

# 2022 OASC Jurisdiction Report

# British Columbia Liquor Distribution Branch



# Beverage Alcohol Financial Results\*

\$000,000	Fiscal 2021/22	Fiscal 2020/21	\$ Δ	% Δ
Net Sales	3,933.6	3,807.4	126.2	3.3
Gross Margin	1,610.3	1,582.0	28.3	1.8
Total Expenses	429.8	420.5	9.3	2.2
Net Income	1,192.7	1,170.8	21.9	1.9
CAPEX	9.7	9.5	0.2	2.1

\* Expenses include an allocation of head office expenses

# Product Details

9 Litre Equivalent Cases (000's)	Fiscal 2021/22	Fiscal 2020/21	Cases $\Delta$	% $\Delta$
Spirits	3,380.8	3,315.0	65.8	2.0
Wines	8,593.9	8,862.0	(268.1)	(3.0)
Beers	29,979.0	30,060.2	(81.2)	(0.3)
Refreshments* <i>(including Ciders)</i>	9,862.7	9,463.3	399.4	4.2
Liqueurs <i>(included in Spirits)</i>	528.2	517.9	10.3	2.0

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



# Product Details

Sales in 000,000	Fiscal 2021/22	Fiscal 2020/21	\$ Δ	% Δ
Spirits	1,044.4	999.1	45.3	4.5
Wines	1,305.1	1,271.9	33.2	2.6
Beers	1,130.0	1,112.7	17.3	1.6
Refreshments*	450.2	420.8	29.4	7.0
Liqueurs <i>(included in Spirits)</i>	146.9	142.3	4.6	3.2

\* 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)

\$000,000	Fiscal 2022/23 (April-June)	Fiscal 2021/22 (April-June)	\$ Δ	% Δ
Net Sales	1,052.6	1,015.8	36.8	3.6
Gross Margin	424.7	419.7	5.0	1.2
Total Expenses	107.3	105.7	1.6	1.5
Net Income	323.1	317.0	6.1	1.9
Sales in 000,000	Fiscal 2022/23 (April-June)	Fiscal 2021/22 (April-June)	\$ Δ	% Δ
Spirits	268.7	247.8	20.9	8.4
Wines	341.0	307.5	33.5	10.9
Beers	311.8	316.8	(5.0)	(1.6)
Refreshments (including Cider Products)	130.1	142.7	(12.6)	(8.8)
Liqueurs (included in Spirits)	33.8	31.4	2.4	7.6



## WHAT'S NEW?

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- Implemented flexible work program (minimum 2 days in office)
- Hospitality sales rebound as consumers dine out and COVID-19 restrictions relax
- Supply chain delays (ongoing Russia/Ukraine conflict)
- Shifts in product mix – refreshment growth slowed
- Labour shortages
- Inflation

## WHAT'S NEW?

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- Federal government  
CARM project  
Removal of excise exemption on domestic wine (June 2022)
- Collective agreement expired

## EMERGING ISSUES

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- Concerns about inflation could change consumer consumption  
Shift toward lower priced products
- Potential labour strike
- Continuing government support of industry
- Potential recession
- Climate change (heat domes, floods)

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# Questions?

