

Hospitality Liquor Market Review

Fiscal 2024/25 Q2

September 2024



**LIQUOR
DISTRIBUTION
BRANCH**

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Introduction

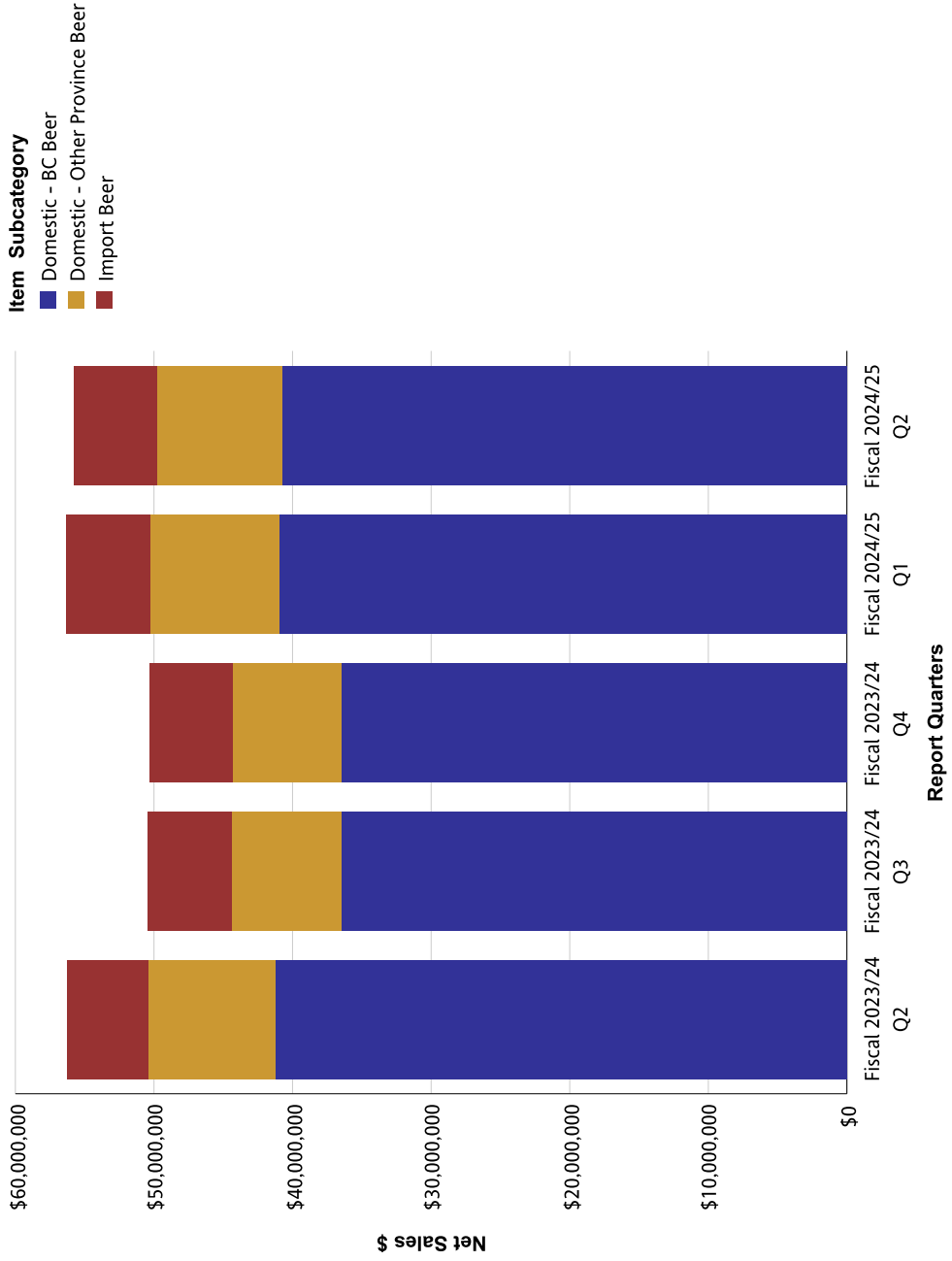
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer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

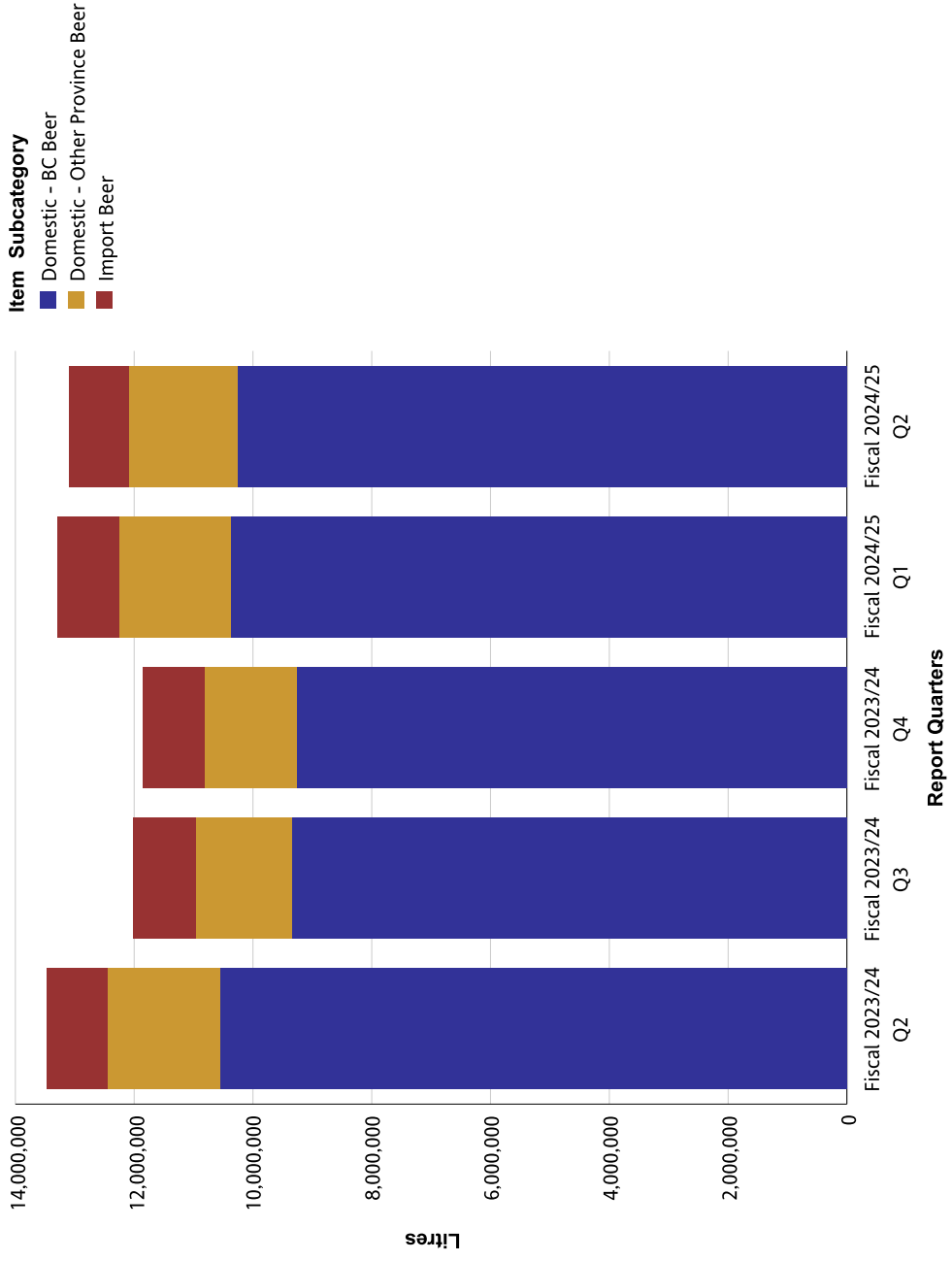


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2
Domestic - BC Beer	Domestic - BC Commercial Beer	\$17,552,327	\$17,293,804	\$17,024,858	\$18,180,677	\$17,475,883
	Domestic - BC Micro Brew Beer	\$13,009,297	\$10,499,699	\$10,346,995	\$12,018,650	\$12,474,277
	Domestic - BC Regional Beer	\$10,731,972	\$8,666,196	\$9,120,766	\$10,782,087	\$10,772,151
	Summary	\$41,293,596	\$36,459,699	\$36,492,618	\$40,981,414	\$40,722,311
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$8,806,899	\$7,662,676	\$7,612,568	\$9,119,651	\$8,936,836
	Domestic - Other Province Micro Brew Beer	\$33,816	\$32,849	\$29,268	\$28,623	\$30,579
	Domestic - Other Province Regional Beer	\$264,660	\$241,904	\$157,246	\$152,822	\$123,937
	Summary	\$9,105,375	\$7,937,429	\$7,799,081	\$9,301,096	\$9,091,352
Import Beer	Asia And South Pacific Beer	\$912,775	\$831,039	\$779,695	\$960,034	\$1,017,478
	Europe Beer	\$4,052,714	\$4,550,912	\$4,597,606	\$4,355,090	\$4,128,618
	Mexico And Caribbean Beer	\$451,523	\$306,033	\$310,246	\$385,167	\$439,835
	Other Country Beer	\$329,995	\$300,021	\$282,026	\$316,753	\$343,507
	USA Beer	\$80,615	\$67,068	\$43,636	\$50,270	\$29,486
	Summary	\$5,827,621	\$6,055,073	\$6,013,209	\$6,067,314	\$5,958,923
	Summary	\$56,226,592	\$50,452,202	\$50,304,909	\$56,349,823	\$55,772,586

Beer Sales (Litres)

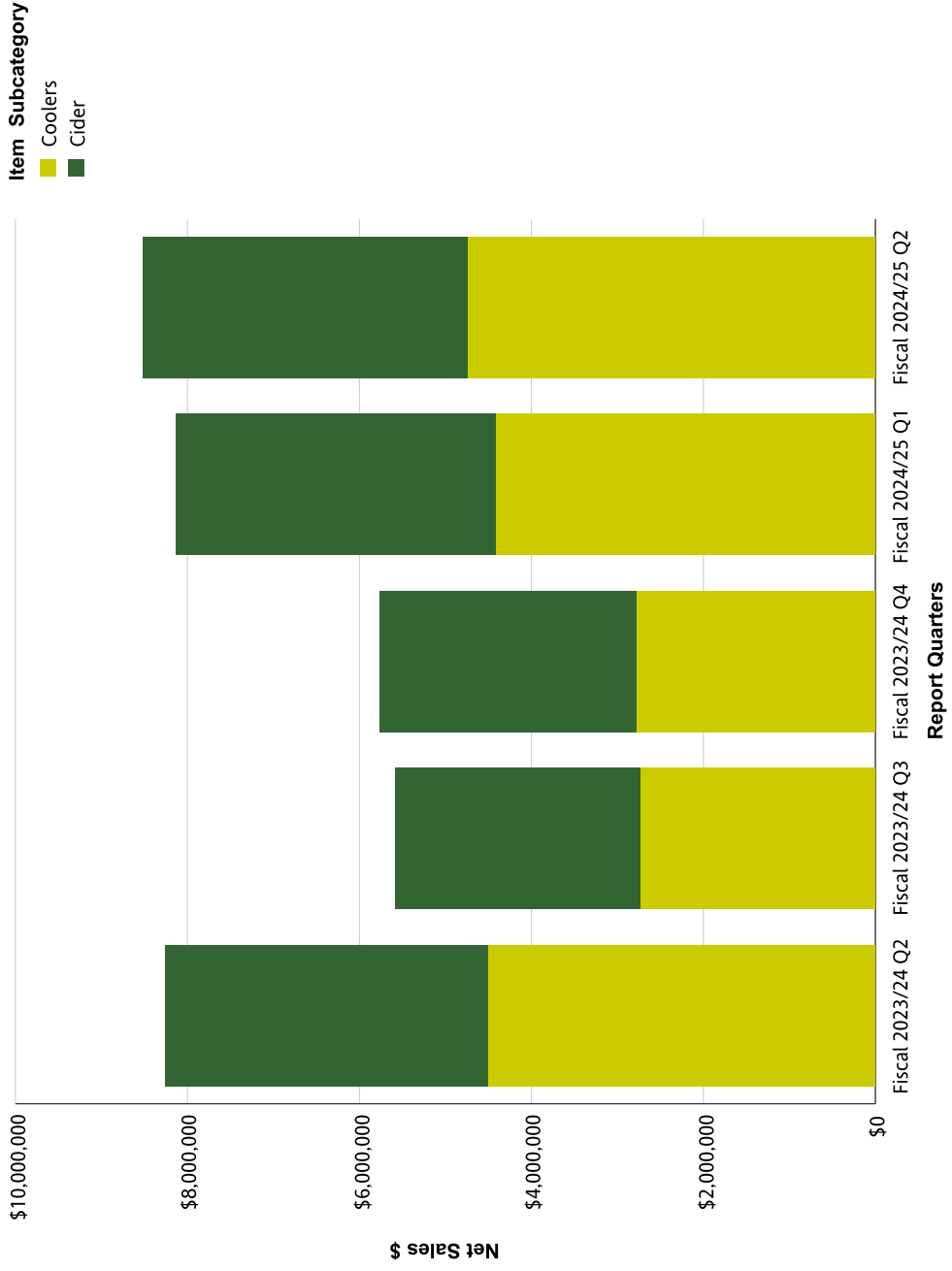


Beer Sales (Litres)

Beer

Litres		Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2
Domestic - BC Beer	Domestic - BC Commercial Beer	4,497,676	4,424,249	4,238,559	4,535,212	4,344,468
	Domestic - BC Micro Brew Beer	3,023,308	2,439,078	2,411,052	2,797,562	2,878,214
	Domestic - BC Regional Beer	3,032,921	2,478,915	2,605,611	3,036,568	3,035,968
	Summary	10,553,904	9,342,243	9,255,222	10,369,341	10,258,650
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	1,804,913	1,548,909	1,508,051	1,837,111	1,781,427
	Domestic - Other Province Micro Brew Beer	7,703	7,280	6,741	6,388	6,545
	Domestic - Other Province Regional Beer	75,023	70,821	48,092	44,534	36,060
	Summary	1,887,638	1,627,010	1,562,884	1,888,032	1,824,033
Import Beer	Asia And South Pacific Beer	155,307	137,300	130,170	156,529	166,684
	Europe Beer	727,699	804,233	800,897	754,290	713,577
	Mexico And Caribbean Beer	78,854	51,145	51,009	64,494	71,581
	Other Country Beer	53,245	48,089	44,687	49,794	53,904
	USA Beer	12,910	11,648	7,468	7,861	4,464
	Summary	1,028,015	1,052,414	1,034,230	1,032,969	1,010,210
Summary		13,469,557	12,021,667	11,852,336	13,290,342	13,092,892

Refreshment Beverages Sales (Net \$)

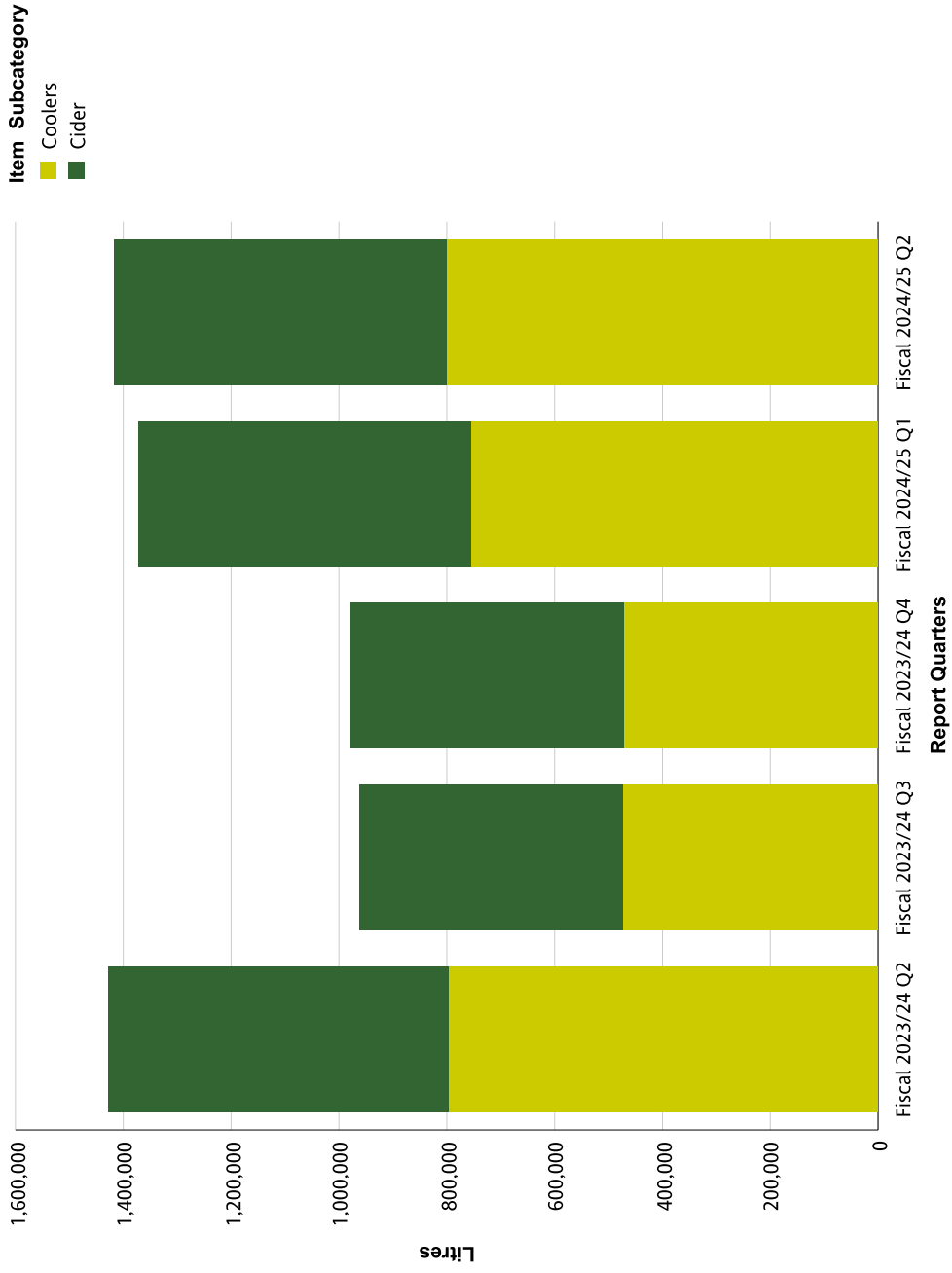


Refreshment Beverages Sales (Net \$)

Refreshment Beverages

Net Sales \$		Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2
Cider	Domestic Cider	\$2,865,328	\$2,064,580	\$2,169,802	\$2,787,986	\$2,915,165
	Import Cider	\$885,712	\$780,646	\$812,761	\$932,755	\$855,945
	Summary	\$3,751,040	\$2,845,226	\$2,982,563	\$3,720,741	\$3,771,110
Coolers	Malt-Based Coolers	\$85,343	\$47,028	\$31,781	\$29,485	\$39,698
	Spirit Coolers	\$4,327,609	\$2,626,149	\$2,687,555	\$4,297,515	\$4,639,553
	Wine/Fruit Coolers	\$94,051	\$64,940	\$59,513	\$83,394	\$66,574
	Summary	\$4,507,003	\$2,738,118	\$2,778,849	\$4,410,395	\$4,745,825
	Summary	\$8,258,043	\$5,583,344	\$5,761,412	\$8,131,136	\$8,516,934

Refreshment Beverages Sales (Litres)

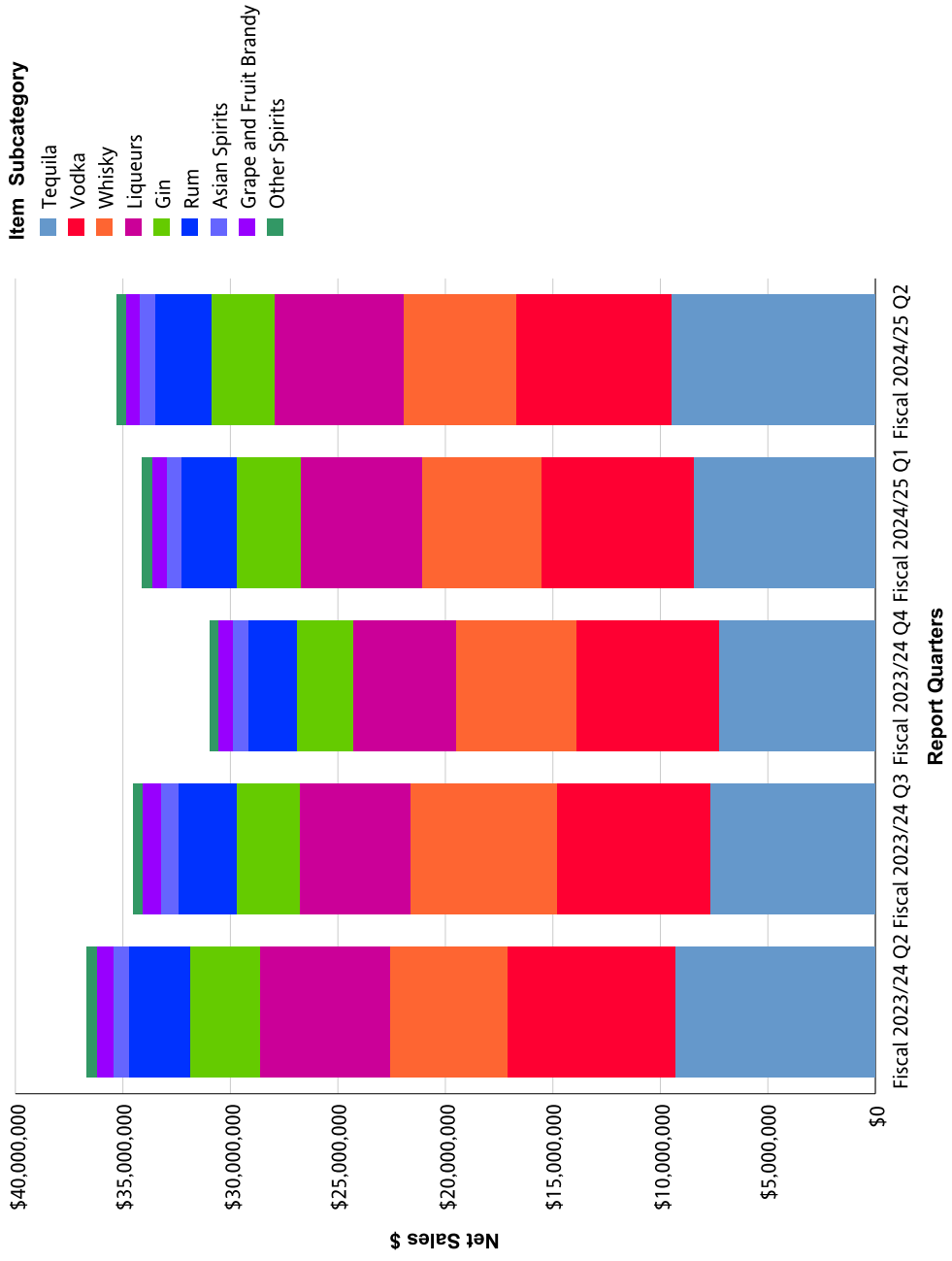


Refreshment Beverages Sales (Litres)

Refreshment Beverages

Litres		Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2
Cider	Domestic Cider	457,809	335,720	351,564	437,352	449,732
	Import Cider	172,669	152,886	154,540	178,718	166,861
	Summary	630,478	488,606	506,104	616,070	616,593
Coolers	Malt-Based Coolers	18,199	9,577	6,358	5,579	7,554
	Spirit Coolers	766,249	455,681	457,730	739,736	783,898
	Wine/Fruit Coolers	12,540	8,001	7,340	10,017	8,317
	Summary	796,988	473,260	471,429	755,332	799,769
	Summary	1,427,466	961,866	977,533	1,371,402	1,416,361

Spirits Sales (Net \$)



Spirits Sales (Net \$)

Spirits

Net Sales \$		Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2
Asian Spirits	China Spirits	\$68,959	\$117,433	\$96,633	\$71,744	\$77,818
	Korea Spirits	\$627,638	\$655,692	\$582,036	\$549,459	\$596,041
	Other Country Asian Spirits	\$51,733	\$44,734	\$43,209	\$57,294	\$51,105
	Summary	\$748,330	\$817,859	\$721,878	\$678,497	\$724,963
Gin	Dry Gin	\$3,021,481	\$2,760,629	\$2,418,563	\$2,717,515	\$2,732,232
	Flavoured Gin	\$166,757	\$105,794	\$103,295	\$128,801	\$133,929
	Other Gin	\$76,735	\$74,310	\$74,697	\$99,259	\$96,459
	Summary	\$3,264,972	\$2,940,733	\$2,596,555	\$2,945,576	\$2,962,620
Grape and Fruit Brandy	Armagnac	\$11,734	\$13,957	\$9,916	\$5,396	\$5,663
	Brandy	\$177,956	\$175,549	\$144,161	\$140,589	\$159,834
	Cognac	\$429,110	\$527,519	\$402,122	\$382,391	\$319,214
	Eau de Vie	\$38,495	\$54,329	\$37,378	\$39,136	\$33,128
	Grappa And Marc	\$22,751	\$20,377	\$19,071	\$22,205	\$16,430
	Pisco	\$77,569	\$62,930	\$71,323	\$76,828	\$74,763
	Summary	\$757,615	\$854,660	\$683,971	\$666,545	\$609,032
Liqueurs	Anise And Herbal/Spice Liqueurs	\$2,157,221	\$1,790,692	\$1,611,204	\$1,969,689	\$2,069,364
	Coffee And Cocoa Liqueurs	\$469,768	\$534,249	\$480,594	\$479,679	\$499,935
	Cream/Dairy Liqueurs	\$505,054	\$545,387	\$484,932	\$523,310	\$478,034
	Fruit Liqueurs	\$2,206,551	\$1,678,700	\$1,621,790	\$1,995,698	\$2,210,185
	Nut Liqueurs	\$281,342	\$258,474	\$230,168	\$240,473	\$260,355
	Other Liqueurs	\$351,454	\$277,198	\$266,785	\$358,312	\$376,319
	Whiskey Liqueurs	\$85,946	\$99,281	\$88,450	\$77,745	\$73,666
	Summary	\$6,057,336	\$5,183,981	\$4,783,922	\$5,644,907	\$5,967,858
Other Spirits	Cachaca	\$17,772	\$17,117	\$12,422	\$19,317	\$16,258
	Flavoured Spirits	\$11,518	\$12,562	\$10,446	\$20,052	\$10,402
	Miscellaneous/Other Spirits	\$39,921	\$35,451	\$32,251	\$40,576	\$33,312

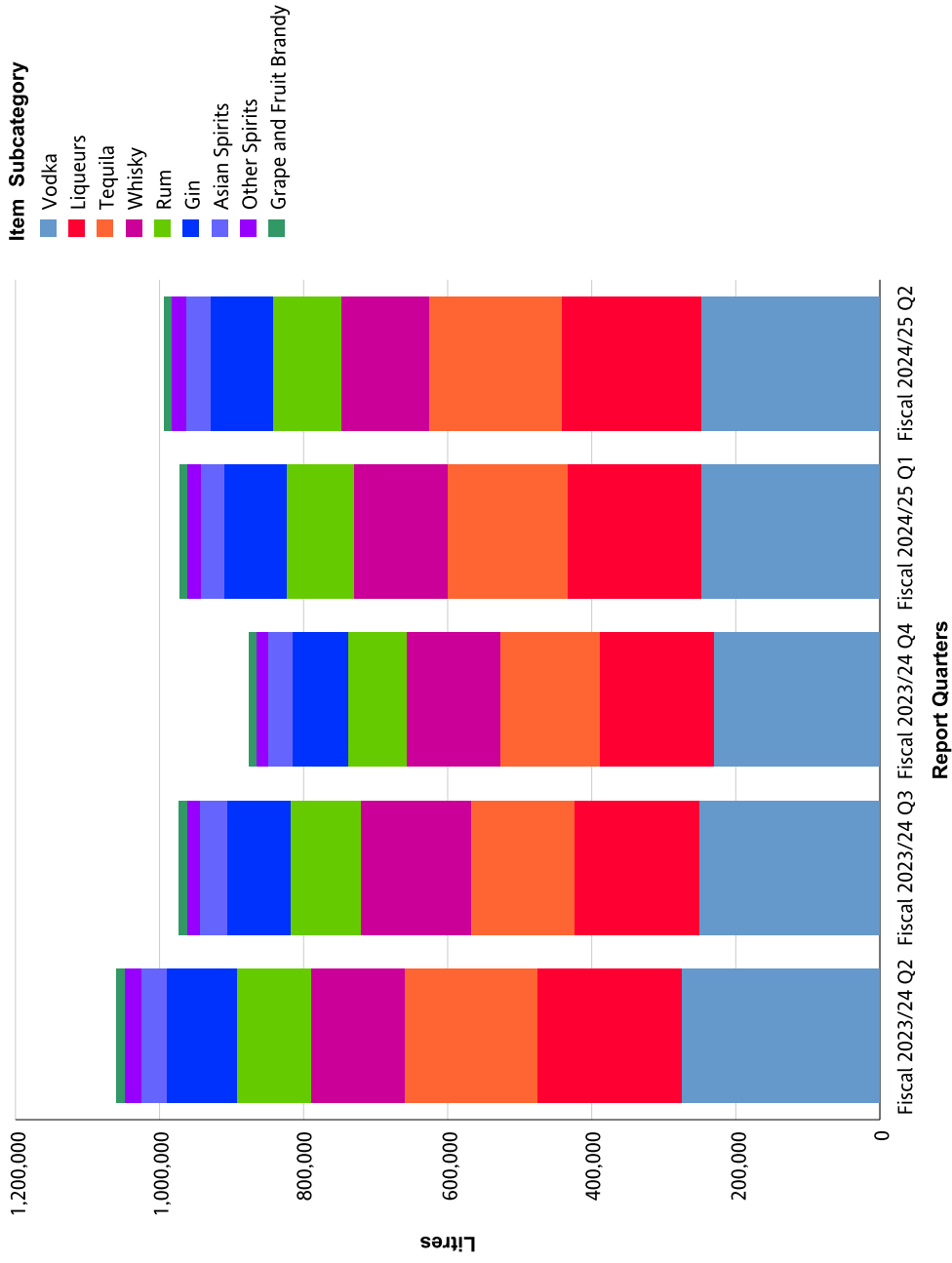
Spirits Sales (Net \$)

Net Sales \$		Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2
Other Spirits	Moonshine Spirits	\$5,369	\$5,702	\$3,397	\$2,804	\$1,950
	Ready to Mix Cocktails	\$356,423	\$301,283	\$293,007	\$330,029	\$330,072
	Ready to Serve Cocktails	\$40,489	\$30,437	\$17,058	\$49,735	\$34,954
	Schnapps and Akvavit	\$5,833	\$7,143	\$5,172	\$7,568	\$5,980
	Summary	\$477,325	\$409,695	\$373,752	\$470,080	\$432,928
Rum	Amber Rum	\$314,561	\$314,950	\$268,129	\$334,363	\$341,075
	Dark Rum	\$298,825	\$323,039	\$252,204	\$261,094	\$257,146
	Flavoured Rum	\$38,743	\$32,325	\$25,361	\$31,643	\$31,164
	Spiced Rum	\$861,284	\$980,970	\$864,147	\$833,691	\$767,647
	White Rum	\$1,302,773	\$1,029,026	\$870,748	\$1,122,831	\$1,229,734
Summary	\$2,818,185	\$2,680,310	\$2,280,590	\$2,583,622	\$2,626,766	
Tequila	Blanco/Silver Tequila	\$4,483,552	\$3,487,611	\$3,462,930	\$4,020,871	\$4,761,442
	Flavoured Tequila	\$134,346	\$108,069	\$96,695	\$133,634	\$155,660
	Gold Tequila	\$4,104,048	\$3,588,869	\$3,205,382	\$3,754,283	\$4,036,000
	Mezcal	\$562,968	\$492,492	\$508,996	\$540,209	\$555,219
	Summary	\$9,284,913	\$7,677,042	\$7,274,003	\$8,448,997	\$9,508,321
Vodka	Flavoured Vodka	\$1,114,178	\$863,259	\$796,422	\$942,121	\$949,504
	Straight Vodka	\$6,731,331	\$6,257,444	\$5,839,906	\$6,167,184	\$6,235,856
	Summary	\$7,845,510	\$7,120,703	\$6,636,328	\$7,109,305	\$7,185,360
Whisky	American Whiskey	\$410,028	\$459,428	\$426,875	\$431,183	\$365,756
	Blended Malt Scotch Whisky	\$11,836	\$14,442	\$12,388	\$11,520	\$8,932
	Blended Scotch Whisky	\$329,650	\$425,709	\$347,009	\$330,476	\$342,811
	Bourbon Whiskey	\$1,355,827	\$1,559,366	\$1,386,759	\$1,372,247	\$1,439,526
	Canadian Whisky	\$1,337,696	\$1,693,626	\$1,268,235	\$1,423,400	\$1,205,933
	Flavoured Whisky	\$15,728	\$25,780	\$18,640	\$22,187	\$25,271
	Irish Whiskey	\$1,047,790	\$1,163,126	\$1,161,940	\$1,001,341	\$929,486
	Other Country Whisky	\$167,909	\$244,803	\$223,070	\$192,999	\$193,631
	Single Malt Scotch Whisky	\$765,791	\$1,226,800	\$765,973	\$771,807	\$760,537

Spirits Sales (Net \$)

Net Sales \$		Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2
Whisky	Summary	\$5,442,256	\$6,813,082	\$5,610,889	\$5,557,160	\$5,271,883
Summary		\$36,696,443	\$34,498,065	\$30,961,889	\$34,104,689	\$35,289,731

Spirits Sales (Litres)



Spirits Sales (Litres)

Spirits

Litres		Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2
Asian Spirits	China Spirits	985	1,390	1,249	1,096	1,128
	Korea Spirits	32,966	34,800	31,163	29,151	32,100
	Other Country Asian Spirits	1,225	1,069	1,087	1,346	1,265
	Summary	35,176	37,259	33,500	31,593	34,494
Gin	Dry Gin	91,363	84,245	72,750	81,887	81,689
	Flavoured Gin	4,324	2,651	2,550	3,296	3,465
	Other Gin	1,457	1,433	1,417	1,828	1,796
Summary	97,144	88,329	76,717	87,012	86,950	
Grape and Fruit Brandy	Armagnac	121	128	86	52	60
	Brandy	5,617	5,613	4,574	4,512	5,028
	Cognac	3,228	3,613	2,627	2,698	2,604
	Eau de Vie	648	945	610	603	555
	Grappa And Marc	314	305	270	302	232
	Pisco	1,841	1,502	1,631	1,756	1,711
Summary	11,769	12,106	9,797	9,924	10,190	
Liqueurs	Anise And Herbal/Spice Liqueurs	65,674	52,339	47,495	59,586	62,117
	Coffee And Cocoa Liqueurs	17,724	21,245	18,388	18,228	18,347
	Cream/Dairy Liqueurs	17,012	19,682	16,674	17,534	16,000
	Fruit Liqueurs	77,512	58,063	56,306	69,315	75,819
	Nut Liqueurs	10,777	9,717	8,207	9,117	9,566
	Other Liqueurs	10,310	9,353	8,257	9,796	10,034
	Whiskey Liqueurs	2,481	2,875	2,500	2,243	2,116
Summary	201,489	173,275	157,828	185,819	194,000	
Other Spirits	Cachaca	556	509	362	561	485
	Flavoured Spirits	253	322	222	372	210
	Miscellaneous/Other Spirits	840	731	625	839	719

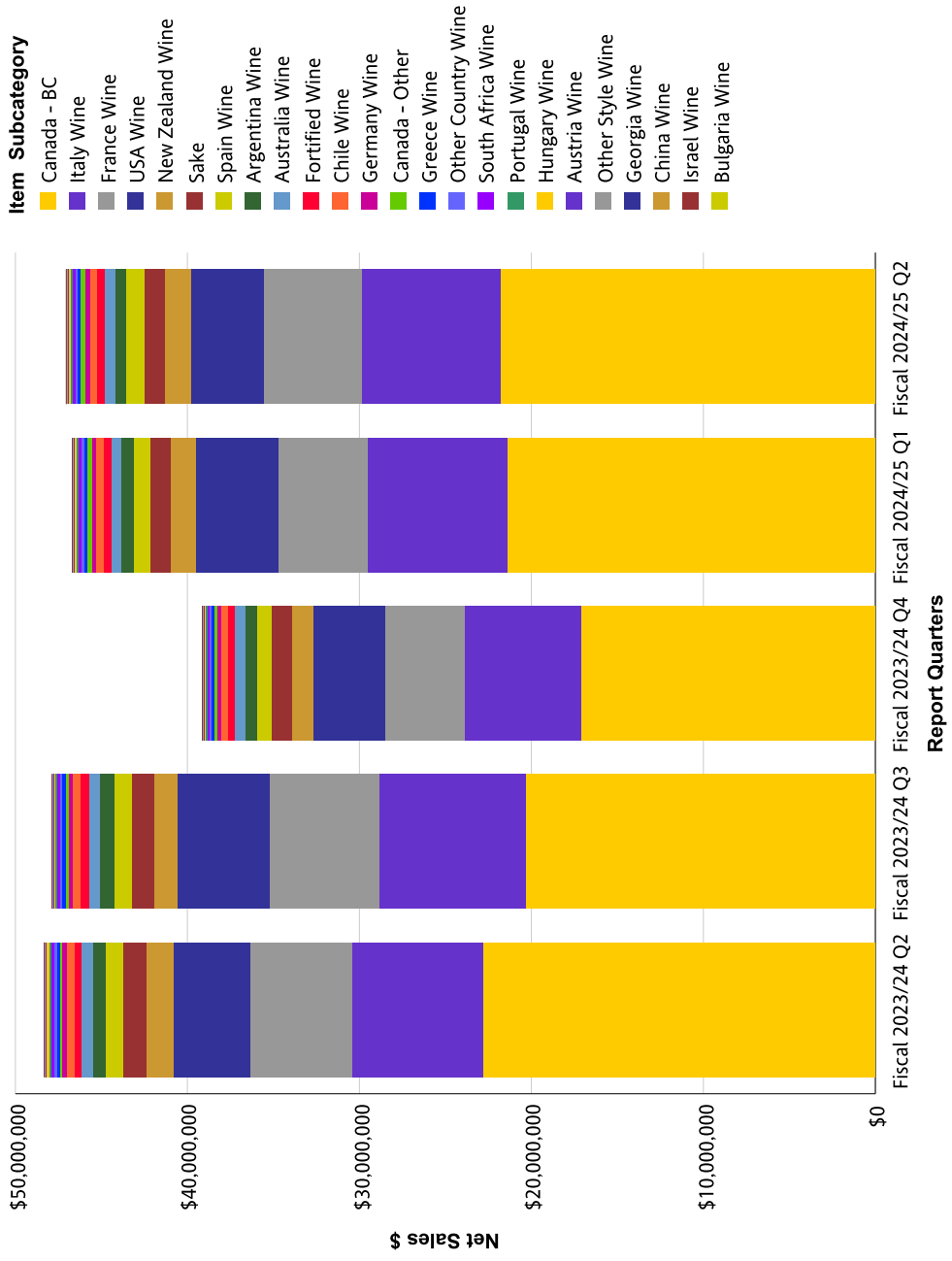
Spirits Sales (Litres)

Litres		Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2
Other Spirits	Moonshine Spirits	128	140	85	71	51
	Ready to Mix Cocktails	17,959	15,262	15,011	16,544	16,633
	Ready to Serve Cocktails	2,267	1,131	660	1,617	1,253
	Schnapps and Akvavit	134	157	115	178	134
	Summary	22,137	18,251	17,080	20,181	19,486
Rum	Amber Rum	9,316	8,987	7,528	9,179	9,466
	Dark Rum	10,442	11,164	8,665	9,049	8,708
	Flavoured Rum	1,130	885	700	880	844
	Spiced Rum	29,764	34,625	29,459	28,589	26,573
	White Rum	53,242	41,823	35,075	44,810	49,146
	Summary	103,893	97,484	81,427	92,506	94,737
Tequila	Blanco/Silver Tequila	95,740	71,968	70,910	83,540	97,568
	Flavoured Tequila	2,832	1,948	1,856	2,558	2,881
	Gold Tequila	76,497	62,202	57,659	72,306	75,463
	Mezcal	8,574	7,631	7,866	8,341	8,580
	Summary	183,643	143,749	138,291	166,744	184,492
Vodka	Flavoured Vodka	35,946	26,910	25,024	29,830	29,862
	Straight Vodka	238,757	224,356	205,908	218,320	218,195
	Summary	274,703	251,266	230,932	248,150	248,058
Whisky	American Whiskey	10,735	11,868	10,847	11,229	9,419
	Blended Malt Scotch Whisky	187	191	186	168	131
	Blended Scotch Whisky	5,861	7,735	5,864	5,977	6,262
	Bourbon Whiskey	30,007	34,663	30,544	30,415	31,235
	Canadian Whisky	46,495	55,517	43,606	47,314	40,738
	Flavoured Whisky	283	620	420	569	622
	Irish Whiskey	26,999	30,280	30,114	25,534	23,781
	Other Country Whisky	1,915	2,397	2,099	2,221	2,222
	Single Malt Scotch Whisky	7,025	9,005	6,457	6,935	6,586

Spirits Sales (Litres)

Litres		Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2
Whisky	Summary	129,508	152,276	130,136	130,362	120,995
Summary		1,059,463	973,995	875,706	972,291	993,401

Wine Sales (Net \$)



Wine Sales (Net \$)

Wine

		Net Sales \$							
		Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2			
Argentina Wine	Argentina Red Wine	\$681,246	\$796,298	\$675,174	\$652,281	\$595,943			
	Argentina Rose Wine	\$5,959	\$2,460	\$2,037	\$8,004	\$6,255			
	Argentina Sparkling Wine	\$7,363	\$4,081	\$4,817	\$4,467	\$8,254			
	Argentina White Wine	\$35,535	\$33,285	\$30,509	\$43,617	\$42,899			
	Summary	\$730,104	\$836,124	\$712,536	\$708,369	\$653,352			
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0			
	Australia Red Wine	\$335,549	\$379,347	\$344,218	\$315,807	\$312,637			
	Australia Rose Wine	\$23,490	\$16,997	\$15,999	\$20,338	\$22,862			
	Australia Sparkling Wine	\$106,188	\$83,082	\$69,283	\$84,063	\$92,180			
	Australia White Wine	\$186,047	\$153,937	\$136,404	\$157,975	\$167,137			
	Summary	\$651,274	\$633,362	\$565,904	\$578,183	\$594,815			
Austria Wine	Austria Fruit and Dessert Wine	\$62	\$42	\$1,894	\$2,240	\$334			
	Austria Red Wine	\$16,041	\$16,169	\$15,387	\$19,342	\$13,494			
	Austria Rose Wine	\$8,497	\$6,648	\$4,349	\$3,912	\$5,778			
	Austria Sparkling Wine	\$2,843	\$935	\$488	\$1,591	\$3,853			
	Austria White Wine	\$57,495	\$43,139	\$39,748	\$41,363	\$52,678			
	Summary	\$84,939	\$66,933	\$61,866	\$68,448	\$76,136			
Bulgaria Wine	Bulgaria Red Wine	\$0	\$0	\$0	\$0	\$0			
	Bulgaria Rose Wine	\$0	\$0	\$0	\$0	\$0			
	Bulgaria White Wine	\$0	\$0	\$0	\$0	\$0			
	Summary	\$0	\$0	\$0	\$0	\$0			
Canada - BC	Canada - BC Dessert Wine	\$14,397	\$14,069	\$9,592	\$6,641	\$10,000			
	Canada - BC Fruit Wine	\$86,025	\$133,193	\$33,543	\$36,276	\$96,175			
	Canada - BC Ice Wine	\$58,020	\$40,241	\$51,418	\$39,502	\$53,288			
	Canada - BC Red Wine	\$8,534,601	\$9,644,119	\$7,815,330	\$8,367,369	\$7,985,399			
	Canada - BC Rose Wine	\$1,894,709	\$770,973	\$783,409	\$1,657,653	\$1,845,497			

Wine Sales (Net \$)

Net Sales \$		Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2
Canada - BC	Canada - BC Sparkling Wine	\$1,243,348	\$955,199	\$799,959	\$1,259,283	\$1,287,298
	Canada - BC White Wine	\$10,973,732	\$8,808,106	\$7,596,026	\$10,003,153	\$10,485,893
	Summary	\$22,804,832	\$20,365,900	\$17,089,277	\$21,369,877	\$21,763,550
Canada - Other	Canada - Other Dessert Wine	\$1,896	\$5,233	\$3,925	\$2,844	\$1,773
	Canada - Other Fruit Wine	\$0	\$0	\$0	\$0	\$0
	Canada - Other Ice Wine	\$1,914	\$1,409	\$1,162	\$2,288	\$843
	Canada - Other Red Wine	\$11,538	\$2,843	\$5,009	\$15,810	\$11,035
	Canada - Other Rose Wine	\$718	\$1,189	\$1,302	\$1,989	\$2,785
	Canada - Other Sparkling Wine	\$134,227	\$146,887	\$142,728	\$219,445	\$229,567
	Canada - Other White Wine	\$12,604	\$13,713	\$17,291	\$22,361	\$28,921
	Summary	\$162,898	\$171,275	\$171,417	\$264,737	\$274,923
Chile Wine	Chile Fruit and Dessert Wine	\$639	\$160	\$0	\$160	\$320
	Chile Red Wine	\$255,380	\$290,838	\$245,949	\$240,069	\$224,440
	Chile Rose Wine	\$12,682	\$6,269	\$4,484	\$13,769	\$19,353
	Chile Sparkling Wine	\$1,572	\$1,177	\$1,808	\$2,736	\$841
	Chile White Wine	\$155,023	\$135,949	\$127,755	\$156,723	\$182,114
	Summary	\$425,297	\$434,393	\$379,996	\$413,458	\$427,069
China Wine	China Fruit and Dessert Wine	\$3,172	\$413	\$152	\$0	\$147
	China Red Wine	\$4,621	\$0	\$2,148	\$0	\$0
	China White Wine	\$0	\$221	\$0	\$0	\$0
	Summary	\$7,793	\$634	\$2,300	\$0	\$147
Fortified Wine	Other Fortified Domestic Wine	\$23,760	\$27,281	\$27,874	\$29,085	\$28,332
	Other Fortified Import Wine	\$104,615	\$116,785	\$91,854	\$105,751	\$102,577
	Port Wine	\$74,235	\$92,938	\$64,936	\$74,467	\$78,875
	Sherry Wine	\$25,823	\$35,247	\$25,592	\$35,123	\$33,460
	Vermouth Wine	\$206,341	\$228,314	\$216,056	\$217,348	\$220,683
	Summary	\$434,773	\$500,564	\$426,313	\$461,774	\$463,928
France Wine	France Champagne Wine	\$1,802,364	\$1,835,894	\$1,141,199	\$1,095,712	\$1,276,499

Wine Sales (Net \$)

Net Sales \$		Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2
France Wine	France Fruit and Dessert Wine	\$18,131	\$22,040	\$10,028	\$6,836	\$16,290
	France Red Wine	\$1,500,784	\$2,397,932	\$1,634,979	\$1,340,386	\$1,494,774
	France Rose Wine	\$806,345	\$311,666	\$328,375	\$664,086	\$816,433
	France Sparkling Wine	\$263,329	\$271,866	\$211,421	\$254,584	\$264,235
	France White Wine	\$1,574,302	\$1,540,809	\$1,296,939	\$1,883,808	\$1,825,931
	Summary	\$5,965,255	\$6,380,206	\$4,622,940	\$5,245,413	\$5,694,161
Georgia Wine	Georgia Red Wine	\$3,787	\$10,449	\$9,589	\$8,677	\$6,066
	Georgia Rose Wine	\$399	\$2,412	\$818	\$1,197	\$604
	Georgia Sparkling Wine	\$419	\$644	\$3,005	\$3,400	\$1,682
	Georgia White Wine	\$3,128	\$7,071	\$8,145	\$10,258	\$5,412
	Summary	\$7,732	\$20,576	\$21,556	\$23,532	\$13,764
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$1,560
	Germany Red Wine	\$21,180	\$18,955	\$17,148	\$15,861	\$15,140
	Germany Rose Wine	\$4,015	\$1,343	\$3,517	\$3,330	\$1,356
	Germany Sparkling Wine	\$169,415	\$184,908	\$136,222	\$162,619	\$141,579
	Germany White Wine	\$71,015	\$73,522	\$71,961	\$64,413	\$70,760
	Summary	\$265,625	\$278,728	\$228,848	\$246,223	\$230,396
Greece Wine	Greece Fruit and Dessert Wine	\$0	\$0	\$0	\$3,292	\$0
	Greece Red Wine	\$72,158	\$102,162	\$77,945	\$88,544	\$56,809
	Greece Rose Wine	\$10,586	\$7,819	\$6,116	\$12,796	\$14,259
	Greece Sparkling Wine	\$4,294	\$4,733	\$4,897	\$2,820	\$3,132
	Greece White Wine	\$69,624	\$58,029	\$65,948	\$100,210	\$84,547
	Summary	\$156,662	\$172,743	\$154,906	\$207,662	\$158,747
Hungary Wine	Hungary Fruit and Dessert Wine	\$4,854	\$7,934	\$8,494	\$7,427	\$7,863
	Hungary Red Wine	\$2,166	\$2,037	\$1,641	\$1,086	\$3,234
	Hungary Rose Wine	\$0	\$600	\$1,147	\$553	\$913
	Hungary Sparkling Wine	\$124,981	\$44,072	\$33,202	\$45,104	\$60,968
	Hungary White Wine	\$18,209	\$11,330	\$11,359	\$10,038	\$19,362

Wine Sales (Net \$)

Net Sales \$		Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2
Hungary Wine	Summary	\$150,211	\$65,973	\$55,842	\$64,208	\$92,340
Israel Wine	Israel Red Wine	\$869	\$962	\$849	\$752	\$152
	Israel Rose Wine	\$0	\$20	\$0	\$0	\$23
	Israel White Wine	\$0	\$503	\$652	\$0	\$19
	Summary	\$869	\$1,486	\$1,501	\$752	\$193
Italy Wine	Italy Fruit and Dessert Wine	\$6,099	\$5,043	\$5,527	\$6,766	\$5,280
	Italy Red Wine	\$3,295,243	\$4,620,434	\$3,465,940	\$3,710,592	\$3,410,692
	Italy Rose Wine	\$139,070	\$62,527	\$70,687	\$152,386	\$159,419
	Italy Sparkling Wine	\$759,481	\$746,680	\$639,982	\$895,611	\$912,539
	Italy White Wine	\$1,832,531	\$1,664,608	\$1,480,405	\$1,872,502	\$1,963,575
	Prosecco Wine	\$1,568,974	\$1,373,893	\$1,108,803	\$1,487,876	\$1,661,956
	Summary	\$7,601,398	\$8,473,185	\$6,771,342	\$8,125,733	\$8,113,461
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$57,578	\$58,748	\$47,415	\$39,824	\$41,575
	New Zealand Rose Wine	\$35,639	\$16,351	\$10,311	\$20,187	\$22,519
	New Zealand Sparkling Wine	\$4,758	\$5,300	\$4,090	\$2,822	\$4,781
	New Zealand White Wine	\$1,492,919	\$1,251,946	\$1,180,214	\$1,385,081	\$1,418,278
	Summary	\$1,590,894	\$1,332,344	\$1,242,030	\$1,447,914	\$1,487,153
Other Country Wine	Other Country Fruit and Dessert Wine	\$100,430	\$105,611	\$96,589	\$94,206	\$95,197
	Other Country Red Wine	\$18,662	\$23,897	\$19,710	\$26,868	\$21,612
	Other Country Rose Wine	\$4,090	\$3,352	\$629	\$10,305	\$4,468
	Other Country Sparkling Wine	\$3,573	\$4,671	\$6,229	\$11,176	\$5,464
	Other Country White Wine	\$10,405	\$16,912	\$14,212	\$31,497	\$28,904
	Summary	\$137,160	\$154,443	\$137,369	\$174,052	\$155,645
Other Style Wine	Aperitif And Flavoured Wine	\$2,983	\$2,802	\$4,238	\$3,648	\$4,481
	Mead	\$13,853	\$14,140	\$18,216	\$24,843	\$36,648
	Rice Wine	\$11,885	\$11,342	\$12,210	\$12,654	\$11,989
	Summary	\$28,721	\$28,284	\$34,665	\$41,145	\$53,118

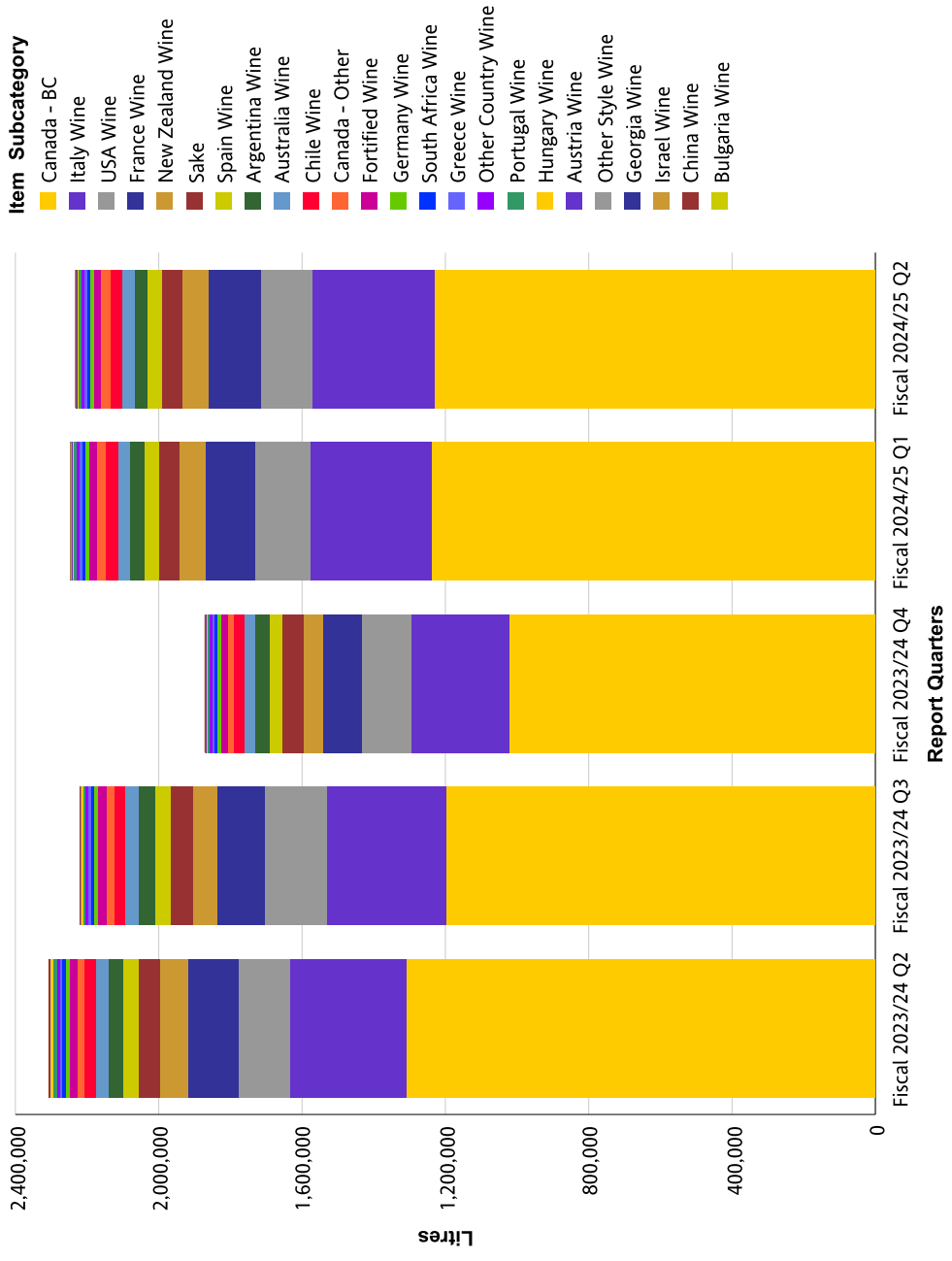
Wine Sales (Net \$)

Net Sales \$		Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2
Portugal Wine	Portugal Fruit and Dessert Wine	\$344	\$1,770	\$471	\$943	\$234
	Portugal Red Wine	\$38,625	\$48,395	\$49,274	\$49,010	\$34,056
	Portugal Rose Wine	\$6,259	\$3,540	\$4,328	\$6,268	\$6,677
	Portugal Sparkling Wine	\$3,586	\$2,744	\$3,238	\$5,216	\$4,585
	Portugal White Wine	\$116,580	\$52,470	\$47,345	\$92,790	\$83,418
	Summary	\$165,394	\$108,920	\$104,656	\$154,228	\$128,971
Sake	Japan Sake	\$1,024,221	\$948,572	\$854,080	\$913,558	\$916,550
	Other Country Sake	\$29,970	\$25,136	\$24,721	\$21,477	\$23,220
	USA Sake	\$290,502	\$313,429	\$300,394	\$283,622	\$273,963
	Summary	\$1,344,694	\$1,287,137	\$1,179,194	\$1,218,657	\$1,213,733
South Africa Wine	South Africa Fruit and Dessert Wine	\$2,903	\$332	\$0	\$185	\$80
	South Africa Red Wine	\$72,106	\$63,757	\$50,933	\$47,130	\$46,830
	South Africa Rose Wine	\$1,260	\$1,287	\$1,070	\$2,436	\$2,932
	South Africa Sparkling Wine	\$252	\$1,177	\$3,090	\$336	\$505
	South Africa White Wine	\$81,961	\$79,674	\$71,504	\$90,077	\$101,627
	Summary	\$158,482	\$146,227	\$126,597	\$140,165	\$151,973
Spain Wine	Spain Fruit and Dessert Wine	\$9,023	\$5,788	\$5,505	\$8,512	\$6,088
	Spain Red Wine	\$416,421	\$549,017	\$404,984	\$391,017	\$440,136
	Spain Rose Wine	\$32,861	\$16,286	\$12,985	\$28,568	\$26,861
	Spain Sparkling Wine	\$419,174	\$329,590	\$302,079	\$382,069	\$423,661
	Spain White Wine	\$155,801	\$123,189	\$111,193	\$150,136	\$147,882
	Summary	\$1,033,280	\$1,023,868	\$836,746	\$960,301	\$1,044,628
USA Wine	USA Fruit and Dessert Wine	\$0	\$600	\$0	\$0	\$0
	USA Red Wine	\$3,375,912	\$4,497,648	\$3,473,322	\$3,712,455	\$3,204,468
	USA Rose Wine	\$54,525	\$24,408	\$26,299	\$41,534	\$38,438
	USA Sparkling Wine	\$27,057	\$30,195	\$16,002	\$23,089	\$16,729
	USA White Wine	\$963,376	\$836,270	\$691,895	\$995,121	\$987,695
	Summary	\$4,420,870	\$5,389,122	\$4,207,518	\$4,772,199	\$4,247,330

Wine Sales (Net \$)

Net Sales \$	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2
Summary	\$48,329,158	\$47,872,427	\$39,135,319	\$46,687,030	\$47,039,531

Wine Sales (Litres)



Wine Sales (Litres)

Wine

		Litres						
		Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2		
Argentina Wine	Argentina Red Wine	37,082	45,118	37,488	35,414	32,273		
	Argentina Rose Wine	503	195	170	519	426		
	Argentina Sparkling Wine	468	266	279	270	432		
	Argentina White Wine	2,076	2,052	1,796	2,641	2,605		
	Summary	40,129	47,631	39,732	38,843	35,736		
Australia Wine	Australia Fruit and Dessert Wine	0	0	0	0	0		
	Australia Red Wine	16,410	19,286	16,736	16,165	14,867		
	Australia Rose Wine	1,661	1,259	1,066	1,279	1,258		
	Australia Sparkling Wine	6,453	5,238	4,304	5,399	5,693		
	Australia White Wine	11,586	10,009	8,628	10,804	10,990		
	Summary	36,110	35,792	30,734	33,647	32,809		
Austria Wine	Austria Fruit and Dessert Wine	1	1	16	20	6		
	Austria Red Wine	455	432	418	537	374		
	Austria Rose Wine	220	194	107	80	138		
	Austria Sparkling Wine	68	22	18	45	108		
	Austria White Wine	1,498	1,104	1,057	1,164	1,270		
	Summary	2,241	1,753	1,616	1,846	1,896		
Bulgaria Wine	Bulgaria Red Wine	0	0	0	0	0		
	Bulgaria Rose Wine	0	0	0	0	0		
	Bulgaria White Wine	0	0	0	0	0		
	Summary	0	0	0	0	0		
Canada - BC	Canada - BC Dessert Wine	218	286	140	114	172		
	Canada - BC Fruit Wine	4,102	5,575	1,708	1,626	4,862		
	Canada - BC Ice Wine	804	594	493	670	777		
	Canada - BC Red Wine	461,934	530,929	440,921	465,409	429,364		
	Canada - BC Rose Wine	94,336	38,742	38,975	81,842	90,420		

Wine Sales (Litres)

Litres		Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2
Canada - BC	Canada - BC Sparkling Wine	46,476	35,639	30,085	45,503	46,520
	Canada - BC White Wine	701,005	584,904	509,792	644,663	659,544
	Summary	1,308,875	1,196,669	1,022,113	1,239,826	1,231,660
Canada - Other	Canada - Other Dessert Wine	17	48	36	24	15
	Canada - Other Fruit Wine	0	0	0	0	0
	Canada - Other Ice Wine	21	15	13	25	9
	Canada - Other Red Wine	306	166	203	593	335
	Canada - Other Rose Wine	72	93	92	165	219
	Canada - Other Sparkling Wine	19,207	20,326	15,908	24,270	25,330
	Canada - Other White Wine	630	759	687	1,105	1,188
	Summary	20,253	21,408	16,939	26,182	27,095
Chile Wine	Chile Fruit and Dessert Wine	18	4	0	4	9
	Chile Red Wine	17,518	20,237	17,830	18,180	16,540
	Chile Rose Wine	1,027	494	399	1,278	1,848
	Chile Sparkling Wine	60	55	86	130	36
	Chile White Wine	12,579	11,005	10,952	13,781	14,853
	Summary	31,201	31,795	29,268	33,374	33,286
China Wine	China Fruit and Dessert Wine	116	13	3	0	4
	China Red Wine	11	0	22	0	0
	China White Wine	0	4	0	0	0
	Summary	127	18	26	0	4
Fortified Wine	Other Fortified Domestic Wine	1,225	1,188	1,266	1,381	1,288
	Other Fortified Import Wine	3,888	4,333	3,473	3,836	3,819
	Port Wine	1,746	2,347	1,568	1,743	1,797
	Sherry Wine	956	1,249	952	1,208	1,103
	Vermouth Wine	12,170	13,395	12,040	12,081	12,120
	Summary	19,985	22,513	19,299	20,249	20,126
France Wine	France Champagne Wine	15,719	16,399	10,146	10,419	12,025

Wine Sales (Litres)

Litres		Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2
France Wine	France Fruit and Dessert Wine	162	277	129	113	164
	France Red Wine	33,956	47,481	36,584	36,528	34,773
	France Rose Wine	37,044	15,113	15,540	30,031	37,708
	France Sparkling Wine	13,309	13,008	10,972	13,172	13,345
	France White Wine	41,589	41,085	34,154	48,669	50,421
	Summary	141,779	133,363	107,524	138,931	148,435
Georgia Wine	Georgia Red Wine	96	287	261	206	152
	Georgia Rose Wine	9	54	18	27	14
	Georgia Sparkling Wine	9	14	63	71	35
	Georgia White Wine	76	166	199	246	132
	Summary	190	521	541	550	333
Germany Wine	Germany Fruit and Dessert Wine	0	0	0	0	2
	Germany Red Wine	414	460	432	390	336
	Germany Rose Wine	140	51	110	87	54
	Germany Sparkling Wine	8,247	9,300	6,589	7,961	6,389
	Germany White Wine	2,884	2,748	2,682	2,317	2,581
	Summary	11,685	12,559	9,813	10,755	9,362
Greece Wine	Greece Fruit and Dessert Wine	0	0	0	27	0
	Greece Red Wine	3,436	4,794	3,861	4,310	2,960
	Greece Rose Wine	346	338	309	574	659
	Greece Sparkling Wine	122	122	148	99	104
	Greece White Wine	3,561	2,958	3,319	4,340	4,076
	Summary	7,465	8,211	7,638	9,350	7,798
Hungary Wine	Hungary Fruit and Dessert Wine	63	90	111	96	86
	Hungary Red Wine	95	100	81	68	149
	Hungary Rose Wine	0	18	36	18	27
	Hungary Sparkling Wine	7,740	2,783	1,990	2,524	3,436
	Hungary White Wine	855	512	460	411	586

Wine Sales (Litres)

Litres		Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2
Hungary Wine	Summary	8,753	3,503	2,678	3,116	4,285
Israel Wine	Israel Red Wine	32	35	33	28	5
	Israel Rose Wine	0	1	0	0	1
	Israel White Wine	0	20	26	0	1
	Summary	32	56	59	28	7
Italy Wine	Italy Fruit and Dessert Wine	62	52	49	74	46
	Italy Red Wine	104,361	135,259	109,058	112,912	104,285
	Italy Rose Wine	6,205	2,606	2,916	6,010	6,190
	Italy Sparkling Wine	38,950	37,282	32,539	46,593	46,627
	Italy White Wine	99,781	91,244	78,740	101,166	105,209
	Prosecco Wine	75,093	68,331	51,161	70,258	77,629
	Summary	324,451	334,773	274,464	337,013	339,987
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	1,892	2,350	1,531	1,504	1,496
	New Zealand Rose Wine	1,780	783	468	976	1,161
	New Zealand Sparkling Wine	172	249	178	120	205
	New Zealand White Wine	73,392	64,761	53,536	69,816	70,470
	Summary	77,237	68,143	55,713	72,416	73,332
Other Country Wine	Other Country Fruit and Dessert Wine	6,165	6,523	5,950	5,832	5,960
	Other Country Red Wine	584	776	558	777	646
	Other Country Rose Wine	125	99	9	243	140
	Other Country Sparkling Wine	112	111	130	192	232
	Other Country White Wine	376	561	392	873	928
	Summary	7,362	8,069	7,040	7,917	7,907
Other Style Wine	Aperitif And Flavoured Wine	137	176	187	165	188
	Mead	370	388	469	642	942
	Rice Wine	1,060	1,060	1,063	1,103	1,034
	Summary	1,566	1,624	1,719	1,909	2,164

Wine Sales (Litres)

Litres		Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2
Portugal Wine	Portugal Fruit and Dessert Wine	6	42	10	27	9
	Portugal Red Wine	2,198	2,686	2,634	2,509	1,756
	Portugal Rose Wine	493	281	326	455	463
	Portugal Sparkling Wine	153	99	126	216	216
	Portugal White Wine	7,277	2,860	2,814	5,671	4,887
	Summary	10,126	5,968	5,909	8,878	7,330
Sake	Japan Sake	24,398	22,955	20,662	22,437	21,576
	Other Country Sake	1,254	1,009	998	841	935
	USA Sake	33,906	37,250	35,929	33,263	32,003
	Summary	59,558	61,214	57,589	56,541	54,514
South Africa Wine	South Africa Fruit and Dessert Wine	18	2	0	1	0
	South Africa Red Wine	3,863	3,602	2,774	2,586	2,421
	South Africa Rose Wine	91	86	59	148	178
	South Africa Sparkling Wine	7	32	73	9	14
	South Africa White Wine	4,959	4,480	4,068	5,380	5,911
	Summary	8,938	8,201	6,974	8,125	8,524
Spain Wine	Spain Fruit and Dessert Wine	260	179	166	259	180
	Spain Red Wine	15,005	19,538	16,136	15,516	14,762
	Spain Rose Wine	1,881	986	764	1,634	1,472
	Spain Sparkling Wine	22,627	17,499	15,604	19,032	21,640
	Spain White Wine	5,320	4,421	3,876	5,265	4,978
	Summary	45,092	42,623	36,547	41,706	43,031
USA Wine	USA Fruit and Dessert Wine	0	12	0	0	0
	USA Red Wine	100,420	135,835	106,491	111,167	97,663
	USA Rose Wine	3,398	1,839	1,672	2,346	2,516
	USA Sparkling Wine	952	889	512	679	518
	USA White Wine	38,768	34,294	28,288	40,480	41,343
	Summary	143,537	172,869	136,963	154,672	142,039

Wine Sales (Litres)

Litres	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2
Summary	2,306,694	2,219,276	1,870,897	2,245,875	2,231,661

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.