

# ANDREW PELLER

— LIMITED —

## Investor Fact Sheet

### Profile:

Second Quarter Fiscal 2014

**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 13.6% share of the total Canadian wine market and a 38.2% 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
- Common share dividends paid since 1979 - five dividend increases in the last 10 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:

- 11% increase in common share dividends announced in June 2013
- Peller Estates now top-selling wine in Provincial Liquor stores across Canada
- Joint venture to produce and sell Wayne Gretzky Wines across Canada
- New partnership to market and sell Peller Estates icewines in China
- Export sales grow with listings in top international restaurants, major airlines and cruise ships, and a growing list of international duty free shops.

### Industry-Leading Brands

PELLER ESTATES



Trius  
Niagara-on-the-Lake

THIRTY BENCH  
WINE MAKERS

SANDHILL

crush



Artful  
WINEMAKER  
PERSONAL WINEMAKING SYSTEM

### Quick Facts

(as at Sept. 30, 2013)

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

Shares Outstanding: 14.3 million

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### Financial Highlights

(\$,000 except where noted)

	Six Months FY 2014	Six Months FY 2013	FY 2013	FY 2012	FY 2011	FY 2010	FY 2009
Sales	149,944	145,744	289,143	276,883	265,420	263,151	251,136
EBITA	18,696	18,552	33,533	32,651	31,544	27,354	23,359
Net Earnings	8,632	8,882	14,759	13,001	11,223	9,526	(125)
Net Earnings per Class A Share	\$0.62	\$0.64	\$1.06	\$0.93	\$0.78	\$0.66	(0.01)
Dividend per Class A Share (annual)	\$0.40	\$0.36	\$0.36	\$0.36	\$0.33	\$0.33	\$0.33
Shareholders' Equity per Share	\$9.55	\$8.82	\$9.05	\$8.43	\$7.99	\$7.63	\$6.50

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