

# Liquor Market Review

Fiscal 2016/17 Q1

June 2016



**LIQUOR  
DISTRIBUTION  
BRANCH**

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# Introduction

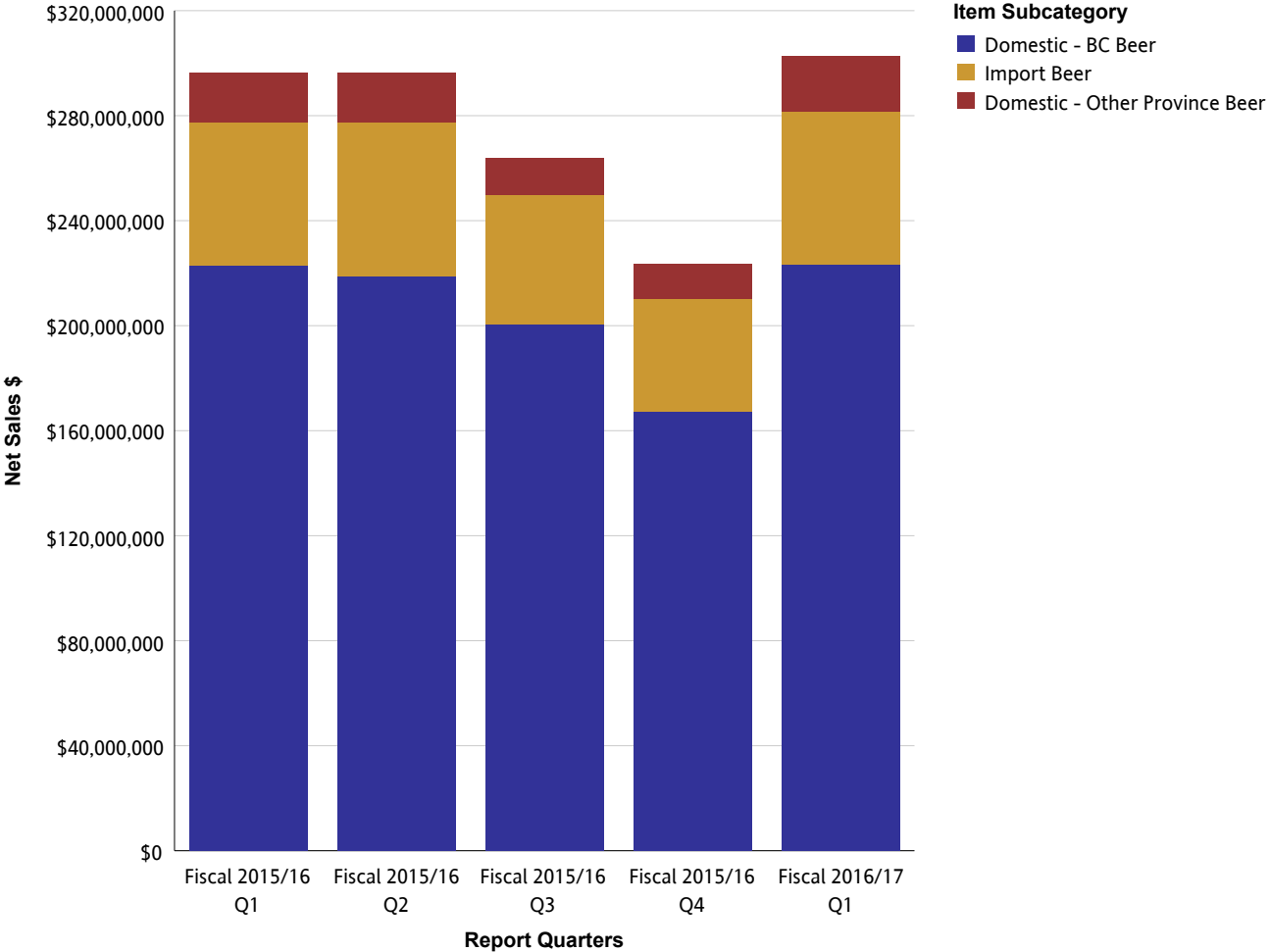
The Liquor Market Review provides provincial sales through the Wholesale channel for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer and excludes any applicable taxes. For each reporting period,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

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

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

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

# Beer Sales (Net \$)

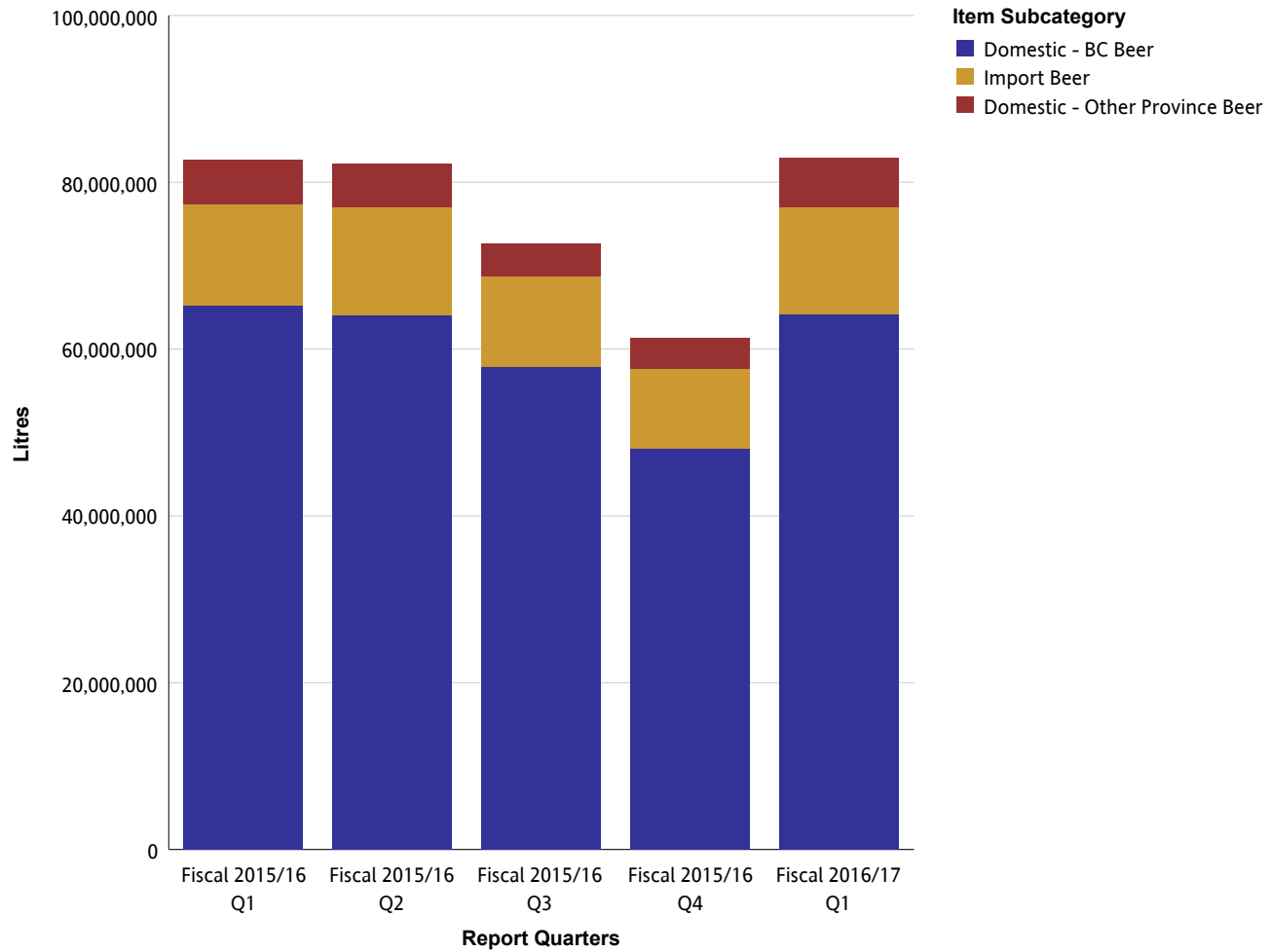


## Beer Sales (Net \$)

### Beer

Net Sales \$		Fiscal 2015/16 Q1	Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1
Domestic - BC Beer	Domestic - BC Commercial Beer	\$173,628,845	\$163,756,001	\$148,943,932	\$121,198,594	\$162,845,886
	Domestic - BC Micro Brew Beer	\$16,988,008	\$20,686,134	\$19,862,814	\$19,051,413	\$24,630,320
	Domestic - BC Regional Beer	\$32,389,411	\$34,532,790	\$31,742,046	\$27,071,675	\$35,919,400
	<b>Summary</b>	<b>\$223,006,263</b>	<b>\$218,974,924</b>	<b>\$200,548,793</b>	<b>\$167,321,682</b>	<b>\$223,395,606</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$15,818,440	\$15,679,261	\$11,332,123	\$10,877,140	\$18,460,618
	Domestic - Other Province Micro Brew Beer	\$169,352	\$209,169	\$184,506	\$186,476	\$266,712
	Domestic - Other Province Regional Beer	\$2,801,993	\$2,921,565	\$2,619,411	\$2,304,105	\$2,560,056
	<b>Summary</b>	<b>\$18,789,785</b>	<b>\$18,809,995</b>	<b>\$14,136,040</b>	<b>\$13,367,722</b>	<b>\$21,287,386</b>
Import Beer	Asia And South Pacific Beer	\$1,759,035	\$1,935,735	\$1,685,655	\$1,476,216	\$1,816,808
	Europe Beer	\$25,807,050	\$27,532,078	\$26,891,040	\$23,280,651	\$28,248,249
	Mexico And Caribbean Beer	\$13,619,467	\$14,744,190	\$8,632,368	\$7,443,022	\$13,960,819
	Other Country Beer	\$38,914	\$48,241	\$42,022	\$46,977	\$58,474
	USA Beer	\$13,395,399	\$14,268,206	\$11,799,863	\$10,446,299	\$14,073,973
	<b>Summary</b>	<b>\$54,619,865</b>	<b>\$58,528,451</b>	<b>\$49,050,948</b>	<b>\$42,693,164</b>	<b>\$58,158,323</b>
<b>Summary</b>		<b>\$296,415,913</b>	<b>\$296,313,370</b>	<b>\$263,735,781</b>	<b>\$223,382,568</b>	<b>\$302,841,315</b>

## Beer Sales (Litres)

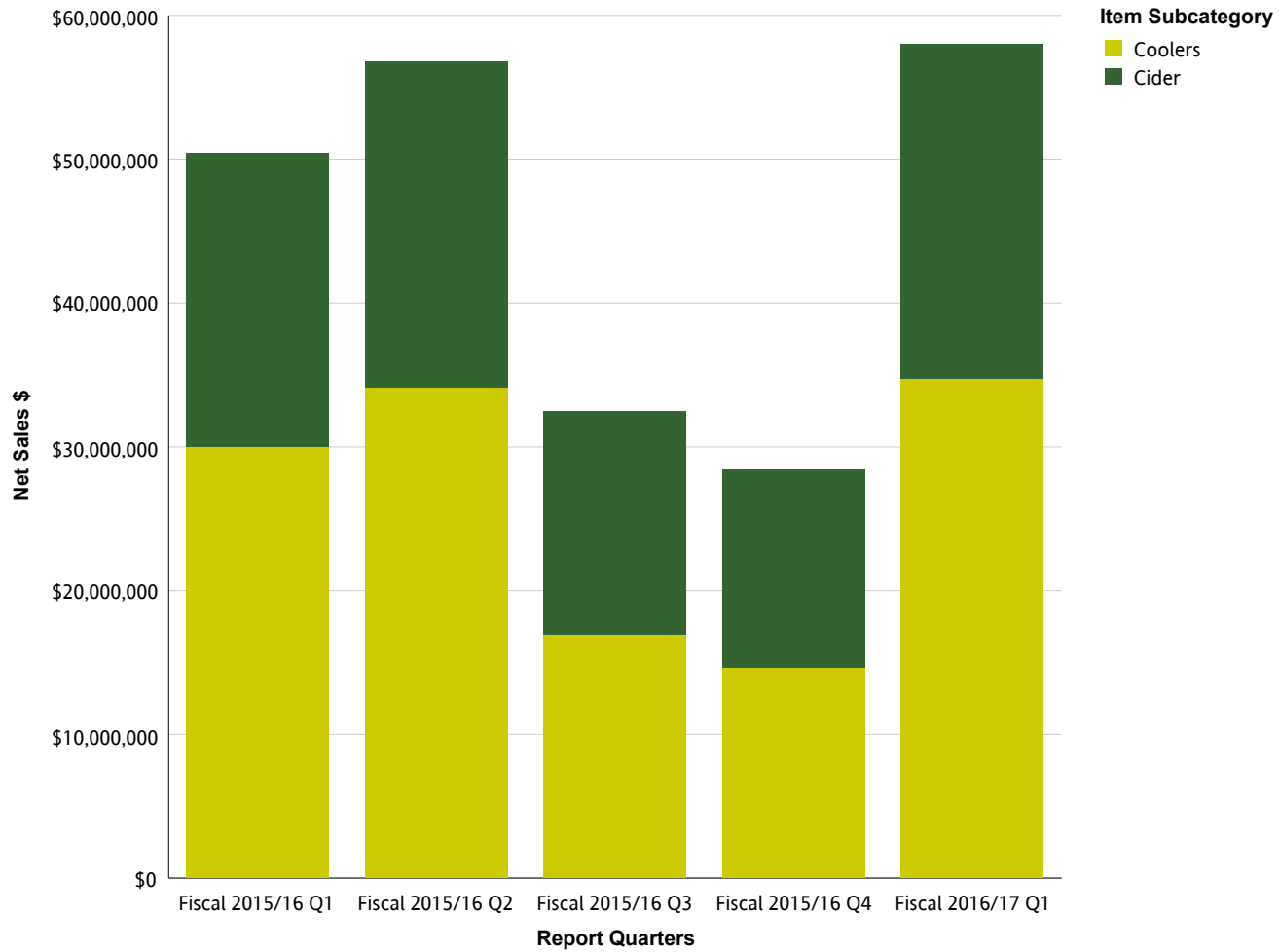


## Beer Sales (Litres)

### Beer

Litres		Fiscal 2015/16 Q1	Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1
Domestic - BC Beer	Domestic - BC Commercial Beer	52,236,010	49,519,951	44,761,632	36,098,732	48,515,473
	Domestic - BC Micro Brew Beer	3,927,908	4,775,776	4,433,613	4,366,017	5,593,113
	Domestic - BC Regional Beer	9,094,263	9,722,444	8,694,384	7,600,940	10,033,609
	<b>Summary</b>	<b>65,258,181</b>	<b>64,018,171</b>	<b>57,889,628</b>	<b>48,065,690</b>	<b>64,142,194</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	4,378,195	4,332,159	3,086,776	2,992,090	5,126,311
	Domestic - Other Province Micro Brew Beer	25,073	30,976	27,223	26,580	40,086
	Domestic - Other Province Regional Beer	862,782	852,399	766,143	670,790	722,172
	<b>Summary</b>	<b>5,266,050</b>	<b>5,215,534</b>	<b>3,880,143</b>	<b>3,689,460</b>	<b>5,888,569</b>
Import Beer	Asia And South Pacific Beer	382,897	415,405	357,325	307,965	380,181
	Europe Beer	5,826,618	6,200,342	6,017,686	5,235,413	6,365,750
	Mexico And Caribbean Beer	2,822,927	3,023,266	1,719,690	1,436,040	2,757,203
	Other Country Beer	9,198	10,993	9,929	10,563	13,473
	USA Beer	3,040,773	3,359,540	2,736,908	2,530,638	3,389,088
	<b>Summary</b>	<b>12,082,413</b>	<b>13,009,545</b>	<b>10,841,537</b>	<b>9,520,619</b>	<b>12,905,696</b>
<b>Summary</b>		<b>82,606,644</b>	<b>82,243,250</b>	<b>72,611,309</b>	<b>61,275,769</b>	<b>82,936,459</b>

## Refreshment Beverages Sales (Net \$)



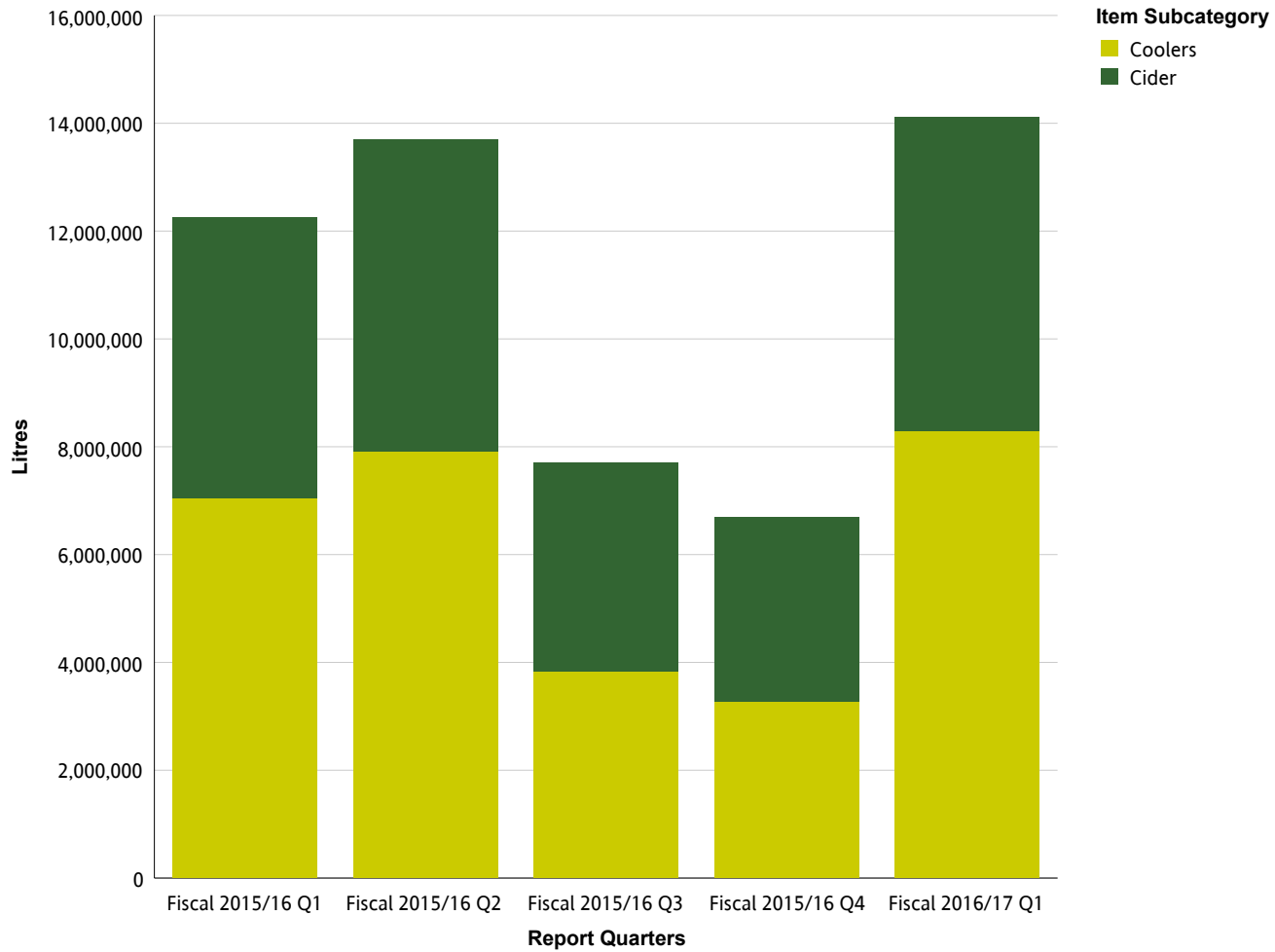


## Refreshment Beverages Sales (Net \$)

### Refreshment Beverages

Net Sales \$		Fiscal 2015/16 Q1	Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1
Cider	Domestic Cider	\$14,689,272	\$16,521,829	\$11,529,716	\$10,131,009	\$17,073,245
	Import Cider	\$5,718,579	\$6,201,816	\$4,016,979	\$3,670,430	\$6,201,705
	<b>Summary</b>	<b>\$20,407,851</b>	<b>\$22,723,645</b>	<b>\$15,546,695</b>	<b>\$13,801,439</b>	<b>\$23,274,949</b>
Coolers	Malt-Based Coolers	\$6,516,653	\$7,011,127	\$2,484,351	\$2,278,876	\$5,799,917
	Spirit Coolers	\$22,514,801	\$25,980,848	\$13,682,975	\$11,698,479	\$27,996,942
	Wine/Fruit Coolers	\$1,008,407	\$1,072,345	\$777,734	\$631,556	\$978,597
	<b>Summary</b>	<b>\$30,039,861</b>	<b>\$34,064,321</b>	<b>\$16,945,059</b>	<b>\$14,608,911</b>	<b>\$34,775,456</b>
<b>Summary</b>		<b>\$50,447,712</b>	<b>\$56,787,965</b>	<b>\$32,491,755</b>	<b>\$28,410,351</b>	<b>\$58,050,406</b>

## Refreshment Beverages Sales (Litres)

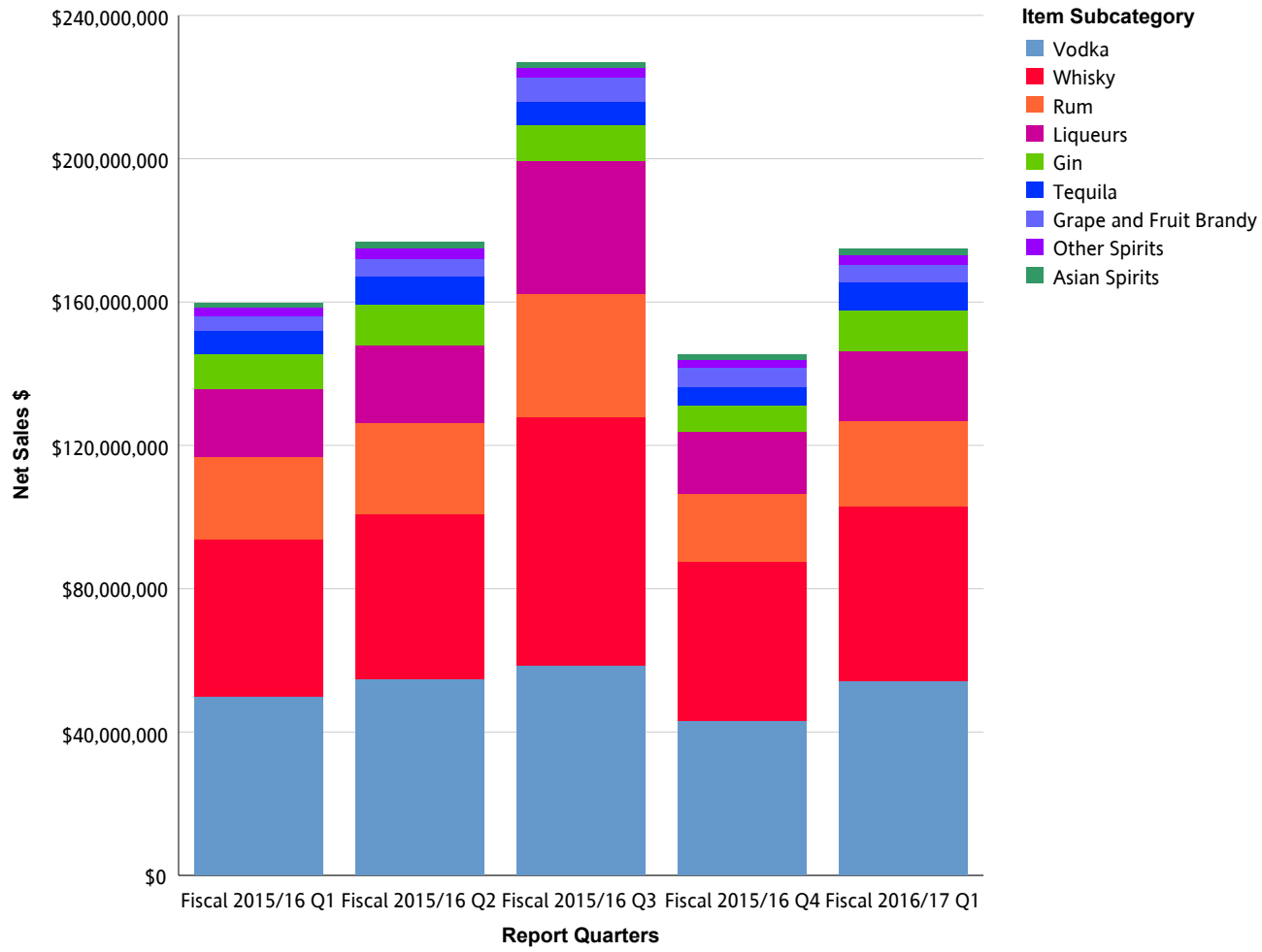


## Refreshment Beverages Sales (Litres)

### Refreshment Beverages

Litres		Fiscal 2015/16 Q1	Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1
Cider	Domestic Cider	3,970,864	4,425,536	3,016,699	2,630,509	4,479,911
	Import Cider	1,244,269	1,360,866	861,647	784,248	1,348,673
	<b>Summary</b>	<b>5,215,133</b>	<b>5,786,402</b>	<b>3,878,346</b>	<b>3,414,757</b>	<b>5,828,583</b>
Coolers	Malt-Based Coolers	1,475,487	1,607,639	548,939	505,760	1,345,621
	Spirit Coolers	5,359,139	6,083,320	3,118,164	2,645,067	6,751,294
	Wine/Fruit Coolers	200,692	222,538	158,989	131,519	189,648
	<b>Summary</b>	<b>7,035,317</b>	<b>7,913,497</b>	<b>3,826,092</b>	<b>3,282,346</b>	<b>8,286,563</b>
<b>Summary</b>		<b>12,250,451</b>	<b>13,699,899</b>	<b>7,704,438</b>	<b>6,697,103</b>	<b>14,115,146</b>

## Spirits Sales (Net \$)



## Spirits Sales (Net \$)

### Spirits

Net Sales \$		Fiscal 2015/16 Q1	Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1
Asian Spirits	China Spirits	\$677,963	\$1,146,021	\$684,919	\$857,050	\$868,542
	Korea Spirits	\$526,653	\$533,235	\$753,108	\$692,262	\$815,377
	Other Country Asian Spirits	\$62,574	\$67,483	\$59,838	\$55,917	\$68,035
	<b>Summary</b>	<b>\$1,267,190</b>	<b>\$1,746,738</b>	<b>\$1,497,865</b>	<b>\$1,605,229</b>	<b>\$1,751,953</b>
Gin	Dry Gin	\$9,282,504	\$10,973,775	\$9,374,550	\$7,158,862	\$10,552,958
	Flavoured Gin	\$287,913	\$343,050	\$204,976	\$182,956	\$349,008
	Other Gin	\$140,351	\$182,747	\$206,678	\$137,079	\$219,542
	<b>Summary</b>	<b>\$9,710,768</b>	<b>\$11,499,573</b>	<b>\$9,786,204</b>	<b>\$7,478,896</b>	<b>\$11,121,508</b>
Grape and Fruit Brandy	Armagnac	\$24,738	\$104,563	\$50,904	\$105,357	\$69,614
	Brandy	\$1,956,349	\$2,297,736	\$3,111,883	\$2,405,209	\$2,238,256
	Cognac	\$1,727,156	\$2,259,902	\$2,997,128	\$2,353,813	\$2,146,048
	Eau de Vie	\$182,657	\$220,274	\$353,151	\$207,438	\$227,211
	Grappa And Marc	\$58,927	\$62,369	\$83,760	\$54,430	\$60,102
	Pisco	\$54,533	\$76,854	\$71,253	\$64,307	\$77,873
	<b>Summary</b>	<b>\$4,004,362</b>	<b>\$5,021,698</b>	<b>\$6,668,080</b>	<b>\$5,190,554</b>	<b>\$4,819,104</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	\$5,295,987	\$5,777,965	\$7,617,722	\$5,387,901	\$5,569,235
	Coffee And Cocoa Liqueurs	\$1,314,002	\$1,754,771	\$3,469,446	\$1,088,741	\$1,327,753
	Cream/Dairy Liqueurs	\$5,320,126	\$6,423,008	\$15,890,059	\$4,919,186	\$5,228,738
	Fruit Liqueurs	\$3,817,997	\$4,271,418	\$5,260,027	\$2,982,934	\$4,227,870
	Nut Liqueurs	\$1,480,347	\$1,494,587	\$1,878,732	\$1,046,646	\$1,435,664
	Other Liqueurs	\$463,766	\$567,498	\$832,984	\$497,669	\$538,747
	Whiskey Liqueurs	\$1,258,669	\$1,437,273	\$2,288,906	\$1,339,261	\$1,231,350
	<b>Summary</b>	<b>\$18,950,893</b>	<b>\$21,726,520</b>	<b>\$37,237,876</b>	<b>\$17,262,338</b>	<b>\$19,559,357</b>
Other Spirits	Cachaca	\$39,928	\$47,343	\$30,630	\$31,362	\$42,809
	Flavoured Spirits	\$449,749	\$557,607	\$712,041	\$547,109	\$701,779
	Miscellaneous/Other Spirits	\$304,040	\$483,804	\$680,299	\$436,655	\$502,787

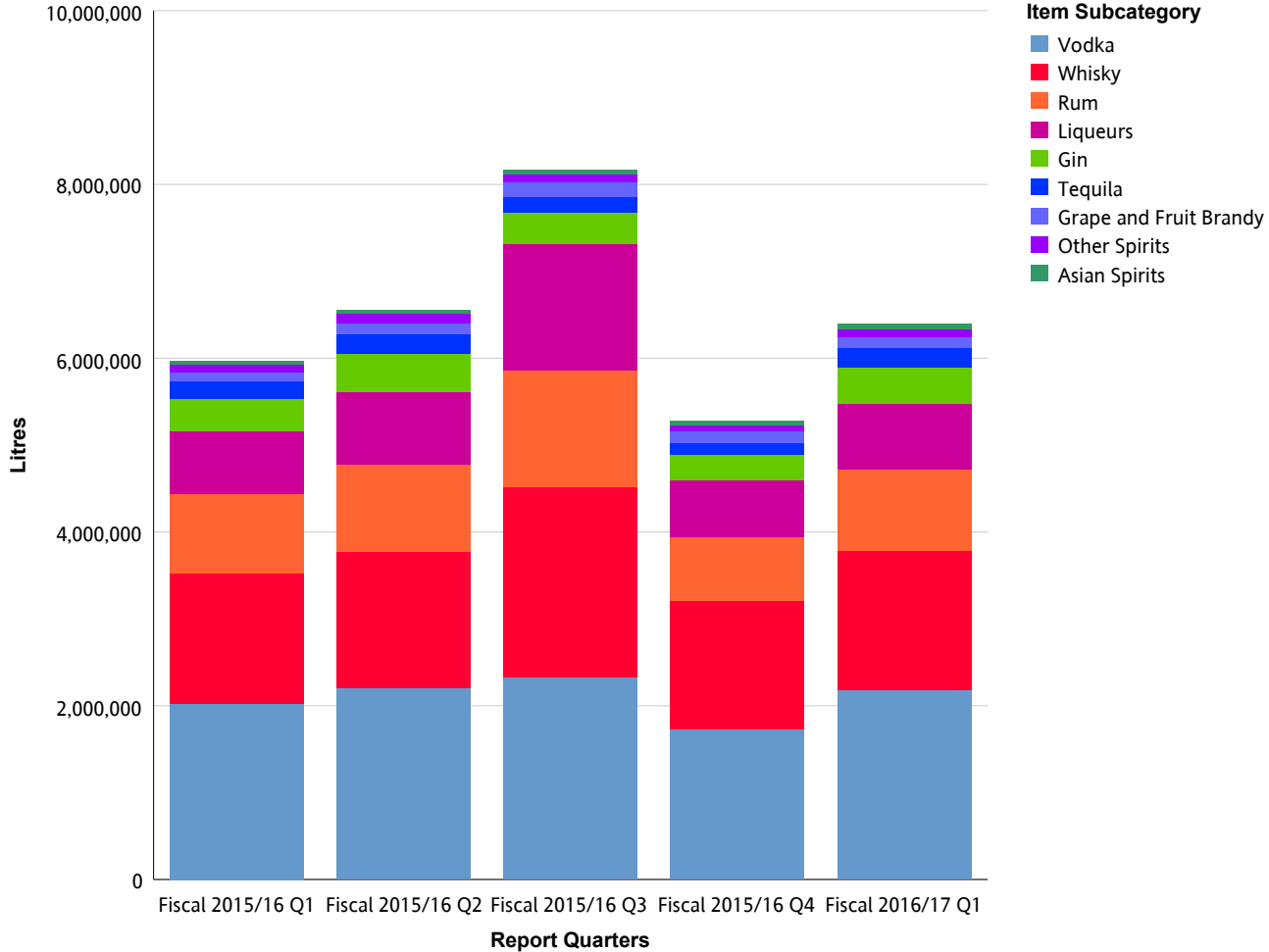
## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q1	Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1
Other Spirits	Moonshine Spirits	\$196,054	\$218,267	\$235,166	\$130,731	\$145,670
	Ready to Mix Cocktails	\$725,366	\$775,101	\$556,356	\$516,208	\$695,285
	Ready to Serve Cocktails	\$503,905	\$554,516	\$482,163	\$339,078	\$567,707
	Schnapps and Akvavit	\$39,950	\$65,349	\$118,716	\$60,085	\$68,686
	<b>Summary</b>	<b>\$2,258,991</b>	<b>\$2,701,986</b>	<b>\$2,815,372</b>	<b>\$2,061,227</b>	<b>\$2,724,724</b>
Rum	Amber Rum	\$5,161,001	\$5,798,807	\$8,234,116	\$4,296,969	\$5,483,571
	Dark Rum	\$2,593,454	\$2,825,395	\$4,292,372	\$2,527,308	\$2,652,896
	Flavoured Rum	\$237,595	\$262,277	\$206,954	\$168,901	\$408,285
	Spiced Rum	\$7,162,043	\$7,832,219	\$12,412,594	\$5,737,288	\$7,415,859
	White Rum	\$7,753,022	\$8,643,607	\$9,398,007	\$6,075,708	\$8,026,962
	<b>Summary</b>	<b>\$22,907,115</b>	<b>\$25,362,305</b>	<b>\$34,544,044</b>	<b>\$18,806,174</b>	<b>\$23,987,573</b>
Tequila	Blanco/Silver Tequila	\$1,788,367	\$2,035,616	\$1,867,893	\$1,507,352	\$2,438,246
	Flavoured Tequila	\$96,775	\$117,312	\$160,767	\$132,294	\$197,884
	Gold Tequila	\$4,677,523	\$5,527,895	\$4,508,827	\$3,564,290	\$5,314,832
	Mezcal	\$87,480	\$83,181	\$73,055	\$77,566	\$147,826
	<b>Summary</b>	<b>\$6,650,145</b>	<b>\$7,764,003</b>	<b>\$6,610,542</b>	<b>\$5,281,502</b>	<b>\$8,098,788</b>
Vodka	Flavoured Vodka	\$3,190,164	\$3,733,985	\$3,608,460	\$2,662,667	\$3,399,281
	Straight Vodka	\$46,791,552	\$51,157,090	\$54,884,905	\$40,390,778	\$50,825,874
	<b>Summary</b>	<b>\$49,981,715</b>	<b>\$54,891,075</b>	<b>\$58,493,365</b>	<b>\$43,053,445</b>	<b>\$54,225,155</b>
Whisky	American Whiskey	\$2,049,406	\$2,339,247	\$3,016,063	\$1,995,465	\$2,354,714
	Blended Malt Scotch Whisky	\$48,920	\$54,434	\$124,056	\$71,808	\$76,779
	Blended Scotch Whisky	\$6,750,987	\$6,971,000	\$9,284,541	\$6,342,897	\$7,458,266
	Bourbon Whiskey	\$2,309,881	\$2,467,404	\$3,372,322	\$2,816,790	\$2,767,776
	Canadian Whisky	\$23,963,353	\$24,635,813	\$34,234,764	\$22,710,545	\$25,159,213
	Flavoured Whisky	\$0	\$48,120	\$53,451	\$55,573	\$18,575
	Irish Whiskey	\$1,778,510	\$2,010,578	\$3,504,687	\$2,729,418	\$2,155,405
	Other Country Whisky	\$148,700	\$265,458	\$833,107	\$430,295	\$442,332
	Single Malt Scotch Whisky	\$6,859,677	\$7,156,578	\$14,892,974	\$7,429,628	\$8,210,736

## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q1	Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1
Whisky	Summary	\$43,909,436	\$45,948,633	\$69,315,964	\$44,582,419	\$48,643,796
Summary		\$159,640,615	\$176,662,531	\$226,969,312	\$145,321,784	\$174,931,958

# Spirits Sales (Litres)





## Spirits Sales (Litres)

### Spirits

Litres		Fiscal 2015/16 Q1	Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1
Asian Spirits	China Spirits	7,408	9,741	10,105	10,915	9,676
	Korea Spirits	29,884	30,273	42,369	38,538	45,770
	Other Country Asian Spirits	1,960	2,057	1,996	1,772	2,091
	<b>Summary</b>	<b>39,252</b>	<b>42,070</b>	<b>54,471</b>	<b>51,225</b>	<b>57,537</b>
Gin	Dry Gin	359,331	422,730	352,747	273,959	399,535
	Flavoured Gin	10,437	12,636	6,766	6,381	12,381
	Other Gin	3,504	4,209	4,753	3,180	5,042
	<b>Summary</b>	<b>373,272</b>	<b>439,575</b>	<b>364,266</b>	<b>283,520</b>	<b>416,958</b>
Grape and Fruit Brandy	Armagnac	355	772	692	676	559
	Brandy	82,729	97,159	129,172	100,971	94,098
	Cognac	12,892	18,535	23,794	18,722	15,495
	Eau de Vie	4,095	4,791	7,860	4,722	4,932
	Grappa And Marc	1,206	1,414	1,686	1,144	1,196
	Pisco	1,599	2,094	1,922	1,667	2,125
	<b>Summary</b>	<b>102,876</b>	<b>124,765</b>	<b>165,126</b>	<b>127,902</b>	<b>118,405</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	187,837	204,001	275,718	189,107	197,104
	Coffee And Cocoa Liqueurs	54,685	73,945	141,414	45,472	55,048
	Cream/Dairy Liqueurs	216,346	264,183	656,288	206,417	217,648
	Fruit Liqueurs	148,449	167,598	190,922	115,115	162,368
	Nut Liqueurs	64,648	66,033	78,074	43,330	62,101
	Other Liqueurs	17,976	20,582	32,163	20,249	20,390
	Whiskey Liqueurs	41,412	48,361	77,240	44,954	41,534
	<b>Summary</b>	<b>731,353</b>	<b>844,703</b>	<b>1,451,819</b>	<b>664,645</b>	<b>756,192</b>
Other Spirits	Cachaca	1,318	1,455	926	1,040	1,309
	Flavoured Spirits	9,556	11,951	15,347	11,624	14,696
	Miscellaneous/Other Spirits	11,659	13,989	18,706	12,837	14,766

## Spirits Sales (Litres)

Litres		Fiscal 2015/16 Q1	Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1
Other Spirits	Moonshine Spirits	5,558	6,142	6,891	4,115	4,576
	Ready to Mix Cocktails	37,214	40,005	28,033	26,153	35,233
	Ready to Serve Cocktails	26,253	29,541	14,609	11,758	26,088
	Schnapps and Akvavit	1,122	1,784	3,108	1,623	1,839
	<b>Summary</b>	<b>92,681</b>	<b>104,867</b>	<b>87,621</b>	<b>69,149</b>	<b>98,508</b>
Rum	Amber Rum	197,968	222,862	315,494	161,908	205,720
	Dark Rum	102,907	111,689	171,276	97,977	103,340
	Flavoured Rum	9,976	10,880	8,666	7,091	17,072
	Spiced Rum	264,004	288,757	449,953	206,040	271,172
	White Rum	329,469	369,295	400,858	259,563	337,404
	<b>Summary</b>	<b>904,324</b>	<b>1,003,483</b>	<b>1,346,248</b>	<b>732,579</b>	<b>934,708</b>
Tequila	Blanco/Silver Tequila	48,557	55,300	46,383	39,072	66,050
	Flavoured Tequila	2,695	3,142	4,131	3,282	5,122
	Gold Tequila	141,023	167,096	127,701	103,373	155,666
	Mezcal	1,388	1,282	1,078	1,075	2,266
	<b>Summary</b>	<b>193,662</b>	<b>226,820</b>	<b>179,293</b>	<b>146,802</b>	<b>229,105</b>
Vodka	Flavoured Vodka	122,320	143,655	131,446	99,510	127,856
	Straight Vodka	1,898,311	2,054,247	2,193,134	1,630,825	2,048,829
	<b>Summary</b>	<b>2,020,632</b>	<b>2,197,902</b>	<b>2,324,579</b>	<b>1,730,336</b>	<b>2,176,685</b>
Whisky	American Whiskey	64,982	74,406	95,343	66,060	75,638
	Blended Malt Scotch Whisky	590	663	1,495	854	909
	Blended Scotch Whisky	242,342	244,767	319,288	223,443	259,264
	Bourbon Whiskey	65,814	71,203	92,061	77,993	77,179
	Canadian Whisky	984,616	1,015,300	1,385,764	920,479	1,017,303
	Flavoured Whisky	0	1,804	2,031	2,001	766
	Irish Whiskey	53,275	58,909	104,243	81,271	60,802
	Other Country Whisky	1,663	2,822	8,639	5,188	5,700
	Single Malt Scotch Whisky	96,202	98,549	183,039	95,950	110,552

## **Spirits Sales (Litres)**

<b>Litres</b>		Fiscal 2015/16 Q1	Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1
Whisky	<b>Summary</b>	<b>1,509,483</b>	<b>1,568,425</b>	<b>2,191,902</b>	<b>1,473,239</b>	<b>1,608,113</b>
<b>Summary</b>		<b>5,967,535</b>	<b>6,552,609</b>	<b>8,165,324</b>	<b>5,279,398</b>	<b>6,396,209</b>



## Wine Sales (Net \$)

### Wine

Net Sales \$		Fiscal 2015/16 Q1	Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1
Argentina Wine	Argentina Red Wine	\$8,244,914	\$8,199,738	\$12,355,705	\$8,653,634	\$9,078,860
	Argentina Rose Wine	\$113,618	\$93,491	\$59,708	\$54,391	\$90,985
	Argentina Sparkling Wine	\$16,860	\$6,579	\$18,505	\$10,778	\$9,647
	Argentina White Wine	\$827,512	\$891,934	\$781,374	\$596,675	\$770,065
	<b>Summary</b>	<b>\$9,202,903</b>	<b>\$9,191,743</b>	<b>\$13,215,293</b>	<b>\$9,315,478</b>	<b>\$9,949,557</b>
Australia Wine	Australia Red Wine	\$9,468,804	\$9,752,784	\$13,272,176	\$9,200,903	\$9,378,418
	Australia Rose Wine	\$145,012	\$161,663	\$90,997	\$80,783	\$155,450
	Australia Sparkling Wine	\$574,526	\$561,423	\$955,843	\$481,557	\$616,245
	Australia White Wine	\$5,258,383	\$5,395,647	\$5,877,505	\$4,572,286	\$5,002,325
	<b>Summary</b>	<b>\$15,446,725</b>	<b>\$15,871,516</b>	<b>\$20,196,521</b>	<b>\$14,335,530</b>	<b>\$15,152,438</b>
Austria Wine	Austria Red Wine	\$8,474	\$7,794	\$4,205	\$14,514	\$7,938
	Austria Rose Wine	\$0	\$1,274	\$0	\$0	\$0
	Austria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Austria White Wine	\$62,759	\$57,437	\$49,160	\$38,786	\$39,622
	<b>Summary</b>	<b>\$71,232</b>	<b>\$66,504</b>	<b>\$53,364</b>	<b>\$53,300</b>	<b>\$47,560</b>
Bulgaria Wine	Bulgaria Red Wine	\$21,066	\$15,583	\$36,558	\$15,822	\$22,463
	Bulgaria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$0	\$204	\$1,936	\$305	\$293
	<b>Summary</b>	<b>\$21,066</b>	<b>\$15,787</b>	<b>\$38,494</b>	<b>\$16,127</b>	<b>\$22,756</b>
Canada - BC	Canada - BC Dessert Wine	\$132,698	\$298,668	\$211,653	\$111,994	\$188,760
	Canada - BC Fruit Wine	\$641,861	\$1,642,446	\$1,268,705	\$510,229	\$1,059,410
	Canada - BC Ice Wine	\$1,168,465	\$2,823,478	\$1,847,958	\$762,252	\$1,877,457
	Canada - BC Red Wine	\$43,033,364	\$56,420,736	\$65,868,199	\$42,792,017	\$54,744,481
	Canada - BC Rose Wine	\$3,912,540	\$5,551,134	\$2,569,223	\$1,952,097	\$5,357,671
	Canada - BC Sparkling Wine	\$1,230,263	\$2,170,864	\$2,275,171	\$1,027,612	\$1,943,031
	Canada - BC White Wine	\$48,466,259	\$61,788,492	\$55,055,871	\$38,777,507	\$58,250,077

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q1	Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1
Canada - BC	<b>Summary</b>	<b>\$98,585,450</b>	<b>\$130,695,818</b>	<b>\$129,096,780</b>	<b>\$85,933,707</b>	<b>\$123,420,886</b>
Canada - Other	Canada - Other Dessert Wine	\$5,054	\$3,510	\$1,966	\$4,774	\$4,562
	Canada - Other Fruit Wine	\$33,833	\$22,990	\$31,824	\$25,733	\$25,394
	Canada - Other Ice Wine	\$1,152,679	\$1,405,968	\$600,708	\$1,197,457	\$832,870
	Canada - Other Red Wine	\$29,939	\$94,156	\$96,850	\$100,074	\$108,094
	Canada - Other Rose Wine	\$716	\$143	\$143	\$143	\$1,001
	Canada - Other Sparkling Wine	\$311,880	\$334,738	\$539,729	\$337,923	\$367,192
	Canada - Other White Wine	\$20,279	\$37,983	\$55,293	\$37,322	\$60,771
	<b>Summary</b>	<b>\$1,554,380</b>	<b>\$1,899,489</b>	<b>\$1,326,513</b>	<b>\$1,703,425</b>	<b>\$1,399,885</b>
Chile Wine	Chile Fruit and Dessert Wine	\$6,734	\$5,829	\$13,641	\$5,054	\$6,926
	Chile Red Wine	\$5,539,326	\$5,726,081	\$8,105,910	\$7,094,548	\$6,559,625
	Chile Rose Wine	\$94,845	\$45,737	\$2,374	\$2,227	\$157,462
	Chile Sparkling Wine	\$36,726	\$40,258	\$68,926	\$52,098	\$50,177
	Chile White Wine	\$2,582,688	\$2,969,464	\$2,872,817	\$2,714,478	\$3,231,155
	<b>Summary</b>	<b>\$8,260,318</b>	<b>\$8,787,368</b>	<b>\$11,063,668</b>	<b>\$9,868,405</b>	<b>\$10,005,344</b>
China Wine	China Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	China Red Wine	\$0	\$4,830	\$4,238	\$5,308	\$3,117
	China White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$0</b>	<b>\$4,830</b>	<b>\$4,238</b>	<b>\$5,308</b>	<b>\$3,117</b>
Fortified Wine	Other Fortified Domestic Wine	\$1,290,321	\$1,849,234	\$1,743,420	\$1,129,326	\$1,389,157
	Other Fortified Import Wine	\$412,595	\$425,903	\$673,591	\$437,602	\$451,255
	Port Wine	\$451,834	\$515,141	\$1,259,733	\$576,477	\$513,018
	Sherry Wine	\$213,265	\$206,809	\$460,793	\$223,736	\$211,959
	Vermouth Wine	\$485,392	\$437,246	\$600,592	\$474,616	\$533,128
	<b>Summary</b>	<b>\$2,853,407</b>	<b>\$3,434,334</b>	<b>\$4,738,130</b>	<b>\$2,841,757</b>	<b>\$3,098,518</b>
France Wine	France Champagne Wine	\$2,167,852	\$2,838,507	\$5,260,785	\$2,314,388	\$2,832,223
	France Fruit and Dessert Wine	\$35,258	\$51,707	\$19,440	\$20,356	\$17,696
	France Red Wine	\$6,906,516	\$9,612,775	\$12,582,201	\$7,802,456	\$8,573,657

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q1	Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1
France Wine	France Rose Wine	\$1,397,875	\$1,087,683	\$344,515	\$426,236	\$2,061,985
	France Sparkling Wine	\$522,628	\$555,693	\$1,085,658	\$441,092	\$611,176
	France White Wine	\$2,876,133	\$3,263,923	\$3,367,931	\$2,628,948	\$3,404,237
	<b>Summary</b>	<b>\$13,906,261</b>	<b>\$17,410,288</b>	<b>\$22,660,530</b>	<b>\$13,633,477</b>	<b>\$17,500,974</b>
Georgia Wine	Georgia Red Wine	\$27,546	\$31,841	\$55,302	\$39,992	\$19,514
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$27,546</b>	<b>\$31,841</b>	<b>\$55,302</b>	<b>\$39,992</b>	<b>\$19,514</b>
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Germany Red Wine	\$28,951	\$27,257	\$41,532	\$115,625	\$42,749
	Germany Rose Wine	\$15,124	\$14,975	\$13,489	\$5,910	\$5,269
	Germany Sparkling Wine	\$497,203	\$557,486	\$1,327,787	\$434,658	\$665,958
	Germany White Wine	\$1,467,616	\$1,410,287	\$1,709,408	\$1,374,186	\$1,260,174
	<b>Summary</b>	<b>\$2,008,894</b>	<b>\$2,010,006</b>	<b>\$3,092,215</b>	<b>\$1,930,380</b>	<b>\$1,974,151</b>
Greece Wine	Greece Red Wine	\$106,902	\$100,550	\$121,891	\$100,538	\$123,077
	Greece Rose Wine	\$0	\$0	\$0	\$0	\$0
	Greece White Wine	\$110,736	\$122,241	\$108,814	\$81,862	\$123,766
	<b>Summary</b>	<b>\$217,637</b>	<b>\$222,791</b>	<b>\$230,705</b>	<b>\$182,399</b>	<b>\$246,843</b>
Hungary Wine	Hungary Fruit and Dessert Wine	\$16,132	\$9,843	\$23,081	\$15,160	\$13,201
	Hungary Red Wine	\$36,556	\$36,324	\$49,381	\$42,457	\$30,538
	Hungary Sparkling Wine	\$33,098	\$40,231	\$63,070	\$32,089	\$65,079
	Hungary White Wine	\$164,947	\$165,046	\$175,713	\$138,283	\$148,235
	<b>Summary</b>	<b>\$250,733</b>	<b>\$251,444</b>	<b>\$311,245</b>	<b>\$227,989</b>	<b>\$257,054</b>
Israel Wine	Israel Red Wine	\$35,980	\$36,678	\$36,316	\$30,978	\$26,229
	Israel Rose Wine	\$4,994	\$4,359	\$1,296	\$968	\$0
	Israel White Wine	\$7,999	\$14,331	\$11,600	\$13,945	\$23,062
	<b>Summary</b>	<b>\$48,973</b>	<b>\$55,368</b>	<b>\$49,211</b>	<b>\$45,892</b>	<b>\$49,290</b>
Italy Wine	Italy Fruit and Dessert Wine	\$1,222	\$3,393	\$1,500	\$14,270	\$3,523
	Italy Red Wine	\$8,698,857	\$9,216,954	\$14,456,625	\$10,347,955	\$10,064,570

## Wine Sales (Net \$)

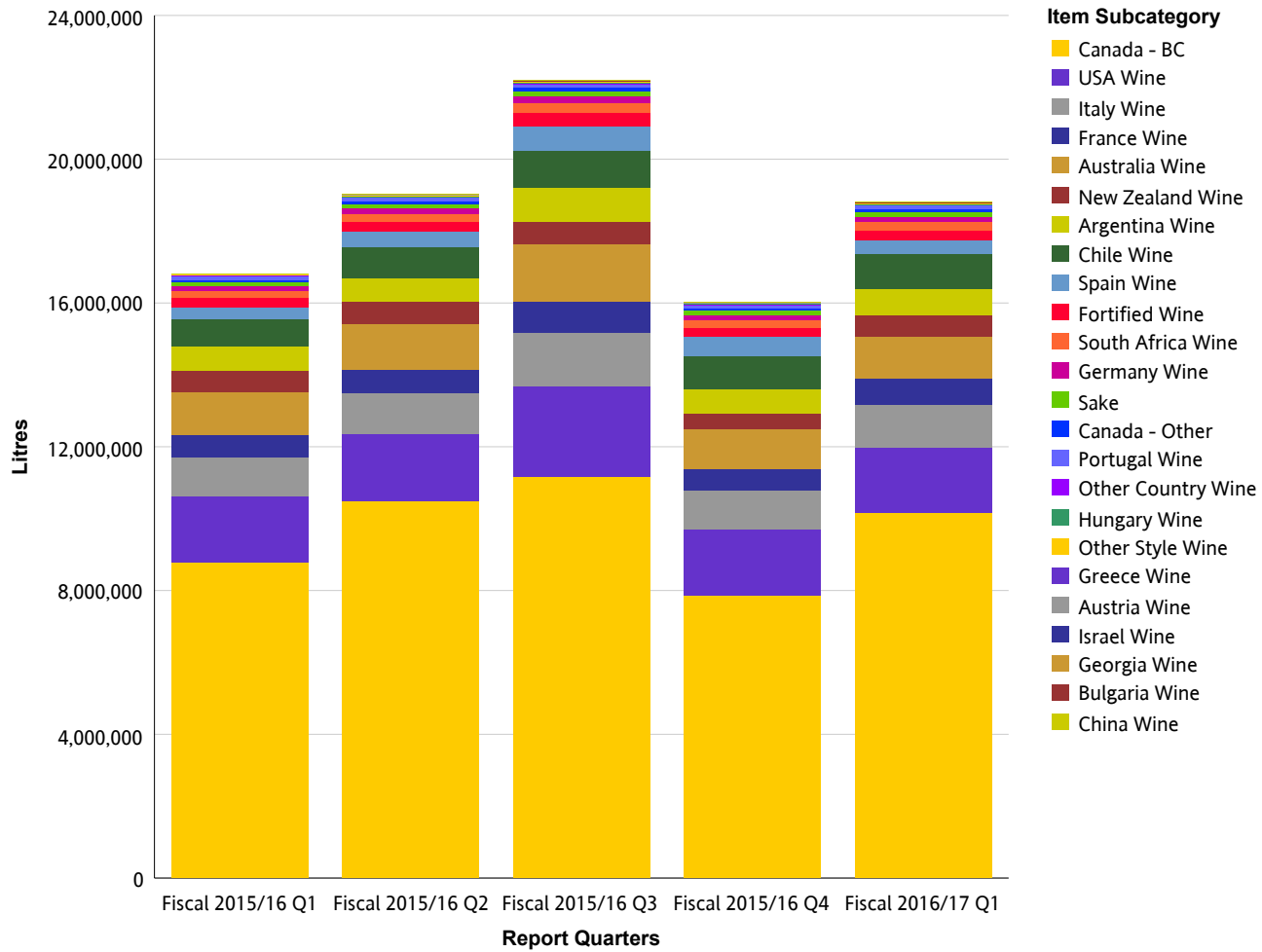
Net Sales \$		Fiscal 2015/16 Q1	Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1
Italy Wine	Italy Rose Wine	\$181,644	\$327,213	\$169,146	\$190,372	\$192,267
	Italy Sparkling Wine	\$944,876	\$1,141,023	\$1,793,641	\$1,050,108	\$1,406,514
	Italy White Wine	\$4,376,841	\$4,867,573	\$4,802,971	\$3,745,141	\$5,008,507
	Prosecco Wine	\$2,298,584	\$2,612,670	\$3,880,085	\$2,098,042	\$2,818,874
	<b>Summary</b>	<b>\$16,502,024</b>	<b>\$18,168,827</b>	<b>\$25,103,968</b>	<b>\$17,445,888</b>	<b>\$19,494,255</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$677	\$0
	New Zealand Red Wine	\$592,637	\$699,397	\$930,594	\$580,495	\$662,448
	New Zealand Rose Wine	\$95,897	\$17,440	\$0	\$24,763	\$131,285
	New Zealand Sparkling Wine	\$80,910	\$92,278	\$141,447	\$88,726	\$98,998
	New Zealand White Wine	\$9,455,713	\$10,001,943	\$10,396,010	\$7,335,517	\$9,942,821
	<b>Summary</b>	<b>\$10,225,156</b>	<b>\$10,811,059</b>	<b>\$11,468,051</b>	<b>\$8,030,178</b>	<b>\$10,835,552</b>
Other Country Wine	Other Country Fruit and Dessert Wine	\$175,446	\$183,197	\$215,477	\$191,960	\$187,099
	Other Country Red Wine	\$30,823	\$68,963	\$73,309	\$56,326	\$70,246
	Other Country Rose Wine	\$1,366	\$5,008	\$911	\$1,661	\$6,660
	Other Country Sparkling Wine	\$9,551	\$12,943	\$13,773	\$15,763	\$3,378
	Other Country White Wine	\$13,656	\$22,522	\$37,694	\$30,649	\$30,998
	<b>Summary</b>	<b>\$230,841</b>	<b>\$292,633</b>	<b>\$341,164</b>	<b>\$296,359</b>	<b>\$298,381</b>
Other Style Wine	Aperitif And Flavoured Wine	\$148,072	\$263,899	\$246,964	\$129,856	\$175,786
	Mead	\$1,343	\$2,386	\$13,520	\$6,618	\$9,705
	Rice Wine	\$35,481	\$43,215	\$70,614	\$55,875	\$59,687
	<b>Summary</b>	<b>\$184,896</b>	<b>\$309,501</b>	<b>\$331,098</b>	<b>\$192,350</b>	<b>\$245,178</b>
Portugal Wine	Portugal Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Portugal Red Wine	\$394,985	\$485,523	\$585,442	\$592,465	\$499,127
	Portugal Rose Wine	\$184,509	\$211,005	\$169,852	\$132,737	\$207,898
	Portugal Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Portugal White Wine	\$389,558	\$459,607	\$296,432	\$241,885	\$534,439
	<b>Summary</b>	<b>\$969,051</b>	<b>\$1,156,135</b>	<b>\$1,051,726</b>	<b>\$967,086</b>	<b>\$1,241,464</b>
Sake	Japan Sake	\$657,444	\$868,477	\$941,815	\$883,618	\$954,081



## Wine Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q1	Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1
Sake	Other Country Sake	\$65,315	\$73,096	\$77,276	\$62,611	\$72,885
	USA Sake	\$651,470	\$618,923	\$780,536	\$745,562	\$656,747
	<b>Summary</b>	<b>\$1,374,229</b>	<b>\$1,560,495</b>	<b>\$1,799,628</b>	<b>\$1,691,790</b>	<b>\$1,683,714</b>
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	South Africa Red Wine	\$1,220,752	\$1,367,996	\$1,842,460	\$1,419,900	\$1,467,646
	South Africa Rose Wine	\$12,716	\$17,841	\$738	\$479	\$30,560
	South Africa Sparkling Wine	\$30,058	\$77,723	\$103,096	\$81,150	\$46,628
	South Africa White Wine	\$966,809	\$1,082,690	\$929,462	\$832,089	\$1,292,286
	<b>Summary</b>	<b>\$2,230,336</b>	<b>\$2,546,250</b>	<b>\$2,875,756</b>	<b>\$2,333,618</b>	<b>\$2,837,120</b>
Spain Wine	Spain Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Spain Red Wine	\$3,604,775	\$4,228,479	\$6,336,595	\$4,942,103	\$4,277,468
	Spain Rose Wine	\$88,808	\$112,762	\$29,268	\$24,450	\$164,921
	Spain Sparkling Wine	\$854,703	\$996,708	\$1,932,988	\$852,465	\$1,038,362
	Spain White Wine	\$278,546	\$480,866	\$446,741	\$533,768	\$332,865
	<b>Summary</b>	<b>\$4,826,832</b>	<b>\$5,818,815</b>	<b>\$8,745,592</b>	<b>\$6,352,786</b>	<b>\$5,813,616</b>
USA Wine	USA Fruit and Dessert Wine	\$1,289	\$1,341	\$2,892	\$963	\$7,070
	USA Red Wine	\$18,589,284	\$20,131,433	\$31,040,028	\$20,224,440	\$20,053,895
	USA Rose Wine	\$939,833	\$985,931	\$1,040,064	\$908,257	\$1,093,363
	USA Sparkling Wine	\$309,684	\$376,139	\$593,267	\$311,887	\$379,256
	USA White Wine	\$7,200,300	\$7,611,727	\$7,902,973	\$6,276,541	\$7,227,891
	<b>Summary</b>	<b>\$27,040,389</b>	<b>\$29,106,571</b>	<b>\$40,579,225</b>	<b>\$27,722,088</b>	<b>\$28,761,474</b>
<b>Summary</b>		<b>\$216,039,281</b>	<b>\$259,719,411</b>	<b>\$298,428,418</b>	<b>\$205,165,309</b>	<b>\$254,358,640</b>

## Wine Sales (Litres)



## Wine Sales (Litres)

### Wine

Litres		Fiscal 2015/16 Q1	Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1
Argentina Wine	Argentina Red Wine	592,789	578,593	866,974	607,600	638,186
	Argentina Rose Wine	8,962	7,521	4,822	4,437	6,991
	Argentina Sparkling Wine	894	351	886	523	453
	Argentina White Wine	71,685	78,515	68,534	50,716	64,051
	<b>Summary</b>	<b>674,330</b>	<b>664,981</b>	<b>941,216</b>	<b>663,275</b>	<b>709,680</b>
Australia Wine	Australia Red Wine	663,348	688,126	936,724	634,706	657,118
	Australia Rose Wine	11,588	14,618	7,596	6,634	11,918
	Australia Sparkling Wine	46,953	45,411	74,778	37,226	48,315
	Australia White Wine	482,513	502,502	566,877	430,317	460,918
	<b>Summary</b>	<b>1,204,401</b>	<b>1,250,656</b>	<b>1,585,976</b>	<b>1,108,883</b>	<b>1,178,269</b>
Austria Wine	Austria Red Wine	345	360	176	297	315
	Austria Rose Wine	0	50	0	0	0
	Austria Sparkling Wine	0	0	0	0	0
	Austria White Wine	2,804	2,561	2,380	1,813	1,830
	<b>Summary</b>	<b>3,149</b>	<b>2,971</b>	<b>2,557</b>	<b>2,110</b>	<b>2,145</b>
Bulgaria Wine	Bulgaria Red Wine	1,755	1,346	3,214	1,274	2,074
	Bulgaria Sparkling Wine	0	0	0	0	0
	Bulgaria White Wine	0	18	171	27	27
	<b>Summary</b>	<b>1,755</b>	<b>1,364</b>	<b>3,385</b>	<b>1,301</b>	<b>2,102</b>
Canada - BC	Canada - BC Dessert Wine	3,121	6,663	5,104	2,574	4,095
	Canada - BC Fruit Wine	26,483	73,242	56,629	23,060	47,957
	Canada - BC Ice Wine	10,298	21,484	17,543	7,694	15,586
	Canada - BC Red Wine	3,754,367	4,372,880	5,515,775	3,770,819	4,345,813
	Canada - BC Rose Wine	287,735	378,933	225,593	180,986	360,987
	Canada - BC Sparkling Wine	53,261	93,093	97,337	43,382	82,617
	Canada - BC White Wine	4,646,706	5,528,378	5,260,449	3,845,976	5,297,005

## Wine Sales (Litres)

Litres		Fiscal 2015/16 Q1	Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1
Canada - BC	<b>Summary</b>	<b>8,781,971</b>	<b>10,474,673</b>	<b>11,178,429</b>	<b>7,874,490</b>	<b>10,154,059</b>
Canada - Other	Canada - Other Dessert Wine	162	112	63	153	144
	Canada - Other Fruit Wine	636	418	594	473	472
	Canada - Other Ice Wine	15,201	17,689	7,815	15,699	11,020
	Canada - Other Red Wine	1,793	3,331	3,970	3,950	5,681
	Canada - Other Rose Wine	45	9	9	9	63
	Canada - Other Sparkling Wine	48,928	53,221	88,185	54,061	57,309
	Canada - Other White Wine	1,353	2,532	2,361	2,208	4,833
	<b>Summary</b>	<b>68,118</b>	<b>77,313</b>	<b>102,997</b>	<b>76,552</b>	<b>79,523</b>
Chile Wine	Chile Fruit and Dessert Wine	216	180	447	156	224
	Chile Red Wine	502,405	530,849	735,905	655,886	624,839
	Chile Rose Wine	8,428	4,036	189	159	11,748
	Chile Sparkling Wine	2,210	2,378	4,249	3,167	3,031
	Chile White Wine	260,251	311,006	293,585	279,839	333,050
	<b>Summary</b>	<b>773,510</b>	<b>848,449</b>	<b>1,034,375</b>	<b>939,206</b>	<b>972,892</b>
China Wine	China Fruit and Dessert Wine	0	0	0	0	0
	China Red Wine	0	216	190	247	140
	China White Wine	0	0	0	0	0
	<b>Summary</b>	<b>0</b>	<b>216</b>	<b>190</b>	<b>247</b>	<b>140</b>
Fortified Wine	Other Fortified Domestic Wine	156,806	173,847	193,878	152,316	157,055
	Other Fortified Import Wine	30,339	29,795	48,000	31,667	32,214
	Port Wine	15,205	16,670	39,734	17,815	16,301
	Sherry Wine	12,552	11,964	26,742	13,148	11,986
	Vermouth Wine	52,654	45,745	65,721	48,424	55,490
	<b>Summary</b>	<b>267,556</b>	<b>278,021</b>	<b>374,077</b>	<b>263,370</b>	<b>273,046</b>
France Wine	France Champagne Wine	24,893	34,040	63,826	26,253	32,507
	France Fruit and Dessert Wine	572	630	310	339	294
	France Red Wine	333,393	359,753	547,124	372,930	364,041

## Wine Sales (Litres)

Litres		Fiscal 2015/16 Q1	Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1
France Wine	France Rose Wine	82,835	68,722	22,694	29,014	119,086
	France Sparkling Wine	31,171	31,529	64,891	25,307	35,043
	France White Wine	163,554	170,486	175,986	138,435	167,019
	<b>Summary</b>	<b>636,418</b>	<b>665,161</b>	<b>874,831</b>	<b>592,278</b>	<b>717,989</b>
Georgia Wine	Georgia Red Wine	1,477	1,707	2,965	2,145	1,054
	Georgia White Wine	0	0	0	0	0
	<b>Summary</b>	<b>1,477</b>	<b>1,707</b>	<b>2,965</b>	<b>2,145</b>	<b>1,054</b>
Germany Wine	Germany Fruit and Dessert Wine	0	0	0	0	0
	Germany Red Wine	2,291	2,090	3,159	6,060	2,608
	Germany Rose Wine	1,376	1,448	1,166	486	421
	Germany Sparkling Wine	31,299	35,352	88,138	26,818	42,655
	Germany White Wine	108,090	105,763	124,602	101,080	92,128
	<b>Summary</b>	<b>143,056</b>	<b>144,653</b>	<b>217,065</b>	<b>134,443</b>	<b>137,811</b>
Greece Wine	Greece Red Wine	9,374	8,730	10,667	8,737	10,220
	Greece Rose Wine	0	0	0	0	0
	Greece White Wine	10,271	11,491	10,013	7,524	11,233
	<b>Summary</b>	<b>19,644</b>	<b>20,221</b>	<b>20,680</b>	<b>16,261</b>	<b>21,453</b>
Hungary Wine	Hungary Fruit and Dessert Wine	491	178	400	279	250
	Hungary Red Wine	3,050	2,965	3,827	3,502	2,350
	Hungary Sparkling Wine	2,810	3,440	4,937	2,486	5,378
	Hungary White Wine	15,784	15,883	17,553	13,580	13,886
	<b>Summary</b>	<b>22,136</b>	<b>22,466</b>	<b>26,718</b>	<b>19,846</b>	<b>21,864</b>
Israel Wine	Israel Red Wine	1,911	1,883	1,959	1,622	1,398
	Israel Rose Wine	302	250	74	56	0
	Israel White Wine	470	843	641	754	1,252
	<b>Summary</b>	<b>2,684</b>	<b>2,976</b>	<b>2,674</b>	<b>2,432</b>	<b>2,650</b>
Italy Wine	Italy Fruit and Dessert Wine	9	29	11	133	29
	Italy Red Wine	533,868	525,818	778,991	587,550	578,816

## Wine Sales (Litres)

Litres		Fiscal 2015/16 Q1	Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1
Italy Wine	Italy Rose Wine	10,222	18,982	9,784	11,138	10,757
	Italy Sparkling Wine	56,038	68,546	109,308	60,022	83,111
	Italy White Wine	341,145	374,849	375,280	286,821	384,396
	Prosecco Wine	127,832	142,477	214,545	116,681	154,623
	<b>Summary</b>	<b>1,069,114</b>	<b>1,130,703</b>	<b>1,487,919</b>	<b>1,062,344</b>	<b>1,211,732</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	11	0
	New Zealand Red Wine	27,672	33,362	43,389	26,842	29,931
	New Zealand Rose Wine	5,744	995	0	1,306	7,106
	New Zealand Sparkling Wine	3,368	3,907	6,047	3,743	4,051
	New Zealand White Wine	540,564	581,461	595,622	411,228	559,005
	<b>Summary</b>	<b>577,347</b>	<b>619,725</b>	<b>645,058</b>	<b>443,132</b>	<b>600,092</b>
Other Country Wine	Other Country Fruit and Dessert Wine	12,631	13,235	14,884	12,667	12,692
	Other Country Red Wine	1,766	3,440	4,099	2,675	3,657
	Other Country Rose Wine	54	198	36	68	270
	Other Country Sparkling Wine	684	922	868	1,148	110
	Other Country White Wine	712	1,156	2,169	1,510	1,870
	<b>Summary</b>	<b>15,847</b>	<b>18,951</b>	<b>22,056</b>	<b>18,068</b>	<b>18,600</b>
Other Style Wine	Aperitif And Flavoured Wine	10,704	21,066	17,273	9,295	13,053
	Mead	51	92	533	426	464
	Rice Wine	2,525	3,574	4,928	3,964	3,687
	<b>Summary</b>	<b>13,280</b>	<b>24,731</b>	<b>22,734</b>	<b>13,685</b>	<b>17,204</b>
Portugal Wine	Portugal Fruit and Dessert Wine	0	0	0	0	0
	Portugal Red Wine	29,806	36,070	42,273	44,612	37,772
	Portugal Rose Wine	20,372	22,853	16,675	13,131	21,568
	Portugal Sparkling Wine	0	0	0	0	0
	Portugal White Wine	34,076	42,288	25,017	20,949	45,598
	<b>Summary</b>	<b>84,254</b>	<b>101,211</b>	<b>83,965</b>	<b>78,692</b>	<b>104,938</b>
Sake	Japan Sake	25,717	31,508	36,319	32,888	33,239

## Wine Sales (Litres)

Litres		Fiscal 2015/16 Q1	Fiscal 2015/16 Q2	Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1
Sake	Other Country Sake	2,709	3,132	3,338	2,558	3,046
	USA Sake	78,121	73,072	91,343	88,921	77,599
	<b>Summary</b>	<b>106,547</b>	<b>107,712</b>	<b>131,000</b>	<b>124,366</b>	<b>113,884</b>
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	0	0
	South Africa Red Wine	93,374	109,279	154,747	118,398	115,736
	South Africa Rose Wine	993	1,366	54	36	2,386
	South Africa Sparkling Wine	2,110	6,060	8,087	6,259	3,256
	South Africa White Wine	92,148	106,448	87,874	79,286	124,402
	<b>Summary</b>	<b>188,626</b>	<b>223,152</b>	<b>250,762</b>	<b>203,979</b>	<b>245,780</b>
Spain Wine	Spain Fruit and Dessert Wine	0	0	0	0	0
	Spain Red Wine	240,762	331,131	492,432	405,508	300,601
	Spain Rose Wine	6,312	7,788	2,160	1,708	13,292
	Spain Sparkling Wine	54,206	63,304	129,253	53,450	63,701
	Spain White Wine	18,275	44,046	50,061	66,300	22,516
	<b>Summary</b>	<b>319,555</b>	<b>446,269</b>	<b>673,907</b>	<b>526,967</b>	<b>400,110</b>
USA Wine	USA Fruit and Dessert Wine	29	108	202	68	754
	USA Red Wine	1,115,007	1,145,461	1,708,782	1,202,721	1,102,858
	USA Rose Wine	120,561	129,008	137,351	122,956	138,332
	USA Sparkling Wine	21,698	26,164	42,099	22,684	24,625
	USA White Wine	587,825	591,463	610,002	497,869	544,250
	<b>Summary</b>	<b>1,845,119</b>	<b>1,892,203</b>	<b>2,498,437</b>	<b>1,846,298</b>	<b>1,810,818</b>
<b>Summary</b>		<b>16,819,893</b>	<b>19,020,484</b>	<b>22,183,972</b>	<b>16,014,370</b>	<b>18,797,837</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.