



## News Release

January 30, 2024

### ANBL releases third quarter results for 2023-2024

**Fredericton, NB** – ANBL released its unaudited (draft) results for the third quarter ended December 31, 2023. Total product sales for the quarter (13 weeks) were \$141.5 million, an increase of 2.8 per cent compared to the same period last year (13 weeks). Net income for the quarter was \$55.3 million, 2.4 per cent higher than prior year's third quarter net income of \$54.0 million.

Key product sales trends for the third quarter (October 2nd, 2023 to December 31st, 2023) compared to the third quarter last year (October 3rd, 2022 to January 1st, 2023) were:

- wine sales increased 1.4 per cent, up \$0.5 million
- spirit sales increased 1.9 per cent, up \$0.7 million
- beer sales increased 1.8 per cent, up \$1.0 million and
- sales of coolers and cider increased 12.5 per cent, up \$1.7 million

Coolers and Ciders continue to demonstrate a strong performance, through the identification of new occasions and innovation launches to reduce the historical impacts of seasonality on the portfolio. The same category performance is being realized in the Local Producer channel. In-store traffic continues to trend below prior year.

More information about the quarter results can be found [here](#).

### In case you missed it

#### MADD Canada and ANBL bring sober driving message to students across NB

MADD Canada's School Program is back in New Brunswick to deliver its life-saving sober driving message to students, with support from Alcool NB Liquor (ANBL). MADD Canada's School Program is delivered to students in Grades 7 – 12. The educational videos engage young people in a realistic conversation about what is truly at stake when someone drives impaired and equips them with the knowledge and inspiration to never drive impaired or ride with an impaired driver. Learn more [here](#).

#### Food Security and Corporate Social Responsibility

In the area of community support, ANBL team members have donated over \$45,000 in food and cash donations this quarter, bringing the total value of all donations contributed to food banks around the province to \$237,499.

## 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, 90 private agency store outlets, 96 local producer agency stores, and 68 grocery stores selling wine, cider and beer, as of April 3, 2023. Its product portfolio comprises more than 2,300 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 48 years, ANBL has built a network of stores in more than 29 communities around the province, and currently employs approximately 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 2023-2024 is a 52-week year.

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