

# Liquor Market Review

Fiscal 2020/21 Q4

March 2021



**LIQUOR  
DISTRIBUTION  
BRANCH**

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# Introduction

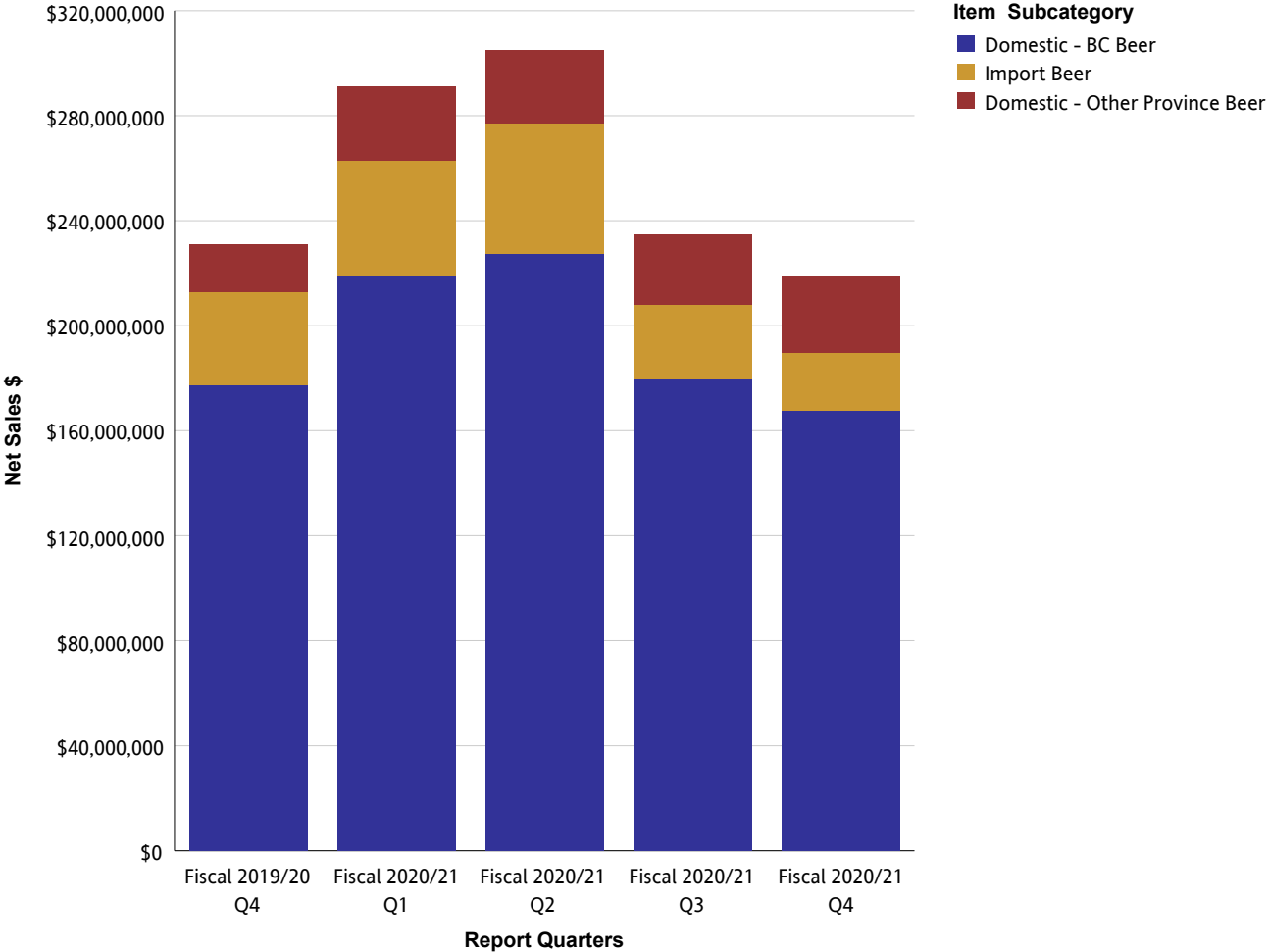
The Liquor Market Review provides provincial sales through the Wholesale channel for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer and excludes any applicable taxes. For each reporting period,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

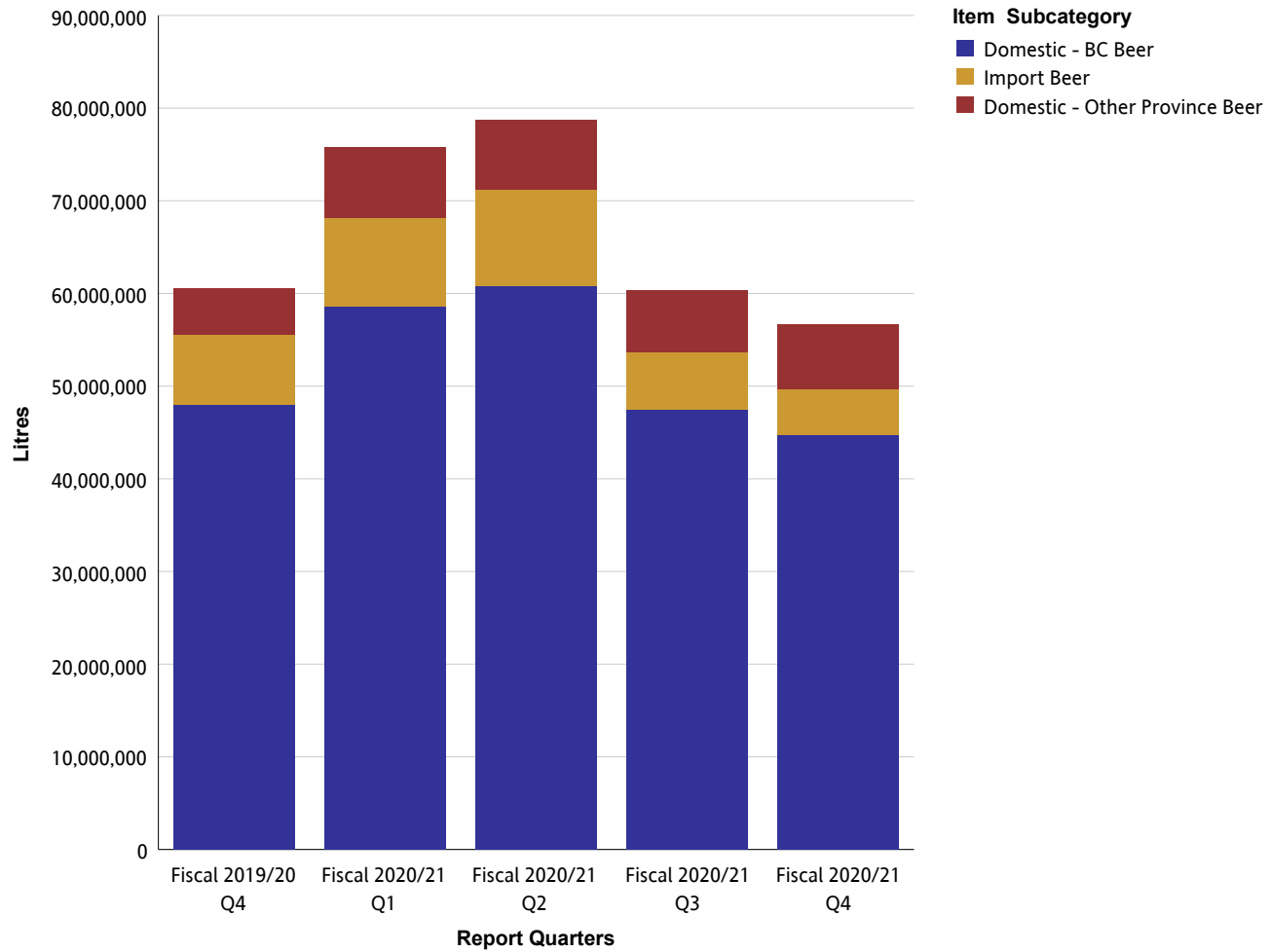


## Beer Sales (Net \$)

### Beer

Net Sales \$		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	\$106,800,259	\$136,243,665	\$136,109,011	\$104,815,704	\$99,993,222
	Domestic - BC Micro Brew Beer	\$30,932,511	\$36,390,280	\$42,054,660	\$34,081,663	\$32,783,986
	Domestic - BC Regional Beer	\$39,565,774	\$46,103,212	\$49,351,925	\$40,891,802	\$34,986,682
	<b>Summary</b>	<b>\$177,298,543</b>	<b>\$218,737,158</b>	<b>\$227,515,595</b>	<b>\$179,789,170</b>	<b>\$167,763,890</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$16,972,502	\$27,023,085	\$26,512,571	\$25,529,018	\$28,156,468
	Domestic - Other Province Micro Brew Beer	\$133,827	\$98,562	\$155,193	\$138,166	\$154,340
	Domestic - Other Province Regional Beer	\$1,124,009	\$933,952	\$1,204,094	\$852,530	\$875,432
	<b>Summary</b>	<b>\$18,230,339</b>	<b>\$28,055,599</b>	<b>\$27,871,858</b>	<b>\$26,519,714</b>	<b>\$29,186,241</b>
Import Beer	Asia And South Pacific Beer	\$1,452,735	\$1,060,200	\$1,355,234	\$1,141,080	\$1,122,806
	Europe Beer	\$22,626,105	\$25,283,865	\$27,521,179	\$19,165,308	\$17,346,219
	Mexico And Caribbean Beer	\$9,176,967	\$15,495,375	\$18,746,426	\$6,182,819	\$1,808,334
	Other Country Beer	\$72,405	\$54,429	\$61,143	\$80,740	\$122,427
	USA Beer	\$2,346,370	\$2,361,440	\$2,033,447	\$1,561,471	\$1,609,226
	<b>Summary</b>	<b>\$35,674,583</b>	<b>\$44,255,309</b>	<b>\$49,717,429</b>	<b>\$28,131,417</b>	<b>\$22,009,012</b>
<b>Summary</b>		<b>\$231,203,465</b>	<b>\$291,048,065</b>	<b>\$305,104,882</b>	<b>\$234,440,301</b>	<b>\$218,959,144</b>

## Beer Sales (Litres)

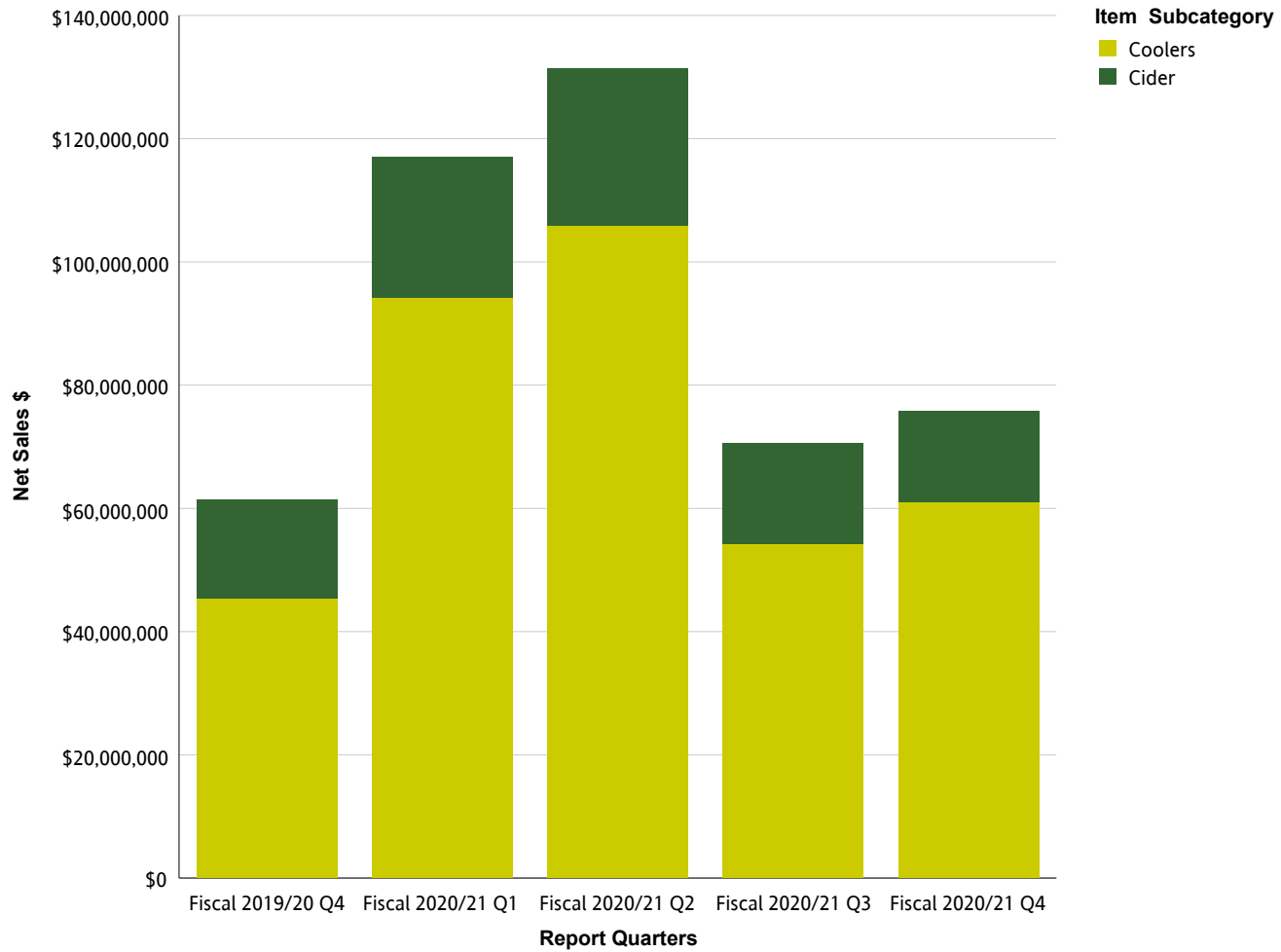


## Beer Sales (Litres)

### Beer

Litres		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	30,546,216	39,283,685	38,929,563	29,761,403	28,691,235
	Domestic - BC Micro Brew Beer	6,497,401	6,922,706	8,446,128	6,631,684	6,460,561
	Domestic - BC Regional Beer	10,939,511	12,449,696	13,377,423	11,056,824	9,571,494
	<b>Summary</b>	<b>47,983,128</b>	<b>58,656,087</b>	<b>60,753,114</b>	<b>47,449,911</b>	<b>44,723,291</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	4,636,113	7,433,171	7,183,396	6,476,113	6,740,596
	Domestic - Other Province Micro Brew Beer	20,421	14,995	23,541	19,815	22,475
	Domestic - Other Province Regional Beer	282,988	216,822	299,335	219,964	233,276
	<b>Summary</b>	<b>4,939,523</b>	<b>7,664,988</b>	<b>7,506,272</b>	<b>6,715,891</b>	<b>6,996,347</b>
Import Beer	Asia And South Pacific Beer	288,995	214,868	265,847	227,092	216,977
	Europe Beer	5,085,116	5,727,464	6,129,666	4,426,992	3,964,065
	Mexico And Caribbean Beer	1,736,276	3,004,514	3,657,189	1,174,090	358,477
	Other Country Beer	16,286	11,450	13,026	19,838	29,489
	USA Beer	515,160	511,907	409,724	328,552	333,224
	<b>Summary</b>	<b>7,641,833</b>	<b>9,470,203</b>	<b>10,475,452</b>	<b>6,176,564</b>	<b>4,902,232</b>
<b>Summary</b>		<b>60,564,483</b>	<b>75,791,278</b>	<b>78,734,837</b>	<b>60,342,367</b>	<b>56,621,870</b>

## Refreshment Beverages Sales (Net \$)



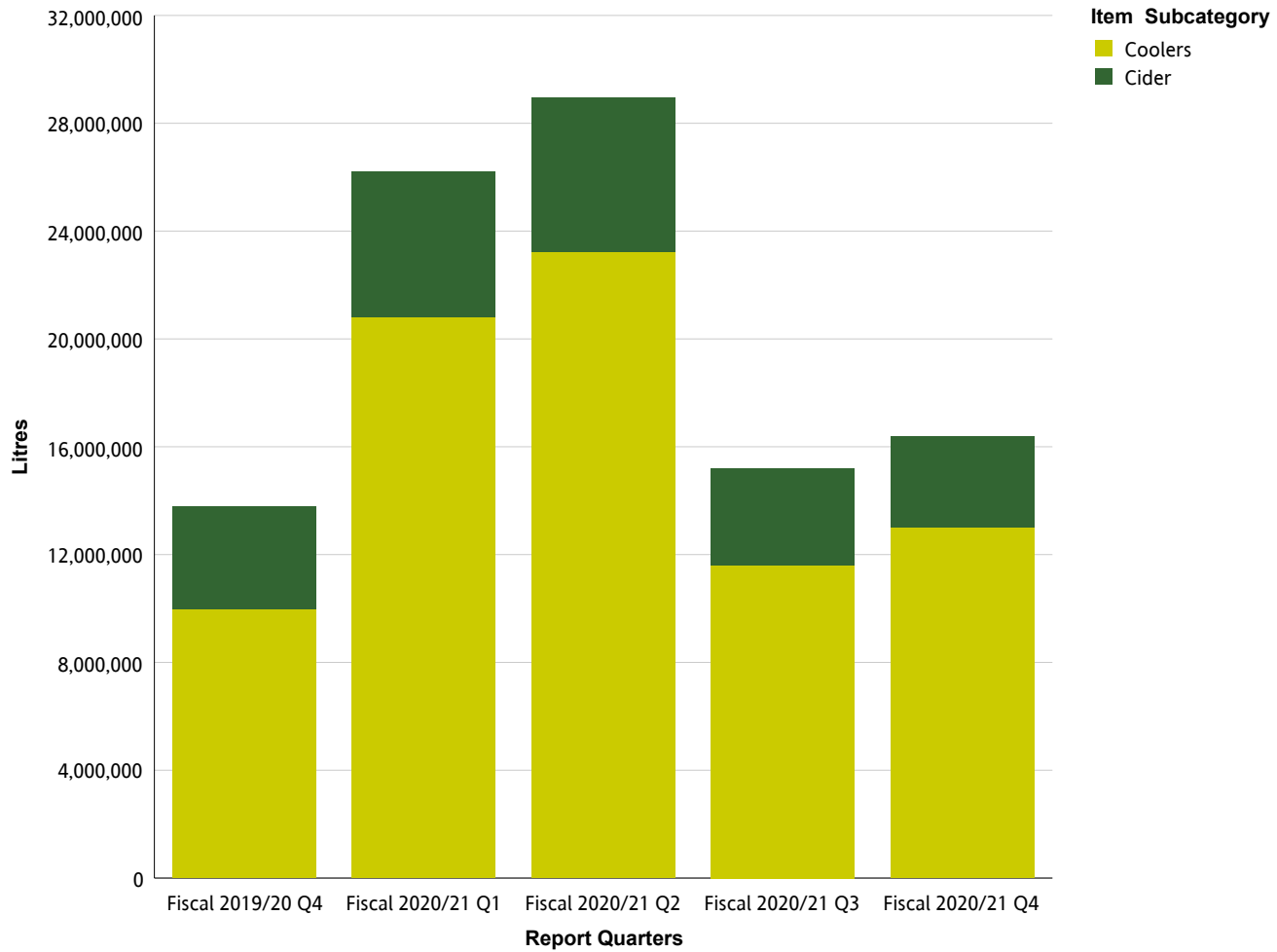


## Refreshment Beverages Sales (Net \$)

### Refreshment Beverages

Net Sales \$		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Cider	Domestic Cider	\$12,918,408	\$19,121,704	\$22,269,624	\$14,143,022	\$12,628,590
	Import Cider	\$3,107,379	\$3,673,577	\$3,226,034	\$2,175,650	\$2,157,506
	<b>Summary</b>	<b>\$16,025,787</b>	<b>\$22,795,281</b>	<b>\$25,495,659</b>	<b>\$16,318,672</b>	<b>\$14,786,096</b>
Coolers	Malt-Based Coolers	\$191,575	\$462,601	\$536,419	\$218,016	\$2,376,873
	Spirit Coolers	\$44,416,683	\$92,357,851	\$103,866,719	\$52,998,183	\$57,637,816
	Wine/Fruit Coolers	\$710,733	\$1,398,378	\$1,537,390	\$960,123	\$1,014,476
	<b>Summary</b>	<b>\$45,318,992</b>	<b>\$94,218,830</b>	<b>\$105,940,528</b>	<b>\$54,176,322</b>	<b>\$61,029,165</b>
<b>Summary</b>		<b>\$61,344,779</b>	<b>\$117,014,111</b>	<b>\$131,436,187</b>	<b>\$70,494,994</b>	<b>\$75,815,260</b>

## Refreshment Beverages Sales (Litres)

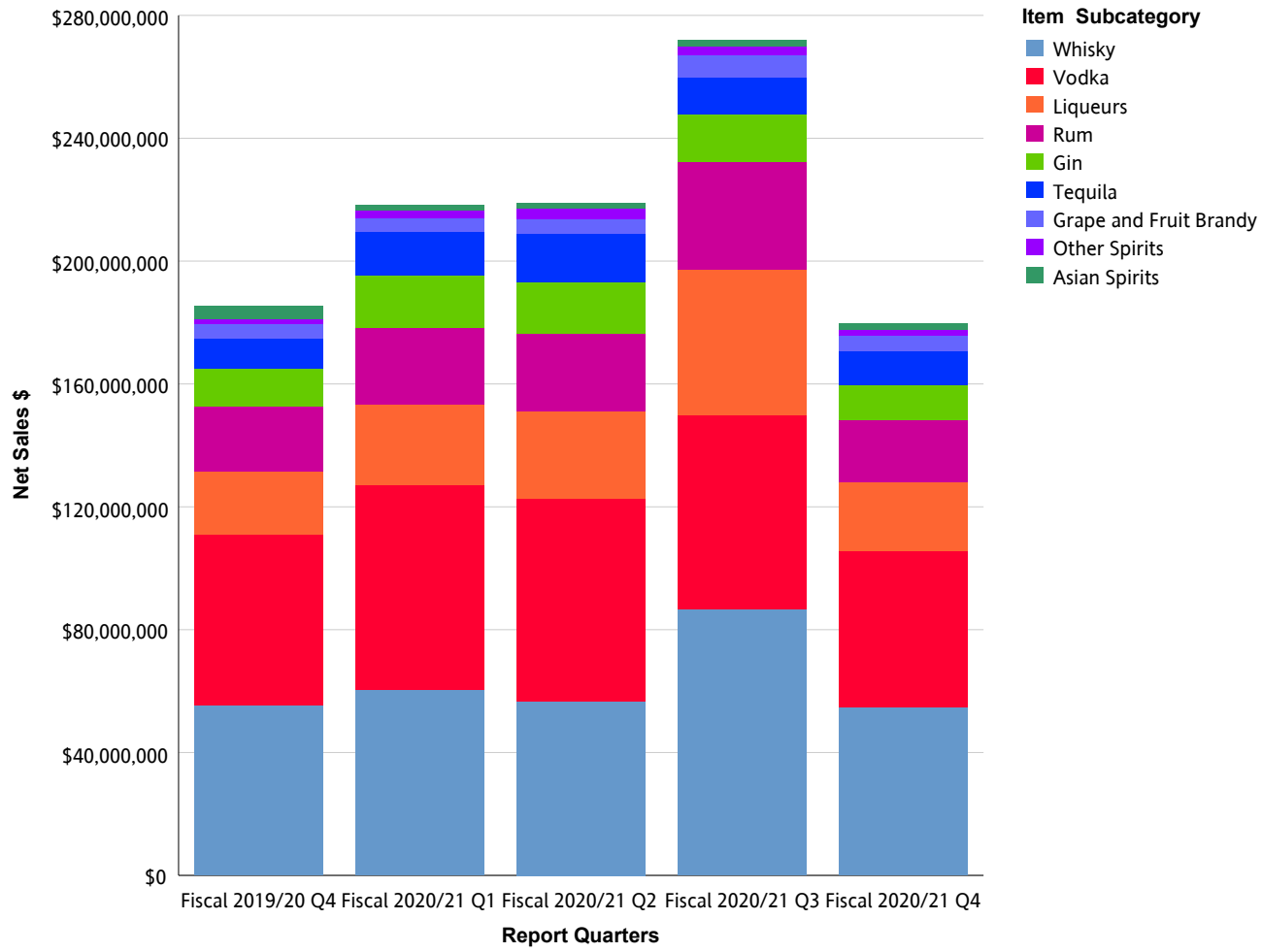


## Refreshment Beverages Sales (Litres)

### Refreshment Beverages

Litres		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Cider	Domestic Cider	3,074,001	4,511,325	4,969,886	3,123,483	2,909,341
	Import Cider	723,849	872,614	760,452	483,225	466,593
	<b>Summary</b>	<b>3,797,850</b>	<b>5,383,938</b>	<b>5,730,338</b>	<b>3,606,707</b>	<b>3,375,934</b>
Coolers	Malt-Based Coolers	38,312	94,755	108,755	41,943	525,123
	Spirit Coolers	9,812,902	20,506,034	22,860,912	11,413,383	12,345,685
	Wine/Fruit Coolers	123,136	223,814	245,143	136,761	154,451
	<b>Summary</b>	<b>9,974,350</b>	<b>20,824,603</b>	<b>23,214,809</b>	<b>11,592,087</b>	<b>13,025,259</b>
<b>Summary</b>		<b>13,772,199</b>	<b>26,208,541</b>	<b>28,945,147</b>	<b>15,198,794</b>	<b>16,401,193</b>

## Spirits Sales (Net \$)



## Spirits Sales (Net \$)

### Spirits

Net Sales \$		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Asian Spirits	China Spirits	\$3,136,860	\$894,781	\$691,059	\$1,011,494	\$1,076,065
	Korea Spirits	\$918,701	\$751,696	\$993,600	\$853,344	\$855,692
	Other Country Asian Spirits	\$89,230	\$66,865	\$133,795	\$116,240	\$138,417
	<b>Summary</b>	<b>\$4,144,791</b>	<b>\$1,713,342</b>	<b>\$1,818,453</b>	<b>\$1,981,078</b>	<b>\$2,070,174</b>
Gin	Dry Gin	\$11,162,617	\$15,332,675	\$14,996,470	\$13,628,826	\$10,037,366
	Flavoured Gin	\$842,458	\$1,255,432	\$1,423,699	\$1,330,560	\$1,009,603
	Other Gin	\$405,167	\$498,362	\$514,465	\$553,059	\$364,762
	<b>Summary</b>	<b>\$12,410,242</b>	<b>\$17,086,468</b>	<b>\$16,934,634</b>	<b>\$15,512,445</b>	<b>\$11,411,732</b>
Grape and Fruit Brandy	Armagnac	\$82,033	\$25,584	\$44,220	\$162,210	\$84,150
	Brandy	\$2,282,675	\$2,457,773	\$2,276,193	\$3,490,548	\$2,254,747
	Cognac	\$2,012,659	\$1,744,991	\$2,054,414	\$3,002,202	\$2,423,727
	Eau de Vie	\$239,119	\$286,804	\$251,055	\$408,567	\$225,237
	Grappa And Marc	\$65,210	\$46,176	\$57,768	\$101,828	\$69,436
	Pisco	\$79,134	\$58,743	\$94,232	\$72,429	\$84,045
	<b>Summary</b>	<b>\$4,760,831</b>	<b>\$4,620,072</b>	<b>\$4,777,882</b>	<b>\$7,237,784</b>	<b>\$5,141,343</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	\$6,820,658	\$7,266,277	\$7,654,782	\$9,016,059	\$6,603,282
	Coffee And Cocoa Liqueurs	\$1,236,426	\$1,863,623	\$1,894,215	\$3,453,981	\$1,359,742
	Cream/Dairy Liqueurs	\$6,344,587	\$9,285,978	\$9,711,035	\$24,326,853	\$8,164,003
	Fruit Liqueurs	\$3,142,685	\$3,962,673	\$5,333,022	\$5,270,833	\$3,616,705
	Nut Liqueurs	\$1,128,965	\$1,695,746	\$1,719,925	\$2,026,521	\$1,198,175
	Other Liqueurs	\$580,160	\$660,090	\$875,758	\$1,150,200	\$597,856
	Whiskey Liqueurs	\$1,225,728	\$1,452,118	\$1,389,580	\$2,176,162	\$1,123,467
	<b>Summary</b>	<b>\$20,479,209</b>	<b>\$26,186,504</b>	<b>\$28,578,317</b>	<b>\$47,420,608</b>	<b>\$22,663,231</b>
Other Spirits	Cachaca	\$33,593	\$33,022	\$51,214	\$35,576	\$33,620
	Flavoured Spirits	\$113,372	\$81,952	\$171,211	\$172,092	\$82,708
	Miscellaneous/Other Spirits	\$285,852	\$403,806	\$343,392	\$473,798	\$211,492

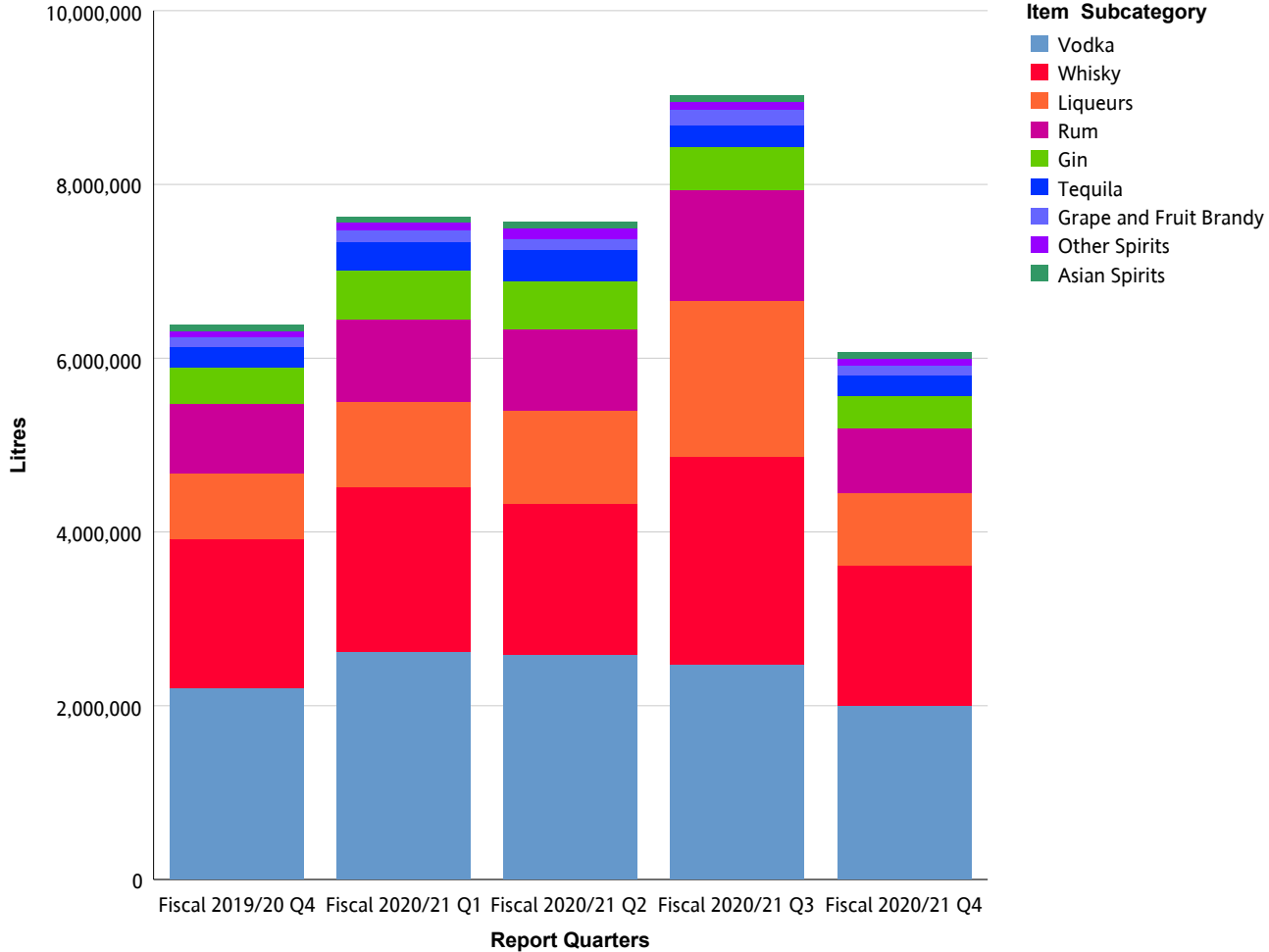
## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Other Spirits	Moonshine Spirits	\$220,391	\$386,964	\$444,380	\$413,756	\$270,084
	Ready to Mix Cocktails	\$438,254	\$397,969	\$514,595	\$380,780	\$356,258
	Ready to Serve Cocktails	\$550,772	\$1,124,593	\$1,573,361	\$1,216,599	\$1,028,197
	Schnapps and Akvavit	\$59,233	\$53,130	\$66,444	\$88,494	\$47,926
	<b>Summary</b>	<b>\$1,701,467</b>	<b>\$2,481,435</b>	<b>\$3,164,598</b>	<b>\$2,781,095</b>	<b>\$2,030,286</b>
Rum	Amber Rum	\$5,175,936	\$6,139,899	\$6,234,195	\$8,797,398	\$5,474,260
	Dark Rum	\$2,845,892	\$2,826,254	\$2,771,603	\$4,261,026	\$2,662,785
	Flavoured Rum	\$242,708	\$818,329	\$601,362	\$838,093	\$469,643
	Spiced Rum	\$6,678,254	\$7,742,164	\$7,953,711	\$13,632,534	\$5,789,262
	White Rum	\$6,232,424	\$7,537,031	\$7,585,746	\$7,503,286	\$5,634,272
	<b>Summary</b>	<b>\$21,175,214</b>	<b>\$25,063,677</b>	<b>\$25,146,617</b>	<b>\$35,032,337</b>	<b>\$20,030,222</b>
Tequila	Blanco/Silver Tequila	\$3,632,968	\$5,043,109	\$5,652,830	\$4,160,969	\$3,967,448
	Flavoured Tequila	\$137,741	\$237,141	\$277,547	\$205,423	\$193,056
	Gold Tequila	\$5,477,409	\$8,088,854	\$9,353,952	\$6,985,119	\$6,198,864
	Mezcal	\$445,504	\$587,008	\$634,364	\$616,646	\$607,986
	<b>Summary</b>	<b>\$9,693,622</b>	<b>\$13,956,112</b>	<b>\$15,918,692</b>	<b>\$11,968,157</b>	<b>\$10,967,355</b>
Vodka	Flavoured Vodka	\$4,699,419	\$9,141,332	\$7,357,117	\$5,526,932	\$4,263,775
	Straight Vodka	\$51,105,842	\$57,446,398	\$58,612,167	\$57,699,869	\$46,337,389
	<b>Summary</b>	<b>\$55,805,261</b>	<b>\$66,587,730</b>	<b>\$65,969,284</b>	<b>\$63,226,801</b>	<b>\$50,601,164</b>
Whisky	American Whiskey	\$2,082,319	\$2,402,183	\$2,284,602	\$3,096,197	\$2,051,957
	Blended Malt Scotch Whisky	\$182,639	\$228,830	\$163,772	\$297,439	\$174,253
	Blended Scotch Whisky	\$7,488,015	\$7,916,476	\$6,972,812	\$10,350,671	\$7,118,401
	Bourbon Whiskey	\$4,092,620	\$4,396,686	\$4,249,826	\$6,623,323	\$4,450,098
	Canadian Whisky	\$26,169,842	\$30,794,521	\$28,221,649	\$36,707,456	\$24,561,107
	Flavoured Whisky	\$58,451	\$50,787	\$271,651	\$460,659	\$132,722
	Irish Whiskey	\$5,168,852	\$3,831,866	\$4,289,107	\$6,826,775	\$5,118,683
	Other Country Whisky	\$1,230,819	\$980,632	\$1,210,872	\$1,985,335	\$1,372,027
	Single Malt Scotch Whisky	\$8,749,041	\$9,921,108	\$8,913,831	\$20,265,769	\$9,940,472

## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Whisky	Summary	\$55,222,597	\$60,523,089	\$56,578,123	\$86,613,624	\$54,919,721
<b>Summary</b>		<b>\$185,393,233</b>	<b>\$218,218,428</b>	<b>\$218,886,601</b>	<b>\$271,773,930</b>	<b>\$179,835,227</b>

# Spirits Sales (Litres)





## Spirits Sales (Litres)

### Spirits

Litres		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Asian Spirits	China Spirits	19,643	14,426	14,948	17,983	19,850
	Korea Spirits	53,105	43,683	57,726	49,682	49,693
	Other Country Asian Spirits	2,517	1,992	3,133	2,996	3,436
	<b>Summary</b>	<b>75,265</b>	<b>60,101</b>	<b>75,808</b>	<b>70,662</b>	<b>72,979</b>
Gin	Dry Gin	380,879	518,856	500,135	443,060	332,123
	Flavoured Gin	25,564	38,740	44,074	37,531	30,139
	Other Gin	8,321	9,701	10,531	10,952	7,461
	<b>Summary</b>	<b>414,764</b>	<b>567,298</b>	<b>554,741</b>	<b>491,543</b>	<b>369,723</b>
Grape and Fruit Brandy	Armagnac	574	264	392	1,470	678
	Brandy	91,970	97,010	88,454	137,441	87,916
	Cognac	20,493	18,967	20,577	28,111	22,621
	Eau de Vie	5,654	6,605	5,885	8,951	5,236
	Grappa And Marc	1,316	1,031	1,159	1,826	1,350
	Pisco	1,998	1,556	2,536	1,848	2,203
	<b>Summary</b>	<b>122,003</b>	<b>125,433</b>	<b>119,004</b>	<b>179,647</b>	<b>120,004</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	237,322	261,083	269,635	324,153	232,702
	Coffee And Cocoa Liqueurs	50,120	74,465	75,451	141,028	54,203
	Cream/Dairy Liqueurs	254,117	376,367	382,249	969,921	317,526
	Fruit Liqueurs	113,522	137,930	199,053	169,288	125,879
	Nut Liqueurs	42,796	69,882	69,323	77,612	45,395
	Other Liqueurs	19,969	20,246	28,096	37,799	20,380
	Whiskey Liqueurs	39,352	47,449	44,141	67,574	36,411
	<b>Summary</b>	<b>757,199</b>	<b>987,422</b>	<b>1,067,948</b>	<b>1,787,374</b>	<b>832,497</b>
Other Spirits	Cachaca	956	987	1,442	999	886
	Flavoured Spirits	2,384	1,614	3,251	3,496	1,705
	Miscellaneous/Other Spirits	5,386	8,323	6,237	7,891	4,265

## Spirits Sales (Litres)

Litres		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Other Spirits	Moonshine Spirits	5,331	10,394	11,225	10,256	6,860
	Ready to Mix Cocktails	21,536	20,196	26,389	18,947	17,838
	Ready to Serve Cocktails	20,594	53,079	79,321	50,812	40,075
	Schnapps and Akvavit	1,328	1,260	1,613	2,179	1,197
	<b>Summary</b>	<b>57,514</b>	<b>95,854</b>	<b>129,479</b>	<b>94,580</b>	<b>72,826</b>
Rum	Amber Rum	188,051	221,706	216,062	298,619	189,476
	Dark Rum	108,609	103,203	101,235	156,239	96,594
	Flavoured Rum	9,618	29,455	21,623	29,264	16,897
	Spiced Rum	233,022	271,417	279,900	482,858	200,378
	White Rum	263,905	316,082	321,881	318,189	238,839
	<b>Summary</b>	<b>803,205</b>	<b>941,863</b>	<b>940,702</b>	<b>1,285,170</b>	<b>742,184</b>
Tequila	Blanco/Silver Tequila	87,649	121,166	132,349	90,751	90,770
	Flavoured Tequila	3,479	6,028	7,325	5,160	4,696
	Gold Tequila	133,455	194,402	211,872	146,102	131,559
	Mezcal	6,351	8,896	9,512	8,895	8,976
	<b>Summary</b>	<b>230,934</b>	<b>330,493</b>	<b>361,058</b>	<b>250,908</b>	<b>236,001</b>
Vodka	Flavoured Vodka	162,196	327,517	257,397	189,731	147,882
	Straight Vodka	2,044,034	2,297,496	2,330,362	2,288,208	1,854,806
	<b>Summary</b>	<b>2,206,229</b>	<b>2,625,013</b>	<b>2,587,759</b>	<b>2,477,939</b>	<b>2,002,688</b>
Whisky	American Whiskey	60,407	68,165	64,234	79,581	55,778
	Blended Malt Scotch Whisky	2,770	3,104	2,455	4,258	2,816
	Blended Scotch Whisky	253,533	264,215	228,528	315,250	231,231
	Bourbon Whiskey	105,811	114,315	110,203	158,453	110,216
	Canadian Whisky	1,022,988	1,195,118	1,080,519	1,388,331	943,043
	Flavoured Whisky	1,996	1,791	9,570	15,887	4,770
	Irish Whiskey	141,076	99,621	115,395	173,446	137,428
	Other Country Whisky	14,352	13,020	14,287	23,103	16,209
	Single Malt Scotch Whisky	110,898	131,796	112,743	231,565	113,693

## Spirits Sales (Litres)

Litres		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Whisky	Summary	1,713,831	1,891,145	1,737,934	2,389,874	1,615,184
Summary		6,380,945	7,624,622	7,574,431	9,027,698	6,064,086



## Wine Sales (Net \$)

### Wine

Net Sales \$		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Argentina Wine	Argentina Red Wine	\$7,347,225	\$6,527,365	\$6,728,099	\$8,902,625	\$7,122,723
	Argentina Rose Wine	\$118,008	\$263,768	\$223,838	\$79,843	\$131,401
	Argentina Sparkling Wine	\$8,239	\$3,154	\$5,707	\$12,922	\$13,648
	Argentina White Wine	\$612,195	\$595,728	\$625,539	\$536,169	\$501,663
	<b>Summary</b>	<b>\$8,085,667</b>	<b>\$7,390,015</b>	<b>\$7,583,183</b>	<b>\$9,531,559</b>	<b>\$7,769,435</b>
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$0	\$0	\$720	\$9,693
	Australia Red Wine	\$8,192,953	\$7,447,302	\$7,751,953	\$10,098,009	\$7,062,462
	Australia Rose Wine	\$207,497	\$393,408	\$398,287	\$311,574	\$304,806
	Australia Sparkling Wine	\$631,776	\$874,016	\$803,613	\$1,333,311	\$698,799
	Australia White Wine	\$4,150,298	\$5,010,074	\$4,587,940	\$4,952,902	\$3,784,868
	<b>Summary</b>	<b>\$13,182,524</b>	<b>\$13,724,799</b>	<b>\$13,541,794</b>	<b>\$16,696,517</b>	<b>\$11,860,628</b>
Austria Wine	Austria Fruit and Dessert Wine	\$0	\$598	\$149	\$0	\$149
	Austria Red Wine	\$31,098	\$14,292	\$16,696	\$39,693	\$45,410
	Austria Rose Wine	\$0	\$0	\$3,728	\$2,661	\$585
	Austria Sparkling Wine	\$221	\$221	\$2,493	\$6,525	\$221
	Austria White Wine	\$50,060	\$46,017	\$57,921	\$91,204	\$79,602
	<b>Summary</b>	<b>\$81,380</b>	<b>\$61,128</b>	<b>\$80,987</b>	<b>\$140,083</b>	<b>\$125,967</b>
Bulgaria Wine	Bulgaria Red Wine	\$13,705	\$8,064	\$5,669	\$4,187	\$2,838
	Bulgaria Rose Wine	\$2,755	\$3,198	\$6,520	\$0	\$0
	Bulgaria White Wine	\$342	\$342	\$342	\$0	\$0
	<b>Summary</b>	<b>\$16,802</b>	<b>\$11,603</b>	<b>\$12,530</b>	<b>\$4,187</b>	<b>\$2,838</b>
Canada - BC	Canada - BC Dessert Wine	\$164,047	\$162,036	\$576,459	\$291,272	\$116,941
	Canada - BC Fruit Wine	\$796,150	\$1,035,373	\$1,931,069	\$1,337,392	\$680,613
	Canada - BC Ice Wine	\$659,458	\$278,001	\$591,165	\$486,583	\$240,124
	Canada - BC Red Wine	\$56,097,237	\$61,902,344	\$78,195,748	\$77,848,342	\$54,088,445
	Canada - BC Rose Wine	\$4,365,210	\$10,944,320	\$12,974,932	\$4,483,568	\$5,556,791

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Canada - BC	Canada - BC Sparkling Wine	\$2,027,818	\$3,038,571	\$5,601,105	\$4,218,971	\$2,617,349
	Canada - BC White Wine	\$47,221,387	\$60,945,514	\$71,224,336	\$56,240,244	\$43,783,710
	<b>Summary</b>	<b>\$111,331,307</b>	<b>\$138,306,159</b>	<b>\$171,094,814</b>	<b>\$144,906,373</b>	<b>\$107,083,973</b>
Canada - Other	Canada - Other Dessert Wine	\$4,355	\$2,807	\$13,003	\$4,282	\$476
	Canada - Other Fruit Wine	\$0	\$0	\$0	\$0	\$0
	Canada - Other Ice Wine	\$572,981	\$31,751	\$32,690	\$110,378	\$98,441
	Canada - Other Red Wine	\$834,212	\$1,083,015	\$844,801	\$1,047,793	\$675,552
	Canada - Other Rose Wine	\$40,826	\$107,421	\$94,819	\$10,479	\$6,007
	Canada - Other Sparkling Wine	\$367,244	\$385,235	\$427,485	\$741,162	\$367,380
	Canada - Other White Wine	\$571,003	\$797,826	\$726,713	\$736,536	\$603,435
	<b>Summary</b>	<b>\$2,390,622</b>	<b>\$2,408,055</b>	<b>\$2,139,511</b>	<b>\$2,650,631</b>	<b>\$1,751,290</b>
Chile Wine	Chile Fruit and Dessert Wine	\$1,667	\$477	\$639	\$958	\$1,597
	Chile Red Wine	\$7,512,937	\$6,952,666	\$6,542,573	\$8,708,393	\$7,023,731
	Chile Rose Wine	\$386,721	\$709,315	\$664,563	\$441,892	\$269,477
	Chile Sparkling Wine	\$93,222	\$114,834	\$68,084	\$110,524	\$124,251
	Chile White Wine	\$3,436,855	\$3,285,334	\$3,710,828	\$2,863,153	\$2,749,144
	<b>Summary</b>	<b>\$11,431,403</b>	<b>\$11,062,626</b>	<b>\$10,986,688</b>	<b>\$12,124,921</b>	<b>\$10,168,200</b>
China Wine	China Fruit and Dessert Wine	\$12,373	\$0	\$0	\$13,083	\$18,085
	China Red Wine	\$0	\$48	\$9,244	\$24,480	\$97,920
	China White Wine	\$1,105	\$0	\$0	\$0	\$553
	<b>Summary</b>	<b>\$13,478</b>	<b>\$48</b>	<b>\$9,244</b>	<b>\$37,563</b>	<b>\$116,557</b>
Fortified Wine	Other Fortified Domestic Wine	\$755,232	\$786,243	\$1,250,098	\$1,050,631	\$620,947
	Other Fortified Import Wine	\$409,347	\$391,819	\$375,107	\$524,572	\$420,184
	Port Wine	\$558,596	\$515,848	\$610,864	\$1,427,051	\$588,359
	Sherry Wine	\$283,249	\$258,239	\$269,012	\$613,107	\$286,064
	Vermouth Wine	\$643,404	\$729,894	\$565,344	\$880,284	\$746,058
	<b>Summary</b>	<b>\$2,649,827</b>	<b>\$2,682,044</b>	<b>\$3,070,425</b>	<b>\$4,495,645</b>	<b>\$2,661,613</b>
France Wine	France Champagne Wine	\$2,804,630	\$2,690,204	\$3,016,380	\$7,720,944	\$3,353,981

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
France Wine	France Fruit and Dessert Wine	\$3,941	\$3,537	\$14,124	\$11,941	\$9,006
	France Red Wine	\$8,392,955	\$6,359,606	\$11,830,112	\$10,759,329	\$8,597,698
	France Rose Wine	\$1,744,423	\$4,618,897	\$4,705,489	\$1,778,217	\$1,678,664
	France Sparkling Wine	\$595,047	\$603,590	\$760,396	\$1,096,132	\$531,703
	France White Wine	\$3,136,511	\$3,089,054	\$3,966,988	\$3,802,640	\$3,505,823
	<b>Summary</b>	<b>\$16,677,507</b>	<b>\$17,364,888</b>	<b>\$24,293,489</b>	<b>\$25,169,204</b>	<b>\$17,676,875</b>
Georgia Wine	Georgia Red Wine	\$13,827	\$59,607	\$45,360	\$73,559	\$54,588
	Georgia White Wine	\$490	\$490	\$1,205	\$2,676	\$2,186
	<b>Summary</b>	<b>\$14,317</b>	<b>\$60,098</b>	<b>\$46,565</b>	<b>\$76,235</b>	<b>\$56,774</b>
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Germany Red Wine	\$42,530	\$44,523	\$56,295	\$50,897	\$64,094
	Germany Rose Wine	\$3,774	\$10,927	\$12,191	\$2,843	\$12,668
	Germany Sparkling Wine	\$465,446	\$680,840	\$674,106	\$1,320,650	\$517,169
	Germany White Wine	\$936,183	\$1,021,249	\$1,004,272	\$1,298,322	\$889,686
	<b>Summary</b>	<b>\$1,447,933</b>	<b>\$1,757,539</b>	<b>\$1,746,864</b>	<b>\$2,672,712</b>	<b>\$1,483,617</b>
Greece Wine	Greece Fruit and Dessert Wine	\$165	\$0	\$165	\$0	\$330
	Greece Red Wine	\$86,690	\$35,005	\$59,303	\$62,640	\$76,406
	Greece Rose Wine	\$314	\$3,604	\$393	\$550	\$706
	Greece White Wine	\$79,421	\$77,387	\$80,946	\$57,515	\$69,748
	<b>Summary</b>	<b>\$166,589</b>	<b>\$115,995</b>	<b>\$140,807</b>	<b>\$120,705</b>	<b>\$147,190</b>
Hungary Wine	Hungary Fruit and Dessert Wine	\$19,250	\$13,671	\$15,196	\$29,480	\$20,053
	Hungary Red Wine	\$30,215	\$33,317	\$24,672	\$33,617	\$25,989
	Hungary Rose Wine	\$0	\$0	\$0	\$0	\$0
	Hungary Sparkling Wine	\$58,521	\$77,881	\$81,036	\$121,215	\$56,940
	Hungary White Wine	\$89,767	\$92,070	\$103,269	\$94,907	\$95,598
	<b>Summary</b>	<b>\$197,753</b>	<b>\$216,939</b>	<b>\$224,173</b>	<b>\$279,220</b>	<b>\$198,581</b>
Israel Wine	Israel Red Wine	\$34,998	\$33,027	\$24,261	\$27,177	\$22,422
	Israel Rose Wine	\$2,960	\$2,218	\$3,023	\$2,228	\$5,565

## Wine Sales (Net \$)

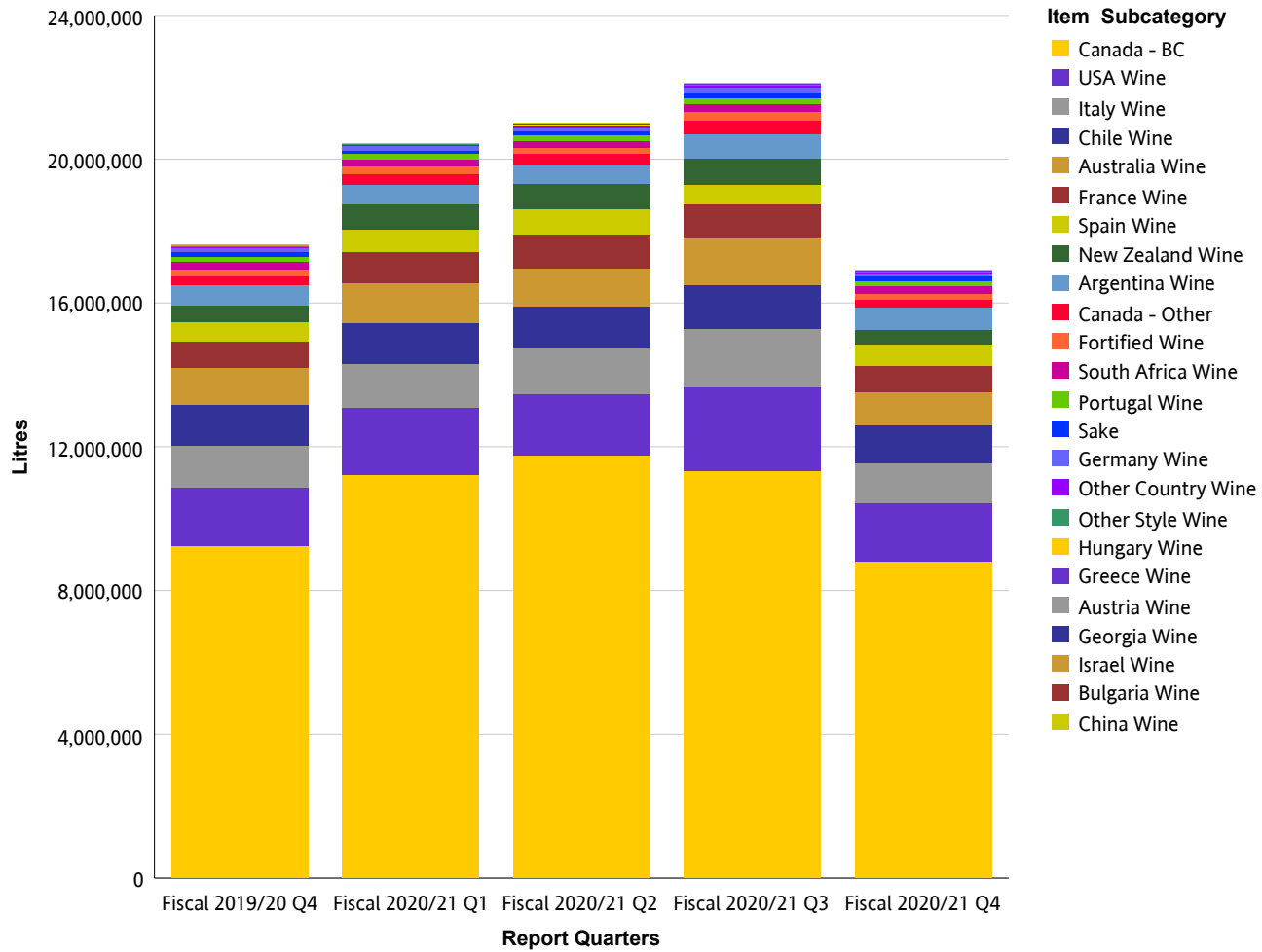
Net Sales \$		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Israel Wine	Israel White Wine	\$7,641	\$13,443	\$13,440	\$10,017	\$17,718
	<b>Summary</b>	<b>\$45,600</b>	<b>\$48,687</b>	<b>\$40,724</b>	<b>\$39,422</b>	<b>\$45,705</b>
Italy Wine	Italy Fruit and Dessert Wine	\$8,606	\$7,401	\$12,848	\$16,180	\$4,352
	Italy Red Wine	\$11,236,473	\$9,586,751	\$9,772,135	\$15,883,517	\$11,359,737
	Italy Rose Wine	\$202,077	\$270,455	\$299,003	\$169,557	\$174,349
	Italy Sparkling Wine	\$1,554,661	\$1,762,196	\$2,175,887	\$2,578,000	\$1,745,817
	Italy White Wine	\$4,131,864	\$4,337,170	\$4,892,165	\$4,587,560	\$3,851,320
	Prosecco Wine	\$2,914,324	\$4,518,822	\$4,940,290	\$7,374,114	\$3,425,026
	<b>Summary</b>	<b>\$20,048,005</b>	<b>\$20,482,794</b>	<b>\$22,092,327</b>	<b>\$30,608,928</b>	<b>\$20,560,600</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$293	\$0
	New Zealand Red Wine	\$492,793	\$632,189	\$588,577	\$1,005,924	\$502,405
	New Zealand Rose Wine	\$229,618	\$804,420	\$609,152	\$315,525	\$308,560
	New Zealand Sparkling Wine	\$73,742	\$89,678	\$96,556	\$196,095	\$68,497
	New Zealand White Wine	\$7,464,684	\$11,358,411	\$10,790,898	\$11,741,514	\$6,980,043
	<b>Summary</b>	<b>\$8,260,837</b>	<b>\$12,884,698</b>	<b>\$12,085,183</b>	<b>\$13,259,352</b>	<b>\$7,859,504</b>
Other Country Wine	Other Country Fruit and Dessert Wine	\$324,125	\$323,314	\$374,291	\$398,334	\$383,142
	Other Country Red Wine	\$205,131	\$142,623	\$156,740	\$220,398	\$156,152
	Other Country Rose Wine	\$9,546	\$5,557	\$8,159	\$4,532	\$8,944
	Other Country Sparkling Wine	\$12,809	\$14,162	\$9,142	\$45,904	\$5,217
	Other Country White Wine	\$48,379	\$34,812	\$53,444	\$47,489	\$36,901
	<b>Summary</b>	<b>\$599,990</b>	<b>\$520,469</b>	<b>\$601,777</b>	<b>\$716,656</b>	<b>\$590,356</b>
Other Style Wine	Aperitif And Flavoured Wine	\$159,152	\$184,440	\$159,594	\$233,355	\$153,324
	Mead	\$58,794	\$68,043	\$181,380	\$75,814	\$55,991
	Rice Wine	\$63,393	\$50,972	\$53,465	\$89,465	\$89,528
	<b>Summary</b>	<b>\$281,339</b>	<b>\$303,456</b>	<b>\$394,439</b>	<b>\$398,633</b>	<b>\$298,843</b>
Portugal Wine	Portugal Fruit and Dessert Wine	\$2,041	\$2,563	\$4,782	\$63,057	\$6,719
	Portugal Red Wine	\$1,130,989	\$1,022,074	\$1,041,794	\$1,393,208	\$954,059
	Portugal Rose Wine	\$161,074	\$246,686	\$263,631	\$182,671	\$157,034



## Wine Sales (Net \$)

Net Sales \$		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Portugal Wine	Portugal Sparkling Wine	\$12,275	\$4,340	\$8,177	\$3,734	\$4,625
	Portugal White Wine	\$428,011	\$642,663	\$631,556	\$438,023	\$408,919
	<b>Summary</b>	<b>\$1,734,390</b>	<b>\$1,918,326</b>	<b>\$1,949,940</b>	<b>\$2,080,693</b>	<b>\$1,531,356</b>
Sake	Japan Sake	\$1,565,558	\$1,114,793	\$1,629,973	\$1,721,885	\$1,860,796
	Other Country Sake	\$70,396	\$55,112	\$79,045	\$68,894	\$77,250
	USA Sake	\$789,081	\$532,065	\$597,273	\$723,242	\$740,547
	<b>Summary</b>	<b>\$2,425,036</b>	<b>\$1,701,971</b>	<b>\$2,306,291</b>	<b>\$2,514,021</b>	<b>\$2,678,594</b>
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$0	\$0	\$3,239	\$6,934
	South Africa Red Wine	\$1,517,649	\$1,232,982	\$1,055,302	\$1,401,413	\$1,290,499
	South Africa Rose Wine	\$5,813	\$102,750	\$104,831	\$29,733	\$9,108
	South Africa Sparkling Wine	\$6,315	\$5,280	\$4,763	\$4,536	\$5,198
	South Africa White Wine	\$929,089	\$942,671	\$796,226	\$912,745	\$895,251
	<b>Summary</b>	<b>\$2,458,866</b>	<b>\$2,283,682</b>	<b>\$1,961,121</b>	<b>\$2,351,666</b>	<b>\$2,206,990</b>
Spain Wine	Spain Fruit and Dessert Wine	\$5,944	\$6,542	\$6,083	\$6,391	\$5,610
	Spain Red Wine	\$4,748,261	\$4,680,129	\$5,116,636	\$4,807,732	\$4,881,870
	Spain Rose Wine	\$298,931	\$438,121	\$556,178	\$187,952	\$295,574
	Spain Sparkling Wine	\$889,053	\$936,605	\$1,106,640	\$1,806,530	\$925,529
	Spain White Wine	\$598,335	\$619,713	\$857,034	\$426,949	\$717,705
	<b>Summary</b>	<b>\$6,540,523</b>	<b>\$6,681,110</b>	<b>\$7,642,571</b>	<b>\$7,235,554</b>	<b>\$6,826,288</b>
USA Wine	USA Fruit and Dessert Wine	\$888	\$530	\$2,373	\$1,451	\$1,297
	USA Red Wine	\$21,257,991	\$22,388,968	\$22,586,564	\$35,574,725	\$22,399,628
	USA Rose Wine	\$1,068,972	\$1,919,131	\$1,506,179	\$1,263,805	\$1,009,161
	USA Sparkling Wine	\$248,295	\$232,437	\$275,146	\$392,209	\$258,367
	USA White Wine	\$5,873,458	\$6,770,335	\$7,036,706	\$6,972,599	\$5,653,708
	<b>Summary</b>	<b>\$28,449,604</b>	<b>\$31,311,401</b>	<b>\$31,406,967</b>	<b>\$44,204,790</b>	<b>\$29,322,162</b>
<b>Summary</b>		<b>\$238,531,299</b>	<b>\$273,298,529</b>	<b>\$315,452,416</b>	<b>\$322,315,269</b>	<b>\$233,023,936</b>

## Wine Sales (Litres)



## Wine Sales (Litres)

### Wine

Litres		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Argentina Wine	Argentina Red Wine	519,664	464,864	479,912	621,005	538,835
	Argentina Rose Wine	11,120	22,254	24,319	8,502	18,022
	Argentina Sparkling Wine	436	189	382	842	648
	Argentina White Wine	56,899	52,895	60,315	50,846	51,145
	<b>Summary</b>	<b>588,119</b>	<b>540,202</b>	<b>564,928</b>	<b>681,195</b>	<b>608,650</b>
Australia Wine	Australia Fruit and Dessert Wine	0	0	0	18	2
	Australia Red Wine	588,776	552,405	562,856	719,297	499,750
	Australia Rose Wine	16,498	31,472	31,670	25,062	24,056
	Australia Sparkling Wine	46,191	64,155	59,231	100,439	51,148
	Australia White Wine	379,635	469,331	423,052	472,331	352,974
	<b>Summary</b>	<b>1,031,101</b>	<b>1,117,363</b>	<b>1,076,809</b>	<b>1,317,147</b>	<b>927,929</b>
Austria Wine	Austria Fruit and Dessert Wine	0	9	2	0	2
	Austria Red Wine	1,015	458	564	1,282	1,388
	Austria Rose Wine	0	0	135	86	18
	Austria Sparkling Wine	9	9	68	243	9
	Austria White Wine	1,730	1,672	2,192	3,304	2,633
	<b>Summary</b>	<b>2,754</b>	<b>2,148</b>	<b>2,960</b>	<b>4,914</b>	<b>4,051</b>
Bulgaria Wine	Bulgaria Red Wine	1,036	648	315	219	144
	Bulgaria Rose Wine	173	198	439	0	0
	Bulgaria White Wine	9	9	9	0	0
	<b>Summary</b>	<b>1,219</b>	<b>855</b>	<b>763</b>	<b>219</b>	<b>144</b>
Canada - BC	Canada - BC Dessert Wine	3,476	3,294	12,160	6,743	2,647
	Canada - BC Fruit Wine	39,240	54,516	90,030	64,616	35,906
	Canada - BC Ice Wine	6,194	2,878	5,260	5,642	2,784
	Canada - BC Red Wine	4,377,657	4,804,543	4,886,095	5,616,565	4,142,575
	Canada - BC Rose Wine	303,481	673,600	767,141	332,351	369,944

## Wine Sales (Litres)

Litres		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Canada - BC	Canada - BC Sparkling Wine	78,072	123,293	223,488	169,385	105,000
	Canada - BC White Wine	4,433,282	5,566,763	5,774,643	5,136,410	4,136,777
	<b>Summary</b>	<b>9,241,403</b>	<b>11,228,887</b>	<b>11,758,817</b>	<b>11,331,712</b>	<b>8,795,634</b>
Canada - Other	Canada - Other Dessert Wine	91	30	136	45	5
	Canada - Other Fruit Wine	0	0	0	0	0
	Canada - Other Ice Wine	7,114	369	367	1,266	1,184
	Canada - Other Red Wine	99,120	143,536	112,392	149,721	85,965
	Canada - Other Rose Wine	3,600	9,940	11,146	909	528
	Canada - Other Sparkling Wine	53,540	54,902	60,581	112,420	52,744
	Canada - Other White Wine	65,804	98,977	88,630	93,758	74,503
	<b>Summary</b>	<b>229,269</b>	<b>307,754</b>	<b>273,253</b>	<b>358,119</b>	<b>214,930</b>
Chile Wine	Chile Fruit and Dessert Wine	45	14	18	27	45
	Chile Red Wine	742,240	691,481	632,286	834,688	696,177
	Chile Rose Wine	47,130	82,784	82,750	54,924	32,946
	Chile Sparkling Wine	5,655	6,970	3,938	6,398	7,166
	Chile White Wine	361,036	344,997	404,253	307,247	294,932
	<b>Summary</b>	<b>1,156,107</b>	<b>1,126,246</b>	<b>1,123,244</b>	<b>1,203,284</b>	<b>1,031,266</b>
China Wine	China Fruit and Dessert Wine	500	0	0	510	705
	China Red Wine	0	9	32	27	108
	China White Wine	18	0	0	0	9
	<b>Summary</b>	<b>518</b>	<b>9</b>	<b>32</b>	<b>537</b>	<b>822</b>
Fortified Wine	Other Fortified Domestic Wine	77,313	77,178	83,102	84,526	62,745
	Other Fortified Import Wine	26,028	26,550	23,130	30,862	26,387
	Port Wine	18,023	17,314	17,663	43,854	18,101
	Sherry Wine	14,043	12,879	13,753	32,109	13,970
	Vermouth Wine	57,793	64,885	48,517	77,985	62,392
	<b>Summary</b>	<b>193,199</b>	<b>198,805</b>	<b>186,165</b>	<b>269,337</b>	<b>183,596</b>
France Wine	France Champagne Wine	28,789	27,504	30,056	82,777	36,856

## Wine Sales (Litres)

Litres		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
France Wine	France Fruit and Dessert Wine	69	72	364	237	216
	France Red Wine	412,647	362,655	391,688	506,970	401,733
	France Rose Wine	106,385	286,219	298,599	118,988	108,589
	France Sparkling Wine	29,134	34,876	43,198	56,813	27,537
	France White Wine	151,521	161,645	175,589	177,428	160,071
	<b>Summary</b>	<b>728,545</b>	<b>872,972</b>	<b>939,495</b>	<b>943,213</b>	<b>735,002</b>
Georgia Wine	Georgia Red Wine	814	3,272	2,475	4,004	2,997
	Georgia White Wine	18	18	44	98	80
	<b>Summary</b>	<b>832</b>	<b>3,290</b>	<b>2,519</b>	<b>4,102</b>	<b>3,077</b>
Germany Wine	Germany Fruit and Dessert Wine	0	0	0	0	0
	Germany Red Wine	2,116	2,871	2,736	3,158	2,617
	Germany Rose Wine	184	585	566	162	608
	Germany Sparkling Wine	28,123	43,663	43,462	88,766	31,123
	Germany White Wine	61,167	67,826	69,666	86,838	58,777
	<b>Summary</b>	<b>91,591</b>	<b>114,945</b>	<b>116,430</b>	<b>178,924</b>	<b>93,124</b>
Greece Wine	Greece Fruit and Dessert Wine	6	0	6	0	12
	Greece Red Wine	6,745	2,372	4,482	4,479	5,266
	Greece Rose Wine	18	135	22	32	40
	Greece White Wine	6,562	5,332	6,564	4,624	5,563
	<b>Summary</b>	<b>13,331</b>	<b>7,840</b>	<b>11,074</b>	<b>9,134</b>	<b>10,882</b>
Hungary Wine	Hungary Fruit and Dessert Wine	353	316	360	571	435
	Hungary Red Wine	2,150	2,448	1,774	2,486	1,863
	Hungary Rose Wine	0	0	0	0	0
	Hungary Sparkling Wine	4,419	6,300	6,471	10,192	4,272
	Hungary White Wine	8,558	8,311	9,155	7,894	8,761
	<b>Summary</b>	<b>15,480</b>	<b>17,375</b>	<b>17,761</b>	<b>21,144</b>	<b>15,331</b>
Israel Wine	Israel Red Wine	1,679	1,611	1,170	1,304	1,089
	Israel Rose Wine	169	126	171	126	315

## Wine Sales (Litres)

Litres		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Israel Wine	Israel White Wine	381	666	648	483	855
	<b>Summary</b>	<b>2,229</b>	<b>2,403</b>	<b>1,989</b>	<b>1,913</b>	<b>2,259</b>
Italy Wine	Italy Fruit and Dessert Wine	108	299	418	554	49
	Italy Red Wine	589,585	556,125	526,926	747,358	554,325
	Italy Rose Wine	11,658	16,336	17,063	8,646	9,362
	Italy Sparkling Wine	86,502	100,518	123,913	143,606	97,960
	Italy White Wine	302,545	332,113	369,711	339,953	284,013
	Prosecco Wine	151,397	238,981	262,346	395,726	178,088
	<b>Summary</b>	<b>1,141,796</b>	<b>1,244,372</b>	<b>1,300,377</b>	<b>1,635,843</b>	<b>1,123,798</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	4	0
	New Zealand Red Wine	20,971	28,688	27,200	46,482	22,543
	New Zealand Rose Wine	12,541	45,724	34,816	17,704	17,297
	New Zealand Sparkling Wine	3,531	4,108	4,578	9,852	3,249
	New Zealand White Wine	399,187	632,792	615,316	666,398	380,250
	<b>Summary</b>	<b>436,229</b>	<b>711,313</b>	<b>681,910</b>	<b>740,440</b>	<b>423,339</b>
Other Country Wine	Other Country Fruit and Dessert Wine	18,599	18,770	20,684	21,657	20,473
	Other Country Red Wine	8,572	6,595	7,262	10,012	7,286
	Other Country Rose Wine	320	225	346	194	351
	Other Country Sparkling Wine	407	533	302	1,840	108
	Other Country White Wine	1,770	1,393	2,232	1,958	1,464
	<b>Summary</b>	<b>29,668</b>	<b>27,516</b>	<b>30,826</b>	<b>35,660</b>	<b>29,682</b>
Other Style Wine	Aperitif And Flavoured Wine	10,754	13,028	9,254	13,694	9,306
	Mead	2,680	3,069	7,919	3,282	2,676
	Rice Wine	4,707	3,398	3,355	5,542	5,884
	<b>Summary</b>	<b>18,142</b>	<b>19,495</b>	<b>20,527</b>	<b>22,518</b>	<b>17,866</b>
Portugal Wine	Portugal Fruit and Dessert Wine	44	58	104	1,398	152
	Portugal Red Wine	95,529	86,036	87,788	113,922	83,552
	Portugal Rose Wine	16,085	24,204	26,608	17,707	16,202

## Wine Sales (Litres)

Litres		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Portugal Wine	Portugal Sparkling Wine	519	166	302	158	216
	Portugal White Wine	31,765	55,768	52,170	34,410	33,100
	<b>Summary</b>	<b>143,942</b>	<b>166,232</b>	<b>166,971</b>	<b>167,595</b>	<b>133,222</b>
Sake	Japan Sake	48,863	36,919	47,865	52,479	50,816
	Other Country Sake	3,497	3,109	4,171	3,559	4,083
	USA Sake	88,246	51,422	63,481	75,611	79,435
	<b>Summary</b>	<b>140,606</b>	<b>91,450</b>	<b>115,517</b>	<b>131,649</b>	<b>134,333</b>
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	14	45
	South Africa Red Wine	127,665	98,249	82,302	112,706	109,375
	South Africa Rose Wine	459	8,817	9,759	2,693	706
	South Africa Sparkling Wine	364	342	261	180	230
	South Africa White Wine	83,222	86,636	73,686	80,880	83,876
	<b>Summary</b>	<b>211,711</b>	<b>194,044</b>	<b>166,008</b>	<b>196,472</b>	<b>194,231</b>
Spain Wine	Spain Fruit and Dessert Wine	171	216	171	160	162
	Spain Red Wine	397,218	428,196	478,876	365,282	410,721
	Spain Rose Wine	38,117	53,306	72,780	21,238	39,519
	Spain Sparkling Wine	54,127	56,728	69,401	114,261	56,988
	Spain White Wine	65,032	69,413	102,884	39,288	81,382
	<b>Summary</b>	<b>554,666</b>	<b>607,859</b>	<b>724,113</b>	<b>540,229</b>	<b>588,771</b>
USA Wine	USA Fruit and Dessert Wine	41	19	130	68	66
	USA Red Wine	1,099,413	1,168,106	1,066,034	1,716,754	1,138,444
	USA Rose Wine	116,366	188,720	146,290	128,826	107,800
	USA Sparkling Wine	13,438	13,898	14,560	20,342	13,009
	USA White Wine	406,236	474,612	481,152	450,023	381,230
	<b>Summary</b>	<b>1,635,494</b>	<b>1,845,354</b>	<b>1,708,167</b>	<b>2,316,012</b>	<b>1,640,549</b>
<b>Summary</b>		<b>17,607,951</b>	<b>20,448,729</b>	<b>20,990,656</b>	<b>22,111,313</b>	<b>16,912,487</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.