

# Hospitality Liquor Market Review

Fiscal 2020/21 Q4

March 2021



**LIQUOR  
DISTRIBUTION  
BRANCH**

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# Introduction

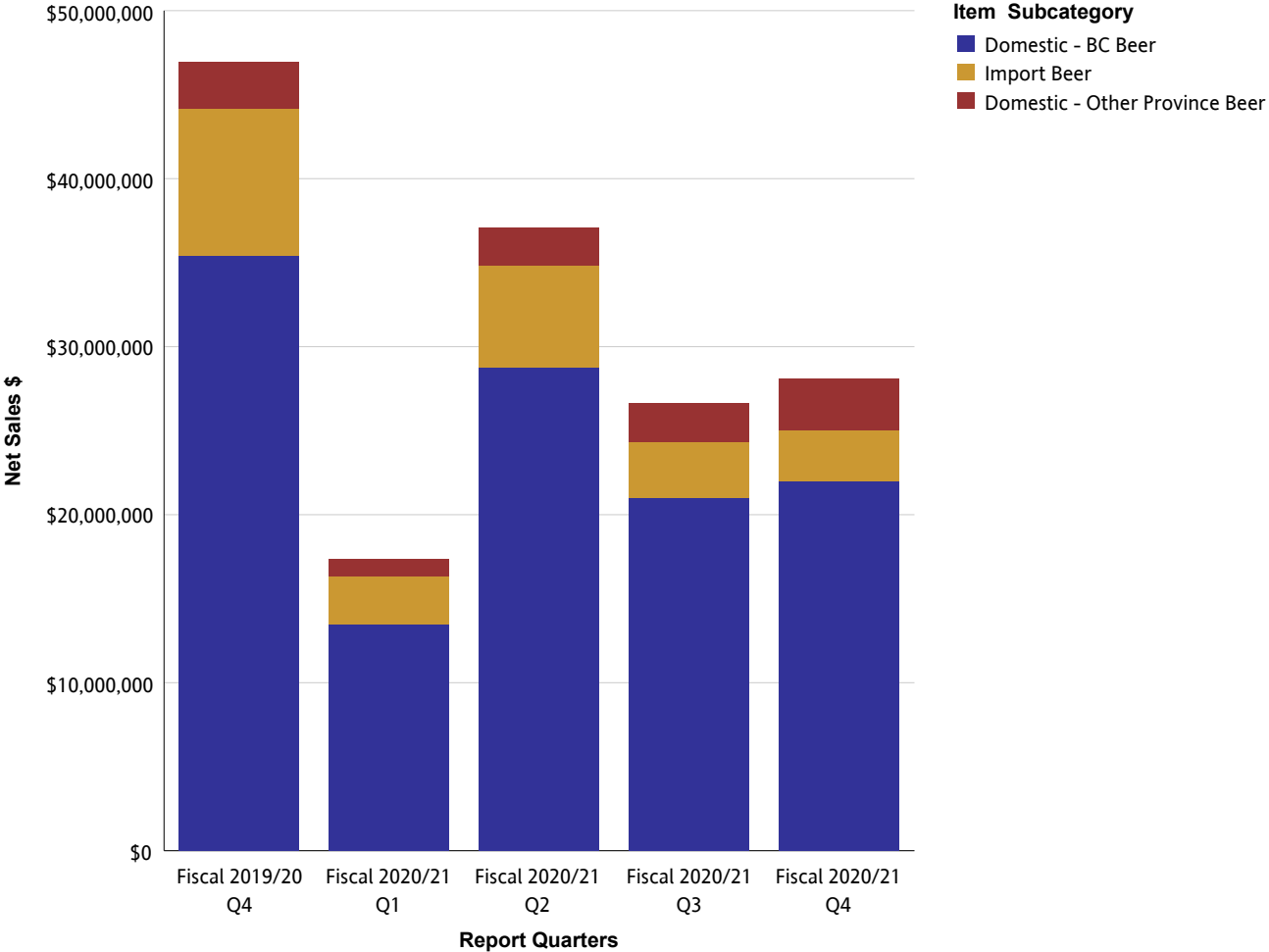
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer 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 \$)

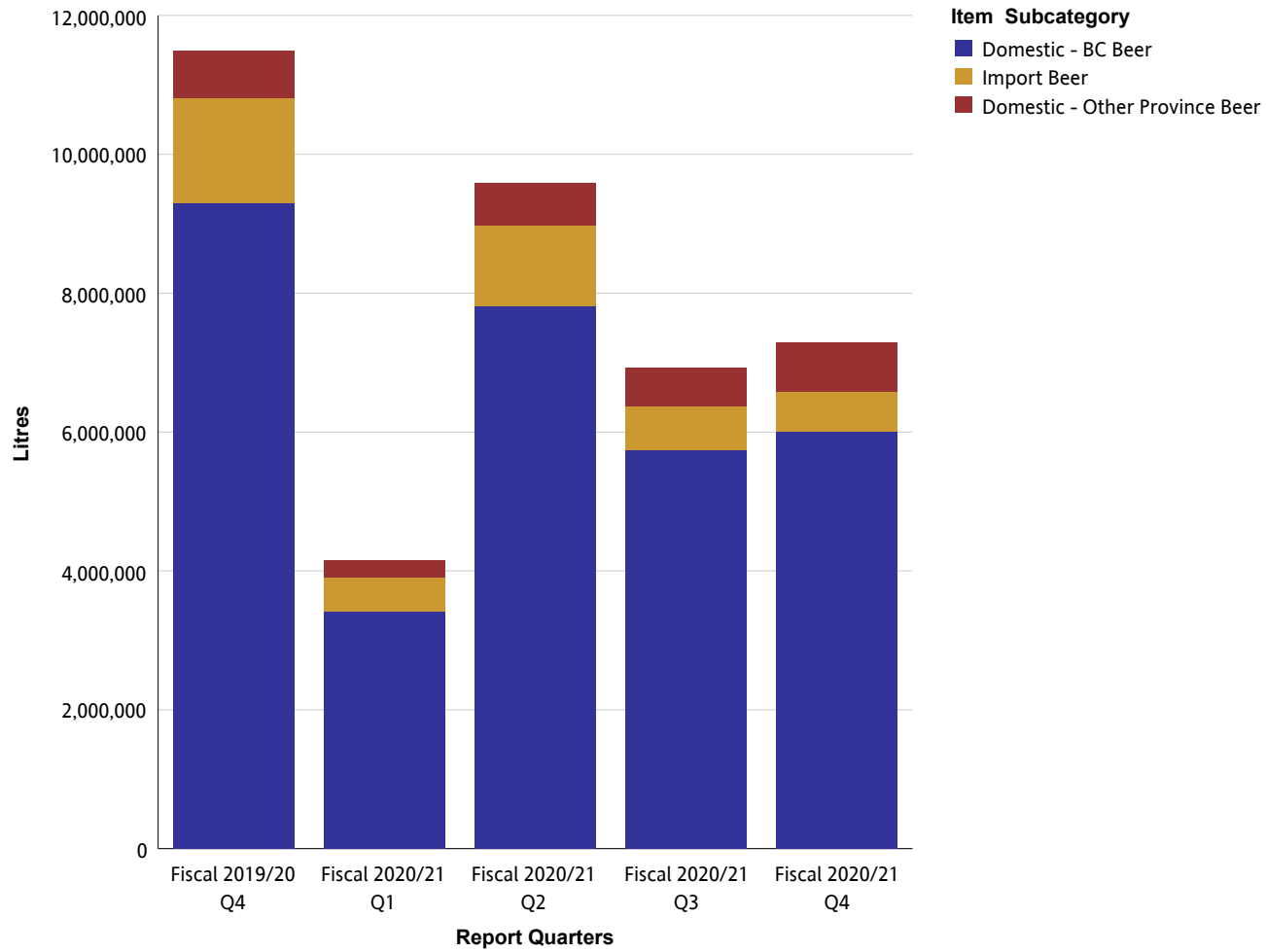


## Beer Sales (Net \$)

### Beer

Net Sales \$		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	\$17,604,198	\$6,466,522	\$13,569,165	\$10,380,287	\$10,484,116
	Domestic - BC Micro Brew Beer	\$9,321,722	\$3,722,017	\$8,235,784	\$5,908,348	\$6,557,294
	Domestic - BC Regional Beer	\$8,517,614	\$3,281,747	\$6,935,642	\$4,733,480	\$4,987,490
	<b>Summary</b>	<b>\$35,443,535</b>	<b>\$13,470,285</b>	<b>\$28,740,592</b>	<b>\$21,022,115</b>	<b>\$22,028,901</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$2,280,155	\$864,385	\$1,912,372	\$2,021,474	\$2,798,258
	Domestic - Other Province Micro Brew Beer	\$45,841	\$8,721	\$15,216	\$15,475	\$19,800
	Domestic - Other Province Regional Beer	\$466,234	\$135,788	\$328,164	\$245,288	\$264,764
	<b>Summary</b>	<b>\$2,792,229</b>	<b>\$1,008,895</b>	<b>\$2,255,752</b>	<b>\$2,282,237</b>	<b>\$3,082,822</b>
Import Beer	Asia And South Pacific Beer	\$945,255	\$266,057	\$632,970	\$468,668	\$499,085
	Europe Beer	\$5,268,567	\$1,632,131	\$3,582,442	\$1,991,263	\$2,099,085
	Mexico And Caribbean Beer	\$2,071,156	\$846,598	\$1,661,901	\$683,237	\$205,853
	Other Country Beer	\$9,052	\$2,825	\$4,432	\$1,783	\$5,049
	USA Beer	\$410,807	\$131,666	\$224,473	\$156,987	\$172,371
	<b>Summary</b>	<b>\$8,704,838</b>	<b>\$2,879,275</b>	<b>\$6,106,218</b>	<b>\$3,301,939</b>	<b>\$2,981,442</b>
<b>Summary</b>	<b>\$46,940,602</b>	<b>\$17,358,455</b>	<b>\$37,102,561</b>	<b>\$26,606,292</b>	<b>\$28,093,164</b>	

## Beer Sales (Litres)

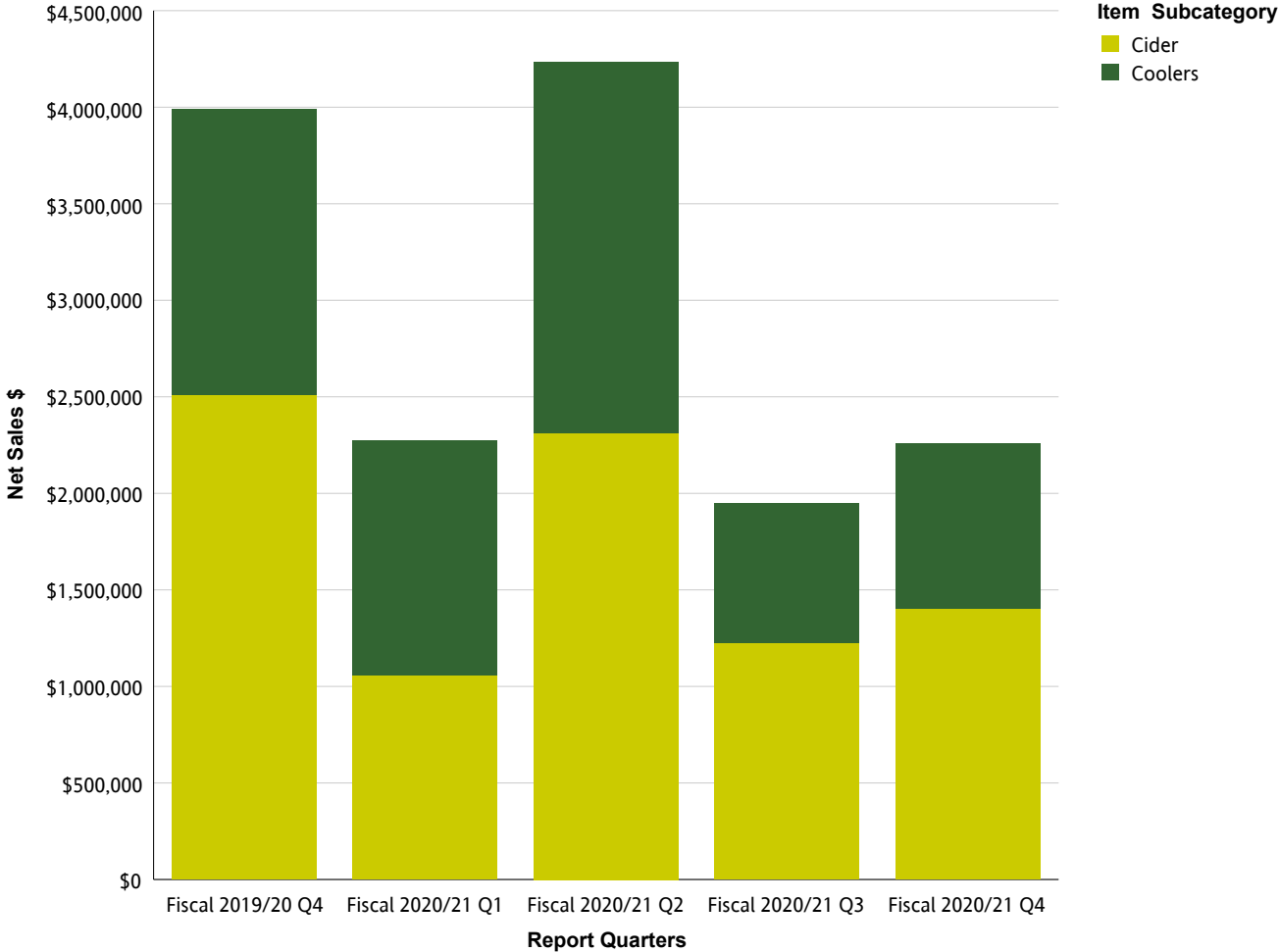


## Beer Sales (Litres)

### Beer

Litres		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	4,483,884	1,610,167	3,680,122	2,859,867	2,901,990
	Domestic - BC Micro Brew Beer	2,322,280	834,587	2,010,075	1,424,506	1,575,553
	Domestic - BC Regional Beer	2,490,386	973,957	2,126,141	1,447,008	1,528,978
	<b>Summary</b>	<b>9,296,551</b>	<b>3,418,711</b>	<b>7,816,337</b>	<b>5,731,381</b>	<b>6,006,520</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	537,138	198,796	494,018	468,739	612,354
	Domestic - Other Province Micro Brew Beer	7,735	1,189	2,225	2,328	2,902
	Domestic - Other Province Regional Beer	141,195	42,230	106,180	82,890	88,978
	<b>Summary</b>	<b>686,068</b>	<b>242,216</b>	<b>602,423</b>	<b>553,958</b>	<b>704,234</b>
Import Beer	Asia And South Pacific Beer	152,561	42,430	115,549	88,102	93,253
	Europe Beer	955,806	291,157	689,276	389,162	405,173
	Mexico And Caribbean Beer	331,678	132,540	317,211	135,267	40,378
	Other Country Beer	1,342	459	886	424	1,016
	USA Beer	76,398	24,042	42,055	31,231	33,700
	<b>Summary</b>	<b>1,517,786</b>	<b>490,629</b>	<b>1,164,978</b>	<b>644,186</b>	<b>573,519</b>
<b>Summary</b>		<b>11,500,404</b>	<b>4,151,556</b>	<b>9,583,738</b>	<b>6,929,525</b>	<b>7,284,273</b>

# Refreshment Beverages Sales (Net \$)



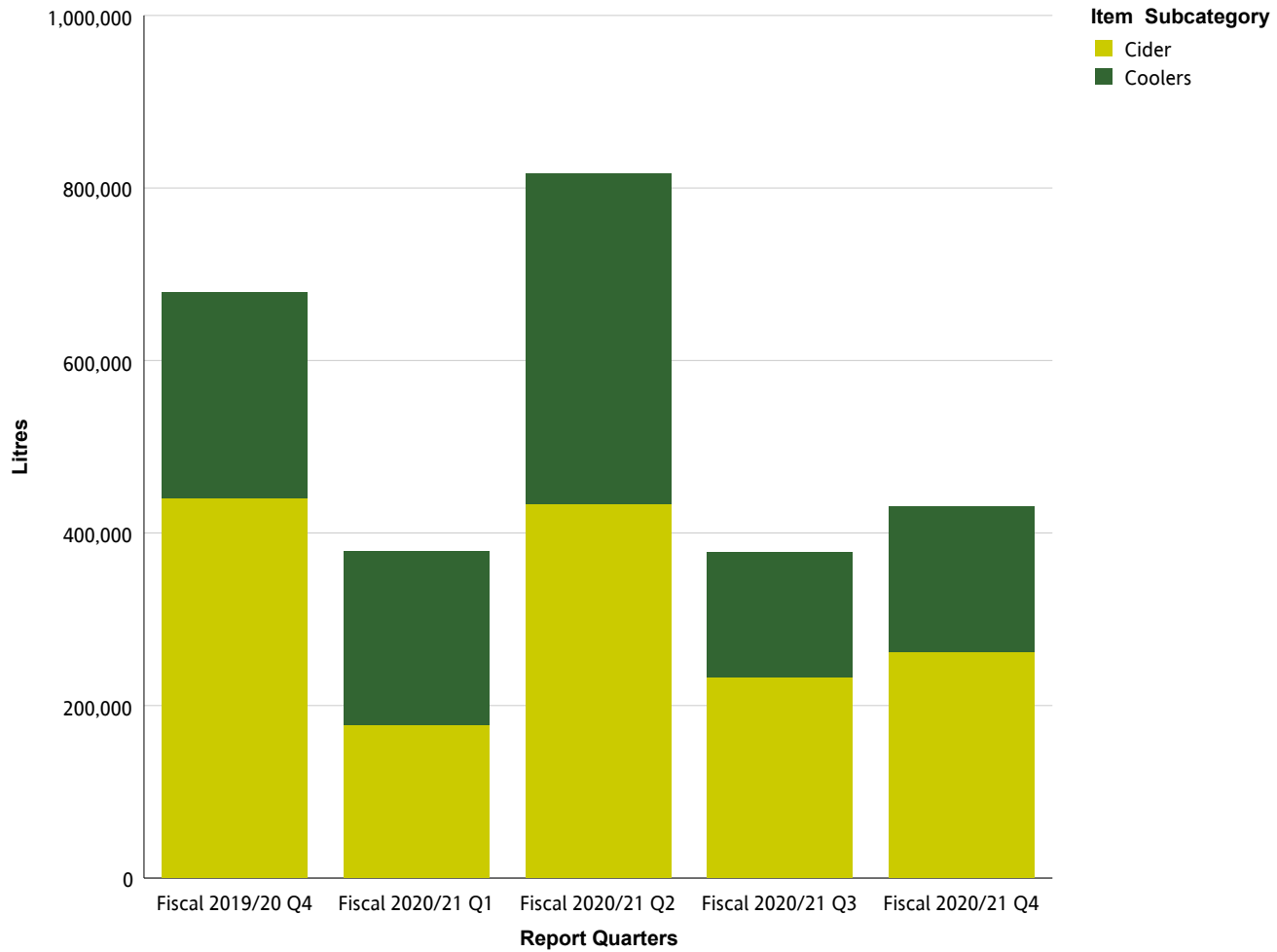


## Refreshment Beverages Sales (Net \$)

### Refreshment Beverages

Net Sales \$		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Cider	Domestic Cider	\$1,665,695	\$768,921	\$1,777,217	\$901,397	\$1,038,508
	Import Cider	\$842,736	\$286,772	\$533,477	\$323,971	\$365,863
	<b>Summary</b>	<b>\$2,508,431</b>	<b>\$1,055,692</b>	<b>\$2,310,694</b>	<b>\$1,225,368</b>	<b>\$1,404,372</b>
Coolers	Malt-Based Coolers	\$20,086	\$15,182	\$48,449	\$17,066	\$15,885
	Spirit Coolers	\$1,420,008	\$1,173,126	\$1,817,003	\$681,926	\$805,936
	Wine/Fruit Coolers	\$40,413	\$26,991	\$56,362	\$25,416	\$32,518
	<b>Summary</b>	<b>\$1,480,506</b>	<b>\$1,215,299</b>	<b>\$1,921,815</b>	<b>\$724,407</b>	<b>\$854,339</b>
<b>Summary</b>		<b>\$3,988,937</b>	<b>\$2,270,991</b>	<b>\$4,232,509</b>	<b>\$1,949,775</b>	<b>\$2,258,710</b>

## Refreshment Beverages Sales (Litres)

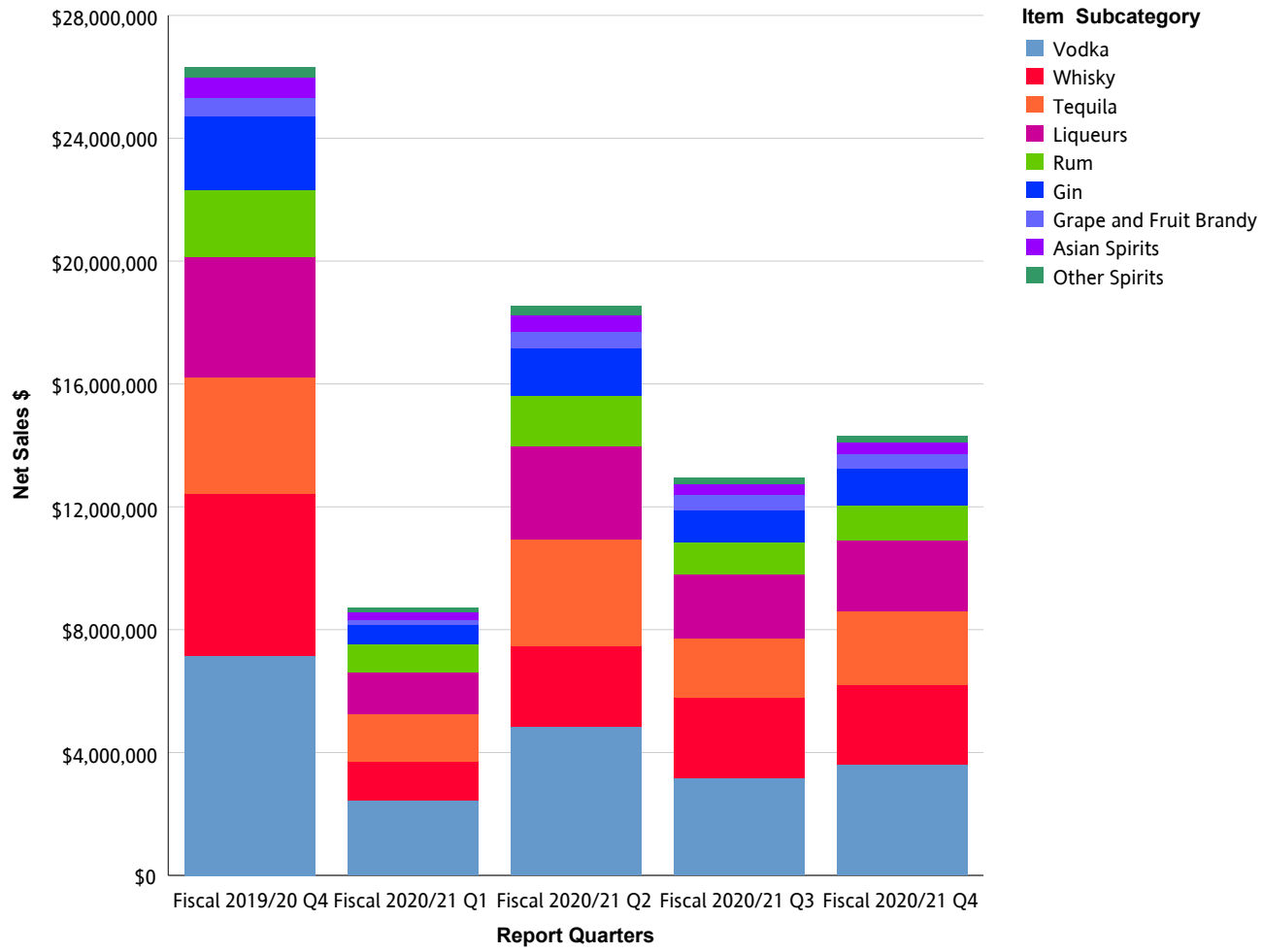


## Refreshment Beverages Sales (Litres)

### Refreshment Beverages

Litres		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Cider	Domestic Cider	282,621	123,113	316,542	161,591	182,493
	Import Cider	157,816	54,812	116,665	71,492	79,094
	<b>Summary</b>	<b>440,437</b>	<b>177,925</b>	<b>433,207</b>	<b>233,083</b>	<b>261,587</b>
Coolers	Malt-Based Coolers	3,253	2,552	9,012	3,293	3,005
	Spirit Coolers	230,469	195,867	365,996	138,479	161,088
	Wine/Fruit Coolers	4,699	3,171	8,374	3,549	4,733
	<b>Summary</b>	<b>238,420</b>	<b>201,589</b>	<b>383,383</b>	<b>145,321</b>	<b>168,826</b>
<b>Summary</b>		<b>678,857</b>	<b>379,513</b>	<b>816,590</b>	<b>378,404</b>	<b>430,412</b>

## Spirits Sales (Net \$)



## Spirits Sales (Net \$)

### Spirits

Net Sales \$		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Asian Spirits	China Spirits	\$91,726	\$34,222	\$114,265	\$32,973	\$65,596
	Korea Spirits	\$520,950	\$223,412	\$372,336	\$264,795	\$284,206
	Other Country Asian Spirits	\$41,757	\$4,953	\$24,588	\$21,667	\$21,703
	<b>Summary</b>	<b>\$654,433</b>	<b>\$262,587</b>	<b>\$511,189</b>	<b>\$319,435</b>	<b>\$371,505</b>
Gin	Dry Gin	\$2,270,886	\$603,886	\$1,457,396	\$970,559	\$1,126,423
	Flavoured Gin	\$59,940	\$24,987	\$62,607	\$35,630	\$42,191
	Other Gin	\$46,397	\$10,115	\$33,296	\$28,160	\$25,839
	<b>Summary</b>	<b>\$2,377,223</b>	<b>\$638,988</b>	<b>\$1,553,299</b>	<b>\$1,034,349</b>	<b>\$1,194,452</b>
Grape and Fruit Brandy	Armagnac	\$3,524	\$353	\$3,691	\$4,073	\$5,603
	Brandy	\$119,301	\$46,155	\$99,084	\$74,158	\$80,354
	Cognac	\$416,141	\$95,824	\$379,759	\$389,702	\$331,762
	Eau de Vie	\$28,810	\$7,945	\$23,470	\$21,974	\$16,208
	Grappa And Marc	\$16,847	\$1,657	\$10,652	\$11,494	\$14,122
	Pisco	\$46,506	\$8,243	\$31,330	\$24,094	\$26,532
	<b>Summary</b>	<b>\$631,129</b>	<b>\$160,176</b>	<b>\$547,987</b>	<b>\$525,496</b>	<b>\$474,581</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	\$1,521,256	\$467,369	\$995,846	\$654,662	\$727,125
	Coffee And Cocoa Liqueurs	\$274,911	\$98,734	\$233,765	\$186,757	\$206,408
	Cream/Dairy Liqueurs	\$416,739	\$130,635	\$269,721	\$284,847	\$273,190
	Fruit Liqueurs	\$1,154,465	\$472,217	\$1,132,426	\$636,943	\$766,041
	Nut Liqueurs	\$208,018	\$68,547	\$164,694	\$119,675	\$127,225
	Other Liqueurs	\$214,951	\$61,637	\$159,975	\$111,219	\$123,322
	Whiskey Liqueurs	\$115,679	\$36,402	\$70,115	\$65,863	\$68,115
	<b>Summary</b>	<b>\$3,906,018</b>	<b>\$1,335,542</b>	<b>\$3,026,544</b>	<b>\$2,059,967</b>	<b>\$2,291,426</b>
Other Spirits	Cachaca	\$17,371	\$4,779	\$17,978	\$8,420	\$15,891
	Flavoured Spirits	\$9,137	\$3,298	\$7,110	\$5,705	\$6,104
	Miscellaneous/Other Spirits	\$26,403	\$8,497	\$26,552	\$28,434	\$16,759

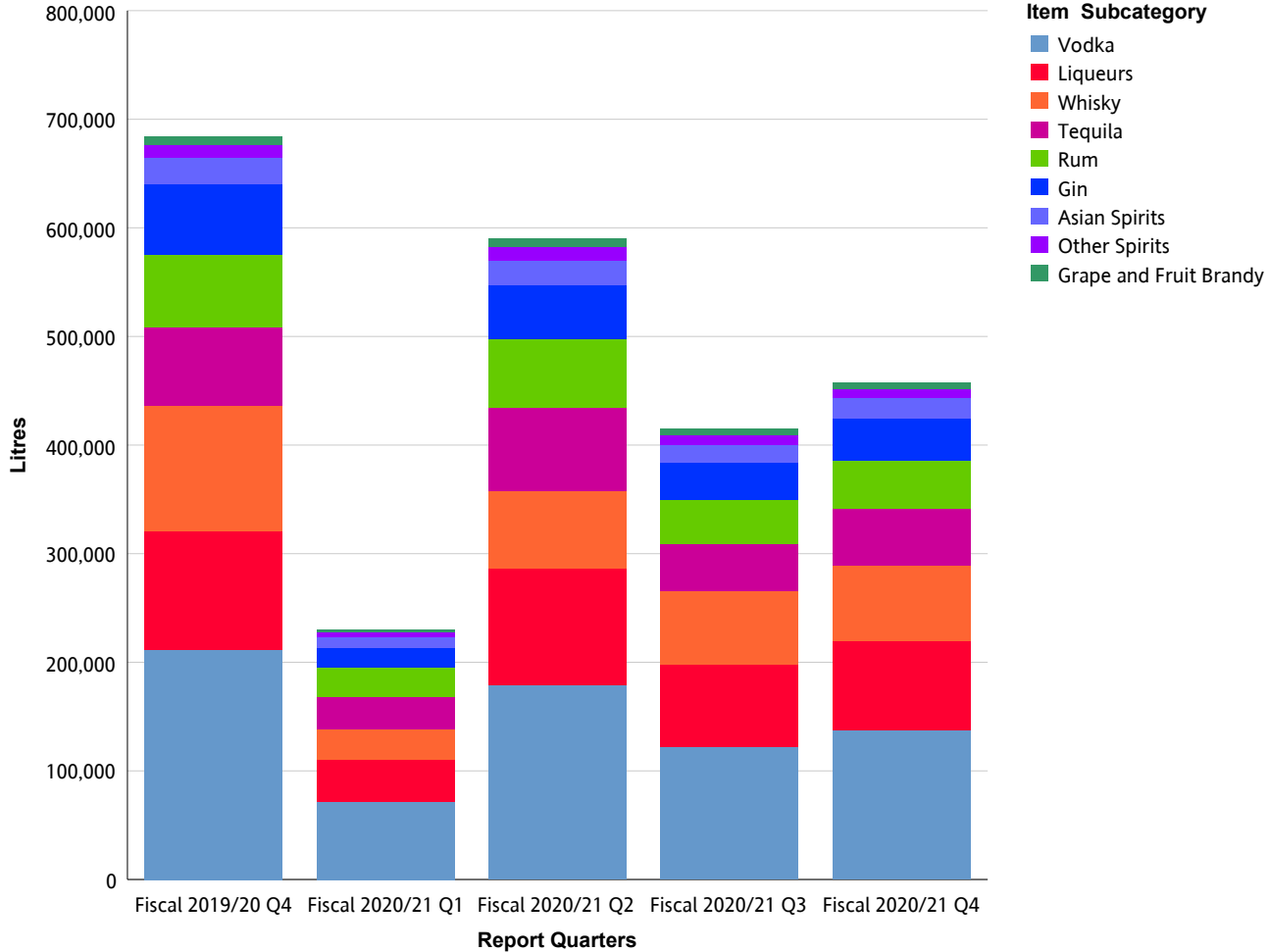
## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Other Spirits	Moonshine Spirits	\$2,936	\$2,582	\$3,784	\$2,138	\$2,703
	Ready to Mix Cocktails	\$264,553	\$101,215	\$237,624	\$141,958	\$148,617
	Ready to Serve Cocktails	\$3,496	\$4,204	\$8,368	\$11,378	\$8,786
	Schnapps and Akvavit	\$5,664	\$2,382	\$6,715	\$6,384	\$5,954
	<b>Summary</b>	<b>\$329,561</b>	<b>\$126,958</b>	<b>\$308,132</b>	<b>\$204,417</b>	<b>\$204,816</b>
Rum	Amber Rum	\$264,769	\$85,082	\$200,446	\$143,755	\$152,462
	Dark Rum	\$306,205	\$71,498	\$167,581	\$136,433	\$146,464
	Flavoured Rum	\$11,227	\$5,368	\$11,474	\$7,162	\$7,764
	Spiced Rum	\$737,197	\$187,021	\$406,925	\$321,980	\$326,862
	White Rum	\$882,667	\$585,710	\$869,296	\$451,158	\$509,054
	<b>Summary</b>	<b>\$2,202,066</b>	<b>\$934,680</b>	<b>\$1,655,723</b>	<b>\$1,060,488</b>	<b>\$1,142,606</b>
Tequila	Blanco/Silver Tequila	\$1,693,947	\$757,472	\$1,530,261	\$851,790	\$1,086,853
	Flavoured Tequila	\$21,276	\$11,547	\$39,400	\$10,101	\$13,152
	Gold Tequila	\$1,817,413	\$706,723	\$1,713,651	\$955,985	\$1,143,911
	Mezcal	\$231,845	\$73,305	\$183,336	\$134,790	\$168,782
	<b>Summary</b>	<b>\$3,764,481</b>	<b>\$1,549,047</b>	<b>\$3,466,648</b>	<b>\$1,952,665</b>	<b>\$2,412,699</b>
Vodka	Flavoured Vodka	\$862,436	\$428,989	\$817,255	\$488,116	\$578,201
	Straight Vodka	\$6,281,565	\$1,995,460	\$4,028,342	\$2,689,487	\$3,033,076
	<b>Summary</b>	<b>\$7,144,002</b>	<b>\$2,424,449</b>	<b>\$4,845,598</b>	<b>\$3,177,603</b>	<b>\$3,611,276</b>
Whisky	American Whiskey	\$373,780	\$92,893	\$176,149	\$156,643	\$154,962
	Blended Malt Scotch Whisky	\$8,466	\$2,402	\$4,893	\$7,571	\$4,129
	Blended Scotch Whisky	\$251,663	\$62,322	\$123,931	\$139,244	\$125,844
	Bourbon Whiskey	\$1,139,433	\$256,127	\$557,338	\$560,598	\$595,072
	Canadian Whisky	\$1,541,360	\$413,621	\$812,367	\$722,529	\$715,994
	Flavoured Whisky	\$5,900	\$2,062	\$2,201	\$10,406	\$6,807
	Irish Whiskey	\$1,176,115	\$295,176	\$608,960	\$500,305	\$566,448
	Other Country Whisky	\$109,993	\$20,521	\$63,210	\$81,120	\$73,086
	Single Malt Scotch Whisky	\$697,205	\$142,387	\$274,682	\$423,488	\$347,273

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

<b>Net Sales \$</b>		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Whisky	<b>Summary</b>	\$5,303,914	\$1,287,511	\$2,623,732	\$2,601,905	\$2,589,617
<b>Summary</b>		\$26,312,826	\$8,719,938	\$18,538,852	\$12,936,324	\$14,292,978

# Spirits Sales (Litres)





## Spirits Sales (Litres)

### Spirits

Litres		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Asian Spirits	China Spirits	777	228	701	635	1,282
	Korea Spirits	22,786	9,875	20,807	15,523	16,668
	Other Country Asian Spirits	885	109	602	546	554
	<b>Summary</b>	<b>24,447</b>	<b>10,212</b>	<b>22,109</b>	<b>16,703</b>	<b>18,504</b>
Gin	Dry Gin	63,171	16,646	47,480	32,169	36,952
	Flavoured Gin	1,405	619	1,809	996	1,213
	Other Gin	783	170	672	607	535
	<b>Summary</b>	<b>65,359</b>	<b>17,435</b>	<b>49,961</b>	<b>33,772</b>	<b>38,700</b>
Grape and Fruit Brandy	Armagnac	30	2	32	38	39
	Brandy	3,565	1,407	3,697	2,803	3,069
	Cognac	2,694	681	2,602	1,792	1,505
	Eau de Vie	386	123	381	379	298
	Grappa And Marc	223	25	163	160	172
	Pisco	898	167	779	582	656
	<b>Summary</b>	<b>7,796</b>	<b>2,405</b>	<b>7,654</b>	<b>5,753</b>	<b>5,739</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	37,946	12,157	31,957	21,338	23,397
	Coffee And Cocoa Liqueurs	8,763	3,156	9,256	8,068	8,408
	Cream/Dairy Liqueurs	12,149	3,787	9,843	11,371	10,204
	Fruit Liqueurs	35,156	14,751	43,469	24,390	29,540
	Nut Liqueurs	6,142	2,100	6,271	4,529	4,793
	Other Liqueurs	6,340	1,773	5,441	3,983	4,317
	Whiskey Liqueurs	2,722	912	2,086	2,046	2,076
	<b>Summary</b>	<b>109,220</b>	<b>38,637</b>	<b>108,323</b>	<b>75,725</b>	<b>82,734</b>
Other Spirits	Cachaca	394	114	457	209	379
	Flavoured Spirits	147	45	118	107	108
	Miscellaneous/Other Spirits	513	153	594	572	423

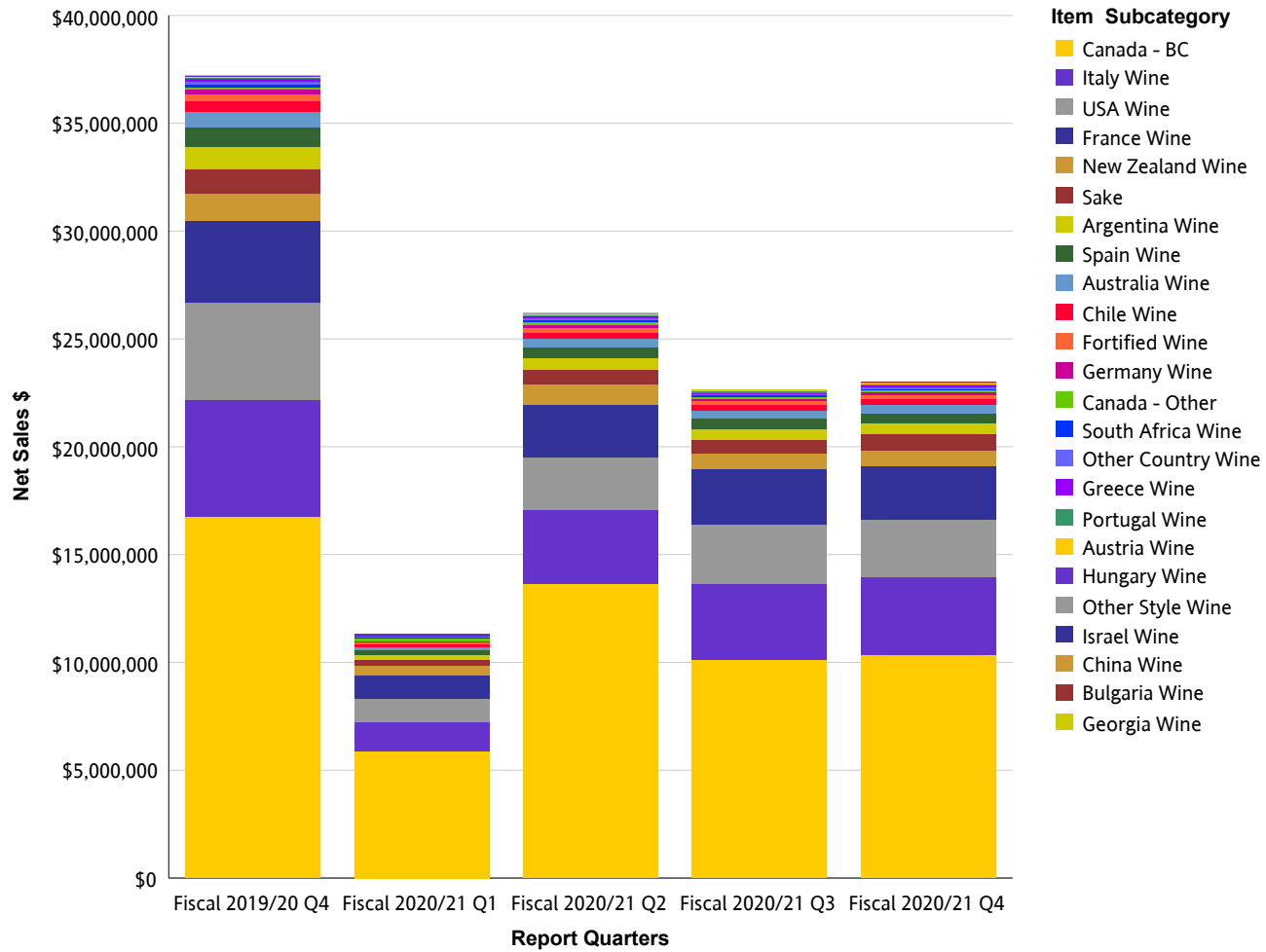
## Spirits Sales (Litres)

Litres		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Other Spirits	Moonshine Spirits	64	37	89	63	100
	Ready to Mix Cocktails	10,398	3,975	11,659	7,125	7,488
	Ready to Serve Cocktails	103	141	341	330	302
	Schnapps and Akvavit	119	53	169	157	139
	<b>Summary</b>	<b>11,738</b>	<b>4,519</b>	<b>13,426</b>	<b>8,561</b>	<b>8,940</b>
Rum	Amber Rum	6,791	2,431	6,688	4,668	5,034
	Dark Rum	8,910	2,124	5,983	5,109	5,251
	Flavoured Rum	300	162	365	262	252
	Spiced Rum	21,053	5,346	14,370	11,966	11,896
	White Rum	29,454	17,507	35,338	18,990	21,440
	<b>Summary</b>	<b>66,508</b>	<b>27,570</b>	<b>62,745</b>	<b>40,997</b>	<b>43,873</b>
Tequila	Blanco/Silver Tequila	32,875	15,039	36,792	20,351	25,635
	Flavoured Tequila	434	233	1,000	262	328
	Gold Tequila	36,423	13,132	36,309	21,073	24,056
	Mezcal	2,783	907	2,738	2,132	2,607
	<b>Summary</b>	<b>72,515</b>	<b>29,310</b>	<b>76,839</b>	<b>43,818</b>	<b>52,626</b>
Vodka	Flavoured Vodka	23,001	12,178	28,016	17,333	20,246
	Straight Vodka	188,328	59,202	150,445	104,904	116,854
	<b>Summary</b>	<b>211,329</b>	<b>71,380</b>	<b>178,461</b>	<b>122,237</b>	<b>137,101</b>
Whisky	American Whiskey	8,484	2,096	4,773	4,226	4,341
	Blended Malt Scotch Whisky	95	34	61	105	70
	Blended Scotch Whisky	4,634	1,142	2,621	2,931	2,740
	Bourbon Whiskey	22,888	5,239	14,218	14,359	15,108
	Canadian Whisky	46,009	12,196	29,146	26,363	26,261
	Flavoured Whisky	170	41	50	263	273
	Irish Whiskey	26,282	6,532	16,523	14,123	16,215
	Other Country Whisky	1,054	180	713	886	806
	Single Malt Scotch Whisky	5,817	1,175	2,948	4,035	3,546

## **Spirits Sales (Litres)**

<b>Litres</b>		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Whisky	<b>Summary</b>	<b>115,431</b>	<b>28,636</b>	<b>71,053</b>	<b>67,290</b>	<b>69,359</b>
<b>Summary</b>		<b>684,343</b>	<b>230,105</b>	<b>590,572</b>	<b>414,857</b>	<b>457,577</b>

## Wine Sales (Net \$)



## Wine Sales (Net \$)

### Wine

Net Sales \$		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Argentina Wine	Argentina Red Wine	\$1,007,129	\$218,764	\$464,997	\$465,551	\$465,456
	Argentina Rose Wine	\$5,118	\$1,969	\$3,677	\$1,575	\$2,770
	Argentina Sparkling Wine	\$1,880	\$407	\$4,488	\$3,039	\$20
	Argentina White Wine	\$58,991	\$7,515	\$26,227	\$14,976	\$16,976
	<b>Summary</b>	<b>\$1,073,117</b>	<b>\$228,656</b>	<b>\$499,390</b>	<b>\$485,141</b>	<b>\$485,222</b>
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$0	\$0	\$120	\$0
	Australia Red Wine	\$535,867	\$109,156	\$266,418	\$267,149	\$263,751
	Australia Rose Wine	\$15,291	\$7,123	\$17,559	\$10,481	\$9,256
	Australia Sparkling Wine	\$56,929	\$18,579	\$45,689	\$33,932	\$39,879
	Australia White Wine	\$159,051	\$41,941	\$112,763	\$85,931	\$90,610
	<b>Summary</b>	<b>\$767,138</b>	<b>\$176,799</b>	<b>\$442,428</b>	<b>\$397,614</b>	<b>\$403,497</b>
Austria Wine	Austria Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Austria Red Wine	\$13,079	\$3,569	\$5,299	\$10,903	\$21,519
	Austria Rose Wine	\$0	\$0	\$1,884	\$985	\$639
	Austria Sparkling Wine	\$0	\$0	\$1,023	\$483	\$221
	Austria White Wine	\$20,140	\$5,239	\$16,619	\$15,662	\$21,929
	<b>Summary</b>	<b>\$33,220</b>	<b>\$8,808</b>	<b>\$24,825</b>	<b>\$28,034</b>	<b>\$44,307</b>
Bulgaria Wine	Bulgaria Red Wine	\$560	\$19	\$165	\$14	\$32
	Bulgaria Rose Wine	\$288	\$96	\$262	\$0	\$0
	Bulgaria White Wine	\$0	\$0	\$171	\$0	\$0
	<b>Summary</b>	<b>\$847</b>	<b>\$115</b>	<b>\$598</b>	<b>\$14</b>	<b>\$32</b>
Canada - BC	Canada - BC Dessert Wine	\$10,909	\$3,802	\$10,853	\$4,610	\$7,294
	Canada - BC Fruit Wine	\$17,808	\$12,670	\$41,797	\$14,919	\$8,902
	Canada - BC Ice Wine	\$23,036	\$5,833	\$18,132	\$17,012	\$15,015
	Canada - BC Red Wine	\$8,544,427	\$2,384,823	\$5,444,840	\$5,158,836	\$5,195,664
	Canada - BC Rose Wine	\$476,020	\$496,773	\$1,132,581	\$328,175	\$392,060

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Canada - BC	Canada - BC Sparkling Wine	\$493,582	\$262,599	\$583,107	\$405,870	\$413,929
	Canada - BC White Wine	\$7,195,639	\$2,704,419	\$6,417,115	\$4,173,749	\$4,323,211
	<b>Summary</b>	<b>\$16,761,421</b>	<b>\$5,870,919</b>	<b>\$13,648,426</b>	<b>\$10,103,171</b>	<b>\$10,356,075</b>
Canada - Other	Canada - Other Dessert Wine	\$1,404	\$0	\$632	\$0	\$0
	Canada - Other Fruit Wine	\$56	\$0	\$0	\$0	\$0
	Canada - Other Ice Wine	\$4,096	\$245	\$148	\$326	\$182
	Canada - Other Red Wine	\$13,829	\$28,800	\$16,145	\$7,205	\$8,772
	Canada - Other Rose Wine	\$253	\$68,691	\$42,624	\$770	\$374
	Canada - Other Sparkling Wine	\$101,655	\$35,009	\$77,945	\$52,840	\$62,879
	Canada - Other White Wine	\$9,338	\$11,915	\$7,249	\$4,314	\$5,637
	<b>Summary</b>	<b>\$130,631</b>	<b>\$144,660</b>	<b>\$144,744</b>	<b>\$65,455</b>	<b>\$77,845</b>
Chile Wine	Chile Fruit and Dessert Wine	\$594	\$0	\$143	\$160	\$319
	Chile Red Wine	\$274,774	\$67,557	\$133,794	\$137,865	\$150,440
	Chile Rose Wine	\$4,391	\$4,683	\$4,978	\$2,794	\$2,230
	Chile Sparkling Wine	\$2,379	\$2,112	\$1,357	\$1,235	\$870
	Chile White Wine	\$169,838	\$64,525	\$133,135	\$88,728	\$88,420
	<b>Summary</b>	<b>\$451,974</b>	<b>\$138,876</b>	<b>\$273,408</b>	<b>\$230,782</b>	<b>\$242,280</b>
China Wine	China Fruit and Dessert Wine	\$0	\$0	\$0	\$385	\$0
	China Red Wine	\$93	\$0	\$27	\$49	\$1,373
	China White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$93</b>	<b>\$0</b>	<b>\$27</b>	<b>\$434</b>	<b>\$1,373</b>
Fortified Wine	Other Fortified Domestic Wine	\$34,046	\$8,574	\$27,761	\$22,321	\$16,547
	Other Fortified Import Wine	\$76,132	\$20,630	\$49,062	\$44,852	\$46,587
	Port Wine	\$74,740	\$11,133	\$45,065	\$50,260	\$40,540
	Sherry Wine	\$31,752	\$5,295	\$19,517	\$20,214	\$20,261
	Vermouth Wine	\$122,720	\$25,054	\$73,250	\$69,815	\$81,099
	<b>Summary</b>	<b>\$339,389</b>	<b>\$70,686</b>	<b>\$214,655</b>	<b>\$207,462</b>	<b>\$205,034</b>
France Wine	France Champagne Wine	\$1,161,611	\$221,375	\$575,340	\$702,939	\$495,775

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
France Wine	France Fruit and Dessert Wine	\$338	\$111	\$1,364	\$521	\$1,688
	France Red Wine	\$1,487,344	\$291,129	\$683,037	\$1,069,080	\$1,129,942
	France Rose Wine	\$187,102	\$290,777	\$485,555	\$166,759	\$165,744
	France Sparkling Wine	\$209,801	\$40,423	\$112,384	\$92,572	\$89,436
	France White Wine	\$758,619	\$225,277	\$580,624	\$562,132	\$627,954
	<b>Summary</b>	<b>\$3,804,815</b>	<b>\$1,069,093</b>	<b>\$2,438,304</b>	<b>\$2,594,002</b>	<b>\$2,510,539</b>
Georgia Wine	Georgia Red Wine	\$94	\$0	\$68	\$70	\$0
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$94</b>	<b>\$0</b>	<b>\$68</b>	<b>\$70</b>	<b>\$0</b>
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Germany Red Wine	\$11,585	\$881	\$6,776	\$3,310	\$6,504
	Germany Rose Wine	\$1,451	\$876	\$2,698	\$609	\$3,264
	Germany Sparkling Wine	\$130,754	\$36,085	\$96,147	\$70,374	\$77,940
	Germany White Wine	\$50,915	\$9,042	\$35,863	\$34,784	\$44,757
	<b>Summary</b>	<b>\$194,705</b>	<b>\$46,883</b>	<b>\$141,485</b>	<b>\$109,076</b>	<b>\$132,466</b>
Greece Wine	Greece Fruit and Dessert Wine	\$204	\$0	\$0	\$0	\$330
	Greece Red Wine	\$66,681	\$16,133	\$40,439	\$33,999	\$38,198
	Greece Rose Wine	\$288	\$0	\$3,784	\$0	\$785
	Greece White Wine	\$47,121	\$16,512	\$38,491	\$22,859	\$26,188
	<b>Summary</b>	<b>\$114,294</b>	<b>\$32,645</b>	<b>\$82,715</b>	<b>\$56,857</b>	<b>\$65,501</b>
Hungary Wine	Hungary Fruit and Dessert Wine	\$2,683	\$762	\$897	\$2,050	\$1,987
	Hungary Red Wine	\$638	\$448	\$721	\$978	\$535
	Hungary Rose Wine	\$0	\$0	\$0	\$0	\$0
	Hungary Sparkling Wine	\$23,538	\$6,676	\$20,086	\$15,008	\$17,936
	Hungary White Wine	\$4,498	\$2,334	\$4,364	\$2,662	\$2,986
	<b>Summary</b>	<b>\$31,357</b>	<b>\$10,219</b>	<b>\$26,067</b>	<b>\$20,698</b>	<b>\$23,444</b>
Israel Wine	Israel Red Wine	\$3,130	\$240	\$148	\$31	\$62
	Israel Rose Wine	\$0	\$0	\$0	\$0	\$0

## Wine Sales (Net \$)

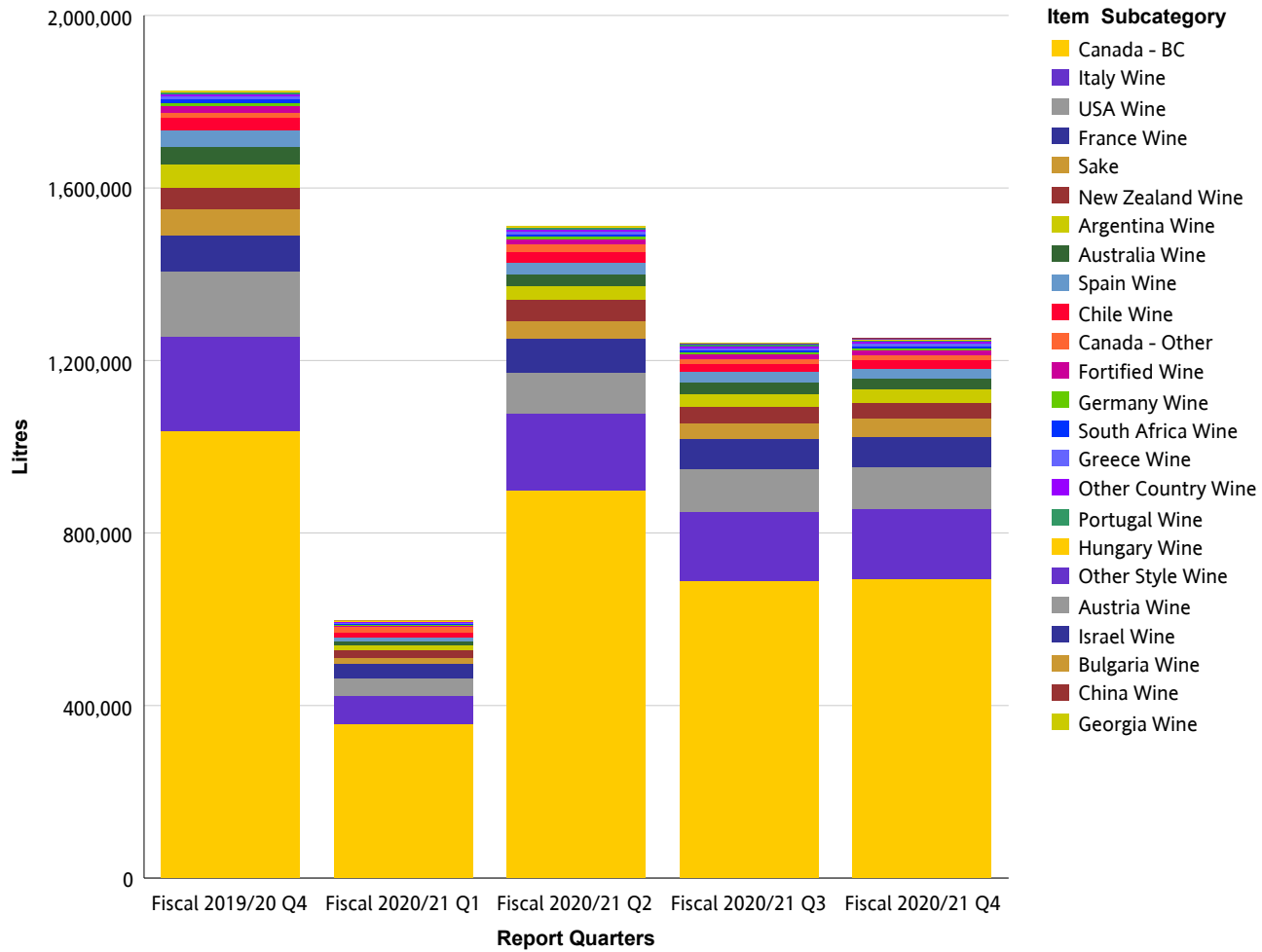
Net Sales \$		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Israel Wine	Israel White Wine	\$662	\$260	\$695	\$684	\$342
	<b>Summary</b>	<b>\$3,792</b>	<b>\$500</b>	<b>\$843</b>	<b>\$715</b>	<b>\$404</b>
Italy Wine	Italy Fruit and Dessert Wine	\$2,404	\$336	\$2,912	\$3,456	\$3,373
	Italy Red Wine	\$3,102,429	\$590,259	\$1,581,179	\$2,167,840	\$2,124,929
	Italy Rose Wine	\$69,748	\$24,818	\$69,768	\$35,751	\$42,332
	Italy Sparkling Wine	\$430,659	\$164,604	\$400,730	\$291,032	\$294,449
	Italy White Wine	\$1,191,331	\$367,986	\$877,065	\$663,615	\$727,031
	Prosecco Wine	\$645,885	\$209,891	\$498,290	\$400,270	\$392,085
	<b>Summary</b>	<b>\$5,442,456</b>	<b>\$1,357,894</b>	<b>\$3,429,943</b>	<b>\$3,561,963</b>	<b>\$3,584,199</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$46,899	\$22,653	\$25,016	\$35,841	\$34,985
	New Zealand Rose Wine	\$20,208	\$6,223	\$22,017	\$8,375	\$9,690
	New Zealand Sparkling Wine	\$4,939	\$827	\$1,567	\$6,531	\$1,132
	New Zealand White Wine	\$1,189,745	\$413,983	\$883,822	\$641,452	\$666,182
	<b>Summary</b>	<b>\$1,261,791</b>	<b>\$443,686</b>	<b>\$932,423</b>	<b>\$692,199</b>	<b>\$711,989</b>
Other Country Wine	Other Country Fruit and Dessert Wine	\$88,762	\$29,199	\$62,961	\$53,346	\$53,257
	Other Country Red Wine	\$15,258	\$7,153	\$12,723	\$11,788	\$14,242
	Other Country Rose Wine	\$0	\$903	\$2,270	\$847	\$2,237
	Other Country Sparkling Wine	\$2,414	\$1,907	\$1,288	\$934	\$759
	Other Country White Wine	\$5,304	\$1,870	\$8,359	\$4,954	\$6,082
	<b>Summary</b>	<b>\$111,738</b>	<b>\$41,032</b>	<b>\$87,601</b>	<b>\$71,869</b>	<b>\$76,576</b>
Other Style Wine	Aperitif And Flavoured Wine	\$12,328	\$5,240	\$16,423	\$16,680	\$11,717
	Mead	\$299	\$144	\$1,079	\$528	\$1,218
	Rice Wine	\$7,335	\$3,165	\$4,982	\$4,643	\$5,975
	<b>Summary</b>	<b>\$19,962</b>	<b>\$8,549</b>	<b>\$22,485</b>	<b>\$21,851</b>	<b>\$18,910</b>
Portugal Wine	Portugal Fruit and Dessert Wine	\$285	\$0	\$568	\$352	\$396
	Portugal Red Wine	\$44,050	\$11,308	\$27,377	\$40,776	\$35,199
	Portugal Rose Wine	\$2,624	\$1,707	\$7,707	\$5,644	\$4,778



## Wine Sales (Net \$)

Net Sales \$		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Portugal Wine	Portugal Sparkling Wine	\$750	\$0	\$661	\$375	\$925
	Portugal White Wine	\$39,115	\$16,094	\$28,515	\$21,368	\$25,558
	<b>Summary</b>	<b>\$86,824</b>	<b>\$29,109</b>	<b>\$64,828</b>	<b>\$68,515</b>	<b>\$66,856</b>
Sake	Japan Sake	\$703,172	\$184,094	\$477,672	\$459,481	\$531,070
	Other Country Sake	\$30,583	\$9,917	\$26,897	\$14,368	\$24,281
	USA Sake	\$387,553	\$82,148	\$200,152	\$176,025	\$205,399
	<b>Summary</b>	<b>\$1,121,307</b>	<b>\$276,159</b>	<b>\$704,722</b>	<b>\$649,874</b>	<b>\$760,749</b>
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$770
	South Africa Red Wine	\$86,997	\$22,308	\$38,433	\$46,940	\$49,084
	South Africa Rose Wine	\$9	\$1,096	\$638	\$48	\$18
	South Africa Sparkling Wine	\$636	\$0	\$0	\$610	\$0
	South Africa White Wine	\$50,395	\$13,372	\$27,675	\$28,786	\$24,580
	<b>Summary</b>	<b>\$138,036</b>	<b>\$36,776</b>	<b>\$66,746</b>	<b>\$76,384</b>	<b>\$74,452</b>
Spain Wine	Spain Fruit and Dessert Wine	\$1,583	\$318	\$1,109	\$913	\$1,139
	Spain Red Wine	\$467,884	\$87,887	\$222,865	\$269,490	\$280,698
	Spain Rose Wine	\$23,817	\$16,919	\$30,548	\$16,824	\$11,818
	Spain Sparkling Wine	\$293,411	\$76,249	\$184,704	\$137,048	\$128,956
	Spain White Wine	\$75,171	\$18,161	\$56,929	\$58,470	\$62,193
	<b>Summary</b>	<b>\$861,866</b>	<b>\$199,533</b>	<b>\$496,154</b>	<b>\$482,744</b>	<b>\$484,804</b>
USA Wine	USA Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	USA Red Wine	\$3,636,111	\$865,583	\$1,906,227	\$2,306,814	\$2,251,013
	USA Rose Wine	\$25,322	\$8,808	\$29,010	\$17,392	\$13,530
	USA Sparkling Wine	\$80,714	\$12,049	\$43,751	\$30,018	\$32,243
	USA White Wine	\$728,022	\$214,249	\$463,351	\$374,829	\$363,986
	<b>Summary</b>	<b>\$4,470,169</b>	<b>\$1,100,689</b>	<b>\$2,442,339</b>	<b>\$2,729,054</b>	<b>\$2,660,771</b>
<b>Summary</b>		<b>\$37,221,038</b>	<b>\$11,292,287</b>	<b>\$26,185,224</b>	<b>\$22,653,978</b>	<b>\$22,987,327</b>

## Wine Sales (Litres)



## Wine Sales (Litres)

### Wine

Litres		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Argentina Wine	Argentina Red Wine	50,342	10,756	28,633	29,866	29,757
	Argentina Rose Wine	374	174	372	179	296
	Argentina Sparkling Wine	110	23	302	158	1
	Argentina White Wine	3,546	472	1,970	1,259	1,307
	<b>Summary</b>	<b>54,371</b>	<b>11,425</b>	<b>31,277</b>	<b>31,462</b>	<b>31,361</b>
Australia Wine	Australia Fruit and Dessert Wine	0	0	0	3	0
	Australia Red Wine	25,304	5,127	14,598	15,302	13,722
	Australia Rose Wine	888	452	1,264	752	715
	Australia Sparkling Wine	3,088	999	3,039	2,450	2,778
	Australia White Wine	10,016	2,746	8,880	6,895	6,817
	<b>Summary</b>	<b>39,296</b>	<b>9,325</b>	<b>27,781</b>	<b>25,402</b>	<b>24,031</b>
Austria Wine	Austria Fruit and Dessert Wine	0	0	0	0	0
	Austria Red Wine	376	92	188	348	651
	Austria Rose Wine	0	0	68	27	18
	Austria Sparkling Wine	0	0	27	18	9
	Austria White Wine	514	152	522	472	626
	<b>Summary</b>	<b>890</b>	<b>244</b>	<b>804</b>	<b>866</b>	<b>1,304</b>
Bulgaria Wine	Bulgaria Red Wine	36	2	9	1	2
	Bulgaria Rose Wine	14	4	16	0	0
	Bulgaria White Wine	0	0	4	0	0
	<b>Summary</b>	<b>50</b>	<b>6</b>	<b>29</b>	<b>1</b>	<b>2</b>
Canada - BC	Canada - BC Dessert Wine	175	36	173	96	151
	Canada - BC Fruit Wine	813	604	1,968	588	366
	Canada - BC Ice Wine	177	66	274	207	181
	Canada - BC Red Wine	496,718	139,389	332,491	323,221	315,827
	Canada - BC Rose Wine	24,046	24,580	61,276	18,349	21,905

## Wine Sales (Litres)

Litres		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Canada - BC	Canada - BC Sparkling Wine	18,283	10,203	24,084	16,393	17,089
	Canada - BC White Wine	497,794	182,575	478,007	329,016	336,747
	<b>Summary</b>	<b>1,038,007</b>	<b>357,454</b>	<b>898,274</b>	<b>687,869</b>	<b>692,266</b>
Canada - Other	Canada - Other Dessert Wine	12	0	6	0	0
	Canada - Other Fruit Wine	1	0	0	0	0
	Canada - Other Ice Wine	33	2	2	3	2
	Canada - Other Red Wine	1,112	2,045	1,239	745	826
	Canada - Other Rose Wine	17	6,465	6,558	65	32
	Canada - Other Sparkling Wine	11,393	4,046	11,284	8,150	9,416
	Canada - Other White Wine	738	830	755	516	608
	<b>Summary</b>	<b>13,306</b>	<b>13,388</b>	<b>19,844</b>	<b>9,479</b>	<b>10,883</b>
Chile Wine	Chile Fruit and Dessert Wine	14	0	4	4	9
	Chile Red Wine	16,798	4,757	11,031	11,210	11,558
	Chile Rose Wine	319	397	598	336	250
	Chile Sparkling Wine	108	88	68	65	48
	Chile White Wine	12,052	4,342	11,674	7,951	8,015
	<b>Summary</b>	<b>29,291</b>	<b>9,584</b>	<b>23,375</b>	<b>19,566</b>	<b>19,881</b>
China Wine	China Fruit and Dessert Wine	0	0	0	15	0
	China Red Wine	2	0	1	1	21
	China White Wine	0	0	0	0	0
	<b>Summary</b>	<b>2</b>	<b>0</b>	<b>1</b>	<b>16</b>	<b>21</b>
Fortified Wine	Other Fortified Domestic Wine	1,390	606	1,242	1,226	1,145
	Other Fortified Import Wine	2,786	827	2,312	2,078	2,189
	Port Wine	1,487	244	1,019	1,104	974
	Sherry Wine	902	161	712	767	809
	Vermouth Wine	7,125	1,740	5,454	5,250	5,492
	<b>Summary</b>	<b>13,690</b>	<b>3,578</b>	<b>10,739</b>	<b>10,426</b>	<b>10,609</b>
France Wine	France Champagne Wine	9,576	1,561	5,256	7,005	4,707

## Wine Sales (Litres)

Litres		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
France Wine	France Fruit and Dessert Wine	4	1	23	7	40
	France Red Wine	34,219	9,121	22,120	28,555	28,553
	France Rose Wine	8,554	12,530	23,575	8,801	9,180
	France Sparkling Wine	8,216	1,852	6,144	5,055	5,269
	France White Wine	23,885	8,398	21,609	19,310	20,689
	<b>Summary</b>	<b>84,454</b>	<b>33,462</b>	<b>78,727</b>	<b>68,734</b>	<b>68,438</b>
Georgia Wine	Georgia Red Wine	4	0	4	4	0
	Georgia White Wine	0	0	0	0	0
	<b>Summary</b>	<b>4</b>	<b>0</b>	<b>4</b>	<b>4</b>	<b>0</b>
Germany Wine	Germany Fruit and Dessert Wine	0	0	0	0	0
	Germany Red Wine	265	29	190	105	178
	Germany Rose Wine	45	27	108	18	117
	Germany Sparkling Wine	5,954	1,566	5,432	4,327	4,445
	Germany White Wine	1,842	368	1,660	1,572	1,854
	<b>Summary</b>	<b>8,106</b>	<b>1,989</b>	<b>7,390</b>	<b>6,022</b>	<b>6,594</b>
Greece Wine	Greece Fruit and Dessert Wine	6	0	0	0	12
	Greece Red Wine	4,031	994	2,808	2,331	2,648
	Greece Rose Wine	14	0	144	0	45
	Greece White Wine	2,963	1,068	2,790	1,767	2,084
	<b>Summary</b>	<b>7,014</b>	<b>2,063</b>	<b>5,742</b>	<b>4,098</b>	<b>4,789</b>
Hungary Wine	Hungary Fruit and Dessert Wine	31	9	17	30	39
	Hungary Red Wine	35	24	47	68	37
	Hungary Rose Wine	0	0	0	0	0
	Hungary Sparkling Wine	1,359	387	1,509	1,218	1,346
	Hungary White Wine	310	154	325	210	232
	<b>Summary</b>	<b>1,735</b>	<b>574</b>	<b>1,898</b>	<b>1,526</b>	<b>1,653</b>
Israel Wine	Israel Red Wine	122	9	6	2	3
	Israel Rose Wine	0	0	0	0	0

## Wine Sales (Litres)

Litres		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Israel Wine	Israel White Wine	26	10	32	33	16
	<b>Summary</b>	<b>148</b>	<b>19</b>	<b>38</b>	<b>34</b>	<b>20</b>
Italy Wine	Italy Fruit and Dessert Wine	24	3	51	55	52
	Italy Red Wine	102,061	24,102	64,232	75,484	73,741
	Italy Rose Wine	2,837	1,047	3,351	1,475	1,839
	Italy Sparkling Wine	21,067	8,633	24,801	17,646	18,362
	Italy White Wine	63,786	22,592	58,914	44,584	48,099
	Prosecco Wine	27,315	9,282	26,751	22,435	21,826
	<b>Summary</b>	<b>217,090</b>	<b>65,659</b>	<b>178,100</b>	<b>161,679</b>	<b>163,919</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	1,262	614	870	1,274	1,250
	New Zealand Rose Wine	838	270	1,109	453	507
	New Zealand Sparkling Wine	175	20	56	227	48
	New Zealand White Wine	48,497	17,828	46,660	35,429	34,824
	<b>Summary</b>	<b>50,772</b>	<b>18,733</b>	<b>48,694</b>	<b>37,383</b>	<b>36,630</b>
Other Country Wine	Other Country Fruit and Dessert Wine	4,340	1,776	3,750	3,129	3,259
	Other Country Red Wine	472	188	470	465	466
	Other Country Rose Wine	0	32	100	38	94
	Other Country Sparkling Wine	56	45	28	38	9
	Other Country White Wine	161	62	345	184	206
	<b>Summary</b>	<b>5,030</b>	<b>2,103</b>	<b>4,693</b>	<b>3,853</b>	<b>4,035</b>
Other Style Wine	Aperitif And Flavoured Wine	528	298	726	648	654
	Mead	16	12	48	33	60
	Rice Wine	569	145	347	306	402
	<b>Summary</b>	<b>1,114</b>	<b>456</b>	<b>1,121</b>	<b>987</b>	<b>1,116</b>
Portugal Wine	Portugal Fruit and Dessert Wine	9	0	18	8	9
	Portugal Red Wine	2,126	589	1,582	2,385	2,115
	Portugal Rose Wine	185	115	622	458	408

## Wine Sales (Litres)

Litres		Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4
Portugal Wine	Portugal Sparkling Wine	18	0	22	14	40
	Portugal White Wine	1,765	966	1,773	1,361	1,481
	<b>Summary</b>	<b>4,104</b>	<b>1,670</b>	<b>4,017</b>	<b>4,226</b>	<b>4,054</b>
Sake	Japan Sake	15,735	4,160	12,280	11,797	13,725
	Other Country Sake	1,742	784	2,071	1,312	1,586
	USA Sake	41,625	8,555	26,550	24,142	28,474
	<b>Summary</b>	<b>59,102</b>	<b>13,499</b>	<b>40,900</b>	<b>37,250</b>	<b>43,785</b>
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	0	4
	South Africa Red Wine	4,842	1,230	2,516	3,042	2,861
	South Africa Rose Wine	1	72	60	5	2
	South Africa Sparkling Wine	9	0	0	14	0
	South Africa White Wine	3,120	892	2,268	1,894	1,679
	<b>Summary</b>	<b>7,971</b>	<b>2,194</b>	<b>4,844</b>	<b>4,955</b>	<b>4,546</b>
Spain Wine	Spain Fruit and Dessert Wine	50	12	30	22	26
	Spain Red Wine	19,498	4,016	11,013	13,281	12,266
	Spain Rose Wine	1,358	1,149	2,386	847	776
	Spain Sparkling Wine	14,373	3,687	11,094	8,564	7,947
	Spain White Wine	3,048	696	2,716	2,511	2,818
	<b>Summary</b>	<b>38,326</b>	<b>9,560</b>	<b>27,238</b>	<b>25,225</b>	<b>23,831</b>
USA Wine	USA Fruit and Dessert Wine	0	0	0	0	0
	USA Red Wine	117,648	29,452	68,028	78,286	77,336
	USA Rose Wine	1,892	702	2,536	1,438	1,367
	USA Sparkling Wine	2,608	476	2,020	1,381	1,368
	USA White Wine	29,649	9,240	23,663	18,047	17,379
	<b>Summary</b>	<b>151,797</b>	<b>39,870</b>	<b>96,248</b>	<b>99,153</b>	<b>97,450</b>
<b>Summary</b>		<b>1,825,668</b>	<b>596,853</b>	<b>1,511,778</b>	<b>1,240,216</b>	<b>1,251,218</b>

# GLOSSARY AND EXPLANATORY NOTES

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

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

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

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

Negative Sales

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