

Hospitality Liquor Market Review

Fiscal 2022/23 Q3

December 2022



**LIQUOR
DISTRIBUTION
BRANCH**

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Introduction

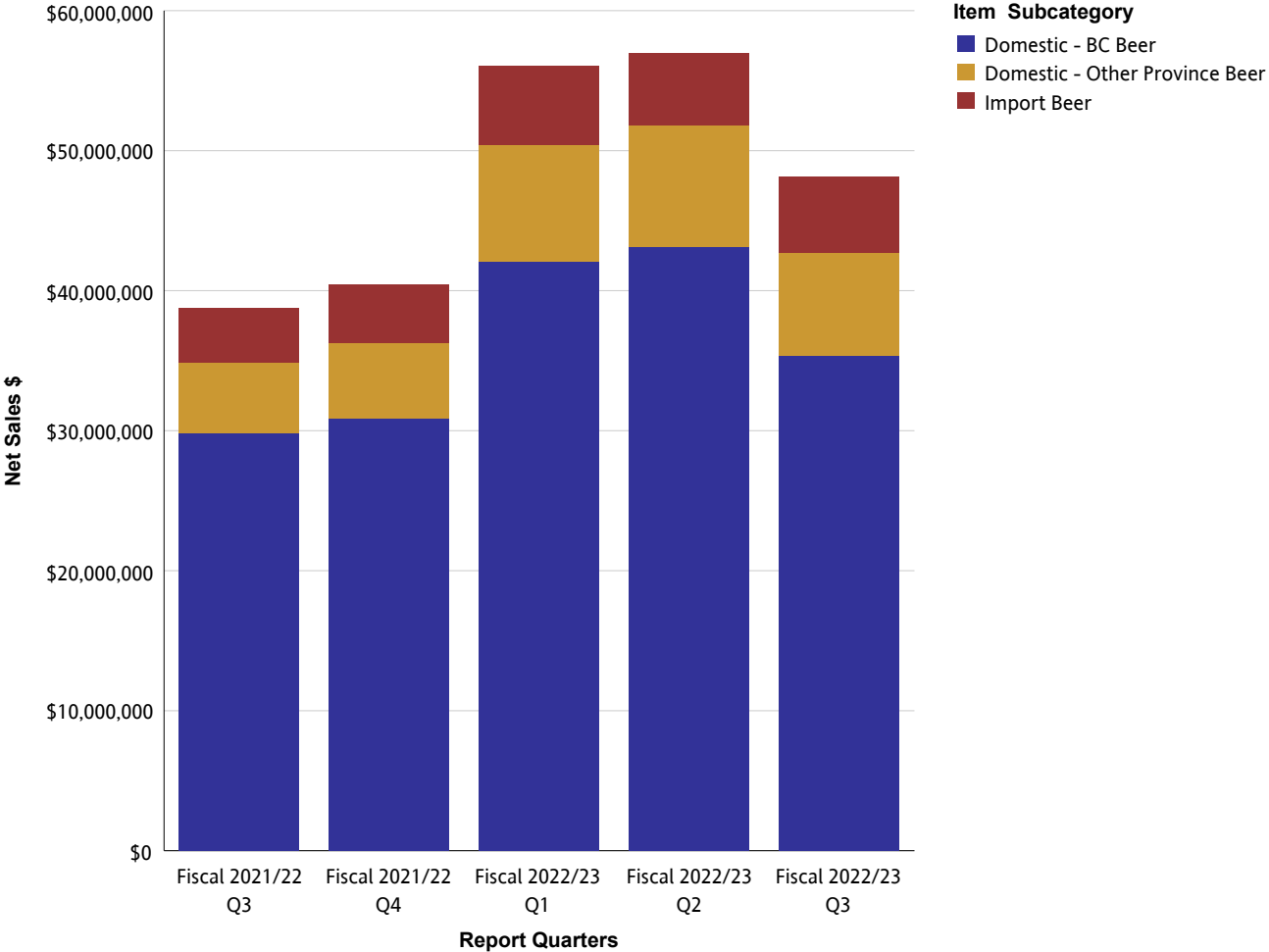
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer 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 \$)

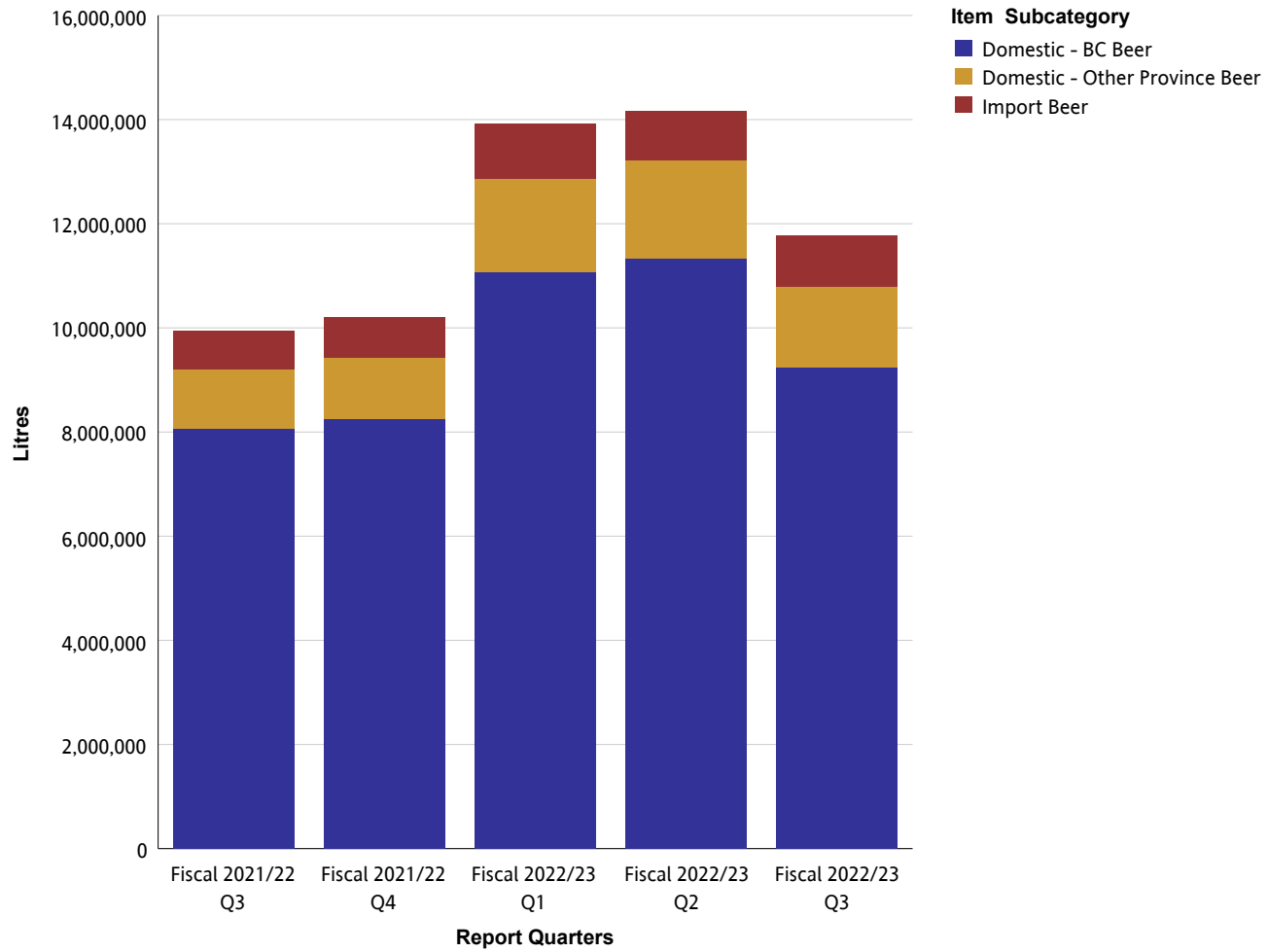


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3
Domestic - BC Beer	Domestic - BC Commercial Beer	\$13,792,920	\$14,186,886	\$18,723,691	\$18,472,941	\$17,002,677
	Domestic - BC Micro Brew Beer	\$8,718,948	\$9,082,293	\$12,677,223	\$13,016,829	\$10,352,605
	Domestic - BC Regional Beer	\$7,281,321	\$7,589,649	\$10,695,514	\$11,623,500	\$8,051,185
	Summary	\$29,793,188	\$30,858,828	\$42,096,427	\$43,113,270	\$35,406,467
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$4,823,801	\$5,135,211	\$7,929,464	\$8,355,478	\$6,956,110
	Domestic - Other Province Micro Brew Beer	\$14,762	\$10,238	\$40,532	\$30,894	\$20,072
	Domestic - Other Province Regional Beer	\$266,032	\$261,793	\$352,006	\$327,130	\$306,408
	Summary	\$5,104,594	\$5,407,242	\$8,322,002	\$8,713,502	\$7,282,590
Import Beer	Asia And South Pacific Beer	\$769,024	\$695,753	\$1,068,530	\$851,833	\$976,298
	Europe Beer	\$2,748,041	\$3,060,439	\$3,955,908	\$3,697,445	\$4,065,809
	Mexico And Caribbean Beer	\$197,600	\$284,919	\$488,726	\$444,568	\$268,430
	Other Country Beer	\$4,637	\$1,654	\$5,013	\$5,009	\$3,777
	USA Beer	\$156,949	\$100,140	\$152,582	\$127,292	\$121,860
	Summary	\$3,876,251	\$4,142,905	\$5,670,759	\$5,126,147	\$5,436,174
Summary		\$38,774,033	\$40,408,975	\$56,089,188	\$56,952,918	\$48,125,231

Beer Sales (Litres)

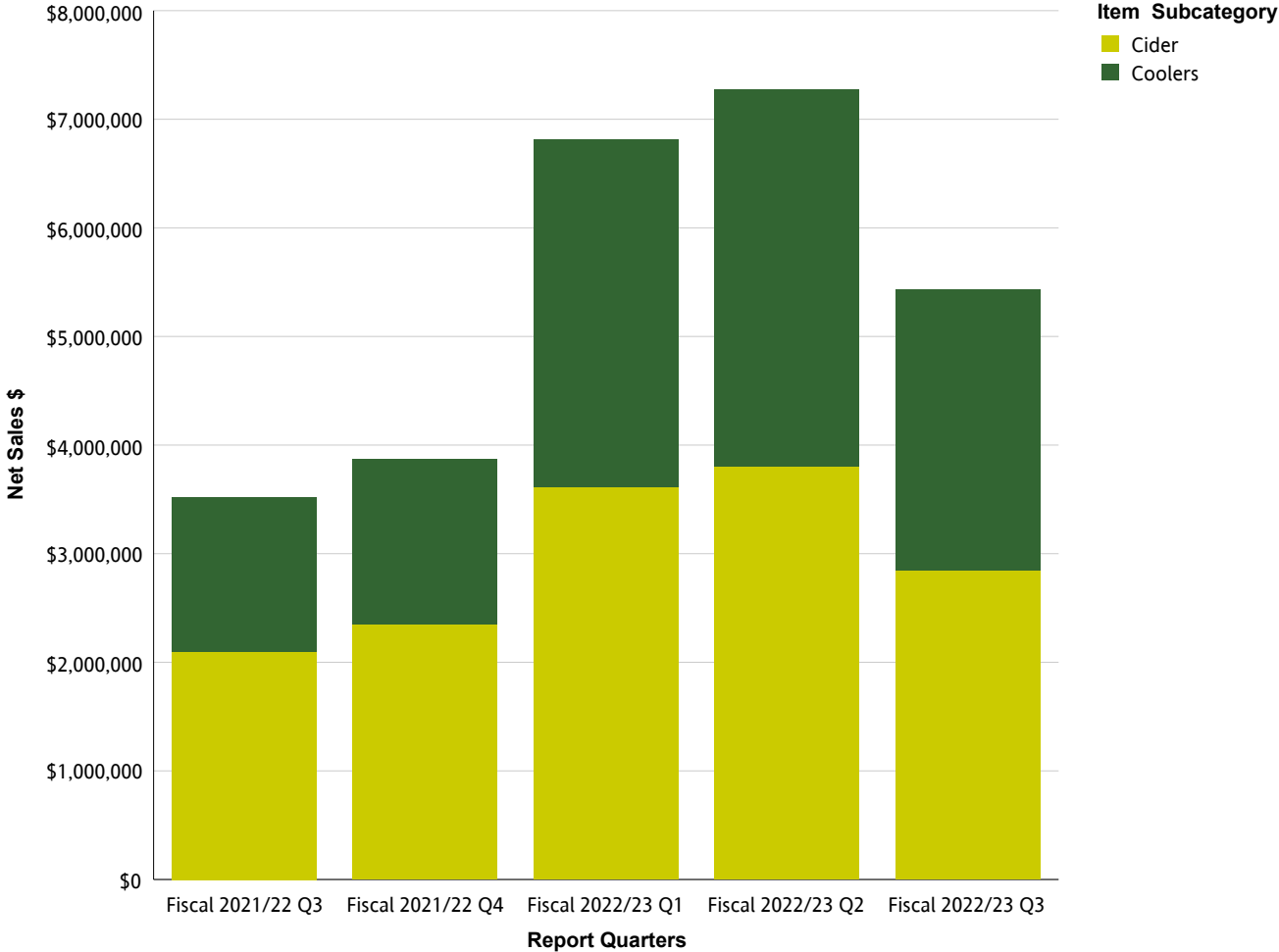


Beer Sales (Litres)

Beer

Litres		Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3
Domestic - BC Beer	Domestic - BC Commercial Beer	3,794,249	3,802,878	4,946,371	4,872,937	4,488,958
	Domestic - BC Micro Brew Beer	2,089,015	2,199,086	3,017,053	3,071,426	2,450,156
	Domestic - BC Regional Beer	2,181,901	2,259,610	3,109,093	3,385,875	2,302,615
	Summary	8,065,165	8,261,574	11,072,517	11,330,238	9,241,729
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	1,048,893	1,078,073	1,678,307	1,774,929	1,452,705
	Domestic - Other Province Micro Brew Beer	2,015	1,205	5,567	6,190	4,923
	Domestic - Other Province Regional Beer	87,623	84,879	112,524	103,589	97,869
	Summary	1,138,532	1,164,157	1,796,399	1,884,708	1,555,496
Import Beer	Asia And South Pacific Beer	138,730	119,714	179,971	154,480	167,155
	Europe Beer	528,948	585,828	745,795	683,869	736,653
	Mexico And Caribbean Beer	37,990	51,989	92,205	82,558	49,857
	Other Country Beer	909	361	952	900	646
	USA Beer	29,205	20,575	29,929	25,038	23,873
	Summary	735,782	778,467	1,048,851	946,845	978,184
Summary		9,939,479	10,204,198	13,917,767	14,161,791	11,775,410

Refreshment Beverages Sales (Net \$)

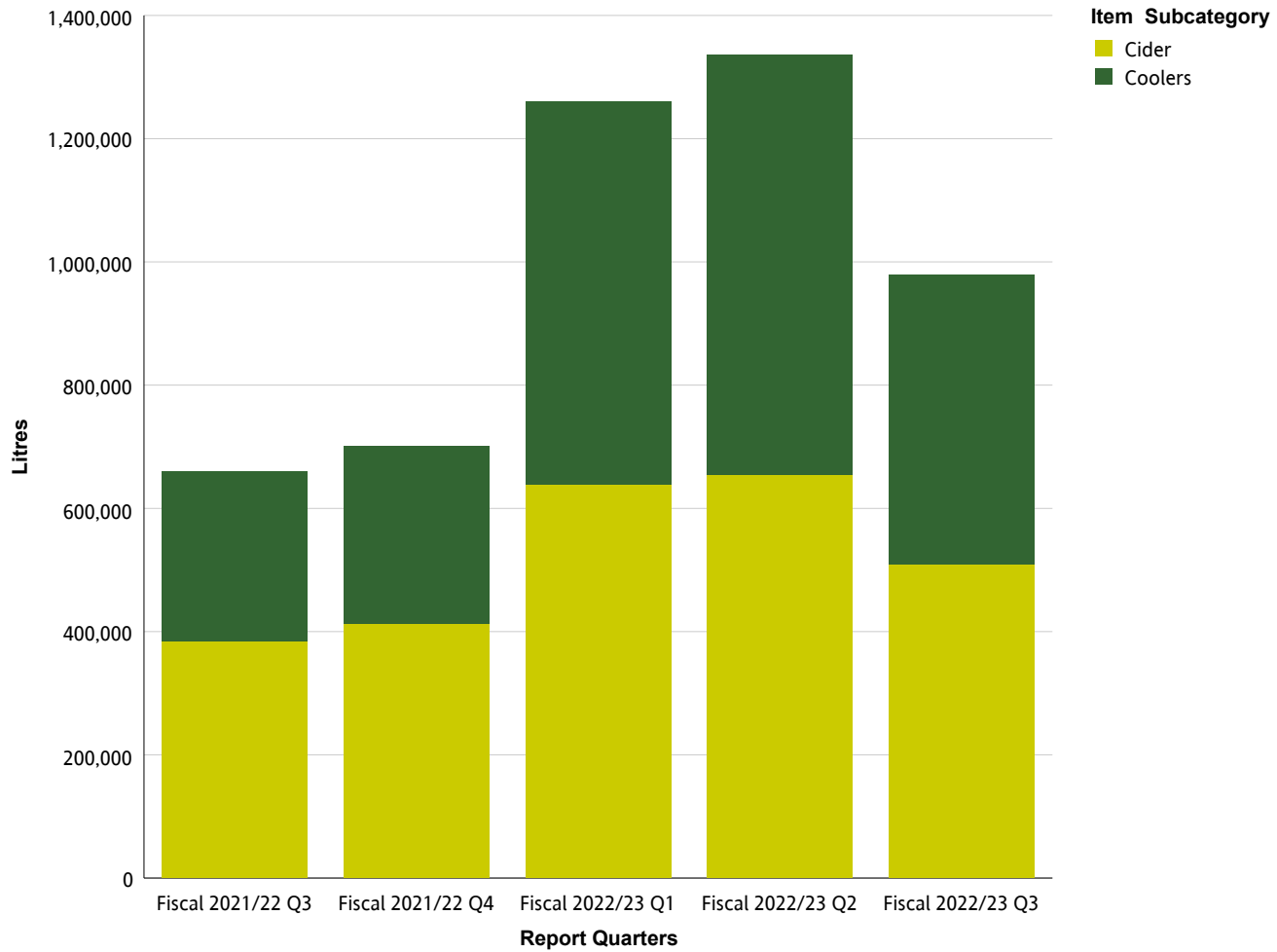


Refreshment Beverages Sales (Net \$)

Refreshment Beverages

Net Sales \$		Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3
Cider	Domestic Cider	\$1,558,188	\$1,763,512	\$2,789,801	\$3,055,987	\$2,119,452
	Import Cider	\$537,251	\$588,023	\$819,117	\$749,310	\$730,260
	Summary	\$2,095,439	\$2,351,534	\$3,608,918	\$3,805,297	\$2,849,712
Coolers	Malt-Based Coolers	\$19,096	\$24,410	\$59,654	\$72,642	\$62,690
	Spirit Coolers	\$1,345,116	\$1,449,952	\$3,056,338	\$3,304,226	\$2,445,083
	Wine/Fruit Coolers	\$58,728	\$49,928	\$87,757	\$93,831	\$78,551
	Summary	\$1,422,940	\$1,524,290	\$3,203,750	\$3,470,700	\$2,586,324
Summary		\$3,518,379	\$3,875,825	\$6,812,667	\$7,275,996	\$5,436,037

Refreshment Beverages Sales (Litres)

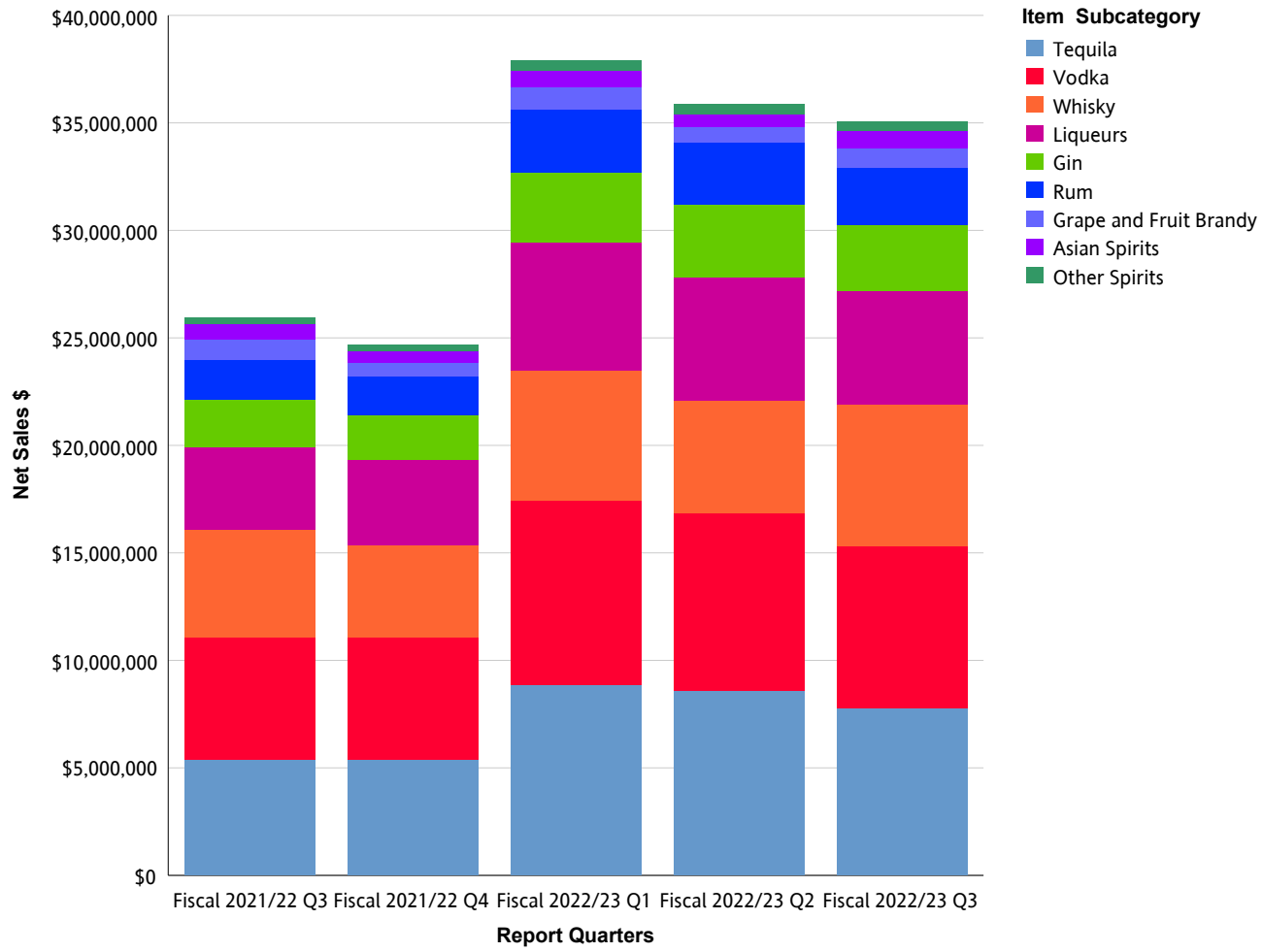


Refreshment Beverages Sales (Litres)

Refreshment Beverages

Litres		Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3
Cider	Domestic Cider	268,889	293,633	469,725	499,828	359,711
	Import Cider	115,690	120,157	168,985	153,770	149,721
	Summary	384,579	413,790	638,710	653,599	509,432
Coolers	Malt-Based Coolers	3,917	5,053	12,613	16,725	13,963
	Spirit Coolers	262,914	275,117	595,725	650,542	445,403
	Wine/Fruit Coolers	9,127	7,487	12,572	14,910	11,114
	Summary	275,958	287,656	620,911	682,176	470,480
Summary		660,536	701,447	1,259,621	1,335,775	979,912

Spirits Sales (Net \$)



Spirits Sales (Net \$)

Spirits

Net Sales \$		Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3
Asian Spirits	China Spirits	\$192,639	\$76,371	\$134,741	\$93,652	\$90,499
	Korea Spirits	\$478,402	\$419,092	\$548,426	\$445,698	\$668,655
	Other Country Asian Spirits	\$44,212	\$36,192	\$50,911	\$40,602	\$52,938
	Summary	\$715,253	\$531,655	\$734,078	\$579,952	\$812,093
Gin	Dry Gin	\$2,067,114	\$1,967,966	\$3,058,265	\$3,138,871	\$2,891,729
	Flavoured Gin	\$78,355	\$83,010	\$145,313	\$161,558	\$122,961
	Other Gin	\$43,523	\$47,901	\$56,498	\$72,581	\$63,250
	Summary	\$2,188,991	\$2,098,878	\$3,260,076	\$3,373,010	\$3,077,939
Grape and Fruit Brandy	Armagnac	\$7,685	\$15,165	\$6,157	\$4,269	\$16,562
	Brandy	\$131,246	\$108,506	\$157,837	\$169,147	\$183,810
	Cognac	\$658,329	\$410,195	\$753,456	\$443,621	\$600,936
	Eau de Vie	\$60,992	\$25,099	\$48,542	\$33,711	\$44,441
	Grappa And Marc	\$25,246	\$18,054	\$28,839	\$17,786	\$27,056
	Pisco	\$45,131	\$49,462	\$69,127	\$63,302	\$59,930
	Summary	\$928,630	\$626,481	\$1,063,959	\$731,837	\$932,735
Liqueurs	Anise And Herbal/Spice Liqueurs	\$1,328,042	\$1,361,990	\$2,084,372	\$1,881,207	\$1,857,585
	Coffee And Cocoa Liqueurs	\$351,893	\$369,549	\$467,505	\$448,806	\$487,952
	Cream/Dairy Liqueurs	\$462,803	\$401,844	\$564,963	\$489,884	\$587,257
	Fruit Liqueurs	\$1,169,626	\$1,253,941	\$2,047,629	\$2,089,568	\$1,616,433
	Nut Liqueurs	\$206,659	\$216,713	\$313,818	\$300,117	\$277,048
	Other Liqueurs	\$221,927	\$242,534	\$369,346	\$363,050	\$329,546
	Whiskey Liqueurs	\$104,005	\$105,452	\$132,679	\$115,892	\$101,735
	Summary	\$3,844,955	\$3,952,023	\$5,980,312	\$5,688,525	\$5,257,555
Other Spirits	Cachaca	\$20,995	\$7,642	\$16,081	\$17,918	\$13,707
	Flavoured Spirits	\$12,755	\$6,295	\$9,888	\$14,309	\$17,260
	Miscellaneous/Other Spirits	\$39,053	\$44,182	\$55,221	\$44,950	\$50,749

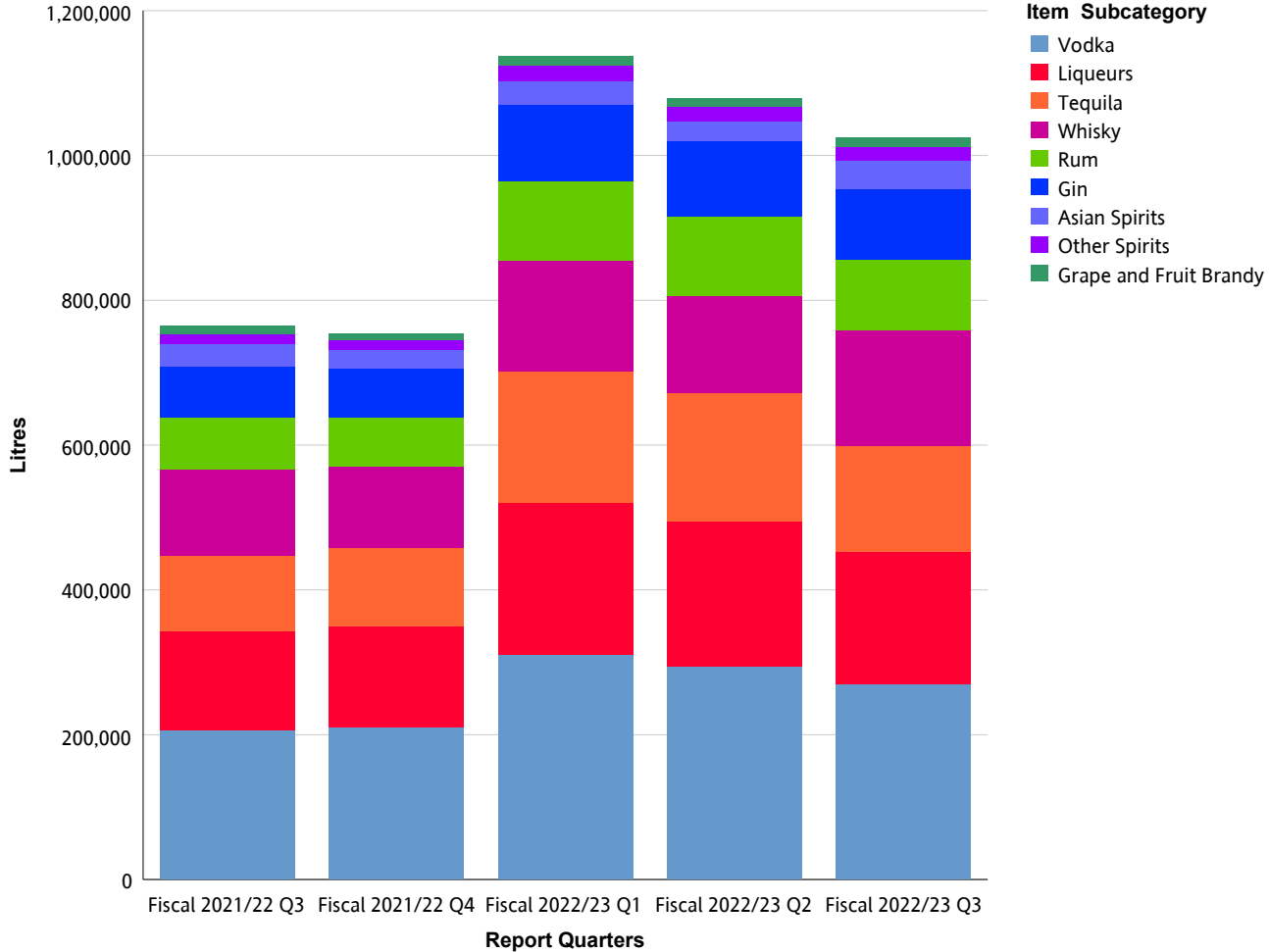
Spirits Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3
Other Spirits	Moonshine Spirits	\$2,355	\$3,205	\$2,518	\$3,024	\$4,704
	Ready to Mix Cocktails	\$202,335	\$232,525	\$366,470	\$344,591	\$299,613
	Ready to Serve Cocktails	\$25,211	\$9,384	\$17,504	\$19,992	\$42,110
	Schnapps and Akvavit	\$10,606	\$7,076	\$8,659	\$7,753	\$7,976
	Summary	\$313,310	\$310,308	\$476,340	\$452,538	\$436,120
Rum	Amber Rum	\$278,599	\$227,550	\$393,785	\$407,329	\$354,687
	Dark Rum	\$270,099	\$238,072	\$365,797	\$322,233	\$343,209
	Flavoured Rum	\$22,121	\$21,723	\$33,716	\$31,454	\$28,134
	Spiced Rum	\$556,428	\$586,273	\$865,859	\$819,098	\$940,903
	White Rum	\$748,474	\$741,212	\$1,245,704	\$1,338,232	\$974,491
	Summary	\$1,875,721	\$1,814,831	\$2,904,861	\$2,918,347	\$2,641,424
Tequila	Blanco/Silver Tequila	\$2,286,462	\$2,242,684	\$3,800,401	\$3,761,067	\$3,270,330
	Flavoured Tequila	\$34,802	\$36,759	\$71,045	\$59,830	\$86,871
	Gold Tequila	\$2,770,604	\$2,758,137	\$4,521,426	\$4,337,791	\$3,974,160
	Mezcal	\$300,117	\$329,078	\$486,556	\$438,806	\$436,642
	Summary	\$5,391,985	\$5,366,658	\$8,879,427	\$8,597,495	\$7,768,003
Vodka	Flavoured Vodka	\$833,346	\$800,142	\$1,195,842	\$1,110,425	\$916,829
	Straight Vodka	\$4,860,130	\$4,909,214	\$7,363,587	\$7,161,146	\$6,618,543
	Summary	\$5,693,476	\$5,709,356	\$8,559,429	\$8,271,571	\$7,535,372
Whisky	American Whiskey	\$322,335	\$277,360	\$437,817	\$400,129	\$471,338
	Blended Malt Scotch Whisky	\$14,018	\$10,143	\$13,060	\$21,367	\$10,761
	Blended Scotch Whisky	\$283,750	\$227,035	\$365,481	\$314,104	\$406,326
	Bourbon Whiskey	\$1,143,401	\$1,019,726	\$1,333,050	\$1,169,197	\$1,541,025
	Canadian Whisky	\$1,132,851	\$1,099,873	\$1,573,487	\$1,440,761	\$1,625,108
	Flavoured Whisky	\$35,803	\$42,466	\$30,310	\$20,725	\$25,653
	Irish Whiskey	\$949,330	\$978,794	\$1,206,249	\$1,042,102	\$1,229,677
	Other Country Whisky	\$166,727	\$116,633	\$173,344	\$130,917	\$200,307
	Single Malt Scotch Whisky	\$954,529	\$512,438	\$906,112	\$708,082	\$1,108,960

Spirits Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3
Whisky	Summary	\$5,002,744	\$4,284,468	\$6,038,910	\$5,247,384	\$6,619,155
Summary		\$25,955,065	\$24,694,658	\$37,897,392	\$35,860,659	\$35,080,398

Spirits Sales (Litres)



Spirits Sales (Litres)

Spirits

Litres		Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3
Asian Spirits	China Spirits	1,399	1,122	1,417	1,213	1,495
	Korea Spirits	28,101	23,893	30,483	24,840	36,817
	Other Country Asian Spirits	1,176	854	1,198	1,010	1,377
	Summary	30,676	25,869	33,098	27,064	39,689
Gin	Dry Gin	68,145	63,624	99,791	97,827	91,807
	Flavoured Gin	2,218	2,305	4,123	4,451	3,183
	Other Gin	857	982	1,162	1,491	1,197
	Summary	71,220	66,910	105,076	103,768	96,188
Grape and Fruit Brandy	Armagnac	78	85	58	42	123
	Brandy	4,657	3,983	5,406	5,689	6,017
	Cognac	4,414	2,985	4,379	3,419	4,740
	Eau de Vie	905	445	909	576	773
	Grappa And Marc	343	256	418	271	368
	Pisco	1,184	1,278	1,712	1,535	1,452
	Summary	11,581	9,032	12,882	11,532	13,472
Liqueurs	Anise And Herbal/Spice Liqueurs	42,285	43,643	66,728	60,742	57,671
	Coffee And Cocoa Liqueurs	15,016	14,932	18,973	17,387	20,207
	Cream/Dairy Liqueurs	18,153	14,845	20,511	17,550	22,243
	Fruit Liqueurs	42,637	47,410	76,102	76,963	58,277
	Nut Liqueurs	7,952	7,947	12,125	11,713	10,225
	Other Liqueurs	7,970	8,450	12,605	11,446	12,016
	Whiskey Liqueurs	3,233	3,194	4,168	3,490	3,089
	Summary	137,246	140,420	211,211	199,292	183,729
Other Spirits	Cachaca	511	155	403	573	435
	Flavoured Spirits	259	129	200	291	413
	Miscellaneous/Other Spirits	1,083	1,202	1,345	1,045	1,366

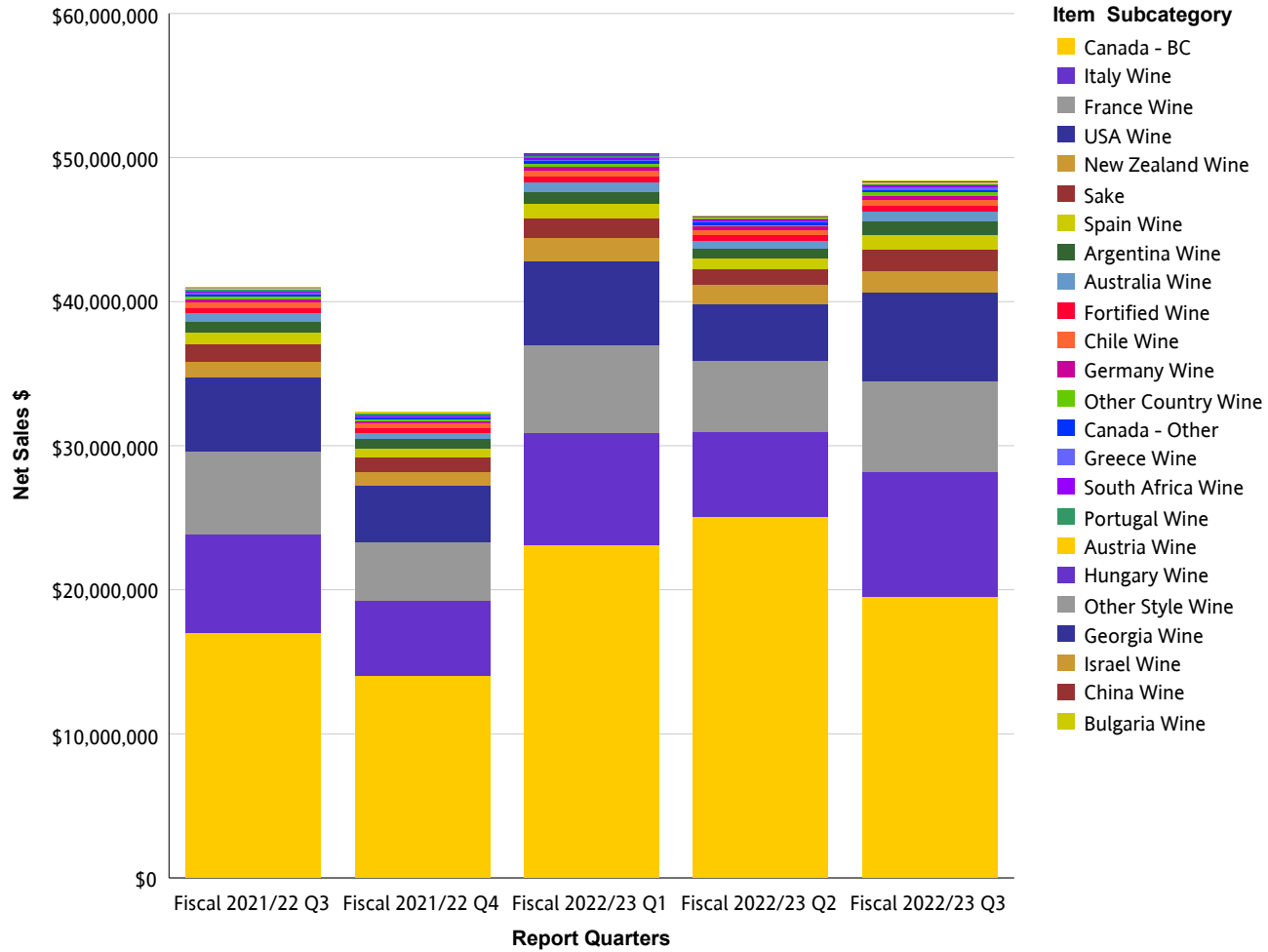
Spirits Sales (Litres)

Litres		Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3
Other Spirits	Moonshine Spirits	69	89	70	91	130
	Ready to Mix Cocktails	10,060	11,751	18,540	17,657	15,048
	Ready to Serve Cocktails	821	388	880	1,057	1,257
	Schnapps and Akvavit	251	158	185	177	167
	Summary	13,053	13,872	21,622	20,891	18,815
Rum	Amber Rum	8,515	7,119	12,072	12,759	10,408
	Dark Rum	9,687	8,392	13,269	11,563	12,438
	Flavoured Rum	645	569	971	909	795
	Spiced Rum	20,728	21,399	31,338	29,479	34,091
	White Rum	31,359	31,195	52,313	55,808	40,820
	Summary	70,933	68,674	109,965	110,518	98,551
Tequila	Blanco/Silver Tequila	49,711	48,441	83,836	83,740	68,468
	Flavoured Tequila	848	928	1,735	1,381	1,816
	Gold Tequila	47,642	53,540	87,645	85,953	69,612
	Mezcal	4,744	5,246	7,705	6,814	6,705
	Summary	102,946	108,156	180,920	177,887	146,600
Vodka	Flavoured Vodka	27,238	26,460	40,199	36,872	30,087
	Straight Vodka	179,292	183,104	269,445	257,904	239,397
	Summary	206,530	209,564	309,644	294,776	269,484
Whisky	American Whiskey	8,636	7,443	11,979	10,925	12,271
	Blended Malt Scotch Whisky	220	167	206	314	138
	Blended Scotch Whisky	5,503	4,395	7,212	5,789	7,501
	Bourbon Whiskey	27,731	24,699	32,241	28,249	35,298
	Canadian Whisky	41,167	39,922	57,713	51,793	58,700
	Flavoured Whisky	628	997	510	362	526
	Irish Whiskey	26,266	27,796	32,580	27,935	32,661
	Other Country Whisky	1,858	1,483	2,029	1,613	2,136
	Single Malt Scotch Whisky	8,056	5,093	8,581	6,588	9,405

Spirits Sales (Litres)

Litres		Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3
Whisky	Summary	120,066	111,996	153,051	133,568	158,635
Summary		764,251	754,494	1,137,470	1,079,297	1,025,163

Wine Sales (Net \$)



Wine Sales (Net \$)

Wine

Net Sales \$		Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3
Argentina Wine	Argentina Red Wine	\$751,807	\$610,691	\$758,932	\$576,039	\$863,785
	Argentina Rose Wine	\$608	\$2,407	\$4,649	\$4,078	\$2,433
	Argentina Sparkling Wine	\$2,526	\$3,643	\$3,858	\$4,305	\$1,826
	Argentina White Wine	\$34,798	\$26,149	\$40,382	\$29,151	\$45,267
	Summary	\$789,739	\$642,890	\$807,822	\$613,572	\$913,311
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Australia Red Wine	\$416,592	\$301,531	\$398,494	\$316,175	\$427,539
	Australia Rose Wine	\$9,151	\$11,667	\$19,697	\$22,005	\$15,308
	Australia Sparkling Wine	\$38,135	\$46,304	\$83,021	\$78,917	\$78,548
	Australia White Wine	\$122,955	\$99,689	\$163,452	\$155,534	\$155,551
	Summary	\$586,832	\$459,191	\$664,664	\$572,630	\$676,945
Austria Wine	Austria Fruit and Dessert Wine	\$0	\$0	\$145	\$145	\$606
	Austria Red Wine	\$19,690	\$16,572	\$26,897	\$15,405	\$31,534
	Austria Rose Wine	\$5,439	\$3,616	\$4,410	\$2,473	\$4,284
	Austria Sparkling Wine	\$2,104	\$1,679	\$1,296	\$344	\$798
	Austria White Wine	\$42,773	\$34,345	\$35,855	\$35,087	\$38,251
	Summary	\$70,006	\$56,212	\$68,604	\$53,454	\$75,473
Bulgaria Wine	Bulgaria Red Wine	\$10	\$248	\$0	\$0	\$0
	Bulgaria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$114	\$342	\$0	\$28	\$228
	Summary	\$124	\$590	\$0	\$28	\$228
Canada - BC	Canada - BC Dessert Wine	\$9,620	\$9,642	\$11,091	\$13,554	\$9,075
	Canada - BC Fruit Wine	\$28,542	\$12,465	\$52,744	\$104,309	\$129,935
	Canada - BC Ice Wine	\$23,158	\$25,767	\$24,765	\$77,798	\$30,985
	Canada - BC Red Wine	\$8,802,075	\$7,007,089	\$9,884,707	\$9,597,819	\$9,519,421
	Canada - BC Rose Wine	\$547,112	\$584,520	\$1,602,279	\$2,079,356	\$707,858

Wine Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3
Canada - BC	Canada - BC Sparkling Wine	\$771,681	\$624,307	\$1,202,973	\$1,642,518	\$946,154
	Canada - BC White Wine	\$6,853,774	\$5,772,434	\$10,325,840	\$11,550,886	\$8,141,742
	Summary	\$17,035,963	\$14,036,223	\$23,104,400	\$25,066,240	\$19,485,169
Canada - Other	Canada - Other Dessert Wine	\$3,204	\$0	\$374	\$4,154	\$747
	Canada - Other Fruit Wine	\$114	\$0	\$0	\$0	\$0
	Canada - Other Ice Wine	\$962	\$511	\$1,148	\$1,306	\$1,346
	Canada - Other Red Wine	\$8,171	\$4,644	\$4,411	\$4,623	\$20,065
	Canada - Other Rose Wine	\$3,181	\$2,466	\$59,664	\$30,810	\$6,687
	Canada - Other Sparkling Wine	\$95,891	\$81,778	\$126,363	\$128,200	\$139,966
	Canada - Other White Wine	\$19,549	\$7,292	\$5,938	\$21,112	\$11,258
	Summary	\$131,072	\$96,692	\$197,897	\$190,204	\$180,068
Chile Wine	Chile Fruit and Dessert Wine	\$160	\$798	\$639	\$160	\$160
	Chile Red Wine	\$218,489	\$182,470	\$261,823	\$179,398	\$267,658
	Chile Rose Wine	\$3,589	\$2,795	\$8,595	\$8,238	\$4,646
	Chile Sparkling Wine	\$2,864	\$1,189	\$877	\$2,018	\$2,222
	Chile White Wine	\$118,063	\$109,996	\$153,655	\$135,769	\$127,588
	Summary	\$343,164	\$297,249	\$425,589	\$325,583	\$402,274
China Wine	China Fruit and Dessert Wine	\$0	\$145	\$1,237	\$521	\$912
	China Red Wine	\$0	\$532	\$1,682	\$475	\$159
	China White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$0	\$676	\$2,918	\$996	\$1,071
Fortified Wine	Other Fortified Domestic Wine	\$24,449	\$21,920	\$31,337	\$31,448	\$31,669
	Other Fortified Import Wine	\$68,564	\$64,967	\$77,418	\$84,252	\$96,267
	Port Wine	\$117,992	\$63,203	\$66,951	\$77,485	\$103,080
	Sherry Wine	\$31,356	\$28,113	\$36,829	\$27,922	\$39,129
	Vermouth Wine	\$150,692	\$128,075	\$187,300	\$171,300	\$195,663
	Summary	\$393,053	\$306,277	\$399,836	\$392,406	\$465,808
France Wine	France Champagne Wine	\$2,023,222	\$846,581	\$1,819,679	\$1,647,783	\$2,262,482

Wine Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3
France Wine	France Fruit and Dessert Wine	\$7,241	\$7,333	\$7,474	\$10,397	\$10,449
	France Red Wine	\$1,938,407	\$1,706,787	\$1,881,065	\$1,131,015	\$2,149,788
	France Rose Wine	\$223,990	\$262,939	\$606,355	\$638,786	\$293,698
	France Sparkling Wine	\$207,861	\$157,229	\$229,996	\$163,081	\$222,436
	France White Wine	\$1,342,763	\$1,080,790	\$1,558,316	\$1,368,523	\$1,381,143
	Summary	\$5,743,484	\$4,061,660	\$6,102,885	\$4,959,585	\$6,319,996
Georgia Wine	Georgia Red Wine	\$3,295	\$1,007	\$74	\$32	\$95
	Georgia White Wine	\$2,604	\$1,519	\$1,622	\$821	\$0
	Summary	\$5,899	\$2,526	\$1,695	\$852	\$95
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Germany Red Wine	\$18,146	\$12,337	\$5,862	\$9,591	\$7,534
	Germany Rose Wine	\$4,288	\$5,920	\$5,021	\$5,234	\$3,322
	Germany Sparkling Wine	\$146,461	\$105,286	\$179,313	\$153,297	\$192,971
	Germany White Wine	\$67,420	\$77,540	\$74,483	\$75,484	\$86,195
	Summary	\$236,316	\$201,082	\$264,679	\$243,607	\$290,022
Greece Wine	Greece Fruit and Dessert Wine	\$0	\$0	\$15	\$0	\$0
	Greece Red Wine	\$62,465	\$47,332	\$65,833	\$43,958	\$85,976
	Greece Rose Wine	\$5,685	\$5,666	\$4,907	\$5,891	\$12,167
	Greece Sparkling Wine	\$4,944	\$0	\$0	\$0	\$1,863
	Greece White Wine	\$63,195	\$44,005	\$56,991	\$48,293	\$85,512
	Summary	\$136,289	\$97,004	\$127,747	\$98,141	\$185,517
Hungary Wine	Hungary Fruit and Dessert Wine	\$3,576	\$2,959	\$4,417	\$4,929	\$6,874
	Hungary Red Wine	\$268	\$906	\$595	\$382	\$823
	Hungary Rose Wine	\$0	\$0	\$0	\$0	\$0
	Hungary Sparkling Wine	\$24,034	\$15,319	\$46,079	\$45,564	\$54,492
	Hungary White Wine	\$6,666	\$8,916	\$16,469	\$6,500	\$11,263
	Summary	\$34,544	\$28,100	\$67,561	\$57,375	\$73,452
Israel Wine	Israel Red Wine	\$239	\$1,562	\$733	\$621	\$418

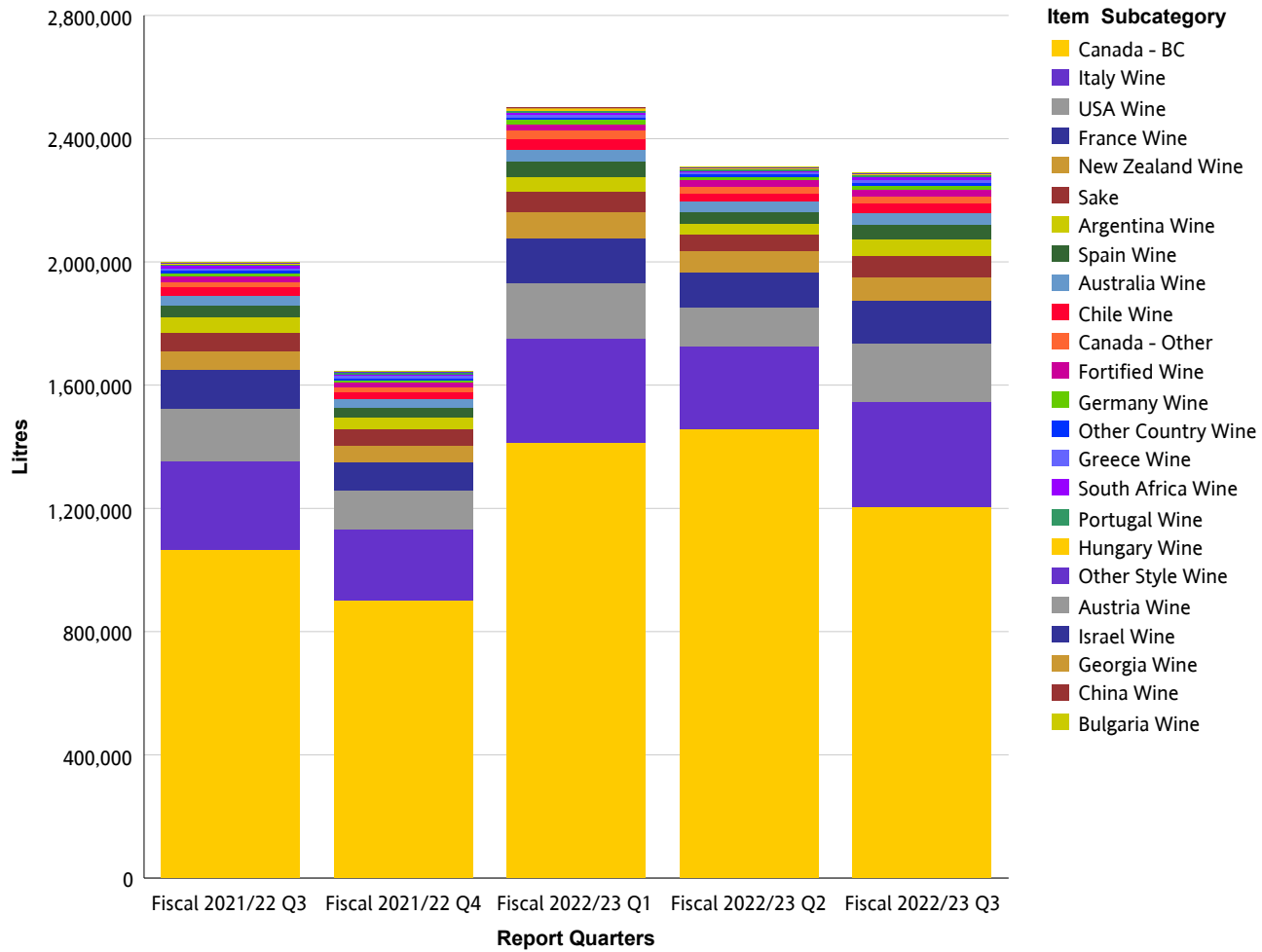
Wine Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3
Israel Wine	Israel Rose Wine	\$0	\$66	\$31	\$0	\$0
	Israel White Wine	\$839	\$1,761	\$585	\$218	\$0
	Summary	\$1,078	\$3,389	\$1,349	\$839	\$418
Italy Wine	Italy Fruit and Dessert Wine	\$6,358	\$5,779	\$7,720	\$4,815	\$7,171
	Italy Red Wine	\$4,123,107	\$2,909,181	\$4,008,982	\$2,593,002	\$4,986,116
	Italy Rose Wine	\$57,881	\$53,113	\$109,644	\$88,222	\$75,038
	Italy Sparkling Wine	\$571,515	\$448,407	\$791,807	\$642,047	\$684,481
	Italy White Wine	\$1,228,501	\$1,033,125	\$1,660,823	\$1,380,373	\$1,691,059
	Prosecco Wine	\$842,736	\$726,730	\$1,234,858	\$1,184,793	\$1,281,520
	Summary	\$6,830,098	\$5,176,335	\$7,813,835	\$5,893,251	\$8,725,385
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$44,972	\$40,433	\$81,552	\$59,875	\$75,966
	New Zealand Rose Wine	\$16,362	\$8,869	\$29,294	\$33,938	\$23,680
	New Zealand Sparkling Wine	\$5,745	\$3,387	\$11,547	\$8,765	\$10,781
	New Zealand White Wine	\$1,046,693	\$952,366	\$1,525,761	\$1,269,322	\$1,405,197
	Summary	\$1,113,771	\$1,005,055	\$1,648,154	\$1,371,900	\$1,515,624
Other Country Wine	Other Country Fruit and Dessert Wine	\$102,636	\$97,707	\$113,208	\$92,142	\$121,233
	Other Country Red Wine	\$33,129	\$17,540	\$27,085	\$18,830	\$38,413
	Other Country Rose Wine	\$4,773	\$7,078	\$4,893	\$1,793	\$7,768
	Other Country Sparkling Wine	\$15,208	\$3,976	\$4,783	\$3,667	\$8,400
	Other Country White Wine	\$23,101	\$15,965	\$13,672	\$11,026	\$29,294
	Summary	\$178,848	\$142,267	\$163,640	\$127,458	\$205,107
Other Style Wine	Aperitif And Flavoured Wine	\$13,637	\$15,491	\$14,559	\$5,563	\$3,297
	Mead	\$1,140	\$1,028	\$10,786	\$19,804	\$25,987
	Rice Wine	\$11,964	\$8,401	\$10,731	\$6,933	\$12,237
	Summary	\$26,741	\$24,919	\$36,076	\$32,301	\$41,521
Portugal Wine	Portugal Fruit and Dessert Wine	\$1,846	\$501	\$2,105	\$1,719	\$1,719
	Portugal Red Wine	\$55,055	\$48,773	\$54,163	\$32,048	\$65,050

Wine Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3
Portugal Wine	Portugal Rose Wine	\$3,324	\$3,074	\$5,081	\$4,343	\$4,044
	Portugal Sparkling Wine	\$2,461	\$2,174	\$1,620	\$1,311	\$132
	Portugal White Wine	\$35,380	\$34,920	\$51,152	\$47,870	\$49,077
	Summary	\$98,066	\$89,443	\$114,122	\$87,290	\$120,022
Sake	Japan Sake	\$915,975	\$687,020	\$982,080	\$856,287	\$1,150,525
	Other Country Sake	\$13,927	\$10,720	\$20,146	\$17,369	\$21,295
	USA Sake	\$280,735	\$272,665	\$324,184	\$253,635	\$326,936
	Summary	\$1,210,637	\$970,404	\$1,326,410	\$1,127,292	\$1,498,756
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$0	\$0	\$72	\$0
	South Africa Red Wine	\$68,889	\$54,717	\$59,670	\$35,616	\$68,113
	South Africa Rose Wine	\$47	\$969	\$400	\$2,004	\$1,145
	South Africa Sparkling Wine	\$853	\$1,137	\$285	\$0	\$0
	South Africa White Wine	\$35,024	\$25,811	\$51,259	\$51,733	\$68,103
	Summary	\$104,812	\$82,635	\$111,614	\$89,425	\$137,362
Spain Wine	Spain Fruit and Dessert Wine	\$3,411	\$1,373	\$3,439	\$4,747	\$2,923
	Spain Red Wine	\$453,760	\$355,911	\$518,847	\$290,709	\$509,306
	Spain Rose Wine	\$18,612	\$14,813	\$40,643	\$27,367	\$23,884
	Spain Sparkling Wine	\$205,910	\$192,474	\$338,189	\$337,620	\$331,309
	Spain White Wine	\$90,330	\$86,461	\$141,279	\$89,993	\$120,240
	Summary	\$772,024	\$651,033	\$1,042,397	\$750,435	\$987,661
USA Wine	USA Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$17,445
	USA Red Wine	\$4,297,410	\$3,317,074	\$4,657,741	\$2,962,171	\$5,041,339
	USA Rose Wine	\$32,380	\$25,472	\$92,931	\$109,746	\$41,308
	USA Sparkling Wine	\$54,102	\$25,270	\$64,938	\$45,319	\$58,513
	USA White Wine	\$749,637	\$556,007	\$966,479	\$771,263	\$936,623
	Summary	\$5,133,529	\$3,923,823	\$5,782,090	\$3,888,499	\$6,095,227
Summary		\$40,976,089	\$32,355,676	\$50,275,985	\$45,943,364	\$48,396,513

Wine Sales (Litres)



Wine Sales (Litres)

Wine

Litres		Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3
Argentina Wine	Argentina Red Wine	46,484	36,152	44,814	33,188	49,981
	Argentina Rose Wine	50	206	412	358	206
	Argentina Sparkling Wine	180	230	274	288	126
	Argentina White Wine	2,350	1,790	2,638	1,970	2,864
	Summary	49,063	38,378	48,139	35,803	53,176
Australia Wine	Australia Fruit and Dessert Wine	0	0	0	0	0
	Australia Red Wine	21,683	15,560	21,154	15,984	22,839
	Australia Rose Wine	824	921	1,582	1,596	1,205
	Australia Sparkling Wine	2,938	3,136	5,453	4,952	5,314
	Australia White Wine	8,845	7,496	12,194	11,806	11,155
	Summary	34,290	27,113	40,383	34,338	40,514
Austria Wine	Austria Fruit and Dessert Wine	0	0	3	3	8
	Austria Red Wine	568	464	700	378	921
	Austria Rose Wine	151	112	126	69	140
	Austria Sparkling Wine	61	43	32	12	18
	Austria White Wine	1,179	987	986	947	1,060
	Summary	1,958	1,606	1,846	1,409	2,147
Bulgaria Wine	Bulgaria Red Wine	1	18	0	0	0
	Bulgaria Rose Wine	0	0	0	0	0
	Bulgaria White Wine	3	9	0	1	6
	Summary	4	27	0	1	6
Canada - BC	Canada - BC Dessert Wine	172	188	277	316	168
	Canada - BC Fruit Wine	1,312	530	2,682	5,134	5,492
	Canada - BC Ice Wine	278	264	244	630	317
	Canada - BC Red Wine	497,168	409,806	564,729	517,032	551,258
	Canada - BC Rose Wine	28,742	31,163	82,829	108,845	37,420

Wine Sales (Litres)

Litres		Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3
Canada - BC	Canada - BC Sparkling Wine	30,873	24,621	48,296	65,067	37,291
	Canada - BC White Wine	507,762	436,533	713,329	761,123	573,956
	Summary	1,066,307	903,104	1,412,384	1,458,146	1,205,902
Canada - Other	Canada - Other Dessert Wine	25	0	3	33	6
	Canada - Other Fruit Wine	9	0	0	0	0
	Canada - Other Ice Wine	11	6	13	14	15
	Canada - Other Red Wine	555	405	429	392	630
	Canada - Other Rose Wine	397	378	9,360	4,608	199
	Canada - Other Sparkling Wine	13,220	12,076	17,550	16,828	20,726
	Canada - Other White Wine	1,239	631	559	1,367	673
	Summary	15,456	13,496	27,914	23,242	22,249
Chile Wine	Chile Fruit and Dessert Wine	4	22	18	4	4
	Chile Red Wine	16,912	13,766	19,669	13,209	19,166
	Chile Rose Wine	396	303	908	857	453
	Chile Sparkling Wine	100	55	46	80	92
	Chile White Wine	10,378	9,462	13,042	11,575	10,742
	Summary	27,792	23,608	33,683	25,725	30,457
China Wine	China Fruit and Dessert Wine	0	3	39	20	35
	China Red Wine	0	9	8	4	1
	China White Wine	0	0	0	0	0
	Summary	0	12	47	24	36
Fortified Wine	Other Fortified Domestic Wine	1,536	1,142	1,634	1,611	1,405
	Other Fortified Import Wine	3,037	2,934	3,501	3,548	3,726
	Port Wine	2,260	1,463	1,678	1,822	2,297
	Sherry Wine	1,120	1,019	1,398	1,016	1,292
	Vermouth Wine	10,296	8,899	12,302	11,528	12,711
	Summary	18,249	15,457	20,514	19,526	21,431
France Wine	France Champagne Wine	19,980	7,546	16,556	15,131	20,511

Wine Sales (Litres)

Litres		Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3
France Wine	France Fruit and Dessert Wine	106	150	116	128	133
	France Red Wine	48,986	36,208	44,205	26,840	52,396
	France Rose Wine	11,654	12,989	28,575	29,234	14,030
	France Sparkling Wine	11,365	8,670	12,493	7,304	10,792
	France White Wine	37,027	28,997	44,979	36,272	39,437
	Summary	129,119	94,559	146,925	114,910	137,300
Georgia Wine	Georgia Red Wine	67	32	4	2	4
	Georgia White Wine	54	32	36	21	0
	Summary	121	63	40	22	4
Germany Wine	Germany Fruit and Dessert Wine	0	0	0	0	0
	Germany Red Wine	351	311	157	241	206
	Germany Rose Wine	129	222	165	170	138
	Germany Sparkling Wine	8,497	5,644	10,381	8,392	10,757
	Germany White Wine	2,626	2,702	3,176	3,140	3,312
	Summary	11,603	8,879	13,879	11,943	14,412
Greece Wine	Greece Fruit and Dessert Wine	0	0	1	0	0
	Greece Red Wine	3,642	3,193	4,177	2,744	4,520
	Greece Rose Wine	220	298	194	212	432
	Greece Sparkling Wine	112	0	0	0	68
	Greece White Wine	3,462	2,845	3,141	3,122	4,248
	Summary	7,437	6,336	7,513	6,078	9,268
Hungary Wine	Hungary Fruit and Dessert Wine	71	36	59	79	83
	Hungary Red Wine	20	62	45	26	62
	Hungary Rose Wine	0	0	0	0	0
	Hungary Sparkling Wine	1,904	1,056	3,300	3,271	3,963
	Hungary White Wine	394	547	787	388	560
	Summary	2,389	1,701	4,191	3,764	4,669
Israel Wine	Israel Red Wine	11	77	35	29	16

Wine Sales (Litres)

Litres		Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3
Israel Wine	Israel Rose Wine	0	4	2	0	0
	Israel White Wine	40	85	27	10	0
	Summary	52	166	64	40	16
Italy Wine	Italy Fruit and Dessert Wine	61	65	83	50	73
	Italy Red Wine	131,122	99,097	122,502	86,452	142,164
	Italy Rose Wine	2,170	2,464	4,544	4,008	3,038
	Italy Sparkling Wine	33,266	26,232	45,661	36,297	36,113
	Italy White Wine	74,948	63,512	99,507	79,953	90,146
	Prosecco Wine	46,823	37,174	64,798	60,363	66,819
	Summary	288,389	228,544	337,095	267,124	338,355
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	1,724	1,475	2,864	2,126	2,520
	New Zealand Rose Wine	826	470	1,538	1,747	1,131
	New Zealand Sparkling Wine	301	142	538	350	506
	New Zealand White Wine	56,044	48,920	77,478	63,262	71,703
	Summary	58,894	51,006	82,418	67,484	75,859
Other Country Wine	Other Country Fruit and Dessert Wine	6,007	5,475	6,120	6,070	6,809
	Other Country Red Wine	933	550	859	594	1,197
	Other Country Rose Wine	90	144	194	54	229
	Other Country Sparkling Wine	236	67	66	68	176
	Other Country White Wine	541	400	423	300	860
	Summary	7,807	6,636	7,661	7,086	9,271
Other Style Wine	Aperitif And Flavoured Wine	557	541	536	321	214
	Mead	60	54	290	468	579
	Rice Wine	1,206	934	1,415	756	1,241
	Summary	1,823	1,530	2,241	1,544	2,034
Portugal Wine	Portugal Fruit and Dessert Wine	48	14	54	63	51
	Portugal Red Wine	3,012	2,515	3,186	1,828	3,279

Wine Sales (Litres)

Litres		Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3
Portugal Wine	Portugal Rose Wine	292	240	424	338	268
	Portugal Sparkling Wine	97	82	76	28	20
	Portugal White Wine	2,037	1,942	3,137	2,543	2,640
	Summary	5,486	4,792	6,878	4,800	6,259
Sake	Japan Sake	21,884	18,111	24,077	19,984	27,563
	Other Country Sake	1,085	683	1,162	1,136	992
	USA Sake	37,864	36,214	42,816	32,467	41,505
	Summary	60,832	55,007	68,054	53,586	70,060
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	0	0
	South Africa Red Wine	3,955	3,280	3,718	2,294	4,078
	South Africa Rose Wine	4	58	26	143	88
	South Africa Sparkling Wine	27	36	9	0	0
	South Africa White Wine	2,591	2,014	3,586	3,077	4,317
	Summary	6,577	5,388	7,339	5,514	8,482
Spain Wine	Spain Fruit and Dessert Wine	100	51	95	117	96
	Spain Red Wine	19,480	15,836	20,192	12,488	21,109
	Spain Rose Wine	1,218	1,042	2,523	1,868	1,480
	Spain Sparkling Wine	12,579	11,416	19,541	19,997	18,929
	Spain White Wine	3,623	3,500	5,568	3,686	4,592
	Summary	37,001	31,844	47,919	38,155	46,206
USA Wine	USA Fruit and Dessert Wine	0	0	0	0	336
	USA Red Wine	131,875	100,243	134,491	88,022	148,646
	USA Rose Wine	2,186	1,771	5,142	5,643	2,530
	USA Sparkling Wine	1,980	885	2,435	1,640	1,831
	USA White Wine	31,634	22,996	40,308	32,334	39,023
	Summary	167,674	125,896	182,376	127,638	192,366
Summary		1,998,323	1,645,148	2,499,503	2,307,904	2,290,479

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.