

NO.1 | *New Zealand wine
exporter to the world.*



— EST 1947 —
DELEGAT

31 DECEMBER 2020
**HALF-YEAR
RESULTS**

RECORD OPERATING NPAT

“Delegat Group has achieved strong global sales growth to deliver record performance for the six months to 31 December 2020.”

JIM DELEGAT
EXECUTIVE CHAIRMAN



PERFORMANCE HIGHLIGHTS

Record global case sales of 1,862,000,
7% higher than last year

17% sales growth in key North
America region

Record Operating NPAT of \$43.1
million, 25% higher than last year

Record cashflows from operations of
\$42.9 million, 21% higher than last
year



CASE SALES AND FX

Case Sales (000's)	Dec 2020	Dec 2019	% Change vs 2019
UK, Ireland and Europe	675	601	12%
North America (USA and Canada)	843	722	17%
Australia, NZ and Asia Pacific	344	410	-16%
Total Cases	1,862	1,733	7%

Foreign Currency Rates	Dec 2020	Dec 2019	% Change vs 2019
GB£	0.5058	0.5054	0%
AU\$	0.9344	0.9393	1%
US\$	0.6691	0.6519	-3%
CA\$	0.8776	0.8651	-1%

SALES REVENUE GROWTH ANALYSIS

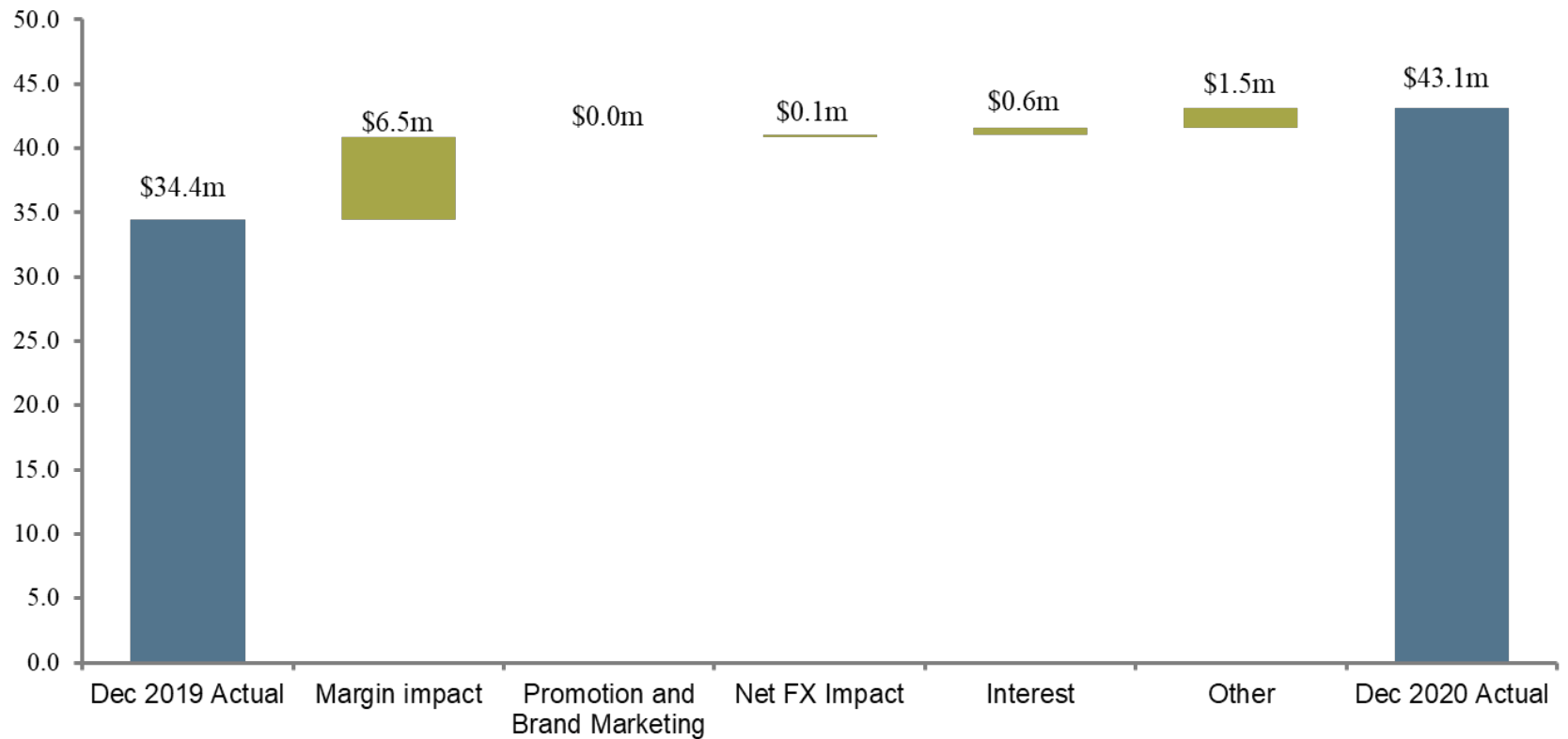
NZ\$ millions	Dec 2020 Actual	Dec 2019 Actual	% Change vs 2019
Operating Revenue	168.0	154.1	9%
<u>Revenue movements breakdown:</u>			
Volume			7%
Value			2%
Foreign Exchange		-1%	
Country/Product Mix		3%	

OPERATING PERFORMANCE

NZ\$ millions	Dec 2020	Dec 2019	% Change vs 2019
Sales Revenue	168.0	154.1	9%
Operating Revenue	172.1	156.7	10%
Operating Gross Profit	90.1	82.6	9%
Operating Gross Margin	52%	53%	
Expenses (excl Promotion and Marketing)	(21.1)	(24.3)	13%
Promotion and Marketing	(4.5)	(4.8)	6%
Operating EBIT	64.5	53.5	21%
Operating EBIT % of Revenue	37%	34%	
Interest and Tax	(21.4)	(19.1)	-12%
Operating NPAT	43.1	34.4	25%
Operating NPAT % of Revenue	25%	22%	
Operating EBITDA	76.1	64.2	19%
Operating EBITDA % of Revenue	44%	41%	

OPERATING PROFIT MOVEMENT – LAST YEAR

NZ \$millions



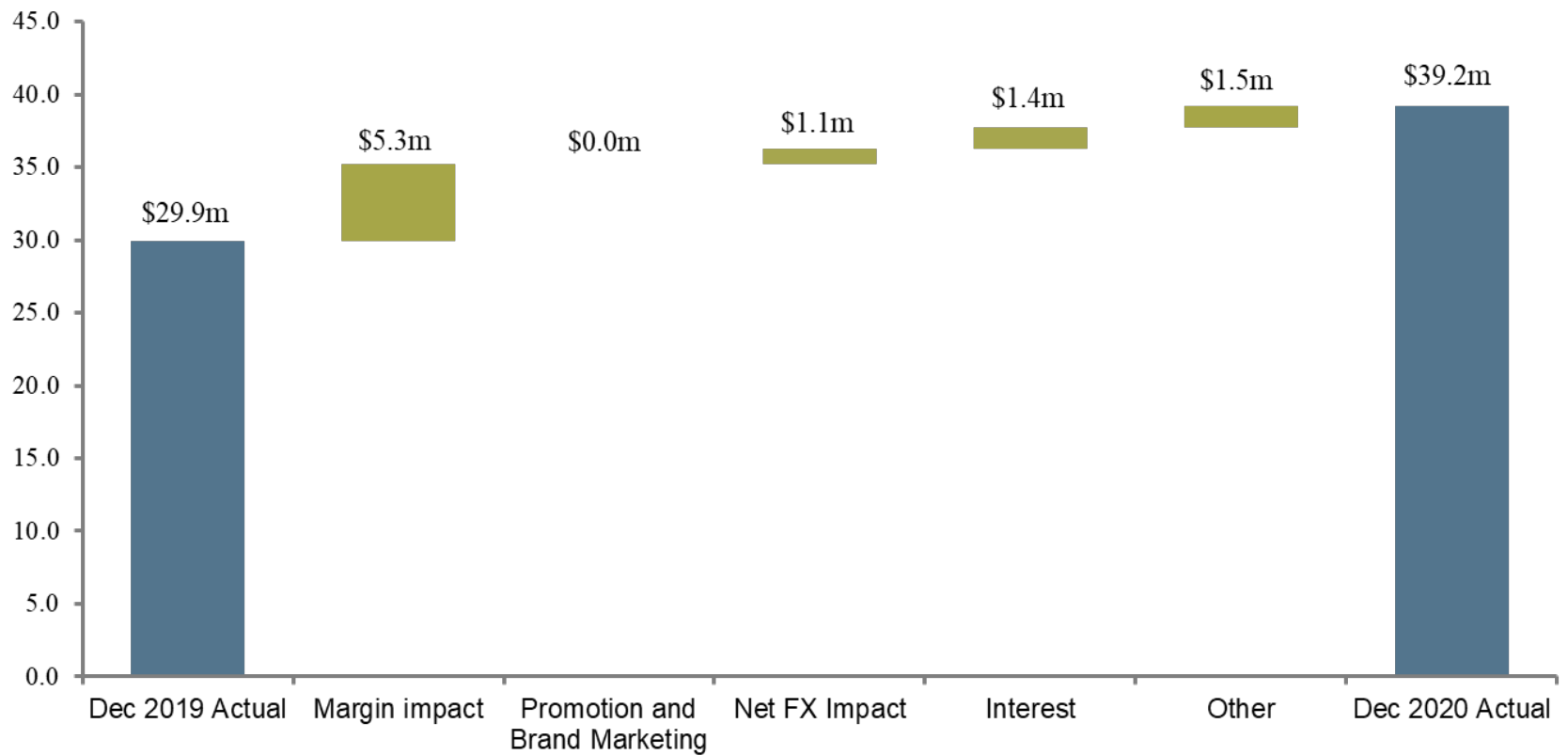
IMPACT OF 'FAIR VALUE' ADJUSTMENTS

NZ\$ millions	Dec 2020	Dec 2019	% Change vs 2019
Operating NPAT	43.1	34.4	25%
Operating NPAT % of Sales	20%	17%	
Biological Produce (Grapes) ¹	(10.3)	(8.7)	-18%
Derivative Instruments	4.9	2.4	105%
Total Fair Value Items	(5.4)	(6.3)	15%
Less: Tax	1.5	1.8	-15%
Fair Value Items after Tax	(3.9)	(4.5)	15%
Reported NPAT	39.2	29.9	31%

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.

REPORTED PROFIT MOVEMENT – LAST YEAR

NZ \$millions

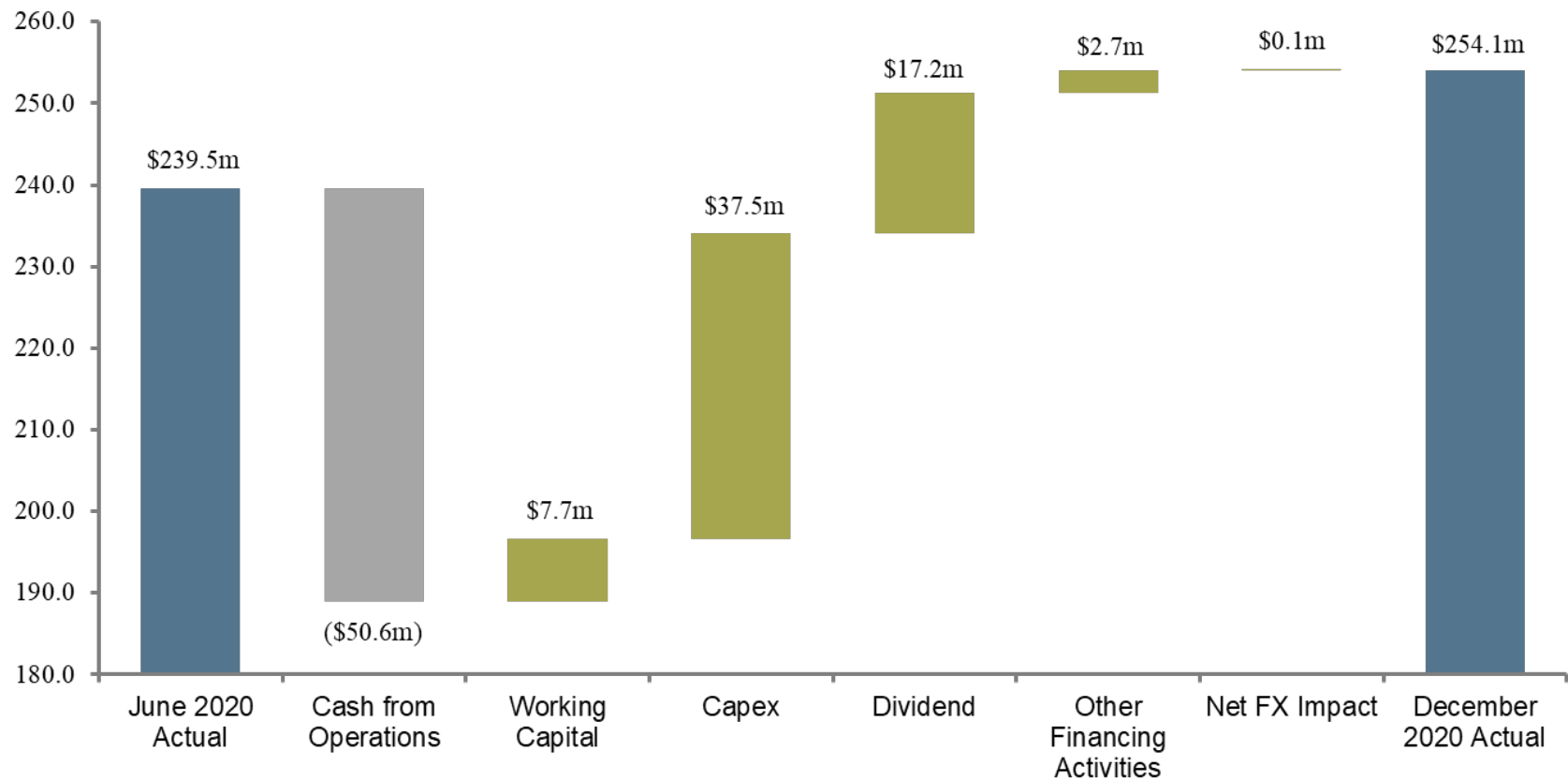


BALANCE SHEET SUMMARY

NZ\$ millions	Dec 2020	Dec 2019	% Change vs 2019
<u>Assets</u>			
Current Assets	218.0	205.6	6%
Fixed Assets	644.8	593.5	9%
Total Assets	862.8	799.1	8%
<u>Liabilities</u>			
Current Liabilities	40.1	35.0	15%
Lease Liability	95.6	80.3	19%
Deferred Tax Liabilities	33.3	33.9	-2%
Senior Debt Facilities	265.8	275.8	-4%
Other Non-current Liabilities	3.6	4.8	-24%
Total Liabilities	438.4	429.8	2%
<u>Equity</u>			
Shareholders' Equity	424.4	369.3	15%
Total Equity	424.4	369.3	15%
Total Liabilities and Equity	862.8	799.1	8%
Net Debt	254.1	267.8	-5%

NET DEBT MOVEMENT – JUNE 20 TO DEC 20

NZ \$millions



NET DEBT OVERVIEW

NZ\$ millions	Dec 2020	Dec 2019	% Change vs 2019
<u>Funding</u>			
Operating Cash Flow	42.9	35.5	21%
Net Debt	254.1	267.8	-5%
<u>Key Ratios</u>			
Interest Cover	13.16	9.39	40%
Equity / (Equity + Net Debt) %	62.5%	58.0%	8%
Senior Debt Ratio	2.07	2.60	20%

FULL YEAR OUTLOOK



The Group is on target to achieve global case sales for the full year of 3,391,000, up 3% on last year.

Based on prevailing exchange rates, the Group forecasts a 2021 Operating Profit result of \$67 million, up on last year's performance by 10%.



Oyster Bay wine captures the
natural character of New Zealand
Pinot Noir, matured with
platinum fruit flavors.

MARLBOROUGH

Pinot Noir

Oyster Bay

NEW ZEALAND

— EST 1947 —

DELEGAT

Thank you
