

Investor Fact Sheet

Q3 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. The company believes sales will continue to grow over the long term due to overall growth in the Canadian beverage alcohol market.

Recent Events

- Acquired three super/ultra premium Estate Wineries in BC (Black Hills, Gray Monk & Tinhorn Creek) in October 2017
- Record results in fiscal 2019
- 4.8% increase in common share dividends announced in June 2019 to \$0.215 annually (Class A Shares)
- Launched *Peller Family Vineyards* brand with comprehensive media campaign including first television ads.

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 – 35.9 MILLION
CLASS B – 8.2 MILLION

INVESTOR CONTACTS:

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FINANCIAL HIGHLIGHTS (IN \$ MILLIONS, EXCEPT PER SHARE AMOUNTS)	9 months FY20	9 months FY19	FY2019	FY 2018	FY2017	FY2016	FY2015	FY2014
Sales	300.2	302.0	381.8	363.9	342.6	334.3	315.7	297.8
EBITA	51.8	46.3	52.9	52.9	45.1	40.9	35.2	33.7
EBITA Margin (%)	17%	15%	14%	15%	13%	12%	11%	11%
Adjusted EBITA	53.3	51.7	58.3	57.2	45.1	40.9	35.2	33.7
Adjusted EBITA Margin (%)	18%	17%	15%	16%	13%	12%	11%	11%
Net Earnings	24.5	21.9	22.0	30.1	26.4	19.2	15.2	14.0
Adjusted Earnings	26.4	27.9	29.4	29.3	23.6	20.3	15.4	14.6
Net Earnings per Class A Share	\$0.57	\$0.51	\$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	\$5.70	\$5.36	\$5.31	\$4.99	\$4.16	\$3.70	\$3.44	\$3.22