

Hospitality Liquor Market Review

Fiscal 2022/23 Q1

June 2022



**LIQUOR
DISTRIBUTION
BRANCH**

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Introduction

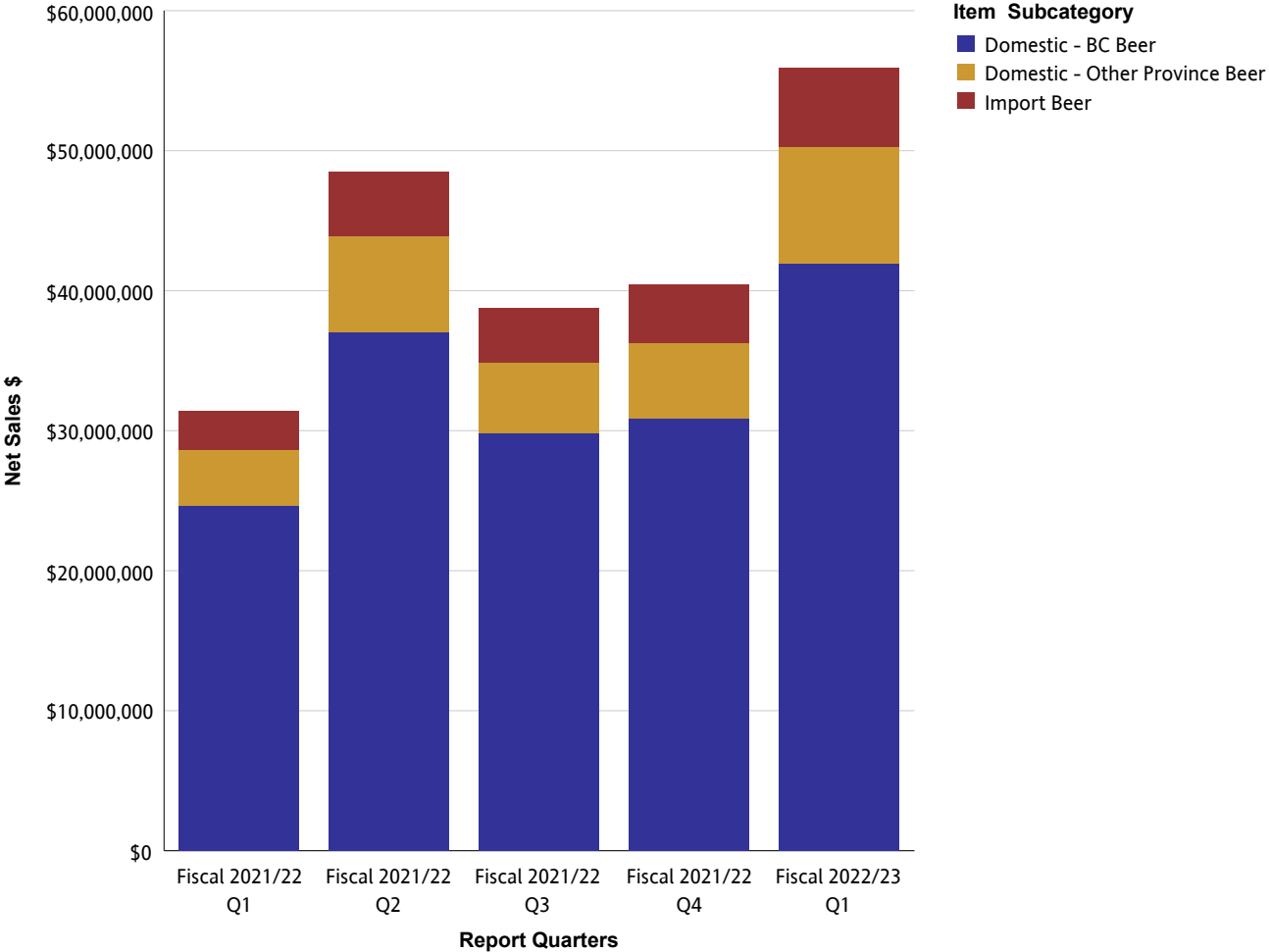
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer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

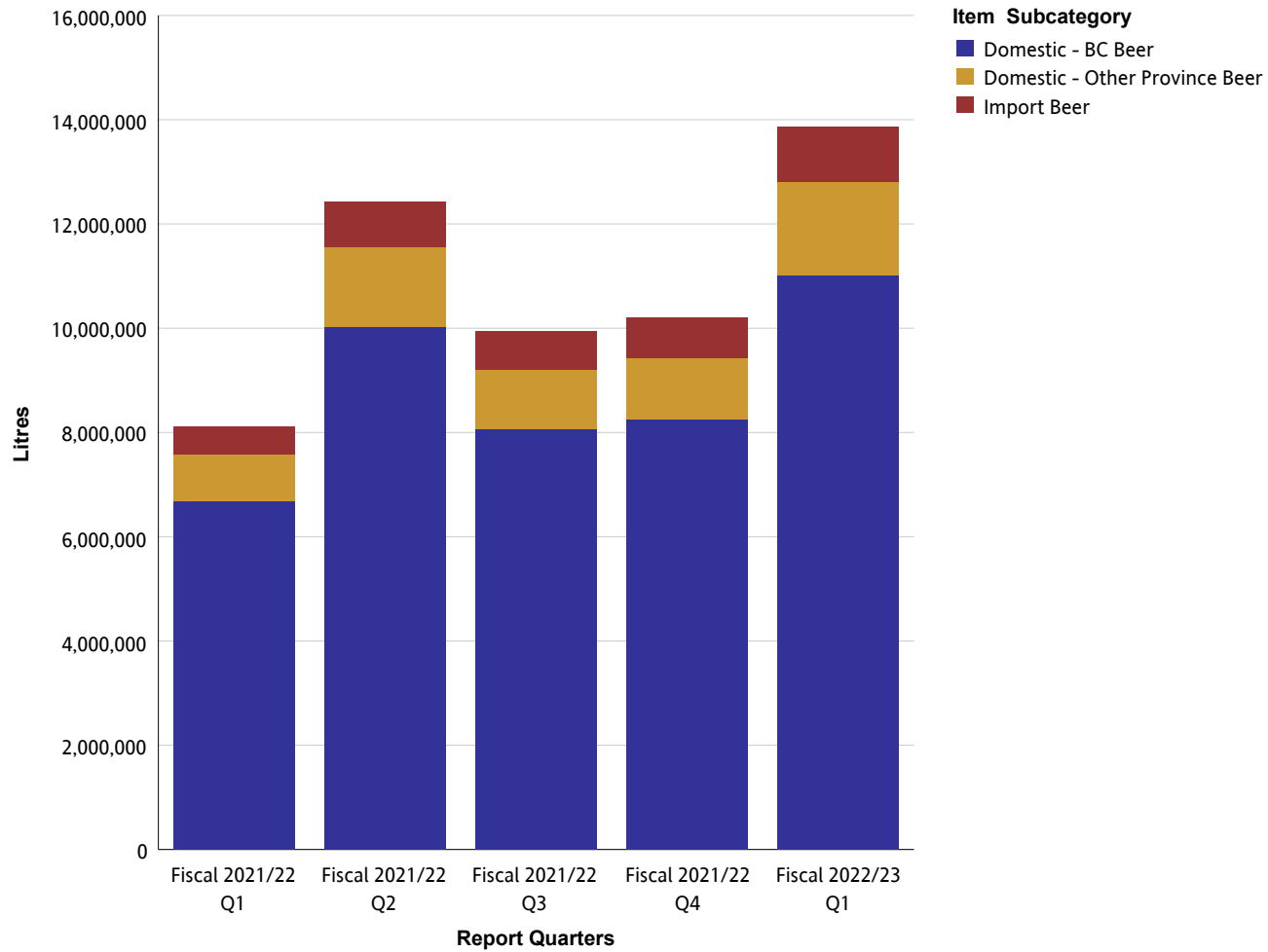


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Domestic - BC Beer	Domestic - BC Commercial Beer	\$10,588,373	\$16,313,311	\$13,819,313	\$14,186,990	\$18,726,716
	Domestic - BC Micro Brew Beer	\$7,685,379	\$11,333,478	\$8,688,335	\$9,077,463	\$12,593,847
	Domestic - BC Regional Beer	\$6,387,032	\$9,400,716	\$7,283,384	\$7,590,303	\$10,598,009
	Summary	\$24,660,784	\$37,047,505	\$29,791,032	\$30,854,756	\$41,918,572
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$3,713,212	\$6,516,548	\$4,823,805	\$5,135,075	\$7,929,152
	Domestic - Other Province Micro Brew Beer	\$19,849	\$22,466	\$14,762	\$10,238	\$39,933
	Domestic - Other Province Regional Beer	\$244,820	\$296,566	\$266,032	\$261,793	\$350,953
	Summary	\$3,977,881	\$6,835,579	\$5,104,598	\$5,407,106	\$8,320,037
Import Beer	Asia And South Pacific Beer	\$424,177	\$775,684	\$769,024	\$695,753	\$1,068,308
	Europe Beer	\$1,922,735	\$3,198,469	\$2,748,041	\$3,060,439	\$3,953,564
	Mexico And Caribbean Beer	\$257,318	\$350,669	\$197,600	\$284,919	\$488,726
	Other Country Beer	\$5,202	\$8,801	\$4,637	\$1,654	\$5,013
	USA Beer	\$134,886	\$220,224	\$157,076	\$100,140	\$152,582
	Summary	\$2,744,318	\$4,553,847	\$3,876,378	\$4,142,905	\$5,668,193
Summary	\$31,382,983	\$48,436,931	\$38,772,008	\$40,404,768	\$55,906,802	

Beer Sales (Litres)

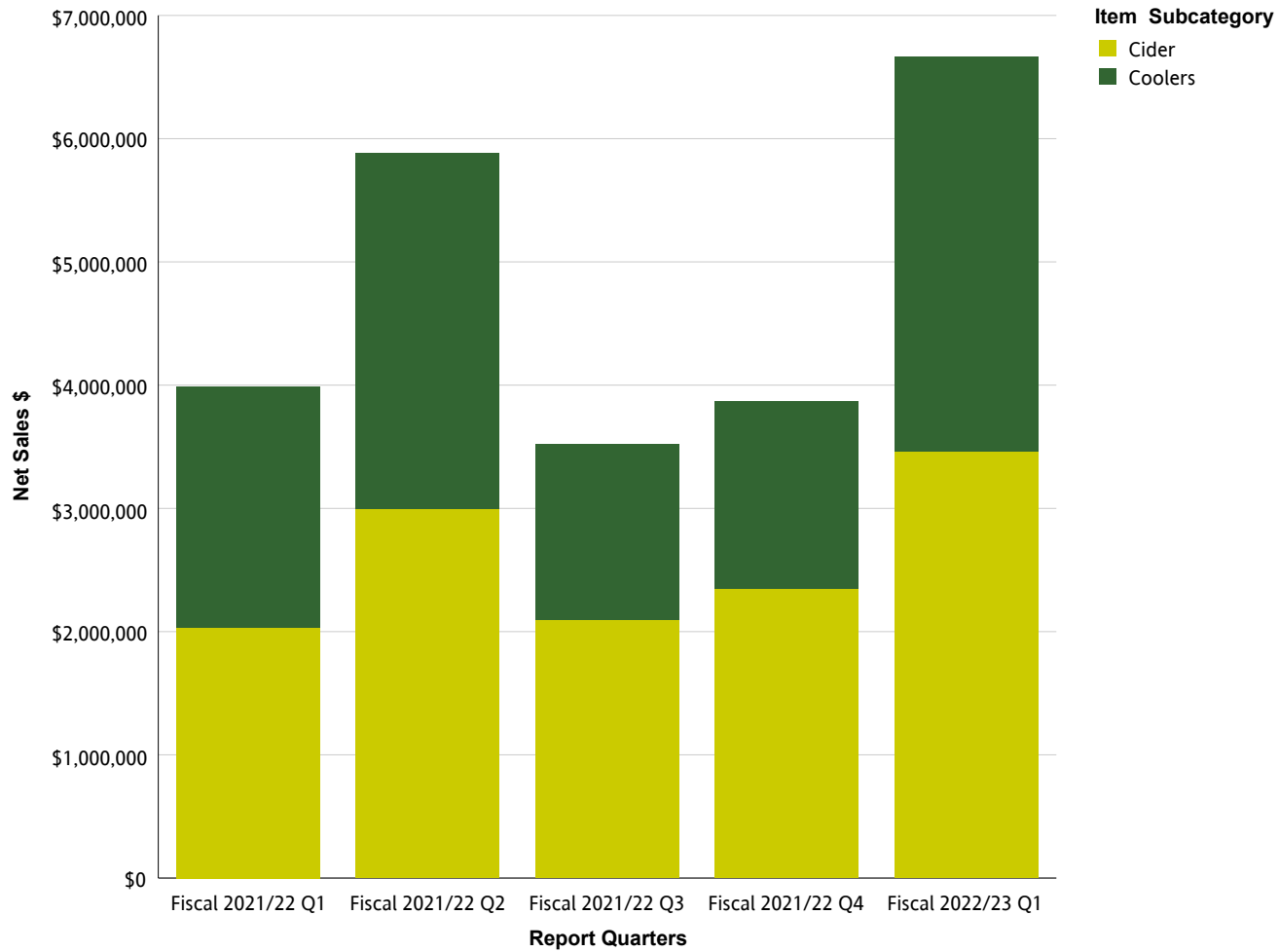


Beer Sales (Litres)

Beer

Litres		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Domestic - BC Beer	Domestic - BC Commercial Beer	2,935,680	4,481,533	3,799,324	3,802,912	4,947,219
	Domestic - BC Micro Brew Beer	1,840,602	2,752,839	2,082,916	2,197,754	2,996,553
	Domestic - BC Regional Beer	1,898,413	2,791,154	2,182,376	2,259,748	3,081,740
	Summary	6,674,696	10,025,525	8,064,616	8,260,414	11,025,513
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	825,821	1,433,281	1,048,894	1,078,065	1,678,303
	Domestic - Other Province Micro Brew Beer	2,321	2,913	2,015	1,205	5,510
	Domestic - Other Province Regional Beer	83,117	98,362	87,623	84,879	112,344
	Summary	911,258	1,534,556	1,138,533	1,164,149	1,796,157
Import Beer	Asia And South Pacific Beer	77,136	136,563	138,730	119,714	179,933
	Europe Beer	369,608	615,391	528,948	585,828	745,403
	Mexico And Caribbean Beer	50,919	68,258	37,990	51,989	92,205
	Other Country Beer	1,118	1,724	909	361	952
	USA Beer	25,600	41,033	29,239	20,575	29,929
	Summary	524,382	862,968	735,816	778,467	1,048,421
Summary		8,110,337	12,423,049	9,938,964	10,203,030	13,870,091

Refreshment Beverages Sales (Net \$)

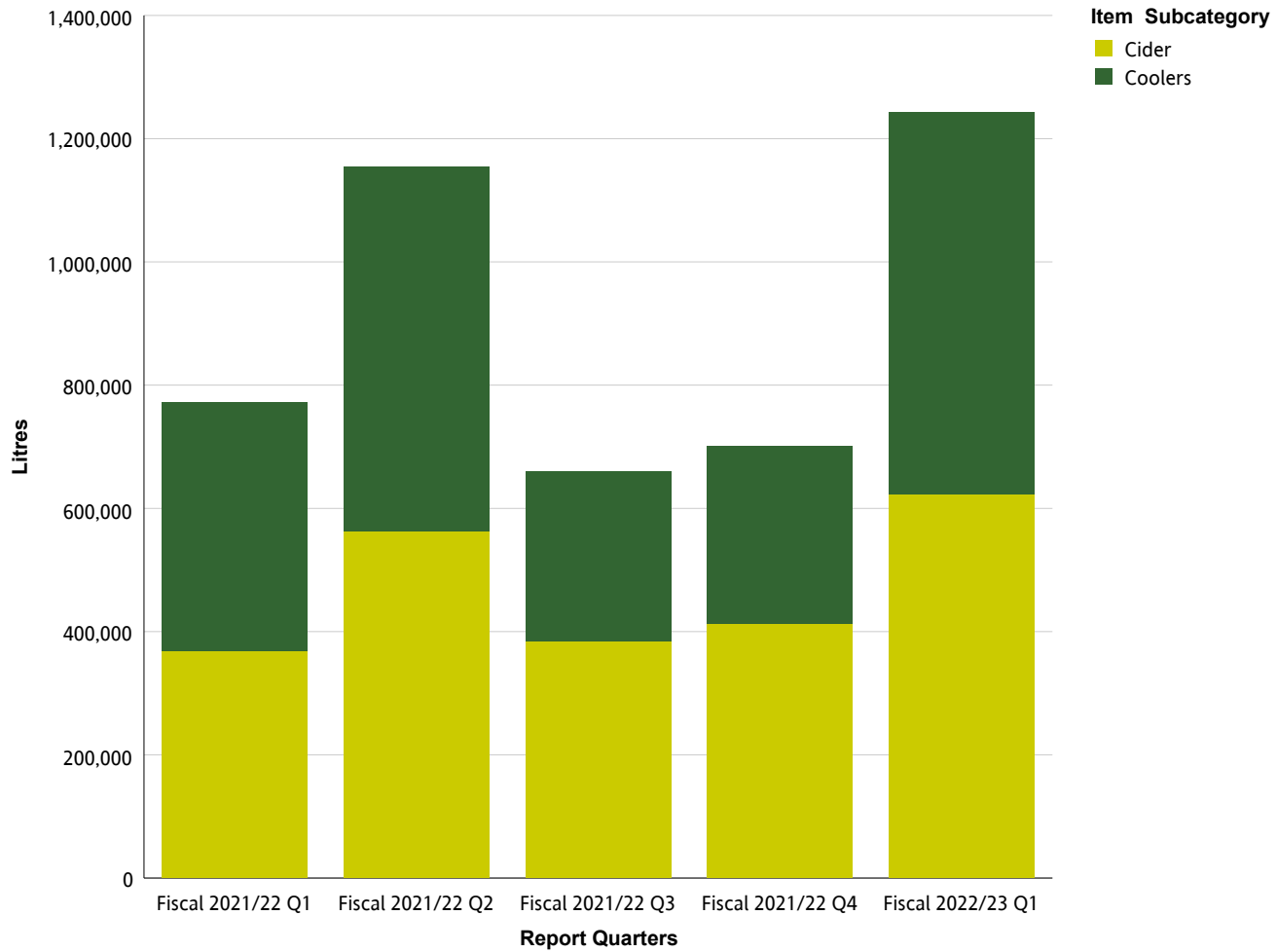


Refreshment Beverages Sales (Net \$)

Refreshment Beverages

Net Sales \$		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Cider	Domestic Cider	\$1,569,628	\$2,277,085	\$1,557,788	\$1,759,962	\$2,644,140
	Import Cider	\$460,571	\$720,500	\$537,251	\$588,053	\$818,912
	Summary	\$2,030,200	\$2,997,585	\$2,095,039	\$2,348,015	\$3,463,052
Coolers	Malt-Based Coolers	\$51,509	\$65,080	\$35,666	\$32,073	\$72,106
	Spirit Coolers	\$1,843,974	\$2,727,508	\$1,328,546	\$1,442,289	\$3,040,360
	Wine/Fruit Coolers	\$61,013	\$97,442	\$58,728	\$49,928	\$86,782
	Summary	\$1,956,496	\$2,890,030	\$1,422,940	\$1,524,290	\$3,199,248
Summary		\$3,986,695	\$5,887,615	\$3,517,979	\$3,872,306	\$6,662,300

Refreshment Beverages Sales (Litres)

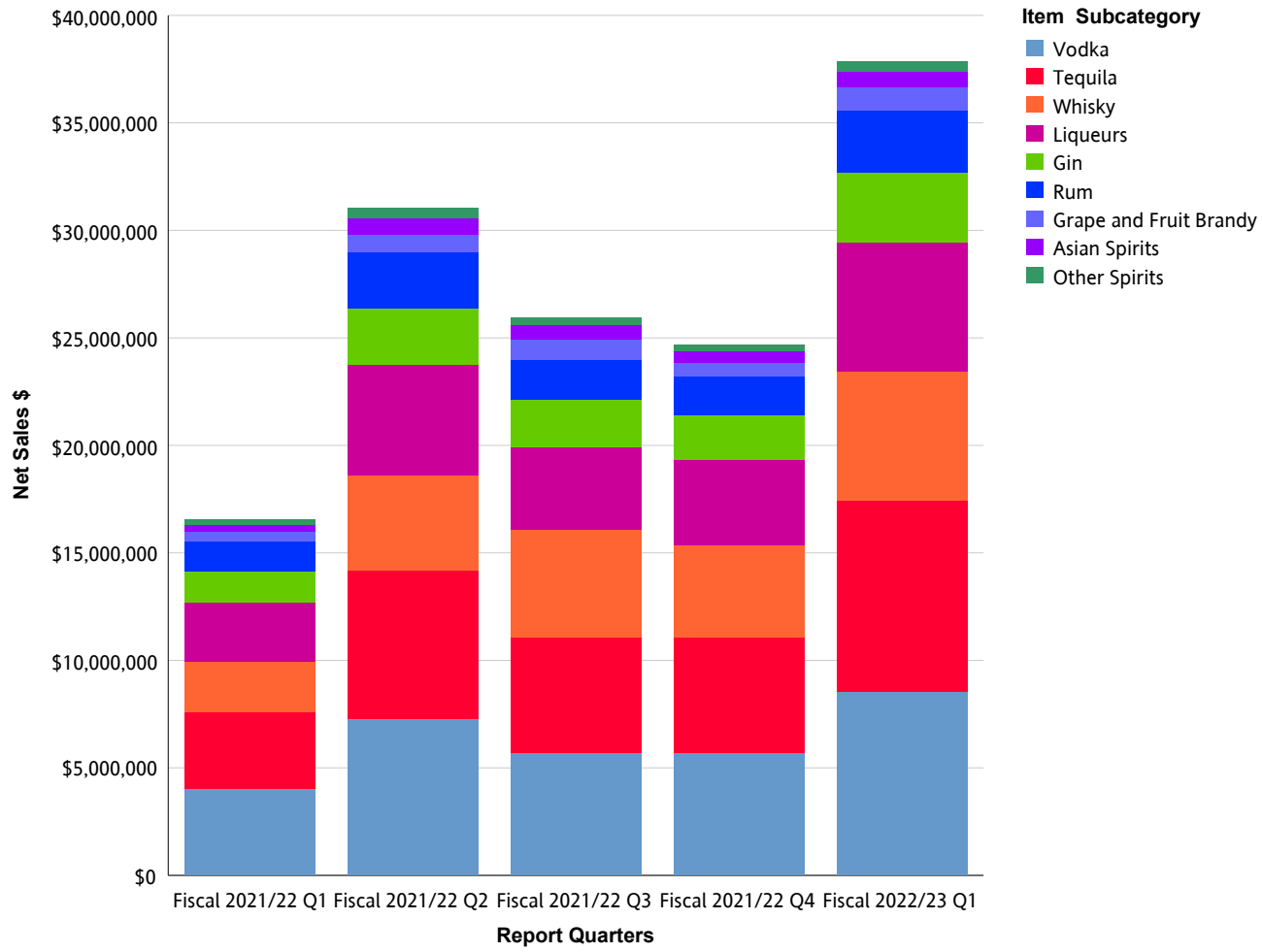


Refreshment Beverages Sales (Litres)

Refreshment Beverages

Litres		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Cider	Domestic Cider	268,425	406,963	268,850	293,111	454,396
	Import Cider	100,235	155,211	115,690	120,157	168,935
	Summary	368,659	562,174	384,540	413,268	623,331
Coolers	Malt-Based Coolers	10,492	12,921	7,384	6,561	15,189
	Spirit Coolers	383,842	564,096	259,446	273,608	592,518
	Wine/Fruit Coolers	9,392	14,680	9,127	7,487	12,422
	Summary	403,726	591,697	275,958	287,656	620,129
Summary		772,385	1,153,871	660,497	700,925	1,243,460

Spirits Sales (Net \$)



Spirits Sales (Net \$)

Spirits

Net Sales \$		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Asian Spirits	China Spirits	\$36,414	\$264,449	\$192,639	\$76,371	\$134,741
	Korea Spirits	\$224,009	\$434,333	\$478,402	\$419,092	\$548,426
	Other Country Asian Spirits	\$25,079	\$41,188	\$44,212	\$36,192	\$50,911
	Summary	\$285,502	\$739,970	\$715,253	\$531,655	\$734,078
Gin	Dry Gin	\$1,314,644	\$2,479,692	\$2,067,114	\$1,967,966	\$3,050,423
	Flavoured Gin	\$76,082	\$129,469	\$78,355	\$83,010	\$145,046
	Other Gin	\$25,815	\$49,905	\$41,174	\$47,647	\$55,084
	Summary	\$1,416,542	\$2,659,066	\$2,186,643	\$2,098,623	\$3,250,553
Grape and Fruit Brandy	Armagnac	\$2,390	\$8,289	\$7,685	\$15,165	\$6,157
	Brandy	\$92,259	\$152,425	\$131,246	\$108,506	\$157,837
	Cognac	\$310,654	\$567,484	\$658,329	\$410,195	\$753,456
	Eau de Vie	\$15,818	\$40,523	\$60,992	\$25,099	\$48,542
	Grappa And Marc	\$12,530	\$21,115	\$25,246	\$18,054	\$28,839
	Pisco	\$34,264	\$53,186	\$45,131	\$49,462	\$69,127
	Summary	\$467,915	\$843,021	\$928,630	\$626,481	\$1,063,959
Liqueurs	Anise And Herbal/Spice Liqueurs	\$869,284	\$1,701,612	\$1,328,042	\$1,361,990	\$2,082,030
	Coffee And Cocoa Liqueurs	\$209,793	\$392,610	\$351,893	\$369,549	\$467,505
	Cream/Dairy Liqueurs	\$269,882	\$450,455	\$462,558	\$401,756	\$564,928
	Fruit Liqueurs	\$1,085,953	\$1,917,213	\$1,167,944	\$1,252,331	\$2,042,268
	Nut Liqueurs	\$151,177	\$268,331	\$206,659	\$216,713	\$313,109
	Other Liqueurs	\$154,507	\$292,315	\$221,258	\$242,202	\$361,656
	Whiskey Liqueurs	\$53,450	\$102,322	\$104,005	\$105,452	\$132,679
	Summary	\$2,794,046	\$5,124,857	\$3,842,359	\$3,949,994	\$5,964,175
Other Spirits	Cachaca	\$19,567	\$42,469	\$20,995	\$7,642	\$16,081
	Flavoured Spirits	\$6,647	\$14,686	\$12,755	\$6,295	\$9,867
	Miscellaneous/Other Spirits	\$25,368	\$47,938	\$41,402	\$44,437	\$55,170

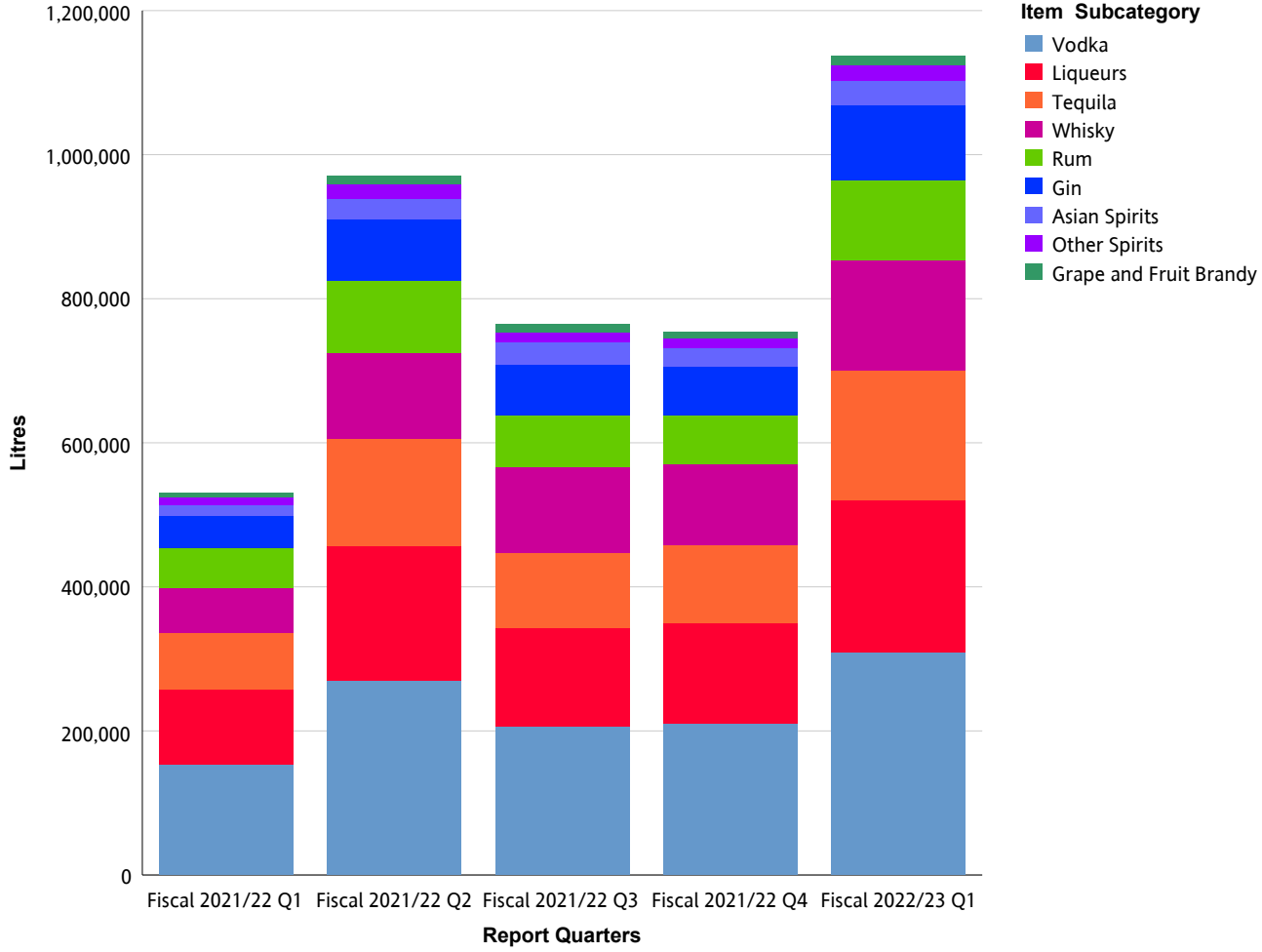
Spirits Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Other Spirits	Moonshine Spirits	\$763	\$2,641	\$2,355	\$3,205	\$2,518
	Ready to Mix Cocktails	\$164,401	\$320,669	\$202,335	\$232,525	\$366,470
	Ready to Serve Cocktails	\$30,087	\$34,129	\$27,808	\$11,413	\$21,284
	Schnapps and Akvavit	\$6,450	\$9,107	\$10,606	\$7,076	\$8,659
	Summary	\$253,283	\$471,638	\$318,255	\$312,592	\$480,048
Rum	Amber Rum	\$208,249	\$367,640	\$278,599	\$227,550	\$393,785
	Dark Rum	\$144,280	\$294,114	\$270,099	\$238,072	\$365,797
	Flavoured Rum	\$21,182	\$24,100	\$22,121	\$21,723	\$33,716
	Spiced Rum	\$332,471	\$652,777	\$556,428	\$586,273	\$865,859
	White Rum	\$711,148	\$1,235,385	\$748,474	\$741,212	\$1,245,402
	Summary	\$1,417,331	\$2,574,016	\$1,875,721	\$1,814,831	\$2,904,559
Tequila	Blanco/Silver Tequila	\$1,754,200	\$3,318,915	\$2,286,462	\$2,242,684	\$3,800,401
	Flavoured Tequila	\$38,120	\$72,426	\$34,802	\$36,759	\$71,045
	Gold Tequila	\$1,568,940	\$3,163,042	\$2,770,604	\$2,758,137	\$4,521,426
	Mezcal	\$180,184	\$370,088	\$300,117	\$329,078	\$486,556
	Summary	\$3,541,444	\$6,924,471	\$5,391,985	\$5,366,658	\$8,879,427
Vodka	Flavoured Vodka	\$709,596	\$1,178,280	\$833,346	\$800,142	\$1,193,503
	Straight Vodka	\$3,321,131	\$6,087,978	\$4,860,130	\$4,909,214	\$7,356,996
	Summary	\$4,030,727	\$7,266,258	\$5,693,476	\$5,709,356	\$8,550,499
Whisky	American Whiskey	\$144,439	\$301,721	\$322,335	\$277,360	\$437,817
	Blended Malt Scotch Whisky	\$3,372	\$9,496	\$14,018	\$10,143	\$13,060
	Blended Scotch Whisky	\$117,971	\$236,505	\$283,750	\$227,035	\$365,481
	Bourbon Whiskey	\$504,311	\$952,724	\$1,143,401	\$1,019,726	\$1,333,617
	Canadian Whisky	\$669,230	\$1,250,649	\$1,132,851	\$1,099,873	\$1,572,295
	Flavoured Whisky	\$506	\$9,634	\$36,418	\$42,602	\$30,378
	Irish Whiskey	\$528,825	\$986,620	\$948,715	\$978,657	\$1,206,181
	Other Country Whisky	\$75,158	\$131,389	\$166,727	\$116,633	\$173,344
	Single Malt Scotch Whisky	\$300,364	\$551,364	\$954,529	\$512,438	\$906,112

Spirits Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Whisky	Summary	\$2,344,176	\$4,430,104	\$5,002,744	\$4,284,468	\$6,038,285
Summary		\$16,550,965	\$31,033,402	\$25,955,065	\$24,694,658	\$37,865,583

Spirits Sales (Litres)



Spirits Sales (Litres)

Spirits

Litres		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Asian Spirits	China Spirits	461	1,570	1,399	1,122	1,417
	Korea Spirits	13,087	25,400	28,101	23,893	30,483
	Other Country Asian Spirits	605	1,078	1,176	854	1,198
	Summary	14,152	28,048	30,676	25,869	33,098
Gin	Dry Gin	43,159	80,841	68,145	63,624	99,621
	Flavoured Gin	2,266	3,837	2,218	2,305	4,117
	Other Gin	523	978	832	979	1,133
	Summary	45,948	85,656	71,195	66,908	104,871
Grape and Fruit Brandy	Armagnac	17	61	78	85	58
	Brandy	3,402	5,568	4,657	3,983	5,406
	Cognac	1,471	3,849	4,414	2,985	4,379
	Eau de Vie	303	729	905	445	909
	Grappa And Marc	200	307	343	256	418
	Pisco	848	1,423	1,184	1,278	1,712
	Summary	6,240	11,938	11,581	9,032	12,882
Liqueurs	Anise And Herbal/Spice Liqueurs	29,768	55,756	42,285	43,643	66,684
	Coffee And Cocoa Liqueurs	8,617	15,939	15,016	14,932	18,973
	Cream/Dairy Liqueurs	9,905	16,797	18,142	14,841	20,509
	Fruit Liqueurs	42,326	74,229	42,606	47,381	75,990
	Nut Liqueurs	6,033	10,676	7,952	7,947	12,110
	Other Liqueurs	4,985	9,963	7,958	8,444	12,436
	Whiskey Liqueurs	1,746	3,235	3,233	3,194	4,168
	Summary	103,380	186,595	137,193	140,382	210,870
Other Spirits	Cachaca	489	975	511	155	403
	Flavoured Spirits	115	251	259	129	200
	Miscellaneous/Other Spirits	659	1,217	1,108	1,204	1,344

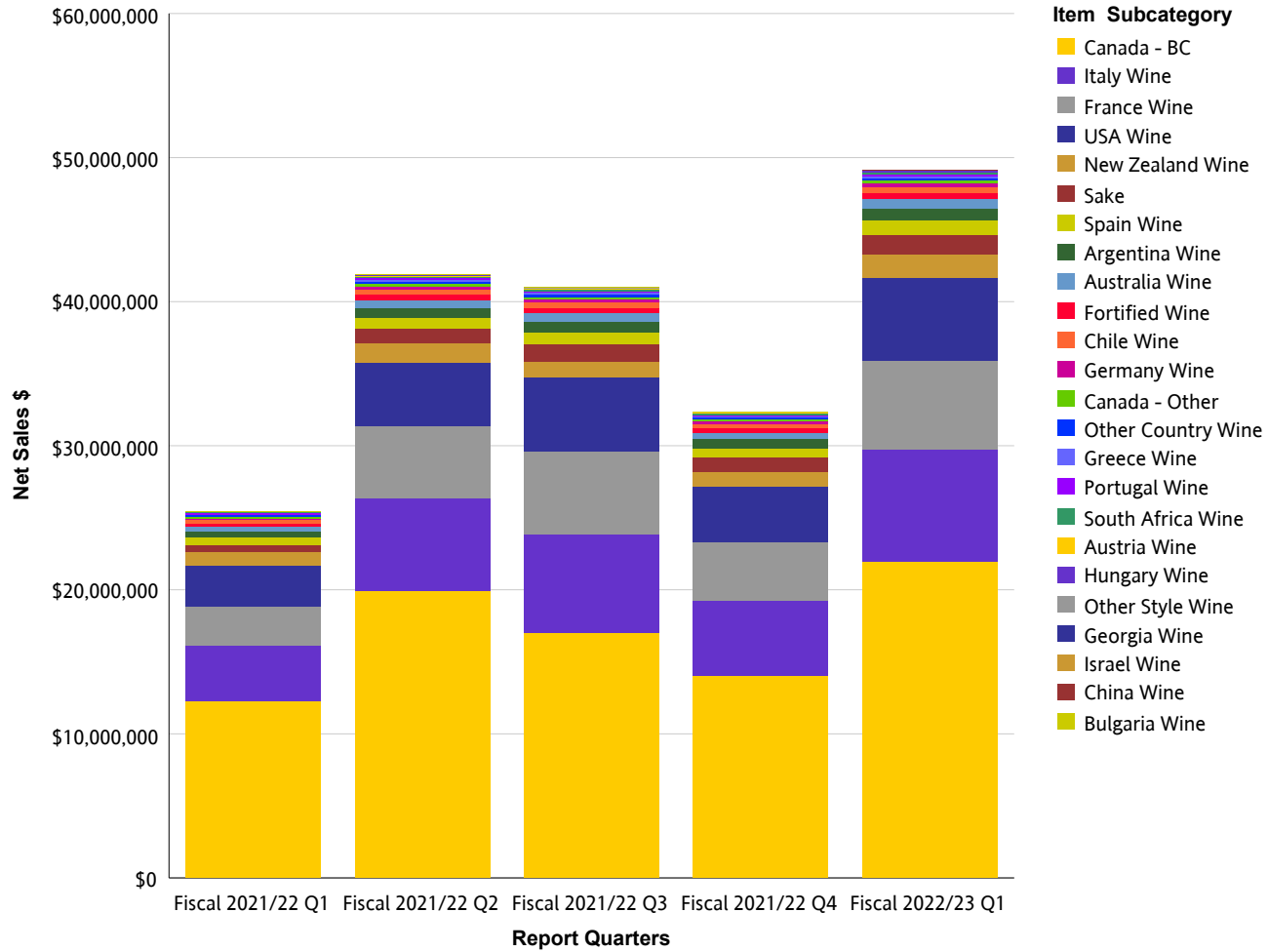
Spirits Sales (Litres)

Litres		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Other Spirits	Moonshine Spirits	22	76	69	89	70
	Ready to Mix Cocktails	8,688	16,678	10,060	11,751	18,540
	Ready to Serve Cocktails	869	1,278	874	427	948
	Schnapps and Akvavit	159	196	251	158	185
	Summary	11,000	20,672	13,131	13,913	21,690
Rum	Amber Rum	6,803	11,925	8,515	7,119	12,072
	Dark Rum	5,243	10,675	9,687	8,392	13,269
	Flavoured Rum	697	775	645	569	971
	Spiced Rum	12,056	23,898	20,728	21,399	31,338
	White Rum	29,828	52,277	31,359	31,195	52,304
	Summary	54,627	99,550	70,933	68,674	109,956
Tequila	Blanco/Silver Tequila	41,799	77,498	49,711	48,441	83,836
	Flavoured Tequila	1,031	1,773	848	928	1,735
	Gold Tequila	33,106	65,065	47,642	53,540	87,645
	Mezcal	2,867	5,742	4,744	5,246	7,705
	Summary	78,804	150,078	102,946	108,156	180,920
Vodka	Flavoured Vodka	25,635	40,137	27,238	26,460	40,136
	Straight Vodka	128,226	229,242	179,292	183,104	269,217
	Summary	153,861	269,379	206,530	209,564	309,354
Whisky	American Whiskey	4,068	8,398	8,636	7,443	11,979
	Blended Malt Scotch Whisky	59	147	220	167	206
	Blended Scotch Whisky	2,612	4,654	5,503	4,395	7,212
	Bourbon Whiskey	12,960	23,999	27,731	24,699	32,253
	Canadian Whisky	24,509	46,324	41,167	39,922	57,696
	Flavoured Whisky	11	183	634	998	511
	Irish Whiskey	14,789	27,954	26,260	27,795	32,579
	Other Country Whisky	712	1,534	1,858	1,483	2,029
	Single Malt Scotch Whisky	2,957	5,838	8,056	5,093	8,581

Spirits Sales (Litres)

Litres		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Whisky	Summary	62,678	119,032	120,066	111,996	153,046
Summary		530,690	970,948	764,251	754,494	1,136,687

Wine Sales (Net \$)



Wine Sales (Net \$)

Wine

Net Sales \$		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Argentina Wine	Argentina Red Wine	\$373,872	\$620,733	\$751,807	\$610,691	\$749,845
	Argentina Rose Wine	\$4,721	\$6,148	\$608	\$2,407	\$4,649
	Argentina Sparkling Wine	\$1,991	\$5,554	\$2,526	\$3,643	\$3,858
	Argentina White Wine	\$21,691	\$42,040	\$34,798	\$26,149	\$39,682
	Summary	\$402,275	\$674,474	\$789,739	\$642,890	\$798,035
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Australia Red Wine	\$219,549	\$327,171	\$416,514	\$301,356	\$398,212
	Australia Rose Wine	\$12,641	\$16,122	\$9,151	\$11,667	\$19,697
	Australia Sparkling Wine	\$46,770	\$71,539	\$38,135	\$46,304	\$83,021
	Australia White Wine	\$93,158	\$138,213	\$123,033	\$99,864	\$162,307
	Summary	\$372,119	\$553,045	\$586,832	\$459,191	\$663,238
Austria Wine	Austria Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$145
	Austria Red Wine	\$18,263	\$22,823	\$19,690	\$16,572	\$26,897
	Austria Rose Wine	\$328	\$1,075	\$5,439	\$3,616	\$4,410
	Austria Sparkling Wine	\$0	\$504	\$2,104	\$1,679	\$1,296
	Austria White Wine	\$20,210	\$36,287	\$42,773	\$34,345	\$35,855
	Summary	\$38,802	\$60,690	\$70,006	\$56,212	\$68,604
Bulgaria Wine	Bulgaria Red Wine	\$15	\$118	\$10	\$248	\$0
	Bulgaria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$0	\$0	\$114	\$342	\$0
	Summary	\$15	\$118	\$124	\$590	\$0
Canada - BC	Canada - BC Dessert Wine	\$4,872	\$6,853	\$11,922	\$11,443	\$9,888
	Canada - BC Fruit Wine	\$21,326	\$39,090	\$28,542	\$12,465	\$52,346
	Canada - BC Ice Wine	\$22,002	\$29,812	\$23,158	\$25,767	\$24,623
	Canada - BC Red Wine	\$4,746,670	\$8,166,592	\$8,795,321	\$6,979,182	\$9,284,482
	Canada - BC Rose Wine	\$1,294,380	\$1,619,708	\$547,112	\$584,520	\$1,523,165

Wine Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Canada - BC	Canada - BC Sparkling Wine	\$631,842	\$953,371	\$771,681	\$624,307	\$1,174,429
	Canada - BC White Wine	\$5,584,765	\$9,077,955	\$6,852,182	\$5,791,446	\$9,892,229
	Summary	\$12,305,858	\$19,893,381	\$17,029,919	\$14,029,130	\$21,961,162
Canada - Other	Canada - Other Dessert Wine	\$696	\$1,392	\$3,204	\$0	\$374
	Canada - Other Fruit Wine	\$0	\$0	\$114	\$0	\$0
	Canada - Other Ice Wine	\$163	\$355	\$962	\$511	\$1,148
	Canada - Other Red Wine	\$7,612	\$15,311	\$13,471	\$10,124	\$12,649
	Canada - Other Rose Wine	\$45,546	\$62,997	\$3,181	\$2,466	\$59,664
	Canada - Other Sparkling Wine	\$85,923	\$125,958	\$95,891	\$81,778	\$126,363
	Canada - Other White Wine	\$7,405	\$10,606	\$22,421	\$10,708	\$9,027
	Summary	\$147,345	\$216,619	\$139,244	\$105,587	\$209,225
Chile Wine	Chile Fruit and Dessert Wine	\$319	\$319	\$160	\$798	\$639
	Chile Red Wine	\$121,021	\$169,100	\$218,489	\$182,470	\$259,103
	Chile Rose Wine	\$4,274	\$6,849	\$3,589	\$2,795	\$8,595
	Chile Sparkling Wine	\$614	\$4,212	\$2,864	\$1,189	\$877
	Chile White Wine	\$102,045	\$148,497	\$118,063	\$109,996	\$146,481
	Summary	\$228,274	\$328,977	\$343,164	\$297,249	\$415,695
China Wine	China Fruit and Dessert Wine	\$0	\$0	\$0	\$145	\$1,237
	China Red Wine	\$0	\$0	\$0	\$532	\$1,682
	China White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$0	\$0	\$0	\$676	\$2,918
Fortified Wine	Other Fortified Domestic Wine	\$13,966	\$20,053	\$22,146	\$20,118	\$29,832
	Other Fortified Import Wine	\$44,654	\$77,654	\$68,564	\$64,967	\$77,418
	Port Wine	\$26,352	\$72,069	\$117,992	\$63,203	\$66,951
	Sherry Wine	\$16,522	\$32,778	\$31,356	\$28,113	\$36,829
	Vermouth Wine	\$96,896	\$175,389	\$150,692	\$128,075	\$187,300
	Summary	\$198,390	\$377,944	\$390,751	\$304,475	\$398,331
France Wine	France Champagne Wine	\$630,440	\$1,367,226	\$2,023,222	\$846,581	\$1,819,679

Wine Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
France Wine	France Fruit and Dessert Wine	\$711	\$2,701	\$7,241	\$7,333	\$7,474
	France Red Wine	\$794,039	\$1,465,170	\$1,938,988	\$1,707,368	\$1,882,516
	France Rose Wine	\$448,511	\$564,666	\$223,990	\$262,939	\$606,355
	France Sparkling Wine	\$95,019	\$219,619	\$207,861	\$157,229	\$229,996
	France White Wine	\$760,891	\$1,387,278	\$1,342,183	\$1,080,210	\$1,556,865
	Summary	\$2,729,611	\$5,006,659	\$5,743,484	\$4,061,660	\$6,102,885
Georgia Wine	Georgia Red Wine	\$194	\$304	\$3,295	\$1,007	\$74
	Georgia White Wine	\$0	\$0	\$2,604	\$1,519	\$1,622
	Summary	\$194	\$304	\$5,899	\$2,526	\$1,695
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$3,198	\$0	\$0	\$0
	Germany Red Wine	\$9,080	\$13,583	\$18,146	\$12,337	\$5,862
	Germany Rose Wine	\$3,270	\$3,087	\$4,288	\$5,920	\$5,021
	Germany Sparkling Wine	\$65,596	\$145,072	\$146,461	\$105,286	\$179,313
	Germany White Wine	\$40,300	\$59,562	\$67,420	\$77,540	\$74,483
	Summary	\$118,246	\$224,503	\$236,316	\$201,082	\$264,679
Greece Wine	Greece Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$15
	Greece Red Wine	\$25,892	\$53,376	\$62,465	\$47,332	\$65,833
	Greece Rose Wine	\$314	\$52	\$5,685	\$5,666	\$4,907
	Greece Sparkling Wine	\$0	\$0	\$4,944	\$0	\$0
	Greece White Wine	\$26,312	\$59,415	\$63,195	\$44,005	\$56,991
	Summary	\$52,518	\$112,843	\$136,289	\$97,004	\$127,747
Hungary Wine	Hungary Fruit and Dessert Wine	\$1,723	\$3,705	\$3,576	\$2,959	\$4,417
	Hungary Red Wine	\$367	\$546	\$268	\$906	\$595
	Hungary Rose Wine	\$0	\$0	\$0	\$0	\$0
	Hungary Sparkling Wine	\$15,389	\$32,668	\$24,034	\$15,319	\$46,079
	Hungary White Wine	\$4,191	\$11,054	\$6,666	\$8,916	\$16,469
	Summary	\$21,671	\$47,973	\$34,544	\$28,100	\$67,561
Israel Wine	Israel Red Wine	\$0	\$114	\$239	\$1,562	\$733

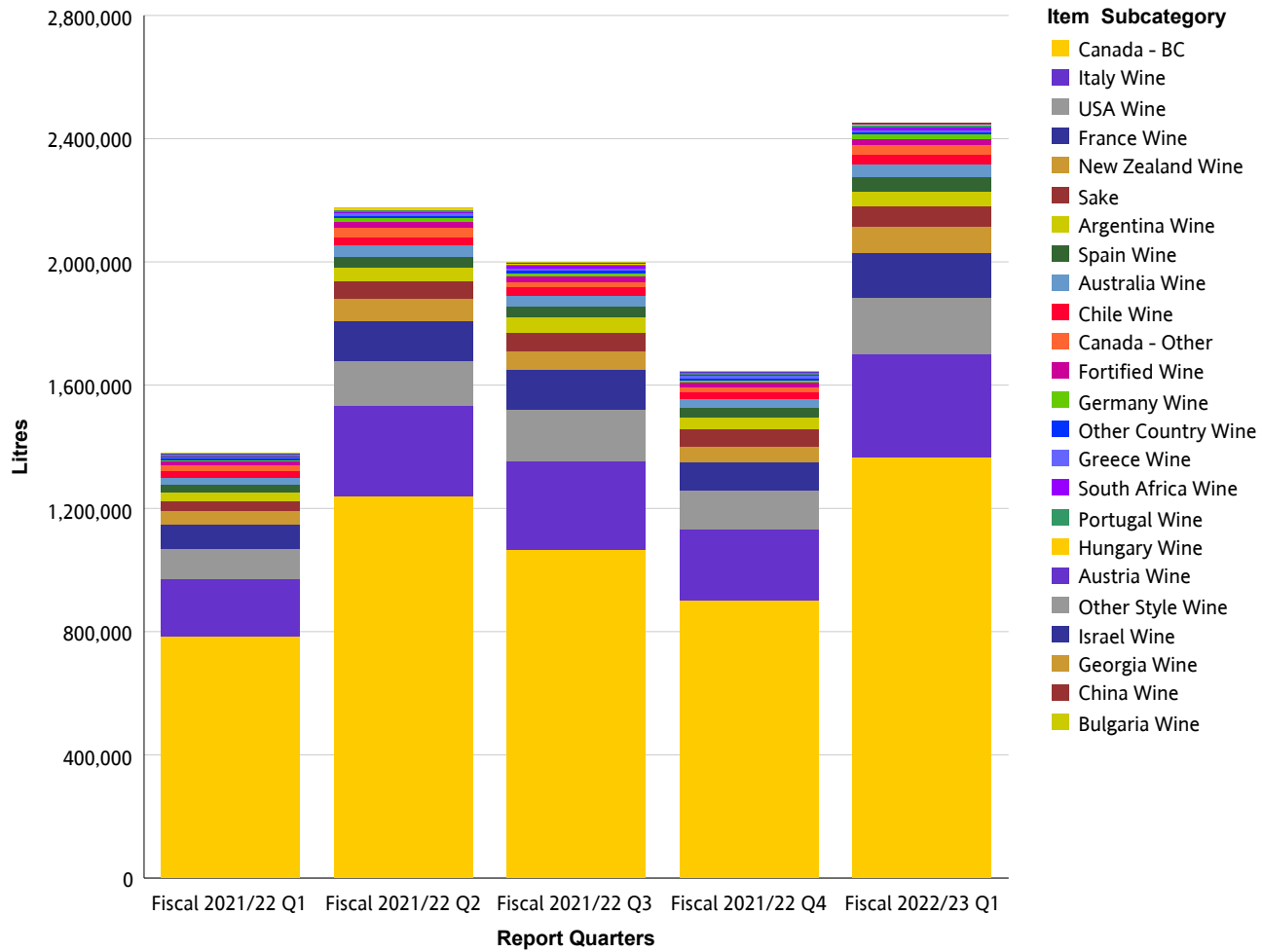
Wine Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Israel Wine	Israel Rose Wine	\$0	\$0	\$0	\$66	\$31
	Israel White Wine	\$326	\$1,056	\$839	\$1,761	\$585
	Summary	\$326	\$1,170	\$1,078	\$3,389	\$1,349
Italy Wine	Italy Fruit and Dessert Wine	\$2,488	\$4,342	\$6,358	\$5,779	\$7,720
	Italy Red Wine	\$1,850,509	\$3,333,995	\$4,123,107	\$2,909,181	\$4,008,061
	Italy Rose Wine	\$65,788	\$98,251	\$57,881	\$53,113	\$109,644
	Italy Sparkling Wine	\$470,130	\$664,692	\$571,778	\$448,456	\$792,242
	Italy White Wine	\$879,450	\$1,404,830	\$1,228,501	\$1,033,125	\$1,659,743
	Prosecco Wine	\$539,093	\$976,085	\$842,473	\$726,680	\$1,234,423
	Summary	\$3,807,458	\$6,482,195	\$6,830,098	\$5,176,335	\$7,811,834
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$34,326	\$39,835	\$44,972	\$40,433	\$81,552
	New Zealand Rose Wine	\$31,887	\$35,693	\$16,362	\$8,869	\$29,294
	New Zealand Sparkling Wine	\$1,471	\$2,902	\$5,745	\$3,387	\$11,547
	New Zealand White Wine	\$820,586	\$1,266,053	\$1,046,693	\$952,366	\$1,525,761
	Summary	\$888,270	\$1,344,483	\$1,113,771	\$1,005,055	\$1,648,154
Other Country Wine	Other Country Fruit and Dessert Wine	\$51,120	\$108,489	\$102,636	\$97,707	\$113,208
	Other Country Red Wine	\$17,341	\$13,068	\$33,129	\$17,540	\$27,085
	Other Country Rose Wine	\$2,739	\$4,446	\$4,773	\$7,078	\$4,893
	Other Country Sparkling Wine	\$3,059	\$2,568	\$15,208	\$3,976	\$4,783
	Other Country White Wine	\$18,061	\$8,216	\$23,101	\$15,965	\$13,672
	Summary	\$92,320	\$136,787	\$178,848	\$142,267	\$163,640
Other Style Wine	Aperitif And Flavoured Wine	\$14,066	\$16,373	\$13,637	\$15,491	\$14,559
	Mead	\$1,816	\$3,207	\$1,140	\$1,028	\$9,784
	Rice Wine	\$3,115	\$6,810	\$11,964	\$8,401	\$10,731
	Summary	\$18,998	\$26,390	\$26,741	\$24,919	\$35,074
Portugal Wine	Portugal Fruit and Dessert Wine	\$583	\$385	\$1,846	\$501	\$2,105
	Portugal Red Wine	\$33,979	\$49,823	\$55,055	\$48,773	\$54,163

Wine Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Portugal Wine	Portugal Rose Wine	\$6,826	\$8,744	\$3,324	\$3,074	\$5,081
	Portugal Sparkling Wine	\$1,506	\$2,519	\$2,461	\$2,174	\$1,620
	Portugal White Wine	\$35,283	\$54,124	\$35,380	\$34,920	\$51,152
	Summary	\$78,177	\$115,594	\$98,066	\$89,443	\$114,122
Sake	Japan Sake	\$355,572	\$766,199	\$915,975	\$687,020	\$982,080
	Other Country Sake	\$34,095	\$16,958	\$13,927	\$10,720	\$20,146
	USA Sake	\$150,842	\$270,735	\$280,735	\$272,665	\$324,184
	Summary	\$540,508	\$1,053,892	\$1,210,637	\$970,404	\$1,326,410
South Africa Wine	South Africa Fruit and Dessert Wine	\$441	\$0	\$0	\$0	\$0
	South Africa Red Wine	\$28,420	\$60,493	\$68,889	\$54,717	\$59,670
	South Africa Rose Wine	\$1,746	\$248	\$47	\$969	\$400
	South Africa Sparkling Wine	\$66	\$0	\$853	\$1,137	\$285
	South Africa White Wine	\$25,997	\$38,215	\$35,024	\$25,811	\$51,259
	Summary	\$56,671	\$98,955	\$104,812	\$82,635	\$111,614
Spain Wine	Spain Fruit and Dessert Wine	\$1,026	\$3,274	\$3,411	\$1,373	\$3,439
	Spain Red Wine	\$225,266	\$356,586	\$453,760	\$355,911	\$518,847
	Spain Rose Wine	\$21,357	\$28,508	\$18,612	\$14,813	\$40,643
	Spain Sparkling Wine	\$191,604	\$237,314	\$205,910	\$192,474	\$338,147
	Spain White Wine	\$66,899	\$107,875	\$90,330	\$86,461	\$141,321
	Summary	\$506,151	\$733,558	\$772,024	\$651,033	\$1,042,397
USA Wine	USA Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	USA Red Wine	\$2,220,028	\$3,387,163	\$4,297,410	\$3,317,074	\$4,656,461
	USA Rose Wine	\$78,312	\$109,170	\$32,380	\$25,472	\$92,931
	USA Sparkling Wine	\$83,027	\$108,542	\$54,102	\$25,270	\$64,938
	USA White Wine	\$475,487	\$771,675	\$749,637	\$556,007	\$965,999
	Summary	\$2,856,854	\$4,376,551	\$5,133,529	\$3,923,823	\$5,780,330
Summary		\$25,461,049	\$41,867,106	\$40,975,914	\$32,355,676	\$49,116,696

Wine Sales (Litres)



Wine Sales (Litres)

Wine

Litres		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Argentina Wine	Argentina Red Wine	23,427	38,455	46,484	36,152	44,326
	Argentina Rose Wine	553	664	50	206	412
	Argentina Sparkling Wine	122	380	180	230	274
	Argentina White Wine	1,618	3,055	2,350	1,790	2,598
	Summary	25,721	42,553	49,063	38,378	47,611
Australia Wine	Australia Fruit and Dessert Wine	0	0	0	0	0
	Australia Red Wine	11,406	17,998	21,679	15,550	21,136
	Australia Rose Wine	969	1,343	824	921	1,582
	Australia Sparkling Wine	3,344	5,089	2,938	3,136	5,453
	Australia White Wine	7,349	11,000	8,850	7,505	12,150
	Summary	23,067	35,430	34,290	27,113	40,320
Austria Wine	Austria Fruit and Dessert Wine	0	0	0	0	3
	Austria Red Wine	592	640	568	464	700
	Austria Rose Wine	9	32	151	112	126
	Austria Sparkling Wine	0	18	61	43	32
	Austria White Wine	524	1,000	1,179	987	986
	Summary	1,125	1,690	1,958	1,606	1,846
Bulgaria Wine	Bulgaria Red Wine	1	6	1	18	0
	Bulgaria Rose Wine	0	0	0	0	0
	Bulgaria White Wine	0	0	3	9	0
	Summary	1	6	4	27	0
Canada - BC	Canada - BC Dessert Wine	89	125	230	233	234
	Canada - BC Fruit Wine	1,056	1,815	1,312	530	2,672
	Canada - BC Ice Wine	287	369	278	264	242
	Canada - BC Red Wine	284,812	461,206	496,233	406,705	537,823
	Canada - BC Rose Wine	66,286	85,135	28,742	31,163	79,428

Wine Sales (Litres)

Litres		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Canada - BC	Canada - BC Sparkling Wine	26,038	39,096	30,873	24,621	47,096
	Canada - BC White Wine	405,807	652,196	507,528	438,438	697,004
	Summary	784,375	1,239,942	1,065,195	901,953	1,364,499
Canada - Other	Canada - Other Dessert Wine	6	12	25	0	3
	Canada - Other Fruit Wine	0	0	9	0	0
	Canada - Other Ice Wine	2	4	11	6	13
	Canada - Other Red Wine	861	1,482	1,335	1,145	1,561
	Canada - Other Rose Wine	7,211	10,024	397	378	9,360
	Canada - Other Sparkling Wine	12,801	18,642	13,220	12,076	17,550
	Canada - Other White Wine	776	1,044	1,619	1,087	943
	Summary	21,656	31,208	16,616	14,692	29,430
Chile Wine	Chile Fruit and Dessert Wine	9	9	4	22	18
	Chile Red Wine	9,842	13,531	16,912	13,766	19,509
	Chile Rose Wine	471	830	396	303	908
	Chile Sparkling Wine	35	149	100	55	46
	Chile White Wine	9,099	13,288	10,378	9,462	12,622
	Summary	19,456	27,808	27,792	23,608	33,103
China Wine	China Fruit and Dessert Wine	0	0	0	3	39
	China Red Wine	0	0	0	9	8
	China White Wine	0	0	0	0	0
	Summary	0	0	0	12	47
Fortified Wine	Other Fortified Domestic Wine	1,011	1,226	1,479	1,097	1,600
	Other Fortified Import Wine	2,167	3,592	3,037	2,934	3,501
	Port Wine	675	1,665	2,260	1,463	1,678
	Sherry Wine	675	1,232	1,120	1,019	1,398
	Vermouth Wine	6,137	10,860	10,296	8,899	12,302
	Summary	10,665	18,575	18,191	15,412	20,480
France Wine	France Champagne Wine	5,673	13,725	19,980	7,546	16,556

Wine Sales (Litres)

Litres		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
France Wine	France Fruit and Dessert Wine	16	56	106	150	116
	France Red Wine	20,934	38,272	48,995	36,217	44,228
	France Rose Wine	22,514	27,385	11,654	12,989	28,575
	France Sparkling Wine	5,480	12,156	11,365	8,670	12,493
	France White Wine	23,523	38,454	37,018	28,988	44,957
	Summary	78,140	130,047	129,119	94,559	146,925
Georgia Wine	Georgia Red Wine	10	18	67	32	4
	Georgia White Wine	0	0	54	32	36
	Summary	10	18	121	63	40
Germany Wine	Germany Fruit and Dessert Wine	0	2	0	0	0
	Germany Red Wine	224	283	351	311	157
	Germany Rose Wine	104	162	129	222	165
	Germany Sparkling Wine	3,994	8,632	8,497	5,644	10,381
	Germany White Wine	1,714	2,804	2,626	2,702	3,176
	Summary	6,036	11,883	11,603	8,879	13,879
Greece Wine	Greece Fruit and Dessert Wine	0	0	0	0	1
	Greece Red Wine	1,849	3,713	3,642	3,193	4,177
	Greece Rose Wine	18	3	220	298	194
	Greece Sparkling Wine	0	0	112	0	0
	Greece White Wine	2,031	4,400	3,462	2,845	3,141
	Summary	3,898	8,115	7,437	6,336	7,513
Hungary Wine	Hungary Fruit and Dessert Wine	30	52	71	36	59
	Hungary Red Wine	28	38	20	62	45
	Hungary Rose Wine	0	0	0	0	0
	Hungary Sparkling Wine	1,152	2,518	1,904	1,056	3,300
	Hungary White Wine	302	658	394	547	787
	Summary	1,511	3,266	2,389	1,701	4,191
Israel Wine	Israel Red Wine	0	5	11	77	35

Wine Sales (Litres)

Litres		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Israel Wine	Israel Rose Wine	0	0	0	4	2
	Israel White Wine	16	51	40	85	27
	Summary	16	56	52	166	64
Italy Wine	Italy Fruit and Dessert Wine	29	48	61	65	83
	Italy Red Wine	65,626	107,122	131,122	99,097	122,464
	Italy Rose Wine	3,186	4,509	2,170	2,464	4,544
	Italy Sparkling Wine	29,185	40,631	33,281	26,235	45,685
	Italy White Wine	58,325	87,012	74,948	63,512	99,447
	Prosecco Wine	29,413	52,057	46,808	37,171	64,774
	Summary	185,764	291,378	288,389	228,544	336,997
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	1,173	1,422	1,724	1,475	2,864
	New Zealand Rose Wine	1,642	2,074	826	470	1,538
	New Zealand Sparkling Wine	72	135	301	142	538
	New Zealand White Wine	44,486	67,001	56,044	48,920	77,478
	Summary	47,374	70,632	58,894	51,006	82,418
Other Country Wine	Other Country Fruit and Dessert Wine	2,873	6,350	6,007	5,475	6,120
	Other Country Red Wine	560	406	933	550	859
	Other Country Rose Wine	90	202	90	144	194
	Other Country Sparkling Wine	68	46	236	67	66
	Other Country White Wine	619	312	541	400	423
	Summary	4,210	7,317	7,807	6,636	7,661
Other Style Wine	Aperitif And Flavoured Wine	877	518	557	541	536
	Mead	94	141	60	54	233
	Rice Wine	260	623	1,206	934	1,415
	Summary	1,231	1,283	1,823	1,530	2,184
Portugal Wine	Portugal Fruit and Dessert Wine	14	9	48	14	54
	Portugal Red Wine	1,854	2,737	3,012	2,515	3,186

Wine Sales (Litres)

Litres		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Portugal Wine	Portugal Rose Wine	597	886	292	240	424
	Portugal Sparkling Wine	66	86	97	82	76
	Portugal White Wine	2,115	2,920	2,037	1,942	3,137
	Summary	4,646	6,637	5,486	4,792	6,878
Sake	Japan Sake	9,065	19,783	21,884	18,111	24,077
	Other Country Sake	1,909	1,448	1,085	683	1,162
	USA Sake	20,711	36,043	37,864	36,214	42,816
	Summary	31,685	57,275	60,832	55,007	68,054
South Africa Wine	South Africa Fruit and Dessert Wine	6	0	0	0	0
	South Africa Red Wine	1,859	3,271	3,955	3,280	3,718
	South Africa Rose Wine	122	22	4	58	26
	South Africa Sparkling Wine	2	0	27	36	9
	South Africa White Wine	1,852	3,082	2,591	2,014	3,586
	Summary	3,841	6,375	6,577	5,388	7,339
Spain Wine	Spain Fruit and Dessert Wine	31	80	100	51	95
	Spain Red Wine	10,376	15,563	19,480	15,836	20,192
	Spain Rose Wine	1,634	2,314	1,218	1,042	2,523
	Spain Sparkling Wine	11,533	14,867	12,579	11,416	19,538
	Spain White Wine	2,885	4,625	3,623	3,500	5,571
	Summary	26,459	37,449	37,001	31,844	47,919
USA Wine	USA Fruit and Dessert Wine	0	0	0	0	0
	USA Red Wine	68,655	104,880	131,875	100,243	134,416
	USA Rose Wine	4,174	5,964	2,186	1,771	5,142
	USA Sparkling Wine	3,186	3,949	1,980	885	2,435
	USA White Wine	21,830	33,308	31,634	22,996	40,303
	Summary	97,845	148,101	167,674	125,896	182,296
Summary		1,378,732	2,177,045	1,998,314	1,645,148	2,451,693

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.