











| Agency | Province | How many SKUs ? | PORTFOLIO % | | MONOPOLY vs IP % | |
|---|----------|-----------------|-------------|-----------------|--|-----|
| | | | Portugal | Other countries | Monopoly | IP |
|  <p>Importations BMT</p> <p>Importation and representation wine agency in Montreal. Works with the monopoly (SAQ) and in private importation. Developping other monopolies (LCBO in ON, working on agreement with NS). Created in 2013 : Owners coming from Reims (France) with a MBA en Wine Management at Wine Marketing. Great growth within 4 years : about 70 products in SAQ and 8 products in general listing. Since 2016, developping Private Importation (around 15 products). Only one producer in Portugal for now. Looking for additional producers</p> <p>Want to have a look online ? http://www.importationsbmt/</p> | QC | 1 | 1 | 99 | 75 | 25 |
|  <p>Divine Sélection Inc.</p> <p>Founded in 2015 by the determination and expertise of two women, Anne Marie Chéné and Carolyne Leduc (who have been working in the wine industry in Quebec for over 15 years.) • 70% restaurants • 30% direct sales to companies Well known on the market for their professionalism More than 40 suppliers</p> <p>Want to have a look online ? http://www.divinselection.ca/</p> | QC | 12 | 21 | 79 | 23 | 77 |
|  <p>soif inc.</p> <p>Founded in 2013 ; Representing 25 domains from France and Italy Looking for new products from Portugal in order to develop their portfolio</p> <p>Want to have a look online ? http://www.importation-soif.com/</p> | QC | 0 | 0 | 100 | 0 | 100 |
|  <p>Enoteca Bacco Importers of Fine Wines & Spirits Inc.</p> <p>Created in 1995 as a limited incorporated company. Importing wines since 1989 prior to that. Portfolio mainly made of European wines, Italian and French, and expanding into Spain and Portugal. Monopoly and private buyers</p> <p>Want to have a look online ? http://www.enotecabacco.ca/</p> | BC | 1 | 5 | 95 | 70 | 30 |
|  <p>The Drinks List Merchants Ltd.</p> <p>Distribution and promotion in all public and private retail channels, as well as the restaurant and hotel trade The Wine List services all of British Columbia, Manitoba, and the Yukon with plans to expand to Alberta, Saskatchewan, and the other two territories. Partnerships planned with similar companies in Ontario, Quebec and the Atlantic provinces.</p> <p>Want to have a look online ? https://www.twicanada.com/</p> | BC | 0 | 0 | 100 | 30 | 70 |
|  <p>Wine Cellars International Ltd</p> <p>Wine and distilled beverage company in Toronto ; Public company was founded in 2002. Represent 10 suppliers from Italy, 3 South Africa, 1 France, 1 Argentina, 5 New Zealand, 2 Australia, 1 Belize, 1 Mexico In all LCBO Sales Channels. In January 2017 LCBO granted them Tier #1 Consignment space. Looking for developping their portfolio</p> | ON | 0 | 0 | 100 | 50 | 50 |
|  <p>ABCON INTERNATIONAL WINE MERCHANTS INC.</p> <p>Solid agency been operating for 24 years mainly servicing restaurants and private clients throughout Ontario. Looking seriously at the introduction of Portuguese wines to our very comprehensive portfolio. Also supply Vintages for various tenders yearly.</p> <p>Want to have a look online ? http://www.abconwine.com/</p> | ON | 0 | 0 | 100 | 10 | 90 |
|  <p>Wine Lovers Agency</p> <p>Incorporated in January 1985 as a small, privately owned Wine & Spirit Importing Agency. Wines are offered through the vast network of LCBO retail stores across Ontario via the Wines and/or Vintages programs as well as the LCBO's Private Ordering (Consignment) Program Active in all distribution channels: LCBO Vintages, Wines, Consignment/Private ordering Clientele includes some of the top restaurants in Ontario, specifically around the GTA</p> <p>Want to have a look online ? http://wineloversagency.com/</p> | ON | 0 | 0 | 100 | 70 | 30 |
|  <p>B.W. Wine Alliance Inc</p> <p>Import company which focuses on family owned and operated wineries with indigenous grape varieties. Work with 16 families from Italy, France, Spain & Canada. Work with both small independent retail stores and restaurants along with solid relationship with two larger chains in Alberta. Work very closely with independent restaurants</p> <p>Want to have a look online ?</p> | AB | 0 | 0 | 100 | N/A | |
|  <p>Majestic wines</p> <p>National alliance - head office based in Ontario Exists since 20+ years Majestic does significant business on both LCBO and Private/Consignment In 2016 ONTARIO sales figures were as follows "LCBO = 222,000 cases (both General List and Vintages; ranked 16th agent overall) "PRIVATE/CONSIGNMENT = imported and sold 7,500cs + In QUEBEC, do more business in the Spécialité, Depots and stores VS the Private sector... 15% to 85%</p> <p>Want to have a look online ? http://majesticwine.ca/home/history/</p> | ON | 14 | 15 | 85 | Depends on the province they work with - see below | |