

# ANDREW PELLER

— LIMITED —

## MANAGEMENT'S REPORT & INTERIM CONSOLIDATED FINANCIAL STATEMENTS For the three months ended June 30, 2014

The following management's discussion and analysis ('MD&A') provides a review of corporate developments, results of operations, and financial position for the three months ended June 30, 2014 in comparison with those for the three months ended June 30, 2013. This discussion is prepared as of August 5, 2014 and should be read in conjunction with the audited consolidated financial statements for the years ended March 31, 2014 and 2013, and the accompanying notes contained therein. The financial years ending March 31, 2015, March 31, 2014 and March 31, 2013 are referred to as "fiscal 2015", "fiscal 2014", and "fiscal 2013" respectively. All dollar amounts are expressed in Canadian dollars unless otherwise indicated.

### FORWARD-LOOKING INFORMATION

Certain statements in this Management's Discussion & Analysis may contain "forward-looking statements" within the meaning of applicable securities laws including the "safe harbour provisions" of the Securities Act (Ontario) with respect to Andrew Peller Limited ('APL' or the 'Company') and its subsidiaries. Such statements include, but are not limited to, statements about the growth of the business in light of the Company's acquisitions; its launch of new premium wines; sales trends in foreign markets; its supply of domestically grown grapes; and current economic conditions. These statements are subject to certain risks, assumptions, and uncertainties that could cause actual results to differ materially from those included in the forward-looking statements. The words "believe", "plan", "intend", "estimate", "expect", or "anticipate", and similar expressions, as well as future or conditional verbs such as "will", "should", "would", "could", and similar verbs often identify forward-looking statements. We have based these forward-looking statements on our current views with respect to future events and financial performance. With respect to forward-looking statements contained in this MD&A, the Company has made assumptions and applied certain factors regarding, among other things: future grape, glass bottle, and wine prices; its ability to obtain grapes, imported wine, glass, and its ability to obtain other raw materials; fluctuations in the U.S./Canadian dollar, Euro/Canadian dollar and Australian/Canadian dollar exchange rates; its ability to market products successfully to its anticipated customers; the trade balance within the domestic Canadian wine market; market trends; reliance on key personnel; protection of its intellectual property rights; the economic environment; the regulatory requirements regarding producing, marketing, advertising, and labeling of its products; the regulation of liquor distribution and retailing in Ontario; the application of federal and provincial environmental laws; and the impact of increasing competition.

These forward-looking statements are also subject to the risks and uncertainties discussed in the "Risks and Uncertainties" section and elsewhere in this MD&A and other risks detailed from time to time in the publicly filed disclosure documents of the Company which are available at [www.sedar.com](http://www.sedar.com). Forward-looking statements are not guarantees of future performance and involve risks, uncertainties, and assumptions which could cause actual results to differ materially from the conclusions, forecasts, or projections anticipated in these forward-looking statements. Because of these risks, uncertainties, and assumptions you should not place undue reliance on these forward-looking statements. The Company's forward-looking statements are made only as of the date of this MD&A, and except as required by applicable law, Andrew Peller Limited undertakes no obligation to update or revise these forward-looking statements to reflect new information, future events, or circumstances.

### Overview

The Company is a leading producer and marketer of quality wines in Canada. 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. The Company's award-winning premium and ultra-premium VQA brands include *Peller Estates*, *Trius*, *Hillebrand*, *Thirty Bench*, *Crush*, *Wayne Gretzky*, *Sandhill*, *Calona Vineyards Artist Series*, and *Red Rooster*. Complementing these premium brands are a number of popularly priced varietal brands including *Peller Estates French Cross* in Eastern Canada, *Peller Estates Proprietors Reserve* in Western Canada, *Copper Moon*, *XOXO*, *skinnygrape*, *Black Cellar*, and *Verano*.

*Hochtaler, Domaine D'Or, Schloss Laderheim, Royal, and Sommet* are our key value priced brands. The Company produces wine based liqueurs and cocktails under the brand Panama Jack. The Company imports wines from major wine regions around the world to blend with domestic wine to craft these popularly priced and value priced brands. With a focus on serving the needs of all wine consumers, the Company produces and markets premium personal winemaking products through its wholly-owned subsidiary, Global Vintners Inc. ("GVI"), the recognized leader in personal winemaking products. GVI distributes products through over 250 Winexpert and Wine Kitz authorized retailers and more than 600 independent retailers across Canada, the United States, the United Kingdom, New Zealand, Australia, and China. GVI's award-winning premium and ultra-premium winemaking brands include *Selection, Vintners Reserve, Island Mist, KenRidge, Cheeky Monkey, Ultimate Estate Reserve, Traditional Vintage, and Cellar Craft*. The Company owns and operates 101 well-positioned independent retail locations in Ontario under The Wine Shop, Wine Country Vintners, and Wine Country Merchants store names. The Company also owns Grady Wine Marketing ("GWM") based in Vancouver and The Small Winemaker's Collection Inc. ("SWM") based in Ontario; both of these wine agencies are importers of premium wines from around the world and are marketing agents for these fine wines. The Company's products are sold predominantly in Canada with a focus on export sales for its icewine and personal winemaking products.

The Company's stated mission is to build sales volumes of its blended, premium, and ultra-premium brands by delivering to its customers and consumers the highest quality wines at the best possible value. To meet this goal the Company invests in improvements in the quality of grapes and wines, its winemaking capabilities, sales and marketing initiatives, and its quality management programs. Over the long term the Company believes premium wine sales will continue to grow in Canada and these products generate higher prices and increased profitability compared to lower-priced table wines.

APL is focused on initiatives to reduce costs and enhance its production efficiencies through an ongoing review of its operations. The Company continually reviews its cost structure with a view to enhancing profitability. The Company continues to expand and strengthen its distribution through provincial liquor boards, the 101 Ontario independent retail locations under The Wine Shop, Wine Country Vintners, and Wine Country Merchants retail locations, estate wineries, restaurants, and other licensed establishments. This distribution network is supported by enhanced sales, marketing, and promotional programs. From time to time the Company also evaluates the potential for acquisitions and partnerships, both in Canada and internationally, to further complement its product portfolio and market presence.

### **Recent Events**

During June 2014, Peller Estates was awarded the prestigious honour of "Canadian Winery of the Year" at the 2014 WineAlign National Wine Awards held in Penticton, British Columbia. This year marked the 14<sup>th</sup> national competition judged by an extensive panel of the most respected wine writers, wine critics, retail buyers, Master Sommeliers, and Masters of Wines in Canada. With 1,335 wines being reviewed from 189 wineries across Canada, the "Canadian Winery of the Year" is the highest distinction awarded in the Canadian wine industry.

On June 4, 2014 the Company's Board of Directors announced a 5% increase in "eligible" common share dividends for shareholders of record on June 30, 2014 payable on July 4, 2014. The annual amount of dividends on Class A Shares was increased to \$0.420 per share from \$0.400 per share and the dividends on Class B Shares was increased to \$0.365 per share from \$0.348 per share.

On June 5, 2013 the Company's Board of Directors announced an 11% increase in common share dividends for shareholders of record on June 28, 2013 payable on July 5, 2013. The annual amount of dividends on Class A Shares was increased to \$0.400 per share from \$0.360 per share and the dividends on Class B Shares was increased to \$0.348 per share from \$0.314 per share.

## Results of Operations

For the three months ended June 30, (in \$000, except per share amounts)	2014	2013	2012 <sup>(1)</sup>
Sales	\$ 79,517	\$ 72,718	\$ 72,662
Gross margin	29,298	27,810	28,216
Gross margin (% of sales)	36.8%	38.2%	38.8%
Selling and administrative expenses	19,133	18,135	18,550
EBITA	10,165	9,675	9,666
Unrealized losses (gains) on derivative financial instruments	1,125	(731)	(198)
Other expenses (income)	142	(32)	86
Adjusted net earnings	5,042	4,527	4,519
Net earnings	4,104	5,092	4,602
Earnings per share – basic and diluted - Class A	\$0.30	\$0.37	\$0.33
Earnings per share – basic and diluted - Class B	\$0.26	\$0.32	\$0.29
Dividend per share – Class A (annual)	\$0.420	\$0.400	\$0.360
Dividend per share – Class B (annual)	\$0.365	\$0.348	\$0.314

(1) Amounts for the three months ended June 30, 2012 were restated to reflect the adoption of the amendments to IAS 19.

Sales for the three months ended June 30, 2014 increased 9.3% compared to the same prior year period driven by strong organic growth across all of the Company's trade channels and the launch of new products including skinnygrape spritzers and Panama Jack cocktails. The introduction in fiscal 2014 of Wayne Gretzky wines in Western Canada and the launch of Black Cellar wines also contributed to the strong performance. Sales growth was particularly strong through provincial liquor control boards across the country and at the Company's network of retail outlets in Ontario. Management believes that aggressive promotional initiatives will continue to drive growth in sales going forward.

The Company defines gross margin as gross profit excluding amortization. Gross margin as a percentage of sales was 36.8% for the three months ended June 30, 2014 compared to 38.2% in the first quarter of the prior year. Gross margin in the first quarter of fiscal 2015 was impacted by continued price competition in key markets, the timing of manufacturing expenses, and an increase in sales of lower-margin wines. The decrease in gross margin was partially offset by our continued success of cost control initiatives to improve productivity. Management is focused on efforts to enhance production efficiency and productivity to improve overall productivity.

Selling and administrative expenses increased in the first quarter of fiscal 2015 due primarily to increased advertising and promotional activities related to new product launches and other sales and marketing initiatives. Despite the increase, selling and administrative expenses as a percentage of sales for the three months ended June 30, 2014 improved to 24.1% compared to 24.9% in the same quarter last year. The Company is focused on ensuring selling and administrative expenses are tightly controlled.

Earnings before interest, amortization, restructuring costs, unrealized derivative gains, other expenses, and income taxes ("EBITA") were \$10.2 million for the three months ended June 30, 2014 compared to \$9.7 million for the same quarter in fiscal 2013. The significant increase in sales in the first quarter of fiscal 2015 more than offset the lower gross margins and increase in selling and administrative expenses.

Interest expense remained consistent in the first quarter of fiscal 2015 compared to the prior year.

The Company recorded an unrealized non-cash loss in the first quarter of fiscal 2015 related to mark-to-market adjustments on an interest rate swap and foreign exchange contracts aggregating approximately \$1.1 million compared to a non-cash gain of \$0.7 million in the prior year. The Company has elected not to apply hedge accounting and accordingly the change in fair value of these financial instruments is reflected in the Company's

statement of earnings each reporting period. These instruments are considered to be effective economic hedges and have enabled management to mitigate the volatility of changing costs and interest rates during the year.

Other expenses in the first quarter of fiscal 2015 related to a write-down of certain grapevines harmed by the extreme cold weather experienced over the last winter season. In fiscal 2014 other income related to income from the expropriation of the Port Moody facility. The property is temporarily being used as a staging area for the construction of a rapid transit project. Payments amounting to \$2.0 million for the use of the property were received in advance and were recorded as deferred income and are being recognized as other income over the five-year term of the expropriation which began on July 1, 2012.

Adjusted net earnings, defined as net earnings not including restructuring charges, unrealized losses and gains on derivative financial instruments, and other expenses or income, were \$5.0 million for the three months ended June 30, 2014 compared to \$4.5 million in the prior year.

Net earnings for the three months ended June 30, 2014 were \$4.1 million or \$0.30 per Class A Share compared to \$5.1 million or \$0.37 per Class A Share for the same period in fiscal 2014.

The Company believes that sales will continue to grow due to the strong positioning of key brands and the continued launch of new and innovative products into the Canadian wine market. The Company also expects gross margins will improve through fiscal 2015 as its successful cost control initiatives to reduce distribution, operating, and packaging expenses improve profitability.

The Company uses foreign exchange forward contracts to protect against changes in foreign currency rates and currently at August 5, 2014 has locked in \$17.5 million in U.S. dollar contracts at rates averaging \$1.11 Canadian and €0.6 million in Euro contracts at rates averaging \$1.48 Canadian. These contracts expire at various dates through January 31, 2015.

## Quarterly Performance

The following table outlines key quarterly highlights.

(in \$000, except per share amounts)	Q1 15	Q4 14	Q3 14	Q2 14	Q1 14	Q4 13 <sup>(1)</sup>	Q3 13 <sup>(1)</sup>	Q2 13 <sup>(1)</sup>
Sales	\$79,517	\$66,026	\$81,854	\$77,226	\$72,718	\$63,586	\$79,813	\$73,082
Gross margin	29,298	22,606	29,475	28,091	27,810	22,635	30,801	28,091
Gross margin (% of sales)	36.8%	34.2%	36.0%	36.4%	38.2%	35.6%	38.6%	38.4%
EBITA	10,165	3,655	11,378	9,021	9,675	3,078	11,859	8,886
Restructuring costs	-	1,056	254	99	-	1,118	-	-
Unrealized losses (gains) on financial instruments	1,125	(231)	(252)	464	(731)	(216)	(683)	(198)
Other expenses (income)	142	(97)	(22)	296	(32)	(331)	214	(513)
Net earnings	4,104	(578)	5,967	3,540	5,092	(935)	6,572	4,280
E.P.S. – Class A basic & diluted	\$0.30	\$(0.04)	\$0.43	\$0.25	\$0.37	\$(0.07)	\$0.47	\$0.31
E.P.S. – Class B basic & diluted	\$0.26	\$(0.03)	\$0.37	\$0.22	\$0.32	\$(0.06)	\$0.41	\$0.27

(1) Restated to reflect the adoption of the amendments to IAS 19.

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

## Liquidity and Capital Resources

As at (in \$000)	June 30, 2014		March 31, 2014	
Current assets	\$	144,241	\$	146,127
Property, plant, and equipment		89,371		90,152
Biological assets		13,944		14,054
Intangibles		12,968		13,209
Goodwill		37,473		37,473
Total assets	\$	297,997	\$	301,015
Current liabilities	\$	79,274	\$	101,563
Long-term debt		55,328		38,328
Long-term derivative financial instruments		410		268
Post-employment benefit obligations		6,332		6,132
Deferred income		809		910
Deferred income tax		15,515		15,811
Shareholders' equity		140,329		138,003
Total liabilities and shareholders' equity	\$	297,997	\$	301,015

Inventory declined at June 30, 2014 compared to March 31, 2014 primarily due to normal seasonal fluctuations. Finished goods were higher at June 30, 2014 compared to June 30, 2013 as a result of the introduction of new brands. This increase was partially offset by lower bulk wine levels. The extreme cold weather experienced in Ontario over the last winter season will result in a smaller domestic grape crop in the province. The Company continues to generate benefits from improved information technology systems introduced to monitor and control the Company's supply chain. Inventory is dependent on the increased use of domestically grown grapes that are used in the sale of premium and ultra-premium wines that are held for a longer period than imported wine. These grapes are typically aged for one to three years before they are sold. The cost of domestically grown grapes is also significantly higher than wine purchased on international markets.

Accounts receivable are predominantly with provincial liquor boards and to a lesser extent licensed establishments and independent retailers of consumer made wine kits. The Company had \$16.1 million of accounts receivable with provincial liquor boards at June 30, 2014, all of which is expected to be collectible. The balance represents amounts due from licensees, export customers, and independent retailers of consumer made wine products. The amount of accounts receivable that was beyond 60 days was \$0.9 million at June 30, 2014. Against these amounts an allowance for doubtful accounts of \$0.1 million has been provided which the Company has determined to represent a reasonable estimate of amounts that may not be collectible.

The changes in bank indebtedness, the current portion of long-term debt, and long-term debt at June 30, 2014 compared to March 31, 2014 were due to a refinancing completed on April 28, 2014 which is described below.

The following table outlines the Company's contractual obligations, including long-term debt, operating leases, and commitments on short-term forward foreign exchange contracts used to hedge the currency risk on U.S. dollar purchases.

As at June 30, 2014 (in \$000)	Total	<1 Year	2-3 years	4-5 years	>5 years
Long-term debt	\$ 60,143	\$ 4,218	\$ 8,273	\$ 47,546	\$ 106
Swap agreement and loan interest	9,423	2,422	4,021	2,980	-
Operating leases and royalties	24,599	4,853	6,931	3,447	9,368
Pension obligations	5,674	1,005	1,835	833	2,001
Foreign exchange contracts	22,596	22,596	-	-	-
Long-term grape contracts	268,743	31,487	63,986	47,238	126,032
Total long-term obligations	\$ 391,178	\$ 66,581	\$ 85,046	\$ 102,044	\$ 137,507

The ratio of debt to equity was 0.73:1 at June 30, 2014 unchanged from March 31, 2014. At June 30, 2014 the Company had unutilized debt capacity in the amount of \$47.4 million on its operating loan facility.

On April 28, 2014 the Company completed a refinancing with its existing bank group by entering into a \$165.0 million syndicated loan facility. The operating loan facility in the amount of \$90.0 million matures on April 28, 2019 and bears interest at the one to nine-month Canadian Dealer Offered Rate (“CDOR”) plus a rate that is dependent on leverage. The rate that is dependent on leverage for the period ended June 30, 2014 was 1.75%. The term facility in the amount of \$60.0 million matures on April 28, 2019. The Company also added a \$15.0 million facility to fund future capital expenditures that also matures on April 28, 2019. The Company put in place an interest rate swap that complements the current swap that effectively fixes the interest rate on the term facility at 4.93% through August 31, 2015 and at 3.91% for the period from September 1, 2015 to April 28, 2019. The loan will be repayable in monthly principal payments of \$0.333 million until it matures on April 28, 2019.

Management expects to generate sufficient cash flow from operations to meet its debt servicing, principal payment, and working capital requirements over both the short and the long-term through increased profitability and strong management of working capital and capital expenditures. The Company continually reviews all of its assets to ensure appropriate returns on investment are being achieved and that they fit with the Company’s long-term strategic objectives.

In the first quarter of fiscal 2015 the Company generated cash from operating activities, after changes in non-cash working capital items, of \$0.6 million compared to \$9.1 million in the same prior-year period. The change resulted from an increase in income tax instalments compared to a refund received in the prior-year period, a larger decrease in accounts payable due to the timing of payments, and an increase in accounts receivable due to strong sales performance during the quarter.

Investing activities of \$0.7 million were made in the first quarter of fiscal 2015 compared to \$1.6 million in the prior year that related to the construction of a Sandhill winery retail store in Kelowna and the replanting of certain of the Company’s vineyards.

Working capital as at June 30, 2014 increased to \$65.0 million compared to \$44.6 million at March 31, 2014. The conversion of \$15.0 million of the outstanding amount of the Company’s operating facility into the term facility and the lower amortization of term debt in the new credit agreement served to increase working capital. There was an increase in accounts receivable due to the significant sales growth in the first quarter of fiscal 2015 and there were decreases in bank indebtedness, accounts payable and accrued charges, and the current portion of long-term debt. These factors were partially offset by a decrease in inventory due to seasonal factors. Shareholders’ equity as at June 30, 2014 was \$140.3 million or \$9.81 per common share compared to \$138.0 million or \$9.65 per common share as at March 31, 2014. The increase in shareholders’ equity is due to solid net earnings for the first quarter of fiscal 2015 partially offset by the payment of dividends.

The Company adopted the amendments to accounting standard IAS 19 – Employee benefits and recorded adjustments to post-employment benefit obligations and the related impact of this adjustment on deferred income taxes retrospectively for the year beginning April 1, 2012.

### Common Shares Outstanding

The Company is authorized to issue an unlimited number of Class A and Class B Shares. Class A Shares are non-voting and are entitled to a dividend in an amount equal to 115% of any dividend paid or declared on Class B Shares. Class B Shares are voting and convertible into Class A Shares on a one-for-one basis.

Shares outstanding	August 5, 2014	March 31, 2014	March 31, 2013
Class A Shares	11,293,829	11,293,829	11,293,829
Class B Shares	3,004,041	3,004,041	3,004,041
Total	14,297,870	14,297,870	14,297,870

## **Strategic Outlook and Direction**

Andrew Peller Limited is committed to a strategy of growth that focuses on the expansion of its core business as a producer and marketer of quality wines through concentrating on and developing leading brands that meet the needs of our consumers and customers.

The market for wine in Canada continues to grow due to a movement toward the consumption of wine made by young consumers who have adopted wine as their beverage of choice, an aging population that favours the more sophisticated experience that wine offers, and the widely reported health benefits of moderate wine consumption. The Company has recorded strong growth in sales through provincial liquor boards and export and agency trade channels. The Company expects that the performance of its personal winemaking division will continue to strengthen. The Company has focused its product development and sales and marketing initiatives at capitalizing on the trend of increased wine consumption and expects to see continued sales growth. The Company will continue to closely monitor its costs and will react quickly to changes to risks and opportunities in the marketplace.

The Company will continue to launch wine brands in the future and increase its use of unique package formats. The Company will also expand product offerings outside the traditional table wine segment, such as wine-based cocktails and spritzers, where it is able to leverage its detailed knowledge of growth opportunities in the Canadian market. The Company will also make packaging design changes that are more appealing to its target markets and are consistent with its initiative to be more environmentally friendly. Increased focus will be made on coordination between the Company's business-to-consumer trade channels to provide customers with a more intimate awareness of its broad product portfolio. New product launches and directed spending to support key brands through all of the Company's distribution channels will receive increased marketing and sales support in fiscal 2015.

The Company expects to maximize the efficiency of its existing assets while also making additional investments in capital expenditures to increase capacity, to support its ongoing commitment to producing the highest-quality wines, and to improve productivity. Improvements to enhance the coordination throughout its supply chain have been implemented recently and benefits have begun to accrue. Investments made over the past few years are expected to continue to result in increased sales and improved profitability.

From time to time the Company evaluates investment opportunities, including acquisitions, which support its strategic direction.

The Company plans to dedicate further resources towards rectifying unfair trade practices and taxes by continuing to work closely with other members of the Canadian wine industry and the Canadian and provincial governments.

The Company anticipates it will generate increased sales in fiscal 2015 while gross margin dollars are expected to remain stable or increase moderately. The increased use of domestic grapes, higher costs of foreign exchange, and pricing pressure in key markets could have a modest negative impact on gross margin percentage in fiscal 2015.

The Company's product portfolio covers the complete spectrum of price levels within the Canadian wine market. While there may be an increase in purchases of ultra-premium wine, this is expected to be offset by a slight decrease in sales of blended varietal wine. In addition, the Company will be accelerating its efforts to generate production efficiencies and reduce overhead costs to enhance its overall profitability.

## **Risks and Uncertainties**

The Company's sales of wine are affected by general economic conditions such as changes in discretionary consumer spending and consumer confidence, future economic conditions, tax laws, and the prices of its products. A steep and sustained decline in economic growth may cause a lower demand for the Company's products. Such general economic conditions could impact the Company's sales through the Company's estate wineries and restaurants, direct sales through licensed establishments, and export sales through duty free shops. APL believes that these effects would likely be temporary and would not have a significant impact on financial performance.

The Canadian wine market continues to be the target of low-priced imported wines from regions and countries that subsidize wine production and grape growing as well as providing sizeable export subsidies. Many of these countries and regions prohibit or restrict the sale of imported wine in their own domestic markets. The Company, along with

other members of the Canadian wine industry, are working with the Canadian government to rectify these unfair trade practices.

The Company operates in a highly competitive industry and the dollar amount and unit volume of sales could be negatively impacted by its inability to maintain or increase prices, changes in geographic or product mix, a general decline in beverage alcohol consumption, or the decision of retailers or consumers to purchase competitive products instead of the Company's products. Retailer and consumer purchasing decisions are influenced by, among other things, the perceived absolute or relative overall value of the Company's products including their quality or pricing compared to competitive products. Unit volume and dollar sales could also be affected by purchasing, financing, operational, advertising, or promotional decisions made by provincial agencies and retailers which could affect supply of or consumer demand for, the Company's products. APL could also experience higher than expected selling and administrative expenses if it finds it necessary to increase the number of its personnel, advertising, or promotional expenditures to maintain its competitive position.

APL expects to increase the sales of its premium wines in Canada principally through the sale of VQA wines, and as a result, is dependent on the quality and supply of domestically grown premium quality grapes. If any of the Company's vineyards or the vineyards of our grape suppliers experience certain weather variations, natural disasters, pestilence, other severe environmental problems, or other occurrences, APL may not be able to secure a sufficient supply of grapes, a situation which could result in a decrease in production of certain products from those regions and/or result in an increase in costs. In the past where there has been a significant reduction in domestically sourced grapes, the Government of Ontario, in conjunction with the Ontario Grape Growers Marketing Board, have agreed to temporarily increase the blending of imported wines which would enable the Company to continue to supply products to the market. The inability to secure premium quality grapes could impair the ability of the Company to supply certain wines to its customers. APL has developed programs to ensure it has access to a consistent supply of premium quality grapes and wine. The price of grapes is determined through negotiations with the Ontario Grape Growers Marketing Board in Ontario and with independent growers in British Columbia.

Foreign exchange risk exists on the purchases of bulk wine and concentrate that are primarily made in United States dollars, Euros, and Australian dollars. The Company's strategy is to hedge approximately 50% - 80% of its foreign exchange requirements throughout the fiscal year and to regularly review its on-going requirements. APL has entered into a series of foreign exchange contracts as a hedge against movements in U.S. dollar and Euro exchange rates. The Company does not enter into foreign exchange contracts for trading or speculative purposes. These contracts are reviewed periodically. Each one percent change in the value of the U.S. dollar has a \$0.2 million impact on the Company's net earnings. Each one percent change in the value of the Euro has a \$0.1 million impact on the Company's net earnings.

The Company purchases glass, bag in box, tetra paks, and other components used in the bottling and packaging of wine. The largest component in the packaging of wine is glass, of which there are few domestic or international suppliers. There is currently only one commercial supplier of glass in Canada and any interruption in supply could have an adverse impact on the Company's ability to supply its markets. APL has taken steps to reduce its dependence on domestic suppliers through the development of relationships with several international producers of glass and through carrying increased inventory of selected bottles.

The Company operates in a highly regulated industry with requirements regarding the production, distribution, marketing, advertising, and labelling of wine. These regulatory requirements may inhibit or restrict the Company's ability to maintain or increase strong consumer support for and recognition of its brands and may adversely affect APL's business strategies and results of operations. Privatization of liquor distribution and retailing has been implemented in varying degrees across the country. The possibility of privatization in Ontario remains a risk to the Company through its impact on the Company's retail operations. The provincial government has stated that, should it consider privatization, it would engage in a consultation process and would acknowledge the special role of Ontario's wine industry.

In December 2012 the Government of Ontario announced that the LCBO would be opening ten LCBO Express outlets within supermarkets across Ontario beginning in 2014. This pilot is not expected to have a material impact on



the Company. However, if the LCBO decides to open additional outlets, there could be a material adverse impact on the Company's retail operations.

The Province of British Columbia has recently announced that it will allow the sale of wine in grocery stores amongst other changes in liquor policies. The impact of these changes will remain uncertain until they are implemented and details are known.

The wine industry and the domestic and international market in which the Company operates are consolidating. This has resulted in fewer, but larger, competitors who have increased their resources and scale. The increased competition from these larger market participants may affect the Company's pricing strategies and create margin pressures resulting in potentially lower revenues. Competition also exerts pressure on existing customer relationships which may affect APL's ability to retain existing customers and increase the number of new customers. The Company has worked to improve production efficiencies, selectively increase pricing to increase gross margin, and implement a higher level of promotion and advertising activity to combat these initiatives. APL and other wine industry participants also generally compete with other alcoholic beverages like beer and spirits for consumer acceptance, loyalty, and shelf space. No assurance can be given that consumer demand for wine and premium wine products will continue at current levels in the future.

The Company has experienced increases in energy costs and further increases in the cost of energy would result in higher transportation, freight, and other operating costs. The Company's future operating expenses and margins are dependent on its ability to manage the impact of cost increases. The Company cannot guarantee that it will be able to pass along increased energy costs to its customers through increased prices.

Federal and provincial governments impose excise and other taxes on beverage alcohol products which have been subject to change. Significant increases in excise and other taxes on beverage alcohol products could materially and adversely affect the Company's financial condition or results of operations. Federal and provincial governmental agencies extensively regulate the beverage alcohol products industry concerning such matters as licensing, trade practices, permitted and required labelling, advertising, and relations with consumers and retailers. Certain federal and provincial regulations also require warning labels and signage. New or revised regulations, increased licensing fees, requirements, or taxes could also have a material adverse effect on the Company's financial condition or results of operations.

The Company's future operating results also depend on the ability of its officers and other key employees to continue to implement and improve its operating and financial systems and manage the Company's significant relationships with its suppliers and customers. The Company is also dependent upon the performance of its key senior management personnel. The Company's success is linked to its ability to identify, hire, train, motivate, promote, and retain highly qualified management. Competition for such employees is intense and there can be no assurances that the Company will be able to retain current key employees or attract new key employees.

The Company has defined benefit pension plans. The expense and cash contributions related to these plans depend on the discount rate used to measure the liability to pay future benefits and the market performance of the plan assets set aside to pay these benefits. A pension committee reviews the performance of plan assets on a regular basis and has a policy to hold diversified investments. Nevertheless, a decline in long-term interest rates or in asset values could increase the Company's costs related to funding the deficit in these plans.

The competitive nature of the wine industry internationally has resulted in the discounting of retail prices of wine in key markets such as the United States and the United Kingdom. The Company does not believe that significant price discounting will occur in Canada beyond current levels.

The Company considers its trademarks, particularly certain brand names and product packaging, advertising and promotion design, and artwork to be of significant importance to its business and ascribes a significant value to these intangible assets. APL relies on trademark laws and other arrangements to protect its proprietary rights. There can be no assurance that the steps taken by APL to protect its intellectual property rights will preclude competitors from developing confusingly similar brand names or promotional materials. The Company believes that its proprietary rights do not infringe upon the proprietary rights of third parties, but there can be no assurance in this regard.

As an owner and lessor of property the Company is subject to various federal and provincial laws relating to environmental matters. Such laws provide that the Company could be held liable for the cost of removal and remediation of hazardous substances on its properties. The failure to remedy any situation that might arise could lead to claims against the Company. A perceived failure to maintain high ethical, social, and environmental standards could have an adverse effect on the Company's reputation.

The success of the Company's brands depends upon the positive image that consumers have of those brands. Contamination of APL's products, whether arising accidentally or through deliberate third-party action, or other events that harm the integrity or consumer support for those brands could adversely affect their sales. Contaminants in raw materials purchased from third parties and used in the production of the Company's products or defects in the fermentation process could lead to low product quality as well as illness among, or injury to, consumers of the products and may result in reduced sales of the affected brand or all of the Company's brands.

### Non-IFRS Measures

The Company utilizes EBITA (defined as earnings before interest, amortization, restructuring costs, unrealized derivative gains, other expenses, and income taxes) to measure its financial performance. EBITA is not a recognized measure under IFRS; however, management believes that EBITA is a useful supplemental measure to net earnings as it provides readers with an indication of earnings available for investment prior to debt service, capital expenditures, and income taxes.

<b>For the three months ended June 30,</b>		
<b>(in \$000)</b>	<b>2014</b>	<b>2013</b>
Net earnings (loss)	\$ 4,104	\$ 5,092
Add: Interest	1,323	1,301
Provision for income taxes	1,435	1,969
Amortization of plant and equipment used in production	1,340	1,350
Amortization of equipment and intangibles used in selling and administration	696	726
Net unrealized losses (gains) on derivatives	1,125	(731)
Other expenses (income)	142	(32)
<b>EBITA</b>	<b>\$ 10,165</b>	<b>\$ 9,675</b>

Readers are cautioned that EBITA should not be construed as an alternative to net earnings determined in accordance with IFRS as an indicator of the Company's performance or to cash flows from operating, investing, and financing activities as a measure of liquidity and cash flows.

The Company also utilizes gross margin (defined as sales less cost of goods sold) as calculated below.

<b>For the three months ended June 30,</b>		
<b>(in \$000)</b>	<b>2014</b>	<b>2013</b>
Sales	\$ 79,517	\$ 72,718
Less: Cost of goods sold	50,219	44,908
Gross margin	\$ 29,298	\$ 27,810
Gross margin (% of sales)	36.8%	38.2%

The Company calculates adjusted earnings as follows.

For the three months ended June 30, (in \$000)	Three Months	
	2014	2013
Net earnings	\$ 4,104	\$ 5,092
Net unrealized losses (gains) on derivatives	1,125	(731)
Other expenses (income)	142	(32)
Income tax effect of the above	(329)	198
Adjusted earnings	\$ 5,042	\$ 4,527

The Company's method of calculating EBITA, gross margin, and adjusted earnings may differ from the methods used by other companies and accordingly, may not be comparable to the corresponding measures used by other companies.

### Financial Statements and Accounting Policies

The Company's interim consolidated financial statements have been prepared in accordance with IFRS, as issued by the International Accounting Standards Board ("IASB") applicable to the preparation of interim financial statements, including IAS 34 – Interim Financial Reporting.

### Critical Accounting Estimates

During the year management is required to make estimates or rely on assumptions that are inherently uncertain. These estimates can vary with respect to the level of judgment involved and ultimately the impact that these estimates may have on the Company's financial statements. Estimates are deemed to be critical when a different estimate could reasonably be used or where changes are reasonably likely to occur which would materially affect the Company's financial position or financial performance. The Company's significant accounting policies are discussed in the Notes to the March 31, 2014 Consolidated Financial Statements.

### 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.

### Recently Issued Accounting Pronouncements

In November 2009 the IASB issued 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 November 2013, the mandatory effective date of applying the standard for annual periods beginning on or after January 1, 2015 was removed. A revised effective date has not yet been issued. 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 OCI instead of net earnings. The standard was updated to include requirements for financial liabilities and derecognition of financial instruments. A new hedge accounting model was added to 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.

In 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.

In May 2014, the IASB issued amendments to IAS 16 - Property, Plant, and Equipment and IAS 38 – Intangible Assets which clarify that an amortization based on revenue is not appropriate for property, plant, and equipment and may be used in limited circumstances for intangible assets. The amended standards are effective for annual periods beginning on or after January 1, 2016. The Company is currently evaluating the potential impact of adopting these amended standards.

In 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.

In 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.

### **Evaluation of Disclosure Controls and Procedures and Internal Control over Financial Reporting**

Compliance with National Instrument 52-109 (“NI 52-109”) provided the Company with a review and documentation of the processes and internal controls that are in place within the organization. As a result of the review, the Company found no material weaknesses and continues to update the review and documentation of processes and internal controls on an ongoing basis.

### **Disclosure Controls and Procedures**

Disclosure controls and procedures are designed to provide reasonable assurance that all relevant information required to be disclosed by the Company in reports filed with or submitted to various securities regulators are recorded, processed, summarized, and reported within the time periods specified. This information is gathered and reported to the Company’s management, including the President and Chief Executive Officer (“CEO”) and Chief Financial Officer (“CFO”), on a timely basis so that decisions can be made regarding the Company’s disclosure to the public.

The Company’s management, under the supervision of, and with the participation of the CEO and CFO, have designed and maintained the Company’s disclosure controls and procedures as required in Canada by “National Instrument 52-109 – Certification of Disclosure in Issuers’ Annual and Interim Filings”.

### **Internal Controls over Financial Reporting**

Internal controls over financial reporting are procedures designed to provide reasonable assurance that transactions are properly authorized, assets are safeguarded against unauthorized or improper use, and transactions are properly recorded and reported. A control system, no matter how well designed and operated, can provide only reasonable, not absolute, assurance with respect to reliability of financial reporting and financial statement preparation.

Designing, establishing, and maintaining adequate internal controls over financial reporting are the responsibility of management. Internal controls over financial reporting is a process designed by, or under the supervision of senior management and effected by the Board of Directors to provide reasonable assurance regarding the reliability of financial reporting and preparation of the Company’s financial statements in accordance with IFRS.

For the year three months ended June 30, 2014 there have been no material changes in the Company’s internal controls over financial reporting or changes to disclosure controls and procedures that materially affected or were likely to affect, the Company’s internal control systems.

As at August 5, 2014, the CEO and CFO of the Company have evaluated the effectiveness of the Company’s internal controls over financial reporting. Based on these evaluations the CEO and CFO have concluded that the controls and procedures were operating effectively.

# ANDREW PELLER LIMITED

## Condensed Consolidated Balance Sheets

Unaudited

These financial statements have not been reviewed by our auditors

	June 30 2014	March 31 2014
(in thousands of Canadian dollars)	\$	\$
<b>Assets</b>		
<b>Current Assets</b>		
Accounts receivable	27,456	22,693
Inventory	112,724	120,751
Current portion of biological assets	2,614	1,062
Prepaid expenses and other assets	1,447	1,381
Income taxes recoverable	-	240
	<u>144,241</u>	<u>146,127</u>
<b>Property, plant, and equipment</b>	<b>89,371</b>	<b>90,152</b>
<b>Biological assets</b>	<b>13,944</b>	<b>14,054</b>
<b>Intangible assets</b>	<b>12,968</b>	<b>13,209</b>
<b>Goodwill</b>	<b>37,473</b>	<b>37,473</b>
	<u>297,997</u>	<u>301,015</u>
<b>Liabilities</b>		
<b>Current Liabilities</b>		
Bank indebtedness (note 7)	42,155	54,407
Accounts payable and accrued liabilities	29,305	37,371
Dividends payable	1,460	1,391
Income taxes payable	251	-
Current portion of derivative financial instruments	1,885	1,002
Current portion of long-term debt (note 7)	4,218	7,392
	<u>79,274</u>	<u>101,563</u>
<b>Long-term debt (note 7)</b>	<b>55,328</b>	<b>38,328</b>
<b>Long-term derivative financial instruments</b>	<b>410</b>	<b>268</b>
<b>Post-employment benefit obligations</b>	<b>6,332</b>	<b>6,132</b>
<b>Deferred income</b>	<b>809</b>	<b>910</b>
<b>Deferred income taxes</b>	<b>15,515</b>	<b>15,811</b>
	<u>157,668</u>	<u>163,012</u>
<b>Shareholders' Equity</b>		
<b>Capital stock</b>	<b>7,026</b>	<b>7,026</b>
<b>Retained earnings</b>	<b>133,303</b>	<b>130,977</b>
	<u>140,329</u>	<u>138,003</u>
	<u>297,997</u>	<u>301,015</u>
<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

June 30, 2014

June 30, 2013

(in thousands of Canadian dollars)

\$

\$

<b>Sales</b>	<b>79,517</b>	72,718
Cost of goods sold (note 4)	<b>50,219</b>	44,908
Amortization of plant and equipment used in production	<b>1,340</b>	1,350
<b>Gross profit</b>	<b>27,958</b>	26,460
Selling and administration (note 4)	<b>19,133</b>	18,135
Amortization of plant, equipment, and intangibles used in selling and administration	<b>696</b>	726
Interest	<b>1,323</b>	1,301
<b>Operating earnings</b>	<b>6,806</b>	6,298
Net unrealized losses (gains) on derivative financial instruments	<b>1,125</b>	(731)
Other expenses (income) (note 4)	<b>142</b>	(32)
<b>Earnings before income taxes</b>	<b>5,539</b>	7,061
<b>Provision for income taxes</b>		
Current	<b>1,619</b>	1,552
Deferred	<b>(184)</b>	417
	<b>1,435</b>	1,969
<b>Net earnings for the period</b>	<b>4,104</b>	5,092
<b>Net earnings per share</b>		
Basic and diluted		
Class A shares	<b>0.30</b>	0.37
Class B shares	<b>0.26</b>	0.32

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

## ANDREW PELLER LIMITED

### Condensed Consolidated Statements of Comprehensive Income

Unaudited

These financial statements have not been reviewed by our auditors

For the three months ended

For the three months ended

June 30, 2014

June 30, 2013

(in thousands of Canadian dollars)

\$

\$

<b>Net earnings for the period</b>	<b>4,104</b>	5,092
<b>Items that are never reclassified to net earnings</b>		
Net actuarial (losses) gains on post-employment benefit plans	<b>(430)</b>	921
Deferred income tax recovery (provision)	<b>112</b>	(239)
<b>Other comprehensive (loss) income for the period</b>	<b>(318)</b>	682
<b>Net comprehensive income for the period</b>	<b>3,786</b>	5,774

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

# ANDREW PELLER LIMITED

## Condensed Consolidated Statements of Changes in Equity

For the three months ended June 30, 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	-	5,092	5,092
Net actuarial gains (net of \$239 deferred tax provision)	-	682	682
Net comprehensive income for the period	-	5,774	5,774
Dividends (Class A \$0.100 per share, Class B \$0.087 per share)	-	(1,391)	(1,391)
<b>Balance at June 30, 2013</b>	7,026	127,058	134,084
<b>Balance at April 1, 2014</b>	7,026	130,977	138,003
Net earnings for the period	-	4,104	4,104
Net actuarial losses (net of \$112 deferred tax recovery)	-	(318)	(318)
Net comprehensive income for the period	-	3,786	3,786
Dividends (Class A \$0.105 per share, Class B \$0.091 per share)	-	(1,460)	(1,460)
<b>Balance at June 30, 2014</b>	7,026	133,303	140,329

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 three months ended June 30, 2014	For the three months ended June 30, 2013
(in thousands of Canadian dollars)	\$	\$
<b>Cash provided by (used in)</b>		
<b>Operating activities</b>		
Net earnings for the period	4,104	5,092
Adjustments for:		
Amortization of plant, equipment, and intangible assets	2,036	2,076
Interest expense	1,323	1,301
Provision for income taxes	1,435	1,969
Revaluation of biological assets	186	33
Post-employment benefits	(230)	(222)
Deferred income	(101)	(101)
Net unrealized losses (gains) on derivative financial instruments	1,125	(731)
Interest paid	(1,221)	(1,247)
Income taxes (paid) refunded	(1,128)	1,124
	<u>7,529</u>	<u>9,294</u>
Changes in non-cash working capital items related to operations (note 5)	<u>(6,922)</u>	<u>(158)</u>
	<u>607</u>	<u>9,136</u>
<b>Investing activities</b>		
Purchase of property, equipment, and biological assets	(656)	(1,030)
Purchase of intangibles	(65)	(615)
	<u>(721)</u>	<u>(1,645)</u>
<b>Financing activities</b>		
Decrease in bank indebtedness	(12,252)	(5,148)
Issuance of long-term debt	15,020	586
Repayment of long-term debt	(667)	(1,677)
Dividends paid	(1,391)	(1,252)
Deferred financing costs	(596)	-
	<u>114</u>	<u>(7,491)</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



## **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 August 5, 2014.

### **(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**

In November 2009 the IASB issued 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 November 2013, the mandatory effective date of applying the standard for annual periods beginning on or after January 1, 2015 was removed. A revised effective date has not yet been issued. 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. The standard was updated to include requirements for financial liabilities and derecognition of financial instruments. A new hedge accounting model was added to 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.

In 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.

In May 2014, the IASB issued amendments to IAS 16 - Property, Plant, and Equipment and IAS 38 – Intangible Assets which clarify that an amortization based on revenue is not appropriate for property, plant, and equipment and may be used in limited circumstances for intangible assets. The amended standards are effective for annual periods beginning on or after January 1, 2016. The Company is currently evaluating the potential impact of adopting these amended standards.

In 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.

In 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 June 30, 2014</b>	<b>For the three months ended June 30, 2013</b>
Raw materials and consumables	\$ 40,802	\$ 36,140
Employee compensation and benefits	13,978	13,320
Advertising, promotion, and distribution	6,720	5,986
Occupancy	2,552	2,547
Repairs and maintenance	1,199	1,269
Other external charges	4,101	3,781
	<hr/>	<hr/>
	\$ 69,352	\$ 63,043
	<hr/>	<hr/>

Other expenses (income) are as follows:

	<b>For the three months ended June 30, 2014</b>	<b>For the three months ended June 30, 2013</b>
Revaluation of vines	\$ 185	\$ 33
(Income) expenses from idle Port Moody property	(43)	(65)
	<hr/>	<hr/>
	\$ 142	\$ (32)
	<hr/>	<hr/>

#### 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 three months ended June 30, 2014</b>	<b>For the three months ended June 30, 2013</b>
Accounts receivable	\$ (4,763)	\$ (688)
Inventory	8,027	7,129
Current portion of biological assets	(1,552)	(1,253)
Prepaid expenses and other assets	(166)	(353)
Accounts payable and accrued liabilities	(8,468)	(4,993)
	<hr/>	<hr/>
	\$ (6,922)	\$ (158)
	<hr/>	<hr/>

## 6 Related parties and management compensation

The compensation expense recorded for directors and members of the Executive Management Team of the Company was \$1,297 (2013 - \$1,018) for the three months ended June 30, 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.

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“Joseph A. Peller”

Joseph A. Peller  
Chairman  
August 5, 2014

For further information, contact:  
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