

Liquor Market Review

Fiscal 2016/17 Q3

December 2016



**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

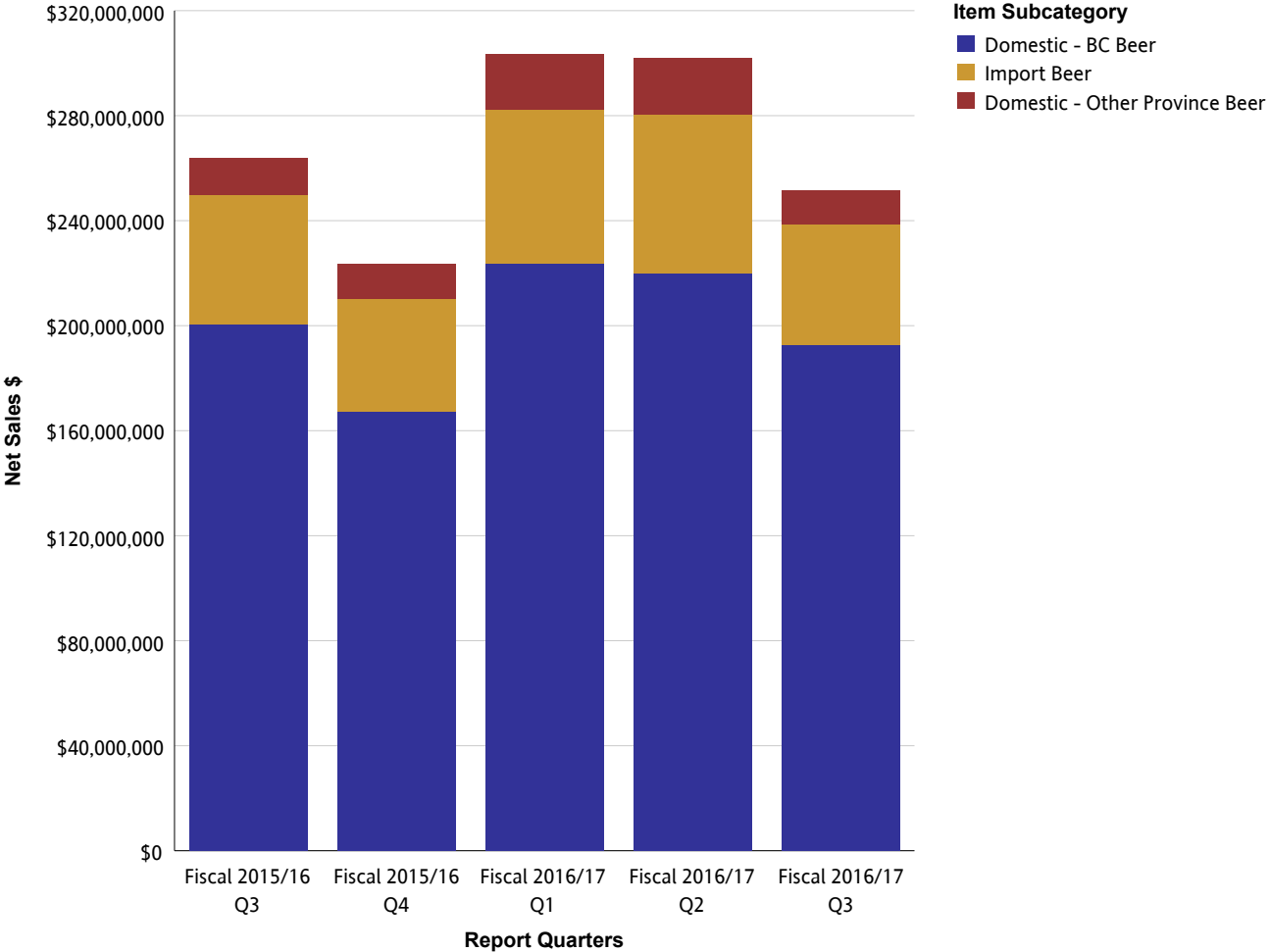
The Liquor Market Review provides provincial sales through the Wholesale channel for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer and excludes any applicable taxes. For each reporting period,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

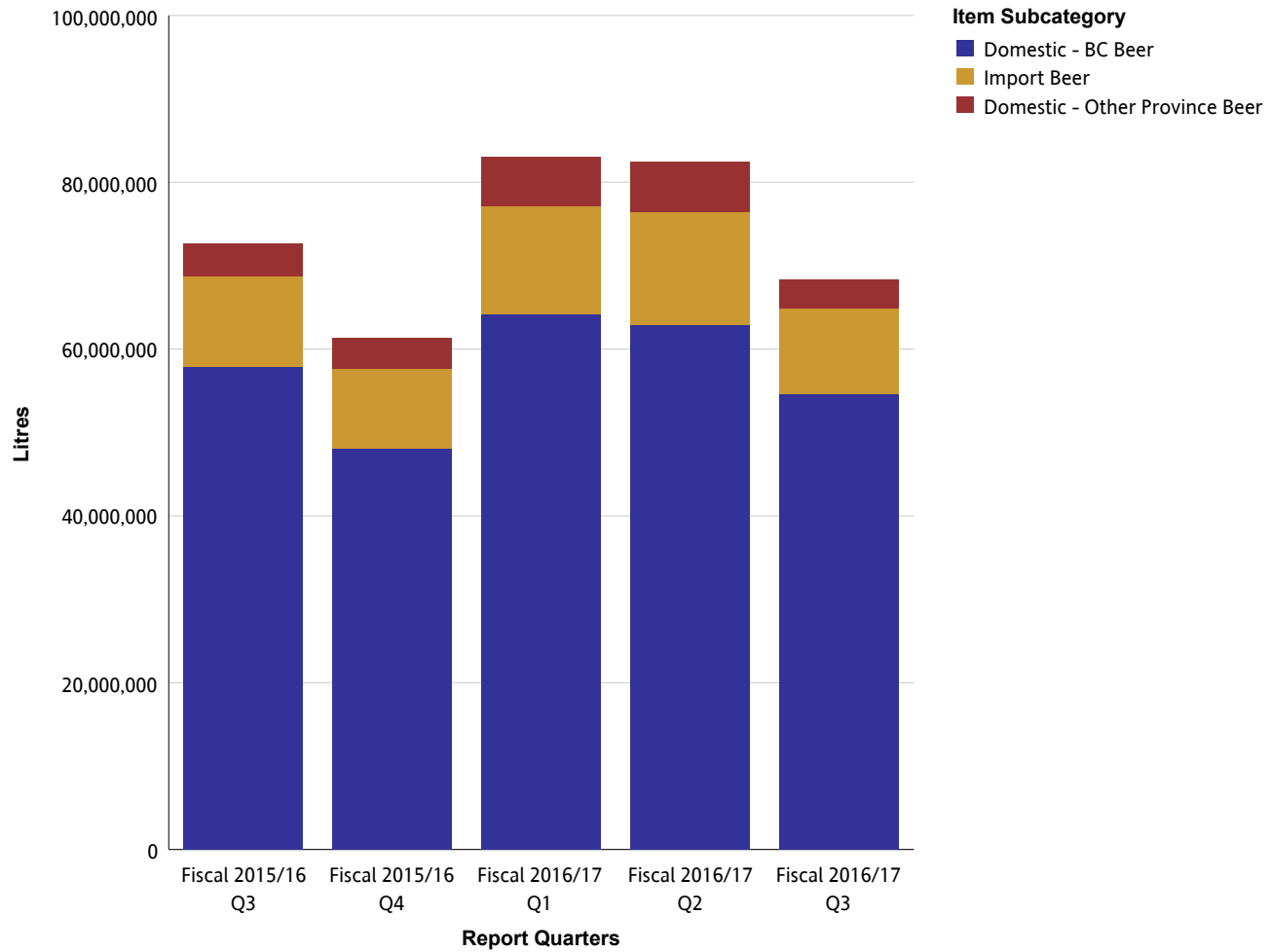


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Domestic - BC Beer	Domestic - BC Commercial Beer	\$148,943,324	\$121,198,006	\$162,838,727	\$156,398,710	\$136,451,663
	Domestic - BC Micro Brew Beer	\$19,862,814	\$19,051,426	\$24,632,419	\$25,825,654	\$23,385,365
	Domestic - BC Regional Beer	\$31,769,139	\$27,158,723	\$36,143,358	\$37,470,156	\$32,747,520
	Summary	\$200,575,277	\$167,408,155	\$223,614,504	\$219,694,520	\$192,584,548
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$11,332,123	\$10,876,508	\$18,457,940	\$18,577,215	\$10,309,886
	Domestic - Other Province Micro Brew Beer	\$184,506	\$186,476	\$266,712	\$260,430	\$191,752
	Domestic - Other Province Regional Beer	\$2,619,411	\$2,304,105	\$2,560,056	\$2,514,621	\$2,204,870
	Summary	\$14,136,040	\$13,367,090	\$21,284,708	\$21,352,266	\$12,706,509
Import Beer	Asia And South Pacific Beer	\$1,685,655	\$1,476,216	\$1,816,808	\$1,848,068	\$1,546,081
	Europe Beer	\$27,019,451	\$23,421,602	\$28,612,736	\$28,922,748	\$26,394,815
	Mexico And Caribbean Beer	\$8,632,368	\$7,443,022	\$13,960,348	\$15,022,698	\$7,579,332
	Other Country Beer	\$42,022	\$46,977	\$58,474	\$56,119	\$48,495
	USA Beer	\$11,799,863	\$10,446,299	\$14,073,629	\$14,999,044	\$10,724,776
	Summary	\$49,179,360	\$42,834,115	\$58,521,995	\$60,848,678	\$46,293,498
Summary		\$263,890,677	\$223,609,360	\$303,421,207	\$301,895,464	\$251,584,554

Beer Sales (Litres)

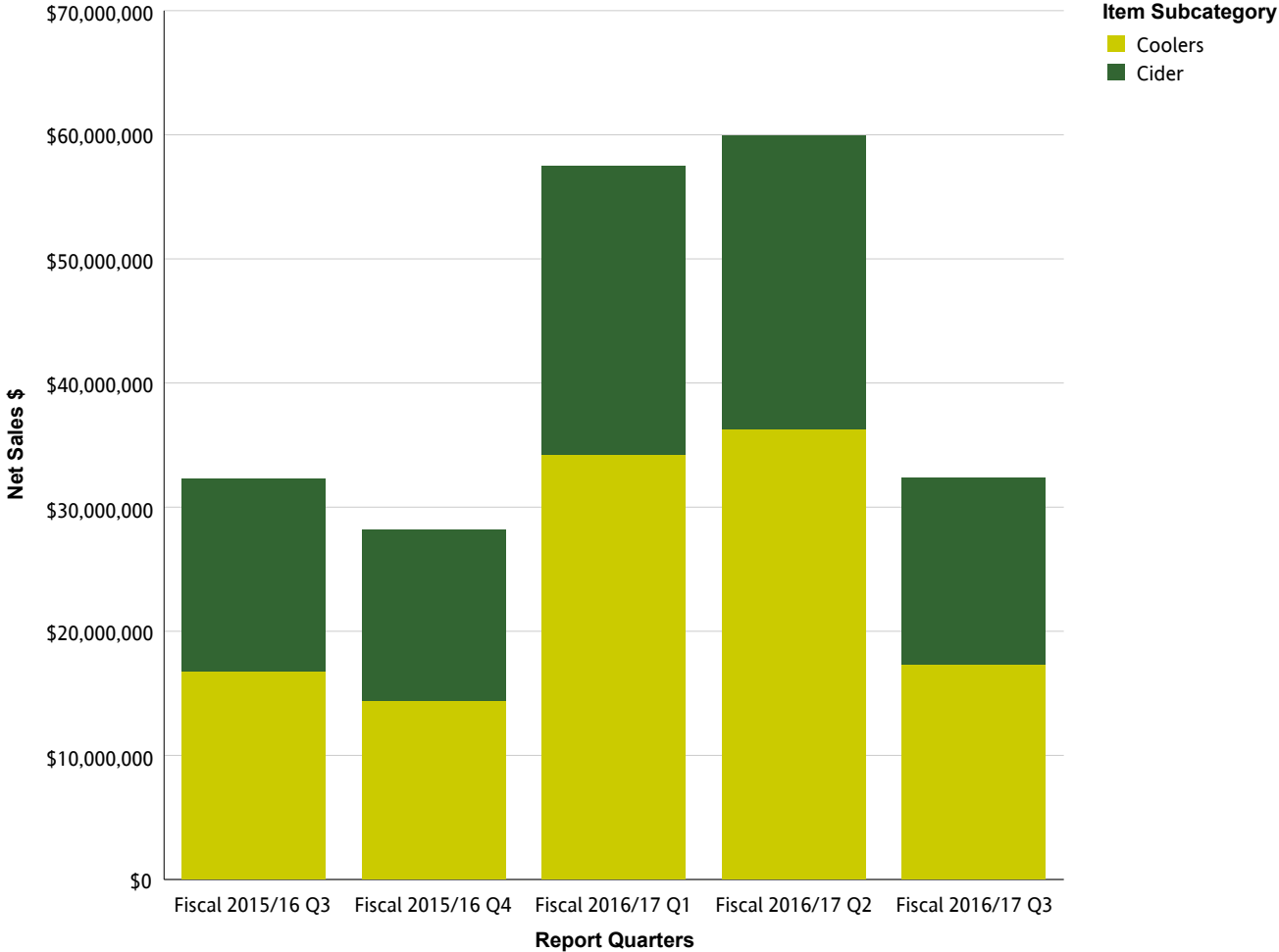


Beer Sales (Litres)

Beer

Litres		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Domestic - BC Beer	Domestic - BC Commercial Beer	44,761,473	36,098,602	48,513,711	46,493,101	40,513,763
	Domestic - BC Micro Brew Beer	4,433,613	4,366,030	5,593,670	5,967,269	5,148,504
	Domestic - BC Regional Beer	8,700,198	7,621,576	10,083,736	10,455,127	8,962,577
	Summary	57,895,283	48,086,208	64,191,117	62,915,497	54,624,844
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	3,086,776	2,991,908	5,125,645	5,305,496	2,816,351
	Domestic - Other Province Micro Brew Beer	27,223	26,580	40,086	39,901	27,022
	Domestic - Other Province Regional Beer	766,143	670,790	722,172	697,069	572,090
	Summary	3,880,143	3,689,278	5,887,903	6,042,467	3,415,463
Import Beer	Asia And South Pacific Beer	357,325	307,965	380,181	398,285	325,917
	Europe Beer	6,041,110	5,261,211	6,432,244	6,489,258	5,896,387
	Mexico And Caribbean Beer	1,719,690	1,436,040	2,757,104	2,951,334	1,462,288
	Other Country Beer	9,929	10,563	13,473	12,767	10,671
	USA Beer	2,736,908	2,530,638	3,389,012	3,667,090	2,554,501
	Summary	10,864,961	9,546,416	12,972,015	13,518,734	10,249,765
Summary		72,640,387	61,321,902	83,051,036	82,476,699	68,290,073

Refreshment Beverages Sales (Net \$)

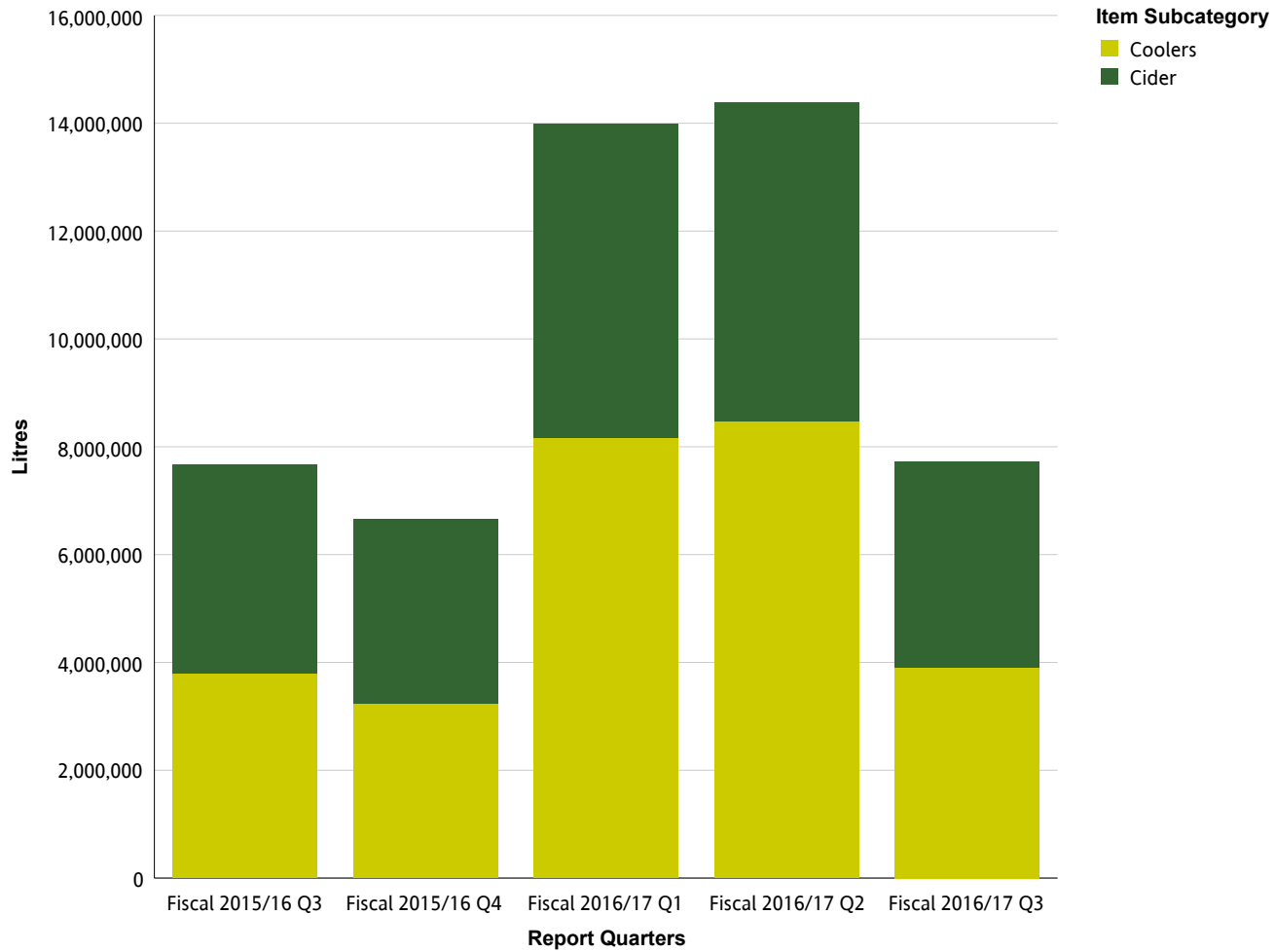


Refreshment Beverages Sales (Net \$)

Refreshment Beverages

Net Sales \$		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Cider	Domestic Cider	\$11,530,019	\$10,131,009	\$17,073,824	\$17,268,158	\$11,067,119
	Import Cider	\$4,016,979	\$3,670,430	\$6,202,938	\$6,375,166	\$3,962,606
	Summary	\$15,546,998	\$13,801,439	\$23,276,761	\$23,643,325	\$15,029,725
Coolers	Malt-Based Coolers	\$2,329,606	\$2,056,565	\$5,217,757	\$5,997,194	\$2,123,073
	Spirit Coolers	\$13,682,975	\$11,698,479	\$27,996,942	\$29,313,162	\$14,585,433
	Wine/Fruit Coolers	\$777,734	\$631,556	\$978,597	\$967,848	\$652,864
	Summary	\$16,790,315	\$14,386,601	\$34,193,296	\$36,278,203	\$17,361,370
Summary		\$32,337,313	\$28,188,040	\$57,470,058	\$59,921,528	\$32,391,095

Refreshment Beverages Sales (Litres)

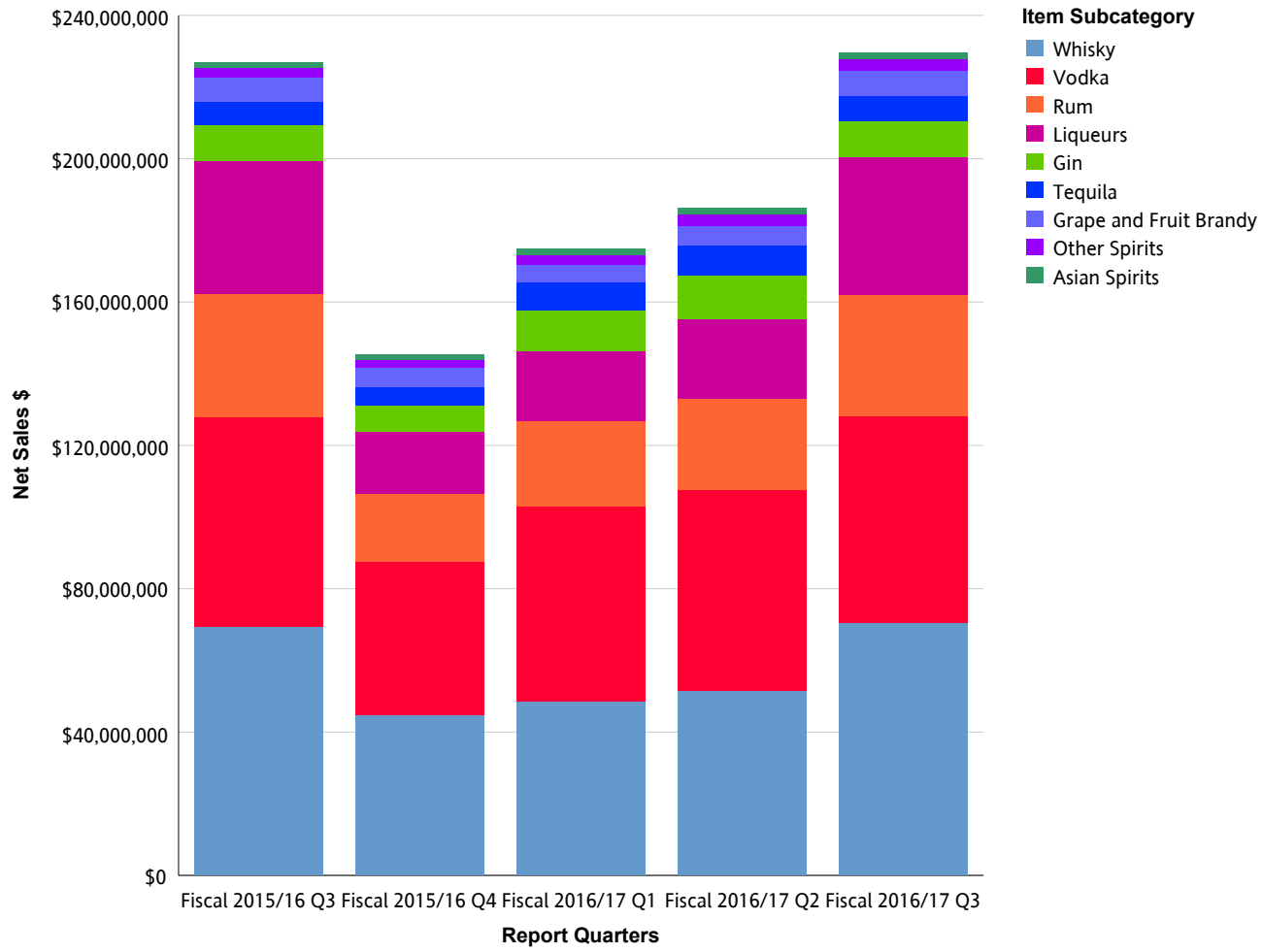


Refreshment Beverages Sales (Litres)

Refreshment Beverages

Litres		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Cider	Domestic Cider	3,016,727	2,630,509	4,480,061	4,526,195	2,975,774
	Import Cider	861,647	784,248	1,348,943	1,379,408	839,182
	Summary	3,878,374	3,414,757	5,829,003	5,905,603	3,814,956
Coolers	Malt-Based Coolers	519,951	461,221	1,231,197	1,385,812	475,224
	Spirit Coolers	3,118,164	2,645,067	6,751,294	6,916,263	3,300,645
	Wine/Fruit Coolers	158,989	131,519	189,648	182,730	124,375
	Summary	3,797,104	3,237,807	8,172,139	8,484,805	3,900,244
Summary		7,675,478	6,652,564	14,001,142	14,390,408	7,715,200

Spirits Sales (Net \$)



Spirits Sales (Net \$)

Spirits

Net Sales \$		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Asian Spirits	China Spirits	\$684,919	\$857,050	\$868,542	\$730,927	\$840,592
	Korea Spirits	\$753,108	\$692,262	\$815,377	\$832,478	\$868,797
	Other Country Asian Spirits	\$59,838	\$55,917	\$68,035	\$65,609	\$74,929
	Summary	\$1,497,865	\$1,605,229	\$1,751,953	\$1,629,014	\$1,784,318
Gin	Dry Gin	\$9,374,550	\$7,158,862	\$10,552,958	\$11,322,019	\$9,408,392
	Flavoured Gin	\$204,976	\$182,956	\$349,008	\$410,780	\$217,738
	Other Gin	\$206,678	\$137,079	\$219,542	\$261,678	\$236,095
	Summary	\$9,786,204	\$7,478,896	\$11,121,508	\$11,994,478	\$9,862,225
Grape and Fruit Brandy	Armagnac	\$50,904	\$105,357	\$69,614	\$69,586	\$74,253
	Brandy	\$3,111,883	\$2,405,209	\$2,238,256	\$2,203,164	\$3,385,915
	Cognac	\$2,997,128	\$2,353,813	\$2,146,048	\$2,862,476	\$2,963,147
	Eau de Vie	\$353,151	\$207,438	\$227,211	\$258,488	\$354,132
	Grappa And Marc	\$83,760	\$54,430	\$60,102	\$60,816	\$93,114
	Pisco	\$71,253	\$64,307	\$77,873	\$122,563	\$72,245
	Summary	\$6,668,080	\$5,190,554	\$4,819,104	\$5,577,093	\$6,942,806
Liqueurs	Anise And Herbal/Spice Liqueurs	\$7,617,722	\$5,387,901	\$5,569,235	\$5,785,831	\$7,679,592
	Coffee And Cocoa Liqueurs	\$3,469,446	\$1,088,741	\$1,327,753	\$1,727,608	\$3,402,872
	Cream/Dairy Liqueurs	\$15,890,059	\$4,919,186	\$5,228,738	\$6,952,553	\$17,492,182
	Fruit Liqueurs	\$5,260,027	\$2,982,934	\$4,227,870	\$4,426,187	\$5,136,287
	Nut Liqueurs	\$1,878,732	\$1,046,646	\$1,435,664	\$1,460,218	\$1,887,802
	Other Liqueurs	\$832,984	\$497,669	\$538,747	\$595,873	\$734,686
	Whiskey Liqueurs	\$2,288,906	\$1,339,261	\$1,231,350	\$1,508,742	\$2,159,687
	Summary	\$37,237,876	\$17,262,338	\$19,559,357	\$22,457,013	\$38,493,110
Other Spirits	Cachaca	\$30,630	\$31,362	\$42,809	\$50,678	\$24,764
	Flavoured Spirits	\$712,041	\$547,109	\$701,779	\$862,018	\$834,092
	Miscellaneous/Other Spirits	\$680,299	\$436,655	\$502,787	\$578,538	\$717,658

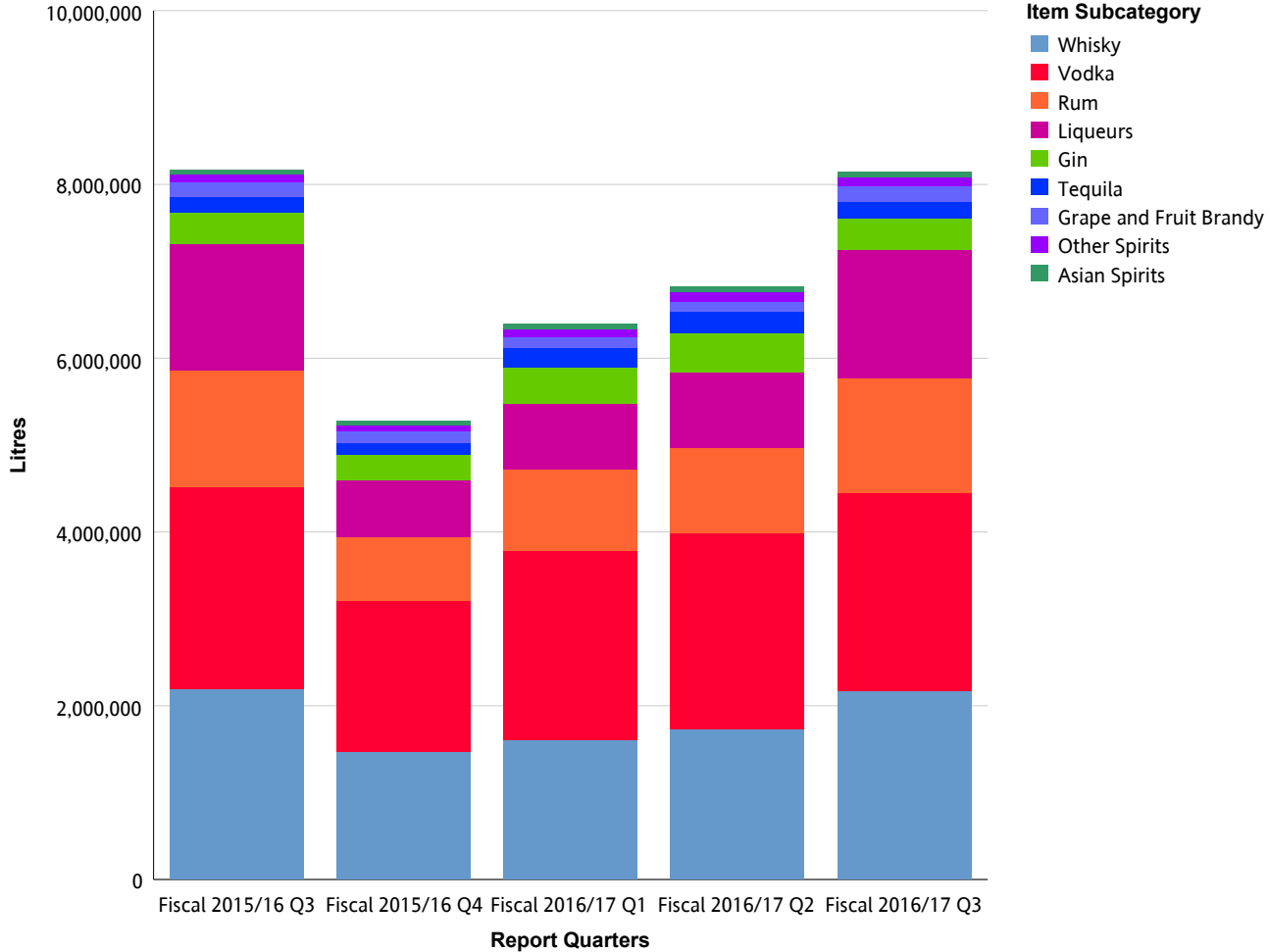
Spirits Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Other Spirits	Moonshine Spirits	\$235,166	\$130,731	\$145,670	\$157,337	\$218,836
	Ready to Mix Cocktails	\$556,356	\$516,208	\$695,285	\$720,675	\$517,344
	Ready to Serve Cocktails	\$482,163	\$339,078	\$567,707	\$780,833	\$800,179
	Schnapps and Akvavit	\$118,716	\$60,085	\$68,686	\$95,172	\$126,908
	Summary	\$2,815,372	\$2,061,227	\$2,724,724	\$3,245,252	\$3,239,781
Rum	Amber Rum	\$8,234,116	\$4,296,969	\$5,483,571	\$5,806,009	\$7,861,000
	Dark Rum	\$4,292,372	\$2,527,308	\$2,652,896	\$2,799,967	\$4,258,234
	Flavoured Rum	\$206,954	\$168,901	\$408,285	\$516,561	\$284,601
	Spiced Rum	\$12,412,594	\$5,737,288	\$7,415,859	\$7,919,973	\$12,645,574
	White Rum	\$9,398,007	\$6,075,708	\$8,026,962	\$8,210,311	\$9,018,543
	Summary	\$34,544,044	\$18,806,174	\$23,987,573	\$25,252,821	\$34,067,952
Tequila	Blanco/Silver Tequila	\$1,867,893	\$1,507,352	\$2,438,246	\$2,542,249	\$2,156,938
	Flavoured Tequila	\$160,767	\$132,294	\$197,884	\$208,137	\$193,616
	Gold Tequila	\$4,508,827	\$3,564,290	\$5,314,832	\$5,597,179	\$4,630,609
	Mezcal	\$73,055	\$77,566	\$147,826	\$110,682	\$124,961
	Summary	\$6,610,542	\$5,281,502	\$8,098,788	\$8,458,247	\$7,106,124
Vodka	Flavoured Vodka	\$3,608,460	\$2,662,667	\$3,399,281	\$3,558,662	\$3,648,812
	Straight Vodka	\$54,884,905	\$40,390,778	\$50,825,874	\$52,516,118	\$53,908,154
	Summary	\$58,493,365	\$43,053,445	\$54,225,155	\$56,074,780	\$57,556,966
Whisky	American Whiskey	\$3,016,063	\$1,995,465	\$2,354,714	\$2,460,703	\$3,127,577
	Blended Malt Scotch Whisky	\$124,056	\$71,808	\$76,779	\$60,601	\$170,405
	Blended Scotch Whisky	\$9,284,541	\$6,342,897	\$7,458,266	\$7,088,450	\$8,713,409
	Bourbon Whiskey	\$3,372,322	\$2,816,790	\$2,767,776	\$2,824,776	\$3,881,396
	Canadian Whisky	\$34,234,764	\$22,710,545	\$25,159,213	\$28,638,879	\$34,355,466
	Flavoured Whisky	\$53,451	\$55,573	\$18,575	\$37,533	\$68,635
	Irish Whiskey	\$3,504,687	\$2,729,418	\$2,155,405	\$2,454,957	\$4,274,332
	Other Country Whisky	\$833,107	\$430,295	\$442,332	\$534,829	\$954,911
	Single Malt Scotch Whisky	\$14,892,974	\$7,429,628	\$8,210,736	\$7,529,757	\$14,965,868

Spirits Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Whisky	Summary	\$69,315,964	\$44,582,419	\$48,643,796	\$51,630,485	\$70,512,000
Summary		\$226,969,312	\$145,321,784	\$174,931,958	\$186,319,184	\$229,565,281

Spirits Sales (Litres)



Spirits Sales (Litres)

Spirits

Litres		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Asian Spirits	China Spirits	10,105	10,915	9,676	9,099	10,596
	Korea Spirits	42,369	38,538	45,770	47,033	49,181
	Other Country Asian Spirits	1,996	1,772	2,091	2,027	2,014
	Summary	54,471	51,225	57,537	58,159	61,792
Gin	Dry Gin	352,747	273,959	399,535	424,458	349,992
	Flavoured Gin	6,766	6,381	12,381	14,628	6,934
	Other Gin	4,753	3,180	5,042	5,982	5,458
	Summary	364,266	283,520	416,958	445,068	362,384
Grape and Fruit Brandy	Armagnac	692	676	559	741	658
	Brandy	129,172	100,971	94,098	91,503	140,172
	Cognac	23,794	18,722	15,495	20,508	27,895
	Eau de Vie	7,860	4,722	4,932	5,319	7,573
	Grappa And Marc	1,686	1,144	1,196	1,228	1,854
	Pisco	1,922	1,667	2,125	3,142	1,888
	Summary	165,126	127,902	118,405	122,440	180,040
Liqueurs	Anise And Herbal/Spice Liqueurs	275,718	189,107	197,104	201,435	270,484
	Coffee And Cocoa Liqueurs	141,414	45,472	55,048	71,379	136,335
	Cream/Dairy Liqueurs	656,288	206,417	217,648	289,787	716,578
	Fruit Liqueurs	190,922	115,115	162,368	171,665	183,133
	Nut Liqueurs	78,074	43,330	62,101	63,349	75,265
	Other Liqueurs	32,163	20,249	20,390	21,671	27,788
	Whiskey Liqueurs	77,240	44,954	41,534	52,734	70,955
	Summary	1,451,819	664,645	756,192	872,019	1,480,538
Other Spirits	Cachaca	926	1,040	1,309	1,571	759
	Flavoured Spirits	15,347	11,624	14,696	18,846	17,603
	Miscellaneous/Other Spirits	18,706	12,837	14,766	16,193	18,319

Spirits Sales (Litres)

Litres		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Other Spirits	Moonshine Spirits	6,891	4,115	4,576	4,585	5,630
	Ready to Mix Cocktails	28,033	26,153	35,233	36,622	25,995
	Ready to Serve Cocktails	14,609	11,758	26,088	33,660	26,903
	Schnapps and Akvavit	3,108	1,623	1,839	2,469	3,228
	Summary	87,621	69,149	98,508	113,946	98,437
Rum	Amber Rum	315,494	161,908	205,720	218,647	302,572
	Dark Rum	171,276	97,977	103,340	108,970	167,250
	Flavoured Rum	8,666	7,091	17,072	21,952	11,943
	Spiced Rum	449,953	206,040	271,172	290,272	459,962
	White Rum	400,858	259,563	337,404	346,552	381,489
	Summary	1,346,248	732,579	934,708	986,394	1,323,216
Tequila	Blanco/Silver Tequila	46,383	39,072	66,050	68,219	54,523
	Flavoured Tequila	4,131	3,282	5,122	5,402	4,809
	Gold Tequila	127,701	103,373	155,666	168,322	128,970
	Mezcal	1,078	1,075	2,266	1,606	1,801
	Summary	179,293	146,802	229,105	243,549	190,103
Vodka	Flavoured Vodka	131,446	99,510	127,856	134,531	132,536
	Straight Vodka	2,193,134	1,630,825	2,048,829	2,118,843	2,144,397
	Summary	2,324,579	1,730,336	2,176,685	2,253,374	2,276,933
Whisky	American Whiskey	95,343	66,060	75,638	78,898	96,264
	Blended Malt Scotch Whisky	1,495	854	909	814	2,141
	Blended Scotch Whisky	319,288	223,443	259,264	245,744	296,498
	Bourbon Whiskey	92,061	77,993	77,179	79,464	101,721
	Canadian Whisky	1,385,764	920,479	1,017,303	1,141,226	1,364,452
	Flavoured Whisky	2,031	2,001	766	1,419	2,595
	Irish Whiskey	104,243	81,271	60,802	72,602	119,161
	Other Country Whisky	8,639	5,188	5,700	6,998	12,019
	Single Malt Scotch Whisky	183,039	95,950	110,552	103,382	173,923

Spirits Sales (Litres)

Litres		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Whisky	Summary	2,191,902	1,473,239	1,608,113	1,730,547	2,168,774
Summary		8,165,324	5,279,398	6,396,209	6,825,498	8,142,217

Wine Sales (Net \$)

Wine

Net Sales \$		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Argentina Wine	Argentina Red Wine	\$12,355,705	\$8,653,634	\$9,078,860	\$8,409,681	\$12,511,803
	Argentina Rose Wine	\$59,708	\$54,391	\$90,985	\$97,431	\$55,933
	Argentina Sparkling Wine	\$18,505	\$10,778	\$9,647	\$10,723	\$28,090
	Argentina White Wine	\$781,374	\$596,675	\$770,065	\$780,821	\$745,143
	Summary	\$13,215,293	\$9,315,478	\$9,949,557	\$9,298,656	\$13,340,969
Australia Wine	Australia Red Wine	\$13,272,176	\$9,200,903	\$9,378,418	\$8,921,162	\$12,388,984
	Australia Rose Wine	\$90,997	\$80,783	\$155,450	\$174,593	\$126,047
	Australia Sparkling Wine	\$955,843	\$481,557	\$616,245	\$632,996	\$983,202
	Australia White Wine	\$5,877,505	\$4,572,286	\$5,002,325	\$5,439,826	\$5,389,591
	Summary	\$20,196,521	\$14,335,530	\$15,152,438	\$15,168,577	\$18,887,824
Austria Wine	Austria Red Wine	\$4,205	\$14,514	\$7,938	\$4,749	\$7,550
	Austria Rose Wine	\$0	\$0	\$0	\$1,218	\$0
	Austria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Austria White Wine	\$49,160	\$38,786	\$39,622	\$46,059	\$43,782
	Summary	\$53,364	\$53,300	\$47,560	\$52,026	\$51,332
Bulgaria Wine	Bulgaria Red Wine	\$36,558	\$15,822	\$22,463	\$16,016	\$30,275
	Bulgaria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$1,936	\$305	\$293	\$1,018	\$102
	Summary	\$38,494	\$16,127	\$22,756	\$17,033	\$30,377
Canada - BC	Canada - BC Dessert Wine	\$211,713	\$111,994	\$188,760	\$389,415	\$204,670
	Canada - BC Fruit Wine	\$1,268,705	\$510,229	\$1,059,410	\$1,711,980	\$861,327
	Canada - BC Ice Wine	\$1,847,958	\$762,252	\$1,877,457	\$2,740,196	\$1,665,400
	Canada - BC Red Wine	\$65,874,433	\$42,797,698	\$54,747,467	\$65,527,925	\$62,785,360
	Canada - BC Rose Wine	\$2,571,340	\$1,952,097	\$5,357,869	\$5,712,274	\$2,314,444
	Canada - BC Sparkling Wine	\$2,275,171	\$1,027,612	\$1,943,259	\$2,640,087	\$2,105,339
	Canada - BC White Wine	\$55,064,102	\$38,779,004	\$58,251,811	\$67,334,809	\$50,480,890

Wine Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Canada - BC	Summary	\$129,113,422	\$85,940,885	\$123,426,032	\$146,056,685	\$120,417,430
Canada - Other	Canada - Other Dessert Wine	\$1,966	\$4,774	\$4,562	\$3,284	\$5,569
	Canada - Other Fruit Wine	\$31,824	\$25,733	\$25,394	\$26,632	\$23,765
	Canada - Other Ice Wine	\$600,708	\$1,197,457	\$832,870	\$1,371,069	\$947,560
	Canada - Other Red Wine	\$96,850	\$100,074	\$108,094	\$234,007	\$213,271
	Canada - Other Rose Wine	\$143	\$143	\$1,001	\$1,751	\$455
	Canada - Other Sparkling Wine	\$539,729	\$337,923	\$367,192	\$333,447	\$609,490
	Canada - Other White Wine	\$55,293	\$37,322	\$60,771	\$167,391	\$131,720
	Summary	\$1,326,513	\$1,703,425	\$1,399,885	\$2,137,581	\$1,931,830
Chile Wine	Chile Fruit and Dessert Wine	\$13,641	\$5,054	\$6,926	\$5,832	\$11,948
	Chile Red Wine	\$8,105,910	\$7,094,548	\$6,559,625	\$6,808,149	\$8,684,798
	Chile Rose Wine	\$2,374	\$2,227	\$157,462	\$236,440	\$12,018
	Chile Sparkling Wine	\$68,926	\$52,098	\$50,177	\$48,976	\$60,330
	Chile White Wine	\$2,872,817	\$2,714,478	\$3,231,155	\$3,420,548	\$3,144,396
	Summary	\$11,063,668	\$9,868,405	\$10,005,344	\$10,519,944	\$11,913,490
China Wine	China Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	China Red Wine	\$4,238	\$5,308	\$3,117	\$2,514	\$2,112
	China White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$4,238	\$5,308	\$3,117	\$2,514	\$2,112
Fortified Wine	Other Fortified Domestic Wine	\$1,743,045	\$1,129,326	\$1,389,157	\$1,727,660	\$1,374,877
	Other Fortified Import Wine	\$673,591	\$437,602	\$451,255	\$425,757	\$673,083
	Port Wine	\$1,259,733	\$576,477	\$513,018	\$533,557	\$1,247,311
	Sherry Wine	\$460,793	\$223,736	\$211,959	\$185,202	\$355,902
	Vermouth Wine	\$600,592	\$474,616	\$533,128	\$461,165	\$596,327
	Summary	\$4,737,755	\$2,841,757	\$3,098,518	\$3,333,341	\$4,247,500
France Wine	France Champagne Wine	\$5,260,785	\$2,314,388	\$2,832,223	\$3,496,699	\$5,980,428
	France Fruit and Dessert Wine	\$19,440	\$20,356	\$17,696	\$20,253	\$80,681
	France Red Wine	\$12,578,098	\$7,799,988	\$8,563,405	\$9,462,543	\$12,074,271

Wine Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
France Wine	France Rose Wine	\$348,618	\$428,704	\$2,072,236	\$1,531,730	\$470,282
	France Sparkling Wine	\$1,085,658	\$441,092	\$611,176	\$625,148	\$1,063,632
	France White Wine	\$3,367,931	\$2,628,948	\$3,404,237	\$3,502,413	\$4,083,783
	Summary	\$22,660,530	\$13,633,477	\$17,500,974	\$18,638,786	\$23,753,077
Georgia Wine	Georgia Red Wine	\$55,302	\$39,992	\$19,514	\$49,479	\$73,222
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$55,302	\$39,992	\$19,514	\$49,479	\$73,222
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$23,934
	Germany Red Wine	\$41,532	\$115,625	\$42,749	\$52,434	\$53,528
	Germany Rose Wine	\$13,489	\$5,910	\$5,269	\$6,851	\$3,938
	Germany Sparkling Wine	\$1,327,787	\$434,658	\$665,958	\$551,220	\$1,355,307
	Germany White Wine	\$1,709,408	\$1,374,186	\$1,260,174	\$1,276,892	\$1,542,786
	Summary	\$3,092,215	\$1,930,380	\$1,974,151	\$1,887,397	\$2,979,493
Greece Wine	Greece Red Wine	\$121,891	\$100,538	\$123,077	\$101,236	\$123,888
	Greece Rose Wine	\$0	\$0	\$0	\$0	\$0
	Greece White Wine	\$108,814	\$81,862	\$123,766	\$114,063	\$97,052
	Summary	\$230,705	\$182,399	\$246,843	\$215,299	\$220,940
Hungary Wine	Hungary Fruit and Dessert Wine	\$23,081	\$15,160	\$13,201	\$14,326	\$37,439
	Hungary Red Wine	\$49,381	\$42,457	\$30,538	\$28,452	\$40,754
	Hungary Sparkling Wine	\$63,070	\$32,089	\$65,079	\$51,502	\$97,932
	Hungary White Wine	\$175,713	\$138,283	\$148,235	\$143,782	\$135,977
	Summary	\$311,245	\$227,989	\$257,054	\$238,062	\$312,102
Israel Wine	Israel Red Wine	\$36,316	\$30,978	\$26,229	\$34,165	\$35,937
	Israel Rose Wine	\$1,296	\$968	\$0	\$4,787	\$1,661
	Israel White Wine	\$11,600	\$13,945	\$23,062	\$14,432	\$16,170
	Summary	\$49,211	\$45,892	\$49,290	\$53,384	\$53,768
Italy Wine	Italy Fruit and Dessert Wine	\$1,500	\$14,270	\$3,523	\$1,720	\$6,987
	Italy Red Wine	\$14,456,625	\$10,347,955	\$10,064,570	\$9,875,947	\$14,441,022

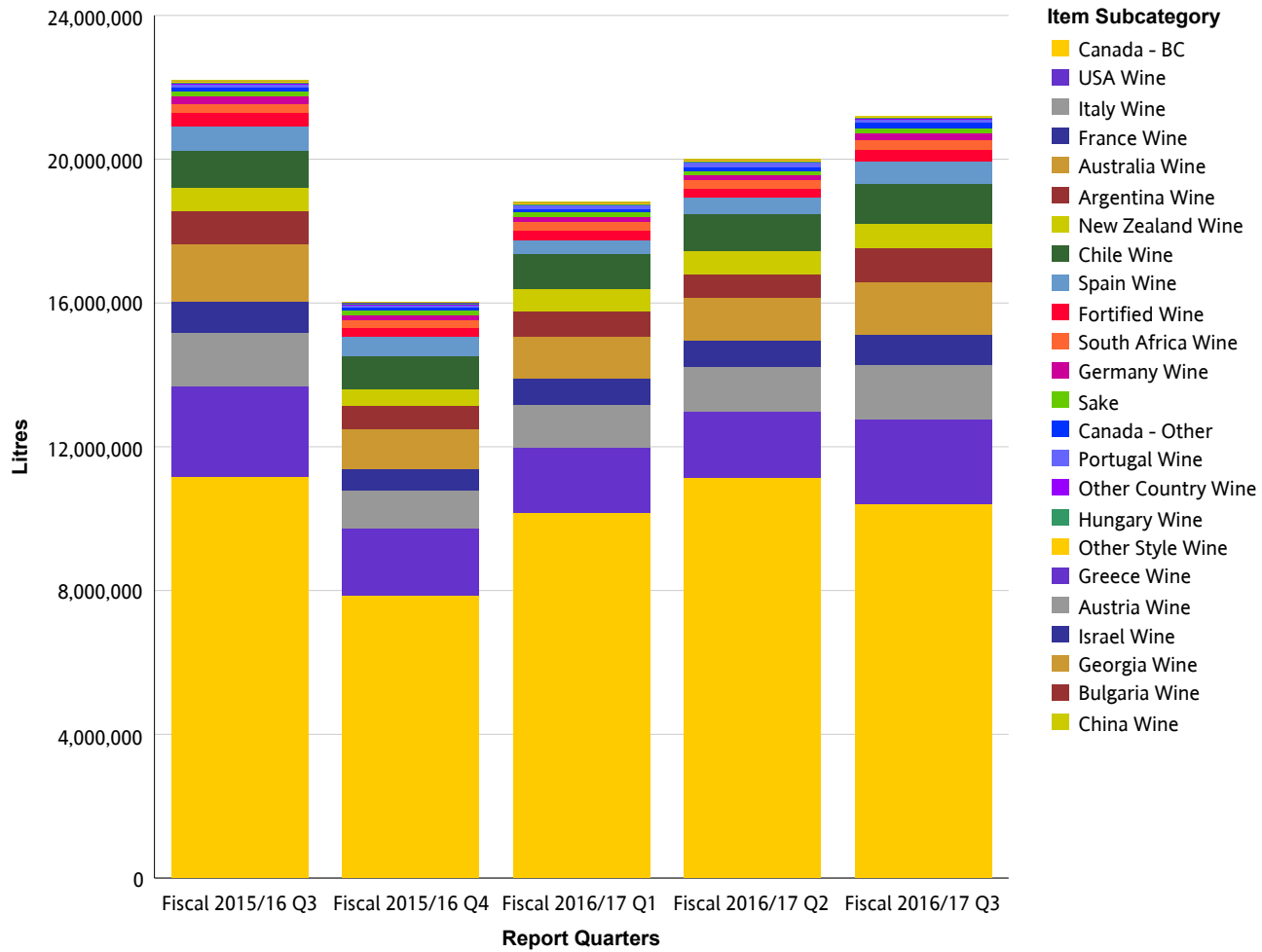
Wine Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Italy Wine	Italy Rose Wine	\$169,146	\$190,372	\$192,267	\$329,332	\$211,995
	Italy Sparkling Wine	\$1,793,641	\$1,050,108	\$1,406,514	\$1,528,051	\$2,223,467
	Italy White Wine	\$4,802,971	\$3,745,141	\$5,008,507	\$5,364,339	\$4,744,606
	Prosecco Wine	\$3,880,085	\$2,098,042	\$2,818,874	\$2,976,401	\$4,660,085
	Summary	\$25,103,968	\$17,445,888	\$19,494,255	\$20,075,790	\$26,288,161
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$677	\$0	\$0	\$0
	New Zealand Red Wine	\$932,473	\$580,785	\$662,592	\$740,502	\$951,546
	New Zealand Rose Wine	\$0	\$24,763	\$131,285	\$58,768	\$8,480
	New Zealand Sparkling Wine	\$141,447	\$88,726	\$98,998	\$105,620	\$146,605
	New Zealand White Wine	\$10,394,131	\$7,335,228	\$9,942,677	\$10,645,045	\$11,028,491
	Summary	\$11,468,051	\$8,030,178	\$10,835,552	\$11,549,935	\$12,135,122
Other Country Wine	Other Country Fruit and Dessert Wine	\$215,477	\$191,960	\$187,099	\$182,198	\$208,573
	Other Country Red Wine	\$73,309	\$56,326	\$70,246	\$74,826	\$100,103
	Other Country Rose Wine	\$911	\$1,661	\$6,660	\$2,888	\$1,722
	Other Country Sparkling Wine	\$13,773	\$15,763	\$3,378	\$6,414	\$5,443
	Other Country White Wine	\$37,694	\$30,649	\$30,998	\$30,768	\$27,240
	Summary	\$341,164	\$296,359	\$298,381	\$297,094	\$343,081
Other Style Wine	Aperitif And Flavoured Wine	\$246,964	\$129,856	\$175,786	\$206,377	\$212,550
	Mead	\$13,077	\$6,618	\$9,705	\$8,200	\$13,686
	Rice Wine	\$70,614	\$55,875	\$59,687	\$45,773	\$61,148
	Summary	\$330,655	\$192,350	\$245,178	\$260,350	\$287,384
Portugal Wine	Portugal Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$2,391
	Portugal Red Wine	\$585,442	\$592,465	\$499,127	\$501,507	\$691,436
	Portugal Rose Wine	\$169,852	\$132,737	\$207,898	\$193,472	\$174,155
	Portugal Sparkling Wine	\$0	\$0	\$0	\$880	\$4,194
	Portugal White Wine	\$296,432	\$241,885	\$534,439	\$588,401	\$311,020
	Summary	\$1,051,726	\$967,086	\$1,241,464	\$1,284,260	\$1,183,196
Sake	Japan Sake	\$941,815	\$883,618	\$954,081	\$1,005,367	\$1,061,818

Wine Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Sake	Other Country Sake	\$77,276	\$62,611	\$72,885	\$81,312	\$72,234
	USA Sake	\$780,536	\$745,562	\$656,747	\$667,615	\$800,892
	Summary	\$1,799,628	\$1,691,790	\$1,683,714	\$1,754,293	\$1,934,945
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	South Africa Red Wine	\$1,842,460	\$1,419,900	\$1,467,646	\$1,473,194	\$1,774,436
	South Africa Rose Wine	\$738	\$479	\$30,560	\$555	\$306
	South Africa Sparkling Wine	\$103,096	\$81,150	\$46,628	\$81,545	\$69,353
	South Africa White Wine	\$929,462	\$832,089	\$1,292,286	\$1,146,564	\$1,013,263
	Summary	\$2,875,756	\$2,333,618	\$2,837,120	\$2,701,858	\$2,857,358
Spain Wine	Spain Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Spain Red Wine	\$6,336,595	\$4,942,103	\$4,277,468	\$4,629,870	\$5,822,584
	Spain Rose Wine	\$29,268	\$24,450	\$164,921	\$162,449	\$63,665
	Spain Sparkling Wine	\$1,932,988	\$852,465	\$1,038,362	\$1,068,515	\$2,118,353
	Spain White Wine	\$446,741	\$533,768	\$332,865	\$403,755	\$374,055
	Summary	\$8,745,592	\$6,352,786	\$5,813,616	\$6,264,589	\$8,378,658
USA Wine	USA Fruit and Dessert Wine	\$2,892	\$963	\$7,070	\$7,113	\$4,428
	USA Red Wine	\$31,040,028	\$20,224,440	\$20,053,895	\$20,687,636	\$30,136,990
	USA Rose Wine	\$1,040,064	\$908,257	\$1,093,363	\$1,061,270	\$1,016,740
	USA Sparkling Wine	\$593,267	\$311,887	\$379,256	\$405,237	\$632,730
	USA White Wine	\$7,902,973	\$6,276,541	\$7,227,891	\$7,594,518	\$7,511,691
	Summary	\$40,579,225	\$27,722,088	\$28,761,474	\$29,755,774	\$39,302,579
Summary		\$298,444,242	\$205,172,488	\$254,363,786	\$281,612,707	\$290,925,951

Wine Sales (Litres)



Wine Sales (Litres)

Wine

Litres		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Argentina Wine	Argentina Red Wine	866,974	607,600	638,186	571,429	878,303
	Argentina Rose Wine	4,822	4,437	6,991	7,524	4,258
	Argentina Sparkling Wine	886	523	453	526	1,488
	Argentina White Wine	68,534	50,716	64,051	64,659	63,338
	Summary	941,216	663,275	709,680	644,138	947,387
Australia Wine	Australia Red Wine	936,724	634,706	657,118	624,476	852,962
	Australia Rose Wine	7,596	6,634	11,918	14,681	10,440
	Australia Sparkling Wine	74,778	37,226	48,315	50,208	78,756
	Australia White Wine	566,877	430,317	460,918	508,604	511,549
	Summary	1,585,976	1,108,883	1,178,269	1,197,969	1,453,706
Austria Wine	Austria Red Wine	176	297	315	180	252
	Austria Rose Wine	0	0	0	54	0
	Austria Sparkling Wine	0	0	0	0	0
	Austria White Wine	2,380	1,813	1,830	2,031	1,856
	Summary	2,557	2,110	2,145	2,265	2,108
Bulgaria Wine	Bulgaria Red Wine	3,214	1,274	2,074	1,458	2,892
	Bulgaria Sparkling Wine	0	0	0	0	0
	Bulgaria White Wine	171	27	27	90	9
	Summary	3,385	1,301	2,102	1,548	2,901
Canada - BC	Canada - BC Dessert Wine	5,105	2,574	4,095	7,955	4,220
	Canada - BC Fruit Wine	56,629	23,060	47,957	79,440	38,995
	Canada - BC Ice Wine	17,543	7,694	15,586	22,152	14,623
	Canada - BC Red Wine	5,516,018	3,770,999	4,345,948	4,749,269	5,196,661
	Canada - BC Rose Wine	225,706	180,986	360,996	391,690	204,185
	Canada - BC Sparkling Wine	97,337	43,382	82,626	112,122	84,107
	Canada - BC White Wine	5,260,889	3,846,048	5,297,083	5,780,095	4,881,539

Wine Sales (Litres)

Litres		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Canada - BC	Summary	11,179,226	7,874,742	10,154,290	11,142,723	10,424,330
Canada - Other	Canada - Other Dessert Wine	63	153	144	104	176
	Canada - Other Fruit Wine	594	473	472	482	652
	Canada - Other Ice Wine	7,815	15,699	11,020	18,469	11,958
	Canada - Other Red Wine	3,970	3,950	5,681	20,505	17,390
	Canada - Other Rose Wine	9	9	63	108	27
	Canada - Other Sparkling Wine	88,185	54,061	57,309	53,278	101,186
	Canada - Other White Wine	2,361	2,208	4,833	18,884	13,539
	Summary	102,997	76,552	79,523	111,829	144,928
Chile Wine	Chile Fruit and Dessert Wine	447	156	224	182	395
	Chile Red Wine	735,905	655,886	624,839	635,534	800,621
	Chile Rose Wine	189	159	11,748	24,988	986
	Chile Sparkling Wine	4,249	3,167	3,031	3,122	3,524
	Chile White Wine	293,585	279,839	333,050	360,896	319,194
	Summary	1,034,375	939,206	972,892	1,024,722	1,124,719
China Wine	China Fruit and Dessert Wine	0	0	0	0	0
	China Red Wine	190	247	140	112	94
	China White Wine	0	0	0	0	0
	Summary	190	247	140	112	94
Fortified Wine	Other Fortified Domestic Wine	193,862	152,316	157,055	154,992	160,792
	Other Fortified Import Wine	48,000	31,667	32,214	29,898	46,123
	Port Wine	39,734	17,815	16,301	16,345	39,021
	Sherry Wine	26,742	13,148	11,986	10,544	19,693
	Vermouth Wine	65,721	48,424	55,490	46,660	61,362
	Summary	374,060	263,370	273,046	258,439	326,991
France Wine	France Champagne Wine	63,826	26,253	32,507	38,655	67,984
	France Fruit and Dessert Wine	310	339	294	278	950
	France Red Wine	546,935	372,813	363,555	374,622	501,618

Wine Sales (Litres)

Litres		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
France Wine	France Rose Wine	22,882	29,130	119,572	91,288	29,514
	France Sparkling Wine	64,891	25,307	35,043	35,407	63,914
	France White Wine	175,986	138,435	167,019	172,666	175,381
	Summary	874,831	592,278	717,989	712,916	839,361
Georgia Wine	Georgia Red Wine	2,965	2,145	1,054	2,742	4,051
	Georgia White Wine	0	0	0	0	0
	Summary	2,965	2,145	1,054	2,742	4,051
Germany Wine	Germany Fruit and Dessert Wine	0	0	0	0	4,126
	Germany Red Wine	3,159	6,060	2,608	3,724	3,466
	Germany Rose Wine	1,166	486	421	508	310
	Germany Sparkling Wine	88,138	26,818	42,655	33,785	89,828
	Germany White Wine	124,602	101,080	92,128	93,489	111,014
	Summary	217,065	134,443	137,811	131,507	208,744
Greece Wine	Greece Red Wine	10,667	8,737	10,220	8,598	10,210
	Greece Rose Wine	0	0	0	0	0
	Greece White Wine	10,013	7,524	11,233	10,198	8,406
	Summary	20,680	16,261	21,453	18,796	18,616
Hungary Wine	Hungary Fruit and Dessert Wine	400	279	250	272	723
	Hungary Red Wine	3,827	3,502	2,350	2,247	3,352
	Hungary Sparkling Wine	4,937	2,486	5,378	4,300	8,119
	Hungary White Wine	17,553	13,580	13,886	14,437	12,770
	Summary	26,718	19,846	21,864	21,256	24,964
Israel Wine	Israel Red Wine	1,959	1,622	1,398	1,822	1,915
	Israel Rose Wine	74	56	0	274	95
	Israel White Wine	641	754	1,252	785	880
	Summary	2,674	2,432	2,650	2,882	2,890
Italy Wine	Italy Fruit and Dessert Wine	11	133	29	22	84
	Italy Red Wine	778,991	587,550	578,816	576,128	778,073

Wine Sales (Litres)

Litres		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Italy Wine	Italy Rose Wine	9,784	11,138	10,757	18,648	12,186
	Italy Sparkling Wine	109,308	60,022	83,111	88,026	131,848
	Italy White Wine	375,280	286,821	384,396	414,188	356,772
	Prosecco Wine	214,545	116,681	154,623	160,220	250,972
	Summary	1,487,919	1,062,344	1,211,732	1,257,232	1,529,935
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	11	0	0	0
	New Zealand Red Wine	43,448	26,852	29,936	34,709	45,506
	New Zealand Rose Wine	0	1,306	7,106	3,216	462
	New Zealand Sparkling Wine	6,047	3,743	4,051	4,370	6,483
	New Zealand White Wine	595,563	411,219	559,000	607,456	625,460
	Summary	645,058	443,132	600,092	649,751	677,911
Other Country Wine	Other Country Fruit and Dessert Wine	14,884	12,667	12,692	12,958	14,473
	Other Country Red Wine	4,099	2,675	3,657	4,082	5,584
	Other Country Rose Wine	36	68	270	122	81
	Other Country Sparkling Wine	868	1,148	110	191	250
	Other Country White Wine	2,169	1,510	1,870	1,904	1,706
	Summary	22,056	18,068	18,600	19,258	22,095
Other Style Wine	Aperitif And Flavoured Wine	17,273	9,295	13,053	17,311	15,171
	Mead	514	426	464	341	471
	Rice Wine	4,928	3,964	3,687	3,717	4,014
	Summary	22,715	13,685	17,204	21,368	19,656
Portugal Wine	Portugal Fruit and Dessert Wine	0	0	0	0	27
	Portugal Red Wine	42,273	44,612	37,772	37,244	50,029
	Portugal Rose Wine	16,675	13,131	21,568	19,496	17,673
	Portugal Sparkling Wine	0	0	0	45	171
	Portugal White Wine	25,017	20,949	45,598	57,142	28,500
	Summary	83,965	78,692	104,938	113,926	96,400
Sake	Japan Sake	36,319	32,888	33,239	34,755	35,173

Wine Sales (Litres)

Litres		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Sake	Other Country Sake	3,338	2,558	3,046	3,229	3,138
	USA Sake	91,343	88,921	77,599	78,890	92,174
	Summary	131,000	124,366	113,884	116,873	130,484
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	0	0
	South Africa Red Wine	154,747	118,398	115,736	125,054	157,690
	South Africa Rose Wine	54	36	2,386	36	18
	South Africa Sparkling Wine	8,087	6,259	3,256	6,557	5,727
	South Africa White Wine	87,874	79,286	124,402	111,524	96,928
	Summary	250,762	203,979	245,780	243,172	260,364
Spain Wine	Spain Fruit and Dessert Wine	0	0	0	0	0
	Spain Red Wine	492,432	405,508	300,601	344,427	435,399
	Spain Rose Wine	2,160	1,708	13,292	12,464	4,958
	Spain Sparkling Wine	129,253	53,450	63,701	65,324	136,854
	Spain White Wine	50,061	66,300	22,516	32,653	34,487
	Summary	673,907	526,967	400,110	454,868	611,698
USA Wine	USA Fruit and Dessert Wine	202	68	754	451	225
	USA Red Wine	1,708,782	1,202,721	1,102,858	1,133,269	1,613,993
	USA Rose Wine	137,351	122,956	138,332	130,124	125,333
	USA Sparkling Wine	42,099	22,684	24,625	26,371	41,212
	USA White Wine	610,002	497,869	544,250	550,162	549,740
	Summary	2,498,437	1,846,298	1,810,818	1,840,379	2,330,503
Summary		22,184,733	16,014,622	18,798,068	19,990,672	21,204,835

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.