

Liquor Market Review

Fiscal 2018/19 Q1

June 2018



**LIQUOR
DISTRIBUTION
BRANCH**

Table of Contents

Introduction	3
Beer Sales (Net \$)	4
Beer Sales (Litres)	6
Refreshment Beverages Sales (Net \$)	8
Refreshment Beverages Sales (Litres)	10
Spirits Sales (Net \$)	12
Spirits Sales (Litres)	16
Wine Sales (Net \$)	20
Wine Sales (Litres)	26
Glossary	32

Introduction

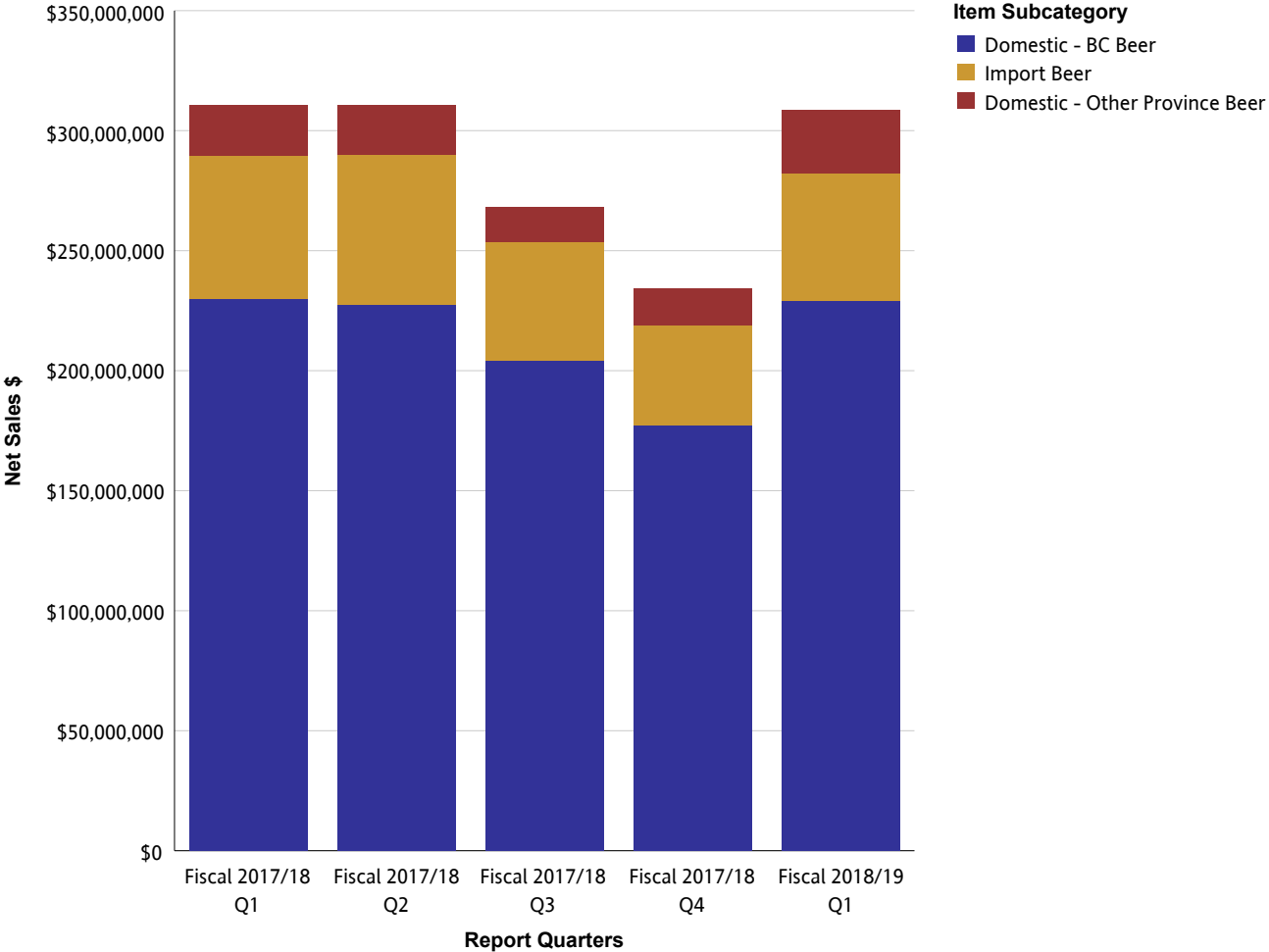
The Liquor Market Review provides provincial sales through the Wholesale channel for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer and excludes any applicable taxes. For each reporting period,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

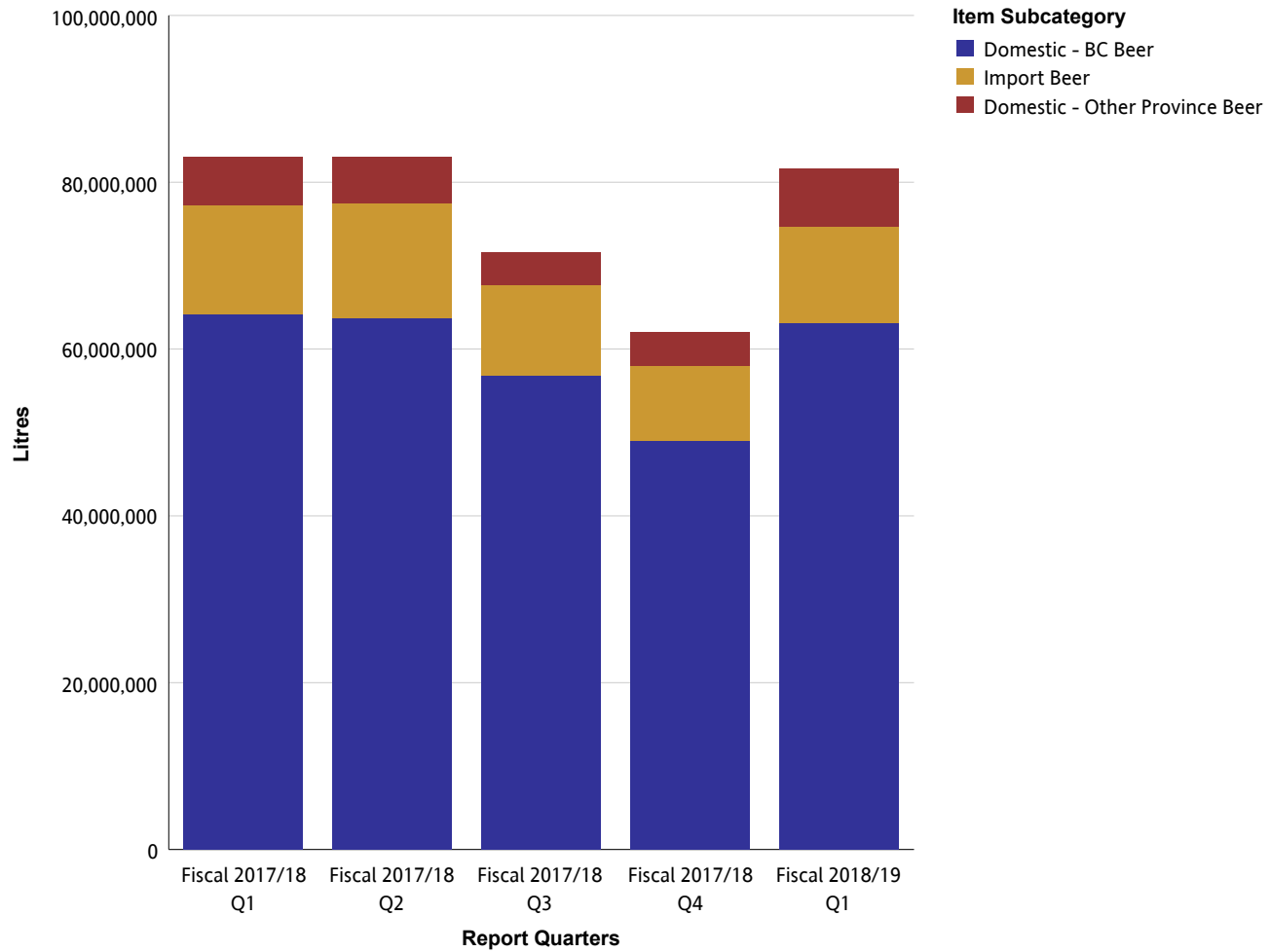


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Domestic - BC Beer	Domestic - BC Commercial Beer	\$157,990,529	\$152,827,514	\$137,875,520	\$116,684,041	\$152,605,676
	Domestic - BC Micro Brew Beer	\$31,389,982	\$33,030,133	\$29,420,880	\$29,046,089	\$36,291,037
	Domestic - BC Regional Beer	\$40,572,956	\$41,536,195	\$36,914,290	\$31,587,846	\$40,113,222
	Summary	\$229,953,466	\$227,393,842	\$204,210,690	\$177,317,976	\$229,009,935
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$18,309,816	\$17,918,679	\$11,884,963	\$13,045,978	\$24,045,648
	Domestic - Other Province Micro Brew Beer	\$309,283	\$323,903	\$274,542	\$271,081	\$379,164
	Domestic - Other Province Regional Beer	\$2,523,972	\$2,217,827	\$2,245,752	\$1,878,255	\$2,037,967
	Summary	\$21,143,071	\$20,460,410	\$14,405,257	\$15,195,314	\$26,462,779
Import Beer	Asia And South Pacific Beer	\$1,793,519	\$1,953,642	\$1,738,618	\$1,689,199	\$1,589,388
	Europe Beer	\$29,106,299	\$29,339,545	\$27,697,695	\$24,643,535	\$28,687,109
	Mexico And Caribbean Beer	\$14,358,876	\$15,843,688	\$8,394,199	\$8,077,965	\$15,235,703
	Other Country Beer	\$65,728	\$74,183	\$98,138	\$155,423	\$143,945
	USA Beer	\$14,441,401	\$15,321,831	\$11,588,306	\$7,074,431	\$7,355,526
	Summary	\$59,765,822	\$62,532,889	\$49,516,956	\$41,640,554	\$53,011,670
Summary		\$310,862,359	\$310,387,140	\$268,132,903	\$234,153,844	\$308,484,384

Beer Sales (Litres)

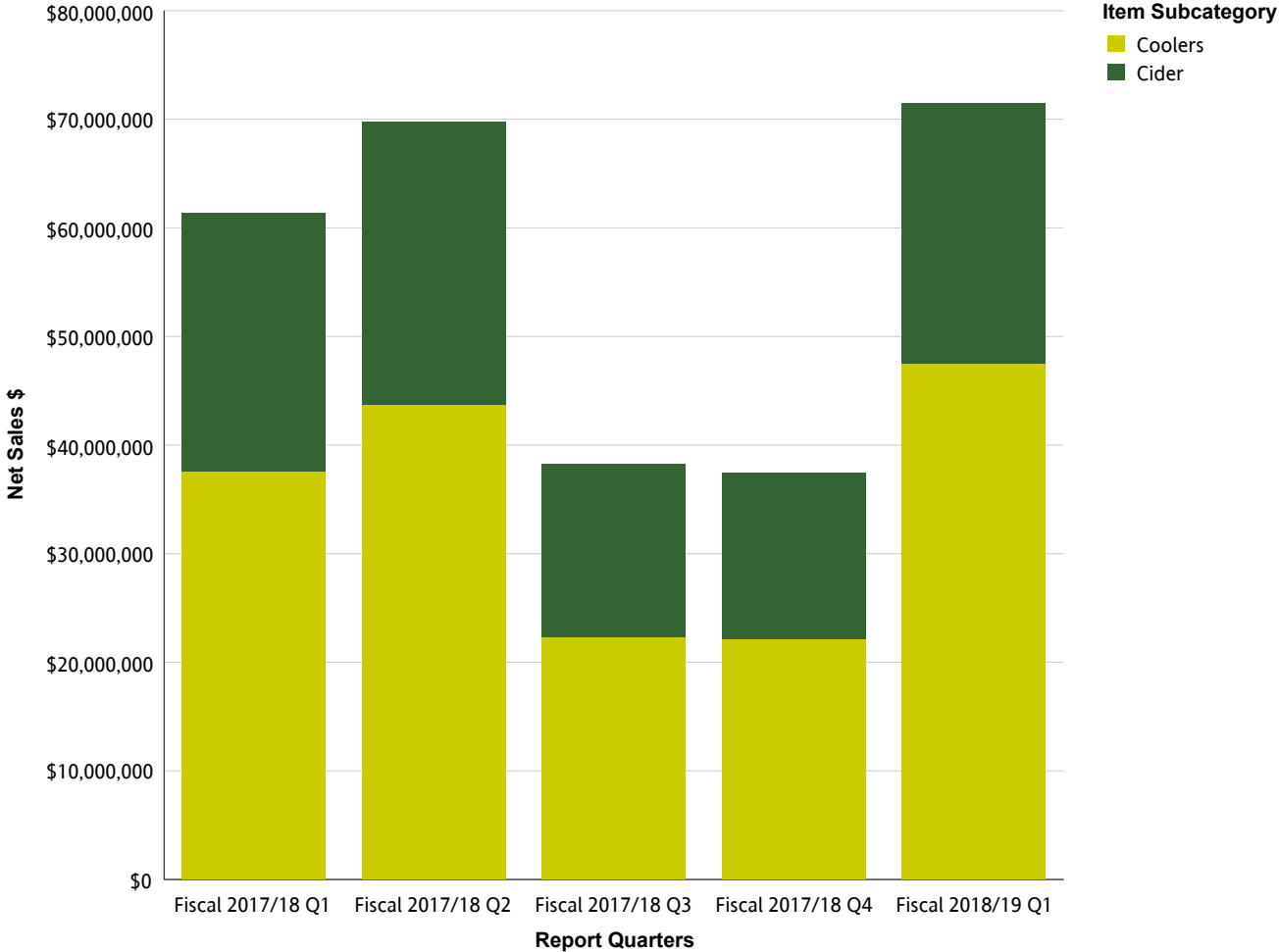


Beer Sales (Litres)

Beer

Litres		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Domestic - BC Beer	Domestic - BC Commercial Beer	45,862,299	44,659,561	40,402,775	33,690,844	43,982,131
	Domestic - BC Micro Brew Beer	7,087,167	7,495,540	6,375,798	6,483,952	8,121,966
	Domestic - BC Regional Beer	11,252,467	11,576,035	10,072,010	8,805,623	11,109,954
	Summary	64,201,932	63,731,136	56,850,583	48,980,419	63,214,050
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	5,064,070	4,955,091	3,306,213	3,510,652	6,346,366
	Domestic - Other Province Micro Brew Beer	43,956	44,321	37,382	38,599	59,821
	Domestic - Other Province Regional Beer	665,917	581,963	574,596	517,770	539,506
	Summary	5,773,943	5,581,375	3,918,191	4,067,021	6,945,693
Import Beer	Asia And South Pacific Beer	374,048	407,159	360,137	342,995	323,390
	Europe Beer	6,483,614	6,604,547	6,104,495	5,477,699	6,423,036
	Mexico And Caribbean Beer	2,766,775	3,076,901	1,587,782	1,518,988	2,939,890
	Other Country Beer	13,903	16,644	21,937	37,674	33,936
	USA Beer	3,411,660	3,621,650	2,713,398	1,636,473	1,731,618
	Summary	13,049,999	13,726,901	10,787,749	9,013,829	11,451,871
Summary		83,025,874	83,039,412	71,556,523	62,061,269	81,611,614

Refreshment Beverages Sales (Net \$)

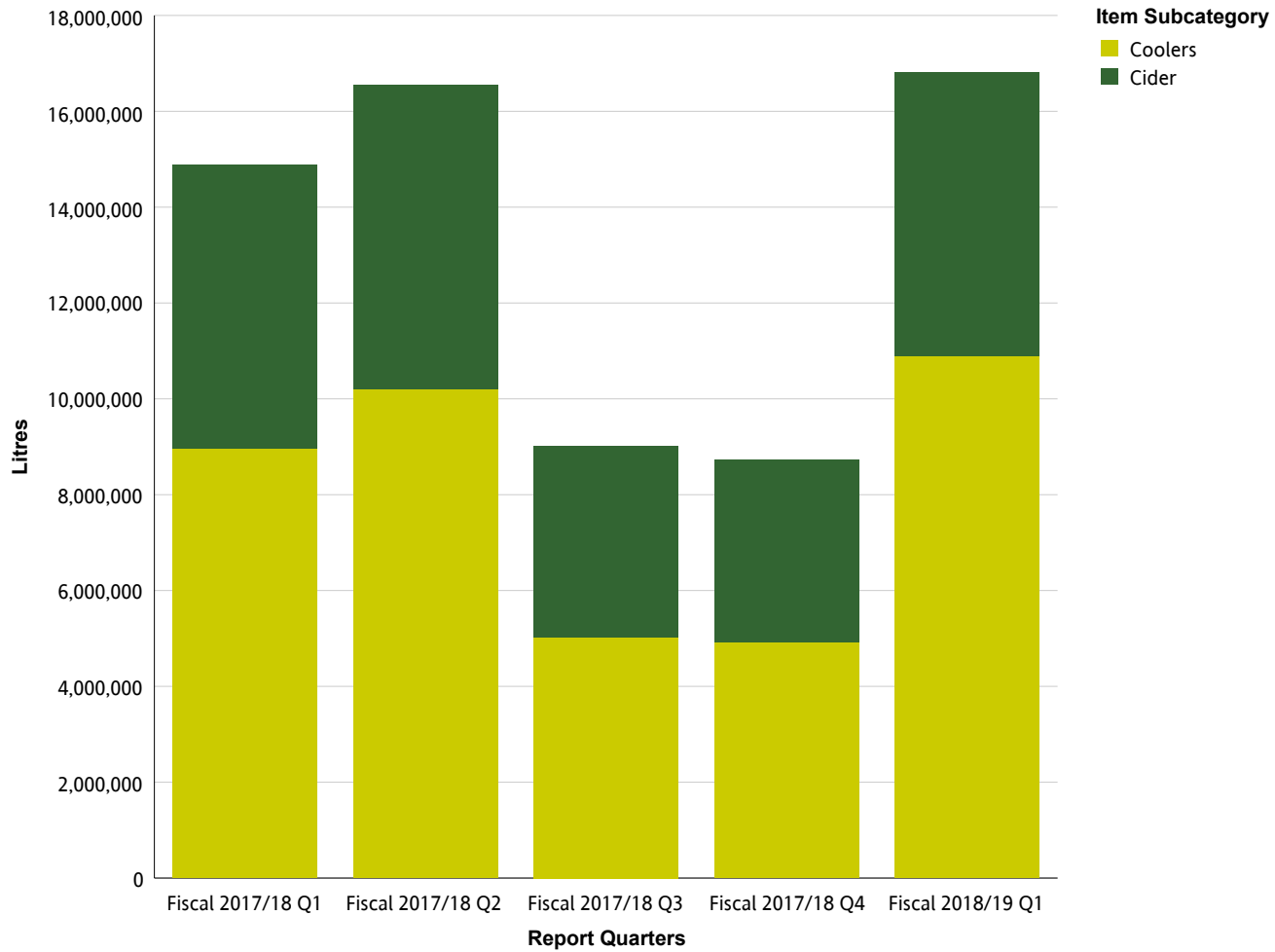


Refreshment Beverages Sales (Net \$)

Refreshment Beverages

Net Sales \$		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Cider	Domestic Cider	\$17,071,429	\$19,075,472	\$11,959,715	\$11,473,869	\$17,572,853
	Import Cider	\$6,680,537	\$6,945,603	\$3,950,922	\$3,797,100	\$6,442,197
	Summary	\$23,751,966	\$26,021,074	\$15,910,637	\$15,270,969	\$24,015,049
Coolers	Malt-Based Coolers	\$4,886,581	\$4,453,379	\$2,021,028	\$1,515,788	\$1,135,212
	Spirit Coolers	\$31,818,737	\$38,327,583	\$19,756,606	\$20,126,591	\$45,595,557
	Wine/Fruit Coolers	\$848,982	\$927,241	\$581,736	\$508,623	\$727,908
	Summary	\$37,554,301	\$43,708,204	\$22,359,370	\$22,151,003	\$47,458,677
Summary		\$61,306,266	\$69,729,278	\$38,270,008	\$37,421,972	\$71,473,727

Refreshment Beverages Sales (Litres)

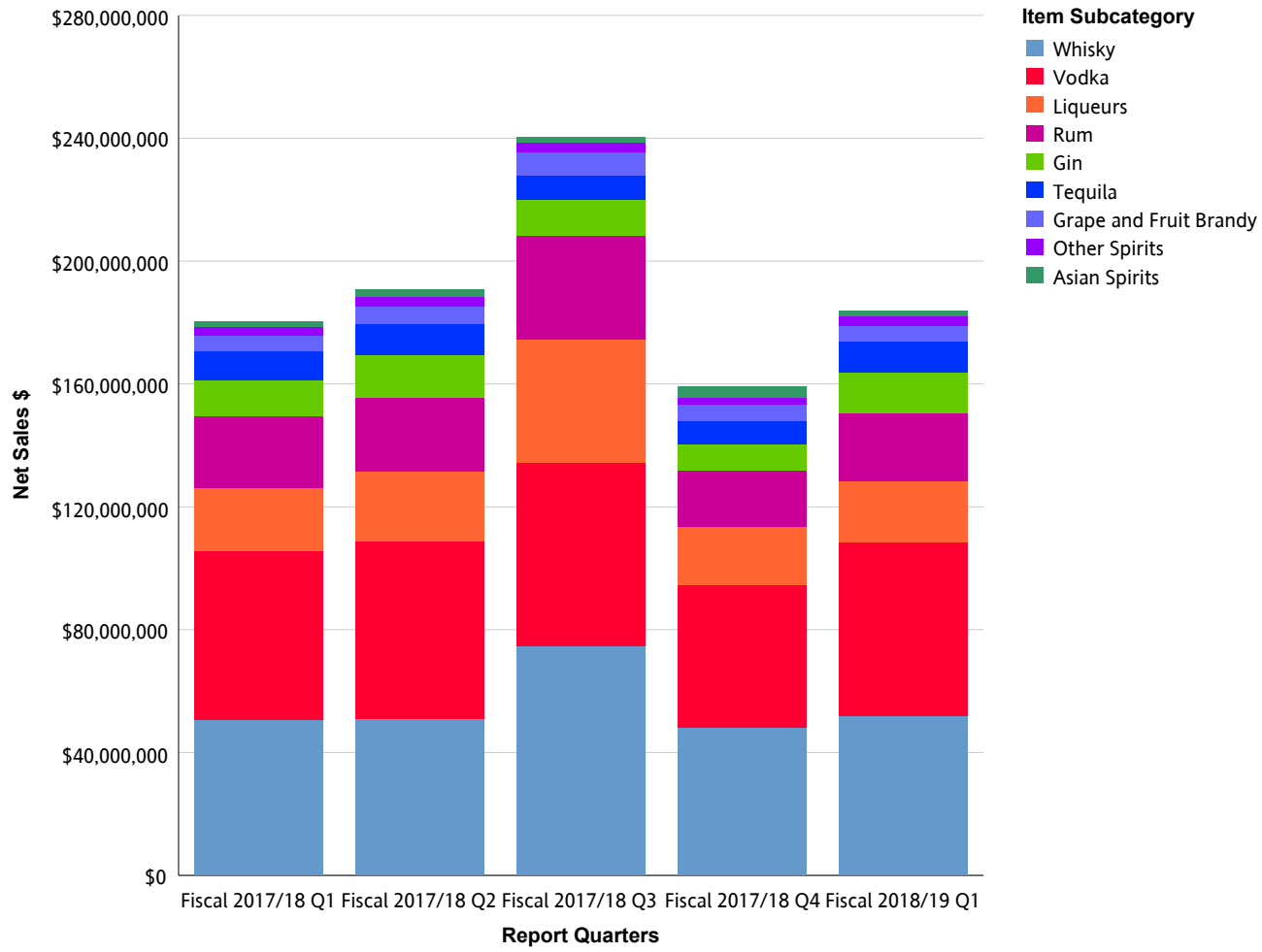


Refreshment Beverages Sales (Litres)

Refreshment Beverages

Litres		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Cider	Domestic Cider	4,498,677	4,852,501	3,143,800	2,989,771	4,516,416
	Import Cider	1,422,705	1,503,736	857,410	813,999	1,408,723
	Summary	5,921,382	6,356,236	4,001,210	3,803,770	5,925,139
Coolers	Malt-Based Coolers	1,134,702	1,038,453	451,459	333,408	249,969
	Spirit Coolers	7,670,095	8,988,626	4,457,005	4,506,097	10,515,146
	Wine/Fruit Coolers	157,479	173,200	109,075	93,548	132,427
	Summary	8,962,276	10,200,279	5,017,538	4,933,054	10,897,542
Summary		14,883,658	16,556,515	9,018,748	8,736,824	16,822,681

Spirits Sales (Net \$)



Spirits Sales (Net \$)

Spirits

Net Sales \$		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Asian Spirits	China Spirits	\$1,023,521	\$1,425,324	\$896,516	\$2,720,133	\$677,258
	Korea Spirits	\$752,114	\$786,910	\$912,126	\$855,263	\$884,572
	Other Country Asian Spirits	\$76,670	\$73,258	\$77,564	\$74,699	\$73,050
	Summary	\$1,852,305	\$2,285,492	\$1,886,205	\$3,650,094	\$1,634,881
Gin	Dry Gin	\$10,908,079	\$12,732,498	\$10,468,462	\$7,948,649	\$11,743,728
	Flavoured Gin	\$361,990	\$507,102	\$270,191	\$205,949	\$416,090
	Other Gin	\$478,085	\$635,861	\$647,441	\$484,222	\$873,644
	Summary	\$11,748,155	\$13,875,460	\$11,386,093	\$8,638,819	\$13,033,462
Grape and Fruit Brandy	Armagnac	\$59,280	\$58,224	\$69,645	\$78,909	\$31,221
	Brandy	\$2,250,286	\$2,123,169	\$3,293,224	\$2,235,487	\$2,024,519
	Cognac	\$2,442,774	\$2,973,298	\$3,411,818	\$2,595,046	\$2,496,682
	Eau de Vie	\$233,060	\$254,197	\$370,897	\$217,962	\$216,592
	Grappa And Marc	\$69,883	\$79,960	\$106,539	\$71,160	\$60,378
	Pisco	\$106,117	\$121,486	\$91,887	\$78,006	\$87,323
	Summary	\$5,161,401	\$5,610,334	\$7,344,010	\$5,276,570	\$4,916,715
Liqueurs	Anise And Herbal/Spice Liqueurs	\$6,371,206	\$6,354,723	\$8,258,949	\$6,340,755	\$6,475,288
	Coffee And Cocoa Liqueurs	\$1,358,895	\$1,701,925	\$3,264,962	\$1,124,277	\$1,269,024
	Cream/Dairy Liqueurs	\$5,584,088	\$7,064,873	\$18,315,548	\$5,335,454	\$5,485,366
	Fruit Liqueurs	\$3,884,076	\$4,309,231	\$5,184,672	\$3,127,777	\$3,667,151
	Nut Liqueurs	\$1,398,034	\$1,518,074	\$1,849,159	\$1,095,072	\$1,249,574
	Other Liqueurs	\$584,338	\$663,002	\$850,391	\$468,757	\$555,154
	Whiskey Liqueurs	\$1,402,034	\$1,385,397	\$2,220,169	\$1,326,209	\$1,349,024
	Summary	\$20,582,671	\$22,997,224	\$39,943,850	\$18,818,300	\$20,050,580
Other Spirits	Cachaca	\$33,493	\$39,399	\$33,367	\$31,180	\$40,983
	Flavoured Spirits	\$777,866	\$940,421	\$888,586	\$652,377	\$1,162,726
	Miscellaneous/Other Spirits	\$407,298	\$447,157	\$550,079	\$301,507	\$422,227

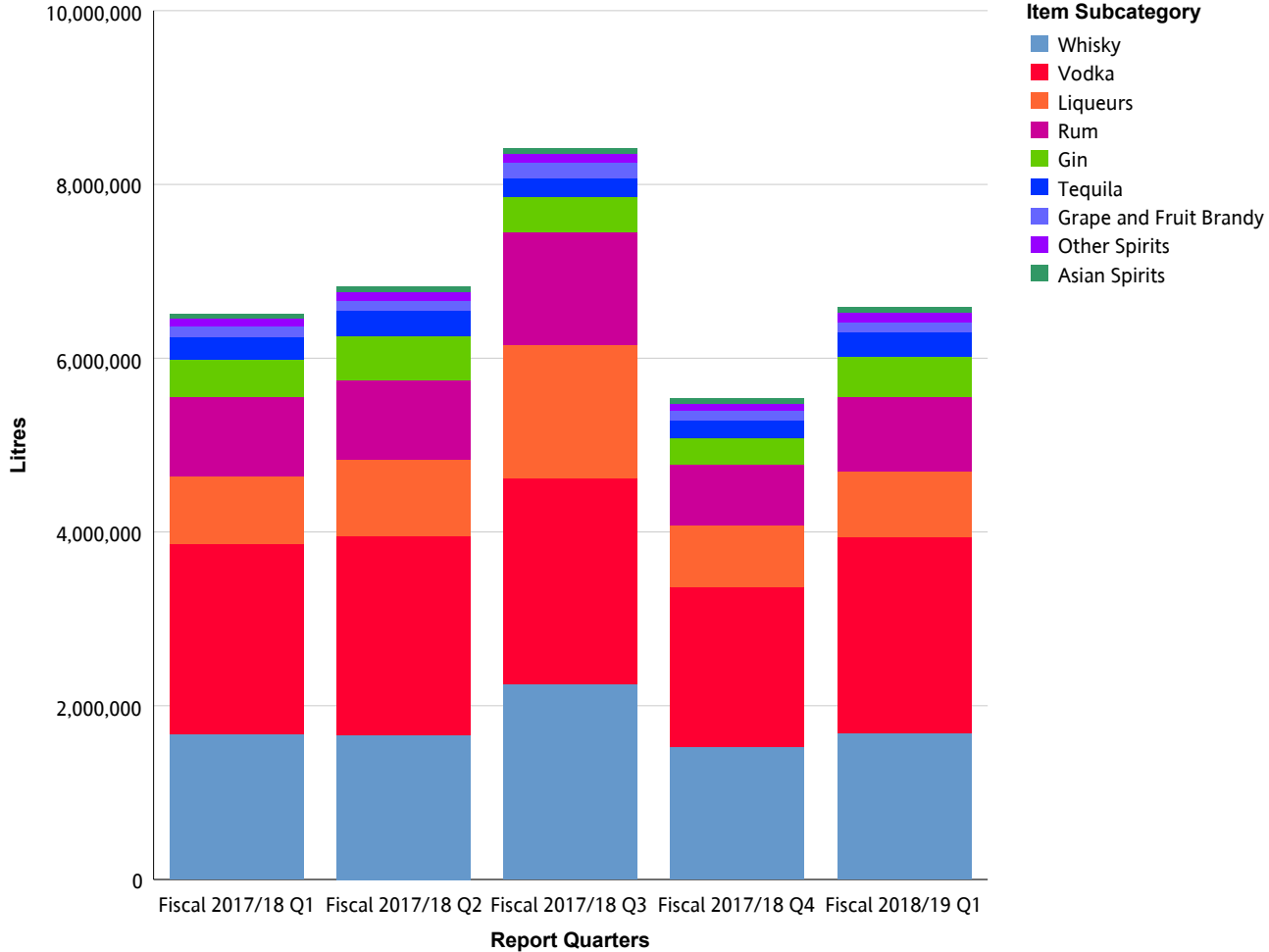
Spirits Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Other Spirits	Moonshine Spirits	\$166,735	\$240,748	\$264,768	\$289,431	\$285,250
	Ready to Mix Cocktails	\$664,333	\$714,083	\$564,976	\$470,140	\$622,660
	Ready to Serve Cocktails	\$608,645	\$673,422	\$816,150	\$463,528	\$602,519
	Schnapps and Akvavit	\$62,539	\$79,136	\$88,231	\$65,901	\$56,744
	Summary	\$2,720,908	\$3,134,366	\$3,206,156	\$2,274,064	\$3,193,109
Rum	Amber Rum	\$5,209,633	\$5,417,327	\$7,917,532	\$4,480,190	\$5,035,606
	Dark Rum	\$2,811,279	\$2,684,784	\$4,266,712	\$2,402,562	\$2,635,156
	Flavoured Rum	\$357,867	\$387,325	\$235,323	\$306,034	\$304,393
	Spiced Rum	\$7,112,581	\$7,453,368	\$12,417,183	\$5,889,825	\$6,664,485
	White Rum	\$7,966,694	\$7,928,690	\$9,194,644	\$5,458,921	\$7,426,747
	Summary	\$23,458,054	\$23,871,494	\$34,031,393	\$18,537,533	\$22,066,387
Tequila	Blanco/Silver Tequila	\$2,906,684	\$3,365,841	\$2,656,467	\$2,500,945	\$3,452,760
	Flavoured Tequila	\$127,249	\$147,876	\$95,238	\$89,965	\$142,782
	Gold Tequila	\$6,020,123	\$6,570,037	\$5,294,931	\$4,657,649	\$6,568,615
	Mezcal	\$147,206	\$138,155	\$161,124	\$160,246	\$254,128
	Summary	\$9,201,261	\$10,221,907	\$8,207,759	\$7,408,804	\$10,418,285
Vodka	Flavoured Vodka	\$3,483,170	\$3,821,370	\$3,869,027	\$2,772,300	\$3,670,996
	Straight Vodka	\$51,372,522	\$53,985,613	\$56,143,959	\$43,615,423	\$52,738,682
	Summary	\$54,855,691	\$57,806,983	\$60,012,986	\$46,387,723	\$56,409,678
Whisky	American Whiskey	\$2,360,806	\$2,456,891	\$3,321,593	\$2,175,409	\$2,241,388
	Blended Malt Scotch Whisky	\$135,133	\$100,356	\$195,456	\$170,259	\$122,748
	Blended Scotch Whisky	\$7,127,793	\$7,051,331	\$9,165,236	\$6,670,483	\$7,067,909
	Bourbon Whiskey	\$3,091,328	\$3,197,803	\$4,705,443	\$3,475,506	\$3,470,701
	Canadian Whisky	\$26,430,717	\$26,038,107	\$34,454,456	\$22,602,354	\$26,725,261
	Flavoured Whisky	\$28,212	\$13,876	\$82,386	\$213,685	\$19,724
	Irish Whiskey	\$2,575,999	\$2,991,885	\$4,683,313	\$4,032,329	\$3,123,830
	Other Country Whisky	\$596,625	\$569,128	\$1,024,263	\$703,199	\$687,712
	Single Malt Scotch Whisky	\$8,446,264	\$8,430,692	\$16,861,073	\$8,112,342	\$8,525,350

Spirits Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Whisky	Summary	\$50,792,876	\$50,850,069	\$74,493,218	\$48,155,566	\$51,984,622
Summary		\$180,373,322	\$190,653,329	\$240,511,672	\$159,147,474	\$183,707,719

Spirits Sales (Litres)



Spirits Sales (Litres)

Spirits

Litres		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Asian Spirits	China Spirits	10,826	12,068	13,134	17,459	10,578
	Korea Spirits	42,158	43,960	50,668	47,877	49,281
	Other Country Asian Spirits	1,867	1,959	2,075	2,098	2,009
	Summary	54,852	57,987	65,877	67,433	61,868
Gin	Dry Gin	405,088	470,159	383,519	290,749	432,894
	Flavoured Gin	11,934	17,290	8,484	6,936	14,466
	Other Gin	10,916	15,422	13,999	10,885	20,392
	Summary	427,938	502,871	406,002	308,571	467,752
Grape and Fruit Brandy	Armagnac	551	705	713	505	299
	Brandy	93,045	87,230	134,631	92,222	83,734
	Cognac	19,955	22,431	33,081	21,355	21,134
	Eau de Vie	5,177	5,462	8,252	4,860	4,807
	Grappa And Marc	1,423	1,698	1,943	1,354	1,034
	Pisco	2,806	3,081	2,361	1,978	2,253
	Summary	122,957	120,606	180,980	122,274	113,262
Liqueurs	Anise And Herbal/Spice Liqueurs	225,261	223,215	295,236	219,449	228,631
	Coffee And Cocoa Liqueurs	56,220	70,006	132,191	46,840	52,514
	Cream/Dairy Liqueurs	229,576	286,606	750,012	219,806	227,502
	Fruit Liqueurs	144,014	160,244	174,995	115,454	136,174
	Nut Liqueurs	60,700	65,897	73,278	43,803	53,494
	Other Liqueurs	21,663	23,323	31,759	18,015	20,539
	Whiskey Liqueurs	46,911	46,157	70,516	42,525	46,768
	Summary	784,344	875,448	1,527,986	705,893	765,623
Other Spirits	Cachaca	1,012	1,190	1,032	1,008	1,220
	Flavoured Spirits	16,702	20,503	19,130	13,813	26,788
	Miscellaneous/Other Spirits	8,682	9,508	11,418	6,603	8,900

Spirits Sales (Litres)

Litres		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Other Spirits	Moonshine Spirits	5,781	6,942	6,417	6,607	6,855
	Ready to Mix Cocktails	33,203	35,090	27,591	22,919	30,862
	Ready to Serve Cocktails	26,658	29,529	28,246	16,750	27,109
	Schnapps and Akvavit	1,634	2,002	2,220	1,760	1,420
	Summary	93,672	104,764	96,055	69,460	103,154
Rum	Amber Rum	197,280	204,508	296,165	164,286	183,977
	Dark Rum	108,451	103,024	165,587	92,149	101,140
	Flavoured Rum	14,894	16,144	9,530	12,501	12,676
	Spiced Rum	258,916	269,840	446,494	208,228	240,133
	White Rum	332,632	327,119	383,545	226,608	312,220
	Summary	912,171	920,635	1,301,321	703,772	850,145
Tequila	Blanco/Silver Tequila	77,809	91,446	66,473	63,125	92,524
	Flavoured Tequila	3,505	3,899	2,458	2,224	3,646
	Gold Tequila	171,905	192,453	143,378	126,999	183,199
	Mezcal	2,227	2,295	2,634	2,454	4,120
	Summary	255,446	290,093	214,942	194,803	283,490
Vodka	Flavoured Vodka	131,252	143,012	138,406	100,193	138,179
	Straight Vodka	2,054,917	2,152,867	2,234,989	1,741,795	2,111,393
	Summary	2,186,169	2,295,879	2,373,395	1,841,988	2,249,572
Whisky	American Whiskey	74,169	76,842	98,200	62,894	66,946
	Blended Malt Scotch Whisky	1,661	1,323	2,425	2,056	1,506
	Blended Scotch Whisky	247,828	238,944	305,790	226,738	242,974
	Bourbon Whiskey	84,256	86,787	120,134	92,219	91,616
	Canadian Whisky	1,070,939	1,052,959	1,364,864	907,759	1,071,666
	Flavoured Whisky	1,106	560	2,758	7,847	723
	Irish Whiskey	73,314	85,615	134,401	115,413	88,955
	Other Country Whisky	7,756	7,258	11,497	8,233	8,945
	Single Malt Scotch Whisky	113,389	109,444	207,554	103,089	114,979

Spirits Sales (Litres)

Litres		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Whisky	Summary	1,674,418	1,659,733	2,247,624	1,526,247	1,688,311
Summary		6,511,968	6,828,017	8,414,183	5,540,441	6,583,177

Wine Sales (Net \$)

Wine

Net Sales \$		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Argentina Wine	Argentina Red Wine	\$8,035,616	\$7,595,240	\$10,902,019	\$8,359,387	\$6,794,286
	Argentina Rose Wine	\$78,459	\$144,473	\$21,317	\$111,904	\$165,628
	Argentina Sparkling Wine	\$9,683	\$14,512	\$18,935	\$11,737	\$7,594
	Argentina White Wine	\$790,460	\$819,654	\$658,832	\$587,951	\$657,328
	Summary	\$8,914,218	\$8,573,879	\$11,601,103	\$9,070,978	\$7,624,837
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Australia Red Wine	\$9,018,917	\$8,602,426	\$11,769,706	\$8,688,465	\$8,005,841
	Australia Rose Wine	\$247,154	\$285,434	\$195,060	\$190,489	\$388,532
	Australia Sparkling Wine	\$709,462	\$718,655	\$1,126,278	\$584,763	\$772,380
	Australia White Wine	\$5,155,918	\$4,950,743	\$5,693,163	\$4,199,517	\$5,050,683
	Summary	\$15,131,451	\$14,557,259	\$18,784,208	\$13,663,235	\$14,217,437
Austria Wine	Austria Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Austria Red Wine	\$49,627	\$10,505	\$9,701	\$19,072	\$13,760
	Austria Rose Wine	\$0	\$0	\$2,953	\$0	\$0
	Austria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Austria White Wine	\$87,374	\$39,673	\$53,580	\$59,038	\$64,555
	Summary	\$137,001	\$50,177	\$66,234	\$78,110	\$78,316
Bulgaria Wine	Bulgaria Red Wine	\$25,185	\$12,319	\$29,186	\$10,511	\$25,403
	Bulgaria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$25,185	\$12,319	\$29,186	\$10,511	\$25,403
Canada - BC	Canada - BC Dessert Wine	\$298,431	\$451,641	\$299,373	\$181,581	\$252,685
	Canada - BC Fruit Wine	\$1,080,184	\$1,897,729	\$936,584	\$791,865	\$1,142,828
	Canada - BC Ice Wine	\$1,951,369	\$2,643,807	\$1,621,759	\$1,090,184	\$1,212,254
	Canada - BC Red Wine	\$58,339,187	\$66,463,310	\$67,706,243	\$51,854,486	\$59,090,058

Wine Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Canada - BC	Canada - BC Rose Wine	\$6,590,907	\$7,805,257	\$2,470,101	\$2,934,047	\$8,194,800
	Canada - BC Sparkling Wine	\$2,666,120	\$3,352,117	\$2,418,941	\$1,609,541	\$2,633,648
	Canada - BC White Wine	\$59,584,935	\$68,264,474	\$54,236,189	\$43,448,524	\$59,365,666
	Summary	\$130,511,131	\$150,878,335	\$129,689,192	\$101,910,227	\$131,891,941
Canada - Other	Canada - Other Dessert Wine	\$2,613	\$4,141	\$2,536	\$0	\$0
	Canada - Other Fruit Wine	\$7,632	\$10,529	\$6,066	\$6,144	\$0
	Canada - Other Ice Wine	\$1,027,897	\$1,504,265	\$1,252,017	\$960,146	\$767,744
	Canada - Other Red Wine	\$556,137	\$379,963	\$299,053	\$303,266	\$383,110
	Canada - Other Rose Wine	\$503	\$1,155	\$1,317	\$455	\$54,487
	Canada - Other Sparkling Wine	\$387,366	\$354,856	\$633,639	\$351,086	\$366,715
	Canada - Other White Wine	\$215,834	\$216,189	\$169,858	\$169,536	\$192,983
	Summary	\$2,197,981	\$2,471,097	\$2,364,485	\$1,790,633	\$1,765,039
Chile Wine	Chile Fruit and Dessert Wine	\$6,186	\$5,234	\$7,289	\$4,711	\$344
	Chile Red Wine	\$7,588,664	\$6,411,880	\$8,915,661	\$7,554,593	\$6,681,604
	Chile Rose Wine	\$241,419	\$123,259	\$18,213	\$180,632	\$541,160
	Chile Sparkling Wine	\$42,993	\$43,781	\$45,660	\$72,744	\$68,629
	Chile White Wine	\$3,437,730	\$3,518,211	\$3,317,295	\$2,836,369	\$3,206,820
	Summary	\$11,316,991	\$10,102,364	\$12,304,119	\$10,649,049	\$10,498,557
China Wine	China Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	China Red Wine	\$0	\$1,837	\$0	\$1,839	\$18,076
	China White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$0	\$1,837	\$0	\$1,839	\$18,076
Fortified Wine	Other Fortified Domestic Wine	\$1,267,312	\$1,532,552	\$1,146,884	\$910,854	\$1,169,922
	Other Fortified Import Wine	\$434,548	\$414,857	\$679,994	\$455,315	\$394,494
	Port Wine	\$585,938	\$618,306	\$1,579,245	\$668,169	\$437,335
	Sherry Wine	\$219,924	\$191,918	\$520,697	\$244,871	\$184,509
	Vermouth Wine	\$527,859	\$490,810	\$635,205	\$491,532	\$563,451
	Summary	\$3,035,580	\$3,248,443	\$4,562,024	\$2,770,740	\$2,749,712

Wine Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
France Wine	France Champagne Wine	\$3,421,984	\$3,955,522	\$6,462,649	\$3,076,187	\$4,032,294
	France Fruit and Dessert Wine	\$7,270	\$14,226	\$22,245	\$7,784	\$2,607
	France Red Wine	\$8,328,755	\$8,273,952	\$14,682,742	\$9,284,524	\$7,433,492
	France Rose Wine	\$2,720,268	\$2,363,860	\$868,459	\$1,009,591	\$3,818,169
	France Sparkling Wine	\$683,742	\$710,563	\$1,090,247	\$567,165	\$695,047
	France White Wine	\$3,511,755	\$3,543,249	\$4,625,981	\$3,201,703	\$3,476,387
	Summary	\$18,673,773	\$18,861,372	\$27,752,323	\$17,146,953	\$19,457,996
Georgia Wine	Georgia Red Wine	\$47,603	\$38,832	\$58,536	\$38,308	\$38,346
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$47,603	\$38,832	\$58,536	\$38,308	\$38,346
Germany Wine	Germany Fruit and Dessert Wine	\$202	\$0	\$3,518	\$3,498	\$0
	Germany Red Wine	\$43,110	\$25,928	\$67,279	\$36,782	\$48,697
	Germany Rose Wine	\$18,892	\$13,454	\$9,987	\$9,088	\$13,026
	Germany Sparkling Wine	\$627,677	\$597,500	\$1,304,974	\$428,499	\$613,602
	Germany White Wine	\$1,283,177	\$1,227,745	\$1,470,177	\$1,108,014	\$1,121,876
	Summary	\$1,973,058	\$1,864,627	\$2,855,935	\$1,585,880	\$1,797,201
Greece Wine	Greece Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Greece Red Wine	\$117,951	\$95,905	\$126,249	\$102,251	\$106,272
	Greece Rose Wine	\$390	\$0	\$0	\$0	\$1,249
	Greece White Wine	\$111,524	\$117,889	\$96,447	\$87,915	\$133,517
	Summary	\$229,866	\$213,794	\$222,696	\$190,166	\$241,039
Hungary Wine	Hungary Fruit and Dessert Wine	\$15,227	\$20,967	\$33,934	\$19,410	\$18,608
	Hungary Red Wine	\$25,626	\$34,037	\$41,124	\$34,285	\$38,956
	Hungary Sparkling Wine	\$66,597	\$65,060	\$89,854	\$44,119	\$60,019
	Hungary White Wine	\$136,786	\$122,814	\$102,404	\$126,132	\$118,665
	Summary	\$244,236	\$242,878	\$267,317	\$223,946	\$236,248
Israel Wine	Israel Red Wine	\$36,785	\$33,450	\$38,188	\$54,309	\$25,473
	Israel Rose Wine	\$5,554	\$4,074	\$3,288	\$2,225	\$3,634

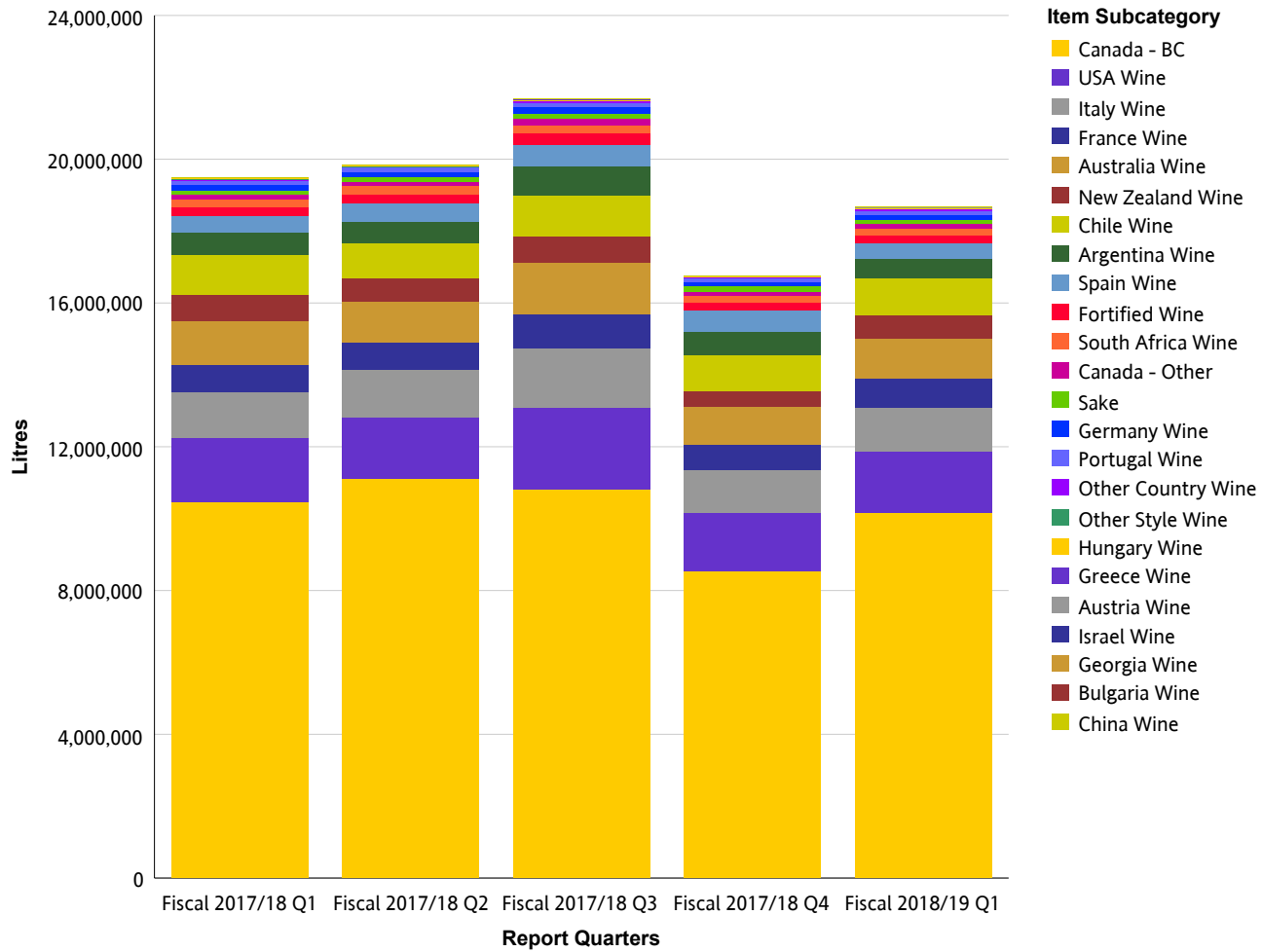
Wine Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Israel Wine	Israel White Wine	\$17,454	\$18,523	\$21,453	\$27,772	\$10,606
	Summary	\$59,793	\$56,047	\$62,929	\$84,306	\$39,713
Italy Wine	Italy Fruit and Dessert Wine	\$6,010	\$5,102	\$19,199	\$12,404	\$4,721
	Italy Red Wine	\$9,871,977	\$10,017,335	\$15,700,513	\$11,068,763	\$9,492,562
	Italy Rose Wine	\$206,312	\$218,444	\$92,983	\$86,038	\$341,695
	Italy Sparkling Wine	\$1,580,740	\$1,699,914	\$2,207,723	\$1,352,650	\$1,611,092
	Italy White Wine	\$5,055,292	\$5,518,988	\$5,340,187	\$4,246,832	\$4,963,237
	Prosecco Wine	\$3,577,895	\$4,309,243	\$6,120,039	\$2,896,818	\$3,719,160
	Summary	\$20,298,226	\$21,769,026	\$29,480,644	\$19,663,505	\$20,132,467
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$734,001	\$630,126	\$1,080,082	\$565,667	\$570,089
	New Zealand Rose Wine	\$327,629	\$440,146	\$166,548	\$209,220	\$458,253
	New Zealand Sparkling Wine	\$121,327	\$123,331	\$208,216	\$74,575	\$102,574
	New Zealand White Wine	\$11,959,038	\$10,653,091	\$11,770,702	\$7,352,566	\$10,522,755
	Summary	\$13,141,996	\$11,846,694	\$13,225,548	\$8,202,027	\$11,653,672
Other Country Wine	Other Country Fruit and Dessert Wine	\$207,356	\$217,377	\$263,403	\$232,554	\$214,518
	Other Country Red Wine	\$77,527	\$113,602	\$203,495	\$165,949	\$161,552
	Other Country Rose Wine	\$5,393	\$4,391	\$1,089	\$3,123	\$5,622
	Other Country Sparkling Wine	\$8,186	\$27,352	\$30,854	\$32,302	\$19,722
	Other Country White Wine	\$47,626	\$68,691	\$69,690	\$54,777	\$83,299
	Summary	\$346,087	\$431,412	\$568,531	\$488,706	\$484,713
Other Style Wine	Aperitif And Flavoured Wine	\$161,473	\$178,691	\$177,741	\$121,635	\$150,717
	Mead	\$46,151	\$70,687	\$31,899	\$42,197	\$74,040
	Rice Wine	\$47,580	\$45,912	\$73,020	\$70,890	\$46,852
	Summary	\$255,205	\$295,290	\$282,659	\$234,722	\$271,609
Portugal Wine	Portugal Fruit and Dessert Wine	\$1,001	\$606	\$81,983	\$17,056	\$2,261
	Portugal Red Wine	\$667,086	\$662,261	\$844,449	\$846,914	\$714,131
	Portugal Rose Wine	\$292,469	\$314,650	\$193,962	\$145,679	\$215,315

Wine Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Portugal Wine	Portugal Sparkling Wine	\$14,048	\$8,340	\$7,727	\$4,590	\$5,268
	Portugal White Wine	\$570,715	\$547,365	\$342,852	\$326,474	\$606,546
	Summary	\$1,545,320	\$1,533,222	\$1,470,973	\$1,340,713	\$1,543,522
Sake	Japan Sake	\$1,131,397	\$1,213,363	\$1,498,543	\$1,398,143	\$1,239,826
	Other Country Sake	\$80,603	\$90,238	\$70,082	\$82,607	\$83,827
	USA Sake	\$711,876	\$676,502	\$842,592	\$831,162	\$631,453
	Summary	\$1,923,876	\$1,980,103	\$2,411,217	\$2,311,912	\$1,955,106
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	South Africa Red Wine	\$1,277,649	\$1,379,310	\$1,685,224	\$1,395,284	\$1,215,600
	South Africa Rose Wine	\$43,606	\$79,090	\$1,403	\$2,670	\$76,789
	South Africa Sparkling Wine	\$34,355	\$35,012	\$58,451	\$28,076	\$33,169
	South Africa White Wine	\$1,099,214	\$1,190,408	\$1,010,240	\$875,223	\$1,031,360
	Summary	\$2,454,824	\$2,683,820	\$2,755,318	\$2,301,253	\$2,356,918
Spain Wine	Spain Fruit and Dessert Wine	\$5,059	\$11,511	\$8,424	\$16,765	\$14,052
	Spain Red Wine	\$4,467,641	\$4,578,707	\$5,777,041	\$5,158,809	\$3,856,715
	Spain Rose Wine	\$243,700	\$225,802	\$104,820	\$129,143	\$259,067
	Spain Sparkling Wine	\$1,160,406	\$1,153,954	\$2,203,402	\$867,430	\$1,140,121
	Spain White Wine	\$370,534	\$531,288	\$422,340	\$901,460	\$401,368
	Summary	\$6,247,341	\$6,501,262	\$8,516,027	\$7,073,607	\$5,671,323
USA Wine	USA Fruit and Dessert Wine	\$5,746	\$4,370	\$2,720	\$3,697	\$1,227
	USA Red Wine	\$21,586,439	\$19,308,394	\$31,091,624	\$20,131,938	\$20,554,019
	USA Rose Wine	\$1,321,646	\$1,355,926	\$1,126,865	\$1,058,760	\$1,490,646
	USA Sparkling Wine	\$388,161	\$368,465	\$610,383	\$266,901	\$342,735
	USA White Wine	\$6,981,824	\$7,448,392	\$7,576,652	\$5,885,145	\$6,603,975
	Summary	\$30,283,815	\$28,485,548	\$40,408,245	\$27,346,440	\$28,992,603
Summary		\$268,994,557	\$286,699,638	\$309,739,446	\$228,177,769	\$263,741,792

Wine Sales (Litres)



Wine Sales (Litres)

Wine

Litres		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Argentina Wine	Argentina Red Wine	546,501	520,777	744,548	593,189	474,850
	Argentina Rose Wine	6,121	11,023	1,766	8,719	12,643
	Argentina Sparkling Wine	480	747	922	532	372
	Argentina White Wine	66,556	68,765	52,757	48,553	53,751
	Summary	619,658	601,312	799,993	650,993	541,616
Australia Wine	Australia Fruit and Dessert Wine	0	0	0	0	0
	Australia Red Wine	641,532	601,193	812,467	608,693	552,506
	Australia Rose Wine	19,803	24,166	15,763	15,445	31,880
	Australia Sparkling Wine	56,276	56,065	89,641	44,555	61,217
	Australia White Wine	488,238	450,942	541,954	384,298	468,184
	Summary	1,205,848	1,132,366	1,459,825	1,052,990	1,113,787
Austria Wine	Austria Fruit and Dessert Wine	0	0	0	0	0
	Austria Red Wine	734	297	324	500	481
	Austria Rose Wine	0	0	125	0	0
	Austria Sparkling Wine	0	0	0	0	0
	Austria White Wine	2,612	1,555	2,117	2,052	2,595
	Summary	3,346	1,852	2,566	2,552	3,076
Bulgaria Wine	Bulgaria Red Wine	2,311	1,136	2,866	916	2,146
	Bulgaria Rose Wine	0	0	0	0	0
	Bulgaria Sparkling Wine	0	0	0	0	0
	Bulgaria White Wine	0	0	0	0	0
	Summary	2,311	1,136	2,866	916	2,146
Canada - BC	Canada - BC Dessert Wine	5,962	9,040	6,628	3,808	5,610
	Canada - BC Fruit Wine	48,124	82,235	41,997	38,194	50,606
	Canada - BC Ice Wine	15,154	22,127	14,458	10,076	10,692
	Canada - BC Red Wine	4,515,234	4,579,656	5,399,017	4,090,066	4,304,552

Wine Sales (Litres)

Litres		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Canada - BC	Canada - BC Rose Wine	426,142	505,076	212,383	224,186	509,328
	Canada - BC Sparkling Wine	104,679	138,127	97,780	63,806	106,567
	Canada - BC White Wine	5,352,369	5,771,371	5,043,180	4,109,530	5,186,672
	Summary	10,467,665	11,107,633	10,815,442	8,539,667	10,174,027
Canada - Other	Canada - Other Dessert Wine	81	130	63	0	0
	Canada - Other Fruit Wine	125	177	102	104	0
	Canada - Other Ice Wine	13,182	19,943	16,645	12,829	9,846
	Canada - Other Red Wine	35,798	26,356	25,313	26,687	30,664
	Canada - Other Rose Wine	38	62	72	27	7,648
	Canada - Other Sparkling Wine	60,358	56,172	103,724	54,434	57,596
	Canada - Other White Wine	20,687	18,322	16,691	18,113	19,773
	Summary	130,269	121,163	162,610	112,193	125,527
Chile Wine	Chile Fruit and Dessert Wine	180	144	208	130	9
	Chile Red Wine	737,749	596,385	792,483	693,346	658,361
	Chile Rose Wine	25,322	11,844	1,547	23,556	58,976
	Chile Sparkling Wine	2,510	2,546	2,733	4,300	3,814
	Chile White Wine	351,742	360,291	333,644	280,706	319,014
	Summary	1,117,503	971,210	1,130,615	1,002,038	1,040,174
China Wine	China Fruit and Dessert Wine	0	0	0	0	0
	China Red Wine	0	4	0	4	356
	China White Wine	0	0	0	0	0
	Summary	0	4	0	4	356
Fortified Wine	Other Fortified Domestic Wine	141,529	133,908	131,122	107,609	118,534
	Other Fortified Import Wine	30,819	28,375	46,627	30,883	27,274
	Port Wine	17,277	18,226	43,498	18,866	13,740
	Sherry Wine	12,122	10,188	27,883	13,149	10,067
	Vermouth Wine	54,351	49,070	64,797	47,661	53,553
	Summary	256,097	239,767	313,926	218,168	223,169

Wine Sales (Litres)

Litres		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
France Wine	France Champagne Wine	37,167	42,546	71,328	32,685	38,509
	France Fruit and Dessert Wine	124	279	329	144	54
	France Red Wine	362,052	364,133	536,522	402,713	355,445
	France Rose Wine	157,312	150,914	58,767	65,964	212,810
	France Sparkling Wine	39,260	42,372	65,073	31,111	38,927
	France White Wine	174,176	177,375	191,913	152,397	164,950
	Summary	770,091	777,619	923,932	685,014	810,694
Georgia Wine	Georgia Red Wine	2,622	2,149	3,212	2,119	2,112
	Georgia White Wine	0	0	0	0	0
	Summary	2,622	2,149	3,212	2,119	2,112
Germany Wine	Germany Fruit and Dessert Wine	24	0	342	20	0
	Germany Red Wine	2,710	1,794	4,664	1,714	3,578
	Germany Rose Wine	1,184	927	621	630	855
	Germany Sparkling Wine	39,017	36,362	85,621	26,105	38,140
	Germany White Wine	92,830	88,855	100,609	76,250	79,781
	Summary	135,764	127,938	191,855	104,720	122,354
Greece Wine	Greece Fruit and Dessert Wine	0	0	0	0	0
	Greece Red Wine	9,665	7,523	10,041	8,168	7,928
	Greece Rose Wine	22	0	0	0	72
	Greece White Wine	9,589	10,042	8,498	7,009	9,844
	Summary	19,276	17,566	18,539	15,177	17,844
Hungary Wine	Hungary Fruit and Dessert Wine	371	526	783	412	444
	Hungary Red Wine	2,060	2,784	3,283	2,722	3,190
	Hungary Sparkling Wine	5,435	5,349	7,262	3,436	4,859
	Hungary White Wine	12,922	11,674	9,530	12,492	10,410
	Summary	20,788	20,334	20,858	19,062	18,904
Israel Wine	Israel Red Wine	1,956	1,781	2,037	2,902	1,360
	Israel Rose Wine	318	233	188	128	208

Wine Sales (Litres)

Litres		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Israel Wine	Israel White Wine	946	1,005	1,164	1,509	574
	Summary	3,220	3,020	3,389	4,539	2,142
Italy Wine	Italy Fruit and Dessert Wine	152	105	250	135	58
	Italy Red Wine	570,450	557,641	791,487	630,478	537,715
	Italy Rose Wine	13,586	13,952	5,459	5,090	21,008
	Italy Sparkling Wine	91,831	97,038	123,719	74,760	91,261
	Italy White Wine	387,926	418,066	403,075	335,494	374,890
	Prosecco Wine	192,526	225,737	333,807	155,109	197,854
	Summary	1,256,471	1,312,538	1,657,797	1,201,066	1,222,785
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	34,403	29,037	49,490	24,899	25,440
	New Zealand Rose Wine	18,545	24,218	9,218	10,754	25,426
	New Zealand Sparkling Wine	5,676	5,620	9,818	3,393	4,886
	New Zealand White Wine	681,481	592,230	663,298	403,094	581,179
	Summary	740,105	651,104	731,824	442,140	636,931
Other Country Wine	Other Country Fruit and Dessert Wine	14,272	14,550	16,883	14,523	14,645
	Other Country Red Wine	4,264	5,600	9,585	7,420	7,705
	Other Country Rose Wine	260	202	54	150	256
	Other Country Sparkling Wine	333	842	1,024	1,129	830
	Other Country White Wine	2,533	3,440	3,677	2,862	4,202
	Summary	21,661	24,635	31,224	26,084	27,639
Other Style Wine	Aperitif And Flavoured Wine	12,502	13,257	12,298	8,390	11,740
	Mead	1,784	2,681	1,236	1,639	3,166
	Rice Wine	3,447	3,384	5,266	4,482	3,918
	Summary	17,734	19,323	18,800	14,512	18,825
Portugal Wine	Portugal Fruit and Dessert Wine	22	22	966	220	50
	Portugal Red Wine	50,246	51,569	63,299	66,062	55,780
	Portugal Rose Wine	28,418	29,898	19,748	15,040	22,211

Wine Sales (Litres)

Litres		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Portugal Wine	Portugal Sparkling Wine	486	337	297	212	230
	Portugal White Wine	51,872	48,218	29,783	26,133	53,907
	Summary	131,043	130,045	114,094	107,668	132,178
Sake	Japan Sake	38,074	39,266	46,932	45,064	39,456
	Other Country Sake	3,180	3,458	2,933	3,149	3,513
	USA Sake	83,101	78,290	97,184	95,770	73,508
	Summary	124,355	121,014	147,049	143,984	116,477
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	0	0
	South Africa Red Wine	99,326	115,798	140,338	115,299	96,282
	South Africa Rose Wine	3,287	6,252	99	171	7,417
	South Africa Sparkling Wine	2,487	2,434	3,630	1,899	2,062
	South Africa White Wine	107,054	113,879	92,309	79,514	93,782
	Summary	212,154	238,364	236,376	196,883	199,542
Spain Wine	Spain Fruit and Dessert Wine	216	322	273	412	518
	Spain Red Wine	332,040	373,347	431,954	428,963	299,202
	Spain Rose Wine	18,456	16,671	8,484	8,998	19,139
	Spain Sparkling Wine	72,434	69,638	138,100	52,003	69,665
	Spain White Wine	27,869	55,040	40,127	105,671	32,908
	Summary	451,015	515,019	618,939	596,048	421,432
USA Wine	USA Fruit and Dessert Wine	360	310	36	279	81
	USA Red Wine	1,111,741	999,868	1,554,310	1,044,038	1,029,196
	USA Rose Wine	146,498	149,953	134,666	127,376	159,008
	USA Sparkling Wine	25,508	23,125	37,530	15,883	19,918
	USA White Wine	505,356	540,421	548,218	439,016	487,744
	Summary	1,789,464	1,713,678	2,274,761	1,626,591	1,695,946
Summary		19,498,463	19,850,785	21,680,493	16,765,129	18,669,683

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.