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## **MOA GROUP SHOWS MORE GROWTH AS IT MOVES INTO NEW VERTICAL PHASE WITH SAVOR GROUP.**

Moa Group Limited (NZX:MOA) announces today its full year audited result.

The Moa brewing and cider business grew consolidated revenue including excise from \$13.7m in FY18 to \$15.9m in FY19, which is another year of impressive overall growth of 15.6%. Overall the supermarket channel share for Moa is now above 10% for the first time and Moa is the clear #3 Craft player in the NZ market. Moa achieved overall supermarket annual growth of 28%, which is over 4 times the growth of the craft beer market. (AC Nielsen MAT 21/4/19).

Overall consolidated EBITDA, allowing for one off items, is showing year on year improvement in like for like trading conditions (as previously signalled the group is to be in profit in FY20).

The achievement of the topline momentum has come through three key areas. Firstly, Moa Brewing Co. Limited entered into a sales venture agreement with Constellation Brands in June 2019. This has seen a large increase in the number of sales representatives it has in the NZ market which has improved customer reach and relationships across the NZ market. We are very pleased with not only the results but the relationship forming with Constellation Brands. Secondly several new products have been released which are hitting the mark with NZ beer drinkers and regularly featuring in the top innovations for not only craft beer but the total beer market. Thirdly, Moa Brewing Co. is also continuing to increase its presence in the on trade with new long term pouring agreements creating partnerships for future growth.

Moving beyond FY19 Moa Group Limited is focussed on its recent acquisition of the businesses of Savor Group and is working on synergies and growth plans between the hospitality and brewing divisions. Savor Group is a collection of premium hospitality venues in Auckland and is forecasted to drive the overall group to over \$40m in revenue and more importantly into profitability in FY20.

“The new leadership team is now in place and are working together to deliver on our strategic plans for FY20 which will include more great beer innovation, distribution gains, and likely venue openings. With the America’s Cup just around the corner we are also working on gearing up our waterfront venues to be prime viewing points. With our wider business operation, we can now deliver on the profitability that we have been working hard to deliver to our shareholders”

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