

Hospitality Liquor Market Review

Fiscal 2018/19 Q4

March 2019



**LIQUOR
DISTRIBUTION
BRANCH**

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Introduction

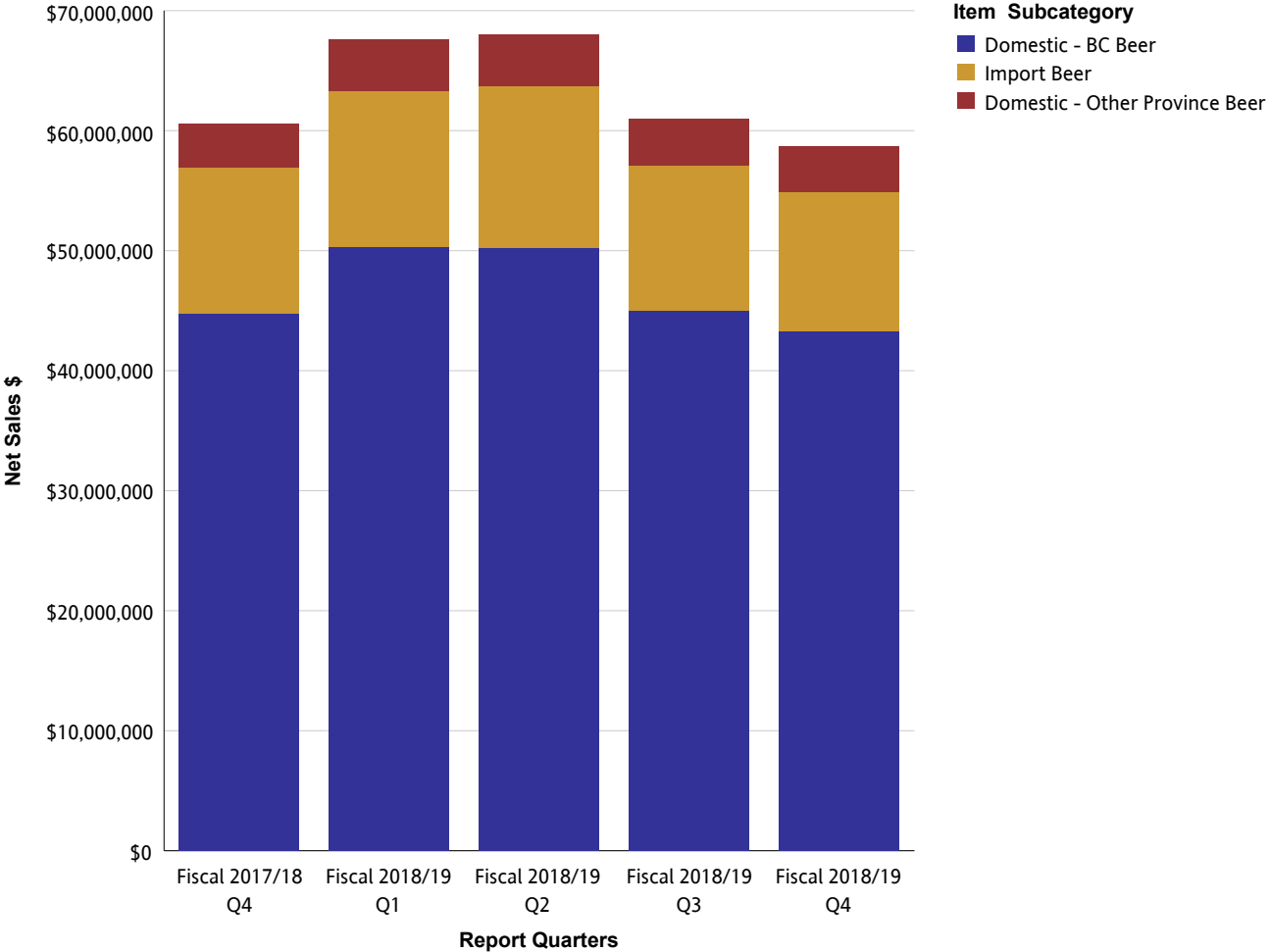
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer 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 \$)

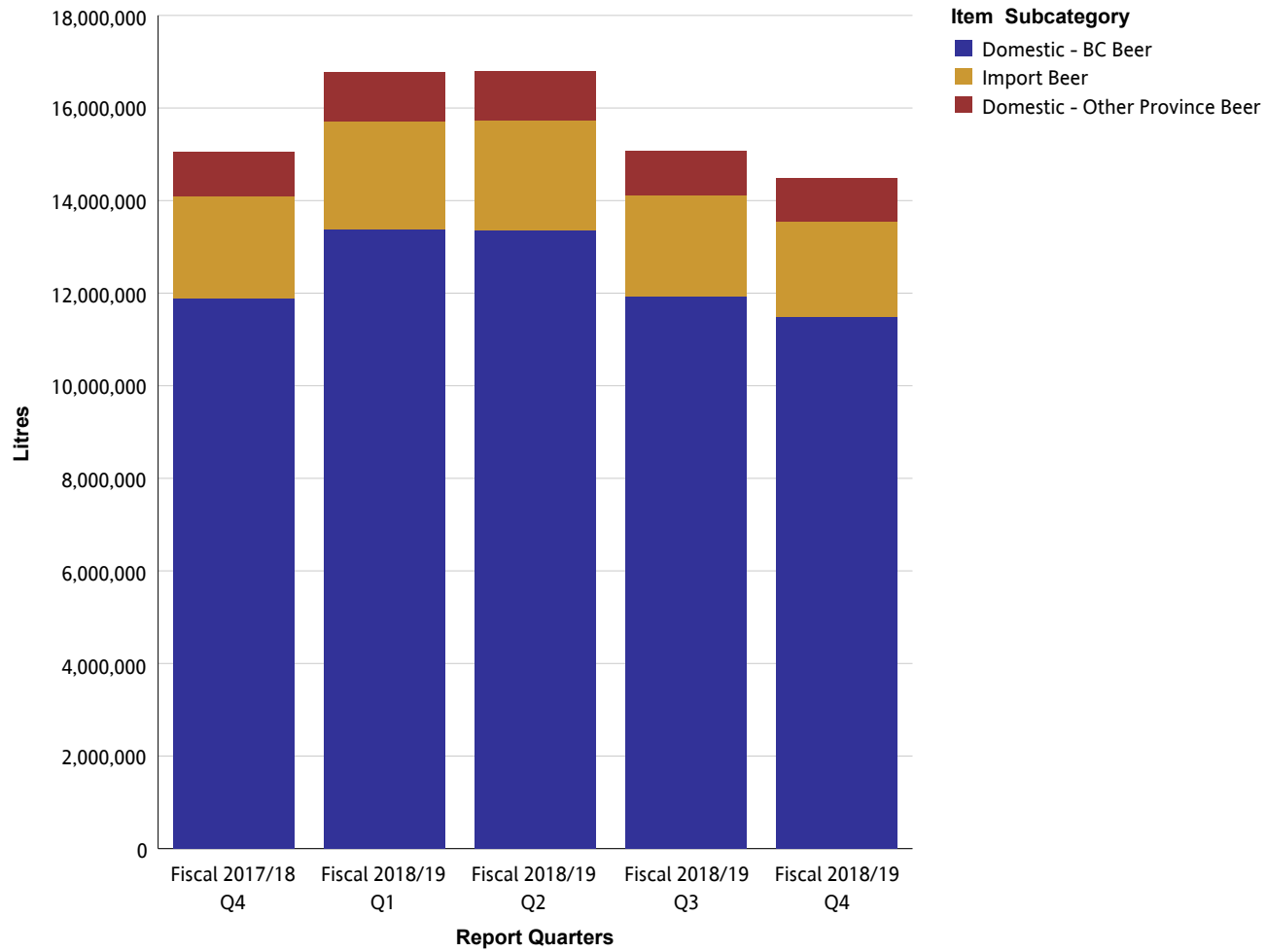


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	\$25,728,455	\$27,777,441	\$26,546,584	\$25,192,489	\$22,948,288
	Domestic - BC Micro Brew Beer	\$10,979,659	\$12,722,790	\$13,720,328	\$11,329,506	\$12,165,336
	Domestic - BC Regional Beer	\$8,034,166	\$9,785,921	\$9,993,781	\$8,466,721	\$8,213,837
	Summary	\$44,742,281	\$50,286,153	\$50,260,692	\$44,988,715	\$43,327,461
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$2,727,956	\$3,310,644	\$3,311,290	\$2,964,640	\$2,929,489
	Domestic - Other Province Micro Brew Beer	\$69,290	\$76,589	\$100,290	\$74,012	\$92,878
	Domestic - Other Province Regional Beer	\$863,507	\$886,685	\$842,888	\$803,472	\$762,470
	Summary	\$3,660,752	\$4,273,917	\$4,254,468	\$3,842,124	\$3,784,837
Import Beer	Asia And South Pacific Beer	\$1,066,065	\$1,132,471	\$1,301,152	\$1,091,360	\$1,096,097
	Europe Beer	\$7,378,530	\$7,481,260	\$7,439,843	\$7,332,643	\$7,044,081
	Mexico And Caribbean Beer	\$2,299,444	\$3,257,905	\$3,578,391	\$2,627,805	\$2,514,982
	Other Country Beer	\$26,298	\$32,315	\$36,822	\$26,103	\$17,023
	USA Beer	\$1,430,779	\$1,161,938	\$1,110,471	\$1,044,481	\$884,303
	Summary	\$12,201,116	\$13,065,890	\$13,466,679	\$12,122,392	\$11,556,484
Summary		\$60,604,148	\$67,625,960	\$67,981,840	\$60,953,231	\$58,668,782

Beer Sales (Litres)

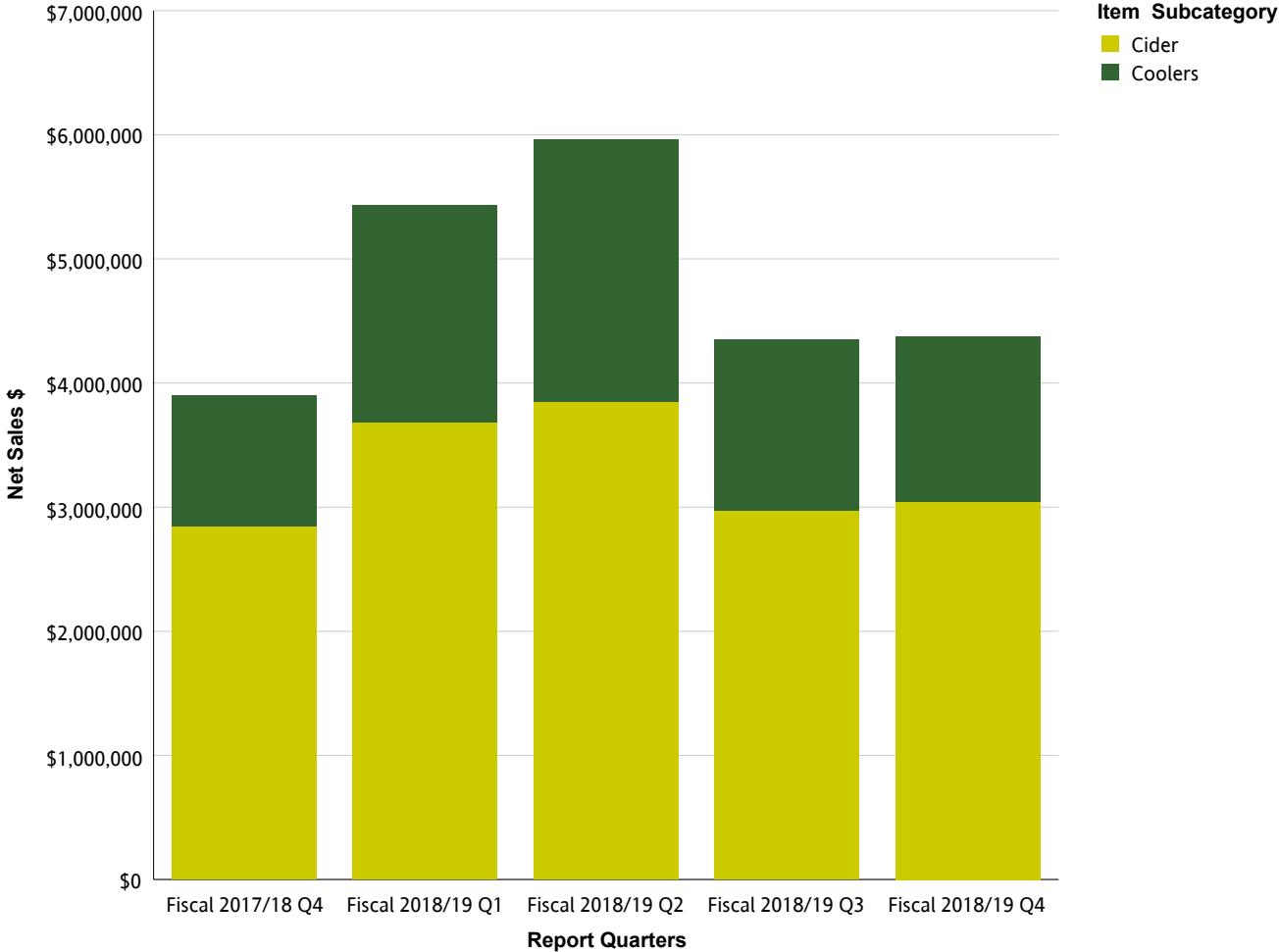


Beer Sales (Litres)

Beer

Litres		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	6,696,224	7,212,900	6,877,070	6,525,481	5,910,606
	Domestic - BC Micro Brew Beer	2,866,478	3,328,404	3,607,432	2,961,258	3,219,159
	Domestic - BC Regional Beer	2,331,222	2,831,604	2,878,328	2,446,761	2,365,058
	Summary	11,893,925	13,372,907	13,362,829	11,933,500	11,494,823
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	676,967	785,664	783,388	697,715	685,627
	Domestic - Other Province Micro Brew Beer	9,365	11,094	13,411	9,993	12,998
	Domestic - Other Province Regional Beer	266,104	269,537	257,064	252,666	231,400
	Summary	952,436	1,066,295	1,053,863	960,375	930,025
Import Beer	Asia And South Pacific Beer	175,511	188,519	217,934	182,860	178,685
	Europe Beer	1,371,794	1,373,058	1,357,410	1,351,368	1,296,088
	Mexico And Caribbean Beer	371,601	531,180	580,109	422,408	402,931
	Other Country Beer	4,727	5,775	6,675	4,536	2,731
	USA Beer	278,158	232,909	219,529	211,678	180,512
	Summary	2,201,791	2,331,441	2,381,657	2,172,849	2,060,947
Summary		15,048,152	16,770,643	16,798,349	15,066,725	14,485,795

Refreshment Beverages Sales (Net \$)

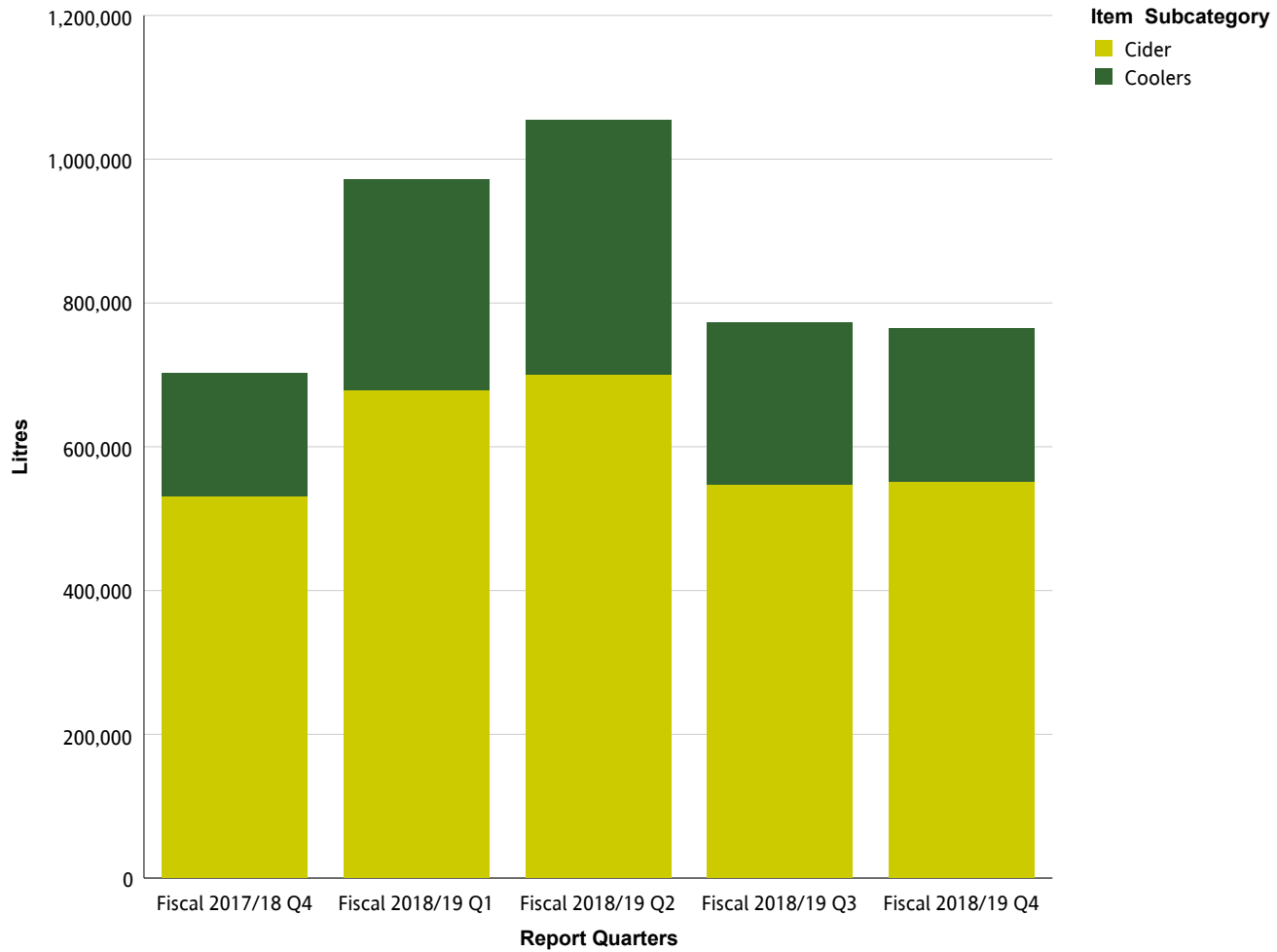


Refreshment Beverages Sales (Net \$)

Refreshment Beverages

Net Sales \$		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Cider	Domestic Cider	\$1,625,657	\$2,211,080	\$2,432,000	\$1,773,288	\$1,878,528
	Import Cider	\$1,220,456	\$1,477,419	\$1,418,676	\$1,199,832	\$1,162,942
	Summary	\$2,846,114	\$3,688,499	\$3,850,676	\$2,973,120	\$3,041,471
Coolers	Malt-Based Coolers	\$86,414	\$83,065	\$61,935	\$36,190	\$31,268
	Spirit Coolers	\$915,513	\$1,580,122	\$1,966,108	\$1,289,062	\$1,245,620
	Wine/Fruit Coolers	\$56,628	\$82,850	\$83,300	\$50,914	\$56,801
	Summary	\$1,058,555	\$1,746,037	\$2,111,343	\$1,376,166	\$1,333,690
Summary		\$3,904,668	\$5,434,536	\$5,962,020	\$4,349,286	\$4,375,160

Refreshment Beverages Sales (Litres)

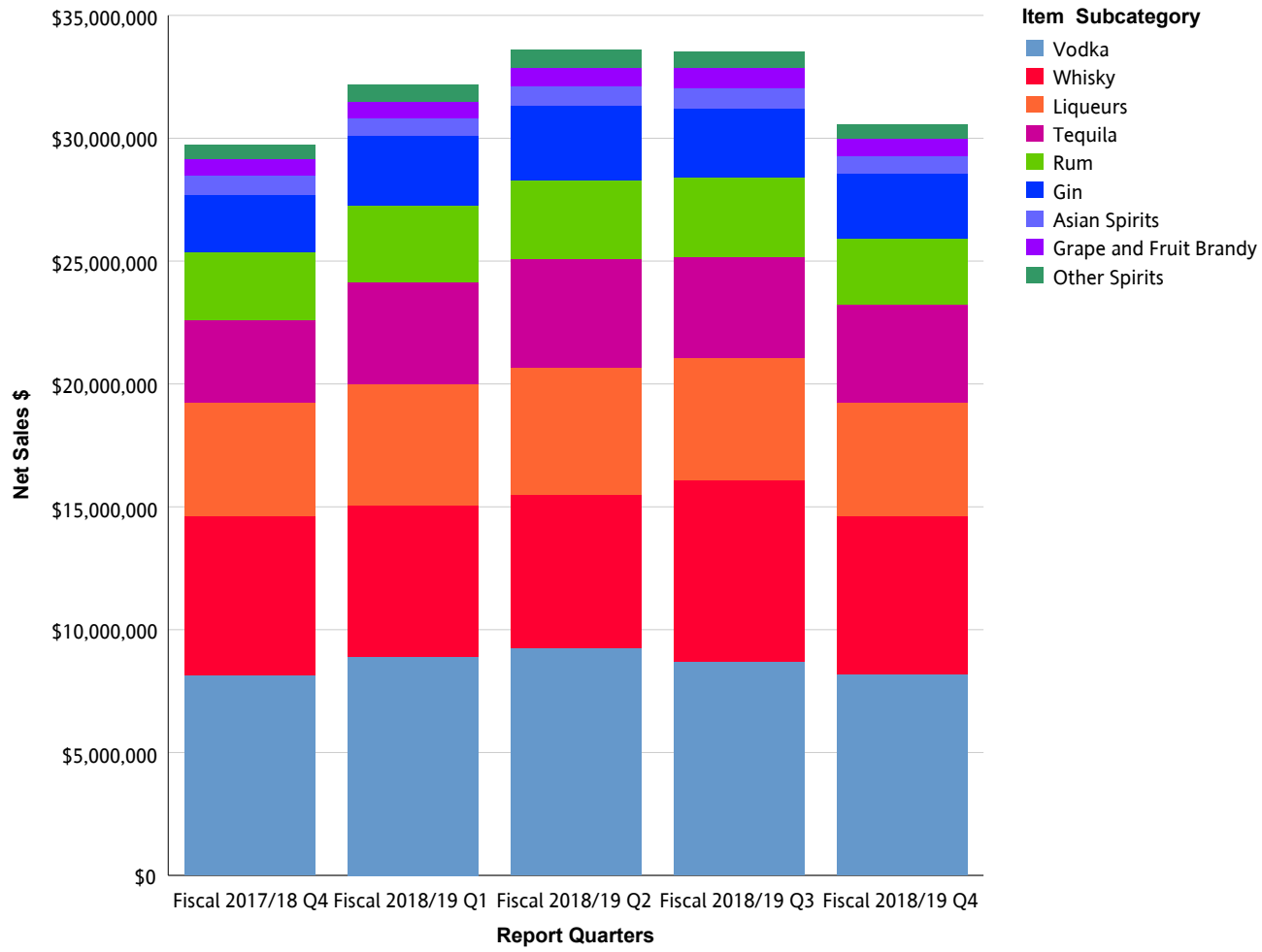


Refreshment Beverages Sales (Litres)

Refreshment Beverages

Litres		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Cider	Domestic Cider	306,722	408,955	441,610	326,040	336,981
	Import Cider	224,420	270,298	259,217	222,253	213,960
	Summary	531,142	679,253	700,826	548,293	550,940
Coolers	Malt-Based Coolers	14,849	14,138	10,384	6,028	5,243
	Spirit Coolers	149,014	268,088	332,859	212,599	201,809
	Wine/Fruit Coolers	7,168	10,388	10,759	6,258	6,777
	Summary	171,031	292,613	354,002	224,885	213,829
Summary		702,173	971,867	1,054,828	773,178	764,769

Spirits Sales (Net \$)



Spirits Sales (Net \$)

Spirits

Net Sales \$		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Asian Spirits	China Spirits	\$113,219	\$46,337	\$105,422	\$90,919	\$83,082
	Korea Spirits	\$598,314	\$632,104	\$634,769	\$687,036	\$612,875
	Other Country Asian Spirits	\$44,895	\$50,151	\$46,605	\$40,062	\$46,647
	Summary	\$756,427	\$728,592	\$786,796	\$818,017	\$742,604
Gin	Dry Gin	\$2,281,083	\$2,748,985	\$2,918,836	\$2,733,972	\$2,527,335
	Flavoured Gin	\$43,104	\$67,506	\$76,962	\$47,092	\$52,883
	Other Gin	\$18,249	\$22,276	\$34,866	\$28,837	\$34,217
	Summary	\$2,342,436	\$2,838,767	\$3,030,664	\$2,809,900	\$2,614,435
Grape and Fruit Brandy	Armagnac	\$3,281	\$3,582	\$7,424	\$37,756	\$8,396
	Brandy	\$139,639	\$153,270	\$165,554	\$151,963	\$151,047
	Cognac	\$414,797	\$383,658	\$472,304	\$495,520	\$421,383
	Eau de Vie	\$35,773	\$30,981	\$36,808	\$36,777	\$35,067
	Grappa And Marc	\$30,914	\$25,995	\$18,278	\$31,798	\$22,089
	Pisco	\$55,343	\$58,654	\$64,095	\$55,568	\$60,167
	Summary	\$679,747	\$656,140	\$764,463	\$809,382	\$698,149
Liqueurs	Anise And Herbal/Spice Liqueurs	\$1,750,373	\$1,737,518	\$1,820,897	\$1,869,487	\$1,802,465
	Coffee And Cocoa Liqueurs	\$331,888	\$328,941	\$341,655	\$380,230	\$320,658
	Cream/Dairy Liqueurs	\$502,316	\$495,653	\$574,019	\$612,560	\$472,902
	Fruit Liqueurs	\$1,356,601	\$1,674,703	\$1,741,251	\$1,427,254	\$1,342,855
	Nut Liqueurs	\$260,256	\$272,649	\$292,249	\$270,776	\$249,739
	Other Liqueurs	\$232,156	\$242,002	\$258,396	\$271,657	\$254,208
	Whiskey Liqueurs	\$182,494	\$175,994	\$159,585	\$177,608	\$173,709
	Summary	\$4,616,083	\$4,927,461	\$5,188,052	\$5,009,572	\$4,616,537
Other Spirits	Cachaca	\$13,911	\$24,360	\$28,878	\$16,692	\$18,578
	Flavoured Spirits	\$127,384	\$170,458	\$151,292	\$194,514	\$134,668
	Miscellaneous/Other Spirits	\$66,329	\$75,821	\$95,059	\$94,365	\$96,802

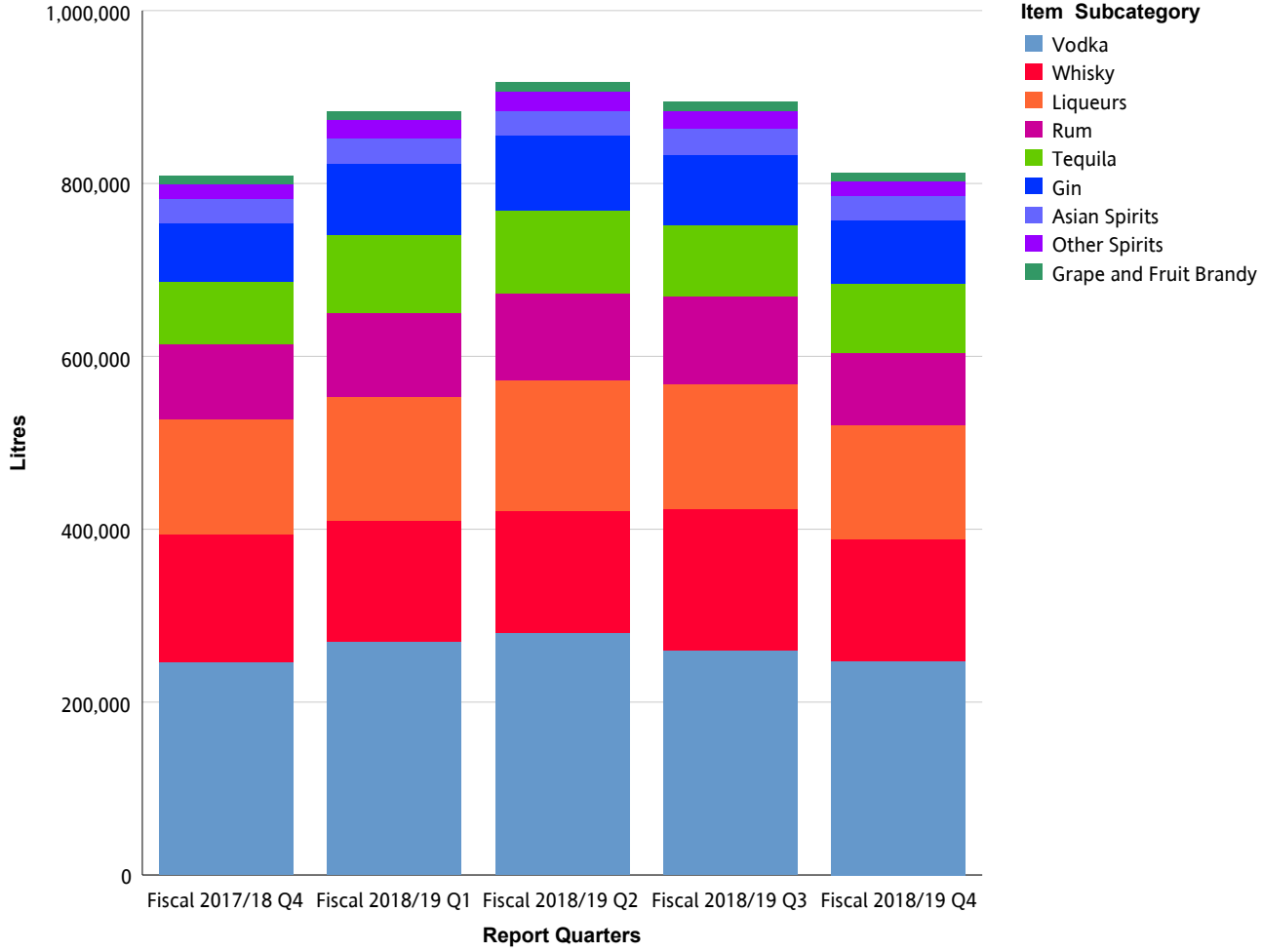
Spirits Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Other Spirits	Moonshine Spirits	\$2,036	\$2,113	\$4,694	\$1,946	\$1,830
	Ready to Mix Cocktails	\$336,638	\$423,507	\$416,977	\$339,018	\$312,628
	Ready to Serve Cocktails	\$3,783	\$3,835	\$4,740	\$5,020	\$4,037
	Schnapps and Akvavit	\$7,404	\$10,672	\$9,145	\$7,197	\$7,314
	Summary	\$557,485	\$710,767	\$710,786	\$658,752	\$575,858
Rum	Amber Rum	\$290,393	\$316,193	\$340,012	\$340,118	\$303,476
	Dark Rum	\$428,321	\$426,150	\$427,551	\$488,090	\$395,212
	Flavoured Rum	\$21,224	\$19,904	\$28,619	\$18,932	\$16,626
	Spiced Rum	\$891,313	\$850,461	\$875,016	\$1,077,478	\$859,945
	White Rum	\$1,156,673	\$1,480,938	\$1,537,063	\$1,321,234	\$1,128,902
	Summary	\$2,787,925	\$3,093,646	\$3,208,261	\$3,245,851	\$2,704,161
Tequila	Blanco/Silver Tequila	\$1,272,307	\$1,553,377	\$1,787,311	\$1,562,422	\$1,622,197
	Flavoured Tequila	\$15,911	\$24,381	\$20,447	\$15,401	\$19,384
	Gold Tequila	\$1,873,399	\$2,394,907	\$2,418,387	\$2,315,964	\$2,125,063
	Mezcal	\$174,715	\$192,687	\$192,822	\$205,833	\$210,161
	Summary	\$3,336,332	\$4,165,352	\$4,418,967	\$4,099,621	\$3,976,804
Vodka	Flavoured Vodka	\$705,971	\$826,587	\$795,653	\$742,060	\$761,408
	Straight Vodka	\$7,446,415	\$8,062,894	\$8,464,843	\$7,938,869	\$7,425,241
	Summary	\$8,152,385	\$8,889,481	\$9,260,495	\$8,680,928	\$8,186,649
Whisky	American Whiskey	\$665,544	\$538,995	\$565,723	\$622,676	\$574,231
	Blended Malt Scotch Whisky	\$9,615	\$10,838	\$13,089	\$15,642	\$8,800
	Blended Scotch Whisky	\$324,171	\$352,276	\$351,587	\$407,103	\$304,868
	Bourbon Whiskey	\$1,319,057	\$1,297,893	\$1,344,510	\$1,502,492	\$1,346,603
	Canadian Whisky	\$1,861,284	\$1,829,167	\$1,849,187	\$2,211,429	\$1,807,428
	Flavoured Whisky	\$1,436	\$1,922	\$1,008	\$2,354	\$1,294
	Irish Whiskey	\$1,372,687	\$1,200,566	\$1,212,604	\$1,357,831	\$1,413,220
	Other Country Whisky	\$81,585	\$96,149	\$116,872	\$141,150	\$101,532
	Single Malt Scotch Whisky	\$849,065	\$847,446	\$773,143	\$1,119,641	\$891,225

Spirits Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Whisky	Summary	\$6,484,443	\$6,175,253	\$6,227,723	\$7,380,318	\$6,449,202
Summary		\$29,713,264	\$32,185,458	\$33,596,206	\$33,512,342	\$30,564,399

Spirits Sales (Litres)



Spirits Sales (Litres)

Spirits

Litres		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Asian Spirits	China Spirits	1,100	900	1,055	1,294	950
	Korea Spirits	25,520	26,982	27,140	29,323	26,227
	Other Country Asian Spirits	956	1,085	997	824	959
	Summary	27,577	28,968	29,191	31,442	28,136
Gin	Dry Gin	66,910	79,870	84,147	78,926	71,709
	Flavoured Gin	1,108	1,792	2,052	1,144	1,267
	Other Gin	316	384	589	479	540
	Summary	68,334	82,046	86,788	80,549	73,516
Grape and Fruit Brandy	Armagnac	22	33	50	90	55
	Brandy	4,882	4,805	5,131	4,712	4,712
	Cognac	3,052	2,814	3,408	3,769	3,089
	Eau de Vie	476	462	549	545	439
	Grappa And Marc	358	331	289	352	284
	Pisco	1,090	1,183	1,319	1,110	1,185
	Summary	9,879	9,629	10,746	10,578	9,764
Liqueurs	Anise And Herbal/Spice Liqueurs	44,743	44,314	46,362	47,570	45,273
	Coffee And Cocoa Liqueurs	10,960	10,728	11,094	12,501	10,474
	Cream/Dairy Liqueurs	14,688	14,362	16,428	18,543	13,945
	Fruit Liqueurs	42,577	53,520	55,646	44,302	41,686
	Nut Liqueurs	8,130	8,716	9,393	8,588	7,751
	Other Liqueurs	7,712	7,504	8,172	8,885	8,024
	Whiskey Liqueurs	4,406	4,270	3,888	4,348	4,189
	Summary	133,217	143,414	150,984	144,737	131,342
Other Spirits	Cachaca	338	580	679	396	455
	Flavoured Spirits	2,077	2,768	2,498	3,188	2,156
	Miscellaneous/Other Spirits	1,214	1,376	1,677	1,711	1,672

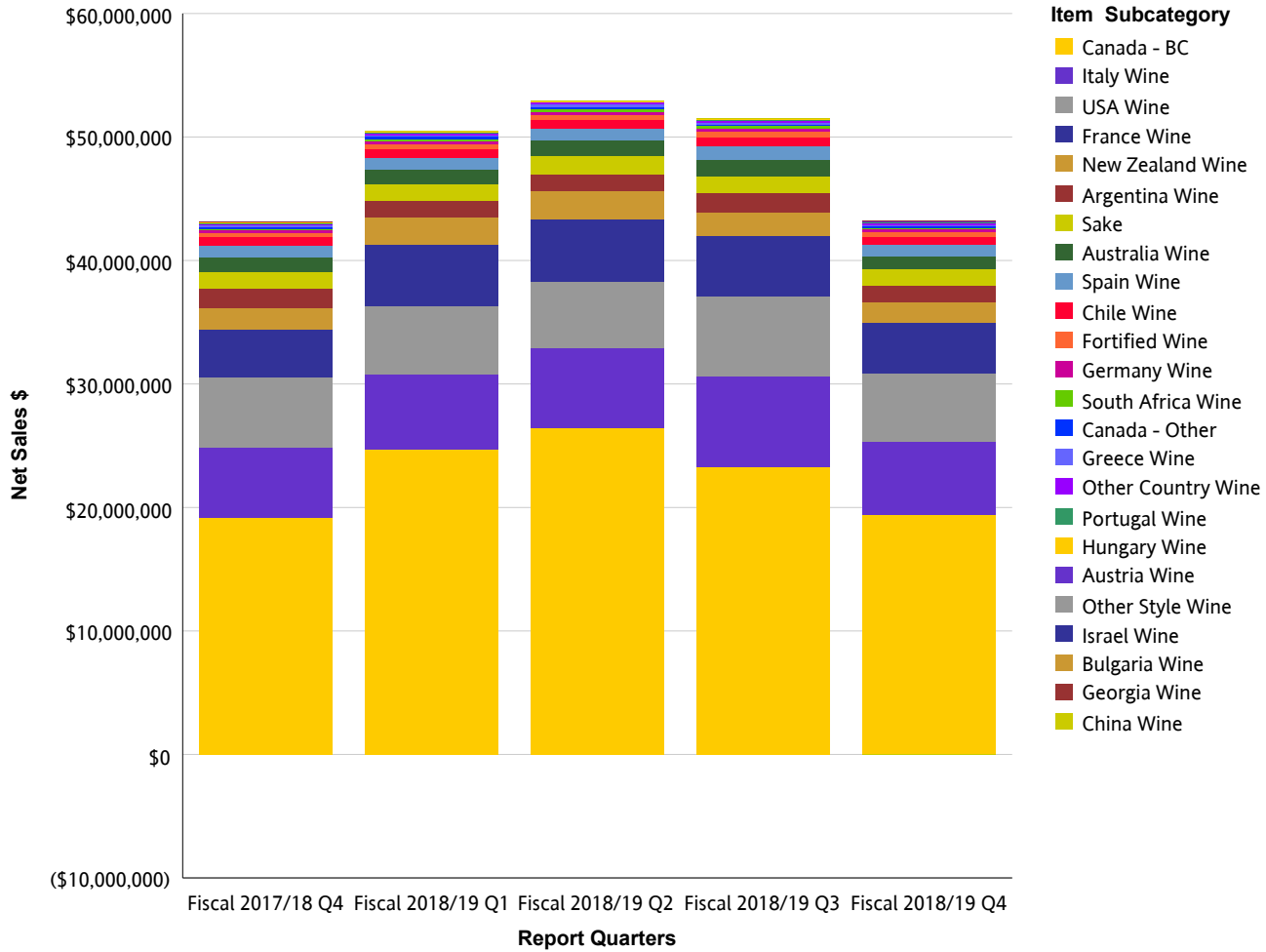
Spirits Sales (Litres)

Litres		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Other Spirits	Moonshine Spirits	47	46	120	43	43
	Ready to Mix Cocktails	13,535	17,185	16,960	13,602	12,559
	Ready to Serve Cocktails	103	118	155	157	110
	Schnapps and Akvavit	147	212	193	151	158
	Summary	17,462	22,285	22,282	19,246	17,153
Rum	Amber Rum	8,106	8,951	9,548	9,193	8,326
	Dark Rum	12,539	12,734	12,632	14,701	11,531
	Flavoured Rum	685	653	938	612	532
	Spiced Rum	26,328	24,991	25,744	32,004	25,131
	White Rum	38,233	49,268	51,293	44,474	37,903
	Summary	85,890	96,598	100,155	100,984	83,424
Tequila	Blanco/Silver Tequila	26,998	33,657	38,468	31,347	32,864
	Flavoured Tequila	275	394	382	304	405
	Gold Tequila	42,597	53,868	54,534	48,713	44,231
	Mezcal	2,323	2,495	2,460	2,726	2,762
	Summary	72,193	90,414	95,843	83,090	80,262
Vodka	Flavoured Vodka	20,242	24,032	23,324	20,872	21,926
	Straight Vodka	226,057	245,544	257,286	239,486	225,278
	Summary	246,298	269,576	280,610	260,358	247,204
Whisky	American Whiskey	15,031	12,935	12,971	14,027	13,041
	Blended Malt Scotch Whisky	99	119	150	122	75
	Blended Scotch Whisky	5,801	6,255	6,107	7,475	5,375
	Bourbon Whiskey	27,534	26,969	27,207	30,002	26,816
	Canadian Whisky	58,929	57,552	57,889	69,052	55,989
	Flavoured Whisky	41	68	36	71	43
	Irish Whiskey	32,573	28,248	28,370	31,860	32,158
	Other Country Whisky	728	895	1,026	1,034	1,000
	Single Malt Scotch Whisky	7,573	7,708	6,915	9,428	7,438

Spirits Sales (Litres)

Litres		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Whisky	Summary	148,309	140,748	140,672	163,071	141,934
Summary		809,159	883,678	917,272	894,055	812,736

Wine Sales (Net \$)



Wine Sales (Net \$)

Wine

Net Sales \$		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Argentina Wine	Argentina Red Wine	\$1,513,681	\$1,341,305	\$1,316,667	\$1,548,913	\$1,280,701
	Argentina Rose Wine	\$3,674	\$7,783	\$13,183	\$8,552	\$8,542
	Argentina Sparkling Wine	\$513	\$239	\$399	\$543	\$169
	Argentina White Wine	\$54,094	\$70,176	\$64,835	\$55,797	\$61,973
	Summary	\$1,571,961	\$1,419,504	\$1,395,083	\$1,613,805	\$1,351,385
Australia Wine	Australia Red Wine	\$886,038	\$823,052	\$815,713	\$971,442	\$775,573
	Australia Rose Wine	\$7,801	\$17,342	\$29,819	\$10,163	\$6,810
	Australia Sparkling Wine	\$33,516	\$44,517	\$52,314	\$57,985	\$44,069
	Australia White Wine	\$217,383	\$305,642	\$337,221	\$274,973	\$216,006
	Summary	\$1,144,738	\$1,190,552	\$1,235,067	\$1,314,563	\$1,042,458
Austria Wine	Austria Fruit and Dessert Wine	\$0	\$0	\$0	\$174	\$0
	Austria Red Wine	\$11,855	\$6,605	\$11,042	\$5,084	\$17,855
	Austria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Austria Sparkling Wine	\$0	\$0	\$324	\$0	\$0
	Austria White Wine	\$25,599	\$21,286	\$22,741	\$21,223	\$21,929
	Summary	\$37,453	\$27,892	\$34,107	\$26,481	\$39,783
Bulgaria Wine	Bulgaria Red Wine	\$107	\$1,272	\$252	\$201	\$342
	Bulgaria White Wine	\$0	\$0	\$0	\$0	\$148
	Summary	\$107	\$1,272	\$252	\$201	\$490
Canada - BC	Canada - BC Dessert Wine	\$19,710	\$17,147	\$20,162	\$14,378	\$11,523
	Canada - BC Fruit Wine	\$38,419	\$66,567	\$67,355	\$55,284	\$35,513
	Canada - BC Ice Wine	\$40,820	\$48,148	\$52,252	\$41,043	\$36,944
	Canada - BC Red Wine	\$10,057,422	\$10,909,923	\$11,263,599	\$12,024,569	\$10,155,443
	Canada - BC Rose Wine	\$299,701	\$1,197,944	\$1,321,112	\$379,953	\$451,087
	Canada - BC Sparkling Wine	\$534,664	\$750,214	\$871,387	\$715,874	\$530,006
	Canada - BC White Wine	\$8,208,866	\$11,727,990	\$12,818,488	\$10,023,652	\$8,204,081

Wine Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Canada - BC	Summary	\$19,199,604	\$24,717,932	\$26,414,354	\$23,254,753	\$19,424,597
Canada - Other	Canada - Other Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Canada - Other Fruit Wine	\$388	\$364	\$84	\$756	\$448
	Canada - Other Ice Wine	\$2,792	\$1,256	\$1,718	\$1,951	\$3,509
	Canada - Other Red Wine	\$6,173	\$8,176	\$6,136	\$4,027	\$1,752
	Canada - Other Rose Wine	\$0	\$54,487	\$87,544	\$0	\$0
	Canada - Other Sparkling Wine	\$92,406	\$128,576	\$115,090	\$130,286	\$107,131
	Canada - Other White Wine	\$5,046	\$6,684	\$6,199	\$3,429	\$2,186
	Summary	\$106,805	\$199,543	\$216,770	\$140,448	\$115,026
Chile Wine	Chile Fruit and Dessert Wine	\$1,435	\$989	\$1,254	\$973	\$1,504
	Chile Red Wine	\$450,330	\$388,122	\$371,005	\$456,422	\$381,599
	Chile Rose Wine	\$846	\$5,535	\$7,424	\$2,592	\$1,704
	Chile Sparkling Wine	\$1,462	\$8,255	\$9,974	\$2,989	\$1,980
	Chile White Wine	\$244,902	\$277,764	\$277,906	\$282,025	\$234,315
	Summary	\$698,974	\$680,665	\$667,564	\$745,001	\$621,101
China Wine	China Red Wine	\$0	\$20	\$413	\$429	(\$19)
	China White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$0	\$20	\$413	\$429	(\$19)
Fortified Wine	Other Fortified Domestic Wine	\$32,520	\$34,475	\$33,354	\$39,760	\$32,915
	Other Fortified Import Wine	\$81,046	\$91,838	\$102,275	\$98,290	\$91,506
	Port Wine	\$86,969	\$97,217	\$101,574	\$154,794	\$86,933
	Sherry Wine	\$20,936	\$20,862	\$22,110	\$27,887	\$31,123
	Vermouth Wine	\$100,321	\$120,979	\$114,376	\$108,379	\$122,170
	Summary	\$321,792	\$365,370	\$373,688	\$429,109	\$364,647
France Wine	France Champagne Wine	\$1,399,353	\$1,866,568	\$1,739,605	\$1,841,641	\$1,489,456
	France Fruit and Dessert Wine	\$8,849	\$1,513	\$1,682	\$14,843	\$1,657
	France Red Wine	\$1,331,978	\$1,199,438	\$1,311,559	\$1,657,661	\$1,477,491
	France Rose Wine	\$166,768	\$595,790	\$618,219	\$156,053	\$197,475

Wine Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
France Wine	France Sparkling Wine	\$147,788	\$170,374	\$190,132	\$214,554	\$142,287
	France White Wine	\$850,381	\$1,076,172	\$1,209,954	\$1,017,614	\$846,434
	Summary	\$3,905,116	\$4,909,855	\$5,071,151	\$4,902,365	\$4,154,801
Georgia Wine	Georgia Red Wine	\$33	\$367	\$18	\$420	\$636
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$33	\$367	\$18	\$420	\$636
Germany Wine	Germany Fruit and Dessert Wine	\$3,780	\$0	\$0	\$372	\$0
	Germany Red Wine	\$4,638	\$3,876	\$4,808	\$7,278	\$6,118
	Germany Rose Wine	\$0	\$463	\$711	\$0	\$463
	Germany Sparkling Wine	\$115,780	\$179,304	\$182,041	\$213,751	\$146,593
	Germany White Wine	\$87,670	\$90,797	\$87,658	\$70,127	\$69,466
	Summary	\$211,868	\$274,439	\$275,219	\$291,527	\$222,639
Greece Wine	Greece Red Wine	\$83,890	\$74,435	\$90,198	\$96,148	\$73,443
	Greece Rose Wine	\$0	\$863	\$2,398	\$1,055	\$192
	Greece White Wine	\$53,509	\$69,651	\$75,610	\$64,226	\$52,813
	Summary	\$137,400	\$144,949	\$168,207	\$161,429	\$126,448
Hungary Wine	Hungary Fruit and Dessert Wine	\$4,476	\$2,775	\$4,316	\$3,616	\$3,527
	Hungary Red Wine	\$1,097	\$1,719	\$757	\$396	\$289
	Hungary Sparkling Wine	\$9,742	\$13,901	\$15,590	\$20,030	\$18,517
	Hungary White Wine	\$11,651	\$15,007	\$13,079	\$13,196	\$13,902
	Summary	\$26,966	\$33,402	\$33,742	\$37,238	\$36,235
Israel Wine	Israel Red Wine	\$2,397	\$1,890	\$829	\$3,031	\$4,418
	Israel Rose Wine	\$432	\$544	\$863	\$272	\$0
	Israel White Wine	\$2,956	\$2,379	\$1,427	\$1,585	\$3,586
	Summary	\$5,785	\$4,812	\$3,119	\$4,888	\$8,004
Italy Wine	Italy Fruit and Dessert Wine	\$3,867	\$3,569	\$2,089	\$2,532	\$780
	Italy Red Wine	\$3,240,906	\$2,913,875	\$3,169,663	\$4,269,508	\$3,423,782
	Italy Rose Wine	\$19,421	\$77,599	\$116,688	\$34,039	\$48,217

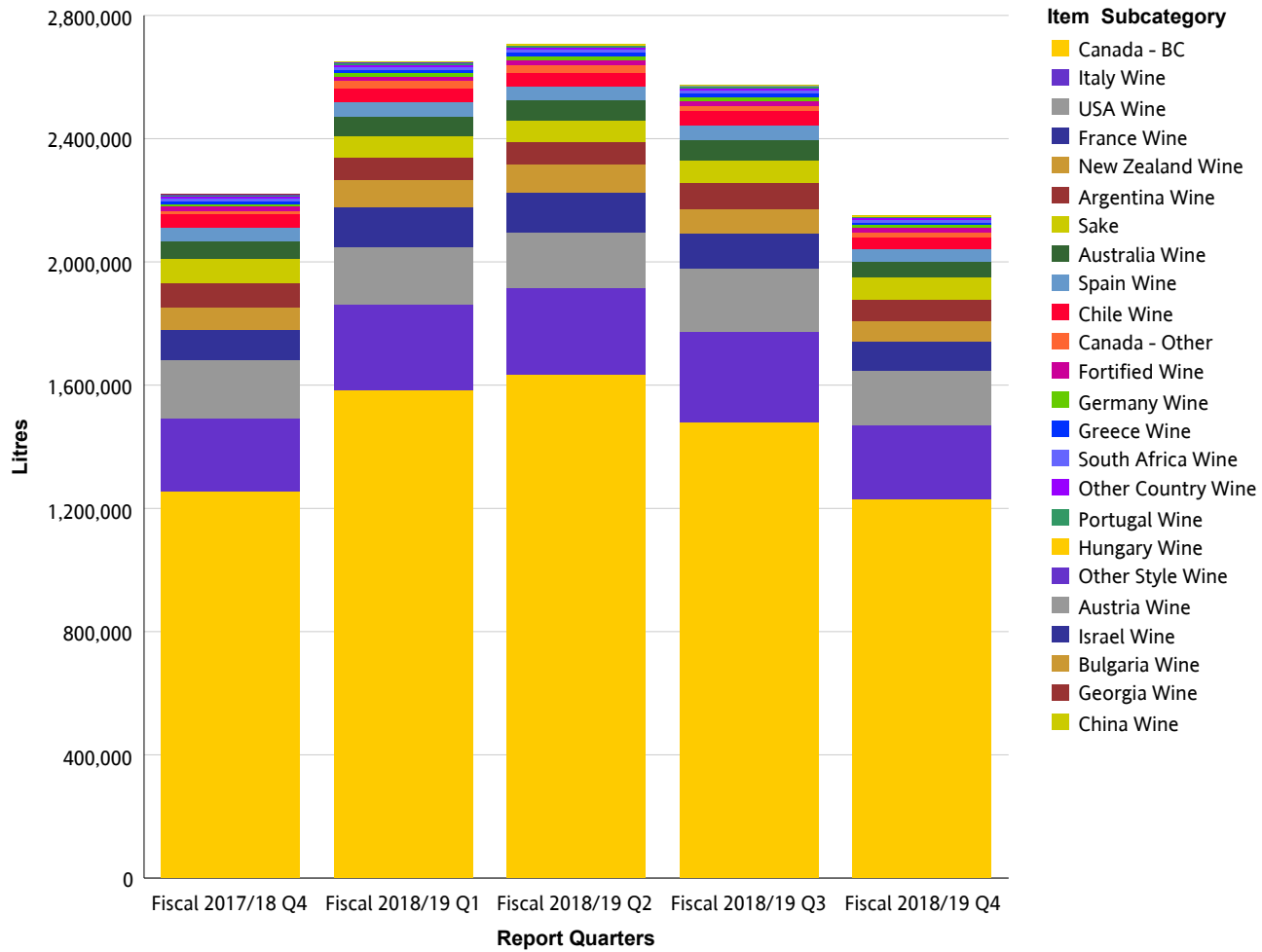
Wine Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Italy Wine	Italy Sparkling Wine	\$391,923	\$523,130	\$588,968	\$521,812	\$451,873
	Italy White Wine	\$1,395,359	\$1,714,217	\$1,773,840	\$1,675,179	\$1,316,687
	Prosecco Wine	\$651,491	\$846,153	\$886,349	\$873,323	\$714,525
	Summary	\$5,702,967	\$6,078,544	\$6,537,597	\$7,376,393	\$5,955,864
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$77,267	\$79,886	\$80,589	\$86,745	\$69,641
	New Zealand Rose Wine	\$16,578	\$45,235	\$50,092	\$19,016	\$15,132
	New Zealand Sparkling Wine	\$2,763	\$6,407	\$9,014	\$7,072	\$3,906
	New Zealand White Wine	\$1,634,067	\$2,074,015	\$2,106,171	\$1,771,643	\$1,533,932
	Summary	\$1,730,675	\$2,205,543	\$2,245,866	\$1,884,475	\$1,622,612
Other Country Wine	Other Country Fruit and Dessert Wine	\$86,843	\$92,447	\$97,708	\$89,157	\$85,990
	Other Country Red Wine	\$23,624	\$24,772	\$29,620	\$32,371	\$22,197
	Other Country Rose Wine	\$843	\$2,760	\$2,516	\$945	\$1,178
	Other Country Sparkling Wine	\$2,040	\$2,597	\$2,858	\$6,692	\$6,067
	Other Country White Wine	\$15,183	\$21,459	\$17,291	\$16,603	\$11,359
	Summary	\$128,533	\$144,035	\$149,993	\$145,767	\$126,791
Other Style Wine	Aperitif And Flavoured Wine	\$5,129	\$9,412	\$10,785	\$7,456	\$8,490
	Mead	\$586	\$1,549	\$1,316	\$586	\$94
	Rice Wine	\$11,939	\$14,881	\$12,756	\$13,802	\$11,819
	Summary	\$17,655	\$25,842	\$24,858	\$21,844	\$20,403
Portugal Wine	Portugal Fruit and Dessert Wine	\$3,511	\$402	\$1,352	\$1,638	\$100
	Portugal Red Wine	\$48,102	\$38,822	\$27,195	\$46,332	\$41,508
	Portugal Rose Wine	\$3,162	\$7,747	\$8,988	\$6,736	\$5,622
	Portugal Sparkling Wine	\$129	\$340	\$528	\$1,417	\$4,272
	Portugal White Wine	\$20,435	\$37,402	\$37,735	\$25,872	\$28,730
	Summary	\$75,339	\$84,713	\$75,798	\$81,995	\$80,232
Sake	Japan Sake	\$817,984	\$811,418	\$988,940	\$849,630	\$806,650
	Other Country Sake	\$33,682	\$34,228	\$31,944	\$34,864	\$34,305

Wine Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Sake	USA Sake	\$526,309	\$423,745	\$447,319	\$459,412	\$485,081
	Summary	\$1,377,975	\$1,269,390	\$1,468,204	\$1,343,906	\$1,326,036
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$0	\$0	\$32	\$0
	South Africa Red Wine	\$80,831	\$70,268	\$104,693	\$100,413	\$85,031
	South Africa Rose Wine	\$0	\$1,128	\$999	\$40	\$14
	South Africa Sparkling Wine	\$4,711	\$7,223	\$7,843	\$1,665	\$684
	South Africa White Wine	\$67,018	\$70,522	\$87,442	\$72,885	\$61,217
	Summary	\$152,560	\$149,142	\$200,977	\$175,035	\$146,946
Spain Wine	Spain Fruit and Dessert Wine	\$2,239	\$7,542	\$3,534	\$4,377	\$4,708
	Spain Red Wine	\$563,869	\$438,279	\$464,965	\$641,345	\$549,038
	Spain Rose Wine	\$26,938	\$78,289	\$100,881	\$21,173	\$23,713
	Spain Sparkling Wine	\$276,971	\$362,986	\$355,490	\$349,333	\$288,190
	Spain White Wine	\$83,840	\$96,468	\$101,803	\$77,791	\$90,769
	Summary	\$953,856	\$983,564	\$1,026,672	\$1,094,019	\$956,417
USA Wine	USA Fruit and Dessert Wine	\$1,477	\$316	\$1,055	\$316	\$0
	USA Red Wine	\$4,491,940	\$4,243,250	\$3,905,718	\$5,290,848	\$4,392,407
	USA Rose Wine	\$46,037	\$80,057	\$78,296	\$71,533	\$47,942
	USA Sparkling Wine	\$54,875	\$74,607	\$90,385	\$98,818	\$102,693
	USA White Wine	\$1,027,012	\$1,169,541	\$1,250,932	\$995,583	\$914,719
	Summary	\$5,621,340	\$5,567,771	\$5,326,385	\$6,457,098	\$5,457,760
Summary		\$43,129,503	\$50,479,121	\$52,945,103	\$51,503,192	\$43,201,291

Wine Sales (Litres)



Wine Sales (Litres)

Wine

Litres		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Argentina Wine	Argentina Red Wine	77,749	68,082	65,980	80,502	64,611
	Argentina Rose Wine	309	524	1,058	629	734
	Argentina Sparkling Wine	18	14	22	26	7
	Argentina White Wine	3,306	4,325	3,734	3,412	3,775
	Summary	81,382	72,945	70,794	84,569	69,126
Australia Wine	Australia Red Wine	41,509	40,091	38,574	44,652	34,983
	Australia Rose Wine	482	1,096	1,898	630	433
	Australia Sparkling Wine	1,920	2,642	3,066	3,577	2,562
	Australia White Wine	13,778	19,826	20,634	17,476	13,232
	Summary	57,688	63,655	64,173	66,334	51,210
Austria Wine	Austria Fruit and Dessert Wine	0	0	0	2	0
	Austria Red Wine	261	198	281	148	431
	Austria Rose Wine	0	0	0	0	0
	Austria Sparkling Wine	0	0	9	0	0
	Austria White Wine	776	714	607	657	620
	Summary	1,036	912	897	807	1,052
Bulgaria Wine	Bulgaria Red Wine	4	88	17	16	22
	Bulgaria White Wine	0	0	0	0	3
	Summary	4	88	17	16	25
Canada - BC	Canada - BC Dessert Wine	361	348	332	243	179
	Canada - BC Fruit Wine	1,799	3,034	3,152	2,642	1,604
	Canada - BC Ice Wine	377	553	629	380	350
	Canada - BC Red Wine	614,511	666,767	657,763	719,577	596,878
	Canada - BC Rose Wine	15,156	60,774	65,137	19,410	22,578
	Canada - BC Sparkling Wine	19,583	26,524	30,349	24,971	18,443
	Canada - BC White Wine	602,389	826,814	877,157	712,348	589,854

Wine Sales (Litres)

Litres		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Canada - BC	Summary	1,254,175	1,584,812	1,634,519	1,479,570	1,229,886
Canada - Other	Canada - Other Dessert Wine	0	0	0	0	0
	Canada - Other Fruit Wine	5	5	1	10	6
	Canada - Other Ice Wine	39	11	15	18	23
	Canada - Other Red Wine	410	612	502	245	141
	Canada - Other Rose Wine	0	7,648	12,288	0	0
	Canada - Other Sparkling Wine	11,013	15,310	13,932	15,455	12,376
	Canada - Other White Wine	347	482	527	237	174
	Summary	11,814	24,067	27,265	15,965	12,721
Chile Wine	Chile Fruit and Dessert Wine	33	23	30	22	34
	Chile Red Wine	26,394	23,544	22,398	27,506	23,074
	Chile Rose Wine	68	452	580	192	134
	Chile Sparkling Wine	44	311	397	123	82
	Chile White Wine	16,896	19,597	19,287	19,538	16,395
	Summary	43,434	43,928	42,692	47,382	39,719
China Wine	China Red Wine	0	1	5	7	0
	China White Wine	0	0	0	0	0
	Summary	0	1	5	7	0
Fortified Wine	Other Fortified Domestic Wine	1,760	1,951	1,953	2,245	1,679
	Other Fortified Import Wine	3,133	3,672	3,828	3,726	3,597
	Port Wine	1,675	1,838	1,965	2,858	1,824
	Sherry Wine	641	626	666	803	855
	Vermouth Wine	6,236	7,262	7,106	6,926	7,528
	Summary	13,444	15,349	15,518	16,558	15,483
France Wine	France Champagne Wine	11,165	13,308	14,201	14,784	11,352
	France Fruit and Dessert Wine	43	23	28	200	28
	France Red Wine	42,897	40,754	38,969	49,433	40,810
	France Rose Wine	8,233	26,980	28,346	7,682	9,357

Wine Sales (Litres)

Litres		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
France Wine	France Sparkling Wine	6,733	7,976	8,664	9,189	6,252
	France White Wine	30,343	38,552	38,748	32,693	28,992
	Summary	99,415	127,593	128,956	113,981	96,792
Georgia Wine	Georgia Red Wine	2	16	1	10	20
	Georgia White Wine	0	0	0	0	0
	Summary	2	16	1	10	20
Germany Wine	Germany Fruit and Dessert Wine	2	0	0	18	0
	Germany Red Wine	130	108	120	199	166
	Germany Rose Wine	0	27	36	0	27
	Germany Sparkling Wine	5,422	8,207	8,253	9,991	6,746
	Germany White Wine	3,354	3,813	3,817	2,838	2,462
	Summary	8,909	12,155	12,226	13,045	9,402
Greece Wine	Greece Red Wine	5,582	4,984	5,841	6,161	4,447
	Greece Rose Wine	0	40	112	50	9
	Greece White Wine	3,849	4,768	5,276	4,356	3,500
	Summary	9,431	9,792	11,229	10,567	7,956
Hungary Wine	Hungary Fruit and Dessert Wine	61	33	60	42	52
	Hungary Red Wine	68	107	47	26	17
	Hungary Sparkling Wine	585	853	980	1,198	1,068
	Hungary White Wine	824	1,066	940	823	866
	Summary	1,538	2,058	2,028	2,089	2,004
Israel Wine	Israel Red Wine	104	80	34	124	170
	Israel Rose Wine	20	26	40	12	0
	Israel White Wine	130	105	63	64	138
	Summary	254	211	137	200	308
Italy Wine	Italy Fruit and Dessert Wine	42	35	23	31	11
	Italy Red Wine	111,226	110,878	109,947	137,696	114,396
	Italy Rose Wine	802	3,216	4,904	1,417	1,880

Wine Sales (Litres)

Litres		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Italy Wine	Italy Sparkling Wine	19,982	27,011	29,767	25,978	22,366
	Italy White Wine	77,215	98,215	99,205	91,728	72,365
	Prosecco Wine	28,852	37,217	37,764	37,429	30,235
	Summary	238,120	276,572	281,610	294,280	241,253
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	2,266	2,482	2,419	2,722	2,027
	New Zealand Rose Wine	669	1,858	2,044	798	610
	New Zealand Sparkling Wine	93	229	309	239	126
	New Zealand White Wine	66,758	86,695	87,976	74,997	63,017
	Summary	69,786	91,263	92,749	78,756	65,780
Other Country Wine	Other Country Fruit and Dessert Wine	4,571	5,284	5,232	4,878	4,615
	Other Country Red Wine	742	852	970	1,028	741
	Other Country Rose Wine	32	100	86	32	40
	Other Country Sparkling Wine	65	80	78	152	166
	Other Country White Wine	562	743	584	536	354
	Summary	5,972	7,058	6,949	6,626	5,916
Other Style Wine	Aperitif And Flavoured Wine	264	456	686	406	470
	Mead	58	135	122	58	4
	Rice Wine	666	928	976	1,004	802
	Summary	989	1,520	1,785	1,468	1,276
Portugal Wine	Portugal Fruit and Dessert Wine	34	5	15	21	1
	Portugal Red Wine	2,421	1,951	1,276	2,086	1,851
	Portugal Rose Wine	227	560	560	381	379
	Portugal Sparkling Wine	4	10	14	64	169
	Portugal White Wine	1,170	2,143	2,236	1,497	1,576
	Summary	3,856	4,668	4,101	4,049	3,976
Sake	Japan Sake	19,493	19,245	22,086	20,006	18,988
	Other Country Sake	1,446	1,679	1,673	1,794	1,841

Wine Sales (Litres)

Litres		Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4
Sake	USA Sake	56,411	46,078	47,403	50,351	52,327
	Summary	77,350	67,002	71,162	72,151	73,156
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	0	0
	South Africa Red Wine	4,528	3,986	6,170	5,846	4,958
	South Africa Rose Wine	0	63	66	4	1
	South Africa Sparkling Wine	256	387	386	88	18
	South Africa White Wine	3,834	4,233	5,308	4,315	3,751
	Summary	8,618	8,669	11,929	10,254	8,727
Spain Wine	Spain Fruit and Dessert Wine	55	126	68	88	112
	Spain Red Wine	23,623	19,750	18,650	26,307	22,044
	Spain Rose Wine	1,421	4,364	5,611	1,354	1,316
	Spain Sparkling Wine	14,086	18,210	17,271	17,036	13,850
	Spain White Wine	3,802	4,747	4,551	3,479	3,771
	Summary	42,988	47,196	46,150	48,265	41,092
USA Wine	USA Fruit and Dessert Wine	126	27	90	27	0
	USA Red Wine	140,358	130,144	118,248	155,278	130,184
	USA Rose Wine	4,232	5,520	5,787	4,339	3,230
	USA Sparkling Wine	2,304	3,265	3,778	3,963	3,694
	USA White Wine	42,473	48,714	52,146	41,972	37,176
	Summary	189,494	187,670	180,048	205,579	174,284
Summary		2,219,699	2,649,200	2,706,941	2,572,530	2,151,162

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.