

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN LITRES

| | | | | 2008 | 2009 | 2010 | 2011 | 2012 | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2012 |
|----------------------|------------|----------------------|--------------------|----------------|----------------|----------------|------------------|----------------|--------------------|------------------------------|--------------------------------|-----------------------------|
| TABLE WINE | MONTENEGRO | RED | RED - TOTAL | 4,502 | 3,620 | 3,704 | 4,296 | 4,057 | 843 | 0.81% | -5.57% | 2.22% |
| | | TOTAL | | 4,502 | 3,620 | 3,704 | 4,296 | 4,057 | 843 | 0.81% | -5.57% | 2.22% |
| MOROCCO | RED | IMPORT BOTTLED | | 522 | 122 | 3 | 2 | 0 | 0 | n/a | -100.00% | 0.00% |
| | | RED - TOTAL | | 522 | 122 | 3 | 2 | 0 | 0 | n/a | -100.00% | 0.00% |
| | | TOTAL | | 522 | 122 | 3 | 2 | 0 | 0 | n/a | -100.00% | 0.00% |
| NEW ZEALAND | RED | IMPORT BOTTLED | | 63,804 | 63,235 | 75,085 | 85,794 | 108,766 | 29,094 | 45.29% | 26.78% | 16.87% |
| | | RED - TOTAL | | 63,804 | 63,235 | 75,085 | 85,794 | 108,766 | 29,094 | 45.29% | 26.78% | 16.87% |
| | ROSE | IMPORT BOTTLED | | 2,538 | 2,234 | 785 | 1,438 | 328 | 0 | -100.00% | -77.16% | 0.00% |
| | | ROSE - TOTAL | | 2,538 | 2,234 | 785 | 1,438 | 328 | 0 | -100.00% | -77.16% | 0.00% |
| | WHITE | CANADA BOTTLED | | 0 | 0 | 0 | 0 | 338 | 338 | n/a | n/a | 63.56% |
| | | IMPORT BOTTLED | | 504,107 | 527,674 | 676,514 | 820,561 | 1,005,763 | 273,261 | 26.57% | 22.57% | 20.75% |
| WHITE - TOTAL | | | 504,107 | 527,674 | 676,514 | 820,561 | 1,006,100 | 273,599 | 26.73% | 22.61% | 20.77% | |
| TOTAL | | | 570,449 | 593,143 | 752,384 | 907,794 | 1,115,195 | 302,693 | 28.10% | 22.85% | 20.38% | |
| PORTUGAL | RED | IMPORT BOTTLED | | 100,542 | 109,048 | 106,971 | 138,366 | 119,023 | 25,337 | -38.29% | -13.98% | 4.89% |
| | | RED - TOTAL | | 100,542 | 109,048 | 106,971 | 138,366 | 119,023 | 25,337 | -38.29% | -13.98% | 4.89% |
| | ROSE | IMPORT BOTTLED | | 65,120 | 64,080 | 64,311 | 75,891 | 69,161 | 16,678 | 2.81% | -8.87% | 2.44% |
| | | ROSE - TOTAL | | 65,120 | 64,080 | 64,311 | 75,891 | 69,161 | 16,678 | 2.81% | -8.87% | 2.44% |
| | WHITE | IMPORT BOTTLED | | 70,628 | 88,014 | 101,976 | 100,764 | 111,968 | 35,180 | 10.57% | 11.12% | 2.91% |
| | | WHITE - TOTAL | | 70,628 | 88,014 | 101,976 | 100,764 | 111,968 | 35,180 | 10.57% | 11.12% | 2.91% |
| TOTAL | | | 236,290 | 261,142 | 273,258 | 315,022 | 300,152 | 77,195 | -13.36% | -4.72% | 3.59% | |
| ROMANIA | RED | IMPORT BOTTLED | | 8 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | 0.00% |
| | | RED - TOTAL | | 8 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | 0.00% |
| | WHITE | IMPORT BOTTLED | | 4 | 0 | 0 | 0 | 19 | 0 | n/a | n/a | 0.00% |
| | | WHITE - TOTAL | | 4 | 0 | 0 | 0 | 19 | 0 | n/a | n/a | 0.00% |
| TOTAL | | | 12 | 0 | 0 | 0 | 19 | 0 | n/a | n/a | 0.00% | |
| SLOVAK REPUBLIC | RED | IMPORT BOTTLED | | 43 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | 0.00% |

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SALES IN LITRES

| | | | | 2008 | 2009 | 2010 | 2011 | 2012 | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2012 |
|----------------------|--------------------|----------------------|--------------------|------------------|------------------|------------------|------------------|------------------|--------------------|------------------------------|--------------------------------|-----------------------------|
| TABLE WINE | SLOVAK REPUBLIC | RED | RED - TOTAL | 43 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | 0.00% |
| | | TOTAL | | 43 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | 0.00% |
| SLOVENIA | RED | IMPORT BOTTLED | | 0 | 0 | 0 | 58 | 0 | 0 | -100.00% | -100.00% | 0.00% |
| | | RED - TOTAL | | 0 | 0 | 0 | 58 | 0 | 0 | -100.00% | -100.00% | 0.00% |
| | WHITE | IMPORT BOTTLED | | 9 | 388 | 165 | 40 | 4 | 4 | -50.00% | -88.89% | 0.00% |
| | | WHITE - TOTAL | | 9 | 388 | 165 | 40 | 4 | 4 | -50.00% | -88.89% | 0.00% |
| TOTAL | | | 9 | 388 | 165 | 99 | 4 | 4 | -80.00% | -95.45% | 0.00% | |
| SOUTH AFRICA | RED | CANADA BOTTLED | | 853 | 370 | 816 | 96 | 0 | 0 | n/a | -100.00% | 0.00% |
| | | IMPORT BOTTLED | | 698,087 | 693,578 | 625,280 | 590,114 | 564,594 | 122,073 | -3.63% | -4.32% | 5.86% |
| | | RED - TOTAL | | 698,940 | 693,948 | 626,096 | 590,210 | 564,594 | 122,073 | -3.63% | -4.34% | 5.86% |
| | ROSE | IMPORT BOTTLED | | 1,625 | 1,864 | 496 | 2,286 | 36 | 36 | n/a | -98.43% | 0.00% |
| | | ROSE - TOTAL | | 1,625 | 1,864 | 496 | 2,286 | 36 | 36 | n/a | -98.43% | 0.00% |
| | WHITE | CANADA BOTTLED | | 611 | 396 | 624 | 108 | 0 | 0 | n/a | -100.00% | 0.00% |
| | | IMPORT BOTTLED | | 386,827 | 377,637 | 376,578 | 408,511 | 416,957 | 95,018 | -7.18% | 2.07% | 7.69% |
| | | WHITE - TOTAL | | 387,438 | 378,033 | 377,202 | 408,619 | 416,957 | 95,018 | -7.18% | 2.04% | 7.69% |
| TOTAL | | | 1,088,003 | 1,073,845 | 1,003,794 | 1,001,114 | 981,587 | 217,126 | -5.22% | -1.95% | 6.64% | |
| SPAIN | RED | IMPORT BOTTLED | | 762,857 | 708,270 | 735,534 | 863,227 | 1,010,990 | 227,762 | 4.06% | 17.12% | 6.26% |
| | | RED - TOTAL | | 762,857 | 708,270 | 735,534 | 863,227 | 1,010,990 | 227,762 | 4.06% | 17.12% | 6.26% |
| | ROSE | IMPORT BOTTLED | | 8,362 | 14,766 | 10,889 | 13,796 | 9,983 | 3,206 | 24.75% | -27.63% | 13.27% |
| | | ROSE - TOTAL | | 8,362 | 14,766 | 10,889 | 13,796 | 9,983 | 3,206 | 24.75% | -27.63% | 13.27% |
| | WHITE | IMPORT BOTTLED | | 43,860 | 45,810 | 49,426 | 64,792 | 65,704 | 15,833 | -28.01% | 1.41% | 14.94% |
| WHITE - TOTAL | | | 43,860 | 45,810 | 49,426 | 64,792 | 65,704 | 15,833 | -28.01% | 1.41% | 14.94% | |
| TOTAL | | | 815,079 | 768,846 | 795,850 | 941,815 | 1,086,677 | 246,800 | 1.38% | 15.38% | 6.85% | |
| SWITZERLAND | RED | IMPORT BOTTLED | | 54 | 36 | 0 | 0 | 0 | 0 | n/a | n/a | 0.00% |
| | | RED - TOTAL | | 54 | 36 | 0 | 0 | 0 | 0 | n/a | n/a | 0.00% |
| | WHITE | IMPORT BOTTLED | | 45 | 45 | 0 | 317 | 2 | 0 | -100.00% | -99.53% | 0.00% |

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SALES IN LITRES

| | | | 2008 | 2009 | 2010 | 2011 | 2012 | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2012 | |
|---------------|----------------------------------|-----------------------------------|----------------------|-------------------|-------------------|-------------------|------------------|--------------------|------------------------------|--------------------------------|-----------------------------|--------------|
| TABLE WINE | SWITZERLAND | WHITE | WHITE - TOTAL | 45 | 45 | 0 | 317 | 2 | 0 | -100.00% | -99.53% | 0.00% |
| | | TOTAL | 99 | 81 | 0 | 317 | 2 | 0 | -100.00% | -99.53% | 0.00% | |
| | TURKEY | RED | IMPORT BOTTLED | 0 | 0 | 180 | 331 | 389 | 72 | -78.23% | 17.69% | 11.37% |
| | | RED - TOTAL | 0 | 0 | 180 | 331 | 389 | 72 | -78.23% | 17.69% | 11.37% | |
| | | TOTAL | 0 | 0 | 180 | 331 | 389 | 72 | -78.23% | 17.69% | 11.37% | |
| | UNITED STATES OF AMERICA | ICE WINE WHITE | IMPORT BOTTLED | 0 | 0 | 0 | 0 | 14 | 0 | n/a | n/a | 0.00% |
| | | ICE WINE WHITE - TOTAL | 0 | 0 | 0 | 0 | 14 | 0 | n/a | n/a | 0.00% | |
| | | RED | CANADA BOTTLED | 472,378 | 502,540 | 494,430 | 425,260 | 371,858 | 77,728 | -14.62% | -12.56% | 1.59% |
| | | IMPORT BOTTLED | 2,589,868 | 2,728,483 | 2,814,252 | 2,963,210 | 3,432,880 | 831,126 | 15.40% | 15.85% | 13.92% | |
| | | RED - TOTAL | 3,062,246 | 3,231,022 | 3,308,682 | 3,388,470 | 3,804,738 | 908,853 | 12.03% | 12.28% | 12.72% | |
| | ROSE | CANADA BOTTLED | 12,414 | 11,858 | 10,198 | 1,920 | 1,035 | 261 | 3.57% | -46.09% | 0.00% | |
| | | IMPORT BOTTLED | 536,658 | 507,571 | 490,288 | 471,520 | 464,050 | 106,915 | -2.06% | -1.58% | 5.56% | |
| | | ROSE - TOTAL | 549,072 | 519,428 | 500,487 | 473,440 | 465,084 | 107,176 | -2.05% | -1.76% | 5.55% | |
| | WHITE | CANADA BOTTLED | 265,637 | 269,318 | 257,808 | 217,830 | 173,778 | 33,254 | -33.16% | -20.22% | 2.47% | |
| | | IMPORT BOTTLED | 1,459,952 | 1,624,330 | 1,678,826 | 1,712,000 | 1,828,937 | 443,078 | 2.03% | 6.83% | 11.17% | |
| | | WHITE - TOTAL | 1,725,589 | 1,893,648 | 1,936,634 | 1,929,830 | 2,002,716 | 476,332 | -1.59% | 3.78% | 10.42% | |
| | TOTAL | 5,336,907 | 5,644,099 | 5,745,803 | 5,791,740 | 6,272,551 | 1,492,361 | 6.24% | 8.30% | 11.45% | | |
| | URUGUAY | RED | IMPORT BOTTLED | 747 | 738 | 1,794 | 2,252 | 958 | 164 | -38.83% | -57.46% | 1.41% |
| | | RED - TOTAL | 747 | 738 | 1,794 | 2,252 | 958 | 164 | -38.83% | -57.46% | 1.41% | |
| | | WHITE | IMPORT BOTTLED | 0 | 0 | 9 | 27 | 52 | 0 | n/a | 91.67% | 0.00% |
| | WHITE - TOTAL | 0 | 0 | 9 | 27 | 52 | 0 | n/a | 91.67% | 0.00% | | |
| | TOTAL | 747 | 738 | 1,803 | 2,278 | 1,010 | 164 | -38.83% | -55.69% | 1.41% | | |
| | IMPORT TABLE WINE - SUMMARY | CANADA BOTTLED | 1,568,335 | 1,528,988 | 1,456,734 | 1,143,278 | 1,018,564 | 218,784 | -13.46% | -10.91% | 7.02% | |
| | | IMPORT BOTTLED | 26,243,717 | 26,001,660 | 26,391,725 | 26,543,193 | 27,670,889 | 6,397,383 | 1.76% | 4.25% | 11.54% | |
| | IMPORT TABLE WINE - TOTAL | 27,812,052 | 27,530,648 | 27,848,459 | 27,686,471 | 28,689,452 | 6,616,167 | 1.17% | 3.62% | 11.38% | | |
| | SPARKLING WINE | <u>ARGENTINA</u> RED | 0 | 0 | 0 | 45 | 81 | 36 | 300.00% | 80.00% | 0.00% | |

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SALES IN LITRES

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|-------------------|------------------|----------------|----------------|----------------|----------------|----------------|---------------|--------------------|------------------------------|--------------------------------|-----------------------------|
| SPARKLING WINE | ARGENTINA | ROSE | 0 | 0 | 81 | 72 | 202 | 0 | -100.00% | 181.25% | 0.00% |
| | | WHITE | 1,002 | 1,683 | 2,966 | 1,929 | 3,447 | 1,000 | 195.60% | 78.67% | 10.00% |
| | TOTAL | 1,002 | 1,683 | 3,046 | 2,046 | 3,731 | 1,036 | 183.60% | 82.31% | 11.05% | |
| AUSTRALIA | RED | 16,478 | 13,897 | 11,666 | 9,951 | 9,566 | 1,742 | -3.93% | -3.87% | 0.53% | |
| | ROSE | 35,339 | 57,356 | 82,793 | 77,970 | 75,558 | 17,401 | 12.08% | -3.09% | 4.85% | |
| | WHITE | 112,919 | 124,174 | 110,521 | 93,734 | 91,572 | 18,038 | 0.48% | -2.31% | 4.95% | |
| | TOTAL | 164,737 | 195,428 | 204,980 | 181,656 | 176,696 | 37,182 | 5.36% | -2.73% | 4.67% | |
| AUSTRIA | ROSE | 0 | 0 | 0 | 0 | 9 | 0 | n/a | n/a | 0.00% | |
| | TOTAL | 0 | 0 | 0 | 0 | 9 | 0 | n/a | n/a | 0.00% | |
| CHILE | RED | 1 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | 0.00% | |
| | ROSE | 4,713 | 13,308 | 14,369 | 17,727 | 17,964 | 3,442 | -20.76% | 1.34% | 1.54% | |
| | WHITE | 1,099 | 693 | 4 | 86 | 123 | 0 | n/a | 42.61% | 0.00% | |
| | TOTAL | 5,812 | 14,001 | 14,373 | 17,813 | 18,087 | 3,442 | -20.76% | 1.54% | 1.54% | |
| CHINA | WHITE | 0 | 0 | 0 | 44 | 174 | 63 | 78.72% | 300.00% | 2.16% | |
| | TOTAL | 0 | 0 | 0 | 44 | 174 | 63 | 78.72% | 300.00% | 2.16% | |
| CZECH REPUBLIC | WHITE | 837 | 1,043 | 4 | 0 | 0 | 0 | n/a | n/a | 0.00% | |
| | TOTAL | 837 | 1,043 | 4 | 0 | 0 | 0 | n/a | n/a | 0.00% | |
| FRANCE | RED | 0 | 0 | 0 | 0 | 1,979 | 0 | n/a | n/a | 0.00% | |
| | ROSE | 26,436 | 31,028 | 31,281 | 39,350 | 46,683 | 9,516 | 10.85% | 18.64% | 11.19% | |
| | ROSE TABLE WINE | 0 | 0 | 138 | 1,839 | 3,538 | 782 | 138.13% | 92.41% | 6.74% | |
| | WHITE | 205,096 | 180,668 | 174,918 | 170,301 | 173,783 | 33,526 | 3.25% | 2.05% | 27.03% | |
| | WHITE TABLE WINE | 3,494 | 4,714 | 5,209 | 6,778 | 5,110 | 974 | -26.78% | -24.60% | 12.43% | |
| | TOTAL | 235,027 | 216,410 | 211,546 | 218,267 | 231,095 | 44,799 | 4.88% | 4.97% | 23.16% | |
| GERMANY | ROSE | 27 | 0 | 15,326 | 15,406 | 19,387 | 3,337 | 40.79% | 25.84% | 3.81% | |
| | WHITE | 149,059 | 149,155 | 156,530 | 162,878 | 155,537 | 25,806 | -5.84% | -4.51% | 11.19% | |
| | TOTAL | 149,086 | 149,155 | 171,855 | 178,285 | 174,924 | 29,143 | -2.13% | -1.89% | 10.37% | |

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SALES IN LITRES

| | | | 2008 | 2009 | 2010 | 2011 | 2012 | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2012 |
|----------------|--------------------------------|--------------|----------------|----------------|----------------|----------------|----------------|--------------------|------------------------------|--------------------------------|-----------------------------|
| SPARKLING WINE | HUNGARY | WHITE | 13,758 | 18,580 | 19,621 | 18,916 | 15,642 | 2,603 | -27.85% | -17.31% | 2.34% |
| | | TOTAL | 13,758 | 18,580 | 19,621 | 18,916 | 15,642 | 2,603 | -27.85% | -17.31% | 2.34% |
| | INDIA | WHITE | 2 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | 0.00% |
| | | TOTAL | 2 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | 0.00% |
| | ISRAEL | WHITE | 86 | 4 | 0 | 0 | 0 | 0 | n/a | n/a | 0.00% |
| | | TOTAL | 86 | 4 | 0 | 0 | 0 | 0 | n/a | n/a | 0.00% |
| | ITALY | RED | 0 | 0 | 40 | 0 | 94 | 22 | n/a | n/a | 42.86% |
| | | ROSE | 2,855 | 5,451 | 11,446 | 11,688 | 11,442 | 1,848 | -6.10% | -2.10% | 10.05% |
| | | WHITE | 129,586 | 146,993 | 172,909 | 190,888 | 220,568 | 44,778 | 13.21% | 15.55% | 24.21% |
| | | TOTAL | 132,441 | 152,444 | 184,395 | 202,576 | 232,105 | 46,648 | 12.29% | 14.53% | 23.52% |
| | NEW ZEALAND | ROSE | 0 | 180 | 36 | 180 | 3,518 | 958 | 660.71% | 1,854.17% | 6.14% |
| | | WHITE | 4,647 | 4,824 | 3,076 | 8,334 | 13,411 | 2,501 | -2.20% | 60.92% | 10.46% |
| | | TOTAL | 4,647 | 5,004 | 3,112 | 8,514 | 16,928 | 3,460 | 28.93% | 98.83% | 9.56% |
| | PORTUGAL | ROSE | 0 | 526 | 527 | 477 | 0 | 0 | -100.00% | -100.00% | 0.00% |
| | | WHITE | 18 | 270 | 279 | 421 | 198 | 58 | 7,700.00% | -52.94% | 34.09% |
| | | TOTAL | 18 | 796 | 806 | 898 | 198 | 58 | 2,500.00% | -77.94% | 34.09% |
| | SOUTH AFRICA | ROSE | 0 | 179 | 90 | 90 | 99 | 9 | -75.00% | 10.00% | 0.00% |
| | | WHITE | 1,765 | 1,492 | 20,465 | 18,905 | 16,314 | 3,890 | -14.95% | -13.71% | 5.25% |
| | | TOTAL | 1,765 | 1,671 | 20,555 | 18,995 | 16,413 | 3,899 | -15.42% | -13.59% | 5.25% |
| | SPAIN | RED | 22 | 0 | 18 | 22 | 58 | 0 | -100.00% | 160.00% | 0.00% |
| | | ROSE | 15,594 | 13,849 | 16,892 | 20,266 | 14,504 | 2,558 | -27.75% | -28.44% | 11.99% |
| | | WHITE | 265,627 | 241,845 | 262,928 | 266,986 | 256,489 | 50,033 | -1.93% | -3.93% | 16.58% |
| | | TOTAL | 281,243 | 255,694 | 279,838 | 287,275 | 271,051 | 52,590 | -3.63% | -5.65% | 16.33% |
| | UNITED STATES OF AMERICA | ROSE | 1,447 | 5,865 | 20,198 | 8,122 | 2,900 | 458 | -64.31% | -64.30% | 0.72% |
| | | WHITE | 131,886 | 111,591 | 114,429 | 108,083 | 102,349 | 19,183 | -14.28% | -5.31% | 11.00% |
| | | TOTAL | 133,333 | 117,456 | 134,627 | 116,205 | 105,248 | 19,641 | -16.99% | -9.43% | 10.72% |

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|---|-------------------|-------------------|-------------------|-------------------|-------------------|--------------------|------------------------------|--------------------------------|-----------------------------|
| IMPORT SPARKLING WINE - TOTAL | 1,123,791 | 1,129,369 | 1,248,758 | 1,251,490 | 1,262,301 | 244,564 | 0.57% | 0.86% | 15.30% |
| WINE - GIFT PACKS | | | | | | | | | |
| AUSTRALIA | 41,703 | 8,822 | 7,106 | 3,934 | 3 | 0 | -100.00% | -99.92% | 0.00% |
| CHILE | 0 | 0 | 0 | 0 | 859 | 36 | n/a | n/a | 0.70% |
| FRANCE | 868 | 414 | 959 | 1,762 | 1,892 | 63 | -39.57% | 7.36% | 1.78% |
| ITALY | 1,993 | 3,113 | 2 | 0 | 1,800 | 6 | n/a | n/a | 0.00% |
| PORTUGAL | 0 | 40 | 20 | 0 | 0 | 0 | n/a | n/a | 0.00% |
| SOUTH AFRICA | 0 | 0 | 8,680 | 2 | 0 | 0 | n/a | -100.00% | 0.00% |
| SPAIN | 0 | 0 | 2,065 | 1,012 | 0 | 0 | n/a | -100.00% | 0.00% |
| UNITED STATES OF AMERICA | 166 | 2 | 0 | 0 | 2,913 | 0 | n/a | n/a | 0.00% |
| IMPORT WINE - GIFT PACKS - TOTAL | 44,731 | 12,390 | 18,832 | 6,710 | 7,467 | 105 | -13.04% | 11.29% | 0.95% |
| IMPORT WINE - TOTAL | 30,051,275 | 29,698,899 | 30,095,482 | 29,907,016 | 30,923,861 | 7,070,405 | 1.14% | 3.40% | 12.10% |

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

| | | | 2008 | 2009 | 2010 | 2011 | 2012 | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2012 |
|---|-----------------------------|-----------------------------|--------------|--------------|--------------|--------------|--------------|--------------------|------------------------------|-----------------------------------|-----------------------------|
| APERITIF, DESSERT AND FORTIFIED WINE | FLAVOURED | AUSTRALIA | \$69 | \$75 | \$64 | \$71 | \$56 | \$9 | -17.82% | -20.79% | 1.26% |
| | | CHINA | \$0 | \$0 | \$2 | \$38 | \$30 | \$5 | -40.90% | -21.34% | 1.30% |
| | | FRANCE | \$0 | \$0 | \$0 | \$0 | \$11 | \$6 | n/a | n/a | 0.00% |
| | | ITALY | \$2 | \$4 | \$0 | \$179 | \$365 | \$80 | 30.55% | 103.92% | 10.38% |
| | | SOUTH AFRICA | \$0 | \$0 | \$0 | \$0 | \$30 | \$30 | n/a | n/a | 0.00% |
| | | UNITED STATES OF AMERICA | \$7 | \$97 | \$23 | \$26 | \$53 | \$23 | 318.93% | 105.98% | 0.03% |
| | | FLAVOURED | \$78 | \$176 | \$90 | \$314 | \$546 | \$152 | 36.12% | 60.71% | 7.74% |
| FRUIT | ARMENIA | \$1 | \$0 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% | |
| | DENMARK | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 200.00% | |
| | FRANCE | \$0 | \$0 | \$0 | \$1 | \$0 | \$0 | n/a | -61.59% | 0.00% | |
| | JAPAN | \$240 | \$265 | \$284 | \$282 | \$297 | \$65 | 4.36% | 5.43% | 32.74% | |
| | KOREA - SOUTH | \$6 | \$5 | \$3 | \$4 | \$4 | \$1 | -22.83% | 2.13% | 10.43% | |
| | TURKEY | \$0 | \$0 | \$1 | \$0 | \$0 | \$0 | n/a | -100.00% | 0.00% | |
| | UNITED STATES OF AMERICA | \$31 | \$36 | \$38 | \$64 | \$64 | \$14 | -12.82% | 0.09% | 55.38% | |
| FRUIT | \$278 | \$305 | \$325 | \$351 | \$366 | \$79 | 0.58% | 4.26% | 36.49% | | |
| MADEIRA | PORTUGAL | \$195 | \$173 | \$177 | \$178 | \$171 | \$28 | -11.53% | -3.90% | 16.65% | |
| | MADEIRA | \$195 | \$173 | \$177 | \$178 | \$171 | \$28 | -11.53% | -3.90% | 16.65% | |
| MONTILLA | SPAIN | \$200 | \$203 | \$179 | \$189 | \$207 | \$43 | 6.85% | 9.69% | 5.09% | |
| | MONTILLA | \$200 | \$203 | \$179 | \$189 | \$207 | \$43 | 6.85% | 9.69% | 5.09% | |
| OTHER | AUSTRALIA | \$0 | \$0 | \$0 | \$0 | \$5 | \$1 | n/a | n/a | 3.84% | |
| | OTHER | \$0 | \$0 | \$0 | \$0 | \$5 | \$1 | n/a | n/a | 3.84% | |
| OTHER FORTIFIED | ARGENTINA | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | -100.00% | -41.67% | 0.00% | |
| | AUSTRALIA | \$40 | \$20 | \$25 | \$25 | \$21 | \$3 | -50.09% | -16.96% | 27.04% | |
| | CHINA | \$139 | \$146 | \$136 | \$165 | \$155 | \$31 | 1.77% | -5.97% | 21.02% | |
| | FRANCE | \$598 | \$569 | \$555 | \$551 | \$578 | \$127 | 5.91% | 4.87% | 10.69% | |
| | GREECE | \$13 | \$3 | \$1 | \$2 | \$0 | \$0 | -100.00% | -99.27% | 0.00% | |

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

| | | | 2008 | 2009 | 2010 | 2011 | 2012 | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2012 |
|---|-----------------------------|-----------------------------|----------------|----------------|----------------|----------------|----------------|--------------------|------------------------------|-----------------------------------|-----------------------------|
| APERITIF, DESSERT AND FORTIFIED WINE | OTHER FORTIFIED | ITALY | \$297 | \$317 | \$319 | \$319 | \$316 | \$63 | -4.51% | -0.94% | 32.39% |
| | | JAPAN | \$0 | \$3 | \$9 | \$30 | \$62 | \$17 | 114.58% | 111.25% | 85.99% |
| | | KOREA - SOUTH | \$170 | \$126 | \$103 | \$124 | \$133 | \$30 | -4.29% | 7.08% | 40.23% |
| | | PORTUGAL | \$0 | \$0 | \$0 | \$0 | \$1 | \$1 | n/a | n/a | 0.00% |
| | | SPAIN | \$0 | \$0 | \$2 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% |
| | | UNITED STATES OF AMERICA | \$92 | \$76 | \$65 | \$63 | \$62 | \$12 | -6.43% | -1.69% | 27.54% |
| | | URUGUAY | \$1 | \$0 | \$0 | \$1 | \$0 | \$0 | n/a | -100.00% | 0.00% |
| | | OTHER FORTIFIED | \$1,351 | \$1,260 | \$1,216 | \$1,280 | \$1,328 | \$284 | 2.96% | 3.73% | 24.61% |
| PORT | AUSTRALIA | \$643 | \$524 | \$401 | \$348 | \$324 | \$68 | 1.64% | -6.93% | 12.93% | |
| | PORTUGAL | \$3,451 | \$3,252 | \$3,285 | \$3,315 | \$3,046 | \$525 | -6.57% | -8.11% | 12.30% | |
| | SOUTH AFRICA | \$348 | \$302 | \$262 | \$299 | \$295 | \$60 | -10.30% | -1.47% | 11.02% | |
| | UNITED STATES OF AMERICA | \$1 | \$1 | \$1 | \$2 | \$4 | \$1 | n/a | 116.14% | 0.00% | |
| | PORT | \$4,444 | \$4,079 | \$3,949 | \$3,964 | \$3,668 | \$654 | -6.14% | -7.45% | 12.25% | |
| SAKE | JAPAN | \$1,600 | \$1,660 | \$1,725 | \$1,896 | \$2,040 | \$469 | 8.78% | 7.59% | 51.28% | |
| | KOREA - SOUTH | \$63 | \$48 | \$40 | \$29 | \$38 | \$7 | -3.48% | 28.60% | 41.59% | |
| | UNITED STATES OF AMERICA | \$3,289 | \$3,200 | \$3,187 | \$3,152 | \$3,190 | \$710 | -0.75% | 1.21% | 57.86% | |
| | SAKE | \$4,952 | \$4,907 | \$4,952 | \$5,077 | \$5,268 | \$1,186 | 2.79% | 3.75% | 55.20% | |
| SHERRY | AUSTRALIA | \$395 | \$384 | \$381 | \$481 | \$496 | \$88 | -13.64% | 3.14% | 0.73% | |
| | NEW ZEALAND | \$422 | \$394 | \$318 | \$19 | \$0 | \$0 | n/a | -100.13% | 0.00% | |
| | SOUTH AFRICA | \$394 | \$361 | \$284 | \$342 | \$257 | \$66 | -11.45% | -24.95% | 1.02% | |
| | SPAIN | \$1,648 | \$1,518 | \$1,426 | \$1,446 | \$1,374 | \$253 | -5.73% | -5.00% | 3.04% | |
| | SHERRY | \$2,859 | \$2,656 | \$2,409 | \$2,288 | \$2,126 | \$407 | -8.50% | -7.07% | 2.26% | |
| VERMOUTH | FRANCE | \$284 | \$241 | \$228 | \$220 | \$218 | \$48 | -8.19% | -0.95% | 11.50% | |
| | ITALY | \$2,529 | \$2,425 | \$2,321 | \$2,254 | \$2,207 | \$502 | -2.39% | -2.10% | 6.47% | |
| | UNITED STATES OF AMERICA | \$3 | \$5 | \$6 | \$9 | \$8 | \$1 | -63.46% | -6.20% | 53.64% | |
| | VERMOUTH | \$2,816 | \$2,671 | \$2,555 | \$2,483 | \$2,433 | \$551 | -3.22% | -2.01% | 7.08% | |

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

| | | | | 2008 | 2009 | 2010 | 2011 | 2012 | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2012 |
|--|--------------|----------------------|--------------------|------------------|------------------|-----------------|-----------------|-----------------|--------------------|------------------------------|-----------------------------------|-----------------------------|
| IMPORT APERITIF, DESSERT AND FORTIFIED WINE - TOTAL | | | | \$17,173 | \$16,431 | \$15,853 | \$16,123 | \$16,118 | \$3,385 | 0.31% | -0.03% | 25.53% |
| TABLE WINE | ARGENTINA | RED | IMPORT BOTTLED | \$18,207 | \$25,963 | \$33,998 | \$38,505 | \$41,584 | \$9,201 | 4.24% | 8.00% | 14.06% |
| | | RED - TOTAL | | | \$18,207 | \$25,963 | \$33,998 | \$38,505 | \$41,584 | \$9,201 | 4.24% | 8.00% |
| | ROSE | IMPORT BOTTLED | \$0 | \$27 | \$71 | \$118 | \$134 | \$13 | -34.19% | 13.84% | 3.07% | |
| | | ROSE - TOTAL | | | \$0 | \$27 | \$71 | \$118 | \$134 | \$13 | -34.19% | 13.84% |
| | WHITE | IMPORT BOTTLED | \$2,122 | \$3,039 | \$4,056 | \$4,468 | \$4,978 | \$1,223 | 12.22% | 11.43% | 9.00% | |
| | | WHITE - TOTAL | | | \$2,122 | \$3,039 | \$4,056 | \$4,468 | \$4,978 | \$1,223 | 12.22% | 11.43% |
| | TOTAL | | | \$20,329 | \$29,028 | \$38,125 | \$43,090 | \$46,696 | \$10,437 | 5.04% | 8.37% | 13.49% |
| | ARMENIA | RED | IMPORT BOTTLED | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% |
| | | | RED - TOTAL | | | \$0 | \$0 | \$0 | \$0 | \$0 | n/a | n/a |
| | | WHITE | IMPORT BOTTLED | \$1 | \$1 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% |
| WHITE - TOTAL | | | \$1 | \$1 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% | | |
| TOTAL | | | \$1 | \$1 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% | |
| AUSTRALIA | RED | CANADA BOTTLED | \$309 | \$136 | \$113 | \$51 | \$0 | \$0 | -100.00% | -99.75% | 0.00% | |
| | | IMPORT BOTTLED | \$98,162 | \$85,152 | \$76,012 | \$71,879 | \$70,066 | \$15,143 | -4.29% | -2.52% | 11.52% | |
| | | RED - TOTAL | | | \$98,472 | \$85,288 | \$76,125 | \$71,930 | \$70,066 | \$15,143 | -4.29% | -2.59% |
| | ROSE | IMPORT BOTTLED | \$302 | \$296 | \$294 | \$238 | \$189 | \$46 | -22.29% | -20.80% | 6.00% | |
| | | ROSE - TOTAL | | | \$302 | \$296 | \$294 | \$238 | \$189 | \$46 | -22.29% | -20.80% |
| | WHITE | CANADA BOTTLED | \$443 | \$119 | \$62 | \$21 | \$0 | \$0 | n/a | -100.00% | 0.00% | |
| | | IMPORT BOTTLED | \$33,194 | \$30,868 | \$28,487 | \$26,601 | \$27,006 | \$6,246 | -2.61% | 1.52% | 8.42% | |
| | | WHITE - TOTAL | | | \$33,638 | \$30,987 | \$28,550 | \$26,622 | \$27,006 | \$6,246 | -2.61% | 1.44% |
| TOTAL | | | \$132,412 | \$116,570 | \$104,969 | \$98,790 | \$97,261 | \$21,436 | -3.86% | -1.55% | 10.65% | |
| AUSTRIA | RED | IMPORT BOTTLED | \$36 | \$24 | \$31 | \$17 | \$29 | \$9 | 98.02% | 68.37% | 18.26% | |
| | | RED - TOTAL | | | \$36 | \$24 | \$31 | \$17 | \$29 | \$9 | 98.02% | 68.37% |
| | ROSE | IMPORT BOTTLED | \$12 | \$6 | \$6 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% | |
| | | ROSE - TOTAL | | | \$12 | \$6 | \$6 | \$0 | \$0 | \$0 | n/a | n/a |

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

| | | | 2008 | 2009 | 2010 | 2011 | 2012 | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2012 | |
|---------------|---------|----------------|----------------------|-----------------|-----------------|-----------------|-----------------|--------------------|------------------------------|-----------------------------------|-----------------------------|---------------|
| TABLE WINE | AUSTRIA | WHITE | IMPORT BOTTLED | \$205 | \$173 | \$212 | \$287 | \$225 | \$57 | -3.92% | -21.40% | 29.96% |
| | | | WHITE - TOTAL | \$205 | \$173 | \$212 | \$287 | \$225 | \$57 | -3.92% | -21.40% | 29.96% |
| | | TOTAL | | \$252 | \$203 | \$250 | \$304 | \$254 | \$66 | 3.28% | -16.31% | 28.63% |
| BULGARIA | RED | IMPORT BOTTLED | \$229 | \$12 | \$0 | \$4 | \$12 | \$2 | \$2 | -29.97% | 198.93% | 4.38% |
| | | | RED - TOTAL | \$229 | \$12 | \$0 | \$4 | \$12 | \$2 | -29.97% | 198.93% | 4.38% |
| | | TOTAL | | \$229 | \$12 | \$0 | \$10 | \$26 | \$4 | -33.62% | 163.50% | 3.75% |
| BULGARIA | WHITE | IMPORT BOTTLED | \$0 | \$0 | \$0 | \$6 | \$14 | \$2 | \$2 | -36.25% | 139.98% | 3.23% |
| | | | WHITE - TOTAL | \$0 | \$0 | \$0 | \$6 | \$14 | \$2 | -36.25% | 139.98% | 3.23% |
| | | TOTAL | | \$229 | \$12 | \$0 | \$10 | \$26 | \$4 | -33.62% | 163.50% | 3.75% |
| CHILE | RED | CANADA BOTTLED | \$2,775 | \$2,490 | \$2,049 | \$1,556 | \$1,185 | \$252 | \$252 | -21.60% | -23.82% | 22.20% |
| | | IMPORT BOTTLED | \$25,720 | \$27,494 | \$28,190 | \$29,144 | \$29,372 | \$6,638 | \$6,638 | -1.98% | 0.78% | 6.96% |
| | | | RED - TOTAL | \$28,495 | \$29,984 | \$30,239 | \$30,700 | \$30,557 | \$6,890 | -2.87% | -0.46% | 7.55% |
| CHILE | ROSE | IMPORT BOTTLED | \$77 | \$131 | \$122 | \$100 | \$109 | \$25 | \$25 | 15.85% | 8.18% | 4.87% |
| | | | ROSE - TOTAL | \$77 | \$131 | \$122 | \$100 | \$109 | \$25 | 15.85% | 8.18% | 4.87% |
| | | TOTAL | | \$39,813 | \$42,732 | \$43,547 | \$44,291 | \$44,314 | \$10,302 | -0.49% | 0.05% | 8.67% |
| CHILE | WHITE | CANADA BOTTLED | \$2,024 | \$1,983 | \$1,590 | \$1,162 | \$867 | \$177 | \$177 | -25.60% | -25.40% | 23.27% |
| | | IMPORT BOTTLED | \$9,217 | \$10,635 | \$11,596 | \$12,329 | \$12,781 | \$3,210 | \$3,210 | 7.01% | 3.66% | 10.41% |
| | | | WHITE - TOTAL | \$11,240 | \$12,618 | \$13,186 | \$13,491 | \$13,648 | \$3,387 | 4.61% | 1.16% | 11.23% |
| CHINA | RED | IMPORT BOTTLED | \$61 | \$79 | \$60 | \$43 | \$23 | \$2 | \$2 | -74.32% | -45.94% | 5.48% |
| | | | RED - TOTAL | \$61 | \$79 | \$60 | \$43 | \$23 | \$2 | -74.32% | -45.94% | 5.48% |
| | | TOTAL | | \$68 | \$84 | \$64 | \$49 | \$37 | \$5 | -46.84% | -24.08% | 4.54% |
| CHINA | WHITE | IMPORT BOTTLED | \$7 | \$5 | \$3 | \$6 | \$14 | \$3 | \$3 | 31.51% | 130.51% | 2.98% |
| | | | WHITE - TOTAL | \$7 | \$5 | \$3 | \$6 | \$14 | \$3 | 31.51% | 130.51% | 2.98% |
| | | TOTAL | | \$68 | \$84 | \$64 | \$49 | \$37 | \$5 | -46.84% | -24.08% | 4.54% |
| CROATIA | RED | IMPORT BOTTLED | \$63 | \$63 | \$52 | \$38 | \$11 | \$0 | \$0 | -97.82% | -70.04% | 0.00% |
| | | | RED - TOTAL | \$63 | \$63 | \$52 | \$38 | \$11 | \$0 | -97.82% | -70.04% | 0.00% |
| | | TOTAL | | \$63 | \$63 | \$52 | \$38 | \$11 | \$0 | -97.82% | -70.04% | 0.00% |
| CROATIA | WHITE | IMPORT BOTTLED | \$1 | \$0 | \$2 | \$2 | \$0 | \$0 | \$0 | n/a | -100.00% | 0.00% |
| | | | WHITE - TOTAL | \$1 | \$0 | \$2 | \$2 | \$0 | \$0 | n/a | -100.00% | 0.00% |
| | | TOTAL | | \$1 | \$0 | \$2 | \$2 | \$0 | \$0 | n/a | -100.00% | 0.00% |

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

| | | | 2008 | 2009 | 2010 | 2011 | 2012 | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2012 |
|----------------------|-------------------|-----------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|--------------------|------------------------------|-----------------------------------|-----------------------------|
| TABLE WINE | CROATIA | TOTAL | \$65 | \$63 | \$54 | \$40 | \$11 | \$0 | -97.82% | -71.74% | 0.00% |
| | CZECH REPUBLIC | RED | IMPORT BOTTLED | \$19 | \$16 | \$4 | \$0 | \$0 | n/a | -49.93% | 0.00% |
| | | RED - TOTAL | \$19 | \$16 | \$4 | \$0 | \$0 | \$0 | n/a | -49.93% | 0.00% |
| | WHITE | IMPORT BOTTLED | \$23 | \$19 | \$6 | \$0 | \$0 | \$0 | n/a | -100.00% | 0.00% |
| | | WHITE - TOTAL | \$23 | \$19 | \$6 | \$0 | \$0 | \$0 | n/a | -100.00% | 0.00% |
| TOTAL | \$42 | \$35 | \$10 | \$0 | \$0 | \$0 | \$0 | n/a | -93.44% | 0.00% | |
| FRANCE | RED | CANADA BOTTLED | \$927 | \$1,103 | \$1,336 | \$1,191 | \$1,383 | \$337 | 14.21% | 16.07% | 1.56% |
| | | IMPORT BOTTLED | \$31,393 | \$34,583 | \$30,382 | \$31,636 | \$37,365 | \$7,667 | 17.65% | 18.11% | 9.08% |
| | | RED - TOTAL | \$32,320 | \$35,687 | \$31,718 | \$32,827 | \$38,748 | \$8,005 | 17.50% | 18.04% | 8.82% |
| | ROSE | IMPORT BOTTLED | \$684 | \$867 | \$1,160 | \$1,079 | \$1,268 | \$396 | 35.16% | 17.57% | 9.11% |
| | | ROSE - TOTAL | \$684 | \$867 | \$1,160 | \$1,079 | \$1,268 | \$396 | 35.16% | 17.57% | 9.11% |
| | WHITE | CANADA BOTTLED | \$424 | \$482 | \$570 | \$345 | \$480 | \$120 | 22.43% | 39.23% | 1.51% |
| | | IMPORT BOTTLED | \$13,043 | \$12,375 | \$11,441 | \$11,572 | \$11,763 | \$2,906 | 10.90% | 1.64% | 17.35% |
| | | WHITE - TOTAL | \$13,468 | \$12,857 | \$12,010 | \$11,917 | \$12,243 | \$3,026 | 11.32% | 2.73% | 16.73% |
| | TOTAL | \$46,471 | \$49,411 | \$44,888 | \$45,823 | \$52,259 | \$11,426 | 16.31% | 14.04% | 10.68% | |
| | GEORGIA | RED | IMPORT BOTTLED | \$0 | \$0 | \$10 | \$179 | \$178 | \$35 | -19.82% | -0.17% |
| RED - TOTAL | | | \$0 | \$0 | \$10 | \$179 | \$178 | \$35 | -19.82% | -0.17% | 1.17% |
| WHITE | | IMPORT BOTTLED | \$0 | \$0 | \$1 | \$2 | \$12 | \$3 | 278.19% | 488.22% | 0.50% |
| | | WHITE - TOTAL | \$0 | \$0 | \$1 | \$2 | \$12 | \$3 | 278.19% | 488.22% | 0.50% |
| TOTAL | | \$0 | \$0 | \$11 | \$181 | \$191 | \$38 | -14.64% | 5.54% | 1.13% | |
| GERMANY | ICE WINE WHITE | IMPORT BOTTLED | \$1 | \$0 | \$0 | \$0 | \$2 | \$0 | n/a | n/a | 0.00% |
| | | ICE WINE WHITE - TOTAL | \$1 | \$0 | \$0 | \$0 | \$2 | \$0 | n/a | n/a | 0.00% |
| | RED | IMPORT BOTTLED | \$166 | \$262 | \$225 | \$253 | \$173 | \$45 | -20.39% | -31.74% | 8.29% |
| | | RED - TOTAL | \$166 | \$262 | \$225 | \$253 | \$173 | \$45 | -20.39% | -31.74% | 8.29% |
| | WHITE | IMPORT BOTTLED | \$6,791 | \$7,193 | \$6,929 | \$7,242 | \$7,228 | \$1,631 | -2.48% | -0.20% | 7.83% |
| WHITE - TOTAL | | \$6,791 | \$7,193 | \$6,929 | \$7,242 | \$7,228 | \$1,631 | -2.48% | -0.20% | 7.83% | |

IMPORT WINE MARKET
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SALES IN RETAIL DOLLARS (000s)

| | | | 2008 | 2009 | 2010 | 2011 | 2012 | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2012 | |
|----------------------|----------------------|----------------------|----------------|----------------|----------------|----------------|----------------|--------------------|------------------------------|-----------------------------------|-----------------------------|--------|
| TABLE WINE | GERMANY | TOTAL | \$6,958 | \$7,455 | \$7,154 | \$7,495 | \$7,403 | \$1,676 | -3.06% | -1.26% | 7.84% | |
| | GREECE | RED | IMPORT BOTTLED | \$1,051 | \$875 | \$765 | \$703 | \$651 | \$147 | -9.97% | -7.42% | 65.89% |
| | | RED - TOTAL | \$1,051 | \$875 | \$765 | \$703 | \$651 | \$147 | -9.97% | -7.42% | 65.89% | |
| | ROSE | IMPORT BOTTLED | \$0 | \$1 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% | |
| | | ROSE - TOTAL | \$0 | \$1 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% | |
| | WHITE | IMPORT BOTTLED | \$789 | \$667 | \$660 | \$652 | \$587 | \$137 | -14.28% | -9.94% | 57.44% | |
| | | WHITE - TOTAL | \$789 | \$667 | \$660 | \$652 | \$587 | \$137 | -14.28% | -9.94% | 57.44% | |
| | TOTAL | \$1,840 | \$1,542 | \$1,425 | \$1,354 | \$1,237 | \$283 | -12.10% | -8.63% | 61.88% | | |
| | HUNGARY | RED | IMPORT BOTTLED | \$421 | \$291 | \$272 | \$257 | \$237 | \$47 | -9.25% | -7.81% | 1.30% |
| | | RED - TOTAL | \$421 | \$291 | \$272 | \$257 | \$237 | \$47 | -9.25% | -7.81% | 1.30% | |
| | | WHITE | IMPORT BOTTLED | \$1,154 | \$977 | \$1,058 | \$1,054 | \$1,126 | \$250 | -9.06% | 6.84% | 5.98% |
| | | WHITE - TOTAL | \$1,154 | \$977 | \$1,058 | \$1,054 | \$1,126 | \$250 | -9.06% | 6.84% | 5.98% | |
| | TOTAL | \$1,576 | \$1,268 | \$1,330 | \$1,311 | \$1,363 | \$298 | -9.09% | 3.96% | 5.16% | | |
| | INDIA | RED | IMPORT BOTTLED | \$1 | \$0 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% |
| | | RED - TOTAL | \$1 | \$0 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% | |
| ROSE | | IMPORT BOTTLED | \$4 | \$4 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% | |
| ROSE - TOTAL | | \$4 | \$4 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% | | |
| WHITE | | IMPORT BOTTLED | \$1 | \$0 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% | |
| WHITE - TOTAL | | \$1 | \$0 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% | | |
| TOTAL | \$6 | \$4 | \$0 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% | | |
| ISRAEL | RED | IMPORT BOTTLED | \$149 | \$227 | \$169 | \$164 | \$151 | \$45 | -24.15% | -7.83% | 3.50% | |
| | RED - TOTAL | \$149 | \$227 | \$169 | \$164 | \$151 | \$45 | -24.15% | -7.83% | 3.50% | | |
| | ROSE | IMPORT BOTTLED | \$0 | \$0 | \$0 | \$4 | \$16 | \$4 | 101.06% | 247.53% | 30.61% | |
| | ROSE - TOTAL | \$0 | \$0 | \$0 | \$4 | \$16 | \$4 | 101.06% | 247.53% | 30.61% | | |
| | WHITE | IMPORT BOTTLED | \$61 | \$79 | \$66 | \$80 | \$70 | \$17 | -25.42% | -13.37% | 2.13% | |
| | WHITE - TOTAL | \$61 | \$79 | \$66 | \$80 | \$70 | \$17 | -25.42% | -13.37% | 2.13% | | |

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

| | | | 2008 | 2009 | 2010 | 2011 | 2012 | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2012 | |
|----------------------|----------------------|----------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------------|--------------------------|-----------------------|--------|
| TABLE WINE | ISRAEL | TOTAL | \$210 | \$305 | \$236 | \$248 | \$236 | \$66 | -21.62% | -4.99% | 4.90% | |
| | ITALY | RED | IMPORT BOTTLED | \$38,479 | \$35,881 | \$36,707 | \$36,869 | \$38,080 | \$8,344 | -2.48% | 3.28% | 21.93% |
| | | RED - TOTAL | \$38,479 | \$35,881 | \$36,707 | \$36,869 | \$38,080 | \$8,344 | -2.48% | 3.28% | 21.93% | |
| | ROSE | IMPORT BOTTLED | \$50 | \$62 | \$246 | \$630 | \$802 | \$193 | -1.16% | 27.14% | 3.47% | |
| | | ROSE - TOTAL | \$50 | \$62 | \$246 | \$630 | \$802 | \$193 | -1.16% | 27.14% | 3.47% | |
| | WHITE | IMPORT BOTTLED | \$15,642 | \$16,175 | \$16,856 | \$18,190 | \$19,847 | \$4,865 | 8.69% | 9.11% | 22.74% | |
| | | WHITE - TOTAL | \$15,642 | \$16,175 | \$16,856 | \$18,190 | \$19,847 | \$4,865 | 8.69% | 9.11% | 22.74% | |
| | TOTAL | \$54,171 | \$52,117 | \$53,809 | \$55,689 | \$58,728 | \$13,403 | 1.32% | 5.46% | 21.95% | | |
| | LEBANON | RED | IMPORT BOTTLED | \$67 | \$26 | \$28 | \$26 | \$21 | \$5 | -29.17% | -18.68% | 23.20% |
| | | RED - TOTAL | \$67 | \$26 | \$28 | \$26 | \$21 | \$5 | -29.17% | -18.68% | 23.20% | |
| | | ROSE | IMPORT BOTTLED | \$5 | \$2 | \$1 | \$3 | \$6 | \$3 | 110.00% | 83.66% | 95.45% |
| | | ROSE - TOTAL | \$5 | \$2 | \$1 | \$3 | \$6 | \$3 | 110.00% | 83.66% | 95.45% | |
| WHITE | | IMPORT BOTTLED | \$15 | \$6 | \$6 | \$7 | \$4 | \$0 | -98.06% | -43.33% | 0.00% | |
| WHITE - TOTAL | | \$15 | \$6 | \$6 | \$7 | \$4 | \$0 | -98.06% | -43.33% | 0.00% | | |
| TOTAL | \$88 | \$35 | \$35 | \$36 | \$31 | \$7 | -21.54% | -14.34% | 40.05% | | | |
| MEXICO | RED | IMPORT BOTTLED | \$18 | \$22 | \$16 | \$20 | \$15 | \$2 | -40.11% | -26.23% | 8.98% | |
| | RED - TOTAL | \$18 | \$22 | \$16 | \$20 | \$15 | \$2 | -40.11% | -26.23% | 8.98% | | |
| | WHITE | IMPORT BOTTLED | \$1 | \$2 | \$4 | \$6 | \$2 | \$0 | -72.02% | -64.77% | 0.00% | |
| | WHITE - TOTAL | \$1 | \$2 | \$4 | \$6 | \$2 | \$0 | -72.02% | -64.77% | 0.00% | | |
| TOTAL | \$19 | \$24 | \$20 | \$26 | \$17 | \$2 | -47.59% | -35.44% | 10.13% | | | |
| MOLDOVA, REPUBLIC OF | RED | IMPORT BOTTLED | \$3 | \$1 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% | |
| | RED - TOTAL | \$3 | \$1 | \$0 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% | |
| | WHITE | IMPORT BOTTLED | \$1 | \$0 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% | |
| | WHITE - TOTAL | \$1 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% | |
| TOTAL | \$3 | \$1 | \$0 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% | | |
| MONTENEGRO | RED | IMPORT BOTTLED | \$60 | \$51 | \$53 | \$63 | \$60 | \$13 | 0.81% | -5.41% | 2.22% | |

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

| | | | | 2008 | 2009 | 2010 | 2011 | 2012 | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2012 |
|--------------------|--------------|----------------------|--------------------|----------|----------|----------|----------|----------|--------------------|------------------------------|-----------------------------------|-----------------------------|
| TABLE WINE | MONTENEGRO | RED | RED - TOTAL | \$60 | \$51 | \$53 | \$63 | \$60 | \$13 | 0.81% | -5.41% | 2.22% |
| | | | TOTAL | \$60 | \$51 | \$53 | \$63 | \$60 | \$13 | 0.81% | -5.41% | 2.22% |
| | MOROCCO | RED | IMPORT BOTTLED | \$20 | \$5 | \$0 | \$0 | \$0 | \$0 | n/a | -100.00% | 0.00% |
| | | | RED - TOTAL | \$20 | \$5 | \$0 | \$0 | \$0 | \$0 | n/a | -100.00% | 0.00% |
| | | | TOTAL | \$20 | \$5 | \$0 | \$0 | \$0 | \$0 | n/a | -100.00% | 0.00% |
| NEW ZEALAND | RED | IMPORT BOTTLED | | \$1,771 | \$1,680 | \$1,966 | \$2,255 | \$2,701 | \$698 | 32.61% | 19.79% | 18.10% |
| | | RED - TOTAL | | \$1,771 | \$1,680 | \$1,966 | \$2,255 | \$2,701 | \$698 | 32.61% | 19.79% | 18.10% |
| | ROSE | IMPORT BOTTLED | | \$51 | \$42 | \$15 | \$26 | \$5 | \$0 | -100.00% | -78.86% | 0.00% |
| | | ROSE - TOTAL | | \$51 | \$42 | \$15 | \$26 | \$5 | \$0 | -100.00% | -78.86% | 0.00% |
| | WHITE | CANADA BOTTLED | | \$0 | \$0 | \$0 | \$0 | \$5 | \$5 | n/a | n/a | 61.43% |
| | | IMPORT BOTTLED | | \$11,345 | \$12,052 | \$14,857 | \$18,025 | \$21,886 | \$5,852 | 23.35% | 21.42% | 21.68% |
| | | WHITE - TOTAL | | \$11,345 | \$12,052 | \$14,857 | \$18,025 | \$21,891 | \$5,857 | 23.46% | 21.45% | 21.69% |
| | | TOTAL | | \$13,166 | \$13,774 | \$16,838 | \$20,306 | \$24,598 | \$6,555 | 24.21% | 21.14% | 21.29% |
| PORTUGAL | RED | IMPORT BOTTLED | | \$1,571 | \$1,690 | \$1,655 | \$2,104 | \$1,832 | \$387 | -35.86% | -12.94% | 6.10% |
| | | RED - TOTAL | | \$1,571 | \$1,690 | \$1,655 | \$2,104 | \$1,832 | \$387 | -35.86% | -12.94% | 6.10% |
| | ROSE | IMPORT BOTTLED | | \$695 | \$694 | \$719 | \$872 | \$793 | \$188 | 1.06% | -9.02% | 2.47% |
| | | ROSE - TOTAL | | \$695 | \$694 | \$719 | \$872 | \$793 | \$188 | 1.06% | -9.02% | 2.47% |
| | WHITE | IMPORT BOTTLED | | \$889 | \$1,149 | \$1,302 | \$1,343 | \$1,506 | \$474 | 13.89% | 12.16% | 3.41% |
| | | WHITE - TOTAL | | \$889 | \$1,149 | \$1,302 | \$1,343 | \$1,506 | \$474 | 13.89% | 12.16% | 3.41% |
| | TOTAL | | \$3,155 | \$3,533 | \$3,676 | \$4,319 | \$4,131 | \$1,049 | -12.99% | -4.34% | 4.42% | |
| ROMANIA | RED | IMPORT BOTTLED | | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% |
| | | RED - TOTAL | | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% |
| | WHITE | IMPORT BOTTLED | | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% |
| | | WHITE - TOTAL | | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% |
| | TOTAL | | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% | |
| SLOVAK REPUBLIC | RED | IMPORT BOTTLED | | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% |

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

| | | | | 2008 | 2009 | 2010 | 2011 | 2012 | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2012 |
|----------------------|-----------------|----------------------|--------------------|----------|----------|----------|----------|----------|-----------------|------------------------|--------------------------|-----------------------|
| TABLE WINE | SLOVAK REPUBLIC | RED | RED - TOTAL | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% |
| | | TOTAL | | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% |
| SLOVENIA | RED | IMPORT BOTTLED | | \$0 | \$0 | \$0 | \$1 | \$0 | \$0 | -100.00% | -100.00% | 0.00% |
| | | RED - TOTAL | | \$0 | \$0 | \$0 | \$1 | \$0 | \$0 | -100.00% | -100.00% | 0.00% |
| | WHITE | IMPORT BOTTLED | | \$0 | \$14 | \$6 | \$1 | \$0 | \$0 | -23.05% | -81.81% | 0.00% |
| | | WHITE - TOTAL | | \$0 | \$14 | \$6 | \$1 | \$0 | \$0 | -23.05% | -81.81% | 0.00% |
| TOTAL | | | \$0 | \$14 | \$6 | \$2 | \$0 | \$0 | -54.51% | -90.16% | 0.00% | |
| SOUTH AFRICA | RED | CANADA BOTTLED | | \$12 | \$5 | \$11 | \$1 | \$0 | \$0 | n/a | -100.00% | 0.00% |
| | | IMPORT BOTTLED | | \$9,629 | \$9,716 | \$8,797 | \$8,341 | \$8,246 | \$1,822 | 1.41% | -1.14% | 5.69% |
| | | RED - TOTAL | | \$9,641 | \$9,721 | \$8,808 | \$8,343 | \$8,246 | \$1,822 | 1.41% | -1.15% | 5.69% |
| | ROSE | IMPORT BOTTLED | | \$19 | \$24 | \$8 | \$26 | \$1 | \$1 | n/a | -97.09% | 0.00% |
| | | ROSE - TOTAL | | \$19 | \$24 | \$8 | \$26 | \$1 | \$1 | n/a | -97.09% | 0.00% |
| | WHITE | CANADA BOTTLED | | \$8 | \$5 | \$9 | \$2 | \$0 | \$0 | n/a | -100.00% | 0.00% |
| IMPORT BOTTLED | | | \$4,690 | \$4,614 | \$4,545 | \$5,016 | \$5,194 | \$1,203 | -4.68% | 3.55% | 7.93% | |
| WHITE - TOTAL | | | \$4,699 | \$4,620 | \$4,554 | \$5,017 | \$5,194 | \$1,203 | -4.68% | 3.52% | 7.93% | |
| TOTAL | | | \$14,358 | \$14,365 | \$13,370 | \$13,386 | \$13,441 | \$3,026 | -1.10% | 0.41% | 6.56% | |
| SPAIN | RED | IMPORT BOTTLED | | \$12,133 | \$11,661 | \$12,105 | \$14,383 | \$16,546 | \$3,691 | 0.76% | 15.04% | 7.78% |
| | | RED - TOTAL | | \$12,133 | \$11,661 | \$12,105 | \$14,383 | \$16,546 | \$3,691 | 0.76% | 15.04% | 7.78% |
| | ROSE | IMPORT BOTTLED | | \$138 | \$243 | \$181 | \$226 | \$184 | \$61 | 34.88% | -18.71% | 13.11% |
| | | ROSE - TOTAL | | \$138 | \$243 | \$181 | \$226 | \$184 | \$61 | 34.88% | -18.71% | 13.11% |
| | WHITE | IMPORT BOTTLED | | \$685 | \$709 | \$739 | \$975 | \$1,015 | \$248 | -19.90% | 4.08% | 17.71% |
| WHITE - TOTAL | | | \$685 | \$709 | \$739 | \$975 | \$1,015 | \$248 | -19.90% | 4.08% | 17.71% | |
| TOTAL | | | \$12,956 | \$12,612 | \$13,025 | \$15,584 | \$17,745 | \$4,000 | -0.45% | 13.86% | 8.40% | |
| SWITZERLAND | RED | IMPORT BOTTLED | | \$2 | \$1 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% |
| | | RED - TOTAL | | \$2 | \$1 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% |
| | WHITE | IMPORT BOTTLED | | \$1 | \$1 | \$0 | \$9 | \$0 | \$0 | -100.00% | -99.53% | 0.00% |

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

| | | | 2008 | 2009 | 2010 | 2011 | 2012 | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2012 | |
|----------------------------------|---------------------|-------------------------------|----------------------|-----------|-----------|-----------|-----------|-----------------|------------------------|--------------------------|-----------------------|--------|
| TABLE WINE | SWITZERLAND | WHITE | WHITE - TOTAL | \$1 | \$1 | \$0 | \$9 | \$0 | -100.00% | -99.53% | 0.00% | |
| | | TOTAL | \$3 | \$2 | \$0 | \$9 | \$0 | -100.00% | -99.53% | 0.00% | | |
| TURKEY | RED | IMPORT BOTTLED | | \$0 | \$0 | \$3 | \$5 | \$5 | \$1 | -77.88% | 14.72% | 12.70% |
| | | RED - TOTAL | \$0 | \$0 | \$3 | \$5 | \$5 | \$1 | -77.88% | 14.72% | 12.70% | |
| | | TOTAL | \$0 | \$0 | \$3 | \$5 | \$5 | \$1 | -77.88% | 14.72% | 12.70% | |
| UNITED STATES OF AMERICA | ICE WINE WHITE | IMPORT BOTTLED | | \$0 | \$0 | \$0 | \$0 | \$2 | \$0 | n/a | n/a | 0.00% |
| | | ICE WINE WHITE - TOTAL | \$0 | \$0 | \$0 | \$0 | \$2 | \$0 | n/a | n/a | 0.00% | |
| | RED | CANADA BOTTLED | | \$3,585 | \$3,730 | \$3,671 | \$3,293 | \$2,888 | \$614 | -13.58% | -12.29% | 1.58% |
| | | IMPORT BOTTLED | | \$49,303 | \$49,475 | \$50,928 | \$56,254 | \$66,623 | \$15,834 | 18.07% | 18.43% | 19.37% |
| | | RED - TOTAL | \$52,888 | \$53,205 | \$54,599 | \$59,547 | \$69,511 | \$16,448 | 16.47% | 16.73% | 18.63% | |
| | ROSE | CANADA BOTTLED | | \$92 | \$89 | \$76 | \$15 | \$8 | \$2 | 3.57% | -46.00% | 0.00% |
| | | IMPORT BOTTLED | | \$4,794 | \$4,551 | \$4,332 | \$4,276 | \$4,161 | \$951 | -3.36% | -2.68% | 6.70% |
| | ROSE - TOTAL | \$4,886 | \$4,640 | \$4,408 | \$4,290 | \$4,169 | \$953 | -3.34% | -2.83% | 6.69% | | |
| | WHITE | CANADA BOTTLED | | \$1,992 | \$2,002 | \$1,907 | \$1,677 | \$1,345 | \$264 | -31.85% | -19.78% | 2.43% |
| | | IMPORT BOTTLED | | \$20,876 | \$21,972 | \$22,642 | \$24,316 | \$26,340 | \$6,460 | 4.48% | 8.33% | 15.66% |
| WHITE - TOTAL | | \$22,868 | \$23,974 | \$24,549 | \$25,993 | \$27,686 | \$6,724 | 2.34% | 6.51% | 15.02% | | |
| TOTAL | \$80,642 | \$81,818 | \$83,556 | \$89,831 | \$101,368 | \$24,125 | 11.29% | 12.84% | 17.15% | | | |
| URUGUAY | RED | IMPORT BOTTLED | | \$17 | \$17 | \$37 | \$45 | \$19 | \$3 | -40.99% | -56.78% | 1.44% |
| | | RED - TOTAL | \$17 | \$17 | \$37 | \$45 | \$19 | \$3 | -40.99% | -56.78% | 1.44% | |
| | WHITE | IMPORT BOTTLED | | \$0 | \$0 | \$0 | \$1 | \$1 | \$0 | n/a | 56.55% | 0.00% |
| | | WHITE - TOTAL | \$0 | \$0 | \$0 | \$1 | \$1 | \$0 | n/a | 56.55% | 0.00% | |
| TOTAL | \$17 | \$17 | \$37 | \$46 | \$20 | \$3 | -40.99% | -55.36% | 1.44% | | | |
| IMPORT TABLE WINE - SUMMARY | CANADA BOTTLED | IMPORT BOTTLED | | \$12,592 | \$12,144 | \$11,395 | \$9,314 | \$8,163 | \$1,771 | -13.69% | -12.36% | 7.05% |
| | | IMPORT BOTTLED | | \$416,340 | \$414,938 | \$415,098 | \$432,976 | \$463,270 | \$106,450 | 4.93% | 7.00% | 14.05% |
| IMPORT TABLE WINE - TOTAL | | \$428,932 | \$427,082 | \$426,493 | \$442,290 | \$471,433 | \$108,221 | 4.56% | 6.59% | 13.93% | | |
| SPARKLING WINE | ARGENTINA | RED | | \$0 | \$0 | \$0 | \$1 | \$2 | \$1 | 133.34% | 33.33% | 0.00% |

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|-------------------|------------------|-----------------|-----------------|-----------------|-----------------|-----------------|----------------|--------------------|------------------------------|-----------------------------------|-----------------------------|
| SPARKLING WINE | ARGENTINA | ROSE | \$0 | \$0 | \$1 | \$2 | \$4 | \$0 | -100.00% | 111.22% | 0.00% |
| | | WHITE | \$18 | \$35 | \$61 | \$40 | \$65 | \$20 | 166.93% | 63.05% | 9.87% |
| | | TOTAL | \$18 | \$35 | \$62 | \$43 | \$70 | \$21 | 152.06% | 64.09% | 11.00% |
| AUSTRALIA | RED | \$350 | \$282 | \$214 | \$177 | \$168 | \$31 | -7.36% | -5.24% | 0.52% | |
| | ROSE | \$559 | \$896 | \$1,332 | \$1,266 | \$1,207 | \$283 | 12.41% | -4.68% | 4.75% | |
| | WHITE | \$1,910 | \$2,067 | \$1,855 | \$1,612 | \$1,499 | \$295 | -3.71% | -7.04% | 5.19% | |
| | TOTAL | \$2,820 | \$3,245 | \$3,401 | \$3,056 | \$2,874 | \$608 | 2.95% | -5.96% | 4.73% | |
| AUSTRIA | ROSE | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% | |
| | TOTAL | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% | |
| CHILE | RED | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% | |
| | ROSE | \$99 | \$284 | \$277 | \$338 | \$337 | \$63 | -22.64% | -0.35% | 1.58% | |
| | WHITE | \$18 | \$11 | \$0 | \$2 | \$2 | \$0 | n/a | 26.12% | 0.00% | |
| | TOTAL | \$117 | \$295 | \$278 | \$340 | \$339 | \$63 | -22.64% | -0.22% | 1.58% | |
| CHINA | WHITE | \$0 | \$0 | \$0 | \$1 | \$4 | \$1 | 50.86% | 275.06% | 2.30% | |
| | TOTAL | \$0 | \$0 | \$0 | \$1 | \$4 | \$1 | 50.86% | 275.06% | 2.30% | |
| CZECH REPUBLIC | WHITE | \$13 | \$16 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% | |
| | TOTAL | \$13 | \$16 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% | |
| FRANCE | RED | \$0 | \$0 | \$0 | \$0 | \$21 | \$0 | n/a | n/a | 0.00% | |
| | ROSE | \$1,056 | \$1,158 | \$1,190 | \$1,434 | \$1,599 | \$327 | 7.22% | 11.48% | 17.30% | |
| | ROSE TABLE WINE | \$0 | \$0 | \$4 | \$55 | \$104 | \$23 | 129.98% | 90.25% | 6.83% | |
| | WHITE | \$11,519 | \$10,276 | \$9,989 | \$9,784 | \$10,159 | \$1,920 | -0.06% | 3.83% | 28.26% | |
| | WHITE TABLE WINE | \$95 | \$140 | \$154 | \$204 | \$155 | \$30 | -26.95% | -23.97% | 12.69% | |
| | TOTAL | \$12,671 | \$11,574 | \$11,336 | \$11,477 | \$12,039 | \$2,301 | 1.01% | 4.71% | 26.41% | |
| GERMANY | ROSE | \$0 | \$0 | \$256 | \$257 | \$344 | \$61 | 48.97% | 33.92% | 3.83% | |
| | WHITE | \$2,526 | \$2,538 | \$2,649 | \$2,863 | \$2,804 | \$478 | -3.82% | -2.07% | 11.50% | |
| | TOTAL | \$2,527 | \$2,538 | \$2,904 | \$3,120 | \$3,148 | \$539 | 0.23% | 0.89% | 10.66% | |

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|----------------|--------------------------------|--------------|----------------|----------------|----------------|----------------|----------------|--------------------|------------------------------|-----------------------------------|-----------------------------|
| SPARKLING WINE | HUNGARY | WHITE | \$221 | \$295 | \$312 | \$306 | \$265 | \$46 | -22.95% | -13.59% | 2.32% |
| | | TOTAL | \$221 | \$295 | \$312 | \$306 | \$265 | \$46 | -22.95% | -13.59% | 2.32% |
| | INDIA | WHITE | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% |
| | | TOTAL | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% |
| | ISRAEL | WHITE | \$4 | \$0 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% |
| | | TOTAL | \$4 | \$0 | \$0 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% |
| | ITALY | RED | \$0 | \$0 | \$1 | \$0 | \$3 | \$1 | n/a | n/a | 42.86% |
| | | ROSE | \$83 | \$143 | \$236 | \$229 | \$226 | \$40 | -8.89% | -1.27% | 13.18% |
| | | WHITE | \$2,464 | \$2,847 | \$3,447 | \$3,886 | \$4,435 | \$922 | 12.50% | 14.13% | 24.48% |
| | | TOTAL | \$2,547 | \$2,990 | \$3,684 | \$4,115 | \$4,664 | \$962 | 11.42% | 13.27% | 23.95% |
| | NEW ZEALAND | ROSE | \$0 | \$4 | \$1 | \$3 | \$99 | \$27 | 1,567.92% | 3,765.92% | 6.14% |
| | | WHITE | \$90 | \$98 | \$59 | \$229 | \$353 | \$64 | -6.90% | 54.43% | 8.26% |
| | | TOTAL | \$90 | \$102 | \$60 | \$231 | \$452 | \$92 | 29.73% | 95.49% | 7.80% |
| | PORTUGAL | ROSE | \$0 | \$12 | \$13 | \$8 | \$0 | \$0 | -100.00% | -100.00% | 0.00% |
| | | WHITE | \$0 | \$6 | \$6 | \$6 | \$4 | \$1 | 8,158.21% | -33.52% | 34.09% |
| | | TOTAL | \$0 | \$18 | \$19 | \$15 | \$4 | \$1 | 3,018.67% | -71.37% | 34.09% |
| | SOUTH AFRICA | ROSE | \$0 | \$6 | \$3 | \$3 | \$3 | \$0 | -75.00% | 10.01% | 0.00% |
| | | WHITE | \$50 | \$42 | \$328 | \$307 | \$256 | \$60 | -15.99% | -16.64% | 5.64% |
| | | TOTAL | \$50 | \$48 | \$331 | \$310 | \$259 | \$60 | -16.86% | -16.41% | 5.64% |
| | SPAIN | RED | \$1 | \$0 | \$1 | \$1 | \$1 | \$0 | -100.00% | 93.98% | 0.00% |
| | | ROSE | \$307 | \$287 | \$311 | \$361 | \$277 | \$50 | -25.62% | -23.23% | 12.49% |
| | | WHITE | \$4,791 | \$4,480 | \$4,686 | \$4,815 | \$4,729 | \$923 | -1.65% | -1.77% | 16.73% |
| | | TOTAL | \$5,098 | \$4,768 | \$4,997 | \$5,176 | \$5,008 | \$973 | -3.30% | -3.26% | 16.49% |
| | UNITED STATES OF AMERICA | ROSE | \$26 | \$85 | \$250 | \$97 | \$33 | \$5 | -64.61% | -66.06% | 0.67% |
| | | WHITE | \$2,109 | \$1,802 | \$1,904 | \$1,898 | \$1,788 | \$335 | -14.11% | -5.76% | 11.46% |
| | | TOTAL | \$2,135 | \$1,887 | \$2,154 | \$1,995 | \$1,821 | \$340 | -15.92% | -8.71% | 11.26% |

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

| | 2008 | 2009 | 2010 | 2011 | 2012 | CURRENT QUARTER | % CHG SAME QTR PREV YR | % CHG CURR YR VS PREV YR | LICENSEE % SALES 2012 |
|---|------------------|------------------|------------------|------------------|------------------|--------------------|------------------------------|-----------------------------------|-----------------------------|
| IMPORT SPARKLING WINE - TOTAL | \$28,310 | \$27,813 | \$29,537 | \$30,185 | \$30,947 | \$6,009 | 0.57% | 2.53% | 18.95% |
| WINE - GIFT PACKS | | | | | | | | | |
| AUSTRALIA | \$502 | \$128 | \$127 | \$61 | \$0 | \$0 | -100.00% | -99.92% | 0.00% |
| CHILE | \$0 | \$0 | \$0 | \$0 | \$17 | \$1 | n/a | n/a | 0.70% |
| FRANCE | \$96 | \$57 | \$87 | \$160 | \$156 | \$5 | -48.42% | -2.55% | 1.77% |
| ITALY | \$42 | \$84 | \$0 | \$0 | \$30 | \$0 | n/a | n/a | 0.00% |
| PORTUGAL | \$0 | \$7 | \$3 | \$0 | \$0 | \$0 | n/a | n/a | 0.00% |
| SOUTH AFRICA | \$0 | \$0 | \$101 | \$0 | \$0 | \$0 | n/a | -100.00% | 0.00% |
| SPAIN | \$0 | \$0 | \$48 | \$24 | \$0 | \$0 | n/a | -100.00% | 0.00% |
| UNITED STATES OF AMERICA | \$4 | \$0 | \$0 | \$0 | \$43 | \$0 | n/a | n/a | 0.00% |
| IMPORT WINE - GIFT PACKS - TOTAL | \$643 | \$276 | \$366 | \$245 | \$246 | \$5 | -41.24% | 0.38% | 2.22% |
| IMPORT WINE - TOTAL | \$475,058 | \$471,602 | \$472,249 | \$488,842 | \$518,744 | \$117,620 | 4.22% | 6.12% | 14.58% |

GLOSSARY AND EXPLANATORY NOTES

| | |
|--|--|
| "CANADA BOTTLED" | This is used in the imported wine market section to show wines that were imported in bulk and bottled in Canada. |
| "IMPORT BOTTLED" | This is used in the imported wine market section to indicate imported wine bottled outside of Canada. |
| Domestic Beer | a) Breweries with annual production of over 160,000 HL are commercial breweries b) Breweries with annual production of up to 160,000 HL include regional breweries, small breweries and brew pubs |
| Negative Sales | Occasionally, negative sales are reported. This is usually due to adjustments or product returns. |
| Periods | Refers to the LDB's financial periods which correspond approximately to calendar months. |
| Retail Dollar Sales | Value of sales before any applicable discounts are applied and without GST or PST. |
| Vintners Quality Alliance (VQA) | This is a quality designation for wine. British Columbia VQA wines are made entirely from grapes grown in the province and are certified by a panel of experts. |

Contact Information

For more information about the Quarterly Market Review, please contact the LDB's Information and Privacy Department:

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