EST 1947

DELEGAT

WINNING THE WORLD OVER

DELEGAT GROUP LIMITED ANNUAL REPORT 2018


DELEGAT
Awatere Valley
PINOT NOIR | 20
MARLBOROUGH
Sauvignon Blanc
2018
Oyster Bay
NEW ZEALAND
BAROSSA
VALLEY
ESTATE
CABERNET SAUVIGNON | 20
BAROSSA VALLEY

WINNING THE HEARTS AND MINDS OF SUPER PREMIUM WINE LOVERS AROUND THE WORLD.

CONTENTS

PERFORMANCE HIGHLIGHTS 2018

Record global case sales

2,736,000

up 3%.

Record Operating NPAT[1]

$44.9

million, up 17%.

Record Operating Revenue

$272.1

million, up 8%.

Strong cash flows from operations

$57.8

million.

Record number

GOLD MEDALS

awarded in major international wine competitions.

1. Operating Performance is a non-GAAP measure and as such does not have a standardised meaning prescribed by GAAP. It may therefore not be comparable to non-GAAP measures presented by other entities.

FINANCIAL HIGHLIGHTS 2018

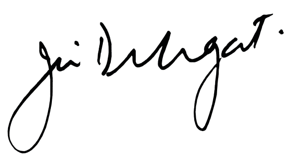
YEAR ENDED 30 JUNE	2014	2015	2016	2017	2018
Case Sales (000s)	2,031	2,210	2,411	2,656	2,736
OPERATING PERFORMANCE					
Operating Revenue [9] ($m)	190.2	211.9	242.7	251.3	272.1
Operating EBITDA [1,2] ($m)	64.4	70.0	73.0	81.1	89.6
Operating EBIT [3,4] ($m)	51.6	56.4	60.3	67.3	74.5
Operating EBIT % of Revenue	27%	27%	25%	27%	27%
Operating NPAT [5,6] ($m)	30.9	33.7	36.2	38.5	44.9
Operating NPAT % of Revenue	16%	16%	15%	15%	17%
REPORTED PERFORMANCE					
Revenue ($m)	193.0	211.9	247.3	252.7	272.1
EBITDA [1] ($m)	75.2	47.8	89.5	84.1	92.2
EBIT [3] ($m)	62.4	34.2	76.8	70.3	77.1
EBIT % of Revenue	32%	16%	31%	28%	28%
NPAT [5] ($m)	38.7	17.9	48.1	40.7	46.8
NPAT % of Revenue	20%	8%	19%	16%	17%
EPS [8]	38.3c	17.7c	47.6c	40.2c	46.3c
Net Assets [7] ($m)	235.7	245.4	280.0	307.1	343.2
Total Assets ($m)	445.7	520.2	640.0	658.8	708.9

Notes:

1. EBITDA means earnings before interest, tax, depreciation and amortisation.
2. Operating EBITDA means EBITDA before NZ IFRS fair value adjustments.
3. EBIT means earnings before interest and tax.
4. Operating EBIT means EBIT before NZ IFRS fair value adjustments.
5. NPAT means net profit after tax attributable to ordinary Shareholders.
6. Operating NPAT means NPAT before NZ IFRS fair value adjustments after tax.
7. Net Assets means total assets less total liabilities.
8. EPS means earnings per share and is calculated on NPAT for the year divided by the weighted average number of ordinary shares on issue. The weighted average number of shares on issue was 101,080,000 in 2014 and 2015, and 101,130,000 in 2016, 2017 and 2018.
9. Operating Revenue is before fair value movements on derivative instruments (if gains).

NOTICE OF MEETING

The Annual Meeting of Shareholders will be held at 2pm on Tuesday 4 December 2018 at the SKYCITY Auckland Convention Centre, 88 Federal Street, Auckland. This Annual Report is dated 24 August 2018 and is signed on behalf of the Board by;



JIM DELEGAT
EXECUTIVE CHAIRMAN

JOHN FREEMAN
MANAGING DIRECTOR

EXECUTIVE CHAIRMAN'S REPORT 2018

On behalf of the Board of Directors of Delegat Group Limited, I am pleased to present its operating and financial results for the year ended 30 June 2018. Delegat continues to achieve stand-out performance in the global wine market and is well positioned for substantial future sales growth.

Performance Highlights

- Record global case sales of 2,736,000, up 3%.
- Record Operating NPAT of $44.9 million, up 17%.
- Record Operating Revenue of $272.1 million, up 8%.
- Strong cash flows from operations of $57.8 million.
- Record number of Gold Medals awarded in major international wine competitions.

The Group presents its financial statements in accordance with the New Zealand equivalents to International Financial Reporting Standards (NZ IFRS).

To provide further insight into the Group's underlying operational performance, the Group has also included in this report an Operating Performance Report. This Operating Performance Report excludes the impact of fair value adjustments required under NZ IFRS for grapes and derivative instruments. As a fully integrated winemaking and sales operation, Operating Profit includes the fair value adjustment in respect of grapes when packaged wine is sold rather than on harvest of the grapes, and the fair value adjustment on derivative instruments

"Delegat continues to achieve stand-out performance in the global wine market and is well positioned for substantial future sales growth."

JIM DELEGAT
EXECUTIVE CHAIRMAN

when these foreign exchange contracts and interest rate swaps are realised.

The Group has included a reconciliation of Operating Profit to Reported Profit which eliminates from each line in the Statement of Financial Performance all fair value adjustments[1].

Operating Performance

A record operating NPAT of $44.9 million was generated compared to $38.5 million last year. Operating EBIT of $74.5 million is $7.2 million higher than last year. Operating expenses (before NZ IFRS adjustments) at $72.1 million are $5.4 million higher compared to last year.

Delegat achieved Operating Revenue of $272.1 million on global case sales of 2,736,000 in the year. Revenue is up $20.8 million on last year, due to a 3% increase in global case sales, underlying price, market and product changes, and the favourable impact of foreign exchange rate changes.

The Group's case sales performance and foreign currency rates achieved are detailed in table 2.

NZ IFRS Fair Value Adjustments

In accordance with NZ IFRS the Group is required to account for certain assets at 'fair value' rather than at historic cost. All movements in these fair values are reflected in and impact the Statement of Financial Performance. The Group records adjustments in respect of two significant items at the year-end as detailed in table 3.

- Harvest Provision Release (Grapes) – Inventory is valued at market value, rather than costs incurred, at harvest. Any fair value adjustment is excluded from Operating Performance for the year by creating a Harvest Provision. This Harvest Provision is then released through Cost of Sales

Operating Performance

TABLE 1

NZ$ millions	June 2018 Actual	June 2017 Actual	% change vs 2017
Operating Revenue[1]	272.1	251.3	8%
Operating Gross Profit[2]	**146.6**	**134.0**	**9%**
Operating Gross Margin	54%	53%	
Operating Expenses[3]	(72.1)	(66.7)	-8%
Operating EBIT[4]	**74.5**	**67.3**	**11%**
Operating EBIT % of Revenue	27%	27%	
Interest and Tax	(29.6)	(28.8)	-4%
Operating NPAT[4]	**44.9**	**38.5**	**17%**
Operating NPAT % of Revenue	17%	15%	
Operating EBITDA[4]	**89.6**	**81.1**	**10%**
Operating EBITDA % of Revenue	33%	32%	

Notes:
1. Operating Revenue is before fair value movements on derivative instruments (if gains).
2. Operating Gross Profit is before the net fair value movements on biological produce (harvest adjustment) and the NZ IFRS adjustments excluded in Note 1.
3. Operating Expenses are before fair value movements on derivative instruments (if losses).
4. Operating EBIT, EBITDA and NPAT are before any fair value adjustments.

[1]Operating Performance is a non-GAAP measure and as such does not have a standardised meaning prescribed by GAAP. It may therefore not be comparable to non-GAAP measures presented by other entities. The Executive Chairman and Managing Director's Reports are read by the auditors as part of their responsibilities in respect of other information as disclosed in their audit report.

when inventory is sold in subsequent years. This represents the reversal of prior periods' fair value adjustments in respect of biological produce as finished wine is sold in subsequent years. In 2018, the market value of the company grapes exceeded the costs incurred by $21.7 million (2017: $17.0 million). This write-up is higher than last year due to a combination of higher yields and higher grape prices for the 2018 vintage. This write-up, less the impact of prior years' vintages being sold, has resulted in a net write-up of $5.5 million for the year (2017: write-up of $1.6 million);

- Derivative Instruments held to hedge the Group's foreign currency and interest rate exposure. The mark-to-market movement of these instruments at balance date resulted in a fair value write-down of $2.9 million (2017: write-up of $1.4 million).

These adjustments, net of taxation, amount to a write-up of $1.9 million for the year (2017: write-up of $2.2 million).

Reconciliation of Reporting to Operating Performance

Accounting for all fair value adjustments under NZ IFRS, the Group's reported audited financial performance for the year ended 30 June 2018 is reconciled to operating profit as detailed in table 4.

Cash Flow

The Group generated Cash Flows from Operations of $57.8 million in the current year, which is a decrease of $1.5 million on the previous year, primarily due to the increased investment in working capital (higher inventories and trade receivables) to support future case sales. A total of $46.0 million was paid for additional property, plant and equipment during the year, including vineyard and winery developments. The Group distributed $13.1 million to shareholders in dividends representing 13.0 cents per share. Additional borrowings of $0.8 million were drawn down to fund the increased capital investment during the year.

TABLE 2

Case Sales and Foreign Currency

Case Sales (000s)	June 2018 Actual	June 2017 Actual	% change vs 2017
UK, Ireland and Europe	687	736	-7%
North America (USA and Canada)	1,250	1,135	10%
Australia, NZ and Asia Pacific	799	785	2%
Total Cases	**2,736**	**2,656**	**3%**
Foreign Currency Rates			
GB£	0.5312	0.5262	-1%
AU$	0.9179	0.9374	2%
US$	0.7075	0.7056	0%
CA$	0.9034	0.9359	3%

The Group, having secured a $350.0 million syndicated senior debt facility in 2014, is well positioned to fund both its current operations as well as future capital investment in both New Zealand and Australia. The Group's net debt at 30 June 2018 amounted to $281.5 million, an increase of 1% compared to last year.

Dividends

The directors consider that the underlying operational performance and strong cash flows justify an increase in dividends this year. Accordingly, the Directors are pleased to advise they have approved a fully imputed dividend payout of 15.0 cents per share. The dividend will be paid on 12 October 2018 to Shareholders on record at 28 September 2018.

Investing for Growth

The record results achieved in 2018 are testament to the strength of the Group's business model as we continue to invest for growth.

Delegat is investing for growth to support its strategic goal to build a leading global Super Premium wine company. During the year under review $47.2 million was invested in growth assets including development of the Group's wineries, land acquisition and vineyard development in New Zealand and the Barossa Valley.

Delegat will invest an additional $33.0 million in 2019 to provide earnings growth in the years ahead. This capital investment supports the Group's plan to grow sales to 3,377,000 cases by 2021 and will provide for further growth beyond that period.

TABLE 3

Impact of Fair Value Adjustments

NZ$ millions	June 2018 Actual	June 2017 Actual	% change vs 2017
Operating NPAT	**44.9**	**38.5**	**17%**
Operating NPAT % of Revenue	17%	15%	
NZ IFRS Fair Value Items			
Biological Produce (Grapes)[1]	5.5	1.6	n/m[2]
Derivative Instruments	(2.9)	1.4	n/m[2]
Total Fair Value Items	**2.6**	**3.0**	**-10%**
Less: Tax	(0.7)	(0.8)	10%
Fair Value Items after Tax	**1.9**	**2.2**	**-10%**
Reported NPAT	**46.8**	**40.7**	**15%**

Notes:
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.

"Our powerful global Super Premium wine brands continue to drive record business performance."

JIM DELEGAT
EXECUTIVE CHAIRMAN

Our Great Wine People

As announced last year, we can confirm John Freeman has been appointed Managing Director from 1 July 2018. John previously held general management roles with Delegat Group for 10 years between 2005 and 2015. John brings the ideal experience to lead the growth of Delegat Group on our journey to build a leading global Super Premium wine company.

I would also like to take this opportunity to thank Graeme Lord for his significant contribution to Delegat Group during his eighteen year tenure. We wish Graeme all the best for the future.

The Board would like to take this opportunity to acknowledge our Delegat Great Wine People around the world. Our global team has once again shown great resolve and set new performance records on our journey to build a leading global Super Premium wine company. It is inspiring to work with such a talented team who is committed to winning together.

JIM DELEGAT
EXECUTIVE CHAIRMAN

Reconciliation of Reporting to Operating Performance

TABLE 4

NZ$ millions	2018 Actual			2017 Actual		
	Operating	Fair Value Adjustment	Reported	Operating	Fair Value Adjustment	Reported
Revenue	272.1	–	272.1	251.3	1.4	252.7
Cost of Sales	(125.5)	5.5	(120.0)	(117.3)	1.6	(115.7)
Gross Profit	**146.6**	**5.5**	**152.1**	134.0	3.0	137.0
Operating Expenses	(72.1)	(2.9)	(75.0)	(66.7)	–	(66.7)
EBIT[1]	**74.5**	**2.6**	**77.1**	67.3	3.0	70.3
Interest and Tax	(29.6)	(0.7)	(30.3)	(28.8)	(0.8)	(29.6)
NPAT[2]	**44.9**	**1.9**	**46.8**	38.5	2.2	40.7
EBIT[1]	**74.5**	**2.6**	**77.1**	67.3	3.0	70.3
Depreciation	15.1	–	15.1	13.8	–	13.8
EBITDA[3]	**89.6**	**2.6**	**92.2**	81.1	3.0	84.1

Notes:
1. EBIT means earnings before interest and tax.
2. NPAT means net profit after tax.
3. EBITDA means earnings before interest, tax, depreciation and amortisation.

WINNING ON THE WORLD

OYSTER BAY IS THE NUMBER ONE SUPER PREMIUM CHARDONNAY IN CANADA.*

WINE LOVERS CAN NOW ENJOY A GLASS OF OYSTER BAY SAUVIGNON BLANC AT NONE OTHER THAN THE WORLD-RENOWNED YANKEE STADIUM.

BAROSSA VALLEY ESTATE IS IRELAND'S NUMBER ONE SUPER PREMIUM SHIRAZ FROM AUSTRALIA.**

FOR THE SIXTH YEAR IN A ROW, OYSTER BAY WAS PLACED IN THE TOP 50 WORLD'S MOST ADMIRED WINE BRANDS BY DRINKS INTERNATIONAL.

OYSTER BAY RECEIVED NEW YORK IMPACT MAGAZINE'S 'HOT BRAND' AWARD FOR THE EIGHTH YEAR IN A ROW.

OYSTER BAY CAN NOW BE ENJOYED ON WORLD LEADING CRUISES, CARNIVAL CRUISE LINES, WHERE OVER TWO THOUSAND GLASSES OF WINE ARE ENJOYED BY TRAVELLERS EVERY DAY.

OVER TWO MILLION GLASSES OF OYSTER BAY WERE ENJOYED IN THE UK IN 2017 THROUGH OUR PARTNERSHIP WITH ON-PREMISE MARKET LEADER, MITCHELLS & BUTLERS.

SOURCE: *SORT MAT TO APRIL 2018; **AC NIELSEN MAT 21/05/2017 €12.00+

STAGE.

WINE LOVERS CAN NOW ENJOY A GLASS OF OYSTER BAY AT CHURCH HILL RESTAURANT & OYSTER BAR, LOCATED ON STEWART ISLAND, ONE OF THE LAST INHABITED ISLANDS BEFORE ANTARCTICA.

OVER 1,200 NEW LISTINGS FOR BAROSSA VALLEY ESTATE WERE ACHIEVED DURING THE FINANCIAL YEAR, SHOWCASING THE QUALITY AND STRENGTH OF THE BRAND WITHIN THE MARKET.

MANAGING DIRECTOR'S REPORT 2018

We have set new records and remain focused on investing for the future. As outlined in the Executive Chairman's report, the Group achieved record global case sales, record Operating Net Profit after Tax of $44.9 million, and strong net cash flows from operations.

> *"We have set new records and remain focused on investing for the future."*
>
> JOHN FREEMAN
> MANAGING DIRECTOR

Global Sales Performance

The Group achieved record global case sales of 2,736,000 cases in the year, 3% higher than the previous year. Sales continue to be well diversified by market with 46% in North America, 29% in the Australia, New Zealand and Asia Pacific region, and 25% in Europe including the United Kingdom.

The Group has continued to invest in the development of its own in-market distribution channels to drive long-term growth. The Group's Sales and Marketing division has in-market sales teams in all major markets internationally and within New Zealand.

Australia, New Zealand and Asia Pacific

Case sales in the Australia, New Zealand and Asia Pacific grew by 2% to 799,000 cases.

In the established New Zealand and Australia markets, Oyster Bay continued to perform strongly as a category-leading Super Premium wine brand. In Australia, Oyster Bay Sauvignon Blanc continues to lead the category as the top-selling Sauvignon Blanc and bottled white wine by value.[1] The rapid growth of Oyster Bay Pinot Gris in the region

1. IRI National Wine MAT To 06/05/18.

was notable, as was the continued strong growth of the Barossa Valley Estate brand in the Australia market.

During the year the Group further developed sales volumes through the Tmall online flagship store in China. The store enables aspirational consumers throughout China to purchase the Group's brands directly from Delegat. Whilst it will take time to develop a significant customer base, this is a promising venture in an important long-term growth market.

North America

The Group again delivered strong growth in North America, increasing sales volumes by 10% to a record 1,250,000 cases.

In the United States, the Oyster Bay brand continued its strong growth as an increasing number of aspirational consumers embrace our elegant, cool climate wine styles. The Group's success is underpinned by its well-established in-market sales team working effectively with leading distributors, retailers and on-premise venues. Oyster Bay Sauvignon Blanc is a top 5 white wine over US$10 by value[2]. Significant distribution growth was achieved with the Barossa Valley Estate brand, supporting the Group's goal of increasing awareness and affinity in this large market for Super Premium wine brands. The exceptional growth of Oyster Bay Pinot Noir this year was achieved through the effective partnership with distributors and retailers, executing on the Group's plan to leverage the 90 Point rating given by Wine Spectator Magazine.

The Group continues to build momentum through its expanded distribution arrangements with Southern Glazer's Wine & Spirits, North America's largest wine and spirits distributor. Southern Glazer's is the Group's exclusive distributor partner in 32 markets, which collectively account for approximately 70% of wine consumption in the United States. The Group's strong relationships with Southern Glazer's and our other distribution partners is a key factor driving the sustainable long-term growth of Oyster Bay and Barossa Valley Estate in the United States.

In Canada, Oyster Bay has again achieved strong growth, and has become one of the most powerful Super Premium wine brands in the market across several varietals, including number one Pinot Grigio in British Columbia above CA$13[3] and significant sales growth for Oyster Bay Pinot Noir, and Barossa Valley Estate Shiraz.

United Kingdom, Ireland and Europe

The United Kingdom, Ireland and Europe region delivered a strong year with 687,000 cases sold. Sales volume declined slightly, in line with the Group's expectations following a price re-positioning in the United Kingdom market the previous year, notwithstanding Oyster Bay maintaining its Super Premium category leadership position. Oyster Bay Sauvignon Blanc, Chardonnay and Merlot are the top-selling wines above £8[4] in their respective categories irrespective of origin. Barossa Valley Estate has established quality distribution with leading National Account customers, ensuring the growth of brand awareness and affinity for this brand. Promotional activity resulted in the significant growth of both Oyster Bay Sparkling Cuvée Brut and Oyster Bay Sparkling Cuvée Rosé.

2. AC Nielsen 52 Weeks Ending 19/5/18
3. Sort MAT to April 2018
4. AC Nielsen MAT 30/12/2017

In Ireland, Oyster Bay has maintained its Super Premium category leadership position, with Sauvignon Blanc, Chardonnay, Merlot and Pinot Noir the top-selling New Zealand wines in their respective varietal categories above €10.[5] Barossa Valley Estate Shiraz and Grenache Shiraz Mourvèdre (GSM) are the top-selling Australian wines in their respective varietal categories above €12.[5]

Brands and Communications

The Group's goal is to establish Oyster Bay and Barossa Valley Estate as leading brands in the Super Premium wine category globally.

Marketing programmes are designed to grow consumer awareness and to support distribution and rate of sale growth per point of distribution. Marketing activities are focused on the specific needs of each market and phases of brand development. The Group works closely with its retail partners to achieve high impact in-store activations. In the consumer environment, the Group uses a mix of media channels both online and offline to attract and engage consumers and build brand awareness.

In recognition of its market performance and reputation, Oyster Bay was awarded 'Hot Brand' for the eighth consecutive year by New York's Impact Magazine, and named 'One of the World's Most Admired Wine Brands' for the sixth consecutive year by Drinks International Magazine, UK.

This year saw the relaunch of E&E Black Pepper Shiraz to the marketplace. E&E Black Pepper Shiraz is one of the defining luxury wines of the Australian wine industry, with a long history of accolades and acclaim. Whilst production of this iconic wine will be kept to a strictly limited volume, the Group is proud to continue offering E&E Black Pepper Shiraz to discerning luxury wine consumers. The pedigree of this wine has been reinforced through the 2014 vintage, the first release under Delegat stewardship, receiving an outstanding 94 Point rating in Wine Spectator Magazine, USA.

Major Awards and Accolades

The Group received record acclaim from major international wine competitions, showcasing the world-class quality of its wines.

- E&E Black Pepper Shiraz 2014 was awarded 94 Points by Wine Spectator, USA.
- Oyster Bay Marlborough Sauvignon Blanc 2017 was awarded a Gold Medal at the Mundus Vini Grand International Wine Awards, Germany.
- Oyster Bay Marlborough Pinot Noir 2015 was awarded a Double Gold Medal and 95 Points at the San Francisco International Wine Competition.
- Oyster Bay Marlborough Chardonnay 2016 was awarded a Gold Medal and 90 Points at the San Francisco International Wine Competition.
- Oyster Bay Marlborough Botrytised Riesling 2011 was awarded a Gold Medal at the International Wine and Spirits Competition, UK.

5. AC Nielsen MAT 21/05/2017

- Barossa Valley Estate GSM 2016 was awarded 90 Points by Wine Spectator, USA.
- Barossa Valley Estate GSM 2015 was awarded a Gold Medal and 95 Points at the Sydney Royal Wine Show.
- Barossa Valley Estate Shiraz 2014 was awarded Top 100 and a Blue Gold Medal at the Sydney International Wine Competition.
- Barossa Valley Estate Cabernet Sauvignon 2015 was awarded a Gold Medal at the New Zealand International Wine Show.
- Barossa Valley Estate Shiraz 2015 was awarded a Gold Medal and 93 Points at the San Francisco International Wine Competition.

2018 Harvest

The Group achieved a record global harvest of 40,059 tonnes from the 2018 vintage, which is 7% higher than last year. The New Zealand harvest was 38,012 tonnes, up 10% on the 2017 vintage.

The Australia harvest for Barossa Valley Estate was 2,047 tonnes and of a very high standard, due to exceptional weather conditions throughout the growing season. The New Zealand harvest was also of a very high standard for both yield and quality.

The Group has inventory levels to achieve the future sales growth goals outlined in this report.

Sustainability

Recognition and respect for the environment are reflected in the strong leadership role the Group plays in the practice and promotion of sustainable wine growing and wine production. As a leader in the New Zealand wine industry and as a founding member of Sustainable Winegrowing New Zealand (SWNZ) since 2002, the Group takes its responsibilities to respect and protect the environment very seriously. The Group's New Zealand vineyards and wineries are 100% accredited by the independently audited SWNZ Sustainability Programme. The Group applies similar principles in the Barossa Valley, again as a leader of sustainable wine growing practices within the Australian wine industry.

"Oyster Bay is now one of the leading premium white wine brands in the USA, the world's largest wine market."

JOHN FREEMAN
MANAGING DIRECTOR

Group Outlook Case Sales

TABLE 5

Case Sales (000s)	2018 Actual	2019 Forecast	2020 Projection	2021 Projection
Total Cases	**2,736**	**2,945**	**3,168**	**3,377**

Group Outlook

The Group's strategic goal is to build a leading global Super Premium wine company. The Group will build leading global brands from world leading regions, focusing on the wine styles for which those regions are internationally renowned. Delegat plans to grow sales by 23% to 3,377,000 cases over the next three years.

The primary drivers of planned growth are Oyster Bay varietals in North America, and Oyster Bay Pinot Gris and Barossa Valley Estate varietals globally. The Group observes that wine consumers, particularly in North America, increasingly purchase Super Premium wine as an everyday affordable luxury that complements their lifestyle. Accordingly, the Group continues to see opportunities globally to further expand distribution and grow rate of sale per point of distribution.

The Group is well positioned to grow sales and achieve sustainable earnings growth in the years ahead. With respect to the 2019 year, Delegat plans to grow sales by 8% to 2,945,000 cases.

Based on prevailing exchange rates, the Group forecasts 2019 operating profit to grow in line with case sales growth.

Our People

Our people help us to chart our future, bring our plans to life, and truly make a difference within the organisation and the industry. I wish to personally thank each of our Great Wine People for their efforts to aim high, pursue mastery and win together. Our teams have achieved another year of record performance in 2018 and have positioned Delegat to deliver enduring success.

JOHN FREEMAN
MANAGING DIRECTOR

BOARD OF DIRECTORS

The Board of Delegat Group Limited is responsible for the strategic direction of the Group and ensuring the Group is managed to protect and enhance Shareholders' and other stakeholders' interests.

Some of the key responsibilities of the Board include:

- Adopting the strategic plans of the Group, set by the Managing Director in conjunction with the Group's senior management team;
- Monitoring the Group's operational and financial performance; and
- Ensuring the Group develops effective policies and procedures concerning disclosure of important information to the market and Shareholders.

The Board has adopted what it believes are appropriate corporate governance policies and procedures, which it periodically reviews to ensure that the Group's responsibilities and obligations are met. The principal corporate governance policies concern:

- The appointment and retirement of Directors;
- The composition and performance of the Board;
- The balance between executive and non-executive Directors;
- Directors' access to independent professional advice; and
- The constitution and operation of Board Committees, which comprise of Directors, and in some cases, by invitation, representatives of the Group's senior management team. The Board has formally constituted an Audit and Risk Committee and a Remuneration Committee.

The Board currently comprises six Directors, four of whom are non-executive (Robert Wilton, Rose Delegat, Alan Jackson, Shelley Cave); four of whom are non-independent (Jim Delegat, Rose Delegat, Robert Wilton, John Freeman); and two of whom are independent (Alan Jackson, Shelley Cave), as defined in the NZX Listing Rules.

The Board of Delegat Group Limited meets formally a minimum of six times during the financial year and regularly holds additional meetings to deal with specific matters of the Group.

JAKOV (JIM) DELEGAT Executive Chairman

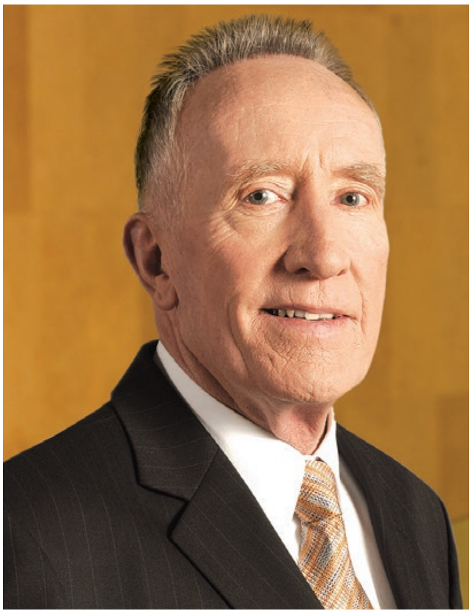
Jim Delegat is the Executive Chairman of Delegat Group Limited and has been on the Board since the Company listed in 2006. He is responsible for providing strategic direction and monitoring performance to ensure successful delivery of Board approved business plans. He has been involved in the New Zealand wine industry all his working life and is thoroughly experienced in every aspect of the business. Jim is one of only a handful of second generation family wine producers in the country. Active in industry affairs, Jim is currently an alternate Director of both the Wine Institute of New Zealand and New Zealand Winegrowers, having previously served on the Board of the Wine Institute of New Zealand for more than 13 years. He is a member of the Institute of Directors.

JOHN FREEMAN Managing Director

John Freeman is the Managing Director of Delegat Group Limited. John is responsible for developing growth plans, building a high performing organisation and executing business plans. He originally joined Delegat in 2005, holding various sales leadership and management roles both in Auckland and in the Group's overseas subsidiaries. John also brings to Delegat Group Limited his experience from the technology and finance industries, and has a Masters of Business Administration from the Australian Graduate School of Management. He is a member of the Institute of Directors.

ROSEMARI (ROSE) DELEGAT Non-Executive Director

Rose Delegat is a Non-Executive Director of Delegat Group Limited and has been on the Board since the Company listed in 2006. The Group continues to benefit from Rose's experience and the expertise that she has given the company for more than 25 years. She was responsible for initiating the Group's drive into export markets in the 1980s and was the inaugural Chairperson (1987 – 1990) of the special United Kingdom Exporting Group, part of the Wine Institute of New Zealand. Rose continues to perform a strategic role in export marketing. She is a member of the Institute of Directors.



ROBERT (BOB) WILTON Non-Executive Director

Bob Wilton is a Non-Executive Director of Delegat Group Limited. He has been on the Board since the Company listed in 2006 and has specific responsibilities for the financial management of the Group. He is a past Senior Lecturer and Head of Department, Department of Accounting and Finance at the University of Auckland Business School, a member of Chartered Accountants Australia and New Zealand and the Institute of Directors. Bob brings to the Board considerable experience in business, particularly through merchant and investment banking, and is a past Chairman of the New Zealand Venture Capital Association.

Dr ALAN JACKSON Non-Executive Independent Director

Dr Alan Jackson is a Non-Executive Director of Delegat Group Limited and has been on the Board since 2012. Alan was, until 2009, Chairman Australasia, Senior Vice President and Director of The Boston Consulting Group. He has been an international management consultant since 1987 with The Boston Consulting Group and has proven experience at the most senior levels of international and government business. Alan has worked across a range of industries internationally, including consumer goods companies, supermarkets and retailers, in addition to industrial and resource companies. Alan headed The Boston Consulting Group's Consumer Goods and Retail practice in Australasia and Asia Pacific. Alan is a Fellow of the Institution of Professional Engineers and member of the Australian Institute of Directors. He is Chairman of New Zealand Thoroughbred Racing, a Director of Fletcher Building Limited, Fletcher Industries Limited, and Aurora Vineyard Limited.

SHELLEY CAVE Non-Executive Independent Director

Shelley Cave is a Non-Executive Director of Delegat Group Limited and has been on the Board since 2016. Shelley is currently also on the boards of the Government Superannuation Fund Authority and Methven Limited, and is a director and co-founder of The FoodPath NZ Limited. Shelley was previously a corporate lawyer for 23 years, and a partner of Simpson Grierson for 12 years. In her legal career, she acted across a wide range of industry sectors and has significant experience in compliance and corporate governance.

DIRECTORS' RESPONSIBILITY STATEMENT

The Directors are responsible for ensuring that the financial statements give a true and fair view of the financial position, financial performance and cash flows for the Group as at 30 June 2018.

The Directors consider that the financial statements of the Group have been prepared using appropriate accounting policies, consistently applied and supported by reasonable judgements and estimates and that all relevant financial reporting and accounting standards have been followed.

The Directors believe that proper accounting records have been kept which enable, with reasonable accuracy, the determination of the financial position and financial performance of the Group and the compliance of the financial statements with the Financial Markets Conduct Act 2013 and Financial Reporting Act 2013.

The Directors consider they have taken adequate steps to safeguard assets of the Group.

The Directors have pleasure in presenting the following financial statements for the year ended 30 June 2018.

The Board of Directors of the Group authorised these financial statements for issue on 24 August 2018.

For, and on behalf of, the Board.

JIM DELEGAT
Executive Chairman

JOHN FREEMAN
Managing Director

24 August 2018

“E&E BLACK PEPPER SHIRAZ, ONE OF THE BAROSSA VALLEY’S GOLD STANDARD REDS OF THE CURRENT ERA.”

– JANCIS ROBINSON


BAROSSA VALLEY ESTATE
E&E
BLACK PEPPER SHIRAZ
LIMITED RELEASE
2014
Barossa Valley · Australia
94
POINTS
WINE
SPECTATOR
MAGAZINE
USA

STATEMENT OF FINANCIAL PERFORMANCE

	Notes	2018 $000	2017 $000
Revenue	3	272,122	252,713
Profit before finance costs	4	77,119	70,258
Finance costs	3	11,957	13,114
Profit before income tax		65,162	57,144
Income tax expense	15	18,326	16,488
Profit for the Year attributable to Shareholders of the Parent Company		46,836	40,656
Earnings per share			
– Basic and fully diluted earnings per share (cents per share)	5	46.31	40.20

The accompanying notes form part of these financial statements

STATEMENT OF OTHER COMPREHENSIVE INCOME

	Notes	2018 $000	2017 $000
Profit after income tax		**46,836**	40,656
Other comprehensive income that may subsequently be classified to the profit and loss:			
– Translation of foreign subsidiaries	6b	**3,238**	(1,271)
– Net loss on hedge of a net investment		**(1,112)**	(232)
– Income tax relating to components of other comprehensive income	15	**311**	65
Total comprehensive income for the year, net of tax		**49,273**	39,218
Comprehensive income attributable to Shareholders of the Parent Company		**49,273**	39,218

The accompanying notes form part of these financial statements

STATEMENT OF CHANGES IN EQUITY

FOR THE YEAR ENDED 30 JUNE 2018

	Note	Share Capital $000	Foreign Currency Translation Reserve $000	Retained Earnings $000	Total Equity $000
Balance at 30 June 2017		49,815	(5,135)	262,389	**307,069**
Changes in equity for the year ended 30 June 2018					
Other comprehensive income					
– Translation of foreign subsidiaries		–	3,238	–	**3,238**
– Net loss on hedge of a net investment		–	(1,112)	–	**(1,112)**
– Income tax relating to components of other comprehensive income	15	–	311	–	**311**
Total other comprehensive income		–	2,437	–	**2,437**
– Net profit for the year		–	–	46,836	**46,836**
Total comprehensive income for the year		–	2,437	46,836	**49,273**
Equity Transactions					
– Dividends paid to shareholders		–	–	(13,153)	**(13,153)**
Balance at 30 June 2018		49,815	(2,698)	296,072	**343,189**

The accompanying notes form part of these financial statements

STATEMENT OF CHANGES IN EQUITY CONTINUED

FOR THE YEAR ENDED 30 JUNE 2017

	Note	Share Capital $000	Foreign Currency Translation Reserve $000	Retained Earnings $000	Total Equity $000
Balance at 30 June 2016		49,815	(3,697)	233,871	279,989
Changes in equity for the year ended 30 June 2017					
Other comprehensive income					
– Translation of foreign subsidiaries		–	(1,271)	–	(1,271)
– Net loss on hedge of a net investment		–	(232)	–	(232)
– Income tax relating to components of other comprehensive income	15	–	65	–	65
Total other comprehensive income		–	(1,438)	–	(1,438)
– Net profit for the year		–	–	40,656	40,656
Total comprehensive income for the year		–	(1,438)	40,656	39,218
Equity Transactions					
– Dividends paid to shareholders		–	–	(12,138)	(12,138)
Balance at 30 June 2017		49,815	(5,135)	262,389	307,069

The accompanying notes form part of these financial statements

STATEMENT OF FINANCIAL POSITION

	Notes	2018 $000	2017 $000
Equity			
Share capital	6	49,815	49,815
Foreign currency translation reserve	6b	(2,698)	(5,135)
Retained earnings		296,072	262,389
Total Equity		343,189	307,069
Liabilities			
Current Liabilities			
Trade payables and accruals	8	32,941	29,324
Derivative financial instruments	9	3,020	1,987
Income tax payable		6,485	3,016
		42,446	34,327
Non-Current Liabilities			
Deferred tax liability	15	33,754	31,124
Derivative financial instruments	9	3,711	3,756
Interest-bearing loans and borrowings	10	285,754	282,513
		323,219	317,393
Total Liabilities		365,665	351,720
Total Equity and Liabilities		708,854	658,789

The accompanying notes form part of these financial statements

STATEMENT OF FINANCIAL POSITION CONTINUED

	Notes	2018 $000	2017 $000
Assets			
Current Assets			
Cash and cash equivalents		4,264	4,479
Trade and other receivables	11	42,635	35,952
Derivative financial instruments	9	–	1,822
Inventories	12	147,431	133,680
		194,330	175,933
Non-Current Assets			
Property, plant and equipment	13	509,861	478,675
Intangible assets	14	4,663	4,068
Derivative financial instruments	9	–	113
		514,524	482,856
Total Assets		708,854	658,789

For, and on behalf of, the Board who authorised the issue of the financial statements on 24 August 2018.

JN Delegat, Executive Chairman

JA Freeman, Managing Director

The accompanying notes form part of these financial statements

STATEMENT OF CASH FLOWS

	2018 $000	2017 $000
Operating Activities		
Cash was provided from		
Receipts from customers	266,719	256,192
Net GST received	74	449
	266,793	256,641
Cash was applied to		
Payments to suppliers and employees	184,653	170,603
Net interest paid	12,457	12,349
Net income tax paid	11,914	14,470
	209,024	197,422
Net Cash Inflows from Operating Activities	57,769	59,219
Investing Activities		
Cash was provided from		
Proceeds from sale of property, plant and equipment	2,058	1,162
Dividends received	1	2
	2,059	1,164
Cash was applied to		
Purchase of property, plant and equipment	45,896	40,545
Purchase of intangible assets	451	585
Capitalised interest paid	1,692	1,459
	48,039	42,589
Net Cash Outflows from Investing Activities	(45,980)	(41,425)

The accompanying notes form part of these financial statements

STATEMENT OF CASH FLOWS CONTINUED

	2018 $000	2017 $000
Financing Activities		
Cash was provided from		
Proceeds from borrowings	28,514	33,939
	28,514	33,939
Cash was applied to		
Dividends paid to shareholders	13,147	12,132
Repayment of borrowings	27,687	39,467
	40,834	51,599
Net Cash Outflows from Financing Activities	(12,320)	(17,660)
Net (Decrease) / Increase in Cash Held	(531)	134
Cash and cash equivalents at beginning of the year	4,479	4,425
Effect of exchange rate changes on foreign currency balances	316	(80)
Cash and Cash Equivalents at End of the Year	4,264	4,479

The accompanying notes form part of these financial statements

STATEMENT OF CASH FLOWS CONTINUED

	2018 $000	2017 $000
Reconciliation of Profit for the Year with Cash Flows from Operating Activities:		
Reported profit after tax	46,836	40,656
Add/(deduct) items not involving cash flows		
Depreciation expense	15,089	13,791
Other non-cash items	2,733	(565)
Gain on disposal of assets	(11)	(120)
Movement in derivative financial instruments	2,923	(1,365)
Movement in deferred tax liability	2,630	2,277
	23,364	14,018
Movement in working capital balances are as follows:		
Trade payables and accruals	3,617	(1,866)
Trade and other receivables	(6,683)	7,794
Inventories	(13,751)	(3,070)
Income tax	3,469	(322)
Add items classified as investing and financing activities		
Capital purchases included within trade payables and inventories	917	2,009
	(12,431)	4,545
Net Cash Inflows from Operating Activities	57,769	59,219
Reconciliation of movement in Net Debt:		
Opening balance at 1 July	278,034	282,723
Per statement of cash flows:		
- Proceeds/(repayment) of borrowings	827	(5,528)
- Net decrease / (increase) in cash held	531	(134)
Foreign exchange movement	1,940	817
Other non-cash movements	158	156
Closing balance at 30 June	281,490	278,034

The accompanying notes form part of these financial statements

NOTES TO THE FINANCIAL STATEMENTS

1. GENERAL INFORMATION

REPORTING ENTITY

The financial statements presented are those of Delegat Group Limited and its subsidiaries (the Group). Delegat Group Limited is a company limited by shares, incorporated and domiciled in New Zealand and registered under the Companies Act 1993. The Parent shares are publicly traded on the New Zealand Stock Exchange.

The financial statements comprise the statement of financial performance, statement of other comprehensive income, statement of changes in equity, statement of financial position and statement of cash flows, as well as the notes to the financial statements. The financial statements for the Group for the year ended 30 June 2018 were authorised for issue in accordance with a resolution of the Directors on 24 August 2018.

BASIS OF PREPARATION

The financial statements have been prepared in accordance with Generally Accepted Accounting Practice in New Zealand (NZ GAAP) and the requirements of the Financial Markets Conduct Act 2013. For the purposes of complying with NZ GAAP the entity is a for-profit entity. These financial statements are presented in New Zealand Dollars, rounded to the nearest thousand. They are prepared on a historical cost basis except for derivative financial instruments and biological produce which have been measured at fair value.

The preparation of the financial statements requires the Group to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances. Actual results may vary from these estimates. The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimates are revised if the revision affects only that period, or in the period of revision and future periods if the revision affects both current and future periods.

STATEMENT OF COMPLIANCE

The financial statements comply with New Zealand equivalents to International Financial Reporting Standards and other applicable Financial Reporting Standards (NZ IFRS), as applicable to the Group as a profit-oriented entity. The financial statements comply with International Financial Reporting Standards (IFRS).

BASIS OF CONSOLIDATION

The consolidated financial statements comprise the financial statements of the Group as at 30 June 2018 and 30 June 2017.

Subsidiaries are those entities over which the Group has control. Control is achieved when the Group is exposed, or has rights, to variable returns from its investment in the entity, and has the ability to affect those returns through its power over the entity. Specifically, the Group controls an entity if and only if the Group has:

– Power over the entity (i.e. existing rights that give it the current ability to direct the relevant activities of the investee);

– Exposure, or rights, to variable returns from its involvement with the entity, and;

– The ability to use its power over the investee to affect its returns.

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

1. GENERAL INFORMATION (CONTINUED)

The financial statements of the subsidiaries are prepared for the same reporting period as the Parent, using consistent accounting policies. The effects of intercompany transactions are eliminated in preparing the consolidated financial statements.

Subsidiaries are fully consolidated from the date on which control is obtained by the Group and cease to be consolidated from the date on which control is transferred out of the Group. The acquisition of subsidiaries is accounted for using the acquisition method of accounting as noted below.

BUSINESS COMBINATIONS

The acquisition method of accounting is used to account for all business combinations regardless of whether equity instruments or other assets are acquired. Cost is measured as the fair value of the assets given, shares issued or liabilities incurred or assumed at the date of exchange. Where equity instruments are issued in a business combination, the fair value of the instruments is their published market price at the date of the exchange unless, in rare circumstances, it can be demonstrated that the published price at the date of exchange is an unreliable measure of fair value. Transaction costs arising on the issue of equity instruments are recognised directly within equity.

Except for non-current assets or disposal groups classified as held for sale (which are measured at fair value less costs to sell), all identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values as at acquisition date, irrespective of the extent of any non-controlling interests. The excess of the cost of the business combination over the net fair value of the Group's share of the identifiable net assets acquired is recognised as goodwill. If the cost of the acquisition is less than the Group's share of the net fair value of the identifiable net assets of the subsidiary, the difference is recognised as a gain in the statement of financial performance, but only after a reassessment of the identification and measurement of the net assets acquired.

Where settlement of any part of the consideration is deferred, the amounts payable in the future are discounted to the present value as at the date of exchange. The discount rate used is the entity's incremental borrowing rate, being the rate at which similar borrowings could be obtained from an independent financier under comparable terms and conditions.

GOODS AND SERVICES TAX (GST)

The statement of financial performance, statement of other comprehensive income, statement of changes in equity and statement of cash flows have been prepared so that all components are stated net of GST. All items in the statement of financial position are stated net of GST, with the exception of receivables and payables, which include GST invoiced.

FOREIGN CURRENCIES

i) Functional and Presentation Currency

The presentation currency of the Group is the New Zealand Dollar. Each subsidiary company in the Group determines its own functional currency and uses that functional currency for its individual financial statements. Subsidiary companies with a different functional currency than that of the Group are translated through converting all reported assets and liabilities at the closing rate at the date of the balance sheet, while income and expenses are translated at exchange rates at the dates of the transactions. Any resulting exchange differences are recognised as a separate component of equity.

1. GENERAL INFORMATION (CONTINUED)

ii) Transactions and Balances

Transactions in foreign currencies are initially recorded in the functional currency by applying the exchange rates ruling at the date of the transaction. Assets and liabilities denominated in foreign currencies are translated at the rate of exchange ruling at the balance sheet date.

CASH AND CASH EQUIVALENTS

Cash and cash equivalents in the statement of financial position comprise cash at bank, and in hand and short-term deposits with an original maturity of three months or less that are readily convertible to known amounts of cash and which are subject to an insignificant risk of change in value. For the purposes of the statement of cash flows, cash and cash equivalents consist of cash and cash equivalents as defined above, net of outstanding bank overdrafts. Bank overdrafts are included within interest-bearing loans and borrowings in current liabilities in the statement of financial position.

NET DEBT

Net debt is the sum of the Group's interest-bearing loans and borrowings less cash and cash equivalents.

OTHER ACCOUNTING POLICIES

Other accounting policies that are relevant to an understanding of the financial statements are provided throughout the notes to the financial statements.

SIGNIFICANT ACCOUNTING JUDGEMENTS, ESTIMATES AND ASSUMPTIONS

In applying the Group's accounting policies, management continually evaluates the judgements, estimates and assumptions based on experience and other factors, including expectations of future events that may have an impact upon the Group. All judgements, estimates and assumptions made are believed to be reasonable based upon the most current set of circumstances available to management. The actual results may differ from the judgements, estimates and assumptions used. The significant judgements, estimates and assumptions made by management in the preparation of these financial statements, are disclosed within the specific financial statement notes as shown below:

Area of Judgement or Estimate	Note	
Selling, marketing and promotional accruals	Note 3	Segmental Reporting
Selling, marketing and promotional accruals	Note 4	Expenses
Fair value of derivative financial instruments	Note 9	Derivative Financial Instruments
Fair value of grapes at point of harvest	Note 12	Inventories
Impairment of property, plant and equipment	Note 13	Property, Plant and Equipment
Estimation of useful lives of assets	Note 13	Property, Plant and Equipment
Impairment of intangible assets	Note 14	Intangible Assets
Classification of vineyard leases	Note 17	Commitments

To allow the Accounting Policies and Significant Accounting Judgements, Estimates and Assumptions to be easily identified within the notes, Accounting Policies have been identified with an A symbol, and Significant Accounting Judgements, Estimates and Assumptions with an E symbol.

CHANGES IN ACCOUNTING POLICIES

There have been no changes in accounting policies during the current year.

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

1. GENERAL INFORMATION (CONTINUED)

NEW ACCOUNTING STANDARDS AND INTERPRETATIONS

Standards and Interpretations that have recently been issued or amended, but are not yet effective, have not been adopted by the Group for the annual reporting period ending 30 June 2018. These are outlined in the following table:

REFERENCE	TITLE	GROUP APPLICATION DATE *	SUMMARY	IMPACT ON GROUP
NZ IFRS 15	NZ IFRS 15: Revenue from Contracts with Customers	1 July 2018	NZ IFRS 15 establishes principles for reporting useful information to users of financial statements about the nature, amount, timing and uncertainty of revenue and cash flows arising from an entity's contracts with customers. NZ IFRS 15 supersedes NZ IAS 18 Revenue. The core principle of NZ IFRS 15 is that an entity recognises revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled to in exchange for those goods or services. An entity will recognise revenue in accordance with that core principle by applying the following steps: a) Step 1: Identify the contract(s) with a customer; b) Step 2: Identify the performance obligations in the contract; c) Step 3: Determine the transaction price; d) Step 4: Allocate the transaction price to the performance obligations within the contract; e) Step 5: Recognise revenue when (or as) the entity satisfies a performance obligation.	The Group has assessed the impact of the changes in NZ IFRS 15 on its accounting policy for the recognition of revenue. Management have reviewed the new standard and related guidance and considered the core principle and steps required to recognise revenue. Management do not consider the changes in NZ IFRS 15 have an impact on the measurement or timing of revenue recognition for the Group. There are some selling, marketing and promotion expenses that will be required to be reclassified to revenue as part of the determination of the transaction price. The Group will adopt the fully retrospective transition provisions when adopting NZ IFRS 15 for the year ended 30 June 2019. This will require the Group to restate the statement of financial performance for the year ended 30 June 2018. Management have assessed the impact of the reclassification required for the year ended 30 June 2018 to be a reduction in revenue of $16.4 million, and a corresponding reduction in selling, marketing and promotion expenses. The effect of this reclassification is expected to have a similar effect in future years adjusting for the growth in the business. There will also be some additional disclosure requirements arising from the new standard.

* For fiscal periods beginning on or after

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

1. GENERAL INFORMATION (CONTINUED)

REFERENCE	TITLE	GROUP APPLICATION DATE *	SUMMARY	IMPACT ON GROUP
NZ IFRS 9 (2014)	NZ IFRS 9: Financial Instruments	1 July 2018	The International Accounting Standards Board (IASB) issued the completed version of NZ IFRS 9: Financial Instruments (to replace NZ IAS 39: Financial Instruments: Recognition and Measurement), bringing together the classification and measurement, impairment and hedge accounting phases of the IASB's project to replace NZ IAS 39: Financial Instruments: Recognition and Measurement and all previous versions of NZ IFRS 9. The completed version of NZ IFRS 9 includes the following revisions: a) NZ IFRS 9 (2009): The revised standard requires that financial assets be classified on the basis of the entity's business model for managing the financial assets and the contractual cash flow characteristics of the financial asset. Financial assets are initially recognised at fair value – or if the business model accounting supports it – cost, adjusted for transaction costs and subsequently measured at amortised cost. Financial assets can only be classified as amortised cost if (a) the contractual cash flows from the instrument represent principal and interest and (b) the entity's purpose for holding the instrument is to collect the contractual cash flows; b) NZ IFRS 9 (2010): In these amendments the existing requirements for the classification of financial liabilities and the ability to use the fair value option from NZ IAS 39 have been retained. However, where the fair value option is used for financial liabilities the change in fair value is required to be accounted for as follows: – the change attributable to the entity's own credit risk is to be presented in Other Comprehensive Income; – the remaining change is presented in the Statement of Financial Performance; and – if this approach creates or enlarges an accounting mismatch in the Statement of Financial Performance, the effects of changes in the entity's credit risk are also presented in the Statement of Financial Performance; and c) NZ IFRS 9 (2013): – New hedge accounting requirements including changes to hedge effectiveness testing, treatment of hedging costs, risk components that can be hedged and disclosures; – Entities may elect to apply only the accounting for gains and losses from own credit risk without applying the other requirements of NZ IFRS 9 at the same time.	Financial assets of the Group are measured at amortised cost with the exception of foreign currency forward exchange contracts and options or interest rate swaps which are held at fair value. The classification and measurement of these will remain the same under NZ IFRS 9. For the financial liabilities of the Group held at fair value (foreign currency forward exchange contracts and options, and interest rate swaps), the Group will be required to separate the fair value movement that relates to changes in the Group's credit risk and record this through Other Comprehensive Income rather than through the Statement of Financial Performance where the remaining change in value will be recorded. For the year ended 30 June 2018 no portion of the fair value movement on the Group's foreign currency forward exchange contracts and options, and interest rate swaps, relates to changes in the Group's credit risk, and therefore no amount would be required to be included within Other Comprehensive Income. The Group applies hedge accounting under NZ IAS 39 to a borrowing of A$29,350,000 which has been designated as a hedge of the net investment in Barossa Valley Estate Pty Limited (BVE). The hedge meets the effectiveness requirements of NZ IAS 39 and is also expected to meet the requirements of NZ IFRS 9. There may be some additional disclosures required for this hedge under NZ IFRS 9.

* For fiscal periods beginning on or after

1. GENERAL INFORMATION (CONTINUED)

REFERENCE	TITLE	GROUP APPLICATION DATE *	SUMMARY	IMPACT ON GROUP
NZ IFRS 16	NZ IFRS 16: Leases	1 July 2019	NZ IFRS 16 is the new standard on the recognition, measurement, presentation and disclosure of leases. The standard will replace NZ IAS 17: Leases. The scope of the new standard includes leases of all assets, with certain exceptions. A lease is defined as a contract, or part of a contract, that conveys the right to use an asset (the underlying asset) for a period of time in exchange for consideration. NZ IFRS 16 requires lessees to account for all leases under a single on-balance sheet model (subject to certain exemptions) in a similar way to finance leases under NZ IAS 17: Leases. Lessees will be required to recognise a liability to pay rentals with a corresponding asset, and recognise interest expense and depreciation separately. Reassessment of certain key considerations (e.g. lease term, variable rents based on an index or rate, discount rate) by the lessee is required upon certain events. Lessor accounting is substantially the same as lessor accounting under NZ IAS 17's dual classification approach.	The Group has significant operating lease commitments including long-term land leases, which allow the Group to access prime viticultural land in Marlborough and the Hawke's Bay, which will fall under NZ IFRS 16. The Group is currently assessing the impacts of the changes in NZ IFRS 16 on its accounting policy for the recognition of leases. The Group will be required to recognise a 'Right-of-use Asset' and a corresponding 'Lease Liability' in the statement of financial position for all of these leases (subject to certain exemptions). The change will also affect the profile of expenses (interest and depreciation) and the timing of these expenses relative to the lease payments which are currently recognised.

* For fiscal periods beginning on or after

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

2. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES

The Group's principal financial liabilities comprise bank loans and overdrafts, trade payables and accruals. The main purpose of these financial liabilities is to raise funding for the Group's ongoing operations. The Group also has financial assets such as trade and other receivables and cash which arise directly from its operations.

The Group is counterparty to derivative financial instruments principally being foreign currency forward exchange contracts and options and interest rate swaps. The purpose of entering into foreign currency forward exchange contracts and options is to manage currency risk primarily arising from foreign denominated trade receivables. Interest rate swaps are entered into with the aim of mitigating interest rate risk to movements on floating rate debt facilities.

The main risks arising from the Group's financial instruments are foreign currency risk, interest rate risk, credit risk and liquidity risk. Each of the main operational risks are reviewed by the Treasury Management Committee (TMC) and their recommendations are provided to the Board of Directors. The composition of the TMC includes the Managing Director (or Alternate), Chief Financial Officer, Corporate Financial Planning Manager and Independent Treasury Advisors. The Board reviews and agrees policies for managing each of these risks as summarised below. Board approval is required for any movement outside policy.

FOREIGN CURRENCY RISK

The net assets employed through subsidiary companies based overseas exposes the Group to foreign currency risk as a result of changes in the GBP/NZD, AUD/NZD, USD/NZD, EUR/NZD, CAD/NZD, SGD/NZD, JPY/NZD and CNY/NZD exchange rates. The Group also has foreign currency risk resulting from sales of product in a currency which is other than that of the New Zealand Dollar. Profits from each export region are repatriated and reported in New Zealand Dollars and the Group is exposed to changes in foreign exchange rates.

To minimise foreign currency risk the Group enters into forward exchange contracts and options for foreign denominated sales at levels which are considered to be highly probable. The Group attempts to maintain foreign currency cover of between 75% to 100% of highly probable sales in one to three months, 50% to 75% for highly probable sales in four to six months, 25% to 50% for highly probable sales in seven to 12 months, 0% to 50% for sales between 13 to 18 months and 0% to 25% for sales thereafter. The Group has the option of increasing foreign exchange cover to 100% for any time period upon approval by the Board of Directors.

When the Group is exposed to foreign currency risk as a result of being contractually committed to purchase capital items from an overseas supplier and such expenditure is expected to exceed $200,000, the Group's policy is to ensure the foreign currency exposure is covered in full. Any capital expenditure between $100,000 and $200,000 is to be covered at the discretion of the TMC, based on such factors as timing for payment and expected volatility of currency markets. It is the Group's policy that in no instance is trading for speculative purposes permitted.

At 30 June 2018, had the New Zealand Dollar moved as illustrated in the following table with all other variables held constant, post-tax profit and equity would have been affected as follows:

2. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES (CONTINUED)

	IMPACT ON 2018 REPORTED		IMPACT ON 2017 REPORTED	
Group	Post-Tax Profits $000 (increase/ (decrease))	Equity $000 (increase/ (decrease))	Post-Tax Profits $000 (increase/ (decrease))	Equity $000 (increase/ (decrease))
NZD/USD +5%	1,500	1,500	607	607
NZD/USD -5%	(1,855)	(1,855)	(653)	(653)
NZD/GBP +5%	1,414	1,414	898	898
NZD/GBP -5%	(1,574)	(1,574)	(852)	(852)
NZD/AUD +5%	744	(778)	662	(808)
NZD/AUD -5%	(904)	778	(719)	904
NZD/CAD +5%	135	135	46	46
NZD/CAD -5%	(122)	(122)	(21)	(21)
NZD/EUR +5%	(39)	(39)	(44)	(44)
NZD/EUR -5%	43	43	49	49

The above table calculates the impact of a change in foreign exchange rates on closing equity and post-tax profits of the Group, as a result of the Group being counterparty to transactions which are foreign currency denominated. Foreign currency denominated balances include trade and other receivables, trade payables and accruals, loans and borrowings, cash on hand and unsettled foreign exchange contracts that exist at balance sheet date. The net foreign currency exposure is determined in aggregate and the impact on post-tax profits determined as a result of a +/- 5% movement in foreign exchange rates. A +5% movement reflects the strengthening of the NZD relative to the other currency, whereas a -5% movement reflects the weakening fo the NZD relative to the other currency.

The impact upon the Group's equity balance is derived through determining the impact on post-tax profits as noted above.

2. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES (CONTINUED)

HEDGE OF NET INVESTMENT IN FOREIGN OPERATION

A For hedges of a net investment in a foreign operation, the effective portion of the gain or loss on the hedging instrument is recognised in the statement of other comprehensive income and accumulated in the foreign currency translation reserve, while any ineffective portion is recognised immediately in the statement of financial performance. On disposal of the foreign operation, the cumulative amount of any such gains or losses accumulated within equity is transferred to the statement of financial performance.

The net assets employed in Barossa Valley Estate Pty Limited (BVE) exposes the Group to foreign currency risk as a result of changes in the AUD/NZD exchange rate.

The foreign currency movement on translation of the net assets of BVE is included in the statement of other comprehensive income. Since the acquisition of BVE the Group has maintained a portion of their external borrowings in AUD to mitigate this risk. The foreign exchange movement on these external borrowings in the absence of hedge accounting, is included in the statement of financial performance.

External borrowings of A$29,350,000 have been designated as a hedge of the net investment in BVE. Gains or losses on the retranslation of this borrowing are transferred to the statement of other comprehensive income to offset any gains or losses on translation of the net assets of BVE. There is no hedge ineffectiveness in the year ended 30 June 2018.

INTEREST RATE RISK

The Group's exposure to the risk of changes in market interest rates relates primarily to the Group's long-term and short-term debt obligations with interest payable based on floating rates of interest. Interest rate risk is monitored by the TMC on an ongoing basis. The recommendation by the TMC to enter into fixed or variable rate debt facilities and decisions to retire existing debt instruments is made after consideration of the economic indicators impacting upon the overnight cash rate, which influences the rates of interest charged by financial institutions. All funding facilities recommended by the TMC must be approved by the Board of Directors.

The Group manages interest rate risk through maintaining a mix of debt instruments having variable and fixed interest rates. The Group's policy is to maintain a level of fixed debt facilities between 40% to 100% of core debt for a period of one year, between 30% to 80% of projected core debt for periods of one to three years, and 15% to 60% of projected core debt facilities for three to five years. Board approval is required for any fixed rate cover that extends beyond five years.

The Group also manages interest rate risk through being counterparty to a series of interest rate swaps. The Group agrees to settle or has the option to exchange, at specified dates, the difference between fixed and variable rate interest amounts calculated by reference to an agreed upon notional principal amount. These are discussed in Note 9: Derivative Financial Instruments.

The table below demonstrates the sensitivity to a reasonably possible change in interest rates, with all other variables held constant, on the Group's post-tax profits and equity:

2. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES (CONTINUED)

Group	IMPACT ON 2018 REPORTED Post-Tax Profits $000	IMPACT ON 2018 REPORTED Equity $000	IMPACT ON 2017 REPORTED Post-Tax Profits $000	IMPACT ON 2017 REPORTED Equity $000
2.00% Increase – 200 basis points (2017: 2.00% Increase – 200 basis points)	5,225	5,225	6,182	6,182
0.25% Decrease – 25 basis points (2017: 0.25% Decrease – 25 basis points)	(653)	(653)	(773)	(773)

The key assumptions which impact upon the values presented in the above table are the following:

– Cash and cash equivalents include deposits on call which are at floating interest rates. The estimated impact upon interest revenues from these sources is based upon amounts held on deposit remaining at consistent levels as reported at the balance sheet date. For foreign denominated deposits the impact on foreign exchange is based on the conversion rate existing at balance sheet date.

– Account balances that are trade receivables or trade payables are generally on 30 to 90 day terms and are non-interest bearing and are not subject to interest rate risk.

– The impact upon the fair value of the interest rate swaps is based upon the differential in rates between the Group paying a fixed rate of interest and receiving the floating New Zealand Bank Bill Rate (BKBM) multiplied by the nominal amount under the swap agreement up until maturity.

– Interest payable on bank debt is based upon the BKBM plus a margin. The margin is dependent upon the Group achieving certain financial covenants and the margin ranges from 0.84% to 1.23%. The analysis assumes that the margin and principal is held constant at the same rate as at the balance sheet date with the sensitivity calculating the effect on interest expense of movements in the BKBM rate. The analysis excludes any future interest that would be capitalised as part of long-term assets.

– Included in the above table is the change in fair value of interest rate swaps which results from changes in the floating interest rate.

CREDIT RISK

The Group trades with recognised and creditworthy third parties. It is the Group's policy that all customers who wish to trade on credit terms are subject to credit verification procedures. Receivable balances are monitored on an ongoing basis. The maximum exposure to the carrying amount of receivable balances is disclosed in Note 11. The Group does not have any significant concentrations of credit risk.

2. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES (CONTINUED)

LIQUIDITY RISK

Liquidity risk is the risk that an unforeseen event or miscalculation in the required liquidity level may lead to the Group being unable to meet its day to day funding obligations. To minimise liquidity risk the Group's policy is to maintain committed funding facilities at a minimum of 105% of the projected peak debt level over the next 12 months (excluding the cash requirements for any business combinations).

The table below presents all contractual payments which the Group is legally obliged to make and includes all future interest payments on interest-bearing facilities. The interest cost has been estimated by maintaining the current principal balance and interest rates that exist at balance sheet date. The table also includes the New Zealand Dollar equivalent for the foreign currency amounts, which are to be delivered to fulfil obligations under foreign currency contracts. The table below excludes amounts required to fund operating lease commitments as these are disclosed in Note 17.

Facility Type 30 June 2018	Facility Limit $000	Drawn At Balance Sheet Date $000	< 1 year $000	1 to 2 years $000	> 2 years $000
Working Capital facility	65,000	19,177	579	19,474	–
Term facility (Multi-Currency)	146,000	131,961	3,985	134,003	–
Forward Start Facility	100,000	100,000	3,015	101,545	–
Term facility (AUD)	38,114	34,847	1,058	35,389	–
Derivative financial instruments	N/A	N/A	86,873	1,613	2,097
Trade payables and accruals	N/A	32,166	32,166	–	–
Financial guarantee contracts	N/A	N/A	1,357	–	–
As at 30 June 2018	349,114	318,151	129,033	292,024	2,097

Included in the table above are financial guarantees which are valued at their highest possible amount that can be called at balance date. For each individual guarantee if the obligation at balance date is lower than the maximum amount callable under the guarantee then the lower value has been included. The guarantees can be called in favour of the beneficiary if certain acts of non-performance occur. The Directors consider the likelihood of each financial guarantee being called remote.

A General Security Agreement exists in favour of Westpac New Zealand Limited, Westpac Banking Corporation, Bank of New Zealand, and ASB Bank Limited to secure amounts loaned to the Group. The General Security Agreement covers the existing and future assets of Delegat Group Limited, Delegat Limited, Delegat Australia Pty Limited, and Barossa Valley Estate Pty Limited. The amount of the guarantee in respect of the banking facilities is not included in the above table and is the lower value of the net assets of the Group and the aggregate of the loans advanced at balance date. Loan facilities are disclosed in Note 10.

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

2. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES (CONTINUED)

Facility Type 30 June 2017	Facility Limit $000	Drawn At Balance Sheet Date $000	< 1 year $000	1 to 2 years $000	> 2 years $000
Working Capital facility	65,000	40,521	1,286	1,286	41,169
Term facility (Multi-Currency)	146,000	110,849	3,344	3,344	112,535
Forward Start Facility	100,000	100,000	3,070	3,070	101,548
Term facility (AUD)	36,788	31,532	908	908	31,990
Derivative financial instruments	N/A	N/A	52,129	2,962	2,159
Trade payables and accruals	N/A	28,857	28,857	–	–
Financial guarantee contracts	N/A	N/A	1,023	–	–
As at 30 June 2017	347,788	311,759	90,617	11,570	289,401

All of the above facilities have a floating rate of interest which is tied to the New Zealand BKBM plus margin. At balance sheet date the Group has interest rate swaps that cover $131,680,000 (2017: $133,379,000) of the principal balance drawn at balance sheet date. Refer to Note 9.

The Group maintains credit facilities at a level sufficient to fund the Group's working capital during the period between cash expenditure and cash inflow.

SUMMARY OF FINANCIAL INSTRUMENTS HELD

At the balance sheet date the Group reports the following categories of financial instruments:

	2018 $000	2017 $000
Financial Assets		
Loans and receivables at amortised cost	**45,501**	39,268
Financial assets at fair value through profit and loss	–	1,935
	45,501	41,203
Financial Liabilities		
Financial liabilities at amortised cost	**312,700**	307,004
Financial liabilities at fair value through profit or loss	**6,731**	5,743
	319,431	312,747

The Group does not have any financial assets or liabilities that are classified as held for trading, available for sale or classified as held to maturity.

2. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES (CONTINUED)

FAIR VALUE OF FINANCIAL INSTRUMENTS

The fair value of financial instruments is presented in the previous table. For financial instruments measured at fair value further disclosure is required that allocates the fair values into a measurement hierarchy. The following principles have been applied in classifying these instruments:

Level 1 – the fair value is calculated using quoted prices in active markets;

Level 2 – the fair value is estimated using inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly (as prices) or indirectly (derived from prices);

Level 3 – the fair value is estimated using inputs for the asset or liability that are not based on observable market data.

The fair value of the financial instruments as well as the methods used to estimate the fair value are summarised in the table below:

30 June 2018	Level 1 $000	Level 2 $000	Level 3 $000	Total $000
Financial Liabilities				
Foreign currency forward exchange option contracts	–	829	–	**829**
Foreign currency forward exchange contracts	–	185	–	**185**
Interest rate swap contracts	–	5,717	–	**5,717**
	–	6,731	–	**6,731**

The fair value of financial instruments held at balance date that are not traded on an active market include foreign currency forward exchange contracts and options and net settled interest rate swap contracts. The fair values are derived through valuation techniques that maximise the use of observable market data where it is available and rely as little as possible on entity specific estimates. If all significant inputs come from observable market data the instrument is included in Level 2 of the hierarchy.

30 June 2017	Level 1 $000	Level 2 $000	Level 3 $000	Total $000
Financial Assets				
Foreign currency forward exchange option contracts	–	1,398	–	1,398
Foreign currency forward exchange contracts	–	537	–	537
	–	1,935	–	1,935
Financial Liabilities				
Interest rate swap contracts	–	5,743	–	5,743
	–	5,743	–	5,743

2. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES (CONTINUED)

FINANCIAL RISK ASSOCIATED TO BEARER PLANTS

The Group is exposed to financial risks in respect of agricultural activities. The agricultural activities of the Group consist of the management of vineyards to produce grapes for use in the production of wine. The primary risk borne by the Group is caused by the length of time between when cash is expended on the purchase or planting and maintenance of grape vines and on harvesting grapes and the ultimate realisation of proceeds from the sale of finished product (wine). The Group takes reasonable measures to ensure that the current year's harvest is not affected by disease, drought, frost, or other factors that may have a negative effect upon yield and quality. These measures include consultation with experts in viticulture, frost protection measures, and ensuring that each vineyard is managed according to a specifically developed Vineyard Management Calendar.

CAPITAL MANAGEMENT

When managing capital, management's objective is to ensure the entity continues as a going concern as well as to maintain optimal returns to shareholders and benefits for other stakeholders of the business. The ultimate aim is to maintain a capital structure which provides flexibility to enable future growth of the Group whilst ensuring the lowest cost of capital is available to the Group.

Management review the capital structure of the Group as a result of changes in market conditions which impact upon interest and foreign exchange rates and may adjust the capital structure to take advantage of these changes. Management have no current plans to issue further shares on the market but is intent on growing the business which will require future funding.

The Group is subject to a series of bank covenants over its Senior Debt facilities. These are discussed in Note 10.

3. SEGMENTAL REPORTING

A An operating segment is a reportable segment if the segment engages in business activities in which it may earn revenues and incur expenses, whose operating results are regularly reviewed by the Group's Chief Operating Decision Maker and for which discrete financial information is available.

The Group reviews its operational performance based upon the management and the geographic areas in which their customers are based. Financial information which is available to management in order to assess segment performance and investment opportunities is presented on the same basis. In accordance with NZ IFRS 8: Operating Segments this forms the basis of presentation for Segment Reporting and is the format adopted below:

– Delegat Limited (Delegat) is party to vineyard leases and has interests in freehold land and winery infrastructure which allows the company to grow, harvest and make finished wine to be marketed, distributed and sold into the Super Premium wine markets. Delegat sells and markets its product through a combination of subsidiary companies based overseas or to customers and distributors directly in the New Zealand, Canadian, Asian and Pacific Island markets. Delegat Australia Pty Limited, Delegat Europe Limited and Delegat USA, Inc. act as distributors and assist in the marketing of product in their respective geographic regions. Wines are sold all year round to all regions and the Group considers there is no significant variations in revenues throughout the year.

The Group implements appropriate transfer pricing regimes within the operating segments on an arm's length basis in a manner similar to transactions with third parties.

Management monitors the operating results of its business units separately for the purpose of making resource allocations and performance assessments. Segment performance is evaluated based on operating profit or loss, which may be measured differently from operating profit or loss in the consolidated financial statements as segment reporting is based upon internal management reports. The main differences are a result of some deferred tax balances being recognised upon consolidation not being allocated to individual subsidiaries. Also intercompany stock margin eliminations are managed on a group basis and are not allocated to operating segments.

A

REVENUE

Revenue is recognised and measured at the fair value of the consideration received or receivable to the extent it is probable that the economic benefits will flow to the Group and the revenue can be reliably measured. The following specific recognition criteria have been applied to each individual classification of revenue:

(i) Sale of Goods
The primary source of revenue earned by the Group is through providing wine to third party retailers and distributors. Revenue is recognised when the significant risks and rewards of ownership have passed to the buyer and the costs incurred or to be incurred in respect of the transaction can be measured reliably. Risks and rewards of ownership are considered passed to the buyer at the time of delivery of goods to the customer.

(ii) Interest Revenue
Revenue is recognised as interest accrues using the effective interest rate method. This is a method of calculating the amortised cost of a financial asset and allocating the interest income over the relevant period using the effective interest rate, which is the rate that exactly discounts estimated future cash receipts through the expected life of the financial asset to the net carrying amount of the financial asset.

3. SEGMENTAL REPORTING (CONTINUED)

E **REVENUE**

Sales are often made with volume discounts and other rebates. Group revenue is recorded based on the prices specified on customer invoices, net of estimated volume discounts and other rebates provided to these customers. For volume discounts and other rebates not invoiced at the reporting date these are estimated based on agreements with customers and estimated depletions during the period. At 30 June 2018 the Group has recognised accruals for these volume discounts and other rebates of $18.6 million (2017: $15.3 million). The majority of these amounts will be settled within the six months following balance date.

Year ended 30 June 2018	Delegat Limited	Delegat Australia Pty Ltd	Delegat Europe Limited	Delegat USA, Inc.	Other Segments[9]	Eliminations and Adjustments[10]	Year Ended 30 June 2018
	$000	$000	$000	$000	$000	$000	$000
Operating income							
External sales [7]	65,659	78,405	66,525	104,928	6,720	(50,780)	**271,457**
Internal sales	214,487	–	–	–	12,984	(227,471)	**–**
Unrealised foreign exchange gains/(loss)	846	–	(4)	–	26	(281)	**587**
Dividend revenue	7,873	–	–	–	5	(7,869)	**9**
Interest revenue	2	4	–	–	3,591	(3,528)	**69**
Total segment revenues[1]	288,867	78,409	66,521	104,928	23,326	(289,929)	**272,122**
Operating expenses							
Interest expense[2]	14,366	–	–	–	1,119	(3,528)	**11,957**
Depreciation[3]	13,270	134	22	61	1,602	–	**15,089**
Income tax expense[4]	15,436	715	555	735	1,264	(379)	**18,326**
Segment profit/(loss)	46,941	1,642	2,471	1,355	3,271	(8,844)	**46,836**
Assets							
Segment assets[5]	650,666	18,528	14,111	29,446	119,451	(123,348)	**708,854**
Capital expenditure[6]	44,466	6	–	–	2,733	–	**47,205**
Segment liabilities	369,939	5,358	9,848	18,815	41,086	(79,381)	**365,665**

3. SEGMENTAL REPORTING (CONTINUED)

Year ended 30 June 2017	Delegat Limited $000	Delegat Australia Pty Ltd $000	Delegat Europe Limited $000	Delegat USA, Inc. $000	Other Segments[9] $000	Eliminations and Adjustments[10] $000	Year Ended 30 June 2017 $000
Operating income							
External sales [8]	61,440	75,119	64,323	95,283	3,758	(49,893)	250,030
Internal sales	199,182	–	–	–	9,841	(209,023)	–
Unrealised foreign exchange gains	645	–	115	–	561	(60)	1,261
Fair value gain on derivative financial instruments	1,364	–	–	–	–	–	1,364
Dividend revenue	27	–	–	–	6	–	33
Interest revenue	7	5	10	1	4,387	(4,385)	25
Total segment revenues[1]	262,665	75,124	64,448	95,284	18,553	(263,361)	252,713
Operating expenses							
Interest expense[2]	16,282	–	–	–	1,217	(4,385)	13,114
Depreciation[3]	12,216	133	20	66	1,356	–	13,791
Income tax expense[4]	13,797	572	325	952	966	(124)	16,488
Segment profit/(loss)	34,328	1,311	1,284	1,430	2,623	(320)	40,656
Assets							
Segment assets[5]	602,111	15,280	13,687	23,714	129,981	(125,984)	658,789
Capital expenditure[6]	34,748	12	106	31	5,574	–	40,471
Segment liabilities	367,525	4,149	4,956	15,215	42,866	(82,991)	351,720

1. Intersegment revenues are eliminated on consolidation. Intercompany profit margins are also eliminated.
2. Interest expense is net of any interest capitalised to long-term assets. During the year $1,692,000 was capitalised to long-term assets (2017: $1,459,000).
3. Depreciation expense presented above is gross of $13,683,000 (2017: $12,610,000), which has been included within inventory.
4. Segment income tax expense does not include the deferred tax impacts of temporary differences arising from intercompany stock margin eliminations or fair value adjustments resulting from the purchase of subsidiary companies as these are managed on a group level.
5. Segment assets include the value of investments and loan balances for subsidiaries which reside in Delegat Limited however do not include the effects of stock margin eliminations for stock on hand in subsidiaries.
6. Capital expenditure consists of additions of property, plant and equipment inclusive of capitalised interest. Capital expenditure is included within each of the reported segment assets noted above.
7. During the 2018 financial year Delegat USA, Inc had a single customer which comprised 10% or more of group sales amounting to $49,775,000 and Delegat Australia Pty Limited had a single customer which comprised 10% or more of Group sales amounting to $35,372,000.
8. During the 2017 financial year Delegat Australia Pty Limited had a single customer which comprised 10% or more of Group sales amounting to $33,607,000 and Delegat USA, Inc. had a single customer which comprised 10% or more of group sales amounting to $32,019,000.
9. Other segments' assets include non-current assets of Barossa Valley Estate Pty Limited of $49,943,000 (2017: $47,162,000) which are located in Australia.
10. The eliminations and adjustments of segment profit, assets and liabilities relate to intercompany transactions and balances which are eliminated on consolidation.

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

4. EXPENSES

E Selling, marketing and promotion expenses include various payments to customers for promotional support. These payments can be for listing fees, mailer fees, and other incentives. For the expenses that have not been invoiced at the reporting date these are estimated based on agreements with customers and estimated achievement of various targets by the customer. At 30 June 2018 the Group has recognised accruals for these expenses of $4.5 million (2017: $4.0 million). The majority of these amounts will be settled within the six months following balance date.

Expenses by function have been categorised as follows:

	Note	2018 $000	2017 $000
Cost of sales		**119,960**	115,764
Selling, marketing and promotion expenses		**59,033**	55,485
Corporate governance expenses		**934**	911
Administration expenses		**12,153**	10,295
Fair value loss on financial derivative instruments		**2,923**	–
Specific components of the above expenses include:			
Directors' fees – Delegat Group Limited		**280**	303
Directors' fees – Overseas subsidiaries		**59**	53
Depreciation[1]	13	**15,089**	13,791
Wages and salaries[2]		**39,872**	36,941
Defined contribution pension plans[2]		**1,435**	1,297
Termination benefits paid[2]		**109**	174
Vineyard related lease payments[3]		**7,078**	6,529
Other lease payments		**8,168**	7,047
Auditor Remuneration[4,5]			
Assurance services			
Audit of the financial statements		**200**	190
Non-assurance services			
Tax compliance		**38**	33
Total remuneration		**238**	223

1. The depreciation figure presented above represents the gross depreciation charge for the year. Depreciation is recorded in the business function to which the asset relates. Depreciation incurred on assets directly associated with winemaking and viticulture of $13,683,000 (2017: $12,610,000) is included within the cost of inventories and expensed as a cost of sales when product is sold.

   Depreciation on vineyard development commences when the vineyard is considered to be in commercial production, which is generally when the vineyard has produced approximately 60% of the expected yield at full production.

2. The employee benefit figures above represent the gross employee benefits expense for the year. Included within inventory is remuneration paid to employees directly associated with winemaking, bottling and packaging. During the year $7,914,000 (2017: $7,585,000) of employee benefits were included within inventory. These costs are included within inventory until the stock to which the expenditure relates is sold.

3. The lease expense figures above represent the total lease payments and other occupancy expenses for the year. During the year no lease costs (2017: $Nil) have been capitalised to property, plant and equipment in respect of vineyards that are in development and are not considered to be in commercial production, which is generally when the vineyard has produced approximately 60% of the expected yield at full production.

4. The auditor of Delegat Group Limited is Ernst & Young. Amounts received, or due and receivable, by Ernst & Young are as disclosed above.

5. During the year the Group also paid $4,000 (2017: $3,000) to SBA Stone Forest CPA Co. Limited for the audit of the local financial statements of Delegat (Shanghai) Trading Co. Limited.

5. EARNINGS PER SHARE

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Basic earnings per share is calculated as Group profit after income tax attributable to ordinary shareholders of the Parent, adjusted to exclude any costs of servicing equity (other than dividends) and preference share dividends, divided by the weighted average number of ordinary shares on issue.

Diluted earnings per share is calculated as Group profit after income tax attributable to ordinary shareholders of the Parent adjusted for:

– costs of servicing equity (other than dividends) and preference share dividends;

– the after tax effect of dividends and interest associated with dilutive potential ordinary shares that have been recognised as expenses;

– other non-discretionary changes in revenues and expenses during the period that would result from the dilution of potential ordinary shares;

divided by the weighted average number of ordinary shares and dilutive potential ordinary shares.

The following reflects the earnings used in the calculation of the basic and fully diluted earnings per share.

	2018	2017
a) Earnings Used in Calculating Earnings per Share		
Profit for the year – basic and fully diluted ($000)	**46,836**	40,656
b) Weighted Average Number of Shares		
Weighted average number of shares – basic and fully diluted (000's)	**101,130**	101,130
c) Reported Earnings Per Share on statement of financial performance (expressed as cents per share)		
– Basic and fully diluted earnings per share	**46.31**	40.20

6. SHARE CAPITAL

A Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of new shares or options are shown in equity as a deduction from the proceeds.

	2018 $000	2017 $000
Balance at the beginning of the year	49,815	49,815
Balance at the end of the year	49,815	49,815

a) Movement in the Number of Ordinary Shares on Issue

	Shares Held 000s	000s
Balance at the beginning of the year	101,130	101,130
Balance at the end of the year	101,130	101,130

All ordinary shares have equal voting rights and share equally in dividends and surplus on winding up.

b) Nature and Purpose of Reserves

Foreign Currency Translation Reserve

The foreign currency translation reserve is used to record exchange differences arising from the translation of the financial statements of foreign subsidiaries. During the year equity increased by $3,238,000 upon the translation of foreign subsidiaries (2017: $1,271,000 decrease).

7. DIVIDENDS PAID AND PROPOSED

a) Recognised Amounts

Dividends that were declared and paid on ordinary shares during the year amounted to $13,153,000 (2017: $12,138,000) equating to 13.0 cents per share (2017: 12.0 cents per share).

b) Unrecognised Amounts

After the balance sheet date, dividends of 15.0 cents per share were approved by the Board of Directors. These amounts are not recognised in these financial statements as the declaration date was subsequent to year-end.

8. TRADE PAYABLES AND ACCRUALS

A

Trade payables are initially recognised at fair value and then carried at amortised cost, and due to their short-term nature, they are not discounted. They represent liabilities for goods and services provided to the Group prior to the end of the financial year that are unpaid and arise when the Group becomes obliged to make future payments in respect of the purchase of these goods and services.

Provisions are recognised when the Group has a present obligation as a result of a past event and it is probable that an outflow of economic resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation.

Provisions are measured as the present value of management's best estimate of the expenditure required to settle the present value of the obligation at the balance sheet date. If the effect of the time value of money is material, provisions are discounted using a pre-tax rate that reflects the time value of money and the risks specific to the liability. The increase in the provision resulting from the passage of time is recognised as a finance cost.

Liabilities for wages and salaries, including non-monetary benefits, annual leave and accumulated sick leave expected to be settled within 12 months of the reporting date are recognised in respect of the employee's services up to the reporting date. They are measured as the amounts expected to be paid when the liabilities are settled. Liabilities for non-accumulating sick leave are recognised when the leave is taken and is measured at the rates paid or payable.

The Group makes regular contributions to various defined contribution pension plans. Included within the statement of financial performance are amounts paid and payable by the Group into these pension plans, net of any related tax rebates. The Group does not make available or make contributions to any defined benefit superannuation plans.

	2018 $000	2017 $000
Trade payables	17,841	16,355
Employee entitlements and leave benefits	5,220	4,366
Goods and services tax	775	467
Accrued expenses	9,105	8,136
	32,941	29,324

Trade payables are unsecured, non-interest bearing and are generally settled on 30 to 60 day terms. The carrying amount disclosed above is a reasonable approximation of fair value.

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

9. DERIVATIVE FINANCIAL INSTRUMENTS

A The Group uses derivative financial instruments such as forward currency contracts and options to economically hedge its risks associated with foreign currency fluctuations and interest rate swaps to manage interest rate risk. Such derivative financial instruments are initially recognised at fair value on the date on which a derivative contract is entered into, and are subsequently remeasured to fair value at balance date. Any gains or losses arising from changes in the fair value of derivatives are taken directly to the statement of financial performance. The fair value of forward exchange contracts and options is determined by reference to current forward exchange rates for contracts with similar maturity profiles. The fair value of interest rate swaps is determined by reference to market values for similar instruments.

E The Group's derivative financial instruments are classified as level 2 in the fair value hierarchy, as they have inputs other than observable quoted prices. In calculating the mark-to-market values, management has considered the forward rates.

The Group has the following derivative financial instruments outstanding at the balance sheet date.

a) Foreign Currency Forward Exchange Contracts and Options

i) Forward Exchange Contracts

	AVERAGE CONTRACTED RATE		NOTIONAL VALUE	
Selling Currency/Buying NZD	2018	2017	2018 $000	2017 $000
Sell AUD, maturity 0 –3 months	**0.9177**	0.9317	**9,970**	12,665
Sell USD, maturity 0 –1 months	**0.6894**	–	**9,213**	–
Sell GBP, maturity 1 –10 months	**0.5147**	0.5504	**17,604**	10,768
Sell CAD, maturity 1 –5 months	**0.8985**	0.9241	**5,845**	2,164
Sell SGD, maturity 1 –2 months	**0.9294**	0.9686	**215**	480
Sell JPY, maturity 3 months	**74.0000**	–	**67**	–
Sell HKD, maturity 0 –2 months	**5.3724**	5.3320	**372**	82
Buying Currency/Selling NZD				
Buy EUR, maturity 0-6 months	**0.5924**	0.6299	**481**	1,334

The fair value of forward exchange contracts is determined by comparing the market rates for contracts with the same nominal amount, exercise price and length of time to maturity.

9. DERIVATIVE FINANCIAL INSTRUMENTS (CONTINUED)

ii) Forward Currency Options

	AVERAGE CONTRACTED RATE		NOTIONAL VALUE	
Selling Currency / Buying NZD	2018	2017	2018 $000	2017 $000
Sell USD, maturity 0 –12 months	**0.7014**	0.6885	**18,542**	14,527
Sell GBP, maturity 6 –12 months	**0.5165**	0.5410	**12,587**	9,252
Sell AUD, maturity 3 –12 months	**0.9170**	0.9275	**5,453**	2,156
Sell CAD, maturity 3 –12 months	**0.9018**	0.9265	**4,715**	2,698

A NZ IAS 39: Financial Instruments: Recognition and Measurement requires that derivative financial instruments are classified as held for trading for measurement purposes unless they are accounted for as hedges. Under NZ IAS 1: Presentation of Financial Statements, assets and liabilities under the held for trading classification would generally be classified as current in the statement of financial position. However if the intent is not to actually trade the derivative financial instruments with maturities greater than 1 year but to hold them until maturity, then the derivative financial instruments are more appropriately classified as non-current. The amounts that are classified as non-current reflect the amounts that will not be settled in the next 12 months.

The classification of forward exchange contracts and forward currency options between current and non-current is based on whether the contracts will be settled in the next 12 months. The fair value of open contracts existing at balance sheet date are classified as follows:

	2018		2017	
	Assets $000	Liabilities $000	Assets $000	Liabilities $000
Current:				
Forward Exchange Contracts	**–**	**185**	537	–
Foreign Currency Options	**–**	**829**	1,285	–
	–	**1,014**	1,822	–
Non-current:				
Foreign Currency Options	**–**	**–**	113	–
	–	**–**	113	–

9. DERIVATIVE FINANCIAL INSTRUMENTS (CONTINUED)

b) Interest Rate Swaps

In order to protect against risks relating to increases in interest rates, the Group has entered into interest rate swap contracts under which the Group receives interest at variable rates and has agreed to pay interest at fixed rates for varying terms of principal and time durations.

At balance sheet date interest rate contracts are in place that cover a total $105,000,000 (2017: $105,000,000) of current New Zealand dollar denominated Group debt through 13 separate cap rate agreements, which range in maturity from zero to six years, with a weighted average interest rate cap of 3.82% plus bank margin (2017: 3.82% plus bank margin). In addition, interest rate contracts are in place that cover a total A$24,500,000 (2017: A$27,000,000) of current Australian dollar denominated Group debt through eight separate cap rate agreements, which range in maturity from zero to four years, with a weighted average interest rate cap of 3.74% plus bank margin (2017: 3.66% plus bank margin).

At balance sheet date the Group has a further eight separate cap rate agreements that cover a total of $70,000,000 (2017: $50,000,000) which apply from various future dates to cover future Group indebtedness. These range in maturity from four to six years, with interest rate caps ranging between 3.05% and 4.90% plus bank margin (2017: 3.60% to 4.90% plus bank margin). A further three cap rate agreements are in place that cover a total of A$15,000,000 (2017: A$15,000,000) which apply from various future dates, ranging in maturity from five to six years, with interest rate caps ranging between 1.95% and 2.37% plus bank margin (2017: 1.95% and 2.37% plus bank margin). The application date of these New Zealand dollar and Australian dollar denominated future cap rate agreements range between September 2018 and July 2020.

The total fair value of these contracts at balance sheet date is a liability of $5,717,000 (2017: $5,743,000 liability).

A The Group has elected not to apply hedge accounting to its derivative financial instruments and accordingly the instruments have been classified as fair value through profit and loss.

The classification between current and non-current is based on whether the contracts or portion of contracts will be settled within the next 12 months. The total fair value of these contracts at balance sheet date are classified as follows:

	2018		2017	
	Assets $000	Liabilities $000	Assets $000	Liabilities $000
Current:				
Interest Rate Swaps	–	2,006	–	1,987
	–	2,006	–	1,987
Non-current:				
Interest Rate Swaps	–	3,711	–	3,756
	–	3,711	–	3,756

10. INTEREST-BEARING LOANS AND BORROWINGS

a) Debt Facilities Existing at Balance Sheet Date

A

Loans and borrowings are initially recognised at the fair value of the consideration received less directly attributable transaction costs. After initial recognition, interest-bearing loans and borrowings are subsequently measured at amortised cost using the effective interest method. Fees paid on the establishment of loan facilities that are yield related are included as part of the carrying amount of the loans and borrowings. Borrowings are classified as current liabilities unless the Group has an unconditional right to defer settlement of the liability for at least 12 months after balance sheet date.

Borrowing costs are expensed as incurred except when they are directly attributable to the acquisition or construction of a qualifying asset. When this is the case, they are capitalised as part of that asset. Once the asset is put into productive use, capitalisation of the borrowing costs ceases.

At the balance sheet date the following debt facilities have been drawn upon by the Group.

	Maturity	Effective Interest Rate		2018	2017
		2018	2017	$000	$000
Non-Current Debt Obligations					
Term facility (Multi-Currency)	3 January 2020	**3.88%**	4.02%	**131,853**	110,666
Forward Start facility	3 January 2020	**4.27%**	4.44%	**99,940**	99,898
Term facility (AUD)	3 January 2020	**3.04%**	2.88%	**34,823**	31,494
Working Capital	3 January 2020	**3.02%**	3.17%	**19,138**	40,455
				285,754	282,513

The carrying amount of the Group's non-current borrowings are the fair values at balance sheet date.

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

10. INTEREST-BEARING LOANS AND BORROWINGS (CONTINUED)

b) Terms and Conditions of Debt Facilities

i) Senior Debt Facilities

The Group has a syndicated Senior Debt facilities agreement with Westpac New Zealand Limited, Westpac Banking Corporation, Bank of New Zealand and ASB Bank Limited. With the syndicated facility a General Security Agreement has been put in place in favour of the banks over the existing and future assets of Delegat Group Limited, Delegat Limited, Delegat Australia Pty Limited and Barossa Valley Estate Pty Limited.

At balance sheet date the Working Capital, Term facility (Multi-Currency), Term facility (AUD), and Forward Start facility collectively make up the syndicated Senior Debt Facilities of Delegat, which provide funding for the assets of the Group. The maximum limit of the Working Capital facility is NZ$65,000,000 (2017: NZ$65,000,000), the Term facility (Multi-Currency) is NZ$146,000,000 (2017: NZ$146,000,000), Term facility (AUD) is A$35,000,000 (2017: A$35,000,000), and Forward Start facility is NZ$100,000,000 (2017: NZ$100,000,000). At balance sheet date $63,129,000 (2017: $64,885,000) is available for further drawdown on these facilities.

The Term facility (AUD) and a portion of the Term facility (Multi-Currency) are denominated in Australian dollars (A$). The amount drawn down in foreign currency at the balance sheet date was A$61,350,000 (2017: A$59,350,000).

Interest on these facilities is based on the BKBM plus margin. The facility agreement requires that certain banking covenants be met and requires the Group to maintain or better specified EBITDA and fixed charges coverage ratios, and maintain or better a minimum adjusted equity balance. The Group must also maintain or better a specified total tangible asset backing. At year-end, and at measurement dates during the year, the covenants of the Senior Debt Facilities have been met.

ii) Other Facilities

Delegat also has available an overdraft limit of $1,000,000 (2017: $1,000,000). Interest charged on this facility is at the commercial lending rate (2017: commercial lending rate). At 30 June 2018 the commercial lending rate is 5.85% (2017: commercial lending rate 5.60%). No amount is drawn against this facility at balance sheet date.

11. TRADE AND OTHER RECEIVABLES

A

Trade receivables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method, less an allowance for any uncollectable amounts.

Collectability of trade receivables is reviewed on an ongoing basis. Where trade receivable balances are outstanding beyond their normal trading terms, the likelihood of the recovery of these trade receivables is assessed by management. The Group reviews the standing of each trade receivable balance to determine if the recording of an impairment loss is required. Debts that are known to be uncollectable are written off when identified. An allowance for doubtful debts is raised when there is objective evidence that the Group will not be able to collect the debt.

	2018 $000	2017 $000
Trade receivables	**38,122**	31,875
Prepayments and sundry receivables	**3,115**	2,580
Non-trade receivables	**–**	334
Goods and services tax	**1,398**	1,163
	42,635	35,952

As at 30 June 2018 the ageing of trade receivables, net of provisions (as detailed below), is as follows:

	Total $000	Current $000	< 30 days $000	31 to 60 days $000	61 to 90 days $000	> 90 days $000
				PDNI	PDNI	PDNI
30 June 2018	**38,122**	**37,093**	**992**	**27**	**10**	**–**
30 June 2017	31,875	31,109	453	279	34	–

All amounts recognised as trade receivables are unsecured and the maximum credit risk is equivalent to the carrying values noted directly above. Trade receivables are non-interest bearing and generally settled on 30 to 90 day terms. Due to their short-term nature trade receivables are not discounted and the above values approximate their fair value. There are amounts which are past due (PDNI) however the Group does not consider these to be impaired as the ultimate collection is reasonably assured.

The Group has not recognised any provision for doubtful debts at 30 June 2018 (2017: $Nil).

12. INVENTORIES

A Inventories are valued at the lower of cost or net realisable value. Net realisable value is the estimated selling price in the ordinary course of business, less estimated costs of completion and the estimated costs necessary to make the sale. Costs of finished goods sold are assigned on a weighted average cost basis.

GRAPES

Included within the cost of inventory is the fair value of the grapes (agricultural produce) at the time the grapes are harvested. At the point of harvest, the harvest of grapes qualify as agricultural produce under NZ IAS 41: Agriculture and are recorded at fair value at that date. The fair value becomes the basis of cost when accounting for inventories.

Growing Costs

i) Growing Costs where the Group maintains a Beneficial Ownership in Vine Stock

Harvesting of the grape crop is ordinarily performed in late March or early April. Costs incurred in growing the grapes, including any applicable harvest costs, are initially allocated into the cost of inventory as part of the total costs to acquire and grow the agricultural produce. At the point of harvest, a fair value adjustment is made so that the cost per tonne is adjusted to fair value in accordance with NZ IAS 41: Agriculture and NZ IFRS 13: Fair Value Measurement. Any difference between cost and fair value is included within the statement of financial performance as cost of sales.

ii) Growing Costs where the Group is not the Beneficial Owner of Vine Stock

The Group is party to long-term vineyard operating lease contracts where the Group is able to access, harvest and grow agricultural produce, however does not maintain the beneficial ownership in the underlying bearer plant. Vineyard costs that are incurred subsequent to harvest up to balance sheet date do not qualify as agricultural produce under NZ IAS 41: Agriculture and are accounted under NZ IAS 2: Inventories, as inventories. Where growing costs are incurred and the Group is not the beneficial owner of the bearer plants, growing costs are reported at the lower of cost and net realisable value in accordance with NZ IAS 2: Inventories.

At the point of harvest, management labour and vineyard lease costs have been separately identified from the pool of growing costs and do not form part of the difference between cost and fair value. These costs are expensed to the statement of financial performance as cost of sales.

E The fair value of grapes at the point of harvest is determined by reference to the market prices for each variety of grape grown in the local area and the market price paid to independent grape growers. Any difference between cost and fair value is included within the statement of financial performance as cost of sales.

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

12. INVENTORIES (CONTINUED)

	2018 $000	2017 $000
Current vintage	**85,050**	77,425
Aged wine	**52,418**	47,439
Growing costs relating to next harvest	**4,614**	4,241
Winery ingredients, packaging materials and other	**5,349**	4,575
	147,431	133,680

During the year the Group harvested a total of 38,012 tonnes of grapes (2017: 34,595 tonnes) in New Zealand. Of this amount a total of 10,927 tonnes (2017: 10,728 tonnes) were purchased from independent third party growers. The Group harvested 2,047 tonnes of grapes in Australia (2017: 2,760 tonnes). Of this amount a total of 1,362 tonnes (2017: 2,231 tonnes) were purchased from independent third party growers. The fair value of agricultural produce from the Group's owned and leased vineyards at the point of harvest was $51,264,000 (2017: $42,662,000). A fair value gain of $21,745,000 (2017: $16,959,000) was recorded during the year and included within cost of sales. Included within cost of sales is a total of $141,705,000 (2017: $132,723,000) which represents costs expended in grape growing (inclusive of lease costs), procurement, delivery and materials.

13. PROPERTY, PLANT AND EQUIPMENT

A

Property, plant and equipment is stated at historical cost less accumulated depreciation and any accumulated impairment losses. Such costs include the cost of replacing parts that are eligible for capitalisation when the cost of replacing the parts is incurred. The cost of purchased property, plant and equipment is the value of the consideration given to acquire the assets and the value of other directly attributable costs, which have been incurred in bringing the assets to the location and condition necessary for their intended service.

The cost of self-constructed assets includes the cost of all materials used in the construction, direct labour on the project, operating lease and financing costs that are directly attributable to the project and an appropriate proportion of variable and fixed overheads. Costs cease to be capitalised when the asset is ready for productive use. In respect of vineyard improvements, capitalisation of costs continue until the vineyards are ready for productive use, which is when the vineyard has produced approximately 60% of expected yield at full production, ordinarily a period of three years after the planting of vines.

Land and Land Improvement assets are measured at cost and are not subject to depreciation.

IMPAIRMENT

Assets are tested for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. If an impairment trigger exists the recoverable amount of the asset is determined, being the higher of an asset's fair value, less costs to sell, and value in use. An impairment charge is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. For the purposes of assessing impairment, assets are valued at the lowest levels for which there are separately identifiable cash flows (cash-generating units).

13. PROPERTY, PLANT AND EQUIPMENT (CONTINUED)

E

DEPRECIATION

Depreciation of property, plant and equipment, other than land which has an indefinite economic life and hence not depreciated, is charged on a straight-line basis so as to write off the assets to their expected residual value over their estimated useful lives. The estimated useful lives are as follows:

Buildings	10–50 years
Plant and Equipment	3–50 years
Vineyard Improvements	3–50 years
Bearer Plants	50 years

The estimation of the useful lives of assets has been based on historical experience as well as lease terms. The condition of the assets are assessed at least once per year and considered against the remaining useful life. Adjustments to useful lives are made when considered necessary.

Depreciation on vineyard improvements commences when the vineyard is considered to be in commercial production, which is when the vineyard has produced approximately 60% of the expected yield at full production, ordinarily a period of three years after the planting of vines. The assets' residual values, useful lives and depreciation methods are reviewed, and adjusted if appropriate at the end of each financial year.

Capitalised assets on leased vineyards or office premises are depreciated over the shorter of the estimated useful life of the asset and the remaining lease term.

IMPAIRMENT

The Group assesses impairment of all assets at each reporting date by evaluating conditions specific to the Group and to the particular asset that may lead to impairment. If an impairment trigger exists the recoverable amount of the asset is determined. Management consider there are no indicators of impairment in the current year and the recoverable amount of the Group's assets was not required to be determined.

a) Reconciliation of Carrying Amounts at the Beginning and End of the Year

Year ended 30 June 2018	Freehold Land and Land Improvements $000	Vineyard Improvements $000	Bearer Plants $000	Buildings $000	Plant and Equipment $000	Capital Work in Progress $000	Total $000
Net book value at 1 July 2017	116,501	64,615	45,833	100,172	118,181	33,373	**478,675**
Additions / Transfers	11,535	8,876	726	11,444	15,678	(1,548)	**46,711**
Disposals	(1,375)	(74)	–	(173)	(425)	–	**(2,047)**
Foreign currency translation	250	470	97	313	356	125	**1,611**
Depreciation charge	–	(2,803)	(1,198)	(2,470)	(8,618)	–	**(15,089)**
Net book value at 30 June 2018	126,911	71,084	45,458	109,286	125,172	31,950	**509,861**
At cost	126,918	107,361	57,195	123,945	210,478	31,950	**657,847**
Accumulated depreciation and impairment	(7)	(36,277)	(11,737)	(14,659)	(85,306)	–	**(147,986)**
Net book value at 30 June 2018	126,911	71,084	45,458	109,286	125,172	31,950	**509,861**

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

13. PROPERTY, PLANT AND EQUIPMENT (CONTINUED)

a) Reconciliation of Carrying Amounts at the Beginning and End of the Year (continued)

Year ended 30 June 2017	Freehold Land and Land Improvements $000	Vineyard Improvements $000	Bearer Plants $000	Buildings $000	Plant and Equipment $000	Capital Work in Progress $000	Total $000
Net book value at 1 July 2016	113,090	58,300	46,881	98,435	113,311	23,195	453,212
Additions / Transfers	3,563	9,007	249	4,165	13,067	9,944	39,995
Disposals	(171)	(367)	(172)	(99)	(10)	-	(819)
Foreign currency translation	19	(203)	1	8	19	234	78
Depreciation charge	-	(2,122)	(1,126)	(2,337)	(8,206)	-	(13,791)
Net book value at 30 June 2017	116,501	64,615	45,833	100,172	118,181	33,373	478,675
At cost	116,508	98,085	56,368	112,343	195,994	33,373	612,671
Accumulated depreciation and impairment	(7)	(33,470)	(10,535)	(12,171)	(77,813)	-	(133,996)
Net book value at 30 June 2017	116,501	64,615	45,833	100,172	118,181	33,373	478,675

b) Other Items

During the year no assets were transferred and classified as assets available for sale. The weighted average interest rate on interest capitalised during the year was 4.66%.

Bearer Plants consist of grape vines on our vineyards located in New Zealand and the Barossa Valley, Australia. At 30 June 2018 the Group has grape vines planted on 1,440 productive hectares of land (2017: 1,384 productive hectares) in New Zealand and 173 productive hectares (2017: 145 productive hectares) in Australia.

The net book value of vines on leased land where the Group does not have the beneficial ownership in the vine asset, is not reported above, as the risks and rewards incidental to owning the vines do not transfer to the Group. The Group is however party to leases of land on which vine stock is owned by the Group. The net book value of these assets are reported, as the risk and rewards incidental to ownership are retained by the Group.

14. INTANGIBLE ASSETS

A

Intangible assets acquired separately are measured on initial recognition at cost. The cost of the intangible assets acquired in a business combination is their fair value at the date of acquisition. Following initial recognition, intangible assets are carried at cost less any accumulated amortisation and accumulated impairment losses.

The useful lives of intangible assets are assessed as either finite or indefinite. Intangible assets with finite lives are amortised over their useful life and assessed for impairment whenever there is an indication that the intangible asset may be impaired. Intangible assets with indefinite useful lives are not amortised, but are tested for impairment annually, either individually or at the cash-generating unit (CGU) level. The assessment of indefinite life is reviewed annually to determine whether the indefinite life continues to be supportable. If not, the change in useful life from indefinite to finite is made on a prospective basis.

E

Intangible assets currently owned by the Group have been assessed as having indefinite useful lives and are therefore tested annually for impairment at the cash-generating unit level. The recoverable amount of the CGU's assets are higher than the assets' carrying value and therefore no impairment is required to be recognised.

Intangible assets currently owned by the Group consist of water rights in both New Zealand and Australia.

Barossa Valley Estate Pty Limited (BVE) owns water rights consisting of shares in Barossa Infrastructure Limited and associated infrastructure levies. These water rights grant BVE the right to a fixed number of units of water per share and were purchased by BVE to support their vineyard activities. BVE continues to have the right to use the water over an indefinite period and therefore the water rights are considered to have an indefinite useful life.

Delegat Limited (Delegat) owns water rights consisting of shares in Lower Waihopai Dam Limited. These water rights grant Delegat the right to a fixed number of units of water per share and were purchased by Delegat to support their vineyard activities. Delegat continues to have the right to use the water over an indefinite period and therefore the water rights are considered to have an indefinite useful life.

The movement in the value of intangible assets is summarised as follows:

	2018 $000	2017 $000
Carrying value at the beginning of the year	4,068	3,692
Purchases of intangible assets	494	476
Disposal of intangible assets	(26)	(109)
Foreign currency translation	127	9
Carrying value at the end of the year	4,663	4,068

15. INCOME TAX EXPENSE

A

Current tax assets and liabilities for the current and prior periods are measured as the amount expected to be recovered from, or paid to, the taxation authorities based on the current period's taxable income. The tax rates and tax laws used to compute the amount are those that are enacted or substantively enacted at the balance sheet date.

Deferred income tax is provided for all temporary differences at the balance sheet date between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes. Deferred income tax assets are recognised for all deductible temporary differences, carry-forward of unused tax credits and unused tax losses, to the extent that it is probable that taxable profit will be available against which the deductible temporary differences and the carry-forward of unused tax credits and unused tax losses can be utilised. The carrying amount of deferred income tax assets is reviewed at each balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all, or part of, the deferred income tax asset to be utilised.

Deferred income tax assets and liabilities are measured at the tax rates that are expected to apply to the year when the asset is realised or the liability is settled, based on the tax rates and tax laws that have been enacted or substantively enacted at the balance sheet date.

Income taxes relating to items recognised directly in equity are recognised in equity and not in the statement of financial performance.

Deferred tax assets and liabilities are offset only if a legally enforceable right exists to set off current tax assets against current tax liabilities and the deferred tax assets and liabilities relate to the same taxable entity and the same taxation authority.

15. INCOME TAX EXPENSE (CONTINUED)

	2018 $000	2017 $000
a) Numerical Reconciliation between aggregate tax expense in the statement of financial performance and tax expense calculated per the statutory income tax rate		
Accounting profit before tax	65,162	57,144
At the Group's statutory income tax rate of 28% (2017: 28%)	18,245	16,000
Tax impact of following items:		
Adjustments in respect of income tax of prior years	(293)	(65)
Entertainment	168	155
Legal fees and acquisition costs	23	43
Non-assessable income	(37)	(94)
Non-deductible depreciation on buildings acquired post May 2010	350	344
Non-deductible items	2	1
Tax on foreign income due to different tax rates	(132)	104
Income tax expense for the year	18,326	16,488
b) The major components of income tax expense are:		
Income tax reported in the statement of financial performance		
Estimated current period tax assessment	15,834	14,286
Adjustments in respect of income tax of prior years	(174)	(53)
Movements in the deferred income tax liability	2,666	2,255
Income tax expense for the year	18,326	16,488
Income tax reported in the statement of other comprehensive income		
Net loss on hedge of net investment	311	65
Income tax charged to other comprehensive income	311	65

15. INCOME TAX EXPENSE (CONTINUED)

	2018 $000	2017 $000
c) Deferred income tax at balance sheet date relates to the following:		
Capitalised interest	4,497	4,143
Capitalised leases	469	529
Accelerated depreciation of long-term assets	14,572	13,007
Fair value adjustments on biological produce	9,454	7,651
Excess of fair value on acquisition of bearer plants over tax values	8,682	8,682
Provisions	(799)	(765)
Stock profit and intercompany eliminations	(973)	(594)
Tax losses carried forward	(263)	(463)
Financial derivative instruments	(1,885)	(1,066)
Net deferred tax liability	33,754	31,124
Balance at the beginning of the year	31,124	28,847
On surplus for year	2,666	2,255
Foreign currency translation	(36)	22
Balance at the end of the year	33,754	31,124

There are no elements of deferred taxes which are reported within equity.

16. IMPUTATION CREDIT ACCOUNT

	2018 $000	2017 $000
Balance at the beginning of the year	54,823	47,066
Tax payments	13,006	12,258
Fully imputed dividend paid	(4,864)	(4,501)
Balance at the end of the year	62,965	54,823

17. COMMITMENTS

a) Operating Leases

A

The determination of whether an arrangement is or contains a lease, is based on the substance of the arrangement and requires an assessment of whether the fulfilment of the arrangement is dependent upon the use of the specific asset or assets and the arrangement conveys a right to use the asset.

Operating lease payments are recognised as an expense in the statement of financial performance on a straight-line basis over the lease term. Operating lease costs that are directly attributable to bringing new vineyards to working condition for their intended use are capitalised up until the time the vineyards become commercially productive. The accumulated amount is then amortised over the remaining lease term. All other operating lease payments are recognised as an expense in the periods the amounts are payable.

E

The Group has entered into long-term vineyard leases which allow the Group to control the growing and harvesting of the grapes used in the production of finished product. After taking into consideration the terms and conditions within the lease, it is believed that the lessor retains the significant risks and rewards of ownership and the leases are accordingly classified as operating leases.

	2018 $000	2017 $000
Lease commitments under non-cancellable operating leases:		
Within one year	**14,858**	13,689
One to two years	**13,421**	12,362
Two to five years	**26,829**	27,792
Beyond five years	**27,749**	33,176
	82,857	87,019

Operating lease commitments include long-term land leases, which allow the Group to access prime viticultural land in the Marlborough and Hawke's Bay areas. The leases provide the Group the right of first refusal in the event that the land is put up for sale. Vineyard leases generally comprise an initial term of ten years with following rights of renewal which vary depending on the vineyard. Leases are reviewed every five years and if required the market rate of rent is adjusted in relation to the market value of the underlying land plus a guaranteed rate of return as determined by the five year government bond rate. Other operating lease commitments include short-term car, barrel and equipment leases.

b) Capital Commitments

The estimated capital expenditure contracted for at 30 June 2018 but not provided for is $24,813,000 (2017: $12,920,000).

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

18. RELATED PARTIES

a) Investment in Subsidiaries

Investments in controlled entities are as follows:

Name of Entity	Principal Activity	Country of Incorporation	Ownership Interest % 2018	2017
Delegat Limited	Winemaking, Sales and Distribution	New Zealand	100.00	100.00
Delegat Canada Limited	Brand Marketing	Canada	100.00	100.00
Delegat Australia Pty Limited	Sales and Distribution	Australia	100.00	100.00
Oyster Bay Wines (USA) Limited	Brand Marketing	New Zealand	100.00	100.00
Delegat USA, Inc.	Sales and Distribution	United States of America	100.00	100.00
Delegat Europe Limited	Sales and Distribution	United Kingdom	100.00	100.00
Delegat (Singapore) Pte. Limited	Sales and Distribution	Singapore	100.00	100.00
Barossa Valley Estate Pty Limited	Winemaking	Australia	100.00	100.00
Delegat Japan G.K.	Brand Marketing	Japan	100.00	100.00
Delegat (Shanghai) Trading Co. Limited	Sales and Distribution	China	100.00	100.00

The parent company of all subsidiaries is Delegat Group Limited, except for Delegat Europe Limited and Barossa Valley Estate Pty Limited whose immediate parent company is Delegat Limited, and Delegat (Shanghai) Trading Co. Limited whose immediate parent company is Delegat (Singapore) Pte. Limited.

All subsidiaries have a 30 June balance date except for Delegat (Shanghai) Trading Co. Limited which has a 31 December balance date as required by law in China.

18. RELATED PARTIES (CONTINUED)

b) Key Management Personnel

Details relating to key management personnel, including remuneration paid, are included within Note 19.

c) Related Parties by Virtue of Share Ownership

The following Directors hold the following number of Shares in the Parent	2018	2017
Delegat Share Protection Trust (Jakov Delegat and Rosamari Delegat and Robert Wilton – Trustees)	66,857,142	66,857,142
Robert Wilton	1,000,000	1,000,000
Graeme Lord	–	51,050
John Freeman	11,000	N/A

The individuals above are considered related parties as a result of their shareholding or by virtue of being considered a member of key management. During the year a total of $65,000 (2017: $65,000) was paid to Robert Wilton in his capacity as a non-executive Director. Rosamari Delegat received $65,000 (2017: $65,000) in her capacity as a non-executive Director during the year.

During the year a total of $100,000 (2017: $100,000) was paid to Robert Wilton in his capacity as an independent consultant, under normal commercial terms and conditions.

Please also refer to the Disclosure of Directors' Interests on page 81

d) Transactions with Related Parties who have Significant Influence over Subsidiary Companies

During the period Delegat Australia Pty Limited paid a total of $27,000 (2017: $26,000) to Yaroona Pty Limited. The payments made to Yaroona Pty Limited were made in Peter Taylor's capacity as Company Director and were under normal commercial terms and conditions. Peter Taylor was considered to be a related party by virtue of his ability to significantly influence the financial and operating policies of a subsidiary company.

During the period Barossa Valley Estate Pty Limited paid a total of $45,000 (2017: $42,000) to Range Road Estate Pty Limited, including directors fees of $22,000 (2017: $21,000). The remaining payments made to Range Road Estate Pty Limited were made in Alan Hoey's capacity as an independent consultant and under normal terms and conditions. Alan Hoey was considered to be a related party by virtue of his ability to significantly influence the financial and operating policies of a subsidiary company.

During the period Delegat Limited paid a total of $8,000 (2017: $Nil) to Range Road Estate Pty Limited. The payments made to Range Road Estate Pty Limited were made in Alan Hoey's capacity as an independent consultant and under normal terms and conditions. Alan Hoey was considered to be a related party by virtue of his ability to significantly influence the financial and operating policies of a subsidiary company.

During the period Delegat (Singapore) Pte. Limited paid a total of $10,000 (2017: $6,000) to Camelot Trust Pte. Limited, a company in which a Director of Delegat (Singapore) Pte. Limited has an interest. The payments made to Camelot Trust Pte. Limited are made in Anita Chew Peck Hwa's capacity as Company Director and under normal commercial terms and conditions.

19. KEY MANAGEMENT PERSONNEL

Compensation of Key Management Personnel

Included in the definition of related parties are Key Management Personnel having authority and responsibility for planning, directing and controlling the activities of the entity either directly or indirectly, including any Director. Management have assessed the composition of the Key Management and their compensation for the year ended 30 June is presented below:

	2018 $000	2017 $000
Short-term employee benefits	7,909	7,379
Post-employment benefits (including defined contribution pension plan)	226	218
	8,135	7,597

20. EVENTS SUBSEQUENT TO BALANCE SHEET DATE

On 24 August 2018, the Directors of the Parent declared a fully imputed dividend of $15,170,000 (15.0 cents per Share) to be paid on 12 October 2018.

INDEPENDENT AUDITOR'S REPORT

Chartered Accountants

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Independent auditor's report to the Shareholders of Delegat Group Limited

Report on the audit of the financial statements

Opinion

We have audited the financial statements of Delegat Group Limited ("the company") and its subsidiaries (together "the Group") on pages 24 to 72, which comprise the statement of financial position of the group as at 30 June 2018, and the statement of financial performance, statement of other comprehensive income, statement of changes in equity and statement of cash flows for the year then ended of the group, and the notes to the financial statements including a summary of significant accounting policies.

In our opinion, the financial statements on pages 24 to 72 present fairly, in all material respects, the financial position of the group as at 30 June 2018 and its financial performance and cash flows for the year then ended in accordance with New Zealand equivalents to International Financial Reporting Standards and International Financial Reporting Standards.

This report is made solely to the company's shareholders, as a body. Our audit has been undertaken so that we might state to the company's shareholders those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's shareholders, as a body, for our audit work, for this report, or for the opinions we have formed.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (New Zealand). Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report.

We are independent of the group in accordance with Professional and Ethical Standard 1 (revised) *Code of Ethics for Assurance Practitioners* issued by the New Zealand Auditing and Assurance Standards Board, and we have fulfilled our other ethical responsibilities in accordance with these requirements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Ernst & Young provides indirect tax advisory services and tax compliance related services to the group. Partners and employees of our firm may deal with the group on normal terms within the ordinary course of trading activities of the business of the group. We have no other relationship with, or interest in, the group or any of its subsidiaries.

Key audit matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial statements of the current year. These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, but we do not provide a separate opinion on these matters. For each matter below, our description of how our audit addressed the matter is provided in that context.

We have fulfilled the responsibilities described in the *Auditor's responsibilities for the audit of the financial statements* section of the audit report, including in relation to these matters. Accordingly, our audit included the performance of procedures designed to respond to our assessment of the risks of material misstatement of the financial statements. The results of our audit procedures, including the procedures performed to address the matters below, provide the basis for our audit opinion on the accompanying financial statements.

A member firm of Ernst & Young Global Limited

INDEPENDENT AUDITOR'S REPORT

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Why Significant?	How our audit addressed the key audit matter
Revenue Recognition – Cut Off	
As disclosed in Note 3 to the financial statements, revenue is recognised when the significant risks and rewards of ownership have passed to the buyer and costs incurred or to be incurred in respect of the transaction can be measured reliably. Revenue by type and segment is disclosed in Note 3. The Group recognises revenue from sale of goods in several different markets and jurisdictions globally. Risk and rewards of ownership are considered passed to the buyer at the time of delivery of goods to the customer as per the relevant terms of trade. Revenue recognition is considered a key audit matter as, collectively, material revenue transactions can occur close to year end and there is a risk that revenue is recognised in the incorrect period.	Our approach focused on the following procedures: • We evaluated the Group's policies and procedures against the requirements of NZ IAS 18 Revenue. • We assessed and tested the design and operating effectiveness of relevant controls over the timing of revenue recognition. • We performed analytical procedures on sales for the last month of FY2018 through to the first two weeks of FY2019, and considered patterns of reported revenues to assess whether there were any unusual fluctuations in revenue close to year end. We then used this analysis to select our sample for revenue cut off testing. • We tested the recognition of a sample of revenue transactions in the month pre-year end and two weeks subsequent to year end to establish whether they were recorded in the correct period. This included agreement to shipping documentation, including the terms and conditions of trade, or other documentation indicating when the risks and rewards of ownership passed to the buyer. • We performed substantive analytical procedures over revenue for the financial year. When variances to our expectations of revenues were identified, we obtained explanations and supporting evidence where necessary. • We analysed credit notes issued within one month subsequent to year end for evidence of incorrect post-year-end reversal of revenue recognised during the year. • We assessed the adequacy of the disclosures in Note 3 to the financial statements in accordance with New Zealand equivalent to International Financial Reporting Standards and other applicable Financial Reporting Standards, as appropriate.
Accounting for Rebates and Promotional Allowances	
As disclosed in Note 3 to the financial statements, revenue is recognised net of volume based rebates and promotional allowances owed to customers based on their individual arrangements. As disclosed in Note 3 the accrual for these rebates as at 30 June 2018 is $18.6m. As disclosed in Note 4 to the financial statements, selling, marketing and promotion expenses include various payments to customers for promotional support that are not related to sales volume. Rather, they are subject to agreements with customers and based on estimated achievement of various targets by the customers. Consequently, there is considerable judgement involved in the estimation of such payments. As disclosed in Note 4 the accrual for these rebates as at 30 June 2018 is $4.5m. The value of the rebate and promotional allowances accrual at balance date, together with the level of judgement involved, make the accounting treatment a significant matter for our audit.	Our approach focused on the following procedures: • We evaluated the Group's accounting policy with the requirements of NZ IAS 18 Revenue, as it relates to accounting for rebates and promotional allowances. • We obtained an understanding and walked through the Group's processes and controls over the calculation of rebates and promotional allowances. • We selected a sample of volume related and non-volume related sales promotional expenses from throughout the year and agreed to sales invoices raised by the Group or supplier invoices received from their customers for the entitlement, together with remittance advice, to assess whether the rebates and promotional allowances were recognised appropriately. • We performed analysis of the relationship between volume related rebates and promotional allowances, and revenue to ascertain if the relationship of rebates and promotional allowances to revenue was in line with our understanding of the Group's operations. • We considered the assumptions and judgements used by the Group in calculating the accrual for rebates and promotional allowances by reviewing management's calculations supporting the year end accruals. For a sample of rebate and promotional allowances accruals, we reviewed the calculation prepared by management and validated the calculation inputs to supporting evidence, such as remittance advices and invoices. • We performed analytical procedures on the rebates and promotional allowances accruals for the largest distributors in each location in comparison to the prior year to challenge the nature and quantum of the accruals at year end. • We assessed the adequacy of the disclosures in Note 3 and Note 4 to the financial statements in accordance with New Zealand equivalent to International Financial Reporting Standards and other applicable Financial Reporting Standards, as appropriate.

INDEPENDENT AUDITOR'S REPORT

Building a better working world

Chartered Accountants

Information other than the financial statements and auditor's report
The directors of the company are responsible for the Annual Report, which includes information other than the financial statements and auditor's report.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained during the audit, or otherwise appears to be materially misstated.

If, based upon the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Directors' responsibilities for the financial statements
The directors are responsible, on behalf of the entity, for the preparation and fair presentation of the financial statements in accordance with New Zealand equivalents to International Financial Reporting Standards and International Financial Reporting Standards, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing on behalf of the entity the group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the group or cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements
Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with International Standards on Auditing (New Zealand) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A further description of the auditor's responsibilities for the audit of the financial statements is located at the External Reporting Board's website: https://www.xrb.govt.nz/standards-for-assurance-practitioners/auditors-responsibilities/audit-report-1/. This description forms part of our auditor's report.

The engagement partner on the audit resulting in this independent auditor's report is Brent Penrose.

Ernst + Young

Auckland

24 August 2018

CORPORATE GOVERNANCE

This statement provides an outline of the main corporate governance policies and practices that the Company had in place during the past financial year. For further information refer to the Company's website (www.delegat.com/investor-information).

The Board operates under a written charter which sets out the roles and responsibilities of the Board and is available on the Company's website. The Board is committed to conducting the Company's business ethically and in accordance with high standards of corporate governance. The Board reviews the Company's policies, practices and other arrangements governing and guiding the conduct of the Company periodically.

The Board believes that the Company's policies and practices have complied in all substantial respects with corporate governance best practice in New Zealand, including the NZX Corporate Governance Code attached as Appendix 16 to the NZX Listing Rules.

ROLE OF THE BOARD

The Board is responsible for the direction and control of the Company's activities and acknowledges the need for the highest standard of corporate governance. This responsibility includes such areas of stewardship as the identification and control of the Group's business risks, the integrity of management systems and reporting to shareholders.

The primary objective of the Board is to build long-term shareholder value, with due regard to other stakeholder interests. It does this by adopting the strategic plans, objectives and policies that have been set for the Company by the Managing Director, together with senior executives. It is the responsibility of the Managing Director to deliver effective execution of the strategic plans and manage the daily affairs of the Company. The Managing Director reports regularly to the Board on Company performance, as well as the progress being made against the strategic plans.

The Board of Delegat Group Limited meets formally a minimum of six times during the financial year and holds additional meetings to deal with specific matters of the Group.

The Board evaluates the performance of the Managing Director and reviews the procedures that are in place for appointing and monitoring the performance of senior executives.

COMPOSITION OF THE BOARD

The composition of the Board is determined using the following principles:

- the Board may, in accordance with the Constitution, comprise up to nine Directors; and
- the Board should comprise Directors with a mix of gender, qualifications, skills and experience appropriate to the Company's existing operations and strategic direction;
- the Board will consist of at least two Non-Executive Directors.

The NZX Listing Rules and the Company's constitution require one third of the Directors to retire from office at the Annual Meeting of Shareholders each year. Retiring Directors are eligible for re-election. As at the end of the financial year, the Board had four Non-Executive Directors, and two Executive Directors. Details of all Directors as at the date of this report, including their qualifications, length of service and experience, are set out on pages 19 and 20.

DIRECTOR INDEPENDENCE

The Board has adopted the definition of independence set out in the NZX Listing Rules.

The Company considers that, at the balance date, two of its Non-Executive Directors were independent. The Company notes that it has the minimum number of independent directors as required by the NZX Listing Rules.

DIRECTOR NOMINATION

The responsibility for Board succession planning, including identifying suitable candidates for recruitment to the Board, is undertaken by the Board, drawing on advice from independent consultants as appropriate. Nominated candidates are assessed against a number of criteria which include character, background, professional skills and experience, and their availability to commit to the role.

BOARD PERFORMANCE EVALUATION

All Non-Executive Directors are expected to participate in performance reviews, particularly prior to the re-election of a Non-Executive Director to the Board. The findings of the performance review process are used to identify, assess and enhance Directors' competencies and to define characteristics or skills which should be sought in future Board candidates. The Board undertakes a bi-annual formal performance evaluation of the Board and its members.

CONFLICTS OF INTEREST

In order to ensure that any 'interests' of a Director in a particular matter to be considered by the Board are known by each Director, the Company has included protocols within the Company's Code of Ethics, consistent with the obligations imposed by the New Zealand Companies Act 1993, to require each Director to disclose any relationships, duties or interests held that may give rise to a potential conflict.

REMUNERATION – NON-EXECUTIVE DIRECTORS

Remuneration levels are set at competitive levels to attract and retain appropriately qualified and experienced Directors. The Company's policy is to pay all of its Directors in cash.

The fees of the Non-Executive Directors are set within the aggregate amount determined in accordance with the NZX Listing Rules, and at levels that reflect the responsibilities and time commitments provided by those Directors to the Company in discharging their duties. The NZX Listing Rules require that the Company approve the total aggregate amount payable to all Directors as Directors' fees. Currently, the total maximum aggregate amount of fees payable to the Directors is $400,000 per annum. The criteria for reviewing Non-Executive Director remuneration includes obtaining advice from external consultants as appropriate, information on Board arrangements for other corporations of similar size and complexity, and the review of current and expected workloads of Non-Executive Directors (including as a member or Chairman, of the Board Committees). The Board will continue to review its remuneration strategies in relation to Non-Executive Directors from time to time, in line with general industry practice. Full details of the remuneration paid to Non-Executive Directors are set out on page 82.

CORPORATE GOVERNANCE CONTINUED

REMUNERATION – EXECUTIVE CHAIRMAN, MANAGING DIRECTOR AND SENIOR EXECUTIVES

The criteria for reviewing the remuneration for senior executives includes, as appropriate, advice obtained from external independent consultants, specific market comparison of individual roles using independent surveys, consideration of role expectations and requirements, and level of achievement against business and personal objectives.

DIVERSITY

The current proportion of female Directors and Key Management Personnel within the Group as at 30 June 2018 is set out in the table below.

	% Female (Number)		% Male (Number)	
	2018	2017	2018	2017
Board of Directors	33% (2)	33% (2)	67% (4)	67% (4)
Key Management Personnel	19% (4)	14% (3)	81% (17)	86% (18)

INDEPENDENT PROFESSIONAL ADVICE

Directors have the right, in connection with their duties and responsibilities as Directors, to seek independent professional advice at the Company's expense, provided the costs are reasonable and the advice is specific. Prior approval from the Executive Chairman is required, which will not be unreasonably withheld.

USE OF COMPANY INFORMATION

There were no notices from Directors of the Company requesting to use Company information received in their capacity as Directors, which would not otherwise have been made available to them.

COMMITTEES OF THE BOARD

The Board has established two working committees, an Audit and Risk Committee and Remuneration Committee. The committees have their own charters setting out the objectives, composition, and responsibilities of the committees. The Board will periodically review the charters.

AUDIT AND RISK COMMITTEE

The Audit and Risk Committee comprises three Non-Executive Directors: Dr Alan Jackson (Chairman), Shelley Cave, and Robert Wilton, and meets formally a minimum of two times during the financial year.

The Board is of the opinion that sufficient financial expertise and knowledge of the industry in which the Company operates is possessed by the members of the Audit and Risk Committee. Details of the qualifications of the Audit and Risk Committee members are set out on pages 19 and 20. The primary objective of the Audit and Risk Committee is to assist the Board of Directors in fulfilling its responsibilities relating to annual reporting, tax planning and compliance, and risk management practices.

Members of management may attend meetings of the committee at the invitation of the Committee Chairman.

REMUNERATION COMMITTEE

The Remuneration Committee comprises three Non-Executive Directors: Shelley Cave (Chairperson), Dr Alan Jackson, and Robert Wilton.

The Remuneration Committee meets at least twice a year and more frequently if required. The Remuneration Committee has three principal roles in relation to, remuneration, diversity and succession planning. The Committee's role in relation to remuneration is to provide advice and make recommendations to the Board on remuneration policy for employees, remuneration for the Managing Director and the Senior Executive team, performance-based components of remuneration, and remuneration for Non-Executive Directors. The Committee will also review and recommend to the Board the Group's measureable objectives for achieving diversity, and will ensure that at all times there are appropriate succession plans in place for the Managing Director and the Senior Executive team.

Members of management may attend meetings of the committee at the invitation of the Committee Chairperson.

MANAGING RISKS

The Board has identified a number of risks in the Company's operations that are commonly faced by other entities in the industry in which the Company operates. The Board and management of the Company believe they have taken all necessary steps to manage and mitigate those risks.

HEALTH AND SAFETY

The Board has responsibility for ensuring that the Company maintains a health and safety management system that meets best practice standards to protect the health and safety of employees and contractors engaged by the Company. A Workplace Health and Safety Report is presented to and reviewed by the Board at each Board meeting.

INSURANCE

The Company carries insurance which the Board considers is sufficient for the size and nature of the Company's business and its risk profile.

INTERNAL CONTROLS AND FRAMEWORK

The Company does not have an internal audit function. Procedures have been established at the Board and executive management levels that are designed to safeguard the assets and interests of the Company, and ensure the integrity of reporting. These include accounting, financial reporting and internal control policies and procedures. The Board acknowledges that it is responsible for the overall internal control framework, but recognises that no cost-effective internal control system will preclude all errors and irregularities. To assist in discharging this responsibility, the Board has instigated and is further developing an internal control framework that can be described as follows:

- **Financial reporting –** There is a comprehensive budgeting system with an annual budget approved by the Directors. Monthly actual results are reported against budget and it is intended that revised forecasts for the year will be prepared regularly. The consolidated entity reports to shareholders half-yearly. Procedures are also in place to ensure that price-sensitive information is reported to the NZX in accordance with continuous disclosure requirements.
- **Operating unit controls –** Financial controls and procedures, including information systems controls, are in operation throughout the consolidated entity.
- **Investment appraisal –** The consolidated entity has clear guidelines for capital expenditure. These include annual budgets, detailed appraisal and review procedures.

CORPORATE GOVERNANCE CONTINUED

EXTERNAL AUDITOR

The Board has adopted a policy in relation to the provision of non-audit services by the Company's external auditor in order to ensure the independence of the external auditor, which is based on the principle that work that may detract from the external auditor's independence and impartiality (or that may be perceived as doing so) should not be carried out by the external auditor.

The Audit and Risk Committee monitors the nature and extent of other services provided by the external auditor, and the ratio of audit fees to non-audit fees, to ensure that those services are complementary to the external audit and compatible with maintaining external audit independence. The Company invites the external auditor to attend the Annual Meeting of Shareholders and they are available to answer shareholder questions about the conduct of the audit and the preparation and content of the auditor's report.

CONTINUOUS DISCLOSURE AND COMMUNICATION WITH SHAREHOLDERS

The Company is committed to providing relevant and timely information to its shareholders and to the broader market, in accordance with its obligations under the NZX Listing Rules.

The Company's website contains copies of our annual reports, NZX announcements, annual meeting documents, and corporate governance policies. The Board encourages full participation of shareholders at the Annual Meeting of Shareholders in order to promote a high level of accountability and discussion of the Company's strategy and goals.

OTHER DISCLOSURES

DISCLOSURE OF INTERESTS BY DIRECTORS

In accordance with section 140(2) of the Companies Act 1993, the Directors have made general disclosure of their relevant interests for entry into the Group's Interest Register.

Directors have declared interests in the following transactions with subsidiary companies during the financial year:

- Delegat Australia Pty Limited paid fees to Yaroona Pty Limited, a company in which a Director of Delegat Australia Pty Limited has an interest;
- Delegat (Singapore) Pte. Limited paid fees to Camelot Trust Pte. Limited, a company in which a Director of Delegat (Singapore) Pte. Limited has an interest;
- Barossa Valley Estate Pty Limited and Delegat Limited paid fees to Range Road Estate Pty Limited, a company in which a Director of Barossa Valley Estate Pty Limited has an interest; and
- Delegat Limited paid consultancy fees to RL Wilton for consultancy services supplied during the course of the year.

The details of these transactions are given in Note 18 to the financial statements, "Related Parties".

At 30 June 2018 and 24 August 2018 the following Directors, or entities related to them, had interests in the following company shares.

	ORDINARY SHARES	
Delegat Group Limited	Beneficial	Non-Beneficial
JN Delegat [1]	–	66,857,142
RS Delegat [1]	–	66,857,142
RL Wilton [1]	1,000,000	66,857,142
JA Freeman	11,000	–

[1] JN Delegat, RS Delegat and RL Wilton jointly hold non-beneficially 66,857,142 shares in their capacity as trustees of the Delegat Share Protection Trust.

SHARE DEALINGS BY DIRECTORS

During the year the Directors did not deal in any shares of the Company, or in the shares of a subsidiary company.

OTHER DISCLOSURES CONTINUED

REMUNERATION OF DIRECTORS

Directors received the following fees and remuneration from Delegat Group Limited:

	2018 $000	2017 $000
Non-Executive Directors		
RL Wilton [1]	65	65
RS Delegat	65	65
AT Jackson [2]	75	75
SJ Cave [2]	75	60
Executive Directors [3]		
JN Delegat	839	830
GS Lord (retired 3 July 2018) [4]	1,069	951
JA Freeman (appointed 3 July 2018) [5]	283	–

[1] Robert Lawrence Wilton was paid $100,000 (2017: $100,000) for consulting services provided to Delegat Limited, in addition to Directors fees.

[2] Alan Trevor Jackson and Shelley Jane Cave were paid $10,000 (2017: $10,000) in addition to their Director fees for their roles as Chair of the Audit and Risk Committee and Remuneration Committee, respectively.

[3] Executive Directors remuneration includes salary and benefits received in their capacity as employees. Executive Directors do not receive Directors fees.

[4] Includes base salary of $800,000, short term incentive payments of $219,000 and other benefits of $50,000 (2017: base salary of $800,000, short term incentive payments of $120,000 and other benefits of $31,000). The short-term incentive target is $200,000 (2017: $200,000) and is based on the achievement of pre-determined operational performance targets (Group EBIT) and sales targets. A maximum amount of $300,000 is payable for outstanding performance.

[5] John Anthony Freeman was appointed as Managing Director Designate from 1 November 2017, and as Managing Director from 3 July 2018. John Anthony Freeman's remuneration as Managing Director Designate for the 2018 financial year included base salary of $274,000 and other benefits of $9,000.

OTHER DISCLOSURES CONTINUED

DIRECTORS' AND OFFICERS' INSURANCE LIABILITY

As permitted by the New Zealand Companies Act 1993, the Company has arranged a policy of Directors' and Officers' liability insurance which insures those persons indemnified to certain liabilities and costs.

STOCK EXCHANGE LISTINGS

The Company's shares are listed on the New Zealand Stock Exchange.

20 Largest Shareholders as at 24 August 2018

Holder	Shares Held	% of Shares
Jakov Nikola Delegat, Rosamari Suzan Delegat & Robert Lawrence Wilton	66,857,142	66.11
Kevin Glen Douglas & Michelle McKenney Douglas	5,269,113	5.21
TEA Custodians Limited – NZCSD[1]	4,341,834	4.29
National Nominees New Zealand Limited – NZCSD[1]	3,358,970	3.32
James Douglas & Jean Ann Douglas	2,470,878	2.44
Kevin Douglas & Michelle Douglas	2,468,817	2.44
Robert Lawrence Wilton	1,000,000	0.99
Custodial Services Limited	847,983	0.84
Custodial Services Limited	589,229	0.58
Forsyth Barr Custodians Limited	561,593	0.56
Accident Compensation Corporation – NZCSD[1]	445,000	0.44
Custodial Services Limited	339,261	0.34
New Zealand Permanent Trustees Limited – NZCSD[1]	320,000	0.32
BNP Paribas Nominees (NZ) Limited – NZCSD[1]	309,040	0.31
JP Morgan Chase Bank – NZCSD[1]	306,167	0.30
William John Bishop, Helen Mary Bishop & Michael David Toomey	270,000	0.27
Mint Nominees Limited – NZCSD[1]	205,000	0.20
Warren Fraser Sanderson & Elizabeth Ann Sanderson	200,000	0.20
FNZ Custodians Limited	190,566	0.19
Custodial Services Limited	187,839	0.18
Total for Top 20	**90,538,432**	**89.53**

[1] Shareholdings held in New Zealand Central Securities Depository Limited (NZCSD). Total holding at 24 August 2018 in NZCSD were 9,893,845.

OTHER DISCLOSURES CONTINUED

DISTRIBUTION OF ORDINARY SHARES

Holder	Holders	Shares Held	% of Shares
1 - 5,000	1,558	3,384,356	3.35
5,001 - 10,000	269	2,090,377	2.07
10,001 - 100,000	191	3,776,190	3.73
100,001 plus[1]	19	91,879,269	90.85
Total	**2,037**	**101,130,192**	**100.00**

[1] NZCSD holdings are considered one holder for the purpose of the distribution of ordinary shares.

GEOGRAPHIC DISTRIBUTION

Holder	Holders	Shares Held	% of Shares
New Zealand	1,977	90,635,162	89.63
United States of America	8	10,289,904	10.17
Australia	30	142,654	0.14
Other Overseas	22	62,472	0.06
Total	**2,037**	**101,130,192**	**100.00**

SUBSTANTIAL SECURITY HOLDERS

According to notices given to the Company under the Securities Market Act 1988, as at 24 August 2018, the substantial security holders in the Company are:

Substantial Security Holders	Relevant Interest	% of Shares	Date of Notice
Jakov Nikola Delegat, Rosamari Suzan Delegat & Robert Lawrence Wilton	66,857,142	66.11	21 Dec 2011
Douglas Irrevocable Descendants Trust; Douglas Family Trust; K&M Douglas Trust	10,208,808	10.09	5 April 2017

OTHER DISCLOSURES CONTINUED

EMPLOYEE REMUNERATION

Section 211(1)(g) of the New Zealand Companies Act 1993 requires disclosure of remuneration and other benefits, including redundancy and other payments made on termination of employment, in excess of $100,000 per year, paid by the Company or any of its subsidiaries worldwide to any employees who are not Directors of the Company.

From $	To $	2018	2017
100,001	110,000	18	18
110,001	120,000	23	11
120,001	130,000	13	15
130,001	140,000	13	10
140,001	150,000	11	12
150,001	160,000	5	4
160,001	170,000	9	7
170,001	180,000	5	2
180,001	190,000	3	3
190,001	200,000	4	4
200,001	210,000	–	1
210,001	220,000	2	1
220,001	230,000	3	3
230,001	240,000	1	3
240,001	250,000	2	1
250,001	260,000	2	4
260,001	270,000	1	2
270,001	280,000	3	2
280,001	290,000	4	–
290,001	300,000	–	1
300,001	310,000	4	–
310,001	320,000	–	1
320,001	330,000	1	–
340,001	350,000	–	1
380,001	390,000	1	1
390,001	400,000	1	–
410,001	420,000	–	1
420,001	430,000	1	–
440,001	450,000	–	1
460,001	470,000	1	–
		131	109

An additional 22 employees are included in this table for 2018 compared to the previous year. The additional number disclosed can be attributed in part to currency rate changes in the New Zealand dollar.

SUBSIDIARY COMPANY DIRECTORS

Section 211(1)(2) of the New Zealand Companies Act 1993 requires the Company to disclose, in relation to its subsidiaries, the total remuneration and value of other benefits received by Directors and former Directors and particulars of entries in the interest registers made during the year ended 30 June 2018.

OTHER DISCLOSURES CONTINUED

SUBSIDIARY COMPANY DIRECTORS (CONTINUED)

Apart from Delegat Australia Pty Limited, Delegat (Singapore) Pte. Limited and Barossa Valley Estate Pty Limited, which are required to have a local resident as a Director of the Company, no wholly owned subsidiary has any employee appointed as a Director of Delegat Group Limited or its subsidiaries who receives, or retains any remuneration or other benefits, as a Director. No other Director of any subsidiary Company within the Group receives Director's fees or other benefits as a Director.

The following persons respectively held office as Directors of subsidiary companies at the end of the year or in the case of those persons with the letter (R) after their name ceased to hold office during the year. Alternate Directors are indicated by the letter (A) after their name.

Delegat Limited

JN Delegat, RS Delegat, RL Wilton, GS Lord

Delegat Europe Limited

JN Delegat, RL Wilton, GS Lord

Delegat Australia Pty Limited

JN Delegat, RL Wilton, GS Lord, PJ Taylor

Delegat USA Inc.

JN Delegat

Oyster Bay Wines (USA) Limited

JN Delegat, RS Delegat, RL Wilton

Delegat Canada Limited

JN Delegat, RL Wilton, GS Lord

Delegat (Singapore) Pte. Limited

JN Delegat, RL Wilton, GS Lord, A Chew Peck Hwa

Marlborough-Gold Wines Limited

JN Delegat, RS Delegat, RL Wilton

Oyster Bay Wines New Zealand Limited

JN Delegat

Barossa Valley Estate Pty Limited

JN Delegat, RL Wilton, GS Lord, AW Hoey

Delegat Japan G.K.

GS Lord

Donations

During the year the Parent made donations of $nil and the subsidiaries made donations amounting to $1,000.

New Zealand Exchange Waivers

Delegat Group Limited has not obtained any waivers from the NZX in the financial year ended 30 June 2018.

DIRECTORY

Directors

Jakov Nikola Delegat
Rosemari Suzan Delegat
Robert Lawrence Wilton
Alan Trevor Jackson
Shelley Jane Cave
John Anthony Freeman

Registered Office

Level 1, 10 Viaduct Harbour Avenue
Auckland 1010
PO Box 91681
Victoria Street West
Auckland 1142

Solicitors

Heimsath Alexander
Level 1, Shed 22, Prince's Wharf
147 Quay Street
PO Box 105884
Auckland 1143

Auditors

Ernst & Young
EY Building
2 Takutai Square
Britomart
Auckland 1010

Share Registrar

Computershare Investor Services Limited
Private Bag 92119
Auckland 1142
Level 2, 159 Hurstmere Road
Takapuna
Auckland 0622

Managing your shareholding online:

To change your address, update your payment instructions and to view your registered details including transactions please visit

www.investorcentre.com/NZ

General enquiries can be directed to:

enquiry@computershare.co.nz

Private Bag 92119
Auckland 1142

Telephone:
+64 9 488 8777
Facsimile:
+64 9 488 8787

Please assist our registry by quoting your CSN or shareholder number.

NOTES

Don't wait for the moment. Make it.

OUR WORLD OF
GREAT WINE PEOPLE

ELIZABETH ADAMESCU SENIA AH FOOK TANU AH KIAU AH SAM AH SAM NILI AH SAM NAZMA ALI WILSON ALLEY BARRY ANDERSON ALICIA ANDRAS NIKOLAY ANDREEV LEWIS ANDREW MIKAYLA ANDREWS MURRAY ANNABELL DANIELA ARCOS TRAVIS ARMENER DIANA AUGUSTE ROSIE AUSTIN GRACE AYLING TIHANA BABIC JOSEPH BACALTOS VIPREET BAJWA KEN BAKER BALA BALASUBRAMANIAM JACQUELINE BALK LINZI BARAN FIONA BARBER PAUL BARBER RICHARD BARNES EMMA BATES BRIDIE BAXTER TIM BEAVER BRIDGET BELL SCOTT BENNETT MATTHEW BERENDS KIMBRA BIDEJOWSKI ROSIE BIRD TESSA BIRD-RITCHIE HELENE BLACKBURN MATTHEW BLACKFORD NATALIE BOLDING ADRIENNE BORDEN ALEX BOROSTYAN ANTE BOSNIC FLO BOUDA BAYLEE BOVEY RENICE BRAJKOVICH MARY BRAUN AMELIA BRAY JACK BRIGGS ALTHEA BRILLANTES ETHAN BROADHURST HARRY BRODY SAMUEL BRONDEL JODIE BROWN HELENA BROZOVA JEN BUCKETT KATIA BUDINSKY ISAAC BULL RICHARD BULLOCK STACI BURNETT STEVE BURNETT NEIL BUTTS LAURA BYRNE WILLIAM BYRUM JEFF CAIRNEY VIC CALA ANDREW CAMERON KYLE CAMERON CRAIG CAMPBELL MALCOLM CAMPBELL PETER CAMPBELL DANIELLE CAREY ARII CARTER LAURIEN CARTWRIGHT SHELLEY CAVE SOON CHAE RALPH CHALMERS GREGORY CHAPMAN JUDE CHAPMAN CAROLINE CHARRON ANNE-MARIE CHENIER HANNAH CHEW CARINA CLARK OWEN CLARKE NICOLE CLAYTON TRACEY CLEMAS HANNAH CLOUGH GEMMA COATES PATRICK CONBOY MELISSA COOPER JOSHUA CORDERY RAY CORTES SAM COUCH RYAN CRAMP DAN CRAWFORD AMBER CROMPTON ANITA CROSS KRISTINA CRUZ PENNY CURR HENRY CURRIE MONICA CURTIS TRENT DAVIES CHRIS DE PACO MATTHEW DEACON JAMES DELEGAT JIM DELEGAT ROSE DELEGAT JASON DENNEY AIMEE DIBELLA ADAM DICKSON ALISTAIR DINNISON NICOLE DOOLAN JENNY DOWNING PHIL DOYLE ESTEBAN DUKE HEATH DUNCAN PETER DUNCAN PHIL DUNCAN TIM DUNCAN DEV DUTT CORY DZIEWIT PETER EDGAR KRISTINE ELLIOTT MICHAEL EVANS CARIS EVES ANITA FAITA SHANNAN FAULKNER HAYLEY FIELD TONY FLAWS DAVID FOX SARA FRANK MICHAEL FRATER JOHN FREEMAN ALEXANDRA FREWER TREVOR FULTON VALENTINA FUNG STEVEN GALLASCH LYNDSEY GEIGER CAMILLE GEMMELL JOHN GIBSON HOLLY GILLIES ALF GOODIER GEMMA GORDON GARY GRAHAM JORDAN GRAHAM NATHAN GRANT STEPHANIE GRAPENGIESSER GEORGE GRAY OWEN GRAY ROGER GRAY SJAAN GREIG GINA GRILLI NICOLE HAER KRYSTLE HAGUE FRANCIS HAKARAIA MICHELLE HALL VANESSA HALL JESS HAMBLIN JASON HANDS JAY HANG SCOTT HANTZ KIERAN HARRINGTON HANNAH HARRIS DEAN HASKELL TESSA HASLAM MEGAN HAWKE SAMUEL HAWKES MONIQUE HAY RACHEL HEBBARD ASHBY HEINTZE MELISSA HERBERT LUKAS HERRMAN BECKA HEWETSON COLE HIGGISON MADELEINE HO SAMANTHA HODSON ALAN HOEY ANDREW HOLLAND JASMINE HOSKING ALEX HUBBARD CHARLOTTE HUGHES JONATHAN HUNT ROSS HURT CHLOE ILLSLEY CHERICE INGRAM JACQUI IVICEVICH MICHAEL IVICEVICH ALI IZADIGHAHFAROKHI OMID IZADIGHAHFAROKHI ANGELA IZATT ALAN JACKSON EMMA JACKSON KATHERINE JACKSON LAURA JAEGER EFREN JAMIESON BRENDAN JIN ROB JOHNS HANNAH JOHNSON NEIL JOHNSON SAM JOHNSON KATE JOHNSTON JEMMA JOHNSTONE ERIN JONES HEATHER JONES PAUL JONES DARREN JORGENSEN KAHN JOWSEY NITYA KANNAN ANDREW KEAM DAVID KELLY BRYAN KENNY PATRICK KENNY JAMES KERR RANA KHAN AMBER KLYNSTRA SARAH KNIGHT WIKTORIA KULCZYCKA ADE KURNIAWAN JEAN-FRANCOIS LABBE KELLY LADBROOK CHIN SHENG LAM TOM LANGE ALISTAIR LASH MARIE LAWLESS KATARINA LAWRIE SUZIE LAZZARI CAROL LI CRAIG LINDSAY VICTORIA LINFORD SONE LINO XIXI LIU KATRINA LIVERSIDGE MALETINO LOKENI MISTY LOMBARDI GRAEME LORD MICHELLE LU ANDY LUFFMAN SILIO LUI MINA LUKA ALEISHA LYNCH MITCH MACKENZIE-MOL RIKI MADEN MATTHEW MAGUIRE MANAN MAHANT DAMIAN MALAITAI RUSSELL MALONE MICHAEL MANCHEN DIEGO MANSO DE ZUNIGA TORE MARGIOTTA CAMERON MARIU EMILY MARKS MARY MARKS KASEY MARSHALL ROB MARTYN WILLIAM MASSIE JAMIE MATTHEWS CAMERON MAUNSELL STEVE MAY LUCY MCALLEY ANTHONY MCCABE DAVID MCCALLUM ZOE MCCAUSLAND TYLER MCCOMB CRAIG MCCUTCHEON DALE MCDONALD HELEN MCDONALD SHANE MCEWAN LAURA MCEWEN ANDREW MCILHONE CANDACE MCKENNEY JANICE MCKINNON DAVID MCKNIGHT STUART MCLAGAN ALISTAIR MCLEOD MARKHAM MCMULLEN BEDE MCNAMARA KATIE MEEK SARAH MEINKE JOSH MELLSOP ALEX MERCER NATALIE MILICH ARCHIE MILLER JOHN MILLS JOHNNY MILMINE OXANA MIRZINCU MARGERY MIZE STACEY MONTGOMERY TERESA MONTGOMERY CORBIN MOORE STACY MORDAUNT GLEN MORRISON PAUL MOTUFOUA SANDY MOWAT SEAN MURPHY BETHANY MURPHY-SUDDENS ALLAN NEAL JUDY NEILL JOHN NELSON ROMMEL NERIDA MATHEW NEWMAN JAN NG ANNE NGUYEN MIKKEL NIELSEN SWARUP NIMBALKAR MARK NOBLE RAYMOND NOREAU JONATHAN NORTH CHRISTIAN O'MALLEY ANNE O'NEILL SAM O'SULLIVAN MARK OEHLER PATRICIA OLD FRANCESCO OLIVIERI BRYTON OORTHUIS TRISTEN ORCHARD-ROESLER MARK OSBORNE SCOTT OSBORNE ALENA OWENS SARA PALMER GREG PARSONS MANISH PATEL LISA PAU EVIE PAULSEN SIMON PAYNTER SANDRA PECK SAMUEL PFEIFFER LAURA PIANO SOLOMONE PIUTAU CHRIS PLICHTA MATTHEW POPE HANNAH POST DARYL PREFONTAINE COURTNEY PRESTON CHRISTINE PRICE LUC QUEVILLON ROB QUINTER CATHY RACZ TERRY RAELA CHANDRA RAJ RITZEL RAJKOVIC GUY RANDALL JAMES RANDALL JESSICA RAPPAPORT CHARLES RAYNER STEVE RAYNER DEEPTI REDDY ELYSE REITH ANNA REMOND GARETH REYNOLDS ADRIAN RHODES DANIEL RICHARDS KYLE RICHTER REBECCA RIGANO BARRY ROBERTS JUSTIN ROBERTS ALEXIS ROBIN SEBASTIAN ROCHA TORO ASHLEY ROCHHOLZ GRACE ROGERS MARIA ROSATO DAVID ROTHWELL MATT RUBINO SIMON RUTZ BOB SAHAT EVELYN SANGSTER VICTORIA SANGSTER ANDREW SAOFAI SEAN SAVAGE ROGER SCHMIDT TITO SCHWALGER TOVIA SCHWENKE ANGUS SEABROOK BEN SHAHMOHAMMADI JASON SHAW LI SHEN RICHARD SHENFIELD STEVE SHI GLORIA SHIELDS JACQUI SHORE JAMES SILCOCK PAUL SILKE GURWINDER SINGH HENRY SLATTERY JASMINE SMITH KEVIN SMITH LAUREN SMITH RYAN SMITH TIM SNOWDEN MURRAY SNOWLING ANGELA SO'OAEMALELAGI SARAH SOUTHWELL LIZ SPARKES LEVI SPETZ ANDREW STAFFORD KATRINA STECK JONAS STEEN MARY STEVENSON JUSTINE STRIVENS MADELINE STUMER JENN SUMMERS ZOE TALBOTT POKO TAPOKI PETER TAYLOR RAMON TAYLOR DELIA TEESDALE LIGITASI TEKAPU ABATE TEKLU EVONE THIAN KATIE THOMAS WENDY THOMAS JOE THOMPSON KIM THOMPSON CAROLYN THOMSON TYLER THRUSSELL KERRY THWING JIMMY TING WILLIS TONE CLAUDIA TOPP CLYDE TOTANES TONY TRAFFORD JULIE TRAN ROBERT TROUGHT HELEN TRUONG KIRI TUALA FA'ALINGI TUPOU LINZ TUPOU LIZ TURIA MANU TUSIPESE ALEJANDRA URIBE ECHEVERRY MELISSA URSO DARCY VAKA HANS VAN DEN IERSSEL DANNY VAN SELM SIMON VAUGHAN JULIJA VESELOVA ELIAS VILLAVER FRANK VUJNOVICH SCOTT WACKROW VIVIEN WADSWORTH GREG WAINE ALLAN WAIRAMA RYAN WAPLES TIM WARD PAULINE WARREN JEFF WASHBURN SAM WEBB ASTON WEBSTER CARA WEBSTER MICHAEL WEBSTER PETER WEBSTER JAYNE WHEELER MURRAY WHEELER MATT WHITE LAURA WILDE AL WILKIE KIM WILKINSON JUNIOR WILLIAMS KURT WILLIAMS PETER WILLIAMSON ALI WILSON BRET WILSON CAMERON WILSON HELEN WILSON PAMELA WILSON BOB WILTON ERIN WOOD NICK WRIGHT STEVEN WYNGARD MING XI REBECCA YOUNG SHELLEY YOUNG LEE ZAPPARA KATE ZHANG VANESSA ZHEN

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