

2022 OASC Jurisdiction Report

Alcool NB Liquor



Beverage Alcohol Financial Results*

\$000,000	Fiscal 2021/22	Fiscal 2020/21	\$ Δ	% Δ
Net Sales	508,564	494,356	14,208	2.9%
Gross Margin	272,024	265,554	6,470	2.4%
Other Income	3,111	2,974	137	4.6%
Total Expenses	76,435	69,162	7,273	10.5%
Net Income	198,700	199,366	(666)	(0.3%)
CAPEX	1,311	3,074	(1,763)	(57.4%)

Product Details

Sales in Litres (000's)	Fiscal 2021/22	Fiscal 2020/21	Litres Δ	% Δ
Spirits	3,553	3,489	64	1.8%
Wines	7,693	7,619	74	1.0%
Beers	49,165	50,629	(1,464)	(2.9%)
Refreshments* <i>(including Ciders)</i>	8,964	8,190	774	9.5%
Liqueurs				

* Include all Ready to Drink products including Cider and Seltzer Products



Product Details

Gross Sales in \$000,000	Fiscal 2021/22	Fiscal 2020/21	\$ Δ	% Δ
Spirits	122,849	119,133	3,716	3.1%
Wines	114,094	109,889	4,205	3.8%
Beers	218,453	217,990	463	0.2%
Refreshments*	63,982	58,391	5,591	9.6%
Non-Liquor	506	556	(50)	(9.0%)

* Include all Ready to Drink products including Cider and Seltzer Products



Fiscal 2022/23 YTD Beverage Alcohol Financial Results

(To Current Fiscal Year-to-Date) *Unaudited

\$000,000	Fiscal 2022/23 (April-June)	Fiscal 2021/22 (April-June)	\$ Δ	% Δ
Net Sales	130,500	126,789	3,711	2.9%
Gross Margin	69,614	68,342	1,272	1.9%
Total Expenses	17,359	16,677	682	4.1%
Net Income	52,255	51,665	590	1.1%

Gross Sales in \$000,000	Fiscal 2022/23 (April-June)	Fiscal 2021/22 (April-June)	\$ Δ	% Δ
Spirits	29,350	27,667	1,683	6.1%
Wines	27,081	25,938	1,143	4.4%
Beers	58,060	57,674	386	0.7%
Refreshments* <i>(including Ciders)</i>	19,057	18,292	765	4.2%
Non-Liquor	122	128	(6)	(4.7%)



WHAT'S NEW?

- Evolution of Channel Strategy
- Post Covid – Public tastings back since June
- Hybrid working model
- Embarking on 5 year full ERP system replacement
- Tabled new Brand Strategy
- Local Craft producers Policy work
- Licensee channel sales higher than expected
- CSR Accountability with Agent partners
- Overall focus of CSR strategy, safe ride and food security
- Federal Legislation around food and environment
 - Traceability
 - Single use plastics



WHAT'S NEW?

- Beer - Decline in Domestic Mainstream and increase in Premium Beer. Large pack sizes are the preference.
- Spirits - Consistent growth in Spirits, significant Tequila growth
- Coolers - Large pack size growth in Cooler, slowing growth overall
- Wine – Healthy, growth in Sparkling/Rose/Dessert



EMERGING ISSUES

- Supply Chain Challenges and shortages
- Rising shipping costs (fuel surcharge/ocean freight)
- Rising Vendor Costs and Inflation
- Decrease in transaction count
- Employee recruitment

Questions?

