

Hospitality Liquor Market Review

Fiscal 2022/23 Q2

September 2022



**LIQUOR
DISTRIBUTION
BRANCH**

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Introduction

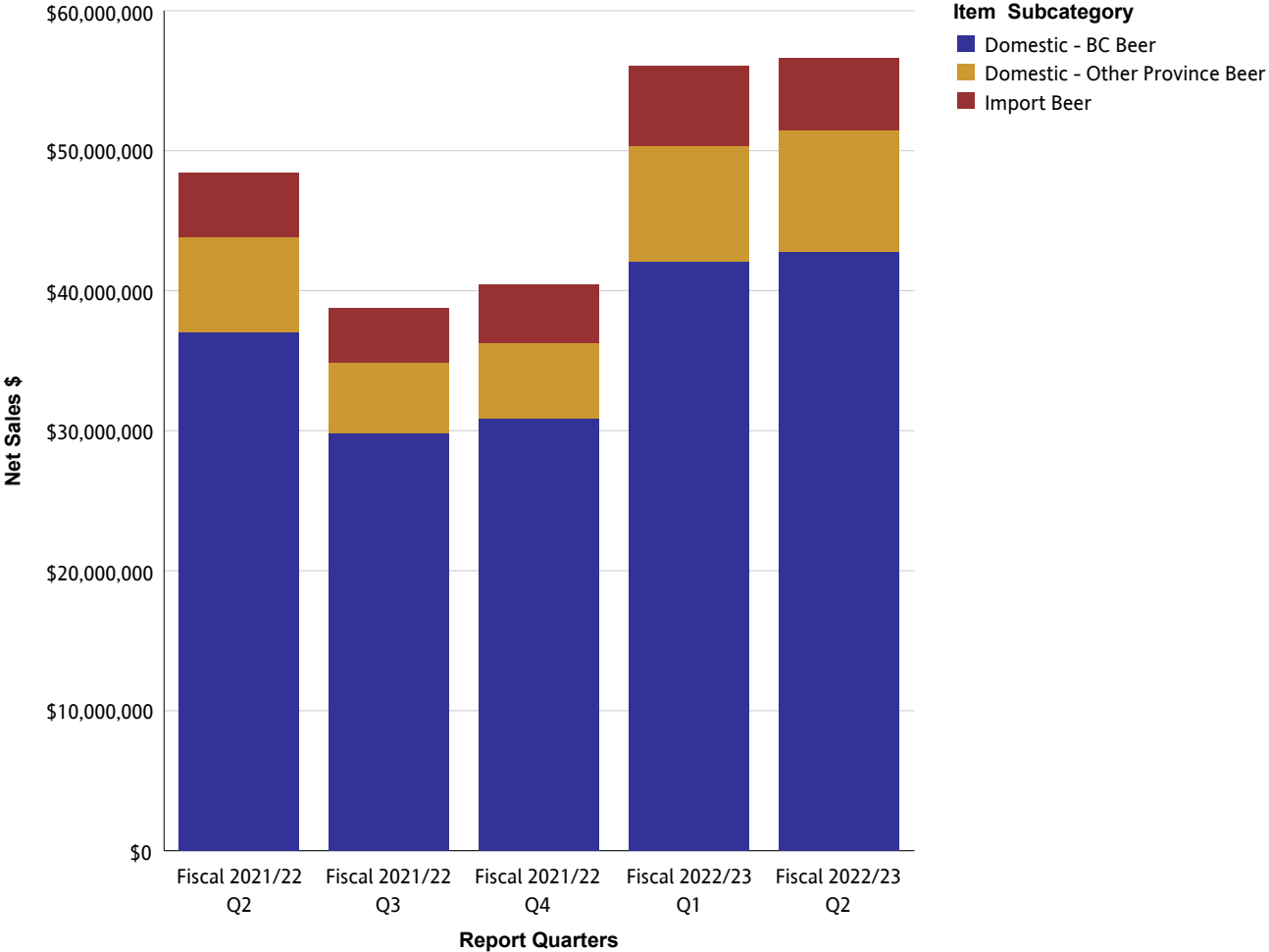
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer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

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

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

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

Beer Sales (Net \$)

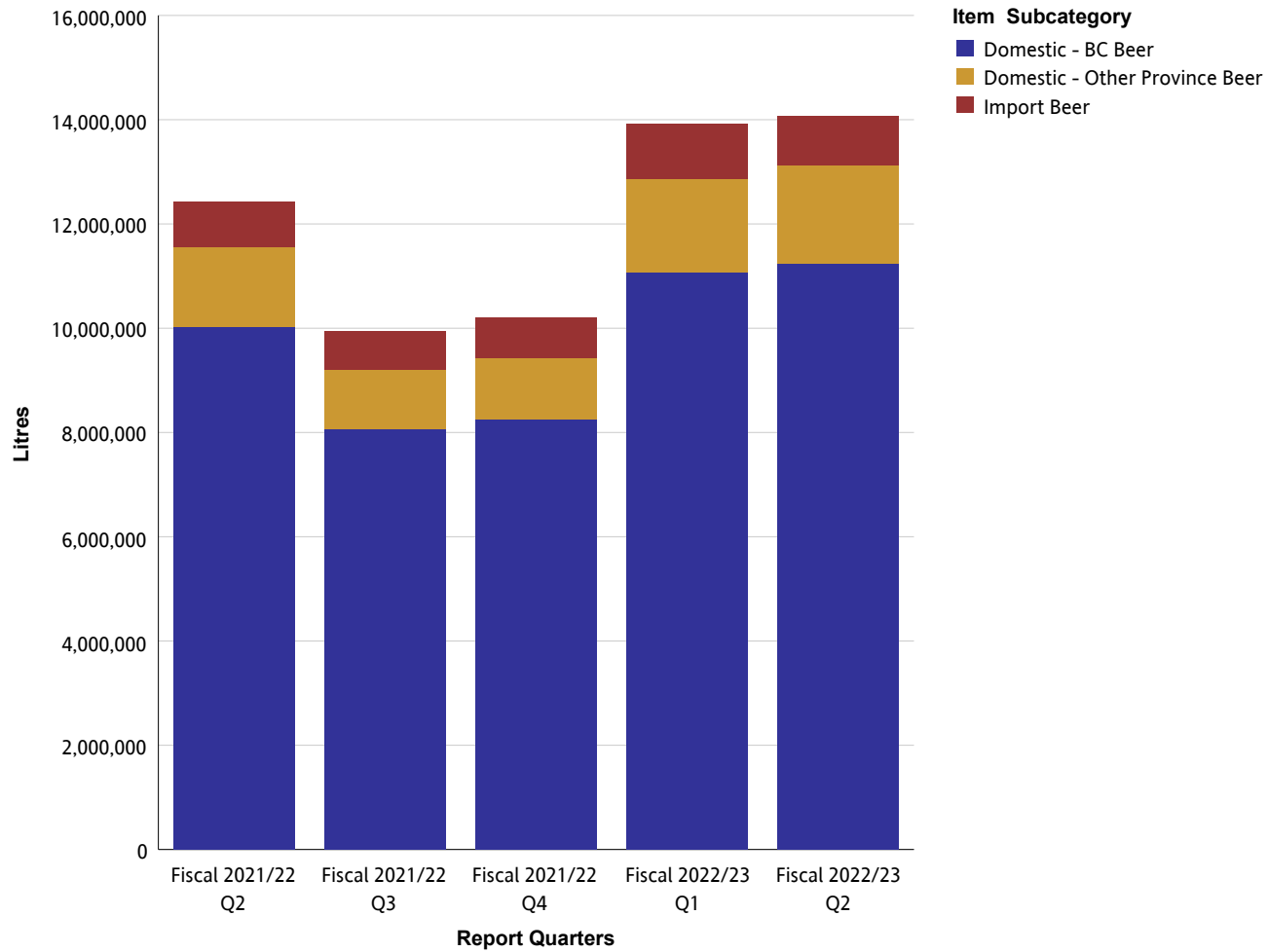


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2
Domestic - BC Beer	Domestic - BC Commercial Beer	\$16,313,311	\$13,819,442	\$14,186,524	\$18,722,237	\$18,388,688
	Domestic - BC Micro Brew Beer	\$11,333,478	\$8,688,335	\$9,077,463	\$12,670,515	\$12,866,778
	Domestic - BC Regional Beer	\$9,400,354	\$7,283,022	\$7,590,303	\$10,684,162	\$11,522,645
	Summary	\$37,047,143	\$29,790,798	\$30,854,290	\$42,076,914	\$42,778,111
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$6,516,548	\$4,823,801	\$5,135,125	\$7,928,223	\$8,359,673
	Domestic - Other Province Micro Brew Beer	\$22,466	\$14,762	\$10,238	\$40,532	\$30,894
	Domestic - Other Province Regional Beer	\$296,566	\$266,032	\$261,793	\$351,480	\$327,179
	Summary	\$6,835,579	\$5,104,594	\$5,407,156	\$8,320,235	\$8,717,746
Import Beer	Asia And South Pacific Beer	\$775,684	\$769,024	\$695,753	\$1,068,530	\$851,833
	Europe Beer	\$3,198,469	\$2,748,041	\$3,060,439	\$3,955,908	\$3,694,562
	Mexico And Caribbean Beer	\$350,669	\$197,600	\$284,919	\$488,726	\$444,920
	Other Country Beer	\$8,801	\$4,637	\$1,654	\$5,013	\$5,009
	USA Beer	\$220,224	\$157,076	\$100,140	\$152,582	\$127,271
	Summary	\$4,553,847	\$3,876,378	\$4,142,905	\$5,670,759	\$5,123,595
Summary		\$48,436,569	\$38,771,770	\$40,404,352	\$56,067,908	\$56,619,452

Beer Sales (Litres)

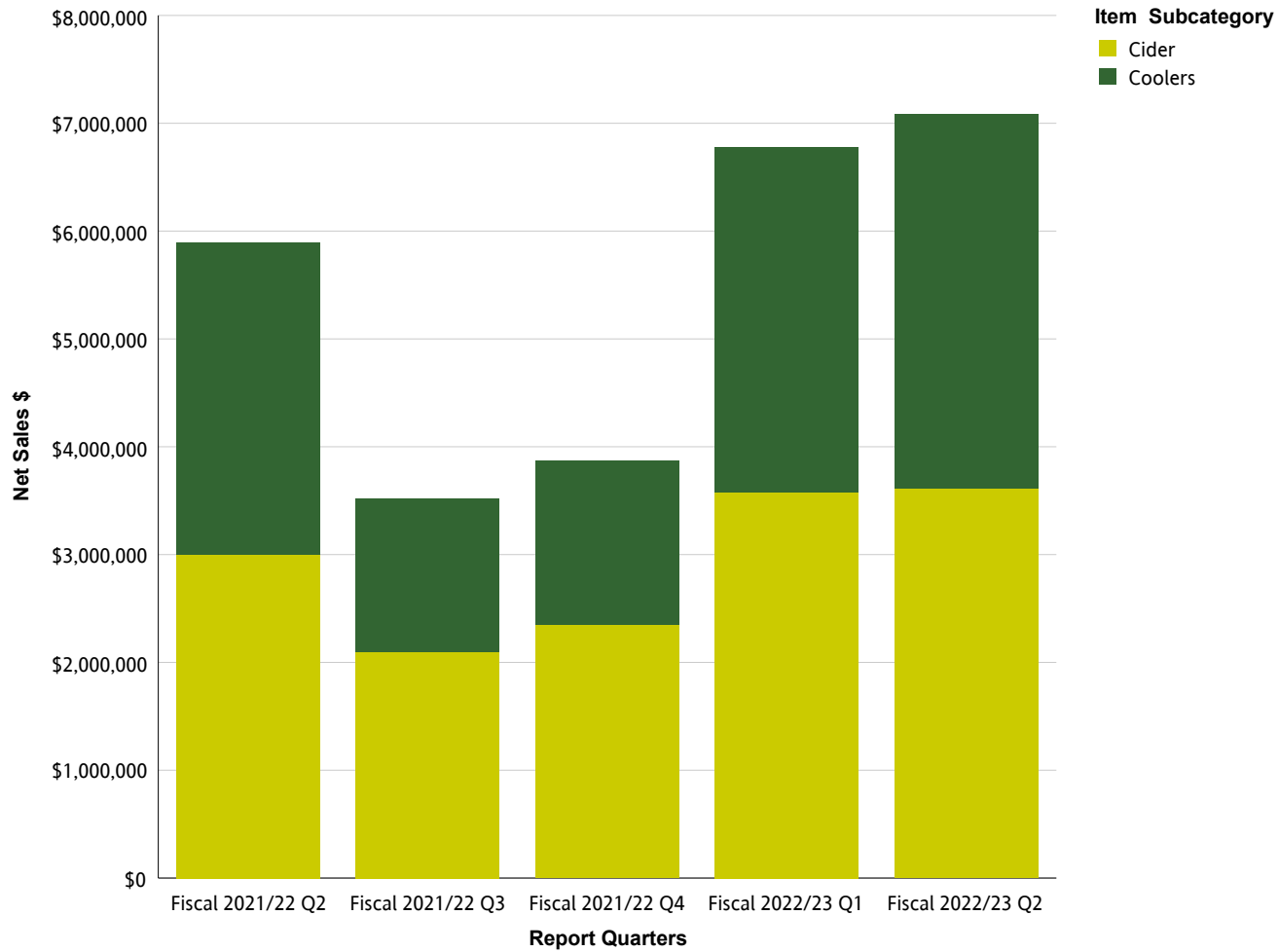


Beer Sales (Litres)

Beer

Litres		Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2
Domestic - BC Beer	Domestic - BC Commercial Beer	4,481,533	3,799,358	3,802,791	4,945,994	4,851,149
	Domestic - BC Micro Brew Beer	2,752,839	2,082,916	2,197,754	3,015,491	3,033,986
	Domestic - BC Regional Beer	2,791,054	2,182,276	2,259,748	3,105,634	3,357,829
	Summary	10,025,425	8,064,550	8,260,293	11,067,119	11,242,964
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	1,433,281	1,048,893	1,078,057	1,678,019	1,775,836
	Domestic - Other Province Micro Brew Beer	2,913	2,015	1,205	5,567	6,190
	Domestic - Other Province Regional Beer	98,362	87,623	84,879	112,434	103,602
	Summary	1,534,556	1,138,532	1,164,141	1,796,020	1,885,628
Import Beer	Asia And South Pacific Beer	136,563	138,730	119,714	179,971	154,480
	Europe Beer	615,391	528,948	585,828	745,795	683,284
	Mexico And Caribbean Beer	68,258	37,990	51,989	92,205	82,620
	Other Country Beer	1,724	909	361	952	900
	USA Beer	41,033	29,239	20,575	29,929	25,048
	Summary	862,968	735,816	778,467	1,048,851	946,333
Summary		12,422,949	9,938,897	10,202,901	13,911,991	14,074,925

Refreshment Beverages Sales (Net \$)

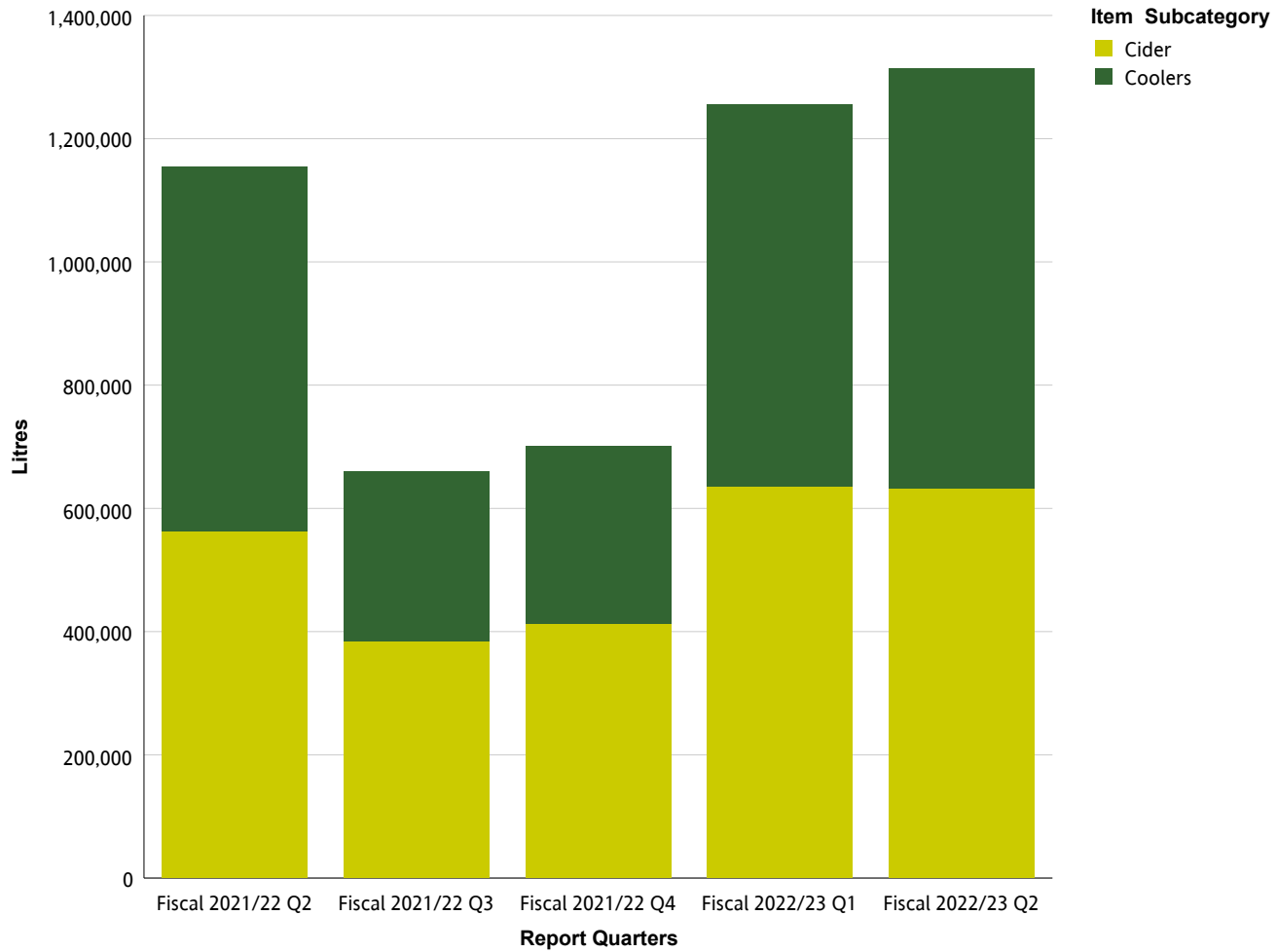


Refreshment Beverages Sales (Net \$)

Refreshment Beverages

Net Sales \$		Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2
Cider	Domestic Cider	\$2,277,085	\$1,557,788	\$1,763,378	\$2,756,285	\$2,865,119
	Import Cider	\$720,500	\$537,251	\$588,023	\$819,117	\$748,807
	Summary	\$2,997,585	\$2,095,039	\$2,351,400	\$3,575,402	\$3,613,926
Coolers	Malt-Based Coolers	\$40,534	\$19,096	\$24,410	\$59,133	\$71,248
	Spirit Coolers	\$2,752,054	\$1,345,116	\$1,449,952	\$3,055,387	\$3,304,173
	Wine/Fruit Coolers	\$97,442	\$58,728	\$49,928	\$87,757	\$94,679
	Summary	\$2,890,030	\$1,422,940	\$1,524,290	\$3,202,276	\$3,470,099
Summary		\$5,887,615	\$3,517,979	\$3,875,691	\$6,777,678	\$7,084,025

Refreshment Beverages Sales (Litres)

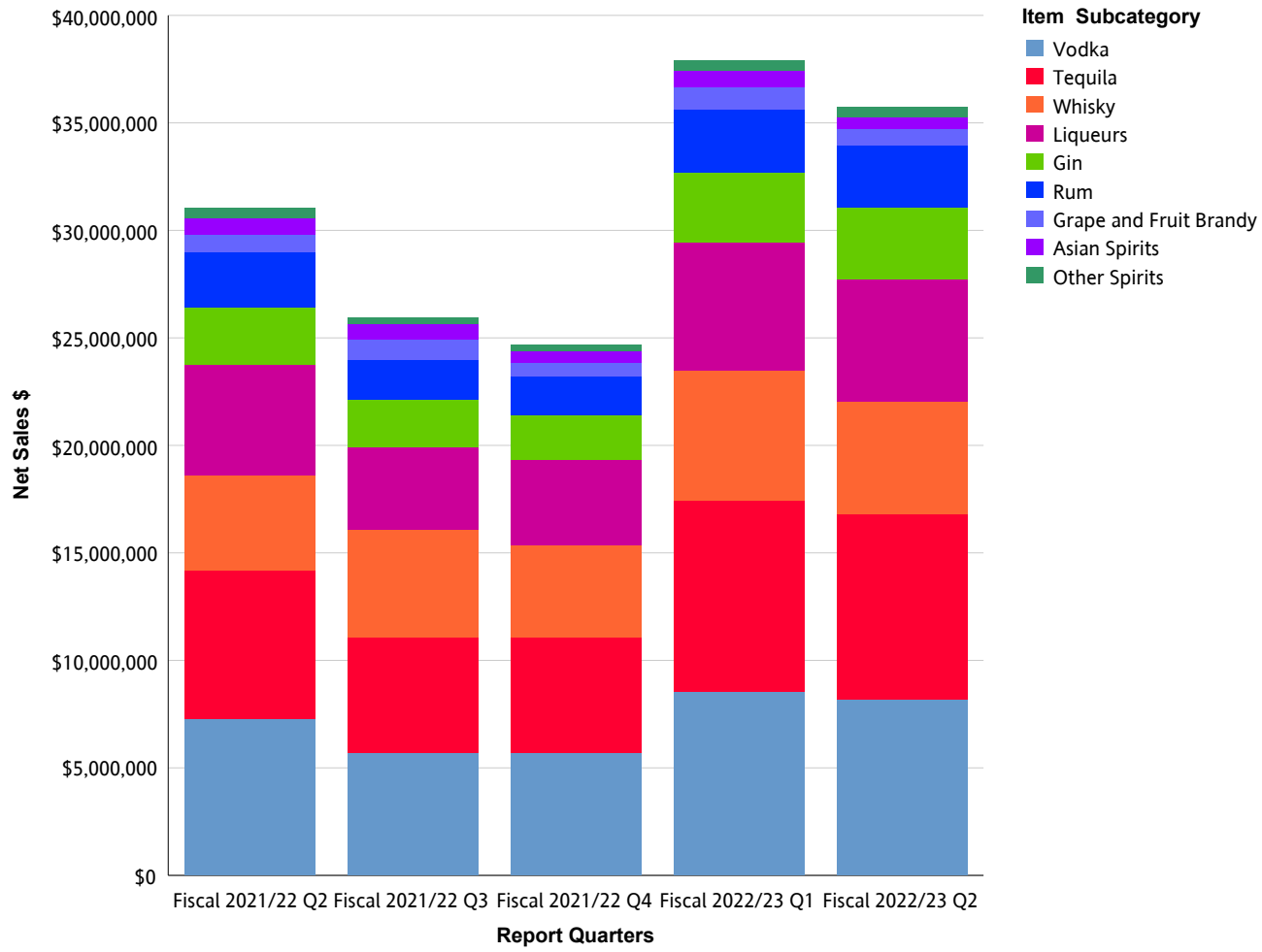


Refreshment Beverages Sales (Litres)

Refreshment Beverages

Litres		Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2
Cider	Domestic Cider	406,963	268,850	293,603	466,895	479,032
	Import Cider	155,211	115,690	120,157	168,985	153,670
	Summary	562,174	384,540	413,760	635,880	632,702
Coolers	Malt-Based Coolers	7,824	3,917	5,053	12,493	16,355
	Spirit Coolers	569,193	262,914	275,117	595,563	650,530
	Wine/Fruit Coolers	14,680	9,127	7,487	12,572	15,063
	Summary	591,697	275,958	287,656	620,629	681,947
Summary		1,153,871	660,497	701,417	1,256,508	1,314,650

Spirits Sales (Net \$)



Spirits Sales (Net \$)

Spirits

Net Sales \$		Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2
Asian Spirits	China Spirits	\$264,449	\$192,639	\$76,371	\$134,741	\$93,652
	Korea Spirits	\$434,333	\$478,402	\$419,092	\$548,426	\$445,698
	Other Country Asian Spirits	\$41,188	\$44,212	\$36,192	\$50,911	\$40,602
	Summary	\$739,970	\$715,253	\$531,655	\$734,078	\$579,952
Gin	Dry Gin	\$2,479,692	\$2,067,114	\$1,967,966	\$3,058,032	\$3,105,462
	Flavoured Gin	\$129,469	\$78,355	\$83,010	\$145,313	\$161,473
	Other Gin	\$49,905	\$43,523	\$47,901	\$56,429	\$71,087
	Summary	\$2,659,066	\$2,188,991	\$2,098,878	\$3,259,774	\$3,338,022
Grape and Fruit Brandy	Armagnac	\$8,289	\$7,685	\$15,165	\$6,157	\$4,269
	Brandy	\$152,425	\$131,246	\$108,506	\$157,837	\$168,665
	Cognac	\$567,484	\$658,329	\$410,195	\$753,456	\$443,621
	Eau de Vie	\$40,523	\$60,992	\$25,099	\$48,542	\$33,335
	Grappa And Marc	\$21,115	\$25,246	\$18,054	\$28,839	\$17,786
	Pisco	\$53,186	\$45,131	\$49,462	\$69,127	\$63,302
	Summary	\$843,021	\$928,630	\$626,481	\$1,063,959	\$730,979
Liqueurs	Anise And Herbal/Spice Liqueurs	\$1,701,612	\$1,328,042	\$1,361,990	\$2,084,372	\$1,878,802
	Coffee And Cocoa Liqueurs	\$392,610	\$351,893	\$369,549	\$467,505	\$448,048
	Cream/Dairy Liqueurs	\$450,455	\$462,803	\$401,844	\$564,963	\$489,884
	Fruit Liqueurs	\$1,921,551	\$1,169,626	\$1,253,941	\$2,047,416	\$2,087,024
	Nut Liqueurs	\$268,331	\$206,659	\$216,713	\$313,818	\$299,266
	Other Liqueurs	\$293,647	\$221,927	\$242,534	\$369,132	\$354,118
	Whiskey Liqueurs	\$102,322	\$104,005	\$105,452	\$132,679	\$115,892
	Summary	\$5,130,528	\$3,844,955	\$3,952,023	\$5,979,884	\$5,673,034
Other Spirits	Cachaca	\$42,469	\$20,995	\$7,642	\$16,081	\$17,918
	Flavoured Spirits	\$14,686	\$12,755	\$6,295	\$9,888	\$14,022
	Miscellaneous/Other Spirits	\$47,938	\$39,053	\$44,182	\$55,221	\$44,889

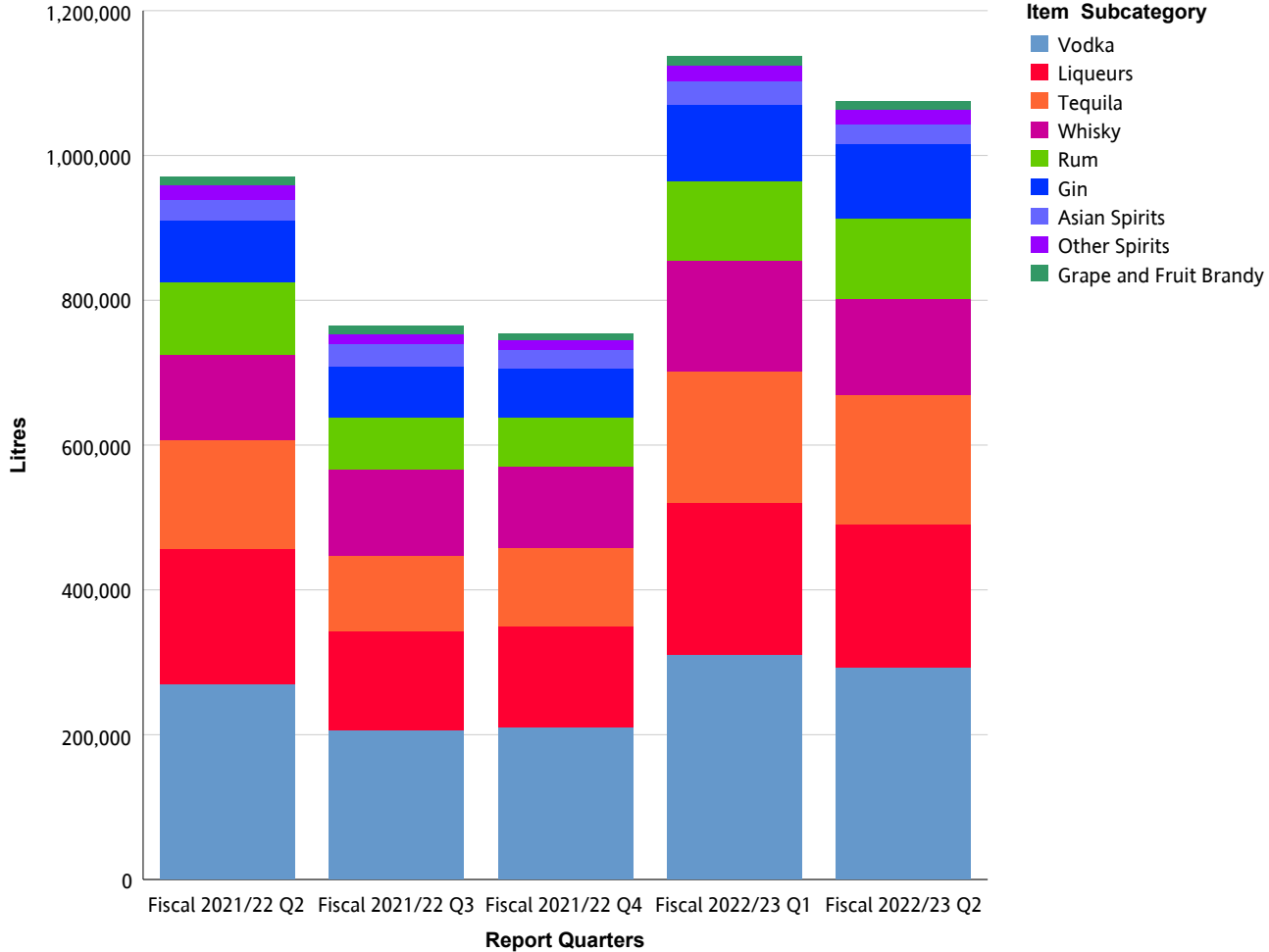
Spirits Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2
Other Spirits	Moonshine Spirits	\$2,641	\$2,355	\$3,205	\$2,518	\$2,855
	Ready to Mix Cocktails	\$320,669	\$202,335	\$232,525	\$366,470	\$344,591
	Ready to Serve Cocktails	\$28,458	\$25,211	\$9,384	\$17,504	\$19,992
	Schnapps and Akvavit	\$9,107	\$10,606	\$7,076	\$8,659	\$7,975
	Summary	\$465,967	\$313,310	\$310,308	\$476,340	\$452,242
Rum	Amber Rum	\$367,640	\$278,599	\$227,550	\$393,785	\$407,329
	Dark Rum	\$294,114	\$270,099	\$238,072	\$365,797	\$322,233
	Flavoured Rum	\$24,100	\$22,121	\$21,723	\$33,716	\$31,419
	Spiced Rum	\$652,777	\$556,428	\$586,273	\$865,859	\$819,098
	White Rum	\$1,235,385	\$748,474	\$741,212	\$1,245,704	\$1,337,930
	Summary	\$2,574,016	\$1,875,721	\$1,814,831	\$2,904,861	\$2,918,009
Tequila	Blanco/Silver Tequila	\$3,318,915	\$2,286,462	\$2,242,684	\$3,800,401	\$3,760,858
	Flavoured Tequila	\$72,426	\$34,802	\$36,759	\$71,045	\$59,830
	Gold Tequila	\$3,163,042	\$2,770,604	\$2,758,137	\$4,521,426	\$4,337,791
	Mezcal	\$370,088	\$300,117	\$329,078	\$486,556	\$438,806
	Summary	\$6,924,471	\$5,391,985	\$5,366,658	\$8,879,427	\$8,597,286
Vodka	Flavoured Vodka	\$1,178,280	\$833,346	\$800,142	\$1,195,745	\$1,099,951
	Straight Vodka	\$6,087,978	\$4,860,130	\$4,909,214	\$7,362,913	\$7,095,315
	Summary	\$7,266,258	\$5,693,476	\$5,709,356	\$8,558,657	\$8,195,266
Whisky	American Whiskey	\$301,721	\$322,335	\$277,360	\$437,817	\$400,129
	Blended Malt Scotch Whisky	\$9,496	\$14,018	\$10,143	\$13,060	\$21,367
	Blended Scotch Whisky	\$236,505	\$283,750	\$227,035	\$365,481	\$314,104
	Bourbon Whiskey	\$952,724	\$1,143,401	\$1,019,726	\$1,333,050	\$1,169,197
	Canadian Whisky	\$1,250,649	\$1,132,851	\$1,099,873	\$1,573,487	\$1,438,820
	Flavoured Whisky	\$9,634	\$36,418	\$42,602	\$30,378	\$20,733
	Irish Whiskey	\$986,620	\$948,715	\$978,657	\$1,206,181	\$1,042,033
	Other Country Whisky	\$131,389	\$166,727	\$116,633	\$173,344	\$130,917
	Single Malt Scotch Whisky	\$551,364	\$954,529	\$512,438	\$906,112	\$708,082

Spirits Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2
Whisky	Summary	\$4,430,104	\$5,002,744	\$4,284,468	\$6,038,910	\$5,245,383
Summary		\$31,033,402	\$25,955,065	\$24,694,658	\$37,895,890	\$35,730,174

Spirits Sales (Litres)



Spirits Sales (Litres)

Spirits

Litres		Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2
Asian Spirits	China Spirits	1,570	1,399	1,122	1,417	1,213
	Korea Spirits	25,400	28,101	23,893	30,483	24,840
	Other Country Asian Spirits	1,078	1,176	854	1,198	1,010
	Summary	28,048	30,676	25,869	33,098	27,064
Gin	Dry Gin	80,841	68,145	63,624	99,786	97,150
	Flavoured Gin	3,837	2,218	2,305	4,123	4,449
	Other Gin	978	857	982	1,161	1,460
	Summary	85,656	71,220	66,910	105,069	103,059
Grape and Fruit Brandy	Armagnac	61	78	85	58	42
	Brandy	5,568	4,657	3,983	5,406	5,683
	Cognac	3,849	4,414	2,985	4,379	3,419
	Eau de Vie	729	905	445	909	567
	Grappa And Marc	307	343	256	418	271
	Pisco	1,423	1,184	1,278	1,712	1,535
	Summary	11,938	11,581	9,032	12,882	11,517
Liqueurs	Anise And Herbal/Spice Liqueurs	55,756	42,285	43,643	66,728	60,696
	Coffee And Cocoa Liqueurs	15,939	15,016	14,932	18,973	17,367
	Cream/Dairy Liqueurs	16,797	18,153	14,845	20,511	17,550
	Fruit Liqueurs	74,311	42,637	47,410	76,097	76,908
	Nut Liqueurs	10,676	7,952	7,947	12,125	11,695
	Other Liqueurs	9,987	7,970	8,450	12,600	11,255
	Whiskey Liqueurs	3,235	3,233	3,194	4,168	3,490
	Summary	186,700	137,246	140,420	211,201	198,962
Other Spirits	Cachaca	975	511	155	403	573
	Flavoured Spirits	251	259	129	200	287
	Miscellaneous/Other Spirits	1,217	1,083	1,202	1,345	1,043

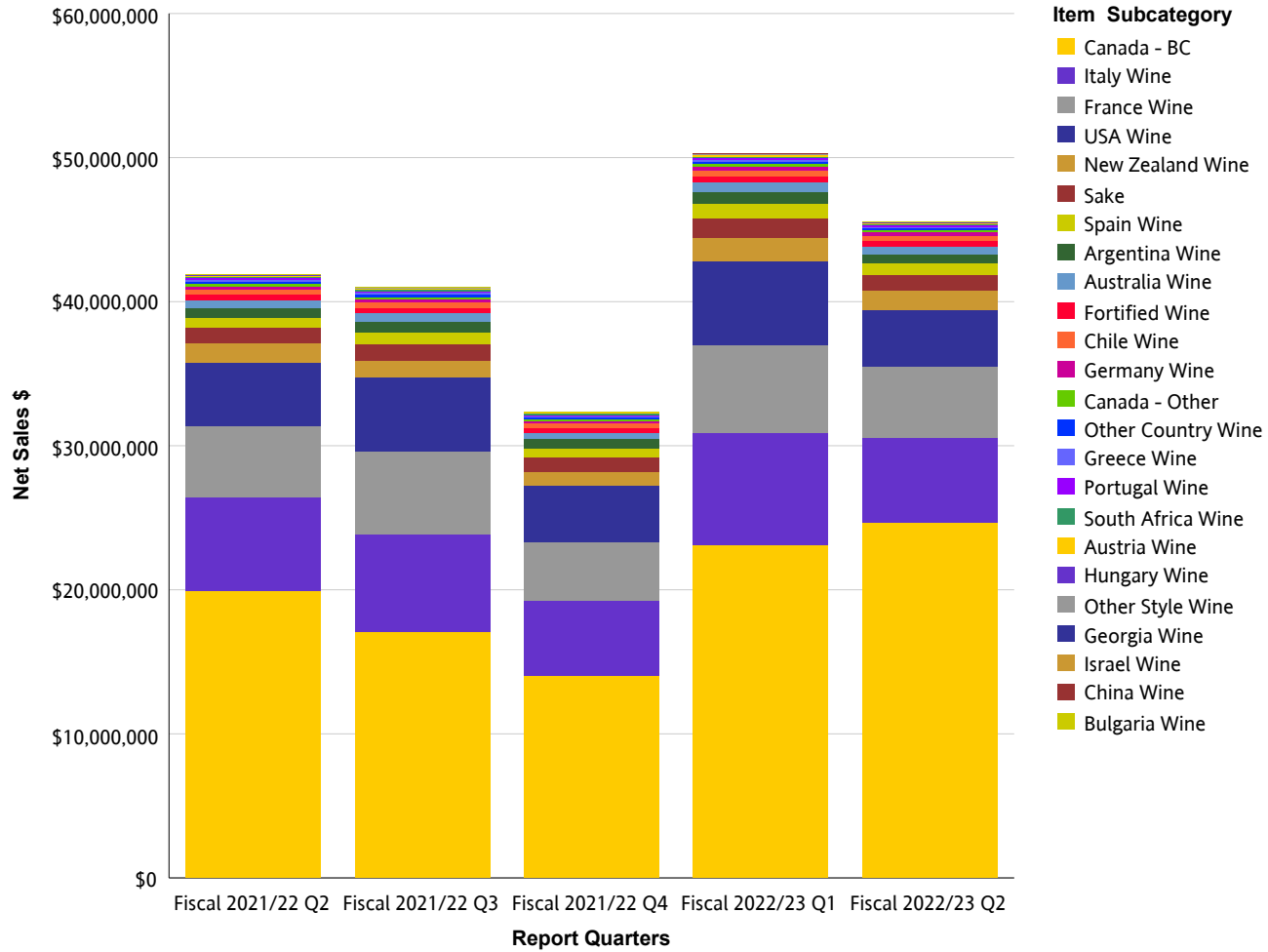
Spirits Sales (Litres)

Litres		Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2
Other Spirits	Moonshine Spirits	76	69	89	70	87
	Ready to Mix Cocktails	16,678	10,060	11,751	18,540	17,657
	Ready to Serve Cocktails	1,173	821	388	880	1,057
	Schnapps and Akvavit	196	251	158	185	181
	Summary	20,566	13,053	13,872	21,622	20,885
Rum	Amber Rum	11,925	8,515	7,119	12,072	12,759
	Dark Rum	10,675	9,687	8,392	13,269	11,563
	Flavoured Rum	775	645	569	971	908
	Spiced Rum	23,898	20,728	21,399	31,338	29,479
	White Rum	52,277	31,359	31,195	52,313	55,799
	Summary	99,550	70,933	68,674	109,965	110,508
Tequila	Blanco/Silver Tequila	77,498	49,711	48,441	83,836	83,734
	Flavoured Tequila	1,773	848	928	1,735	1,381
	Gold Tequila	65,065	47,642	53,540	87,645	85,953
	Mezcal	5,742	4,744	5,246	7,705	6,814
	Summary	150,078	102,946	108,156	180,920	177,881
Vodka	Flavoured Vodka	40,137	27,238	26,460	40,197	36,560
	Straight Vodka	229,242	179,292	183,104	269,429	255,582
	Summary	269,379	206,530	209,564	309,626	292,142
Whisky	American Whiskey	8,398	8,636	7,443	11,979	10,925
	Blended Malt Scotch Whisky	147	220	167	206	314
	Blended Scotch Whisky	4,654	5,503	4,395	7,212	5,789
	Bourbon Whiskey	23,999	27,731	24,699	32,241	28,249
	Canadian Whisky	46,324	41,167	39,922	57,713	51,764
	Flavoured Whisky	183	634	998	511	362
	Irish Whiskey	27,954	26,260	27,795	32,579	27,934
	Other Country Whisky	1,534	1,858	1,483	2,029	1,613
	Single Malt Scotch Whisky	5,838	8,056	5,093	8,581	6,588

Spirits Sales (Litres)

Litres		Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2
Whisky	Summary	119,032	120,066	111,996	153,051	133,539
Summary		970,948	764,251	754,494	1,137,435	1,075,557

Wine Sales (Net \$)



Wine Sales (Net \$)

Wine

Net Sales \$		Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2
Argentina Wine	Argentina Red Wine	\$620,733	\$751,807	\$610,691	\$758,932	\$571,797
	Argentina Rose Wine	\$6,148	\$608	\$2,407	\$4,649	\$4,078
	Argentina Sparkling Wine	\$5,554	\$2,526	\$3,643	\$3,858	\$4,305
	Argentina White Wine	\$42,040	\$34,798	\$26,149	\$40,382	\$29,151
	Summary	\$674,474	\$789,739	\$642,890	\$807,822	\$609,331
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Australia Red Wine	\$327,171	\$416,514	\$301,356	\$398,283	\$316,068
	Australia Rose Wine	\$16,122	\$9,151	\$11,667	\$19,697	\$22,005
	Australia Sparkling Wine	\$71,539	\$38,135	\$46,304	\$83,021	\$78,917
	Australia White Wine	\$138,213	\$123,033	\$99,864	\$163,663	\$155,234
	Summary	\$553,045	\$586,832	\$459,191	\$664,664	\$572,223
Austria Wine	Austria Fruit and Dessert Wine	\$0	\$0	\$0	\$145	\$145
	Austria Red Wine	\$22,823	\$19,690	\$16,572	\$26,897	\$15,405
	Austria Rose Wine	\$1,075	\$5,439	\$3,616	\$4,410	\$2,473
	Austria Sparkling Wine	\$504	\$2,104	\$1,679	\$1,296	\$344
	Austria White Wine	\$36,287	\$42,773	\$34,345	\$35,855	\$35,087
	Summary	\$60,690	\$70,006	\$56,212	\$68,604	\$53,454
Bulgaria Wine	Bulgaria Red Wine	\$118	\$10	\$248	\$0	\$0
	Bulgaria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$0	\$114	\$342	\$0	\$28
	Summary	\$118	\$124	\$590	\$0	\$28
Canada - BC	Canada - BC Dessert Wine	\$6,853	\$11,922	\$11,443	\$12,232	\$13,974
	Canada - BC Fruit Wine	\$39,090	\$28,542	\$12,465	\$54,329	\$104,367
	Canada - BC Ice Wine	\$29,812	\$23,158	\$25,767	\$24,765	\$77,372
	Canada - BC Red Wine	\$8,172,377	\$8,800,849	\$6,986,437	\$9,814,312	\$9,447,914
	Canada - BC Rose Wine	\$1,619,708	\$547,112	\$584,520	\$1,602,279	\$2,048,378

Wine Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2
Canada - BC	Canada - BC Sparkling Wine	\$953,371	\$771,681	\$624,307	\$1,202,494	\$1,610,407
	Canada - BC White Wine	\$9,081,973	\$6,854,826	\$5,793,086	\$10,385,406	\$11,368,709
	Summary	\$19,903,184	\$17,038,091	\$14,038,025	\$23,095,818	\$24,671,120
Canada - Other	Canada - Other Dessert Wine	\$1,392	\$3,204	\$0	\$374	\$4,154
	Canada - Other Fruit Wine	\$0	\$114	\$0	\$0	\$0
	Canada - Other Ice Wine	\$355	\$962	\$511	\$1,148	\$1,306
	Canada - Other Red Wine	\$9,526	\$8,171	\$4,644	\$4,411	\$4,623
	Canada - Other Rose Wine	\$62,997	\$3,181	\$2,466	\$59,664	\$30,810
	Canada - Other Sparkling Wine	\$125,958	\$95,891	\$81,778	\$126,363	\$128,200
	Canada - Other White Wine	\$6,588	\$19,549	\$7,292	\$5,938	\$20,571
	Summary	\$206,816	\$131,072	\$96,692	\$197,897	\$189,663
Chile Wine	Chile Fruit and Dessert Wine	\$319	\$160	\$798	\$639	\$160
	Chile Red Wine	\$169,100	\$218,489	\$182,470	\$261,823	\$178,718
	Chile Rose Wine	\$6,849	\$3,589	\$2,795	\$8,595	\$8,238
	Chile Sparkling Wine	\$4,212	\$2,864	\$1,189	\$877	\$2,018
	Chile White Wine	\$148,497	\$118,063	\$109,996	\$153,655	\$134,709
	Summary	\$328,977	\$343,164	\$297,249	\$425,589	\$323,844
China Wine	China Fruit and Dessert Wine	\$0	\$0	\$145	\$1,237	\$521
	China Red Wine	\$0	\$0	\$532	\$1,682	\$475
	China White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$0	\$0	\$676	\$2,918	\$996
Fortified Wine	Other Fortified Domestic Wine	\$20,053	\$22,146	\$20,118	\$30,196	\$31,028
	Other Fortified Import Wine	\$77,654	\$68,564	\$64,967	\$77,418	\$84,252
	Port Wine	\$72,069	\$117,992	\$63,203	\$66,951	\$77,485
	Sherry Wine	\$32,778	\$31,356	\$28,113	\$36,829	\$27,922
	Vermouth Wine	\$175,389	\$150,692	\$128,075	\$187,300	\$171,300
	Summary	\$377,944	\$390,751	\$304,475	\$398,695	\$391,985
France Wine	France Champagne Wine	\$1,367,226	\$2,023,222	\$846,581	\$1,819,679	\$1,647,783

Wine Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2
France Wine	France Fruit and Dessert Wine	\$2,701	\$7,241	\$7,333	\$7,474	\$10,397
	France Red Wine	\$1,465,170	\$1,938,988	\$1,707,368	\$1,882,516	\$1,133,047
	France Rose Wine	\$564,666	\$223,990	\$262,939	\$606,355	\$638,774
	France Sparkling Wine	\$219,619	\$207,861	\$157,229	\$229,996	\$163,081
	France White Wine	\$1,387,278	\$1,342,183	\$1,080,210	\$1,556,865	\$1,366,491
	Summary	\$5,006,659	\$5,743,484	\$4,061,660	\$6,102,885	\$4,959,573
Georgia Wine	Georgia Red Wine	\$304	\$3,295	\$1,007	\$74	\$32
	Georgia White Wine	\$0	\$2,604	\$1,519	\$1,622	\$821
	Summary	\$304	\$5,899	\$2,526	\$1,695	\$852
Germany Wine	Germany Fruit and Dessert Wine	\$3,198	\$0	\$0	\$0	\$0
	Germany Red Wine	\$13,583	\$18,146	\$12,337	\$5,862	\$9,591
	Germany Rose Wine	\$3,087	\$4,288	\$5,920	\$5,021	\$5,234
	Germany Sparkling Wine	\$145,072	\$146,461	\$105,286	\$179,313	\$153,297
	Germany White Wine	\$59,562	\$67,420	\$77,540	\$74,483	\$75,484
	Summary	\$224,503	\$236,316	\$201,082	\$264,679	\$243,607
Greece Wine	Greece Fruit and Dessert Wine	\$0	\$0	\$0	\$15	\$0
	Greece Red Wine	\$53,376	\$62,465	\$47,332	\$65,833	\$43,958
	Greece Rose Wine	\$52	\$5,685	\$5,666	\$4,907	\$5,891
	Greece Sparkling Wine	\$0	\$4,944	\$0	\$0	\$0
	Greece White Wine	\$59,415	\$63,195	\$44,005	\$56,991	\$48,293
	Summary	\$112,843	\$136,289	\$97,004	\$127,747	\$98,141
Hungary Wine	Hungary Fruit and Dessert Wine	\$3,705	\$3,576	\$2,959	\$4,417	\$4,929
	Hungary Red Wine	\$546	\$268	\$906	\$595	\$382
	Hungary Rose Wine	\$0	\$0	\$0	\$0	\$0
	Hungary Sparkling Wine	\$32,668	\$24,034	\$15,319	\$46,079	\$45,564
	Hungary White Wine	\$11,054	\$6,666	\$8,916	\$16,469	\$6,500
	Summary	\$47,973	\$34,544	\$28,100	\$67,561	\$57,375
Israel Wine	Israel Red Wine	\$114	\$239	\$1,562	\$733	\$621

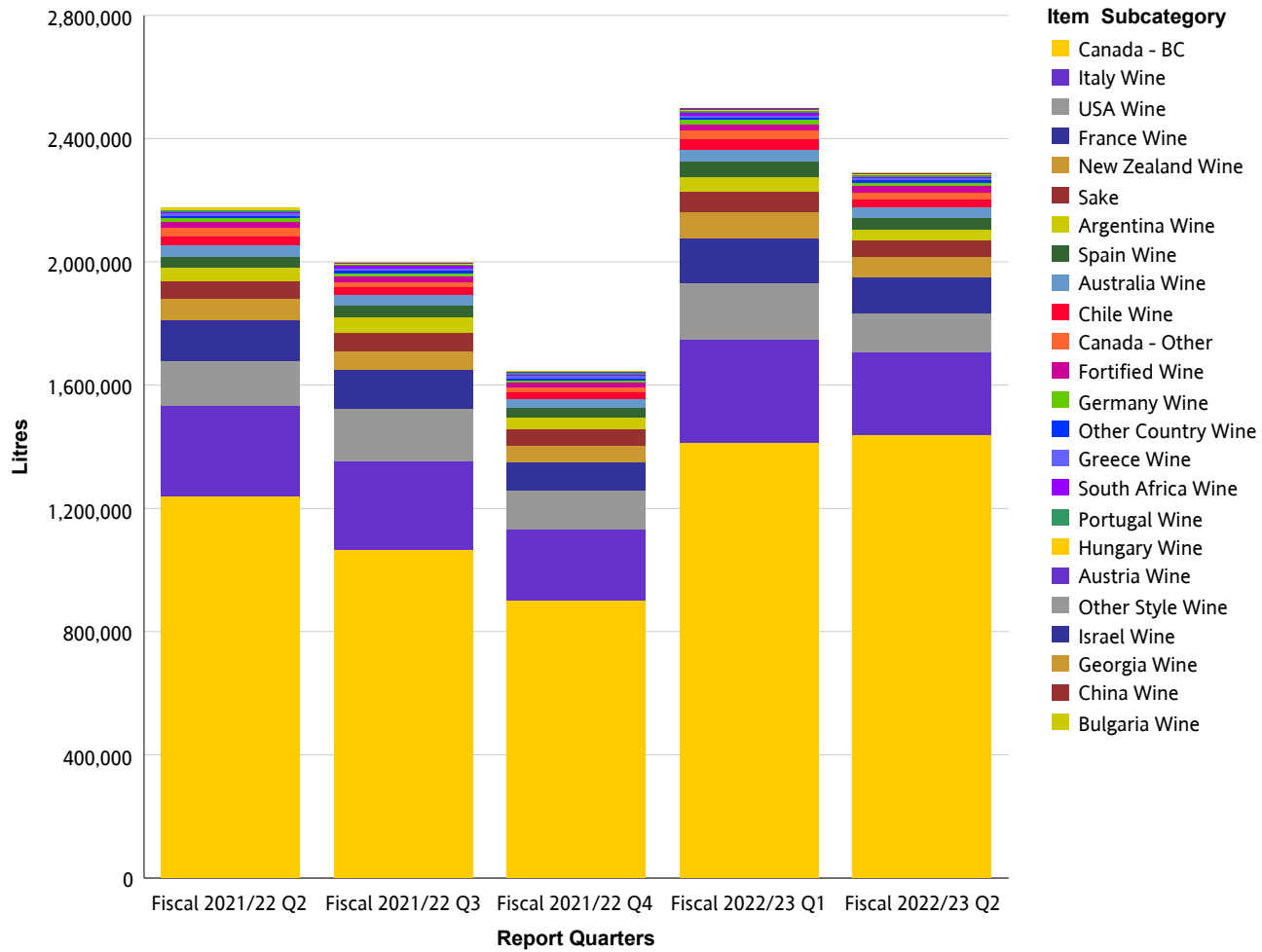
Wine Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2
Israel Wine	Israel Rose Wine	\$0	\$0	\$66	\$31	\$0
	Israel White Wine	\$1,056	\$839	\$1,761	\$585	\$218
	Summary	\$1,170	\$1,078	\$3,389	\$1,349	\$839
Italy Wine	Italy Fruit and Dessert Wine	\$4,342	\$6,358	\$5,779	\$7,720	\$4,815
	Italy Red Wine	\$3,333,995	\$4,123,107	\$2,909,181	\$4,008,982	\$2,593,002
	Italy Rose Wine	\$98,251	\$57,881	\$53,113	\$109,644	\$88,222
	Italy Sparkling Wine	\$664,692	\$571,778	\$448,456	\$792,242	\$642,870
	Italy White Wine	\$1,404,830	\$1,228,501	\$1,033,125	\$1,660,823	\$1,380,169
	Prosecco Wine	\$976,085	\$842,473	\$726,680	\$1,234,423	\$1,183,061
	Summary	\$6,482,195	\$6,830,098	\$5,176,335	\$7,813,835	\$5,892,139
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$39,835	\$44,972	\$40,433	\$81,552	\$59,875
	New Zealand Rose Wine	\$35,693	\$16,362	\$8,869	\$29,294	\$33,938
	New Zealand Sparkling Wine	\$2,902	\$5,745	\$3,387	\$11,547	\$8,765
	New Zealand White Wine	\$1,266,053	\$1,046,693	\$952,366	\$1,525,761	\$1,269,130
	Summary	\$1,344,483	\$1,113,771	\$1,005,055	\$1,648,154	\$1,371,709
Other Country Wine	Other Country Fruit and Dessert Wine	\$108,489	\$102,636	\$97,707	\$113,208	\$92,142
	Other Country Red Wine	\$13,068	\$33,129	\$17,540	\$27,085	\$18,830
	Other Country Rose Wine	\$4,446	\$4,773	\$7,078	\$4,893	\$1,793
	Other Country Sparkling Wine	\$2,568	\$15,208	\$3,976	\$4,783	\$3,667
	Other Country White Wine	\$8,216	\$23,101	\$15,965	\$13,672	\$11,026
	Summary	\$136,787	\$178,848	\$142,267	\$163,640	\$127,458
Other Style Wine	Aperitif And Flavoured Wine	\$16,373	\$13,637	\$15,491	\$14,559	\$5,563
	Mead	\$3,207	\$1,140	\$1,028	\$10,786	\$19,804
	Rice Wine	\$6,810	\$11,964	\$8,401	\$10,731	\$6,933
	Summary	\$26,390	\$26,741	\$24,919	\$36,076	\$32,301
Portugal Wine	Portugal Fruit and Dessert Wine	\$385	\$1,846	\$501	\$2,105	\$1,719
	Portugal Red Wine	\$49,823	\$55,055	\$48,773	\$54,163	\$32,048

Wine Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2
Portugal Wine	Portugal Rose Wine	\$8,744	\$3,324	\$3,074	\$5,081	\$4,343
	Portugal Sparkling Wine	\$2,519	\$2,461	\$2,174	\$1,620	\$1,311
	Portugal White Wine	\$54,124	\$35,380	\$34,920	\$51,152	\$47,870
	Summary	\$115,594	\$98,066	\$89,443	\$114,122	\$87,290
Sake	Japan Sake	\$766,199	\$915,975	\$687,020	\$982,080	\$856,287
	Other Country Sake	\$16,958	\$13,927	\$10,720	\$20,146	\$16,878
	USA Sake	\$270,735	\$280,735	\$272,665	\$324,184	\$253,635
	Summary	\$1,053,892	\$1,210,637	\$970,404	\$1,326,410	\$1,126,800
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$72
	South Africa Red Wine	\$60,493	\$68,889	\$54,717	\$59,670	\$35,616
	South Africa Rose Wine	\$248	\$47	\$969	\$400	\$2,004
	South Africa Sparkling Wine	\$0	\$853	\$1,137	\$285	\$0
	South Africa White Wine	\$38,215	\$35,024	\$25,811	\$51,259	\$51,733
	Summary	\$98,955	\$104,812	\$82,635	\$111,614	\$89,425
Spain Wine	Spain Fruit and Dessert Wine	\$3,274	\$3,411	\$1,373	\$3,439	\$4,747
	Spain Red Wine	\$356,586	\$453,760	\$355,911	\$518,847	\$290,709
	Spain Rose Wine	\$28,508	\$18,612	\$14,813	\$40,643	\$27,367
	Spain Sparkling Wine	\$237,314	\$205,910	\$192,474	\$338,147	\$337,620
	Spain White Wine	\$107,875	\$90,330	\$86,461	\$141,321	\$89,993
	Summary	\$733,558	\$772,024	\$651,033	\$1,042,397	\$750,435
USA Wine	USA Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	USA Red Wine	\$3,387,163	\$4,297,410	\$3,317,074	\$4,657,741	\$2,960,318
	USA Rose Wine	\$109,170	\$32,380	\$25,472	\$92,931	\$109,566
	USA Sparkling Wine	\$108,542	\$54,102	\$25,270	\$64,938	\$45,319
	USA White Wine	\$771,675	\$749,637	\$556,007	\$966,479	\$771,263
	Summary	\$4,376,551	\$5,133,529	\$3,923,823	\$5,782,090	\$3,886,467
Summary		\$41,867,106	\$40,975,914	\$32,355,676	\$50,266,261	\$45,537,055

Wine Sales (Litres)



Wine Sales (Litres)

Wine

Litres		Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2
Argentina Wine	Argentina Red Wine	38,455	46,484	36,152	44,814	32,967
	Argentina Rose Wine	664	50	206	412	358
	Argentina Sparkling Wine	380	180	230	274	288
	Argentina White Wine	3,055	2,350	1,790	2,638	1,970
	Summary	42,553	49,063	38,378	48,139	35,582
Australia Wine	Australia Fruit and Dessert Wine	0	0	0	0	0
	Australia Red Wine	17,998	21,679	15,550	21,142	15,978
	Australia Rose Wine	1,343	824	921	1,582	1,596
	Australia Sparkling Wine	5,089	2,938	3,136	5,453	4,952
	Australia White Wine	11,000	8,850	7,505	12,206	11,794
	Summary	35,430	34,290	27,113	40,383	34,320
Austria Wine	Austria Fruit and Dessert Wine	0	0	0	3	3
	Austria Red Wine	640	568	464	700	378
	Austria Rose Wine	32	151	112	126	69
	Austria Sparkling Wine	18	61	43	32	12
	Austria White Wine	1,000	1,179	987	986	947
	Summary	1,690	1,958	1,606	1,846	1,409
Bulgaria Wine	Bulgaria Red Wine	6	1	18	0	0
	Bulgaria Rose Wine	0	0	0	0	0
	Bulgaria White Wine	0	3	9	0	1
	Summary	6	4	27	0	1
Canada - BC	Canada - BC Dessert Wine	125	230	233	305	326
	Canada - BC Fruit Wine	1,815	1,312	530	2,757	5,148
	Canada - BC Ice Wine	369	278	264	244	625
	Canada - BC Red Wine	461,954	497,045	407,713	557,364	509,555
	Canada - BC Rose Wine	85,135	28,742	31,163	82,829	107,307

Wine Sales (Litres)

Litres		Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2
Canada - BC	Canada - BC Sparkling Wine	39,096	30,873	24,621	48,269	63,362
	Canada - BC White Wine	652,716	507,876	438,626	720,041	753,349
	Summary	1,241,210	1,066,355	903,149	1,411,809	1,439,673
Canada - Other	Canada - Other Dessert Wine	12	25	0	3	33
	Canada - Other Fruit Wine	0	9	0	0	0
	Canada - Other Ice Wine	4	11	6	13	14
	Canada - Other Red Wine	734	555	405	429	392
	Canada - Other Rose Wine	10,024	397	378	9,360	4,608
	Canada - Other Sparkling Wine	18,642	13,220	12,076	17,550	16,828
	Canada - Other White Wine	524	1,239	631	559	1,322
	Summary	29,940	15,456	13,496	27,914	23,197
Chile Wine	Chile Fruit and Dessert Wine	9	4	22	18	4
	Chile Red Wine	13,531	16,912	13,766	19,669	13,169
	Chile Rose Wine	830	396	303	908	857
	Chile Sparkling Wine	149	100	55	46	80
	Chile White Wine	13,288	10,378	9,462	13,042	11,512
	Summary	27,808	27,792	23,608	33,683	25,622
China Wine	China Fruit and Dessert Wine	0	0	3	39	20
	China Red Wine	0	0	9	8	4
	China White Wine	0	0	0	0	0
	Summary	0	0	12	47	24
Fortified Wine	Other Fortified Domestic Wine	1,226	1,479	1,097	1,606	1,601
	Other Fortified Import Wine	3,592	3,037	2,934	3,501	3,548
	Port Wine	1,665	2,260	1,463	1,678	1,822
	Sherry Wine	1,232	1,120	1,019	1,398	1,016
	Vermouth Wine	10,860	10,296	8,899	12,302	11,528
	Summary	18,575	18,191	15,412	20,486	19,516
France Wine	France Champagne Wine	13,725	19,980	7,546	16,556	15,131

Wine Sales (Litres)

Litres		Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2
France Wine	France Fruit and Dessert Wine	56	106	150	116	128
	France Red Wine	38,272	48,995	36,217	44,228	26,872
	France Rose Wine	27,385	11,654	12,989	28,575	29,234
	France Sparkling Wine	12,156	11,365	8,670	12,493	7,304
	France White Wine	38,454	37,018	28,988	44,957	36,241
	Summary	130,047	129,119	94,559	146,925	114,910
Georgia Wine	Georgia Red Wine	18	67	32	4	2
	Georgia White Wine	0	54	32	36	21
	Summary	18	121	63	40	22
Germany Wine	Germany Fruit and Dessert Wine	2	0	0	0	0
	Germany Red Wine	283	351	311	157	241
	Germany Rose Wine	162	129	222	165	170
	Germany Sparkling Wine	8,632	8,497	5,644	10,381	8,392
	Germany White Wine	2,804	2,626	2,702	3,176	3,140
	Summary	11,883	11,603	8,879	13,879	11,943
Greece Wine	Greece Fruit and Dessert Wine	0	0	0	1	0
	Greece Red Wine	3,713	3,642	3,193	4,177	2,744
	Greece Rose Wine	3	220	298	194	212
	Greece Sparkling Wine	0	112	0	0	0
	Greece White Wine	4,400	3,462	2,845	3,141	3,122
	Summary	8,115	7,437	6,336	7,513	6,078
Hungary Wine	Hungary Fruit and Dessert Wine	52	71	36	59	79
	Hungary Red Wine	38	20	62	45	26
	Hungary Rose Wine	0	0	0	0	0
	Hungary Sparkling Wine	2,518	1,904	1,056	3,300	3,271
	Hungary White Wine	658	394	547	787	388
	Summary	3,266	2,389	1,701	4,191	3,764
Israel Wine	Israel Red Wine	5	11	77	35	29

Wine Sales (Litres)

Litres		Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2
Israel Wine	Israel Rose Wine	0	0	4	2	0
	Israel White Wine	51	40	85	27	10
	Summary	56	52	166	64	40
Italy Wine	Italy Fruit and Dessert Wine	48	61	65	83	50
	Italy Red Wine	107,122	131,122	99,097	122,502	86,452
	Italy Rose Wine	4,509	2,170	2,464	4,544	4,008
	Italy Sparkling Wine	40,631	33,281	26,235	45,685	36,343
	Italy White Wine	87,012	74,948	63,512	99,507	79,944
	Prosecco Wine	52,057	46,808	37,171	64,774	60,267
	Summary	291,378	288,389	228,544	337,095	267,064
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	1,422	1,724	1,475	2,864	2,126
	New Zealand Rose Wine	2,074	826	470	1,538	1,747
	New Zealand Sparkling Wine	135	301	142	538	350
	New Zealand White Wine	67,001	56,044	48,920	77,478	63,252
	Summary	70,632	58,894	51,006	82,418	67,474
Other Country Wine	Other Country Fruit and Dessert Wine	6,350	6,007	5,475	6,120	6,070
	Other Country Red Wine	406	933	550	859	594
	Other Country Rose Wine	202	90	144	194	54
	Other Country Sparkling Wine	46	236	67	66	68
	Other Country White Wine	312	541	400	423	300
	Summary	7,317	7,807	6,636	7,661	7,086
Other Style Wine	Aperitif And Flavoured Wine	518	557	541	536	321
	Mead	141	60	54	290	468
	Rice Wine	623	1,206	934	1,415	756
	Summary	1,283	1,823	1,530	2,241	1,544
Portugal Wine	Portugal Fruit and Dessert Wine	9	48	14	54	63
	Portugal Red Wine	2,737	3,012	2,515	3,186	1,828

Wine Sales (Litres)

Litres		Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2
Portugal Wine	Portugal Rose Wine	886	292	240	424	338
	Portugal Sparkling Wine	86	97	82	76	28
	Portugal White Wine	2,920	2,037	1,942	3,137	2,543
	Summary	6,637	5,486	4,792	6,878	4,800
Sake	Japan Sake	19,783	21,884	18,111	24,077	19,984
	Other Country Sake	1,448	1,085	683	1,162	1,121
	USA Sake	36,043	37,864	36,214	42,816	32,467
	Summary	57,275	60,832	55,007	68,054	53,571
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	0	0
	South Africa Red Wine	3,271	3,955	3,280	3,718	2,294
	South Africa Rose Wine	22	4	58	26	143
	South Africa Sparkling Wine	0	27	36	9	0
	South Africa White Wine	3,082	2,591	2,014	3,586	3,077
	Summary	6,375	6,577	5,388	7,339	5,514
Spain Wine	Spain Fruit and Dessert Wine	80	100	51	95	117
	Spain Red Wine	15,563	19,480	15,836	20,192	12,488
	Spain Rose Wine	2,314	1,218	1,042	2,523	1,868
	Spain Sparkling Wine	14,867	12,579	11,416	19,538	19,997
	Spain White Wine	4,625	3,623	3,500	5,571	3,686
	Summary	37,449	37,001	31,844	47,919	38,155
USA Wine	USA Fruit and Dessert Wine	0	0	0	0	0
	USA Red Wine	104,880	131,875	100,243	134,491	87,936
	USA Rose Wine	5,964	2,186	1,771	5,142	5,635
	USA Sparkling Wine	3,949	1,980	885	2,435	1,640
	USA White Wine	33,308	31,634	22,996	40,308	32,334
	Summary	148,101	167,674	125,896	182,376	127,544
Summary		2,177,045	1,998,314	1,645,148	2,498,899	2,288,855

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.