

Liquor Market Review

Fiscal 2023/24 Q2

September 2023



**LIQUOR
DISTRIBUTION
BRANCH**

Table of Contents

Introduction	3
Beer Sales (Net \$)	4
Beer Sales (Litres)	6
Refreshment Beverages Sales (Net \$)	8
Refreshment Beverages Sales (Litres)	10
Spirits Sales (Net \$)	12
Spirits Sales (Litres)	16
Wine Sales (Net \$)	20
Wine Sales (Litres)	27
Glossary	34

Introduction

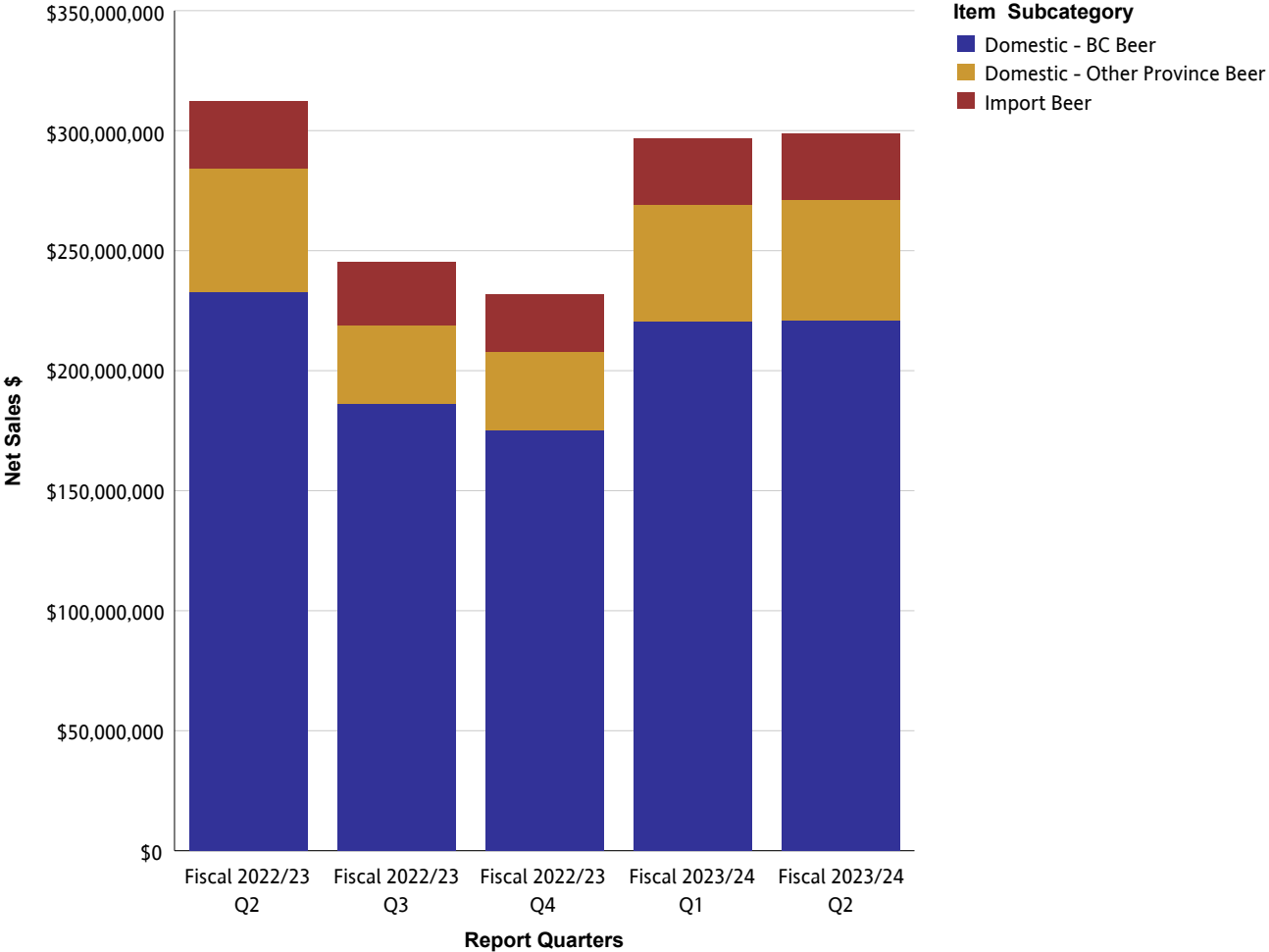
The Liquor Market Review provides provincial sales through the Wholesale channel for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer and excludes any applicable taxes. For each reporting period,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

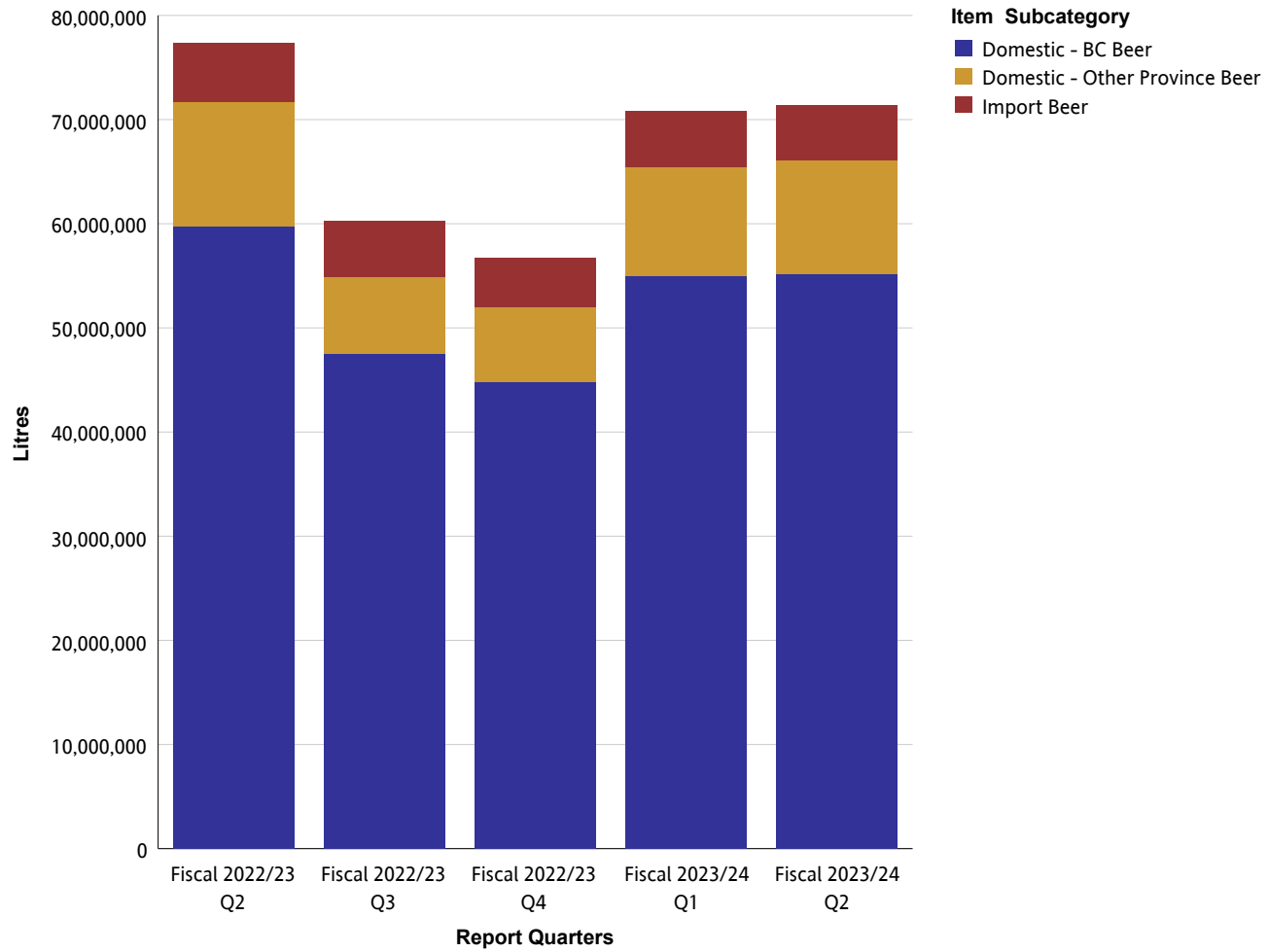


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Domestic - BC Beer	Domestic - BC Commercial Beer	\$133,075,665	\$106,715,981	\$102,516,159	\$126,535,486	\$124,740,491
	Domestic - BC Micro Brew Beer	\$44,290,434	\$34,143,574	\$31,001,291	\$39,745,001	\$41,233,595
	Domestic - BC Regional Beer	\$55,212,336	\$45,287,800	\$41,745,046	\$54,479,328	\$54,922,108
	Summary	\$232,578,434	\$186,147,355	\$175,262,496	\$220,759,815	\$220,896,194
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$50,638,852	\$31,958,906	\$32,008,194	\$47,603,233	\$49,295,892
	Domestic - Other Province Micro Brew Beer	\$281,629	\$156,255	\$104,256	\$128,899	\$176,234
	Domestic - Other Province Regional Beer	\$959,513	\$765,780	\$640,548	\$678,903	\$768,978
	Summary	\$51,879,993	\$32,880,941	\$32,752,998	\$48,411,035	\$50,241,104
Import Beer	Asia And South Pacific Beer	\$1,064,503	\$1,273,471	\$1,365,776	\$1,583,505	\$1,672,698
	Europe Beer	\$20,748,354	\$21,097,466	\$19,066,654	\$21,031,660	\$21,173,322
	Mexico And Caribbean Beer	\$3,701,521	\$2,002,320	\$1,666,199	\$2,742,970	\$3,366,544
	Other Country Beer	\$333,726	\$488,406	\$529,595	\$615,967	\$644,477
	USA Beer	\$2,120,302	\$1,523,403	\$1,381,857	\$1,706,141	\$846,074
	Summary	\$27,968,405	\$26,385,066	\$24,010,081	\$27,680,242	\$27,703,116
Summary		\$312,426,833	\$245,413,363	\$232,025,576	\$296,851,092	\$298,840,413

Beer Sales (Litres)

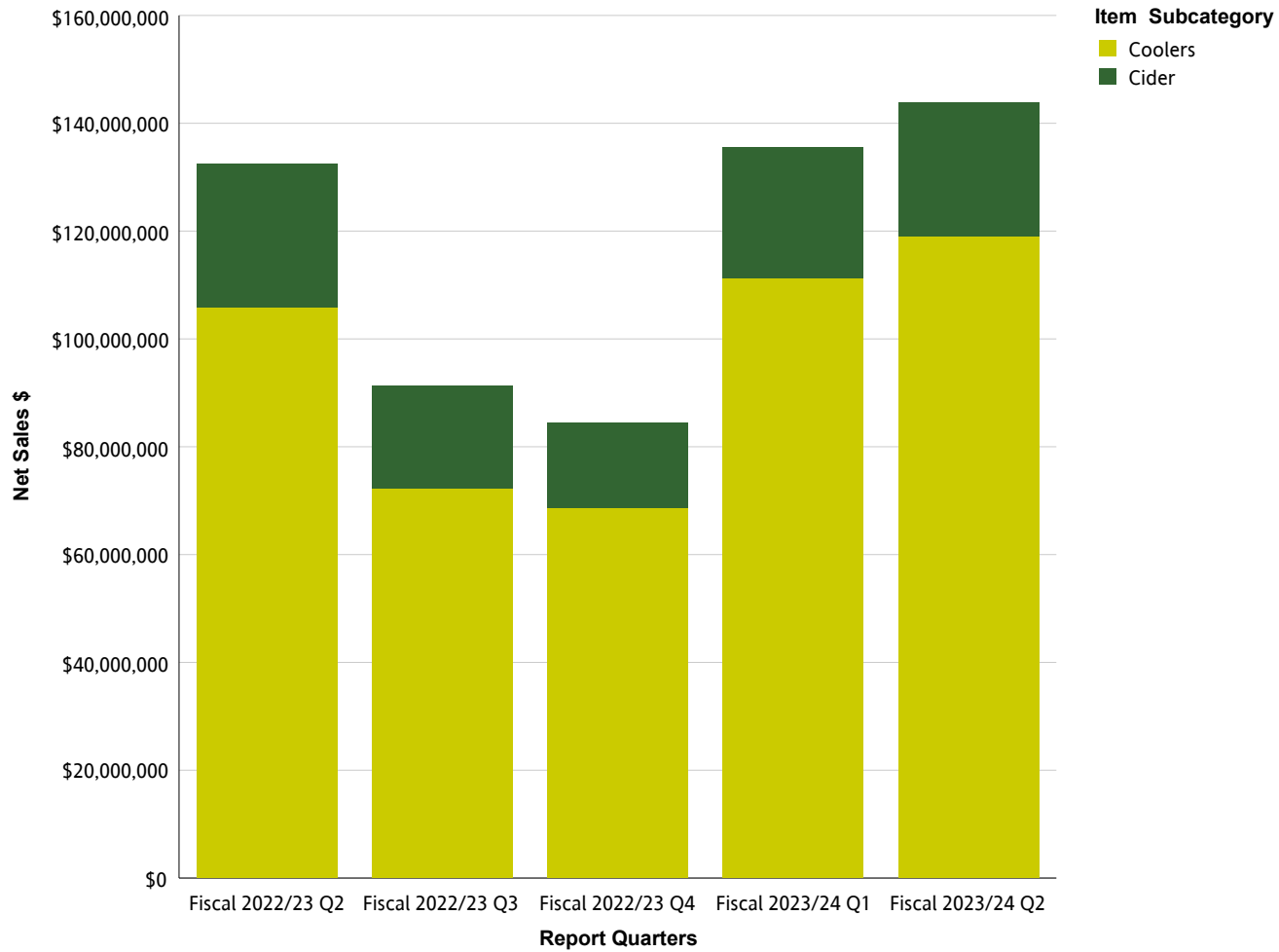


Beer Sales (Litres)

Beer

Litres		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Domestic - BC Beer	Domestic - BC Commercial Beer	36,520,115	29,203,940	27,733,166	32,950,510	32,780,795
	Domestic - BC Micro Brew Beer	8,889,828	6,700,959	6,184,641	7,861,360	8,146,648
	Domestic - BC Regional Beer	14,373,265	11,635,541	10,926,512	14,167,370	14,313,315
	Summary	59,783,207	47,540,441	44,844,319	54,979,241	55,240,758
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	11,602,917	7,143,879	6,972,774	10,272,775	10,710,284
	Domestic - Other Province Micro Brew Beer	35,189	21,597	15,795	20,876	25,751
	Domestic - Other Province Regional Beer	258,019	207,349	171,678	175,267	191,110
	Summary	11,896,125	7,372,826	7,160,246	10,468,919	10,927,145
Import Beer	Asia And South Pacific Beer	204,021	228,558	242,133	281,279	299,016
	Europe Beer	4,275,921	4,335,935	3,836,302	4,179,961	4,098,629
	Mexico And Caribbean Beer	682,488	368,644	288,576	482,388	592,865
	Other Country Beer	55,491	80,574	88,396	102,199	104,708
	USA Beer	465,968	319,550	303,080	368,696	136,650
	Summary	5,683,889	5,333,261	4,758,488	5,414,523	5,231,869
Summary		77,363,221	60,246,528	56,763,053	70,862,682	71,399,772

Refreshment Beverages Sales (Net \$)

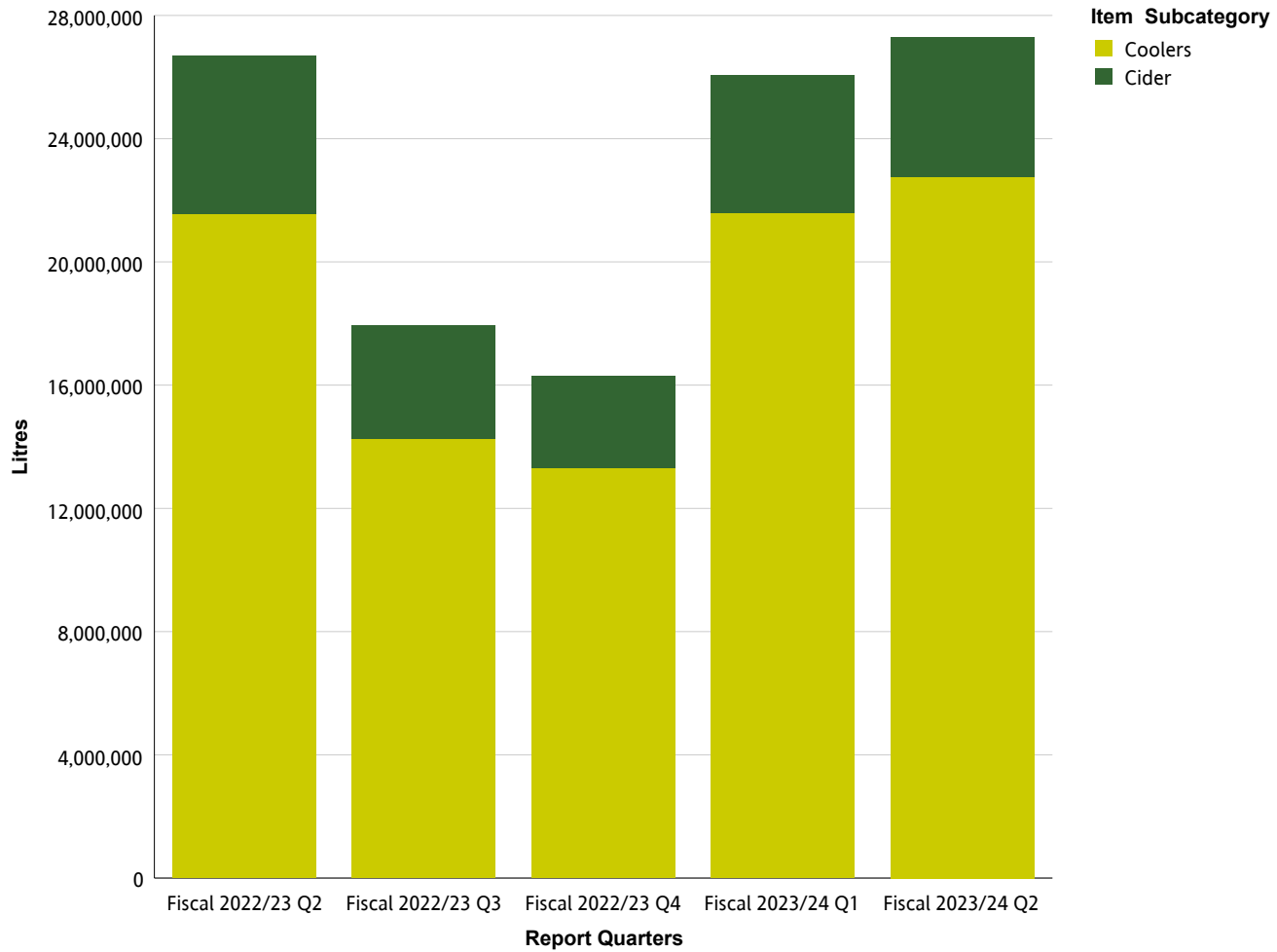


Refreshment Beverages Sales (Net \$)

Refreshment Beverages

Net Sales \$		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Cider	Domestic Cider	\$23,879,137	\$16,137,075	\$13,166,870	\$20,181,511	\$21,189,875
	Import Cider	\$2,800,011	\$2,840,466	\$2,568,276	\$4,026,051	\$3,560,176
	Summary	\$26,679,149	\$18,977,542	\$15,735,146	\$24,207,562	\$24,750,051
Coolers	Malt-Based Coolers	\$554,057	\$337,971	\$343,609	\$754,660	\$815,958
	Spirit Coolers	\$102,968,615	\$70,382,677	\$66,957,130	\$108,561,822	\$116,213,985
	Wine/Fruit Coolers	\$2,392,871	\$1,523,439	\$1,336,774	\$2,037,666	\$2,008,379
	Summary	\$105,915,543	\$72,244,088	\$68,637,513	\$111,354,148	\$119,038,322
Summary		\$132,594,692	\$91,221,629	\$84,372,659	\$135,561,710	\$143,788,373

Refreshment Beverages Sales (Litres)

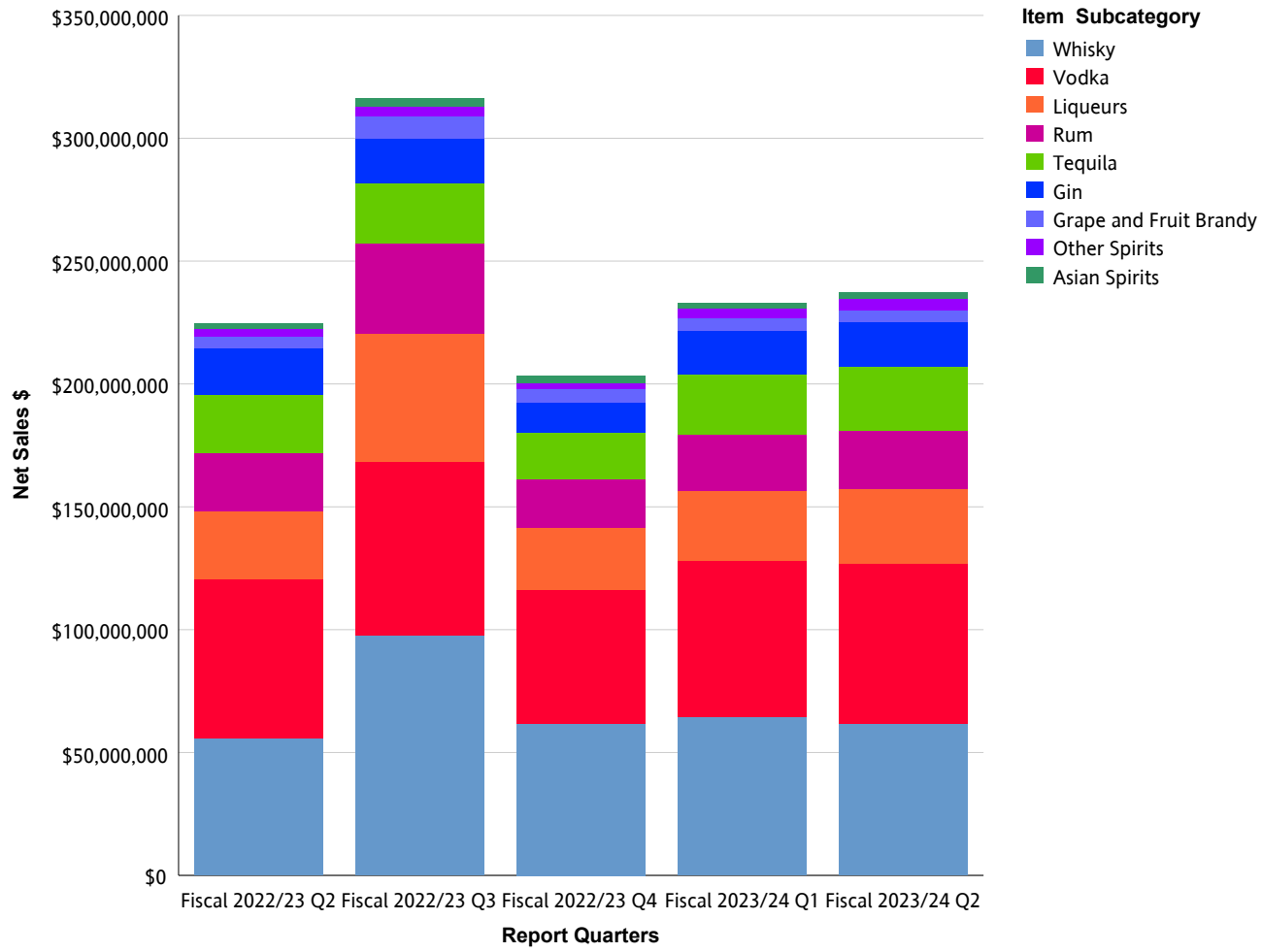


Refreshment Beverages Sales (Litres)

Refreshment Beverages

Litres		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Cider	Domestic Cider	4,558,222	3,099,991	2,483,809	3,692,956	3,860,207
	Import Cider	561,709	573,245	493,572	786,422	683,648
	Summary	5,119,931	3,673,236	2,977,381	4,479,377	4,543,855
Coolers	Malt-Based Coolers	111,452	65,877	68,330	153,547	164,880
	Spirit Coolers	21,028,006	13,967,742	13,051,428	21,116,824	22,294,379
	Wine/Fruit Coolers	413,642	232,034	201,203	301,089	293,011
	Summary	21,553,101	14,265,654	13,320,961	21,571,459	22,752,270
Summary		26,673,032	17,938,890	16,298,342	26,050,836	27,296,125

Spirits Sales (Net \$)



Spirits Sales (Net \$)

Spirits

Net Sales \$		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Asian Spirits	China Spirits	\$1,018,784	\$1,628,744	\$1,335,970	\$866,070	\$824,345
	Korea Spirits	\$982,171	\$1,600,847	\$1,305,191	\$1,313,878	\$1,444,622
	Other Country Asian Spirits	\$136,863	\$241,222	\$149,634	\$154,180	\$155,042
	Summary	\$2,137,817	\$3,470,813	\$2,790,794	\$2,334,128	\$2,424,009
Gin	Dry Gin	\$16,680,521	\$16,028,058	\$11,059,778	\$15,312,404	\$16,019,295
	Flavoured Gin	\$1,654,658	\$1,461,769	\$898,393	\$1,623,898	\$1,407,433
	Other Gin	\$638,681	\$699,861	\$471,908	\$728,950	\$706,515
	Summary	\$18,973,861	\$18,189,689	\$12,430,079	\$17,665,252	\$18,133,243
Grape and Fruit Brandy	Armagnac	\$39,502	\$160,271	\$168,097	\$57,531	\$49,203
	Brandy	\$2,006,840	\$3,819,330	\$2,197,586	\$2,048,446	\$2,069,878
	Cognac	\$2,148,001	\$4,313,175	\$2,548,416	\$2,259,968	\$2,431,017
	Eau de Vie	\$209,354	\$405,605	\$238,699	\$293,787	\$233,427
	Grappa And Marc	\$51,347	\$130,043	\$71,564	\$65,061	\$65,195
	Pisco	\$96,138	\$164,233	\$105,858	\$145,465	\$129,308
	Summary	\$4,551,183	\$8,992,656	\$5,330,221	\$4,870,258	\$4,978,030
Liqueurs	Anise And Herbal/Spice Liqueurs	\$7,622,633	\$11,837,081	\$8,402,226	\$9,205,542	\$9,181,031
	Coffee And Cocoa Liqueurs	\$1,802,352	\$3,588,010	\$1,618,354	\$1,601,118	\$1,913,470
	Cream/Dairy Liqueurs	\$8,165,807	\$23,991,436	\$6,370,929	\$6,820,715	\$8,397,978
	Fruit Liqueurs	\$6,059,366	\$7,153,401	\$5,093,348	\$6,486,838	\$6,435,958
	Nut Liqueurs	\$1,694,919	\$2,182,890	\$1,260,834	\$1,703,510	\$1,618,803
	Other Liqueurs	\$1,049,979	\$1,528,604	\$940,669	\$1,197,901	\$1,209,422
	Whiskey Liqueurs	\$1,253,170	\$1,879,759	\$1,457,130	\$1,303,104	\$1,314,585
	Summary	\$27,648,225	\$52,161,181	\$25,143,490	\$28,318,726	\$30,071,248
Other Spirits	Cachaca	\$47,904	\$43,183	\$34,535	\$56,993	\$44,814
	Flavoured Spirits	\$170,960	\$400,100	\$70,209	\$146,638	\$187,955
	Miscellaneous/Other Spirits	\$292,965	\$411,042	\$236,052	\$281,590	\$366,934

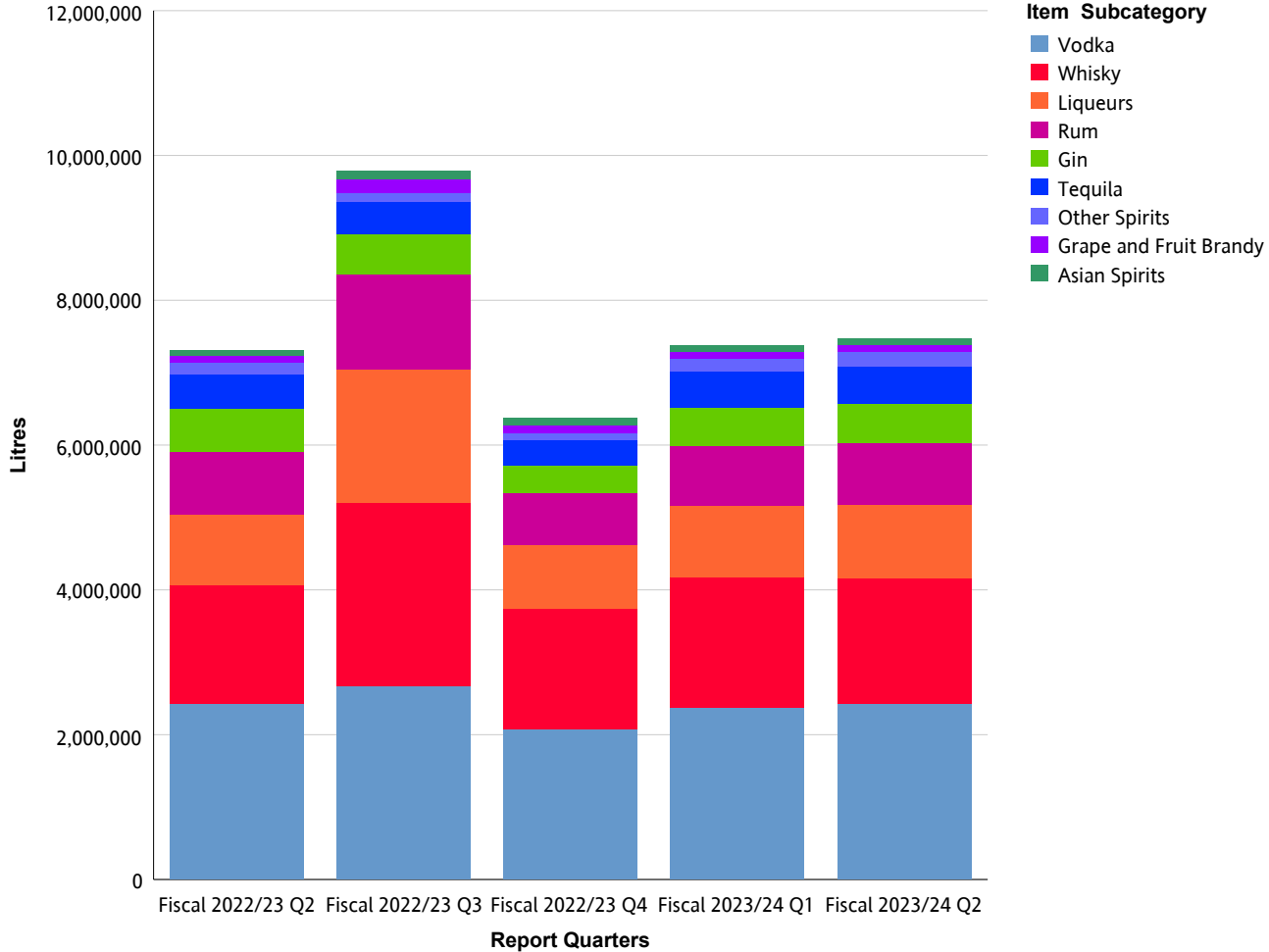
Spirits Sales (Net \$)

Net Sales \$		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Other Spirits	Moonshine Spirits	\$406,568	\$656,506	\$390,965	\$641,873	\$688,043
	Ready to Mix Cocktails	\$532,448	\$561,077	\$506,119	\$628,568	\$589,462
	Ready to Serve Cocktails	\$1,715,017	\$1,677,079	\$1,238,963	\$2,497,464	\$2,709,685
	Schnapps and Akvavit	\$39,800	\$71,312	\$42,768	\$42,066	\$38,017
	Summary	\$3,205,661	\$3,820,298	\$2,519,610	\$4,295,191	\$4,624,910
Rum	Amber Rum	\$6,023,552	\$9,370,492	\$5,203,086	\$5,683,599	\$6,146,286
	Dark Rum	\$2,530,120	\$4,636,316	\$2,379,644	\$2,625,621	\$2,522,369
	Flavoured Rum	\$673,294	\$771,760	\$490,232	\$502,578	\$432,939
	Spiced Rum	\$7,374,748	\$14,089,515	\$6,277,696	\$6,968,589	\$7,417,941
	White Rum	\$7,349,438	\$7,933,138	\$5,733,294	\$7,170,324	\$7,482,550
	Summary	\$23,951,151	\$36,801,221	\$20,083,952	\$22,950,711	\$24,002,087
Tequila	Blanco/Silver Tequila	\$9,825,731	\$9,194,962	\$7,009,150	\$10,540,593	\$11,351,090
	Flavoured Tequila	\$345,750	\$812,776	\$535,606	\$834,421	\$899,775
	Gold Tequila	\$12,625,685	\$13,230,184	\$10,168,127	\$11,923,358	\$12,395,635
	Mezcal	\$925,485	\$1,301,602	\$898,931	\$1,299,093	\$1,135,103
	Summary	\$23,722,651	\$24,539,524	\$18,611,814	\$24,597,466	\$25,781,603
Vodka	Flavoured Vodka	\$6,031,555	\$6,128,636	\$4,818,925	\$6,262,448	\$5,443,815
	Straight Vodka	\$58,375,523	\$64,448,879	\$49,853,721	\$57,710,224	\$60,083,494
	Summary	\$64,407,078	\$70,577,515	\$54,672,646	\$63,972,672	\$65,527,309
Whisky	American Whiskey	\$2,408,393	\$4,440,420	\$2,752,239	\$2,809,603	\$2,754,113
	Blended Malt Scotch Whisky	\$165,290	\$266,077	\$281,678	\$212,854	\$254,372
	Blended Scotch Whisky	\$6,798,876	\$11,485,521	\$7,572,461	\$8,068,380	\$7,564,064
	Bourbon Whiskey	\$4,851,660	\$9,095,583	\$5,878,635	\$6,127,863	\$5,608,379
	Canadian Whisky	\$27,130,141	\$38,457,482	\$25,561,806	\$29,187,491	\$28,983,205
	Flavoured Whisky	\$237,687	\$1,020,953	\$364,651	\$328,701	\$359,011
	Irish Whiskey	\$5,118,210	\$8,874,455	\$5,949,074	\$5,316,171	\$5,308,816
	Other Country Whisky	\$965,549	\$2,851,930	\$1,463,444	\$1,585,406	\$1,249,125
	Single Malt Scotch Whisky	\$8,287,972	\$21,208,820	\$11,802,807	\$10,572,826	\$9,465,169

Spirits Sales (Net \$)

Net Sales \$		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Whisky	Summary	\$55,963,778	\$97,701,242	\$61,626,795	\$64,209,297	\$61,546,254
Summary		\$224,561,406	\$316,254,139	\$203,209,402	\$233,213,700	\$237,088,693

Spirits Sales (Litres)



Spirits Sales (Litres)

Spirits

Litres		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Asian Spirits	China Spirits	14,220	24,749	21,796	15,045	13,233
	Korea Spirits	54,482	87,522	69,853	70,006	75,313
	Other Country Asian Spirits	3,364	5,121	3,477	3,697	3,558
	Summary	72,066	117,392	95,126	88,747	92,104
Gin	Dry Gin	526,088	498,694	348,280	467,617	490,092
	Flavoured Gin	46,854	40,495	25,167	47,344	39,507
	Other Gin	11,850	12,542	9,084	13,536	13,190
	Summary	584,792	551,731	382,531	528,497	542,789
Grape and Fruit Brandy	Armagnac	369	1,201	987	454	503
	Brandy	69,386	133,274	77,414	68,212	67,653
	Cognac	18,573	37,783	20,173	18,862	19,611
	Eau de Vie	4,503	8,452	5,136	6,157	5,024
	Grappa And Marc	928	2,577	1,193	1,202	1,164
	Pisco	2,307	4,157	2,577	3,657	3,171
	Summary	96,066	187,445	107,479	98,545	97,124
Liqueurs	Anise And Herbal/Spice Liqueurs	262,642	411,937	288,177	316,397	297,120
	Coffee And Cocoa Liqueurs	68,532	139,577	65,122	62,321	72,099
	Cream/Dairy Liqueurs	303,752	893,852	227,781	242,773	296,061
	Fruit Liqueurs	198,300	223,465	174,501	217,090	211,279
	Nut Liqueurs	68,040	77,781	46,081	67,051	63,506
	Other Liqueurs	31,709	47,693	30,152	37,696	37,416
	Whiskey Liqueurs	39,175	60,128	44,307	41,046	40,636
	Summary	972,150	1,854,432	876,122	984,375	1,018,116
Other Spirits	Cachaca	1,539	1,380	1,180	1,804	1,414
	Flavoured Spirits	3,466	13,463	1,499	2,936	4,155
	Miscellaneous/Other Spirits	5,413	7,872	4,634	6,163	8,947

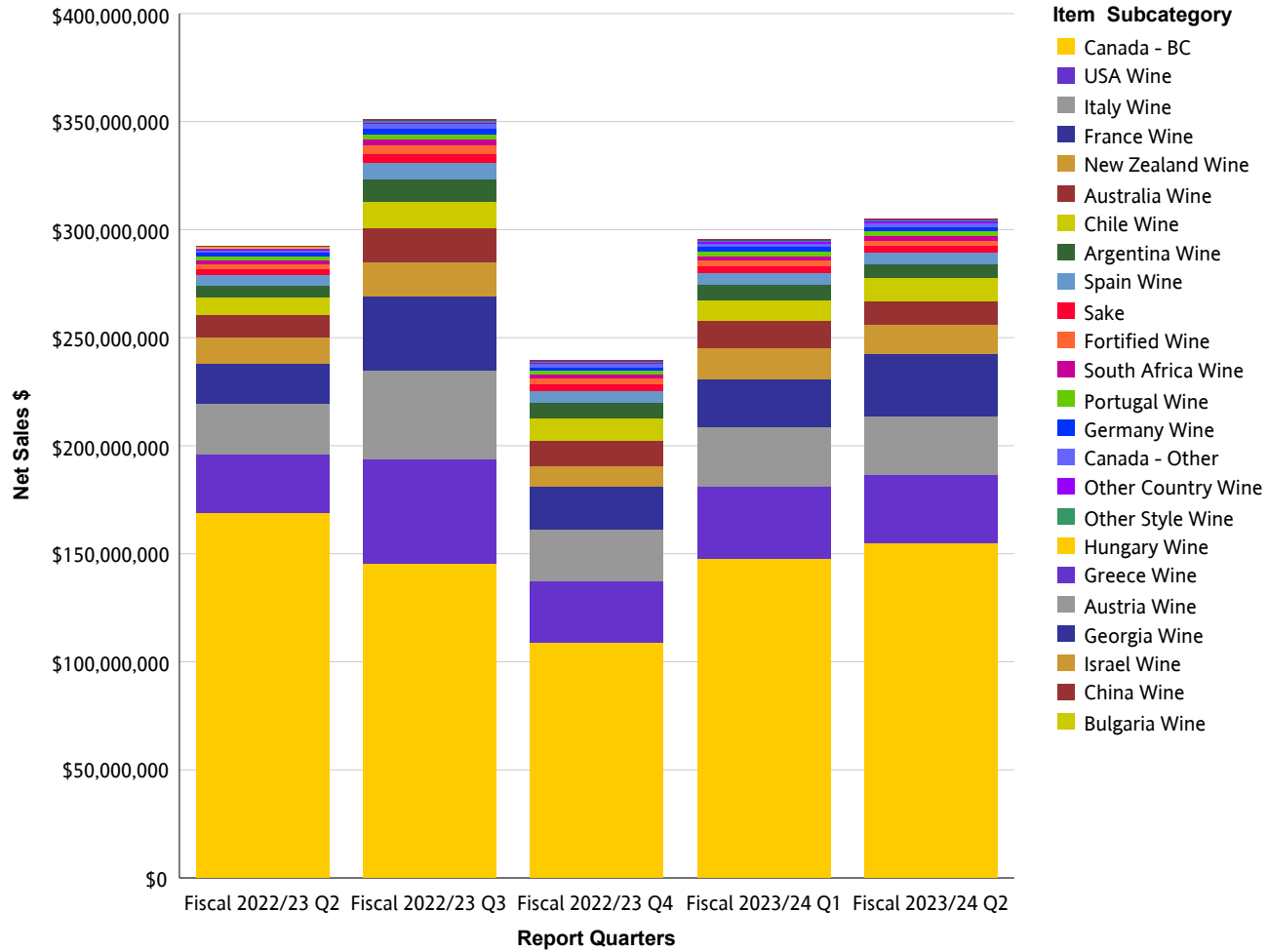
Spirits Sales (Litres)

Litres		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Other Spirits	Moonshine Spirits	9,224	14,580	8,025	14,043	15,210
	Ready to Mix Cocktails	27,452	27,687	25,290	32,202	29,918
	Ready to Serve Cocktails	106,693	67,903	54,447	125,435	144,271
	Schnapps and Akvavit	917	1,695	1,053	1,008	957
	Summary	154,703	134,579	96,129	183,592	204,873
Rum	Amber Rum	197,998	301,087	170,572	187,451	199,497
	Dark Rum	89,103	161,230	83,943	93,784	87,920
	Flavoured Rum	23,463	26,558	16,225	17,730	14,893
	Spiced Rum	253,059	484,154	208,982	231,622	247,267
	White Rum	308,914	334,035	239,519	296,783	307,734
	Summary	872,537	1,307,063	719,241	827,370	857,311
Tequila	Blanco/Silver Tequila	211,219	181,928	147,504	222,207	236,423
	Flavoured Tequila	8,405	15,199	10,672	17,020	18,476
	Gold Tequila	252,749	226,514	175,714	236,152	231,150
	Mezcal	13,414	18,357	12,436	17,896	16,816
	Summary	485,788	441,998	346,325	493,275	502,866
Vodka	Flavoured Vodka	207,041	208,089	155,005	201,063	178,089
	Straight Vodka	2,223,932	2,463,681	1,918,450	2,172,397	2,244,257
	Summary	2,430,972	2,671,770	2,073,455	2,373,460	2,422,346
Whisky	American Whiskey	64,327	105,679	69,776	70,669	70,639
	Blended Malt Scotch Whisky	2,622	2,898	4,268	3,268	3,793
	Blended Scotch Whisky	195,530	315,241	212,672	233,563	214,461
	Bourbon Whiskey	110,653	194,894	131,789	134,987	124,108
	Canadian Whisky	1,021,508	1,414,380	953,578	1,083,466	1,067,146
	Flavoured Whisky	6,128	27,536	10,534	9,403	8,828
	Irish Whiskey	134,030	215,893	153,503	134,393	134,551
	Other Country Whisky	11,802	30,130	18,610	18,580	14,741
	Single Malt Scotch Whisky	91,445	218,715	115,625	116,753	101,420

Spirits Sales (Litres)

Litres		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Whisky	Summary	1,638,044	2,525,366	1,670,356	1,805,082	1,739,687
Summary		7,307,118	9,791,776	6,366,764	7,382,944	7,477,217

Wine Sales (Net \$)



Wine Sales (Net \$)

Wine

Net Sales \$		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Argentina Wine	Argentina Red Wine	\$5,007,690	\$9,449,750	\$6,928,663	\$6,460,037	\$5,761,332
	Argentina Rose Wine	\$129,227	\$90,994	\$54,587	\$153,665	\$110,009
	Argentina Sparkling Wine	\$8,839	\$10,508	\$12,639	\$13,656	\$11,257
	Argentina White Wine	\$343,319	\$441,823	\$385,489	\$343,455	\$443,256
	Summary	\$5,489,075	\$9,993,075	\$7,381,378	\$6,970,812	\$6,325,854
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$0	\$128	\$3,202	\$192
	Australia Red Wine	\$5,099,264	\$9,303,252	\$7,141,583	\$7,172,629	\$5,599,869
	Australia Rose Wine	\$343,493	\$378,299	\$246,337	\$339,471	\$302,442
	Australia Sparkling Wine	\$765,160	\$1,282,319	\$621,808	\$896,725	\$782,227
	Australia White Wine	\$4,030,160	\$4,850,383	\$3,680,601	\$4,113,644	\$4,038,169
	Summary	\$10,238,076	\$15,814,254	\$11,690,457	\$12,525,670	\$10,722,899
Austria Wine	Austria Fruit and Dessert Wine	\$1,994	\$4,819	\$1,925	\$2,299	\$2,245
	Austria Red Wine	\$34,379	\$64,696	\$56,127	\$39,374	\$37,856
	Austria Rose Wine	\$4,421	\$4,948	\$6,577	\$8,455	\$10,990
	Austria Sparkling Wine	\$3,047	\$5,488	\$540	\$4,800	\$4,416
	Austria White Wine	\$67,170	\$78,469	\$125,532	\$127,777	\$123,660
	Summary	\$111,012	\$158,421	\$190,701	\$182,704	\$179,167
Bulgaria Wine	Bulgaria Red Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$0	\$0	\$0	\$0	\$0
	Summary	\$0	\$0	\$0	\$0	\$0
Canada - BC	Canada - BC Dessert Wine	\$496,346	\$280,239	\$106,344	\$250,148	\$385,117
	Canada - BC Fruit Wine	\$1,792,541	\$1,329,999	\$625,331	\$1,254,587	\$1,620,352
	Canada - BC Ice Wine	\$949,692	\$817,271	\$629,253	\$950,538	\$1,203,385
	Canada - BC Red Wine	\$70,435,497	\$75,115,901	\$52,058,655	\$61,630,898	\$65,002,815
	Canada - BC Rose Wine	\$15,156,705	\$6,164,015	\$6,429,220	\$13,983,493	\$14,050,939

Wine Sales (Net \$)

Net Sales \$		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Canada - BC	Canada - BC Sparkling Wine	\$7,588,676	\$5,207,880	\$3,144,836	\$5,355,246	\$6,065,917
	Canada - BC White Wine	\$72,463,470	\$56,371,084	\$45,972,389	\$64,255,092	\$66,556,233
	Summary	\$168,882,928	\$145,286,388	\$108,966,028	\$147,680,002	\$154,884,759
Canada - Other	Canada - Other Dessert Wine	\$19,127	\$6,250	\$4,090	\$3,389	\$6,703
	Canada - Other Fruit Wine	\$5,714	\$2,168	\$4,414	\$11,807	\$3,732
	Canada - Other Ice Wine	\$280,247	\$539,264	\$537,246	\$579,084	\$887,606
	Canada - Other Red Wine	\$110,770	\$215,326	\$210,477	\$184,754	\$209,410
	Canada - Other Rose Wine	\$61,885	\$42,201	\$27,043	\$39,220	\$42,997
	Canada - Other Sparkling Wine	\$386,915	\$658,242	\$368,850	\$411,972	\$387,758
	Canada - Other White Wine	\$359,707	\$449,925	\$359,055	\$531,228	\$635,730
	Summary	\$1,224,365	\$1,913,377	\$1,511,174	\$1,761,454	\$2,173,936
Chile Wine	Chile Fruit and Dessert Wine	\$479	\$799	\$1,438	\$1,279	\$959
	Chile Red Wine	\$4,665,446	\$8,487,364	\$7,124,369	\$5,699,988	\$6,491,413
	Chile Rose Wine	\$480,629	\$296,500	\$330,990	\$615,367	\$524,962
	Chile Sparkling Wine	\$58,278	\$117,186	\$76,931	\$58,246	\$60,016
	Chile White Wine	\$3,024,922	\$3,405,561	\$3,018,011	\$3,198,977	\$3,712,499
	Summary	\$8,229,754	\$12,307,409	\$10,551,739	\$9,573,856	\$10,789,849
China Wine	China Fruit and Dessert Wine	\$5,169	\$20,746	\$15,519	\$10,226	\$14,792
	China Red Wine	\$8,093	\$13,607	\$12,674	\$1,253	\$0
	China White Wine	\$250	\$6,703	\$125	\$1,002	\$125
	Summary	\$13,513	\$41,056	\$28,317	\$12,481	\$14,917
Fortified Wine	Other Fortified Domestic Wine	\$1,018,264	\$856,732	\$553,937	\$718,419	\$800,230
	Other Fortified Import Wine	\$338,850	\$634,106	\$375,329	\$371,096	\$338,144
	Port Wine	\$445,876	\$1,283,407	\$500,823	\$529,415	\$503,862
	Sherry Wine	\$187,070	\$599,682	\$265,878	\$249,089	\$225,084
	Vermouth Wine	\$704,495	\$976,197	\$758,755	\$808,994	\$741,758
	Summary	\$2,694,556	\$4,350,124	\$2,454,722	\$2,677,012	\$2,609,079
France Wine	France Champagne Wine	\$4,661,618	\$10,055,115	\$5,099,440	\$4,377,722	\$5,114,824

Wine Sales (Net \$)

Net Sales \$		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
France Wine	France Fruit and Dessert Wine	\$10,276	\$27,088	\$59,144	\$19,620	\$25,939
	France Red Wine	\$5,557,139	\$15,333,568	\$8,133,217	\$7,192,935	\$13,698,394
	France Rose Wine	\$3,804,091	\$2,360,727	\$1,750,451	\$4,671,147	\$4,306,753
	France Sparkling Wine	\$559,377	\$1,406,459	\$718,462	\$880,778	\$713,098
	France White Wine	\$4,302,512	\$5,215,230	\$4,130,584	\$4,920,363	\$4,908,553
	Summary	\$18,895,013	\$34,398,186	\$19,891,298	\$22,062,566	\$28,767,562
Georgia Wine	Georgia Red Wine	\$51,788	\$86,927	\$61,172	\$60,427	\$56,838
	Georgia Rose Wine	\$0	\$0	\$0	\$0	\$593
	Georgia Sparkling Wine	\$0	\$0	\$0	\$0	\$419
	Georgia White Wine	\$4,200	\$5,282	\$4,743	\$4,067	\$6,505
	Summary	\$55,987	\$92,209	\$65,915	\$64,494	\$64,355
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Germany Red Wine	\$31,304	\$40,759	\$75,439	\$57,811	\$42,567
	Germany Rose Wine	\$13,889	\$4,338	\$7,658	\$13,332	\$11,115
	Germany Sparkling Wine	\$679,815	\$1,482,051	\$571,120	\$858,157	\$706,346
	Germany White Wine	\$959,001	\$1,323,788	\$944,094	\$943,692	\$954,882
	Summary	\$1,684,008	\$2,850,937	\$1,598,310	\$1,872,993	\$1,714,910
Greece Wine	Greece Fruit and Dessert Wine	\$699	\$175	\$1,925	\$1,051	\$0
	Greece Red Wine	\$74,586	\$132,278	\$97,732	\$117,554	\$101,528
	Greece Rose Wine	\$7,368	\$13,856	\$9,486	\$15,974	\$12,065
	Greece Sparkling Wine	\$0	\$2,316	\$2,454	\$8,576	\$7,415
	Greece White Wine	\$84,716	\$135,351	\$96,856	\$138,770	\$114,711
	Summary	\$167,369	\$283,976	\$208,453	\$281,927	\$235,720
Hungary Wine	Hungary Fruit and Dessert Wine	\$20,280	\$29,922	\$31,041	\$25,002	\$16,064
	Hungary Red Wine	\$5,563	\$35,530	\$14,233	\$25,766	\$17,183
	Hungary Rose Wine	\$602	\$0	\$0	\$0	\$900
	Hungary Sparkling Wine	\$123,973	\$174,643	\$79,853	\$137,592	\$188,912
	Hungary White Wine	\$97,678	\$122,979	\$133,435	\$86,623	\$126,272

Wine Sales (Net \$)

Net Sales \$		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Hungary Wine	Summary	\$248,096	\$363,075	\$258,562	\$274,983	\$349,331
Israel Wine	Israel Red Wine	\$20,651	\$41,355	\$38,330	\$18,120	\$42,671
	Israel Rose Wine	\$3,363	\$4,272	\$4,896	\$4,108	\$6,797
	Israel White Wine	\$7,118	\$9,148	\$6,864	\$10,686	\$15,393
	Summary	\$31,132	\$54,774	\$50,090	\$32,913	\$64,862
Italy Wine	Italy Fruit and Dessert Wine	\$4,271	\$14,742	\$14,610	\$13,327	\$6,261
	Italy Red Wine	\$8,934,688	\$19,479,074	\$11,929,055	\$10,932,044	\$10,631,555
	Italy Rose Wine	\$393,770	\$327,401	\$241,443	\$459,545	\$488,863
	Italy Sparkling Wine	\$2,212,459	\$3,323,327	\$1,835,441	\$2,429,267	\$2,387,385
	Italy White Wine	\$5,137,283	\$6,466,214	\$4,803,702	\$6,381,319	\$6,161,518
	Prosecco Wine	\$6,575,298	\$11,390,943	\$4,938,123	\$7,562,482	\$7,516,522
	Summary	\$23,257,768	\$41,001,701	\$23,762,374	\$27,777,984	\$27,192,105
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$519,724	\$838,127	\$498,515	\$522,226	\$508,083
	New Zealand Rose Wine	\$547,749	\$316,106	\$261,589	\$469,276	\$471,778
	New Zealand Sparkling Wine	\$74,803	\$158,394	\$43,157	\$69,044	\$75,202
	New Zealand White Wine	\$10,908,883	\$14,560,702	\$8,606,766	\$13,505,395	\$12,607,305
	Summary	\$12,051,159	\$15,873,330	\$9,410,027	\$14,565,941	\$13,662,368
Other Country Wine	Other Country Fruit and Dessert Wine	\$356,369	\$538,416	\$504,845	\$406,521	\$356,015
	Other Country Red Wine	\$93,978	\$202,103	\$159,556	\$159,432	\$104,571
	Other Country Rose Wine	\$6,393	\$22,503	\$9,417	\$23,964	\$22,694
	Other Country Sparkling Wine	\$12,457	\$37,260	\$12,795	\$14,159	\$14,378
	Other Country White Wine	\$60,079	\$74,725	\$49,474	\$69,920	\$45,937
	Summary	\$529,277	\$875,008	\$736,086	\$673,996	\$543,595
Other Style Wine	Aperitif And Flavoured Wine	\$107,310	\$125,120	\$62,072	\$62,646	\$62,753
	Mead	\$274,929	\$244,725	\$141,574	\$245,053	\$293,665
	Rice Wine	\$51,082	\$101,001	\$89,303	\$71,857	\$62,604
	Summary	\$433,321	\$470,845	\$292,949	\$379,557	\$419,022

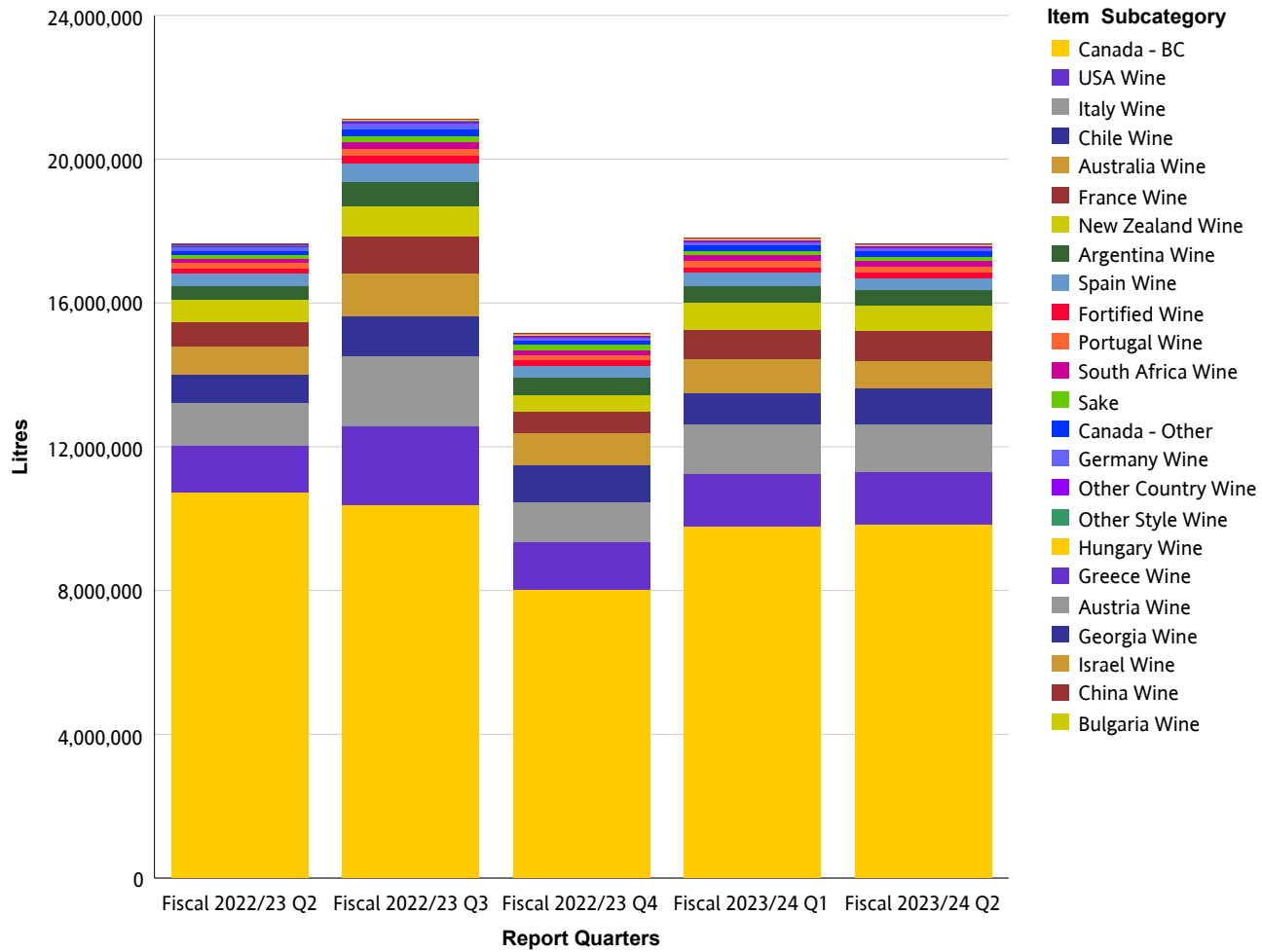
Wine Sales (Net \$)

Net Sales \$		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Portugal Wine	Portugal Fruit and Dessert Wine	\$2,644	\$7,312	\$7,141	\$2,674	\$2,442
	Portugal Red Wine	\$810,466	\$1,484,836	\$1,048,667	\$1,164,841	\$1,129,249
	Portugal Rose Wine	\$241,580	\$212,350	\$143,574	\$272,173	\$284,590
	Portugal Sparkling Wine	\$6,806	\$14,844	\$7,053	\$13,818	\$7,307
	Portugal White Wine	\$723,948	\$593,279	\$455,033	\$799,821	\$811,388
	Summary	\$1,785,444	\$2,312,621	\$1,661,468	\$2,253,327	\$2,234,975
Sake	Japan Sake	\$1,857,108	\$2,904,021	\$2,436,284	\$2,268,546	\$2,179,934
	Other Country Sake	\$74,395	\$71,041	\$73,575	\$68,646	\$100,821
	USA Sake	\$561,809	\$869,477	\$783,209	\$670,768	\$597,269
	Summary	\$2,493,311	\$3,844,540	\$3,293,068	\$3,007,961	\$2,878,024
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$719	\$719	\$11,000	\$4,789
	South Africa Red Wine	\$671,559	\$1,251,824	\$896,443	\$839,016	\$829,879
	South Africa Rose Wine	\$78,448	\$48,010	\$60,148	\$114,470	\$125,753
	South Africa Sparkling Wine	\$1,293	\$3,197	\$5,930	\$2,527	\$2,998
	South Africa White Wine	\$827,449	\$1,218,936	\$1,005,358	\$1,145,336	\$1,158,240
	Summary	\$1,578,749	\$2,522,686	\$1,968,599	\$2,112,349	\$2,121,659
Spain Wine	Spain Fruit and Dessert Wine	\$6,304	\$11,224	\$13,592	\$13,176	\$14,192
	Spain Red Wine	\$2,912,127	\$5,026,320	\$3,682,968	\$3,404,794	\$3,197,428
	Spain Rose Wine	\$228,484	\$115,516	\$114,558	\$259,645	\$291,627
	Spain Sparkling Wine	\$1,288,884	\$2,272,985	\$979,751	\$1,318,251	\$1,402,612
	Spain White Wine	\$445,423	\$430,806	\$409,071	\$504,223	\$524,502
	Summary	\$4,881,222	\$7,856,852	\$5,199,941	\$5,500,089	\$5,430,361
USA Wine	USA Fruit and Dessert Wine	\$226	\$17,830	\$343	\$871	\$3,813
	USA Red Wine	\$19,312,911	\$38,948,792	\$22,126,114	\$24,822,947	\$23,384,390
	USA Rose Wine	\$1,334,048	\$1,141,452	\$845,714	\$1,267,863	\$1,188,933
	USA Sparkling Wine	\$174,706	\$370,876	\$211,417	\$175,506	\$153,019
	USA White Wine	\$6,287,968	\$8,015,283	\$5,315,782	\$7,026,159	\$6,963,030
	Summary	\$27,109,859	\$48,494,233	\$28,499,369	\$33,293,344	\$31,693,185

Wine Sales (Net \$)

Net Sales \$	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Summary	\$292,084,996	\$351,159,074	\$239,671,025	\$295,538,414	\$305,072,495

Wine Sales (Litres)



Wine Sales (Litres)

Wine

Litres		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Argentina Wine	Argentina Red Wine	333,460	620,912	458,691	432,406	379,002
	Argentina Rose Wine	10,072	6,878	3,874	11,471	7,732
	Argentina Sparkling Wine	572	693	886	882	702
	Argentina White Wine	25,946	32,840	24,878	21,603	37,219
	Summary	370,050	661,322	488,330	466,362	424,655
Australia Wine	Australia Fruit and Dessert Wine	0	0	4	100	6
	Australia Red Wine	350,435	649,593	516,939	524,544	382,882
	Australia Rose Wine	28,340	30,681	18,184	26,191	24,044
	Australia Sparkling Wine	50,250	89,186	40,916	61,342	48,914
	Australia White Wine	356,174	415,662	311,720	335,512	318,462
	Summary	785,199	1,185,121	887,764	947,689	774,308
Austria Wine	Austria Fruit and Dessert Wine	36	88	34	22	40
	Austria Red Wine	931	1,849	1,638	1,108	1,072
	Austria Rose Wine	126	153	202	225	304
	Austria Sparkling Wine	99	162	9	122	112
	Austria White Wine	2,097	2,524	3,899	3,861	3,888
	Summary	3,289	4,775	5,782	5,338	5,418
Bulgaria Wine	Bulgaria Red Wine	0	0	0	0	0
	Bulgaria Rose Wine	0	0	0	0	0
	Bulgaria White Wine	0	0	0	0	0
	Summary	0	0	0	0	0
Canada - BC	Canada - BC Dessert Wine	9,292	5,315	2,281	5,296	7,672
	Canada - BC Fruit Wine	86,195	64,911	32,186	65,610	77,761
	Canada - BC Ice Wine	8,150	8,053	6,294	8,221	10,696
	Canada - BC Red Wine	4,133,298	4,982,549	3,625,031	3,870,523	3,841,313
	Canada - BC Rose Wine	826,680	395,787	394,632	760,876	770,990

Wine Sales (Litres)

Litres		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Canada - BC	Canada - BC Sparkling Wine	283,330	192,896	120,364	198,483	224,494
	Canada - BC White Wine	5,375,530	4,738,551	3,845,614	4,888,989	4,902,406
	Summary	10,722,475	10,388,063	8,026,400	9,797,999	9,835,332
Canada - Other	Canada - Other Dessert Wine	262	53	34	28	91
	Canada - Other Fruit Wine	580	222	368	956	323
	Canada - Other Ice Wine	3,608	6,619	6,532	7,041	9,463
	Canada - Other Red Wine	9,540	19,374	20,871	14,393	18,833
	Canada - Other Rose Wine	7,388	3,078	2,319	3,279	3,813
	Canada - Other Sparkling Wine	51,483	93,182	51,699	54,079	54,440
	Canada - Other White Wine	38,057	48,603	37,592	56,251	66,007
	Summary	110,917	171,131	119,415	136,026	152,970
Chile Wine	Chile Fruit and Dessert Wine	14	22	40	36	27
	Chile Red Wine	429,464	744,955	671,919	492,007	588,441
	Chile Rose Wine	51,643	32,399	36,365	62,683	51,582
	Chile Sparkling Wine	3,439	6,340	4,252	3,098	3,315
	Chile White Wine	297,680	331,195	295,978	305,470	348,551
	Summary	782,239	1,114,912	1,008,554	863,295	991,916
China Wine	China Fruit and Dessert Wine	204	594	525	344	422
	China Red Wine	90	248	32	45	0
	China White Wine	9	202	4	36	4
	Summary	303	1,044	561	425	426
Fortified Wine	Other Fortified Domestic Wine	61,492	66,743	48,681	53,589	51,735
	Other Fortified Import Wine	18,167	30,527	19,359	19,193	16,607
	Port Wine	12,971	39,828	14,639	16,099	14,696
	Sherry Wine	8,832	27,839	11,771	10,972	9,958
	Vermouth Wine	54,375	76,686	56,284	59,186	54,542
	Summary	155,837	241,622	150,733	159,040	147,538
France Wine	France Champagne Wine	47,616	104,568	48,010	38,370	46,970

Wine Sales (Litres)

Litres		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
France Wine	France Fruit and Dessert Wine	130	279	378	156	285
	France Red Wine	231,460	538,696	297,852	292,258	333,426
	France Rose Wine	209,566	135,913	92,774	251,227	235,576
	France Sparkling Wine	26,644	67,620	35,975	46,346	34,342
	France White Wine	156,692	197,249	142,770	182,331	176,779
	Summary	672,109	1,044,325	617,759	810,687	827,377
Georgia Wine	Georgia Red Wine	2,511	4,203	2,979	2,916	2,601
	Georgia Rose Wine	0	0	0	0	14
	Georgia Sparkling Wine	0	0	0	0	9
	Georgia White Wine	173	234	225	180	202
	Summary	2,684	4,437	3,204	3,096	2,826
Germany Wine	Germany Fruit and Dessert Wine	0	0	0	0	0
	Germany Red Wine	1,534	1,958	1,810	1,744	1,440
	Germany Rose Wine	582	210	328	526	451
	Germany Sparkling Wine	38,685	91,195	31,063	49,273	36,612
	Germany White Wine	60,277	81,302	55,130	55,312	57,999
	Summary	101,078	174,664	88,332	106,856	96,502
Greece Wine	Greece Fruit and Dessert Wine	36	9	99	54	0
	Greece Red Wine	4,634	6,982	5,271	5,558	5,027
	Greece Rose Wine	270	508	495	598	392
	Greece Sparkling Wine	0	81	63	238	207
	Greece White Wine	5,816	7,076	5,556	6,458	6,371
	Summary	10,756	14,656	11,484	12,907	11,997
Hungary Wine	Hungary Fruit and Dessert Wine	374	571	507	382	273
	Hungary Red Wine	405	2,754	999	1,980	1,030
	Hungary Rose Wine	45	0	0	0	27
	Hungary Sparkling Wine	8,972	13,340	5,010	8,522	11,780
	Hungary White Wine	8,156	9,530	10,418	5,901	9,026

Wine Sales (Litres)

Litres		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Hungary Wine	Summary	17,950	26,194	16,933	16,784	22,136
Israel Wine	Israel Red Wine	945	1,665	1,485	683	1,557
	Israel Rose Wine	162	180	189	153	252
	Israel White Wine	342	405	286	432	531
	Summary	1,449	2,250	1,960	1,268	2,340
Italy Wine	Italy Fruit and Dessert Wine	44	147	116	118	67
	Italy Red Wine	398,748	788,496	500,885	478,364	460,497
	Italy Rose Wine	20,040	16,984	12,505	22,592	24,016
	Italy Sparkling Wine	118,649	162,749	94,168	122,791	120,411
	Italy White Wine	322,987	393,602	287,025	392,309	369,509
	Prosecco Wine	326,281	567,926	237,138	358,583	350,004
	Summary	1,186,749	1,929,905	1,131,836	1,374,758	1,324,504
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	22,120	34,888	20,210	22,654	21,567
	New Zealand Rose Wine	29,954	15,681	13,040	23,738	24,657
	New Zealand Sparkling Wine	3,308	7,587	1,832	3,204	3,474
	New Zealand White Wine	573,286	776,278	427,514	718,274	662,394
	Summary	628,667	834,435	462,595	767,870	712,092
Other Country Wine	Other Country Fruit and Dessert Wine	20,471	26,454	24,875	21,846	19,419
	Other Country Red Wine	4,500	8,356	5,964	5,437	4,180
	Other Country Rose Wine	230	638	326	1,034	910
	Other Country Sparkling Wine	302	1,059	424	485	560
	Other Country White Wine	2,176	2,632	1,699	2,436	2,315
	Summary	27,678	39,139	33,289	31,238	27,384
Other Style Wine	Aperitif And Flavoured Wine	7,232	8,065	3,761	4,124	3,624
	Mead	10,794	8,493	4,891	9,404	11,781
	Rice Wine	3,958	7,998	7,203	5,904	5,800
	Summary	21,984	24,556	15,855	19,432	21,205

Wine Sales (Litres)

Litres		Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Portugal Wine	Portugal Fruit and Dessert Wine	76	169	112	58	50
	Portugal Red Wine	65,480	118,484	84,226	91,698	89,567
	Portugal Rose Wine	23,924	19,691	12,006	25,366	24,408
	Portugal Sparkling Wine	252	590	274	789	294
	Portugal White Wine	54,408	41,575	30,324	59,206	56,945
	Summary	144,140	180,508	126,944	177,118	171,264
Sake	Japan Sake	49,525	79,024	71,613	61,227	60,155
	Other Country Sake	3,279	2,936	2,643	2,723	3,662
	USA Sake	59,124	90,577	80,427	66,596	58,274
	Summary	111,928	172,536	154,683	130,545	122,091
South Africa Wine	South Africa Fruit and Dessert Wine	0	4	4	68	30
	South Africa Red Wine	48,500	86,654	63,906	58,674	57,190
	South Africa Rose Wine	6,791	3,668	5,004	8,892	10,216
	South Africa Sparkling Wine	63	130	324	81	133
	South Africa White Wine	68,570	100,387	84,092	89,986	89,612
	Summary	123,924	190,843	153,331	157,700	157,180
Spain Wine	Spain Fruit and Dessert Wine	144	322	414	475	417
	Spain Red Wine	215,100	346,542	236,232	233,007	201,460
	Spain Rose Wine	24,747	9,589	9,302	23,270	26,556
	Spain Sparkling Wine	76,189	131,094	54,068	70,141	75,357
	Spain White Wine	32,359	24,830	22,167	32,801	28,593
	Summary	348,539	512,378	322,182	359,693	332,383
USA Wine	USA Fruit and Dessert Wine	10	353	15	24	96
	USA Red Wine	846,304	1,632,531	940,071	975,253	1,008,516
	USA Rose Wine	102,358	99,721	72,414	90,243	82,498
	USA Sparkling Wine	6,884	13,958	7,438	6,165	5,702
	USA White Wine	359,192	454,055	293,347	378,005	375,976
	Summary	1,314,748	2,200,618	1,313,286	1,449,690	1,472,788

Wine Sales (Litres)

Litres	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4	Fiscal 2023/24 Q1	Fiscal 2023/24 Q2
Summary	17,644,692	21,119,436	15,141,212	17,795,816	17,636,631

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.