

Hospitality Liquor Market Review

Fiscal 2018/19 Q1

June 2018



**LIQUOR
DISTRIBUTION
BRANCH**

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Introduction

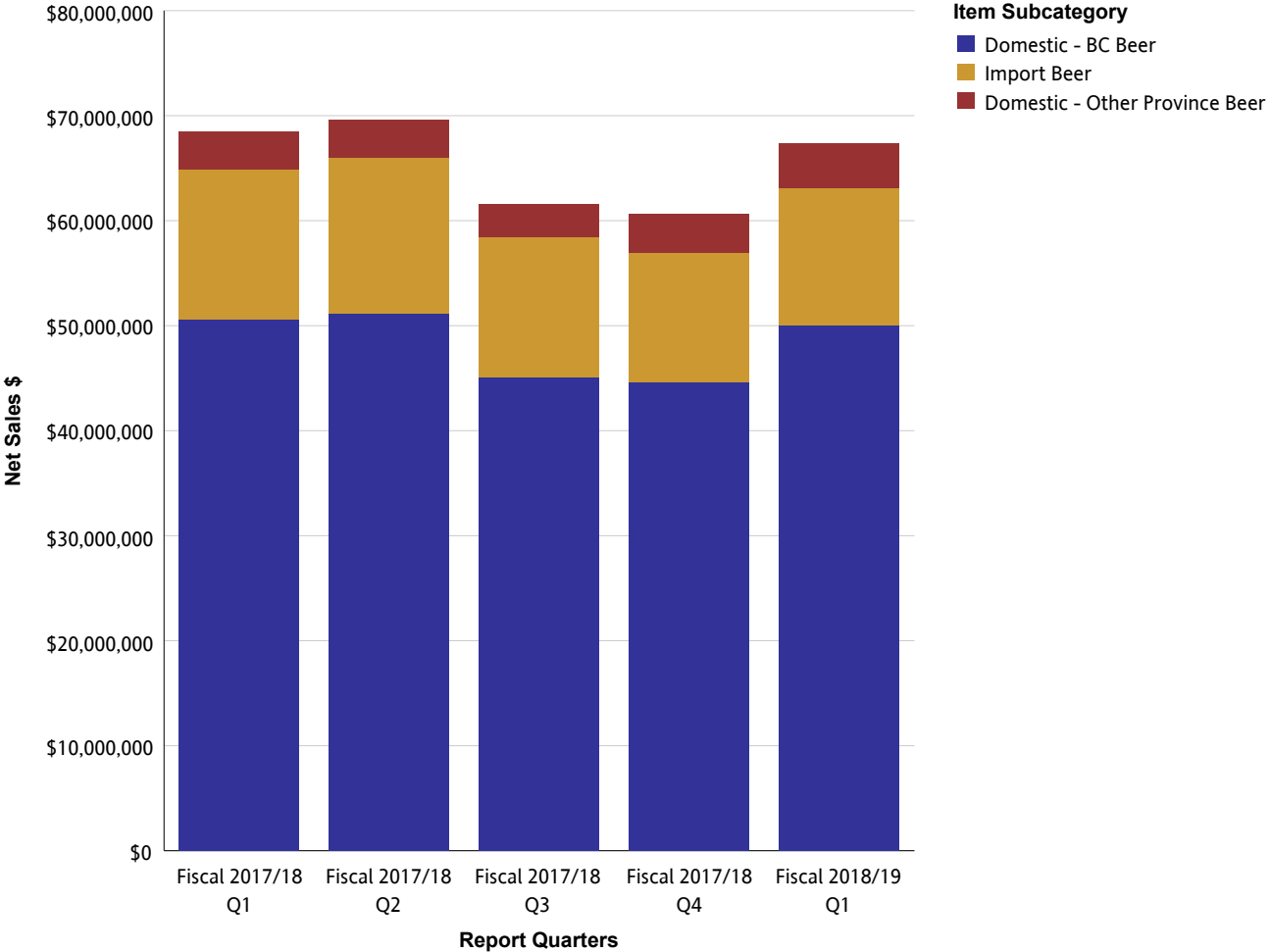
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer and excludes any applicable taxes. For each reporting period, the Hospitality Liquor Market Review provides summarized sales data for the current quarter and previous four quarters.

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

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

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

Beer Sales (Net \$)

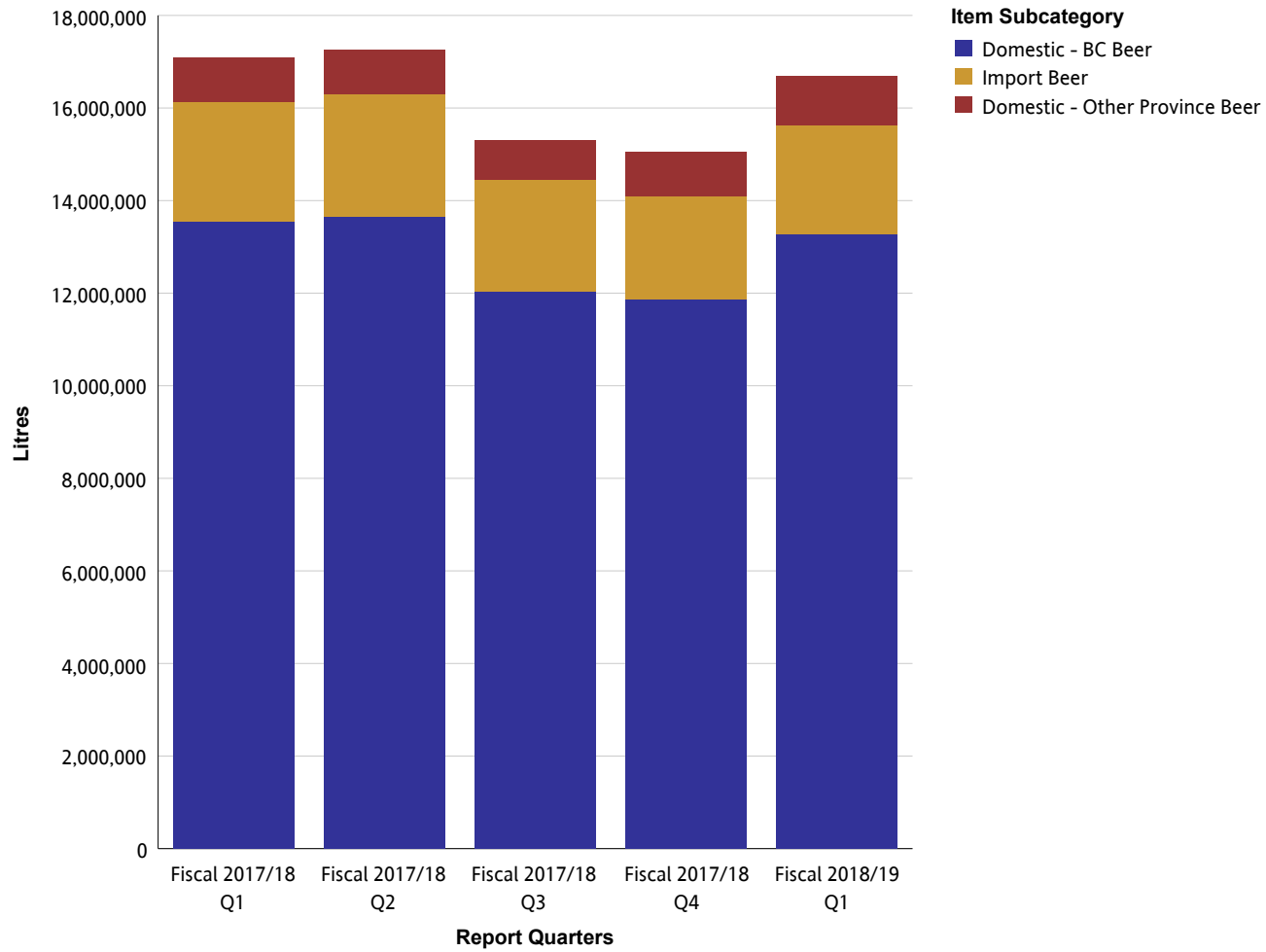


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Domestic - BC Beer	Domestic - BC Commercial Beer	\$30,137,248	\$29,639,306	\$27,207,905	\$25,591,396	\$27,770,883
	Domestic - BC Micro Brew Beer	\$11,029,174	\$11,642,004	\$9,846,253	\$10,980,477	\$12,619,030
	Domestic - BC Regional Beer	\$9,463,337	\$9,908,525	\$8,027,253	\$8,027,303	\$9,619,558
	Summary	\$50,629,758	\$51,189,835	\$45,081,411	\$44,599,176	\$50,009,471
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$2,553,438	\$2,581,805	\$2,260,282	\$2,727,732	\$3,312,870
	Domestic - Other Province Micro Brew Beer	\$49,845	\$57,107	\$55,418	\$68,930	\$72,782
	Domestic - Other Province Regional Beer	\$968,904	\$922,535	\$849,725	\$863,107	\$883,101
	Summary	\$3,572,187	\$3,561,447	\$3,165,426	\$3,659,768	\$4,268,752
Import Beer	Asia And South Pacific Beer	\$1,252,795	\$1,372,762	\$1,198,109	\$1,203,928	\$1,155,385
	Europe Beer	\$7,532,042	\$7,589,245	\$7,602,100	\$7,382,988	\$7,480,187
	Mexico And Caribbean Beer	\$3,199,369	\$3,582,764	\$2,481,989	\$2,299,444	\$3,259,103
	Other Country Beer	\$30,332	\$29,067	\$29,115	\$26,298	\$32,315
	USA Beer	\$2,217,730	\$2,231,990	\$1,988,849	\$1,431,003	\$1,160,778
	Summary	\$14,232,268	\$14,805,830	\$13,300,161	\$12,343,662	\$13,087,767
Summary		\$68,434,214	\$69,557,111	\$61,546,998	\$60,602,606	\$67,365,991

Beer Sales (Litres)

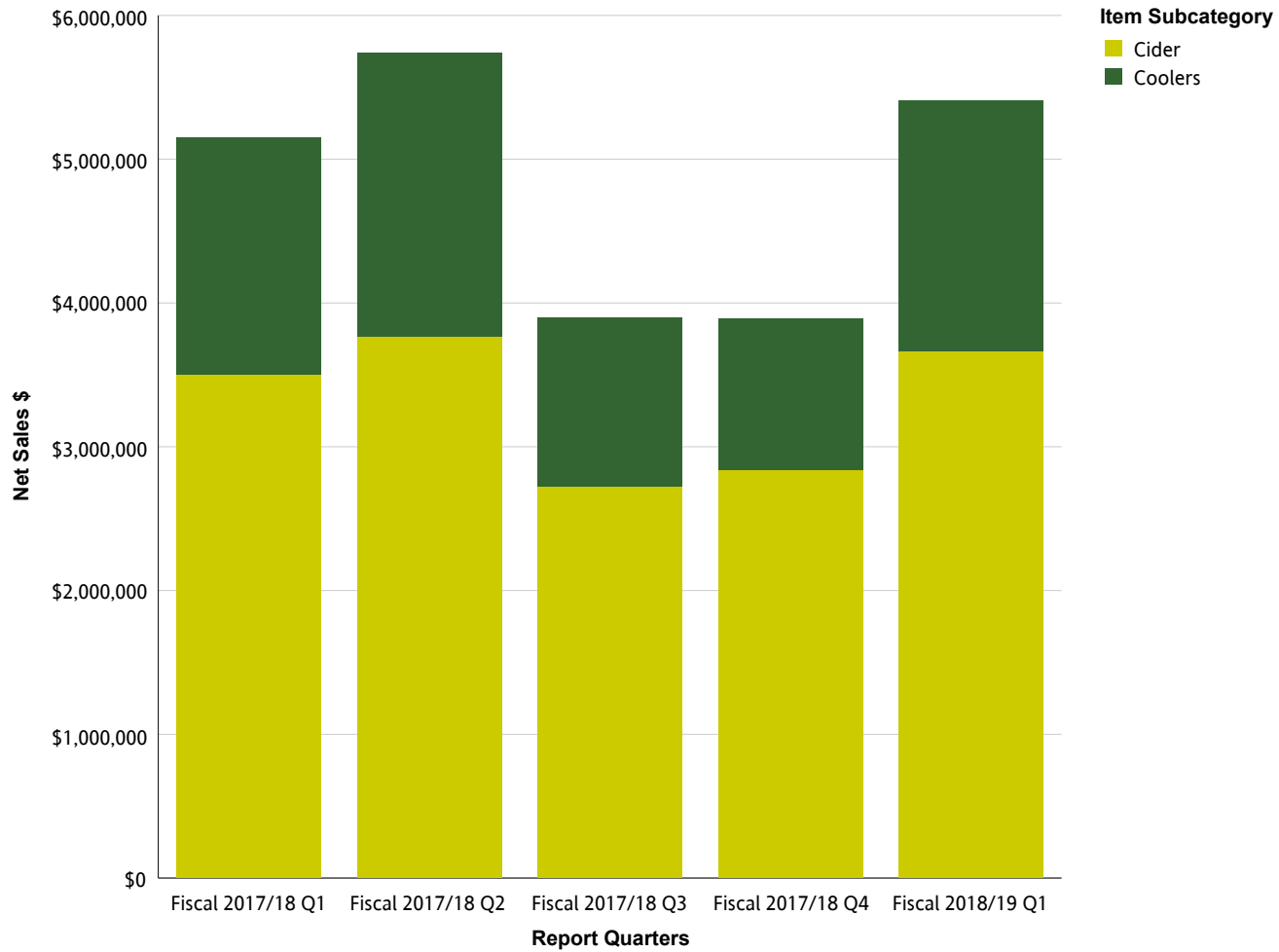


Beer Sales (Litres)

Beer

Litres		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Domestic - BC Beer	Domestic - BC Commercial Beer	7,882,379	7,731,571	7,135,269	6,674,405	7,213,273
	Domestic - BC Micro Brew Beer	2,938,351	3,076,319	2,583,896	2,866,596	3,291,964
	Domestic - BC Regional Beer	2,737,410	2,851,044	2,327,046	2,329,093	2,779,790
	Summary	13,558,139	13,658,934	12,046,211	11,870,094	13,285,028
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	661,067	665,984	588,010	676,938	786,100
	Domestic - Other Province Micro Brew Beer	6,431	7,220	6,838	9,275	10,270
	Domestic - Other Province Regional Beer	296,868	275,381	263,296	265,994	268,585
	Summary	964,366	948,585	858,144	952,207	1,064,955
Import Beer	Asia And South Pacific Beer	210,543	231,974	200,611	197,565	192,581
	Europe Beer	1,397,917	1,394,207	1,405,060	1,372,568	1,372,521
	Mexico And Caribbean Beer	524,909	584,460	402,143	371,601	531,371
	Other Country Beer	5,617	5,470	5,079	4,727	5,775
	USA Beer	426,157	427,222	381,563	278,188	232,664
	Summary	2,565,142	2,643,333	2,394,456	2,224,648	2,334,913
Summary		17,087,647	17,250,853	15,298,811	15,046,949	16,684,896

Refreshment Beverages Sales (Net \$)

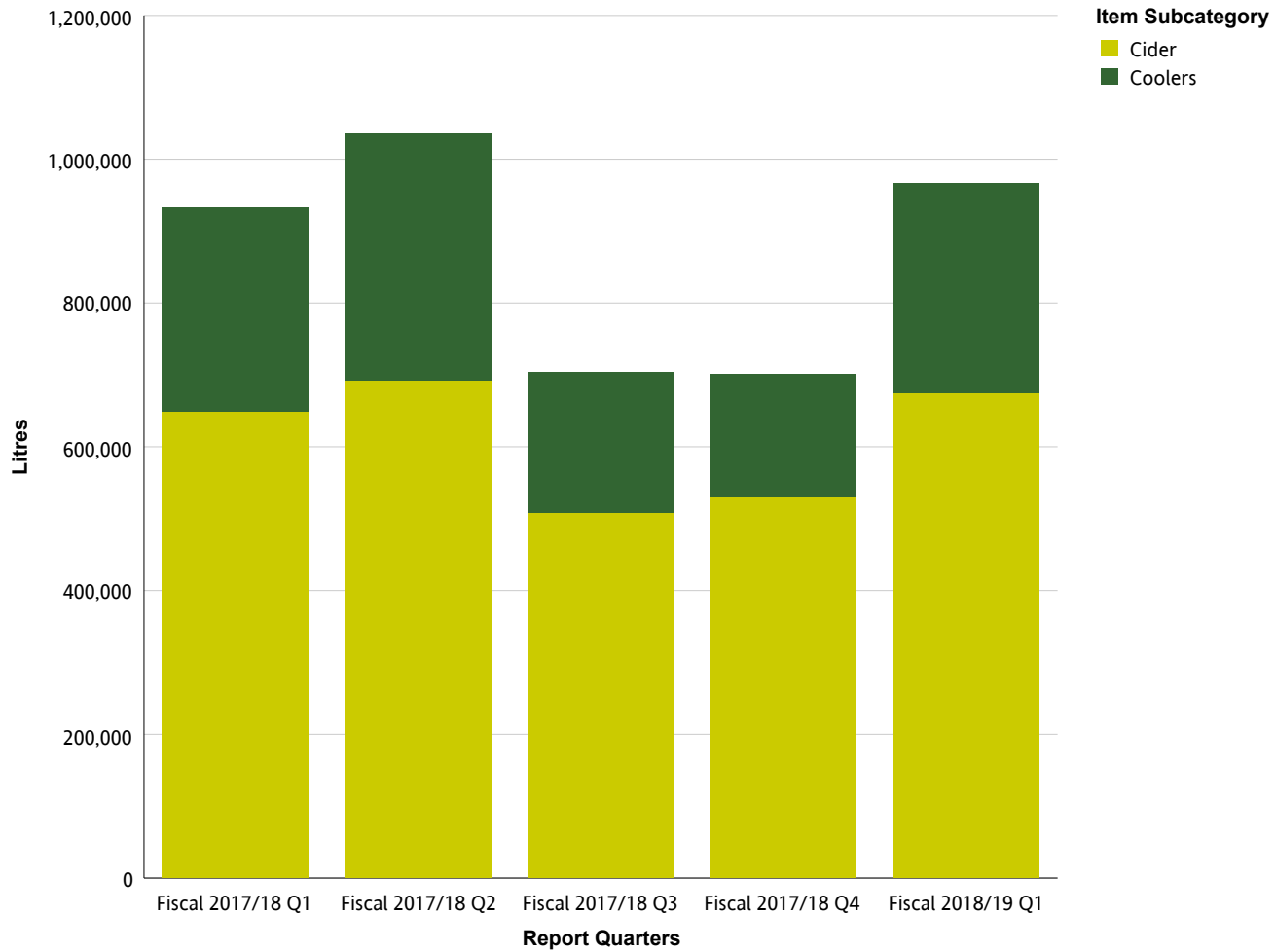


Refreshment Beverages Sales (Net \$)

Refreshment Beverages

Net Sales \$		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Cider	Domestic Cider	\$1,986,322	\$2,287,296	\$1,543,306	\$1,618,929	\$2,189,469
	Import Cider	\$1,514,003	\$1,479,376	\$1,176,303	\$1,220,456	\$1,476,027
	Summary	\$3,500,325	\$3,766,672	\$2,719,610	\$2,839,385	\$3,665,495
Coolers	Malt-Based Coolers	\$227,397	\$209,619	\$96,115	\$86,414	\$83,065
	Spirit Coolers	\$1,348,636	\$1,686,770	\$1,028,692	\$926,757	\$1,588,476
	Wine/Fruit Coolers	\$71,217	\$74,528	\$52,792	\$41,056	\$68,473
	Summary	\$1,647,250	\$1,970,917	\$1,177,599	\$1,054,227	\$1,740,015
Summary		\$5,147,575	\$5,737,589	\$3,897,209	\$3,893,613	\$5,405,510

Refreshment Beverages Sales (Litres)

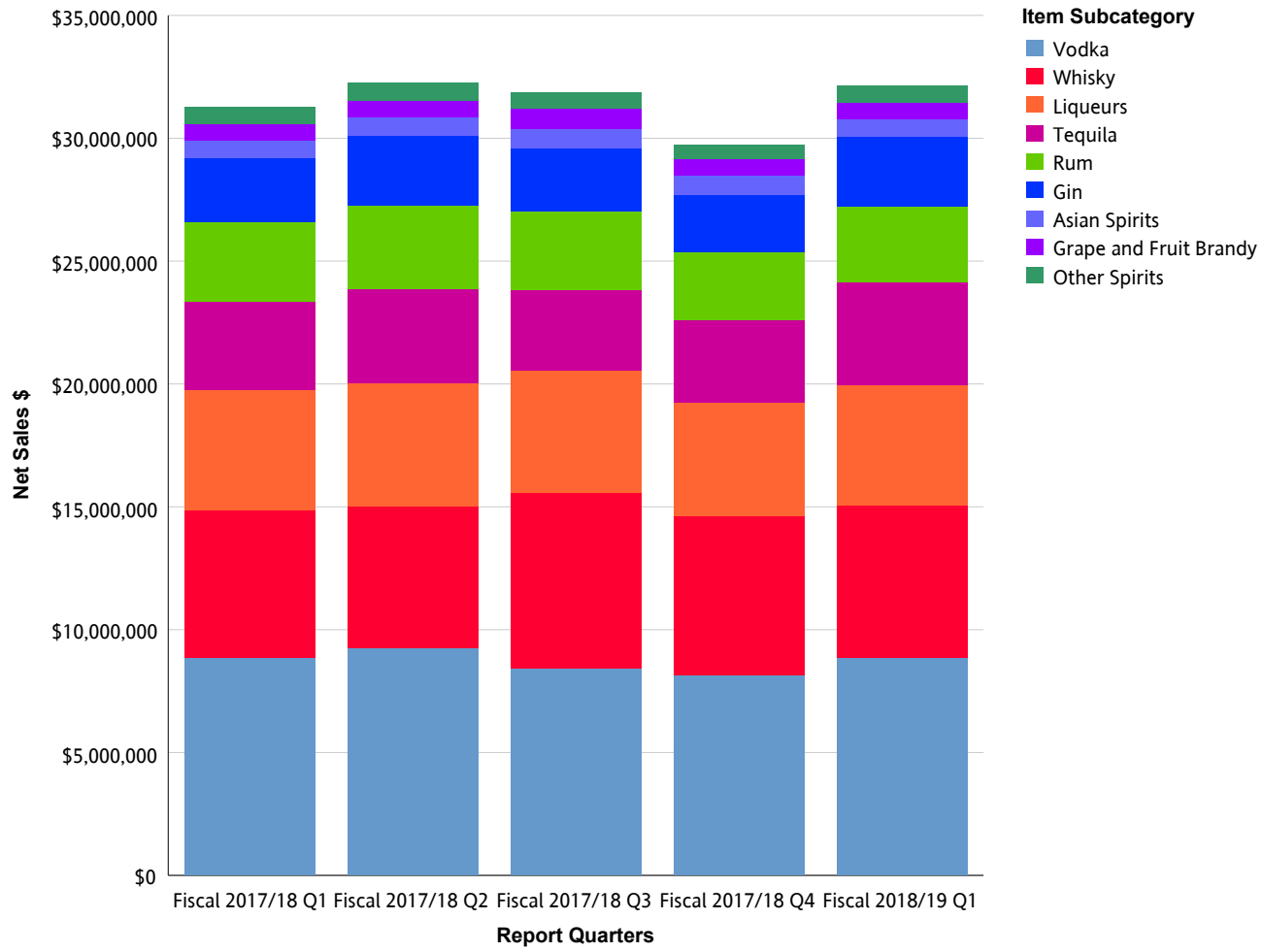


Refreshment Beverages Sales (Litres)

Refreshment Beverages

Litres		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Cider	Domestic Cider	374,958	423,812	290,682	305,731	404,641
	Import Cider	273,450	269,219	217,459	224,420	270,023
	Summary	648,408	693,031	508,141	530,150	674,664
Coolers	Malt-Based Coolers	40,958	37,905	17,014	14,849	14,138
	Spirit Coolers	233,360	293,748	171,539	150,502	269,337
	Wine/Fruit Coolers	9,941	10,985	7,324	5,492	8,870
	Summary	284,258	342,637	195,877	170,843	292,345
Summary		932,666	1,035,668	704,018	700,993	967,010

Spirits Sales (Net \$)



Spirits Sales (Net \$)

Spirits

Net Sales \$		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Asian Spirits	China Spirits	\$85,087	\$106,849	\$91,008	\$113,219	\$46,337
	Korea Spirits	\$557,349	\$582,909	\$649,781	\$602,641	\$638,127
	Other Country Asian Spirits	\$44,799	\$49,272	\$41,213	\$44,895	\$50,151
	Summary	\$687,235	\$739,030	\$782,003	\$760,755	\$734,615
Gin	Dry Gin	\$2,486,944	\$2,684,701	\$2,440,298	\$2,226,890	\$2,650,797
	Flavoured Gin	\$80,096	\$93,345	\$45,169	\$43,104	\$67,506
	Other Gin	\$56,769	\$69,235	\$75,851	\$72,442	\$103,879
	Summary	\$2,623,809	\$2,847,282	\$2,561,318	\$2,342,436	\$2,822,182
Grape and Fruit Brandy	Armagnac	\$19,141	\$8,109	\$14,383	\$3,281	\$3,582
	Brandy	\$154,078	\$171,448	\$154,577	\$136,102	\$153,270
	Cognac	\$385,453	\$367,017	\$575,152	\$414,797	\$383,658
	Eau de Vie	\$25,986	\$28,000	\$39,702	\$35,773	\$30,981
	Grappa And Marc	\$21,360	\$20,826	\$34,218	\$30,914	\$25,995
	Pisco	\$61,865	\$72,841	\$50,972	\$55,343	\$58,073
	Summary	\$667,882	\$668,241	\$869,004	\$676,210	\$655,559
Liqueurs	Anise And Herbal/Spice Liqueurs	\$1,720,864	\$1,715,316	\$1,826,260	\$1,750,373	\$1,737,028
	Coffee And Cocoa Liqueurs	\$316,737	\$328,323	\$374,782	\$331,888	\$328,941
	Cream/Dairy Liqueurs	\$474,381	\$499,974	\$588,716	\$502,316	\$495,653
	Fruit Liqueurs	\$1,657,406	\$1,705,458	\$1,425,322	\$1,356,601	\$1,667,215
	Nut Liqueurs	\$288,118	\$286,816	\$278,853	\$260,256	\$272,649
	Other Liqueurs	\$276,289	\$273,478	\$262,433	\$232,156	\$241,543
	Whiskey Liqueurs	\$178,882	\$170,709	\$194,011	\$182,494	\$175,994
	Summary	\$4,912,677	\$4,980,074	\$4,950,378	\$4,616,083	\$4,919,023
Other Spirits	Cachaca	\$15,802	\$20,325	\$14,137	\$13,911	\$24,360
	Flavoured Spirits	\$139,984	\$165,639	\$162,093	\$127,384	\$170,271
	Miscellaneous/Other Spirits	\$74,167	\$102,248	\$83,664	\$66,329	\$74,734

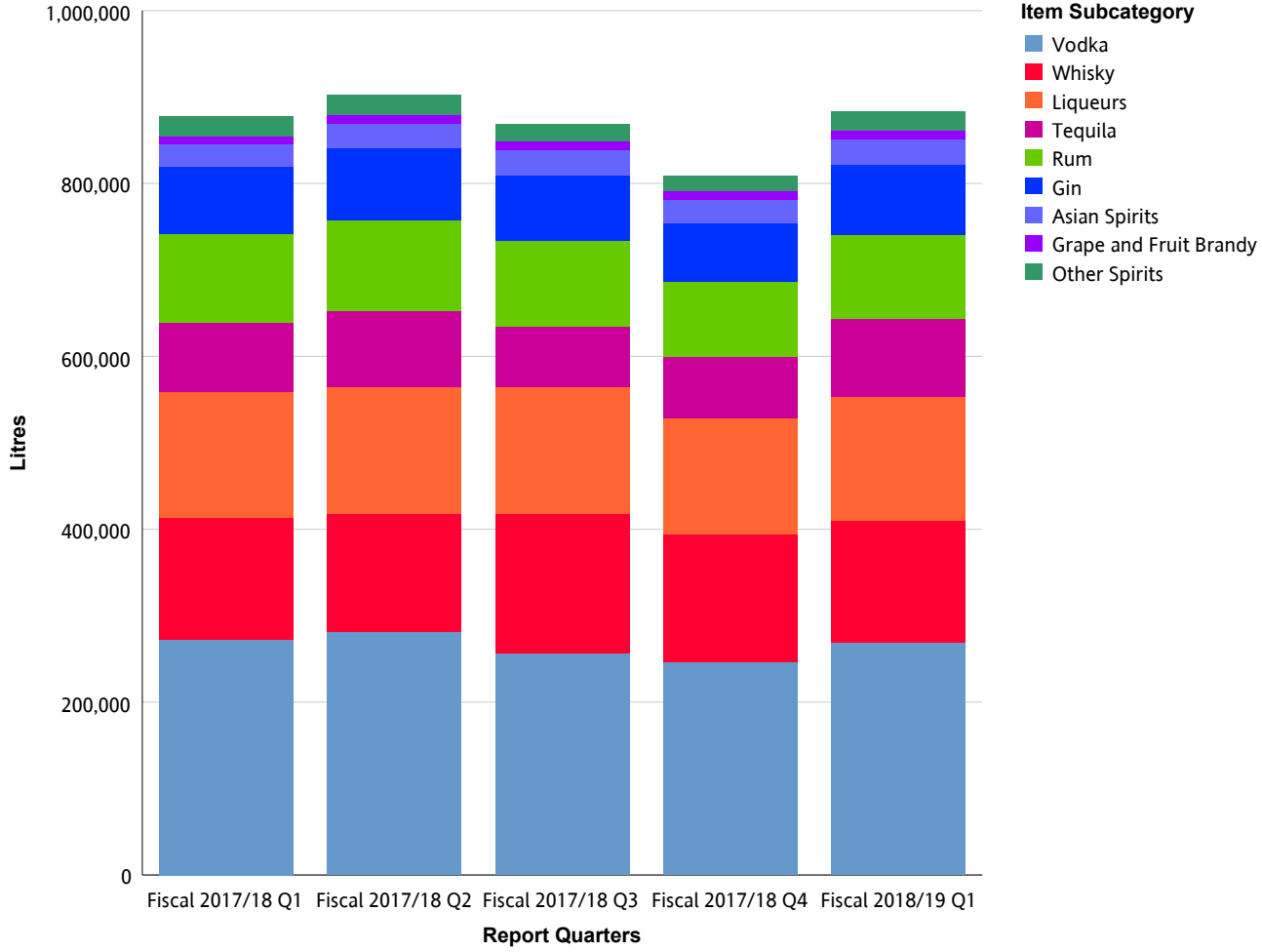
Spirits Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Other Spirits	Moonshine Spirits	\$3,311	\$3,034	\$4,137	\$2,036	\$2,113
	Ready to Mix Cocktails	\$444,061	\$445,597	\$360,006	\$336,638	\$423,507
	Ready to Serve Cocktails	\$2,028	\$2,931	\$3,988	\$3,783	\$3,835
	Schnapps and Akvavit	\$7,213	\$10,640	\$7,368	\$7,404	\$6,357
	Summary	\$686,566	\$750,415	\$635,394	\$557,485	\$705,177
Rum	Amber Rum	\$365,391	\$378,875	\$328,936	\$290,393	\$316,193
	Dark Rum	\$477,663	\$442,922	\$493,465	\$428,197	\$426,150
	Flavoured Rum	\$26,853	\$27,500	\$16,122	\$21,224	\$19,904
	Spiced Rum	\$882,316	\$881,803	\$1,031,838	\$891,313	\$850,461
	White Rum	\$1,472,405	\$1,643,514	\$1,309,238	\$1,156,673	\$1,480,938
	Summary	\$3,224,628	\$3,374,614	\$3,179,599	\$2,787,801	\$3,093,646
Tequila	Blanco/Silver Tequila	\$1,371,869	\$1,521,271	\$1,257,000	\$1,356,964	\$1,625,300
	Flavoured Tequila	\$23,017	\$19,808	\$13,224	\$15,911	\$24,381
	Gold Tequila	\$2,123,280	\$2,251,471	\$1,952,235	\$1,873,399	\$2,394,197
	Mezcal	\$75,726	\$63,367	\$83,766	\$90,058	\$121,473
	Summary	\$3,593,893	\$3,855,917	\$3,306,225	\$3,336,332	\$4,165,352
Vodka	Flavoured Vodka	\$877,302	\$818,165	\$723,760	\$705,971	\$824,291
	Straight Vodka	\$7,979,664	\$8,419,343	\$7,706,768	\$7,445,043	\$8,052,221
	Summary	\$8,856,966	\$9,237,509	\$8,430,528	\$8,151,013	\$8,876,512
Whisky	American Whiskey	\$562,357	\$550,611	\$714,094	\$665,544	\$538,995
	Blended Malt Scotch Whisky	\$6,118	\$5,211	\$9,581	\$9,615	\$10,838
	Blended Scotch Whisky	\$336,684	\$332,478	\$416,317	\$324,171	\$352,276
	Bourbon Whiskey	\$1,162,436	\$1,153,167	\$1,397,374	\$1,319,057	\$1,297,893
	Canadian Whisky	\$1,929,779	\$1,848,586	\$2,154,505	\$1,861,284	\$1,829,167
	Flavoured Whisky	\$103	\$156	\$292	\$1,436	\$1,922
	Irish Whiskey	\$1,108,759	\$1,082,237	\$1,251,825	\$1,372,687	\$1,200,566
	Other Country Whisky	\$61,945	\$64,926	\$98,466	\$81,585	\$96,149
	Single Malt Scotch Whisky	\$832,846	\$767,942	\$1,114,890	\$849,065	\$847,446

Spirits Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Whisky	Summary	\$6,001,027	\$5,805,313	\$7,157,343	\$6,484,443	\$6,175,253
Summary		\$31,254,682	\$32,258,394	\$31,871,791	\$29,712,558	\$32,147,319

Spirits Sales (Litres)



Spirits Sales (Litres)

Spirits

Litres		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Asian Spirits	China Spirits	954	1,128	1,170	1,100	900
	Korea Spirits	24,272	25,024	27,696	25,708	27,250
	Other Country Asian Spirits	944	1,049	882	956	1,085
	Summary	26,171	27,201	29,749	27,765	29,236
Gin	Dry Gin	74,681	79,911	72,726	66,054	78,174
	Flavoured Gin	2,205	2,574	1,174	1,108	1,792
	Other Gin	945	1,194	1,265	1,172	1,770
	Summary	77,831	83,679	75,165	68,334	81,736
Grape and Fruit Brandy	Armagnac	63	64	70	22	33
	Brandy	4,882	5,411	4,707	4,288	4,805
	Cognac	2,762	2,997	3,862	3,052	2,814
	Eau de Vie	370	386	563	476	462
	Grappa And Marc	307	279	418	358	331
	Pisco	1,300	1,478	1,031	1,090	1,173
	Summary	9,684	10,615	10,651	9,285	9,618
Liqueurs	Anise And Herbal/Spice Liqueurs	44,578	44,234	47,333	44,743	44,304
	Coffee And Cocoa Liqueurs	10,675	11,004	12,604	10,960	10,728
	Cream/Dairy Liqueurs	14,001	14,720	18,149	14,688	14,362
	Fruit Liqueurs	53,991	55,361	45,016	42,577	53,366
	Nut Liqueurs	9,444	9,377	8,923	8,130	8,716
	Other Liqueurs	8,637	8,519	8,887	7,712	7,497
	Whiskey Liqueurs	4,436	4,260	4,733	4,406	4,270
	Summary	145,763	147,475	145,645	133,217	143,242
Other Spirits	Cachaca	381	487	343	338	580
	Flavoured Spirits	2,295	2,767	2,710	2,077	2,766
	Miscellaneous/Other Spirits	1,318	1,781	1,502	1,214	1,365

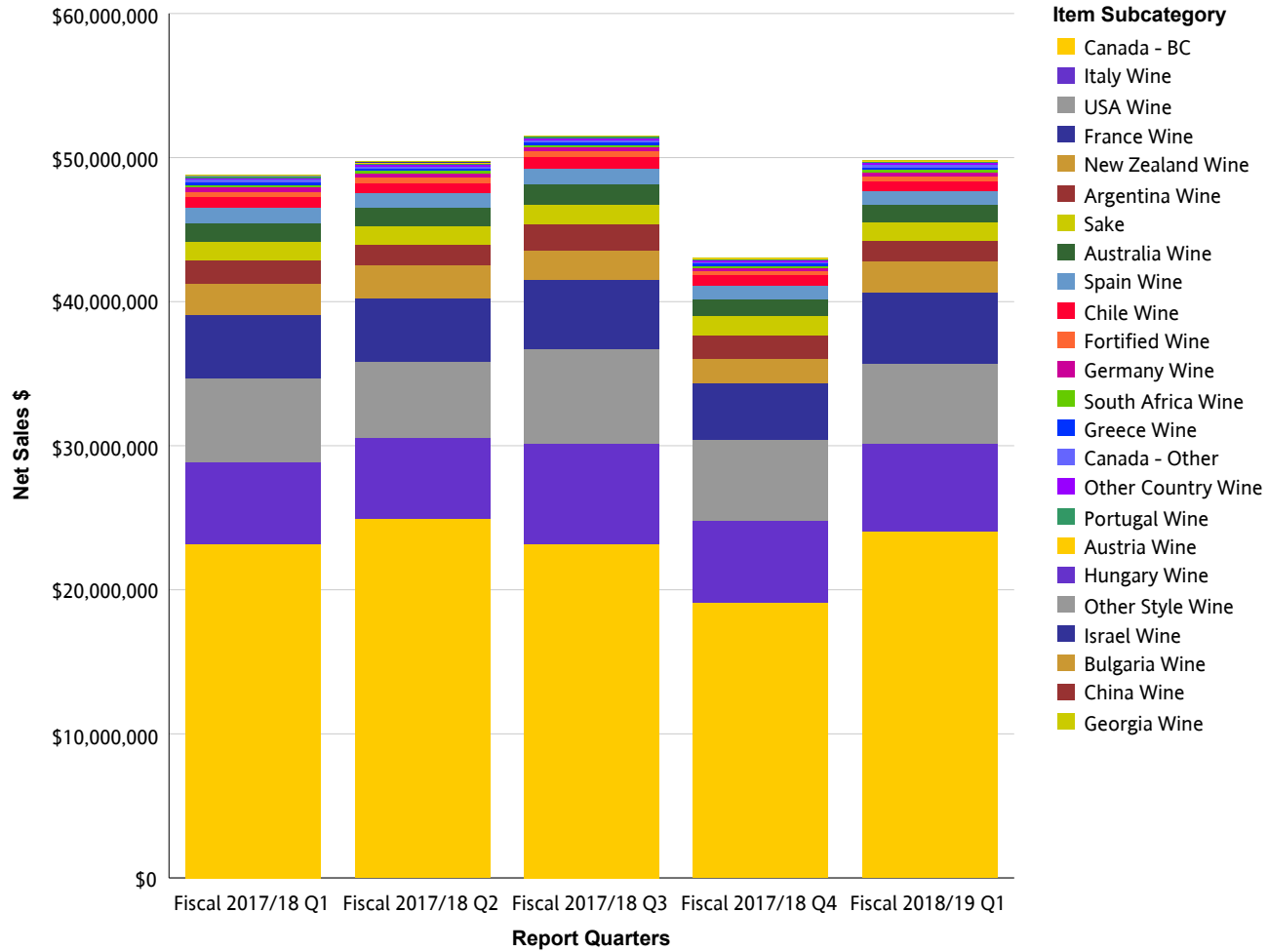
Spirits Sales (Litres)

Litres		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Other Spirits	Moonshine Spirits	84	91	96	47	46
	Ready to Mix Cocktails	18,522	18,048	14,447	13,535	17,185
	Ready to Serve Cocktails	70	100	115	103	118
	Schnapps and Akvavit	148	206	142	147	134
	Summary	22,819	23,481	19,356	17,462	22,194
Rum	Amber Rum	10,458	10,851	9,121	8,106	8,951
	Dark Rum	14,292	13,303	14,899	12,534	12,734
	Flavoured Rum	877	904	523	685	653
	Spiced Rum	26,718	26,127	30,823	26,328	24,991
	White Rum	49,564	54,596	43,585	38,233	49,268
	Summary	101,910	105,781	98,950	85,885	96,598
Tequila	Blanco/Silver Tequila	29,144	32,565	25,875	28,132	34,621
	Flavoured Tequila	441	405	253	275	394
	Gold Tequila	50,094	53,539	43,738	42,597	53,853
	Mezcal	885	872	1,186	1,189	1,546
	Summary	80,565	87,381	71,052	72,193	90,414
Vodka	Flavoured Vodka	26,211	24,252	20,568	20,242	23,980
	Straight Vodka	245,813	257,210	235,131	226,007	245,258
	Summary	272,024	281,463	255,699	246,249	269,238
Whisky	American Whiskey	14,010	13,596	16,375	15,031	12,935
	Blended Malt Scotch Whisky	70	57	101	99	119
	Blended Scotch Whisky	6,257	6,144	7,643	5,801	6,255
	Bourbon Whiskey	24,199	23,825	29,060	27,534	26,969
	Canadian Whisky	62,021	58,821	68,467	58,929	57,552
	Flavoured Whisky	3	4	8	41	68
	Irish Whiskey	26,522	25,831	30,030	32,573	28,248
	Other Country Whisky	523	569	839	728	895
	Single Malt Scotch Whisky	7,712	7,141	9,952	7,573	7,708

Spirits Sales (Litres)

Litres		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Whisky	Summary	141,316	135,987	162,474	148,309	140,748
Summary		878,082	903,063	868,741	808,699	883,024

Wine Sales (Net \$)



Wine Sales (Net \$)

Wine

Net Sales \$		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Argentina Wine	Argentina Red Wine	\$1,521,156	\$1,360,119	\$1,733,582	\$1,513,681	\$1,341,305
	Argentina Rose Wine	\$1,588	\$3,727	\$2,363	\$3,674	\$7,783
	Argentina Sparkling Wine	\$873	\$239	\$319	\$513	\$239
	Argentina White Wine	\$94,213	\$72,308	\$63,791	\$54,094	\$70,176
	Summary	\$1,617,831	\$1,436,393	\$1,800,055	\$1,571,961	\$1,419,504
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Australia Red Wine	\$959,230	\$819,645	\$1,058,075	\$886,038	\$823,052
	Australia Rose Wine	\$4,794	\$27,191	\$6,891	\$7,801	\$17,342
	Australia Sparkling Wine	\$42,535	\$53,817	\$49,897	\$33,516	\$44,517
	Australia White Wine	\$300,241	\$325,699	\$272,444	\$217,383	\$305,642
	Summary	\$1,306,800	\$1,226,352	\$1,387,307	\$1,144,738	\$1,190,552
Austria Wine	Austria Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Austria Red Wine	\$17,452	\$35,125	\$3,511	\$11,855	\$6,605
	Austria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Austria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Austria White Wine	\$12,957	\$18,530	\$15,557	\$25,599	\$21,286
	Summary	\$30,409	\$53,656	\$19,068	\$37,453	\$27,892
Bulgaria Wine	Bulgaria Red Wine	\$775	\$97	\$39	\$107	\$1,272
	Bulgaria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$775	\$97	\$39	\$107	\$1,272
Canada - BC	Canada - BC Dessert Wine	\$17,119	\$27,306	\$20,970	\$19,710	\$16,339
	Canada - BC Fruit Wine	\$78,963	\$147,090	\$51,726	\$38,419	\$66,567
	Canada - BC Ice Wine	\$53,538	\$70,525	\$43,348	\$42,073	\$45,998
	Canada - BC Red Wine	\$10,145,541	\$10,308,820	\$11,869,755	\$10,006,928	\$10,591,852

Wine Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Canada - BC	Canada - BC Rose Wine	\$863,773	\$1,261,007	\$334,005	\$295,719	\$1,140,608
	Canada - BC Sparkling Wine	\$665,776	\$741,699	\$588,320	\$533,244	\$742,047
	Canada - BC White Wine	\$11,335,927	\$12,389,091	\$10,253,430	\$8,183,366	\$11,462,107
	Summary	\$23,160,636	\$24,945,539	\$23,161,554	\$19,119,459	\$24,065,518
Canada - Other	Canada - Other Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Canada - Other Fruit Wine	\$863	\$166	\$364	\$388	\$364
	Canada - Other Ice Wine	\$887	\$2,143	\$1,935	\$2,792	\$1,256
	Canada - Other Red Wine	\$14,477	\$9,504	\$11,373	\$6,889	\$8,865
	Canada - Other Rose Wine	\$0	\$929	\$558	\$0	\$54,487
	Canada - Other Sparkling Wine	\$134,601	\$106,181	\$120,385	\$92,406	\$128,576
	Canada - Other White Wine	\$20,930	\$11,534	\$12,544	\$7,736	\$8,296
	Summary	\$171,759	\$130,458	\$147,158	\$110,211	\$201,844
Chile Wine	Chile Fruit and Dessert Wine	\$1,839	\$1,814	\$1,924	\$1,435	\$989
	Chile Red Wine	\$454,508	\$389,721	\$501,943	\$450,330	\$388,122
	Chile Rose Wine	\$4,238	\$2,092	\$0	\$846	\$5,535
	Chile Sparkling Wine	\$2,903	\$835	\$864	\$1,462	\$8,255
	Chile White Wine	\$328,131	\$334,542	\$292,110	\$244,902	\$277,764
	Summary	\$791,619	\$729,004	\$796,840	\$698,974	\$680,665
China Wine	China Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	China Red Wine	\$0	\$1,170	\$0	\$0	\$20
	China White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$0	\$1,170	\$0	\$0	\$20
Fortified Wine	Other Fortified Domestic Wine	\$48,946	\$61,283	\$41,813	\$32,292	\$34,840
	Other Fortified Import Wine	\$99,330	\$95,106	\$90,238	\$81,046	\$91,838
	Port Wine	\$92,199	\$98,716	\$143,594	\$86,969	\$97,217
	Sherry Wine	\$24,981	\$17,811	\$26,165	\$20,936	\$20,862
	Vermouth Wine	\$103,036	\$97,546	\$103,463	\$100,321	\$120,979
	Summary	\$368,492	\$370,463	\$405,274	\$321,564	\$365,735

Wine Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
France Wine	France Champagne Wine	\$1,551,256	\$1,561,265	\$1,932,607	\$1,399,353	\$1,866,568
	France Fruit and Dessert Wine	\$2,621	\$1,461	\$5,916	\$8,849	\$1,513
	France Red Wine	\$1,273,448	\$1,203,830	\$1,531,617	\$1,332,038	\$1,199,978
	France Rose Wine	\$389,271	\$450,695	\$135,150	\$166,768	\$595,790
	France Sparkling Wine	\$203,855	\$196,061	\$188,853	\$147,788	\$170,374
	France White Wine	\$928,289	\$1,010,267	\$1,040,783	\$850,321	\$1,075,632
	Summary	\$4,348,740	\$4,423,578	\$4,834,927	\$3,905,116	\$4,909,855
Georgia Wine	Georgia Red Wine	\$187	\$122	\$188	\$33	\$367
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$187	\$122	\$188	\$33	\$367
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$744	\$3,780	\$0
	Germany Red Wine	\$6,263	\$2,319	\$2,068	\$4,638	\$3,876
	Germany Rose Wine	\$1,967	\$492	\$0	\$0	\$463
	Germany Sparkling Wine	\$164,850	\$172,112	\$203,684	\$115,780	\$179,304
	Germany White Wine	\$106,565	\$120,627	\$105,577	\$87,670	\$90,797
	Summary	\$279,645	\$295,549	\$312,072	\$211,868	\$274,439
Greece Wine	Greece Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Greece Red Wine	\$98,335	\$82,949	\$99,756	\$83,890	\$74,435
	Greece Rose Wine	\$384	\$0	\$0	\$0	\$863
	Greece White Wine	\$84,879	\$73,939	\$68,866	\$53,509	\$69,651
	Summary	\$183,598	\$156,888	\$168,622	\$137,400	\$144,949
Hungary Wine	Hungary Fruit and Dessert Wine	\$3,820	\$4,493	\$3,558	\$4,476	\$2,775
	Hungary Red Wine	\$1,499	\$1,282	\$1,085	\$1,097	\$1,719
	Hungary Sparkling Wine	\$10,746	\$10,283	\$10,350	\$9,742	\$13,901
	Hungary White Wine	\$15,656	\$19,609	\$12,354	\$11,651	\$15,007
	Summary	\$31,722	\$35,667	\$27,347	\$26,966	\$33,402
Israel Wine	Israel Red Wine	\$2,549	\$2,738	\$1,362	\$2,397	\$1,890
	Israel Rose Wine	\$0	\$240	\$96	\$432	\$544

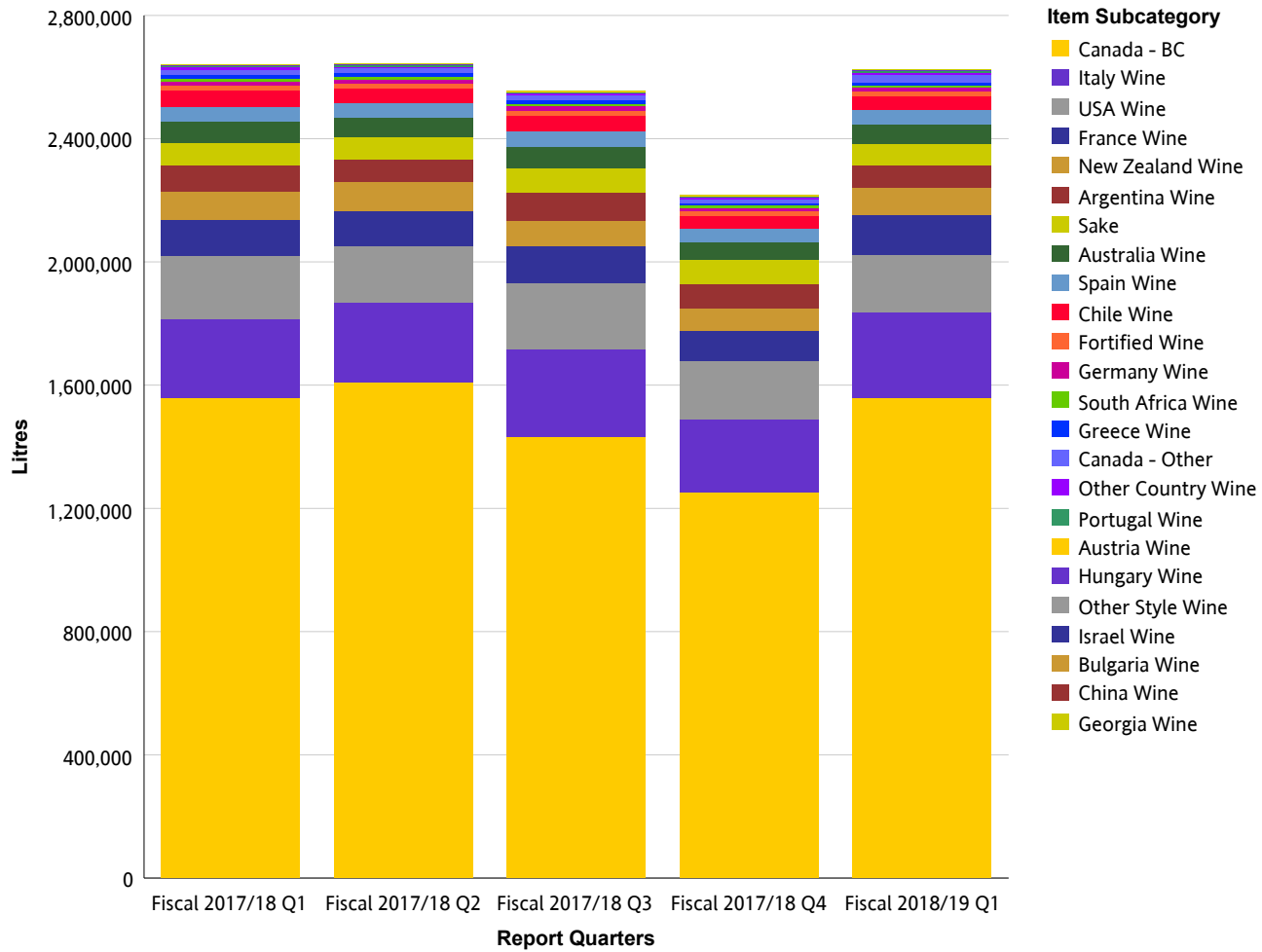
Wine Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Israel Wine	Israel White Wine	\$731	\$680	\$561	\$2,956	\$2,379
	Summary	\$3,279	\$3,657	\$2,019	\$5,785	\$4,812
Italy Wine	Italy Fruit and Dessert Wine	\$1,464	\$1,241	\$2,304	\$3,867	\$3,569
	Italy Red Wine	\$2,792,859	\$2,512,679	\$4,037,820	\$3,241,841	\$2,915,626
	Italy Rose Wine	\$41,342	\$77,532	\$26,244	\$19,421	\$77,599
	Italy Sparkling Wine	\$503,928	\$500,662	\$502,652	\$391,688	\$522,271
	Italy White Wine	\$1,611,072	\$1,709,000	\$1,608,285	\$1,394,770	\$1,710,534
	Prosecco Wine	\$732,327	\$808,290	\$828,750	\$651,380	\$848,945
	Summary	\$5,682,991	\$5,609,403	\$7,006,055	\$5,702,967	\$6,078,544
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$77,600	\$82,266	\$146,320	\$77,267	\$79,886
	New Zealand Rose Wine	\$15,953	\$36,819	\$13,756	\$16,578	\$45,235
	New Zealand Sparkling Wine	\$6,701	\$7,653	\$5,077	\$2,763	\$6,407
	New Zealand White Wine	\$2,096,346	\$2,124,059	\$1,852,318	\$1,634,067	\$2,074,015
	Summary	\$2,196,601	\$2,250,797	\$2,017,471	\$1,730,675	\$2,205,543
Other Country Wine	Other Country Fruit and Dessert Wine	\$88,939	\$95,271	\$94,769	\$86,843	\$92,447
	Other Country Red Wine	\$21,569	\$12,194	\$27,180	\$23,624	\$24,772
	Other Country Rose Wine	\$3,871	\$2,956	\$384	\$843	\$2,760
	Other Country Sparkling Wine	\$1,577	\$3,129	\$9,269	\$2,040	\$2,597
	Other Country White Wine	\$13,063	\$10,308	\$16,388	\$15,183	\$21,459
	Summary	\$129,018	\$123,856	\$147,990	\$128,533	\$144,035
Other Style Wine	Aperitif And Flavoured Wine	\$5,729	\$8,229	\$3,704	\$5,129	\$9,412
	Mead	\$492	\$879	\$679	\$586	\$1,549
	Rice Wine	\$15,922	\$12,443	\$13,535	\$11,939	\$14,881
	Summary	\$22,143	\$21,551	\$17,918	\$17,655	\$25,842
Portugal Wine	Portugal Fruit and Dessert Wine	\$336	\$0	\$1,557	\$3,511	\$402
	Portugal Red Wine	\$42,662	\$35,056	\$58,426	\$48,102	\$38,822
	Portugal Rose Wine	\$9,076	\$8,286	\$4,483	\$3,162	\$7,747

Wine Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Portugal Wine	Portugal Sparkling Wine	\$3,448	\$3,640	\$2,725	\$129	\$340
	Portugal White Wine	\$33,338	\$34,907	\$28,297	\$20,435	\$37,402
	Summary	\$88,860	\$81,887	\$95,487	\$75,339	\$84,713
Sake	Japan Sake	\$754,670	\$830,509	\$896,502	\$817,984	\$811,418
	Other Country Sake	\$28,939	\$33,199	\$25,933	\$33,515	\$32,561
	USA Sake	\$498,632	\$458,227	\$497,476	\$526,309	\$423,745
	Summary	\$1,282,241	\$1,321,935	\$1,419,910	\$1,377,808	\$1,267,723
South Africa Wine	South Africa Fruit and Dessert Wine	\$32	\$130	\$195	\$0	\$0
	South Africa Red Wine	\$75,821	\$70,121	\$76,223	\$80,831	\$70,268
	South Africa Rose Wine	\$385	\$1,381	\$27	\$0	\$1,128
	South Africa Sparkling Wine	\$6,092	\$5,601	\$5,834	\$4,711	\$7,223
	South Africa White Wine	\$79,484	\$92,520	\$78,640	\$67,018	\$70,522
	Summary	\$161,816	\$169,754	\$160,919	\$152,560	\$149,142
Spain Wine	Spain Fruit and Dessert Wine	\$840	\$3,520	\$2,702	\$2,239	\$7,542
	Spain Red Wine	\$503,493	\$491,942	\$604,797	\$563,869	\$438,279
	Spain Rose Wine	\$41,655	\$61,988	\$23,608	\$26,938	\$78,289
	Spain Sparkling Wine	\$365,605	\$362,000	\$365,279	\$276,971	\$362,986
	Spain White Wine	\$109,232	\$94,078	\$80,465	\$83,840	\$96,468
	Summary	\$1,020,824	\$1,013,528	\$1,076,851	\$953,856	\$983,564
USA Wine	USA Fruit and Dessert Wine	\$0	\$0	\$0	\$1,477	\$316
	USA Red Wine	\$4,564,153	\$3,916,317	\$5,306,276	\$4,491,940	\$4,243,250
	USA Rose Wine	\$72,503	\$79,319	\$43,810	\$46,037	\$80,057
	USA Sparkling Wine	\$84,229	\$60,420	\$71,757	\$54,875	\$74,607
	USA White Wine	\$1,159,935	\$1,243,841	\$1,099,708	\$1,027,012	\$1,169,541
	Summary	\$5,880,821	\$5,299,898	\$6,521,551	\$5,621,340	\$5,567,771
Summary		\$48,760,805	\$49,701,201	\$51,526,622	\$43,052,370	\$49,827,705

Wine Sales (Litres)



Wine Sales (Litres)

Wine

Litres		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Argentina Wine	Argentina Red Wine	77,887	69,602	89,342	77,749	68,082
	Argentina Rose Wine	142	345	200	309	524
	Argentina Sparkling Wine	46	14	18	18	14
	Argentina White Wine	5,970	4,280	3,769	3,306	4,325
	Summary	84,045	74,240	93,328	81,382	72,945
Australia Wine	Australia Fruit and Dessert Wine	0	0	0	0	0
	Australia Red Wine	46,981	39,414	49,845	41,509	40,091
	Australia Rose Wine	287	1,750	426	482	1,096
	Australia Sparkling Wine	2,524	3,218	3,036	1,920	2,642
	Australia White Wine	19,313	20,722	17,091	13,778	19,826
	Summary	69,105	65,105	70,399	57,688	63,655
Austria Wine	Austria Fruit and Dessert Wine	0	0	0	0	0
	Austria Red Wine	194	374	107	261	198
	Austria Rose Wine	0	0	0	0	0
	Austria Sparkling Wine	0	0	0	0	0
	Austria White Wine	422	592	500	776	714
	Summary	616	965	607	1,036	912
Bulgaria Wine	Bulgaria Red Wine	37	7	3	4	88
	Bulgaria Rose Wine	0	0	0	0	0
	Bulgaria Sparkling Wine	0	0	0	0	0
	Bulgaria White Wine	0	0	0	0	0
	Summary	37	7	3	4	88
Canada - BC	Canada - BC Dessert Wine	301	403	326	361	309
	Canada - BC Fruit Wine	3,415	6,651	2,136	1,799	3,034
	Canada - BC Ice Wine	570	735	418	404	478
	Canada - BC Red Wine	655,644	628,220	700,581	613,083	655,646

Wine Sales (Litres)

Litres		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Canada - BC	Canada - BC Rose Wine	46,045	69,954	17,665	15,021	58,561
	Canada - BC Sparkling Wine	25,746	28,463	22,869	19,547	26,225
	Canada - BC White Wine	826,248	874,699	689,877	601,297	815,205
	Summary	1,557,970	1,609,124	1,433,871	1,251,512	1,559,458
Canada - Other	Canada - Other Dessert Wine	0	0	0	0	0
	Canada - Other Fruit Wine	12	2	5	5	5
	Canada - Other Ice Wine	8	26	21	39	11
	Canada - Other Red Wine	1,316	640	582	466	665
	Canada - Other Rose Wine	0	45	27	0	7,648
	Canada - Other Sparkling Wine	15,574	12,609	14,277	11,013	15,310
	Canada - Other White Wine	1,566	812	718	526	608
	Summary	18,475	14,134	15,630	12,050	24,246
Chile Wine	Chile Fruit and Dessert Wine	43	41	45	33	23
	Chile Red Wine	27,912	23,779	30,423	26,394	23,544
	Chile Rose Wine	306	152	0	68	452
	Chile Sparkling Wine	94	27	28	44	311
	Chile White Wine	23,481	23,747	20,389	16,896	19,597
	Summary	51,837	47,746	50,885	43,434	43,928
China Wine	China Fruit and Dessert Wine	0	0	0	0	0
	China Red Wine	0	2	0	0	1
	China White Wine	0	0	0	0	0
	Summary	0	2	0	0	1
Fortified Wine	Other Fortified Domestic Wine	2,393	2,671	2,604	1,751	1,980
	Other Fortified Import Wine	4,004	3,806	3,512	3,133	3,672
	Port Wine	1,889	1,966	2,790	1,675	1,838
	Sherry Wine	802	565	791	641	626
	Vermouth Wine	6,636	6,338	6,673	6,236	7,262
	Summary	15,723	15,346	16,371	13,435	15,378

Wine Sales (Litres)

Litres		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
France Wine	France Champagne Wine	12,587	13,094	16,244	11,165	13,308
	France Fruit and Dessert Wine	36	21	92	43	23
	France Red Wine	38,377	35,570	48,806	42,898	40,760
	France Rose Wine	17,668	20,576	6,630	8,233	26,980
	France Sparkling Wine	10,167	9,648	9,150	6,733	7,976
	France White Wine	35,340	35,533	36,480	30,343	38,545
	Summary	114,175	114,442	117,403	99,415	127,593
Georgia Wine	Georgia Red Wine	8	5	8	2	16
	Georgia White Wine	0	0	0	0	0
	Summary	8	5	8	2	16
Germany Wine	Germany Fruit and Dessert Wine	0	0	36	2	0
	Germany Red Wine	116	73	68	130	108
	Germany Rose Wine	72	18	0	0	27
	Germany Sparkling Wine	7,926	8,356	9,876	5,422	8,207
	Germany White Wine	4,457	4,860	4,148	3,354	3,813
	Summary	12,572	13,307	14,127	8,909	12,155
Greece Wine	Greece Fruit and Dessert Wine	0	0	0	0	0
	Greece Red Wine	6,757	5,562	6,635	5,582	4,984
	Greece Rose Wine	18	0	0	0	40
	Greece White Wine	5,974	5,323	4,928	3,849	4,768
	Summary	12,748	10,884	11,563	9,431	9,792
Hungary Wine	Hungary Fruit and Dessert Wine	54	52	43	61	33
	Hungary Red Wine	93	82	65	68	107
	Hungary Sparkling Wine	664	638	634	585	853
	Hungary White Wine	1,148	1,466	847	824	1,066
	Summary	1,959	2,238	1,589	1,538	2,058
Israel Wine	Israel Red Wine	112	112	56	104	80
	Israel Rose Wine	0	11	4	20	26

Wine Sales (Litres)

Litres		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Israel Wine	Israel White Wine	32	30	25	130	105
	Summary	145	153	86	254	211
Italy Wine	Italy Fruit and Dessert Wine	18	18	40	42	35
	Italy Red Wine	104,408	95,840	131,147	111,262	110,950
	Italy Rose Wine	1,849	3,322	1,006	802	3,216
	Italy Sparkling Wine	26,019	26,023	25,094	19,989	27,064
	Italy White Wine	92,034	96,209	88,193	77,179	97,999
	Prosecco Wine	33,043	35,685	36,996	28,845	37,308
	Summary	257,371	257,099	282,477	238,120	276,572
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	2,664	2,522	4,790	2,266	2,482
	New Zealand Rose Wine	700	1,492	574	669	1,858
	New Zealand Sparkling Wine	240	260	171	93	229
	New Zealand White Wine	91,067	88,707	78,179	66,758	86,695
	Summary	94,672	92,981	83,715	69,786	91,263
Other Country Wine	Other Country Fruit and Dessert Wine	4,965	5,067	5,323	4,571	5,284
	Other Country Red Wine	871	472	915	742	852
	Other Country Rose Wine	154	112	14	32	100
	Other Country Sparkling Wine	54	92	153	65	80
	Other Country White Wine	428	398	524	562	743
	Summary	6,471	6,142	6,928	5,972	7,058
Other Style Wine	Aperitif And Flavoured Wine	273	340	164	264	456
	Mead	42	40	48	58	135
	Rice Wine	848	852	902	666	928
	Summary	1,163	1,233	1,114	989	1,520
Portugal Wine	Portugal Fruit and Dessert Wine	4	0	17	34	5
	Portugal Red Wine	2,081	1,550	2,564	2,421	1,951
	Portugal Rose Wine	657	562	314	227	560

Wine Sales (Litres)

Litres		Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1
Portugal Wine	Portugal Sparkling Wine	105	111	88	4	10
	Portugal White Wine	1,888	1,918	1,340	1,170	2,143
	Summary	4,736	4,142	4,324	3,856	4,668
Sake	Japan Sake	18,591	19,831	20,965	19,493	19,245
	Other Country Sake	1,398	1,471	1,265	1,442	1,640
	USA Sake	53,906	48,583	54,065	56,411	46,078
	Summary	73,895	69,884	76,295	77,346	66,963
South Africa Wine	South Africa Fruit and Dessert Wine	0	2	2	0	0
	South Africa Red Wine	4,172	4,033	4,350	4,528	3,986
	South Africa Rose Wine	19	79	2	0	63
	South Africa Sparkling Wine	346	300	329	256	387
	South Africa White Wine	4,944	5,528	4,399	3,834	4,233
	Summary	9,482	9,940	9,082	8,618	8,669
Spain Wine	Spain Fruit and Dessert Wine	18	46	86	55	126
	Spain Red Wine	22,331	21,046	25,706	23,623	19,750
	Spain Rose Wine	2,354	3,649	1,328	1,421	4,364
	Spain Sparkling Wine	18,631	18,318	18,744	14,086	18,210
	Spain White Wine	5,123	4,490	3,716	3,802	4,747
	Summary	48,457	47,550	49,579	42,988	47,196
USA Wine	USA Fruit and Dessert Wine	0	0	0	126	27
	USA Red Wine	145,227	123,112	162,376	140,358	130,144
	USA Rose Wine	5,572	6,453	3,942	4,232	5,520
	USA Sparkling Wine	4,403	2,869	3,365	2,304	3,265
	USA White Wine	49,939	53,690	46,744	42,473	48,714
	Summary	205,142	186,123	216,428	189,494	187,670
Summary		2,640,803	2,642,792	2,555,811	2,217,258	2,624,015

GLOSSARY AND EXPLANATORY NOTES

Domestic Beer – the domestic beer classification is defined as follows:

Commercial Beer – Breweries with Annual Production over 350,000HL

Regional Beer – Breweries with Annual Production over 15,000HL and up to 350,000HL

Micro Brew Beer – Breweries with Annual Production up to 15,000HL

Negative Sales

Occasionally, negative sales are reported. This is usually due to adjustments or product returns.