

# Liquor Market Review

Fiscal 2018/19 Q3

December 2018



**LIQUOR  
DISTRIBUTION  
BRANCH**

# Table of Contents

Introduction .....	3
Beer Sales (Net \$) .....	4
Beer Sales (Litres) .....	6
Refreshment Beverages Sales (Net \$) .....	8
Refreshment Beverages Sales (Litres) .....	10
Spirits Sales (Net \$) .....	12
Spirits Sales (Litres) .....	16
Wine Sales (Net \$) .....	20
Wine Sales (Litres) .....	26
Glossary .....	32

# Introduction

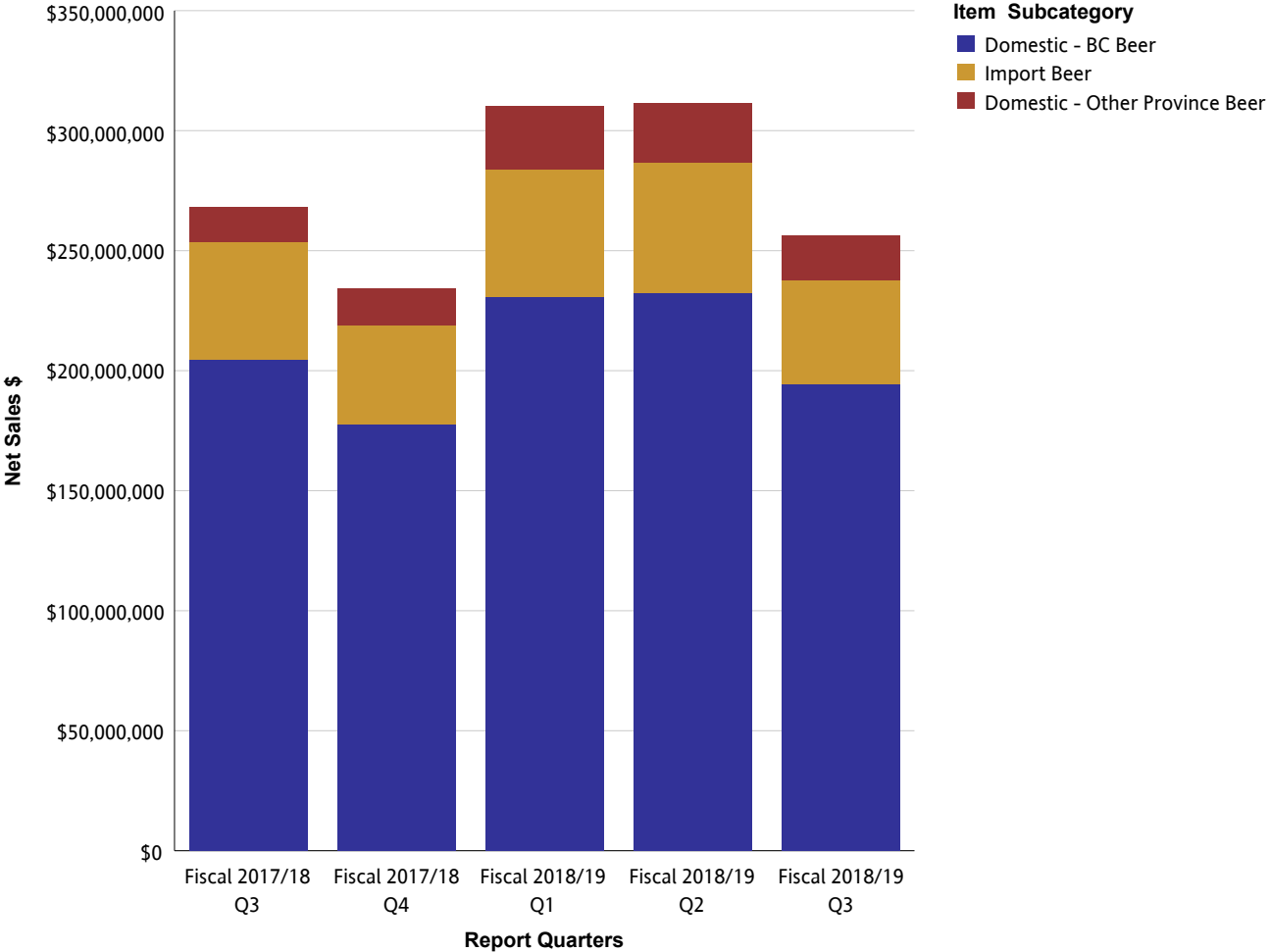
The Liquor Market Review provides provincial sales through the Wholesale channel for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer and excludes any applicable taxes. For each reporting period,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

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

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

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

# Beer Sales (Net \$)

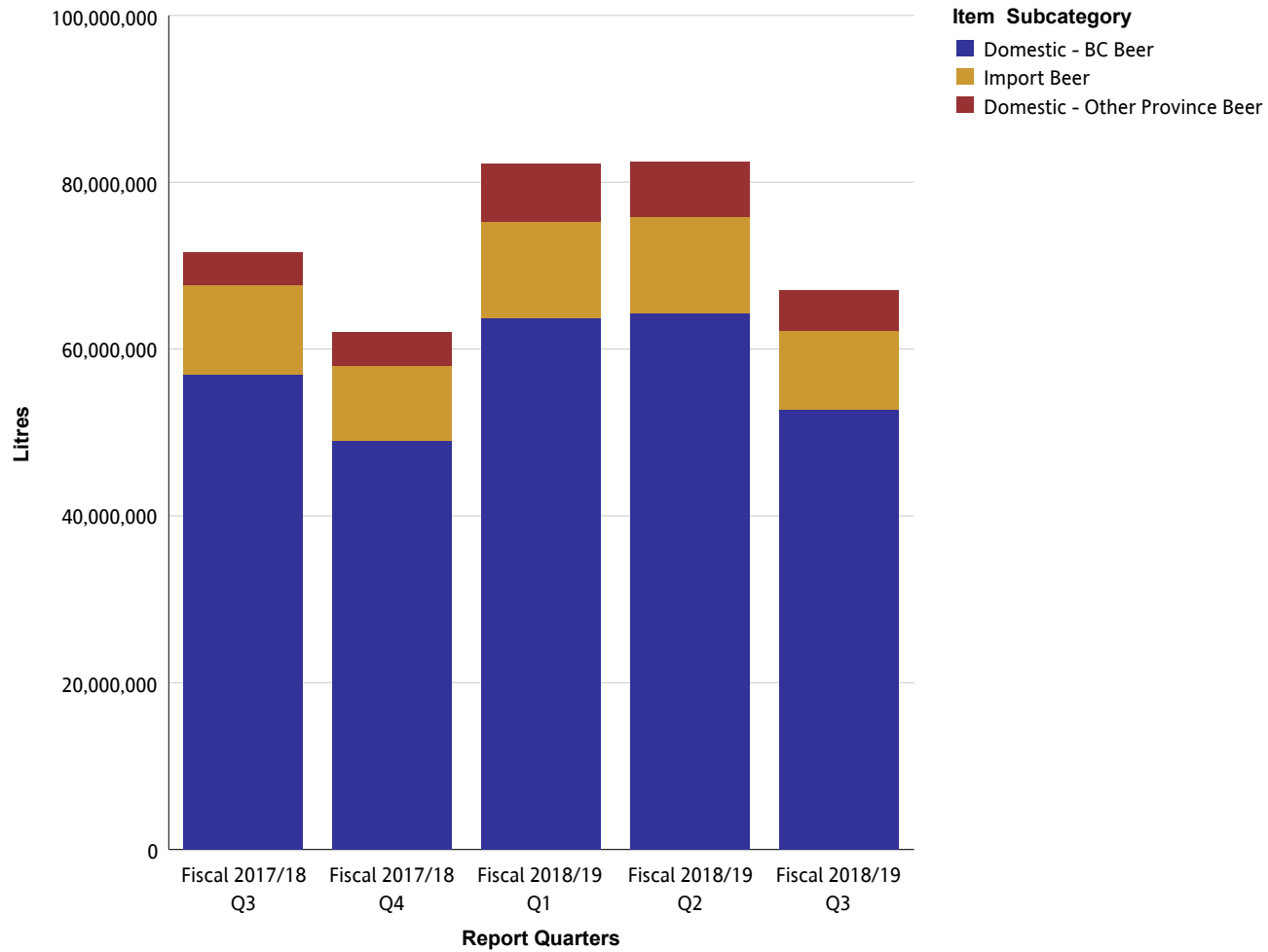


## Beer Sales (Net \$)

### Beer

Net Sales \$		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Domestic - BC Beer	Domestic - BC Commercial Beer	\$138,140,956	\$116,905,608	\$152,568,644	\$150,347,741	\$126,004,932
	Domestic - BC Micro Brew Beer	\$29,420,474	\$29,044,325	\$36,457,878	\$39,387,699	\$32,808,450
	Domestic - BC Regional Beer	\$36,914,694	\$31,596,625	\$41,731,670	\$42,604,640	\$35,460,242
	<b>Summary</b>	<b>\$204,476,123</b>	<b>\$177,546,558</b>	<b>\$230,758,192</b>	<b>\$232,340,080</b>	<b>\$194,273,623</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$11,884,564	\$13,043,782	\$24,015,858	\$22,410,220	\$16,175,469
	Domestic - Other Province Micro Brew Beer	\$274,542	\$271,441	\$388,144	\$498,839	\$346,895
	Domestic - Other Province Regional Beer	\$2,245,752	\$1,878,655	\$2,059,884	\$2,007,002	\$1,983,266
	<b>Summary</b>	<b>\$14,404,858</b>	<b>\$15,193,878</b>	<b>\$26,463,887</b>	<b>\$24,916,062</b>	<b>\$18,505,630</b>
Import Beer	Asia And South Pacific Beer	\$1,470,250	\$1,465,471	\$1,583,739	\$1,791,448	\$1,485,832
	Europe Beer	\$27,697,258	\$24,640,665	\$28,684,620	\$28,975,718	\$27,349,616
	Mexico And Caribbean Beer	\$8,394,199	\$8,077,358	\$15,229,817	\$15,872,636	\$8,659,501
	Other Country Beer	\$98,138	\$155,423	\$143,945	\$195,544	\$140,413
	USA Beer	\$11,588,081	\$7,073,902	\$7,356,603	\$7,325,941	\$5,839,321
	<b>Summary</b>	<b>\$49,247,926</b>	<b>\$41,412,818</b>	<b>\$52,998,723</b>	<b>\$54,161,286</b>	<b>\$43,474,683</b>
<b>Summary</b>		<b>\$268,128,908</b>	<b>\$234,153,253</b>	<b>\$310,220,802</b>	<b>\$311,417,429</b>	<b>\$256,253,936</b>

## Beer Sales (Litres)

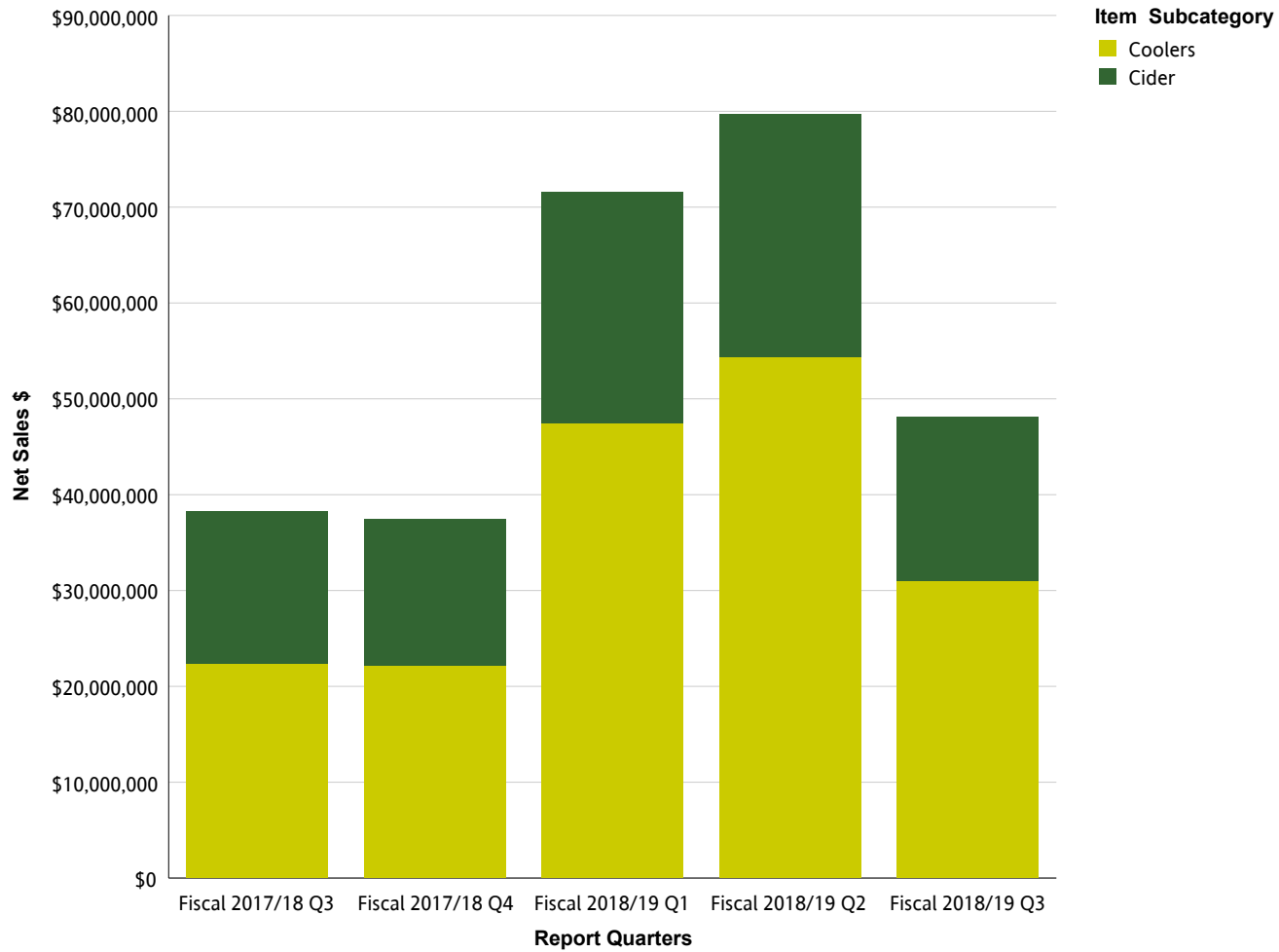


## Beer Sales (Litres)

### Beer

Litres		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Domestic - BC Beer	Domestic - BC Commercial Beer	40,459,553	33,733,815	43,972,203	43,401,696	35,981,668
	Domestic - BC Micro Brew Beer	6,375,735	6,483,582	8,173,166	8,877,565	7,153,371
	Domestic - BC Regional Beer	10,072,090	8,808,467	11,647,246	11,946,513	9,655,454
	<b>Summary</b>	<b>56,907,378</b>	<b>49,025,864</b>	<b>63,792,615</b>	<b>64,225,773</b>	<b>52,790,493</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	3,306,137	3,510,092	6,339,314	5,982,965	4,312,799
	Domestic - Other Province Micro Brew Beer	37,382	38,689	61,467	76,302	50,845
	Domestic - Other Province Regional Beer	574,596	517,880	544,326	530,212	500,608
	<b>Summary</b>	<b>3,918,115</b>	<b>4,066,661</b>	<b>6,945,107</b>	<b>6,589,479</b>	<b>4,864,253</b>
Import Beer	Asia And South Pacific Beer	302,512	299,407	322,070	364,684	301,009
	Europe Beer	6,104,411	5,477,147	6,422,947	6,444,283	6,056,374
	Mexico And Caribbean Beer	1,587,782	1,518,873	2,938,812	3,062,901	1,618,160
	Other Country Beer	21,937	37,674	33,936	49,205	32,568
	USA Beer	2,713,354	1,636,342	1,731,741	1,734,403	1,359,431
	<b>Summary</b>	<b>10,729,995</b>	<b>8,969,444</b>	<b>11,449,506</b>	<b>11,655,476</b>	<b>9,367,541</b>
<b>Summary</b>		<b>71,555,488</b>	<b>62,061,968</b>	<b>82,187,228</b>	<b>82,470,728</b>	<b>67,022,286</b>

## Refreshment Beverages Sales (Net \$)



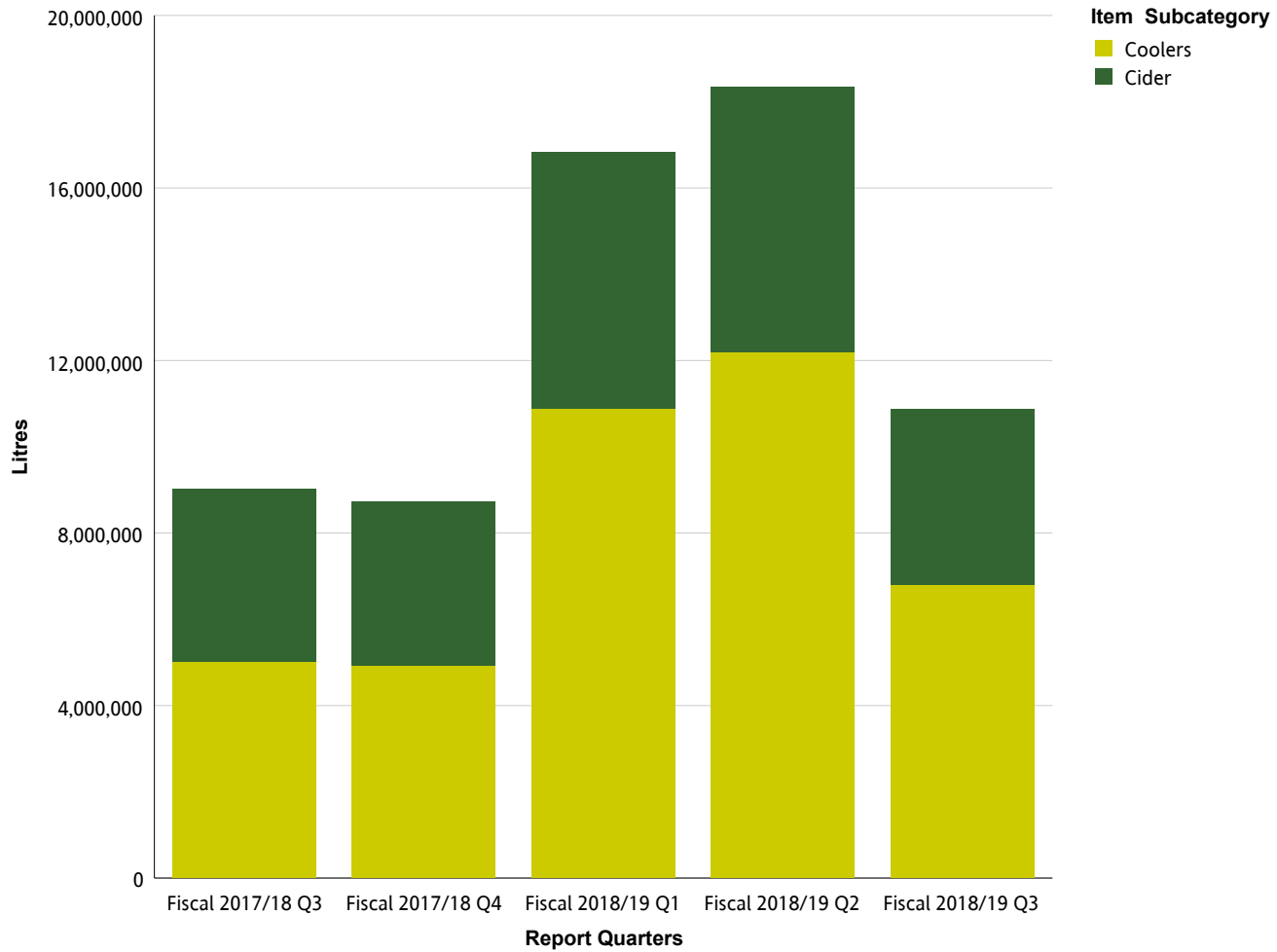


## Refreshment Beverages Sales (Net \$)

### Refreshment Beverages

Net Sales \$		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Cider	Domestic Cider	\$11,962,999	\$11,482,741	\$17,652,022	\$19,264,621	\$13,283,343
	Import Cider	\$3,950,922	\$3,797,100	\$6,443,589	\$6,093,884	\$3,793,301
	<b>Summary</b>	<b>\$15,913,921</b>	<b>\$15,279,842</b>	<b>\$24,095,611</b>	<b>\$25,358,505</b>	<b>\$17,076,644</b>
Coolers	Malt-Based Coolers	\$2,021,028	\$1,515,788	\$1,134,515	\$928,161	\$325,449
	Spirit Coolers	\$19,784,910	\$20,149,012	\$45,617,089	\$52,500,831	\$30,132,064
	Wine/Fruit Coolers	\$581,944	\$508,623	\$728,070	\$943,271	\$555,561
	<b>Summary</b>	<b>\$22,387,881</b>	<b>\$22,173,424</b>	<b>\$47,479,674</b>	<b>\$54,372,263</b>	<b>\$31,013,074</b>
<b>Summary</b>		<b>\$38,301,802</b>	<b>\$37,453,265</b>	<b>\$71,575,285</b>	<b>\$79,730,768</b>	<b>\$48,089,719</b>

## Refreshment Beverages Sales (Litres)

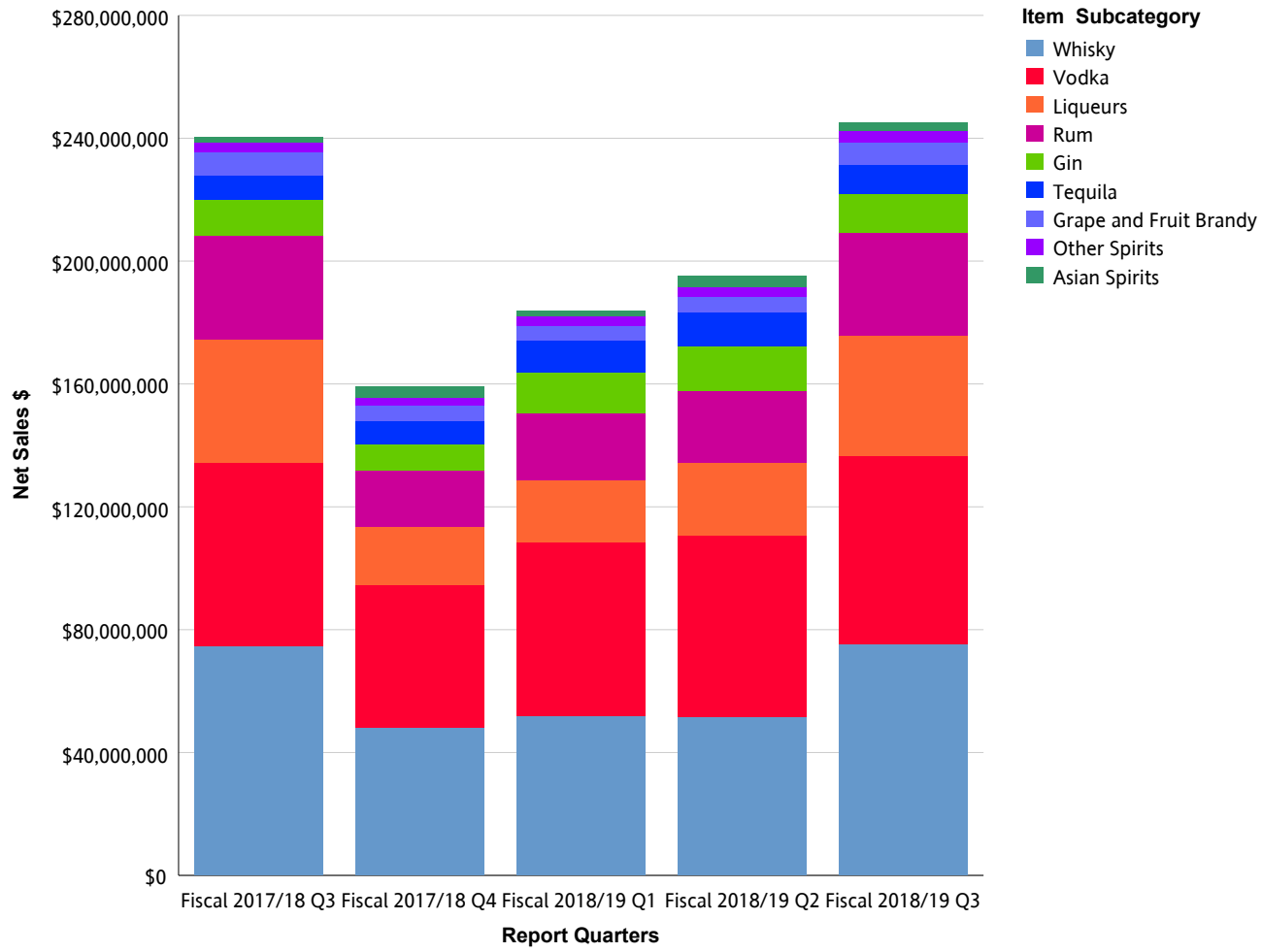


## Refreshment Beverages Sales (Litres)

### Refreshment Beverages

Litres		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Cider	Domestic Cider	3,144,528	2,991,487	4,528,357	4,806,849	3,235,394
	Import Cider	857,410	813,999	1,408,998	1,334,089	831,462
	<b>Summary</b>	<b>4,001,938</b>	<b>3,805,487</b>	<b>5,937,355</b>	<b>6,140,937</b>	<b>4,066,857</b>
Coolers	Malt-Based Coolers	451,459	333,408	249,901	206,546	68,137
	Spirit Coolers	4,458,639	4,507,393	10,516,511	11,832,673	6,638,960
	Wine/Fruit Coolers	109,093	93,548	132,445	163,754	101,155
	<b>Summary</b>	<b>5,019,191</b>	<b>4,934,350</b>	<b>10,898,857</b>	<b>12,202,973</b>	<b>6,808,252</b>
<b>Summary</b>		<b>9,021,129</b>	<b>8,739,837</b>	<b>16,836,212</b>	<b>18,343,910</b>	<b>10,875,108</b>

## Spirits Sales (Net \$)



## Spirits Sales (Net \$)

### Spirits

Net Sales \$		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Asian Spirits	China Spirits	\$896,516	\$2,720,133	\$677,258	\$2,737,572	\$1,529,901
	Korea Spirits	\$883,823	\$832,842	\$864,051	\$895,536	\$962,147
	Other Country Asian Spirits	\$77,564	\$74,699	\$73,050	\$77,752	\$112,338
	<b>Summary</b>	<b>\$1,857,902</b>	<b>\$3,627,673</b>	<b>\$1,614,360</b>	<b>\$3,710,860</b>	<b>\$2,604,385</b>
Gin	Dry Gin	\$10,956,067	\$8,293,087	\$12,505,125	\$13,733,389	\$12,043,222
	Flavoured Gin	\$270,191	\$205,949	\$416,099	\$558,183	\$322,535
	Other Gin	\$159,835	\$139,784	\$165,919	\$262,600	\$223,323
	<b>Summary</b>	<b>\$11,386,093</b>	<b>\$8,638,819</b>	<b>\$13,087,143</b>	<b>\$14,554,172</b>	<b>\$12,589,080</b>
Grape and Fruit Brandy	Armagnac	\$69,645	\$78,909	\$31,221	\$59,085	\$161,737
	Brandy	\$3,293,224	\$2,235,487	\$2,024,519	\$2,105,646	\$3,207,063
	Cognac	\$3,411,818	\$2,595,046	\$2,496,682	\$2,635,714	\$3,499,131
	Eau de Vie	\$370,897	\$217,962	\$216,769	\$269,761	\$296,510
	Grappa And Marc	\$106,539	\$71,160	\$60,378	\$59,056	\$102,619
	Pisco	\$91,887	\$78,006	\$88,008	\$94,941	\$91,451
	<b>Summary</b>	<b>\$7,344,010</b>	<b>\$5,276,570</b>	<b>\$4,917,578</b>	<b>\$5,224,203</b>	<b>\$7,358,511</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	\$8,258,949	\$6,340,755	\$6,480,018	\$6,223,060	\$8,472,181
	Coffee And Cocoa Liqueurs	\$3,264,962	\$1,124,277	\$1,269,156	\$1,733,688	\$3,009,039
	Cream/Dairy Liqueurs	\$18,315,548	\$5,335,454	\$5,485,366	\$7,872,684	\$18,557,328
	Fruit Liqueurs	\$5,184,672	\$3,127,865	\$3,690,040	\$4,214,151	\$4,923,415
	Nut Liqueurs	\$1,849,159	\$1,095,072	\$1,258,119	\$1,440,042	\$1,638,618
	Other Liqueurs	\$850,391	\$468,757	\$558,671	\$771,387	\$805,003
	Whiskey Liqueurs	\$2,220,169	\$1,326,209	\$1,349,209	\$1,328,630	\$1,896,074
	<b>Summary</b>	<b>\$39,943,850</b>	<b>\$18,818,389</b>	<b>\$20,090,579</b>	<b>\$23,583,643</b>	<b>\$39,301,658</b>
Other Spirits	Cachaca	\$33,367	\$31,180	\$40,983	\$51,186	\$28,280
	Flavoured Spirits	\$888,586	\$652,377	\$1,162,913	\$841,485	\$1,261,439
	Miscellaneous/Other Spirits	\$550,079	\$301,507	\$423,761	\$413,300	\$598,289

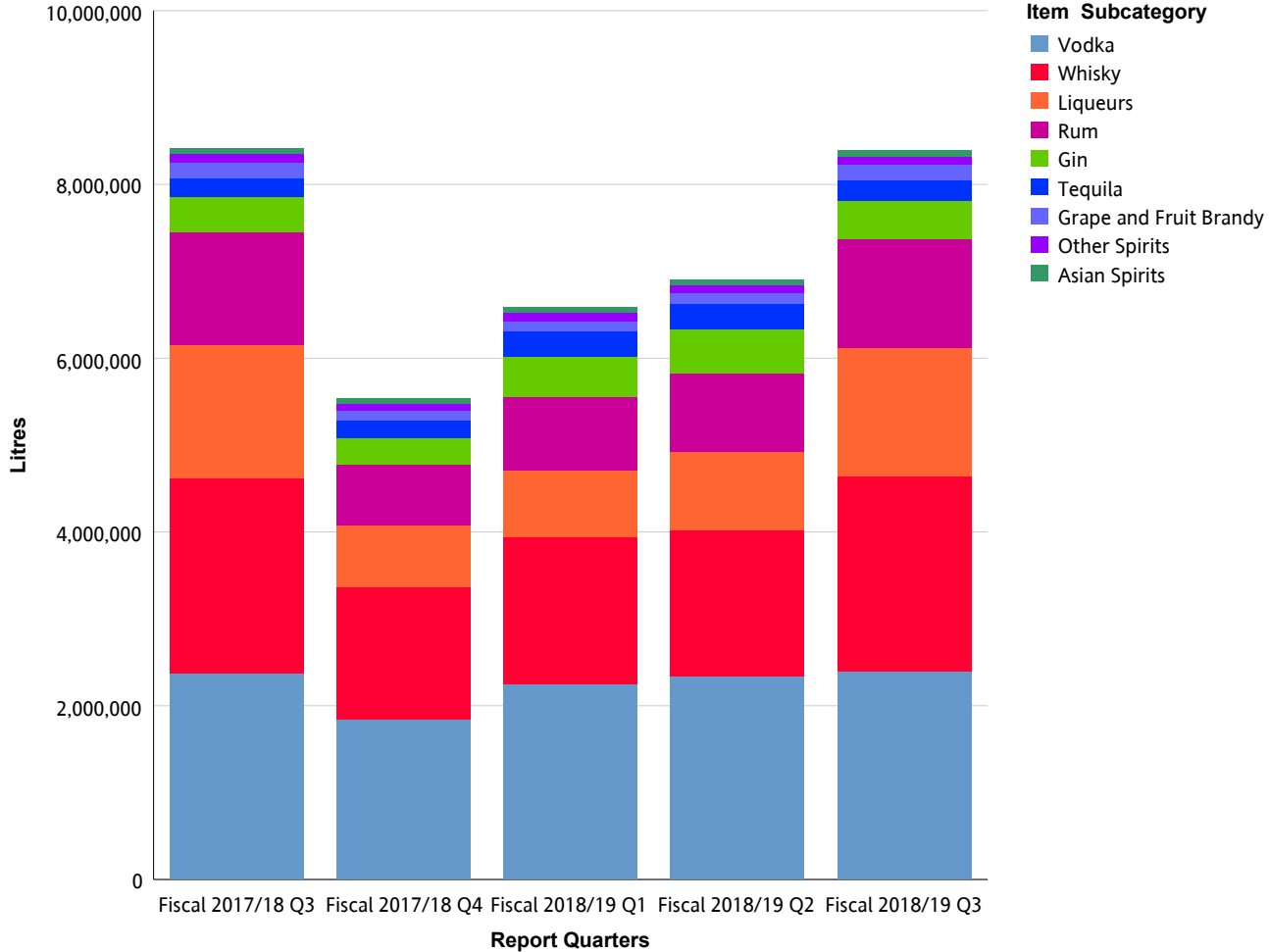
## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Other Spirits	Moonshine Spirits	\$264,768	\$289,431	\$290,038	\$353,203	\$411,738
	Ready to Mix Cocktails	\$564,976	\$470,140	\$622,660	\$635,691	\$492,609
	Ready to Serve Cocktails	\$815,942	\$463,528	\$602,416	\$606,962	\$759,777
	Schnapps and Akvavit	\$88,231	\$65,901	\$62,132	\$64,048	\$85,763
	<b>Summary</b>	<b>\$3,205,949</b>	<b>\$2,274,064</b>	<b>\$3,204,902</b>	<b>\$2,965,875</b>	<b>\$3,637,895</b>
Rum	Amber Rum	\$7,917,532	\$4,480,190	\$5,036,021	\$5,413,021	\$8,397,918
	Dark Rum	\$4,266,712	\$2,402,687	\$2,635,156	\$2,602,399	\$4,151,244
	Flavoured Rum	\$235,323	\$306,034	\$304,393	\$306,798	\$355,537
	Spiced Rum	\$12,417,183	\$5,889,825	\$6,664,663	\$7,545,539	\$12,085,630
	White Rum	\$9,195,895	\$5,453,713	\$7,426,747	\$7,587,408	\$8,376,815
	<b>Summary</b>	<b>\$34,032,644</b>	<b>\$18,532,450</b>	<b>\$22,066,980</b>	<b>\$23,455,165</b>	<b>\$33,367,144</b>
Tequila	Blanco/Silver Tequila	\$2,597,235	\$2,393,459	\$3,352,364	\$3,614,429	\$3,245,654
	Flavoured Tequila	\$95,238	\$89,965	\$142,782	\$133,443	\$109,660
	Gold Tequila	\$5,294,931	\$4,657,649	\$6,596,280	\$6,817,892	\$5,927,897
	Mezcal	\$220,355	\$267,732	\$326,859	\$327,392	\$361,399
	<b>Summary</b>	<b>\$8,207,759</b>	<b>\$7,408,804</b>	<b>\$10,418,285</b>	<b>\$10,893,156</b>	<b>\$9,644,610</b>
Vodka	Flavoured Vodka	\$3,869,027	\$2,772,300	\$3,684,855	\$3,747,370	\$3,663,674
	Straight Vodka	\$56,159,965	\$43,605,546	\$52,791,104	\$55,339,008	\$57,381,081
	<b>Summary</b>	<b>\$60,028,992</b>	<b>\$46,377,846</b>	<b>\$56,475,959</b>	<b>\$59,086,379</b>	<b>\$61,044,756</b>
Whisky	American Whiskey	\$3,321,053	\$2,175,409	\$2,241,388	\$2,479,423	\$3,078,685
	Blended Malt Scotch Whisky	\$195,456	\$170,259	\$122,748	\$113,892	\$278,370
	Blended Scotch Whisky	\$9,165,236	\$6,670,483	\$7,067,909	\$6,616,791	\$9,419,447
	Bourbon Whiskey	\$4,705,983	\$3,475,506	\$3,470,701	\$3,523,370	\$4,917,602
	Canadian Whisky	\$34,454,456	\$22,602,354	\$26,725,261	\$26,796,060	\$34,880,533
	Flavoured Whisky	\$82,386	\$213,685	\$19,724	\$21,170	\$406,884
	Irish Whiskey	\$4,683,313	\$4,032,329	\$3,123,830	\$3,522,086	\$5,439,284
	Other Country Whisky	\$1,024,263	\$703,199	\$687,712	\$851,572	\$1,330,025
	Single Malt Scotch Whisky	\$16,861,073	\$8,112,342	\$8,525,350	\$7,799,737	\$15,709,618

## **Spirits Sales (Net \$)**

<b>Net Sales \$</b>		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Whisky	<b>Summary</b>	\$74,493,218	\$48,155,566	\$51,984,622	\$51,724,100	\$75,460,447
<b>Summary</b>		\$240,500,417	\$159,110,181	\$183,860,408	\$195,197,552	\$245,008,485

# Spirits Sales (Litres)





## Spirits Sales (Litres)

### Spirits

Litres		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Asian Spirits	China Spirits	13,134	17,459	10,578	14,259	13,732
	Korea Spirits	49,034	46,581	48,086	49,709	53,276
	Other Country Asian Spirits	2,075	2,098	2,009	2,074	2,589
	<b>Summary</b>	<b>64,242</b>	<b>66,137</b>	<b>60,673</b>	<b>66,042</b>	<b>69,597</b>
Gin	Dry Gin	394,539	298,163	450,688	478,608	416,171
	Flavoured Gin	8,484	6,936	14,466	19,283	10,687
	Other Gin	2,979	3,471	3,713	6,085	4,299
	<b>Summary</b>	<b>406,002</b>	<b>308,571</b>	<b>468,867</b>	<b>503,976</b>	<b>431,157</b>
Grape and Fruit Brandy	Armagnac	713	505	299	533	1,080
	Brandy	134,631	92,222	83,734	86,086	130,310
	Cognac	33,081	21,355	21,134	23,095	31,601
	Eau de Vie	8,252	4,860	4,812	5,746	6,641
	Grappa And Marc	1,943	1,354	1,034	1,261	1,893
	Pisco	2,361	1,978	2,266	2,528	2,278
	<b>Summary</b>	<b>180,980</b>	<b>122,274</b>	<b>113,279</b>	<b>119,248</b>	<b>173,803</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	295,236	219,449	228,751	218,091	301,392
	Coffee And Cocoa Liqueurs	132,191	46,840	52,517	70,283	121,483
	Cream/Dairy Liqueurs	750,012	219,806	227,502	316,819	748,646
	Fruit Liqueurs	174,995	115,456	136,711	154,444	163,472
	Nut Liqueurs	73,278	43,803	53,687	61,356	65,298
	Other Liqueurs	31,759	18,015	20,604	27,552	28,795
	Whiskey Liqueurs	70,516	42,525	46,772	43,316	59,526
	<b>Summary</b>	<b>1,527,986</b>	<b>705,895</b>	<b>766,544</b>	<b>891,861</b>	<b>1,488,613</b>
Other Spirits	Cachaca	1,032	1,008	1,220	1,521	844
	Flavoured Spirits	19,130	13,813	26,791	18,442	26,546
	Miscellaneous/Other Spirits	11,418	6,603	8,918	8,443	11,881

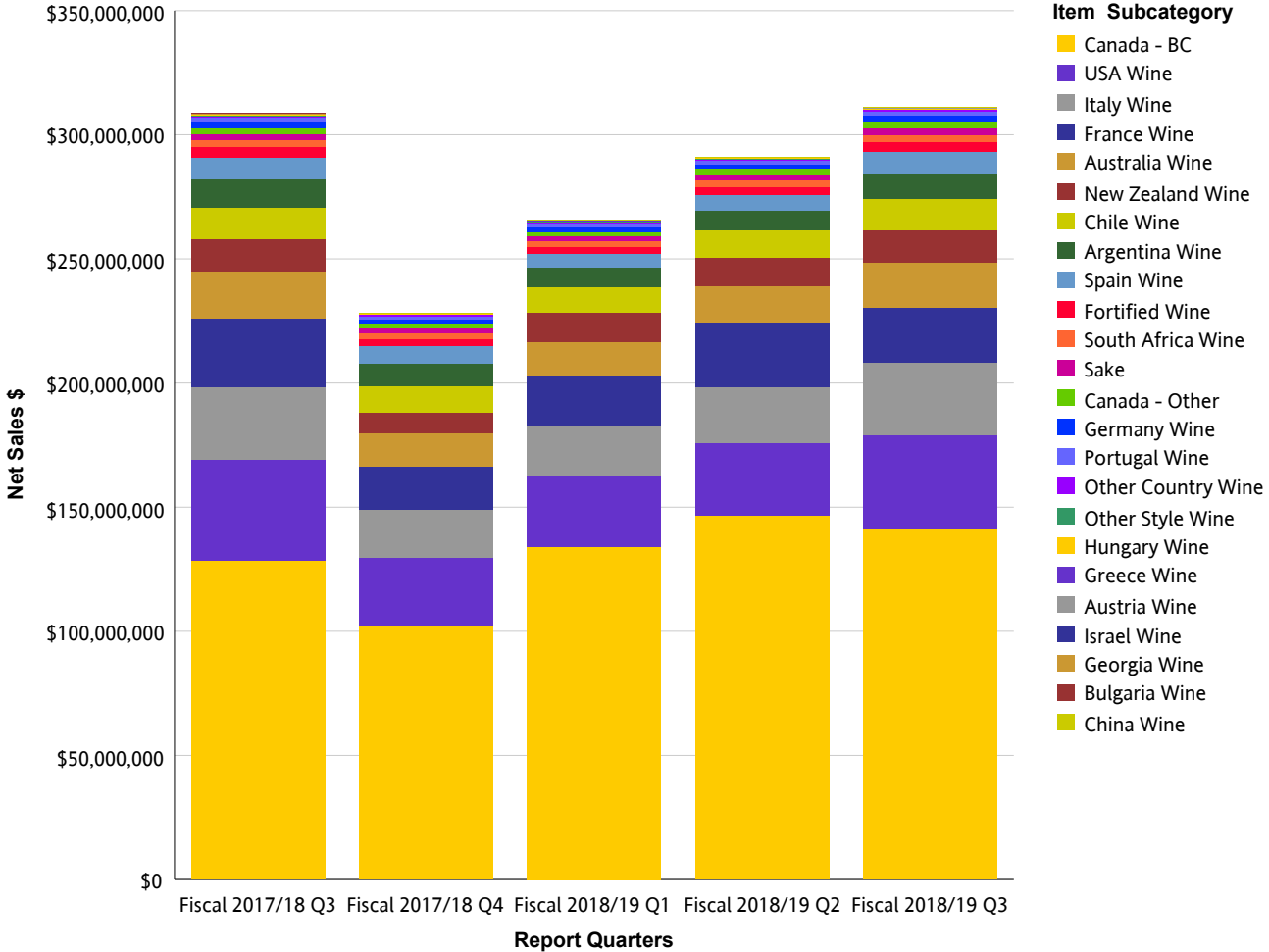
## Spirits Sales (Litres)

Litres		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Other Spirits	Moonshine Spirits	6,417	6,607	6,974	8,331	8,766
	Ready to Mix Cocktails	27,591	22,919	30,862	31,639	23,977
	Ready to Serve Cocktails	28,228	16,750	27,100	25,140	26,395
	Schnapps and Akvavit	2,220	1,760	1,518	1,600	2,177
	<b>Summary</b>	<b>96,037</b>	<b>69,460</b>	<b>103,383</b>	<b>95,116</b>	<b>100,586</b>
Rum	Amber Rum	296,165	164,286	183,988	200,798	298,411
	Dark Rum	165,587	92,154	101,140	98,938	155,904
	Flavoured Rum	9,530	12,501	12,676	12,736	14,123
	Spiced Rum	446,494	208,228	240,137	272,192	433,466
	White Rum	383,599	226,383	312,220	321,004	353,276
	<b>Summary</b>	<b>1,301,375</b>	<b>703,552</b>	<b>850,160</b>	<b>905,668</b>	<b>1,255,179</b>
Tequila	Blanco/Silver Tequila	65,490	61,348	90,858	98,054	79,307
	Flavoured Tequila	2,458	2,224	3,646	3,550	2,845
	Gold Tequila	143,378	126,999	183,950	190,804	151,721
	Mezcal	3,617	4,232	5,035	5,145	5,866
	<b>Summary</b>	<b>214,942</b>	<b>194,803</b>	<b>283,490</b>	<b>297,553</b>	<b>239,739</b>
Vodka	Flavoured Vodka	138,406	100,193	138,538	139,815	129,879
	Straight Vodka	2,235,673	1,741,358	2,113,011	2,205,671	2,268,116
	<b>Summary</b>	<b>2,374,079</b>	<b>1,841,551</b>	<b>2,251,550</b>	<b>2,345,486</b>	<b>2,397,994</b>
Whisky	American Whiskey	98,196	62,894	66,946	71,604	82,028
	Blended Malt Scotch Whisky	2,425	2,056	1,506	1,569	2,835
	Blended Scotch Whisky	305,790	226,738	242,974	221,138	306,905
	Bourbon Whiskey	120,139	92,219	91,616	92,681	118,056
	Canadian Whisky	1,364,864	907,759	1,071,666	1,075,951	1,354,940
	Flavoured Whisky	2,758	7,847	723	739	14,522
	Irish Whiskey	134,401	115,413	88,955	100,793	150,627
	Other Country Whisky	11,497	8,233	8,945	11,487	15,989
	Single Malt Scotch Whisky	207,554	103,089	114,979	106,969	189,590

## **Spirits Sales (Litres)**

<b>Litres</b>		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Whisky	<b>Summary</b>	2,247,624	1,526,247	1,688,311	1,682,931	2,235,493
<b>Summary</b>		8,413,268	5,538,490	6,586,258	6,907,881	8,392,161

# Wine Sales (Net \$)



## Wine Sales (Net \$)

### Wine

Net Sales \$		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Argentina Wine	Argentina Red Wine	\$10,902,019	\$8,359,387	\$6,794,286	\$6,918,128	\$9,820,003
	Argentina Rose Wine	\$21,317	\$111,904	\$165,628	\$202,657	\$95,348
	Argentina Sparkling Wine	\$18,935	\$11,737	\$7,594	\$6,577	\$11,802
	Argentina White Wine	\$658,832	\$587,951	\$657,328	\$691,115	\$623,101
	<b>Summary</b>	<b>\$11,601,103</b>	<b>\$9,070,978</b>	<b>\$7,624,837</b>	<b>\$7,818,478</b>	<b>\$10,550,253</b>
Australia Wine	Australia Red Wine	\$11,769,706	\$8,688,465	\$8,005,841	\$8,163,552	\$11,247,344
	Australia Rose Wine	\$195,060	\$190,489	\$388,532	\$366,514	\$238,011
	Australia Sparkling Wine	\$1,126,278	\$584,763	\$772,380	\$790,723	\$1,348,144
	Australia White Wine	\$5,693,163	\$4,199,517	\$5,050,683	\$4,961,232	\$5,166,439
	<b>Summary</b>	<b>\$18,784,208</b>	<b>\$13,663,235</b>	<b>\$14,217,437</b>	<b>\$14,282,020</b>	<b>\$17,999,938</b>
Austria Wine	Austria Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$149
	Austria Red Wine	\$9,701	\$19,072	\$13,760	\$18,952	\$14,847
	Austria Rose Wine	\$2,953	\$0	\$0	\$0	\$1,216
	Austria Sparkling Wine	\$0	\$0	\$0	\$276	\$0
	Austria White Wine	\$53,580	\$59,038	\$64,555	\$44,164	\$54,834
	<b>Summary</b>	<b>\$66,234</b>	<b>\$78,110</b>	<b>\$78,316</b>	<b>\$63,392</b>	<b>\$71,046</b>
Bulgaria Wine	Bulgaria Red Wine	\$29,186	\$10,511	\$25,403	\$12,738	\$24,028
	Bulgaria White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$29,186</b>	<b>\$10,511</b>	<b>\$25,403</b>	<b>\$12,738</b>	<b>\$24,028</b>
Canada - BC	Canada - BC Dessert Wine	\$299,373	\$181,581	\$254,307	\$461,910	\$360,581
	Canada - BC Fruit Wine	\$933,810	\$801,123	\$1,146,374	\$1,566,732	\$1,158,757
	Canada - BC Ice Wine	\$1,616,591	\$1,087,008	\$1,208,182	\$1,723,358	\$1,411,856
	Canada - BC Red Wine	\$67,258,922	\$51,977,549	\$60,181,632	\$65,472,323	\$74,354,161
	Canada - BC Rose Wine	\$2,467,941	\$2,940,527	\$8,353,681	\$8,189,062	\$3,039,333
	Canada - BC Sparkling Wine	\$2,426,291	\$1,613,460	\$2,648,407	\$3,410,485	\$3,038,198
	Canada - BC White Wine	\$53,555,248	\$43,525,893	\$60,118,898	\$65,840,874	\$57,706,918

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Canada - BC	<b>Summary</b>	<b>\$128,558,177</b>	<b>\$102,127,141</b>	<b>\$133,911,483</b>	<b>\$146,664,744</b>	<b>\$141,069,805</b>
Canada - Other	Canada - Other Dessert Wine	\$2,536	\$0	\$0	\$0	\$10,996
	Canada - Other Fruit Wine	\$6,066	\$6,144	\$0	\$0	\$0
	Canada - Other Ice Wine	\$1,252,017	\$960,146	\$767,744	\$1,544,029	\$1,196,969
	Canada - Other Red Wine	\$243,384	\$229,979	\$311,968	\$351,805	\$327,377
	Canada - Other Rose Wine	\$1,317	\$455	\$54,487	\$87,696	\$152
	Canada - Other Sparkling Wine	\$633,639	\$351,086	\$366,715	\$392,277	\$796,014
	Canada - Other White Wine	\$126,862	\$117,581	\$140,000	\$179,878	\$267,537
	<b>Summary</b>	<b>\$2,265,821</b>	<b>\$1,665,392</b>	<b>\$1,640,914</b>	<b>\$2,555,685</b>	<b>\$2,599,045</b>
Chile Wine	Chile Fruit and Dessert Wine	\$7,289	\$4,711	\$344	\$2,660	\$1,031
	Chile Red Wine	\$8,915,661	\$7,554,593	\$6,681,870	\$6,749,245	\$8,936,353
	Chile Rose Wine	\$18,213	\$180,632	\$541,160	\$530,501	\$149,516
	Chile Sparkling Wine	\$45,660	\$72,744	\$68,629	\$83,569	\$58,637
	Chile White Wine	\$3,317,295	\$2,836,369	\$3,206,985	\$3,678,663	\$3,379,745
	<b>Summary</b>	<b>\$12,304,119</b>	<b>\$10,649,049</b>	<b>\$10,498,988</b>	<b>\$11,044,639</b>	<b>\$12,525,282</b>
China Wine	China Red Wine	\$0	\$1,839	\$18,076	\$6,325	\$5,239
	China White Wine	\$0	\$0	\$0	\$276	\$276
	<b>Summary</b>	<b>\$0</b>	<b>\$1,839</b>	<b>\$18,076</b>	<b>\$6,601</b>	<b>\$5,515</b>
Fortified Wine	Other Fortified Domestic Wine	\$1,146,884	\$911,975	\$1,180,785	\$1,270,519	\$1,168,349
	Other Fortified Import Wine	\$679,994	\$455,315	\$394,494	\$389,535	\$619,881
	Port Wine	\$1,579,245	\$668,169	\$437,335	\$518,646	\$1,320,317
	Sherry Wine	\$520,697	\$244,871	\$184,509	\$173,769	\$463,814
	Vermouth Wine	\$635,205	\$491,532	\$563,451	\$529,065	\$621,296
	<b>Summary</b>	<b>\$4,562,024</b>	<b>\$2,771,861</b>	<b>\$2,760,575</b>	<b>\$2,881,534</b>	<b>\$4,193,656</b>
France Wine	France Champagne Wine	\$6,462,649	\$3,076,187	\$4,032,294	\$4,239,596	\$6,338,997
	France Fruit and Dessert Wine	\$22,245	\$7,784	\$2,607	\$30,026	\$41,127
	France Red Wine	\$14,682,742	\$9,284,524	\$7,433,492	\$13,927,629	\$10,255,948
	France Rose Wine	\$868,459	\$1,009,591	\$3,818,169	\$3,134,700	\$1,084,624

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
France Wine	France Sparkling Wine	\$1,090,247	\$567,165	\$695,047	\$722,872	\$1,128,317
	France White Wine	\$4,625,981	\$3,201,703	\$3,476,387	\$4,286,319	\$3,580,666
	<b>Summary</b>	<b>\$27,752,323</b>	<b>\$17,146,953</b>	<b>\$19,457,996</b>	<b>\$26,341,141</b>	<b>\$22,429,680</b>
Georgia Wine	Georgia Red Wine	\$58,536	\$38,308	\$38,346	\$36,778	\$66,005
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$58,536</b>	<b>\$38,308</b>	<b>\$38,346</b>	<b>\$36,778</b>	<b>\$66,005</b>
Germany Wine	Germany Fruit and Dessert Wine	\$3,518	\$3,498	\$0	\$0	\$447
	Germany Red Wine	\$67,279	\$36,782	\$48,697	\$35,775	\$52,654
	Germany Rose Wine	\$9,987	\$9,088	\$13,026	\$12,155	\$7,242
	Germany Sparkling Wine	\$1,304,974	\$428,499	\$613,602	\$555,308	\$1,269,382
	Germany White Wine	\$1,470,177	\$1,108,014	\$1,121,876	\$1,163,622	\$1,352,623
	<b>Summary</b>	<b>\$2,855,935</b>	<b>\$1,585,880</b>	<b>\$1,797,201</b>	<b>\$1,766,860</b>	<b>\$2,682,348</b>
Greece Wine	Greece Red Wine	\$126,249	\$102,251	\$106,272	\$102,939	\$118,510
	Greece Rose Wine	\$0	\$0	\$1,249	\$2,345	\$782
	Greece White Wine	\$96,447	\$87,915	\$133,517	\$108,830	\$94,016
	<b>Summary</b>	<b>\$222,696</b>	<b>\$190,166</b>	<b>\$241,039</b>	<b>\$214,114</b>	<b>\$213,308</b>
Hungary Wine	Hungary Fruit and Dessert Wine	\$33,934	\$19,410	\$18,608	\$16,778	\$26,599
	Hungary Red Wine	\$41,124	\$34,285	\$38,956	\$6,799	\$43,818
	Hungary Sparkling Wine	\$89,854	\$44,119	\$60,019	\$80,806	\$116,082
	Hungary White Wine	\$102,404	\$126,132	\$118,665	\$120,470	\$112,086
	<b>Summary</b>	<b>\$267,317</b>	<b>\$223,946</b>	<b>\$236,248</b>	<b>\$224,853</b>	<b>\$298,584</b>
Israel Wine	Israel Red Wine	\$38,188	\$54,309	\$25,473	\$35,345	\$35,782
	Israel Rose Wine	\$3,288	\$2,225	\$3,634	\$1,260	\$0
	Israel White Wine	\$21,453	\$27,772	\$10,606	\$19,469	\$16,204
	<b>Summary</b>	<b>\$62,929</b>	<b>\$84,306</b>	<b>\$39,713</b>	<b>\$56,074</b>	<b>\$51,986</b>
Italy Wine	Italy Fruit and Dessert Wine	\$19,199	\$12,404	\$4,721	\$4,422	\$5,176
	Italy Red Wine	\$15,699,264	\$11,067,187	\$9,489,374	\$10,237,126	\$15,742,189
	Italy Rose Wine	\$92,983	\$86,038	\$341,695	\$410,047	\$113,931

## Wine Sales (Net \$)

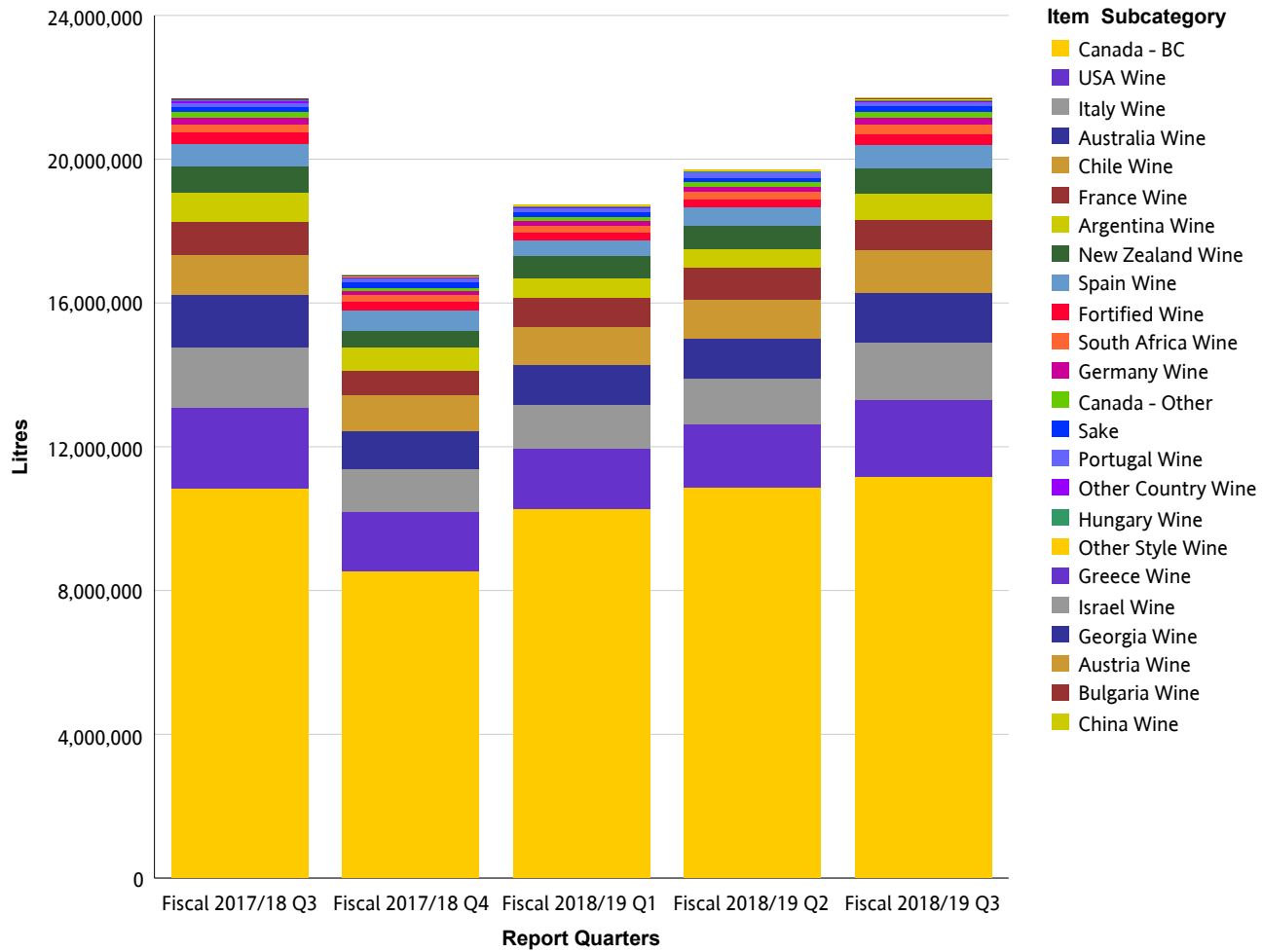
Net Sales \$		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Italy Wine	Italy Sparkling Wine	\$2,214,670	\$1,337,328	\$1,611,141	\$1,648,974	\$2,166,706
	Italy White Wine	\$5,340,187	\$4,246,832	\$4,963,237	\$5,393,892	\$5,083,810
	Prosecco Wine	\$6,114,340	\$2,913,716	\$3,722,300	\$4,477,417	\$5,774,680
	<b>Summary</b>	<b>\$29,480,644</b>	<b>\$19,663,505</b>	<b>\$20,132,467</b>	<b>\$22,171,877</b>	<b>\$28,886,492</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$366
	New Zealand Red Wine	\$1,080,082	\$565,667	\$570,089	\$616,053	\$953,602
	New Zealand Rose Wine	\$166,548	\$209,220	\$458,253	\$396,963	\$206,194
	New Zealand Sparkling Wine	\$208,216	\$74,575	\$102,574	\$124,396	\$156,105
	New Zealand White Wine	\$11,770,702	\$7,352,566	\$10,522,755	\$10,586,738	\$11,608,465
	<b>Summary</b>	<b>\$13,225,548</b>	<b>\$8,202,027</b>	<b>\$11,653,672</b>	<b>\$11,724,151</b>	<b>\$12,924,732</b>
Other Country Wine	Other Country Fruit and Dessert Wine	\$263,403	\$232,554	\$214,518	\$227,010	\$247,605
	Other Country Red Wine	\$203,495	\$165,949	\$161,552	\$135,033	\$178,883
	Other Country Rose Wine	\$1,089	\$3,123	\$5,622	\$4,205	\$3,468
	Other Country Sparkling Wine	\$30,854	\$32,302	\$19,722	\$13,097	\$36,397
	Other Country White Wine	\$69,690	\$54,777	\$83,299	\$45,705	\$50,153
	<b>Summary</b>	<b>\$568,531</b>	<b>\$488,706</b>	<b>\$484,713</b>	<b>\$425,049</b>	<b>\$516,506</b>
Other Style Wine	Aperitif And Flavoured Wine	\$177,741	\$121,635	\$150,717	\$169,558	\$168,660
	Mead	\$31,899	\$42,197	\$74,040	\$69,175	\$76,620
	Rice Wine	\$73,020	\$70,890	\$46,852	\$46,605	\$73,916
	<b>Summary</b>	<b>\$282,659</b>	<b>\$234,722</b>	<b>\$271,609</b>	<b>\$285,339</b>	<b>\$319,195</b>
Portugal Wine	Portugal Fruit and Dessert Wine	\$81,983	\$17,056	\$2,261	\$2,355	\$27,311
	Portugal Red Wine	\$844,449	\$846,914	\$714,131	\$691,490	\$979,974
	Portugal Rose Wine	\$193,962	\$145,679	\$215,315	\$260,950	\$177,633
	Portugal Sparkling Wine	\$7,727	\$4,590	\$5,268	\$5,196	\$9,900
	Portugal White Wine	\$342,852	\$326,474	\$606,546	\$633,530	\$355,762
	<b>Summary</b>	<b>\$1,470,973</b>	<b>\$1,340,713</b>	<b>\$1,543,522</b>	<b>\$1,593,521</b>	<b>\$1,550,580</b>
Sake	Japan Sake	\$1,498,543	\$1,398,143	\$1,239,826	\$1,475,918	\$1,558,327
	Other Country Sake	\$70,082	\$82,607	\$85,494	\$82,904	\$83,716



## Wine Sales (Net \$)

<b>Net Sales \$</b>		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Sake	USA Sake	\$842,592	\$831,162	\$631,453	\$661,681	\$793,771
	<b>Summary</b>	<b>\$2,411,217</b>	<b>\$2,311,912</b>	<b>\$1,956,773</b>	<b>\$2,220,502</b>	<b>\$2,435,814</b>
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	South Africa Red Wine	\$1,685,224	\$1,395,284	\$1,215,600	\$1,441,352	\$1,675,724
	South Africa Rose Wine	\$1,403	\$2,670	\$76,789	\$71,754	\$5,559
	South Africa Sparkling Wine	\$58,451	\$28,076	\$33,169	\$28,001	\$14,556
	South Africa White Wine	\$1,010,240	\$875,223	\$1,031,360	\$1,111,788	\$1,219,491
	<b>Summary</b>	<b>\$2,755,318</b>	<b>\$2,301,253</b>	<b>\$2,356,918</b>	<b>\$2,652,895</b>	<b>\$2,915,330</b>
Spain Wine	Spain Fruit and Dessert Wine	\$8,424	\$16,765	\$14,052	\$4,438	\$7,153
	Spain Red Wine	\$5,777,041	\$5,158,809	\$3,856,715	\$4,505,777	\$5,766,660
	Spain Rose Wine	\$104,820	\$129,143	\$259,067	\$331,154	\$122,453
	Spain Sparkling Wine	\$2,203,402	\$867,430	\$1,140,121	\$1,180,780	\$2,038,439
	Spain White Wine	\$422,340	\$901,460	\$401,368	\$556,468	\$534,862
	<b>Summary</b>	<b>\$8,516,027</b>	<b>\$7,073,607</b>	<b>\$5,671,323</b>	<b>\$6,578,616</b>	<b>\$8,469,567</b>
USA Wine	USA Fruit and Dessert Wine	\$2,720	\$3,697	\$1,227	\$1,787	\$936
	USA Red Wine	\$31,091,624	\$20,131,938	\$20,554,019	\$20,078,652	\$29,359,886
	USA Rose Wine	\$1,126,865	\$1,058,760	\$1,490,646	\$1,444,181	\$1,161,230
	USA Sparkling Wine	\$610,383	\$266,901	\$342,735	\$375,939	\$602,245
	USA White Wine	\$7,576,652	\$5,885,145	\$6,603,975	\$7,484,748	\$7,048,748
	<b>Summary</b>	<b>\$40,408,245</b>	<b>\$27,346,440</b>	<b>\$28,992,603</b>	<b>\$29,385,307</b>	<b>\$38,173,044</b>
<b>Summary</b>		<b>\$308,509,767</b>	<b>\$228,270,562</b>	<b>\$265,650,171</b>	<b>\$291,006,910</b>	<b>\$310,971,739</b>

## Wine Sales (Litres)



## Wine Sales (Litres)

### Wine

Litres		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Argentina Wine	Argentina Red Wine	744,548	593,189	474,850	467,557	679,606
	Argentina Rose Wine	1,766	8,719	12,643	16,042	7,665
	Argentina Sparkling Wine	922	532	372	344	595
	Argentina White Wine	52,757	48,553	53,751	55,544	50,503
	<b>Summary</b>	<b>799,993</b>	<b>650,993</b>	<b>541,616</b>	<b>539,487</b>	<b>738,369</b>
Australia Wine	Australia Red Wine	812,467	608,693	552,506	569,422	783,186
	Australia Rose Wine	15,763	15,445	31,880	30,316	19,299
	Australia Sparkling Wine	89,641	44,555	61,217	61,546	109,066
	Australia White Wine	541,954	384,298	468,184	453,334	479,930
	<b>Summary</b>	<b>1,459,825</b>	<b>1,052,990</b>	<b>1,113,787</b>	<b>1,114,620</b>	<b>1,391,481</b>
Austria Wine	Austria Fruit and Dessert Wine	0	0	0	0	2
	Austria Red Wine	324	500	481	540	466
	Austria Rose Wine	125	0	0	0	54
	Austria Sparkling Wine	0	0	0	9	0
	Austria White Wine	2,117	2,052	2,595	1,567	2,008
	<b>Summary</b>	<b>2,566</b>	<b>2,552</b>	<b>3,076</b>	<b>2,116</b>	<b>2,530</b>
Bulgaria Wine	Bulgaria Red Wine	2,866	916	2,146	1,129	2,136
	Bulgaria White Wine	0	0	0	0	0
	<b>Summary</b>	<b>2,866</b>	<b>916</b>	<b>2,146</b>	<b>1,129</b>	<b>2,136</b>
Canada - BC	Canada - BC Dessert Wine	6,628	3,808	5,673	9,517	7,391
	Canada - BC Fruit Wine	41,938	38,668	50,780	67,926	54,051
	Canada - BC Ice Wine	14,332	10,010	10,614	15,127	12,772
	Canada - BC Red Wine	5,405,153	4,099,619	4,345,902	4,537,994	5,524,686
	Canada - BC Rose Wine	212,308	224,586	516,541	509,675	235,359
	Canada - BC Sparkling Wine	97,982	63,909	107,627	136,165	120,936
	Canada - BC White Wine	5,047,972	4,116,289	5,222,396	5,587,543	5,216,741

## Wine Sales (Litres)

Litres		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Canada - BC	<b>Summary</b>	<b>10,826,312</b>	<b>8,556,888</b>	<b>10,259,534</b>	<b>10,863,947</b>	<b>11,171,935</b>
Canada - Other	Canada - Other Dessert Wine	63	0	0	0	346
	Canada - Other Fruit Wine	102	104	0	0	0
	Canada - Other Ice Wine	16,645	12,829	9,846	19,929	15,023
	Canada - Other Red Wine	19,225	18,892	23,112	24,022	26,968
	Canada - Other Rose Wine	72	27	7,648	12,297	9
	Canada - Other Sparkling Wine	103,724	54,434	57,596	58,748	120,494
	Canada - Other White Wine	12,027	12,595	14,217	17,138	24,902
	<b>Summary</b>	<b>151,858</b>	<b>98,880</b>	<b>112,419</b>	<b>132,134</b>	<b>187,742</b>
Chile Wine	Chile Fruit and Dessert Wine	208	130	9	72	27
	Chile Red Wine	792,483	693,346	658,381	632,312	825,584
	Chile Rose Wine	1,547	23,556	58,976	56,804	16,055
	Chile Sparkling Wine	2,733	4,300	3,814	4,789	3,516
	Chile White Wine	333,644	280,706	319,026	376,909	344,728
	<b>Summary</b>	<b>1,130,615</b>	<b>1,002,038</b>	<b>1,040,205</b>	<b>1,070,886</b>	<b>1,189,911</b>
China Wine	China Red Wine	0	4	356	104	88
	China White Wine	0	0	0	4	4
	<b>Summary</b>	<b>0</b>	<b>4</b>	<b>356</b>	<b>108</b>	<b>93</b>
Fortified Wine	Other Fortified Domestic Wine	131,122	107,637	118,729	112,670	117,905
	Other Fortified Import Wine	46,627	30,883	27,274	24,538	40,759
	Port Wine	43,498	18,866	13,740	15,892	36,380
	Sherry Wine	27,883	13,149	10,067	9,281	25,878
	Vermouth Wine	64,797	47,661	53,553	47,992	59,654
	<b>Summary</b>	<b>313,926</b>	<b>218,196</b>	<b>223,364</b>	<b>210,373</b>	<b>280,575</b>
France Wine	France Champagne Wine	71,328	32,685	38,509	43,405	69,608
	France Fruit and Dessert Wine	329	144	54	342	576
	France Red Wine	536,522	402,713	355,445	420,872	472,076
	France Rose Wine	58,767	65,964	212,810	192,763	73,558

## Wine Sales (Litres)

Litres		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
France Wine	France Sparkling Wine	65,073	31,111	38,927	40,473	63,628
	France White Wine	191,913	152,397	164,950	182,733	161,153
	<b>Summary</b>	<b>923,932</b>	<b>685,014</b>	<b>810,694</b>	<b>880,588</b>	<b>840,599</b>
Georgia Wine	Georgia Red Wine	3,212	2,119	2,112	2,009	3,638
	Georgia White Wine	0	0	0	0	0
	<b>Summary</b>	<b>3,212</b>	<b>2,119</b>	<b>2,112</b>	<b>2,009</b>	<b>3,638</b>
Germany Wine	Germany Fruit and Dessert Wine	342	20	0	0	22
	Germany Red Wine	4,664	1,714	3,578	2,092	3,393
	Germany Rose Wine	621	630	855	808	508
	Germany Sparkling Wine	85,621	26,105	38,140	33,282	83,289
	Germany White Wine	100,609	76,250	79,781	82,875	95,436
	<b>Summary</b>	<b>191,855</b>	<b>104,720</b>	<b>122,354</b>	<b>119,057</b>	<b>182,649</b>
Greece Wine	Greece Red Wine	10,041	8,168	7,928	8,223	9,076
	Greece Rose Wine	0	0	72	135	45
	Greece White Wine	8,498	7,009	9,844	9,497	7,799
	<b>Summary</b>	<b>18,539</b>	<b>15,177</b>	<b>17,844</b>	<b>17,855</b>	<b>16,920</b>
Hungary Wine	Hungary Fruit and Dessert Wine	783	412	444	380	542
	Hungary Red Wine	3,283	2,722	3,190	538	3,559
	Hungary Sparkling Wine	7,262	3,436	4,859	6,534	9,338
	Hungary White Wine	9,530	12,492	10,410	11,280	10,360
	<b>Summary</b>	<b>20,858</b>	<b>19,062</b>	<b>18,904</b>	<b>18,732</b>	<b>23,800</b>
Israel Wine	Israel Red Wine	2,037	2,902	1,360	1,881	1,815
	Israel Rose Wine	188	128	208	72	0
	Israel White Wine	1,164	1,509	574	1,055	843
	<b>Summary</b>	<b>3,389</b>	<b>4,539</b>	<b>2,142</b>	<b>3,008</b>	<b>2,658</b>
Italy Wine	Italy Fruit and Dessert Wine	250	135	58	67	86
	Italy Red Wine	791,429	630,406	537,558	551,463	774,586
	Italy Rose Wine	5,459	5,090	21,008	24,212	6,188

## Wine Sales (Litres)

Litres		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Italy Wine	Italy Sparkling Wine	124,015	74,037	91,252	92,655	122,270
	Italy White Wine	403,075	335,494	374,890	392,508	371,682
	Prosecco Wine	333,569	155,905	198,020	232,630	302,274
	<b>Summary</b>	<b>1,657,797</b>	<b>1,201,066</b>	<b>1,222,785</b>	<b>1,293,534</b>	<b>1,577,086</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	4
	New Zealand Red Wine	49,490	24,899	25,440	27,834	44,374
	New Zealand Rose Wine	9,218	10,754	25,426	22,020	11,214
	New Zealand Sparkling Wine	9,818	3,393	4,886	5,898	7,438
	New Zealand White Wine	663,298	403,094	581,179	586,501	647,174
	<b>Summary</b>	<b>731,824</b>	<b>442,140</b>	<b>636,931</b>	<b>642,253</b>	<b>710,205</b>
Other Country Wine	Other Country Fruit and Dessert Wine	16,883	14,523	14,645	14,506	15,804
	Other Country Red Wine	9,585	7,420	7,705	6,302	8,356
	Other Country Rose Wine	54	150	256	171	112
	Other Country Sparkling Wine	1,024	1,129	830	488	1,343
	Other Country White Wine	3,677	2,862	4,202	2,090	2,122
	<b>Summary</b>	<b>31,224</b>	<b>26,084</b>	<b>27,639</b>	<b>23,557</b>	<b>27,738</b>
Other Style Wine	Aperitif And Flavoured Wine	12,298	8,390	11,740	13,524	11,274
	Mead	1,236	1,639	3,166	2,917	3,092
	Rice Wine	5,266	4,482	3,918	3,940	5,185
	<b>Summary</b>	<b>18,800</b>	<b>14,512</b>	<b>18,825</b>	<b>20,382</b>	<b>19,550</b>
Portugal Wine	Portugal Fruit and Dessert Wine	966	220	50	44	420
	Portugal Red Wine	63,299	66,062	55,780	55,946	75,143
	Portugal Rose Wine	19,748	15,040	22,211	25,688	17,517
	Portugal Sparkling Wine	297	212	230	243	447
	Portugal White Wine	29,783	26,133	53,907	55,238	28,582
	<b>Summary</b>	<b>114,094</b>	<b>107,668</b>	<b>132,178</b>	<b>137,159</b>	<b>122,109</b>
Sake	Japan Sake	46,932	45,064	39,456	44,327	49,065
	Other Country Sake	2,933	3,149	3,552	3,523	3,545

## Wine Sales (Litres)

Litres		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Sake	USA Sake	97,184	95,770	73,508	77,550	91,944
	<b>Summary</b>	<b>147,049</b>	<b>143,984</b>	<b>116,516</b>	<b>125,401</b>	<b>144,553</b>
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	0	0
	South Africa Red Wine	140,338	115,299	96,282	124,912	144,446
	South Africa Rose Wine	99	171	7,417	7,688	580
	South Africa Sparkling Wine	3,630	1,899	2,062	1,938	815
	South Africa White Wine	92,309	79,514	93,782	108,625	116,502
	<b>Summary</b>	<b>236,376</b>	<b>196,883</b>	<b>199,542</b>	<b>243,164</b>	<b>262,343</b>
Spain Wine	Spain Fruit and Dessert Wine	273	412	518	128	196
	Spain Red Wine	431,954	428,963	299,202	356,965	459,680
	Spain Rose Wine	8,484	8,998	19,139	25,059	10,409
	Spain Sparkling Wine	138,100	52,003	69,665	70,095	126,244
	Spain White Wine	40,127	105,671	32,908	53,317	54,281
	<b>Summary</b>	<b>618,939</b>	<b>596,048</b>	<b>421,432</b>	<b>505,564</b>	<b>650,811</b>
USA Wine	USA Fruit and Dessert Wine	36	279	81	189	99
	USA Red Wine	1,554,310	1,044,038	1,029,196	1,044,822	1,479,732
	USA Rose Wine	134,666	127,376	159,008	148,480	129,062
	USA Sparkling Wine	37,530	15,883	19,918	22,134	35,163
	USA White Wine	548,218	439,016	487,744	532,499	501,830
	<b>Summary</b>	<b>2,274,761</b>	<b>1,626,591</b>	<b>1,695,946</b>	<b>1,748,123</b>	<b>2,145,886</b>
<b>Summary</b>		<b>21,680,610</b>	<b>16,769,066</b>	<b>18,742,346</b>	<b>19,715,184</b>	<b>21,695,319</b>

# 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.