

# Hospitality Liquor Market Review

Fiscal 2024/25 Q1

June 2024



**LIQUOR  
DISTRIBUTION  
BRANCH**

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# Introduction

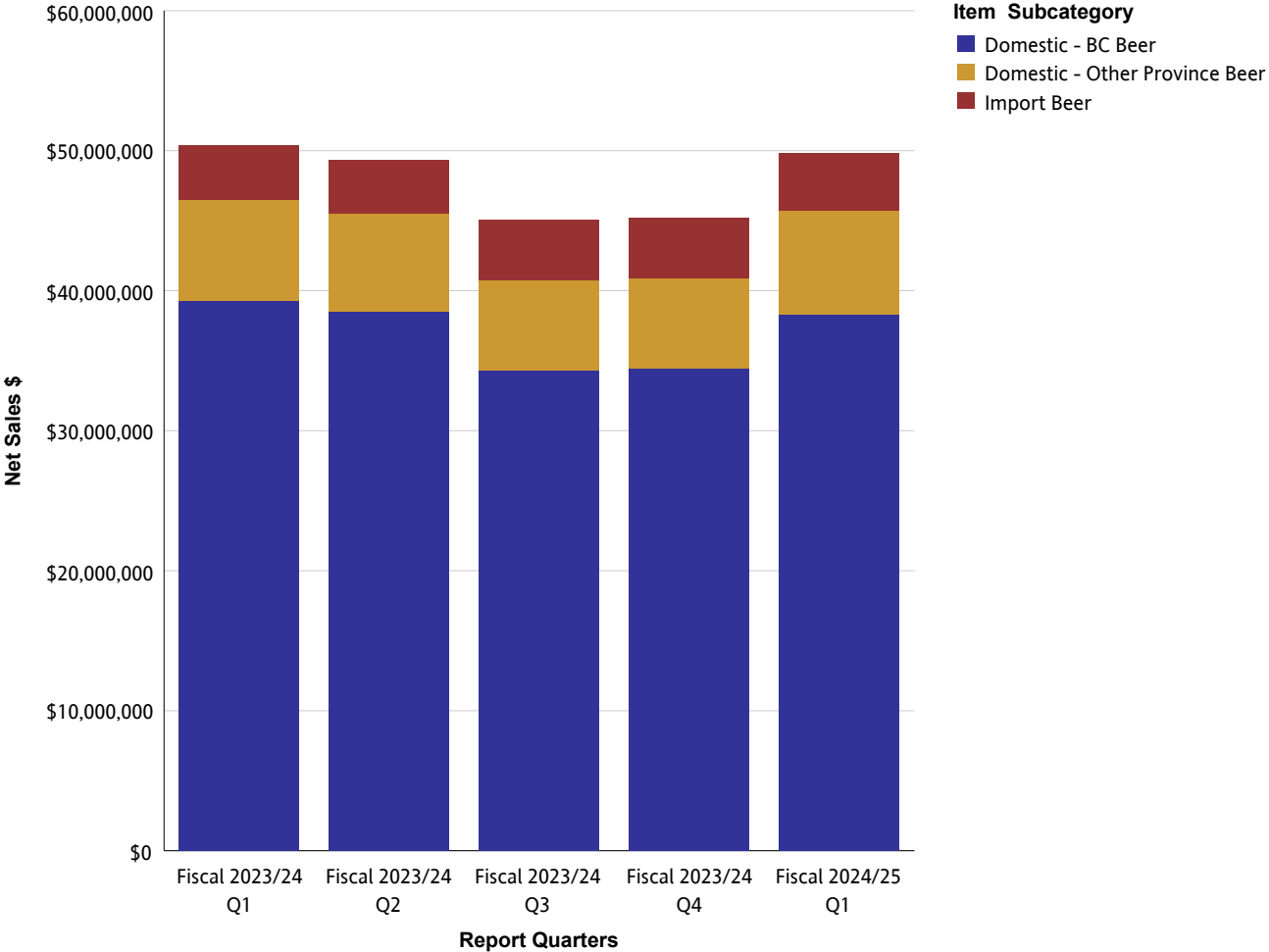
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer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

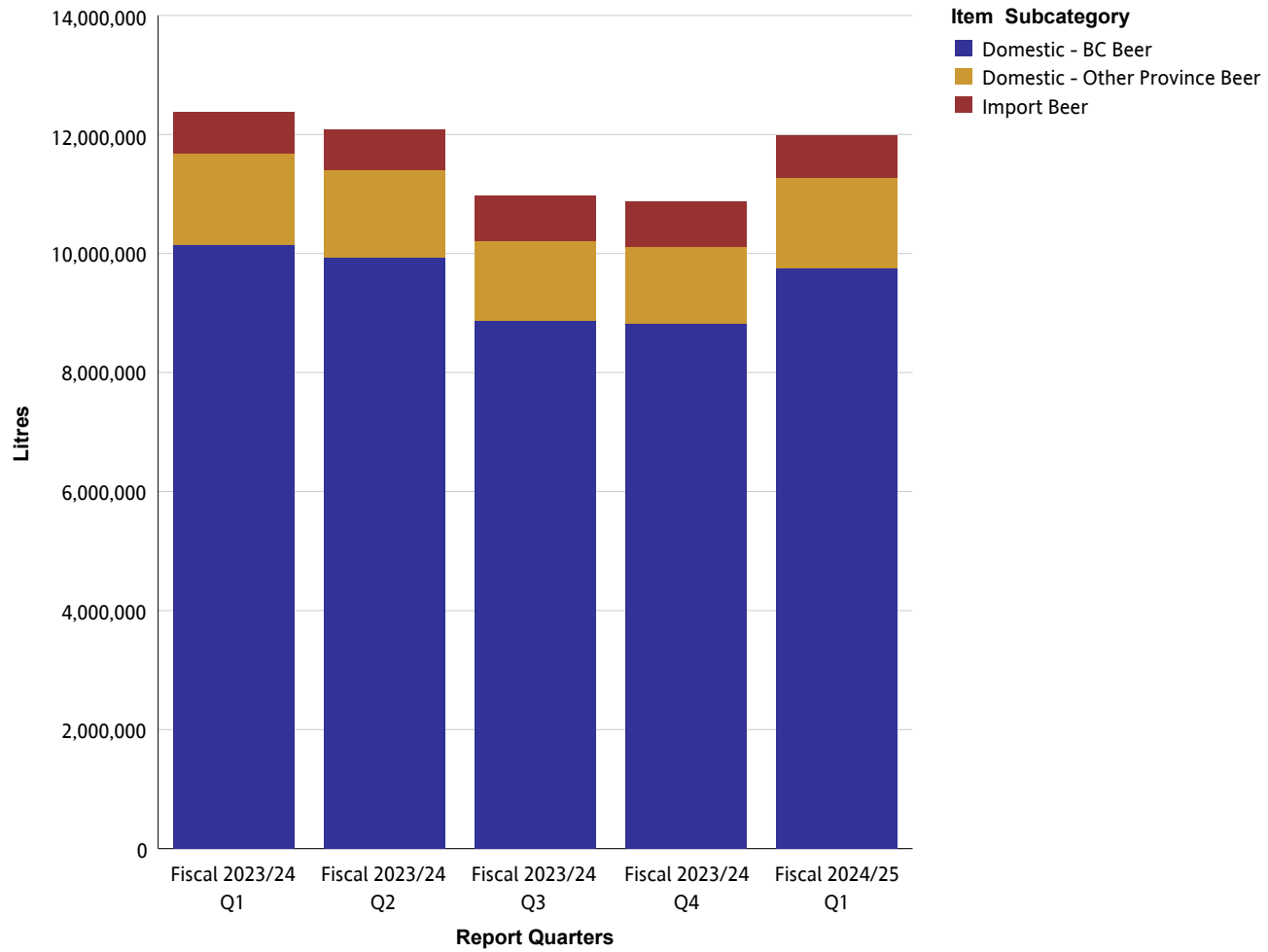


## Beer Sales (Net \$)

### Beer

Net Sales \$		Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1
Domestic - BC Beer	Domestic - BC Commercial Beer	\$16,410,928	\$15,572,541	\$15,736,037	\$15,580,145	\$16,461,545
	Domestic - BC Micro Brew Beer	\$12,093,267	\$12,283,349	\$9,951,222	\$9,807,530	\$11,317,237
	Domestic - BC Regional Beer	\$10,760,147	\$10,660,972	\$8,641,690	\$9,064,706	\$10,509,708
	<b>Summary</b>	<b>\$39,264,342</b>	<b>\$38,516,862</b>	<b>\$34,328,949</b>	<b>\$34,452,382</b>	<b>\$38,288,490</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$6,896,697	\$6,737,619	\$6,193,042	\$6,236,505	\$7,255,845
	Domestic - Other Province Micro Brew Beer	\$17,497	\$23,608	\$20,712	\$16,628	\$19,074
	Domestic - Other Province Regional Beer	\$293,973	\$258,522	\$242,094	\$158,497	\$145,687
	<b>Summary</b>	<b>\$7,208,168</b>	<b>\$7,019,749</b>	<b>\$6,455,847</b>	<b>\$6,411,631</b>	<b>\$7,420,606</b>
Import Beer	Asia And South Pacific Beer	\$335,718	\$311,005	\$302,285	\$304,647	\$367,577
	Europe Beer	\$3,259,879	\$3,212,428	\$3,775,207	\$3,838,269	\$3,498,567
	Mexico And Caribbean Beer	\$179,940	\$193,766	\$138,736	\$129,123	\$180,369
	Other Country Beer	\$8,514	\$20,497	\$20,061	\$13,937	\$14,011
	USA Beer	\$88,980	\$66,820	\$58,639	\$37,502	\$41,172
	<b>Summary</b>	<b>\$3,873,032</b>	<b>\$3,804,515</b>	<b>\$4,294,927</b>	<b>\$4,323,478</b>	<b>\$4,101,696</b>
<b>Summary</b>		<b>\$50,345,542</b>	<b>\$49,341,126</b>	<b>\$45,079,723</b>	<b>\$45,187,490</b>	<b>\$49,810,792</b>

## Beer Sales (Litres)

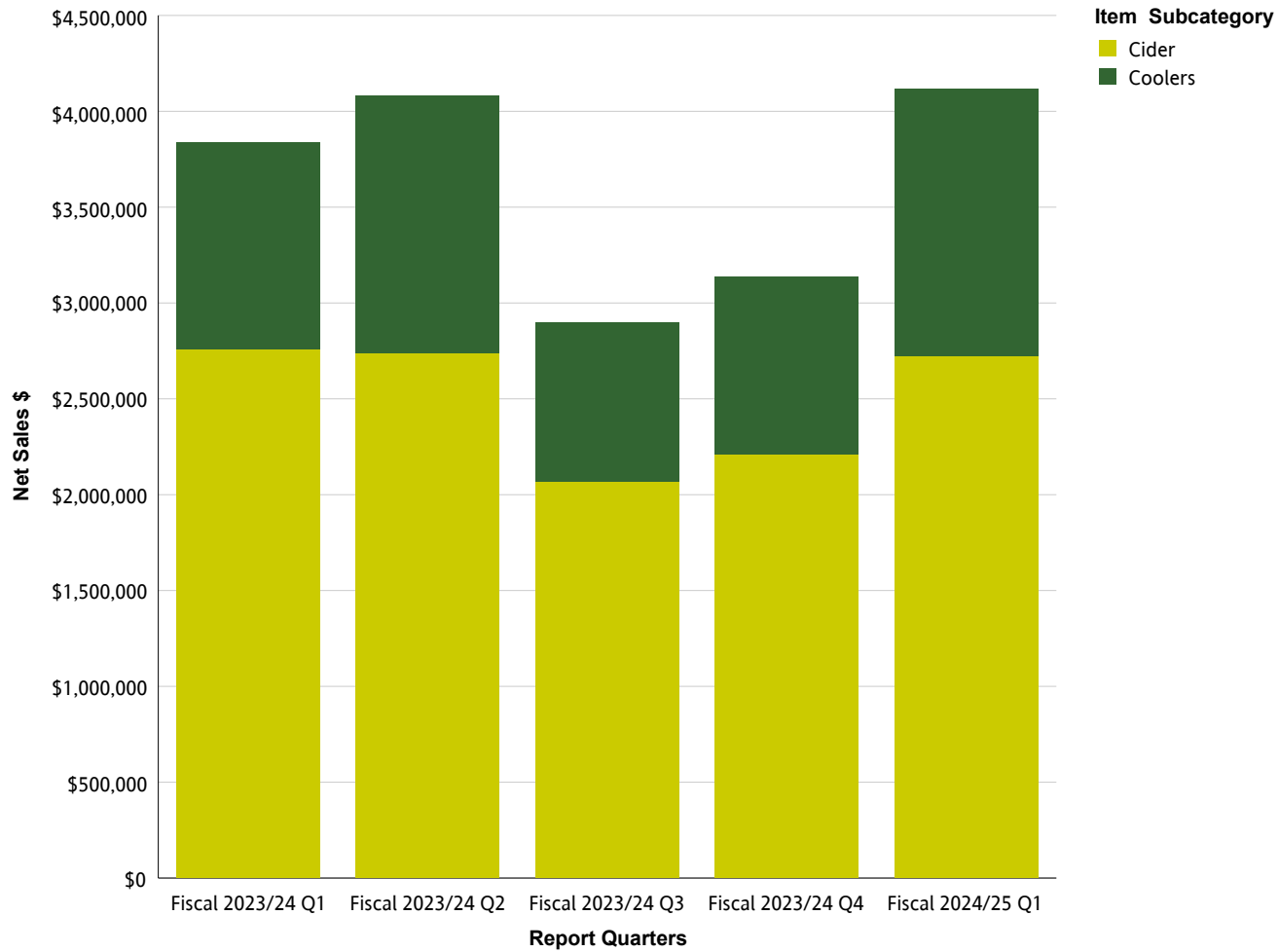


## Beer Sales (Litres)

### Beer

Litres		Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1
Domestic - BC Beer	Domestic - BC Commercial Beer	4,249,065	4,038,352	4,070,896	3,914,752	4,125,048
	Domestic - BC Micro Brew Beer	2,835,690	2,862,304	2,318,227	2,293,712	2,645,564
	Domestic - BC Regional Beer	3,068,896	3,033,763	2,486,084	2,608,212	2,983,675
	<b>Summary</b>	<b>10,153,650</b>	<b>9,934,419</b>	<b>8,875,207</b>	<b>8,816,677</b>	<b>9,754,286</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	1,433,457	1,389,132	1,260,734	1,248,577	1,465,941
	Domestic - Other Province Micro Brew Beer	4,527	5,992	5,253	4,638	4,798
	Domestic - Other Province Regional Beer	85,387	74,115	71,079	48,652	43,798
	<b>Summary</b>	<b>1,523,370</b>	<b>1,469,240</b>	<b>1,337,066</b>	<b>1,301,867</b>	<b>1,514,536</b>
Import Beer	Asia And South Pacific Beer	55,929	51,815	50,297	50,726	61,199
	Europe Beer	588,507	578,611	667,724	671,421	608,886
	Mexico And Caribbean Beer	31,710	33,795	23,317	21,362	30,101
	Other Country Beer	1,420	3,457	3,333	2,242	2,281
	USA Beer	18,075	10,395	10,099	6,364	6,241
	<b>Summary</b>	<b>695,641</b>	<b>678,072</b>	<b>754,769</b>	<b>752,115</b>	<b>708,709</b>
<b>Summary</b>		<b>12,372,662</b>	<b>12,081,731</b>	<b>10,967,042</b>	<b>10,870,659</b>	<b>11,977,531</b>

## Refreshment Beverages Sales (Net \$)



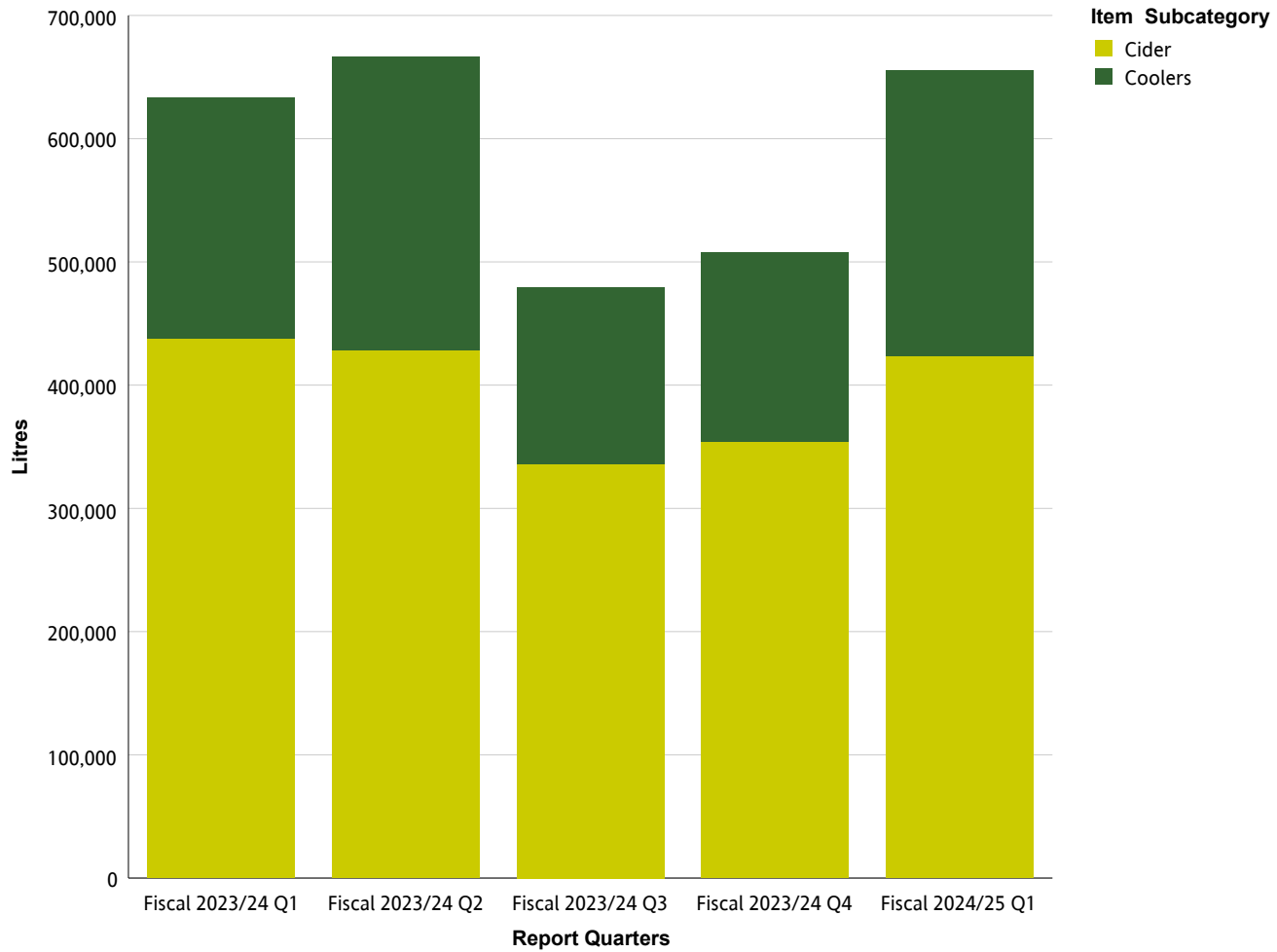


## Refreshment Beverages Sales (Net \$)

### Refreshment Beverages

Net Sales \$		Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1
Cider	Domestic Cider	\$2,196,427	\$2,220,944	\$1,575,352	\$1,680,801	\$2,131,154
	Import Cider	\$562,542	\$519,637	\$494,754	\$529,780	\$592,846
	<b>Summary</b>	<b>\$2,758,969</b>	<b>\$2,740,581</b>	<b>\$2,070,106</b>	<b>\$2,210,580</b>	<b>\$2,724,000</b>
Coolers	Malt-Based Coolers	\$47,631	\$49,982	\$21,439	\$12,575	\$16,643
	Spirit Coolers	\$1,001,817	\$1,262,114	\$789,326	\$895,664	\$1,351,242
	Wine/Fruit Coolers	\$31,299	\$30,785	\$18,484	\$19,518	\$26,194
	<b>Summary</b>	<b>\$1,080,747</b>	<b>\$1,342,881</b>	<b>\$829,250</b>	<b>\$927,758</b>	<b>\$1,394,079</b>
<b>Summary</b>		<b>\$3,839,716</b>	<b>\$4,083,463</b>	<b>\$2,899,355</b>	<b>\$3,138,338</b>	<b>\$4,118,079</b>

## Refreshment Beverages Sales (Litres)

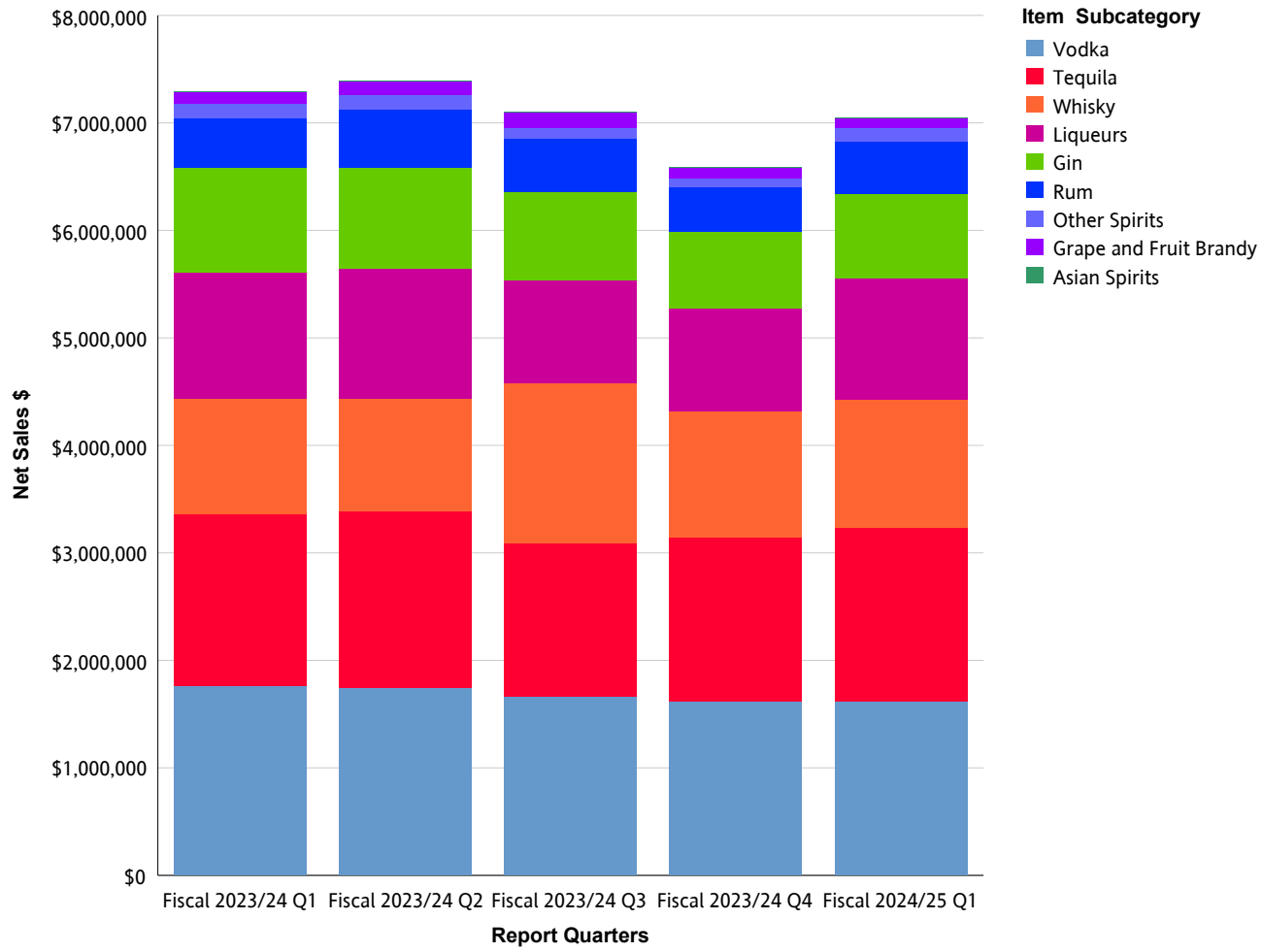


## Refreshment Beverages Sales (Litres)

### Refreshment Beverages

Litres		Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1
Cider	Domestic Cider	324,655	325,306	237,703	252,129	308,695
	Import Cider	112,691	103,383	98,056	101,659	115,269
	<b>Summary</b>	<b>437,346</b>	<b>428,689</b>	<b>335,759</b>	<b>353,788</b>	<b>423,964</b>
Coolers	Malt-Based Coolers	11,071	11,378	4,897	2,786	3,316
	Spirit Coolers	180,463	222,175	136,513	148,810	225,246
	Wine/Fruit Coolers	4,259	4,327	2,306	2,403	3,143
	<b>Summary</b>	<b>195,794</b>	<b>237,880</b>	<b>143,716</b>	<b>153,999</b>	<b>231,705</b>
<b>Summary</b>		<b>633,140</b>	<b>666,569</b>	<b>479,474</b>	<b>507,788</b>	<b>655,669</b>

## Spirits Sales (Net \$)



## Spirits Sales (Net \$)

### Spirits

Net Sales \$		Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1
Asian Spirits	China Spirits	\$456	\$0	\$0	\$0	\$329
	Korea Spirits	\$4,900	\$3,377	\$4,740	\$4,533	\$3,699
	Other Country Asian Spirits	\$0	\$861	\$0	\$268	\$767
	<b>Summary</b>	<b>\$5,356</b>	<b>\$4,238</b>	<b>\$4,740</b>	<b>\$4,801</b>	<b>\$4,795</b>
Gin	Dry Gin	\$853,867	\$847,375	\$755,373	\$657,381	\$703,901
	Flavoured Gin	\$63,193	\$55,484	\$31,770	\$27,608	\$42,207
	Other Gin	\$49,093	\$36,977	\$32,273	\$27,875	\$31,084
	<b>Summary</b>	<b>\$966,153</b>	<b>\$939,836</b>	<b>\$819,417</b>	<b>\$712,865</b>	<b>\$777,192</b>
Grape and Fruit Brandy	Armagnac	\$1,172	\$366	\$1,024	\$801	\$0
	Brandy	\$24,770	\$34,970	\$37,542	\$26,504	\$26,807
	Cognac	\$63,816	\$71,890	\$68,549	\$50,204	\$38,427
	Eau de Vie	\$10,183	\$12,037	\$18,978	\$7,282	\$7,525
	Grappa And Marc	\$1,332	\$5,023	\$2,520	\$1,999	\$3,208
	Pisco	\$5,204	\$6,998	\$6,860	\$4,624	\$6,762
	<b>Summary</b>	<b>\$106,477</b>	<b>\$131,285</b>	<b>\$135,473</b>	<b>\$91,414</b>	<b>\$82,730</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	\$443,209	\$479,508	\$295,942	\$306,439	\$407,658
	Coffee And Cocoa Liqueurs	\$85,466	\$94,536	\$109,913	\$96,832	\$94,509
	Cream/Dairy Liqueurs	\$81,354	\$69,543	\$90,870	\$104,248	\$69,106
	Fruit Liqueurs	\$393,177	\$412,299	\$326,232	\$314,652	\$389,105
	Nut Liqueurs	\$38,568	\$30,067	\$39,943	\$33,075	\$35,839
	Other Liqueurs	\$125,916	\$105,055	\$77,142	\$87,151	\$127,387
	Whiskey Liqueurs	\$11,628	\$14,473	\$12,064	\$13,796	\$10,770
	<b>Summary</b>	<b>\$1,179,318</b>	<b>\$1,205,481</b>	<b>\$952,106</b>	<b>\$956,193</b>	<b>\$1,134,374</b>
Other Spirits	Cachaca	\$2,216	\$1,519	\$1,422	\$1,653	\$2,467
	Flavoured Spirits	\$13,026	\$8,778	\$6,552	\$6,494	\$9,044
	Miscellaneous/Other Spirits	\$29,920	\$22,933	\$21,564	\$18,595	\$20,454

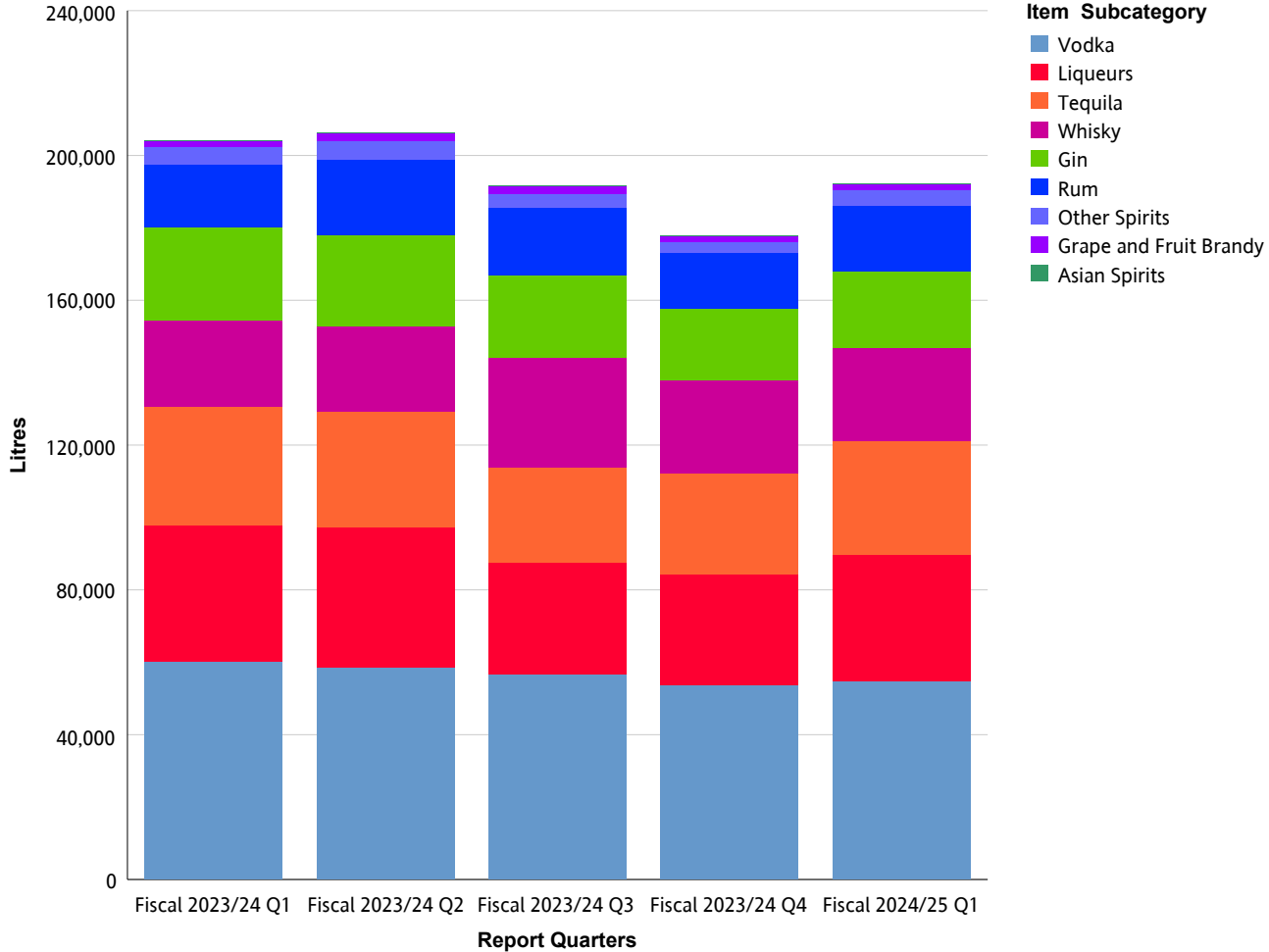
## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1
Other Spirits	Moonshine Spirits	\$2,869	\$3,546	\$3,706	\$1,219	\$1,675
	Ready to Mix Cocktails	\$73,352	\$73,252	\$51,804	\$45,916	\$60,194
	Ready to Serve Cocktails	\$12,984	\$16,291	\$13,189	\$7,131	\$34,003
	Schnapps and Akvavit	\$2,914	\$2,539	\$2,847	\$1,747	\$1,925
	<b>Summary</b>	<b>\$137,280</b>	<b>\$128,858</b>	<b>\$101,084</b>	<b>\$82,755</b>	<b>\$129,761</b>
Rum	Amber Rum	\$56,130	\$53,430	\$56,241	\$40,020	\$51,389
	Dark Rum	\$40,362	\$47,398	\$42,816	\$34,552	\$33,074
	Flavoured Rum	\$5,212	\$6,579	\$4,804	\$2,465	\$5,783
	Spiced Rum	\$105,122	\$110,568	\$131,750	\$129,045	\$118,270
	White Rum	\$256,194	\$329,895	\$267,449	\$215,303	\$284,066
	<b>Summary</b>	<b>\$463,020</b>	<b>\$547,870</b>	<b>\$503,061</b>	<b>\$421,385</b>	<b>\$492,582</b>
Tequila	Blanco/Silver Tequila	\$720,998	\$822,712	\$658,122	\$725,585	\$715,660
	Flavoured Tequila	\$6,517	\$7,091	\$6,203	\$5,596	\$12,103
	Gold Tequila	\$767,939	\$711,035	\$663,043	\$694,072	\$806,743
	Mezcal	\$103,914	\$96,728	\$97,199	\$105,606	\$79,727
	<b>Summary</b>	<b>\$1,599,368</b>	<b>\$1,637,566</b>	<b>\$1,424,567</b>	<b>\$1,530,860</b>	<b>\$1,614,233</b>
Vodka	Flavoured Vodka	\$301,963	\$306,041	\$220,743	\$217,200	\$249,178
	Straight Vodka	\$1,462,355	\$1,441,722	\$1,443,710	\$1,401,349	\$1,369,868
	<b>Summary</b>	<b>\$1,764,318</b>	<b>\$1,747,763</b>	<b>\$1,664,453</b>	<b>\$1,618,549</b>	<b>\$1,619,045</b>
Whisky	American Whiskey	\$81,296	\$77,477	\$89,479	\$92,079	\$95,967
	Blended Malt Scotch Whisky	\$833	\$794	\$1,213	\$1,782	\$4,086
	Blended Scotch Whisky	\$44,720	\$42,414	\$87,192	\$76,085	\$51,436
	Bourbon Whiskey	\$322,037	\$317,959	\$369,747	\$340,349	\$324,367
	Canadian Whisky	\$284,393	\$277,720	\$498,924	\$279,645	\$377,006
	Flavoured Whisky	\$12,079	\$5,518	\$8,106	\$4,186	\$3,369
	Irish Whiskey	\$174,267	\$162,624	\$189,929	\$236,778	\$177,215
	Other Country Whisky	\$15,671	\$14,064	\$21,043	\$12,029	\$17,514
	Single Malt Scotch Whisky	\$136,809	\$153,546	\$227,993	\$124,719	\$141,614

## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1
Whisky	<b>Summary</b>	<b>\$1,072,104</b>	<b>\$1,052,117</b>	<b>\$1,493,626</b>	<b>\$1,167,651</b>	<b>\$1,192,573</b>
<b>Summary</b>		<b>\$7,293,394</b>	<b>\$7,395,015</b>	<b>\$7,098,527</b>	<b>\$6,586,473</b>	<b>\$7,047,286</b>

# Spirits Sales (Litres)





## Spirits Sales (Litres)

### Spirits

Litres		Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1
Asian Spirits	China Spirits	11	0	0	0	10
	Korea Spirits	259	182	258	248	184
	Other Country Asian Spirits	0	17	0	4	17
	<b>Summary</b>	<b>270</b>	<b>199</b>	<b>258</b>	<b>252</b>	<b>211</b>
Gin	Dry Gin	23,305	23,287	21,413	18,388	19,561
	Flavoured Gin	1,491	1,370	797	684	998
	Other Gin	898	749	662	570	598
	<b>Summary</b>	<b>25,693</b>	<b>25,407</b>	<b>22,872</b>	<b>19,643</b>	<b>21,157</b>
Grape and Fruit Brandy	Armagnac	4	2	13	8	0
	Brandy	722	1,010	1,126	846	760
	Cognac	457	492	557	385	327
	Eau de Vie	195	209	330	123	126
	Grappa And Marc	15	57	29	26	35
	Pisco	121	160	162	105	159
	<b>Summary</b>	<b>1,513</b>	<b>1,929</b>	<b>2,217</b>	<b>1,492</b>	<b>1,407</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	13,573	14,935	8,717	9,286	12,251
	Coffee And Cocoa Liqueurs	3,193	3,387	4,184	3,538	3,457
	Cream/Dairy Liqueurs	2,829	2,414	3,324	3,645	2,378
	Fruit Liqueurs	13,351	14,007	10,752	10,529	12,697
	Nut Liqueurs	1,369	1,095	1,381	1,100	1,214
	Other Liqueurs	2,976	2,516	2,092	2,165	2,889
	Whiskey Liqueurs	322	398	332	374	293
	<b>Summary</b>	<b>37,611</b>	<b>38,753</b>	<b>30,782</b>	<b>30,638</b>	<b>35,179</b>
Other Spirits	Cachaca	60	42	38	39	61
	Flavoured Spirits	279	191	149	136	179
	Miscellaneous/Other Spirits	545	454	432	378	424

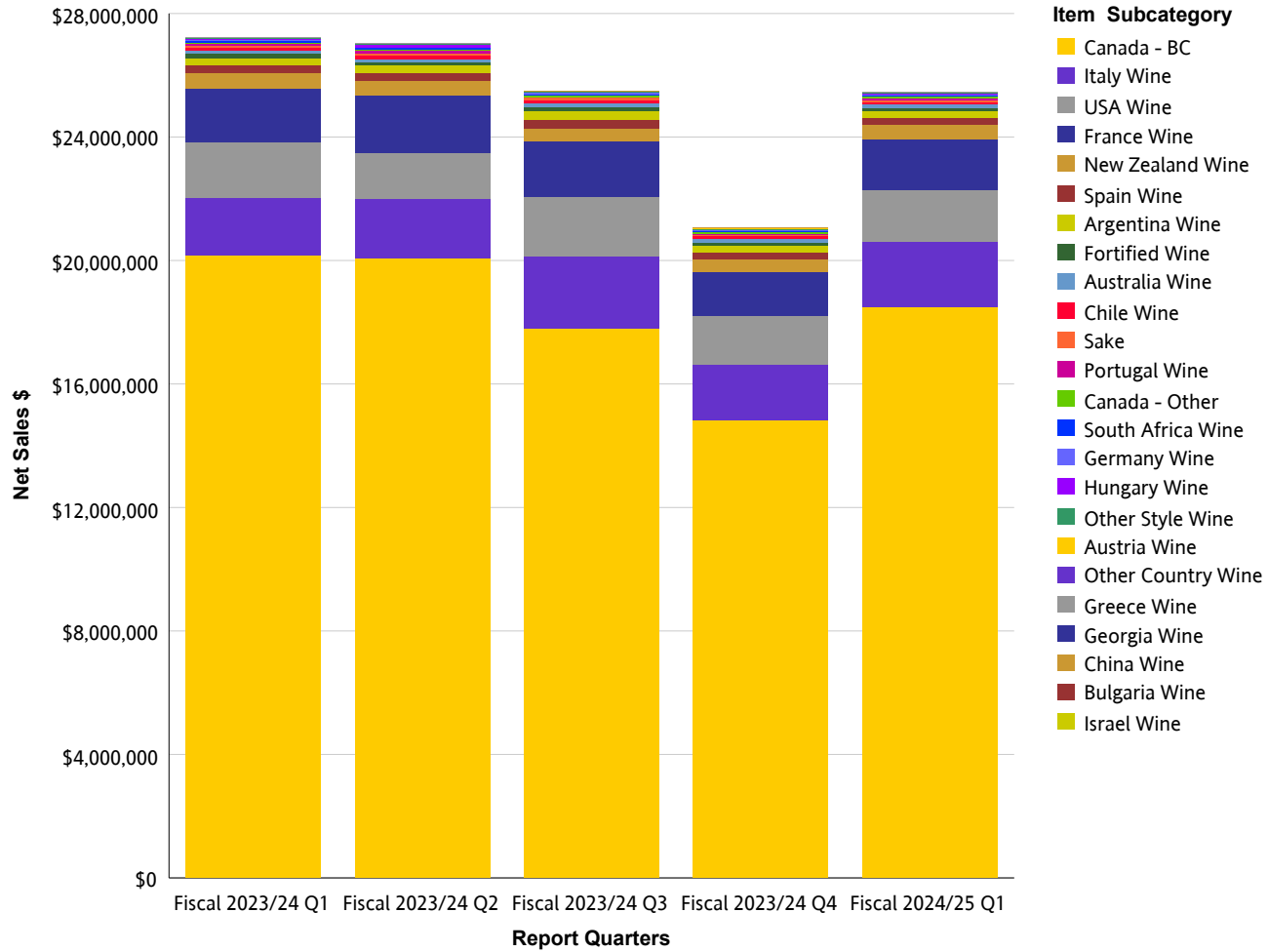
## Spirits Sales (Litres)

Litres		Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1
Other Spirits	Moonshine Spirits	67	82	89	27	43
	Ready to Mix Cocktails	3,419	3,439	2,508	2,254	2,900
	Ready to Serve Cocktails	460	1,008	265	145	694
	Schnapps and Akvavit	67	55	56	37	42
	<b>Summary</b>	<b>4,897</b>	<b>5,271</b>	<b>3,536</b>	<b>3,016</b>	<b>4,342</b>
Rum	Amber Rum	1,542	1,483	1,496	1,109	1,334
	Dark Rum	1,508	1,674	1,532	1,178	1,144
	Flavoured Rum	126	162	108	58	176
	Spiced Rum	3,543	3,775	4,591	4,314	3,931
	White Rum	10,711	13,660	11,052	8,868	11,613
	<b>Summary</b>	<b>17,429</b>	<b>20,754</b>	<b>18,779</b>	<b>15,527</b>	<b>18,198</b>
Tequila	Blanco/Silver Tequila	15,247	17,284	13,051	14,056	14,197
	Flavoured Tequila	133	134	116	116	176
	Gold Tequila	15,740	13,054	11,498	11,798	15,773
	Mezcal	1,554	1,490	1,576	1,685	1,226
	<b>Summary</b>	<b>32,673</b>	<b>31,963</b>	<b>26,241</b>	<b>27,656</b>	<b>31,371</b>
Vodka	Flavoured Vodka	9,780	9,745	7,018	6,895	7,945
	Straight Vodka	50,438	48,841	49,771	46,856	46,668
	<b>Summary</b>	<b>60,218</b>	<b>58,586</b>	<b>56,789</b>	<b>53,751</b>	<b>54,613</b>
Whisky	American Whiskey	2,153	2,117	2,360	2,375	2,567
	Blended Malt Scotch Whisky	14	14	21	24	56
	Blended Scotch Whisky	724	687	1,477	1,251	849
	Bourbon Whiskey	6,880	6,749	7,904	7,012	6,932
	Canadian Whisky	7,989	7,918	11,357	7,960	9,391
	Flavoured Whisky	248	108	182	86	76
	Irish Whiskey	4,432	4,206	4,948	6,087	4,463
	Other Country Whisky	198	189	273	157	209
	Single Malt Scotch Whisky	1,320	1,420	1,798	1,032	1,151

## Spirits Sales (Litres)

Litres		Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1
Whisky	Summary	23,957	23,407	30,319	25,984	25,695
Summary		204,262	206,268	191,792	177,958	192,172

## Wine Sales (Net \$)



## Wine Sales (Net \$)

### Wine

Net Sales \$		Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1
Argentina Wine	Argentina Red Wine	\$229,093	\$217,164	\$258,776	\$205,632	\$175,496
	Argentina Rose Wine	\$771	\$866	\$385	\$482	\$2,979
	Argentina Sparkling Wine	\$4,420	\$6,938	\$3,197	\$4,096	\$3,534
	Argentina White Wine	\$18,216	\$12,336	\$13,006	\$10,342	\$15,477
	<b>Summary</b>	<b>\$252,500</b>	<b>\$237,304</b>	<b>\$275,363</b>	<b>\$220,552</b>	<b>\$197,487</b>
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Australia Red Wine	\$84,782	\$69,827	\$95,560	\$94,243	\$76,955
	Australia Rose Wine	\$552	\$1,104	\$1,657	\$1,278	\$2,440
	Australia Sparkling Wine	\$9,106	\$2,295	\$2,518	\$3,138	\$5,601
	Australia White Wine	\$24,552	\$30,611	\$18,230	\$17,246	\$18,282
	<b>Summary</b>	<b>\$118,993</b>	<b>\$103,837</b>	<b>\$117,965</b>	<b>\$115,905</b>	<b>\$103,277</b>
Austria Wine	Austria Fruit and Dessert Wine	\$900	\$0	\$0	\$330	\$0
	Austria Red Wine	\$618	\$2,105	\$4,087	\$2,183	\$897
	Austria Rose Wine	\$210	\$1,261	\$293	\$706	\$414
	Austria Sparkling Wine	\$0	\$0	\$0	\$0	\$264
	Austria White Wine	\$9,491	\$12,009	\$8,196	\$13,360	\$11,285
	<b>Summary</b>	<b>\$11,219</b>	<b>\$15,374</b>	<b>\$12,576</b>	<b>\$16,578</b>	<b>\$12,860</b>
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
	<b>Summary</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
Canada - BC	Canada - BC Dessert Wine	\$7,821	\$14,065	\$13,360	\$7,979	\$5,801
	Canada - BC Fruit Wine	\$45,670	\$85,873	\$133,172	\$33,477	\$34,571
	Canada - BC Ice Wine	\$42,114	\$50,540	\$32,794	\$42,271	\$34,124
	Canada - BC Red Wine	\$7,830,818	\$7,549,189	\$8,501,617	\$6,825,262	\$7,282,101
	Canada - BC Rose Wine	\$1,714,809	\$1,741,241	\$689,098	\$704,705	\$1,476,701

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1
Canada - BC	Canada - BC Sparkling Wine	\$1,222,078	\$1,200,013	\$918,400	\$775,983	\$1,192,954
	Canada - BC White Wine	\$9,311,445	\$9,436,590	\$7,522,995	\$6,449,539	\$8,474,117
	<b>Summary</b>	<b>\$20,174,755</b>	<b>\$20,077,512</b>	<b>\$17,811,436</b>	<b>\$14,839,214</b>	<b>\$18,500,369</b>
Canada - Other	Canada - Other Dessert Wine	\$739	\$1,896	\$5,233	\$3,925	\$2,844
	Canada - Other Fruit Wine	\$86	\$0	\$0	\$0	\$0
	Canada - Other Ice Wine	\$232	\$1,605	\$803	\$803	\$1,606
	Canada - Other Red Wine	\$0	\$0	\$66	\$0	\$3,089
	Canada - Other Rose Wine	\$0	\$0	\$0	\$0	\$983
	Canada - Other Sparkling Wine	\$41,814	\$36,803	\$36,430	\$33,629	\$50,700
	Canada - Other White Wine	\$4,976	\$4,612	\$8,470	\$11,174	\$12,108
	<b>Summary</b>	<b>\$47,846</b>	<b>\$44,916</b>	<b>\$51,001</b>	<b>\$49,532</b>	<b>\$71,329</b>
Chile Wine	Chile Fruit and Dessert Wine	\$320	\$480	\$160	\$0	\$160
	Chile Red Wine	\$50,666	\$56,359	\$72,608	\$60,684	\$51,799
	Chile Rose Wine	\$0	\$347	\$0	\$348	\$712
	Chile Sparkling Wine	\$89	\$0	\$0	\$0	\$0
	Chile White Wine	\$37,671	\$42,167	\$29,757	\$28,033	\$28,348
	<b>Summary</b>	<b>\$88,745</b>	<b>\$99,352</b>	<b>\$102,525</b>	<b>\$89,064</b>	<b>\$81,019</b>
China Wine	China Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	China Red Wine	\$0	\$0	\$0	\$376	\$0
	China White Wine	\$0	\$0	\$221	\$0	\$0
	<b>Summary</b>	<b>\$0</b>	<b>\$0</b>	<b>\$221</b>	<b>\$376</b>	<b>\$0</b>
Fortified Wine	Other Fortified Domestic Wine	\$22,983	\$16,843	\$19,733	\$17,942	\$18,849
	Other Fortified Import Wine	\$20,730	\$19,174	\$24,583	\$15,095	\$18,537
	Port Wine	\$17,958	\$13,803	\$20,014	\$17,545	\$18,502
	Sherry Wine	\$4,652	\$5,637	\$7,861	\$6,677	\$8,620
	Vermouth Wine	\$61,856	\$55,830	\$62,466	\$54,009	\$57,578
	<b>Summary</b>	<b>\$128,180</b>	<b>\$111,287</b>	<b>\$134,657</b>	<b>\$111,267</b>	<b>\$122,085</b>
France Wine	France Champagne Wine	\$392,170	\$622,259	\$614,135	\$440,481	\$383,323

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1
France Wine	France Fruit and Dessert Wine	\$3,206	\$7,229	\$5,798	\$1,977	\$1,679
	France Red Wine	\$405,940	\$360,335	\$477,924	\$353,182	\$309,752
	France Rose Wine	\$315,524	\$328,794	\$117,580	\$135,797	\$251,122
	France Sparkling Wine	\$40,746	\$44,272	\$46,982	\$25,619	\$32,459
	France White Wine	\$609,594	\$498,865	\$518,302	\$456,152	\$636,172
	<b>Summary</b>	<b>\$1,767,180</b>	<b>\$1,861,754</b>	<b>\$1,780,720</b>	<b>\$1,413,207</b>	<b>\$1,614,507</b>
Georgia Wine	Georgia Red Wine	\$0	\$0	\$190	\$0	\$0
	Georgia Rose Wine	\$0	\$0	\$0	\$0	\$0
	Georgia Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Georgia White Wine	\$0	\$0	\$949	\$379	\$0
	<b>Summary</b>	<b>\$0</b>	<b>\$0</b>	<b>\$1,139</b>	<b>\$379</b>	<b>\$0</b>
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Germany Red Wine	\$1,388	\$575	\$2,466	\$5,742	\$545
	Germany Rose Wine	\$1,236	\$1,471	\$1,147	\$844	\$177
	Germany Sparkling Wine	\$23,988	\$19,765	\$29,905	\$23,780	\$25,330
	Germany White Wine	\$7,108	\$4,802	\$11,376	\$6,850	\$4,961
	<b>Summary</b>	<b>\$33,720</b>	<b>\$26,614</b>	<b>\$44,893</b>	<b>\$37,217</b>	<b>\$31,013</b>
Greece Wine	Greece Fruit and Dessert Wine	\$701	\$0	\$0	\$0	\$366
	Greece Red Wine	\$1,413	\$312	\$203	\$490	\$2,051
	Greece Rose Wine	\$848	\$143	\$148	\$0	\$0
	Greece Sparkling Wine	\$336	\$0	\$168	\$168	\$0
	Greece White Wine	\$3,390	\$2,114	\$1,105	\$288	\$9,783
	<b>Summary</b>	<b>\$6,687</b>	<b>\$2,569</b>	<b>\$1,624</b>	<b>\$946</b>	<b>\$12,200</b>
Hungary Wine	Hungary Fruit and Dessert Wine	\$243	\$1,622	\$1,711	\$2,155	\$2,033
	Hungary Red Wine	\$0	\$0	\$0	\$0	\$0
	Hungary Rose Wine	\$0	\$0	\$0	\$0	\$0
	Hungary Sparkling Wine	\$42,382	\$85,690	\$12,996	\$6,283	\$13,962
	Hungary White Wine	\$311	\$384	\$297	\$683	\$1,263

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1
Hungary Wine	<b>Summary</b>	<b>\$42,936</b>	<b>\$87,695</b>	<b>\$15,004</b>	<b>\$9,120</b>	<b>\$17,257</b>
Israel Wine	Israel Red Wine	\$0	\$0	\$0	\$0	\$0
	Israel Rose Wine	\$0	\$0	\$0	\$0	\$0
	Israel White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
Italy Wine	Italy Fruit and Dessert Wine	\$1,665	\$472	\$1,320	\$1,251	\$1,941
	Italy Red Wine	\$727,248	\$769,672	\$1,176,263	\$829,784	\$914,109
	Italy Rose Wine	\$8,373	\$9,147	\$7,790	\$7,138	\$19,586
	Italy Sparkling Wine	\$294,859	\$250,719	\$283,933	\$270,846	\$372,468
	Italy White Wine	\$405,181	\$447,008	\$417,361	\$338,726	\$430,021
	Prosecco Wine	\$411,736	\$442,849	\$427,245	\$332,452	\$377,574
	<b>Summary</b>	<b>\$1,849,061</b>	<b>\$1,919,867</b>	<b>\$2,313,911</b>	<b>\$1,780,197</b>	<b>\$2,115,699</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$12,726	\$17,455	\$17,954	\$10,679	\$6,209
	New Zealand Rose Wine	\$5,520	\$8,580	\$3,039	\$3,800	\$4,813
	New Zealand Sparkling Wine	\$844	\$831	\$1,652	\$1,002	\$694
	New Zealand White Wine	\$477,484	\$451,004	\$404,697	\$392,298	\$459,829
	<b>Summary</b>	<b>\$496,574</b>	<b>\$477,870</b>	<b>\$427,343</b>	<b>\$407,779</b>	<b>\$471,545</b>
Other Country Wine	Other Country Fruit and Dessert Wine	\$1,097	\$358	\$809	\$2,845	\$960
	Other Country Red Wine	\$4,449	\$4,328	\$2,991	\$4,003	\$6,165
	Other Country Rose Wine	\$456	\$689	\$0	\$0	\$2,166
	Other Country Sparkling Wine	\$1,041	\$1,969	\$734	\$1,705	\$2,426
	Other Country White Wine	\$1,087	\$582	\$1,592	\$2,136	\$2,863
	<b>Summary</b>	<b>\$8,129</b>	<b>\$7,925</b>	<b>\$6,126</b>	<b>\$10,689</b>	<b>\$14,579</b>
Other Style Wine	Aperitif And Flavoured Wine	\$1,100	\$454	\$1,141	\$1,980	\$799
	Mead	\$11,417	\$13,853	\$14,140	\$18,216	\$24,843
	Rice Wine	\$2,989	\$2,549	\$3,111	\$2,436	\$3,409
	<b>Summary</b>	<b>\$15,505</b>	<b>\$16,856</b>	<b>\$18,393</b>	<b>\$22,632</b>	<b>\$29,051</b>



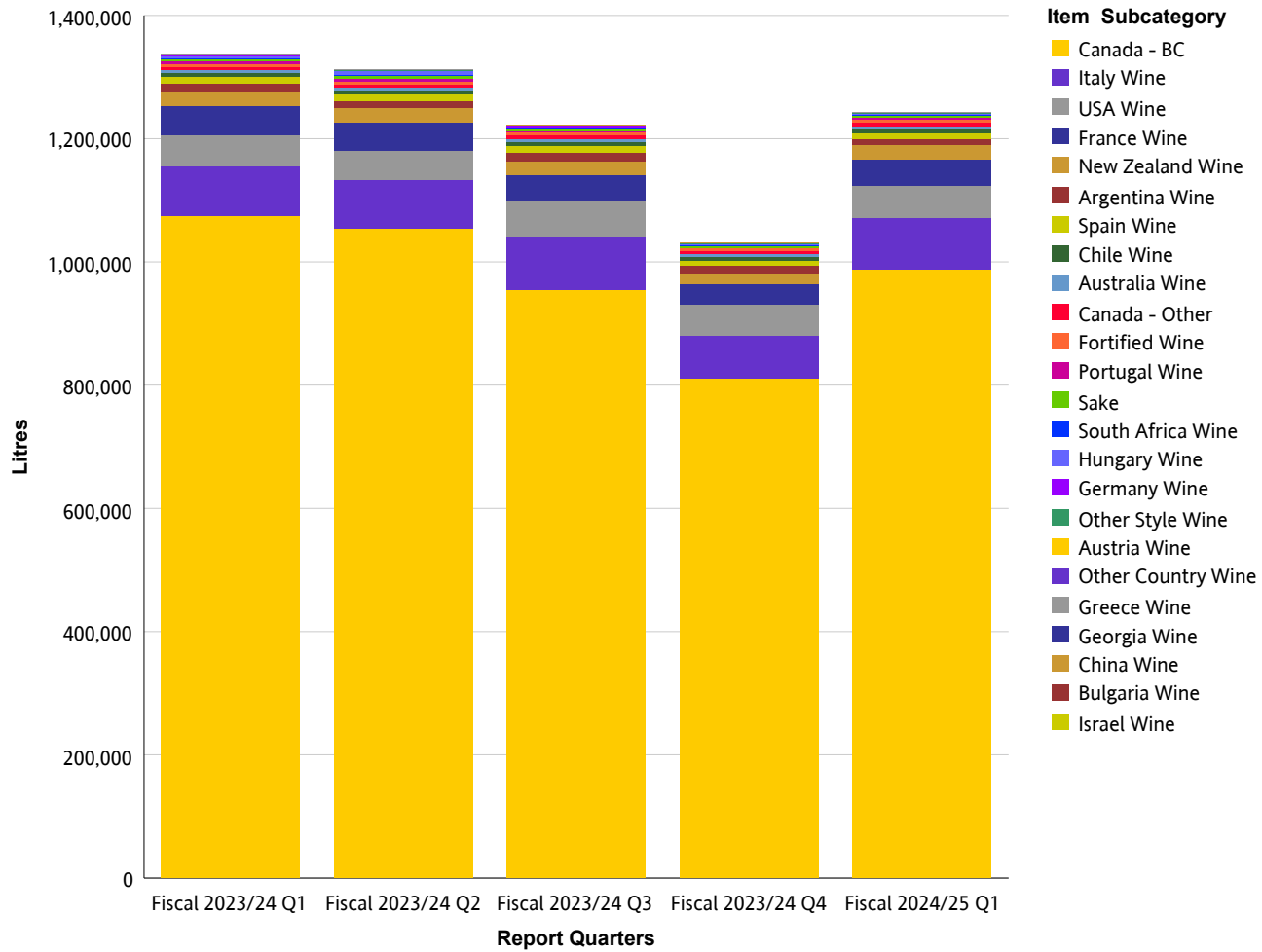
## Wine Sales (Net \$)

Net Sales \$		Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1
Portugal Wine	Portugal Fruit and Dessert Wine	\$408	\$204	\$1,204	\$0	\$395
	Portugal Red Wine	\$10,826	\$7,152	\$10,070	\$8,114	\$10,318
	Portugal Rose Wine	\$408	\$873	\$456	\$253	\$588
	Portugal Sparkling Wine	\$0	\$0	\$270	\$0	\$270
	Portugal White Wine	\$57,566	\$71,758	\$19,678	\$17,657	\$51,143
	<b>Summary</b>	<b>\$69,208</b>	<b>\$79,987</b>	<b>\$31,679</b>	<b>\$26,023</b>	<b>\$62,714</b>
Sake	Japan Sake	\$21,778	\$26,636	\$40,113	\$19,582	\$20,644
	Other Country Sake	\$22,153	\$29,093	\$21,375	\$16,855	\$18,613
	USA Sake	\$13,134	\$16,650	\$16,306	\$11,788	\$11,802
	<b>Summary</b>	<b>\$57,065</b>	<b>\$72,379</b>	<b>\$77,794</b>	<b>\$48,225</b>	<b>\$51,059</b>
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	South Africa Red Wine	\$20,666	\$21,557	\$26,739	\$20,718	\$10,971
	South Africa Rose Wine	\$752	\$0	\$0	\$240	\$0
	South Africa Sparkling Wine	\$168	\$252	\$0	\$2,790	\$336
	South Africa White Wine	\$16,524	\$20,580	\$19,154	\$14,144	\$21,485
	<b>Summary</b>	<b>\$38,111</b>	<b>\$42,389</b>	<b>\$45,893</b>	<b>\$37,891</b>	<b>\$32,792</b>
Spain Wine	Spain Fruit and Dessert Wine	\$0	\$744	\$632	\$595	\$1,682
	Spain Red Wine	\$114,704	\$126,374	\$173,678	\$125,614	\$118,353
	Spain Rose Wine	\$7,555	\$8,297	\$4,848	\$2,529	\$5,351
	Spain Sparkling Wine	\$80,782	\$98,482	\$69,341	\$66,777	\$82,498
	Spain White Wine	\$30,139	\$31,895	\$27,270	\$24,298	\$36,986
	<b>Summary</b>	<b>\$233,179</b>	<b>\$265,792</b>	<b>\$275,769</b>	<b>\$219,813</b>	<b>\$244,869</b>
USA Wine	USA Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	USA Red Wine	\$1,422,392	\$1,093,514	\$1,607,811	\$1,305,306	\$1,309,518
	USA Rose Wine	\$12,961	\$19,882	\$4,433	\$4,638	\$4,513
	USA Sparkling Wine	\$7,661	\$5,238	\$9,545	\$5,726	\$9,506
	USA White Wine	\$347,341	\$366,578	\$327,728	\$280,170	\$363,391
	<b>Summary</b>	<b>\$1,790,356</b>	<b>\$1,485,212</b>	<b>\$1,949,517</b>	<b>\$1,595,839</b>	<b>\$1,686,928</b>

## Wine Sales (Net \$)

<b>Net Sales \$</b>	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1
<b>Summary</b>	<b>\$27,229,949</b>	<b>\$27,036,493</b>	<b>\$25,495,549</b>	<b>\$21,052,447</b>	<b>\$25,472,641</b>

## Wine Sales (Litres)



## Wine Sales (Litres)

### Wine

Litres		Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1
Argentina Wine	Argentina Red Wine	11,691	10,927	13,614	10,455	8,704
	Argentina Rose Wine	72	81	36	45	198
	Argentina Sparkling Wine	302	441	207	261	238
	Argentina White Wine	1,109	875	950	746	1,120
	<b>Summary</b>	<b>13,173</b>	<b>12,324</b>	<b>14,806</b>	<b>11,507</b>	<b>10,261</b>
Australia Wine	Australia Fruit and Dessert Wine	0	0	0	0	0
	Australia Red Wine	3,675	3,168	4,157	4,296	3,391
	Australia Rose Wine	18	36	54	45	68
	Australia Sparkling Wine	580	144	162	189	382
	Australia White Wine	1,268	1,593	976	934	1,017
	<b>Summary</b>	<b>5,542</b>	<b>4,940</b>	<b>5,350</b>	<b>5,464</b>	<b>4,858</b>
Austria Wine	Austria Fruit and Dessert Wine	7	0	0	2	0
	Austria Red Wine	18	58	124	50	32
	Austria Rose Wine	4	32	4	14	4
	Austria Sparkling Wine	0	0	0	0	9
	Austria White Wine	331	315	254	396	369
	<b>Summary</b>	<b>360</b>	<b>405</b>	<b>382</b>	<b>461</b>	<b>414</b>
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
	<b>Summary</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Canada - BC	Canada - BC Dessert Wine	152	210	268	100	86
	Canada - BC Fruit Wine	2,320	4,098	5,574	1,706	1,556
	Canada - BC Ice Wine	639	740	532	419	625
	Canada - BC Red Wine	392,875	368,642	422,457	347,371	366,549
	Canada - BC Rose Wine	82,492	84,245	33,744	34,191	71,101

## Wine Sales (Litres)

Litres		Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1
Canada - BC	Canada - BC Sparkling Wine	45,929	44,807	34,154	29,135	43,224
	Canada - BC White Wine	550,614	551,347	457,304	397,414	503,893
	<b>Summary</b>	<b>1,075,021</b>	<b>1,054,088</b>	<b>954,034</b>	<b>810,335</b>	<b>987,035</b>
Canada - Other	Canada - Other Dessert Wine	6	17	48	36	24
	Canada - Other Fruit Wine	7	0	0	0	0
	Canada - Other Ice Wine	2	18	9	9	18
	Canada - Other Red Wine	0	0	5	0	201
	Canada - Other Rose Wine	0	0	0	0	72
	Canada - Other Sparkling Wine	4,510	4,382	4,259	3,431	5,163
	Canada - Other White Wine	395	258	485	451	738
	<b>Summary</b>	<b>4,920</b>	<b>4,675</b>	<b>4,806</b>	<b>3,927</b>	<b>6,216</b>
Chile Wine	Chile Fruit and Dessert Wine	9	14	4	0	4
	Chile Red Wine	3,348	3,008	4,268	3,639	3,403
	Chile Rose Wine	0	27	0	27	63
	Chile Sparkling Wine	4	0	0	0	0
	Chile White Wine	2,654	2,877	2,068	2,069	2,294
	<b>Summary</b>	<b>6,014</b>	<b>5,925</b>	<b>6,342</b>	<b>5,736</b>	<b>5,764</b>
China Wine	China Fruit and Dessert Wine	0	0	0	0	0
	China Red Wine	0	0	0	14	0
	China White Wine	0	0	4	0	0
	<b>Summary</b>	<b>0</b>	<b>0</b>	<b>4</b>	<b>14</b>	<b>0</b>
Fortified Wine	Other Fortified Domestic Wine	735	477	506	466	521
	Other Fortified Import Wine	800	677	847	556	700
	Port Wine	323	345	507	376	376
	Sherry Wine	164	212	308	236	275
	Vermouth Wine	2,873	2,650	3,175	2,688	2,533
	<b>Summary</b>	<b>4,895</b>	<b>4,362</b>	<b>5,342</b>	<b>4,322</b>	<b>4,407</b>
France Wine	France Champagne Wine	3,843	6,202	5,877	4,190	3,915

## Wine Sales (Litres)

Litres		Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1
France Wine	France Fruit and Dessert Wine	30	72	99	26	22
	France Red Wine	10,796	9,262	13,304	9,694	9,584
	France Rose Wine	13,844	14,383	5,590	6,232	11,210
	France Sparkling Wine	1,662	1,874	2,142	1,211	1,612
	France White Wine	15,672	13,912	14,380	11,795	16,721
	<b>Summary</b>	<b>45,847</b>	<b>45,705</b>	<b>41,393</b>	<b>33,148</b>	<b>43,063</b>
Georgia Wine	Georgia Red Wine	0	0	9	0	0
	Georgia Rose Wine	0	0	0	0	0
	Georgia Sparkling Wine	0	0	0	0	0
	Georgia White Wine	0	0	22	9	0
	<b>Summary</b>	<b>0</b>	<b>0</b>	<b>32</b>	<b>9</b>	<b>0</b>
Germany Wine	Germany Fruit and Dessert Wine	0	0	0	0	0
	Germany Red Wine	32	14	63	76	14
	Germany Rose Wine	63	63	45	36	9
	Germany Sparkling Wine	1,268	984	1,394	1,196	1,306
	Germany White Wine	248	163	320	220	166
	<b>Summary</b>	<b>1,610</b>	<b>1,223</b>	<b>1,821</b>	<b>1,529</b>	<b>1,495</b>
Greece Wine	Greece Fruit and Dessert Wine	36	0	0	0	3
	Greece Red Wine	36	9	9	14	111
	Greece Rose Wine	27	4	4	0	0
	Greece Sparkling Wine	9	0	4	4	0
	Greece White Wine	90	36	22	4	222
	<b>Summary</b>	<b>198</b>	<b>50</b>	<b>40</b>	<b>22</b>	<b>336</b>
Hungary Wine	Hungary Fruit and Dessert Wine	3	15	27	24	21
	Hungary Red Wine	0	0	0	0	0
	Hungary Rose Wine	0	0	0	0	0
	Hungary Sparkling Wine	2,586	5,300	801	378	784
	Hungary White Wine	14	9	6	6	18

## Wine Sales (Litres)

Litres		Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1
Hungary Wine	<b>Summary</b>	<b>2,602</b>	<b>5,324</b>	<b>834</b>	<b>408</b>	<b>824</b>
Israel Wine	Israel Red Wine	0	0	0	0	0
	Israel Rose Wine	0	0	0	0	0
	Israel White Wine	0	0	0	0	0
	<b>Summary</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Italy Wine	Italy Fruit and Dessert Wine	16	4	12	8	25
	Italy Red Wine	19,997	20,412	27,706	21,835	22,000
	Italy Rose Wine	333	388	314	249	693
	Italy Sparkling Wine	15,479	12,391	15,046	14,134	19,548
	Italy White Wine	23,912	24,498	22,966	18,729	24,572
	Prosecco Wine	20,090	21,357	21,460	15,828	18,126
	<b>Summary</b>	<b>79,827</b>	<b>79,050</b>	<b>87,503</b>	<b>70,783</b>	<b>84,963</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	428	513	558	332	212
	New Zealand Rose Wine	266	432	140	171	230
	New Zealand Sparkling Wine	36	32	81	45	32
	New Zealand White Wine	23,656	21,876	20,481	17,681	22,727
	<b>Summary</b>	<b>24,386</b>	<b>22,852</b>	<b>21,260</b>	<b>18,229</b>	<b>23,200</b>
Other Country Wine	Other Country Fruit and Dessert Wine	36	14	21	127	36
	Other Country Red Wine	104	126	94	108	144
	Other Country Rose Wine	14	15	0	0	36
	Other Country Sparkling Wine	32	68	9	32	50
	Other Country White Wine	27	18	48	63	54
	<b>Summary</b>	<b>212</b>	<b>240</b>	<b>172</b>	<b>329</b>	<b>320</b>
Other Style Wine	Aperitif And Flavoured Wine	94	54	122	119	69
	Mead	348	370	388	469	642
	Rice Wine	374	281	314	253	381
	<b>Summary</b>	<b>817</b>	<b>704</b>	<b>823</b>	<b>842</b>	<b>1,092</b>

## Wine Sales (Litres)

Litres		Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1
Portugal Wine	Portugal Fruit and Dessert Wine	9	4	27	0	9
	Portugal Red Wine	818	382	531	308	452
	Portugal Rose Wine	18	62	27	18	27
	Portugal Sparkling Wine	0	0	4	0	4
	Portugal White Wine	3,559	4,599	1,134	1,099	3,270
	<b>Summary</b>	<b>4,403</b>	<b>5,048</b>	<b>1,724</b>	<b>1,425</b>	<b>3,763</b>
Sake	Japan Sake	488	582	834	434	477
	Other Country Sake	954	1,230	913	703	733
	USA Sake	1,646	2,077	1,867	1,432	1,394
	<b>Summary</b>	<b>3,087</b>	<b>3,889</b>	<b>3,614</b>	<b>2,569</b>	<b>2,604</b>
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	0	0
	South Africa Red Wine	1,107	1,234	1,550	1,079	608
	South Africa Rose Wine	36	0	0	9	0
	South Africa Sparkling Wine	4	7	0	60	9
	South Africa White Wine	864	1,058	992	681	1,094
	<b>Summary</b>	<b>2,012</b>	<b>2,299</b>	<b>2,542</b>	<b>1,829</b>	<b>1,710</b>
Spain Wine	Spain Fruit and Dessert Wine	0	30	22	24	58
	Spain Red Wine	4,570	4,144	6,208	4,691	4,253
	Spain Rose Wine	458	488	320	139	376
	Spain Sparkling Wine	3,957	5,244	3,313	3,124	3,690
	Spain White Wine	1,234	1,166	1,037	909	1,374
	<b>Summary</b>	<b>10,218</b>	<b>11,071</b>	<b>10,900</b>	<b>8,887</b>	<b>9,753</b>
USA Wine	USA Fruit and Dessert Wine	0	0	0	0	0
	USA Red Wine	37,495	32,397	45,394	37,774	36,151
	USA Rose Wine	675	927	306	220	252
	USA Sparkling Wine	248	176	306	194	297
	USA White Wine	13,499	14,214	12,922	11,228	14,602
	<b>Summary</b>	<b>51,916</b>	<b>47,714</b>	<b>58,929</b>	<b>49,416</b>	<b>51,302</b>



## Wine Sales (Litres)

Litres	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2	Fiscal 2023/24 Q3	Fiscal 2023/24 Q4	Fiscal 2024/25 Q1
<b>Summary</b>	1,337,061	1,311,889	1,222,653	1,031,191	1,243,378

# 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.