

ANDREW PELLER

— LIMITED —

Investor Fact Sheet – Q3 Fiscal 2016

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 **14.2% 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 >\$110 million
- Consistently has **many top-selling wine brands** in the English Canadian market
- **Premium award winning wines**: 92 Ontario VQA wine medals and 177 BC VQA wine medals during fiscal 2015
- Well-developed **trade channel expertise** and strong customer relationships

Recent Events:

- 7.1% increase in common share dividends announced in June 2015 to \$0.45 annually (Class A Shares)
- Solid organic growth continues as gross margins strengthen on cost control initiatives
- Sales increase in all well-established trade channels - new products and new categories add incremental growth
- 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
WINERY

 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

(as at December 31, 2015)

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

Shares Outstanding: 14.3 million

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Financial Highlights

(\$,000 except where noted)

	9 Months FY 16	9 months FY 15	FY 2015	FY 2014	FY 2013	FY 2012	FY 2011
Sales	260,093	246,906	315,697	297,824	289,143	276,883	265,420
EBITA	37,302	30,549	35,518	33,729	33,533	32,651	31,544
Net Earnings	20,858	14,714	15,761	14,021	14,519	13,001	11,223
Net Earnings per Class A Share	\$1.50	\$1.06	\$1.13	\$1.01	\$1.04	\$0.93	\$0.78
Dividend per Class A Share (annual)	\$0.45	\$0.42	\$0.42	\$0.40	\$0.36	\$0.36	\$0.33
Shareholders' Equity per Share	\$11.45	\$10.36	\$10.31	\$9.65	\$9.07	\$8.43	\$7.99

www.andrewpeller.com