



# Investor Fact Sheet

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

- Record sales in fiscal 2020
- Solid performance across majority of trade channels
- Introducing numerous new products and product categories
- Addition to our craft beer portfolio with launch of *No. 99 Pale Ale* and *No. 99 Session Ale*
- Launch of *Peller Family Vineyards* with new media campaign
- Deemed “essential service” during COVID-19 pandemic

### 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 Premium Lager*
- Record number of new SKUs planned for fiscal 2020

### Trading Facts

<b>STOCK EXCHANGE:</b>	<b>SHARES OUTSTANDING:</b>
TSX	CLASS A – 35.4 MILLION
(ADW.A) (ADW.B)	CLASS B – 8.2 MILLION
<b>INVESTOR CONTACTS:</b>	
Mr. Steve Attridge CFO, EVP IT (905) 643-0187	Mr. Randy Powell President (905) 643-4131

### FINANCIAL HIGHLIGHTS

(IN \$ MILLIONS, EXCEPT PER SHARE AMOUNTS)

	FY 2020	FY2019	FY 2018	FY2017	FY2016	FY2015	FY2014
Sales	382.3	381.8	363.9	342.6	334.3	315.7	297.8
EBITA	61.5	52.9	52.9	45.1	40.9	35.2	33.7
EBITA Margin (%)	16%	14%	15%	13%	12%	11%	11%
Adjusted EBITA	63.2	58.3	57.2	45.1	40.9	35.2	33.7
Adjusted EBITA Margin (%)	17%	15%	16%	13%	12%	11%	11%
Net Earnings	23.5	22.0	30.1	26.4	19.2	15.2	14.0
Adjusted Earnings	27.6	29.4	29.3	23.6	20.3	15.4	14.6
Net Earnings per Class A Share	\$0.55	\$0.51	\$0.71	\$0.64	\$0.46	\$0.36	\$0.34
Dividend per Class A Share (annual)	\$0.215	\$0.205	\$0.18	\$0.16	\$0.15	\$0.14	\$0.13
Shareholders’ Equity per Share	\$5.63	\$5.31	\$4.95	\$4.16	\$3.70	\$3.44	\$3.22