

# Liquor Market Review

Fiscal 2019/20 Q4

March 2020



**LIQUOR  
DISTRIBUTION  
BRANCH**

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# Introduction

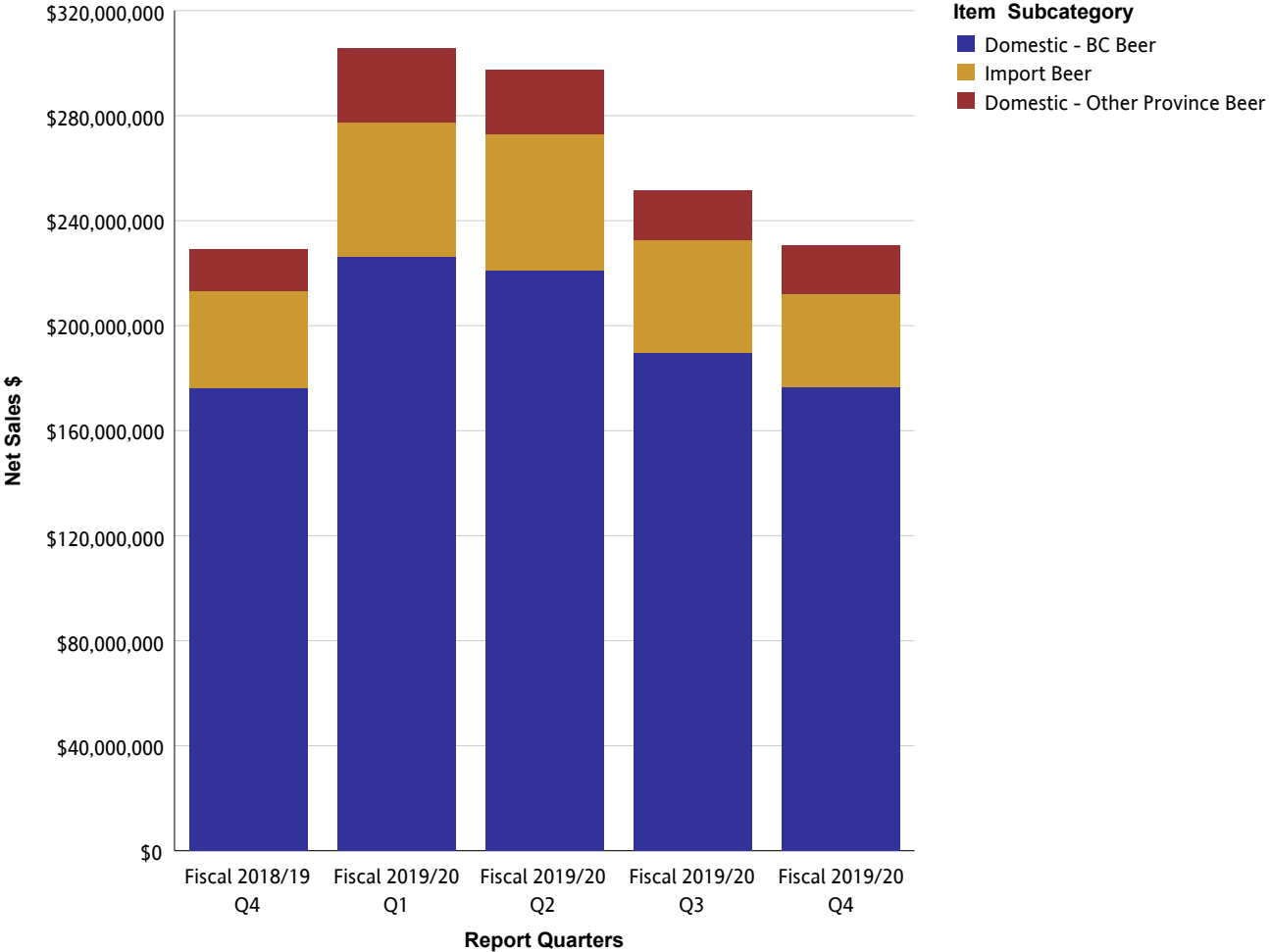
The Liquor Market Review provides provincial sales through the Wholesale channel for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer and excludes any applicable taxes. For each reporting period,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

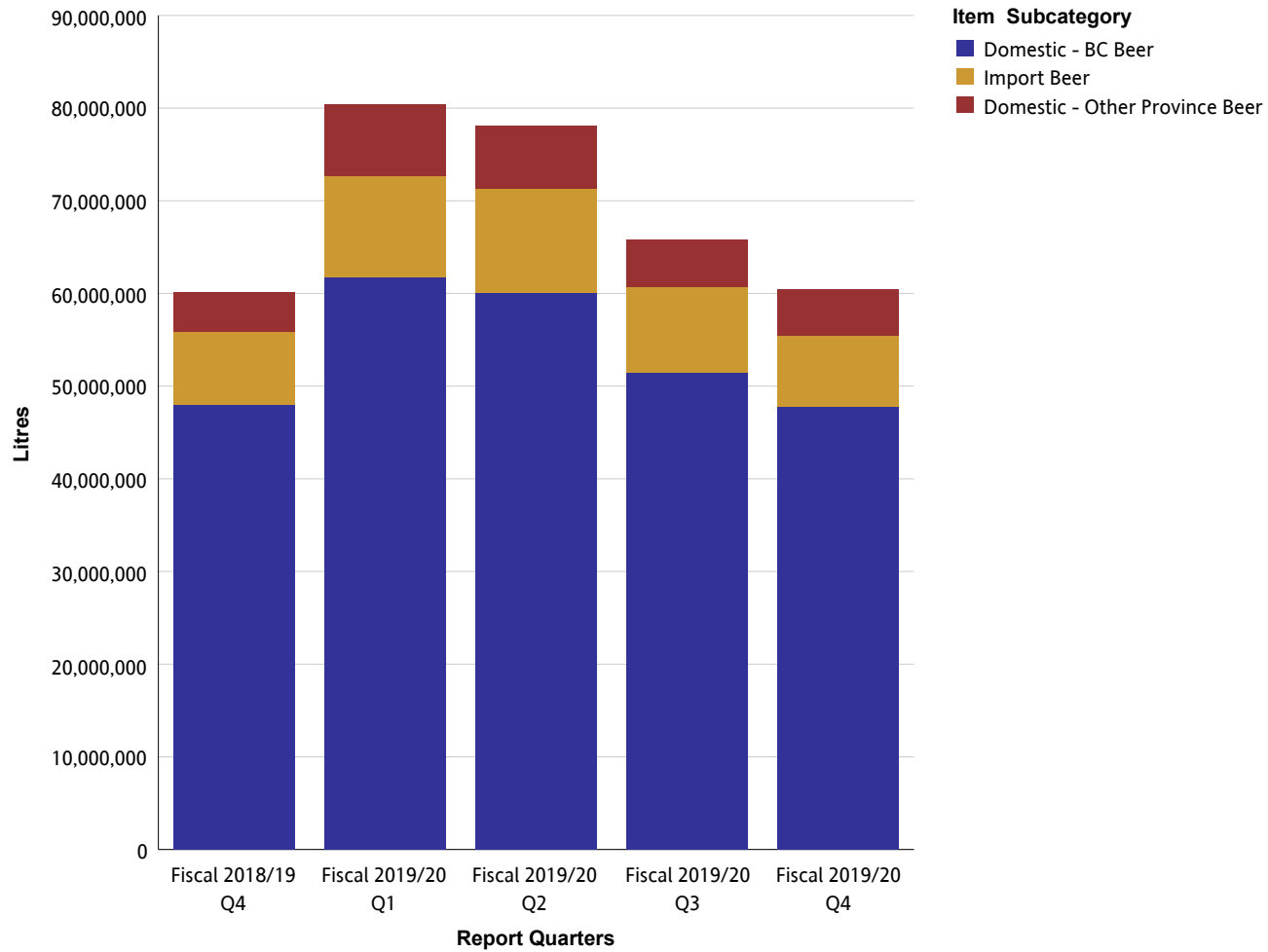


## Beer Sales (Net \$)

### Beer

Net Sales \$		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	\$110,592,944	\$141,690,807	\$134,176,589	\$116,211,145	\$106,411,838
	Domestic - BC Micro Brew Beer	\$30,059,340	\$37,125,580	\$38,881,905	\$32,676,604	\$32,128,711
	Domestic - BC Regional Beer	\$35,397,841	\$47,516,105	\$47,929,773	\$40,888,446	\$38,002,801
	<b>Summary</b>	<b>\$176,050,124</b>	<b>\$226,332,492</b>	<b>\$220,988,266</b>	<b>\$189,776,195</b>	<b>\$176,543,351</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$14,393,538	\$26,339,720	\$22,699,174	\$17,337,308	\$17,145,245
	Domestic - Other Province Micro Brew Beer	\$178,701	\$233,987	\$288,450	\$177,058	\$162,449
	Domestic - Other Province Regional Beer	\$1,363,775	\$1,565,200	\$1,539,645	\$1,306,420	\$1,087,420
	<b>Summary</b>	<b>\$15,936,014</b>	<b>\$28,138,907</b>	<b>\$24,527,269</b>	<b>\$18,820,785</b>	<b>\$18,395,114</b>
Import Beer	Asia And South Pacific Beer	\$1,518,103	\$1,650,275	\$1,841,039	\$1,592,215	\$1,450,332
	Europe Beer	\$23,177,620	\$27,842,488	\$27,818,966	\$26,668,501	\$22,746,299
	Mexico And Caribbean Beer	\$7,881,960	\$14,956,690	\$15,502,187	\$9,559,544	\$9,093,492
	Other Country Beer	\$106,176	\$102,492	\$115,957	\$80,217	\$72,414
	USA Beer	\$4,581,223	\$6,702,938	\$6,753,630	\$5,069,786	\$2,353,032
	<b>Summary</b>	<b>\$37,265,083</b>	<b>\$51,254,883</b>	<b>\$52,031,779</b>	<b>\$42,970,262</b>	<b>\$35,715,569</b>
<b>Summary</b>		<b>\$229,251,221</b>	<b>\$305,726,282</b>	<b>\$297,547,315</b>	<b>\$251,567,243</b>	<b>\$230,654,034</b>

## Beer Sales (Litres)

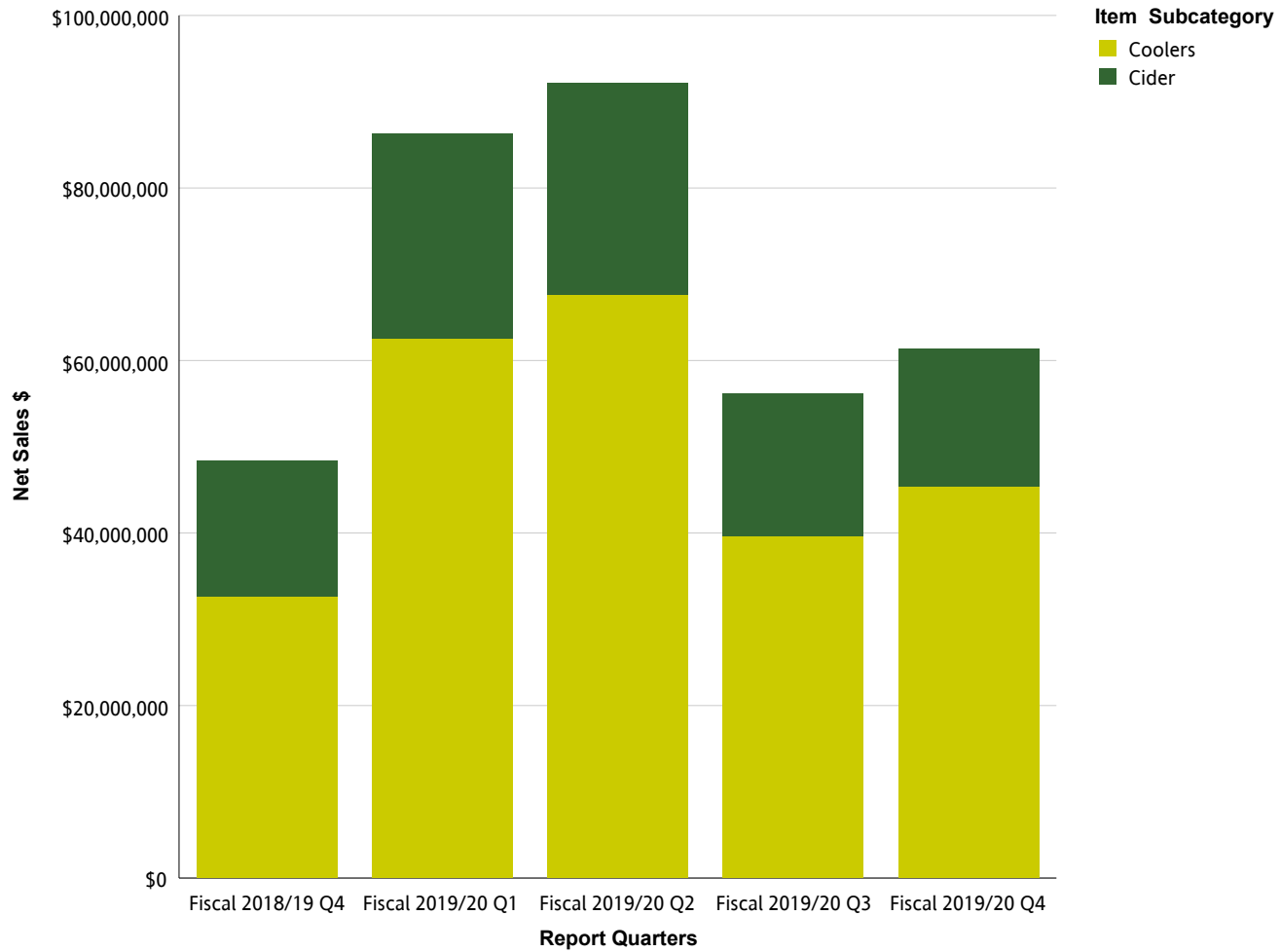


## Beer Sales (Litres)

### Beer

Litres		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	31,367,371	40,363,992	38,247,737	33,133,127	30,419,149
	Domestic - BC Micro Brew Beer	6,644,311	8,201,862	8,542,574	7,052,479	6,855,297
	Domestic - BC Regional Beer	9,935,331	13,174,641	13,268,887	11,270,988	10,497,875
	<b>Summary</b>	<b>47,947,014</b>	<b>61,740,495</b>	<b>60,059,199</b>	<b>51,456,594</b>	<b>47,772,321</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	3,860,361	7,239,742	6,286,473	4,741,142	4,679,897
	Domestic - Other Province Micro Brew Beer	23,008	31,854	40,712	27,502	24,903
	Domestic - Other Province Regional Beer	359,339	414,734	407,419	338,006	276,754
	<b>Summary</b>	<b>4,242,708</b>	<b>7,686,329</b>	<b>6,734,604</b>	<b>5,106,650</b>	<b>4,981,554</b>
Import Beer	Asia And South Pacific Beer	304,766	329,272	369,765	315,502	288,558
	Europe Beer	5,125,363	6,215,510	6,252,117	5,937,184	5,105,987
	Mexico And Caribbean Beer	1,460,046	2,838,028	3,005,273	1,820,389	1,718,026
	Other Country Beer	26,678	24,628	30,153	19,513	16,288
	USA Beer	1,054,832	1,571,951	1,645,306	1,203,505	516,708
	<b>Summary</b>	<b>7,971,683</b>	<b>10,979,389</b>	<b>11,302,615</b>	<b>9,296,093</b>	<b>7,645,566</b>
<b>Summary</b>		<b>60,161,405</b>	<b>80,406,213</b>	<b>78,096,417</b>	<b>65,859,337</b>	<b>60,399,441</b>

## Refreshment Beverages Sales (Net \$)



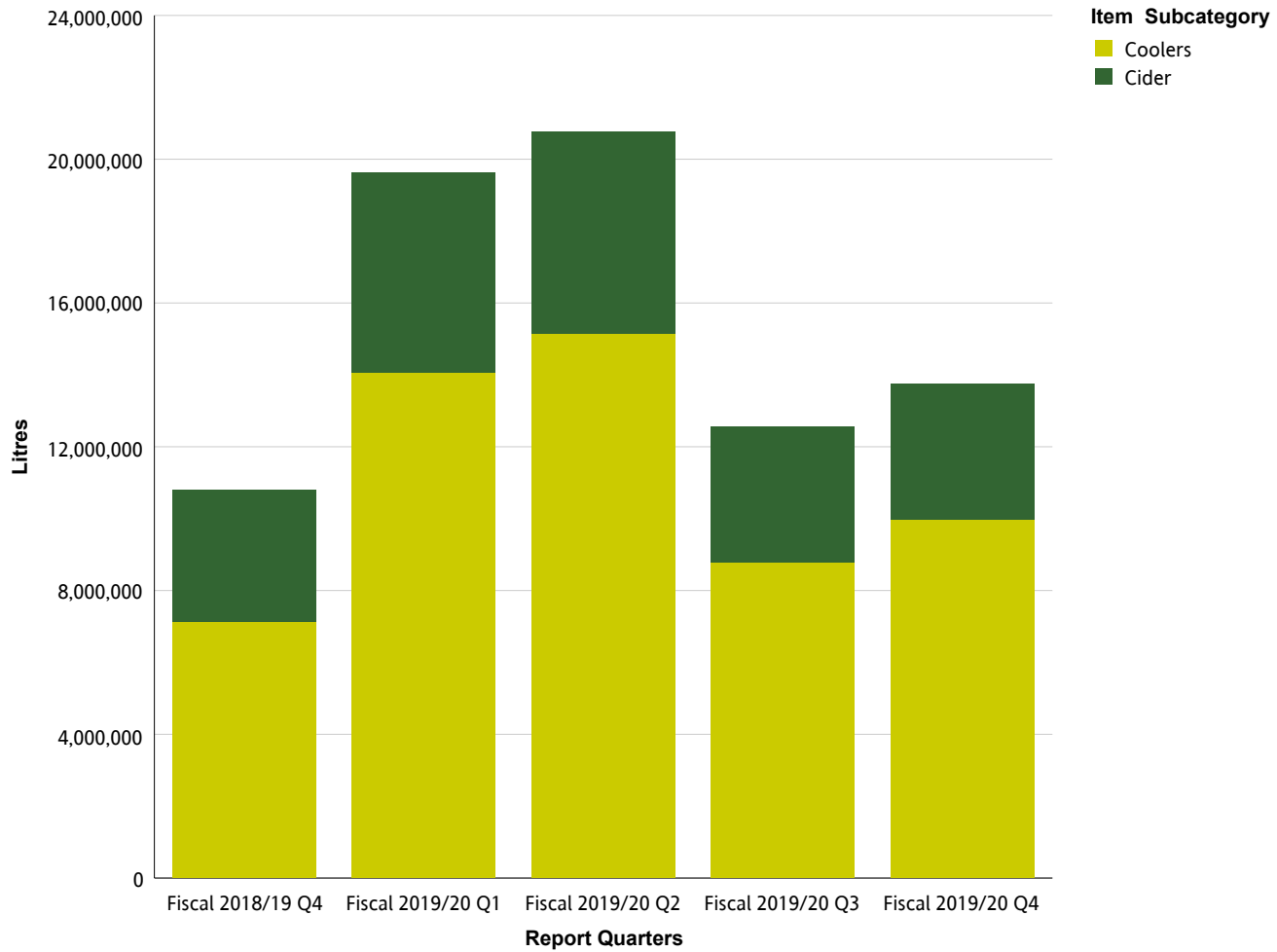


## Refreshment Beverages Sales (Net \$)

### Refreshment Beverages

Net Sales \$		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Cider	Domestic Cider	\$12,193,153	\$18,359,791	\$19,338,647	\$13,233,971	\$12,832,392
	Import Cider	\$3,587,817	\$5,357,134	\$5,209,520	\$3,309,927	\$3,105,939
	<b>Summary</b>	<b>\$15,780,970</b>	<b>\$23,716,925</b>	<b>\$24,548,166</b>	<b>\$16,543,898</b>	<b>\$15,938,331</b>
Coolers	Malt-Based Coolers	\$363,383	\$671,096	\$499,914	\$170,031	\$191,575
	Spirit Coolers	\$31,381,766	\$60,606,875	\$66,022,549	\$38,815,379	\$44,451,680
	Wine/Fruit Coolers	\$854,793	\$1,333,359	\$1,139,990	\$658,202	\$710,892
	<b>Summary</b>	<b>\$32,599,942</b>	<b>\$62,611,330</b>	<b>\$67,662,454</b>	<b>\$39,643,612</b>	<b>\$45,354,147</b>
<b>Summary</b>		<b>\$48,380,912</b>	<b>\$86,328,255</b>	<b>\$92,210,620</b>	<b>\$56,187,510</b>	<b>\$61,292,478</b>

## Refreshment Beverages Sales (Litres)

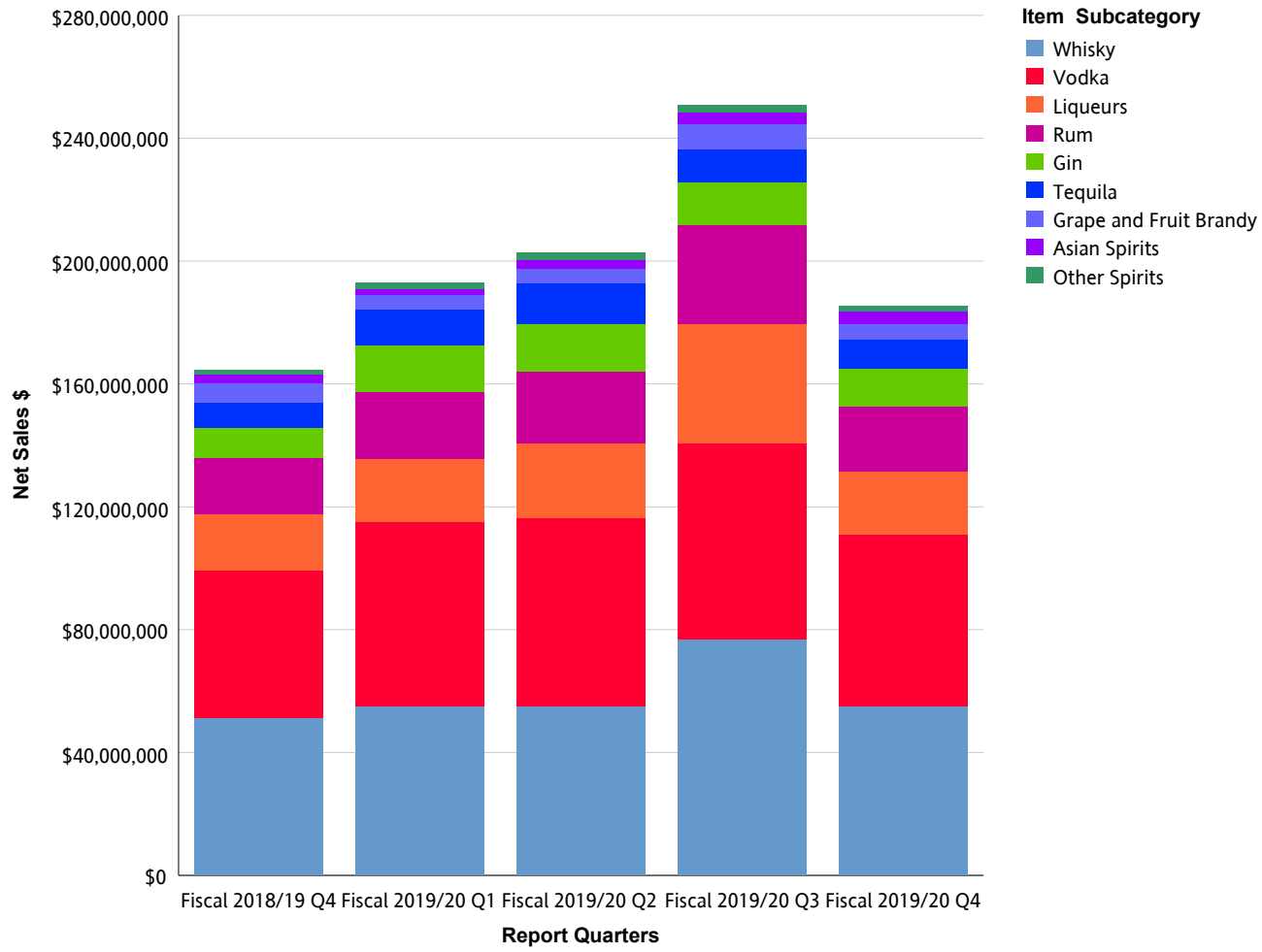


## Refreshment Beverages Sales (Litres)

### Refreshment Beverages

Litres		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Cider	Domestic Cider	2,898,178	4,379,785	4,429,145	3,044,153	3,064,370
	Import Cider	780,815	1,189,301	1,177,944	738,315	723,560
	<b>Summary</b>	<b>3,678,993</b>	<b>5,569,086</b>	<b>5,607,089</b>	<b>3,782,468</b>	<b>3,787,930</b>
Coolers	Malt-Based Coolers	77,192	151,565	106,680	33,618	38,312
	Spirit Coolers	6,915,278	13,712,974	14,867,931	8,637,393	9,813,719
	Wine/Fruit Coolers	133,209	202,820	180,708	108,038	123,177
	<b>Summary</b>	<b>7,125,679</b>	<b>14,067,359</b>	<b>15,155,319</b>	<b>8,779,048</b>	<b>9,975,208</b>
<b>Summary</b>		<b>10,804,671</b>	<b>19,636,445</b>	<b>20,762,408</b>	<b>12,561,516</b>	<b>13,763,138</b>

## Spirits Sales (Net \$)



## Spirits Sales (Net \$)

### Spirits

Net Sales \$		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Asian Spirits	China Spirits	\$1,755,278	\$1,229,323	\$1,681,985	\$2,299,742	\$3,136,860
	Korea Spirits	\$916,300	\$907,833	\$974,158	\$1,070,059	\$918,701
	Other Country Asian Spirits	\$119,684	\$59,386	\$109,004	\$114,470	\$89,230
	<b>Summary</b>	<b>\$2,791,262</b>	<b>\$2,196,541</b>	<b>\$2,765,147</b>	<b>\$3,484,271</b>	<b>\$4,144,791</b>
Gin	Dry Gin	\$9,152,066	\$13,832,183	\$14,242,076	\$12,731,499	\$11,147,127
	Flavoured Gin	\$285,879	\$823,383	\$1,007,288	\$721,022	\$842,458
	Other Gin	\$215,051	\$288,455	\$421,276	\$389,422	\$396,188
	<b>Summary</b>	<b>\$9,652,997</b>	<b>\$14,944,022</b>	<b>\$15,670,640</b>	<b>\$13,841,943</b>	<b>\$12,385,773</b>
Grape and Fruit Brandy	Armagnac	\$112,960	\$35,138	\$31,575	\$68,913	\$82,033
	Brandy	\$2,166,738	\$2,082,743	\$2,147,378	\$3,188,540	\$2,282,647
	Cognac	\$3,666,848	\$2,039,226	\$2,348,968	\$4,588,132	\$2,012,508
	Eau de Vie	\$202,099	\$235,161	\$257,421	\$336,875	\$236,136
	Grappa And Marc	\$57,303	\$45,923	\$63,428	\$78,059	\$65,210
	Pisco	\$82,325	\$99,262	\$90,349	\$76,151	\$79,134
	<b>Summary</b>	<b>\$6,288,274</b>	<b>\$4,537,454</b>	<b>\$4,939,119</b>	<b>\$8,336,670</b>	<b>\$4,757,669</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	\$6,359,896	\$6,802,142	\$7,059,968	\$8,654,439	\$6,721,716
	Coffee And Cocoa Liqueurs	\$1,099,552	\$1,358,331	\$1,692,752	\$2,702,001	\$1,236,157
	Cream/Dairy Liqueurs	\$5,044,604	\$5,549,579	\$7,905,775	\$18,295,798	\$6,284,015
	Fruit Liqueurs	\$2,964,033	\$3,704,844	\$4,174,291	\$4,633,865	\$3,135,658
	Nut Liqueurs	\$1,008,345	\$1,295,528	\$1,343,305	\$1,653,009	\$1,127,436
	Other Liqueurs	\$534,560	\$537,121	\$643,139	\$955,722	\$577,856
	Whiskey Liqueurs	\$1,309,097	\$1,244,967	\$1,485,125	\$2,112,209	\$1,374,310
	<b>Summary</b>	<b>\$18,320,087</b>	<b>\$20,492,513</b>	<b>\$24,304,355</b>	<b>\$39,007,042</b>	<b>\$20,457,148</b>
Other Spirits	Cachaca	\$32,152	\$38,914	\$44,715	\$34,492	\$33,593
	Flavoured Spirits	\$200,429	\$159,292	\$159,082	\$178,517	\$113,214
	Miscellaneous/Other Spirits	\$185,183	\$214,364	\$286,106	\$403,676	\$282,967

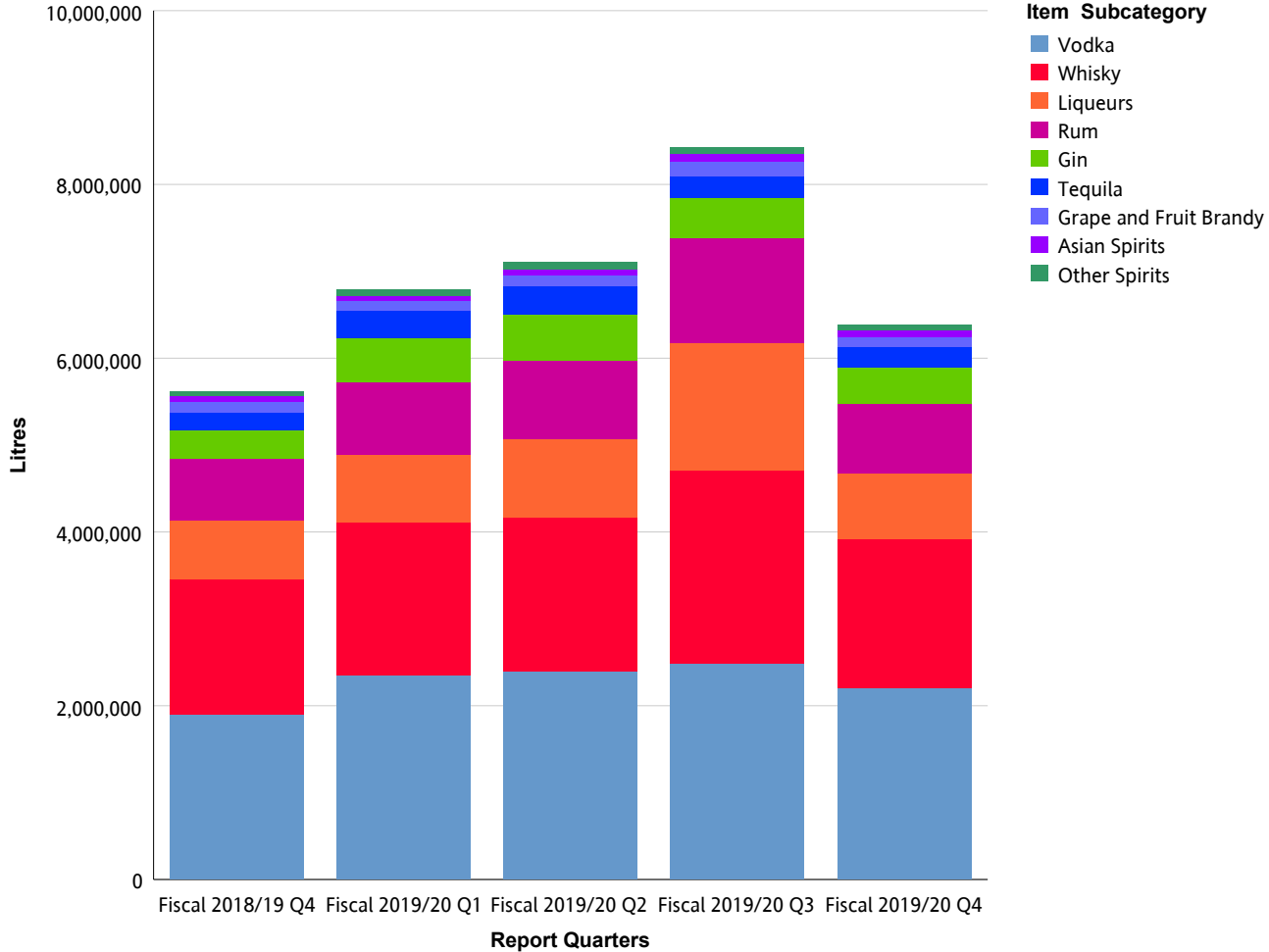
## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Other Spirits	Moonshine Spirits	\$202,168	\$313,309	\$360,941	\$400,652	\$220,396
	Ready to Mix Cocktails	\$439,131	\$558,334	\$602,072	\$455,267	\$438,254
	Ready to Serve Cocktails	\$414,944	\$611,702	\$695,178	\$875,285	\$551,880
	Schnapps and Akvavit	\$46,756	\$59,118	\$62,805	\$76,896	\$57,349
	<b>Summary</b>	<b>\$1,520,763</b>	<b>\$1,955,032</b>	<b>\$2,210,899</b>	<b>\$2,424,786</b>	<b>\$1,697,654</b>
Rum	Amber Rum	\$4,538,980	\$5,117,437	\$5,664,657	\$7,626,598	\$5,180,070
	Dark Rum	\$2,357,454	\$2,653,358	\$2,515,428	\$4,073,577	\$2,839,951
	Flavoured Rum	\$225,040	\$401,844	\$311,484	\$241,962	\$242,708
	Spiced Rum	\$5,947,583	\$6,544,461	\$7,468,084	\$12,280,914	\$6,678,254
	White Rum	\$5,499,024	\$7,152,920	\$7,508,840	\$7,815,262	\$6,232,424
	<b>Summary</b>	<b>\$18,568,080</b>	<b>\$21,870,020</b>	<b>\$23,468,494</b>	<b>\$32,038,313</b>	<b>\$21,173,408</b>
Tequila	Blanco/Silver Tequila	\$2,854,557	\$4,268,967	\$4,788,962	\$3,806,631	\$3,632,968
	Flavoured Tequila	\$100,947	\$152,288	\$173,546	\$133,560	\$137,741
	Gold Tequila	\$4,973,413	\$7,023,236	\$7,521,873	\$6,568,897	\$5,477,409
	Mezcal	\$336,384	\$376,782	\$469,297	\$513,936	\$445,504
	<b>Summary</b>	<b>\$8,265,301</b>	<b>\$11,821,273</b>	<b>\$12,953,678</b>	<b>\$11,023,024</b>	<b>\$9,693,622</b>
Vodka	Flavoured Vodka	\$3,195,101	\$5,399,945	\$4,797,549	\$6,335,488	\$4,695,865
	Straight Vodka	\$44,759,376	\$54,855,482	\$56,274,496	\$57,358,554	\$51,093,365
	<b>Summary</b>	<b>\$47,954,477</b>	<b>\$60,255,427</b>	<b>\$61,072,045</b>	<b>\$63,694,042</b>	<b>\$55,789,230</b>
Whisky	American Whiskey	\$2,302,022	\$2,050,661	\$2,171,406	\$2,869,994	\$2,086,875
	Blended Malt Scotch Whisky	\$156,655	\$169,333	\$150,350	\$392,390	\$182,206
	Blended Scotch Whisky	\$6,622,982	\$7,443,064	\$7,095,421	\$9,667,547	\$7,488,015
	Bourbon Whiskey	\$3,690,274	\$3,715,803	\$3,819,642	\$5,366,838	\$4,092,620
	Canadian Whisky	\$23,341,345	\$27,973,863	\$27,762,886	\$34,387,278	\$25,812,933
	Flavoured Whisky	\$209,109	\$330,849	\$479,228	\$611,709	\$407,863
	Irish Whiskey	\$4,429,078	\$3,441,589	\$4,185,224	\$5,910,416	\$5,168,852
	Other Country Whisky	\$924,607	\$920,513	\$995,639	\$1,399,644	\$1,230,819
	Single Malt Scotch Whisky	\$9,550,510	\$8,869,595	\$8,576,014	\$16,331,884	\$8,749,041

## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Whisky	<b>Summary</b>	\$51,226,582	\$54,915,270	\$55,235,811	\$76,937,700	\$55,219,224
<b>Summary</b>		\$164,587,822	\$192,987,550	\$202,620,188	\$250,787,791	\$185,318,519

# Spirits Sales (Litres)





## Spirits Sales (Litres)

### Spirits

Litres		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Asian Spirits	China Spirits	14,261	11,459	13,431	15,735	19,643
	Korea Spirits	50,691	50,169	54,294	60,740	53,105
	Other Country Asian Spirits	2,744	1,697	2,745	2,907	2,517
	<b>Summary</b>	<b>67,696</b>	<b>63,325</b>	<b>70,469</b>	<b>79,382</b>	<b>75,265</b>
Gin	Dry Gin	314,870	479,141	486,040	429,720	380,600
	Flavoured Gin	9,689	27,480	32,881	21,040	25,564
	Other Gin	4,920	5,824	8,900	8,483	8,147
	<b>Summary</b>	<b>329,479</b>	<b>512,446</b>	<b>527,821</b>	<b>459,243</b>	<b>414,311</b>
Grape and Fruit Brandy	Armagnac	736	316	373	827	574
	Brandy	88,432	85,135	85,031	128,013	91,969
	Cognac	25,537	19,046	22,245	34,748	20,491
	Eau de Vie	4,413	5,257	5,417	7,241	5,591
	Grappa And Marc	1,148	940	1,270	1,684	1,316
	Pisco	2,027	2,551	2,287	1,993	1,998
	<b>Summary</b>	<b>122,293</b>	<b>113,244</b>	<b>116,623</b>	<b>174,507</b>	<b>121,938</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	219,822	242,864	244,564	306,818	233,784
	Coffee And Cocoa Liqueurs	44,839	55,425	67,922	110,363	50,116
	Cream/Dairy Liqueurs	202,362	229,943	320,081	733,540	251,445
	Fruit Liqueurs	108,027	135,917	152,574	154,118	113,348
	Nut Liqueurs	40,230	55,892	57,517	64,078	42,762
	Other Liqueurs	19,688	18,817	22,354	32,765	19,910
	Whiskey Liqueurs	43,697	40,495	48,867	69,175	45,269
	<b>Summary</b>	<b>678,664</b>	<b>779,354</b>	<b>913,878</b>	<b>1,470,858</b>	<b>756,635</b>
Other Spirits	Cachaca	1,083	1,171	1,312	922	956
	Flavoured Spirits	5,795	4,128	2,917	3,684	2,381
	Miscellaneous/Other Spirits	3,867	4,376	5,644	6,796	5,336

## Spirits Sales (Litres)

Litres		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Other Spirits	Moonshine Spirits	4,757	7,231	8,674	9,063	5,331
	Ready to Mix Cocktails	21,631	27,596	30,251	22,110	21,536
	Ready to Serve Cocktails	13,952	24,329	32,935	30,754	20,616
	Schnapps and Akvavit	1,141	1,430	1,511	1,898	1,303
	<b>Summary</b>	<b>52,225</b>	<b>70,260</b>	<b>83,245</b>	<b>75,227</b>	<b>57,460</b>
Rum	Amber Rum	163,991	187,044	203,283	272,315	188,282
	Dark Rum	88,059	99,227	98,181	151,273	108,332
	Flavoured Rum	8,874	15,491	12,582	9,329	9,618
	Spiced Rum	208,884	233,208	268,047	435,824	233,022
	White Rum	231,896	301,284	317,002	329,249	263,905
	<b>Summary</b>	<b>701,704</b>	<b>836,254</b>	<b>899,096</b>	<b>1,197,991</b>	<b>803,158</b>
Tequila	Blanco/Silver Tequila	71,201	111,303	123,793	88,620	87,649
	Flavoured Tequila	2,660	4,190	4,558	3,466	3,479
	Gold Tequila	125,595	187,873	198,352	156,412	133,455
	Mezcal	5,234	5,812	7,067	7,521	6,351
	<b>Summary</b>	<b>204,690</b>	<b>309,177</b>	<b>333,769</b>	<b>256,019</b>	<b>230,934</b>
Vodka	Flavoured Vodka	106,560	182,445	159,852	217,916	162,080
	Straight Vodka	1,786,333	2,175,470	2,230,080	2,260,297	2,043,676
	<b>Summary</b>	<b>1,892,893</b>	<b>2,357,916</b>	<b>2,389,932</b>	<b>2,478,214</b>	<b>2,205,756</b>
Whisky	American Whiskey	64,987	58,152	65,811	80,178	60,539
	Blended Malt Scotch Whisky	2,020	2,317	2,257	4,430	2,770
	Blended Scotch Whisky	221,364	251,667	240,211	296,607	253,533
	Bourbon Whiskey	93,465	94,620	101,065	133,299	105,811
	Canadian Whisky	929,699	1,107,329	1,098,944	1,329,121	1,010,333
	Flavoured Whisky	7,311	12,200	17,199	21,453	14,487
	Irish Whiskey	123,609	93,448	116,079	159,335	141,076
	Other Country Whisky	11,598	12,041	12,356	16,166	14,352
	Single Malt Scotch Whisky	113,990	119,342	116,106	192,675	110,898

## **Spirits Sales (Litres)**

<b>Litres</b>		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Whisky	<b>Summary</b>	<b>1,568,043</b>	<b>1,751,116</b>	<b>1,770,028</b>	<b>2,233,265</b>	<b>1,713,800</b>
<b>Summary</b>		<b>5,617,687</b>	<b>6,793,091</b>	<b>7,104,862</b>	<b>8,424,705</b>	<b>6,379,257</b>



## Wine Sales (Net \$)

### Wine

Net Sales \$		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Argentina Wine	Argentina Red Wine	\$7,295,090	\$6,745,843	\$6,757,687	\$9,004,285	\$7,347,225
	Argentina Rose Wine	\$195,178	\$331,253	\$204,544	\$79,790	\$118,008
	Argentina Sparkling Wine	\$10,286	\$8,655	\$10,266	\$8,382	\$8,239
	Argentina White Wine	\$676,974	\$706,459	\$640,369	\$553,431	\$612,195
	<b>Summary</b>	<b>\$8,177,528</b>	<b>\$7,792,210</b>	<b>\$7,612,866</b>	<b>\$9,645,887</b>	<b>\$8,085,667</b>
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$0	\$0	\$480	\$0
	Australia Red Wine	\$7,950,934	\$7,756,556	\$7,635,076	\$9,965,609	\$8,217,099
	Australia Rose Wine	\$186,995	\$432,558	\$300,421	\$200,392	\$207,497
	Australia Sparkling Wine	\$572,098	\$842,360	\$774,661	\$1,231,839	\$631,776
	Australia White Wine	\$3,582,795	\$5,062,551	\$4,840,545	\$4,593,891	\$4,126,152
	<b>Summary</b>	<b>\$12,292,822</b>	<b>\$14,094,025</b>	<b>\$13,550,704</b>	<b>\$15,992,210</b>	<b>\$13,182,524</b>
Austria Wine	Austria Fruit and Dessert Wine	\$746	\$0	\$149	\$149	\$0
	Austria Red Wine	\$41,419	\$19,610	\$19,375	\$39,969	\$31,098
	Austria Rose Wine	\$1,021	\$0	\$2,503	\$1,451	\$0
	Austria Sparkling Wine	\$0	\$829	\$2,732	\$1,326	\$221
	Austria White Wine	\$49,875	\$58,591	\$59,829	\$72,445	\$50,060
	<b>Summary</b>	<b>\$93,061</b>	<b>\$79,030</b>	<b>\$84,589</b>	<b>\$115,340</b>	<b>\$81,380</b>
Bulgaria Wine	Bulgaria Red Wine	\$10,582	\$21,817	\$14,161	\$24,263	\$13,705
	Bulgaria Rose Wine	\$0	\$715	\$14,447	\$3,576	\$2,755
	Bulgaria White Wine	\$5,118	\$1,366	\$341	\$1,366	\$342
	<b>Summary</b>	<b>\$15,700</b>	<b>\$23,898</b>	<b>\$28,950</b>	<b>\$29,205</b>	<b>\$16,802</b>
Canada - BC	Canada - BC Dessert Wine	\$194,524	\$222,363	\$408,190	\$306,518	\$161,992
	Canada - BC Fruit Wine	\$728,817	\$906,802	\$1,957,158	\$1,223,431	\$794,433
	Canada - BC Ice Wine	\$855,731	\$972,933	\$1,751,115	\$3,388,856	\$656,634
	Canada - BC Red Wine	\$51,303,603	\$57,468,869	\$71,072,185	\$75,359,365	\$55,824,595
	Canada - BC Rose Wine	\$3,728,550	\$8,945,795	\$10,835,978	\$4,060,338	\$4,345,648

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Canada - BC	Canada - BC Sparkling Wine	\$1,749,858	\$3,208,269	\$4,560,187	\$3,618,890	\$2,014,448
	Canada - BC White Wine	\$41,700,688	\$59,016,128	\$69,908,987	\$58,022,236	\$47,062,616
	<b>Summary</b>	<b>\$100,261,770</b>	<b>\$130,741,160</b>	<b>\$160,493,801</b>	<b>\$145,979,634</b>	<b>\$110,860,365</b>
Canada - Other	Canada - Other Dessert Wine	\$571	\$20,110	\$333	\$11,168	\$4,355
	Canada - Other Fruit Wine	\$184	\$0	\$612	\$0	\$0
	Canada - Other Ice Wine	\$1,166,537	\$767,585	\$1,053,914	\$994,689	\$572,981
	Canada - Other Red Wine	\$271,430	\$558,215	\$383,187	\$880,582	\$817,374
	Canada - Other Rose Wine	\$0	\$88,456	\$121,095	\$9,530	\$40,826
	Canada - Other Sparkling Wine	\$354,013	\$462,666	\$427,553	\$752,824	\$367,244
	Canada - Other White Wine	\$229,434	\$452,897	\$387,398	\$556,074	\$551,794
	<b>Summary</b>	<b>\$2,022,169</b>	<b>\$2,349,929</b>	<b>\$2,374,093</b>	<b>\$3,204,867</b>	<b>\$2,354,575</b>
Chile Wine	Chile Fruit and Dessert Wine	\$2,288	\$1,670	\$921	\$1,826	\$1,667
	Chile Red Wine	\$6,875,652	\$6,856,998	\$6,803,828	\$8,540,060	\$7,512,937
	Chile Rose Wine	\$293,124	\$731,023	\$768,778	\$290,501	\$386,721
	Chile Sparkling Wine	\$80,927	\$67,060	\$70,485	\$99,192	\$93,222
	Chile White Wine	\$2,790,126	\$3,550,583	\$3,823,963	\$3,334,350	\$3,436,855
	<b>Summary</b>	<b>\$10,042,117</b>	<b>\$11,207,334</b>	<b>\$11,467,974</b>	<b>\$12,265,928</b>	<b>\$11,431,403</b>
China Wine	China Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$12,373
	China Red Wine	\$1,457	\$10,329	\$0	\$5,517	\$0
	China White Wine	\$0	\$0	\$0	\$0	\$1,105
	<b>Summary</b>	<b>\$1,457</b>	<b>\$10,329</b>	<b>\$0</b>	<b>\$5,517</b>	<b>\$13,478</b>
Fortified Wine	Other Fortified Domestic Wine	\$791,009	\$961,313	\$1,482,882	\$1,181,950	\$749,960
	Other Fortified Import Wine	\$382,564	\$402,221	\$366,441	\$528,797	\$409,347
	Port Wine	\$655,160	\$492,396	\$550,500	\$1,259,184	\$558,596
	Sherry Wine	\$265,311	\$238,381	\$208,691	\$509,369	\$283,249
	Vermouth Wine	\$504,323	\$593,008	\$562,527	\$700,799	\$643,239
	<b>Summary</b>	<b>\$2,598,365</b>	<b>\$2,687,318</b>	<b>\$3,171,040</b>	<b>\$4,180,098</b>	<b>\$2,644,390</b>
France Wine	France Champagne Wine	\$3,137,880	\$3,888,581	\$3,894,644	\$7,022,097	\$2,804,630

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
France Wine	France Fruit and Dessert Wine	\$4,902	\$7,265	\$4,176	\$4,161	\$3,941
	France Red Wine	\$7,556,220	\$7,297,970	\$15,863,841	\$9,864,746	\$8,389,078
	France Rose Wine	\$1,365,881	\$4,420,123	\$3,798,188	\$1,356,835	\$1,748,300
	France Sparkling Wine	\$513,930	\$742,273	\$765,263	\$1,127,650	\$595,047
	France White Wine	\$2,926,352	\$3,443,453	\$4,080,616	\$3,492,588	\$3,136,511
	<b>Summary</b>	<b>\$15,505,166</b>	<b>\$19,799,664</b>	<b>\$28,406,728</b>	<b>\$22,868,077</b>	<b>\$16,677,507</b>
Georgia Wine	Georgia Red Wine	\$32,469	\$43,988	\$38,785	\$61,085	\$13,827
	Georgia White Wine	\$0	\$0	\$0	\$0	\$490
	<b>Summary</b>	<b>\$32,469</b>	<b>\$43,988</b>	<b>\$38,785</b>	<b>\$61,085</b>	<b>\$14,317</b>
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Germany Red Wine	\$36,029	\$42,320	\$45,845	\$84,343	\$42,530
	Germany Rose Wine	\$2,090	\$11,903	\$10,594	\$3,468	\$3,774
	Germany Sparkling Wine	\$424,314	\$646,428	\$567,570	\$1,227,317	\$473,527
	Germany White Wine	\$858,252	\$997,646	\$1,006,970	\$1,290,184	\$936,183
	<b>Summary</b>	<b>\$1,320,686</b>	<b>\$1,698,296</b>	<b>\$1,630,980</b>	<b>\$2,605,311</b>	<b>\$1,456,014</b>
Greece Wine	Greece Fruit and Dessert Wine	\$0	\$165	\$2,631	\$0	\$165
	Greece Red Wine	\$80,911	\$102,079	\$80,685	\$93,992	\$86,690
	Greece Rose Wine	\$0	\$3,156	\$2,194	\$549	\$314
	Greece White Wine	\$69,150	\$106,604	\$107,663	\$72,954	\$79,421
	<b>Summary</b>	<b>\$150,060</b>	<b>\$212,004</b>	<b>\$193,173</b>	<b>\$167,495</b>	<b>\$166,589</b>
Hungary Wine	Hungary Fruit and Dessert Wine	\$13,898	\$15,969	\$18,390	\$36,803	\$19,250
	Hungary Red Wine	\$27,444	\$42,319	\$25,051	\$40,788	\$30,215
	Hungary Sparkling Wine	\$53,480	\$123,489	\$91,868	\$120,868	\$58,521
	Hungary White Wine	\$122,017	\$109,683	\$100,804	\$88,988	\$89,767
	<b>Summary</b>	<b>\$216,839</b>	<b>\$291,461</b>	<b>\$236,112</b>	<b>\$287,446</b>	<b>\$197,753</b>
Israel Wine	Israel Red Wine	\$33,352	\$46,612	\$31,379	\$43,281	\$34,998
	Israel Rose Wine	\$0	\$0	\$2,735	\$3,490	\$2,960
	Israel White Wine	\$20,717	\$22,705	\$13,990	\$17,371	\$7,641

## Wine Sales (Net \$)

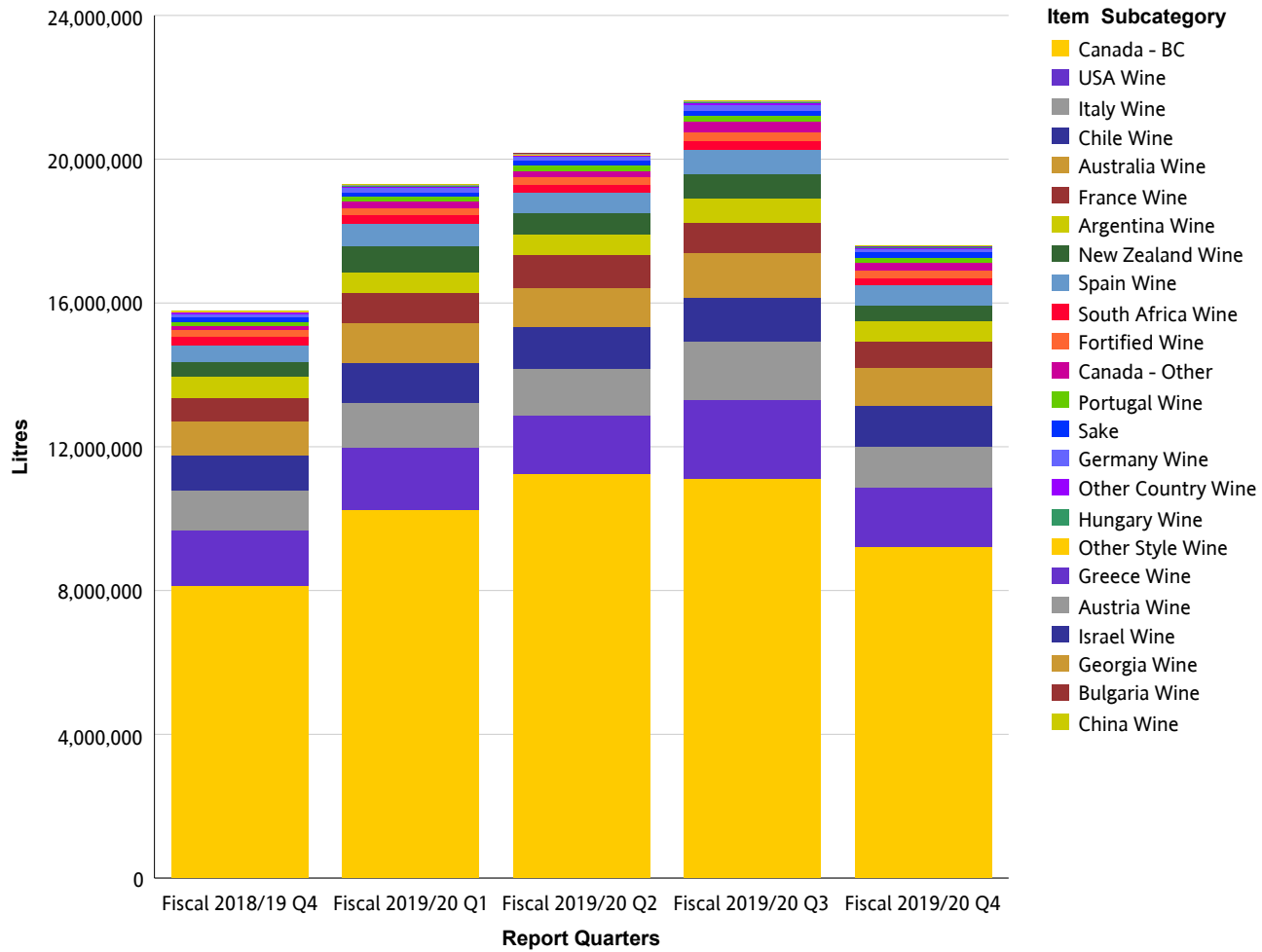
Net Sales \$		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Israel Wine	<b>Summary</b>	<b>\$54,068</b>	<b>\$69,317</b>	<b>\$48,104</b>	<b>\$64,142</b>	<b>\$45,600</b>
Italy Wine	Italy Fruit and Dessert Wine	\$14,219	\$15,582	\$5,454	\$14,138	\$8,606
	Italy Red Wine	\$10,721,323	\$9,959,076	\$10,043,454	\$16,020,504	\$11,257,912
	Italy Rose Wine	\$167,844	\$356,311	\$472,769	\$157,886	\$202,077
	Italy Sparkling Wine	\$1,269,206	\$1,766,919	\$1,769,255	\$2,283,072	\$1,526,754
	Italy White Wine	\$3,930,034	\$5,192,264	\$5,136,101	\$5,142,093	\$4,130,251
	Prosecco Wine	\$3,249,892	\$4,374,081	\$4,895,514	\$6,724,471	\$2,914,324
	<b>Summary</b>	<b>\$19,352,518</b>	<b>\$21,664,233</b>	<b>\$22,322,548</b>	<b>\$30,342,164</b>	<b>\$20,039,924</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$510,152	\$680,519	\$529,282	\$857,121	\$492,793
	New Zealand Rose Wine	\$189,460	\$686,580	\$454,035	\$284,722	\$229,618
	New Zealand Sparkling Wine	\$85,453	\$90,017	\$95,253	\$197,333	\$73,742
	New Zealand White Wine	\$7,028,859	\$12,035,727	\$10,061,925	\$11,354,557	\$7,464,684
	<b>Summary</b>	<b>\$7,813,924</b>	<b>\$13,492,843</b>	<b>\$11,140,496</b>	<b>\$12,693,733</b>	<b>\$8,260,837</b>
Other Country Wine	Other Country Fruit and Dessert Wine	\$242,540	\$219,223	\$212,595	\$251,946	\$264,255
	Other Country Red Wine	\$196,316	\$130,277	\$122,472	\$203,537	\$205,131
	Other Country Rose Wine	\$6,348	\$11,433	\$2,793	\$2,378	\$9,546
	Other Country Sparkling Wine	\$24,273	\$25,934	\$18,093	\$35,323	\$12,809
	Other Country White Wine	\$77,104	\$43,541	\$41,274	\$55,621	\$48,379
	<b>Summary</b>	<b>\$546,580</b>	<b>\$430,408</b>	<b>\$397,227</b>	<b>\$548,804</b>	<b>\$540,120</b>
Other Style Wine	Aperitif And Flavoured Wine	\$128,612	\$137,494	\$163,107	\$176,297	\$165,798
	Mead	\$58,978	\$43,459	\$119,405	\$79,510	\$56,900
	Rice Wine	\$57,652	\$49,880	\$45,879	\$62,945	\$63,393
	<b>Summary</b>	<b>\$245,243</b>	<b>\$230,833</b>	<b>\$328,391</b>	<b>\$318,752</b>	<b>\$286,092</b>
Portugal Wine	Portugal Fruit and Dessert Wine	\$18,833	\$1,585	\$4,502	\$34,549	\$2,041
	Portugal Red Wine	\$939,177	\$925,167	\$948,130	\$1,287,086	\$1,130,989
	Portugal Rose Wine	\$143,948	\$244,788	\$296,082	\$153,382	\$161,074
	Portugal Sparkling Wine	\$8,462	\$7,921	\$3,841	\$12,768	\$12,275



## Wine Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Portugal Wine	Portugal White Wine	\$348,971	\$587,000	\$613,411	\$429,220	\$428,011
	<b>Summary</b>	<b>\$1,459,390</b>	<b>\$1,766,462</b>	<b>\$1,865,966</b>	<b>\$1,917,005</b>	<b>\$1,734,390</b>
Sake	Japan Sake	\$1,405,677	\$1,371,118	\$1,538,556	\$1,594,252	\$1,952,722
	Other Country Sake	\$84,521	\$86,621	\$96,654	\$77,154	\$70,072
	USA Sake	\$771,547	\$653,327	\$679,113	\$785,341	\$789,081
	<b>Summary</b>	<b>\$2,261,745</b>	<b>\$2,111,067</b>	<b>\$2,314,322</b>	<b>\$2,456,747</b>	<b>\$2,811,876</b>
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	South Africa Red Wine	\$1,479,540	\$1,461,248	\$1,299,850	\$1,616,418	\$1,517,649
	South Africa Rose Wine	\$1,453	\$137,027	\$49,656	\$16,409	\$5,813
	South Africa Sparkling Wine	\$4,324	\$3,423	\$3,249	\$5,841	\$6,315
	South Africa White Wine	\$1,041,638	\$1,163,886	\$1,205,157	\$997,174	\$929,089
	<b>Summary</b>	<b>\$2,526,955</b>	<b>\$2,765,584</b>	<b>\$2,557,912</b>	<b>\$2,635,843</b>	<b>\$2,458,866</b>
Spain Wine	Spain Fruit and Dessert Wine	\$7,390	\$7,985	\$8,974	\$10,971	\$5,944
	Spain Red Wine	\$4,453,924	\$4,873,575	\$4,225,827	\$5,661,312	\$4,748,261
	Spain Rose Wine	\$117,112	\$277,534	\$380,348	\$204,800	\$298,931
	Spain Sparkling Wine	\$810,178	\$1,162,744	\$1,211,094	\$1,913,333	\$889,053
	Spain White Wine	\$507,901	\$722,917	\$655,903	\$644,781	\$598,335
	<b>Summary</b>	<b>\$5,896,506</b>	<b>\$7,044,755</b>	<b>\$6,482,146</b>	<b>\$8,435,196</b>	<b>\$6,540,523</b>
USA Wine	USA Fruit and Dessert Wine	\$426	\$170	\$802	\$1,178	\$888
	USA Red Wine	\$20,132,932	\$21,765,527	\$20,378,558	\$32,134,998	\$21,257,991
	USA Rose Wine	\$1,038,125	\$1,950,084	\$1,288,045	\$1,181,252	\$1,068,972
	USA Sparkling Wine	\$299,391	\$331,426	\$298,496	\$447,538	\$248,295
	USA White Wine	\$5,718,273	\$6,633,612	\$6,600,822	\$6,663,190	\$5,873,458
	<b>Summary</b>	<b>\$27,189,147</b>	<b>\$30,680,820</b>	<b>\$28,566,723</b>	<b>\$40,428,155</b>	<b>\$28,449,604</b>
<b>Summary</b>		<b>\$220,076,285</b>	<b>\$271,286,969</b>	<b>\$305,313,629</b>	<b>\$317,248,643</b>	<b>\$238,350,596</b>

## Wine Sales (Litres)



## Wine Sales (Litres)

### Wine

Litres		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Argentina Wine	Argentina Red Wine	510,283	458,239	476,226	622,752	519,664
	Argentina Rose Wine	18,697	28,208	17,884	6,854	11,120
	Argentina Sparkling Wine	519	454	533	455	436
	Argentina White Wine	59,186	56,055	53,048	43,870	56,899
	<b>Summary</b>	<b>588,684</b>	<b>542,956</b>	<b>547,691</b>	<b>673,932</b>	<b>588,119</b>
Australia Wine	Australia Fruit and Dessert Wine	0	0	0	12	0
	Australia Red Wine	552,884	541,201	548,225	707,578	591,374
	Australia Rose Wine	14,977	34,711	24,205	16,251	16,498
	Australia Sparkling Wine	43,282	68,679	61,417	98,137	46,191
	Australia White Wine	325,707	471,992	450,738	428,183	377,037
	<b>Summary</b>	<b>936,849</b>	<b>1,116,583</b>	<b>1,084,586</b>	<b>1,250,161</b>	<b>1,031,101</b>
Austria Wine	Austria Fruit and Dessert Wine	11	0	2	2	0
	Austria Red Wine	1,007	608	678	1,340	1,015
	Austria Rose Wine	45	0	90	50	0
	Austria Sparkling Wine	0	27	81	45	9
	Austria White Wine	1,858	2,134	2,228	2,618	1,730
	<b>Summary</b>	<b>2,922</b>	<b>2,768</b>	<b>3,080</b>	<b>4,054</b>	<b>2,754</b>
Bulgaria Wine	Bulgaria Red Wine	812	1,970	1,162	2,128	1,036
	Bulgaria Rose Wine	0	45	909	225	173
	Bulgaria White Wine	135	36	9	36	9
	<b>Summary</b>	<b>947</b>	<b>2,050</b>	<b>2,080</b>	<b>2,389</b>	<b>1,219</b>
Canada - BC	Canada - BC Dessert Wine	4,169	4,685	8,672	6,571	3,425
	Canada - BC Fruit Wine	35,891	43,196	87,402	58,724	39,160
	Canada - BC Ice Wine	7,592	8,225	14,992	11,870	6,166
	Canada - BC Red Wine	3,850,763	4,288,615	4,624,899	5,461,997	4,369,543
	Canada - BC Rose Wine	266,271	539,703	619,131	286,772	302,316

## Wine Sales (Litres)

Litres		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Canada - BC	Canada - BC Sparkling Wine	68,178	127,010	179,505	143,298	77,627
	Canada - BC White Wine	3,882,832	5,222,675	5,702,845	5,137,760	4,426,322
	<b>Summary</b>	<b>8,115,697</b>	<b>10,234,108</b>	<b>11,237,447</b>	<b>11,106,992</b>	<b>9,224,558</b>
Canada - Other	Canada - Other Dessert Wine	18	252	4	152	91
	Canada - Other Fruit Wine	3	0	12	0	0
	Canada - Other Ice Wine	15,200	9,381	12,984	12,014	7,114
	Canada - Other Red Wine	20,905	39,179	35,520	110,303	97,334
	Canada - Other Rose Wine	0	12,416	16,985	1,119	3,600
	Canada - Other Sparkling Wine	50,099	65,280	60,472	112,226	53,540
	Canada - Other White Wine	22,207	46,009	41,562	65,916	63,772
	<b>Summary</b>	<b>108,432</b>	<b>172,518</b>	<b>167,538</b>	<b>301,729</b>	<b>225,452</b>
Chile Wine	Chile Fruit and Dessert Wine	63	45	26	50	45
	Chile Red Wine	654,015	655,306	673,381	820,286	742,240
	Chile Rose Wine	34,024	84,745	91,038	35,204	47,130
	Chile Sparkling Wine	5,028	3,908	4,216	6,034	5,655
	Chile White Wine	286,365	366,355	396,410	345,596	361,036
	<b>Summary</b>	<b>979,495</b>	<b>1,110,359</b>	<b>1,165,072</b>	<b>1,207,169</b>	<b>1,156,107</b>
China Wine	China Fruit and Dessert Wine	0	0	0	0	500
	China Red Wine	40	54	0	14	0
	China White Wine	0	0	0	0	18
	<b>Summary</b>	<b>40</b>	<b>54</b>	<b>0</b>	<b>14</b>	<b>518</b>
Fortified Wine	Other Fortified Domestic Wine	94,966	99,720	106,825	100,097	77,111
	Other Fortified Import Wine	26,134	26,754	24,665	33,915	26,028
	Port Wine	18,253	14,898	16,445	37,529	18,023
	Sherry Wine	13,526	12,150	10,268	26,690	14,043
	Vermouth Wine	46,372	55,143	49,777	62,884	57,788
	<b>Summary</b>	<b>199,252</b>	<b>208,666</b>	<b>207,980</b>	<b>261,115</b>	<b>192,992</b>
France Wine	France Champagne Wine	30,118	38,298	40,756	75,565	28,789

## Wine Sales (Litres)

Litres		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
France Wine	France Fruit and Dessert Wine	54	36	98	84	69
	France Red Wine	359,752	349,153	439,796	438,734	412,332
	France Rose Wine	90,677	257,839	245,529	90,144	106,700
	France Sparkling Wine	28,475	40,868	41,306	64,335	29,134
	France White Wine	141,448	157,835	160,870	155,911	151,521
	<b>Summary</b>	<b>650,524</b>	<b>844,028</b>	<b>928,354</b>	<b>824,774</b>	<b>728,545</b>
Georgia Wine	Georgia Red Wine	1,838	2,383	2,092	3,344	814
	Georgia White Wine	0	0	0	0	18
	<b>Summary</b>	<b>1,838</b>	<b>2,383</b>	<b>2,092</b>	<b>3,344</b>	<b>832</b>
Germany Wine	Germany Fruit and Dessert Wine	0	0	0	0	0
	Germany Red Wine	2,108	2,473	2,593	3,676	2,116
	Germany Rose Wine	126	626	513	176	184
	Germany Sparkling Wine	26,155	39,667	34,036	80,884	28,723
	Germany White Wine	58,210	68,972	67,901	88,095	61,167
	<b>Summary</b>	<b>86,598</b>	<b>111,736</b>	<b>105,042</b>	<b>172,830</b>	<b>92,191</b>
Greece Wine	Greece Fruit and Dessert Wine	0	6	108	0	6
	Greece Red Wine	6,060	7,904	6,637	7,031	6,745
	Greece Rose Wine	0	158	126	32	18
	Greece White Wine	5,564	8,545	8,975	5,682	6,562
	<b>Summary</b>	<b>11,624</b>	<b>16,613</b>	<b>15,846</b>	<b>12,744</b>	<b>13,331</b>
Hungary Wine	Hungary Fruit and Dessert Wine	260	323	346	566	353
	Hungary Red Wine	2,150	3,174	1,818	3,010	2,150
	Hungary Sparkling Wine	4,062	9,580	7,202	9,674	4,419
	Hungary White Wine	11,884	9,188	9,170	7,246	8,558
	<b>Summary</b>	<b>18,356</b>	<b>22,264</b>	<b>18,536</b>	<b>20,496</b>	<b>15,480</b>
Israel Wine	Israel Red Wine	1,652	2,320	1,516	2,130	1,679
	Israel Rose Wine	0	0	156	200	169
	Israel White Wine	1,042	1,148	713	890	381

## Wine Sales (Litres)

Litres		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Israel Wine	<b>Summary</b>	<b>2,693</b>	<b>3,469</b>	<b>2,385</b>	<b>3,219</b>	<b>2,229</b>
Italy Wine	Italy Fruit and Dessert Wine	124	160	70	234	108
	Italy Red Wine	565,850	539,758	542,770	776,738	590,568
	Italy Rose Wine	9,383	19,720	29,152	8,734	11,658
	Italy Sparkling Wine	70,228	99,842	99,933	127,873	85,027
	Italy White Wine	293,274	378,768	376,281	375,370	302,437
	Prosecco Wine	167,666	228,376	258,664	357,888	151,397
	<b>Summary</b>	<b>1,106,525</b>	<b>1,266,624</b>	<b>1,306,871</b>	<b>1,646,837</b>	<b>1,141,196</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	21,832	31,292	24,233	41,036	20,971
	New Zealand Rose Wine	10,034	38,168	24,934	16,364	12,541
	New Zealand Sparkling Wine	4,034	4,265	4,506	10,533	3,531
	New Zealand White Wine	385,122	680,429	561,405	630,155	399,187
	<b>Summary</b>	<b>421,021</b>	<b>754,154</b>	<b>615,078</b>	<b>698,088</b>	<b>436,229</b>
Other Country Wine	Other Country Fruit and Dessert Wine	15,541	14,357	14,727	16,525	17,084
	Other Country Red Wine	8,404	6,241	6,638	9,208	8,572
	Other Country Rose Wine	202	486	140	112	320
	Other Country Sparkling Wine	954	934	727	1,357	407
	Other Country White Wine	3,764	1,883	1,587	2,106	1,770
	<b>Summary</b>	<b>28,865</b>	<b>23,901</b>	<b>23,818</b>	<b>29,308</b>	<b>28,153</b>
Other Style Wine	Aperitif And Flavoured Wine	8,752	10,841	11,071	11,124	10,984
	Mead	2,528	1,959	5,507	3,608	2,584
	Rice Wine	4,063	3,894	3,777	4,825	4,707
	<b>Summary</b>	<b>15,343</b>	<b>16,693</b>	<b>20,355</b>	<b>19,557</b>	<b>18,275</b>
Portugal Wine	Portugal Fruit and Dessert Wine	184	27	89	661	44
	Portugal Red Wine	75,187	75,320	75,578	99,599	95,529
	Portugal Rose Wine	14,300	24,980	29,696	14,749	16,085
	Portugal Sparkling Wine	340	319	114	440	519

## Wine Sales (Litres)

Litres		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Portugal Wine	Portugal White Wine	27,988	50,012	54,134	32,985	31,765
	<b>Summary</b>	<b>118,000</b>	<b>150,658</b>	<b>159,610</b>	<b>148,434</b>	<b>143,942</b>
Sake	Japan Sake	45,097	42,542	43,726	47,805	50,706
	Other Country Sake	3,656	3,846	4,384	3,994	3,488
	USA Sake	89,217	74,771	78,108	91,112	88,246
	<b>Summary</b>	<b>137,970</b>	<b>121,160</b>	<b>126,218</b>	<b>142,910</b>	<b>142,440</b>
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	0	0
	South Africa Red Wine	127,357	122,324	110,331	138,668	127,665
	South Africa Rose Wine	108	13,566	4,685	1,404	459
	South Africa Sparkling Wine	189	148	162	225	364
	South Africa White Wine	104,928	105,416	119,694	97,239	83,222
	<b>Summary</b>	<b>232,582</b>	<b>241,454</b>	<b>234,872</b>	<b>237,536</b>	<b>211,711</b>
Spain Wine	Spain Fruit and Dessert Wine	196	233	303	434	171
	Spain Red Wine	348,213	426,460	359,298	454,970	397,218
	Spain Rose Wine	9,500	22,054	38,798	22,232	38,117
	Spain Sparkling Wine	48,183	69,303	73,703	119,411	54,127
	Spain White Wine	53,508	81,433	74,686	71,543	65,032
	<b>Summary</b>	<b>459,600</b>	<b>599,482</b>	<b>546,789</b>	<b>668,589</b>	<b>554,666</b>
USA Wine	USA Fruit and Dessert Wine	45	18	46	40	41
	USA Red Wine	1,032,092	1,079,842	1,028,000	1,567,241	1,099,413
	USA Rose Wine	112,556	178,203	133,944	126,483	116,366
	USA Sparkling Wine	16,068	17,467	16,159	24,955	13,438
	USA White Wine	404,106	453,384	457,234	467,519	406,236
	<b>Summary</b>	<b>1,564,867</b>	<b>1,728,914</b>	<b>1,635,383</b>	<b>2,186,238</b>	<b>1,635,494</b>
<b>Summary</b>		<b>15,788,725</b>	<b>19,293,594</b>	<b>20,156,724</b>	<b>21,622,459</b>	<b>17,587,533</b>

# 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.