



23 September 2019

MOA GROUP TRADING UPDATE

Beverage and Hospitality business in growth / On track for Revenue and EBITDA targets.

Moa Group Limited (NZX: MOA) ("Moa", "The Group"), New Zealand's own brewing and hospitality company, today gives a general trading update, ahead of the company's first half year period with Moa Beverages and Savor Hospitality being part of Moa Group.

Group revenue is likely to be in the range of \$17m to \$18m. Up from \$6.2m for the same period versus last year. This is in line with the company's revenue targets.

The company is on track to meet its full year targets released at the time of the Savor acquisition which is revenue in excess of \$40m and EBITDA of \$3.6m.

This is the first update post the acquisition of leading hospitality brand group Savor. The vertical integration strategy aims to add more venues giving more brand presence, pourage volume and margin to a growing set of beverage brands. The recent acquisition of iconic Auckland restaurant Non Solo Pizza ("NSP") is now unconditional and Moa Craft Beer will realise benefits for summer trading. The group plans further venue and further beverage additions.

Both the Moa Beverages business and the Hospitality business have been in growth compared to the same period as last year. In the supermarket channel the Moa brand has seen market growth of 27% MAT (AC Nielson) to the month of July.

Further growth initiatives are planned in both the beverages and hospitality businesses for this summer. These will be outlined in the full half year results released late November.

The group will continue to review its operating efficiencies to optimise margin and begin its quest to leverage the Group's purchasing power.

Moa Group will hold its AGM on 24 September 2019 at the Seafarers Building in Britomart.

For more information contact;
Geoff Ross
021 424219

About Moa Group Limited

Moa Group Limited (NZX:MOA) is a brewing and hospitality company owned by and based in New Zealand. Its business is made of two segments: Moa Beverages, which brews and distributes Moa branded craft beers and ciders and Moa Hospitality, which owns and operates restaurants and bars in New Zealand following the acquisition of the Savor Group businesses in April 2019.