

Wine Industry Metrics - Off-Premise Sales - June 2018

Wines Vines Analytics

Off-Premise Sales Rise 1%, Driven by Non-Glass Packaging

Off-premise sales through multiple-outlet and convenience stores in the four weeks ended June 17 totaled \$651 million, market research firm IRI reported. This was up 1% versus a year ago. Case volumes were flat at 8.3 million. Sales in the latest 52 weeks were 2% above a year ago at \$8.9 billion. Reflecting the overall market, sales of domestic wines in glass packaging rose 2% in the period. Boxed table wines and canned sparkling wines grew faster, rising 7% and 43%, respectively.

Off-Premise Sales IRI Channels »	Month	12 Months
June 2018	\$651 mil	\$8,946 mil
June 2017	\$643 mil	\$8,742 mil

OFF-PREMISE VALUE



Source: IRI, Wines Vines Analytics. Domestic table and sparkling wine sales in multiple-outlet and convenience stores, four weeks ended June 17, 2018.

Off-premise sales totaled \$651 million in the four weeks ended June 17, up 1% versus a year ago.

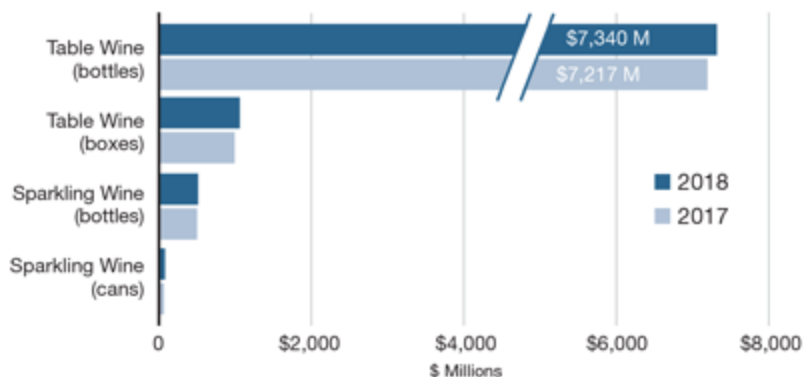
OFF-PREMISE VOLUME



Source: IRI, Wines Vines Analytics. Domestic table and sparkling wine sales in multiple-outlet and convenience stores, four weeks ended June 17, 2018.

IRI reported case volumes of 8.3 million in the four weeks ended June 17, even with a year ago.

OFF-PREMISE SALES BY PACKAGE TYPE



Source: IRI, Wines Vines Analytics. Table and sparkling wine sales in multiple-outlet and convenience stores; 52 weeks ended June 17, 2018.

While wines in glass packaging dominate off-premise sales, boxed table wines and canned sparkling wines saw the greatest growth in the 52 weeks ended June 17 at 7% and 43%, respectively.

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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