



NEWS RELEASE

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ANBL releases fourth quarter results and unaudited year end results for 2022-2023

Fredericton, NB – ANBL released its fourth quarter and unaudited year end results ended April 2, 2023. Total product sales for the quarter (13 weeks) were \$103.9 million, a decrease of 3.2 per cent compared to the same period last year (14 weeks). Net income for the quarter was \$35.9 million, 6.1 per cent below prior year's fourth quarter net income of \$38.3 million.

Key product sales trends for the fourth quarter (January 2nd, 2023 to April 2nd, 2023) compared to the fourth quarter last year were (December 27th, 2021 to April 3rd, 2022):

- wine sales decreased 9.0 per cent, down \$2.2 million
- spirit sales decreased 2.6 per cent, down \$0.7 million
- beer sales decreased 2.1 per cent, down \$0.9 million and
- sales of coolers and cider increased 4.5 per cent, up \$0.5 million

ANBL's Total Product Sales reached record levels, driven by growth in the Spirits and Coolers & Ciders categories. Consumers continued showing preference for premium Spirits products, with whisky continuing as a top performing subcategory, outpacing both volume and revenue targets. Beer sales declined year-over-year, in-line with national trends.

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

"I'm very proud of the ANBL team's commitment to serving New Brunswickers," said Lori Stickles, ANBL's President and CEO. "We have continued to navigate the changing environment, serve our customers with excellence, focus on our foundational elements, and saw another year of record sales throughout our channels, surpassing our \$514 million sales target for the 2022-23 fiscal year."

Preliminary, draft and unaudited sales for the 52-week fiscal year ended April 2, 2023 were \$523.3 million, up \$3.4 million, or 0.6%, from the previous 53-week fiscal year, which ended April 3, 2022. Preliminary, draft and unaudited net earnings for the year were \$199.6 million, up 0.5% compared to fiscal year 2021-2022's results of \$198.7 million. Audited statements will be included in the corporation's annual report.

In case you missed it

ANBL and Local Alcohol Producers commit to ongoing committee meetings

ANBL and the Local Alcohol Producer Advisory Committee held their third meeting on January 10, 2023. During this committee meeting, comprised of ANBL and representatives from all categories of local alcohol producers in the province, there was commitment by all parties that the committee continue beyond its original proposed one-year term. More information can be found [here](#).

Safe Ride Program

During the final quarter of this fiscal year, ANBL sponsored two major events showcasing the Safe Ride program, providing patrons with a free ride home, and alleviating concerns around impaired driving. At the World Pond Hockey Tournament, approximately 1800 patrons took advantage of the Safe Ride buses provided for free, and at the Fredericton Craft Beer Festival, over 600 event patrons received a free taxi ride home.

Food Security and Corporate Social Responsibility

In the area of community support, ANBL team members executed an additional 95 hours of volunteer work in their communities, in addition to the 583 hours already contributed this year. Also, continuing in the fight against food insecurity, ANBL donated over \$62,000 in cash and food donations to food banks around the province.

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, 91 local producer agency stores, and 68 grocery stores selling wine, cider and beer, as of April 2, 2023. Its product portfolio comprises more than 2,334 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 47 years, ANBL has built a network of stores in more than 29 communities around the province, and currently employs roughly 472 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 (fiscal 2021-2022 was a 53-week year). 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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