



NEWS RELEASE

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NB Liquor releases third quarter results for 2021-2022

Fredericton, NB – ANBL released its unaudited results for the third quarter ended December 26, 2021. Total sales for the quarter (13 weeks) were \$135.1 million, 2.1 per cent higher than the quarter ended December 27, 2020 (13 weeks).

Key product sales trends for the third quarter (September 27, 2021 - December 26, 2021) compared to the third quarter last year (September 28, 2020 - December 27, 2020) were:

- Wine sales increased 2.3 per cent, up \$0.8 million
- Spirit sales increased 3.1 per cent, up \$1.1 million
- Beer sales decreased 0.5 per cent, down \$0.3 million and
- Ready-to-drink beverages and cider sales increased 9.7 per cent, up \$1.1 million

“I wish to take this opportunity to once again thank our customers and our team across the province who have remained diligent with evolving COVID-19 protocols over the past 2 years,” said Lori Stickle, ANBL President and CEO. “Our team has remained resilient throughout and have kept offering a great service to New Brunswickers.”

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, 89 local producer agency stores, and 67 grocery stores selling wine, cider and, as of October 31, 2019, beer. Its product portfolio comprises more than 2,491 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 33 communities around the province, and currently employs roughly 477 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. The next 53-week year will occur in this fiscal, 2021-2022.

Media contact:

Marie-Andrée Bolduc
Director of communications
(506) 429-4695
media.relations@anbl.com