



ANBL reports unaudited fourth quarter and year end results – 2019-2020

April 28, 2020

Fredericton, NB – Alcool NB Liquor released its unaudited results for the fourth quarter ended March 29, 2020. Total sales for the quarter (13 weeks) were \$93.2 million, 0.3 per cent higher than the quarter ended on March 31, 2019 (14 weeks).

Preliminary, unaudited net earnings for the quarter were \$32.3 million.

The last two weeks of the quarter marked the beginning of emergency measures to respond to COVID-19 requiring ANBL to adapt very quickly to ensure customer and team safety. It is estimated that the impact of COVID-19 on sales during the last two weeks of the quarter was an increase of approximately 12 per cent. In addition, during the same period additional expenses in response to COVID-19 totalled approximately \$600,000.

Key product sales trends for the fourth quarter (December 30, 2019 – March 29, 2020) compared to the fourth quarter last year (December 24, 2018 – March 31, 2019) were:

- wine sales decreased 0.2 per cent, down \$0.04 million
- spirit sales increased 0.6 per cent, up \$0.15 million
- beer sales decreased 1.3 per cent, down \$0.54 million and
- sales of ciders and coolers increased 11.0 per cent, up \$0.65 million

Preliminary, unaudited sales for the fiscal year ended March 29, 2020 were \$449.1 million, up \$16.1 million (3.7 per cent) from the previous fiscal year 2018-2019, which ended March 31, 2019. Preliminary, unaudited net earnings for the year were \$173.8 million, up 2.8% compared to fiscal year 2018-2019's results of \$169.0 million. Audited statements will be included in the corporation's annual report. ANBL also released the expenses of the board of directors and of the President and Chief Executive Officer for the fourth quarter. The expenses are available [online](#).

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 41 corporate retail outlets, 87 private convenience store outlets and 66 grocery stores. Its product portfolio comprises thousands of products, including wines, spirits, beers and other products, such as cider and coolers and a large portfolio of locally produced beverage alcohol products.

ANBL's results are reported on a retail reporting cycle which is typically 52 weeks but 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 fiscal 2022.

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