

# **Andrew Peller Limited**

## **Condensed Consolidated Financial Statements**

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**December 31, 2014**

**ANDREW PELLER LIMITED**  
**Condensed Consolidated Balance Sheets**  
**Unaudited**

These financial statements have not been reviewed by our auditors

<b>(In thousands of Canadian dollars)</b>	<b>December 31 2014 \$</b>	<b>March 31 2014 \$</b>
<b>Assets</b>		
<b>Current Assets</b>		
Accounts receivable	25,896	22,693
Inventory	120,220	120,751
Current portion of biological assets	-	1,062
Prepaid expenses and other assets	2,091	1,381
Income taxes recoverable	-	240
	<b>148,207</b>	<b>146,127</b>
<b>Property, plant, and equipment</b>	<b>89,169</b>	<b>90,152</b>
<b>Biological assets</b>	<b>13,917</b>	<b>14,054</b>
<b>Intangible assets</b>	<b>12,689</b>	<b>13,209</b>
<b>Goodwill</b>	<b>37,473</b>	<b>37,473</b>
	<b>301,455</b>	<b>301,015</b>
<b>Liabilities</b>		
<b>Current Liabilities</b>		
Bank indebtedness (note 7)	34,244	54,407
Accounts payable and accrued liabilities	33,191	37,371
Dividends payable	1,460	1,391
Income taxes payable	2,316	-
Current portion of derivative financial instruments	992	1,002
Current portion of long-term debt (note 7)	4,218	7,392
	<b>76,421</b>	<b>101,563</b>
<b>Long-term debt (note 7)</b>	<b>53,344</b>	<b>38,328</b>
<b>Long-term derivative financial instruments</b>	<b>448</b>	<b>268</b>
<b>Post-employment benefit obligations</b>	<b>6,563</b>	<b>6,132</b>
<b>Deferred income</b>	<b>606</b>	<b>910</b>
<b>Deferred income taxes</b>	<b>16,172</b>	<b>15,811</b>
	<b>153,554</b>	<b>163,012</b>
<b>Shareholders' Equity</b>		
<b>Capital stock</b>	<b>7,026</b>	<b>7,026</b>
<b>Retained earnings</b>	<b>140,875</b>	<b>130,977</b>
	<b>147,901</b>	<b>138,003</b>
	<b>301,455</b>	<b>301,015</b>
<b>Commitments</b>		

The accompanying notes are an integral part of these interim consolidated financial statements

**ANDREW PELLER LIMITED**  
**Condensed Consolidated Statements of Earnings**  
**Unaudited**

These financial statements have not been reviewed by our auditors

	For the three months ended	For the three months ended	For the nine months ended	For the nine months ended
	December 31, 2014	December 31, 2013	December 31, 2014	December 31, 2013
(in thousands of Canadian dollars)	\$	\$	\$	\$
Sales	84,630	81,854	246,906	231,798
Cost of goods sold (note 4)	53,363	52,379	156,351	146,422
Amortization of plant and equipment used in production	1,283	1,205	3,800	3,600
<b>Gross profit</b>	<b>29,984</b>	<b>28,270</b>	<b>86,755</b>	<b>81,776</b>
Selling and administration (note 4)	19,842	18,097	58,023	55,302
Amortization of plant, equipment, and intangibles used in selling and administration	815	732	2,442	2,367
Interest	1,166	1,241	3,722	3,834
Restructuring costs (note 4)	-	254	-	353
<b>Operating earnings</b>	<b>8,361</b>	<b>7,946</b>	<b>21,588</b>	<b>19,920</b>
Net unrealized losses (gains) on derivative financial instruments	50	(252)	(50)	(519)
Other expenses (income) (note 4)	567	(22)	911	242
<b>Earnings before income taxes</b>	<b>7,744</b>	<b>8,220</b>	<b>20,707</b>	<b>20,197</b>
<b>Provision for (recovery of) income taxes</b>				
Current	1,964	1,926	5,035	4,690
Deferred	(10)	327	629	908
	1,954	2,253	5,664	5,598
<b>Net earnings for the period</b>	<b>5,790</b>	<b>5,967</b>	<b>15,043</b>	<b>14,599</b>
<b>Net earnings per share</b>				
Basic and diluted				
Class A shares	0.41	0.43	1.08	1.05
Class B shares	0.36	0.37	0.94	0.91

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# ANDREW PELLER LIMITED

## Condensed Consolidated Statements of Comprehensive Income

Unaudited <i>These financial statements have not been reviewed by our auditors</i>	For the three months ended	For the three months ended	For the nine months ended	For the nine months ended
	December 31, 2014	December 31, 2013	December 31, 2014	December 31, 2013
(In thousands of Canadian dollars)	\$	\$	\$	\$
Net earnings for the period	5,790	5,967	15,043	14,599
<b>Items that are never reclassified to net earnings</b>				
Net actuarial (losses) gains on post-employment benefit plans	(89)	499	(1,033)	1,822
Deferred income tax recovery (provision)	23	(130)	268	(474)
Other comprehensive (loss) income for the period	(66)	369	(765)	1,348
<b>Net comprehensive income for the period</b>	<b>5,724</b>	<b>6,336</b>	<b>14,278</b>	<b>15,947</b>

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# ANDREW PELLER LIMITED

## Condensed Consolidated Statements of Changes in Equity

For the nine months ended December 31, 2014 and 2013

Unaudited

These financial statements have not been reviewed by our auditors

(in thousands of Canadian dollars)

	Capital stock	Retained earnings	Total shareholders' equity
	\$	\$	\$
<b>Balance at April 1, 2013</b>	7,026	122,675	129,701
Net earnings for the period	-	14,599	14,599
Net actuarial gains (net of \$474 deferred tax provision)	-	1,348	1,348
Net comprehensive income for the period	-	15,947	15,947
Dividends (Class A \$0.300 per share, Class B \$0.261 per share)	-	(4,172)	(4,172)
<b>Balance at December 31, 2013</b>	7,026	134,450	141,476
<b>Balance at April 1, 2014</b>	7,026	130,977	138,003
Net earnings for the period	-	15,043	15,043
Net actuarial losses (net of \$268 deferred tax recovery)	-	(765)	(765)
Net comprehensive income for the period	-	14,278	14,278
Dividends (Class A \$0.315 per share, Class B \$0.274 per share)	-	(4,380)	(4,380)
<b>Balance at December 31, 2014</b>	7,026	140,875	147,901

The accompanying notes are an integral part of these interim consolidated financial statements

**ANDREW PELLER LIMITED**  
**Condensed Consolidated Statements of Cash Flows**  
**Unaudited**

These financial statements have not been reviewed by our auditors

	For the nine months ended December 31, 2014	For the nine months ended December 31, 2013
(in thousands of Canadian dollars)	\$	\$
<b>Cash provided by (used in)</b>		
<b>Operating activities</b>		
Net earnings for the period	15,043	14,599
Adjustments for:		
Loss (gain) on disposal of property and equipment	22	63
Amortization of plant, equipment, and intangible assets	6,242	5,967
Interest expense	3,722	3,834
Provision for income taxes	5,664	5,598
Revaluation of biological assets	376	99
Post-employment benefits	(602)	(341)
Deferred income	(304)	(304)
Net unrealized gains on derivative financial instruments	(50)	(519)
Interest paid	(3,548)	(3,638)
Income taxes paid	(2,479)	(1,950)
	<u>24,086</u>	<u>23,408</u>
Changes in non-cash working capital items related to operations (note 5)	<u>(6,499)</u>	<u>(4,260)</u>
	<u>17,587</u>	<u>19,148</u>
<b>Investing activities</b>		
Proceeds from disposal of property and equipment	11	18
Purchase of property, equipment, and biological assets	(4,408)	(6,202)
Purchase of intangible assets	(369)	(1,512)
	<u>(4,766)</u>	<u>(7,696)</u>
<b>Financing activities</b>		
Decrease in bank indebtedness	(20,163)	(6,637)
Issuance of long-term debt	15,020	4,086
Repayment of long-term debt	(2,750)	(4,868)
Dividends paid	(4,311)	(4,033)
Deferred financing costs	(617)	-
	<u>(12,821)</u>	<u>(11,452)</u>
<b>Increase (decrease) in cash during the period</b>	-	-
<b>Cash, beginning of period</b>	-	-
<b>Cash, end of period</b>	<u>-</u>	<u>-</u>

The accompanying notes are an integral part of these interim consolidated financial statements

**Notes to the Condensed Consolidated Financial Statements**  
**Andrew Peller Limited**  
**Unaudited**  
**December 31, 2013 and 2014**  
**(in thousands of Canadian dollars, except per share amounts)**

**1 Nature of operations**

Andrew Peller Limited (the “Company”) produces and markets wine and wine related products. The Company’s products are produced and sold predominantly in Canada. The Company is incorporated under the Canada Business Corporations Act and is domiciled in Canada. The address of its head office is 697 South Service Road, Grimsby, Ontario, L3M 4E8.

**2 Significant accounting policies**

**(A) Basis of presentation**

These condensed consolidated interim financial statements have been prepared in accordance with International Financial Reporting Standards (“IFRS”) as issued by the IASB applicable to the preparation of condensed interim financial statements, including IAS 34 – Interim Financial Reporting. The condensed consolidated interim financial statements should be read in conjunction with the annual financial statements for the years ended March 31, 2014 and 2013, which have been prepared in accordance with IFRS as issued by the IASB.

The note disclosures for these condensed interim consolidated financial statements only present material changes to the disclosure found in the Company’s audited consolidated financial statements for the years ended March 31, 2014 and 2013. Changes to the Company’s accounting policies from those disclosed in its consolidated financial statements for the years ended March 31, 2014 and March 31, 2013 are described in note 2 (B), recently adopted accounting pronouncements.

These condensed interim consolidated financial statements are presented in Canadian dollars, which is the Company’s functional currency and dollar amounts have been rounded to the nearest thousand, except per share amounts.

These condensed interim consolidated financial statements were approved by the Board of Directors on February 11, 2015.

**(B) Recently adopted accounting pronouncements**

In May 2013 the IASB issued IFRIC 21 – Levies. The interpretation clarifies that the obligating event that gives rise to a liability to pay a levy is the activity described in the relevant legislation that triggers the payment of the levy. The Company was required to apply this interpretation retrospectively effective April 1, 2014. The standard did not have a significant impact on the Company.

### **(C) Recently issued accounting pronouncements**

During December 2014, the IASB issued amendments to IAS 1 – Presentation of Financial Statements which clarify the concept of materiality as it applies to information disclosed in the financial statements. The amendments also provide guidance on the presentation of subtotals, the structure of the notes to the financial statements, and the disclosure of significant accounting policies. The Company is currently evaluating the potential impact of this standard.

During July 2014, the IASB issued the complete version of IFRS 9 – Financial Instruments: Classification and Measurement of Financial Assets and Financial Liabilities. IFRS 9 will replace IAS 39 – Financial Instruments: Recognition and Measurement. In addition, IFRS 7 – Financial Instruments: Disclosures was amended to include additional disclosure requirements upon transition to IFRS 9. The mandatory effective date of applying these standards is for annual periods beginning on or after January 1, 2018. The standard uses a single approach to determine whether a financial asset is measured at amortized cost or fair value. The approach is based on how an entity manages its financial instruments (its business model) and the contractual cash flow characteristics of the financial assets. The new standard also requires a single impairment method to be used. The standard requires that for financial liabilities measured at fair value, any changes in an entity's own credit risk are generally to be presented in other comprehensive income instead of net earnings. A new hedge accounting model is included in the standard as well as increased disclosure requirements about risk management activities for entities that apply hedge accounting. The Company is currently evaluating the potential impact of this standard.

During May 2014 the IASB issued amendments to IAS 16 – Property, Plant, and Equipment and IAS 41 – Agriculture which requires bearer plants to be classified as property, plant, and equipment and accounted for under IAS 16. The amended standards are effective for annual periods beginning on or after January 1, 2016. Early application of this standard is permitted. The Company is currently evaluating the impact of these amended standards. It is expected that grape vines controlled by the Company will be within the scope of IAS 16 – Property, plant, and equipment after the adoption of these amended standards.

During May 2014, the IASB issued amendments to IFRS 11 – Joint Arrangements which requires an investor to apply the principles of business combination accounting when it acquires an interest in a joint operation that meets the definition of a business. The amended standard is effective for annual periods beginning on or after January 1, 2016. The Company is currently evaluating the potential impact of adopting this amended standard.

During May 2014, the IASB issued IFRS 15 – Revenue from contracts with customers which supersedes IAS 18 – Revenue and IAS 11 – Construction Contracts. The standard details a revised model for the recognition of revenue from contracts with customers. The standard is effective for first interim periods within annual periods beginning on or after January 1, 2017. The Company is currently evaluating the potential impact of adopting this amended standard.

### **3 Seasonality**

The third quarter of each fiscal year is historically the strongest in terms of sales and net earnings due to increased consumer purchasing of the Company's products during the holiday season.

### **4 Expenses**

The nature of the expenses included in selling and administration and cost of goods sold are as follows:

	<b>For the three months ended December 31, 2014</b>	<b>For the three months ended December 31, 2013</b>	<b>For the nine months ended December 31, 2014</b>	<b>For the nine months ended December 31, 2013</b>
Raw materials and consumables	\$ 42,606	\$ 42,294	\$ 127,378	\$ 117,835
Employee compensation and benefits	14,357	12,529	42,653	40,481
Advertising, promotion, and distribution	7,472	7,905	21,205	20,315
Occupancy	3,039	2,875	8,175	7,874
Repairs and maintenance	1,739	1,566	4,363	4,437
Other external charges	3,792	3,307	11,600	10,782
	<u>\$ 73,005</u>	<u>\$ 70,476</u>	<u>\$ 215,374</u>	<u>\$ 201,724</u>

Other expenses (income) are as follows:

	<b>For the three months ended December 31, 2014</b>	<b>For the three months ended December 31, 2013</b>	<b>For the nine months ended December 31, 2014</b>	<b>For the nine months ended December 31, 2013</b>
Post-retirement benefits - new and revised agreements	\$ 356	\$ -	\$ 586	\$ 326
Revaluation of vines	153	33	376	99
Income from idle Port Moody property	(72)	(55)	(186)	(183)
Other	130	-	135	-
	<u>\$ 567</u>	<u>\$ (22)</u>	<u>\$ 911</u>	<u>\$ 242</u>

## 5 Non-cash working capital items

The change in non-cash working capital items related to operations is comprised of the change in the following items:

	<b>For the nine months ended December 31, 2014</b>	<b>For the nine months ended December 31, 2013</b>
Accounts receivable	\$ (3,203)	\$ 1,101
Inventory	531	(6,399)
Current portion of biological assets	1,062	938
Prepaid expenses and other assets	(490)	(275)
Accounts payable and accrued liabilities	(4,399)	375
	<hr/>	<hr/>
	\$ (6,499)	\$ (4,260)

## 6 Related parties and management compensation

The compensation expense recorded for directors and members of the Executive Management Team of the Company was \$1,552 (2013 -\$443) for the three months ended December 31, 2014 and was \$4,396 (2013 -\$2,766) for the nine months ended December 31, 2014. The compensation expense consists of amounts that will primarily be settled within twelve months of being earned.

## 7 Bank indebtedness and long-term debt

On April 28, 2014, the Company amended its debt facilities. The terms of the revised operating loan facility are as detailed below.

Committed until	April 28, 2019
Borrowing limit	\$ 90,000
Interest rate	CDOR + 1.75%

The Company also amended its term loan. On May 14, 2014, the Company entered into a new interest rate swap in order to fix the interest rate on the entire amount outstanding on its term loan. The amended terms of the term loan and interest rate swap are as follows:

Maturity date	April 28, 2019
Monthly payment until maturity	\$ 333
Amount bearing fixed interest as a result of an interest rate swap	60,000
Amount bearing floating interest	-
Fixed interest rate until August 31, 2015	4.93%
Fixed interest rate from September 1, 2015 until April 28, 2019	3.91%

The Company also negotiated a \$15,000 facility which is committed until April 28, 2019 and can be drawn down for the purpose of making capital expenditures.