

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN SEPTEMBER 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	SWITZERLAND	RED	IMPORT BOTTLED	72	18	0	0	0	n/a	n/a	0.00%	
		RED - TOTAL	72	18	0	0	0	0	n/a	n/a	0.00%	
		WHITE	IMPORT BOTTLED	63	27	112	205	2	0	n/a	-99.27%	0.00%
		WHITE - TOTAL	63	27	112	205	2	0	n/a	-99.27%	0.00%	
	TOTAL			135	45	112	205	2	0	n/a	-99.27%	0.00%
	TURKEY	RED	IMPORT BOTTLED	0	0	180	370	404	54	38.46%	9.33%	10.95%
RED - TOTAL		0	0	180	370	404	54	38.46%	9.33%	10.95%		
TOTAL		0	0	180	370	404	54	38.46%	9.33%	10.95%		
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	473,172	502,450	485,233	412,498	353,620	77,566	-19.04%	-14.27%	1.53%	
		IMPORT BOTTLED	2,661,884	2,708,048	2,884,991	3,006,839	3,541,144	839,740	14.79%	17.77%	13.67%	
	RED - TOTAL		3,135,056	3,210,498	3,370,224	3,419,337	3,894,764	917,306	10.88%	13.90%	12.57%	
	ROSE	CANADA BOTTLED	11,679	11,140	8,872	1,242	882	171	-47.22%	-28.99%	0.00%	
		IMPORT BOTTLED	529,068	505,237	488,352	468,634	463,456	127,407	-0.46%	-1.10%	5.41%	
	ROSE - TOTAL		540,747	516,378	497,224	469,876	464,338	127,578	-0.58%	-1.18%	5.40%	
	WHITE	CANADA BOTTLED	260,656	268,946	246,216	213,789	154,952	34,939	-35.02%	-27.52%	2.36%	
		IMPORT BOTTLED	1,526,762	1,626,580	1,717,092	1,726,503	1,852,174	520,762	4.68%	7.28%	11.09%	
WHITE - TOTAL		1,787,419	1,895,526	1,963,308	1,940,292	2,007,126	555,701	0.81%	3.44%	10.42%		
TOTAL		5,463,221	5,622,403	5,830,755	5,829,505	6,366,242	1,600,586	6.22%	9.21%	11.37%		
URUGUAY	RED	IMPORT BOTTLED	919	596	2,354	1,863	889	185	-27.14%	-52.29%	1.10%	
	RED - TOTAL	919	596	2,354	1,863	889	185	-27.14%	-52.29%	1.10%		
	WHITE	IMPORT BOTTLED	0	0	36	52	-2	-1	-101.43%	-102.86%	0.00%	
	WHITE - TOTAL	0	0	36	52	-2	-1	-101.43%	-102.86%	0.00%		
TOTAL		919	596	2,390	1,916	887	184	-39.85%	-53.68%	1.10%		
IMPORT TABLE WINE - SUMMARY		CANADA BOTTLED	1,524,944	1,518,792	1,391,560	1,108,817	994,458	245,664	-8.94%	-10.31%	7.06%	

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IMPORT TABLE WINE - SUMMARY		26,365,702	25,974,523	26,549,431	26,713,303	27,847,852	6,854,285	2.65%	4.25%	11.40%
IMPORT TABLE WINE - TOTAL		27,890,646	27,493,315	27,940,991	27,822,120	28,842,310	7,099,949	2.20%	3.67%	11.25%
SPARKLING WINE	ARGENTINA RED	0	0	0	54	72	0	-100.00%	33.33%	0.00%
	ROSE	0	0	126	166	72	9	-93.55%	-56.76%	25.00%
	WHITE	1,169	1,830	3,224	1,549	4,446	1,294	337.85%	186.96%	10.88%
	TOTAL	1,169	1,830	3,350	1,770	4,590	1,303	193.43%	159.35%	11.52%
AUSTRALIA	RED	15,754	13,455	11,134	10,088	9,359	2,144	-8.78%	-7.22%	0.87%
	ROSE	38,410	69,991	79,415	75,524	76,689	17,190	7.04%	1.54%	3.96%
	WHITE	114,865	124,640	107,890	89,452	94,150	21,680	13.49%	5.25%	4.57%
	TOTAL	169,030	208,086	198,439	175,064	180,198	41,013	9.34%	2.93%	4.12%
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	ROSE	7,465	13,611	15,282	18,412	18,347	5,036	8.23%	-0.35%	1.55%
	WHITE	1,054	486	90	1	146	22	n/a	19,300.00%	0.00%
	TOTAL	8,519	14,097	15,372	18,412	18,493	5,059	8.23%	0.44%	1.55%
CHINA	WHITE	0	0	0	82	172	36	-5.88%	110.09%	0.44%
	TOTAL	0	0	0	82	172	36	-5.88%	110.09%	0.44%
CZECH REPUBLIC	WHITE	1,044	710	4	0	0	0	n/a	n/a	0.00%
	TOTAL	1,044	710	4	0	0	0	n/a	n/a	0.00%
FRANCE	RED	0	0	0	1,976	4	0	-100.00%	-99.81%	0.00%
	ROSE	29,357	30,621	33,492	40,756	47,834	11,168	11.19%	17.37%	10.45%
	ROSE TABLE WINE	0	0	448	2,110	3,819	861	48.32%	81.02%	7.09%
	WHITE	202,645	175,395	173,882	172,185	175,983	39,857	5.92%	2.21%	26.67%
	WHITE TABLE WINE	4,156	4,668	5,717	6,495	4,774	953	-26.10%	-26.50%	13.26%
	TOTAL	236,158	210,684	213,538	223,521	232,413	52,839	2.56%	3.98%	22.73%
GERMANY	ROSE	27	692	17,023	15,694	20,175	3,465	29.43%	28.55%	3.70%

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SPARKLING WINE	GERMANY	WHITE	149,081	147,262	157,237	165,326	156,686	32,922	3.62%	-5.23%	11.42%
		TOTAL	149,108	147,955	174,260	181,020	176,861	36,387	5.62%	-2.30%	10.54%
	HUNGARY	WHITE	14,280	18,863	20,016	18,709	14,595	2,917	-26.41%	-21.99%	2.14%
		TOTAL	14,280	18,863	20,016	18,709	14,595	2,917	-26.41%	-21.99%	2.14%
	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	90	0	0	0	0	0	n/a	n/a	0.00%
		TOTAL	90	0	0	0	0	0	n/a	n/a	0.00%
	ITALY	RED	0	11	29	0	112	18	n/a	n/a	0.00%
		ROSE	4,117	5,584	12,875	11,339	11,361	2,800	-2.81%	0.19%	10.50%
		WHITE	135,386	153,432	177,119	200,950	233,016	64,752	23.80%	15.96%	23.66%
		TOTAL	139,502	159,027	190,024	212,288	244,489	67,570	22.41%	15.12%	23.05%
	NEW ZEALAND	ROSE	0	207	27	260	4,696	1,277	1,200.00%	1,704.61%	9.18%
		WHITE	5,284	4,737	2,177	11,316	13,876	3,527	15.21%	22.63%	12.07%
		TOTAL	5,284	4,944	2,204	11,576	18,573	4,804	52.05%	60.44%	11.34%
	PORTUGAL	ROSE	0	666	452	413	0	0	n/a	-100.00%	0.00%
		WHITE	0	315	270	430	216	63	40.00%	-49.74%	47.92%
		TOTAL	0	981	722	843	216	63	40.00%	-74.38%	47.92%
	SOUTH AFRICA	ROSE	0	255	14	117	81	9	-66.67%	-30.77%	0.00%
		WHITE	1,697	7,360	18,599	17,804	16,384	3,772	7.39%	-7.97%	5.30%
		TOTAL	1,697	7,616	18,614	17,920	16,466	3,782	6.82%	-8.12%	5.30%
	SPAIN	RED	22	0	18	32	50	0	-100.00%	57.14%	0.00%
		ROSE	15,028	12,566	18,692	19,868	13,856	3,077	-17.39%	-30.26%	11.50%
		WHITE	261,793	239,996	266,055	265,385	259,928	56,907	6.43%	-2.06%	16.89%
		TOTAL	276,843	252,562	284,764	285,285	273,833	59,984	4.86%	-4.01%	16.62%
	UNITED STATES OF AMERICA	ROSE	1,664	10,928	17,850	6,116	2,263	557	-53.33%	-63.00%	0.40%

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SPARKLING WINE	UNITED STATES OF AMERICA	WHITE	134,584	108,918	112,933	109,752	97,748	21,065	-17.93%	-10.94%	11.00%
		TOTAL	136,248	119,845	130,783	115,868	100,011	21,622	-19.50%	-13.69%	10.76%
IMPORT SPARKLING WINE - TOTAL			1,138,974	1,147,199	1,252,089	1,262,359	1,280,917	297,379	6.75%	1.47%	15.28%
WINE - GIFT PACKS		AUSTRALIA	41,309	8,841	7,088	3,926	0	0	-100.00%	-100.00%	0.00%
		CHILE	0	0	0	0	960	101	n/a	n/a	1.67%
		FRANCE	859	401	892	1,930	1,774	56	-67.67%	-8.05%	1.65%
		ITALY	1,983	3,115	0	0	1,800	0	n/a	n/a	0.00%
		PORTUGAL	0	45	15	0	0	0	n/a	n/a	0.00%
		SOUTH AFRICA	0	0	8,682	0	0	0	n/a	n/a	0.00%
		SPAIN	0	0	2,065	1,012	0	0	n/a	-100.00%	0.00%
		UNITED STATES OF AMERICA	30	0	0	14	2,900	0	-100.00%	21,377.78%	0.00%
IMPORT WINE - GIFT PACKS - TOTAL			44,181	12,402	18,742	6,880	7,434	157	-17.45%	8.04%	0.85%
IMPORT WINE - TOTAL			30,145,466	29,655,113	30,190,581	30,056,111	31,093,569	7,611,626	2.28%	3.45%	11.98%

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APERITIF, DESSERT AND FORTIFIED WINE	FLAVOURED	AUSTRALIA	\$72	\$71	\$66	\$69	\$55	\$10	-12.68%	-20.67%	1.07%
		CHINA	\$0	\$0	\$9	\$39	\$28	\$5	-30.90%	-28.67%	1.34%
		FRANCE	\$0	\$0	\$0	\$0	\$18	\$7	n/a	n/a	0.00%
		ITALY	\$1	\$4	\$0	\$260	\$390	\$105	30.20%	50.14%	11.25%
		SOUTH AFRICA	\$0	\$0	\$0	\$0	\$34	\$4	n/a	n/a	0.00%
		UNITED STATES OF AMERICA	\$41	\$68	\$24	\$24	\$113	\$67	872.43%	363.30%	0.20%
		FLAVOURED	\$114	\$143	\$100	\$392	\$638	\$198	76.51%	49.40%	7.69%
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	0.00%	
	FRANCE	\$0	\$0	\$0	\$1	\$0	\$0	0.00%	-63.96%	0.00%	
	JAPAN	\$243	\$272	\$287	\$286	\$300	\$73	2.92%	4.90%	32.19%	
	KOREA - SOUTH	\$8	\$3	\$3	\$4	\$3	\$1	-53.97%	-19.54%	5.11%	
	TURKEY	\$0	\$0	\$1	\$0	\$0	\$0	n/a	n/a	0.00%	
	UNITED STATES OF AMERICA	\$34	\$32	\$46	\$67	\$74	\$27	55.12%	11.14%	49.10%	
FRUIT	\$287	\$308	\$337	\$357	\$377	\$101	12.48%	5.67%	35.33%		
MADEIRA	PORTUGAL	\$196	\$166	\$181	\$174	\$172	\$27	5.58%	-0.79%	17.10%	
	MADEIRA	\$196	\$166	\$181	\$174	\$172	\$27	5.58%	-0.79%	17.10%	
MONTILLA	SPAIN	\$205	\$197	\$175	\$192	\$210	\$37	8.91%	9.41%	4.66%	
	MONTILLA	\$205	\$197	\$175	\$192	\$210	\$37	8.91%	9.41%	4.66%	
OTHER	AUSTRALIA	\$0	\$0	\$0	\$0	\$6	\$1	2,577.94%	21,573.91%	3.85%	
	OTHER	\$0	\$0	\$0	\$0	\$6	\$1	2,577.94%	21,573.91%	3.85%	
OTHER FORTIFIED	ARGENTINA	\$0	\$0	\$0	\$0	\$0	\$0	n/a	-41.67%	0.00%	
	AUSTRALIA	\$34	\$24	\$23	\$23	\$19	\$2	-42.75%	-17.51%	27.44%	
	CHINA	\$145	\$140	\$142	\$163	\$151	\$29	-12.63%	-7.55%	19.62%	
	FRANCE	\$589	\$566	\$557	\$555	\$592	\$146	10.90%	6.68%	10.64%	
	GREECE	\$14	\$1	\$2	\$1	\$0	\$0	-100.00%	-100.00%	0.00%	

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APERITIF, DESSERT AND FORTIFIED WINE	OTHER FORTIFIED	ITALY	\$303	\$319	\$321	\$317	\$313	\$66	-5.19%	-1.45%	32.05%
		JAPAN	\$0	\$3	\$13	\$45	\$66	\$24	18.14%	47.46%	82.78%
		KOREA - SOUTH	\$162	\$113	\$98	\$138	\$121	\$23	-33.37%	-12.29%	36.24%
		SPAIN	\$0	\$0	\$2	\$0	\$0	\$0	n/a	n/a	0.00%
		UNITED STATES OF AMERICA	\$88	\$73	\$66	\$63	\$60	\$11	-18.74%	-4.53%	24.50%
		URUGUAY	\$1	\$0	\$1	\$0	\$0	\$0	n/a	n/a	0.00%
		OTHER FORTIFIED	\$1,336	\$1,240	\$1,226	\$1,305	\$1,322	\$301	-1.74%	1.27%	23.55%
PORT	AUSTRALIA	\$642	\$484	\$395	\$337	\$324	\$67	-0.29%	-3.99%	13.28%	
	PORTUGAL	\$3,498	\$3,137	\$3,334	\$3,263	\$3,017	\$531	-5.28%	-7.52%	12.21%	
	SOUTH AFRICA	\$338	\$301	\$258	\$306	\$285	\$54	-14.74%	-6.62%	10.50%	
	UNITED STATES OF AMERICA	\$2	\$1	\$2	\$1	\$4	\$0	n/a	280.41%	0.00%	
PORT	\$4,479	\$3,922	\$3,989	\$3,906	\$3,630	\$652	-5.65%	-7.06%	12.17%		
SAKE	JAPAN	\$1,645	\$1,623	\$1,793	\$1,938	\$2,083	\$550	8.50%	7.45%	51.19%	
	KOREA - SOUTH	\$61	\$40	\$36	\$36	\$35	\$8	-22.91%	-2.91%	40.74%	
	UNITED STATES OF AMERICA	\$3,311	\$3,130	\$3,213	\$3,165	\$3,171	\$725	-2.60%	0.18%	57.86%	
SAKE	\$5,017	\$4,793	\$5,042	\$5,140	\$5,289	\$1,282	1.69%	2.90%	55.12%		
SHERRY	AUSTRALIA	\$399	\$372	\$404	\$485	\$483	\$84	-13.45%	-0.36%	0.69%	
	NEW ZEALAND	\$420	\$383	\$263	\$3	\$0	\$0	100.00%	-100.45%	0.00%	
	SOUTH AFRICA	\$396	\$349	\$285	\$336	\$247	\$54	-14.50%	-26.29%	0.72%	
	SPAIN	\$1,616	\$1,492	\$1,425	\$1,436	\$1,370	\$233	-1.42%	-4.57%	2.84%	
	SHERRY	\$2,831	\$2,595	\$2,378	\$2,259	\$2,101	\$370	-6.44%	-7.01%	2.10%	
VERMOUTH	FRANCE	\$276	\$232	\$226	\$223	\$200	\$40	-30.22%	-10.09%	12.06%	
	ITALY	\$2,492	\$2,396	\$2,315	\$2,232	\$2,216	\$549	1.69%	-0.72%	6.77%	
	UNITED STATES OF AMERICA	\$3	\$6	\$7	\$9	\$10	\$4	84.46%	12.84%	42.86%	
	VERMOUTH	\$2,771	\$2,634	\$2,548	\$2,464	\$2,427	\$593	-1.04%	-1.52%	7.35%	

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IMPORT APERITIF, DESSERT AND FORTIFIED WINE - TOTAL				\$17,236	\$15,998	\$15,976	\$16,189	\$16,172	\$3,563	1.53%	-0.11%	25.41%
TABLE WINE	ARGENTINA	RED	IMPORT BOTTLED	\$20,096	\$27,864	\$35,116	\$39,479	\$41,435	\$9,180	-1.44%	4.95%	14.23%
		RED - TOTAL			\$20,096	\$27,864	\$35,116	\$39,479	\$41,435	\$9,180	-1.44%	4.95%
	ROSE	IMPORT BOTTLED	\$0	\$60	\$104	\$113	\$112	\$40	-35.45%	-0.59%	2.22%	
		ROSE - TOTAL			\$0	\$60	\$104	\$113	\$112	\$40	-35.45%	-0.59%
	WHITE	IMPORT BOTTLED	\$2,236	\$3,529	\$4,126	\$4,533	\$5,092	\$1,370	9.05%	12.32%	8.79%	
		WHITE - TOTAL			\$2,236	\$3,529	\$4,126	\$4,533	\$5,092	\$1,370	9.05%	12.32%
	TOTAL			\$22,332	\$31,454	\$39,346	\$44,126	\$46,639	\$10,590	-0.40%	5.70%	13.61%
	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	-100.00%	99.99%	0.00%
WHITE - TOTAL			\$1	\$1	\$0	\$0	\$0	-100.00%	99.99%	0.00%		
TOTAL			\$1	\$1	\$0	\$0	\$0	\$0	-100.00%	99.99%	0.00%	
AUSTRALIA	RED	CANADA BOTTLED	\$223	\$113	\$113	\$30	\$0	\$0	-100.00%	-100.00%	0.00%	
		IMPORT BOTTLED	\$96,561	\$81,673	\$75,127	\$71,090	\$69,125	\$15,104	-5.95%	-2.76%	11.18%	
		RED - TOTAL			\$96,785	\$81,786	\$75,240	\$71,120	\$69,125	\$15,104	-5.95%	-2.80%
	ROSE	IMPORT BOTTLED	\$280	\$299	\$286	\$222	\$199	\$79	15.55%	-10.02%	5.09%	
		ROSE - TOTAL			\$280	\$299	\$286	\$222	\$199	\$79	15.55%	-10.02%
	WHITE	CANADA BOTTLED	\$242	\$100	\$62	\$6	\$0	\$0	n/a	-100.00%	0.00%	
		IMPORT BOTTLED	\$33,056	\$30,223	\$28,086	\$26,439	\$27,175	\$7,329	2.36%	2.78%	8.06%	
		WHITE - TOTAL			\$33,298	\$30,322	\$28,148	\$26,445	\$27,175	\$7,329	2.36%	2.76%
	TOTAL			\$130,363	\$112,408	\$103,675	\$97,786	\$96,499	\$22,512	-3.33%	-1.32%	10.29%
	AUSTRIA	RED	IMPORT BOTTLED	\$35	\$31	\$22	\$18	\$30	\$6	16.23%	62.77%	13.94%
RED - TOTAL			\$35	\$31	\$22	\$18	\$30	16.23%	62.77%	13.94%		
ROSE		IMPORT BOTTLED	\$7	\$7	\$4	\$0	\$0	\$0	n/a	n/a	0.00%	
		ROSE - TOTAL			\$7	\$7	\$4	\$0	\$0	n/a	n/a	0.00%

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN SEPTEMBER 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	\$218	\$157	\$266	\$254	\$202	\$41	-36.09%	-20.50%	27.65%
			WHITE - TOTAL	\$218	\$157	\$266	\$254	\$202	\$41	-36.09%	-20.50%	27.65%
			TOTAL	\$259	\$195	\$292	\$273	\$232	\$47	-32.11%	-14.90%	25.88%
BULGARIA	RED	IMPORT BOTTLED	\$185	\$3	\$0	\$7	\$9	\$1	-79.41%	37.80%	3.64%	
		RED - TOTAL	\$185	\$3	\$0	\$7	\$9	\$1	-79.41%	37.80%	3.64%	
	WHITE	IMPORT BOTTLED	\$0	\$0	\$0	\$10	\$12	\$2	-53.23%	18.95%	2.40%	
		WHITE - TOTAL	\$0	\$0	\$0	\$10	\$12	\$2	-53.23%	18.95%	2.40%	
		TOTAL	\$185	\$3	\$0	\$17	\$21	\$3	-64.02%	26.57%	2.94%	
CANADA	RED	IMPORT BOTTLED	\$0	\$0	\$0	\$0	\$7	\$7	n/a	n/a	100.00%	
		RED - TOTAL	\$0	\$0	\$0	\$0	\$7	\$7	n/a	n/a	100.00%	
		TOTAL	\$0	\$0	\$0	\$0	\$7	\$7	n/a	n/a	100.00%	
CHILE	RED	CANADA BOTTLED	\$2,728	\$2,354	\$1,962	\$1,448	\$1,102	\$232	-26.50%	-23.92%	22.89%	
		IMPORT BOTTLED	\$26,445	\$27,455	\$28,582	\$29,074	\$29,468	\$6,655	1.47%	1.36%	6.75%	
		RED - TOTAL	\$29,172	\$29,809	\$30,544	\$30,522	\$30,570	\$6,887	0.18%	0.16%	7.33%	
	ROSE	IMPORT BOTTLED	\$109	\$134	\$118	\$103	\$87	\$30	-41.59%	-14.82%	3.61%	
		ROSE - TOTAL	\$109	\$134	\$118	\$103	\$87	\$30	-41.59%	-14.82%	3.61%	
	WHITE	CANADA BOTTLED	\$2,034	\$1,904	\$1,486	\$1,048	\$808	\$194	-23.38%	-22.87%	24.62%	
IMPORT BOTTLED		\$9,539	\$10,965	\$11,858	\$12,462	\$13,080	\$3,758	8.66%	4.96%	10.10%		
WHITE - TOTAL		\$11,574	\$12,870	\$13,344	\$13,509	\$13,888	\$3,952	6.48%	2.80%	10.95%		
	TOTAL	\$40,855	\$42,813	\$44,006	\$44,134	\$44,546	\$10,868	2.18%	0.93%	8.45%		
CHINA	RED	IMPORT BOTTLED	\$68	\$80	\$52	\$38	\$19	\$1	-77.03%	-51.12%	5.32%	
		RED - TOTAL	\$68	\$80	\$52	\$38	\$19	\$1	-77.03%	-51.12%	5.32%	
	WHITE	IMPORT BOTTLED	\$7	\$5	\$3	\$8	\$17	\$5	94.42%	102.07%	2.51%	
		WHITE - TOTAL	\$7	\$5	\$3	\$8	\$17	\$5	94.42%	102.07%	2.51%	
	TOTAL	\$74	\$86	\$54	\$46	\$35	\$7	-22.80%	-23.90%	3.99%		
CROATIA	RED	IMPORT BOTTLED	\$69	\$59	\$47	\$37	\$7	\$2	-66.53%	-81.62%	0.86%	

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN SEPTEMBER OF EACH LABELLED YEAR
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			2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012	
TABLE WINE	CROATIA	RED	RED - TOTAL	\$69	\$59	\$47	\$37	\$7	\$2	-66.53%	-81.62%	0.86%
		WHITE	IMPORT BOTTLED	\$1	\$0	\$2	\$1	\$0	\$0	n/a	-100.00%	0.00%
			WHITE - TOTAL	\$1	\$0	\$2	\$1	\$0	\$0	n/a	-100.00%	0.00%
		TOTAL	\$70	\$59	\$50	\$39	\$7	\$2	-66.53%	-82.29%	0.86%	
CZECH REPUBLIC	RED	IMPORT BOTTLED	\$16	\$15	\$1	\$0	\$0	\$0	-100.00%	-100.00%	0.00%	
		RED - TOTAL	\$16	\$15	\$1	\$0	\$0	\$0	-100.00%	-100.00%	0.00%	
	WHITE	IMPORT BOTTLED	\$21	\$20	\$1	\$0	\$0	\$0	\$0	n/a	-100.00%	0.00%
		WHITE - TOTAL	\$21	\$20	\$1	\$0	\$0	\$0	\$0	n/a	-100.00%	0.00%
TOTAL	\$36	\$35	\$3	\$0	\$0	\$0	\$0	-100.00%	-100.00%	0.00%		
FRANCE	RED	CANADA BOTTLED	\$946	\$1,186	\$1,307	\$1,214	\$1,487	\$424	32.80%	22.49%	1.61%	
		IMPORT BOTTLED	\$32,094	\$33,589	\$31,793	\$31,258	\$37,770	\$7,501	5.77%	20.84%	9.00%	
		RED - TOTAL	\$33,040	\$34,775	\$33,100	\$32,472	\$39,258	\$7,924	6.94%	20.90%	8.72%	
	ROSE	IMPORT BOTTLED	\$748	\$1,047	\$1,135	\$1,134	\$1,358	\$643	16.29%	19.77%	9.19%	
		ROSE - TOTAL	\$748	\$1,047	\$1,135	\$1,134	\$1,358	\$643	16.29%	19.77%	9.19%	
	WHITE	CANADA BOTTLED	\$432	\$517	\$492	\$394	\$541	\$184	49.56%	37.15%	1.49%	
		IMPORT BOTTLED	\$13,090	\$11,955	\$11,631	\$11,396	\$12,044	\$3,283	9.21%	5.68%	17.28%	
		WHITE - TOTAL	\$13,521	\$12,472	\$12,123	\$11,790	\$12,585	\$3,467	10.79%	6.74%	16.60%	
TOTAL	\$47,310	\$48,294	\$46,358	\$45,396	\$53,201	\$12,034	8.49%	17.19%	10.60%			
GEORGIA	RED	IMPORT BOTTLED	\$0	\$0	\$47	\$187	\$185	\$52	14.08%	-1.19%	0.63%	
		RED - TOTAL	\$0	\$0	\$47	\$187	\$185	\$52	14.08%	-1.19%	0.63%	
	WHITE	IMPORT BOTTLED	\$0	\$0	\$2	\$4	\$17	\$8	167.17%	338.58%	0.16%	
		WHITE - TOTAL	\$0	\$0	\$2	\$4	\$17	\$8	167.17%	338.58%	0.16%	
TOTAL	\$0	\$0	\$49	\$191	\$202	\$59	23.14%	5.79%	0.59%			
GERMANY	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	IMPORT BOTTLED	\$192	\$261	\$225	\$251	\$167	\$41	-12.27%	-33.44%	8.17%	

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN SEPTEMBER OF EACH LABELLED YEAR
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			2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012	
TABLE WINE	GERMANY	RED	RED - TOTAL	\$192	\$261	\$225	\$251	\$167	\$41	-12.27%	-33.44%	8.17%
		WHITE	IMPORT BOTTLED	\$6,875	\$7,208	\$7,013	\$7,217	\$7,228	\$1,762	0.00%	0.15%	8.04%
			WHITE - TOTAL	\$6,875	\$7,208	\$7,013	\$7,217	\$7,228	\$1,762	0.00%	0.15%	8.04%
			TOTAL	\$7,067	\$7,469	\$7,239	\$7,468	\$7,397	\$1,803	-0.32%	-0.98%	8.04%
GREECE	RED	IMPORT BOTTLED	\$1,022	\$829	\$773	\$673	\$643	\$150	-4.89%	-4.43%	64.59%	
		RED - TOTAL	\$1,022	\$829	\$773	\$673	\$643	\$150	-4.89%	-4.43%	64.59%	
	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	\$748	\$670	\$680	\$629	\$572	\$165	-8.44%	-9.14%	56.75%	
		WHITE - TOTAL	\$748	\$670	\$680	\$629	\$572	\$165	-8.44%	-9.14%	56.75%	
	TOTAL	\$1,770	\$1,501	\$1,453	\$1,302	\$1,215	\$314	-6.78%	-6.71%	60.90%		
HUNGARY	RED	IMPORT BOTTLED	\$403	\$276	\$268	\$248	\$272	\$94	57.65%	9.46%	1.21%	
		RED - TOTAL	\$403	\$276	\$268	\$248	\$272	\$94	57.65%	9.46%	1.21%	
	WHITE	IMPORT BOTTLED	\$1,141	\$946	\$1,090	\$1,071	\$1,139	\$321	4.28%	6.34%	6.10%	
		WHITE - TOTAL	\$1,141	\$946	\$1,090	\$1,071	\$1,139	\$321	4.28%	6.34%	6.10%	
	TOTAL	\$1,544	\$1,222	\$1,358	\$1,319	\$1,410	\$414	12.92%	6.92%	5.16%		
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	\$1	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
		ROSE - TOTAL	\$4	\$1	\$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	\$5	\$1	\$0	\$0	\$0	\$0	n/a	n/a	0.00%		
ISRAEL	RED	IMPORT BOTTLED	\$191	\$225	\$162	\$156	\$156	\$29	20.12%	0.13%	2.57%	
		RED - TOTAL	\$191	\$225	\$162	\$156	\$156	\$29	20.12%	0.13%	2.57%	
	ROSE	IMPORT BOTTLED	\$0	\$0	\$0	\$9	\$15	\$5	-12.93%	58.83%	24.74%	

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN SEPTEMBER OF EACH LABELLED YEAR
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TABLE WINE	ISRAEL	ROSE	ROSE - TOTAL	\$0	\$0	\$0	\$9	\$15	\$5	-12.93%	58.83%	24.74%
		WHITE	IMPORT BOTTLED	\$74	\$81	\$72	\$75	\$68	\$15	-8.41%	-9.21%	0.78%
		WHITE - TOTAL	\$74	\$81	\$72	\$75	\$68	\$15	-8.41%	-9.21%	0.78%	
		TOTAL	\$265	\$306	\$234	\$240	\$239	\$49	6.34%	-0.49%	3.44%	
ITALY	RED	IMPORT BOTTLED	\$38,755	\$35,621	\$36,394	\$37,172	\$37,996	\$8,315	-0.99%	2.22%	21.86%	
		RED - TOTAL	\$38,755	\$35,621	\$36,394	\$37,172	\$37,996	\$8,315	-0.99%	2.22%	21.86%	
	ROSE	IMPORT BOTTLED	\$39	\$94	\$402	\$742	\$793	\$303	-2.62%	6.96%	3.41%	
		ROSE - TOTAL	\$39	\$94	\$402	\$742	\$793	\$303	-2.62%	6.96%	3.41%	
WHITE	IMPORT BOTTLED	\$16,067	\$16,411	\$17,162	\$18,451	\$20,399	\$5,933	10.27%	10.56%	22.70%		
	WHITE - TOTAL	\$16,067	\$16,411	\$17,162	\$18,451	\$20,399	\$5,933	10.27%	10.56%	22.70%		
	TOTAL	\$54,861	\$52,125	\$53,958	\$56,365	\$59,189	\$14,551	3.27%	5.01%	21.90%		
LEBANON	RED	IMPORT BOTTLED	\$64	\$26	\$26	\$26	\$20	\$4	-24.74%	-23.55%	26.36%	
		RED - TOTAL	\$64	\$26	\$26	\$26	\$20	\$4	-24.74%	-23.55%	26.36%	
	ROSE	IMPORT BOTTLED	\$6	\$0	\$3	\$4	\$4	\$0	-100.00%	5.45%	0.00%	
		ROSE - TOTAL	\$6	\$0	\$3	\$4	\$4	\$0	-100.00%	5.45%	0.00%	
WHITE	IMPORT BOTTLED	\$14	\$6	\$7	\$7	\$3	\$1	-47.40%	-53.09%	67.36%		
	WHITE - TOTAL	\$14	\$6	\$7	\$7	\$3	\$1	-47.40%	-53.09%	67.36%		
	TOTAL	\$84	\$32	\$36	\$36	\$27	\$5	-46.04%	-26.14%	41.97%		
MEXICO	RED	IMPORT BOTTLED	\$22	\$19	\$21	\$16	\$14	\$4	-8.22%	-12.71%	16.43%	
		RED - TOTAL	\$22	\$19	\$21	\$16	\$14	\$4	-8.22%	-12.71%	16.43%	
	WHITE	IMPORT BOTTLED	\$1	\$3	\$7	\$3	\$2	\$0	-56.42%	-49.28%	23.67%	
		WHITE - TOTAL	\$1	\$3	\$7	\$3	\$2	\$0	-56.42%	-49.28%	23.67%	
	TOTAL	\$23	\$22	\$28	\$20	\$16	\$4	-17.16%	-18.77%	17.18%		
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	n/a	n/a	0.00%	
	WHITE	IMPORT BOTTLED	\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	

IMPORT WINE MARKET
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TABLE WINE	MOLDOVA, REPUBLIC OF	WHITE	WHITE - TOTAL	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
		TOTAL	\$3	\$1	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
MONTENEGRO	RED	IMPORT BOTTLED		\$62	\$51	\$53	\$61	\$63	\$14	32.91%	3.12%	1.89%
		RED - TOTAL	\$62	\$51	\$53	\$61	\$63	\$14	32.91%	3.12%	1.89%	
		TOTAL	\$62	\$51	\$53	\$61	\$63	\$14	32.91%	3.12%	1.89%	
MOROCCO	RED	IMPORT BOTTLED		\$18	\$1	\$0	\$0	\$0	n/a	n/a	0.00%	
		RED - TOTAL	\$18	\$1	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
		TOTAL	\$18	\$1	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
NEW ZEALAND	RED	IMPORT BOTTLED		\$1,823	\$1,627	\$2,103	\$2,322	\$2,745	\$611	4.43%	18.22%	18.55%
		RED - TOTAL	\$1,823	\$1,627	\$2,103	\$2,322	\$2,745	\$611	4.43%	18.22%	18.55%	
	ROSE	IMPORT BOTTLED		\$62	\$22	\$22	\$22	\$0	\$0	-100.00%	-97.77%	0.00%
		ROSE - TOTAL	\$62	\$22	\$22	\$22	\$0	\$0	-100.00%	-97.77%	0.00%	
	WHITE	CANADA BOTTLED		\$0	\$0	\$0	\$0	\$26	\$21	n/a	n/a	45.51%
		IMPORT BOTTLED		\$11,810	\$12,501	\$15,869	\$18,904	\$23,046	\$7,016	20.17%	21.91%	21.38%
WHITE - TOTAL	\$11,810	\$12,501	\$15,869	\$18,904	\$23,072	\$7,037	20.53%	22.05%	21.41%			
TOTAL	\$13,695	\$14,150	\$17,994	\$21,248	\$25,817	\$7,647	18.97%	21.51%	21.11%			
PORTUGAL	RED	IMPORT BOTTLED		\$1,581	\$1,671	\$1,800	\$2,148	\$1,676	\$355	-30.53%	-21.99%	6.05%
		RED - TOTAL	\$1,581	\$1,671	\$1,800	\$2,148	\$1,676	\$355	-30.53%	-21.99%	6.05%	
	ROSE	IMPORT BOTTLED		\$702	\$688	\$822	\$810	\$785	\$210	-3.53%	-3.05%	2.17%
		ROSE - TOTAL	\$702	\$688	\$822	\$810	\$785	\$210	-3.53%	-3.05%	2.17%	
	WHITE	IMPORT BOTTLED		\$972	\$1,188	\$1,321	\$1,387	\$1,561	\$528	11.45%	12.52%	3.88%
		WHITE - TOTAL	\$972	\$1,188	\$1,321	\$1,387	\$1,561	\$528	11.45%	12.52%	3.88%	
TOTAL	\$3,255	\$3,548	\$3,943	\$4,345	\$4,022	\$1,093	-9.11%	-7.44%	4.45%			
ROMANIA	RED	IMPORT BOTTLED		\$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	n/a	n/a	0.00%	

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TABLE WINE	ROMANIA	WHITE	WHITE - TOTAL	\$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	n/a	n/a	0.00%	
		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	n/a	-100.00%	0.00%	
		RED - TOTAL	\$0	\$0	\$0	\$1	\$0	\$0	n/a	-100.00%	0.00%	
	WHITE	IMPORT BOTTLED		\$1	\$19	\$2	\$1	\$1	\$0	n/a	-45.43%	0.00%
		WHITE - TOTAL	\$1	\$19	\$2	\$1	\$1	\$0	n/a	-45.43%	0.00%	
		TOTAL	\$1	\$19	\$2	\$2	\$1	\$0	n/a	-70.48%	0.00%	
SOUTH AFRICA	RED	CANADA BOTTLED		\$12	\$8	\$8	\$0	\$0	n/a	n/a	0.00%	
		IMPORT BOTTLED		\$9,613	\$9,659	\$8,701	\$8,299	\$8,111	\$1,847	-6.83%	-2.26%	5.26%
		RED - TOTAL	\$9,625	\$9,667	\$8,709	\$8,299	\$8,111	\$1,847	-6.83%	-2.26%	5.26%	
	ROSE	IMPORT BOTTLED		\$22	\$16	\$11	\$24	\$3	\$2	n/a	-87.31%	0.00%
		ROSE - TOTAL	\$22	\$16	\$11	\$24	\$3	\$2	n/a	-87.31%	0.00%	
	WHITE	CANADA BOTTLED		\$10	\$8	\$5	\$0	\$0	\$0	n/a	n/a	0.00%
		IMPORT BOTTLED		\$4,676	\$4,685	\$4,599	\$5,089	\$5,310	\$1,561	7.60%	4.34%	7.06%
WHITE - TOTAL		\$4,686	\$4,693	\$4,604	\$5,089	\$5,310	\$1,561	7.60%	4.34%	7.06%		
TOTAL	\$14,334	\$14,377	\$13,323	\$13,411	\$13,423	\$3,410	-0.73%	0.09%	5.97%			
SPAIN	RED	IMPORT BOTTLED		\$12,254	\$11,449	\$12,422	\$15,102	\$16,857	\$3,941	8.56%	11.62%	7.62%
		RED - TOTAL	\$12,254	\$11,449	\$12,422	\$15,102	\$16,857	\$3,941	8.56%	11.62%	7.62%	
	ROSE	IMPORT BOTTLED		\$191	\$199	\$231	\$192	\$190	\$82	7.98%	-1.13%	13.47%
		ROSE - TOTAL	\$191	\$199	\$231	\$192	\$190	\$82	7.98%	-1.13%	13.47%	
	WHITE	IMPORT BOTTLED		\$701	\$733	\$773	\$1,041	\$1,000	\$298	-4.70%	-3.90%	17.24%
		WHITE - TOTAL	\$701	\$733	\$773	\$1,041	\$1,000	\$298	-4.70%	-3.90%	17.24%	
	TOTAL	\$13,146	\$12,380	\$13,425	\$16,335	\$18,047	\$4,320	7.52%	10.48%	8.22%		

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN SEPTEMBER 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	RED	IMPORT BOTTLED	\$2	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
		RED - TOTAL	\$2	\$0	\$0	\$0	\$0	\$0	n/a	n/a	0.00%	
		WHITE	IMPORT BOTTLED	\$2	\$1	\$3	\$6	\$0	\$0	n/a	-99.27%	0.00%
		WHITE - TOTAL	\$2	\$1	\$3	\$6	\$0	\$0	n/a	-99.27%	0.00%	
	TOTAL	\$4	\$1	\$3	\$6	\$0	\$0	n/a	-99.27%	0.00%		
TURKEY	RED	IMPORT BOTTLED	\$0	\$0	\$3	\$5	\$6	\$1	94.72%	12.69%	12.35%	
	RED - TOTAL	\$0	\$0	\$3	\$5	\$6	\$1	94.72%	12.69%	12.35%		
	TOTAL	\$0	\$0	\$3	\$5	\$6	\$1	94.72%	12.69%	12.35%		
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	\$3,592	\$3,738	\$3,633	\$3,190	\$2,760	\$613	-17.31%	-13.46%	1.52%	
		IMPORT BOTTLED	\$50,829	\$48,546	\$52,334	\$57,674	\$69,100	\$16,491	17.65%	19.81%	18.67%	
		RED - TOTAL	\$54,421	\$52,284	\$55,967	\$60,864	\$71,860	\$17,104	15.89%	18.07%	18.01%	
	ROSE	CANADA BOTTLED	\$87	\$84	\$66	\$10	\$7	\$1	-47.22%	-28.99%	0.00%	
		IMPORT BOTTLED	\$4,743	\$4,506	\$4,334	\$4,243	\$4,166	\$1,154	0.46%	-1.80%	6.48%	
		ROSE - TOTAL	\$4,830	\$4,590	\$4,400	\$4,252	\$4,173	\$1,155	0.36%	-1.86%	6.47%	
	WHITE	CANADA BOTTLED	\$1,968	\$1,999	\$1,836	\$1,642	\$1,209	\$277	-32.99%	-26.35%	2.33%	
		IMPORT BOTTLED	\$21,576	\$21,908	\$23,270	\$24,703	\$27,041	\$7,780	9.94%	9.46%	15.35%	
WHITE - TOTAL		\$23,543	\$23,907	\$25,106	\$26,344	\$28,250	\$8,057	7.57%	7.23%	14.79%		
TOTAL	\$82,794	\$80,781	\$85,473	\$91,461	\$104,285	\$26,316	12.47%	14.02%	16.68%			
URUGUAY	RED	IMPORT BOTTLED	\$21	\$14	\$48	\$37	\$18	\$4	-27.83%	-51.27%	1.13%	
		RED - TOTAL	\$21	\$14	\$48	\$37	\$18	\$4	-27.83%	-51.27%	1.13%	
	WHITE	IMPORT BOTTLED	\$0	\$0	\$1	\$1	\$0	\$0	-101.43%	-102.67%	0.00%	
		WHITE - TOTAL	\$0	\$0	\$1	\$1	\$0	\$0	-101.43%	-102.67%	0.00%	
	TOTAL	\$21	\$14	\$49	\$38	\$18	\$4	-38.77%	-52.50%	1.13%		
IMPORT TABLE WINE - SUMMARY	CANADA BOTTLED	\$12,273	\$12,011	\$10,970	\$8,981	\$7,940	\$1,945	-10.27%	-11.59%	7.12%		

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN SEPTEMBER 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 TABLE WINE - SUMMARY		\$422,166	\$411,339	\$421,437	\$436,689	\$468,625	\$114,131	4.92%	7.31%	13.85%
IMPORT TABLE WINE - TOTAL		\$434,439	\$423,350	\$432,407	\$445,670	\$476,565	\$116,076	4.62%	6.93%	13.73%
SPARKLING WINE	ARGENTINA RED	\$0	\$0	\$0	\$2	\$1	\$0	-100.00%	-5.55%	0.00%
	ROSE	\$0	\$0	\$2	\$3	\$1	\$0	-89.78%	-56.95%	22.05%
	WHITE	\$22	\$39	\$65	\$32	\$86	\$27	372.32%	167.86%	10.15%
	TOTAL	\$22	\$39	\$68	\$37	\$89	\$28	222.81%	141.36%	10.89%
AUSTRALIA	RED	\$343	\$262	\$205	\$179	\$164	\$39	-9.86%	-8.54%	1.04%
	ROSE	\$611	\$1,101	\$1,284	\$1,220	\$1,225	\$279	7.04%	0.43%	3.85%
	WHITE	\$1,948	\$2,063	\$1,831	\$1,532	\$1,524	\$353	7.74%	-0.49%	4.83%
	TOTAL	\$2,903	\$3,426	\$3,319	\$2,931	\$2,913	\$671	6.26%	-0.60%	4.20%
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	ROSE	\$157	\$293	\$287	\$351	\$348	\$100	12.73%	-0.84%	1.54%
	WHITE	\$17	\$8	\$2	\$0	\$3	\$1	n/a	25,861.91%	0.00%
	TOTAL	\$174	\$300	\$289	\$351	\$351	\$101	12.73%	-0.03%	1.54%
CHINA	WHITE	\$0	\$0	\$0	\$2	\$4	\$1	-31.56%	84.81%	0.50%
	TOTAL	\$0	\$0	\$0	\$2	\$4	\$1	-31.56%	84.81%	0.50%
CZECH REPUBLIC	WHITE	\$16	\$11	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
	TOTAL	\$16	\$11	\$0	\$0	\$0	\$0	n/a	n/a	0.00%
FRANCE	RED	\$0	\$0	\$0	\$21	\$0	\$0	-100.00%	-99.81%	0.00%
	ROSE	\$1,121	\$1,148	\$1,255	\$1,464	\$1,664	\$395	18.44%	13.73%	16.53%
	ROSE TABLE WINE	\$0	\$0	\$14	\$63	\$114	\$27	53.03%	81.19%	7.22%
	WHITE	\$11,531	\$9,916	\$9,873	\$10,080	\$10,087	\$2,270	-2.91%	0.07%	28.13%
	WHITE TABLE WINE	\$117	\$140	\$167	\$197	\$145	\$29	-25.47%	-26.54%	13.43%
	TOTAL	\$12,768	\$11,203	\$11,308	\$11,825	\$12,010	\$2,721	-1.03%	1.57%	26.14%
GERMANY	ROSE	\$0	\$12	\$285	\$262	\$361	\$64	36.84%	37.86%	3.71%

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SPARKLING WINE	GERMANY	WHITE	\$2,534	\$2,515	\$2,680	\$2,896	\$2,831	\$589	4.84%	-2.23%	11.73%
		TOTAL	\$2,534	\$2,526	\$2,965	\$3,158	\$3,192	\$652	7.30%	1.09%	10.82%
	HUNGARY	WHITE	\$230	\$299	\$319	\$304	\$250	\$51	-21.97%	-17.74%	2.11%
		TOTAL	\$230	\$299	\$319	\$304	\$250	\$51	-21.97%	-17.74%	2.11%
	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	\$4	\$1	n/a	n/a	0.00%
		ROSE	\$113	\$145	\$255	\$222	\$224	\$56	-3.31%	0.82%	12.90%
		WHITE	\$2,591	\$2,982	\$3,568	\$4,073	\$4,700	\$1,333	24.88%	15.39%	23.98%
		TOTAL	\$2,704	\$3,126	\$3,824	\$4,296	\$4,928	\$1,390	23.43%	14.64%	23.49%
	NEW ZEALAND	ROSE	\$0	\$4	\$1	\$4	\$134	\$37	1,701.55%	3,081.15%	9.16%
		WHITE	\$104	\$96	\$42	\$308	\$358	\$87	5.99%	16.06%	9.49%
		TOTAL	\$104	\$100	\$43	\$313	\$492	\$124	46.97%	57.21%	9.40%
	PORTUGAL	ROSE	\$0	\$15	\$11	\$7	\$0	\$0	n/a	-100.00%	0.00%
		WHITE	\$0	\$7	\$6	\$7	\$5	\$1	39.99%	-29.47%	47.92%
		TOTAL	\$0	\$22	\$17	\$13	\$5	\$1	39.99%	-65.68%	47.92%
	SOUTH AFRICA	ROSE	\$0	\$9	\$0	\$3	\$2	\$0	-66.67%	-30.77%	0.00%
		WHITE	\$48	\$131	\$300	\$284	\$254	\$60	6.03%	-10.65%	5.17%
		TOTAL	\$48	\$140	\$301	\$288	\$257	\$60	5.00%	-10.90%	5.17%
	SPAIN	RED	\$1	\$0	\$1	\$1	\$1	\$0	-100.00%	9.99%	0.00%
		ROSE	\$301	\$261	\$338	\$358	\$264	\$60	-17.40%	-26.14%	12.02%
		WHITE	\$4,767	\$4,434	\$4,748	\$4,807	\$4,784	\$1,064	5.44%	-0.48%	16.98%
		TOTAL	\$5,068	\$4,696	\$5,086	\$5,166	\$5,050	\$1,124	3.88%	-2.25%	16.72%
	UNITED STATES OF AMERICA	ROSE	\$30	\$142	\$222	\$71	\$28	\$9	-36.69%	-60.58%	1.14%

IMPORT WINE MARKET
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			2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2012
SPARKLING WINE	UNITED STATES OF AMERICA	WHITE	\$2,126	\$1,778	\$1,893	\$1,915	\$1,727	\$371	-14.27%	-9.85%	11.27%
		TOTAL	\$2,156	\$1,921	\$2,116	\$1,987	\$1,755	\$379	-14.95%	-11.67%	11.10%
IMPORT SPARKLING WINE - TOTAL			\$28,730	\$27,811	\$29,654	\$30,670	\$31,295	\$7,303	5.10%	2.04%	18.81%
WINE - GIFT PACKS		AUSTRALIA	\$496	\$128	\$127	\$61	\$0	\$0	-100.00%	-100.00%	0.00%
		CHILE	\$0	\$0	\$0	\$0	\$19	\$2	n/a	n/a	1.67%
		FRANCE	\$99	\$55	\$79	\$174	\$147	\$5	-65.28%	-15.36%	1.64%
		ITALY	\$42	\$84	\$0	\$0	\$30	\$0	n/a	n/a	0.00%
		PORTUGAL	\$0	\$8	\$3	\$0	\$0	\$0	n/a	n/a	0.00%
		SOUTH AFRICA	\$0	\$0	\$101	\$0	\$0	\$0	n/a	n/a	0.00%
		SPAIN	\$0	\$0	\$48	\$24	\$0	\$0	n/a	-100.00%	0.00%
		UNITED STATES OF AMERICA	\$1	\$0	\$0	\$2	\$40	\$0	-100.00%	1,634.10%	0.00%
IMPORT WINE - GIFT PACKS - TOTAL			\$637	\$275	\$357	\$261	\$236	\$7	-58.32%	-9.27%	1.25%
IMPORT WINE - TOTAL			\$481,042	\$467,434	\$478,394	\$492,789	\$524,269	\$126,950	4.55%	6.39%	14.39%

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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