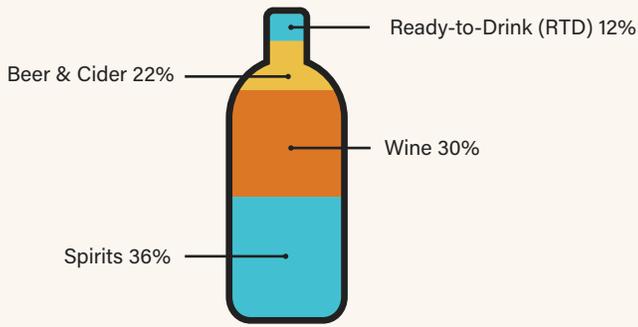


LCBO Quarterly Update Q1 2023 April 1 - June 17

TOTAL SALES

\$1,584,000,000



AEROPLAN PROGRAM HIGHLIGHTS

AEROPLAN MEMBERS

1,700,000

AVERAGE NUMBER OF TRANSACTIONS*

2.7X

BONUS PRODUCTS PURCHASED based on average since launch



UNITS SOLD

147,000,000



CUSTOMER TRANSACTIONS*

29,000,000



PRODUCTS AVAILABLE

38,000



VOLUME SOLD (IN LITRES)

135,000,000

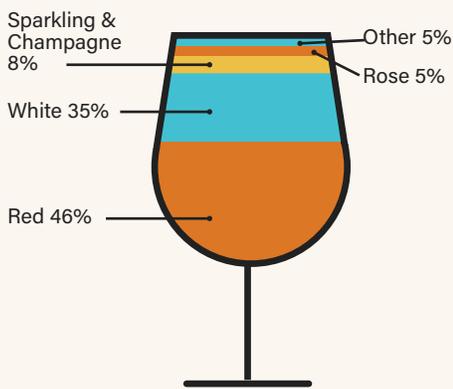
*The transaction number includes retail stores, warehouses, eCommerce and specialty services.

TOP SELLING WINE

BY NET SALES

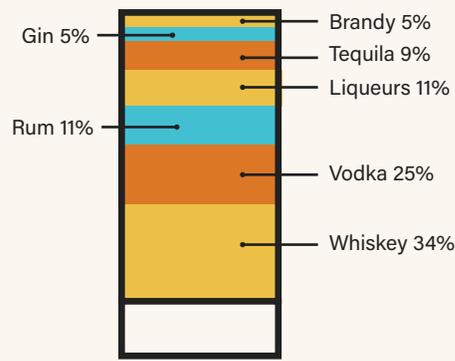
- J.Loehr
- Kim Crawford
- Santa Margherita
- Josh Cellars
- Tom Gore
- Bread & Butter
- Oyster Bay
- Peller Estates
- Fantini
- Jackson-Triggs

BY CATEGORY



TOP SELLING SPIRITS

BY CATEGORY



BY NET SALES

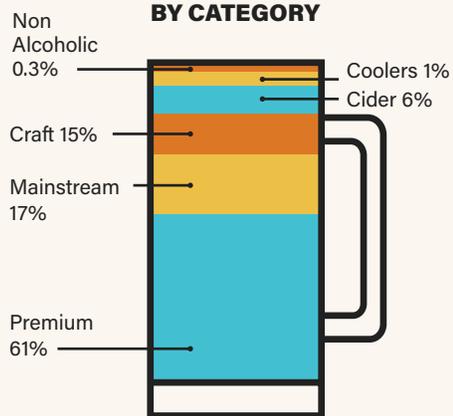
- Smirnoff Vodka
- JP Wiser's
- Crown Royal
- Bacardi
- Captain Morgan
- Canadian Club Whisky
- Absolut Vodka
- Forty Creek Whisky
- Johnnie Walker
- Tito's Handmade Vodka

TOP SELLING BEER & CIDER

BY NET SALES

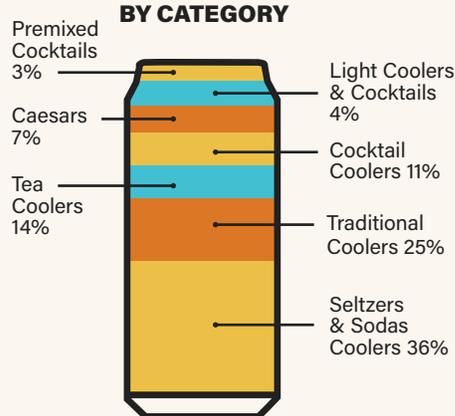
- Heineken Lager
- Busch
- Corona Extra
- Coors Light
- Molson Canadian
- Budwiser
- Stella Artois
- Bud Light
- Laker
- Michelob Ultra

BY CATEGORY



TOP SELLING READY-TO-DRINK

BY CATEGORY



BY NET SALES

- Cottage Springs
- White Claw
- Twisted Tea
- Mott's
- Black Fly
- Mike's Hard
- NUTRL
- Molson Sparkling
- Smirnoff Ice
- Palm Bay

WINE MARKET SHARE by region

Canada (99.2% Ontario)	23%
United States	19%
Italy	18%
France	11%
Australia	7%
New Zealand	5%
Chile	5%
Spain	4%
Argentina	2%
Other	6%

LCBO SPIRIT OF SUSTAINABILITY

Funds raised for Pride Partners

\$1,900,000

LCBO employees who marched in Pride parades

150

Funds raised for Tree Canada

\$820,000

Trees planted by LCBO employees for Tree Canada

73,500



SHARE FROM ONTARIO vs. global

