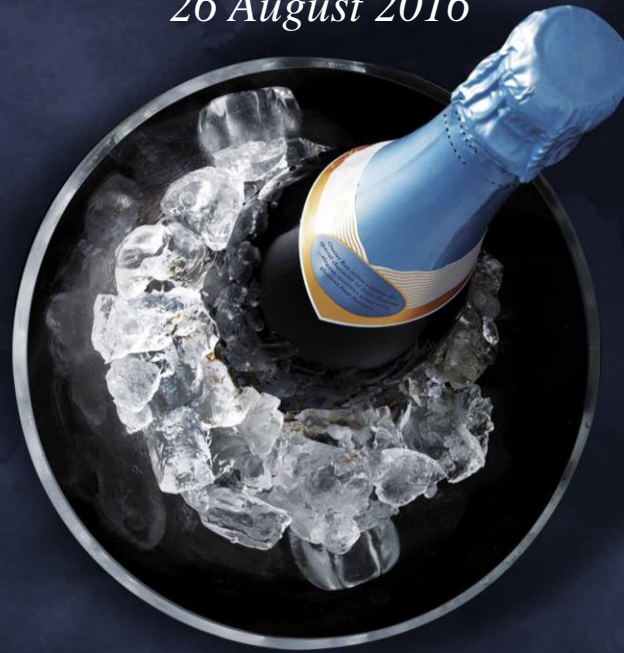


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DELEGAT

2016 RESULTS ANNOUNCEMENT

26 August 2016



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PERFORMANCE HIGHLIGHTS

Record global case sales of 2,411,000.
9% higher than last year.

Strong volume growth in key North
America region – sales of more than one
million cases for the first time.

Record Operating NPAT of \$37.0 million.
8% higher than last year.

Record harvest – excellent quality.

Strong Operating Cash flows.

Dividend increased on strong operational
performance and cash flows – 12.0 cents.



CASE SALES AND FX

Case Sales (000's)	2016 Actual	2015 Actual	% Δ 2015
UK, Ireland and Europe	694	647	7%
North America (USA and Canada)	1,012	888	14%
Australia, NZ and Asia Pacific	705	675	4%
Total Cases	2,411	2,210	9%

Foreign Currency Rates	2016 Actual	2015 Actual	% Δ 2015
GB£	0.4675	0.4739	1%
AU\$	0.9140	0.9196	1%
US\$	0.6855	0.7576	10%
CA\$	0.8796	0.9009	2%

REVENUE GROWTH ANALYSIS

NZ\$ millions	2016 Actual	2015 Actual	% Δ 2015
Operating Revenue	242.7	211.9	15%
<u>Revenue movements breakdown:</u>			
Volume			9%
Value			6%
Foreign Exchange		4%	
Underlying Price/Product Mix		2%	

OPERATING PERFORMANCE

NZ\$ millions	2016 Actual	2015 Actual	% Δ 2015
Operating Revenue¹	242.7	211.9	15%
Operating Gross Profit²	126.8	114.4	11%
Operating Gross Margin	52%	54%	
Operating Expenses ³	(65.4)	(57.1)	-15%
Operating EBIT⁴	61.4	57.3	7%
Operating EBIT % of Revenue	25%	27%	
Interest and Tax	(24.4)	(22.9)	-7%
Operating NPAT⁴	37.0	34.4	8%
Operating NPAT % of Revenue	15%	16%	
Operating EBITDA⁴	73.0	69.8	5%
Operating EBITDA % of Revenue	30%	33%	

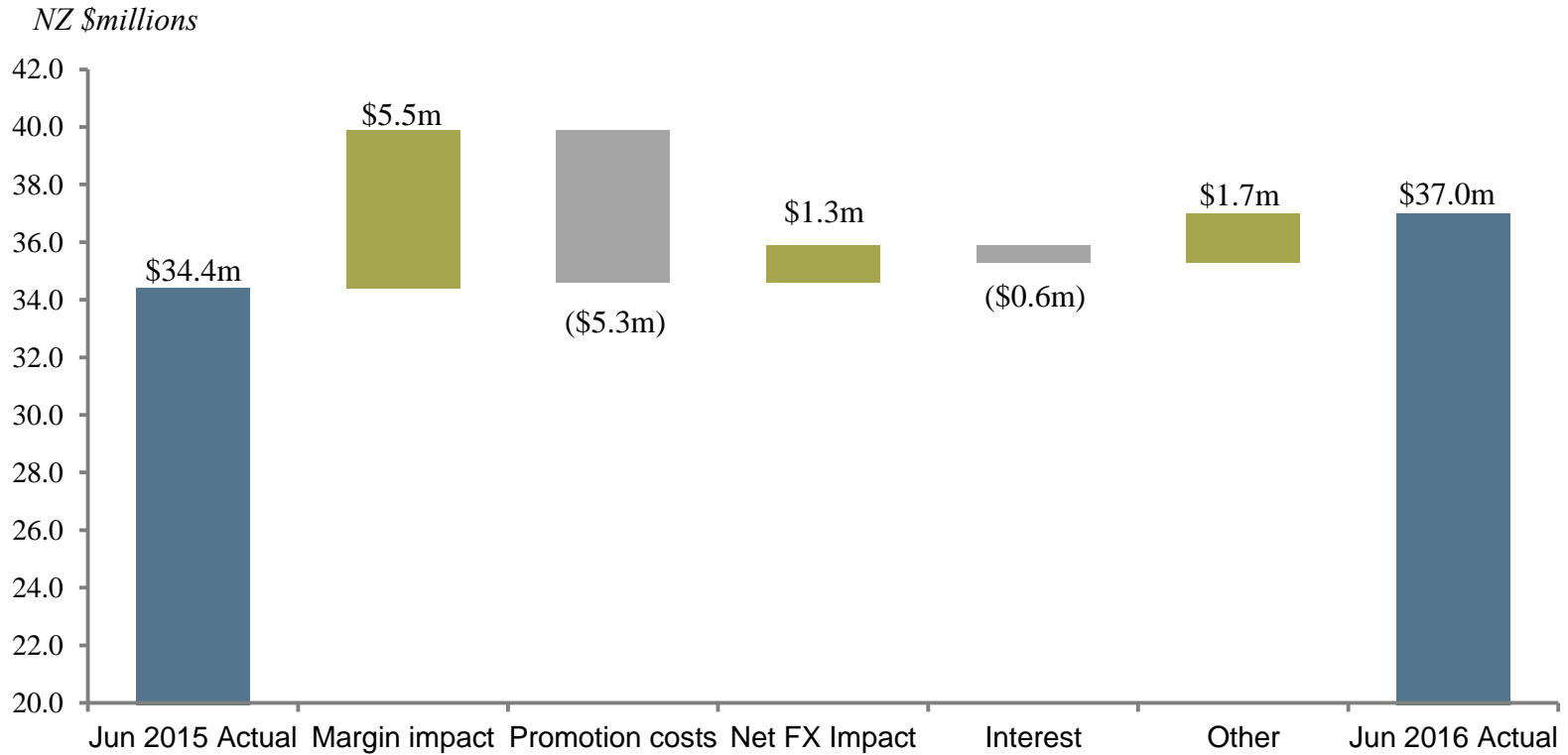
1. Operating revenue is before fair value movements on biological assets and derivative instruments (if gains).

2. Operating Gross Profit is before the net fair value movements on biological produce (harvest adjustment) and the NZ IFRS adjustments included in note 1.

3. Operating Expenses are before fair value movements on derivative instruments (if losses) and share-based payments.

4. Operating EBIT, EBITDA and NPAT are before any fair value adjustments.

OPERATING PROFIT MOVEMENT – LAST YEAR



IMPACT OF 'FAIR VALUE' ADJUSTMENTS

NZ\$ millions	2016 Actual	2015 Actual	% Δ 2015
Operating NPAT	37.0	34.4	8%
Operating NPAT % of Revenue	15%	16%	
Biological Assets (Vines)	7.0	19.3	-64%
Biological Produce (Grapes) ¹	11.8	(10.4)	n/m ²
Derivative Instruments	4.7	(11.6)	n/m ²
Total Fair Value Items	23.5	(2.7)	n/m²
Less: Tax	(6.5)	0.8	n/m ²
Fair Value Items after Tax	17.0	(1.9)	n/m²
 Reported NPAT	 54.0	 32.5	 66%

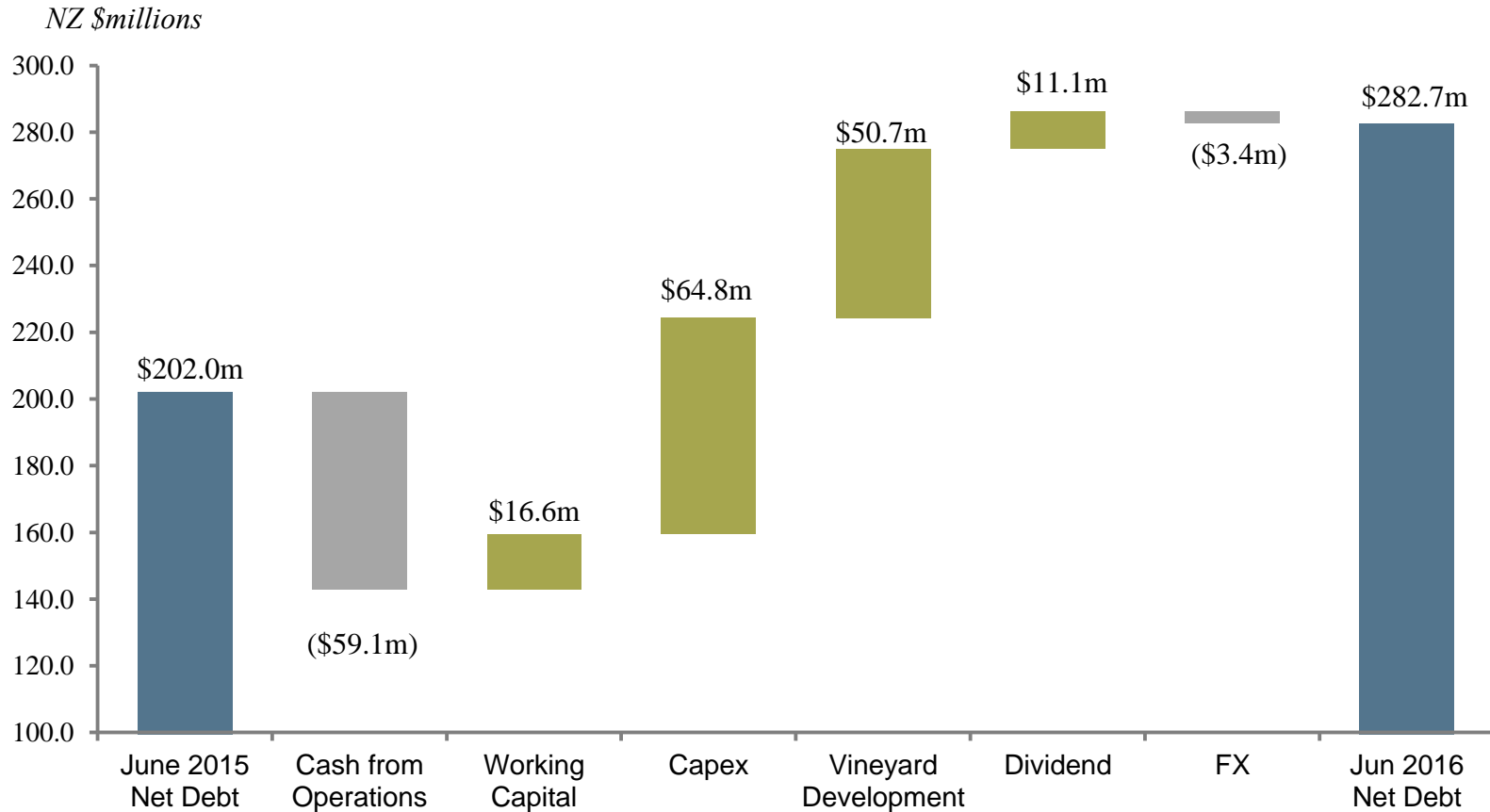
1. Biological Produce (Grapes) is the difference between market value paid for grapes versus the cost to grow grapes. The harvest provision is reversed and only recognised when the finished wine is sold.

2. n/m means not meaningful.

BALANCE SHEET SUMMARY

NZ\$ millions	2016 Actual	2015 Actual	% Δ 2015
<u>Assets</u>			
Current Assets	178.7	155.9	15%
Fixed Assets	410.0	313.0	31%
Biological Assets	94.5	86.2	10%
Total Assets	683.2	555.1	23%
<u>Liabilities</u>			
Current Liabilities	37.0	42.8	-14%
Deferred Tax Liabilities	42.6	33.6	27%
Net Debt	282.7	202.0	40%
Other Non-current Liabilities	7.0	3.3	112%
Total Liabilities	369.3	281.7	31%
<u>Equity</u>			
Shareholders' Equity	313.9	273.4	15%
Total Equity	313.9	273.4	15%
Total Liabilities and Equity	683.2	555.1	23%

NET DEBT MOVEMENT



NET DEBT OVERVIEW

NZ\$ millions	2016 Actual	2015 Actual	% Δ 2015
<u>Funding</u>			
Operating Cash Flow	42.5	36.5	16%
Net Debt	282.7	202.0	-40%
<u>Key Ratios</u>			
<u>Operating Profit Measures</u>			
Interest Cover	6.33	6.44	-2%
Return on Equity ¹	15.6%	16.3%	-4%
Return on Capital Employed ²	12.8%	14.6%	-12%
<u>Reported Profit Measures</u>			
Interest Cover	8.75	6.15	42%
Equity / (Equity + Net Debt) %	52.6%	57.5%	-9%
Return on Equity	18.4%	12.4%	48%
Return on Capital Employed	15.8%	12.3%	28%

1. Return on Equity (Operating) excludes all fair-value items from both NPAT and Assets/Liabilities.

2. Return on Capital Employed (Operating) excludes all fair-value items from both EBIT and Assets/Liabilities.

2016 HARVEST

NZ Harvest was 33,236 tonnes:
- delivered excellent quality in all regions;
- was 33% higher than last year;
- was in line with NZ industry which was up 34% to 436,000 tonnes.

Barossa Valley Harvest was 2,601 tonnes, 56% higher than last year.

Impact on Outlook

- 2016 vintage will have lower cost of goods per case, compared to the prior vintage.



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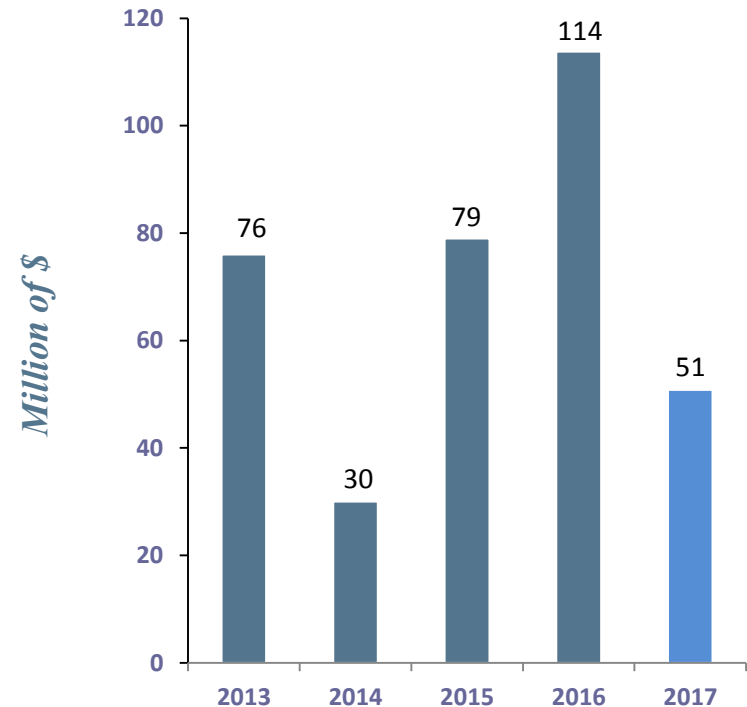
INVESTING IN GROWTH - CAPITAL EXPENDITURE UPDATE

2014: Includes acquisition of bare land in New Zealand and Australia, Marlborough vineyard developments and commencement of Hawke's Bay winery construction

2015: Includes vineyard developments in Hawke's Bay, Marlborough and Barossa Valley, construction of Hawke's Bay Winery, expansion of Marlborough winery.

2016: Includes vineyard developments in Hawke's Bay, Marlborough and Barossa Valley, completion of Hawke's Bay Winery, land acquisition in New Zealand and Australia.

2017: Includes vineyard and winery developments in Hawke's Bay, Marlborough and Barossa Valley.



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Accounting Standard Changes - Bearer plants (vines)

From 1 July 2016, bearer plants (grape vines) will be within the scope of NZ IAS 16: Property, Plant and Equipment.

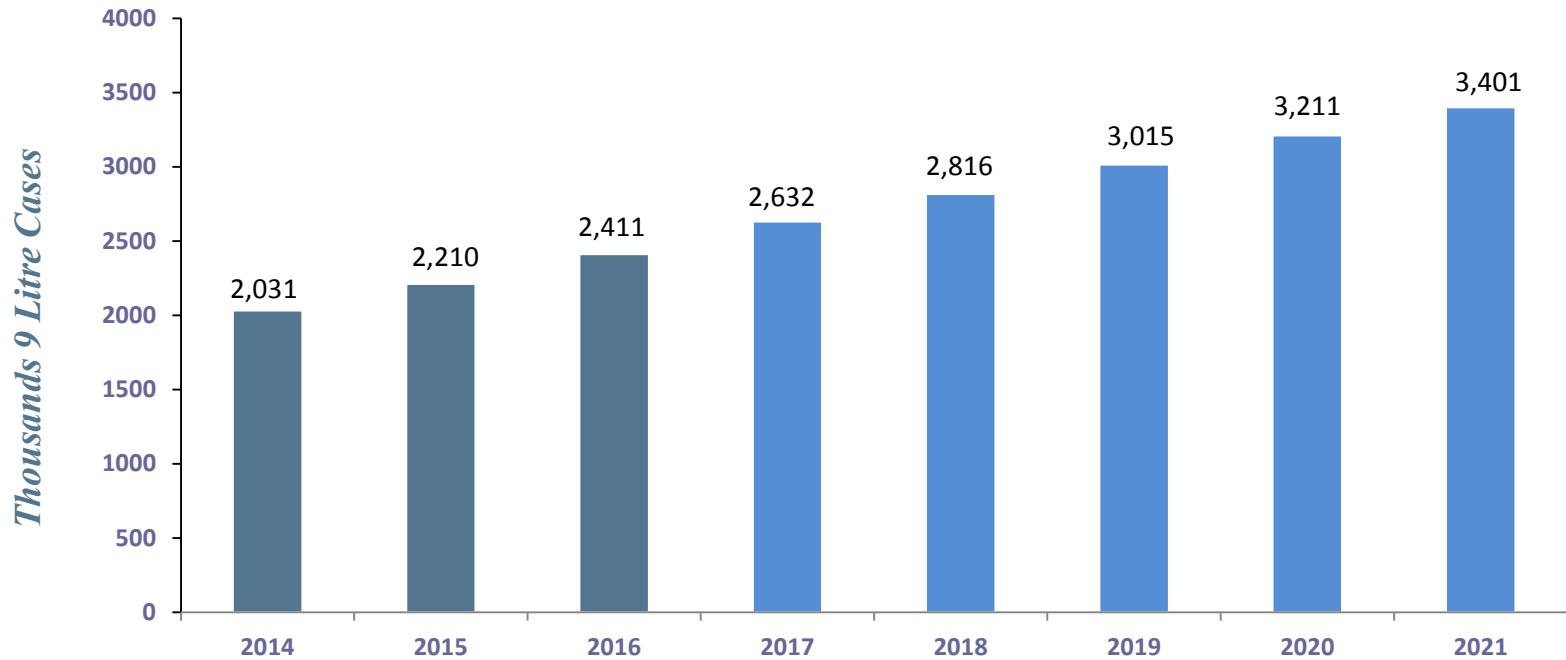
Under NZ IAS 16, the Group has chosen to adopt the cost model to value their bearer plants from 1 July 2016 and will be required to depreciate this cost over their useful lives. The Group has elected to apply these changes retrospectively.

This means that all fair value increments on bearer plants previously recognised will be reversed and the Group's bearer plants will be depreciated from their original planting dates.

This will result in a reduction in the value of the Group's biological assets of \$48 million, with a corresponding reduction in the Group's deferred tax liability of \$14 million and shareholders' equity of \$34 million on 1 July 2016.

Due to the changes of accounting standards, Operating NPAT for the FY16 year will be restated to \$36.2 million and based on the vines planted at 30 June 2016 will be reduced by approximately \$0.9 million in FY17.

DELEGAT SALES GROWTH 2014 - 2021



Case Sales (000's)	2016 Actual	2017 Forecast	2018 Projection	2019 Projection	2020 Projection	2021 Projection
UK, Ireland and Europe	694	725	761	783	805	849
North America (USA and Canada)	1,012	1,178	1,292	1,435	1,556	1,681
Australia, NZ and Asia Pacific	705	729	763	797	850	871
Total Cases	2,411	2,632	2,816	3,015	3,211	3,401

FY17 Operating Profit Guidance

The Group faces risks in the form of exchange rate volatility which make it difficult to accurately forecast financial performance.

Based on the prevailing exchange rates, the Group forecasts a 2017 operating profit result in line with this year's record performance.

In the event that exchange rates improve to levels similar to those recorded in 2016, the Group would expect operating profit growth to be in line with sales growth.



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Thank you
