

Liquor Market Review

Fiscal 2021/22 Q4

March 2022



**LIQUOR
DISTRIBUTION
BRANCH**

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Introduction

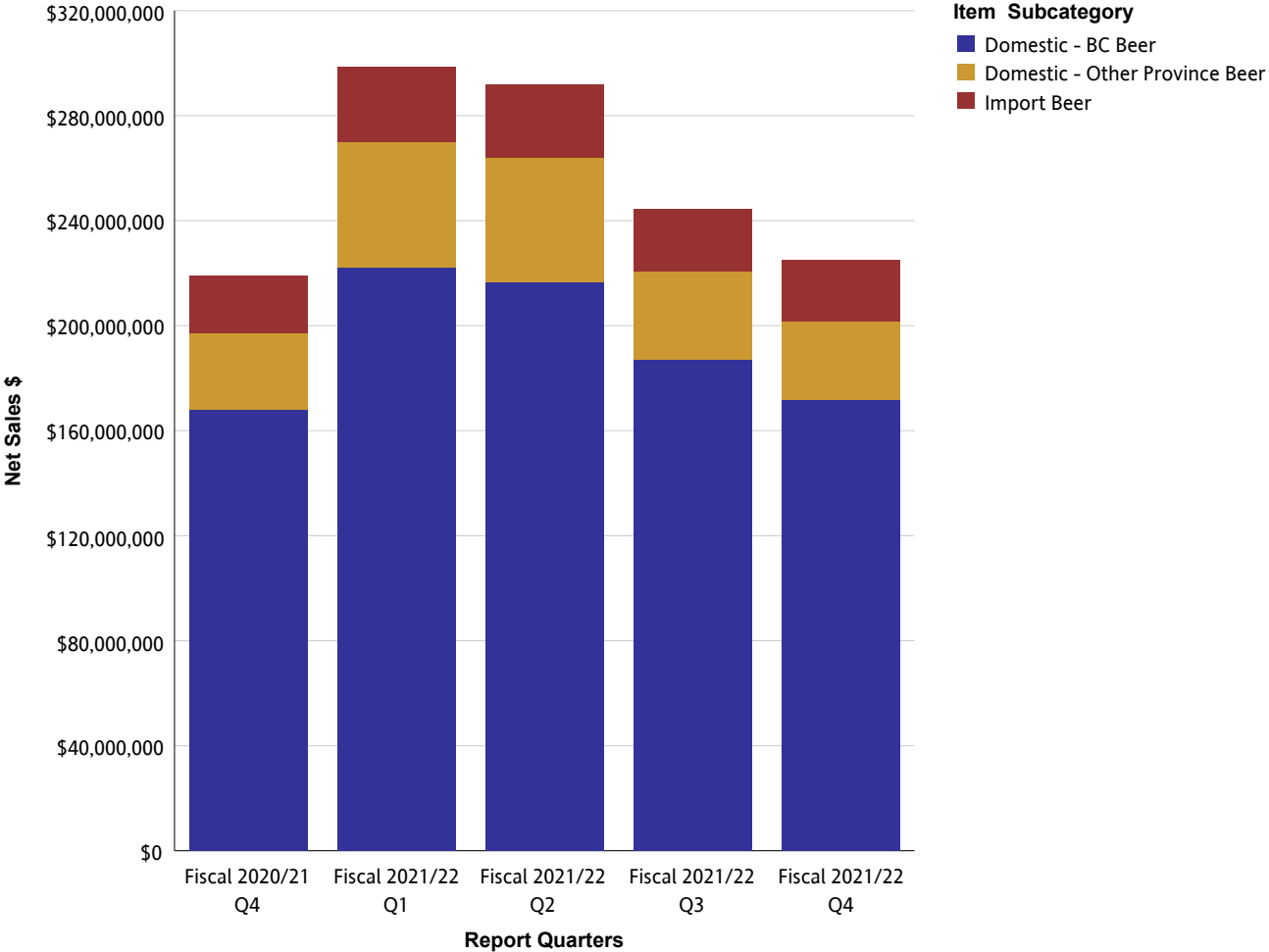
The Liquor Market Review provides provincial sales through the Wholesale channel for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer and excludes any applicable taxes. For each reporting period, the 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 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 \$)

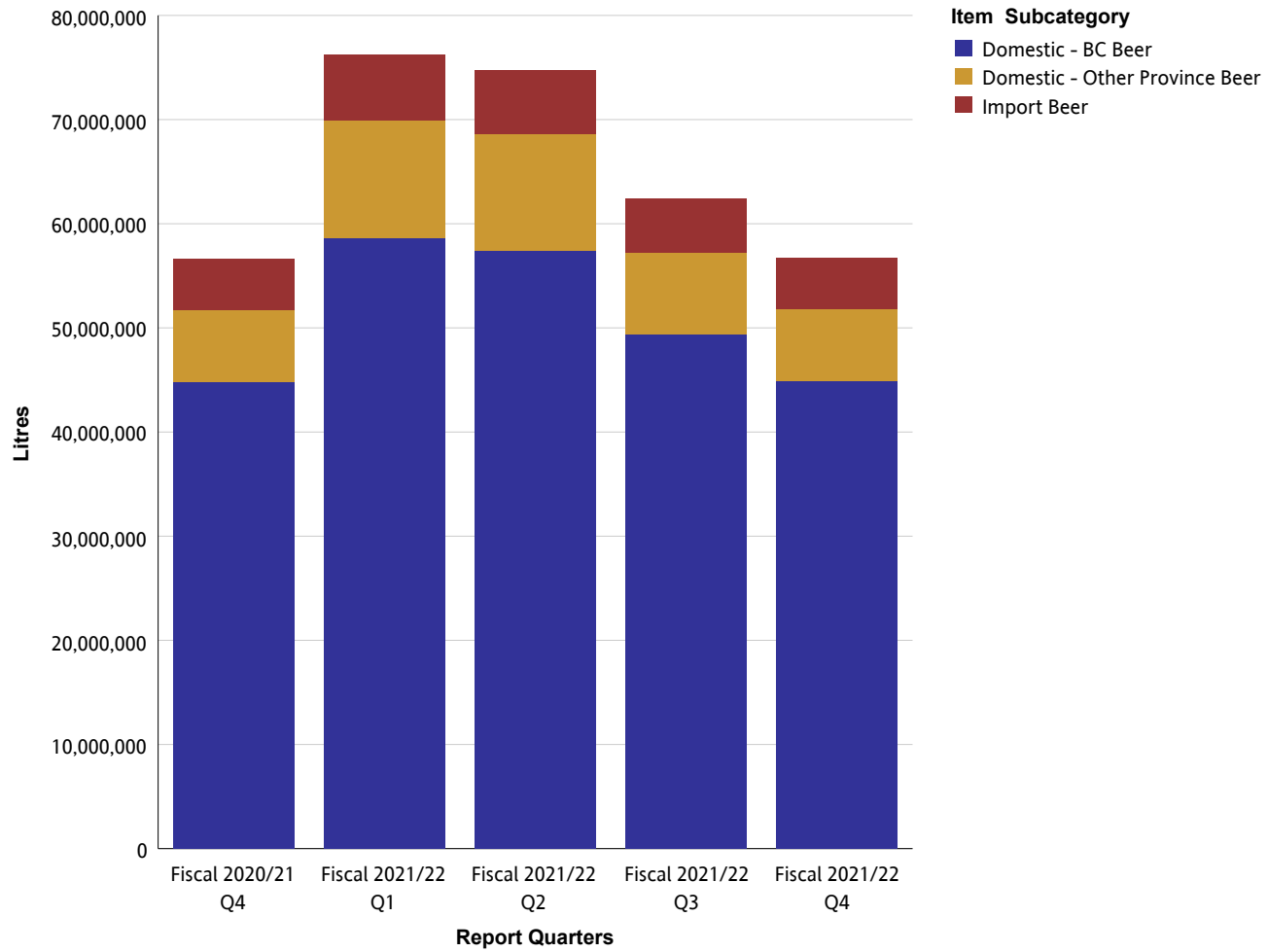


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	\$99,967,797	\$129,417,743	\$123,674,577	\$108,644,393	\$99,963,195
	Domestic - BC Micro Brew Beer	\$29,815,252	\$40,396,399	\$41,866,455	\$33,241,563	\$31,277,187
	Domestic - BC Regional Beer	\$38,254,238	\$52,231,617	\$50,949,953	\$45,211,597	\$40,554,230
	Summary	\$168,037,288	\$222,045,759	\$216,490,985	\$187,097,553	\$171,794,612
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$28,203,174	\$46,997,703	\$46,498,265	\$32,642,755	\$29,094,978
	Domestic - Other Province Micro Brew Beer	\$150,630	\$193,810	\$190,749	\$147,712	\$97,128
	Domestic - Other Province Regional Beer	\$592,249	\$815,901	\$799,486	\$620,591	\$589,032
	Summary	\$28,946,053	\$48,007,414	\$47,488,500	\$33,411,058	\$29,781,138
Import Beer	Asia And South Pacific Beer	\$1,122,806	\$1,243,069	\$1,397,488	\$1,463,254	\$1,408,293
	Europe Beer	\$17,343,406	\$21,474,627	\$21,251,499	\$18,991,888	\$18,451,253
	Mexico And Caribbean Beer	\$1,807,867	\$3,689,701	\$3,548,890	\$1,892,591	\$2,132,370
	Other Country Beer	\$122,427	\$117,914	\$114,274	\$83,505	\$38,683
	USA Beer	\$1,608,974	\$2,078,953	\$1,580,616	\$1,417,490	\$1,381,312
	Summary	\$22,005,481	\$28,604,266	\$27,892,768	\$23,848,729	\$23,411,910
Summary		\$218,988,821	\$298,657,439	\$291,872,253	\$244,357,339	\$224,987,660

Beer Sales (Litres)

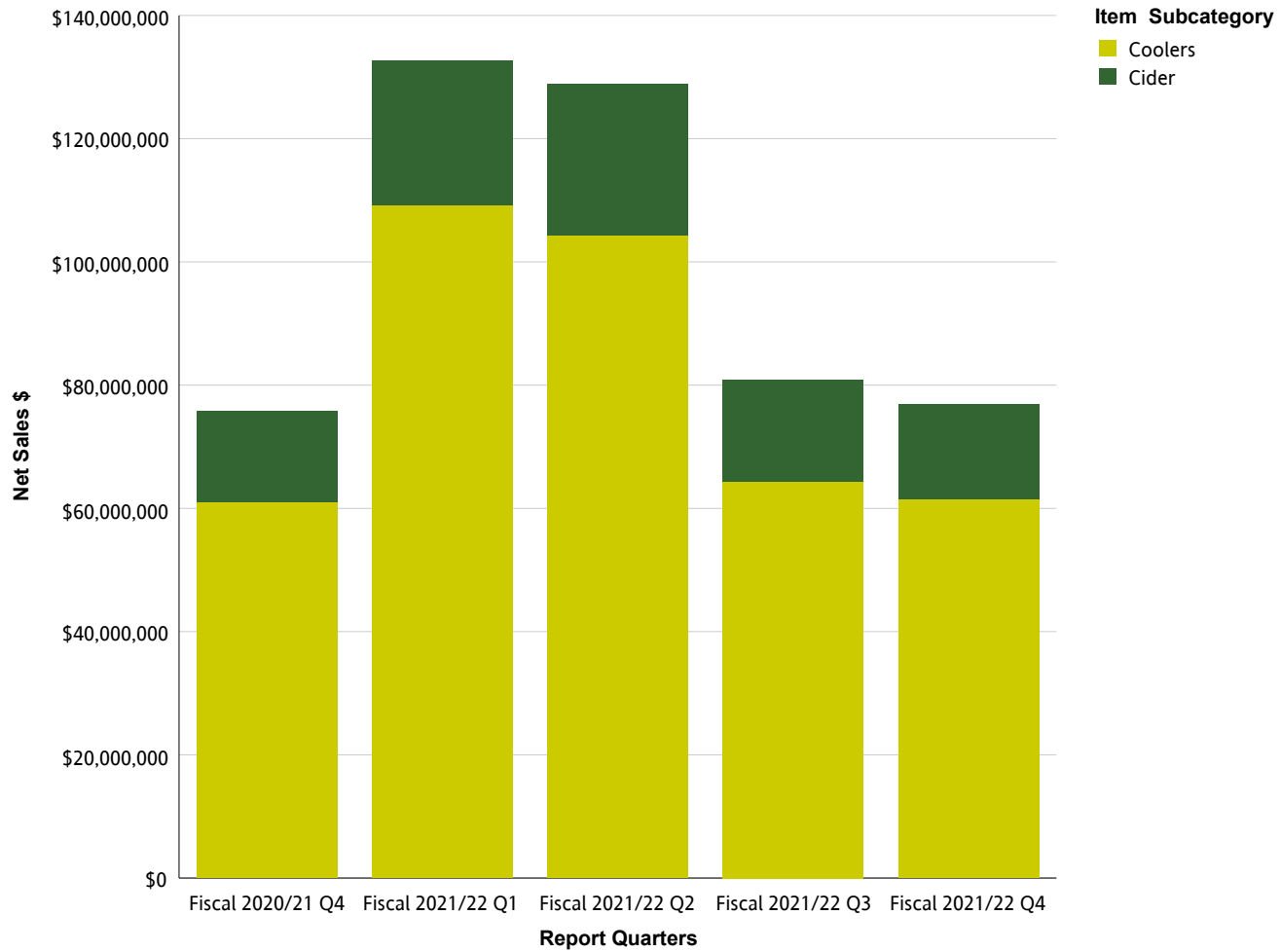


Beer Sales (Litres)

Beer

Litres		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	28,684,070	36,876,183	35,268,434	30,910,375	27,952,923
	Domestic - BC Micro Brew Beer	5,828,216	7,957,700	8,532,267	6,543,165	6,277,630
	Domestic - BC Regional Beer	10,279,072	13,826,724	13,600,661	11,979,278	10,704,551
	Summary	44,791,359	58,660,607	57,401,362	49,432,819	44,935,103
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	6,757,958	11,036,018	10,963,076	7,600,586	6,681,848
	Domestic - Other Province Micro Brew Beer	21,524	27,302	28,814	21,569	12,913
	Domestic - Other Province Regional Beer	156,200	207,762	218,105	175,054	165,236
	Summary	6,935,682	11,271,082	11,209,996	7,797,209	6,859,998
Import Beer	Asia And South Pacific Beer	216,977	239,888	254,727	270,570	248,985
	Europe Beer	3,963,466	4,831,963	4,771,045	4,256,503	3,942,092
	Mexico And Caribbean Beer	358,385	757,252	713,922	363,147	388,916
	Other Country Beer	29,489	26,884	26,917	20,945	8,878
	USA Beer	333,200	444,376	313,270	292,848	301,222
	Summary	4,901,517	6,300,364	6,079,881	5,204,012	4,890,094
Summary	56,628,557	76,232,053	74,691,239	62,434,040	56,685,195	

Refreshment Beverages Sales (Net \$)

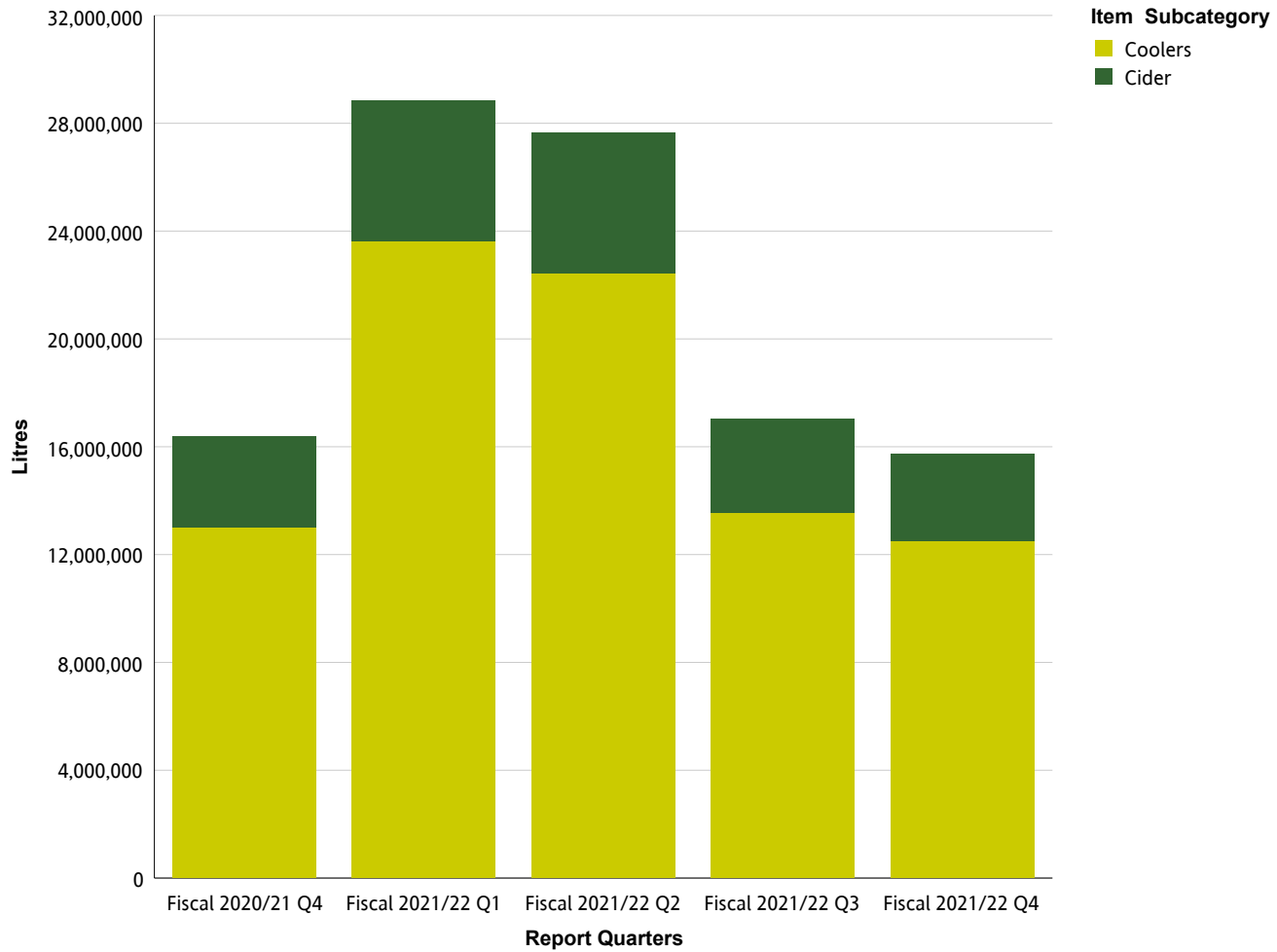


Refreshment Beverages Sales (Net \$)

Refreshment Beverages

Net Sales \$		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Cider	Domestic Cider	\$12,642,142	\$20,004,032	\$21,318,265	\$13,886,780	\$12,932,766
	Import Cider	\$2,161,834	\$3,463,889	\$3,280,722	\$2,630,838	\$2,522,137
	Summary	\$14,803,976	\$23,467,921	\$24,598,987	\$16,517,617	\$15,454,903
Coolers	Malt-Based Coolers	\$2,376,873	\$2,262,289	\$1,692,000	\$768,426	\$485,224
	Spirit Coolers	\$57,637,196	\$104,595,796	\$100,407,214	\$62,229,416	\$59,521,562
	Wine/Fruit Coolers	\$1,014,022	\$2,290,012	\$2,202,314	\$1,310,117	\$1,440,300
	Summary	\$61,028,091	\$109,148,097	\$104,301,528	\$64,307,959	\$61,447,086
Summary		\$75,832,067	\$132,616,018	\$128,900,515	\$80,825,576	\$76,901,989

Refreshment Beverages Sales (Litres)

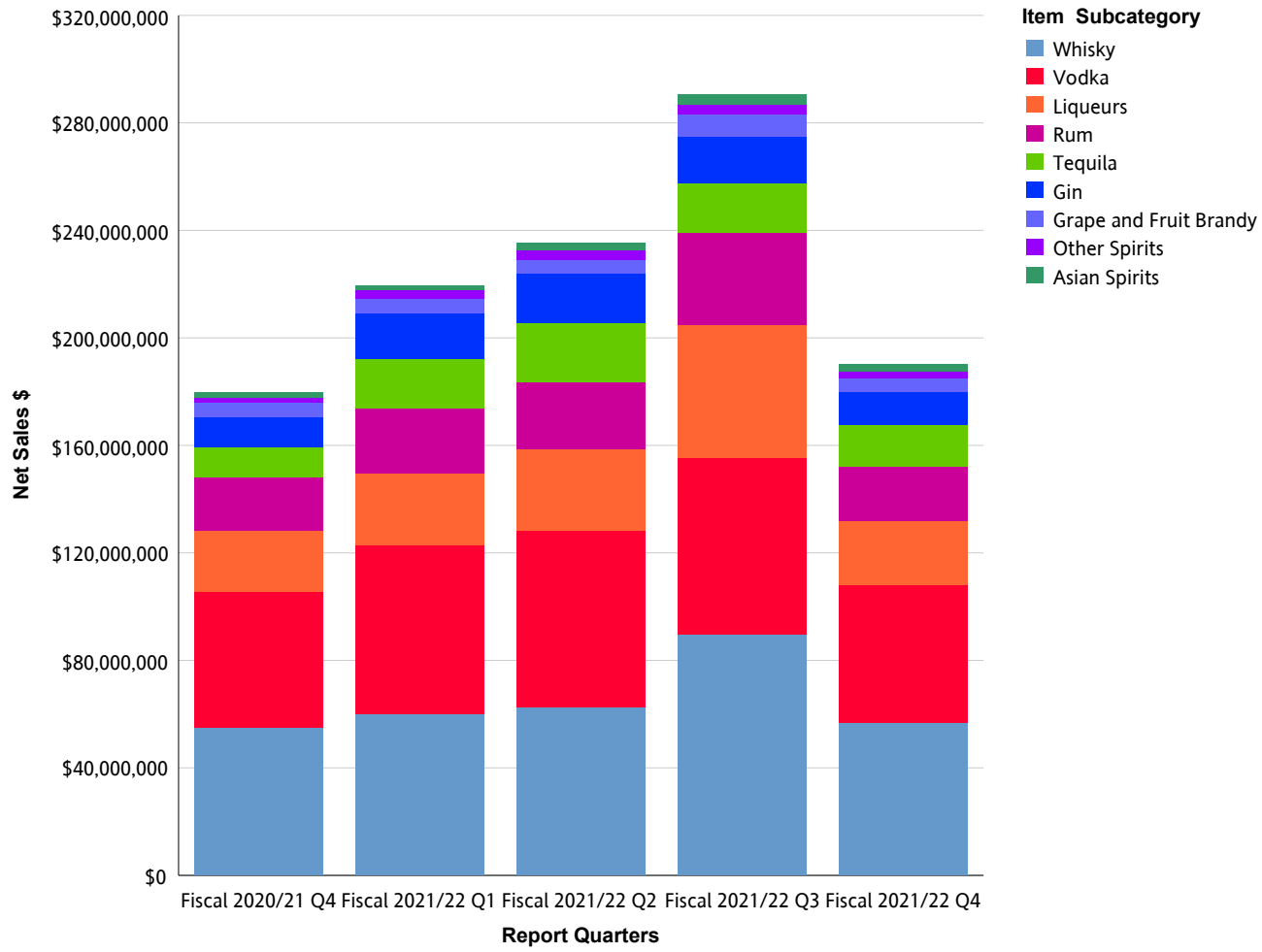


Refreshment Beverages Sales (Litres)

Refreshment Beverages

Litres		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Cider	Domestic Cider	2,911,739	4,457,721	4,511,588	2,912,718	2,740,927
	Import Cider	467,571	755,612	707,932	569,902	509,670
	Summary	3,379,310	5,213,333	5,219,520	3,482,620	3,250,597
Coolers	Malt-Based Coolers	525,123	476,866	352,961	166,856	94,618
	Spirit Coolers	12,345,572	22,796,328	21,742,659	13,181,739	12,193,297
	Wine/Fruit Coolers	154,340	365,627	341,893	188,952	213,036
	Summary	13,025,034	23,638,822	22,437,513	13,537,546	12,500,952
Summary		16,404,344	28,852,154	27,657,033	17,020,167	15,751,550

Spirits Sales (Net \$)



Spirits Sales (Net \$)

Spirits

Net Sales \$		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Asian Spirits	China Spirits	\$1,076,065	\$661,151	\$1,685,262	\$2,245,161	\$1,413,830
	Korea Spirits	\$855,692	\$852,624	\$1,055,474	\$1,253,054	\$1,133,764
	Other Country Asian Spirits	\$139,417	\$122,791	\$133,490	\$184,443	\$170,253
	Summary	\$2,071,174	\$1,636,566	\$2,874,225	\$3,682,659	\$2,717,848
Gin	Dry Gin	\$10,041,089	\$14,919,052	\$15,702,217	\$14,967,132	\$10,519,344
	Flavoured Gin	\$1,009,603	\$1,793,506	\$1,908,761	\$1,403,914	\$1,036,158
	Other Gin	\$365,476	\$404,298	\$582,414	\$759,950	\$460,662
	Summary	\$11,416,168	\$17,116,856	\$18,193,392	\$17,130,996	\$12,016,163
Grape and Fruit Brandy	Armagnac	\$84,150	\$58,093	\$40,972	\$137,728	\$129,028
	Brandy	\$2,254,734	\$2,314,937	\$2,182,619	\$3,562,060	\$2,366,959
	Cognac	\$2,423,727	\$2,323,231	\$2,644,713	\$4,141,475	\$2,482,239
	Eau de Vie	\$225,237	\$244,044	\$353,671	\$389,236	\$195,848
	Grappa And Marc	\$69,436	\$70,008	\$80,637	\$115,306	\$71,416
	Pisco	\$84,045	\$89,438	\$110,834	\$114,248	\$101,091
	Summary	\$5,141,330	\$5,099,751	\$5,413,446	\$8,460,054	\$5,346,581
Liqueurs	Anise And Herbal/Spice Liqueurs	\$6,611,867	\$7,672,267	\$8,118,689	\$9,846,588	\$7,633,286
	Coffee And Cocoa Liqueurs	\$1,359,742	\$1,712,578	\$1,980,431	\$3,368,811	\$1,448,185
	Cream/Dairy Liqueurs	\$8,164,003	\$8,908,719	\$10,000,766	\$24,759,311	\$6,603,003
	Fruit Liqueurs	\$3,619,393	\$4,957,006	\$6,002,368	\$5,729,542	\$4,466,411
	Nut Liqueurs	\$1,199,036	\$1,748,638	\$1,702,544	\$2,036,704	\$1,236,941
	Other Liqueurs	\$606,933	\$794,521	\$1,104,308	\$1,224,512	\$856,085
	Whiskey Liqueurs	\$1,123,467	\$1,225,693	\$1,465,871	\$2,173,413	\$1,381,049
	Summary	\$22,684,441	\$27,019,423	\$30,374,977	\$49,138,881	\$23,624,960
Other Spirits	Cachaca	\$33,620	\$51,000	\$80,022	\$20,515	\$14,264
	Flavoured Spirits	\$82,708	\$114,963	\$218,535	\$222,706	\$105,560
	Miscellaneous/Other Spirits	\$232,771	\$315,715	\$376,279	\$552,186	\$262,281

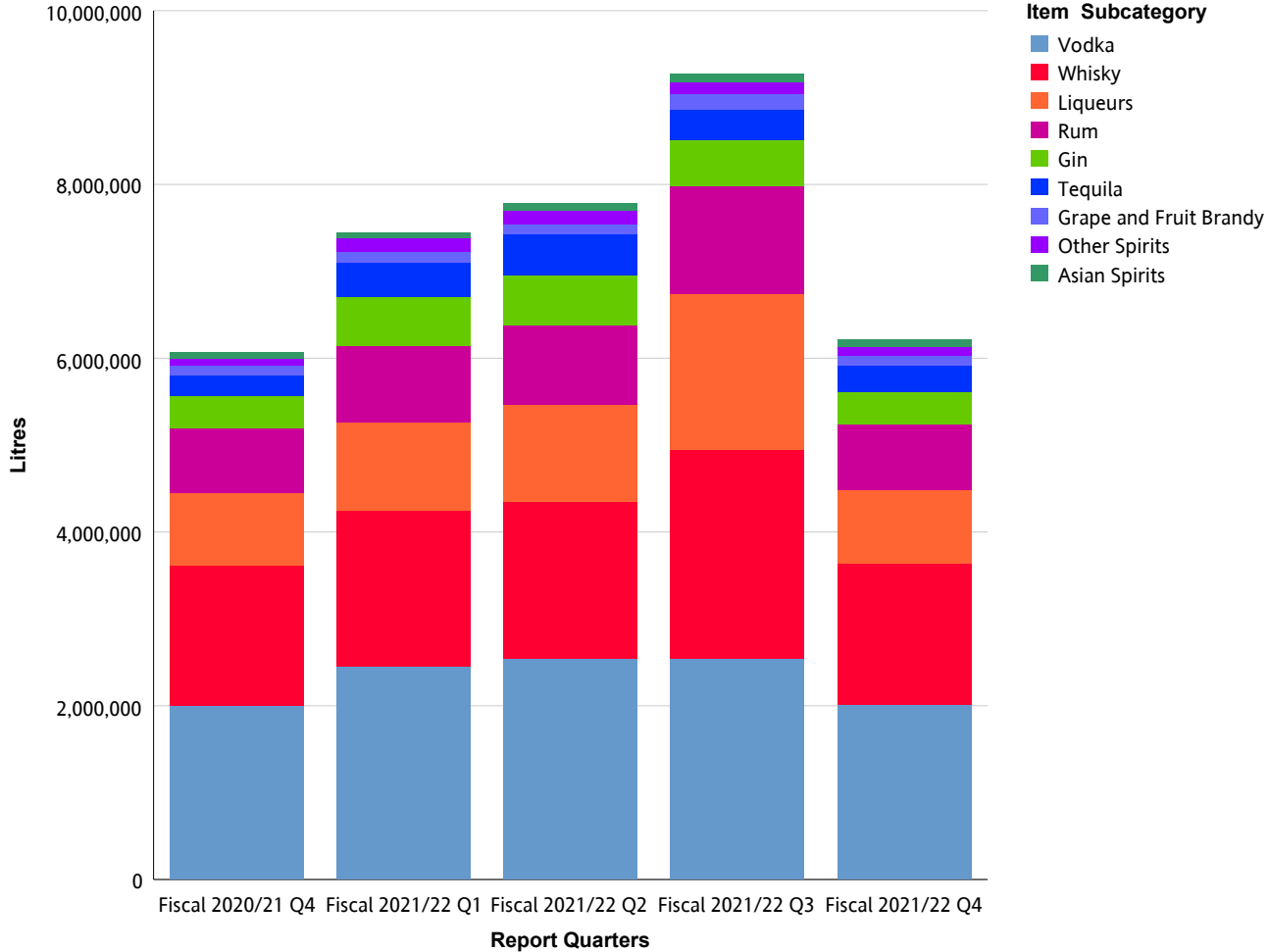
Spirits Sales (Net \$)

Net Sales \$		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Other Spirits	Moonshine Spirits	\$270,084	\$319,804	\$483,008	\$424,527	\$269,290
	Ready to Mix Cocktails	\$356,258	\$455,998	\$596,506	\$376,071	\$421,451
	Ready to Serve Cocktails	\$1,021,046	\$1,904,670	\$1,717,996	\$2,023,137	\$1,304,778
	Schnapps and Akvavit	\$47,926	\$53,098	\$63,388	\$92,818	\$47,108
	Summary	\$2,044,414	\$3,215,248	\$3,535,734	\$3,711,960	\$2,424,733
Rum	Amber Rum	\$5,474,260	\$6,108,770	\$6,468,316	\$9,163,781	\$5,312,524
	Dark Rum	\$2,662,785	\$2,831,889	\$2,769,141	\$4,152,566	\$2,800,161
	Flavoured Rum	\$469,643	\$744,698	\$735,813	\$651,727	\$670,218
	Spiced Rum	\$5,789,262	\$6,923,773	\$7,507,846	\$13,088,524	\$6,163,519
	White Rum	\$5,635,232	\$7,272,574	\$7,585,779	\$7,348,025	\$5,585,375
	Summary	\$20,031,183	\$23,881,704	\$25,066,895	\$34,404,624	\$20,531,797
Tequila	Blanco/Silver Tequila	\$3,967,448	\$7,369,876	\$8,854,003	\$6,794,307	\$5,512,358
	Flavoured Tequila	\$193,056	\$405,139	\$481,828	\$337,738	\$304,786
	Gold Tequila	\$6,198,864	\$10,084,602	\$11,644,103	\$10,558,441	\$8,884,822
	Mezcal	\$607,986	\$703,362	\$886,359	\$867,013	\$821,324
	Summary	\$10,967,355	\$18,562,979	\$21,866,293	\$18,557,499	\$15,523,289
Vodka	Flavoured Vodka	\$4,264,613	\$6,651,406	\$6,996,319	\$6,400,285	\$4,098,151
	Straight Vodka	\$46,340,428	\$55,824,882	\$58,705,273	\$59,648,862	\$46,985,123
	Summary	\$50,605,041	\$62,476,288	\$65,701,592	\$66,049,147	\$51,083,274
Whisky	American Whiskey	\$2,038,220	\$2,423,753	\$2,400,748	\$3,507,481	\$2,388,347
	Blended Malt Scotch Whisky	\$174,253	\$164,997	\$250,928	\$386,557	\$209,684
	Blended Scotch Whisky	\$7,118,401	\$7,451,728	\$7,565,514	\$10,700,086	\$7,205,015
	Bourbon Whiskey	\$4,465,291	\$4,989,023	\$4,624,197	\$7,636,756	\$5,370,282
	Canadian Whisky	\$24,560,094	\$29,092,839	\$28,079,886	\$36,357,315	\$24,457,224
	Flavoured Whisky	\$132,722	\$211,138	\$517,873	\$549,273	\$280,514
	Irish Whiskey	\$5,118,683	\$4,359,002	\$5,228,717	\$7,256,211	\$5,802,216
	Other Country Whisky	\$1,372,027	\$1,199,551	\$1,341,233	\$2,252,362	\$1,105,928
	Single Malt Scotch Whisky	\$9,940,472	\$10,415,874	\$12,515,137	\$20,948,181	\$10,143,243

Spirits Sales (Net \$)

Net Sales \$		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Whisky	Summary	\$54,920,162	\$60,307,906	\$62,524,232	\$89,594,221	\$56,962,454
Summary		\$179,881,269	\$219,316,720	\$235,550,787	\$290,730,040	\$190,231,099

Spirits Sales (Litres)



Spirits Sales (Litres)

Spirits

Litres		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Asian Spirits	China Spirits	19,850	13,005	16,673	22,233	19,890
	Korea Spirits	49,693	49,369	60,901	72,988	64,477
	Other Country Asian Spirits	3,463	2,846	3,280	4,528	3,872
	Summary	73,006	65,220	80,854	99,749	88,238
Gin	Dry Gin	332,203	490,723	512,592	474,339	339,029
	Flavoured Gin	30,139	54,285	55,796	37,742	29,037
	Other Gin	7,476	8,158	11,653	14,475	9,262
	Summary	369,819	553,166	580,042	526,556	377,329
Grape and Fruit Brandy	Armagnac	678	483	451	1,252	922
	Brandy	87,916	86,695	81,301	130,196	87,359
	Cognac	22,621	21,548	25,317	36,259	20,971
	Eau de Vie	5,236	5,796	7,398	8,316	3,739
	Grappa And Marc	1,350	1,463	1,492	2,114	1,447
	Pisco	2,203	2,421	3,045	3,118	2,600
	Summary	120,004	118,406	119,003	181,254	117,038
Liqueurs	Anise And Herbal/Spice Liqueurs	233,080	279,215	284,205	351,212	268,121
	Coffee And Cocoa Liqueurs	54,203	68,782	76,944	136,135	56,191
	Cream/Dairy Liqueurs	317,526	347,730	386,820	960,275	254,910
	Fruit Liqueurs	125,958	174,193	208,365	172,038	155,825
	Nut Liqueurs	45,413	71,732	69,096	77,337	46,218
	Other Liqueurs	20,607	25,428	34,583	39,792	26,444
	Whiskey Liqueurs	36,411	42,801	46,217	67,860	43,953
	Summary	833,199	1,009,880	1,106,232	1,804,649	851,662
Other Spirits	Cachaca	886	1,376	2,050	446	277
	Flavoured Spirits	1,705	2,215	4,005	4,529	1,823
	Miscellaneous/Other Spirits	4,791	5,789	7,083	8,971	5,270

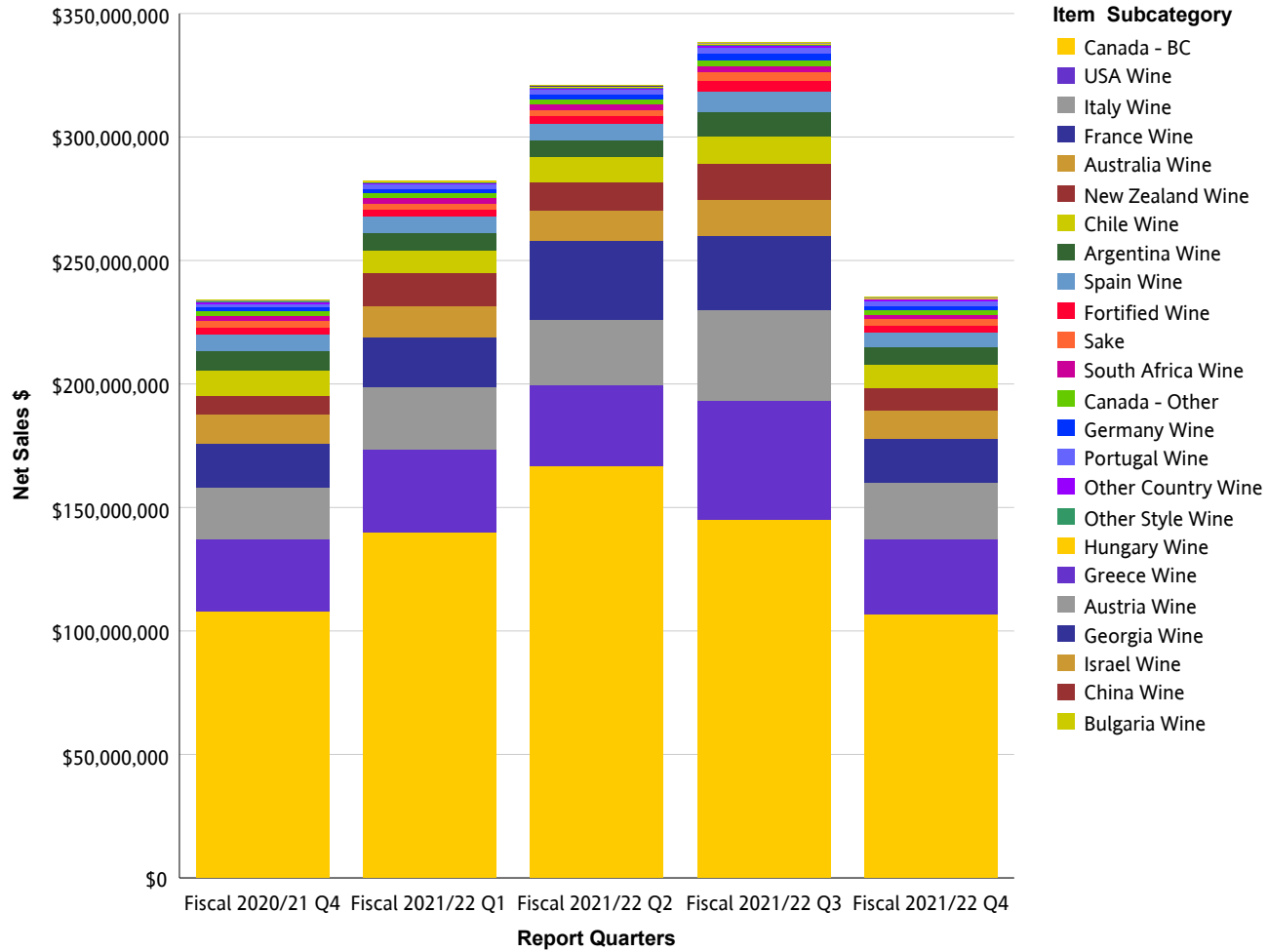
Spirits Sales (Litres)

Litres		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Other Spirits	Moonshine Spirits	6,860	7,511	12,443	9,502	6,076
	Ready to Mix Cocktails	17,838	24,498	30,827	18,154	20,852
	Ready to Serve Cocktails	39,727	114,161	100,290	84,480	58,703
	Schnapps and Akvavit	1,197	1,340	1,481	2,299	1,051
	Summary	73,004	156,891	158,177	128,381	94,051
Rum	Amber Rum	189,476	207,239	213,945	298,581	176,989
	Dark Rum	96,594	102,817	98,881	141,798	97,513
	Flavoured Rum	16,897	26,419	26,322	22,436	23,276
	Spiced Rum	200,378	241,691	261,909	464,034	213,085
	White Rum	238,875	308,724	321,835	311,819	236,902
	Summary	742,220	886,888	922,892	1,238,667	747,765
Tequila	Blanco/Silver Tequila	90,770	167,570	198,097	137,627	110,553
	Flavoured Tequila	4,696	10,753	12,040	8,417	7,600
	Gold Tequila	131,559	214,805	241,504	195,835	170,829
	Mezcal	8,976	10,364	12,688	12,647	12,512
	Summary	236,001	403,493	464,329	354,527	301,494
Vodka	Flavoured Vodka	147,917	233,385	240,532	214,760	142,224
	Straight Vodka	1,854,918	2,216,329	2,303,291	2,330,572	1,865,622
	Summary	2,002,835	2,449,714	2,543,824	2,545,332	2,007,846
Whisky	American Whiskey	55,625	66,644	66,025	86,156	60,844
	Blended Malt Scotch Whisky	2,816	2,651	3,595	5,625	3,326
	Blended Scotch Whisky	231,231	237,906	231,915	304,916	224,656
	Bourbon Whiskey	110,400	122,812	115,207	172,400	124,815
	Canadian Whisky	943,018	1,108,815	1,067,583	1,363,048	927,933
	Flavoured Whisky	4,770	5,990	15,668	14,420	7,536
	Irish Whiskey	137,428	113,590	138,844	187,885	153,243
	Other Country Whisky	16,209	14,761	16,656	25,893	13,078
	Single Malt Scotch Whisky	113,693	128,020	152,872	232,675	113,417

Spirits Sales (Litres)

Litres		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Whisky	Summary	1,615,190	1,801,190	1,808,366	2,393,020	1,628,847
Summary		6,065,277	7,444,848	7,783,718	9,272,135	6,214,271

Wine Sales (Net \$)



Wine Sales (Net \$)

Wine

Net Sales \$		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Argentina Wine	Argentina Red Wine	\$7,122,723	\$6,114,091	\$6,332,978	\$9,286,295	\$6,780,678
	Argentina Rose Wine	\$131,401	\$204,774	\$156,294	\$66,077	\$64,935
	Argentina Sparkling Wine	\$13,648	\$5,449	\$9,965	\$8,867	\$9,131
	Argentina White Wine	\$501,663	\$430,079	\$384,493	\$327,601	\$393,450
	Summary	\$7,769,435	\$6,754,394	\$6,883,730	\$9,688,839	\$7,248,194
Australia Wine	Australia Fruit and Dessert Wine	\$9,693	\$0	\$240	\$408	\$240
	Australia Red Wine	\$7,062,553	\$7,018,184	\$6,520,751	\$9,223,651	\$6,631,390
	Australia Rose Wine	\$304,806	\$445,785	\$331,622	\$315,682	\$288,431
	Australia Sparkling Wine	\$698,799	\$876,303	\$860,497	\$867,986	\$696,461
	Australia White Wine	\$3,784,868	\$4,510,065	\$4,400,355	\$4,479,717	\$3,759,304
	Summary	\$11,860,719	\$12,850,337	\$12,113,464	\$14,887,443	\$11,375,826
Austria Wine	Austria Fruit and Dessert Wine	\$149	\$149	\$0	\$0	\$0
	Austria Red Wine	\$45,410	\$50,395	\$47,090	\$42,435	\$41,709
	Austria Rose Wine	\$585	\$0	\$2,424	\$8,407	\$3,594
	Austria Sparkling Wine	\$221	\$664	\$8,033	\$4,406	\$5,119
	Austria White Wine	\$79,602	\$57,226	\$78,030	\$119,049	\$102,675
	Summary	\$125,967	\$108,435	\$135,577	\$174,298	\$153,097
Bulgaria Wine	Bulgaria Red Wine	\$2,838	\$1,774	\$2,128	\$8,623	\$994
	Bulgaria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$0	\$0	\$7,177	\$2,051	\$0
	Summary	\$2,838	\$1,774	\$9,305	\$10,674	\$994
Canada - BC	Canada - BC Dessert Wine	\$118,418	\$164,483	\$429,019	\$285,117	\$107,753
	Canada - BC Fruit Wine	\$681,665	\$983,183	\$1,766,521	\$1,275,207	\$646,156
	Canada - BC Ice Wine	\$240,124	\$328,812	\$658,308	\$596,624	\$338,158
	Canada - BC Red Wine	\$54,648,637	\$60,799,977	\$75,033,215	\$76,899,167	\$53,019,952
	Canada - BC Rose Wine	\$5,603,760	\$13,192,311	\$13,065,924	\$4,920,426	\$6,013,758

Wine Sales (Net \$)

Net Sales \$		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Canada - BC	Canada - BC Sparkling Wine	\$2,637,932	\$4,691,406	\$6,182,975	\$4,966,698	\$2,656,478
	Canada - BC White Wine	\$44,166,435	\$59,586,715	\$69,404,025	\$56,261,136	\$43,909,786
	Summary	\$108,096,970	\$139,746,889	\$166,539,988	\$145,204,374	\$106,692,040
Canada - Other	Canada - Other Dessert Wine	\$476	\$10,476	\$11,292	\$7,400	\$788
	Canada - Other Fruit Wine	\$0	\$257	\$1,982	\$6,039	\$6,802
	Canada - Other Ice Wine	\$98,441	\$86,202	\$102,963	\$254,962	\$137,111
	Canada - Other Red Wine	\$676,296	\$835,904	\$592,948	\$835,442	\$712,201
	Canada - Other Rose Wine	\$6,007	\$55,012	\$76,424	\$32,057	\$57,741
	Canada - Other Sparkling Wine	\$367,380	\$444,723	\$466,142	\$775,563	\$337,807
	Canada - Other White Wine	\$607,195	\$766,265	\$671,074	\$760,679	\$760,690
	Summary	\$1,755,795	\$2,198,839	\$1,922,824	\$2,672,142	\$2,013,139
Chile Wine	Chile Fruit and Dessert Wine	\$1,597	\$958	\$798	\$958	\$2,075
	Chile Red Wine	\$7,023,731	\$5,799,485	\$5,986,662	\$7,830,279	\$6,431,524
	Chile Rose Wine	\$269,477	\$486,124	\$643,414	\$247,696	\$313,488
	Chile Sparkling Wine	\$124,251	\$90,299	\$90,287	\$119,748	\$78,018
	Chile White Wine	\$2,749,144	\$2,907,791	\$3,324,292	\$2,987,876	\$2,671,162
	Summary	\$10,168,200	\$9,284,657	\$10,045,454	\$11,186,557	\$9,496,267
China Wine	China Fruit and Dessert Wine	\$18,085	\$0	\$0	\$0	\$26,151
	China Red Wine	\$97,920	\$0	\$0	\$0	\$21,953
	China White Wine	\$553	\$0	\$0	\$0	\$1,518
	Summary	\$116,557	\$0	\$0	\$0	\$49,622
Fortified Wine	Other Fortified Domestic Wine	\$623,996	\$780,280	\$1,164,383	\$913,720	\$559,453
	Other Fortified Import Wine	\$420,184	\$386,163	\$372,745	\$518,566	\$324,540
	Port Wine	\$588,359	\$492,589	\$555,361	\$1,505,927	\$625,759
	Sherry Wine	\$286,064	\$296,996	\$260,836	\$583,840	\$295,734
	Vermouth Wine	\$746,058	\$777,259	\$715,148	\$928,359	\$677,298
	Summary	\$2,664,662	\$2,733,288	\$3,068,473	\$4,450,411	\$2,482,784
France Wine	France Champagne Wine	\$3,353,981	\$4,223,837	\$6,030,878	\$9,849,125	\$2,409,552

Wine Sales (Net \$)

Net Sales \$		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
France Wine	France Fruit and Dessert Wine	\$9,006	\$7,867	\$57,693	\$29,193	\$43,198
	France Red Wine	\$8,597,698	\$6,924,516	\$14,832,801	\$11,506,236	\$8,478,278
	France Rose Wine	\$1,679,345	\$4,517,266	\$4,865,339	\$1,980,935	\$2,095,105
	France Sparkling Wine	\$531,022	\$752,877	\$931,803	\$1,472,529	\$651,299
	France White Wine	\$3,505,823	\$3,708,027	\$5,407,390	\$4,916,861	\$3,947,073
	Summary	\$17,676,875	\$20,134,389	\$32,125,903	\$29,754,880	\$17,624,505
Georgia Wine	Georgia Red Wine	\$54,588	\$56,840	\$45,564	\$84,577	\$60,522
	Georgia White Wine	\$2,186	\$736	\$0	\$5,426	\$2,821
	Summary	\$56,774	\$57,576	\$45,564	\$90,003	\$63,343
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$3,198	\$0	\$0
	Germany Red Wine	\$64,094	\$55,550	\$41,544	\$53,607	\$58,524
	Germany Rose Wine	\$12,668	\$15,821	\$10,108	\$6,140	\$12,762
	Germany Sparkling Wine	\$517,169	\$446,104	\$786,901	\$1,403,663	\$535,490
	Germany White Wine	\$889,686	\$1,020,682	\$1,063,640	\$1,329,089	\$1,028,478
	Summary	\$1,483,617	\$1,538,157	\$1,905,390	\$2,792,499	\$1,635,254
Greece Wine	Greece Fruit and Dessert Wine	\$330	\$0	\$0	\$0	\$0
	Greece Red Wine	\$76,406	\$51,874	\$84,334	\$98,976	\$94,587
	Greece Rose Wine	\$706	\$235	\$0	\$6,637	\$8,988
	Greece Sparkling Wine	\$0	\$0	\$0	\$5,142	\$114
	Greece White Wine	\$69,748	\$67,572	\$92,244	\$126,118	\$81,042
	Summary	\$147,190	\$119,682	\$176,578	\$236,872	\$184,732
Hungary Wine	Hungary Fruit and Dessert Wine	\$20,053	\$14,223	\$19,408	\$29,745	\$23,324
	Hungary Red Wine	\$25,989	\$26,535	\$21,227	\$33,228	\$21,734
	Hungary Rose Wine	\$0	\$980	\$251	\$0	\$0
	Hungary Sparkling Wine	\$56,940	\$65,539	\$115,879	\$138,507	\$22,786
	Hungary White Wine	\$95,598	\$133,522	\$129,691	\$115,893	\$124,330
	Summary	\$198,581	\$240,798	\$286,456	\$317,373	\$192,174
Israel Wine	Israel Red Wine	\$22,422	\$38,192	\$31,828	\$31,951	\$39,240

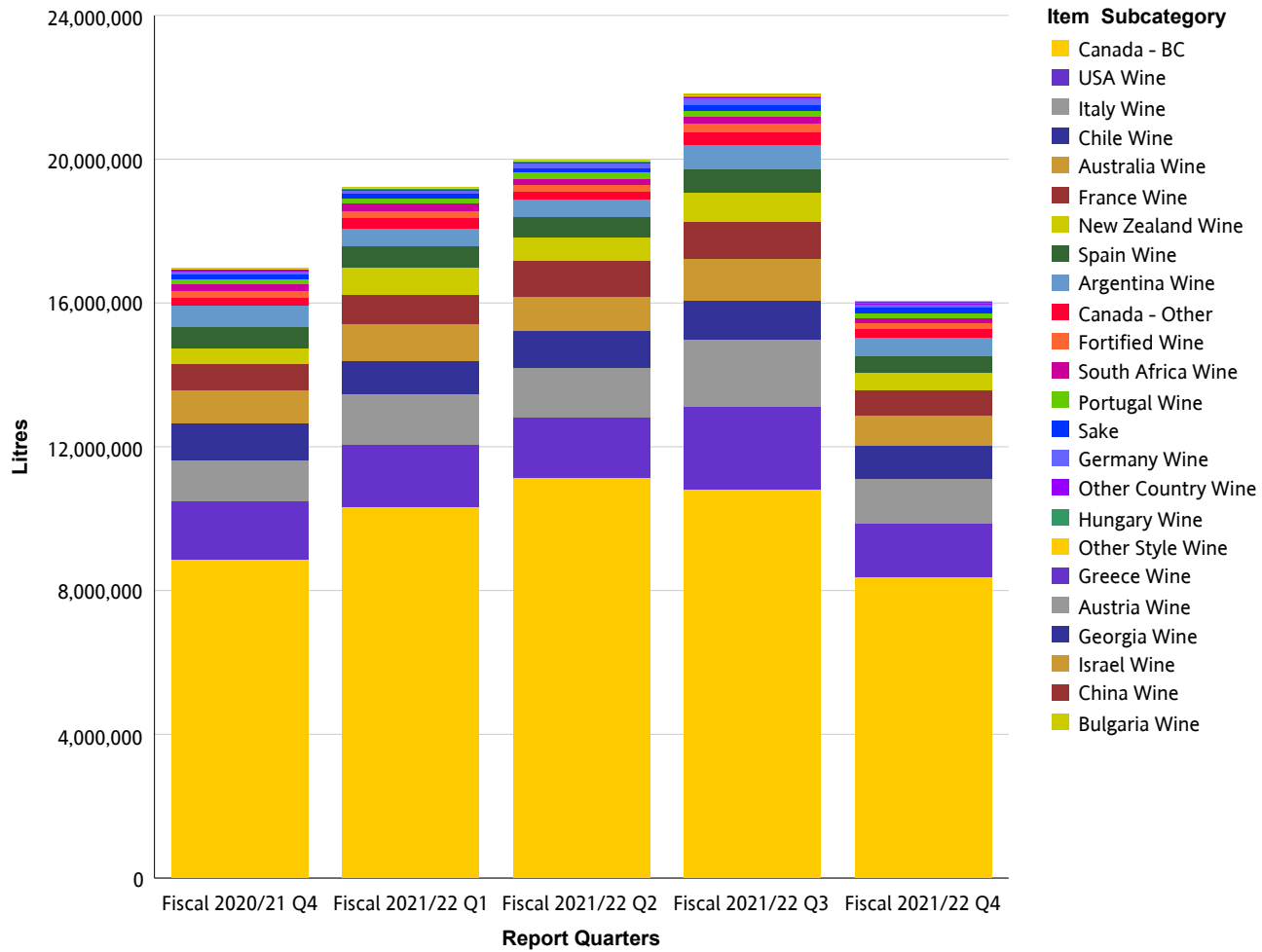
Wine Sales (Net \$)

Net Sales \$		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Israel Wine	Israel Rose Wine	\$5,565	\$3,503	\$4,299	\$3,344	\$1,592
	Israel White Wine	\$17,718	\$9,889	\$14,922	\$16,415	\$15,774
	Summary	\$45,705	\$51,584	\$51,050	\$51,710	\$56,606
Italy Wine	Italy Fruit and Dessert Wine	\$4,352	\$11,714	\$13,758	\$13,036	\$6,010
	Italy Red Wine	\$11,353,605	\$10,866,677	\$11,891,142	\$18,245,459	\$11,873,778
	Italy Rose Wine	\$180,481	\$389,970	\$348,758	\$236,823	\$225,797
	Italy Sparkling Wine	\$1,730,383	\$2,731,539	\$2,796,602	\$3,464,136	\$2,033,106
	Italy White Wine	\$3,851,320	\$5,222,809	\$5,249,166	\$5,592,620	\$4,786,391
	Prosecco Wine	\$3,440,460	\$5,764,694	\$5,958,031	\$9,421,678	\$3,994,890
	Summary	\$20,560,600	\$24,987,403	\$26,257,456	\$36,973,752	\$22,919,971
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$502,405	\$523,932	\$708,334	\$967,894	\$628,930
	New Zealand Rose Wine	\$308,560	\$777,305	\$484,922	\$370,355	\$309,656
	New Zealand Sparkling Wine	\$68,497	\$97,499	\$64,757	\$195,272	\$50,038
	New Zealand White Wine	\$6,980,043	\$11,955,763	\$10,369,043	\$12,970,305	\$8,254,502
	Summary	\$7,859,504	\$13,354,499	\$11,627,056	\$14,503,826	\$9,243,125
Other Country Wine	Other Country Fruit and Dessert Wine	\$383,142	\$392,393	\$414,923	\$505,937	\$491,576
	Other Country Red Wine	\$156,152	\$127,922	\$171,442	\$233,089	\$138,197
	Other Country Rose Wine	\$8,944	\$6,893	\$7,374	\$16,382	\$5,123
	Other Country Sparkling Wine	\$5,217	\$7,800	\$16,460	\$55,002	\$10,046
	Other Country White Wine	\$36,901	\$50,973	\$36,140	\$73,613	\$48,882
	Summary	\$590,356	\$585,981	\$646,338	\$884,024	\$693,824
Other Style Wine	Aperitif And Flavoured Wine	\$154,732	\$161,290	\$117,061	\$180,665	\$133,956
	Mead	\$55,991	\$113,161	\$183,622	\$90,246	\$49,424
	Rice Wine	\$89,528	\$65,664	\$56,143	\$108,810	\$99,570
	Summary	\$300,251	\$340,115	\$356,827	\$379,721	\$282,950
Portugal Wine	Portugal Fruit and Dessert Wine	\$6,719	\$4,131	\$5,215	\$79,975	\$19,252
	Portugal Red Wine	\$954,059	\$925,526	\$1,043,797	\$1,359,605	\$1,064,910

Wine Sales (Net \$)

Net Sales \$		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Portugal Wine	Portugal Rose Wine	\$157,034	\$274,459	\$256,632	\$169,831	\$169,802
	Portugal Sparkling Wine	\$4,625	\$8,450	\$12,580	\$12,335	\$6,599
	Portugal White Wine	\$408,919	\$633,842	\$646,541	\$408,276	\$441,242
	Summary	\$1,531,356	\$1,846,407	\$1,964,764	\$2,030,022	\$1,701,805
Sake	Japan Sake	\$1,859,796	\$1,610,470	\$1,867,091	\$2,573,600	\$1,932,075
	Other Country Sake	\$77,250	\$83,479	\$77,640	\$64,155	\$52,806
	USA Sake	\$740,547	\$603,235	\$645,349	\$823,955	\$763,237
	Summary	\$2,677,594	\$2,297,184	\$2,590,081	\$3,461,711	\$2,748,117
South Africa Wine	South Africa Fruit and Dessert Wine	\$6,934	\$0	\$0	\$0	\$11,558
	South Africa Red Wine	\$1,290,499	\$1,139,683	\$1,024,488	\$1,289,468	\$907,775
	South Africa Rose Wine	\$9,108	\$94,504	\$110,806	\$40,802	\$44,918
	South Africa Sparkling Wine	\$5,198	\$5,597	\$6,074	\$5,340	\$9,006
	South Africa White Wine	\$895,251	\$1,041,338	\$1,004,152	\$861,411	\$849,550
	Summary	\$2,206,990	\$2,281,122	\$2,145,520	\$2,197,021	\$1,822,806
Spain Wine	Spain Fruit and Dessert Wine	\$5,610	\$9,179	\$17,543	\$11,884	\$20,060
	Spain Red Wine	\$4,881,870	\$4,666,716	\$4,258,980	\$5,530,548	\$4,336,035
	Spain Rose Wine	\$295,574	\$407,345	\$366,353	\$225,566	\$191,567
	Spain Sparkling Wine	\$925,529	\$1,087,464	\$1,302,722	\$2,014,349	\$937,102
	Spain White Wine	\$717,705	\$667,695	\$756,843	\$660,957	\$448,544
	Summary	\$6,826,288	\$6,838,398	\$6,702,442	\$8,443,304	\$5,933,308
USA Wine	USA Fruit and Dessert Wine	\$1,297	\$771	\$812	\$418	\$276
	USA Red Wine	\$22,399,628	\$25,016,692	\$24,554,376	\$38,918,633	\$23,962,111
	USA Rose Wine	\$1,009,161	\$1,807,846	\$1,656,855	\$1,126,675	\$990,854
	USA Sparkling Wine	\$258,367	\$333,185	\$316,176	\$442,304	\$182,550
	USA White Wine	\$5,653,708	\$6,820,735	\$6,636,152	\$7,354,183	\$5,415,018
	Summary	\$29,322,162	\$33,979,229	\$33,164,372	\$47,842,214	\$30,550,809
Summary	\$234,044,985	\$282,331,136	\$320,764,613	\$338,233,671	\$235,165,291	

Wine Sales (Litres)



Wine Sales (Litres)

Wine

Litres		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Argentina Wine	Argentina Red Wine	538,835	439,011	437,438	661,493	472,341
	Argentina Rose Wine	18,022	21,460	13,399	5,204	5,080
	Argentina Sparkling Wine	648	270	576	576	576
	Argentina White Wine	51,145	37,074	28,849	25,045	34,098
	Summary	608,650	497,816	480,262	692,318	512,095
Australia Wine	Australia Fruit and Dessert Wine	2	0	6	12	6
	Australia Red Wine	499,762	488,984	454,549	645,136	446,925
	Australia Rose Wine	24,056	35,469	26,638	28,590	23,654
	Australia Sparkling Wine	51,148	64,548	63,240	68,796	50,156
	Australia White Wine	352,974	419,735	411,630	422,221	336,528
	Summary	927,941	1,008,736	956,064	1,164,755	857,269
Austria Wine	Austria Fruit and Dessert Wine	2	2	0	0	0
	Austria Red Wine	1,388	1,646	1,359	1,300	1,224
	Austria Rose Wine	18	0	72	234	112
	Austria Sparkling Wine	9	27	288	130	130
	Austria White Wine	2,633	1,808	2,434	3,780	3,341
	Summary	4,051	3,482	4,154	5,445	4,808
Bulgaria Wine	Bulgaria Red Wine	144	90	108	621	72
	Bulgaria Rose Wine	0	0	0	0	0
	Bulgaria White Wine	0	0	189	54	0
	Summary	144	90	297	675	72
Canada - BC	Canada - BC Dessert Wine	2,759	3,855	9,607	6,165	2,453
	Canada - BC Fruit Wine	35,934	48,723	82,835	60,497	32,351
	Canada - BC Ice Wine	2,784	3,766	6,496	6,144	3,333
	Canada - BC Red Wine	4,172,337	4,214,079	4,562,882	5,273,945	3,865,593
	Canada - BC Rose Wine	373,254	775,335	762,315	359,619	379,436

Wine Sales (Litres)

Litres		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Canada - BC	Canada - BC Sparkling Wine	105,616	190,483	247,056	196,169	104,211
	Canada - BC White Wine	4,165,433	5,081,278	5,480,689	4,917,645	3,973,848
	Summary	8,858,116	10,317,520	11,151,880	10,820,184	8,361,225
Canada - Other	Canada - Other Dessert Wine	5	88	94	103	16
	Canada - Other Fruit Wine	0	38	296	532	543
	Canada - Other Ice Wine	1,184	1,059	1,277	3,387	1,784
	Canada - Other Red Wine	86,046	119,782	73,314	117,148	93,536
	Canada - Other Rose Wine	528	7,992	11,128	3,069	5,714
	Canada - Other Sparkling Wine	52,744	64,172	65,943	115,160	48,338
	Canada - Other White Wine	74,935	100,996	80,067	91,196	89,447
	Summary	215,443	294,127	232,118	330,596	239,378
Chile Wine	Chile Fruit and Dessert Wine	45	27	22	27	58
	Chile Red Wine	696,177	559,597	580,612	743,681	603,394
	Chile Rose Wine	32,946	58,241	78,449	29,235	37,362
	Chile Sparkling Wine	7,166	5,612	5,287	6,698	4,605
	Chile White Wine	294,932	302,568	353,898	314,096	274,004
	Summary	1,031,266	926,044	1,018,269	1,093,737	919,423
China Wine	China Fruit and Dessert Wine	705	0	0	0	777
	China Red Wine	108	0	0	0	225
	China White Wine	9	0	0	0	45
	Summary	822	0	0	0	1,047
Fortified Wine	Other Fortified Domestic Wine	63,012	65,530	69,789	70,945	53,290
	Other Fortified Import Wine	26,387	24,499	21,656	28,647	18,601
	Port Wine	18,101	15,911	16,912	43,028	18,620
	Sherry Wine	13,970	15,152	12,981	29,462	14,015
	Vermouth Wine	62,392	63,636	55,682	76,635	56,016
	Summary	183,863	184,728	177,020	248,716	160,541
France Wine	France Champagne Wine	36,856	44,535	65,316	106,692	23,622

Wine Sales (Litres)

Litres		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
France Wine	France Fruit and Dessert Wine	216	211	292	570	680
	France Red Wine	401,733	333,766	401,362	504,166	358,052
	France Rose Wine	108,625	257,696	283,766	126,459	121,269
	France Sparkling Wine	27,501	42,450	49,003	79,068	34,073
	France White Wine	160,071	157,875	199,502	196,275	160,031
	Summary	735,002	836,534	999,240	1,013,230	697,728
Georgia Wine	Georgia Red Wine	2,997	3,087	2,502	4,401	3,195
	Georgia White Wine	80	27	0	112	58
	Summary	3,077	3,114	2,502	4,514	3,254
Germany Wine	Germany Fruit and Dessert Wine	0	0	2	0	0
	Germany Red Wine	2,617	1,971	1,673	1,886	2,362
	Germany Rose Wine	608	742	531	189	497
	Germany Sparkling Wine	31,123	27,808	48,172	91,580	30,666
	Germany White Wine	58,777	65,025	67,634	88,233	62,797
	Summary	93,124	95,547	118,012	181,888	96,322
Greece Wine	Greece Fruit and Dessert Wine	12	0	0	0	0
	Greece Red Wine	5,266	3,804	5,904	5,739	6,036
	Greece Rose Wine	40	14	0	262	456
	Greece Sparkling Wine	0	0	0	117	4
	Greece White Wine	5,563	5,480	7,136	7,269	5,163
	Summary	10,882	9,298	13,040	13,388	11,659
Hungary Wine	Hungary Fruit and Dessert Wine	435	242	398	620	278
	Hungary Red Wine	1,863	2,068	1,485	2,538	1,548
	Hungary Rose Wine	0	72	18	0	0
	Hungary Sparkling Wine	4,272	5,166	8,955	11,456	1,604
	Hungary White Wine	8,761	11,948	12,086	10,406	11,536
	Summary	15,331	19,495	22,941	25,018	14,966
Israel Wine	Israel Red Wine	1,089	1,809	1,484	1,512	1,809

Wine Sales (Litres)

Litres		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Israel Wine	Israel Rose Wine	315	198	243	189	90
	Israel White Wine	855	477	720	792	760
	Summary	2,259	2,484	2,447	2,493	2,660
Italy Wine	Italy Fruit and Dessert Wine	49	114	144	156	71
	Italy Red Wine	554,294	546,498	535,404	789,242	570,610
	Italy Rose Wine	9,394	22,147	18,944	12,183	12,066
	Italy Sparkling Wine	97,132	150,612	158,581	182,454	110,395
	Italy White Wine	284,013	387,423	365,696	391,471	336,030
	Prosecco Wine	178,916	302,399	306,799	492,478	198,504
	Summary	1,123,798	1,409,192	1,385,568	1,867,984	1,227,676
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	22,543	23,750	31,524	45,273	25,289
	New Zealand Rose Wine	17,297	45,089	28,829	20,161	17,508
	New Zealand Sparkling Wine	3,249	4,748	3,087	9,980	2,222
	New Zealand White Wine	380,250	671,343	577,080	738,156	445,451
	Summary	423,339	744,930	640,520	813,570	490,470
Other Country Wine	Other Country Fruit and Dessert Wine	20,473	21,211	22,176	25,280	24,438
	Other Country Red Wine	7,286	5,917	9,521	10,058	7,184
	Other Country Rose Wine	351	306	332	356	176
	Other Country Sparkling Wine	108	248	450	1,261	261
	Other Country White Wine	1,464	1,984	1,532	2,518	1,792
	Summary	29,682	29,667	34,012	39,473	33,850
Other Style Wine	Aperitif And Flavoured Wine	9,354	10,558	6,121	10,532	7,275
	Mead	2,676	5,153	8,019	3,909	2,169
	Rice Wine	5,884	5,185	4,688	8,616	7,503
	Summary	17,914	20,896	18,828	23,057	16,948
Portugal Wine	Portugal Fruit and Dessert Wine	152	104	94	1,720	240
	Portugal Red Wine	83,552	79,241	87,169	112,852	87,438

Wine Sales (Litres)

Litres		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Portugal Wine	Portugal Rose Wine	16,202	28,760	28,306	18,995	15,653
	Portugal Sparkling Wine	216	375	538	560	288
	Portugal White Wine	33,100	52,401	52,847	30,816	33,330
	Summary	133,222	160,882	168,955	164,943	136,950
Sake	Japan Sake	50,789	49,398	55,000	69,489	58,407
	Other Country Sake	4,083	4,392	4,121	3,294	2,378
	USA Sake	79,435	61,552	70,970	88,968	82,605
	Summary	134,306	115,343	130,090	161,751	143,390
South Africa Wine	South Africa Fruit and Dessert Wine	45	0	0	0	75
	South Africa Red Wine	109,375	97,877	74,742	99,458	68,498
	South Africa Rose Wine	706	6,768	10,252	3,986	3,595
	South Africa Sparkling Wine	230	256	274	256	526
	South Africa White Wine	83,876	99,262	90,180	79,715	75,318
	Summary	194,231	204,163	175,448	183,415	148,013
Spain Wine	Spain Fruit and Dessert Wine	162	329	763	457	850
	Spain Red Wine	410,721	403,298	369,328	432,996	337,890
	Spain Rose Wine	39,519	54,358	49,795	28,228	24,184
	Spain Sparkling Wine	56,988	66,892	80,191	125,572	57,584
	Spain White Wine	81,382	69,019	81,991	67,505	38,642
	Summary	588,771	593,897	582,068	654,757	459,151
USA Wine	USA Fruit and Dessert Wine	66	32	36	19	12
	USA Red Wine	1,138,444	1,138,069	1,112,970	1,721,863	1,083,021
	USA Rose Wine	107,800	152,767	137,256	113,462	94,122
	USA Sparkling Wine	13,009	15,100	12,631	17,263	8,032
	USA White Wine	381,230	439,909	402,900	445,271	325,965
	Summary	1,640,549	1,745,876	1,665,794	2,297,878	1,511,152
Summary		16,975,782	19,223,861	19,979,529	21,803,782	16,050,046

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.