

# ANDREW PELLER

— LIMITED —

## Investor Fact Sheet

Q2, Fiscal 2015

### 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:

- 5% increase in common share dividends announced in June 2014 to \$0.42 annually (Class A Shares)
- Peller Estates named 2014 "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 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

PELLER  ESTATES

THIRTY BENCH  
WINE MAKERS



COPPER MOON\*

*Trius*  
*Niagara-on-the-Lake*

66.0%  
WAYNE  
GRETZKY  
ESTATES™

THE Wine SHOP

GLOBAL  
VINTNERS INC



THE SMALL  
WINE-  
MAKERS  
COLLECTION

### Quick Facts

(as at June 30, 2014)

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

Shares Outstanding: 14.3 million

Investor Contact: Mr. Peter Patchet  
CFO & EVP Human Resources  
(905) 643-4131 Ext. 2210  
[peter.patchet@andrewpeller.com](mailto:peter.patchet@andrewpeller.com)

### Financial Highlights

(\$,000 except where noted)

	Six Months FY 2015	Six Months FY 2014	FY 2014	FY 2013	FY 2012	FY 2011	FY 2010
Sales	162,276	149,944	297,824	289,143	276,883	265,420	263,151
EBITA	19,907	18,696	33,729	33,533	32,651	31,544	27,354
Net Earnings	9,253	8,632	14,021	14,519	13,001	11,223	9,526
Net Earnings per Class A Share	\$0.67	\$0.62	\$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	\$10.05	\$9.55	\$9.65	\$9.07	\$8.43	\$7.99	\$7.63

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