

# Investor Fact Sheet

Q2 FY2021

## 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. The Company remains one of the largest producers of quality wines in Canada, selling its products through well-established trade channels including Provincial liquor stores, its estate wineries and network of retail and grocery store outlets.

### Recent Events

- Record results in fiscal 2020
- Strong performance continues in fiscal 2021 despite pandemic
- Launched *Peller Family Vineyards* with new media campaign
- Introducing numerous new products and product categories
- Launched new e-commerce portal [www.thewineshops.com](http://www.thewineshops.com)

### 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
- 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 Rye Lager*
- Record number of new SKUs planned for fiscal 2021

### Trading Facts

**STOCK EXCHANGE:** TSX (ADW.A) (ADW.B)  
**SHARES OUTSTANDING:** CLASS A – 35.5 MILLION  
CLASS B – 8.2 MILLION

#### INVESTOR CONTACT:

Mr. Steve Attridge  
CFO, EVP IT  
(905) 643-0187

FINANCIAL HIGHLIGHTS (IN \$ MILLIONS, EXCEPT PER SHARE AMOUNTS)	Six Months FY 2021	Six Months FY 2020	FY 2020	FY2019	FY 2018	FY2017	FY2016	FY2015
Sales	202.9	198.6	382.3	381.8	363.9	342.6	334.3	315.7
EBITA	45.0	35.7	61.5	52.9	52.9	45.1	40.9	35.2
EBITA Margin (% of sales)	22%	18%	16%	14%	15%	13%	12%	11%
Net Earnings	23.9	16.4	23.5	22.0	30.1	26.4	19.2	15.2
Adjusted Earnings	25.0	18.6	27.6	29.4	29.3	23.6	20.3	15.4
Net Earnings per Class A Share	\$0.56	\$0.38	\$0.55	\$0.51	\$0.71	\$0.64	\$0.46	\$0.36
Dividend per Class A Share (annual)	\$0.215	\$0.215	\$0.215	\$0.205	\$0.18	\$0.16	\$0.15	\$0.14
Shareholders’ Equity per Share	\$6.05	\$5.57	\$5.63	\$5.31	\$4.99	\$4.16	\$3.70	\$3.44