

Liquor Market Review

Fiscal 2023/24 Q3

December 2023



**LIQUOR
DISTRIBUTION
BRANCH**

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Introduction

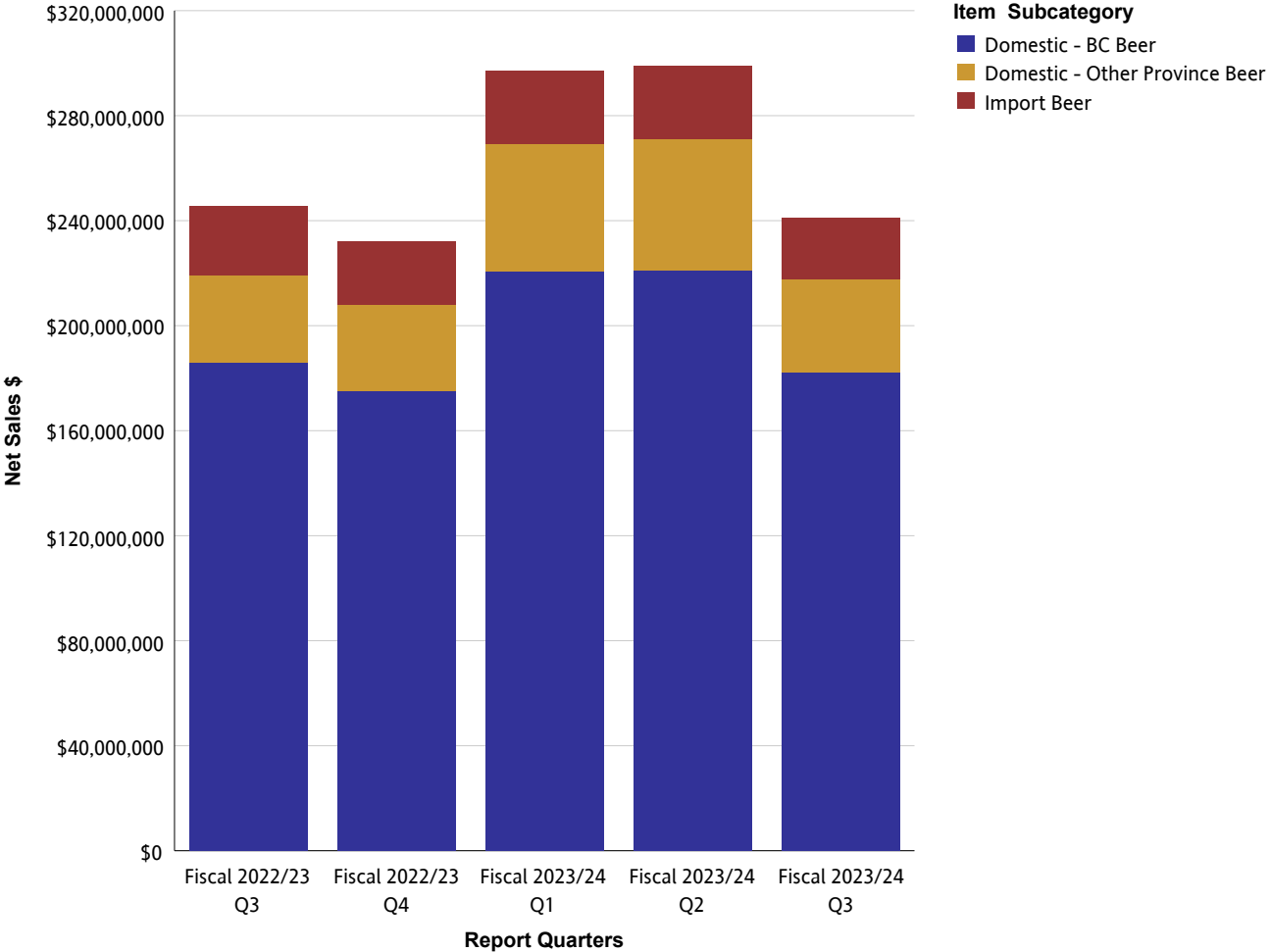
The Liquor Market Review provides provincial sales through the Wholesale channel for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer and excludes any applicable taxes. For each reporting period,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

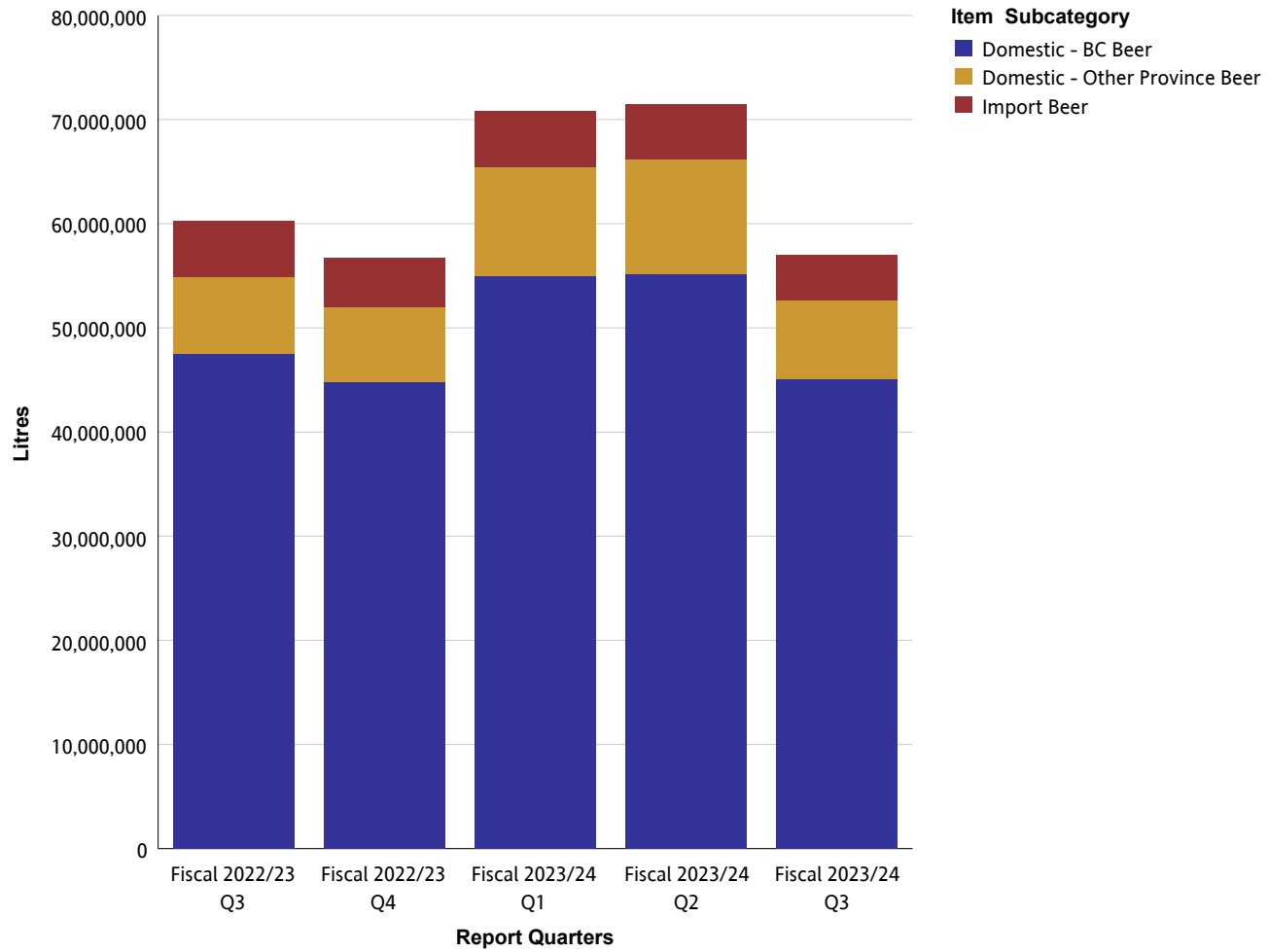


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Domestic - BC Beer	Domestic - BC Commercial Beer	\$106,715,981	\$102,516,159	\$126,535,486	\$124,738,725	\$104,642,879
	Domestic - BC Micro Brew Beer	\$34,143,549	\$31,001,213	\$39,744,235	\$41,233,672	\$31,297,021
	Domestic - BC Regional Beer	\$45,287,584	\$41,745,046	\$54,478,167	\$54,934,922	\$46,291,698
	Summary	\$186,147,114	\$175,262,418	\$220,757,888	\$220,907,319	\$182,231,597
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$31,958,906	\$32,008,194	\$47,603,233	\$49,294,239	\$34,728,484
	Domestic - Other Province Micro Brew Beer	\$156,255	\$104,256	\$128,899	\$177,149	\$213,159
	Domestic - Other Province Regional Beer	\$765,780	\$640,548	\$678,903	\$768,978	\$490,125
	Summary	\$32,880,941	\$32,752,998	\$48,411,035	\$50,240,366	\$35,431,767
Import Beer	Asia And South Pacific Beer	\$1,273,471	\$1,365,776	\$1,583,505	\$1,672,698	\$1,535,250
	Europe Beer	\$21,097,530	\$19,066,654	\$21,031,609	\$21,171,126	\$18,485,414
	Mexico And Caribbean Beer	\$2,002,320	\$1,666,199	\$2,742,970	\$3,366,593	\$1,947,341
	Other Country Beer	\$488,406	\$529,595	\$615,967	\$644,477	\$612,677
	USA Beer	\$1,523,403	\$1,381,857	\$1,706,141	\$846,617	\$592,238
	Summary	\$26,385,130	\$24,010,081	\$27,680,191	\$27,701,511	\$23,172,921
Summary	\$245,413,186	\$232,025,498	\$296,849,114	\$298,849,195	\$240,836,285	

Beer Sales (Litres)

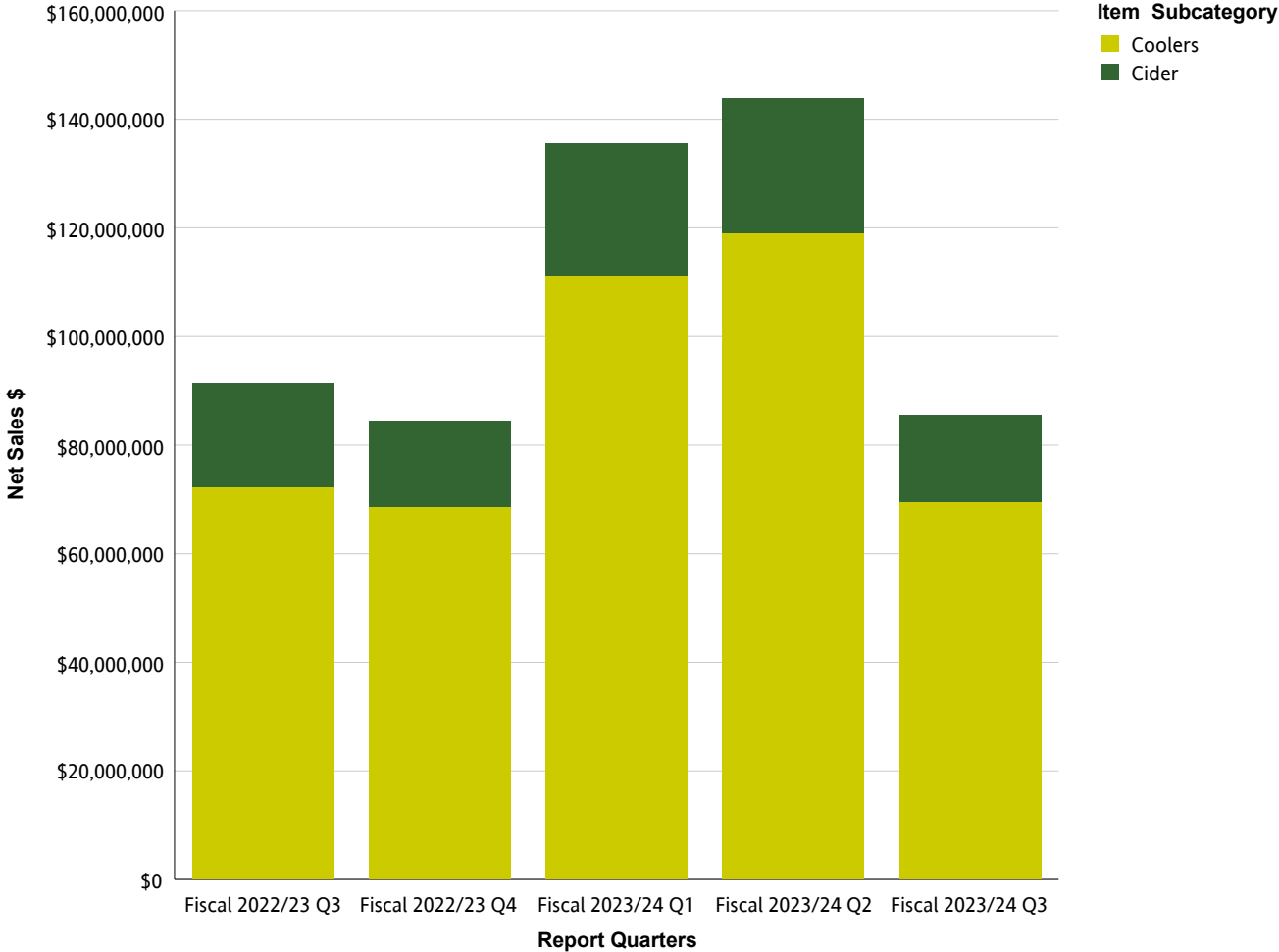


Beer Sales (Litres)

Beer

Litres		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Domestic - BC Beer	Domestic - BC Commercial Beer	29,203,940	27,733,166	32,950,510	32,780,364	26,947,362
	Domestic - BC Micro Brew Beer	6,700,956	6,184,627	7,861,164	8,146,762	6,091,764
	Domestic - BC Regional Beer	11,635,500	10,926,512	14,167,137	14,317,271	12,014,272
	Summary	47,540,395	44,844,305	54,978,812	55,244,397	45,053,398
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	7,143,879	6,972,774	10,272,775	10,709,939	7,438,782
	Domestic - Other Province Micro Brew Beer	21,597	15,795	20,876	25,856	27,275
	Domestic - Other Province Regional Beer	207,349	171,678	175,267	191,110	128,514
	Summary	7,372,826	7,160,246	10,468,919	10,926,904	7,594,571
Import Beer	Asia And South Pacific Beer	228,558	242,133	281,279	299,016	268,985
	Europe Beer	4,335,939	3,836,302	4,179,953	4,098,147	3,514,779
	Mexico And Caribbean Beer	368,644	288,576	482,388	592,873	324,075
	Other Country Beer	80,574	88,396	102,199	104,708	98,957
	USA Beer	319,550	303,080	368,696	136,707	95,934
	Summary	5,333,266	4,758,488	5,414,515	5,231,452	4,302,730
Summary		60,246,487	56,763,040	70,862,245	71,402,753	56,950,699

Refreshment Beverages Sales (Net \$)

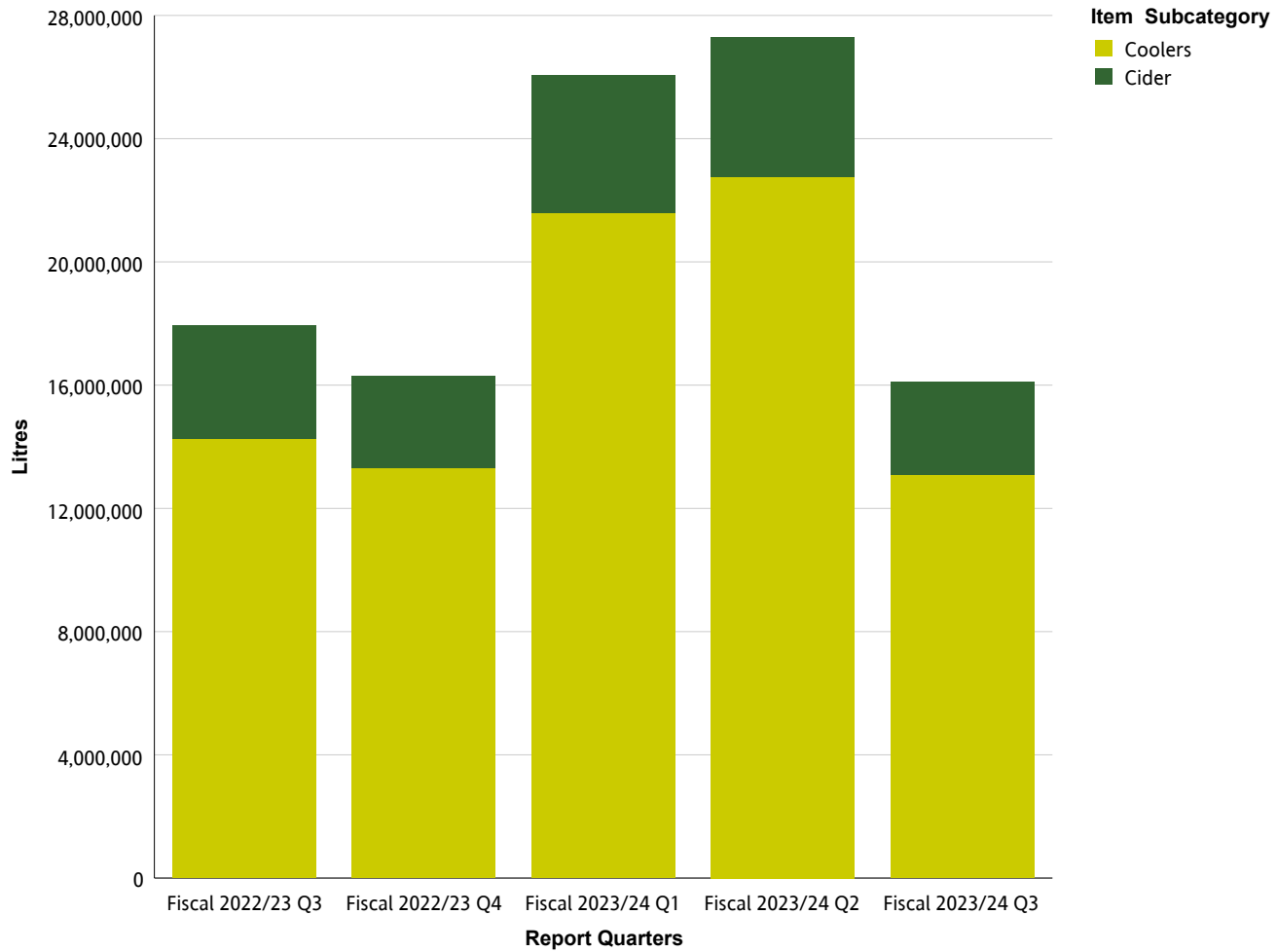


Refreshment Beverages Sales (Net \$)

Refreshment Beverages

Net Sales \$		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Cider	Domestic Cider	\$16,137,445	\$13,166,849	\$20,181,725	\$21,196,475	\$12,949,619
	Import Cider	\$2,840,466	\$2,568,276	\$4,026,051	\$3,560,365	\$2,988,756
	Summary	\$18,977,912	\$15,735,125	\$24,207,776	\$24,756,840	\$15,938,375
Coolers	Malt-Based Coolers	\$337,971	\$343,609	\$754,660	\$816,053	\$378,574
	Spirit Coolers	\$70,382,677	\$66,957,130	\$108,561,822	\$116,216,226	\$67,988,173
	Wine/Fruit Coolers	\$1,523,439	\$1,336,774	\$2,037,666	\$2,008,372	\$1,244,745
	Summary	\$72,244,088	\$68,637,513	\$111,354,148	\$119,040,652	\$69,611,492
Summary		\$91,221,999	\$84,372,638	\$135,561,924	\$143,797,491	\$85,549,867

Refreshment Beverages Sales (Litres)

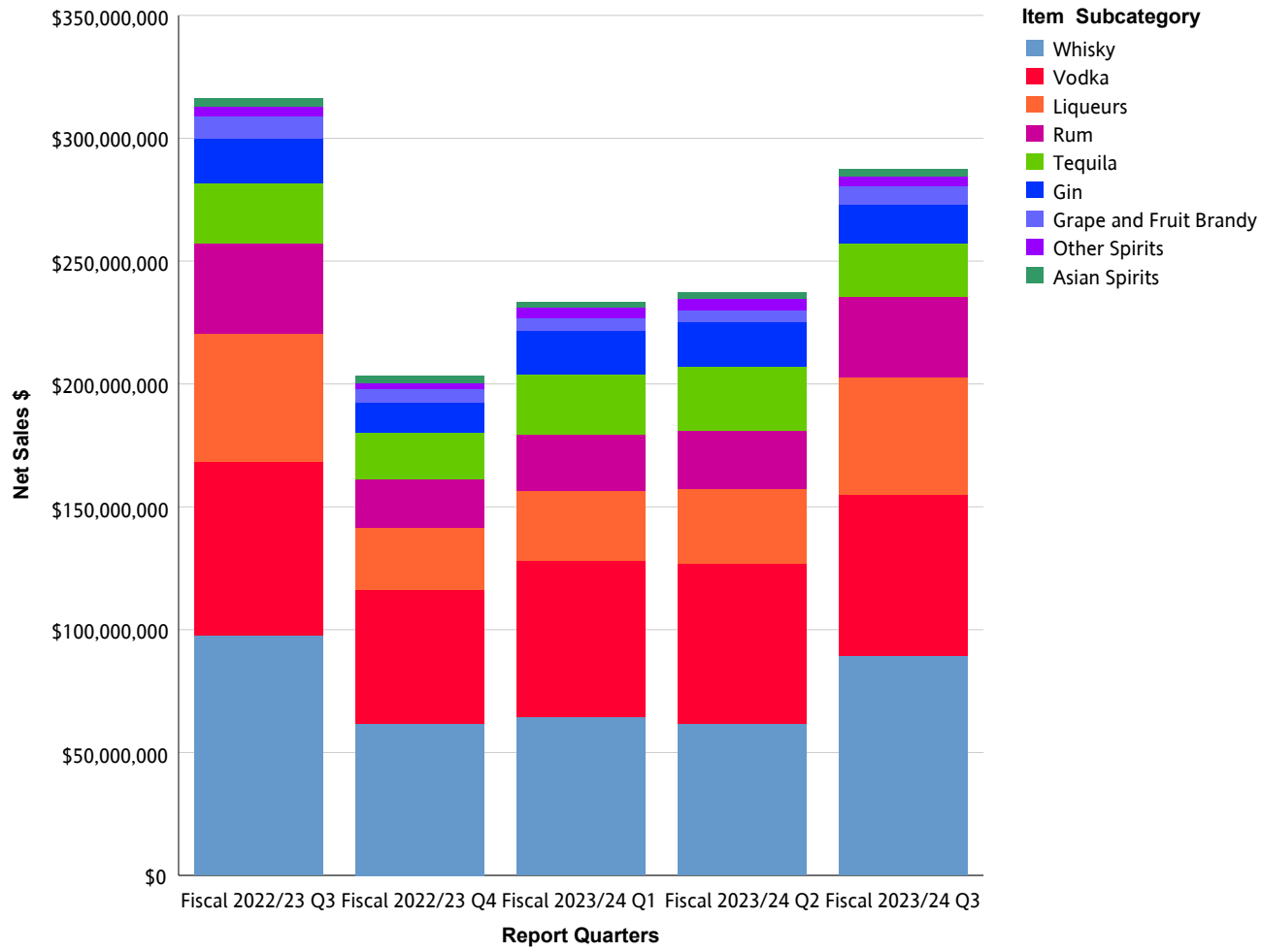


Refreshment Beverages Sales (Litres)

Refreshment Beverages

Litres		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Cider	Domestic Cider	3,100,037	2,483,804	3,692,970	3,860,954	2,409,904
	Import Cider	573,245	493,572	786,422	683,687	593,032
	Summary	3,673,283	2,977,377	4,479,391	4,544,641	3,002,937
Coolers	Malt-Based Coolers	65,877	68,330	153,547	164,899	73,261
	Spirit Coolers	13,967,742	13,051,428	21,116,824	22,294,818	12,843,815
	Wine/Fruit Coolers	232,034	201,203	301,089	293,009	180,846
	Summary	14,265,654	13,320,961	21,571,459	22,752,726	13,097,922
Summary		17,938,936	16,298,338	26,050,850	27,297,367	16,100,858

Spirits Sales (Net \$)



Spirits Sales (Net \$)

Spirits

Net Sales \$		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Asian Spirits	China Spirits	\$1,628,744	\$1,335,970	\$866,070	\$824,345	\$1,282,512
	Korea Spirits	\$1,600,847	\$1,305,191	\$1,313,878	\$1,444,622	\$1,419,953
	Other Country Asian Spirits	\$241,222	\$149,634	\$154,180	\$155,042	\$191,820
	Summary	\$3,470,813	\$2,790,794	\$2,334,128	\$2,424,009	\$2,894,284
Gin	Dry Gin	\$16,028,058	\$11,059,778	\$15,313,333	\$16,026,792	\$13,973,595
	Flavoured Gin	\$1,461,769	\$898,393	\$1,623,898	\$1,407,588	\$1,083,515
	Other Gin	\$699,861	\$471,908	\$728,950	\$706,563	\$566,194
	Summary	\$18,189,689	\$12,430,079	\$17,666,180	\$18,140,943	\$15,623,304
Grape and Fruit Brandy	Armagnac	\$160,271	\$168,097	\$57,531	\$49,203	\$104,599
	Brandy	\$3,819,330	\$2,197,586	\$2,048,446	\$2,069,878	\$3,478,400
	Cognac	\$4,313,175	\$2,548,416	\$2,259,968	\$2,431,017	\$3,491,373
	Eau de Vie	\$405,605	\$238,699	\$293,787	\$233,427	\$365,665
	Grappa And Marc	\$130,043	\$71,564	\$65,061	\$65,195	\$78,352
	Pisco	\$164,233	\$105,858	\$145,465	\$129,308	\$128,948
	Summary	\$8,992,656	\$5,330,221	\$4,870,258	\$4,978,030	\$7,647,338
Liqueurs	Anise And Herbal/Spice Liqueurs	\$11,837,081	\$8,402,226	\$9,205,542	\$9,183,097	\$10,931,038
	Coffee And Cocoa Liqueurs	\$3,588,010	\$1,618,354	\$1,601,118	\$1,913,470	\$3,229,733
	Cream/Dairy Liqueurs	\$23,991,436	\$6,370,929	\$6,820,715	\$8,397,978	\$21,429,440
	Fruit Liqueurs	\$7,153,401	\$5,093,348	\$6,486,838	\$6,441,598	\$7,206,190
	Nut Liqueurs	\$2,182,890	\$1,260,834	\$1,703,510	\$1,620,131	\$1,925,044
	Other Liqueurs	\$1,528,604	\$940,669	\$1,197,901	\$1,216,207	\$1,263,269
	Whiskey Liqueurs	\$1,879,759	\$1,457,130	\$1,303,104	\$1,314,603	\$1,963,992
	Summary	\$52,161,181	\$25,143,490	\$28,318,726	\$30,087,085	\$47,948,706
Other Spirits	Cachaca	\$43,183	\$34,535	\$56,993	\$44,814	\$28,068
	Flavoured Spirits	\$400,100	\$70,209	\$146,638	\$187,955	\$385,302
	Miscellaneous/Other Spirits	\$411,042	\$236,052	\$281,590	\$366,934	\$345,759

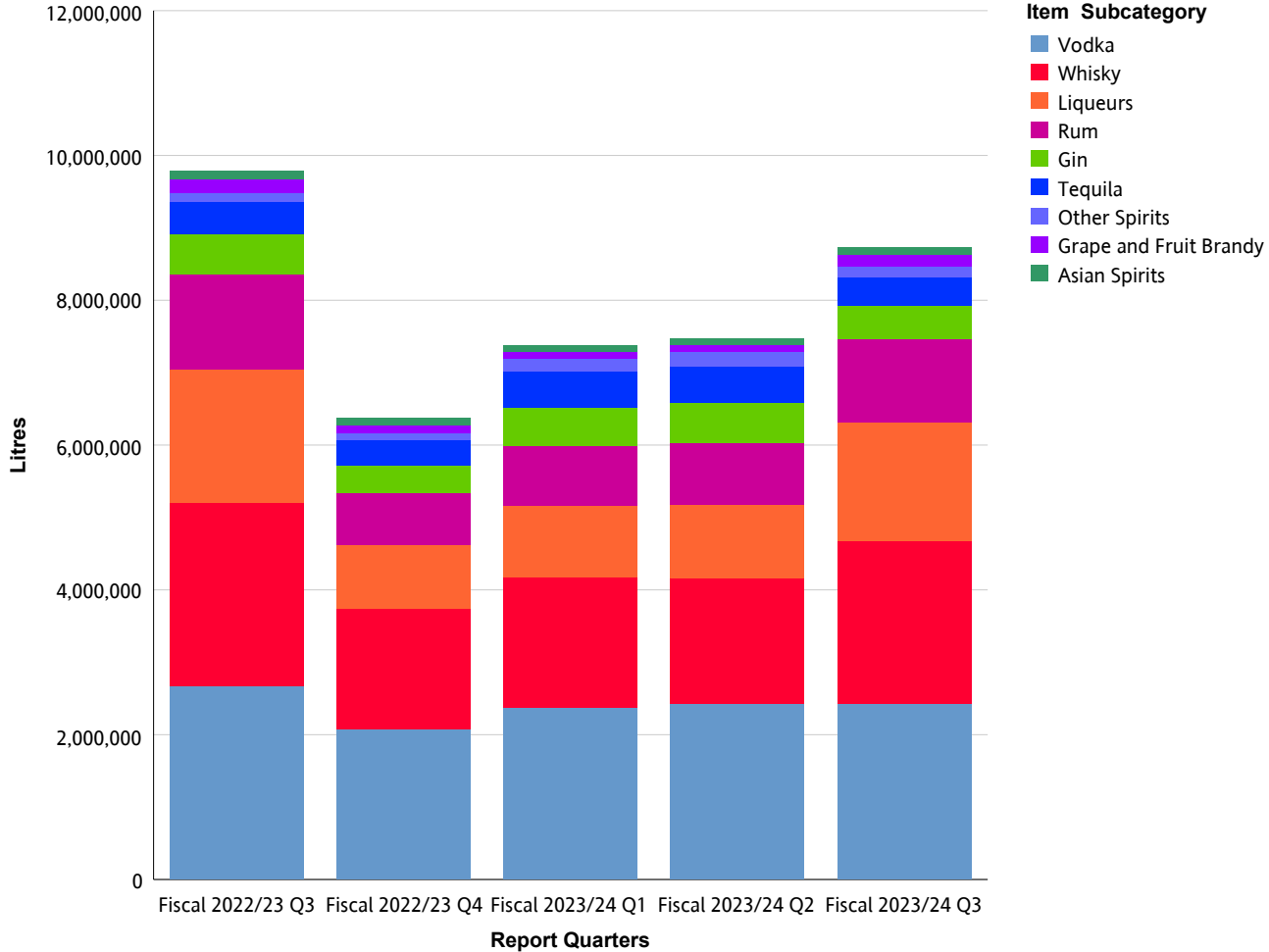
Spirits Sales (Net \$)

Net Sales \$		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Other Spirits	Moonshine Spirits	\$656,506	\$390,965	\$641,873	\$688,543	\$669,167
	Ready to Mix Cocktails	\$561,077	\$506,119	\$628,568	\$589,462	\$508,478
	Ready to Serve Cocktails	\$1,677,079	\$1,238,963	\$2,497,464	\$2,709,685	\$2,083,703
	Schnapps and Akvavit	\$71,312	\$42,768	\$42,066	\$38,017	\$48,572
	Summary	\$3,820,298	\$2,519,610	\$4,295,191	\$4,625,410	\$4,069,047
Rum	Amber Rum	\$9,370,492	\$5,203,086	\$5,683,599	\$6,146,286	\$8,587,716
	Dark Rum	\$4,636,316	\$2,379,644	\$2,625,621	\$2,522,369	\$3,880,281
	Flavoured Rum	\$771,760	\$490,232	\$502,578	\$432,939	\$372,700
	Spiced Rum	\$14,089,515	\$6,277,696	\$6,968,589	\$7,417,941	\$12,344,985
	White Rum	\$7,933,138	\$5,733,294	\$7,170,324	\$7,482,550	\$7,549,754
	Summary	\$36,801,221	\$20,083,952	\$22,950,711	\$24,002,087	\$32,735,437
Tequila	Blanco/Silver Tequila	\$9,194,962	\$7,009,150	\$10,540,593	\$11,351,090	\$8,899,184
	Flavoured Tequila	\$812,776	\$535,606	\$834,421	\$899,775	\$801,173
	Gold Tequila	\$13,230,184	\$10,168,127	\$11,923,358	\$12,395,635	\$11,005,909
	Mezcal	\$1,301,602	\$898,931	\$1,299,093	\$1,135,103	\$1,044,944
	Summary	\$24,539,524	\$18,611,814	\$24,597,466	\$25,781,603	\$21,751,210
Vodka	Flavoured Vodka	\$6,128,636	\$4,818,925	\$6,262,448	\$5,444,032	\$5,275,767
	Straight Vodka	\$64,448,879	\$49,853,721	\$57,710,224	\$60,083,684	\$60,249,138
	Summary	\$70,577,515	\$54,672,646	\$63,972,672	\$65,527,716	\$65,524,904
Whisky	American Whiskey	\$4,440,420	\$2,752,239	\$2,809,603	\$2,754,113	\$3,882,372
	Blended Malt Scotch Whisky	\$266,077	\$281,678	\$212,854	\$254,372	\$406,663
	Blended Scotch Whisky	\$11,485,521	\$7,572,461	\$8,068,380	\$7,564,064	\$10,066,890
	Bourbon Whiskey	\$9,095,583	\$5,878,635	\$6,127,863	\$5,608,379	\$8,275,999
	Canadian Whisky	\$38,457,482	\$25,561,806	\$29,197,301	\$29,007,677	\$35,412,953
	Flavoured Whisky	\$1,020,953	\$364,651	\$328,701	\$359,011	\$1,054,906
	Irish Whiskey	\$8,874,455	\$5,949,074	\$5,316,171	\$5,308,816	\$7,869,004
	Other Country Whisky	\$2,851,930	\$1,463,444	\$1,585,406	\$1,249,125	\$2,723,834
	Single Malt Scotch Whisky	\$21,208,820	\$11,802,807	\$10,572,826	\$9,465,169	\$19,659,385

Spirits Sales (Net \$)

Net Sales \$		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Whisky	Summary	\$97,701,242	\$61,626,795	\$64,219,106	\$61,570,726	\$89,352,005
Summary		\$316,254,139	\$203,209,402	\$233,224,438	\$237,137,609	\$287,546,236

Spirits Sales (Litres)



Spirits Sales (Litres)

Spirits

Litres		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Asian Spirits	China Spirits	24,749	21,796	15,045	13,233	18,632
	Korea Spirits	87,522	69,853	70,006	75,313	74,640
	Other Country Asian Spirits	5,121	3,477	3,697	3,558	4,047
	Summary	117,392	95,126	88,747	92,104	97,319
Gin	Dry Gin	498,694	348,280	467,639	490,242	420,656
	Flavoured Gin	40,495	25,167	47,344	39,511	28,259
	Other Gin	12,542	9,084	13,536	13,191	10,448
	Summary	551,731	382,531	528,520	542,943	459,363
Grape and Fruit Brandy	Armagnac	1,201	987	454	503	874
	Brandy	133,274	77,414	68,212	67,653	116,353
	Cognac	37,783	20,173	18,862	19,611	32,074
	Eau de Vie	8,452	5,136	6,157	5,024	7,707
	Grappa And Marc	2,577	1,193	1,202	1,164	1,519
	Pisco	4,157	2,577	3,657	3,171	3,184
	Summary	187,445	107,479	98,545	97,124	161,709
Liqueurs	Anise And Herbal/Spice Liqueurs	411,937	288,177	316,397	297,157	361,480
	Coffee And Cocoa Liqueurs	139,577	65,122	62,321	72,099	125,997
	Cream/Dairy Liqueurs	893,852	227,781	242,773	296,061	761,866
	Fruit Liqueurs	223,465	174,501	217,090	211,394	220,460
	Nut Liqueurs	77,781	46,081	67,051	63,528	70,445
	Other Liqueurs	47,693	30,152	37,696	37,566	40,877
	Whiskey Liqueurs	60,128	44,307	41,046	40,636	59,416
	Summary	1,854,432	876,122	984,375	1,018,441	1,640,541
Other Spirits	Cachaca	1,380	1,180	1,804	1,414	832
	Flavoured Spirits	13,463	1,499	2,936	4,155	14,150
	Miscellaneous/Other Spirits	7,872	4,634	6,163	8,947	8,982

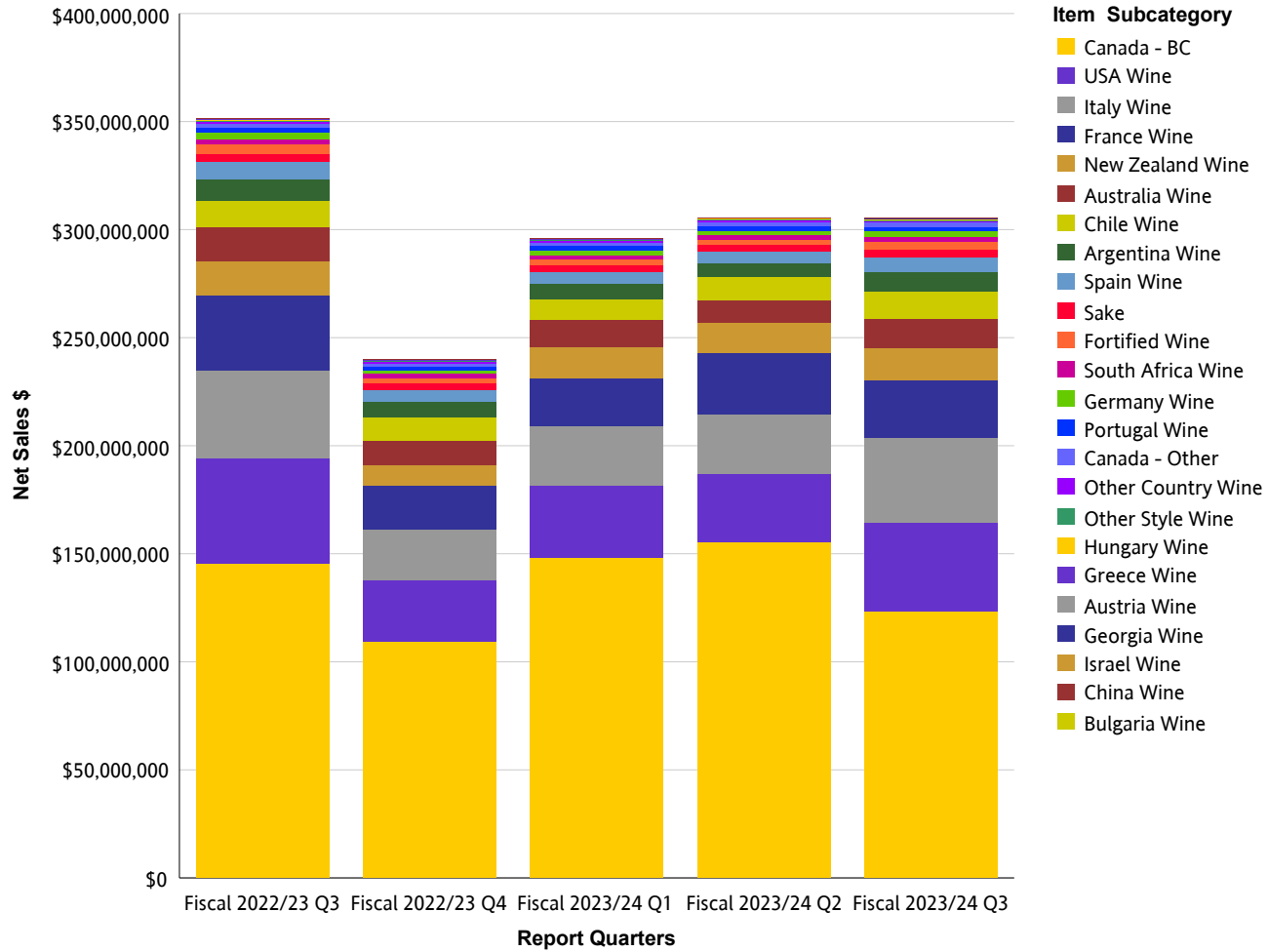
Spirits Sales (Litres)

Litres		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Other Spirits	Moonshine Spirits	14,580	8,025	14,043	15,223	14,462
	Ready to Mix Cocktails	27,687	25,290	32,202	29,918	25,618
	Ready to Serve Cocktails	67,903	54,447	125,435	144,271	80,942
	Schnapps and Akvavit	1,695	1,053	1,008	957	1,197
	Summary	134,579	96,129	183,592	204,885	146,182
Rum	Amber Rum	301,087	170,572	187,451	199,497	273,174
	Dark Rum	161,230	83,943	93,784	87,920	132,060
	Flavoured Rum	26,558	16,225	17,730	14,893	12,276
	Spiced Rum	484,154	208,982	231,622	247,267	415,689
	White Rum	334,035	239,519	296,783	307,734	311,234
	Summary	1,307,063	719,241	827,370	857,311	1,144,432
Tequila	Blanco/Silver Tequila	181,928	147,504	222,207	236,423	174,654
	Flavoured Tequila	15,199	10,672	17,020	18,476	12,890
	Gold Tequila	226,514	175,714	236,152	231,150	192,495
	Mezcal	18,357	12,436	17,896	16,816	15,564
	Summary	441,998	346,325	493,275	502,866	395,603
Vodka	Flavoured Vodka	208,089	155,005	201,063	178,094	166,430
	Straight Vodka	2,463,681	1,918,450	2,172,397	2,244,261	2,260,063
	Summary	2,671,770	2,073,455	2,373,460	2,422,355	2,426,493
Whisky	American Whiskey	105,679	69,776	70,669	70,639	88,821
	Blended Malt Scotch Whisky	2,898	4,268	3,268	3,793	5,554
	Blended Scotch Whisky	315,241	212,672	233,563	214,461	262,208
	Bourbon Whiskey	194,894	131,789	134,987	124,108	170,897
	Canadian Whisky	1,414,380	953,578	1,083,577	1,067,432	1,294,377
	Flavoured Whisky	27,536	10,534	9,403	8,828	29,693
	Irish Whiskey	215,893	153,503	134,393	134,551	190,610
	Other Country Whisky	30,130	18,610	18,580	14,741	25,215
	Single Malt Scotch Whisky	218,715	115,625	116,753	101,420	184,334

Spirits Sales (Litres)

Litres		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Whisky	Summary	2,525,366	1,670,356	1,805,193	1,739,973	2,251,710
Summary		9,791,776	6,366,764	7,383,077	7,478,004	8,723,351

Wine Sales (Net \$)



Wine Sales (Net \$)

Wine

Net Sales \$		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Argentina Wine	Argentina Red Wine	\$9,449,750	\$6,928,663	\$6,460,037	\$5,761,332	\$8,569,254
	Argentina Rose Wine	\$90,994	\$54,587	\$153,665	\$110,009	\$44,794
	Argentina Sparkling Wine	\$10,508	\$12,639	\$13,656	\$11,257	\$13,760
	Argentina White Wine	\$441,823	\$385,489	\$343,455	\$443,256	\$375,046
	Summary	\$9,993,075	\$7,381,378	\$6,970,812	\$6,325,854	\$9,002,854
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$128	\$3,202	\$192	\$192
	Australia Red Wine	\$9,303,252	\$7,141,583	\$7,172,629	\$5,599,869	\$7,575,867
	Australia Rose Wine	\$378,299	\$246,337	\$339,471	\$302,442	\$358,304
	Australia Sparkling Wine	\$1,282,319	\$621,808	\$896,725	\$782,227	\$1,413,161
	Australia White Wine	\$4,850,383	\$3,680,601	\$4,113,644	\$4,038,169	\$4,121,477
	Summary	\$15,814,254	\$11,690,457	\$12,525,670	\$10,722,899	\$13,469,000
Austria Wine	Austria Fruit and Dessert Wine	\$4,819	\$1,925	\$2,299	\$2,245	\$3,013
	Austria Red Wine	\$64,696	\$56,127	\$39,374	\$37,856	\$52,720
	Austria Rose Wine	\$4,948	\$6,577	\$8,455	\$10,990	\$8,098
	Austria Sparkling Wine	\$5,488	\$540	\$4,800	\$4,416	\$1,978
	Austria White Wine	\$78,469	\$125,532	\$127,777	\$123,660	\$84,281
	Summary	\$158,421	\$190,701	\$182,704	\$179,167	\$150,090
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	\$280,932	\$106,344	\$250,148	\$386,787	\$144,379
	Canada - BC Fruit Wine	\$1,330,688	\$625,331	\$1,254,377	\$1,620,352	\$1,023,165
	Canada - BC Ice Wine	\$817,271	\$629,253	\$950,538	\$1,203,385	\$734,277
	Canada - BC Red Wine	\$75,183,210	\$52,083,995	\$61,644,161	\$65,071,189	\$60,958,097
	Canada - BC Rose Wine	\$6,186,298	\$6,481,428	\$14,076,975	\$14,161,729	\$5,780,543

Wine Sales (Net \$)

Net Sales \$		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Canada - BC	Canada - BC Sparkling Wine	\$5,222,357	\$3,175,136	\$5,430,094	\$6,129,443	\$4,383,197
	Canada - BC White Wine	\$56,600,639	\$46,210,137	\$64,522,200	\$66,854,466	\$50,380,209
	Summary	\$145,621,394	\$109,311,624	\$148,128,493	\$155,427,351	\$123,403,867
Canada - Other	Canada - Other Dessert Wine	\$6,250	\$4,090	\$3,389	\$6,703	\$2,126
	Canada - Other Fruit Wine	\$2,168	\$4,414	\$11,807	\$3,732	\$1,674
	Canada - Other Ice Wine	\$539,264	\$537,246	\$579,084	\$887,606	\$612,367
	Canada - Other Red Wine	\$215,326	\$210,477	\$184,754	\$209,410	\$209,539
	Canada - Other Rose Wine	\$42,201	\$27,043	\$39,220	\$42,997	\$27,817
	Canada - Other Sparkling Wine	\$658,242	\$368,850	\$411,972	\$387,758	\$638,791
	Canada - Other White Wine	\$449,925	\$359,055	\$531,198	\$635,730	\$589,208
	Summary	\$1,913,377	\$1,511,174	\$1,761,424	\$2,173,936	\$2,081,522
Chile Wine	Chile Fruit and Dessert Wine	\$799	\$1,438	\$1,279	\$959	\$959
	Chile Red Wine	\$8,487,364	\$7,124,369	\$5,699,988	\$6,491,413	\$8,631,413
	Chile Rose Wine	\$296,500	\$330,990	\$615,367	\$524,962	\$348,766
	Chile Sparkling Wine	\$117,186	\$76,931	\$58,246	\$60,016	\$81,150
	Chile White Wine	\$3,405,561	\$3,018,011	\$3,198,977	\$3,712,499	\$3,412,078
	Summary	\$12,307,409	\$10,551,739	\$9,573,856	\$10,789,849	\$12,474,366
China Wine	China Fruit and Dessert Wine	\$20,746	\$15,519	\$10,226	\$14,792	\$12,102
	China Red Wine	\$13,607	\$12,674	\$1,253	\$0	\$7,589
	China White Wine	\$6,703	\$125	\$1,002	\$125	\$3,263
	Summary	\$41,056	\$28,317	\$12,481	\$14,917	\$22,954
Fortified Wine	Other Fortified Domestic Wine	\$857,688	\$553,937	\$718,419	\$800,230	\$727,367
	Other Fortified Import Wine	\$634,106	\$375,329	\$371,096	\$338,144	\$520,313
	Port Wine	\$1,283,407	\$500,823	\$529,415	\$503,862	\$1,110,207
	Sherry Wine	\$599,682	\$265,878	\$249,089	\$225,084	\$542,942
	Vermouth Wine	\$976,197	\$758,755	\$808,994	\$741,758	\$939,432
	Summary	\$4,351,080	\$2,454,722	\$2,677,012	\$2,609,079	\$3,840,262
France Wine	France Champagne Wine	\$10,055,115	\$5,099,440	\$4,377,722	\$5,114,824	\$8,198,289

Wine Sales (Net \$)

Net Sales \$		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
France Wine	France Fruit and Dessert Wine	\$27,088	\$59,144	\$19,620	\$25,939	\$48,391
	France Red Wine	\$15,333,568	\$8,133,217	\$7,190,694	\$13,698,394	\$9,978,725
	France Rose Wine	\$2,360,727	\$1,750,451	\$4,667,916	\$4,306,753	\$1,961,643
	France Sparkling Wine	\$1,406,459	\$718,462	\$880,778	\$713,098	\$1,279,580
	France White Wine	\$5,215,230	\$4,130,584	\$4,925,835	\$4,908,553	\$5,060,559
	Summary	\$34,398,186	\$19,891,298	\$22,062,566	\$28,767,562	\$26,527,187
Georgia Wine	Georgia Red Wine	\$86,927	\$61,172	\$60,427	\$56,838	\$104,239
	Georgia Rose Wine	\$0	\$0	\$0	\$593	\$3,414
	Georgia Sparkling Wine	\$0	\$0	\$0	\$419	\$644
	Georgia White Wine	\$5,282	\$4,743	\$4,067	\$6,505	\$18,001
	Summary	\$92,209	\$65,915	\$64,494	\$64,355	\$126,297
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Germany Red Wine	\$40,759	\$75,439	\$57,811	\$42,567	\$43,586
	Germany Rose Wine	\$4,338	\$7,658	\$13,332	\$11,115	\$5,995
	Germany Sparkling Wine	\$1,482,051	\$571,120	\$858,157	\$706,346	\$1,366,618
	Germany White Wine	\$1,323,788	\$944,094	\$943,692	\$954,882	\$1,225,868
	Summary	\$2,850,937	\$1,598,310	\$1,872,993	\$1,714,910	\$2,642,066
Greece Wine	Greece Fruit and Dessert Wine	\$175	\$1,925	\$1,051	\$0	\$0
	Greece Red Wine	\$132,278	\$97,732	\$117,554	\$101,528	\$144,188
	Greece Rose Wine	\$13,856	\$9,486	\$15,974	\$12,065	\$8,532
	Greece Sparkling Wine	\$2,316	\$2,454	\$8,576	\$7,415	\$6,107
	Greece White Wine	\$135,351	\$96,856	\$138,770	\$114,711	\$79,001
	Summary	\$283,976	\$208,453	\$281,927	\$235,720	\$237,828
Hungary Wine	Hungary Fruit and Dessert Wine	\$29,922	\$31,041	\$25,002	\$16,064	\$34,344
	Hungary Red Wine	\$35,530	\$14,233	\$25,766	\$17,183	\$36,097
	Hungary Rose Wine	\$0	\$0	\$0	\$900	\$900
	Hungary Sparkling Wine	\$174,643	\$79,853	\$137,592	\$188,912	\$148,897
	Hungary White Wine	\$122,979	\$133,435	\$86,623	\$126,272	\$101,404

Wine Sales (Net \$)

Net Sales \$		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Hungary Wine	Summary	\$363,075	\$258,562	\$274,983	\$349,331	\$321,642
Israel Wine	Israel Red Wine	\$41,355	\$38,330	\$18,120	\$42,671	\$32,488
	Israel Rose Wine	\$4,272	\$4,896	\$4,108	\$6,797	\$2,670
	Israel White Wine	\$9,148	\$6,864	\$10,686	\$15,393	\$7,755
	Summary	\$54,774	\$50,090	\$32,913	\$64,862	\$42,913
Italy Wine	Italy Fruit and Dessert Wine	\$14,742	\$14,610	\$13,327	\$6,261	\$9,703
	Italy Red Wine	\$19,479,074	\$11,929,055	\$10,932,044	\$10,631,555	\$17,562,446
	Italy Rose Wine	\$327,401	\$241,443	\$459,545	\$488,863	\$193,900
	Italy Sparkling Wine	\$3,323,327	\$1,835,441	\$2,429,267	\$2,387,385	\$2,888,118
	Italy White Wine	\$6,466,214	\$4,803,702	\$6,381,319	\$6,161,518	\$6,565,171
	Prosecco Wine	\$11,390,943	\$4,938,123	\$7,562,482	\$7,516,522	\$11,704,200
	Summary	\$41,001,701	\$23,762,374	\$27,777,984	\$27,192,105	\$38,923,538
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$838,127	\$498,515	\$522,226	\$508,083	\$875,999
	New Zealand Rose Wine	\$316,106	\$261,589	\$469,276	\$471,778	\$228,496
	New Zealand Sparkling Wine	\$158,394	\$43,157	\$69,044	\$75,202	\$154,273
	New Zealand White Wine	\$14,560,702	\$8,606,766	\$13,505,395	\$12,607,305	\$13,870,196
	Summary	\$15,873,330	\$9,410,027	\$14,565,941	\$13,662,368	\$15,128,963
Other Country Wine	Other Country Fruit and Dessert Wine	\$538,416	\$504,845	\$406,521	\$356,015	\$441,174
	Other Country Red Wine	\$202,103	\$159,556	\$159,432	\$104,571	\$160,136
	Other Country Rose Wine	\$22,503	\$9,417	\$23,964	\$22,694	\$11,373
	Other Country Sparkling Wine	\$37,260	\$12,795	\$14,159	\$14,378	\$21,687
	Other Country White Wine	\$74,725	\$49,474	\$69,920	\$45,937	\$84,881
	Summary	\$875,008	\$736,086	\$673,996	\$543,595	\$719,251
Other Style Wine	Aperitif And Flavoured Wine	\$125,120	\$62,072	\$62,646	\$62,753	\$85,837
	Mead	\$247,252	\$141,574	\$245,053	\$293,665	\$167,583
	Rice Wine	\$101,001	\$89,303	\$71,857	\$62,604	\$82,786
	Summary	\$473,373	\$292,949	\$379,557	\$419,022	\$336,206

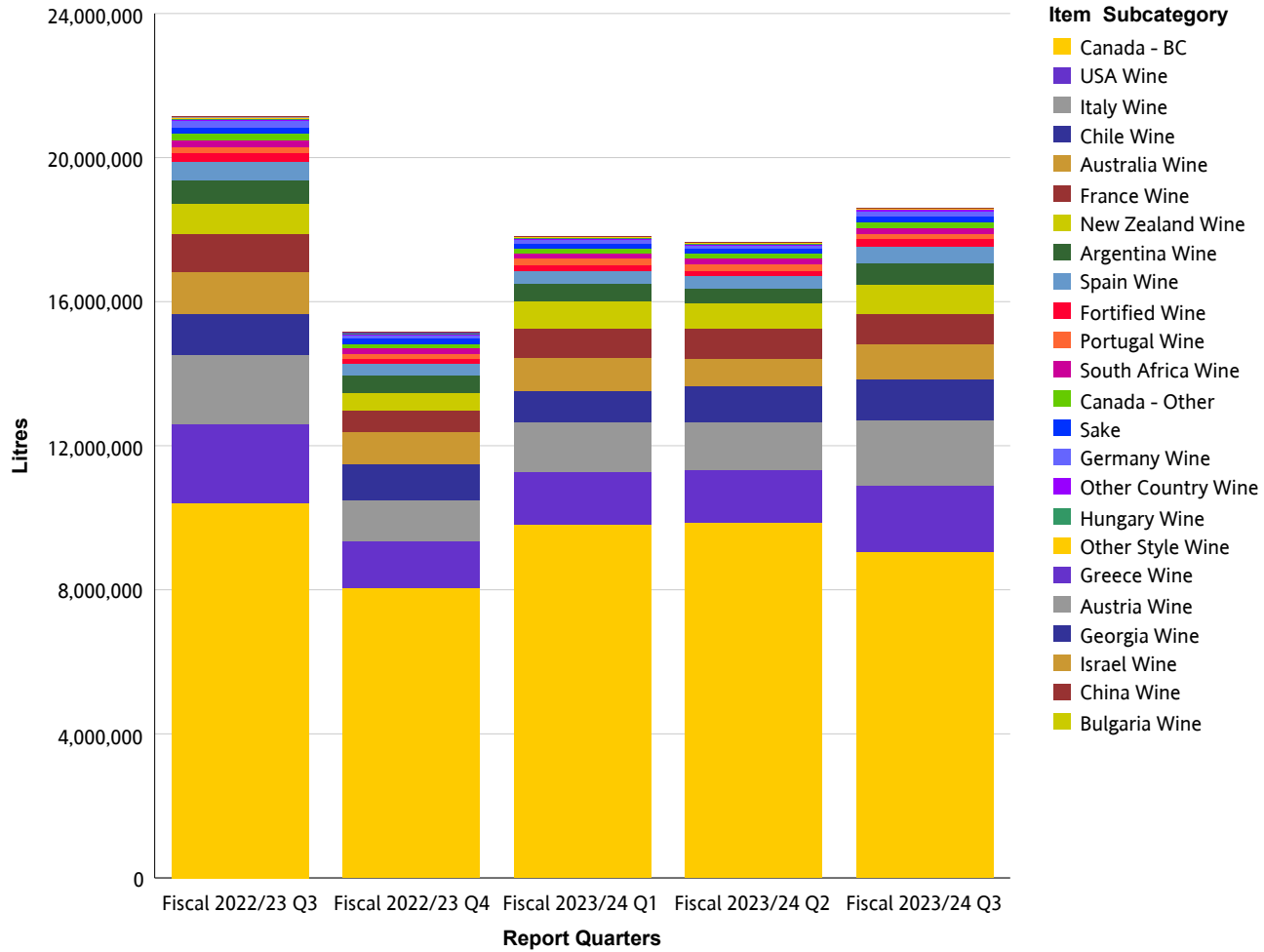
Wine Sales (Net \$)

Net Sales \$		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Portugal Wine	Portugal Fruit and Dessert Wine	\$7,312	\$7,141	\$2,674	\$2,442	\$54,806
	Portugal Red Wine	\$1,484,836	\$1,048,667	\$1,164,841	\$1,129,249	\$1,313,471
	Portugal Rose Wine	\$212,350	\$143,574	\$272,173	\$284,590	\$212,148
	Portugal Sparkling Wine	\$14,844	\$7,053	\$13,818	\$7,307	\$5,419
	Portugal White Wine	\$593,279	\$455,033	\$799,821	\$811,388	\$464,235
	Summary	\$2,312,621	\$1,661,468	\$2,253,327	\$2,234,975	\$2,050,079
Sake	Japan Sake	\$2,904,021	\$2,436,284	\$2,268,546	\$2,179,934	\$2,461,888
	Other Country Sake	\$71,041	\$73,575	\$68,646	\$100,821	\$84,829
	USA Sake	\$869,477	\$783,209	\$670,768	\$597,269	\$766,990
	Summary	\$3,844,540	\$3,293,068	\$3,007,961	\$2,878,024	\$3,313,707
South Africa Wine	South Africa Fruit and Dessert Wine	\$719	\$719	\$11,000	\$4,789	\$9,559
	South Africa Red Wine	\$1,251,824	\$896,443	\$839,016	\$829,879	\$981,897
	South Africa Rose Wine	\$48,010	\$60,148	\$114,470	\$125,753	\$53,141
	South Africa Sparkling Wine	\$3,197	\$5,930	\$2,527	\$2,998	\$3,093
	South Africa White Wine	\$1,218,936	\$1,005,358	\$1,145,336	\$1,158,240	\$972,630
	Summary	\$2,522,686	\$1,968,599	\$2,112,349	\$2,121,659	\$2,020,320
Spain Wine	Spain Fruit and Dessert Wine	\$11,224	\$13,592	\$13,176	\$14,192	\$10,927
	Spain Red Wine	\$5,026,320	\$3,682,968	\$3,404,794	\$3,197,428	\$4,424,975
	Spain Rose Wine	\$115,516	\$114,558	\$259,645	\$291,627	\$134,670
	Spain Sparkling Wine	\$2,272,985	\$979,751	\$1,318,251	\$1,402,612	\$2,144,225
	Spain White Wine	\$430,806	\$409,071	\$504,223	\$524,502	\$469,132
	Summary	\$7,856,852	\$5,199,941	\$5,500,089	\$5,430,361	\$7,183,930
USA Wine	USA Fruit and Dessert Wine	\$17,830	\$343	\$871	\$3,813	\$662
	USA Red Wine	\$38,948,792	\$22,126,114	\$24,822,947	\$23,384,390	\$33,064,017
	USA Rose Wine	\$1,141,452	\$845,714	\$1,267,863	\$1,188,933	\$873,890
	USA Sparkling Wine	\$370,876	\$211,417	\$175,506	\$153,019	\$209,722
	USA White Wine	\$8,015,283	\$5,315,782	\$7,026,159	\$6,963,030	\$7,112,320
	Summary	\$48,494,233	\$28,499,369	\$33,293,344	\$31,693,185	\$41,260,612

Wine Sales (Net \$)

Net Sales \$	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Summary	\$351,497,564	\$240,016,621	\$295,986,875	\$305,615,086	\$305,279,455

Wine Sales (Litres)



Wine Sales (Litres)

Wine

Litres		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Argentina Wine	Argentina Red Wine	620,912	458,691	432,406	379,002	558,024
	Argentina Rose Wine	6,878	3,874	11,471	7,732	2,978
	Argentina Sparkling Wine	693	886	882	702	896
	Argentina White Wine	32,840	24,878	21,603	37,219	27,964
	Summary	661,322	488,330	466,362	424,655	589,862
Australia Wine	Australia Fruit and Dessert Wine	0	4	100	6	6
	Australia Red Wine	649,593	516,939	524,544	382,882	528,441
	Australia Rose Wine	30,681	18,184	26,191	24,044	30,199
	Australia Sparkling Wine	89,186	40,916	61,342	48,914	96,218
	Australia White Wine	415,662	311,720	335,512	318,462	333,064
	Summary	1,185,121	887,764	947,689	774,308	987,927
Austria Wine	Austria Fruit and Dessert Wine	88	34	22	40	58
	Austria Red Wine	1,849	1,638	1,108	1,072	1,837
	Austria Rose Wine	153	202	225	304	239
	Austria Sparkling Wine	162	9	122	112	54
	Austria White Wine	2,524	3,899	3,861	3,888	2,681
	Summary	4,775	5,782	5,338	5,418	4,870
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	5,326	2,281	5,296	7,693	2,819
	Canada - BC Fruit Wine	64,938	32,186	65,601	77,761	46,566
	Canada - BC Ice Wine	8,053	6,294	8,221	10,696	7,453
	Canada - BC Red Wine	4,985,380	3,625,584	3,870,929	3,843,364	4,200,270
	Canada - BC Rose Wine	396,626	396,492	764,208	774,978	373,530

Wine Sales (Litres)

Litres		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Canada - BC	Canada - BC Sparkling Wine	193,427	121,489	201,192	226,357	165,359
	Canada - BC White Wine	4,747,143	3,854,719	4,899,732	4,914,090	4,257,064
	Summary	10,400,893	8,039,044	9,815,180	9,854,938	9,053,061
Canada - Other	Canada - Other Dessert Wine	53	34	28	91	20
	Canada - Other Fruit Wine	222	368	956	323	132
	Canada - Other Ice Wine	6,619	6,532	7,041	9,463	7,218
	Canada - Other Red Wine	19,374	20,871	14,393	18,833	15,772
	Canada - Other Rose Wine	3,078	2,319	3,279	3,813	2,422
	Canada - Other Sparkling Wine	93,182	51,699	54,079	54,440	89,715
	Canada - Other White Wine	48,603	37,592	56,247	66,007	57,929
	Summary	171,131	119,415	136,022	152,970	173,208
Chile Wine	Chile Fruit and Dessert Wine	22	40	36	27	27
	Chile Red Wine	744,955	671,919	492,007	588,441	762,186
	Chile Rose Wine	32,399	36,365	62,683	51,582	36,480
	Chile Sparkling Wine	6,340	4,252	3,098	3,315	4,383
	Chile White Wine	331,195	295,978	305,470	348,551	324,650
	Summary	1,114,912	1,008,554	863,295	991,916	1,127,725
China Wine	China Fruit and Dessert Wine	594	525	344	422	326
	China Red Wine	248	32	45	0	112
	China White Wine	202	4	36	4	94
	Summary	1,044	561	425	426	534
Fortified Wine	Other Fortified Domestic Wine	66,783	48,681	53,589	51,735	57,258
	Other Fortified Import Wine	30,527	19,359	19,193	16,607	25,398
	Port Wine	39,828	14,639	16,099	14,696	33,717
	Sherry Wine	27,839	11,771	10,972	9,958	24,720
	Vermouth Wine	76,686	56,284	59,186	54,542	69,045
	Summary	241,663	150,733	159,040	147,538	210,139
France Wine	France Champagne Wine	104,568	48,010	38,370	46,970	81,002

Wine Sales (Litres)

Litres		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
France Wine	France Fruit and Dessert Wine	279	378	156	285	601
	France Red Wine	538,696	297,852	292,294	333,426	404,698
	France Rose Wine	135,913	92,774	251,011	235,576	107,722
	France Sparkling Wine	67,620	35,975	46,346	34,342	63,086
	France White Wine	197,249	142,770	182,511	176,779	177,864
	Summary	1,044,325	617,759	810,687	827,377	834,974
Georgia Wine	Georgia Red Wine	4,203	2,979	2,916	2,601	4,752
	Georgia Rose Wine	0	0	0	14	76
	Georgia Sparkling Wine	0	0	0	9	14
	Georgia White Wine	234	225	180	202	620
	Summary	4,437	3,204	3,096	2,826	5,462
Germany Wine	Germany Fruit and Dessert Wine	0	0	0	0	0
	Germany Red Wine	1,958	1,810	1,744	1,440	1,682
	Germany Rose Wine	210	328	526	451	272
	Germany Sparkling Wine	91,195	31,063	49,273	36,612	76,838
	Germany White Wine	81,302	55,130	55,312	57,999	74,332
	Summary	174,664	88,332	106,856	96,502	153,123
Greece Wine	Greece Fruit and Dessert Wine	9	99	54	0	0
	Greece Red Wine	6,982	5,271	5,558	5,027	6,602
	Greece Rose Wine	508	495	598	392	393
	Greece Sparkling Wine	81	63	238	207	166
	Greece White Wine	7,076	5,556	6,458	6,371	3,796
	Summary	14,656	11,484	12,907	11,997	10,957
Hungary Wine	Hungary Fruit and Dessert Wine	571	507	382	273	555
	Hungary Red Wine	2,754	999	1,980	1,030	2,444
	Hungary Rose Wine	0	0	0	27	27
	Hungary Sparkling Wine	13,340	5,010	8,522	11,780	9,702
	Hungary White Wine	9,530	10,418	5,901	9,026	6,853

Wine Sales (Litres)

Litres		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Hungary Wine	Summary	26,194	16,933	16,784	22,136	19,580
Israel Wine	Israel Red Wine	1,665	1,485	683	1,557	1,188
	Israel Rose Wine	180	189	153	252	99
	Israel White Wine	405	286	432	531	297
	Summary	2,250	1,960	1,268	2,340	1,584
Italy Wine	Italy Fruit and Dessert Wine	147	116	118	67	100
	Italy Red Wine	788,496	500,885	478,364	460,497	698,969
	Italy Rose Wine	16,984	12,505	22,592	24,016	9,292
	Italy Sparkling Wine	162,749	94,168	122,791	120,411	138,213
	Italy White Wine	393,602	287,025	392,309	369,509	403,783
	Prosecco Wine	567,926	237,138	358,583	350,004	561,667
	Summary	1,929,905	1,131,836	1,374,758	1,324,504	1,812,024
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	34,888	20,210	22,654	21,567	43,252
	New Zealand Rose Wine	15,681	13,040	23,738	24,657	11,602
	New Zealand Sparkling Wine	7,587	1,832	3,204	3,474	7,638
	New Zealand White Wine	776,278	427,514	718,274	662,394	759,997
	Summary	834,435	462,595	767,870	712,092	822,490
Other Country Wine	Other Country Fruit and Dessert Wine	26,454	24,875	21,846	19,419	23,383
	Other Country Red Wine	8,356	5,964	5,437	4,180	6,851
	Other Country Rose Wine	638	326	1,034	910	328
	Other Country Sparkling Wine	1,059	424	485	560	688
	Other Country White Wine	2,632	1,699	2,436	2,315	3,416
	Summary	39,139	33,289	31,238	27,384	34,665
Other Style Wine	Aperitif And Flavoured Wine	8,065	3,761	4,124	3,624	4,962
	Mead	8,557	4,891	9,404	11,781	5,762
	Rice Wine	7,998	7,203	5,904	5,800	6,738
	Summary	24,620	15,855	19,432	21,205	17,461

Wine Sales (Litres)

Litres		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Portugal Wine	Portugal Fruit and Dessert Wine	169	112	58	50	1,094
	Portugal Red Wine	118,484	84,226	91,698	89,567	104,211
	Portugal Rose Wine	19,691	12,006	25,366	24,408	18,760
	Portugal Sparkling Wine	590	274	789	294	207
	Portugal White Wine	41,575	30,324	59,206	56,945	31,090
	Summary	180,508	126,944	177,118	171,264	155,361
Sake	Japan Sake	79,024	71,613	61,227	60,155	70,716
	Other Country Sake	2,936	2,643	2,723	3,662	3,119
	USA Sake	90,577	80,427	66,596	58,274	73,933
	Summary	172,536	154,683	130,545	122,091	147,768
South Africa Wine	South Africa Fruit and Dessert Wine	4	4	68	30	60
	South Africa Red Wine	86,654	63,906	58,674	57,190	66,580
	South Africa Rose Wine	3,668	5,004	8,892	10,216	4,012
	South Africa Sparkling Wine	130	324	81	133	93
	South Africa White Wine	100,387	84,092	89,986	89,612	73,606
	Summary	190,843	153,331	157,700	157,180	144,351
Spain Wine	Spain Fruit and Dessert Wine	322	414	475	417	312
	Spain Red Wine	346,542	236,232	233,007	201,460	294,351
	Spain Rose Wine	9,589	9,302	23,270	26,556	12,410
	Spain Sparkling Wine	131,094	54,068	70,141	75,357	116,996
	Spain White Wine	24,830	22,167	32,801	28,593	31,247
	Summary	512,378	322,182	359,693	332,383	455,315
USA Wine	USA Fruit and Dessert Wine	353	15	24	96	30
	USA Red Wine	1,632,531	940,071	975,253	1,008,516	1,380,570
	USA Rose Wine	99,721	72,414	90,243	82,498	72,960
	USA Sparkling Wine	13,958	7,438	6,165	5,702	8,120
	USA White Wine	454,055	293,347	378,005	375,976	382,694
	Summary	2,200,618	1,313,286	1,449,690	1,472,788	1,844,374

Wine Sales (Litres)

Litres	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Summary	21,132,370	15,153,856	17,812,994	17,656,238	18,606,814

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.