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# DELEGAT

## ANNUAL SHAREHOLDERS MEETING

*27 November 2024*

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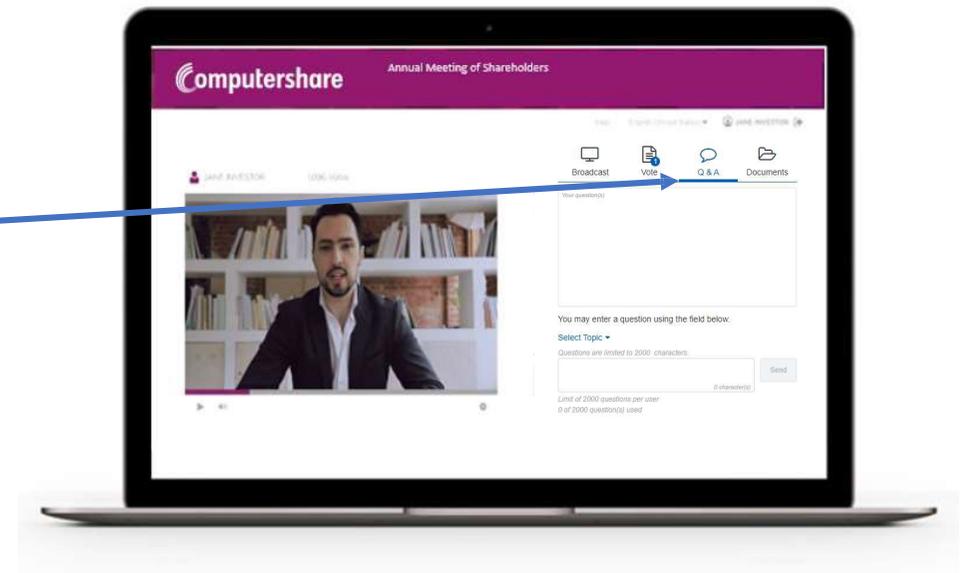
## HOW TO PARTICIPATE IN VIRTUAL/HYBRID MEETINGS (Q&A)

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### Shareholder & Proxyholder Q&A Participation

**Written Questions:** Questions may be submitted ahead of the meeting. If you have a question to submit during the live meeting, please select the Q&A tab on the right half of your screen at anytime. Type your question into the field and press send. Your question will be immediately submitted.

**Help:** The Q&A tab can also be used for immediate help. If you need assistance, please submit your query in the same manner as typing a question and a Computershare representative will respond to you directly.



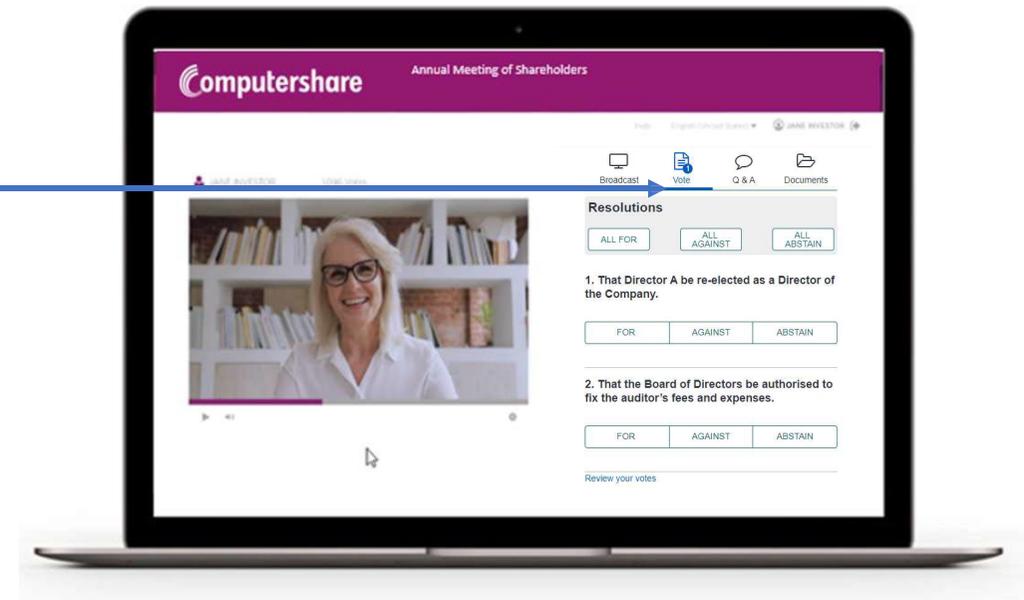
## HOW TO PARTICIPATE IN VIRTUAL/HYBRID MEETINGS (VOTING)

### Shareholder & Proxyholder Voting

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## WELCOME

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- Jim Delegat – Chair
- Steven Carden – Managing Director
- Rose Delegat
- Dr. Alan Jackson
- Gordon MacLeod
- Phillipa Muir
- Doug McKay
- Murray Annabell – Chief Financial Officer

## AGENDA

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- Chair's address
- Managing Director's address
- Shareholder questions and discussion
- Voting on resolutions of the meeting
- General business



## CHAIR'S ADDRESS – JIM DELEGAT

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## **SOLID FY24 PERFORMANCE**

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- **Revenue of \$371.8 million**  
Up \$4.6 million on last year (1%)
- **Global Case Sales of 3,614,000**  
Down 62,000 on last year (-2%)
- **Operating EBITDA of \$128.5 million**  
Up \$8.1 million on last year (7%)
- **Operating NPAT of \$59.7 million**  
Up \$0.4 million on last year (1%)
- **Cash from operations of \$56.9 million**  
Down \$2.8 million on last year (-5%)
- **Reported NPAT of \$31.4 million**  
Down \$33.4 million on last year (-52%)

## BOARD SUCCESSION:

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- Appointment – Doug McKay  
Non-Executive non-Independent



## CHAIR'S ADDRESS – JIM DELEGAT

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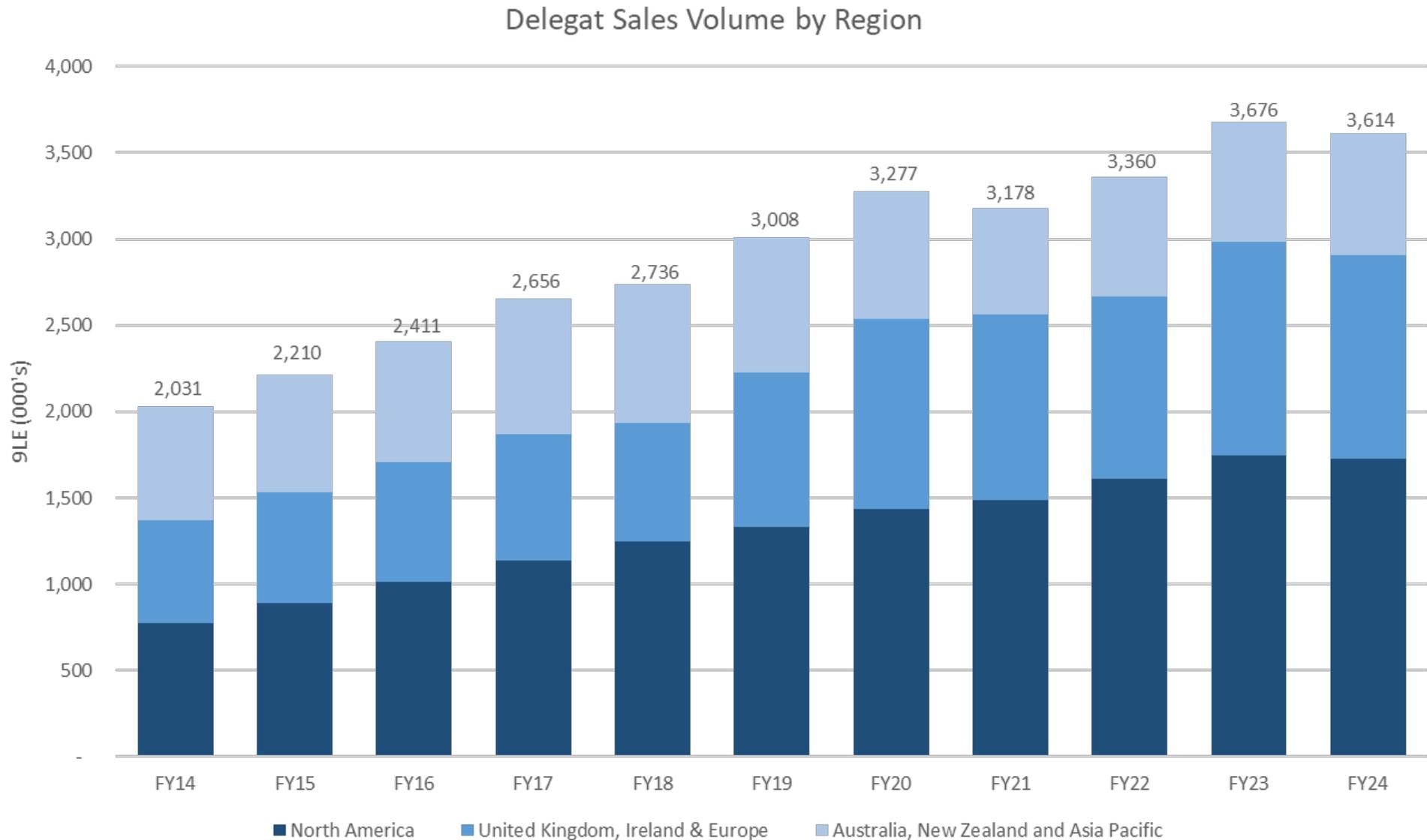


## MANAGING DIRECTOR'S ADDRESS – STEVEN CARDEN

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## A LONG-TERM GROWTH STORY, ESPECIALLY IN THE KEY US MARKET



Source: Delegat internal analysis

# OYSTER BAY IS THE LEADING PREMIUM SAUVIGNON BLANC BRAND IN THE WORLD



NUMBER ONE WINE IN AUSTRALIA <sup>1</sup>



NUMBER ONE PREMIUM SAUVIGNON BLANC  
IN NEW ZEALAND <sup>2</sup>



NUMBER TWO PREMIUM SAUVIGNON BLANC  
IN THE USA <sup>3</sup>



NUMBER TWO PREMIUM  
SAUVIGNON BLANC IN CANADA <sup>4</sup>



NUMBER TWO PREMIUM SAUVIGNON BLANC  
IN THE UK <sup>5</sup>



Source: 1. IRI National Wine MAT to 16/06/2024, AUD All prices, 2. IRI AZTEC MAT 23/06/2024, NZD 15+, 3. IRI Scans, 52 Weeks Ending 16/06/2024, USD 10+, 4. ACD Canada MAT 31/5/2024. 5. AC Nielsen MAT 15/06/2024, GBP 8+

# OYSTER BAY'S STRENGTH EXTENDS TO OTHER VARIETALS IN KEY MARKETS

Oyster Bay ranking within NZ Premium Wine category, by variety



Sauvignon Blanc

Chardonnay

Pinot Gris/Grigio

Merlot

Pinot Noir



US

2

1

1

1

1



Canada

2

1

1

1

1



UK

2

1

3

1

1



Ireland

2

2

-

1

1



Australia

1

1

2

1

2

Source: US Circana MAT 08.09.24, NZ Circana MAT 15.09.24, \$15-\$19.99, AU Circana, UK Nielsen L52 wks 07.09.24 £8.25 & over, ROI Nielsen L52 wks 16.06.23 €11.00 & over

# OYSTER BAY IS ONE OF THE WORLD'S MOST SUCCESSFUL PREMIUM WINE BRANDS

Global case sales of the world's 10 largest premium wine brands, calendar year

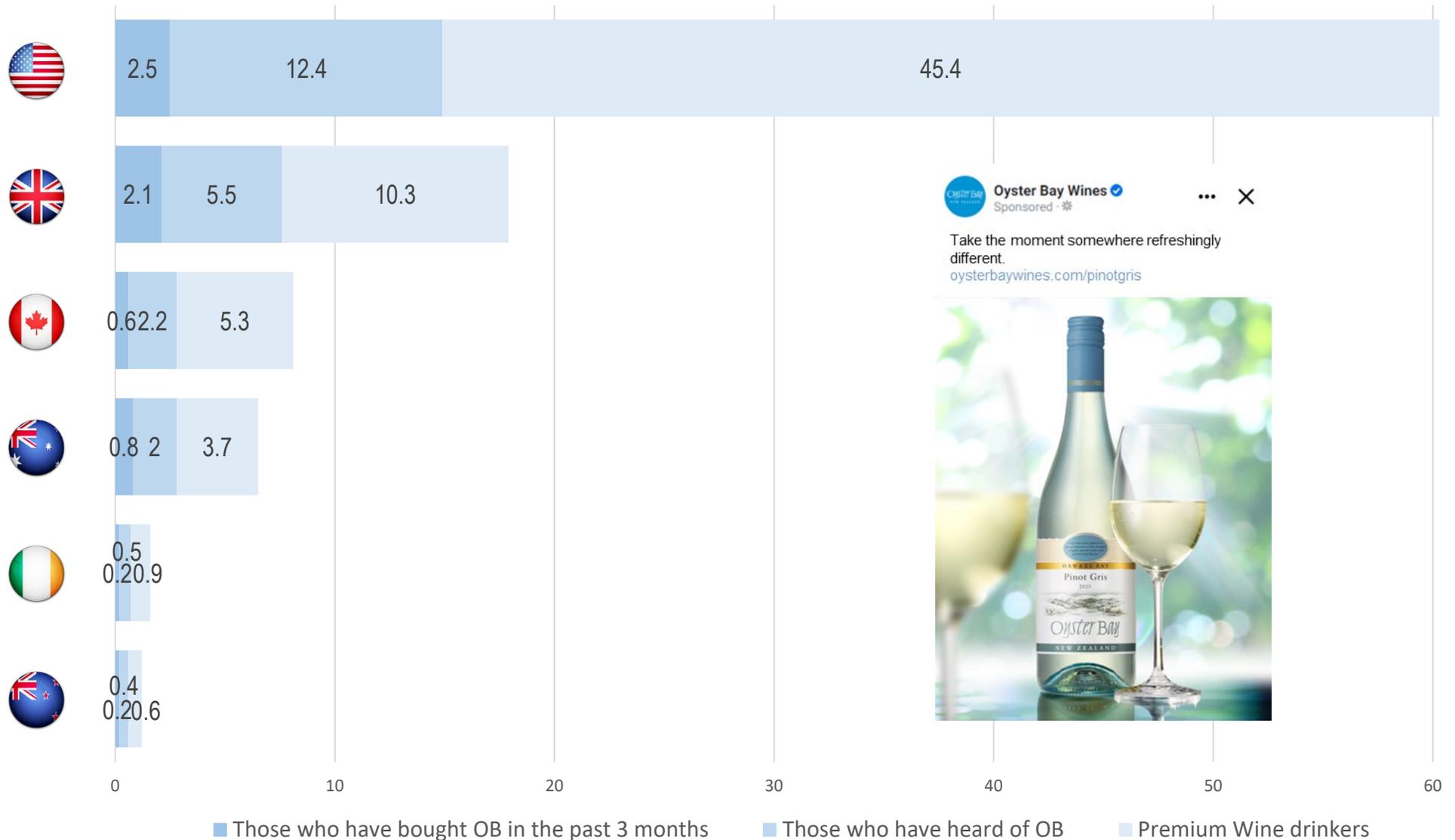


Source: IWSR 2023, Premium+, Still Wine

	Premium wine brands	2022 Volume (000s 9LE)	2023 Volume (000s 9LE)	Growth
1	Josh Cellars Wine	5,771	6,538	13.3%
2	Apothic Wine	4,212	3,746	-11.1%
3	<b>Oyster Bay Wine</b>	<b>3,126</b>	<b>3,473</b>	<b>11.1%</b>
4	Kendall Jackson Wine	3,275	3,365	2.7%
5	Kim Crawford Wine	2,604	2,616	0.5%
6	19 Crimes Wine	2,767	2,601	-6.0%
7	Menage a Trois Wine	2,852	2,496	-12.5%
8	Robert Mondavi Wine	2,480	2,272	-8.4%
9	Ste. Michelle Wine	2,294	2,199	-4.1%
10	Meiomi Wine	1,983	1,954	-1.5%

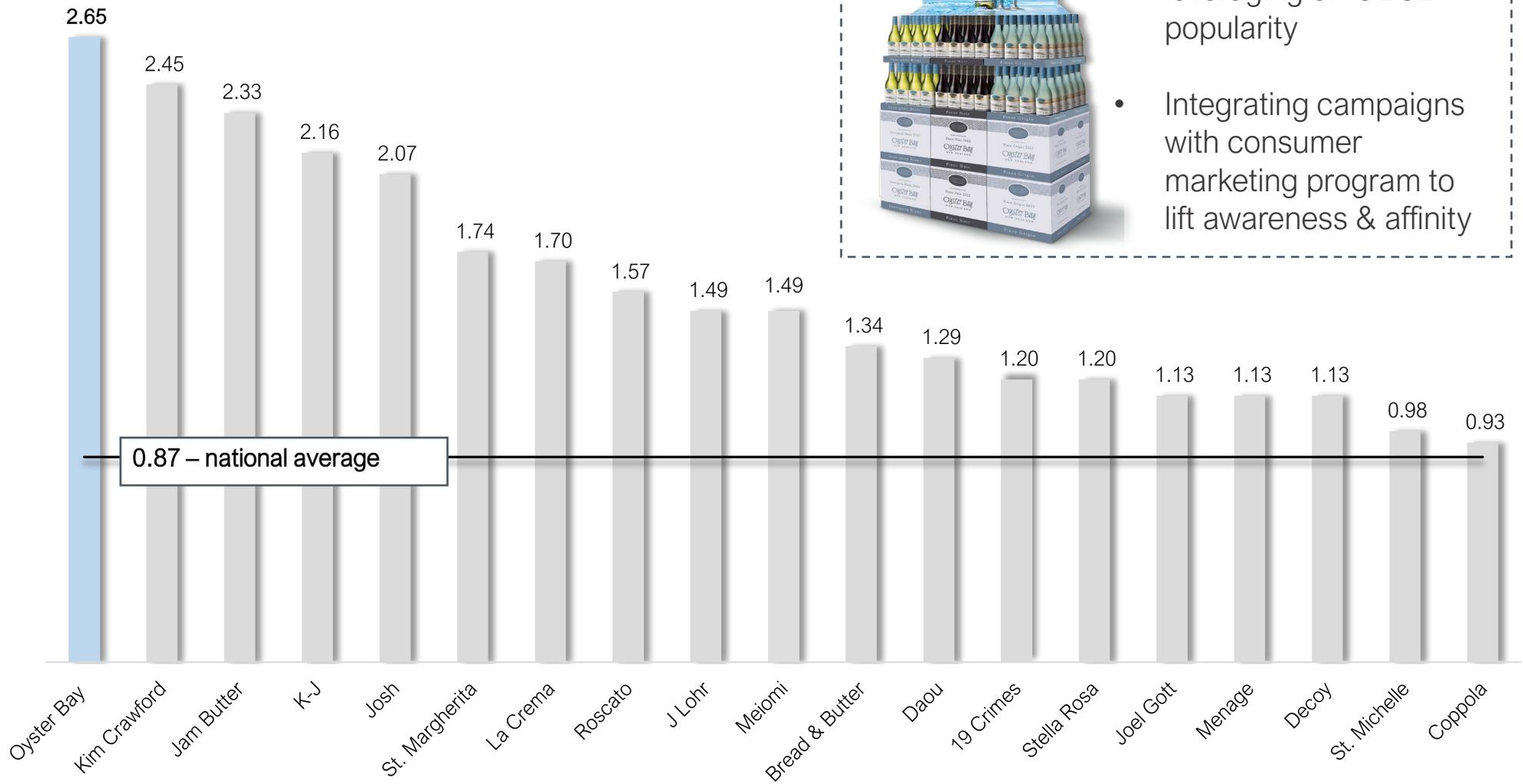
# The US market remains a significant growth opportunity for NZ Wine and Oyster Bay

Premium wine drinkers (Millions), 2023



# Oyster Bay is the fastest selling top 20 brand in US retail

Units/store/week



- Multi-varietal displays, leveraging off OBSB popularity
- Integrating campaigns with consumer marketing program to lift awareness & affinity

## **2024 HARVEST LIGHT BUT EXCEPTIONAL QUALITY**

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- The 2024 harvest yield of 34,150 tonnes was down 25% from last year's harvest as a result of cooler spring growing conditions across all three Delegat regions
- Despite lower yields the harvest delivered high quality fruit across all three Delegat wine regions
- Sufficient inventories to support growth

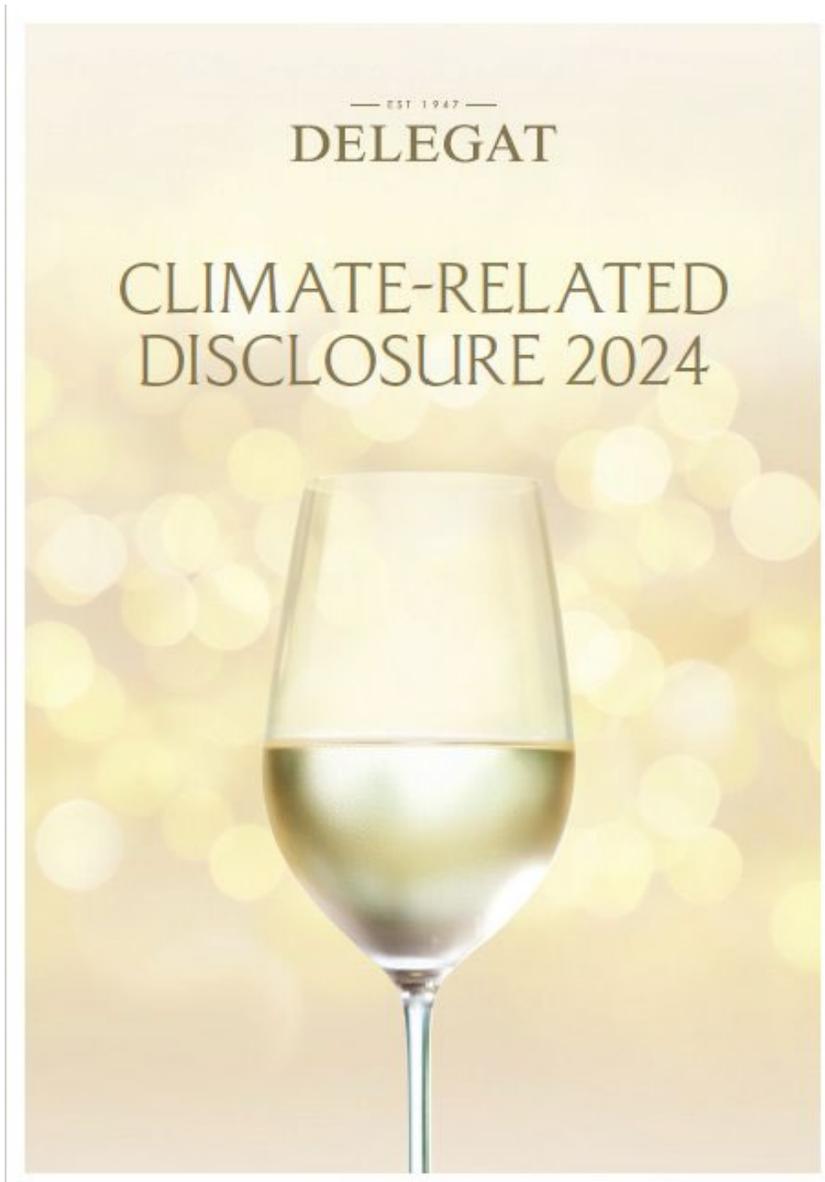


## ONGOING INVESTMENT IN VINEYARD AND WINERY ASSETS

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## A FOCUS ON SUSTAINABILITY AND CLIMATE REPORTING



## DELEGAT GREAT WINE PEOPLE REMAIN AT THE HEART OF THE COMPANY'S SUCCESS



## OUTLOOK FOR FY25

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- **Operating Net Profit after Tax** of \$55.0 million to \$60.0 million

## MANAGING DIRECTOR'S ADDRESS – STEVEN CARDEN

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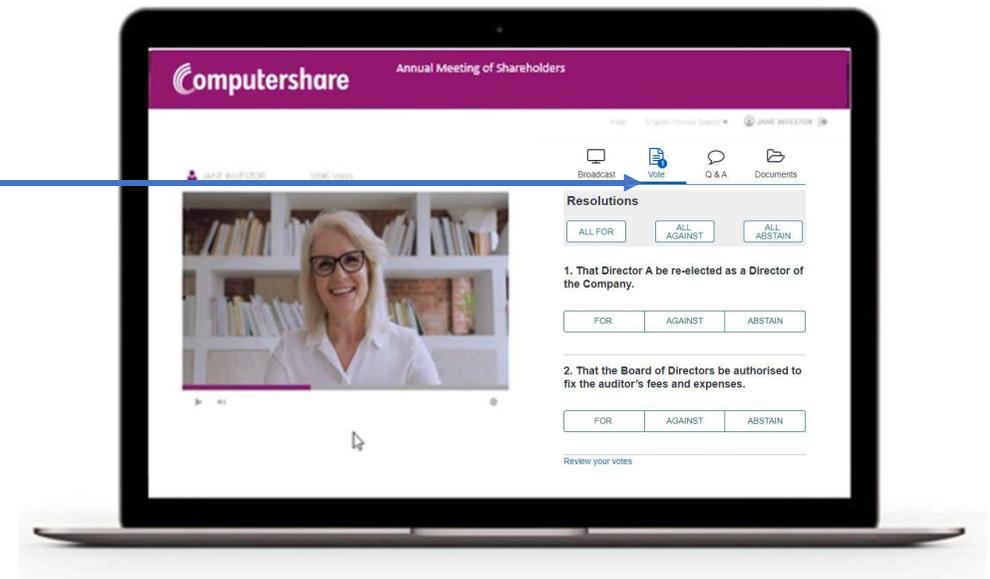
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**75 years  
of Delegat Great  
Wine People,  
winning together  
around the  
world.**

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