

Hospitality Liquor Market Review

Fiscal 2023/24 Q3

December 2023



**LIQUOR
DISTRIBUTION
BRANCH**

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Introduction

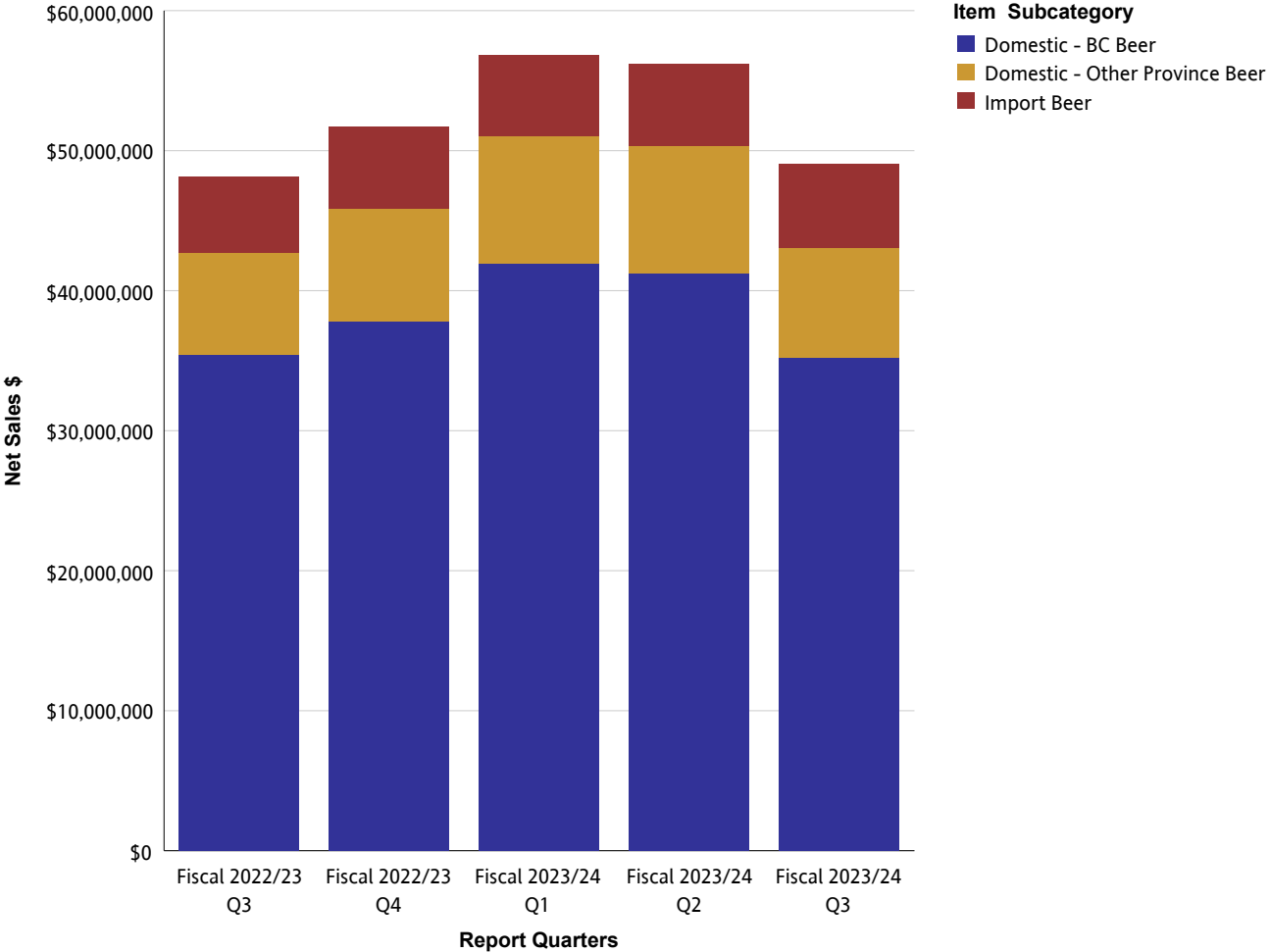
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer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

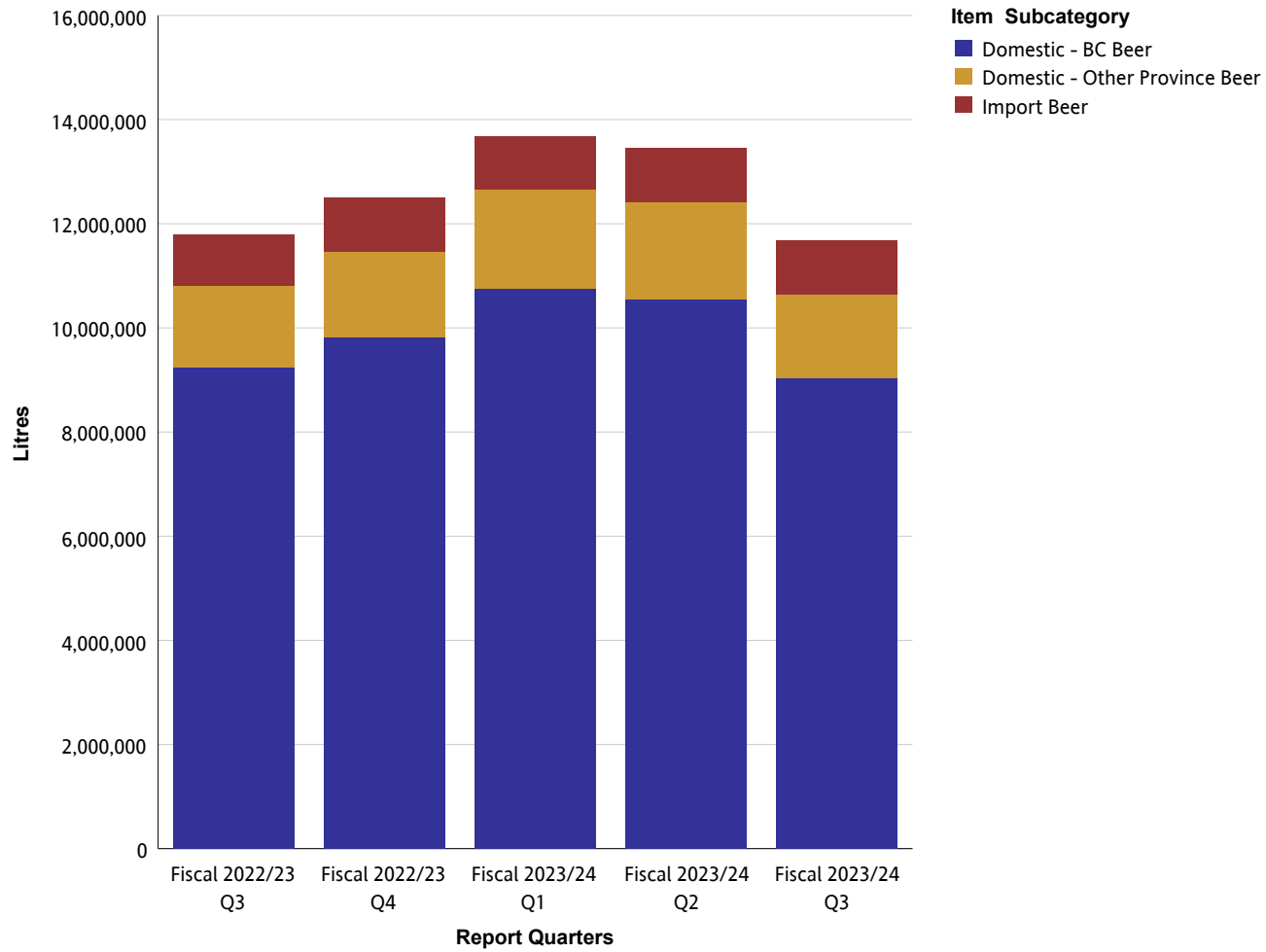


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Domestic - BC Beer	Domestic - BC Commercial Beer	\$17,002,262	\$17,627,956	\$18,378,850	\$17,546,253	\$17,116,284
	Domestic - BC Micro Brew Beer	\$9,880,386	\$10,201,168	\$12,088,173	\$12,278,120	\$9,463,941
	Domestic - BC Regional Beer	\$8,563,816	\$9,984,138	\$11,490,333	\$11,447,085	\$8,660,478
	Summary	\$35,446,464	\$37,813,262	\$41,957,357	\$41,271,458	\$35,240,703
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$6,955,926	\$7,711,424	\$8,839,300	\$8,806,993	\$7,593,038
	Domestic - Other Province Micro Brew Beer	\$20,072	\$23,590	\$17,909	\$24,401	\$20,375
	Domestic - Other Province Regional Beer	\$313,319	\$279,359	\$250,044	\$227,394	\$201,232
	Summary	\$7,289,317	\$8,014,373	\$9,107,253	\$9,058,788	\$7,814,645
Import Beer	Asia And South Pacific Beer	\$708,793	\$790,525	\$836,279	\$912,661	\$807,643
	Europe Beer	\$4,066,394	\$4,409,257	\$4,153,540	\$4,051,701	\$4,502,311
	Mexico And Caribbean Beer	\$268,430	\$297,941	\$402,300	\$451,523	\$304,391
	Other Country Beer	\$271,282	\$260,306	\$273,392	\$329,995	\$299,791
	USA Beer	\$121,892	\$114,841	\$118,224	\$80,615	\$63,423
	Summary	\$5,436,791	\$5,872,871	\$5,783,735	\$5,826,494	\$5,977,559
Summary		\$48,172,572	\$51,700,506	\$56,848,345	\$56,156,741	\$49,032,907

Beer Sales (Litres)

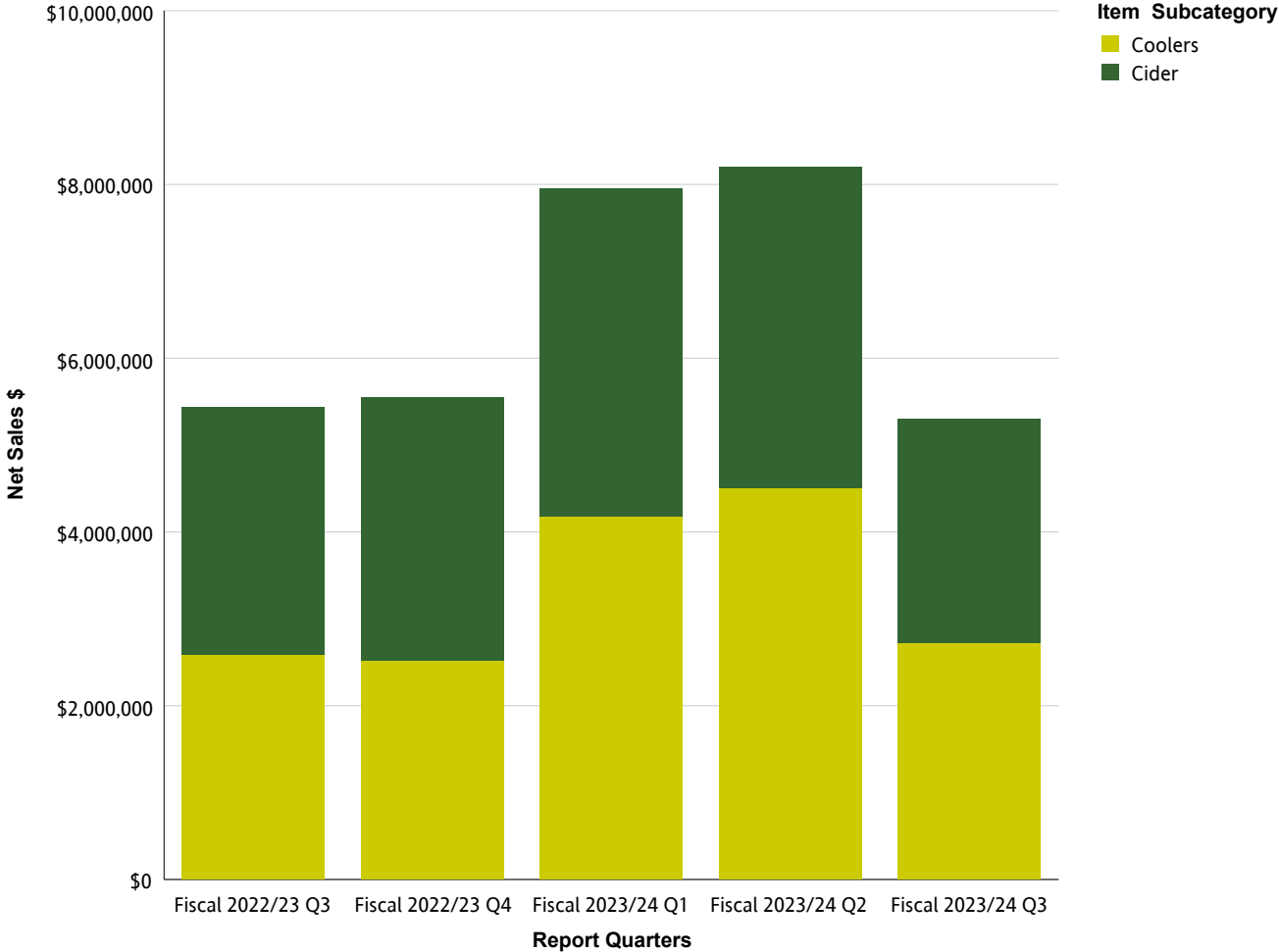


Beer Sales (Litres)

Beer

Litres		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Domestic - BC Beer	Domestic - BC Commercial Beer	4,488,844	4,549,350	4,705,208	4,496,346	4,380,173
	Domestic - BC Micro Brew Beer	2,324,332	2,370,073	2,784,082	2,808,188	2,176,737
	Domestic - BC Regional Beer	2,438,762	2,890,321	3,267,749	3,244,836	2,484,472
	Summary	9,251,938	9,809,744	10,757,039	10,549,369	9,041,382
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	1,452,671	1,566,993	1,822,934	1,804,935	1,534,565
	Domestic - Other Province Micro Brew Beer	4,923	5,073	4,586	6,095	5,168
	Domestic - Other Province Regional Beer	99,360	87,385	73,014	65,226	59,839
	Summary	1,556,954	1,659,451	1,900,534	1,876,256	1,599,572
Import Beer	Asia And South Pacific Beer	123,448	134,506	141,050	155,288	133,405
	Europe Beer	736,763	791,995	744,537	727,509	795,553
	Mexico And Caribbean Beer	49,857	52,160	70,849	78,854	50,861
	Other Country Beer	44,353	42,694	45,413	53,245	48,049
	USA Beer	23,882	23,124	24,422	12,910	11,036
	Summary	978,303	1,044,478	1,026,271	1,027,807	1,038,904
Summary		11,787,195	12,513,673	13,683,844	13,453,431	11,679,858

Refreshment Beverages Sales (Net \$)

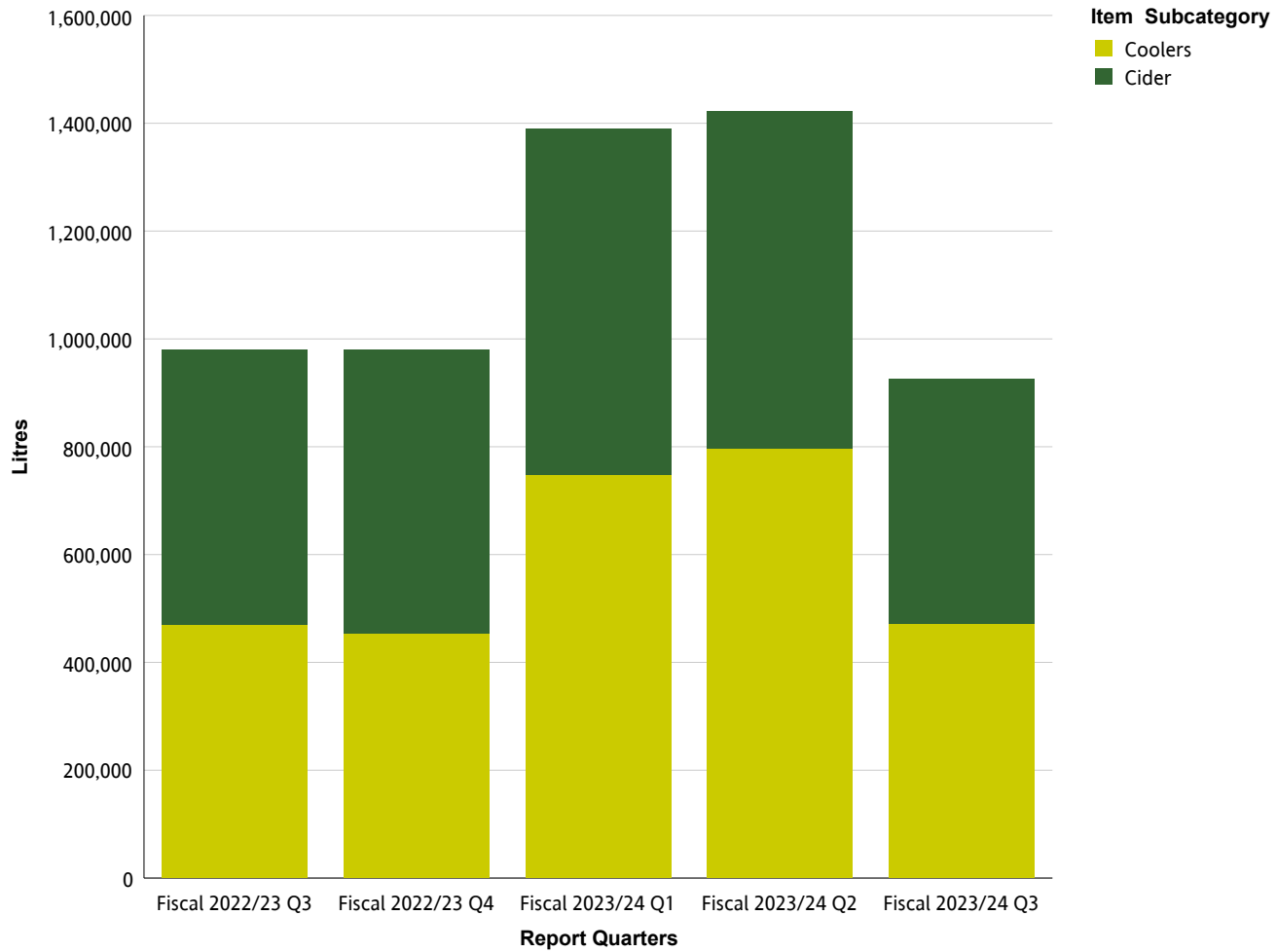


Refreshment Beverages Sales (Net \$)

Refreshment Beverages

Net Sales \$		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Cider	Domestic Cider	\$2,123,360	\$2,258,685	\$2,834,543	\$2,813,718	\$1,822,839
	Import Cider	\$730,809	\$770,120	\$936,494	\$884,676	\$750,447
	Summary	\$2,854,169	\$3,028,805	\$3,771,036	\$3,698,394	\$2,573,287
Coolers	Malt-Based Coolers	\$62,690	\$59,166	\$89,451	\$85,343	\$46,572
	Spirit Coolers	\$2,445,248	\$2,376,794	\$3,986,040	\$4,327,021	\$2,618,143
	Wine/Fruit Coolers	\$78,551	\$88,395	\$106,407	\$94,051	\$64,940
	Summary	\$2,586,489	\$2,524,355	\$4,181,898	\$4,506,415	\$2,729,655
Summary		\$5,440,658	\$5,553,160	\$7,952,934	\$8,204,809	\$5,302,942

Refreshment Beverages Sales (Litres)

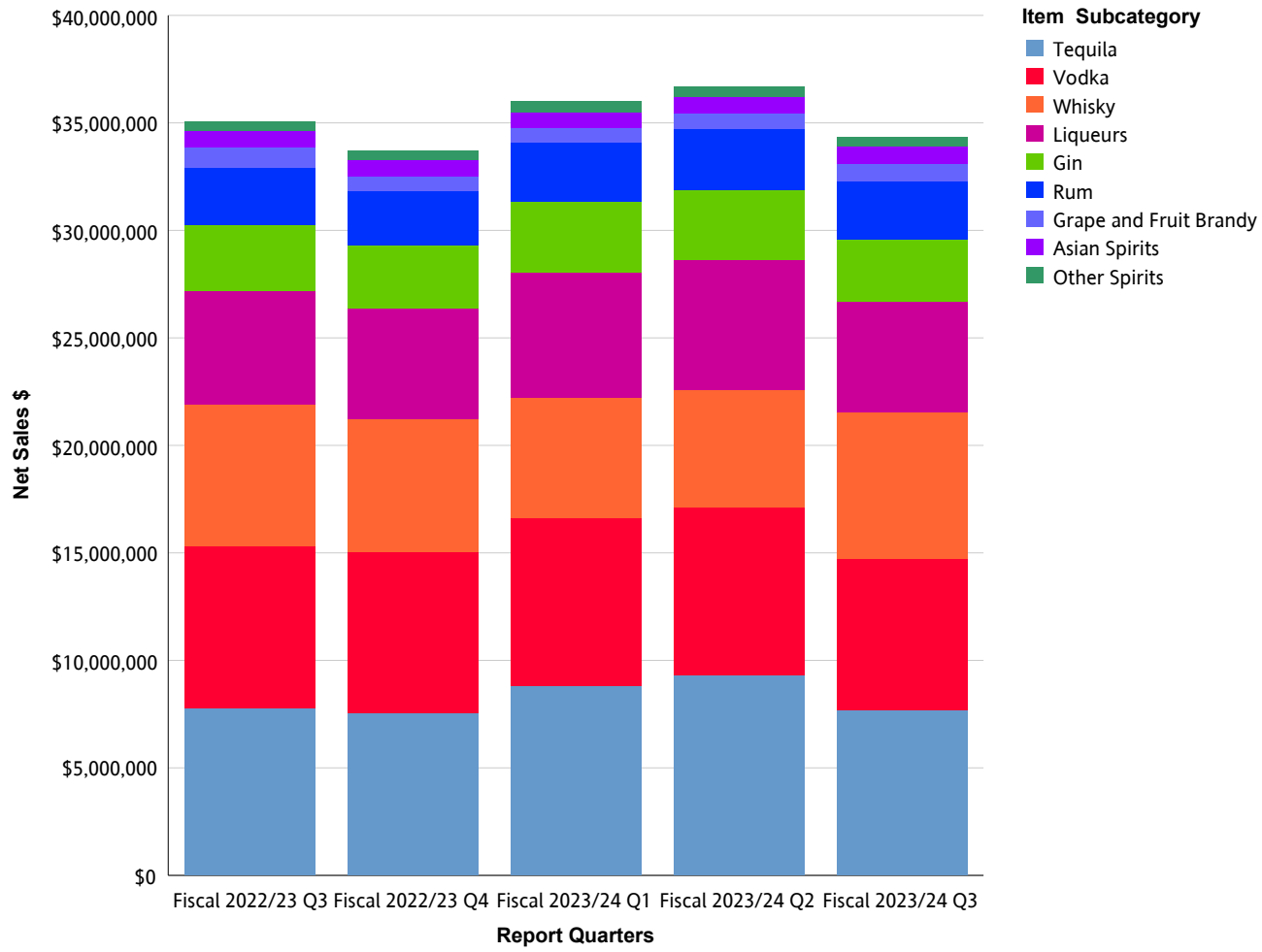


Refreshment Beverages Sales (Litres)

Refreshment Beverages

Litres		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Cider	Domestic Cider	360,156	374,653	458,483	452,233	306,576
	Import Cider	149,821	151,751	184,071	172,469	147,000
	Summary	509,977	526,404	642,554	624,703	453,576
Coolers	Malt-Based Coolers	13,963	12,891	18,933	18,199	9,467
	Spirit Coolers	445,420	427,964	715,277	766,238	454,854
	Wine/Fruit Coolers	11,114	12,817	13,787	12,540	8,001
	Summary	470,497	453,672	747,997	796,977	472,322
Summary		980,475	980,075	1,390,550	1,421,680	925,898

Spirits Sales (Net \$)



Spirits Sales (Net \$)

Spirits

Net Sales \$		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Asian Spirits	China Spirits	\$90,499	\$105,150	\$66,197	\$68,959	\$117,433
	Korea Spirits	\$668,655	\$589,572	\$598,937	\$627,638	\$655,692
	Other Country Asian Spirits	\$52,938	\$45,020	\$43,828	\$51,733	\$44,734
	Summary	\$812,093	\$739,742	\$708,961	\$748,330	\$817,859
Gin	Dry Gin	\$2,891,840	\$2,739,363	\$3,049,690	\$3,021,272	\$2,730,483
	Flavoured Gin	\$122,961	\$112,269	\$173,057	\$166,757	\$102,398
	Other Gin	\$63,250	\$54,533	\$81,142	\$76,735	\$67,159
	Summary	\$3,078,050	\$2,906,165	\$3,303,888	\$3,264,763	\$2,900,041
Grape and Fruit Brandy	Armagnac	\$16,562	\$11,589	\$15,081	\$11,734	\$13,957
	Brandy	\$183,810	\$152,923	\$159,081	\$177,956	\$173,119
	Cognac	\$600,936	\$435,406	\$400,297	\$429,110	\$527,519
	Eau de Vie	\$44,441	\$35,687	\$32,503	\$38,495	\$49,655
	Grappa And Marc	\$27,056	\$23,200	\$24,085	\$22,751	\$20,377
	Pisco	\$59,930	\$63,584	\$76,143	\$77,569	\$62,930
	Summary	\$932,735	\$722,389	\$707,190	\$757,615	\$847,556
Liqueurs	Anise And Herbal/Spice Liqueurs	\$1,858,060	\$1,816,578	\$2,047,181	\$2,146,448	\$1,777,162
	Coffee And Cocoa Liqueurs	\$487,556	\$477,168	\$451,637	\$469,673	\$532,604
	Cream/Dairy Liqueurs	\$587,257	\$533,647	\$524,698	\$505,054	\$543,537
	Fruit Liqueurs	\$1,615,762	\$1,636,053	\$2,044,946	\$2,205,212	\$1,669,699
	Nut Liqueurs	\$277,048	\$263,428	\$280,412	\$281,342	\$255,187
	Other Liqueurs	\$329,546	\$322,120	\$370,140	\$351,313	\$270,556
	Whiskey Liqueurs	\$101,735	\$111,598	\$89,719	\$85,946	\$99,121
	Summary	\$5,256,963	\$5,160,592	\$5,808,733	\$6,044,989	\$5,147,865
Other Spirits	Cachaca	\$13,707	\$14,498	\$22,768	\$17,772	\$17,117
	Flavoured Spirits	\$18,108	\$14,170	\$18,465	\$11,518	\$11,782
	Miscellaneous/Other Spirits	\$50,749	\$38,706	\$55,537	\$50,835	\$43,109

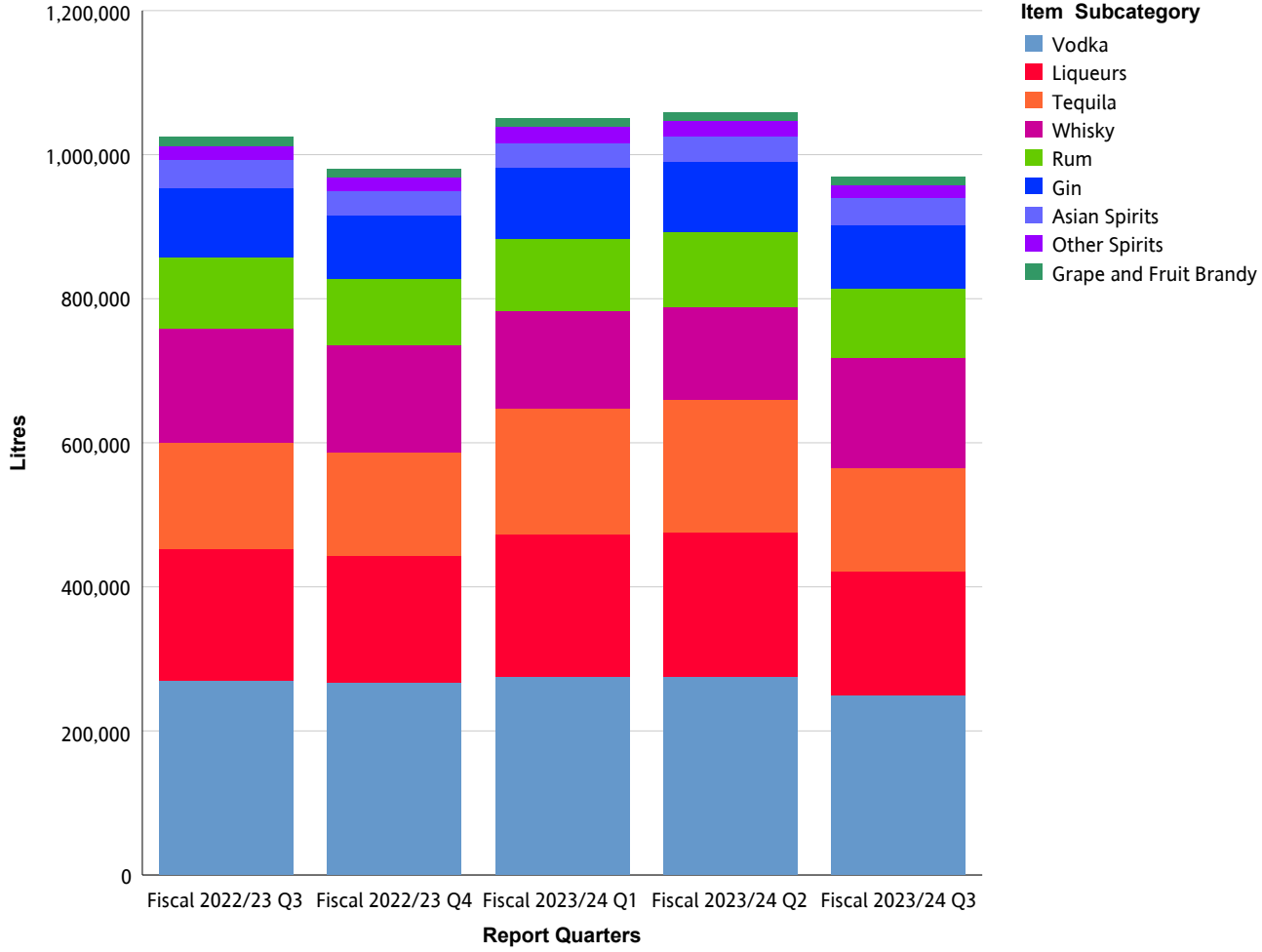
Spirits Sales (Net \$)

Net Sales \$		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Other Spirits	Moonshine Spirits	\$4,704	\$4,639	\$4,119	\$5,369	\$4,996
	Ready to Mix Cocktails	\$299,613	\$319,745	\$353,457	\$356,423	\$301,005
	Ready to Serve Cocktails	\$41,097	\$30,815	\$45,474	\$41,923	\$32,745
	Schnapps and Akvavit	\$7,976	\$7,600	\$7,358	\$5,833	\$6,857
	Summary	\$435,955	\$430,173	\$507,178	\$489,673	\$417,611
Rum	Amber Rum	\$354,687	\$306,444	\$331,007	\$316,561	\$314,950
	Dark Rum	\$343,209	\$301,080	\$306,552	\$298,825	\$322,966
	Flavoured Rum	\$28,134	\$32,516	\$35,772	\$35,833	\$30,239
	Spiced Rum	\$940,903	\$917,131	\$878,010	\$861,284	\$980,970
	White Rum	\$974,491	\$966,710	\$1,179,049	\$1,305,682	\$1,030,735
	Summary	\$2,641,424	\$2,523,880	\$2,730,390	\$2,818,185	\$2,679,860
Tequila	Blanco/Silver Tequila	\$3,270,330	\$3,161,789	\$4,028,273	\$4,483,552	\$3,487,611
	Flavoured Tequila	\$86,871	\$85,929	\$131,772	\$134,346	\$108,069
	Gold Tequila	\$3,974,160	\$3,833,812	\$4,058,996	\$4,104,048	\$3,588,869
	Mezcal	\$436,642	\$477,194	\$575,479	\$562,968	\$492,492
	Summary	\$7,768,003	\$7,558,725	\$8,794,520	\$9,284,913	\$7,677,042
Vodka	Flavoured Vodka	\$916,829	\$959,977	\$1,120,526	\$1,114,178	\$843,970
	Straight Vodka	\$6,624,855	\$6,519,383	\$6,718,459	\$6,731,331	\$6,220,218
	Summary	\$7,541,684	\$7,479,361	\$7,838,985	\$7,845,510	\$7,064,188
Whisky	American Whiskey	\$471,338	\$428,113	\$415,116	\$410,028	\$459,428
	Blended Malt Scotch Whisky	\$10,761	\$14,331	\$11,932	\$11,836	\$14,442
	Blended Scotch Whisky	\$406,326	\$333,134	\$358,167	\$329,650	\$425,709
	Bourbon Whiskey	\$1,541,025	\$1,499,758	\$1,365,251	\$1,355,827	\$1,558,155
	Canadian Whisky	\$1,625,314	\$1,458,539	\$1,404,679	\$1,337,696	\$1,675,471
	Flavoured Whisky	\$25,653	\$15,829	\$20,317	\$15,728	\$23,312
	Irish Whiskey	\$1,229,677	\$1,315,092	\$1,092,199	\$1,047,790	\$1,163,126
	Other Country Whisky	\$200,307	\$158,630	\$177,035	\$167,909	\$244,803
	Single Malt Scotch Whisky	\$1,108,960	\$956,808	\$748,079	\$765,791	\$1,226,800

Spirits Sales (Net \$)

Net Sales \$		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Whisky	Summary	\$6,619,360	\$6,180,233	\$5,592,775	\$5,442,256	\$6,791,247
Summary		\$35,086,269	\$33,701,260	\$35,992,622	\$36,696,234	\$34,343,268

Spirits Sales (Litres)



Spirits Sales (Litres)

Spirits

Litres		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Asian Spirits	China Spirits	1,495	1,660	1,190	985	1,390
	Korea Spirits	36,817	31,478	31,897	32,966	34,800
	Other Country Asian Spirits	1,377	1,149	1,120	1,225	1,069
	Summary	39,689	34,286	34,208	35,176	37,259
Gin	Dry Gin	91,811	84,260	92,393	91,359	83,559
	Flavoured Gin	3,183	2,824	4,447	4,324	2,562
	Other Gin	1,197	1,053	1,473	1,457	1,284
	Summary	96,192	88,137	98,314	97,140	87,406
Grape and Fruit Brandy	Armagnac	123	123	93	121	128
	Brandy	6,017	5,202	5,147	5,617	5,575
	Cognac	4,740	3,325	3,368	3,228	3,613
	Eau de Vie	773	626	564	648	863
	Grappa And Marc	368	331	317	314	305
	Pisco	1,452	1,530	1,861	1,841	1,502
	Summary	13,472	11,138	11,350	11,769	11,987
Liqueurs	Anise And Herbal/Spice Liqueurs	57,688	55,814	62,887	65,275	51,876
	Coffee And Cocoa Liqueurs	20,198	19,084	17,823	17,720	21,192
	Cream/Dairy Liqueurs	22,243	18,517	17,698	17,012	19,620
	Fruit Liqueurs	58,256	59,665	73,782	77,471	57,874
	Nut Liqueurs	10,225	9,509	10,720	10,777	9,642
	Other Liqueurs	12,016	10,811	10,850	10,304	9,199
	Whiskey Liqueurs	3,089	3,191	2,665	2,481	2,871
	Summary	183,715	176,592	196,426	201,040	172,274
Other Spirits	Cachaca	435	455	711	556	509
	Flavoured Spirits	451	285	389	253	301
	Miscellaneous/Other Spirits	1,366	1,011	1,309	1,244	1,096

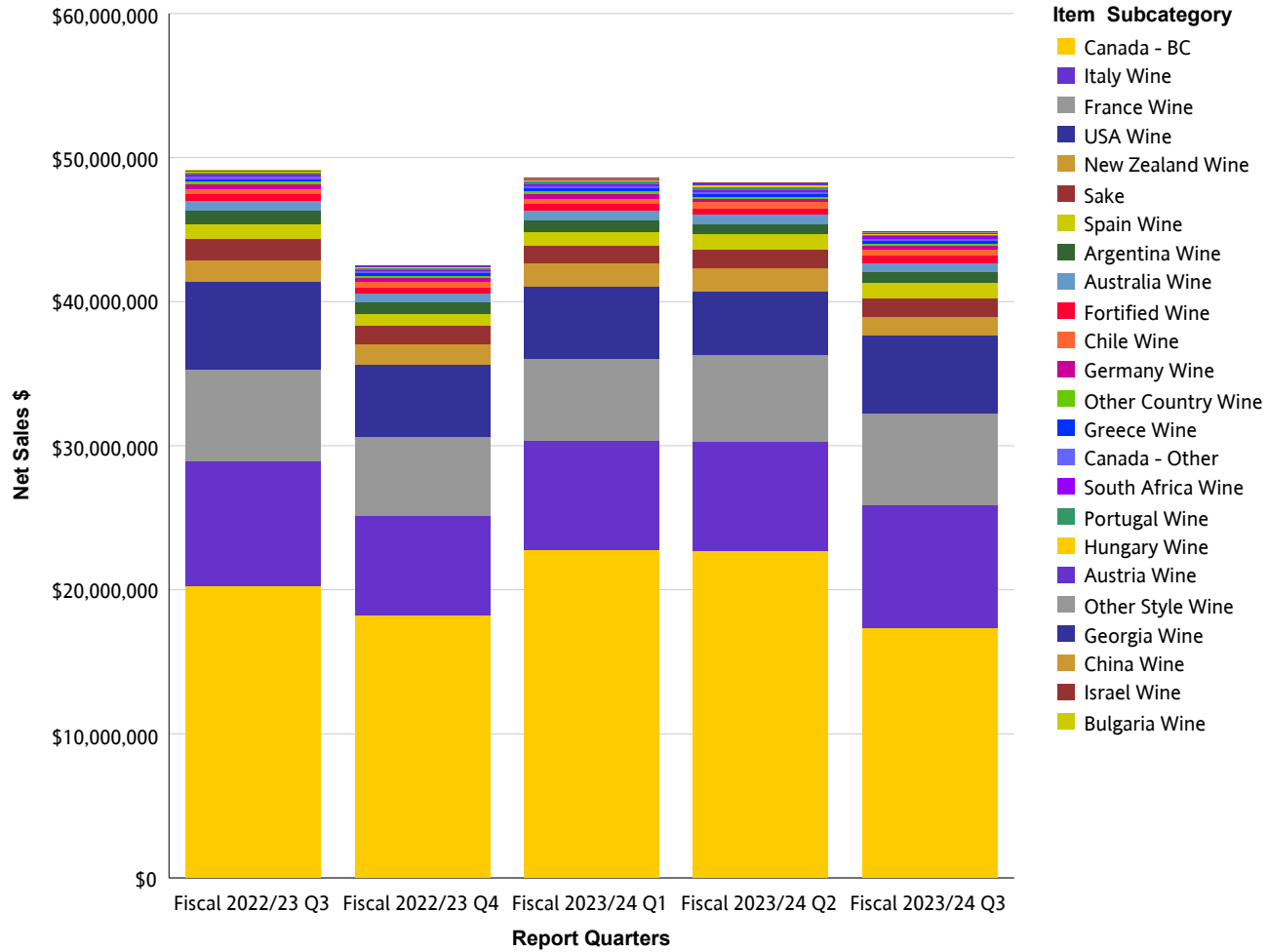
Spirits Sales (Litres)

Litres		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Other Spirits	Moonshine Spirits	130	124	96	128	122
	Ready to Mix Cocktails	15,048	15,994	17,957	17,959	15,257
	Ready to Serve Cocktails	1,202	1,143	1,842	2,312	1,222
	Schnapps and Akvavit	167	164	172	134	152
	Summary	18,797	19,176	22,476	22,586	18,660
Rum	Amber Rum	10,408	8,815	9,684	9,316	8,987
	Dark Rum	12,438	10,568	10,819	10,442	11,161
	Flavoured Rum	795	886	1,033	1,012	802
	Spiced Rum	34,091	32,046	30,404	29,764	34,625
	White Rum	40,820	40,191	48,709	53,360	41,894
	Summary	98,551	92,506	100,649	103,893	97,469
Tequila	Blanco/Silver Tequila	68,468	67,539	87,748	95,740	71,968
	Flavoured Tequila	1,816	1,756	2,789	2,832	1,948
	Gold Tequila	69,612	67,150	76,896	76,497	62,202
	Mezcal	6,705	7,150	8,494	8,574	7,631
	Summary	146,600	143,595	175,927	183,643	143,749
Vodka	Flavoured Vodka	30,087	30,592	36,386	35,946	26,378
	Straight Vodka	239,652	236,400	239,256	238,757	223,063
	Summary	269,739	266,992	275,641	274,703	249,441
Whisky	American Whiskey	12,271	11,325	10,931	10,735	11,868
	Blended Malt Scotch Whisky	138	199	174	187	191
	Blended Scotch Whisky	7,501	6,083	6,348	5,861	7,735
	Bourbon Whiskey	35,298	33,327	30,397	30,007	34,635
	Canadian Whisky	58,705	51,805	49,190	46,495	55,252
	Flavoured Whisky	526	318	413	283	562
	Irish Whiskey	32,661	35,413	28,531	26,999	30,280
	Other Country Whisky	2,136	1,821	2,033	1,915	2,397
	Single Malt Scotch Whisky	9,405	7,859	6,935	7,025	9,005

Spirits Sales (Litres)

Litres		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Whisky	Summary	158,639	148,148	134,954	129,508	151,925
Summary		1,025,395	980,570	1,049,945	1,059,458	970,170

Wine Sales (Net \$)



Wine Sales (Net \$)

Wine

Net Sales \$		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Argentina Wine	Argentina Red Wine	\$863,785	\$769,424	\$706,020	\$681,246	\$770,148
	Argentina Rose Wine	\$2,433	\$2,384	\$5,391	\$5,959	\$2,460
	Argentina Sparkling Wine	\$1,826	\$6,146	\$4,631	\$7,363	\$4,081
	Argentina White Wine	\$45,267	\$36,924	\$38,157	\$35,535	\$33,285
	Summary	\$913,311	\$814,879	\$754,199	\$730,104	\$809,975
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Australia Red Wine	\$427,539	\$382,224	\$386,526	\$335,549	\$378,979
	Australia Rose Wine	\$15,308	\$14,051	\$21,781	\$23,490	\$16,997
	Australia Sparkling Wine	\$78,548	\$68,559	\$109,201	\$106,188	\$83,082
	Australia White Wine	\$155,551	\$127,645	\$168,831	\$186,047	\$153,301
	Summary	\$676,945	\$592,479	\$686,339	\$651,274	\$632,359
Austria Wine	Austria Fruit and Dessert Wine	\$606	\$21	\$1,520	\$62	\$42
	Austria Red Wine	\$31,534	\$24,766	\$16,054	\$16,041	\$16,169
	Austria Rose Wine	\$4,284	\$3,456	\$5,974	\$8,497	\$6,648
	Austria Sparkling Wine	\$798	\$540	\$1,079	\$2,843	\$935
	Austria White Wine	\$38,251	\$51,202	\$55,014	\$57,495	\$43,139
	Summary	\$75,473	\$79,985	\$79,642	\$84,939	\$66,933
Bulgaria Wine	Bulgaria Red Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$228	\$0	\$0	\$0	\$0
	Summary	\$228	\$0	\$0	\$0	\$0
Canada - BC	Canada - BC Dessert Wine	\$9,166	\$5,220	\$8,650	\$14,397	\$7,985
	Canada - BC Fruit Wine	\$129,935	\$20,650	\$45,691	\$86,025	\$130,109
	Canada - BC Ice Wine	\$30,985	\$38,551	\$48,504	\$58,020	\$38,757
	Canada - BC Red Wine	\$9,896,219	\$8,870,068	\$8,843,106	\$8,507,630	\$8,108,395
	Canada - BC Rose Wine	\$727,180	\$778,852	\$1,845,487	\$1,892,904	\$686,336

Wine Sales (Net \$)

Net Sales \$		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Canada - BC	Canada - BC Sparkling Wine	\$967,214	\$812,981	\$1,255,284	\$1,238,256	\$755,801
	Canada - BC White Wine	\$8,475,960	\$7,713,953	\$10,710,829	\$10,927,898	\$7,671,636
	Summary	\$20,236,658	\$18,240,275	\$22,757,551	\$22,725,131	\$17,399,020
Canada - Other	Canada - Other Dessert Wine	\$1,494	\$2,233	\$739	\$370	\$0
	Canada - Other Fruit Wine	\$0	\$0	\$86	\$0	\$0
	Canada - Other Ice Wine	\$1,346	\$1,560	\$761	\$1,914	\$1,409
	Canada - Other Red Wine	\$20,065	\$3,012	\$1,821	\$11,538	\$2,843
	Canada - Other Rose Wine	\$6,687	\$900	\$284	\$0	\$710
	Canada - Other Sparkling Wine	\$139,966	\$111,008	\$174,337	\$134,227	\$147,555
	Canada - Other White Wine	\$11,410	\$3,847	\$10,681	\$13,055	\$11,752
	Summary	\$180,967	\$122,559	\$188,709	\$161,104	\$164,269
Chile Wine	Chile Fruit and Dessert Wine	\$160	\$319	\$320	\$639	\$160
	Chile Red Wine	\$267,658	\$267,585	\$240,023	\$255,380	\$282,299
	Chile Rose Wine	\$4,646	\$2,973	\$8,636	\$12,682	\$6,269
	Chile Sparkling Wine	\$2,222	\$1,735	\$1,006	\$1,572	\$1,177
	Chile White Wine	\$127,588	\$113,476	\$155,254	\$155,023	\$130,189
	Summary	\$402,274	\$386,088	\$405,238	\$425,297	\$420,095
China Wine	China Fruit and Dessert Wine	\$912	\$434	\$152	\$3,172	\$413
	China Red Wine	\$159	\$1,959	\$965	\$4,621	\$0
	China White Wine	\$0	\$0	\$0	\$0	\$221
	Summary	\$1,071	\$2,392	\$1,117	\$7,793	\$634
Fortified Wine	Other Fortified Domestic Wine	\$34,704	\$25,545	\$28,484	\$23,760	\$24,677
	Other Fortified Import Wine	\$96,921	\$88,652	\$95,129	\$92,609	\$102,818
	Port Wine	\$103,080	\$77,061	\$75,695	\$74,235	\$92,648
	Sherry Wine	\$39,129	\$32,611	\$33,734	\$37,829	\$49,213
	Vermouth Wine	\$195,663	\$184,560	\$204,851	\$192,098	\$214,973
	Summary	\$469,498	\$408,428	\$437,893	\$420,530	\$484,329
France Wine	France Champagne Wine	\$2,262,482	\$1,695,461	\$1,490,487	\$1,802,364	\$1,835,894

Wine Sales (Net \$)

Net Sales \$		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
France Wine	France Fruit and Dessert Wine	\$10,101	\$14,052	\$8,261	\$18,131	\$22,040
	France Red Wine	\$2,149,788	\$2,021,307	\$1,508,111	\$1,500,784	\$2,399,297
	France Rose Wine	\$293,698	\$296,472	\$751,117	\$806,345	\$311,666
	France Sparkling Wine	\$222,436	\$221,165	\$261,834	\$263,329	\$271,866
	France White Wine	\$1,381,143	\$1,234,426	\$1,664,506	\$1,574,302	\$1,540,674
	Summary	\$6,319,648	\$5,482,885	\$5,684,317	\$5,965,255	\$6,381,436
Georgia Wine	Georgia Red Wine	\$95	\$142	\$47	\$3,787	\$10,449
	Georgia Rose Wine	\$0	\$0	\$0	\$399	\$2,412
	Georgia Sparkling Wine	\$0	\$0	\$0	\$419	\$644
	Georgia White Wine	\$0	\$339	\$102	\$3,128	\$7,071
	Summary	\$95	\$481	\$149	\$7,732	\$20,576
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Germany Red Wine	\$7,534	\$19,975	\$30,454	\$21,180	\$18,955
	Germany Rose Wine	\$3,322	\$4,076	\$6,037	\$4,015	\$1,343
	Germany Sparkling Wine	\$192,971	\$147,306	\$191,598	\$169,415	\$184,908
	Germany White Wine	\$86,195	\$81,571	\$74,554	\$71,015	\$73,522
	Summary	\$290,022	\$252,928	\$302,642	\$265,625	\$278,728
Greece Wine	Greece Fruit and Dessert Wine	\$0	\$350	\$876	\$0	\$0
	Greece Red Wine	\$85,976	\$76,423	\$87,176	\$72,158	\$102,162
	Greece Rose Wine	\$12,167	\$7,984	\$9,717	\$10,586	\$7,819
	Greece Sparkling Wine	\$1,863	\$2,507	\$8,057	\$4,294	\$4,733
	Greece White Wine	\$85,512	\$63,235	\$88,054	\$69,624	\$58,029
	Summary	\$185,517	\$150,498	\$193,881	\$156,662	\$172,743
Hungary Wine	Hungary Fruit and Dessert Wine	\$6,874	\$5,782	\$5,993	\$4,854	\$7,934
	Hungary Red Wine	\$823	\$272	\$514	\$2,166	\$2,037
	Hungary Rose Wine	\$0	\$0	\$0	\$0	\$600
	Hungary Sparkling Wine	\$54,492	\$31,435	\$78,007	\$124,981	\$44,072
	Hungary White Wine	\$11,263	\$11,093	\$12,093	\$18,209	\$11,330

Wine Sales (Net \$)

Net Sales \$		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Hungary Wine	Summary	\$73,452	\$48,582	\$96,607	\$150,211	\$65,973
Israel Wine	Israel Red Wine	\$418	\$625	\$1,707	\$869	\$962
	Israel Rose Wine	\$0	\$0	\$0	\$0	\$20
	Israel White Wine	\$0	\$36	\$1,174	\$0	\$503
	Summary	\$418	\$661	\$2,881	\$869	\$1,486
Italy Wine	Italy Fruit and Dessert Wine	\$7,171	\$4,666	\$6,548	\$6,099	\$5,043
	Italy Red Wine	\$4,986,116	\$3,589,217	\$3,355,919	\$3,296,267	\$4,619,729
	Italy Rose Wine	\$75,038	\$60,486	\$128,852	\$139,070	\$62,527
	Italy Sparkling Wine	\$675,218	\$619,174	\$829,002	\$759,481	\$746,680
	Italy White Wine	\$1,691,059	\$1,503,544	\$1,800,075	\$1,831,735	\$1,661,774
	Prosecco Wine	\$1,290,783	\$1,134,624	\$1,492,261	\$1,568,974	\$1,373,893
	Summary	\$8,725,385	\$6,911,712	\$7,612,657	\$7,601,626	\$8,469,646
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$75,966	\$66,780	\$50,254	\$57,578	\$58,748
	New Zealand Rose Wine	\$23,680	\$17,440	\$24,735	\$35,639	\$16,351
	New Zealand Sparkling Wine	\$10,781	\$3,410	\$3,425	\$4,758	\$5,300
	New Zealand White Wine	\$1,405,197	\$1,278,737	\$1,489,772	\$1,492,919	\$1,251,946
	Summary	\$1,515,624	\$1,366,367	\$1,568,186	\$1,590,894	\$1,332,344
Other Country Wine	Other Country Fruit and Dessert Wine	\$118,012	\$122,342	\$111,256	\$101,018	\$105,910
	Other Country Red Wine	\$38,413	\$50,643	\$34,227	\$18,662	\$23,897
	Other Country Rose Wine	\$7,768	\$4,304	\$6,100	\$4,090	\$3,352
	Other Country Sparkling Wine	\$8,400	\$3,376	\$3,322	\$3,573	\$4,671
	Other Country White Wine	\$29,294	\$19,596	\$29,526	\$10,405	\$16,912
	Summary	\$201,886	\$200,261	\$184,431	\$137,748	\$154,742
Other Style Wine	Aperitif And Flavoured Wine	\$3,297	\$1,373	\$1,844	\$2,983	\$2,802
	Mead	\$25,987	\$20,861	\$25,552	\$28,096	\$18,424
	Rice Wine	\$12,237	\$11,402	\$11,594	\$11,885	\$11,342
	Summary	\$41,521	\$33,636	\$38,991	\$42,964	\$32,569

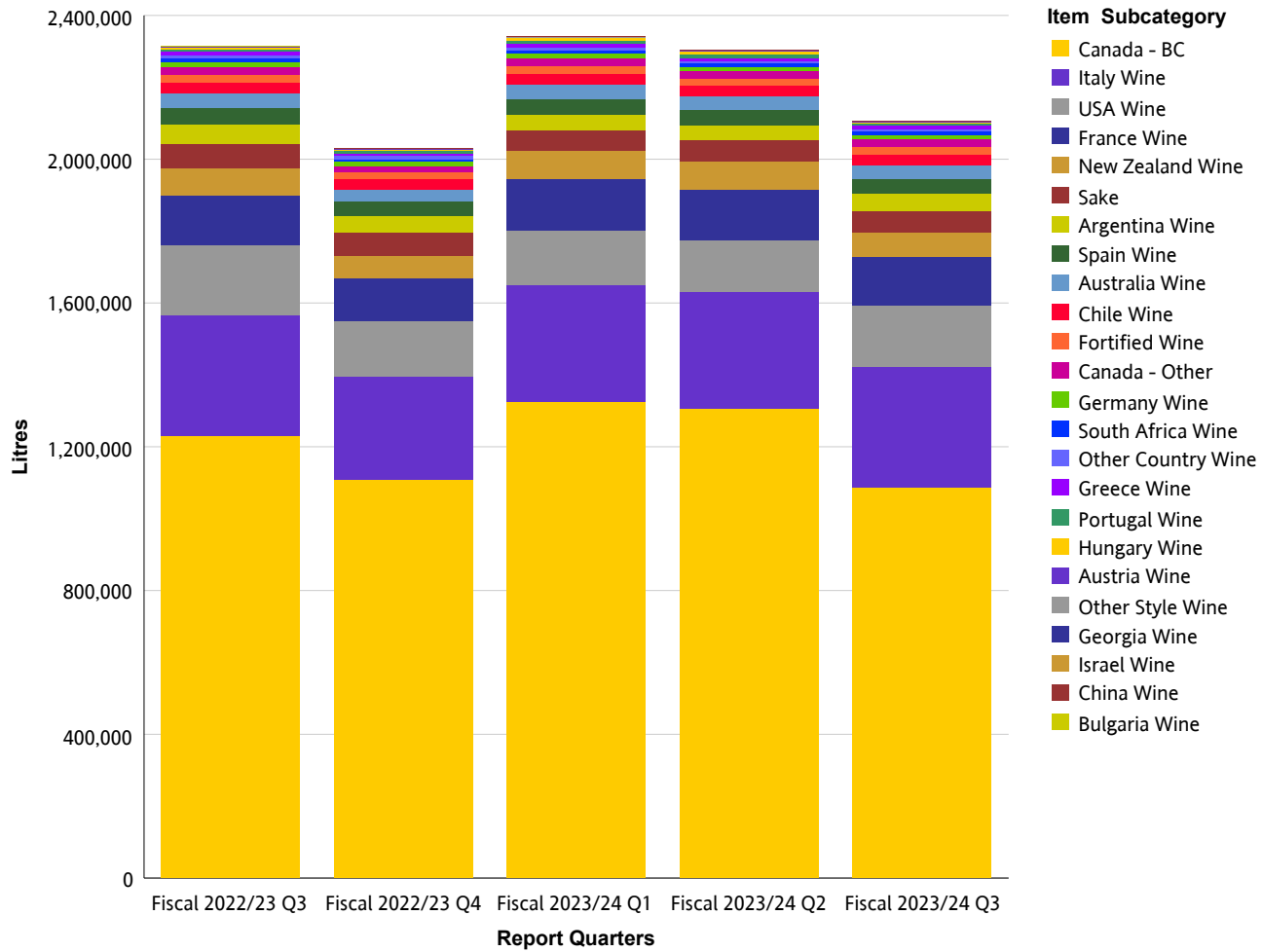
Wine Sales (Net \$)

Net Sales \$		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Portugal Wine	Portugal Fruit and Dessert Wine	\$1,719	\$1,859	\$595	\$344	\$1,918
	Portugal Red Wine	\$65,050	\$52,046	\$55,514	\$38,625	\$48,395
	Portugal Rose Wine	\$4,044	\$4,253	\$3,917	\$6,259	\$3,540
	Portugal Sparkling Wine	\$132	\$483	\$2,587	\$3,586	\$2,744
	Portugal White Wine	\$49,077	\$47,092	\$110,121	\$116,580	\$52,470
	Summary	\$120,022	\$105,733	\$172,733	\$165,394	\$109,067
Sake	Japan Sake	\$1,153,747	\$904,112	\$949,315	\$1,024,221	\$948,572
	Other Country Sake	\$21,378	\$20,639	\$22,415	\$29,914	\$24,557
	USA Sake	\$326,936	\$346,078	\$297,053	\$290,502	\$313,429
	Summary	\$1,502,061	\$1,270,829	\$1,268,783	\$1,344,637	\$1,286,558
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$360	\$1,583	\$2,903	\$332
	South Africa Red Wine	\$68,113	\$68,245	\$62,173	\$72,106	\$63,757
	South Africa Rose Wine	\$1,145	\$699	\$3,357	\$1,978	\$1,766
	South Africa Sparkling Wine	\$0	\$0	\$1,177	\$252	\$1,177
	South Africa White Wine	\$68,103	\$62,168	\$73,781	\$81,961	\$79,674
	Summary	\$137,362	\$131,471	\$142,072	\$159,201	\$146,706
Spain Wine	Spain Fruit and Dessert Wine	\$2,617	\$7,350	\$4,834	\$9,023	\$5,788
	Spain Red Wine	\$509,306	\$453,997	\$394,859	\$416,421	\$549,017
	Spain Rose Wine	\$23,884	\$20,175	\$29,982	\$32,861	\$16,286
	Spain Sparkling Wine	\$331,309	\$266,639	\$420,660	\$419,174	\$329,590
	Spain White Wine	\$120,240	\$118,488	\$119,331	\$155,801	\$123,189
	Summary	\$987,355	\$866,649	\$969,665	\$1,033,280	\$1,023,868
USA Wine	USA Fruit and Dessert Wine	\$17,445	\$0	\$468	\$0	\$600
	USA Red Wine	\$5,041,339	\$4,192,786	\$4,011,173	\$3,375,912	\$4,493,921
	USA Rose Wine	\$41,308	\$24,063	\$50,530	\$54,525	\$24,408
	USA Sparkling Wine	\$58,513	\$37,297	\$35,721	\$27,057	\$30,195
	USA White Wine	\$936,623	\$779,088	\$924,746	\$963,376	\$835,876
	Summary	\$6,095,227	\$5,033,234	\$5,022,638	\$4,420,870	\$5,385,000

Wine Sales (Net \$)

Net Sales \$	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Summary	\$49,152,020	\$42,503,012	\$48,571,321	\$48,249,140	\$44,839,054

Wine Sales (Litres)



Wine Sales (Litres)

Wine

Litres		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Argentina Wine	Argentina Red Wine	49,981	43,380	39,274	37,082	43,813
	Argentina Rose Wine	206	206	470	503	195
	Argentina Sparkling Wine	126	441	320	468	266
	Argentina White Wine	2,864	2,227	2,156	2,076	2,052
	Summary	53,176	46,254	42,220	40,129	46,326
Australia Wine	Australia Fruit and Dessert Wine	0	0	0	0	0
	Australia Red Wine	22,839	20,328	19,368	16,410	19,266
	Australia Rose Wine	1,205	1,034	1,609	1,661	1,259
	Australia Sparkling Wine	5,314	4,244	7,143	6,453	5,238
	Australia White Wine	11,155	9,236	10,916	11,586	9,982
	Summary	40,514	34,840	39,036	36,110	35,745
Austria Wine	Austria Fruit and Dessert Wine	8	0	12	1	1
	Austria Red Wine	921	736	449	455	432
	Austria Rose Wine	140	104	158	220	194
	Austria Sparkling Wine	18	9	27	68	22
	Austria White Wine	1,060	1,436	1,467	1,498	1,104
	Summary	2,147	2,284	2,112	2,241	1,753
Bulgaria Wine	Bulgaria Red Wine	0	0	0	0	0
	Bulgaria Rose Wine	0	0	0	0	0
	Bulgaria White Wine	6	0	0	0	0
	Summary	6	0	0	0	0
Canada - BC	Canada - BC Dessert Wine	170	111	172	218	171
	Canada - BC Fruit Wine	5,492	1,121	2,321	4,102	5,477
	Canada - BC Ice Wine	317	462	694	804	585
	Canada - BC Red Wine	561,772	502,438	490,879	461,324	481,376
	Canada - BC Rose Wine	38,124	40,583	91,785	94,273	35,114

Wine Sales (Litres)

Litres		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Canada - BC	Canada - BC Sparkling Wine	37,927	31,838	47,162	46,330	28,792
	Canada - BC White Wine	585,784	532,987	690,439	699,727	535,813
	Summary	1,229,586	1,109,539	1,323,451	1,306,777	1,087,327
Canada - Other	Canada - Other Dessert Wine	12	18	6	3	0
	Canada - Other Fruit Wine	0	0	7	0	0
	Canada - Other Ice Wine	15	16	8	21	15
	Canada - Other Red Wine	630	142	94	306	166
	Canada - Other Rose Wine	199	18	19	0	48
	Canada - Other Sparkling Wine	20,726	15,920	22,000	19,207	20,376
	Canada - Other White Wine	682	329	635	674	668
	Summary	22,264	16,444	22,769	20,211	21,273
Chile Wine	Chile Fruit and Dessert Wine	4	9	9	18	4
	Chile Red Wine	19,166	18,898	16,809	17,518	19,750
	Chile Rose Wine	453	329	788	1,027	494
	Chile Sparkling Wine	92	67	50	60	55
	Chile White Wine	10,742	9,435	12,992	12,579	10,685
	Summary	30,457	28,738	30,648	31,201	30,988
China Wine	China Fruit and Dessert Wine	35	11	3	116	13
	China Red Wine	1	6	7	11	0
	China White Wine	0	0	0	0	4
	Summary	36	17	10	127	18
Fortified Wine	Other Fortified Domestic Wine	1,454	1,470	1,327	1,225	1,135
	Other Fortified Import Wine	3,753	3,461	3,778	3,541	3,946
	Port Wine	2,297	1,779	1,842	1,746	2,342
	Sherry Wine	1,292	1,130	1,157	1,302	1,637
	Vermouth Wine	12,711	11,902	12,252	11,838	13,082
	Summary	21,506	19,742	20,355	19,653	22,141
France Wine	France Champagne Wine	20,511	14,914	12,507	15,719	16,399

Wine Sales (Litres)

Litres		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
France Wine	France Fruit and Dessert Wine	123	70	102	162	277
	France Red Wine	52,396	43,599	36,987	33,956	47,478
	France Rose Wine	14,030	13,953	34,391	37,044	15,113
	France Sparkling Wine	10,792	11,475	13,516	13,309	13,008
	France White Wine	39,437	34,482	44,209	41,589	41,076
	Summary	137,290	118,493	141,713	141,779	133,351
Georgia Wine	Georgia Red Wine	4	7	2	96	287
	Georgia Rose Wine	0	0	0	9	54
	Georgia Sparkling Wine	0	0	0	9	14
	Georgia White Wine	0	15	4	76	166
	Summary	4	22	7	190	521
Germany Wine	Germany Fruit and Dessert Wine	0	0	0	0	0
	Germany Red Wine	206	290	502	414	460
	Germany Rose Wine	138	158	202	140	51
	Germany Sparkling Wine	10,757	7,578	9,972	8,247	9,300
	Germany White Wine	3,312	3,208	2,931	2,884	2,748
	Summary	14,412	11,234	13,607	11,685	12,559
Greece Wine	Greece Fruit and Dessert Wine	0	18	45	0	0
	Greece Red Wine	4,520	4,021	4,076	3,436	4,794
	Greece Rose Wine	432	436	364	346	338
	Greece Sparkling Wine	68	63	220	122	122
	Greece White Wine	4,248	3,514	3,781	3,561	2,958
	Summary	9,268	8,052	8,487	7,465	8,211
Hungary Wine	Hungary Fruit and Dessert Wine	83	74	52	63	90
	Hungary Red Wine	62	19	39	95	100
	Hungary Rose Wine	0	0	0	0	18
	Hungary Sparkling Wine	3,963	1,946	4,773	7,740	2,783
	Hungary White Wine	560	625	710	855	512

Wine Sales (Litres)

Litres		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Hungary Wine	Summary	4,669	2,664	5,574	8,753	3,503
Israel Wine	Israel Red Wine	16	24	65	32	35
	Israel Rose Wine	0	0	0	0	1
	Israel White Wine	0	2	47	0	20
	Summary	16	26	112	32	56
Italy Wine	Italy Fruit and Dessert Wine	73	40	61	62	52
	Italy Red Wine	142,164	116,085	106,953	104,388	135,271
	Italy Rose Wine	3,038	2,447	5,228	6,205	2,606
	Italy Sparkling Wine	35,651	32,714	42,383	38,950	37,282
	Italy White Wine	90,146	81,023	100,610	99,763	91,136
	Prosecco Wine	67,282	55,085	72,274	75,093	68,331
	Summary	338,355	287,395	327,508	324,460	334,677
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	2,520	2,106	1,801	1,892	2,350
	New Zealand Rose Wine	1,131	793	1,183	1,780	783
	New Zealand Sparkling Wine	506	142	159	172	249
	New Zealand White Wine	71,703	59,145	74,297	73,392	64,761
	Summary	75,859	62,186	77,439	77,237	68,143
Other Country Wine	Other Country Fruit and Dessert Wine	6,678	6,693	6,417	6,176	6,528
	Other Country Red Wine	1,197	1,319	969	584	776
	Other Country Rose Wine	229	132	186	125	99
	Other Country Sparkling Wine	176	82	82	112	111
	Other Country White Wine	860	560	842	376	561
	Summary	9,140	8,786	8,496	7,373	8,074
Other Style Wine	Aperitif And Flavoured Wine	214	92	134	137	176
	Mead	579	474	677	702	459
	Rice Wine	1,241	1,064	965	1,060	1,060
	Summary	2,034	1,630	1,776	1,898	1,695

Wine Sales (Litres)

Litres		Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Portugal Wine	Portugal Fruit and Dessert Wine	51	37	14	6	45
	Portugal Red Wine	3,279	2,824	3,609	2,198	2,686
	Portugal Rose Wine	268	310	322	493	281
	Portugal Sparkling Wine	20	16	82	153	99
	Portugal White Wine	2,640	2,502	6,746	7,277	2,860
	Summary	6,259	5,690	10,774	10,126	5,972
Sake	Japan Sake	27,693	22,638	22,824	24,398	22,955
	Other Country Sake	995	938	964	1,253	996
	USA Sake	41,505	43,389	35,785	33,906	37,250
	Summary	70,194	66,965	59,573	59,556	61,201
South Africa Wine	South Africa Fruit and Dessert Wine	0	2	10	18	2
	South Africa Red Wine	4,078	3,713	3,542	3,863	3,602
	South Africa Rose Wine	88	70	236	163	130
	South Africa Sparkling Wine	0	0	32	7	32
	South Africa White Wine	4,317	3,955	4,683	4,959	4,480
	Summary	8,482	7,740	8,503	9,010	8,246
Spain Wine	Spain Fruit and Dessert Wine	80	227	140	260	179
	Spain Red Wine	21,109	18,313	16,421	15,005	19,538
	Spain Rose Wine	1,480	1,237	1,779	1,881	986
	Spain Sparkling Wine	18,929	14,087	21,682	22,627	17,499
	Spain White Wine	4,592	4,392	4,742	5,320	4,421
	Summary	46,189	38,255	44,764	45,092	42,623
USA Wine	USA Fruit and Dessert Wine	336	0	6	0	12
	USA Red Wine	148,646	119,272	110,541	100,420	135,668
	USA Rose Wine	2,530	1,885	3,057	3,398	1,839
	USA Sparkling Wine	1,831	1,166	1,184	952	889
	USA White Wine	39,023	30,307	37,290	38,768	34,276
	Summary	192,366	152,629	152,078	143,537	172,684

Wine Sales (Litres)

Litres	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3
Summary	2,314,230	2,029,624	2,341,012	2,304,645	2,107,087

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.