

Hospitality Liquor Market Review

Fiscal 2023/24 Q2

September 2023



**LIQUOR
DISTRIBUTION
BRANCH**

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Introduction

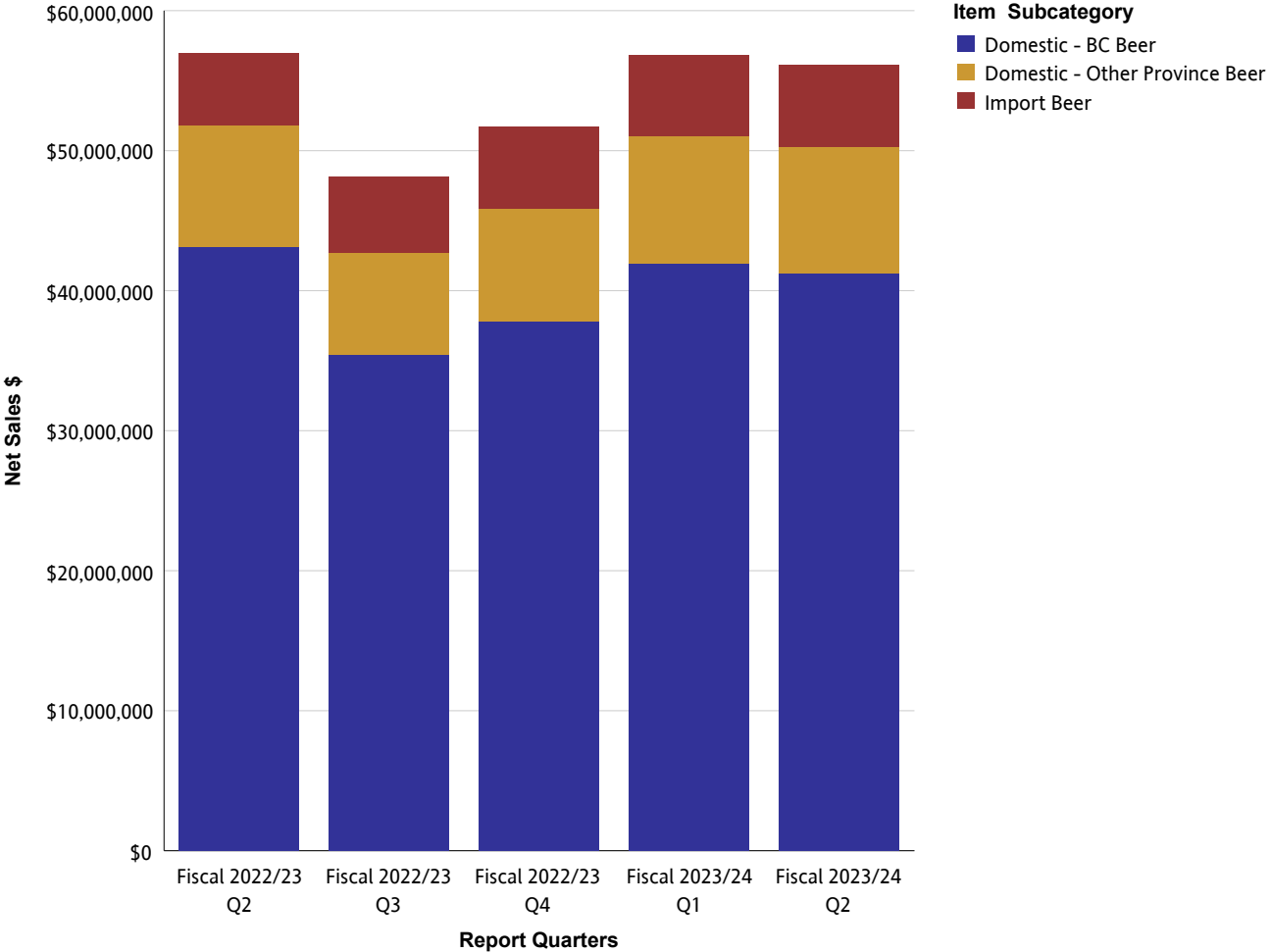
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer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

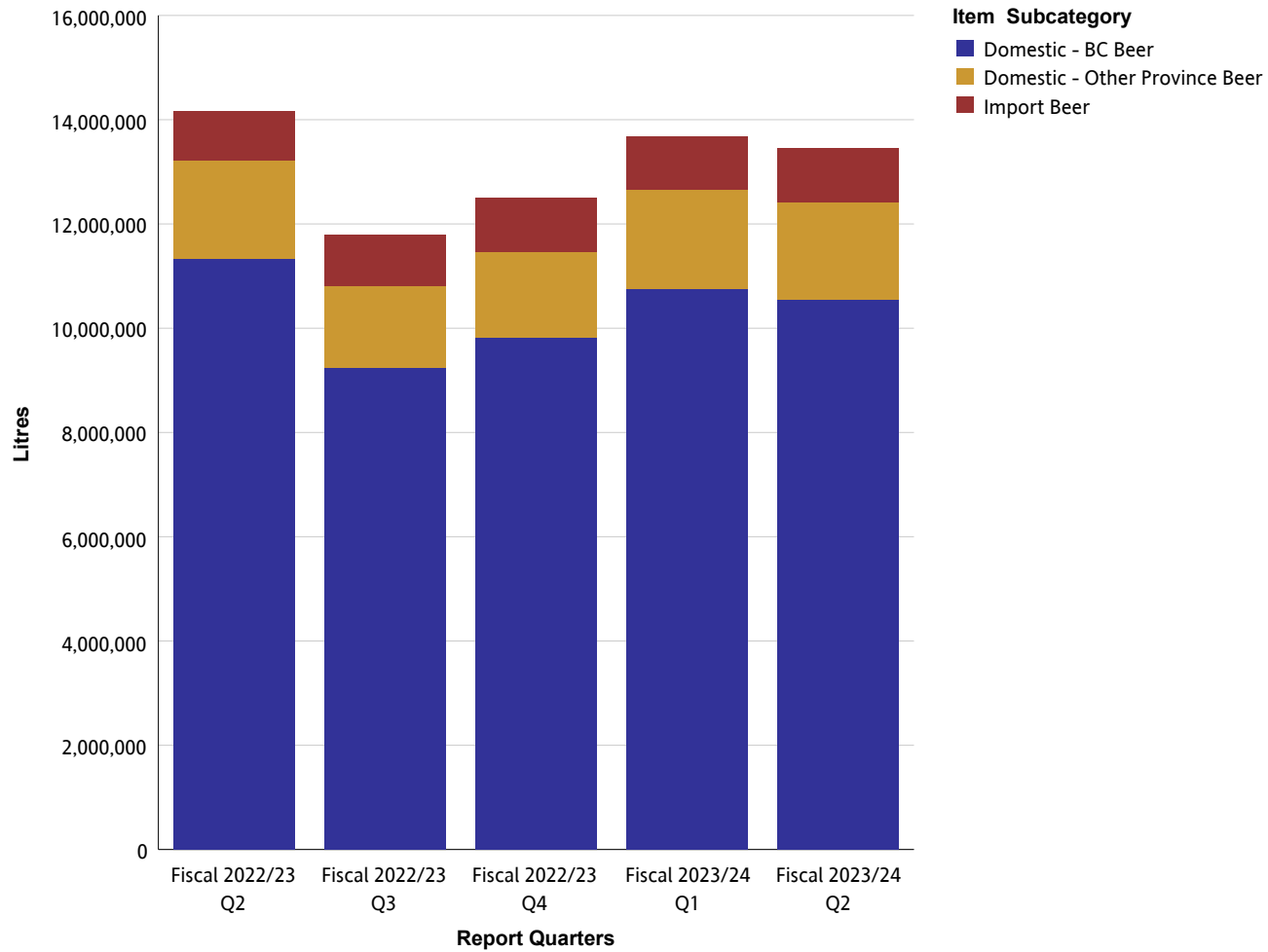


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Domestic - BC Beer	Domestic - BC Commercial Beer	\$18,471,685	\$17,002,262	\$17,627,956	\$18,378,850	\$17,546,678
	Domestic - BC Micro Brew Beer	\$12,499,854	\$9,880,386	\$10,201,168	\$12,088,173	\$12,276,821
	Domestic - BC Regional Beer	\$12,159,082	\$8,563,816	\$9,984,138	\$11,490,540	\$11,433,079
	Summary	\$43,130,620	\$35,446,464	\$37,813,262	\$41,957,564	\$41,256,578
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$8,355,596	\$6,955,926	\$7,711,424	\$8,839,300	\$8,808,318
	Domestic - Other Province Micro Brew Beer	\$30,894	\$20,072	\$23,590	\$17,909	\$24,401
	Domestic - Other Province Regional Beer	\$336,450	\$313,319	\$279,359	\$250,044	\$227,394
	Summary	\$8,722,940	\$7,289,317	\$8,014,373	\$9,107,253	\$9,060,113
Import Beer	Asia And South Pacific Beer	\$657,010	\$708,793	\$790,525	\$836,279	\$912,661
	Europe Beer	\$3,697,607	\$4,066,394	\$4,409,257	\$4,153,540	\$4,053,967
	Mexico And Caribbean Beer	\$444,568	\$268,430	\$297,941	\$402,300	\$451,523
	Other Country Beer	\$199,833	\$271,282	\$260,306	\$273,392	\$329,995
	USA Beer	\$127,292	\$121,860	\$114,841	\$118,224	\$80,615
	Summary	\$5,126,309	\$5,436,759	\$5,872,871	\$5,783,735	\$5,828,761
Summary		\$56,979,869	\$48,172,540	\$51,700,506	\$56,848,552	\$56,145,451

Beer Sales (Litres)

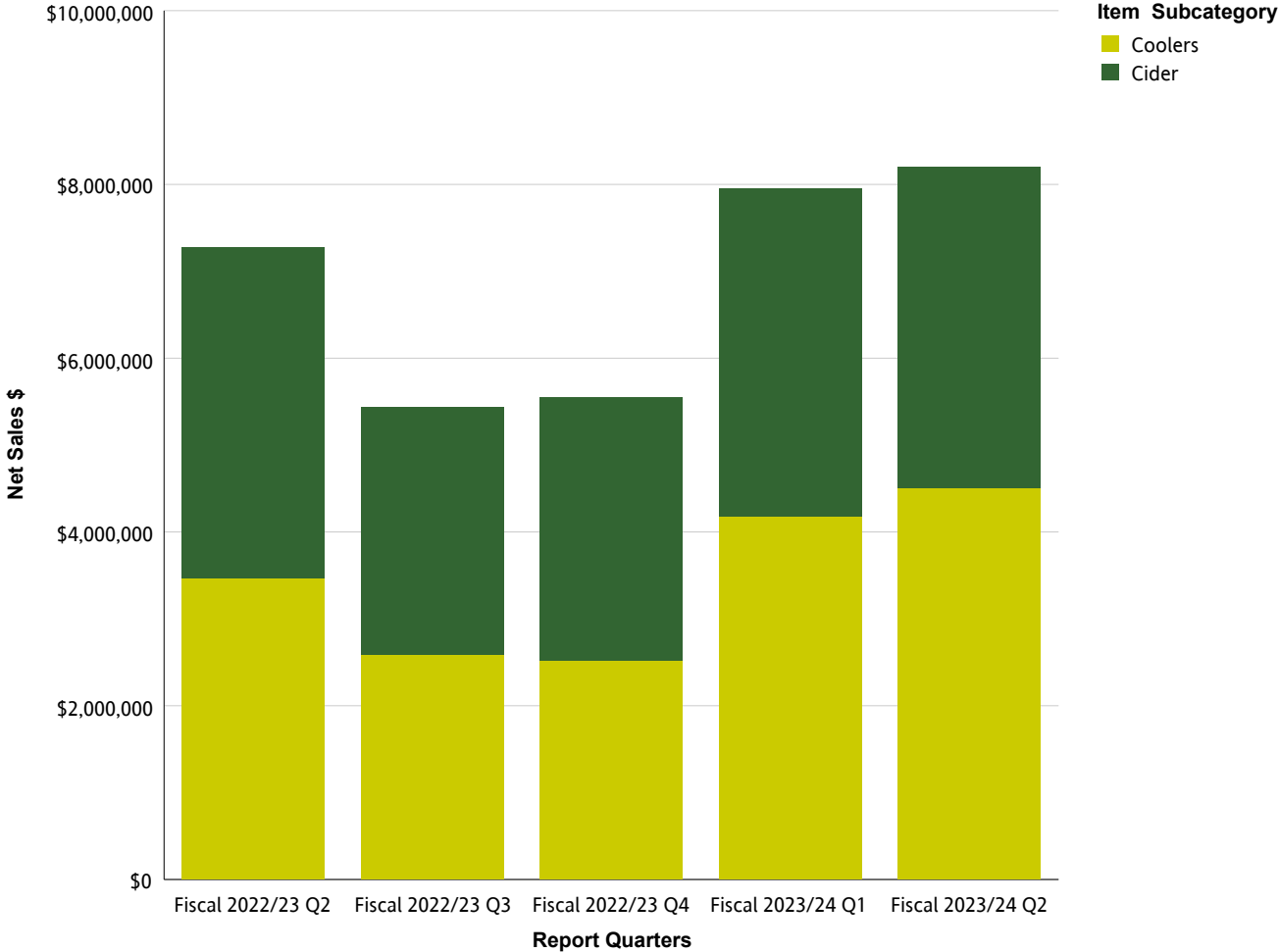


Beer Sales (Litres)

Beer

Litres		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Domestic - BC Beer	Domestic - BC Commercial Beer	4,872,612	4,488,844	4,549,350	4,705,208	4,496,427
	Domestic - BC Micro Brew Beer	2,953,820	2,324,332	2,370,073	2,784,082	2,807,898
	Domestic - BC Regional Beer	3,510,215	2,438,762	2,890,321	3,267,804	3,240,873
	Summary	11,336,647	9,251,938	9,809,744	10,757,094	10,545,199
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	1,774,959	1,452,671	1,566,993	1,822,934	1,805,190
	Domestic - Other Province Micro Brew Beer	6,190	4,923	5,073	4,586	6,095
	Domestic - Other Province Regional Beer	105,687	99,360	87,385	73,014	65,226
	Summary	1,886,836	1,556,954	1,659,451	1,900,534	1,876,510
Import Beer	Asia And South Pacific Beer	122,435	123,448	134,506	141,050	155,288
	Europe Beer	683,899	736,763	791,995	744,537	727,989
	Mexico And Caribbean Beer	82,558	49,857	52,160	70,849	78,854
	Other Country Beer	32,945	44,353	42,694	45,413	53,245
	USA Beer	25,038	23,873	23,124	24,422	12,910
	Summary	946,875	978,294	1,044,478	1,026,271	1,028,287
Summary	14,170,358	11,787,186	12,513,673	13,683,899	13,449,995	

Refreshment Beverages Sales (Net \$)

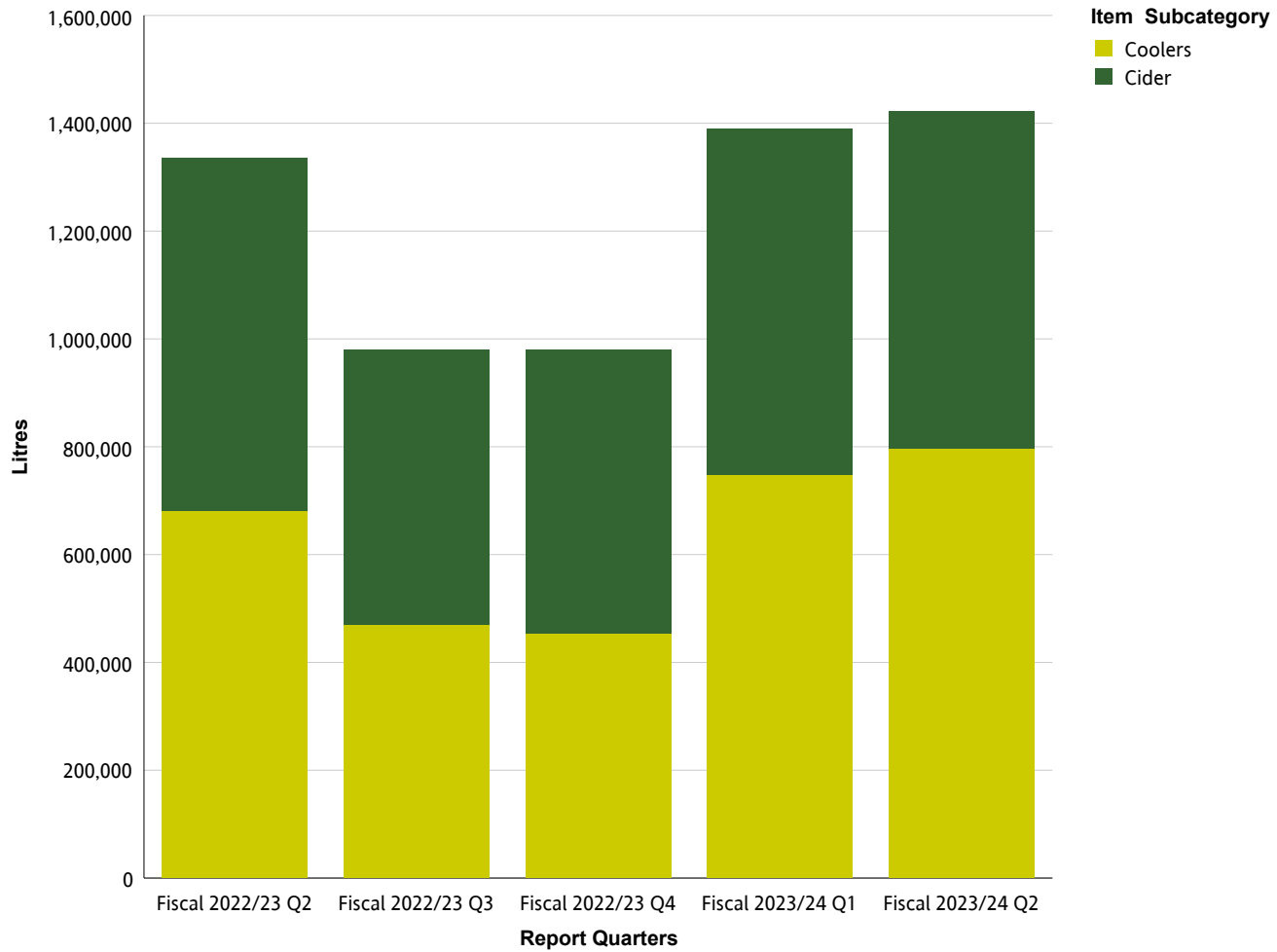


Refreshment Beverages Sales (Net \$)

Refreshment Beverages

Net Sales \$		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Cider	Domestic Cider	\$3,057,137	\$2,123,360	\$2,258,685	\$2,834,543	\$2,813,718
	Import Cider	\$749,310	\$730,809	\$770,120	\$936,494	\$884,676
	Summary	\$3,806,447	\$2,854,169	\$3,028,805	\$3,771,036	\$3,698,394
Coolers	Malt-Based Coolers	\$72,642	\$62,690	\$59,166	\$89,451	\$85,343
	Spirit Coolers	\$3,304,918	\$2,445,248	\$2,376,794	\$3,986,040	\$4,327,021
	Wine/Fruit Coolers	\$93,831	\$78,551	\$88,395	\$106,407	\$94,051
	Summary	\$3,471,391	\$2,586,489	\$2,524,355	\$4,181,898	\$4,506,415
Summary		\$7,277,838	\$5,440,658	\$5,553,160	\$7,952,934	\$8,204,809

Refreshment Beverages Sales (Litres)

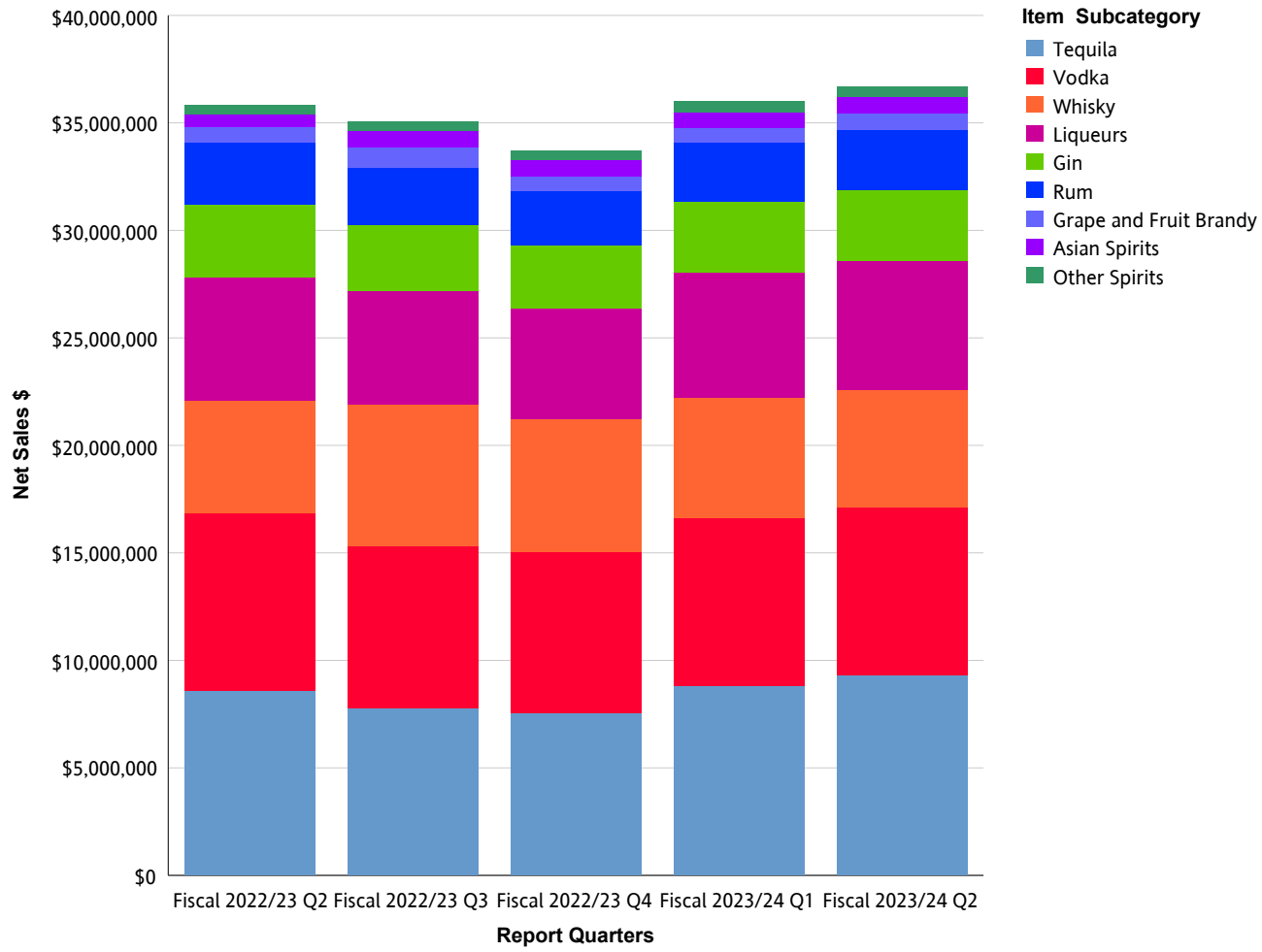


Refreshment Beverages Sales (Litres)

Refreshment Beverages

Litres		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Cider	Domestic Cider	499,968	360,156	374,653	458,483	452,233
	Import Cider	153,770	149,821	151,751	184,071	172,469
	Summary	653,739	509,977	526,404	642,554	624,703
Coolers	Malt-Based Coolers	16,725	13,963	12,891	18,933	18,199
	Spirit Coolers	650,617	445,420	427,964	715,277	766,238
	Wine/Fruit Coolers	14,910	11,114	12,817	13,787	12,540
	Summary	682,251	470,497	453,672	747,997	796,977
Summary		1,335,990	980,475	980,075	1,390,550	1,421,680

Spirits Sales (Net \$)



Spirits Sales (Net \$)

Spirits

Net Sales \$		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Asian Spirits	China Spirits	\$93,652	\$90,499	\$105,150	\$66,197	\$68,959
	Korea Spirits	\$445,698	\$668,655	\$589,572	\$598,937	\$627,638
	Other Country Asian Spirits	\$40,602	\$52,938	\$45,020	\$43,828	\$51,733
	Summary	\$579,952	\$812,093	\$739,742	\$708,961	\$748,330
Gin	Dry Gin	\$3,138,871	\$2,891,840	\$2,739,363	\$3,049,690	\$3,018,435
	Flavoured Gin	\$161,558	\$122,961	\$112,269	\$173,057	\$166,757
	Other Gin	\$72,581	\$63,250	\$54,533	\$81,142	\$76,735
	Summary	\$3,373,010	\$3,078,050	\$2,906,165	\$3,303,888	\$3,261,926
Grape and Fruit Brandy	Armagnac	\$4,269	\$16,562	\$11,589	\$15,081	\$11,734
	Brandy	\$169,147	\$183,810	\$152,923	\$159,081	\$177,956
	Cognac	\$443,621	\$600,936	\$435,406	\$400,297	\$429,110
	Eau de Vie	\$33,711	\$44,441	\$35,687	\$32,503	\$38,495
	Grappa And Marc	\$17,786	\$27,056	\$23,200	\$24,085	\$22,751
	Pisco	\$63,302	\$59,930	\$63,584	\$76,143	\$77,569
	Summary	\$731,837	\$932,735	\$722,389	\$707,190	\$757,615
Liqueurs	Anise And Herbal/Spice Liqueurs	\$1,887,664	\$1,858,060	\$1,816,578	\$2,047,181	\$2,146,146
	Coffee And Cocoa Liqueurs	\$448,806	\$487,556	\$477,168	\$451,637	\$469,673
	Cream/Dairy Liqueurs	\$489,884	\$587,257	\$533,647	\$524,698	\$505,054
	Fruit Liqueurs	\$2,083,112	\$1,615,762	\$1,636,053	\$2,044,946	\$2,203,393
	Nut Liqueurs	\$300,117	\$277,048	\$263,428	\$280,412	\$281,182
	Other Liqueurs	\$363,050	\$329,546	\$322,120	\$370,140	\$349,149
	Whiskey Liqueurs	\$115,892	\$101,735	\$111,598	\$89,719	\$85,946
	Summary	\$5,688,525	\$5,256,963	\$5,160,592	\$5,808,733	\$6,040,544
Other Spirits	Cachaca	\$17,918	\$13,707	\$14,498	\$22,768	\$17,772
	Flavoured Spirits	\$14,309	\$18,108	\$14,170	\$18,465	\$11,518
	Miscellaneous/Other Spirits	\$44,950	\$50,749	\$38,706	\$55,537	\$50,835

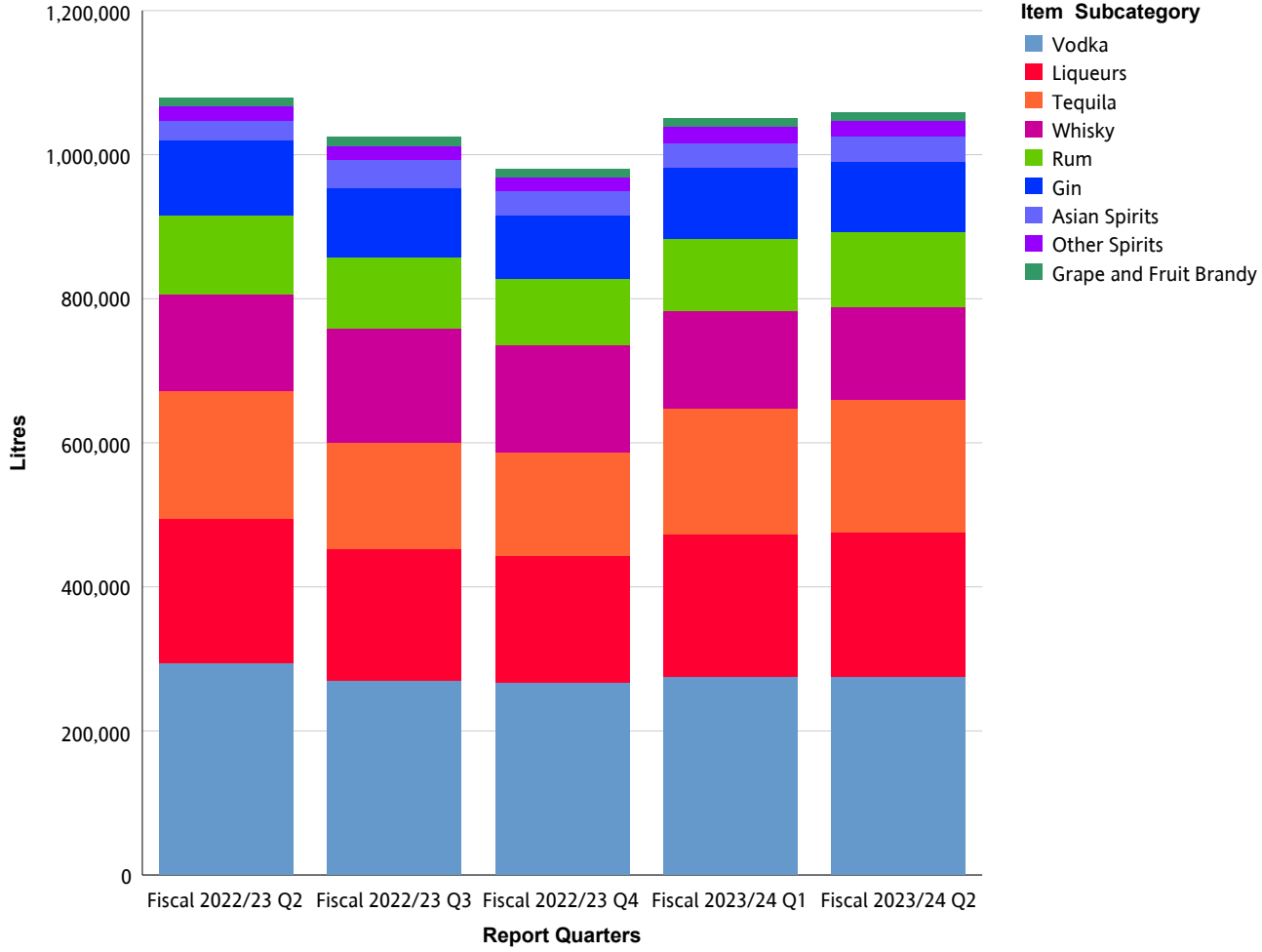
Spirits Sales (Net \$)

Net Sales \$		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Other Spirits	Moonshine Spirits	\$3,024	\$4,704	\$4,639	\$4,119	\$5,369
	Ready to Mix Cocktails	\$344,591	\$299,613	\$319,745	\$353,457	\$356,423
	Ready to Serve Cocktails	\$19,301	\$41,097	\$30,815	\$45,474	\$41,923
	Schnapps and Akvavit	\$7,753	\$7,976	\$7,600	\$7,358	\$5,833
	Summary	\$451,846	\$435,955	\$430,173	\$507,178	\$489,673
Rum	Amber Rum	\$407,329	\$354,687	\$306,444	\$331,007	\$316,561
	Dark Rum	\$322,233	\$343,209	\$301,080	\$306,552	\$298,825
	Flavoured Rum	\$31,454	\$28,134	\$32,516	\$35,772	\$35,833
	Spiced Rum	\$819,098	\$940,903	\$917,131	\$878,010	\$861,284
	White Rum	\$1,338,232	\$974,491	\$966,710	\$1,179,049	\$1,305,682
	Summary	\$2,918,347	\$2,641,424	\$2,523,880	\$2,730,390	\$2,818,185
Tequila	Blanco/Silver Tequila	\$3,761,067	\$3,270,330	\$3,161,789	\$4,028,273	\$4,483,552
	Flavoured Tequila	\$59,830	\$86,871	\$85,929	\$131,772	\$134,346
	Gold Tequila	\$4,337,791	\$3,974,160	\$3,833,812	\$4,058,996	\$4,104,048
	Mezcal	\$438,806	\$436,642	\$477,194	\$575,479	\$562,968
	Summary	\$8,597,495	\$7,768,003	\$7,558,725	\$8,794,520	\$9,284,913
Vodka	Flavoured Vodka	\$1,110,425	\$916,829	\$959,977	\$1,120,526	\$1,114,178
	Straight Vodka	\$7,161,146	\$6,624,855	\$6,519,383	\$6,718,459	\$6,731,331
	Summary	\$8,271,571	\$7,541,684	\$7,479,361	\$7,838,985	\$7,845,510
Whisky	American Whiskey	\$400,129	\$471,338	\$428,113	\$415,116	\$410,028
	Blended Malt Scotch Whisky	\$21,367	\$10,761	\$14,331	\$11,932	\$11,836
	Blended Scotch Whisky	\$314,104	\$406,326	\$333,134	\$358,167	\$329,650
	Bourbon Whiskey	\$1,169,197	\$1,541,025	\$1,499,758	\$1,365,251	\$1,355,827
	Canadian Whisky	\$1,441,011	\$1,625,314	\$1,458,539	\$1,404,679	\$1,337,696
	Flavoured Whisky	\$20,725	\$25,653	\$15,829	\$20,317	\$15,728
	Irish Whiskey	\$1,042,102	\$1,229,677	\$1,315,092	\$1,092,199	\$1,047,790
	Other Country Whisky	\$130,917	\$200,307	\$158,630	\$177,035	\$167,909
	Single Malt Scotch Whisky	\$708,082	\$1,108,960	\$956,808	\$748,079	\$765,791

Spirits Sales (Net \$)

Net Sales \$		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Whisky	Summary	\$5,247,634	\$6,619,360	\$6,180,233	\$5,592,775	\$5,442,256
Summary		\$35,860,218	\$35,086,269	\$33,701,260	\$35,992,622	\$36,688,953

Spirits Sales (Litres)



Spirits Sales (Litres)

Spirits

Litres		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Asian Spirits	China Spirits	1,213	1,495	1,660	1,190	985
	Korea Spirits	24,840	36,817	31,478	31,897	32,966
	Other Country Asian Spirits	1,010	1,377	1,149	1,120	1,225
	Summary	27,064	39,689	34,286	34,208	35,176
Gin	Dry Gin	97,827	91,811	84,260	92,393	91,306
	Flavoured Gin	4,451	3,183	2,824	4,447	4,324
	Other Gin	1,491	1,197	1,053	1,473	1,457
	Summary	103,768	96,192	88,137	98,314	97,087
Grape and Fruit Brandy	Armagnac	42	123	123	93	121
	Brandy	5,689	6,017	5,202	5,147	5,617
	Cognac	3,419	4,740	3,325	3,368	3,228
	Eau de Vie	576	773	626	564	648
	Grappa And Marc	271	368	331	317	314
	Pisco	1,535	1,452	1,530	1,861	1,841
	Summary	11,532	13,472	11,138	11,350	11,769
Liqueurs	Anise And Herbal/Spice Liqueurs	60,966	57,688	55,814	62,887	65,269
	Coffee And Cocoa Liqueurs	17,387	20,198	19,084	17,823	17,720
	Cream/Dairy Liqueurs	17,550	22,243	18,517	17,698	17,012
	Fruit Liqueurs	76,739	58,256	59,665	73,782	77,433
	Nut Liqueurs	11,713	10,225	9,509	10,720	10,774
	Other Liqueurs	11,446	12,016	10,811	10,850	10,260
	Whiskey Liqueurs	3,490	3,089	3,191	2,665	2,481
	Summary	199,292	183,715	176,592	196,426	200,949
Other Spirits	Cachaca	573	435	455	711	556
	Flavoured Spirits	291	451	285	389	253
	Miscellaneous/Other Spirits	1,045	1,366	1,011	1,309	1,244

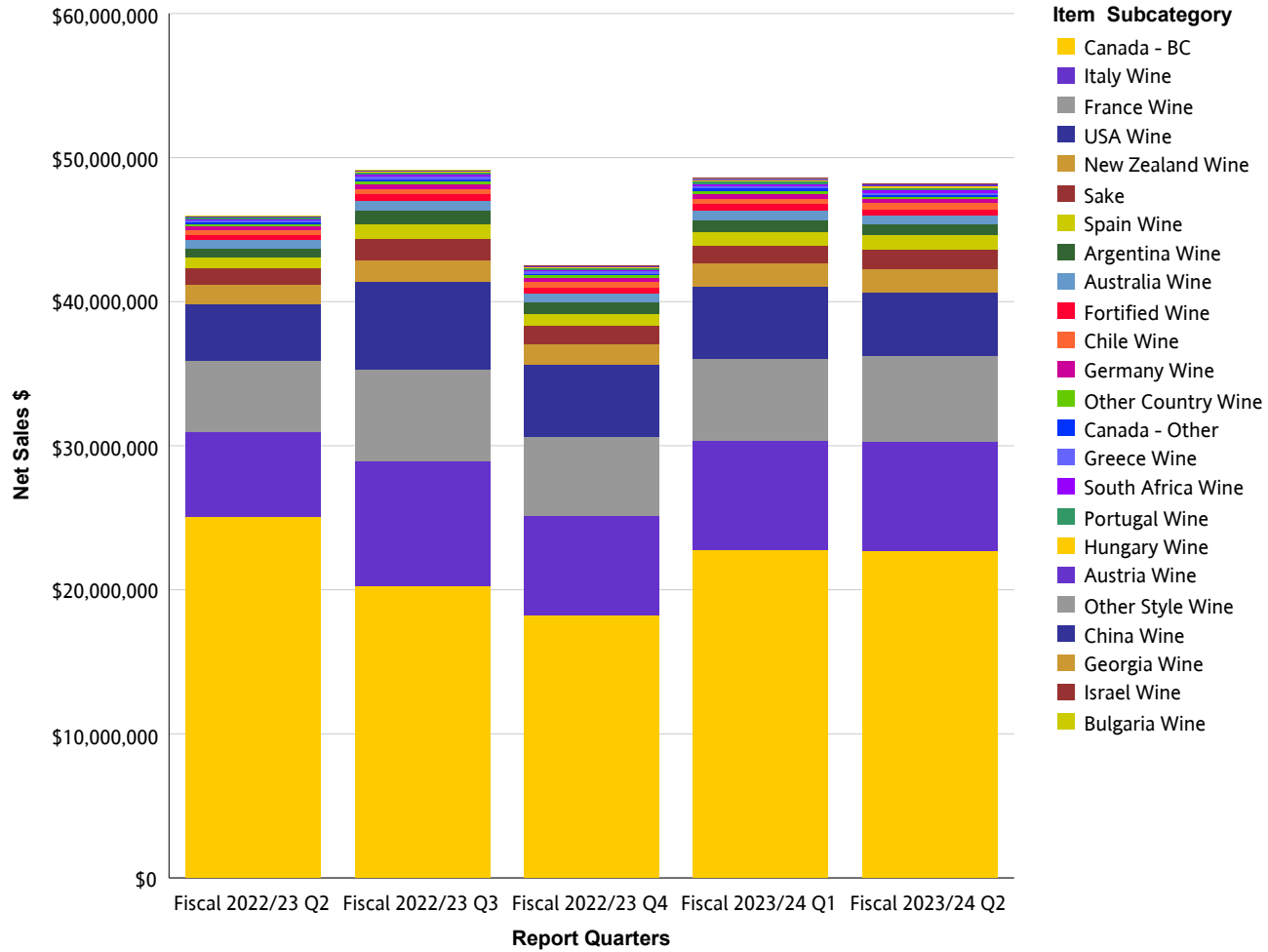
Spirits Sales (Litres)

Litres		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Other Spirits	Moonshine Spirits	91	130	124	96	128
	Ready to Mix Cocktails	17,657	15,048	15,994	17,957	17,959
	Ready to Serve Cocktails	982	1,202	1,143	1,842	2,312
	Schnapps and Akvavit	177	167	164	172	134
	Summary	20,816	18,797	19,176	22,476	22,586
Rum	Amber Rum	12,759	10,408	8,815	9,684	9,316
	Dark Rum	11,563	12,438	10,568	10,819	10,442
	Flavoured Rum	909	795	886	1,033	1,012
	Spiced Rum	29,479	34,091	32,046	30,404	29,764
	White Rum	55,808	40,820	40,191	48,709	53,360
	Summary	110,518	98,551	92,506	100,649	103,893
Tequila	Blanco/Silver Tequila	83,740	68,468	67,539	87,748	95,740
	Flavoured Tequila	1,381	1,816	1,756	2,789	2,832
	Gold Tequila	85,953	69,612	67,150	76,896	76,497
	Mezcal	6,814	6,705	7,150	8,494	8,574
	Summary	177,887	146,600	143,595	175,927	183,643
Vodka	Flavoured Vodka	36,872	30,087	30,592	36,386	35,946
	Straight Vodka	257,904	239,652	236,400	239,256	238,757
	Summary	294,776	269,739	266,992	275,641	274,703
Whisky	American Whiskey	10,925	12,271	11,325	10,931	10,735
	Blended Malt Scotch Whisky	314	138	199	174	187
	Blended Scotch Whisky	5,789	7,501	6,083	6,348	5,861
	Bourbon Whiskey	28,249	35,298	33,327	30,397	30,007
	Canadian Whisky	51,796	58,705	51,805	49,190	46,495
	Flavoured Whisky	362	526	318	413	283
	Irish Whiskey	27,935	32,661	35,413	28,531	26,999
	Other Country Whisky	1,613	2,136	1,821	2,033	1,915
	Single Malt Scotch Whisky	6,588	9,405	7,859	6,935	7,025

Spirits Sales (Litres)

Litres		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Whisky	Summary	133,571	158,639	148,148	134,954	129,508
Summary		1,079,224	1,025,395	980,570	1,049,945	1,059,315

Wine Sales (Net \$)



Wine Sales (Net \$)

Wine

Net Sales \$		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Argentina Wine	Argentina Red Wine	\$576,039	\$863,785	\$769,424	\$706,020	\$681,246
	Argentina Rose Wine	\$4,078	\$2,433	\$2,384	\$5,391	\$5,959
	Argentina Sparkling Wine	\$4,305	\$1,826	\$6,146	\$4,631	\$7,363
	Argentina White Wine	\$29,151	\$45,267	\$36,924	\$38,157	\$35,535
	Summary	\$613,572	\$913,311	\$814,879	\$754,199	\$730,104
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Australia Red Wine	\$316,175	\$427,539	\$382,224	\$386,526	\$335,549
	Australia Rose Wine	\$22,005	\$15,308	\$14,051	\$21,781	\$23,490
	Australia Sparkling Wine	\$78,917	\$78,548	\$68,559	\$109,201	\$106,188
	Australia White Wine	\$155,534	\$155,551	\$127,645	\$168,831	\$186,047
	Summary	\$572,630	\$676,945	\$592,479	\$686,339	\$651,274
Austria Wine	Austria Fruit and Dessert Wine	\$145	\$606	\$21	\$1,520	\$62
	Austria Red Wine	\$15,405	\$31,534	\$24,766	\$16,054	\$16,041
	Austria Rose Wine	\$2,473	\$4,284	\$3,456	\$5,974	\$8,497
	Austria Sparkling Wine	\$344	\$798	\$540	\$1,079	\$2,843
	Austria White Wine	\$35,087	\$38,251	\$51,202	\$55,014	\$57,495
	Summary	\$53,454	\$75,473	\$79,985	\$79,642	\$84,939
Bulgaria Wine	Bulgaria Red Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$28	\$228	\$0	\$0	\$0
	Summary	\$28	\$228	\$0	\$0	\$0
Canada - BC	Canada - BC Dessert Wine	\$13,554	\$9,166	\$5,220	\$8,650	\$14,269
	Canada - BC Fruit Wine	\$104,309	\$129,935	\$20,650	\$45,691	\$86,025
	Canada - BC Ice Wine	\$77,860	\$30,985	\$38,551	\$48,504	\$58,020
	Canada - BC Red Wine	\$9,599,229	\$9,896,219	\$8,870,068	\$8,843,106	\$8,495,698
	Canada - BC Rose Wine	\$2,086,921	\$727,180	\$778,852	\$1,845,487	\$1,889,397

Wine Sales (Net \$)

Net Sales \$		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Canada - BC	Canada - BC Sparkling Wine	\$1,645,589	\$967,214	\$812,981	\$1,255,284	\$1,237,956
	Canada - BC White Wine	\$11,557,776	\$8,475,960	\$7,713,953	\$10,710,829	\$10,898,162
	Summary	\$25,085,238	\$20,236,658	\$18,240,275	\$22,757,551	\$22,679,527
Canada - Other	Canada - Other Dessert Wine	\$4,154	\$1,494	\$2,233	\$739	\$370
	Canada - Other Fruit Wine	\$0	\$0	\$0	\$86	\$0
	Canada - Other Ice Wine	\$1,306	\$1,346	\$1,560	\$761	\$1,914
	Canada - Other Red Wine	\$4,623	\$20,065	\$3,012	\$1,821	\$11,538
	Canada - Other Rose Wine	\$30,810	\$6,687	\$900	\$284	\$0
	Canada - Other Sparkling Wine	\$128,200	\$139,966	\$111,008	\$174,337	\$134,227
	Canada - Other White Wine	\$21,112	\$11,410	\$3,847	\$10,681	\$13,055
	Summary	\$190,204	\$180,967	\$122,559	\$188,709	\$161,104
Chile Wine	Chile Fruit and Dessert Wine	\$160	\$160	\$319	\$320	\$639
	Chile Red Wine	\$179,398	\$267,658	\$267,585	\$240,023	\$255,380
	Chile Rose Wine	\$8,238	\$4,646	\$2,973	\$8,636	\$12,682
	Chile Sparkling Wine	\$2,018	\$2,222	\$1,735	\$1,006	\$1,572
	Chile White Wine	\$135,769	\$127,588	\$113,476	\$155,254	\$155,023
	Summary	\$325,583	\$402,274	\$386,088	\$405,238	\$425,297
China Wine	China Fruit and Dessert Wine	\$521	\$912	\$434	\$152	\$3,172
	China Red Wine	\$475	\$159	\$1,959	\$965	\$4,621
	China White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$996	\$1,071	\$2,392	\$1,117	\$7,793
Fortified Wine	Other Fortified Domestic Wine	\$31,448	\$34,704	\$25,545	\$28,484	\$23,760
	Other Fortified Import Wine	\$85,520	\$96,921	\$88,652	\$95,129	\$92,609
	Port Wine	\$77,485	\$103,080	\$77,061	\$75,695	\$74,235
	Sherry Wine	\$27,922	\$39,129	\$32,611	\$33,734	\$37,829
	Vermouth Wine	\$171,300	\$195,663	\$184,560	\$204,851	\$192,098
	Summary	\$393,674	\$469,498	\$408,428	\$437,893	\$420,530
France Wine	France Champagne Wine	\$1,647,783	\$2,262,482	\$1,695,461	\$1,490,487	\$1,802,364

Wine Sales (Net \$)

Net Sales \$		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
France Wine	France Fruit and Dessert Wine	\$9,641	\$10,101	\$14,052	\$8,261	\$18,131
	France Red Wine	\$1,131,015	\$2,149,788	\$2,021,307	\$1,508,111	\$1,500,784
	France Rose Wine	\$638,786	\$293,698	\$296,472	\$751,117	\$806,345
	France Sparkling Wine	\$163,081	\$222,436	\$221,165	\$261,834	\$263,329
	France White Wine	\$1,368,523	\$1,381,143	\$1,234,426	\$1,664,506	\$1,574,302
	Summary	\$4,958,828	\$6,319,648	\$5,482,885	\$5,684,317	\$5,965,255
Georgia Wine	Georgia Red Wine	\$32	\$95	\$142	\$47	\$3,787
	Georgia Rose Wine	\$0	\$0	\$0	\$0	\$399
	Georgia Sparkling Wine	\$0	\$0	\$0	\$0	\$419
	Georgia White Wine	\$821	\$0	\$339	\$102	\$3,128
	Summary	\$852	\$95	\$481	\$149	\$7,732
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Germany Red Wine	\$9,591	\$7,534	\$19,975	\$30,454	\$21,180
	Germany Rose Wine	\$5,234	\$3,322	\$4,076	\$6,037	\$4,015
	Germany Sparkling Wine	\$153,297	\$192,971	\$147,306	\$191,598	\$169,415
	Germany White Wine	\$75,484	\$86,195	\$81,571	\$74,554	\$71,015
	Summary	\$243,607	\$290,022	\$252,928	\$302,642	\$265,625
Greece Wine	Greece Fruit and Dessert Wine	\$0	\$0	\$350	\$876	\$0
	Greece Red Wine	\$43,958	\$85,976	\$76,423	\$87,176	\$72,158
	Greece Rose Wine	\$5,891	\$12,167	\$7,984	\$9,717	\$10,586
	Greece Sparkling Wine	\$0	\$1,863	\$2,507	\$8,057	\$4,294
	Greece White Wine	\$48,293	\$85,512	\$63,235	\$88,054	\$69,624
	Summary	\$98,141	\$185,517	\$150,498	\$193,881	\$156,662
Hungary Wine	Hungary Fruit and Dessert Wine	\$4,929	\$6,874	\$5,782	\$5,993	\$4,854
	Hungary Red Wine	\$382	\$823	\$272	\$514	\$2,166
	Hungary Rose Wine	\$0	\$0	\$0	\$0	\$0
	Hungary Sparkling Wine	\$45,564	\$54,492	\$31,435	\$78,007	\$124,981
	Hungary White Wine	\$6,500	\$11,263	\$11,093	\$12,093	\$18,209

Wine Sales (Net \$)

Net Sales \$		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Hungary Wine	Summary	\$57,375	\$73,452	\$48,582	\$96,607	\$150,211
Israel Wine	Israel Red Wine	\$621	\$418	\$625	\$1,707	\$869
	Israel Rose Wine	\$0	\$0	\$0	\$0	\$0
	Israel White Wine	\$218	\$0	\$36	\$1,174	\$0
	Summary	\$839	\$418	\$661	\$2,881	\$869
Italy Wine	Italy Fruit and Dessert Wine	\$4,815	\$7,171	\$4,666	\$6,548	\$6,099
	Italy Red Wine	\$2,593,002	\$4,986,116	\$3,589,217	\$3,355,919	\$3,296,267
	Italy Rose Wine	\$88,222	\$75,038	\$60,486	\$128,852	\$139,070
	Italy Sparkling Wine	\$624,222	\$675,218	\$619,174	\$829,002	\$759,481
	Italy White Wine	\$1,380,373	\$1,691,059	\$1,503,544	\$1,800,075	\$1,831,735
	Prosecco Wine	\$1,202,618	\$1,290,783	\$1,134,624	\$1,492,261	\$1,568,974
	Summary	\$5,893,251	\$8,725,385	\$6,911,712	\$7,612,657	\$7,601,626
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$59,875	\$75,966	\$66,780	\$50,254	\$57,578
	New Zealand Rose Wine	\$33,938	\$23,680	\$17,440	\$24,735	\$35,639
	New Zealand Sparkling Wine	\$8,765	\$10,781	\$3,410	\$3,425	\$4,758
	New Zealand White Wine	\$1,269,322	\$1,405,197	\$1,278,737	\$1,489,772	\$1,492,919
	Summary	\$1,371,900	\$1,515,624	\$1,366,367	\$1,568,186	\$1,590,894
Other Country Wine	Other Country Fruit and Dessert Wine	\$89,405	\$118,012	\$122,342	\$111,256	\$101,018
	Other Country Red Wine	\$18,830	\$38,413	\$50,643	\$34,227	\$18,662
	Other Country Rose Wine	\$1,793	\$7,768	\$4,304	\$6,100	\$4,090
	Other Country Sparkling Wine	\$3,667	\$8,400	\$3,376	\$3,322	\$3,573
	Other Country White Wine	\$11,026	\$29,294	\$19,596	\$29,526	\$10,405
	Summary	\$124,720	\$201,886	\$200,261	\$184,431	\$137,748
Other Style Wine	Aperitif And Flavoured Wine	\$5,563	\$3,297	\$1,373	\$1,844	\$2,983
	Mead	\$19,804	\$25,987	\$20,861	\$25,552	\$28,096
	Rice Wine	\$6,933	\$12,237	\$11,402	\$11,594	\$11,885
	Summary	\$32,301	\$41,521	\$33,636	\$38,991	\$42,964

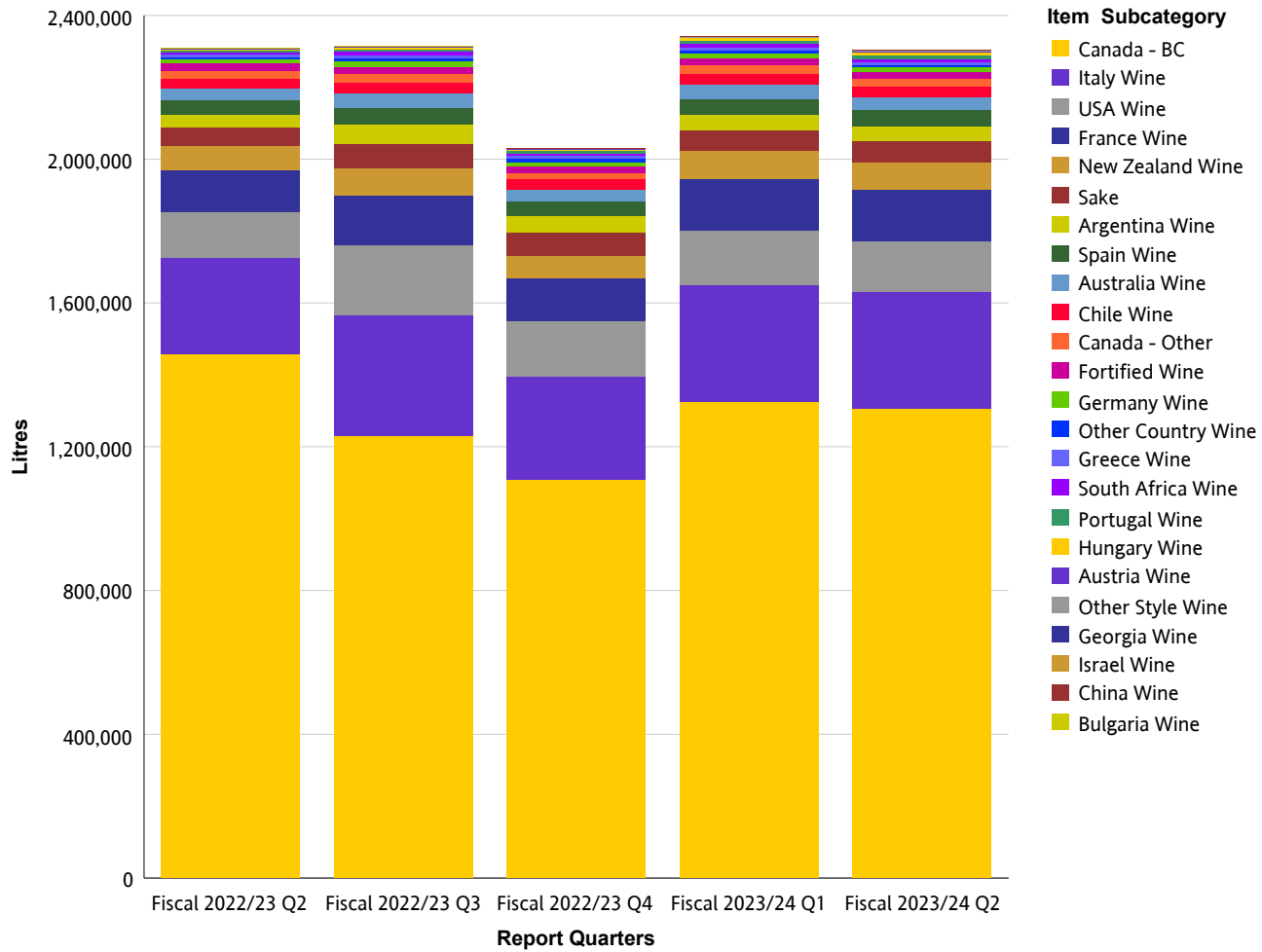
Wine Sales (Net \$)

Net Sales \$		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Portugal Wine	Portugal Fruit and Dessert Wine	\$1,719	\$1,719	\$1,859	\$595	\$344
	Portugal Red Wine	\$32,048	\$65,050	\$52,046	\$55,514	\$38,625
	Portugal Rose Wine	\$4,343	\$4,044	\$4,253	\$3,917	\$6,259
	Portugal Sparkling Wine	\$1,311	\$132	\$483	\$2,587	\$3,586
	Portugal White Wine	\$47,870	\$49,077	\$47,092	\$110,121	\$116,580
	Summary	\$87,290	\$120,022	\$105,733	\$172,733	\$165,394
Sake	Japan Sake	\$859,024	\$1,153,747	\$904,112	\$949,315	\$1,024,221
	Other Country Sake	\$17,369	\$21,378	\$20,639	\$22,415	\$29,914
	USA Sake	\$253,635	\$326,936	\$346,078	\$297,053	\$290,502
	Summary	\$1,130,029	\$1,502,061	\$1,270,829	\$1,268,783	\$1,344,637
South Africa Wine	South Africa Fruit and Dessert Wine	\$72	\$0	\$360	\$1,583	\$2,903
	South Africa Red Wine	\$35,616	\$68,113	\$68,245	\$62,173	\$72,106
	South Africa Rose Wine	\$2,004	\$1,145	\$699	\$3,357	\$1,978
	South Africa Sparkling Wine	\$0	\$0	\$0	\$1,177	\$252
	South Africa White Wine	\$51,733	\$68,103	\$62,168	\$73,781	\$81,961
	Summary	\$89,425	\$137,362	\$131,471	\$142,072	\$159,201
Spain Wine	Spain Fruit and Dessert Wine	\$4,235	\$2,617	\$7,350	\$4,834	\$9,023
	Spain Red Wine	\$290,709	\$509,306	\$453,997	\$394,859	\$416,421
	Spain Rose Wine	\$27,367	\$23,884	\$20,175	\$29,982	\$32,861
	Spain Sparkling Wine	\$337,620	\$331,309	\$266,639	\$420,660	\$419,174
	Spain White Wine	\$89,993	\$120,240	\$118,488	\$119,331	\$155,801
	Summary	\$749,923	\$987,355	\$866,649	\$969,665	\$1,033,280
USA Wine	USA Fruit and Dessert Wine	\$0	\$17,445	\$0	\$468	\$0
	USA Red Wine	\$2,962,171	\$5,041,339	\$4,192,786	\$4,011,173	\$3,375,912
	USA Rose Wine	\$109,746	\$41,308	\$24,063	\$50,530	\$54,525
	USA Sparkling Wine	\$45,319	\$58,513	\$37,297	\$35,721	\$27,057
	USA White Wine	\$771,263	\$936,623	\$779,088	\$924,746	\$963,376
	Summary	\$3,888,499	\$6,095,227	\$5,033,234	\$5,022,638	\$4,420,870

Wine Sales (Net \$)

Net Sales \$	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Summary	\$45,962,363	\$49,152,020	\$42,503,012	\$48,571,321	\$48,203,537

Wine Sales (Litres)



Wine Sales (Litres)

Wine

Litres		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Argentina Wine	Argentina Red Wine	33,188	49,981	43,380	39,274	37,082
	Argentina Rose Wine	358	206	206	470	503
	Argentina Sparkling Wine	288	126	441	320	468
	Argentina White Wine	1,970	2,864	2,227	2,156	2,076
	Summary	35,803	53,176	46,254	42,220	40,129
Australia Wine	Australia Fruit and Dessert Wine	0	0	0	0	0
	Australia Red Wine	15,984	22,839	20,328	19,368	16,410
	Australia Rose Wine	1,596	1,205	1,034	1,609	1,661
	Australia Sparkling Wine	4,952	5,314	4,244	7,143	6,453
	Australia White Wine	11,806	11,155	9,236	10,916	11,586
	Summary	34,338	40,514	34,840	39,036	36,110
Austria Wine	Austria Fruit and Dessert Wine	3	8	0	12	1
	Austria Red Wine	378	921	736	449	455
	Austria Rose Wine	69	140	104	158	220
	Austria Sparkling Wine	12	18	9	27	68
	Austria White Wine	947	1,060	1,436	1,467	1,498
	Summary	1,409	2,147	2,284	2,112	2,241
Bulgaria Wine	Bulgaria Red Wine	0	0	0	0	0
	Bulgaria Rose Wine	0	0	0	0	0
	Bulgaria White Wine	1	6	0	0	0
	Summary	1	6	0	0	0
Canada - BC	Canada - BC Dessert Wine	316	170	111	172	217
	Canada - BC Fruit Wine	5,134	5,492	1,121	2,321	4,102
	Canada - BC Ice Wine	630	317	462	694	804
	Canada - BC Red Wine	517,008	561,772	502,438	490,879	461,001
	Canada - BC Rose Wine	109,130	38,124	40,583	91,785	94,147

Wine Sales (Litres)

Litres		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Canada - BC	Canada - BC Sparkling Wine	65,157	37,927	31,838	47,162	46,321
	Canada - BC White Wine	761,357	585,784	532,987	690,439	698,332
	Summary	1,458,732	1,229,586	1,109,539	1,323,451	1,304,922
Canada - Other	Canada - Other Dessert Wine	33	12	18	6	3
	Canada - Other Fruit Wine	0	0	0	7	0
	Canada - Other Ice Wine	14	15	16	8	21
	Canada - Other Red Wine	392	630	142	94	306
	Canada - Other Rose Wine	4,608	199	18	19	0
	Canada - Other Sparkling Wine	16,828	20,726	15,920	22,000	19,207
	Canada - Other White Wine	1,367	682	329	635	674
	Summary	23,242	22,264	16,444	22,769	20,211
Chile Wine	Chile Fruit and Dessert Wine	4	4	9	9	18
	Chile Red Wine	13,209	19,166	18,898	16,809	17,518
	Chile Rose Wine	857	453	329	788	1,027
	Chile Sparkling Wine	80	92	67	50	60
	Chile White Wine	11,575	10,742	9,435	12,992	12,579
	Summary	25,725	30,457	28,738	30,648	31,201
China Wine	China Fruit and Dessert Wine	20	35	11	3	116
	China Red Wine	4	1	6	7	11
	China White Wine	0	0	0	0	0
	Summary	24	36	17	10	127
Fortified Wine	Other Fortified Domestic Wine	1,611	1,454	1,470	1,327	1,225
	Other Fortified Import Wine	3,600	3,753	3,461	3,778	3,541
	Port Wine	1,822	2,297	1,779	1,842	1,746
	Sherry Wine	1,016	1,292	1,130	1,157	1,302
	Vermouth Wine	11,528	12,711	11,902	12,252	11,838
	Summary	19,578	21,506	19,742	20,355	19,653
France Wine	France Champagne Wine	15,131	20,511	14,914	12,507	15,719

Wine Sales (Litres)

Litres		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
France Wine	France Fruit and Dessert Wine	108	123	70	102	162
	France Red Wine	26,840	52,396	43,599	36,987	33,956
	France Rose Wine	29,234	14,030	13,953	34,391	37,044
	France Sparkling Wine	7,304	10,792	11,475	13,516	13,309
	France White Wine	36,272	39,437	34,482	44,209	41,589
	Summary	114,890	137,290	118,493	141,713	141,779
Georgia Wine	Georgia Red Wine	2	4	7	2	96
	Georgia Rose Wine	0	0	0	0	9
	Georgia Sparkling Wine	0	0	0	0	9
	Georgia White Wine	21	0	15	4	76
	Summary	22	4	22	7	190
Germany Wine	Germany Fruit and Dessert Wine	0	0	0	0	0
	Germany Red Wine	241	206	290	502	414
	Germany Rose Wine	170	138	158	202	140
	Germany Sparkling Wine	8,392	10,757	7,578	9,972	8,247
	Germany White Wine	3,140	3,312	3,208	2,931	2,884
	Summary	11,943	14,412	11,234	13,607	11,685
Greece Wine	Greece Fruit and Dessert Wine	0	0	18	45	0
	Greece Red Wine	2,744	4,520	4,021	4,076	3,436
	Greece Rose Wine	212	432	436	364	346
	Greece Sparkling Wine	0	68	63	220	122
	Greece White Wine	3,122	4,248	3,514	3,781	3,561
	Summary	6,078	9,268	8,052	8,487	7,465
Hungary Wine	Hungary Fruit and Dessert Wine	79	83	74	52	63
	Hungary Red Wine	26	62	19	39	95
	Hungary Rose Wine	0	0	0	0	0
	Hungary Sparkling Wine	3,271	3,963	1,946	4,773	7,740
	Hungary White Wine	388	560	625	710	855

Wine Sales (Litres)

Litres		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Hungary Wine	Summary	3,764	4,669	2,664	5,574	8,753
Israel Wine	Israel Red Wine	29	16	24	65	32
	Israel Rose Wine	0	0	0	0	0
	Israel White Wine	10	0	2	47	0
	Summary	40	16	26	112	32
Italy Wine	Italy Fruit and Dessert Wine	50	73	40	61	62
	Italy Red Wine	86,452	142,164	116,085	106,953	104,388
	Italy Rose Wine	4,008	3,038	2,447	5,228	6,205
	Italy Sparkling Wine	35,388	35,651	32,714	42,383	38,950
	Italy White Wine	79,953	90,146	81,023	100,610	99,763
	Prosecco Wine	61,272	67,282	55,085	72,274	75,093
	Summary	267,124	338,355	287,395	327,508	324,460
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	2,126	2,520	2,106	1,801	1,892
	New Zealand Rose Wine	1,747	1,131	793	1,183	1,780
	New Zealand Sparkling Wine	350	506	142	159	172
	New Zealand White Wine	63,262	71,703	59,145	74,297	73,392
	Summary	67,484	75,859	62,186	77,439	77,237
Other Country Wine	Other Country Fruit and Dessert Wine	5,954	6,678	6,693	6,417	6,176
	Other Country Red Wine	594	1,197	1,319	969	584
	Other Country Rose Wine	54	229	132	186	125
	Other Country Sparkling Wine	68	176	82	82	112
	Other Country White Wine	300	860	560	842	376
	Summary	6,970	9,140	8,786	8,496	7,373
Other Style Wine	Aperitif And Flavoured Wine	321	214	92	134	137
	Mead	468	579	474	677	702
	Rice Wine	756	1,241	1,064	965	1,060
	Summary	1,544	2,034	1,630	1,776	1,898

Wine Sales (Litres)

Litres		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Portugal Wine	Portugal Fruit and Dessert Wine	63	51	37	14	6
	Portugal Red Wine	1,828	3,279	2,824	3,609	2,198
	Portugal Rose Wine	338	268	310	322	493
	Portugal Sparkling Wine	28	20	16	82	153
	Portugal White Wine	2,543	2,640	2,502	6,746	7,277
	Summary	4,800	6,259	5,690	10,774	10,126
Sake	Japan Sake	20,100	27,693	22,638	22,824	24,398
	Other Country Sake	1,136	995	938	964	1,253
	USA Sake	32,467	41,505	43,389	35,785	33,906
	Summary	53,702	70,194	66,965	59,573	59,556
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	2	10	18
	South Africa Red Wine	2,294	4,078	3,713	3,542	3,863
	South Africa Rose Wine	143	88	70	236	163
	South Africa Sparkling Wine	0	0	0	32	7
	South Africa White Wine	3,077	4,317	3,955	4,683	4,959
	Summary	5,514	8,482	7,740	8,503	9,010
Spain Wine	Spain Fruit and Dessert Wine	86	80	227	140	260
	Spain Red Wine	12,488	21,109	18,313	16,421	15,005
	Spain Rose Wine	1,868	1,480	1,237	1,779	1,881
	Spain Sparkling Wine	19,997	18,929	14,087	21,682	22,627
	Spain White Wine	3,686	4,592	4,392	4,742	5,320
	Summary	38,123	46,189	38,255	44,764	45,092
USA Wine	USA Fruit and Dessert Wine	0	336	0	6	0
	USA Red Wine	88,022	148,646	119,272	110,541	100,420
	USA Rose Wine	5,643	2,530	1,885	3,057	3,398
	USA Sparkling Wine	1,640	1,831	1,166	1,184	952
	USA White Wine	32,334	39,023	30,307	37,290	38,768
	Summary	127,638	192,366	152,629	152,078	143,537

Wine Sales (Litres)

Litres	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Summary	2,308,489	2,314,230	2,029,624	2,341,012	2,302,790

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.