

ANDREW PELLER

— LIMITED —

Investor Fact Sheet

Q1, Fiscal 2014

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 13.4% share of the total Canadian wine market and a 37.9% share of the domestic market, with the Company's Peller Estates brand the top-selling wine in the country.

Why Invest in APL?

- Founded 1961, one of Canada's largest producers of premium and ultra-premium wines
- Strong, stable track record of growth and financial performance
- CRA "eligible" common share dividends paid since 1979 - six dividend increases in the last 9 years
- Successful purchase and integration of 14 accretive acquisitions since 1995 for total investment of \$113.8 million
- Consistently ranked among top-selling wine brands in Canada
- Well-developed, mature, loyal trade channels

Recent Events:

- Awarded "Canadian Winery of the Year" for Peller Estates
- 5% increase in common share dividends announced in June 2014 to \$0.42 annually (Class A Shares)
- Solid organic growth continues as gross margins continue to strengthen on cost control initiatives
- Peller Estates remains top-selling wine in Provincial Liquor stores across Canada
- Joint venture to produce and sell Wayne Gretzky Wines across Canada
- Export sales grow with listings in top international restaurants, major airlines and cruise ships, and an expanding list of international duty free shops.

Industry-Leading Brands



THIRTY BENCH
WINE MAKERS



Quick Facts

(as at June 30, 2014)

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

Shares Outstanding: 14.3 million

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Financial Highlights

(\$,000 except where noted)

	Three Months FY 2015	Three Months FY 2014	FY 2014	FY 2013	FY 2012	FY 2011	FY 2010
Sales	79,517	72,718	297,824	289,143	276,883	265,420	263,151
EBITA	10,165	9,675	33,729	33,533	32,651	31,544	27,354
Net Earnings	4,104	5,092	14,021	14,519	13,001	11,223	9,526
Net Earnings per Class A Share	\$0.30	\$0.37	\$1.01	\$1.04	\$0.93	\$0.78	\$0.66
Dividend per Class A Share (annual)	\$0.42	\$0.40	\$0.40	\$0.36	\$0.36	\$0.33	\$0.33
Shareholders' Equity per Share	\$9.81	\$9.38	\$9.65	\$9.07	\$8.43	\$7.99	\$7.63

www.andrewpeller.com