

Wine Industry Metrics - Off-Premise Sales - April 2013

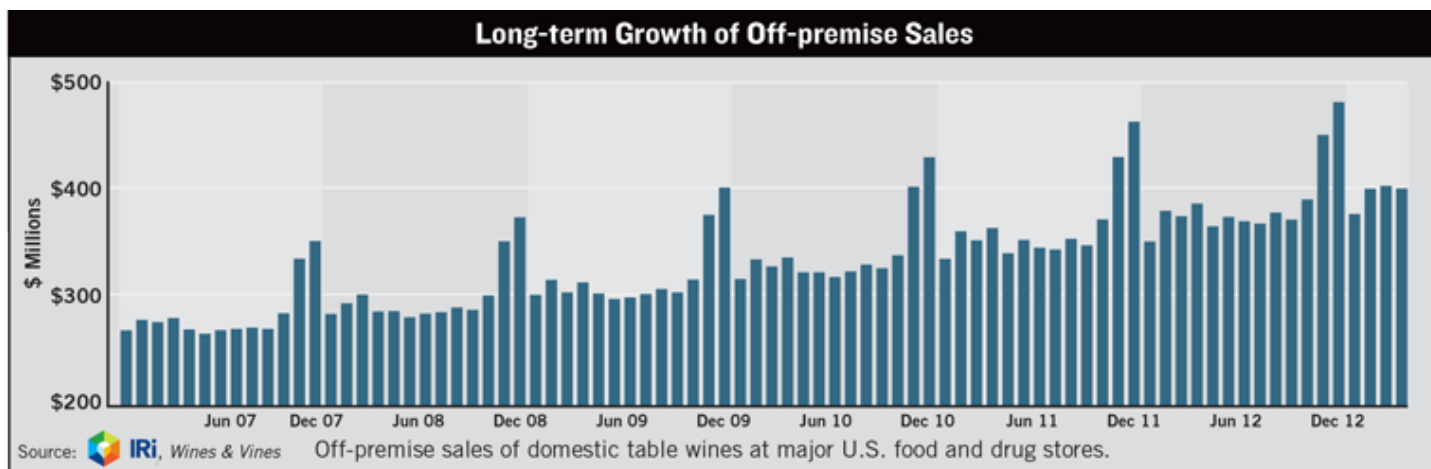
Wines Vines Analytics

Wine Consumers Trade Up at Retail; Volume Is Nearly Flat

Retail sales of domestic table wine grew 6% in the 52 weeks ending in April, generating \$287 million more than the same period a year earlier. The expansion reflects only a 1% increase in volume, meaning that consumers are not buying many more bottles, but are adding more expensive bottles to their shopping carts.

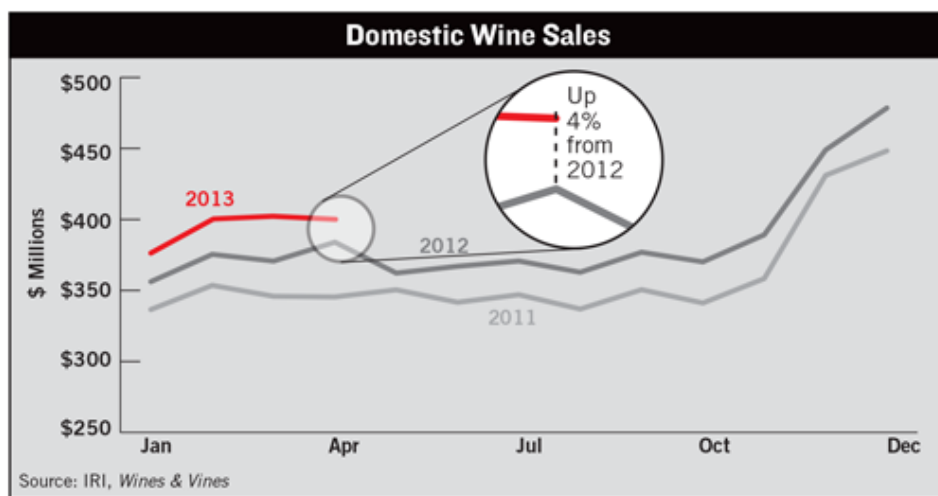
Off-Premise Sales

IRI Channels »	Month	12 Months
April 2013	\$400 mil	\$5,128 mil
April 2012	\$386 mil	\$4,842 mil



Off-Premise Sales Continue Long-Term Climb

From February 2007 through April 2013 off-premise wine sales growth has been steady, interrupted only by holiday highs and January lows. The numbers for domestic table wine reflect a continuing, long-term expansion of the off-premise wine market as measured by market research firm IRI.



About IRI Channels

Sourced from Chicago-based IRI, these figures cover sales in multiple-outlet and convenience store channels. These include grocery, drug, mass marketers, membership clubs, dollar and convenience stores. Liquor store sales are not included.



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