

# **Andrew Peller Limited**

## **Condensed Interim Consolidated Financial Statements**

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**June 30, 2016**

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

Unaudited

These financial statements have not been reviewed by our auditors

(in thousands of Canadian dollars)	June 30 2016 \$	March 31 2016 \$
<b>Assets</b>		
<b>Current Assets</b>		
Accounts receivable	31,884	28,223
Inventory	114,904	119,666
Biological assets	3,122	1,196
Prepaid expenses and other assets	1,572	1,782
	<u>151,482</u>	<u>150,867</u>
<b>Property, plant, and equipment</b>	<b>110,297</b>	<b>108,929</b>
<b>Intangibles</b>	<b>10,733</b>	<b>11,040</b>
<b>Goodwill</b>	<b>37,473</b>	<b>37,473</b>
	<u>309,985</u>	<u>308,309</u>
<b>Liabilities</b>		
<b>Current Liabilities</b>		
Bank indebtedness	34,629	33,701
Accounts payable and accrued liabilities	32,135	36,772
Dividends payable	1,691	1,553
Income taxes payable	2,159	2,425
Current portion of derivative financial instruments	634	645
Current portion of long-term debt	4,106	4,106
	<u>75,354</u>	<u>79,202</u>
<b>Long-term debt</b>	<b>47,214</b>	<b>48,202</b>
<b>Long-term derivative financial instruments</b>	<b>1,402</b>	<b>1,529</b>
<b>Post-employment benefit obligations</b>	<b>7,187</b>	<b>5,947</b>
<b>Deferred income</b>	<b>-</b>	<b>102</b>
<b>Deferred income taxes</b>	<b>15,263</b>	<b>15,591</b>
	<u>146,420</u>	<u>150,573</u>
<b>Shareholders' Equity</b>		
<b>Capital stock</b>	<b>6,967</b>	<b>6,967</b>
<b>Retained earnings</b>	<b>161,487</b>	<b>154,605</b>
<b>Accumulated other comprehensive loss</b>	<b>(4,889)</b>	<b>(3,836)</b>
	<u>163,565</u>	<u>157,736</u>
	<u>309,985</u>	<u>308,309</u>

The accompanying notes are an integral part of these condensed 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, 2016	June 30, 2015
(in thousands of Canadian dollars)	\$	\$
<b>Sales</b>	<b>87,906</b>	83,118
Cost of goods sold	<b>53,763</b>	51,307
Amortization of plant and equipment used in production	<b>1,586</b>	1,566
<b>Gross profit</b>	<b>32,557</b>	30,245
Selling and administration	<b>19,340</b>	18,965
Amortization of plant, equipment, and intangibles used in selling and administration	<b>830</b>	808
Interest	<b>783</b>	1,081
Net unrealized (gain) loss on derivative financial instruments	<b>(47)</b>	315
Other expense (income)	<b>27</b>	(61)
<b>Earnings before income taxes</b>	<b>11,624</b>	<b>9,137</b>
<b>Provision for income taxes</b>		
Current	<b>3,009</b>	2,256
Deferred	<b>42</b>	192
	<b>3,051</b>	2,448
<b>Net earnings for the period</b>	<b>8,573</b>	6,689
<b>Net earnings per share</b>		
Basic and diluted		
Class A shares	<b>0.62</b>	0.48
Class B shares	<b>0.54</b>	0.42

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# 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, 2016	June 30, 2015
(in thousands of Canadian dollars)	\$	\$
<b>Net earnings for the period</b>	<b>8,573</b>	6,689
<b>Items that are never reclassified to net earnings</b>		
Net actuarial (losses) gains on post-employment benefit plans	(1,423)	1,272
Deferred income tax recovery (provision)	370	(331)
<b>Other comprehensive (loss) income for the period</b>	<b>(1,053)</b>	941
<b>Net comprehensive income for the period</b>	<b>7,520</b>	7,630

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

# ANDREW PELLER LIMITED

## Condensed Consolidated Statements of Changes in Equity

For the three months ended June 30, 2016 and 2015

Unaudited

These financial statements have not been reviewed by our auditors

(in thousands of Canadian dollars)

	Capital stock	Retained earnings	Accumulated other comprehensive loss	Total shareholders' equity
	\$	\$		\$
<b>Balance at April 1, 2015</b>	7,026	143,847	(3,498)	147,375
Net earnings for the period	-	6,689	-	6,689
Net actuarial gains (net of deferred tax provision)	-	-	941	941
Net comprehensive income for the period	-	6,689	941	7,630
Dividends (Class A \$0.113 per share, Class B \$0.098 per share)	-	(1,564)	-	(1,564)
<b>Balance at June 30, 2015</b>	7,026	148,972	(2,557)	153,441
<b>Balance at April 1, 2016</b>	6,967	154,605	(3,836)	157,736
Net earnings for the period	-	8,573	-	8,573
Net actuarial losses (net of deferred tax recovery)	-	-	(1,053)	(1,053)
Net comprehensive income for the period	-	8,573	(1,053)	7,520
Dividends (Class A \$0.1225 per share, Class B \$0.1065 per share)	-	(1,691)	-	(1,691)
<b>Balance at June 30, 2016</b>	6,967	161,487	(4,889)	163,565

The accompanying notes are an integral part of these condensed 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, 2016	For the three months ended June 30, 2015
(in thousands of Canadian dollars)	\$	\$
<b>Cash provided by (used in)</b>		
<b>Operating activities</b>		
Net earnings for the period	8,573	6,689
Adjustments for:		
Amortization of plant, equipment, and intangible assets	2,416	2,374
Interest expense	783	1,081
Provision for income taxes	3,051	2,448
Post-employment benefits	(183)	(243)
Deferred income	(102)	(102)
Net unrealized (gain) loss on derivative financial instruments	(47)	315
Interest paid	(742)	(1,103)
Income taxes paid	(3,275)	(753)
	<u>10,474</u>	<u>10,706</u>
Changes in non-cash working capital items related to operations	<u>(2,914)</u>	<u>(5,689)</u>
	<u>7,560</u>	<u>5,017</u>
<b>Investing activities</b>		
Purchase of property, plant and equipment	<u>(5,935)</u>	<u>(1,728)</u>
<b>Financing activities</b>		
Increase (decrease) in bank indebtedness	928	(811)
Repayment of long-term debt	(1,000)	(1,018)
Dividends paid	(1,553)	(1,460)
	<u>(1,625)</u>	<u>(3,289)</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 condensed interim consolidated financial statements

**Notes to the Condensed Interim Consolidated Financial Statements**  
**Andrew Peller Limited**  
**Unaudited**  
**June 30, 2016 and June 30, 2015**  
**(in thousands of Canadian dollars, except per share amounts)**

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**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 interim consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (“IFRS”) as issued by the International Accounting Standards Board (“IASB”) applicable to the preparation of condensed interim financial statements, including International Accounting Standard (“IAS”) 34 – Interim Financial Reporting. The condensed interim consolidated financial statements should be read in conjunction with the annual consolidated financial statements for the years ended March 31, 2016 and 2015, 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, 2016 and 2015. Changes to the Company’s accounting policies from those disclosed in its consolidated financial statements for the years ended March 31, 2016 and March 31, 2015 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 thousands, except per share amounts.

These condensed interim consolidated financial statements were approved by the Board of Directors on August 10, 2016.

**(B) Recently adopted accounting pronouncements**

During December 2014, the IASB issued amendments to IAS 1 – Presentation of Financial Statements which clarifies 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 new requirements were adopted effective April 1, 2016. The adoption of these amendments did not have a significant impact on the consolidated financial statements.

**Notes to the Condensed Interim Consolidated Financial Statements**  
**Andrew Peller Limited**  
**Unaudited**  
**June 30, 2016 and June 30, 2015**  
**(in thousands of Canadian dollars, except per share amounts)**

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**(C) Recently issued accounting pronouncements**

In January 2016, the IASB issued an amendment to IAS 7 – Statement of Cash Flows, introducing additional disclosure that will enable users of financial statements to evaluate changes in liabilities arising from financing activities. The amendments are effective for annual periods beginning on or after January 1, 2017. The Company is currently evaluating the impact of the amendments on the consolidated financial statements.

In January 2016, the IASB issued amendments to IAS 12 – Income Taxes to clarify the requirements for recognising deferred tax assets on unrealised losses. The amendments clarify the accounting for deferred tax where an asset is measured at fair value and that fair value is below the asset's tax base. They also clarify certain other aspects of accounting for deferred tax assets. The amendments are effective for annual periods beginning on or after January 1, 2017. The Company is currently evaluating the impact of the amendments on the consolidated financial statements.

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 on 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 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. In April 2016, the IASB has amended IFRS 15 to clarify the guidance on identifying performance obligations, licenses of intellectual property and principal versus agent. The amendments also provide additional practical expedients on transition. The standard is effective for first interim periods within annual periods beginning on or after January 1, 2018. The Company is currently evaluating the potential impact of adopting this amended standard.

In January 2016, the IASB issued IFRS 16 – Leases, which will replace IAS 17 – Leases and related Interpretations. The new standard will be effective for fiscal years beginning on or after January 1, 2019, with early adoption permitted provided the Company has adopted IFRS 15 – Revenue from Contracts with Customers. The new standard requires lessees to recognize a lease liability reflecting future lease payments and a "right-of-use asset" for virtually all leases contracts, and record it on the statement of financial position, except with respect to lease contracts that meet limited exception criteria. Given that the Company has significant contractual obligations in the form of operating leases under IAS 17, there will be a material increase to both assets and liabilities upon adoption of IFRS 16, and material changes to the timing of recognition of expenses associated with the lease arrangements. The Company is analyzing the new standard to potential impact of adopting this 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.

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**Unaudited**  
**June 30, 2016 and June 30, 2015**  
**(in thousands of Canadian dollars, except per share amounts)**

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**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, 2016</b>	<b>For the three months ended June 30, 2015</b>
Raw materials and consumables	\$ 44,423	\$ 41,586
Employee compensation and benefits	14,988	14,214
Advertising, promotion and distribution	5,436	6,193
Occupancy	2,763	2,656
Repairs and maintenance	1,339	1,346
Other external charges	4,154	4,277
	<b>\$ 73,103</b>	<b>\$ 70,272</b>

**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, 2016</b>	<b>For the three months ended June 30, 2015</b>
Accounts receivable	\$ (3,661)	\$ (3,798)
Inventory	4,762	7,693
Biological assets	(1,926)	(1,861)
Prepaid expenses and other assets	210	(114)
Accounts payable and accrued liabilities	(2,299)	(7,609)
	<b>\$ (2,914)</b>	<b>\$ (5,689)</b>

**6 Related parties and management compensation**

The compensation expense recorded for directors and members of the Executive Management Team of the Company was \$1,460 (2015 - \$1,260) for the three months ended June 30, 2016. The compensation expense consists of amounts that will primarily be settled within twelve months of being earned.

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**7 Financial instruments**

**Fair value**

The fair value of accounts receivable, accounts payable and accrued liabilities and dividends payable approximates their carrying values because of the short-term maturity of these instruments.

The fair value of long-term debt is equivalent to its carrying value because the variable interest rate is comparable to market rates. The fair value of interest rate swaps used to fix this interest rate is included in the current and long-term derivative financial instruments in the condensed consolidated balance sheets.

The fair value of foreign exchange forward contracts is determined based on the difference between the contract rate and the forward rate at the date of valuation and is included in accounts payable and accrued liabilities in the condensed consolidated balance sheets.

The fair value of interest rate swaps is determined based on the difference between the fixed interest rate in the contracts that will be paid by the Company and the forward curve of the floating interest rates that are expected to be paid by the counterparty. The fair value of foreign exchange forward contracts and the interest rate swap are adjusted to reflect any changes in the Company's or the counterparty's credit risk.

Fair value estimates are made at a specific point in time, using available information about the instrument. These estimates are subjective in nature and often cannot be determined with precision.

The net unrealized (gains) losses on derivative financial instruments are comprised of:

	<b>For the three months ended June 30, 2016</b>	<b>For the three months ended June 30, 2015</b>
Unrealized losses on foreign exchange forward contracts	\$ 91	\$ 670
Unrealized gains on interest rate swaps	(138)	(355)
	<u>\$ (47)</u>	<u>\$ 315</u>

The fair value measurements of the Company's financial instruments are classified in the hierarchy below according to the significance of the inputs used in making the fair value measurements.

