

ANDREW PELLER

— LIMITED —

Investor Fact Sheet – FY 2017

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 in Fiscal 2017
- 10.3% increase in common share dividends announced 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



 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:	Class A – 33.6 million Class B – 9.0 million
Investor Contact:	Mr. Brian Athaide CFO & EVP Human Resources & Information Technology (905) 643-4131 Ext. 2210 brian.athaide@andrewpeller.com

Financial Highlights

(in millions, except per share amounts)

	FY 2017	FY 2016	FY 2015	FY 2014	FY 2013	FY 2012
Sales	343	334	316	298	289	277
EBITA	45.1	40.9	35.2	33.7	33.5	32.7
EBITA Margin	13.2%	12.2%	11.1%	11.3%	11.6%	11.8%
Net Earnings	26.4	19.2	15.2	14.0	14.5	13.0
Net Earnings per Class A Share	\$0.64	\$0.46	\$0.36	\$0.34	\$0.35	\$0.31
Dividend per Class A Share (annual)	\$0.16	\$0.15	\$0.14	\$0.13	\$0.12	\$0.12
Shareholders' Equity per Share	\$4.16	\$3.70	\$3.44	\$3.22	\$3.02	\$2.81

www.andrewpeller.com