

ANDREW PELLER

— LIMITED —

Investor Fact Sheet – Q1 FY 2017

Profile:

Andrew Peller Limited is a leading Canadian producer and marketer of quality wines. 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. Currently the Company has an estimated **14.4% share of its total wine market** and a **37.1% share of domestic wines**, with the Company's Peller Estates brand the top-selling wine in this market.

Why Invest in APL?

- Founded 1961, one of Canada's largest producers of wines across all key price segments
- **Strong, stable track record of growth** and financial performance
- **Common share dividends paid since 1979** – seven dividend increases in the last ten years
- Successful purchase and integration of 14 accretive acquisitions since 1995 with a total investment >\$114 million
- Consistently has **many top-selling wine brands** in the English Canadian market
- **Premium award winning wines**: numerous honours at Canadian and International wine competitions
- Well-developed **trade channel expertise** and strong customer relationships

Recent Events:

- 9.0% increase in common share dividends announced in June 2016 to \$0.49 annually (Class A Shares)
- 3-for-1 share split effective September 2016
- New Dividend Reinvestment Plan (DRIP) available for Class A shareholders
- New **Wayne Gretzky Winery & Craft Distillery** announced to open in Spring 2017 in Niagara-on-the-Lake
- Named "**Canadian Wine Producer of the Year**" in 2015 by International Wine & Spirit Competition

Industry-Leading Brands

PELLER  ESTATES

THIRTY BENCH
WINE MAKERS



SANDHILL

REDROOSTER

COPPER MOON

GLOBAL
VINTNERS INC

Trius
Niagara-on-the-Lake

66.0%

WAYNE
GRETZKY
ESTATES™

THE Wine SHOP

DOMAINE
D'OR

THE SMALL
WINE-
MAKERS
COLLECTION

ANDREW PELLER
— IMPORT AGENCY —

Quick Facts

Stock Exchange: TSX (ADW.A) (ADW.B)

Shares Outstanding: 14.2 million

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Financial Highlights

(\$,000 except where noted)

	Q1 FY2017	Q1 FY 2016	FY 2016	FY 2015	FY 2014	FY 2013	FY 2012
Sales	87,906	83,118	334,263	315,697	297,824	289,143	276,883
EBITA	14,803	12,846	40,916	35,184	33,729	33,533	32,651
Net Earnings	8,573	6,689	19,199	15,224	14,021	14,519	13,001
Net Earnings per Class A Share	\$0.62	\$0.48	\$1.38	\$1.09	\$1.01	\$1.04	\$0.93
Dividend per Class A Share (annual)	\$0.49	\$0.45	\$0.45	\$0.42	\$0.40	\$0.36	\$0.36
Shareholders' Equity per Share	\$11.52	\$10.73	\$11.11	\$10.31	\$9.65	\$9.07	\$8.43

www.andrewpeller.com