

Hospitality Liquor Market Review

Fiscal 2018/19 Q2

September 2018



**LIQUOR
DISTRIBUTION
BRANCH**

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Introduction

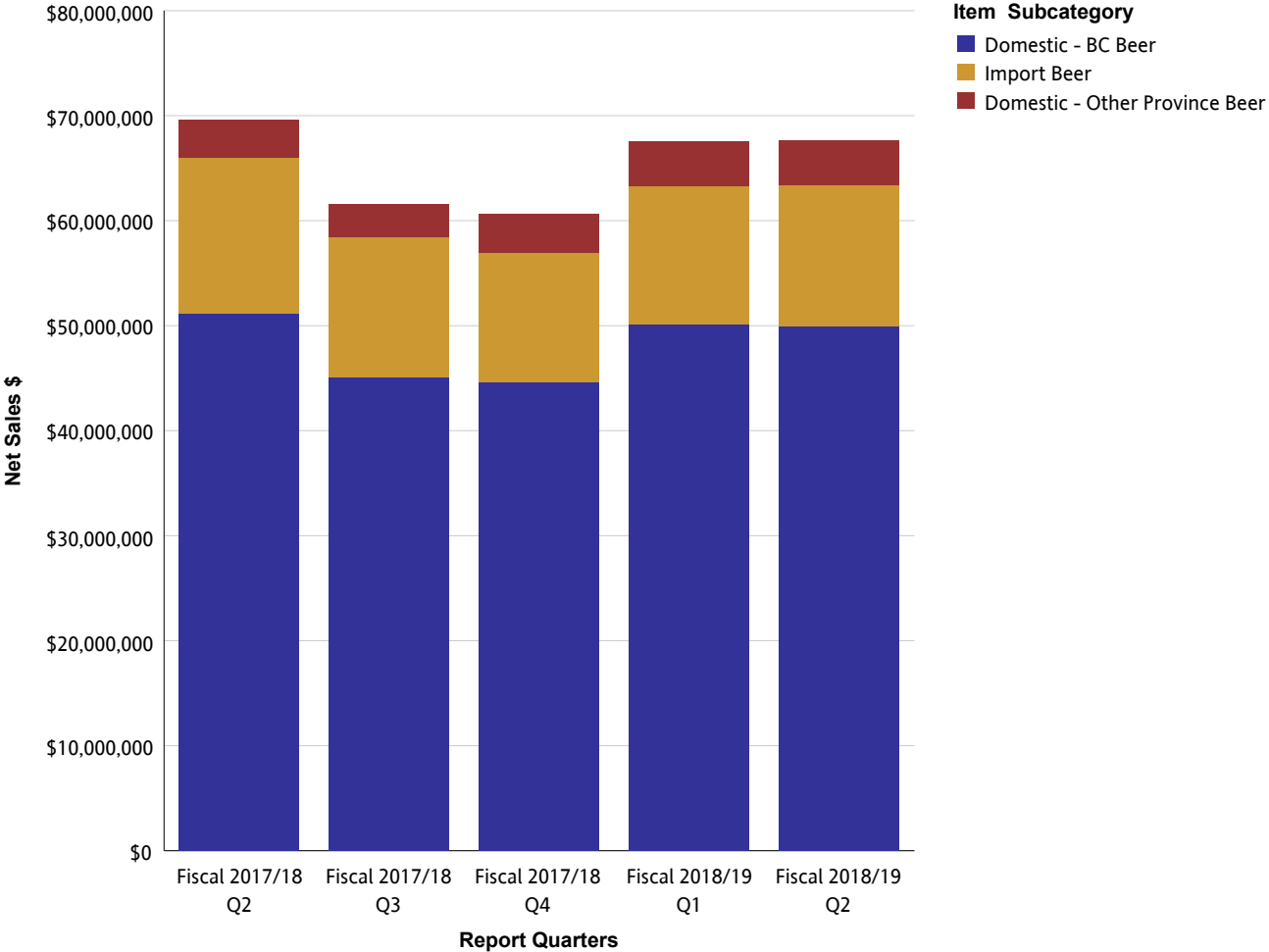
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer and excludes any applicable taxes. For each reporting period, the Hospitality 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 Hospitality Liquor Market Review four times per year for reporting periods ending in March, June, September and December.

While every effort has been made to ensure accuracy and completeness of figures, this is not guaranteed. It is the express condition of the use of this publication that the Liquor Distribution Branch shall incur no liability.

Beer Sales (Net \$)

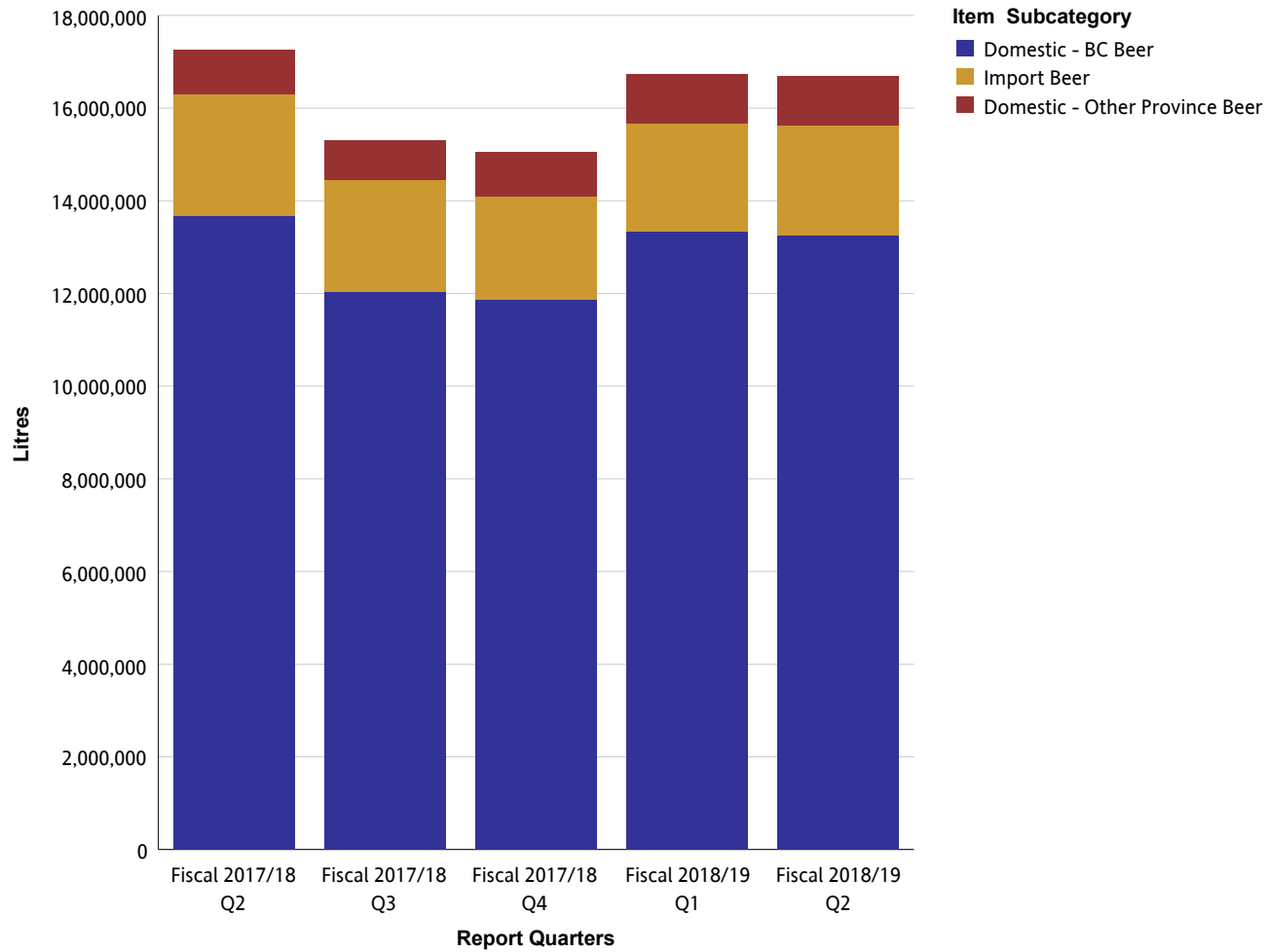


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2
Domestic - BC Beer	Domestic - BC Commercial Beer	\$29,639,306	\$27,207,707	\$25,590,994	\$27,752,387	\$26,545,506
	Domestic - BC Micro Brew Beer	\$11,642,742	\$9,846,428	\$10,977,660	\$12,645,039	\$13,485,728
	Domestic - BC Regional Beer	\$9,915,232	\$8,027,552	\$8,031,543	\$9,784,313	\$9,881,492
	Summary	\$51,197,280	\$45,081,687	\$44,600,198	\$50,181,740	\$49,912,726
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$2,581,805	\$2,260,282	\$2,727,732	\$3,310,251	\$3,311,452
	Domestic - Other Province Micro Brew Beer	\$57,107	\$55,418	\$68,930	\$75,749	\$99,360
	Domestic - Other Province Regional Beer	\$922,535	\$849,725	\$863,867	\$887,334	\$842,045
	Summary	\$3,561,447	\$3,165,426	\$3,660,528	\$4,273,334	\$4,252,857
Import Beer	Asia And South Pacific Beer	\$1,372,762	\$1,198,109	\$1,203,928	\$1,157,687	\$1,309,466
	Europe Beer	\$7,589,245	\$7,602,100	\$7,382,988	\$7,480,493	\$7,439,579
	Mexico And Caribbean Beer	\$3,582,764	\$2,481,989	\$2,299,444	\$3,257,905	\$3,578,690
	Other Country Beer	\$29,067	\$29,115	\$26,298	\$32,315	\$36,822
	USA Beer	\$2,231,990	\$1,988,849	\$1,431,003	\$1,162,566	\$1,110,751
	Summary	\$14,805,830	\$13,300,161	\$12,343,662	\$13,090,965	\$13,475,307
Summary		\$69,564,556	\$61,547,273	\$60,604,387	\$67,546,040	\$67,640,890

Beer Sales (Litres)

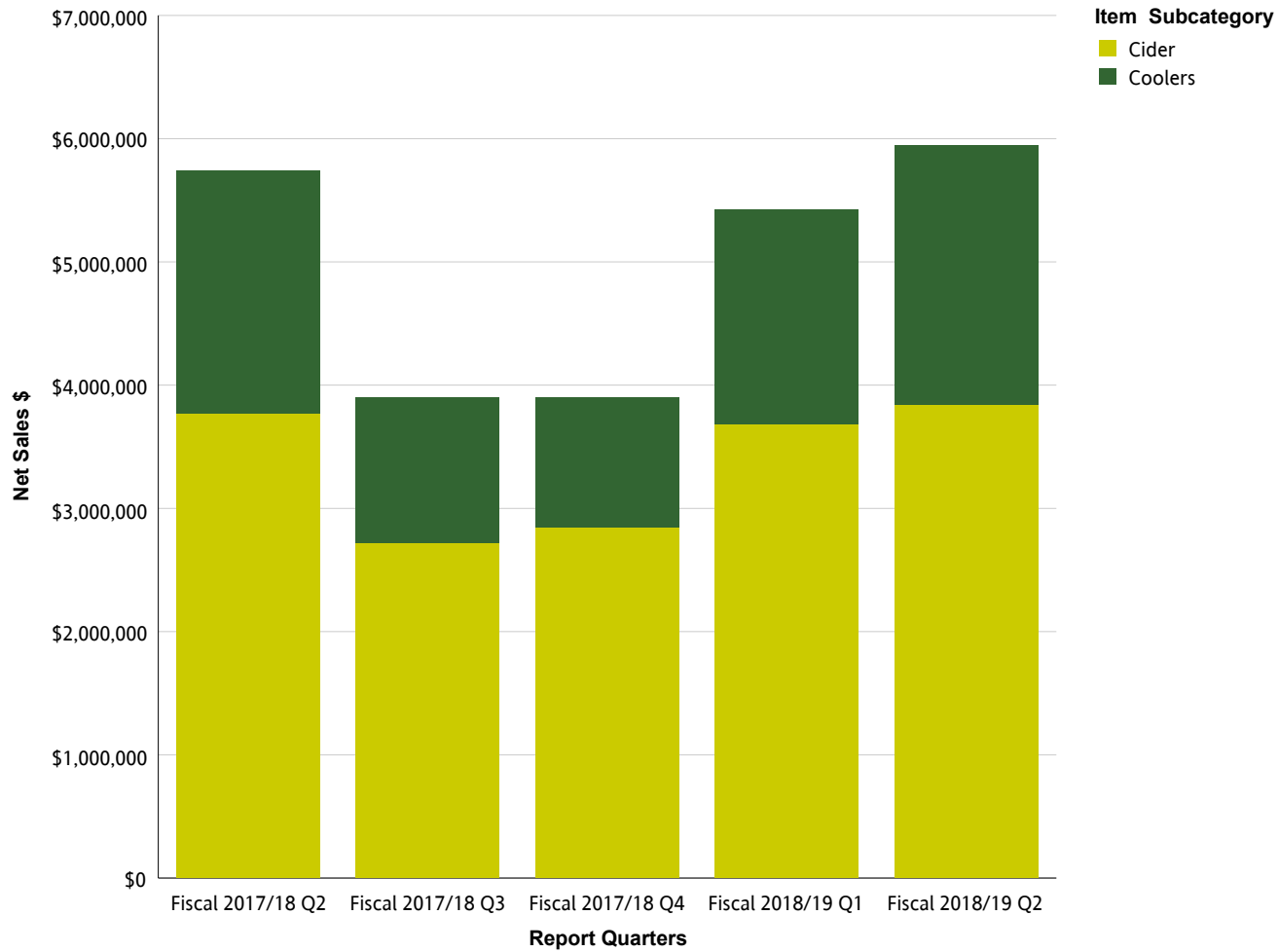


Beer Sales (Litres)

Beer

Litres		Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2
Domestic - BC Beer	Domestic - BC Commercial Beer	7,731,571	7,135,211	6,674,288	7,208,429	6,877,468
	Domestic - BC Micro Brew Beer	3,076,528	2,583,920	2,865,972	3,300,216	3,538,555
	Domestic - BC Regional Beer	2,853,044	2,327,096	2,330,406	2,831,174	2,843,367
	Summary	13,661,143	12,046,226	11,870,666	13,339,819	13,259,391
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	665,984	588,010	676,938	785,620	783,411
	Domestic - Other Province Micro Brew Beer	7,220	6,838	9,275	10,884	13,190
	Domestic - Other Province Regional Beer	275,381	263,296	266,194	269,697	256,762
	Summary	948,585	858,144	952,407	1,066,201	1,053,362
Import Beer	Asia And South Pacific Beer	231,974	200,611	197,565	193,018	219,264
	Europe Beer	1,394,207	1,405,060	1,372,568	1,372,894	1,357,347
	Mexico And Caribbean Beer	584,460	402,143	371,601	531,180	580,157
	Other Country Beer	5,470	5,079	4,727	5,775	6,675
	USA Beer	427,222	381,563	278,188	232,994	219,573
	Summary	2,643,333	2,394,456	2,224,648	2,335,861	2,383,016
Summary		17,253,062	15,298,827	15,047,721	16,741,881	16,695,769

Refreshment Beverages Sales (Net \$)

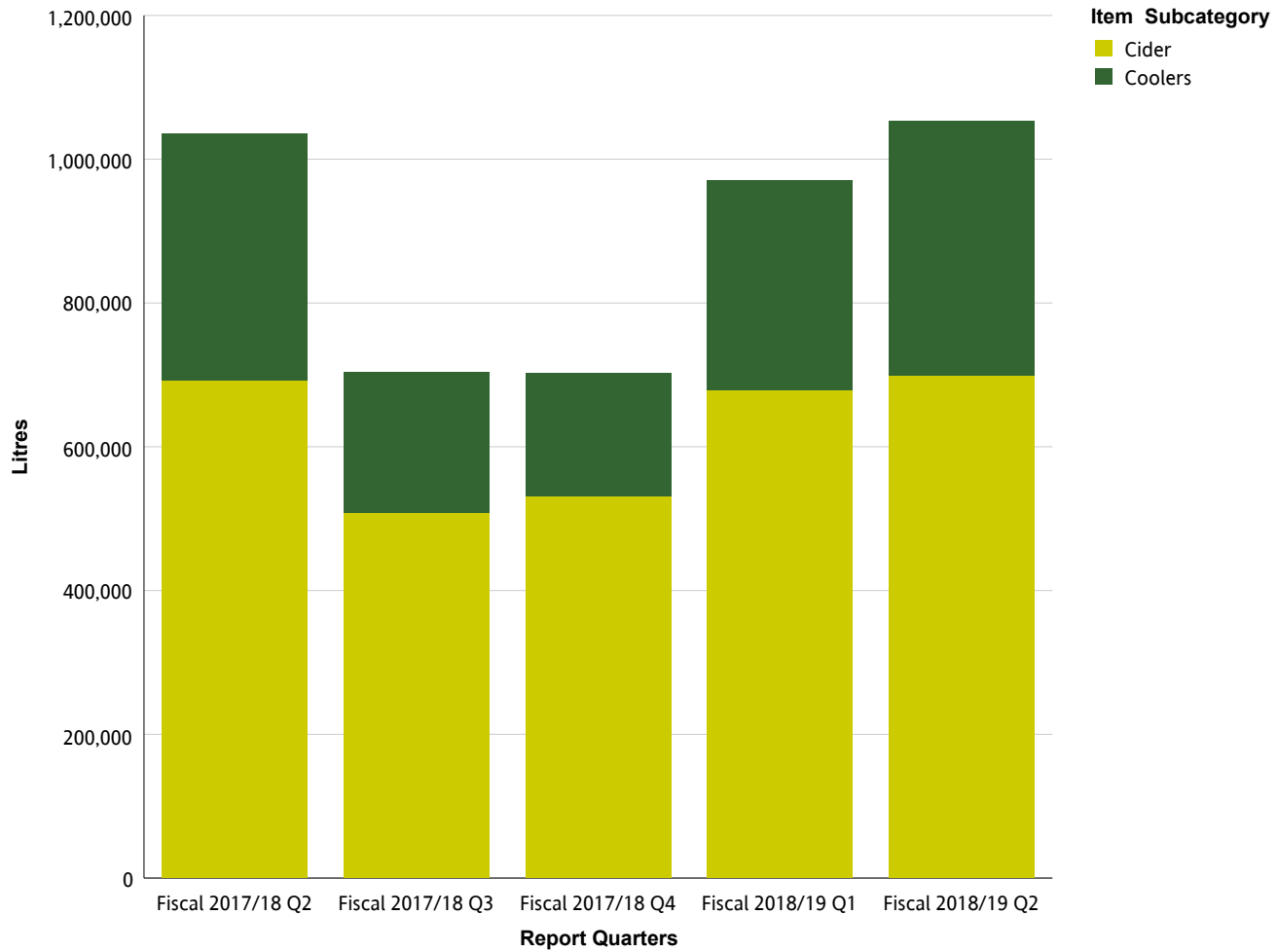


Refreshment Beverages Sales (Net \$)

Refreshment Beverages

Net Sales \$		Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2
Cider	Domestic Cider	\$2,288,070	\$1,545,649	\$1,624,355	\$2,211,191	\$2,423,159
	Import Cider	\$1,479,376	\$1,176,303	\$1,220,456	\$1,477,023	\$1,418,056
	Summary	\$3,767,446	\$2,721,953	\$2,844,812	\$3,688,213	\$3,841,216
Coolers	Malt-Based Coolers	\$209,619	\$96,115	\$86,414	\$83,065	\$61,935
	Spirit Coolers	\$1,686,770	\$1,028,692	\$926,757	\$1,588,476	\$1,976,465
	Wine/Fruit Coolers	\$74,528	\$52,792	\$41,056	\$68,473	\$68,389
	Summary	\$1,970,917	\$1,177,599	\$1,054,227	\$1,740,015	\$2,106,789
Summary		\$5,738,362	\$3,899,552	\$3,899,039	\$5,428,228	\$5,948,005

Refreshment Beverages Sales (Litres)

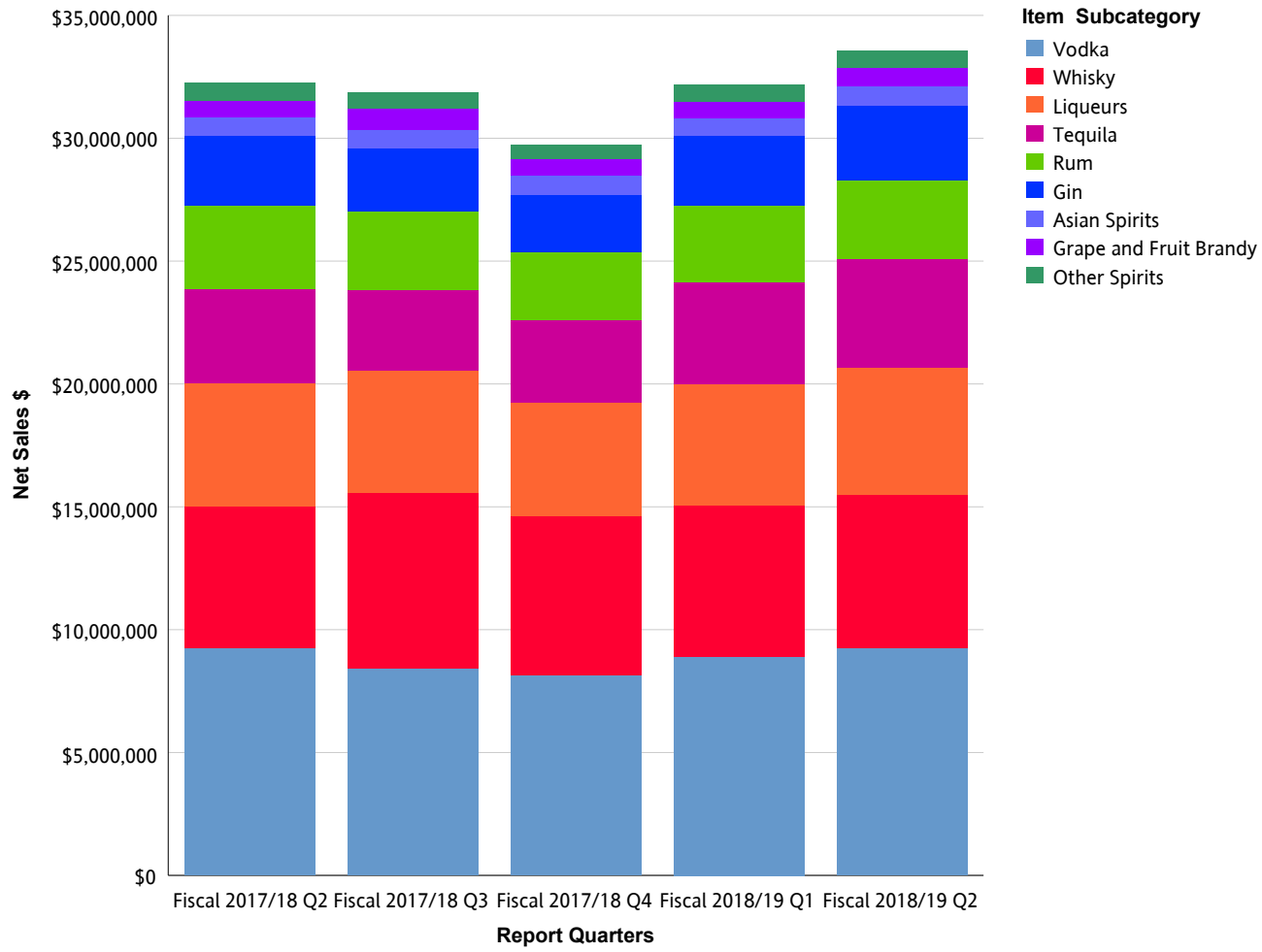


Refreshment Beverages Sales (Litres)

Refreshment Beverages

Litres		Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2
Cider	Domestic Cider	424,002	291,170	306,550	408,998	439,642
	Import Cider	269,219	217,459	224,420	270,223	259,092
	Summary	693,221	508,629	530,970	679,221	698,733
Coolers	Malt-Based Coolers	37,905	17,014	14,849	14,138	10,384
	Spirit Coolers	293,748	171,539	150,502	269,337	334,186
	Wine/Fruit Coolers	10,985	7,324	5,492	8,870	9,227
	Summary	342,637	195,877	170,843	292,345	353,797
Summary		1,035,858	704,506	701,813	971,567	1,052,530

Spirits Sales (Net \$)



Spirits Sales (Net \$)

Spirits

Net Sales \$		Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2
Asian Spirits	China Spirits	\$106,849	\$91,008	\$113,219	\$46,337	\$105,422
	Korea Spirits	\$582,909	\$649,781	\$602,641	\$638,127	\$639,323
	Other Country Asian Spirits	\$49,272	\$41,213	\$44,895	\$50,151	\$46,605
	Summary	\$739,030	\$782,003	\$760,755	\$734,615	\$791,351
Gin	Dry Gin	\$2,684,701	\$2,440,298	\$2,226,890	\$2,667,030	\$2,796,871
	Flavoured Gin	\$93,345	\$45,169	\$43,104	\$67,506	\$76,962
	Other Gin	\$69,235	\$75,851	\$72,442	\$104,231	\$149,083
	Summary	\$2,847,282	\$2,561,318	\$2,342,436	\$2,838,767	\$3,022,916
Grape and Fruit Brandy	Armagnac	\$8,109	\$14,383	\$3,281	\$3,582	\$7,424
	Brandy	\$171,448	\$154,577	\$136,102	\$153,270	\$165,554
	Cognac	\$367,017	\$575,152	\$414,797	\$383,658	\$472,304
	Eau de Vie	\$28,000	\$39,702	\$35,773	\$30,981	\$36,778
	Grappa And Marc	\$20,826	\$34,218	\$30,914	\$25,995	\$18,278
	Pisco	\$72,841	\$50,972	\$55,343	\$58,654	\$64,095
	Summary	\$668,241	\$869,004	\$676,210	\$656,140	\$764,433
Liqueurs	Anise And Herbal/Spice Liqueurs	\$1,715,316	\$1,826,260	\$1,750,373	\$1,737,518	\$1,820,801
	Coffee And Cocoa Liqueurs	\$328,323	\$374,782	\$331,888	\$328,941	\$341,655
	Cream/Dairy Liqueurs	\$499,974	\$588,716	\$502,316	\$495,653	\$574,019
	Fruit Liqueurs	\$1,705,458	\$1,425,322	\$1,356,601	\$1,674,703	\$1,740,477
	Nut Liqueurs	\$286,816	\$278,853	\$260,256	\$272,649	\$292,249
	Other Liqueurs	\$273,478	\$262,433	\$232,156	\$242,002	\$258,328
	Whiskey Liqueurs	\$170,709	\$194,011	\$182,494	\$175,994	\$159,585
	Summary	\$4,980,074	\$4,950,378	\$4,616,083	\$4,927,461	\$5,187,114
Other Spirits	Cachaca	\$20,325	\$14,137	\$13,911	\$24,360	\$28,878
	Flavoured Spirits	\$165,639	\$162,093	\$127,384	\$170,458	\$151,292
	Miscellaneous/Other Spirits	\$102,248	\$83,664	\$66,329	\$75,821	\$91,017

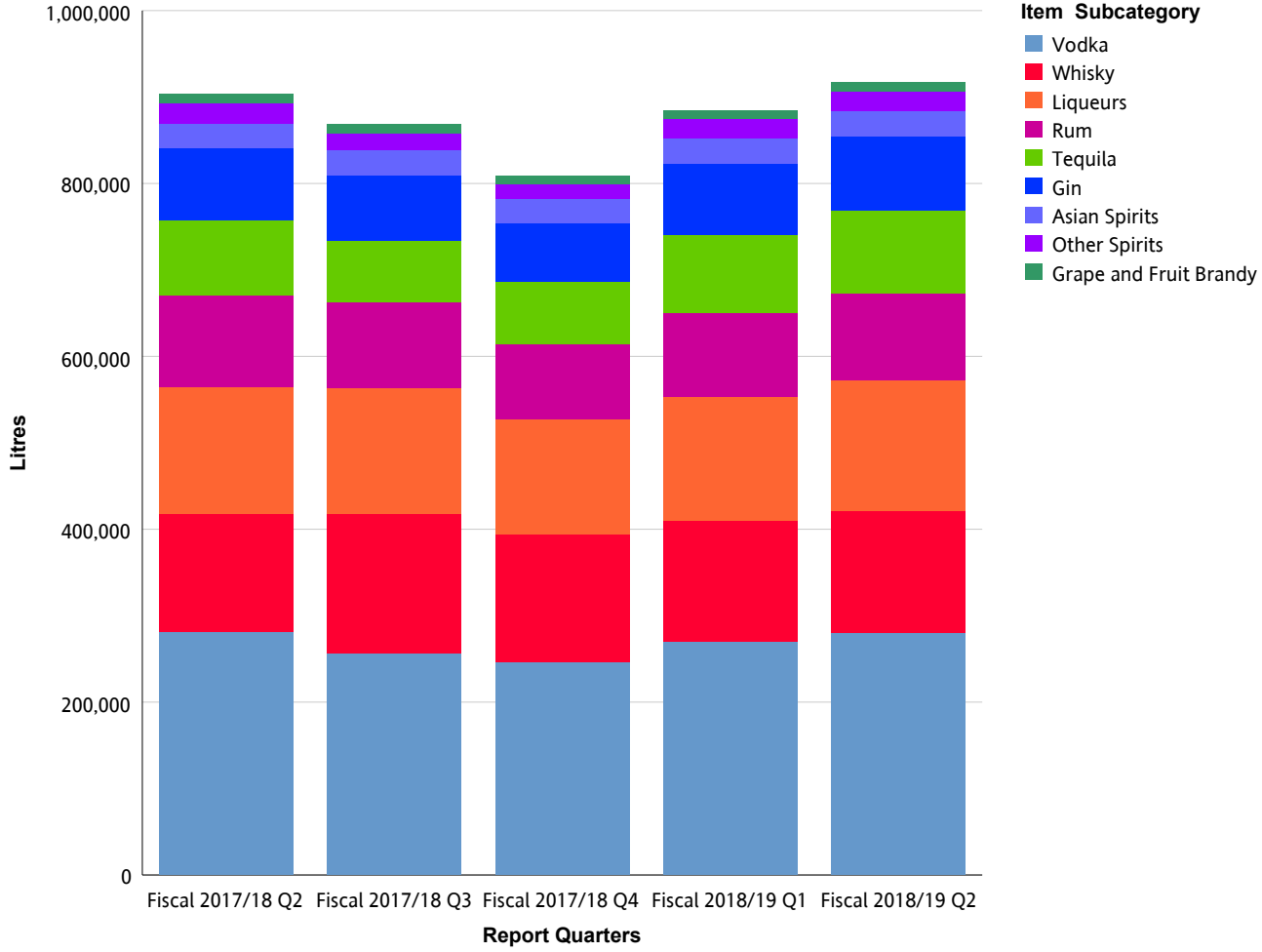
Spirits Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2
Other Spirits	Moonshine Spirits	\$3,034	\$4,137	\$2,036	\$2,113	\$4,682
	Ready to Mix Cocktails	\$445,597	\$360,006	\$336,638	\$423,507	\$416,977
	Ready to Serve Cocktails	\$2,931	\$3,988	\$3,783	\$3,835	\$4,740
	Schnapps and Akvavit	\$10,640	\$7,368	\$7,404	\$10,672	\$9,007
	Summary	\$750,415	\$635,394	\$557,485	\$710,767	\$706,593
Rum	Amber Rum	\$378,875	\$328,936	\$290,393	\$316,193	\$340,012
	Dark Rum	\$442,922	\$493,465	\$428,321	\$426,150	\$427,551
	Flavoured Rum	\$27,500	\$16,122	\$21,224	\$19,904	\$28,619
	Spiced Rum	\$881,803	\$1,031,838	\$891,313	\$850,461	\$875,016
	White Rum	\$1,643,514	\$1,309,238	\$1,156,673	\$1,480,938	\$1,537,063
	Summary	\$3,374,614	\$3,179,599	\$2,787,925	\$3,093,646	\$3,208,261
Tequila	Blanco/Silver Tequila	\$1,521,271	\$1,257,000	\$1,356,964	\$1,625,300	\$1,815,250
	Flavoured Tequila	\$19,808	\$13,224	\$15,911	\$24,381	\$20,447
	Gold Tequila	\$2,251,471	\$1,952,235	\$1,873,399	\$2,394,197	\$2,417,571
	Mezcal	\$63,367	\$83,766	\$90,058	\$121,473	\$165,699
	Summary	\$3,855,917	\$3,306,225	\$3,336,332	\$4,165,352	\$4,418,967
Vodka	Flavoured Vodka	\$818,165	\$723,760	\$705,971	\$826,587	\$795,430
	Straight Vodka	\$8,419,343	\$7,707,766	\$7,446,415	\$8,062,894	\$8,462,804
	Summary	\$9,237,509	\$8,431,526	\$8,152,385	\$8,889,481	\$9,258,234
Whisky	American Whiskey	\$550,611	\$713,440	\$665,544	\$538,995	\$565,723
	Blended Malt Scotch Whisky	\$5,211	\$9,581	\$9,615	\$10,838	\$13,089
	Blended Scotch Whisky	\$332,478	\$416,317	\$324,171	\$352,276	\$351,587
	Bourbon Whiskey	\$1,153,167	\$1,398,028	\$1,319,057	\$1,297,893	\$1,344,510
	Canadian Whisky	\$1,848,586	\$2,154,505	\$1,861,284	\$1,829,167	\$1,849,108
	Flavoured Whisky	\$156	\$292	\$1,436	\$1,922	\$1,008
	Irish Whiskey	\$1,082,237	\$1,251,825	\$1,372,687	\$1,200,566	\$1,212,604
	Other Country Whisky	\$64,926	\$98,466	\$81,585	\$96,149	\$116,872
	Single Malt Scotch Whisky	\$767,942	\$1,114,890	\$849,065	\$847,446	\$773,143

Spirits Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2
Whisky	Summary	\$5,805,313	\$7,157,343	\$6,484,443	\$6,175,253	\$6,227,644
Summary		\$32,258,394	\$31,872,789	\$29,714,055	\$32,191,481	\$33,585,512

Spirits Sales (Litres)



Spirits Sales (Litres)

Spirits

Litres		Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2
Asian Spirits	China Spirits	1,128	1,170	1,100	900	1,055
	Korea Spirits	25,024	27,696	25,708	27,250	27,345
	Other Country Asian Spirits	1,049	882	956	1,085	997
	Summary	27,201	29,749	27,765	29,236	29,397
Gin	Dry Gin	79,911	72,726	66,054	78,478	82,068
	Flavoured Gin	2,574	1,174	1,108	1,792	2,052
	Other Gin	1,194	1,265	1,172	1,776	2,539
	Summary	83,679	75,165	68,334	82,046	86,659
Grape and Fruit Brandy	Armagnac	64	70	22	33	50
	Brandy	5,411	4,707	4,288	4,805	5,131
	Cognac	2,997	3,862	3,052	2,814	3,408
	Eau de Vie	386	563	476	462	548
	Grappa And Marc	279	418	358	331	289
	Pisco	1,478	1,031	1,090	1,183	1,319
	Summary	10,615	10,651	9,285	9,629	10,746
Liqueurs	Anise And Herbal/Spice Liqueurs	44,234	47,333	44,743	44,314	46,360
	Coffee And Cocoa Liqueurs	11,004	12,604	10,960	10,728	11,094
	Cream/Dairy Liqueurs	14,720	18,149	14,688	14,362	16,428
	Fruit Liqueurs	55,361	45,016	42,577	53,520	55,633
	Nut Liqueurs	9,377	8,923	8,130	8,716	9,393
	Other Liqueurs	8,519	8,887	7,712	7,504	8,172
	Whiskey Liqueurs	4,260	4,733	4,406	4,270	3,888
	Summary	147,475	145,645	133,217	143,414	150,967
Other Spirits	Cachaca	487	343	338	580	679
	Flavoured Spirits	2,767	2,710	2,077	2,768	2,498
	Miscellaneous/Other Spirits	1,781	1,502	1,214	1,376	1,606

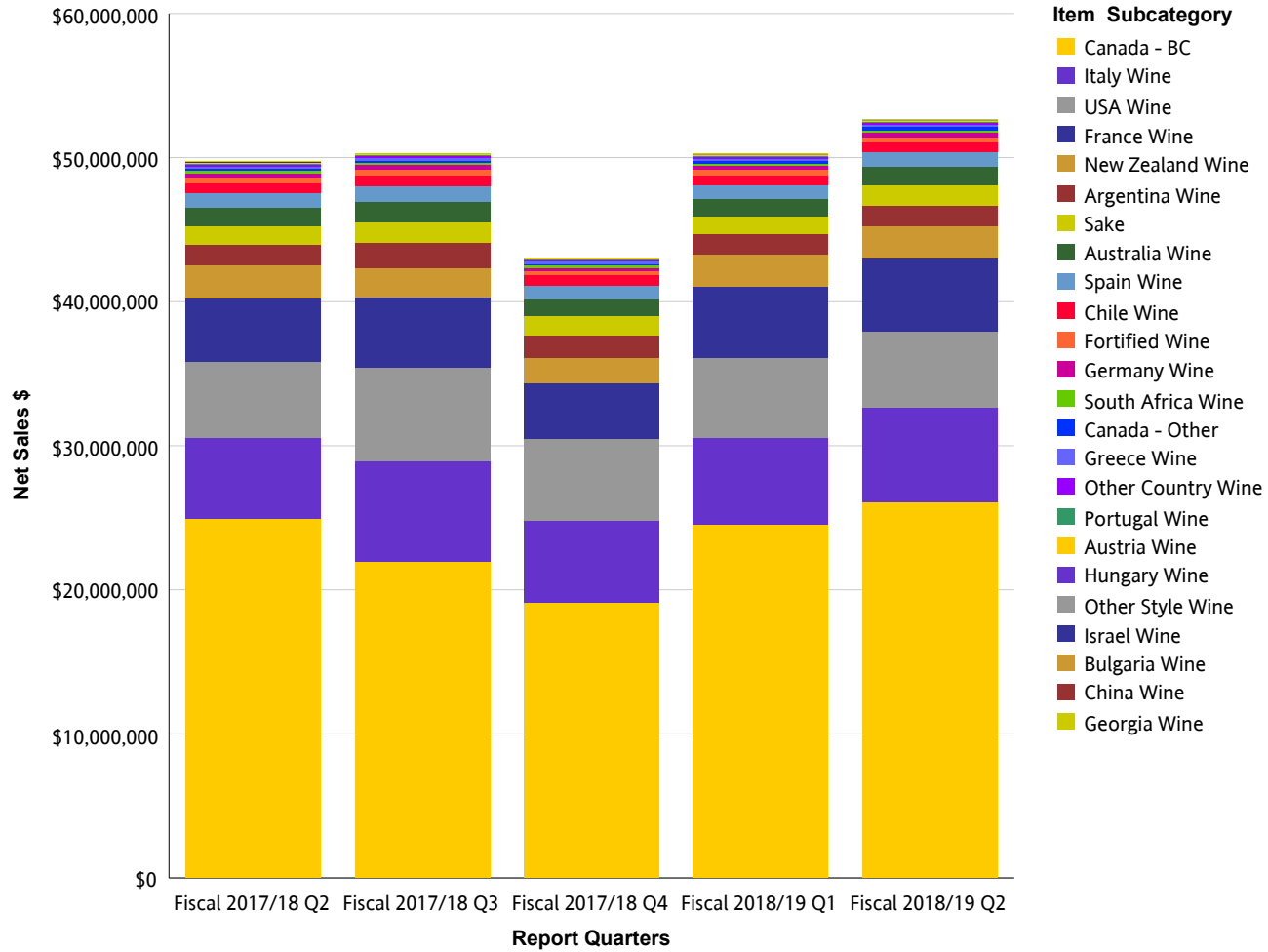
Spirits Sales (Litres)

Litres		Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2
Other Spirits	Moonshine Spirits	91	96	47	46	120
	Ready to Mix Cocktails	18,048	14,447	13,535	17,185	16,960
	Ready to Serve Cocktails	100	115	103	118	155
	Schnapps and Akvavit	206	142	147	212	190
	Summary	23,481	19,356	17,462	22,285	22,208
Rum	Amber Rum	10,851	9,121	8,106	8,951	9,548
	Dark Rum	13,303	14,899	12,539	12,734	12,632
	Flavoured Rum	904	523	685	653	938
	Spiced Rum	26,127	30,823	26,328	24,991	25,744
	White Rum	54,596	43,585	38,233	49,268	51,293
	Summary	105,781	98,950	85,890	96,598	100,155
Tequila	Blanco/Silver Tequila	32,565	25,875	28,132	34,621	38,842
	Flavoured Tequila	405	253	275	394	382
	Gold Tequila	53,539	43,738	42,597	53,853	54,516
	Mezcal	872	1,186	1,189	1,546	2,103
	Summary	87,381	71,052	72,193	90,414	95,843
Vodka	Flavoured Vodka	24,252	20,568	20,242	24,032	23,319
	Straight Vodka	257,210	235,167	226,057	245,544	257,243
	Summary	281,463	255,735	246,298	269,576	280,562
Whisky	American Whiskey	13,596	16,371	15,031	12,935	12,971
	Blended Malt Scotch Whisky	57	101	99	119	150
	Blended Scotch Whisky	6,144	7,643	5,801	6,255	6,107
	Bourbon Whiskey	23,825	29,064	27,534	26,969	27,207
	Canadian Whisky	58,821	68,467	58,929	57,552	57,888
	Flavoured Whisky	4	8	41	68	36
	Irish Whiskey	25,831	30,030	32,573	28,248	28,370
	Other Country Whisky	569	839	728	895	1,026
	Single Malt Scotch Whisky	7,141	9,952	7,573	7,708	6,915

Spirits Sales (Litres)

Litres		Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2
Whisky	Summary	135,987	162,474	148,309	140,748	140,671
Summary		903,063	868,777	808,753	883,946	917,209

Wine Sales (Net \$)



Wine Sales (Net \$)

Wine

Net Sales \$		Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2
Argentina Wine	Argentina Red Wine	\$1,360,119	\$1,733,582	\$1,513,681	\$1,341,305	\$1,316,667
	Argentina Rose Wine	\$3,727	\$2,363	\$3,674	\$7,783	\$13,183
	Argentina Sparkling Wine	\$239	\$319	\$513	\$239	\$399
	Argentina White Wine	\$72,308	\$63,791	\$54,094	\$70,176	\$63,576
	Summary	\$1,436,393	\$1,800,055	\$1,571,961	\$1,419,504	\$1,393,824
Australia Wine	Australia Red Wine	\$819,645	\$1,058,075	\$886,038	\$823,052	\$815,713
	Australia Rose Wine	\$27,191	\$6,891	\$7,801	\$17,342	\$29,819
	Australia Sparkling Wine	\$53,817	\$49,897	\$33,516	\$44,517	\$52,314
	Australia White Wine	\$325,699	\$272,444	\$217,383	\$305,642	\$337,221
	Summary	\$1,226,352	\$1,387,307	\$1,144,738	\$1,190,552	\$1,235,067
Austria Wine	Austria Red Wine	\$35,125	\$3,511	\$11,855	\$6,605	\$11,042
	Austria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Austria Sparkling Wine	\$0	\$0	\$0	\$0	\$324
	Austria White Wine	\$18,530	\$15,557	\$25,599	\$21,286	\$22,741
	Summary	\$53,656	\$19,068	\$37,453	\$27,892	\$34,107
Bulgaria Wine	Bulgaria Red Wine	\$97	\$39	\$107	\$1,272	\$252
	Bulgaria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$97	\$39	\$107	\$1,272	\$252
Canada - BC	Canada - BC Dessert Wine	\$27,306	\$20,970	\$19,710	\$17,065	\$20,162
	Canada - BC Fruit Wine	\$147,090	\$48,952	\$38,419	\$66,567	\$67,311
	Canada - BC Ice Wine	\$69,064	\$42,722	\$40,820	\$47,740	\$52,252
	Canada - BC Red Wine	\$10,308,820	\$11,365,464	\$10,011,830	\$10,796,203	\$11,095,598
	Canada - BC Rose Wine	\$1,261,007	\$334,005	\$295,910	\$1,160,307	\$1,278,696
	Canada - BC Sparkling Wine	\$743,160	\$588,946	\$534,496	\$749,379	\$869,007
	Canada - BC White Wine	\$12,389,091	\$9,526,974	\$8,189,323	\$11,649,982	\$12,704,289

Wine Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2
Canada - BC	Summary	\$24,945,539	\$21,928,033	\$19,130,509	\$24,487,242	\$26,087,316
Canada - Other	Canada - Other Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Canada - Other Fruit Wine	\$166	\$364	\$388	\$364	\$84
	Canada - Other Ice Wine	\$2,143	\$1,935	\$2,792	\$1,256	\$1,718
	Canada - Other Red Wine	\$9,504	\$11,373	\$6,889	\$8,865	\$6,522
	Canada - Other Rose Wine	\$929	\$558	\$0	\$54,487	\$87,544
	Canada - Other Sparkling Wine	\$106,181	\$120,385	\$92,406	\$128,576	\$115,090
	Canada - Other White Wine	\$11,534	\$12,544	\$7,736	\$8,296	\$7,391
	Summary	\$130,458	\$147,158	\$110,211	\$201,844	\$218,349
Chile Wine	Chile Fruit and Dessert Wine	\$1,814	\$1,924	\$1,435	\$989	\$1,254
	Chile Red Wine	\$389,721	\$501,943	\$450,330	\$388,122	\$371,005
	Chile Rose Wine	\$2,092	\$0	\$846	\$5,535	\$7,424
	Chile Sparkling Wine	\$835	\$864	\$1,462	\$8,255	\$9,974
	Chile White Wine	\$334,542	\$292,110	\$244,902	\$277,764	\$277,906
	Summary	\$729,004	\$796,840	\$698,974	\$680,665	\$667,564
China Wine	China Red Wine	\$1,170	\$0	\$0	\$20	\$413
	China White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$1,170	\$0	\$0	\$20	\$413
Fortified Wine	Other Fortified Domestic Wine	\$61,283	\$41,813	\$32,520	\$35,271	\$33,354
	Other Fortified Import Wine	\$95,106	\$90,238	\$81,046	\$91,838	\$102,275
	Port Wine	\$98,716	\$143,594	\$86,969	\$97,217	\$101,574
	Sherry Wine	\$17,811	\$26,165	\$20,936	\$20,862	\$22,110
	Vermouth Wine	\$97,546	\$103,463	\$100,321	\$120,979	\$114,376
	Summary	\$370,463	\$405,274	\$321,792	\$366,166	\$373,688
France Wine	France Champagne Wine	\$1,561,265	\$1,932,607	\$1,399,353	\$1,866,568	\$1,739,605
	France Fruit and Dessert Wine	\$1,461	\$5,916	\$8,849	\$1,513	\$1,682
	France Red Wine	\$1,203,830	\$1,531,617	\$1,332,038	\$1,199,978	\$1,311,559
	France Rose Wine	\$450,695	\$135,150	\$166,768	\$595,790	\$618,219

Wine Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2
France Wine	France Sparkling Wine	\$196,061	\$188,853	\$147,788	\$170,374	\$190,132
	France White Wine	\$1,010,267	\$1,040,783	\$850,321	\$1,075,632	\$1,209,954
	Summary	\$4,423,578	\$4,834,927	\$3,905,116	\$4,909,855	\$5,071,151
Georgia Wine	Georgia Red Wine	\$122	\$188	\$33	\$367	\$18
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$122	\$188	\$33	\$367	\$18
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$744	\$3,780	\$0	\$0
	Germany Red Wine	\$2,319	\$2,068	\$4,638	\$3,876	\$4,808
	Germany Rose Wine	\$492	\$0	\$0	\$463	\$711
	Germany Sparkling Wine	\$172,112	\$203,684	\$115,780	\$179,304	\$182,041
	Germany White Wine	\$120,627	\$105,577	\$87,670	\$90,797	\$87,658
	Summary	\$295,549	\$312,072	\$211,868	\$274,439	\$275,219
Greece Wine	Greece Red Wine	\$82,949	\$99,756	\$83,890	\$74,435	\$90,198
	Greece Rose Wine	\$0	\$0	\$0	\$863	\$2,398
	Greece White Wine	\$73,939	\$68,866	\$53,509	\$69,651	\$75,610
	Summary	\$156,888	\$168,622	\$137,400	\$144,949	\$168,207
Hungary Wine	Hungary Fruit and Dessert Wine	\$4,493	\$3,558	\$4,476	\$2,775	\$4,316
	Hungary Red Wine	\$1,282	\$1,085	\$1,097	\$1,719	\$757
	Hungary Sparkling Wine	\$10,283	\$10,350	\$9,742	\$13,901	\$15,590
	Hungary White Wine	\$19,609	\$12,354	\$11,651	\$15,007	\$13,079
	Summary	\$35,667	\$27,347	\$26,966	\$33,402	\$33,742
Israel Wine	Israel Red Wine	\$2,738	\$1,362	\$2,397	\$1,890	\$829
	Israel Rose Wine	\$240	\$96	\$432	\$544	\$863
	Israel White Wine	\$680	\$561	\$2,956	\$2,379	\$1,427
	Summary	\$3,657	\$2,019	\$5,785	\$4,812	\$3,119
Italy Wine	Italy Fruit and Dessert Wine	\$1,241	\$2,304	\$3,867	\$3,569	\$2,089
	Italy Red Wine	\$2,511,965	\$4,037,004	\$3,241,433	\$2,914,403	\$3,170,983
	Italy Rose Wine	\$77,532	\$26,244	\$19,421	\$77,599	\$116,688

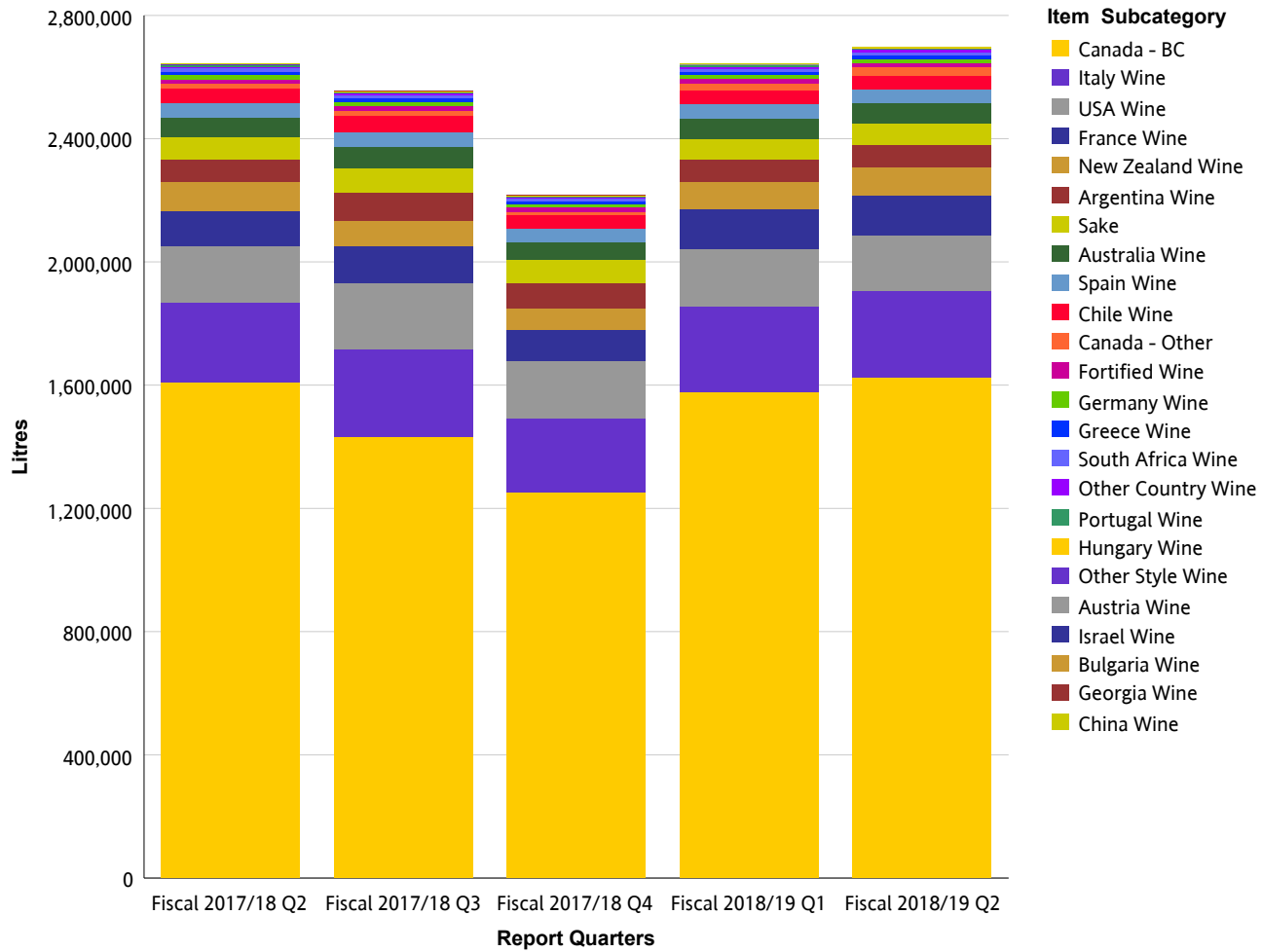
Wine Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2
Italy Wine	Italy Sparkling Wine	\$501,376	\$503,468	\$392,096	\$523,494	\$591,891
	Italy White Wine	\$1,709,000	\$1,608,285	\$1,394,770	\$1,710,534	\$1,769,696
	Prosecco Wine	\$808,290	\$828,750	\$651,380	\$848,945	\$886,251
	Summary	\$5,609,403	\$7,006,055	\$5,702,967	\$6,078,544	\$6,537,597
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$82,266	\$146,320	\$77,267	\$79,886	\$80,589
	New Zealand Rose Wine	\$36,819	\$13,756	\$16,578	\$45,235	\$50,092
	New Zealand Sparkling Wine	\$7,653	\$5,077	\$2,763	\$6,407	\$9,014
	New Zealand White Wine	\$2,124,059	\$1,852,318	\$1,634,067	\$2,074,015	\$2,106,171
	Summary	\$2,250,797	\$2,017,471	\$1,730,675	\$2,205,543	\$2,245,866
Other Country Wine	Other Country Fruit and Dessert Wine	\$95,271	\$94,769	\$86,843	\$92,447	\$97,708
	Other Country Red Wine	\$12,194	\$27,180	\$23,624	\$24,772	\$29,620
	Other Country Rose Wine	\$2,956	\$384	\$843	\$2,760	\$2,516
	Other Country Sparkling Wine	\$3,129	\$9,269	\$2,040	\$2,597	\$2,858
	Other Country White Wine	\$10,308	\$16,388	\$15,183	\$21,459	\$17,291
	Summary	\$123,856	\$147,990	\$128,533	\$144,035	\$149,993
Other Style Wine	Aperitif And Flavoured Wine	\$8,229	\$3,704	\$5,129	\$9,412	\$10,785
	Mead	\$879	\$679	\$586	\$1,549	\$1,316
	Rice Wine	\$12,443	\$13,535	\$11,939	\$14,881	\$12,756
	Summary	\$21,551	\$17,918	\$17,655	\$25,842	\$24,858
Portugal Wine	Portugal Fruit and Dessert Wine	\$0	\$1,557	\$3,511	\$402	\$1,352
	Portugal Red Wine	\$35,056	\$58,426	\$48,102	\$38,822	\$27,195
	Portugal Rose Wine	\$8,286	\$4,483	\$3,162	\$7,747	\$8,988
	Portugal Sparkling Wine	\$3,640	\$2,725	\$129	\$340	\$528
	Portugal White Wine	\$34,907	\$28,297	\$20,435	\$37,402	\$37,735
	Summary	\$81,887	\$95,487	\$75,339	\$84,713	\$75,798
Sake	Japan Sake	\$830,509	\$896,502	\$817,984	\$811,418	\$988,940
	Other Country Sake	\$33,199	\$25,933	\$33,515	\$32,561	\$31,433

Wine Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2
Sake	USA Sake	\$458,227	\$497,476	\$526,309	\$423,745	\$447,319
	Summary	\$1,321,935	\$1,419,910	\$1,377,808	\$1,267,723	\$1,467,693
South Africa Wine	South Africa Fruit and Dessert Wine	\$130	\$195	\$0	\$0	\$0
	South Africa Red Wine	\$70,121	\$76,223	\$80,831	\$70,268	\$104,693
	South Africa Rose Wine	\$1,381	\$27	\$0	\$1,128	\$999
	South Africa Sparkling Wine	\$5,601	\$5,834	\$4,711	\$7,223	\$7,843
	South Africa White Wine	\$92,520	\$78,640	\$67,018	\$70,522	\$87,442
	Summary	\$169,754	\$160,919	\$152,560	\$149,142	\$200,977
Spain Wine	Spain Fruit and Dessert Wine	\$3,520	\$2,702	\$2,239	\$7,542	\$3,534
	Spain Red Wine	\$491,942	\$604,797	\$563,869	\$438,279	\$464,965
	Spain Rose Wine	\$61,988	\$23,608	\$26,938	\$78,289	\$100,881
	Spain Sparkling Wine	\$362,000	\$365,279	\$276,971	\$362,986	\$355,490
	Spain White Wine	\$94,078	\$80,465	\$83,840	\$96,468	\$101,803
	Summary	\$1,013,528	\$1,076,851	\$953,856	\$983,564	\$1,026,672
USA Wine	USA Fruit and Dessert Wine	\$0	\$0	\$1,477	\$316	\$1,055
	USA Red Wine	\$3,916,317	\$5,306,276	\$4,491,940	\$4,243,250	\$3,905,718
	USA Rose Wine	\$79,319	\$43,810	\$46,037	\$80,057	\$78,296
	USA Sparkling Wine	\$60,420	\$71,757	\$54,875	\$74,607	\$90,385
	USA White Wine	\$1,243,841	\$1,099,708	\$1,027,012	\$1,169,541	\$1,250,932
	Summary	\$5,299,898	\$6,521,551	\$5,621,340	\$5,567,771	\$5,326,385
Summary		\$49,701,201	\$50,293,101	\$43,063,649	\$50,249,861	\$52,617,873

Wine Sales (Litres)



Wine Sales (Litres)

Wine

Litres		Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2
Argentina Wine	Argentina Red Wine	69,602	89,342	77,749	68,082	65,980
	Argentina Rose Wine	345	200	309	524	1,058
	Argentina Sparkling Wine	14	18	18	14	22
	Argentina White Wine	4,280	3,769	3,306	4,325	3,670
	Summary	74,240	93,328	81,382	72,945	70,731
Australia Wine	Australia Red Wine	39,414	49,845	41,509	40,091	38,574
	Australia Rose Wine	1,750	426	482	1,096	1,898
	Australia Sparkling Wine	3,218	3,036	1,920	2,642	3,066
	Australia White Wine	20,722	17,091	13,778	19,826	20,634
	Summary	65,105	70,399	57,688	63,655	64,173
Austria Wine	Austria Red Wine	374	107	261	198	281
	Austria Rose Wine	0	0	0	0	0
	Austria Sparkling Wine	0	0	0	0	9
	Austria White Wine	592	500	776	714	607
	Summary	965	607	1,036	912	897
Bulgaria Wine	Bulgaria Red Wine	7	3	4	88	17
	Bulgaria Sparkling Wine	0	0	0	0	0
	Bulgaria White Wine	0	0	0	0	0
	Summary	7	3	4	88	17
Canada - BC	Canada - BC Dessert Wine	403	326	361	345	332
	Canada - BC Fruit Wine	6,651	2,076	1,799	3,034	3,150
	Canada - BC Ice Wine	703	404	377	550	629
	Canada - BC Red Wine	628,220	700,581	613,281	663,668	653,965
	Canada - BC Rose Wine	69,954	17,665	15,030	59,529	63,778
	Canada - BC Sparkling Wine	28,494	22,882	19,574	26,506	30,269
	Canada - BC White Wine	874,699	689,877	601,660	824,171	873,092

Wine Sales (Litres)

Litres		Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2
Canada - BC	Summary	1,609,124	1,433,811	1,252,082	1,577,804	1,625,216
Canada - Other	Canada - Other Dessert Wine	0	0	0	0	0
	Canada - Other Fruit Wine	2	5	5	5	1
	Canada - Other Ice Wine	26	21	39	11	15
	Canada - Other Red Wine	640	582	466	665	532
	Canada - Other Rose Wine	45	27	0	7,648	12,288
	Canada - Other Sparkling Wine	12,609	14,277	11,013	15,310	13,932
	Canada - Other White Wine	812	718	526	608	620
	Summary	14,134	15,630	12,050	24,246	27,388
Chile Wine	Chile Fruit and Dessert Wine	41	45	33	23	30
	Chile Red Wine	23,779	30,423	26,394	23,544	22,398
	Chile Rose Wine	152	0	68	452	580
	Chile Sparkling Wine	27	28	44	311	397
	Chile White Wine	23,747	20,389	16,896	19,597	19,287
	Summary	47,746	50,885	43,434	43,928	42,692
China Wine	China Red Wine	2	0	0	1	5
	China White Wine	0	0	0	0	0
	Summary	2	0	0	1	5
Fortified Wine	Other Fortified Domestic Wine	2,671	2,604	1,760	1,987	1,953
	Other Fortified Import Wine	3,806	3,512	3,133	3,672	3,828
	Port Wine	1,966	2,790	1,675	1,838	1,965
	Sherry Wine	565	791	641	626	666
	Vermouth Wine	6,338	6,673	6,236	7,262	7,106
	Summary	15,346	16,371	13,444	15,385	15,518
France Wine	France Champagne Wine	13,094	16,244	11,165	13,308	14,201
	France Fruit and Dessert Wine	21	92	43	23	28
	France Red Wine	35,570	48,806	42,898	40,760	38,969
	France Rose Wine	20,576	6,630	8,233	26,980	28,346

Wine Sales (Litres)

Litres		Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2
France Wine	France Sparkling Wine	9,648	9,150	6,733	7,976	8,664
	France White Wine	35,533	36,480	30,343	38,545	38,748
	Summary	114,442	117,403	99,415	127,593	128,956
Georgia Wine	Georgia Red Wine	5	8	2	16	1
	Georgia White Wine	0	0	0	0	0
	Summary	5	8	2	16	1
Germany Wine	Germany Fruit and Dessert Wine	0	36	2	0	0
	Germany Red Wine	73	68	130	108	120
	Germany Rose Wine	18	0	0	27	36
	Germany Sparkling Wine	8,356	9,876	5,422	8,207	8,253
	Germany White Wine	4,860	4,148	3,354	3,813	3,817
	Summary	13,307	14,127	8,909	12,155	12,226
Greece Wine	Greece Red Wine	5,562	6,635	5,582	4,984	5,841
	Greece Rose Wine	0	0	0	40	112
	Greece White Wine	5,323	4,928	3,849	4,768	5,276
	Summary	10,884	11,563	9,431	9,792	11,229
Hungary Wine	Hungary Fruit and Dessert Wine	52	43	61	33	60
	Hungary Red Wine	82	65	68	107	47
	Hungary Sparkling Wine	638	634	585	853	980
	Hungary White Wine	1,466	847	824	1,066	940
	Summary	2,238	1,589	1,538	2,058	2,028
Israel Wine	Israel Red Wine	112	56	104	80	34
	Israel Rose Wine	11	4	20	26	40
	Israel White Wine	30	25	130	105	63
	Summary	153	86	254	211	137
Italy Wine	Italy Fruit and Dessert Wine	18	40	42	35	23
	Italy Red Wine	95,809	131,111	111,244	110,896	109,992
	Italy Rose Wine	3,322	1,006	802	3,216	4,904

Wine Sales (Litres)

Litres		Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2
Italy Wine	Italy Sparkling Wine	26,055	25,130	20,007	27,118	29,971
	Italy White Wine	96,209	88,193	77,179	97,999	98,962
	Prosecco Wine	35,685	36,996	28,845	37,308	37,758
	Summary	257,099	282,477	238,120	276,572	281,610
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	2,522	4,790	2,266	2,482	2,419
	New Zealand Rose Wine	1,492	574	669	1,858	2,044
	New Zealand Sparkling Wine	260	171	93	229	309
	New Zealand White Wine	88,707	78,179	66,758	86,695	87,976
	Summary	92,981	83,715	69,786	91,263	92,749
Other Country Wine	Other Country Fruit and Dessert Wine	5,067	5,323	4,571	5,284	5,232
	Other Country Red Wine	472	915	742	852	970
	Other Country Rose Wine	112	14	32	100	86
	Other Country Sparkling Wine	92	153	65	80	78
	Other Country White Wine	398	524	562	743	584
	Summary	6,142	6,928	5,972	7,058	6,949
Other Style Wine	Aperitif And Flavoured Wine	340	164	264	456	686
	Mead	40	48	58	135	122
	Rice Wine	852	902	666	928	976
	Summary	1,233	1,114	989	1,520	1,785
Portugal Wine	Portugal Fruit and Dessert Wine	0	17	34	5	15
	Portugal Red Wine	1,550	2,564	2,421	1,951	1,276
	Portugal Rose Wine	562	314	227	560	560
	Portugal Sparkling Wine	111	88	4	10	14
	Portugal White Wine	1,918	1,340	1,170	2,143	2,236
	Summary	4,142	4,324	3,856	4,668	4,101
Sake	Japan Sake	19,831	20,965	19,493	19,245	22,086
	Other Country Sake	1,471	1,265	1,442	1,640	1,659

Wine Sales (Litres)

Litres		Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2
Sake	USA Sake	48,583	54,065	56,411	46,078	47,403
	Summary	69,884	76,295	77,346	66,963	71,149
South Africa Wine	South Africa Fruit and Dessert Wine	2	2	0	0	0
	South Africa Red Wine	4,033	4,350	4,528	3,986	6,170
	South Africa Rose Wine	79	2	0	63	66
	South Africa Sparkling Wine	300	329	256	387	386
	South Africa White Wine	5,528	4,399	3,834	4,233	5,308
	Summary	9,940	9,082	8,618	8,669	11,929
Spain Wine	Spain Fruit and Dessert Wine	46	86	55	126	68
	Spain Red Wine	21,046	25,706	23,623	19,750	18,650
	Spain Rose Wine	3,649	1,328	1,421	4,364	5,611
	Spain Sparkling Wine	18,318	18,744	14,086	18,210	17,271
	Spain White Wine	4,490	3,716	3,802	4,747	4,551
	Summary	47,550	49,579	42,988	47,196	46,150
USA Wine	USA Fruit and Dessert Wine	0	0	126	27	90
	USA Red Wine	123,112	162,376	140,358	130,144	118,248
	USA Rose Wine	6,453	3,942	4,232	5,520	5,787
	USA Sparkling Wine	2,869	3,365	2,304	3,265	3,778
	USA White Wine	53,690	46,744	42,473	48,714	52,146
	Summary	186,123	216,428	189,494	187,670	180,048
Summary		2,642,792	2,555,752	2,217,837	2,642,368	2,697,685

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.