

# Investor Fact Sheet

Q1 FY2019

## Andrew Peller Limited

### “Pouring Extraordinary into Everyday Life”

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% share of total volume of the wine market and a 37% share of total volume of the domestic wine market, with the Company’s Peller Estates brand the top-selling wine in this market.

### Recent Events

- Acquired three super/ultra premium Estate Wineries in BC (Black Hills, Gray Monk & Tinhorn Creek) in October 2017
- Sales growth of 7.8% and gross margin improvement to 43% in Q1 FY2019
- New Wayne Gretzky Winery & Craft Distillery opened in June 2017 in Niagara-on-the-Lake
- 13.9% increase in common share dividends announced in June 2018 to \$0.2050 annually (Class A Shares)
- Dividend Reinvestment Plan (DRIP) available for Class A shareholders

### Industry leading Brands



### Why Invest in APL?

- Founded 1961, one of Canada’s most respected producers of wines across all key price segments
- Strong, stable track record of growth and financial performance
- Common share dividends paid since 1979 – dividend increases in each of the last five years
- Successful purchase and integration of 17 acquisitions since 1995 with a total investment >\$200 million
- Consistently many top-selling and award winning wine brands in English Canada
- Well-developed trade channel expertise and strong customer relationships
- Successfully expanding into new adjacent categories with Premium Canadian Craft brands including *No Boats on Sunday* ciders and *Wayne Gretzky No. 99 Canadian Whiskies*.

### Trading Facts

**STOCK EXCHANGE:** TSX (ADW.A) (ADW.B)  
**SHARES OUTSTANDING:** CLASS A – 36.0 MILLION  
CLASS B – 8.2 MILLION

### INVESTOR CONTACT:

Mr. Randy Powell  
President  
(905) 643-4131

| FINANCIAL HIGHLIGHTS<br>(IN \$ MILLIONS, EXCEPT PER SHARE AMOUNTS) | Q1 FY19 | Q1 FY18 | FY 2018 | FY2017 | FY2016 | FY2015 | FY2014 | FY2013 |
|--|---------|---------|---------|--------|--------|--------|--------|--------|
| Sales  | 95.5    | 88.6    | 363.9   | 342.6  | 334.3  | 315.7  | 297.8  | 289.1  |
| EBITA  | 15.8    | 14.4    | 53.2    | 45.1   | 40.9   | 35.2   | 33.7   | 33.5   |
| EBITA margin   | 17%     | 16%     | 15%     | 13%    | 12%    | 11%    | 11%    | 12%    |
| Net Earnings   | 7.5     | 8.2     | 29.8    | 26.4   | 19.2   | 15.2   | 14.0   | 14.5   |
| Net Earnings per Class A Share                                     | \$0.18  | \$0.20  | \$0.70  | \$0.64 | \$0.46 | \$0.36 | \$0.34 | \$0.35 |
| Dividend per Class A Share (annual)                                | \$0.21  | \$0.18  | \$0.18  | \$0.16 | \$0.15 | \$0.14 | \$0.13 | \$0.12 |
| Shareholders’ Equity per Share                                     | \$5.12  | \$4.29  | \$4.95  | \$4.16 | \$3.70 | \$3.44 | \$3.22 | \$3.02 |