

Liquor Market Review

Fiscal 2019/20 Q1

June 2019



**LIQUOR
DISTRIBUTION
BRANCH**

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Introduction

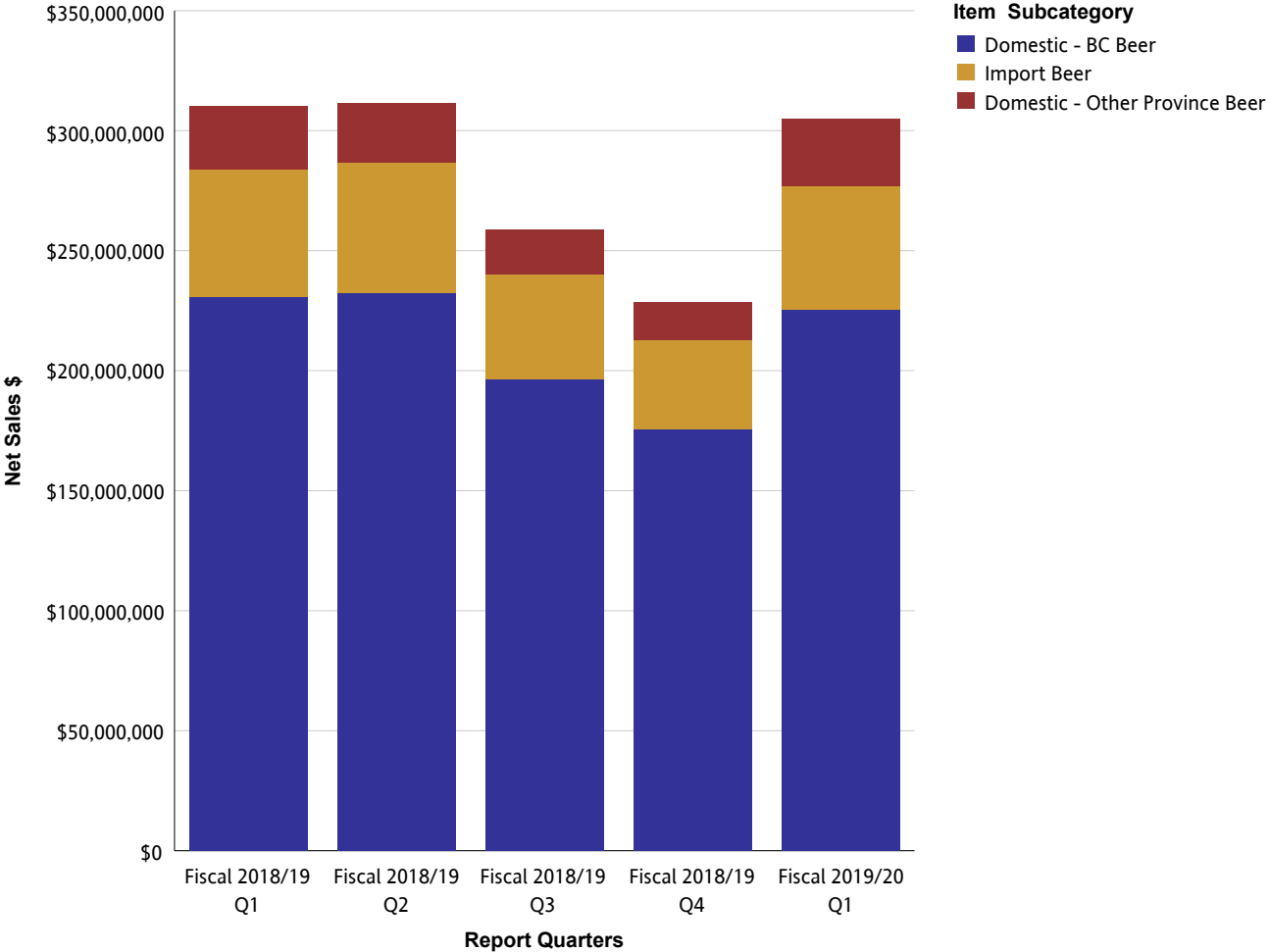
The Liquor Market Review provides provincial sales through the Wholesale channel for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer and excludes any applicable taxes. For each reporting period,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

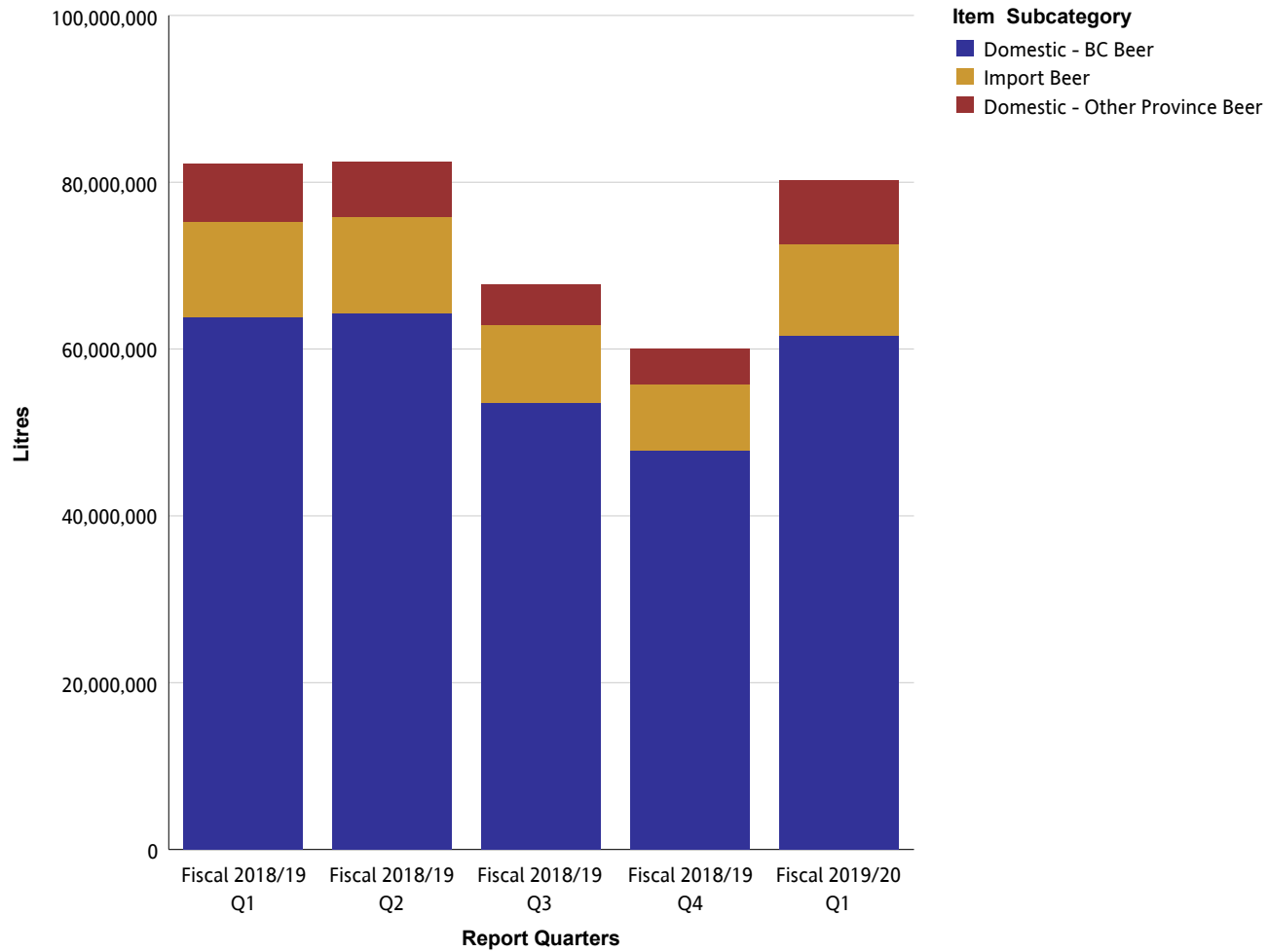


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 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	\$152,566,328	\$150,336,814	\$125,990,695	\$109,850,773	\$140,609,232
	Domestic - BC Micro Brew Beer	\$36,538,764	\$39,445,244	\$32,862,924	\$31,896,382	\$39,355,512
	Domestic - BC Regional Beer	\$41,731,461	\$42,654,043	\$37,732,551	\$33,832,390	\$45,697,864
	Summary	\$230,836,553	\$232,436,101	\$196,586,170	\$175,579,545	\$225,662,608
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$24,012,946	\$22,374,040	\$16,162,798	\$14,032,681	\$26,040,189
	Domestic - Other Province Micro Brew Beer	\$393,328	\$500,528	\$348,526	\$357,299	\$404,664
	Domestic - Other Province Regional Beer	\$2,059,884	\$2,007,055	\$1,983,851	\$1,542,962	\$1,725,069
	Summary	\$26,466,159	\$24,881,622	\$18,495,175	\$15,932,941	\$28,169,923
Import Beer	Asia And South Pacific Beer	\$1,583,739	\$1,791,448	\$1,487,199	\$1,514,801	\$1,633,593
	Europe Beer	\$28,682,714	\$28,976,874	\$27,351,145	\$23,170,011	\$27,828,987
	Mexico And Caribbean Beer	\$15,229,338	\$15,869,387	\$8,653,506	\$7,882,096	\$14,961,769
	Other Country Beer	\$143,945	\$195,544	\$140,413	\$106,176	\$102,152
	USA Beer	\$7,349,825	\$7,319,604	\$5,837,360	\$4,576,136	\$6,687,705
	Summary	\$52,989,561	\$54,152,856	\$43,469,623	\$37,249,220	\$51,214,206
Summary		\$310,292,273	\$311,470,579	\$258,550,968	\$228,761,706	\$305,046,737

Beer Sales (Litres)

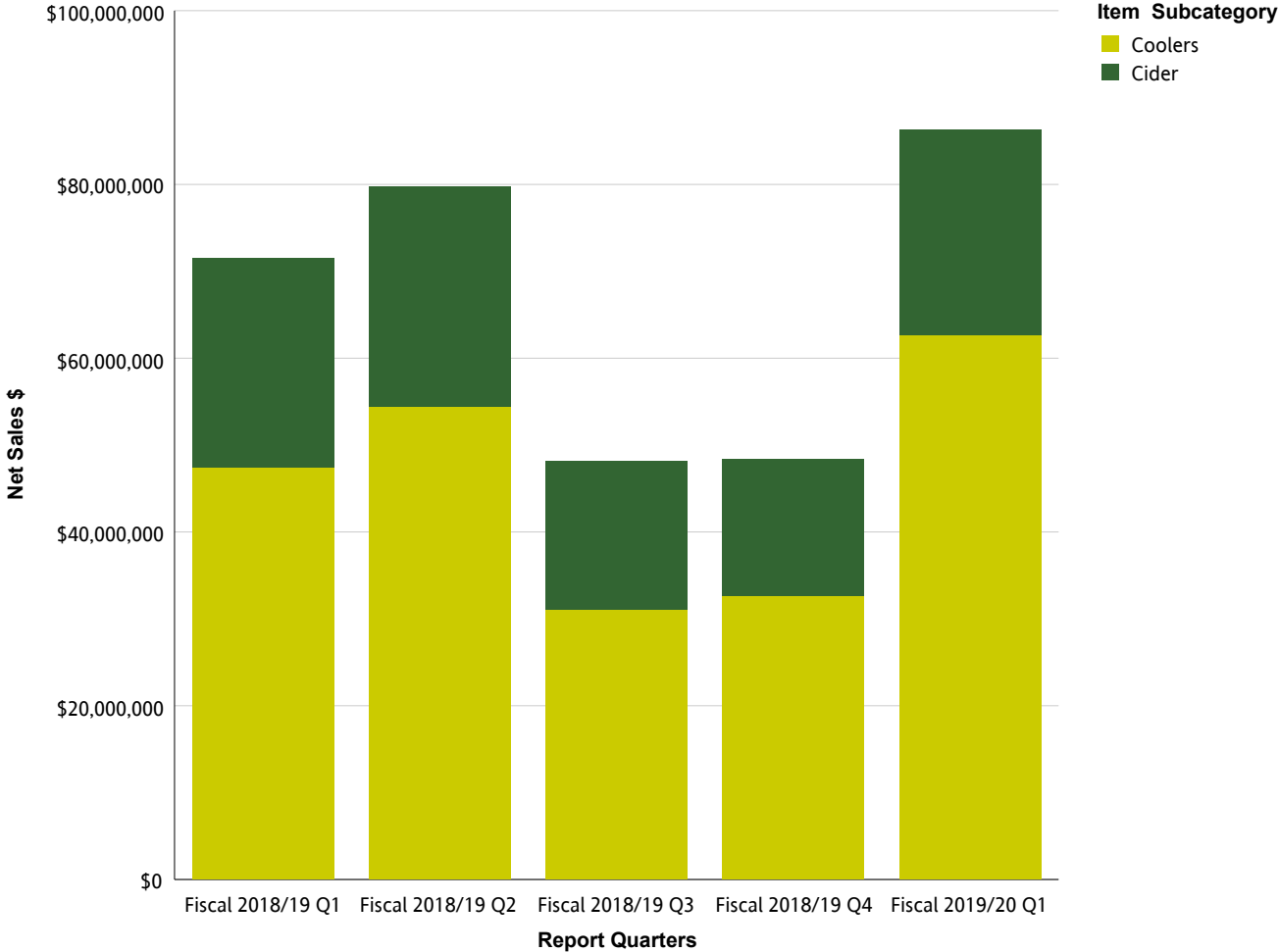


Beer Sales (Litres)

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	43,971,627	43,398,203	35,977,910	31,170,487	40,090,496
	Domestic - BC Micro Brew Beer	8,192,751	8,893,550	7,168,338	7,136,401	8,773,834
	Domestic - BC Regional Beer	11,647,399	11,963,421	10,411,533	9,546,689	12,739,578
	Summary	63,811,777	64,255,173	53,557,780	47,853,578	61,603,908
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	6,338,252	5,974,232	4,309,521	3,775,871	7,172,365
	Domestic - Other Province Micro Brew Beer	62,212	76,533	51,030	51,462	59,947
	Domestic - Other Province Regional Beer	544,326	530,263	500,649	413,869	463,552
	Summary	6,944,790	6,581,028	4,861,200	4,241,202	7,695,864
Import Beer	Asia And South Pacific Beer	322,070	364,684	301,241	304,139	326,233
	Europe Beer	6,422,558	6,444,437	6,056,646	5,123,879	6,213,208
	Mexico And Caribbean Beer	2,938,721	3,062,182	1,616,945	1,460,073	2,839,057
	Other Country Beer	33,936	49,205	32,568	26,678	24,568
	USA Beer	1,730,534	1,733,292	1,358,363	1,054,051	1,570,858
	Summary	11,447,818	11,653,799	9,365,762	7,968,820	10,973,924
Summary		82,204,384	82,490,000	67,784,742	60,063,600	80,273,697

Refreshment Beverages Sales (Net \$)

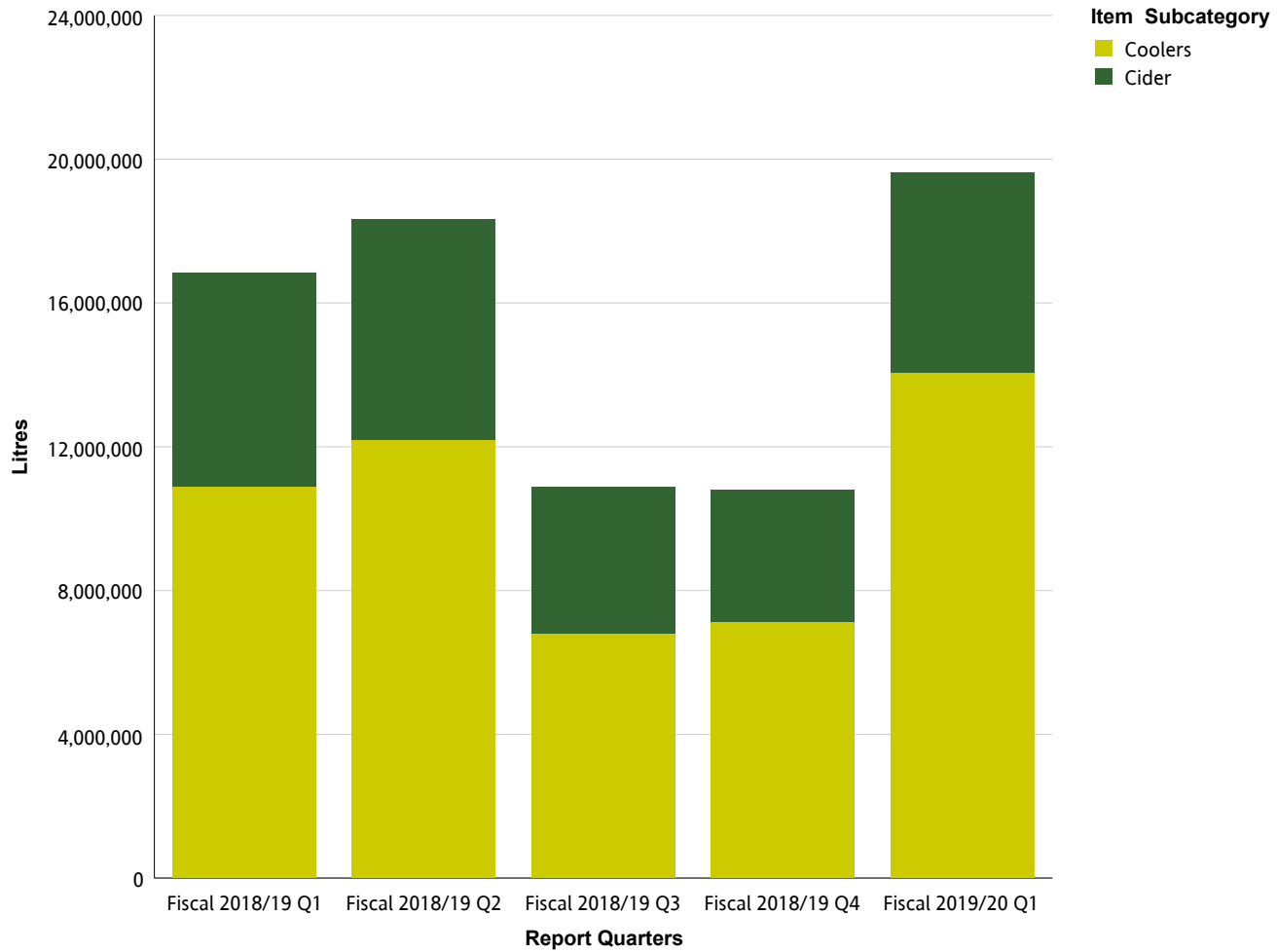


Refreshment Beverages Sales (Net \$)

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	\$17,655,322	\$19,263,117	\$13,310,556	\$12,192,062	\$18,317,892
	Import Cider	\$6,443,589	\$6,093,884	\$3,794,936	\$3,586,765	\$5,343,460
	Summary	\$24,098,911	\$25,357,001	\$17,105,491	\$15,778,828	\$23,661,351
Coolers	Malt-Based Coolers	\$1,134,515	\$928,161	\$325,449	\$363,383	\$669,065
	Spirit Coolers	\$45,358,213	\$52,295,043	\$29,955,020	\$31,381,766	\$60,606,875
	Wine/Fruit Coolers	\$986,946	\$1,149,059	\$732,605	\$854,793	\$1,333,726
	Summary	\$47,479,674	\$54,372,263	\$31,013,074	\$32,599,942	\$62,609,666
Summary		\$71,578,585	\$79,729,265	\$48,118,566	\$48,378,770	\$86,271,017

Refreshment Beverages Sales (Litres)

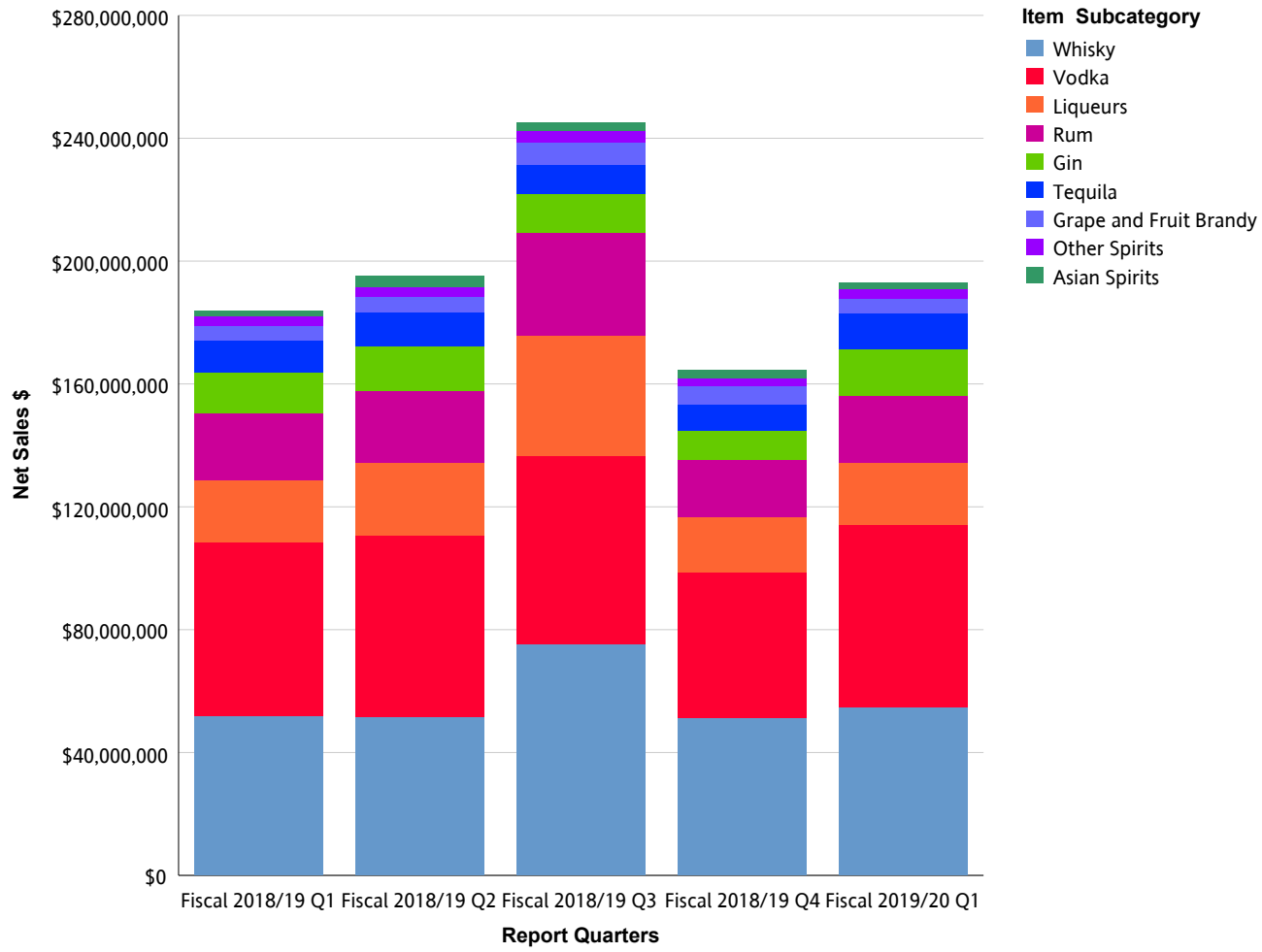


Refreshment Beverages Sales (Litres)

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	4,529,062	4,806,500	3,239,883	2,897,922	4,374,040
	Import Cider	1,408,998	1,334,089	831,779	780,616	1,186,530
	Summary	5,938,060	6,140,589	4,071,663	3,678,538	5,560,570
Coolers	Malt-Based Coolers	249,901	206,546	68,137	77,192	151,252
	Spirit Coolers	10,480,212	11,805,494	6,614,175	6,915,278	13,712,974
	Wine/Fruit Coolers	168,744	190,933	125,940	133,209	202,896
	Summary	10,898,857	12,202,973	6,808,252	7,125,679	14,067,122
Summary		16,836,917	18,343,562	10,879,915	10,804,216	19,627,692

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	\$677,258	\$2,737,572	\$1,529,901	\$1,755,278	\$1,229,323
	Korea Spirits	\$864,051	\$895,536	\$962,147	\$912,672	\$904,617
	Other Country Asian Spirits	\$73,050	\$77,752	\$112,338	\$119,684	\$59,386
	Summary	\$1,614,360	\$3,710,860	\$2,604,385	\$2,787,634	\$2,193,325
Gin	Dry Gin	\$12,507,027	\$13,739,506	\$12,043,717	\$9,144,117	\$13,818,270
	Flavoured Gin	\$416,099	\$558,183	\$322,948	\$285,879	\$823,364
	Other Gin	\$165,919	\$263,038	\$223,323	\$215,051	\$288,536
	Summary	\$13,089,044	\$14,560,728	\$12,589,988	\$9,645,047	\$14,930,170
Grape and Fruit Brandy	Armagnac	\$31,221	\$59,085	\$161,737	\$112,960	\$35,138
	Brandy	\$2,024,519	\$2,105,646	\$3,207,063	\$2,166,738	\$2,082,743
	Cognac	\$2,496,682	\$2,635,714	\$3,499,131	\$3,666,848	\$2,039,226
	Eau de Vie	\$216,769	\$269,518	\$296,510	\$201,803	\$234,733
	Grappa And Marc	\$60,378	\$59,056	\$102,619	\$57,303	\$45,923
	Pisco	\$88,008	\$94,941	\$91,451	\$82,325	\$99,262
	Summary	\$4,917,578	\$5,223,960	\$7,358,511	\$6,287,978	\$4,537,025
Liqueurs	Anise And Herbal/Spice Liqueurs	\$6,480,018	\$6,223,260	\$8,472,362	\$6,356,403	\$6,801,213
	Coffee And Cocoa Liqueurs	\$1,269,156	\$1,737,183	\$3,009,039	\$1,099,552	\$1,354,707
	Cream/Dairy Liqueurs	\$5,485,366	\$7,872,684	\$18,557,328	\$5,044,604	\$5,549,141
	Fruit Liqueurs	\$3,690,040	\$4,214,450	\$4,923,828	\$2,923,821	\$3,656,650
	Nut Liqueurs	\$1,258,119	\$1,440,042	\$1,638,618	\$1,008,345	\$1,290,570
	Other Liqueurs	\$558,671	\$771,387	\$803,753	\$535,974	\$534,394
	Whiskey Liqueurs	\$1,349,209	\$1,328,630	\$1,896,074	\$1,309,097	\$1,244,229
	Summary	\$20,090,579	\$23,587,636	\$39,301,002	\$18,277,796	\$20,430,904
Other Spirits	Cachaca	\$40,983	\$51,186	\$28,280	\$32,152	\$38,914
	Flavoured Spirits	\$1,162,913	\$841,485	\$1,261,923	\$769,350	\$822,206
	Miscellaneous/Other Spirits	\$423,761	\$413,300	\$598,289	\$355,476	\$662,282

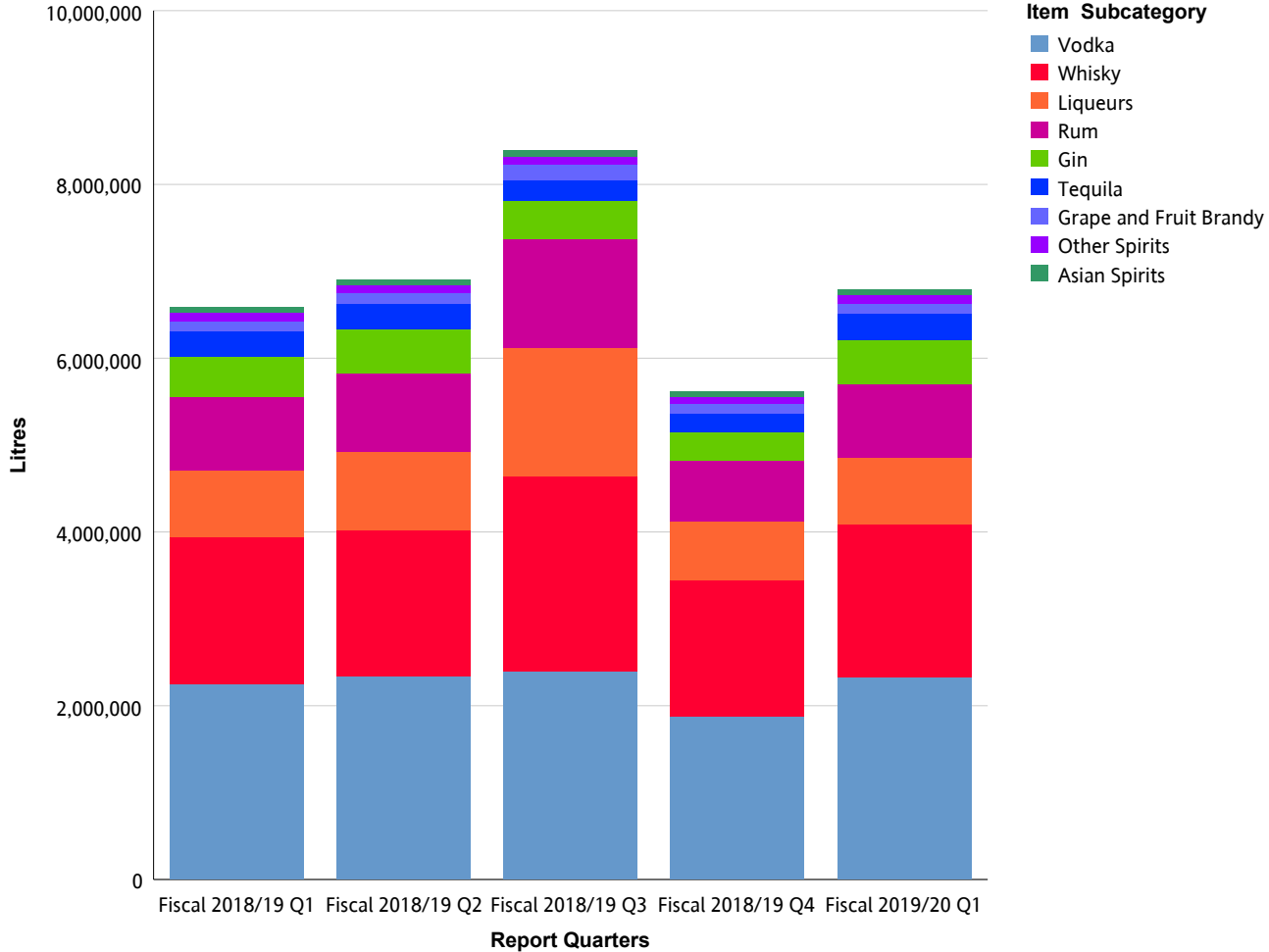
Spirits Sales (Net \$)

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	\$290,038	\$353,670	\$411,646	\$202,168	\$312,668
	Ready to Mix Cocktails	\$622,660	\$635,691	\$492,609	\$439,131	\$558,334
	Ready to Serve Cocktails	\$602,416	\$606,962	\$759,777	\$414,944	\$611,702
	Schnapps and Akvavit	\$62,132	\$64,048	\$85,693	\$45,555	\$58,245
	Summary	\$3,204,902	\$2,966,342	\$3,638,217	\$2,258,776	\$3,064,351
Rum	Amber Rum	\$5,036,021	\$5,413,021	\$8,397,918	\$4,538,980	\$5,117,437
	Dark Rum	\$2,635,156	\$2,602,399	\$4,151,244	\$2,357,454	\$2,653,358
	Flavoured Rum	\$304,393	\$306,798	\$355,537	\$225,040	\$401,844
	Spiced Rum	\$6,664,663	\$7,545,539	\$12,085,630	\$5,947,583	\$6,544,461
	White Rum	\$7,426,747	\$7,587,408	\$8,378,702	\$5,499,024	\$7,152,920
	Summary	\$22,066,980	\$23,455,165	\$33,369,032	\$18,568,080	\$21,870,020
Tequila	Blanco/Silver Tequila	\$3,352,364	\$3,614,429	\$3,245,654	\$2,846,209	\$4,252,843
	Flavoured Tequila	\$142,782	\$133,443	\$109,660	\$100,947	\$152,288
	Gold Tequila	\$6,596,280	\$6,817,892	\$5,927,897	\$4,969,217	\$6,977,245
	Mezcal	\$326,859	\$327,392	\$361,399	\$348,927	\$438,897
	Summary	\$10,418,285	\$10,893,156	\$9,644,610	\$8,265,301	\$11,821,273
Vodka	Flavoured Vodka	\$3,685,942	\$3,752,705	\$3,661,212	\$2,663,612	\$4,546,373
	Straight Vodka	\$52,790,693	\$55,339,152	\$57,388,045	\$44,583,046	\$54,597,511
	Summary	\$56,476,635	\$59,091,857	\$61,049,257	\$47,246,658	\$59,143,885
Whisky	American Whiskey	\$2,241,388	\$2,479,423	\$3,078,685	\$2,537,925	\$2,183,570
	Blended Malt Scotch Whisky	\$122,748	\$113,892	\$278,370	\$156,655	\$169,333
	Blended Scotch Whisky	\$7,067,909	\$6,616,791	\$9,419,447	\$6,622,982	\$7,443,064
	Bourbon Whiskey	\$3,470,701	\$3,523,370	\$4,917,602	\$3,454,371	\$3,582,895
	Canadian Whisky	\$26,724,910	\$26,790,925	\$34,878,245	\$23,339,325	\$27,973,057
	Flavoured Whisky	\$19,724	\$21,170	\$406,884	\$209,109	\$330,849
	Irish Whiskey	\$3,123,830	\$3,522,086	\$5,439,284	\$4,429,078	\$3,441,589
	Other Country Whisky	\$687,712	\$851,572	\$1,330,025	\$924,607	\$920,513
	Single Malt Scotch Whisky	\$8,525,350	\$7,799,737	\$15,709,618	\$9,550,510	\$8,869,595

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	\$51,984,271	\$51,718,965	\$75,458,159	\$51,224,563	\$54,914,463
Summary		\$183,862,634	\$195,208,669	\$245,013,160	\$164,561,833	\$192,905,416

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	10,578	14,259	13,732	14,261	11,459
	Korea Spirits	48,086	49,709	53,276	50,529	50,029
	Other Country Asian Spirits	2,009	2,074	2,589	2,744	1,697
	Summary	60,673	66,042	69,597	67,534	63,184
Gin	Dry Gin	451,076	478,735	416,177	314,705	478,857
	Flavoured Gin	14,466	19,283	10,691	9,689	27,479
	Other Gin	3,713	6,095	4,299	4,920	5,828
	Summary	469,255	504,112	431,167	329,315	512,164
Grape and Fruit Brandy	Armagnac	299	533	1,080	736	316
	Brandy	83,734	86,086	130,310	88,432	85,135
	Cognac	21,134	23,095	31,601	25,537	19,046
	Eau de Vie	4,812	5,744	6,641	4,409	5,250
	Grappa And Marc	1,034	1,261	1,893	1,148	940
	Pisco	2,266	2,528	2,278	2,027	2,551
	Summary	113,279	119,246	173,803	122,289	113,238
Liqueurs	Anise And Herbal/Spice Liqueurs	228,751	218,095	301,394	219,758	242,847
	Coffee And Cocoa Liqueurs	52,517	70,343	121,483	44,839	55,338
	Cream/Dairy Liqueurs	227,502	316,819	748,646	202,362	229,934
	Fruit Liqueurs	136,711	154,449	163,476	106,458	134,151
	Nut Liqueurs	53,687	61,356	65,298	40,230	55,780
	Other Liqueurs	20,604	27,552	28,754	19,789	18,804
	Whiskey Liqueurs	46,772	43,316	59,526	43,697	40,481
	Summary	766,544	891,930	1,488,578	677,132	777,335
Other Spirits	Cachaca	1,220	1,521	844	1,083	1,171
	Flavoured Spirits	26,791	18,442	26,557	17,842	18,612
	Miscellaneous/Other Spirits	8,918	8,443	11,881	7,401	13,785

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	6,974	8,349	8,764	4,757	7,210
	Ready to Mix Cocktails	30,862	31,639	23,977	21,631	27,596
	Ready to Serve Cocktails	27,100	25,140	26,395	13,952	24,329
	Schnapps and Akvavit	1,518	1,600	2,176	1,126	1,413
	Summary	103,383	95,135	100,593	67,791	94,117
Rum	Amber Rum	183,988	200,798	298,411	163,991	187,044
	Dark Rum	101,140	98,938	155,904	88,059	99,227
	Flavoured Rum	12,676	12,736	14,123	8,874	15,491
	Spiced Rum	240,137	272,192	433,466	208,884	233,208
	White Rum	312,220	321,004	353,357	231,896	301,284
	Summary	850,160	905,668	1,255,260	701,704	836,254
Tequila	Blanco/Silver Tequila	90,858	98,054	79,307	70,951	110,395
	Flavoured Tequila	3,646	3,550	2,845	2,660	4,190
	Gold Tequila	183,950	190,804	151,721	125,555	187,430
	Mezcal	5,035	5,145	5,866	5,524	7,162
	Summary	283,490	297,553	239,739	204,690	309,177
Vodka	Flavoured Vodka	138,575	139,949	129,766	96,026	164,826
	Straight Vodka	2,112,994	2,205,669	2,268,394	1,782,664	2,169,470
	Summary	2,251,569	2,345,618	2,398,160	1,878,690	2,334,296
Whisky	American Whiskey	66,946	71,604	82,028	71,479	61,785
	Blended Malt Scotch Whisky	1,506	1,569	2,835	2,020	2,317
	Blended Scotch Whisky	242,974	221,138	306,905	221,364	251,667
	Bourbon Whiskey	91,616	92,681	118,056	86,974	90,987
	Canadian Whisky	1,071,651	1,075,848	1,354,911	929,677	1,107,320
	Flavoured Whisky	723	739	14,522	7,311	12,200
	Irish Whiskey	88,955	100,793	150,627	123,609	93,448
	Other Country Whisky	8,945	11,487	15,989	11,598	12,041
	Single Malt Scotch Whisky	114,979	106,969	189,590	113,990	119,342

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	1,688,296	1,682,829	2,235,463	1,568,021	1,751,107
Summary		6,586,650	6,908,132	8,392,361	5,617,166	6,790,872

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	\$6,794,286	\$6,918,128	\$9,820,003	\$7,294,712	\$6,745,843
	Argentina Rose Wine	\$165,628	\$202,657	\$95,348	\$195,178	\$331,253
	Argentina Sparkling Wine	\$7,594	\$6,577	\$11,802	\$10,286	\$8,655
	Argentina White Wine	\$657,328	\$691,366	\$623,101	\$676,974	\$706,459
	Summary	\$7,624,837	\$7,818,728	\$10,550,253	\$8,177,150	\$7,792,210
Australia Wine	Australia Red Wine	\$8,005,841	\$8,163,552	\$11,247,620	\$7,869,074	\$7,674,179
	Australia Rose Wine	\$388,532	\$366,514	\$238,011	\$186,995	\$432,558
	Australia Sparkling Wine	\$772,380	\$790,723	\$1,348,144	\$572,098	\$842,360
	Australia White Wine	\$5,050,683	\$4,961,232	\$5,166,163	\$3,535,481	\$5,003,344
	Summary	\$14,217,437	\$14,282,020	\$17,999,938	\$12,163,649	\$13,952,441
Austria Wine	Austria Fruit and Dessert Wine	\$0	\$0	\$149	\$746	\$0
	Austria Red Wine	\$13,760	\$18,952	\$14,847	\$41,419	\$19,610
	Austria Rose Wine	\$0	\$0	\$1,216	\$1,021	\$0
	Austria Sparkling Wine	\$0	\$276	\$0	\$0	\$829
	Austria White Wine	\$64,555	\$44,164	\$54,834	\$49,875	\$58,591
	Summary	\$78,316	\$63,392	\$71,046	\$93,061	\$79,030
Bulgaria Wine	Bulgaria Red Wine	\$25,403	\$12,738	\$24,028	\$10,582	\$21,817
	Bulgaria Rose Wine	\$0	\$0	\$0	\$0	\$715
	Bulgaria White Wine	\$0	\$0	\$0	\$5,118	\$1,366
	Summary	\$25,403	\$12,738	\$24,028	\$15,700	\$23,898
Canada - BC	Canada - BC Dessert Wine	\$255,714	\$462,215	\$362,541	\$194,524	\$222,017
	Canada - BC Fruit Wine	\$1,184,776	\$1,566,952	\$1,163,631	\$724,030	\$897,132
	Canada - BC Ice Wine	\$1,208,182	\$1,723,358	\$1,413,476	\$853,713	\$972,289
	Canada - BC Red Wine	\$60,330,990	\$65,682,289	\$74,573,561	\$51,281,710	\$57,111,332
	Canada - BC Rose Wine	\$8,365,988	\$8,196,371	\$3,048,335	\$3,723,300	\$8,824,611
	Canada - BC Sparkling Wine	\$2,648,553	\$3,411,553	\$3,047,380	\$1,746,792	\$3,171,239

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	\$60,237,027	\$65,992,651	\$57,851,042	\$41,679,873	\$58,594,813
	Summary	\$134,231,229	\$147,035,389	\$141,459,966	\$100,203,942	\$129,793,432
Canada - Other	Canada - Other Dessert Wine	\$0	\$0	\$10,996	\$571	\$20,110
	Canada - Other Fruit Wine	\$0	\$0	\$0	\$184	\$0
	Canada - Other Ice Wine	\$767,744	\$1,544,029	\$1,196,969	\$1,166,537	\$767,585
	Canada - Other Red Wine	\$311,968	\$351,805	\$327,377	\$271,430	\$558,245
	Canada - Other Rose Wine	\$54,487	\$87,696	\$152	\$0	\$88,456
	Canada - Other Sparkling Wine	\$366,715	\$392,277	\$796,014	\$354,013	\$461,979
	Canada - Other White Wine	\$140,000	\$179,878	\$267,537	\$229,434	\$452,952
	Summary	\$1,640,914	\$2,555,685	\$2,599,045	\$2,022,169	\$2,349,328
Chile Wine	Chile Fruit and Dessert Wine	\$344	\$2,660	\$1,031	\$2,288	\$1,670
	Chile Red Wine	\$6,681,870	\$6,749,245	\$8,936,353	\$6,875,652	\$6,856,083
	Chile Rose Wine	\$541,160	\$530,501	\$149,516	\$293,124	\$731,023
	Chile Sparkling Wine	\$68,629	\$83,569	\$58,637	\$80,927	\$67,060
	Chile White Wine	\$3,206,985	\$3,678,663	\$3,379,745	\$2,790,126	\$3,549,057
	Summary	\$10,498,988	\$11,044,639	\$12,525,282	\$10,042,117	\$11,204,893
China Wine	China Red Wine	\$18,076	\$6,325	\$5,239	\$1,457	\$10,329
	China White Wine	\$0	\$276	\$276	\$0	\$0
	Summary	\$18,076	\$6,601	\$5,515	\$1,457	\$10,329
Fortified Wine	Other Fortified Domestic Wine	\$1,180,785	\$1,270,233	\$1,168,756	\$791,009	\$942,802
	Other Fortified Import Wine	\$370,763	\$367,124	\$565,313	\$382,564	\$402,221
	Port Wine	\$437,335	\$518,646	\$1,334,391	\$655,160	\$492,396
	Sherry Wine	\$208,240	\$196,180	\$518,382	\$265,311	\$238,381
	Vermouth Wine	\$563,451	\$529,065	\$621,371	\$504,323	\$593,008
	Summary	\$2,760,575	\$2,881,248	\$4,208,212	\$2,598,365	\$2,668,807
France Wine	France Champagne Wine	\$4,032,294	\$4,239,596	\$6,338,997	\$3,137,880	\$3,888,581
	France Fruit and Dessert Wine	\$2,607	\$30,026	\$41,127	\$4,902	\$7,265
	France Red Wine	\$7,433,492	\$13,927,629	\$10,255,948	\$7,556,220	\$7,297,970

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	\$3,818,169	\$3,134,700	\$1,084,624	\$1,365,881	\$4,420,123
	France Sparkling Wine	\$695,047	\$722,872	\$1,128,317	\$513,930	\$742,273
	France White Wine	\$3,476,387	\$4,286,319	\$3,580,666	\$2,926,352	\$3,443,453
	Summary	\$19,457,996	\$26,341,141	\$22,429,680	\$15,505,166	\$19,799,664
Georgia Wine	Georgia Red Wine	\$38,346	\$36,778	\$66,005	\$32,469	\$43,988
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$38,346	\$36,778	\$66,005	\$32,469	\$43,988
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$447	\$0	\$0
	Germany Red Wine	\$48,697	\$35,775	\$52,654	\$36,029	\$42,320
	Germany Rose Wine	\$4,601	\$4,924	\$2,758	\$2,090	\$11,903
	Germany Sparkling Wine	\$613,602	\$555,308	\$1,269,382	\$424,314	\$646,428
	Germany White Wine	\$1,121,876	\$1,163,622	\$1,352,623	\$858,252	\$997,646
	Summary	\$1,788,776	\$1,759,629	\$2,677,864	\$1,320,686	\$1,698,296
Greece Wine	Greece Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$165
	Greece Red Wine	\$106,272	\$102,939	\$118,510	\$80,911	\$102,079
	Greece Rose Wine	\$1,249	\$2,345	\$782	\$0	\$3,156
	Greece White Wine	\$133,517	\$108,830	\$94,016	\$69,150	\$106,604
	Summary	\$241,039	\$214,114	\$213,308	\$150,060	\$212,004
Hungary Wine	Hungary Fruit and Dessert Wine	\$18,608	\$16,778	\$26,599	\$13,898	\$15,969
	Hungary Red Wine	\$38,956	\$6,799	\$43,818	\$27,444	\$42,319
	Hungary Sparkling Wine	\$60,019	\$80,806	\$116,082	\$53,480	\$123,489
	Hungary White Wine	\$118,665	\$120,470	\$112,086	\$122,017	\$109,683
	Summary	\$236,248	\$224,853	\$298,584	\$216,839	\$291,461
Israel Wine	Israel Red Wine	\$25,473	\$35,345	\$35,782	\$33,352	\$46,612
	Israel Rose Wine	\$3,634	\$1,260	\$0	\$0	\$0
	Israel White Wine	\$10,606	\$19,469	\$16,204	\$20,717	\$22,705
	Summary	\$39,713	\$56,074	\$51,986	\$54,068	\$69,317
Italy Wine	Italy Fruit and Dessert Wine	\$4,721	\$4,422	\$5,176	\$14,219	\$15,582

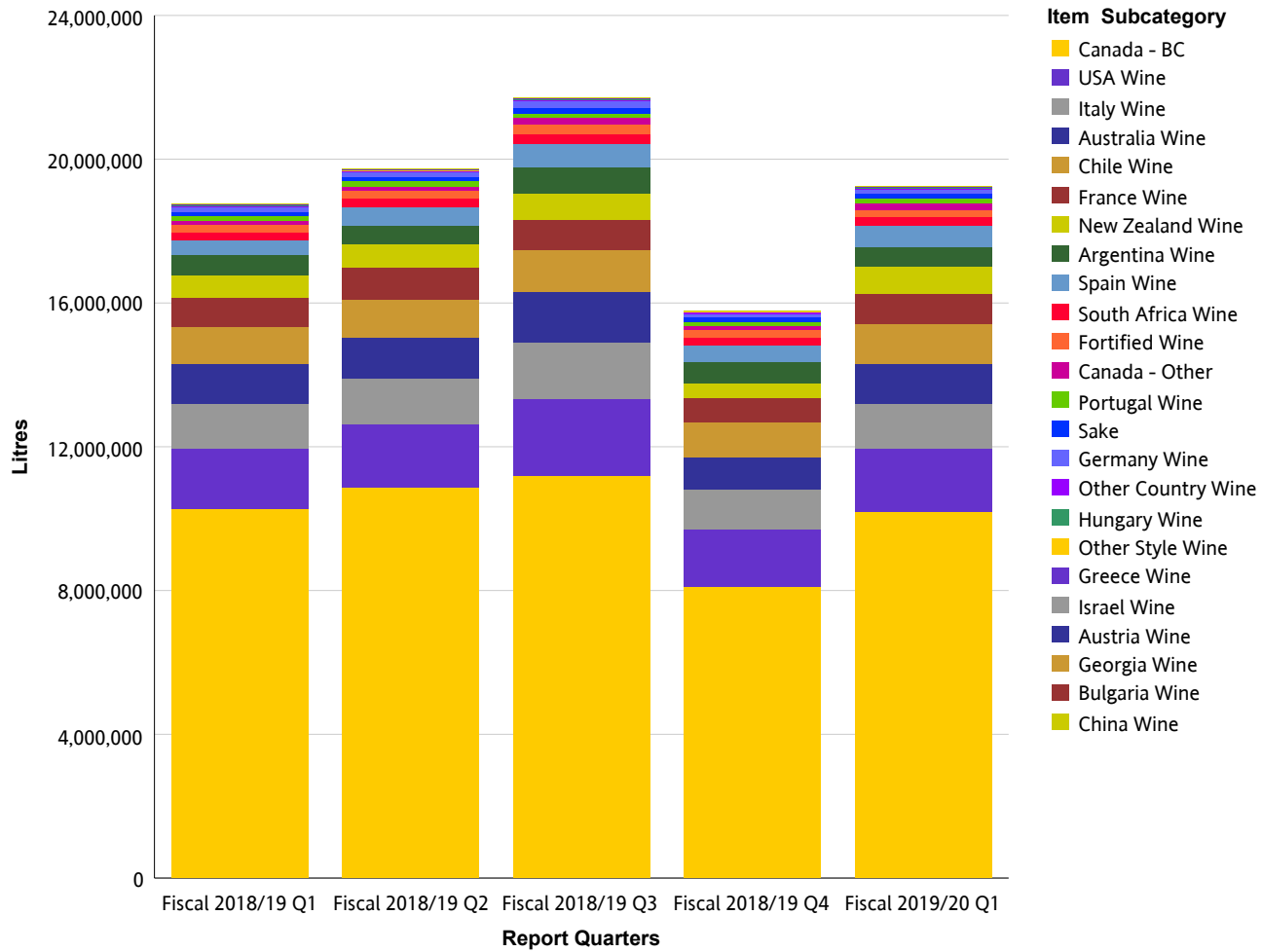
Wine Sales (Net \$)

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	\$9,489,374	\$10,237,126	\$15,742,189	\$10,721,323	\$9,959,076
	Italy Rose Wine	\$341,695	\$410,047	\$113,931	\$167,844	\$356,311
	Italy Sparkling Wine	\$1,602,985	\$1,640,186	\$2,156,585	\$1,262,778	\$1,760,577
	Italy White Wine	\$4,971,393	\$5,402,680	\$5,093,931	\$3,936,463	\$5,198,607
	Prosecco Wine	\$3,722,300	\$4,477,417	\$5,774,680	\$3,249,892	\$4,374,081
	Summary	\$20,132,467	\$22,171,877	\$28,886,492	\$19,352,518	\$21,664,233
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$366	\$0	\$0
	New Zealand Red Wine	\$570,089	\$616,053	\$953,602	\$510,152	\$680,519
	New Zealand Rose Wine	\$458,253	\$396,963	\$206,194	\$189,460	\$686,580
	New Zealand Sparkling Wine	\$102,574	\$124,396	\$156,105	\$85,453	\$90,017
	New Zealand White Wine	\$10,522,755	\$10,586,738	\$11,608,465	\$7,028,859	\$12,035,727
	Summary	\$11,653,672	\$11,724,151	\$12,924,732	\$7,813,924	\$13,492,843
Other Country Wine	Other Country Fruit and Dessert Wine	\$214,518	\$227,010	\$247,605	\$239,658	\$217,301
	Other Country Red Wine	\$161,552	\$135,033	\$178,883	\$196,316	\$130,277
	Other Country Rose Wine	\$5,622	\$4,205	\$3,468	\$6,348	\$11,433
	Other Country Sparkling Wine	\$19,722	\$13,097	\$36,397	\$24,273	\$25,934
	Other Country White Wine	\$83,299	\$45,705	\$50,153	\$77,104	\$43,541
	Summary	\$484,713	\$425,049	\$516,506	\$543,699	\$428,485
Other Style Wine	Aperitif And Flavoured Wine	\$150,717	\$169,558	\$168,660	\$131,494	\$139,417
	Mead	\$74,040	\$69,175	\$76,620	\$58,795	\$43,551
	Rice Wine	\$46,852	\$46,605	\$73,916	\$57,652	\$49,880
	Summary	\$271,609	\$285,339	\$319,195	\$247,942	\$232,847
Portugal Wine	Portugal Fruit and Dessert Wine	\$2,261	\$2,355	\$13,237	\$18,833	\$1,585
	Portugal Red Wine	\$714,131	\$691,490	\$979,974	\$939,177	\$925,167
	Portugal Rose Wine	\$215,315	\$260,950	\$177,633	\$143,948	\$244,788
	Portugal Sparkling Wine	\$5,268	\$5,196	\$9,900	\$8,462	\$7,921
	Portugal White Wine	\$606,546	\$633,530	\$355,762	\$348,971	\$587,000
	Summary	\$1,543,522	\$1,593,521	\$1,536,506	\$1,459,390	\$1,766,462

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	\$1,239,826	\$1,475,918	\$1,558,327	\$1,405,677	\$1,371,118
	Other Country Sake	\$85,494	\$83,227	\$84,019	\$84,521	\$86,298
	USA Sake	\$631,453	\$661,681	\$793,771	\$771,547	\$653,327
	Summary	\$1,956,773	\$2,220,826	\$2,436,116	\$2,261,745	\$2,110,743
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	South Africa Red Wine	\$1,215,600	\$1,441,352	\$1,675,724	\$1,479,540	\$1,461,248
	South Africa Rose Wine	\$76,789	\$71,754	\$5,559	\$1,453	\$137,027
	South Africa Sparkling Wine	\$33,169	\$28,001	\$14,556	\$4,324	\$3,423
	South Africa White Wine	\$1,031,360	\$1,111,788	\$1,219,491	\$1,041,638	\$1,163,886
	Summary	\$2,356,918	\$2,652,895	\$2,915,330	\$2,526,955	\$2,765,584
Spain Wine	Spain Fruit and Dessert Wine	\$14,052	\$4,438	\$7,153	\$7,390	\$7,985
	Spain Red Wine	\$3,856,715	\$4,505,777	\$5,766,660	\$4,453,924	\$4,873,575
	Spain Rose Wine	\$267,492	\$338,385	\$126,937	\$117,112	\$277,534
	Spain Sparkling Wine	\$1,140,121	\$1,180,780	\$2,038,439	\$810,178	\$1,162,744
	Spain White Wine	\$401,368	\$556,468	\$534,862	\$507,901	\$722,917
	Summary	\$5,679,748	\$6,585,847	\$8,474,051	\$5,896,506	\$7,044,755
USA Wine	USA Fruit and Dessert Wine	\$1,227	\$1,787	\$936	\$426	\$170
	USA Red Wine	\$20,554,019	\$20,078,652	\$29,359,886	\$20,214,792	\$21,847,905
	USA Rose Wine	\$1,490,646	\$1,444,181	\$1,161,230	\$1,038,125	\$1,950,084
	USA Sparkling Wine	\$342,735	\$375,939	\$602,245	\$299,391	\$331,426
	USA White Wine	\$6,603,975	\$7,484,748	\$7,048,748	\$5,765,586	\$6,692,820
	Summary	\$28,992,603	\$29,385,307	\$38,173,044	\$27,318,320	\$30,822,405
Summary		\$265,969,917	\$291,377,843	\$311,362,684	\$220,017,897	\$270,317,455

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	474,850	467,557	679,606	510,264	458,239
	Argentina Rose Wine	12,643	16,042	7,665	18,697	28,208
	Argentina Sparkling Wine	372	344	595	519	454
	Argentina White Wine	53,751	55,544	50,503	59,186	56,055
	Summary	541,616	539,487	738,369	588,665	542,956
Australia Wine	Australia Red Wine	552,506	569,422	783,194	540,977	529,267
	Australia Rose Wine	31,880	30,316	19,299	14,977	34,711
	Australia Sparkling Wine	61,217	61,546	109,066	43,282	68,679
	Australia White Wine	468,184	453,334	479,922	318,825	463,415
	Summary	1,113,787	1,114,620	1,391,481	918,060	1,096,072
Austria Wine	Austria Fruit and Dessert Wine	0	0	2	11	0
	Austria Red Wine	481	540	466	1,007	608
	Austria Rose Wine	0	0	54	45	0
	Austria Sparkling Wine	0	9	0	0	27
	Austria White Wine	2,595	1,567	2,008	1,858	2,134
	Summary	3,076	2,116	2,530	2,922	2,768
Bulgaria Wine	Bulgaria Red Wine	2,146	1,129	2,136	812	1,970
	Bulgaria Rose Wine	0	0	0	0	45
	Bulgaria White Wine	0	0	0	135	36
	Summary	2,146	1,129	2,136	947	2,050
Canada - BC	Canada - BC Dessert Wine	5,708	9,530	7,471	4,169	4,680
	Canada - BC Fruit Wine	51,533	67,935	54,253	35,672	42,724
	Canada - BC Ice Wine	10,614	15,127	12,790	7,574	8,218
	Canada - BC Red Wine	4,351,276	4,543,536	5,530,594	3,850,241	4,273,798
	Canada - BC Rose Wine	516,938	509,701	235,738	265,986	533,096
	Canada - BC Sparkling Wine	107,631	136,212	121,312	68,044	125,601

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	5,227,482	5,592,261	5,222,115	3,882,077	5,201,054
	Summary	10,271,182	10,874,303	11,184,273	8,113,764	10,189,171
Canada - Other	Canada - Other Dessert Wine	0	0	346	18	252
	Canada - Other Fruit Wine	0	0	0	3	0
	Canada - Other Ice Wine	9,846	19,929	15,023	15,200	9,381
	Canada - Other Red Wine	23,112	24,022	26,968	20,905	39,186
	Canada - Other Rose Wine	7,648	12,297	9	0	12,416
	Canada - Other Sparkling Wine	57,596	58,748	120,494	50,099	65,241
	Canada - Other White Wine	14,217	17,138	24,902	22,207	46,015
	Summary	112,419	132,134	187,742	108,432	172,492
Chile Wine	Chile Fruit and Dessert Wine	9	72	27	63	45
	Chile Red Wine	658,381	632,312	825,584	654,015	655,248
	Chile Rose Wine	58,976	56,804	16,055	34,024	84,745
	Chile Sparkling Wine	3,814	4,789	3,516	5,028	3,908
	Chile White Wine	319,026	376,909	344,728	286,365	366,257
	Summary	1,040,205	1,070,886	1,189,911	979,495	1,110,203
China Wine	China Red Wine	356	104	88	40	54
	China White Wine	0	4	4	0	0
	Summary	356	108	93	40	54
Fortified Wine	Other Fortified Domestic Wine	118,729	112,656	117,917	94,966	99,014
	Other Fortified Import Wine	26,155	23,571	38,332	26,134	26,754
	Port Wine	13,740	15,892	36,533	18,253	14,898
	Sherry Wine	11,186	10,248	28,305	13,526	12,150
	Vermouth Wine	53,553	47,992	59,656	46,372	55,143
	Summary	223,364	210,359	280,743	199,252	207,960
France Wine	France Champagne Wine	38,509	43,405	69,608	30,118	38,298
	France Fruit and Dessert Wine	54	342	576	54	36
	France Red Wine	355,445	420,872	472,076	359,752	349,153

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	212,810	192,763	73,558	90,677	257,839
	France Sparkling Wine	38,927	40,473	63,628	28,475	40,868
	France White Wine	164,950	182,733	161,153	141,448	157,835
	Summary	810,694	880,588	840,599	650,524	844,028
Georgia Wine	Georgia Red Wine	2,112	2,009	3,638	1,838	2,383
	Georgia White Wine	0	0	0	0	0
	Summary	2,112	2,009	3,638	1,838	2,383
Germany Wine	Germany Fruit and Dessert Wine	0	0	22	0	0
	Germany Red Wine	3,578	2,092	3,393	2,108	2,473
	Germany Rose Wine	279	296	202	126	626
	Germany Sparkling Wine	38,140	33,282	83,289	26,155	39,667
	Germany White Wine	79,781	82,875	95,436	58,210	68,972
	Summary	121,778	118,545	182,343	86,598	111,736
Greece Wine	Greece Fruit and Dessert Wine	0	0	0	0	6
	Greece Red Wine	7,928	8,223	9,076	6,060	7,904
	Greece Rose Wine	72	135	45	0	158
	Greece White Wine	9,844	9,497	7,799	5,564	8,545
	Summary	17,844	17,855	16,920	11,624	16,613
Hungary Wine	Hungary Fruit and Dessert Wine	444	380	542	260	323
	Hungary Red Wine	3,190	538	3,559	2,150	3,174
	Hungary Sparkling Wine	4,859	6,534	9,338	4,062	9,580
	Hungary White Wine	10,410	11,280	10,360	11,884	9,188
	Summary	18,904	18,732	23,800	18,356	22,264
Israel Wine	Israel Red Wine	1,360	1,881	1,815	1,652	2,320
	Israel Rose Wine	208	72	0	0	0
	Israel White Wine	574	1,055	843	1,042	1,148
	Summary	2,142	3,008	2,658	2,693	3,469
Italy Wine	Italy Fruit and Dessert Wine	58	67	86	124	160

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	537,558	551,463	774,586	565,850	539,758
	Italy Rose Wine	21,008	24,212	6,188	9,383	19,720
	Italy Sparkling Wine	90,631	92,052	121,604	69,842	99,462
	Italy White Wine	375,510	393,112	372,348	293,660	379,148
	Prosecco Wine	198,020	232,630	302,274	167,666	228,376
	Summary	1,222,785	1,293,534	1,577,086	1,106,525	1,266,624
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	4	0	0
	New Zealand Red Wine	25,440	27,834	44,374	21,832	31,292
	New Zealand Rose Wine	25,426	22,020	11,214	10,034	38,168
	New Zealand Sparkling Wine	4,886	5,898	7,438	4,034	4,265
	New Zealand White Wine	581,179	586,501	647,174	385,122	680,429
	Summary	636,931	642,253	710,205	421,021	754,154
Other Country Wine	Other Country Fruit and Dessert Wine	14,645	14,506	15,804	15,397	14,261
	Other Country Red Wine	7,705	6,302	8,356	8,404	6,241
	Other Country Rose Wine	256	171	112	202	486
	Other Country Sparkling Wine	830	488	1,343	954	934
	Other Country White Wine	4,202	2,090	2,122	3,764	1,883
	Summary	27,639	23,557	27,738	28,721	23,805
Other Style Wine	Aperitif And Flavoured Wine	11,740	13,524	11,274	8,896	10,937
	Mead	3,166	2,917	3,092	2,516	1,965
	Rice Wine	3,918	3,940	5,185	4,063	3,894
	Summary	18,825	20,382	19,550	15,475	16,795
Portugal Wine	Portugal Fruit and Dessert Wine	50	44	266	184	27
	Portugal Red Wine	55,780	55,946	75,143	75,187	75,320
	Portugal Rose Wine	22,211	25,688	17,517	14,300	24,980
	Portugal Sparkling Wine	230	243	447	340	319
	Portugal White Wine	53,907	55,238	28,582	27,988	50,012
	Summary	132,178	137,159	121,956	118,000	150,658

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	39,456	44,327	49,065	45,097	42,542
	Other Country Sake	3,552	3,532	3,554	3,656	3,837
	USA Sake	73,508	77,550	91,944	89,217	74,771
	Summary	116,516	125,410	144,562	137,970	121,151
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	0	0
	South Africa Red Wine	96,282	124,912	144,446	127,357	122,324
	South Africa Rose Wine	7,417	7,688	580	108	13,566
	South Africa Sparkling Wine	2,062	1,938	815	189	148
	South Africa White Wine	93,782	108,625	116,502	104,928	105,416
	Summary	199,542	243,164	262,343	232,582	241,454
Spain Wine	Spain Fruit and Dessert Wine	518	128	196	196	233
	Spain Red Wine	299,202	356,965	459,680	348,213	426,460
	Spain Rose Wine	19,715	25,571	10,715	9,500	22,054
	Spain Sparkling Wine	69,665	70,095	126,244	48,183	69,303
	Spain White Wine	32,908	53,317	54,281	53,508	81,433
	Summary	422,008	506,077	651,117	459,600	599,482
USA Wine	USA Fruit and Dessert Wine	81	189	99	45	18
	USA Red Wine	1,029,196	1,044,822	1,479,732	1,043,999	1,091,776
	USA Rose Wine	159,008	148,480	129,062	112,556	178,203
	USA Sparkling Wine	19,918	22,134	35,163	16,068	17,467
	USA White Wine	487,744	532,499	501,830	410,988	461,961
	Summary	1,695,946	1,748,123	2,145,886	1,583,656	1,749,425
Summary		18,753,994	19,725,535	21,707,680	15,786,760	19,247,765

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.