

Liquor Market Review

Fiscal 2022/23 Q4

March 2023



**LIQUOR
DISTRIBUTION
BRANCH**

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Introduction

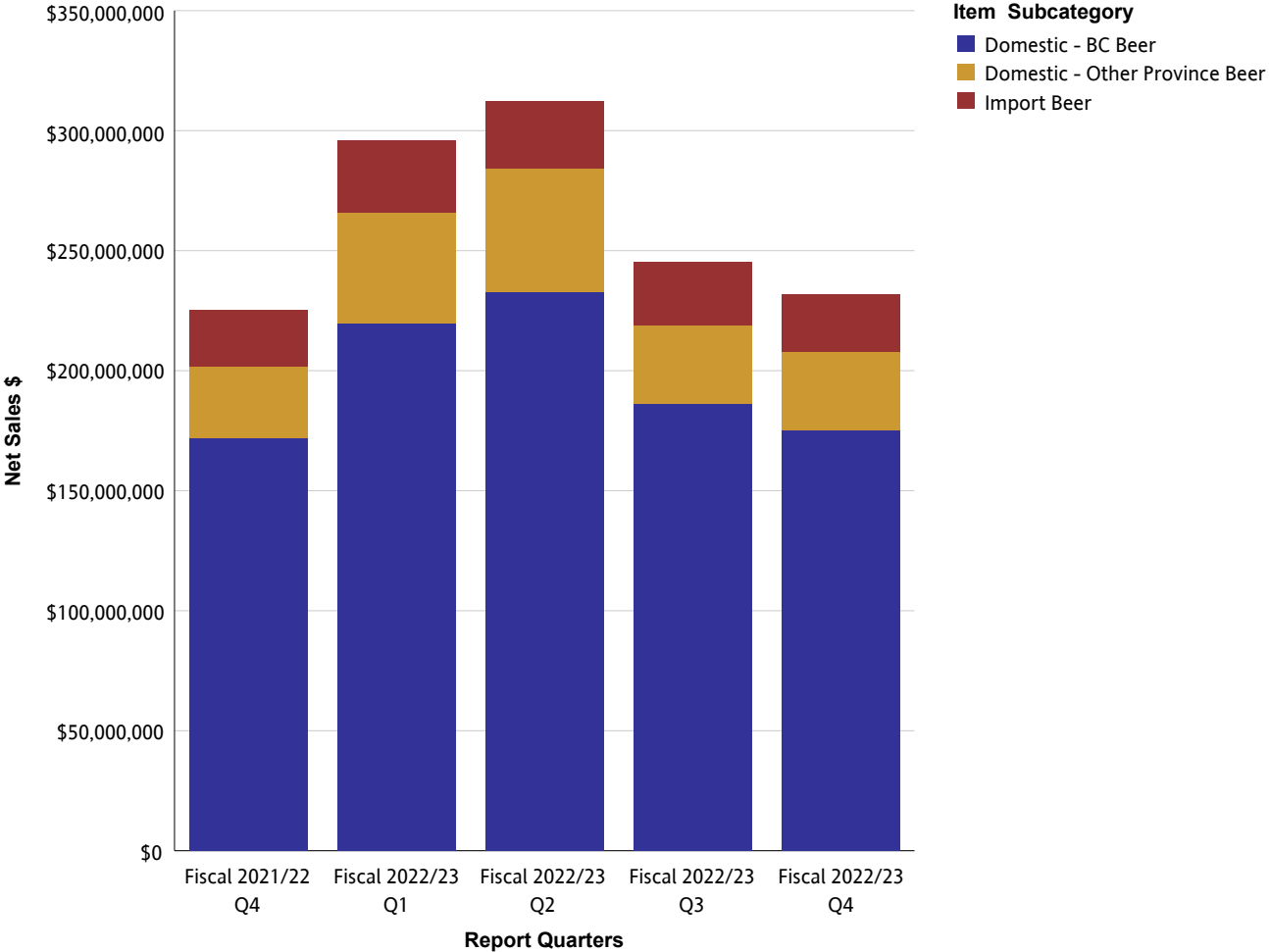
The Liquor Market Review provides provincial sales through the Wholesale channel for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer and excludes any applicable taxes. For each reporting period,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

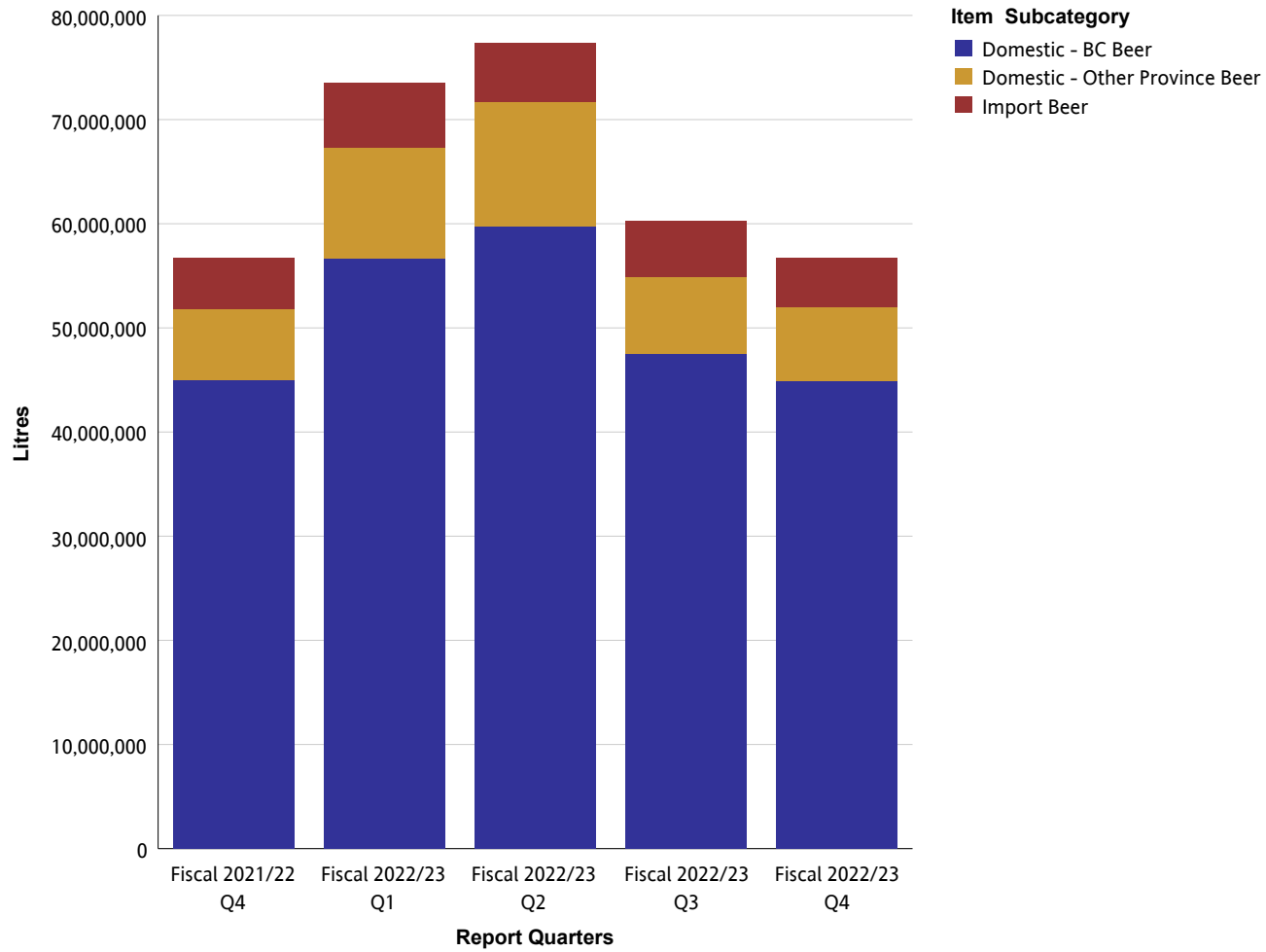


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	\$99,934,832	\$124,665,525	\$133,054,138	\$106,710,052	\$102,539,970
	Domestic - BC Micro Brew Beer	\$31,867,039	\$41,749,891	\$44,473,912	\$34,318,017	\$31,176,153
	Domestic - BC Regional Beer	\$40,208,729	\$53,290,163	\$55,119,902	\$45,171,198	\$41,578,381
	Summary	\$172,010,600	\$219,705,580	\$232,647,952	\$186,199,267	\$175,294,504
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$29,080,166	\$45,380,398	\$50,640,174	\$31,959,100	\$32,065,361
	Domestic - Other Province Micro Brew Beer	\$97,128	\$192,644	\$281,629	\$156,255	\$103,676
	Domestic - Other Province Regional Beer	\$589,280	\$772,027	\$821,289	\$661,250	\$558,676
	Summary	\$29,766,573	\$46,345,069	\$51,743,092	\$32,776,605	\$32,727,713
Import Beer	Asia And South Pacific Beer	\$1,408,959	\$1,808,571	\$1,376,746	\$1,745,351	\$1,841,735
	Europe Beer	\$18,444,908	\$22,697,308	\$20,748,863	\$21,097,466	\$19,062,824
	Mexico And Caribbean Beer	\$2,131,294	\$3,533,831	\$3,701,687	\$2,002,320	\$1,666,260
	Other Country Beer	\$38,683	\$25,964	\$21,482	\$16,526	\$53,636
	USA Beer	\$1,381,088	\$1,912,419	\$2,120,379	\$1,523,403	\$1,381,675
	Summary	\$23,404,932	\$29,978,094	\$27,969,158	\$26,385,066	\$24,006,129
Summary		\$225,182,105	\$296,028,743	\$312,360,202	\$245,360,938	\$232,028,347

Beer Sales (Litres)

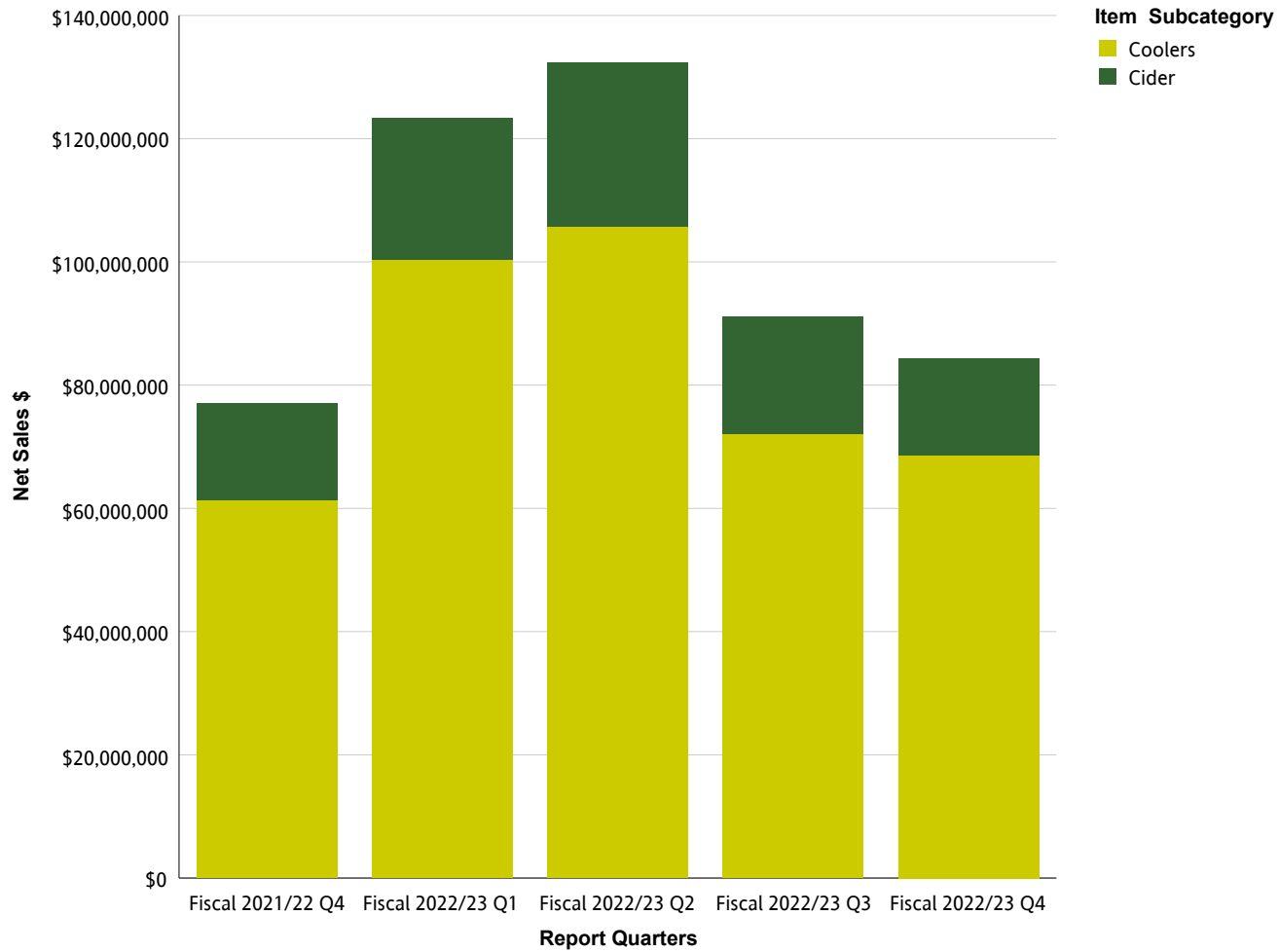


Beer Sales (Litres)

Beer

Litres		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	27,945,744	34,220,651	36,515,291	29,202,588	27,740,691
	Domestic - BC Micro Brew Beer	6,488,880	8,521,365	8,935,762	6,750,947	6,239,060
	Domestic - BC Regional Beer	10,565,617	13,939,892	14,348,317	11,600,436	10,872,067
	Summary	45,000,241	56,681,907	59,799,370	47,553,971	44,851,818
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	6,678,449	10,356,316	11,603,196	7,143,916	6,986,189
	Domestic - Other Province Micro Brew Beer	12,913	25,391	35,189	21,597	15,672
	Domestic - Other Province Regional Beer	165,351	213,524	226,733	183,862	154,355
	Summary	6,856,713	10,595,231	11,865,118	7,349,375	7,156,216
Import Beer	Asia And South Pacific Beer	249,099	313,137	255,192	305,824	320,531
	Europe Beer	3,940,877	4,832,675	4,276,003	4,335,935	3,835,738
	Mexico And Caribbean Beer	388,696	664,524	682,522	368,644	288,587
	Other Country Beer	8,878	5,524	4,320	3,308	9,999
	USA Beer	301,161	414,227	465,987	319,550	303,053
	Summary	4,888,711	6,230,087	5,684,024	5,333,261	4,757,907
Summary		56,745,665	73,507,225	77,348,512	60,236,607	56,765,941

Refreshment Beverages Sales (Net \$)

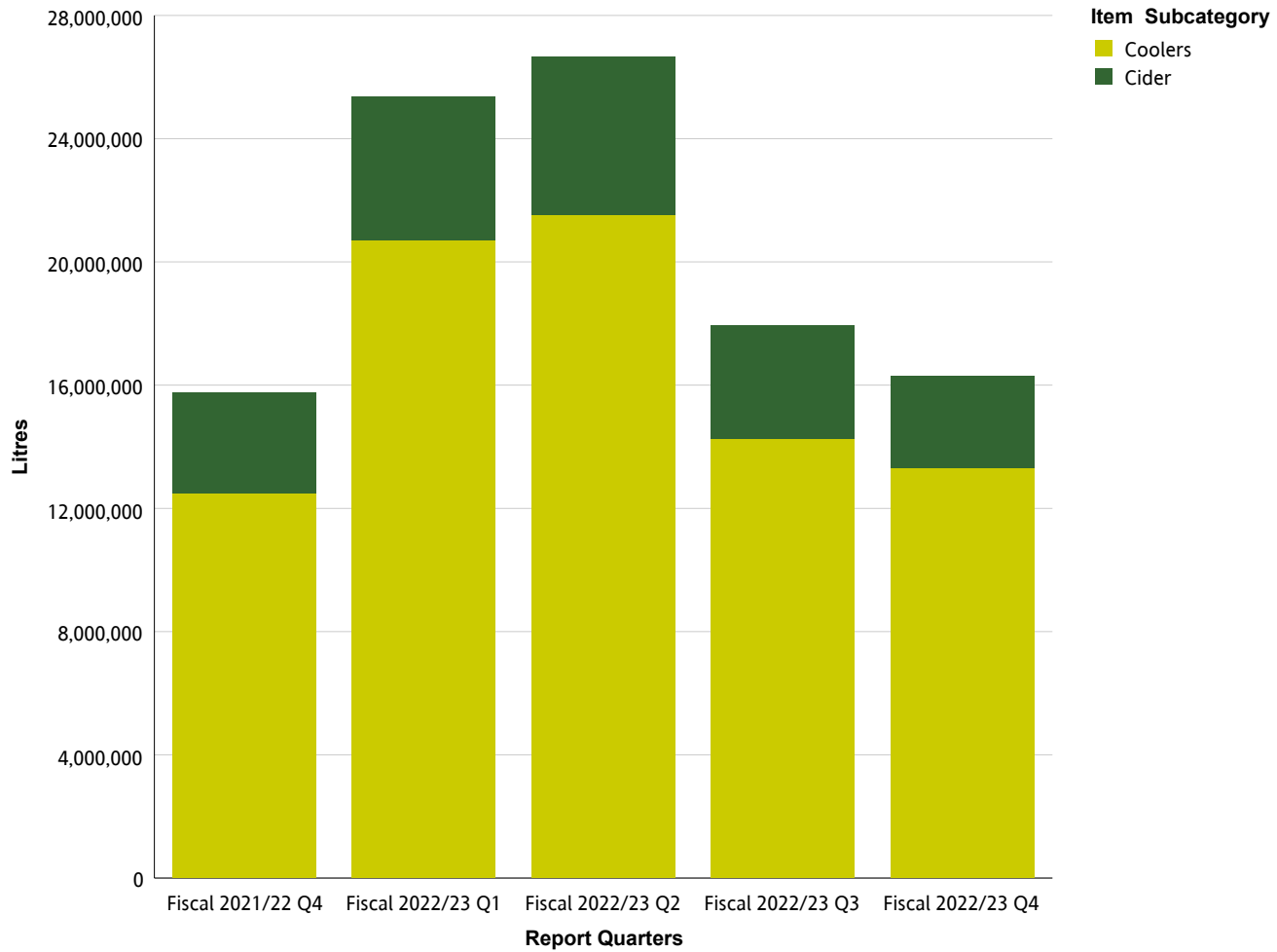


Refreshment Beverages Sales (Net \$)

Refreshment Beverages

Net Sales \$		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Cider	Domestic Cider	\$13,130,592	\$19,520,980	\$23,879,152	\$16,137,075	\$13,081,776
	Import Cider	\$2,523,142	\$3,393,399	\$2,800,011	\$2,840,466	\$2,567,273
	Summary	\$15,653,734	\$22,914,379	\$26,679,163	\$18,977,542	\$15,649,049
Coolers	Malt-Based Coolers	\$198,025	\$452,351	\$554,057	\$337,971	\$342,111
	Spirit Coolers	\$59,808,761	\$97,926,272	\$102,822,986	\$70,331,395	\$66,894,017
	Wine/Fruit Coolers	\$1,439,983	\$2,036,396	\$2,392,871	\$1,523,439	\$1,336,679
	Summary	\$61,446,769	\$100,415,019	\$105,769,914	\$72,192,806	\$68,572,807
Summary		\$77,100,503	\$123,329,398	\$132,449,077	\$91,170,347	\$84,221,856

Refreshment Beverages Sales (Litres)

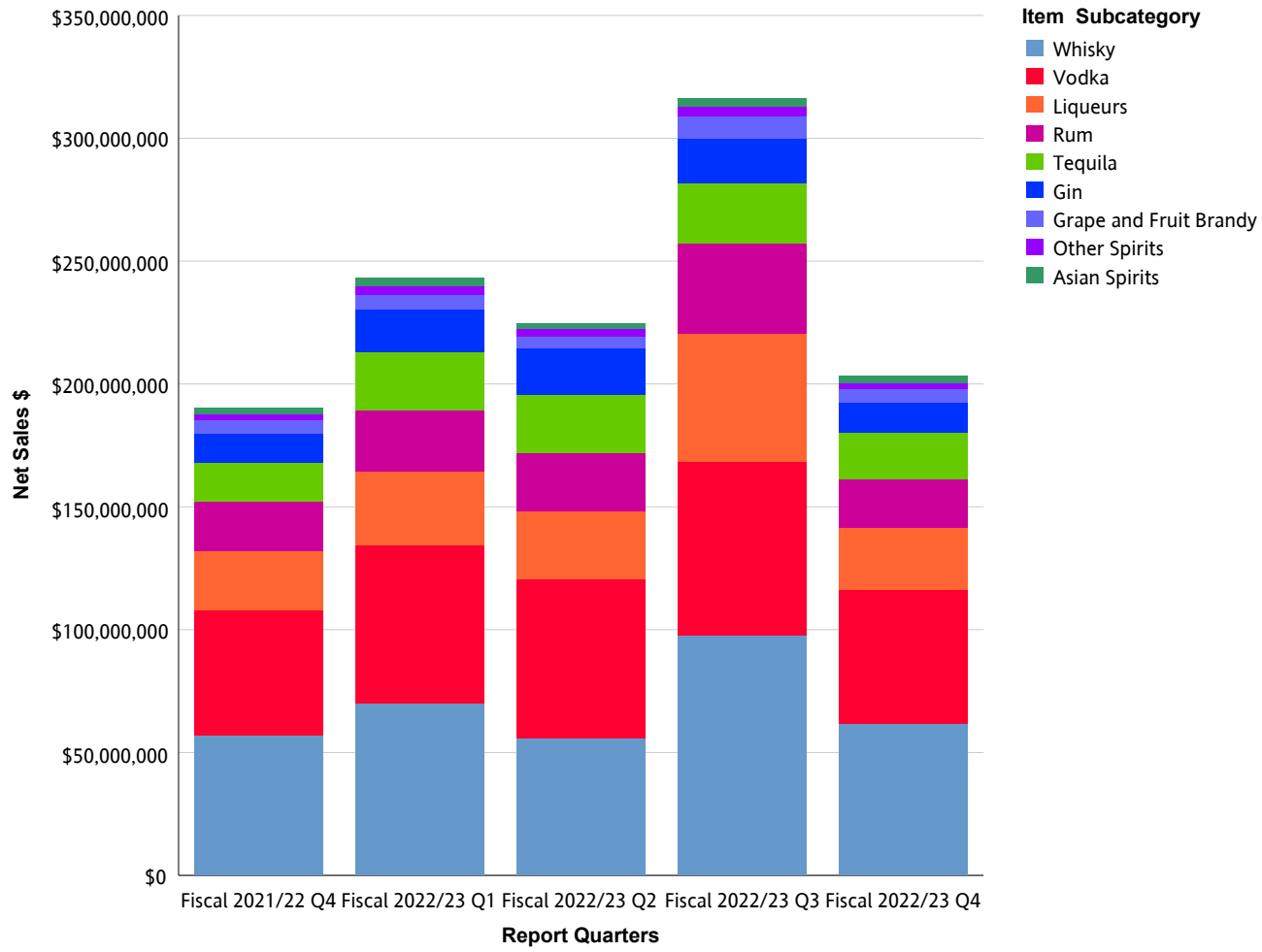


Refreshment Beverages Sales (Litres)

Refreshment Beverages

Litres		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Cider	Domestic Cider	2,760,813	3,964,267	4,558,226	3,099,991	2,476,501
	Import Cider	509,870	698,059	561,709	573,245	493,372
	Summary	3,270,683	4,662,326	5,119,935	3,673,236	2,969,873
Coolers	Malt-Based Coolers	37,271	88,021	111,452	65,877	67,851
	Spirit Coolers	12,250,645	20,296,237	21,011,553	13,962,303	13,044,258
	Wine/Fruit Coolers	212,984	311,748	413,642	232,034	201,260
	Summary	12,500,900	20,696,005	21,536,647	14,260,215	13,313,369
Summary		15,771,582	25,358,331	26,656,583	17,933,451	16,283,243

Spirits Sales (Net \$)



Spirits Sales (Net \$)

Spirits

Net Sales \$		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Asian Spirits	China Spirits	\$1,413,830	\$1,705,567	\$1,018,784	\$1,628,744	\$1,335,970
	Korea Spirits	\$1,133,764	\$1,361,164	\$982,171	\$1,600,847	\$1,305,191
	Other Country Asian Spirits	\$189,455	\$166,510	\$136,863	\$241,222	\$149,634
	Summary	\$2,737,050	\$3,233,242	\$2,137,817	\$3,470,813	\$2,790,794
Gin	Dry Gin	\$10,522,054	\$15,388,552	\$16,680,254	\$16,028,058	\$11,048,287
	Flavoured Gin	\$1,036,194	\$1,679,037	\$1,654,658	\$1,461,769	\$898,417
	Other Gin	\$464,933	\$530,155	\$638,681	\$699,861	\$469,567
	Summary	\$12,023,182	\$17,597,744	\$18,973,594	\$18,189,689	\$12,416,271
Grape and Fruit Brandy	Armagnac	\$129,028	\$46,629	\$39,502	\$160,271	\$168,097
	Brandy	\$2,367,067	\$2,433,311	\$2,006,840	\$3,819,330	\$2,196,191
	Cognac	\$2,482,239	\$2,837,134	\$2,148,001	\$4,313,175	\$2,548,416
	Eau de Vie	\$196,062	\$419,570	\$209,354	\$405,605	\$238,699
	Grappa And Marc	\$71,416	\$81,634	\$51,347	\$130,043	\$71,564
	Pisco	\$101,091	\$114,010	\$96,138	\$164,233	\$105,858
	Summary	\$5,346,904	\$5,932,289	\$4,551,183	\$8,992,656	\$5,328,826
Liqueurs	Anise And Herbal/Spice Liqueurs	\$7,651,475	\$9,363,445	\$7,622,633	\$11,837,081	\$8,402,226
	Coffee And Cocoa Liqueurs	\$1,448,185	\$1,915,480	\$1,802,352	\$3,588,010	\$1,617,615
	Cream/Dairy Liqueurs	\$6,608,879	\$8,206,750	\$8,165,807	\$23,991,436	\$6,370,929
	Fruit Liqueurs	\$4,591,610	\$6,074,033	\$6,059,357	\$7,153,401	\$5,093,348
	Nut Liqueurs	\$1,236,941	\$1,756,331	\$1,694,919	\$2,182,890	\$1,260,482
	Other Liqueurs	\$875,993	\$1,128,801	\$1,049,965	\$1,528,604	\$939,744
	Whiskey Liqueurs	\$1,382,822	\$1,522,816	\$1,253,170	\$1,879,759	\$1,457,130
	Summary	\$23,795,905	\$29,967,657	\$27,648,203	\$52,161,181	\$25,141,474
Other Spirits	Cachaca	\$14,264	\$65,712	\$47,904	\$43,183	\$34,535
	Flavoured Spirits	\$86,171	\$160,878	\$170,943	\$400,100	\$70,209
	Miscellaneous/Other Spirits	\$259,938	\$336,682	\$292,724	\$411,042	\$236,052

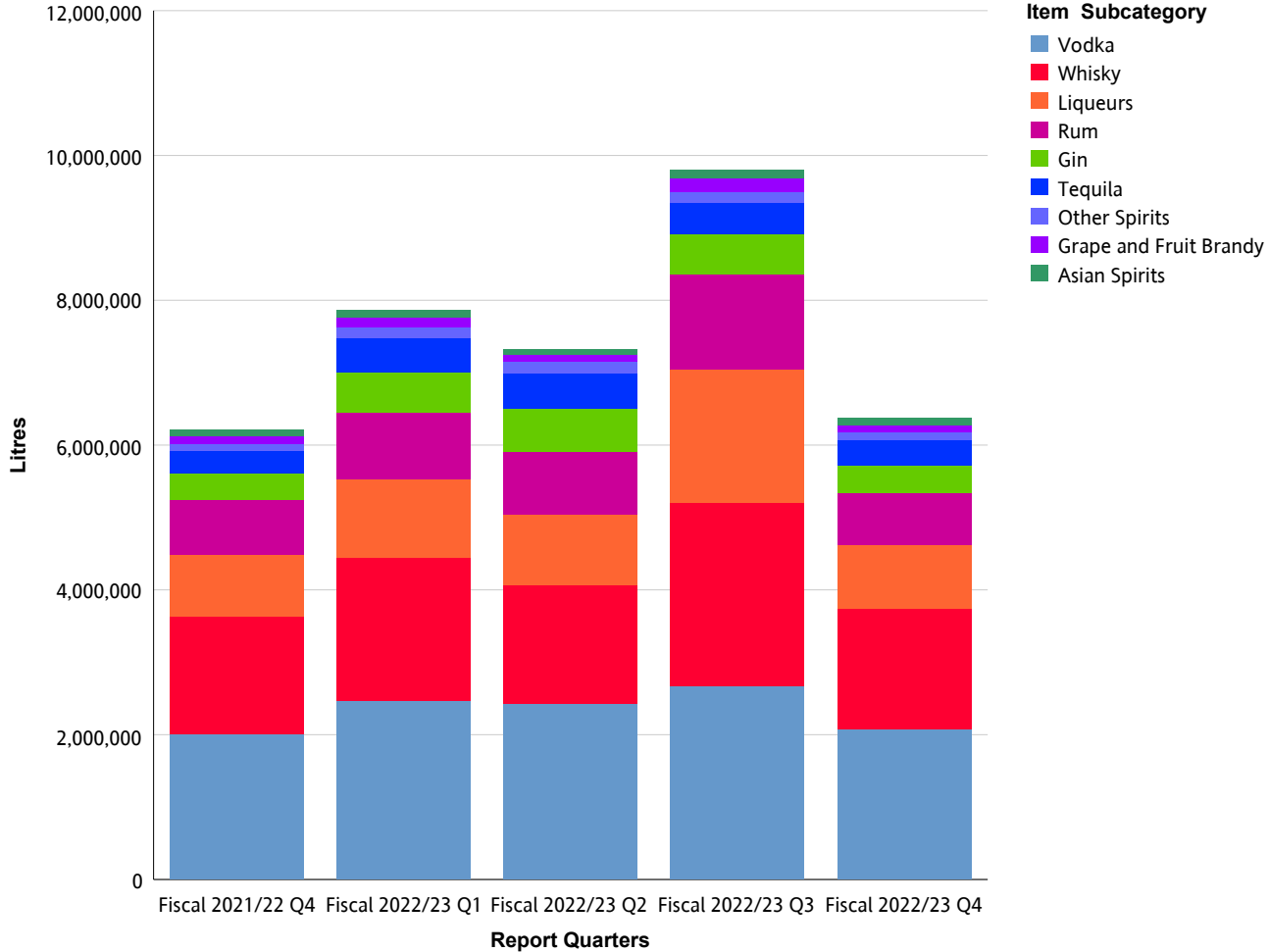
Spirits Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Other Spirits	Moonshine Spirits	\$269,458	\$381,575	\$406,568	\$656,506	\$390,965
	Ready to Mix Cocktails	\$421,451	\$653,454	\$532,448	\$561,077	\$506,119
	Ready to Serve Cocktails	\$1,136,391	\$1,705,867	\$1,860,646	\$1,728,361	\$1,301,985
	Schnapps and Akvavit	\$47,108	\$58,585	\$39,800	\$71,312	\$42,768
	Summary	\$2,234,781	\$3,362,752	\$3,351,032	\$3,871,580	\$2,582,632
Rum	Amber Rum	\$5,313,462	\$6,346,520	\$6,023,552	\$9,370,492	\$5,203,026
	Dark Rum	\$2,800,161	\$3,012,374	\$2,530,120	\$4,636,316	\$2,379,644
	Flavoured Rum	\$670,218	\$773,320	\$673,294	\$771,760	\$490,232
	Spiced Rum	\$6,163,519	\$7,656,607	\$7,374,748	\$14,089,515	\$6,277,696
	White Rum	\$5,585,375	\$7,250,317	\$7,349,438	\$7,933,138	\$5,733,294
	Summary	\$20,532,734	\$25,039,137	\$23,951,151	\$36,801,221	\$20,083,892
Tequila	Blanco/Silver Tequila	\$5,512,358	\$9,058,701	\$9,825,731	\$9,194,962	\$7,009,150
	Flavoured Tequila	\$304,786	\$458,135	\$345,750	\$812,776	\$535,606
	Gold Tequila	\$8,884,822	\$12,813,947	\$12,625,685	\$13,230,184	\$10,168,127
	Mezcal	\$821,324	\$1,105,069	\$925,485	\$1,301,602	\$898,931
	Summary	\$15,523,289	\$23,435,851	\$23,722,651	\$24,539,524	\$18,611,814
Vodka	Flavoured Vodka	\$4,098,357	\$6,438,484	\$6,031,555	\$6,128,636	\$4,818,632
	Straight Vodka	\$46,903,658	\$57,855,947	\$58,375,356	\$64,448,879	\$49,848,432
	Summary	\$51,002,015	\$64,294,431	\$64,406,912	\$70,577,515	\$54,667,064
Whisky	American Whiskey	\$2,388,347	\$3,149,190	\$2,408,393	\$4,440,420	\$2,752,239
	Blended Malt Scotch Whisky	\$209,684	\$200,629	\$165,290	\$266,077	\$281,678
	Blended Scotch Whisky	\$7,205,015	\$8,644,177	\$6,798,876	\$11,485,521	\$7,572,461
	Bourbon Whiskey	\$5,370,282	\$6,766,552	\$4,851,660	\$9,095,583	\$5,878,635
	Canadian Whisky	\$24,539,397	\$30,370,202	\$27,129,558	\$38,457,482	\$25,541,630
	Flavoured Whisky	\$280,514	\$298,432	\$237,687	\$1,020,953	\$364,651
	Irish Whiskey	\$5,802,216	\$5,305,687	\$5,118,210	\$8,874,455	\$5,949,074
	Other Country Whisky	\$1,105,928	\$1,868,961	\$965,549	\$2,851,930	\$1,463,444
	Single Malt Scotch Whisky	\$10,143,243	\$13,539,095	\$8,287,972	\$21,208,820	\$11,802,807

Spirits Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Whisky	Summary	\$57,044,627	\$70,142,925	\$55,963,196	\$97,701,242	\$61,606,619
Summary		\$190,240,488	\$243,006,026	\$224,705,738	\$316,305,421	\$203,229,387

Spirits Sales (Litres)



Spirits Sales (Litres)

Spirits

Litres		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Asian Spirits	China Spirits	19,890	17,646	14,220	24,749	21,796
	Korea Spirits	64,477	75,469	54,482	87,522	69,853
	Other Country Asian Spirits	3,932	3,896	3,364	5,121	3,477
	Summary	88,298	97,010	72,066	117,392	95,126
Gin	Dry Gin	339,078	498,004	526,078	498,694	348,055
	Flavoured Gin	29,038	48,387	46,854	40,495	25,167
	Other Gin	9,326	10,305	11,850	12,542	8,996
	Summary	377,441	556,697	584,782	551,731	382,219
Grape and Fruit Brandy	Armagnac	922	422	369	1,201	987
	Brandy	87,360	84,497	69,386	133,274	77,405
	Cognac	20,971	24,396	18,573	37,783	20,173
	Eau de Vie	3,744	8,801	4,503	8,452	5,136
	Grappa And Marc	1,447	1,537	928	2,577	1,193
	Pisco	2,600	2,887	2,307	4,157	2,577
	Summary	117,044	122,541	96,066	187,445	107,470
Liqueurs	Anise And Herbal/Spice Liqueurs	268,755	332,566	262,642	411,937	288,177
	Coffee And Cocoa Liqueurs	56,191	76,876	68,532	139,577	65,064
	Cream/Dairy Liqueurs	255,162	315,598	303,752	893,852	227,781
	Fruit Liqueurs	158,306	205,855	198,299	223,465	174,501
	Nut Liqueurs	46,218	70,696	68,040	77,781	46,077
	Other Liqueurs	26,804	36,991	31,708	47,693	30,125
	Whiskey Liqueurs	43,977	50,656	39,175	60,128	44,307
	Summary	855,413	1,089,238	972,148	1,854,432	876,032
Other Spirits	Cachaca	277	1,948	1,539	1,380	1,180
	Flavoured Spirits	1,754	3,228	3,466	13,463	1,499
	Miscellaneous/Other Spirits	5,245	6,259	5,408	7,872	4,634

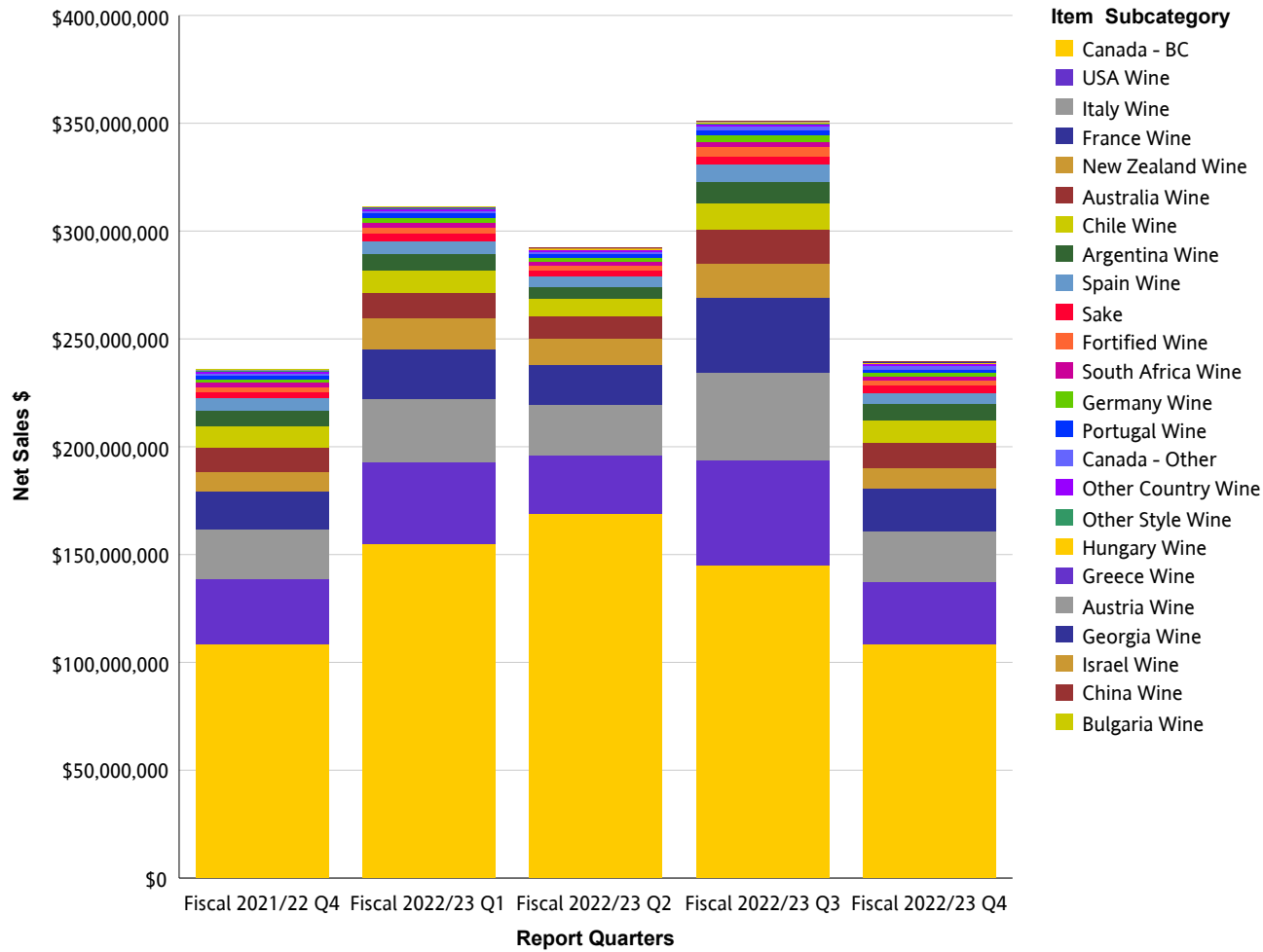
Spirits Sales (Litres)

Litres		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Other Spirits	Moonshine Spirits	6,081	8,510	9,224	14,580	8,025
	Ready to Mix Cocktails	20,852	33,281	27,452	27,687	25,290
	Ready to Serve Cocktails	55,000	96,277	123,146	73,342	61,598
	Schnapps and Akvavit	1,051	1,427	917	1,695	1,053
	Summary	90,259	150,927	171,151	140,018	103,280
Rum	Amber Rum	177,009	209,978	197,998	301,087	170,571
	Dark Rum	97,513	105,885	89,103	161,230	83,943
	Flavoured Rum	23,276	27,472	23,463	26,558	16,225
	Spiced Rum	213,085	263,992	253,059	484,154	208,982
	White Rum	236,902	306,139	308,914	334,035	239,519
	Summary	747,785	913,466	872,537	1,307,063	719,240
Tequila	Blanco/Silver Tequila	110,553	194,709	211,219	181,928	147,504
	Flavoured Tequila	7,600	11,026	8,405	15,199	10,672
	Gold Tequila	170,829	260,354	252,749	226,514	175,714
	Mezcal	12,512	16,272	13,414	18,357	12,436
	Summary	301,494	482,361	485,788	441,998	346,325
Vodka	Flavoured Vodka	142,229	218,575	207,041	208,089	155,002
	Straight Vodka	1,862,094	2,251,488	2,223,925	2,463,681	1,918,313
	Summary	2,004,322	2,470,063	2,430,965	2,671,770	2,073,315
Whisky	American Whiskey	60,844	80,856	64,327	105,679	69,776
	Blended Malt Scotch Whisky	3,326	3,514	2,622	2,898	4,268
	Blended Scotch Whisky	224,656	258,819	195,530	315,241	212,672
	Bourbon Whiskey	124,815	158,264	110,653	194,894	131,789
	Canadian Whisky	931,486	1,152,559	1,021,500	1,414,380	953,347
	Flavoured Whisky	7,536	7,681	6,128	27,536	10,534
	Irish Whiskey	153,243	138,202	134,030	215,893	153,503
	Other Country Whisky	13,078	21,832	11,802	30,130	18,610
	Single Malt Scotch Whisky	113,417	152,514	91,445	218,715	115,625

Spirits Sales (Litres)

Litres		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Whisky	Summary	1,632,400	1,974,242	1,638,037	2,525,366	1,670,124
Summary		6,214,457	7,856,545	7,323,539	9,797,215	6,373,131

Wine Sales (Net \$)



Wine Sales (Net \$)

Wine

Net Sales \$		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Argentina Wine	Argentina Red Wine	\$6,780,678	\$6,771,181	\$5,007,690	\$9,449,750	\$6,928,663
	Argentina Rose Wine	\$64,935	\$131,170	\$129,227	\$90,994	\$54,587
	Argentina Sparkling Wine	\$9,131	\$7,454	\$8,839	\$10,508	\$12,639
	Argentina White Wine	\$393,450	\$506,206	\$343,319	\$441,823	\$385,489
	Summary	\$7,248,194	\$7,416,011	\$5,489,075	\$9,993,075	\$7,381,378
Australia Wine	Australia Fruit and Dessert Wine	\$240	\$0	\$0	\$0	\$128
	Australia Red Wine	\$6,715,162	\$6,573,464	\$5,099,264	\$9,303,252	\$7,141,583
	Australia Rose Wine	\$288,431	\$281,181	\$343,493	\$378,299	\$246,337
	Australia Sparkling Wine	\$696,461	\$709,369	\$765,160	\$1,282,319	\$621,808
	Australia White Wine	\$3,676,021	\$4,218,995	\$4,030,160	\$4,850,383	\$3,680,601
	Summary	\$11,376,316	\$11,783,009	\$10,238,076	\$15,814,254	\$11,690,457
Austria Wine	Austria Fruit and Dessert Wine	\$0	\$9,471	\$1,994	\$4,819	\$1,925
	Austria Red Wine	\$41,709	\$59,170	\$34,379	\$64,696	\$56,127
	Austria Rose Wine	\$3,594	\$3,195	\$4,421	\$4,948	\$6,577
	Austria Sparkling Wine	\$5,119	\$2,340	\$3,047	\$5,488	\$540
	Austria White Wine	\$102,675	\$76,890	\$67,170	\$78,469	\$125,532
	Summary	\$153,097	\$151,066	\$111,012	\$158,421	\$190,701
Bulgaria Wine	Bulgaria Red Wine	\$994	\$0	\$0	\$0	\$0
	Bulgaria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$0	\$342	\$0	\$0	\$0
	Summary	\$994	\$342	\$0	\$0	\$0
Canada - BC	Canada - BC Dessert Wine	\$76,476	\$217,410	\$496,346	\$280,239	\$101,352
	Canada - BC Fruit Wine	\$652,796	\$1,324,058	\$1,792,552	\$1,330,494	\$611,468
	Canada - BC Ice Wine	\$350,127	\$616,050	\$946,858	\$790,679	\$622,380
	Canada - BC Red Wine	\$54,248,672	\$68,884,349	\$70,459,215	\$75,059,805	\$51,956,598
	Canada - BC Rose Wine	\$6,069,361	\$12,848,454	\$15,129,680	\$6,134,641	\$6,391,164

Wine Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Canada - BC	Canada - BC Sparkling Wine	\$2,777,541	\$5,687,828	\$7,588,460	\$5,207,771	\$3,080,714
	Canada - BC White Wine	\$44,074,897	\$65,309,515	\$72,467,444	\$56,332,206	\$45,885,366
	Summary	\$108,249,870	\$154,887,664	\$168,880,555	\$145,135,833	\$108,649,042
Canada - Other	Canada - Other Dessert Wine	\$788	\$11,309	\$19,127	\$6,250	\$4,090
	Canada - Other Fruit Wine	\$6,802	\$3,866	\$5,714	\$2,168	\$4,414
	Canada - Other Ice Wine	\$137,111	\$291,403	\$280,247	\$539,264	\$537,246
	Canada - Other Red Wine	\$82,232	\$103,324	\$110,770	\$215,326	\$210,477
	Canada - Other Rose Wine	\$57,741	\$83,005	\$61,885	\$42,201	\$27,043
	Canada - Other Sparkling Wine	\$337,807	\$358,242	\$386,915	\$658,242	\$368,850
	Canada - Other White Wine	\$430,802	\$486,285	\$359,707	\$449,925	\$358,578
	Summary	\$1,053,283	\$1,337,435	\$1,224,365	\$1,913,377	\$1,510,697
Chile Wine	Chile Fruit and Dessert Wine	\$2,075	\$1,437	\$479	\$799	\$1,438
	Chile Red Wine	\$6,431,524	\$6,596,325	\$4,665,446	\$8,487,364	\$7,124,369
	Chile Rose Wine	\$313,488	\$587,787	\$480,629	\$296,500	\$330,990
	Chile Sparkling Wine	\$78,018	\$62,198	\$58,278	\$117,186	\$76,931
	Chile White Wine	\$2,671,162	\$3,263,957	\$3,024,922	\$3,405,561	\$3,018,011
	Summary	\$9,496,267	\$10,511,704	\$8,229,754	\$12,307,409	\$10,551,739
China Wine	China Fruit and Dessert Wine	\$26,151	\$6,282	\$5,169	\$20,746	\$15,519
	China Red Wine	\$21,953	\$39,725	\$8,093	\$13,607	\$12,674
	China White Wine	\$1,518	\$11,921	\$250	\$6,703	\$125
	Summary	\$49,622	\$57,928	\$13,513	\$41,056	\$28,317
Fortified Wine	Other Fortified Domestic Wine	\$592,201	\$895,802	\$1,018,264	\$856,732	\$549,590
	Other Fortified Import Wine	\$330,160	\$408,573	\$334,817	\$628,635	\$370,938
	Port Wine	\$625,759	\$605,979	\$445,876	\$1,283,407	\$500,823
	Sherry Wine	\$295,734	\$307,235	\$187,070	\$599,682	\$265,878
	Vermouth Wine	\$677,298	\$778,765	\$704,495	\$976,197	\$758,755
	Summary	\$2,521,152	\$2,996,353	\$2,690,523	\$4,344,652	\$2,445,984
France Wine	France Champagne Wine	\$2,409,552	\$5,658,784	\$4,661,618	\$10,055,115	\$5,099,440

Wine Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
France Wine	France Fruit and Dessert Wine	\$43,198	\$19,856	\$14,309	\$32,559	\$63,535
	France Red Wine	\$8,477,117	\$7,538,794	\$5,557,139	\$15,333,568	\$8,133,217
	France Rose Wine	\$2,095,105	\$4,288,313	\$3,804,091	\$2,360,727	\$1,750,451
	France Sparkling Wine	\$651,299	\$835,287	\$559,377	\$1,406,459	\$718,462
	France White Wine	\$3,948,235	\$4,669,329	\$4,302,512	\$5,215,230	\$4,130,584
	Summary	\$17,624,505	\$23,010,363	\$18,899,046	\$34,403,658	\$19,895,689
Georgia Wine	Georgia Red Wine	\$60,522	\$46,378	\$51,788	\$86,927	\$61,172
	Georgia White Wine	\$2,821	\$7,528	\$4,200	\$5,282	\$4,743
	Summary	\$63,343	\$53,906	\$55,987	\$92,209	\$65,915
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Germany Red Wine	\$58,524	\$51,011	\$31,304	\$40,759	\$75,439
	Germany Rose Wine	\$12,762	\$5,213	\$13,889	\$4,338	\$7,658
	Germany Sparkling Wine	\$535,490	\$863,969	\$679,815	\$1,482,051	\$571,120
	Germany White Wine	\$1,028,478	\$1,040,966	\$959,001	\$1,323,788	\$944,094
	Summary	\$1,635,254	\$1,961,159	\$1,684,008	\$2,850,937	\$1,598,310
Greece Wine	Greece Fruit and Dessert Wine	\$0	\$350	\$699	\$175	\$1,925
	Greece Red Wine	\$94,587	\$75,396	\$74,586	\$132,278	\$97,732
	Greece Rose Wine	\$8,988	\$11,219	\$7,368	\$13,856	\$9,486
	Greece Sparkling Wine	\$114	\$0	\$0	\$2,316	\$2,454
	Greece White Wine	\$81,042	\$78,432	\$84,716	\$135,351	\$96,856
	Summary	\$184,732	\$165,398	\$167,369	\$283,976	\$208,453
Hungary Wine	Hungary Fruit and Dessert Wine	\$23,324	\$16,528	\$20,280	\$29,922	\$31,041
	Hungary Red Wine	\$21,734	\$29,545	\$5,563	\$35,530	\$14,233
	Hungary Rose Wine	\$0	\$0	\$602	\$0	\$0
	Hungary Sparkling Wine	\$22,786	\$137,438	\$123,973	\$174,643	\$79,853
	Hungary White Wine	\$124,330	\$121,421	\$97,678	\$122,979	\$133,435
	Summary	\$192,174	\$304,933	\$248,096	\$363,075	\$258,562
Israel Wine	Israel Red Wine	\$39,240	\$43,518	\$20,651	\$41,355	\$38,330

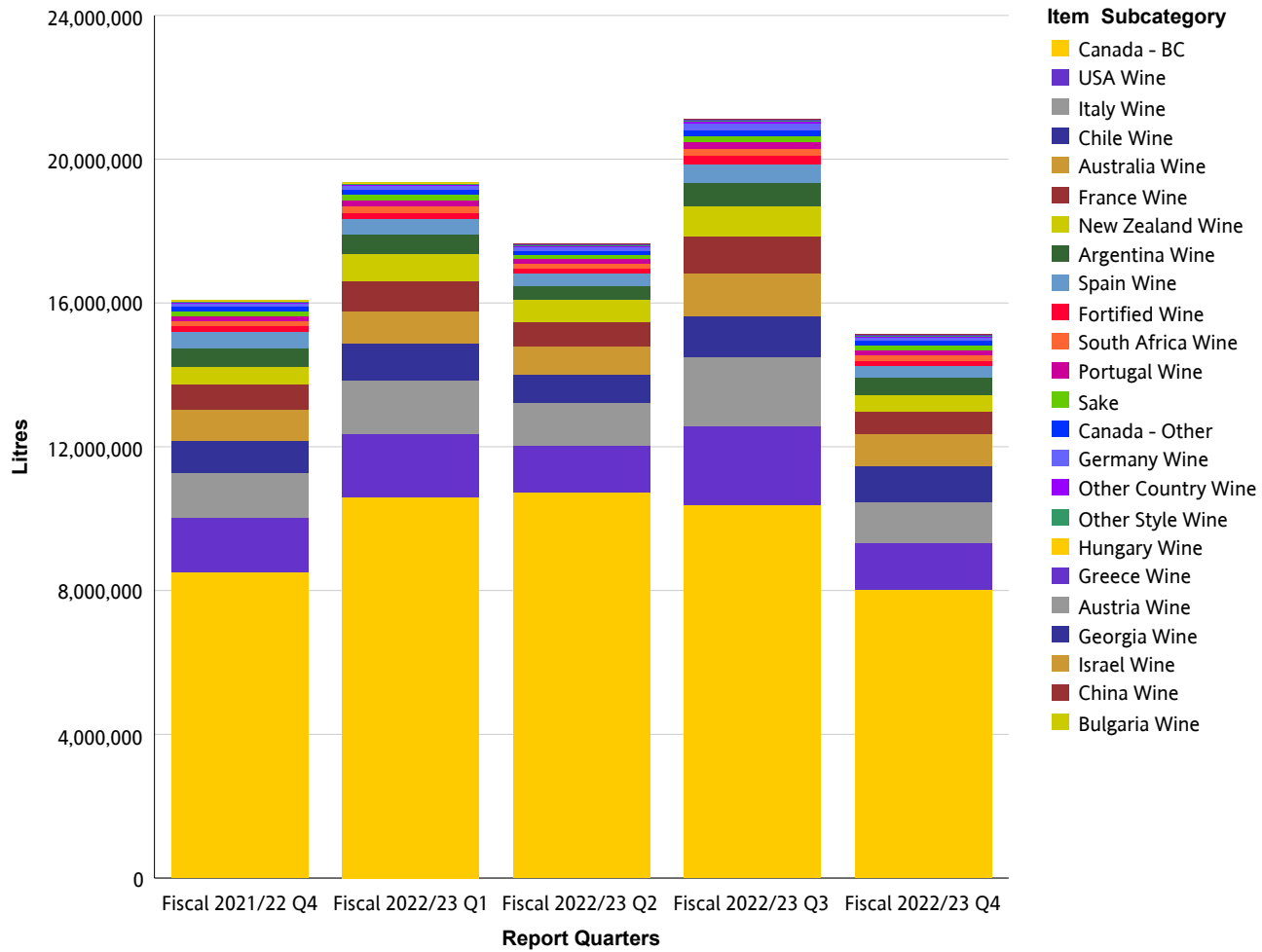
Wine Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Israel Wine	Israel Rose Wine	\$1,592	\$148	\$3,363	\$4,272	\$4,896
	Israel White Wine	\$15,774	\$9,852	\$7,118	\$9,148	\$6,864
	Summary	\$56,606	\$53,518	\$31,132	\$54,774	\$50,090
Italy Wine	Italy Fruit and Dessert Wine	\$6,010	\$18,110	\$4,271	\$14,742	\$14,610
	Italy Red Wine	\$11,873,778	\$13,404,169	\$8,934,688	\$19,479,074	\$11,929,130
	Italy Rose Wine	\$187,099	\$396,159	\$393,770	\$327,401	\$241,443
	Italy Sparkling Wine	\$1,982,718	\$2,783,867	\$2,461,079	\$3,589,807	\$1,952,185
	Italy White Wine	\$4,786,391	\$6,005,488	\$5,137,283	\$6,466,214	\$4,803,702
	Prosecco Wine	\$4,083,976	\$6,794,250	\$6,326,678	\$11,124,464	\$4,821,380
	Summary	\$22,919,971	\$29,402,043	\$23,257,768	\$41,001,701	\$23,762,449
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$628,930	\$782,083	\$519,724	\$838,127	\$498,515
	New Zealand Rose Wine	\$309,656	\$708,271	\$547,749	\$316,106	\$261,589
	New Zealand Sparkling Wine	\$50,038	\$110,694	\$74,803	\$158,394	\$43,157
	New Zealand White Wine	\$8,254,502	\$12,949,575	\$10,908,883	\$14,560,702	\$8,606,766
	Summary	\$9,243,125	\$14,550,623	\$12,051,159	\$15,873,330	\$9,410,027
Other Country Wine	Other Country Fruit and Dessert Wine	\$491,576	\$437,468	\$362,578	\$548,665	\$513,087
	Other Country Red Wine	\$138,197	\$185,064	\$93,978	\$202,103	\$159,556
	Other Country Rose Wine	\$5,123	\$19,587	\$6,393	\$22,503	\$9,417
	Other Country Sparkling Wine	\$10,046	\$17,773	\$12,457	\$37,260	\$12,795
	Other Country White Wine	\$48,882	\$58,196	\$60,079	\$74,725	\$49,474
	Summary	\$693,824	\$718,088	\$535,486	\$885,256	\$744,328
Other Style Wine	Aperitif And Flavoured Wine	\$133,956	\$105,662	\$107,310	\$125,120	\$61,808
	Mead	\$49,424	\$163,329	\$274,929	\$244,725	\$138,799
	Rice Wine	\$99,570	\$69,387	\$51,082	\$101,001	\$89,303
	Summary	\$282,950	\$338,378	\$433,321	\$470,845	\$289,910
Portugal Wine	Portugal Fruit and Dessert Wine	\$19,252	\$10,506	\$2,644	\$7,312	\$7,141
	Portugal Red Wine	\$1,064,910	\$1,189,560	\$810,466	\$1,484,836	\$1,048,667

Wine Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Portugal Wine	Portugal Rose Wine	\$169,802	\$218,555	\$241,580	\$212,350	\$143,574
	Portugal Sparkling Wine	\$6,599	\$5,376	\$6,806	\$14,844	\$7,053
	Portugal White Wine	\$441,242	\$724,244	\$723,948	\$593,279	\$455,033
	Summary	\$1,701,805	\$2,148,241	\$1,785,444	\$2,312,621	\$1,661,468
Sake	Japan Sake	\$1,932,075	\$2,510,194	\$1,850,898	\$2,893,772	\$2,428,042
	Other Country Sake	\$52,806	\$72,010	\$74,395	\$71,041	\$73,575
	USA Sake	\$763,237	\$758,017	\$561,809	\$869,477	\$783,209
	Summary	\$2,748,117	\$3,340,221	\$2,487,102	\$3,834,291	\$3,284,826
South Africa Wine	South Africa Fruit and Dessert Wine	\$11,558	\$0	\$0	\$719	\$719
	South Africa Red Wine	\$907,775	\$989,847	\$671,559	\$1,251,824	\$896,443
	South Africa Rose Wine	\$44,918	\$119,208	\$78,448	\$48,010	\$60,148
	South Africa Sparkling Wine	\$9,006	\$2,462	\$1,293	\$3,197	\$5,930
	South Africa White Wine	\$849,550	\$1,088,149	\$827,449	\$1,218,936	\$1,005,358
	Summary	\$1,822,806	\$2,199,666	\$1,578,749	\$2,522,686	\$1,968,599
Spain Wine	Spain Fruit and Dessert Wine	\$14,440	\$10,007	\$6,304	\$11,224	\$13,592
	Spain Red Wine	\$4,336,035	\$3,995,770	\$2,912,127	\$5,026,320	\$3,682,968
	Spain Rose Wine	\$191,567	\$262,237	\$228,484	\$115,516	\$114,558
	Spain Sparkling Wine	\$937,102	\$1,221,545	\$1,288,884	\$2,272,985	\$979,751
	Spain White Wine	\$448,544	\$554,550	\$445,423	\$430,806	\$409,071
	Summary	\$5,927,688	\$6,044,109	\$4,881,222	\$7,856,852	\$5,199,941
USA Wine	USA Fruit and Dessert Wine	\$276	\$276	\$226	\$17,830	\$343
	USA Red Wine	\$23,962,111	\$28,932,386	\$19,312,911	\$38,948,792	\$22,126,114
	USA Rose Wine	\$990,854	\$1,319,739	\$1,334,048	\$1,141,452	\$845,714
	USA Sparkling Wine	\$182,550	\$228,336	\$174,706	\$370,876	\$211,417
	USA White Wine	\$5,414,911	\$7,367,769	\$6,287,968	\$8,015,283	\$5,315,782
	Summary	\$30,550,701	\$37,848,507	\$27,109,859	\$48,494,233	\$28,499,369
Summary		\$235,796,395	\$311,280,664	\$292,082,623	\$351,008,520	\$239,346,250

Wine Sales (Litres)



Wine Sales (Litres)

Wine

Litres		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Argentina Wine	Argentina Red Wine	472,341	479,598	333,460	620,912	458,691
	Argentina Rose Wine	5,080	10,352	10,072	6,878	3,874
	Argentina Sparkling Wine	576	504	572	693	886
	Argentina White Wine	34,098	46,261	25,946	32,840	24,878
	Summary	512,095	536,714	370,050	661,322	488,330
Australia Wine	Australia Fruit and Dessert Wine	6	0	0	0	4
	Australia Red Wine	451,533	442,116	350,435	649,593	516,939
	Australia Rose Wine	23,654	23,524	28,340	30,681	18,184
	Australia Sparkling Wine	50,156	48,170	50,250	89,186	40,916
	Australia White Wine	331,980	379,204	356,174	415,662	311,720
	Summary	857,329	893,016	785,199	1,185,121	887,764
Austria Wine	Austria Fruit and Dessert Wine	0	171	36	88	34
	Austria Red Wine	1,224	1,723	931	1,849	1,638
	Austria Rose Wine	112	90	126	153	202
	Austria Sparkling Wine	130	68	99	162	9
	Austria White Wine	3,341	2,488	2,097	2,524	3,899
	Summary	4,808	4,540	3,289	4,775	5,782
Bulgaria Wine	Bulgaria Red Wine	72	0	0	0	0
	Bulgaria Rose Wine	0	0	0	0	0
	Bulgaria White Wine	0	9	0	0	0
	Summary	72	9	0	0	0
Canada - BC	Canada - BC Dessert Wine	1,680	4,628	9,292	5,315	2,141
	Canada - BC Fruit Wine	32,565	68,932	86,196	64,938	31,615
	Canada - BC Ice Wine	3,357	5,094	8,133	7,882	6,242
	Canada - BC Red Wine	4,009,105	4,459,597	4,134,534	4,980,560	3,623,026
	Canada - BC Rose Wine	382,165	723,549	825,214	394,542	393,193

Wine Sales (Litres)

Litres		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Canada - BC	Canada - BC Sparkling Wine	108,111	220,264	283,321	192,884	118,069
	Canada - BC White Wine	3,984,037	5,108,120	5,375,544	4,735,702	3,841,882
	Summary	8,521,022	10,590,185	10,722,234	10,381,822	8,016,168
Canada - Other	Canada - Other Dessert Wine	16	136	262	53	34
	Canada - Other Fruit Wine	543	428	580	222	368
	Canada - Other Ice Wine	1,784	3,661	3,608	6,619	6,532
	Canada - Other Red Wine	7,744	8,596	9,540	19,374	20,871
	Canada - Other Rose Wine	5,714	11,522	7,388	3,078	2,319
	Canada - Other Sparkling Wine	48,338	47,227	51,483	93,182	51,699
	Canada - Other White Wine	44,991	53,195	38,057	48,603	37,556
	Summary	109,130	124,766	110,917	171,131	119,379
Chile Wine	Chile Fruit and Dessert Wine	58	40	14	22	40
	Chile Red Wine	603,394	634,608	429,464	744,955	671,919
	Chile Rose Wine	37,362	65,875	51,643	32,399	36,365
	Chile Sparkling Wine	4,605	3,896	3,439	6,340	4,252
	Chile White Wine	274,004	324,560	297,680	331,195	295,978
	Summary	919,423	1,028,979	782,239	1,114,912	1,008,554
China Wine	China Fruit and Dessert Wine	777	236	204	594	525
	China Red Wine	225	418	90	248	32
	China White Wine	45	342	9	202	4
	Summary	1,047	996	303	1,044	561
Fortified Wine	Other Fortified Domestic Wine	54,094	63,651	61,492	66,743	48,524
	Other Fortified Import Wine	18,903	24,110	18,059	30,374	19,233
	Port Wine	18,620	18,641	12,971	39,828	14,639
	Sherry Wine	14,015	14,500	8,832	27,839	11,771
	Vermouth Wine	56,016	59,285	54,375	76,686	56,284
	Summary	161,647	180,187	155,729	241,469	150,450
France Wine	France Champagne Wine	23,622	52,618	47,616	104,568	48,010

Wine Sales (Litres)

Litres		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
France Wine	France Fruit and Dessert Wine	680	307	238	432	504
	France Red Wine	358,034	317,452	231,460	538,696	297,852
	France Rose Wine	121,269	231,674	209,566	135,913	92,774
	France Sparkling Wine	34,073	42,438	26,644	67,620	35,975
	France White Wine	160,049	179,098	156,692	197,249	142,770
	Summary	697,728	823,586	672,217	1,044,478	617,885
Georgia Wine	Georgia Red Wine	3,195	2,285	2,511	4,203	2,979
	Georgia White Wine	58	304	173	234	225
	Summary	3,254	2,590	2,684	4,437	3,204
Germany Wine	Germany Fruit and Dessert Wine	0	0	0	0	0
	Germany Red Wine	2,362	2,177	1,534	1,958	1,810
	Germany Rose Wine	497	236	582	210	328
	Germany Sparkling Wine	30,666	53,952	38,685	91,195	31,063
	Germany White Wine	62,797	65,216	60,277	81,302	55,130
	Summary	96,322	121,580	101,078	174,664	88,332
Greece Wine	Greece Fruit and Dessert Wine	0	18	36	9	99
	Greece Red Wine	6,036	4,498	4,634	6,982	5,271
	Greece Rose Wine	456	518	270	508	495
	Greece Sparkling Wine	4	0	0	81	63
	Greece White Wine	5,163	3,964	5,816	7,076	5,556
	Summary	11,659	8,998	10,756	14,656	11,484
Hungary Wine	Hungary Fruit and Dessert Wine	278	326	374	571	507
	Hungary Red Wine	1,548	2,268	405	2,754	999
	Hungary Rose Wine	0	0	45	0	0
	Hungary Sparkling Wine	1,604	9,888	8,972	13,340	5,010
	Hungary White Wine	11,536	8,698	8,156	9,530	10,418
	Summary	14,966	21,181	17,950	26,194	16,933
Israel Wine	Israel Red Wine	1,809	2,034	945	1,665	1,485

Wine Sales (Litres)

Litres		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Israel Wine	Israel Rose Wine	90	9	162	180	189
	Israel White Wine	760	477	342	405	286
	Summary	2,660	2,520	1,449	2,250	1,960
Italy Wine	Italy Fruit and Dessert Wine	71	174	44	147	116
	Italy Red Wine	570,610	578,936	398,748	788,496	500,886
	Italy Rose Wine	9,974	19,563	20,040	16,984	12,505
	Italy Sparkling Wine	107,842	148,008	131,556	176,275	99,606
	Italy White Wine	336,030	397,417	322,987	393,602	287,025
	Prosecco Wine	203,149	346,304	313,374	554,400	231,700
	Summary	1,227,676	1,490,402	1,186,749	1,929,905	1,131,837
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	25,289	34,280	22,120	34,888	20,210
	New Zealand Rose Wine	17,508	38,989	29,954	15,681	13,040
	New Zealand Sparkling Wine	2,222	5,336	3,308	7,587	1,832
	New Zealand White Wine	445,451	693,718	573,286	776,278	427,514
	Summary	490,470	772,322	628,667	834,435	462,595
Other Country Wine	Other Country Fruit and Dessert Wine	24,438	21,943	20,689	26,798	25,143
	Other Country Red Wine	7,184	8,500	4,500	8,356	5,964
	Other Country Rose Wine	176	1,174	230	638	326
	Other Country Sparkling Wine	261	439	302	1,059	424
	Other Country White Wine	1,792	2,624	2,176	2,632	1,699
	Summary	33,850	34,678	27,897	39,483	33,557
Other Style Wine	Aperitif And Flavoured Wine	7,275	6,393	7,232	8,065	3,752
	Mead	2,169	6,544	10,794	8,493	4,741
	Rice Wine	7,503	6,726	3,958	7,998	7,203
	Summary	16,948	19,663	21,984	24,556	15,697
Portugal Wine	Portugal Fruit and Dessert Wine	240	248	76	169	112
	Portugal Red Wine	87,438	99,646	65,480	118,484	84,226

Wine Sales (Litres)

Litres		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Portugal Wine	Portugal Rose Wine	15,653	20,837	23,924	19,691	12,006
	Portugal Sparkling Wine	288	256	252	590	274
	Portugal White Wine	33,330	56,638	54,408	41,575	30,324
	Summary	136,950	177,625	144,140	180,508	126,944
Sake	Japan Sake	58,407	65,927	49,306	78,681	71,345
	Other Country Sake	2,378	3,159	3,279	2,936	2,643
	USA Sake	82,605	81,855	59,124	90,577	80,427
	Summary	143,390	150,941	111,710	172,193	154,416
South Africa Wine	South Africa Fruit and Dessert Wine	75	0	0	4	4
	South Africa Red Wine	68,498	74,704	48,500	86,654	63,906
	South Africa Rose Wine	3,595	9,913	6,791	3,668	5,004
	South Africa Sparkling Wine	526	108	63	130	324
	South Africa White Wine	75,318	90,205	68,570	100,387	84,092
	Summary	148,013	174,930	123,924	190,843	153,331
Spain Wine	Spain Fruit and Dessert Wine	549	267	144	322	414
	Spain Red Wine	337,890	289,899	215,100	346,542	236,232
	Spain Rose Wine	24,184	24,842	24,747	9,589	9,302
	Spain Sparkling Wine	57,584	71,084	76,189	131,094	54,068
	Spain White Wine	38,642	39,413	32,359	24,830	22,167
	Summary	458,849	425,505	348,539	512,378	322,182
USA Wine	USA Fruit and Dessert Wine	12	12	10	353	15
	USA Red Wine	1,083,021	1,230,987	846,304	1,632,531	940,071
	USA Rose Wine	94,122	109,676	102,358	99,721	72,414
	USA Sparkling Wine	8,032	9,656	6,884	13,958	7,438
	USA White Wine	325,956	423,074	359,192	454,055	293,347
	Summary	1,511,143	1,773,405	1,314,748	2,200,618	1,313,286
Summary		16,080,450	19,359,317	17,644,451	21,113,194	15,130,630

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.