

Liquor Market Review

Fiscal 2019/20 Q3

December 2019



**LIQUOR
DISTRIBUTION
BRANCH**

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Introduction

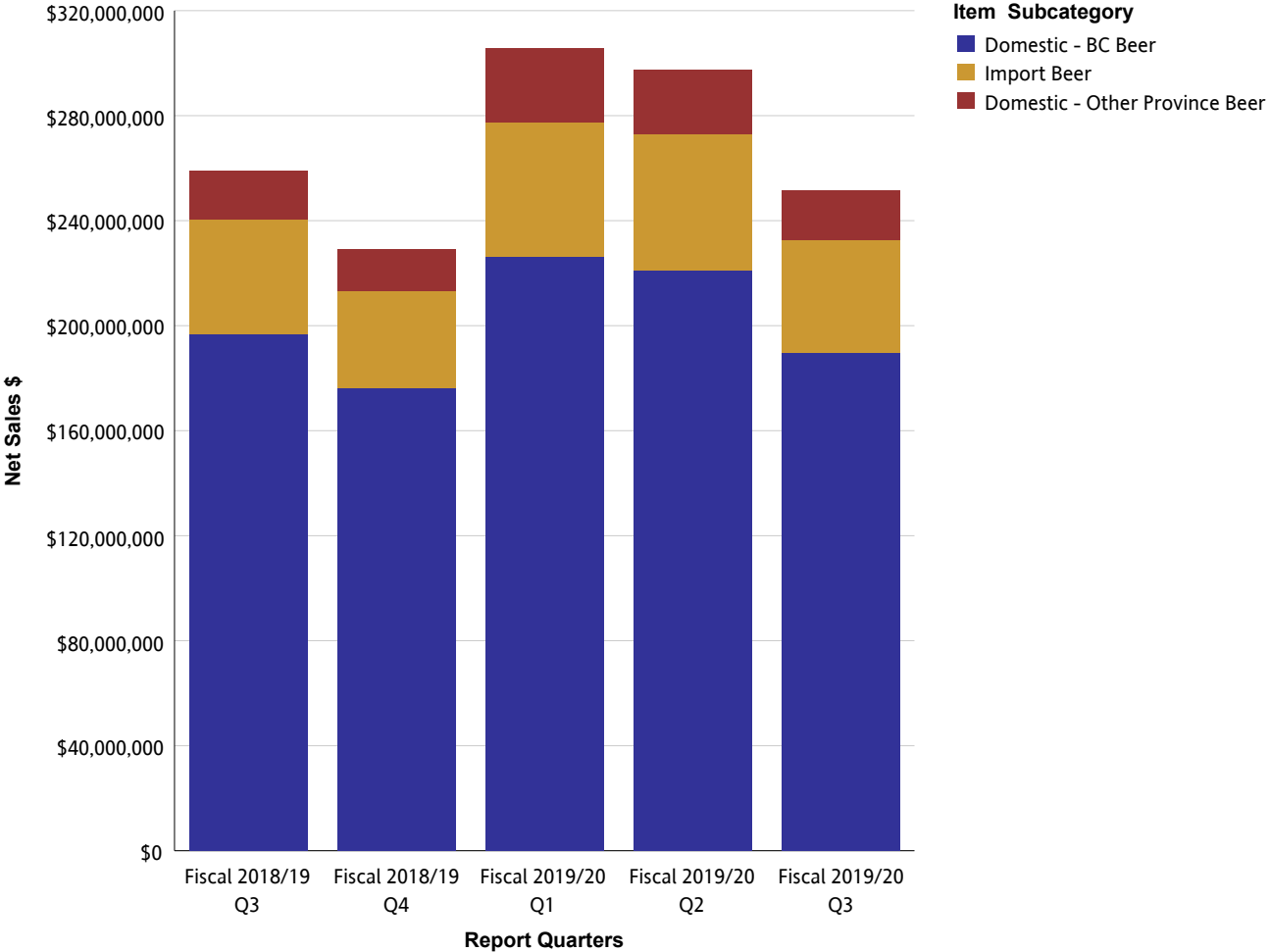
The Liquor Market Review provides provincial sales through the Wholesale channel for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer and excludes any applicable taxes. For each reporting period,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

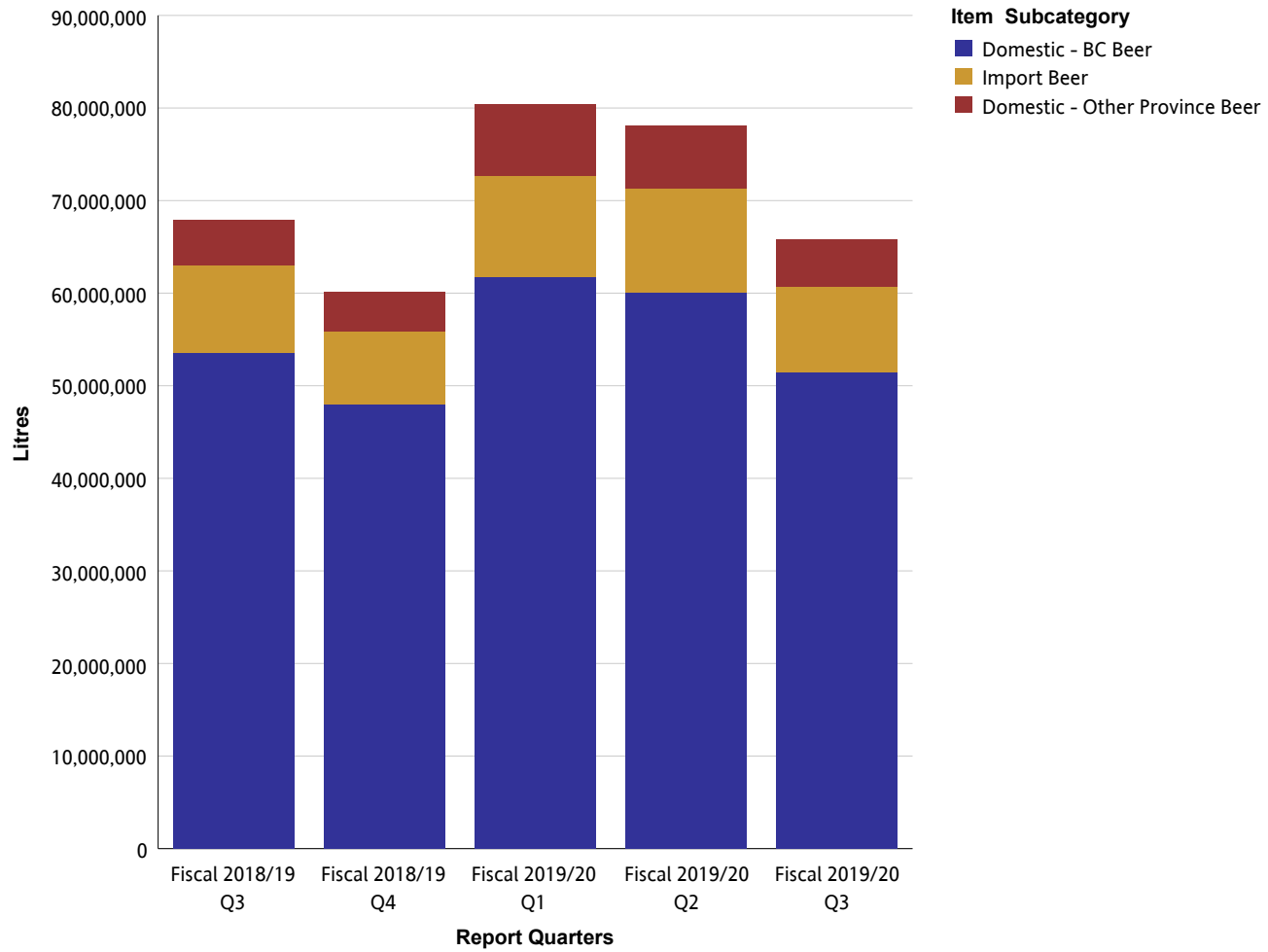


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Domestic - BC Beer	Domestic - BC Commercial Beer	\$126,923,239	\$110,593,394	\$141,688,059	\$134,179,764	\$116,240,452
	Domestic - BC Micro Brew Beer	\$30,810,436	\$30,053,505	\$37,123,540	\$38,835,383	\$32,582,885
	Domestic - BC Regional Beer	\$39,237,433	\$35,399,386	\$47,515,112	\$47,928,370	\$40,848,687
	Summary	\$196,971,108	\$176,046,284	\$226,326,710	\$220,943,516	\$189,672,024
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$16,662,216	\$14,393,830	\$26,349,602	\$22,709,909	\$17,342,715
	Domestic - Other Province Micro Brew Beer	\$156,252	\$178,441	\$233,987	\$268,878	\$175,975
	Domestic - Other Province Regional Beer	\$1,675,331	\$1,362,835	\$1,564,850	\$1,536,660	\$1,303,196
	Summary	\$18,493,798	\$15,935,106	\$28,148,440	\$24,515,446	\$18,821,886
Import Beer	Asia And South Pacific Beer	\$1,487,199	\$1,518,103	\$1,650,275	\$1,840,546	\$1,581,511
	Europe Beer	\$27,350,248	\$23,177,333	\$27,841,385	\$27,817,935	\$26,661,712
	Mexico And Caribbean Beer	\$8,652,725	\$7,881,960	\$14,956,735	\$15,504,973	\$9,559,995
	Other Country Beer	\$140,567	\$106,176	\$102,492	\$115,957	\$79,967
	USA Beer	\$5,837,275	\$4,581,223	\$6,702,073	\$6,751,130	\$5,065,791
	Summary	\$43,468,014	\$37,264,795	\$51,252,960	\$52,030,541	\$42,948,976
Summary		\$258,932,920	\$229,246,185	\$305,728,110	\$297,489,504	\$251,442,886

Beer Sales (Litres)

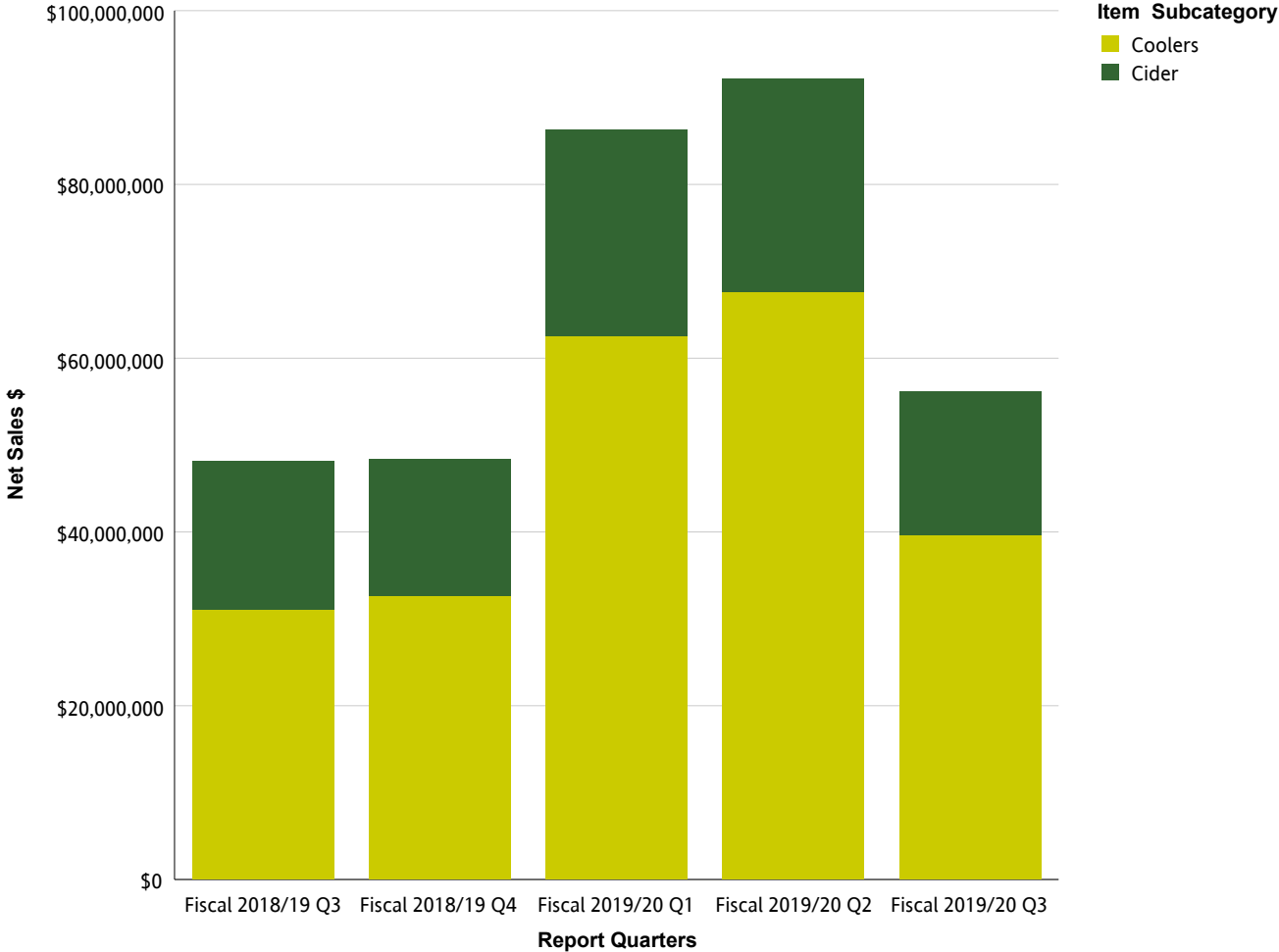


Beer Sales (Litres)

Beer

Litres		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Domestic - BC Beer	Domestic - BC Commercial Beer	36,213,421	31,367,573	40,363,370	38,248,523	33,141,121
	Domestic - BC Micro Brew Beer	6,644,960	6,642,813	8,201,149	8,531,107	7,030,078
	Domestic - BC Regional Beer	10,776,392	9,935,800	13,174,309	13,268,467	11,261,106
	Summary	53,634,773	47,946,186	61,738,828	60,048,096	51,432,304
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	4,404,350	3,860,440	7,242,032	6,289,107	4,742,490
	Domestic - Other Province Micro Brew Beer	20,947	22,978	31,854	38,119	27,359
	Domestic - Other Province Regional Beer	435,511	359,061	414,651	406,638	337,276
	Summary	4,860,809	4,242,479	7,688,537	6,733,865	5,107,126
Import Beer	Asia And South Pacific Beer	301,241	304,766	329,272	369,687	313,579
	Europe Beer	6,056,450	5,125,308	6,215,287	6,252,008	5,936,246
	Mexico And Caribbean Beer	1,616,798	1,460,046	2,838,036	3,005,834	1,820,462
	Other Country Beer	32,598	26,678	24,628	30,153	19,493
	USA Beer	1,358,287	1,054,832	1,571,833	1,645,264	1,203,346
	Summary	9,365,373	7,971,628	10,979,057	11,302,946	9,293,125
Summary		67,860,955	60,160,294	80,406,422	78,084,907	65,832,555

Refreshment Beverages Sales (Net \$)

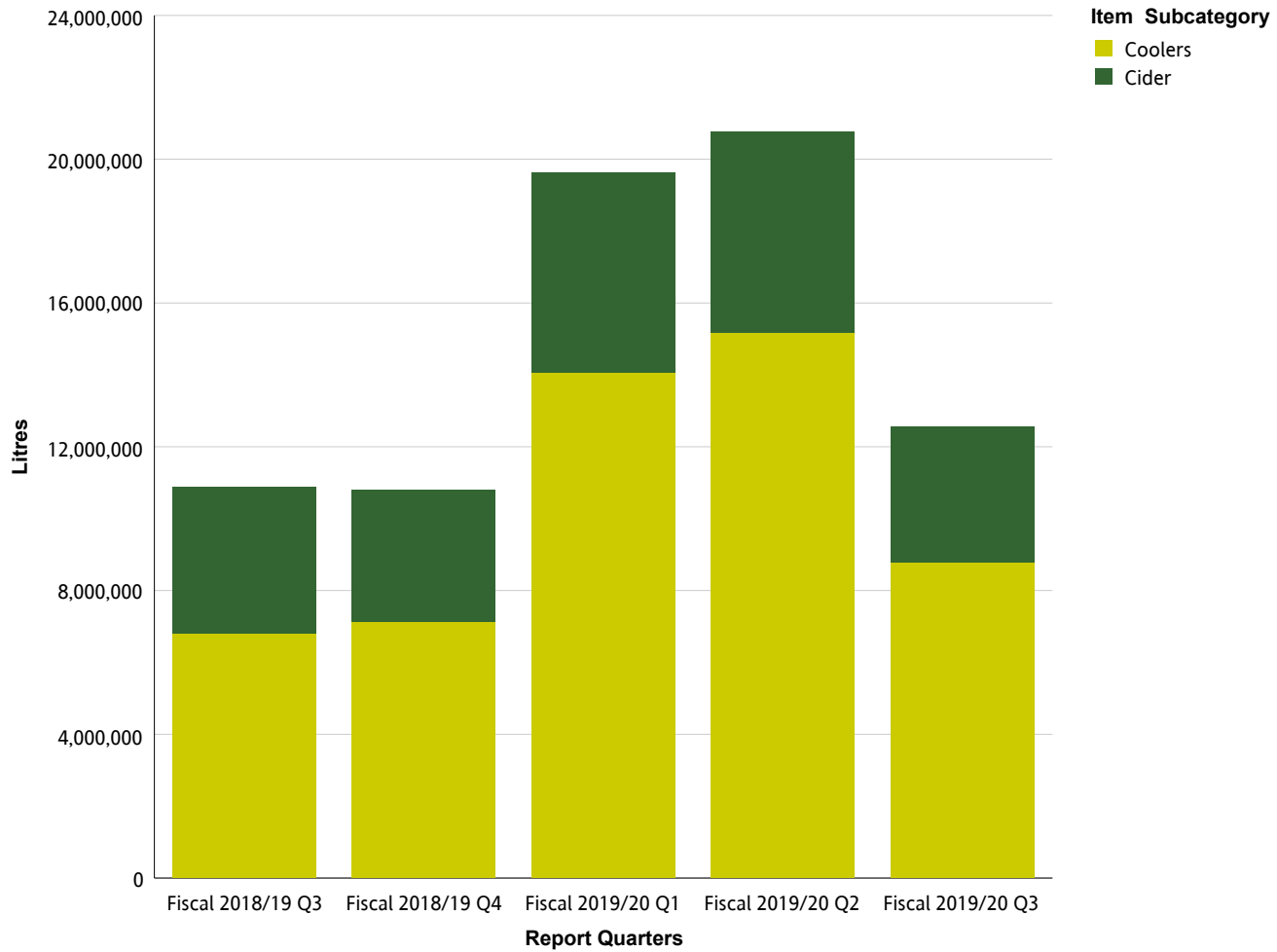


Refreshment Beverages Sales (Net \$)

Refreshment Beverages

Net Sales \$		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Cider	Domestic Cider	\$13,312,812	\$12,193,172	\$18,359,321	\$19,330,288	\$13,218,684
	Import Cider	\$3,795,063	\$3,587,817	\$5,357,134	\$5,209,032	\$3,305,333
	Summary	\$17,107,875	\$15,780,989	\$23,716,455	\$24,539,319	\$16,524,017
Coolers	Malt-Based Coolers	\$325,449	\$363,383	\$671,096	\$499,914	\$170,031
	Spirit Coolers	\$29,955,020	\$31,381,766	\$60,606,875	\$66,022,549	\$38,815,379
	Wine/Fruit Coolers	\$732,605	\$854,793	\$1,333,359	\$1,139,990	\$658,202
	Summary	\$31,013,074	\$32,599,942	\$62,611,330	\$67,662,454	\$39,643,612
Summary		\$48,120,949	\$48,380,931	\$86,327,785	\$92,201,773	\$56,167,629

Refreshment Beverages Sales (Litres)

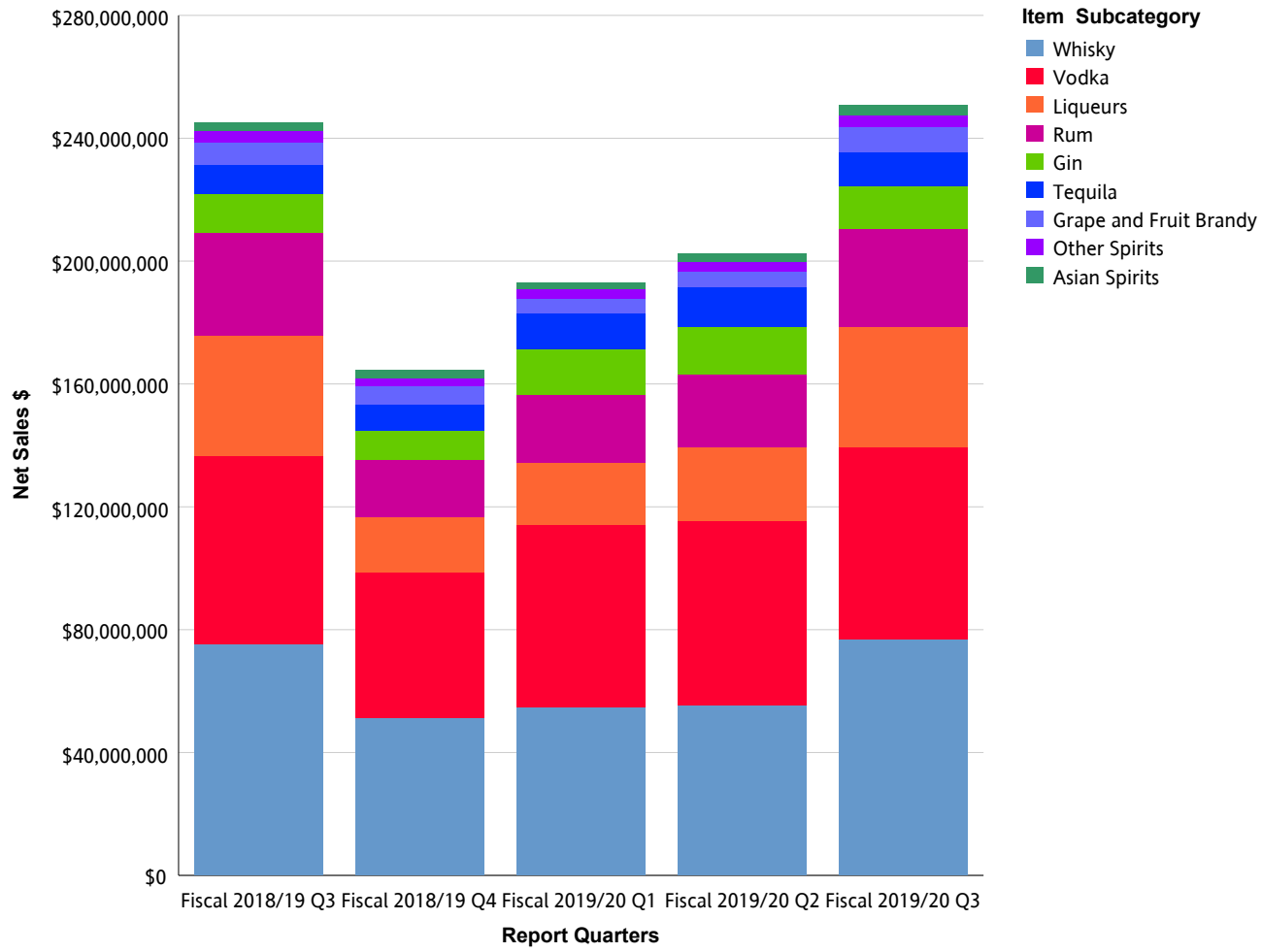


Refreshment Beverages Sales (Litres)

Refreshment Beverages

Litres		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Cider	Domestic Cider	3,240,374	2,898,182	4,379,699	4,428,273	3,041,608
	Import Cider	831,804	780,815	1,189,301	1,177,844	737,429
	Summary	4,072,179	3,678,997	5,569,000	5,606,117	3,779,037
Coolers	Malt-Based Coolers	68,137	77,192	151,565	106,680	33,618
	Spirit Coolers	6,614,175	6,915,278	13,712,974	14,867,931	8,637,393
	Wine/Fruit Coolers	125,940	133,209	202,820	180,708	108,038
	Summary	6,808,252	7,125,679	14,067,359	15,155,319	8,779,048
Summary		10,880,431	10,804,675	19,636,359	20,761,436	12,558,085

Spirits Sales (Net \$)



Spirits Sales (Net \$)

Spirits

Net Sales \$		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Asian Spirits	China Spirits	\$1,529,901	\$1,755,278	\$1,229,323	\$1,681,985	\$2,299,742
	Korea Spirits	\$962,147	\$912,672	\$904,617	\$969,912	\$1,065,004
	Other Country Asian Spirits	\$112,338	\$119,684	\$59,386	\$109,004	\$114,470
	Summary	\$2,604,385	\$2,787,634	\$2,193,325	\$2,760,901	\$3,479,215
Gin	Dry Gin	\$12,046,443	\$9,152,066	\$13,832,231	\$14,237,094	\$12,714,265
	Flavoured Gin	\$322,948	\$285,879	\$823,383	\$1,007,288	\$721,022
	Other Gin	\$223,951	\$215,051	\$288,536	\$419,808	\$388,035
	Summary	\$12,593,343	\$9,652,997	\$14,944,150	\$15,664,191	\$13,823,321
Grape and Fruit Brandy	Armagnac	\$161,737	\$112,960	\$35,138	\$31,575	\$68,913
	Brandy	\$3,207,063	\$2,166,738	\$2,082,743	\$2,147,378	\$3,188,540
	Cognac	\$3,499,131	\$3,666,848	\$2,039,226	\$2,348,968	\$4,588,132
	Eau de Vie	\$297,101	\$202,099	\$235,201	\$257,421	\$336,875
	Grappa And Marc	\$102,619	\$57,303	\$45,923	\$63,428	\$78,059
	Pisco	\$91,451	\$82,325	\$99,262	\$90,349	\$76,151
	Summary	\$7,359,101	\$6,288,274	\$4,537,494	\$4,939,119	\$8,336,670
Liqueurs	Anise And Herbal/Spice Liqueurs	\$8,472,846	\$6,359,896	\$6,802,317	\$7,060,189	\$8,635,185
	Coffee And Cocoa Liqueurs	\$3,009,039	\$1,099,552	\$1,355,187	\$1,692,752	\$2,701,979
	Cream/Dairy Liqueurs	\$18,557,328	\$5,044,604	\$5,549,141	\$7,906,326	\$18,295,798
	Fruit Liqueurs	\$4,959,437	\$2,964,033	\$3,700,144	\$4,174,291	\$4,633,865
	Nut Liqueurs	\$1,639,087	\$1,008,345	\$1,290,570	\$1,343,305	\$1,653,009
	Other Liqueurs	\$804,021	\$538,188	\$540,338	\$647,355	\$960,777
	Whiskey Liqueurs	\$1,896,543	\$1,309,097	\$1,244,967	\$1,485,125	\$2,112,209
	Summary	\$39,338,301	\$18,323,715	\$20,482,664	\$24,309,344	\$38,992,821
Other Spirits	Cachaca	\$28,280	\$32,152	\$38,914	\$44,715	\$34,492
	Flavoured Spirits	\$1,261,923	\$769,350	\$823,003	\$952,515	\$1,059,971
	Miscellaneous/Other Spirits	\$598,343	\$355,585	\$665,002	\$497,686	\$619,697

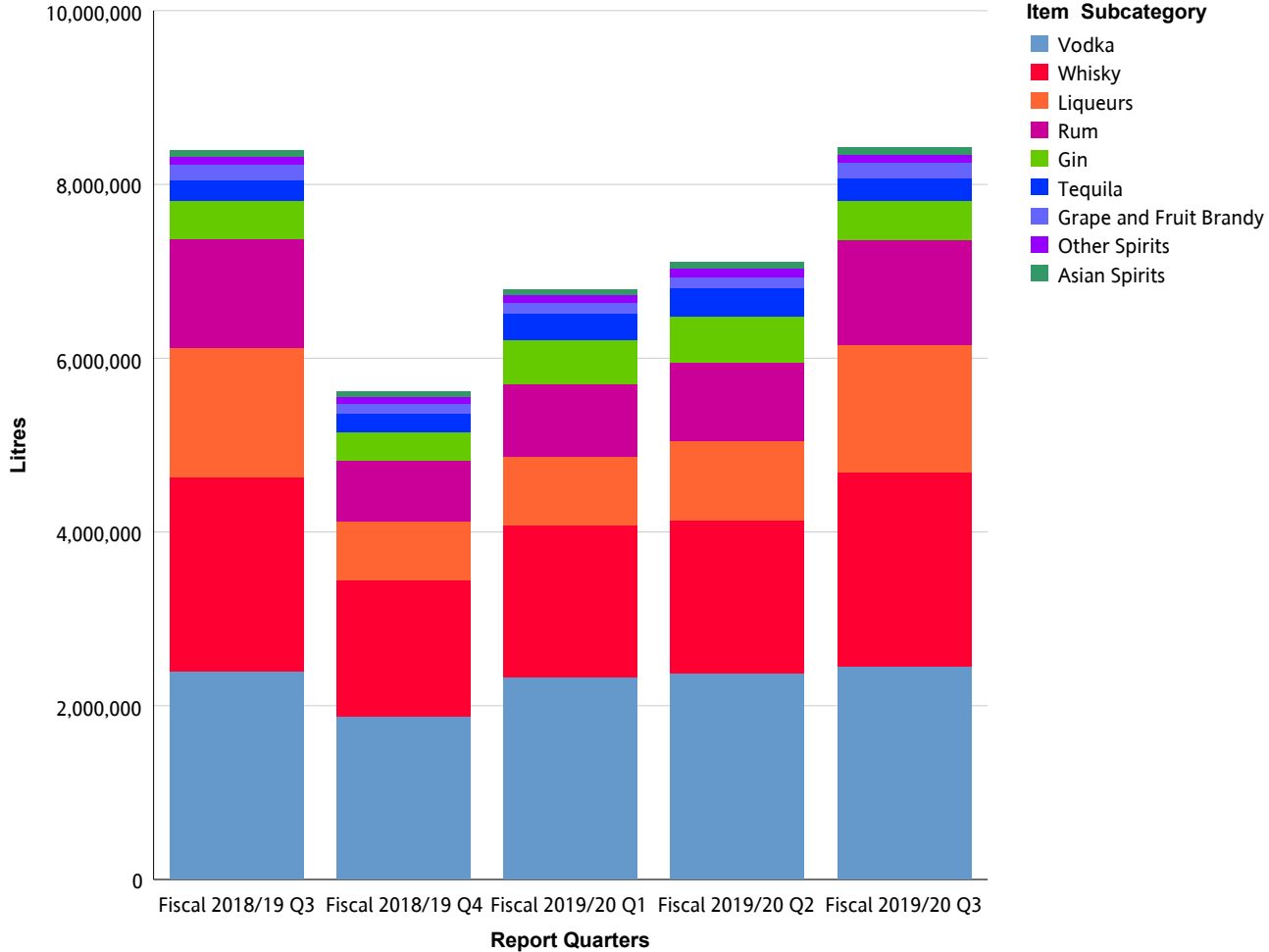
Spirits Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Other Spirits	Moonshine Spirits	\$411,646	\$202,168	\$312,970	\$360,095	\$398,493
	Ready to Mix Cocktails	\$492,609	\$439,131	\$558,334	\$602,072	\$455,267
	Ready to Serve Cocktails	\$759,777	\$414,944	\$611,702	\$695,178	\$875,285
	Schnapps and Akvavit	\$86,654	\$46,756	\$59,118	\$62,805	\$76,617
	Summary	\$3,639,232	\$2,260,086	\$3,069,042	\$3,215,067	\$3,519,822
Rum	Amber Rum	\$8,397,918	\$4,538,980	\$5,117,437	\$5,664,657	\$7,626,598
	Dark Rum	\$4,151,244	\$2,357,454	\$2,653,358	\$2,515,428	\$4,073,577
	Flavoured Rum	\$355,537	\$225,040	\$401,844	\$311,484	\$241,962
	Spiced Rum	\$12,085,630	\$5,947,583	\$6,544,461	\$7,468,084	\$12,280,914
	White Rum	\$8,378,702	\$5,499,024	\$7,152,920	\$7,508,840	\$7,815,262
	Summary	\$33,369,032	\$18,568,080	\$21,870,020	\$23,468,494	\$32,038,313
Tequila	Blanco/Silver Tequila	\$3,254,466	\$2,854,557	\$4,268,967	\$4,788,962	\$3,806,631
	Flavoured Tequila	\$109,660	\$100,947	\$152,288	\$173,546	\$133,560
	Gold Tequila	\$5,933,490	\$4,973,413	\$7,023,236	\$7,521,873	\$6,568,897
	Mezcal	\$346,993	\$336,384	\$376,782	\$469,297	\$513,936
	Summary	\$9,644,610	\$8,265,301	\$11,821,273	\$12,953,678	\$11,023,024
Vodka	Flavoured Vodka	\$3,626,244	\$2,626,179	\$4,509,244	\$3,947,514	\$5,447,071
	Straight Vodka	\$57,389,571	\$44,588,974	\$54,622,060	\$56,058,497	\$57,127,038
	Summary	\$61,015,815	\$47,215,154	\$59,131,305	\$60,006,011	\$62,574,108
Whisky	American Whiskey	\$2,968,083	\$2,302,022	\$2,050,661	\$2,171,406	\$2,869,994
	Blended Malt Scotch Whisky	\$278,370	\$156,655	\$169,333	\$150,350	\$392,390
	Blended Scotch Whisky	\$9,419,447	\$6,622,982	\$7,443,064	\$7,095,421	\$9,667,547
	Bourbon Whiskey	\$5,028,204	\$3,690,274	\$3,715,803	\$3,819,642	\$5,366,838
	Canadian Whisky	\$34,879,184	\$23,341,345	\$27,973,985	\$27,762,886	\$34,381,967
	Flavoured Whisky	\$406,884	\$209,109	\$330,849	\$479,228	\$611,709
	Irish Whiskey	\$5,439,284	\$4,429,078	\$3,441,589	\$4,185,224	\$5,910,416
	Other Country Whisky	\$1,330,025	\$924,607	\$920,513	\$995,639	\$1,399,644
	Single Malt Scotch Whisky	\$15,709,618	\$9,550,510	\$8,869,595	\$8,576,014	\$16,331,884

Spirits Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Whisky	Summary	\$75,459,098	\$51,226,582	\$54,915,392	\$55,235,811	\$76,932,390
Summary		\$245,022,916	\$164,587,822	\$192,964,664	\$202,552,614	\$250,719,684

Spirits Sales (Litres)



Spirits Sales (Litres)

Spirits

Litres		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Asian Spirits	China Spirits	13,732	14,261	11,459	13,431	15,735
	Korea Spirits	53,276	50,529	50,029	54,107	60,503
	Other Country Asian Spirits	2,589	2,744	1,697	2,745	2,907
	Summary	69,597	67,534	63,184	70,283	79,145
Gin	Dry Gin	416,234	314,870	479,142	485,899	429,396
	Flavoured Gin	10,691	9,689	27,480	32,881	21,040
	Other Gin	4,309	4,920	5,828	8,876	8,460
	Summary	431,233	329,479	512,450	527,657	458,895
Grape and Fruit Brandy	Armagnac	1,080	736	316	373	827
	Brandy	130,310	88,432	85,135	85,031	128,013
	Cognac	31,601	25,537	19,046	22,245	34,748
	Eau de Vie	6,650	4,413	5,258	5,417	7,241
	Grappa And Marc	1,893	1,148	940	1,270	1,684
	Pisco	2,278	2,027	2,551	2,287	1,993
	Summary	173,812	122,293	113,245	116,623	174,507
Liqueurs	Anise And Herbal/Spice Liqueurs	301,404	219,822	242,869	244,571	306,576
	Coffee And Cocoa Liqueurs	121,483	44,839	55,345	67,922	110,363
	Cream/Dairy Liqueurs	748,646	202,362	229,934	320,094	733,540
	Fruit Liqueurs	164,846	108,027	135,790	152,574	154,118
	Nut Liqueurs	65,304	40,230	55,780	57,517	64,078
	Other Liqueurs	28,758	19,850	18,957	22,540	33,002
	Whiskey Liqueurs	59,532	43,697	40,495	48,867	69,175
	Summary	1,489,975	678,826	779,170	914,085	1,470,852
Other Spirits	Cachaca	844	1,083	1,171	1,312	922
	Flavoured Spirits	26,557	17,842	18,623	19,846	21,826
	Miscellaneous/Other Spirits	11,881	7,402	13,832	10,046	11,269

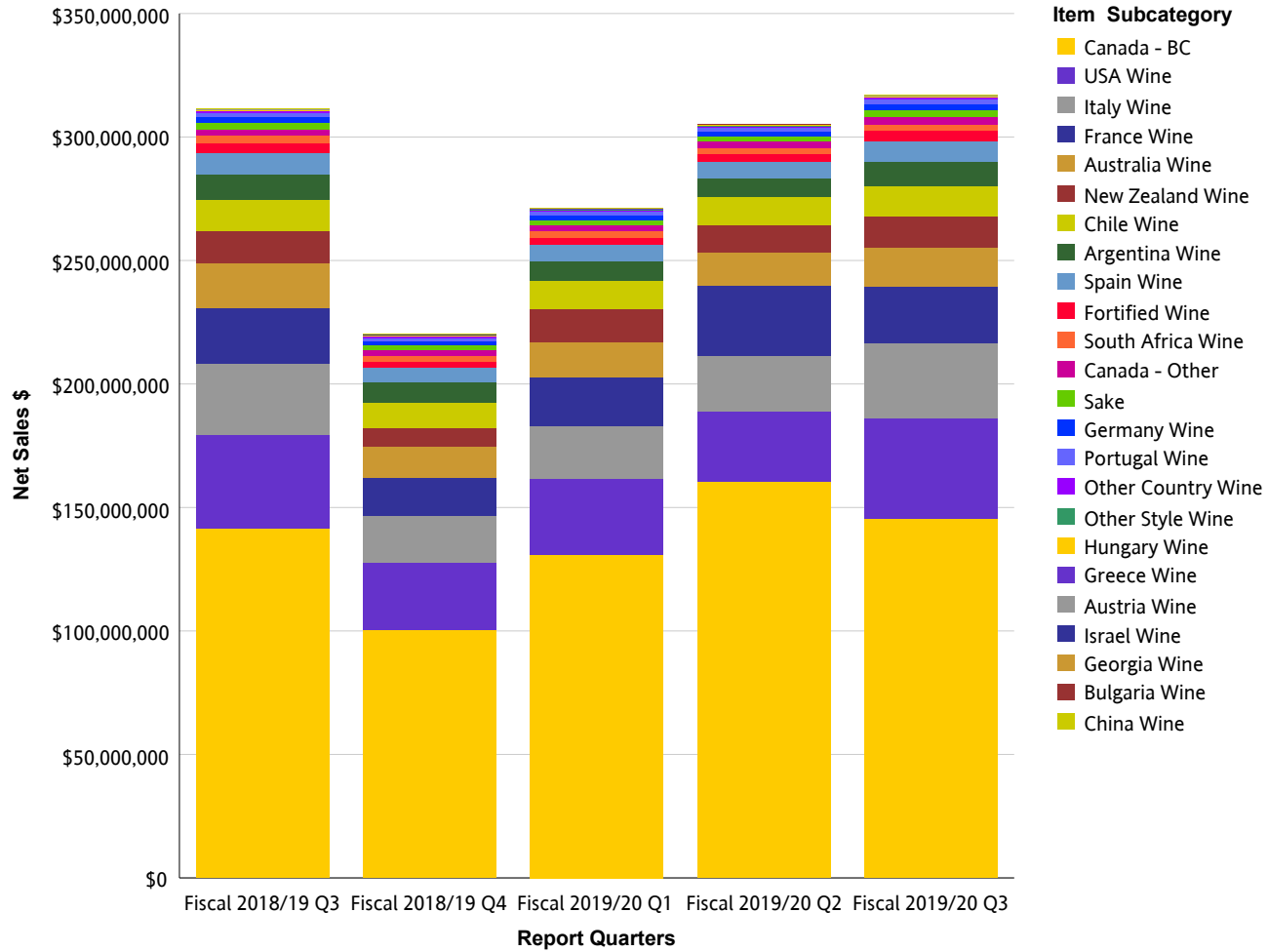
Spirits Sales (Litres)

Litres		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Other Spirits	Moonshine Spirits	8,764	4,757	7,222	8,652	9,004
	Ready to Mix Cocktails	23,977	21,631	27,596	30,251	22,110
	Ready to Serve Cocktails	26,395	13,952	24,329	32,935	30,754
	Schnapps and Akvavit	2,188	1,141	1,430	1,511	1,892
	Summary	100,606	67,807	94,202	104,554	97,777
Rum	Amber Rum	298,411	163,991	187,044	203,283	272,315
	Dark Rum	155,904	88,059	99,227	98,181	151,273
	Flavoured Rum	14,123	8,874	15,491	12,582	9,329
	Spiced Rum	433,466	208,884	233,208	268,047	435,824
	White Rum	353,357	231,896	301,284	317,002	329,249
	Summary	1,255,260	701,704	836,254	899,096	1,197,991
Tequila	Blanco/Silver Tequila	79,568	71,201	111,303	123,793	88,620
	Flavoured Tequila	2,845	2,660	4,190	4,558	3,466
	Gold Tequila	151,775	125,595	187,873	198,352	156,412
	Mezcal	5,552	5,234	5,812	7,067	7,521
	Summary	239,739	204,690	309,177	333,769	256,019
Vodka	Flavoured Vodka	128,406	94,514	163,371	140,963	199,633
	Straight Vodka	2,268,429	1,782,797	2,170,340	2,225,570	2,255,542
	Summary	2,396,835	1,877,311	2,333,711	2,366,533	2,455,175
Whisky	American Whiskey	79,102	64,987	58,152	65,811	80,178
	Blended Malt Scotch Whisky	2,835	2,020	2,317	2,257	4,430
	Blended Scotch Whisky	306,905	221,364	251,667	240,211	296,607
	Bourbon Whiskey	120,982	93,465	94,620	101,065	133,299
	Canadian Whisky	1,354,922	929,699	1,107,331	1,098,944	1,329,051
	Flavoured Whisky	14,522	7,311	12,200	17,199	21,453
	Irish Whiskey	150,627	123,609	93,448	116,079	159,335
	Other Country Whisky	15,989	11,598	12,041	12,356	16,166
	Single Malt Scotch Whisky	189,590	113,990	119,342	116,106	192,675

Spirits Sales (Litres)

Litres		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Whisky	Summary	2,235,474	1,568,043	1,751,117	1,770,028	2,233,194
Summary		8,392,531	5,617,687	6,792,511	7,102,628	8,423,555

Wine Sales (Net \$)



Wine Sales (Net \$)

Wine

Net Sales \$		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Argentina Wine	Argentina Red Wine	\$9,820,003	\$7,295,090	\$6,745,843	\$6,757,687	\$9,004,285
	Argentina Rose Wine	\$95,348	\$195,178	\$331,253	\$204,544	\$79,790
	Argentina Sparkling Wine	\$11,802	\$10,286	\$8,655	\$10,266	\$8,382
	Argentina White Wine	\$623,101	\$676,974	\$706,459	\$640,369	\$553,431
	Summary	\$10,550,253	\$8,177,528	\$7,792,210	\$7,612,866	\$9,645,887
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$480
	Australia Red Wine	\$11,344,322	\$7,950,934	\$7,756,556	\$7,635,076	\$9,965,609
	Australia Rose Wine	\$238,011	\$186,995	\$432,558	\$300,421	\$200,392
	Australia Sparkling Wine	\$1,348,144	\$572,098	\$842,360	\$774,661	\$1,231,839
	Australia White Wine	\$5,218,982	\$3,582,795	\$5,062,551	\$4,840,545	\$4,593,891
	Summary	\$18,149,459	\$12,292,822	\$14,094,025	\$13,550,704	\$15,992,210
Austria Wine	Austria Fruit and Dessert Wine	\$149	\$746	\$0	\$149	\$149
	Austria Red Wine	\$14,847	\$41,419	\$19,610	\$19,375	\$39,969
	Austria Rose Wine	\$1,216	\$1,021	\$0	\$2,503	\$1,451
	Austria Sparkling Wine	\$0	\$0	\$829	\$2,732	\$1,326
	Austria White Wine	\$54,834	\$49,875	\$58,591	\$59,829	\$72,445
	Summary	\$71,046	\$93,061	\$79,030	\$84,589	\$115,340
Bulgaria Wine	Bulgaria Red Wine	\$24,028	\$10,582	\$21,817	\$14,161	\$24,263
	Bulgaria Rose Wine	\$0	\$0	\$715	\$14,447	\$3,576
	Bulgaria White Wine	\$0	\$5,118	\$1,366	\$341	\$1,366
	Summary	\$24,028	\$15,700	\$23,898	\$28,950	\$29,205
Canada - BC	Canada - BC Dessert Wine	\$363,404	\$194,524	\$222,363	\$408,190	\$306,308
	Canada - BC Fruit Wine	\$1,163,631	\$724,030	\$906,915	\$1,957,158	\$1,219,742
	Canada - BC Ice Wine	\$1,413,312	\$853,713	\$972,933	\$1,750,671	\$3,389,122
	Canada - BC Red Wine	\$74,582,230	\$51,297,878	\$57,466,266	\$71,056,935	\$75,193,638
	Canada - BC Rose Wine	\$3,049,259	\$3,725,616	\$8,943,410	\$10,829,173	\$4,050,662

Wine Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Canada - BC	Canada - BC Sparkling Wine	\$3,051,896	\$1,747,693	\$3,208,269	\$4,556,403	\$3,606,079
	Canada - BC White Wine	\$57,861,004	\$41,698,117	\$59,013,099	\$69,881,974	\$57,887,934
	Summary	\$141,484,736	\$100,241,571	\$130,733,256	\$160,440,503	\$145,653,485
Canada - Other	Canada - Other Dessert Wine	\$10,996	\$571	\$20,110	\$333	\$11,168
	Canada - Other Fruit Wine	\$0	\$184	\$0	\$612	\$0
	Canada - Other Ice Wine	\$1,196,969	\$1,166,537	\$767,585	\$1,053,914	\$994,689
	Canada - Other Red Wine	\$327,377	\$271,430	\$558,215	\$383,187	\$880,664
	Canada - Other Rose Wine	\$152	\$0	\$88,456	\$121,095	\$9,530
	Canada - Other Sparkling Wine	\$796,014	\$354,013	\$462,666	\$427,553	\$752,824
	Canada - Other White Wine	\$267,537	\$229,434	\$452,897	\$387,398	\$556,561
	Summary	\$2,599,045	\$2,022,169	\$2,349,929	\$2,374,093	\$3,205,436
Chile Wine	Chile Fruit and Dessert Wine	\$1,031	\$2,288	\$1,670	\$921	\$1,826
	Chile Red Wine	\$8,936,353	\$6,875,652	\$6,856,998	\$6,803,828	\$8,540,060
	Chile Rose Wine	\$149,516	\$293,124	\$731,023	\$768,778	\$290,501
	Chile Sparkling Wine	\$58,637	\$80,927	\$67,060	\$70,485	\$99,192
	Chile White Wine	\$3,379,745	\$2,790,126	\$3,550,583	\$3,823,963	\$3,334,350
	Summary	\$12,525,282	\$10,042,117	\$11,207,334	\$11,467,974	\$12,265,928
China Wine	China Red Wine	\$5,239	\$1,457	\$10,329	\$0	\$5,517
	China White Wine	\$276	\$0	\$0	\$0	\$0
	Summary	\$5,515	\$1,457	\$10,329	\$0	\$5,517
Fortified Wine	Other Fortified Domestic Wine	\$1,168,816	\$791,009	\$961,313	\$1,482,882	\$1,179,410
	Other Fortified Import Wine	\$565,313	\$382,564	\$402,221	\$366,441	\$528,797
	Port Wine	\$1,335,139	\$655,160	\$492,396	\$550,500	\$1,259,184
	Sherry Wine	\$518,382	\$265,311	\$238,381	\$208,691	\$509,369
	Vermouth Wine	\$621,371	\$504,323	\$593,008	\$562,527	\$700,799
	Summary	\$4,209,021	\$2,598,365	\$2,687,318	\$3,171,040	\$4,177,558
France Wine	France Champagne Wine	\$6,338,997	\$3,137,880	\$3,888,581	\$3,894,193	\$7,021,647
	France Fruit and Dessert Wine	\$41,127	\$4,902	\$7,265	\$4,176	\$4,161

Wine Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
France Wine	France Red Wine	\$10,255,948	\$7,556,220	\$7,297,970	\$15,863,841	\$9,864,746
	France Rose Wine	\$1,084,624	\$1,365,881	\$4,420,123	\$3,798,638	\$1,357,285
	France Sparkling Wine	\$1,128,317	\$513,930	\$742,273	\$765,263	\$1,127,650
	France White Wine	\$3,580,666	\$2,926,352	\$3,443,453	\$4,080,616	\$3,492,588
	Summary	\$22,429,680	\$15,505,166	\$19,799,664	\$28,406,728	\$22,868,077
Georgia Wine	Georgia Red Wine	\$66,005	\$32,469	\$43,988	\$38,785	\$61,085
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$66,005	\$32,469	\$43,988	\$38,785	\$61,085
Germany Wine	Germany Fruit and Dessert Wine	\$447	\$0	\$0	\$0	\$0
	Germany Red Wine	\$52,654	\$36,029	\$42,320	\$45,845	\$84,343
	Germany Rose Wine	\$2,758	\$2,090	\$11,903	\$10,594	\$3,468
	Germany Sparkling Wine	\$1,269,382	\$424,314	\$646,428	\$567,570	\$1,227,317
	Germany White Wine	\$1,352,623	\$858,252	\$997,646	\$1,006,970	\$1,290,184
	Summary	\$2,677,864	\$1,320,686	\$1,698,296	\$1,630,980	\$2,605,311
Greece Wine	Greece Fruit and Dessert Wine	\$0	\$0	\$165	\$2,631	\$0
	Greece Red Wine	\$118,510	\$80,911	\$102,079	\$80,685	\$93,992
	Greece Rose Wine	\$782	\$0	\$3,156	\$2,194	\$549
	Greece White Wine	\$94,016	\$69,150	\$106,604	\$107,663	\$72,954
	Summary	\$213,308	\$150,060	\$212,004	\$193,173	\$167,495
Hungary Wine	Hungary Fruit and Dessert Wine	\$26,599	\$13,898	\$15,969	\$18,390	\$36,803
	Hungary Red Wine	\$43,818	\$27,444	\$42,319	\$25,051	\$40,788
	Hungary Sparkling Wine	\$116,082	\$53,480	\$123,489	\$91,868	\$120,868
	Hungary White Wine	\$112,086	\$122,017	\$109,683	\$100,804	\$88,988
	Summary	\$298,584	\$216,839	\$291,461	\$236,112	\$287,446
Israel Wine	Israel Red Wine	\$35,782	\$33,352	\$46,612	\$31,379	\$43,281
	Israel Rose Wine	\$0	\$0	\$0	\$2,735	\$3,490
	Israel White Wine	\$16,204	\$20,717	\$22,705	\$13,990	\$17,371
	Summary	\$51,986	\$54,068	\$69,317	\$48,104	\$64,142

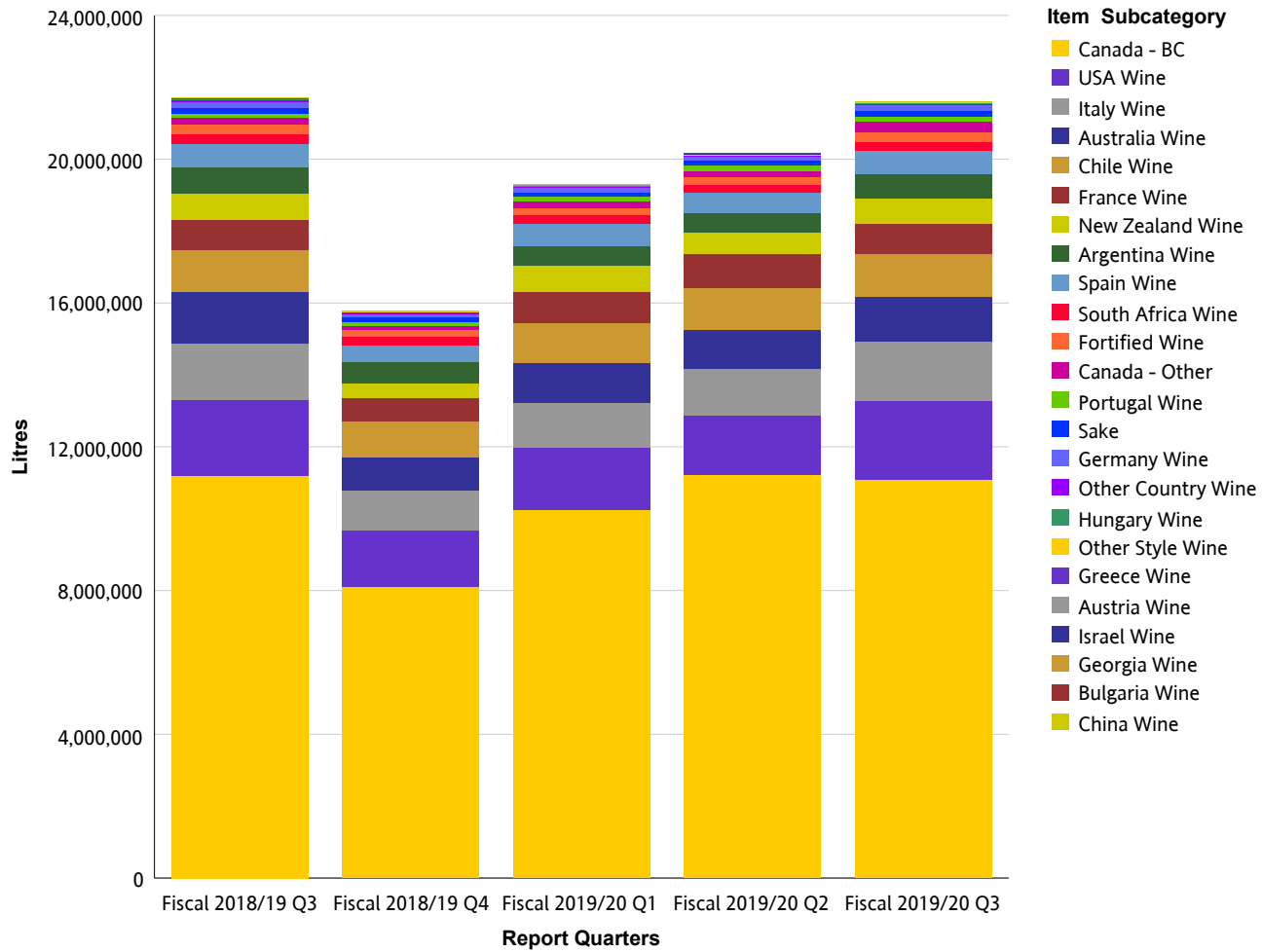
Wine Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Italy Wine	Italy Fruit and Dessert Wine	\$5,176	\$14,219	\$15,582	\$5,454	\$14,138
	Italy Red Wine	\$15,742,189	\$10,721,323	\$9,959,076	\$10,043,454	\$16,020,504
	Italy Rose Wine	\$113,900	\$167,844	\$356,311	\$472,769	\$157,886
	Italy Sparkling Wine	\$2,156,585	\$1,262,778	\$1,760,577	\$1,762,462	\$2,274,707
	Italy White Wine	\$5,093,962	\$3,936,463	\$5,198,607	\$5,142,894	\$5,150,458
	Prosecco Wine	\$5,774,680	\$3,249,892	\$4,374,081	\$4,895,514	\$6,724,471
	Summary	\$28,886,492	\$19,352,518	\$21,664,233	\$22,322,548	\$30,342,164
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$366	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$953,602	\$510,152	\$680,519	\$529,282	\$857,121
	New Zealand Rose Wine	\$206,194	\$189,460	\$686,580	\$454,035	\$284,722
	New Zealand Sparkling Wine	\$156,105	\$85,453	\$90,017	\$95,253	\$197,333
	New Zealand White Wine	\$11,608,465	\$7,028,859	\$12,035,727	\$10,061,925	\$11,354,557
	Summary	\$12,924,732	\$7,813,924	\$13,492,843	\$11,140,496	\$12,693,733
Other Country Wine	Other Country Fruit and Dessert Wine	\$247,605	\$239,658	\$217,301	\$209,476	\$249,308
	Other Country Red Wine	\$178,883	\$196,316	\$130,277	\$122,472	\$203,537
	Other Country Rose Wine	\$3,468	\$6,348	\$11,433	\$2,793	\$2,378
	Other Country Sparkling Wine	\$36,397	\$24,273	\$25,934	\$18,093	\$35,323
	Other Country White Wine	\$50,153	\$77,104	\$43,541	\$41,274	\$55,621
	Summary	\$516,506	\$543,699	\$428,485	\$394,108	\$546,166
Other Style Wine	Aperitif And Flavoured Wine	\$168,660	\$131,494	\$139,417	\$166,226	\$178,935
	Mead	\$76,620	\$58,978	\$43,459	\$119,405	\$79,510
	Rice Wine	\$73,916	\$57,652	\$49,880	\$45,879	\$62,945
	Summary	\$319,195	\$248,124	\$232,755	\$331,510	\$321,390
Portugal Wine	Portugal Fruit and Dessert Wine	\$13,237	\$18,833	\$1,585	\$4,502	\$34,549
	Portugal Red Wine	\$979,974	\$939,177	\$925,167	\$948,130	\$1,287,086
	Portugal Rose Wine	\$177,633	\$143,948	\$244,788	\$296,082	\$153,382
	Portugal Sparkling Wine	\$9,900	\$8,462	\$7,921	\$3,841	\$12,768
	Portugal White Wine	\$355,762	\$348,971	\$587,000	\$613,411	\$429,220

Wine Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Portugal Wine	Summary	\$1,536,506	\$1,459,390	\$1,766,462	\$1,865,966	\$1,917,005
Sake	Japan Sake	\$1,558,327	\$1,405,677	\$1,371,118	\$1,538,556	\$1,594,252
	Other Country Sake	\$84,019	\$84,521	\$86,621	\$96,654	\$75,703
	USA Sake	\$793,771	\$771,547	\$653,327	\$679,113	\$785,341
	Summary	\$2,436,116	\$2,261,745	\$2,111,067	\$2,314,322	\$2,455,296
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	South Africa Red Wine	\$1,675,724	\$1,479,540	\$1,461,248	\$1,299,850	\$1,616,418
	South Africa Rose Wine	\$5,559	\$1,453	\$137,027	\$49,656	\$16,409
	South Africa Sparkling Wine	\$14,556	\$4,324	\$3,423	\$3,249	\$5,841
	South Africa White Wine	\$1,219,491	\$1,041,638	\$1,163,886	\$1,205,157	\$997,174
	Summary	\$2,915,330	\$2,526,955	\$2,765,584	\$2,557,912	\$2,635,843
Spain Wine	Spain Fruit and Dessert Wine	\$7,153	\$7,390	\$7,985	\$8,974	\$10,971
	Spain Red Wine	\$5,766,660	\$4,453,924	\$4,873,575	\$4,225,827	\$5,661,312
	Spain Rose Wine	\$126,937	\$117,112	\$277,534	\$380,348	\$204,800
	Spain Sparkling Wine	\$2,038,439	\$810,178	\$1,162,744	\$1,211,094	\$1,913,333
	Spain White Wine	\$534,862	\$507,901	\$722,917	\$655,903	\$644,781
	Summary	\$8,474,051	\$5,896,506	\$7,044,755	\$6,482,146	\$8,435,196
USA Wine	USA Fruit and Dessert Wine	\$936	\$426	\$170	\$802	\$1,178
	USA Red Wine	\$29,263,184	\$20,132,932	\$21,765,527	\$20,378,558	\$32,134,998
	USA Rose Wine	\$1,161,230	\$1,038,125	\$1,950,084	\$1,288,045	\$1,181,252
	USA Sparkling Wine	\$602,245	\$299,391	\$331,426	\$298,496	\$447,538
	USA White Wine	\$6,995,929	\$5,718,273	\$6,633,612	\$6,600,822	\$6,663,190
	Summary	\$38,023,523	\$27,189,147	\$30,680,820	\$28,566,723	\$40,428,155
Summary		\$311,388,264	\$220,056,086	\$271,279,064	\$305,260,332	\$316,919,072

Wine Sales (Litres)



Wine Sales (Litres)

Wine

Litres		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Argentina Wine	Argentina Red Wine	679,606	510,283	458,239	476,226	622,752
	Argentina Rose Wine	7,665	18,697	28,208	17,884	6,854
	Argentina Sparkling Wine	595	519	454	533	455
	Argentina White Wine	50,503	59,186	56,055	53,048	43,870
	Summary	738,369	588,684	542,956	547,691	673,932
Australia Wine	Australia Fruit and Dessert Wine	0	0	0	0	12
	Australia Red Wine	797,270	552,884	541,201	548,225	707,578
	Australia Rose Wine	19,299	14,977	34,711	24,205	16,251
	Australia Sparkling Wine	109,066	43,282	68,679	61,417	98,137
	Australia White Wine	487,608	325,707	471,992	450,738	428,183
	Summary	1,413,243	936,849	1,116,583	1,084,586	1,250,161
Austria Wine	Austria Fruit and Dessert Wine	2	11	0	2	2
	Austria Red Wine	466	1,007	608	678	1,340
	Austria Rose Wine	54	45	0	90	50
	Austria Sparkling Wine	0	0	27	81	45
	Austria White Wine	2,008	1,858	2,134	2,228	2,618
	Summary	2,530	2,922	2,768	3,080	4,054
Bulgaria Wine	Bulgaria Red Wine	2,136	812	1,970	1,162	2,128
	Bulgaria Rose Wine	0	0	45	909	225
	Bulgaria White Wine	0	135	36	9	36
	Summary	2,136	947	2,050	2,080	2,389
Canada - BC	Canada - BC Dessert Wine	7,488	4,169	4,685	8,672	6,567
	Canada - BC Fruit Wine	54,253	35,672	43,203	87,402	58,631
	Canada - BC Ice Wine	12,788	7,574	8,225	14,988	11,872
	Canada - BC Red Wine	5,530,969	3,850,555	4,288,513	4,624,408	5,454,684
	Canada - BC Rose Wine	235,791	266,085	539,600	618,787	286,215

Wine Sales (Litres)

Litres		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Canada - BC	Canada - BC Sparkling Wine	121,501	68,071	127,010	179,391	142,771
	Canada - BC White Wine	5,222,646	3,882,699	5,222,530	5,701,652	5,130,770
	Summary	11,185,436	8,114,826	10,233,765	11,235,300	11,091,512
Canada - Other	Canada - Other Dessert Wine	346	18	252	4	152
	Canada - Other Fruit Wine	0	3	0	12	0
	Canada - Other Ice Wine	15,023	15,200	9,381	12,984	12,014
	Canada - Other Red Wine	26,968	20,905	39,179	35,520	110,312
	Canada - Other Rose Wine	9	0	12,416	16,985	1,119
	Canada - Other Sparkling Wine	120,494	50,099	65,280	60,472	112,226
	Canada - Other White Wine	24,902	22,207	46,009	41,562	65,980
	Summary	187,742	108,432	172,518	167,538	301,802
Chile Wine	Chile Fruit and Dessert Wine	27	63	45	26	50
	Chile Red Wine	825,584	654,015	655,306	673,381	820,286
	Chile Rose Wine	16,055	34,024	84,745	91,038	35,204
	Chile Sparkling Wine	3,516	5,028	3,908	4,216	6,034
	Chile White Wine	344,728	286,365	366,355	396,410	345,596
	Summary	1,189,911	979,495	1,110,359	1,165,072	1,207,169
China Wine	China Red Wine	88	40	54	0	14
	China White Wine	4	0	0	0	0
	Summary	93	40	54	0	14
Fortified Wine	Other Fortified Domestic Wine	117,926	94,966	99,720	106,825	99,993
	Other Fortified Import Wine	38,332	26,134	26,754	24,665	33,915
	Port Wine	36,549	18,253	14,898	16,445	37,529
	Sherry Wine	28,305	13,526	12,150	10,268	26,690
	Vermouth Wine	59,656	46,372	55,143	49,777	62,884
	Summary	280,768	199,252	208,666	207,980	261,011
France Wine	France Champagne Wine	69,608	30,118	38,298	40,751	75,560
	France Fruit and Dessert Wine	576	54	36	98	84

Wine Sales (Litres)

Litres		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
France Wine	France Red Wine	472,076	359,752	349,153	439,796	438,734
	France Rose Wine	73,558	90,677	257,839	245,533	90,148
	France Sparkling Wine	63,628	28,475	40,868	41,306	64,335
	France White Wine	161,153	141,448	157,835	160,870	155,911
	Summary	840,599	650,524	844,028	928,354	824,774
Georgia Wine	Georgia Red Wine	3,638	1,838	2,383	2,092	3,344
	Georgia White Wine	0	0	0	0	0
	Summary	3,638	1,838	2,383	2,092	3,344
Germany Wine	Germany Fruit and Dessert Wine	22	0	0	0	0
	Germany Red Wine	3,393	2,108	2,473	2,593	3,676
	Germany Rose Wine	202	126	626	513	176
	Germany Sparkling Wine	83,289	26,155	39,667	34,036	80,884
	Germany White Wine	95,436	58,210	68,972	67,901	88,095
	Summary	182,343	86,598	111,736	105,042	172,830
Greece Wine	Greece Fruit and Dessert Wine	0	0	6	108	0
	Greece Red Wine	9,076	6,060	7,904	6,637	7,031
	Greece Rose Wine	45	0	158	126	32
	Greece White Wine	7,799	5,564	8,545	8,975	5,682
	Summary	16,920	11,624	16,613	15,846	12,744
Hungary Wine	Hungary Fruit and Dessert Wine	542	260	323	346	566
	Hungary Red Wine	3,559	2,150	3,174	1,818	3,010
	Hungary Sparkling Wine	9,338	4,062	9,580	7,202	9,674
	Hungary White Wine	10,360	11,884	9,188	9,170	7,246
	Summary	23,800	18,356	22,264	18,536	20,496
Israel Wine	Israel Red Wine	1,815	1,652	2,320	1,516	2,130
	Israel Rose Wine	0	0	0	156	200
	Israel White Wine	843	1,042	1,148	713	890
	Summary	2,658	2,693	3,469	2,385	3,219

Wine Sales (Litres)

Litres		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Italy Wine	Italy Fruit and Dessert Wine	86	124	160	70	234
	Italy Red Wine	774,586	565,850	539,758	542,770	776,738
	Italy Rose Wine	6,187	9,383	19,720	29,152	8,734
	Italy Sparkling Wine	121,604	69,842	99,462	99,526	127,353
	Italy White Wine	372,349	293,660	379,148	376,688	375,890
	Prosecco Wine	302,274	167,666	228,376	258,664	357,888
	Summary	1,577,086	1,106,525	1,266,624	1,306,871	1,646,837
New Zealand Wine	New Zealand Fruit and Dessert Wine	4	0	0	0	0
	New Zealand Red Wine	44,374	21,832	31,292	24,233	41,036
	New Zealand Rose Wine	11,214	10,034	38,168	24,934	16,364
	New Zealand Sparkling Wine	7,438	4,034	4,265	4,506	10,533
	New Zealand White Wine	647,174	385,122	680,429	561,405	630,155
	Summary	710,205	421,021	754,154	615,078	698,088
Other Country Wine	Other Country Fruit and Dessert Wine	15,804	15,397	14,261	14,571	16,393
	Other Country Red Wine	8,356	8,404	6,241	6,638	9,208
	Other Country Rose Wine	112	202	486	140	112
	Other Country Sparkling Wine	1,343	954	934	727	1,357
	Other Country White Wine	2,122	3,764	1,883	1,587	2,106
	Summary	27,738	28,721	23,805	23,662	29,176
Other Style Wine	Aperitif And Flavoured Wine	11,274	8,896	10,937	11,227	11,256
	Mead	3,092	2,528	1,959	5,507	3,608
	Rice Wine	5,185	4,063	3,894	3,777	4,825
	Summary	19,550	15,487	16,789	20,511	19,689
Portugal Wine	Portugal Fruit and Dessert Wine	266	184	27	89	661
	Portugal Red Wine	75,143	75,187	75,320	75,578	99,599
	Portugal Rose Wine	17,517	14,300	24,980	29,696	14,749
	Portugal Sparkling Wine	447	340	319	114	440
	Portugal White Wine	28,582	27,988	50,012	54,134	32,985

Wine Sales (Litres)

Litres		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Portugal Wine	Summary	121,956	118,000	150,658	159,610	148,434
Sake	Japan Sake	49,065	45,097	42,542	43,726	47,805
	Other Country Sake	3,554	3,656	3,846	4,384	3,953
	USA Sake	91,944	89,217	74,771	78,108	91,112
	Summary	144,562	137,970	121,160	126,218	142,870
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	0	0
	South Africa Red Wine	144,446	127,357	122,324	110,331	138,668
	South Africa Rose Wine	580	108	13,566	4,685	1,404
	South Africa Sparkling Wine	815	189	148	162	225
	South Africa White Wine	116,502	104,928	105,416	119,694	97,239
	Summary	262,343	232,582	241,454	234,872	237,536
Spain Wine	Spain Fruit and Dessert Wine	196	196	233	303	434
	Spain Red Wine	459,680	348,213	426,460	359,298	454,970
	Spain Rose Wine	10,715	9,500	22,054	38,798	22,232
	Spain Sparkling Wine	126,244	48,183	69,303	73,703	119,411
	Spain White Wine	54,281	53,508	81,433	74,686	71,543
	Summary	651,117	459,600	599,482	546,789	668,589
USA Wine	USA Fruit and Dessert Wine	99	45	18	46	40
	USA Red Wine	1,465,656	1,032,092	1,079,842	1,028,000	1,567,241
	USA Rose Wine	129,062	112,556	178,203	133,944	126,483
	USA Sparkling Wine	35,163	16,068	17,467	16,159	24,955
	USA White Wine	494,144	404,106	453,384	457,234	467,519
	Summary	2,124,124	1,564,867	1,728,914	1,635,383	2,186,238
Summary		21,708,868	15,787,854	19,293,251	20,154,576	21,606,908

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.