

— EST 1947 —  
**DELEGAT**  
ANNUAL MEETING

*6 December 2016*

**A  
RECORD  
YEAR**



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## WELCOME

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- Jim Delegat – Executive Chairman
- Graeme Lord – Managing Director
- Robert Wilton
- Jane Freeman
- Dr. Alan Jackson
- Shelley Cave
- Murray Annabell – Chief Financial Officer

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## AGENDA

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



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## EXECUTIVE CHAIRMAN'S ADDRESS – JIM DELEGAT

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## FY2016 – ANOTHER YEAR OF RECORD PERFORMANCE

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- Record case sales of 2,411,000.
- Sales of more than 1,000,000 cases in North America for the first time.
- Record Operating NPAT of \$37.0 million.
- Fully imputed dividend of 12 cents per share, up 9%.

## INVESTING FOR GROWTH

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- \$113.8 million of capital expenditure invested in FY2016.
- \$50.8 million of capital expenditure planned in FY2017.
- Vineyard development – Marlborough, Hawke’s Bay and Barossa Valley.
- Marlborough winery expansion.
- New Hawke’s Bay winery.

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## NEW HAWKE'S BAY WINERY

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- Successful inaugural 2016 vintage.
- Long term capacity 10,000 tonnes.
- Designed for making Super Premium Merlot, Pinot Gris and Sparkling wine.



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## VINEYARD DEVELOPMENT

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- 107 hectares in FY2016.
- 72 hectares in FY2017.
- 692 hectares of viticultural land to be planted from FY2018 onwards.



## FUNDING GROWTH

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- Funding growth through retained earnings and bank debt.
- Strong balance sheet.
- Shareholders' equity \$313.9 million.
- Net bank debt \$282.7 million.
- Undrawn syndicated bank facilities \$67.3 million.

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ANOTHER YEAR OF RECORD  
PERFORMANCE ON OUR JOURNEY TO  
BUILD A LEADING GLOBAL  
SUPER PREMIUM WINE COMPANY.

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## MANAGING DIRECTOR'S ADDRESS – GRAEME LORD

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## FY2016 - GLOBAL SALES PERFORMANCE

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- Australia, New Zealand, Asia Pacific 705,000 cases, up 4%.
- North America 1,012,000 cases, up 14%.
- United Kingdom, Ireland and Europe 694,000 cases, up 7%.



## MAJOR AWARDS AND ACCOLADES



### Oyster Bay

'Hot Brand' for the sixth consecutive year by New York's Impact Magazine and 'One of the World's Most Admired Brands' by Drinks International Magazine UK



### Delegat Crownthorpe Terraces Chardonnay 2014

Gold Medal at the Decanter World Wine Awards and Gold Medal at the New Zealand International Wine Show



### Oyster Bay Marlborough Sauvignon Blanc

Awarded 'Premium White Wine of the Year' for the 9th year at the Australian Liquor Industry Awards



### Delegat Crownthorpe Terraces Merlot 2014

Gold Medal at the New Zealand International Wine Show



### Oyster Bay Marlborough Sauvignon Blanc 2015

90 Points and 'Best Buy' by Wine Enthusiast Magazine



### Barossa Valley Estate Cabernet Sauvignon 2014

Gold Medal at the Sydney International Wine Competition and Gold Medal at the San Francisco International Wine Competition

## 2016 VINTAGE

- New Zealand harvest 33,236 tonnes, up 33%.
- Barossa Valley harvest 2,601 tonnes, up 56%.
- Excellent quality in all regions.
- Inventories in place to achieve sales plans.

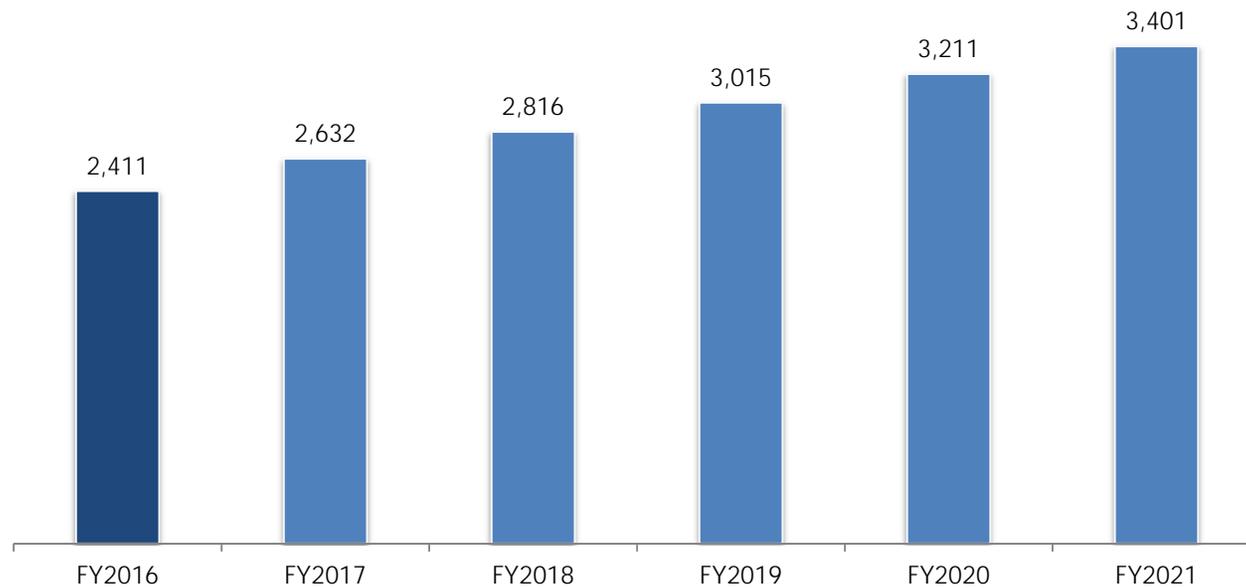


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## SALES GROWTH FY2016 - FY2021

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**Delegat Group Planned Sales Volume**  
(Thousands of 9 Litre cases)



## FORECAST FY2017

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- Strong year to date sales.
- On track to achieve full year sales growth goal.
- Full year Operating NPAT forecast in line with this year's record performance based on prevailing exchange rates.



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*Thank you*

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