

2022 OASC Jurisdiction Report

Yukon



Beverage Alcohol Financial Results*

\$000,000	Fiscal 2021/22	Fiscal 2020/21	\$ Δ	% Δ
Net Sales	\$42	\$42	-	-
Gross Margin	\$18	\$18	-	-
Total Expenses	\$10	\$10	-	-
Net Income	\$8	\$8		
CAPEX	0	\$0.35		

* Please do not include Cannabis Results

Product Details

In Hectolitres	Fiscal 2021/22	Fiscal 2020/21	Hectolitres Δ	% Δ
Spirits (including Coolers & Liqueurs)	11,832	11,176	656	5.9%
Wines	5,457	5,987	(530)	(8.9%)
Beers (including Ciders)	36,437	37,757	(1,320)	(3.5%)

Product Details

Sales in \$000,000	Fiscal 2021/22	Fiscal 2020/21	\$ Δ	% Δ
Spirits (including Coolers Liqueurs)	\$17	\$17	-	-
Wines	\$8	\$8	-	-
Beers (including Ciders)	\$17	\$17	-	-

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	\$11	\$11	-	-
Gross Margin	\$4	\$4	-	-
Total Expenses	\$2	\$3	-	-
Net Income	\$2	\$2	-	-

Sales in 000,000	Fiscal 2022/23 (April-June)	Fiscal 2021/22 (April-June)	\$ Δ	% Δ
Spirits (including Liqueurs)	\$4	\$4	-	-
Wines	\$2	\$2	-	-
Beers (including Coolers & Ciders)	\$5	\$5	-	-



WHAT'S NEW?

New President: Dennis Berry
New Minister: Hon Ranj Pillai

With new Executive Team members continued process improvements including new markup structure, effectively increasing wholesale discount by 5% to 17% December 2021



EMERGING ISSUES

- With Cannabis industry evolving since legalization, more analysis needed from shared liquor personnel.
- Direct to Consumer Federal Working Group might impact Yukon Liquor Legislation (Current only through YLC Stores and Licensed Retailers)
- Increased requests for Yukon Liquor Store Sales data, no existing policy, will need to do research on privacy impact and potential revenue source

Questions?

