



NEWS RELEASE

August 2, 2022

NB Liquor releases first quarter results for 2022-2023

Fredericton, NB - NB Liquor released its unaudited results for the first quarter ended July 3, 2022. Total product sales for the quarter were \$133.7 million, an increase of 3.1 per cent compared to the same period last year. Net income for the quarter was \$52.3 million, 1.4 per cent ahead of the prior year's first quarter net income of \$51.6 million.

Key product sales trends for the first quarter (April 4, 2022 - July 3, 2022) compared to the first quarter last year were:

- wine sales increased 4.4 per cent, up \$1.1 million
- spirit sales increased 6.1 per cent, up \$1.7 million
- beer sales increased 0.7 per cent, up \$0.4 million and
- sales of coolers and cider increased 4.2 per cent, up \$0.8 million

ANBL continued to work closely with international supply chain partners and suppliers this quarter to navigate supply chain challenges, and the experienced ANBL team was able to continue to meet customer needs by recommending a wide-range of alternative portfolio products.

In case you missed it

ANBL Partners with Food Depot Alimentaire

As part of its overall Corporate Social Responsibility Strategy, ANBL is focusing its community support efforts on food security to ensure contributions from ANBL have a broad reach, and a strong and direct impact in various NB communities.

This spring, ANBL partnered with the Food Depot Alimentaire, a non-profit charitable organization that serves over 100 partner agencies including 63 food banks throughout the province. In the spring, ANBL donated \$25,000 to Food Depot Alimentaire towards food bank community gardens and supplies, as well as \$10,000 towards warehouse repair costs. More information about the initiative can be found [here](#).

Launch of a Local producer advisory committee

As part of its multi-year Local Producer Strategy, ANBL held its first Local Producer Advisory Committee meeting on June 27, 2022. This committee, comprised of ANBL and representatives from all categories of local alcohol producers in the province, was established as a collaborative forum to share information, hear feedback from producers, and share industry best practices. More information about the committee can be found [here](#).

Launch of first ever pilot program with Elsipogtog Community

ANBL leadership was pleased to launch a First Nations Agency Store Pilot Program in partnership with the community of Elsipogtog. The community is working towards opening its first ANBL agency store later in 2022 in the Elsipogtog Commercial Centre. The First Nations Agency Store Pilot Program is designed to create a partnership between ANBL and select First Nations communities, through the provision of improved customer service and an enhanced shopping experience. More information about the program can be found [here](#).

About ANBL

ANBL is a provincial Crown corporation responsible for the purchase, importation, distribution and retail activity for all alcoholic beverages in the province. It serves the public and licensees through 40 corporate retail outlets, 88 private agency store outlets, 87 local producer agency stores, and 73 grocery stores selling wine, cider and beer, as of July 3, 2022. Its product portfolio comprises more than 2,500 products, including wines, spirits, beers and other products, such as coolers and cider products, and locally produced alcoholic beverages.

Over the course of the last 46 years, ANBL has built a network of stores in more than 29 communities around the province, and currently employs roughly 480 people.

Under an accounting convention common in the retail industry, the Corporation follows a 52-week reporting cycle, which periodically necessitates a fiscal year of 53 weeks. The Corporation's fiscal year ends on the Sunday closest to March 31. Typically, the inclusion of an extra week occurs every fifth or sixth fiscal year due to the Corporation's floating year-end date. Fiscal 2022-2023 is a 52-week year.

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