

# Liquor Market Review

Fiscal 2023/24 Q4

March 2024



**LIQUOR  
DISTRIBUTION  
BRANCH**

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# Introduction

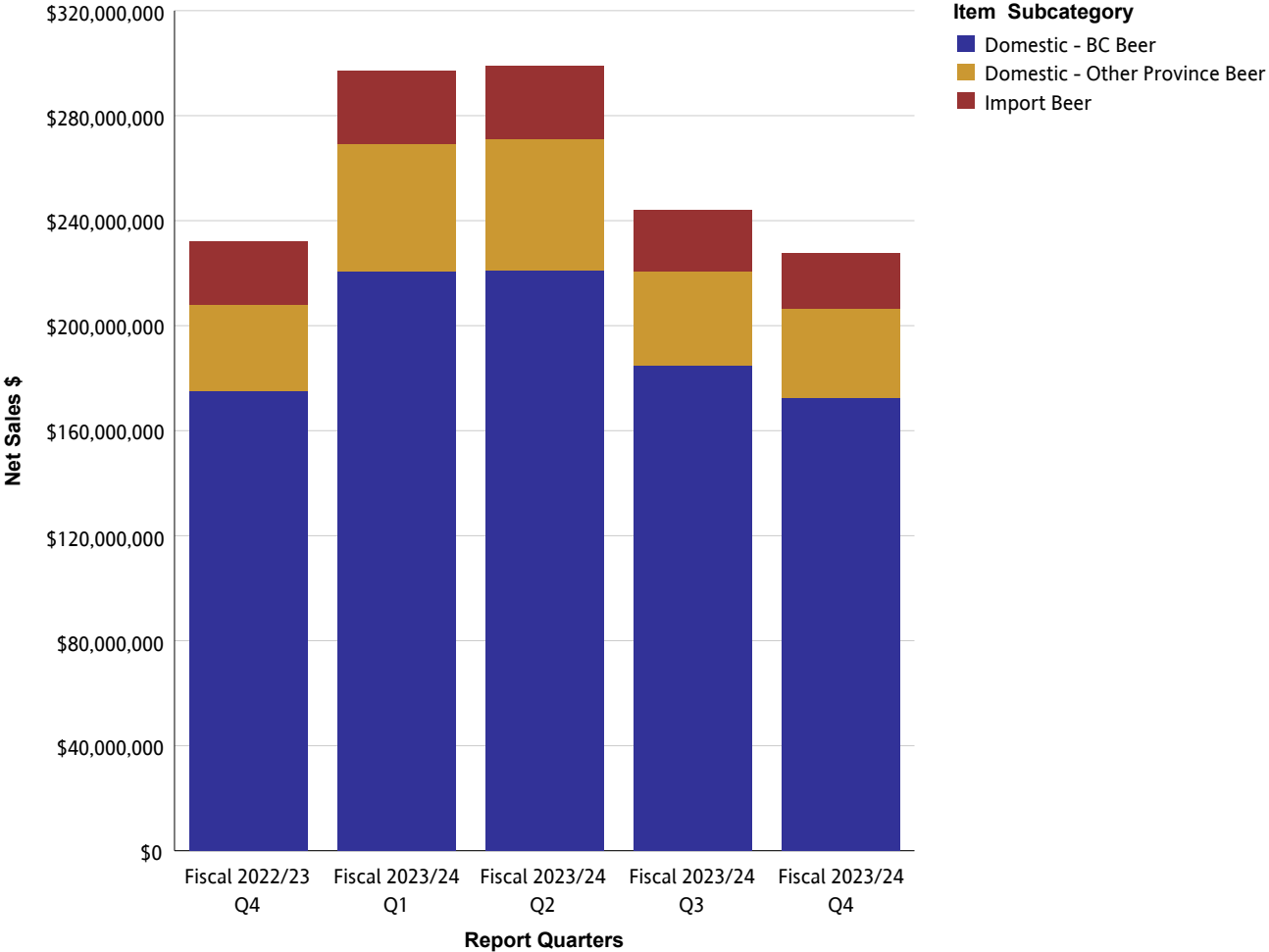
The Liquor Market Review provides provincial sales through the Wholesale channel for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer and excludes any applicable taxes. For each reporting period, the 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 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 \$)

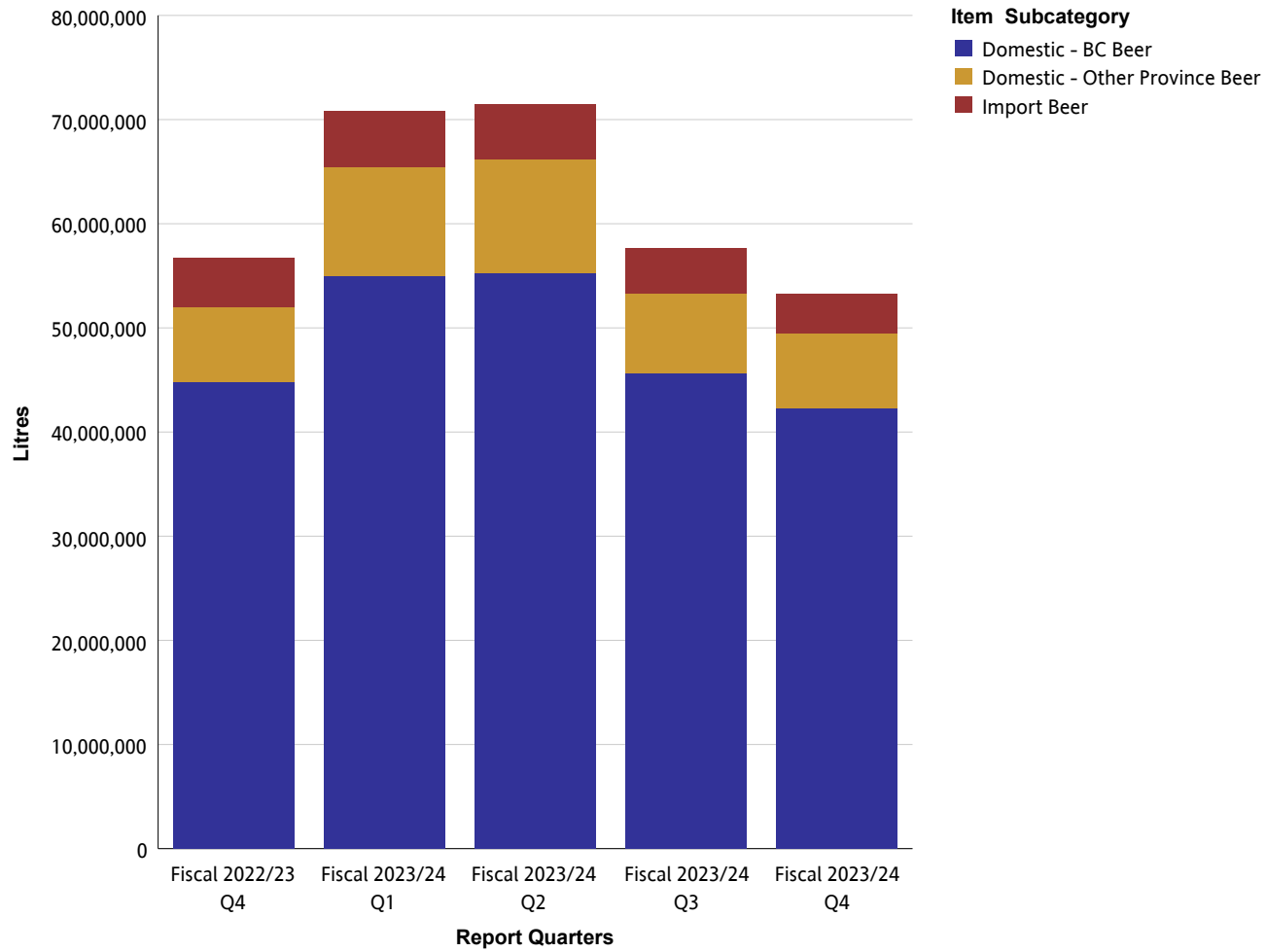


## Beer Sales (Net \$)

### Beer

Net Sales \$		Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	\$102,516,159	\$126,532,483	\$124,738,165	\$105,251,981	\$99,778,503
	Domestic - BC Micro Brew Beer	\$30,984,824	\$39,769,585	\$41,303,943	\$32,417,044	\$29,514,097
	Domestic - BC Regional Beer	\$41,677,599	\$54,382,941	\$54,861,388	\$47,161,113	\$43,336,367
	<b>Summary</b>	<b>\$175,178,582</b>	<b>\$220,685,009</b>	<b>\$220,903,495</b>	<b>\$184,830,138</b>	<b>\$172,628,966</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$32,008,194	\$47,601,265	\$49,293,473	\$34,897,494	\$33,219,195
	Domestic - Other Province Micro Brew Beer	\$104,256	\$128,899	\$182,679	\$214,599	\$87,585
	Domestic - Other Province Regional Beer	\$725,463	\$812,491	\$874,217	\$619,673	\$436,211
	<b>Summary</b>	<b>\$32,837,914</b>	<b>\$48,542,655</b>	<b>\$50,350,369</b>	<b>\$35,731,767</b>	<b>\$33,742,992</b>
Import Beer	Asia And South Pacific Beer	\$1,365,776	\$1,583,505	\$1,672,812	\$1,558,647	\$1,556,797
	Europe Beer	\$19,066,654	\$21,031,042	\$21,172,119	\$18,568,426	\$16,451,257
	Mexico And Caribbean Beer	\$1,666,199	\$2,742,809	\$3,366,585	\$1,953,174	\$2,088,939
	Other Country Beer	\$529,595	\$615,967	\$644,477	\$612,907	\$615,115
	USA Beer	\$1,381,857	\$1,706,141	\$848,487	\$600,338	\$446,218
	<b>Summary</b>	<b>\$24,010,081</b>	<b>\$27,679,463</b>	<b>\$27,704,481</b>	<b>\$23,293,492</b>	<b>\$21,158,326</b>
<b>Summary</b>		<b>\$232,026,577</b>	<b>\$296,907,127</b>	<b>\$298,958,345</b>	<b>\$243,855,397</b>	<b>\$227,530,284</b>

## Beer Sales (Litres)

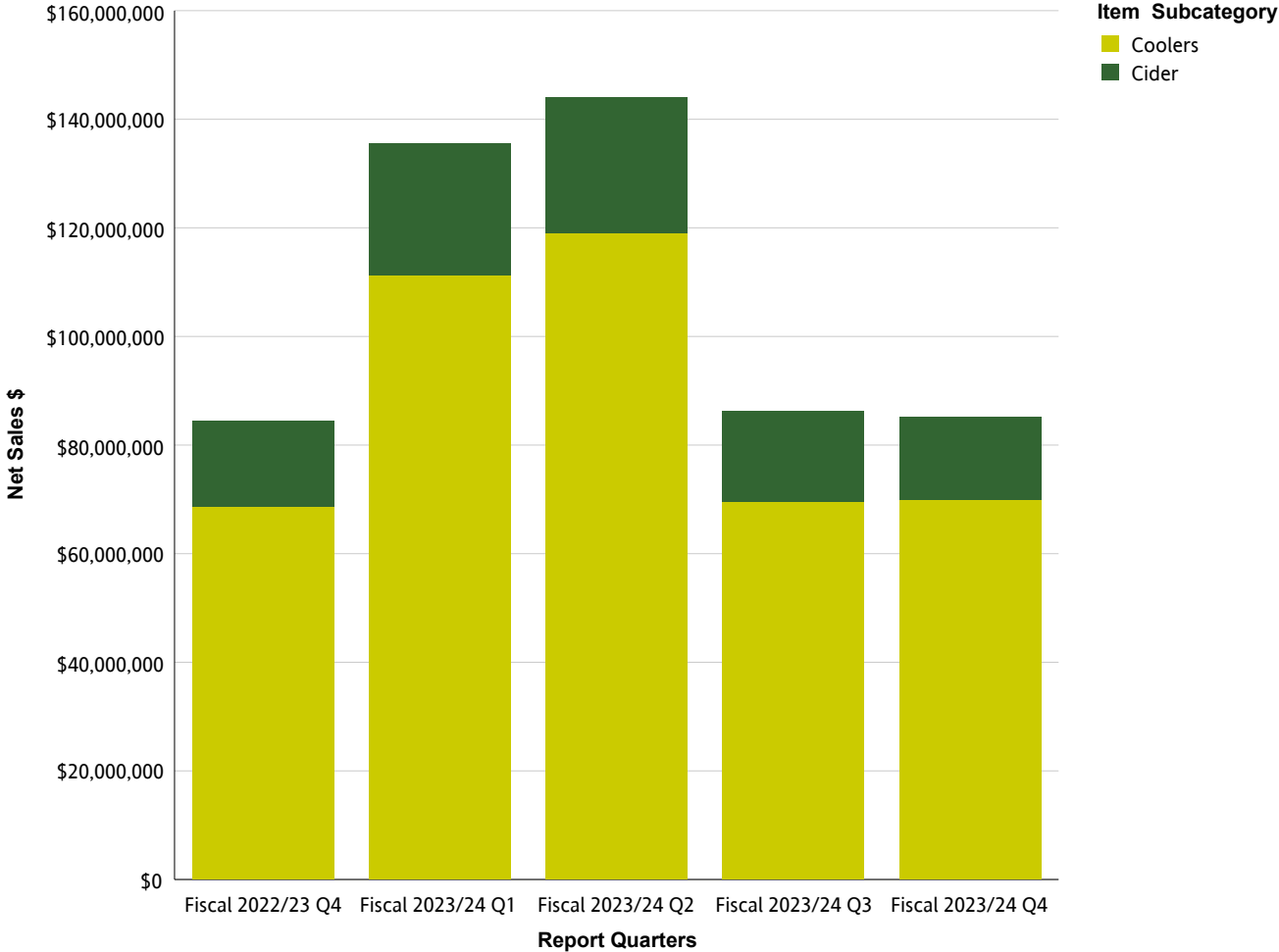


## Beer Sales (Litres)

### Beer

Litres		Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	27,733,166	32,949,709	32,780,248	27,101,703	25,176,192
	Domestic - BC Micro Brew Beer	6,180,737	7,865,950	8,160,701	6,304,454	5,832,159
	Domestic - BC Regional Beer	10,910,729	14,141,377	14,300,975	12,237,987	11,281,888
	<b>Summary</b>	<b>44,824,631</b>	<b>54,957,037</b>	<b>55,241,924</b>	<b>45,644,144</b>	<b>42,290,239</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	6,972,774	10,272,360	10,709,788	7,473,520	7,023,333
	Domestic - Other Province Micro Brew Beer	15,795	20,876	26,137	27,504	12,554
	Domestic - Other Province Regional Beer	191,623	209,400	216,032	161,125	115,277
	<b>Summary</b>	<b>7,180,192</b>	<b>10,502,637</b>	<b>10,951,957</b>	<b>7,662,149</b>	<b>7,151,164</b>
Import Beer	Asia And South Pacific Beer	242,133	281,279	299,035	272,880	276,070
	Europe Beer	3,836,302	4,179,852	4,098,331	3,529,672	3,015,747
	Mexico And Caribbean Beer	288,576	482,359	592,872	325,049	342,386
	Other Country Beer	88,396	102,199	104,708	98,997	97,882
	USA Beer	303,080	368,696	136,841	97,192	70,449
	<b>Summary</b>	<b>4,758,488</b>	<b>5,414,385</b>	<b>5,231,788</b>	<b>4,323,791</b>	<b>3,802,533</b>
<b>Summary</b>		<b>56,763,311</b>	<b>70,874,058</b>	<b>71,425,669</b>	<b>57,630,084</b>	<b>53,243,936</b>

# Refreshment Beverages Sales (Net \$)



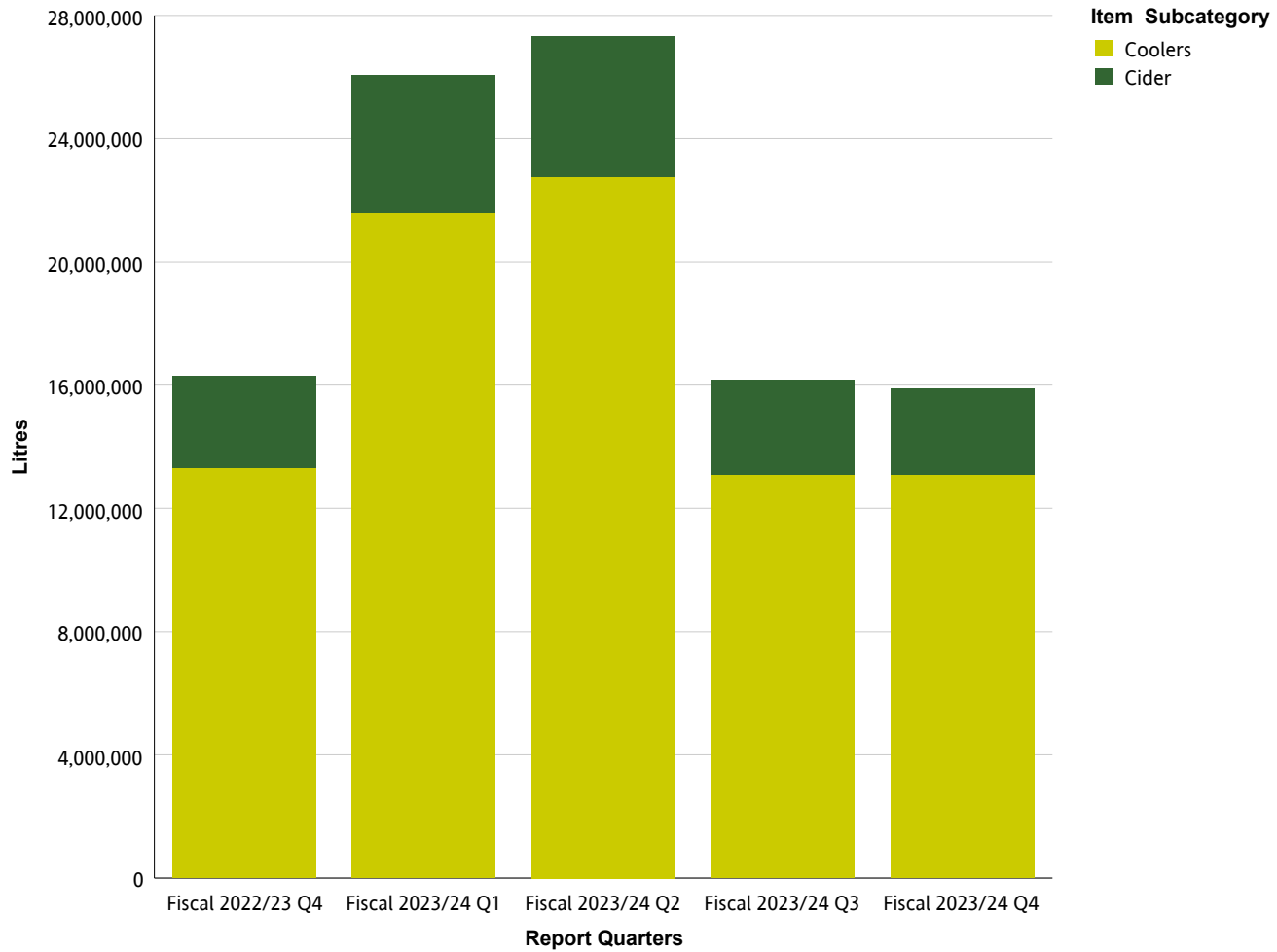


## Refreshment Beverages Sales (Net \$)

### Refreshment Beverages

Net Sales \$		Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4
Cider	Domestic Cider	\$13,166,849	\$20,184,726	\$21,392,691	\$13,636,629	\$12,742,340
	Import Cider	\$2,568,276	\$4,026,326	\$3,561,401	\$3,018,955	\$2,433,684
	<b>Summary</b>	<b>\$15,735,125</b>	<b>\$24,211,052</b>	<b>\$24,954,092</b>	<b>\$16,655,584</b>	<b>\$15,176,023</b>
Coolers	Malt-Based Coolers	\$343,609	\$754,660	\$816,425	\$380,890	\$234,433
	Spirit Coolers	\$66,962,051	\$108,562,112	\$116,217,113	\$68,018,552	\$68,693,344
	Wine/Fruit Coolers	\$1,336,774	\$2,037,666	\$2,008,372	\$1,248,176	\$1,040,352
	<b>Summary</b>	<b>\$68,642,434</b>	<b>\$111,354,438</b>	<b>\$119,041,910</b>	<b>\$69,647,618</b>	<b>\$69,968,130</b>
<b>Summary</b>		<b>\$84,377,559</b>	<b>\$135,565,490</b>	<b>\$143,996,002</b>	<b>\$86,303,201</b>	<b>\$85,144,153</b>

## Refreshment Beverages Sales (Litres)

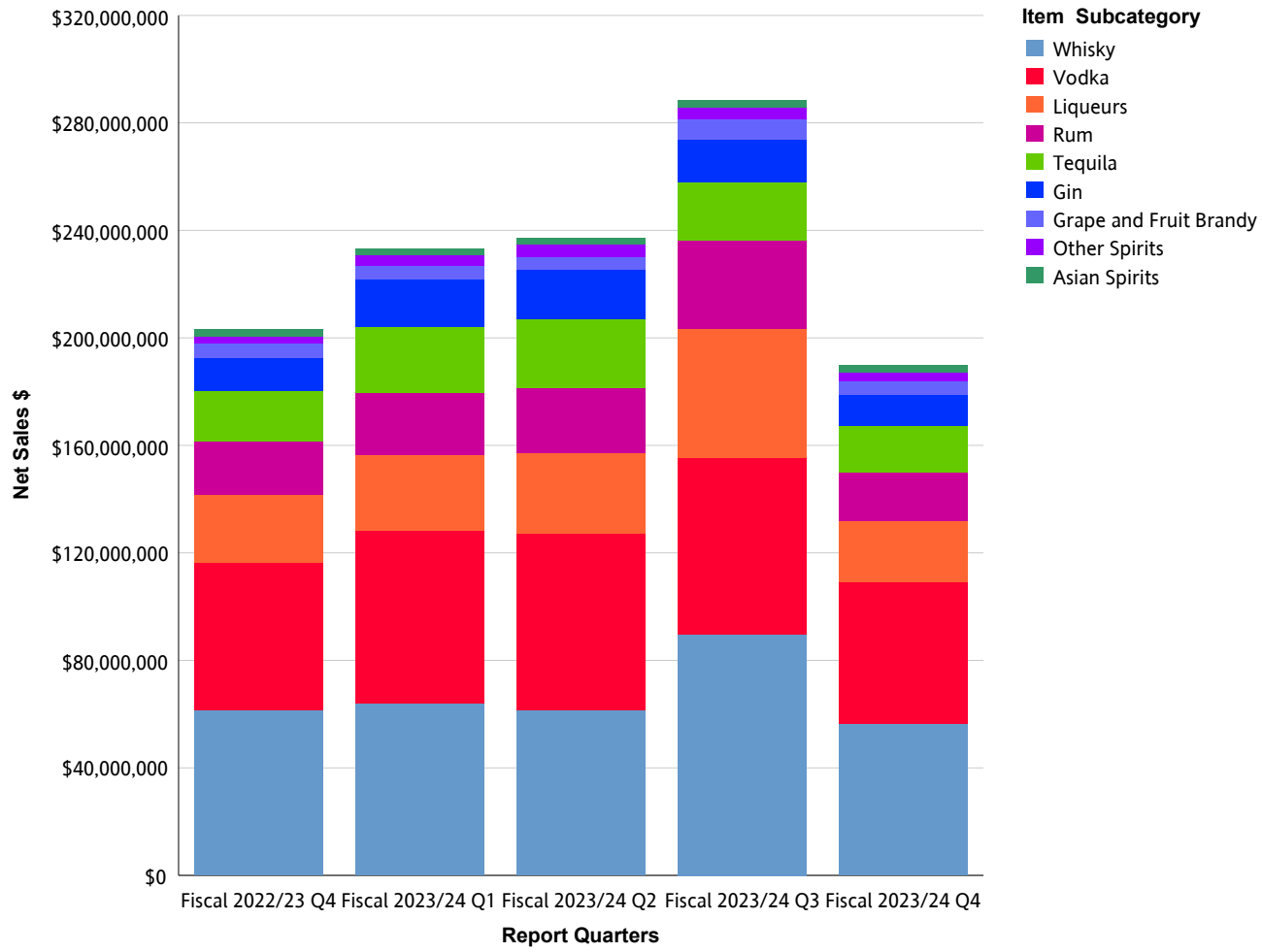


## Refreshment Beverages Sales (Litres)

### Refreshment Beverages

Litres		Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4
Cider	Domestic Cider	2,483,804	3,693,450	3,876,121	2,476,053	2,341,780
	Import Cider	493,572	786,472	683,887	598,919	456,151
	<b>Summary</b>	<b>2,977,377</b>	<b>4,479,921</b>	<b>4,560,007</b>	<b>3,074,971</b>	<b>2,797,930</b>
Coolers	Malt-Based Coolers	68,330	153,547	165,001	73,898	44,034
	Spirit Coolers	13,051,520	21,116,829	22,294,834	12,848,739	12,903,566
	Wine/Fruit Coolers	201,203	301,089	293,009	181,722	133,818
	<b>Summary</b>	<b>13,321,053</b>	<b>21,571,465</b>	<b>22,752,844</b>	<b>13,104,359</b>	<b>13,081,418</b>
<b>Summary</b>		<b>16,298,430</b>	<b>26,051,386</b>	<b>27,312,851</b>	<b>16,179,331</b>	<b>15,879,349</b>

## Spirits Sales (Net \$)



## Spirits Sales (Net \$)

### Spirits

Net Sales \$		Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4
Asian Spirits	China Spirits	\$1,335,970	\$866,070	\$824,345	\$1,282,512	\$1,247,337
	Korea Spirits	\$1,305,191	\$1,313,878	\$1,444,622	\$1,419,953	\$1,431,889
	Other Country Asian Spirits	\$149,634	\$154,180	\$155,042	\$191,820	\$133,718
	<b>Summary</b>	<b>\$2,790,794</b>	<b>\$2,334,128</b>	<b>\$2,424,009</b>	<b>\$2,894,284</b>	<b>\$2,812,944</b>
Gin	Dry Gin	\$11,059,778	\$15,313,333	\$16,027,950	\$14,166,397	\$10,628,213
	Flavoured Gin	\$898,393	\$1,623,898	\$1,407,588	\$1,111,169	\$761,841
	Other Gin	\$471,908	\$728,950	\$706,563	\$605,616	\$481,666
	<b>Summary</b>	<b>\$12,430,079</b>	<b>\$17,666,180</b>	<b>\$18,142,101</b>	<b>\$15,883,182</b>	<b>\$11,871,720</b>
Grape and Fruit Brandy	Armagnac	\$168,097	\$57,531	\$49,203	\$104,599	\$103,035
	Brandy	\$2,197,586	\$2,048,446	\$2,069,878	\$3,482,770	\$2,195,805
	Cognac	\$2,548,416	\$2,259,968	\$2,431,017	\$3,491,373	\$2,205,775
	Eau de Vie	\$238,699	\$293,787	\$233,427	\$387,306	\$174,580
	Grappa And Marc	\$71,564	\$65,061	\$65,195	\$78,619	\$63,157
	Pisco	\$105,858	\$145,465	\$129,308	\$128,948	\$115,466
	<b>Summary</b>	<b>\$5,330,221</b>	<b>\$4,870,258</b>	<b>\$4,978,030</b>	<b>\$7,673,615</b>	<b>\$4,857,818</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	\$8,402,226	\$9,205,542	\$9,183,097	\$10,959,777	\$7,868,269
	Coffee And Cocoa Liqueurs	\$1,618,354	\$1,601,118	\$1,913,470	\$3,235,154	\$1,639,090
	Cream/Dairy Liqueurs	\$6,370,929	\$6,820,715	\$8,397,978	\$21,455,471	\$5,481,557
	Fruit Liqueurs	\$5,126,238	\$6,533,839	\$6,510,183	\$7,281,400	\$4,766,876
	Nut Liqueurs	\$1,260,834	\$1,703,510	\$1,620,131	\$1,932,002	\$1,075,075
	Other Liqueurs	\$940,669	\$1,197,901	\$1,216,207	\$1,301,182	\$924,357
	Whiskey Liqueurs	\$1,470,798	\$1,321,360	\$1,336,095	\$1,989,937	\$1,207,082
	<b>Summary</b>	<b>\$25,190,049</b>	<b>\$28,383,983</b>	<b>\$30,177,161</b>	<b>\$48,154,924</b>	<b>\$22,962,306</b>
Other Spirits	Cachaca	\$34,535	\$56,993	\$44,814	\$28,068	\$34,859
	Flavoured Spirits	\$70,209	\$146,638	\$187,955	\$395,442	\$89,525
	Miscellaneous/Other Spirits	\$236,052	\$281,590	\$366,934	\$360,717	\$322,792

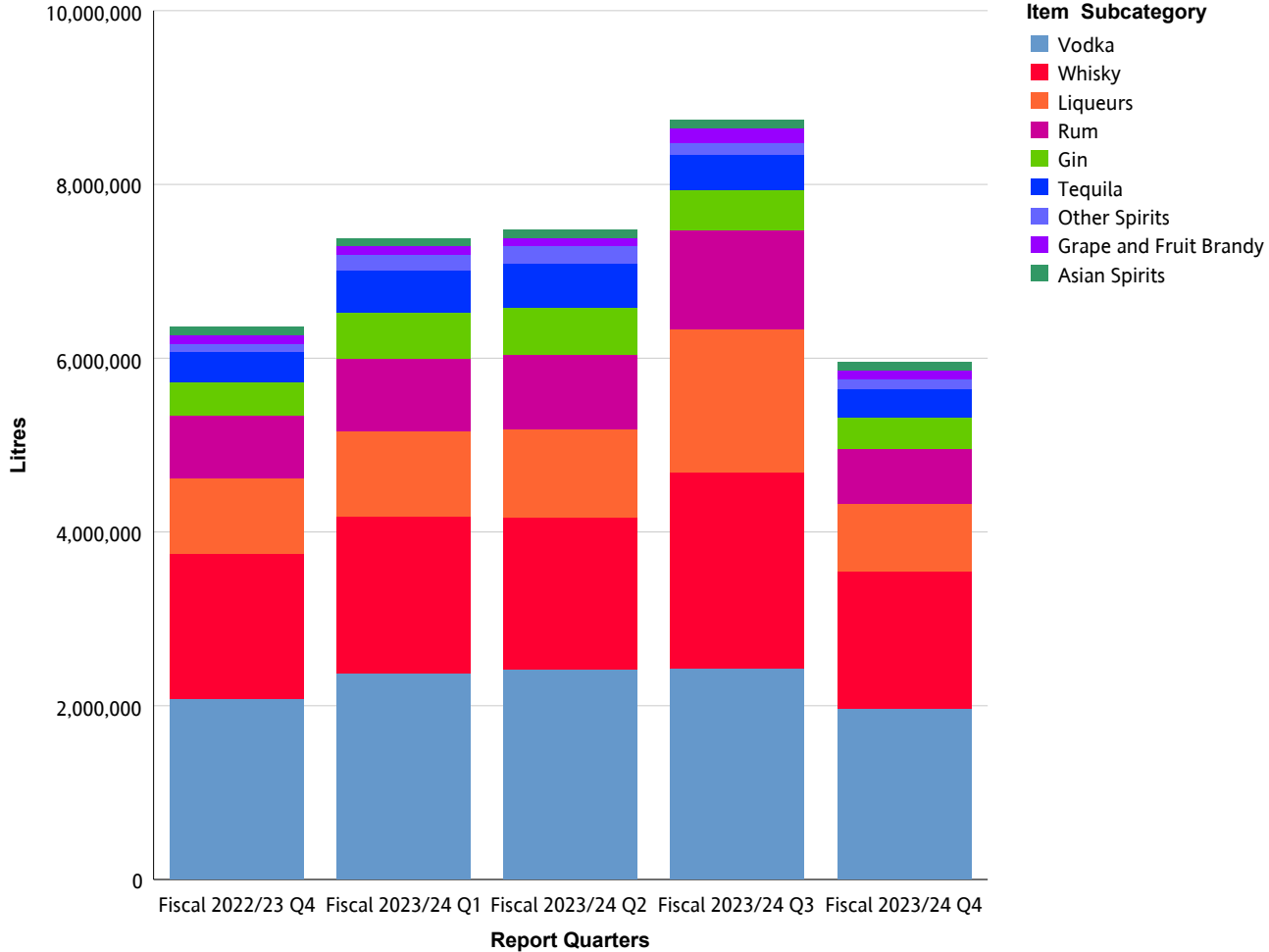
## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4
Other Spirits	Moonshine Spirits	\$390,965	\$641,873	\$688,543	\$689,201	\$513,803
	Ready to Mix Cocktails	\$506,119	\$628,568	\$589,462	\$508,755	\$488,178
	Ready to Serve Cocktails	\$1,192,405	\$2,432,206	\$2,619,609	\$2,051,700	\$1,663,847
	Schnapps and Akvavit	\$42,768	\$42,066	\$38,017	\$50,809	\$35,337
	<b>Summary</b>	<b>\$2,473,052</b>	<b>\$4,229,933</b>	<b>\$4,535,334</b>	<b>\$4,084,692</b>	<b>\$3,148,340</b>
Rum	Amber Rum	\$5,203,086	\$5,683,599	\$6,146,286	\$8,587,760	\$4,636,073
	Dark Rum	\$2,379,644	\$2,625,621	\$2,522,369	\$3,880,574	\$2,409,901
	Flavoured Rum	\$490,232	\$502,578	\$432,939	\$372,700	\$292,899
	Spiced Rum	\$6,277,696	\$6,968,589	\$7,417,941	\$12,344,985	\$5,671,746
	White Rum	\$5,733,294	\$7,170,324	\$7,482,550	\$7,550,436	\$5,133,209
	<b>Summary</b>	<b>\$20,083,952</b>	<b>\$22,950,711</b>	<b>\$24,002,087</b>	<b>\$32,736,455</b>	<b>\$18,143,829</b>
Tequila	Blanco/Silver Tequila	\$7,009,150	\$10,540,593	\$11,351,090	\$8,899,184	\$7,356,380
	Flavoured Tequila	\$535,606	\$834,421	\$899,775	\$801,173	\$542,283
	Gold Tequila	\$10,168,127	\$11,923,358	\$12,395,635	\$11,005,909	\$8,157,166
	Mezcal	\$898,931	\$1,299,093	\$1,135,103	\$1,044,944	\$972,308
	<b>Summary</b>	<b>\$18,611,814</b>	<b>\$24,597,466</b>	<b>\$25,781,603</b>	<b>\$21,751,210</b>	<b>\$17,028,138</b>
Vodka	Flavoured Vodka	\$4,818,925	\$6,262,612	\$5,443,812	\$5,332,826	\$3,804,296
	Straight Vodka	\$49,853,721	\$57,710,923	\$60,084,701	\$60,328,810	\$48,844,887
	<b>Summary</b>	<b>\$54,672,646</b>	<b>\$63,973,535</b>	<b>\$65,528,513</b>	<b>\$65,661,636</b>	<b>\$52,649,182</b>
Whisky	American Whiskey	\$2,752,239	\$2,809,603	\$2,754,113	\$3,882,372	\$2,607,951
	Blended Malt Scotch Whisky	\$281,678	\$212,854	\$254,372	\$406,663	\$221,485
	Blended Scotch Whisky	\$7,572,461	\$8,068,380	\$7,564,064	\$10,068,342	\$6,969,087
	Bourbon Whiskey	\$5,878,635	\$6,127,863	\$5,608,379	\$8,285,996	\$5,418,580
	Canadian Whisky	\$25,562,272	\$29,197,535	\$29,007,677	\$35,628,433	\$24,694,831
	Flavoured Whisky	\$364,651	\$328,701	\$359,011	\$1,060,595	\$757,234
	Irish Whiskey	\$5,949,074	\$5,316,171	\$5,308,816	\$7,869,004	\$5,915,524
	Other Country Whisky	\$1,463,444	\$1,585,406	\$1,249,125	\$2,723,834	\$1,456,846
	Single Malt Scotch Whisky	\$11,802,807	\$10,572,826	\$9,465,169	\$19,659,385	\$8,299,645

## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4
Whisky	Summary	\$61,627,261	\$64,219,340	\$61,570,726	\$89,584,624	\$56,341,182
<b>Summary</b>		<b>\$203,209,868</b>	<b>\$233,225,535</b>	<b>\$237,139,565</b>	<b>\$288,424,622</b>	<b>\$189,815,459</b>

# Spirits Sales (Litres)





## Spirits Sales (Litres)

### Spirits

Litres		Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4
Asian Spirits	China Spirits	21,796	15,045	13,233	18,632	17,502
	Korea Spirits	69,853	70,006	75,313	74,640	75,485
	Other Country Asian Spirits	3,477	3,697	3,558	4,047	3,359
	<b>Summary</b>	<b>95,126</b>	<b>88,747</b>	<b>92,104</b>	<b>97,319</b>	<b>96,346</b>
Gin	Dry Gin	348,280	467,639	490,266	424,590	326,142
	Flavoured Gin	25,167	47,344	39,511	28,847	20,687
	Other Gin	9,084	13,536	13,191	11,214	9,165
	<b>Summary</b>	<b>382,531</b>	<b>528,520</b>	<b>542,967</b>	<b>464,651</b>	<b>355,993</b>
Grape and Fruit Brandy	Armagnac	987	454	503	874	713
	Brandy	77,414	68,212	67,653	116,418	72,725
	Cognac	20,173	18,862	19,611	32,074	18,523
	Eau de Vie	5,136	6,157	5,024	8,038	3,549
	Grappa And Marc	1,193	1,202	1,164	1,522	1,134
	Pisco	2,577	3,657	3,171	3,184	2,707
	<b>Summary</b>	<b>107,479</b>	<b>98,545</b>	<b>97,124</b>	<b>162,108</b>	<b>99,351</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	288,177	316,397	297,157	362,011	254,921
	Coffee And Cocoa Liqueurs	65,122	62,321	72,099	126,114	62,178
	Cream/Dairy Liqueurs	227,781	242,773	296,061	762,718	199,658
	Fruit Liqueurs	175,468	218,461	213,372	222,171	153,746
	Nut Liqueurs	46,081	67,051	63,528	70,590	38,711
	Other Liqueurs	30,152	37,696	37,566	41,538	27,357
	Whiskey Liqueurs	44,721	41,586	41,293	60,085	38,361
	<b>Summary</b>	<b>877,503</b>	<b>986,286</b>	<b>1,021,077</b>	<b>1,645,228</b>	<b>774,932</b>
Other Spirits	Cachaca	1,180	1,804	1,414	832	1,063
	Flavoured Spirits	1,499	2,936	4,155	14,388	1,901
	Miscellaneous/Other Spirits	4,634	6,163	8,947	9,193	7,922

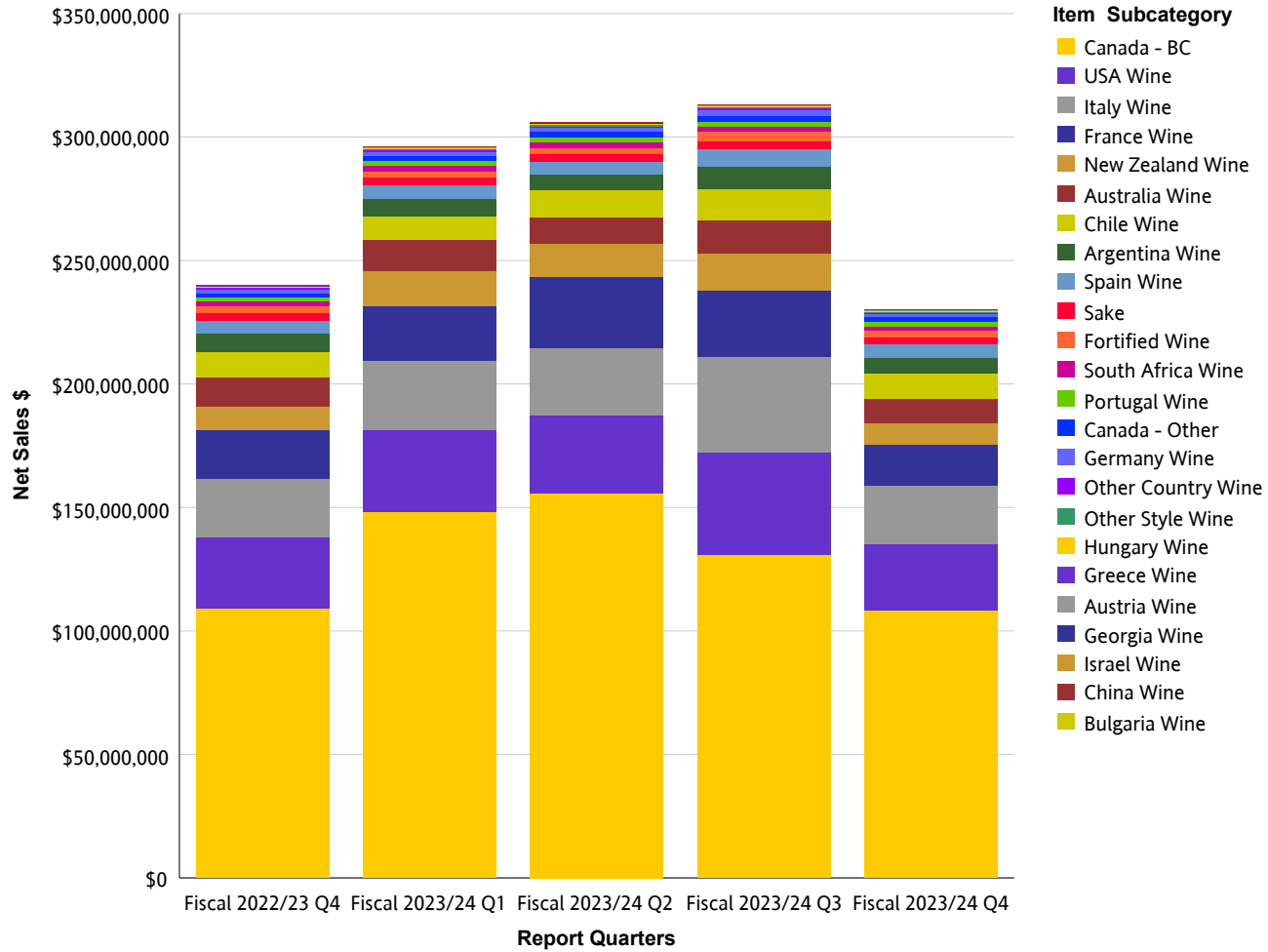
## Spirits Sales (Litres)

Litres		Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4
Other Spirits	Moonshine Spirits	8,025	14,043	15,223	15,071	11,410
	Ready to Mix Cocktails	25,290	32,202	29,918	25,622	24,980
	Ready to Serve Cocktails	53,066	123,524	141,636	79,736	72,773
	Schnapps and Akvavit	1,053	1,008	957	1,242	834
	<b>Summary</b>	<b>94,748</b>	<b>181,681</b>	<b>202,250</b>	<b>146,084</b>	<b>120,883</b>
Rum	Amber Rum	170,572	187,451	199,497	273,174	148,687
	Dark Rum	83,943	93,784	87,920	132,072	85,054
	Flavoured Rum	16,225	17,730	14,893	12,276	10,033
	Spiced Rum	208,982	231,622	247,267	415,689	184,954
	White Rum	239,519	296,783	307,734	311,255	208,592
	<b>Summary</b>	<b>719,241</b>	<b>827,370</b>	<b>857,311</b>	<b>1,144,466</b>	<b>637,320</b>
Tequila	Blanco/Silver Tequila	147,504	222,207	236,423	174,654	148,923
	Flavoured Tequila	10,672	17,020	18,476	12,890	10,364
	Gold Tequila	175,714	236,152	231,150	192,495	151,754
	Mezcal	12,436	17,896	16,816	15,564	14,742
	<b>Summary</b>	<b>346,325</b>	<b>493,275</b>	<b>502,866</b>	<b>395,603</b>	<b>325,783</b>
Vodka	Flavoured Vodka	155,005	201,066	178,085	167,956	122,178
	Straight Vodka	1,918,450	2,172,417	2,244,285	2,262,480	1,848,482
	<b>Summary</b>	<b>2,073,455</b>	<b>2,373,483</b>	<b>2,422,370</b>	<b>2,430,435</b>	<b>1,970,659</b>
Whisky	American Whiskey	69,776	70,669	70,639	88,821	65,037
	Blended Malt Scotch Whisky	4,268	3,268	3,793	5,554	3,309
	Blended Scotch Whisky	212,672	233,563	214,461	262,227	198,001
	Bourbon Whiskey	131,789	134,987	124,108	171,050	119,428
	Canadian Whisky	953,587	1,083,582	1,067,432	1,297,095	917,804
	Flavoured Whisky	10,534	9,403	8,828	29,818	21,533
	Irish Whiskey	153,503	134,393	134,551	190,610	149,786
	Other Country Whisky	18,610	18,580	14,741	25,215	14,428
	Single Malt Scotch Whisky	115,625	116,753	101,420	184,334	87,416

## Spirits Sales (Litres)

Litres		Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4
Whisky	Summary	1,670,365	1,805,198	1,739,973	2,254,723	1,576,742
Summary		6,366,773	7,383,105	7,478,043	8,740,617	5,958,010

## Wine Sales (Net \$)



## Wine Sales (Net \$)

### Wine

Net Sales \$		Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4
Argentina Wine	Argentina Red Wine	\$6,928,663	\$6,460,037	\$5,761,332	\$8,597,038	\$6,363,956
	Argentina Rose Wine	\$54,587	\$153,665	\$110,009	\$44,794	\$42,009
	Argentina Sparkling Wine	\$12,639	\$13,656	\$11,257	\$13,760	\$9,051
	Argentina White Wine	\$385,489	\$343,455	\$443,256	\$375,046	\$274,184
	<b>Summary</b>	<b>\$7,381,378</b>	<b>\$6,970,812</b>	<b>\$6,325,854</b>	<b>\$9,030,639</b>	<b>\$6,689,199</b>
Australia Wine	Australia Fruit and Dessert Wine	\$128	\$3,202	\$192	\$192	\$192
	Australia Red Wine	\$7,141,583	\$7,172,629	\$5,599,869	\$7,577,918	\$5,656,830
	Australia Rose Wine	\$246,337	\$339,471	\$302,442	\$358,304	\$221,624
	Australia Sparkling Wine	\$621,808	\$896,725	\$782,227	\$1,413,161	\$659,670
	Australia White Wine	\$3,680,601	\$4,113,644	\$4,038,169	\$4,125,035	\$3,248,239
	<b>Summary</b>	<b>\$11,690,457</b>	<b>\$12,525,670</b>	<b>\$10,722,899</b>	<b>\$13,474,610</b>	<b>\$9,786,556</b>
Austria Wine	Austria Fruit and Dessert Wine	\$1,925	\$2,299	\$2,245	\$3,013	\$4,658
	Austria Red Wine	\$56,127	\$39,374	\$37,856	\$52,720	\$44,125
	Austria Rose Wine	\$6,577	\$8,455	\$10,990	\$8,098	\$5,488
	Austria Sparkling Wine	\$540	\$4,800	\$4,416	\$1,978	\$1,781
	Austria White Wine	\$125,532	\$127,777	\$123,660	\$84,281	\$90,942
	<b>Summary</b>	<b>\$190,701</b>	<b>\$182,704</b>	<b>\$179,167</b>	<b>\$150,090</b>	<b>\$146,995</b>
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
	<b>Summary</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
Canada - BC	Canada - BC Dessert Wine	\$106,344	\$250,148	\$387,909	\$161,975	\$146,178
	Canada - BC Fruit Wine	\$625,331	\$1,257,107	\$1,632,999	\$1,154,221	\$645,290
	Canada - BC Ice Wine	\$632,819	\$972,956	\$1,226,587	\$769,064	\$711,896
	Canada - BC Red Wine	\$52,094,590	\$61,653,601	\$65,138,706	\$64,646,715	\$50,904,394
	Canada - BC Rose Wine	\$6,502,300	\$14,104,911	\$14,200,358	\$6,070,871	\$6,522,645

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4
Canada - BC	Canada - BC Sparkling Wine	\$3,175,166	\$5,434,987	\$6,137,983	\$4,901,681	\$3,535,368
	Canada - BC White Wine	\$46,209,022	\$64,507,067	\$66,902,311	\$53,348,981	\$45,763,713
	<b>Summary</b>	<b>\$109,345,571</b>	<b>\$148,180,778</b>	<b>\$155,626,854</b>	<b>\$131,053,509</b>	<b>\$108,229,484</b>
Canada - Other	Canada - Other Dessert Wine	\$4,090	\$3,389	\$8,229	\$7,359	\$4,198
	Canada - Other Fruit Wine	\$4,414	\$11,807	\$3,732	\$1,860	\$2,433
	Canada - Other Ice Wine	\$537,246	\$579,084	\$887,606	\$612,367	\$779,586
	Canada - Other Red Wine	\$210,477	\$184,754	\$209,410	\$210,062	\$222,842
	Canada - Other Rose Wine	\$10,118	\$14,753	\$12,293	\$10,040	\$24,786
	Canada - Other Sparkling Wine	\$368,850	\$411,972	\$387,758	\$638,791	\$371,277
	Canada - Other White Wine	\$359,055	\$531,198	\$635,730	\$595,667	\$488,451
	<b>Summary</b>	<b>\$1,494,249</b>	<b>\$1,736,957</b>	<b>\$2,144,758</b>	<b>\$2,076,146</b>	<b>\$1,893,573</b>
Chile Wine	Chile Fruit and Dessert Wine	\$1,438	\$1,279	\$959	\$959	\$160
	Chile Red Wine	\$7,124,397	\$5,700,007	\$6,491,489	\$8,648,468	\$6,528,574
	Chile Rose Wine	\$330,990	\$615,367	\$524,962	\$348,766	\$353,409
	Chile Sparkling Wine	\$76,931	\$58,246	\$60,016	\$81,150	\$52,629
	Chile White Wine	\$3,018,011	\$3,198,977	\$3,712,499	\$3,423,930	\$3,173,340
	<b>Summary</b>	<b>\$10,551,767</b>	<b>\$9,573,876</b>	<b>\$10,789,925</b>	<b>\$12,503,273</b>	<b>\$10,108,112</b>
China Wine	China Fruit and Dessert Wine	\$15,519	\$10,226	\$14,792	\$12,102	\$13,450
	China Red Wine	\$12,674	\$1,253	\$0	\$7,589	\$9,551
	China White Wine	\$125	\$1,002	\$125	\$3,263	\$2,791
	<b>Summary</b>	<b>\$28,317</b>	<b>\$12,481</b>	<b>\$14,917</b>	<b>\$22,954</b>	<b>\$25,792</b>
Fortified Wine	Other Fortified Domestic Wine	\$553,937	\$718,419	\$800,230	\$758,697	\$617,919
	Other Fortified Import Wine	\$375,329	\$371,096	\$338,144	\$520,313	\$355,530
	Port Wine	\$500,823	\$529,415	\$503,862	\$1,156,794	\$470,324
	Sherry Wine	\$265,878	\$249,089	\$225,084	\$542,942	\$256,938
	Vermouth Wine	\$758,755	\$808,994	\$741,758	\$940,108	\$757,669
	<b>Summary</b>	<b>\$2,454,722</b>	<b>\$2,677,012</b>	<b>\$2,609,079</b>	<b>\$3,918,854</b>	<b>\$2,458,380</b>
France Wine	France Champagne Wine	\$5,099,440	\$4,377,722	\$5,114,824	\$8,198,289	\$2,611,539

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4
France Wine	France Fruit and Dessert Wine	\$59,144	\$19,620	\$25,939	\$48,391	\$18,204
	France Red Wine	\$8,133,217	\$7,188,783	\$13,698,394	\$9,979,087	\$7,257,559
	France Rose Wine	\$1,750,451	\$4,667,916	\$4,306,753	\$1,961,643	\$1,769,702
	France Sparkling Wine	\$718,462	\$880,778	\$713,098	\$1,279,580	\$631,890
	France White Wine	\$4,130,584	\$4,925,835	\$4,908,553	\$5,062,315	\$4,091,837
	<b>Summary</b>	<b>\$19,891,298</b>	<b>\$22,060,655</b>	<b>\$28,767,562</b>	<b>\$26,529,305</b>	<b>\$16,380,732</b>
Georgia Wine	Georgia Red Wine	\$61,172	\$60,427	\$56,838	\$104,239	\$86,855
	Georgia Rose Wine	\$0	\$0	\$593	\$3,414	\$2,140
	Georgia Sparkling Wine	\$0	\$0	\$419	\$644	\$3,648
	Georgia White Wine	\$4,743	\$4,067	\$6,505	\$18,001	\$18,432
	<b>Summary</b>	<b>\$65,915</b>	<b>\$64,494</b>	<b>\$64,355</b>	<b>\$126,297</b>	<b>\$111,076</b>
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Germany Red Wine	\$75,439	\$57,811	\$42,567	\$43,586	\$47,341
	Germany Rose Wine	\$7,658	\$13,332	\$11,115	\$5,995	\$5,952
	Germany Sparkling Wine	\$571,120	\$858,157	\$706,346	\$1,366,618	\$460,401
	Germany White Wine	\$944,094	\$943,692	\$954,882	\$1,225,868	\$814,434
	<b>Summary</b>	<b>\$1,598,310</b>	<b>\$1,872,993</b>	<b>\$1,714,910</b>	<b>\$2,642,066</b>	<b>\$1,328,128</b>
Greece Wine	Greece Fruit and Dessert Wine	\$1,925	\$1,051	\$0	\$0	\$0
	Greece Red Wine	\$97,732	\$117,554	\$101,528	\$144,188	\$100,145
	Greece Rose Wine	\$9,486	\$15,974	\$12,065	\$8,532	\$10,545
	Greece Sparkling Wine	\$2,454	\$8,576	\$7,415	\$6,107	\$6,335
	Greece White Wine	\$96,856	\$138,770	\$114,711	\$79,001	\$99,810
	<b>Summary</b>	<b>\$208,453</b>	<b>\$281,927</b>	<b>\$235,720</b>	<b>\$237,828</b>	<b>\$216,835</b>
Hungary Wine	Hungary Fruit and Dessert Wine	\$31,041	\$25,002	\$16,064	\$34,344	\$22,444
	Hungary Red Wine	\$14,233	\$25,766	\$17,183	\$36,097	\$17,227
	Hungary Rose Wine	\$0	\$0	\$900	\$900	\$2,293
	Hungary Sparkling Wine	\$79,853	\$137,592	\$188,912	\$148,897	\$65,846
	Hungary White Wine	\$133,435	\$86,623	\$126,272	\$101,404	\$113,599

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4
Hungary Wine	<b>Summary</b>	<b>\$258,562</b>	<b>\$274,983</b>	<b>\$349,331</b>	<b>\$321,642</b>	<b>\$221,409</b>
Israel Wine	Israel Red Wine	\$38,330	\$18,120	\$42,671	\$32,488	\$26,537
	Israel Rose Wine	\$4,896	\$4,108	\$6,797	\$2,670	\$2,428
	Israel White Wine	\$6,864	\$10,686	\$15,393	\$7,755	\$8,359
	<b>Summary</b>	<b>\$50,090</b>	<b>\$32,913</b>	<b>\$64,862</b>	<b>\$42,913</b>	<b>\$37,324</b>
Italy Wine	Italy Fruit and Dessert Wine	\$14,610	\$13,327	\$6,261	\$9,703	\$11,209
	Italy Red Wine	\$11,929,026	\$10,933,935	\$10,630,683	\$17,558,355	\$11,955,774
	Italy Rose Wine	\$241,443	\$459,545	\$488,863	\$193,900	\$238,502
	Italy Sparkling Wine	\$1,835,441	\$2,429,267	\$2,387,385	\$2,888,118	\$1,787,555
	Italy White Wine	\$4,803,702	\$6,381,319	\$6,162,314	\$6,573,241	\$5,341,632
	Prosecco Wine	\$4,938,123	\$7,562,482	\$7,516,522	\$11,704,200	\$4,347,209
	<b>Summary</b>	<b>\$23,762,345</b>	<b>\$27,779,875</b>	<b>\$27,192,029</b>	<b>\$38,927,517</b>	<b>\$23,681,881</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$498,515	\$522,226	\$508,083	\$875,999	\$370,169
	New Zealand Rose Wine	\$261,589	\$469,276	\$471,778	\$228,496	\$191,224
	New Zealand Sparkling Wine	\$43,157	\$69,044	\$75,202	\$154,273	\$59,155
	New Zealand White Wine	\$8,606,766	\$13,505,395	\$12,607,305	\$13,870,196	\$8,345,169
	<b>Summary</b>	<b>\$9,410,027</b>	<b>\$14,565,941</b>	<b>\$13,662,368</b>	<b>\$15,128,963</b>	<b>\$8,965,718</b>
Other Country Wine	Other Country Fruit and Dessert Wine	\$499,924	\$406,232	\$355,128	\$441,174	\$362,371
	Other Country Red Wine	\$159,556	\$159,432	\$104,571	\$160,136	\$122,488
	Other Country Rose Wine	\$9,417	\$23,964	\$22,694	\$11,373	\$10,921
	Other Country Sparkling Wine	\$12,795	\$14,159	\$14,378	\$21,687	\$12,927
	Other Country White Wine	\$49,474	\$69,920	\$45,937	\$84,881	\$57,913
	<b>Summary</b>	<b>\$731,165</b>	<b>\$673,706</b>	<b>\$542,708</b>	<b>\$719,251</b>	<b>\$566,621</b>
Other Style Wine	Aperitif And Flavoured Wine	\$62,072	\$62,646	\$62,753	\$86,115	\$73,514
	Mead	\$141,574	\$245,053	\$293,665	\$199,825	\$227,331
	Rice Wine	\$89,303	\$71,857	\$62,604	\$82,786	\$85,972
	<b>Summary</b>	<b>\$292,949</b>	<b>\$379,557</b>	<b>\$419,022</b>	<b>\$368,726</b>	<b>\$386,817</b>



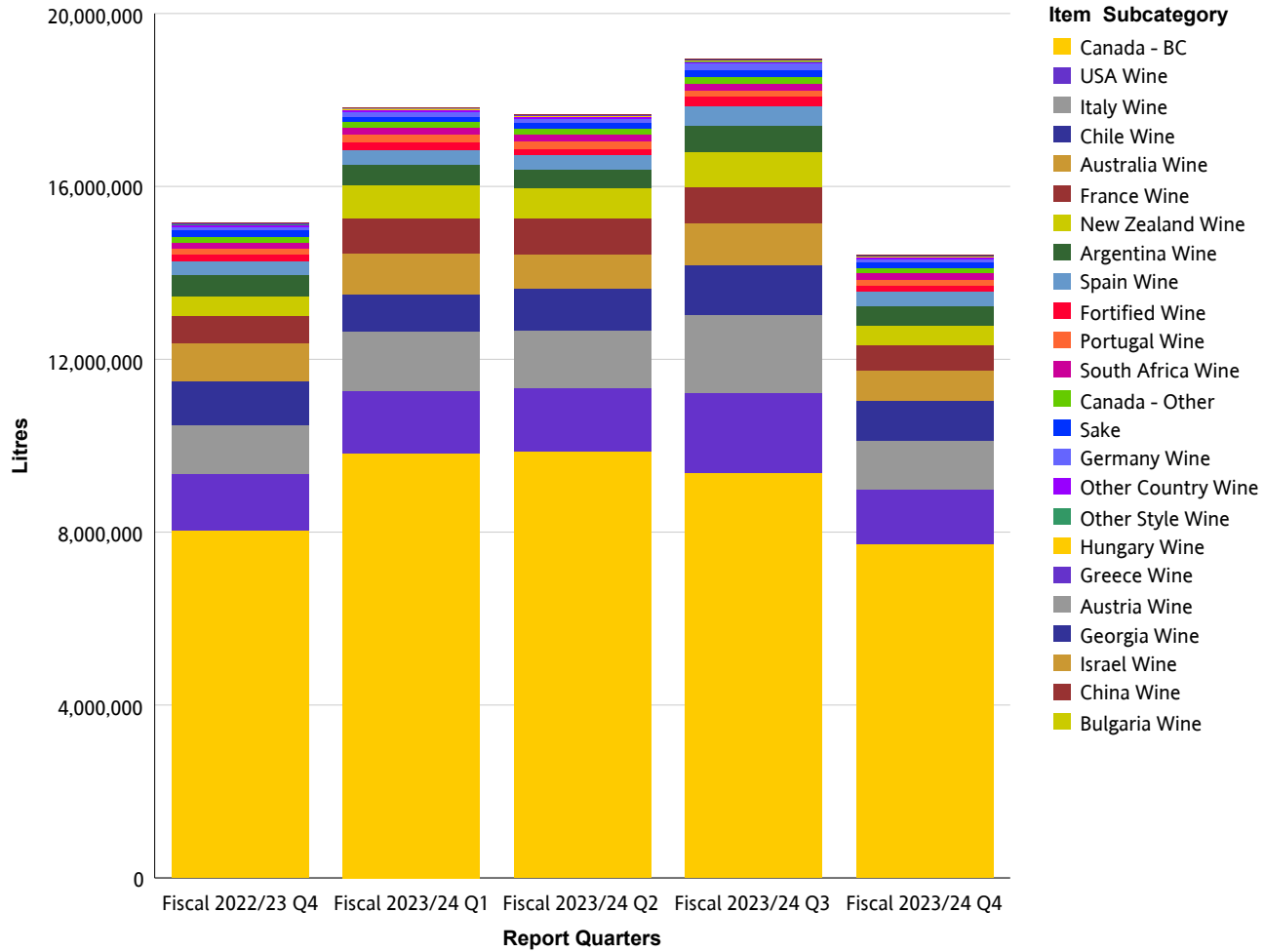
## Wine Sales (Net \$)

Net Sales \$		Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4
Portugal Wine	Portugal Fruit and Dessert Wine	\$7,141	\$2,674	\$2,442	\$8,361	\$3,117
	Portugal Red Wine	\$1,048,667	\$1,164,841	\$1,129,249	\$1,313,471	\$1,236,324
	Portugal Rose Wine	\$143,574	\$272,173	\$284,590	\$212,148	\$155,168
	Portugal Sparkling Wine	\$7,053	\$13,818	\$7,307	\$5,419	\$6,038
	Portugal White Wine	\$455,033	\$799,821	\$811,388	\$464,235	\$416,190
	<b>Summary</b>	<b>\$1,661,468</b>	<b>\$2,253,327</b>	<b>\$2,234,975</b>	<b>\$2,003,635</b>	<b>\$1,816,838</b>
Sake	Japan Sake	\$2,436,284	\$2,268,546	\$2,179,934	\$2,461,888	\$2,141,909
	Other Country Sake	\$73,575	\$68,913	\$100,877	\$87,896	\$71,641
	USA Sake	\$783,209	\$670,768	\$597,269	\$766,990	\$747,507
	<b>Summary</b>	<b>\$3,293,068</b>	<b>\$3,008,227</b>	<b>\$2,878,080</b>	<b>\$3,316,774</b>	<b>\$2,961,057</b>
South Africa Wine	South Africa Fruit and Dessert Wine	\$719	\$11,000	\$4,789	\$9,559	\$0
	South Africa Red Wine	\$896,443	\$839,016	\$829,879	\$981,897	\$805,590
	South Africa Rose Wine	\$60,148	\$114,470	\$125,753	\$53,141	\$54,971
	South Africa Sparkling Wine	\$5,930	\$2,527	\$2,998	\$3,093	\$11,972
	South Africa White Wine	\$1,005,358	\$1,145,336	\$1,158,240	\$972,630	\$962,011
	<b>Summary</b>	<b>\$1,968,599</b>	<b>\$2,112,349</b>	<b>\$2,121,659</b>	<b>\$2,020,320</b>	<b>\$1,834,544</b>
Spain Wine	Spain Fruit and Dessert Wine	\$13,592	\$13,176	\$14,192	\$10,927	\$11,863
	Spain Red Wine	\$3,682,968	\$3,403,633	\$3,197,428	\$4,424,975	\$3,599,142
	Spain Rose Wine	\$114,558	\$259,645	\$291,627	\$134,670	\$189,823
	Spain Sparkling Wine	\$979,751	\$1,318,251	\$1,402,612	\$2,144,225	\$1,092,035
	Spain White Wine	\$409,071	\$505,384	\$524,502	\$469,132	\$411,026
	<b>Summary</b>	<b>\$5,199,941</b>	<b>\$5,500,089</b>	<b>\$5,430,361</b>	<b>\$7,183,930</b>	<b>\$5,303,889</b>
USA Wine	USA Fruit and Dessert Wine	\$343	\$871	\$3,813	\$662	\$503
	USA Red Wine	\$22,126,114	\$24,822,947	\$23,384,390	\$33,069,125	\$20,373,503
	USA Rose Wine	\$845,714	\$1,267,863	\$1,188,933	\$873,890	\$781,039
	USA Sparkling Wine	\$211,417	\$175,506	\$153,019	\$209,722	\$124,984
	USA White Wine	\$5,315,782	\$7,026,159	\$6,963,030	\$7,113,235	\$5,682,798
	<b>Summary</b>	<b>\$28,499,369</b>	<b>\$33,293,344</b>	<b>\$31,693,185</b>	<b>\$41,266,635</b>	<b>\$26,962,828</b>

## Wine Sales (Net \$)

Net Sales \$	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4
Summary	\$240,028,722	\$296,014,670	\$305,784,580	\$313,065,875	\$230,113,787

## Wine Sales (Litres)



## Wine Sales (Litres)

### Wine

Litres		Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4
Argentina Wine	Argentina Red Wine	458,691	432,406	379,002	559,397	418,158
	Argentina Rose Wine	3,874	11,471	7,732	2,978	2,772
	Argentina Sparkling Wine	886	882	702	896	495
	Argentina White Wine	24,878	21,603	37,219	27,964	19,106
	<b>Summary</b>	<b>488,330</b>	<b>466,362</b>	<b>424,655</b>	<b>591,235</b>	<b>440,530</b>
Australia Wine	Australia Fruit and Dessert Wine	4	100	6	6	6
	Australia Red Wine	516,939	524,544	382,882	528,602	385,504
	Australia Rose Wine	18,184	26,191	24,044	30,199	16,173
	Australia Sparkling Wine	40,916	61,342	48,914	96,218	43,117
	Australia White Wine	311,720	335,512	318,462	333,333	256,914
	<b>Summary</b>	<b>887,764</b>	<b>947,689</b>	<b>774,308</b>	<b>988,357</b>	<b>701,714</b>
Austria Wine	Austria Fruit and Dessert Wine	34	22	40	58	64
	Austria Red Wine	1,638	1,108	1,072	1,837	1,282
	Austria Rose Wine	202	225	304	239	126
	Austria Sparkling Wine	9	122	112	54	63
	Austria White Wine	3,899	3,861	3,888	2,681	2,914
	<b>Summary</b>	<b>5,782</b>	<b>5,338</b>	<b>5,418</b>	<b>4,870</b>	<b>4,450</b>
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
	<b>Summary</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Canada - BC	Canada - BC Dessert Wine	2,281	5,296	7,729	3,213	3,080
	Canada - BC Fruit Wine	32,186	65,724	78,362	52,604	31,498
	Canada - BC Ice Wine	6,320	8,387	10,867	7,695	6,401
	Canada - BC Red Wine	3,626,035	3,871,331	3,844,920	4,339,406	3,446,578
	Canada - BC Rose Wine	398,220	766,529	778,145	387,609	398,382

## Wine Sales (Litres)

Litres		Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4
Canada - BC	Canada - BC Sparkling Wine	121,490	201,418	226,694	183,320	117,270
	Canada - BC White Wine	3,854,766	4,899,952	4,916,007	4,404,921	3,713,132
	<b>Summary</b>	<b>8,041,298</b>	<b>9,818,637</b>	<b>9,862,726</b>	<b>9,378,768</b>	<b>7,716,341</b>
Canada - Other	Canada - Other Dessert Wine	34	28	105	68	38
	Canada - Other Fruit Wine	368	956	323	160	194
	Canada - Other Ice Wine	6,532	7,041	9,463	7,218	9,007
	Canada - Other Red Wine	20,871	14,393	18,833	15,836	19,334
	Canada - Other Rose Wine	826	1,138	989	821	2,411
	Canada - Other Sparkling Wine	51,699	54,079	54,440	89,715	41,693
	Canada - Other White Wine	37,592	56,247	66,007	58,447	48,304
	<b>Summary</b>	<b>117,922</b>	<b>133,880</b>	<b>150,160</b>	<b>172,264</b>	<b>120,981</b>
Chile Wine	Chile Fruit and Dessert Wine	40	36	27	27	4
	Chile Red Wine	671,921	492,009	588,447	763,804	583,945
	Chile Rose Wine	36,365	62,683	51,582	36,480	34,666
	Chile Sparkling Wine	4,252	3,098	3,315	4,383	2,864
	Chile White Wine	295,978	305,470	348,551	325,710	311,692
	<b>Summary</b>	<b>1,008,556</b>	<b>863,297</b>	<b>991,922</b>	<b>1,130,404</b>	<b>933,171</b>
China Wine	China Fruit and Dessert Wine	525	344	422	326	394
	China Red Wine	32	45	0	112	63
	China White Wine	4	36	4	94	81
	<b>Summary</b>	<b>561</b>	<b>425</b>	<b>426</b>	<b>534</b>	<b>538</b>
Fortified Wine	Other Fortified Domestic Wine	48,681	53,589	51,735	58,668	46,563
	Other Fortified Import Wine	19,359	19,193	16,607	25,398	16,938
	Port Wine	14,639	16,099	14,696	34,663	14,989
	Sherry Wine	11,771	10,972	9,958	24,720	11,271
	Vermouth Wine	56,284	59,186	54,542	69,065	55,110
	<b>Summary</b>	<b>150,733</b>	<b>159,040</b>	<b>147,538</b>	<b>212,514</b>	<b>144,872</b>
France Wine	France Champagne Wine	48,010	38,370	46,970	81,002	24,844

## Wine Sales (Litres)

Litres		Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4
France Wine	France Fruit and Dessert Wine	378	156	285	601	241
	France Red Wine	297,852	292,266	333,426	404,823	279,074
	France Rose Wine	92,774	251,011	235,576	107,722	97,468
	France Sparkling Wine	35,975	46,346	34,342	63,086	31,748
	France White Wine	142,770	182,511	176,779	177,981	145,033
	<b>Summary</b>	<b>617,759</b>	<b>810,660</b>	<b>827,377</b>	<b>835,216</b>	<b>578,408</b>
Georgia Wine	Georgia Red Wine	2,979	2,916	2,601	4,752	3,924
	Georgia Rose Wine	0	0	14	76	48
	Georgia Sparkling Wine	0	0	9	14	76
	Georgia White Wine	225	180	202	620	580
	<b>Summary</b>	<b>3,204</b>	<b>3,096</b>	<b>2,826</b>	<b>5,462</b>	<b>4,629</b>
Germany Wine	Germany Fruit and Dessert Wine	0	0	0	0	0
	Germany Red Wine	1,810	1,744	1,440	1,682	1,704
	Germany Rose Wine	328	526	451	272	220
	Germany Sparkling Wine	31,063	49,273	36,612	76,838	23,559
	Germany White Wine	55,130	55,312	57,999	74,332	47,614
	<b>Summary</b>	<b>88,332</b>	<b>106,856</b>	<b>96,502</b>	<b>153,123</b>	<b>73,097</b>
Greece Wine	Greece Fruit and Dessert Wine	99	54	0	0	0
	Greece Red Wine	5,271	5,558	5,027	6,602	4,768
	Greece Rose Wine	495	598	392	393	447
	Greece Sparkling Wine	63	238	207	166	180
	Greece White Wine	5,556	6,458	6,371	3,796	4,605
	<b>Summary</b>	<b>11,484</b>	<b>12,907</b>	<b>11,997</b>	<b>10,957</b>	<b>10,000</b>
Hungary Wine	Hungary Fruit and Dessert Wine	507	382	273	555	420
	Hungary Red Wine	999	1,980	1,030	2,444	1,071
	Hungary Rose Wine	0	0	27	27	72
	Hungary Sparkling Wine	5,010	8,522	11,780	9,702	3,928
	Hungary White Wine	10,418	5,901	9,026	6,853	8,490

## Wine Sales (Litres)

Litres		Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4
Hungary Wine	<b>Summary</b>	<b>16,933</b>	<b>16,784</b>	<b>22,136</b>	<b>19,580</b>	<b>13,981</b>
Israel Wine	Israel Red Wine	1,485	683	1,557	1,188	970
	Israel Rose Wine	189	153	252	99	90
	Israel White Wine	286	432	531	297	306
	<b>Summary</b>	<b>1,960</b>	<b>1,268</b>	<b>2,340</b>	<b>1,584</b>	<b>1,366</b>
Italy Wine	Italy Fruit and Dessert Wine	116	118	67	100	102
	Italy Red Wine	500,883	478,390	460,473	698,848	506,006
	Italy Rose Wine	12,505	22,592	24,016	9,292	11,054
	Italy Sparkling Wine	94,168	122,791	120,411	138,213	88,379
	Italy White Wine	287,025	392,309	369,527	404,019	322,672
	Prosecco Wine	237,138	358,583	350,004	561,667	197,859
	<b>Summary</b>	<b>1,131,834</b>	<b>1,374,783</b>	<b>1,324,498</b>	<b>1,812,139</b>	<b>1,126,073</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	20,210	22,654	21,567	43,252	15,050
	New Zealand Rose Wine	13,040	23,738	24,657	11,602	9,346
	New Zealand Sparkling Wine	1,832	3,204	3,474	7,638	2,758
	New Zealand White Wine	427,514	718,274	662,394	759,997	424,237
	<b>Summary</b>	<b>462,595</b>	<b>767,870</b>	<b>712,092</b>	<b>822,490</b>	<b>451,392</b>
Other Country Wine	Other Country Fruit and Dessert Wine	24,784	21,841	19,403	23,383	20,172
	Other Country Red Wine	5,964	5,437	4,180	6,851	4,919
	Other Country Rose Wine	326	1,034	910	328	440
	Other Country Sparkling Wine	424	485	560	688	376
	Other Country White Wine	1,699	2,436	2,315	3,416	1,916
	<b>Summary</b>	<b>33,197</b>	<b>31,232</b>	<b>27,367</b>	<b>34,665</b>	<b>27,823</b>
Other Style Wine	Aperitif And Flavoured Wine	3,761	4,124	3,624	4,971	3,818
	Mead	4,891	9,404	11,781	6,676	7,965
	Rice Wine	7,203	5,904	5,800	6,738	6,554
	<b>Summary</b>	<b>15,855</b>	<b>19,432</b>	<b>21,205</b>	<b>18,385</b>	<b>18,336</b>

## Wine Sales (Litres)

Litres		Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4
Portugal Wine	Portugal Fruit and Dessert Wine	112	58	50	150	42
	Portugal Red Wine	84,226	91,698	89,567	104,211	96,188
	Portugal Rose Wine	12,006	25,366	24,408	18,760	13,249
	Portugal Sparkling Wine	274	789	294	207	212
	Portugal White Wine	30,324	59,206	56,945	31,090	27,683
	<b>Summary</b>	<b>126,944</b>	<b>177,118</b>	<b>171,264</b>	<b>154,417</b>	<b>137,374</b>
Sake	Japan Sake	71,613	61,227	60,155	70,716	62,094
	Other Country Sake	2,643	2,729	3,663	3,222	2,713
	USA Sake	80,427	66,596	58,274	73,933	71,950
	<b>Summary</b>	<b>154,683</b>	<b>130,551</b>	<b>122,092</b>	<b>147,871</b>	<b>136,757</b>
South Africa Wine	South Africa Fruit and Dessert Wine	4	68	30	60	0
	South Africa Red Wine	63,906	58,674	57,190	66,580	56,440
	South Africa Rose Wine	5,004	8,892	10,216	4,012	4,449
	South Africa Sparkling Wine	324	81	133	93	577
	South Africa White Wine	84,092	89,986	89,612	73,606	74,948
	<b>Summary</b>	<b>153,331</b>	<b>157,700</b>	<b>157,180</b>	<b>144,351</b>	<b>136,413</b>
Spain Wine	Spain Fruit and Dessert Wine	414	475	417	312	346
	Spain Red Wine	236,232	232,980	201,460	294,351	246,308
	Spain Rose Wine	9,302	23,270	26,556	12,410	18,032
	Spain Sparkling Wine	54,068	70,141	75,357	116,996	59,218
	Spain White Wine	22,167	32,828	28,593	31,247	26,563
	<b>Summary</b>	<b>322,182</b>	<b>359,693</b>	<b>332,383</b>	<b>455,315</b>	<b>350,468</b>
USA Wine	USA Fruit and Dessert Wine	15	24	96	30	22
	USA Red Wine	940,071	975,253	1,008,516	1,380,800	891,180
	USA Rose Wine	72,414	90,243	82,498	72,960	64,382
	USA Sparkling Wine	7,438	6,165	5,702	8,120	5,330
	USA White Wine	293,347	378,005	375,976	382,745	312,354
	<b>Summary</b>	<b>1,313,286</b>	<b>1,449,690</b>	<b>1,472,788</b>	<b>1,844,655</b>	<b>1,273,268</b>



## Wine Sales (Litres)

Litres	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4
<b>Summary</b>	<b>15,154,524</b>	<b>17,814,310</b>	<b>17,661,201</b>	<b>18,939,156</b>	<b>14,401,983</b>

# GLOSSARY AND EXPLANATORY NOTES

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

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

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

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

Negative Sales

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