



— EST 1947 —
DELEGAT

***WINNING
TOGETHER.***

31 DECEMBER 2022
**HALF-YEAR
RESULTS**

RECORD GLOBAL CASE SALES

“Delegat Group has achieved record global case sales of 1,970,000 cases for the six months to 31 December 2022.”

STEVEN CARDEN
MANAGING DIRECTOR



PERFORMANCE HIGHLIGHTS

Record global case sales of 1,970,000,
4% higher than last year

18% sales growth in North American
(USA and Canada) region

Operating NPAT of \$40.2 million

Cash from Operations of \$35.3 million



CASE SALES AND FX

Case Sales (000's)	Dec 2022	Dec 2021	% Change vs 2021
UK, Ireland and Europe	559	626	-11%
North America (USA and Canada)	1,028	874	18%
Australia, NZ and Asia Pacific	383	393	-3%
Total Cases	1,970	1,893	4%

Foreign Currency Rates	Dec 2022	Dec 2021	% Change vs 2021
GB£	0.5200	0.5062	-3%
AU\$	0.9300	0.9472	2%
US\$	0.6301	0.6888	9%
CA\$	0.8311	0.8746	5%

SALES REVENUE GROWTH ANALYSIS

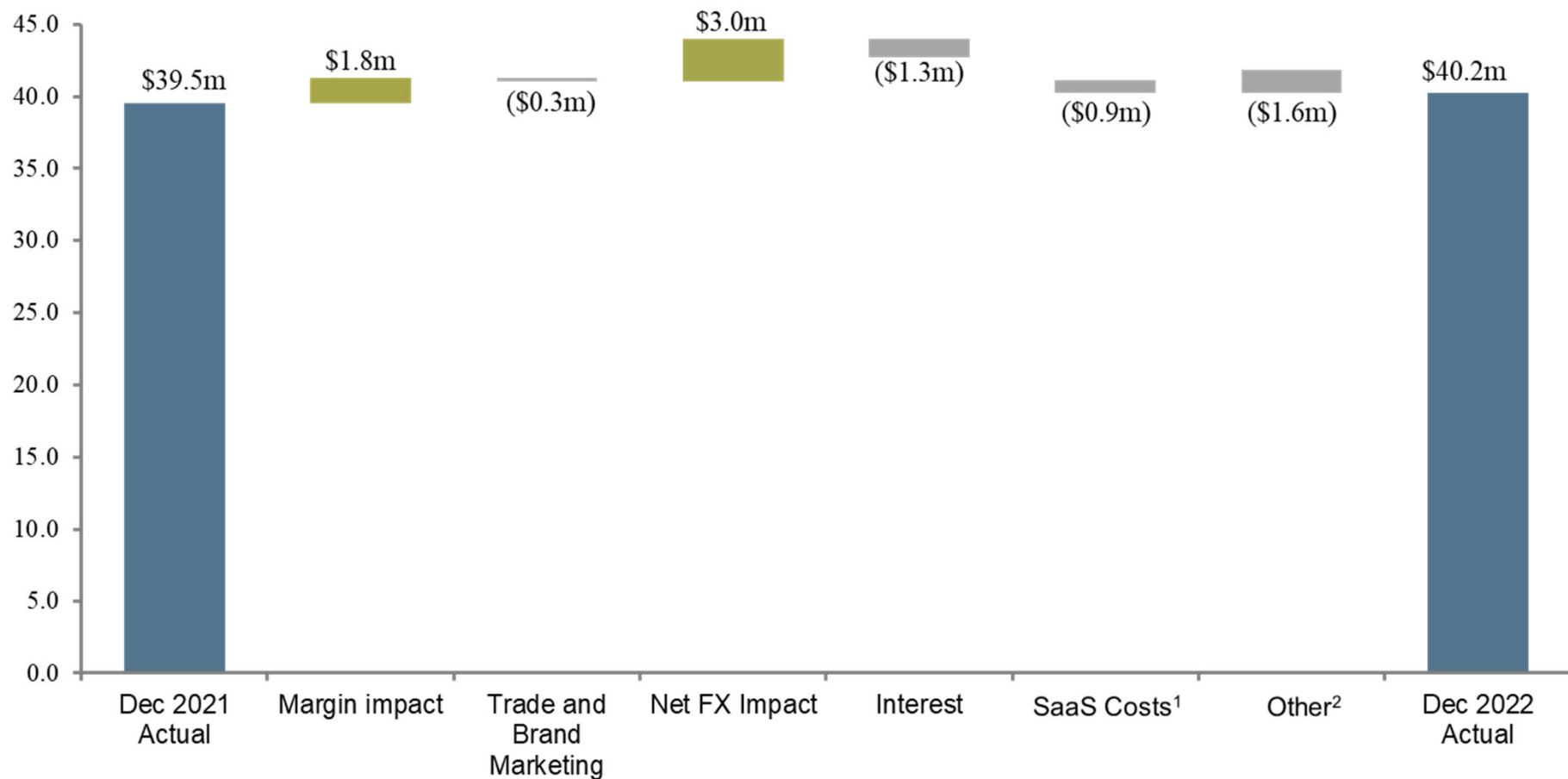
NZ\$ millions	December 2022 Actual	December 2021 Actual	% Change vs 2021
Sales Revenue	197.1	175.9	12%
<u>Sales movements breakdown:</u>			
Volume			4%
Value			8%
Foreign Exchange		4%	
Price		1%	
Country/Product Mix		3%	

OPERATING PERFORMANCE

NZ\$ millions	Dec 2022	Dec 2021	% Change vs 2021
Sales Revenue	197.1	175.9	12%
Operating Revenue	198.8	178.7	11%
Operating Gross Profit	95.6	86.8	10%
Operating Gross Margin	48%	49%	
Expenses (excl Promotion and Marketing)	(26.9)	(22.0)	-22%
Promotion and Marketing	(6.5)	(5.2)	-25%
Operating EBIT	62.2	59.6	4%
Operating EBIT % of Revenue	31%	33%	
Interest and Tax	(22.0)	(20.1)	-9%
Operating NPAT	40.2	39.5	2%
Operating NPAT % of Revenue	20%	22%	
Operating EBITDA	74.2	71.0	5%
Operating EBITDA % of Revenue	37%	40%	

OPERATING PROFIT MOVEMENT – LAST YEAR

NZ \$millions



1. One off software-as-a-service implementation costs for new ERP system

2. Includes headcount increase, remuneration increases, and resumption of normal sales activities post Covid-19 disruptions

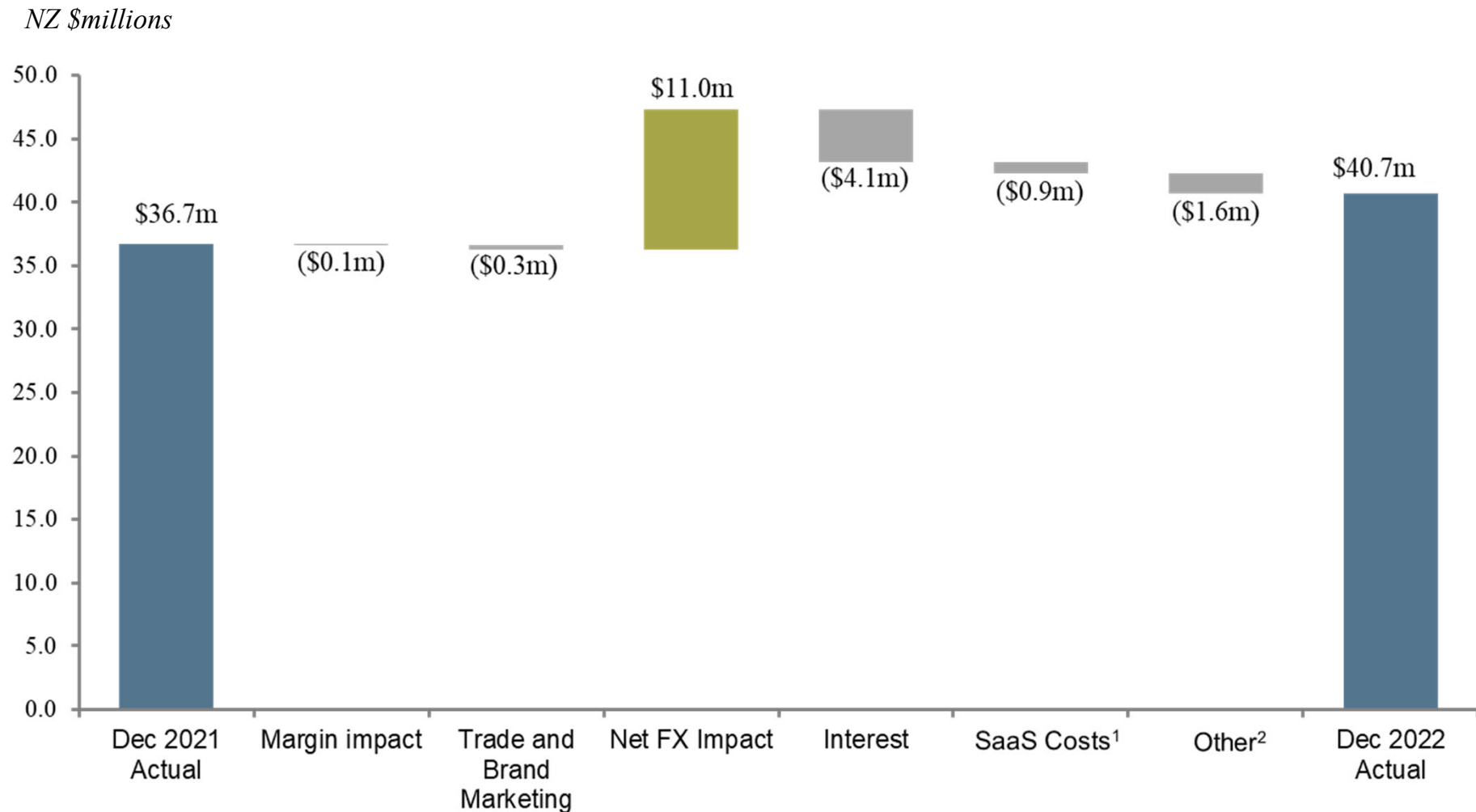
IMPACT OF 'FAIR VALUE' ADJUSTMENTS

NZ\$ millions	Dec 2022	Dec 2021	% Change vs 2021
Operating NPAT	40.2	39.5	2%
Operating NPAT % of Revenue	20%	22%	
Biological Produce (Grapes) ¹	(9.6)	(7.1)	35%
Derivative financial Instruments	10.4	3.2	n/m ²
Total Fair Value Items	0.8	(3.9)	n/m ²
Taxation of NZ IFRS fair value items	(0.3)	1.1	n/m ²
Fair Value Items after Tax	0.5	(2.8)	n/m ²
Reported NPAT	40.7	36.7	11%

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



1. One off software-as-a-service implementation costs for new ERP system
2. Includes headcount increase, remuneration increases, and resumption of normal sales activities post Covid-19 disruptions

BALANCE SHEET SUMMARY

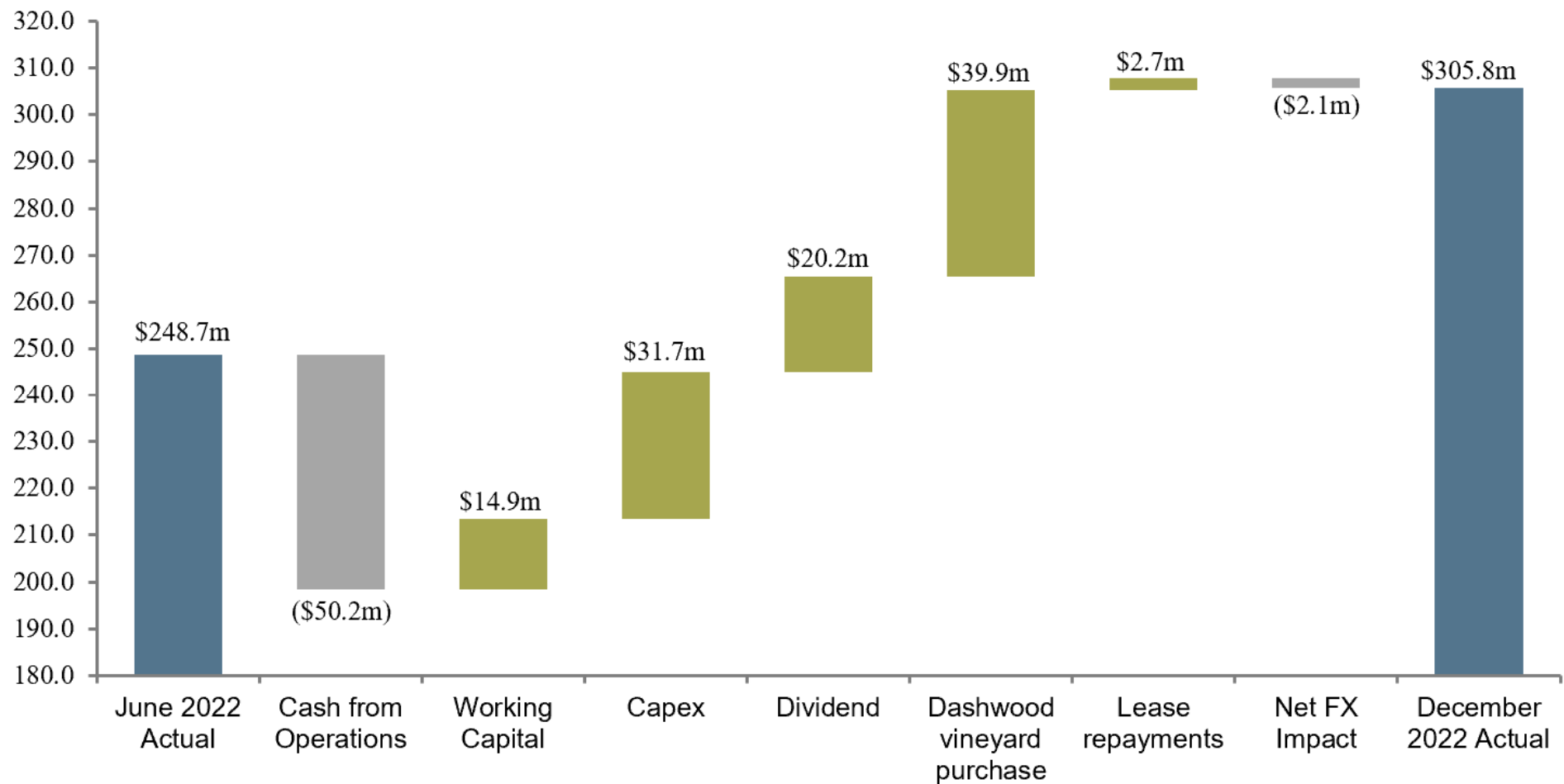
NZ\$ millions	December 2022 Actual	December 2021 Actual	% Change vs 2021
<u>Assets</u>			
Current Assets	271.2	243.1	12%
Fixed Assets	735.9	664.7	11%
Other Non-current Assets	2.9	0.7	n/m ²
Total Assets	1,010.0	908.5	11%
<u>Liabilities</u>			
Current Liabilities	46.8	37.2	25%
Lease Liability	88.7	93.8	-5%
Deferred Tax Liabilities	42.2	35.2	20%
Senior Debt Facilities ¹	313.9	271.5	16%
Other Non-current Liabilities	-	0.1	-100%
Total Liabilities	491.6	437.8	12%
<u>Equity</u>			
Shareholders' Equity	518.4	470.7	10%
Total Equity	518.4	470.7	10%
Total Liabilities and Equity	1,010.0	908.5	11%
Net Debt	305.8	267.0	15%

1. Includes purchase of previously leased Dashwood vineyard - \$39.9m

2. n/m means not meaningful.

NET DEBT MOVEMENT – JUNE 22 TO DEC 22

NZ \$millions



NET DEBT OVERVIEW

NZ\$ millions	December 2022 Actual	December 2021 Actual	% Change vs 2021
<u>Funding</u>			
Operating Cash Flow	35.3	20.2	75%
Net Debt	305.8	267.0	15%
<u>Key Ratios</u>			
Operating Interest Cover	8.94	11.62	-23%
Equity / (Equity + Net Debt) %	62.9%	63.8%	-1%
Senior Debt Ratio	2.68	2.41	-11%

INVESTING IN GROWTH

During the year, the Group has invested in vineyard developments and winery expansion to provide for future earnings growth, including:

\$39.9 million purchase of the previously leased Dashwood vineyard in Marlborough.

\$30.8 million in new vineyard developments and winery expansion in New Zealand.



FULL YEAR OUTLOOK

The Group is on target to achieve global case sales for the full year of 3,649,000, up 9% on last year.

Based on prevailing exchange rates, the Group forecasts the 2023 Operating Profit guidance in the range of \$59 million to \$62 million.



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Thank you
