

# Investor Fact Sheet

Q2 FY2022

## 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

- Resilient performance despite pandemic
- Introducing new products and product categories
- Sale of B.C. property generates realized gain of \$7.5 million
- Acquisition of The Riverbend Inn and Vineyard in Niagara
- Launched new e-commerce portal [www.thewineshops.com](http://www.thewineshops.com)
- Common share dividends increased 10% in June 2021
- Positive outlook as trade channels re-open / pandemic eases

### 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 18 acquisitions since 1995 with a total investment >\$210 million
- Well-developed trade channel expertise and strong customer relationships
- Successfully expanding into new adjacent categories and Ready-to-Drink refreshment category including *No Boats on Sunday* ciders and seltzers, *Wayne Gretzky No. 99 Canadian Whiskies* and *No. 99 Rye Lager*

### Trading Facts

#### STOCK EXCHANGE:

TSX  
(ADW.A) (ADW.B)

#### SHARES OUTSTANDING:

CLASS A – 35.0 MILLION  
CLASS B – 8.1 MILLION

#### INVESTOR CONTACT:

Mr. John Peller  
CEO & President  
(905) 643-3694

#### INVESTOR CONTACT:

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

| FINANCIAL HIGHLIGHTS<br>(IN \$ MILLIONS, EXCEPT PER SHARE AMOUNTS) | 6 months<br>FY 2022 | 6 months<br>FY 2021 | FY 2021 | FY 2020 | FY 2019 | FY 2018 | FY 2017 | FY 2016 | FY 2015 |
|--|---------------------|---------------------|---------|---------|---------|---------|---------|---------|---------|
| Sales  | 191.6               | 202.9               | 393.0   | 382.3   | 381.8   | 363.9   | 342.6   | 334.3   | 315.7   |
| Gross Margin (% of sales)  | 41.6%               | 42.8%               | 39.8%   | 43.5%   | 41.6%   | 41.3%   | 38.3%   | 36.8%   | 36.4%   |
| EBITA  | 27.7                | 45.0                | 63.0    | 61.5    | 52.9    | 52.9    | 45.1    | 40.9    | 35.2    |
| EBITA Margin (% of sales)  | 15%                 | 22%                 | 16%     | 16%     | 14%     | 15%     | 13%     | 12%     | 11%     |
| Net Earnings   | 16.4                | 23.9                | 27.8    | 23.5    | 22.0    | 30.1    | 26.4    | 19.2    | 15.2    |
| Adjusted Earnings  | 9.1                 | 25.0                | 27.0    | 27.6    | 29.4    | 29.3    | 23.6    | 20.3    | 15.4    |
| Net Earnings per Class A Share                                     | \$0.39              | \$0.56              | \$0.65  | \$0.55  | \$0.51  | \$0.71  | \$0.64  | \$0.46  | \$0.36  |
| Dividend per Class A Share<br>(annual)                             | \$0.246             | \$0.215             | \$0.218 | \$0.215 | \$0.205 | \$0.18  | \$0.16  | \$0.15  | \$0.14  |
| Shareholders' Equity per Share                                     | \$6.33              | \$6.08              | \$6.08  | \$5.63  | \$5.31  | \$4.95  | \$4.16  | \$3.70  | \$3.44  |