



NORTHWEST TERRITORIES  
**LIQUOR AND  
CANNABIS**  
COMMISSION

# Quarterly Sales Report

Q1 - Q2 - April 1 to September 30, 2025

## Summary

The Northwest Territories Liquor and Cannabis Commission (NTLCC) regulates the distribution of alcohol and cannabis to ensure NWT residents have safe and legal access to alcohol and cannabis.

Liquor is sold in seven liquor stores across the Northwest Territories under contract with NTLCC. NWT residents may also order liquor products through mail order services.

Cannabis is sold in six private stores across the Northwest Territories under contract with the NTLCC, and one private online store.

**This report provides detailed summaries of sales for Q1 - Q2 - the period of April 1 to September 30, 2025.**

# Liquor & Cannabis Sales

NTLCC sells liquor to:

Consumers: Individuals who purchase liquor through an NWT liquor store

Licensees: Establishments/organizations that have a valid licence or permit from the Northwest Territories Liquor Licensing Board

Manufacturers: Per the Liquor Regulations (4.1) A licence holder who manufactures their own liquor and who sells it directly to patrons in the Northwest Territories is deemed to have first sold the liquor to the Commission and purchased it back from the Commission.

NTLCC sells cannabis to:

Consumers indirectly through six private stores and one online private store.

**Table 1: Sales by Store (\$000)**

| Store             | Q1              | Q2              | Q3         | Q4         | YTD             |
|-------------------|-----------------|-----------------|------------|------------|-----------------|
| Warehouse *       | \$1,492         | \$2,896         |            |            | \$4,388         |
| Yellowknife Shop  | \$4,486         | \$4,376         |            |            | \$8,862         |
| Yellowknife Store | \$3,204         | \$3,194         |            |            | \$6,398         |
| Inuvik            | \$2,236         | \$2,213         |            |            | \$4,449         |
| Hay River         | \$1,632         | \$1,560         |            |            | \$3,192         |
| Norman Wells      | \$623           | \$629           |            |            | \$1,252         |
| Fort smith        | \$817           | \$811           |            |            | \$1,628         |
| Fort Simpson      | \$618           | \$697           |            |            | \$1,315         |
| Other **          | \$38            | \$46            |            |            | \$84            |
| <b>Total</b>      | <b>\$15,146</b> | <b>\$16,422</b> | <b>\$0</b> | <b>\$0</b> | <b>\$31,568</b> |

\* Warehouse sales represent inventory purchases made by Designated Cannabis Vendors in Yellowknife, Hay River, Norman Wells, Inuvik, and Fort Smith.

\*\* Other consists of miscellaneous sales that do not conform to the prescribed commission sales; and,

Manufacturer's license markup; per the Liquor Regulations (4.1) A licence holder referred to in paragraph (4)(a) or (b) who sells liquor directly to patrons in the Northwest Territories is deemed to have first sold the liquor to the Commission and purchased it back from the Commission.

**Table 2: Sales by Product (\$000)**

| Product          | Q1              | Q2              | Q3         | Q4         | YTD             |
|------------------|-----------------|-----------------|------------|------------|-----------------|
| Spirits          | \$5,782         | \$5,735         |            |            | \$11,517        |
| Wine             | \$1,631         | \$1,602         |            |            | \$3,233         |
| Beer             | \$4,519         | \$4,363         |            |            | \$8,882         |
| Coolers & Ciders | \$1,722         | \$1,826         |            |            | \$3,548         |
| Cannabis         | \$1,492         | \$2,896         |            |            | \$4,388         |
| <b>Total</b>     | <b>\$15,146</b> | <b>\$16,422</b> | <b>\$0</b> | <b>\$0</b> | <b>\$31,568</b> |

**Table 3: Liquor Sales by Distribution Channel (\$000)**

| Channel       | Q1              | Q2              | Q3         | Q4         | YTD             |
|---------------|-----------------|-----------------|------------|------------|-----------------|
| Consumers     | \$12,193        | \$12,302        |            |            | \$24,495        |
| Licensees     | \$1,450         | \$1,211         |            |            | \$2,661         |
| Manufacturers | \$11            | \$13            |            |            | \$24            |
| <b>Total</b>  | <b>\$13,654</b> | <b>\$13,526</b> | <b>\$0</b> | <b>\$0</b> | <b>\$27,180</b> |

**Table 4: Cannabis Sales by Product (\$000's)**

| Product                       | Q1             | Q2             | Q3         | Q4         | YTD            |
|-------------------------------|----------------|----------------|------------|------------|----------------|
| Dried Cannabis                | \$972          | \$1,997        |            |            | \$2,969        |
| Cannabis Extracts<br>Ingested | \$35           | \$21           |            |            | \$56           |
| Cannabis Edibles<br>Solid     | \$80           | \$46           |            |            | \$126          |
| Cannabis Edibles<br>Non-Solid | \$2            | \$1            |            |            | \$3            |
| Cannabis Extracts<br>Inhaled  | \$403          | \$826          |            |            | \$1,229        |
| Topicals                      | \$0            | \$5            |            |            | \$5            |
| Seeds                         | \$0            | \$0            |            |            | \$0            |
| Other                         | \$0            | \$0            |            |            | \$0            |
| <b>Total</b>                  | <b>\$1,492</b> | <b>\$2,896</b> | <b>\$0</b> | <b>\$0</b> | <b>\$4,388</b> |