

Liquor Market Review

Fiscal 2021/22 Q3

December 2021



**LIQUOR
DISTRIBUTION
BRANCH**

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Introduction

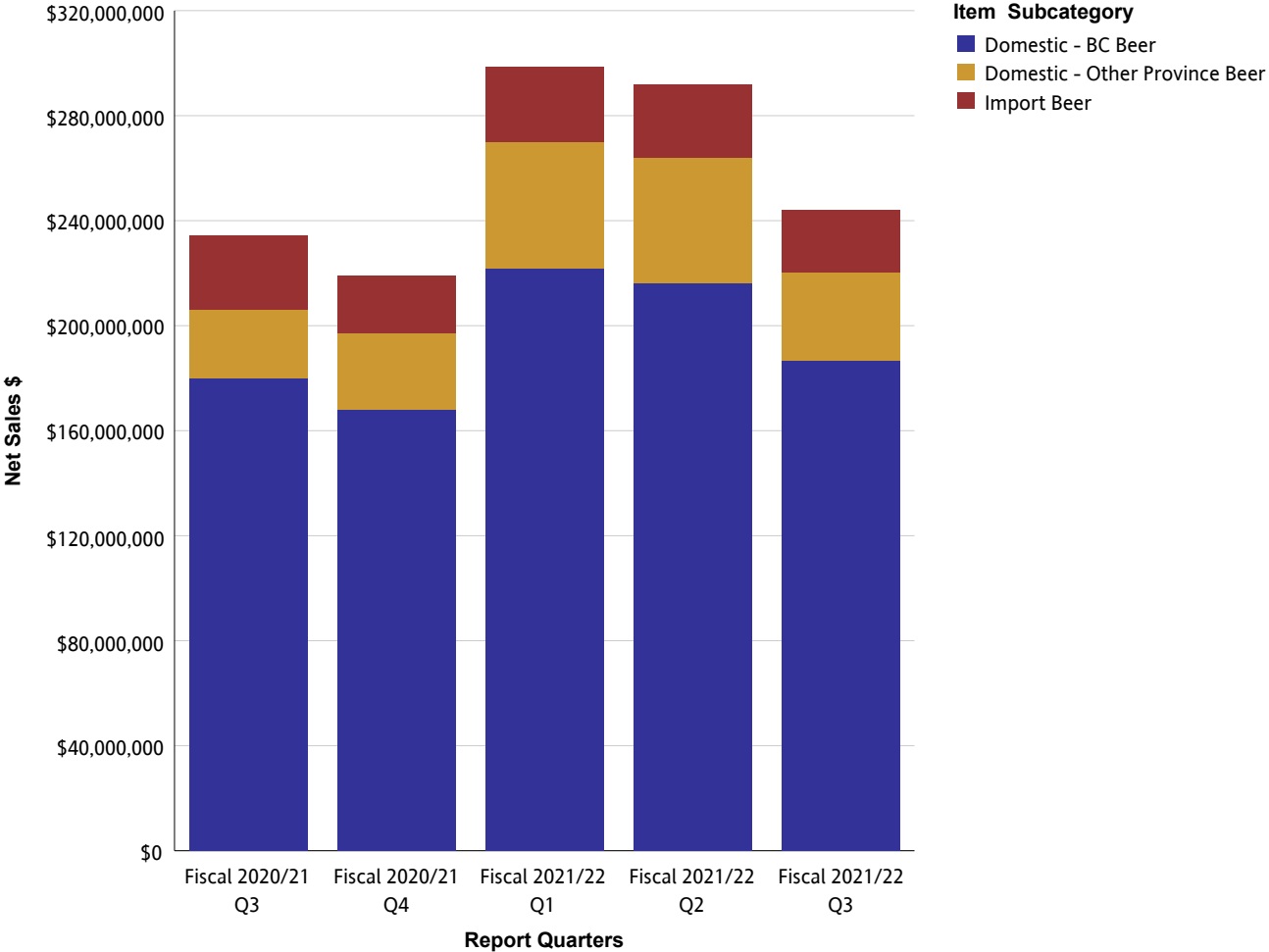
The Liquor Market Review provides provincial sales through the Wholesale channel for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer and excludes any applicable taxes. For each reporting period,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

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

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

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

Beer Sales (Net \$)

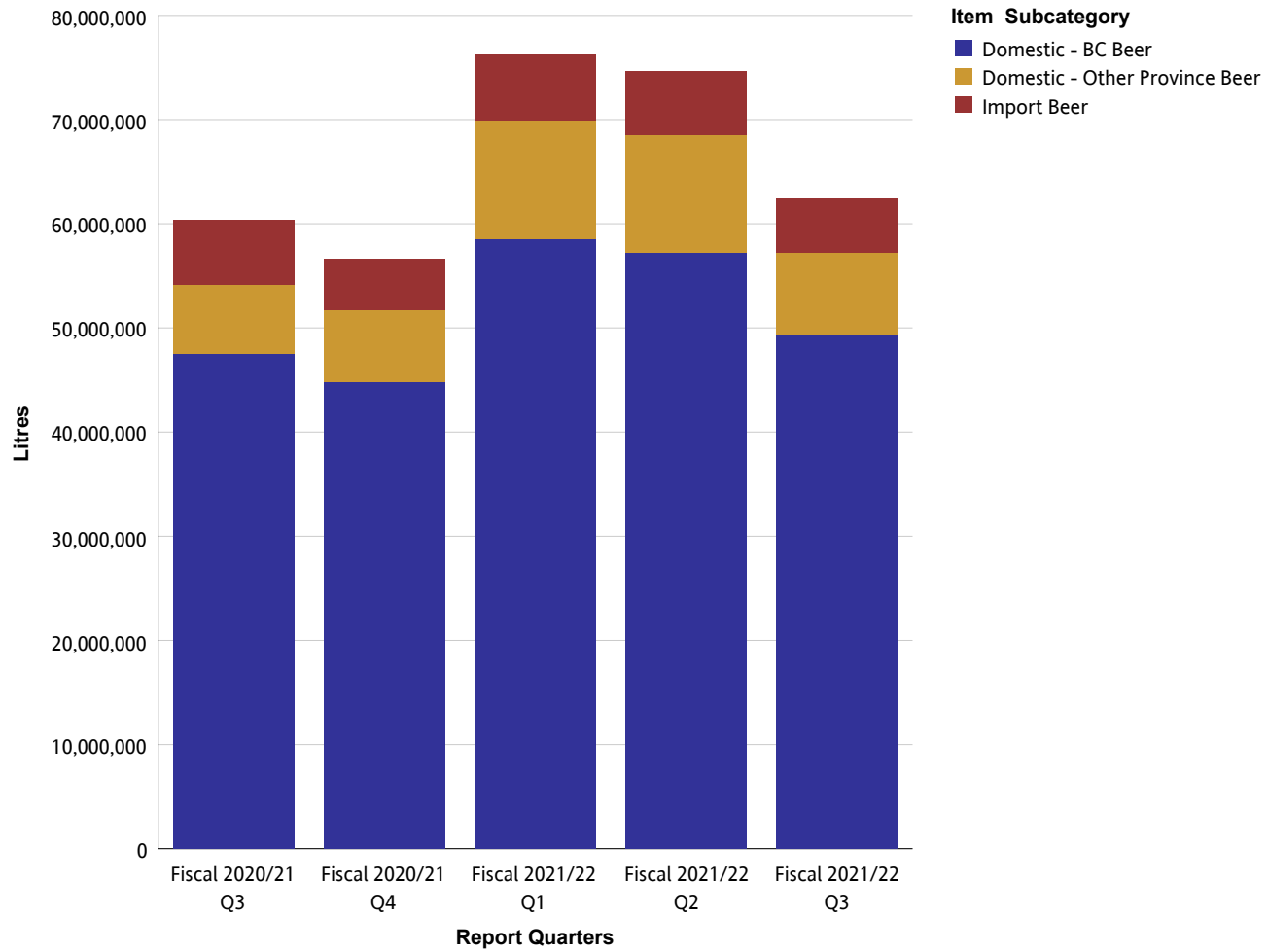


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 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	\$104,813,002	\$99,967,797	\$129,417,456	\$123,675,383	\$108,642,917
	Domestic - BC Micro Brew Beer	\$30,968,280	\$29,815,811	\$40,364,385	\$41,793,058	\$33,143,419
	Domestic - BC Regional Beer	\$44,193,288	\$38,210,006	\$51,962,657	\$50,625,805	\$44,868,880
	Summary	\$179,974,571	\$167,993,615	\$221,744,498	\$216,094,245	\$186,655,216
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$25,558,530	\$28,203,174	\$46,997,703	\$46,498,322	\$32,648,271
	Domestic - Other Province Micro Brew Beer	\$129,763	\$150,630	\$193,810	\$190,661	\$145,377
	Domestic - Other Province Regional Beer	\$641,534	\$636,361	\$1,079,243	\$1,115,662	\$895,638
	Summary	\$26,329,826	\$28,990,165	\$48,270,756	\$47,804,645	\$33,689,286
Import Beer	Asia And South Pacific Beer	\$1,141,080	\$1,122,806	\$1,243,069	\$1,397,488	\$1,463,254
	Europe Beer	\$19,165,293	\$17,343,406	\$21,474,627	\$21,251,499	\$18,988,818
	Mexico And Caribbean Beer	\$6,182,590	\$1,807,867	\$3,689,701	\$3,548,890	\$1,894,518
	Other Country Beer	\$80,740	\$122,427	\$117,914	\$114,274	\$83,505
	USA Beer	\$1,561,208	\$1,608,974	\$2,078,953	\$1,580,616	\$1,416,320
	Summary	\$28,130,909	\$22,005,481	\$28,604,266	\$27,892,768	\$23,846,416
Summary		\$234,435,306	\$218,989,261	\$298,619,520	\$291,791,658	\$244,190,918

Beer Sales (Litres)

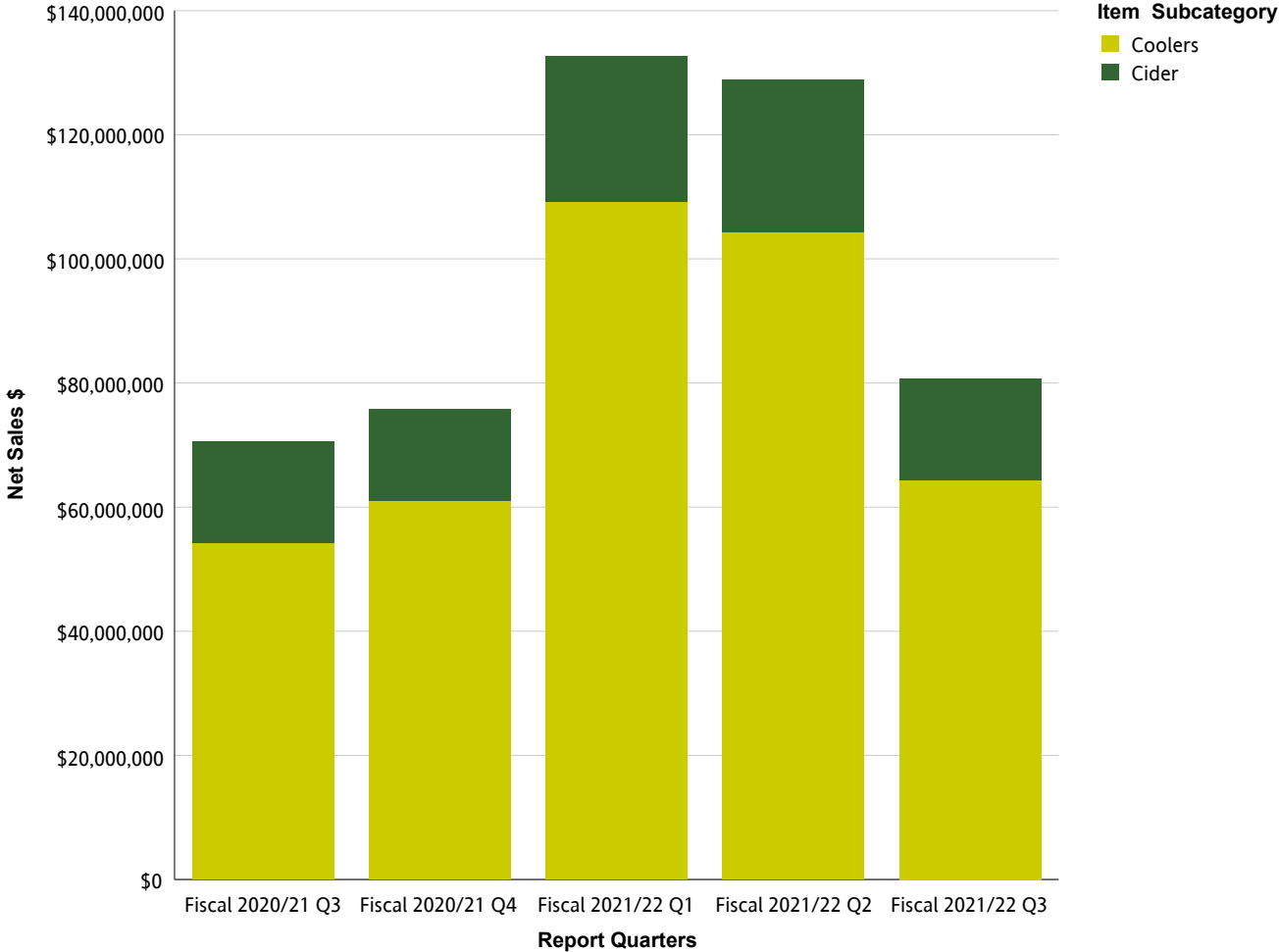


Beer Sales (Litres)

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	29,760,416	28,684,070	36,876,143	35,268,650	30,912,457
	Domestic - BC Micro Brew Beer	5,983,617	5,828,322	7,949,727	8,513,961	6,520,482
	Domestic - BC Regional Beer	11,747,786	10,263,397	13,731,773	13,485,989	11,860,755
	Summary	47,491,820	44,775,789	58,557,643	57,268,600	49,293,694
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	6,486,509	6,757,958	11,036,018	10,963,089	7,601,767
	Domestic - Other Province Micro Brew Beer	17,816	21,524	27,302	28,797	21,288
	Domestic - Other Province Regional Beer	168,298	171,860	301,256	330,348	273,252
	Summary	6,672,624	6,951,342	11,364,576	11,322,234	7,896,307
Import Beer	Asia And South Pacific Beer	227,092	216,977	239,888	254,727	270,570
	Europe Beer	4,426,990	3,963,466	4,831,963	4,771,045	4,256,279
	Mexico And Caribbean Beer	1,174,048	358,385	757,252	713,922	363,564
	Other Country Beer	19,838	29,489	26,884	26,917	20,945
	USA Beer	328,483	333,200	444,376	313,270	292,761
	Summary	6,176,451	4,901,517	6,300,364	6,079,881	5,204,119
Summary	60,340,894	56,628,648	76,222,583	74,670,715	62,394,120	

Refreshment Beverages Sales (Net \$)

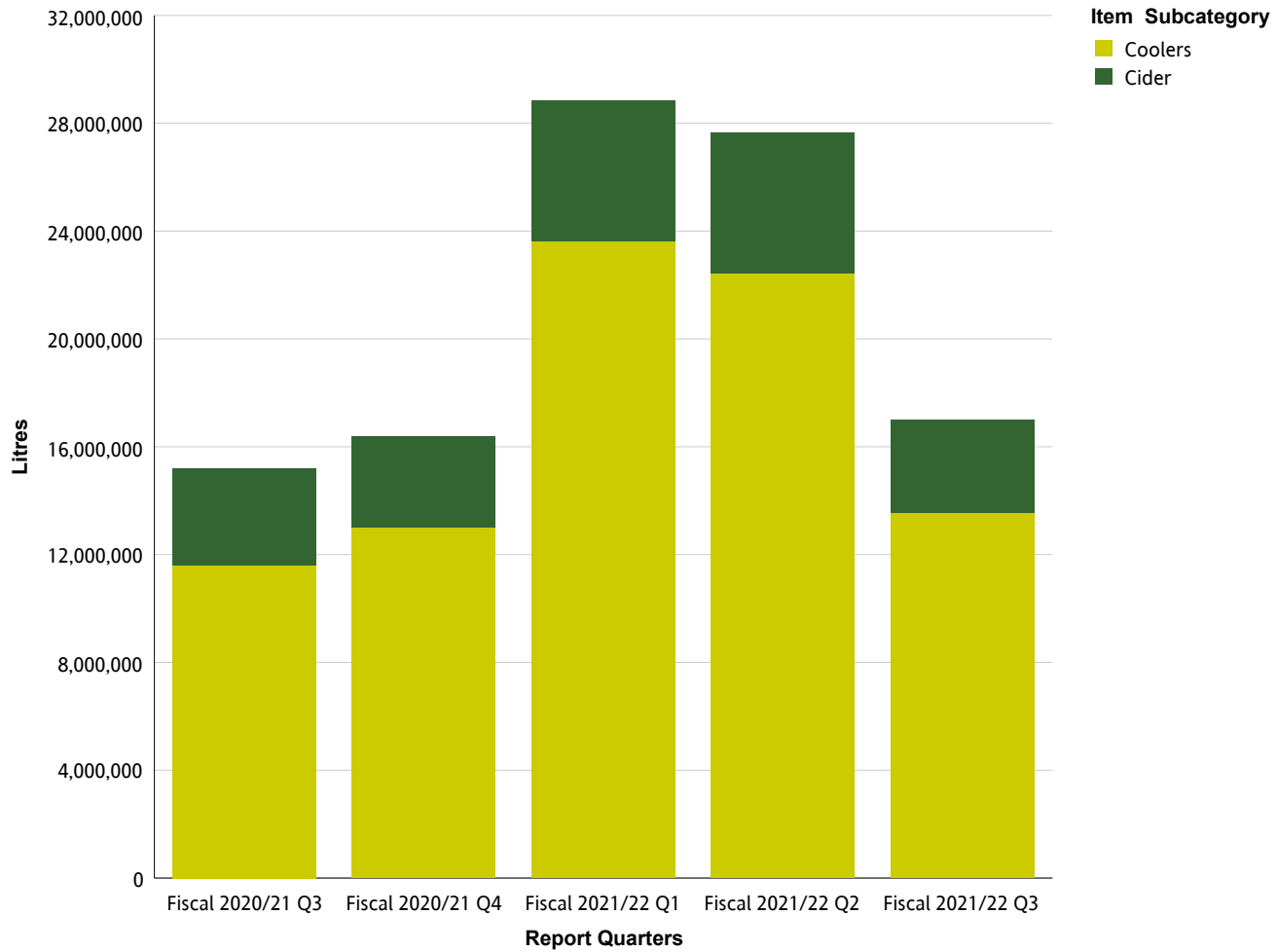


Refreshment Beverages Sales (Net \$)

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	\$14,142,953	\$12,643,394	\$20,005,780	\$21,318,728	\$13,733,050
	Import Cider	\$2,175,838	\$2,161,834	\$3,463,889	\$3,280,722	\$2,630,650
	Summary	\$16,318,791	\$14,805,228	\$23,469,668	\$24,599,450	\$16,363,700
Coolers	Malt-Based Coolers	\$218,488	\$2,376,873	\$2,262,289	\$1,692,000	\$767,883
	Spirit Coolers	\$52,998,183	\$57,637,196	\$104,595,796	\$100,412,777	\$62,227,702
	Wine/Fruit Coolers	\$960,123	\$1,014,022	\$2,290,012	\$2,202,354	\$1,310,117
	Summary	\$54,176,794	\$61,028,091	\$109,148,097	\$104,307,131	\$64,305,701
Summary		\$70,495,585	\$75,833,319	\$132,617,765	\$128,906,580	\$80,669,401

Refreshment Beverages Sales (Litres)

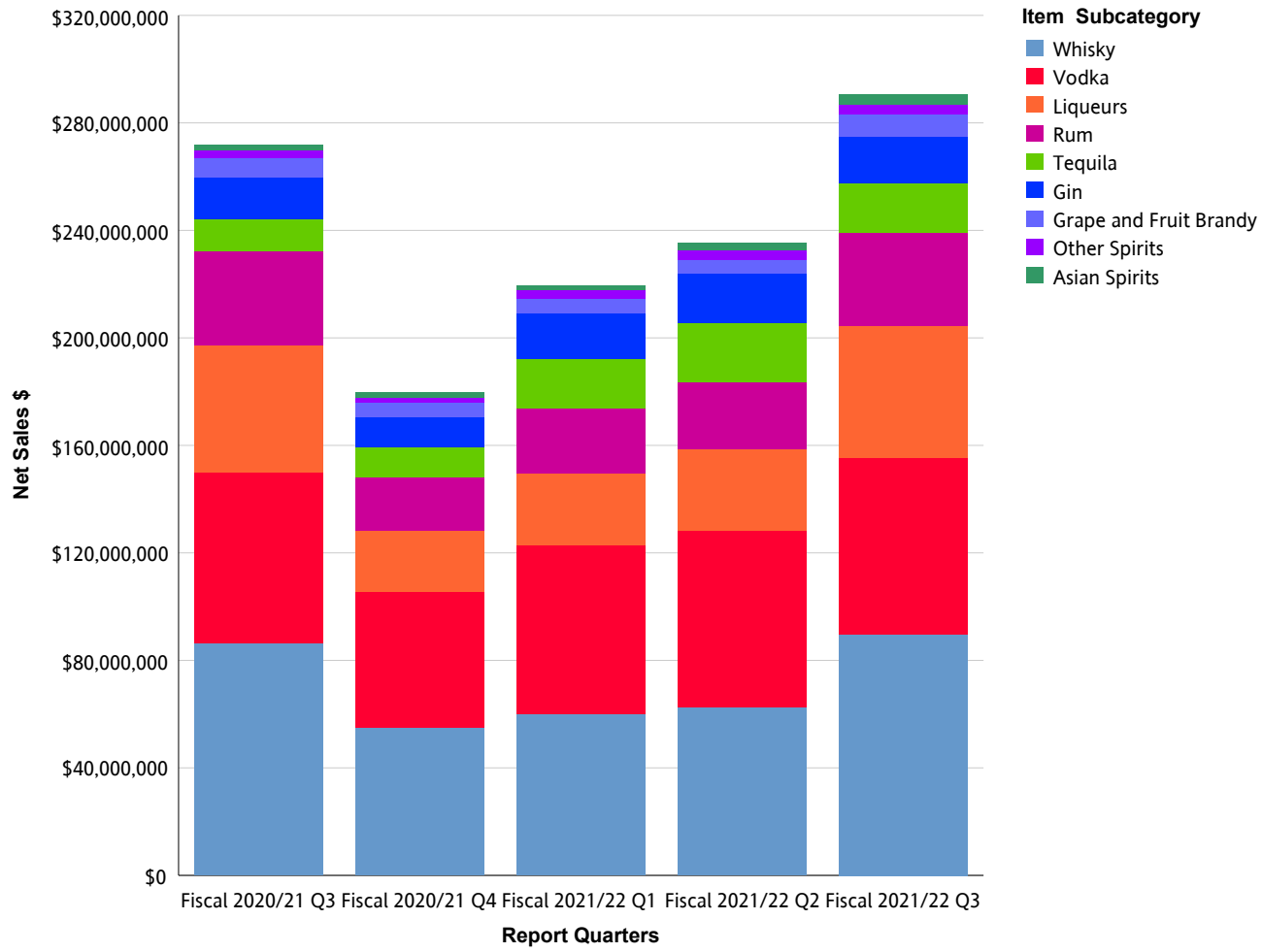


Refreshment Beverages Sales (Litres)

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	3,123,468	2,911,769	4,458,319	4,511,907	2,896,890
	Import Cider	483,264	467,571	755,612	707,932	569,863
	Summary	3,606,732	3,379,340	5,213,931	5,219,839	3,466,753
Coolers	Malt-Based Coolers	42,041	525,123	476,866	352,961	166,737
	Spirit Coolers	11,413,383	12,345,572	22,796,328	21,743,911	13,181,347
	Wine/Fruit Coolers	136,761	154,340	365,627	341,901	188,952
	Summary	11,592,184	13,025,034	23,638,822	22,438,774	13,537,036
Summary		15,198,916	16,404,374	28,852,753	27,658,613	17,003,789

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	\$1,011,494	\$1,076,065	\$661,151	\$1,685,262	\$2,245,161
	Korea Spirits	\$853,344	\$855,692	\$852,624	\$1,055,474	\$1,253,054
	Other Country Asian Spirits	\$116,574	\$139,417	\$122,791	\$133,490	\$184,443
	Summary	\$1,981,411	\$2,071,174	\$1,636,566	\$2,874,225	\$3,682,659
Gin	Dry Gin	\$13,628,846	\$10,041,089	\$14,919,052	\$15,702,217	\$14,956,316
	Flavoured Gin	\$1,330,560	\$1,009,603	\$1,793,506	\$1,908,761	\$1,388,157
	Other Gin	\$553,059	\$365,476	\$404,298	\$582,414	\$755,916
	Summary	\$15,512,466	\$11,416,168	\$17,116,856	\$18,193,392	\$17,100,390
Grape and Fruit Brandy	Armagnac	\$162,210	\$84,150	\$58,093	\$40,972	\$137,728
	Brandy	\$3,490,548	\$2,254,734	\$2,314,937	\$2,182,619	\$3,560,720
	Cognac	\$3,002,202	\$2,423,727	\$2,323,231	\$2,644,713	\$4,141,475
	Eau de Vie	\$408,567	\$225,237	\$244,044	\$353,671	\$382,637
	Grappa And Marc	\$101,828	\$69,436	\$70,008	\$80,637	\$115,306
	Pisco	\$72,429	\$84,045	\$89,438	\$110,834	\$114,248
	Summary	\$7,237,784	\$5,141,330	\$5,099,751	\$5,413,446	\$8,452,115
Liqueurs	Anise And Herbal/Spice Liqueurs	\$9,025,496	\$6,611,867	\$7,672,267	\$8,118,689	\$9,844,720
	Coffee And Cocoa Liqueurs	\$3,453,981	\$1,359,742	\$1,712,578	\$1,980,431	\$3,368,811
	Cream/Dairy Liqueurs	\$24,326,853	\$8,164,003	\$8,908,719	\$10,000,766	\$24,759,311
	Fruit Liqueurs	\$5,270,833	\$3,619,393	\$4,957,006	\$6,002,368	\$5,721,499
	Nut Liqueurs	\$2,026,521	\$1,199,036	\$1,748,638	\$1,702,544	\$2,036,048
	Other Liqueurs	\$1,150,200	\$606,933	\$794,521	\$1,104,308	\$1,217,873
	Whiskey Liqueurs	\$2,176,162	\$1,123,467	\$1,225,693	\$1,465,871	\$2,172,340
	Summary	\$47,430,046	\$22,684,441	\$27,019,423	\$30,374,977	\$49,120,602
Other Spirits	Cachaca	\$35,576	\$33,620	\$51,000	\$80,022	\$20,515
	Flavoured Spirits	\$172,092	\$82,708	\$114,963	\$218,535	\$206,074
	Miscellaneous/Other Spirits	\$473,798	\$211,682	\$315,715	\$376,279	\$552,004

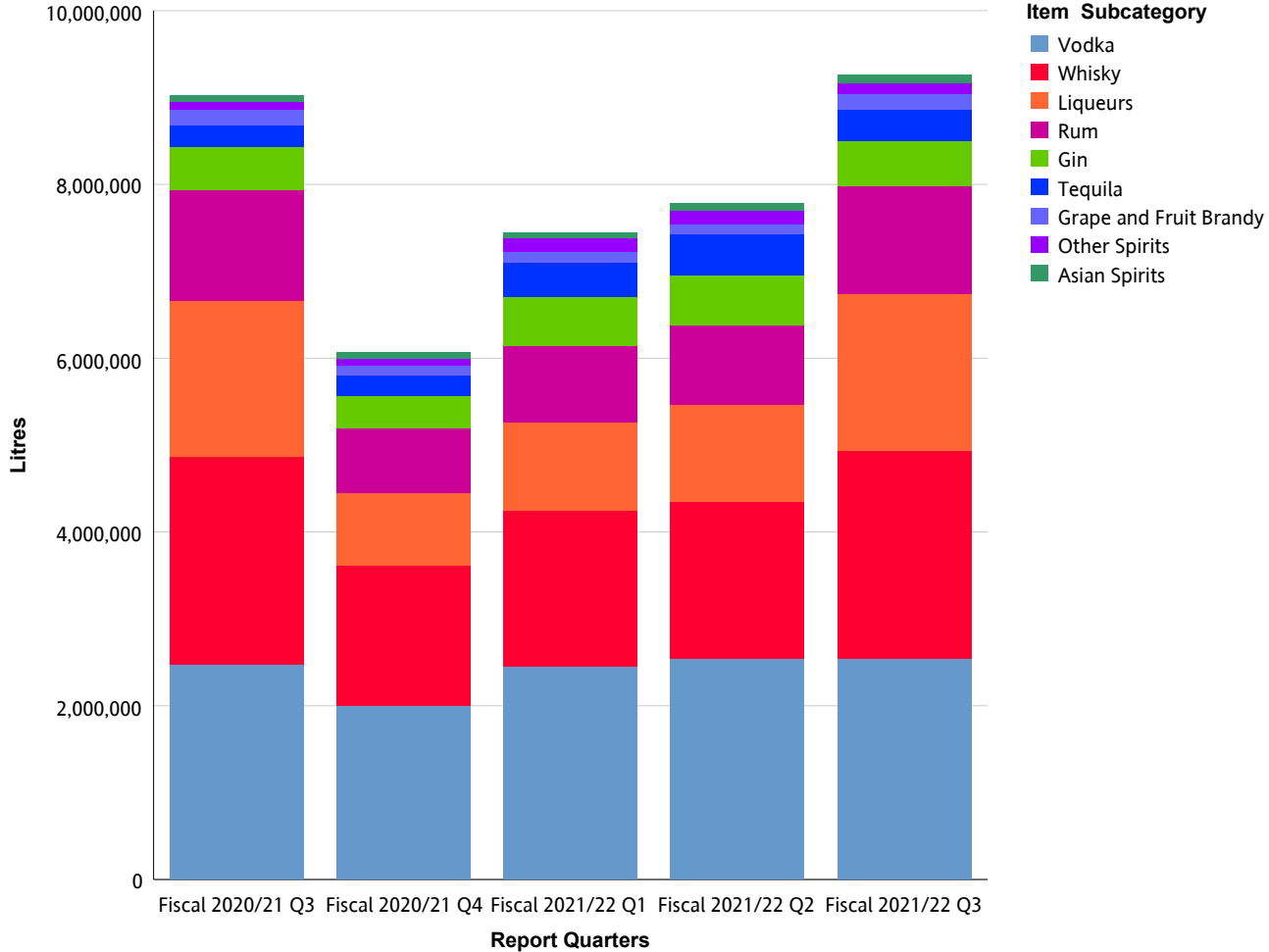
Spirits Sales (Net \$)

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	\$413,737	\$270,084	\$319,804	\$483,008	\$424,085
	Ready to Mix Cocktails	\$380,780	\$356,258	\$455,998	\$596,506	\$376,071
	Ready to Serve Cocktails	\$1,207,162	\$1,021,046	\$1,904,670	\$1,717,996	\$2,023,137
	Schnapps and Akvavit	\$88,494	\$47,926	\$53,098	\$63,388	\$92,818
	Summary	\$2,771,640	\$2,023,325	\$3,215,248	\$3,535,734	\$3,694,704
Rum	Amber Rum	\$8,797,398	\$5,474,260	\$6,108,770	\$6,468,316	\$9,153,787
	Dark Rum	\$4,261,026	\$2,662,785	\$2,831,889	\$2,769,141	\$4,152,566
	Flavoured Rum	\$838,093	\$469,643	\$744,698	\$735,813	\$648,610
	Spiced Rum	\$13,632,534	\$5,789,262	\$6,923,773	\$7,507,846	\$13,088,524
	White Rum	\$7,503,286	\$5,634,272	\$7,272,574	\$7,599,440	\$7,346,878
	Summary	\$35,032,337	\$20,030,222	\$23,881,704	\$25,080,556	\$34,390,365
Tequila	Blanco/Silver Tequila	\$4,160,969	\$3,967,448	\$7,369,876	\$8,854,003	\$6,794,307
	Flavoured Tequila	\$205,423	\$193,056	\$405,139	\$481,828	\$337,738
	Gold Tequila	\$6,985,119	\$6,198,864	\$10,084,602	\$11,644,103	\$10,558,441
	Mezcal	\$616,646	\$607,986	\$703,362	\$886,359	\$867,013
	Summary	\$11,968,157	\$10,967,355	\$18,562,979	\$21,866,293	\$18,557,499
Vodka	Flavoured Vodka	\$5,526,932	\$4,263,568	\$6,651,406	\$6,996,319	\$6,385,331
	Straight Vodka	\$57,699,869	\$46,338,251	\$55,824,882	\$58,705,273	\$59,641,673
	Summary	\$63,226,801	\$50,601,820	\$62,476,288	\$65,701,592	\$66,027,003
Whisky	American Whiskey	\$3,096,197	\$2,051,957	\$2,427,204	\$2,505,301	\$3,623,043
	Blended Malt Scotch Whisky	\$297,439	\$174,253	\$164,997	\$250,928	\$386,557
	Blended Scotch Whisky	\$10,350,671	\$7,118,401	\$7,451,728	\$7,565,514	\$10,700,086
	Bourbon Whiskey	\$6,623,323	\$4,450,098	\$4,984,946	\$4,519,644	\$7,521,194
	Canadian Whisky	\$36,707,456	\$24,561,549	\$29,093,464	\$28,079,886	\$36,334,606
	Flavoured Whisky	\$460,659	\$132,722	\$211,138	\$517,873	\$549,273
	Irish Whiskey	\$6,826,775	\$5,118,683	\$4,359,002	\$5,228,717	\$7,256,211
	Other Country Whisky	\$1,985,335	\$1,372,027	\$1,199,551	\$1,341,233	\$2,252,362
	Single Malt Scotch Whisky	\$20,265,769	\$9,940,472	\$10,415,874	\$12,515,137	\$20,948,181

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	\$86,613,624	\$54,920,162	\$60,307,906	\$62,524,232	\$89,571,512
Summary		\$271,774,266	\$179,855,998	\$219,316,720	\$235,564,449	\$290,596,850

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	17,983	19,850	13,005	16,673	22,233
	Korea Spirits	49,682	49,693	49,369	60,901	72,988
	Other Country Asian Spirits	3,005	3,463	2,846	3,280	4,528
	Summary	70,671	73,006	65,220	80,854	99,749
Gin	Dry Gin	443,060	332,203	490,723	512,592	474,119
	Flavoured Gin	37,531	30,139	54,285	55,796	37,451
	Other Gin	10,952	7,476	8,158	11,653	14,386
	Summary	491,543	369,819	553,166	580,042	525,956
Grape and Fruit Brandy	Armagnac	1,470	678	483	451	1,252
	Brandy	137,441	87,916	86,695	81,301	130,181
	Cognac	28,111	22,621	21,548	25,317	36,259
	Eau de Vie	8,951	5,236	5,796	7,398	8,208
	Grappa And Marc	1,826	1,350	1,463	1,492	2,114
	Pisco	1,848	2,203	2,421	3,045	3,118
	Summary	179,647	120,004	118,406	119,003	181,131
Liqueurs	Anise And Herbal/Spice Liqueurs	324,612	233,080	279,215	284,205	351,172
	Coffee And Cocoa Liqueurs	141,028	54,203	68,782	76,944	136,135
	Cream/Dairy Liqueurs	969,921	317,526	347,730	386,820	960,275
	Fruit Liqueurs	169,288	125,958	174,193	208,365	171,883
	Nut Liqueurs	77,612	45,413	71,732	69,096	77,324
	Other Liqueurs	37,799	20,607	25,428	34,583	39,641
	Whiskey Liqueurs	67,574	36,411	42,801	46,217	67,847
	Summary	1,787,833	833,199	1,009,880	1,106,232	1,804,276
Other Spirits	Cachaca	999	886	1,376	2,050	446
	Flavoured Spirits	3,496	1,705	2,215	4,005	4,239
	Miscellaneous/Other Spirits	7,891	4,269	5,789	7,083	8,966

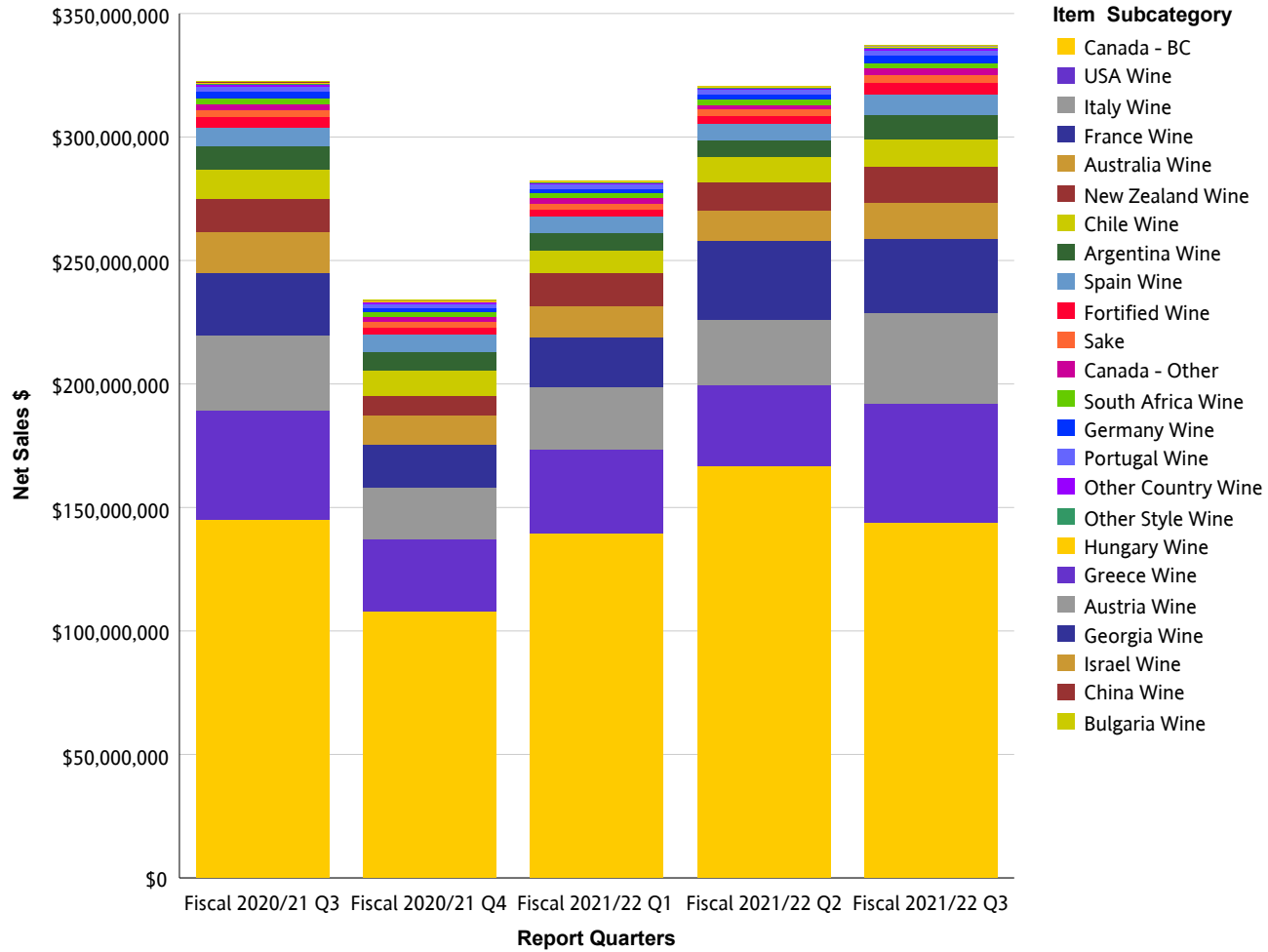
Spirits Sales (Litres)

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	10,256	6,860	7,511	12,443	9,497
	Ready to Mix Cocktails	18,947	17,838	24,498	30,827	18,154
	Ready to Serve Cocktails	50,353	39,727	114,161	100,290	84,480
	Schnapps and Akvavit	2,179	1,197	1,340	1,481	2,299
	Summary	94,121	72,482	156,891	158,177	128,081
Rum	Amber Rum	298,619	189,476	207,239	213,945	298,373
	Dark Rum	156,239	96,594	102,817	98,881	141,798
	Flavoured Rum	29,264	16,897	26,419	26,322	22,376
	Spiced Rum	482,858	200,378	241,691	261,909	464,034
	White Rum	318,189	238,839	308,724	322,345	311,784
	Summary	1,285,170	742,184	886,888	923,402	1,238,365
Tequila	Blanco/Silver Tequila	90,751	90,770	167,570	198,097	137,627
	Flavoured Tequila	5,160	4,696	10,753	12,040	8,417
	Gold Tequila	146,102	131,559	214,805	241,504	195,835
	Mezcal	8,895	8,976	10,364	12,688	12,647
	Summary	250,908	236,001	403,493	464,329	354,527
Vodka	Flavoured Vodka	189,731	147,873	233,385	240,532	214,244
	Straight Vodka	2,288,208	1,854,827	2,216,329	2,303,291	2,330,336
	Summary	2,477,939	2,002,700	2,449,714	2,543,824	2,544,580
Whisky	American Whiskey	79,581	55,778	66,680	69,133	89,591
	Blended Malt Scotch Whisky	4,258	2,816	2,651	3,595	5,625
	Blended Scotch Whisky	315,250	231,231	237,906	231,915	304,916
	Bourbon Whiskey	158,453	110,216	122,763	112,099	168,965
	Canadian Whisky	1,388,331	943,049	1,108,828	1,067,583	1,362,649
	Flavoured Whisky	15,887	4,770	5,990	15,668	14,420
	Irish Whiskey	173,446	137,428	113,590	138,844	187,885
	Other Country Whisky	23,103	16,209	14,761	16,656	25,893
	Single Malt Scotch Whisky	231,565	113,693	128,020	152,872	232,675

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	2,389,874	1,615,190	1,801,190	1,808,366	2,392,620
Summary		9,027,706	6,064,584	7,444,848	7,784,228	9,269,286

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	\$8,902,625	\$7,122,723	\$6,114,091	\$6,332,978	\$9,286,295
	Argentina Rose Wine	\$79,843	\$131,401	\$204,774	\$156,294	\$66,077
	Argentina Sparkling Wine	\$12,922	\$13,648	\$5,449	\$9,965	\$8,867
	Argentina White Wine	\$536,169	\$501,663	\$430,079	\$384,493	\$327,601
	Summary	\$9,531,559	\$7,769,435	\$6,754,394	\$6,883,730	\$9,688,839
Australia Wine	Australia Fruit and Dessert Wine	\$720	\$9,693	\$0	\$240	\$408
	Australia Red Wine	\$10,098,009	\$7,062,553	\$7,018,184	\$6,520,751	\$9,223,651
	Australia Rose Wine	\$311,574	\$304,806	\$445,785	\$331,622	\$315,682
	Australia Sparkling Wine	\$1,333,311	\$698,799	\$876,303	\$860,497	\$867,986
	Australia White Wine	\$4,952,902	\$3,784,868	\$4,510,065	\$4,400,355	\$4,479,717
	Summary	\$16,696,517	\$11,860,719	\$12,850,337	\$12,113,464	\$14,887,443
Austria Wine	Austria Fruit and Dessert Wine	\$0	\$149	\$149	\$0	\$0
	Austria Red Wine	\$39,693	\$45,410	\$50,395	\$47,090	\$42,435
	Austria Rose Wine	\$2,661	\$585	\$0	\$2,424	\$8,407
	Austria Sparkling Wine	\$6,525	\$221	\$664	\$8,033	\$4,406
	Austria White Wine	\$91,204	\$79,602	\$57,226	\$78,030	\$119,049
	Summary	\$140,083	\$125,967	\$108,435	\$135,577	\$174,298
Bulgaria Wine	Bulgaria Red Wine	\$4,187	\$2,838	\$1,774	\$2,128	\$8,623
	Bulgaria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$0	\$0	\$0	\$7,177	\$2,051
	Summary	\$4,187	\$2,838	\$1,774	\$9,305	\$10,674
Canada - BC	Canada - BC Dessert Wine	\$292,972	\$118,418	\$164,483	\$429,019	\$252,604
	Canada - BC Fruit Wine	\$1,338,031	\$681,665	\$983,183	\$1,766,521	\$1,251,646
	Canada - BC Ice Wine	\$486,583	\$240,124	\$328,812	\$658,308	\$585,923
	Canada - BC Red Wine	\$77,851,161	\$54,566,735	\$60,798,140	\$75,021,274	\$76,456,291
	Canada - BC Rose Wine	\$4,483,968	\$5,603,282	\$13,191,314	\$13,058,228	\$4,867,750

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	\$4,228,539	\$2,635,117	\$4,691,406	\$6,178,213	\$4,866,791
	Canada - BC White Wine	\$56,234,637	\$44,142,269	\$59,584,662	\$69,396,513	\$55,826,530
	Summary	\$144,915,890	\$107,987,610	\$139,742,001	\$166,508,076	\$144,107,536
Canada - Other	Canada - Other Dessert Wine	\$4,282	\$476	\$10,476	\$11,292	\$7,400
	Canada - Other Fruit Wine	\$0	\$0	\$257	\$1,982	\$6,039
	Canada - Other Ice Wine	\$110,378	\$98,441	\$86,202	\$102,963	\$254,962
	Canada - Other Red Wine	\$1,047,669	\$676,296	\$835,904	\$592,948	\$835,442
	Canada - Other Rose Wine	\$10,479	\$6,007	\$55,012	\$76,424	\$32,057
	Canada - Other Sparkling Wine	\$741,162	\$367,380	\$444,723	\$466,142	\$775,563
	Canada - Other White Wine	\$736,536	\$607,195	\$766,265	\$669,648	\$760,679
	Summary	\$2,650,507	\$1,755,795	\$2,198,839	\$1,921,399	\$2,672,142
Chile Wine	Chile Fruit and Dessert Wine	\$958	\$1,597	\$958	\$798	\$958
	Chile Red Wine	\$8,708,393	\$7,023,731	\$5,799,485	\$5,986,662	\$7,830,279
	Chile Rose Wine	\$441,892	\$269,477	\$486,124	\$643,414	\$247,696
	Chile Sparkling Wine	\$110,524	\$124,251	\$90,299	\$90,287	\$119,748
	Chile White Wine	\$2,863,153	\$2,749,144	\$2,907,791	\$3,324,292	\$2,987,876
	Summary	\$12,124,921	\$10,168,200	\$9,284,657	\$10,045,454	\$11,186,557
China Wine	China Fruit and Dessert Wine	\$13,083	\$18,085	\$0	\$0	\$0
	China Red Wine	\$24,480	\$97,920	\$0	\$0	\$0
	China White Wine	\$0	\$553	\$0	\$0	\$0
	Summary	\$37,563	\$116,557	\$0	\$0	\$0
Fortified Wine	Other Fortified Domestic Wine	\$1,050,631	\$623,996	\$780,280	\$1,164,383	\$908,282
	Other Fortified Import Wine	\$524,572	\$420,184	\$386,163	\$372,745	\$518,566
	Port Wine	\$1,427,051	\$588,359	\$492,589	\$555,361	\$1,505,927
	Sherry Wine	\$613,107	\$286,064	\$296,996	\$260,836	\$583,840
	Vermouth Wine	\$880,284	\$746,058	\$777,259	\$715,148	\$928,156
	Summary	\$4,495,645	\$2,664,662	\$2,733,288	\$3,068,473	\$4,444,770
France Wine	France Champagne Wine	\$7,720,944	\$3,353,981	\$4,223,837	\$6,030,878	\$9,849,125

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	\$11,941	\$9,006	\$7,867	\$57,693	\$29,193
	France Red Wine	\$10,759,329	\$8,597,698	\$6,924,516	\$14,832,801	\$11,506,236
	France Rose Wine	\$1,779,113	\$1,679,345	\$4,517,266	\$4,865,339	\$1,980,935
	France Sparkling Wine	\$1,095,236	\$531,022	\$752,877	\$931,803	\$1,472,529
	France White Wine	\$3,802,640	\$3,505,823	\$3,708,027	\$5,407,390	\$4,916,861
	Summary	\$25,169,204	\$17,676,875	\$20,134,389	\$32,125,903	\$29,754,880
Georgia Wine	Georgia Red Wine	\$73,559	\$54,588	\$56,840	\$45,564	\$84,577
	Georgia White Wine	\$2,676	\$2,186	\$736	\$0	\$5,426
	Summary	\$76,235	\$56,774	\$57,576	\$45,564	\$90,003
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$0	\$3,198	\$0
	Germany Red Wine	\$50,897	\$64,094	\$55,550	\$41,544	\$53,607
	Germany Rose Wine	\$2,843	\$12,668	\$15,821	\$10,108	\$6,140
	Germany Sparkling Wine	\$1,320,650	\$517,169	\$446,104	\$786,901	\$1,403,663
	Germany White Wine	\$1,298,322	\$889,686	\$1,020,682	\$1,063,640	\$1,329,089
	Summary	\$2,672,712	\$1,483,617	\$1,538,157	\$1,905,390	\$2,792,499
Greece Wine	Greece Fruit and Dessert Wine	\$0	\$330	\$0	\$0	\$0
	Greece Red Wine	\$62,640	\$76,406	\$51,874	\$84,334	\$98,976
	Greece Rose Wine	\$550	\$706	\$235	\$0	\$6,637
	Greece Sparkling Wine	\$0	\$0	\$0	\$0	\$5,142
	Greece White Wine	\$57,515	\$69,748	\$67,572	\$92,244	\$126,118
	Summary	\$120,705	\$147,190	\$119,682	\$176,578	\$236,872
Hungary Wine	Hungary Fruit and Dessert Wine	\$29,480	\$20,053	\$14,223	\$19,408	\$29,745
	Hungary Red Wine	\$33,617	\$25,989	\$26,535	\$21,227	\$33,228
	Hungary Rose Wine	\$0	\$0	\$980	\$251	\$0
	Hungary Sparkling Wine	\$121,215	\$56,940	\$65,539	\$115,879	\$138,507
	Hungary White Wine	\$94,907	\$95,598	\$133,522	\$129,691	\$115,893
	Summary	\$279,220	\$198,581	\$240,798	\$286,456	\$317,373
Israel Wine	Israel Red Wine	\$27,177	\$22,422	\$38,192	\$31,828	\$31,951

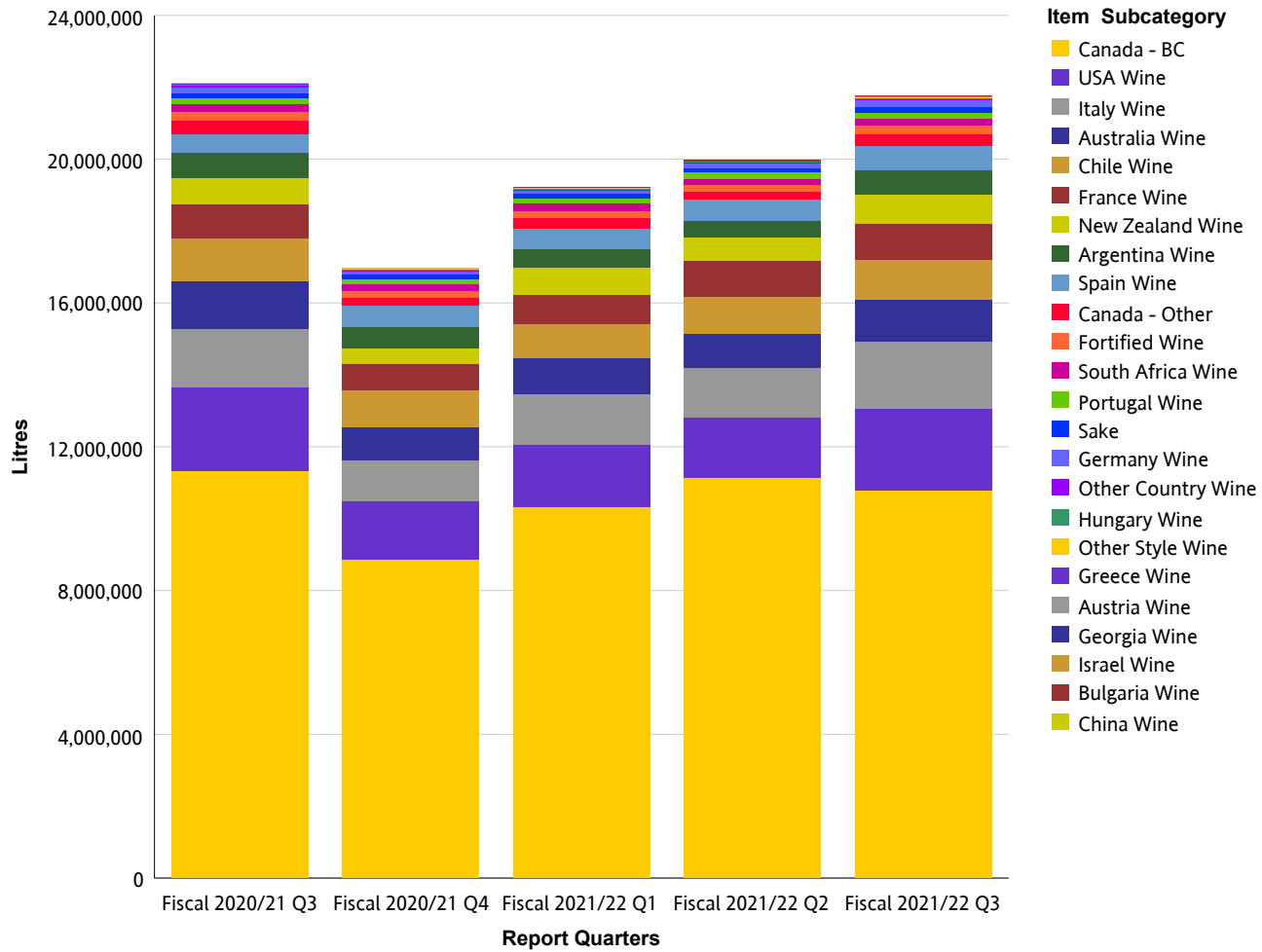
Wine Sales (Net \$)

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	\$2,228	\$5,565	\$3,503	\$4,299	\$3,344
	Israel White Wine	\$10,017	\$17,718	\$9,889	\$14,922	\$16,415
	Summary	\$39,422	\$45,705	\$51,584	\$51,050	\$51,710
Italy Wine	Italy Fruit and Dessert Wine	\$16,180	\$4,352	\$11,714	\$13,758	\$13,036
	Italy Red Wine	\$15,880,889	\$11,353,605	\$10,866,677	\$11,891,142	\$18,245,459
	Italy Rose Wine	\$172,185	\$180,481	\$389,970	\$348,758	\$236,823
	Italy Sparkling Wine	\$2,578,000	\$1,730,383	\$2,731,539	\$2,796,602	\$3,464,136
	Italy White Wine	\$4,587,560	\$3,851,320	\$5,222,809	\$5,249,166	\$5,592,620
	Prosecco Wine	\$7,374,114	\$3,440,460	\$5,764,694	\$5,958,031	\$9,421,678
	Summary	\$30,608,928	\$20,560,600	\$24,987,403	\$26,257,456	\$36,973,752
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$293	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$1,005,924	\$502,405	\$523,932	\$708,334	\$967,894
	New Zealand Rose Wine	\$315,525	\$308,560	\$777,305	\$484,922	\$370,355
	New Zealand Sparkling Wine	\$196,095	\$68,497	\$97,499	\$64,757	\$195,272
	New Zealand White Wine	\$11,741,514	\$6,980,043	\$11,955,763	\$10,369,043	\$12,970,305
	Summary	\$13,259,352	\$7,859,504	\$13,354,499	\$11,627,056	\$14,503,826
Other Country Wine	Other Country Fruit and Dessert Wine	\$398,334	\$383,142	\$392,393	\$414,923	\$505,937
	Other Country Red Wine	\$220,398	\$156,152	\$127,922	\$171,442	\$233,089
	Other Country Rose Wine	\$4,532	\$8,944	\$6,893	\$7,374	\$16,382
	Other Country Sparkling Wine	\$45,904	\$5,217	\$7,800	\$16,460	\$55,002
	Other Country White Wine	\$47,489	\$36,901	\$50,973	\$36,140	\$73,613
	Summary	\$716,656	\$590,356	\$585,981	\$646,338	\$884,024
Other Style Wine	Aperitif And Flavoured Wine	\$234,477	\$154,732	\$161,290	\$117,061	\$180,665
	Mead	\$75,814	\$55,991	\$113,161	\$183,622	\$90,246
	Rice Wine	\$89,465	\$89,528	\$65,664	\$56,143	\$108,810
	Summary	\$399,756	\$300,251	\$340,115	\$356,827	\$379,721
Portugal Wine	Portugal Fruit and Dessert Wine	\$63,057	\$6,719	\$4,131	\$5,215	\$79,975
	Portugal Red Wine	\$1,393,208	\$954,059	\$925,526	\$1,043,797	\$1,359,605

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	\$182,671	\$157,034	\$274,459	\$256,632	\$169,831
	Portugal Sparkling Wine	\$3,734	\$4,625	\$8,450	\$12,580	\$12,335
	Portugal White Wine	\$438,023	\$408,919	\$633,842	\$646,541	\$408,276
	Summary	\$2,080,693	\$1,531,356	\$1,846,407	\$1,964,764	\$2,030,022
Sake	Japan Sake	\$1,721,551	\$1,859,796	\$1,610,470	\$1,867,091	\$2,573,600
	Other Country Sake	\$68,894	\$77,250	\$83,479	\$77,640	\$64,155
	USA Sake	\$723,242	\$740,547	\$603,235	\$645,349	\$823,955
	Summary	\$2,513,688	\$2,677,594	\$2,297,184	\$2,590,081	\$3,461,711
South Africa Wine	South Africa Fruit and Dessert Wine	\$3,239	\$6,934	\$0	\$0	\$0
	South Africa Red Wine	\$1,401,413	\$1,290,499	\$1,139,683	\$1,024,488	\$1,289,468
	South Africa Rose Wine	\$29,733	\$9,108	\$94,504	\$110,806	\$40,802
	South Africa Sparkling Wine	\$4,536	\$5,198	\$5,597	\$6,074	\$5,340
	South Africa White Wine	\$912,745	\$895,251	\$1,041,338	\$1,004,152	\$861,411
	Summary	\$2,351,666	\$2,206,990	\$2,281,122	\$2,145,520	\$2,197,021
Spain Wine	Spain Fruit and Dessert Wine	\$6,391	\$5,610	\$9,179	\$17,543	\$11,884
	Spain Red Wine	\$4,807,732	\$4,881,870	\$4,666,716	\$4,258,980	\$5,530,548
	Spain Rose Wine	\$187,952	\$295,574	\$407,345	\$366,353	\$225,566
	Spain Sparkling Wine	\$1,806,530	\$925,529	\$1,087,464	\$1,302,722	\$2,014,349
	Spain White Wine	\$426,949	\$717,705	\$667,695	\$756,843	\$660,957
	Summary	\$7,235,554	\$6,826,288	\$6,838,398	\$6,702,442	\$8,443,304
USA Wine	USA Fruit and Dessert Wine	\$1,451	\$1,297	\$771	\$812	\$418
	USA Red Wine	\$35,574,725	\$22,399,628	\$25,016,692	\$24,554,376	\$38,918,633
	USA Rose Wine	\$1,263,805	\$1,009,161	\$1,807,846	\$1,656,855	\$1,126,675
	USA Sparkling Wine	\$392,209	\$258,367	\$333,185	\$316,176	\$442,304
	USA White Wine	\$6,972,599	\$5,653,708	\$6,820,735	\$6,636,152	\$7,354,183
	Summary	\$44,204,790	\$29,322,162	\$33,979,229	\$33,164,372	\$47,842,214
Summary	\$322,325,451	\$233,935,625	\$282,326,248	\$320,731,275	\$337,131,191	

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	621,005	538,835	439,011	437,438	661,493
	Argentina Rose Wine	8,502	18,022	21,460	13,399	5,204
	Argentina Sparkling Wine	842	648	270	576	576
	Argentina White Wine	50,846	51,145	37,074	28,849	25,045
	Summary	681,195	608,650	497,816	480,262	692,318
Australia Wine	Australia Fruit and Dessert Wine	18	2	0	6	12
	Australia Red Wine	719,297	499,762	488,984	454,549	645,136
	Australia Rose Wine	25,062	24,056	35,469	26,638	28,590
	Australia Sparkling Wine	100,439	51,148	64,548	63,240	68,796
	Australia White Wine	472,331	352,974	419,735	411,630	422,221
	Summary	1,317,147	927,941	1,008,736	956,064	1,164,755
Austria Wine	Austria Fruit and Dessert Wine	0	2	2	0	0
	Austria Red Wine	1,282	1,388	1,646	1,359	1,300
	Austria Rose Wine	86	18	0	72	234
	Austria Sparkling Wine	243	9	27	288	130
	Austria White Wine	3,304	2,633	1,808	2,434	3,780
	Summary	4,914	4,051	3,482	4,154	5,445
Bulgaria Wine	Bulgaria Red Wine	219	144	90	108	621
	Bulgaria Rose Wine	0	0	0	0	0
	Bulgaria White Wine	0	0	0	189	54
	Summary	219	144	90	297	675
Canada - BC	Canada - BC Dessert Wine	6,783	2,759	3,855	9,607	5,591
	Canada - BC Fruit Wine	64,629	35,934	48,723	82,835	59,545
	Canada - BC Ice Wine	5,642	2,784	3,766	6,496	6,124
	Canada - BC Red Wine	5,616,657	4,169,001	4,213,966	4,562,230	5,256,173
	Canada - BC Rose Wine	332,371	373,237	775,299	761,841	357,025

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	169,638	105,557	190,483	246,882	192,587
	Canada - BC White Wine	5,136,326	4,164,353	5,081,097	5,480,320	4,894,227
	Summary	11,332,046	8,853,625	10,317,190	11,150,211	10,771,272
Canada - Other	Canada - Other Dessert Wine	45	5	88	94	103
	Canada - Other Fruit Wine	0	0	38	296	532
	Canada - Other Ice Wine	1,266	1,184	1,059	1,277	3,387
	Canada - Other Red Wine	149,705	86,046	119,782	73,314	117,148
	Canada - Other Rose Wine	909	528	7,992	11,128	3,069
	Canada - Other Sparkling Wine	112,420	52,744	64,172	65,943	115,160
	Canada - Other White Wine	93,758	74,935	100,996	79,948	91,196
	Summary	358,103	215,443	294,127	231,999	330,596
Chile Wine	Chile Fruit and Dessert Wine	27	45	27	22	27
	Chile Red Wine	834,688	696,177	559,597	580,612	743,681
	Chile Rose Wine	54,924	32,946	58,241	78,449	29,235
	Chile Sparkling Wine	6,398	7,166	5,612	5,287	6,698
	Chile White Wine	307,247	294,932	302,568	353,898	314,096
	Summary	1,203,284	1,031,266	926,044	1,018,269	1,093,737
China Wine	China Fruit and Dessert Wine	510	705	0	0	0
	China Red Wine	27	108	0	0	0
	China White Wine	0	9	0	0	0
	Summary	537	822	0	0	0
Fortified Wine	Other Fortified Domestic Wine	84,526	63,012	65,530	69,789	70,823
	Other Fortified Import Wine	30,862	26,387	24,499	21,656	28,647
	Port Wine	43,854	18,101	15,911	16,912	43,028
	Sherry Wine	32,109	13,970	15,152	12,981	29,462
	Vermouth Wine	77,985	62,392	63,636	55,682	76,630
	Summary	269,337	183,863	184,728	177,020	248,589
France Wine	France Champagne Wine	82,777	36,856	44,535	65,316	106,692

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	237	216	211	292	570
	France Red Wine	506,970	401,733	333,766	401,362	504,166
	France Rose Wine	119,032	108,625	257,696	283,766	126,459
	France Sparkling Wine	56,768	27,501	42,450	49,003	79,068
	France White Wine	177,428	160,071	157,875	199,502	196,275
	Summary	943,213	735,002	836,534	999,240	1,013,230
Georgia Wine	Georgia Red Wine	4,004	2,997	3,087	2,502	4,401
	Georgia White Wine	98	80	27	0	112
	Summary	4,102	3,077	3,114	2,502	4,514
Germany Wine	Germany Fruit and Dessert Wine	0	0	0	2	0
	Germany Red Wine	3,158	2,617	1,971	1,673	1,886
	Germany Rose Wine	162	608	742	531	189
	Germany Sparkling Wine	88,766	31,123	27,808	48,172	91,580
	Germany White Wine	86,838	58,777	65,025	67,634	88,233
	Summary	178,924	93,124	95,547	118,012	181,888
Greece Wine	Greece Fruit and Dessert Wine	0	12	0	0	0
	Greece Red Wine	4,479	5,266	3,804	5,904	5,739
	Greece Rose Wine	32	40	14	0	262
	Greece Sparkling Wine	0	0	0	0	117
	Greece White Wine	4,624	5,563	5,480	7,136	7,269
	Summary	9,134	10,882	9,298	13,040	13,388
Hungary Wine	Hungary Fruit and Dessert Wine	571	435	242	398	620
	Hungary Red Wine	2,486	1,863	2,068	1,485	2,538
	Hungary Rose Wine	0	0	72	18	0
	Hungary Sparkling Wine	10,192	4,272	5,166	8,955	11,456
	Hungary White Wine	7,894	8,761	11,948	12,086	10,406
	Summary	21,144	15,331	19,495	22,941	25,018
Israel Wine	Israel Red Wine	1,304	1,089	1,809	1,484	1,512

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	126	315	198	243	189
	Israel White Wine	483	855	477	720	792
	Summary	1,913	2,259	2,484	2,447	2,493
Italy Wine	Italy Fruit and Dessert Wine	554	49	114	144	156
	Italy Red Wine	747,344	554,294	546,498	535,404	789,242
	Italy Rose Wine	8,660	9,394	22,147	18,944	12,183
	Italy Sparkling Wine	143,606	97,132	150,612	158,581	182,454
	Italy White Wine	339,953	284,013	387,423	365,696	391,471
	Prosecco Wine	395,726	178,916	302,399	306,799	492,478
	Summary	1,635,843	1,123,798	1,409,192	1,385,568	1,867,984
New Zealand Wine	New Zealand Fruit and Dessert Wine	4	0	0	0	0
	New Zealand Red Wine	46,482	22,543	23,750	31,524	45,273
	New Zealand Rose Wine	17,704	17,297	45,089	28,829	20,161
	New Zealand Sparkling Wine	9,852	3,249	4,748	3,087	9,980
	New Zealand White Wine	666,398	380,250	671,343	577,080	738,156
	Summary	740,440	423,339	744,930	640,520	813,570
Other Country Wine	Other Country Fruit and Dessert Wine	21,657	20,473	21,211	22,176	25,280
	Other Country Red Wine	10,012	7,286	5,917	9,521	10,058
	Other Country Rose Wine	194	351	306	332	356
	Other Country Sparkling Wine	1,840	108	248	450	1,261
	Other Country White Wine	1,958	1,464	1,984	1,532	2,518
	Summary	35,660	29,682	29,667	34,012	39,473
Other Style Wine	Aperitif And Flavoured Wine	13,732	9,354	10,558	6,121	10,532
	Mead	3,282	2,676	5,153	8,019	3,909
	Rice Wine	5,542	5,884	5,185	4,688	8,616
	Summary	22,556	17,914	20,896	18,828	23,057
Portugal Wine	Portugal Fruit and Dessert Wine	1,398	152	104	94	1,720
	Portugal Red Wine	113,922	83,552	79,241	87,169	112,852

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	17,707	16,202	28,760	28,306	18,995
	Portugal Sparkling Wine	158	216	375	538	560
	Portugal White Wine	34,410	33,100	52,401	52,847	30,816
	Summary	167,595	133,222	160,882	168,955	164,943
Sake	Japan Sake	52,470	50,789	49,398	55,000	69,489
	Other Country Sake	3,559	4,083	4,392	4,121	3,294
	USA Sake	75,611	79,435	61,552	70,970	88,968
	Summary	131,640	134,306	115,343	130,090	161,751
South Africa Wine	South Africa Fruit and Dessert Wine	14	45	0	0	0
	South Africa Red Wine	112,706	109,375	97,877	74,742	99,458
	South Africa Rose Wine	2,693	706	6,768	10,252	3,986
	South Africa Sparkling Wine	180	230	256	274	256
	South Africa White Wine	80,880	83,876	99,262	90,180	79,715
	Summary	196,472	194,231	204,163	175,448	183,415
Spain Wine	Spain Fruit and Dessert Wine	160	162	329	763	457
	Spain Red Wine	365,282	410,721	403,298	369,328	432,996
	Spain Rose Wine	21,238	39,519	54,358	49,795	28,228
	Spain Sparkling Wine	114,261	56,988	66,892	80,191	125,572
	Spain White Wine	39,288	81,382	69,019	81,991	67,505
	Summary	540,229	588,771	593,897	582,068	654,757
USA Wine	USA Fruit and Dessert Wine	68	66	32	36	19
	USA Red Wine	1,716,754	1,138,444	1,138,069	1,112,970	1,721,863
	USA Rose Wine	128,826	107,800	152,767	137,256	113,462
	USA Sparkling Wine	20,342	13,009	15,100	12,631	17,263
	USA White Wine	450,023	381,230	439,909	402,900	445,271
	Summary	2,316,012	1,640,549	1,745,876	1,665,794	2,297,878
Summary		22,111,660	16,971,291	19,223,531	19,977,741	21,754,743

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.