

Sichuan Yibin Wuliangye Distillery Co Ltd in Alcoholic Drinks (China)

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Date: June 2016

Pages: 2

Price: US\$ 150.00 (Single User License)

ID: SFE91BDD462EN

Abstracts

After demand for Sichuan Yibin Wuliangye's products shrunk in 2014, in 2015 the company restructured itself to distribute more economy-to-mid-priced products, to cater to increasing individual and household consumption. This was a successful move. Over the forecast period, the company will prioritise raising retail unit prices among its super premium products, eg Wu Liang Ye Puwu (ABV of 52%), to maintain a healthy pricing strategy, and will continually market mid-priced products to the growing...

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