Hospitality Liquor Market Review

Fiscal 2024/25 Q3

December 2024

BRITISH COLUMBIA

LIQUOR DISTRIBUTION BRANCH

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Introduction

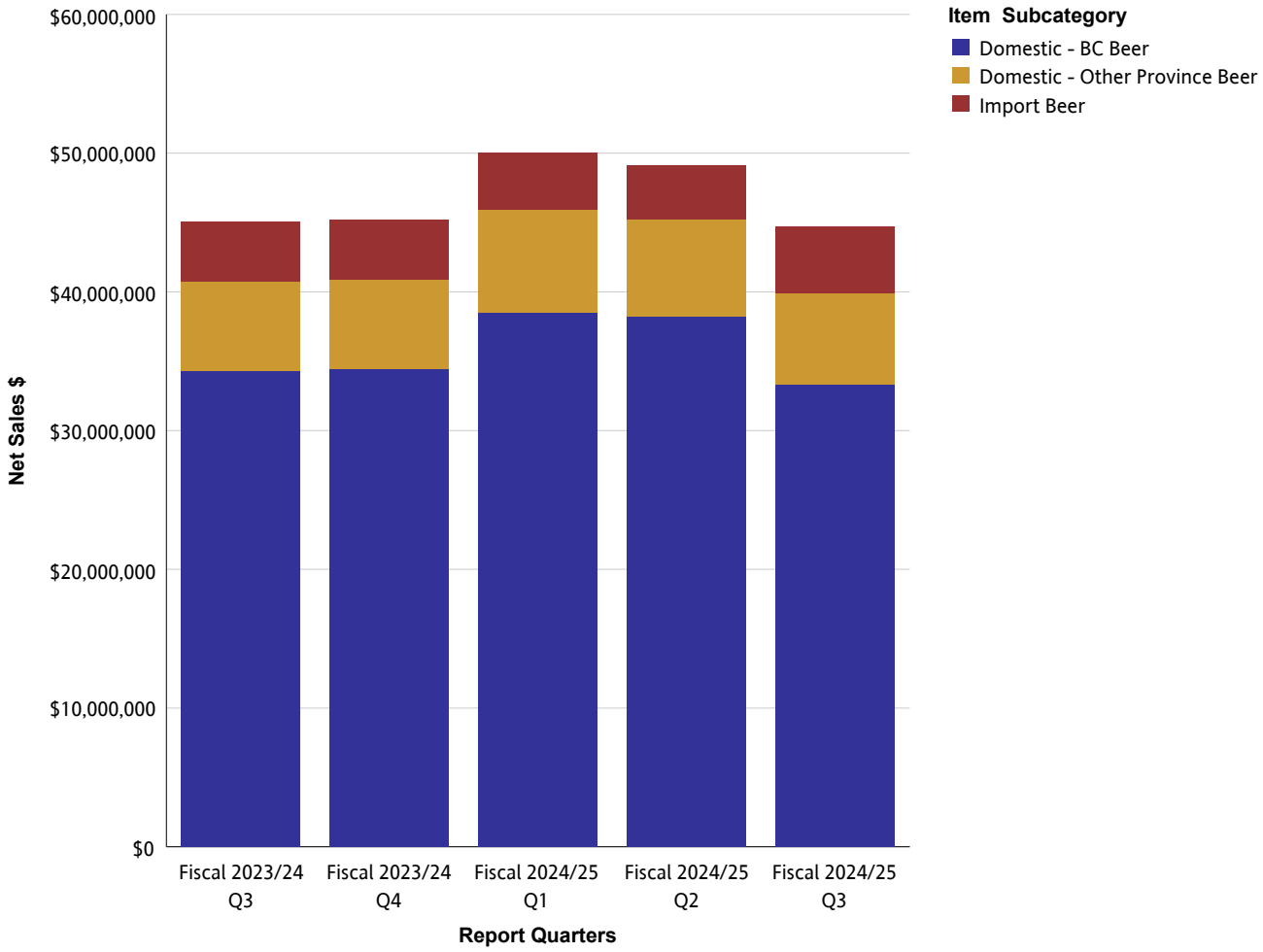
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer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

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

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

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

Beer Sales (Net $)

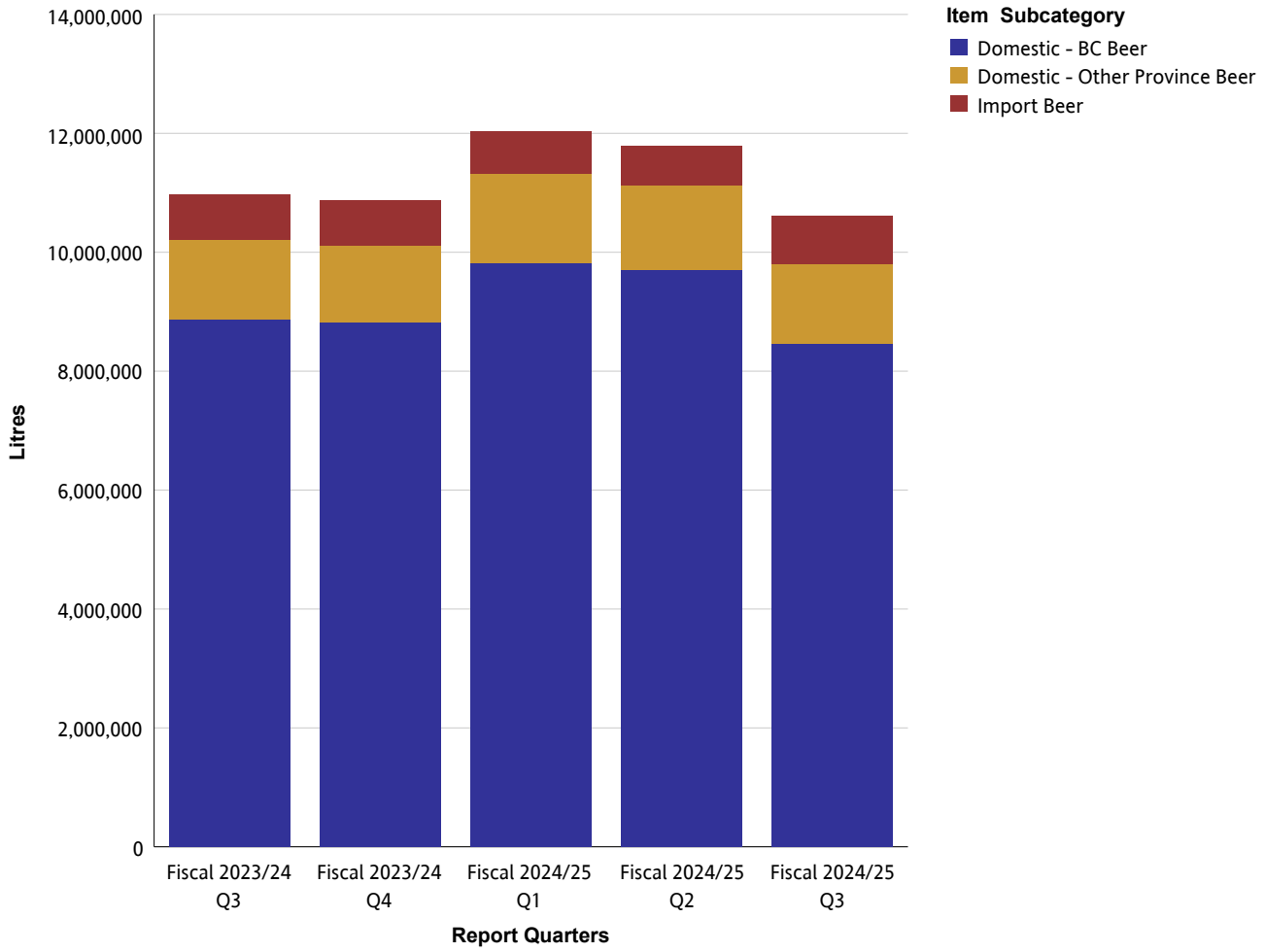


Beer Sales (Net $)

Beer

Net Sales $		Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3
Domestic - BC Beer	Domestic - BC Commercial Beer	$15,736,321	$15,580,650	$16,460,780	$15,747,313	$15,653,974
	Domestic - BC Micro Brew Beer	$10,257,354	$10,095,690	$11,701,917	$12,112,255	$9,248,861
	Domestic - BC Regional Beer	$8,334,633	$8,778,430	$10,345,404	$10,358,260	$8,402,470
	Summary	**$34,328,308**	**$34,454,770**	**$38,508,102**	**$38,217,828**	**$33,305,306**
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	$6,193,752	$6,236,505	$7,264,674	$6,874,744	$6,469,919
	Domestic - Other Province Micro Brew Beer	$32,723	$29,137	$28,400	$30,282	$35,420
	Domestic - Other Province Regional Beer	$228,954	$145,466	$136,124	$110,834	$111,884
	Summary	**$6,455,429**	**$6,411,108**	**$7,429,198**	**$7,015,861**	**$6,617,223**
Import Beer	Asia And South Pacific Beer	$302,285	$304,647	$367,577	$395,297	$362,527
	Europe Beer	$3,775,207	$3,838,870	$3,501,802	$3,243,621	$4,222,498
	Mexico And Caribbean Beer	$138,736	$129,123	$180,369	$191,393	$164,952
	Other Country Beer	$20,061	$13,937	$14,011	$9,753	$11,924
	USA Beer	$58,639	$37,502	$41,172	$21,664	$8,330
	Summary	**$4,294,927**	**$4,324,078**	**$4,104,931**	**$3,861,729**	**$4,770,232**
Summary		**$45,078,664**	**$45,189,956**	**$50,042,231**	**$49,095,417**	**$44,692,761**

Beer Sales (Litres)

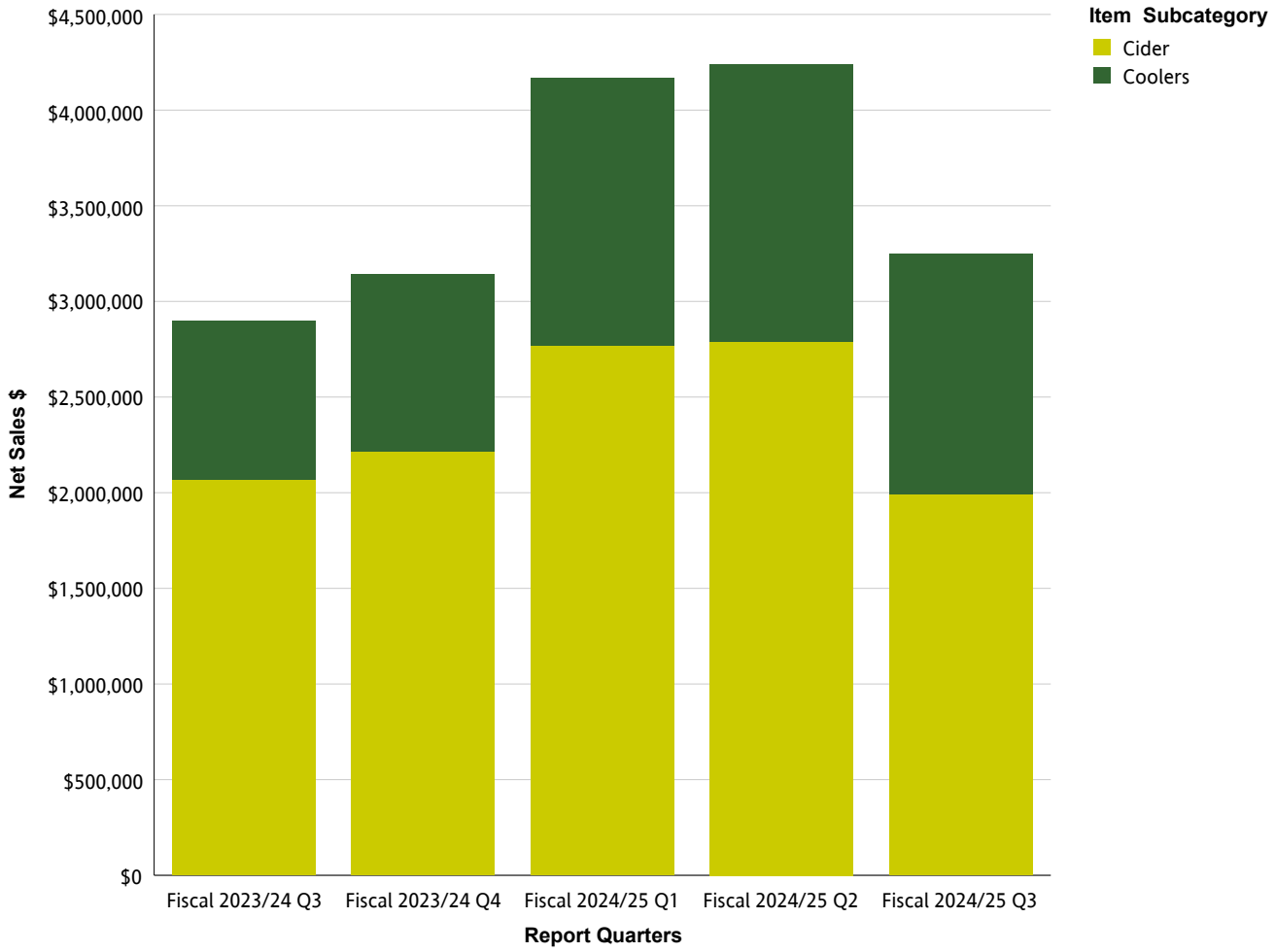


Beer Sales (Litres)

Beer

Litres		Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3
Domestic - BC Beer	Domestic - BC Commercial Beer	4,070,979	3,914,881	4,124,907	3,930,974	3,893,890
	Domestic - BC Micro Brew Beer	2,397,162	2,368,547	2,744,965	2,818,654	2,146,356
	Domestic - BC Regional Beer	2,406,827	2,533,830	2,941,285	2,948,739	2,426,147
	Summary	**8,874,968**	**8,817,258**	**9,811,157**	**9,698,367**	**8,466,393**
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	1,260,841	1,248,577	1,467,674	1,379,513	1,289,999
	Domestic - Other Province Micro Brew Beer	7,263	6,723	6,364	6,515	7,156
	Domestic - Other Province Regional Beer	68,889	46,474	42,189	34,245	34,947
	Summary	**1,336,993**	**1,301,774**	**1,516,227**	**1,420,273**	**1,332,102**
Import Beer	Asia And South Pacific Beer	50,297	50,726	61,199	65,780	60,298
	Europe Beer	667,724	671,541	609,453	563,225	720,441
	Mexico And Caribbean Beer	23,317	21,362	30,101	30,972	26,897
	Other Country Beer	3,333	2,242	2,281	1,538	1,902
	USA Beer	10,099	6,364	6,241	3,048	1,207
	Summary	**754,769**	**752,235**	**709,276**	**664,563**	**810,745**
Summary		**10,966,729**	**10,871,267**	**12,036,660**	**11,783,204**	**10,609,241**

Refreshment Beverages Sales (Net $)

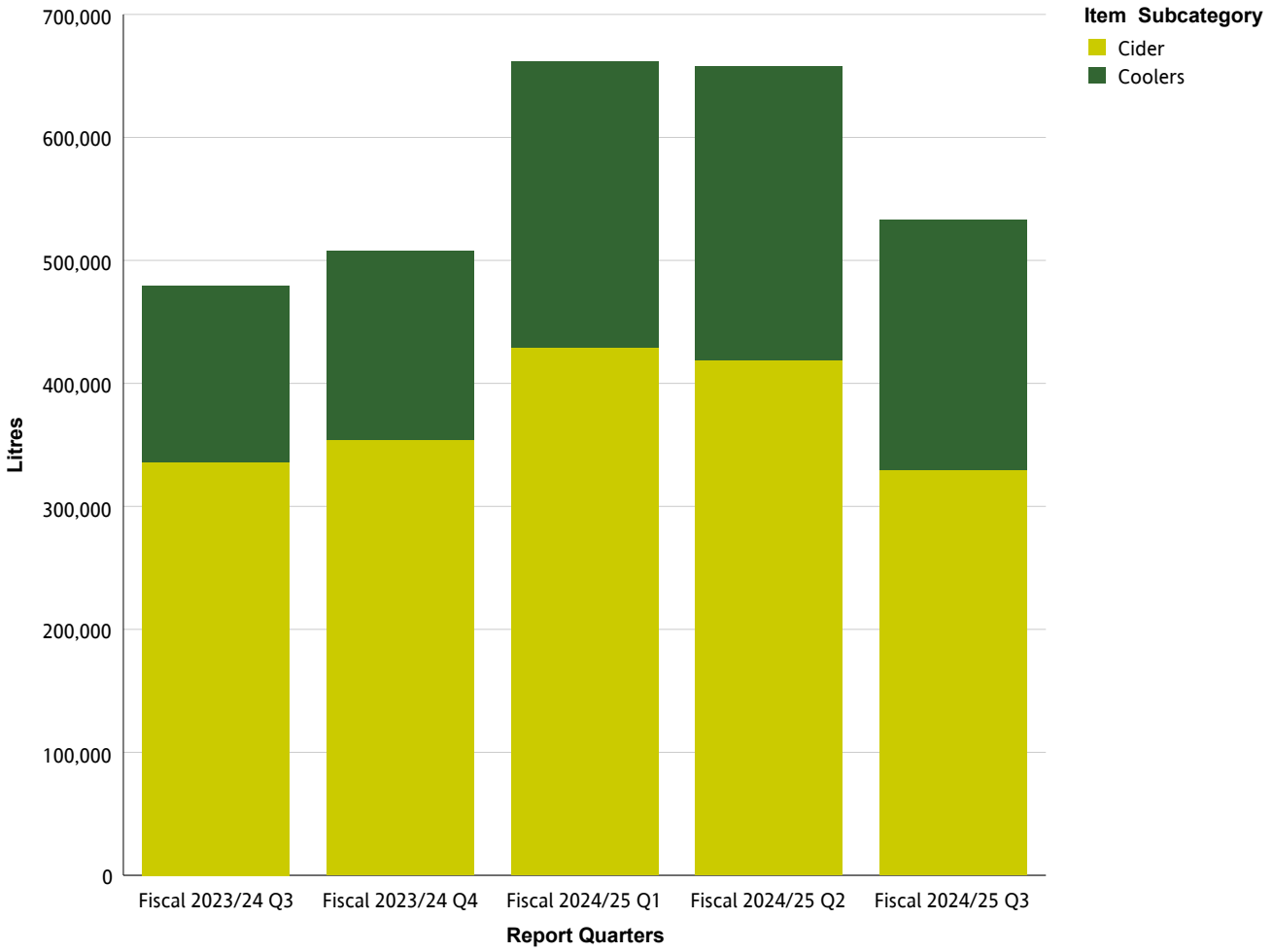


Refreshment Beverages Sales (Net $)

Refreshment Beverages

Net Sales $		Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3
Cider	Domestic Cider	$1,575,352	$1,682,899	$2,172,532	$2,278,714	$1,313,382
	Import Cider	$494,754	$530,030	$595,813	$509,224	$677,804
	Summary	**$2,070,106**	**$2,212,929**	**$2,768,344**	**$2,787,938**	**$1,991,186**
Coolers	Malt-Based Coolers	$21,439	$12,575	$16,643	$28,207	$9,109
	Spirit Coolers	$789,326	$895,664	$1,356,682	$1,399,800	$1,229,300
	Wine/Fruit Coolers	$18,484	$19,518	$26,194	$21,499	$17,250
	Summary	**$829,250**	**$927,758**	**$1,399,519**	**$1,449,506**	**$1,255,658**
Summary		**$2,899,355**	**$3,140,687**	**$4,167,863**	**$4,237,444**	**$3,246,844**

Refreshment Beverages Sales (Litres)

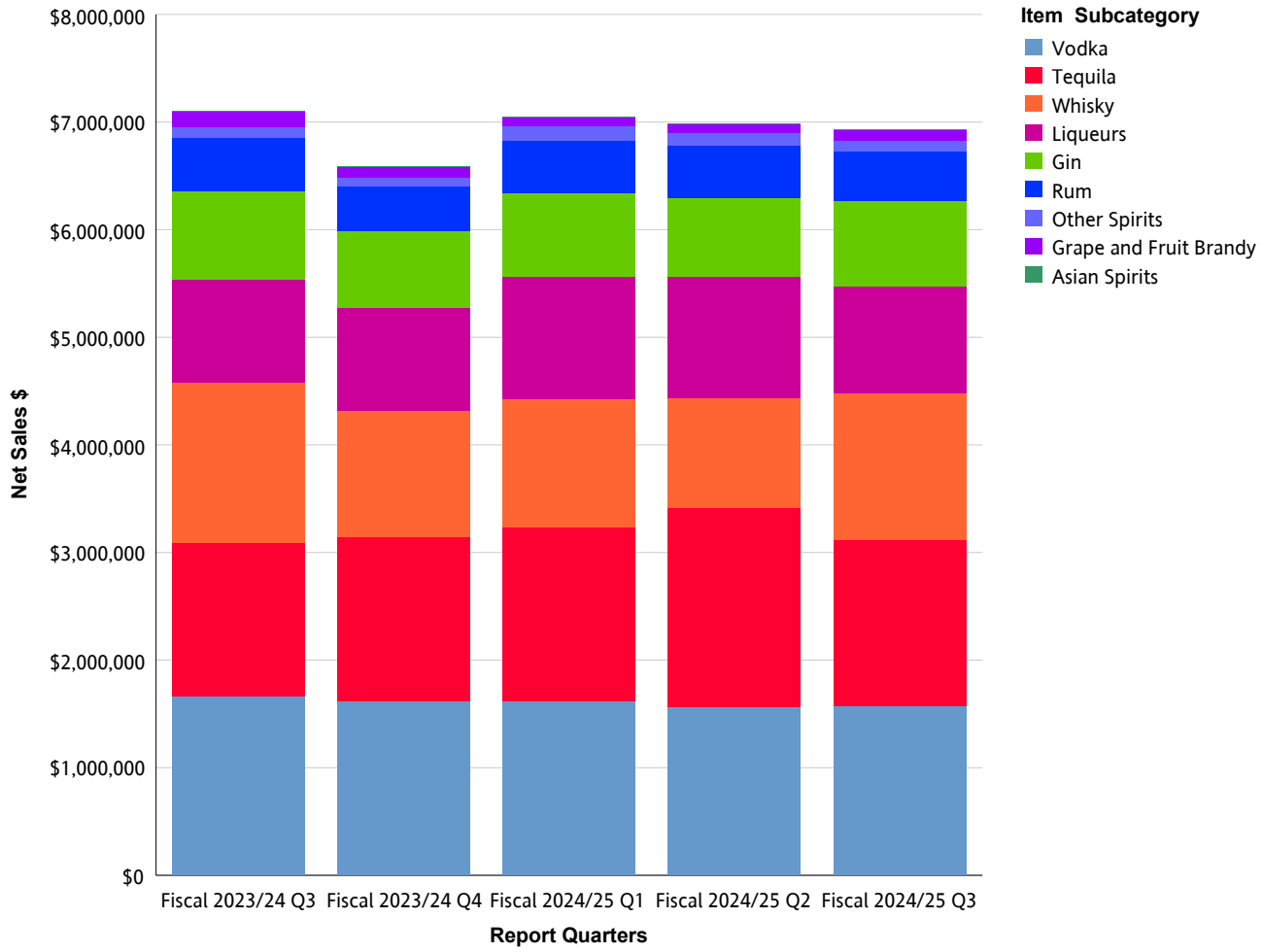


Refreshment Beverages Sales (Litres)

Refreshment Beverages

Litres		Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3
Cider	Domestic Cider	237,703	252,557	313,673	319,499	199,055
	Import Cider	98,056	101,709	115,769	99,600	130,576
	Summary	**335,759**	**354,267**	**429,442**	**419,099**	**329,631**
Coolers	Malt-Based Coolers	4,897	2,786	3,316	5,537	1,757
	Spirit Coolers	136,513	148,810	225,801	230,940	199,174
	Wine/Fruit Coolers	2,306	2,403	3,143	2,672	2,357
	Summary	**143,716**	**153,999**	**232,261**	**239,149**	**203,287**
Summary		**479,474**	**508,266**	**661,702**	**658,248**	**532,918**

Spirits Sales (Net $)



Spirits Sales (Net $)

Spirits

Net Sales $		Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3
Asian Spirits	China Spirits	$0	$0	$329	$0	$329
	Korea Spirits	$4,740	$4,533	$3,699	$3,307	$4,276
	Other Country Asian Spirits	$0	$268	$767	$0	$873
	Summary	**$4,740**	**$4,801**	**$4,795**	**$3,307**	**$5,478**
Gin	Dry Gin	$755,373	$657,173	$705,162	$665,512	$725,625
	Flavoured Gin	$31,770	$27,608	$42,207	$44,249	$31,258
	Other Gin	$32,273	$27,875	$31,084	$29,669	$32,647
	Summary	**$819,417**	**$712,656**	**$778,453**	**$739,430**	**$789,530**
Grape and Fruit Brandy	Armagnac	$1,024	$801	$0	$0	$879
	Brandy	$37,542	$26,504	$26,807	$30,262	$35,788
	Cognac	$68,549	$50,204	$38,427	$36,369	$45,908
	Eau de Vie	$18,978	$7,282	$7,525	$7,752	$11,313
	Grappa And Marc	$2,520	$1,999	$3,208	$3,150	$5,227
	Pisco	$6,860	$4,624	$6,762	$8,295	$5,122
	Summary	**$135,473**	**$91,414**	**$82,730**	**$85,828**	**$104,237**
Liqueurs	Anise And Herbal/Spice Liqueurs	$295,942	$306,439	$407,658	$387,523	$309,968
	Coffee And Cocoa Liqueurs	$109,913	$96,832	$94,509	$100,136	$118,711
	Cream/Dairy Liqueurs	$90,870	$104,248	$69,106	$59,146	$98,212
	Fruit Liqueurs	$326,232	$314,652	$389,105	$412,342	$322,326
	Nut Liqueurs	$39,943	$33,075	$35,839	$36,276	$44,451
	Other Liqueurs	$77,142	$87,151	$127,387	$121,906	$93,607
	Whiskey Liqueurs	$12,064	$13,796	$10,770	$10,548	$12,589
	Summary	**$952,106**	**$956,193**	**$1,134,374**	**$1,127,876**	**$999,864**
Other Spirits	Cachaca	$1,422	$1,653	$2,467	$1,242	$1,184
	Flavoured Spirits	$6,552	$6,494	$9,044	$7,003	$5,467
	Miscellaneous/Other Spirits	$21,564	$18,595	$20,454	$17,253	$13,270

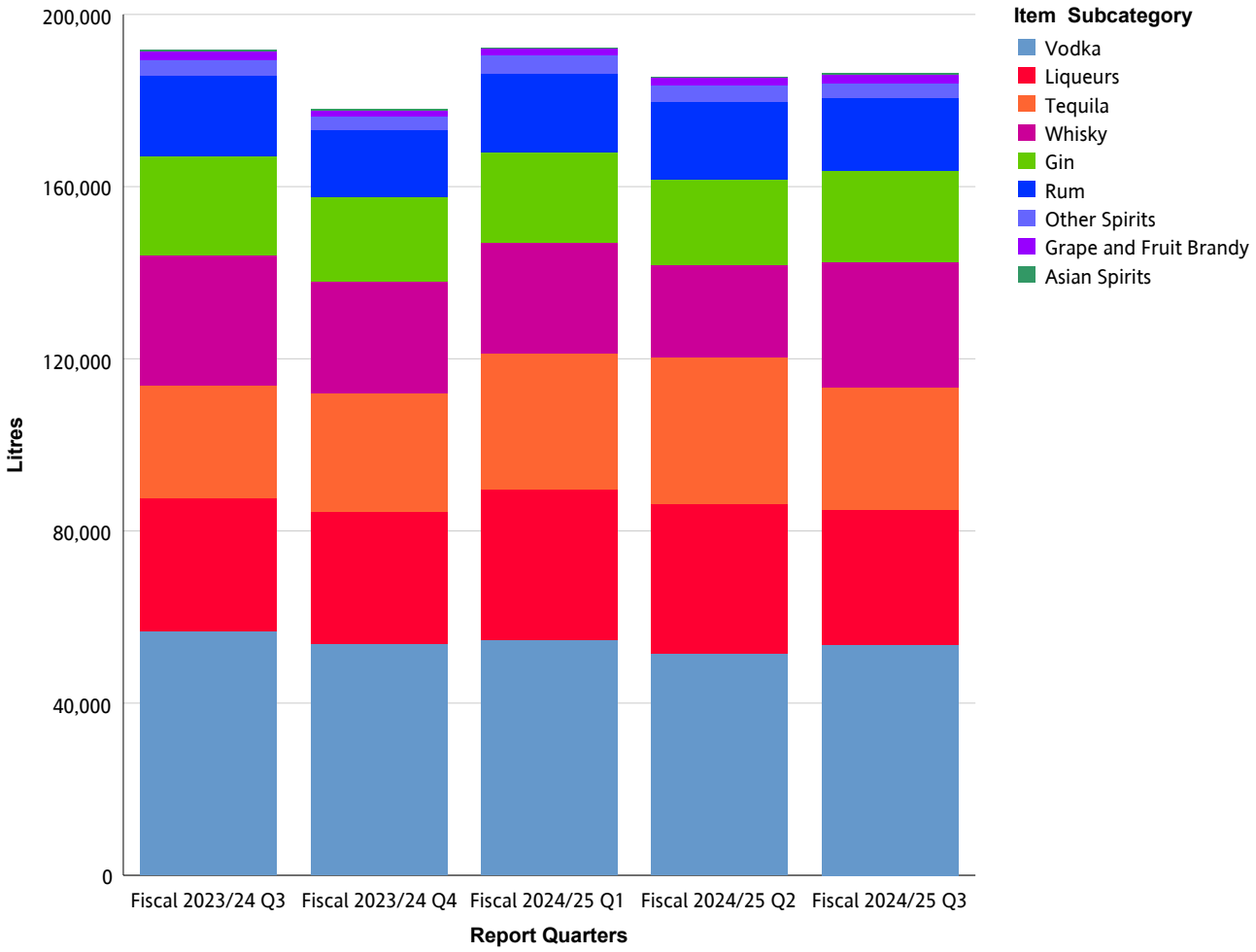
Spirits Sales (Net $)

Net Sales $		Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3
Other Spirits	Moonshine Spirits	$3,706	$1,219	$1,675	$293	$150
	Ready to Mix Cocktails	$51,804	$45,916	$60,194	$61,318	$53,904
	Ready to Serve Cocktails	$13,189	$7,131	$33,719	$19,721	$14,232
	Schnapps and Akvavit	$2,847	$1,747	$1,925	$2,802	$8,795
	Summary	**$101,084**	**$82,755**	**$129,478**	**$109,631**	**$97,004**
Rum	Amber Rum	$56,241	$40,020	$51,389	$49,133	$57,983
	Dark Rum	$42,816	$34,552	$33,074	$37,351	$40,566
	Flavoured Rum	$4,804	$2,465	$5,783	$2,978	$5,300
	Spiced Rum	$131,750	$129,045	$118,270	$92,668	$124,518
	White Rum	$267,449	$215,303	$284,066	$305,203	$233,985
	Summary	**$503,061**	**$421,385**	**$492,582**	**$487,334**	**$462,352**
Tequila	Blanco/Silver Tequila	$658,122	$725,585	$715,660	$952,589	$752,732
	Flavoured Tequila	$6,203	$5,596	$12,103	$9,254	$8,525
	Gold Tequila	$663,043	$694,072	$806,743	$824,760	$711,875
	Mezcal	$97,199	$105,606	$79,727	$66,835	$65,144
	Summary	**$1,424,567**	**$1,530,860**	**$1,614,233**	**$1,853,438**	**$1,538,275**
Vodka	Flavoured Vodka	$220,743	$217,200	$250,008	$241,940	$202,704
	Straight Vodka	$1,443,710	$1,401,349	$1,370,312	$1,323,360	$1,375,508
	Summary	**$1,664,453**	**$1,618,549**	**$1,620,319**	**$1,565,300**	**$1,578,212**
Whisky	American Whiskey	$89,479	$92,079	$95,967	$68,129	$84,260
	Blended Malt Scotch Whisky	$1,213	$1,782	$4,086	$1,387	$2,420
	Blended Scotch Whisky	$87,192	$76,085	$51,436	$48,924	$58,118
	Bourbon Whiskey	$369,747	$340,349	$324,367	$340,991	$502,359
	Canadian Whisky	$498,924	$279,645	$377,146	$240,940	$304,481
	Flavoured Whisky	$8,106	$4,186	$3,369	$4,987	$5,768
	Irish Whiskey	$189,929	$236,778	$177,215	$140,281	$166,765
	Other Country Whisky	$21,043	$12,029	$17,514	$18,426	$16,286
	Single Malt Scotch Whisky	$227,993	$124,719	$141,614	$148,786	$219,084

Spirits Sales (Net $)

Net Sales $		Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3
Whisky	**Summary**	**$1,493,626**	**$1,167,651**	**$1,192,713**	**$1,012,850**	**$1,359,541**
Summary		**$7,098,527**	**$6,586,264**	**$7,049,677**	**$6,984,993**	**$6,934,492**

Spirits Sales (Litres)



Spirits Sales (Litres)

Spirits

	Litres	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3
Asian Spirits	China Spirits	0	0	10	0	10
	Korea Spirits	258	248	184	184	232
	Other Country Asian Spirits	0	4	17	0	22
	Summary	**258**	**252**	**211**	**184**	**264**
Gin	Dry Gin	21,413	18,384	19,588	18,195	20,056
	Flavoured Gin	797	684	998	1,025	709
	Other Gin	662	570	598	583	648
	Summary	**22,872**	**19,638**	**21,184**	**19,803**	**21,413**
Grape and Fruit Brandy	Armagnac	13	8	0	0	9
	Brandy	1,126	846	760	866	1,072
	Cognac	557	385	327	356	417
	Eau de Vie	330	123	126	134	193
	Grappa And Marc	29	26	35	34	43
	Pisco	162	105	159	197	120
	Summary	**2,217**	**1,492**	**1,407**	**1,587**	**1,854**
Liqueurs	Anise And Herbal/Spice Liqueurs	8,717	9,286	12,251	11,698	9,168
	Coffee And Cocoa Liqueurs	4,184	3,538	3,457	3,425	4,410
	Cream/Dairy Liqueurs	3,324	3,645	2,378	2,017	3,505
	Fruit Liqueurs	10,752	10,529	12,697	13,415	10,389
	Nut Liqueurs	1,381	1,100	1,214	1,228	1,415
	Other Liqueurs	2,092	2,165	2,889	2,739	2,232
	Whiskey Liqueurs	332	374	293	280	339
	Summary	**30,782**	**30,638**	**35,179**	**34,802**	**31,459**
Other Spirits	Cachaca	38	39	61	27	26
	Flavoured Spirits	149	136	179	141	106
	Miscellaneous/Other Spirits	432	378	424	366	297

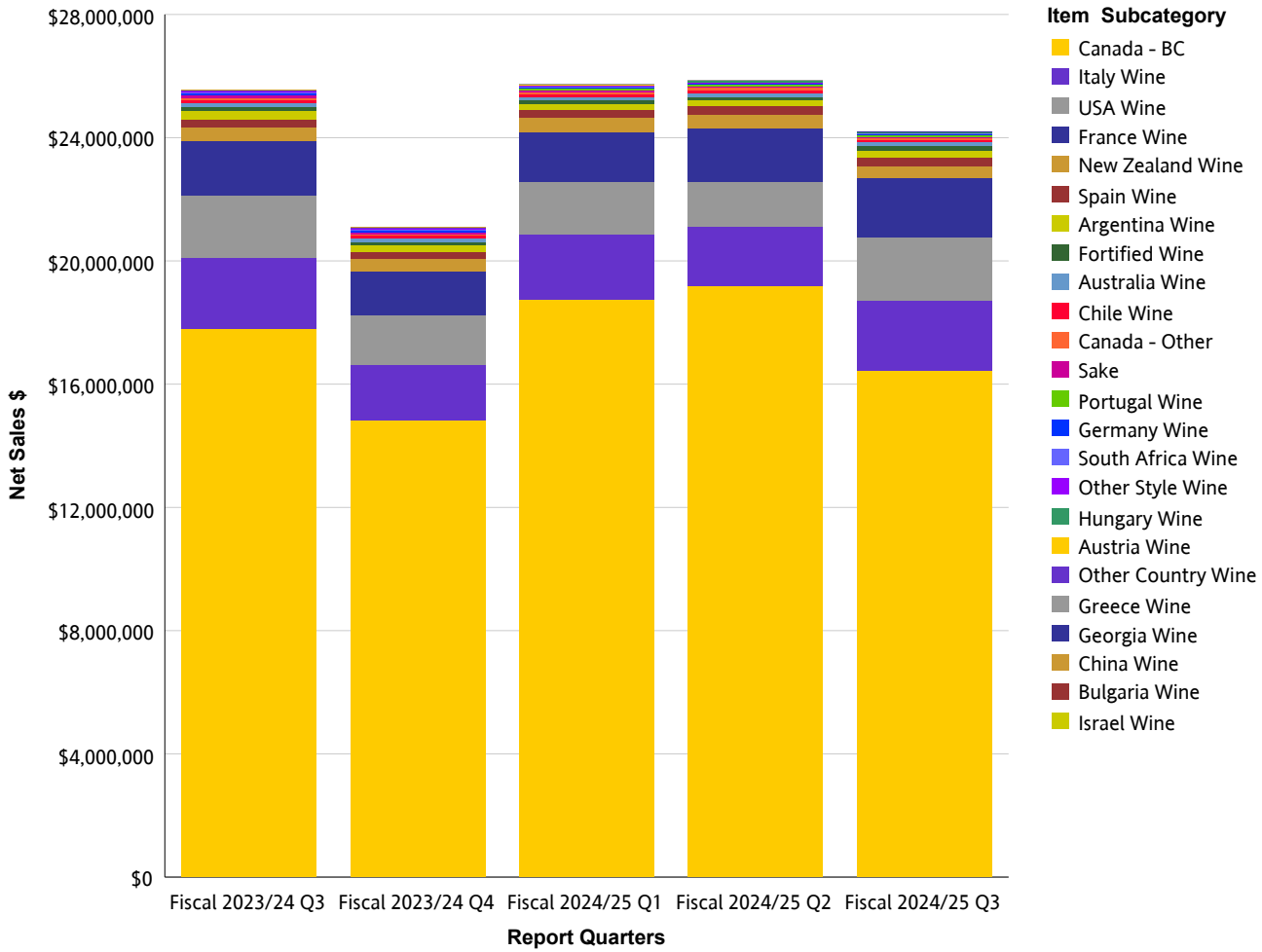
Spirits Sales (Litres)

Litres		Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3
Other Spirits	Moonshine Spirits	89	27	43	10	4
	Ready to Mix Cocktails	2,508	2,254	2,900	2,927	2,600
	Ready to Serve Cocktails	265	145	678	343	267
	Schnapps and Akvavit	56	37	42	60	100
	Summary	**3,536**	**3,016**	**4,326**	**3,874**	**3,401**
Rum	Amber Rum	1,496	1,109	1,334	1,366	1,497
	Dark Rum	1,532	1,178	1,144	1,250	1,393
	Flavoured Rum	108	58	176	76	113
	Spiced Rum	4,591	4,314	3,931	3,156	4,389
	White Rum	11,052	8,868	11,613	12,376	9,546
	Summary	**18,779**	**15,527**	**18,198**	**18,226**	**16,939**
Tequila	Blanco/Silver Tequila	13,051	14,056	14,197	17,454	14,413
	Flavoured Tequila	116	116	176	140	141
	Gold Tequila	11,498	11,798	15,773	15,543	12,970
	Mezcal	1,576	1,685	1,226	1,043	946
	Summary	**26,241**	**27,656**	**31,371**	**34,180**	**28,471**
Vodka	Flavoured Vodka	7,018	6,895	7,963	7,458	6,180
	Straight Vodka	49,771	46,856	46,686	44,002	47,321
	Summary	**56,789**	**53,751**	**54,649**	**51,460**	**53,502**
Whisky	American Whiskey	2,360	2,375	2,567	1,814	2,228
	Blended Malt Scotch Whisky	21	24	56	21	40
	Blended Scotch Whisky	1,477	1,251	849	852	1,028
	Bourbon Whiskey	7,904	7,012	6,932	7,364	10,807
	Canadian Whisky	11,357	7,960	9,392	6,308	8,599
	Flavoured Whisky	182	86	76	118	144
	Irish Whiskey	4,948	6,087	4,463	3,570	4,386
	Other Country Whisky	273	157	209	216	228
	Single Malt Scotch Whisky	1,798	1,032	1,151	1,080	1,508

Spirits Sales (Litres)

Litres		Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3
Whisky	**Summary**	**30,319**	**25,984**	**25,695**	**21,344**	**28,967**
Summary		**191,792**	**177,953**	**192,220**	**185,460**	**186,269**

Wine Sales (Net $)



Wine Sales (Net $)

Wine

Net Sales $		Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3
Argentina Wine	Argentina Red Wine	$258,776	$205,632	$182,249	$168,092	$227,360
	Argentina Rose Wine	$385	$482	$2,979	$1,774	$386
	Argentina Sparkling Wine	$3,197	$4,096	$3,534	$8,254	$5,503
	Argentina White Wine	$13,006	$10,342	$15,477	$16,205	$18,065
	Summary	**$275,363**	**$220,552**	**$204,240**	**$194,325**	**$251,314**
Australia Wine	Australia Fruit and Dessert Wine	$0	$0	$0	$0	$0
	Australia Red Wine	$95,560	$94,243	$77,653	$72,415	$95,826
	Australia Rose Wine	$1,657	$1,278	$2,440	$4,747	$1,429
	Australia Sparkling Wine	$2,518	$3,138	$5,601	$3,630	$4,930
	Australia White Wine	$18,230	$17,246	$18,713	$24,235	$17,735
	Summary	**$117,965**	**$115,905**	**$104,407**	**$105,028**	**$119,921**
Austria Wine	Austria Fruit and Dessert Wine	$0	$330	$0	$0	$0
	Austria Red Wine	$4,087	$2,183	$897	$1,815	$0
	Austria Rose Wine	$293	$706	$414	$326	$867
	Austria Sparkling Wine	$0	$0	$264	$2,436	$0
	Austria White Wine	$8,196	$13,360	$11,285	$8,667	$11,997
	Summary	**$12,576**	**$16,578**	**$12,860**	**$13,245**	**$12,864**
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	$13,360	$7,979	$6,082	$9,306	$6,322
	Canada - BC Fruit Wine	$133,172	$33,477	$36,174	$95,691	$183,178
	Canada - BC Ice Wine	$32,794	$42,271	$34,124	$47,719	$34,093
	Canada - BC Red Wine	$8,470,296	$6,798,509	$7,334,472	$7,036,650	$7,567,320
	Canada - BC Rose Wine	$693,011	$708,202	$1,507,864	$1,673,747	$774,072

Wine Sales (Net $)

Net Sales $		Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3
Canada - BC	Canada - BC Sparkling Wine	$923,044	$777,051	$1,227,963	$1,259,354	$878,153
	Canada - BC White Wine	$7,542,860	$6,463,056	$8,587,834	$9,062,966	$7,013,051
	Summary	**$17,808,537**	**$14,830,544**	**$18,734,514**	**$19,185,432**	**$16,456,190**
Canada - Other	Canada - Other Dessert Wine	$5,233	$3,925	$2,844	$1,773	$1,404
	Canada - Other Fruit Wine	$0	$0	$0	$0	$0
	Canada - Other Ice Wine	$803	$803	$1,606	$401	$803
	Canada - Other Red Wine	$66	$0	$3,089	$2,235	$0
	Canada - Other Rose Wine	$0	$0	$983	$1,562	$0
	Canada - Other Sparkling Wine	$36,430	$33,629	$50,700	$52,655	$49,841
	Canada - Other White Wine	$8,384	$11,174	$12,108	$13,526	$6,385
	Summary	**$50,915**	**$49,532**	**$71,329**	**$72,153**	**$58,433**
Chile Wine	Chile Fruit and Dessert Wine	$160	$0	$160	$320	$160
	Chile Red Wine	$72,608	$60,684	$53,956	$57,734	$53,153
	Chile Rose Wine	$0	$348	$712	$1,492	$483
	Chile Sparkling Wine	$0	$0	$0	$0	$0
	Chile White Wine	$29,757	$28,033	$28,348	$54,722	$19,433
	Summary	**$102,525**	**$89,064**	**$83,176**	**$114,269**	**$73,229**
China Wine	China Fruit and Dessert Wine	$0	$0	$0	$0	$0
	China Red Wine	$0	$376	$0	$0	$0
	China White Wine	$221	$0	$0	$0	$0
	Summary	**$221**	**$376**	**$0**	**$0**	**$0**
Fortified Wine	Other Fortified Domestic Wine	$19,733	$17,942	$18,849	$18,848	$22,944
	Other Fortified Import Wine	$24,583	$15,095	$18,537	$13,660	$20,649
	Port Wine	$20,014	$17,545	$18,502	$21,864	$30,198
	Sherry Wine	$7,861	$6,677	$8,620	$4,099	$6,354
	Vermouth Wine	$62,466	$54,009	$57,578	$53,434	$66,781
	Summary	**$134,657**	**$111,267**	**$122,085**	**$111,906**	**$146,926**
France Wine	France Champagne Wine	$614,135	$440,481	$383,323	$410,853	$607,516

Wine Sales (Net $)

Net Sales $		Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3
France Wine	France Fruit and Dessert Wine	$5,798	$1,977	$1,679	$12,294	$3,638
	France Red Wine	$477,924	$353,657	$310,227	$329,773	$561,181
	France Rose Wine	$117,580	$135,797	$251,122	$319,923	$125,920
	France Sparkling Wine	$46,982	$25,619	$32,459	$36,980	$28,086
	France White Wine	$518,302	$455,677	$635,697	$602,133	$599,411
	Summary	**$1,780,720**	**$1,413,207**	**$1,614,507**	**$1,711,956**	**$1,925,752**
Georgia Wine	Georgia Red Wine	$190	$0	$0	$0	$1,290
	Georgia Rose Wine	$0	$0	$0	$0	$593
	Georgia Sparkling Wine	$0	$0	$0	$0	$429
	Georgia White Wine	$949	$379	$0	$0	$1,456
	Summary	**$1,139**	**$379**	**$0**	**$0**	**$3,769**
Germany Wine	Germany Fruit and Dessert Wine	$0	$0	$0	$0	$0
	Germany Red Wine	$2,466	$5,742	$545	$2,272	$403
	Germany Rose Wine	$1,147	$844	$177	$708	$0
	Germany Sparkling Wine	$29,905	$23,780	$25,330	$18,854	$27,045
	Germany White Wine	$11,376	$6,850	$4,961	$5,945	$7,616
	Summary	**$44,893**	**$37,217**	**$31,013**	**$27,779**	**$35,064**
Greece Wine	Greece Fruit and Dessert Wine	$0	$0	$366	$0	$0
	Greece Red Wine	$203	$490	$2,051	$940	$1,294
	Greece Rose Wine	$148	$0	$0	$0	$95
	Greece Sparkling Wine	$168	$168	$0	$0	$0
	Greece White Wine	$1,105	$288	$9,783	$1,686	$1,444
	Summary	**$1,624**	**$946**	**$12,200**	**$2,626**	**$2,833**
Hungary Wine	Hungary Fruit and Dessert Wine	$1,711	$2,155	$2,033	$2,390	$1,243
	Hungary Red Wine	$0	$0	$0	$0	$0
	Hungary Rose Wine	$0	$0	$0	$0	$0
	Hungary Sparkling Wine	$12,996	$6,283	$13,962	$29,065	$23,637
	Hungary White Wine	$297	$683	$1,263	$2,269	$363

Wine Sales (Net $)

	Net Sales $	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3
Hungary Wine	**Summary**	**$15,004**	**$9,120**	**$17,257**	**$33,723**	**$25,244**
Israel Wine	Israel Red Wine	$0	$0	$0	$0	$0
	Israel Rose Wine	$0	$0	$0	$0	$0
	Israel White Wine	$0	$0	$0	$0	$0
	Summary	**$0**	**$0**	**$0**	**$0**	**$0**
Italy Wine	Italy Fruit and Dessert Wine	$1,320	$1,251	$1,941	$630	$1,444
	Italy Red Wine	$1,176,263	$829,784	$914,109	$744,854	$1,139,026
	Italy Rose Wine	$7,790	$7,138	$19,586	$15,409	$10,562
	Italy Sparkling Wine	$283,933	$270,846	$372,468	$363,895	$330,631
	Italy White Wine	$417,361	$338,726	$431,245	$435,053	$413,895
	Prosecco Wine	$427,245	$332,452	$377,574	$371,300	$353,528
	Summary	**$2,313,911**	**$1,780,197**	**$2,116,923**	**$1,931,142**	**$2,249,086**
New Zealand Wine	New Zealand Fruit and Dessert Wine	$0	$0	$0	$0	$0
	New Zealand Red Wine	$17,954	$10,679	$6,209	$7,812	$8,206
	New Zealand Rose Wine	$3,039	$3,800	$4,813	$8,690	$2,143
	New Zealand Sparkling Wine	$1,652	$1,002	$694	$2,397	$881
	New Zealand White Wine	$404,697	$392,298	$459,829	$446,424	$383,801
	Summary	**$427,343**	**$407,779**	**$471,545**	**$465,322**	**$395,033**
Other Country Wine	Other Country Fruit and Dessert Wine	$809	$2,845	$960	$1,645	$663
	Other Country Red Wine	$2,991	$4,003	$6,165	$2,270	$2,524
	Other Country Rose Wine	$0	$0	$2,166	$0	$0
	Other Country Sparkling Wine	$734	$1,705	$2,426	$1,899	$306
	Other Country White Wine	$1,592	$2,136	$2,863	$2,389	$850
	Summary	**$6,126**	**$10,689**	**$14,579**	**$8,204**	**$4,344**
Other Style Wine	Aperitif And Flavoured Wine	$1,141	$1,980	$894	$917	$1,159
	Mead	$14,140	$18,216	$24,843	$36,648	$17,745
	Rice Wine	$3,111	$2,436	$3,409	$2,617	$1,904
	Summary	**$18,393**	**$22,632**	**$29,146**	**$40,182**	**$20,808**

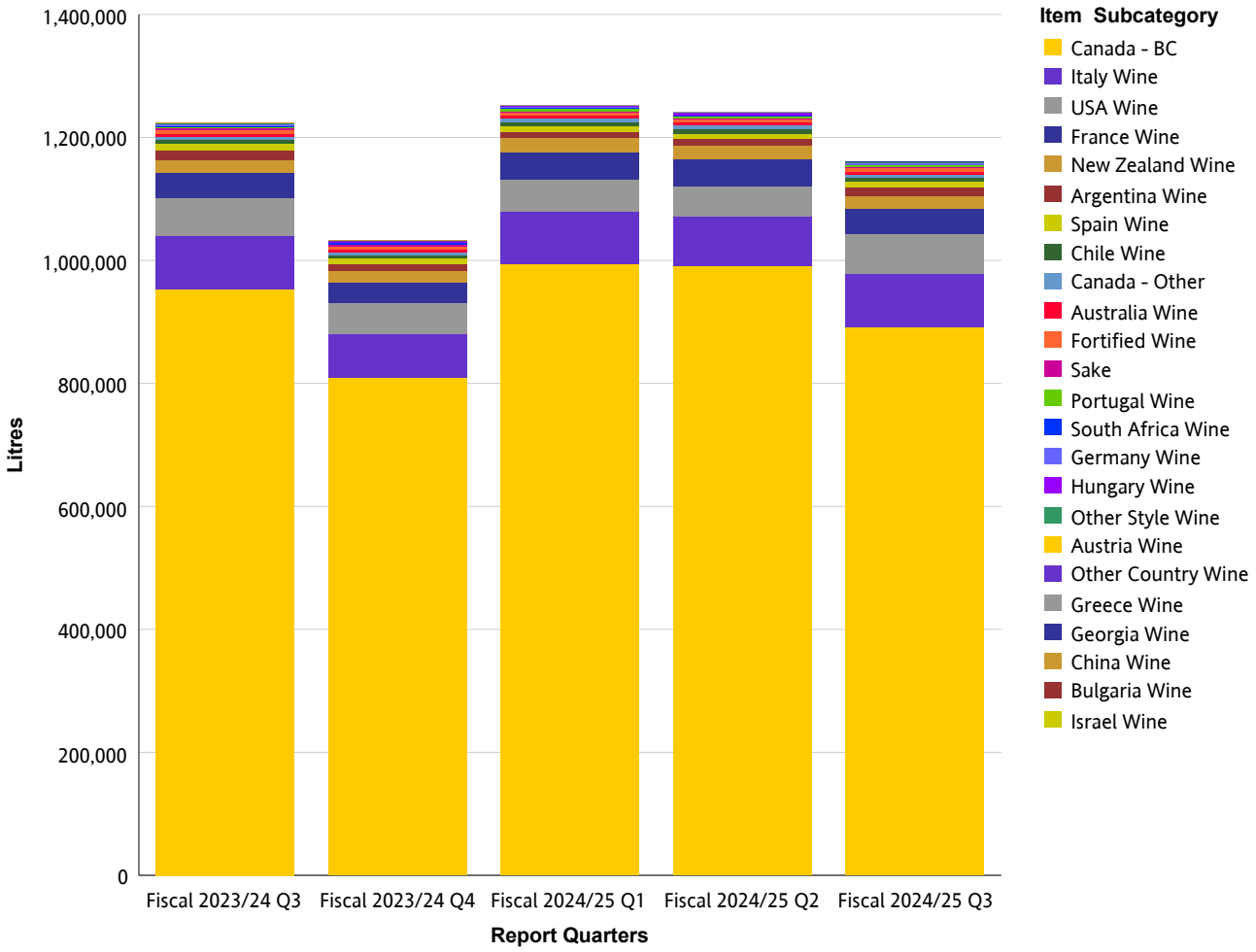
Wine Sales (Net $)

Net Sales $		Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3
Portugal Wine	Portugal Fruit and Dessert Wine	$1,204	$0	$395	$117	$234
	Portugal Red Wine	$10,070	$8,114	$10,318	$6,377	$10,955
	Portugal Rose Wine	$456	$253	$588	$1,142	$0
	Portugal Sparkling Wine	$270	$0	$270	$0	$0
	Portugal White Wine	$19,678	$17,657	$51,143	$31,528	$23,433
	Summary	**$31,679**	**$26,023**	**$62,714**	**$39,165**	**$34,623**
Sake	Japan Sake	$40,113	$19,582	$20,644	$20,360	$25,215
	Other Country Sake	$21,375	$16,855	$18,613	$19,981	$19,057
	USA Sake	$16,306	$11,788	$11,802	$13,144	$10,899
	Summary	**$77,794**	**$48,225**	**$51,059**	**$53,486**	**$55,171**
South Africa Wine	South Africa Fruit and Dessert Wine	$0	$0	$0	$0	$0
	South Africa Red Wine	$26,739	$20,718	$10,971	$6,285	$4,483
	South Africa Rose Wine	$0	$240	$0	$0	$0
	South Africa Sparkling Wine	$0	$2,790	$336	$505	$0
	South Africa White Wine	$19,154	$14,144	$21,485	$18,350	$14,391
	Summary	**$45,893**	**$37,891**	**$32,792**	**$25,140**	**$18,874**
Spain Wine	Spain Fruit and Dessert Wine	$632	$595	$1,682	$506	$1,467
	Spain Red Wine	$173,678	$125,614	$118,353	$151,009	$129,615
	Spain Rose Wine	$4,848	$2,529	$5,351	$5,273	$2,590
	Spain Sparkling Wine	$69,341	$66,777	$82,498	$83,087	$92,047
	Spain White Wine	$27,270	$24,298	$36,986	$29,112	$28,617
	Summary	**$275,769**	**$219,813**	**$244,869**	**$268,987**	**$254,337**
USA Wine	USA Fruit and Dessert Wine	$0	$0	$0	$0	$0
	USA Red Wine	$1,651,518	$1,342,588	$1,337,214	$1,082,917	$1,688,183
	USA Rose Wine	$4,433	$4,638	$4,513	$6,038	$4,750
	USA Sparkling Wine	$9,545	$5,726	$9,506	$5,792	$11,508
	USA White Wine	$327,728	$280,170	$363,391	$371,760	$354,686
	Summary	**$1,993,223**	**$1,633,121**	**$1,714,624**	**$1,466,507**	**$2,059,127**

Wine Sales (Net $)

Net Sales $	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3
Summary	**$25,536,272**	**$21,081,058**	**$25,745,841**	**$25,870,577**	**$24,202,943**

Wine Sales (Litres)



Wine Sales (Litres)

Wine

Litres		Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3
Argentina Wine	Argentina Red Wine	13,614	10,455	8,998	8,443	12,244
	Argentina Rose Wine	36	45	198	99	36
	Argentina Sparkling Wine	207	261	238	432	288
	Argentina White Wine	950	746	1,120	1,124	1,224
	Summary	**14,806**	**11,507**	**10,555**	**10,098**	**13,792**
Australia Wine	Australia Fruit and Dessert Wine	0	0	0	0	0
	Australia Red Wine	4,157	4,296	3,454	3,093	4,306
	Australia Rose Wine	54	45	68	135	27
	Australia Sparkling Wine	162	189	382	234	315
	Australia White Wine	976	934	1,035	1,266	1,094
	Summary	**5,350**	**5,464**	**4,939**	**4,728**	**5,742**
Austria Wine	Austria Fruit and Dessert Wine	0	2	0	0	0
	Austria Red Wine	124	50	32	50	0
	Austria Rose Wine	4	14	4	9	14
	Austria Sparkling Wine	0	0	9	72	0
	Austria White Wine	254	396	369	219	327
	Summary	**382**	**461**	**414**	**350**	**341**
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	268	100	100	155	163
	Canada - BC Fruit Wine	5,574	1,706	1,622	4,836	8,576
	Canada - BC Ice Wine	532	419	625	732	465
	Canada - BC Red Wine	420,372	345,932	367,711	340,308	385,712
	Canada - BC Rose Wine	33,780	34,254	72,246	79,807	38,074

Wine Sales (Litres)

Litres		Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3
Canada - BC	Canada - BC Sparkling Wine	34,307	29,171	44,271	45,332	31,091
	Canada - BC White Wine	457,852	397,753	508,119	519,832	426,964
	Summary	**952,687**	**809,335**	**994,694**	**991,003**	**891,045**
Canada - Other	Canada - Other Dessert Wine	48	36	24	15	12
	Canada - Other Fruit Wine	0	0	0	0	0
	Canada - Other Ice Wine	9	9	18	4	9
	Canada - Other Red Wine	5	0	201	60	0
	Canada - Other Rose Wine	0	0	72	91	0
	Canada - Other Sparkling Wine	4,259	3,431	5,163	5,243	4,794
	Canada - Other White Wine	476	451	738	763	349
	Summary	**4,797**	**3,927**	**6,216**	**6,176**	**5,164**
Chile Wine	Chile Fruit and Dessert Wine	4	0	4	9	4
	Chile Red Wine	4,268	3,639	3,523	3,660	3,482
	Chile Rose Wine	0	27	63	108	36
	Chile Sparkling Wine	0	0	0	0	0
	Chile White Wine	2,068	2,069	2,294	3,726	1,624
	Summary	**6,342**	**5,736**	**5,884**	**7,502**	**5,146**
China Wine	China Fruit and Dessert Wine	0	0	0	0	0
	China Red Wine	0	14	0	0	0
	China White Wine	4	0	0	0	0
	Summary	**4**	**14**	**0**	**0**	**0**
Fortified Wine	Other Fortified Domestic Wine	506	466	521	476	582
	Other Fortified Import Wine	847	556	700	508	747
	Port Wine	507	376	376	472	617
	Sherry Wine	308	236	275	122	172
	Vermouth Wine	3,175	2,688	2,533	2,414	3,023
	Summary	**5,342**	**4,322**	**4,407**	**3,992**	**5,141**
France Wine	France Champagne Wine	5,877	4,190	3,915	4,152	6,120

Wine Sales (Litres)

Litres		Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3
France Wine	France Fruit and Dessert Wine	99	26	22	102	14
	France Red Wine	13,304	9,703	9,592	8,219	11,710
	France Rose Wine	5,590	6,232	11,210	13,921	5,752
	France Sparkling Wine	2,142	1,211	1,612	1,646	1,247
	France White Wine	14,380	11,786	16,712	15,890	16,308
	Summary	**41,393**	**33,148**	**43,063**	**43,931**	**41,152**
Georgia Wine	Georgia Red Wine	9	0	0	0	32
	Georgia Rose Wine	0	0	0	0	14
	Georgia Sparkling Wine	0	0	0	0	9
	Georgia White Wine	22	9	0	0	36
	Summary	**32**	**9**	**0**	**0**	**90**
Germany Wine	Germany Fruit and Dessert Wine	0	0	0	0	0
	Germany Red Wine	63	76	14	40	9
	Germany Rose Wine	45	36	9	36	0
	Germany Sparkling Wine	1,394	1,196	1,306	845	1,282
	Germany White Wine	320	220	166	248	382
	Summary	**1,821**	**1,529**	**1,495**	**1,168**	**1,673**
Greece Wine	Greece Fruit and Dessert Wine	0	0	3	0	0
	Greece Red Wine	9	14	111	50	69
	Greece Rose Wine	4	0	0	0	3
	Greece Sparkling Wine	4	4	0	0	0
	Greece White Wine	22	4	222	108	58
	Summary	**40**	**22**	**336**	**158**	**130**
Hungary Wine	Hungary Fruit and Dessert Wine	27	24	21	21	15
	Hungary Red Wine	0	0	0	0	0
	Hungary Rose Wine	0	0	0	0	0
	Hungary Sparkling Wine	801	378	784	1,638	1,353
	Hungary White Wine	6	6	18	40	14

Wine Sales (Litres)

Litres		Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3
Hungary Wine	**Summary**	**834**	**408**	**824**	**1,700**	**1,382**
Israel Wine	Israel Red Wine	0	0	0	0	0
	Israel Rose Wine	0	0	0	0	0
	Israel White Wine	0	0	0	0	0
	Summary	**0**	**0**	**0**	**0**	**0**
Italy Wine	Italy Fruit and Dessert Wine	12	8	25	3	28
	Italy Red Wine	27,706	21,835	22,000	18,921	28,496
	Italy Rose Wine	314	249	693	532	364
	Italy Sparkling Wine	15,046	14,134	19,548	18,640	16,846
	Italy White Wine	22,966	18,729	24,626	24,482	23,878
	Prosecco Wine	21,460	15,828	18,126	18,212	18,041
	Summary	**87,503**	**70,783**	**85,017**	**80,790**	**87,653**
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	558	332	212	198	324
	New Zealand Rose Wine	140	171	230	446	104
	New Zealand Sparkling Wine	81	45	32	94	45
	New Zealand White Wine	20,481	17,681	22,727	21,865	19,361
	Summary	**21,260**	**18,229**	**23,200**	**22,603**	**19,834**
Other Country Wine	Other Country Fruit and Dessert Wine	21	127	36	57	31
	Other Country Red Wine	94	108	144	94	112
	Other Country Rose Wine	0	0	36	0	0
	Other Country Sparkling Wine	9	32	50	108	9
	Other Country White Wine	48	63	54	90	27
	Summary	**172**	**329**	**320**	**349**	**179**
Other Style Wine	Aperitif And Flavoured Wine	122	119	72	65	57
	Mead	388	469	642	942	482
	Rice Wine	314	253	381	304	216
	Summary	**823**	**842**	**1,094**	**1,311**	**754**

Wine Sales (Litres)

Litres		Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3
Portugal Wine	Portugal Fruit and Dessert Wine	27	0	9	4	9
	Portugal Red Wine	531	308	452	404	598
	Portugal Rose Wine	27	18	27	62	0
	Portugal Sparkling Wine	4	0	4	0	0
	Portugal White Wine	1,134	1,099	3,270	2,019	1,278
	Summary	**1,724**	**1,425**	**3,763**	**2,489**	**1,886**
Sake	Japan Sake	834	434	477	452	521
	Other Country Sake	913	703	733	836	797
	USA Sake	1,867	1,432	1,394	1,490	1,337
	Summary	**3,614**	**2,569**	**2,604**	**2,778**	**2,655**
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	0	0
	South Africa Red Wine	1,550	1,079	608	276	223
	South Africa Rose Wine	0	9	0	0	0
	South Africa Sparkling Wine	0	60	9	14	0
	South Africa White Wine	992	681	1,094	1,007	740
	Summary	**2,542**	**1,829**	**1,710**	**1,297**	**963**
Spain Wine	Spain Fruit and Dessert Wine	22	24	58	18	50
	Spain Red Wine	6,208	4,691	4,253	4,097	4,988
	Spain Rose Wine	320	139	376	302	140
	Spain Sparkling Wine	3,313	3,124	3,690	3,986	4,416
	Spain White Wine	1,037	909	1,374	996	1,050
	Summary	**10,900**	**8,887**	**9,753**	**9,399**	**10,643**
USA Wine	USA Fruit and Dessert Wine	0	0	0	0	0
	USA Red Wine	47,712	39,409	37,612	32,801	49,252
	USA Rose Wine	306	220	252	350	202
	USA Sparkling Wine	306	194	297	184	351
	USA White Wine	12,922	11,228	14,602	15,311	15,152
	Summary	**61,247**	**51,052**	**52,764**	**48,647**	**64,957**

Wine Sales (Litres)

Litres	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3
Summary	**1,223,615**	**1,031,826**	**1,253,050**	**1,240,469**	**1,160,322**

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.