

ANDREW PELLER

— LIMITED —

Investor Fact Sheet

Third Quarter Fiscal 2013

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 13.6% 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 - four 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:

- 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
- Peller Estates wines now on all British Airways flights, in Dubai's landmark Burj Al Arab Hotel, on all Celebrity Cruise ships, at world-famous Jamie Kennedy's restaurant *Fifteen* in London England, and Sunwing Vacations flights
- New *skinnygrape* brand launched, Canada's first low calorie wine

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 December 31, 2012)

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

Shares Outstanding: 14.3 million

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Financial Highlights (\$,000 except where noted)	9 Mths FY 2013	9 Mths FY 2012	FY 2012	FY 2011	FY 2010	FY 2009	FY 2008
Sales	225,557	215,992	276,883	265,420	263,151	251,136	228,056
EBITA	30,444	30,145	32,651	31,544	27,354	23,359	28,109
Net Earnings	15,634	13,605	13,001	11,223	9,526	(125)	11,381
Net Earnings per Class A Share	\$1.12	\$0.98	\$0.93	\$0.78	\$0.66	(0.01)	\$0.78
Dividend per Class A Share (annual)	\$0.36	\$0.36	\$0.36	\$0.33	\$0.33	\$0.33	\$0.30
Shareholders' Equity per Share	\$9.16	\$8.56	\$8.43	\$7.99	\$7.63	\$6.50	\$6.89

www.andrewpeller.com