Hospitality Liquor Market Review

Fiscal 2024/25 Q4

March 2025

BRITISH COLUMBIA | LIQUOR DISTRIBUTION BRANCH

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Introduction

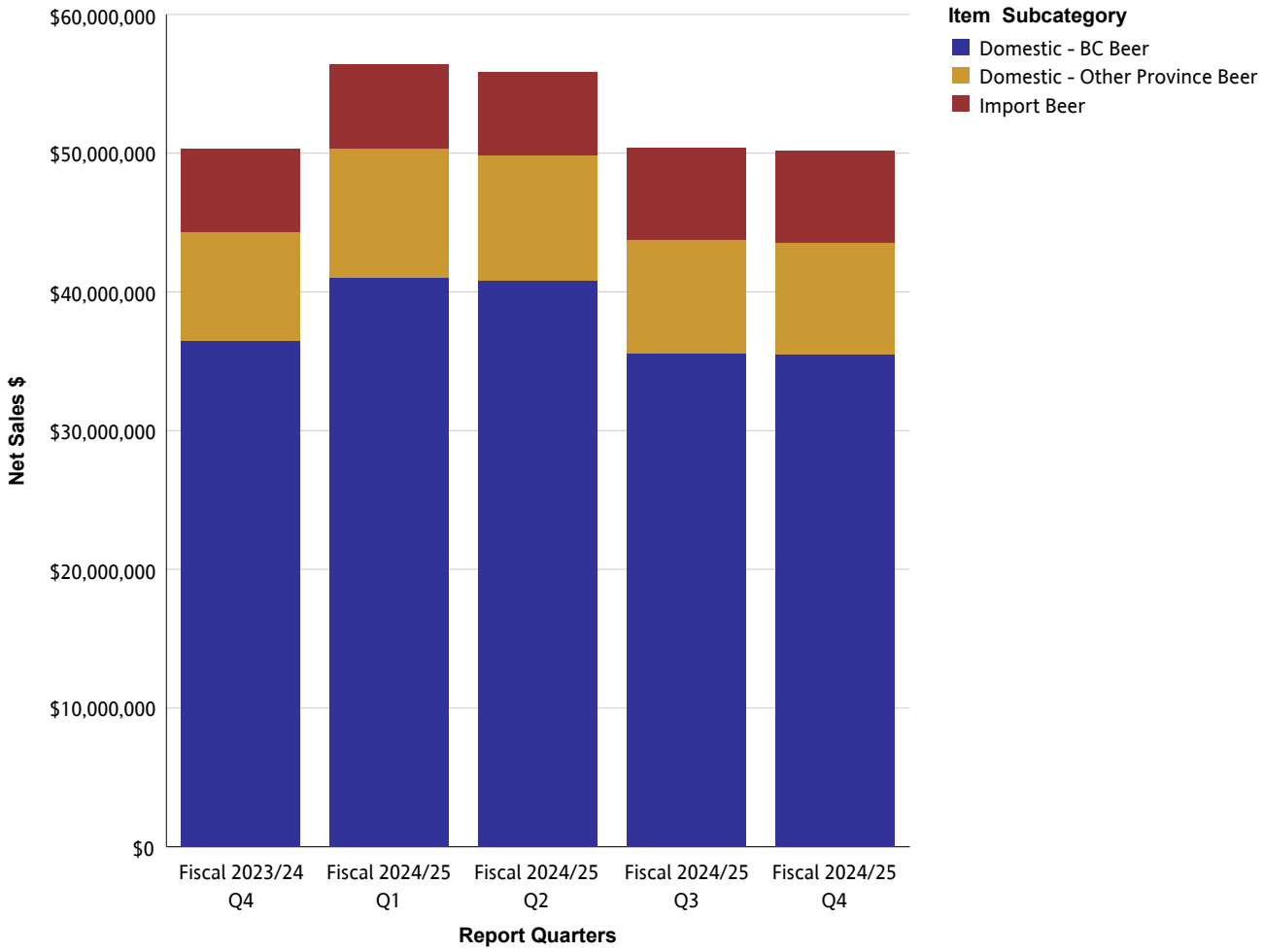
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer 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 $)

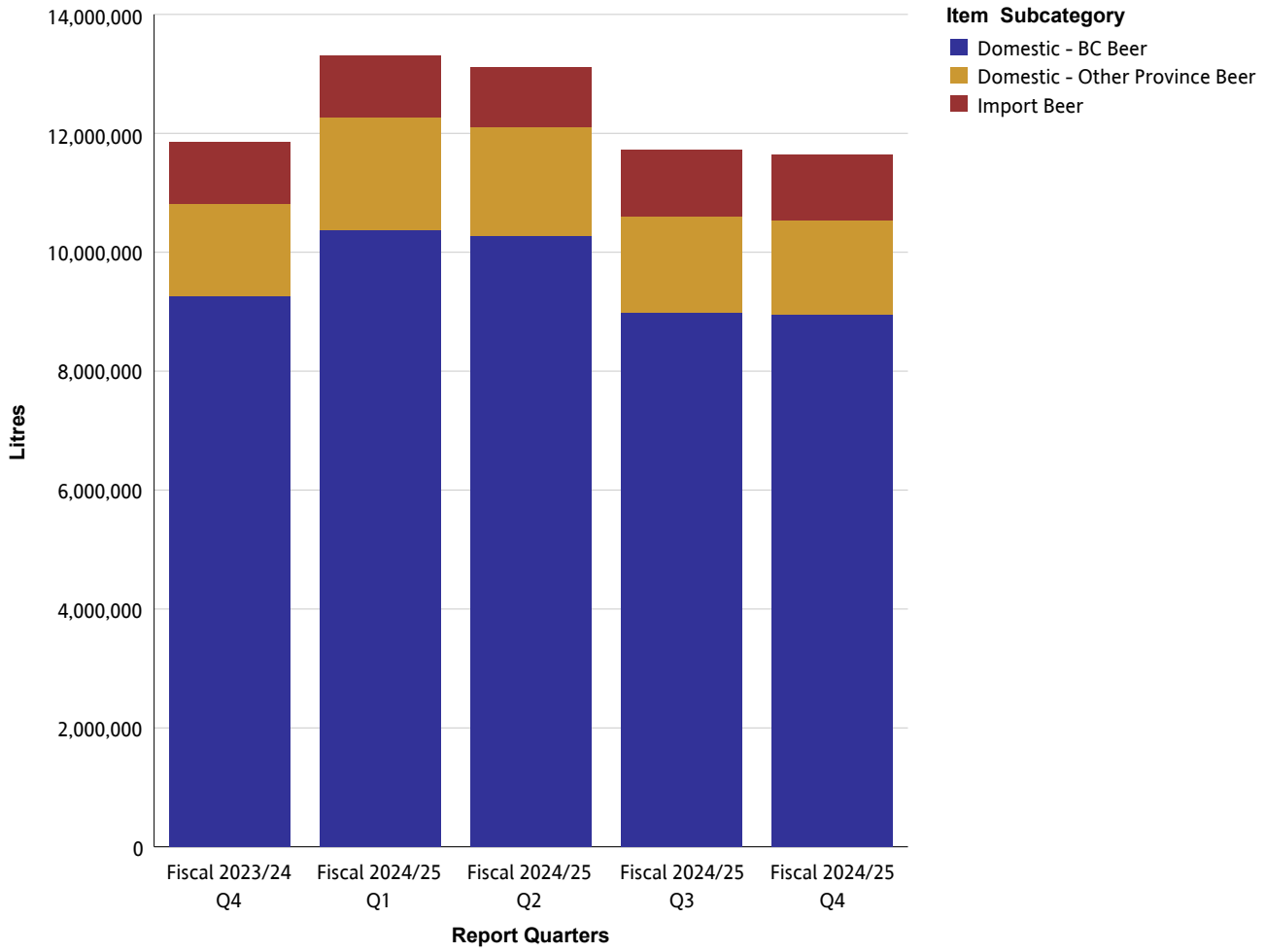


Beer Sales (Net $)

Beer

Net Sales $		Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3	Fiscal 2024/25 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	$17,024,858	$18,180,695	$17,474,095	$17,068,360	$16,885,706
	Domestic - BC Micro Brew Beer	$10,347,706	$12,049,668	$12,492,008	$9,688,412	$9,368,398
	Domestic - BC Regional Beer	$9,120,766	$10,784,623	$10,821,736	$8,839,827	$9,230,015
	Summary	**$36,493,330**	**$41,014,986**	**$40,787,838**	**$35,596,599**	**$35,484,119**
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	$7,612,568	$9,119,911	$8,940,411	$8,012,858	$7,914,349
	Domestic - Other Province Micro Brew Beer	$29,268	$28,623	$30,579	$35,998	$32,128
	Domestic - Other Province Regional Beer	$157,246	$152,822	$124,169	$125,249	$152,571
	Summary	**$7,799,081**	**$9,301,356**	**$9,095,160**	**$8,174,106**	**$8,099,049**
Import Beer	Asia And South Pacific Beer	$779,695	$960,034	$1,017,592	$953,841	$892,951
	Europe Beer	$4,598,207	$4,355,840	$4,129,374	$4,979,203	$5,064,400
	Mexico And Caribbean Beer	$310,246	$385,167	$439,835	$346,745	$319,191
	Other Country Beer	$282,026	$316,753	$343,507	$304,775	$306,295
	USA Beer	$43,636	$50,270	$29,486	$12,716	$13,778
	Summary	**$6,013,810**	**$6,068,064**	**$5,959,793**	**$6,597,280**	**$6,596,615**
Summary		**$50,306,221**	**$56,384,407**	**$55,842,791**	**$50,367,985**	**$50,179,782**

Beer Sales (Litres)

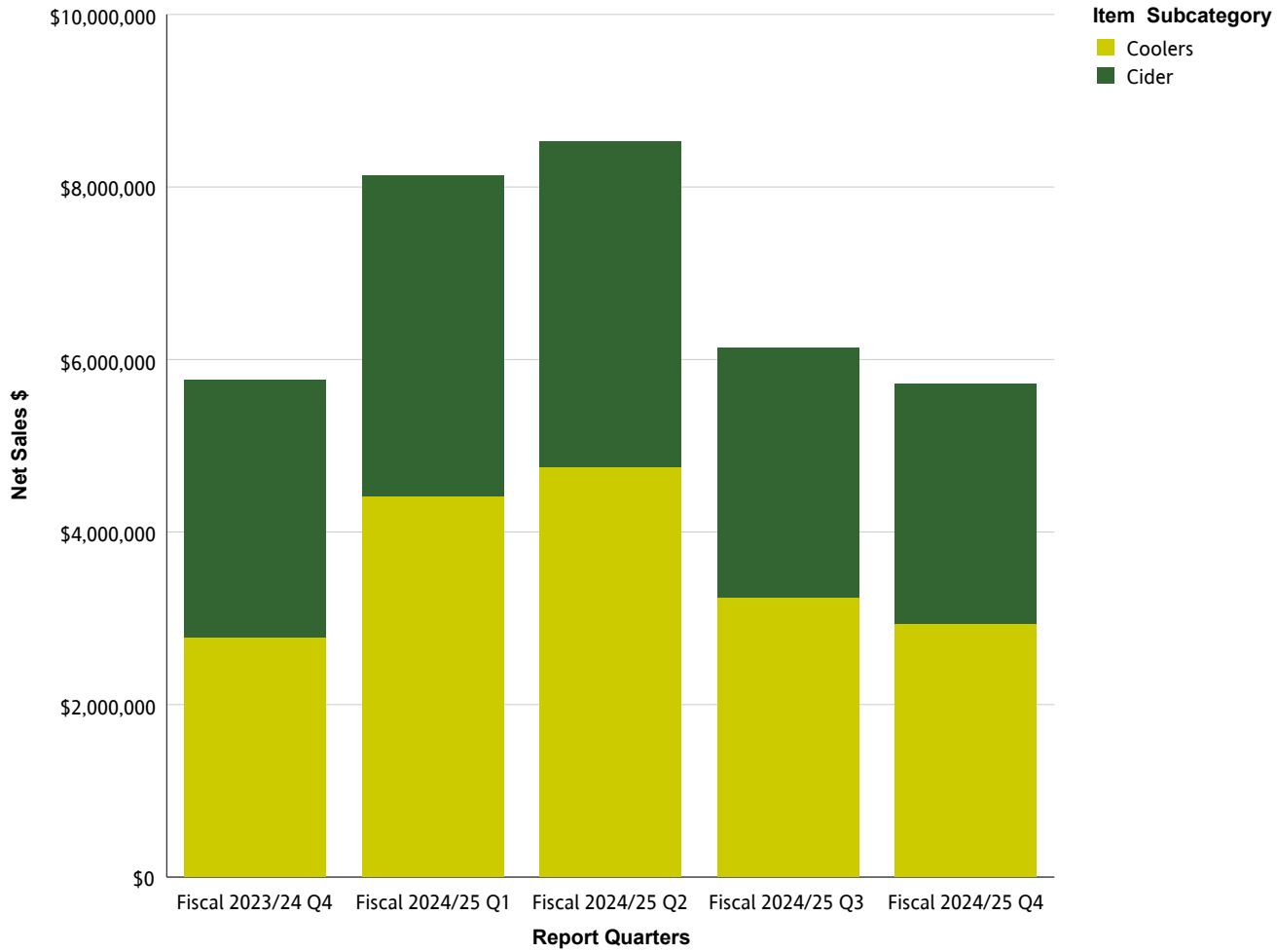


Beer Sales (Litres)

Beer

Litres		Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3	Fiscal 2024/25 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	4,238,559	4,535,222	4,344,006	4,224,811	4,128,439
	Domestic - BC Micro Brew Beer	2,411,159	2,805,144	2,882,563	2,240,364	2,173,451
	Domestic - BC Regional Beer	2,605,611	3,037,197	3,049,770	2,526,469	2,648,121
	Summary	**9,255,330**	**10,377,563**	**10,276,339**	**8,991,644**	**8,950,011**
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	1,508,051	1,837,169	1,782,293	1,579,592	1,540,694
	Domestic - Other Province Micro Brew Beer	6,741	6,388	6,545	7,230	6,740
	Domestic - Other Province Regional Beer	48,092	44,534	36,119	36,903	43,850
	Summary	**1,562,884**	**1,888,091**	**1,824,957**	**1,623,725**	**1,591,284**
Import Beer	Asia And South Pacific Beer	130,170	156,529	166,703	153,611	145,804
	Europe Beer	801,017	754,419	713,706	850,858	855,981
	Mexico And Caribbean Beer	51,009	64,494	71,581	55,980	50,652
	Other Country Beer	44,687	49,794	53,904	48,603	48,007
	USA Beer	7,468	7,861	4,464	2,023	1,497
	Summary	**1,034,350**	**1,033,098**	**1,010,358**	**1,111,074**	**1,101,940**
Summary		**11,852,564**	**13,298,752**	**13,111,654**	**11,726,444**	**11,643,235**

Refreshment Beverages Sales (Net $)

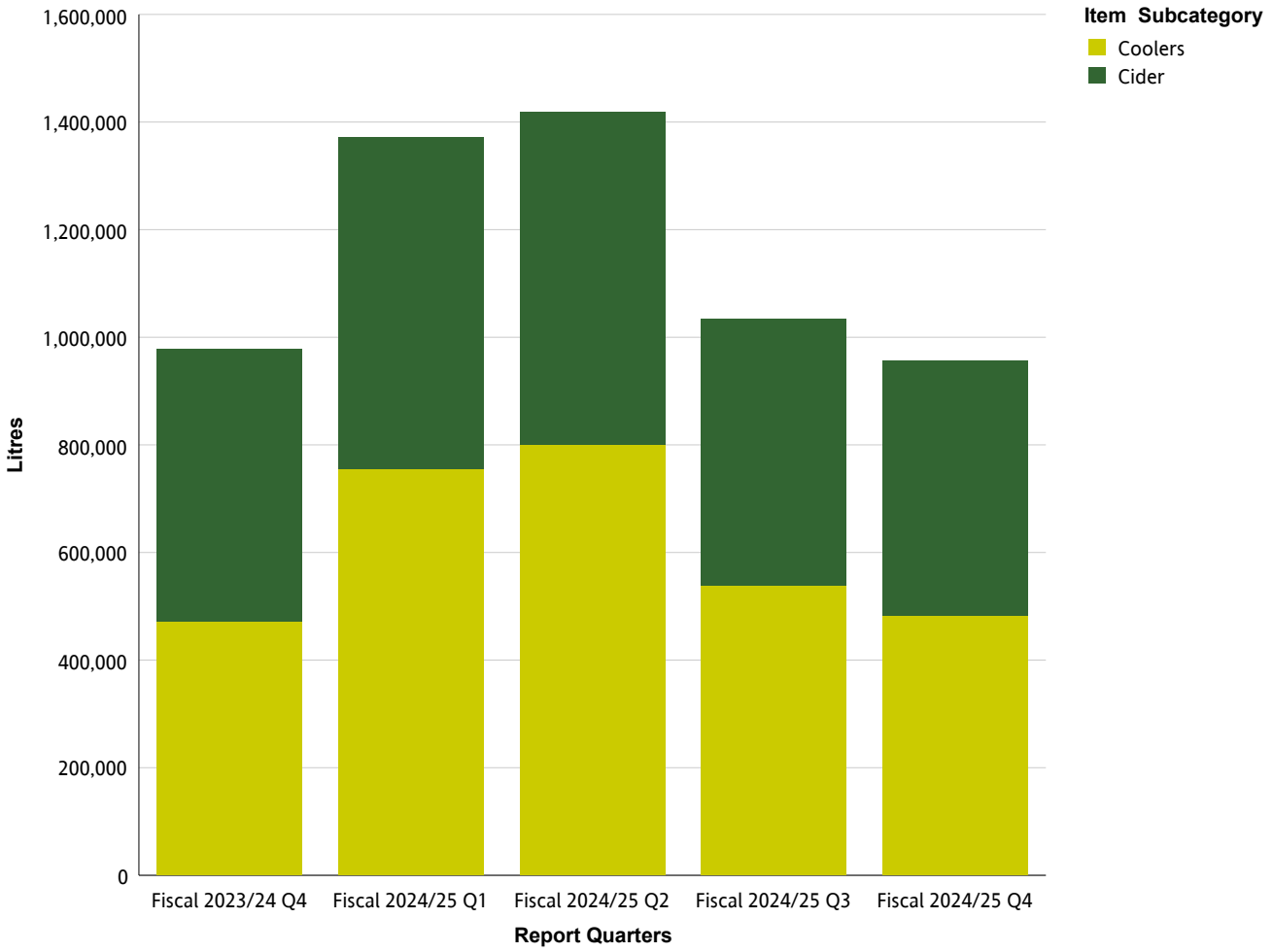


Refreshment Beverages Sales (Net $)

Refreshment Beverages

Net Sales $		Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3	Fiscal 2024/25 Q4
Cider	Domestic Cider	$2,170,252	$2,788,286	$2,921,858	$1,928,499	$1,907,731
	Import Cider	$812,761	$932,755	$855,945	$963,055	$874,657
	Summary	**$2,983,013**	**$3,721,041**	**$3,777,803**	**$2,891,554**	**$2,782,388**
Coolers	Malt-Based Coolers	$31,781	$29,485	$39,698	$23,903	$24,464
	Spirit Coolers	$2,687,555	$4,297,875	$4,646,163	$3,167,503	$2,864,251
	Wine/Fruit Coolers	$59,513	$83,394	$66,281	$52,638	$52,309
	Summary	**$2,778,849**	**$4,410,754**	**$4,752,142**	**$3,244,044**	**$2,941,025**
Summary		**$5,761,862**	**$8,131,795**	**$8,529,945**	**$6,135,598**	**$5,723,413**

Refreshment Beverages Sales (Litres)

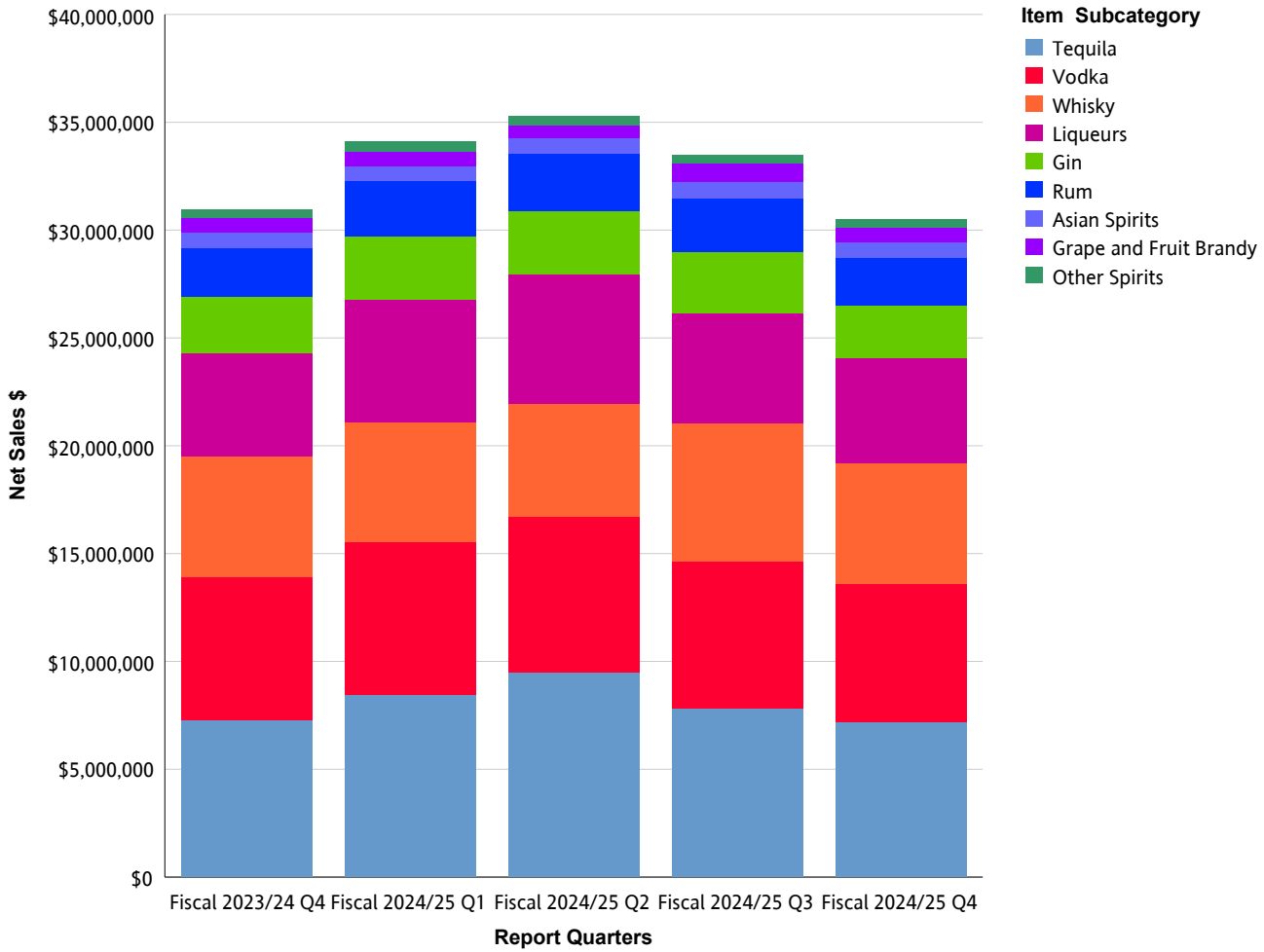


Refreshment Beverages Sales (Litres)

Refreshment Beverages

Litres		Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3	Fiscal 2024/25 Q4
Cider	Domestic Cider	351,654	437,412	450,667	309,382	309,487
	Import Cider	154,540	178,718	166,861	186,612	165,063
	Summary	**506,194**	**616,130**	**617,528**	**495,994**	**474,550**
Coolers	Malt-Based Coolers	6,358	5,579	7,554	3,936	4,434
	Spirit Coolers	457,730	739,764	785,110	528,194	470,253
	Wine/Fruit Coolers	7,340	10,017	8,253	6,651	6,906
	Summary	**471,429**	**755,360**	**800,917**	**538,781**	**481,594**
Summary		**977,623**	**1,371,490**	**1,418,445**	**1,034,776**	**956,144**

Spirits Sales (Net $)



Spirits Sales (Net $)

Spirits

Net Sales $		Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3	Fiscal 2024/25 Q4
Asian Spirits	China Spirits	$96,633	$71,744	$77,818	$119,994	$149,404
	Korea Spirits	$582,036	$549,459	$596,041	$613,672	$530,891
	Other Country Asian Spirits	$43,209	$57,294	$51,105	$51,254	$53,755
	Summary	**$721,878**	**$678,497**	**$724,963**	**$784,920**	**$734,051**
Gin	Dry Gin	$2,418,563	$2,718,364	$2,736,398	$2,630,201	$2,266,128
	Flavoured Gin	$103,295	$128,801	$133,929	$96,094	$89,984
	Other Gin	$74,697	$100,751	$101,641	$102,070	$91,395
	Summary	**$2,596,555**	**$2,947,917**	**$2,971,968**	**$2,828,364**	**$2,447,507**
Grape and Fruit Brandy	Armagnac	$9,916	$5,396	$5,663	$15,469	$7,964
	Brandy	$144,161	$140,589	$159,834	$169,123	$147,742
	Cognac	$402,122	$382,391	$319,214	$486,838	$401,774
	Eau de Vie	$37,378	$39,136	$33,128	$61,865	$33,446
	Grappa And Marc	$19,071	$22,205	$16,430	$26,946	$25,787
	Pisco	$71,323	$76,828	$74,763	$72,605	$77,232
	Summary	**$683,971**	**$666,545**	**$609,032**	**$832,846**	**$693,945**
Liqueurs	Anise And Herbal/Spice Liqueurs	$1,611,204	$1,969,689	$2,069,454	$1,703,680	$1,668,397
	Coffee And Cocoa Liqueurs	$480,594	$480,065	$500,368	$557,954	$515,869
	Cream/Dairy Liqueurs	$484,932	$523,310	$478,034	$553,959	$486,179
	Fruit Liqueurs	$1,621,790	$1,996,611	$2,213,073	$1,660,406	$1,573,245
	Nut Liqueurs	$230,168	$240,473	$260,355	$255,009	$221,783
	Other Liqueurs	$266,785	$358,312	$378,856	$316,375	$291,355
	Whiskey Liqueurs	$88,450	$77,745	$73,666	$87,192	$95,445
	Summary	**$4,783,922**	**$5,646,205**	**$5,973,807**	**$5,134,576**	**$4,852,273**
Other Spirits	Cachaca	$12,422	$19,317	$16,258	$14,698	$14,013
	Flavoured Spirits	$10,446	$20,052	$10,685	$10,058	$7,260
	Miscellaneous/Other Spirits	$32,251	$40,576	$33,312	$27,631	$24,060

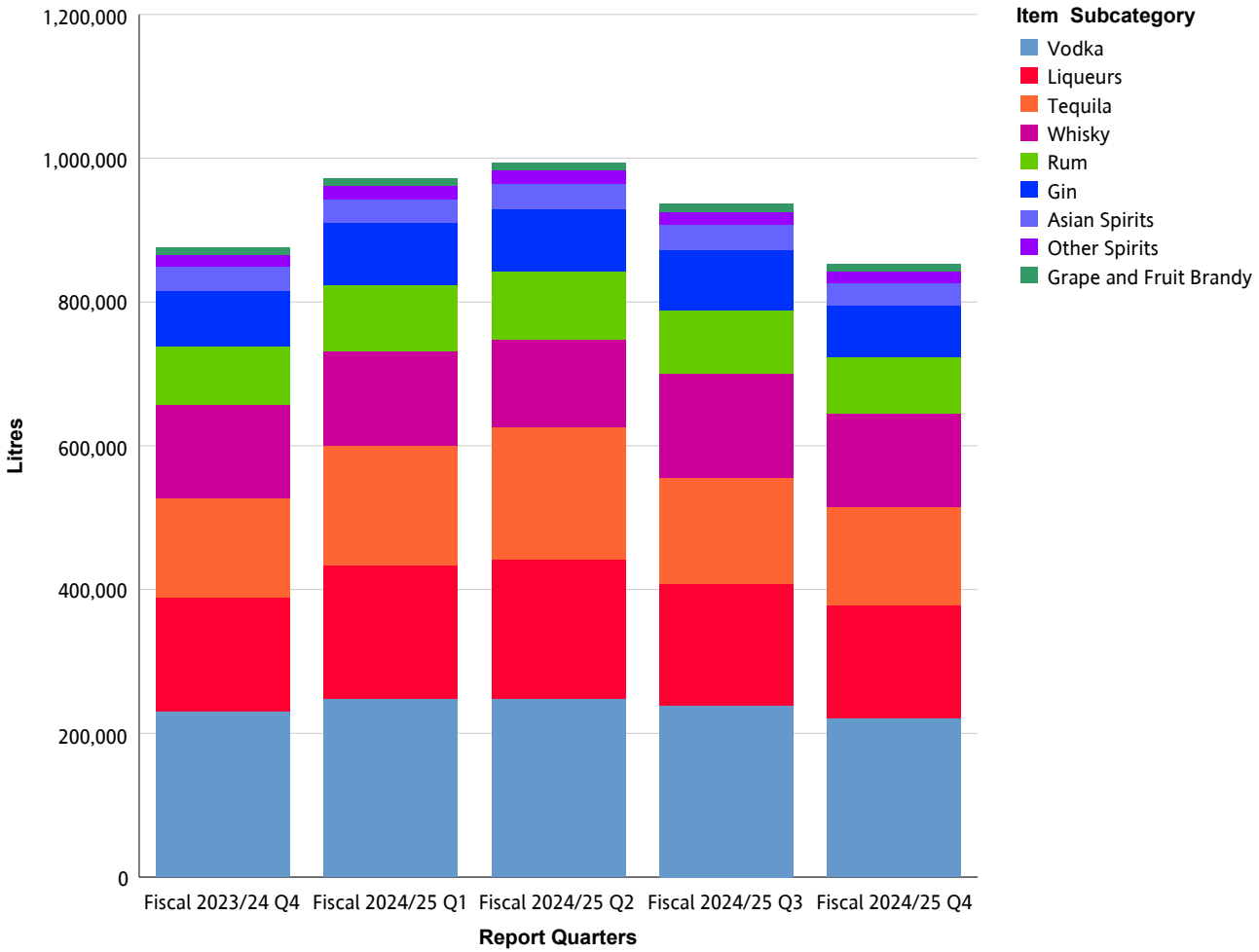
Spirits Sales (Net $)

Net Sales $		Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3	Fiscal 2024/25 Q4
Other Spirits	Moonshine Spirits	$3,397	$2,804	$1,950	$2,826	$3,748
	Ready to Mix Cocktails	$293,007	$330,029	$330,072	$286,672	$287,544
	Ready to Serve Cocktails	$17,058	$49,376	$34,598	$31,757	$20,698
	Schnapps and Akvavit	$5,172	$7,568	$5,980	$13,725	$11,556
	Summary	**$373,752**	**$469,721**	**$432,855**	**$387,368**	**$368,878**
Rum	Amber Rum	$264,282	$327,967	$334,190	$318,324	$268,104
	Dark Rum	$252,204	$261,094	$257,146	$292,753	$242,485
	Flavoured Rum	$25,361	$31,643	$31,164	$25,269	$24,976
	Spiced Rum	$864,147	$833,691	$767,647	$887,513	$796,562
	White Rum	$874,596	$1,129,227	$1,236,619	$943,720	$877,458
	Summary	**$2,280,590**	**$2,583,622**	**$2,626,766**	**$2,467,578**	**$2,209,585**
Tequila	Blanco/Silver Tequila	$3,462,930	$4,020,871	$4,761,442	$3,736,317	$3,467,894
	Flavoured Tequila	$96,695	$133,634	$155,660	$130,878	$119,745
	Gold Tequila	$3,205,382	$3,754,283	$4,036,000	$3,494,843	$3,137,017
	Mezcal	$508,996	$540,209	$555,219	$480,834	$464,352
	Summary	**$7,274,003**	**$8,448,997**	**$9,508,321**	**$7,842,872**	**$7,189,008**
Vodka	Flavoured Vodka	$796,422	$942,121	$950,314	$792,109	$771,687
	Straight Vodka	$5,840,105	$6,167,472	$6,236,859	$5,996,049	$5,617,058
	Summary	**$6,636,528**	**$7,109,593**	**$7,187,173**	**$6,788,158**	**$6,388,745**
Whisky	American Whiskey	$426,875	$431,183	$365,756	$458,026	$405,923
	Blended Malt Scotch Whisky	$12,388	$11,520	$8,932	$11,104	$12,328
	Blended Scotch Whisky	$347,009	$330,476	$342,811	$384,849	$279,832
	Bourbon Whiskey	$1,386,759	$1,372,247	$1,439,526	$1,737,476	$1,534,093
	Canadian Whisky	$1,268,235	$1,423,400	$1,207,253	$1,410,504	$1,381,631
	Flavoured Whisky	$18,640	$22,187	$25,271	$30,514	$28,637
	Irish Whiskey	$1,161,940	$1,001,341	$929,486	$1,047,911	$1,027,094
	Other Country Whisky	$223,070	$192,999	$193,631	$302,795	$264,687
	Single Malt Scotch Whisky	$765,973	$771,807	$760,537	$1,016,785	$700,916

Spirits Sales (Net $)

Net Sales $		Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3	Fiscal 2024/25 Q4
Whisky	**Summary**	**$5,610,889**	**$5,557,160**	**$5,273,203**	**$6,399,965**	**$5,635,142**
Summary		**$30,962,088**	**$34,108,257**	**$35,308,088**	**$33,466,647**	**$30,519,134**

Spirits Sales (Litres)



Spirits Sales (Litres)

Spirits

	Litres	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3	Fiscal 2024/25 Q4
Asian Spirits	China Spirits	1,249	1,096	1,128	1,608	1,233
	Korea Spirits	31,163	29,151	32,100	32,855	28,447
	Other Country Asian Spirits	1,087	1,346	1,265	1,293	1,336
	Summary	**33,500**	**31,593**	**34,494**	**35,756**	**31,016**
Gin	Dry Gin	72,750	81,905	81,772	78,720	67,746
	Flavoured Gin	2,550	3,296	3,465	2,341	2,184
	Other Gin	1,417	1,841	1,868	1,925	1,714
	Summary	**76,717**	**87,043**	**87,104**	**82,985**	**71,644**
Grape and Fruit Brandy	Armagnac	86	52	60	158	73
	Brandy	4,574	4,512	5,028	5,327	4,799
	Cognac	2,627	2,698	2,604	3,298	2,601
	Eau de Vie	610	603	555	962	555
	Grappa And Marc	270	302	232	337	357
	Pisco	1,631	1,756	1,711	1,646	1,709
	Summary	**9,797**	**9,924**	**10,190**	**11,727**	**10,094**
Liqueurs	Anise And Herbal/Spice Liqueurs	47,495	59,586	62,119	50,319	48,078
	Coffee And Cocoa Liqueurs	18,388	18,234	18,354	21,770	19,712
	Cream/Dairy Liqueurs	16,674	17,534	16,000	19,708	16,910
	Fruit Liqueurs	56,306	69,330	75,875	57,417	53,673
	Nut Liqueurs	8,207	9,117	9,566	9,258	7,773
	Other Liqueurs	8,257	9,796	10,089	9,335	8,594
	Whiskey Liqueurs	2,500	2,243	2,116	2,505	2,643
	Summary	**157,828**	**185,839**	**194,120**	**170,312**	**157,383**
Other Spirits	Cachaca	362	561	485	408	384
	Flavoured Spirits	222	372	216	215	135
	Miscellaneous/Other Spirits	625	839	719	537	512

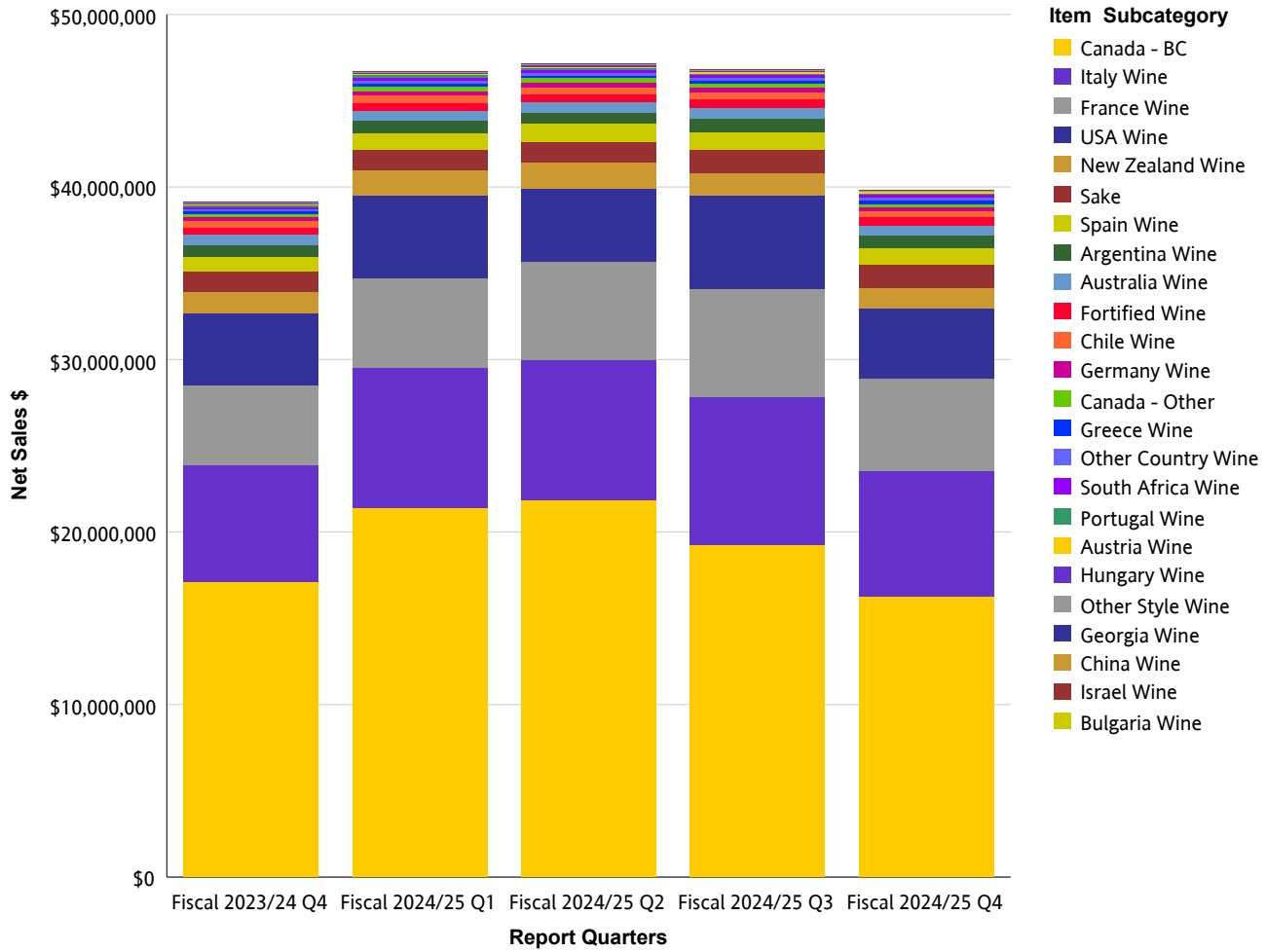
Spirits Sales (Litres)

Litres		Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3	Fiscal 2024/25 Q4
Other Spirits	Moonshine Spirits	85	71	51	74	100
	Ready to Mix Cocktails	15,011	16,544	16,633	14,452	14,390
	Ready to Serve Cocktails	660	1,589	1,223	980	737
	Schnapps and Akvavit	115	178	134	210	224
	Summary	**17,080**	**20,153**	**19,462**	**16,877**	**16,482**
Rum	Amber Rum	7,398	8,962	9,233	8,605	7,220
	Dark Rum	8,665	9,049	8,708	10,022	8,241
	Flavoured Rum	700	880	844	654	623
	Spiced Rum	29,459	28,589	26,573	31,615	27,656
	White Rum	35,205	45,027	49,379	37,793	34,823
	Summary	**81,427**	**92,506**	**94,737**	**88,690**	**78,564**
Tequila	Blanco/Silver Tequila	70,910	83,540	97,568	75,664	70,831
	Flavoured Tequila	1,856	2,558	2,881	2,230	2,158
	Gold Tequila	57,659	72,306	75,463	61,822	56,148
	Mezcal	7,866	8,341	8,580	7,142	6,862
	Summary	**138,291**	**166,744**	**184,492**	**146,858**	**135,999**
Vodka	Flavoured Vodka	25,024	29,830	29,881	24,595	24,083
	Straight Vodka	205,913	218,326	218,216	213,790	196,873
	Summary	**230,937**	**248,155**	**248,097**	**238,385**	**220,956**
Whisky	American Whiskey	10,847	11,229	9,419	11,341	10,159
	Blended Malt Scotch Whisky	186	168	131	176	200
	Blended Scotch Whisky	5,864	5,977	6,262	7,050	5,120
	Bourbon Whiskey	30,544	30,415	31,235	38,377	33,460
	Canadian Whisky	43,606	47,314	40,747	48,801	45,572
	Flavoured Whisky	420	569	622	803	714
	Irish Whiskey	30,114	25,534	23,781	27,426	26,831
	Other Country Whisky	2,099	2,221	2,222	2,889	2,798
	Single Malt Scotch Whisky	6,457	6,935	6,586	8,140	5,942

Spirits Sales (Litres)

Litres		Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3	Fiscal 2024/25 Q4
Whisky	**Summary**	**130,136**	**130,362**	**121,004**	**145,002**	**130,797**
Summary		**875,710**	**972,320**	**993,701**	**936,592**	**852,934**

Wine Sales (Net $)



Wine Sales (Net $)

Wine

Net Sales $		Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3	Fiscal 2024/25 Q4
Argentina Wine	Argentina Red Wine	$675,174	$652,281	$595,943	$771,622	$682,108
	Argentina Rose Wine	$2,037	$8,004	$6,255	$1,863	$6,832
	Argentina Sparkling Wine	$4,817	$4,467	$8,254	$7,136	$7,121
	Argentina White Wine	$30,509	$43,617	$42,899	$50,603	$34,072
	Summary	**$712,536**	**$708,369**	**$653,352**	**$831,225**	**$730,133**
Australia Wine	Australia Fruit and Dessert Wine	$0	$0	$0	$0	$0
	Australia Red Wine	$344,218	$315,807	$312,637	$385,875	$391,847
	Australia Rose Wine	$15,999	$20,338	$22,862	$12,085	$15,959
	Australia Sparkling Wine	$69,283	$84,063	$92,180	$73,579	$59,754
	Australia White Wine	$136,404	$157,975	$167,137	$132,518	$120,992
	Summary	**$565,904**	**$578,183**	**$594,815**	**$604,056**	**$588,552**
Austria Wine	Austria Fruit and Dessert Wine	$1,894	$2,240	$334	$1,183	$104
	Austria Red Wine	$15,387	$19,342	$13,494	$12,336	$12,059
	Austria Rose Wine	$4,349	$3,912	$5,778	$6,752	$10,164
	Austria Sparkling Wine	$488	$1,591	$3,853	$2,702	$255
	Austria White Wine	$39,748	$41,363	$52,678	$54,650	$50,642
	Summary	**$61,866**	**$68,448**	**$76,136**	**$77,624**	**$73,223**
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	$9,592	$6,641	$10,000	$7,436	$3,974
	Canada - BC Fruit Wine	$33,543	$36,276	$96,175	$194,705	$47,007
	Canada - BC Ice Wine	$51,418	$39,502	$53,288	$43,576	$49,942
	Canada - BC Red Wine	$7,816,740	$8,368,191	$8,024,413	$8,822,997	$7,377,474
	Canada - BC Rose Wine	$783,409	$1,657,653	$1,847,210	$875,316	$777,312

Wine Sales (Net $)

Net Sales $		Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3	Fiscal 2024/25 Q4
Canada - BC	Canada - BC Sparkling Wine	$799,959	$1,258,903	$1,296,874	$966,005	$1,076,520
	Canada - BC White Wine	$7,596,026	$10,003,153	$10,540,853	$8,363,669	$6,927,615
	Summary	**$17,090,687**	**$21,370,319**	**$21,868,813**	**$19,273,703**	**$16,259,845**
Canada - Other	Canada - Other Dessert Wine	$3,925	$2,844	$1,773	$1,404	$3,159
	Canada - Other Fruit Wine	$0	$0	$0	$0	$0
	Canada - Other Ice Wine	$1,162	$2,288	$843	$2,074	$2,173
	Canada - Other Red Wine	$5,009	$15,810	$11,035	$6,033	$3,222
	Canada - Other Rose Wine	$1,302	$1,989	$2,785	$1,677	$648
	Canada - Other Sparkling Wine	$142,728	$219,445	$229,567	$199,702	$177,924
	Canada - Other White Wine	$17,291	$22,361	$28,921	$14,215	$11,613
	Summary	**$171,417**	**$264,737**	**$274,923**	**$225,105**	**$198,740**
Chile Wine	Chile Fruit and Dessert Wine	$0	$160	$320	$160	$320
	Chile Red Wine	$245,949	$240,069	$224,440	$270,641	$251,010
	Chile Rose Wine	$4,484	$13,769	$19,353	$7,000	$6,341
	Chile Sparkling Wine	$1,808	$2,736	$841	$662	$1,063
	Chile White Wine	$127,755	$156,723	$182,114	$126,851	$128,153
	Summary	**$379,996**	**$413,458**	**$427,069**	**$405,314**	**$386,886**
China Wine	China Fruit and Dessert Wine	$152	$0	$147	$783	$160
	China Red Wine	$2,148	$0	$0	$0	$0
	China White Wine	$0	$0	$0	$0	$0
	Summary	**$2,300**	**$0**	**$147**	**$783**	**$160**
Fortified Wine	Other Fortified Domestic Wine	$27,874	$29,085	$28,332	$37,164	$35,374
	Other Fortified Import Wine	$91,854	$105,751	$102,577	$101,516	$93,603
	Port Wine	$64,936	$74,467	$78,875	$107,227	$83,017
	Sherry Wine	$25,592	$35,123	$33,460	$41,823	$35,426
	Vermouth Wine	$216,056	$217,348	$221,671	$235,987	$218,162
	Summary	**$426,313**	**$461,774**	**$464,915**	**$523,717**	**$465,582**
France Wine	France Champagne Wine	$1,141,199	$1,095,712	$1,276,499	$1,749,832	$1,191,959

Wine Sales (Net $)

Net Sales $		Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3	Fiscal 2024/25 Q4
France Wine	France Fruit and Dessert Wine	$10,028	$6,836	$16,290	$13,498	$11,685
	France Red Wine	$1,635,929	$1,342,762	$1,497,150	$2,049,432	$1,933,869
	France Rose Wine	$328,375	$664,086	$816,433	$359,096	$335,265
	France Sparkling Wine	$211,421	$254,584	$264,235	$243,215	$203,731
	France White Wine	$1,295,989	$1,881,433	$1,823,555	$1,792,517	$1,715,496
	Summary	**$4,622,940**	**$5,245,413**	**$5,694,161**	**$6,207,589**	**$5,392,004**
Georgia Wine	Georgia Red Wine	$9,589	$8,677	$6,066	$9,250	$9,703
	Georgia Rose Wine	$818	$1,197	$604	$2,923	$0
	Georgia Sparkling Wine	$3,005	$3,400	$1,682	$1,503	$0
	Georgia White Wine	$8,145	$10,258	$5,412	$6,391	$7,008
	Summary	**$21,556**	**$23,532**	**$13,764**	**$20,067**	**$16,712**
Germany Wine	Germany Fruit and Dessert Wine	$0	$0	$1,560	$0	$0
	Germany Red Wine	$17,148	$15,861	$15,140	$15,259	$13,980
	Germany Rose Wine	$3,517	$3,330	$1,356	$0	$324
	Germany Sparkling Wine	$136,222	$162,619	$141,579	$146,840	$121,266
	Germany White Wine	$71,961	$64,413	$70,760	$77,462	$63,236
	Summary	**$228,848**	**$246,223**	**$230,396**	**$239,561**	**$198,805**
Greece Wine	Greece Fruit and Dessert Wine	$0	$3,292	$0	$0	$2,520
	Greece Red Wine	$77,945	$88,544	$56,809	$101,229	$93,846
	Greece Rose Wine	$6,116	$12,796	$14,259	$11,303	$2,946
	Greece Sparkling Wine	$4,897	$2,820	$3,132	$6,008	$4,224
	Greece White Wine	$65,948	$100,210	$84,547	$68,465	$104,958
	Summary	**$154,906**	**$207,662**	**$158,747**	**$187,006**	**$208,493**
Hungary Wine	Hungary Fruit and Dessert Wine	$8,494	$7,427	$7,863	$7,883	$10,053
	Hungary Red Wine	$1,641	$1,086	$3,234	$1,875	$1,761
	Hungary Rose Wine	$1,147	$553	$913	$0	$0
	Hungary Sparkling Wine	$33,202	$45,104	$60,968	$46,086	$21,278
	Hungary White Wine	$11,359	$10,038	$19,362	$9,126	$7,422

Wine Sales (Net $)

	Net Sales $	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3	Fiscal 2024/25 Q4
Hungary Wine	**Summary**	**$55,842**	**$64,208**	**$92,340**	**$64,970**	**$40,514**
Israel Wine	Israel Red Wine	$849	$752	$152	$271	$114
	Israel Rose Wine	$0	$0	$23	$0	$0
	Israel White Wine	$652	$0	$19	$0	$45
	Summary	**$1,501**	**$752**	**$193**	**$271**	**$159**
Italy Wine	Italy Fruit and Dessert Wine	$5,527	$6,766	$5,280	$9,663	$3,554
	Italy Red Wine	$3,465,940	$3,710,592	$3,410,692	$4,585,281	$3,779,795
	Italy Rose Wine	$70,687	$152,386	$159,419	$73,009	$69,327
	Italy Sparkling Wine	$598,547	$824,941	$836,788	$714,971	$641,387
	Italy White Wine	$1,480,405	$1,872,502	$1,963,575	$1,759,768	$1,522,164
	Prosecco Wine	$1,150,238	$1,558,546	$1,737,707	$1,452,307	$1,243,199
	Summary	**$6,771,342**	**$8,125,733**	**$8,113,461**	**$8,595,000**	**$7,259,426**
New Zealand Wine	New Zealand Fruit and Dessert Wine	$0	$0	$0	$0	$0
	New Zealand Red Wine	$47,415	$39,824	$41,575	$39,770	$42,359
	New Zealand Rose Wine	$10,311	$20,187	$22,519	$10,614	$7,377
	New Zealand Sparkling Wine	$4,090	$2,822	$4,781	$4,353	$4,840
	New Zealand White Wine	$1,180,214	$1,385,081	$1,418,278	$1,247,604	$1,175,973
	Summary	**$1,242,030**	**$1,447,914**	**$1,487,153**	**$1,302,341**	**$1,230,550**
Other Country Wine	Other Country Fruit and Dessert Wine	$96,589	$94,206	$95,197	$90,286	$96,653
	Other Country Red Wine	$19,710	$26,868	$21,612	$30,816	$30,166
	Other Country Rose Wine	$629	$10,305	$4,468	$1,375	$5,280
	Other Country Sparkling Wine	$6,229	$11,176	$5,464	$9,945	$11,265
	Other Country White Wine	$14,212	$31,497	$28,904	$22,610	$21,320
	Summary	**$137,369**	**$174,052**	**$155,645**	**$155,033**	**$164,685**
Other Style Wine	Aperitif And Flavoured Wine	$4,238	$3,648	$4,481	$4,370	$3,977
	Mead	$18,216	$24,843	$36,648	$17,745	$16,213
	Rice Wine	$12,210	$12,654	$11,989	$10,756	$9,310
	Summary	**$34,665**	**$41,145**	**$53,118**	**$32,871**	**$29,500**

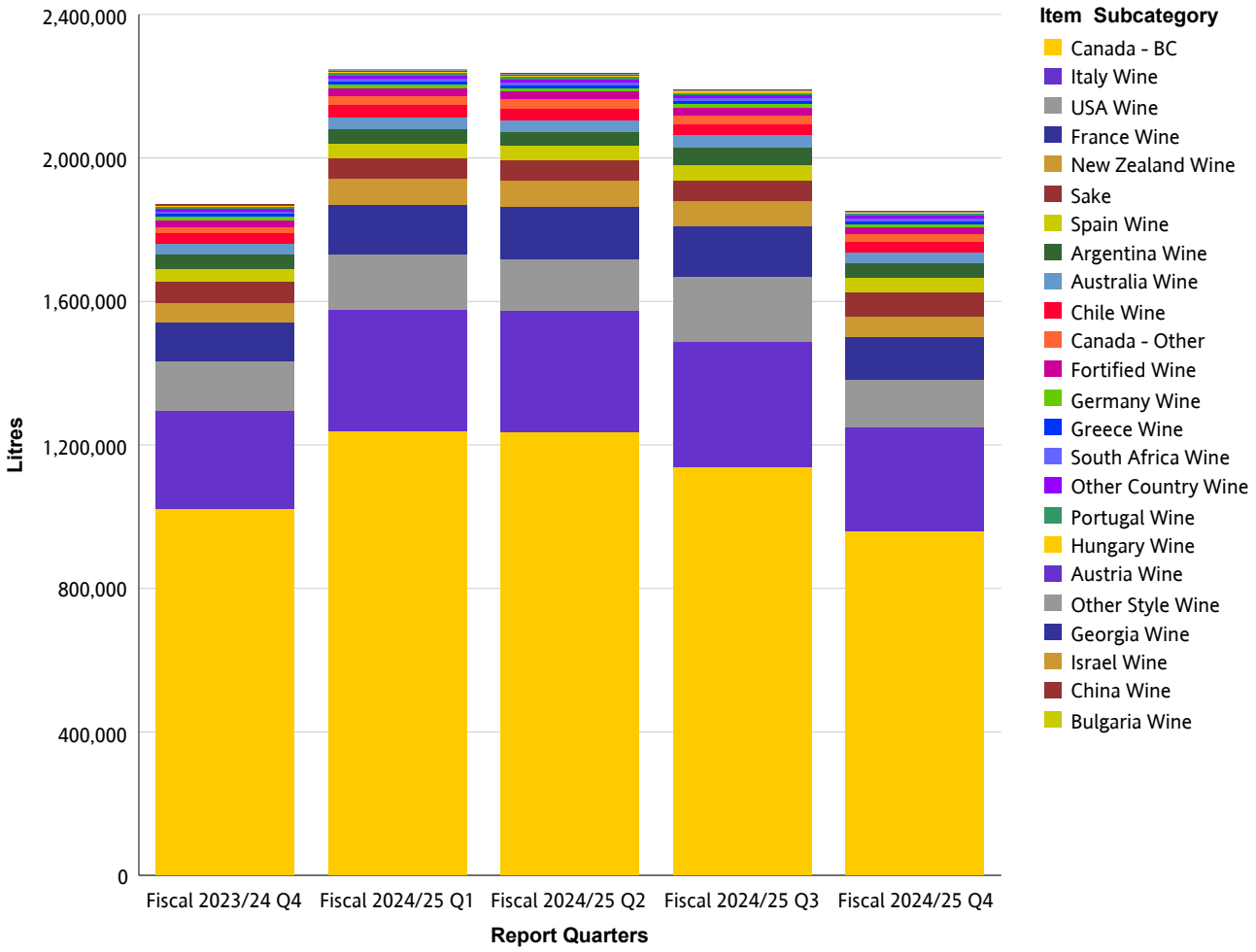
Wine Sales (Net $)

	Net Sales $	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3	Fiscal 2024/25 Q4
Portugal Wine	Portugal Fruit and Dessert Wine	$471	$943	$234	$432	$1,427
	Portugal Red Wine	$49,274	$49,010	$34,056	$41,756	$42,939
	Portugal Rose Wine	$4,328	$6,268	$6,677	$3,610	$3,590
	Portugal Sparkling Wine	$3,238	$5,216	$4,585	$1,872	$702
	Portugal White Wine	$47,345	$92,790	$83,418	$61,559	$51,485
	Summary	**$104,656**	**$154,228**	**$128,971**	**$109,227**	**$100,142**
Sake	Japan Sake	$854,080	$913,558	$916,550	$1,008,563	$945,559
	Other Country Sake	$24,721	$21,477	$23,220	$25,332	$25,682
	USA Sake	$300,394	$283,622	$273,963	$289,866	$357,521
	Summary	**$1,179,194**	**$1,218,657**	**$1,213,733**	**$1,323,761**	**$1,328,762**
South Africa Wine	South Africa Fruit and Dessert Wine	$0	$185	$80	$211	$478
	South Africa Red Wine	$50,933	$47,130	$46,830	$62,323	$64,169
	South Africa Rose Wine	$1,070	$2,436	$2,932	$1,482	$1,618
	South Africa Sparkling Wine	$3,090	$336	$505	$673	$168
	South Africa White Wine	$71,504	$90,077	$101,627	$88,473	$81,634
	Summary	**$126,597**	**$140,165**	**$151,973**	**$153,162**	**$148,066**
Spain Wine	Spain Fruit and Dessert Wine	$5,505	$8,512	$6,088	$7,697	$7,538
	Spain Red Wine	$405,264	$391,017	$440,752	$460,323	$478,687
	Spain Rose Wine	$12,916	$27,792	$24,188	$12,328	$12,601
	Spain Sparkling Wine	$302,079	$382,069	$423,661	$372,614	$316,615
	Spain White Wine	$110,982	$150,912	$149,939	$143,303	$131,969
	Summary	**$836,746**	**$960,301**	**$1,044,628**	**$996,265**	**$947,411**
USA Wine	USA Fruit and Dessert Wine	$0	$0	$0	$0	$27,745
	USA Red Wine	$3,471,911	$3,711,633	$3,204,468	$4,501,441	$3,294,995
	USA Rose Wine	$26,299	$41,534	$38,438	$22,930	$21,432
	USA Sparkling Wine	$16,002	$23,089	$16,729	$24,374	$14,710
	USA White Wine	$691,895	$995,502	$982,776	$911,001	$676,559
	Summary	**$4,206,107**	**$4,771,758**	**$4,242,411**	**$5,459,746**	**$4,035,443**

Wine Sales (Net $)

Net Sales $	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3	Fiscal 2024/25 Q4
Summary	**$39,135,319**	**$46,687,030**	**$47,140,863**	**$46,788,397**	**$39,803,793**

Wine Sales (Litres)



Wine Sales (Litres)

Wine

Litres		Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3	Fiscal 2024/25 Q4
Argentina Wine	Argentina Red Wine	37,488	35,414	32,273	43,014	37,289
	Argentina Rose Wine	170	519	426	148	620
	Argentina Sparkling Wine	279	270	432	374	374
	Argentina White Wine	1,796	2,641	2,605	2,920	1,893
	Summary	**39,732**	**38,843**	**35,736**	**46,456**	**40,175**
Australia Wine	Australia Fruit and Dessert Wine	0	0	0	0	0
	Australia Red Wine	16,736	16,165	14,867	19,568	18,426
	Australia Rose Wine	1,066	1,279	1,258	874	901
	Australia Sparkling Wine	4,304	5,399	5,693	4,742	3,736
	Australia White Wine	8,628	10,804	10,990	9,488	8,245
	Summary	**30,734**	**33,647**	**32,809**	**34,672**	**31,308**
Austria Wine	Austria Fruit and Dessert Wine	16	20	6	11	2
	Austria Red Wine	418	537	374	316	330
	Austria Rose Wine	107	80	138	175	283
	Austria Sparkling Wine	18	45	108	45	9
	Austria White Wine	1,057	1,164	1,270	1,404	1,303
	Summary	**1,616**	**1,846**	**1,896**	**1,951**	**1,926**
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	140	114	172	186	89
	Canada - BC Fruit Wine	1,708	1,626	4,862	9,231	2,432
	Canada - BC Ice Wine	493	670	777	541	521
	Canada - BC Red Wine	441,038	465,463	430,546	496,349	418,406
	Canada - BC Rose Wine	38,975	81,842	90,474	43,890	38,361

Wine Sales (Litres)

Litres		Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3	Fiscal 2024/25 Q4
Canada - BC	Canada - BC Sparkling Wine	30,085	45,485	46,829	34,267	30,409
	Canada - BC White Wine	509,792	644,663	661,721	554,239	469,333
	Summary	**1,022,230**	**1,239,862**	**1,235,381**	**1,138,703**	**959,551**
Canada - Other	Canada - Other Dessert Wine	36	24	15	12	27
	Canada - Other Fruit Wine	0	0	0	0	0
	Canada - Other Ice Wine	13	25	9	23	24
	Canada - Other Red Wine	203	593	335	401	369
	Canada - Other Rose Wine	92	165	219	99	57
	Canada - Other Sparkling Wine	15,908	24,270	25,330	22,066	19,279
	Canada - Other White Wine	687	1,105	1,188	663	682
	Summary	**16,939**	**26,182**	**27,095**	**23,264**	**20,438**
Chile Wine	Chile Fruit and Dessert Wine	0	4	9	4	9
	Chile Red Wine	17,830	18,180	16,540	20,375	17,726
	Chile Rose Wine	399	1,278	1,848	636	579
	Chile Sparkling Wine	86	130	36	26	28
	Chile White Wine	10,952	13,781	14,853	10,950	11,170
	Summary	**29,268**	**33,374**	**33,286**	**31,991**	**29,511**
China Wine	China Fruit and Dessert Wine	3	0	4	21	5
	China Red Wine	22	0	0	0	0
	China White Wine	0	0	0	0	0
	Summary	**26**	**0**	**4**	**21**	**5**
Fortified Wine	Other Fortified Domestic Wine	1,266	1,381	1,288	1,694	1,508
	Other Fortified Import Wine	3,473	3,836	3,819	3,830	3,396
	Port Wine	1,568	1,743	1,797	2,479	2,021
	Sherry Wine	952	1,208	1,103	1,355	1,224
	Vermouth Wine	12,040	12,081	12,141	12,983	11,779
	Summary	**19,299**	**20,249**	**20,147**	**22,342**	**19,929**
France Wine	France Champagne Wine	10,146	10,419	12,025	16,277	10,811

Wine Sales (Litres)

Litres		Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3	Fiscal 2024/25 Q4
France Wine	France Fruit and Dessert Wine	129	113	164	133	117
	France Red Wine	36,602	36,573	34,818	47,995	41,701
	France Rose Wine	15,540	30,031	37,708	17,045	15,587
	France Sparkling Wine	10,972	13,172	13,345	12,304	10,256
	France White Wine	34,136	48,624	50,376	47,248	41,175
	Summary	**107,524**	**138,931**	**148,435**	**141,002**	**119,647**
Georgia Wine	Georgia Red Wine	261	206	152	244	238
	Georgia Rose Wine	18	27	14	67	0
	Georgia Sparkling Wine	63	71	35	32	0
	Georgia White Wine	199	246	132	157	191
	Summary	**541**	**550**	**333**	**500**	**430**
Germany Wine	Germany Fruit and Dessert Wine	0	0	2	0	0
	Germany Red Wine	432	390	336	261	279
	Germany Rose Wine	110	87	54	0	9
	Germany Sparkling Wine	6,589	7,961	6,389	7,073	5,576
	Germany White Wine	2,682	2,317	2,581	2,928	2,096
	Summary	**9,813**	**10,755**	**9,362**	**10,262**	**7,959**
Greece Wine	Greece Fruit and Dessert Wine	0	27	0	0	18
	Greece Red Wine	3,861	4,310	2,960	4,661	4,199
	Greece Rose Wine	309	574	659	452	112
	Greece Sparkling Wine	148	99	104	153	130
	Greece White Wine	3,319	4,340	4,076	3,429	4,279
	Summary	**7,638**	**9,350**	**7,798**	**8,695**	**8,739**
Hungary Wine	Hungary Fruit and Dessert Wine	111	96	86	111	122
	Hungary Red Wine	81	68	149	120	112
	Hungary Rose Wine	36	18	27	0	0
	Hungary Sparkling Wine	1,990	2,524	3,436	2,594	1,251
	Hungary White Wine	460	411	586	428	299

Wine Sales (Litres)

Litres		Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3	Fiscal 2024/25 Q4
Hungary Wine	**Summary**	**2,678**	**3,116**	**4,285**	**3,253**	**1,784**
Israel Wine	Israel Red Wine	33	28	5	8	4
	Israel Rose Wine	0	0	1	0	0
	Israel White Wine	26	0	1	0	2
	Summary	**59**	**28**	**7**	**8**	**5**
Italy Wine	Italy Fruit and Dessert Wine	49	74	46	111	35
	Italy Red Wine	109,058	112,912	104,285	141,322	113,955
	Italy Rose Wine	2,916	6,010	6,190	2,886	2,714
	Italy Sparkling Wine	30,380	42,732	42,425	35,840	32,579
	Italy White Wine	78,740	101,166	105,209	97,388	81,952
	Prosecco Wine	53,320	74,119	81,830	71,544	57,875
	Summary	**274,464**	**337,013**	**339,987**	**349,091**	**289,109**
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	1,531	1,504	1,496	1,709	1,582
	New Zealand Rose Wine	468	976	1,161	514	335
	New Zealand Sparkling Wine	178	120	205	206	189
	New Zealand White Wine	53,536	69,816	70,470	65,242	54,878
	Summary	**55,713**	**72,416**	**73,332**	**67,672**	**56,984**
Other Country Wine	Other Country Fruit and Dessert Wine	5,950	5,832	5,960	5,680	6,141
	Other Country Red Wine	558	777	646	1,124	836
	Other Country Rose Wine	9	243	140	36	130
	Other Country Sparkling Wine	130	192	232	308	304
	Other Country White Wine	392	873	928	886	638
	Summary	**7,040**	**7,917**	**7,907**	**8,034**	**8,050**
Other Style Wine	Aperitif And Flavoured Wine	187	165	188	179	189
	Mead	469	642	942	482	470
	Rice Wine	1,063	1,103	1,034	938	916
	Summary	**1,719**	**1,909**	**2,164**	**1,599**	**1,574**

Wine Sales (Litres)

Litres		Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3	Fiscal 2024/25 Q4
Portugal Wine	Portugal Fruit and Dessert Wine	10	27	9	14	18
	Portugal Red Wine	2,634	2,509	1,756	2,324	2,337
	Portugal Rose Wine	326	455	463	294	282
	Portugal Sparkling Wine	126	216	216	36	14
	Portugal White Wine	2,814	5,671	4,887	3,152	2,811
	Summary	**5,909**	**8,878**	**7,330**	**5,820**	**5,462**
Sake	Japan Sake	20,662	22,437	21,576	23,374	22,446
	Other Country Sake	998	841	935	980	972
	USA Sake	35,929	33,263	32,003	34,530	44,044
	Summary	**57,589**	**56,541**	**54,514**	**58,884**	**67,463**
South Africa Wine	South Africa Fruit and Dessert Wine	0	1	0	2	3
	South Africa Red Wine	2,774	2,586	2,421	3,181	2,960
	South Africa Rose Wine	59	148	178	90	93
	South Africa Sparkling Wine	73	9	14	18	4
	South Africa White Wine	4,068	5,380	5,911	5,434	4,646
	Summary	**6,974**	**8,125**	**8,524**	**8,725**	**7,706**
Spain Wine	Spain Fruit and Dessert Wine	166	259	180	200	198
	Spain Red Wine	16,141	15,516	14,771	18,341	17,980
	Spain Rose Wine	762	1,607	1,384	819	772
	Spain Sparkling Wine	15,604	19,032	21,640	19,589	16,123
	Spain White Wine	3,874	5,291	5,056	5,061	4,874
	Summary	**36,547**	**41,706**	**43,031**	**44,010**	**39,947**
USA Wine	USA Fruit and Dessert Wine	0	0	0	0	1,774
	USA Red Wine	106,374	111,113	97,663	140,591	101,081
	USA Rose Wine	1,672	2,346	2,516	1,544	1,382
	USA Sparkling Wine	512	679	518	952	683
	USA White Wine	28,288	40,498	40,899	39,231	28,218
	Summary	**136,846**	**154,636**	**141,595**	**182,319**	**133,138**

Wine Sales (Litres)

Litres	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1	Fiscal 2024/25 Q2	Fiscal 2024/25 Q3	Fiscal 2024/25 Q4
Summary	**1,870,897**	**2,245,875**	**2,234,960**	**2,189,276**	**1,850,840**

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.