

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

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013	
TABLE WINE	UNITED STATES OF AMERICA	ICE WINE WHITE	ICE WINE WHITE - TOTAL	0	0	0	14	0	n/a	-100.00%	0.00%	
		RED	CANADA BOTTLED	502,540	494,430	425,260	371,858	310,915	68,265	-12.17%	-16.39%	1.53%
			IMPORT BOTTLED	2,727,460	2,813,397	2,962,058	3,431,133	3,936,976	881,112	6.07%	14.74%	12.62%
			RED - TOTAL	3,230,000	3,307,827	3,387,318	3,802,991	4,247,891	949,376	4.51%	11.70%	11.81%
		ROSE	CANADA BOTTLED	11,858	10,198	1,920	1,035	225	0	-100.00%	-78.26%	0.00%
			IMPORT BOTTLED	507,571	490,288	471,520	464,050	466,907	106,619	-0.28%	0.62%	5.25%
			ROSE - TOTAL	519,428	500,487	473,440	465,084	467,132	106,619	-0.52%	0.44%	5.25%
		WHITE	CANADA BOTTLED	269,318	257,808	217,830	173,778	119,562	24,408	-26.60%	-31.20%	2.31%
			IMPORT BOTTLED	1,625,352	1,679,681	1,713,152	1,830,684	1,913,514	451,885	1.88%	4.52%	10.54%
			WHITE - TOTAL	1,894,671	1,937,489	1,930,982	2,004,463	2,033,076	476,292	-0.10%	1.43%	10.06%
			TOTAL	5,644,099	5,745,803	5,791,740	6,272,551	6,748,099	1,532,288	2.68%	7.58%	10.83%
	URUGUAY	RED	IMPORT BOTTLED	738	1,794	2,252	958	788	107	-34.70%	-17.70%	0.00%
			RED - TOTAL	738	1,794	2,252	958	788	107	-34.70%	-17.70%	0.00%
		WHITE	IMPORT BOTTLED	0	9	27	52	-1	0	n/a	-101.45%	0.00%
			WHITE - TOTAL	0	9	27	52	-1	0	n/a	-101.45%	0.00%
			TOTAL	738	1,803	2,278	1,010	788	107	-34.70%	-21.99%	0.00%
	IMPORT TABLE WINE - SUMMARY		CANADA BOTTLED	1,528,988	1,456,734	1,143,278	1,018,564	917,845	200,377	-8.41%	-9.89%	7.44%
			IMPORT BOTTLED	26,013,938	26,403,511	26,555,594	27,682,999	28,158,367	6,347,643	-0.81%	1.72%	11.07%
			IMPORT TABLE WINE - TOTAL	27,542,926	27,860,245	27,698,872	28,701,563	29,076,212	6,548,020	-1.06%	1.31%	10.95%
	SPARKLING WINE	ARGENTINA	RED	0	0	45	81	0	0	-100.00%	-100.00%	0.00%
			ROSE	0	81	72	202	436	252	n/a	115.56%	62.89%
			WHITE	1,683	2,966	1,929	3,447	5,568	957	-4.27%	61.51%	6.25%
			TOTAL	1,683	3,046	2,046	3,731	6,004	1,209	-7.60%	60.94%	10.37%
		AUSTRALIA	RED	13,897	11,666	9,951	9,566	8,203	1,811	3.96%	-14.25%	0.81%
			ROSE	57,356	82,793	77,970	75,558	81,501	17,634	1.33%	7.86%	3.89%
			WHITE	124,174	110,521	93,734	91,572	104,500	18,526	2.71%	14.12%	5.02%

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SPARKLING WINE	AUSTRALIA	TOTAL	195,428	204,980	181,656	176,696	194,203	37,971	2.12%	9.91%	4.37%
	AUSTRIA	ROSE	0	0	0	9	9	0	n/a	0.00%	0.00%
		TOTAL	0	0	0	9	9	0	n/a	0.00%	0.00%
	CHILE	ROSE	13,308	14,369	17,727	17,964	15,756	2,539	-26.23%	-12.30%	1.38%
		WHITE	693	4	86	123	22	0	n/a	-81.71%	0.00%
		TOTAL	14,001	14,373	17,813	18,087	15,778	2,539	-26.23%	-12.77%	1.38%
	CHINA	WHITE	0	0	44	174	88	2	-97.62%	-49.57%	0.00%
		TOTAL	0	0	44	174	88	2	-97.62%	-49.57%	0.00%
	CZECH REPUBLIC	WHITE	1,043	4	0	0	0	0	n/a	n/a	0.00%
		TOTAL	1,043	4	0	0	0	0	n/a	n/a	0.00%
	FRANCE	RED	0	0	0	1,979	0	0	n/a	-100.00%	0.00%
		ROSE	31,037	31,281	39,350	46,710	46,625	10,426	9.55%	-0.18%	9.65%
		ROSE TABLE WINE	0	138	1,839	3,538	3,984	789	0.86%	12.59%	5.48%
		WHITE	180,659	174,918	170,301	173,675	184,703	34,526	3.04%	6.35%	24.93%
		WHITE TABLE WINE	4,714	5,209	6,778	5,110	5,483	1,038	6.54%	7.29%	15.51%
		TOTAL	216,410	211,546	218,267	231,014	240,796	46,778	4.46%	4.23%	21.44%
	GERMANY	ROSE	0	15,326	15,406	19,387	20,264	3,227	-3.28%	4.52%	4.60%
		WHITE	149,155	156,530	162,878	155,537	156,333	25,433	-1.44%	0.51%	12.15%
		TOTAL	149,155	171,855	178,285	174,924	176,597	28,661	-1.65%	0.96%	11.28%
	HUNGARY	ROSE	0	0	0	0	94	32	n/a	n/a	0.00%
		WHITE	18,580	19,621	18,916	15,642	12,619	2,505	-3.77%	-19.33%	1.26%
	TOTAL	18,580	19,621	18,916	15,642	12,713	2,536	-3.77%	-19.33%	1.26%	
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	40	0	94	34	14	-40.00%	-64.29%	6.67%	
	ROSE	5,451	11,446	11,688	11,442	12,918	2,095	13.38%	12.90%	10.74%	

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SPARKLING WINE	ITALY	WHITE	134,716	161,150	178,710	208,724	278,188	64,818	52.36%	33.28%	22.82%
		TOTAL	140,167	172,636	190,398	220,261	291,140	66,926	50.70%	32.18%	22.28%
NEW ZEALAND		ROSE	180	36	180	3,518	5,309	1,066	11.19%	50.94%	10.48%
		WHITE	4,824	3,076	8,334	13,411	13,126	2,157	-13.76%	-2.13%	8.31%
		TOTAL	5,004	3,112	8,514	16,928	18,435	3,223	-6.85%	8.90%	8.94%
PORTUGAL		ROSE	526	527	477	0	0	0	n/a	n/a	0.00%
		WHITE	270	279	421	198	310	122	107.69%	56.44%	11.38%
		TOTAL	796	806	898	198	310	122	107.69%	56.44%	11.38%
SOUTH AFRICA		ROSE	179	90	90	99	153	9	0.00%	54.55%	0.00%
		WHITE	1,492	20,438	18,662	16,125	15,692	3,724	-2.68%	-2.68%	5.04%
		TOTAL	1,671	20,528	18,752	16,224	15,845	3,734	-2.68%	-2.33%	5.04%
SPAIN		RED	0	18	22	58	0	0	n/a	-100.00%	0.00%
		ROSE	13,849	16,892	20,266	14,504	12,266	2,235	-12.61%	-15.43%	10.28%
		WHITE	241,845	262,928	266,986	256,489	263,246	50,732	1.40%	2.63%	17.49%
		TOTAL	255,694	279,838	287,275	271,051	275,512	52,967	0.72%	1.65%	17.17%
UNITED STATES OF AMERICA		ROSE	5,865	20,198	8,122	2,900	2,046	315	-31.26%	-29.44%	4.84%
		WHITE	111,591	114,429	108,083	102,349	99,982	20,339	6.03%	-2.31%	11.16%
		TOTAL	117,456	134,627	116,205	105,248	102,028	20,654	5.16%	-3.06%	11.03%
IMPORT SPARKLING WINE - TOTAL			1,117,091	1,236,972	1,239,070	1,250,187	1,349,458	267,321	10.35%	7.94%	15.33%
WINE - GIFT PACKS	AUSTRALIA		8,822	7,106	3,934	3	0	0	n/a	-100.00%	0.00%
	CHILE		0	0	0	859	318	48	33.33%	-62.97%	7.23%
	FRANCE		414	959	1,762	1,892	2,640	194	207.14%	39.52%	2.22%
	ITALY		3,113	2	0	1,800	0	0	-100.00%	-100.00%	0.00%
	PORTUGAL		40	20	0	0	0	0	n/a	n/a	0.00%
	SOUTH AFRICA		0	8,680	2	0	2,882	11	n/a	n/a	0.42%
	SPAIN		0	2,065	1,012	0	2,343	69	n/a	n/a	0.72%

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WINE - GIFT PACKS	UNITED STATES OF AMERICA	2	0	0	2,913	14	14	n/a	-99.54%	0.00%
IMPORT WINE - GIFT PACKS - TOTAL		12,390	18,832	6,710	7,467	8,196	335	219.29%	9.76%	1.35%
IMPORT WINE - TOTAL		29,698,899	30,095,482	29,907,016	30,923,861	31,391,646	7,017,680	-0.75%	1.51%	11.71%

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			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
APERITIF, DESSERT AND FORTIFIED WINE	FLAVOURED	AUSTRALIA	\$75	\$64	\$71	\$56	\$47	\$8	-7.06%	-16.65%	2.39%
		CHINA	\$0	\$2	\$38	\$30	\$28	\$6	19.62%	-7.31%	3.00%
		FRANCE	\$0	\$0	\$0	\$11	\$21	\$1	-90.86%	86.36%	0.00%
		ITALY	\$4	\$0	\$179	\$365	\$323	\$58	-27.82%	-11.64%	14.66%
		SLOVAK REPUBLIC	\$0	\$0	\$0	\$0	\$1	\$0	n/a	n/a	0.00%
		SOUTH AFRICA	\$0	\$0	\$0	\$30	\$18	\$14	-54.67%	-39.99%	0.00%
		UNITED STATES OF AMERICA	\$97	\$23	\$26	\$53	\$351	\$55	145.11%	564.57%	0.33%
		FLAVOURED	\$176	\$90	\$314	\$546	\$789	\$141	-7.35%	44.35%	6.74%
FRUIT	DENMARK	\$0	\$0	\$0	\$0	\$0	\$0	100.00%	200.00%	0.00%	
	FRANCE	\$0	\$0	\$1	\$0	\$0	\$0	n/a	0.00%	0.00%	
	JAPAN	\$265	\$284	\$282	\$297	\$309	\$69	5.64%	3.80%	30.90%	
	KOREA - SOUTH	\$5	\$3	\$4	\$4	\$16	\$12	1,813.52%	328.14%	27.88%	
	TURKEY	\$0	\$1	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
	UNITED STATES OF AMERICA	\$36	\$38	\$64	\$64	\$150	\$33	136.94%	132.74%	29.24%	
	FRUIT	\$305	\$325	\$351	\$366	\$475	\$114	42.82%	29.87%	30.31%	
MADEIRA	PORTUGAL	\$173	\$177	\$178	\$171	\$162	\$31	9.13%	-5.12%	25.00%	
	MADEIRA	\$173	\$177	\$178	\$171	\$162	\$31	9.13%	-5.12%	25.00%	
MONTILLA	SPAIN	\$203	\$179	\$189	\$207	\$221	\$48	11.29%	6.71%	6.92%	
	MONTILLA	\$203	\$179	\$189	\$207	\$221	\$48	11.29%	6.71%	6.92%	
OTHER	AUSTRALIA	\$0	\$0	\$0	\$5	\$7	\$1	22.40%	39.06%	0.00%	
	OTHER	\$0	\$0	\$0	\$5	\$7	\$1	22.40%	39.06%	0.00%	
OTHER FORTIFIED	ARGENTINA	\$0	\$0	\$1	\$0	\$0	\$0	n/a	-100.00%	0.00%	
	AUSTRALIA	\$20	\$25	\$25	\$21	\$7	\$1	-80.35%	-66.45%	0.00%	
	CHINA	\$146	\$136	\$165	\$155	\$139	\$25	-19.40%	-10.06%	17.38%	
	FRANCE	\$569	\$555	\$551	\$578	\$589	\$120	-5.52%	1.85%	10.48%	
	GREECE	\$3	\$1	\$2	\$0	\$0	\$0	n/a	-100.00%	0.00%	

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APERITIF, DESSERT AND FORTIFIED WINE	OTHER FORTIFIED	ITALY	\$317	\$319	\$319	\$316	\$310	\$60	-5.56%	-1.95%	31.82%
		JAPAN	\$3	\$9	\$30	\$62	\$84	\$23	31.43%	34.31%	82.90%
		KOREA - SOUTH	\$126	\$103	\$124	\$133	\$159	\$41	35.81%	19.57%	37.02%
		SPAIN	\$0	\$2	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
		UNITED STATES OF AMERICA	\$76	\$65	\$63	\$62	\$54	\$11	-5.87%	-13.87%	26.24%
		URUGUAY	\$0	\$0	\$1	\$0	\$0	\$0	n/a	n/a	0.00%
		OTHER FORTIFIED	\$1,260	\$1,216	\$1,281	\$1,328	\$1,341	\$280	-1.05%	1.04%	24.51%
PORT	AUSTRALIA	\$524	\$401	\$348	\$324	\$329	\$69	2.08%	1.63%	14.10%	
	PORTUGAL	\$3,252	\$3,285	\$3,315	\$3,047	\$2,966	\$532	1.16%	-2.66%	11.64%	
	SOUTH AFRICA	\$302	\$262	\$299	\$295	\$202	\$5	-91.36%	-31.54%	9.54%	
	UNITED STATES OF AMERICA	\$1	\$1	\$2	\$4	\$2	\$0	-28.93%	-41.17%	0.00%	
PORT	\$4,079	\$3,949	\$3,964	\$3,669	\$3,499	\$607	-7.29%	-4.64%	11.76%		
SAKE	JAPAN	\$1,660	\$1,725	\$1,896	\$2,040	\$2,306	\$528	12.65%	13.05%	51.33%	
	KOREA - SOUTH	\$48	\$40	\$29	\$38	\$34	\$8	6.26%	-10.10%	44.61%	
	UNITED STATES OF AMERICA	\$3,200	\$3,187	\$3,152	\$3,190	\$3,173	\$693	-2.35%	-0.55%	57.08%	
SAKE	\$4,907	\$4,952	\$5,077	\$5,268	\$5,512	\$1,229	3.63%	4.65%	54.60%		
SHERRY	AUSTRALIA	\$384	\$381	\$481	\$496	\$417	\$90	1.96%	-15.96%	1.15%	
	NEW ZEALAND	\$394	\$318	\$19	\$0	\$0	\$0	n/a	100.00%	0.00%	
	SOUTH AFRICA	\$361	\$284	\$342	\$257	\$184	\$3	-94.99%	-28.24%	0.37%	
	SPAIN	\$1,518	\$1,426	\$1,446	\$1,374	\$1,340	\$245	-3.01%	-2.46%	2.83%	
SHERRY	\$2,656	\$2,409	\$2,288	\$2,126	\$1,941	\$339	-16.75%	-8.72%	2.23%		
VERMOUTH	FRANCE	\$241	\$228	\$220	\$218	\$180	\$40	-15.40%	-17.55%	15.23%	
	ITALY	\$2,425	\$2,321	\$2,254	\$2,207	\$2,205	\$484	-3.67%	-0.08%	7.24%	
	SLOVAK REPUBLIC	\$0	\$0	\$0	\$0	\$1	\$0	n/a	n/a	0.00%	
	UNITED STATES OF AMERICA	\$5	\$6	\$9	\$8	\$12	\$4	276.64%	50.71%	0.00%	
VERMOUTH	\$2,671	\$2,555	\$2,483	\$2,433	\$2,398	\$528	-4.17%	-1.48%	8.03%		

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IMPORT APERITIF, DESSERT AND FORTIFIED WINE - TOTAL			\$16,431	\$15,853	\$16,124	\$16,119	\$16,346	\$3,317	-2.01%	1.41%	25.91%	
TABLE WINE	ARGENTINA	RED	IMPORT BOTTLED	\$25,963	\$33,998	\$38,504	\$41,569	\$41,260	\$8,982	-2.34%	-0.74%	14.50%
		RED - TOTAL	\$25,963	\$33,998	\$38,504	\$41,569	\$41,260	\$8,982	-2.34%	-0.74%	14.50%	
	ROSE	IMPORT BOTTLED	\$27	\$71	\$118	\$134	\$79	\$13	-0.09%	-40.94%	2.27%	
		ROSE - TOTAL	\$27	\$71	\$118	\$134	\$79	\$13	-0.09%	-40.94%	2.27%	
	WHITE	IMPORT BOTTLED	\$3,039	\$4,056	\$4,468	\$4,978	\$4,753	\$1,069	-12.58%	-4.53%	8.28%	
		WHITE - TOTAL	\$3,039	\$4,056	\$4,468	\$4,978	\$4,753	\$1,069	-12.58%	-4.53%	8.28%	
	TOTAL		\$29,028	\$38,125	\$43,089	\$46,681	\$46,091	\$10,063	-3.54%	-1.26%	13.84%	
	ARMENIA	WHITE	IMPORT BOTTLED	\$1	\$0	\$0	\$0	\$0	\$0	n/a	-100.00%	0.00%
			WHITE - TOTAL	\$1	\$0	\$0	\$0	\$0	\$0	n/a	-100.00%	0.00%
		TOTAL		\$1	\$0	\$0	\$0	\$0	\$0	n/a	-100.00%	0.00%
	AUSTRALIA	RED	CANADA BOTTLED	\$136	\$113	\$51	\$0	\$0	\$0	n/a	-100.00%	0.00%
			IMPORT BOTTLED	\$85,152	\$76,012	\$71,879	\$70,081	\$62,238	\$12,667	-16.37%	-11.19%	10.63%
RED - TOTAL			\$85,288	\$76,125	\$71,930	\$70,081	\$62,238	\$12,667	-16.37%	-11.19%	10.63%	
ROSE		IMPORT BOTTLED	\$296	\$294	\$238	\$189	\$221	\$62	35.07%	17.23%	4.02%	
		ROSE - TOTAL	\$296	\$294	\$238	\$189	\$221	\$62	35.07%	17.23%	4.02%	
WHITE		CANADA BOTTLED	\$119	\$62	\$21	\$0	\$0	\$0	n/a	n/a	0.00%	
		IMPORT BOTTLED	\$30,868	\$28,487	\$26,601	\$27,006	\$26,505	\$5,857	-6.23%	-1.85%	7.13%	
		WHITE - TOTAL	\$30,987	\$28,550	\$26,622	\$27,006	\$26,505	\$5,857	-6.23%	-1.85%	7.13%	
TOTAL		\$116,570	\$104,969	\$98,790	\$97,275	\$88,965	\$18,587	-13.30%	-8.54%	9.57%		
AUSTRIA		RED	IMPORT BOTTLED	\$24	\$31	\$17	\$29	\$34	\$7	-27.07%	16.76%	3.84%
	RED - TOTAL		\$24	\$31	\$17	\$29	\$34	\$7	-27.07%	16.76%	3.84%	
	ROSE	IMPORT BOTTLED	\$6	\$6	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
		ROSE - TOTAL	\$6	\$6	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
	WHITE	IMPORT BOTTLED	\$173	\$212	\$287	\$225	\$166	\$37	-35.71%	-26.41%	22.97%	
		WHITE - TOTAL	\$173	\$212	\$287	\$225	\$166	\$37	-35.71%	-26.41%	22.97%	

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SALES IN RETAIL DOLLARS (000s)

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013	
TABLE WINE	AUSTRIA	TOTAL	\$203	\$250	\$304	\$254	\$200	\$43	-34.54%	-21.49%	19.73%	
	BULGARIA	RED	IMPORT BOTTLED	\$12	\$0	\$4	\$12	\$16	\$3	68.27%	32.73%	-1.29%
		RED - TOTAL	\$12	\$0	\$4	\$12	\$16	\$3	68.27%	32.73%	-1.29%	
	WHITE	IMPORT BOTTLED	\$0	\$0	\$6	\$14	\$3	\$0	-83.39%	-80.94%	0.00%	
		WHITE - TOTAL	\$0	\$0	\$6	\$14	\$3	\$0	-83.39%	-80.94%	0.00%	
	TOTAL	\$12	\$0	\$10	\$26	\$18	\$3	-16.27%	-29.48%	-0.40%		
	CHILE	RED	CANADA BOTTLED	\$2,490	\$2,049	\$1,556	\$1,185	\$857	\$180	-28.73%	-27.69%	25.59%
			IMPORT BOTTLED	\$27,494	\$28,190	\$29,144	\$29,372	\$27,963	\$6,235	-6.06%	-4.80%	6.49%
			RED - TOTAL	\$29,984	\$30,239	\$30,700	\$30,557	\$28,820	\$6,415	-6.89%	-5.69%	7.06%
		ROSE	IMPORT BOTTLED	\$131	\$122	\$100	\$109	\$65	\$11	-54.56%	-39.69%	4.30%
			ROSE - TOTAL	\$131	\$122	\$100	\$109	\$65	\$11	-54.56%	-39.69%	4.30%
		WHITE	CANADA BOTTLED	\$1,983	\$1,590	\$1,162	\$867	\$690	\$145	-18.07%	-20.45%	26.08%
			IMPORT BOTTLED	\$10,635	\$11,596	\$12,329	\$12,781	\$12,968	\$3,035	-5.43%	1.46%	9.42%
			WHITE - TOTAL	\$12,618	\$13,186	\$13,491	\$13,648	\$13,658	\$3,180	-6.09%	0.07%	10.26%
		TOTAL	\$42,732	\$43,547	\$44,291	\$44,314	\$42,543	\$9,607	-6.75%	-4.00%	8.09%	
CHINA		RED	IMPORT BOTTLED	\$79	\$60	\$43	\$23	\$9	\$1	-10.59%	-61.75%	2.77%
	RED - TOTAL		\$79	\$60	\$43	\$23	\$9	\$1	-10.59%	-61.75%	2.77%	
	WHITE	IMPORT BOTTLED	\$5	\$3	\$6	\$14	\$15	\$1	-76.96%	9.22%	14.67%	
		WHITE - TOTAL	\$5	\$3	\$6	\$14	\$15	\$1	-76.96%	9.22%	14.67%	
	TOTAL	\$84	\$64	\$49	\$37	\$24	\$2	-53.22%	-35.05%	10.30%		
CROATIA	RED	IMPORT BOTTLED	\$63	\$52	\$38	\$11	\$3	\$0	-100.00%	-74.52%	0.00%	
		RED - TOTAL	\$63	\$52	\$38	\$11	\$3	\$0	-100.00%	-74.52%	0.00%	
	WHITE	IMPORT BOTTLED	\$0	\$2	\$2	\$0	\$0	\$0	n/a	n/a	0.00%	
		WHITE - TOTAL	\$0	\$2	\$2	\$0	\$0	\$0	n/a	n/a	0.00%	
TOTAL	\$63	\$54	\$40	\$11	\$3	\$0	-100.00%	-74.52%	0.00%			
CZECH REPUBLIC	RED	IMPORT BOTTLED	\$16	\$4	\$0	\$0	\$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)

				2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	CZECH REPUBLIC	RED	RED - TOTAL	\$16	\$4	\$0	\$0	\$0	\$0	n/a	-100.00%	0.00%
		WHITE	IMPORT BOTTLED	\$19	\$6	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
			WHITE - TOTAL	\$19	\$6	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
		TOTAL		\$35	\$10	\$0	\$0	\$0	\$0	n/a	-100.00%	0.00%
FRANCE	RED	CANADA BOTTLED		\$1,103	\$1,336	\$1,191	\$1,383	\$1,650	\$367	8.94%	19.35%	1.52%
		IMPORT BOTTLED		\$34,583	\$30,382	\$31,636	\$37,338	\$39,511	\$6,619	-13.39%	5.82%	8.43%
		RED - TOTAL		\$35,687	\$31,718	\$32,827	\$38,721	\$41,162	\$6,986	-12.45%	6.30%	8.15%
	ROSE	IMPORT BOTTLED		\$867	\$1,160	\$1,079	\$1,275	\$1,548	\$509	26.67%	21.41%	8.96%
		ROSE - TOTAL		\$867	\$1,160	\$1,079	\$1,275	\$1,548	\$509	26.67%	21.41%	8.96%
	WHITE	CANADA BOTTLED		\$482	\$570	\$345	\$480	\$567	\$126	4.76%	18.16%	1.44%
		IMPORT BOTTLED		\$12,376	\$11,441	\$11,572	\$11,785	\$12,278	\$2,770	-5.32%	4.18%	17.12%
		WHITE - TOTAL		\$12,858	\$12,011	\$11,917	\$12,265	\$12,845	\$2,895	-4.92%	4.73%	16.42%
TOTAL		\$49,411	\$44,889	\$45,823	\$52,261	\$55,554	\$10,391	-9.07%	6.30%	10.09%		
GEORGIA	RED	IMPORT BOTTLED		\$0	\$10	\$179	\$178	\$249	\$54	53.30%	39.83%	1.59%
		RED - TOTAL		\$0	\$10	\$179	\$178	\$249	\$54	53.30%	39.83%	1.59%
	WHITE	IMPORT BOTTLED		\$0	\$1	\$2	\$12	\$40	\$6	115.75%	224.35%	1.19%
		WHITE - TOTAL		\$0	\$1	\$2	\$12	\$40	\$6	115.75%	224.35%	1.19%
TOTAL		\$0	\$11	\$181	\$191	\$290	\$60	58.11%	51.86%	1.53%		
GERMANY	ICE WINE WHITE	IMPORT BOTTLED		\$0	\$0	\$0	\$2	\$1	\$0	-100.00%	-52.63%	0.00%
		ICE WINE WHITE - TOTAL		\$0	\$0	\$0	\$2	\$1	\$0	-100.00%	-52.63%	0.00%
	RED	IMPORT BOTTLED		\$262	\$225	\$253	\$173	\$199	\$40	-10.97%	14.99%	4.66%
		RED - TOTAL		\$262	\$225	\$253	\$173	\$199	\$40	-10.97%	14.99%	4.66%
	WHITE	IMPORT BOTTLED		\$7,193	\$6,929	\$7,242	\$7,228	\$7,205	\$1,530	-6.18%	-0.31%	8.44%
		WHITE - TOTAL		\$7,193	\$6,929	\$7,242	\$7,228	\$7,205	\$1,530	-6.18%	-0.31%	8.44%
TOTAL		\$7,455	\$7,154	\$7,495	\$7,403	\$7,405	\$1,570	-6.31%	0.03%	8.33%		
GREECE	RED	IMPORT BOTTLED		\$875	\$765	\$703	\$651	\$624	\$150	2.41%	-4.08%	62.68%

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN JUNE OF EACH LABELLED YEAR
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TABLE WINE	GREECE	RED	RED - TOTAL	\$875	\$765	\$703	\$651	\$624	\$150	2.41%	-4.08%	62.68%
		ROSE	IMPORT BOTTLED	\$1	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
			ROSE - TOTAL	\$1	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
		WHITE	IMPORT BOTTLED	\$667	\$660	\$652	\$587	\$589	\$157	15.03%	0.30%	52.03%
			WHITE - TOTAL	\$667	\$660	\$652	\$587	\$589	\$157	15.03%	0.30%	52.03%
	TOTAL	\$1,542	\$1,425	\$1,354	\$1,237	\$1,213	\$307	8.49%	-2.00%	57.51%		
HUNGARY	RED	IMPORT BOTTLED	\$291	\$272	\$257	\$237	\$408	\$66	39.95%	72.11%	1.64%	
		RED - TOTAL	\$291	\$272	\$257	\$237	\$408	\$66	39.95%	72.11%	1.64%	
	WHITE	IMPORT BOTTLED	\$977	\$1,058	\$1,054	\$1,126	\$1,023	\$217	-13.16%	-9.09%	7.09%	
		WHITE - TOTAL	\$977	\$1,058	\$1,054	\$1,126	\$1,023	\$217	-13.16%	-9.09%	7.09%	
		TOTAL	\$1,268	\$1,330	\$1,311	\$1,363	\$1,432	\$284	-4.71%	5.04%	5.54%	
INDIA	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%	
	ROSE	IMPORT BOTTLED	\$4	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
		ROSE - TOTAL	\$4	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
	WHITE	IMPORT BOTTLED	\$0	\$0	\$0	\$0	\$29	\$8	n/a	n/a	36.31%	
	WHITE - TOTAL	\$0	\$0	\$0	\$0	\$29	\$8	n/a	n/a	36.31%		
	TOTAL	\$4	\$0	\$0	\$0	\$29	\$8	n/a	n/a	36.31%		
ISRAEL	RED	IMPORT BOTTLED	\$227	\$169	\$164	\$151	\$159	\$24	-46.63%	5.76%	3.58%	
		RED - TOTAL	\$227	\$169	\$164	\$151	\$159	\$24	-46.63%	5.76%	3.58%	
	ROSE	IMPORT BOTTLED	\$0	\$0	\$4	\$16	\$15	\$3	-35.19%	-4.26%	19.10%	
		ROSE - TOTAL	\$0	\$0	\$4	\$16	\$15	\$3	-35.19%	-4.26%	19.10%	
	WHITE	IMPORT BOTTLED	\$79	\$66	\$80	\$70	\$73	\$12	-30.52%	4.82%	0.85%	
	WHITE - TOTAL	\$79	\$66	\$80	\$70	\$73	\$12	-30.52%	4.82%	0.85%		
	TOTAL	\$305	\$236	\$248	\$236	\$247	\$38	-41.71%	4.82%	3.72%		
ITALY	RED	CANADA BOTTLED	\$0	\$0	\$0	\$0	\$2	\$2	n/a	n/a	100.00%	

IMPORT WINE MARKET
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TABLE WINE	ITALY	RED	IMPORT BOTTLED	\$35,880	\$36,706	\$36,869	\$38,080	\$39,686	\$8,561	2.60%	4.22%	21.31%
		RED - TOTAL	\$35,880	\$36,706	\$36,869	\$38,080	\$39,688	\$8,564	2.63%	4.22%	21.32%	
		ROSE	IMPORT BOTTLED	\$62	\$246	\$630	\$802	\$822	\$185	-4.08%	2.57%	3.78%
		ROSE - TOTAL	\$62	\$246	\$630	\$802	\$822	\$185	-4.08%	2.57%	3.78%	
		WHITE	CANADA BOTTLED	\$0	\$0	\$0	\$0	\$2	\$2	n/a	n/a	100.00%
			IMPORT BOTTLED	\$16,381	\$17,052	\$18,398	\$20,050	\$21,786	\$5,148	4.97%	8.66%	22.66%
		WHITE - TOTAL	\$16,381	\$17,052	\$18,398	\$20,050	\$21,788	\$5,150	5.02%	8.67%	22.67%	
	TOTAL	\$52,323	\$54,004	\$55,897	\$58,932	\$62,299	\$13,899	3.40%	5.71%	21.56%		
	LEBANON	RED	IMPORT BOTTLED	\$26	\$28	\$26	\$21	\$23	\$5	8.87%	8.60%	41.13%
			RED - TOTAL	\$26	\$28	\$26	\$21	\$23	\$5	8.87%	8.60%	41.13%
ROSE		IMPORT BOTTLED	\$2	\$1	\$3	\$6	\$2	\$2	-42.00%	-68.91%	82.19%	
		ROSE - TOTAL	\$2	\$1	\$3	\$6	\$2	\$2	-42.00%	-68.91%	82.19%	
WHITE		IMPORT BOTTLED	\$6	\$6	\$7	\$4	\$2	\$0	711.95%	-62.08%	0.00%	
		WHITE - TOTAL	\$6	\$6	\$7	\$4	\$2	\$0	711.95%	-62.08%	0.00%	
TOTAL	\$35	\$35	\$36	\$31	\$26	\$7	-7.41%	-15.36%	46.80%			
MEXICO	RED	IMPORT BOTTLED	\$22	\$16	\$20	\$15	\$10	\$2	-8.91%	-33.86%	18.19%	
		RED - TOTAL	\$22	\$16	\$20	\$15	\$10	\$2	-8.91%	-33.86%	18.19%	
	WHITE	IMPORT BOTTLED	\$2	\$4	\$6	\$2	\$1	\$0	7.29%	-45.79%	0.00%	
		WHITE - TOTAL	\$2	\$4	\$6	\$2	\$1	\$0	7.29%	-45.79%	0.00%	
TOTAL	\$24	\$20	\$26	\$17	\$11	\$2	-6.88%	-35.41%	18.19%			
MOLDOVA, REPUBLIC OF	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%	
	TOTAL	\$1	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%		
MONTENEGRO	RED	IMPORT BOTTLED	\$51	\$53	\$63	\$60	\$65	\$12	-1.13%	8.18%	1.13%	
		RED - TOTAL	\$51	\$53	\$63	\$60	\$65	\$12	-1.13%	8.18%	1.13%	
	TOTAL	\$51	\$53	\$63	\$60	\$65	\$12	-1.13%	8.18%	1.13%		

IMPORT WINE MARKET
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TABLE WINE	MOROCCO	RED	IMPORT BOTTLED	\$5	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
			RED - TOTAL	\$5	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
			TOTAL	\$5	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
NEW ZEALAND	RED	IMPORT BOTTLED	\$1,680	\$1,966	\$2,255	\$2,719	\$2,631	\$539	-23.62%	-3.24%	18.08%
		RED - TOTAL	\$1,680	\$1,966	\$2,255	\$2,719	\$2,631	\$539	-23.62%	-3.24%	18.08%
	ROSE	IMPORT BOTTLED	\$42	\$15	\$26	\$5	\$0	\$0	n/a	-100.00%	0.00%
		ROSE - TOTAL	\$42	\$15	\$26	\$5	\$0	\$0	n/a	-100.00%	0.00%
	WHITE	CANADA BOTTLED	\$0	\$0	\$0	\$5	\$208	\$63	1,084.71%	3,847.42%	39.79%
		IMPORT BOTTLED	\$12,052	\$14,857	\$18,025	\$21,868	\$25,595	\$6,492	11.07%	17.04%	20.28%
		WHITE - TOTAL	\$12,052	\$14,857	\$18,025	\$21,873	\$25,803	\$6,555	12.04%	17.96%	20.43%
	TOTAL	\$13,774	\$16,838	\$20,306	\$24,598	\$28,434	\$7,093	8.21%	15.59%	20.22%	
PORTUGAL	RED	CANADA BOTTLED	\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
		IMPORT BOTTLED	\$1,690	\$1,655	\$2,104	\$1,832	\$1,741	\$386	-0.29%	-4.95%	5.39%
		RED - TOTAL	\$1,690	\$1,655	\$2,104	\$1,832	\$1,742	\$386	-0.29%	-4.93%	5.39%
	ROSE	IMPORT BOTTLED	\$694	\$719	\$872	\$793	\$802	\$167	-11.31%	1.13%	1.62%
		ROSE - TOTAL	\$694	\$719	\$872	\$793	\$802	\$167	-11.31%	1.13%	1.62%
	WHITE	IMPORT BOTTLED	\$1,149	\$1,302	\$1,343	\$1,506	\$1,580	\$431	-8.98%	4.88%	5.34%
		WHITE - TOTAL	\$1,149	\$1,302	\$1,343	\$1,506	\$1,580	\$431	-8.98%	4.88%	5.34%
	TOTAL	\$3,533	\$3,676	\$4,319	\$4,131	\$4,123	\$984	-6.19%	-0.19%	4.64%	
ROMANIA	WHITE	IMPORT BOTTLED	\$0	\$0	\$0	\$0	\$0	\$0	n/a	-100.00%	0.00%
		WHITE - TOTAL	\$0	\$0	\$0	\$0	\$0	\$0	n/a	-100.00%	0.00%
		TOTAL	\$0	\$0	\$0	\$0	\$0	\$0	n/a	-100.00%	0.00%
SLOVENIA	RED	IMPORT BOTTLED	\$0	\$0	\$1	\$0	\$0	\$0	n/a	n/a	0.00%
		RED - TOTAL	\$0	\$0	\$1	\$0	\$0	\$0	n/a	n/a	0.00%
	WHITE	IMPORT BOTTLED	\$14	\$6	\$1	\$0	\$1	\$0	-100.00%	183.33%	0.00%
	WHITE - TOTAL	\$14	\$6	\$1	\$0	\$1	\$0	-100.00%	183.33%	0.00%	

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TABLE WINE	SLOVENIA	TOTAL	\$14	\$6	\$2	\$0	\$1	\$0	-100.00%	183.33%	0.00%	
	SOUTH AFRICA	RED	CANADA BOTTLED	\$5	\$11	\$1	\$0	\$0	\$0	n/a	n/a	0.00%
			IMPORT BOTTLED	\$9,716	\$8,797	\$8,341	\$8,246	\$7,597	\$1,492	-18.09%	-7.88%	3.96%
			RED - TOTAL	\$9,721	\$8,808	\$8,343	\$8,246	\$7,597	\$1,492	-18.09%	-7.88%	3.96%
		ROSE	IMPORT BOTTLED	\$24	\$8	\$26	\$1	\$2	\$0	-100.00%	191.34%	0.00%
		ROSE - TOTAL	\$24	\$8	\$26	\$1	\$2	\$0	-100.00%	191.34%	0.00%	
		WHITE	CANADA BOTTLED	\$5	\$9	\$2	\$0	\$0	\$0	n/a	n/a	0.00%
			IMPORT BOTTLED	\$4,614	\$4,546	\$5,023	\$5,199	\$5,126	\$1,174	-2.54%	-1.41%	5.43%
		WHITE - TOTAL	\$4,620	\$4,554	\$5,024	\$5,199	\$5,126	\$1,174	-2.54%	-1.41%	5.43%	
		TOTAL	\$14,365	\$13,371	\$13,393	\$13,446	\$12,725	\$2,667	-11.92%	-5.37%	4.56%	
	SPAIN	RED	IMPORT BOTTLED	\$11,661	\$12,105	\$14,383	\$16,546	\$18,276	\$4,137	12.09%	10.46%	7.54%
			RED - TOTAL	\$11,661	\$12,105	\$14,383	\$16,546	\$18,276	\$4,137	12.09%	10.46%	7.54%
		ROSE	IMPORT BOTTLED	\$243	\$181	\$226	\$184	\$238	\$78	26.34%	29.41%	13.63%
			ROSE - TOTAL	\$243	\$181	\$226	\$184	\$238	\$78	26.34%	29.41%	13.63%
		WHITE	IMPORT BOTTLED	\$709	\$739	\$975	\$1,015	\$1,196	\$319	28.83%	17.86%	17.58%
		WHITE - TOTAL	\$709	\$739	\$975	\$1,015	\$1,196	\$319	28.83%	17.86%	17.58%	
	TOTAL	\$12,612	\$13,025	\$15,584	\$17,745	\$19,711	\$4,534	13.34%	11.08%	8.22%		
SWITZERLAND	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%	
	WHITE	IMPORT BOTTLED	\$1	\$0	\$9	\$0	\$0	\$0	n/a	-100.00%	0.00%	
		WHITE - TOTAL	\$1	\$0	\$9	\$0	\$0	\$0	n/a	-100.00%	0.00%	
	TOTAL	\$2	\$0	\$9	\$0	\$0	\$0	n/a	-100.00%	0.00%		
TURKEY	RED	IMPORT BOTTLED	\$0	\$3	\$5	\$5	\$5	\$1	32.80%	-8.41%	0.00%	
		RED - TOTAL	\$0	\$3	\$5	\$5	\$5	\$1	32.80%	-8.41%	0.00%	
	TOTAL	\$0	\$3	\$5	\$5	\$5	\$1	32.80%	-8.41%	0.00%		
UNITED STATES OF AMERICA	ICE WINE WHITE	IMPORT BOTTLED	\$0	\$0	\$0	\$2	\$0	\$0	n/a	-100.00%	0.00%	

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SALES IN RETAIL DOLLARS (000s)

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013		
TABLE WINE	UNITED STATES OF AMERICA	ICE WINE WHITE	ICE WINE WHITE - TOTAL	\$0	\$0	\$0	\$2	\$0	\$0	n/a	-100.00%	0.00%	
		RED	CANADA BOTTLED	\$3,730	\$3,671	\$3,293	\$2,888	\$2,449	\$532	-13.26%	-15.21%	1.51%	
			IMPORT BOTTLED	\$49,448	\$50,908	\$56,222	\$66,574	\$77,618	\$17,103	8.10%	16.59%	16.91%	
			RED - TOTAL	\$53,178	\$54,579	\$59,515	\$69,462	\$80,067	\$17,635	7.30%	15.27%	16.44%	
		ROSE	CANADA BOTTLED	\$89	\$76	\$15	\$8	\$2	\$0	-100.00%	-78.26%	0.00%	
			IMPORT BOTTLED	\$4,551	\$4,332	\$4,276	\$4,161	\$4,184	\$960	0.89%	0.56%	6.34%	
			ROSE - TOTAL	\$4,640	\$4,408	\$4,290	\$4,169	\$4,186	\$960	0.68%	0.41%	6.34%	
		WHITE	CANADA BOTTLED	\$2,002	\$1,907	\$1,677	\$1,345	\$947	\$193	-26.91%	-29.64%	2.27%	
			IMPORT BOTTLED	\$21,999	\$22,661	\$24,348	\$26,390	\$28,648	\$6,697	3.46%	8.56%	14.27%	
			WHITE - TOTAL	\$24,000	\$24,569	\$26,025	\$27,735	\$29,595	\$6,890	2.27%	6.71%	13.89%	
			TOTAL	\$81,818	\$83,556	\$89,831	\$101,368	\$113,848	\$25,484	5.64%	12.31%	15.40%	
		URUGUAY	RED	IMPORT BOTTLED	\$17	\$37	\$45	\$19	\$15	\$1	-55.12%	-21.50%	0.00%
			RED - TOTAL	\$17	\$37	\$45	\$19	\$15	\$1	-55.12%	-21.50%	0.00%	
	WHITE	IMPORT BOTTLED	\$0	\$0	\$1	\$1	\$0	\$0	n/a	-101.45%	0.00%		
	WHITE - TOTAL	\$0	\$0	\$1	\$1	\$0	\$0	n/a	-101.45%	0.00%			
	TOTAL	\$17	\$37	\$46	\$20	\$15	\$1	-55.12%	-25.02%	0.00%			
IMPORT TABLE WINE - SUMMARY		CANADA BOTTLED	\$12,144	\$11,395	\$9,314	\$8,163	\$7,375	\$1,609	-9.12%	-9.65%	7.85%		
		IMPORT BOTTLED	\$415,144	\$415,294	\$433,190	\$463,481	\$477,901	\$104,041	-2.30%	3.11%	13.38%		
		IMPORT TABLE WINE - TOTAL	\$427,288	\$426,689	\$442,505	\$471,644	\$485,277	\$105,650	-2.41%	2.89%	13.30%		
SPARKLING WINE	ARGENTINA	RED	\$0	\$0	\$1	\$2	\$0	\$0	-100.00%	-100.00%	0.00%		
		ROSE	\$0	\$1	\$2	\$4	\$10	\$6	n/a	189.60%	63.33%		
		WHITE	\$35	\$61	\$40	\$65	\$124	\$21	4.93%	92.45%	4.96%		
		TOTAL	\$35	\$62	\$43	\$70	\$135	\$27	1.91%	92.76%	9.50%		
	AUSTRALIA	RED	\$282	\$214	\$177	\$168	\$152	\$34	11.00%	-9.15%	0.98%		
		ROSE	\$896	\$1,332	\$1,266	\$1,207	\$1,309	\$277	-2.02%	8.47%	3.76%		
		WHITE	\$2,067	\$1,855	\$1,612	\$1,499	\$1,656	\$292	-0.96%	10.48%	5.46%		

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

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
SPARKLING WINE	AUSTRALIA	TOTAL	\$3,245	\$3,401	\$3,056	\$2,874	\$3,118	\$603	-0.85%	8.49%	4.53%
	AUSTRIA	ROSE	\$0	\$0	\$0	\$0	\$0	\$0	n/a	-0.01%	0.00%
		TOTAL	\$0	\$0	\$0	\$0	\$0	\$0	n/a	-0.01%	0.00%
CHILE	ROSE		\$284	\$277	\$338	\$337	\$299	\$47	-25.91%	-11.05%	1.38%
	WHITE		\$11	\$0	\$2	\$2	\$1	\$0	n/a	-69.89%	0.00%
	TOTAL		\$295	\$278	\$340	\$339	\$300	\$47	-25.91%	-11.43%	1.38%
CHINA	WHITE		\$0	\$0	\$1	\$4	\$2	\$0	-98.00%	-60.91%	0.00%
	TOTAL		\$0	\$0	\$1	\$4	\$2	\$0	-98.00%	-60.91%	0.00%
CZECH REPUBLIC	WHITE		\$16	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
	TOTAL		\$16	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
FRANCE	RED		\$0	\$0	\$0	\$21	\$0	\$0	n/a	-100.00%	0.00%
	ROSE		\$1,160	\$1,190	\$1,434	\$1,603	\$1,811	\$403	23.14%	13.00%	16.10%
	ROSE TABLE WINE		\$0	\$4	\$55	\$104	\$121	\$25	6.62%	15.88%	5.53%
	WHITE		\$10,274	\$9,989	\$9,784	\$10,153	\$10,603	\$1,959	2.06%	4.43%	26.86%
	WHITE TABLE WINE		\$140	\$154	\$204	\$155	\$167	\$31	3.20%	7.59%	15.53%
	TOTAL		\$11,574	\$11,336	\$11,477	\$12,037	\$12,702	\$2,418	5.12%	5.53%	24.97%
GERMANY	ROSE		\$0	\$256	\$257	\$344	\$362	\$58	-6.06%	5.36%	4.56%
	WHITE		\$2,538	\$2,649	\$2,863	\$2,804	\$2,780	\$452	-5.48%	-0.86%	12.58%
	TOTAL		\$2,538	\$2,904	\$3,120	\$3,148	\$3,142	\$510	-5.55%	-0.18%	11.66%
HUNGARY	ROSE		\$0	\$0	\$0	\$0	\$2	\$1	n/a	n/a	0.00%
	WHITE		\$295	\$312	\$306	\$265	\$221	\$43	-6.26%	-16.55%	1.26%
	TOTAL		\$295	\$312	\$306	\$265	\$223	\$44	-6.26%	-16.55%	1.26%
ISRAEL	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%
ITALY	RED		\$0	\$1	\$0	\$3	\$1	\$0	-41.58%	-64.66%	6.38%
	ROSE		\$143	\$236	\$229	\$226	\$261	\$40	0.08%	15.74%	11.89%

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

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
SPARKLING WINE	ITALY	WHITE	\$2,641	\$3,252	\$3,677	\$4,231	\$5,578	\$1,282	45.22%	31.83%	22.84%
		TOTAL	\$2,784	\$3,488	\$3,906	\$4,460	\$5,841	\$1,322	43.20%	30.95%	22.34%
NEW ZEALAND		ROSE	\$4	\$1	\$3	\$99	\$149	\$29	5.40%	50.30%	10.60%
		WHITE	\$98	\$59	\$229	\$353	\$336	\$55	-14.17%	-4.82%	6.71%
		TOTAL	\$102	\$60	\$231	\$452	\$485	\$84	-8.32%	7.24%	7.90%
PORTUGAL		ROSE	\$12	\$13	\$8	\$0	\$0	\$0	n/a	n/a	0.00%
		WHITE	\$6	\$6	\$6	\$4	\$5	\$2	19.97%	21.10%	14.75%
		TOTAL	\$18	\$19	\$15	\$4	\$5	\$2	19.97%	21.10%	14.75%
SOUTH AFRICA		ROSE	\$6	\$3	\$3	\$3	\$4	\$0	-2.64%	25.18%	0.00%
		WHITE	\$42	\$327	\$300	\$251	\$241	\$55	-5.61%	-3.82%	4.96%
		TOTAL	\$48	\$330	\$303	\$254	\$245	\$55	-5.59%	-3.48%	4.96%
SPAIN		RED	\$0	\$1	\$1	\$1	\$0	\$0	n/a	-100.00%	0.00%
		ROSE	\$287	\$311	\$361	\$277	\$234	\$43	-14.47%	-15.33%	10.74%
		WHITE	\$4,480	\$4,686	\$4,815	\$4,729	\$4,812	\$914	-1.05%	1.74%	17.42%
		TOTAL	\$4,768	\$4,997	\$5,176	\$5,008	\$5,046	\$956	-1.74%	0.77%	17.11%
UNITED STATES OF AMERICA		ROSE	\$85	\$250	\$97	\$33	\$34	\$4	-31.02%	3.35%	13.13%
		WHITE	\$1,802	\$1,904	\$1,898	\$1,788	\$1,761	\$342	2.18%	-1.52%	10.25%
		TOTAL	\$1,887	\$2,154	\$1,995	\$1,821	\$1,795	\$346	1.67%	-1.43%	10.30%
IMPORT SPARKLING WINE - TOTAL			\$27,607	\$29,341	\$29,969	\$30,735	\$33,038	\$6,414	7.47%	7.49%	18.47%
WINE - GIFT PACKS		AUSTRALIA	\$128	\$127	\$61	\$0	\$0	\$0	n/a	-100.00%	0.00%
		CHILE	\$0	\$0	\$0	\$17	\$6	\$1	29.87%	-63.12%	7.26%
		FRANCE	\$57	\$87	\$160	\$156	\$230	\$16	250.66%	47.15%	2.13%
		ITALY	\$84	\$0	\$0	\$30	\$0	\$0	-100.00%	-100.00%	0.00%
		PORTUGAL	\$7	\$3	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
		SOUTH AFRICA	\$0	\$101	\$0	\$0	\$61	\$0	n/a	n/a	0.37%
		SPAIN	\$0	\$48	\$24	\$0	\$53	\$1	n/a	n/a	0.73%

IMPORT WINE MARKET
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SALES IN RETAIL DOLLARS (000s)

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
WINE - GIFT PACKS	UNITED STATES OF AMERICA	\$0	\$0	\$0	\$43	\$2	\$2	n/a	-94.50%	0.00%
IMPORT WINE - GIFT PACKS - TOTAL		\$276	\$366	\$245	\$246	\$353	\$21	289.10%	43.35%	1.69%
IMPORT WINE - TOTAL		\$471,602	\$472,249	\$488,842	\$518,744	\$535,014	\$115,402	-1.89%	3.14%	13.99%

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	<p>The Domestic Beer Market section was revised in September 2012 to reflect sales as follows:</p> <ul style="list-style-type: none">a) Breweries with Annual Production over 160,000HLb) Breweries with Annual Production over 15,000HL and up to 160,000HLc) Breweries with Annual Production up to 15,000HL
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, PST, or HST.
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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