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**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN RETAIL DOLLARS (000s)**

|               |                                  | 2008            | 2009            | 2010            | 2011            | 2012            | CURRENT<br>QUARTER | % CHG SAME<br>QTR PREV YR | % CHG CURR<br>YR VS PREV YR | LICENSEE %<br>SALES 2013 |
|---------------|----------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|--------------------|---------------------------|-----------------------------|--------------------------|
| COFFEE        | <b>COFFEE - TOTAL</b>            | <b>\$11,353</b> | <b>\$9,768</b>  | <b>\$9,009</b>  | <b>\$8,490</b>  | <b>\$8,165</b>  | <b>\$3,346</b>     | <b>-5.32%</b>             | <b>-3.82%</b>               | <b>12.82%</b>            |
| CRANBERRY     | DOMESTIC                         | \$2             | \$3             | \$2             | \$3             | \$8             | \$3                | 170.00%                   | 206.10%                     | 0.00%                    |
|               | <b>CRANBERRY -<br/>TOTAL</b>     | <b>\$2</b>      | <b>\$3</b>      | <b>\$2</b>      | <b>\$3</b>      | <b>\$8</b>      | <b>\$3</b>         | <b>170.00%</b>            | <b>206.10%</b>              | <b>0.00%</b>             |
| CREAM         | DOMESTIC                         | \$49            | \$62            | \$45            | \$38            | \$159           | \$71               | 339.00%                   | 318.92%                     | 5.20%                    |
|               | IMPORT                           | \$33,963        | \$31,158        | \$31,575        | \$31,255        | \$30,030        | \$14,216           | -5.41%                    | -3.92%                      | 5.45%                    |
|               | <b>CREAM - TOTAL</b>             | <b>\$34,011</b> | <b>\$31,220</b> | <b>\$31,620</b> | <b>\$31,293</b> | <b>\$30,190</b> | <b>\$14,288</b>    | <b>-5.04%</b>             | <b>-3.53%</b>               | <b>5.45%</b>             |
| EGG           | IMPORT                           | \$185           | \$187           | \$183           | \$169           | \$157           | \$87               | -8.71%                    | -7.08%                      | 1.66%                    |
|               | <b>EGG - TOTAL</b>               | <b>\$185</b>    | <b>\$187</b>    | <b>\$183</b>    | <b>\$169</b>    | <b>\$157</b>    | <b>\$87</b>        | <b>-8.71%</b>             | <b>-7.08%</b>               | <b>1.66%</b>             |
| FRUIT - OTHER | DOMESTIC                         | \$1,057         | \$609           | \$246           | \$102           | \$74            | \$8                | -25.69%                   | -27.14%                     | 6.15%                    |
|               | IMPORT                           | \$4,467         | \$3,274         | \$2,579         | \$2,163         | \$1,914         | \$504              | -19.10%                   | -11.53%                     | 38.67%                   |
|               | <b>FRUIT - OTHER<br/>- TOTAL</b> | <b>\$5,523</b>  | <b>\$3,883</b>  | <b>\$2,825</b>  | <b>\$2,265</b>  | <b>\$1,988</b>  | <b>\$513</b>       | <b>-19.22%</b>            | <b>-12.23%</b>              | <b>37.45%</b>            |
| GRAPE         | DOMESTIC                         | \$1             | \$1             | \$1             | \$0             | \$54            | \$10               | n/a                       | 25,067.52%                  | 2.72%                    |
|               | IMPORT                           | \$252           | \$155           | \$77            | \$50            | \$41            | \$9                | -48.25%                   | -18.18%                     | 20.66%                   |
|               | <b>GRAPE - TOTAL</b>             | <b>\$252</b>    | <b>\$156</b>    | <b>\$78</b>     | <b>\$50</b>     | <b>\$95</b>     | <b>\$19</b>        | <b>10.67%</b>             | <b>88.74%</b>               | <b>10.46%</b>            |
| GRAPE FRUIT   | IMPORT                           | \$43            | \$28            | \$23            | \$21            | \$18            | \$4                | -20.43%                   | -16.57%                     | 43.18%                   |
|               | <b>GRAPE FRUIT -<br/>TOTAL</b>   | <b>\$43</b>     | <b>\$28</b>     | <b>\$23</b>     | <b>\$21</b>     | <b>\$18</b>     | <b>\$4</b>         | <b>-20.43%</b>            | <b>-16.57%</b>              | <b>43.18%</b>            |
| HAZELNUT      | IMPORT                           | \$833           | \$702           | \$707           | \$616           | \$600           | \$243              | -4.61%                    | -2.46%                      | 36.77%                   |
|               | <b>HAZELNUT -<br/>TOTAL</b>      | <b>\$833</b>    | <b>\$702</b>    | <b>\$707</b>    | <b>\$616</b>    | <b>\$600</b>    | <b>\$243</b>       | <b>-4.61%</b>             | <b>-2.46%</b>               | <b>36.77%</b>            |
| HERBAL        | DOMESTIC                         | \$183           | \$149           | \$128           | \$124           | \$145           | \$47               | 20.64%                    | 16.66%                      | 13.64%                   |
|               | IMPORT                           | \$15,776        | \$13,375        | \$13,346        | \$13,107        | \$12,587        | \$3,691            | -5.79%                    | -3.97%                      | 44.48%                   |
|               | <b>HERBAL -<br/>TOTAL</b>        | <b>\$15,959</b> | <b>\$13,524</b> | <b>\$13,474</b> | <b>\$13,231</b> | <b>\$12,732</b> | <b>\$3,738</b>     | <b>-5.53%</b>             | <b>-3.77%</b>               | <b>44.13%</b>            |
| HONEY         | IMPORT                           | \$0             | \$0             | \$0             | \$0             | \$1             | \$0                | n/a                       | n/a                         | 0.00%                    |
|               | <b>HONEY - TOTAL</b>             | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$1</b>      | <b>\$0</b>         | <b>n/a</b>                | <b>n/a</b>                  | <b>0.00%</b>             |
| LEMON         | IMPORT                           | \$621           | \$636           | \$751           | \$812           | \$775           | \$227              | -4.10%                    | -4.45%                      | 18.39%                   |
|               | <b>LEMON - TOTAL</b>             | <b>\$621</b>    | <b>\$636</b>    | <b>\$751</b>    | <b>\$812</b>    | <b>\$775</b>    | <b>\$227</b>       | <b>-4.10%</b>             | <b>-4.45%</b>               | <b>18.39%</b>            |

**SPIRITS MARKET - LIQUEURS**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN RETAIL DOLLARS (000s)**

|            |                           | 2008            | 2009           | 2010           | 2011           | 2012           | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2013 |
|------------|---------------------------|-----------------|----------------|----------------|----------------|----------------|-----------------|------------------------|--------------------------|-----------------------|
| LOGANBERRY | DOMESTIC                  | \$0             | \$0            | \$0            | \$0            | \$1            | \$0             | n/a                    | n/a                      | 0.00%                 |
|            | IMPORT                    | \$6             | \$9            | \$8            | \$6            | \$2            | \$0             | -87.82%                | -59.97%                  | 0.00%                 |
|            | <b>LOGANBERRY - TOTAL</b> | <b>\$6</b>      | <b>\$9</b>     | <b>\$8</b>     | <b>\$6</b>     | <b>\$3</b>     | <b>\$0</b>      | <b>-87.82%</b>         | <b>-44.02%</b>           | <b>19.22%</b>         |
| MACADAMIA  | IMPORT                    | \$1             | \$133          | \$138          | \$135          | \$118          | \$55            | -11.62%                | -12.26%                  | 3.11%                 |
|            | <b>MACADAMIA - TOTAL</b>  | <b>\$1</b>      | <b>\$133</b>   | <b>\$138</b>   | <b>\$135</b>   | <b>\$118</b>   | <b>\$55</b>     | <b>-11.62%</b>         | <b>-12.26%</b>           | <b>3.11%</b>          |
| MELON      | DOMESTIC                  | \$272           | \$358          | \$129          | \$45           | \$40           | \$6             | -24.61%                | -10.10%                  | 17.26%                |
|            | IMPORT                    | \$285           | \$260          | \$346          | \$355          | \$327          | \$84            | -11.53%                | -7.78%                   | 55.03%                |
|            | <b>MELON - TOTAL</b>      | <b>\$557</b>    | <b>\$618</b>   | <b>\$475</b>   | <b>\$399</b>   | <b>\$367</b>   | <b>\$90</b>     | <b>-12.60%</b>         | <b>-8.04%</b>            | <b>50.91%</b>         |
| MINT       | DOMESTIC                  | \$633           | \$598          | \$590          | \$568          | \$546          | \$264           | -13.51%                | -3.95%                   | 20.41%                |
|            | IMPORT                    | \$6             | \$4            | \$9            | \$9            | \$7            | \$0             | -94.26%                | -25.13%                  | 0.00%                 |
|            | <b>MINT - TOTAL</b>       | <b>\$639</b>    | <b>\$602</b>   | <b>\$599</b>   | <b>\$577</b>   | <b>\$552</b>   | <b>\$264</b>    | <b>-14.41%</b>         | <b>-4.27%</b>            | <b>20.71%</b>         |
| ORANGE     | DOMESTIC                  | \$3,126         | \$2,995        | \$2,933        | \$2,896        | \$2,867        | \$773           | -8.54%                 | -1.00%                   | 22.02%                |
|            | IMPORT                    | \$8,039         | \$6,772        | \$6,739        | \$6,694        | \$6,303        | \$2,506         | -8.43%                 | -5.84%                   | 25.02%                |
|            | <b>ORANGE - TOTAL</b>     | <b>\$11,166</b> | <b>\$9,767</b> | <b>\$9,672</b> | <b>\$9,589</b> | <b>\$9,170</b> | <b>\$3,278</b>  | <b>-8.45%</b>          | <b>-4.38%</b>            | <b>24.09%</b>         |
| OTHER      | DOMESTIC                  | \$168           | \$57           | \$24           | \$34           | \$50           | \$10            | 10.32%                 | 48.99%                   | 21.21%                |
|            | IMPORT                    | \$510           | \$348          | \$282          | \$337          | \$341          | \$135           | 18.45%                 | 1.34%                    | 30.30%                |
|            | <b>OTHER - TOTAL</b>      | <b>\$678</b>    | <b>\$404</b>   | <b>\$306</b>   | <b>\$370</b>   | <b>\$392</b>   | <b>\$145</b>    | <b>17.84%</b>          | <b>5.70%</b>             | <b>29.13%</b>         |
| OTHER NUT  | IMPORT                    | \$0             | \$4            | \$1            | \$1            | \$11           | \$10            | 5,304.46%              | 1,734.82%                | 0.00%                 |
|            | <b>OTHER NUT - TOTAL</b>  | <b>\$0</b>      | <b>\$4</b>     | <b>\$1</b>     | <b>\$1</b>     | <b>\$11</b>    | <b>\$10</b>     | <b>5,304.46%</b>       | <b>1,734.82%</b>         | <b>0.00%</b>          |
| PEACH      | DOMESTIC                  | \$1,190         | \$1,114        | \$1,089        | \$1,090        | \$1,157        | \$288           | -1.52%                 | 6.16%                    | 50.77%                |
|            | IMPORT                    | \$111           | \$90           | \$61           | \$40           | \$31           | \$7             | 77.67%                 | -22.15%                  | 87.30%                |
|            | <b>PEACH - TOTAL</b>      | <b>\$1,302</b>  | <b>\$1,205</b> | <b>\$1,150</b> | <b>\$1,129</b> | <b>\$1,188</b> | <b>\$295</b>    | <b>-0.48%</b>          | <b>5.17%</b>             | <b>51.72%</b>         |
| PEAR       | DOMESTIC                  | \$7             | \$4            | \$1            | \$1            | \$1            | \$0             | -20.00%                | 38.71%                   | 0.00%                 |
|            | IMPORT                    | \$127           | \$116          | \$104          | \$95           | \$82           | \$32            | -2.15%                 | -14.15%                  | 23.02%                |
|            | <b>PEAR - TOTAL</b>       | <b>\$134</b>    | <b>\$120</b>   | <b>\$105</b>   | <b>\$96</b>    | <b>\$83</b>    | <b>\$33</b>     | <b>-2.42%</b>          | <b>-13.58%</b>           | <b>22.61%</b>         |
| PINEAPPLE  | DOMESTIC                  | \$352           | \$261          | \$158          | \$64           | \$53           | \$10            | -24.29%                | -17.67%                  | 1.50%                 |

**SPIRITS MARKET - LIQUEURS**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN RETAIL DOLLARS (000s)**

|                         |                               | 2008             | 2009             | 2010             | 2011             | 2012             | CURRENT<br>QUARTER | % CHG SAME<br>QTR PREV YR | % CHG CURR<br>YR VS PREV YR | LICENSEE %<br>SALES 2013 |
|-------------------------|-------------------------------|------------------|------------------|------------------|------------------|------------------|--------------------|---------------------------|-----------------------------|--------------------------|
| PINEAPPLE               | IMPORT                        | \$0              | \$0              | \$0              | \$14             | \$9              | \$3                | 893.10%                   | -38.30%                     | 0.00%                    |
|                         | <b>PINEAPPLE -<br/>TOTAL</b>  | <b>\$353</b>     | <b>\$261</b>     | <b>\$158</b>     | <b>\$78</b>      | <b>\$62</b>      | <b>\$12</b>        | <b>-6.66%</b>             | <b>-21.36%</b>              | <b>1.29%</b>             |
| PLUM                    | IMPORT                        | \$24             | \$23             | \$23             | \$20             | \$24             | \$9                | 14.87%                    | 17.34%                      | 1.12%                    |
|                         | <b>PLUM - TOTAL</b>           | <b>\$24</b>      | <b>\$23</b>      | <b>\$23</b>      | <b>\$20</b>      | <b>\$24</b>      | <b>\$9</b>         | <b>14.87%</b>             | <b>17.34%</b>               | <b>1.12%</b>             |
| RASPBERRY               | DOMESTIC                      | \$45             | \$76             | \$93             | \$98             | \$145            | \$42               | 31.21%                    | 47.64%                      | 34.99%                   |
|                         | IMPORT                        | \$3,086          | \$2,800          | \$2,678          | \$2,629          | \$2,493          | \$672              | -10.45%                   | -5.17%                      | 44.71%                   |
|                         | <b>RASPBERRY -<br/>TOTAL</b>  | <b>\$3,131</b>   | <b>\$2,876</b>   | <b>\$2,770</b>   | <b>\$2,727</b>   | <b>\$2,638</b>   | <b>\$714</b>       | <b>-8.74%</b>             | <b>-3.28%</b>               | <b>44.18%</b>            |
| SPICE                   | DOMESTIC                      | \$8,387          | \$8,836          | \$9,675          | \$10,387         | \$10,669         | \$3,394            | 0.98%                     | 2.71%                       | 5.97%                    |
|                         | IMPORT                        | \$563            | \$418            | \$425            | \$363            | \$396            | \$139              | 24.68%                    | 8.98%                       | 38.42%                   |
|                         | <b>SPICE - TOTAL</b>          | <b>\$8,949</b>   | <b>\$9,254</b>   | <b>\$10,100</b>  | <b>\$10,751</b>  | <b>\$11,065</b>  | <b>\$3,533</b>     | <b>1.75%</b>              | <b>2.93%</b>                | <b>7.13%</b>             |
| STRAWBERRY              | DOMESTIC                      | \$0              | \$0              | \$0              | \$0              | \$0              | \$0                | -100.00%                  | -100.00%                    | 0.00%                    |
|                         | IMPORT                        | \$109            | \$43             | \$25             | \$78             | \$200            | \$65               | 22.79%                    | 155.61%                     | 4.76%                    |
|                         | <b>STRAWBERRY -<br/>TOTAL</b> | <b>\$109</b>     | <b>\$43</b>      | <b>\$25</b>      | <b>\$78</b>      | <b>\$200</b>     | <b>\$65</b>        | <b>22.73%</b>             | <b>154.30%</b>              | <b>4.76%</b>             |
| TANGERINE               | IMPORT                        | \$56             | \$28             | \$21             | \$20             | \$22             | \$5                | 9.39%                     | 9.87%                       | 37.30%                   |
|                         | <b>TANGERINE -<br/>TOTAL</b>  | <b>\$56</b>      | <b>\$28</b>      | <b>\$21</b>      | <b>\$20</b>      | <b>\$22</b>      | <b>\$5</b>         | <b>9.39%</b>              | <b>9.87%</b>                | <b>37.30%</b>            |
| WALNUT                  | IMPORT                        | \$7              | \$4              | \$3              | \$2              | \$3              | \$2                | 166.65%                   | 62.49%                      | 15.39%                   |
|                         | <b>WALNUT -<br/>TOTAL</b>     | <b>\$7</b>       | <b>\$4</b>       | <b>\$3</b>       | <b>\$2</b>       | <b>\$3</b>       | <b>\$2</b>         | <b>166.65%</b>            | <b>62.49%</b>               | <b>15.39%</b>            |
| WHISKY                  | DOMESTIC                      | \$347            | \$392            | \$393            | \$323            | \$330            | \$136              | -2.66%                    | 2.02%                       | 3.99%                    |
|                         | IMPORT                        | \$5,198          | \$4,679          | \$4,361          | \$4,673          | \$5,354          | \$1,925            | -3.49%                    | 14.56%                      | 11.40%                   |
|                         | <b>WHISKY -<br/>TOTAL</b>     | <b>\$5,545</b>   | <b>\$5,071</b>   | <b>\$4,755</b>   | <b>\$4,996</b>   | <b>\$5,683</b>   | <b>\$2,061</b>     | <b>-3.43%</b>             | <b>13.75%</b>               | <b>10.97%</b>            |
| <b>LIQUEURS - TOTAL</b> |                               | <b>\$120,758</b> | <b>\$107,573</b> | <b>\$105,377</b> | <b>\$103,805</b> | <b>\$101,431</b> | <b>\$37,677</b>    | <b>-5.61%</b>             | <b>-2.29%</b>               | <b>19.02%</b>            |

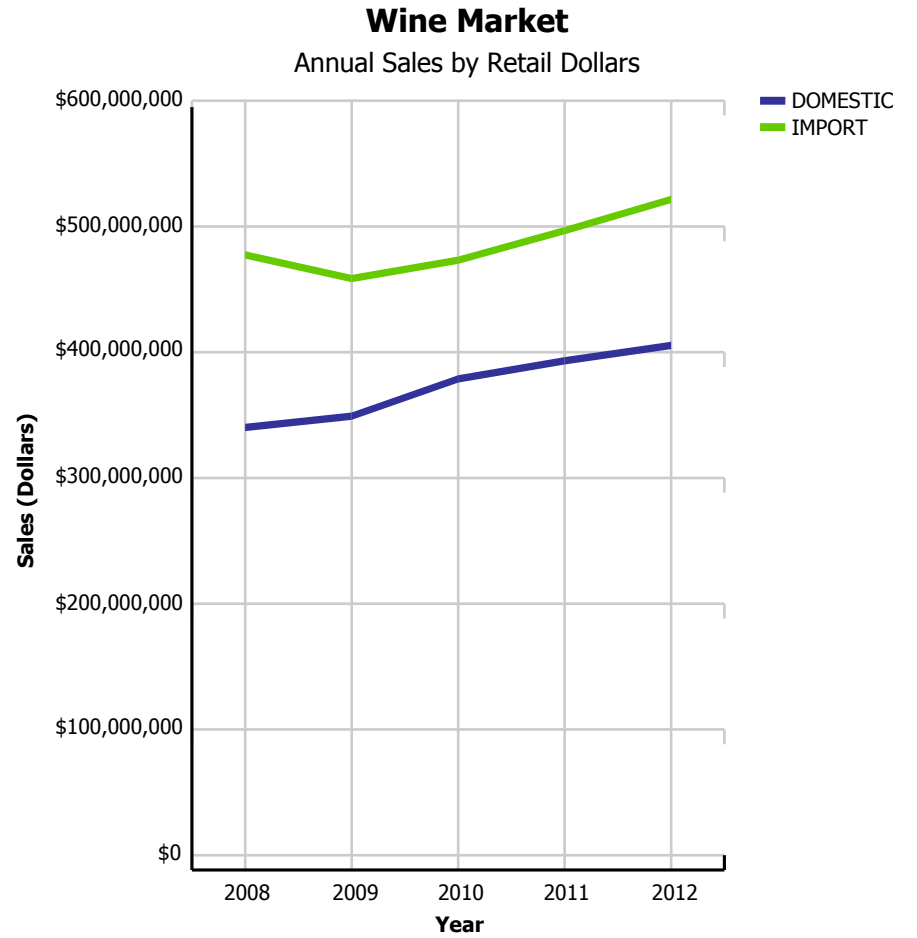
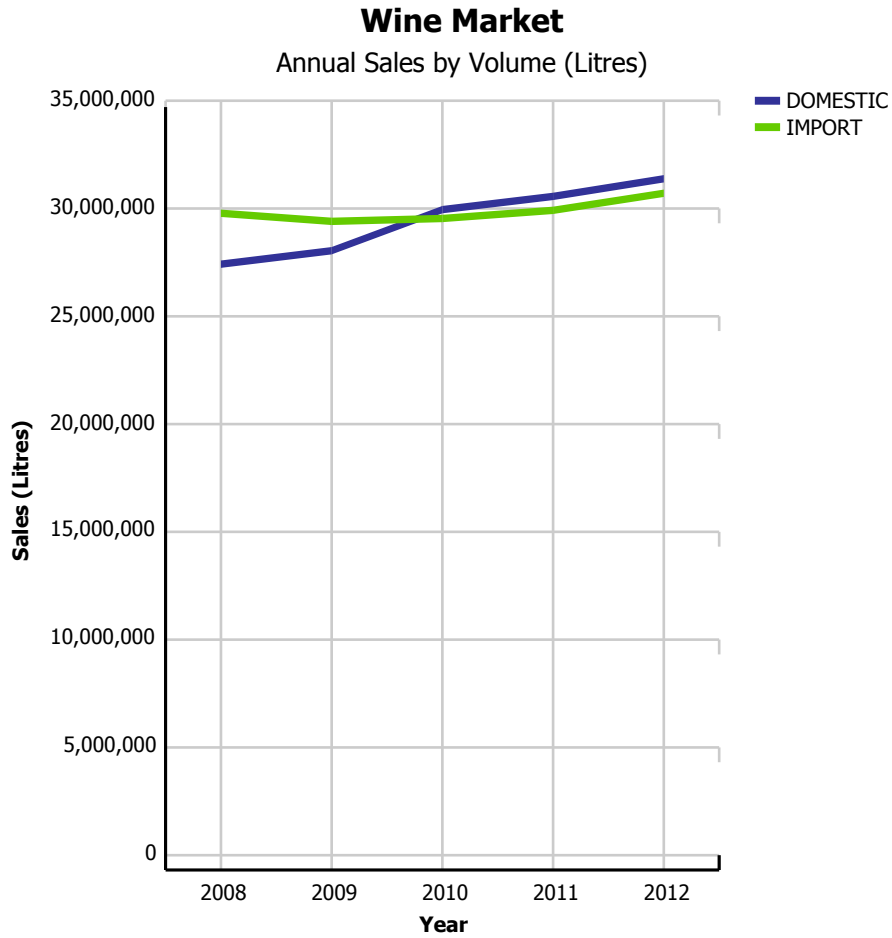
**SPIRITS MARKET - OVERALL**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN LITRES**

|                  | 2008              | 2009              | 2010              | 2011              | 2012              | CURRENT<br>QUARTER | % CHG SAME<br>QTR PREV YR | % CHG CURR<br>YR VS PREV YR | LICENSEE %<br>SALES 2013 |
|------------------|-------------------|-------------------|-------------------|-------------------|-------------------|--------------------|---------------------------|-----------------------------|--------------------------|
| SPIRITS DOMESTIC | 15,125,798        | 14,421,061        | 13,557,862        | 13,132,334        | 12,906,640        | 3,780,374          | -5.13%                    | -1.72%                      | 11.10%                   |
| IMPORT           | 10,808,595        | 10,483,757        | 10,643,204        | 10,878,044        | 11,218,276        | 3,547,779          | -0.70%                    | 3.13%                       | 14.50%                   |
| <b>SPIRITS</b>   | <b>25,934,393</b> | <b>24,904,818</b> | <b>24,201,065</b> | <b>24,010,377</b> | <b>24,124,916</b> | <b>7,328,153</b>   | <b>-3.04%</b>             | <b>0.48%</b>                | <b>12.68%</b>            |

**SPIRITS MARKET - OVERALL**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN RETAIL DOLLARS (000s)**

|                  | 2008             | 2009             | 2010             | 2011             | 2012             | CURRENT<br>QUARTER | % CHG SAME<br>QTR PREV YR | % CHG CURR<br>YR VS PREV YR | LICENSEE %<br>SALES 2013 |
|------------------|------------------|------------------|------------------|------------------|------------------|--------------------|---------------------------|-----------------------------|--------------------------|
| SPIRITS DOMESTIC | \$408,042        | \$400,126        | \$391,607        | \$386,809        | \$376,782        | \$111,672          | -5.29%                    | -2.59%                      | 10.85%                   |
| IMPORT           | \$355,673        | \$349,867        | \$364,098        | \$380,678        | \$390,133        | \$126,023          | -0.20%                    | 2.48%                       | 15.09%                   |
| <b>SPIRITS</b>   | <b>\$763,715</b> | <b>\$749,993</b> | <b>\$755,705</b> | <b>\$767,487</b> | <b>\$766,915</b> | <b>\$237,695</b>   | <b>-2.66%</b>             | <b>-0.07%</b>               | <b>13.00%</b>            |

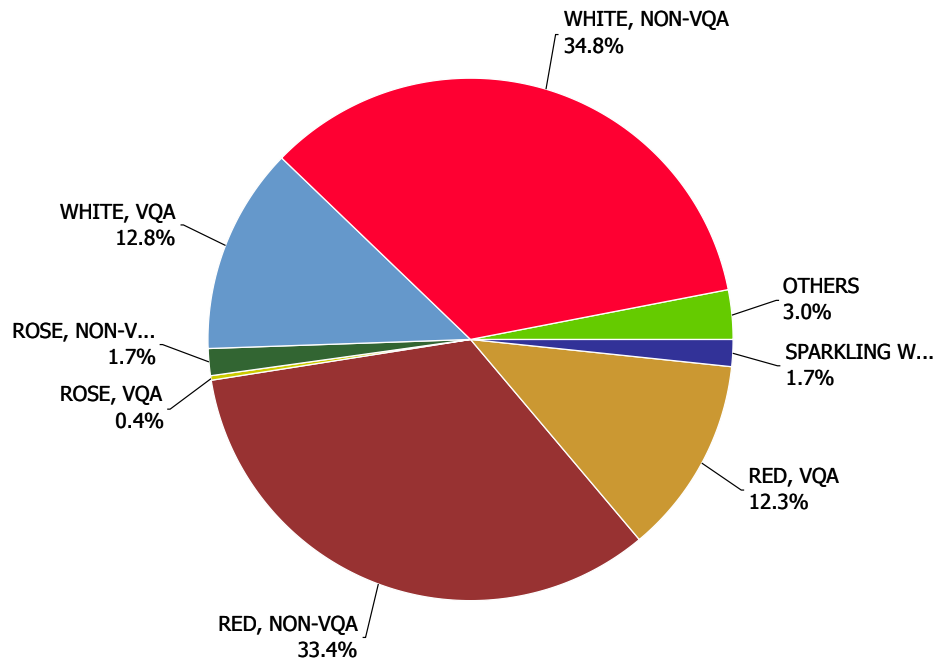
# Wine Market (Domestic & Imported)



# Wine Market - Domestic Wine

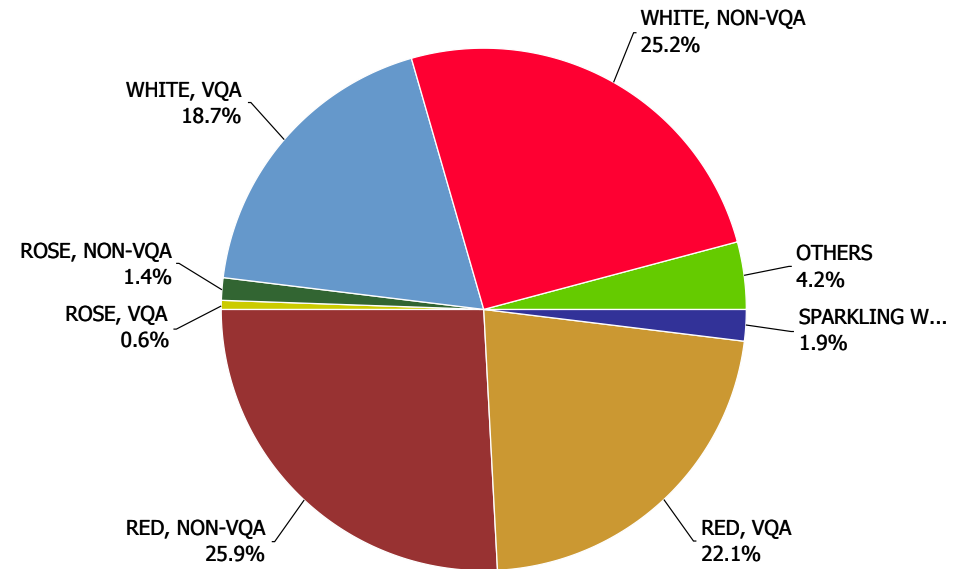
## Domestic Wine Market Share

Current Quarter by Volume (Litres)



## Domestic Wine Market Share

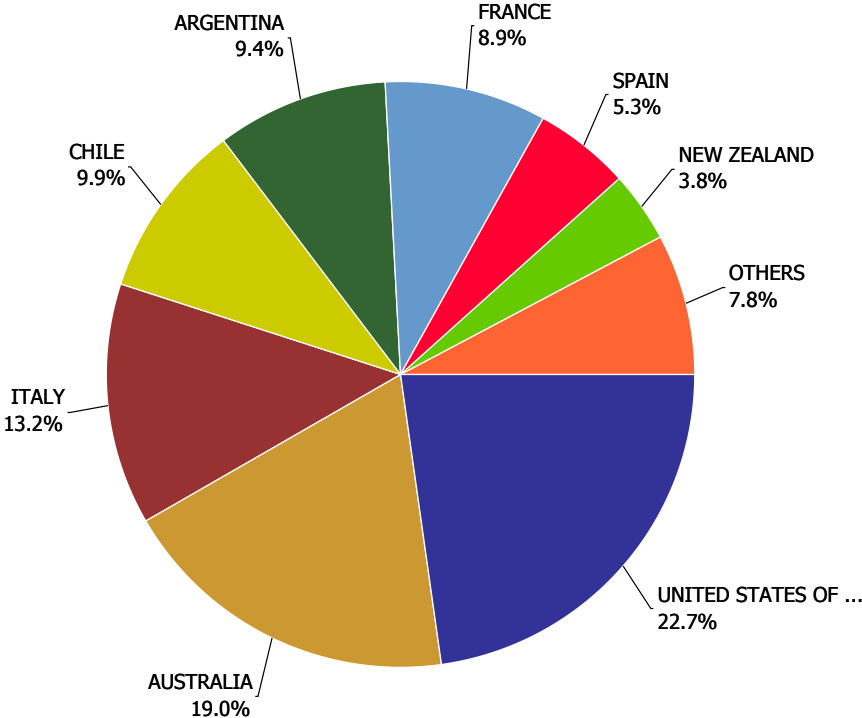
Current Quarter by Retail Dollars



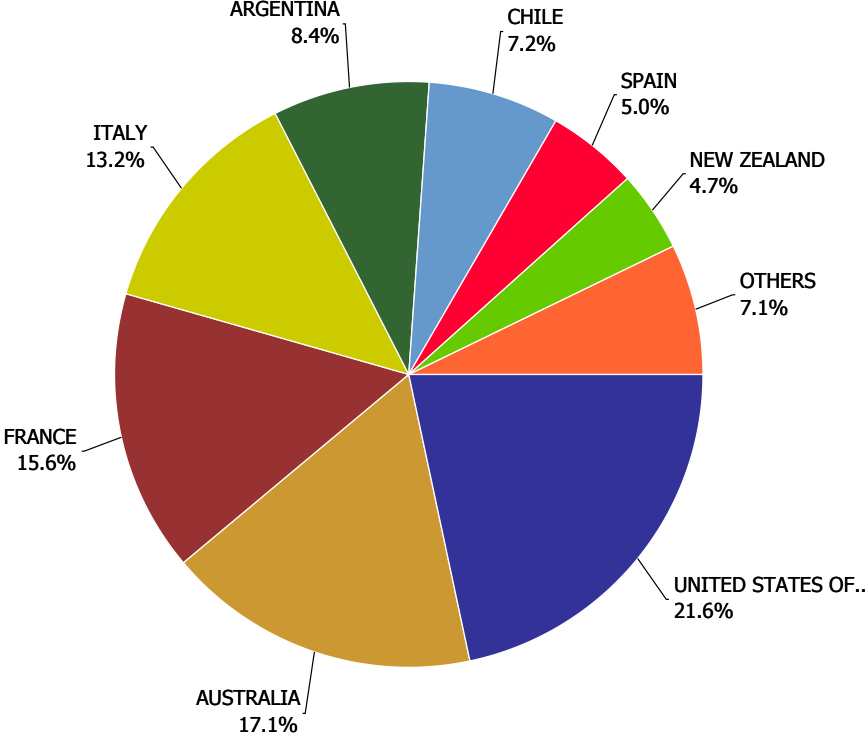


# Wine Market - Import Wine

**Import Wine Market Share**  
Current Quarter by Volume (Litres)



**Import Wine Market Share**  
Current Quarter by Retail Dollars



**DOMESTIC WINE MARKET**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN LITRES**

|   |                    |                        | 2008             | 2009             | 2010             | 2011             | 2012           | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2013 |
|---|--------------------|------------------------|------------------|------------------|------------------|------------------|----------------|-----------------|------------------------|--------------------------|-----------------------|
| APERITIF, DESSERT AND FORTIFIED WINE        | FLAVOURED          | OTHER NON-VQA          | 6,390            | 6,290            | 6,224            | 6,816            | 6,817          | 2,779           | -2.14%                 | 0.01%                    | 1.33%                 |
|   |                    | BC NON-VQA             | 919              | 825              | 680              | 823              | 711            | 168             | -14.50%                | -13.58%                  | 0.42%                 |
| <b>FLAVOURED</b>                            |                    |                        | <b>7,309</b>     | <b>7,115</b>     | <b>6,904</b>     | <b>7,639</b>     | <b>7,528</b>   | <b>2,947</b>    | <b>-2.94%</b>          | <b>-1.45%</b>            | <b>1.25%</b>          |
| FRUIT                                       | FRUIT              | OTHER NON-VQA          | 766              | 1,284            | 2,389            | 3,926            | 2,263          | 660             | -62.87%                | -42.36%                  | 1.81%                 |
|   |                    | BC NON-VQA             | 128,259          | 146,411          | 147,001          | 146,568          | 143,045        | 36,799          | -8.30%                 | -2.40%                   | 0.94%                 |
|   |                    | <b>FRUIT</b>           | <b>129,026</b>   | <b>147,695</b>   | <b>149,390</b>   | <b>150,494</b>   | <b>145,308</b> | <b>37,459</b>   | <b>-10.62%</b>         | <b>-3.45%</b>            | <b>0.96%</b>          |
| OTHER                                       | OTHER              | BC NON-VQA             | 5,587            | 5,329            | 6,549            | 13,746           | 13,234         | 3,444           | -23.52%                | -3.72%                   | 2.66%                 |
|   |                    | VQA                    | 0                | 0                | 9                | 33               | 20             | 11              | 200.00%                | -39.33%                  | 0.00%                 |
|   |                    | <b>OTHER</b>           | <b>5,587</b>     | <b>5,329</b>     | <b>6,558</b>     | <b>13,780</b>    | <b>13,254</b>  | <b>3,455</b>    | <b>-23.34%</b>         | <b>-3.81%</b>            | <b>2.66%</b>          |
| OTHER FORTIFIED                             | OTHER FORTIFIED    | OTHER NON-VQA          | 1,468            | 992              | 765              | 567              | 445            | 109             | -52.45%                | -21.49%                  | 0.51%                 |
|   |                    | BC NON-VQA             | 11,078           | 10,141           | 7,606            | 8,468            | 8,755          | 2,053           | -20.07%                | 3.38%                    | 5.61%                 |
|   |                    | VQA                    | 376              | 167              | 554              | 465              | 524            | 122             | 3.16%                  | 12.74%                   | 0.86%                 |
|   |                    | <b>OTHER FORTIFIED</b> | <b>12,921</b>    | <b>11,300</b>    | <b>8,925</b>     | <b>9,500</b>     | <b>9,724</b>   | <b>2,284</b>    | <b>-21.67%</b>         | <b>2.35%</b>             | <b>5.12%</b>          |
| PORT  | PORT               | OTHER NON-VQA          | 4,336            | 428              | 0                | 0                | 8              | 0               | n/a                    | n/a                      | 0.00%                 |
|   |                    | BC NON-VQA             | 59,132           | 59,819           | 60,360           | 63,241           | 67,462         | 20,110          | 1.77%                  | 6.67%                    | 8.69%                 |
|   |                    | VQA                    | 4,514            | 5,131            | 6,867            | 7,933            | 7,087          | 2,150           | -24.61%                | -10.67%                  | 3.08%                 |
|   |                    | <b>PORT</b>            | <b>67,983</b>    | <b>65,378</b>    | <b>67,227</b>    | <b>71,175</b>    | <b>74,556</b>  | <b>22,261</b>   | <b>-1.55%</b>          | <b>4.75%</b>             | <b>8.16%</b>          |
| SAKE  | SAKE               | BC NON-VQA             | 7,698            | 9,363            | 10,765           | 11,038           | 7,954          | 1,649           | -51.54%                | -27.94%                  | 27.17%                |
|   |                    | <b>SAKE</b>            | <b>7,698</b>     | <b>9,363</b>     | <b>10,765</b>    | <b>11,038</b>    | <b>7,954</b>   | <b>1,649</b>    | <b>-51.54%</b>         | <b>-27.94%</b>           | <b>27.17%</b>         |
| SHERRY                                      | SHERRY             | BC NON-VQA             | 804,288          | 789,977          | 767,470          | 744,535          | 684,694        | 191,542         | -5.57%                 | -8.04%                   | 0.69%                 |
|   |                    | <b>SHERRY</b>          | <b>804,288</b>   | <b>789,977</b>   | <b>767,470</b>   | <b>744,535</b>   | <b>684,694</b> | <b>191,542</b>  | <b>-5.57%</b>          | <b>-8.04%</b>            | <b>0.69%</b>          |
| VERMOUTH                                    | VERMOUTH           | BC NON-VQA             | -1               | 0                | 0                | 0                | 0              | 0               | n/a                    | n/a                      | 0.00%                 |
|   |                    | <b>VERMOUTH</b>        | <b>-1</b>        | <b>0</b>         | <b>0</b>         | <b>0</b>         | <b>0</b>       | <b>0</b>        | <b>n/a</b>             | <b>n/a</b>               | <b>0.00%</b>          |
| <b>APERITIF, DESSERT AND FORTIFIED WINE</b> |                    |                        | <b>1,034,811</b> | <b>1,036,157</b> | <b>1,017,240</b> | <b>1,008,161</b> | <b>943,018</b> | <b>261,597</b>  | <b>-6.98%</b>          | <b>-6.46%</b>            | <b>1.62%</b>          |
| SPARKLING WINE                              | SPARKLING ICE WINE | OTHER VQA              | 0                | 0                | 9                | 0                | 0              | 0               | n/a                    | n/a                      | 0.00%                 |
|   |                    | BC VQA                 | 62               | 96               | 32               | 11               | 183            | 178             | 5,825.00%              | 1,526.67%                | 14.75%                |

**DOMESTIC WINE MARKET**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN LITRES**

|                |                       |                             | 2008           | 2009           | 2010           | 2011           | 2012           | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2013 |
|----------------|-----------------------|-----------------------------|----------------|----------------|----------------|----------------|----------------|-----------------|------------------------|--------------------------|-----------------------|
| SPARKLING WINE | SPARKLING ICE WINE    | <b>SPARKLING ICE WINE</b>   | <b>62</b>      | <b>96</b>      | <b>41</b>      | <b>11</b>      | <b>183</b>     | <b>178</b>      | <b>5,825.00%</b>       | <b>1,526.67%</b>         | <b>14.75%</b>         |
|                | RED                   | BC NON-VQA                  | 54,098         | 50,582         | 50,770         | 51,662         | 46,991         | 17,774          | -20.55%                | -9.04%                   | 0.96%                 |
|                |                       | VQA                         | 3,328          | 1,351          | 3              | 0              | 0              | 0               | n/a                    | n/a                      | 0.00%                 |
|                |                       | <b>SPARKLING WINE RED</b>   | <b>57,426</b>  | <b>51,932</b>  | <b>50,774</b>  | <b>51,662</b>  | <b>46,991</b>  | <b>17,774</b>   | <b>-20.55%</b>         | <b>-9.04%</b>            | <b>0.96%</b>          |
|                | ROSE                  | OTHER NON-VQA               | 0              | 0              | 0              | 0              | 90             | 0               | n/a                    | n/a                      | 0.00%                 |
|                |                       | VQA                         | 0              | 0              | 0              | 18             | 0              | 0               | n/a                    | -100.00%                 | 0.00%                 |
|                |                       | BC NON-VQA                  | 2,580          | 2,546          | 3,488          | 8,078          | 9,818          | 4,052           | -11.31%                | 21.54%                   | 16.94%                |
|                |                       | VQA                         | 3,418          | 3,580          | 6,158          | 5,854          | 7,776          | 2,062           | 31.03%                 | 32.82%                   | 6.27%                 |
|                |                       | <b>SPARKLING WINE ROSE</b>  | <b>5,998</b>   | <b>6,125</b>   | <b>9,646</b>   | <b>13,950</b>  | <b>17,684</b>  | <b>6,114</b>    | <b>-0.46%</b>          | <b>26.76%</b>            | <b>12.67%</b>         |
|                | WHITE                 | OTHER NON-VQA               | 18,748         | 16,420         | 14,134         | 7,648          | 2,188          | 713             | -37.96%                | -71.40%                  | 19.88%                |
|                |                       | VQA                         | 128            | 140            | 153            | 81             | 0              | 0               | -100.00%               | -100.00%                 | 0.00%                 |
|                |                       | BC NON-VQA                  | 335,597        | 301,137        | 293,577        | 294,520        | 260,761        | 99,181          | -23.36%                | -11.46%                  | 18.81%                |
|                |                       | VQA                         | 73,288         | 73,652         | 93,980         | 89,712         | 89,624         | 33,088          | -5.59%                 | -0.10%                   | 29.05%                |
|                |                       | <b>SPARKLING WINE WHITE</b> | <b>427,762</b> | <b>391,349</b> | <b>401,844</b> | <b>391,961</b> | <b>352,573</b> | <b>132,982</b>  | <b>-19.72%</b>         | <b>-10.05%</b>           | <b>21.42%</b>         |
|                | <b>SPARKLING WINE</b> |                             | <b>491,248</b> | <b>449,503</b> | <b>462,304</b> | <b>457,585</b> | <b>417,430</b> | <b>157,048</b>  | <b>-19.12%</b>         | <b>-8.78%</b>            | <b>18.74%</b>         |
| TABLE WINE     | ICE WINE RED          | OTHER NON-VQA               | 0              | 0              | 26             | 7              | 3,382          | 201             | n/a                    | 46,875.00%               | 0.00%                 |
|                |                       | VQA                         | 557            | 322            | 320            | 57             | 54             | 35              | 629.17%                | -5.66%                   | 0.00%                 |
|                |                       | BC NON-VQA                  | 255            | 277            | 219            | 54             | 60             | 19              | -5.15%                 | 10.76%                   | 0.00%                 |
|                |                       | VQA                         | 4,544          | 4,178          | 4,631          | 7,580          | 7,849          | 2,007           | -16.90%                | 3.54%                    | 0.34%                 |
|                |                       | <b>ICE WINE RED</b>         | <b>5,356</b>   | <b>4,777</b>   | <b>5,195</b>   | <b>7,699</b>   | <b>11,346</b>  | <b>2,262</b>    | <b>-7.29%</b>          | <b>47.36%</b>            | <b>0.23%</b>          |
|                | ICE WINE ROSE         | BC VQA                      | 66             | 25             | 0              | 1              | 0              | 0               | n/a                    | -100.00%                 | 0.00%                 |
|                |                       | <b>ICE WINE ROSE</b>        | <b>66</b>      | <b>25</b>      | <b>0</b>       | <b>1</b>       | <b>0</b>       | <b>0</b>        | <b>n/a</b>             | <b>-100.00%</b>          | <b>0.00%</b>          |
|                | ICE WINE WHITE        | OTHER NON-VQA               | 20             | 160            | 116            | 2              | 14,321         | 2,642           | 704,380.00%            | 636,386.67%              | 0.00%                 |
|                |                       | VQA                         | 11,956         | 8,325          | 14,078         | 16,236         | 15,962         | 2,518           | -60.82%                | -1.69%                   | 0.34%                 |
|                |                       | BC NON-VQA                  | 116            | 1,089          | 1,225          | 687            | 42             | 9               | -83.43%                | -93.85%                  | 0.00%                 |

**DOMESTIC WINE MARKET**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN LITRES**

|                              |                              |                        |                   | 2008              | 2009              | 2010              | 2011              | 2012              | CURRENT QUARTER  | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2013 |
|------------------------------|------------------------------|------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|------------------|------------------------|--------------------------|-----------------------|
| TABLE WINE                   | ICE WINE WHITE               | BC                     | VQA               | 31,082            | 28,245            | 29,660            | 27,871            | 20,608            | 6,059            | -28.35%                | -26.06%                  | 6.07%                 |
|                              |                              | <b>ICE WINE WHITE</b>  |                   | <b>43,173</b>     | <b>37,819</b>     | <b>45,078</b>     | <b>44,797</b>     | <b>50,933</b>     | <b>11,228</b>    | <b>-24.83%</b>         | <b>13.70%</b>            | <b>2.57%</b>          |
| RED                          | OTHER                        | NON-VQA                | 16,466            | 2,393             | 2,209             | 2,802             | 5,696             | 1,589             | 33.63%           | 103.29%                | 15.22%                   |                       |
|                              |                              | VQA                    | 14,644            | 16,753            | 18,528            | 12,093            | 8,617             | 2,539             | -15.71%          | -28.74%                | 4.13%                    |                       |
|                              | BC                           | NON-VQA                | 8,812,493         | 8,859,053         | 9,431,407         | 9,807,549         | 9,949,087         | 3,105,347         | 3.35%            | 1.44%                  | 11.12%                   |                       |
|                              |                              | VQA                    | 2,892,292         | 3,046,843         | 3,544,988         | 3,558,452         | 3,631,899         | 1,143,554         | -0.60%           | 2.06%                  | 24.18%                   |                       |
|                              | <b>TABLE WINE RED</b>        |                        | <b>11,735,894</b> | <b>11,925,042</b> | <b>12,997,132</b> | <b>13,380,895</b> | <b>13,595,299</b> | <b>4,253,030</b>  | <b>2.25%</b>     | <b>1.60%</b>           | <b>14.61%</b>            |                       |
| ROSE                         | OTHER                        | VQA                    | 306               | 0                 | 0                 | 0                 | 0                 | 0                 | n/a              | n/a                    | 0.00%                    |                       |
|                              |                              | NON-VQA                | 483,524           | 518,450           | 537,196           | 561,007           | 577,586           | 156,879           | -2.72%           | 2.96%                  | 5.07%                    |                       |
|                              | BC                           | VQA                    | 131,074           | 167,457           | 191,501           | 195,026           | 200,540           | 34,813            | -3.93%           | 2.83%                  | 7.91%                    |                       |
|                              |                              | <b>TABLE WINE ROSE</b> |                   | <b>614,904</b>    | <b>685,906</b>    | <b>728,697</b>    | <b>756,034</b>    | <b>778,127</b>    | <b>191,692</b>   | <b>-2.94%</b>          | <b>2.92%</b>             | <b>5.81%</b>          |
| WHITE                        | OTHER                        | NON-VQA                | 17,161            | 2,689             | 2,330             | 3,858             | 10,010            | 2,163             | 61.90%           | 159.47%                | 7.78%                    |                       |
|                              |                              | VQA                    | 9,900             | 10,260            | 11,433            | 7,986             | 6,025             | 1,736             | 47.45%           | -24.55%                | 6.86%                    |                       |
|                              | BC                           | NON-VQA                | 9,945,085         | 9,893,226         | 10,144,423        | 10,712,444        | 11,356,441        | 3,235,076         | 5.28%            | 6.01%                  | 11.18%                   |                       |
|                              |                              | VQA                    | 3,672,474         | 4,135,632         | 4,646,415         | 4,328,226         | 4,378,488         | 1,185,993         | 2.40%            | 1.16%                  | 24.53%                   |                       |
|                              | <b>TABLE WINE WHITE</b>      |                        | <b>13,644,621</b> | <b>14,041,807</b> | <b>14,804,601</b> | <b>15,052,514</b> | <b>15,750,964</b> | <b>4,424,968</b>  | <b>4.52%</b>     | <b>4.64%</b>           | <b>14.89%</b>            |                       |
| <b>TABLE WINE</b>            |                              |                        |                   | <b>26,044,015</b> | <b>26,695,376</b> | <b>28,580,702</b> | <b>29,241,939</b> | <b>30,186,668</b> | <b>8,883,180</b> | <b>3.20%</b>           | <b>3.23%</b>             | <b>14.50%</b>         |
| WINE - GIFT PACKS            | WINE - GIFT PACKS ALL        | OTHER                  | NON-VQA           | 164               | 3,384             | 6,389             | 3,604             | 2,474             | 162              | -31.92%                | -31.35%                  | 0.00%                 |
|                              |                              |                        | VQA               | 6,178             | 5                 | 5                 | 1,008             | 0                 | 0                | n/a                    | -100.00%                 | 0.00%                 |
|                              | BC                           | NON-VQA                | 940               | 3                 | 0                 | 0                 | 0                 | 0                 | n/a              | n/a                    | 0.00%                    |                       |
|                              |                              | VQA                    | 13,152            | 30,811            | 54,067            | 21,366            | 3,047             | 44                | -99.62%          | -85.74%                | 0.44%                    |                       |
|                              | <b>WINE - GIFT PACKS ALL</b> |                        | <b>20,434</b>     | <b>34,203</b>     | <b>60,460</b>     | <b>25,978</b>     | <b>5,521</b>      | <b>206</b>        | <b>-98.23%</b>   | <b>-78.75%</b>         | <b>0.24%</b>             |                       |
| <b>WINE - GIFT PACKS</b>     |                              |                        |                   | <b>20,434</b>     | <b>34,203</b>     | <b>60,460</b>     | <b>25,978</b>     | <b>5,521</b>      | <b>206</b>       | <b>-98.23%</b>         | <b>-78.75%</b>           | <b>0.24%</b>          |
| <b>DOMESTIC WINE - TOTAL</b> |                              |                        |                   | <b>27,590,508</b> | <b>28,215,239</b> | <b>30,120,706</b> | <b>30,733,663</b> | <b>31,536,524</b> | <b>9,292,356</b> | <b>2.17%</b>           | <b>2.61%</b>             | <b>14.17%</b>         |

**DOMESTIC WINE MARKET**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN RETAIL DOLLARS (000s)**

|   |                    |                           |         | 2008            | 2009            | 2010            | 2011            | 2012            | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2013 |                |
|---|--------------------|---------------------------|---------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------------|--------------------------|-----------------------|----------------|
| APERITIF, DESSERT AND FORTIFIED WINE        | FLAVOURED          | OTHER                     | NON-VQA | \$96            | \$95            | \$95            | \$105           | \$105           | \$43            | -2.14%                 | 0.01%                    | 1.33%                 |                |
|   |                    | BC                        | NON-VQA | \$29            | \$34            | \$21            | \$26            | \$22            | \$5             | -14.01%                | -16.80%                  | 0.36%                 |                |
|   | <b>FLAVOURED</b>   |                           |         |                 | <b>\$126</b>    | <b>\$129</b>    | <b>\$116</b>    | <b>\$132</b>    | <b>\$127</b>    | <b>\$48</b>            | <b>-3.61%</b>            | <b>-3.36%</b>         | <b>1.16%</b>   |
|   | FRUIT              | OTHER                     | NON-VQA | \$46            | \$50            | \$89            | \$231           | \$79            | \$24            | -82.46%                | -66.01%                  | 2.26%                 |                |
|   |                    | BC                        | NON-VQA | \$3,472         | \$3,922         | \$3,957         | \$4,072         | \$3,927         | \$1,044         | -11.27%                | -3.58%                   | 1.25%                 |                |
|   |                    | <b>FRUIT</b>              |         |                 |                 | <b>\$3,518</b>  | <b>\$3,972</b>  | <b>\$4,046</b>  | <b>\$4,304</b>  | <b>\$4,005</b>         | <b>\$1,068</b>           | <b>-18.61%</b>        | <b>-6.94%</b>  |
|   | OTHER              | BC                        | NON-VQA | \$147           | \$151           | \$196           | \$406           | \$381           | \$100           | -22.21%                | -6.12%                   | 2.36%                 |                |
|   |                    |                           | VQA     | \$0             | \$0             | \$0             | \$1             | \$1             | \$0             | 200.00%                | -39.32%                  | 0.00%                 |                |
|   |                    | <b>OTHER</b>              |         |                 |                 | <b>\$147</b>    | <b>\$151</b>    | <b>\$196</b>    | <b>\$407</b>    | <b>\$382</b>           | <b>\$100</b>             | <b>-22.00%</b>        | <b>-6.21%</b>  |
|   | OTHER FORTIFIED    | OTHER                     | NON-VQA | \$68            | \$46            | \$36            | \$27            | \$21            | \$5             | -52.50%                | -21.51%                  | 0.51%                 |                |
| BC  |                    | NON-VQA                   | \$553   | \$536           | \$424           | \$451           | \$462           | \$113           | -21.07%         | 2.56%                  | 5.88%                    |                       |                |
|   |                    | VQA                       | \$28    | \$13            | \$42            | \$36            | \$41            | \$9             | 3.16%           | 12.74%                 | 0.86%                    |                       |                |
| <b>OTHER FORTIFIED</b>                      |                    |                           |         | <b>\$649</b>    | <b>\$595</b>    | <b>\$502</b>    | <b>\$514</b>    | <b>\$524</b>    | <b>\$128</b>    | <b>-21.81%</b>         | <b>2.01%</b>             | <b>5.27%</b>          |                |
| PORT  | OTHER              | NON-VQA                   | \$55    | \$5             | \$0             | \$0             | \$1             | \$0             | n/a             | n/a                    | 0.00%                    |                       |                |
|   |                    | BC                        | NON-VQA | \$652           | \$721           | \$751           | \$805           | \$1,062         | \$305           | 25.84%                 | 32.03%                   | 7.26%                 |                |
|   | <b>PORT</b>        | VQA                       | \$203   | \$244           | \$320           | \$370           | \$331           | \$101           | -24.76%         | -10.40%                | 3.25%                    |                       |                |
|   |                    |                           |         | <b>\$909</b>    | <b>\$970</b>    | <b>\$1,072</b>  | <b>\$1,174</b>  | <b>\$1,394</b>  | <b>\$406</b>    | <b>7.85%</b>           | <b>18.72%</b>            | <b>6.30%</b>          |                |
| SAKE  | BC                 | NON-VQA                   | \$202   | \$214           | \$255           | \$269           | \$254           | \$66            | -17.80%         | -5.38%                 | 9.75%                    |                       |                |
|   | <b>SAKE</b>        |                           |         |                 | <b>\$202</b>    | <b>\$214</b>    | <b>\$255</b>    | <b>\$269</b>    | <b>\$254</b>    | <b>\$66</b>            | <b>-17.80%</b>           | <b>-5.38%</b>         | <b>9.75%</b>   |
| SHERRY                                      | BC                 | NON-VQA                   | \$5,852 | \$5,729         | \$5,609         | \$5,479         | \$5,185         | \$1,452         | -3.03%          | -5.35%                 | 0.70%                    |                       |                |
|   | <b>SHERRY</b>      |                           |         |                 | <b>\$5,852</b>  | <b>\$5,729</b>  | <b>\$5,609</b>  | <b>\$5,479</b>  | <b>\$5,185</b>  | <b>\$1,452</b>         | <b>-3.03%</b>            | <b>-5.35%</b>         | <b>0.70%</b>   |
| VERMOUTH                                    | BC                 | NON-VQA                   | \$0     | \$0             | \$0             | \$0             | \$0             | \$0             | n/a             | n/a                    | 0.00%                    |                       |                |
|   | <b>VERMOUTH</b>    |                           |         |                 | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>n/a</b>             | <b>n/a</b>               | <b>0.00%</b>          |                |
| <b>APERITIF, DESSERT AND FORTIFIED WINE</b> |                    |                           |         | <b>\$11,403</b> | <b>\$11,761</b> | <b>\$11,795</b> | <b>\$12,278</b> | <b>\$11,872</b> | <b>\$3,269</b>  | <b>-9.43%</b>          | <b>-3.31%</b>            | <b>2.01%</b>          |                |
| SPARKLING WINE                              | SPARKLING ICE WINE | OTHER                     | VQA     | \$0             | \$0             | \$1             | \$0             | \$0             | \$0             | n/a                    | n/a                      | 0.00%                 |                |
|   |                    | BC                        | VQA     | \$9             | \$13            | \$4             | \$2             | \$9             | \$9             | 1,888.68%              | 477.23%                  | 13.84%                |                |
|   |                    | <b>SPARKLING ICE WINE</b> |         |                 |                 | <b>\$9</b>      | <b>\$13</b>     | <b>\$6</b>      | <b>\$2</b>      | <b>\$9</b>             | <b>\$9</b>               | <b>1,888.68%</b>      | <b>477.23%</b> |

**DOMESTIC WINE MARKET**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN RETAIL DOLLARS (000s)**

|                             |              |                      | 2008           | 2009           | 2010           | 2011           | 2012           | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2013 |              |
|-----------------------------|--------------|----------------------|----------------|----------------|----------------|----------------|----------------|-----------------|------------------------|--------------------------|-----------------------|--------------|
| SPARKLING WINE RED          | BC           | NON-VQA              | \$441          | \$408          | \$409          | \$470          | \$430          | \$158           | -20.10%                | -8.38%                   | 0.95%                 |              |
|                             |              | VQA                  | \$98           | \$40           | \$0            | \$0            | \$0            | \$0             | n/a                    | n/a                      | 0.00%                 |              |
| <b>SPARKLING WINE RED</b>   |              |                      | <b>\$539</b>   | <b>\$448</b>   | <b>\$409</b>   | <b>\$470</b>   | <b>\$430</b>   | <b>\$158</b>    | <b>-20.10%</b>         | <b>-8.38%</b>            | <b>0.95%</b>          |              |
| ROSE                        | OTHER        | NON-VQA              | \$0            | \$0            | \$0            | \$0            | \$3            | \$0             | n/a                    | n/a                      | 0.00%                 |              |
|                             |              | VQA                  | \$0            | \$0            | \$0            | \$1            | \$0            | \$0             | n/a                    | -100.00%                 | 0.00%                 |              |
|                             | BC           | NON-VQA              | \$89           | \$78           | \$127          | \$207          | \$246          | \$113           | -7.71%                 | 18.92%                   | 24.15%                |              |
|                             |              | VQA                  | \$110          | \$117          | \$192          | \$170          | \$212          | \$57            | 15.58%                 | 24.61%                   | 6.07%                 |              |
| <b>SPARKLING WINE ROSE</b>  |              |                      | <b>\$199</b>   | <b>\$195</b>   | <b>\$319</b>   | <b>\$378</b>   | <b>\$462</b>   | <b>\$169</b>    | <b>-1.01%</b>          | <b>22.12%</b>            | <b>16.36%</b>         |              |
| WHITE                       | OTHER        | NON-VQA              | \$199          | \$178          | \$159          | \$88           | \$25           | \$8             | -39.11%                | -71.45%                  | 19.48%                |              |
|                             |              | VQA                  | \$4            | \$4            | \$5            | \$3            | \$0            | \$0             | -100.00%               | -100.00%                 | 0.00%                 |              |
|                             | BC           | NON-VQA              | \$2,932        | \$2,636        | \$2,741        | \$2,830        | \$2,812        | \$971           | -16.45%                | -0.63%                   | 23.85%                |              |
|                             |              | VQA                  | \$2,186        | \$2,239        | \$2,813        | \$2,599        | \$2,521        | \$928           | -5.43%                 | -2.99%                   | 26.06%                |              |
| <b>SPARKLING WINE WHITE</b> |              |                      | <b>\$5,321</b> | <b>\$5,057</b> | <b>\$5,719</b> | <b>\$5,520</b> | <b>\$5,358</b> | <b>\$1,907</b>  | <b>-11.62%</b>         | <b>-2.93%</b>            | <b>24.87%</b>         |              |
| <b>SPARKLING WINE</b>       |              |                      | <b>\$6,067</b> | <b>\$5,714</b> | <b>\$6,453</b> | <b>\$6,369</b> | <b>\$6,260</b> | <b>\$2,243</b>  | <b>-11.24%</b>         | <b>-1.72%</b>            | <b>22.58%</b>         |              |
| TABLE WINE                  | ICE WINE RED | OTHER                | NON-VQA        | \$0            | \$0            | \$4            | \$1            | \$251           | \$18                   | n/a                      | 19,424.75%            | 0.00%        |
|                             |              |                      | VQA            | \$121          | \$46           | \$44           | \$7            | \$7             | \$4                    | 456.15%                  | -7.38%                | 0.00%        |
|                             | BC           | NON-VQA              | \$36           | \$40           | \$29           | \$7            | \$8            | \$2             | -9.11%                 | 12.61%                   | 0.00%                 |              |
|                             |              | VQA                  | \$681          | \$605          | \$695          | \$1,430        | \$1,494        | \$367           | -15.18%                | 4.48%                    | 0.22%                 |              |
| <b>ICE WINE RED</b>         |              |                      | <b>\$838</b>   | <b>\$691</b>   | <b>\$773</b>   | <b>\$1,445</b> | <b>\$1,759</b> | <b>\$391</b>    | <b>-10.28%</b>         | <b>21.73%</b>            | <b>0.19%</b>          |              |
| ICE WINE ROSE               | BC           | VQA                  | \$6            | \$2            | \$0            | \$0            | \$0            | \$0             | n/a                    | -100.00%                 | 0.00%                 |              |
|                             |              | <b>ICE WINE ROSE</b> |                |                | <b>\$6</b>     | <b>\$2</b>     | <b>\$0</b>     | <b>\$0</b>      | <b>\$0</b>             | <b>n/a</b>               | <b>-100.00%</b>       | <b>0.00%</b> |
| ICE WINE WHITE              | OTHER        | NON-VQA              | \$2            | \$16           | \$10           | \$0            | \$1,000        | \$181           | 562,488.24%            | 500,104.60%              | 0.00%                 |              |
|                             |              | VQA                  | \$1,640        | \$962          | \$1,421        | \$1,694        | \$1,327        | \$258           | -60.05%                | -21.68%                  | 0.44%                 |              |
|                             | BC           | NON-VQA              | \$18           | \$94           | \$117          | \$97           | \$7            | \$1             | -88.85%                | -92.30%                  | 0.00%                 |              |
|                             |              | VQA                  | \$3,891        | \$3,637        | \$3,967        | \$3,809        | \$2,786        | \$804           | -33.08%                | -26.86%                  | 5.19%                 |              |
| <b>ICE WINE WHITE</b>       |              |                      | <b>\$5,552</b> | <b>\$4,709</b> | <b>\$5,515</b> | <b>\$5,600</b> | <b>\$5,120</b> | <b>\$1,244</b>  | <b>-32.98%</b>         | <b>-8.57%</b>            | <b>2.94%</b>          |              |

**DOMESTIC WINE MARKET**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN RETAIL DOLLARS (000s)**

|                              |                              |         |          | 2008             | 2009             | 2010             | 2011             | 2012             | CURRENT QUARTER  | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2013 |               |
|------------------------------|------------------------------|---------|----------|------------------|------------------|------------------|------------------|------------------|------------------|------------------------|--------------------------|-----------------------|---------------|
| TABLE WINE                   | RED                          | OTHER   | NON-VQA  | \$167            | \$37             | \$68             | \$79             | \$121            | \$44             | 114.88%                | 53.66%                   | 9.56%                 |               |
|                              |                              |         | VQA      | \$310            | \$312            | \$358            | \$235            | \$152            | \$44             | -22.03%                | -35.29%                  | 5.22%                 |               |
|                              |                              | BC      | NON-VQA  | \$85,514         | \$86,449         | \$90,520         | \$95,982         | \$98,963         | \$30,550         | 3.78%                  | 3.11%                    | 11.28%                |               |
|                              |                              |         | VQA      | \$67,353         | \$69,293         | \$81,917         | \$83,893         | \$84,390         | \$26,143         | -2.98%                 | 0.59%                    | 20.48%                |               |
|                              | <b>TABLE WINE RED</b>        |         |          |                  | <b>\$153,344</b> | <b>\$156,091</b> | <b>\$172,863</b> | <b>\$180,189</b> | <b>\$183,627</b> | <b>\$56,781</b>        | <b>0.57%</b>             | <b>1.91%</b>          | <b>15.50%</b> |
|                              | ROSE                         | OTHER   | VQA      | \$4              | \$0              | \$0              | \$0              | \$0              | \$0              | \$0                    | n/a                      | n/a                   | 0.00%         |
|                              |                              |         | BC       | NON-VQA          | \$4,642          | \$5,212          | \$5,382          | \$6,029          | \$6,741          | \$1,670                | 3.95%                    | 11.81%                | 7.51%         |
|                              |                              |         | VQA      | \$2,373          | \$2,936          | \$3,453          | \$3,652          | \$3,912          | \$670            | -3.16%                 | 7.11%                    | 7.90%                 |               |
| <b>TABLE WINE ROSE</b>       |                              |         |          | <b>\$7,018</b>   | <b>\$8,148</b>   | <b>\$8,835</b>   | <b>\$9,681</b>   | <b>\$10,652</b>  | <b>\$2,340</b>   | <b>1.81%</b>           | <b>10.04%</b>            | <b>7.65%</b>          |               |
| WHITE                        | OTHER                        | NON-VQA | \$173    | \$106            | \$89             | \$276            | \$501            | \$99             | \$99             | 48.30%                 | 81.82%                   | 2.17%                 |               |
|                              |                              | VQA     | \$220    | \$216            | \$257            | \$219            | \$133            | \$35             | \$35             | 29.89%                 | -39.45%                  | 7.84%                 |               |
|                              | BC                           | NON-VQA | \$88,908 | \$89,721         | \$91,556         | \$98,813         | \$106,344        | \$29,717         | \$29,717         | 5.42%                  | 7.62%                    | 11.38%                |               |
|                              |                              | VQA     | \$68,372 | \$74,056         | \$81,786         | \$80,225         | \$81,870         | \$22,097         | \$22,097         | 1.87%                  | 2.05%                    | 22.47%                |               |
|                              | <b>TABLE WINE WHITE</b>      |         |          |                  | <b>\$157,673</b> | <b>\$164,099</b> | <b>\$173,689</b> | <b>\$179,532</b> | <b>\$188,848</b> | <b>\$51,948</b>        | <b>3.95%</b>             | <b>5.19%</b>          | <b>16.16%</b> |
|                              | <b>TABLE WINE</b>            |         |          |                  | <b>\$324,432</b> | <b>\$333,741</b> | <b>\$361,674</b> | <b>\$376,447</b> | <b>\$390,006</b> | <b>\$112,703</b>       | <b>1.51%</b>             | <b>3.60%</b>          | <b>15.37%</b> |
| WINE - GIFT PACKS            | WINE - GIFT PACKS ALL        | OTHER   | NON-VQA  | \$7              | \$329            | \$606            | \$352            | \$178            | \$13             | -49.02%                | -49.42%                  | 0.00%                 |               |
|                              |                              |         | VQA      | \$965            | \$1              | \$1              | \$162            | \$0              | \$0              | n/a                    | -100.00%                 | 0.00%                 |               |
|                              |                              | BC      | NON-VQA  | \$14             | \$0              | \$0              | \$0              | \$0              | \$0              | \$0                    | n/a                      | n/a                   | 0.00%         |
|                              |                              |         | VQA      | \$241            | \$555            | \$1,203          | \$519            | \$49             | \$1              | \$1                    | -99.65%                  | -90.63%               | 0.48%         |
|                              | <b>WINE - GIFT PACKS ALL</b> |         |          |                  | <b>\$1,227</b>   | <b>\$884</b>     | <b>\$1,810</b>   | <b>\$1,033</b>   | <b>\$227</b>     | <b>\$14</b>            | <b>-93.82%</b>           | <b>-78.05%</b>        | <b>0.10%</b>  |
|                              | <b>WINE - GIFT PACKS</b>     |         |          |                  | <b>\$1,227</b>   | <b>\$884</b>     | <b>\$1,810</b>   | <b>\$1,033</b>   | <b>\$227</b>     | <b>\$14</b>            | <b>-93.82%</b>           | <b>-78.05%</b>        | <b>0.10%</b>  |
| <b>DOMESTIC WINE - TOTAL</b> |                              |         |          | <b>\$343,130</b> | <b>\$352,100</b> | <b>\$381,732</b> | <b>\$396,128</b> | <b>\$408,109</b> | <b>\$118,070</b> | <b>0.59%</b>           | <b>3.02%</b>             | <b>15.09%</b>         |               |

**IMPORT WINE MARKET**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN LITRES**

|                                      |                          |                          | 2008          | 2009          | 2010          | 2011          | 2012          | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2013 |
|--------------------------------------|--------------------------|--------------------------|---------------|---------------|---------------|---------------|---------------|-----------------|------------------------|--------------------------|-----------------------|
| APERITIF, DESSERT AND FORTIFIED WINE | FLAVOURED                | AUSTRALIA                | 2,984         | 2,570         | 2,668         | 2,349         | 1,924         | 757             | -18.43%                | -18.07%                  | 2.14%                 |
|                                      |                          | CHINA                    | 0             | 0             | 1,391         | 2,491         | 1,771         | 519             | -2.67%                 | -28.91%                  | 1.52%                 |
|                                      |                          | FRANCE                   | 0             | 0             | 0             | 0             | 507           | 186             | n/a                    | n/a                      | 0.00%                 |
|                                      |                          | ITALY                    | 70            | 24            | 2,490         | 15,932        | 16,324        | 4,894           | -21.94%                | 2.46%                    | 10.93%                |
|                                      |                          | SLOVAK REPUBLIC          | 0             | 0             | 0             | 0             | 58            | 58              | n/a                    | n/a                      | 0.00%                 |
|                                      |                          | SOUTH AFRICA             | 0             | 0             | 0             | 0             | 3,024         | 0               | n/a                    | n/a                      | 0.00%                 |
|                                      |                          | UNITED STATES OF AMERICA | 9,927         | 6,276         | 3,526         | 3,392         | 15,265        | 8,128           | 767.04%                | 350.09%                  | 0.23%                 |
|                                      |                          | <b>FLAVOURED</b>         | <b>12,981</b> | <b>8,871</b>  | <b>10,076</b> | <b>24,164</b> | <b>38,873</b> | <b>14,541</b>   | <b>64.96%</b>          | <b>46.02%</b>            | <b>5.35%</b>          |
| FRUIT                                | ARMENIA                  | 10                       | 0             | 0             | 0             | 0             | 0             | n/a             | n/a                    | 0.00%                    |                       |
|                                      | DENMARK                  | 1                        | 0             | 0             | 0             | 0             | 0             | n/a             | n/a                    | 0.00%                    |                       |
|                                      | FRANCE                   | 0                        | 0             | 16            | 9             | 9             | 0             | n/a             | 0.00%                  | 0.00%                    |                       |
|                                      | JAPAN                    | 9,789                    | 11,195        | 10,597        | 10,408        | 10,723        | 3,337         | 6.29%           | 3.03%                  | 24.36%                   |                       |
|                                      | KOREA - SOUTH            | 439                      | 134           | 186           | 188           | 173           | 82            | 33.66%          | -7.67%                 | 2.60%                    |                       |
|                                      | TURKEY                   | 0                        | 21            | 3             | 0             | 0             | 0             | n/a             | n/a                    | 0.00%                    |                       |
|                                      | UNITED STATES OF AMERICA | 2,184                    | 2,042         | 3,227         | 3,800         | 5,631         | 2,469         | 137.69%         | 48.19%                 | 36.96%                   |                       |
|                                      | <b>FRUIT</b>             | <b>12,423</b>            | <b>13,392</b> | <b>14,030</b> | <b>14,405</b> | <b>16,537</b> | <b>5,888</b>  | <b>38.88%</b>   | <b>14.80%</b>          | <b>28.46%</b>            |                       |
| MADEIRA                              | PORTUGAL                 | 5,626                    | 5,161         | 5,393         | 5,121         | 4,977         | 2,082         | -6.85%          | -2.81%                 | 21.58%                   |                       |
|                                      | <b>MADEIRA</b>           | <b>5,626</b>             | <b>5,161</b>  | <b>5,393</b>  | <b>5,121</b>  | <b>4,977</b>  | <b>2,082</b>  | <b>-6.85%</b>   | <b>-2.81%</b>          | <b>21.58%</b>            |                       |
| MONTILLA                             | SPAIN                    | 11,519                   | 10,244        | 9,432         | 11,136        | 10,612        | 3,898         | -11.40%         | -4.70%                 | 4.79%                    |                       |
|                                      | <b>MONTILLA</b>          | <b>11,519</b>            | <b>10,244</b> | <b>9,432</b>  | <b>11,136</b> | <b>10,612</b> | <b>3,898</b>  | <b>-11.40%</b>  | <b>-4.70%</b>          | <b>4.79%</b>             |                       |
| OTHER                                | AUSTRALIA                | 0                        | 8             | 0             | 107           | 225           | 99            | -8.33%          | 109.69%                | 4.00%                    |                       |
|                                      | <b>OTHER</b>             | <b>0</b>                 | <b>8</b>      | <b>0</b>      | <b>107</b>    | <b>225</b>    | <b>99</b>     | <b>-8.33%</b>   | <b>109.69%</b>         | <b>4.00%</b>             |                       |
| OTHER FORTIFIED                      | ARGENTINA                | 0                        | 0             | 0             | 36            | 0             | 0             | -100.00%        | -100.00%               | 0.00%                    |                       |
|                                      | AUSTRALIA                | 499                      | 490           | 588           | 423           | 257           | 41            | -73.28%         | -39.22%                | 32.85%                   |                       |
|                                      | CHINA                    | 7,173                    | 6,185         | 6,618         | 6,803         | 6,921         | 2,125         | 4.68%           | 1.74%                  | 18.59%                   |                       |
|                                      | FRANCE                   | 36,708                   | 34,152        | 32,910        | 32,903        | 34,937        | 11,407        | 1.70%           | 6.18%                  | 8.68%                    |                       |



**IMPORT WINE MARKET**  
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**SALES IN LITRES**

|                                      |                          |                          | 2008           | 2009           | 2010           | 2011           | 2012           | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2013 |
|--------------------------------------|--------------------------|--------------------------|----------------|----------------|----------------|----------------|----------------|-----------------|------------------------|--------------------------|-----------------------|
| APERITIF, DESSERT AND FORTIFIED WINE | OTHER FORTIFIED          | GREECE                   | 827            | 63             | 104            | 49             | 0              | 0               | n/a                    | -100.00%                 | 0.00%                 |
|                                      |                          | ITALY                    | 15,909         | 15,359         | 14,724         | 14,855         | 14,038         | 4,776           | -3.69%                 | -5.50%                   | 31.78%                |
|                                      |                          | JAPAN                    | 4              | 94             | 287            | 814            | 1,313          | 400             | 114.35%                | 61.19%                   | 87.16%                |
|                                      |                          | KOREA - SOUTH            | 6,066          | 4,734          | 5,024          | 11,343         | 10,636         | 3,576           | 30.17%                 | -6.23%                   | 37.85%                |
|                                      |                          | SPAIN                    | 0              | 39             | 5              | 0              | 0              | 0               | n/a                    | n/a                      | 0.00%                 |
|                                      |                          | UNITED STATES OF AMERICA | 2,214          | 1,865          | 1,720          | 1,605          | 1,488          | 490             | -8.91%                 | -7.27%                   | 24.97%                |
|                                      |                          | URUGUAY                  | 4              | 0              | 14             | 0              | 0              | 0               | n/a                    | n/a                      | 0.00%                 |
|                                      |                          | <b>OTHER FORTIFIED</b>   | <b>69,406</b>  | <b>62,981</b>  | <b>61,993</b>  | <b>68,829</b>  | <b>69,589</b>  | <b>22,816</b>   | <b>4.49%</b>           | <b>1.10%</b>             | <b>20.70%</b>         |
| PORT                                 | AUSTRALIA                | 31,719                   | 24,840         | 19,950         | 17,923         | 17,415         | 5,598          | -6.00%          | -2.83%                 | 8.67%                    |                       |
|                                      | PORTUGAL                 | 93,821                   | 84,964         | 85,632         | 81,473         | 80,528         | 35,147         | -0.66%          | -1.16%                 | 9.87%                    |                       |
|                                      | SOUTH AFRICA             | 21,288                   | 17,618         | 19,117         | 20,176         | 18,152         | 6,491          | -8.65%          | -10.04%                | 10.93%                   |                       |
|                                      | UNITED STATES OF AMERICA | 72                       | 36             | 54             | 9              | 27             | 0              | -100.00%        | 200.00%                | 0.00%                    |                       |
|                                      | <b>PORT</b>              | <b>146,900</b>           | <b>127,458</b> | <b>124,754</b> | <b>119,581</b> | <b>116,122</b> | <b>47,236</b>  | <b>-2.50%</b>   | <b>-2.89%</b>          | <b>9.86%</b>             |                       |
| SAKE                                 | JAPAN                    | 66,776                   | 66,565         | 71,950         | 73,019         | 78,683         | 23,872         | 10.67%          | 7.76%                  | 37.30%                   |                       |
|                                      | KOREA - SOUTH            | 3,230                    | 2,318          | 1,983          | 2,062          | 1,854          | 592            | 4.39%           | -10.10%                | 39.20%                   |                       |
|                                      | UNITED STATES OF AMERICA | 320,160                  | 314,636        | 314,140        | 313,778        | 309,632        | 87,328         | -2.99%          | -1.32%                 | 65.27%                   |                       |
|                                      | <b>SAKE</b>              | <b>390,166</b>           | <b>383,519</b> | <b>388,072</b> | <b>388,859</b> | <b>390,168</b> | <b>111,792</b> | <b>-0.33%</b>   | <b>0.34%</b>           | <b>59.51%</b>            |                       |
| SHERRY                               | AUSTRALIA                | 29,989                   | 28,489         | 31,887         | 36,330         | 32,312         | 10,126         | -25.18%         | -11.06%                | 0.85%                    |                       |
|                                      | NEW ZEALAND              | 28,314                   | 24,372         | 8,775          | 8              | -9             | 0              | -100.00%        | -220.00%               | 0.00%                    |                       |
|                                      | SOUTH AFRICA             | 30,546                   | 23,852         | 25,098         | 21,469         | 21,416         | 7,010          | 51.79%          | -0.25%                 | 0.51%                    |                       |
|                                      | SPAIN                    | 76,737                   | 69,576         | 66,299         | 63,815         | 60,592         | 25,492         | -8.81%          | -5.05%                 | 2.37%                    |                       |
|                                      | <b>SHERRY</b>            | <b>165,586</b>           | <b>146,288</b> | <b>132,059</b> | <b>121,621</b> | <b>114,310</b> | <b>42,628</b>  | <b>-7.56%</b>   | <b>-6.01%</b>          | <b>1.59%</b>             |                       |
| VERMOUTH                             | FRANCE                   | 24,290                   | 20,465         | 20,356         | 18,075         | 13,980         | 3,218          | -35.64%         | -22.65%                | 12.54%                   |                       |
|                                      | ITALY                    | 223,073                  | 212,876        | 202,110        | 191,944        | 186,629        | 57,282         | -2.71%          | -2.77%                 | 6.13%                    |                       |
|                                      | SLOVAK REPUBLIC          | 0                        | 0              | 0              | 0              | 58             | 58             | n/a             | n/a                    | 0.00%                    |                       |
|                                      | UNITED STATES OF AMERICA | 42                       | 226            | 211            | 281            | 267            | 64             | -20.37%         | -5.07%                 | 38.76%                   |                       |

**IMPORT WINE MARKET**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN LITRES**

|  |                  |                      | 2008             | 2009             | 2010             | 2011             | 2012             | CURRENT QUARTER  | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2013 |        |
|--|------------------|----------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------------|--------------------------|-----------------------|--------|
| APERITIF, DESSERT AND FORTIFIED WINE                       | VERMOUTH         | <b>VERMOUTH</b>      | <b>247,405</b>   | <b>233,567</b>   | <b>222,676</b>   | <b>210,300</b>   | <b>200,934</b>   | <b>60,623</b>    | <b>-5.31%</b>          | <b>-4.48%</b>            | <b>6.62%</b>          |        |
| <b>IMPORT APERITIF, DESSERT AND FORTIFIED WINE - TOTAL</b> |                  |                      | <b>1,062,012</b> | <b>991,490</b>   | <b>968,485</b>   | <b>964,122</b>   | <b>962,346</b>   | <b>311,602</b>   | <b>-0.18%</b>          | <b>-0.18%</b>            | 29.24%                |        |
| TABLE WINE   | ARGENTINA        | RED                  | IMPORT BOTTLED   | 1,616,434        | 2,134,001        | 2,433,241        | 2,560,837        | 2,573,201        | 808,209                | -1.26%                   | 0.48%                 | 13.14% |
|  |                  | <b>RED - TOTAL</b>   | <b>1,616,434</b> | <b>2,134,001</b> | <b>2,433,241</b> | <b>2,560,837</b> | <b>2,573,201</b> | <b>808,209</b>   | <b>-1.26%</b>          | <b>0.48%</b>             | <b>13.14%</b>         |        |
|  | ROSE             | IMPORT BOTTLED       | 76               | 3,605            | 7,620            | 8,257            | 6,661            | 1,033            | -55.26%                | -19.33%                  | 1.37%                 |        |
|  |                  | <b>ROSE - TOTAL</b>  | <b>76</b>        | <b>3,605</b>     | <b>7,620</b>     | <b>8,257</b>     | <b>6,661</b>     | <b>1,033</b>     | <b>-55.26%</b>         | <b>-19.33%</b>           | <b>1.37%</b>          |        |
|  | WHITE            | IMPORT BOTTLED       | 201,603          | 324,835          | 335,233          | 352,956          | 377,308          | 98,599           | -8.34%                 | 6.90%                    | 8.13%                 |        |
|  |                  | <b>WHITE - TOTAL</b> | <b>201,603</b>   | <b>324,835</b>   | <b>335,233</b>   | <b>352,956</b>   | <b>377,308</b>   | <b>98,599</b>    | <b>-8.34%</b>          | <b>6.90%</b>             | <b>8.13%</b>          |        |
|  | <b>TOTAL</b>     | <b>1,818,114</b>     | <b>2,462,441</b> | <b>2,776,093</b> | <b>2,922,050</b> | <b>2,957,170</b> | <b>907,841</b>   | <b>-2.22%</b>    | <b>1.20%</b>           | <b>12.47%</b>            |                       |        |
| ARMENIA  | WHITE            | IMPORT BOTTLED       | 38               | 22               | 0                | 14               | 0                | 0                | -100.00%               | -100.00%                 | 0.00%                 |        |
|  |                  | <b>WHITE - TOTAL</b> | <b>38</b>        | <b>22</b>        | <b>0</b>         | <b>14</b>        | <b>0</b>         | <b>0</b>         | <b>-100.00%</b>        | <b>-100.00%</b>          | <b>0.00%</b>          |        |
|  | <b>TOTAL</b>     | <b>38</b>            | <b>22</b>        | <b>0</b>         | <b>14</b>        | <b>0</b>         | <b>0</b>         | <b>-100.00%</b>  | <b>-100.00%</b>        | <b>0.00%</b>             |                       |        |
| AUSTRALIA  | RED              | CANADA BOTTLED       | 12,380           | 8,921            | 10,737           | 479              | 0                | 0                | n/a                    | -100.00%                 | 0.00%                 |        |
|  |                  | IMPORT BOTTLED       | 5,440,864        | 4,725,794        | 4,287,148        | 4,110,870        | 3,846,477        | 1,174,118        | -12.53%                | -6.43%                   | 10.15%                |        |
|  |                  | <b>RED - TOTAL</b>   | <b>5,453,244</b> | <b>4,734,715</b> | <b>4,297,886</b> | <b>4,111,348</b> | <b>3,846,477</b> | <b>1,174,118</b> | <b>-12.53%</b>         | <b>-6.44%</b>            | <b>10.15%</b>         |        |
|  | ROSE             | IMPORT BOTTLED       | 18,926           | 20,579           | 17,062           | 12,718           | 13,056           | 2,913            | 11.32%                 | 2.65%                    | 3.98%                 |        |
|  |                  | <b>ROSE - TOTAL</b>  | <b>18,926</b>    | <b>20,579</b>    | <b>17,062</b>    | <b>12,718</b>    | <b>13,056</b>    | <b>2,913</b>     | <b>11.32%</b>          | <b>2.65%</b>             | <b>3.98%</b>          |        |
|  | WHITE            | CANADA BOTTLED       | 9,833            | 8,338            | 5,208            | 0                | 16               | 16               | n/a                    | n/a                      | 0.00%                 |        |
|  |                  | IMPORT BOTTLED       | 2,332,725        | 2,155,698        | 1,978,463        | 1,911,214        | 1,978,187        | 573,605          | -0.82%                 | 3.50%                    | 7.18%                 |        |
| <b>WHITE - TOTAL</b>                                       | <b>2,342,558</b> | <b>2,164,036</b>     | <b>1,983,671</b> | <b>1,911,214</b> | <b>1,978,203</b> | <b>573,621</b>   | <b>-0.82%</b>    | <b>3.51%</b>     | <b>7.18%</b>           |                          |                       |        |
| <b>TOTAL</b>   | <b>7,814,728</b> | <b>6,919,330</b>     | <b>6,298,619</b> | <b>6,035,282</b> | <b>5,837,736</b> | <b>1,750,652</b> | <b>-8.98%</b>    | <b>-3.27%</b>    | <b>9.13%</b>           |                          |                       |        |
| AUSTRIA  | RED              | IMPORT BOTTLED       | 1,196            | 1,290            | 655              | 964              | 1,404            | 413              | -5.65%                 | 45.68%                   | 10.63%                |        |
|  |                  | <b>RED - TOTAL</b>   | <b>1,196</b>     | <b>1,290</b>     | <b>655</b>       | <b>964</b>       | <b>1,404</b>     | <b>413</b>       | <b>-5.65%</b>          | <b>45.68%</b>            | <b>10.63%</b>         |        |
|  | ROSE             | IMPORT BOTTLED       | 251              | 476              | 126              | 0                | 0                | 0                | n/a                    | n/a                      | 0.00%                 |        |
|  |                  | <b>ROSE - TOTAL</b>  | <b>251</b>       | <b>476</b>       | <b>126</b>       | <b>0</b>         | <b>0</b>         | <b>0</b>         | <b>n/a</b>             | <b>n/a</b>               | <b>0.00%</b>          |        |
|  | WHITE            | IMPORT BOTTLED       | 7,641            | 6,226            | 12,585           | 8,956            | 8,445            | 2,113            | 1.44%                  | -5.71%                   | 25.30%                |        |

**IMPORT WINE MARKET**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN LITRES**

|                      |                  |                      | 2008                 | 2009             | 2010             | 2011             | 2012             | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2013 |               |
|----------------------|------------------|----------------------|----------------------|------------------|------------------|------------------|------------------|-----------------|------------------------|--------------------------|-----------------------|---------------|
| TABLE WINE           | AUSTRIA          | WHITE                | <b>WHITE - TOTAL</b> | <b>7,641</b>     | <b>6,226</b>     | <b>12,585</b>    | <b>8,956</b>     | <b>8,445</b>    | <b>2,113</b>           | <b>1.44%</b>             | <b>-5.71%</b>         | <b>25.30%</b> |
|                      |                  | <b>TOTAL</b>         | <b>9,088</b>         | <b>7,993</b>     | <b>13,366</b>    | <b>9,920</b>     | <b>9,849</b>     | <b>2,526</b>    | <b>0.21%</b>           | <b>-0.71%</b>            | <b>23.21%</b>         |               |
| BULGARIA             | RED              | IMPORT BOTTLED       | 12,496               | 163              | -2               | 575              | 568              | 272             | 25.69%                 | -1.17%                   | -3.03%                |               |
|                      |                  | <b>RED - TOTAL</b>   | <b>12,496</b>        | <b>163</b>       | <b>-2</b>        | <b>575</b>       | <b>568</b>       | <b>272</b>      | <b>25.69%</b>          | <b>-1.17%</b>            | <b>-3.03%</b>         |               |
|                      | WHITE            | IMPORT BOTTLED       | 0                    | 0                | 0                | 900              | 450              | 18              | -94.29%                | -50.00%                  | 0.00%                 |               |
|                      |                  | <b>WHITE - TOTAL</b> | <b>0</b>             | <b>0</b>         | <b>0</b>         | <b>900</b>       | <b>450</b>       | <b>18</b>       | <b>-94.29%</b>         | <b>-50.00%</b>           | <b>0.00%</b>          |               |
|                      | <b>TOTAL</b>     | <b>12,496</b>        | <b>163</b>           | <b>-2</b>        | <b>1,475</b>     | <b>1,018</b>     | <b>290</b>       | <b>-45.48%</b>  | <b>-30.96%</b>         | <b>-0.81%</b>            |                       |               |
| CHILE                | RED              | CANADA BOTTLED       | 303,025              | 254,744          | 197,168          | 145,808          | 112,802          | 26,095          | -31.61%                | -22.64%                  | 26.52%                |               |
|                      |                  | IMPORT BOTTLED       | 2,027,682            | 2,116,845        | 2,218,521        | 2,190,273        | 2,149,727        | 631,654         | -5.43%                 | -1.85%                   | 5.79%                 |               |
|                      |                  | <b>RED - TOTAL</b>   | <b>2,330,708</b>     | <b>2,371,588</b> | <b>2,415,689</b> | <b>2,336,081</b> | <b>2,262,529</b> | <b>657,749</b>  | <b>-6.84%</b>          | <b>-3.15%</b>            | <b>6.83%</b>          |               |
|                      | ROSE             | IMPORT BOTTLED       | 8,318                | 7,952            | 7,612            | 6,405            | 5,300            | 900             | -33.92%                | -17.26%                  | 2.36%                 |               |
|                      |                  | <b>ROSE - TOTAL</b>  | <b>8,318</b>         | <b>7,952</b>     | <b>7,612</b>     | <b>6,405</b>     | <b>5,300</b>     | <b>900</b>      | <b>-33.92%</b>         | <b>-17.26%</b>           | <b>2.36%</b>          |               |
|                      | WHITE            | CANADA BOTTLED       | 232,728              | 203,352          | 150,237          | 107,002          | 83,775           | 19,148          | -28.15%                | -21.71%                  | 28.55%                |               |
|                      |                  | IMPORT BOTTLED       | 779,160              | 894,759          | 975,792          | 978,959          | 1,033,295        | 270,673         | 3.62%                  | 5.55%                    | 8.94%                 |               |
| <b>WHITE - TOTAL</b> | <b>1,011,888</b> | <b>1,098,111</b>     | <b>1,126,028</b>     | <b>1,085,961</b> | <b>1,117,070</b> | <b>289,821</b>   | <b>0.68%</b>     | <b>2.86%</b>    | <b>10.41%</b>          |                          |                       |               |
| <b>TOTAL</b>         | <b>3,350,913</b> | <b>3,477,651</b>     | <b>3,549,330</b>     | <b>3,428,447</b> | <b>3,384,899</b> | <b>948,470</b>   | <b>-4.70%</b>    | <b>-1.27%</b>   | <b>8.00%</b>           |                          |                       |               |
| CHINA                | RED              | IMPORT BOTTLED       | 4,771                | 3,818            | 2,942            | 1,574            | 656              | 175             | -59.83%                | -58.36%                  | 4.81%                 |               |
|                      |                  | <b>RED - TOTAL</b>   | <b>4,771</b>         | <b>3,818</b>     | <b>2,942</b>     | <b>1,574</b>     | <b>656</b>       | <b>175</b>      | <b>-59.83%</b>         | <b>-58.36%</b>           | <b>4.81%</b>          |               |
|                      | WHITE            | IMPORT BOTTLED       | 378                  | 264              | 187              | 608              | 1,354            | 402             | 114.40%                | 122.84%                  | 9.09%                 |               |
|                      |                  | <b>WHITE - TOTAL</b> | <b>378</b>           | <b>264</b>       | <b>187</b>       | <b>608</b>       | <b>1,354</b>     | <b>402</b>      | <b>114.40%</b>         | <b>122.84%</b>           | <b>9.09%</b>          |               |
| <b>TOTAL</b>         | <b>5,149</b>     | <b>4,082</b>         | <b>3,128</b>         | <b>2,182</b>     | <b>2,009</b>     | <b>577</b>       | <b>-7.35%</b>    | <b>-7.91%</b>   | <b>7.69%</b>           |                          |                       |               |
| CROATIA              | RED              | IMPORT BOTTLED       | 4,900                | 4,372            | 2,866            | 2,024            | 140              | 44              | -84.95%                | -93.11%                  | 0.00%                 |               |
|                      |                  | <b>RED - TOTAL</b>   | <b>4,900</b>         | <b>4,372</b>     | <b>2,866</b>     | <b>2,024</b>     | <b>140</b>       | <b>44</b>       | <b>-84.95%</b>         | <b>-93.11%</b>           | <b>0.00%</b>          |               |
|                      | WHITE            | IMPORT BOTTLED       | 7                    | 45               | 198              | 45               | 0                | 0               | n/a                    | -100.00%                 | 0.00%                 |               |
|                      |                  | <b>WHITE - TOTAL</b> | <b>7</b>             | <b>45</b>        | <b>198</b>       | <b>45</b>        | <b>0</b>         | <b>0</b>        | <b>n/a</b>             | <b>-100.00%</b>          | <b>0.00%</b>          |               |
|                      | <b>TOTAL</b>     | <b>4,907</b>         | <b>4,417</b>         | <b>3,064</b>     | <b>2,068</b>     | <b>140</b>       | <b>44</b>        | <b>-84.95%</b>  | <b>-93.26%</b>         | <b>0.00%</b>             |                       |               |

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**SALES IN LITRES**

|                    |                |                               | 2008                 | 2009             | 2010             | 2011             | 2012             | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2013 |              |
|--------------------|----------------|-------------------------------|----------------------|------------------|------------------|------------------|------------------|-----------------|------------------------|--------------------------|-----------------------|--------------|
| TABLE WINE         | CZECH REPUBLIC | RED                           | IMPORT BOTTLED       | 1,090            | 836              | 28               | 1                | 0               | 0                      | n/a                      | -100.00%              | 0.00%        |
|                    |                |                               | <b>RED - TOTAL</b>   | <b>1,090</b>     | <b>836</b>       | <b>28</b>        | <b>1</b>         | <b>0</b>        | <b>0</b>               | <b>n/a</b>               | <b>-100.00%</b>       | <b>0.00%</b> |
|                    |                | WHITE                         | IMPORT BOTTLED       | 1,526            | 973              | 6                | 9                | 0               | 0                      | n/a                      | -100.00%              | 0.00%        |
|                    |                |                               | <b>WHITE - TOTAL</b> | <b>1,526</b>     | <b>973</b>       | <b>6</b>         | <b>9</b>         | <b>0</b>        | <b>0</b>               | <b>n/a</b>               | <b>-100.00%</b>       | <b>0.00%</b> |
|                    |                |                               | <b>TOTAL</b>         | <b>2,617</b>     | <b>1,808</b>     | <b>34</b>        | <b>10</b>        | <b>0</b>        | <b>0</b>               | <b>n/a</b>               | <b>-100.00%</b>       | <b>0.00%</b> |
|                    |                |                               |                      |                  |                  |                  |                  |                 |                        |                          |                       |              |
| FRANCE             | RED            | CANADA BOTTLED                | 136,960              | 174,800          | 162,248          | 160,799          | 204,646          | 55,954          | 18.89%                 | 27.27%                   | 1.55%                 |              |
|                    |                | IMPORT BOTTLED                | 1,522,704            | 1,393,200        | 1,410,036        | 1,404,977        | 1,421,128        | 500,998         | 4.35%                  | 1.15%                    | 8.55%                 |              |
|                    |                | <b>RED - TOTAL</b>            | <b>1,659,664</b>     | <b>1,568,000</b> | <b>1,572,284</b> | <b>1,565,776</b> | <b>1,625,774</b> | <b>556,952</b>  | <b>5.64%</b>           | <b>3.83%</b>             | <b>7.67%</b>          |              |
|                    | ROSE           | IMPORT BOTTLED                | 43,703               | 64,340           | 64,164           | 64,443           | 75,188           | 12,514          | 15.16%                 | 16.67%                   | 9.26%                 |              |
|                    |                | <b>ROSE - TOTAL</b>           | <b>43,703</b>        | <b>64,340</b>    | <b>64,164</b>    | <b>64,443</b>    | <b>75,188</b>    | <b>12,514</b>   | <b>15.16%</b>          | <b>16.67%</b>            | <b>9.26%</b>          |              |
|                    | WHITE          | CANADA BOTTLED                | 61,618               | 74,864           | 56,816           | 53,600           | 72,648           | 16,012          | 7.69%                  | 35.54%                   | 1.36%                 |              |
|                    |                | IMPORT BOTTLED                | 712,820              | 636,059          | 615,792          | 560,237          | 572,760          | 165,161         | 2.91%                  | 2.24%                    | 14.87%                |              |
|                    |                | <b>WHITE - TOTAL</b>          | <b>774,438</b>       | <b>710,923</b>   | <b>672,608</b>   | <b>613,837</b>   | <b>645,408</b>   | <b>181,173</b>  | <b>3.31%</b>           | <b>5.14%</b>             | <b>13.35%</b>         |              |
|                    |                | <b>TOTAL</b>                  | <b>2,477,805</b>     | <b>2,343,262</b> | <b>2,309,055</b> | <b>2,244,057</b> | <b>2,346,370</b> | <b>750,638</b>  | <b>5.22%</b>           | <b>4.56%</b>             | <b>9.28%</b>          |              |
|                    | GEORGIA        | RED                           | IMPORT BOTTLED       | 0                | 0                | 4,241            | 9,216            | 9,758           | 4,066                  | 22.67%                   | 5.88%                 | 1.35%        |
| <b>RED - TOTAL</b> |                |                               | <b>0</b>             | <b>0</b>         | <b>4,241</b>     | <b>9,216</b>     | <b>9,758</b>     | <b>4,066</b>    | <b>22.67%</b>          | <b>5.88%</b>             | <b>1.35%</b>          |              |
| WHITE              |                | IMPORT BOTTLED                | 0                    | 0                | 126              | 430              | 1,997            | 1,161           | 364.86%                | 363.94%                  | 0.98%                 |              |
|                    |                | <b>WHITE - TOTAL</b>          | <b>0</b>             | <b>0</b>         | <b>126</b>       | <b>430</b>       | <b>1,997</b>     | <b>1,161</b>    | <b>364.86%</b>         | <b>363.94%</b>           | <b>0.98%</b>          |              |
|                    |                | <b>TOTAL</b>                  | <b>0</b>             | <b>0</b>         | <b>4,367</b>     | <b>9,646</b>     | <b>11,756</b>    | <b>5,228</b>    | <b>46.64%</b>          | <b>21.86%</b>            | <b>1.29%</b>          |              |
|                    |                |                               |                      |                  |                  |                  |                  |                 |                        |                          |                       |              |
| GERMANY            | ICE WINE WHITE | IMPORT BOTTLED                | 2                    | 0                | 0                | 0                | 10               | 2               | n/a                    | n/a                      | 0.00%                 |              |
|                    |                | <b>ICE WINE WHITE - TOTAL</b> | <b>2</b>             | <b>0</b>         | <b>0</b>         | <b>0</b>         | <b>10</b>        | <b>2</b>        | <b>n/a</b>             | <b>n/a</b>               | <b>0.00%</b>          |              |
|                    | RED            | IMPORT BOTTLED                | 17,342               | 19,418           | 17,724           | 13,580           | 10,776           | 4,112           | 34.20%                 | -20.65%                  | 5.72%                 |              |
|                    |                | <b>RED - TOTAL</b>            | <b>17,342</b>        | <b>19,418</b>    | <b>17,724</b>    | <b>13,580</b>    | <b>10,776</b>    | <b>4,112</b>    | <b>34.20%</b>          | <b>-20.65%</b>           | <b>5.72%</b>          |              |
|                    | WHITE          | IMPORT BOTTLED                | 479,672              | 481,349          | 478,300          | 473,404          | 469,345          | 151,183         | -0.38%                 | -0.86%                   | 6.03%                 |              |
|                    |                | <b>WHITE - TOTAL</b>          | <b>479,672</b>       | <b>481,349</b>   | <b>478,300</b>   | <b>473,404</b>   | <b>469,345</b>   | <b>151,183</b>  | <b>-0.38%</b>          | <b>-0.86%</b>            | <b>6.03%</b>          |              |
|                    | <b>TOTAL</b>   | <b>497,016</b>                | <b>500,767</b>       | <b>496,024</b>   | <b>486,983</b>   | <b>480,131</b>   | <b>155,297</b>   | <b>0.31%</b>    | <b>-1.41%</b>          | <b>6.02%</b>             |                       |              |

**IMPORT WINE MARKET**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN LITRES**

|                    |              |                      | 2008           | 2009           | 2010           | 2011           | 2012           | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2013 |               |
|--------------------|--------------|----------------------|----------------|----------------|----------------|----------------|----------------|-----------------|------------------------|--------------------------|-----------------------|---------------|
| TABLE WINE         | GREECE       | RED                  | IMPORT BOTTLED | 83,058         | 63,572         | 58,036         | 50,984         | 46,905          | 13,595                 | -8.93%                   | -8.00%                | 66.83%        |
|                    |              | <b>RED - TOTAL</b>   | <b>83,058</b>  | <b>63,572</b>  | <b>58,036</b>  | <b>50,984</b>  | <b>46,905</b>  | <b>13,595</b>   | <b>-8.93%</b>          | <b>-8.00%</b>            | <b>66.83%</b>         |               |
|                    |              | ROSE                 | IMPORT BOTTLED | 9              | 58             | 0              | 0              | 0               | 0                      | n/a                      | n/a                   | 0.00%         |
|                    |              | <b>ROSE - TOTAL</b>  | <b>9</b>       | <b>58</b>      | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>        | <b>n/a</b>             | <b>n/a</b>               | <b>0.00%</b>          |               |
|                    |              | WHITE                | IMPORT BOTTLED | 69,273         | 57,096         | 55,767         | 51,247         | 46,655          | 12,090                 | -3.96%                   | -8.96%                | 57.32%        |
|                    |              | <b>WHITE - TOTAL</b> | <b>69,273</b>  | <b>57,096</b>  | <b>55,767</b>  | <b>51,247</b>  | <b>46,655</b>  | <b>12,090</b>   | <b>-3.96%</b>          | <b>-8.96%</b>            | <b>57.32%</b>         |               |
| <b>TOTAL</b>       |              |                      | <b>152,340</b> | <b>120,726</b> | <b>113,804</b> | <b>102,230</b> | <b>93,560</b>  | <b>25,685</b>   | <b>-6.65%</b>          | <b>-8.48%</b>            | <b>62.09%</b>         |               |
| HUNGARY            | RED          | IMPORT BOTTLED       | 33,717         | 24,756         | 24,177         | 21,881         | 27,216         | 11,708          | 72.23%                 | 24.38%                   | 1.27%                 |               |
|                    |              | <b>RED - TOTAL</b>   | <b>33,717</b>  | <b>24,756</b>  | <b>24,177</b>  | <b>21,881</b>  | <b>27,216</b>  | <b>11,708</b>   | <b>72.23%</b>          | <b>24.38%</b>            | <b>1.27%</b>          |               |
|                    | WHITE        | IMPORT BOTTLED       | 93,240         | 77,302         | 86,016         | 88,997         | 79,568         | 20,670          | -21.44%                | -10.59%                  | 6.18%                 |               |
|                    |              | <b>WHITE - TOTAL</b> | <b>93,240</b>  | <b>77,302</b>  | <b>86,016</b>  | <b>88,997</b>  | <b>79,568</b>  | <b>20,670</b>   | <b>-21.44%</b>         | <b>-10.59%</b>           | <b>6.18%</b>          |               |
|                    | <b>TOTAL</b> |                      |                | <b>126,956</b> | <b>102,059</b> | <b>110,193</b> | <b>110,878</b> | <b>106,784</b>  | <b>32,378</b>          | <b>-2.21%</b>            | <b>-3.69%</b>         | <b>4.93%</b>  |
|                    | INDIA        | RED                  | IMPORT BOTTLED | 16             | -1             | 0              | 0              | 0               | 0                      | n/a                      | n/a                   | 0.00%         |
| <b>RED - TOTAL</b> |              |                      | <b>16</b>      | <b>-1</b>      | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>        | <b>n/a</b>             | <b>n/a</b>               | <b>0.00%</b>          |               |
| ROSE               |              | IMPORT BOTTLED       | 326            | 140            | 0              | 0              | 0              | 0               | 0                      | n/a                      | n/a                   | 0.00%         |
|                    |              | <b>ROSE - TOTAL</b>  | <b>326</b>     | <b>140</b>     | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>        | <b>0</b>               | <b>n/a</b>               | <b>n/a</b>            | <b>0.00%</b>  |
| WHITE              |              | IMPORT BOTTLED       | 15             | 2              | 0              | 0              | 544            | 544             | 544                    | n/a                      | n/a                   | 25.62%        |
|                    |              | <b>WHITE - TOTAL</b> | <b>15</b>      | <b>2</b>       | <b>0</b>       | <b>0</b>       | <b>544</b>     | <b>544</b>      | <b>544</b>             | <b>n/a</b>               | <b>n/a</b>            | <b>25.62%</b> |
| <b>TOTAL</b>       |              |                      | <b>357</b>     | <b>142</b>     | <b>0</b>       | <b>0</b>       | <b>544</b>     | <b>544</b>      | <b>n/a</b>             | <b>n/a</b>               | <b>25.62%</b>         |               |
| ISRAEL             | RED          | IMPORT BOTTLED       | 10,507         | 8,880          | 6,760          | 6,614          | 6,393          | 1,784           | 1.36%                  | -3.33%                   | 3.78%                 |               |
|                    |              | <b>RED - TOTAL</b>   | <b>10,507</b>  | <b>8,880</b>   | <b>6,760</b>   | <b>6,614</b>   | <b>6,393</b>   | <b>1,784</b>    | <b>1.36%</b>           | <b>-3.33%</b>            | <b>3.78%</b>          |               |
|                    | ROSE         | IMPORT BOTTLED       | 0              | 0              | 45             | 591            | 712            | 148             | -8.37%                 | 20.56%                   | 26.74%                |               |
|                    |              | <b>ROSE - TOTAL</b>  | <b>0</b>       | <b>0</b>       | <b>45</b>      | <b>591</b>     | <b>712</b>     | <b>148</b>      | <b>-8.37%</b>          | <b>20.56%</b>            | <b>26.74%</b>         |               |
|                    | WHITE        | IMPORT BOTTLED       | 4,380          | 3,406          | 3,583          | 3,497          | 3,072          | 817             | -2.16%                 | -12.16%                  | 0.63%                 |               |
|                    |              | <b>WHITE - TOTAL</b> | <b>4,380</b>   | <b>3,406</b>   | <b>3,583</b>   | <b>3,497</b>   | <b>3,072</b>   | <b>817</b>      | <b>-2.16%</b>          | <b>-12.16%</b>           | <b>0.63%</b>          |               |
| <b>TOTAL</b>       |              |                      | <b>14,886</b>  | <b>12,286</b>  | <b>10,388</b>  | <b>10,702</b>  | <b>10,177</b>  | <b>2,749</b>    | <b>-0.27%</b>          | <b>-4.90%</b>            | <b>4.44%</b>          |               |

**IMPORT WINE MARKET**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN LITRES**

|                      |       |                      | 2008             | 2009             | 2010             | 2011             | 2012             | CURRENT QUARTER  | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2013 |        |
|----------------------|-------|----------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------------|--------------------------|-----------------------|--------|
| TABLE WINE           | ITALY | RED                  | IMPORT BOTTLED   | 2,278,856        | 2,135,465        | 2,149,052        | 2,151,883        | 2,150,779        | 705,167                | 4.66%                    | -0.05%                | 15.95% |
|                      |       | <b>RED - TOTAL</b>   | <b>2,278,856</b> | <b>2,135,465</b> | <b>2,149,052</b> | <b>2,151,883</b> | <b>2,150,779</b> | <b>705,167</b>   | <b>4.66%</b>           | <b>-0.05%</b>            | <b>15.95%</b>         |        |
|                      |       | ROSE                 | IMPORT BOTTLED   | 2,598            | 5,073            | 27,286           | 41,919           | 41,887           | 10,663                 | 11.95%                   | -0.08%                | 3.39%  |
|                      |       | <b>ROSE - TOTAL</b>  | <b>2,598</b>     | <b>5,073</b>     | <b>27,286</b>    | <b>41,919</b>    | <b>41,887</b>    | <b>10,663</b>    | <b>11.95%</b>          | <b>-0.08%</b>            | <b>3.39%</b>          |        |
|                      |       | WHITE                | IMPORT BOTTLED   | 1,148,728        | 1,151,850        | 1,194,800        | 1,239,416        | 1,348,851        | 396,913                | 8.62%                    | 8.83%                 | 20.65% |
|                      |       | <b>WHITE - TOTAL</b> | <b>1,148,728</b> | <b>1,151,850</b> | <b>1,194,800</b> | <b>1,239,416</b> | <b>1,348,851</b> | <b>396,913</b>   | <b>8.62%</b>           | <b>8.83%</b>             | <b>20.65%</b>         |        |
| <b>TOTAL</b>         |       |                      | <b>3,430,181</b> | <b>3,292,388</b> | <b>3,371,138</b> | <b>3,433,218</b> | <b>3,541,517</b> | <b>1,112,742</b> | <b>6.10%</b>           | <b>3.15%</b>             | <b>17.59%</b>         |        |
| LEBANON              | RED   | IMPORT BOTTLED       | 914              | 428              | 363              | 440              | 360              | 143              | 24.84%                 | -18.09%                  | 53.54%                |        |
|                      |       | <b>RED - TOTAL</b>   | <b>914</b>       | <b>428</b>       | <b>363</b>       | <b>440</b>       | <b>360</b>       | <b>143</b>       | <b>24.84%</b>          | <b>-18.09%</b>           | <b>53.54%</b>         |        |
|                      | ROSE  | IMPORT BOTTLED       | 178              | 8                | 92               | 146              | 111              | -2               | -108.33%               | -23.71%                  | 100.00%               |        |
|                      |       | <b>ROSE - TOTAL</b>  | <b>178</b>       | <b>8</b>         | <b>92</b>        | <b>146</b>       | <b>111</b>       | <b>-2</b>        | <b>-108.33%</b>        | <b>-23.71%</b>           | <b>100.00%</b>        |        |
|                      | WHITE | IMPORT BOTTLED       | 278              | 124              | 183              | 160              | 53               | 10               | -80.28%                | -66.82%                  | 83.10%                |        |
|                      |       | <b>WHITE - TOTAL</b> | <b>278</b>       | <b>124</b>       | <b>183</b>       | <b>160</b>       | <b>53</b>        | <b>10</b>        | <b>-80.28%</b>         | <b>-66.82%</b>           | <b>83.10%</b>         |        |
| <b>TOTAL</b>         |       |                      | <b>1,370</b>     | <b>560</b>       | <b>638</b>       | <b>746</b>       | <b>524</b>       | <b>152</b>       | <b>-18.15%</b>         | <b>-29.68%</b>           | <b>66.38%</b>         |        |
| MEXICO               | RED   | IMPORT BOTTLED       | 1,291            | 916              | 1,083            | 797              | 621              | 64               | -67.18%                | -22.11%                  | 17.39%                |        |
|                      |       | <b>RED - TOTAL</b>   | <b>1,291</b>     | <b>916</b>       | <b>1,083</b>     | <b>797</b>       | <b>621</b>       | <b>64</b>        | <b>-67.18%</b>         | <b>-22.11%</b>           | <b>17.39%</b>         |        |
|                      | WHITE | IMPORT BOTTLED       | 90               | 171              | 351              | 135              | 99               | 11               | -37.50%                | -26.67%                  | 0.00%                 |        |
|                      |       | <b>WHITE - TOTAL</b> | <b>90</b>        | <b>171</b>       | <b>351</b>       | <b>135</b>       | <b>99</b>        | <b>11</b>        | <b>-37.50%</b>         | <b>-26.67%</b>           | <b>0.00%</b>          |        |
| <b>TOTAL</b>         |       |                      | <b>1,381</b>     | <b>1,088</b>     | <b>1,434</b>     | <b>932</b>       | <b>720</b>       | <b>76</b>        | <b>-64.69%</b>         | <b>-22.77%</b>           | <b>16.56%</b>         |        |
| MOLDOVA, REPUBLIC OF | RED   | IMPORT BOTTLED       | 131              | 18               | 0                | 0                | 0                | 0                | n/a                    | n/a                      | 0.00%                 |        |
|                      |       | <b>RED - TOTAL</b>   | <b>131</b>       | <b>18</b>        | <b>0</b>         | <b>0</b>         | <b>0</b>         | <b>0</b>         | <b>n/a</b>             | <b>n/a</b>               | <b>0.00%</b>          |        |
|                      | WHITE | IMPORT BOTTLED       | 9                | 0                | 0                | 0                | 0                | 0                | n/a                    | n/a                      | 0.00%                 |        |
|                      |       | <b>WHITE - TOTAL</b> | <b>9</b>         | <b>0</b>         | <b>0</b>         | <b>0</b>         | <b>0</b>         | <b>0</b>         | <b>n/a</b>             | <b>n/a</b>               | <b>0.00%</b>          |        |
| <b>TOTAL</b>         |       |                      | <b>140</b>       | <b>18</b>        | <b>0</b>         | <b>0</b>         | <b>0</b>         | <b>0</b>         | <b>n/a</b>             | <b>n/a</b>               | <b>0.00%</b>          |        |
| MONTENEGRO           | RED   | IMPORT BOTTLED       | 4,236            | 3,383            | 4,185            | 3,835            | 4,613            | 1,712            | 23.48%                 | 20.30%                   | 1.50%                 |        |
|                      |       | <b>RED - TOTAL</b>   | <b>4,236</b>     | <b>3,383</b>     | <b>4,185</b>     | <b>3,835</b>     | <b>4,613</b>     | <b>1,712</b>     | <b>23.48%</b>          | <b>20.30%</b>            | <b>1.50%</b>          |        |

**IMPORT WINE MARKET**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN LITRES**

|                      |                |                      | 2008           | 2009             | 2010             | 2011             | 2012            | CURRENT QUARTER  | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2013 |
|----------------------|----------------|----------------------|----------------|------------------|------------------|------------------|-----------------|------------------|------------------------|--------------------------|-----------------------|
| TABLE WINE           | MONTENEGRO     | <b>TOTAL</b>         | <b>4,236</b>   | <b>3,383</b>     | <b>4,185</b>     | <b>3,835</b>     | <b>4,613</b>    | <b>1,712</b>     | <b>23.48%</b>          | <b>20.30%</b>            | <b>1.50%</b>          |
|                      | MOROCCO        | RED                  | IMPORT BOTTLED | 289              | 14               | 3                | 0               | 0                | n/a                    | n/a                      | 0.00%                 |
|                      |                | <b>RED - TOTAL</b>   | <b>289</b>     | <b>14</b>        | <b>3</b>         | <b>0</b>         | <b>0</b>        | <b>0</b>         | <b>n/a</b>             | <b>n/a</b>               | <b>0.00%</b>          |
|                      |                | <b>TOTAL</b>         | <b>289</b>     | <b>14</b>        | <b>3</b>         | <b>0</b>         | <b>0</b>        | <b>0</b>         | <b>n/a</b>             | <b>n/a</b>               | <b>0.00%</b>          |
| NEW ZEALAND          | RED            | IMPORT BOTTLED       | 62,577         | 65,350           | 85,820           | 93,390           | 117,089         | 36,710           | 17.89%                 | 25.38%                   | 17.16%                |
|                      |                | <b>RED - TOTAL</b>   | <b>62,577</b>  | <b>65,350</b>    | <b>85,820</b>    | <b>93,390</b>    | <b>117,089</b>  | <b>36,710</b>    | <b>17.89%</b>          | <b>25.38%</b>            | <b>17.16%</b>         |
|                      | ROSE           | IMPORT BOTTLED       | 3,267          | 768              | 1,430            | 922              | 0               | 0                | -100.00%               | -100.00%                 | 0.00%                 |
|                      |                | <b>ROSE - TOTAL</b>  | <b>3,267</b>   | <b>768</b>       | <b>1,430</b>     | <b>922</b>       | <b>0</b>        | <b>0</b>         | <b>-100.00%</b>        | <b>-100.00%</b>          | <b>0.00%</b>          |
|                      | WHITE          | CANADA BOTTLED       | 0              | 0                | 0                | 0                | 5,294           | 3,693            | n/a                    | n/a                      | 35.17%                |
|                      |                | IMPORT BOTTLED       | 522,968        | 587,415          | 764,144          | 922,082          | 1,118,944       | 322,539          | 20.14%                 | 21.35%                   | 20.04%                |
| <b>WHITE - TOTAL</b> |                | <b>522,968</b>       | <b>587,415</b> | <b>764,144</b>   | <b>922,082</b>   | <b>1,124,237</b> | <b>326,232</b>  | <b>21.52%</b>    | <b>21.92%</b>          | <b>20.11%</b>            |                       |
| <b>TOTAL</b>         | <b>588,812</b> | <b>653,534</b>       | <b>851,393</b> | <b>1,016,394</b> | <b>1,241,326</b> | <b>362,943</b>   | <b>21.13%</b>   | <b>22.13%</b>    | <b>19.84%</b>          |                          |                       |
| PORTUGAL             | RED            | CANADA BOTTLED       | 0              | 0                | 0                | 0                | 18              | 18               | n/a                    | n/a                      | 0.00%                 |
|                      |                | IMPORT BOTTLED       | 102,784        | 111,923          | 118,162          | 139,497          | 110,009         | 36,253           | 9.92%                  | -21.14%                  | 4.46%                 |
|                      |                | <b>RED - TOTAL</b>   | <b>102,784</b> | <b>111,923</b>   | <b>118,162</b>   | <b>139,497</b>   | <b>110,027</b>  | <b>36,271</b>    | <b>9.98%</b>           | <b>-21.13%</b>           | <b>4.46%</b>          |
|                      | ROSE           | IMPORT BOTTLED       | 65,893         | 61,575           | 75,577           | 69,962           | 72,008          | 24,796           | 19.70%                 | 2.92%                    | 1.97%                 |
|                      |                | <b>ROSE - TOTAL</b>  | <b>65,893</b>  | <b>61,575</b>    | <b>75,577</b>    | <b>69,962</b>    | <b>72,008</b>   | <b>24,796</b>    | <b>19.70%</b>          | <b>2.92%</b>             | <b>1.97%</b>          |
|                      | WHITE          | IMPORT BOTTLED       | 79,989         | 91,292           | 103,318          | 106,393          | 118,371         | 25,720           | 8.92%                  | 11.26%                   | 3.81%                 |
| <b>WHITE - TOTAL</b> |                | <b>79,989</b>        | <b>91,292</b>  | <b>103,318</b>   | <b>106,393</b>   | <b>118,371</b>   | <b>25,720</b>   | <b>8.92%</b>     | <b>11.26%</b>          | <b>3.81%</b>             |                       |
| <b>TOTAL</b>         | <b>248,666</b> | <b>264,790</b>       | <b>297,057</b> | <b>315,852</b>   | <b>300,406</b>   | <b>86,787</b>    | <b>12.26%</b>   | <b>-4.89%</b>    | <b>3.61%</b>           |                          |                       |
| ROMANIA              | RED            | IMPORT BOTTLED       | -2             | 0                | 0                | 0                | 0               | 0                | n/a                    | n/a                      | 0.00%                 |
|                      |                | <b>RED - TOTAL</b>   | <b>-2</b>      | <b>0</b>         | <b>0</b>         | <b>0</b>         | <b>0</b>        | <b>0</b>         | <b>n/a</b>             | <b>n/a</b>               | <b>0.00%</b>          |
|                      | WHITE          | IMPORT BOTTLED       | 2              | 0                | 0                | 1                | 18              | 0                | -100.00%               | 2,300.00%                | 0.00%                 |
|                      |                | <b>WHITE - TOTAL</b> | <b>2</b>       | <b>0</b>         | <b>0</b>         | <b>1</b>         | <b>18</b>       | <b>0</b>         | <b>-100.00%</b>        | <b>2,300.00%</b>         | <b>0.00%</b>          |
| <b>TOTAL</b>         | <b>0</b>       | <b>0</b>             | <b>0</b>       | <b>1</b>         | <b>18</b>        | <b>0</b>         | <b>-100.00%</b> | <b>2,300.00%</b> | <b>0.00%</b>           |                          |                       |
| SLOVENIA             | RED            | IMPORT BOTTLED       | 0              | 0                | 18               | 40               | 0               | 0                | n/a                    | -100.00%                 | 0.00%                 |

**IMPORT WINE MARKET**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN LITRES**

|                 |              |                      | 2008                 | 2009           | 2010             | 2011             | 2012             | CURRENT<br>QUARTER | % CHG<br>SAME QTR<br>PREV YR | % CHG<br>CURR YR VS<br>PREV YR | LICENSEE<br>% SALES<br>2013 |              |
|-----------------|--------------|----------------------|----------------------|----------------|------------------|------------------|------------------|--------------------|------------------------------|--------------------------------|-----------------------------|--------------|
| TABLE<br>WINE   | SLOVENIA     | RED                  | <b>RED - TOTAL</b>   | <b>0</b>       | <b>0</b>         | <b>18</b>        | <b>40</b>        | <b>0</b>           | <b>0</b>                     | <b>n/a</b>                     | <b>-100.00%</b>             | <b>0.00%</b> |
|                 |              | WHITE                | IMPORT BOTTLED       | 189            | 351              | 26               | 36               | 17                 | 4                            | n/a                            | -52.08%                     | 0.00%        |
|                 |              |                      | <b>WHITE - TOTAL</b> | <b>189</b>     | <b>351</b>       | <b>26</b>        | <b>36</b>        | <b>17</b>          | <b>4</b>                     | <b>n/a</b>                     | <b>-52.08%</b>              | <b>0.00%</b> |
|                 |              |                      | <b>TOTAL</b>         | <b>189</b>     | <b>351</b>       | <b>44</b>        | <b>76</b>        | <b>17</b>          | <b>4</b>                     | <b>n/a</b>                     | <b>-77.45%</b>              | <b>0.00%</b> |
| SOUTH<br>AFRICA | RED          | CANADA BOTTLED       | 576                  | 743            | 336              | 0                | 0                | 0                  | n/a                          | n/a                            | 0.00%                       |              |
|                 |              | IMPORT BOTTLED       | 680,769              | 665,804        | 608,014          | 582,840          | 536,619          | 164,608            | -7.36%                       | -7.93%                         | 4.73%                       |              |
|                 |              | <b>RED - TOTAL</b>   | <b>681,345</b>       | <b>666,547</b> | <b>608,350</b>   | <b>582,840</b>   | <b>536,619</b>   | <b>164,608</b>     | <b>-7.36%</b>                | <b>-7.93%</b>                  | <b>4.73%</b>                |              |
|                 | ROSE         | IMPORT BOTTLED       | 2,314                | 206            | 1,204            | 1,548            | 153              | 0                  | n/a                          | -90.12%                        | 0.00%                       |              |
|                 |              | <b>ROSE - TOTAL</b>  | <b>2,314</b>         | <b>206</b>     | <b>1,204</b>     | <b>1,548</b>     | <b>153</b>       | <b>0</b>           | <b>n/a</b>                   | <b>-90.12%</b>                 | <b>0.00%</b>                |              |
|                 | WHITE        | CANADA BOTTLED       | 564                  | 648            | 228              | 0                | 0                | 0                  | n/a                          | n/a                            | 0.00%                       |              |
|                 |              | IMPORT BOTTLED       | 376,226              | 385,456        | 380,866          | 424,581          | 412,637          | 105,070            | -9.32%                       | -2.81%                         | 6.06%                       |              |
|                 |              | <b>WHITE - TOTAL</b> | <b>376,790</b>       | <b>386,104</b> | <b>381,094</b>   | <b>424,581</b>   | <b>412,637</b>   | <b>105,070</b>     | <b>-9.32%</b>                | <b>-2.81%</b>                  | <b>6.06%</b>                |              |
|                 | <b>TOTAL</b> | <b>1,060,449</b>     | <b>1,052,858</b>     | <b>990,648</b> | <b>1,008,969</b> | <b>949,409</b>   | <b>269,678</b>   | <b>-8.13%</b>      | <b>-5.90%</b>                | <b>5.31%</b>                   |                             |              |
| SPAIN           | RED          | IMPORT BOTTLED       | 754,479              | 715,103        | 785,566          | 970,370          | 1,072,455        | 355,786            | 9.47%                        | 10.52%                         | 5.99%                       |              |
|                 |              | <b>RED - TOTAL</b>   | <b>754,479</b>       | <b>715,103</b> | <b>785,566</b>   | <b>970,370</b>   | <b>1,072,455</b> | <b>355,786</b>     | <b>9.47%</b>                 | <b>10.52%</b>                  | <b>5.99%</b>                |              |
|                 | ROSE         | IMPORT BOTTLED       | 11,530               | 12,194         | 14,114           | 10,976           | 11,393           | 2,694              | 68.48%                       | 3.80%                          | 13.63%                      |              |
|                 |              | <b>ROSE - TOTAL</b>  | <b>11,530</b>        | <b>12,194</b>  | <b>14,114</b>    | <b>10,976</b>    | <b>11,393</b>    | <b>2,694</b>       | <b>68.48%</b>                | <b>3.80%</b>                   | <b>13.63%</b>               |              |
|                 | WHITE        | IMPORT BOTTLED       | 47,463               | 48,102         | 53,381           | 72,225           | 72,391           | 26,023             | 59.96%                       | 0.23%                          | 13.33%                      |              |
|                 |              | <b>WHITE - TOTAL</b> | <b>47,463</b>        | <b>48,102</b>  | <b>53,381</b>    | <b>72,225</b>    | <b>72,391</b>    | <b>26,023</b>      | <b>59.96%</b>                | <b>0.23%</b>                   | <b>13.33%</b>               |              |
|                 | <b>TOTAL</b> | <b>813,473</b>       | <b>775,399</b>       | <b>853,060</b> | <b>1,053,572</b> | <b>1,156,240</b> | <b>384,503</b>   | <b>12.14%</b>      | <b>9.74%</b>                 | <b>6.52%</b>                   |                             |              |
| SWITZERLAND     | RED          | IMPORT BOTTLED       | 90                   | 0              | 0                | 0                | 0                | 0                  | n/a                          | n/a                            | 0.00%                       |              |
|                 |              | <b>RED - TOTAL</b>   | <b>90</b>            | <b>0</b>       | <b>0</b>         | <b>0</b>         | <b>0</b>         | <b>0</b>           | <b>n/a</b>                   | <b>n/a</b>                     | <b>0.00%</b>                |              |
|                 | WHITE        | IMPORT BOTTLED       | 90                   | 0              | 240              | 78               | 1                | 0                  | -100.00%                     | -99.04%                        | 0.00%                       |              |
|                 |              | <b>WHITE - TOTAL</b> | <b>90</b>            | <b>0</b>       | <b>240</b>       | <b>78</b>        | <b>1</b>         | <b>0</b>           | <b>-100.00%</b>              | <b>-99.04%</b>                 | <b>0.00%</b>                |              |
|                 | <b>TOTAL</b> | <b>180</b>           | <b>0</b>             | <b>240</b>     | <b>78</b>        | <b>1</b>         | <b>0</b>         | <b>-100.00%</b>    | <b>-99.04%</b>               | <b>0.00%</b>                   |                             |              |
| TURKEY          | RED          | IMPORT BOTTLED       | 0                    | 180            | 0                | 514              | 296              | 35                 | -75.52%                      | -42.48%                        | 5.58%                       |              |



**IMPORT WINE MARKET**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN LITRES**

|                                  |                |                               | 2008               | 2009              | 2010              | 2011              | 2012              | CURRENT QUARTER  | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2013 |               |
|----------------------------------|----------------|-------------------------------|--------------------|-------------------|-------------------|-------------------|-------------------|------------------|------------------------|--------------------------|-----------------------|---------------|
| TABLE WINE                       | TURKEY         | RED                           | <b>RED - TOTAL</b> | 0                 | 180               | 0                 | 514               | 296              | 35                     | -75.52%                  | -42.48%               | 5.58%         |
|                                  |                | <b>TOTAL</b>                  |                    | 0                 | 180               | 0                 | 514               | 296              | 35                     | -75.52%                  | -42.48%               | 5.58%         |
| UNITED STATES OF AMERICA         | ICE WINE WHITE | IMPORT BOTTLED                |                    | 0                 | 0                 | 0                 | 0                 | 14               | 0                      | n/a                      | n/a                   | 0.00%         |
|                                  |                | <b>ICE WINE WHITE - TOTAL</b> |                    | 0                 | 0                 | 0                 | 0                 | 14               | 0                      | n/a                      | n/a                   | 0.00%         |
|                                  | RED            | CANADA BOTTLED                |                    | 482,844           | 508,886           | 469,360           | 388,281           | 333,910          | 85,736                 | -18.69%                  | -14.00%               | 1.58%         |
|                                  |                | IMPORT BOTTLED                |                    | 2,755,540         | 2,757,588         | 2,880,830         | 3,181,381         | 3,755,046        | 1,278,107              | 20.06%                   | 18.03%                | 12.99%        |
|                                  |                | <b>RED - TOTAL</b>            |                    | <b>3,238,384</b>  | <b>3,266,474</b>  | <b>3,350,190</b>  | <b>3,569,662</b>  | <b>4,088,955</b> | <b>1,363,843</b>       | <b>16.57%</b>            | <b>14.55%</b>         | <b>12.06%</b> |
|                                  | ROSE           | CANADA BOTTLED                |                    | 11,298            | 11,259            | 6,080             | 1,126             | 682              | 52                     | -79.17%                  | -39.41%               | 1.32%         |
|                                  |                | IMPORT BOTTLED                |                    | 522,106           | 501,071           | 484,678           | 464,169           | 462,018          | 128,092                | -1.11%                   | -0.46%                | 5.52%         |
|                                  |                | <b>ROSE - TOTAL</b>           |                    | <b>533,404</b>    | <b>512,330</b>    | <b>490,758</b>    | <b>465,296</b>    | <b>462,701</b>   | <b>128,145</b>         | <b>-1.26%</b>            | <b>-0.56%</b>         | <b>5.52%</b>  |
|                                  | WHITE          | CANADA BOTTLED                |                    | 260,738           | 271,292           | 233,754           | 199,102           | 141,357          | 32,575                 | -29.45%                  | -29.00%               | 2.25%         |
|                                  |                | IMPORT BOTTLED                |                    | 1,578,870         | 1,660,869         | 1,696,370         | 1,783,784         | 1,874,955        | 536,566                | 4.43%                    | 5.11%                 | 10.99%        |
| <b>WHITE - TOTAL</b>             |                |                               | <b>1,839,608</b>   | <b>1,932,161</b>  | <b>1,930,125</b>  | <b>1,982,887</b>  | <b>2,016,312</b>  | <b>569,141</b>   | <b>1.64%</b>           | <b>1.69%</b>             | <b>10.37%</b>         |               |
| <b>TOTAL</b>                     |                |                               | <b>5,611,396</b>   | <b>5,710,965</b>  | <b>5,771,073</b>  | <b>6,017,844</b>  | <b>6,567,982</b>  | <b>2,061,129</b> | <b>10.83%</b>          | <b>9.14%</b>             | <b>11.08%</b>         |               |
| URUGUAY                          | RED            | IMPORT BOTTLED                |                    | 956               | 829               | 2,911             | 1,147             | 944              | 345                    | 18.86%                   | -17.72%               | 3.18%         |
|                                  |                | <b>RED - TOTAL</b>            |                    | <b>956</b>        | <b>829</b>        | <b>2,911</b>      | <b>1,147</b>      | <b>944</b>       | <b>345</b>             | <b>18.86%</b>            | <b>-17.72%</b>        | <b>3.18%</b>  |
|                                  | WHITE          | IMPORT BOTTLED                |                    | 0                 | 0                 | 36                | 52                | -1               | 0                      | 100.00%                  | -101.45%              | 0.00%         |
|                                  |                | <b>WHITE - TOTAL</b>          |                    | <b>0</b>          | <b>0</b>          | <b>36</b>         | <b>52</b>         | <b>-1</b>        | <b>0</b>               | <b>100.00%</b>           | <b>-101.45%</b>       | <b>0.00%</b>  |
| <b>TOTAL</b>                     |                |                               | <b>956</b>         | <b>829</b>        | <b>2,947</b>      | <b>1,198</b>      | <b>943</b>        | <b>345</b>       | <b>19.17%</b>          | <b>-21.34%</b>           | <b>3.18%</b>          |               |
| IMPORT TABLE WINE - SUMMARY      |                | CANADA BOTTLED                |                    | 1,512,564         | 1,517,847         | 1,292,172         | 1,056,198         | 955,148          | 239,300                | -14.11%                  | -9.57%                | 7.15%         |
|                                  |                | IMPORT BOTTLED                |                    | 26,536,563        | 26,195,659        | 26,539,152        | 27,162,973        | 28,051,008       | 8,623,724              | 2.28%                    | 3.27%                 | 11.24%        |
| <b>IMPORT TABLE WINE - TOTAL</b> |                |                               | <b>28,049,127</b>  | <b>27,713,506</b> | <b>27,831,324</b> | <b>28,219,172</b> | <b>29,006,156</b> | <b>8,863,024</b> | <b>1.75%</b>           | <b>2.79%</b>             | <b>11.10%</b>         |               |
| SPARKLING WINE                   | ARGENTINA      | RED                           |                    | 0                 | 0                 | 36                | 54                | 36               | 0                      | -100.00%                 | -33.33%               | 0.00%         |
|                                  |                | ROSE                          |                    | 0                 | 0                 | 126               | 202               | 99               | 63                     | 75.00%                   | -51.11%               | 50.00%        |
|                                  |                | WHITE                         |                    | 1,487             | 1,947             | 2,871             | 2,538             | 4,907            | 2,032                  | 29.38%                   | 93.33%                | 7.08%         |
|                                  |                | <b>TOTAL</b>                  |                    | <b>1,487</b>      | <b>1,947</b>      | <b>3,033</b>      | <b>2,795</b>      | <b>5,042</b>     | <b>2,095</b>           | <b>27.54%</b>            | <b>80.42%</b>         | <b>7.93%</b>  |

**IMPORT WINE MARKET**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN LITRES**

|                   |                  |                | 2008           | 2009           | 2010           | 2011           | 2012           | CURRENT<br>QUARTER | % CHG<br>SAME QTR<br>PREV YR | % CHG<br>CURR YR VS<br>PREV YR | LICENSEE<br>% SALES<br>2013 |
|-------------------|------------------|----------------|----------------|----------------|----------------|----------------|----------------|--------------------|------------------------------|--------------------------------|-----------------------------|
| SPARKLING WINE    | AUSTRALIA        | RED            | 15,359         | 12,568         | 10,616         | 10,053         | 7,780          | 2,414              | -39.54%                      | -22.61%                        | 1.00%                       |
|                   |                  | ROSE           | 47,053         | 79,077         | 79,482         | 72,549         | 74,801         | 25,407             | -6.92%                       | 3.10%                          | 3.57%                       |
|                   |                  | WHITE          | 124,334        | 120,399        | 98,974         | 91,954         | 95,720         | 42,926             | 3.80%                        | 4.09%                          | 4.67%                       |
|                   |                  | <b>TOTAL</b>   | <b>186,746</b> | <b>212,044</b> | <b>189,072</b> | <b>174,556</b> | <b>178,301</b> | <b>70,747</b>      | <b>-2.61%</b>                | <b>2.14%</b>                   | <b>4.05%</b>                |
| AUSTRIA           | ROSE             | 0              | 0              | 0              | 0              | 9              | 0              | n/a                | n/a                          | 0.00%                          |                             |
|                   | <b>TOTAL</b>     | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>9</b>       | <b>0</b>       | <b>n/a</b>         | <b>n/a</b>                   | <b>0.00%</b>                   |                             |
| CHILE             | ROSE             | 9,469          | 14,797         | 15,107         | 19,535         | 17,125         | 5,036          | -19.53%            | -12.33%                      | 1.27%                          |                             |
|                   | WHITE            | 873            | 153            | 91             | 122            | 24             | 0              | -100.00%           | -80.25%                      | 0.00%                          |                             |
|                   | <b>TOTAL</b>     | <b>10,342</b>  | <b>14,950</b>  | <b>15,198</b>  | <b>19,656</b>  | <b>17,149</b>  | <b>5,036</b>   | <b>-21.06%</b>     | <b>-12.75%</b>               | <b>1.27%</b>                   |                             |
| CHINA             | WHITE            | 0              | 0              | 0              | 115            | 182            | 43             | 29.55%             | 58.17%                       | 0.41%                          |                             |
|                   | <b>TOTAL</b>     | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>115</b>     | <b>182</b>     | <b>43</b>      | <b>29.55%</b>      | <b>58.17%</b>                | <b>0.41%</b>                   |                             |
| CZECH<br>REPUBLIC | WHITE            | 1,438          | 226            | 4              | 0              | 0              | 0              | n/a                | n/a                          | 0.00%                          |                             |
|                   | <b>TOTAL</b>     | <b>1,438</b>   | <b>226</b>     | <b>4</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>n/a</b>         | <b>n/a</b>                   | <b>0.00%</b>                   |                             |
| FRANCE            | RED              | 0              | 0              | 0              | 1,979          | 0              | 0              | -100.00%           | -100.00%                     | 0.00%                          |                             |
|                   | ROSE             | 33,143         | 30,578         | 35,496         | 42,679         | 46,671         | 15,171         | -7.12%             | 9.36%                        | 10.80%                         |                             |
|                   | ROSE TABLE WINE  | 0              | 0              | 1,395          | 2,708          | 3,890          | 1,616          | 4.56%              | 43.66%                       | 6.67%                          |                             |
|                   | WHITE            | 200,200        | 173,869        | 172,865        | 169,162        | 174,275        | 70,581         | -2.36%             | 3.02%                        | 25.73%                         |                             |
|                   | WHITE TABLE WINE | 4,628          | 4,408          | 6,529          | 5,975          | 4,937          | 2,098          | 8.45%              | -17.37%                      | 16.16%                         |                             |
| <b>TOTAL</b>      | <b>237,971</b>   | <b>208,856</b> | <b>216,285</b> | <b>222,502</b> | <b>229,773</b> | <b>89,467</b>  | <b>-2.87%</b>  | <b>3.27%</b>       | <b>22.17%</b>                |                                |                             |
| GERMANY           | ROSE             | 27             | 8,927          | 16,600         | 17,498         | 19,552         | 8,993          | -6.47%             | 11.74%                       | 4.57%                          |                             |
|                   | WHITE            | 156,538        | 154,013        | 164,922        | 159,707        | 146,927        | 66,270         | -12.84%            | -8.00%                       | 12.24%                         |                             |
|                   | <b>TOTAL</b>     | <b>156,565</b> | <b>162,940</b> | <b>181,522</b> | <b>177,204</b> | <b>166,479</b> | <b>75,262</b>  | <b>-12.12%</b>     | <b>-6.05%</b>                | <b>11.34%</b>                  |                             |
| HUNGARY           | WHITE            | 17,046         | 19,700         | 19,924         | 17,342         | 12,478         | 4,693          | -31.09%            | -28.05%                      | 1.54%                          |                             |
|                   | <b>TOTAL</b>     | <b>17,046</b>  | <b>19,700</b>  | <b>19,924</b>  | <b>17,342</b>  | <b>12,478</b>  | <b>4,693</b>   | <b>-31.09%</b>     | <b>-28.05%</b>               | <b>1.54%</b>                   |                             |
| ISRAEL            | WHITE            | 90             | 0              | 0              | 0              | 0              | 0              | n/a                | n/a                          | 0.00%                          |                             |
|                   | <b>TOTAL</b>     | <b>90</b>      | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>n/a</b>         | <b>n/a</b>                   | <b>0.00%</b>                   |                             |

**IMPORT WINE MARKET**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN LITRES**

|                                      |              |                | 2008             | 2009             | 2010             | 2011             | 2012             | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2013 |
|--------------------------------------|--------------|----------------|------------------|------------------|------------------|------------------|------------------|-----------------|------------------------|--------------------------|-----------------------|
| SPARKLING WINE                       | ITALY        | RED            | 0                | 36               | 4                | 0                | 115              | 2               | n/a                    | n/a                      | 0.00%                 |
|                                      |              | ROSE           | 5,092            | 8,890            | 12,454           | 11,758           | 12,161           | 5,671           | 16.44%                 | 3.43%                    | 11.34%                |
|                                      |              | WHITE          | 132,342          | 152,622          | 169,205          | 197,786          | 237,624          | 95,484          | 19.53%                 | 20.14%                   | 23.59%                |
|                                      |              | <b>TOTAL</b>   | <b>137,433</b>   | <b>161,549</b>   | <b>181,664</b>   | <b>209,544</b>   | <b>249,900</b>   | <b>101,157</b>  | <b>19.36%</b>          | <b>19.20%</b>            | <b>23.00%</b>         |
|                                      | NEW ZEALAND  | ROSE           | 171              | 36               | 54               | 1,876            | 4,852            | 1,798           | 9.45%                  | 158.66%                  | 9.01%                 |
|                                      |              | WHITE          | 5,660            | 3,744            | 4,458            | 13,136           | 13,114           | 4,573           | -14.30%                | -0.17%                   | 12.23%                |
|                                      |              | <b>TOTAL</b>   | <b>5,830</b>     | <b>3,780</b>     | <b>4,512</b>     | <b>15,011</b>    | <b>17,966</b>    | <b>6,370</b>    | <b>-8.71%</b>          | <b>19.68%</b>            | <b>11.36%</b>         |
|                                      | PORTUGAL     | ROSE           | 189              | 717              | 590              | 35               | 0                | 0               | n/a                    | -100.00%                 | 0.00%                 |
|                                      |              | WHITE          | 230              | 230              | 501              | 109              | 234              | 72              | 33.33%                 | 115.17%                  | 36.54%                |
|                                      |              | <b>TOTAL</b>   | <b>418</b>       | <b>946</b>       | <b>1,090</b>     | <b>144</b>       | <b>234</b>       | <b>72</b>       | <b>33.33%</b>          | <b>62.50%</b>            | <b>36.54%</b>         |
| SOUTH AFRICA                         | ROSE         | 0              | 269              | 0                | 135              | 90               | 27               | 50.00%          | -33.33%                | 0.00%                    |                       |
|                                      | WHITE        | 1,580          | 12,626           | 19,238           | 17,192           | 14,812           | 4,282            | -26.86%         | -13.84%                | 5.40%                    |                       |
|                                      | <b>TOTAL</b> | <b>1,580</b>   | <b>12,895</b>    | <b>19,238</b>    | <b>17,326</b>    | <b>14,902</b>    | <b>4,310</b>     | <b>-26.62%</b>  | <b>-13.99%</b>         | <b>5.40%</b>             |                       |
| SPAIN                                | RED          | 22             | 0                | 18               | 32               | 50               | 0                | n/a             | 57.14%                 | 0.00%                    |                       |
|                                      | ROSE         | 16,194         | 13,376           | 20,432           | 16,827           | 12,250           | 4,024            | -28.52%         | -27.20%                | 9.86%                    |                       |
|                                      | WHITE        | 267,188        | 253,051          | 268,652          | 256,477          | 246,072          | 98,099           | -12.38%         | -4.06%                 | 17.48%                   |                       |
|                                      | <b>TOTAL</b> | <b>283,403</b> | <b>266,426</b>   | <b>289,102</b>   | <b>273,336</b>   | <b>258,371</b>   | <b>102,123</b>   | <b>-13.15%</b>  | <b>-5.47%</b>          | <b>17.12%</b>            |                       |
| UNITED STATES OF AMERICA             | ROSE         | 1,512          | 17,570           | 13,182           | 4,586            | 2,013            | 590              | -29.73%         | -56.10%                | 4.02%                    |                       |
|                                      | WHITE        | 128,476        | 111,193          | 109,020          | 105,416          | 94,252           | 36,013           | -8.85%          | -10.59%                | 11.02%                   |                       |
|                                      | <b>TOTAL</b> | <b>129,988</b> | <b>128,763</b>   | <b>122,202</b>   | <b>110,002</b>   | <b>96,265</b>    | <b>36,603</b>    | <b>-9.28%</b>   | <b>-12.49%</b>         | <b>10.87%</b>            |                       |
| <b>IMPORT SPARKLING WINE - TOTAL</b> |              |                | <b>1,170,339</b> | <b>1,195,023</b> | <b>1,242,846</b> | <b>1,239,534</b> | <b>1,247,050</b> | <b>497,977</b>  | <b>-4.39%</b>          | <b>0.61%</b>             | <b>15.47%</b>         |
| WINE - GIFT PACKS                    | AUSTRALIA    | 8,773          | 6,442            | 4,876            | 139              | 0                | 0                | n/a             | -100.00%               | 0.00%                    |                       |
|                                      | CHILE        | 0              | 0                | 0                | 801              | 229              | 70               | -91.26%         | -71.40%                | 10.04%                   |                       |
|                                      | FRANCE       | 653            | 946              | 1,667            | 1,936            | 2,106            | 1,892            | 21.24%          | 8.75%                  | 2.74%                    |                       |
|                                      | ITALY        | 2,831          | 514              | 0                | 1,462            | 338              | 0                | -100.00%        | -76.92%                | 0.00%                    |                       |
|                                      | PORTUGAL     | 21             | 38               | 1                | 0                | 0                | 0                | n/a             | n/a                    | 0.00%                    |                       |

**IMPORT WINE MARKET**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN LITRES**

|   |                             | 2008              | 2009              | 2010              | 2011              | 2012              | CURRENT<br>QUARTER | % CHG<br>SAME QTR<br>PREV YR | % CHG<br>CURR YR VS<br>PREV YR | LICENSEE<br>% SALES<br>2013 |
|---|-----------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|--------------------|------------------------------|--------------------------------|-----------------------------|
| WINE - GIFT PACKS                       | SOUTH AFRICA                | 0                 | 8,094             | 588               | 0                 | 1,641             | 1,641              | n/a                          | n/a                            | 0.14%                       |
|   | SPAIN                       | 0                 | 2,051             | 1,024             | 2                 | 1,540             | 1,540              | n/a                          | 102,540.00%                    | 0.78%                       |
|   | UNITED STATES OF<br>AMERICA | 10                | 0                 | 0                 | 2,684             | 230               | 0                  | -100.00%                     | -91.45%                        | 0.00%                       |
| <b>IMPORT WINE - GIFT PACKS - TOTAL</b> |                             | <b>12,289</b>     | <b>18,087</b>     | <b>8,156</b>      | <b>7,024</b>      | <b>6,083</b>      | <b>5,143</b>       | <b>-20.81%</b>               | <b>-13.40%</b>                 | <b>1.64%</b>                |
| <b>IMPORT WINE - TOTAL</b>              |                             | <b>30,293,767</b> | <b>29,918,106</b> | <b>30,050,811</b> | <b>30,429,851</b> | <b>31,221,635</b> | <b>9,677,746</b>   | <b>1.34%</b>                 | <b>2.60%</b>                   | <b>11.83%</b>               |

**IMPORT WINE MARKET**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN RETAIL DOLLARS (000s)**

|                                      |                 |                          | 2008         | 2009         | 2010         | 2011         | 2012         | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2013 |
|--------------------------------------|-----------------|--------------------------|--------------|--------------|--------------|--------------|--------------|-----------------|------------------------|--------------------------|-----------------------|
| APERITIF, DESSERT AND FORTIFIED WINE | FLAVOURED       | AUSTRALIA                | \$76         | \$65         | \$69         | \$61         | \$50         | \$20            | -18.43%                | -18.07%                  | 2.14%                 |
|                                      |                 | CHINA                    | \$0          | \$0          | \$19         | \$36         | \$27         | \$8             | -2.67%                 | -24.95%                  | 1.52%                 |
|                                      |                 | FRANCE                   | \$0          | \$0          | \$0          | \$0          | \$29         | \$10            | n/a                    | n/a                      | 0.00%                 |
|                                      |                 | ITALY                    | \$3          | \$1          | \$52         | \$341        | \$362        | \$106           | -20.46%                | 6.10%                    | 12.78%                |
|                                      |                 | SLOVAK REPUBLIC          | \$0          | \$0          | \$0          | \$0          | \$1          | \$1             | n/a                    | n/a                      | 0.00%                 |
|                                      |                 | SOUTH AFRICA             | \$0          | \$0          | \$0          | \$0          | \$34         | \$0             | n/a                    | n/a                      | 0.00%                 |
|                                      |                 | UNITED STATES OF AMERICA | \$70         | \$44         | \$25         | \$26         | \$245        | \$140           | 1,560.48%              | 844.35%                  | 0.28%                 |
|                                      |                 | <b>FLAVOURED</b>         | <b>\$149</b> | <b>\$111</b> | <b>\$165</b> | <b>\$465</b> | <b>\$750</b> | <b>\$286</b>    | <b>57.12%</b>          | <b>47.24%</b>            | <b>7.07%</b>          |
| FRUIT                                | FRUIT           | ARMENIA                  | \$0          | \$0          | \$0          | \$0          | \$0          | \$0             | n/a                    | n/a                      | 0.00%                 |
|                                      |                 | DENMARK                  | \$0          | \$0          | \$0          | \$0          | \$0          | \$0             | n/a                    | n/a                      | 0.00%                 |
|                                      |                 | FRANCE                   | \$0          | \$0          | \$1          | \$0          | \$0          | \$0             | n/a                    | 0.00%                    | 0.00%                 |
|                                      |                 | JAPAN                    | \$245        | \$285        | \$284        | \$293        | \$303        | \$92            | 3.89%                  | 3.58%                    | 31.41%                |
|                                      |                 | KOREA - SOUTH            | \$9          | \$3          | \$4          | \$4          | \$4          | \$2             | 33.69%                 | -7.64%                   | 2.59%                 |
|                                      |                 | TURKEY                   | \$0          | \$1          | \$0          | \$0          | \$0          | \$0             | n/a                    | n/a                      | 0.00%                 |
|                                      |                 | UNITED STATES OF AMERICA | \$35         | \$34         | \$54         | \$66         | \$105        | \$49            | 173.71%                | 58.87%                   | 36.78%                |
|                                      |                 | <b>FRUIT</b>             | <b>\$289</b> | <b>\$322</b> | <b>\$343</b> | <b>\$363</b> | <b>\$412</b> | <b>\$143</b>    | <b>32.34%</b>          | <b>13.54%</b>            | <b>32.57%</b>         |
| MADEIRA                              | MADEIRA         | PORTUGAL                 | \$181        | \$173        | \$181        | \$175        | \$165        | \$68            | -9.15%                 | -5.54%                   | 21.91%                |
|                                      |                 | <b>MADEIRA</b>           | <b>\$181</b> | <b>\$173</b> | <b>\$181</b> | <b>\$175</b> | <b>\$165</b> | <b>\$68</b>     | <b>-9.15%</b>          | <b>-5.54%</b>            | <b>21.91%</b>         |
| MONTILLA                             | MONTILLA        | SPAIN                    | \$207        | \$189        | \$174        | \$205        | \$205        | \$75            | -6.71%                 | 0.08%                    | 5.69%                 |
|                                      |                 | <b>MONTILLA</b>          | <b>\$207</b> | <b>\$189</b> | <b>\$174</b> | <b>\$205</b> | <b>\$205</b> | <b>\$75</b>     | <b>-6.71%</b>          | <b>0.08%</b>             | <b>5.69%</b>          |
| OTHER                                | OTHER           | AUSTRALIA                | \$0          | \$0          | \$0          | \$3          | \$6          | \$2             | -8.32%                 | 110.48%                  | 4.00%                 |
|                                      |                 | <b>OTHER</b>             | <b>\$0</b>   | <b>\$0</b>   | <b>\$0</b>   | <b>\$3</b>   | <b>\$6</b>   | <b>\$2</b>      | <b>-8.32%</b>          | <b>110.48%</b>           | <b>4.00%</b>          |
| OTHER FORTIFIED                      | OTHER FORTIFIED | ARGENTINA                | \$0          | \$0          | \$0          | \$2          | \$0          | \$0             | -100.00%               | -100.00%                 | 0.00%                 |
|                                      |                 | AUSTRALIA                | \$24         | \$25         | \$25         | \$21         | \$14         | \$3             | -67.44%                | -34.60%                  | 32.00%                |
|                                      |                 | CHINA                    | \$150        | \$140        | \$150        | \$158        | \$152        | \$46            | 2.51%                  | -3.62%                   | 18.46%                |
|                                      |                 | FRANCE                   | \$586        | \$564        | \$550        | \$560        | \$594        | \$193           | 0.64%                  | 5.98%                    | 10.52%                |

**IMPORT WINE MARKET**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN RETAIL DOLLARS (000s)**

|                                      |                          |                          | 2008           | 2009           | 2010           | 2011           | 2012           | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2013 |
|--------------------------------------|--------------------------|--------------------------|----------------|----------------|----------------|----------------|----------------|-----------------|------------------------|--------------------------|-----------------------|
| APERITIF, DESSERT AND FORTIFIED WINE | OTHER FORTIFIED          | GREECE                   | \$13           | \$1            | \$2            | \$1            | \$0            | \$0             | n/a                    | -100.00%                 | 0.00%                 |
|                                      |                          | ITALY                    | \$309          | \$325          | \$318          | \$325          | \$308          | \$105           | -3.87%                 | -5.22%                   | 31.82%                |
|                                      |                          | JAPAN                    | \$0            | \$5            | \$17           | \$49           | \$78           | \$23            | 112.53%                | 58.63%                   | 84.95%                |
|                                      |                          | KOREA - SOUTH            | \$145          | \$109          | \$100          | \$141          | \$138          | \$53            | 46.90%                 | -1.99%                   | 35.73%                |
|                                      |                          | SPAIN                    | \$0            | \$2            | \$0            | \$0            | \$0            | \$0             | n/a                    | n/a                      | 0.00%                 |
|                                      |                          | UNITED STATES OF AMERICA | \$81           | \$71           | \$65           | \$61           | \$58           | \$19            | -6.32%                 | -4.46%                   | 26.09%                |
|                                      |                          | URUGUAY                  | \$0            | \$0            | \$1            | \$0            | \$0            | \$0             | n/a                    | n/a                      | 0.00%                 |
|                                      |                          | <b>OTHER FORTIFIED</b>   | <b>\$1,308</b> | <b>\$1,243</b> | <b>\$1,228</b> | <b>\$1,318</b> | <b>\$1,343</b> | <b>\$443</b>    | <b>4.85%</b>           | <b>1.86%</b>             | <b>24.14%</b>         |
| PORT                                 | AUSTRALIA                | \$597                    | \$447          | \$372          | \$325          | \$328          | \$117          | 4.16%           | 1.09%                  | 13.03%                   |                       |
|                                      | PORTUGAL                 | \$3,478                  | \$3,188        | \$3,350        | \$3,126        | \$2,989        | \$1,300        | -2.10%          | -4.38%                 | 11.78%                   |                       |
|                                      | SOUTH AFRICA             | \$316                    | \$263          | \$289          | \$308          | \$276          | \$96           | -9.07%          | -10.33%                | 11.04%                   |                       |
|                                      | UNITED STATES OF AMERICA | \$2                      | \$1            | \$2            | \$1            | \$4            | \$0            | -100.00%        | 529.29%                | 0.00%                    |                       |
|                                      | <b>PORT</b>              | <b>\$4,393</b>           | <b>\$3,900</b> | <b>\$4,013</b> | <b>\$3,759</b> | <b>\$3,597</b> | <b>\$1,513</b> | <b>-2.14%</b>   | <b>-4.31%</b>          | <b>11.83%</b>            |                       |
| SAKE                                 | JAPAN                    | \$1,668                  | \$1,644        | \$1,852        | \$1,966        | \$2,150        | \$632          | 11.92%          | 9.38%                  | 51.52%                   |                       |
|                                      | KOREA - SOUTH            | \$58                     | \$39           | \$34           | \$36           | \$36           | \$11           | 2.98%           | -2.23%                 | 39.32%                   |                       |
|                                      | UNITED STATES OF AMERICA | \$3,302                  | \$3,150        | \$3,168        | \$3,187        | \$3,168        | \$915          | -0.29%          | -0.60%                 | 57.26%                   |                       |
|                                      | <b>SAKE</b>              | <b>\$5,028</b>           | <b>\$4,833</b> | <b>\$5,054</b> | <b>\$5,189</b> | <b>\$5,354</b> | <b>\$1,559</b> | <b>4.35%</b>    | <b>3.17%</b>           | <b>54.84%</b>            |                       |
| SHERRY                               | AUSTRALIA                | \$399                    | \$381          | \$435          | \$501          | \$436          | \$139          | -25.38%         | -13.08%                | 0.87%                    |                       |
|                                      | NEW ZEALAND              | \$413                    | \$372          | \$137          | \$0            | \$0            | \$0            | -100.00%        | -219.99%               | 0.00%                    |                       |
|                                      | SOUTH AFRICA             | \$389                    | \$304          | \$325          | \$281          | \$278          | \$91           | 50.86%          | -0.97%                 | 0.51%                    |                       |
|                                      | SPAIN                    | \$1,587                  | \$1,456        | \$1,437        | \$1,395        | \$1,330        | \$562          | -6.65%          | -4.69%                 | 2.85%                    |                       |
|                                      | <b>SHERRY</b>            | <b>\$2,788</b>           | <b>\$2,513</b> | <b>\$2,334</b> | <b>\$2,178</b> | <b>\$2,044</b> | <b>\$792</b>   | <b>-6.69%</b>   | <b>-6.15%</b>          | <b>2.11%</b>             |                       |
| VERMOUTH                             | FRANCE                   | \$270                    | \$224          | \$227          | \$221          | \$191          | \$53           | -15.48%         | -13.84%                | 12.71%                   |                       |
|                                      | ITALY                    | \$2,474                  | \$2,373        | \$2,290        | \$2,234        | \$2,203        | \$675          | -1.91%          | -1.39%                 | 6.80%                    |                       |
|                                      | SLOVAK REPUBLIC          | \$0                      | \$0            | \$0            | \$0            | \$1            | \$1            | n/a             | n/a                    | 0.00%                    |                       |
|                                      | UNITED STATES OF AMERICA | \$1                      | \$8            | \$7            | \$10           | \$10           | \$2            | -20.36%         | -5.06%                 | 38.76%                   |                       |

**IMPORT WINE MARKET**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN RETAIL DOLLARS (000s)**

|  |                  |                      | 2008             | 2009            | 2010            | 2011            | 2012            | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2013 |        |
|--|------------------|----------------------|------------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------------|--------------------------|-----------------------|--------|
| APERITIF, DESSERT AND FORTIFIED WINE                       | VERMOUTH         | <b>VERMOUTH</b>      | <b>\$2,745</b>   | <b>\$2,605</b>  | <b>\$2,525</b>  | <b>\$2,465</b>  | <b>\$2,404</b>  | <b>\$731</b>    | <b>-3.10%</b>          | <b>-2.52%</b>            | <b>7.39%</b>          |        |
| <b>IMPORT APERITIF, DESSERT AND FORTIFIED WINE - TOTAL</b> |                  |                      | <b>\$17,090</b>  | <b>\$15,888</b> | <b>\$16,016</b> | <b>\$16,120</b> | <b>\$16,279</b> | <b>\$5,612</b>  | <b>1.95%</b>           | <b>0.98%</b>             | 25.41%                |        |
| TABLE WINE   | ARGENTINA        | RED                  | IMPORT BOTTLED   | \$22,755        | \$30,894        | \$36,858        | \$40,572        | \$41,409        | \$13,169               | -0.19%                   | 2.06%                 | 14.39% |
|  |                  | <b>RED - TOTAL</b>   | <b>\$22,755</b>  | <b>\$30,894</b> | <b>\$36,858</b> | <b>\$40,572</b> | <b>\$41,409</b> | <b>\$13,169</b> | <b>-0.19%</b>          | <b>2.06%</b>             | <b>14.39%</b>         |        |
|  | ROSE             | IMPORT BOTTLED       | \$2              | \$61            | \$125           | \$122           | \$94            | \$14            | -56.14%                | -23.22%                  | 1.75%                 |        |
|  |                  | <b>ROSE - TOTAL</b>  | <b>\$2</b>       | <b>\$61</b>     | <b>\$125</b>    | <b>\$122</b>    | <b>\$94</b>     | <b>\$14</b>     | <b>-56.14%</b>         | <b>-23.22%</b>           | <b>1.75%</b>          |        |
|  | WHITE            | IMPORT BOTTLED       | \$2,448          | \$3,947         | \$4,256         | \$4,676         | \$5,012         | \$1,319         | -5.72%                 | 7.19%                    | 8.66%                 |        |
|  |                  | <b>WHITE - TOTAL</b> | <b>\$2,448</b>   | <b>\$3,947</b>  | <b>\$4,256</b>  | <b>\$4,676</b>  | <b>\$5,012</b>  | <b>\$1,319</b>  | <b>-5.72%</b>          | <b>7.19%</b>             | <b>8.66%</b>          |        |
|  | <b>TOTAL</b>     | <b>\$25,205</b>      | <b>\$34,903</b>  | <b>\$41,239</b> | <b>\$45,370</b> | <b>\$46,515</b> | <b>\$14,502</b> | <b>-0.85%</b>   | <b>2.52%</b>           | <b>13.74%</b>            |                       |        |
| ARMENIA  | WHITE            | IMPORT BOTTLED       | \$1              | \$1             | \$0             | \$0             | \$0             | \$0             | -100.00%               | -100.00%                 | 0.00%                 |        |
|  |                  | <b>WHITE - TOTAL</b> | <b>\$1</b>       | <b>\$1</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>-100.00%</b>        | <b>-100.00%</b>          | <b>0.00%</b>          |        |
|  | <b>TOTAL</b>     | <b>\$1</b>           | <b>\$1</b>       | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>-100.00%</b> | <b>-100.00%</b>        | <b>0.00%</b>             |                       |        |
| AUSTRALIA  | RED              | CANADA BOTTLED       | \$154            | \$97            | \$110           | \$6             | \$0             | \$0             | n/a                    | -100.00%                 | 0.00%                 |        |
|  |                  | IMPORT BOTTLED       | \$93,113         | \$79,549        | \$73,080        | \$70,891        | \$66,422        | \$20,363        | -11.72%                | -6.30%                   | 10.95%                |        |
|  |                  | <b>RED - TOTAL</b>   | <b>\$93,267</b>  | <b>\$79,645</b> | <b>\$73,190</b> | <b>\$70,896</b> | <b>\$66,422</b> | <b>\$20,363</b> | <b>-11.72%</b>         | <b>-6.31%</b>            | <b>10.95%</b>         |        |
|  | ROSE             | IMPORT BOTTLED       | \$267            | \$311           | \$271           | \$205           | \$204           | \$46            | 11.27%                 | -0.24%                   | 5.04%                 |        |
|  |                  | <b>ROSE - TOTAL</b>  | <b>\$267</b>     | <b>\$311</b>    | <b>\$271</b>    | <b>\$205</b>    | <b>\$204</b>    | <b>\$46</b>     | <b>11.27%</b>          | <b>-0.24%</b>            | <b>5.04%</b>          |        |
|  | WHITE            | CANADA BOTTLED       | \$121            | \$84            | \$53            | \$0             | \$0             | \$0             | n/a                    | n/a                      | 0.00%                 |        |
|  |                  | IMPORT BOTTLED       | \$32,669         | \$29,701        | \$27,492        | \$26,596        | \$27,008        | \$7,729         | -2.11%                 | 1.55%                    | 7.70%                 |        |
| <b>WHITE - TOTAL</b>                                       |                  | <b>\$32,790</b>      | <b>\$29,785</b>  | <b>\$27,546</b> | <b>\$26,596</b> | <b>\$27,009</b> | <b>\$7,729</b>  | <b>-2.11%</b>   | <b>1.55%</b>           | <b>7.70%</b>             |                       |        |
| <b>TOTAL</b>   | <b>\$126,324</b> | <b>\$109,742</b>     | <b>\$101,006</b> | <b>\$97,697</b> | <b>\$93,635</b> | <b>\$28,138</b> | <b>-9.24%</b>   | <b>-4.16%</b>   | <b>10.00%</b>          |                          |                       |        |
| AUSTRIA  | RED              | IMPORT BOTTLED       | \$32             | \$34            | \$18            | \$23            | \$29            | \$9             | -9.71%                 | 27.23%                   | 11.62%                |        |
|  |                  | <b>RED - TOTAL</b>   | <b>\$32</b>      | <b>\$34</b>     | <b>\$18</b>     | <b>\$23</b>     | <b>\$29</b>     | <b>\$9</b>      | <b>-9.71%</b>          | <b>27.23%</b>            | <b>11.62%</b>         |        |
|  | ROSE             | IMPORT BOTTLED       | \$6              | \$9             | \$2             | \$0             | \$0             | \$0             | n/a                    | n/a                      | 0.00%                 |        |
|  |                  | <b>ROSE - TOTAL</b>  | <b>\$6</b>       | <b>\$9</b>      | <b>\$2</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>n/a</b>             | <b>n/a</b>               | <b>0.00%</b>          |        |
|  | WHITE            | IMPORT BOTTLED       | \$205            | \$161           | \$299           | \$231           | \$204           | \$53            | 2.68%                  | -11.82%                  | 26.35%                |        |

**IMPORT WINE MARKET**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN RETAIL DOLLARS (000s)**

|                      |                 |                      | 2008                 | 2009            | 2010            | 2011            | 2012            | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2013 |               |
|----------------------|-----------------|----------------------|----------------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------------|--------------------------|-----------------------|---------------|
| TABLE WINE           | AUSTRIA         | WHITE                | <b>WHITE - TOTAL</b> | <b>\$205</b>    | <b>\$161</b>    | <b>\$299</b>    | <b>\$231</b>    | <b>\$204</b>    | <b>\$53</b>            | <b>2.68%</b>             | <b>-11.82%</b>        | <b>26.35%</b> |
|                      |                 | <b>TOTAL</b>         | <b>\$242</b>         | <b>\$203</b>    | <b>\$319</b>    | <b>\$254</b>    | <b>\$233</b>    | <b>\$62</b>     | <b>0.75%</b>           | <b>-8.32%</b>            | <b>24.52%</b>         |               |
| BULGARIA             | RED             | IMPORT BOTTLED       | \$114                | \$2             | \$0             | \$11            | \$12            | \$7             | 58.90%                 | 8.17%                    | -2.94%                |               |
|                      |                 | <b>RED - TOTAL</b>   | <b>\$114</b>         | <b>\$2</b>      | <b>\$0</b>      | <b>\$11</b>     | <b>\$12</b>     | <b>\$7</b>      | <b>58.90%</b>          | <b>8.17%</b>             | <b>-2.94%</b>         |               |
|                      | WHITE           | IMPORT BOTTLED       | \$0                  | \$0             | \$0             | \$15            | \$7             | \$0             | -95.22%                | -55.35%                  | 0.00%                 |               |
|                      |                 | <b>WHITE - TOTAL</b> | <b>\$0</b>           | <b>\$0</b>      | <b>\$0</b>      | <b>\$15</b>     | <b>\$7</b>      | <b>\$0</b>      | <b>-95.22%</b>         | <b>-55.35%</b>           | <b>0.00%</b>          |               |
|                      | <b>TOTAL</b>    | <b>\$114</b>         | <b>\$2</b>           | <b>\$0</b>      | <b>\$26</b>     | <b>\$19</b>     | <b>\$7</b>      | <b>-28.24%</b>  | <b>-28.97%</b>         | <b>-1.17%</b>            |                       |               |
| CHILE                | RED             | CANADA BOTTLED       | \$2,681              | \$2,251         | \$1,779         | \$1,319         | \$990           | \$227           | -32.90%                | -24.95%                  | 24.10%                |               |
|                      |                 | IMPORT BOTTLED       | \$26,989             | \$27,747        | \$28,906        | \$28,865        | \$29,090        | \$8,523         | -4.25%                 | 0.78%                    | 6.62%                 |               |
|                      |                 | <b>RED - TOTAL</b>   | <b>\$29,669</b>      | <b>\$29,998</b> | <b>\$30,684</b> | <b>\$30,185</b> | <b>\$30,081</b> | <b>\$8,750</b>  | <b>-5.30%</b>          | <b>-0.34%</b>            | <b>7.19%</b>          |               |
|                      | ROSE            | IMPORT BOTTLED       | \$124                | \$127           | \$122           | \$102           | \$80            | \$14            | -33.86%                | -21.18%                  | 2.46%                 |               |
|                      |                 | <b>ROSE - TOTAL</b>  | <b>\$124</b>         | <b>\$127</b>    | <b>\$122</b>    | <b>\$102</b>    | <b>\$80</b>     | <b>\$14</b>     | <b>-33.86%</b>         | <b>-21.18%</b>           | <b>2.46%</b>          |               |
|                      | WHITE           | CANADA BOTTLED       | \$2,050              | \$1,793         | \$1,349         | \$968           | \$739           | \$168           | -29.22%                | -23.69%                  | 26.04%                |               |
|                      |                 | IMPORT BOTTLED       | \$9,991              | \$11,282        | \$12,177        | \$12,325        | \$13,178        | \$3,445         | 2.91%                  | 6.92%                    | 9.78%                 |               |
| <b>WHITE - TOTAL</b> |                 | <b>\$12,042</b>      | <b>\$13,075</b>      | <b>\$13,526</b> | <b>\$13,293</b> | <b>\$13,916</b> | <b>\$3,613</b>  | <b>0.78%</b>    | <b>4.69%</b>           | <b>10.65%</b>            |                       |               |
| <b>TOTAL</b>         | <b>\$41,836</b> | <b>\$43,200</b>      | <b>\$44,332</b>      | <b>\$43,579</b> | <b>\$44,077</b> | <b>\$12,377</b> | <b>-3.65%</b>   | <b>1.14%</b>    | <b>8.27%</b>           |                          |                       |               |
| CHINA                | RED             | IMPORT BOTTLED       | \$79                 | \$73            | \$51            | \$29            | \$14            | \$4             | -55.25%                | -51.89%                  | 4.86%                 |               |
|                      |                 | <b>RED - TOTAL</b>   | <b>\$79</b>          | <b>\$73</b>     | <b>\$51</b>     | <b>\$29</b>     | <b>\$14</b>     | <b>\$4</b>      | <b>-55.25%</b>         | <b>-51.89%</b>           | <b>4.86%</b>          |               |
|                      | WHITE           | IMPORT BOTTLED       | \$6                  | \$5             | \$3             | \$10            | \$19            | \$5             | 76.94%                 | 95.68%                   | 8.18%                 |               |
|                      |                 | <b>WHITE - TOTAL</b> | <b>\$6</b>           | <b>\$5</b>      | <b>\$3</b>      | <b>\$10</b>     | <b>\$19</b>     | <b>\$5</b>      | <b>76.94%</b>          | <b>95.68%</b>            | <b>8.18%</b>          |               |
| <b>TOTAL</b>         | <b>\$85</b>     | <b>\$78</b>          | <b>\$55</b>          | <b>\$38</b>     | <b>\$33</b>     | <b>\$9</b>      | <b>-21.83%</b>  | <b>-14.67%</b>  | <b>6.78%</b>           |                          |                       |               |
| CROATIA              | RED             | IMPORT BOTTLED       | \$68                 | \$60            | \$38            | \$27            | \$4             | \$1             | -83.93%                | -86.73%                  | 0.00%                 |               |
|                      |                 | <b>RED - TOTAL</b>   | <b>\$68</b>          | <b>\$60</b>     | <b>\$38</b>     | <b>\$27</b>     | <b>\$4</b>      | <b>\$1</b>      | <b>-83.93%</b>         | <b>-86.73%</b>           | <b>0.00%</b>          |               |
|                      | WHITE           | IMPORT BOTTLED       | \$0                  | \$1             | \$3             | \$1             | \$0             | \$0             | n/a                    | -100.00%                 | 0.00%                 |               |
|                      |                 | <b>WHITE - TOTAL</b> | <b>\$0</b>           | <b>\$1</b>      | <b>\$3</b>      | <b>\$1</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>n/a</b>             | <b>-100.00%</b>          | <b>0.00%</b>          |               |
|                      | <b>TOTAL</b>    | <b>\$68</b>          | <b>\$61</b>          | <b>\$41</b>     | <b>\$27</b>     | <b>\$4</b>      | <b>\$1</b>      | <b>-83.93%</b>  | <b>-87.04%</b>         | <b>0.00%</b>             |                       |               |



**IMPORT WINE MARKET**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN RETAIL DOLLARS (000s)**

|                    |                |                               | 2008                 | 2009            | 2010            | 2011            | 2012            | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2013 |
|--------------------|----------------|-------------------------------|----------------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------------|--------------------------|-----------------------|
| TABLE WINE         | CZECH REPUBLIC | RED                           | IMPORT BOTTLED       | \$15            | \$11            | \$0             | \$0             | \$0             | n/a                    | -100.00%                 | 0.00%                 |
|                    |                |                               | <b>RED - TOTAL</b>   | <b>\$15</b>     | <b>\$11</b>     | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>n/a</b>             | <b>-100.00%</b>          | <b>0.00%</b>          |
|                    |                | WHITE                         | IMPORT BOTTLED       | \$22            | \$13            | \$0             | \$0             | \$0             | n/a                    | -100.00%                 | 0.00%                 |
|                    |                |                               | <b>WHITE - TOTAL</b> | <b>\$22</b>     | <b>\$13</b>     | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>n/a</b>             | <b>-100.00%</b>          | <b>0.00%</b>          |
|                    |                |                               | <b>TOTAL</b>         | <b>\$37</b>     | <b>\$25</b>     | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>n/a</b>             | <b>-100.00%</b>          | <b>0.00%</b>          |
| FRANCE             | RED            | CANADA BOTTLED                | \$996                | \$1,274         | \$1,235         | \$1,257         | \$1,557         | \$438           | 18.79%                 | 23.82%                   | 1.55%                 |
|                    |                | IMPORT BOTTLED                | \$36,021             | \$29,838        | \$31,141        | \$35,860        | \$39,702        | \$17,130        | 12.71%                 | 10.71%                   | 8.44%                 |
|                    |                | <b>RED - TOTAL</b>            | <b>\$37,017</b>      | <b>\$31,112</b> | <b>\$32,376</b> | <b>\$37,117</b> | <b>\$41,258</b> | <b>\$17,568</b> | <b>12.85%</b>          | <b>11.16%</b>            | <b>8.18%</b>          |
|                    | ROSE           | IMPORT BOTTLED                | \$754                | \$1,127         | \$1,113         | \$1,154         | \$1,385         | \$222           | 13.66%                 | 20.07%                   | 9.40%                 |
|                    |                | <b>ROSE - TOTAL</b>           | <b>\$754</b>         | <b>\$1,127</b>  | <b>\$1,113</b>  | <b>\$1,154</b>  | <b>\$1,385</b>  | <b>\$222</b>    | <b>13.66%</b>          | <b>20.07%</b>            | <b>9.40%</b>          |
|                    | WHITE          | CANADA BOTTLED                | \$448                | \$546           | \$429           | \$419           | \$550           | \$125           | 7.68%                  | 31.29%                   | 1.37%                 |
|                    |                | IMPORT BOTTLED                | \$13,000             | \$11,688        | \$11,817        | \$11,401        | \$12,174        | \$3,623         | 3.72%                  | 6.78%                    | 17.12%                |
|                    |                | <b>WHITE - TOTAL</b>          | <b>\$13,448</b>      | <b>\$12,233</b> | <b>\$12,246</b> | <b>\$11,820</b> | <b>\$12,723</b> | <b>\$3,748</b>  | <b>3.84%</b>           | <b>7.64%</b>             | <b>16.44%</b>         |
|                    |                | <b>TOTAL</b>                  | <b>\$51,219</b>      | <b>\$44,473</b> | <b>\$45,735</b> | <b>\$50,090</b> | <b>\$55,367</b> | <b>\$21,538</b> | <b>11.18%</b>          | <b>10.53%</b>            | <b>10.11%</b>         |
|                    | GEORGIA        | RED                           | IMPORT BOTTLED       | \$0             | \$0             | \$100           | \$202           | \$200           | \$83                   | 21.78%                   | -1.38%                |
| <b>RED - TOTAL</b> |                |                               | <b>\$0</b>           | <b>\$0</b>      | <b>\$100</b>    | <b>\$202</b>    | <b>\$200</b>    | <b>\$83</b>     | <b>21.78%</b>          | <b>-1.38%</b>            | <b>1.11%</b>          |
| WHITE              |                | IMPORT BOTTLED                | \$0                  | \$0             | \$2             | \$8             | \$29            | \$16            | 276.91%                | 266.83%                  | 0.82%                 |
|                    |                | <b>WHITE - TOTAL</b>          | <b>\$0</b>           | <b>\$0</b>      | <b>\$2</b>      | <b>\$8</b>      | <b>\$29</b>     | <b>\$16</b>     | <b>276.91%</b>         | <b>266.83%</b>           | <b>0.82%</b>          |
|                    |                | <b>TOTAL</b>                  | <b>\$0</b>           | <b>\$0</b>      | <b>\$102</b>    | <b>\$210</b>    | <b>\$229</b>    | <b>\$100</b>    | <b>37.06%</b>          | <b>8.78%</b>             | <b>1.07%</b>          |
| GERMANY            | ICE WINE WHITE | IMPORT BOTTLED                | \$0                  | \$0             | \$0             | \$0             | \$3             | \$1             | n/a                    | n/a                      | 0.00%                 |
|                    |                | <b>ICE WINE WHITE - TOTAL</b> | <b>\$0</b>           | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$3</b>      | <b>\$1</b>      | <b>n/a</b>             | <b>n/a</b>               | <b>0.00%</b>          |
|                    | RED            | IMPORT BOTTLED                | \$228                | \$256           | \$240           | \$205           | \$189           | \$70            | 42.78%                 | -8.26%                   | 7.35%                 |
|                    |                | <b>RED - TOTAL</b>            | <b>\$228</b>         | <b>\$256</b>    | <b>\$240</b>    | <b>\$205</b>    | <b>\$189</b>    | <b>\$70</b>     | <b>42.78%</b>          | <b>-8.26%</b>            | <b>7.35%</b>          |
|                    | WHITE          | IMPORT BOTTLED                | \$7,017              | \$7,138         | \$7,118         | \$7,255         | \$7,191         | \$2,304         | -1.56%                 | -0.88%                   | 8.02%                 |
|                    |                | <b>WHITE - TOTAL</b>          | <b>\$7,017</b>       | <b>\$7,138</b>  | <b>\$7,118</b>  | <b>\$7,255</b>  | <b>\$7,191</b>  | <b>\$2,304</b>  | <b>-1.56%</b>          | <b>-0.88%</b>            | <b>8.02%</b>          |
|                    | <b>TOTAL</b>   | <b>\$7,245</b>                | <b>\$7,394</b>       | <b>\$7,358</b>  | <b>\$7,461</b>  | <b>\$7,382</b>  | <b>\$2,374</b>  | <b>-0.65%</b>   | <b>-1.09%</b>          | <b>8.00%</b>             |                       |

**IMPORT WINE MARKET**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN RETAIL DOLLARS (000s)**

|            |              |                      | 2008                | 2009           | 2010           | 2011           | 2012           | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2013 |               |
|------------|--------------|----------------------|---------------------|----------------|----------------|----------------|----------------|-----------------|------------------------|--------------------------|-----------------------|---------------|
| TABLE WINE | GREECE       | RED                  | IMPORT BOTTLED      | \$978          | \$795          | \$748          | \$675          | \$627           | \$183                  | -7.74%                   | -7.09%                | 64.24%        |
|            |              |                      | <b>RED - TOTAL</b>  | <b>\$978</b>   | <b>\$795</b>   | <b>\$748</b>   | <b>\$675</b>   | <b>\$627</b>    | <b>\$183</b>           | <b>-7.74%</b>            | <b>-7.09%</b>         | <b>64.24%</b> |
|            |              | ROSE                 | IMPORT BOTTLED      | \$0            | \$1            | \$0            | \$0            | \$0             | \$0                    | n/a                      | n/a                   | 0.00%         |
|            |              |                      | <b>ROSE - TOTAL</b> | <b>\$0</b>     | <b>\$1</b>     | <b>\$0</b>     | <b>\$0</b>     | <b>\$0</b>      | <b>\$0</b>             | <b>n/a</b>               | <b>n/a</b>            | <b>0.00%</b>  |
|            |              | WHITE                | IMPORT BOTTLED      | \$725          | \$657          | \$677          | \$620          | \$570           | \$151                  | -0.90%                   | -8.05%                | 55.73%        |
|            |              | <b>WHITE - TOTAL</b> | <b>\$725</b>        | <b>\$657</b>   | <b>\$677</b>   | <b>\$620</b>   | <b>\$570</b>   | <b>\$151</b>    | <b>-0.90%</b>          | <b>-8.05%</b>            | <b>55.73%</b>         |               |
|            |              | <b>TOTAL</b>         | <b>\$1,704</b>      | <b>\$1,453</b> | <b>\$1,425</b> | <b>\$1,296</b> | <b>\$1,198</b> | <b>\$334</b>    | <b>-4.77%</b>          | <b>-7.55%</b>            | <b>60.19%</b>         |               |
|            | HUNGARY      | RED                  | IMPORT BOTTLED      | \$358          | \$271          | \$267          | \$246          | \$364           | \$170                  | 119.62%                  | 48.01%                | 1.66%         |
|            |              |                      | <b>RED - TOTAL</b>  | <b>\$358</b>   | <b>\$271</b>   | <b>\$267</b>   | <b>\$246</b>   | <b>\$364</b>    | <b>\$170</b>           | <b>119.62%</b>           | <b>48.01%</b>         | <b>1.66%</b>  |
|            |              | WHITE                | IMPORT BOTTLED      | \$1,120        | \$963          | \$1,077        | \$1,121        | \$1,096         | \$292                  | -12.76%                  | -2.23%                | 6.59%         |
|            |              | <b>WHITE - TOTAL</b> | <b>\$1,120</b>      | <b>\$963</b>   | <b>\$1,077</b> | <b>\$1,121</b> | <b>\$1,096</b> | <b>\$292</b>    | <b>-12.76%</b>         | <b>-2.23%</b>            | <b>6.59%</b>          |               |
|            |              | <b>TOTAL</b>         | <b>\$1,477</b>      | <b>\$1,234</b> | <b>\$1,344</b> | <b>\$1,367</b> | <b>\$1,460</b> | <b>\$462</b>    | <b>12.12%</b>          | <b>6.81%</b>             | <b>5.36%</b>          |               |
| INDIA      | RED          | IMPORT BOTTLED       | \$0                 | \$0            | \$0            | \$0            | \$0            | \$0             | n/a                    | n/a                      | 0.00%                 |               |
|            |              | <b>RED - TOTAL</b>   | <b>\$0</b>          | <b>\$0</b>     | <b>\$0</b>     | <b>\$0</b>     | <b>\$0</b>     | <b>\$0</b>      | <b>n/a</b>             | <b>n/a</b>               | <b>0.00%</b>          |               |
|            | ROSE         | IMPORT BOTTLED       | \$3                 | \$1            | \$0            | \$0            | \$0            | \$0             | n/a                    | n/a                      | 0.00%                 |               |
|            |              | <b>ROSE - TOTAL</b>  | <b>\$3</b>          | <b>\$1</b>     | <b>\$0</b>     | <b>\$0</b>     | <b>\$0</b>     | <b>\$0</b>      | <b>n/a</b>             | <b>n/a</b>               | <b>0.00%</b>          |               |
|            | WHITE        | IMPORT BOTTLED       | \$0                 | \$0            | \$0            | \$0            | \$11           | \$11            | n/a                    | n/a                      | 25.62%                |               |
|            |              | <b>WHITE - TOTAL</b> | <b>\$0</b>          | <b>\$0</b>     | <b>\$0</b>     | <b>\$0</b>     | <b>\$11</b>    | <b>\$11</b>     | <b>n/a</b>             | <b>n/a</b>               | <b>25.62%</b>         |               |
|            | <b>TOTAL</b> | <b>\$4</b>           | <b>\$1</b>          | <b>\$0</b>     | <b>\$0</b>     | <b>\$11</b>    | <b>\$11</b>    | <b>n/a</b>      | <b>n/a</b>             | <b>25.62%</b>            |                       |               |
| ISRAEL     | RED          | IMPORT BOTTLED       | \$237               | \$211          | \$157          | \$158          | \$158          | \$44            | 4.20%                  | -0.55%                   | 3.42%                 |               |
|            |              | <b>RED - TOTAL</b>   | <b>\$237</b>        | <b>\$211</b>   | <b>\$157</b>   | <b>\$158</b>   | <b>\$158</b>   | <b>\$44</b>     | <b>4.20%</b>           | <b>-0.55%</b>            | <b>3.42%</b>          |               |
|            | ROSE         | IMPORT BOTTLED       | \$0                 | \$0            | \$1            | \$12           | \$15           | \$3             | -2.98%                 | 22.79%                   | 26.89%                |               |
|            |              | <b>ROSE - TOTAL</b>  | <b>\$0</b>          | <b>\$0</b>     | <b>\$1</b>     | <b>\$12</b>    | <b>\$15</b>    | <b>\$3</b>      | <b>-2.98%</b>          | <b>22.79%</b>            | <b>26.89%</b>         |               |
|            | WHITE        | IMPORT BOTTLED       | \$93                | \$74           | \$75           | \$74           | \$69           | \$19            | 4.60%                  | -6.51%                   | 0.61%                 |               |
|            |              | <b>WHITE - TOTAL</b> | <b>\$93</b>         | <b>\$74</b>    | <b>\$75</b>    | <b>\$74</b>    | <b>\$69</b>    | <b>\$19</b>     | <b>4.60%</b>           | <b>-6.51%</b>            | <b>0.61%</b>          |               |
|            |              | <b>TOTAL</b>         | <b>\$330</b>        | <b>\$285</b>   | <b>\$233</b>   | <b>\$244</b>   | <b>\$241</b>   | <b>\$67</b>     | <b>3.95%</b>           | <b>-1.20%</b>            | <b>4.06%</b>          |               |

**IMPORT WINE MARKET**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN RETAIL DOLLARS (000s)**

|                    |                      |                      | 2008               | 2009            | 2010            | 2011            | 2012            | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2013 |               |
|--------------------|----------------------|----------------------|--------------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------------|--------------------------|-----------------------|---------------|
| TABLE WINE         | ITALY                | RED                  | IMPORT BOTTLED     | \$38,394        | \$35,545        | \$36,812        | \$37,941        | \$38,626        | \$13,321               | 4.96%                    | 1.81%                 | 21.75%        |
|                    |                      | <b>RED - TOTAL</b>   | <b>\$38,394</b>    | <b>\$35,545</b> | <b>\$36,812</b> | <b>\$37,941</b> | <b>\$38,626</b> | <b>\$13,321</b> | <b>4.96%</b>           | <b>1.81%</b>             | <b>21.75%</b>         |               |
|                    |                      | ROSE                 | IMPORT BOTTLED     | \$44            | \$100           | \$506           | \$803           | \$815           | \$209                  | 11.51%                   | 1.44%                 | 3.39%         |
|                    |                      | <b>ROSE - TOTAL</b>  | <b>\$44</b>        | <b>\$100</b>    | <b>\$506</b>    | <b>\$803</b>    | <b>\$815</b>    | <b>\$209</b>    | <b>11.51%</b>          | <b>1.44%</b>             | <b>3.39%</b>          |               |
|                    |                      | WHITE                | IMPORT BOTTLED     | \$16,525        | \$16,769        | \$17,871        | \$19,276        | \$21,119        | \$6,311                | 9.18%                    | 9.57%                 | 22.87%        |
|                    |                      | <b>WHITE - TOTAL</b> | <b>\$16,525</b>    | <b>\$16,769</b> | <b>\$17,871</b> | <b>\$19,276</b> | <b>\$21,119</b> | <b>\$6,311</b>  | <b>9.18%</b>           | <b>9.57%</b>             | <b>22.87%</b>         |               |
|                    | <b>TOTAL</b>         |                      |                    | <b>\$54,963</b> | <b>\$52,413</b> | <b>\$55,189</b> | <b>\$58,020</b> | <b>\$60,560</b> | <b>\$19,842</b>        | <b>6.34%</b>             | <b>4.38%</b>          | <b>21.89%</b> |
|                    | LEBANON              | RED                  | IMPORT BOTTLED     | \$57            | \$24            | \$25            | \$27            | \$20            | \$8                    | 7.19%                    | -25.03%               | 44.15%        |
|                    |                      |                      | <b>RED - TOTAL</b> | <b>\$57</b>     | <b>\$24</b>     | <b>\$25</b>     | <b>\$27</b>     | <b>\$20</b>     | <b>\$8</b>             | <b>7.19%</b>             | <b>-25.03%</b>        | <b>44.15%</b> |
| ROSE               |                      | IMPORT BOTTLED       | \$6                | \$0             | \$3             | \$4             | \$3             | \$0             | -108.33%               | -23.72%                  | 100.00%               |               |
|                    |                      | <b>ROSE - TOTAL</b>  | <b>\$6</b>         | <b>\$0</b>      | <b>\$3</b>      | <b>\$4</b>      | <b>\$3</b>      | <b>\$0</b>      | <b>-108.33%</b>        | <b>-23.72%</b>           | <b>100.00%</b>        |               |
| WHITE              |                      | IMPORT BOTTLED       | \$15               | \$5             | \$8             | \$6             | \$2             | \$0             | -81.12%                | -69.96%                  | 76.90%                |               |
|                    |                      | <b>WHITE - TOTAL</b> | <b>\$15</b>        | <b>\$5</b>      | <b>\$8</b>      | <b>\$6</b>      | <b>\$2</b>      | <b>\$0</b>      | <b>-81.12%</b>         | <b>-69.96%</b>           | <b>76.90%</b>         |               |
| <b>TOTAL</b>       |                      |                      | <b>\$78</b>        | <b>\$29</b>     | <b>\$35</b>     | <b>\$37</b>     | <b>\$25</b>     | <b>\$8</b>      | <b>-15.46%</b>         | <b>-31.81%</b>           | <b>53.71%</b>         |               |
| MEXICO             |                      | RED                  | IMPORT BOTTLED     | \$22            | \$16            | \$23            | \$16            | \$12            | \$1                    | -62.17%                  | -24.65%               | 19.79%        |
|                    |                      |                      | <b>RED - TOTAL</b> | <b>\$22</b>     | <b>\$16</b>     | <b>\$23</b>     | <b>\$16</b>     | <b>\$12</b>     | <b>\$1</b>             | <b>-62.17%</b>           | <b>-24.65%</b>        | <b>19.79%</b> |
|                    | WHITE                | IMPORT BOTTLED       | \$1                | \$3             | \$8             | \$3             | \$2             | \$0             | -5.30%                 | -40.36%                  | 0.00%                 |               |
|                    |                      | <b>WHITE - TOTAL</b> | <b>\$1</b>         | <b>\$3</b>      | <b>\$8</b>      | <b>\$3</b>      | <b>\$2</b>      | <b>\$0</b>      | <b>-5.30%</b>          | <b>-40.36%</b>           | <b>0.00%</b>          |               |
|                    | <b>TOTAL</b>         |                      |                    | <b>\$24</b>     | <b>\$19</b>     | <b>\$31</b>     | <b>\$19</b>     | <b>\$14</b>     | <b>\$2</b>             | <b>-58.11%</b>           | <b>-26.98%</b>        | <b>19.17%</b> |
|                    | MOLDOVA, REPUBLIC OF | RED                  | IMPORT BOTTLED     | \$3             | \$0             | \$0             | \$0             | \$0             | \$0                    | n/a                      | n/a                   | 0.00%         |
| <b>RED - TOTAL</b> |                      |                      | <b>\$3</b>         | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>n/a</b>             | <b>n/a</b>               | <b>0.00%</b>          |               |
| WHITE              |                      | IMPORT BOTTLED       | \$0                | \$0             | \$0             | \$0             | \$0             | \$0             | n/a                    | n/a                      | 0.00%                 |               |
|                    |                      | <b>WHITE - TOTAL</b> | <b>\$0</b>         | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>n/a</b>             | <b>n/a</b>               | <b>0.00%</b>          |               |
| <b>TOTAL</b>       |                      |                      | <b>\$3</b>         | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>n/a</b>             | <b>n/a</b>               | <b>0.00%</b>          |               |
| MONTENEGRO         |                      | RED                  | IMPORT BOTTLED     | \$58            | \$49            | \$61            | \$57            | \$67            | \$25                   | 18.99%                   | 17.94%                | 1.50%         |
|                    | <b>RED - TOTAL</b>   | <b>\$58</b>          | <b>\$49</b>        | <b>\$61</b>     | <b>\$57</b>     | <b>\$67</b>     | <b>\$25</b>     | <b>18.99%</b>   | <b>17.94%</b>          | <b>1.50%</b>             |                       |               |

**IMPORT WINE MARKET**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN RETAIL DOLLARS (000s)**

|                      |                 |                      | 2008            | 2009            | 2010            | 2011            | 2012            | CURRENT QUARTER  | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2013 |
|----------------------|-----------------|----------------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------|------------------------|--------------------------|-----------------------|
| TABLE WINE           | MONTENEGRO      | <b>TOTAL</b>         | <b>\$58</b>     | <b>\$49</b>     | <b>\$61</b>     | <b>\$57</b>     | <b>\$67</b>     | <b>\$25</b>      | <b>18.99%</b>          | <b>17.94%</b>            | <b>1.50%</b>          |
|                      | MOROCCO         | RED                  | IMPORT BOTTLED  | \$11            | \$1             | \$0             | \$0             | \$0              | n/a                    | n/a                      | 0.00%                 |
|                      |                 | <b>RED - TOTAL</b>   | <b>\$11</b>     | <b>\$1</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>       | <b>n/a</b>             | <b>n/a</b>               | <b>0.00%</b>          |
|                      |                 | <b>TOTAL</b>         | <b>\$11</b>     | <b>\$1</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>       | <b>n/a</b>             | <b>n/a</b>               | <b>0.00%</b>          |
| NEW ZEALAND          | RED             | IMPORT BOTTLED       | \$1,732         | \$1,709         | \$2,250         | \$2,410         | \$2,845         | \$883            | 12.86%                 | 18.08%                   | 18.30%                |
|                      |                 | <b>RED - TOTAL</b>   | <b>\$1,732</b>  | <b>\$1,709</b>  | <b>\$2,250</b>  | <b>\$2,410</b>  | <b>\$2,845</b>  | <b>\$883</b>     | <b>12.86%</b>          | <b>18.08%</b>            | <b>18.30%</b>         |
|                      | ROSE            | IMPORT BOTTLED       | \$64            | \$14            | \$26            | \$16            | \$0             | \$0              | -100.00%               | -100.00%                 | 0.00%                 |
|                      |                 | <b>ROSE - TOTAL</b>  | <b>\$64</b>     | <b>\$14</b>     | <b>\$26</b>     | <b>\$16</b>     | <b>\$0</b>      | <b>\$0</b>       | <b>-100.00%</b>        | <b>-100.00%</b>          | <b>0.00%</b>          |
|                      | WHITE           | CANADA BOTTLED       | \$0             | \$0             | \$0             | \$0             | \$89            | \$63             | n/a                    | n/a                      | 31.72%                |
|                      |                 | IMPORT BOTTLED       | \$11,979        | \$13,152        | \$16,758        | \$20,160        | \$24,094        | \$6,916          | 17.86%                 | 19.51%                   | 20.98%                |
| <b>WHITE - TOTAL</b> |                 | <b>\$11,979</b>      | <b>\$13,152</b> | <b>\$16,758</b> | <b>\$20,160</b> | <b>\$24,183</b> | <b>\$6,978</b>  | <b>18.93%</b>    | <b>19.95%</b>          | <b>21.02%</b>            |                       |
| <b>TOTAL</b>         | <b>\$13,775</b> | <b>\$14,875</b>      | <b>\$19,034</b> | <b>\$22,586</b> | <b>\$27,028</b> | <b>\$7,861</b>  | <b>18.21%</b>   | <b>19.67%</b>    | <b>20.73%</b>          |                          |                       |
| PORTUGAL             | RED             | CANADA BOTTLED       | \$0             | \$0             | \$0             | \$0             | \$0             | \$0              | n/a                    | n/a                      | 0.00%                 |
|                      |                 | IMPORT BOTTLED       | \$1,608         | \$1,728         | \$1,836         | \$2,092         | \$1,717         | \$559            | 7.87%                  | -17.93%                  | 5.61%                 |
|                      |                 | <b>RED - TOTAL</b>   | <b>\$1,608</b>  | <b>\$1,728</b>  | <b>\$1,836</b>  | <b>\$2,092</b>  | <b>\$1,717</b>  | <b>\$560</b>     | <b>7.95%</b>           | <b>-17.91%</b>           | <b>5.61%</b>          |
|                      | ROSE            | IMPORT BOTTLED       | \$706           | \$682           | \$862           | \$798           | \$822           | \$272            | 15.48%                 | 2.94%                    | 2.02%                 |
|                      |                 | <b>ROSE - TOTAL</b>  | <b>\$706</b>    | <b>\$682</b>    | <b>\$862</b>    | <b>\$798</b>    | <b>\$822</b>    | <b>\$272</b>     | <b>15.48%</b>          | <b>2.94%</b>             | <b>2.02%</b>          |
|                      | WHITE           | IMPORT BOTTLED       | \$1,042         | \$1,182         | \$1,342         | \$1,415         | \$1,603         | \$357            | 13.62%                 | 13.30%                   | 4.51%                 |
| <b>WHITE - TOTAL</b> |                 | <b>\$1,042</b>       | <b>\$1,182</b>  | <b>\$1,342</b>  | <b>\$1,415</b>  | <b>\$1,603</b>  | <b>\$357</b>    | <b>13.62%</b>    | <b>13.30%</b>          | <b>4.51%</b>             |                       |
| <b>TOTAL</b>         | <b>\$3,356</b>  | <b>\$3,592</b>       | <b>\$4,040</b>  | <b>\$4,305</b>  | <b>\$4,142</b>  | <b>\$1,189</b>  | <b>11.28%</b>   | <b>-3.78%</b>    | <b>4.47%</b>           |                          |                       |
| ROMANIA              | RED             | IMPORT BOTTLED       | \$0             | \$0             | \$0             | \$0             | \$0             | \$0              | n/a                    | n/a                      | 0.00%                 |
|                      |                 | <b>RED - TOTAL</b>   | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>       | <b>n/a</b>             | <b>n/a</b>               | <b>0.00%</b>          |
|                      | WHITE           | IMPORT BOTTLED       | \$0             | \$0             | \$0             | \$0             | \$0             | \$0              | -100.00%               | 3,929.61%                | 0.00%                 |
|                      |                 | <b>WHITE - TOTAL</b> | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>       | <b>-100.00%</b>        | <b>3,929.61%</b>         | <b>0.00%</b>          |
| <b>TOTAL</b>         | <b>\$0</b>      | <b>\$0</b>           | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>-100.00%</b> | <b>3,929.61%</b> | <b>0.00%</b>           |                          |                       |
| SLOVENIA             | RED             | IMPORT BOTTLED       | \$0             | \$0             | \$0             | \$1             | \$0             | \$0              | n/a                    | -100.00%                 | 0.00%                 |

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**SALES IN RETAIL DOLLARS (000s)**

|              |              |                      | 2008                 | 2009     | 2010     | 2011     | 2012     | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2013 |       |
|--------------|--------------|----------------------|----------------------|----------|----------|----------|----------|-----------------|------------------------|--------------------------|-----------------------|-------|
| TABLE WINE   | SLOVENIA     | RED                  | <b>RED - TOTAL</b>   | \$0      | \$0      | \$0      | \$1      | \$0             | \$0                    | n/a                      | -100.00%              | 0.00% |
|              |              | WHITE                | IMPORT BOTTLED       | \$7      | \$13     | \$1      | \$1      | \$1             | \$0                    | n/a                      | -14.78%               | 0.00% |
|              |              |                      | <b>WHITE - TOTAL</b> | \$7      | \$13     | \$1      | \$1      | \$1             | \$0                    | n/a                      | -14.78%               | 0.00% |
|              |              |                      | <b>TOTAL</b>         | \$7      | \$13     | \$2      | \$1      | \$1             | \$0                    | n/a                      | -48.55%               | 0.00% |
| SOUTH AFRICA | RED          | CANADA BOTTLED       | \$8                  | \$10     | \$5      | \$0      | \$0      | \$0             | n/a                    | n/a                      | 0.00%                 |       |
|              |              | IMPORT BOTTLED       | \$9,552              | \$9,347  | \$8,587  | \$8,308  | \$7,958  | \$2,392         | -6.02%                 | -4.21%                   | 4.71%                 |       |
|              |              | <b>RED - TOTAL</b>   | \$9,560              | \$9,358  | \$8,591  | \$8,308  | \$7,958  | \$2,392         | -6.02%                 | -4.21%                   | 4.71%                 |       |
|              | ROSE         | IMPORT BOTTLED       | \$29                 | \$2      | \$19     | \$15     | \$3      | \$0             | n/a                    | -80.12%                  | 0.00%                 |       |
|              |              | <b>ROSE - TOTAL</b>  | \$29                 | \$2      | \$19     | \$15     | \$3      | \$0             | n/a                    | -80.12%                  | 0.00%                 |       |
|              | WHITE        | CANADA BOTTLED       | \$8                  | \$9      | \$3      | \$0      | \$0      | \$0             | n/a                    | n/a                      | 0.00%                 |       |
|              |              | IMPORT BOTTLED       | \$4,623              | \$4,659  | \$4,665  | \$5,239  | \$5,228  | \$1,326         | -5.80%                 | -0.21%                   | 6.24%                 |       |
|              |              | <b>WHITE - TOTAL</b> | \$4,630              | \$4,668  | \$4,668  | \$5,239  | \$5,228  | \$1,326         | -5.80%                 | -0.21%                   | 6.24%                 |       |
|              | <b>TOTAL</b> | \$14,219             | \$14,028             | \$13,279 | \$13,562 | \$13,188 | \$3,719  | -5.94%          | -2.75%                 | 5.31%                    |                       |       |
| SPAIN        | RED          | IMPORT BOTTLED       | \$12,310             | \$11,717 | \$12,958 | \$16,020 | \$17,229 | \$5,632         | 7.08%                  | 7.54%                    | 7.53%                 |       |
|              |              | <b>RED - TOTAL</b>   | \$12,310             | \$11,717 | \$12,958 | \$16,020 | \$17,229 | \$5,632         | 7.08%                  | 7.54%                    | 7.53%                 |       |
|              | ROSE         | IMPORT BOTTLED       | \$202                | \$195    | \$233    | \$188    | \$206    | \$45            | 53.33%                 | 9.41%                    | 13.61%                |       |
|              |              | <b>ROSE - TOTAL</b>  | \$202                | \$195    | \$233    | \$188    | \$206    | \$45            | 53.33%                 | 9.41%                    | 13.61%                |       |
|              | WHITE        | IMPORT BOTTLED       | \$729                | \$718    | \$816    | \$1,075  | \$1,101  | \$353           | 40.01%                 | 2.42%                    | 16.60%                |       |
|              |              | <b>WHITE - TOTAL</b> | \$729                | \$718    | \$816    | \$1,075  | \$1,101  | \$353           | 40.01%                 | 2.42%                    | 16.60%                |       |
|              | <b>TOTAL</b> | \$13,240             | \$12,631             | \$14,007 | \$17,283 | \$18,536 | \$6,030  | 8.82%           | 7.25%                  | 8.14%                    |                       |       |
| SWITZERLAND  | RED          | IMPORT BOTTLED       | \$3                  | \$0      | \$0      | \$0      | \$0      | \$0             | n/a                    | n/a                      | 0.00%                 |       |
|              |              | <b>RED - TOTAL</b>   | \$3                  | \$0      | \$0      | \$0      | \$0      | \$0             | n/a                    | n/a                      | 0.00%                 |       |
|              | WHITE        | IMPORT BOTTLED       | \$2                  | \$0      | \$7      | \$2      | \$0      | \$0             | -100.00%               | -99.04%                  | 0.00%                 |       |
|              |              | <b>WHITE - TOTAL</b> | \$2                  | \$0      | \$7      | \$2      | \$0      | \$0             | -100.00%               | -99.04%                  | 0.00%                 |       |
|              | <b>TOTAL</b> | \$5                  | \$0                  | \$7      | \$2      | \$0      | \$0      | -100.00%        | -99.04%                | 0.00%                    |                       |       |
| TURKEY       | RED          | IMPORT BOTTLED       | \$0                  | \$3      | \$0      | \$7      | \$5      | \$1             | -67.40%                | -37.19%                  | 6.57%                 |       |

**IMPORT WINE MARKET**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN RETAIL DOLLARS (000s)**

|                             |                          |                                  | 2008             | 2009             | 2010             | 2011             | 2012             | CURRENT QUARTER  | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2013 |
|-----------------------------|--------------------------|----------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------------|--------------------------|-----------------------|
| TABLE WINE                  | TURKEY                   | RED                              |                  |                  |                  |                  |                  |                  |                        |                          |                       |
|                             |                          | <b>RED - TOTAL</b>               | <b>\$0</b>       | <b>\$3</b>       | <b>\$0</b>       | <b>\$7</b>       | <b>\$5</b>       | <b>\$1</b>       | <b>-67.40%</b>         | <b>-37.19%</b>           | <b>6.57%</b>          |
|                             |                          | <b>TOTAL</b>                     | <b>\$0</b>       | <b>\$3</b>       | <b>\$0</b>       | <b>\$7</b>       | <b>\$5</b>       | <b>\$1</b>       | <b>-67.40%</b>         | <b>-37.19%</b>           | <b>6.57%</b>          |
|                             | UNITED STATES OF AMERICA | ICE WINE                         |                  |                  |                  |                  |                  |                  |                        |                          |                       |
|                             |                          | WHITE                            |                  |                  |                  |                  |                  |                  |                        |                          |                       |
|                             |                          | IMPORT BOTTLED                   | \$0              | \$0              | \$0              | \$0              | \$2              | \$0              | n/a                    | n/a                      | 0.00%                 |
|                             |                          | <b>ICE WINE WHITE - TOTAL</b>    | <b>\$0</b>       | <b>\$0</b>       | <b>\$0</b>       | <b>\$0</b>       | <b>\$2</b>       | <b>\$0</b>       | <b>n/a</b>             | <b>n/a</b>               | <b>0.00%</b>          |
|                             |                          | RED                              |                  |                  |                  |                  |                  |                  |                        |                          |                       |
|                             |                          | CANADA BOTTLED                   | \$3,633          | \$3,774          | \$3,566          | \$3,008          | \$2,623          | \$679            | -16.85%                | -12.83%                  | 1.57%                 |
|                             |                          | IMPORT BOTTLED                   | \$51,630         | \$49,423         | \$53,668         | \$61,062         | \$73,418         | \$25,396         | 20.45%                 | 20.24%                   | 17.66%                |
|                             |                          | <b>RED - TOTAL</b>               | <b>\$55,263</b>  | <b>\$53,197</b>  | <b>\$57,234</b>  | <b>\$64,070</b>  | <b>\$76,041</b>  | <b>\$26,075</b>  | <b>19.06%</b>          | <b>18.68%</b>            | <b>17.11%</b>         |
|                             |                          | ROSE                             |                  |                  |                  |                  |                  |                  |                        |                          |                       |
|                             |                          | CANADA BOTTLED                   | \$84             | \$84             | \$46             | \$9              | \$5              | \$0              | -79.17%                | -39.41%                  | 1.32%                 |
|                             |                          | IMPORT BOTTLED                   | \$4,702          | \$4,465          | \$4,334          | \$4,191          | \$4,124          | \$1,135          | -3.62%                 | -1.61%                   | 6.66%                 |
|                             |                          | <b>ROSE - TOTAL</b>              | <b>\$4,786</b>   | <b>\$4,549</b>   | <b>\$4,380</b>   | <b>\$4,200</b>   | <b>\$4,129</b>   | <b>\$1,135</b>   | <b>-3.75%</b>          | <b>-1.68%</b>            | <b>6.65%</b>          |
|                             |                          | WHITE                            |                  |                  |                  |                  |                  |                  |                        |                          |                       |
|                             |                          | CANADA BOTTLED                   | \$1,959          | \$2,007          | \$1,768          | \$1,535          | \$1,111          | \$259            | -27.44%                | -27.58%                  | 2.22%                 |
|                             |                          | IMPORT BOTTLED                   | \$22,041         | \$22,188         | \$23,553         | \$25,421         | \$27,739         | \$8,019          | 9.53%                  | 9.12%                    | 15.11%                |
|                             |                          | <b>WHITE - TOTAL</b>             | <b>\$24,000</b>  | <b>\$24,195</b>  | <b>\$25,321</b>  | <b>\$26,956</b>  | <b>\$28,850</b>  | <b>\$8,277</b>   | <b>7.82%</b>           | <b>7.03%</b>             | <b>14.62%</b>         |
|                             |                          | <b>TOTAL</b>                     | <b>\$84,049</b>  | <b>\$81,941</b>  | <b>\$86,935</b>  | <b>\$95,226</b>  | <b>\$109,022</b> | <b>\$35,488</b>  | <b>15.38%</b>          | <b>14.49%</b>            | <b>16.05%</b>         |
|                             | URUGUAY                  | RED                              |                  |                  |                  |                  |                  |                  |                        |                          |                       |
|                             |                          | IMPORT BOTTLED                   | \$22             | \$19             | \$58             | \$24             | \$19             | \$7              | 18.37%                 | -19.94%                  | 3.18%                 |
|                             |                          | <b>RED - TOTAL</b>               | <b>\$22</b>      | <b>\$19</b>      | <b>\$58</b>      | <b>\$24</b>      | <b>\$19</b>      | <b>\$7</b>       | <b>18.37%</b>          | <b>-19.94%</b>           | <b>3.18%</b>          |
|                             |                          | WHITE                            |                  |                  |                  |                  |                  |                  |                        |                          |                       |
|                             |                          | IMPORT BOTTLED                   | \$0              | \$0              | \$1              | \$1              | \$0              | \$0              | 100.00%                | -101.45%                 | 0.00%                 |
|                             |                          | <b>WHITE - TOTAL</b>             | <b>\$0</b>       | <b>\$0</b>       | <b>\$1</b>       | <b>\$1</b>       | <b>\$0</b>       | <b>\$0</b>       | <b>100.00%</b>         | <b>-101.45%</b>          | <b>0.00%</b>          |
|                             |                          | <b>TOTAL</b>                     | <b>\$22</b>      | <b>\$19</b>      | <b>\$59</b>      | <b>\$25</b>      | <b>\$19</b>      | <b>\$7</b>       | <b>18.59%</b>          | <b>-22.89%</b>           | <b>3.18%</b>          |
| IMPORT TABLE WINE - SUMMARY |                          | CANADA BOTTLED                   | \$12,142         | \$11,928         | \$10,342         | \$8,520          | \$7,664          | \$1,960          | -12.36%                | -10.06%                  | 7.27%                 |
|                             |                          | IMPORT BOTTLED                   | \$427,559        | \$410,737        | \$425,526        | \$450,272        | \$475,347        | \$152,193        | 4.49%                  | 5.57%                    | 13.61%                |
|                             |                          | <b>IMPORT TABLE WINE - TOTAL</b> | <b>\$439,701</b> | <b>\$422,666</b> | <b>\$435,868</b> | <b>\$458,792</b> | <b>\$483,010</b> | <b>\$154,153</b> | <b>4.23%</b>           | <b>5.28%</b>             | <b>13.51%</b>         |
| SPARKLING WINE              |                          | ARGENTINA                        |                  |                  |                  |                  |                  |                  |                        |                          |                       |
|                             |                          | RED                              | \$0              | \$0              | \$1              | \$1              | \$1              | \$0              | -100.00%               | -56.25%                  | 0.00%                 |
|                             |                          | ROSE                             | \$0              | \$0              | \$2              | \$4              | \$2              | \$2              | 182.23%                | -34.75%                  | 55.90%                |
|                             |                          | WHITE                            | \$29             | \$43             | \$56             | \$47             | \$105            | \$46             | 71.79%                 | 124.64%                  | 5.61%                 |
|                             |                          | <b>TOTAL</b>                     | <b>\$29</b>      | <b>\$43</b>      | <b>\$60</b>      | <b>\$52</b>      | <b>\$108</b>     | <b>\$48</b>      | <b>68.92%</b>          | <b>108.36%</b>           | <b>6.76%</b>          |

**IMPORT WINE MARKET**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN RETAIL DOLLARS (000s)**

|                |                  |                 | 2008            | 2009            | 2010            | 2011            | 2012           | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2013 |
|----------------|------------------|-----------------|-----------------|-----------------|-----------------|-----------------|----------------|-----------------|------------------------|--------------------------|-----------------------|
| SPARKLING WINE | AUSTRALIA        | RED             | \$332           | \$232           | \$193           | \$177           | \$140          | \$43            | -35.09%                | -20.84%                  | 1.18%                 |
|                |                  | ROSE            | \$736           | \$1,273         | \$1,280         | \$1,169         | \$1,194        | \$401           | -7.15%                 | 2.17%                    | 3.47%                 |
|                |                  | WHITE           | \$2,097         | \$2,008         | \$1,696         | \$1,526         | \$1,523        | \$657           | -0.12%                 | -0.17%                   | 4.99%                 |
|                |                  | <b>TOTAL</b>    | <b>\$3,165</b>  | <b>\$3,514</b>  | <b>\$3,169</b>  | <b>\$2,872</b>  | <b>\$2,858</b> | <b>\$1,102</b>  | <b>-4.76%</b>          | <b>-0.49%</b>            | <b>4.17%</b>          |
| AUSTRIA        | ROSE             | \$0             | \$0             | \$0             | \$0             | \$0             | \$0            | n/a             | n/a                    | 0.00%                    |                       |
|                | <b>TOTAL</b>     | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>     | <b>n/a</b>      | <b>n/a</b>             | <b>0.00%</b>             |                       |
| CHILE          | ROSE             | \$200           | \$306           | \$280           | \$373           | \$326           | \$94           | -18.67%         | -12.48%                | 1.27%                    |                       |
|                | WHITE            | \$14            | \$2             | \$2             | \$2             | \$1             | \$0            | -100.00%        | -68.29%                | 0.00%                    |                       |
|                | <b>TOTAL</b>     | <b>\$214</b>    | <b>\$309</b>    | <b>\$282</b>    | <b>\$375</b>    | <b>\$327</b>    | <b>\$94</b>    | <b>-20.17%</b>  | <b>-12.81%</b>         | <b>1.27%</b>             |                       |
| CHINA          | WHITE            | \$0             | \$0             | \$0             | \$3             | \$4             | \$1            | -5.80%          | 29.99%                 | 0.50%                    |                       |
|                | <b>TOTAL</b>     | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$3</b>      | <b>\$4</b>      | <b>\$1</b>     | <b>-5.80%</b>   | <b>29.99%</b>          | <b>0.50%</b>             |                       |
| CZECH REPUBLIC | WHITE            | \$23            | \$4             | \$0             | \$0             | \$0             | \$0            | n/a             | n/a                    | 0.00%                    |                       |
|                | <b>TOTAL</b>     | <b>\$23</b>     | <b>\$4</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>     | <b>n/a</b>      | <b>n/a</b>             | <b>0.00%</b>             |                       |
| FRANCE         | RED              | \$0             | \$0             | \$0             | \$21            | \$0             | \$0            | -100.00%        | -100.00%               | 0.00%                    |                       |
|                | ROSE             | \$1,214         | \$1,158         | \$1,339         | \$1,519         | \$1,689         | \$646          | 3.96%           | 11.22%                 | 16.21%                   |                       |
|                | ROSE TABLE WINE  | \$0             | \$0             | \$41            | \$80            | \$117           | \$48           | 7.21%           | 46.24%                 | 6.76%                    |                       |
|                | WHITE            | \$11,233        | \$9,809         | \$9,897         | \$9,978         | \$10,071        | \$4,160        | -0.40%          | 0.93%                  | 27.36%                   |                       |
|                | WHITE TABLE WINE | \$135           | \$132           | \$192           | \$181           | \$151           | \$64           | 10.00%          | -16.93%                | 16.14%                   |                       |
|                | <b>TOTAL</b>     | <b>\$12,582</b> | <b>\$11,100</b> | <b>\$11,469</b> | <b>\$11,779</b> | <b>\$12,027</b> | <b>\$4,918</b> | <b>0.35%</b>    | <b>2.11%</b>           | <b>25.46%</b>            |                       |
| GERMANY        | ROSE             | \$0             | \$150           | \$274           | \$302           | \$351           | \$158          | -5.87%          | 16.24%                 | 4.54%                    |                       |
|                | WHITE            | \$2,667         | \$2,614         | \$2,859         | \$2,842         | \$2,642         | \$1,162        | -14.03%         | -7.04%                 | 12.69%                   |                       |
|                | <b>TOTAL</b>     | <b>\$2,667</b>  | <b>\$2,764</b>  | <b>\$3,133</b>  | <b>\$3,144</b>  | <b>\$2,993</b>  | <b>\$1,320</b> | <b>-13.13%</b>  | <b>-4.80%</b>          | <b>11.73%</b>            |                       |
| HUNGARY        | WHITE            | \$272           | \$313           | \$317           | \$288           | \$219           | \$82           | -27.43%         | -23.70%                | 1.56%                    |                       |
|                | <b>TOTAL</b>     | <b>\$272</b>    | <b>\$313</b>    | <b>\$317</b>    | <b>\$288</b>    | <b>\$219</b>    | <b>\$82</b>    | <b>-27.43%</b>  | <b>-23.70%</b>         | <b>1.56%</b>             |                       |
| ISRAEL         | WHITE            | \$4             | \$0             | \$0             | \$0             | \$0             | \$0            | n/a             | n/a                    | 0.00%                    |                       |
|                | <b>TOTAL</b>     | <b>\$4</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>      | <b>\$0</b>     | <b>n/a</b>      | <b>n/a</b>             | <b>0.00%</b>             |                       |

**IMPORT WINE MARKET**  
**ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR**  
**SALES IN RETAIL DOLLARS (000s)**

|                                      |                |                | 2008            | 2009            | 2010            | 2011            | 2012            | CURRENT<br>QUARTER | % CHG<br>SAME QTR<br>PREV YR | % CHG<br>CURR YR VS<br>PREV YR | LICENSEE<br>% SALES<br>2013 |
|--------------------------------------|----------------|----------------|-----------------|-----------------|-----------------|-----------------|-----------------|--------------------|------------------------------|--------------------------------|-----------------------------|
| SPARKLING WINE                       | ITALY          | RED            | \$0             | \$1             | \$0             | \$0             | \$4             | \$0                | n/a                          | n/a                            | 0.00%                       |
|                                      |                | ROSE           | \$135           | \$194           | \$246           | \$230           | \$252           | \$117              | 31.59%                       | 9.65%                          | 12.85%                      |
|                                      |                | WHITE          | \$2,552         | \$3,042         | \$3,485         | \$4,036         | \$4,808         | \$1,887            | 18.66%                       | 19.12%                         | 23.77%                      |
|                                      |                | <b>TOTAL</b>   | <b>\$2,686</b>  | <b>\$3,237</b>  | <b>\$3,730</b>  | <b>\$4,266</b>  | <b>\$5,064</b>  | <b>\$2,004</b>     | <b>19.35%</b>                | <b>18.60%</b>                  | <b>23.23%</b>               |
|                                      | NEW<br>ZEALAND | ROSE           | \$4             | \$1             | \$1             | \$49            | \$138           | \$50               | 10.67%                       | 180.29%                        | 9.07%                       |
|                                      |                | WHITE          | \$114           | \$76            | \$114           | \$354           | \$335           | \$119              | -16.21%                      | -5.24%                         | 9.58%                       |
|                                      |                | <b>TOTAL</b>   | <b>\$118</b>    | <b>\$77</b>     | <b>\$115</b>    | <b>\$403</b>    | <b>\$473</b>    | <b>\$169</b>       | <b>-9.67%</b>                | <b>17.49%</b>                  | <b>9.43%</b>                |
|                                      | PORTUGAL       | ROSE           | \$4             | \$17            | \$12            | \$0             | \$0             | \$0                | n/a                          | -100.00%                       | 0.00%                       |
|                                      |                | WHITE          | \$5             | \$5             | \$8             | \$2             | \$5             | \$1                | 15.24%                       | 108.01%                        | 38.13%                      |
|                                      |                | <b>TOTAL</b>   | <b>\$10</b>     | <b>\$22</b>     | <b>\$20</b>     | <b>\$3</b>      | <b>\$5</b>      | <b>\$1</b>         | <b>15.24%</b>                | <b>71.14%</b>                  | <b>38.13%</b>               |
| SOUTH<br>AFRICA                      | ROSE           | \$0            | \$9             | \$0             | \$4             | \$3             | \$1             | 49.99%             | -33.33%                      | 0.00%                          |                             |
|                                      | WHITE          | \$46           | \$211           | \$306           | \$271           | \$231           | \$67            | -25.63%            | -14.76%                      | 5.26%                          |                             |
|                                      | <b>TOTAL</b>   | <b>\$46</b>    | <b>\$220</b>    | <b>\$306</b>    | <b>\$275</b>    | <b>\$234</b>    | <b>\$67</b>     | <b>-25.18%</b>     | <b>-15.03%</b>               | <b>5.26%</b>                   |                             |
| SPAIN                                | RED            | \$1            | \$0             | \$1             | \$1             | \$1             | \$0             | n/a                | 9.99%                        | 0.00%                          |                             |
|                                      | ROSE           | \$328          | \$267           | \$359           | \$311           | \$235           | \$75            | -28.23%            | -24.57%                      | 10.44%                         |                             |
|                                      | WHITE          | \$4,920        | \$4,573         | \$4,802         | \$4,705         | \$4,523         | \$1,771         | -12.87%            | -3.88%                       | 17.54%                         |                             |
|                                      | <b>TOTAL</b>   | <b>\$5,248</b> | <b>\$4,840</b>  | <b>\$5,161</b>  | <b>\$5,018</b>  | <b>\$4,759</b>  | <b>\$1,846</b>  | <b>-13.62%</b>     | <b>-5.16%</b>                | <b>17.19%</b>                  |                             |
| UNITED<br>STATES OF<br>AMERICA       | ROSE           | \$28           | \$223           | \$162           | \$54            | \$28            | \$10            | -0.04%             | -47.53%                      | 13.46%                         |                             |
|                                      | WHITE          | \$2,055        | \$1,824         | \$1,905         | \$1,823         | \$1,685         | \$647           | -6.10%             | -7.61%                       | 10.95%                         |                             |
|                                      | <b>TOTAL</b>   | <b>\$2,083</b> | <b>\$2,047</b>  | <b>\$2,067</b>  | <b>\$1,877</b>  | <b>\$1,713</b>  | <b>\$657</b>    | <b>-6.01%</b>      | <b>-8.74%</b>                | <b>10.99%</b>                  |                             |
| <b>IMPORT SPARKLING WINE - TOTAL</b> |                |                | <b>\$29,146</b> | <b>\$28,489</b> | <b>\$29,830</b> | <b>\$30,355</b> | <b>\$30,785</b> | <b>\$12,309</b>    | <b>-2.55%</b>                | <b>1.42%</b>                   | <b>18.80%</b>               |
| WINE - GIFT PACKS                    | AUSTRALIA      | \$126          | \$115           | \$78            | \$2             | \$0             | \$0             | n/a                | -100.00%                     | 0.00%                          |                             |
|                                      | CHILE          | \$0            | \$0             | \$0             | \$16            | \$4             | \$1             | -91.26%            | -71.41%                      | 10.05%                         |                             |
|                                      | FRANCE         | \$82           | \$89            | \$155           | \$162           | \$183           | \$165           | 27.72%             | 13.03%                       | 2.63%                          |                             |
|                                      | ITALY          | \$76           | \$13            | \$0             | \$26            | \$5             | \$0             | -100.00%           | -81.60%                      | 0.00%                          |                             |
|                                      | PORTUGAL       | \$4            | \$6             | \$0             | \$0             | \$0             | \$0             | n/a                | n/a                          | 0.00%                          |                             |



**IMPORT WINE MARKET**  
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**SALES IN RETAIL DOLLARS (000s)**

|   |                             | 2008             | 2009             | 2010             | 2011             | 2012             | CURRENT<br>QUARTER | % CHG<br>SAME QTR<br>PREV YR | % CHG<br>CURR YR VS<br>PREV YR | LICENSEE<br>% SALES<br>2013 |
|---|-----------------------------|------------------|------------------|------------------|------------------|------------------|--------------------|------------------------------|--------------------------------|-----------------------------|
| WINE - GIFT PACKS                       | SOUTH AFRICA                | \$0              | \$94             | \$7              | \$0              | \$39             | \$39               | n/a                          | n/a                            | 0.14%                       |
|   | SPAIN                       | \$0              | \$48             | \$24             | \$0              | \$37             | \$37               | n/a                          | 104,242.46%                    | 0.79%                       |
|   | UNITED STATES OF<br>AMERICA | \$0              | \$0              | \$0              | \$40             | \$3              | \$0                | -100.00%                     | -91.93%                        | 0.00%                       |
| <b>IMPORT WINE - GIFT PACKS - TOTAL</b> |                             | <b>\$288</b>     | <b>\$364</b>     | <b>\$263</b>     | <b>\$245</b>     | <b>\$271</b>     | <b>\$243</b>       | <b>16.82%</b>                | <b>10.90%</b>                  | <b>2.09%</b>                |
| <b>IMPORT WINE - TOTAL</b>              |                             | <b>\$486,225</b> | <b>\$467,407</b> | <b>\$481,977</b> | <b>\$505,512</b> | <b>\$530,346</b> | <b>\$172,317</b>   | <b>3.66%</b>                 | <b>4.91%</b>                   | <b>14.17%</b>               |

# GLOSSARY AND EXPLANATORY NOTES

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| <b>"CANADA BOTTLED"</b>                | This is used in the imported wine market section to show wines that were imported in bulk and bottled in Canada.   |
| <b>"IMPORT BOTTLED"</b>                | This is used in the imported wine market section to indicate imported wine bottled outside of Canada.  |
| <b>Domestic Beer</b>                   | The Domestic Beer Market section was revised in September 2012 to reflect sales as follows:<br>a) Breweries with Annual Production over 160,000HL<br>b) Breweries with Annual Production over 15,000HL and up to 160,000HL<br>c) Breweries with Annual Production up to 15,000HL |
| <b>Negative Sales</b>                  | Occasionally, negative sales are reported. This is usually due to adjustments or product returns.  |
| <b>Periods</b>                         | Refers to the LDB's financial periods which correspond approximately to calendar months.   |
| <b>Retail Dollar Sales</b>             | Value of sales before any applicable discounts are applied and without GST, PST, or HST.   |
| <b>Vintners Quality Alliance (VQA)</b> | This is a quality designation for wine. British Columbia VQA wines are made entirely from grapes grown in the province and are certified by a panel of experts.  |

# Contact Information

For more information about the Quarterly Market Review, please contact the LDB's Information and Privacy Department:

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