

# ANDREW PELLER

— LIMITED —

## Investor Fact Sheet

### Profile:

Q1, Fiscal 2016

**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 13.8% share of our wine market and a **37.9%** share of the 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 premium and ultra-premium wines
- Strong, stable track record of growth and financial performance
- Common share dividends paid since 1979 - seven dividend increases in the last nine 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 and loyal trade channels and customers

### Recent Events:

- 7.1% increase in common share dividends announced in June 2015 to \$0.45 annually (Class A Shares)
- Peller Estates named "**Canadian Winery of the Year**"
- Solid organic growth continues as gross margins strengthen on cost control initiatives
- Peller Estates remains top-selling wine in Provincial liquor stores across our markets
- Sales increase in all well-established trade channels - new products and new categories add incremental growth
- Development of new **Wayne Gretzky Winery & Craft Distillery** announced

### Industry-Leading Brands

PELLER  ESTATES

THIRTY BENCH  
WINE MAKERS



SANDHILL

 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 June 30, 2015)

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

Shares Outstanding: 14.3 million

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### Financial Highlights

(\$,000 except where noted)

	Q1 FY 16	Q1 FY 15	FY 2015	FY 2014	FY 2013	FY 2012	FY 2011
Sales	83,118	79,517	315,697	297,824	289,143	276,883	265,420
EBITA	12,846	10,165	35,518	33,729	33,533	32,651	31,544
Net Earnings	6,689	3,994	15,761	14,021	14,519	13,001	11,223
Net Earnings per Class A Share	\$0.48	\$0.29	\$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	\$10.xx	\$9.81	\$10.31	\$9.65	\$9.07	\$8.43	\$7.99

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