



# Investor Fact Sheet

Q4 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

- Strong resilient performance in fiscal 2021 despite pandemic
- Introducing new products and product categories
- Acquisition of The Riverbend Inn and Vineyard in Niagara
- Launched new e-commerce portal [www.thewineshops.com](http://www.thewineshops.com)
- Increase in common share dividend of 10% announced on June 16, 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 new 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 – 35.5 MILLION  
CLASS B – 8.1 MILLION

#### INVESTOR CONTACT:

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FINANCIAL HIGHLIGHTS (IN \$ MILLIONS, EXCEPT PER SHARE AMOUNTS)	FY 2021	FY 2020	FY2019	FY 2018	FY2017	FY2016	FY2015	FY2014
Sales	393.0	382.3	381.8	363.9	342.6	334.3	315.7	297.8
Gross Margin (% of sales)	39.8%	43.5%	41.6%	41.3%	38.3%	36.8%	36.4%	36.3%
EBITA	63.0	61.5	52.9	52.9	45.1	40.9	35.2	33.7
EBITA Margin (% of sales)	16%	16%	14%	15%	13%	12%	11%	11%
Net Earnings	27.8	23.5	22.0	30.1	26.4	19.2	15.2	14.0
Adjusted Earnings	27.0	27.6	29.4	29.3	23.6	20.3	15.4	14.6
Net Earnings per Class A Share	\$0.65	\$0.55	\$0.51	\$0.71	\$0.64	\$0.46	\$0.36	\$0.34
Dividend per Class A Share (annual)	\$0.218	\$0.215	\$0.205	\$0.18	\$0.16	\$0.15	\$0.14	\$0.13
Shareholders’ Equity per Share	\$6.08	\$5.63	\$5.31	\$4.95	\$4.16	\$3.70	\$3.44	\$3.22