

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN LITRES

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
APERITIF, DESSERT AND FORTIFIED WINE	FLAVOURED	AUSTRALIA	2,930	2,545	2,729	2,224	1,816	344	-23.92%	-18.31%	2.35%
		CHINA	0	0	2,314	2,196	1,731	589	-6.32%	-21.17%	2.64%
		FRANCE	0	0	0	94	476	63	-32.94%	403.17%	0.00%
		ITALY	74	16	5,667	16,056	15,527	2,504	-24.15%	-3.30%	11.39%
		SLOVAK REPUBLIC	0	0	0	0	58	0	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	12,778	4,072	3,598	3,862	19,327	5,261	338.71%	400.47%	0.26%
		FLAVOURED	15,783	6,634	14,310	24,432	41,959	8,761	54.37%	59.12%	4.97%
FRUIT	ARMENIA	1	0	0	0	0	0	n/a	n/a	0.00%	
	DENMARK	0	-1	1	0	0	0	n/a	n/a	0.00%	
	FRANCE	0	0	16	9	9	0	n/a	0.00%	0.00%	
	JAPAN	10,024	11,276	10,391	10,455	10,884	2,755	6.21%	4.11%	24.12%	
	KOREA - SOUTH	438	150	182	190	224	88	136.00%	18.17%	7.49%	
	TURKEY	0	21	3	0	0	0	n/a	n/a	0.00%	
	UNITED STATES OF AMERICA	1,968	2,464	3,345	3,826	6,734	1,976	126.29%	75.97%	31.77%	
FRUIT	12,431	13,911	13,937	14,480	17,851	4,819	37.51%	23.28%	26.84%		
MADEIRA	PORTUGAL	5,528	5,215	5,326	5,248	4,648	1,022	-24.36%	-11.44%	23.95%	
	MADEIRA	5,528	5,215	5,326	5,248	4,648	1,022	-24.36%	-11.44%	23.95%	
MONTILLA	SPAIN	11,390	9,657	10,158	11,105	11,217	3,252	22.87%	1.01%	5.26%	
	MONTILLA	11,390	9,657	10,158	11,105	11,217	3,252	22.87%	1.01%	5.26%	
OTHER	AUSTRALIA	0	8	0	170	278	116	84.52%	63.39%	3.23%	
	OTHER	0	8	0	170	278	116	84.52%	63.39%	3.23%	
OTHER FORTIFIED	ARGENTINA	0	0	5	30	0	0	n/a	-100.00%	0.00%	
	AUSTRALIA	429	452	627	458	153	21	-83.23%	-66.69%	26.54%	
	CHINA	7,215	5,925	7,005	6,807	6,641	1,812	-13.37%	-2.44%	18.44%	
	FRANCE	35,920	34,040	32,603	33,485	35,034	7,538	1.31%	4.63%	8.42%	

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APERITIF, DESSERT AND FORTIFIED WINE	OTHER FORTIFIED	GREECE	516	58	91	31	0	n/a	-100.00%	0.00%	
		ITALY	15,768	14,995	14,876	14,553	14,222	3,544	5.48%	-2.28%	31.99%
		JAPAN	36	81	428	893	1,309	235	-1.47%	46.58%	88.30%
		KOREA - SOUTH	5,920	4,530	7,174	10,716	10,785	2,715	5.84%	0.65%	36.13%
		SPAIN	0	44	0	0	0	0	n/a	n/a	0.00%
		UNITED STATES OF AMERICA	2,087	1,732	1,708	1,626	1,413	316	-19.27%	-13.10%	26.80%
		URUGUAY	4	0	14	0	0	0	n/a	n/a	0.00%
		OTHER FORTIFIED	67,895	61,858	64,530	68,600	69,558	16,181	-0.19%	1.40%	20.41%
PORT	AUSTRALIA	31,192	22,171	19,268	18,341	16,983	4,158	-9.41%	-7.40%	9.26%	
	PORTUGAL	91,233	84,771	85,783	81,383	80,283	16,623	-1.45%	-1.35%	9.68%	
	SOUTH AFRICA	20,633	17,627	19,152	19,788	16,948	3,060	-28.23%	-14.35%	10.44%	
	UNITED STATES OF AMERICA	32	22	58	22	35	26	43.75%	55.00%	25.81%	
	PORT	143,091	124,591	124,262	119,534	114,249	23,867	-7.28%	-4.42%	9.74%	
SAKE	JAPAN	66,615	68,161	72,960	73,436	82,520	22,635	20.42%	12.37%	38.32%	
	KOREA - SOUTH	2,894	2,368	1,841	2,091	1,754	359	-21.80%	-16.13%	41.08%	
	UNITED STATES OF AMERICA	318,615	317,395	311,893	314,207	310,297	81,179	0.83%	-1.24%	65.05%	
SAKE	388,124	387,925	386,694	389,734	394,571	104,173	4.41%	1.24%	59.35%		
SHERRY	AUSTRALIA	29,527	28,232	33,693	37,652	30,148	7,502	-22.38%	-19.93%	1.06%	
	NEW ZEALAND	27,583	22,142	4,885	-2	0	0	100.00%	100.00%	0.00%	
	SOUTH AFRICA	29,592	22,851	25,760	20,298	18,940	2,744	-47.43%	-6.69%	0.44%	
	SPAIN	75,031	67,791	66,361	63,653	60,934	13,252	2.65%	-4.27%	2.23%	
	SHERRY	161,733	141,015	130,699	121,601	110,023	23,496	-15.43%	-9.52%	1.60%	
VERMOUTH	FRANCE	22,973	21,032	19,551	17,949	12,790	2,840	-29.53%	-28.74%	13.84%	
	ITALY	219,099	210,184	201,287	189,882	187,881	41,462	3.11%	-1.05%	6.13%	
	SLOVAK REPUBLIC	0	0	0	0	58	0	n/a	n/a	0.00%	
	UNITED STATES OF AMERICA	68	225	222	276	262	45	-9.09%	-4.89%	41.14%	

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APERITIF, DESSERT AND FORTIFIED WINE	VERMOUTH	VERMOUTH	242,140	231,442	221,060	208,106	200,992	44,346	0.13%	-3.45%	6.67%	
IMPORT APERITIF, DESSERT AND FORTIFIED WINE - TOTAL			1,048,115	982,256	970,976	963,012	965,345	230,035	1.32%	0.24%	29.32%	
TABLE WINE	ARGENTINA	RED	IMPORT BOTTLED	1,723,270	2,214,805	2,499,389	2,589,890	2,560,898	607,755	-1.98%	-1.12%	13.26%
		RED - TOTAL	1,723,270	2,214,805	2,499,389	2,589,890	2,560,898	607,755	-1.98%	-1.12%	13.26%	
	ROSE	IMPORT BOTTLED	121	3,648	8,165	9,712	5,518	944	-54.76%	-43.18%	1.56%	
		ROSE - TOTAL	121	3,648	8,165	9,712	5,518	944	-54.76%	-43.18%	1.56%	
	WHITE	IMPORT BOTTLED	215,235	332,252	346,662	365,824	368,405	75,036	-10.61%	0.71%	8.03%	
		WHITE - TOTAL	215,235	332,252	346,662	365,824	368,405	75,036	-10.61%	0.71%	8.03%	
	TOTAL	1,938,625	2,550,705	2,854,217	2,965,425	2,934,821	683,735	-3.17%	-1.03%	12.58%		
ARMENIA	WHITE	IMPORT BOTTLED	47	22	-9	14	0	0	n/a	-100.00%	0.00%	
		WHITE - TOTAL	47	22	-9	14	0	0	n/a	-100.00%	0.00%	
	TOTAL	47	22	-9	14	0	0	n/a	-100.00%	0.00%		
AUSTRALIA	RED	CANADA BOTTLED	12,828	9,228	8,240	14	0	0	n/a	-100.00%	0.00%	
		IMPORT BOTTLED	5,191,779	4,614,743	4,243,230	4,113,296	3,733,167	809,484	-12.28%	-9.24%	9.97%	
		RED - TOTAL	5,204,607	4,623,971	4,251,470	4,113,310	3,733,167	809,484	-12.28%	-9.24%	9.97%	
	ROSE	IMPORT BOTTLED	18,607	20,049	16,254	12,807	13,113	2,204	2.67%	2.39%	3.68%	
		ROSE - TOTAL	18,607	20,049	16,254	12,807	13,113	2,204	2.67%	2.39%	3.68%	
	WHITE	CANADA BOTTLED	11,435	5,862	3,600	0	16	0	n/a	n/a	0.00%	
		IMPORT BOTTLED	2,237,974	2,135,447	1,923,481	1,967,732	1,971,470	410,009	-1.61%	0.19%	6.84%	
WHITE - TOTAL	2,249,410	2,141,308	1,927,081	1,967,732	1,971,486	410,009	-1.61%	0.19%	6.84%			
TOTAL	7,472,624	6,785,328	6,194,805	6,093,849	5,717,766	1,221,697	-8.94%	-6.17%	8.88%			
AUSTRIA	RED	IMPORT BOTTLED	919	1,486	457	1,107	1,759	615	136.31%	58.88%	8.40%	
		RED - TOTAL	919	1,486	457	1,107	1,759	615	136.31%	58.88%	8.40%	
	ROSE	IMPORT BOTTLED	152	594	9	0	0	0	n/a	n/a	0.00%	
		ROSE - TOTAL	152	594	9	0	0	0	n/a	n/a	0.00%	
	WHITE	IMPORT BOTTLED	6,927	7,011	12,646	8,953	7,758	1,473	-31.81%	-13.34%	21.06%	

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TABLE WINE	AUSTRIA	WHITE	WHITE - TOTAL	6,927	7,011	12,646	8,953	7,758	1,473	-31.81%	-13.34%	21.06%
		TOTAL	7,997	9,092	13,112	10,060	9,517	2,088	-13.73%	-5.39%	18.72%	
BULGARIA	RED	IMPORT BOTTLED	3,586	122	70	657	636	220	44.12%	-3.20%	-1.89%	
		RED - TOTAL	3,586	122	70	657	636	220	44.12%	-3.20%	-1.89%	
	WHITE	IMPORT BOTTLED	0	0	135	909	315	9	-93.75%	-65.35%	0.00%	
		WHITE - TOTAL	0	0	135	909	315	9	-93.75%	-65.35%	0.00%	
TOTAL	3,586	122	206	1,566	951	230	-22.73%	-39.27%	-0.32%			
CHILE	RED	CANADA BOTTLED	294,555	243,662	182,668	140,011	107,775	26,429	-15.98%	-23.02%	27.09%	
		IMPORT BOTTLED	2,065,653	2,144,261	2,205,790	2,219,274	2,109,938	488,934	-7.53%	-4.93%	5.84%	
		RED - TOTAL	2,360,208	2,387,924	2,388,459	2,359,286	2,217,713	515,363	-8.00%	-6.00%	6.87%	
	ROSE	IMPORT BOTTLED	8,768	7,640	7,458	6,634	5,228	671	-9.69%	-21.20%	2.71%	
		ROSE - TOTAL	8,768	7,640	7,458	6,634	5,228	671	-9.69%	-21.20%	2.71%	
	WHITE	CANADA BOTTLED	228,014	193,756	139,380	103,490	83,769	22,451	-0.03%	-19.06%	27.75%	
IMPORT BOTTLED		808,215	921,307	970,600	992,914	1,037,696	218,661	2.05%	4.51%	8.85%		
WHITE - TOTAL		1,036,228	1,115,063	1,109,980	1,096,403	1,121,465	241,112	1.86%	2.29%	10.26%		
TOTAL	3,405,204	3,510,626	3,505,897	3,462,323	3,344,406	757,146	-5.08%	-3.41%	8.00%			
CHINA	RED	IMPORT BOTTLED	4,882	3,449	2,747	1,430	418	103	-69.76%	-70.72%	3.76%	
		RED - TOTAL	4,882	3,449	2,747	1,430	418	103	-69.76%	-70.72%	3.76%	
	WHITE	IMPORT BOTTLED	328	228	262	842	1,373	354	5.83%	63.19%	13.76%	
		WHITE - TOTAL	328	228	262	842	1,373	354	5.83%	63.19%	13.76%	
TOTAL	5,210	3,677	3,010	2,271	1,792	457	-32.26%	-21.10%	11.43%			
CROATIA	RED	IMPORT BOTTLED	4,561	4,312	2,845	1,390	103	0	-100.00%	-92.61%	0.00%	
		RED - TOTAL	4,561	4,312	2,845	1,390	103	0	-100.00%	-92.61%	0.00%	
	WHITE	IMPORT BOTTLED	4	90	198	0	0	0	n/a	n/a	0.00%	
		WHITE - TOTAL	4	90	198	0	0	0	n/a	n/a	0.00%	
TOTAL	4,565	4,402	3,043	1,390	103	0	-100.00%	-92.61%	0.00%			

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TABLE WINE	CZECH REPUBLIC	RED	IMPORT BOTTLED	1,074	596	10	1	0	0	n/a	-100.00%	0.00%
			RED - TOTAL	1,074	596	10	1	0	0	n/a	-100.00%	0.00%
		WHITE	IMPORT BOTTLED	1,327	770	10	0	0	0	n/a	n/a	0.00%
			WHITE - TOTAL	1,327	770	10	0	0	0	n/a	n/a	0.00%
			TOTAL	2,401	1,366	21	1	0	0	n/a	-100.00%	0.00%
FRANCE	RED	CANADA BOTTLED	143,152	180,400	155,241	173,323	212,369	55,395	16.20%	22.53%	1.52%	
		IMPORT BOTTLED	1,483,065	1,393,838	1,408,131	1,407,481	1,431,004	327,595	3.67%	1.67%	8.46%	
		RED - TOTAL	1,626,217	1,574,238	1,563,372	1,580,804	1,643,373	382,990	5.31%	3.96%	7.56%	
	ROSE	IMPORT BOTTLED	43,297	68,481	62,138	64,777	78,442	10,002	41.62%	21.09%	8.92%	
		ROSE - TOTAL	43,297	68,481	62,138	64,777	78,442	10,002	41.62%	21.09%	8.92%	
	WHITE	CANADA BOTTLED	62,934	77,184	49,748	59,288	73,960	17,460	8.12%	24.75%	1.42%	
		IMPORT BOTTLED	693,776	628,013	601,443	562,322	576,892	118,580	2.28%	2.59%	14.93%	
		WHITE - TOTAL	756,710	705,197	651,191	621,610	650,852	136,040	3.00%	4.70%	13.40%	
		TOTAL	2,426,224	2,347,915	2,276,701	2,267,191	2,372,667	529,033	5.21%	4.65%	9.21%	
	GEORGIA	RED	IMPORT BOTTLED	0	0	6,099	8,810	11,241	2,935	102.12%	27.59%	1.83%
RED - TOTAL			0	0	6,099	8,810	11,241	2,935	102.12%	27.59%	1.83%	
WHITE		IMPORT BOTTLED	0	0	126	560	2,549	682	425.43%	355.02%	1.06%	
		WHITE - TOTAL	0	0	126	560	2,549	682	425.43%	355.02%	1.06%	
		TOTAL	0	0	6,225	9,370	13,790	3,616	128.64%	47.17%	1.69%	
GERMANY	ICE WINE WHITE	IMPORT BOTTLED	2	0	0	7	4	0	-100.00%	-44.44%	0.00%	
		ICE WINE WHITE - TOTAL	2	0	0	7	4	0	-100.00%	-44.44%	0.00%	
	RED	IMPORT BOTTLED	19,642	17,501	17,908	11,697	11,668	2,756	47.89%	-0.24%	5.19%	
		RED - TOTAL	19,642	17,501	17,908	11,697	11,668	2,756	47.89%	-0.24%	5.19%	
	WHITE	IMPORT BOTTLED	475,795	483,583	476,818	474,107	474,305	102,542	5.08%	0.04%	6.08%	
		WHITE - TOTAL	475,795	483,583	476,818	474,107	474,305	102,542	5.08%	0.04%	6.08%	
	TOTAL	495,439	501,084	494,726	485,811	485,977	105,298	5.88%	0.03%	6.06%		

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TABLE WINE	GREECE	RED	IMPORT BOTTLED	75,588	62,582	54,953	50,443	45,952	10,363	-8.42%	-8.90%	66.36%
		RED - TOTAL	75,588	62,582	54,953	50,443	45,952	10,363	-8.42%	-8.90%	66.36%	
		ROSE	IMPORT BOTTLED	32	27	0	0	0	0	n/a	n/a	0.00%
		ROSE - TOTAL	32	27	0	0	0	0	n/a	n/a	0.00%	
		WHITE	IMPORT BOTTLED	63,322	56,452	54,357	50,509	46,218	9,351	-4.47%	-8.50%	56.22%
		WHITE - TOTAL	63,322	56,452	54,357	50,509	46,218	9,351	-4.47%	-8.50%	56.22%	
	TOTAL		138,942	119,061	109,310	100,952	92,170	19,714	-6.59%	-8.70%	61.28%	
	HUNGARY	RED	IMPORT BOTTLED	30,010	24,659	23,948	21,410	28,753	6,141	33.39%	34.29%	1.20%
			RED - TOTAL	30,010	24,659	23,948	21,410	28,753	6,141	33.39%	34.29%	1.20%
		WHITE	IMPORT BOTTLED	85,855	80,400	84,024	90,267	75,688	13,373	-22.49%	-16.15%	6.58%
WHITE - TOTAL			85,855	80,400	84,024	90,267	75,688	13,373	-22.49%	-16.15%	6.58%	
TOTAL		115,866	105,059	107,972	111,677	104,442	19,514	-10.72%	-6.48%	5.09%		
INDIA		ROSE	IMPORT BOTTLED	458	-21	0	0	0	0	n/a	n/a	0.00%
	ROSE - TOTAL		458	-21	0	0	0	0	n/a	n/a	0.00%	
	WHITE	IMPORT BOTTLED	7	2	0	0	1,009	464	n/a	n/a	32.86%	
		WHITE - TOTAL	7	2	0	0	1,009	464	n/a	n/a	32.86%	
	TOTAL		465	-19	0	0	1,009	464	n/a	n/a	32.86%	
	ISRAEL	RED	IMPORT BOTTLED	10,568	9,286	5,610	6,858	7,262	2,468	54.36%	5.89%	3.26%
RED - TOTAL			10,568	9,286	5,610	6,858	7,262	2,468	54.36%	5.89%	3.26%	
ROSE		IMPORT BOTTLED	0	0	120	679	768	218	34.10%	13.15%	22.07%	
		ROSE - TOTAL	0	0	120	679	768	218	34.10%	13.15%	22.07%	
WHITE		IMPORT BOTTLED	4,296	3,612	3,390	3,534	3,412	1,168	41.02%	-3.48%	1.03%	
		WHITE - TOTAL	4,296	3,612	3,390	3,534	3,412	1,168	41.02%	-3.48%	1.03%	
TOTAL		14,864	12,897	9,120	11,071	11,442	3,854	48.82%	3.35%	3.86%		
ITALY	RED	IMPORT BOTTLED	2,229,648	2,139,539	2,135,260	2,166,388	2,192,307	536,772	8.39%	1.20%	15.73%	
		RED - TOTAL	2,229,648	2,139,539	2,135,260	2,166,388	2,192,307	536,772	8.39%	1.20%	15.73%	

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TABLE WINE	ITALY	ROSE	IMPORT BOTTLED	2,602	5,650	32,253	41,628	42,415	6,211	9.29%	1.89%	3.05%
		ROSE - TOTAL		2,602	5,650	32,253	41,628	42,415	6,211	9.29%	1.89%	3.05%
		WHITE	IMPORT BOTTLED	1,129,104	1,161,538	1,197,734	1,263,542	1,370,498	280,362	8.37%	8.46%	20.61%
WHITE - TOTAL		1,129,104	1,161,538	1,197,734	1,263,542	1,370,498	280,362	8.37%	8.46%	20.61%		
TOTAL		3,361,355	3,306,727	3,365,247	3,471,558	3,605,220	823,345	8.39%	3.85%	17.43%		
LEBANON	RED	IMPORT BOTTLED	766	472	341	382	417	108	111.76%	9.02%	55.04%	
		RED - TOTAL		766	472	341	382	417	108	111.76%	9.02%	55.04%
		ROSE	IMPORT BOTTLED	141	17	98	148	101	8	-54.17%	-31.82%	100.00%
ROSE - TOTAL		141	17	98	148	101	8	-54.17%	-31.82%	100.00%		
WHITE	IMPORT BOTTLED	282	114	172	160	40	1	-94.44%	-74.77%	0.00%		
	WHITE - TOTAL		282	114	172	160	40	1	-94.44%	-74.77%	0.00%	
	TOTAL		1,190	603	610	692	559	117	41.82%	-19.20%	65.64%	
MEXICO	RED	IMPORT BOTTLED	1,137	839	1,063	820	558	158	-28.57%	-31.93%	15.32%	
		RED - TOTAL		1,137	839	1,063	820	558	158	-28.57%	-31.93%	15.32%
		WHITE	IMPORT BOTTLED	90	198	324	148	86	18	-42.86%	-42.42%	0.00%
WHITE - TOTAL		90	198	324	148	86	18	-42.86%	-42.42%	0.00%		
TOTAL		1,227	1,037	1,387	968	644	176	-30.36%	-33.54%	15.32%		
MOLDOVA, REPUBLIC OF	RED	IMPORT BOTTLED	104	18	0	0	0	0	n/a	n/a	0.00%	
		RED - TOTAL		104	18	0	0	0	0	n/a	n/a	0.00%
		TOTAL		104	18	0	0	0	0	n/a	n/a	0.00%
MONTENEGRO	RED	IMPORT BOTTLED	3,980	3,455	4,304	4,050	4,389	902	-19.92%	8.37%	1.40%	
		RED - TOTAL		3,980	3,455	4,304	4,050	4,389	902	-19.92%	8.37%	1.40%
		TOTAL		3,980	3,455	4,304	4,050	4,389	902	-19.92%	8.37%	1.40%
MOROCCO	RED	IMPORT BOTTLED	188	11	2	0	0	0	n/a	n/a	0.00%	
		RED - TOTAL		188	11	2	0	0	0	n/a	n/a	0.00%
		TOTAL		188	11	2	0	0	0	n/a	n/a	0.00%

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN LITRES

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013		
TABLE WINE	NEW ZEALAND	RED	IMPORT BOTTLED	62,175	68,534	88,519	100,221	114,700	24,112	-9.01%	14.45%	17.18%	
			RED - TOTAL	62,175	68,534	88,519	100,221	114,700	24,112	-9.01%	14.45%	17.18%	
		ROSE	IMPORT BOTTLED	3,135	620	1,591	693	0	0	n/a	-100.00%	0.00%	
			ROSE - TOTAL	3,135	620	1,591	693	0	0	n/a	-100.00%	0.00%	
		WHITE	CANADA BOTTLED	0	0	0	0	9,074	3,780	n/a	n/a	40.01%	
			IMPORT BOTTLED	519,062	630,766	792,676	947,876	1,161,443	239,126	21.61%	22.53%	19.64%	
			WHITE - TOTAL	519,062	630,766	792,676	947,876	1,170,517	242,906	23.54%	23.49%	19.80%	
			TOTAL	584,372	699,919	882,786	1,048,790	1,285,217	267,018	19.67%	22.54%	19.57%	
		PORTUGAL	RED	CANADA BOTTLED	0	0	0	0	18	0	n/a	n/a	0.00%
				IMPORT BOTTLED	104,165	106,910	125,282	134,748	112,574	28,928	9.73%	-16.46%	4.20%
	RED - TOTAL		104,165	106,910	125,282	134,748	112,592	28,928	9.73%	-16.44%	4.20%		
ROSE	IMPORT BOTTLED		64,427	62,759	76,112	68,705	72,357	13,098	2.74%	5.32%	1.83%		
	ROSE - TOTAL		64,427	62,759	76,112	68,705	72,357	13,098	2.74%	5.32%	1.83%		
WHITE	IMPORT BOTTLED		81,401	92,708	103,537	108,604	119,845	19,306	8.26%	10.35%	4.12%		
	WHITE - TOTAL		81,401	92,708	103,537	108,604	119,845	19,306	8.26%	10.35%	4.12%		
	TOTAL		249,994	262,377	304,930	312,057	304,793	61,332	7.70%	-2.33%	3.61%		
ROMANIA	WHITE		IMPORT BOTTLED	0	0	0	19	0	0	-100.00%	-100.00%	0.00%	
			WHITE - TOTAL	0	0	0	19	0	0	-100.00%	-100.00%	0.00%	
		TOTAL	0	0	0	19	0	0	-100.00%	-100.00%	0.00%		
SLOVENIA	RED	IMPORT BOTTLED	0	0	45	14	0	0	n/a	-100.00%	0.00%		
		RED - TOTAL	0	0	45	14	0	0	n/a	-100.00%	0.00%		
	WHITE	IMPORT BOTTLED	215	346	32	9	17	0	n/a	91.67%	0.00%		
		WHITE - TOTAL	215	346	32	9	17	0	n/a	91.67%	0.00%		
		TOTAL	215	346	76	22	17	0	n/a	-23.33%	0.00%		
SOUTH AFRICA	RED	CANADA BOTTLED	587	768	192	0	0	0	n/a	n/a	0.00%		
		IMPORT BOTTLED	699,871	646,762	608,230	569,196	539,686	129,134	2.43%	-5.18%	4.13%		

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN LITRES

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013	
TABLE WINE	SOUTH AFRICA	RED	RED - TOTAL	700,458	647,530	608,422	569,196	539,686	129,134	2.43%	-5.18%	4.13%
		ROSE	IMPORT BOTTLED	2,210	77	2,751	0	153	0	n/a	n/a	0.00%
			ROSE - TOTAL	2,210	77	2,751	0	153	0	n/a	n/a	0.00%
		WHITE	CANADA BOTTLED	468	648	216	0	0	0	n/a	n/a	0.00%
			IMPORT BOTTLED	374,512	388,366	397,587	424,442	404,676	82,732	-8.78%	-4.66%	5.56%
			WHITE - TOTAL	374,980	389,014	397,803	424,442	404,676	82,732	-8.78%	-4.66%	5.56%
			TOTAL	1,077,648	1,036,622	1,008,976	993,638	944,516	211,867	-2.26%	-4.96%	4.74%
SPAIN	RED	IMPORT BOTTLED	721,453	720,460	822,615	1,002,110	1,114,633	280,587	17.69%	11.23%	5.90%	
		RED - TOTAL	721,453	720,460	822,615	1,002,110	1,114,633	280,587	17.69%	11.23%	5.90%	
	ROSE	IMPORT BOTTLED	13,537	10,830	14,807	9,347	12,367	1,976	97.16%	32.30%	13.57%	
		ROSE - TOTAL	13,537	10,830	14,807	9,347	12,367	1,976	97.16%	32.30%	13.57%	
	WHITE	IMPORT BOTTLED	44,813	49,033	55,748	71,863	74,167	13,665	14.94%	3.21%	13.22%	
		WHITE - TOTAL	44,813	49,033	55,748	71,863	74,167	13,665	14.94%	3.21%	13.22%	
		TOTAL	779,803	780,323	893,170	1,083,321	1,201,167	296,227	17.88%	10.88%	6.43%	
SWITZERLAND	RED	IMPORT BOTTLED	63	0	0	0	0	0	n/a	n/a	0.00%	
		RED - TOTAL	63	0	0	0	0	0	n/a	n/a	0.00%	
	WHITE	IMPORT BOTTLED	54	0	306	13	0	0	-100.00%	-100.00%	0.00%	
		WHITE - TOTAL	54	0	306	13	0	0	-100.00%	-100.00%	0.00%	
		TOTAL	117	0	306	13	0	0	-100.00%	-100.00%	0.00%	
TURKEY	RED	IMPORT BOTTLED	0	180	0	648	287	126	-6.15%	-55.67%	2.87%	
		RED - TOTAL	0	180	0	648	287	126	-6.15%	-55.67%	2.87%	
		TOTAL	0	180	0	648	287	126	-6.15%	-55.67%	2.87%	
UNITED STATES OF AMERICA	ICE WINE	IMPORT BOTTLED	0	0	0	14	0	0	-100.00%	-100.00%	0.00%	
	WHITE	ICE WINE WHITE - TOTAL	0	0	0	14	0	0	-100.00%	-100.00%	0.00%	
	RED	CANADA BOTTLED	492,550	504,542	447,321	385,166	320,378	79,356	-14.56%	-16.82%	1.57%	
		IMPORT BOTTLED	2,762,311	2,762,729	2,916,033	3,320,196	3,886,508	938,004	16.48%	17.06%	12.65%	

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN LITRES

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013		
TABLE WINE	UNITED STATES OF AMERICA	RED	RED - TOTAL	3,254,861	3,267,271	3,363,354	3,705,362	4,206,885	1,017,360	13.27%	13.54%	11.81%	
		ROSE	CANADA BOTTLED	11,469	11,174	3,894	1,026	486	2	-99.24%	-52.63%	0.00%	
			IMPORT BOTTLED	511,496	498,457	480,537	466,301	467,203	104,788	5.20%	0.19%	5.43%	
			ROSE - TOTAL	522,965	509,630	484,431	467,327	467,689	104,790	5.00%	0.08%	5.42%	
		WHITE	CANADA BOTTLED	265,074	267,880	225,395	190,274	128,408	27,640	-31.90%	-32.51%	2.25%	
			IMPORT BOTTLED	1,600,491	1,679,021	1,694,212	1,821,894	1,905,154	404,000	7.73%	4.57%	10.71%	
			WHITE - TOTAL	1,865,565	1,946,901	1,919,608	2,012,168	2,033,562	431,640	3.86%	1.06%	10.17%	
		TOTAL		5,643,391	5,723,802	5,767,392	6,184,871	6,708,136	1,553,791	9.92%	8.46%	10.87%	
		URUGUAY	RED	IMPORT BOTTLED	836	1,276	2,643	1,062	845	151	-39.46%	-20.41%	3.64%
				RED - TOTAL	836	1,276	2,643	1,062	845	151	-39.46%	-20.41%	3.64%
WHITE	IMPORT BOTTLED		0	0	36	52	-1	0	n/a	-101.45%	0.00%		
	WHITE - TOTAL		0	0	36	52	-1	0	n/a	-101.45%	0.00%		
TOTAL			836	1,276	2,679	1,114	844	151	-39.46%	-24.18%	3.64%		
IMPORT TABLE WINE - SUMMARY		CANADA BOTTLED	1,523,066	1,495,104	1,215,895	1,052,592	936,252	232,513	-7.51%	-11.05%	7.29%		
		IMPORT BOTTLED	26,213,413	26,272,932	26,594,322	27,572,138	28,210,388	6,329,383	2.58%	2.31%	11.10%		
IMPORT TABLE WINE - TOTAL			27,736,479	27,768,036	27,810,218	28,624,731	29,146,640	6,561,896	2.19%	1.82%	10.98%		
SPARKLING WINE	ARGENTINA	RED	0	0	36	54	36	0	n/a	-33.33%	0.00%		
		ROSE	0	0	135	220	184	112	316.67%	-16.33%	60.98%		
		WHITE	1,444	2,402	2,546	2,786	5,611	1,285	121.04%	101.40%	6.67%		
		TOTAL	1,444	2,402	2,717	3,060	5,831	1,397	129.72%	90.54%	8.40%		
	AUSTRALIA	RED	14,318	12,280	10,328	9,637	8,134	1,834	23.86%	-15.60%	0.89%		
		ROSE	47,785	84,694	78,696	73,683	81,269	21,270	43.70%	10.30%	3.32%		
		WHITE	120,499	115,694	96,276	91,486	104,012	21,368	63.41%	13.69%	4.83%		
	TOTAL		182,601	212,668	185,300	174,805	193,414	44,472	51.48%	10.65%	4.03%		
	AUSTRIA	ROSE	0	0	0	9	9	9	0.00%	0.00%	0.00%		
		TOTAL	0	0	0	9	9	9	0.00%	0.00%	0.00%		

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN LITRES

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
SPARKLING WINE	CHILE	ROSE	11,820	13,997	17,015	18,866	16,658	3,144	-12.93%	-11.70%	1.20%
		WHITE	860	18	91	123	22	0	-100.00%	-81.71%	0.00%
		TOTAL	12,680	14,015	17,105	18,989	16,681	3,144	-12.96%	-12.15%	1.20%
	CHINA	WHITE	0	0	8	146	149	8	-81.13%	2.05%	0.50%
		TOTAL	0	0	8	146	149	8	-81.13%	2.05%	0.50%
	CZECH REPUBLIC	WHITE	1,536	5	2	0	0	0	n/a	n/a	0.00%
		TOTAL	1,536	5	2	0	0	0	n/a	n/a	0.00%
	FRANCE	RED	0	0	0	1,979	0	0	n/a	-100.00%	0.00%
		ROSE	31,753	30,293	37,498	45,778	45,716	9,860	-8.83%	-0.14%	10.87%
		ROSE TABLE WINE	0	0	1,648	3,085	3,977	718	13.91%	28.93%	5.88%
		WHITE	186,416	177,003	168,851	172,639	183,686	39,740	31.38%	6.40%	25.11%
		WHITE TABLE WINE	4,734	4,761	6,862	5,467	5,420	1,394	52.92%	-0.86%	15.50%
		TOTAL	222,903	212,057	214,860	228,948	238,799	51,712	21.37%	4.30%	21.85%
	GERMANY	ROSE	0	12,424	15,938	18,420	20,373	4,578	21.84%	10.60%	4.50%
		WHITE	148,902	156,365	162,638	157,138	156,705	31,708	44.59%	-0.28%	12.12%
		TOTAL	148,902	168,789	178,575	175,558	177,079	36,286	41.26%	0.87%	11.25%
	HUNGARY	ROSE	0	0	0	0	63	63	n/a	n/a	0.00%
		WHITE	16,550	20,561	19,202	16,647	12,717	2,504	10.56%	-23.61%	1.34%
		TOTAL	16,550	20,561	19,202	16,647	12,780	2,567	10.56%	-23.61%	1.34%
	ISRAEL	WHITE	90	0	0	0	0	0	n/a	n/a	0.00%
		TOTAL	90	0	0	0	0	0	n/a	n/a	0.00%
	ITALY	RED	0	36	4	72	43	0	-100.00%	-40.62%	0.00%
		ROSE	5,373	10,466	12,040	11,562	12,671	2,352	27.66%	9.59%	10.91%
		WHITE	128,903	159,137	172,103	203,699	255,912	56,457	47.91%	25.63%	22.40%
		TOTAL	134,276	169,639	184,147	215,333	268,625	58,809	46.71%	24.75%	21.85%
	NEW ZEALAND	ROSE	171	45	54	2,685	5,202	1,168	42.80%	93.74%	9.72%

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN LITRES

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
SPARKLING WINE	NEW ZEALAND	WHITE	5,260	3,744	5,884	13,467	13,470	2,869	14.18%	0.02%	10.86%
		TOTAL	5,431	3,789	5,938	16,152	18,672	4,037	21.21%	15.60%	10.54%
PORTUGAL	ROSE	374	598	557	2	0	0	n/a	-100.00%	0.00%	
	WHITE	234	261	474	140	247	53	31.48%	75.94%	23.40%	
	TOTAL	608	860	1,031	142	247	53	31.48%	74.07%	23.40%	
SOUTH AFRICA	ROSE	84	185	54	126	153	108	140.00%	21.43%	0.00%	
	WHITE	1,512	16,004	18,874	16,863	15,795	3,913	33.56%	-6.33%	4.67%	
	TOTAL	1,596	16,190	18,928	16,989	15,948	4,021	35.17%	-6.13%	4.67%	
SPAIN	RED	11	0	27	72	0	0	-100.00%	-100.00%	0.00%	
	ROSE	14,894	14,844	20,914	15,486	12,589	2,930	13.08%	-18.71%	9.03%	
	WHITE	247,642	260,848	265,263	257,474	262,546	57,508	40.15%	1.97%	17.05%	
	TOTAL	262,548	275,692	286,204	273,032	275,135	60,438	38.38%	0.77%	16.69%	
UNITED STATES OF AMERICA	ROSE	2,708	19,982	10,546	3,725	2,189	584	43.28%	-41.23%	4.52%	
	WHITE	116,351	113,779	107,352	105,544	98,826	22,566	25.42%	-6.37%	10.88%	
	TOTAL	119,059	133,761	117,898	109,269	101,015	23,149	25.82%	-7.55%	10.74%	
IMPORT SPARKLING WINE - TOTAL			1,110,223	1,230,426	1,231,917	1,249,079	1,324,383	290,103	36.40%	6.03%	15.02%
WINE - GIFT PACKS	AUSTRALIA	8,802	7,108	3,977	20	0	0	n/a	-100.00%	0.00%	
	CHILE	0	0	0	823	306	99	350.00%	-62.81%	9.48%	
	FRANCE	479	992	1,688	1,934	2,510	498	426.98%	29.79%	2.21%	
	ITALY	3,073	45	0	1,794	6	0	-100.00%	-99.67%	0.00%	
	PORTUGAL	26	34	0	0	0	0	n/a	n/a	0.00%	
	SOUTH AFRICA	0	8,649	33	0	2,870	1,229	n/a	n/a	0.42%	
	SPAIN	0	2,065	1,012	0	2,274	734	n/a	n/a	0.63%	
	UNITED STATES OF AMERICA	4	0	0	2,913	0	0	-100.00%	-100.00%	0.00%	
IMPORT WINE - GIFT PACKS - TOTAL			12,385	18,893	6,710	7,483	7,966	2,561	277.96%	6.45%	1.39%
IMPORT WINE - TOTAL			29,907,202	29,999,611	30,019,820	30,844,305	31,444,335	7,084,595	3.25%	1.95%	11.71%

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN RETAIL DOLLARS (000s)

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
APERITIF, DESSERT AND FORTIFIED WINE	FLAVOURED	AUSTRALIA	\$75	\$65	\$71	\$58	\$48	\$9	-24.00%	-18.33%	2.35%
		CHINA	\$0	\$0	\$32	\$33	\$27	\$9	-6.32%	-18.98%	2.64%
		FRANCE	\$0	\$0	\$0	\$5	\$27	\$4	-32.94%	403.18%	0.00%
		ITALY	\$4	\$1	\$118	\$347	\$345	\$54	-24.10%	-0.47%	13.29%
		SLOVAK REPUBLIC	\$0	\$0	\$0	\$0	\$1	\$0	n/a	n/a	0.00%
		SOUTH AFRICA	\$0	\$0	\$0	\$0	\$34	\$0	n/a	n/a	0.00%
		UNITED STATES OF AMERICA	\$89	\$28	\$26	\$36	\$319	\$88	491.27%	792.70%	0.30%
		FLAVOURED	\$167	\$94	\$247	\$479	\$800	\$164	44.99%	59.65%	6.60%
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	\$254	\$286	\$283	\$295	\$305	\$75	2.92%	3.51%	31.22%	
	KOREA - SOUTH	\$9	\$3	\$4	\$4	\$5	\$2	184.44%	27.75%	8.65%	
	TURKEY	\$0	\$1	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
	UNITED STATES OF AMERICA	\$31	\$41	\$57	\$66	\$131	\$40	172.17%	96.61%	32.12%	
FRUIT	\$295	\$331	\$344	\$365	\$441	\$118	32.89%	20.71%	31.27%		
MADEIRA	PORTUGAL	\$180	\$174	\$179	\$174	\$159	\$36	-14.29%	-8.63%	23.38%	
	MADEIRA	\$180	\$174	\$179	\$174	\$159	\$36	-14.29%	-8.63%	23.38%	
MONTILLA	SPAIN	\$209	\$177	\$188	\$205	\$216	\$61	22.81%	5.77%	6.74%	
	MONTILLA	\$209	\$177	\$188	\$205	\$216	\$61	22.81%	5.77%	6.74%	
OTHER	AUSTRALIA	\$0	\$0	\$0	\$4	\$7	\$3	84.53%	63.78%	3.23%	
	OTHER	\$0	\$0	\$0	\$4	\$7	\$3	84.53%	63.78%	3.23%	
OTHER FORTIFIED	ARGENTINA	\$0	\$0	\$0	\$1	\$0	\$0	n/a	-100.00%	0.00%	
	AUSTRALIA	\$21	\$24	\$26	\$23	\$9	\$2	-72.85%	-61.04%	25.75%	
	CHINA	\$155	\$134	\$162	\$154	\$145	\$40	-14.35%	-5.90%	18.19%	
	FRANCE	\$575	\$565	\$549	\$571	\$596	\$130	1.66%	4.34%	10.20%	

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN RETAIL DOLLARS (000s)

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
APERITIF, DESSERT AND FORTIFIED WINE	OTHER FORTIFIED	GREECE	\$8	\$1	\$2	\$1	\$0	\$0	n/a	-100.00%	0.00%
		ITALY	\$317	\$317	\$323	\$319	\$314	\$79	7.05%	-1.77%	32.12%
		JAPAN	\$2	\$5	\$27	\$53	\$78	\$14	0.70%	47.43%	86.11%
		KOREA - SOUTH	\$141	\$105	\$114	\$134	\$148	\$41	30.27%	10.24%	36.16%
		SPAIN	\$0	\$2	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
		UNITED STATES OF AMERICA	\$78	\$65	\$65	\$63	\$54	\$12	-25.20%	-13.88%	26.88%
		URUGUAY	\$0	\$0	\$1	\$0	\$0	\$0	n/a	n/a	0.00%
		OTHER FORTIFIED	\$1,297	\$1,217	\$1,269	\$1,320	\$1,344	\$318	0.55%	1.84%	24.24%
PORT	AUSTRALIA	\$569	\$411	\$361	\$323	\$328	\$75	-0.83%	1.54%	13.06%	
	PORTUGAL	\$3,369	\$3,215	\$3,375	\$3,083	\$2,960	\$603	-4.68%	-3.99%	11.63%	
	SOUTH AFRICA	\$306	\$264	\$291	\$302	\$257	\$47	-28.89%	-14.86%	10.57%	
	UNITED STATES OF AMERICA	\$1	\$1	\$3	\$3	\$3	\$2	-37.93%	-26.03%	25.00%	
	PORT	\$4,245	\$3,891	\$4,029	\$3,711	\$3,547	\$727	-6.49%	-4.41%	11.69%	
SAKE	JAPAN	\$1,663	\$1,708	\$1,870	\$2,002	\$2,246	\$596	19.30%	12.22%	51.75%	
	KOREA - SOUTH	\$52	\$40	\$31	\$38	\$33	\$7	-23.58%	-11.95%	41.24%	
	UNITED STATES OF AMERICA	\$3,267	\$3,164	\$3,169	\$3,196	\$3,189	\$840	2.59%	-0.19%	56.92%	
	SAKE	\$4,982	\$4,912	\$5,070	\$5,235	\$5,469	\$1,443	8.70%	4.47%	54.70%	
SHERRY	AUSTRALIA	\$393	\$378	\$463	\$510	\$415	\$104	-16.52%	-18.60%	1.07%	
	NEW ZEALAND	\$408	\$341	\$77	\$0	\$0	\$0	100.00%	100.00%	0.00%	
	SOUTH AFRICA	\$377	\$291	\$335	\$265	\$246	\$36	-46.99%	-7.05%	0.45%	
	SPAIN	\$1,559	\$1,426	\$1,449	\$1,389	\$1,347	\$300	6.09%	-2.99%	2.64%	
	SHERRY	\$2,737	\$2,436	\$2,323	\$2,164	\$2,009	\$439	-7.36%	-7.17%	2.04%	
VERMOUTH	FRANCE	\$255	\$228	\$223	\$222	\$187	\$46	-7.63%	-15.83%	14.21%	
	ITALY	\$2,444	\$2,349	\$2,287	\$2,219	\$2,224	\$498	4.31%	0.19%	6.85%	
	SLOVAK REPUBLIC	\$0	\$0	\$0	\$0	\$1	\$0	n/a	n/a	0.00%	
	UNITED STATES OF AMERICA	\$2	\$8	\$8	\$10	\$9	\$2	-9.09%	-4.88%	41.14%	

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN RETAIL DOLLARS (000s)

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013	
APERITIF, DESSERT AND FORTIFIED WINE	VERMOUTH	VERMOUTH	\$2,701	\$2,584	\$2,518	\$2,451	\$2,421	\$546	3.13%	-1.28%	7.55%	
IMPORT APERITIF, DESSERT AND FORTIFIED WINE - TOTAL			\$16,813	\$15,816	\$16,166	\$16,109	\$16,414	\$3,854	3.63%	1.90%	25.55%	
TABLE WINE	ARGENTINA	RED	IMPORT BOTTLED	\$24,528	\$32,168	\$38,328	\$41,198	\$41,475	\$9,929	0.67%	0.67%	14.44%
		RED - TOTAL	\$24,528	\$32,168	\$38,328	\$41,198	\$41,475	\$9,929	0.67%	0.67%	14.44%	
	ROSE	IMPORT BOTTLED	\$3	\$62	\$132	\$141	\$79	\$12	-54.50%	-43.74%	1.95%	
		ROSE - TOTAL	\$3	\$62	\$132	\$141	\$79	\$12	-54.50%	-43.74%	1.95%	
	WHITE	IMPORT BOTTLED	\$2,644	\$4,030	\$4,446	\$4,845	\$4,906	\$994	-9.57%	1.27%	8.54%	
		WHITE - TOTAL	\$2,644	\$4,030	\$4,446	\$4,845	\$4,906	\$994	-9.57%	1.27%	8.54%	
	TOTAL		\$27,175	\$36,260	\$42,906	\$46,184	\$46,461	\$10,936	-0.49%	0.60%	13.80%	
	ARMENIA	WHITE	IMPORT BOTTLED	\$1	\$1	\$0	\$0	\$0	\$0	n/a	-100.00%	0.00%
		WHITE - TOTAL	\$1	\$1	\$0	\$0	\$0	\$0	\$0	n/a	-100.00%	0.00%
		TOTAL	\$1	\$1	\$0	\$0	\$0	\$0	\$0	n/a	-100.00%	0.00%
AUSTRALIA	RED	CANADA BOTTLED	\$157	\$100	\$86	\$0	\$0	\$0	n/a	-100.00%	0.00%	
		IMPORT BOTTLED	\$88,938	\$77,647	\$72,820	\$70,756	\$64,718	\$14,105	-10.78%	-8.53%	10.77%	
		RED - TOTAL	\$89,094	\$77,747	\$72,907	\$70,756	\$64,718	\$14,105	-10.78%	-8.53%	10.77%	
	ROSE	IMPORT BOTTLED	\$265	\$307	\$261	\$202	\$205	\$34	3.08%	1.51%	4.60%	
		ROSE - TOTAL	\$265	\$307	\$261	\$202	\$205	\$34	3.08%	1.51%	4.60%	
	WHITE	CANADA BOTTLED	\$131	\$63	\$37	\$0	\$0	\$0	n/a	n/a	0.00%	
		IMPORT BOTTLED	\$31,445	\$29,451	\$26,878	\$27,173	\$26,894	\$5,589	-2.01%	-1.03%	7.32%	
		WHITE - TOTAL	\$31,576	\$29,514	\$26,915	\$27,173	\$26,894	\$5,589	-2.01%	-1.03%	7.32%	
	TOTAL		\$120,935	\$107,568	\$100,082	\$98,131	\$91,817	\$19,728	-8.43%	-6.43%	9.74%	
	AUSTRIA	RED	IMPORT BOTTLED	\$27	\$39	\$13	\$25	\$36	\$13	141.19%	47.52%	9.30%
RED - TOTAL			\$27	\$39	\$13	\$25	\$36	\$13	141.19%	47.52%	9.30%	
ROSE		IMPORT BOTTLED	\$4	\$10	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
		ROSE - TOTAL	\$4	\$10	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
WHITE		IMPORT BOTTLED	\$188	\$182	\$298	\$228	\$186	\$35	-33.34%	-18.23%	22.38%	

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN RETAIL DOLLARS (000s)

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013	
TABLE WINE	AUSTRIA	WHITE	WHITE - TOTAL	\$188	\$182	\$298	\$228	\$186	\$35	-33.34%	-18.23%	22.38%
		TOTAL	\$218	\$231	\$311	\$252	\$223	\$47	-17.47%	-11.82%	20.24%	
BULGARIA	RED	IMPORT BOTTLED	\$33	\$1	\$1	\$12	\$14	\$5	85.97%	14.73%	-1.40%	
		RED - TOTAL	\$33	\$1	\$1	\$12	\$14	\$5	85.97%	14.73%	-1.40%	
	WHITE	IMPORT BOTTLED	\$0	\$0	\$2	\$15	\$5	\$0	-94.71%	-70.32%	0.00%	
		WHITE - TOTAL	\$0	\$0	\$2	\$15	\$5	\$0	-94.71%	-70.32%	0.00%	
	TOTAL	\$33	\$1	\$4	\$28	\$19	\$6	4.03%	-32.31%	-0.38%		
CHILE	RED	CANADA BOTTLED	\$2,614	\$2,154	\$1,669	\$1,255	\$930	\$218	-21.74%	-25.92%	24.95%	
		IMPORT BOTTLED	\$27,468	\$27,969	\$28,891	\$29,506	\$28,365	\$6,550	-9.97%	-3.87%	6.65%	
		RED - TOTAL	\$30,082	\$30,122	\$30,560	\$30,761	\$29,295	\$6,768	-10.40%	-4.77%	7.23%	
	ROSE	IMPORT BOTTLED	\$130	\$124	\$120	\$105	\$79	\$10	-9.79%	-24.66%	2.85%	
		ROSE - TOTAL	\$130	\$124	\$120	\$105	\$79	\$10	-9.79%	-24.66%	2.85%	
	WHITE	CANADA BOTTLED	\$2,017	\$1,708	\$1,268	\$928	\$722	\$183	-8.40%	-22.22%	25.77%	
		IMPORT BOTTLED	\$10,321	\$11,538	\$12,176	\$12,570	\$13,142	\$2,730	-1.28%	4.55%	9.65%	
		WHITE - TOTAL	\$12,338	\$13,246	\$13,444	\$13,498	\$13,864	\$2,913	-1.76%	2.71%	10.49%	
TOTAL	\$42,550	\$43,492	\$44,124	\$44,364	\$43,238	\$9,691	-7.97%	-2.54%	8.27%			
CHINA	RED	IMPORT BOTTLED	\$83	\$66	\$47	\$28	\$9	\$2	-68.97%	-67.63%	4.02%	
		RED - TOTAL	\$83	\$66	\$47	\$28	\$9	\$2	-68.97%	-67.63%	4.02%	
	WHITE	IMPORT BOTTLED	\$6	\$4	\$5	\$13	\$18	\$4	-24.98%	32.10%	12.77%	
		WHITE - TOTAL	\$6	\$4	\$5	\$13	\$18	\$4	-24.98%	32.10%	12.77%	
	TOTAL	\$89	\$70	\$51	\$41	\$27	\$6	-49.72%	-35.49%	9.80%		
CROATIA	RED	IMPORT BOTTLED	\$63	\$59	\$37	\$18	\$3	\$0	-100.00%	-83.44%	0.00%	
		RED - TOTAL	\$63	\$59	\$37	\$18	\$3	\$0	-100.00%	-83.44%	0.00%	
	WHITE	IMPORT BOTTLED	\$0	\$1	\$3	\$0	\$0	\$0	n/a	n/a	0.00%	
		WHITE - TOTAL	\$0	\$1	\$3	\$0	\$0	\$0	n/a	n/a	0.00%	
	TOTAL	\$63	\$60	\$40	\$18	\$3	\$0	-100.00%	-83.44%	0.00%		

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN RETAIL DOLLARS (000s)

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	CZECH REPUBLIC	RED	IMPORT BOTTLED	\$15	\$8	\$0	\$0	\$0	n/a	-100.00%	0.00%
			RED - TOTAL	\$15	\$8	\$0	\$0	\$0	n/a	-100.00%	0.00%
		WHITE	IMPORT BOTTLED	\$19	\$11	\$0	\$0	\$0	n/a	n/a	0.00%
			WHITE - TOTAL	\$19	\$11	\$0	\$0	\$0	n/a	n/a	0.00%
			TOTAL	\$33	\$19	\$0	\$0	\$0	n/a	-100.00%	0.00%
FRANCE	RED	CANADA BOTTLED	\$1,043	\$1,315	\$1,206	\$1,341	\$1,620	\$422	17.73%	20.83%	1.52%
		IMPORT BOTTLED	\$35,267	\$29,956	\$31,615	\$36,215	\$40,535	\$8,282	11.82%	11.93%	8.30%
		RED - TOTAL	\$36,310	\$31,270	\$32,822	\$37,556	\$42,155	\$8,704	12.09%	12.25%	8.04%
	ROSE	IMPORT BOTTLED	\$750	\$1,189	\$1,083	\$1,165	\$1,440	\$174	39.32%	23.60%	9.03%
		ROSE - TOTAL	\$750	\$1,189	\$1,083	\$1,165	\$1,440	\$174	39.32%	23.60%	9.03%
	WHITE	CANADA BOTTLED	\$458	\$562	\$385	\$458	\$561	\$132	9.59%	22.58%	1.42%
		IMPORT BOTTLED	\$12,663	\$11,692	\$11,651	\$11,479	\$12,433	\$2,581	9.40%	8.32%	17.01%
		WHITE - TOTAL	\$13,121	\$12,254	\$12,036	\$11,937	\$12,995	\$2,713	9.41%	8.86%	16.34%
		TOTAL	\$50,181	\$44,713	\$45,941	\$50,658	\$56,590	\$11,591	11.78%	11.71%	9.97%
	GEORGIA	RED	IMPORT BOTTLED	\$0	\$0	\$145	\$187	\$231	\$61	104.92%	23.38%
RED - TOTAL			\$0	\$0	\$145	\$187	\$231	\$61	104.92%	23.38%	1.52%
WHITE		IMPORT BOTTLED	\$0	\$0	\$2	\$10	\$37	\$10	332.81%	259.17%	0.81%
		WHITE - TOTAL	\$0	\$0	\$2	\$10	\$37	\$10	332.81%	259.17%	0.81%
		TOTAL	\$0	\$0	\$147	\$197	\$268	\$71	121.43%	35.68%	1.42%
GERMANY	ICE WINE WHITE	IMPORT BOTTLED	\$0	\$0	\$0	\$2	\$1	\$0	-100.00%	-44.44%	0.00%
		ICE WINE WHITE - TOTAL	\$0	\$0	\$0	\$2	\$1	\$0	-100.00%	-44.44%	0.00%
	RED	IMPORT BOTTLED	\$258	\$233	\$245	\$184	\$204	\$48	46.35%	10.52%	6.54%
		RED - TOTAL	\$258	\$233	\$245	\$184	\$204	\$48	46.35%	10.52%	6.54%
	WHITE	IMPORT BOTTLED	\$7,024	\$7,136	\$7,156	\$7,269	\$7,306	\$1,609	7.67%	0.50%	7.96%
		WHITE - TOTAL	\$7,024	\$7,136	\$7,156	\$7,269	\$7,306	\$1,609	7.67%	0.50%	7.96%
		TOTAL	\$7,282	\$7,368	\$7,400	\$7,455	\$7,511	\$1,657	8.38%	0.74%	7.93%

IMPORT WINE MARKET
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TABLE WINE	GREECE	RED	IMPORT BOTTLED	\$928	\$782	\$718	\$667	\$620	\$141	-4.74%	-6.95%	63.62%
			RED - TOTAL	\$928	\$782	\$718	\$667	\$620	\$141	-4.74%	-6.95%	63.62%
		ROSE	IMPORT BOTTLED	\$1	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
			ROSE - TOTAL	\$1	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
		WHITE	IMPORT BOTTLED	\$690	\$656	\$664	\$610	\$568	\$116	-1.89%	-6.81%	54.47%
		WHITE - TOTAL	\$690	\$656	\$664	\$610	\$568	\$116	-1.89%	-6.81%	54.47%	
		TOTAL	\$1,618	\$1,439	\$1,382	\$1,277	\$1,189	\$257	-3.48%	-6.88%	59.25%	
	HUNGARY	RED	IMPORT BOTTLED	\$323	\$269	\$266	\$242	\$389	\$78	47.63%	60.86%	1.57%
			RED - TOTAL	\$323	\$269	\$266	\$242	\$389	\$78	47.63%	60.86%	1.57%
		WHITE	IMPORT BOTTLED	\$1,045	\$1,002	\$1,058	\$1,151	\$1,056	\$194	-17.09%	-8.20%	7.00%
		WHITE - TOTAL	\$1,045	\$1,002	\$1,058	\$1,151	\$1,056	\$194	-17.09%	-8.20%	7.00%	
		TOTAL	\$1,368	\$1,271	\$1,324	\$1,393	\$1,446	\$272	-5.10%	3.80%	5.54%	
INDIA	ROSE	IMPORT BOTTLED	\$4	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
		ROSE - TOTAL	\$4	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
	WHITE	IMPORT BOTTLED	\$0	\$0	\$0	\$0	\$21	\$10	n/a	n/a	33.01%	
		WHITE - TOTAL	\$0	\$0	\$0	\$0	\$21	\$10	n/a	n/a	33.01%	
		TOTAL	\$5	\$0	\$0	\$0	\$21	\$10	n/a	n/a	33.01%	
ISRAEL	RED	IMPORT BOTTLED	\$241	\$216	\$134	\$165	\$180	\$62	58.18%	9.26%	2.98%	
		RED - TOTAL	\$241	\$216	\$134	\$165	\$180	\$62	58.18%	9.26%	2.98%	
	ROSE	IMPORT BOTTLED	\$0	\$0	\$3	\$14	\$16	\$5	46.47%	19.41%	22.09%	
		ROSE - TOTAL	\$0	\$0	\$3	\$14	\$16	\$5	46.47%	19.41%	22.09%	
	WHITE	IMPORT BOTTLED	\$92	\$77	\$71	\$75	\$78	\$27	50.91%	3.62%	0.97%	
		WHITE - TOTAL	\$92	\$77	\$71	\$75	\$78	\$27	50.91%	3.62%	0.97%	
		TOTAL	\$333	\$293	\$207	\$254	\$275	\$94	55.39%	8.13%	3.54%	
ITALY	RED	IMPORT BOTTLED	\$37,167	\$35,746	\$36,893	\$38,292	\$39,469	\$9,488	9.75%	3.07%	21.52%	
		RED - TOTAL	\$37,167	\$35,746	\$36,893	\$38,292	\$39,469	\$9,488	9.75%	3.07%	21.52%	

IMPORT WINE MARKET
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TABLE WINE	ITALY	ROSE	IMPORT BOTTLED	\$44	\$113	\$595	\$804	\$830	\$125	13.70%	3.26%	3.00%
		ROSE - TOTAL	\$44	\$113	\$595	\$804	\$830	\$125	13.70%	3.26%	3.00%	
		WHITE	IMPORT BOTTLED	\$16,284	\$16,940	\$18,101	\$19,659	\$21,542	\$4,337	10.81%	9.58%	22.81%
		WHITE - TOTAL	\$16,284	\$16,940	\$18,101	\$19,659	\$21,542	\$4,337	10.81%	9.58%	22.81%	
	TOTAL			\$53,496	\$52,798	\$55,589	\$58,755	\$61,841	\$13,950	10.11%	5.25%	21.72%
	LEBANON	RED	IMPORT BOTTLED	\$49	\$28	\$24	\$23	\$22	\$6	57.96%	-2.12%	43.27%
RED - TOTAL			\$49	\$28	\$24	\$23	\$22	\$6	57.96%	-2.12%	43.27%	
ROSE		IMPORT BOTTLED	\$5	\$0	\$3	\$4	\$3	\$0	-54.17%	-31.82%	100.00%	
		ROSE - TOTAL	\$5	\$0	\$3	\$4	\$3	\$0	-54.17%	-31.82%	100.00%	
WHITE		IMPORT BOTTLED	\$15	\$5	\$7	\$6	\$1	\$0	-93.17%	-77.22%	0.00%	
		WHITE - TOTAL	\$15	\$5	\$7	\$6	\$1	\$0	-93.17%	-77.22%	0.00%	
TOTAL			\$69	\$33	\$34	\$33	\$27	\$6	30.07%	-18.93%	51.69%	
MEXICO	RED	IMPORT BOTTLED	\$20	\$15	\$23	\$16	\$10	\$2	-45.27%	-38.47%	18.65%	
		RED - TOTAL	\$20	\$15	\$23	\$16	\$10	\$2	-45.27%	-38.47%	18.65%	
	WHITE	IMPORT BOTTLED	\$1	\$3	\$7	\$3	\$1	\$0	-73.95%	-60.62%	0.00%	
		WHITE - TOTAL	\$1	\$3	\$7	\$3	\$1	\$0	-73.95%	-60.62%	0.00%	
	TOTAL			\$22	\$18	\$31	\$19	\$11	\$3	-48.86%	-41.93%	18.65%
	MOLDOVA, REPUBLIC OF	RED	IMPORT BOTTLED	\$2	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
RED - TOTAL			\$2	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
TOTAL			\$2	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
MONTENEGRO	RED	IMPORT BOTTLED	\$55	\$50	\$63	\$60	\$65	\$14	-14.12%	8.60%	1.41%	
		RED - TOTAL	\$55	\$50	\$63	\$60	\$65	\$14	-14.12%	8.60%	1.41%	
	TOTAL			\$55	\$50	\$63	\$60	\$65	\$14	-14.12%	8.60%	1.41%
MOROCCO	RED	IMPORT BOTTLED	\$7	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
		RED - TOTAL	\$7	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
	TOTAL			\$7	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN RETAIL DOLLARS (000s)

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013		
TABLE WINE	NEW ZEALAND	RED	IMPORT BOTTLED	\$1,702	\$1,778	\$2,331	\$2,540	\$2,797	\$598	-7.43%	10.13%	18.03%	
			RED - TOTAL	\$1,702	\$1,778	\$2,331	\$2,540	\$2,797	\$598	-7.43%	10.13%	18.03%	
		ROSE	IMPORT BOTTLED	\$61	\$11	\$29	\$12	\$0	\$0	n/a	-100.00%	0.00%	
			ROSE - TOTAL	\$61	\$11	\$29	\$12	\$0	\$0	n/a	-100.00%	0.00%	
		WHITE	CANADA BOTTLED	\$0	\$0	\$0	\$0	\$151	\$62	n/a	n/a	36.46%	
			IMPORT BOTTLED	\$11,877	\$13,999	\$17,366	\$20,768	\$24,947	\$5,171	19.77%	20.13%	20.53%	
			WHITE - TOTAL	\$11,877	\$13,999	\$17,366	\$20,768	\$25,098	\$5,233	21.21%	20.85%	20.63%	
			TOTAL	\$13,640	\$15,788	\$19,726	\$23,320	\$27,896	\$5,832	17.48%	19.62%	20.37%	
		PORTUGAL	RED	CANADA BOTTLED	\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
				IMPORT BOTTLED	\$1,604	\$1,653	\$1,932	\$2,048	\$1,742	\$441	6.17%	-14.94%	5.22%
	RED - TOTAL		\$1,604	\$1,653	\$1,932	\$2,048	\$1,743	\$441	6.17%	-14.92%	5.22%		
ROSE	IMPORT BOTTLED		\$695	\$697	\$870	\$791	\$823	\$153	0.97%	4.07%	1.86%		
	ROSE - TOTAL		\$695	\$697	\$870	\$791	\$823	\$153	0.97%	4.07%	1.86%		
WHITE	IMPORT BOTTLED		\$1,063	\$1,196	\$1,350	\$1,449	\$1,622	\$263	7.78%	12.00%	4.70%		
	WHITE - TOTAL		\$1,063	\$1,196	\$1,350	\$1,449	\$1,622	\$263	7.78%	12.00%	4.70%		
	TOTAL		\$3,362	\$3,546	\$4,153	\$4,288	\$4,188	\$857	5.68%	-2.32%	4.36%		
ROMANIA	WHITE		IMPORT BOTTLED	\$0	\$0	\$0	\$0	\$0	\$0	-100.00%	-100.00%	0.00%	
			WHITE - TOTAL	\$0	\$0	\$0	\$0	\$0	\$0	-100.00%	-100.00%	0.00%	
		TOTAL	\$0	\$0	\$0	\$0	\$0	\$0	-100.00%	-100.00%	0.00%		
SLOVENIA	RED	IMPORT BOTTLED	\$0	\$0	\$1	\$0	\$0	\$0	n/a	-100.00%	0.00%		
		RED - TOTAL	\$0	\$0	\$1	\$0	\$0	\$0	n/a	-100.00%	0.00%		
	WHITE	IMPORT BOTTLED	\$8	\$13	\$1	\$0	\$1	\$0	n/a	194.96%	0.00%		
		WHITE - TOTAL	\$8	\$13	\$1	\$0	\$1	\$0	n/a	194.96%	0.00%		
		TOTAL	\$8	\$13	\$1	\$0	\$1	\$0	n/a	74.39%	0.00%		
SOUTH AFRICA	RED	CANADA BOTTLED	\$8	\$11	\$3	\$0	\$0	\$0	n/a	n/a	0.00%		
		IMPORT BOTTLED	\$9,835	\$9,045	\$8,628	\$8,221	\$7,926	\$1,865	-1.66%	-3.59%	4.19%		

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN RETAIL DOLLARS (000s)

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013	
TABLE WINE	SOUTH AFRICA	RED	RED - TOTAL	\$9,843	\$9,055	\$8,631	\$8,221	\$7,926	\$1,865	-1.66%	-3.59%	4.19%
		ROSE	IMPORT BOTTLED	\$28	\$1	\$34	\$0	\$3	\$0	n/a	n/a	0.00%
			ROSE - TOTAL	\$28	\$1	\$34	\$0	\$3	\$0	n/a	n/a	0.00%
		WHITE	CANADA BOTTLED	\$6	\$9	\$3	\$0	\$0	\$0	n/a	n/a	0.00%
			IMPORT BOTTLED	\$4,601	\$4,680	\$4,877	\$5,257	\$5,156	\$1,064	-6.29%	-1.91%	5.79%
			WHITE - TOTAL	\$4,608	\$4,688	\$4,880	\$5,257	\$5,156	\$1,064	-6.29%	-1.91%	5.79%
TOTAL			\$14,479	\$13,745	\$13,545	\$13,478	\$13,086	\$2,929	-3.39%	-2.93%	4.82%	
SPAIN	RED	IMPORT BOTTLED	\$11,942	\$11,859	\$13,590	\$16,518	\$17,830	\$4,567	15.18%	7.94%	7.38%	
		RED - TOTAL	\$11,942	\$11,859	\$13,590	\$16,518	\$17,830	\$4,567	15.18%	7.94%	7.38%	
	ROSE	IMPORT BOTTLED	\$224	\$179	\$242	\$168	\$222	\$34	91.36%	32.01%	13.61%	
		ROSE - TOTAL	\$224	\$179	\$242	\$168	\$222	\$34	91.36%	32.01%	13.61%	
	WHITE	IMPORT BOTTLED	\$694	\$735	\$861	\$1,077	\$1,125	\$226	11.69%	4.48%	16.69%	
		WHITE - TOTAL	\$694	\$735	\$861	\$1,077	\$1,125	\$226	11.69%	4.48%	16.69%	
TOTAL			\$12,860	\$12,773	\$14,693	\$17,763	\$19,177	\$4,827	15.33%	7.96%	8.00%	
SWITZERLAND	RED	IMPORT BOTTLED	\$2	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
		RED - TOTAL	\$2	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
	WHITE	IMPORT BOTTLED	\$1	\$0	\$9	\$0	\$0	\$0	-100.00%	-100.00%	0.00%	
		WHITE - TOTAL	\$1	\$0	\$9	\$0	\$0	\$0	-100.00%	-100.00%	0.00%	
TOTAL			\$3	\$0	\$9	\$0	\$0	-100.00%	-100.00%	0.00%		
TURKEY	RED	IMPORT BOTTLED	\$0	\$3	\$0	\$9	\$5	\$2	3.02%	-49.22%	3.71%	
		RED - TOTAL	\$0	\$3	\$0	\$9	\$5	\$2	3.02%	-49.22%	3.71%	
	TOTAL			\$0	\$3	\$0	\$9	\$5	\$2	3.02%	-49.22%	3.71%
UNITED STATES OF AMERICA	ICE WINE WHITE	IMPORT BOTTLED	\$0	\$0	\$0	\$2	\$0	\$0	-100.00%	-100.00%	0.00%	
		ICE WINE WHITE - TOTAL	\$0	\$0	\$0	\$2	\$0	\$0	-100.00%	-100.00%	0.00%	
	RED	CANADA BOTTLED	\$3,666	\$3,739	\$3,441	\$2,985	\$2,531	\$625	-12.81%	-15.22%	1.55%	
		IMPORT BOTTLED	\$50,950	\$49,898	\$54,785	\$64,150	\$76,335	\$18,631	18.86%	19.00%	17.07%	

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN RETAIL DOLLARS (000s)

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013		
TABLE WINE	UNITED STATES OF AMERICA	RED	RED - TOTAL	\$54,616	\$53,637	\$58,226	\$67,135	\$78,866	\$19,256	17.48%	17.48%	16.58%	
		ROSE	CANADA BOTTLED	\$86	\$83	\$30	\$8	\$4	\$0	-99.24%	-52.63%	0.00%	
			IMPORT BOTTLED	\$4,595	\$4,444	\$4,315	\$4,194	\$4,176	\$936	5.92%	-0.43%	6.53%	
			ROSE - TOTAL	\$4,681	\$4,528	\$4,344	\$4,202	\$4,180	\$936	5.74%	-0.53%	6.52%	
		WHITE	CANADA BOTTLED	\$1,975	\$1,982	\$1,724	\$1,469	\$1,018	\$218	-30.03%	-30.71%	2.22%	
			IMPORT BOTTLED	\$22,073	\$22,628	\$23,706	\$26,113	\$28,424	\$6,142	11.77%	8.85%	14.61%	
			WHITE - TOTAL	\$24,048	\$24,610	\$25,430	\$27,582	\$29,442	\$6,360	9.53%	6.74%	14.18%	
		TOTAL		\$83,344	\$82,775	\$88,000	\$98,921	\$112,488	\$26,552	15.02%	13.72%	15.57%	
		URUGUAY	RED	IMPORT BOTTLED	\$19	\$28	\$53	\$22	\$17	\$3	-39.46%	-21.41%	3.64%
				RED - TOTAL	\$19	\$28	\$53	\$22	\$17	\$3	-39.46%	-21.41%	3.64%
WHITE	IMPORT BOTTLED		\$0	\$0	\$1	\$1	\$0	\$0	n/a	-101.45%	0.00%		
	WHITE - TOTAL		\$0	\$0	\$1	\$1	\$0	\$0	n/a	-101.45%	0.00%		
TOTAL			\$19	\$28	\$53	\$23	\$17	\$3	-39.46%	-24.57%	3.64%		
IMPORT TABLE WINE - SUMMARY		CANADA BOTTLED	\$12,161	\$11,725	\$9,852	\$8,443	\$7,537	\$1,861	-6.38%	-10.74%	7.54%		
		IMPORT BOTTLED	\$421,091	\$412,631	\$429,966	\$458,479	\$480,351	\$107,479	4.88%	4.77%	13.42%		
IMPORT TABLE WINE - TOTAL			\$433,252	\$424,356	\$439,817	\$466,922	\$487,888	\$109,339	4.67%	4.49%	13.33%		
SPARKLING WINE	ARGENTINA	RED	\$0	\$0	\$1	\$1	\$1	\$0	n/a	-56.25%	0.00%		
		ROSE	\$0	\$0	\$3	\$4	\$5	\$3	432.04%	14.31%	62.04%		
		WHITE	\$29	\$52	\$49	\$52	\$123	\$30	151.51%	137.48%	5.27%		
		TOTAL	\$29	\$52	\$53	\$57	\$129	\$32	162.99%	124.15%	7.32%		
	AUSTRALIA	RED	\$298	\$227	\$183	\$170	\$149	\$36	32.40%	-12.43%	1.06%		
		ROSE	\$744	\$1,363	\$1,275	\$1,176	\$1,315	\$351	52.17%	11.83%	3.18%		
		WHITE	\$2,019	\$1,935	\$1,654	\$1,510	\$1,659	\$354	61.87%	9.84%	5.27%		
		TOTAL	\$3,061	\$3,526	\$3,112	\$2,856	\$3,123	\$742	55.47%	9.33%	4.19%		
	AUSTRIA	ROSE	\$0	\$0	\$0	\$0	\$0	\$0	-0.01%	-0.01%	0.00%		
		TOTAL	\$0	\$0	\$0	\$0	\$0	\$0	-0.01%	-0.01%	0.00%		

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN RETAIL DOLLARS (000s)

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
SPARKLING WINE	CHILE	ROSE	\$251	\$282	\$322	\$355	\$316	\$58	-15.28%	-11.07%	1.19%
		WHITE	\$14	\$0	\$2	\$2	\$1	\$0	-100.00%	-69.89%	0.00%
		TOTAL	\$265	\$282	\$324	\$357	\$317	\$58	-15.31%	-11.44%	1.19%
	CHINA	WHITE	\$0	\$0	\$0	\$4	\$3	\$0	-85.92%	-20.20%	0.65%
		TOTAL	\$0	\$0	\$0	\$4	\$3	\$0	-85.92%	-20.20%	0.65%
	CZECH REPUBLIC	WHITE	\$24	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
		TOTAL	\$24	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
	FRANCE	RED	\$0	\$0	\$0	\$21	\$0	\$0	n/a	-100.00%	0.00%
		ROSE	\$1,169	\$1,191	\$1,346	\$1,581	\$1,735	\$367	14.47%	9.78%	16.44%
		ROSE TABLE WINE	\$0	\$0	\$49	\$91	\$119	\$21	13.72%	30.95%	5.98%
		WHITE	\$10,532	\$10,166	\$9,614	\$10,155	\$10,564	\$2,215	28.78%	4.02%	26.89%
		WHITE TABLE WINE	\$139	\$142	\$202	\$166	\$166	\$42	54.58%	-0.20%	15.49%
		TOTAL	\$11,840	\$11,499	\$11,211	\$12,014	\$12,584	\$2,645	26.78%	4.74%	25.10%
	GERMANY	ROSE	\$0	\$207	\$264	\$324	\$366	\$83	21.75%	13.09%	4.48%
		WHITE	\$2,536	\$2,645	\$2,840	\$2,823	\$2,806	\$577	39.80%	-0.60%	12.58%
		TOTAL	\$2,536	\$2,851	\$3,104	\$3,147	\$3,172	\$660	37.25%	0.81%	11.64%
	HUNGARY	ROSE	\$0	\$0	\$0	\$0	\$1	\$1	n/a	n/a	0.00%
		WHITE	\$264	\$326	\$308	\$279	\$224	\$45	11.03%	-19.64%	1.35%
		TOTAL	\$264	\$326	\$308	\$279	\$225	\$46	11.03%	-19.64%	1.35%
	ISRAEL	WHITE	\$4	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
		TOTAL	\$4	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
	ITALY	RED	\$0	\$1	\$0	\$2	\$1	\$0	-100.00%	-40.62%	0.00%
		ROSE	\$141	\$220	\$237	\$230	\$261	\$48	23.88%	13.77%	12.19%
		WHITE	\$2,514	\$3,194	\$3,543	\$4,131	\$5,179	\$1,134	48.61%	25.36%	22.71%
		TOTAL	\$2,655	\$3,414	\$3,779	\$4,363	\$5,442	\$1,182	46.96%	24.71%	22.20%
	NEW ZEALAND	ROSE	\$4	\$1	\$1	\$73	\$147	\$33	36.83%	101.44%	9.82%

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
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			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
SPARKLING WINE	NEW ZEALAND	WHITE	\$106	\$72	\$163	\$358	\$345	\$75	15.72%	-3.53%	8.58%
		TOTAL	\$110	\$73	\$164	\$431	\$492	\$108	21.39%	14.26%	8.95%
PORTUGAL	ROSE	ROSE	\$9	\$14	\$10	\$0	\$0	\$0	n/a	-100.00%	0.00%
		WHITE	\$5	\$6	\$8	\$3	\$5	\$1	9.55%	62.68%	25.37%
		TOTAL	\$14	\$20	\$18	\$3	\$5	\$1	9.55%	61.34%	25.37%
SOUTH AFRICA	ROSE	ROSE	\$3	\$6	\$2	\$4	\$4	\$2	75.92%	-1.46%	0.00%
		WHITE	\$44	\$262	\$303	\$264	\$244	\$60	28.18%	-7.33%	4.57%
		TOTAL	\$47	\$268	\$305	\$267	\$248	\$63	29.51%	-7.24%	4.57%
SPAIN	RED	RED	\$0	\$0	\$1	\$2	\$0	\$0	-100.00%	-100.00%	0.00%
		ROSE	\$304	\$283	\$368	\$294	\$242	\$57	13.70%	-17.82%	9.49%
		WHITE	\$4,566	\$4,669	\$4,768	\$4,745	\$4,821	\$1,063	39.08%	1.61%	17.05%
		TOTAL	\$4,871	\$4,952	\$5,136	\$5,041	\$5,063	\$1,120	37.33%	0.44%	16.69%
UNITED STATES OF AMERICA	ROSE	ROSE	\$45	\$251	\$129	\$42	\$36	\$12	180.62%	-15.73%	12.55%
		WHITE	\$1,866	\$1,882	\$1,878	\$1,843	\$1,754	\$401	20.89%	-4.85%	10.49%
		TOTAL	\$1,910	\$2,133	\$2,007	\$1,886	\$1,790	\$413	22.91%	-5.10%	10.53%
IMPORT SPARKLING WINE - TOTAL			\$27,631	\$29,396	\$29,521	\$30,706	\$32,592	\$7,070	34.40%	6.14%	18.33%
WINE - GIFT PACKS	AUSTRALIA	AUSTRALIA	\$127	\$127	\$62	\$0	\$0	\$0	n/a	-100.00%	0.00%
		CHILE	\$0	\$0	\$0	\$16	\$6	\$2	349.98%	-62.82%	9.48%
		FRANCE	\$64	\$93	\$155	\$160	\$218	\$43	455.97%	36.09%	2.13%
		ITALY	\$84	\$1	\$0	\$30	\$0	\$0	-100.00%	-99.74%	0.00%
		PORTUGAL	\$4	\$6	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
		SOUTH AFRICA	\$0	\$100	\$0	\$0	\$61	\$22	n/a	n/a	0.37%
		SPAIN	\$0	\$48	\$24	\$0	\$52	\$15	n/a	n/a	0.66%
		UNITED STATES OF AMERICA	\$0	\$0	\$0	\$43	\$0	\$0	-100.00%	-100.00%	0.00%
IMPORT WINE - GIFT PACKS - TOTAL			\$279	\$375	\$241	\$250	\$337	\$82	410.31%	35.01%	1.71%
IMPORT WINE - TOTAL			\$477,975	\$469,942	\$485,745	\$513,987	\$537,232	\$120,345	6.07%	4.52%	14.00%

GLOSSARY AND EXPLANATORY NOTES

"CANADA BOTTLED"	This is used in the imported wine market section to show wines that were imported in bulk and bottled in Canada.
"IMPORT BOTTLED"	This is used in the imported wine market section to indicate imported wine bottled outside of Canada.
Domestic Beer	<p>The Domestic Beer Market section was revised in September 2012 to reflect sales as follows:</p> <ul style="list-style-type: none">a) Breweries with Annual Production over 160,000HLb) Breweries with Annual Production over 15,000HL and up to 160,000HLc) Breweries with Annual Production up to 15,000HL
Negative Sales	Occasionally, negative sales are reported. This is usually due to adjustments or product returns.
Periods	Refers to the LDB's financial periods which correspond approximately to calendar months.
Retail Dollar Sales	Value of sales before any applicable discounts are applied and without GST, PST, or HST.
Vintners Quality Alliance (VQA)	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:

Via phone: 604-252-3010

Via e-mail: salesinfo@bcliqorstores.com