

# ANDREW PELLER

— LIMITED —

## Investor Fact Sheet – Q1 FY 2018

**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% share of its total wine market** and a **37% 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** – five dividend increases in the last five 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:

- Track record of strong organic growth continues
- 10.3% increase in common share dividends in June 2017 to \$0.18 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 opened in June 2017 in Niagara-on-the-Lake

### Industry-Leading Brands

PELLER  ESTATES

THIRTY BENCH  
WINE MAKERS



SANDHILL

REDROOSTER  
WINERY



COPPER MOON



GLOBAL  
VINTNERS INC

Trius  
*Niagara-on-the-Lake*

NO. 99

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: Class A – 33.6 million  
Class B – 9.0 million

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### Financial Highlights

(in millions, except per share amounts)

	Q1 FY 2018	Q1 FY 2017	FY 2017	FY 2016	FY 2015	FY 2014	FY 2013
Sales	88.6	87.9	343	334	316	298	289
EBITA	14.5	14.8	45.1	40.9	35.2	33.7	33.5
EBITA Margin	16.3%	16.8%	13.2%	12.2%	11.1%	11.3%	11.6%
Net Earnings	8.2	8.6	26.4	19.2	15.2	14.0	14.5
Net Earnings per Class A Share	\$0.20	\$0.21	\$0.64	\$0.46	\$0.36	\$0.34	\$0.35
Dividend per Class A Share (annual)	\$0.17	\$0.18	\$0.18	\$0.16	\$0.14	\$0.13	\$0.12
Shareholders' Equity per Share	\$4.29	\$3.84	\$4.16	\$3.70	\$3.44	\$3.22	\$3.02

[www.andrewpeller.com](http://www.andrewpeller.com)