wine	\$174,155	\$153,535	\$292,469	\$314,650	\$193,962
	Portugal Sparkling Wine	\$4,194	\$5,017	\$14,048	\$8,340	\$7,727

Wine Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Portugal Wine	Portugal White Wine	\$311,020	\$253,652	\$570,715	\$547,365	\$342,852
	Summary	\$1,183,196	\$1,112,773	\$1,545,320	\$1,533,222	\$1,470,973
Sake	Japan Sake	\$1,061,818	\$1,123,441	\$1,131,397	\$1,213,363	\$1,498,543
	Other Country Sake	\$72,990	\$67,382	\$80,603	\$90,238	\$68,782
	USA Sake	\$800,892	\$835,703	\$711,876	\$676,502	\$842,592
	Summary	\$1,935,701	\$2,026,526	\$1,923,876	\$1,980,103	\$2,409,916
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	South Africa Red Wine	\$1,774,436	\$1,403,293	\$1,277,649	\$1,379,310	\$1,685,224
	South Africa Rose Wine	\$306	\$0	\$43,606	\$79,090	\$1,403
	South Africa Sparkling Wine	\$69,353	\$41,440	\$34,355	\$35,012	\$58,451
	South Africa White Wine	\$1,013,263	\$844,408	\$1,099,214	\$1,190,408	\$1,010,240
	Summary	\$2,857,358	\$2,289,140	\$2,454,824	\$2,683,820	\$2,755,318
Spain Wine	Spain Fruit and Dessert Wine	\$0	\$1,340	\$5,059	\$11,511	\$8,424
	Spain Red Wine	\$5,822,584	\$4,742,560	\$4,467,641	\$4,578,707	\$5,777,041
	Spain Rose Wine	\$56,023	\$76,476	\$243,700	\$225,802	\$104,820
	Spain Sparkling Wine	\$2,118,353	\$749,220	\$1,160,406	\$1,153,954	\$2,203,402
	Spain White Wine	\$374,055	\$610,783	\$370,534	\$531,288	\$422,340
	Summary	\$8,371,016	\$6,180,379	\$6,247,341	\$6,501,262	\$8,516,027
USA Wine	USA Fruit and Dessert Wine	\$4,428	\$3,288	\$5,746	\$4,370	\$2,720
	USA Red Wine	\$30,137,439	\$19,071,327	\$21,568,431	\$19,298,220	\$31,067,377
	USA Rose Wine	\$1,016,740	\$1,047,684	\$1,321,646	\$1,355,926	\$1,126,865
	USA Sparkling Wine	\$632,730	\$284,185	\$388,161	\$368,465	\$610,383
	USA White Wine	\$7,512,000	\$5,578,486	\$6,981,824	\$7,448,392	\$7,576,652
	Summary	\$39,303,338	\$25,984,970	\$30,265,807	\$28,475,374	\$40,383,997
Summary		\$293,672,837	\$210,174,085	\$268,735,492	\$286,112,778	\$309,269,404

Wine Sales (Litres)



Wine Sales (Litres)

Wine

Litres		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Argentina Wine	Argentina Red Wine	878,303	644,533	546,501	520,777	744,548
	Argentina Rose Wine	4,258	3,659	6,121	11,023	1,766
	Argentina Sparkling Wine	1,488	517	480	747	922
	Argentina White Wine	63,338	48,938	66,556	68,765	52,757
	Summary	947,387	697,647	619,658	601,312	799,993
Australia Wine	Australia Fruit and Dessert Wine	0	0	0	0	0
	Australia Red Wine	852,981	604,386	641,532	601,193	812,467
	Australia Rose Wine	10,440	9,085	19,803	24,166	15,763
	Australia Sparkling Wine	78,756	37,314	56,276	56,065	89,641
	Australia White Wine	511,549	349,604	488,238	450,942	541,954
	Summary	1,453,726	1,000,389	1,205,848	1,132,366	1,459,825
Austria Wine	Austria Red Wine	252	468	734	297	324
	Austria Rose Wine	0	0	0	0	125
	Austria Sparkling Wine	0	0	0	0	0
	Austria White Wine	1,856	2,386	2,612	1,555	2,117
	Summary	2,108	2,854	3,346	1,852	2,566
Bulgaria Wine	Bulgaria Red Wine	2,892	1,566	2,311	1,136	2,866
	Bulgaria Rose Wine	0	0	0	0	0
	Bulgaria Sparkling Wine	0	0	0	0	0
	Bulgaria White Wine	9	18	0	0	0
	Summary	2,901	1,584	2,311	1,136	2,866
Canada - BC	Canada - BC Dessert Wine	4,274	2,781	4,736	7,411	4,097
	Canada - BC Fruit Wine	42,503	26,783	48,115	82,235	40,398
	Canada - BC Ice Wine	14,705	10,267	15,243	22,586	14,785
	Canada - BC Red Wine	5,246,985	3,738,414	4,513,931	4,568,309	5,387,784
	Canada - BC Rose Wine	206,325	188,630	423,539	504,204	212,754

Wine Sales (Litres)

Litres		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Canada - BC	Canada - BC Sparkling Wine	85,551	50,173	104,891	138,313	97,969
	Canada - BC White Wine	4,928,341	3,859,103	5,349,901	5,762,797	5,030,246
	Summary	10,528,684	7,876,151	10,460,356	11,085,854	10,788,032
Canada - Other	Canada - Other Dessert Wine	176	40	81	130	63
	Canada - Other Fruit Wine	652	386	125	177	102
	Canada - Other Ice Wine	11,958	13,794	13,182	19,943	16,645
	Canada - Other Red Wine	17,362	24,100	33,167	25,712	39,306
	Canada - Other Rose Wine	27	50	38	62	72
	Canada - Other Sparkling Wine	101,186	46,561	60,137	55,960	103,504
	Canada - Other White Wine	13,503	19,466	20,663	18,010	16,718
	Summary	144,865	104,396	127,394	119,994	176,410
Chile Wine	Chile Fruit and Dessert Wine	395	136	180	144	208
	Chile Red Wine	800,679	752,124	737,749	596,385	792,483
	Chile Rose Wine	986	2,042	25,322	11,844	1,547
	Chile Sparkling Wine	3,524	2,415	2,510	2,546	2,733
	Chile White Wine	319,194	280,915	351,742	360,291	333,644
	Summary	1,124,777	1,037,632	1,117,503	971,210	1,130,615
China Wine	China Fruit and Dessert Wine	0	0	0	0	0
	China Red Wine	94	9	0	4	0
	China White Wine	0	0	0	0	0
	Summary	94	9	0	4	0
Fortified Wine	Other Fortified Domestic Wine	161,498	130,964	142,755	135,495	133,802
	Other Fortified Import Wine	46,123	31,918	30,819	28,375	46,627
	Port Wine	39,044	21,039	17,277	18,226	43,498
	Sherry Wine	19,693	15,641	12,122	10,188	27,883
	Vermouth Wine	61,363	45,871	54,351	49,070	64,794
	Summary	327,721	245,433	257,323	241,354	316,605
France Wine	France Champagne Wine	67,984	26,302	37,167	42,546	71,328

Wine Sales (Litres)

Litres		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
France Wine	France Fruit and Dessert Wine	292	108	124	279	329
	France Red Wine	501,740	383,820	361,899	363,647	536,045
	France Rose Wine	29,514	36,018	157,312	150,914	58,767
	France Sparkling Wine	63,914	28,651	39,260	42,372	65,073
	France White Wine	175,557	143,112	174,176	177,375	191,913
	Summary	839,001	618,011	769,938	777,133	923,455
Georgia Wine	Georgia Red Wine	4,051	2,693	2,622	2,149	3,212
	Georgia White Wine	0	0	0	0	0
	Summary	4,051	2,693	2,622	2,149	3,212
Germany Wine	Germany Fruit and Dessert Wine	4,126	-1,631	24	0	342
	Germany Red Wine	3,466	3,314	2,710	1,794	4,664
	Germany Rose Wine	832	692	1,184	927	621
	Germany Sparkling Wine	89,828	22,761	39,017	36,362	85,621
	Germany White Wine	111,374	93,144	92,830	88,855	100,609
	Summary	209,626	118,280	135,764	127,938	191,855
Greece Wine	Greece Fruit and Dessert Wine	0	0	0	0	0
	Greece Red Wine	10,210	8,262	9,665	7,523	10,041
	Greece Rose Wine	0	0	22	0	0
	Greece White Wine	8,406	6,781	9,589	10,042	8,498
	Summary	18,616	15,042	19,276	17,566	18,539
Hungary Wine	Hungary Fruit and Dessert Wine	723	551	371	526	783
	Hungary Red Wine	3,352	3,198	2,060	2,784	3,283
	Hungary Sparkling Wine	8,119	2,752	5,435	5,349	7,262
	Hungary White Wine	12,770	15,238	12,922	11,674	9,530
	Summary	24,964	21,739	20,788	20,334	20,858
Israel Wine	Israel Red Wine	1,915	1,566	1,956	1,781	2,037
	Israel Rose Wine	95	220	318	233	188
	Israel White Wine	880	736	946	1,005	1,164

Wine Sales (Litres)

Litres		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Israel Wine	Summary	2,890	2,522	3,220	3,020	3,389
Italy Wine	Italy Fruit and Dessert Wine	174	127	152	105	250
	Italy Red Wine	778,073	553,550	571,784	559,002	793,805
	Italy Rose Wine	11,840	9,884	27,370	32,926	18,176
	Italy Sparkling Wine	111,064	58,011	77,252	76,981	108,324
	Italy White Wine	356,682	303,317	387,926	418,066	403,120
	Prosecco Wine	272,103	123,813	192,526	225,737	334,770
	Summary	1,529,935	1,048,702	1,257,011	1,312,817	1,658,445
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	45,506	35,986	34,403	29,037	49,490
	New Zealand Rose Wine	462	7,098	18,545	24,218	9,218
	New Zealand Sparkling Wine	8,629	4,754	5,676	5,620	9,818
	New Zealand White Wine	623,314	369,981	681,481	592,230	663,298
	Summary	677,911	417,819	740,105	651,104	731,824
Other Country Wine	Other Country Fruit and Dessert Wine	14,473	14,231	14,272	14,550	16,883
	Other Country Red Wine	5,584	4,563	4,264	5,600	9,585
	Other Country Rose Wine	81	144	260	202	54
	Other Country Sparkling Wine	250	164	333	842	1,024
	Other Country White Wine	1,706	1,867	2,533	3,440	3,677
	Summary	22,095	20,969	21,661	24,635	31,224
Other Style Wine	Aperitif And Flavoured Wine	15,171	8,524	12,502	13,254	12,298
	Mead	479	183	1,784	2,681	1,236
	Rice Wine	4,014	4,391	3,447	3,384	5,266
	Summary	19,664	13,098	17,734	19,320	18,800
Portugal Wine	Portugal Fruit and Dessert Wine	27	32	22	22	966
	Portugal Red Wine	50,029	56,204	50,246	51,569	63,299
	Portugal Rose Wine	17,673	16,053	28,418	29,898	19,748
	Portugal Sparkling Wine	171	158	486	337	297

Wine Sales (Litres)

Litres		Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3
Portugal Wine	Portugal White Wine	28,500	21,920	51,872	48,218	29,783
	Summary	96,400	94,365	131,043	130,045	114,094
Sake	Japan Sake	35,173	36,970	38,074	39,266	46,932
	Other Country Sake	3,160	2,874	3,180	3,458	2,897
	USA Sake	92,174	98,838	83,101	78,290	97,184
	Summary	130,507	138,682	124,355	121,014	147,013
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	0	0
	South Africa Red Wine	157,690	120,146	99,326	115,798	140,338
	South Africa Rose Wine	18	0	3,287	6,252	99
	South Africa Sparkling Wine	5,727	2,888	2,487	2,434	3,630
	South Africa White Wine	96,928	79,336	107,054	113,879	92,309
	Summary	260,364	202,370	212,154	238,364	236,376
Spain Wine	Spain Fruit and Dessert Wine	0	18	216	322	273
	Spain Red Wine	435,399	375,870	332,040	373,347	431,954
	Spain Rose Wine	4,436	6,470	18,456	16,671	8,484
	Spain Sparkling Wine	136,854	45,475	72,434	69,638	138,100
	Spain White Wine	34,487	75,018	27,869	55,040	40,127
	Summary	611,176	502,850	451,015	515,019	618,939
USA Wine	USA Fruit and Dessert Wine	225	184	360	310	36
	USA Red Wine	1,614,013	1,039,428	1,111,201	999,589	1,553,643
	USA Rose Wine	125,333	122,055	146,498	149,953	134,666
	USA Sparkling Wine	41,212	19,216	25,508	23,125	37,530
	USA White Wine	549,759	410,961	505,356	540,421	548,218
	Summary	2,330,542	1,591,844	1,788,924	1,713,399	2,274,093
Summary		21,310,003	15,775,082	19,489,351	19,828,937	21,669,028

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.