

— EST 1947 —

DELEGAT

HALF-YEAR RESULTS

25 February 2019



AGENDA

Introduction to meeting.

**Business Performance – Half Year
review.**

Outlook.



PERFORMANCE HIGHLIGHTS

Record global case sales of 1,576,000.
14% higher than last year.

13% sales growth in the key North
America region.

New distribution listing with a major UK
independent co-operative has contributed
to 31% growth in UK, Ireland and Europe
region.

Record Operating NPAT of \$31.4 million.
17% higher than last year.

Strong cash flows from operations.



CASE SALES AND FX

Case Sales (000's)	Dec 2018 Actual	Dec 2017 Actual	% Change vs 2017
UK, Ireland and Europe	469	358	31%
North America (USA and Canada)	640	568	13%
Australia, NZ and Asia Pacific	467	451	4%
Total Cases	1,576	1,377	14%

Foreign Currency Rates	Dec 2018 Actual	Dec 2017 Actual	% Change vs 2017
GB£	0.5138	0.5358	4%
AU\$	0.9301	0.9124	-2%
US\$	0.6787	0.7151	5%
CA\$	0.8789	0.8967	2%

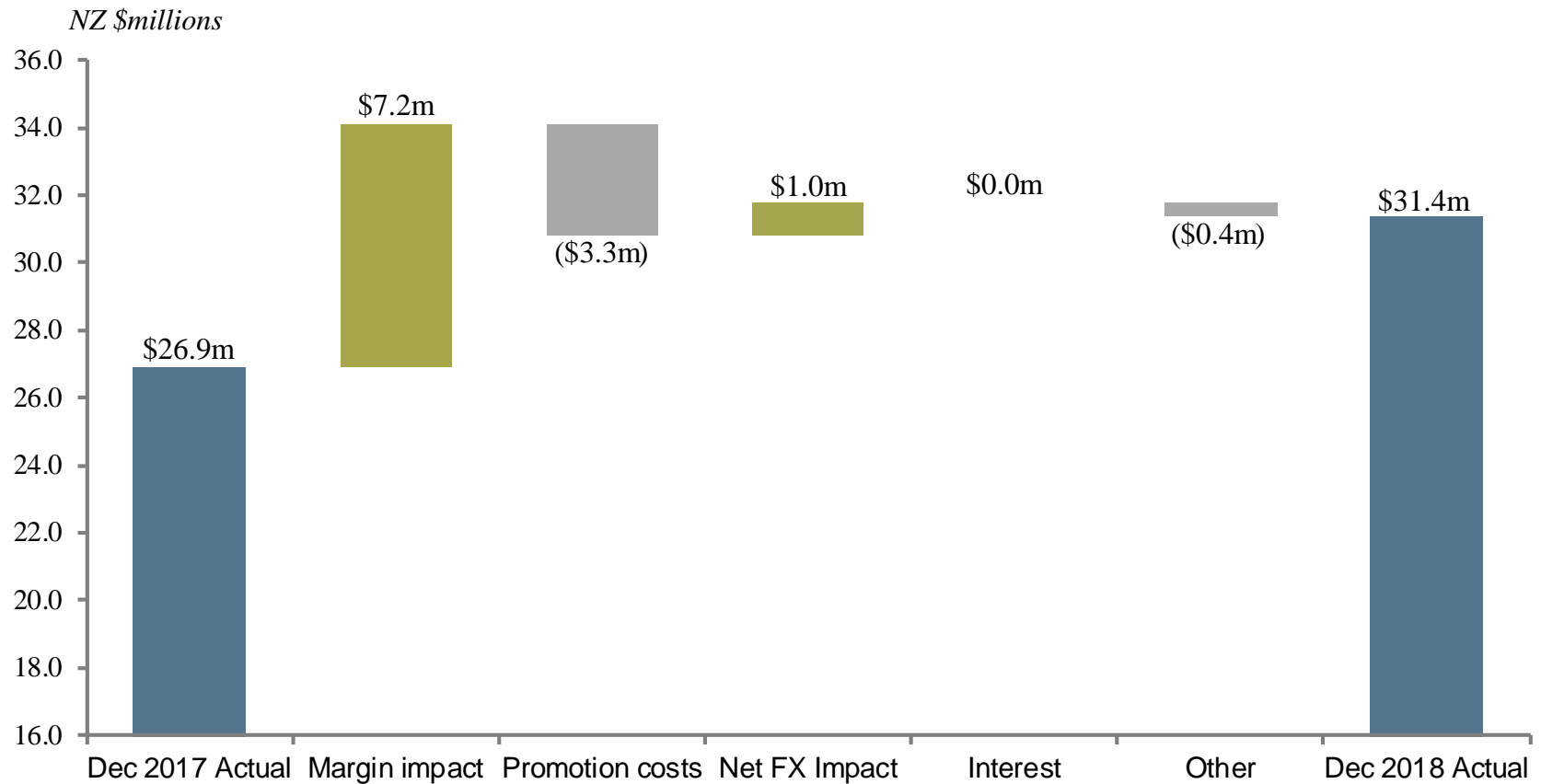
REVENUE GROWTH ANALYSIS

NZ\$ millions	Dec 2018 Actual	Dec 2017 Actual	% Change vs 2017
Operating Revenue	141.4	125.1	13%
<u>Revenue movements breakdown:</u>			
Volume			14%
Value			-1%
Foreign Exchange		2%	
Country/Product Mix		-3%	

OPERATING PERFORMANCE

NZ\$ millions	Dec 2018 Actual	Dec 2017 Actual	% Change vs 2017
Sales Revenue	141.4	125.1	13%
Operating Revenue	143.0	127.6	12%
Operating Gross Profit	78.3	70.7	11%
Operating Gross Margin	55%	55%	
Operating Expenses	(28.5)	(27.3)	-4%
Operating EBIT	49.8	43.4	15%
Operating EBIT % of Revenue	35%	34%	
Interest and Tax	(18.4)	(16.5)	-12%
Operating NPAT	31.4	26.9	17%
Operating NPAT % of Revenue	22%	21%	
Operating EBITDA	57.5	50.9	13%
Operating EBITDA % of Revenue	40%	40%	

OPERATING PROFIT MOVEMENT – LAST YEAR



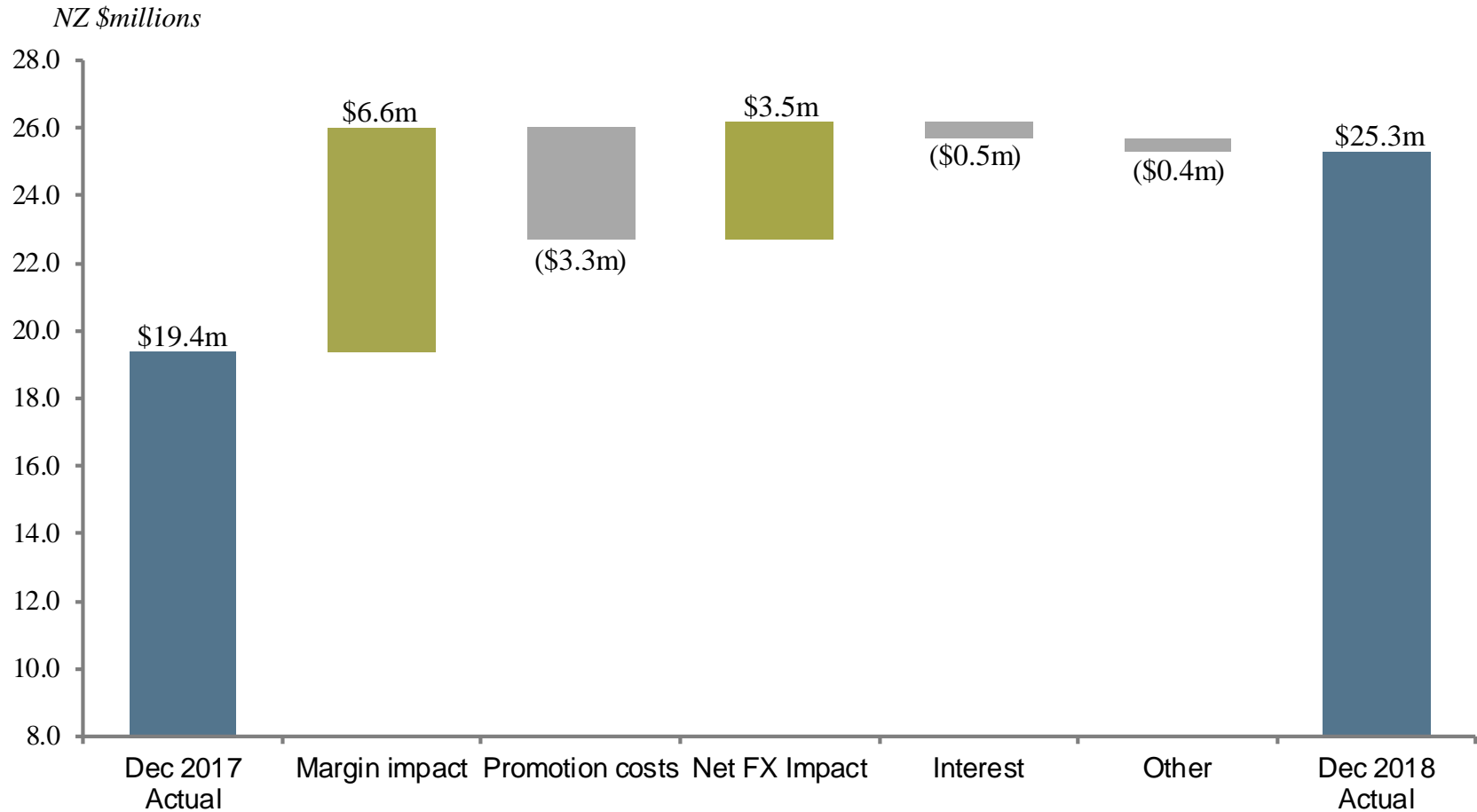
IMPACT OF 'FAIR VALUE' ADJUSTMENTS

NZ\$ millions	Dec 2018 Actual	Dec 2017 Actual	% Change vs 2017
Operating NPAT	31.4	26.9	17%
Operating NPAT % of Revenue	22%	21%	
Biological Produce (Grapes) ¹	(9.8)	(8.9)	-10%
Derivative Instruments	1.3	(1.4)	n/m ²
Total Fair Value Items	(8.5)	(10.3)	19%
Less: Tax	2.4	2.8	-19%
Fair Value Items after Tax	(6.1)	(7.5)	19%
Reported NPAT	25.3	19.4	30%

1. Biological Produce (Grapes) is the difference between market value paid for grapes versus the cost to grow grapes. The harvest provision is reversed and only recognised when the finished wine is sold.

2. n/m means not meaningful.

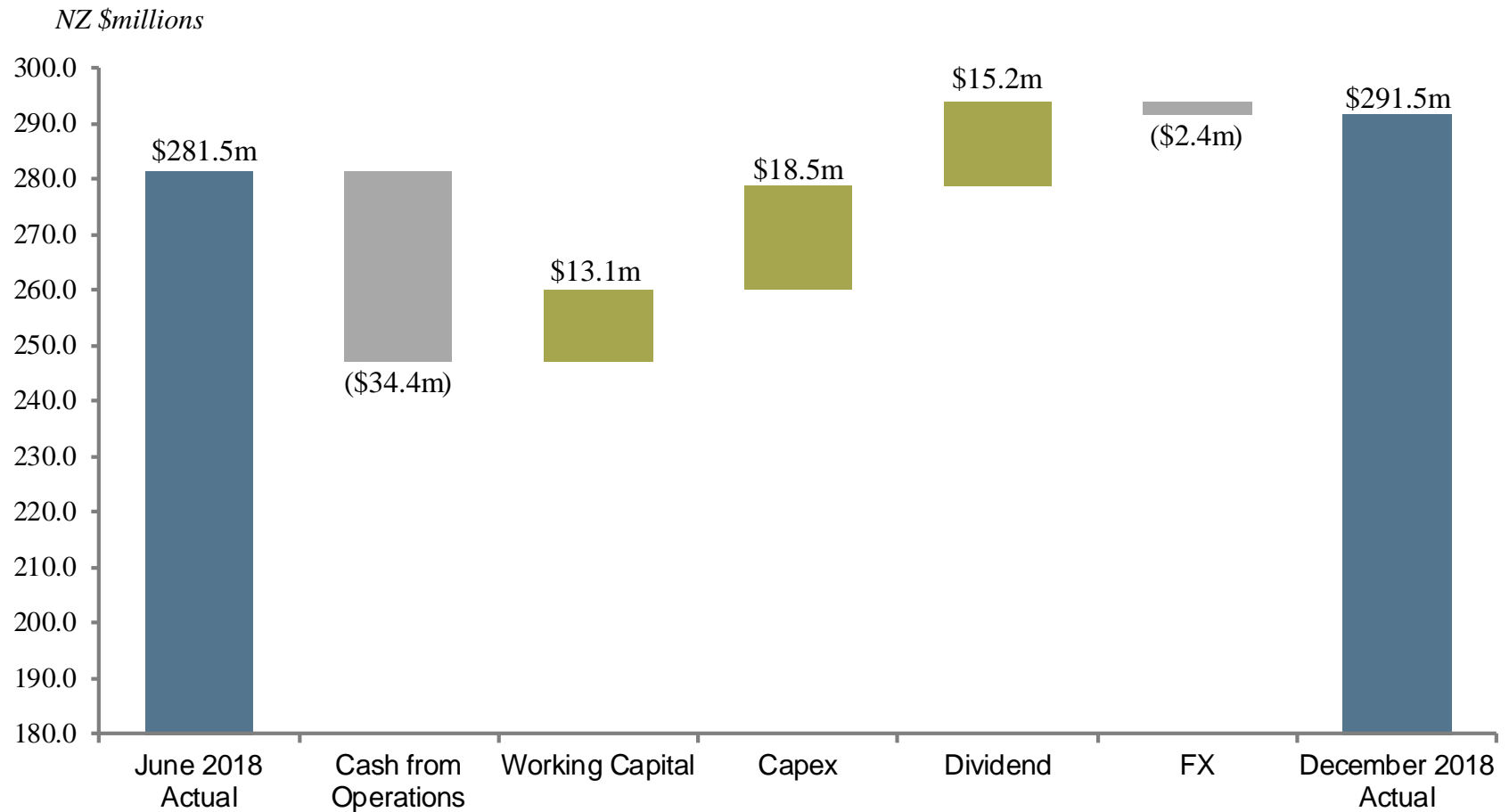
REPORTED PROFIT MOVEMENT – LAST YEAR



BALANCE SHEET SUMMARY

NZ\$ millions	Dec 2018 Actual	Dec 2017 Actual	% Change vs 2017
<u>Assets</u>			
Current Assets	192.8	169.4	14%
Fixed Assets	523.5	498.0	5%
Total Assets	716.3	667.4	7%
<u>Liabilities</u>			
Current Liabilities	30.3	23.2	31%
Deferred Tax Liabilities	37.8	33.7	12%
Net Debt	291.5	291.3	0%
Other Non-current Liabilities	4.3	3.8	14%
Total Liabilities	363.9	352.0	3%
<u>Equity</u>			
Shareholders' Equity	352.4	315.4	12%
Total Equity	352.4	315.4	12%
Total Liabilities and Equity	716.3	667.4	7%

NET DEBT MOVEMENT – JUNE 18 TO DEC 18



NET DEBT OVERVIEW

NZ\$ millions	Dec 2018 Actual	Dec 2017 Actual	% Change vs 2017
<u>Funding</u>			
Operating Cash Flow	21.3	24.2	-12%
Net Debt	291.5	291.3	0%
<u>Key Ratios</u>			
Operating Interest Cover	8.16	7.19	13%
Equity / (Equity + Net Debt) %	54.7%	52.0%	5%
Senior Debt Ratio	3.05	3.48	12%

AGENDA

Introduction to meeting.

Business Performance – Half Year
review.

Outlook.



FULL YEAR OUTLOOK



The Group forecasts to achieve record global case sales of 3,040,000 cases, up 11% on last year.

The Group forecasts a record 2019 operating profit result of at least \$50.3 million, up on last year's record performance by 12%.



— EST 1947 —
DELEGAT

Thank you
