## **Ontario Wine Scorecard**



**Period 3 2015-16** 



L	itres	Period 3 2015-16	\$ Net

eriod	%	YTD	%	Rolling 13	%		Period	%	YTD	%	Rolling 13	%
				L	сво о	NTARIO TABLE	WINES					
						Ontario VQA						
						Table						
199,550 👚	7.2%	608,223 👚	1.0%	3,029,240 👚	3.9%	Red	3,142,183 👚	9.3%	9,444,398 👚	2.7%	46,707,940 👚	4.9%
276,652 👚	0.9%	810,327 👚	3.9%	3,700,515 👚	3.3%	White	4,170,712 👚	3.6%	12,120,391 👚	5.8%	54,567,086 👚	4.4%
18,954 👚	3.9%	44,674 👚	2.9%	186,116 👚	2.1%	Rose	285,814 👚	6.6%	651,614 👚	4.4%	2,660,560 👚	1.1%
495,156 👚	3.5%	1,463,224 👚	2.6%	6,915,871 👚	3.5%	Total	7,598,709 👚	6.0%	22,216,403 👚	4.4%	103,935,586 👚	4.5%
						Ontario VQA Table						
2,178 👎	-81.5%	7,461 👎	-77.7%	71,792 👎	-64.6%	<\$8	17,933	-88.5%	69,260 🐣	-84.4%	926,386 🖑	-65.9%
148,570		466,475 1	0.9%	2,224,248 👎		\$8 - \$12	1,894,779 👚	0.9%	5,896,804 👚	1.0%	27,978,003 🐶	-2.4%
308,537 1		882,839 👚	5.3%	4,101,925 👚		\$12 - \$15	4,988,772 👚	11.2%	14,198,552 👚	7.3%	65,032,332 👚	9.0%
35,871 1	6.7%	106,449 👚	16.1%	517,906 1	18.2%	>\$15	697,225 👚	7.5%	2,051,787 👚	16.5%	9,998,865 👚	19.3%
495,156 👚	3.5%	1,463,224 👚	2.6%	6,915,871 👚	3.5%	Total	7,598,709 👚	6.0%	22,216,403 👚	4.4%	103,935,586 👚	4.5%
						Ontario Non VQA Table						
835,548 👚	14.2%	2,420,679 👚	6.2%	10,847,657 👚	9.1%	Red	7,408,165 👚	13.2%	21,616,507 👚	6.8%	96,836,737 👚	10.1%
1,419,947 👚	5.4%	4,038,808 👚	4.6%	17,449,671 👚	5.9%	White	12,338,210 👚	5.1%	34,979,304 👚	4.7%	151,176,823 👚	6.2%
90,450 👚	4.1%	265,998 👚	7.1%	1,125,063 👚		Rose	786,294 👚	5.3%	2,309,929 👚	9.1%	9,609,352 👚	9.2%
2,345,945 👚	8.3%	6,725,485 👚	5.2%	29,422,391 👚	7.2%	Total	20,532,669 👚	7.9%	58,905,740 👚	5.7%	257,622,912 👚	7.8%
						Total Ontario Table						
1,035,098 👚	12.8%	3,028,902 👚	5.1%	13,876,897 👚	7.9%	Red	10,550,348 👚	12.0%	31,060,905 👚	5.5%	143,544,677 👚	8.3%
1,696,599 👚	4.7%	4,849,135 👚	4.4%	21,150,186 👚	5.4%	White	16,508,922 👚	4.7%	47,099,695 👚	5.0%	205,743,909 👚	5.7%
109,404 🧌	4.0%	310,672 👚	6.5%	1,311,179 👚	7.6%	Rose	1,072,108 👚	5.7%	2,961,543 👚	8.1%	12,269,912 👚	7.3%
2,841,101 👚	7.5%	8,188,709 👚	4.8%	36,338,262 👚	6.4%	Total	28,131,378 👚	7.4%	81,122,143 👚	5.3%	361,558,498 👚	6.8%
						Total Ontario Table						
1,395,394 👚	1.6%	4,124,189 👚	0.9%	18,104,164 👚	5.0%	<\$8	10,929,387 💝	0.0%	32,305,319 💝	0.2%	142,321,320 👚	4.5%
1,096,170 1	15.5%	3,061,194 👚	9.7%	13,568,609 👚	7.2%	\$8 - \$12	11,439,163 👚	13.3%	32,356,047 👚	9.1%	143,521,822 👚	7.3%
313,666 1		896,877 👚	5.9%	4,147,583 👚		\$12 - \$15	5,065,603 👚	11.8%	14,408,990 👚	7.8%	65,716,491 👚	9.1%
35,871 1		106,449 👚	16.1%	517,906 1		> \$15	697,225 👚	7.5%	2,051,787 👚	16.5%	9,998,865 👚	19.3%
2,841,101	7.5%	8,188,709 👚	4.8%	36,338,262 1	6.4%	Total	28,131,378	7.4%	81,122,143 👚	5.3%	361,558,498 1	6.8%
						Total Ontario Table						
1,701,105 👚	9.5%	4,937,083 👚	6.2%	21,747,982 👚	6.9%	Varietal	18,421,300 👚	9.0%	53,276,330 👚	6.4%	236,443,447 👚	7.2%
1,139,996 👚	4.5%	3,251,626 👚	2.7%	14,590,280 👚	5.8%	Blend	9,710,078 👚	4.3%	27,845,813 👚	3.4%	125,115,051 👚	6.1%
2,841,101 👚	7.5%	8,188,709 👚	4.8%	36,338,262 👚	6.4%	Total	28,131,378 👚	7.4%	81,122,143 👚	5.3%	361,558,498 👚	6.8%

		Litres				Period 3 2015-16			\$ Net			
Period	%	YTD	%	Rolling 13	%		Period	%	YTD	%	Rolling 13	%
				LCBC	ONT	ARIO NON-TABI	LE WINES					
						Ontario VQA Non-Table						
6,161 👚	11.6%	17,660 👚	9.2%	90,650 👚	7.8%	Sparkling	153,459 👚	17.4%	437,438 👚	18.1%	2,210,693 👚	12.2%
97 👚	340.9%	239 👚	262.1%	733 👚	86.0%	Icewine	14,446 👚	372.1%	35,502 👚	285.1%	102,520 👚	85.2%
51 堤	-41.4%	186 堤	-45.6%	11,702 🕹	-27.5%	Gift	797 堤	-53.3%	2,861 🕹	-58.3%	193,256 堤	-33.6%
6,309 👚	12.0%	18,085 👚	9.0%	103,085 👚	2.5%	Total	168,702 👚	24.5%	475,801 👚	23.2%	2,506,469 👚	8.2%
						Ontario Non VQA Non-Table						
78,598 🐣	-2.4%	238,278 🐣	-2.0%	1,332,479 🕹	-0.6%	Sparkling	704,346 🐣	-1.6%	2,125,404 🐣	-1.6%	11,948,191 💠	0.0%
99,076 💠	-0.4%	284,556 🐣	-3.7%	1,331,340 🕹	-1.0%	Fortified	932,087 💠	-0.2%	2,675,898 🐣	-3.5%	12,616,494 🐣	-1.6%
1,566 👚	10.0%	5,336 👚	16.0%	41,909 👚	38.7%	Fruit Wine	33,837 👚	4.5%	113,937 👚	12.8%	874,461 👚	35.2%
97 🐣	-32.2%	358 🐣	-16.2%	18,139 🕹	-12.3%	Gift	5,252 👚	3.2%	17,404 👚	27.4%	503,925 🐣	-13.9%
179,337 🖶	-1.2%	528,528 🐣	-2.8%	2,723,867 🐤	-0.5%	Total	1,675,522 🕹	-0.7%	4,932,643 🐣	-2.3%	25,943,071 🔷	-0.2%
						Total Ontario Non-Table						
84,759 🐣	-1.5%	255,938 🐣	-1.3%	1,423,129 💝	-0.1%	Sparkling	857,805 👚	1.3%	2,562,842 👚	1.3%	14,158,884 👚	1.8%
99,076 💝	-0.4%	284,556 👎	-3.7%	1,331,340 👎	-1.0%	Fortified	932,087 💝	-0.2%	2,675,898 👎	-3.5%	12,616,494 🐣	-1.6%
97 👚	340.9%	239 👚	262.1%	733 👚	86.0%	Icewine	14,446 👚	372.1%	35,502 👚	285.1%	102,520 👚	85.2%
1,566 👚	10.0%	5,336 👚	16.0%	41,909 👚	38.7%	Fruit Wine	33,837 👚	4.5%	113,937 👚	12.8%	874,461 👚	35.2%
148 🐣	-35.7%	544 👎	-29.3%	29,841 👎	-19.0%	Gift	6,049 👎	-11.0%	20,265 👎	-1.3%	697,181 👎	-20.5%
185,646 🐣	-0.8%	546,613 👎	-2.4%	2,826,952 🐡	-0.4%	Total	1,844,224 👚	1.2%	5,408,444 🐡	-0.5%	28,449,540 💝	0.5%

<sup>\*</sup>excludes flavoured wines and ciders

		Litres				Period 3 2015-16			\$ Net			
Period	%	YTD	%	Rolling 13	%		Period	%	YTD	%	Rolling 13	%
				LCE	SO IN	IPORTED TABLE	WINFS					
						II ORIED IADEL	· WIIILO					
						Imported Table						
2,998,202 👚	1.0%	9,009,358 棏	-1.8%	42,272,917 👚	1.6%	Red	38,415,308 👚	1.7%	115,580,028 堤	-1.1%	544,694,596 👚	2.6%
2,271,777 👚	1.2%	6,326,544 🔷	0.4%	27,261,535 👚	1.8%	White	27,621,005 👚	2.5%	76,697,436 👚	1.8%	327,727,360 👚	2.6%
130,057 👚	4.7%	308,073 👚	24.6%	902,523 👚	11.2%	Rose	1,649,072 👚	7.6%	3,798,239 👚	29.7%	10,728,548 👚	15.1%
5,400,036 👚	1.2%	15,643,975 堤	-0.5%	70,436,975 👚	1.8%	Total	67,685,385 👚	2.2%	196,075,703 👚	0.5%	883,150,504 👚	2.7%
_		_		_		Imported Table	_		_			
1,470,345 🛂		4,288,264 🛂	-6.9%	19,644,169 🐣	-3.6%	<\$8	12,118,912 🛂	-9.7%	35,402,222 🛂	-10.6%	165,434,281 🛂	-5.9%
2,133,567 🕹		6,133,605 🐣	-2.7%	27,579,484 💠	-0.4%	\$8 - \$12	24,990,323 🖶	-1.2%	71,862,387 🐣	-2.5%	322,039,022 🕹	-0.6%
1,208,682 👚	12.6%	3,373,528 🎓	4.3%	14,900,317 🎓	6.0%	\$12 - \$15	18,560,312 👚	11.8%	51,852,024 👚	4.0%	229,238,364 👚	5.8%
587,442 👚	7.2%	1,848,578 👚	17.0%	8,313,005 👚	17.4%	> \$15	12,015,838 👚	9.8%	36,959,070 👚	15.9%	166,438,837 👚	16.3%
5,400,036 👚	1.2%	15,643,975 🐣	-0.5%	70,436,975 👚	1.8%	Total	67,685,385 👚	2.2%	196,075,703 👚	0.5%	883,150,504 👚	2.7%
						Imported Table						
4,040,867 👚	1.9%	11,711,635 👚	1.0%	52,032,077 👚	2.7%	Varietal	51,720,328 👚	2.7%	150,011,509 👚	1.9%	665,395,190 👚	3.4%
1,359,169 🕹		3,932,340 🖶	-4.7%	18,404,898 堤	-0.8%	Blend	15,965,057 🔷	0.3%	46,064,194 堤	-3.7%	217,755,314 👚	0.9%
5,400,036 👚	1.2%	15,643,975 堤	-0.5%	70,436,975 👚	1.8%	Total	67,685,385 👚	2.2%	196,075,703 👚	0.5%	883,150,504 👚	2.7%
				LCBO	IMP	ORTED NON-TAE	BLE WINES					
						Imported Non-Table						
233,608 👚		637,118 👚	7.2%	3,166,713 👚	6.0%	Sparkling	5,185,102 👚	8.7%	13,809,706 👚	8.3%	68,286,885 👚	7.1%
90,384 💠		271,185 🖶	-3.5%	1,353,191 🔷	0.4%	Fortified	1,255,542 👚	1.9%	3,762,812 🖶	-2.2%	19,119,125 👚	2.5%
1,738 堤	-15.0%	4,916 堤	-28.5%	277,161 👚	3.7%	Gift	88,058 👚	3.2%	227,712 堤	-8.8%	5,864,571 👚	5.3%
356,648 👚	7.2%	969,978 👚	4.5%	4,992,116 👚	4.8%	Total	6,843,444 👚	9.8%	18,357,029 👚	7.1%	94,880,154 👚	6.5%

<sup>\*</sup>excludes flavoured wines and ciders

Litres				Period 3 2015-16								
Period	%	YTD	%	Rolling 13	%		<u>Period</u>	%	YTD	%	Rolling 13	%
				VIN	rages	ONTARIO TAB	LE WINES					
						Ontario VQA						
18,145 <b>1</b>	8.2%	54,021 🌗	-0.8%	283,135 👚	8.0%	<b>Table</b> Red	446,099 👚	7.5%	1,308,366 🖶	-1.0%	6,984,020 👚	9.5%
22,546	•	66,768		315,170		White	491,811		1,445,956	-6.6%	6,909,014	-0.6%
12,395		24,684		81,221		Rose	218,065		445,587 👚	26.6%	1,482,104	14.5%
53,086 4	6.4%	145,473	0.5%	679,526	4.7%	Total	1,155,975	4.0%	3,199,909 🕹	-0.7%	15,375,138	5.1%
						Ontario VQA						
8,145	-5.5%	21,196	-19.8%	94,107 👎	-14.8%	<b>Table</b> < \$15	131,473 🐣	-15.4%	344,009 🛂	-27.6%	1,578,543 🕹	-21.7%
34,705 <b>1</b>		95,241		426,469	11070	\$15 - \$20	707,097		1,958,097	6.2%	8,842,643	3.7%
6,855		19,107 <sup>4</sup>		103,043		\$20 - \$25	183,472		509,667	-4.2%	2,740,297	20.8%
3,381		9,929		55,907		> \$25	133,933		388,136	4.7%	2,213,655	22.1%
53,086	6.4%	145,473	0.5%	679,526	4.7%	Total	1,155,975	4.0%	3,199,909	-0.7%	15,375,138	5.1%
				VINTA	GES O	NTARIO NON-T/	ABLE WINE	S				
						Ontario VQA						
						Non-Table						
1,470 1	•	3,460 1	•	20,648 👚		Sparkling	45,403 👚		108,478 🔷	-0.1%	655,843 👚	39.8%
4,117	•	10,628		64,456		Icewine	407,759 👚	4.7%	1,058,367 🕹	-1.8%	6,176,697	3.8%
5,648 <b>1</b>		195 <b>1</b>	26.6%	1,451 <b>1</b>	24.8% 13.6%	Gift <b>Total</b>	7,744 <b>1</b>	15.5% 5.7%	22,498 <b>1,189,343 J</b>	2.4% - <b>1.6%</b>	158,157 <del>•</del>	-4.3% <b>6.1%</b>
												_
						Ontario Non VQA Non-Table						
80 1	247.8%	247 🗂	586.1%	1,475 👚	170.6%	Sparkling	1,702 👚	152.1%	5,264 👚	417.6%	33,736 👚	137.3%
18 🖥	111370	62 1	19.2%	686 👚	35.8%	Fortified	489 🐣	27.570	1,820 👚	13.3%	20,491 👚	35.0%
131		470 🖣		5,274 👚		Fruit Wine	3,239 🛂		11,575 🛂	-63.3%	141,989 🐣	-4.1%
194 1		531		2,362 👚		Sake	7,689 👚		20,783 🛂	-3.5%	88,124 👚	10.6%
	#DIV/0!		100.070	6 🛂		Gift		#DIV/0!		-100.0%	300 🛂	-90.4%
423	-21.1%	1,310	-23.6%	9,803 👚	15.8%	Total	13,119 🐣	-20.7%	39,442 🐣	-29.3%	284,640 👚	9.4%
						Total Ontario Non-Table						
1,550 1	23.0%	3,707	7.5%	22,123 👚	59.1%	Sparkling	47,105 👚	15.8%	113,742 👚	3.7%	689,579 👚	42.7%
18		62 1		686	55.170	Fortified	489 🛂		1,820 🖜	13.3%	20,491	35.0%
4,117	4.9%	10,628	-2.1%	64,456		Icewine	407,759 *		1,058,367 🛂	-1.8%	6,176,697	3.8%
131	-58.8%	470 🖣	-53.6%	5,274 👚		Fruit Wine	3,239 🕹	-64.5%	11,575	-63.3%	141,989 👎	-4.1%
194 1	11.5%	531 🛂	-13.0%	2,362 👚		Sake	7,689 👚		20,783 👎	-3.5%	88,124 👚	10.6%
61 1		195 1		1,457 👚		Gift	7,744 👚		22,498 👚	2.0%	158,457 🛂	-5.9%
6,071	5.7%	15,593	-3.4%	96,358 👚	13.8%	Total	474,025 👚	4.7%	1,228,785 🐣	-2.8%	7,275,337 👚	6.3%

\*excludes flavoured wines and ciders

		Litres				Period 3 2015-16	\$ Net					
Period	%	YTD	%	Rolling 13	%		Period	%	YTD	%	Rolling 13	%
				VINTA	GES	IMPORTED TAB	I F WINFS					
				VIIVIA	IGES	IMPORTED TAB	LE WINES					
						Imported Table						
784,345 👚	12.3%	2,322,640 👚	11.4%	10,954,317 👚	8.9%	Red	20,989,945 👚	11.8%	61,732,221 👚	10.0%	297,912,923 👚	8.7%
359,001 👚	2.6%	1,018,025 🔷	0.0%	4,408,136 👚	5.3%	White	8,505,494 👚	5.1%	23,914,940 👚	3.6%	102,732,148 👚	7.1%
51,609 👚	16.3%	106,598 👚	31.0%	211,836 堤	-2.6%	Rose	1,023,537 👚	18.1%	2,116,644 👚	34.5%	4,243,293 👚	0.9%
1,194,955 👚	9.3%	3,447,263 👚	8.2%	15,574,289 👚	7.7%	Total	30,518,976 👚	10.1%	87,763,805 👚	8.6%	404,888,364 👚	8.2%
						Imported Table						
133,124 🎓	2.7%	355,596 🐣	-9.5%	1,580,214 🐣	-30.4%	< \$15	2,263,799 🖶	-1.9%	6,048,965 🐣	-15.7%	27,464,603 🖶	-34.4%
693,772 🎓	8.0%	2,084,166 🎓	13.4%	9,145,746 🎓	18.4%	\$15 - \$20	14,944,819 👚	8.8%	44,596,659 👚	14.4%	195,317,083 👚	19.3%
212,573 🎓	11.6%	577,657 🎓	4.1%	2,723,098 👚	7.5%	\$20 - \$25	5,733,072 👚	12.7%	15,771,940 👚	6.8%	73,126,728 👚	8.0%
155,486 🎓	19.6%	429,844 👚	7.7%	2,125,231 👚	10.1%	> \$25	7,577,286 👚	14.7%	21,346,241 👚	7.5%	108,979,950 👚	8.0%
1,194,955 🎓	9.3%	3,447,263 👚	8.2%	15,574,289 👚	7.7%	Total	30,518,976 👚	10.1%	87,763,805 👚	8.6%	404,888,364 👚	8.2%
972,221 👚	9.7%	2,773,012 👚	8.2%	12,574,769 👚	8.9%	Imported Table Varietal	24,572,299 👚	12.5%	69,973,077 👚	10.4%	319,545,944 👚	10.4%
222,734 👚	7.6%	674,251 👚	8.6%	2,999,520 👚	2.8%	Blend	5,946,677 👚	0.8%	17,790,728 👚	2.1%	85,342,420 👚	0.9%
1,194,955 👚	9.3%	3,447,263 👚	8.2%	15,574,289 👚	7.7%	Total	30,518,976 👚	10.1%	87,763,805 👚	8.6%	404,888,364 👚	8.2%
				VINTAGE	ES IM	IPORTED NON-T	ABLE WINE	S				
						Imported Non-Table						
29,750 👚	26.3%	74,962 👚	9.3%	374,768 👚	11.1%	Sparkling	1,276,795 👚	20.3%	3,096,289 👚	11.8%	15,843,378 👚	10.7%
6,037 👚	17.9%	18,882 🐤	-0.2%	101,214 👚	2.2%	Fortified	238,378 👚	4.5%	727,234 🐣	-24.8%	4,189,263 👚	1.9%
- #	#DIV/0!	- #	#DIV/0!		-100.0%	Icewine	. +	-100.0%		DIV/0!		-102.6%
626 👚	96.9%	1,472 👚	18.9%	7,318 🐣	-21.6%	Fruit Wine	18,522 👚	148.8%	45,201 👚	52.0%	211,568 🕹	-12.4%
22,644 🐣	-5.0%	85,328 🐣	-24.2%	383,643 🐣	-3.6%	Kosher	269,363 🐣	-6.3%	1,093,703 🐣	-26.5%	4,786,118 🖶	-1.8%
18,028 👚	5.3%	54,444 🐣	-4.7%	267,815 👚	3.4%	Sake	270,565 👚	7.0%	811,522 🐣	-1.9%	4,050,437 👚	6.0%
1,762 👚	32.4%	3,144 🐣	-25.8%	60,196 🐣	-9.5%	Gift	56,913 👚	62.0%	107,046 🐣	-8.1%	1,995,933 👚	1.7%
2,399 🖶	-7.9%	7,756 🐣	-9.9%	35,898 👚	12.6%	Other	46,233 🕹	-10.0%	147,243 🐣	-10.8%	676,782 👚	11.3%
81,246 👚	10.0%	245,988 🐣	-9.4%	1,230,852 👚	2.5%	Total	2,176,769 👚	13.1%	6,028,176 🖶	-5.3%	31,753,460 👚	6.1%

\*excludes flavoured wines and ciders

Period % YTD % Rolling 13 % Period % YTD % Rol  TOTAL LCBO WINES & VINTAGES TABLE	olling 13 %
TOTAL LCBO WINES & VINTAGES TABLE	
Ontario VQA           548,242 ↑ 3.7%         1,608,697 ↑ 2.4%         7,595,397 ↑ 3.6%         Table         8,754,684 ↑ 5.7%         25,416,312 ↑ 3.7%         11	119,310,724 👚 4.6%
Ontario Non VQA	
	257,622,912 👚 7.8%
Ontario	
2,894,187 👚 7.4% 8,334,182 👚 4.7% 37,017,788 👚 6.4% Table 29,287,353 👚 7.2% 84,322,052 👚 5.1% 37	376,933,636 👚 6.7%
Imported Table 200 April 2	200 020 000 🐧
6,594,991 <b>↑</b> 2.6% 19,091,238 <b>↑</b> 1.0% 86,011,264 <b>↑</b> 2.8% Table 98,204,361 <b>↑</b> 4.5% 283,839,508 <b>↑</b> 2.9% 1,28	288,038,868 14.4%
9,489,178 ↑ 4.0% 27,425,420 ↑ 2.1% 123,029,052 ↑ 3.9% Table 127,491,714 ↑ 5.1% 368,161,560 ↑ 3.4% 1,66	664,972,504 1.9%
TOTAL LCBO WINES & VINTAGES NON-TABLE	
Ontario VQA	
11,957 <b>↑</b> 10.3% 32,368 <b>↑</b> 4.4% 189,640 <b>↑</b> 7.3% Non-Table 629,608 <b>↑</b> 10.1% 1,665,144 <b>↑</b> 4.4%	9,497,166 1 6.7%
Ontario Non VQA	
179,760 🔱 -1.3% 529,838 🔱 -2.8% 2,733,670 🖒 -0.4% Non-Table 1,688,641 🔱 -0.9% 4,972,085 🖖 -2.6% 2	26,227,7110.1%
Ontario  191,717	35,724,877 👚 1.6%
	210/2
Imported	126,633,614 👚 6.4%
Total	
	162,358,491 👚 5.3%
TOTAL LCBO WINES & VINTAGES	
Total Wines	
560,199 🖈 3.9% 1,641,065 🖈 2.5% 7,785,037 🖈 3.7% Ontario VQA 9,384,292 🖈 6.0% 27,081,456 🖈 3.8% 12	128,807,890 🔹 4.8%
	283,850,623 7.0%
	412,658,513 <b>1</b> 6.3% 414,672,482 <b>1</b> 4.6%
	827,330,995 <b>1</b> 5.0%

\*excludes flavoured wines and ciders