

# ANDREW PELLER

— LIMITED —

## Investor Fact Sheet - Q2, Fiscal 2016

### 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 **14.2% share of our total wine market** and a **37.1% 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** - seven dividend increases in the last ten years
- Successful purchase and integration of 14 accretive acquisitions since 1995 with a total investment >\$110 million
- Consistently has **many top-selling wine brands** in the English Canadian market
- **Premium award winning wines**: 92 Ontario VQA wine medals and 177 BC VQA wine medals during fiscal 2015
- Well-developed **trade channel expertise** and strong customer relationships

### Recent Events:

- 7.1% increase in common share dividends announced in June 2015 to \$0.45 annually (Class A Shares)
- Award Winning Wineries: In 2014, **Peller Estates was named "Canadian Winery of the Year"** and in 2015 **Trius named "Ontario Winery of the Year"** and **Thirty Bench named "Canadian Small Winery of the Year"**
- Solid organic growth continues as gross margins strengthen on cost control initiatives
- Sales increase in all well-established trade channels - new products and new categories add incremental growth
- New **Wayne Gretzky Winery & Craft Distillery** announced to open in Spring 2017 in Niagara-on-the-Lake

### Industry-Leading Brands

PELLER  ESTATES

THIRTY BENCH  
WINE MAKERS



SANDHILL

REDROOSTER  
WINERY



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 September 30, 2015)

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

Shares Outstanding: 14.3 million

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### Financial Highlights

(\$,000 except where noted)

	6 Months FY 16	6 months FY 15	FY 2015	FY 2014	FY 2013	FY 2012	FY 2011
Sales	168,318	162,276	315,697	297,824	289,143	276,883	265,420
EBITA	24,857	19,672	35,518	33,729	33,533	32,651	31,544
Net Earnings	13,712	9,032	15,761	14,021	14,519	13,001	11,223
Net Earnings per Class A Share	\$0.99	\$0.65	\$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	\$11.08	\$10.05	\$10.31	\$9.65	\$9.07	\$8.43	\$7.99

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