

Hospitality Liquor Market Review

Fiscal 2021/22 Q3

December 2021



**LIQUOR
DISTRIBUTION
BRANCH**

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Introduction

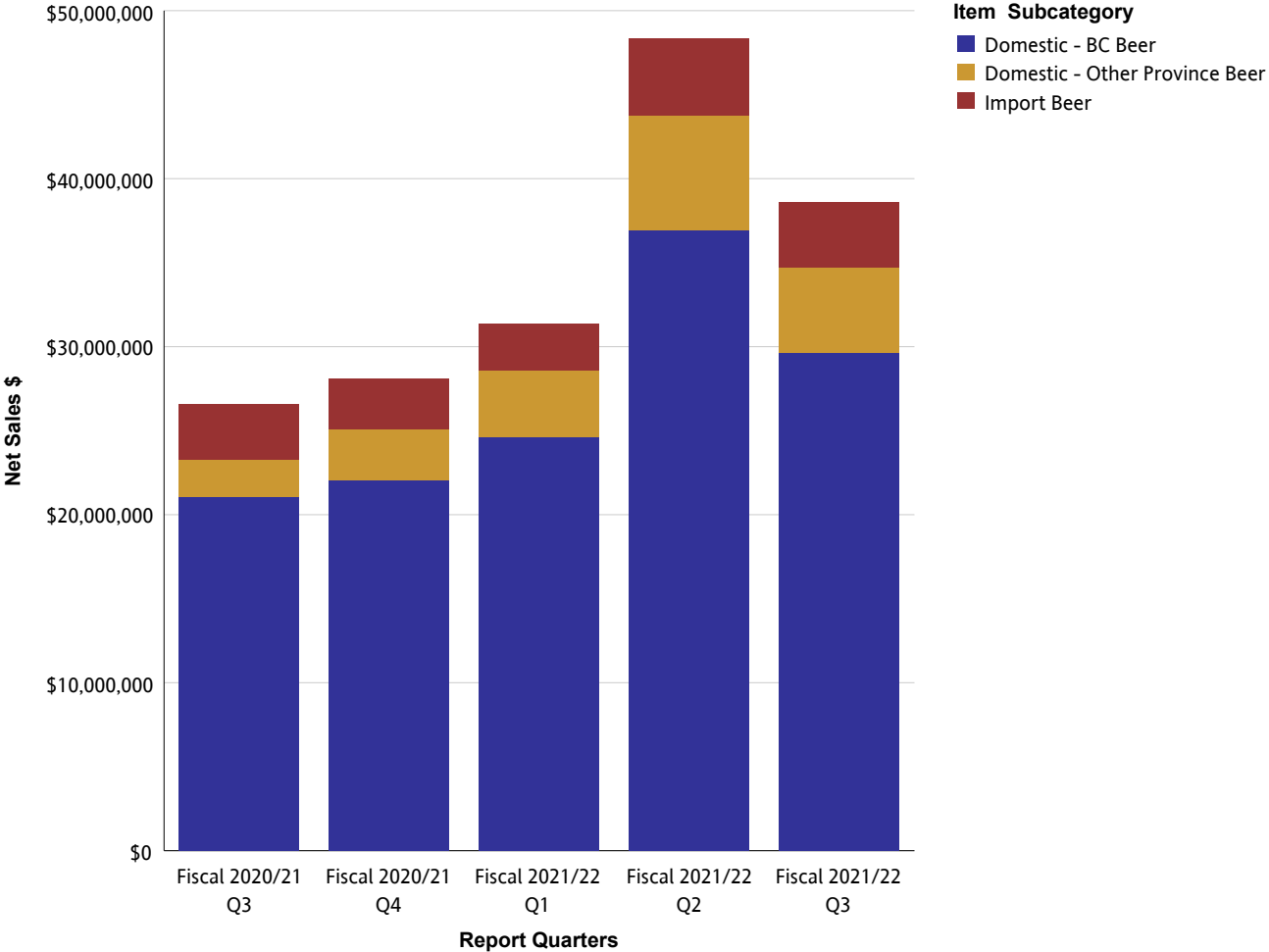
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer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

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

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

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

Beer Sales (Net \$)

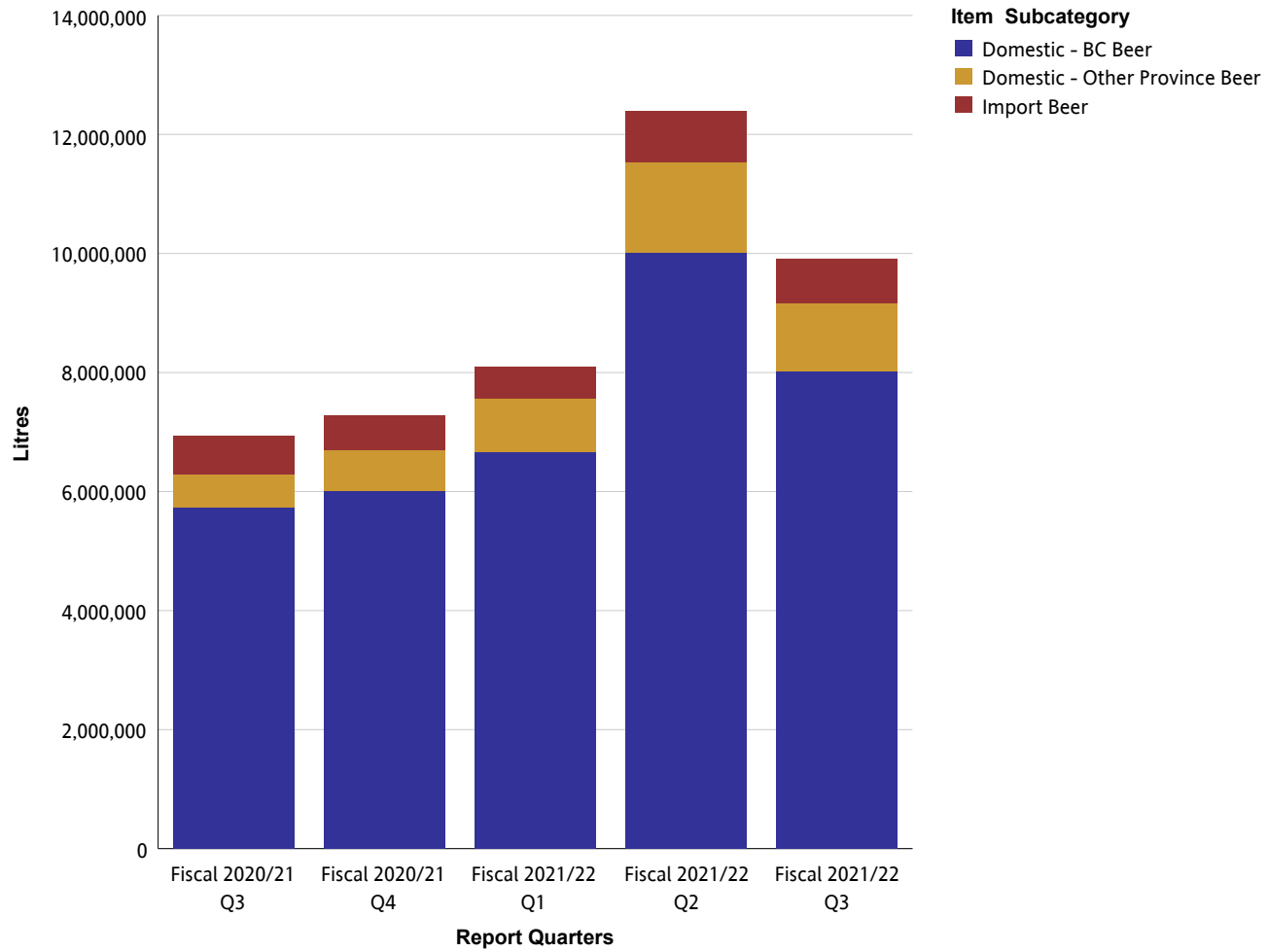


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3
Domestic - BC Beer	Domestic - BC Commercial Beer	\$10,379,858	\$10,460,049	\$10,590,614	\$16,319,966	\$13,803,220
	Domestic - BC Micro Brew Beer	\$5,417,876	\$6,006,862	\$7,262,306	\$10,626,774	\$8,155,276
	Domestic - BC Regional Beer	\$5,265,666	\$5,594,573	\$6,767,053	\$10,015,896	\$7,675,714
	Summary	\$21,063,400	\$22,061,484	\$24,619,972	\$36,962,637	\$29,634,210
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$2,020,500	\$2,790,926	\$3,713,212	\$6,520,050	\$4,826,430
	Domestic - Other Province Micro Brew Beer	\$8,400	\$12,977	\$19,849	\$18,846	\$13,894
	Domestic - Other Province Regional Beer	\$212,511	\$235,168	\$244,689	\$296,836	\$264,255
	Summary	\$2,241,412	\$3,039,071	\$3,977,750	\$6,835,731	\$5,104,579
Import Beer	Asia And South Pacific Beer	\$468,668	\$499,085	\$424,177	\$775,684	\$769,024
	Europe Beer	\$1,991,371	\$2,098,790	\$1,922,498	\$3,198,469	\$2,744,757
	Mexico And Caribbean Beer	\$683,237	\$205,853	\$257,318	\$350,669	\$197,600
	Other Country Beer	\$1,783	\$5,049	\$5,202	\$8,801	\$4,637
	USA Beer	\$156,987	\$172,217	\$134,886	\$220,224	\$155,829
	Summary	\$3,302,047	\$2,980,994	\$2,744,082	\$4,553,847	\$3,871,846
Summary		\$26,606,859	\$28,081,548	\$31,341,804	\$48,352,215	\$38,610,635

Beer Sales (Litres)

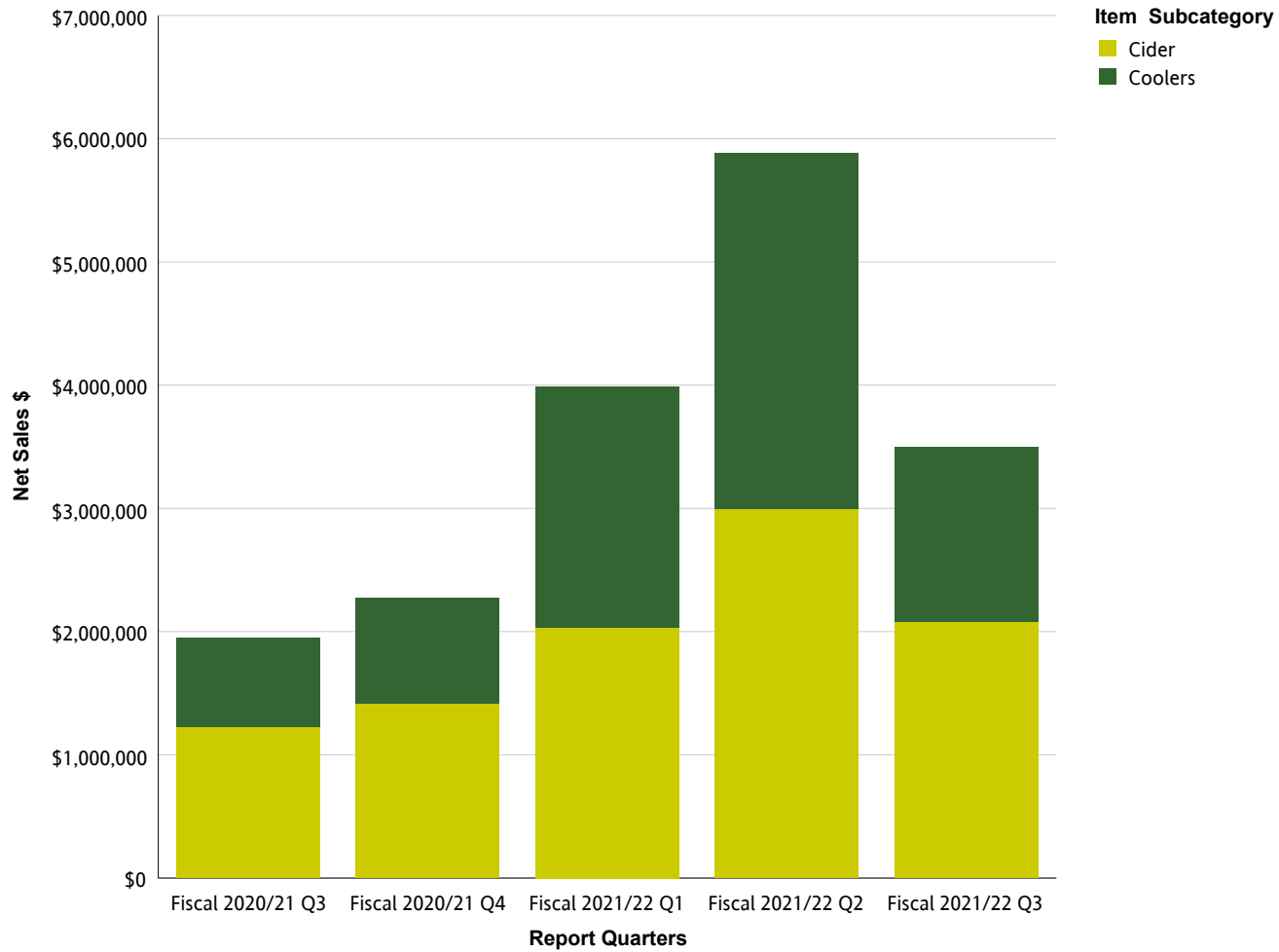


Beer Sales (Litres)

Beer

Litres		Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3
Domestic - BC Beer	Domestic - BC Commercial Beer	2,859,745	2,895,518	2,936,068	4,482,677	3,796,258
	Domestic - BC Micro Brew Beer	1,276,256	1,409,424	1,708,472	2,536,990	1,919,312
	Domestic - BC Regional Beer	1,605,633	1,709,538	2,020,068	2,984,675	2,307,418
	Summary	5,741,634	6,014,480	6,664,609	10,004,342	8,022,988
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	468,593	610,888	825,821	1,433,811	1,049,392
	Domestic - Other Province Micro Brew Beer	1,037	1,602	2,321	2,353	1,925
	Domestic - Other Province Regional Beer	74,146	80,966	83,078	98,446	87,196
	Summary	543,776	693,456	911,219	1,534,610	1,138,514
Import Beer	Asia And South Pacific Beer	88,102	93,253	77,136	136,563	138,730
	Europe Beer	389,184	405,102	369,558	615,391	528,678
	Mexico And Caribbean Beer	135,267	40,378	50,919	68,258	37,990
	Other Country Beer	424	1,016	1,118	1,724	909
	USA Beer	31,231	33,683	25,600	41,033	29,139
	Summary	644,209	573,431	524,332	862,968	735,445
Summary		6,929,618	7,281,368	8,100,161	12,401,920	9,896,947

Refreshment Beverages Sales (Net \$)

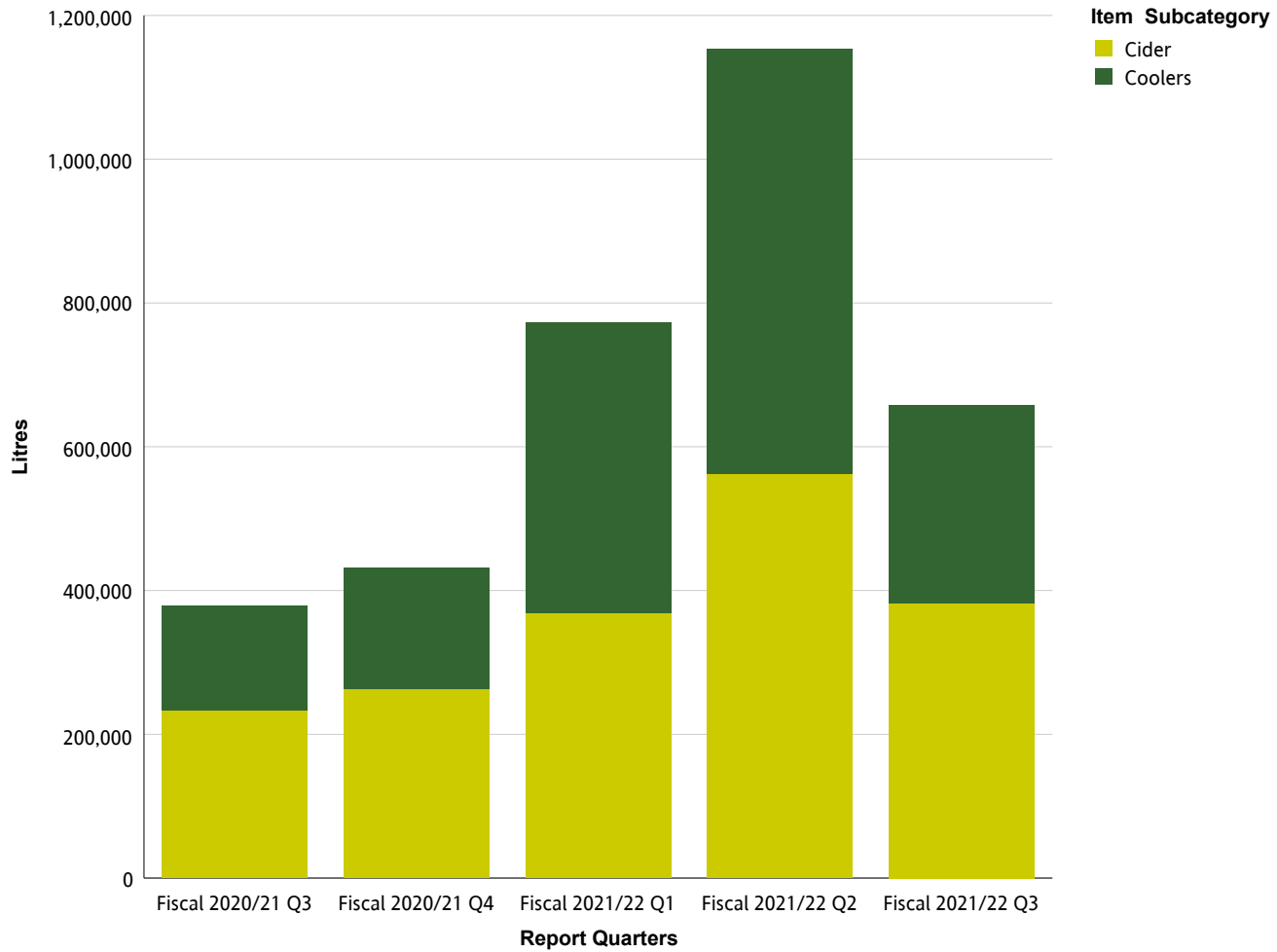


Refreshment Beverages Sales (Net \$)

Refreshment Beverages

Net Sales \$		Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3
Cider	Domestic Cider	\$901,397	\$1,046,262	\$1,569,778	\$2,277,737	\$1,540,146
	Import Cider	\$324,158	\$370,191	\$460,571	\$720,500	\$537,063
	Summary	\$1,225,555	\$1,416,454	\$2,030,349	\$2,998,237	\$2,077,209
Coolers	Malt-Based Coolers	\$17,537	\$15,885	\$51,509	\$65,080	\$35,123
	Spirit Coolers	\$681,926	\$805,936	\$1,843,974	\$2,726,288	\$1,326,832
	Wine/Fruit Coolers	\$25,416	\$32,518	\$61,013	\$97,442	\$58,728
	Summary	\$724,879	\$854,339	\$1,956,496	\$2,888,810	\$1,420,682
Summary		\$1,950,434	\$2,270,792	\$3,986,845	\$5,887,047	\$3,497,891

Refreshment Beverages Sales (Litres)

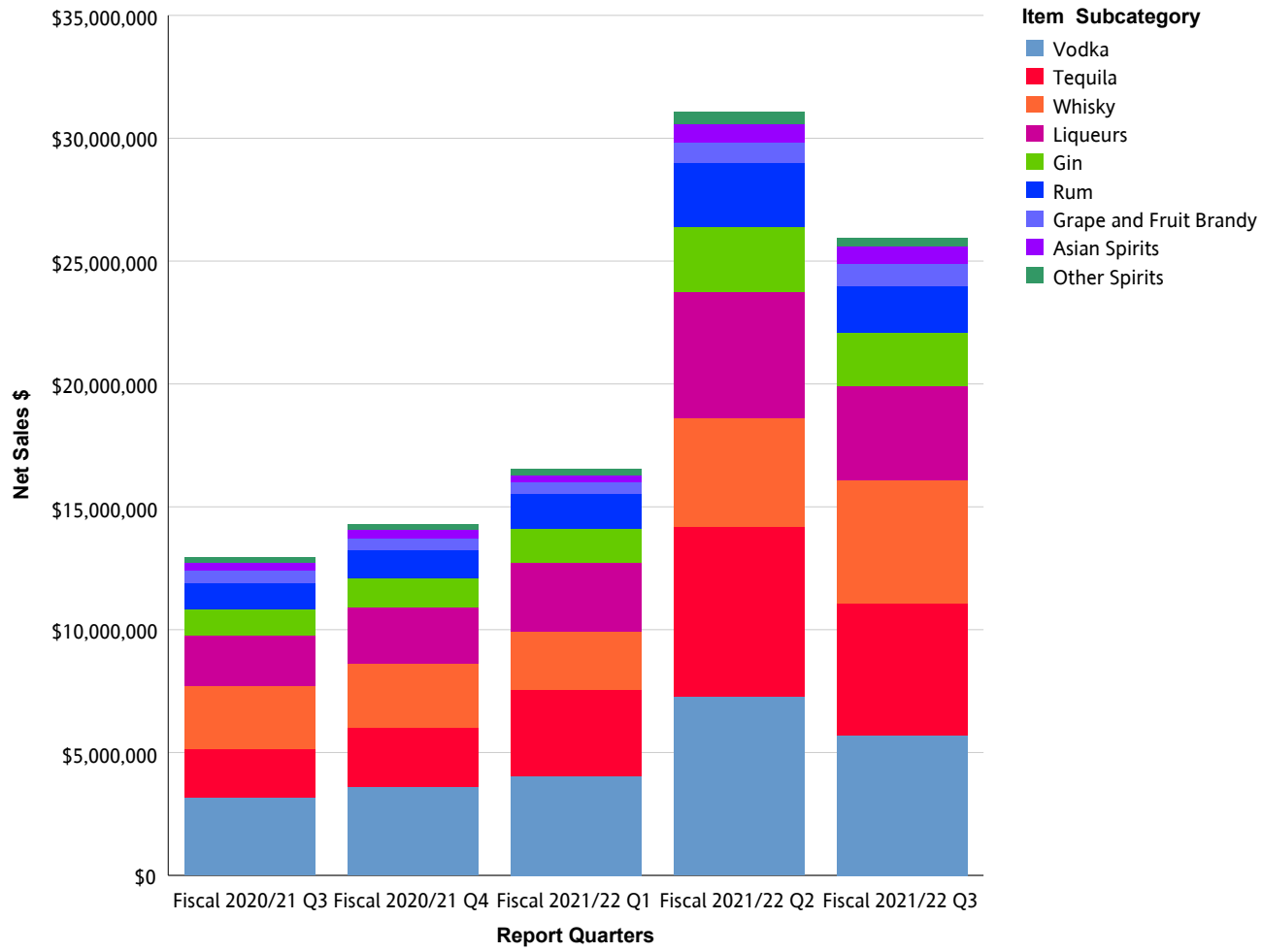


Refreshment Beverages Sales (Litres)

Refreshment Beverages

Litres		Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3
Cider	Domestic Cider	161,591	183,550	268,387	406,999	266,262
	Import Cider	71,531	80,072	100,235	155,211	115,651
	Summary	233,122	263,622	368,622	562,210	381,913
Coolers	Malt-Based Coolers	3,391	3,005	10,492	12,921	7,266
	Spirit Coolers	138,479	161,088	383,842	563,756	259,054
	Wine/Fruit Coolers	3,549	4,733	9,392	14,680	9,127
	Summary	145,418	168,826	403,726	591,357	275,447
Summary		378,541	432,448	772,347	1,153,567	657,360

Spirits Sales (Net \$)



Spirits Sales (Net \$)

Spirits

Net Sales \$		Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3
Asian Spirits	China Spirits	\$32,973	\$65,596	\$36,414	\$264,449	\$192,639
	Korea Spirits	\$264,795	\$284,206	\$224,009	\$434,333	\$478,402
	Other Country Asian Spirits	\$21,750	\$21,869	\$24,759	\$40,388	\$43,572
	Summary	\$319,518	\$371,671	\$285,182	\$739,170	\$714,613
Gin	Dry Gin	\$970,559	\$1,126,747	\$1,314,644	\$2,479,692	\$2,065,998
	Flavoured Gin	\$35,630	\$42,191	\$76,082	\$129,469	\$78,355
	Other Gin	\$28,160	\$26,235	\$25,815	\$49,905	\$41,010
	Summary	\$1,034,349	\$1,195,173	\$1,416,542	\$2,659,066	\$2,185,362
Grape and Fruit Brandy	Armagnac	\$4,073	\$5,603	\$2,390	\$8,289	\$7,685
	Brandy	\$74,158	\$80,354	\$92,259	\$152,425	\$131,246
	Cognac	\$389,702	\$331,762	\$310,654	\$567,484	\$658,329
	Eau de Vie	\$21,974	\$16,208	\$15,818	\$40,523	\$60,606
	Grappa And Marc	\$11,494	\$14,122	\$12,530	\$21,115	\$25,246
	Pisco	\$24,094	\$26,532	\$34,264	\$53,186	\$45,131
	Summary	\$525,496	\$474,581	\$467,915	\$843,021	\$928,243
Liqueurs	Anise And Herbal/Spice Liqueurs	\$655,009	\$727,707	\$869,284	\$1,701,612	\$1,327,477
	Coffee And Cocoa Liqueurs	\$186,757	\$206,408	\$209,793	\$392,610	\$351,893
	Cream/Dairy Liqueurs	\$284,847	\$273,190	\$269,882	\$450,455	\$462,558
	Fruit Liqueurs	\$636,943	\$766,623	\$1,079,211	\$1,913,879	\$1,164,318
	Nut Liqueurs	\$119,675	\$127,662	\$151,177	\$268,331	\$206,004
	Other Liqueurs	\$111,219	\$125,937	\$154,507	\$292,315	\$219,143
	Whiskey Liqueurs	\$65,863	\$68,115	\$53,450	\$102,322	\$104,005
	Summary	\$2,060,314	\$2,295,642	\$2,787,304	\$5,121,524	\$3,835,398
Other Spirits	Cachaca	\$8,420	\$15,891	\$19,567	\$42,469	\$20,995
	Flavoured Spirits	\$5,705	\$6,104	\$6,967	\$15,486	\$13,395
	Miscellaneous/Other Spirits	\$28,434	\$16,759	\$25,368	\$47,938	\$41,402

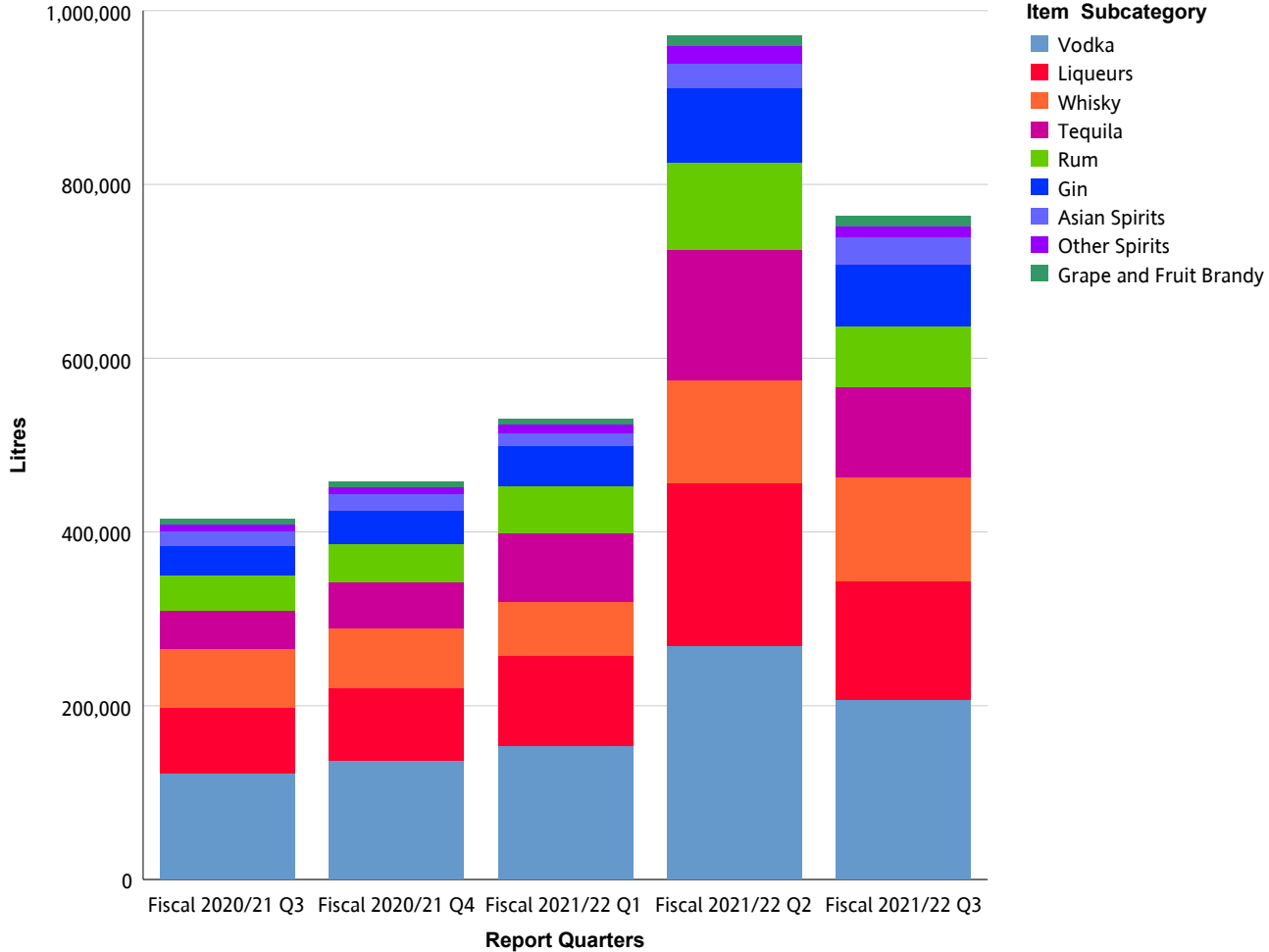
Spirits Sales (Net \$)

Net Sales \$		Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3
Other Spirits	Moonshine Spirits	\$2,138	\$2,703	\$763	\$2,641	\$2,355
	Ready to Mix Cocktails	\$141,958	\$148,617	\$164,401	\$320,669	\$202,335
	Ready to Serve Cocktails	\$11,031	\$8,370	\$36,829	\$37,463	\$29,857
	Schnapps and Akvavit	\$6,384	\$5,954	\$6,450	\$9,107	\$10,606
	Summary	\$204,070	\$204,400	\$260,345	\$475,772	\$320,944
Rum	Amber Rum	\$143,755	\$152,462	\$208,249	\$367,640	\$278,236
	Dark Rum	\$136,433	\$146,464	\$144,280	\$294,114	\$270,099
	Flavoured Rum	\$7,162	\$7,764	\$21,182	\$24,100	\$22,121
	Spiced Rum	\$321,980	\$326,862	\$332,471	\$652,777	\$556,428
	White Rum	\$451,158	\$509,054	\$711,148	\$1,249,047	\$748,474
	Summary	\$1,060,488	\$1,142,606	\$1,417,331	\$2,587,678	\$1,875,358
Tequila	Blanco/Silver Tequila	\$851,790	\$1,086,853	\$1,754,200	\$3,318,915	\$2,286,462
	Flavoured Tequila	\$10,101	\$13,152	\$38,120	\$72,426	\$34,802
	Gold Tequila	\$955,985	\$1,143,911	\$1,568,940	\$3,163,042	\$2,770,604
	Mezcal	\$134,790	\$168,782	\$180,184	\$370,088	\$300,117
	Summary	\$1,952,665	\$2,412,699	\$3,541,444	\$6,924,471	\$5,391,985
Vodka	Flavoured Vodka	\$488,116	\$578,201	\$709,596	\$1,178,280	\$832,106
	Straight Vodka	\$2,689,487	\$3,033,076	\$3,321,131	\$6,087,978	\$4,856,033
	Summary	\$3,177,603	\$3,611,276	\$4,030,727	\$7,266,258	\$5,688,139
Whisky	American Whiskey	\$156,643	\$154,962	\$144,439	\$337,712	\$357,952
	Blended Malt Scotch Whisky	\$7,571	\$4,129	\$3,372	\$9,496	\$14,018
	Blended Scotch Whisky	\$139,244	\$125,844	\$117,971	\$236,505	\$283,750
	Bourbon Whiskey	\$560,598	\$595,072	\$504,311	\$916,734	\$1,107,784
	Canadian Whisky	\$722,529	\$715,994	\$669,230	\$1,250,649	\$1,132,851
	Flavoured Whisky	\$10,406	\$6,807	\$506	\$9,634	\$36,418
	Irish Whiskey	\$500,305	\$566,448	\$528,825	\$986,620	\$948,715
	Other Country Whisky	\$81,120	\$73,086	\$75,158	\$131,389	\$166,727
	Single Malt Scotch Whisky	\$423,488	\$347,273	\$300,364	\$551,364	\$954,529

Spirits Sales (Net \$)

Net Sales \$		Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3
Whisky	Summary	\$2,601,905	\$2,589,617	\$2,344,176	\$4,430,104	\$5,002,744
Summary		\$12,936,407	\$14,297,665	\$16,550,965	\$31,047,063	\$25,942,786

Spirits Sales (Litres)



Spirits Sales (Litres)

Spirits

Litres		Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3
Asian Spirits	China Spirits	635	1,282	461	1,570	1,399
	Korea Spirits	15,523	16,668	13,087	25,400	28,101
	Other Country Asian Spirits	548	559	604	1,075	1,174
	Summary	16,706	18,508	14,151	28,045	30,674
Gin	Dry Gin	32,169	36,960	43,159	80,841	68,116
	Flavoured Gin	996	1,213	2,266	3,837	2,218
	Other Gin	607	543	523	978	829
	Summary	33,772	38,716	45,948	85,656	71,163
Grape and Fruit Brandy	Armagnac	38	39	17	61	78
	Brandy	2,803	3,069	3,402	5,568	4,657
	Cognac	1,792	1,505	1,471	3,849	4,414
	Eau de Vie	379	298	303	729	898
	Grappa And Marc	160	172	200	307	343
	Pisco	582	656	848	1,423	1,184
	Summary	5,753	5,739	6,240	11,938	11,574
Liqueurs	Anise And Herbal/Spice Liqueurs	21,355	23,420	29,768	55,756	42,273
	Coffee And Cocoa Liqueurs	8,068	8,408	8,617	15,939	15,016
	Cream/Dairy Liqueurs	11,371	10,204	9,905	16,797	18,142
	Fruit Liqueurs	24,390	29,565	42,168	74,155	42,522
	Nut Liqueurs	4,529	4,802	6,033	10,676	7,938
	Other Liqueurs	3,983	4,386	4,985	9,963	7,906
	Whiskey Liqueurs	2,046	2,076	1,746	3,235	3,233
	Summary	75,742	82,862	103,222	186,520	137,031
Other Spirits	Cachaca	209	379	489	975	511
	Flavoured Spirits	107	108	116	254	261
	Miscellaneous/Other Spirits	572	423	659	1,217	1,108

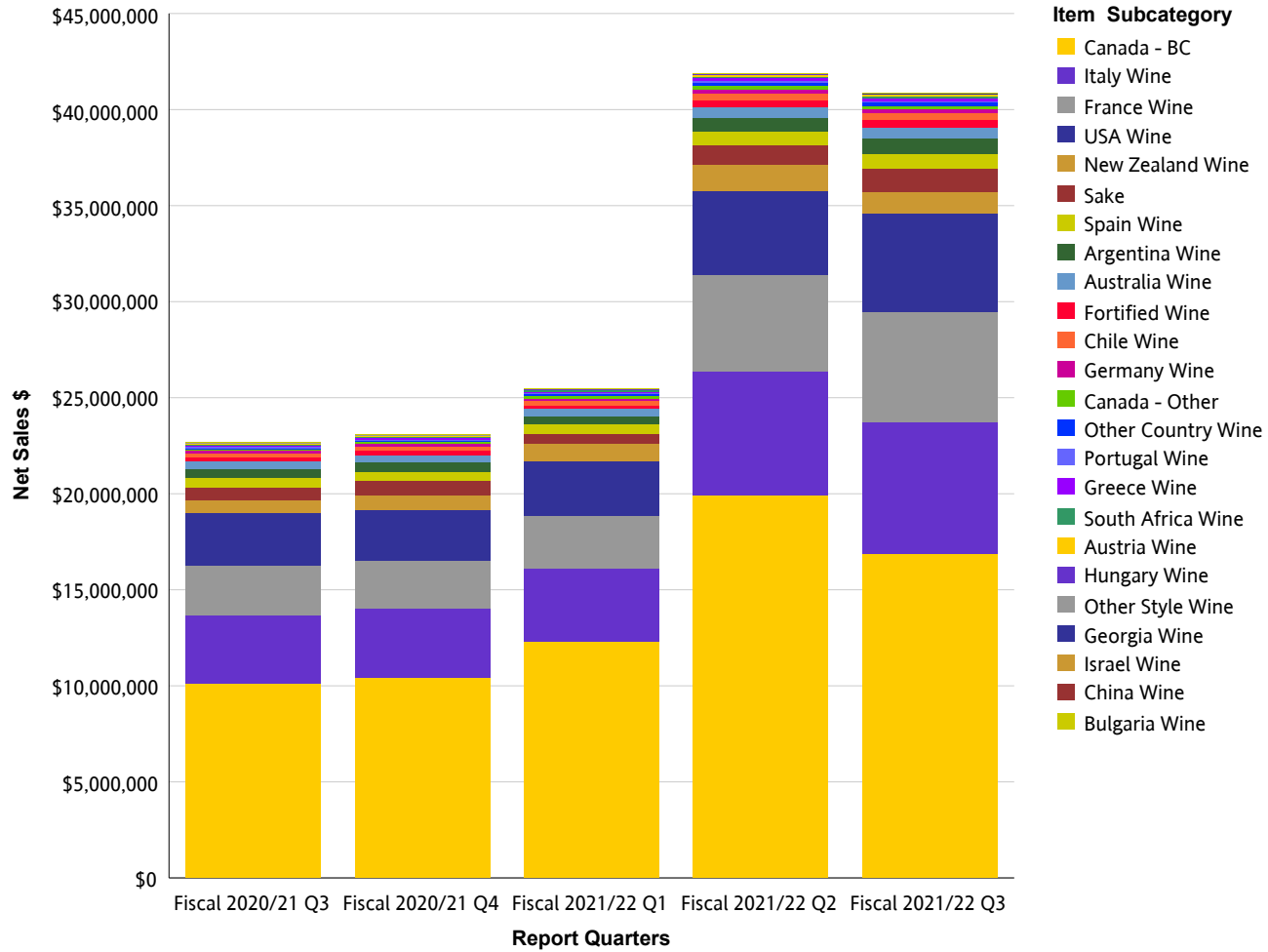
Spirits Sales (Litres)

Litres		Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3
Other Spirits	Moonshine Spirits	63	100	22	76	69
	Ready to Mix Cocktails	7,125	7,488	8,688	16,678	10,060
	Ready to Serve Cocktails	312	282	1,027	1,353	921
	Schnapps and Akvavit	157	139	159	196	251
	Summary	8,544	8,919	11,159	20,749	13,180
Rum	Amber Rum	4,668	5,034	6,803	11,925	8,507
	Dark Rum	5,109	5,251	5,243	10,675	9,687
	Flavoured Rum	262	252	697	775	645
	Spiced Rum	11,966	11,896	12,056	23,898	20,728
	White Rum	18,990	21,440	29,828	52,787	31,359
	Summary	40,997	43,873	54,627	100,060	70,925
Tequila	Blanco/Silver Tequila	20,351	25,635	41,799	77,498	49,711
	Flavoured Tequila	262	328	1,031	1,773	848
	Gold Tequila	21,073	24,056	33,106	65,065	47,642
	Mezcal	2,132	2,607	2,867	5,742	4,744
	Summary	43,818	52,626	78,804	150,078	102,946
Vodka	Flavoured Vodka	17,333	20,246	25,635	40,137	27,187
	Straight Vodka	104,904	116,854	128,226	229,242	179,124
	Summary	122,237	137,101	153,861	269,379	206,311
Whisky	American Whiskey	4,226	4,341	4,068	9,468	9,695
	Blended Malt Scotch Whisky	105	70	59	147	220
	Blended Scotch Whisky	2,931	2,740	2,612	4,654	5,503
	Bourbon Whiskey	14,359	15,108	12,960	22,930	26,672
	Canadian Whisky	26,363	26,261	24,509	46,324	41,167
	Flavoured Whisky	263	273	11	183	634
	Irish Whiskey	14,123	16,215	14,789	27,954	26,260
	Other Country Whisky	886	806	712	1,534	1,858
	Single Malt Scotch Whisky	4,035	3,546	2,957	5,838	8,056

Spirits Sales (Litres)

Litres		Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3
Whisky	Summary	67,290	69,359	62,678	119,032	120,066
Summary		414,859	457,704	530,690	971,458	763,870

Wine Sales (Net \$)



Wine Sales (Net \$)

Wine

Net Sales \$		Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3
Argentina Wine	Argentina Red Wine	\$465,551	\$465,456	\$373,872	\$620,733	\$751,807
	Argentina Rose Wine	\$1,575	\$2,770	\$4,721	\$6,148	\$608
	Argentina Sparkling Wine	\$3,039	\$20	\$1,991	\$5,554	\$2,526
	Argentina White Wine	\$14,976	\$16,976	\$21,691	\$42,040	\$34,798
	Summary	\$485,141	\$485,222	\$402,275	\$674,474	\$789,739
Australia Wine	Australia Fruit and Dessert Wine	\$120	\$0	\$0	\$0	\$0
	Australia Red Wine	\$267,149	\$263,751	\$219,549	\$327,171	\$416,514
	Australia Rose Wine	\$10,481	\$9,256	\$12,641	\$16,122	\$9,151
	Australia Sparkling Wine	\$33,932	\$39,879	\$46,770	\$71,539	\$38,135
	Australia White Wine	\$85,931	\$90,610	\$93,158	\$138,213	\$123,033
	Summary	\$397,614	\$403,497	\$372,119	\$553,045	\$586,832
Austria Wine	Austria Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Austria Red Wine	\$10,903	\$21,519	\$18,263	\$22,823	\$19,690
	Austria Rose Wine	\$985	\$639	\$328	\$1,075	\$5,439
	Austria Sparkling Wine	\$483	\$221	\$0	\$504	\$2,104
	Austria White Wine	\$15,662	\$21,929	\$20,210	\$36,287	\$42,773
	Summary	\$28,034	\$44,307	\$38,802	\$60,690	\$70,006
Bulgaria Wine	Bulgaria Red Wine	\$14	\$32	\$15	\$118	\$10
	Bulgaria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$0	\$0	\$0	\$0	\$114
	Summary	\$14	\$32	\$15	\$118	\$124
Canada - BC	Canada - BC Dessert Wine	\$4,610	\$7,294	\$4,872	\$6,853	\$11,922
	Canada - BC Fruit Wine	\$14,919	\$8,902	\$21,326	\$39,090	\$28,542
	Canada - BC Ice Wine	\$17,012	\$15,015	\$22,002	\$29,812	\$23,425
	Canada - BC Red Wine	\$5,159,005	\$5,225,113	\$4,744,823	\$8,168,047	\$8,737,006
	Canada - BC Rose Wine	\$328,175	\$395,592	\$1,294,116	\$1,618,751	\$541,824

Wine Sales (Net \$)

Net Sales \$		Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3
Canada - BC	Canada - BC Sparkling Wine	\$406,705	\$415,485	\$631,842	\$953,251	\$749,798
	Canada - BC White Wine	\$4,173,850	\$4,361,654	\$5,584,765	\$9,079,883	\$6,794,858
	Summary	\$10,104,275	\$10,429,056	\$12,303,747	\$19,895,687	\$16,887,375
Canada - Other	Canada - Other Dessert Wine	\$0	\$0	\$696	\$1,392	\$3,204
	Canada - Other Fruit Wine	\$0	\$0	\$0	\$0	\$114
	Canada - Other Ice Wine	\$326	\$182	\$163	\$355	\$962
	Canada - Other Red Wine	\$7,205	\$8,772	\$7,612	\$15,311	\$13,471
	Canada - Other Rose Wine	\$770	\$374	\$45,546	\$62,997	\$3,181
	Canada - Other Sparkling Wine	\$52,840	\$62,879	\$85,923	\$125,958	\$95,891
	Canada - Other White Wine	\$4,314	\$5,637	\$7,405	\$10,606	\$22,421
	Summary	\$65,455	\$77,845	\$147,345	\$216,619	\$139,244
Chile Wine	Chile Fruit and Dessert Wine	\$160	\$319	\$319	\$319	\$160
	Chile Red Wine	\$137,865	\$150,440	\$121,021	\$169,100	\$218,489
	Chile Rose Wine	\$2,794	\$2,230	\$4,274	\$6,849	\$3,589
	Chile Sparkling Wine	\$1,235	\$870	\$614	\$4,212	\$2,864
	Chile White Wine	\$88,728	\$88,420	\$102,045	\$148,497	\$118,063
	Summary	\$230,782	\$242,280	\$228,274	\$328,977	\$343,164
China Wine	China Fruit and Dessert Wine	\$385	\$0	\$0	\$0	\$0
	China Red Wine	\$49	\$1,373	\$0	\$0	\$0
	China White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$434	\$1,373	\$0	\$0	\$0
Fortified Wine	Other Fortified Domestic Wine	\$22,321	\$16,547	\$13,966	\$20,053	\$21,720
	Other Fortified Import Wine	\$44,852	\$46,587	\$44,654	\$77,654	\$68,564
	Port Wine	\$50,260	\$40,540	\$26,352	\$72,069	\$117,992
	Sherry Wine	\$20,214	\$20,261	\$16,522	\$32,778	\$31,356
	Vermouth Wine	\$69,815	\$81,099	\$96,896	\$175,389	\$150,692
	Summary	\$207,462	\$205,034	\$198,390	\$377,944	\$390,325
France Wine	France Champagne Wine	\$702,939	\$495,775	\$630,440	\$1,367,226	\$2,023,222

Wine Sales (Net \$)

Net Sales \$		Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3
France Wine	France Fruit and Dessert Wine	\$521	\$1,688	\$711	\$2,701	\$7,241
	France Red Wine	\$1,069,080	\$1,129,942	\$794,039	\$1,465,170	\$1,938,988
	France Rose Wine	\$166,759	\$165,744	\$448,511	\$564,666	\$223,990
	France Sparkling Wine	\$92,572	\$89,436	\$95,019	\$219,619	\$207,861
	France White Wine	\$562,132	\$627,954	\$760,891	\$1,387,278	\$1,342,183
	Summary	\$2,594,002	\$2,510,539	\$2,729,611	\$5,006,659	\$5,743,484
Georgia Wine	Georgia Red Wine	\$70	\$0	\$194	\$304	\$3,295
	Georgia White Wine	\$0	\$0	\$0	\$0	\$2,604
	Summary	\$70	\$0	\$194	\$304	\$5,899
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$0	\$3,198	\$0
	Germany Red Wine	\$3,310	\$6,504	\$9,080	\$13,583	\$18,146
	Germany Rose Wine	\$609	\$3,264	\$3,270	\$3,087	\$4,288
	Germany Sparkling Wine	\$70,374	\$77,940	\$65,596	\$145,072	\$146,461
	Germany White Wine	\$34,784	\$44,757	\$40,300	\$59,562	\$67,420
	Summary	\$109,076	\$132,466	\$118,246	\$224,503	\$236,316
Greece Wine	Greece Fruit and Dessert Wine	\$0	\$330	\$0	\$0	\$0
	Greece Red Wine	\$33,999	\$38,198	\$25,892	\$53,376	\$62,465
	Greece Rose Wine	\$0	\$785	\$314	\$52	\$5,685
	Greece Sparkling Wine	\$0	\$0	\$0	\$0	\$4,944
	Greece White Wine	\$22,859	\$26,188	\$26,312	\$59,415	\$63,195
	Summary	\$56,857	\$65,501	\$52,518	\$112,843	\$136,289
Hungary Wine	Hungary Fruit and Dessert Wine	\$2,050	\$1,987	\$1,723	\$3,705	\$3,576
	Hungary Red Wine	\$978	\$535	\$367	\$546	\$268
	Hungary Rose Wine	\$0	\$0	\$0	\$0	\$0
	Hungary Sparkling Wine	\$15,008	\$17,936	\$15,389	\$32,668	\$24,034
	Hungary White Wine	\$2,662	\$2,986	\$4,191	\$11,054	\$6,666
	Summary	\$20,698	\$23,444	\$21,671	\$47,973	\$34,544
Israel Wine	Israel Red Wine	\$31	\$62	\$0	\$114	\$239

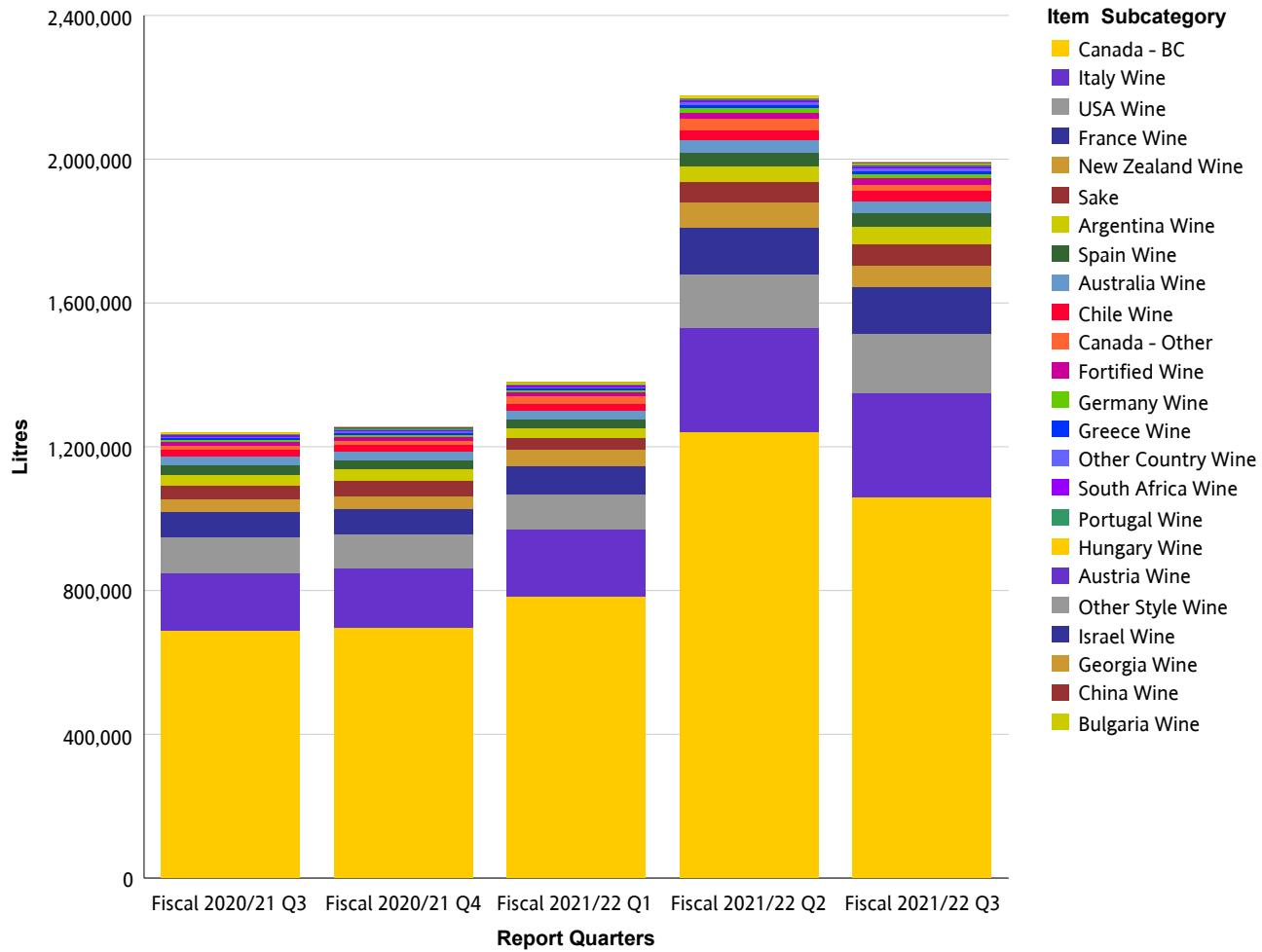
Wine Sales (Net \$)

Net Sales \$		Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3
Israel Wine	Israel Rose Wine	\$0	\$0	\$0	\$0	\$0
	Israel White Wine	\$684	\$342	\$326	\$1,056	\$839
	Summary	\$715	\$404	\$326	\$1,170	\$1,078
Italy Wine	Italy Fruit and Dessert Wine	\$3,456	\$3,373	\$2,488	\$4,342	\$6,358
	Italy Red Wine	\$2,166,964	\$2,123,177	\$1,850,509	\$3,333,995	\$4,123,107
	Italy Rose Wine	\$36,627	\$44,084	\$66,482	\$100,679	\$60,572
	Italy Sparkling Wine	\$291,032	\$294,449	\$470,130	\$667,304	\$586,279
	Italy White Wine	\$663,615	\$727,031	\$879,450	\$1,404,830	\$1,228,501
	Prosecco Wine	\$400,270	\$392,085	\$538,399	\$971,046	\$825,281
	Summary	\$3,561,963	\$3,584,199	\$3,807,458	\$6,482,195	\$6,830,098
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$35,841	\$34,985	\$34,326	\$39,835	\$44,972
	New Zealand Rose Wine	\$8,375	\$9,690	\$31,887	\$35,693	\$16,362
	New Zealand Sparkling Wine	\$6,531	\$1,132	\$1,471	\$2,902	\$5,745
	New Zealand White Wine	\$641,452	\$666,182	\$820,586	\$1,266,053	\$1,046,693
	Summary	\$692,199	\$711,989	\$888,270	\$1,344,483	\$1,113,771
Other Country Wine	Other Country Fruit and Dessert Wine	\$53,346	\$53,257	\$51,120	\$108,489	\$102,636
	Other Country Red Wine	\$11,788	\$14,242	\$17,341	\$13,068	\$33,129
	Other Country Rose Wine	\$847	\$2,237	\$2,739	\$4,446	\$4,773
	Other Country Sparkling Wine	\$934	\$759	\$3,059	\$2,568	\$15,208
	Other Country White Wine	\$4,954	\$6,082	\$18,061	\$8,216	\$23,101
	Summary	\$71,869	\$76,576	\$92,320	\$136,787	\$178,848
Other Style Wine	Aperitif And Flavoured Wine	\$16,680	\$11,717	\$14,066	\$16,373	\$13,637
	Mead	\$528	\$1,218	\$1,816	\$3,207	\$1,140
	Rice Wine	\$4,643	\$5,975	\$3,115	\$6,810	\$11,964
	Summary	\$21,851	\$18,910	\$18,998	\$26,390	\$26,741
Portugal Wine	Portugal Fruit and Dessert Wine	\$352	\$396	\$583	\$385	\$1,846
	Portugal Red Wine	\$40,776	\$35,199	\$33,979	\$49,823	\$55,055

Wine Sales (Net \$)

Net Sales \$		Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3
Portugal Wine	Portugal Rose Wine	\$5,644	\$4,778	\$6,826	\$8,744	\$3,324
	Portugal Sparkling Wine	\$375	\$925	\$1,506	\$2,519	\$2,461
	Portugal White Wine	\$21,368	\$25,558	\$35,283	\$54,124	\$35,380
	Summary	\$68,515	\$66,856	\$78,177	\$115,594	\$98,066
Sake	Japan Sake	\$459,397	\$530,903	\$355,572	\$766,199	\$915,975
	Other Country Sake	\$14,368	\$24,281	\$34,095	\$16,958	\$13,927
	USA Sake	\$176,025	\$205,399	\$150,842	\$270,735	\$280,735
	Summary	\$649,790	\$760,583	\$540,508	\$1,053,892	\$1,210,637
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$770	\$441	\$0	\$0
	South Africa Red Wine	\$46,940	\$49,084	\$28,420	\$60,493	\$68,889
	South Africa Rose Wine	\$48	\$18	\$1,746	\$248	\$47
	South Africa Sparkling Wine	\$610	\$0	\$66	\$0	\$853
	South Africa White Wine	\$28,786	\$24,580	\$25,997	\$38,215	\$35,024
	Summary	\$76,384	\$74,452	\$56,671	\$98,955	\$104,812
Spain Wine	Spain Fruit and Dessert Wine	\$913	\$1,139	\$1,026	\$3,274	\$3,411
	Spain Red Wine	\$269,490	\$280,698	\$225,266	\$356,586	\$453,760
	Spain Rose Wine	\$16,824	\$11,818	\$21,357	\$28,508	\$18,612
	Spain Sparkling Wine	\$137,048	\$128,956	\$191,604	\$237,314	\$205,910
	Spain White Wine	\$58,470	\$62,193	\$66,899	\$107,875	\$90,330
	Summary	\$482,744	\$484,804	\$506,151	\$733,558	\$772,024
USA Wine	USA Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	USA Red Wine	\$2,306,814	\$2,251,013	\$2,220,028	\$3,387,163	\$4,297,410
	USA Rose Wine	\$17,392	\$13,530	\$78,312	\$109,170	\$32,380
	USA Sparkling Wine	\$30,018	\$32,243	\$83,027	\$108,542	\$54,102
	USA White Wine	\$374,829	\$363,986	\$475,487	\$771,675	\$749,637
	Summary	\$2,729,054	\$2,660,771	\$2,856,854	\$4,376,551	\$5,133,529
Summary		\$22,654,999	\$23,060,141	\$25,458,938	\$41,869,412	\$40,832,945

Wine Sales (Litres)



Wine Sales (Litres)

Wine

Litres		Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3
Argentina Wine	Argentina Red Wine	29,866	29,757	23,427	38,455	46,484
	Argentina Rose Wine	179	296	553	664	50
	Argentina Sparkling Wine	158	1	122	380	180
	Argentina White Wine	1,259	1,307	1,618	3,055	2,350
	Summary	31,462	31,361	25,721	42,553	49,063
Australia Wine	Australia Fruit and Dessert Wine	3	0	0	0	0
	Australia Red Wine	15,302	13,722	11,406	17,998	21,679
	Australia Rose Wine	752	715	969	1,343	824
	Australia Sparkling Wine	2,450	2,778	3,344	5,089	2,938
	Australia White Wine	6,895	6,817	7,349	11,000	8,850
	Summary	25,402	24,031	23,067	35,430	34,290
Austria Wine	Austria Fruit and Dessert Wine	0	0	0	0	0
	Austria Red Wine	348	651	592	640	568
	Austria Rose Wine	27	18	9	32	151
	Austria Sparkling Wine	18	9	0	18	61
	Austria White Wine	472	626	524	1,000	1,179
	Summary	866	1,304	1,125	1,690	1,958
Bulgaria Wine	Bulgaria Red Wine	1	2	1	6	1
	Bulgaria Rose Wine	0	0	0	0	0
	Bulgaria White Wine	0	0	0	0	3
	Summary	1	2	1	6	4
Canada - BC	Canada - BC Dessert Wine	96	151	89	125	230
	Canada - BC Fruit Wine	588	366	1,056	1,815	1,312
	Canada - BC Ice Wine	207	181	287	369	280
	Canada - BC Red Wine	323,198	317,184	284,740	461,477	494,058
	Canada - BC Rose Wine	18,349	22,112	66,277	85,076	28,467

Wine Sales (Litres)

Litres		Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3
Canada - BC	Canada - BC Sparkling Wine	16,420	17,136	26,038	39,093	30,054
	Canada - BC White Wine	329,018	339,335	405,807	652,450	504,951
	Summary	687,875	696,465	784,294	1,240,405	1,059,352
Canada - Other	Canada - Other Dessert Wine	0	0	6	12	25
	Canada - Other Fruit Wine	0	0	0	0	9
	Canada - Other Ice Wine	3	2	2	4	11
	Canada - Other Red Wine	745	826	861	1,482	1,335
	Canada - Other Rose Wine	65	32	7,211	10,024	397
	Canada - Other Sparkling Wine	8,150	9,416	12,801	18,642	13,220
	Canada - Other White Wine	516	608	776	1,044	1,619
	Summary	9,479	10,883	21,656	31,208	16,616
Chile Wine	Chile Fruit and Dessert Wine	4	9	9	9	4
	Chile Red Wine	11,210	11,558	9,842	13,531	16,912
	Chile Rose Wine	336	250	471	830	396
	Chile Sparkling Wine	65	48	35	149	100
	Chile White Wine	7,951	8,015	9,099	13,288	10,378
	Summary	19,566	19,881	19,456	27,808	27,792
China Wine	China Fruit and Dessert Wine	15	0	0	0	0
	China Red Wine	1	21	0	0	0
	China White Wine	0	0	0	0	0
	Summary	16	21	0	0	0
Fortified Wine	Other Fortified Domestic Wine	1,226	1,145	1,011	1,226	1,472
	Other Fortified Import Wine	2,078	2,189	2,167	3,592	3,037
	Port Wine	1,104	974	675	1,665	2,260
	Sherry Wine	767	809	675	1,232	1,120
	Vermouth Wine	5,250	5,492	6,137	10,860	10,296
	Summary	10,426	10,609	10,665	18,575	18,184
France Wine	France Champagne Wine	7,005	4,707	5,673	13,725	19,980

Wine Sales (Litres)

Litres		Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3
France Wine	France Fruit and Dessert Wine	7	40	16	56	106
	France Red Wine	28,555	28,553	20,934	38,272	48,995
	France Rose Wine	8,801	9,180	22,514	27,385	11,654
	France Sparkling Wine	5,055	5,269	5,480	12,156	11,365
	France White Wine	19,310	20,689	23,523	38,454	37,018
	Summary	68,734	68,438	78,140	130,047	129,119
Georgia Wine	Georgia Red Wine	4	0	10	18	67
	Georgia White Wine	0	0	0	0	54
	Summary	4	0	10	18	121
Germany Wine	Germany Fruit and Dessert Wine	0	0	0	2	0
	Germany Red Wine	105	178	224	283	351
	Germany Rose Wine	18	117	104	162	129
	Germany Sparkling Wine	4,327	4,445	3,994	8,632	8,497
	Germany White Wine	1,572	1,854	1,714	2,804	2,626
	Summary	6,022	6,594	6,036	11,883	11,603
Greece Wine	Greece Fruit and Dessert Wine	0	12	0	0	0
	Greece Red Wine	2,331	2,648	1,849	3,713	3,642
	Greece Rose Wine	0	45	18	3	220
	Greece Sparkling Wine	0	0	0	0	112
	Greece White Wine	1,767	2,084	2,031	4,400	3,462
	Summary	4,098	4,789	3,898	8,115	7,437
Hungary Wine	Hungary Fruit and Dessert Wine	30	39	30	52	71
	Hungary Red Wine	68	37	28	38	20
	Hungary Rose Wine	0	0	0	0	0
	Hungary Sparkling Wine	1,218	1,346	1,152	2,518	1,904
	Hungary White Wine	210	232	302	658	394
	Summary	1,526	1,653	1,511	3,266	2,389
Israel Wine	Israel Red Wine	2	3	0	5	11

Wine Sales (Litres)

Litres		Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3
Israel Wine	Israel Rose Wine	0	0	0	0	0
	Israel White Wine	33	16	16	51	40
	Summary	34	20	16	56	52
Italy Wine	Italy Fruit and Dessert Wine	55	52	29	48	61
	Italy Red Wine	75,479	73,732	65,626	107,122	131,122
	Italy Rose Wine	1,480	1,848	3,224	4,640	2,316
	Italy Sparkling Wine	17,646	18,362	29,185	40,766	34,083
	Italy White Wine	44,584	48,099	58,325	87,012	74,948
	Prosecco Wine	22,435	21,826	29,375	51,791	45,860
	Summary	161,679	163,919	185,764	291,378	288,389
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	1,274	1,250	1,173	1,422	1,724
	New Zealand Rose Wine	453	507	1,642	2,074	826
	New Zealand Sparkling Wine	227	48	72	135	301
	New Zealand White Wine	35,429	34,824	44,486	67,001	56,044
	Summary	37,383	36,630	47,374	70,632	58,894
Other Country Wine	Other Country Fruit and Dessert Wine	3,129	3,259	2,873	6,350	6,007
	Other Country Red Wine	465	466	560	406	933
	Other Country Rose Wine	38	94	90	202	90
	Other Country Sparkling Wine	38	9	68	46	236
	Other Country White Wine	184	206	619	312	541
	Summary	3,853	4,035	4,210	7,317	7,807
Other Style Wine	Aperitif And Flavoured Wine	648	654	877	518	557
	Mead	33	60	94	141	60
	Rice Wine	306	402	260	623	1,206
	Summary	987	1,116	1,231	1,283	1,823
Portugal Wine	Portugal Fruit and Dessert Wine	8	9	14	9	48
	Portugal Red Wine	2,385	2,115	1,854	2,737	3,012

Wine Sales (Litres)

Litres		Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3
Portugal Wine	Portugal Rose Wine	458	408	597	886	292
	Portugal Sparkling Wine	14	40	66	86	97
	Portugal White Wine	1,361	1,481	2,115	2,920	2,037
	Summary	4,226	4,054	4,646	6,637	5,486
Sake	Japan Sake	11,794	13,721	9,065	19,783	21,884
	Other Country Sake	1,312	1,586	1,909	1,448	1,085
	USA Sake	24,142	28,474	20,711	36,043	37,864
	Summary	37,248	43,780	31,685	57,275	60,832
South Africa Wine	South Africa Fruit and Dessert Wine	0	4	6	0	0
	South Africa Red Wine	3,042	2,861	1,859	3,271	3,955
	South Africa Rose Wine	5	2	122	22	4
	South Africa Sparkling Wine	14	0	2	0	27
	South Africa White Wine	1,894	1,679	1,852	3,082	2,591
	Summary	4,955	4,546	3,841	6,375	6,577
Spain Wine	Spain Fruit and Dessert Wine	22	26	31	80	100
	Spain Red Wine	13,281	12,266	10,376	15,563	19,480
	Spain Rose Wine	847	776	1,634	2,314	1,218
	Spain Sparkling Wine	8,564	7,947	11,533	14,867	12,579
	Spain White Wine	2,511	2,818	2,885	4,625	3,623
	Summary	25,225	23,831	26,459	37,449	37,001
USA Wine	USA Fruit and Dessert Wine	0	0	0	0	0
	USA Red Wine	78,286	77,336	68,655	104,880	131,875
	USA Rose Wine	1,438	1,367	4,174	5,964	2,186
	USA Sparkling Wine	1,381	1,368	3,186	3,949	1,980
	USA White Wine	18,047	17,379	21,830	33,308	31,634
	Summary	99,153	97,450	97,845	148,101	167,674
Summary		1,240,220	1,255,412	1,378,651	2,177,509	1,992,463

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.