

Investor Fact Sheet

Q2 FY2020

Andrew Peller Limited

“Pouring Extraordinary into Everyday Life”

With wineries in British Columbia, Ontario, and Nova Scotia, the Company markets wines produced from grapes grown in Ontario’s Niagara Peninsula, British Columbia’s Okanagan and Similkameen Valleys, and from vineyards around the world. Currently the Company has an estimated 27.9% share of total volume and a 8.6% share of domestic volume in the English Canada wine market, with the Company’s Peller Estates brand the top-selling wine in this market.

Recent Events

- Record results in fiscal 2019
- 4.8% increase in common share dividends announced in June 2019 to \$0.215 annually (Class A Shares)
- EBITA increases to \$35.7 million from \$32.0 million last year;
- Launched *Peller Family Vineyards* brand with comprehensive media campaign including first television ads
- Entered the craft beer market with Wayne Gretzky’s *No. 99 Premium Lager*

Industry leading Brands



Why Invest in APL?

- Founded 1961, one of Canada’s most respected producers of wines across all key price segments
- Strong, stable track record of growth and financial performance
- Common share dividends paid since 1979 – dividend increases in each of the last seven years
- Successful purchase and integration of 17 acquisitions since 1995 with a total investment >\$200 million
- Well-developed trade channel expertise and strong customer relationships
- Successfully expanding into new adjacent categories with Premium Canadian Craft brands including *No Boats on Sunday* ciders, *Wayne Gretzky No. 99 Canadian Whiskies* and *No. 99 Premium Lager*

Trading Facts

STOCK EXCHANGE:

TSX
(ADW.A) (ADW.B)

SHARES OUTSTANDING:

CLASS A – 36.0 MILLION
CLASS B – 8.2 MILLION

INVESTOR CONTACTS:

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FINANCIAL HIGHLIGHTS (IN \$ MILLIONS, EXCEPT PER SHARE AMOUNTS)	6 months FY2020	6 months FY2019	FY2019	FY 2018	FY2017	FY2016	FY2015	FY2014
Sales	198.6	198.9	381.8	363.9	342.6	334.3	315.7	297.8
EBITA	35.7	32.0	52.9	52.9	45.1	40.9	35.2	33.7
EBITA Margin (%)	18%	16%	14%	15%	13%	12%	11%	11%
Adjusted EBITA	36.9	36.1	58.3	57.2	45.1	40.9	35.2	33.7
Adjusted EBITA Margin (%)	19%	18%	15%	16%	13%	12%	11%	11%
Net Earnings	16.4	16.4	22.0	30.1	26.4	19.2	15.2	14.0
Adjusted Earnings	18.6	20.2	29.4	29.3	23.6	20.3	15.4	14.6
Net Earnings per Class A Share	\$0.38	\$0.38	\$0.51	\$0.71	\$0.64	\$0.46	\$0.36	\$0.34
Dividend per Class A Share (annual)	\$0.22	\$0.21	\$0.21	\$0.18	\$0.16	\$0.15	\$0.14	\$0.13
Shareholders’ Equity per Share	\$5.57	\$5.28	\$5.31	\$4.99	\$4.16	\$3.70	\$3.44	\$3.22