

Hospitality Liquor Market Review

Fiscal 2019/20 Q1

June 2019



**LIQUOR
DISTRIBUTION
BRANCH**

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Introduction

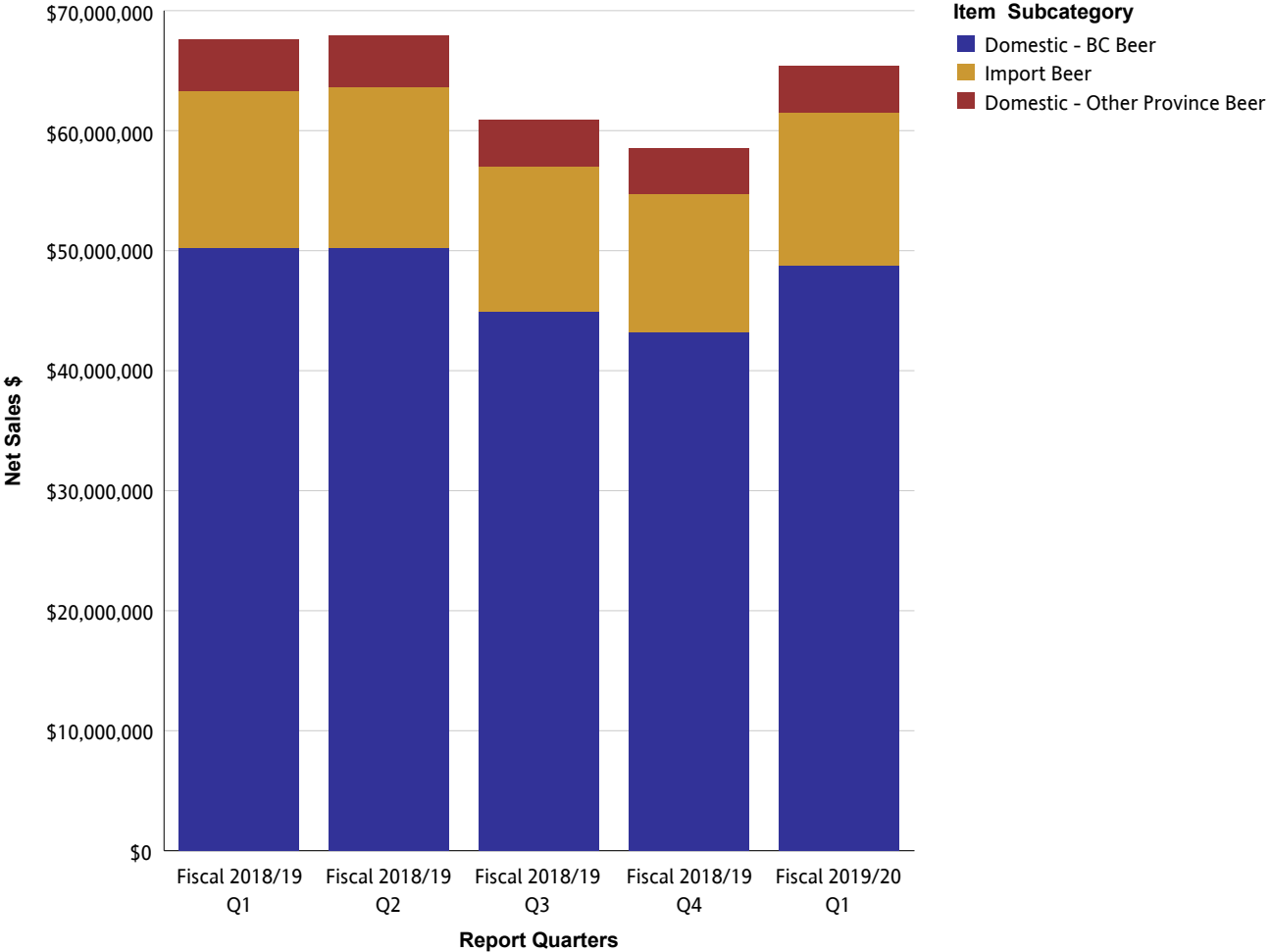
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer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

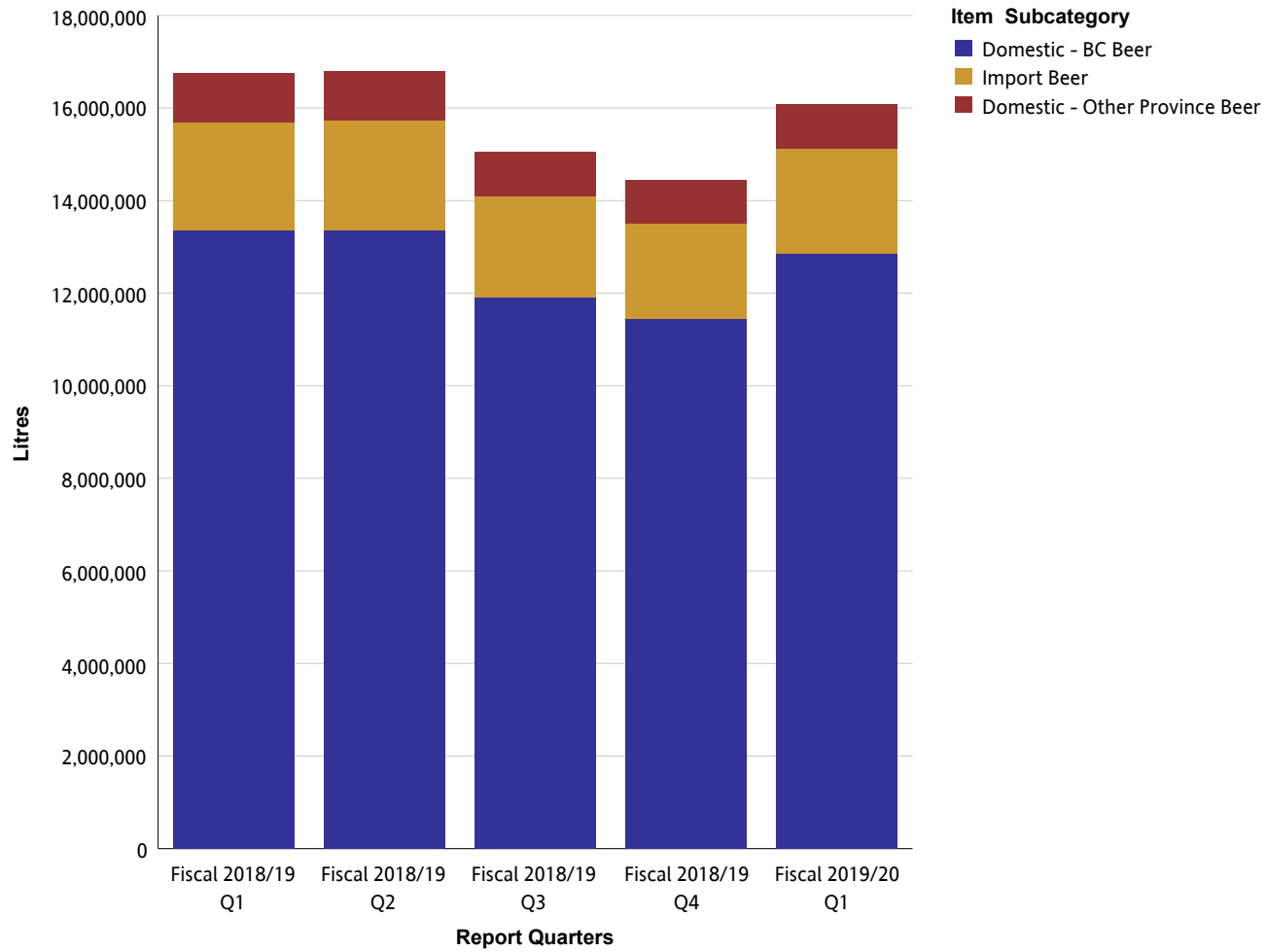


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1
Domestic - BC Beer	Domestic - BC Commercial Beer	\$27,776,631	\$26,546,584	\$25,192,066	\$22,943,628	\$24,877,516
	Domestic - BC Micro Brew Beer	\$12,664,162	\$13,665,846	\$11,255,023	\$12,005,368	\$13,761,662
	Domestic - BC Regional Beer	\$9,777,763	\$9,983,684	\$8,455,724	\$8,220,403	\$10,117,871
	Summary	\$50,218,556	\$50,196,114	\$44,902,813	\$43,169,399	\$48,757,049
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$3,310,644	\$3,311,290	\$2,964,640	\$2,929,516	\$3,030,352
	Domestic - Other Province Micro Brew Beer	\$76,658	\$100,290	\$74,012	\$94,633	\$97,576
	Domestic - Other Province Regional Beer	\$886,685	\$842,888	\$803,285	\$767,193	\$771,713
	Summary	\$4,273,987	\$4,254,468	\$3,841,937	\$3,791,342	\$3,899,641
Import Beer	Asia And South Pacific Beer	\$1,132,471	\$1,301,152	\$1,091,360	\$1,103,202	\$1,202,101
	Europe Beer	\$7,481,260	\$7,439,996	\$7,333,191	\$7,049,144	\$7,009,703
	Mexico And Caribbean Beer	\$3,257,905	\$3,578,344	\$2,627,755	\$2,514,982	\$3,452,139
	Other Country Beer	\$32,315	\$36,822	\$26,103	\$17,023	\$18,772
	USA Beer	\$1,161,938	\$1,110,471	\$1,044,481	\$886,446	\$1,052,736
	Summary	\$13,065,890	\$13,466,785	\$12,122,890	\$11,570,797	\$12,735,452
Summary		\$67,558,432	\$67,917,366	\$60,867,640	\$58,531,538	\$65,392,142

Beer Sales (Litres)

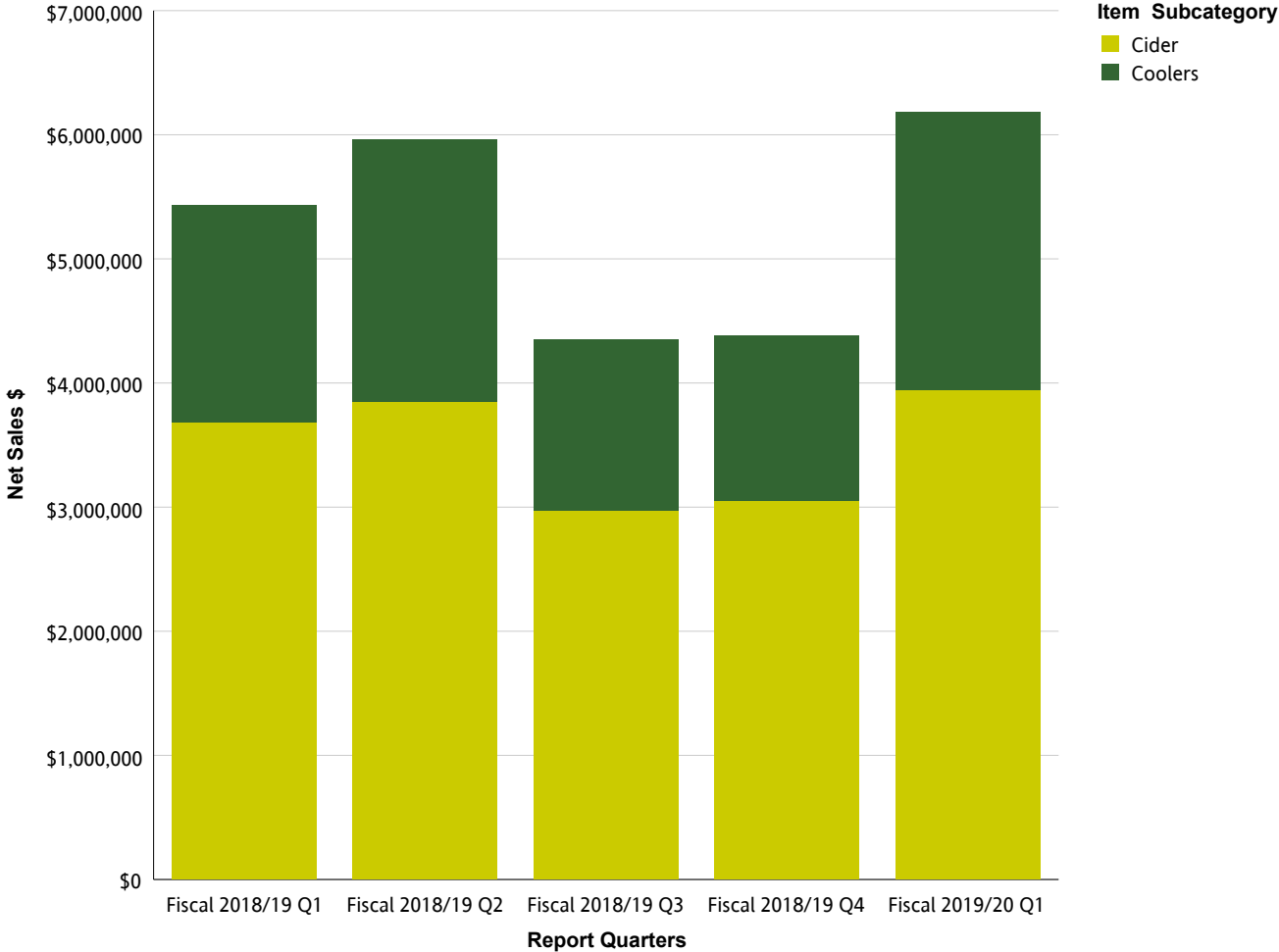


Beer Sales (Litres)

Beer

Litres		Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1
Domestic - BC Beer	Domestic - BC Commercial Beer	7,212,739	6,877,070	6,525,359	5,909,404	6,351,907
	Domestic - BC Micro Brew Beer	3,320,747	3,601,147	2,948,846	3,167,933	3,613,343
	Domestic - BC Regional Beer	2,830,387	2,877,212	2,445,451	2,368,101	2,891,011
	Summary	13,363,874	13,355,428	11,919,656	11,445,439	12,856,261
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	785,664	783,388	697,715	685,678	712,844
	Domestic - Other Province Micro Brew Beer	11,102	13,411	9,993	13,209	13,142
	Domestic - Other Province Regional Beer	269,537	257,064	252,616	232,817	240,254
	Summary	1,066,303	1,053,863	960,325	931,704	966,241
Import Beer	Asia And South Pacific Beer	188,519	217,934	182,860	180,034	196,065
	Europe Beer	1,373,058	1,357,440	1,351,478	1,297,113	1,280,371
	Mexico And Caribbean Beer	531,180	580,101	422,400	402,931	566,211
	Other Country Beer	5,775	6,675	4,536	2,731	3,105
	USA Beer	232,909	219,529	211,678	180,879	213,908
	Summary	2,331,441	2,381,679	2,172,952	2,063,688	2,259,661
Summary		16,761,618	16,790,970	15,052,933	14,440,831	16,082,162

Refreshment Beverages Sales (Net \$)

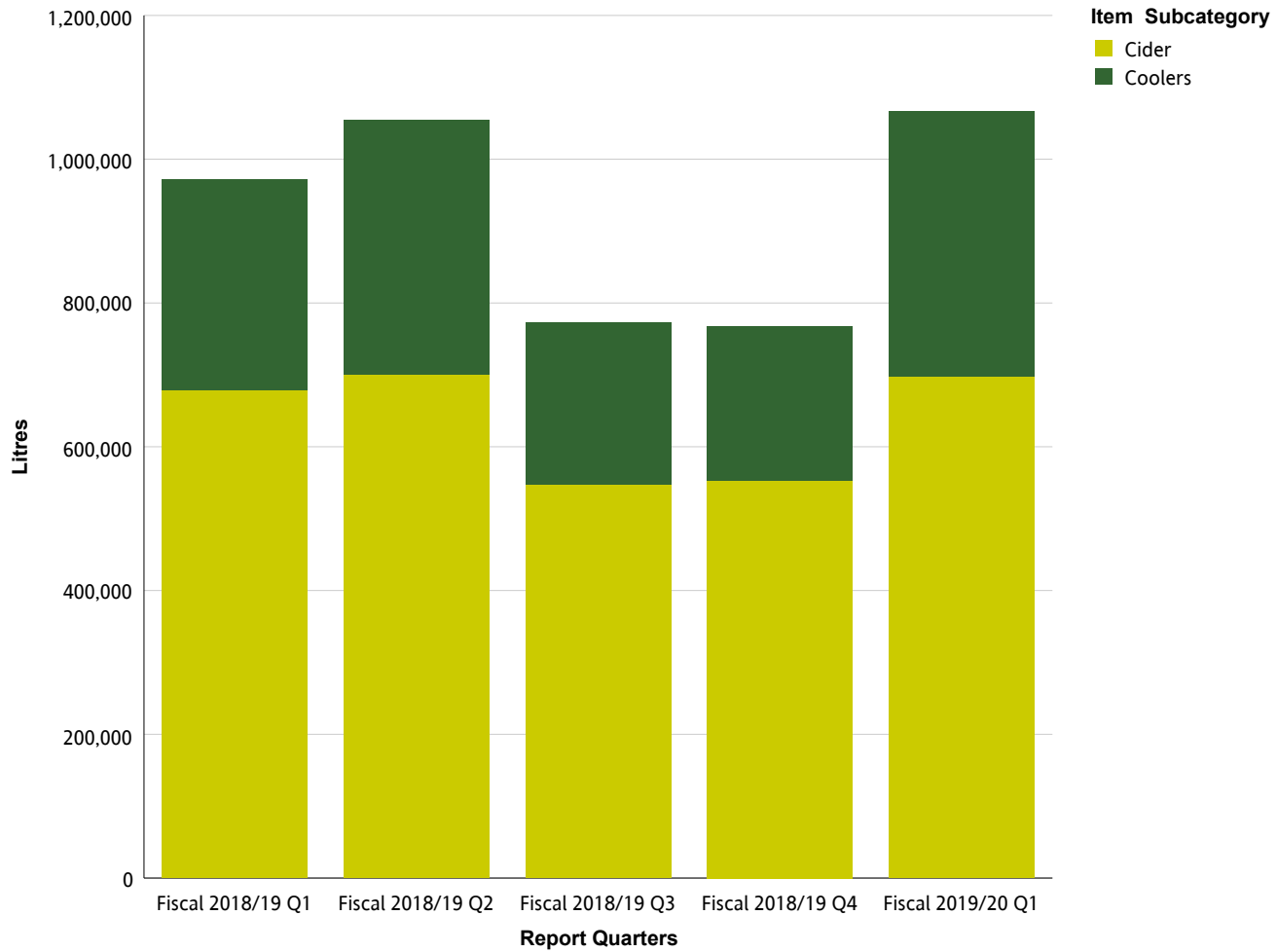


Refreshment Beverages Sales (Net \$)

Refreshment Beverages

Net Sales \$		Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1
Cider	Domestic Cider	\$2,211,080	\$2,432,000	\$1,773,288	\$1,884,684	\$2,579,931
	Import Cider	\$1,477,419	\$1,418,676	\$1,199,960	\$1,165,510	\$1,364,268
	Summary	\$3,688,499	\$3,850,676	\$2,973,248	\$3,050,194	\$3,944,199
Coolers	Malt-Based Coolers	\$83,065	\$61,935	\$36,190	\$32,105	\$46,991
	Spirit Coolers	\$1,580,122	\$1,966,108	\$1,289,062	\$1,245,620	\$2,116,532
	Wine/Fruit Coolers	\$82,850	\$83,300	\$50,914	\$56,801	\$76,689
	Summary	\$1,746,037	\$2,111,343	\$1,376,166	\$1,334,527	\$2,240,212
Summary		\$5,434,536	\$5,962,020	\$4,349,414	\$4,384,721	\$6,184,411

Refreshment Beverages Sales (Litres)

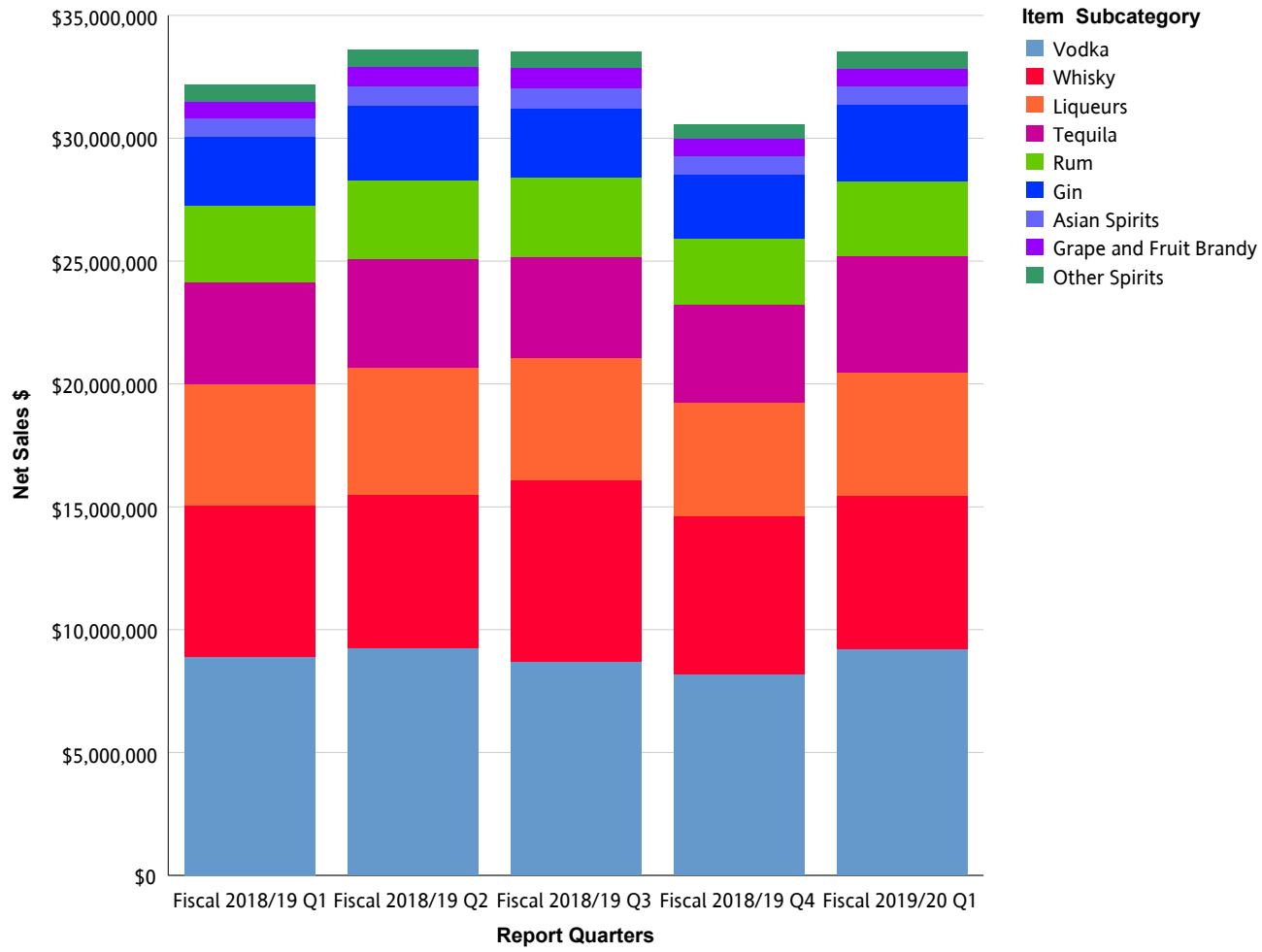


Refreshment Beverages Sales (Litres)

Refreshment Beverages

Litres		Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1
Cider	Domestic Cider	408,955	441,610	326,040	338,221	445,753
	Import Cider	270,298	259,217	222,278	214,410	251,835
	Summary	679,253	700,826	548,318	552,630	697,587
Coolers	Malt-Based Coolers	14,138	10,384	6,028	5,393	8,464
	Spirit Coolers	268,088	332,859	212,599	201,809	352,053
	Wine/Fruit Coolers	10,388	10,759	6,258	6,777	9,108
	Summary	292,613	354,002	224,885	213,979	369,625
Summary		971,867	1,054,828	773,203	766,609	1,067,212

Spirits Sales (Net \$)



Spirits Sales (Net \$)

Spirits

Net Sales \$		Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1
Asian Spirits	China Spirits	\$46,337	\$105,422	\$90,919	\$83,082	\$66,280
	Korea Spirits	\$632,104	\$634,769	\$687,036	\$612,875	\$646,267
	Other Country Asian Spirits	\$50,151	\$46,605	\$40,062	\$46,647	\$36,720
	Summary	\$728,592	\$786,796	\$818,017	\$742,604	\$749,268
Gin	Dry Gin	\$2,748,985	\$2,918,836	\$2,733,972	\$2,528,166	\$2,984,646
	Flavoured Gin	\$67,506	\$76,962	\$47,092	\$52,883	\$87,169
	Other Gin	\$22,276	\$34,866	\$28,837	\$34,373	\$40,299
	Summary	\$2,838,767	\$3,030,664	\$2,809,900	\$2,615,423	\$3,112,114
Grape and Fruit Brandy	Armagnac	\$3,582	\$7,424	\$37,756	\$8,396	\$4,599
	Brandy	\$153,270	\$165,554	\$151,963	\$151,047	\$154,059
	Cognac	\$383,658	\$472,304	\$495,520	\$421,383	\$447,672
	Eau de Vie	\$30,981	\$36,564	\$36,777	\$35,067	\$28,670
	Grappa And Marc	\$25,995	\$18,278	\$31,798	\$22,089	\$19,631
	Pisco	\$58,654	\$64,095	\$55,568	\$60,167	\$69,484
	Summary	\$656,140	\$764,219	\$809,382	\$698,149	\$724,114
Liqueurs	Anise And Herbal/Spice Liqueurs	\$1,737,518	\$1,820,897	\$1,869,487	\$1,802,465	\$1,896,529
	Coffee And Cocoa Liqueurs	\$328,941	\$341,655	\$380,230	\$320,658	\$313,718
	Cream/Dairy Liqueurs	\$495,653	\$574,019	\$612,560	\$472,902	\$499,695
	Fruit Liqueurs	\$1,674,703	\$1,741,251	\$1,427,254	\$1,343,165	\$1,663,801
	Nut Liqueurs	\$272,649	\$292,249	\$270,776	\$249,739	\$258,855
	Other Liqueurs	\$242,002	\$258,396	\$271,657	\$256,308	\$257,425
	Whiskey Liqueurs	\$175,994	\$159,585	\$177,608	\$173,709	\$152,786
	Summary	\$4,927,461	\$5,188,052	\$5,009,572	\$4,618,946	\$5,042,809
Other Spirits	Cachaca	\$24,360	\$28,878	\$16,692	\$18,578	\$23,244
	Flavoured Spirits	\$170,458	\$151,292	\$194,514	\$134,668	\$170,294
	Miscellaneous/Other Spirits	\$75,821	\$95,059	\$94,365	\$97,590	\$105,343

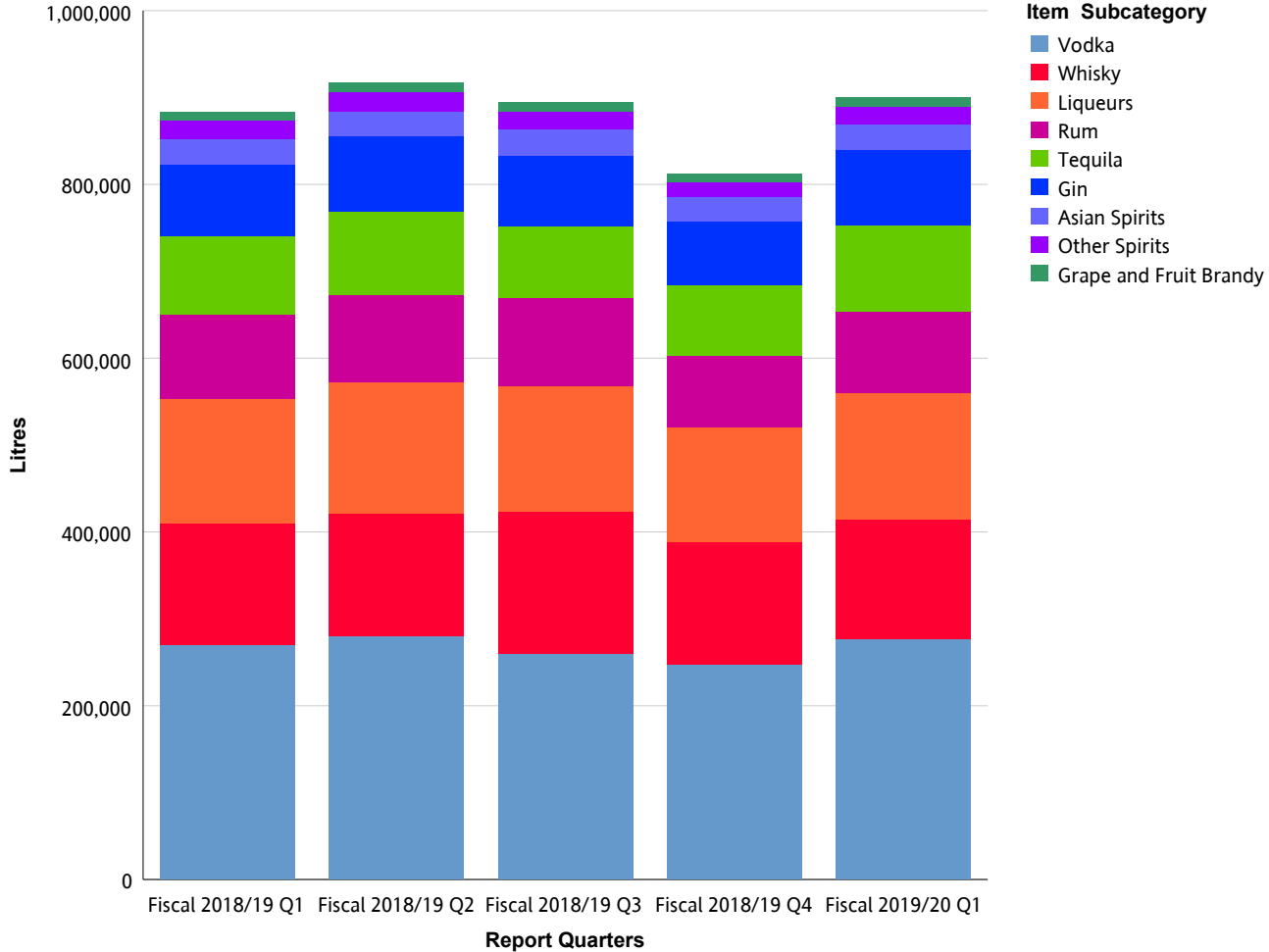
Spirits Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1
Other Spirits	Moonshine Spirits	\$2,113	\$4,694	\$1,946	\$1,830	\$7,793
	Ready to Mix Cocktails	\$423,507	\$416,977	\$339,018	\$312,628	\$382,213
	Ready to Serve Cocktails	\$3,835	\$4,740	\$5,020	\$4,037	\$4,937
	Schnapps and Akvavit	\$10,672	\$9,145	\$7,197	\$7,314	\$9,662
	Summary	\$710,767	\$710,786	\$658,752	\$576,646	\$703,486
Rum	Amber Rum	\$316,193	\$340,012	\$340,118	\$303,476	\$381,625
	Dark Rum	\$426,150	\$427,551	\$488,090	\$395,212	\$407,090
	Flavoured Rum	\$19,904	\$28,619	\$18,932	\$16,626	\$19,254
	Spiced Rum	\$850,461	\$875,016	\$1,077,478	\$859,945	\$849,821
	White Rum	\$1,480,938	\$1,537,063	\$1,321,234	\$1,128,902	\$1,384,622
	Summary	\$3,093,646	\$3,208,261	\$3,245,851	\$2,704,161	\$3,042,413
Tequila	Blanco/Silver Tequila	\$1,553,377	\$1,787,311	\$1,562,422	\$1,622,197	\$2,044,737
	Flavoured Tequila	\$24,381	\$20,447	\$15,401	\$19,384	\$25,382
	Gold Tequila	\$2,394,907	\$2,418,387	\$2,315,964	\$2,125,063	\$2,419,196
	Mezcal	\$192,687	\$192,822	\$205,833	\$210,161	\$221,296
	Summary	\$4,165,352	\$4,418,967	\$4,099,621	\$3,976,804	\$4,710,611
Vodka	Flavoured Vodka	\$826,261	\$795,653	\$742,060	\$761,408	\$1,045,006
	Straight Vodka	\$8,062,355	\$8,464,843	\$7,938,869	\$7,413,828	\$8,176,938
	Summary	\$8,888,616	\$9,260,495	\$8,680,928	\$8,175,236	\$9,221,944
Whisky	American Whiskey	\$538,995	\$565,723	\$622,676	\$574,231	\$578,841
	Blended Malt Scotch Whisky	\$10,838	\$13,089	\$15,642	\$8,800	\$10,086
	Blended Scotch Whisky	\$352,276	\$351,587	\$407,103	\$304,868	\$376,635
	Bourbon Whiskey	\$1,297,893	\$1,344,510	\$1,502,492	\$1,346,603	\$1,192,096
	Canadian Whisky	\$1,829,167	\$1,849,187	\$2,211,429	\$1,807,428	\$1,843,337
	Flavoured Whisky	\$1,922	\$1,008	\$2,354	\$1,294	\$9,688
	Irish Whiskey	\$1,200,566	\$1,212,604	\$1,357,831	\$1,413,220	\$1,275,860
	Other Country Whisky	\$96,149	\$116,872	\$141,150	\$101,532	\$134,629
	Single Malt Scotch Whisky	\$847,446	\$773,143	\$1,119,641	\$891,225	\$806,083

Spirits Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1
Whisky	Summary	\$6,175,253	\$6,227,723	\$7,380,318	\$6,449,202	\$6,227,254
Summary		\$32,184,593	\$33,595,963	\$33,512,342	\$30,557,171	\$33,534,014

Spirits Sales (Litres)



Spirits Sales (Litres)

Spirits

Litres		Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1
Asian Spirits	China Spirits	900	1,055	1,294	950	1,033
	Korea Spirits	26,982	27,140	29,323	26,227	27,078
	Other Country Asian Spirits	1,085	997	824	959	814
	Summary	28,968	29,191	31,442	28,136	28,925
Gin	Dry Gin	79,870	84,147	78,926	71,726	84,815
	Flavoured Gin	1,792	2,052	1,144	1,267	2,144
	Other Gin	384	589	479	543	688
	Summary	82,046	86,788	80,549	73,535	87,647
Grape and Fruit Brandy	Armagnac	33	50	90	55	31
	Brandy	4,805	5,131	4,712	4,712	4,782
	Cognac	2,814	3,408	3,769	3,089	3,545
	Eau de Vie	462	546	545	439	422
	Grappa And Marc	331	289	352	284	274
	Pisco	1,183	1,319	1,110	1,185	1,409
	Summary	9,629	10,744	10,578	9,764	10,463
Liqueurs	Anise And Herbal/Spice Liqueurs	44,314	46,362	47,570	45,273	48,598
	Coffee And Cocoa Liqueurs	10,728	11,094	12,501	10,474	10,148
	Cream/Dairy Liqueurs	14,362	16,428	18,543	13,945	14,478
	Fruit Liqueurs	53,520	55,646	44,302	41,693	52,455
	Nut Liqueurs	8,716	9,393	8,588	7,751	8,305
	Other Liqueurs	7,504	8,172	8,885	8,076	7,706
	Whiskey Liqueurs	4,270	3,888	4,348	4,189	3,657
	Summary	143,414	150,984	144,737	131,401	145,346
Other Spirits	Cachaca	580	679	396	455	539
	Flavoured Spirits	2,768	2,498	3,188	2,156	2,786
	Miscellaneous/Other Spirits	1,376	1,677	1,711	1,687	1,943

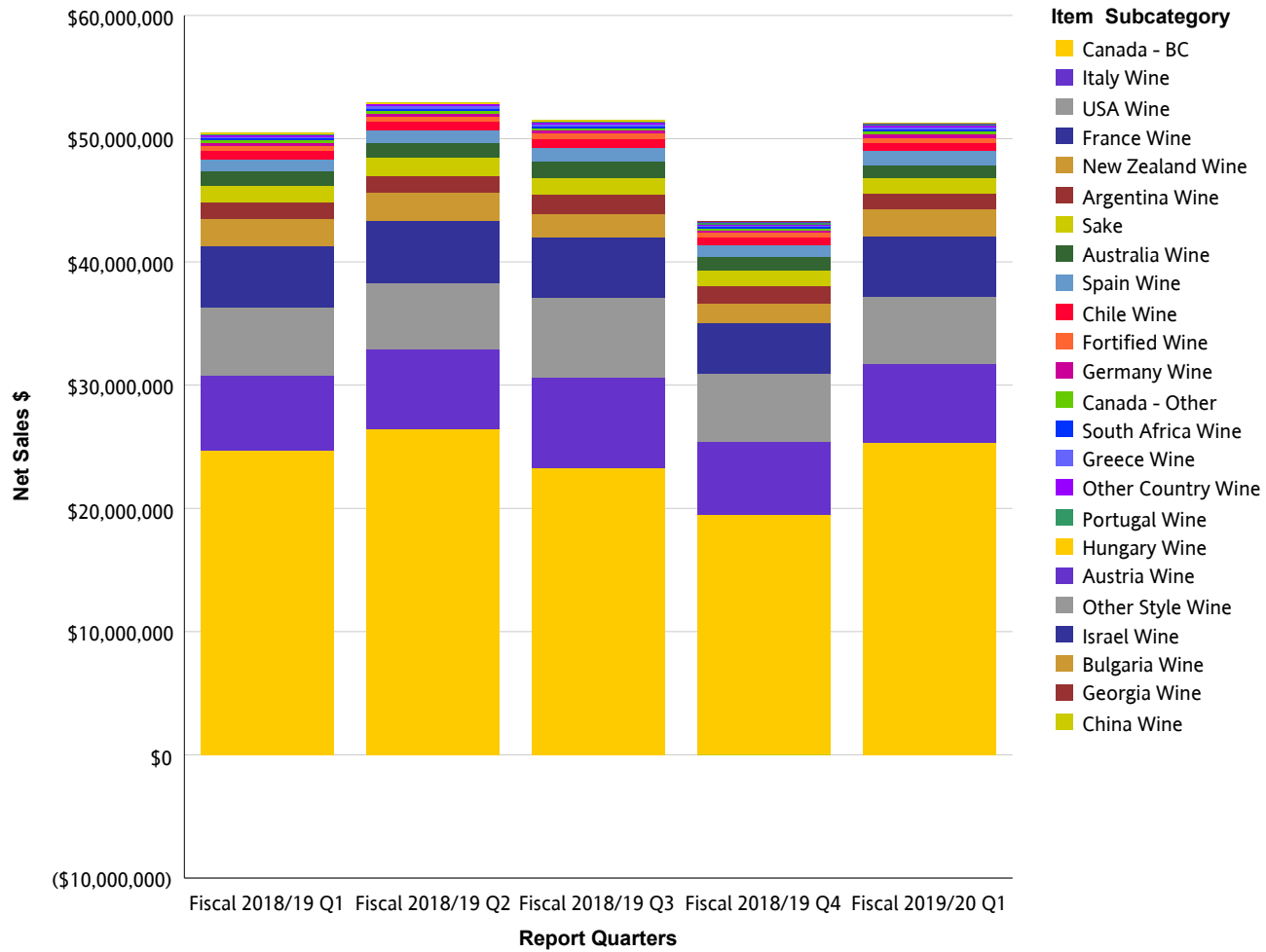
Spirits Sales (Litres)

Litres		Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1
Other Spirits	Moonshine Spirits	46	120	43	43	146
	Ready to Mix Cocktails	17,185	16,960	13,602	12,559	15,092
	Ready to Serve Cocktails	118	155	157	110	146
	Schnapps and Akvavit	212	193	151	158	198
	Summary	22,285	22,282	19,246	17,167	20,851
Rum	Amber Rum	8,951	9,548	9,193	8,326	10,429
	Dark Rum	12,734	12,632	14,701	11,531	11,807
	Flavoured Rum	653	938	612	532	650
	Spiced Rum	24,991	25,744	32,004	25,131	24,677
	White Rum	49,268	51,293	44,474	37,903	46,238
	Summary	96,598	100,155	100,984	83,424	93,801
Tequila	Blanco/Silver Tequila	33,657	38,468	31,347	32,864	42,723
	Flavoured Tequila	394	382	304	405	527
	Gold Tequila	53,868	54,534	48,713	44,231	52,688
	Mezcal	2,495	2,460	2,726	2,762	2,887
	Summary	90,414	95,843	83,090	80,262	98,824
Vodka	Flavoured Vodka	24,021	23,324	20,872	21,926	29,607
	Straight Vodka	245,525	257,286	239,486	224,889	247,802
	Summary	269,546	280,610	260,358	246,815	277,409
Whisky	American Whiskey	12,935	12,971	14,027	13,041	12,852
	Blended Malt Scotch Whisky	119	150	122	75	103
	Blended Scotch Whisky	6,255	6,107	7,475	5,375	6,644
	Bourbon Whiskey	26,969	27,207	30,002	26,816	23,844
	Canadian Whisky	57,552	57,889	69,052	55,989	56,351
	Flavoured Whisky	68	36	71	43	274
	Irish Whiskey	28,248	28,370	31,860	32,158	28,565
	Other Country Whisky	895	1,026	1,034	1,000	1,228
	Single Malt Scotch Whisky	7,708	6,915	9,428	7,438	7,192

Spirits Sales (Litres)

Litres		Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1
Whisky	Summary	140,748	140,672	163,071	141,934	137,054
Summary		883,648	917,270	894,055	812,439	900,319

Wine Sales (Net \$)



Wine Sales (Net \$)

Wine

Net Sales \$		Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1
Argentina Wine	Argentina Red Wine	\$1,341,305	\$1,316,667	\$1,548,913	\$1,280,701	\$1,167,131
	Argentina Rose Wine	\$7,783	\$13,183	\$8,552	\$8,542	\$14,313
	Argentina Sparkling Wine	\$239	\$399	\$543	\$169	\$1,076
	Argentina White Wine	\$70,176	\$64,835	\$55,797	\$61,973	\$75,972
	Summary	\$1,419,504	\$1,395,083	\$1,613,805	\$1,351,385	\$1,258,491
Australia Wine	Australia Red Wine	\$823,052	\$815,713	\$971,442	\$775,573	\$684,323
	Australia Rose Wine	\$17,342	\$29,819	\$10,163	\$6,810	\$18,478
	Australia Sparkling Wine	\$44,517	\$52,314	\$57,985	\$44,069	\$60,635
	Australia White Wine	\$305,642	\$337,221	\$274,973	\$216,006	\$285,321
	Summary	\$1,190,552	\$1,235,067	\$1,314,563	\$1,042,458	\$1,048,757
Austria Wine	Austria Fruit and Dessert Wine	\$0	\$0	\$174	\$0	\$0
	Austria Red Wine	\$6,605	\$11,042	\$5,084	\$17,855	\$10,985
	Austria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Austria Sparkling Wine	\$0	\$324	\$0	\$0	\$891
	Austria White Wine	\$21,286	\$22,741	\$21,223	\$21,929	\$22,955
	Summary	\$27,892	\$34,107	\$26,481	\$39,783	\$34,831
Bulgaria Wine	Bulgaria Red Wine	\$1,272	\$252	\$201	\$342	\$358
	Bulgaria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$0	\$0	\$0	\$148	\$0
	Summary	\$1,272	\$252	\$201	\$490	\$358
Canada - BC	Canada - BC Dessert Wine	\$17,147	\$20,162	\$14,378	\$11,523	\$10,108
	Canada - BC Fruit Wine	\$66,567	\$67,355	\$55,284	\$36,111	(\$18,510)
	Canada - BC Ice Wine	\$48,148	\$52,252	\$41,043	\$36,944	\$41,783
	Canada - BC Red Wine	\$10,910,498	\$11,263,816	\$12,024,256	\$10,189,000	\$10,958,868
	Canada - BC Rose Wine	\$1,197,464	\$1,321,112	\$379,953	\$452,541	\$1,477,235
	Canada - BC Sparkling Wine	\$750,214	\$871,658	\$716,010	\$533,826	\$942,089

Wine Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1
Canada - BC	Canada - BC White Wine	\$11,727,967	\$12,819,575	\$10,025,409	\$8,230,564	\$11,880,497
	Summary	\$24,718,005	\$26,415,929	\$23,256,333	\$19,490,509	\$25,292,069
Canada - Other	Canada - Other Dessert Wine	\$0	\$0	\$0	\$0	\$605
	Canada - Other Fruit Wine	\$364	\$84	\$756	\$448	\$0
	Canada - Other Ice Wine	\$1,256	\$1,718	\$1,951	\$3,509	\$1,121
	Canada - Other Red Wine	\$8,176	\$6,136	\$4,027	\$1,752	\$5,812
	Canada - Other Rose Wine	\$54,487	\$87,544	\$0	\$0	\$88,456
	Canada - Other Sparkling Wine	\$128,576	\$115,090	\$130,286	\$107,131	\$151,847
	Canada - Other White Wine	\$6,684	\$6,199	\$3,429	\$2,186	\$6,136
	Summary	\$199,543	\$216,770	\$140,448	\$115,026	\$253,977
Chile Wine	Chile Fruit and Dessert Wine	\$989	\$1,254	\$973	\$1,504	\$1,396
	Chile Red Wine	\$388,122	\$371,005	\$456,422	\$381,599	\$343,981
	Chile Rose Wine	\$5,535	\$7,424	\$2,592	\$1,704	\$15,959
	Chile Sparkling Wine	\$8,255	\$9,974	\$2,989	\$1,980	\$3,032
	Chile White Wine	\$277,764	\$277,906	\$282,025	\$235,719	\$317,845
	Summary	\$680,665	\$667,564	\$745,001	\$622,505	\$682,213
China Wine	China Red Wine	\$20	\$413	\$429	(\$19)	\$189
	China White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$20	\$413	\$429	(\$19)	\$189
Fortified Wine	Other Fortified Domestic Wine	\$34,475	\$33,354	\$39,760	\$32,915	\$25,681
	Other Fortified Import Wine	\$81,327	\$91,255	\$87,123	\$79,395	\$85,630
	Port Wine	\$97,217	\$101,574	\$154,884	\$86,933	\$90,015
	Sherry Wine	\$31,373	\$33,130	\$39,053	\$43,235	\$44,084
	Vermouth Wine	\$120,979	\$114,376	\$108,379	\$122,170	\$141,186
	Summary	\$365,370	\$373,688	\$429,199	\$364,647	\$386,596
France Wine	France Champagne Wine	\$1,866,568	\$1,739,605	\$1,841,641	\$1,489,456	\$1,704,225
	France Fruit and Dessert Wine	\$1,513	\$1,682	\$14,843	\$1,657	\$2,051
	France Red Wine	\$1,199,438	\$1,311,559	\$1,657,661	\$1,477,491	\$1,279,408

Wine Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1
France Wine	France Rose Wine	\$595,790	\$618,219	\$156,053	\$197,475	\$686,856
	France Sparkling Wine	\$170,374	\$190,132	\$214,554	\$142,287	\$223,784
	France White Wine	\$1,076,172	\$1,209,954	\$1,017,614	\$846,434	\$1,080,796
	Summary	\$4,909,855	\$5,071,151	\$4,902,365	\$4,154,801	\$4,977,118
Georgia Wine	Georgia Red Wine	\$367	\$18	\$420	\$636	\$38
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$367	\$18	\$420	\$636	\$38
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$372	\$0	\$0
	Germany Red Wine	\$3,876	\$4,808	\$7,278	\$6,118	\$5,328
	Germany Rose Wine	\$463	\$711	\$0	\$463	\$5,085
	Germany Sparkling Wine	\$179,304	\$182,041	\$213,751	\$146,593	\$205,948
	Germany White Wine	\$90,797	\$87,658	\$70,127	\$69,466	\$74,051
	Summary	\$274,439	\$275,219	\$291,527	\$222,639	\$290,412
Greece Wine	Greece Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Greece Red Wine	\$74,435	\$90,198	\$96,148	\$73,443	\$85,249
	Greece Rose Wine	\$863	\$2,398	\$1,055	\$192	\$1,599
	Greece White Wine	\$69,651	\$75,610	\$64,226	\$52,813	\$68,167
	Summary	\$144,949	\$168,207	\$161,429	\$126,448	\$155,015
Hungary Wine	Hungary Fruit and Dessert Wine	\$2,775	\$4,316	\$3,616	\$3,527	\$3,253
	Hungary Red Wine	\$1,719	\$757	\$396	\$289	\$395
	Hungary Sparkling Wine	\$13,901	\$15,590	\$20,030	\$18,517	\$32,138
	Hungary White Wine	\$15,007	\$13,079	\$13,196	\$13,902	\$8,237
	Summary	\$33,402	\$33,742	\$37,238	\$36,235	\$44,022
Israel Wine	Israel Red Wine	\$1,890	\$829	\$3,031	\$4,418	\$2,603
	Israel Rose Wine	\$544	\$863	\$272	\$0	\$0
	Israel White Wine	\$2,379	\$1,427	\$1,585	\$3,586	\$3,128
	Summary	\$4,812	\$3,119	\$4,888	\$8,004	\$5,731
Italy Wine	Italy Fruit and Dessert Wine	\$3,569	\$2,089	\$2,532	\$780	\$4,655

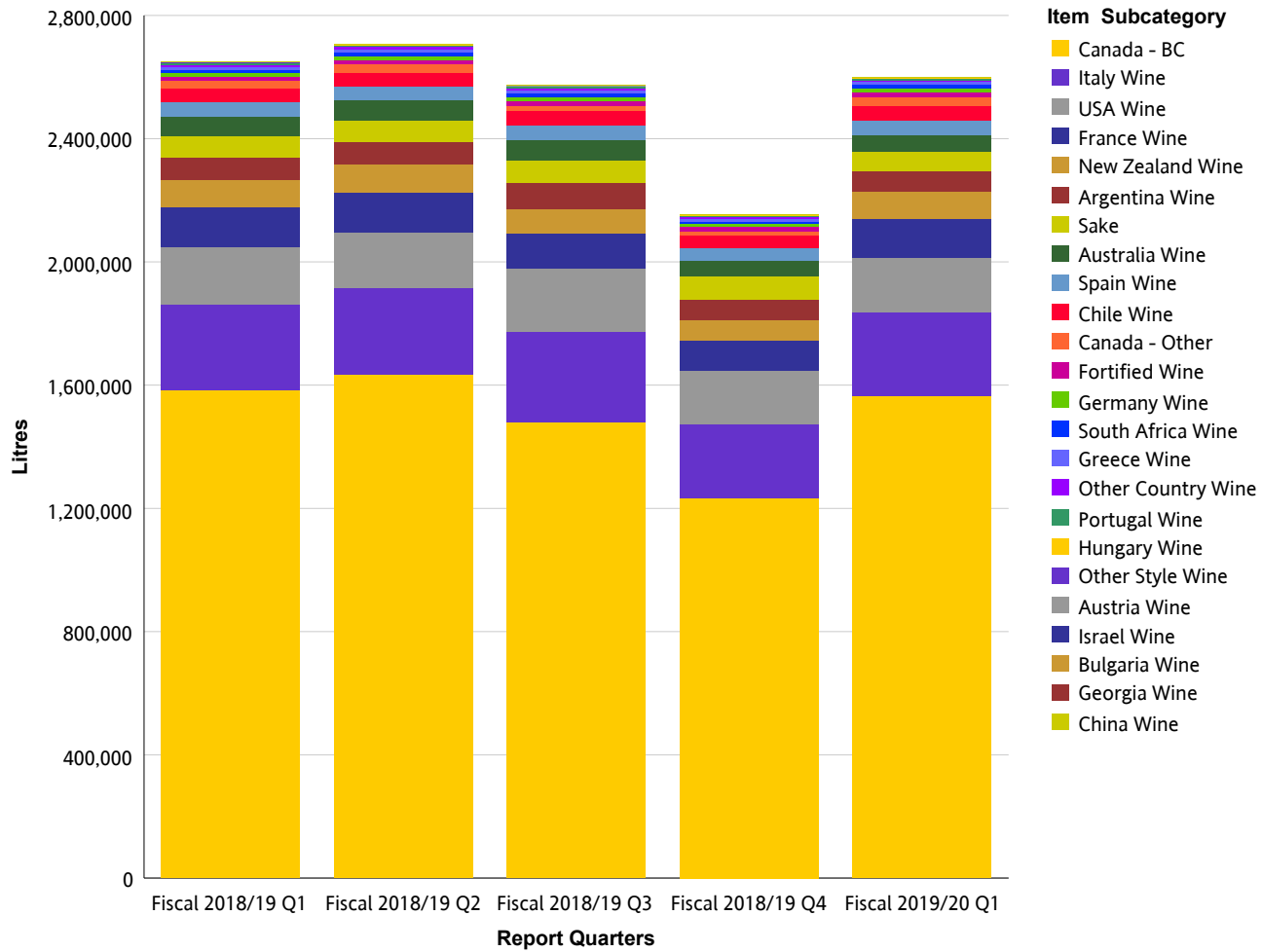
Wine Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1
Italy Wine	Italy Red Wine	\$2,913,875	\$3,169,663	\$4,269,508	\$3,423,782	\$3,108,585
	Italy Rose Wine	\$77,599	\$116,688	\$34,039	\$48,217	\$118,444
	Italy Sparkling Wine	\$524,642	\$589,724	\$521,812	\$451,873	\$583,968
	Italy White Wine	\$1,712,706	\$1,773,084	\$1,675,179	\$1,316,687	\$1,715,933
	Prosecco Wine	\$846,153	\$886,349	\$873,323	\$714,525	\$938,416
	Summary	\$6,078,544	\$6,537,597	\$7,376,393	\$5,955,864	\$6,470,001
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$79,886	\$80,589	\$86,745	\$69,641	\$54,861
	New Zealand Rose Wine	\$45,235	\$50,092	\$19,016	\$15,132	\$67,128
	New Zealand Sparkling Wine	\$6,407	\$9,014	\$7,072	\$3,906	\$5,791
	New Zealand White Wine	\$2,074,015	\$2,106,171	\$1,771,643	\$1,533,932	\$2,022,793
	Summary	\$2,205,543	\$2,245,866	\$1,884,475	\$1,622,612	\$2,150,573
Other Country Wine	Other Country Fruit and Dessert Wine	\$92,447	\$97,708	\$89,157	\$85,990	\$90,174
	Other Country Red Wine	\$24,772	\$29,620	\$32,371	\$22,197	\$16,761
	Other Country Rose Wine	\$2,760	\$2,516	\$945	\$1,178	\$1,768
	Other Country Sparkling Wine	\$2,597	\$2,858	\$6,692	\$6,067	\$4,569
	Other Country White Wine	\$21,459	\$17,291	\$16,603	\$11,359	\$16,097
	Summary	\$144,035	\$149,993	\$145,767	\$126,791	\$129,369
Other Style Wine	Aperitif And Flavoured Wine	\$9,412	\$10,785	\$7,456	\$8,490	\$14,132
	Mead	\$1,549	\$1,316	\$586	\$94	\$138
	Rice Wine	\$14,881	\$12,756	\$13,802	\$11,819	\$12,040
	Summary	\$25,842	\$24,858	\$21,844	\$20,403	\$26,310
Portugal Wine	Portugal Fruit and Dessert Wine	\$402	\$1,352	\$1,548	\$100	\$322
	Portugal Red Wine	\$38,822	\$27,195	\$46,332	\$41,508	\$52,629
	Portugal Rose Wine	\$7,747	\$8,988	\$6,736	\$5,622	\$8,293
	Portugal Sparkling Wine	\$340	\$528	\$1,417	\$4,272	\$2,377
	Portugal White Wine	\$37,402	\$37,735	\$25,872	\$28,730	\$46,908
	Summary	\$84,713	\$75,798	\$81,905	\$80,232	\$110,529

Wine Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1
Sake	Japan Sake	\$811,418	\$988,940	\$849,630	\$806,650	\$818,842
	Other Country Sake	\$34,228	\$31,944	\$34,864	\$34,305	\$38,633
	USA Sake	\$423,745	\$447,319	\$459,412	\$485,081	\$404,528
	Summary	\$1,269,390	\$1,468,204	\$1,343,906	\$1,326,036	\$1,262,004
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$0	\$32	\$0	\$0
	South Africa Red Wine	\$70,268	\$104,693	\$100,413	\$85,031	\$83,485
	South Africa Rose Wine	\$1,128	\$999	\$40	\$14	\$950
	South Africa Sparkling Wine	\$7,223	\$7,843	\$1,665	\$684	\$372
	South Africa White Wine	\$70,522	\$87,442	\$72,885	\$61,217	\$73,963
	Summary	\$149,142	\$200,977	\$175,035	\$146,946	\$158,771
Spain Wine	Spain Fruit and Dessert Wine	\$7,542	\$3,534	\$4,377	\$4,708	\$2,259
	Spain Red Wine	\$438,279	\$464,965	\$641,345	\$549,038	\$603,272
	Spain Rose Wine	\$78,289	\$100,881	\$21,173	\$23,713	\$59,139
	Spain Sparkling Wine	\$362,986	\$355,490	\$349,333	\$288,190	\$393,505
	Spain White Wine	\$96,468	\$101,803	\$77,791	\$90,769	\$91,561
	Summary	\$983,564	\$1,026,672	\$1,094,019	\$956,417	\$1,149,735
USA Wine	USA Fruit and Dessert Wine	\$316	\$1,055	\$316	\$0	\$0
	USA Red Wine	\$4,243,250	\$3,905,718	\$5,290,848	\$4,392,407	\$4,175,071
	USA Rose Wine	\$80,057	\$78,296	\$71,533	\$47,942	\$73,558
	USA Sparkling Wine	\$74,607	\$90,385	\$98,818	\$102,693	\$114,257
	USA White Wine	\$1,169,541	\$1,250,932	\$995,583	\$914,719	\$1,021,811
	Summary	\$5,567,771	\$5,326,385	\$6,457,098	\$5,457,760	\$5,384,698
Summary		\$50,479,193	\$52,946,678	\$51,504,771	\$43,268,607	\$51,271,806

Wine Sales (Litres)



Wine Sales (Litres)

Wine

Litres		Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1
Argentina Wine	Argentina Red Wine	68,082	65,980	80,502	64,611	58,512
	Argentina Rose Wine	524	1,058	629	734	1,078
	Argentina Sparkling Wine	14	22	26	7	56
	Argentina White Wine	4,325	3,734	3,412	3,775	4,590
	Summary	72,945	70,794	84,569	69,126	64,236
Australia Wine	Australia Red Wine	40,091	38,574	44,652	34,983	31,817
	Australia Rose Wine	1,096	1,898	630	433	1,172
	Australia Sparkling Wine	2,642	3,066	3,577	2,562	3,601
	Australia White Wine	19,826	20,634	17,476	13,232	17,966
	Summary	63,655	64,173	66,334	51,210	54,556
Austria Wine	Austria Fruit and Dessert Wine	0	0	2	0	0
	Austria Red Wine	198	281	148	431	288
	Austria Rose Wine	0	0	0	0	0
	Austria Sparkling Wine	0	9	0	0	25
	Austria White Wine	714	607	657	620	658
	Summary	912	897	807	1,052	971
Bulgaria Wine	Bulgaria Red Wine	88	17	16	22	23
	Bulgaria Rose Wine	0	0	0	0	0
	Bulgaria White Wine	0	0	0	3	0
	Summary	88	17	16	25	23
Canada - BC	Canada - BC Dessert Wine	348	332	243	179	147
	Canada - BC Fruit Wine	3,034	3,152	2,642	1,617	-1,032
	Canada - BC Ice Wine	553	629	380	350	372
	Canada - BC Red Wine	666,784	657,772	719,532	598,250	642,989
	Canada - BC Rose Wine	60,756	65,137	19,410	22,627	71,066
	Canada - BC Sparkling Wine	26,524	30,358	24,976	18,596	33,624

Wine Sales (Litres)

Litres		Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1
Canada - BC	Canada - BC White Wine	826,813	877,207	712,430	590,980	815,642
	Summary	1,584,811	1,634,586	1,479,612	1,232,599	1,562,807
Canada - Other	Canada - Other Dessert Wine	0	0	0	0	6
	Canada - Other Fruit Wine	5	1	10	6	0
	Canada - Other Ice Wine	11	15	18	23	9
	Canada - Other Red Wine	612	502	245	141	451
	Canada - Other Rose Wine	7,648	12,288	0	0	12,416
	Canada - Other Sparkling Wine	15,310	13,932	15,455	12,376	17,199
	Canada - Other White Wine	482	527	237	174	432
	Summary	24,067	27,265	15,965	12,721	30,512
Chile Wine	Chile Fruit and Dessert Wine	23	30	22	34	33
	Chile Red Wine	23,544	22,398	27,506	23,074	21,163
	Chile Rose Wine	452	580	192	134	1,247
	Chile Sparkling Wine	311	397	123	82	128
	Chile White Wine	19,597	19,287	19,538	16,473	22,213
	Summary	43,928	42,692	47,382	39,797	44,783
China Wine	China Red Wine	1	5	7	0	2
	China White Wine	0	0	0	0	0
	Summary	1	5	7	0	2
Fortified Wine	Other Fortified Domestic Wine	1,951	1,953	2,245	1,679	1,235
	Other Fortified Import Wine	3,304	3,457	3,343	3,193	3,406
	Port Wine	1,838	1,965	2,859	1,824	1,842
	Sherry Wine	994	1,036	1,186	1,259	1,302
	Vermouth Wine	7,262	7,106	6,926	7,528	8,233
	Summary	15,349	15,518	16,559	15,483	16,017
France Wine	France Champagne Wine	13,308	14,201	14,784	11,352	12,633
	France Fruit and Dessert Wine	23	28	200	28	28
	France Red Wine	40,754	38,969	49,433	40,810	38,930

Wine Sales (Litres)

Litres		Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1
France Wine	France Rose Wine	26,980	28,346	7,682	9,357	30,388
	France Sparkling Wine	7,976	8,664	9,189	6,252	9,422
	France White Wine	38,552	38,748	32,693	28,992	35,581
	Summary	127,593	128,956	113,981	96,792	126,983
Georgia Wine	Georgia Red Wine	16	1	10	20	2
	Georgia White Wine	0	0	0	0	0
	Summary	16	1	10	20	2
Germany Wine	Germany Fruit and Dessert Wine	0	0	18	0	0
	Germany Red Wine	108	120	199	166	146
	Germany Rose Wine	27	36	0	27	225
	Germany Sparkling Wine	8,207	8,253	9,991	6,746	9,462
	Germany White Wine	3,813	3,817	2,838	2,462	2,955
	Summary	12,155	12,226	13,045	9,402	12,788
Greece Wine	Greece Fruit and Dessert Wine	0	0	0	0	0
	Greece Red Wine	4,984	5,841	6,161	4,447	5,122
	Greece Rose Wine	40	112	50	9	75
	Greece White Wine	4,768	5,276	4,356	3,500	4,250
	Summary	9,792	11,229	10,567	7,956	9,447
Hungary Wine	Hungary Fruit and Dessert Wine	33	60	42	52	36
	Hungary Red Wine	107	47	26	17	23
	Hungary Sparkling Wine	853	980	1,198	1,068	1,928
	Hungary White Wine	1,066	940	823	866	455
	Summary	2,058	2,028	2,089	2,004	2,442
Israel Wine	Israel Red Wine	80	34	124	170	99
	Israel Rose Wine	26	40	12	0	0
	Israel White Wine	105	63	64	138	130
	Summary	211	137	200	308	230
Italy Wine	Italy Fruit and Dessert Wine	35	23	31	11	43

Wine Sales (Litres)

Litres		Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1
Italy Wine	Italy Red Wine	110,878	109,947	137,696	114,396	106,002
	Italy Rose Wine	3,216	4,904	1,417	1,880	4,916
	Italy Sparkling Wine	27,047	29,785	25,978	22,366	29,667
	Italy White Wine	98,179	99,187	91,728	72,365	94,126
	Prosecco Wine	37,217	37,764	37,429	30,235	39,825
	Summary	276,572	281,610	294,280	241,253	274,578
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	2,482	2,419	2,722	2,027	1,610
	New Zealand Rose Wine	1,858	2,044	798	610	2,820
	New Zealand Sparkling Wine	229	309	239	126	183
	New Zealand White Wine	86,695	87,976	74,997	63,017	85,100
	Summary	91,263	92,749	78,756	65,780	89,714
Other Country Wine	Other Country Fruit and Dessert Wine	5,284	5,232	4,878	4,615	4,732
	Other Country Red Wine	852	970	1,028	741	556
	Other Country Rose Wine	100	86	32	40	81
	Other Country Sparkling Wine	80	78	152	166	145
	Other Country White Wine	743	584	536	354	512
	Summary	7,058	6,949	6,626	5,916	6,025
Other Style Wine	Aperitif And Flavoured Wine	456	686	406	470	864
	Mead	135	122	58	4	4
	Rice Wine	928	976	1,004	802	828
	Summary	1,520	1,785	1,468	1,276	1,697
Portugal Wine	Portugal Fruit and Dessert Wine	5	15	20	1	5
	Portugal Red Wine	1,951	1,276	2,086	1,851	2,098
	Portugal Rose Wine	560	560	381	379	596
	Portugal Sparkling Wine	10	14	64	169	65
	Portugal White Wine	2,143	2,236	1,497	1,576	2,465
	Summary	4,668	4,101	4,048	3,976	5,229

Wine Sales (Litres)

Litres		Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1
Sake	Japan Sake	19,245	22,086	20,006	18,988	18,555
	Other Country Sake	1,679	1,673	1,794	1,841	2,031
	USA Sake	46,078	47,403	50,351	52,327	43,758
	Summary	67,002	71,162	72,151	73,156	64,344
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	0	0
	South Africa Red Wine	3,986	6,170	5,846	4,958	4,926
	South Africa Rose Wine	63	66	4	1	48
	South Africa Sparkling Wine	387	386	88	18	9
	South Africa White Wine	4,233	5,308	4,315	3,751	4,555
	Summary	8,669	11,929	10,254	8,727	9,538
Spain Wine	Spain Fruit and Dessert Wine	126	68	88	112	70
	Spain Red Wine	19,750	18,650	26,307	22,044	21,754
	Spain Rose Wine	4,364	5,611	1,354	1,316	3,194
	Spain Sparkling Wine	18,210	17,271	17,036	13,850	18,996
	Spain White Wine	4,747	4,551	3,479	3,771	3,874
	Summary	47,196	46,150	48,265	41,092	47,888
USA Wine	USA Fruit and Dessert Wine	27	90	27	0	0
	USA Red Wine	130,144	118,248	155,278	130,184	124,565
	USA Rose Wine	5,520	5,787	4,339	3,230	4,572
	USA Sparkling Wine	3,265	3,778	3,963	3,694	4,115
	USA White Wine	48,714	52,146	41,972	37,176	42,328
	Summary	187,670	180,048	205,579	174,284	175,580
Summary		2,649,199	2,707,009	2,572,572	2,153,954	2,600,391

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.