

Hospitality Liquor Market Review

Fiscal 2023/24 Q4

March 2024



**LIQUOR
DISTRIBUTION
BRANCH**

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Introduction

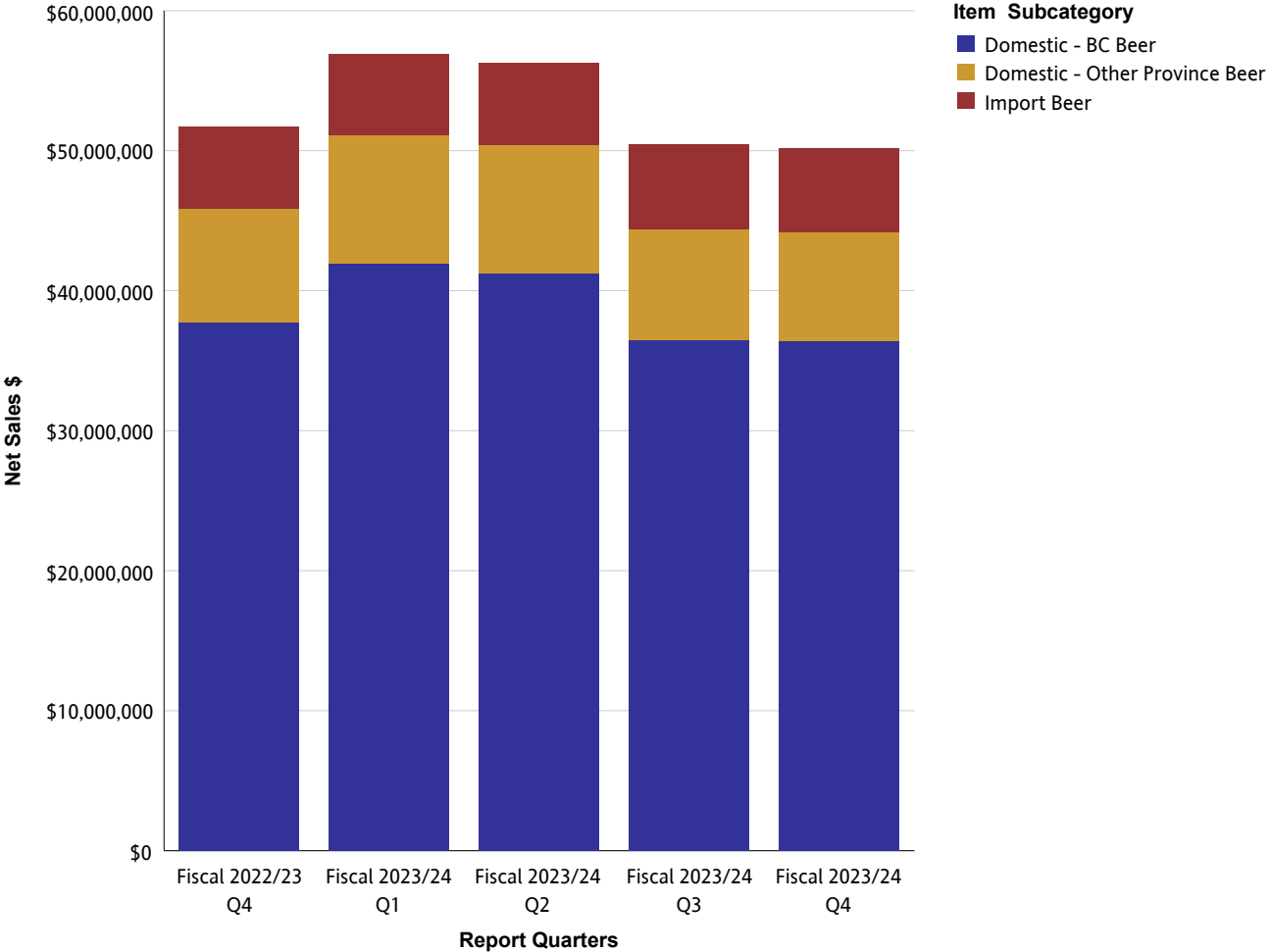
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer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

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

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

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

Beer Sales (Net \$)

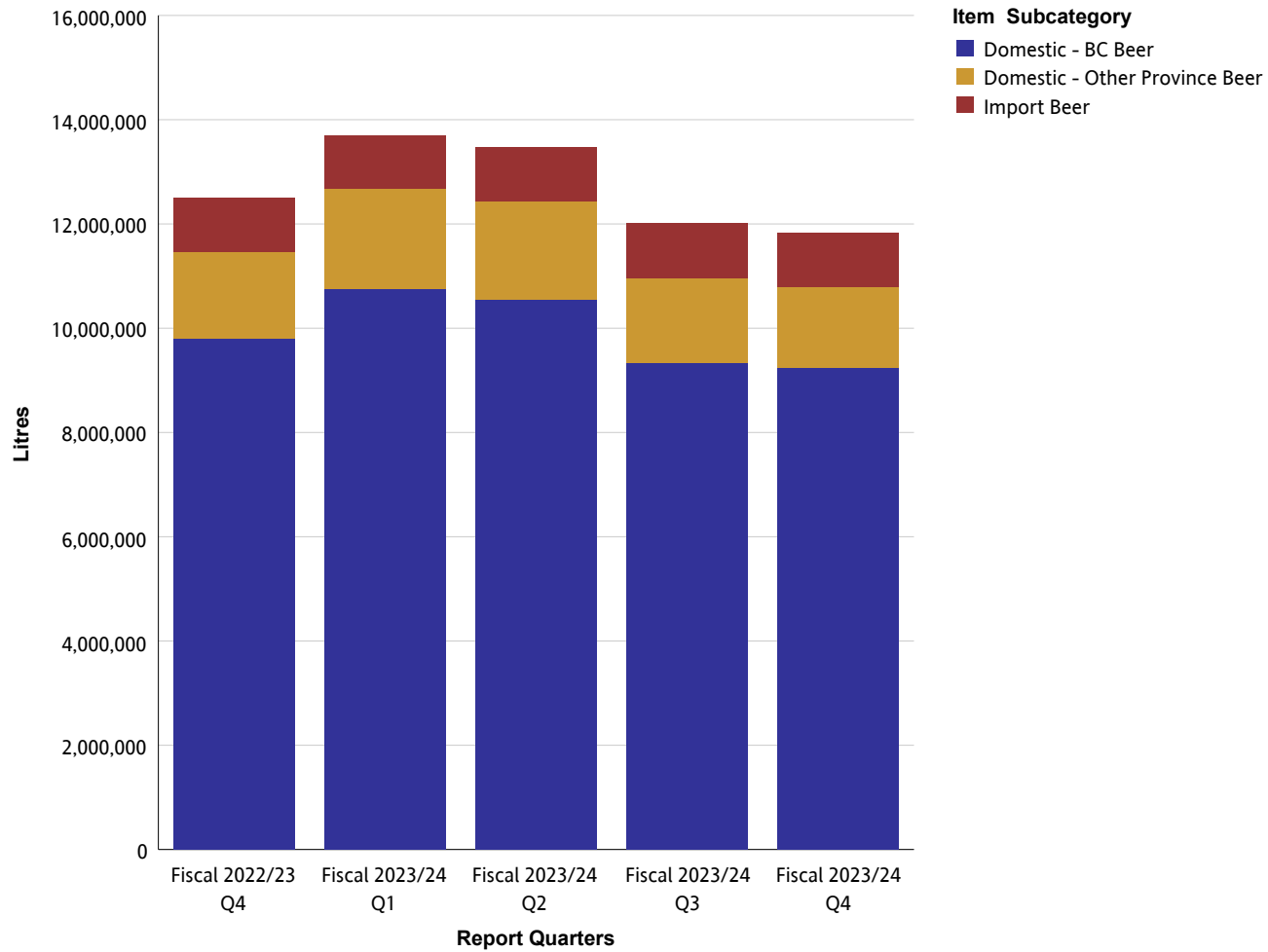


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 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	\$17,627,956	\$18,378,850	\$17,545,931	\$17,289,260	\$17,031,252
	Domestic - BC Micro Brew Beer	\$10,185,332	\$12,111,629	\$12,321,303	\$9,975,725	\$9,746,120
	Domestic - BC Regional Beer	\$9,942,009	\$11,456,756	\$11,423,752	\$9,192,832	\$9,619,708
	Summary	\$37,755,298	\$41,947,235	\$41,290,986	\$36,457,817	\$36,397,080
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$7,711,424	\$8,839,300	\$8,806,694	\$7,662,526	\$7,618,785
	Domestic - Other Province Micro Brew Beer	\$23,590	\$17,909	\$24,401	\$20,851	\$16,806
	Domestic - Other Province Regional Beer	\$338,179	\$309,664	\$274,648	\$255,050	\$170,515
	Summary	\$8,073,193	\$9,166,873	\$9,105,742	\$7,938,428	\$7,806,106
Import Beer	Asia And South Pacific Beer	\$790,525	\$836,279	\$912,775	\$831,039	\$777,755
	Europe Beer	\$4,409,257	\$4,153,705	\$4,052,714	\$4,550,747	\$4,594,956
	Mexico And Caribbean Beer	\$297,941	\$402,300	\$451,523	\$306,033	\$310,246
	Other Country Beer	\$260,306	\$273,392	\$329,995	\$300,021	\$282,026
	USA Beer	\$114,841	\$118,224	\$80,615	\$67,068	\$43,636
	Summary	\$5,872,871	\$5,783,900	\$5,827,621	\$6,054,908	\$6,008,619
Summary		\$51,701,361	\$56,898,008	\$56,224,349	\$50,451,153	\$50,211,805

Beer Sales (Litres)

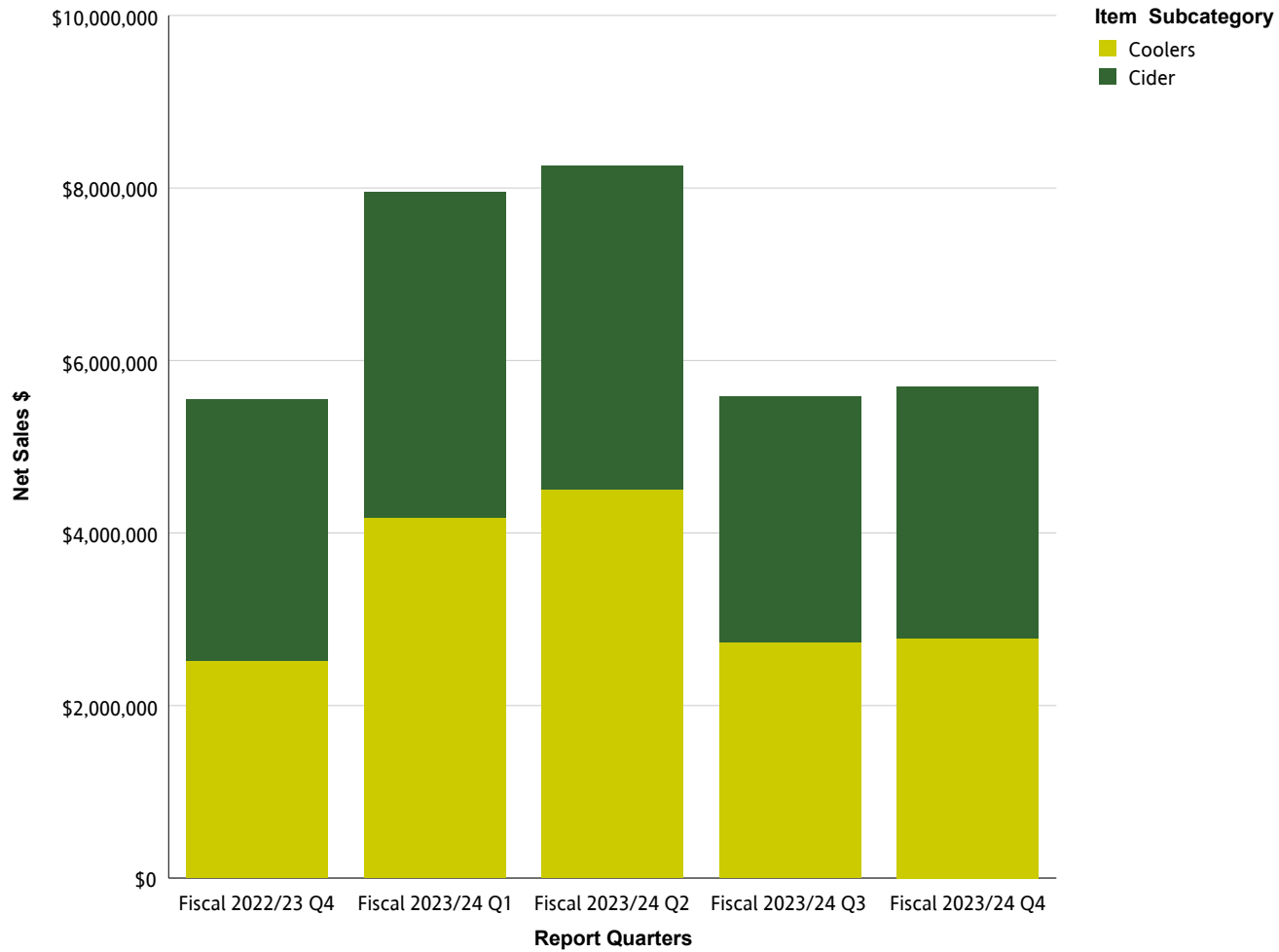


Beer Sales (Litres)

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	4,549,350	4,705,208	4,496,289	4,423,398	4,240,540
	Domestic - BC Micro Brew Beer	2,366,353	2,788,596	2,817,779	2,281,250	2,234,551
	Domestic - BC Regional Beer	2,879,703	3,259,614	3,239,165	2,637,090	2,757,857
	Summary	9,795,406	10,753,418	10,553,233	9,341,737	9,232,948
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	1,566,993	1,822,934	1,804,878	1,548,919	1,509,466
	Domestic - Other Province Micro Brew Beer	5,073	4,586	6,095	5,272	4,665
	Domestic - Other Province Regional Beer	101,943	87,712	76,730	73,012	50,352
	Summary	1,674,010	1,915,233	1,887,703	1,627,202	1,564,483
Import Beer	Asia And South Pacific Beer	134,506	141,050	155,307	137,300	129,847
	Europe Beer	791,995	744,567	727,699	804,203	800,397
	Mexico And Caribbean Beer	52,160	70,849	78,854	51,145	51,009
	Other Country Beer	42,694	45,413	53,245	48,089	44,687
	USA Beer	23,124	24,422	12,910	11,648	7,468
	Summary	1,044,478	1,026,301	1,028,015	1,052,384	1,033,407
Summary		12,513,893	13,694,951	13,468,950	12,021,324	11,830,837

Refreshment Beverages Sales (Net \$)

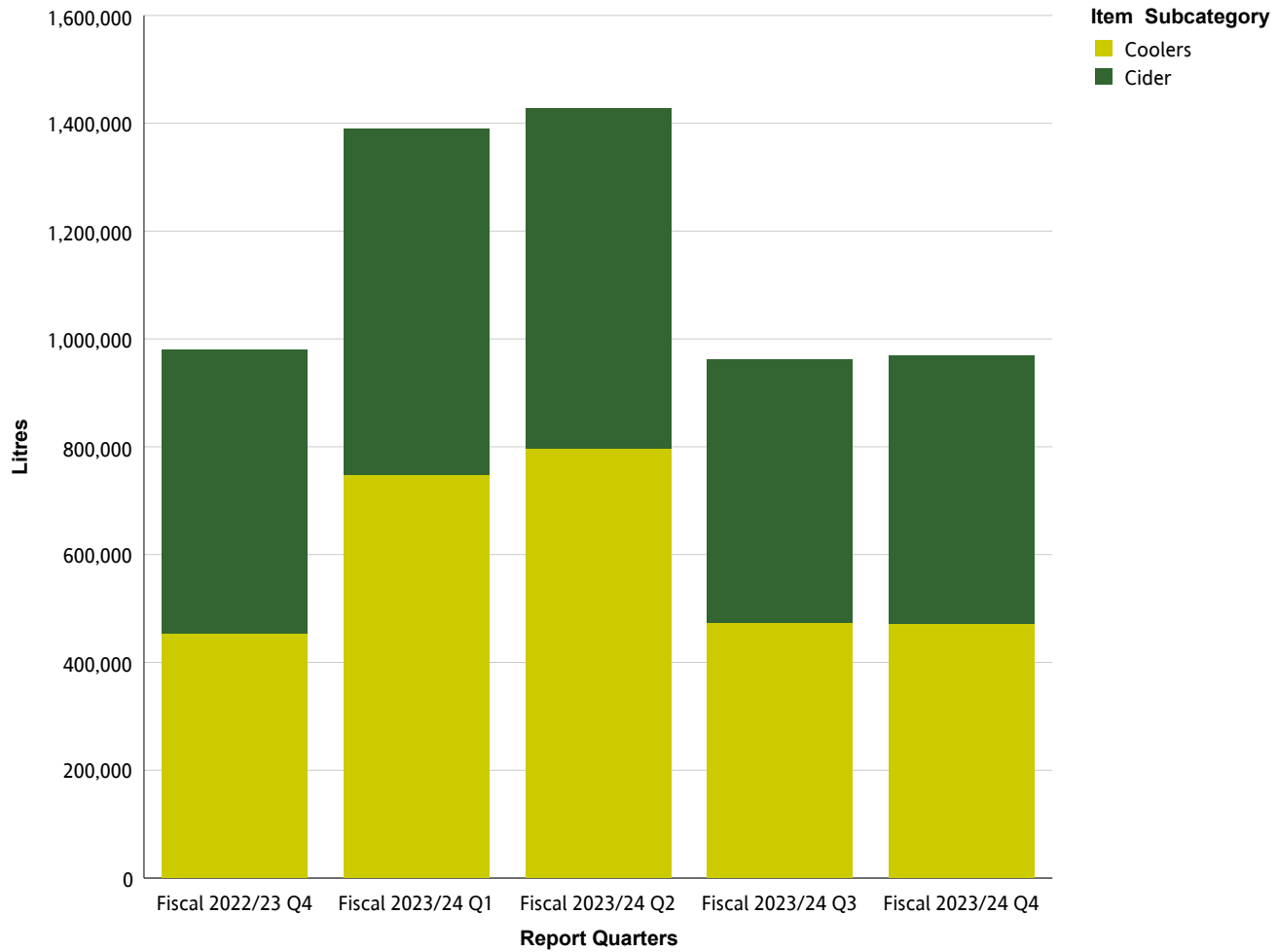


Refreshment Beverages Sales (Net \$)

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	\$2,258,685	\$2,834,543	\$2,865,328	\$2,064,580	\$2,103,185
	Import Cider	\$770,120	\$936,769	\$885,712	\$780,646	\$810,183
	Summary	\$3,028,805	\$3,771,311	\$3,751,040	\$2,845,226	\$2,913,368
Coolers	Malt-Based Coolers	\$59,166	\$89,451	\$85,343	\$47,028	\$31,781
	Spirit Coolers	\$2,377,951	\$3,988,649	\$4,327,609	\$2,626,149	\$2,685,735
	Wine/Fruit Coolers	\$88,395	\$106,407	\$94,051	\$64,940	\$59,513
	Summary	\$2,525,512	\$4,184,507	\$4,507,003	\$2,738,118	\$2,777,029
Summary		\$5,554,318	\$7,955,818	\$8,258,043	\$5,583,344	\$5,690,397

Refreshment Beverages Sales (Litres)

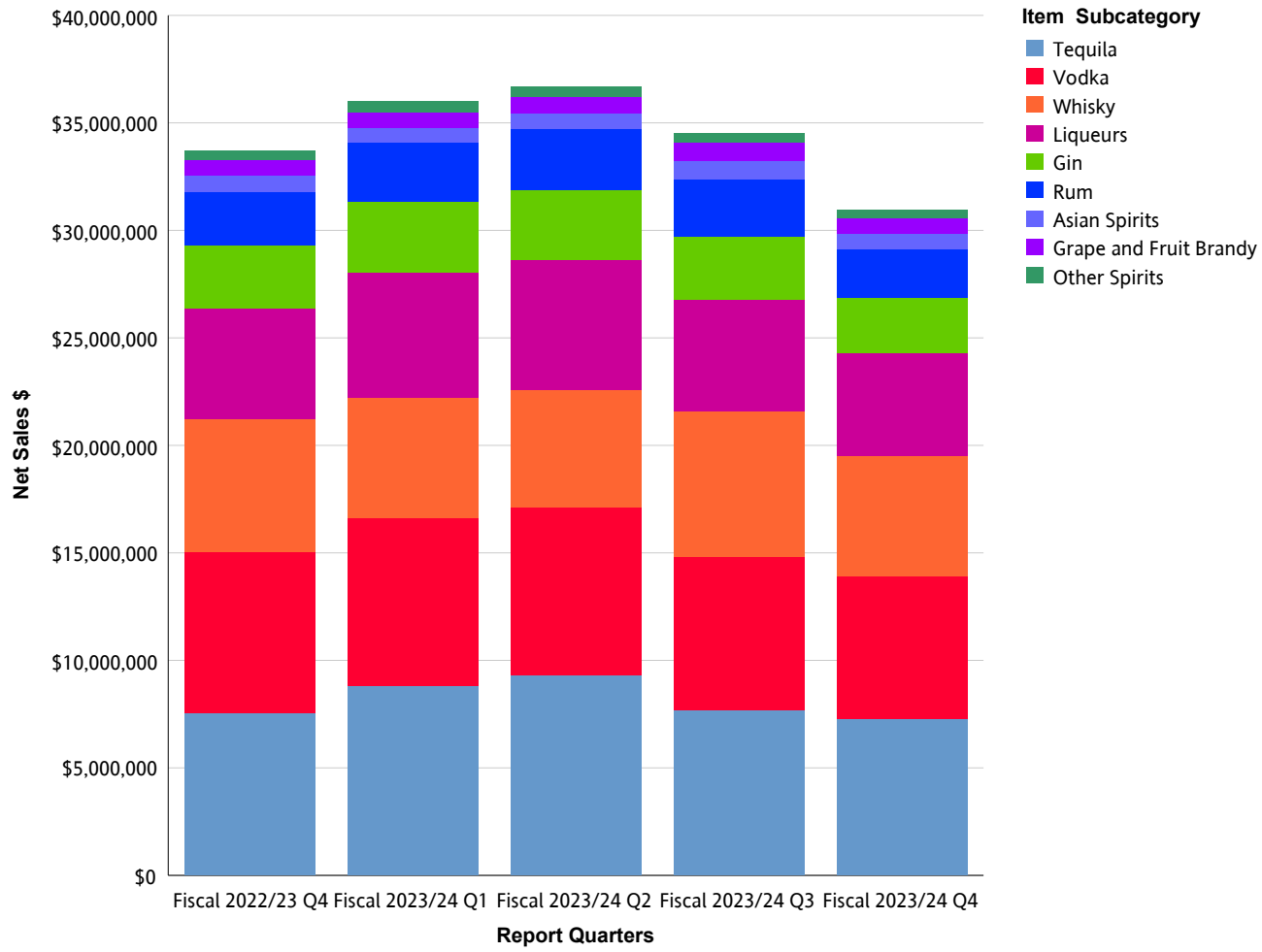


Refreshment Beverages Sales (Litres)

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	374,653	458,483	457,809	335,720	342,968
	Import Cider	151,751	184,121	172,669	152,886	154,051
	Summary	526,404	642,604	630,478	488,606	497,020
Coolers	Malt-Based Coolers	12,891	18,933	18,199	9,577	6,358
	Spirit Coolers	427,985	715,326	766,249	455,681	457,564
	Wine/Fruit Coolers	12,817	13,787	12,540	8,001	7,340
	Summary	453,693	748,045	796,988	473,260	471,262
Summary		980,097	1,390,649	1,427,466	961,866	968,282

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	\$105,150	\$66,197	\$68,959	\$117,433	\$96,633
	Korea Spirits	\$589,572	\$598,937	\$627,638	\$655,692	\$582,036
	Other Country Asian Spirits	\$45,020	\$43,828	\$51,733	\$44,734	\$43,209
	Summary	\$739,742	\$708,961	\$748,330	\$817,859	\$721,878
Gin	Dry Gin	\$2,739,363	\$3,049,690	\$3,021,481	\$2,760,629	\$2,415,207
	Flavoured Gin	\$112,269	\$173,057	\$166,757	\$105,794	\$102,877
	Other Gin	\$54,533	\$81,142	\$76,735	\$74,310	\$73,913
	Summary	\$2,906,165	\$3,303,888	\$3,264,972	\$2,940,733	\$2,591,997
Grape and Fruit Brandy	Armagnac	\$11,589	\$15,081	\$11,734	\$13,957	\$9,916
	Brandy	\$152,923	\$159,081	\$177,956	\$175,549	\$144,161
	Cognac	\$435,406	\$400,297	\$429,110	\$527,519	\$402,122
	Eau de Vie	\$35,687	\$32,503	\$38,495	\$54,329	\$37,378
	Grappa And Marc	\$23,200	\$24,085	\$22,751	\$20,377	\$19,071
	Pisco	\$63,584	\$76,143	\$77,569	\$62,930	\$71,323
	Summary	\$722,389	\$707,190	\$757,615	\$854,660	\$683,971
Liqueurs	Anise And Herbal/Spice Liqueurs	\$1,816,578	\$2,047,181	\$2,146,448	\$1,779,325	\$1,600,658
	Coffee And Cocoa Liqueurs	\$477,168	\$451,637	\$469,673	\$533,272	\$480,288
	Cream/Dairy Liqueurs	\$533,647	\$524,698	\$505,054	\$545,387	\$484,932
	Fruit Liqueurs	\$1,636,194	\$2,045,267	\$2,206,420	\$1,677,603	\$1,620,189
	Nut Liqueurs	\$263,428	\$280,412	\$281,342	\$258,474	\$230,168
	Other Liqueurs	\$322,120	\$370,140	\$351,313	\$276,266	\$266,288
	Whiskey Liqueurs	\$111,740	\$90,361	\$85,946	\$99,281	\$88,450
	Summary	\$5,160,875	\$5,809,695	\$6,046,198	\$5,169,608	\$4,770,973
Other Spirits	Cachaca	\$14,498	\$22,768	\$17,772	\$17,117	\$12,422
	Flavoured Spirits	\$14,170	\$18,465	\$11,518	\$12,562	\$10,024
	Miscellaneous/Other Spirits	\$38,706	\$55,537	\$50,835	\$47,750	\$43,293

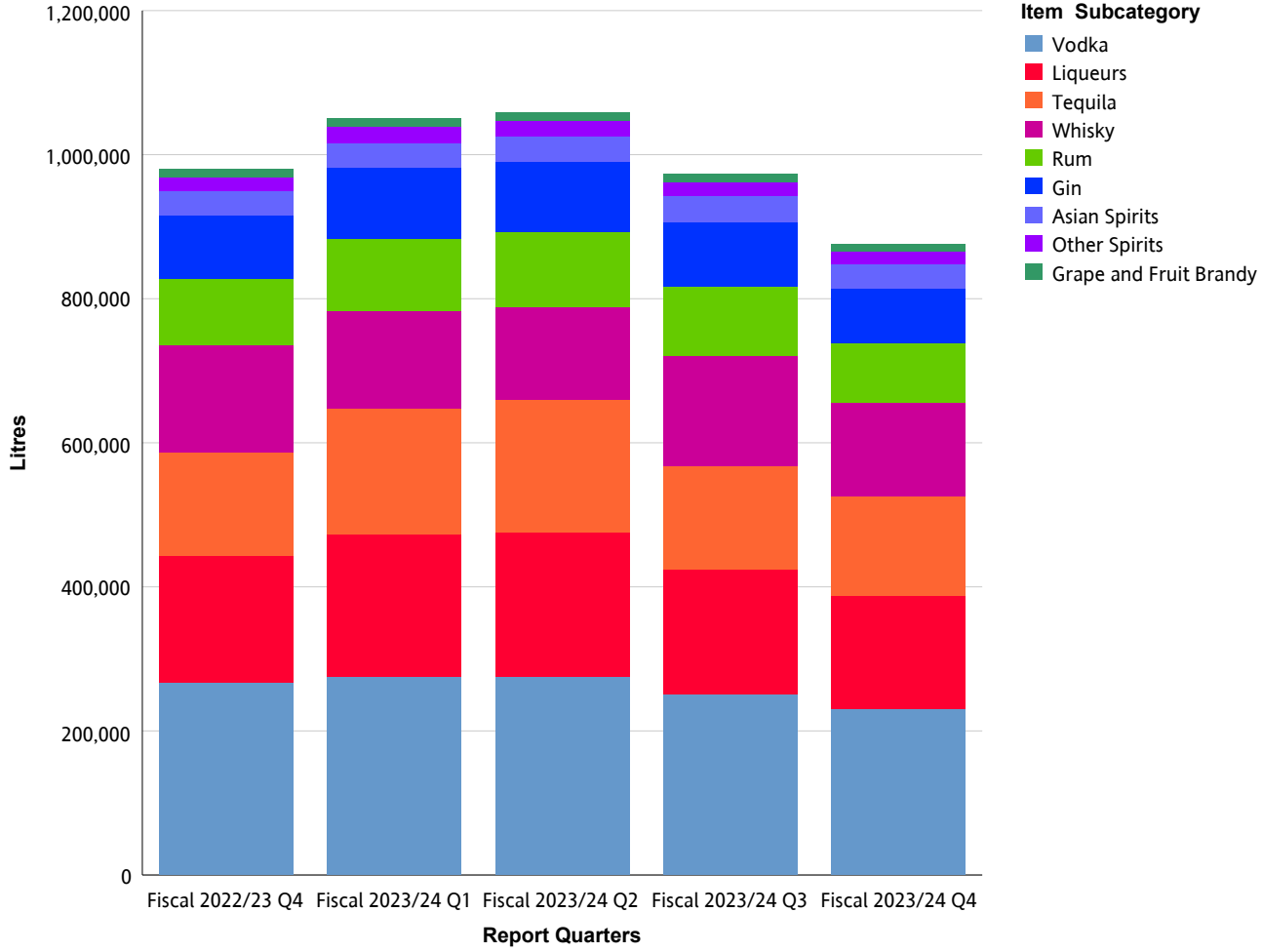
Spirits Sales (Net \$)

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	\$4,639	\$4,119	\$5,369	\$5,702	\$3,397
	Ready to Mix Cocktails	\$319,745	\$353,457	\$356,423	\$301,283	\$293,007
	Ready to Serve Cocktails	\$30,532	\$44,512	\$40,715	\$32,512	\$18,872
	Schnapps and Akvavit	\$7,600	\$7,358	\$5,833	\$7,143	\$4,958
	Summary	\$429,890	\$506,216	\$488,464	\$424,068	\$385,972
Rum	Amber Rum	\$306,444	\$331,007	\$316,561	\$314,950	\$268,129
	Dark Rum	\$301,080	\$306,552	\$298,825	\$323,039	\$252,204
	Flavoured Rum	\$32,516	\$35,772	\$35,833	\$30,239	\$23,920
	Spiced Rum	\$917,131	\$878,010	\$861,284	\$980,970	\$864,147
	White Rum	\$966,710	\$1,179,049	\$1,305,682	\$1,031,112	\$872,189
	Summary	\$2,523,880	\$2,730,390	\$2,818,185	\$2,680,310	\$2,280,590
Tequila	Blanco/Silver Tequila	\$3,161,789	\$4,028,273	\$4,483,552	\$3,487,611	\$3,462,930
	Flavoured Tequila	\$85,929	\$131,772	\$134,346	\$108,069	\$96,695
	Gold Tequila	\$3,833,812	\$4,058,996	\$4,104,048	\$3,588,869	\$3,205,382
	Mezcal	\$477,194	\$575,479	\$562,968	\$492,492	\$508,996
	Summary	\$7,558,725	\$8,794,520	\$9,284,913	\$7,677,042	\$7,274,003
Vodka	Flavoured Vodka	\$959,977	\$1,120,591	\$1,114,178	\$863,259	\$795,563
	Straight Vodka	\$6,519,383	\$6,719,159	\$6,731,331	\$6,257,444	\$5,832,697
	Summary	\$7,479,361	\$7,839,750	\$7,845,510	\$7,120,703	\$6,628,260
Whisky	American Whiskey	\$428,113	\$415,116	\$410,028	\$459,428	\$426,875
	Blended Malt Scotch Whisky	\$14,331	\$11,932	\$11,836	\$14,442	\$12,388
	Blended Scotch Whisky	\$333,134	\$358,167	\$329,650	\$425,709	\$347,009
	Bourbon Whiskey	\$1,499,758	\$1,365,251	\$1,355,827	\$1,559,366	\$1,386,759
	Canadian Whisky	\$1,459,005	\$1,404,913	\$1,337,696	\$1,693,626	\$1,268,235
	Flavoured Whisky	\$15,829	\$20,317	\$15,728	\$25,780	\$18,640
	Irish Whiskey	\$1,315,092	\$1,092,199	\$1,047,790	\$1,163,126	\$1,161,940
	Other Country Whisky	\$158,630	\$177,035	\$167,909	\$244,803	\$223,070
	Single Malt Scotch Whisky	\$956,808	\$748,079	\$765,791	\$1,226,800	\$765,973

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	\$6,180,699	\$5,593,009	\$5,442,256	\$6,813,082	\$5,610,889
Summary		\$33,701,725	\$35,993,620	\$36,696,443	\$34,498,065	\$30,948,534

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	1,660	1,190	985	1,390	1,249
	Korea Spirits	31,478	31,897	32,966	34,800	31,163
	Other Country Asian Spirits	1,149	1,120	1,225	1,069	1,087
	Summary	34,286	34,208	35,176	37,259	33,500
Gin	Dry Gin	84,260	92,393	91,363	84,245	72,694
	Flavoured Gin	2,824	4,447	4,324	2,651	2,541
	Other Gin	1,053	1,473	1,457	1,433	1,403
	Summary	88,137	98,314	97,144	88,329	76,638
Grape and Fruit Brandy	Armagnac	123	93	121	128	86
	Brandy	5,202	5,147	5,617	5,613	4,574
	Cognac	3,325	3,368	3,228	3,613	2,627
	Eau de Vie	626	564	648	945	610
	Grappa And Marc	331	317	314	305	270
	Pisco	1,530	1,861	1,841	1,502	1,631
	Summary	11,138	11,350	11,769	12,106	9,797
Liqueurs	Anise And Herbal/Spice Liqueurs	55,814	62,887	65,275	51,918	47,112
	Coffee And Cocoa Liqueurs	19,084	17,823	17,720	21,206	18,376
	Cream/Dairy Liqueurs	18,517	17,698	17,012	19,682	16,674
	Fruit Liqueurs	59,670	73,791	77,507	58,019	56,244
	Nut Liqueurs	9,509	10,720	10,777	9,717	8,207
	Other Liqueurs	10,811	10,850	10,304	9,316	8,237
	Whiskey Liqueurs	3,196	2,683	2,481	2,875	2,500
	Summary	176,601	196,453	201,076	172,734	157,351
Other Spirits	Cachaca	455	711	556	509	362
	Flavoured Spirits	285	389	253	322	213
	Miscellaneous/Other Spirits	1,011	1,309	1,244	1,189	1,027

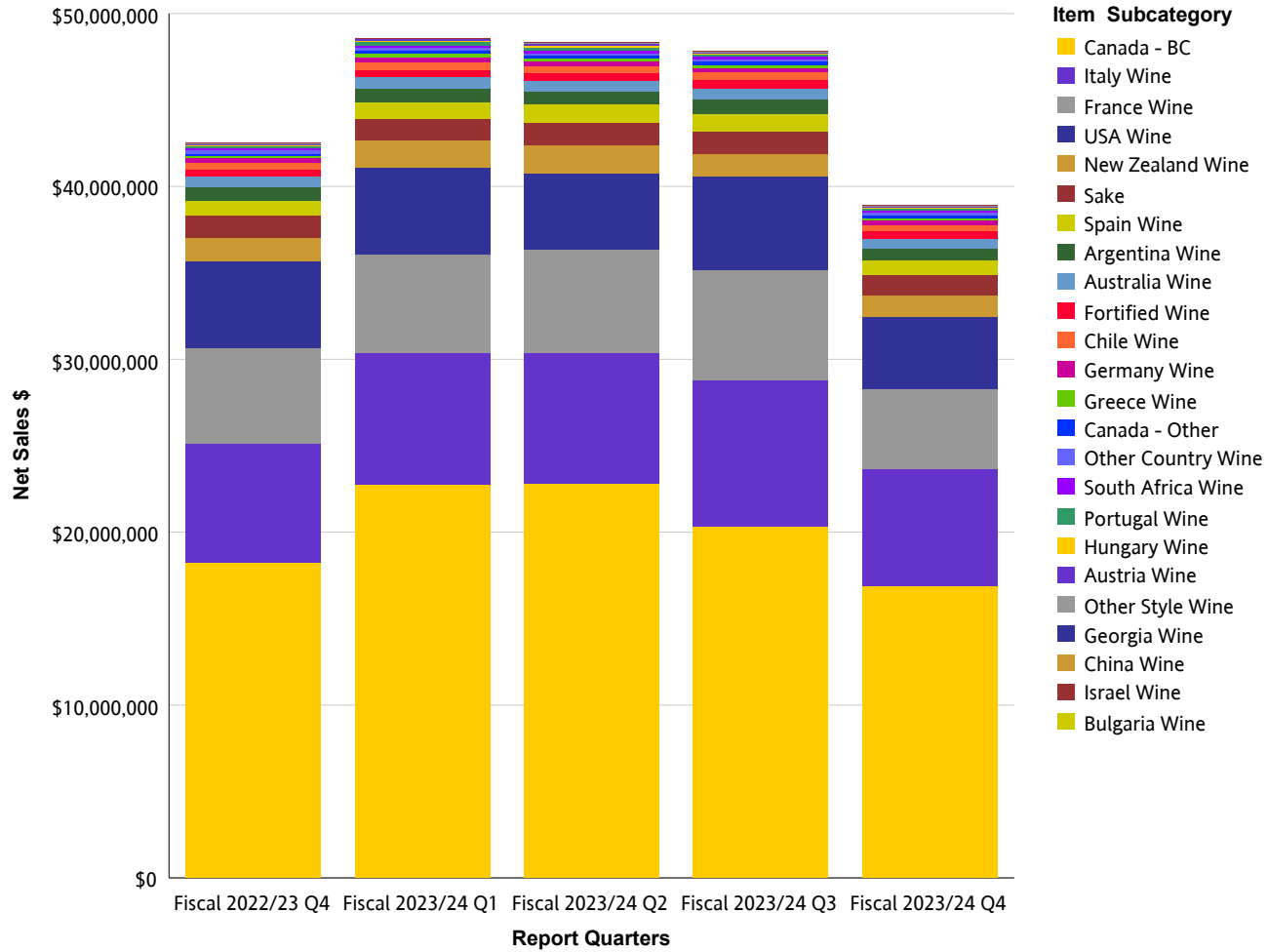
Spirits Sales (Litres)

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	124	96	128	140	85
	Ready to Mix Cocktails	15,994	17,957	17,959	15,262	15,011
	Ready to Serve Cocktails	1,134	1,815	2,276	1,213	733
	Schnapps and Akvavit	164	172	134	157	111
	Summary	19,167	22,449	22,550	18,792	17,541
Rum	Amber Rum	8,815	9,684	9,316	8,987	7,528
	Dark Rum	10,568	10,819	10,442	11,164	8,665
	Flavoured Rum	886	1,033	1,012	802	644
	Spiced Rum	32,046	30,404	29,764	34,625	29,459
	White Rum	40,191	48,709	53,360	41,906	35,132
	Summary	92,506	100,649	103,893	97,484	81,427
Tequila	Blanco/Silver Tequila	67,539	87,748	95,740	71,968	70,910
	Flavoured Tequila	1,756	2,789	2,832	1,948	1,856
	Gold Tequila	67,150	76,896	76,497	62,202	57,659
	Mezcal	7,150	8,494	8,574	7,631	7,866
	Summary	143,595	175,927	183,643	143,749	138,291
Vodka	Flavoured Vodka	30,592	36,387	35,946	26,910	25,005
	Straight Vodka	236,400	239,275	238,757	224,356	205,628
	Summary	266,992	275,662	274,703	251,266	230,633
Whisky	American Whiskey	11,325	10,931	10,735	11,868	10,847
	Blended Malt Scotch Whisky	199	174	187	191	186
	Blended Scotch Whisky	6,083	6,348	5,861	7,735	5,864
	Bourbon Whiskey	33,327	30,397	30,007	34,663	30,544
	Canadian Whisky	51,814	49,195	46,495	55,517	43,606
	Flavoured Whisky	318	413	283	620	420
	Irish Whiskey	35,413	28,531	26,999	30,280	30,114
	Other Country Whisky	1,821	2,033	1,915	2,397	2,099
	Single Malt Scotch Whisky	7,859	6,935	7,025	9,005	6,457

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	148,157	134,958	129,508	152,276	130,136
Summary		980,579	1,049,970	1,059,463	973,995	875,313

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	\$769,424	\$706,020	\$681,246	\$796,298	\$675,174
	Argentina Rose Wine	\$2,384	\$5,391	\$5,959	\$2,460	\$2,037
	Argentina Sparkling Wine	\$6,146	\$4,631	\$7,363	\$4,081	\$4,817
	Argentina White Wine	\$36,924	\$38,157	\$35,535	\$33,285	\$30,509
	Summary	\$814,879	\$754,199	\$730,104	\$836,124	\$712,536
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Australia Red Wine	\$382,224	\$386,526	\$335,549	\$379,347	\$344,218
	Australia Rose Wine	\$14,051	\$21,781	\$23,490	\$16,997	\$15,999
	Australia Sparkling Wine	\$68,559	\$109,201	\$106,188	\$83,082	\$69,283
	Australia White Wine	\$127,645	\$168,831	\$186,047	\$153,937	\$136,404
	Summary	\$592,479	\$686,339	\$651,274	\$633,362	\$565,904
Austria Wine	Austria Fruit and Dessert Wine	\$21	\$1,520	\$62	\$42	\$1,894
	Austria Red Wine	\$24,766	\$16,054	\$16,041	\$16,169	\$15,387
	Austria Rose Wine	\$3,456	\$5,974	\$8,497	\$6,648	\$4,349
	Austria Sparkling Wine	\$540	\$1,079	\$2,843	\$935	\$488
	Austria White Wine	\$51,202	\$55,014	\$57,495	\$43,139	\$39,748
	Summary	\$79,985	\$79,642	\$84,939	\$66,933	\$61,866
Bulgaria Wine	Bulgaria Red Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$0	\$0	\$0	\$0	\$0
Canada - BC	Canada - BC Dessert Wine	\$5,220	\$8,650	\$14,397	\$14,069	\$9,592
	Canada - BC Fruit Wine	\$20,650	\$45,691	\$86,025	\$133,193	\$33,543
	Canada - BC Ice Wine	\$38,875	\$48,855	\$58,020	\$40,241	\$51,418
	Canada - BC Red Wine	\$8,869,997	\$8,844,672	\$8,530,339	\$9,631,878	\$7,704,841
	Canada - BC Rose Wine	\$778,852	\$1,845,300	\$1,894,102	\$767,060	\$775,500

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	\$812,981	\$1,259,636	\$1,240,162	\$950,555	\$777,191
	Canada - BC White Wine	\$7,714,799	\$10,712,631	\$10,964,983	\$8,787,942	\$7,510,277
	Summary	\$18,241,374	\$22,765,434	\$22,788,028	\$20,324,938	\$16,862,362
Canada - Other	Canada - Other Dessert Wine	\$2,233	\$739	\$1,896	\$5,233	\$3,925
	Canada - Other Fruit Wine	\$0	\$86	\$0	\$0	\$0
	Canada - Other Ice Wine	\$1,560	\$761	\$1,914	\$1,409	\$1,162
	Canada - Other Red Wine	\$3,012	\$1,821	\$11,538	\$2,843	\$5,009
	Canada - Other Rose Wine	\$900	\$284	\$0	\$710	\$613
	Canada - Other Sparkling Wine	\$111,008	\$174,337	\$134,227	\$146,887	\$142,728
	Canada - Other White Wine	\$3,847	\$10,681	\$13,055	\$14,098	\$15,928
	Summary	\$122,559	\$188,709	\$162,630	\$171,180	\$169,365
Chile Wine	Chile Fruit and Dessert Wine	\$319	\$320	\$639	\$160	\$0
	Chile Red Wine	\$267,585	\$240,023	\$255,380	\$290,838	\$245,949
	Chile Rose Wine	\$2,973	\$8,636	\$12,682	\$6,269	\$4,484
	Chile Sparkling Wine	\$1,735	\$1,006	\$1,572	\$1,177	\$1,808
	Chile White Wine	\$113,476	\$155,254	\$155,023	\$135,949	\$127,755
	Summary	\$386,088	\$405,238	\$425,297	\$434,393	\$379,996
China Wine	China Fruit and Dessert Wine	\$434	\$152	\$3,172	\$413	\$152
	China Red Wine	\$1,959	\$965	\$4,621	\$0	\$2,148
	China White Wine	\$0	\$0	\$0	\$221	\$0
	Summary	\$2,392	\$1,117	\$7,793	\$634	\$2,300
Fortified Wine	Other Fortified Domestic Wine	\$25,545	\$28,484	\$23,760	\$27,281	\$27,059
	Other Fortified Import Wine	\$88,652	\$95,129	\$92,609	\$102,818	\$82,895
	Port Wine	\$77,061	\$75,695	\$74,235	\$92,938	\$64,936
	Sherry Wine	\$32,611	\$33,734	\$37,829	\$49,213	\$34,551
	Vermouth Wine	\$184,560	\$204,851	\$192,098	\$215,337	\$203,869
	Summary	\$408,428	\$437,893	\$420,530	\$487,587	\$413,310
France Wine	France Champagne Wine	\$1,695,461	\$1,490,487	\$1,802,364	\$1,835,894	\$1,141,199

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	\$14,052	\$8,261	\$18,131	\$22,040	\$10,028
	France Red Wine	\$2,021,307	\$1,507,156	\$1,500,784	\$2,397,932	\$1,634,979
	France Rose Wine	\$296,472	\$751,117	\$806,345	\$311,666	\$328,375
	France Sparkling Wine	\$221,165	\$261,834	\$263,329	\$271,866	\$211,421
	France White Wine	\$1,234,426	\$1,664,506	\$1,574,302	\$1,540,809	\$1,296,939
	Summary	\$5,482,885	\$5,683,362	\$5,965,255	\$6,380,206	\$4,622,940
Georgia Wine	Georgia Red Wine	\$142	\$47	\$3,787	\$10,449	\$9,589
	Georgia Rose Wine	\$0	\$0	\$399	\$2,412	\$818
	Georgia Sparkling Wine	\$0	\$0	\$419	\$644	\$3,005
	Georgia White Wine	\$339	\$102	\$3,128	\$7,071	\$8,145
	Summary	\$481	\$149	\$7,732	\$20,576	\$21,556
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Germany Red Wine	\$19,975	\$30,454	\$21,180	\$18,955	\$17,148
	Germany Rose Wine	\$4,076	\$6,037	\$4,015	\$1,343	\$3,517
	Germany Sparkling Wine	\$147,306	\$191,598	\$169,415	\$184,908	\$136,222
	Germany White Wine	\$81,571	\$74,554	\$71,015	\$73,522	\$71,961
	Summary	\$252,928	\$302,642	\$265,625	\$278,728	\$228,848
Greece Wine	Greece Fruit and Dessert Wine	\$350	\$876	\$0	\$0	\$0
	Greece Red Wine	\$76,423	\$87,176	\$72,158	\$102,162	\$77,945
	Greece Rose Wine	\$7,984	\$9,717	\$10,586	\$7,819	\$6,116
	Greece Sparkling Wine	\$2,507	\$8,057	\$4,294	\$4,733	\$4,897
	Greece White Wine	\$63,235	\$88,054	\$69,624	\$58,029	\$65,948
	Summary	\$150,498	\$193,881	\$156,662	\$172,743	\$154,906
Hungary Wine	Hungary Fruit and Dessert Wine	\$5,782	\$5,993	\$4,854	\$7,934	\$8,494
	Hungary Red Wine	\$272	\$514	\$2,166	\$2,037	\$1,641
	Hungary Rose Wine	\$0	\$0	\$0	\$600	\$1,147
	Hungary Sparkling Wine	\$31,435	\$78,007	\$124,981	\$44,072	\$33,202
	Hungary White Wine	\$11,093	\$12,093	\$18,209	\$11,330	\$11,359

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	Summary	\$48,582	\$96,607	\$150,211	\$65,973	\$55,842
Israel Wine	Israel Red Wine	\$625	\$1,707	\$869	\$962	\$849
	Israel Rose Wine	\$0	\$0	\$0	\$20	\$0
	Israel White Wine	\$36	\$1,174	\$0	\$503	\$652
	Summary	\$661	\$2,881	\$869	\$1,486	\$1,501
Italy Wine	Italy Fruit and Dessert Wine	\$4,666	\$6,548	\$6,099	\$5,043	\$5,527
	Italy Red Wine	\$3,589,217	\$3,356,874	\$3,295,471	\$4,620,434	\$3,465,940
	Italy Rose Wine	\$60,486	\$128,852	\$139,070	\$62,527	\$70,687
	Italy Sparkling Wine	\$619,174	\$829,002	\$759,481	\$746,680	\$639,982
	Italy White Wine	\$1,503,544	\$1,800,075	\$1,832,531	\$1,664,608	\$1,480,405
	Prosecco Wine	\$1,134,624	\$1,492,261	\$1,568,974	\$1,373,893	\$1,108,803
	Summary	\$6,911,712	\$7,613,613	\$7,601,626	\$8,473,185	\$6,771,342
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$66,780	\$50,254	\$57,578	\$58,748	\$47,415
	New Zealand Rose Wine	\$17,440	\$24,735	\$35,639	\$16,351	\$10,311
	New Zealand Sparkling Wine	\$3,410	\$3,425	\$4,758	\$5,300	\$4,090
	New Zealand White Wine	\$1,278,737	\$1,489,772	\$1,492,919	\$1,251,946	\$1,180,214
	Summary	\$1,366,367	\$1,568,186	\$1,590,894	\$1,332,344	\$1,242,030
Other Country Wine	Other Country Fruit and Dessert Wine	\$121,184	\$108,647	\$100,430	\$105,611	\$96,589
	Other Country Red Wine	\$50,643	\$34,227	\$18,662	\$23,897	\$19,710
	Other Country Rose Wine	\$4,304	\$6,100	\$4,090	\$3,352	\$629
	Other Country Sparkling Wine	\$3,376	\$3,322	\$3,573	\$4,671	\$6,229
	Other Country White Wine	\$19,596	\$29,526	\$10,405	\$16,912	\$14,212
	Summary	\$199,103	\$181,822	\$137,160	\$154,443	\$137,369
Other Style Wine	Aperitif And Flavoured Wine	\$1,373	\$1,844	\$2,983	\$2,802	\$4,238
	Mead	\$20,861	\$25,552	\$28,096	\$27,117	\$30,404
	Rice Wine	\$11,402	\$11,594	\$11,885	\$11,342	\$12,035
	Summary	\$33,636	\$38,991	\$42,964	\$41,262	\$46,676

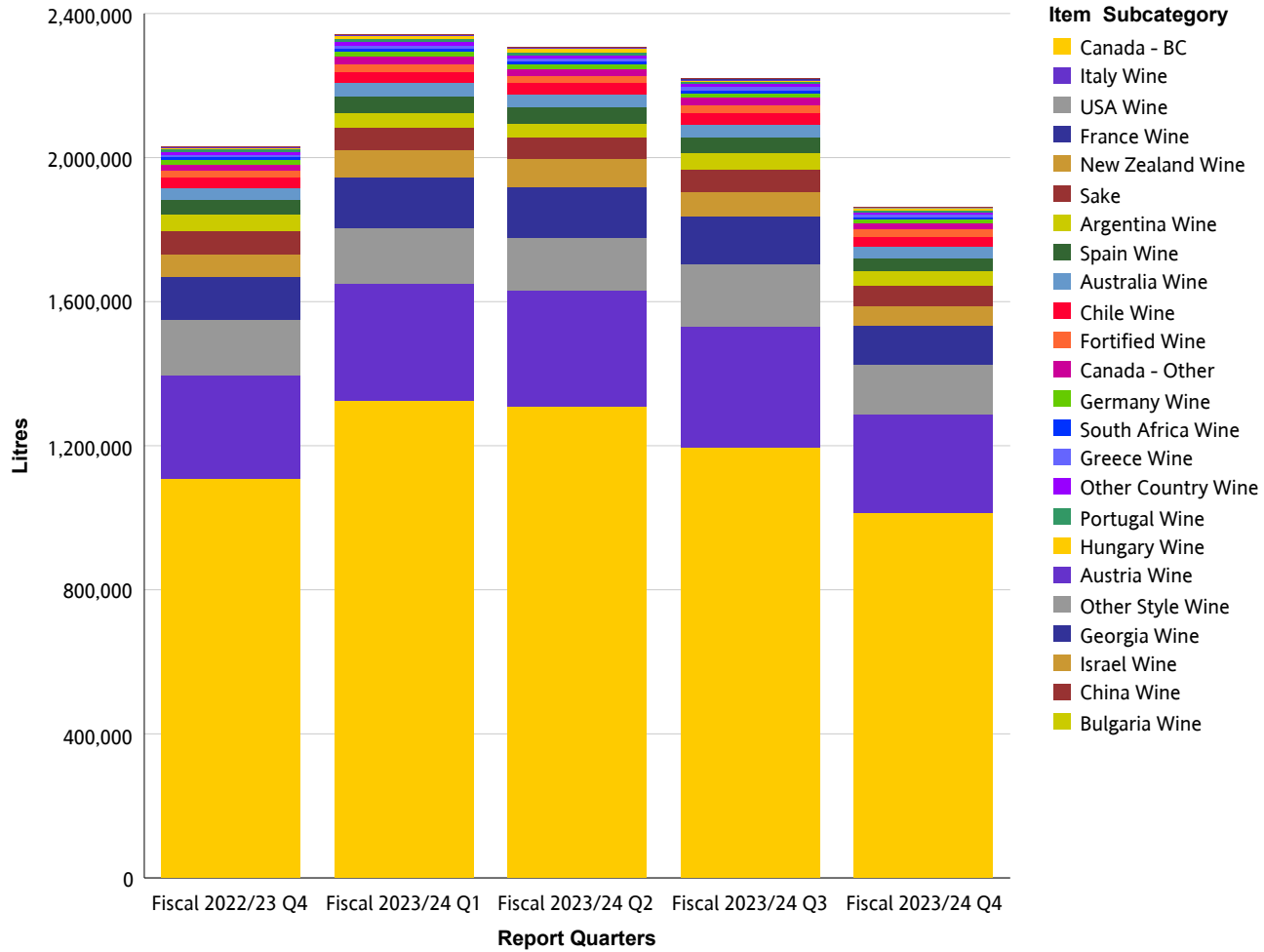
Wine Sales (Net \$)

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	\$1,859	\$595	\$344	\$1,770	\$471
	Portugal Red Wine	\$52,046	\$55,514	\$38,625	\$48,395	\$49,274
	Portugal Rose Wine	\$4,253	\$3,917	\$6,259	\$3,540	\$4,328
	Portugal Sparkling Wine	\$483	\$2,587	\$3,586	\$2,744	\$3,238
	Portugal White Wine	\$47,092	\$110,121	\$116,580	\$52,470	\$47,345
	Summary	\$105,733	\$172,733	\$165,394	\$108,920	\$104,656
Sake	Japan Sake	\$904,112	\$949,315	\$1,024,221	\$948,572	\$854,080
	Other Country Sake	\$20,639	\$22,682	\$29,970	\$25,136	\$24,721
	USA Sake	\$346,078	\$297,053	\$290,502	\$313,429	\$300,394
	Summary	\$1,270,829	\$1,269,049	\$1,344,694	\$1,287,137	\$1,179,194
South Africa Wine	South Africa Fruit and Dessert Wine	\$360	\$1,583	\$2,903	\$332	\$0
	South Africa Red Wine	\$68,245	\$62,173	\$72,106	\$63,757	\$50,933
	South Africa Rose Wine	\$699	\$3,357	\$1,978	\$1,766	\$1,759
	South Africa Sparkling Wine	\$0	\$1,177	\$252	\$1,177	\$3,090
	South Africa White Wine	\$62,168	\$73,781	\$81,961	\$79,674	\$71,504
	Summary	\$131,471	\$142,072	\$159,201	\$146,706	\$127,286
Spain Wine	Spain Fruit and Dessert Wine	\$7,350	\$4,834	\$9,023	\$5,788	\$5,505
	Spain Red Wine	\$453,997	\$394,859	\$416,421	\$549,017	\$404,984
	Spain Rose Wine	\$20,175	\$29,982	\$32,861	\$16,286	\$12,985
	Spain Sparkling Wine	\$266,639	\$420,660	\$419,174	\$329,590	\$302,079
	Spain White Wine	\$118,488	\$119,331	\$155,801	\$123,189	\$111,193
	Summary	\$866,649	\$969,665	\$1,033,280	\$1,023,868	\$836,746
USA Wine	USA Fruit and Dessert Wine	\$0	\$468	\$0	\$600	\$0
	USA Red Wine	\$4,192,786	\$4,011,173	\$3,375,912	\$4,497,648	\$3,473,322
	USA Rose Wine	\$24,063	\$50,530	\$54,525	\$24,408	\$26,299
	USA Sparkling Wine	\$37,297	\$35,721	\$27,057	\$30,195	\$16,002
	USA White Wine	\$779,088	\$924,746	\$963,376	\$836,270	\$691,895
	Summary	\$5,033,234	\$5,022,638	\$4,420,870	\$5,389,122	\$4,207,518

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	\$42,502,953	\$48,576,862	\$48,313,032	\$47,831,850	\$38,906,050

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	43,380	39,274	37,082	45,118	37,488
	Argentina Rose Wine	206	470	503	195	170
	Argentina Sparkling Wine	441	320	468	266	279
	Argentina White Wine	2,227	2,156	2,076	2,052	1,796
	Summary	46,254	42,220	40,129	47,631	39,732
Australia Wine	Australia Fruit and Dessert Wine	0	0	0	0	0
	Australia Red Wine	20,328	19,368	16,410	19,286	16,736
	Australia Rose Wine	1,034	1,609	1,661	1,259	1,066
	Australia Sparkling Wine	4,244	7,143	6,453	5,238	4,304
	Australia White Wine	9,236	10,916	11,586	10,009	8,628
	Summary	34,840	39,036	36,110	35,792	30,734
Austria Wine	Austria Fruit and Dessert Wine	0	12	1	1	16
	Austria Red Wine	736	449	455	432	418
	Austria Rose Wine	104	158	220	194	107
	Austria Sparkling Wine	9	27	68	22	18
	Austria White Wine	1,436	1,467	1,498	1,104	1,057
	Summary	2,284	2,112	2,241	1,753	1,616
Bulgaria Wine	Bulgaria Red Wine	0	0	0	0	0
	Bulgaria Rose Wine	0	0	0	0	0
	Bulgaria White Wine	0	0	0	0	0
	Summary	0	0	0	0	0
Canada - BC	Canada - BC Dessert Wine	111	172	218	286	140
	Canada - BC Fruit Wine	1,121	2,321	4,102	5,575	1,708
	Canada - BC Ice Wine	464	696	804	594	493
	Canada - BC Red Wine	502,437	490,947	461,808	530,713	436,951
	Canada - BC Rose Wine	40,583	91,776	94,323	38,706	38,705

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	31,838	47,366	46,391	35,486	29,378
	Canada - BC White Wine	533,021	690,571	700,704	584,327	506,119
	Summary	1,109,574	1,323,849	1,308,349	1,195,687	1,013,494
Canada - Other	Canada - Other Dessert Wine	18	6	17	48	36
	Canada - Other Fruit Wine	0	7	0	0	0
	Canada - Other Ice Wine	16	8	21	15	13
	Canada - Other Red Wine	142	94	306	166	203
	Canada - Other Rose Wine	18	19	0	48	24
	Canada - Other Sparkling Wine	15,920	22,000	19,207	20,326	15,908
	Canada - Other White Wine	329	635	674	797	627
	Summary	16,444	22,769	20,225	21,401	16,812
Chile Wine	Chile Fruit and Dessert Wine	9	9	18	4	0
	Chile Red Wine	18,898	16,809	17,518	20,237	17,830
	Chile Rose Wine	329	788	1,027	494	399
	Chile Sparkling Wine	67	50	60	55	86
	Chile White Wine	9,435	12,992	12,579	11,005	10,952
	Summary	28,738	30,648	31,201	31,795	29,268
China Wine	China Fruit and Dessert Wine	11	3	116	13	3
	China Red Wine	6	7	11	0	22
	China White Wine	0	0	0	4	0
	Summary	17	10	127	18	26
Fortified Wine	Other Fortified Domestic Wine	1,470	1,327	1,225	1,188	1,251
	Other Fortified Import Wine	3,461	3,778	3,541	3,946	3,224
	Port Wine	1,779	1,842	1,746	2,347	1,568
	Sherry Wine	1,130	1,157	1,302	1,637	1,201
	Vermouth Wine	11,902	12,252	11,838	13,092	11,756
	Summary	19,742	20,355	19,653	22,210	19,000
France Wine	France Champagne Wine	14,914	12,507	15,719	16,399	10,146

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	70	102	162	277	129
	France Red Wine	43,599	36,973	33,956	47,481	36,584
	France Rose Wine	13,953	34,391	37,044	15,113	15,540
	France Sparkling Wine	11,475	13,516	13,309	13,008	10,972
	France White Wine	34,482	44,209	41,589	41,085	34,154
	Summary	118,493	141,699	141,779	133,363	107,524
Georgia Wine	Georgia Red Wine	7	2	96	287	261
	Georgia Rose Wine	0	0	9	54	18
	Georgia Sparkling Wine	0	0	9	14	63
	Georgia White Wine	15	4	76	166	199
	Summary	22	7	190	521	541
Germany Wine	Germany Fruit and Dessert Wine	0	0	0	0	0
	Germany Red Wine	290	502	414	460	432
	Germany Rose Wine	158	202	140	51	110
	Germany Sparkling Wine	7,578	9,972	8,247	9,300	6,589
	Germany White Wine	3,208	2,931	2,884	2,748	2,682
	Summary	11,234	13,607	11,685	12,559	9,813
Greece Wine	Greece Fruit and Dessert Wine	18	45	0	0	0
	Greece Red Wine	4,021	4,076	3,436	4,794	3,861
	Greece Rose Wine	436	364	346	338	309
	Greece Sparkling Wine	63	220	122	122	148
	Greece White Wine	3,514	3,781	3,561	2,958	3,319
	Summary	8,052	8,487	7,465	8,211	7,638
Hungary Wine	Hungary Fruit and Dessert Wine	74	52	63	90	111
	Hungary Red Wine	19	39	95	100	81
	Hungary Rose Wine	0	0	0	18	36
	Hungary Sparkling Wine	1,946	4,773	7,740	2,783	1,990
	Hungary White Wine	625	710	855	512	460

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	Summary	2,664	5,574	8,753	3,503	2,678
Israel Wine	Israel Red Wine	24	65	32	35	33
	Israel Rose Wine	0	0	0	1	0
	Israel White Wine	2	47	0	20	26
	Summary	26	112	32	56	59
Italy Wine	Italy Fruit and Dessert Wine	40	61	62	52	49
	Italy Red Wine	116,085	106,967	104,370	135,259	109,058
	Italy Rose Wine	2,447	5,228	6,205	2,606	2,916
	Italy Sparkling Wine	32,714	42,383	38,950	37,282	32,539
	Italy White Wine	81,023	100,610	99,781	91,244	78,740
	Prosecco Wine	55,085	72,274	75,093	68,331	51,161
	Summary	287,395	327,521	324,460	334,773	274,464
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	2,106	1,801	1,892	2,350	1,531
	New Zealand Rose Wine	793	1,183	1,780	783	468
	New Zealand Sparkling Wine	142	159	172	249	178
	New Zealand White Wine	59,145	74,297	73,392	64,761	53,536
	Summary	62,186	77,439	77,237	68,143	55,713
Other Country Wine	Other Country Fruit and Dessert Wine	6,672	6,368	6,165	6,523	5,950
	Other Country Red Wine	1,319	969	584	776	558
	Other Country Rose Wine	132	186	125	99	9
	Other Country Sparkling Wine	82	82	112	111	130
	Other Country White Wine	560	842	376	561	392
	Summary	8,764	8,447	7,362	8,069	7,040
Other Style Wine	Aperitif And Flavoured Wine	92	134	137	176	187
	Mead	474	677	702	690	753
	Rice Wine	1,064	965	1,060	1,060	1,057
	Summary	1,630	1,776	1,898	1,926	1,997

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	37	14	6	42	10
	Portugal Red Wine	2,824	3,609	2,198	2,686	2,634
	Portugal Rose Wine	310	322	493	281	326
	Portugal Sparkling Wine	16	82	153	99	126
	Portugal White Wine	2,502	6,746	7,277	2,860	2,814
	Summary	5,690	10,774	10,126	5,968	5,909
Sake	Japan Sake	22,638	22,824	24,398	22,955	20,662
	Other Country Sake	938	970	1,254	1,009	998
	USA Sake	43,389	35,785	33,906	37,250	35,929
	Summary	66,965	59,579	59,558	61,214	57,589
South Africa Wine	South Africa Fruit and Dessert Wine	2	10	18	2	0
	South Africa Red Wine	3,713	3,542	3,863	3,602	2,774
	South Africa Rose Wine	70	236	163	130	127
	South Africa Sparkling Wine	0	32	7	32	73
	South Africa White Wine	3,955	4,683	4,959	4,480	4,068
	Summary	7,740	8,503	9,010	8,246	7,042
Spain Wine	Spain Fruit and Dessert Wine	227	140	260	179	166
	Spain Red Wine	18,313	16,421	15,005	19,538	16,136
	Spain Rose Wine	1,237	1,779	1,881	986	764
	Spain Sparkling Wine	14,087	21,682	22,627	17,499	15,604
	Spain White Wine	4,392	4,742	5,320	4,421	3,876
	Summary	38,255	44,764	45,092	42,623	36,547
USA Wine	USA Fruit and Dessert Wine	0	6	0	12	0
	USA Red Wine	119,272	110,541	100,420	135,835	106,491
	USA Rose Wine	1,885	3,057	3,398	1,839	1,672
	USA Sparkling Wine	1,166	1,184	952	889	512
	USA White Wine	30,307	37,290	38,768	34,294	28,288
	Summary	152,629	152,078	143,537	172,869	136,963

Wine Sales (Litres)

Litres	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4
Summary	2,029,637	2,341,367	2,306,221	2,218,332	1,862,196

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.