

# Hospitality Liquor Market Review

Fiscal 2021/22 Q1

June 2021



**LIQUOR  
DISTRIBUTION  
BRANCH**

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# Introduction

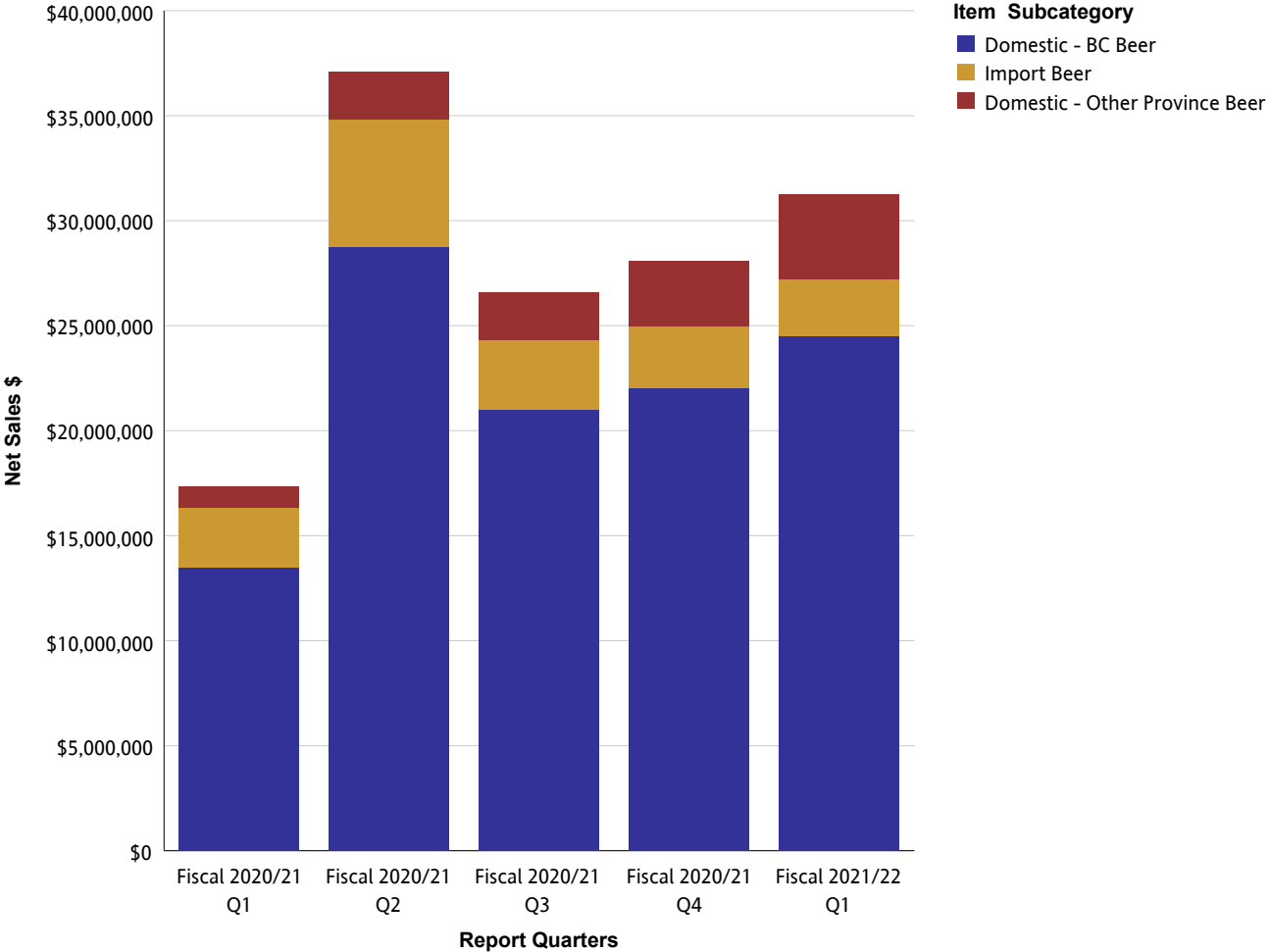
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer and excludes any applicable taxes. For each reporting period, the Hospitality Liquor Market Review provides summarized sales data for the current quarter and previous four quarters.

The Liquor Distribution Branch fiscal calendar begins on April 1st and ends on March 31st and is comprised of 12 periods. A period can vary in length but roughly follows a calendar month. For example, Q1 reflects Periods 1 – 3 (April, May and June).

The Liquor Distribution Branch produces the Hospitality Liquor Market Review four times per year for reporting periods ending in March, June, September and December.

While every effort has been made to ensure accuracy and completeness of figures, this is not guaranteed. It is the express condition of the use of this publication that the Liquor Distribution Branch shall incur no liability.

# Beer Sales (Net \$)

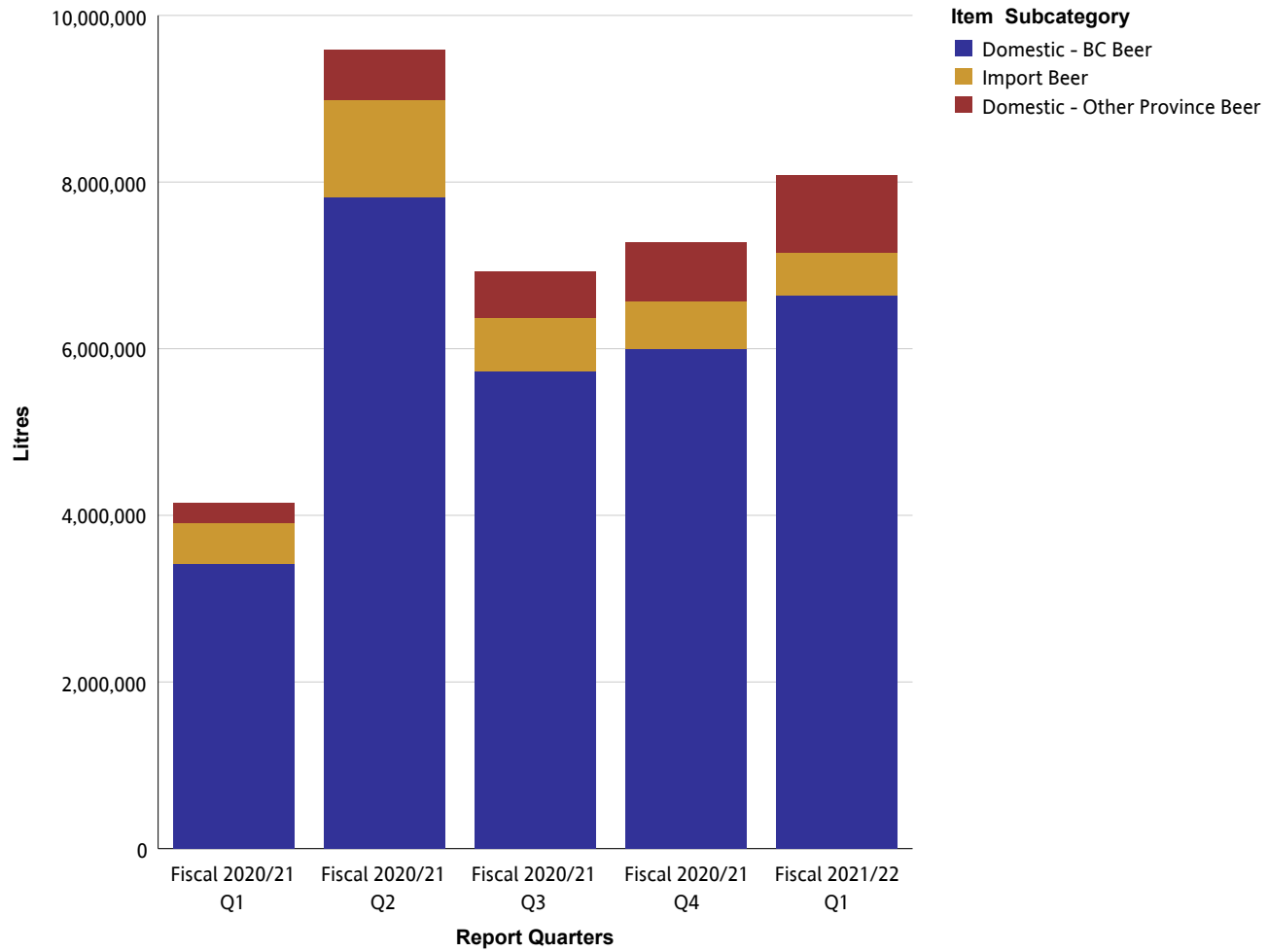


## Beer Sales (Net \$)

### Beer

| Net Sales \$                   |   | Fiscal 2020/21 Q1   | Fiscal 2020/21 Q2   | Fiscal 2020/21 Q3   | Fiscal 2020/21 Q4   | Fiscal 2021/22 Q1   |
|--------------------------------|---|---------------------|---------------------|---------------------|---------------------|---------------------|
| Domestic - BC Beer             | Domestic - BC Commercial Beer             | \$6,462,857         | \$13,575,514        | \$10,379,858        | \$10,460,524        | \$10,593,785        |
|                                | Domestic - BC Micro Brew Beer             | \$3,422,548         | \$7,590,799         | \$5,417,876         | \$6,004,995         | \$7,233,534         |
|                                | Domestic - BC Regional Beer               | \$3,578,756         | \$7,574,175         | \$5,224,608         | \$5,549,121         | \$6,669,879         |
|                                | <b>Summary</b>                            | <b>\$13,464,160</b> | <b>\$28,740,488</b> | <b>\$21,022,342</b> | <b>\$22,014,640</b> | <b>\$24,497,198</b> |
| Domestic - Other Province Beer | Domestic - Other Province Commercial Beer | \$863,710           | \$1,913,390         | \$2,020,500         | \$2,791,007         | \$3,714,217         |
|                                | Domestic - Other Province Micro Brew Beer | \$6,715             | \$12,887            | \$8,400             | \$12,977            | \$18,259            |
|                                | Domestic - Other Province Regional Beer   | \$136,661           | \$329,476           | \$252,956           | \$279,287           | \$299,507           |
|                                | <b>Summary</b>                            | <b>\$1,007,087</b>  | <b>\$2,255,752</b>  | <b>\$2,281,856</b>  | <b>\$3,083,270</b>  | <b>\$4,031,983</b>  |
| Import Beer                    | Asia And South Pacific Beer               | \$266,057           | \$632,970           | \$468,668           | \$499,085           | \$423,444           |
|                                | Europe Beer                               | \$1,630,830         | \$3,581,933         | \$1,991,371         | \$2,099,193         | \$1,914,872         |
|                                | Mexico And Caribbean Beer                 | \$846,598           | \$1,661,901         | \$683,237           | \$205,853           | \$257,137           |
|                                | Other Country Beer                        | \$2,825             | \$4,432             | \$1,783             | \$5,049             | \$5,202             |
|                                | USA Beer                                  | \$131,666           | \$224,473           | \$156,987           | \$173,511           | \$134,302           |
|                                | <b>Summary</b>                            | <b>\$2,877,975</b>  | <b>\$6,105,709</b>  | <b>\$3,302,047</b>  | <b>\$2,982,690</b>  | <b>\$2,734,958</b>  |
| <b>Summary</b>                 |   | <b>\$17,349,222</b> | <b>\$37,101,948</b> | <b>\$26,606,245</b> | <b>\$28,080,601</b> | <b>\$31,264,139</b> |

## Beer Sales (Litres)

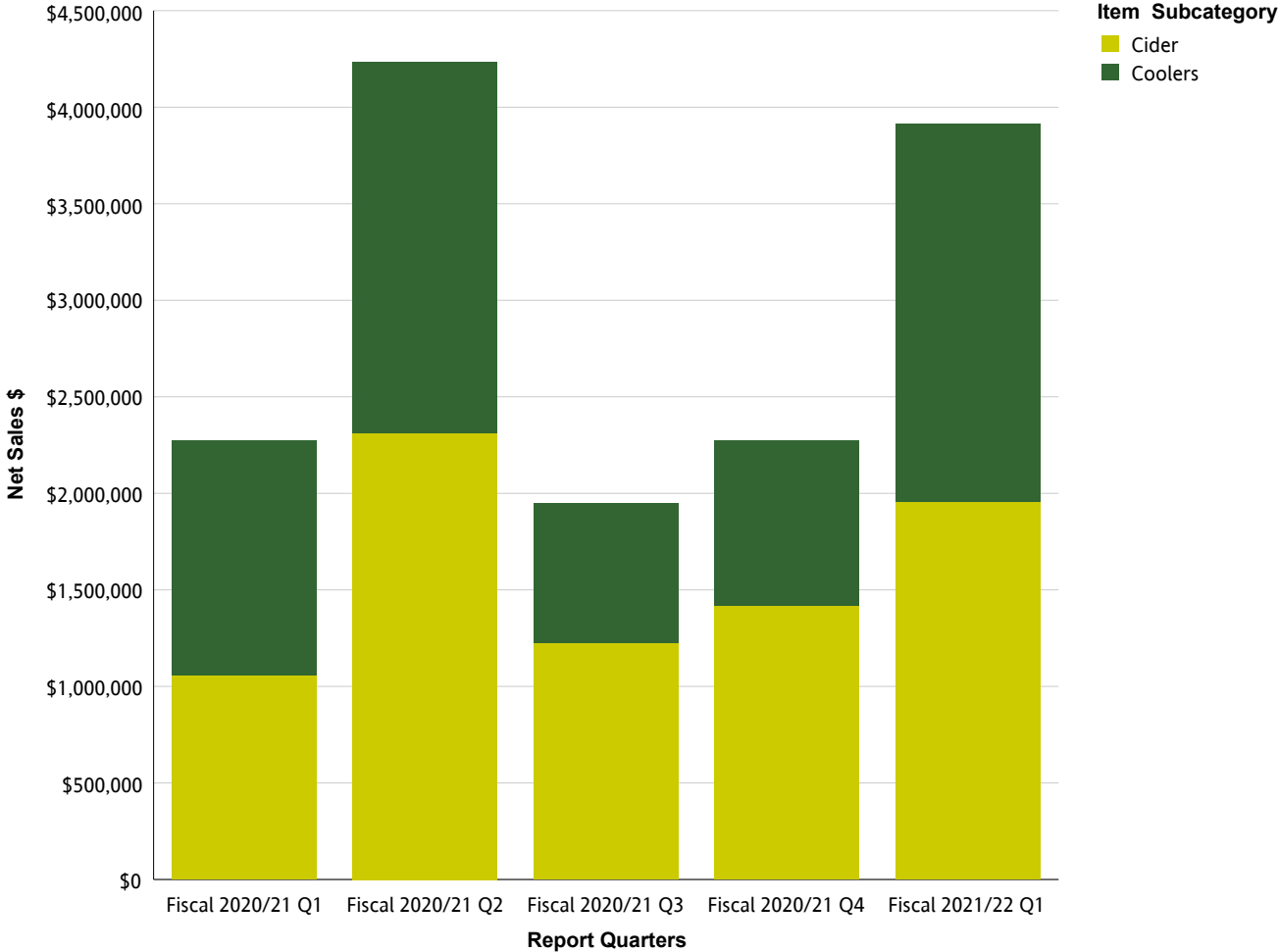


## Beer Sales (Litres)

### Beer

| Litres                         |   | Fiscal 2020/21 Q1 | Fiscal 2020/21 Q2 | Fiscal 2020/21 Q3 | Fiscal 2020/21 Q4 | Fiscal 2021/22 Q1 |
|--------------------------------|---|-------------------|-------------------|-------------------|-------------------|-------------------|
| Domestic - BC Beer             | Domestic - BC Commercial Beer             | 1,609,215         | 3,681,509         | 2,859,745         | 2,895,647         | 2,936,962         |
|                                | Domestic - BC Micro Brew Beer             | 754,936           | 1,817,930         | 1,276,256         | 1,408,898         | 1,700,629         |
|                                | Domestic - BC Regional Beer               | 1,053,077         | 2,316,819         | 1,595,402         | 1,698,249         | 1,995,810         |
|                                | <b>Summary</b>                            | <b>3,417,228</b>  | <b>7,816,258</b>  | <b>5,731,402</b>  | <b>6,002,795</b>  | <b>6,633,401</b>  |
| Domestic - Other Province Beer | Domestic - Other Province Commercial Beer | 198,662           | 494,307           | 468,593           | 610,904           | 826,019           |
|                                | Domestic - Other Province Micro Brew Beer | 889               | 1,846             | 1,037             | 1,602             | 2,141             |
|                                | Domestic - Other Province Regional Beer   | 42,264            | 106,270           | 84,237            | 91,983            | 95,462            |
|                                | <b>Summary</b>                            | <b>241,815</b>    | <b>602,423</b>    | <b>553,867</b>    | <b>704,490</b>    | <b>923,622</b>    |
| Import Beer                    | Asia And South Pacific Beer               | 42,430            | 115,549           | 88,102            | 93,253            | 77,003            |
|                                | Europe Beer                               | 290,904           | 689,176           | 389,184           | 405,167           | 368,178           |
|                                | Mexico And Caribbean Beer                 | 132,540           | 317,211           | 135,267           | 40,378            | 50,880            |
|                                | Other Country Beer                        | 459               | 886               | 424               | 1,016             | 1,118             |
|                                | USA Beer                                  | 24,042            | 42,055            | 31,231            | 33,887            | 25,500            |
|                                | <b>Summary</b>                            | <b>490,375</b>    | <b>1,164,878</b>  | <b>644,209</b>    | <b>573,701</b>    | <b>522,680</b>    |
| <b>Summary</b>                 |   | <b>4,149,418</b>  | <b>9,583,559</b>  | <b>6,929,478</b>  | <b>7,280,986</b>  | <b>8,079,703</b>  |

# Refreshment Beverages Sales (Net \$)



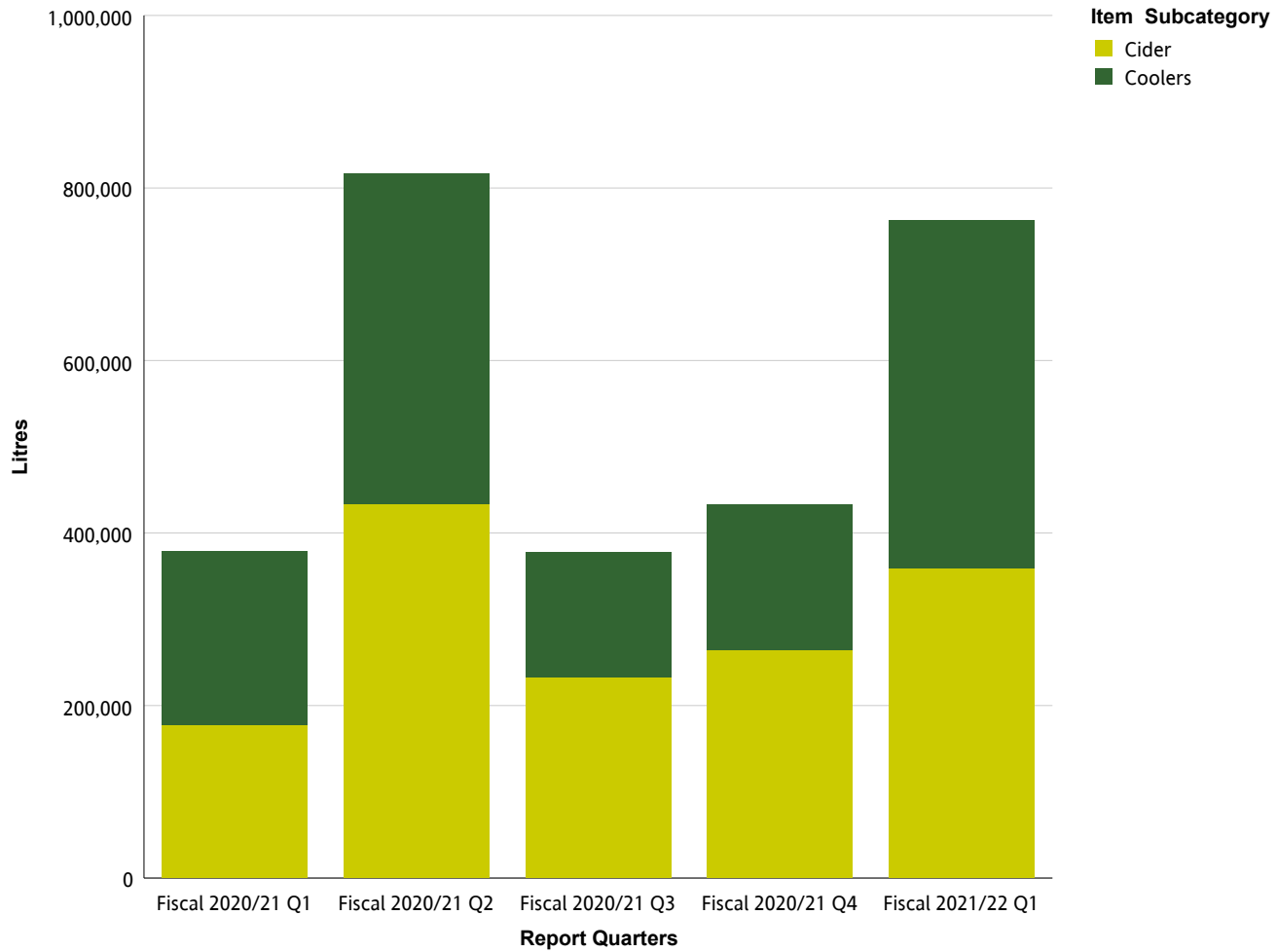


## Refreshment Beverages Sales (Net \$)

### Refreshment Beverages

| Net Sales \$   |                    | Fiscal 2020/21 Q1  | Fiscal 2020/21 Q2  | Fiscal 2020/21 Q3  | Fiscal 2020/21 Q4  | Fiscal 2021/22 Q1  |
|----------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Cider          | Domestic Cider     | \$768,921          | \$1,777,217        | \$901,397          | \$1,047,568        | \$1,498,370        |
|                | Import Cider       | \$286,772          | \$533,477          | \$323,971          | \$370,191          | \$457,531          |
|                | <b>Summary</b>     | <b>\$1,055,692</b> | <b>\$2,310,694</b> | <b>\$1,225,368</b> | <b>\$1,417,759</b> | <b>\$1,955,902</b> |
| Coolers        | Malt-Based Coolers | \$15,182           | \$48,449           | \$17,066           | \$15,885           | \$50,470           |
|                | Spirit Coolers     | \$1,173,126        | \$1,817,003        | \$681,926          | \$805,936          | \$1,842,732        |
|                | Wine/Fruit Coolers | \$26,991           | \$56,362           | \$25,416           | \$32,518           | \$65,051           |
|                | <b>Summary</b>     | <b>\$1,215,299</b> | <b>\$1,921,815</b> | <b>\$724,407</b>   | <b>\$854,339</b>   | <b>\$1,958,253</b> |
| <b>Summary</b> |                    | <b>\$2,270,991</b> | <b>\$4,232,509</b> | <b>\$1,949,775</b> | <b>\$2,272,098</b> | <b>\$3,914,154</b> |

## Refreshment Beverages Sales (Litres)

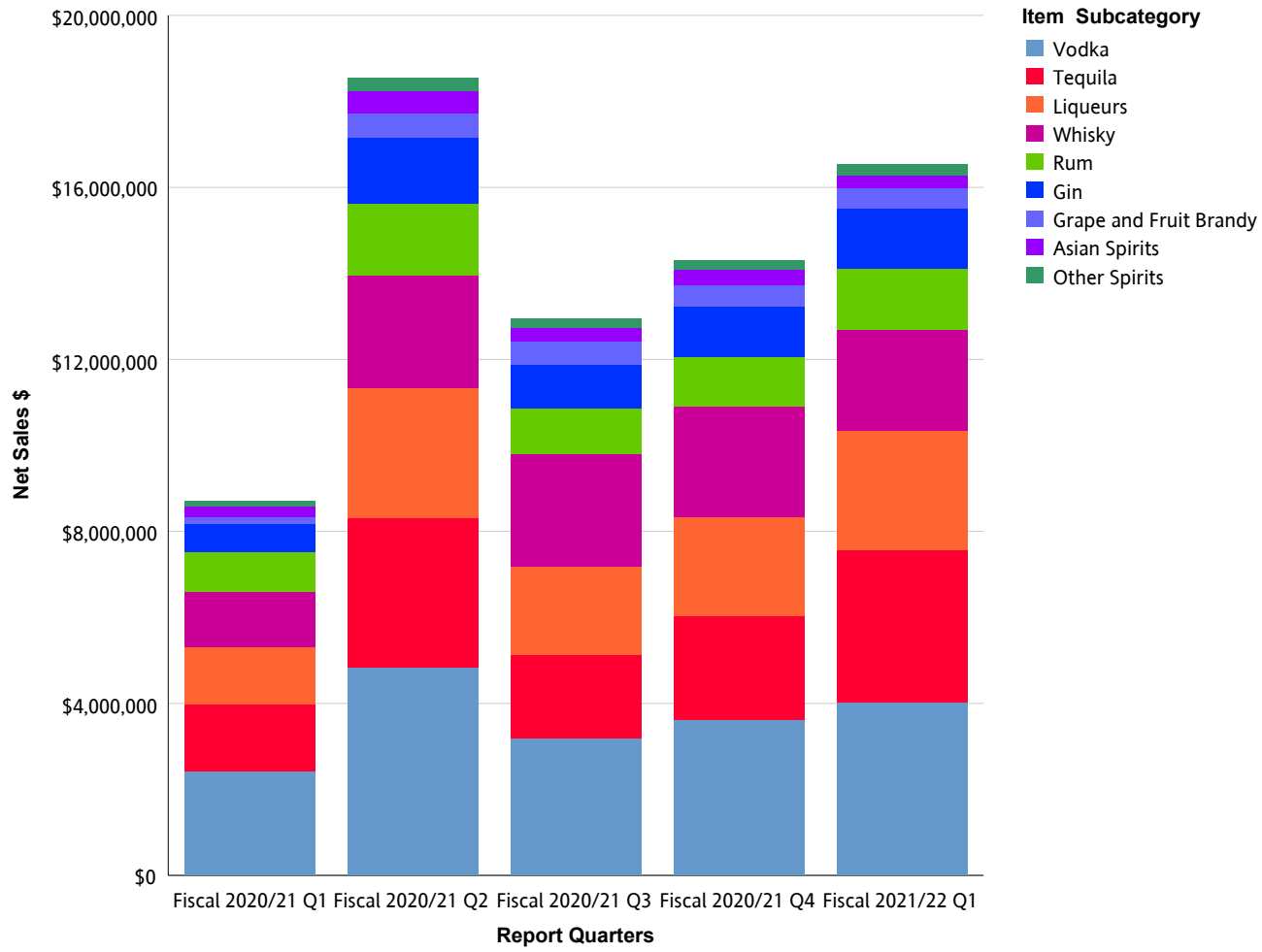


## Refreshment Beverages Sales (Litres)

### Refreshment Beverages

| Litres         |                    | Fiscal 2020/21 Q1 | Fiscal 2020/21 Q2 | Fiscal 2020/21 Q3 | Fiscal 2020/21 Q4 | Fiscal 2021/22 Q1 |
|----------------|--------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Cider          | Domestic Cider     | 123,113           | 316,542           | 161,591           | 183,773           | 259,802           |
|                | Import Cider       | 54,812            | 116,665           | 71,492            | 80,072            | 99,586            |
|                | <b>Summary</b>     | <b>177,925</b>    | <b>433,207</b>    | <b>233,083</b>    | <b>263,845</b>    | <b>359,388</b>    |
| Coolers        | Malt-Based Coolers | 2,552             | 9,012             | 3,293             | 3,005             | 10,277            |
|                | Spirit Coolers     | 195,867           | 365,996           | 138,479           | 161,088           | 383,586           |
|                | Wine/Fruit Coolers | 3,171             | 8,374             | 3,549             | 4,733             | 9,640             |
|                | <b>Summary</b>     | <b>201,589</b>    | <b>383,383</b>    | <b>145,321</b>    | <b>168,826</b>    | <b>403,504</b>    |
| <b>Summary</b> |                    | <b>379,513</b>    | <b>816,590</b>    | <b>378,404</b>    | <b>432,671</b>    | <b>762,892</b>    |

## Spirits Sales (Net \$)



## Spirits Sales (Net \$)

### Spirits

| Net Sales \$           |                                 | Fiscal 2020/21 Q1  | Fiscal 2020/21 Q2  | Fiscal 2020/21 Q3  | Fiscal 2020/21 Q4  | Fiscal 2021/22 Q1  |
|------------------------|---------------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Asian Spirits          | China Spirits                   | \$34,222           | \$114,265          | \$32,973           | \$65,596           | \$36,414           |
|                        | Korea Spirits                   | \$223,412          | \$372,336          | \$264,795          | \$284,206          | \$224,009          |
|                        | Other Country Asian Spirits     | \$4,953            | \$24,588           | \$21,667           | \$21,703           | \$24,592           |
|                        | <b>Summary</b>                  | <b>\$262,587</b>   | <b>\$511,189</b>   | <b>\$319,435</b>   | <b>\$371,505</b>   | <b>\$285,015</b>   |
| Gin                    | Dry Gin                         | \$603,886          | \$1,457,396        | \$970,559          | \$1,126,747        | \$1,311,115        |
|                        | Flavoured Gin                   | \$24,987           | \$62,607           | \$35,630           | \$42,191           | \$75,514           |
|                        | Other Gin                       | \$10,115           | \$33,296           | \$28,160           | \$25,839           | \$25,007           |
|                        | <b>Summary</b>                  | <b>\$638,988</b>   | <b>\$1,553,299</b> | <b>\$1,034,349</b> | <b>\$1,194,777</b> | <b>\$1,411,636</b> |
| Grape and Fruit Brandy | Armagnac                        | \$353              | \$3,691            | \$4,073            | \$5,603            | \$2,390            |
|                        | Brandy                          | \$46,155           | \$99,084           | \$74,158           | \$80,375           | \$92,259           |
|                        | Cognac                          | \$95,824           | \$379,759          | \$389,702          | \$331,762          | \$310,654          |
|                        | Eau de Vie                      | \$7,945            | \$23,470           | \$21,974           | \$16,208           | \$15,818           |
|                        | Grappa And Marc                 | \$1,657            | \$10,652           | \$11,494           | \$14,122           | \$12,530           |
|                        | Pisco                           | \$8,243            | \$31,330           | \$24,094           | \$26,532           | \$34,264           |
|                        | <b>Summary</b>                  | <b>\$160,176</b>   | <b>\$547,987</b>   | <b>\$525,496</b>   | <b>\$474,602</b>   | <b>\$467,915</b>   |
| Liqueurs               | Anise And Herbal/Spice Liqueurs | \$467,369          | \$995,846          | \$654,662          | \$727,291          | \$867,811          |
|                        | Coffee And Cocoa Liqueurs       | \$98,734           | \$233,765          | \$186,757          | \$206,408          | \$209,537          |
|                        | Cream/Dairy Liqueurs            | \$130,635          | \$269,721          | \$284,847          | \$273,190          | \$269,848          |
|                        | Fruit Liqueurs                  | \$472,217          | \$1,132,426        | \$636,943          | \$767,944          | \$1,075,385        |
|                        | Nut Liqueurs                    | \$68,547           | \$164,694          | \$119,675          | \$127,662          | \$150,576          |
|                        | Other Liqueurs                  | \$61,637           | \$159,975          | \$111,219          | \$125,937          | \$151,142          |
|                        | Whiskey Liqueurs                | \$36,402           | \$70,115           | \$65,863           | \$68,115           | \$53,450           |
|                        | <b>Summary</b>                  | <b>\$1,335,542</b> | <b>\$3,026,544</b> | <b>\$2,059,967</b> | <b>\$2,296,547</b> | <b>\$2,777,751</b> |
| Other Spirits          | Cachaca                         | \$4,779            | \$17,978           | \$8,420            | \$15,891           | \$19,567           |
|                        | Flavoured Spirits               | \$3,298            | \$7,110            | \$5,705            | \$6,104            | \$6,925            |
|                        | Miscellaneous/Other Spirits     | \$8,497            | \$26,552           | \$28,434           | \$16,759           | \$24,917           |

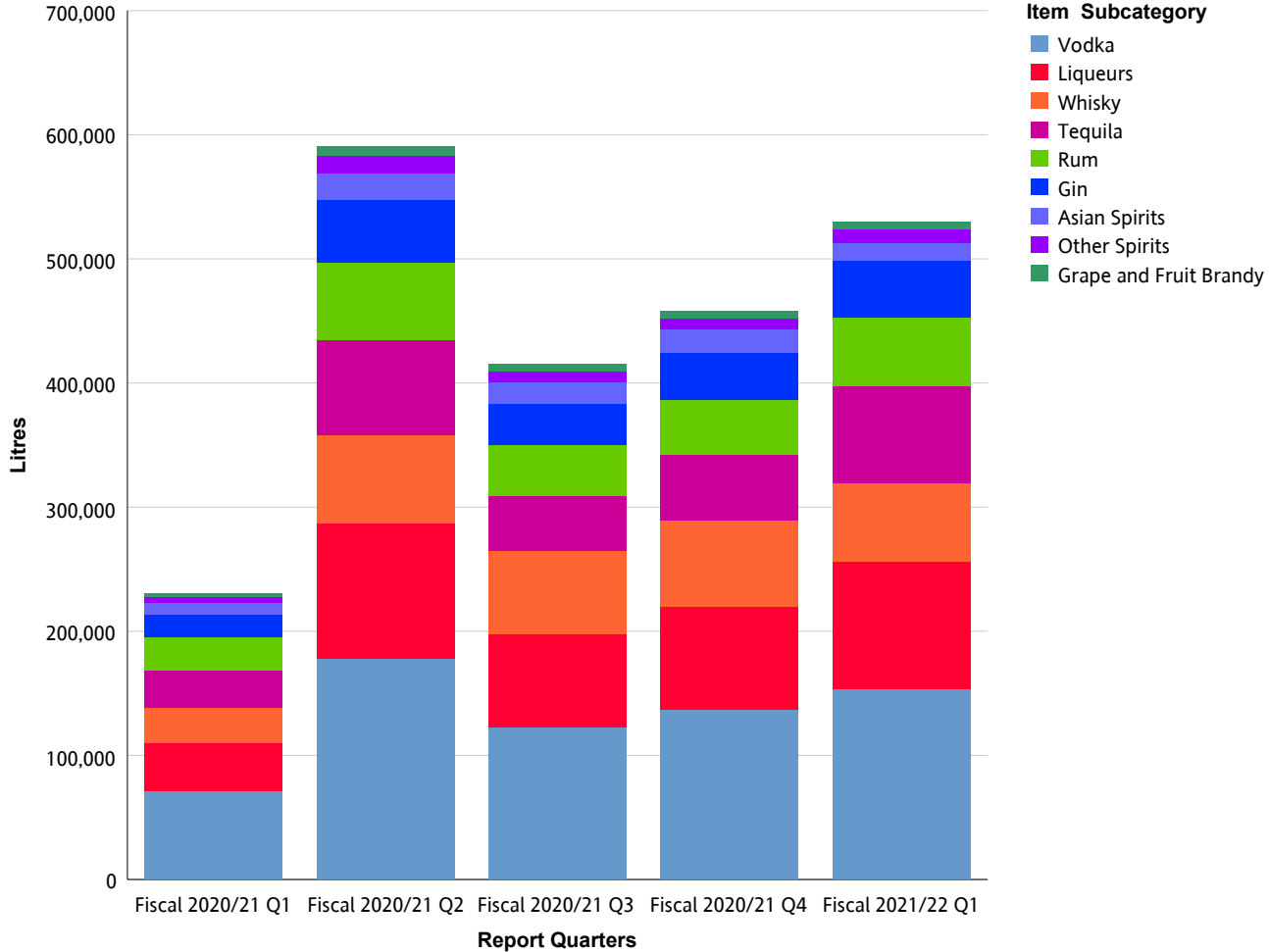
## Spirits Sales (Net \$)

| Net Sales \$  |                            | Fiscal 2020/21 Q1  | Fiscal 2020/21 Q2  | Fiscal 2020/21 Q3  | Fiscal 2020/21 Q4  | Fiscal 2021/22 Q1  |
|---------------|----------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Other Spirits | Moonshine Spirits          | \$2,582            | \$3,784            | \$2,138            | \$2,703            | \$763              |
|               | Ready to Mix Cocktails     | \$101,215          | \$237,624          | \$141,958          | \$148,617          | \$164,401          |
|               | Ready to Serve Cocktails   | \$4,204            | \$8,368            | \$11,378           | \$8,786            | \$38,089           |
|               | Schnapps and Akvavit       | \$2,382            | \$6,715            | \$6,384            | \$5,954            | \$5,943            |
|               | <b>Summary</b>             | <b>\$126,958</b>   | <b>\$308,132</b>   | <b>\$204,417</b>   | <b>\$204,816</b>   | <b>\$260,606</b>   |
| Rum           | Amber Rum                  | \$85,082           | \$200,446          | \$143,755          | \$152,462          | \$208,249          |
|               | Dark Rum                   | \$71,498           | \$167,581          | \$136,433          | \$146,464          | \$144,280          |
|               | Flavoured Rum              | \$5,368            | \$11,474           | \$7,162            | \$7,764            | \$21,182           |
|               | Spiced Rum                 | \$187,021          | \$406,925          | \$321,980          | \$326,862          | \$332,471          |
|               | White Rum                  | \$585,710          | \$869,296          | \$451,158          | \$509,054          | \$711,148          |
|               | <b>Summary</b>             | <b>\$934,680</b>   | <b>\$1,655,723</b> | <b>\$1,060,488</b> | <b>\$1,142,606</b> | <b>\$1,417,331</b> |
| Tequila       | Blanco/Silver Tequila      | \$757,472          | \$1,530,261        | \$851,790          | \$1,086,853        | \$1,754,200        |
|               | Flavoured Tequila          | \$11,547           | \$39,400           | \$10,101           | \$13,152           | \$38,120           |
|               | Gold Tequila               | \$706,723          | \$1,713,651        | \$955,985          | \$1,143,911        | \$1,568,940        |
|               | Mezcal                     | \$73,305           | \$183,336          | \$134,790          | \$168,782          | \$180,184          |
|               | <b>Summary</b>             | <b>\$1,549,047</b> | <b>\$3,466,648</b> | <b>\$1,952,665</b> | <b>\$2,412,699</b> | <b>\$3,541,444</b> |
| Vodka         | Flavoured Vodka            | \$428,989          | \$817,255          | \$488,116          | \$578,201          | \$708,442          |
|               | Straight Vodka             | \$1,995,460        | \$4,028,342        | \$2,689,487        | \$3,033,076        | \$3,316,328        |
|               | <b>Summary</b>             | <b>\$2,424,449</b> | <b>\$4,845,598</b> | <b>\$3,177,603</b> | <b>\$3,611,276</b> | <b>\$4,024,770</b> |
| Whisky        | American Whiskey           | \$92,893           | \$176,149          | \$156,643          | \$154,962          | \$144,439          |
|               | Blended Malt Scotch Whisky | \$2,402            | \$4,893            | \$7,571            | \$4,129            | \$3,372            |
|               | Blended Scotch Whisky      | \$62,322           | \$123,931          | \$139,244          | \$125,844          | \$117,971          |
|               | Bourbon Whiskey            | \$256,127          | \$557,338          | \$560,598          | \$595,072          | \$504,311          |
|               | Canadian Whisky            | \$413,621          | \$812,367          | \$722,529          | \$716,841          | \$668,456          |
|               | Flavoured Whisky           | \$2,062            | \$2,201            | \$10,406           | \$6,807            | \$506              |
|               | Irish Whiskey              | \$295,176          | \$608,960          | \$500,305          | \$566,448          | \$528,825          |
|               | Other Country Whisky       | \$20,521           | \$63,210           | \$81,120           | \$73,086           | \$75,158           |
|               | Single Malt Scotch Whisky  | \$142,387          | \$274,682          | \$423,488          | \$347,273          | \$300,364          |

## Spirits Sales (Net \$)

| Net Sales \$ |         | Fiscal 2020/21 Q1 | Fiscal 2020/21 Q2 | Fiscal 2020/21 Q3 | Fiscal 2020/21 Q4 | Fiscal 2021/22 Q1 |
|--------------|---------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Whisky       | Summary | \$1,287,511       | \$2,623,732       | \$2,601,905       | \$2,590,464       | \$2,343,401       |
| Summary      |         | \$8,719,938       | \$18,538,852      | \$12,936,324      | \$14,299,290      | \$16,529,869      |

# Spirits Sales (Litres)





## Spirits Sales (Litres)

### Spirits

| Litres                 |                                 | Fiscal 2020/21 Q1 | Fiscal 2020/21 Q2 | Fiscal 2020/21 Q3 | Fiscal 2020/21 Q4 | Fiscal 2021/22 Q1 |
|------------------------|---------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Asian Spirits          | China Spirits                   | 228               | 701               | 635               | 1,282             | 461               |
|                        | Korea Spirits                   | 9,875             | 20,807            | 15,523            | 16,668            | 13,087            |
|                        | Other Country Asian Spirits     | 109               | 602               | 546               | 554               | 599               |
|                        | <b>Summary</b>                  | <b>10,212</b>     | <b>22,109</b>     | <b>16,703</b>     | <b>18,504</b>     | <b>14,147</b>     |
| Gin                    | Dry Gin                         | 16,646            | 47,480            | 32,169            | 36,960            | 43,085            |
|                        | Flavoured Gin                   | 619               | 1,809             | 996               | 1,213             | 2,255             |
|                        | Other Gin                       | 170               | 672               | 607               | 535               | 506               |
|                        | <b>Summary</b>                  | <b>17,435</b>     | <b>49,961</b>     | <b>33,772</b>     | <b>38,708</b>     | <b>45,847</b>     |
| Grape and Fruit Brandy | Armagnac                        | 2                 | 32                | 38                | 39                | 17                |
|                        | Brandy                          | 1,407             | 3,697             | 2,803             | 3,070             | 3,402             |
|                        | Cognac                          | 681               | 2,602             | 1,792             | 1,505             | 1,471             |
|                        | Eau de Vie                      | 123               | 381               | 379               | 298               | 303               |
|                        | Grappa And Marc                 | 25                | 163               | 160               | 172               | 200               |
|                        | Pisco                           | 167               | 779               | 582               | 656               | 848               |
|                        | <b>Summary</b>                  | <b>2,405</b>      | <b>7,654</b>      | <b>5,753</b>      | <b>5,740</b>      | <b>6,240</b>      |
| Liqueurs               | Anise And Herbal/Spice Liqueurs | 12,157            | 31,957            | 21,338            | 23,400            | 29,698            |
|                        | Coffee And Cocoa Liqueurs       | 3,156             | 9,256             | 8,068             | 8,408             | 8,611             |
|                        | Cream/Dairy Liqueurs            | 3,787             | 9,843             | 11,371            | 10,204            | 9,905             |
|                        | Fruit Liqueurs                  | 14,751            | 43,469            | 24,390            | 29,637            | 42,079            |
|                        | Nut Liqueurs                    | 2,100             | 6,271             | 4,529             | 4,802             | 6,021             |
|                        | Other Liqueurs                  | 1,773             | 5,441             | 3,983             | 4,386             | 4,901             |
|                        | Whiskey Liqueurs                | 912               | 2,086             | 2,046             | 2,076             | 1,746             |
|                        | <b>Summary</b>                  | <b>38,637</b>     | <b>108,323</b>    | <b>75,725</b>     | <b>82,913</b>     | <b>102,960</b>    |
| Other Spirits          | Cachaca                         | 114               | 457               | 209               | 379               | 489               |
|                        | Flavoured Spirits               | 45                | 118               | 107               | 108               | 116               |
|                        | Miscellaneous/Other Spirits     | 153               | 594               | 572               | 423               | 650               |

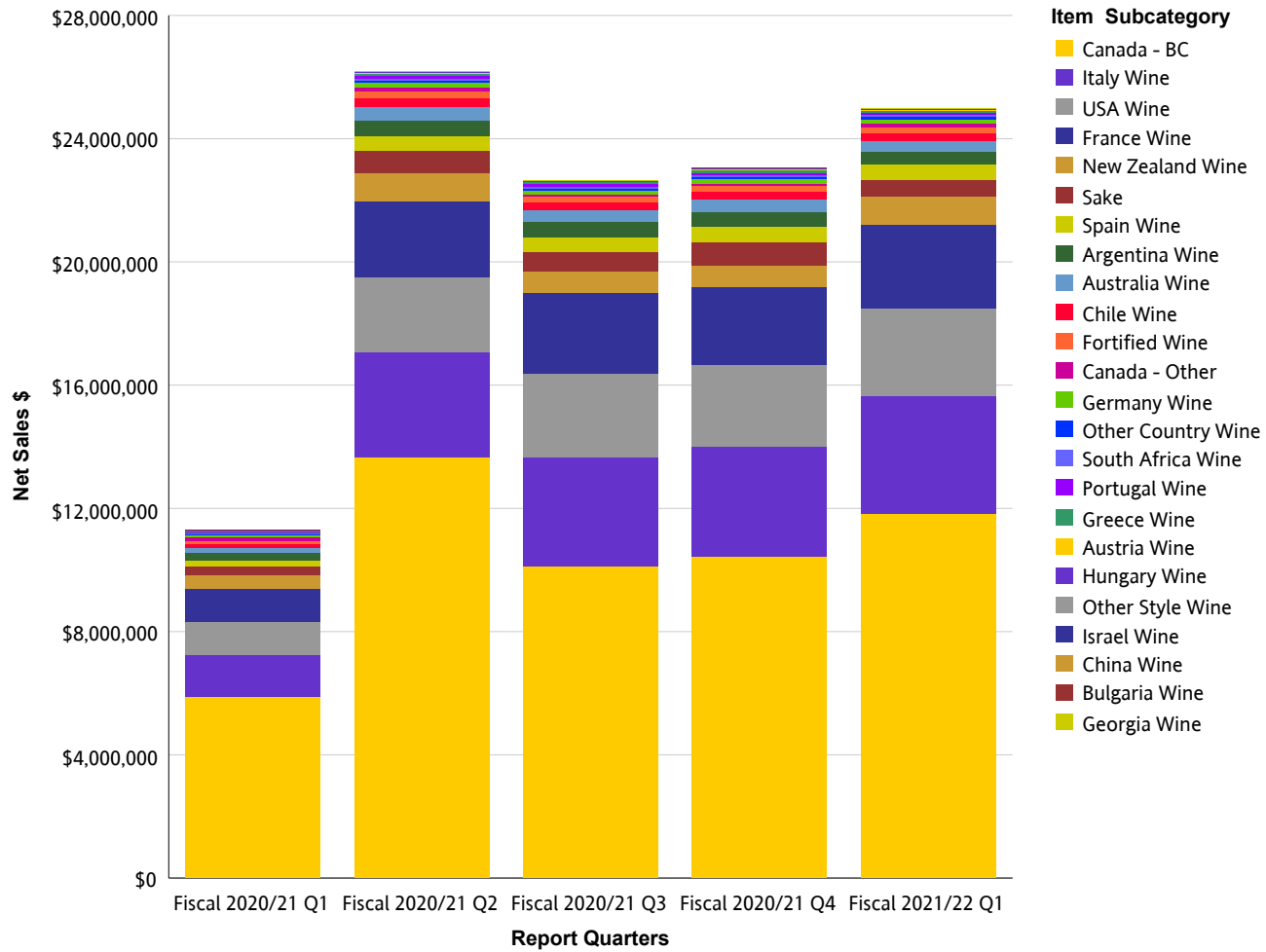
## Spirits Sales (Litres)

| Litres        |                            | Fiscal 2020/21 Q1 | Fiscal 2020/21 Q2 | Fiscal 2020/21 Q3 | Fiscal 2020/21 Q4 | Fiscal 2021/22 Q1 |
|---------------|----------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Other Spirits | Moonshine Spirits          | 37                | 89                | 63                | 100               | 22                |
|               | Ready to Mix Cocktails     | 3,975             | 11,659            | 7,125             | 7,488             | 8,688             |
|               | Ready to Serve Cocktails   | 141               | 341               | 330               | 302               | 1,092             |
|               | Schnapps and Akvavit       | 53                | 169               | 157               | 139               | 149               |
|               | <b>Summary</b>             | <b>4,519</b>      | <b>13,426</b>     | <b>8,561</b>      | <b>8,940</b>      | <b>11,205</b>     |
| Rum           | Amber Rum                  | 2,431             | 6,688             | 4,668             | 5,034             | 6,803             |
|               | Dark Rum                   | 2,124             | 5,983             | 5,109             | 5,251             | 5,243             |
|               | Flavoured Rum              | 162               | 365               | 262               | 252               | 697               |
|               | Spiced Rum                 | 5,346             | 14,370            | 11,966            | 11,896            | 12,056            |
|               | White Rum                  | 17,507            | 35,338            | 18,990            | 21,440            | 29,828            |
|               | <b>Summary</b>             | <b>27,570</b>     | <b>62,745</b>     | <b>40,997</b>     | <b>43,873</b>     | <b>54,627</b>     |
| Tequila       | Blanco/Silver Tequila      | 15,039            | 36,792            | 20,351            | 25,635            | 41,799            |
|               | Flavoured Tequila          | 233               | 1,000             | 262               | 328               | 1,031             |
|               | Gold Tequila               | 13,132            | 36,309            | 21,073            | 24,056            | 33,106            |
|               | Mezcal                     | 907               | 2,738             | 2,132             | 2,607             | 2,867             |
|               | <b>Summary</b>             | <b>29,310</b>     | <b>76,839</b>     | <b>43,818</b>     | <b>52,626</b>     | <b>78,804</b>     |
| Vodka         | Flavoured Vodka            | 12,178            | 28,016            | 17,333            | 20,246            | 25,597            |
|               | Straight Vodka             | 59,202            | 150,445           | 104,904           | 116,854           | 128,057           |
|               | <b>Summary</b>             | <b>71,380</b>     | <b>178,461</b>    | <b>122,237</b>    | <b>137,101</b>    | <b>153,654</b>    |
| Whisky        | American Whiskey           | 2,096             | 4,773             | 4,226             | 4,341             | 4,068             |
|               | Blended Malt Scotch Whisky | 34                | 61                | 105               | 70                | 59                |
|               | Blended Scotch Whisky      | 1,142             | 2,621             | 2,931             | 2,740             | 2,612             |
|               | Bourbon Whiskey            | 5,239             | 14,218            | 14,359            | 15,108            | 12,960            |
|               | Canadian Whisky            | 12,196            | 29,146            | 26,363            | 26,297            | 24,499            |
|               | Flavoured Whisky           | 41                | 50                | 263               | 273               | 11                |
|               | Irish Whiskey              | 6,532             | 16,523            | 14,123            | 16,215            | 14,789            |
|               | Other Country Whisky       | 180               | 713               | 886               | 806               | 712               |
|               | Single Malt Scotch Whisky  | 1,175             | 2,948             | 4,035             | 3,546             | 2,957             |

## Spirits Sales (Litres)

| Litres  |         | Fiscal 2020/21 Q1 | Fiscal 2020/21 Q2 | Fiscal 2020/21 Q3 | Fiscal 2020/21 Q4 | Fiscal 2021/22 Q1 |
|---------|---------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Whisky  | Summary | 28,636            | 71,053            | 67,290            | 69,395            | 62,667            |
| Summary |         | 230,105           | 590,572           | 414,857           | 457,800           | 530,150           |

## Wine Sales (Net \$)



## Wine Sales (Net \$)

### Wine

| Net Sales \$   |                                  | Fiscal 2020/21 Q1 | Fiscal 2020/21 Q2 | Fiscal 2020/21 Q3 | Fiscal 2020/21 Q4 | Fiscal 2021/22 Q1 |
|----------------|----------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Argentina Wine | Argentina Red Wine               | \$218,764         | \$464,997         | \$465,551         | \$465,456         | \$373,872         |
|                | Argentina Rose Wine              | \$1,969           | \$3,677           | \$1,575           | \$2,770           | \$4,721           |
|                | Argentina Sparkling Wine         | \$407             | \$4,488           | \$3,039           | \$20              | \$1,991           |
|                | Argentina White Wine             | \$7,515           | \$26,227          | \$14,976          | \$16,976          | \$21,691          |
|                | <b>Summary</b>                   | <b>\$228,656</b>  | <b>\$499,390</b>  | <b>\$485,141</b>  | <b>\$485,222</b>  | <b>\$402,275</b>  |
| Australia Wine | Australia Fruit and Dessert Wine | \$0               | \$0               | \$120             | \$0               | \$0               |
|                | Australia Red Wine               | \$109,156         | \$266,418         | \$267,149         | \$263,751         | \$219,549         |
|                | Australia Rose Wine              | \$7,123           | \$17,559          | \$10,481          | \$9,256           | \$12,641          |
|                | Australia Sparkling Wine         | \$18,579          | \$45,689          | \$33,932          | \$39,879          | \$46,770          |
|                | Australia White Wine             | \$41,941          | \$112,763         | \$85,931          | \$90,610          | \$93,158          |
|                | <b>Summary</b>                   | <b>\$176,799</b>  | <b>\$442,428</b>  | <b>\$397,614</b>  | <b>\$403,497</b>  | <b>\$372,119</b>  |
| Austria Wine   | Austria Fruit and Dessert Wine   | \$0               | \$0               | \$0               | \$0               | \$0               |
|                | Austria Red Wine                 | \$3,569           | \$5,299           | \$10,903          | \$21,519          | \$18,263          |
|                | Austria Rose Wine                | \$0               | \$1,884           | \$985             | \$639             | \$328             |
|                | Austria Sparkling Wine           | \$0               | \$1,023           | \$483             | \$221             | \$0               |
|                | Austria White Wine               | \$5,239           | \$16,619          | \$15,662          | \$21,929          | \$20,210          |
|                | <b>Summary</b>                   | <b>\$8,808</b>    | <b>\$24,825</b>   | <b>\$28,034</b>   | <b>\$44,307</b>   | <b>\$38,802</b>   |
| Bulgaria Wine  | Bulgaria Red Wine                | \$19              | \$165             | \$14              | \$32              | \$15              |
|                | Bulgaria Rose Wine               | \$96              | \$262             | \$0               | \$0               | \$0               |
|                | Bulgaria White Wine              | \$0               | \$171             | \$0               | \$0               | \$0               |
|                | <b>Summary</b>                   | <b>\$115</b>      | <b>\$598</b>      | <b>\$14</b>       | <b>\$32</b>       | <b>\$15</b>       |
| Canada - BC    | Canada - BC Dessert Wine         | \$3,802           | \$10,853          | \$4,610           | \$7,294           | \$4,872           |
|                | Canada - BC Fruit Wine           | \$12,670          | \$41,797          | \$14,919          | \$14,049          | \$21,151          |
|                | Canada - BC Ice Wine             | \$5,833           | \$18,132          | \$17,012          | \$15,015          | \$21,291          |
|                | Canada - BC Red Wine             | \$2,384,823       | \$5,445,060       | \$5,158,646       | \$5,219,041       | \$4,586,235       |
|                | Canada - BC Rose Wine            | \$496,773         | \$1,133,157       | \$328,175         | \$396,500         | \$1,208,697       |

## Wine Sales (Net \$)

| Net Sales \$   |                               | Fiscal 2020/21 Q1  | Fiscal 2020/21 Q2   | Fiscal 2020/21 Q3   | Fiscal 2020/21 Q4   | Fiscal 2021/22 Q1   |
|----------------|-------------------------------|--------------------|---------------------|---------------------|---------------------|---------------------|
| Canada - BC    | Canada - BC Sparkling Wine    | \$262,599          | \$583,107           | \$406,352           | \$414,301           | \$579,642           |
|                | Canada - BC White Wine        | \$2,704,101        | \$6,417,544         | \$4,173,654         | \$4,359,482         | \$5,414,933         |
|                | <b>Summary</b>                | <b>\$5,870,601</b> | <b>\$13,649,651</b> | <b>\$10,103,366</b> | <b>\$10,425,682</b> | <b>\$11,836,820</b> |
| Canada - Other | Canada - Other Dessert Wine   | \$0                | \$632               | \$0                 | \$0                 | \$696               |
|                | Canada - Other Fruit Wine     | \$0                | \$0                 | \$0                 | \$0                 | \$0                 |
|                | Canada - Other Ice Wine       | \$245              | \$148               | \$326               | \$182               | \$163               |
|                | Canada - Other Red Wine       | \$28,800           | \$16,145            | \$7,205             | \$8,772             | \$7,612             |
|                | Canada - Other Rose Wine      | \$68,691           | \$42,624            | \$770               | \$374               | \$45,546            |
|                | Canada - Other Sparkling Wine | \$35,009           | \$77,945            | \$52,840            | \$62,879            | \$85,923            |
|                | Canada - Other White Wine     | \$11,915           | \$7,249             | \$4,314             | \$5,637             | \$7,405             |
|                | <b>Summary</b>                | <b>\$144,660</b>   | <b>\$144,744</b>    | <b>\$65,455</b>     | <b>\$77,845</b>     | <b>\$147,345</b>    |
| Chile Wine     | Chile Fruit and Dessert Wine  | \$0                | \$143               | \$160               | \$319               | \$319               |
|                | Chile Red Wine                | \$67,557           | \$133,794           | \$137,865           | \$150,440           | \$121,021           |
|                | Chile Rose Wine               | \$4,683            | \$4,978             | \$2,794             | \$2,230             | \$4,274             |
|                | Chile Sparkling Wine          | \$2,112            | \$1,357             | \$1,235             | \$870               | \$614               |
|                | Chile White Wine              | \$64,525           | \$133,135           | \$88,728            | \$88,420            | \$102,045           |
|                | <b>Summary</b>                | <b>\$138,876</b>   | <b>\$273,408</b>    | <b>\$230,782</b>    | <b>\$242,280</b>    | <b>\$228,274</b>    |
| China Wine     | China Fruit and Dessert Wine  | \$0                | \$0                 | \$385               | \$0                 | \$0                 |
|                | China Red Wine                | \$0                | \$27                | \$49                | \$1,373             | \$0                 |
|                | China White Wine              | \$0                | \$0                 | \$0                 | \$0                 | \$0                 |
|                | <b>Summary</b>                | <b>\$0</b>         | <b>\$27</b>         | <b>\$434</b>        | <b>\$1,373</b>      | <b>\$0</b>          |
| Fortified Wine | Other Fortified Domestic Wine | \$8,574            | \$27,761            | \$22,321            | \$19,013            | \$9,927             |
|                | Other Fortified Import Wine   | \$20,630           | \$49,062            | \$44,852            | \$46,587            | \$44,654            |
|                | Port Wine                     | \$11,133           | \$45,065            | \$50,260            | \$40,540            | \$26,352            |
|                | Sherry Wine                   | \$5,295            | \$19,517            | \$20,214            | \$20,261            | \$16,522            |
|                | Vermouth Wine                 | \$25,054           | \$73,250            | \$69,815            | \$81,099            | \$92,075            |
|                | <b>Summary</b>                | <b>\$70,686</b>    | <b>\$214,655</b>    | <b>\$207,462</b>    | <b>\$207,500</b>    | <b>\$189,531</b>    |
| France Wine    | France Champagne Wine         | \$221,375          | \$575,340           | \$702,939           | \$495,775           | \$630,440           |

## Wine Sales (Net \$)

| <b>Net Sales \$</b> |                                | Fiscal 2020/21 Q1  | Fiscal 2020/21 Q2  | Fiscal 2020/21 Q3  | Fiscal 2020/21 Q4  | Fiscal 2021/22 Q1  |
|---------------------|--------------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| France Wine         | France Fruit and Dessert Wine  | \$111              | \$1,364            | \$521              | \$1,688            | \$711              |
|                     | France Red Wine                | \$291,129          | \$683,037          | \$1,069,080        | \$1,129,942        | \$794,039          |
|                     | France Rose Wine               | \$290,777          | \$485,555          | \$166,759          | \$165,744          | \$448,511          |
|                     | France Sparkling Wine          | \$40,423           | \$112,384          | \$92,572           | \$89,436           | \$95,019           |
|                     | France White Wine              | \$225,277          | \$580,624          | \$562,132          | \$627,954          | \$760,891          |
|                     | <b>Summary</b>                 | <b>\$1,069,093</b> | <b>\$2,438,304</b> | <b>\$2,594,002</b> | <b>\$2,510,539</b> | <b>\$2,729,611</b> |
| Georgia Wine        | Georgia Red Wine               | \$0                | \$68               | \$70               | \$0                | \$194              |
|                     | Georgia White Wine             | \$0                | \$0                | \$0                | \$0                | \$0                |
|                     | <b>Summary</b>                 | <b>\$0</b>         | <b>\$68</b>        | <b>\$70</b>        | <b>\$0</b>         | <b>\$194</b>       |
| Germany Wine        | Germany Fruit and Dessert Wine | \$0                | \$0                | \$0                | \$0                | \$0                |
|                     | Germany Red Wine               | \$881              | \$6,776            | \$3,310            | \$6,504            | \$9,080            |
|                     | Germany Rose Wine              | \$876              | \$2,698            | \$609              | \$3,264            | \$3,270            |
|                     | Germany Sparkling Wine         | \$36,085           | \$96,147           | \$70,374           | \$77,940           | \$65,596           |
|                     | Germany White Wine             | \$9,042            | \$35,863           | \$34,784           | \$46,320           | \$40,300           |
|                     | <b>Summary</b>                 | <b>\$46,883</b>    | <b>\$141,485</b>   | <b>\$109,076</b>   | <b>\$134,029</b>   | <b>\$118,246</b>   |
| Greece Wine         | Greece Fruit and Dessert Wine  | \$0                | \$0                | \$0                | \$330              | \$0                |
|                     | Greece Red Wine                | \$16,133           | \$40,439           | \$33,999           | \$38,198           | \$25,892           |
|                     | Greece Rose Wine               | \$0                | \$3,784            | \$0                | \$785              | \$314              |
|                     | Greece White Wine              | \$16,512           | \$38,491           | \$22,859           | \$26,188           | \$26,312           |
|                     | <b>Summary</b>                 | <b>\$32,645</b>    | <b>\$82,715</b>    | <b>\$56,857</b>    | <b>\$65,501</b>    | <b>\$52,518</b>    |
| Hungary Wine        | Hungary Fruit and Dessert Wine | \$762              | \$897              | \$2,050            | \$1,987            | \$1,723            |
|                     | Hungary Red Wine               | \$448              | \$721              | \$978              | \$535              | \$367              |
|                     | Hungary Rose Wine              | \$0                | \$0                | \$0                | \$0                | \$0                |
|                     | Hungary Sparkling Wine         | \$6,676            | \$20,086           | \$15,008           | \$17,936           | \$15,389           |
|                     | Hungary White Wine             | \$2,334            | \$4,364            | \$2,662            | \$2,986            | \$4,191            |
|                     | <b>Summary</b>                 | <b>\$10,219</b>    | <b>\$26,067</b>    | <b>\$20,698</b>    | <b>\$23,444</b>    | <b>\$21,671</b>    |
| Israel Wine         | Israel Red Wine                | \$240              | \$148              | \$31               | \$62               | \$0                |
|                     | Israel Rose Wine               | \$0                | \$0                | \$0                | \$0                | \$0                |

## Wine Sales (Net \$)

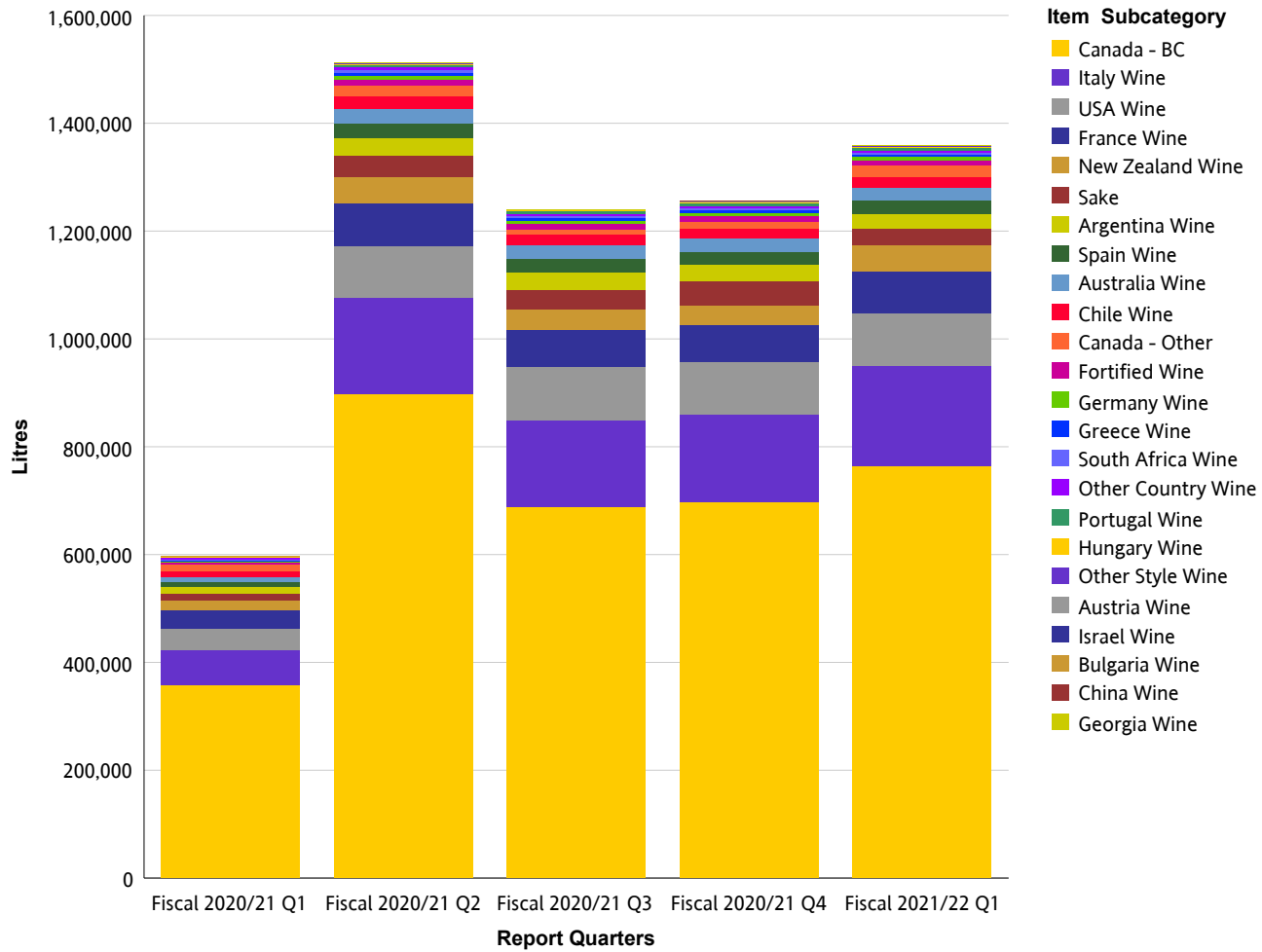
| Net Sales \$       |                                      | Fiscal 2020/21 Q1  | Fiscal 2020/21 Q2  | Fiscal 2020/21 Q3  | Fiscal 2020/21 Q4  | Fiscal 2021/22 Q1  |
|--------------------|--------------------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Israel Wine        | Israel White Wine                    | \$260              | \$695              | \$684              | \$342              | \$326              |
|                    | <b>Summary</b>                       | <b>\$500</b>       | <b>\$843</b>       | <b>\$715</b>       | <b>\$404</b>       | <b>\$326</b>       |
| Italy Wine         | Italy Fruit and Dessert Wine         | \$336              | \$2,912            | \$3,456            | \$3,373            | \$2,488            |
|                    | Italy Red Wine                       | \$590,259          | \$1,581,179        | \$2,166,964        | \$2,123,177        | \$1,850,509        |
|                    | Italy Rose Wine                      | \$24,818           | \$69,768           | \$36,627           | \$44,084           | \$66,482           |
|                    | Italy Sparkling Wine                 | \$164,604          | \$400,730          | \$291,032          | \$294,449          | \$471,110          |
|                    | Italy White Wine                     | \$367,986          | \$877,065          | \$663,615          | \$727,031          | \$879,450          |
|                    | Prosecco Wine                        | \$209,891          | \$498,290          | \$400,270          | \$392,085          | \$537,419          |
|                    | <b>Summary</b>                       | <b>\$1,357,894</b> | <b>\$3,429,943</b> | <b>\$3,561,963</b> | <b>\$3,584,199</b> | <b>\$3,807,458</b> |
| New Zealand Wine   | New Zealand Fruit and Dessert Wine   | \$0                | \$0                | \$0                | \$0                | \$0                |
|                    | New Zealand Red Wine                 | \$22,653           | \$25,016           | \$35,841           | \$34,985           | \$34,326           |
|                    | New Zealand Rose Wine                | \$6,223            | \$22,017           | \$8,375            | \$9,690            | \$31,887           |
|                    | New Zealand Sparkling Wine           | \$827              | \$1,567            | \$6,531            | \$1,132            | \$1,471            |
|                    | New Zealand White Wine               | \$413,983          | \$883,822          | \$641,452          | \$666,182          | \$820,586          |
|                    | <b>Summary</b>                       | <b>\$443,686</b>   | <b>\$932,423</b>   | <b>\$692,199</b>   | <b>\$711,989</b>   | <b>\$888,270</b>   |
| Other Country Wine | Other Country Fruit and Dessert Wine | \$29,199           | \$62,961           | \$53,346           | \$53,257           | \$51,120           |
|                    | Other Country Red Wine               | \$7,153            | \$12,723           | \$11,788           | \$14,242           | \$17,341           |
|                    | Other Country Rose Wine              | \$903              | \$2,270            | \$847              | \$2,237            | \$2,739            |
|                    | Other Country Sparkling Wine         | \$1,907            | \$1,288            | \$934              | \$759              | \$3,059            |
|                    | Other Country White Wine             | \$1,870            | \$8,359            | \$4,954            | \$6,082            | \$18,061           |
|                    | <b>Summary</b>                       | <b>\$41,032</b>    | <b>\$87,601</b>    | <b>\$71,869</b>    | <b>\$76,576</b>    | <b>\$92,320</b>    |
| Other Style Wine   | Aperitif And Flavoured Wine          | \$5,240            | \$16,423           | \$16,680           | \$11,717           | \$14,066           |
|                    | Mead                                 | \$144              | \$1,079            | \$528              | \$1,218            | \$1,450            |
|                    | Rice Wine                            | \$3,165            | \$4,982            | \$4,643            | \$5,975            | \$3,115            |
|                    | <b>Summary</b>                       | <b>\$8,549</b>     | <b>\$22,485</b>    | <b>\$21,851</b>    | <b>\$18,910</b>    | <b>\$18,632</b>    |
| Portugal Wine      | Portugal Fruit and Dessert Wine      | \$0                | \$568              | \$352              | \$396              | \$583              |
|                    | Portugal Red Wine                    | \$11,308           | \$27,377           | \$40,776           | \$35,199           | \$33,979           |
|                    | Portugal Rose Wine                   | \$1,707            | \$7,707            | \$5,644            | \$4,778            | \$6,826            |



## Wine Sales (Net \$)

| Net Sales \$      |                                     | Fiscal 2020/21 Q1   | Fiscal 2020/21 Q2   | Fiscal 2020/21 Q3   | Fiscal 2020/21 Q4   | Fiscal 2021/22 Q1   |
|-------------------|-------------------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| Portugal Wine     | Portugal Sparkling Wine             | \$0                 | \$661               | \$375               | \$925               | \$1,506             |
|                   | Portugal White Wine                 | \$16,094            | \$28,515            | \$21,368            | \$25,558            | \$35,283            |
|                   | <b>Summary</b>                      | <b>\$29,109</b>     | <b>\$64,828</b>     | <b>\$68,515</b>     | <b>\$66,856</b>     | <b>\$78,177</b>     |
| Sake              | Japan Sake                          | \$184,094           | \$477,672           | \$459,481           | \$531,070           | \$355,738           |
|                   | Other Country Sake                  | \$9,917             | \$26,897            | \$14,368            | \$24,281            | \$34,095            |
|                   | USA Sake                            | \$82,148            | \$200,152           | \$176,025           | \$205,399           | \$150,842           |
|                   | <b>Summary</b>                      | <b>\$276,159</b>    | <b>\$704,722</b>    | <b>\$649,874</b>    | <b>\$760,749</b>    | <b>\$540,675</b>    |
| South Africa Wine | South Africa Fruit and Dessert Wine | \$0                 | \$0                 | \$0                 | \$770               | \$441               |
|                   | South Africa Red Wine               | \$22,308            | \$38,433            | \$46,940            | \$49,084            | \$28,420            |
|                   | South Africa Rose Wine              | \$1,096             | \$638               | \$48                | \$18                | \$1,746             |
|                   | South Africa Sparkling Wine         | \$0                 | \$0                 | \$610               | \$0                 | \$66                |
|                   | South Africa White Wine             | \$13,372            | \$27,675            | \$28,786            | \$24,580            | \$25,997            |
|                   | <b>Summary</b>                      | <b>\$36,776</b>     | <b>\$66,746</b>     | <b>\$76,384</b>     | <b>\$74,452</b>     | <b>\$56,671</b>     |
| Spain Wine        | Spain Fruit and Dessert Wine        | \$318               | \$1,109             | \$913               | \$1,139             | \$1,026             |
|                   | Spain Red Wine                      | \$87,887            | \$222,865           | \$269,490           | \$280,698           | \$225,266           |
|                   | Spain Rose Wine                     | \$16,919            | \$30,548            | \$16,824            | \$11,818            | \$21,357            |
|                   | Spain Sparkling Wine                | \$76,249            | \$184,704           | \$137,048           | \$128,956           | \$191,604           |
|                   | Spain White Wine                    | \$18,161            | \$56,929            | \$58,470            | \$62,193            | \$66,899            |
|                   | <b>Summary</b>                      | <b>\$199,533</b>    | <b>\$496,154</b>    | <b>\$482,744</b>    | <b>\$484,804</b>    | <b>\$506,151</b>    |
| USA Wine          | USA Fruit and Dessert Wine          | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 |
|                   | USA Red Wine                        | \$865,583           | \$1,906,227         | \$2,306,814         | \$2,251,013         | \$2,220,028         |
|                   | USA Rose Wine                       | \$8,808             | \$29,010            | \$17,392            | \$13,530            | \$78,312            |
|                   | USA Sparkling Wine                  | \$12,049            | \$43,751            | \$30,018            | \$32,243            | \$83,027            |
|                   | USA White Wine                      | \$214,249           | \$463,351           | \$374,829           | \$363,986           | \$475,487           |
|                   | <b>Summary</b>                      | <b>\$1,100,689</b>  | <b>\$2,442,339</b>  | <b>\$2,729,054</b>  | <b>\$2,660,771</b>  | <b>\$2,856,854</b>  |
| <b>Summary</b>    |                                     | <b>\$11,291,969</b> | <b>\$26,186,449</b> | <b>\$22,654,173</b> | <b>\$23,060,962</b> | <b>\$24,982,953</b> |

## Wine Sales (Litres)



## Wine Sales (Litres)

### Wine

| Litres         |                                  | Fiscal 2020/21 Q1 | Fiscal 2020/21 Q2 | Fiscal 2020/21 Q3 | Fiscal 2020/21 Q4 | Fiscal 2021/22 Q1 |
|----------------|----------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Argentina Wine | Argentina Red Wine               | 10,756            | 28,633            | 29,866            | 29,757            | 23,427            |
|                | Argentina Rose Wine              | 174               | 372               | 179               | 296               | 553               |
|                | Argentina Sparkling Wine         | 23                | 302               | 158               | 1                 | 122               |
|                | Argentina White Wine             | 472               | 1,970             | 1,259             | 1,307             | 1,618             |
|                | <b>Summary</b>                   | <b>11,425</b>     | <b>31,277</b>     | <b>31,462</b>     | <b>31,361</b>     | <b>25,721</b>     |
| Australia Wine | Australia Fruit and Dessert Wine | 0                 | 0                 | 3                 | 0                 | 0                 |
|                | Australia Red Wine               | 5,127             | 14,598            | 15,302            | 13,722            | 11,406            |
|                | Australia Rose Wine              | 452               | 1,264             | 752               | 715               | 969               |
|                | Australia Sparkling Wine         | 999               | 3,039             | 2,450             | 2,778             | 3,344             |
|                | Australia White Wine             | 2,746             | 8,880             | 6,895             | 6,817             | 7,349             |
|                | <b>Summary</b>                   | <b>9,325</b>      | <b>27,781</b>     | <b>25,402</b>     | <b>24,031</b>     | <b>23,067</b>     |
| Austria Wine   | Austria Fruit and Dessert Wine   | 0                 | 0                 | 0                 | 0                 | 0                 |
|                | Austria Red Wine                 | 92                | 188               | 348               | 651               | 592               |
|                | Austria Rose Wine                | 0                 | 68                | 27                | 18                | 9                 |
|                | Austria Sparkling Wine           | 0                 | 27                | 18                | 9                 | 0                 |
|                | Austria White Wine               | 152               | 522               | 472               | 626               | 524               |
|                | <b>Summary</b>                   | <b>244</b>        | <b>804</b>        | <b>866</b>        | <b>1,304</b>      | <b>1,125</b>      |
| Bulgaria Wine  | Bulgaria Red Wine                | 2                 | 9                 | 1                 | 2                 | 1                 |
|                | Bulgaria Rose Wine               | 4                 | 16                | 0                 | 0                 | 0                 |
|                | Bulgaria White Wine              | 0                 | 4                 | 0                 | 0                 | 0                 |
|                | <b>Summary</b>                   | <b>6</b>          | <b>29</b>         | <b>1</b>          | <b>2</b>          | <b>1</b>          |
| Canada - BC    | Canada - BC Dessert Wine         | 36                | 173               | 96                | 151               | 89                |
|                | Canada - BC Fruit Wine           | 604               | 1,968             | 588               | 699               | 1,047             |
|                | Canada - BC Ice Wine             | 66                | 274               | 207               | 181               | 267               |
|                | Canada - BC Red Wine             | 139,389           | 332,511           | 323,189           | 316,941           | 278,838           |
|                | Canada - BC Rose Wine            | 24,580            | 61,294            | 18,349            | 22,157            | 62,341            |

## Wine Sales (Litres)

| Litres         |                               | Fiscal 2020/21 Q1 | Fiscal 2020/21 Q2 | Fiscal 2020/21 Q3 | Fiscal 2020/21 Q4 | Fiscal 2021/22 Q1 |
|----------------|-------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Canada - BC    | Canada - BC Sparkling Wine    | 10,203            | 24,084            | 16,411            | 17,107            | 24,018            |
|                | Canada - BC White Wine        | 182,566           | 478,036           | 329,000           | 339,229           | 397,862           |
|                | <b>Summary</b>                | <b>357,445</b>    | <b>898,341</b>    | <b>687,839</b>    | <b>696,465</b>    | <b>764,462</b>    |
| Canada - Other | Canada - Other Dessert Wine   | 0                 | 6                 | 0                 | 0                 | 6                 |
|                | Canada - Other Fruit Wine     | 0                 | 0                 | 0                 | 0                 | 0                 |
|                | Canada - Other Ice Wine       | 2                 | 2                 | 3                 | 2                 | 2                 |
|                | Canada - Other Red Wine       | 2,045             | 1,239             | 745               | 826               | 861               |
|                | Canada - Other Rose Wine      | 6,465             | 6,558             | 65                | 32                | 7,211             |
|                | Canada - Other Sparkling Wine | 4,046             | 11,284            | 8,150             | 9,416             | 12,801            |
|                | Canada - Other White Wine     | 830               | 755               | 516               | 608               | 776               |
|                | <b>Summary</b>                | <b>13,388</b>     | <b>19,844</b>     | <b>9,479</b>      | <b>10,883</b>     | <b>21,656</b>     |
| Chile Wine     | Chile Fruit and Dessert Wine  | 0                 | 4                 | 4                 | 9                 | 9                 |
|                | Chile Red Wine                | 4,757             | 11,031            | 11,210            | 11,558            | 9,842             |
|                | Chile Rose Wine               | 397               | 598               | 336               | 250               | 471               |
|                | Chile Sparkling Wine          | 88                | 68                | 65                | 48                | 35                |
|                | Chile White Wine              | 4,342             | 11,674            | 7,951             | 8,015             | 9,099             |
|                | <b>Summary</b>                | <b>9,584</b>      | <b>23,375</b>     | <b>19,566</b>     | <b>19,881</b>     | <b>19,456</b>     |
| China Wine     | China Fruit and Dessert Wine  | 0                 | 0                 | 15                | 0                 | 0                 |
|                | China Red Wine                | 0                 | 1                 | 1                 | 21                | 0                 |
|                | China White Wine              | 0                 | 0                 | 0                 | 0                 | 0                 |
|                | <b>Summary</b>                | <b>0</b>          | <b>1</b>          | <b>16</b>         | <b>21</b>         | <b>0</b>          |
| Fortified Wine | Other Fortified Domestic Wine | 606               | 1,242             | 1,226             | 1,217             | 762               |
|                | Other Fortified Import Wine   | 827               | 2,312             | 2,078             | 2,189             | 2,167             |
|                | Port Wine                     | 244               | 1,019             | 1,104             | 974               | 675               |
|                | Sherry Wine                   | 161               | 712               | 767               | 809               | 675               |
|                | Vermouth Wine                 | 1,740             | 5,454             | 5,250             | 5,492             | 6,008             |
|                | <b>Summary</b>                | <b>3,578</b>      | <b>10,739</b>     | <b>10,426</b>     | <b>10,681</b>     | <b>10,287</b>     |
| France Wine    | France Champagne Wine         | 1,561             | 5,256             | 7,005             | 4,707             | 5,673             |

## Wine Sales (Litres)

| Litres       |                                | Fiscal 2020/21 Q1 | Fiscal 2020/21 Q2 | Fiscal 2020/21 Q3 | Fiscal 2020/21 Q4 | Fiscal 2021/22 Q1 |
|--------------|--------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| France Wine  | France Fruit and Dessert Wine  | 1                 | 23                | 7                 | 40                | 16                |
|              | France Red Wine                | 9,121             | 22,120            | 28,555            | 28,553            | 20,934            |
|              | France Rose Wine               | 12,530            | 23,575            | 8,801             | 9,180             | 22,514            |
|              | France Sparkling Wine          | 1,852             | 6,144             | 5,055             | 5,269             | 5,480             |
|              | France White Wine              | 8,398             | 21,609            | 19,310            | 20,689            | 23,523            |
|              | <b>Summary</b>                 | <b>33,462</b>     | <b>78,727</b>     | <b>68,734</b>     | <b>68,438</b>     | <b>78,140</b>     |
| Georgia Wine | Georgia Red Wine               | 0                 | 4                 | 4                 | 0                 | 10                |
|              | Georgia White Wine             | 0                 | 0                 | 0                 | 0                 | 0                 |
|              | <b>Summary</b>                 | <b>0</b>          | <b>4</b>          | <b>4</b>          | <b>0</b>          | <b>10</b>         |
| Germany Wine | Germany Fruit and Dessert Wine | 0                 | 0                 | 0                 | 0                 | 0                 |
|              | Germany Red Wine               | 29                | 190               | 105               | 178               | 224               |
|              | Germany Rose Wine              | 27                | 108               | 18                | 117               | 104               |
|              | Germany Sparkling Wine         | 1,566             | 5,432             | 4,327             | 4,445             | 3,994             |
|              | Germany White Wine             | 368               | 1,660             | 1,572             | 1,950             | 1,714             |
|              | <b>Summary</b>                 | <b>1,989</b>      | <b>7,390</b>      | <b>6,022</b>      | <b>6,690</b>      | <b>6,036</b>      |
| Greece Wine  | Greece Fruit and Dessert Wine  | 0                 | 0                 | 0                 | 12                | 0                 |
|              | Greece Red Wine                | 994               | 2,808             | 2,331             | 2,648             | 1,849             |
|              | Greece Rose Wine               | 0                 | 144               | 0                 | 45                | 18                |
|              | Greece White Wine              | 1,068             | 2,790             | 1,767             | 2,084             | 2,031             |
|              | <b>Summary</b>                 | <b>2,063</b>      | <b>5,742</b>      | <b>4,098</b>      | <b>4,789</b>      | <b>3,898</b>      |
| Hungary Wine | Hungary Fruit and Dessert Wine | 9                 | 17                | 30                | 39                | 30                |
|              | Hungary Red Wine               | 24                | 47                | 68                | 37                | 28                |
|              | Hungary Rose Wine              | 0                 | 0                 | 0                 | 0                 | 0                 |
|              | Hungary Sparkling Wine         | 387               | 1,509             | 1,218             | 1,346             | 1,152             |
|              | Hungary White Wine             | 154               | 325               | 210               | 232               | 302               |
|              | <b>Summary</b>                 | <b>574</b>        | <b>1,898</b>      | <b>1,526</b>      | <b>1,653</b>      | <b>1,511</b>      |
| Israel Wine  | Israel Red Wine                | 9                 | 6                 | 2                 | 3                 | 0                 |
|              | Israel Rose Wine               | 0                 | 0                 | 0                 | 0                 | 0                 |

## Wine Sales (Litres)

| Litres             |                                      | Fiscal 2020/21 Q1 | Fiscal 2020/21 Q2 | Fiscal 2020/21 Q3 | Fiscal 2020/21 Q4 | Fiscal 2021/22 Q1 |
|--------------------|--------------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Israel Wine        | Israel White Wine                    | 10                | 32                | 33                | 16                | 16                |
|                    | <b>Summary</b>                       | <b>19</b>         | <b>38</b>         | <b>34</b>         | <b>20</b>         | <b>16</b>         |
| Italy Wine         | Italy Fruit and Dessert Wine         | 3                 | 51                | 55                | 52                | 29                |
|                    | Italy Red Wine                       | 24,102            | 64,232            | 75,479            | 73,732            | 65,626            |
|                    | Italy Rose Wine                      | 1,047             | 3,351             | 1,480             | 1,848             | 3,224             |
|                    | Italy Sparkling Wine                 | 8,633             | 24,801            | 17,646            | 18,362            | 29,237            |
|                    | Italy White Wine                     | 22,592            | 58,914            | 44,584            | 48,099            | 58,325            |
|                    | Prosecco Wine                        | 9,282             | 26,751            | 22,435            | 21,826            | 29,323            |
|                    | <b>Summary</b>                       | <b>65,659</b>     | <b>178,100</b>    | <b>161,679</b>    | <b>163,919</b>    | <b>185,764</b>    |
| New Zealand Wine   | New Zealand Fruit and Dessert Wine   | 0                 | 0                 | 0                 | 0                 | 0                 |
|                    | New Zealand Red Wine                 | 614               | 870               | 1,274             | 1,250             | 1,173             |
|                    | New Zealand Rose Wine                | 270               | 1,109             | 453               | 507               | 1,642             |
|                    | New Zealand Sparkling Wine           | 20                | 56                | 227               | 48                | 72                |
|                    | New Zealand White Wine               | 17,828            | 46,660            | 35,429            | 34,824            | 44,486            |
|                    | <b>Summary</b>                       | <b>18,733</b>     | <b>48,694</b>     | <b>37,383</b>     | <b>36,630</b>     | <b>47,374</b>     |
| Other Country Wine | Other Country Fruit and Dessert Wine | 1,776             | 3,750             | 3,129             | 3,259             | 2,873             |
|                    | Other Country Red Wine               | 188               | 470               | 465               | 466               | 560               |
|                    | Other Country Rose Wine              | 32                | 100               | 38                | 94                | 90                |
|                    | Other Country Sparkling Wine         | 45                | 28                | 38                | 9                 | 68                |
|                    | Other Country White Wine             | 62                | 345               | 184               | 206               | 619               |
|                    | <b>Summary</b>                       | <b>2,103</b>      | <b>4,693</b>      | <b>3,853</b>      | <b>4,035</b>      | <b>4,210</b>      |
| Other Style Wine   | Aperitif And Flavoured Wine          | 298               | 726               | 648               | 654               | 877               |
|                    | Mead                                 | 12                | 48                | 33                | 60                | 70                |
|                    | Rice Wine                            | 145               | 347               | 306               | 402               | 260               |
|                    | <b>Summary</b>                       | <b>456</b>        | <b>1,121</b>      | <b>987</b>        | <b>1,116</b>      | <b>1,207</b>      |
| Portugal Wine      | Portugal Fruit and Dessert Wine      | 0                 | 18                | 8                 | 9                 | 14                |
|                    | Portugal Red Wine                    | 589               | 1,582             | 2,385             | 2,115             | 1,854             |
|                    | Portugal Rose Wine                   | 115               | 622               | 458               | 408               | 597               |

## Wine Sales (Litres)

| Litres            |                                     | Fiscal 2020/21 Q1 | Fiscal 2020/21 Q2 | Fiscal 2020/21 Q3 | Fiscal 2020/21 Q4 | Fiscal 2021/22 Q1 |
|-------------------|-------------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Portugal Wine     | Portugal Sparkling Wine             | 0                 | 22                | 14                | 40                | 66                |
|                   | Portugal White Wine                 | 966               | 1,773             | 1,361             | 1,481             | 2,115             |
|                   | <b>Summary</b>                      | <b>1,670</b>      | <b>4,017</b>      | <b>4,226</b>      | <b>4,054</b>      | <b>4,646</b>      |
| Sake              | Japan Sake                          | 4,160             | 12,280            | 11,797            | 13,725            | 9,069             |
|                   | Other Country Sake                  | 784               | 2,071             | 1,312             | 1,586             | 1,909             |
|                   | USA Sake                            | 8,555             | 26,550            | 24,142            | 28,474            | 20,711            |
|                   | <b>Summary</b>                      | <b>13,499</b>     | <b>40,900</b>     | <b>37,250</b>     | <b>43,785</b>     | <b>31,690</b>     |
| South Africa Wine | South Africa Fruit and Dessert Wine | 0                 | 0                 | 0                 | 4                 | 6                 |
|                   | South Africa Red Wine               | 1,230             | 2,516             | 3,042             | 2,861             | 1,859             |
|                   | South Africa Rose Wine              | 72                | 60                | 5                 | 2                 | 122               |
|                   | South Africa Sparkling Wine         | 0                 | 0                 | 14                | 0                 | 2                 |
|                   | South Africa White Wine             | 892               | 2,268             | 1,894             | 1,679             | 1,852             |
|                   | <b>Summary</b>                      | <b>2,194</b>      | <b>4,844</b>      | <b>4,955</b>      | <b>4,546</b>      | <b>3,841</b>      |
| Spain Wine        | Spain Fruit and Dessert Wine        | 12                | 30                | 22                | 26                | 31                |
|                   | Spain Red Wine                      | 4,016             | 11,013            | 13,281            | 12,266            | 10,376            |
|                   | Spain Rose Wine                     | 1,149             | 2,386             | 847               | 776               | 1,634             |
|                   | Spain Sparkling Wine                | 3,687             | 11,094            | 8,564             | 7,947             | 11,533            |
|                   | Spain White Wine                    | 696               | 2,716             | 2,511             | 2,818             | 2,885             |
|                   | <b>Summary</b>                      | <b>9,560</b>      | <b>27,238</b>     | <b>25,225</b>     | <b>23,831</b>     | <b>26,459</b>     |
| USA Wine          | USA Fruit and Dessert Wine          | 0                 | 0                 | 0                 | 0                 | 0                 |
|                   | USA Red Wine                        | 29,452            | 68,028            | 78,286            | 77,336            | 68,655            |
|                   | USA Rose Wine                       | 702               | 2,536             | 1,438             | 1,367             | 4,174             |
|                   | USA Sparkling Wine                  | 476               | 2,020             | 1,381             | 1,368             | 3,186             |
|                   | USA White Wine                      | 9,240             | 23,663            | 18,047            | 17,379            | 21,830            |
|                   | <b>Summary</b>                      | <b>39,870</b>     | <b>96,248</b>     | <b>99,153</b>     | <b>97,450</b>     | <b>97,845</b>     |
| <b>Summary</b>    |                                     | <b>596,844</b>    | <b>1,511,845</b>  | <b>1,240,186</b>  | <b>1,255,585</b>  | <b>1,358,422</b>  |

# GLOSSARY AND EXPLANATORY NOTES

Domestic Beer – the domestic beer classification is defined as follows:

Commercial Beer – Breweries with Annual Production over 350,000HL

Regional Beer – Breweries with Annual Production over 15,000HL and up to 350,000HL

Micro Brew Beer – Breweries with Annual Production up to 15,000HL

Negative Sales

Occasionally, negative sales are reported. This is usually due to adjustments or product returns.