

Liquor Market Review

Fiscal 2018/19 Q2

September 2018



**LIQUOR
DISTRIBUTION
BRANCH**

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Introduction

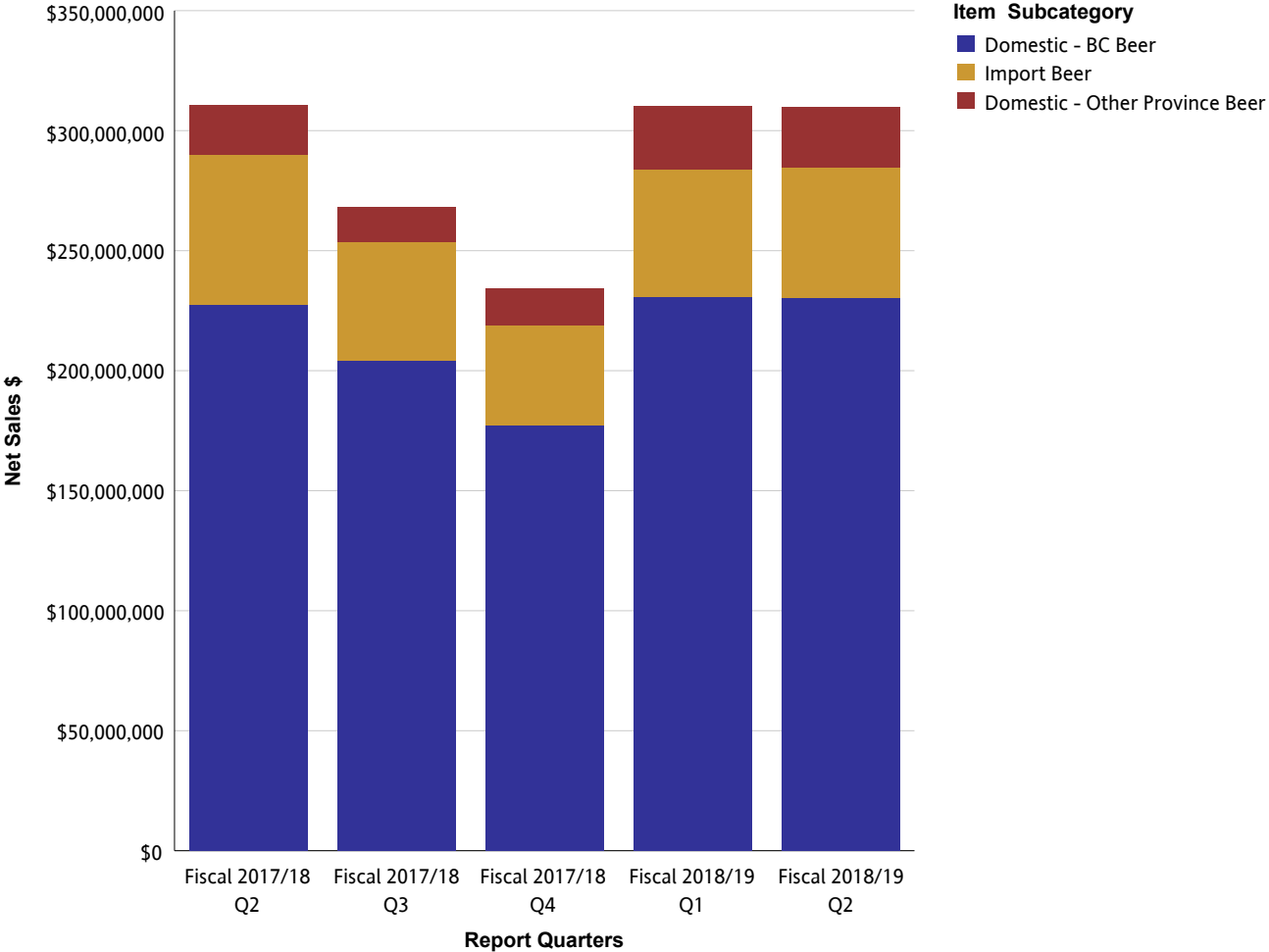
The Liquor Market Review provides provincial sales through the Wholesale channel for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer and excludes any applicable taxes. For each reporting period,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

The Liquor Distribution Branch fiscal calendar begins on April 1st and ends on March 31st and is comprised of 12 periods. A period can vary in length but roughly follows a calendar month. For example, Q1 reflects Periods 1 – 3 (April, May and June).

The Liquor Distribution Branch produces the Liquor Market Review four times per year for reporting periods ending in March, June, September and December.

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

Beer Sales (Net \$)

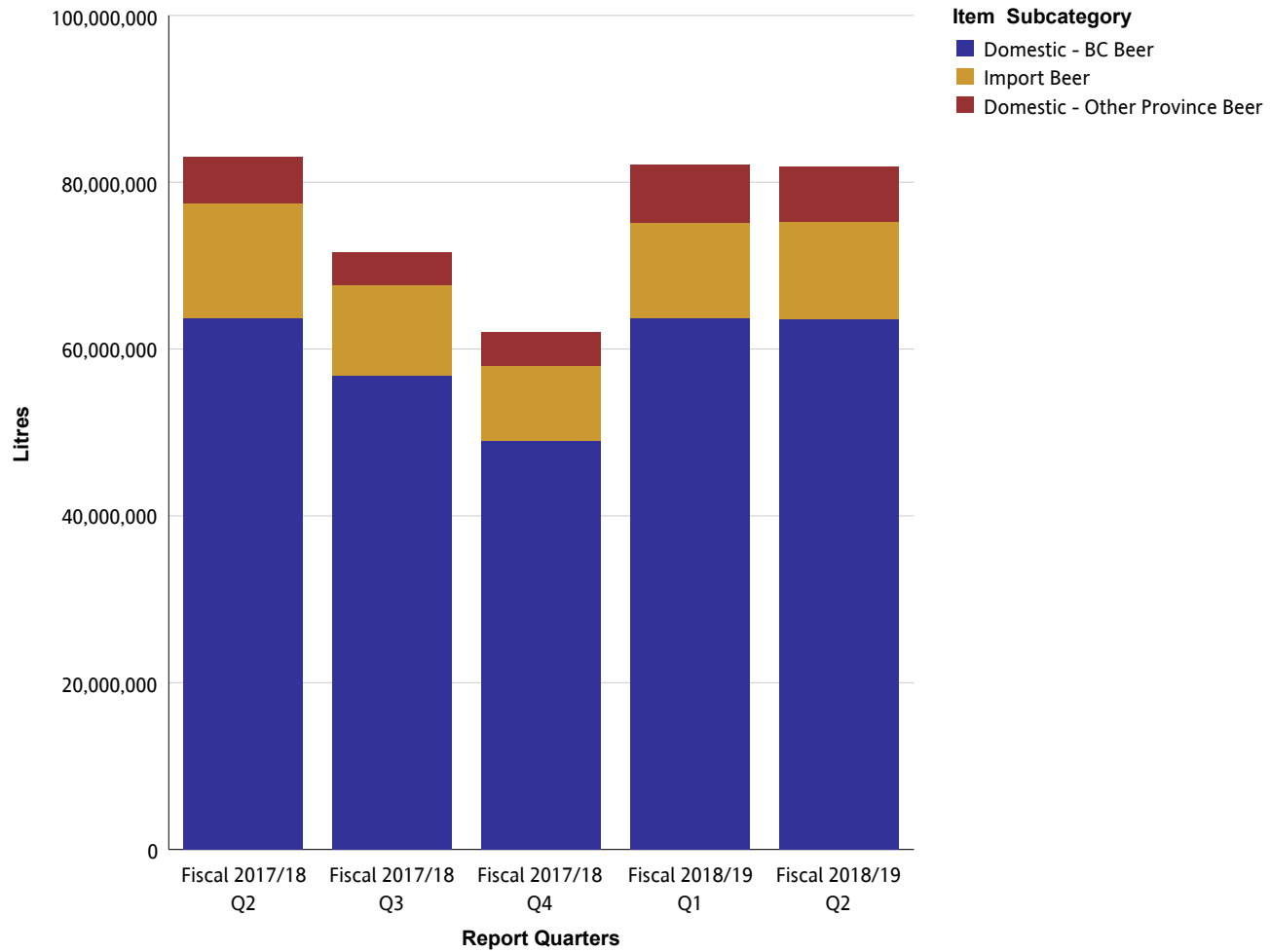


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 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	\$152,824,814	\$137,872,756	\$116,682,746	\$152,570,847	\$150,381,376
	Domestic - BC Micro Brew Beer	\$33,036,978	\$29,420,789	\$29,042,904	\$36,342,843	\$39,054,143
	Domestic - BC Regional Beer	\$41,543,134	\$36,914,589	\$31,594,026	\$41,725,122	\$41,049,331
	Summary	\$227,404,926	\$204,208,133	\$177,319,677	\$230,638,813	\$230,484,850
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$17,918,589	\$11,884,730	\$13,045,083	\$24,030,902	\$22,439,130
	Domestic - Other Province Micro Brew Beer	\$323,903	\$274,542	\$271,081	\$387,305	\$495,005
	Domestic - Other Province Regional Beer	\$2,217,827	\$2,245,752	\$1,879,015	\$2,060,380	\$2,004,319
	Summary	\$20,460,320	\$14,405,024	\$15,195,179	\$26,478,587	\$24,938,455
Import Beer	Asia And South Pacific Beer	\$1,953,642	\$1,738,618	\$1,689,199	\$1,591,690	\$1,796,634
	Europe Beer	\$29,339,482	\$27,697,617	\$24,641,458	\$28,685,882	\$28,977,585
	Mexico And Caribbean Beer	\$15,843,669	\$8,394,199	\$8,077,358	\$15,231,025	\$15,877,477
	Other Country Beer	\$74,183	\$98,138	\$155,423	\$143,945	\$195,570
	USA Beer	\$15,321,814	\$11,588,068	\$7,073,902	\$7,357,313	\$7,323,495
	Summary	\$62,532,790	\$49,516,640	\$41,637,339	\$53,009,856	\$54,170,761
Summary		\$310,398,035	\$268,129,797	\$234,152,195	\$310,127,255	\$309,594,067

Beer Sales (Litres)

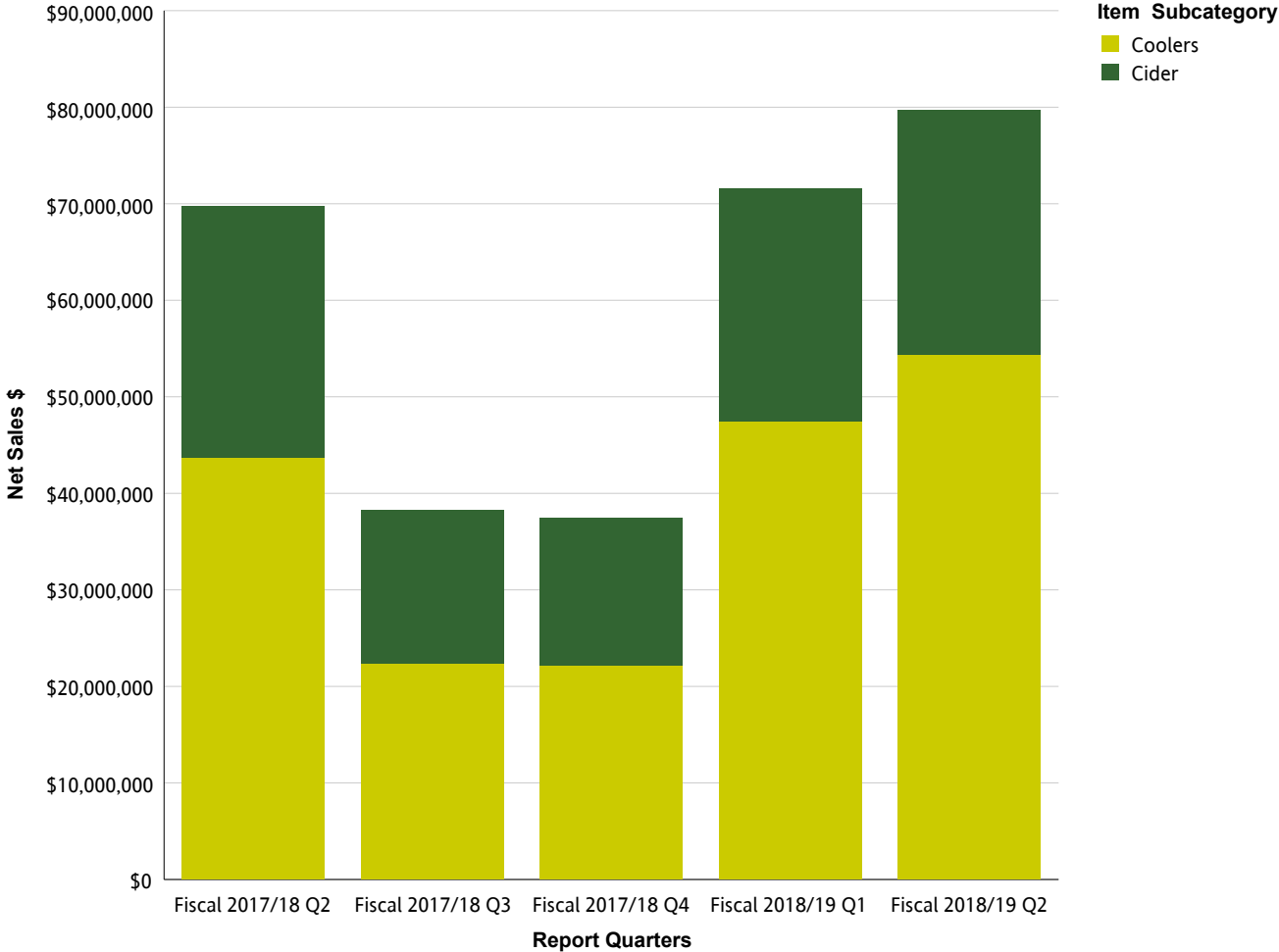


Beer Sales (Litres)

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	44,658,774	40,401,991	33,690,476	43,972,878	43,410,385
	Domestic - BC Micro Brew Beer	7,496,337	6,375,783	6,483,281	8,135,929	8,788,594
	Domestic - BC Regional Beer	11,578,092	10,072,060	8,807,659	11,645,144	11,423,613
	Summary	63,733,203	56,849,834	48,981,416	63,753,951	63,622,592
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	4,955,073	3,306,164	3,510,418	6,342,790	5,989,529
	Domestic - Other Province Micro Brew Beer	44,321	37,382	38,599	61,257	75,620
	Domestic - Other Province Regional Beer	581,963	574,596	517,970	544,454	529,538
	Summary	5,581,357	3,918,142	4,066,987	6,948,501	6,594,687
Import Beer	Asia And South Pacific Beer	407,159	360,137	342,995	323,827	365,715
	Europe Beer	6,604,535	6,104,479	5,477,303	6,423,115	6,444,530
	Mexico And Caribbean Beer	3,076,897	1,587,782	1,518,873	2,939,013	3,063,612
	Other Country Beer	16,644	21,937	37,674	33,936	49,210
	USA Beer	3,621,646	2,713,349	1,636,342	1,731,886	1,733,935
	Summary	13,726,881	10,787,684	9,013,188	11,451,777	11,657,002
Summary		83,041,441	71,555,660	62,061,590	82,154,229	81,874,281

Refreshment Beverages Sales (Net \$)

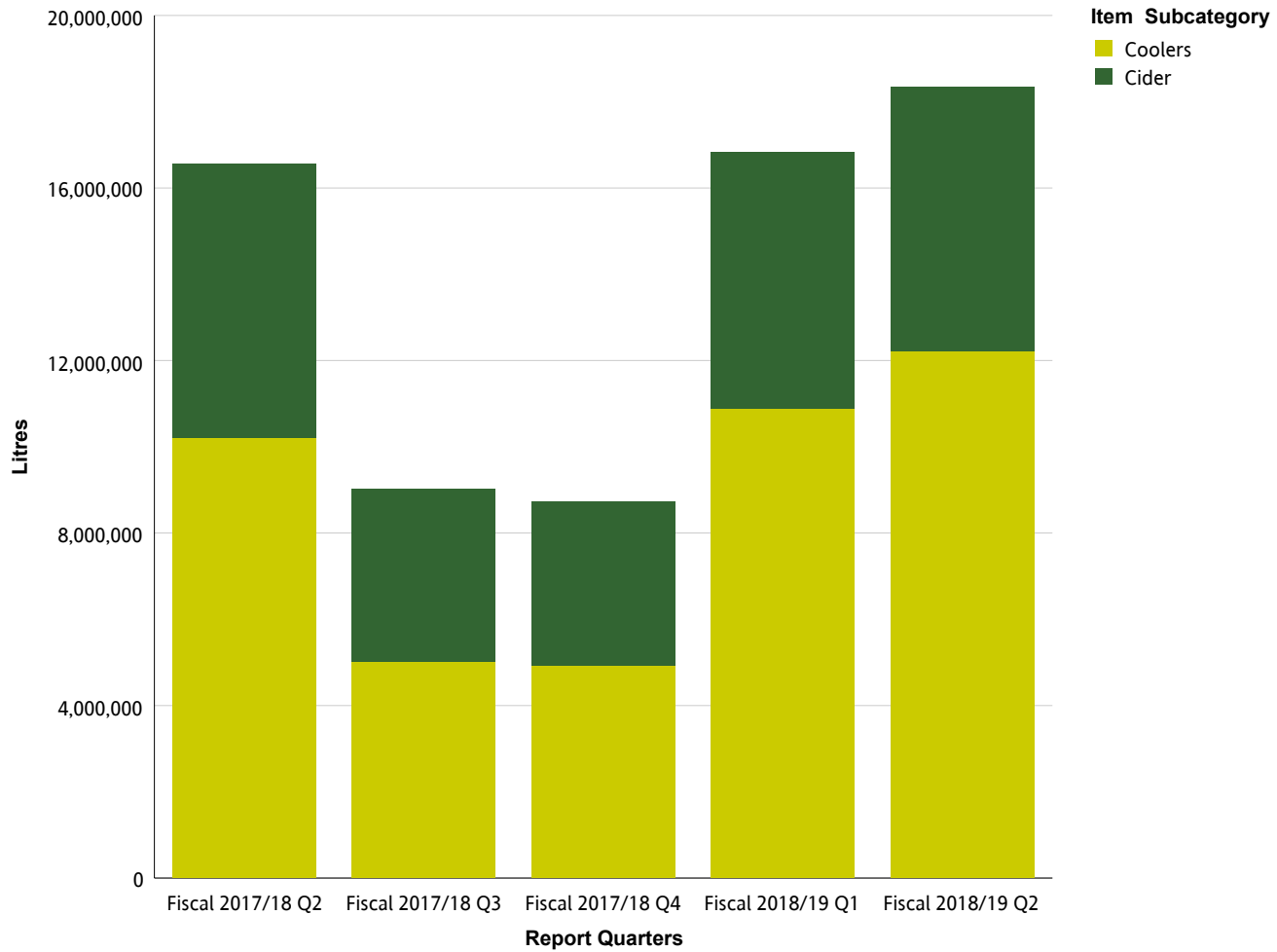


Refreshment Beverages Sales (Net \$)

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	\$19,076,246	\$11,962,673	\$11,479,296	\$17,651,181	\$19,240,344
	Import Cider	\$6,945,603	\$3,950,922	\$3,797,100	\$6,443,193	\$6,093,264
	Summary	\$26,021,848	\$15,913,595	\$15,276,396	\$24,094,373	\$25,333,608
Coolers	Malt-Based Coolers	\$4,447,109	\$2,021,028	\$1,515,788	\$1,134,515	\$928,161
	Spirit Coolers	\$38,327,583	\$19,756,606	\$20,126,591	\$45,596,568	\$52,477,707
	Wine/Fruit Coolers	\$927,241	\$581,736	\$508,623	\$727,966	\$941,547
	Summary	\$43,701,934	\$22,359,370	\$22,151,003	\$47,459,050	\$54,347,415
Summary		\$69,723,782	\$38,272,966	\$37,427,399	\$71,553,423	\$79,681,023

Refreshment Beverages Sales (Litres)

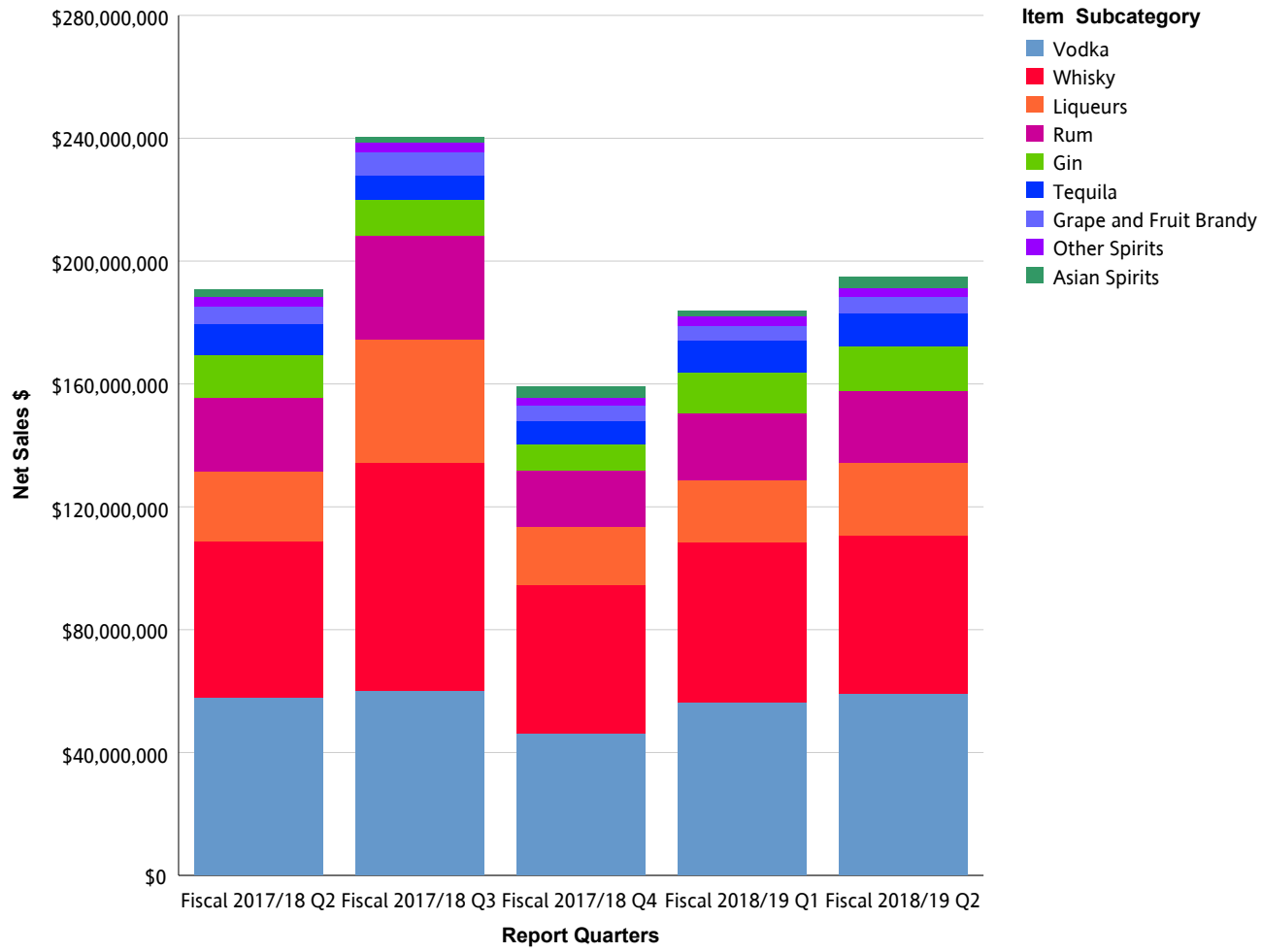


Refreshment Beverages Sales (Litres)

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	4,852,691	3,144,448	2,990,590	4,528,193	4,801,539
	Import Cider	1,503,736	857,410	813,999	1,408,923	1,333,964
	Summary	6,356,426	4,001,858	3,804,590	5,937,116	6,135,503
Coolers	Malt-Based Coolers	1,037,840	451,459	333,408	249,901	206,546
	Spirit Coolers	8,988,626	4,457,005	4,506,097	10,515,316	11,831,319
	Wine/Fruit Coolers	173,200	109,075	93,548	132,436	163,481
	Summary	10,199,666	5,017,538	4,933,054	10,897,653	12,201,347
Summary		16,556,092	9,019,396	8,737,644	16,834,769	18,336,850

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	\$1,425,324	\$896,516	\$2,720,133	\$677,258	\$2,737,572
	Korea Spirits	\$786,910	\$912,126	\$855,263	\$884,572	\$918,660
	Other Country Asian Spirits	\$73,258	\$77,564	\$74,699	\$73,050	\$77,752
	Summary	\$2,285,492	\$1,886,205	\$3,650,094	\$1,634,881	\$3,733,984
Gin	Dry Gin	\$12,732,498	\$10,468,462	\$7,948,649	\$11,788,565	\$12,653,336
	Flavoured Gin	\$507,102	\$270,191	\$205,949	\$416,099	\$558,174
	Other Gin	\$635,861	\$647,441	\$484,222	\$881,756	\$1,280,319
	Summary	\$13,875,460	\$11,386,093	\$8,638,819	\$13,086,421	\$14,491,829
Grape and Fruit Brandy	Armagnac	\$58,224	\$69,645	\$78,909	\$31,221	\$59,085
	Brandy	\$2,123,169	\$3,293,224	\$2,235,487	\$2,024,519	\$2,101,499
	Cognac	\$2,973,298	\$3,411,818	\$2,595,046	\$2,496,682	\$2,635,714
	Eau de Vie	\$254,197	\$370,897	\$217,962	\$216,769	\$266,669
	Grappa And Marc	\$79,960	\$106,539	\$71,160	\$60,378	\$57,805
	Pisco	\$121,486	\$91,887	\$78,006	\$88,008	\$94,941
	Summary	\$5,610,334	\$7,344,010	\$5,276,570	\$4,917,578	\$5,215,714
Liqueurs	Anise And Herbal/Spice Liqueurs	\$6,354,723	\$8,258,949	\$6,340,755	\$6,480,018	\$6,222,353
	Coffee And Cocoa Liqueurs	\$1,701,925	\$3,264,962	\$1,124,277	\$1,269,156	\$1,733,116
	Cream/Dairy Liqueurs	\$7,064,873	\$18,315,548	\$5,335,454	\$5,485,366	\$7,872,684
	Fruit Liqueurs	\$4,309,231	\$5,184,672	\$3,127,865	\$3,681,772	\$4,198,560
	Nut Liqueurs	\$1,518,074	\$1,849,159	\$1,095,072	\$1,250,584	\$1,429,564
	Other Liqueurs	\$663,002	\$850,391	\$468,757	\$558,671	\$766,477
	Whiskey Liqueurs	\$1,385,397	\$2,220,169	\$1,326,209	\$1,349,209	\$1,328,030
	Summary	\$22,997,224	\$39,943,850	\$18,818,389	\$20,074,776	\$23,550,782
Other Spirits	Cachaca	\$39,399	\$33,367	\$31,180	\$40,983	\$51,186
	Flavoured Spirits	\$940,421	\$888,586	\$652,377	\$1,162,913	\$841,088
	Miscellaneous/Other Spirits	\$447,157	\$550,079	\$301,507	\$423,761	\$397,200

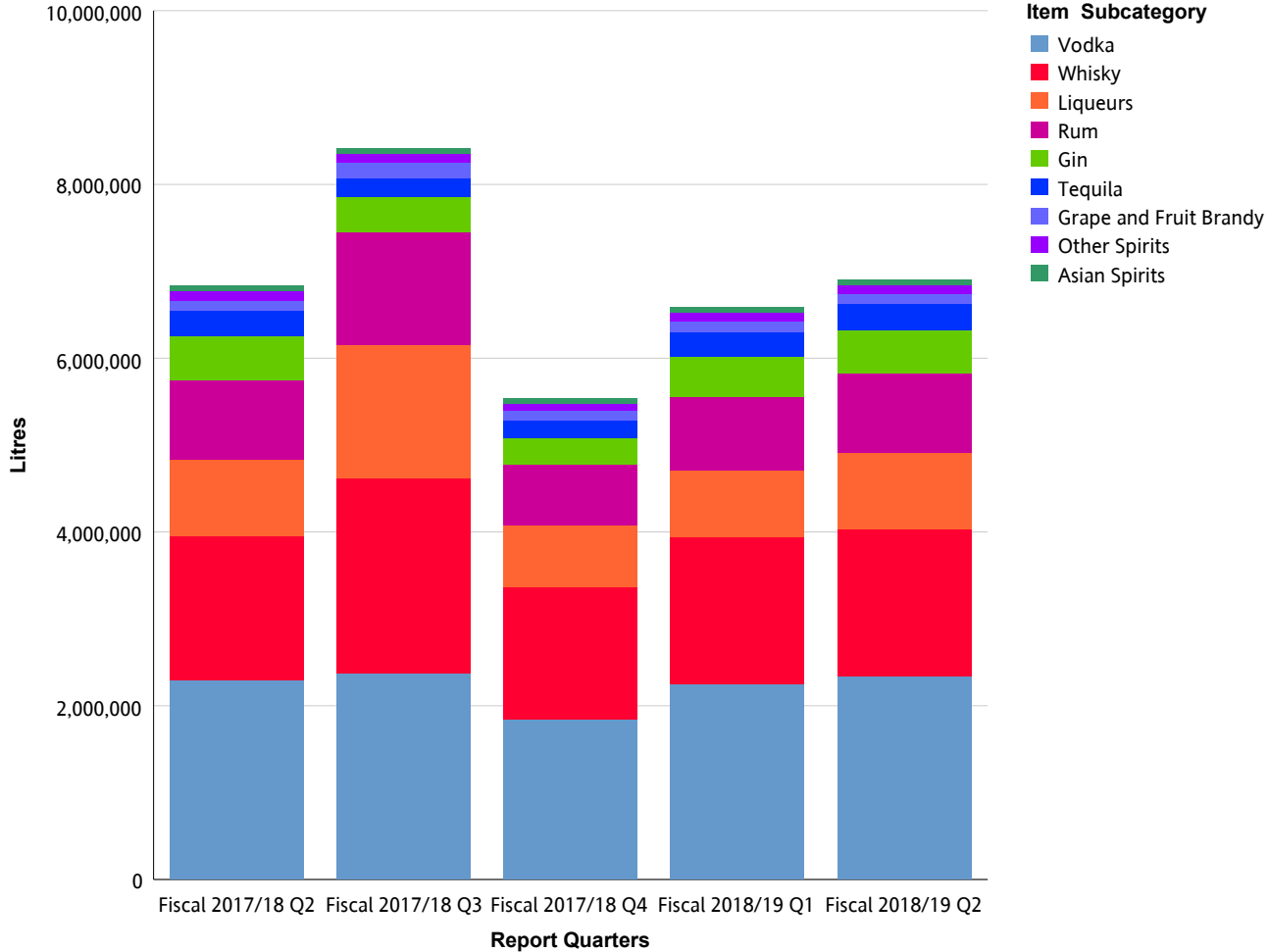
Spirits Sales (Net \$)

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	\$240,748	\$264,768	\$289,431	\$290,038	\$351,076
	Ready to Mix Cocktails	\$714,083	\$564,976	\$470,140	\$622,660	\$635,691
	Ready to Serve Cocktails	\$673,422	\$816,150	\$463,528	\$602,519	\$606,962
	Schnapps and Akvavit	\$79,136	\$88,231	\$65,901	\$62,132	\$62,501
	Summary	\$3,134,366	\$3,206,156	\$2,274,064	\$3,205,006	\$2,945,703
Rum	Amber Rum	\$5,417,327	\$7,917,532	\$4,480,190	\$5,036,021	\$5,413,021
	Dark Rum	\$2,684,784	\$4,266,712	\$2,402,687	\$2,635,156	\$2,602,399
	Flavoured Rum	\$387,325	\$235,323	\$306,034	\$304,393	\$306,798
	Spiced Rum	\$7,453,368	\$12,417,183	\$5,889,825	\$6,664,663	\$7,545,539
	White Rum	\$7,933,901	\$9,195,895	\$5,453,713	\$7,426,747	\$7,587,408
	Summary	\$23,876,705	\$34,032,644	\$18,532,450	\$22,066,980	\$23,455,165
Tequila	Blanco/Silver Tequila	\$3,365,841	\$2,656,467	\$2,500,945	\$3,452,760	\$3,628,460
	Flavoured Tequila	\$147,876	\$95,238	\$89,965	\$142,782	\$133,443
	Gold Tequila	\$6,570,037	\$5,294,931	\$4,657,649	\$6,568,615	\$6,812,422
	Mezcal	\$138,155	\$161,124	\$160,246	\$254,128	\$318,832
	Summary	\$10,221,907	\$8,207,759	\$7,408,804	\$10,418,285	\$10,893,156
Vodka	Flavoured Vodka	\$3,821,370	\$3,869,027	\$2,772,300	\$3,678,984	\$3,741,111
	Straight Vodka	\$53,991,866	\$56,159,965	\$43,605,546	\$52,780,485	\$55,311,350
	Summary	\$57,813,237	\$60,028,992	\$46,377,846	\$56,459,469	\$59,052,461
Whisky	American Whiskey	\$2,456,351	\$3,321,053	\$2,175,409	\$2,241,388	\$2,479,423
	Blended Malt Scotch Whisky	\$100,356	\$195,456	\$170,259	\$122,748	\$112,096
	Blended Scotch Whisky	\$7,051,331	\$9,165,236	\$6,670,483	\$7,067,909	\$6,616,791
	Bourbon Whiskey	\$3,198,343	\$4,705,983	\$3,475,506	\$3,470,701	\$3,523,370
	Canadian Whisky	\$26,038,107	\$34,454,456	\$22,602,354	\$26,725,261	\$26,794,031
	Flavoured Whisky	\$13,876	\$82,386	\$213,685	\$19,724	\$21,170
	Irish Whiskey	\$2,991,885	\$4,683,313	\$4,032,329	\$3,123,830	\$3,522,086
	Other Country Whisky	\$569,128	\$1,024,263	\$703,199	\$687,712	\$851,572
	Single Malt Scotch Whisky	\$8,430,692	\$16,861,073	\$8,112,342	\$8,525,350	\$7,799,737

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	\$50,850,069	\$74,493,218	\$48,155,566	\$51,984,622	\$51,720,275
Summary		\$190,664,793	\$240,528,928	\$159,132,602	\$183,848,017	\$195,059,069

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	12,068	13,134	17,459	10,578	14,259
	Korea Spirits	43,960	50,668	47,877	49,281	51,062
	Other Country Asian Spirits	1,959	2,075	2,098	2,009	2,074
	Summary	57,987	65,877	67,433	61,868	67,395
Gin	Dry Gin	470,159	383,519	290,749	433,827	455,908
	Flavoured Gin	17,290	8,484	6,936	14,466	19,282
	Other Gin	15,422	13,999	10,885	20,557	27,551
	Summary	502,871	406,002	308,571	468,849	502,741
Grape and Fruit Brandy	Armagnac	705	713	505	299	533
	Brandy	87,230	134,631	92,222	83,734	86,036
	Cognac	22,431	33,081	21,355	21,134	23,095
	Eau de Vie	5,462	8,252	4,860	4,812	5,707
	Grappa And Marc	1,698	1,943	1,354	1,034	1,246
	Pisco	3,081	2,361	1,978	2,266	2,528
	Summary	120,606	180,980	122,274	113,279	119,144
Liqueurs	Anise And Herbal/Spice Liqueurs	223,215	295,236	219,449	228,751	218,081
	Coffee And Cocoa Liqueurs	70,006	132,191	46,840	52,517	70,274
	Cream/Dairy Liqueurs	286,606	750,012	219,806	227,502	316,819
	Fruit Liqueurs	160,244	174,995	115,456	136,503	154,120
	Nut Liqueurs	65,897	73,278	43,803	53,517	61,119
	Other Liqueurs	23,323	31,759	18,015	20,604	27,486
	Whiskey Liqueurs	46,157	70,516	42,525	46,772	43,307
	Summary	875,448	1,527,986	705,895	766,166	891,206
Other Spirits	Cachaca	1,190	1,032	1,008	1,220	1,521
	Flavoured Spirits	20,503	19,130	13,813	26,791	18,436
	Miscellaneous/Other Spirits	9,508	11,418	6,603	8,918	8,114

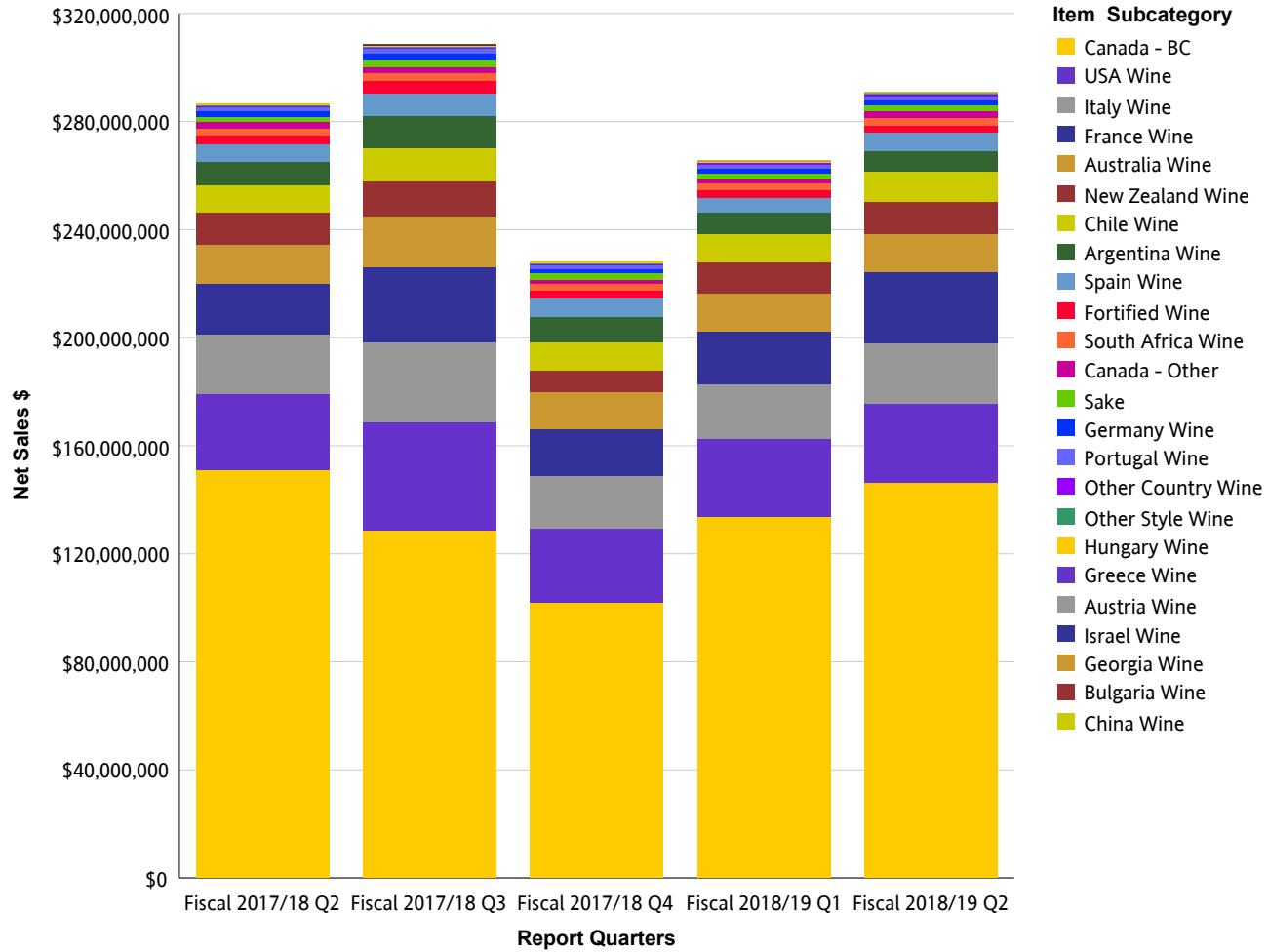
Spirits Sales (Litres)

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	6,942	6,417	6,607	6,974	8,279
	Ready to Mix Cocktails	35,090	27,591	22,919	30,862	31,639
	Ready to Serve Cocktails	29,529	28,246	16,750	27,109	25,140
	Schnapps and Akvavit	2,002	2,220	1,760	1,518	1,572
	Summary	104,764	96,055	69,460	103,392	94,702
Rum	Amber Rum	204,508	296,165	164,286	183,988	200,798
	Dark Rum	103,024	165,587	92,154	101,140	98,938
	Flavoured Rum	16,144	9,530	12,501	12,676	12,736
	Spiced Rum	269,840	446,494	208,228	240,137	272,192
	White Rum	327,344	383,599	226,383	312,220	321,004
	Summary	920,860	1,301,375	703,552	850,160	905,668
Tequila	Blanco/Silver Tequila	91,446	66,473	63,125	92,524	98,282
	Flavoured Tequila	3,899	2,458	2,224	3,646	3,550
	Gold Tequila	192,453	143,378	126,999	183,199	190,656
	Mezcal	2,295	2,634	2,454	4,120	5,066
	Summary	290,093	214,942	194,803	283,490	297,553
Vodka	Flavoured Vodka	143,012	138,406	100,193	138,375	139,646
	Straight Vodka	2,153,137	2,235,673	1,741,358	2,112,738	2,205,020
	Summary	2,296,149	2,374,079	1,841,551	2,251,113	2,344,666
Whisky	American Whiskey	76,838	98,196	62,894	66,946	71,604
	Blended Malt Scotch Whisky	1,323	2,425	2,056	1,506	1,551
	Blended Scotch Whisky	238,944	305,790	226,738	242,974	221,138
	Bourbon Whiskey	86,791	120,139	92,219	91,616	92,681
	Canadian Whisky	1,052,959	1,364,864	907,759	1,071,666	1,075,929
	Flavoured Whisky	560	2,758	7,847	723	739
	Irish Whiskey	85,615	134,401	115,413	88,955	100,793
	Other Country Whisky	7,258	11,497	8,233	8,945	11,487
	Single Malt Scotch Whisky	109,444	207,554	103,089	114,979	106,969

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	1,659,733	2,247,624	1,526,247	1,688,311	1,682,891
Summary		6,828,512	8,414,921	5,539,786	6,586,629	6,905,966

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	\$7,595,240	\$10,902,019	\$8,359,387	\$6,794,286	\$6,918,128
	Argentina Rose Wine	\$144,473	\$21,317	\$111,904	\$165,628	\$202,657
	Argentina Sparkling Wine	\$14,512	\$18,935	\$11,737	\$7,594	\$6,577
	Argentina White Wine	\$819,654	\$658,832	\$587,951	\$657,328	\$691,115
	Summary	\$8,573,879	\$11,601,103	\$9,070,978	\$7,624,837	\$7,818,478
Australia Wine	Australia Red Wine	\$8,602,426	\$11,769,706	\$8,688,465	\$8,005,841	\$8,163,552
	Australia Rose Wine	\$285,434	\$195,060	\$190,489	\$388,532	\$366,514
	Australia Sparkling Wine	\$718,655	\$1,126,278	\$584,763	\$772,380	\$790,723
	Australia White Wine	\$4,950,743	\$5,693,163	\$4,199,517	\$5,050,683	\$4,961,232
	Summary	\$14,557,259	\$18,784,208	\$13,663,235	\$14,217,437	\$14,282,020
Austria Wine	Austria Red Wine	\$10,505	\$9,701	\$19,072	\$13,760	\$18,952
	Austria Rose Wine	\$0	\$2,953	\$0	\$0	\$0
	Austria Sparkling Wine	\$0	\$0	\$0	\$0	\$276
	Austria White Wine	\$39,673	\$53,580	\$59,038	\$64,555	\$44,164
	Summary	\$50,177	\$66,234	\$78,110	\$78,316	\$63,392
Bulgaria Wine	Bulgaria Red Wine	\$12,319	\$29,186	\$10,511	\$25,403	\$12,738
	Bulgaria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$12,319	\$29,186	\$10,511	\$25,403	\$12,738
Canada - BC	Canada - BC Dessert Wine	\$451,641	\$299,373	\$181,581	\$254,307	\$461,492
	Canada - BC Fruit Wine	\$1,897,729	\$933,810	\$791,865	\$1,146,374	\$1,536,433
	Canada - BC Ice Wine	\$2,639,318	\$1,616,591	\$1,086,600	\$1,207,367	\$1,720,162
	Canada - BC Red Wine	\$66,464,000	\$67,201,952	\$51,861,360	\$60,021,156	\$65,332,123
	Canada - BC Rose Wine	\$7,761,689	\$2,467,941	\$2,934,239	\$8,344,103	\$8,194,122
	Canada - BC Sparkling Wine	\$3,400,174	\$2,426,269	\$1,613,125	\$2,647,237	\$3,401,430
	Canada - BC White Wine	\$68,265,034	\$53,509,734	\$43,454,612	\$60,058,616	\$65,744,008

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	\$150,879,584	\$128,455,671	\$101,923,382	\$133,679,160	\$146,389,771
Canada - Other	Canada - Other Dessert Wine	\$4,141	\$2,536	\$0	\$0	\$0
	Canada - Other Fruit Wine	\$10,529	\$6,066	\$6,144	\$0	\$0
	Canada - Other Ice Wine	\$1,504,265	\$1,252,017	\$960,146	\$767,744	\$1,544,029
	Canada - Other Red Wine	\$379,963	\$299,053	\$303,266	\$383,110	\$418,267
	Canada - Other Rose Wine	\$1,155	\$1,317	\$455	\$54,487	\$87,696
	Canada - Other Sparkling Wine	\$354,856	\$633,639	\$351,086	\$366,715	\$392,277
	Canada - Other White Wine	\$216,189	\$169,858	\$169,536	\$192,901	\$230,541
	Summary	\$2,471,097	\$2,364,485	\$1,790,633	\$1,764,957	\$2,672,811
Chile Wine	Chile Fruit and Dessert Wine	\$5,234	\$7,289	\$4,711	\$344	\$2,660
	Chile Red Wine	\$6,411,880	\$8,915,661	\$7,554,593	\$6,681,870	\$6,749,245
	Chile Rose Wine	\$123,259	\$18,213	\$180,632	\$541,160	\$530,501
	Chile Sparkling Wine	\$43,781	\$45,660	\$72,744	\$68,629	\$83,569
	Chile White Wine	\$3,518,211	\$3,317,295	\$2,836,369	\$3,206,985	\$3,678,663
	Summary	\$10,102,364	\$12,304,119	\$10,649,049	\$10,498,988	\$11,044,639
China Wine	China Red Wine	\$1,837	\$0	\$1,839	\$18,076	\$6,325
	China White Wine	\$0	\$0	\$0	\$0	\$276
	Summary	\$1,837	\$0	\$1,839	\$18,076	\$6,601
Fortified Wine	Other Fortified Domestic Wine	\$1,532,552	\$1,146,884	\$911,082	\$1,181,582	\$1,270,490
	Other Fortified Import Wine	\$414,857	\$679,994	\$455,315	\$394,494	\$389,535
	Port Wine	\$618,306	\$1,579,245	\$668,169	\$437,335	\$518,646
	Sherry Wine	\$191,918	\$520,697	\$244,871	\$184,509	\$173,769
	Vermouth Wine	\$490,810	\$635,205	\$491,532	\$563,451	\$529,065
	Summary	\$3,248,443	\$4,562,024	\$2,770,968	\$2,761,371	\$2,881,505
France Wine	France Champagne Wine	\$3,955,522	\$6,462,649	\$3,076,187	\$4,032,294	\$4,239,596
	France Fruit and Dessert Wine	\$14,226	\$22,245	\$7,784	\$2,607	\$30,026
	France Red Wine	\$8,273,952	\$14,682,742	\$9,284,524	\$7,433,492	\$13,927,629
	France Rose Wine	\$2,363,860	\$868,459	\$1,009,591	\$3,818,169	\$3,134,700

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	\$710,563	\$1,090,247	\$567,165	\$695,047	\$722,872
	France White Wine	\$3,543,249	\$4,625,981	\$3,201,703	\$3,476,387	\$4,286,319
	Summary	\$18,861,372	\$27,752,323	\$17,146,953	\$19,457,996	\$26,341,141
Georgia Wine	Georgia Red Wine	\$38,832	\$58,536	\$38,308	\$38,346	\$36,778
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$38,832	\$58,536	\$38,308	\$38,346	\$36,778
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$3,518	\$3,498	\$0	\$0
	Germany Red Wine	\$25,928	\$67,279	\$36,782	\$48,697	\$35,775
	Germany Rose Wine	\$13,454	\$9,987	\$9,088	\$13,026	\$12,155
	Germany Sparkling Wine	\$597,500	\$1,304,974	\$428,499	\$613,602	\$555,308
	Germany White Wine	\$1,227,745	\$1,470,177	\$1,108,014	\$1,121,876	\$1,163,622
	Summary	\$1,864,627	\$2,855,935	\$1,585,880	\$1,797,201	\$1,766,860
Greece Wine	Greece Red Wine	\$95,905	\$126,249	\$102,251	\$106,272	\$102,939
	Greece Rose Wine	\$0	\$0	\$0	\$1,249	\$2,345
	Greece White Wine	\$117,889	\$96,447	\$87,915	\$133,517	\$108,830
	Summary	\$213,794	\$222,696	\$190,166	\$241,039	\$214,114
Hungary Wine	Hungary Fruit and Dessert Wine	\$20,967	\$33,934	\$19,410	\$18,608	\$16,778
	Hungary Red Wine	\$34,037	\$41,124	\$34,285	\$38,956	\$6,799
	Hungary Sparkling Wine	\$65,060	\$89,854	\$44,119	\$60,019	\$80,806
	Hungary White Wine	\$122,814	\$102,404	\$126,132	\$118,665	\$120,470
	Summary	\$242,878	\$267,317	\$223,946	\$236,248	\$224,853
Israel Wine	Israel Red Wine	\$33,450	\$38,188	\$54,309	\$25,473	\$35,345
	Israel Rose Wine	\$4,074	\$3,288	\$2,225	\$3,634	\$1,260
	Israel White Wine	\$18,523	\$21,453	\$27,772	\$10,606	\$19,469
	Summary	\$56,047	\$62,929	\$84,306	\$39,713	\$56,074
Italy Wine	Italy Fruit and Dessert Wine	\$5,102	\$19,199	\$12,404	\$4,721	\$4,422
	Italy Red Wine	\$10,016,746	\$15,699,481	\$11,068,054	\$9,490,458	\$10,238,863
	Italy Rose Wine	\$218,444	\$92,983	\$86,038	\$341,695	\$410,047

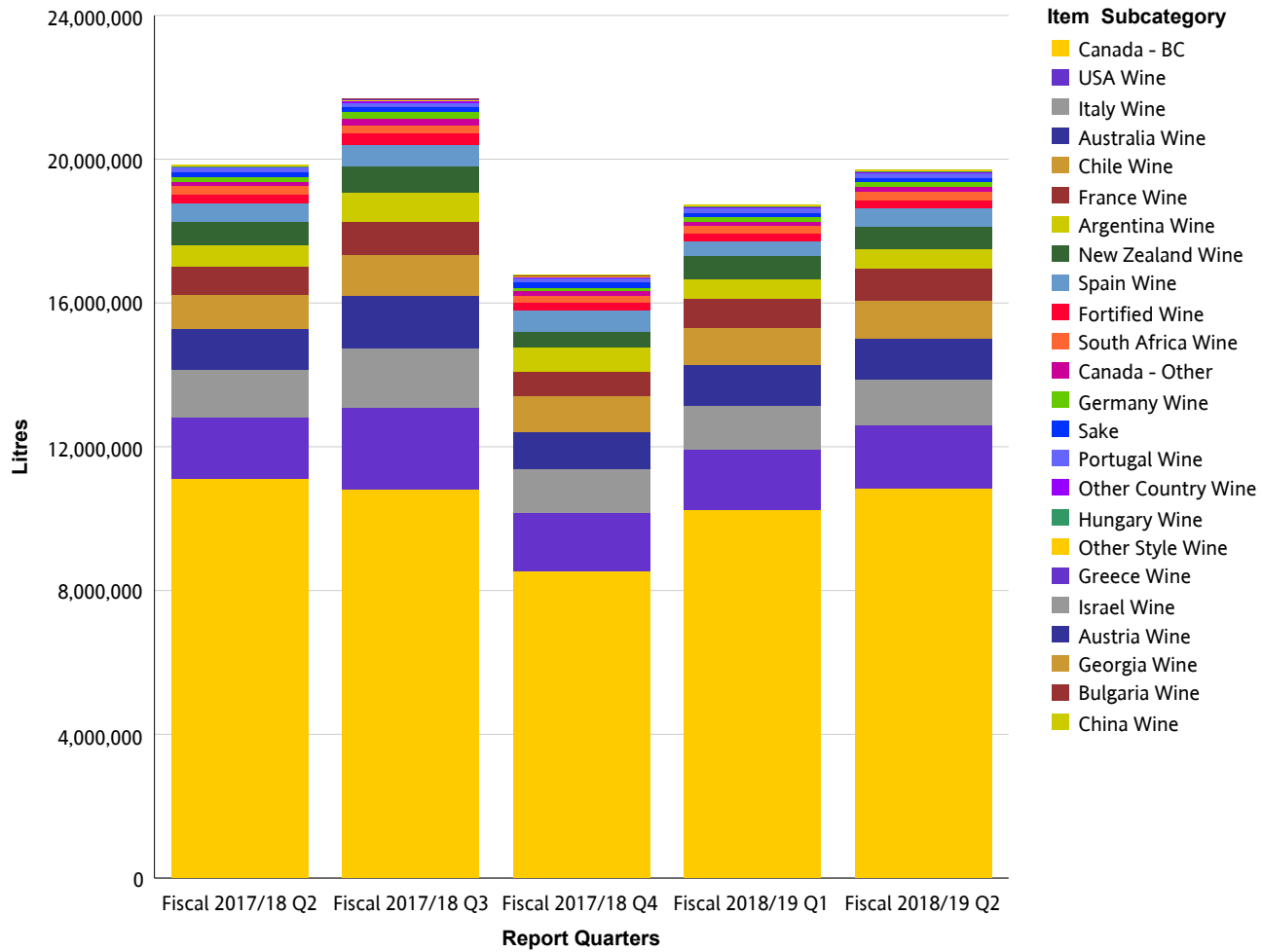
Wine Sales (Net \$)

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	\$1,700,503	\$2,208,755	\$1,353,359	\$1,613,197	\$1,692,746
	Italy White Wine	\$5,518,988	\$5,340,187	\$4,246,832	\$4,963,237	\$5,393,892
	Prosecco Wine	\$4,309,243	\$6,120,039	\$2,896,818	\$3,719,160	\$4,431,908
	Summary	\$21,769,026	\$29,480,644	\$19,663,505	\$20,132,467	\$22,171,877
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$630,126	\$1,080,082	\$565,667	\$570,089	\$616,053
	New Zealand Rose Wine	\$440,146	\$166,548	\$209,220	\$458,253	\$396,963
	New Zealand Sparkling Wine	\$123,331	\$208,216	\$74,575	\$102,574	\$124,396
	New Zealand White Wine	\$10,653,091	\$11,770,702	\$7,352,566	\$10,522,755	\$10,586,738
	Summary	\$11,846,694	\$13,225,548	\$8,202,027	\$11,653,672	\$11,724,151
Other Country Wine	Other Country Fruit and Dessert Wine	\$217,377	\$263,403	\$232,554	\$214,518	\$227,010
	Other Country Red Wine	\$113,602	\$203,495	\$165,949	\$161,552	\$135,033
	Other Country Rose Wine	\$4,391	\$1,089	\$3,123	\$5,622	\$4,205
	Other Country Sparkling Wine	\$27,352	\$30,854	\$32,302	\$19,722	\$13,097
	Other Country White Wine	\$68,691	\$69,690	\$54,777	\$83,299	\$45,705
	Summary	\$431,412	\$568,531	\$488,706	\$484,713	\$425,049
Other Style Wine	Aperitif And Flavoured Wine	\$178,691	\$177,741	\$121,635	\$150,717	\$169,558
	Mead	\$70,687	\$31,899	\$42,197	\$74,040	\$69,175
	Rice Wine	\$45,912	\$73,020	\$70,890	\$46,852	\$46,605
	Summary	\$295,290	\$282,659	\$234,722	\$271,609	\$285,339
Portugal Wine	Portugal Fruit and Dessert Wine	\$606	\$81,983	\$17,056	\$2,261	\$2,355
	Portugal Red Wine	\$662,261	\$844,449	\$846,914	\$714,131	\$691,490
	Portugal Rose Wine	\$314,650	\$193,962	\$145,679	\$215,315	\$260,950
	Portugal Sparkling Wine	\$8,340	\$7,727	\$4,590	\$5,268	\$5,196
	Portugal White Wine	\$547,365	\$342,852	\$326,474	\$606,546	\$633,530
	Summary	\$1,533,222	\$1,470,973	\$1,340,713	\$1,543,522	\$1,593,521
Sake	Japan Sake	\$1,213,363	\$1,498,543	\$1,398,143	\$1,239,826	\$1,475,918
	Other Country Sake	\$90,238	\$70,082	\$82,607	\$83,827	\$82,716

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	\$676,502	\$842,592	\$831,162	\$631,453	\$661,681
	Summary	\$1,980,103	\$2,411,217	\$2,311,912	\$1,955,106	\$2,220,315
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	South Africa Red Wine	\$1,379,310	\$1,685,224	\$1,395,284	\$1,215,600	\$1,441,352
	South Africa Rose Wine	\$79,090	\$1,403	\$2,670	\$76,789	\$71,754
	South Africa Sparkling Wine	\$35,012	\$58,451	\$28,076	\$33,169	\$28,001
	South Africa White Wine	\$1,190,408	\$1,010,240	\$875,223	\$1,031,360	\$1,111,788
	Summary	\$2,683,820	\$2,755,318	\$2,301,253	\$2,356,918	\$2,652,895
Spain Wine	Spain Fruit and Dessert Wine	\$11,511	\$8,424	\$16,765	\$14,052	\$4,438
	Spain Red Wine	\$4,578,707	\$5,777,041	\$5,158,809	\$3,856,715	\$4,505,777
	Spain Rose Wine	\$225,802	\$104,820	\$129,143	\$259,067	\$331,154
	Spain Sparkling Wine	\$1,153,954	\$2,203,402	\$867,430	\$1,140,121	\$1,180,780
	Spain White Wine	\$531,288	\$422,340	\$901,460	\$401,368	\$556,468
	Summary	\$6,501,262	\$8,516,027	\$7,073,607	\$5,671,323	\$6,578,616
USA Wine	USA Fruit and Dessert Wine	\$4,370	\$2,720	\$3,697	\$1,227	\$1,787
	USA Red Wine	\$19,308,394	\$31,091,624	\$20,131,938	\$20,554,019	\$20,078,652
	USA Rose Wine	\$1,355,926	\$1,126,865	\$1,058,760	\$1,490,646	\$1,444,181
	USA Sparkling Wine	\$368,465	\$610,383	\$266,901	\$342,735	\$375,939
	USA White Wine	\$7,448,392	\$7,576,652	\$5,885,145	\$6,603,975	\$7,484,748
	Summary	\$28,485,548	\$40,408,245	\$27,346,440	\$28,992,603	\$29,385,307
Summary		\$286,700,887	\$308,505,925	\$228,191,152	\$265,541,020	\$290,848,846

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	520,777	744,548	593,189	474,850	467,557
	Argentina Rose Wine	11,023	1,766	8,719	12,643	16,042
	Argentina Sparkling Wine	747	922	532	372	344
	Argentina White Wine	68,765	52,757	48,553	53,751	55,544
	Summary	601,312	799,993	650,993	541,616	539,487
Australia Wine	Australia Red Wine	601,193	812,467	608,693	552,506	569,422
	Australia Rose Wine	24,166	15,763	15,445	31,880	30,316
	Australia Sparkling Wine	56,065	89,641	44,555	61,217	61,546
	Australia White Wine	450,942	541,954	384,298	468,184	453,334
	Summary	1,132,366	1,459,825	1,052,990	1,113,787	1,114,620
Austria Wine	Austria Red Wine	297	324	500	481	540
	Austria Rose Wine	0	125	0	0	0
	Austria Sparkling Wine	0	0	0	0	9
	Austria White Wine	1,555	2,117	2,052	2,595	1,567
	Summary	1,852	2,566	2,552	3,076	2,116
Bulgaria Wine	Bulgaria Red Wine	1,136	2,866	916	2,146	1,129
	Bulgaria Sparkling Wine	0	0	0	0	0
	Bulgaria White Wine	0	0	0	0	0
	Summary	1,136	2,866	916	2,146	1,129
Canada - BC	Canada - BC Dessert Wine	9,040	6,628	3,808	5,673	9,506
	Canada - BC Fruit Wine	82,235	41,938	38,194	50,780	66,967
	Canada - BC Ice Wine	22,020	14,332	9,992	10,593	15,098
	Canada - BC Red Wine	4,579,680	5,399,017	4,090,308	4,335,111	4,528,556
	Canada - BC Rose Wine	503,563	212,308	224,195	515,924	510,062
	Canada - BC Sparkling Wine	139,747	97,981	63,891	107,591	135,759
	Canada - BC White Wine	5,771,401	5,043,180	4,109,902	5,216,781	5,579,984

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	11,107,686	10,815,383	8,540,290	10,242,454	10,845,932
Canada - Other	Canada - Other Dessert Wine	130	63	0	0	0
	Canada - Other Fruit Wine	177	102	104	0	0
	Canada - Other Ice Wine	19,943	16,645	12,829	9,846	19,929
	Canada - Other Red Wine	26,356	25,313	26,687	30,664	31,131
	Canada - Other Rose Wine	62	72	27	7,648	12,297
	Canada - Other Sparkling Wine	56,172	103,724	54,434	57,596	58,748
	Canada - Other White Wine	18,322	16,691	18,113	19,764	22,449
	Summary	121,163	162,610	112,193	125,518	144,554
Chile Wine	Chile Fruit and Dessert Wine	144	208	130	9	72
	Chile Red Wine	596,385	792,483	693,346	658,381	632,312
	Chile Rose Wine	11,844	1,547	23,556	58,976	56,804
	Chile Sparkling Wine	2,546	2,733	4,300	3,814	4,789
	Chile White Wine	360,291	333,644	280,706	319,026	376,909
	Summary	971,210	1,130,615	1,002,038	1,040,205	1,070,886
China Wine	China Red Wine	4	0	4	356	104
	China White Wine	0	0	0	0	4
	Summary	4	0	4	356	108
Fortified Wine	Other Fortified Domestic Wine	133,908	131,122	107,618	118,765	112,670
	Other Fortified Import Wine	28,375	46,627	30,883	27,274	24,538
	Port Wine	18,226	43,498	18,866	13,740	15,892
	Sherry Wine	10,188	27,883	13,149	10,067	9,281
	Vermouth Wine	49,070	64,797	47,661	53,553	47,992
	Summary	239,767	313,926	218,177	223,400	210,372
France Wine	France Champagne Wine	42,546	71,328	32,685	38,509	43,405
	France Fruit and Dessert Wine	279	329	144	54	342
	France Red Wine	364,133	536,522	402,713	355,445	420,872
	France Rose Wine	150,914	58,767	65,964	212,810	192,763

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	42,372	65,073	31,111	38,927	40,473
	France White Wine	177,375	191,913	152,397	164,950	182,733
	Summary	777,619	923,932	685,014	810,694	880,588
Georgia Wine	Georgia Red Wine	2,149	3,212	2,119	2,112	2,009
	Georgia White Wine	0	0	0	0	0
	Summary	2,149	3,212	2,119	2,112	2,009
Germany Wine	Germany Fruit and Dessert Wine	0	342	20	0	0
	Germany Red Wine	1,794	4,664	1,714	3,578	2,092
	Germany Rose Wine	927	621	630	855	808
	Germany Sparkling Wine	36,362	85,621	26,105	38,140	33,282
	Germany White Wine	88,855	100,609	76,250	79,781	82,875
	Summary	127,938	191,855	104,720	122,354	119,057
Greece Wine	Greece Red Wine	7,523	10,041	8,168	7,928	8,223
	Greece Rose Wine	0	0	0	72	135
	Greece White Wine	10,042	8,498	7,009	9,844	9,497
	Summary	17,566	18,539	15,177	17,844	17,855
Hungary Wine	Hungary Fruit and Dessert Wine	526	783	412	444	380
	Hungary Red Wine	2,784	3,283	2,722	3,190	538
	Hungary Sparkling Wine	5,349	7,262	3,436	4,859	6,534
	Hungary White Wine	11,674	9,530	12,492	10,410	11,280
	Summary	20,334	20,858	19,062	18,904	18,732
Israel Wine	Israel Red Wine	1,781	2,037	2,902	1,360	1,881
	Israel Rose Wine	233	188	128	208	72
	Israel White Wine	1,005	1,164	1,509	574	1,055
	Summary	3,020	3,389	4,539	2,142	3,008
Italy Wine	Italy Fruit and Dessert Wine	105	250	135	58	67
	Italy Red Wine	557,610	791,438	630,442	537,603	551,535
	Italy Rose Wine	13,952	5,459	5,090	21,008	24,212

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	97,069	123,768	74,796	91,373	94,780
	Italy White Wine	418,066	403,075	335,494	374,890	392,508
	Prosecco Wine	225,737	333,807	155,109	197,854	230,433
	Summary	1,312,538	1,657,797	1,201,066	1,222,785	1,293,534
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	29,037	49,490	24,899	25,440	27,834
	New Zealand Rose Wine	24,218	9,218	10,754	25,426	22,020
	New Zealand Sparkling Wine	5,620	9,818	3,393	4,886	5,898
	New Zealand White Wine	592,230	663,298	403,094	581,179	586,501
	Summary	651,104	731,824	442,140	636,931	642,253
Other Country Wine	Other Country Fruit and Dessert Wine	14,550	16,883	14,523	14,645	14,506
	Other Country Red Wine	5,600	9,585	7,420	7,705	6,302
	Other Country Rose Wine	202	54	150	256	171
	Other Country Sparkling Wine	842	1,024	1,129	830	488
	Other Country White Wine	3,440	3,677	2,862	4,202	2,090
	Summary	24,635	31,224	26,084	27,639	23,557
Other Style Wine	Aperitif And Flavoured Wine	13,257	12,298	8,390	11,740	13,524
	Mead	2,681	1,236	1,639	3,166	2,917
	Rice Wine	3,384	5,266	4,482	3,918	3,940
	Summary	19,323	18,800	14,512	18,825	20,382
Portugal Wine	Portugal Fruit and Dessert Wine	22	966	220	50	44
	Portugal Red Wine	51,569	63,299	66,062	55,780	55,946
	Portugal Rose Wine	29,898	19,748	15,040	22,211	25,688
	Portugal Sparkling Wine	337	297	212	230	243
	Portugal White Wine	48,218	29,783	26,133	53,907	55,238
	Summary	130,045	114,094	107,668	132,178	137,159
Sake	Japan Sake	39,266	46,932	45,064	39,456	44,327
	Other Country Sake	3,458	2,933	3,149	3,513	3,519

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	78,290	97,184	95,770	73,508	77,550
	Summary	121,014	147,049	143,984	116,477	125,396
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	0	0
	South Africa Red Wine	115,798	140,338	115,299	96,282	124,912
	South Africa Rose Wine	6,252	99	171	7,417	7,688
	South Africa Sparkling Wine	2,434	3,630	1,899	2,062	1,938
	South Africa White Wine	113,879	92,309	79,514	93,782	108,625
	Summary	238,364	236,376	196,883	199,542	243,164
Spain Wine	Spain Fruit and Dessert Wine	322	273	412	518	128
	Spain Red Wine	373,347	431,954	428,963	299,202	356,965
	Spain Rose Wine	16,671	8,484	8,998	19,139	25,059
	Spain Sparkling Wine	69,638	138,100	52,003	69,665	70,095
	Spain White Wine	55,040	40,127	105,671	32,908	53,317
	Summary	515,019	618,939	596,048	421,432	505,564
USA Wine	USA Fruit and Dessert Wine	310	36	279	81	189
	USA Red Wine	999,868	1,554,310	1,044,038	1,029,196	1,044,822
	USA Rose Wine	149,953	134,666	127,376	159,008	148,480
	USA Sparkling Wine	23,125	37,530	15,883	19,918	22,134
	USA White Wine	540,421	548,218	439,016	487,744	532,499
	Summary	1,713,678	2,274,761	1,626,591	1,695,946	1,748,123
Summary		19,850,838	21,680,433	16,765,761	18,738,363	19,709,584

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.