

2022 OASC Jurisdiction Report

Nunavut



Beverage Alcohol Financial Results*

\$000	Fiscal 2021/22	Fiscal 2020/21	\$ Δ	% Δ
Net Sales	16,840	16,194	646	4.0%
Gross Margin	9,389	8,155	1,234	15.1%
Total Expenses	6,332	5,282	1,049	20.0%
Net Income	3,057	2,872	185	6.4%
CAPEX	857	183	674	368.5%

* Please do not include Cannabis Results



Product Details

9 Litre Equivalent Cases (000's)	Fiscal 2021/22	Fiscal 2020/21	Cases Δ	% Δ
Spirits	3.0	3.3	(0.3)	(10.9%)
Wines	15.5	16.4	(0.9)	(6.1%)
Beers	146.5	150.6	(4.1)	(2.8%)
Refreshments* <i>(including Ciders)</i>	20.9	11.6	9.3	44.8%
Liqueurs	0.3	0.3	0.0	0.0%

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



Product Details

Sales in 000	Fiscal 2021/22	Fiscal 2020/21	\$ Δ	% Δ
Spirits	1,365	1,405	(40)	(2.9%)
Wines	2,971	3,208	(237)	(8.0%)
Beers	10,610	10,430	180	1.7%
Refreshments*	1,767	1,003	764	43.2%
Liqueurs	127	148	(22)	(17.1%)

* 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 - July)

\$000	Fiscal 2022/23 (April-July)	Fiscal 2021/22 (April-July)	\$ Δ	% Δ
Net Sales	6,901	5,451	1,450	26.6%
Gross Margin	3,848	2,745	1,003	36.5%
Total Expenses	2,103	1,937	165	8.5%
Net Income	1,745	808	937	116.1%
Sales in 000	Fiscal 2022/23 (April-July)	Fiscal 2021/22 (April-July)	\$ Δ	% Δ
Spirits	500	471	29	6.1%
Wines	993	987	6	0.6%
Beers	4,557	3,408	1,149	33.7%
Refreshments (including Cider Products)	790	551	239	43.5%
Liqueurs	62	34	27	78.8%



WHAT'S NEW?

Grant Hipfner appointed as Director of NULC in April 2022 after Daniel Young moved to Assistant Deputy Minister of Finance

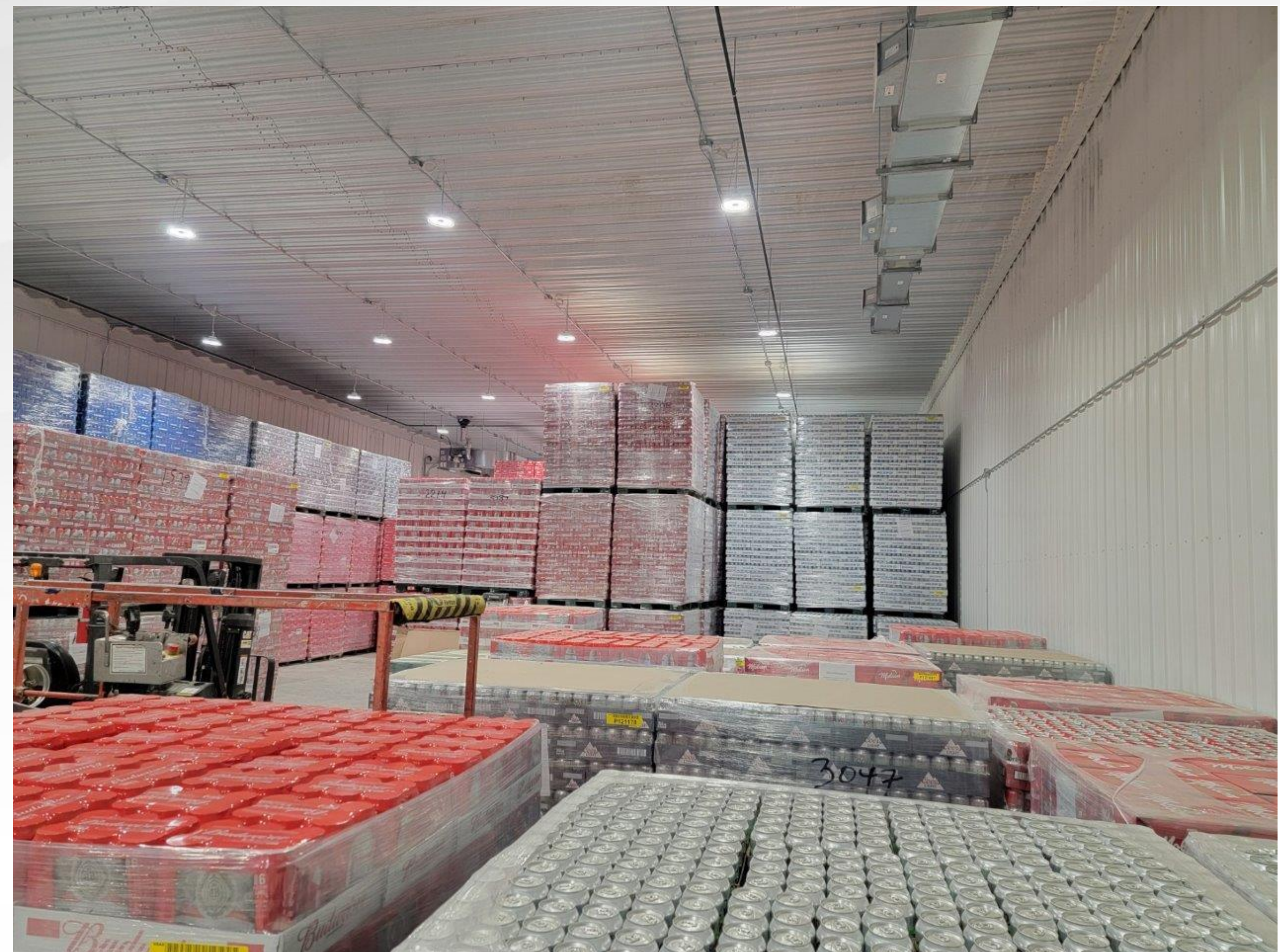
2nd NULC Store opened in Rankin Inlet Dec 4/21.

1st NULC Store opened in Iqaluit Sept 6/17 and was approved in 2021 to move past the pilot project stage.

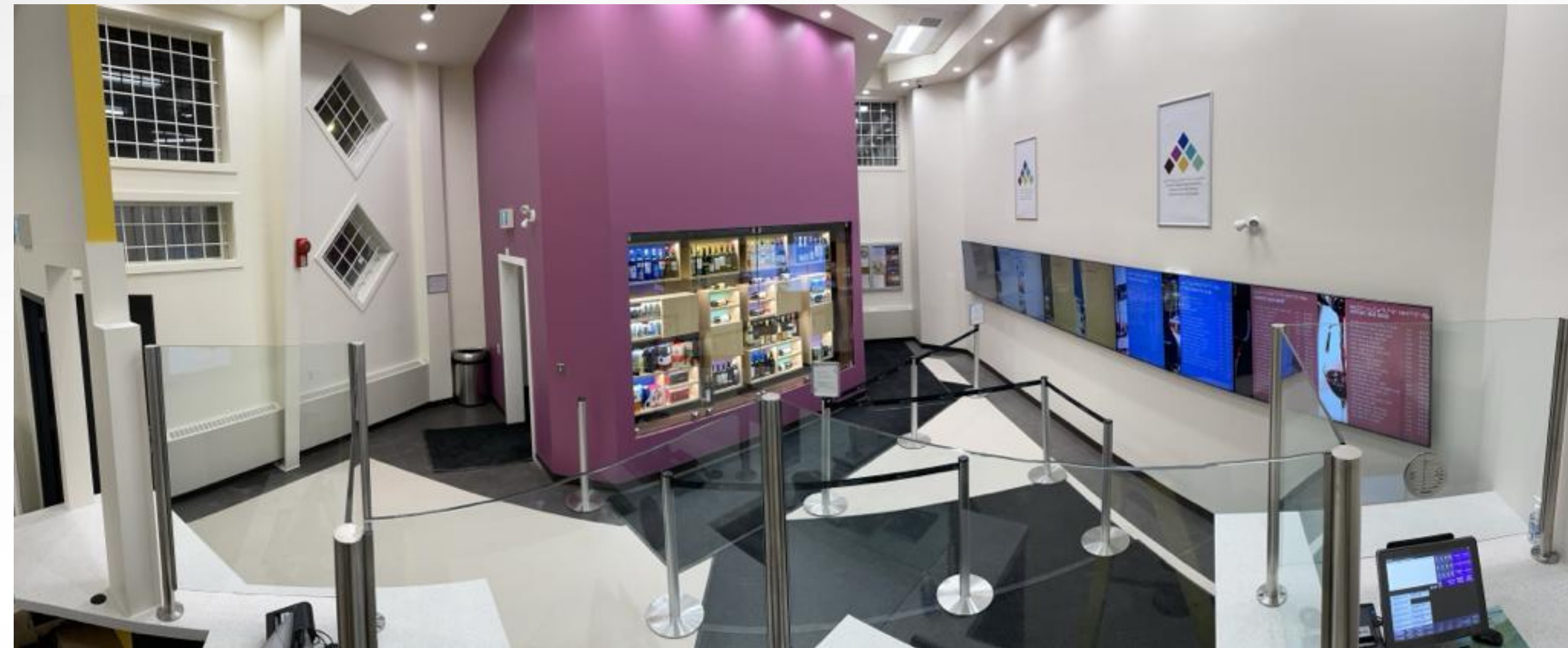
2 x 10,000 sq/ft warehouses came online for the Iqaluit operations, allowing for streamlined warehouse operations under one location. This allowed for inventory to **no longer be flown**, a savings of about \$1.3 million in transportation costs so far in 2022.



WHAT'S NEW?



WHAT'S NEW?



EMERGING ISSUES



Questions?

