



Results for announcement to the market		
Name of issuer	Delegat Group Limited	
Reporting Period	12 months to 30 June 2024	
Previous Reporting Period	12 months to 30 June 2023	
Currency	NZD	
	Amount (000s)	Percentage change
Revenue from continuing operations	\$378,346	-1%
Total Revenue	\$378,346	-1%
Total Operating Revenue ¹	\$375,725	0%
Operating Profit from ordinary activities after tax (Operating NPAT) ¹	\$59,709	1%
Operating Profit from ordinary activities before interest, tax and depreciation (Operating EBITDA) ¹	\$128,505	7%
Reported profit from continuing operations	\$31,377	-52%
Total Net Profit	\$31,377	-52%
Interim/Final Dividend		
Amount per Quoted Equity Security	\$0.20000000	
Imputed amount per Quoted Equity Security	\$0.07777778	
Record Date	04/10/2024	
Dividend Payment Date	18/10/2024	
	Current period	Prior comparable period ²
Net tangible assets per Quoted Equity Security	\$5.43	\$5.32
A brief explanation of any of the figures above necessary to enable the figures to be understood	A tax expense of \$13.0m as a result of legislation changes to the treatment of commercial building depreciation was included total net profit. This was a one-off, non-cash adjustment – refer to note 17 of the annual report.	
Authority for this announcement		
Name of person authorised to make this announcement	Murray Annabell	
Contact person for this announcement	Murray Annabell	
Contact phone number	+649 359 7310	
Contact email address	murray.annabell@delegat.com	
Date of release through MAP	29/08/2024	

Audited financial statements accompany this announcement.

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

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**LEADING
SUPER PREMIUM**

— EST 1947 —

DELEGAT

PERFORMANCE SUMMARY 2024

\$59.7 OPERATING
NPAT¹
UP 1%
MILLION

\$128.5 OPERATING
EBITDA¹
UP 7%
MILLION

3.6 GLOBAL CASE SALES
DOWN 2%
MILLION

\$31.4 REPORTED
NPAT
DOWN 52%
MILLION

\$56.9 CASH FROM
OPERATIONS
DOWN 5%
MILLION

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 SUMMARY 2024

YEAR ENDED 30 JUNE	2020	2021	2022	2023	2024
Case Sales (000s)	3,277	3,178	3,360	3,676	3,614
OPERATING PERFORMANCE¹					
Operating Revenue ⁹ (\$m)	302.9	302.7	325.4	375.8	375.7
Operating EBITDA ^{1,2} (\$m)	116.4	122.4	112.2	120.4	128.5
Operating EBIT ^{3,4} (\$m)	94.9	99.6	88.8	96.8	102.7
Operating EBIT % of Revenue	31%	33%	27%	26%	27%
Operating NPAT ^{5,6} (\$m)	60.5	65.2	58.1	59.3	59.7
Operating NPAT % of Revenue	20%	22%	18%	16%	16%
Operating Cashflow (\$m)	84.3	74.7	65.6	59.7	56.9
Capital Expenditure ¹⁰ (\$m)	28.7	61.7	39.5	101.7	69.1
REPORTED PERFORMANCE					
Revenue (\$m)	304.2	305.4	325.6	381.4	378.3
EBITDA ¹ (\$m)	118.9	117.8	119.0	128.1	107.1
EBIT ³ (\$m)	97.4	95.0	95.6	104.5	81.3
EBIT % of Revenue	32%	31%	29%	27%	21%
NPAT ⁵ (\$m)	65.2	61.9	63.0	64.8	31.4
NPAT % of Revenue	21%	20%	19%	17%	8%
EPS ⁸	64.5c	61.2c	62.3c	64.1	31.0
Net Assets ⁷ (\$m)	410.2	453.9	499.5	544.8	556.0
Total Assets (\$m)	826.9	883.8	967.3	1063.3	1115.9

Notes:

1. EBITDA means earnings before interest, tax, depreciation and amortisation.
2. Operating EBITDA means EBITDA before NZ IFRS fair value adjustments and any other one-off non-operating items.
3. EBIT means earnings before interest and tax.
4. Operating EBIT means EBIT before NZ IFRS fair value adjustments and any other one-off non-operating items.
5. NPAT means net profit after tax attributable to ordinary Shareholders.
6. Operating NPAT means NPAT before NZ IFRS fair value adjustments and any other one-off non-operating items 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 are 101,130,000.
9. Operating Revenue is before fair value movements on derivative instruments (if gains).
10. Capital expenditure consists of additions to property, plant and equipment inclusive of capitalised interest.

This Annual Report is dated 29 August 2024 and is signed on behalf of the Board by:



JIM DELEGAT
CHAIR

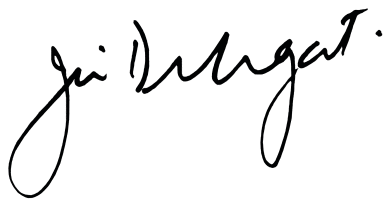


STEVEN CARDEN
MANAGING DIRECTOR

THE BOARD IS CONFIDENT IN THE GROUP'S ABILITY TO PROSPER AND DRIVE SUSTAINABLE SALES AND EARNINGS GROWTH OVER THE LONG TERM.

On behalf of the Board of Directors, I am pleased to present Delegat Group's operating and financial results for the year ended 30 June 2024.

Thanks to the dedicated efforts of our entire global team, the Group delivered a solid operating Net Profit After Tax of \$59.7 million. In the context of current global conditions, the Group's result in 2024 is very good. It reflects the hard work and resilience of our Great Wine People as they build Delegat into a leading global Super Premium wine company.



JIM DELEGAT
CHAIR

The Delegat Group Board Chair Graeme Lord, retired from the Board in November and the Board has appointed myself, Jim Delegat, as Chair. I would like to take this opportunity to thank Graeme, on behalf of the Board, for his significant contribution to Delegat Group in both management and governance roles over the past twenty-four years.

The results achieved in 2024 reinforce the strength of the Delegat business model and the calibre of its people to rise to the ongoing challenges by demonstrating, resilience and care as a team to both colleagues and customers. On that basis, I am pleased to present its operating and financial results for the year ended 30 June 2024.

PERFORMANCE SUMMARY

- Operating NPAT of \$59.7 million, up 1%.
- Operating EBITDA of \$128.5 million, up 7%.
- Global Case Sales of 3,614,000, down 2%.
- Cash from Operations of \$56.9 million, down 5%.
- Reported NPAT of \$31.4 million, down 52%.

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 and the tax effects of the removal of depreciation deductions on buildings. 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 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

TABLE 1 OPERATING PERFORMANCE¹

NZ\$ millions	June 2024	June 2023	% change vs 2023
Operating Revenue ¹	375.7	375.8	0%
Operating Gross Profit²	171.2	162.1	6%
Operating Gross Margin	46%	43%	
Operating Expenses ³	(68.5)	(65.3)	-5%
Operating EBIT⁴	102.7	96.8	6%
Operating EBIT % of Revenue	27%	26%	
Interest and Tax	(43.0)	(37.5)	-15%
Operating NPAT⁴	59.7	59.3	1%
Operating NPAT % of Revenue	16%	16%	
Operating EBITDA⁴	128.5	120.4	7%
Operating EBITDA % of Revenue	34%	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) and any other one-off non-operating items.
4. Operating EBIT, EBITDA and NPAT are before any fair value adjustments and any other one-off non-operating items.

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 Chair 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.

OPERATING PERFORMANCE

A strong operating NPAT of \$59.7 million was generated compared to \$59.3 million in the previous 12 months. Operating EBIT of \$102.7 million is \$5.9 million higher than last year reflecting improved margins through product and country mix and favourable foreign exchange rates. Accordingly Operating EBITDA of \$128.5 million is \$8.1 million higher than last year. Operating Expenses (before NZ IFRS adjustments) at \$68.5 million are \$3.2 million higher than last year.

Delegat achieved Operating Revenue of \$375.7 million on global case sales of 3,614,000 in the year.

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

TABLE 2 **CASE SALES AND FOREIGN CURRENCY**

	June 2024	June 2023	% change vs 2023
Case Sales (000s)			
UK, Ireland and Europe	1,183	1,237	-4%
North America (USA and Canada)	1,725	1,747	-1%
Australia, NZ and Asia Pacific	706	692	2%
Total Cases	3,614	3,676	-2%
Foreign Currency Rates			
GB£	0.4839	0.5032	4%
AU\$	0.9172	0.9173	0%
US\$	0.6133	0.6385	4%
CA\$	0.8231	0.8291	1%

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 three significant items at the year-end as described below and 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 provision is then released through Cost of Sales 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 2024, the market value of the Company grapes was less than the costs incurred, resulting in a \$5.0 million write-down (2023: write-up of \$20.9 million). This write-down is due to the decreased yields for the 2024 vintage (down 25% year on year). This write-down, less the impact of prior years' vintages being sold has resulted in a net write-down of \$24.0 million for the year (2023: write-up of \$2.1 million); and
- Derivative Instruments are 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-up of \$2.7 million (2023: write-up of \$5.6 million); and
- The tax effect of removal of depreciation deductions on buildings has resulted in a tax write down of \$13.0 million (2023: \$nil).

The above adjustments, net of taxation, amount to a write-down of \$28.3 million for the year (2023: write-up of \$5.5 million).

TABLE 3 IMPACT OF FAIR VALUE ADJUSTMENTS

NZ\$ millions	June 2024	June 2023	% change vs 2023
Operating NPAT	59.7	59.3	1%
Operating NPAT % of Revenue	16%	16%	
NZ IFRS Fair Value Items			
Biological Produce (Grapes) ¹	(24.0)	2.1	n/m ²
Derivative financial Instruments	2.7	5.6	-52%
Total Fair Value Items	(21.3)	7.7	n/m ²
Taxation of NZ IFRS fair value items	6.0	(2.2)	n/m ²
Removal of building tax depreciation	(13.0)	-	0%
Fair Value Items after Tax	(28.3)	5.5	n/m²
Reported NPAT	31.4	64.8	-52%

Notes:
1. Biological Produce (Grapes) is the difference between market value paid for grapes and 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.

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 2024 is reconciled to Operating Profit as detailed in table 4.

CASH FLOW

The Group generated Cash Flows from Operations of \$56.9 million in the current year, which is a decrease of \$2.8 million or 5% on the previous year. This decrease is principally due to the reduction in earnings for the year, partially offset by lower working capital investment when compared to the prior year. A total of \$71.6 million was paid for additional property, plant and equipment during the year. This includes vineyard developments in New Zealand, and development of the Hawke's Bay and Marlborough wineries, which will provide earnings growth into the years ahead. The Group distributed \$20.2 million to Shareholders in dividends.

The Group has a \$420 million syndicated Senior debt facility and is well positioned to fund its current operations as well as future capital investment in both New Zealand and Australia. The Group's net debt at 30 June 2024 amounted to \$360.1 million, an increase of 13% compared to last year and remains well within the Group's long-term bank debt facilities. Future growth in cashflows will support our capital expenditure program.

TABLE 4 RECONCILIATION OF REPORTING TO OPERATING PERFORMANCE

NZ\$ millions	June 2024			June 2023		
	Operating	Fair Value Adjustment	Reported	Operating	Fair Value Adjustment	Reported
Revenue	375.7	2.7	378.3	375.8	5.6	381.4
Cost of Sales	(204.5)	(24.0)	(228.4)	(213.7)	2.1	(211.6)
Gross Profit	171.2	(21.3)	149.9	162.1	7.7	169.8
Operating Expenses	(68.5)	-	(68.5)	(65.3)	-	(65.3)
EBIT¹	102.7	(21.3)	81.4	96.8	7.7	104.5
Interest and Tax	(43.0)	(7.0)	(50.0)	(37.5)	(2.2)	(39.7)
NPAT²	59.7	(28.3)	31.4	59.3	5.5	64.8
EBIT¹	102.7	(21.3)	81.4	96.8	7.7	104.5
Depreciation and amortisation	25.8	-	25.8	23.6	-	23.6
EBITDA³	128.5	(21.3)	107.2	120.4	7.7	128.1

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.

DIVIDENDS

The Directors consider that the underlying operational performance and continued strong cash flows justify maintaining the dividend payout in line with last year. Accordingly, the Directors are pleased to advise they have approved a fully imputed dividend payout of 20.0 cents per share. The dividend will be paid on 18 October 2024 to Shareholders on record at 4 October 2024.

INVESTING FOR GROWTH

The board is confident in the Group's ability to prosper and drive sustainable sales and earnings growth over the long term. Accordingly, the Group continues to invest in its assets, brands, and people in line with our strategic goal.

During the year under review \$69.1 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, Australia.

The Board also fully realises the importance of driving high standards of responsibility on Environmental, Social and Governance (ESG) issues across the business. A range of initiatives are underway across the company focused on reducing the Delegat Group environmental impact, enhanced Health and Safety outcomes for our people, and increasing diversity and inclusion.

The Group plans to invest an additional \$44.0 million in 2025 to provide earnings growth in the years ahead. This capital investment supports the Group's plan to grow sales to 3,900,000 cases by 2027 and will provide for further growth beyond that period.

OUR GREAT WINE PEOPLE

The Board would like to take this opportunity to acknowledge our Delegat Great Wine People around the world. Our global team have once again demonstrated great dedication and achieved ongoing success on our journey building a leading global Super Premium wine company. The commitment and talent of our global team underpins our success and positions the Group well to deliver on its substantial growth plans.

THE GROUP'S
FOCUS REMAINS ON
WINE CATEGORY
PREMIUMISATION AND
VALUE GROWTH, ALIGNING
TO THE LONG-TERM TREND
OF SUPER PREMIUM WINE
CONSUMPTION.

Our vision is supported by the strength of our business and the calibre of our Great Wine People. Our entire global team has been key to the company's performance over the last year ensuring ongoing success.



STEVEN CARDEN
MANAGING DIRECTOR

GLOBAL SALES PERFORMANCE

The Group achieved global sales of 3,614,000 cases, 2% lower than the previous year. This is a solid result considering New Zealand packaged wine exports are down 16% during the same period. This performance is testament to the strength of our brands, the enduring relationships with our distributor partners and the effectiveness of our entire global team. The Group's focus remains on wine category premiumization and value growth, aligning to the long-term trend of super premium wine consumption.

Sales continue to be well diversified by market, with 48% of the Group's sales in North America, 33% in the United Kingdom, Ireland and Europe, and 19% in the Australia, New Zealand and Asia Pacific region. Our in-market sales teams remain a strength of the business and they have engaged productively with customers and distributors throughout the year.

NORTH AMERICA

The Group achieved sales of 1,725,000 cases in North America, down 1% on the previous year. The North American market remains a key focus for growth.

The United States, with over 60 million premium wine consumers, is the Group's largest market and our most significant opportunity for future growth. The demand for premium New Zealand wine continues to grow and New Zealand is the fastest growing country of origin in premium US wine. Oyster Bay is the category leading New Zealand wine brand in the US market and Oyster Bay Sauvignon Blanc is a top five white wine by value.

Our focus remains on expanding our share of the growing Sauvignon Blanc category while also growing our Pinot Noir, Pinot Grigio and Chardonnay varietals. This will involve further investment in improving our Rate of Sale across our distribution footprint and reaching new consumers with our digital marketing program. Oyster Bay Pinot Grigio has become the fastest growing premium Pinot Grigio in US retail, backed by the addition of 1,160 additional points of distribution over the course of the year.

In Canada, Oyster Bay has maintained its position as a category leading premium wine brand. This success is underpinned by a strong distribution presence across each of Canada's provincial liquor boards, supported by long term investment in consumer communications throughout the market. Oyster Bay Sauvignon Blanc remains a leading white wine in the country. Oyster Bay Chardonnay, Pinot Grigio and Pinot Noir are in the top selling Premium wines in their respective varietal categories, regardless of origin. In Alberta and British Columbia, Barossa Valley Estate Shiraz and Cabernet Sauvignon are both in the top five selling Australian Premium wines in their respective varietal categories. Canada remains a focus market in the years ahead.

UNITED KINGDOM, IRELAND AND EUROPE

Oyster Bay continues to outperform the premium wine category in the United Kingdom and has maintained a Premium category leadership position through targeted price increases. Sales in the United Kingdom, Ireland and Europe region were 1,183,000 cases, 4% lower than

the previous year. This reduction in sales from the previous year is largely due to price increases the Group implemented at the start of the financial year.

Oyster Bay Merlot continues to lead the varietal category above £8, regardless of origin. This reflects the power of the Group's brands and distribution platform, alongside successful promotional programming with key National Account customers.

In Ireland, the Group had a successful year with sales increasing by 11% over last year. Oyster Bay remains the number one premium New Zealand wine brand. Oyster Bay Sauvignon Blanc, Chardonnay, Merlot, and Pinot Noir remain the top-selling wines in their respective varietal categories above €9.

AUSTRALIA, NEW ZEALAND AND ASIA PACIFIC

The Group delivered growth in the Australia, New Zealand and Asia Pacific region, increasing sales volumes by 2% to 704,000 cases. In New Zealand and Australia, Oyster Bay remains a leading premium wine brand.

In Australia, Oyster Bay Sauvignon Blanc remains the top-selling wine by value. Oyster Bay Merlot is the top-selling premium Merlot whilst Oyster Bay Chardonnay and Pinot Gris are among category leaders. Barossa Valley Estate Grenache Shiraz Mourvèdre maintained its leadership position in its premium varietal category.

In New Zealand, all Oyster Bay wines are in the top five selling Premium wines in their respective varietal categories. This leadership is particularly impressive considering the introduction of a price increase in the market during the year.

In China, the Group again experienced very strong growth (up 51% over last year) as wine consumption patterns evolve. Oyster Bay is now New Zealand's top wine brand by volume in China. China represents a long-term growth opportunity for the Group. The Asia Pacific and the Middle East regions also remain growth markets for the Group.

BRANDS AND COMMUNICATIONS

The Group's goal remains to establish Oyster Bay and Barossa Valley Estate as leading brands in the premium wine category globally. Marketing activities are tailored to the specific needs of each market and phases of brand development. Marketing programmes are designed to grow consumer awareness and affinity, supporting distribution and Rate of Sale growth for our brands. Last year Oyster Bay engaged online with 75 million wine lovers across the globe through various digital media platforms, delivering over 995 million impressions. We will continue to invest in consumer communications to drive awareness, strengthen brand affinity and support sales growth.

The Group works closely with its retail partners to develop highly effective in-store activations that support rate of sale and nurture long-term brand affinity. In today's consumer environment, the Group uses a mix of media channels, both online and offline, to attract and engage the premium wine consumer.

In recognition of its market performance and reputation, Oyster Bay continues to be recognised as a Blue Chip Brand by New York's IMPACT Magazine, a status reserved only for brands of substantial size and sustained growth over many years. Oyster Bay was also recognised by Drinks International as one of The World's Most Admired Wine Brands 2024.

The Group continues to demonstrate New Zealand's potential beyond Sauvignon Blanc. US leading e-commerce delivery platform GoPuff reported that Oyster Bay Sauvignon Blanc is amongst the five most popular products overall, and Oyster Bay Pinot Grigio as the most trending wine of the year.

OYSTER BAY ENGAGED ONLINE WITH 75 MILLION WINE LOVERS ACROSS THE GLOBE.

2024 HARVEST

The 2024 harvest, although light, yielded exceptional quality fruit across all three of our wine regions.

The Group harvest of 34,150 tonnes was down 25% from the 2023 harvest. Marlborough, Hawke's Bay and Barossa Valley experienced cooler spring growing conditions resulting in a significant, region-wide reduction in yield for the 2023/24 growing season. The Group has appropriate inventories to achieve the 2025 forecast case sales as outlined in this report.

SUSTAINABILITY

Sustainability remains a priority for the Group, reflecting the strong leadership role the Group plays in the practice of sustainable winegrowing 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. This year, Barossa Valley Estate achieved Sustainable Winegrowing Australia Accreditation, with the winery and all vineyards 100% accredited by the national sustainability programme.

The Group utilises a sustainability framework that focuses on three key stakeholder areas: (1) Building an enduring wine business (addressing climate risk and greenhouse gas emissions, shareholder value, risk and governance, and water stewardship); (2) Ensuring our people and community thrive (encompassing health, safety and wellbeing, diversity and inclusion,

and engagement, employment and collaboration); and (3) Crafting wine with care (covering biodiversity, packaging and waste, and sustainable viticulture and winemaking). This framework drives various initiatives aimed at promoting positive environmental, social and governance outcomes throughout the business. With the Group's enhanced Wellbeing, Health & Safety programme, the Long Term Injury Frequency Rate decreased by 39% over the past year.

The Group is Toitū CarbonReduce certified and has established goals and initiatives to lower our carbon intensity. This year, the Group will be publishing its first annual climate-related disclosures statement.

GROUP OUTLOOK

The Group's strategic goal is to build a leading global Super Premium wine company. Delegat will build global brands from world leading regions, focusing on the varieties which those regions can produce to a globally recognised standard.

Delegat plans to grow sales by 8% to 3,900,000 cases over the next three years. The primary driver of planned growth is Oyster Bay sales in North America. Accordingly, the Group will continue to invest strongly in that market. We will also continue exploring opportunities to improve our price realisation across all markets, helping improve our profitability margins.

With respect to the 2025 year, Delegat plans for global sales of 3,585,000 cases and forecasts Operating Net Profit after Tax to be in the range of \$55 to \$60 million.

TABLE 5 **GROUP OUTLOOK CASE SALES**

	2024	2025	2026	2027
Case Sales (000s)	Actual	Forecast	Projection	Projection
Total Cases	3,614	3,585	3,744	3,900

OUR PEOPLE

I would like to take this opportunity to thank each and every one of our Delegat Great Wine People. They continue to collectively build a high performance team culture that has earned recognition across the global wine industry. We are immensely grateful for their hard work and resilience, which has been instrumental to the company's performance over the last year. Our people bring to life our core values of Winning Together, Aim High and Mastery and we are proud to have such an extraordinary team supporting our vision and goals.

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;
- Oversight of the identification, management and reporting of climate-related risks and opportunities;
- Ensuring the Group develops effective policies and procedures concerning disclosure of important information to the market and Shareholders;
- Setting and monitoring high standards of ethical behaviour in the Group; and
- Oversight of the Group's people and culture policies and strategies, including: remuneration, health and safety, succession and development, diversity and inclusion.

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 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 People, Culture and Safety Committee.

The Board currently comprises six Directors, five of whom are non-executive (Jim Delegat, Rose Delegat, Alan Jackson, Phillipa Muir and Gordon MacLeod); three of whom are non-independent (Jim Delegat, Rose Delegat, and Steven Carden); and three of whom are independent (Alan Jackson, Phillipa Muir and Gordon MacLeod), 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 holds additional meetings as required to deal with specific matters of the Group.



JIM DELEGAT Chair

Jim Delegat is the Chair 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, he has been a 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. Jim is a member of the Institute of Directors.



STEVEN CARDEN Managing Director

Steven Carden is the Managing Director of Delegat Group Limited. Steven is responsible for developing growth plans, building a high performing organisation and executing business plans. Prior to joining Delegat in January 2022, Steven was the CEO of New Zealand's largest farming company, Pāmu, where he transformed the State Owned Enterprise into a modern, diversified agribusiness. Steven has held senior executive roles at PGG Wrightson, and was a former manager at McKinsey & Company in New York. Steven is the founder of the First Foundation charity, and the vertical farming company, 26 Seasons.



ROSAMARI (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 to the company for more than 35 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 Delegat was awarded Visionary Leader at the Deloitte Top 200 Awards 2022. She is a Member of the Institute of Directors.



Dr ALAN JACKSON Non-Executive Independent Director

Dr Alan Jackson is a Non-Executive Director of Deleat 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. In addition, Alan has over 10 years experience, including Chair of Housing New Zealand, New Zealand Thoroughbred Racing, ThoroughVision Network and as a Director of Fletcher Building. Alan is a Fellow of the Institute of Professional Engineers and Chartered Fellow of the New Zealand Institute of Directors.



PHILLIPA MUIR Non-Executive Independent Director

Phillipa Muir is a Non-Executive Director of Deleat Group Limited and joined the Board in 2020. Phillipa is currently also a senior partner and Chair of law firm Simpson Grierson, a Trustee of Sweet Louise Foundation and Chair of Auckland Grammar School's Headmaster's Council. Phillipa was awarded the Excellence in Governance Award at the NZ Women in Governance Awards 2018 and has held a number of previous governance roles. She is a Member of the Institute of Directors.



GORDON MACLEOD Non-Executive Independent Director

Gordon is a Non-Executive Director of Deleat Group Limited and joined the Board in February 2022. Gordon also Chairs the Audit and Risk Committee of the Company. Gordon is a professional director and is also a Director of Spark New Zealand Limited, and a Trustee of Breast Cancer Foundation NZ. He previously worked for 15 years with Ryman Healthcare, as Chief Executive Officer and before that as Deputy Chief Executive Officer and Chief Financial Officer. He has been a corporate finance Partner with PwC and was the Finance Director of a London-listed hi-tech engineering company. Gordon has a Bachelor of Commerce degree and is a Fellow of Chartered Accountants Australia and New Zealand (FCA). He is a Member of the Institute of Directors.

DIRECTORS' RESPONSIBILITY STATEMENT 2024

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 2024.

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.

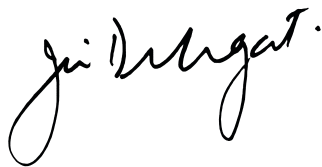
The Directors believe that proper accounting records have been kept which enable, with reasonable accuracy, the determination of the financial position and financial performance of the Group and the compliance of the financial statements with the Financial Markets Conduct Act 2013 and Financial Reporting 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 2024.

The Board of Directors of the Group authorised these financial statements for issue on 29 August 2024.

For, and on behalf of, the Board.



JIM DELEGAT
CHAIR



STEVEN CARDEN
MANAGING DIRECTOR

29 August 2024



STATEMENT OF FINANCIAL PERFORMANCE

	Notes	2024 \$000	2023 \$000
Revenue	3	378,346	381,442
Profit before finance costs	4	81,283	104,477
Finance costs	3	19,705	14,726
Profit before income tax		61,578	89,751
Income tax expense	18	30,201	24,926
Profit for the year attributable to Shareholders of the Parent Company		31,377	64,825
Earnings per share			
- Basic and fully diluted earnings per share (cents per share)	5	31.03	64.10

The accompanying notes form part of these financial statements

STATEMENT OF OTHER COMPREHENSIVE INCOME

	Notes	2024 \$000	2023 \$000
Profit after income tax		31,377	64,825
<i>Other comprehensive income that may subsequently be classified to the profit and loss:</i>			
- Translation of foreign subsidiaries	6b	183	311
- Net (loss)/gain on hedge of a net investment		(125)	572
- Income tax relating to components of other comprehensive income	18	35	(160)
Total comprehensive income for the year, net of tax		31,470	65,548
Comprehensive income attributable to Shareholders of the Parent Company		31,470	65,548

The accompanying notes form part of these financial statements

STATEMENT OF CHANGES IN EQUITY

FOR THE YEAR ENDED 30 JUNE 2024

	Notes	Share Capital	Foreign Currency Translation Reserve	Retained Earnings	Total Equity
		\$000	\$000	\$000	\$000
Balance at 30 June 2023		49,815	(74)	495,030	544,771
Changes in equity for the year ended 30 June 2024					
<i>Other comprehensive income</i>					
- Translation of foreign subsidiaries	6b	-	183	-	183
- Net loss on hedge of a net investment		-	(125)	-	(125)
- Income tax relating to components of other comprehensive income	18	-	35	-	35
Total other comprehensive income		-	93	-	93
- Net profit for the year		-	-	31,377	31,377
Total comprehensive income for the year		-	93	31,377	31,470
<i>Equity transactions</i>					
- Dividends paid to Shareholders	7	-	-	(20,242)	(20,242)
Balance at 30 June 2024		49,815	19	506,165	555,999

The accompanying notes form part of these financial statements

STATEMENT OF CHANGES IN EQUITY CONTINUED

FOR THE YEAR ENDED 30 JUNE 2023

	Notes	Share Capital	Foreign Currency Translation Reserve	Retained Earnings	Total Equity
		\$000	\$000	\$000	\$000
Balance at 30 June 2022		49,815	(797)	450,448	499,466
Changes in equity for the year ended 30 June 2023					
<i>Other comprehensive income</i>					
- Translation of foreign subsidiaries	6b	-	311	-	311
- Net gain on hedge of a net investment		-	572	-	572
- Income tax relating to components of other comprehensive income	18	-	(160)	-	(160)
Total other comprehensive income		-	723	-	723
- Net profit for the year		-	-	64,825	64,825
Total comprehensive income for the year		-	723	64,825	65,548
<i>Equity transactions</i>					
- Dividends paid to Shareholders	7	-	-	(20,243)	(20,243)
Balance at 30 June 2023		49,815	(74)	495,030	544,771

The accompanying notes form part of these financial statements

STATEMENT OF FINANCIAL POSITION

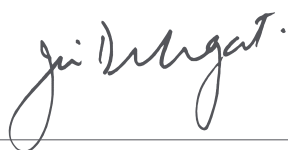
	Notes	2024 \$000	2023 \$000
Equity			
Share capital	6	49,815	49,815
Foreign currency translation reserve	6b	19	(74)
Retained earnings		506,165	495,030
Total Equity		555,999	544,771
Liabilities			
Current Liabilities			
Trade payables and accruals	8	37,760	52,211
Derivative financial instruments	9	46	4,009
Income tax payable		2,927	1,955
Lease liability	17	9,663	5,231
		50,396	63,406
Non-Current Liabilities			
Deferred tax liability	18	55,092	40,785
Derivative financial instruments	9	-	9
Interest-bearing loans and borrowings	10	369,478	326,008
Lease liability	17	84,950	88,328
		509,520	455,130
Total Liabilities		559,916	518,536
Total Equity and Liabilities		1,115,915	1,063,307

The accompanying notes form part of these financial statements

STATEMENT OF FINANCIAL POSITION CONTINUED

	Notes	2024 \$'000	2023 \$'000
Assets			
Current Assets			
Cash and cash equivalents		9,384	6,610
Trade and other receivables	11	86,128	62,478
Derivative financial instruments	9	2,707	2,605
Inventories	12	181,924	209,755
Biological work in progress	13	15,565	14,710
Assets held for sale	15	7,240	-
		302,948	296,158
Non-Current Assets			
Property, plant and equipment	14	728,180	686,002
Right-of-use assets	17	76,769	71,457
Intangible assets	16	6,434	6,721
Derivative financial instruments	9	1,584	2,969
		812,967	767,149
Total Assets		1,115,915	1,063,307

For, and on behalf of, the Board, who authorised the issue of the financial statements on 29 August 2024.



J N Delegat, Chair



SD Carden, Managing Director

The accompanying notes form part of these financial statements

STATEMENT OF CASH FLOWS

	2024 \$000	2023 \$000
Operating Activities		
Cash was provided from		
Receipts from customers	352,239	367,963
Net GST received	1,889	-
	354,128	367,963
Cash was applied to		
Payments to suppliers and employees	262,922	274,245
Net GST paid	-	1,596
Net interest paid	19,449	10,516
Net income tax paid	14,896	21,890
	297,267	308,247
Net Cash Inflows from Operating Activities	56,861	59,716
Investing Activities		
Cash was provided from		
Proceeds from sale of property, plant and equipment	99	202
Dividends received	18	46
	117	248
Cash was applied to		
Purchase of property, plant and equipment	65,978	62,857
Purchase of intangible assets	32	332
Capitalised interest paid	5,563	3,054
	71,573	66,243
Net Cash Outflows from Investing Activities	(71,456)	(65,995)

The accompanying notes form part of these financial statements

STATEMENT OF CASH FLOWS CONTINUED

	2024 \$000	2023 \$000
Financing Activities		
Cash was provided from		
Proceeds from borrowings	51,056	85,716
	51,056	85,716
Cash was applied to		
Dividends paid to shareholders	20,232	20,231
Borrowing facility fees	200	128
Repayment of borrowings	8,032	12,467
Repayment of lease liability	5,188	45,053
	33,652	77,879
Net Cash Inflows from Financing Activities	17,404	7,837
Net Increase in Cash Held	2,809	1,558
Cash and cash equivalents at beginning of the year	6,610	5,117
Effect of exchange rate changes on foreign currency balances	(35)	(65)
Cash and Cash Equivalents at End of the Year	9,384	6,610

The accompanying notes form part of these financial statements

STATEMENT OF CASH FLOWS CONTINUED

	2024 \$000	2023 \$000
Reconciliation of Profit for the Year with Cash Flows from Operating Activities		
Reported profit after tax	31,377	64,825
Add/(deduct) items not involving cash flows		
Depreciation and amortisation expense	25,835	23,611
Other non-cash items	(4,307)	676
Loss on disposal of assets	40	67
Movement in derivative financial instruments	(2,689)	(5,552)
Movement in deferred tax liability	14,307	7,785
	33,186	26,587
Movement in working capital balances are as follows		
Trade payables and accruals	(14,451)	10,775
Trade and other receivables	(23,650)	(8,349)
Inventories	27,831	(26,772)
Biological work in progress	(855)	(1,006)
Income tax	972	(4,641)
Add items classified as investing and financing activities		
Capital purchases included within trade payables and inventories	2,451	(1,703)
	(7,702)	(31,696)
Net Cash Inflows from Operating Activities	56,861	59,716
Reconciliation of movement in Net Debt:		
Opening balance at 1 July	319,398	248,660
Per statement of cash flows:		
– Net proceeds from borrowings	43,024	73,249
– Borrowing facility fees	(200)	(128)
– Net Increase in cash held	(2,809)	(1,558)
Foreign exchange movement	283	(1,088)
Other non-cash movements	398	263
Closing balance at 30 June	360,094	319,398

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 2024 were authorised for issue in accordance with a resolution of the Directors on 29 August 2024.

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

BASIS OF CONSOLIDATION

The consolidated financial statements comprise the financial statements of the Group as at 30 June 2024 and comparatives as at 30 June 2023.

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.

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 on the following pages.

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

1. GENERAL INFORMATION (CONTINUED)

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

a) 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.

b) 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.

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

1. GENERAL INFORMATION (CONTINUED)

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, Estimate or Assumption	Note
Selling, marketing and promotional accruals	Note 3 Revenue and Segmental Reporting
Fair value of grapes at point of harvest	Note 12 Inventories
Estimation of useful lives of assets	Note 14 Property, Plant and Equipment
Impairment of property, plant and equipment	Note 14 Property, Plant and Equipment
Impairment of intangible assets	Note 16 Intangible Assets
Lease term and discount rates	Note 17 Leases

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.

NEW ACCOUNTING STANDARDS AND INTERPRETATIONS

The accounting policies set out in these financial statements are consistent for all periods presented except as identified below.

Climate-related disclosure standard

The New Zealand External Reporting Board (XRB) has published a suite of standards, Aotearoa New Zealand Climate Standards (NZ CS), in line with the recommendations of the Task Force on Climate-related Financial Disclosures (TCFD), the global best-practice benchmark for climate-related reporting. The Climate Standards are effective for annual periods beginning on or after 1 January 2023. The standard provides certain adoption exemptions in the entities' first reporting period. The group has applied the standard from 1 July 2023, using all adoption exemptions.

Application of this standard by the group has not materially affected any of the amounts recognised in these financial statements.

During October 2024 the Group will issue its first Climate Related Disclosure for the period ended 30 June 2024, in accordance with NZ CS.

Accounting standards not yet effective

New or revised standards and interpretations that have been approved but are not yet effective have not been adopted by the group for the year ended 30 June 2024.

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

1. GENERAL INFORMATION (CONTINUED)

Accounting standards not yet effective (continued)

NZ IFRS 18 Presentation and Disclosure in Financial Statements, issued in May 2024, is effective for annual reporting periods beginning on or after 1 January 2027, and entities can early adopt this accounting standard. NZ IFRS 18 sets out requirements for the presentation and disclosure of information in general purpose financial statements to help ensure they provide relevant information that faithfully represents an entity's assets, liabilities, equity, income and expenses. The group is yet to assess NZ IFRS 18's full impact. The group intends to apply the standard when it becomes mandatory from 1 January 2027.

There are no other new or amended standards that are issued but not yet effective, that are expected to have a material impact on the group.

2. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES

The Group's principal financial liabilities comprise interest-bearing loans and borrowings, lease liabilities, and 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 and cash equivalents, 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 Chief Financial Officer, Group Financial Controller, Group 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, HKD/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 below \$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.

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

2. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES (CONTINUED)

At 30 June 2024, had the New Zealand Dollar (NZD) moved as illustrated in the following table with all other variables held constant, post-tax profit and equity would have been affected as follows:

Group	IMPACT ON 2024 REPORTED		IMPACT ON 2023 REPORTED	
	Post-Tax Profits \$000 Increase/ (decrease)	Equity \$000 Increase/ (decrease)	Post-Tax Profits \$000 Increase/ (decrease)	Equity \$000 Increase/ (decrease)
NZD/USD +5%	3,171	3,171	2,544	2,544
NZD/USD -5%	(3,806)	(3,806)	(3,072)	(3,072)
NZD/GBP +5%	2,070	2,070	2,168	2,168
NZD/GBP -5%	(2,508)	(2,508)	(2,452)	(2,452)
NZD/AUD +5%	693	(406)	667	(427)
NZD/AUD -5%	(785)	430	(734)	476
NZD/CAD +5%	336	336	522	522
NZD/CAD -5%	(384)	(384)	(649)	(649)
NZD/EUR +5%	40	40	133	133
NZD/EUR -5%	(44)	(44)	(147)	(147)

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 of 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.

HEDGE OF NET INVESTMENT IN FOREIGN OPERATION



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.

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

2. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES (CONTINUED)

External borrowings of A\$29,350,000 (2023: \$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 2024.

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 between 0% to 60% of projected core debt facilities for three to 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:

	IMPACT ON 2024 REPORTED		IMPACT ON 2023 REPORTED	
	Post-Tax Profits \$000	Equity \$000	Post-Tax Profits \$000	Equity \$000
<i>Group</i>				
2.00% Increase – 200 basis points (2023: 2.00% Increase – 200 basis points)	1,881	1,881	2,200	2,200
0.25% Decrease – 25 basis points (2023: 0.25% Decrease – 25 basis points)	(235)	(235)	(275)	(275)

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.

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

2. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES (CONTINUED)

- Interest payable on bank debt is based upon the BKBM/BBSY plus a margin. The margin is dependent upon the Group achieving certain financial covenants and the margin ranges from 0.91% to 2.05% (2023: 0.91% to 1.90%). 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/BBSY 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

Credit risk refers to the risk that a counterparty will default on its contractual obligations resulting in financial loss to the Group.

To the extent the Group has a receivable from another party, there is a credit risk in the event of non-performance by that counterparty and arises principally from receivables from customers, derivative financial instruments and the investment of cash.

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 Group places cash, short-term deposits, and derivative financial instruments with good credit quality counterparties.

The Group is not exposed to any significant concentrations of credit risk, within receivables, other assets, and derivatives.

The carrying amount of financial assets recorded in the financial statements represent the Group's maximum exposure to credit risk.

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).

A General Security Agreement exists in favour of Westpac New Zealand Limited, Westpac Banking Corporation, Bank of New Zealand Limited, China Construction Bank (New Zealand) Limited and Hongkong and Shanghai Banking Corporation 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 table on page 43 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.

The table on page 43 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.

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

2. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES (CONTINUED)

<i>Facility Type</i> 30 June 2024	Facility Limit	Drawn at Balance Sheet Date	< 1 year	1 to 2 years	> 2 years
	\$000	\$000	\$000	\$000	\$000
Working Capital facility	45,000	21,381	1,518	22,275	–
Multicurrency facility A	100,000	100,000	6,900	104,064	–
Multicurrency facility B	100,000	100,000	7,050	7,050	104,153
Term facility	39,900	39,897	3,032	41,683	–
Headroom facility	20,000	–	–	–	–
Revolving loan facility	45,000	45,000	3,069	46,808	–
AUD facility A	32,045	32,045	1,847	1,847	33,133
AUD facility B	38,214	31,663	1,796	32,721	–
Lease liability	N/A	94,613	11,752	11,988	166,732
Low value asset leases	N/A	N/A	5,160	3,885	5,331
Derivative financial instruments	N/A	N/A	184,711	17,715	(571)
Trade payables and accruals	N/A	30,456	30,456	–	–
Financial guarantee contracts	N/A	N/A	144	–	–
As at 30 June 2024	420,159	495,055	257,435	290,036	308,778

Included in the table above are financial guarantees which are presented 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.

<i>Facility Type</i> 30 June 2023	Facility Limit	Drawn at Balance Sheet Date	< 1 year	1 to 2 years	> 2 years
	\$000	\$000	\$000	\$000	\$000
Working Capital facility	45,000	21,183	1,476	22,053	–
Multicurrency facility A	100,000	100,000	6,620	103,899	–
Multicurrency facility B	100,000	100,000	6,770	6,770	110,758
Term facility	39,900	39,897	2,908	41,610	–
Headroom facility	20,000	–	–	–	–
Revolving loan facility	45,000	–	–	–	–
AUD facility A	31,920	31,920	1,570	1,570	34,415
AUD facility B	38,064	33,714	1,649	1,649	34,685
Lease liability	N/A	93,559	10,220	9,338	137,821
Low value asset leases	N/A	N/A	4,952	3,897	5,141
Derivative financial instruments	N/A	N/A	178,629	1,529	(1,423)
Trade payables and accruals	N/A	44,226	44,226	–	–
Financial guarantee contracts	N/A	N/A	474	–	–
As at 30 June 2023	419,884	464,499	259,494	192,315	321,397

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

2. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES (CONTINUED)

All of the above facilities have a floating rate of interest which is tied to the New Zealand BKBM for NZD facility/ Australian BBSY for AUD facility plus margin. At balance sheet date the Group has interest rate swaps that cover \$132,296,000 (2023: \$117,189,000) 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:

	2024 \$000	2023 \$000
Financial Assets		
Financial assets at amortised cost	85,829	60,320
Financial assets at fair value through profit and loss	4,291	5,574
	90,120	65,894
Financial Liabilities		
Financial liabilities at amortised cost	494,546	463,793
Financial liabilities at fair value through profit or loss	46	4,018
	494,592	467,811

The Group does not have any financial assets or liabilities that are classified as fair value through other comprehensive income (FVOCI).

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 below:

30 June 2024	Level 1 \$000	Level 2 \$000	Level 3 \$000	Total \$000
Financial Assets				
Foreign currency forward exchange option contracts	–	386	–	386
Foreign currency forward exchange contracts	–	856	–	856
Interest rate swap contracts	–	3,049	–	3,049
	–	4,291	–	4,291
Financial Liabilities				
Foreign currency forward exchange contracts	–	46	–	46
	–	46	–	46

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

2. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES (CONTINUED)

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, calculated using discounted cash flow models and observable market rates of interest and foreign exchange. If all significant inputs come from observable market data the instrument is included in Level 2 of the hierarchy.

30 June 2023	Level 1 \$000	Level 2 \$000	Level 3 \$000	Total \$000
Financial Assets				
Foreign currency forward exchange option contracts	–	24	–	24
Foreign currency forward exchange contracts	–	173	–	173
Interest rate swap contracts	–	5,377	–	5,377
	–	5,574	–	5,574
Financial Liabilities				
Foreign currency forward exchange option contracts	–	1,125	–	1,125
Foreign currency forward exchange contracts	–	2,893	–	2,893
	–	4,018	–	4,018

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 while ensuring the lowest cost of capital is available to the Group.

Management reviews 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 has 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.

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

3. REVENUE AND SEGMENTAL REPORTING



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 in 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 inter-company stock margin eliminations are managed on a group basis and are not allocated to operating segments.



REVENUE

Revenue is recognised when the Group satisfies its performance obligation to the customer. Satisfaction of a performance obligation occurs when the Group has transferred a promised good to the customer and when the customer obtains control of that good. 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 control of the wine has passed to the buyer and the costs incurred or to be incurred in respect of the transaction can be measured reliably. Control is considered passed to the buyer at the time of delivery of goods to the customer. External sales revenue includes various payments to customers for volume discounts, rebates and other promotional support.

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.

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

3. REVENUE AND SEGMENTAL REPORTING (CONTINUED)

E REVENUE

Sales are often made with volume discounts, other rebates and various other payments to customers for promotional support. 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. Other payments to customers for promotional support include listing fees, mailer fees and other incentives. For these 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 2024 the Group has recognised accruals of \$28.8 million (2023: \$25.7 million). The majority of these amounts will be settled within the six months following balance date.

<i>Year ended 30 June 2024</i>	Delegat Limited	Delegat Australia Pty Ltd	Delegat Europe Limited	Delegat USA, Inc.	Other Segments ¹⁰	Eliminations and Adjustments ¹¹	Year Ended 30 June 2024
	\$000	\$000	\$000	\$000	\$000	\$000	\$000
Operating income							
External sales ^{2,8}	78,025	61,222	127,516	196,823	9,997	(98,049)	375,534
Internal sales	330,854	-	-	-	11,025	(341,879)	-
Unrealised foreign exchange (loss)/gain	(1,294)	-	45	-	2	1,294	47
Fair value gain on derivative financial instruments	2,689	-	-	-	-	-	2,689
Dividend revenue	18	-	-	-	797	(781)	34
Interest revenue	25	9	2	-	6	-	42
Total segment revenues¹	410,317	61,231	127,563	196,823	21,827	(439,415)	378,346
Operating expenses							
Interest expense ³	17,381	51	8	65	2,200	-	19,705
Depreciation and amortisation ⁴	22,877	588	158	541	1,671	-	25,835
Income tax expense ⁵	13,516	358	955	789	593	13,990	30,201
Segment profit	34,456	813	2,848	2,366	2,244	(11,350)	31,377
Assets							
Segment assets ⁶	1,038,624	9,684	49,262	46,818	110,479	(138,952)	1,115,915
Capital expenditure ⁷	68,523	2	-	10	549	-	69,084
Segment liabilities	540,126	3,752	32,058	19,993	38,633	(74,646)	559,916

Refer to footnotes on page 48

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

3. REVENUE AND SEGMENTAL REPORTING (CONTINUED)

Year ended 30 June 2023	Delegat Limited	Delegat Australia Pty Ltd	Delegat Europe Limited	Delegat USA, Inc.	Other Segments ¹⁰	Eliminations and Adjustments ¹¹	Year Ended 30 June 2023
	\$000	\$000	\$000	\$000	\$000	\$000	\$000
Operating income							
External sales ^{2,9}	74,612	59,865	123,058	201,386	8,623	(93,674)	373,870
Internal sales	341,495	-	-	-	10,039	(351,534)	-
Unrealised foreign exchange gain/(loss)	2,411	-	90	-	(3)	(595)	1,903
Fair value gain on derivative financial instruments	5,552	-	-	-	-	-	5,552
Dividend revenue	2,914	-	-	-	86,078	(88,926)	66
Interest revenue	32	7	-	-	12	-	51
Total segment revenues¹	427,016	59,872	123,148	201,386	104,749	(534,729)	381,442
Operating expenses							
Interest expense ³	12,921	49	10	40	1,706	-	14,726
Depreciation and amortisation ⁴	20,428	616	150	550	1,867	-	23,611
Income tax expense ⁵	23,280	352	788	828	352	(674)	24,926
Segment profit/(loss)	62,265	804	3,049	2,539	86,826	(90,658)	64,825
Assets							
Segment assets ⁶	1,005,876	10,293	62,221	32,444	130,621	(178,148)	1,063,307
Capital expenditure ⁷	100,907	6	3	33	782	-	101,731
Segment liabilities	541,739	4,419	47,943	8,067	40,779	(124,411)	518,536

¹ Intersegment revenues are eliminated on consolidation. Intercompany profit margins are also eliminated.

² External sales revenue includes various payments to customers for volume discounts, rebates and other promotional support. For volume discounts, rebates and other promotional support not invoiced at 30 June 2023 the Group recognised accruals of \$25,719,000 (30 June 2022: \$21,458,000). During the year \$172,000 of these accruals have been released (2023: \$1,095,000).

³ Interest expense is net of any interest capitalised to long-term assets and inventory. During the year \$5,563,000 (2023: \$3,054,000) was capitalised to long-term assets. During the year \$4,780,000 (2023: \$4,580,000) was capitalised to inventory.

⁴ Depreciation and amortisation expense presented above is gross of \$21,796,000 (2023: \$19,561,000), which has been included within inventory.

⁵ Segment income tax expense does not include the deferred tax impacts of temporary differences arising from intercompany stock margin eliminations as this is managed on a group level.

⁶ 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.

⁷ 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.

⁸ During the 2024 financial year Delegat USA, Inc had a single customer which comprised 10% or more of group sales amounting to \$96,737,000.

⁹ During the 2023 financial year Delegat USA, Inc had a single customer which comprised 10% or more of group sales amounting to \$105,289,000.

¹⁰ Other segments' assets include non-current assets of Barossa Valley Estate Pty Limited of \$45,492,000 (2023: \$46,292,000) which are located in Australia.

¹¹ 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

Expenses by function have been categorised as follows:

	Notes	2024 \$000	2023 \$000
Cost of sales		228,488	211,634
Selling, marketing and promotion expenses		49,637	45,837
Corporate governance expenses		1,709	1,405
Administration expenses		17,229	18,089
		297,063	276,965
Specific components of the above expenses include:			
Directors' fees – Delegat Group Limited		660	702
Directors' fees – Overseas subsidiaries		54	60
Depreciation ¹	14, 17	25,492	23,218
Amortisation	16	343	393
Wages and salaries ²		55,397	51,206
Defined contribution pension plans ²		2,177	1,996
Termination benefits paid ²		186	201
Auditor Remuneration^{3,4}			
Assurance services			
Audit of the financial statements		467	309
Non-assurance services			
Tax compliance		40	24
Total remuneration		507	333

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 \$21,796,000 (2023: \$19,561,000) 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 \$13,813,000 (2023: \$11,841,000) 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 auditor of Delegat Group Limited is Deloitte. Amounts received, or due and receivable, by Deloitte are as disclosed above.

⁴ During the year the Group also paid \$6,000 (2023: \$5,000) to SBA Stone Forest CPA Co Ltd for the audit of the local financial statements of Delegat (Shanghai) Trading Co. Limited.

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

5. EARNINGS PER SHARE



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; and
- 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:

	2024	2023
a) Earnings Used in Calculating Earnings per Share		
Profit for the year – basic and fully diluted (\$000)	31,377	64,825
b) Weighted Average Number of Shares		
Weighted average number of shares – basic and fully diluted (000s)	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	31.03	64.10

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

6. SHARE CAPITAL



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.

	2024 \$000	2023 \$000
Balance at beginning of the year	49,815	49,815
Balance at end of the year	49,815	49,815

a) Movement in the Number of Ordinary Shares on Issue	Shares Held	
	000s	000s
Balance at beginning of the year	101,130	101,130
Balance at 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 \$183,000 upon the translation of foreign subsidiaries (2023: \$311,000).

7. DIVIDENDS PAID AND PROPOSED

a) Recognised Amounts

Dividends that were declared and paid on ordinary shares during the year amounted to \$20,242,000 (2023: \$20,243,000) equating to 20.0 cents per share (2023: 20.0 cents per share).

b) Unrecognised Amounts

After the balance sheet date, dividends of 20.0 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.

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

8. TRADE PAYABLES AND ACCRUALS



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 and accruals 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 and accruals 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 and accruals 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 or accruals 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.

	2024 \$000	2023 \$000
Trade payables	15,008	28,468
Employee entitlements and leave benefits	6,614	7,501
Goods and services tax	691	484
Accrued expenses	15,447	15,758
	37,760	52,211

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



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 inputs for similar instruments.

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	
	2024	2023	2024 \$000	2023 \$000
<i>Selling Currency/Buying NZD</i>				
Sell AUD, maturity 0-11 months	0.9133	0.9063	18,034	16,906
Sell USD, maturity 0-14 months	0.6046	0.6162	69,593	51,750
Sell GBP, maturity 0-14 months	0.4798	0.5001	42,219	47,560
Sell CAD, maturity 0-9 months	0.8196	0.8265	15,077	15,732
Sell SGD, maturity 0-9 months	0.7981	0.8248	533	655
Sell HKD, maturity 0-6 months	4.6626	4.7682	1,047	2,108
Sell EUR, maturity 0-9 months	0.5597	0.5752	6,255	7,441
<i>Buying Currency/Selling NZD</i>				
Buy EUR, maturity 0 months	0.5692	0.5629	764	266
Buy AUD, maturity 0 months	-	0.9099	-	22
Buy GBP, maturity 0 months	0.6096	0.6072	1,132	165

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.

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

9. DERIVATIVE FINANCIAL INSTRUMENTS (CONTINUED)

a) Foreign Currency Forward Exchange Contracts and Options (continued)

ii) Forward Currency Options

	AVERAGE CONTRACTED RATE		NOTIONAL VALUE	
	2024	2023	2024 \$000	2023 \$000
<i>Selling Currency/Buying NZD</i>				
Sell USD, maturity 0–12 months	0.5906	0.6348	29,605	21,295
Sell GBP, maturity 0–15 months	0.4807	0.4958	20,794	12,111
Sell AUD, maturity 3–11 months	0.9113	0.9075	2,195	2,755
Sell CAD, maturity 0–7 months	0.8207	0.8438	2,132	2,371

A NZ IFRS 9: Financial Instruments requires that derivative financial instruments are classified as fair value through profit or loss for measurement purposes unless they are accounted for as hedges. Under NZ IAS 1: Presentation of Financial Statements, assets and liabilities under the fair value through profit or loss classification would generally be classified as current in the statement of financial position if held for trading. However, if the intent is not to actually trade the derivative financial instruments with maturities greater than one 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:

	2024		2023	
	Assets \$000	Liabilities \$000	Assets \$000	Liabilities \$000
<i>Current</i>				
Forward Exchange Contracts	821	46	173	2,893
Foreign Currency Options	305	-	24	1,116
	1,126	46	197	4,009
<i>Non-current</i>				
Forward Exchange Contracts	36	-	-	-
Foreign Currency Options	80	-	-	9
	116	-	-	9

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

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 (2023: \$90,000,000) of current New Zealand dollar denominated Group debt through five separate cap rate agreements, which range in maturity from one to five years, with a weighted average interest rate cap of 3.22% plus bank margin (2023: 2.88% plus bank margin). In addition, interest rate contracts are in place that cover a total A\$25,000,000 (2023: A\$25,000,000) of current Australian dollar denominated Group debt through five separate cap rate agreements, which range in maturity from one to two years, with a weighted average interest rate cap of 2.05% plus bank margin (2023: 1.65% plus bank margin).

At balance sheet date the Group has two further separate cap rate agreement that covers NZ\$45,000,000 which applies at a future date to cover future Group indebtedness (2023: \$40,000,000). Maturity ranges from three to five years, with a weighted average interest rate cap of 4.25% plus bank margin. The Group has six additional Australian Dollar denominated cap rate agreement in place that covers a total A\$27,000,000 (2023: A\$15,000,000), which range in maturity from two to five years, with a weighted average interest rate cap of 3.78% plus bank margin (2023: 3.38% plus bank margin).

The total fair value of these contracts at balance sheet date is an asset of \$3,049,000 (2023: \$5,377,000).



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 is classified as follows:

	2024		2023	
	Assets \$000	Liabilities \$000	Assets \$000	Liabilities \$000
<i>Current</i>				
Interest Rate Swaps	1,581	-	2,408	-
	1,581	-	2,408	-
<i>Non-current</i>				
Interest Rate Swaps	1,468	-	2,969	-
	1,468	-	2,969	-

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

10. INTEREST-BEARING LOANS AND BORROWINGS

a) Debt Facilities Existing at Balance Sheet Date

A Interest-bearing 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 are included as part of the carrying amount of the interest-bearing loans and borrowings. Interest-bearing loans and 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		2024	2023
		2024	2023	\$000	\$000
Non-Current Debt Obligations					
Multicurrency facility A	31 January 2026	6.90%	6.62%	99,920	99,898
Multicurrency facility B	31 January 2027	5.68%	6.77%	99,799	99,721
AUD facility A	31 January 2027	5.76%	4.92%	31,983	31,833
AUD facility B	31 January 2026	5.67%	4.83%	31,619	33,643
Term facility	31 January 2026	7.60%	7.29%	39,865	39,852
Headroom facility	31 January 2026	N/A	N/A	(17)	(20)
Revolving loan facility	31 January 2026	N/A	N/A	44,964	(56)
Working Capital facility	31 January 2026	7.10%	6.97%	21,345	21,137
				369,478	326,008

The carrying amount of the Group's non-current interest-bearing loans and 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

On 26 June 2024, the Group successfully completed the renegotiation of its Senior Debt facilities agreement with Westpac New Zealand Limited, Westpac Banking Corporation, Bank of New Zealand Limited (BNZ), China Construction Bank (New Zealand) Limited (CCB) and Hong Kong and Shanghai Banking Corporation Limited (HSBC). With the syndicated facility agreement 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 facility, Multicurrency facility A, Multicurrency facility B, AUD facility A, AUD facility B, Term facility, Headroom facility and Revolving loan 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\$45,000,000 (2023: NZ\$45,000,000), the Multicurrency facility A is NZ\$100,000,000 (2023: NZ\$100,000,000), the Multicurrency facility B is NZ\$100,000,000 (2023: \$100,000,000), the AUD facility A is A\$29,350,000 (2023: A\$29,350,000), the AUD facility B is A\$35,000,000 (2023: A\$35,000,000), Term facility is NZ\$39,900,000 (2023: NZ\$39,900,000), Headroom facility is NZ\$20,000,000 (2023: NZ\$20,000,000) and Revolving loan facility is NZ\$45,000,000 (2023: NZ\$45,000,000). At balance sheet date NZ\$50,170,000 (2023: NZ\$93,167,000) is available for further drawdown on these facilities.

The amount drawn down on the AUD facility A and AUD facility B at the balance sheet date was A\$58,350,000 (2023: A\$60,350,000). At balance date A\$6,000,000 (2023: A\$4,000,000) is available for further drawdown on these facilities.

Interest on these facilities is based on the BKBM/BBSY 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 (2023: \$1,000,000). Interest charged on this facility is at the commercial lending rate (2023: commercial lending rate). At 30 June 2024 the commercial lending rate is 9.80% (2023: commercial lending rate 9.80%). No amount is drawn against this facility at balance sheet date.

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

11. TRADE AND OTHER RECEIVABLES

A

On initial recognition, the Group's trade receivables are recognised at their transaction price as defined in NZ IFRS 15: Revenue from Contracts with Customers. The Group's trade receivable balances are generally short-term and do not contain a significant financing component. They are subsequently measured at amortised cost using the effective interest method, less an allowance for expected future credit losses.

The Group applies the simplified approach to measuring expected credit losses which uses a lifetime expected loss allowance for all trade receivables and sundry receivables if financial assets. Expected credit losses are measured by grouping trade receivables based on shared credit risk characteristics and the days past due. A provision matrix is then determined based on the historical credit loss rates for each group of customers, adjusted for any material expected changes to the future risk for that customer group.

Individual trade receivable balances which are known to be uncollectible are written off where the Group has no reasonable expectation of recovering the trade receivable balance.

	2024 \$000	2023 \$000
Trade receivables	76,445	53,710
Prepayments and sundry receivables	7,831	5,234
Goods and services tax	1,852	3,534
	86,128	62,478

As at 30 June 2024 the ageing of trade receivables is as follows:

Ageing of receivables As at 30 June 2024	New Zealand (including Asia Pacific) \$000	Australia \$000	United Kingdom \$000	United States of America \$000	Canada \$000	Group \$000
Current	3,259	8,922	22,483	32,458	6,252	73,374
1 to 30 days	43	4	265	2,100	658	3,070
31 to 60 days	-	-	-	1	-	1
61 to 90 days	-	-	-	-	-	-
Greater than 90 days	-	-	-	-	-	-
Total trade receivables	3,302	8,926	22,748	34,559	6,910	76,445

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.

In determining the historic loss rates to be applied to these customer groups and ageing buckets the Group has reviewed whether there were any bad debts written off over the last five years and has identified that these were \$nil (2023: \$nil). Accordingly the historic loss rates applied to each customer group at 30 June 2024 are 0% (2023: 0%).

Due to the short term nature of the Group's trade receivables, the nature of the Group's customer base, the Group's experience over the past five years and other forward looking information, the historic loss rates have not been adjusted for any material expected future changes in credit risk.

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

12. INVENTORIES**A**

Inventories are valued at the lower of cost and 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.

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.

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)**

	2024 \$000	2023 \$000
Current vintage	105,198	124,843
Aged wine	67,823	75,076
Winery ingredients, packaging materials and other	8,903	9,836
	181,924	209,755

During the year the Group harvested a total of 34,150 tonnes of grapes (2023: 45,340 tonnes) in New Zealand and Australia. The harvest was 25% lower than 2023 as a result of cooler spring growing conditions, causing a significant, region-wide reduction in yield for the growing season. Of this amount a total of 11,083 tonnes (2023: 14,929 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 \$50,400,000 (2023: \$70,497,000). A fair value loss of \$4,977,000 (2023: \$20,906,000 gain) was recorded during the year and included within cost of sales. Included within cost of sales is a total of \$223,512,000 (2023: \$232,540,000) which represents costs expended in grape growing (inclusive of lease costs), procurement, delivery and materials.

13. BIOLOGICAL WORK IN PROGRESS

	2024 \$000	2023 \$000
Growing costs relating to next harvest	15,565	14,710
	15,565	14,710



As allowed under NZ IAS 41: Agriculture the vineyard costs in the period to 30 June have been recognised as work in progress for the next harvest and the Group has determined that cost is equal to fair value at this point of the growth cycle.

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

14. 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 that 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, lease costs and financing costs that are directly attributable to the project and an appropriate proportion of directly attributable 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 continues 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, the recoverable amount is determined at the lowest level for which there are separately identifiable cash flows (cash-generating units).

E

DEPRECIATION

Depreciation of property, plant and equipment, other than land and land improvements, 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 is 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.

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

14. PROPERTY, PLANT AND EQUIPMENT (CONTINUED)

E 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.

Impairment testing of property, plant and equipment and intangible assets is an area where estimates and judgements have a significant risk of causing a material adjustment to the carrying amount of the Group's property, plant and equipment and indefinite life intangible assets.

The Group considers that the Group's assets comprise two cash-generating units (CGUs), New Zealand and Barossa Valley. In the current year the Group considers that there are indicators of impairment in respect of the Barossa Valley Estate (BVE) CGU due to current market conditions and have therefore determined the recoverable amount of the BVE CGUs assets.

The recoverable amount of the BVE CGU is determined on a value-in-use basis using a discounted cash flow model. The cash flow forecasts are primarily based on the business units' forecast five-year plan prepared by management and approved by the Board.

The key assumptions used in the value in use calculation are as follows:

- Sales growth - Projected case sales are based on the 5-year plan from FY25-FY29 supported by management's expectation of an improving case sales profile.
- Discount rate - The cash flow projections are discounted using a pre-tax rate of 8.4% (2023: 8.7%) which reflects the weighted average cost of capital for the Group. This rate reflects the risk profile of the business and the market which BVE operates.
- Terminal growth rate - The cash flow projections include a 1% terminal growth assumption (2023: 1%) from FY29.

The discounted cash flows from the cash generating unit confirmed that there was no impairment, and that the recoverable value from value in use exceeds the carrying value of the BVE CGUs assets by \$36.6 million (2023: \$11.0 million).

The BVE CGU is sensitive to changes in forecast sales growth, the discount rate and terminal growth rate. A reduction in forecast case sales by 5%, an increase in the discount rate by 0.5%, or a reduction in the terminal growth rate by 0.5%, would reduce the recoverable amount by \$4.9 million, \$9.3 million, and \$7.9 million respectively (2023: \$3.6 million, \$6.5 million, \$5.5 million respectively). An increase in the discount rate by 4.1% would result in the recoverable amount equalling the carrying value of the CGUs assets. This sensitivity analysis for each assumption assumes all other assumptions in the model are held constant.

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

14. PROPERTY, PLANT AND EQUIPMENT (CONTINUED)

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

Year ended 30 June 2024	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 2023	185,862	103,690	48,429	110,172	163,382	74,467	686,002
Additions/Transfers	–	87	1	61	20,903	48,032	69,084
Disposals	–	–	–	–	(136)	–	(136)
Transfer to assets held for sale	(3,204)			(4,036)			(7,240)
Foreign currency translation	28	54	10	36	11	7	146
Depreciation charge	–	(3,763)	(1,418)	(3,230)	(11,265)	–	(19,676)
Net book value at 30 June 2024	182,686	100,068	47,022	103,003	172,895	122,506	728,180
At cost	182,693	157,748	66,667	135,449	295,226	122,506	960,289
Accumulated depreciation and impairment	(7)	(57,680)	(19,645)	(32,446)	(122,331)	–	(232,109)
Net book value at 30 June 2024	182,686	100,068	47,022	103,003	172,895	122,506	728,180

Year ended 30 June 2023	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 2022	156,670	105,305	50,466	113,341	145,213	32,123	603,118
Additions/Transfers	29,321	2,465	(536)	247	27,726	42,355	101,578
Disposals	–	(13)	(22)	–	(361)	–	(396)
Foreign currency translation	(129)	(275)	(50)	(177)	(89)	(11)	(731)
Depreciation charge	–	(3,792)	(1,429)	(3,239)	(9,107)	–	(17,567)
Net book value at 30 June 2023	185,862	103,690	48,429	110,172	163,382	74,467	686,002
At cost	185,869	157,589	66,653	139,643	279,192	74,467	903,413
Accumulated depreciation and impairment	(7)	(53,899)	(18,224)	(29,471)	(115,810)	–	(217,411)
Net book value at 30 June 2023	185,862	103,690	48,429	110,172	163,382	74,467	686,002

b) Other Items

During the year, assets related to warehousing in Auckland were transferred and classified as assets available for sale. Refer to note 15 for further detail.

The weighted average interest rate on interest capitalised during the year was 7.03% (2023: 6.09%).

Bearer Plants consist of grape vines on our vineyards located in New Zealand and the Barossa Valley, Australia. At 30 June 2024 the Group has grape vines planted on 1,934 productive hectares of land (2023: 1,804 productive hectares) in New Zealand and 175 productive hectares (2023: 174 productive hectares) in Australia.

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

14. PROPERTY, PLANT AND EQUIPMENT (CONTINUED)

b) Other Items (continued)

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, refer Note 17. The net book value of these assets are reported, as the risk and rewards incidental to ownership are retained by the Group.

15. ASSETS HELD FOR SALE

A Non-current assets are classified as held for sale and stated at the lower of their carrying amount and fair value less costs to sell if their carrying amount will be recovered principally through a sale transaction rather than through continuing use.

An impairment loss is recognised for any initial or subsequent write down of the asset to fair value less costs to sell.

A gain or loss not previously recognised by the date of the sale of the non-current asset is recognised at the date of de-recognition. Non-current assets are not depreciated while they are classified as held for sale. Non-current assets classified as held for sale are presented separately from the other assets in the Statement of Financial Position.

Assets held for sale relate to land and buildings used for warehousing. On 4 June 2024, a conditional agreement to sell these assets was entered into between the Group and a purchaser. Subsequent to balance date the sale and purchase agreement became unconditional, with the sale completing on 31 July 2024. The carrying value of the land and buildings is \$7,240,000 and is measured at the lower of it's carrying value and fair value less cost to sell. This asset was previously reported under the 'Delegat' segment in accordance with NZ IFRS 8.

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

Water rights 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

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

16. INTANGIBLE ASSETS (CONTINUED)

water over an indefinite period and therefore the water rights are considered to have an indefinite useful life. At balance date the carrying value of BVE's water rights are \$5,800,000 (2023: \$5,777,000).

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. At balance date the carrying value of Delegat's water rights are \$600,000 (2023: \$600,000).

Costs incurred in developing systems, acquiring software and licences, are capitalised to software where the activities create an intangible asset that the Group controls and the intangible asset meets the recognition criteria. Amortisation of software assets is calculated on a straight-line basis over the useful life of the asset (typically 3 to 10 years). Costs related to Software-as-a-Service arrangements are expensed unless they meet the definition of an intangible asset.

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

<i>Year ended 30 June 2024</i>	Water Rights \$000	Software \$000	Total \$000
Carrying value at 1 July 2023	6,377	344	6,721
Additions	-	36	36
Disposals	-	(3)	(3)
Foreign currency translation	23	-	23
Amortisation	-	(343)	(343)
Carrying value at 30 June 2024	6,400	34	6,434
At cost	6,400	5,030	11,430
Accumulated amortisation	-	(4,996)	(4,996)
Carrying value at 30 June 2024	6,400	34	6,434
<i>Year ended 30 June 2023</i>	Water Rights \$000	Software \$000	Total \$000
Carrying value at 1 July 2022	6,328	737	7,065
Additions	153	-	153
Foreign currency translation	(104)	-	(104)
Amortisation	-	(393)	(393)
Carrying value at 30 June 2023	6,377	344	6,721
At cost	6,377	5,030	11,407
Accumulated amortisation	-	(4,686)	(4,686)
Carrying value at 30 June 2023	6,377	344	6,721

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

17. LEASES

A

At the inception of a contract, the Group assesses whether a contract is, or contains, a lease. A contract is, or contains, a lease if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration.

The Group applies a single recognition and measurement approach for all leases, except for leases of low-value assets. The Group applies the low-value assets recognition exemption for its barrel leases. Payments on the Group's barrel leases are expensed on a straight line basis over the lease terms. The Group recognises lease liabilities to make lease payments and right-of-use assets representing the right to use the underlying assets.

RIGHT-OF-USE ASSETS

The Group recognises right-of-use assets at the commencement date of the lease. Right-of-use assets are measured at cost, less any accumulated depreciation and impairment losses, and adjusted for any remeasurement of lease liabilities. The cost of right-of-use assets includes the amount of lease liabilities recognised, initial direct costs incurred, and lease payments made at or before the commencement date, less any lease incentives received. Right-of-use assets are depreciated on a straight-line basis over the shorter of the lease term and the estimated useful lives of the assets. The estimated useful lives of right-of-use assets are determined on the same basis as those of property, plant and equipment.

LEASE LIABILITY

At the commencement date of the lease, the Group recognises lease liabilities measured at the present value of lease payments to be made over the lease term. In calculating the present value of lease payments, the Group uses the interest rate implicit in the lease when readily determinable; if the implicit interest rate is not readily determinable the Group uses its incremental borrowing rate at the lease commencement date. After the commencement date, the amount of lease liabilities is increased to reflect the accretion of interest and reduced for the lease payments made. In addition, the carrying amount of lease liabilities is remeasured if there is a modification, a change in the lease term or a change in the lease payments.

Right-of-use asset depreciation and lease liability interest 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.

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The Group determines the lease term as the non-cancellable term of the lease, together with any periods covered by an option to extend the lease if it is reasonably certain to be exercised. When the Group has the option to extend a lease, management uses its judgement to determine whether or not an option would be reasonably certain to be exercised. Management considers all facts and circumstances, including its past practice and any cost that will be incurred to change the asset if an option to extend is not taken, to help determine the lease term. After the commencement date, the Group reassesses the lease term if there is a significant event or change in circumstances that is within its control and affects its ability to exercise or not to exercise the option to renew.

To determine the value of the lease liability, the future lease payments are discounted using the interest rate implicit in the lease, otherwise the Group's incremental borrowing rate is used. Implicit interest rates are present in most of the Group's vineyard leases. The Group's incremental borrowing rate is the rate that the Group would have to pay to borrow the funds necessary to obtain an asset of similar value in a similar economic environment with similar terms and conditions. The Group is required to revise the discount rate used if there is a change in the lease term, a change in the assessment of an option to purchase the underlying asset, a change in future lease payments resulting from a change in an index or a rate used to determine those payments, or where there is a lease modification that is not accounted for as a separate lease.

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

17. LEASES (CONTINUED)

RIGHT-OF-USE ASSETS

Leases held by the Group include long-term land leases, vineyard improvements and bearer plants, 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. Other leases include office building, car and equipment leases.

a) Reconciliation of Right-of-Use Assets at the Beginning and End of the Year

<i>Year ended 30 June 2024</i>	Freehold Land and Land Improvements \$000	Vineyard Improvements \$000	Bearer Plants \$000	Buildings \$000	Plant and Equipment \$000	Total \$000
Net book value at 1 July 2023	35,686	8,032	2,701	21,337	3,701	71,457
Additions	6,940	270	87	3,554	745	11,596
Disposals	-	-	-	(377)	(53)	(430)
Foreign currency translation	-	-	-	(41)	3	(38)
Depreciation charge	(1,887)	(545)	(184)	(2,467)	(733)	(5,816)
Net book value at 30 June 2024	40,739	7,757	2,604	22,006	3,663	76,769
At cost	64,337	18,014	5,759	35,920	6,471	130,501
Accumulated depreciation	(23,598)	(10,257)	(3,155)	(13,914)	(2,808)	(53,732)
Net book value at 30 June 2024	40,739	7,757	2,604	22,006	3,663	76,769
<i>Year ended 30 June 2023</i>	Freehold Land and Land Improvements \$000	Vineyard Improvements \$000	Bearer Plants \$000	Buildings \$000	Plant and Equipment \$000	Total \$000
Net book value at 1 July 2022	55,349	10,981	3,612	22,155	4,381	96,478
Additions	11,448	275	89	1,824	816	14,452
Disposals	(29,369)	(2,677)	(818)	(304)	(658)	(33,826)
Foreign currency translation	-	-	-	12	(8)	4
Depreciation charge	(1,742)	(547)	(182)	(2,350)	(830)	(5,651)
Net book value at 30 June 2023	35,686	8,032	2,701	21,337	3,701	71,457
At cost	57,397	17,744	5,672	33,616	6,440	120,869
Accumulated depreciation	(21,711)	(9,712)	(2,971)	(12,279)	(2,739)	(49,412)
Net book value at 30 June 2023	35,686	8,032	2,701	21,337	3,701	71,457

NOTES TO THE FINANCIAL STATEMENTS CONTINUED**17. LEASES (CONTINUED)****LEASE LIABILITY****b) Reconciliation of Lease Liability at the Beginning and End of the Year**

	2024 \$000	2023 \$000
Balance at beginning of the year	93,559	124,323
Per Statement of Cash Flows:		
– Interest Expense	5,352	5,131
– Repayments	(10,540)	(50,184)
Additions/Transfers	6,446	14,452
Disposals	(164)	(171)
Foreign currency translation	(40)	8
Balance at end of the year	94,613	93,559
Current	9,663	5,231
Non-current	84,950	88,328
	94,613	93,559

The maturity analysis of lease liabilities is disclosed in Note 2.

c) Other Items

The Group had total cash outflows for leases of \$15,675,000 (2023: \$54,876,000), this includes an amount of \$5,135,000 (2023: \$4,691,000) in relation to leases of low-value assets. Low value asset lease expenses are expensed on a straight line basis over the lease terms.

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

18. INCOME TAX EXPENSE

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.

NOTES TO THE FINANCIAL STATEMENTS CONTINUED**18. INCOME TAX EXPENSE (CONTINUED)**

	2024 \$000	2023 \$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	61,578	89,751
At the Group's statutory income tax rate of 28% (2023: 28%)	17,242	25,130
Tax impact of the following items:		
Adjustments in respect of income tax of prior years	(79)	99
Entertainment	153	123
Legal fees	82	-
Non-assessable income	60	2
Removal of tax depreciation for buildings	13,032	-
Non-deductible items	23	15
Tax on foreign income due to different tax rates	(312)	(443)
Income tax expense for the year	30,201	24,926
b) The major components of income tax expense are:		
Income tax reported in the statement of financial performance		
Estimated current period tax assessment	15,973	17,400
Adjustments in respect of income tax of prior years	(79)	99
Movements in the deferred income tax liability	14,307	7,427
Income tax expense for the year	30,201	24,926
Income tax reported in the statement of other comprehensive income		
Net gain/(loss) on hedge of net investment	(35)	160
Income tax credited to other comprehensive income	(35)	160

NOTES TO THE FINANCIAL STATEMENTS CONTINUED**18. INCOME TAX EXPENSE (CONTINUED)**

	2024 \$000	2023 \$000
c) Deferred income tax at balance sheet date relates to the following:		
Capitalised interest	7,607	6,235
Capitalised leases	568	273
Accelerated depreciation of long-term assets	43,779	25,947
Leases	(6,390)	(6,171)
Fair value adjustments on biological produce	4,444	11,180
Excess of fair value on acquisition of bearer plants over tax values	8,673	8,673
Provisions	(962)	(1,015)
Stock profit eliminations	(3,815)	(4,773)
Derivative financial instruments	1,188	436
Net deferred tax liability	55,092	40,785
Balance at beginning of the year	40,785	33,000
On surplus for year	14,307	7,427
Adjustments in respect of income tax of prior years	(1)	387
Foreign currency translation	1	(29)
Balance at end of the year	55,092	40,785

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

On 28 March 2024, the New Zealand Government enacted changes to the tax legislation to remove the ability to depreciate commercial buildings for tax depreciation purposes. For the Group the application of this taxation change under NZ IAS 12: Income Taxes, reduces the tax carrying value of New Zealand buildings to nil. The impact of this change is shown as an increase in deferred tax liability by \$13,032,000 and a corresponding one-off, non-cash accounting adjustment to the tax expense for the year ended 30 June 2024.

19. IMPUTATION CREDIT ACCOUNT

	2024 \$000	2023 \$000
Balance at beginning of the year	117,121	110,010
Tax payments	12,671	14,590
Fully imputed dividend paid	(7,478)	(7,479)
Balance at end of the year	122,314	117,121

20. COMMITMENTS

The estimated capital expenditure contracted for at 30 June 2024 but not provided for is \$35,145,000 (2023: \$31,484,000).

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

21. RELATED PARTIES

a) Investment in Subsidiaries

Investments in controlled entities are as follows:

Name of Entity	Principal Activity	Country of Incorporation	Ownership Interest %	
			2024	2023
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
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	Investment Holding Company	Singapore	100.00	100.00
Barossa Valley Estate Pty Limited	Winemaking	Australia	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.

b) Key Management Personnel

Details relating to key management personnel, including remuneration paid, are included within Note 22.

c) Related Parties by Virtue of Share Ownership

The following Directors hold the following number of Shares in the Parent	2024	2023
Delegat Share Protection Trust (Jim Delegat, Rosamari Delegat and BPM Trustees (DSPT) Limited – Trustees)	66,857,142	66,857,142
Gordon Neil MacLeod	3,700	–

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 \$99,000 (2023: \$95,000) was paid to Rose Delegat in her capacity as a Non-Executive Director.

During the year, a total of \$146,000 (2023: \$76,000) was paid to Jim Delegat in his capacity as a Non-Executive Director and Chair.

During the year, a total of \$118,000 (2023: \$118,000) was paid to Gordon MacLeod in his capacity as a Non-Executive Director. During 2024 Gordon MacLeod was also paid \$22,500 (2023: \$nil) for consulting services provided to Delegat New Zealand.

NOTES TO THE FINANCIAL STATEMENTS CONTINUED

21. RELATED PARTIES (CONTINUED)

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

During the year Delegat Limited paid a total of \$90,000 (2023: \$181,000) to Seacliffe Consulting Limited, including directors fees of \$77,000 (2023: \$178,000) The payments made to Seacliffe Consulting Limited were made in Graeme Lord's capacity as an independent consultant and under normal terms and conditions.

During the year Delegat Limited also paid a total of \$22,500 (2023: \$nil) to Gordon MacLeod in his capacity as an independent consultant and under normal terms and conditions.

During the period Delegat Australia Pty Limited paid a total of \$27,000 (2023: \$27,000) to Yaroona Pty Limited. The payments made to Yaroona Pty Limited were made in Peter Taylor's capacity as Company Director. 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 year Barossa Valley Estate Pty Limited paid a total of \$46,000 (2023: \$65,000) to Range Road Estate Pty Limited, including directors fees of \$27,000 (2023: \$27,000). 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 year Delegat Limited paid a total of \$5,000 (2023: \$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 terms and conditions.

22. 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:

	2024 \$000	2023 \$000
Short-term employee benefits (including Directors' fees)	9,358	8,913
Post-employment benefits (including defined contribution pension plan)	355	334
Termination benefits paid	6	215
	9,719	9,462

23. EVENTS SUBSEQUENT TO BALANCE SHEET DATE

On 29 August 2024, the Directors of the Parent declared a fully imputed dividend of \$20,226,000 (20.0 cents per share) to be paid on 18 October 2024.

INDEPENDENT AUDITOR'S REPORT



Independent Auditor's Report

To the Shareholders of Delegat Group Limited

Opinion	<p>We have audited the consolidated financial statements of Delegat Group Limited and its subsidiaries (the 'Group'), which comprise the consolidated statement of financial position as at 30 June 2024, 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, and notes to the consolidated financial statements, including material accounting policy information.</p> <p>In our opinion, the accompanying consolidated financial statements, on pages 19 to 65, present fairly, in all material respects, the consolidated financial position of the Group as at 30 June 2024, and its consolidated financial performance and cash flows for the year then ended in accordance with New Zealand Equivalents to IFRS Accounting Standards ('NZ IFRS') as issued by the External Reporting Board and IFRS Accounting Standards ('IFRS') as issued by the International Accounting Standards Board.</p>
Basis for opinion	<p>We conducted our audit in accordance with International Standards on Auditing ('ISAs') and International Standards on Auditing (New Zealand) ('ISAs (NZ)'). Our responsibilities under those standards are further described in the <i>Auditor's Responsibilities for the Audit of the Consolidated Financial Statements</i> section of our report.</p> <p>We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.</p> <p>We are independent of the Group in accordance with Professional and Ethical Standard 1 <i>International Code of Ethics for Assurance Practitioners (including International Independence Standards) (New Zealand)</i> issued by the New Zealand Auditing and Assurance Standards Board and the International Ethics Standards Board for Accountants' <i>International Code of Ethics for Professional Accountants (including International Independence Standards)</i>, and we have fulfilled our other ethical responsibilities in accordance with these requirements.</p> <p>Our firm carries out other assignments for the Group in the area of taxation advice. These services have not impaired our independence as auditor of the Company and Group. In addition to this, partners and employees of our firm deal with the Company and its subsidiaries on normal terms within the ordinary course of trading activities of the business of the Company and its subsidiaries. The firm has no other relationship with, or interest in, the Company or any of its subsidiaries.</p>
Audit materiality	<p>We consider materiality primarily in terms of the magnitude of misstatement in the financial statements of the Group that in our judgement would make it probable that the economic decisions of a reasonably knowledgeable person would be changed or influenced (the 'quantitative' materiality). In addition, we also assess whether other matters that come to our attention during the audit would in our judgement change or influence the decisions of such a person (the 'qualitative' materiality). We use materiality both in planning the scope of our audit work and in evaluating the results of our work.</p>
Key audit matters	<p>Key audit matters are those matters that, in our professional judgement, were of most significance in our audit of the consolidated financial statements of the current period. These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.</p>

INDEPENDENT AUDITOR'S REPORT CONTINUED



Key audit matter	How our audit addressed the key audit matter
<p>Revenue Recognition – Rebates & Promotional Allowances Accruals</p> <p>Revenue is recognised net of volume discounts, other rebates and various other payments to customers for promotional support. Volume discounts and rebates not invoiced at reporting date are estimated based on agreements with customers and estimated depletions during the period.</p> <p>As disclosed in note 3, the value of the rebates and promotional allowance accruals as at 30 June 2024 was \$28.8m (2023: \$25.7m)</p> <p>The value of rebates and promotional allowances accruals as at 30 June 2024 is a key audit matter due to the high levels of judgement involved in the calculation of the accruals as management must estimate the level of achievement of future targets by customers in order to calculate the level of rebates and promotional allowances that will be incurred.</p>	<p>In order to respond to the significant judgment in estimating the rebates and promotional expenses accruals we:</p> <ul style="list-style-type: none"> held discussions with management to understand the process and models for estimating the rebates and promotional allowances accruals; evaluated the design and tested the implementation of relevant controls over the rebates and promotional allowances accruals and associated revenue recognition; performed a look-back analysis comparing previous rebates and promotional allowances accruals to the actual cost incurred; and obtained the Group's calculation of the 30 June 2024 rebates and promotional allowances accruals, checked the calculation for mathematical accuracy and agreed to supporting evidence on a sample basis.
<p>Other information</p>	<p>The directors are responsible on behalf of the Group for the other information. The other information comprises the information in the Financial Report that accompanies the consolidated financial statements and the audit report, and the Annual Report and Climate Related Disclosure 2024, which is expected to be made available to us after the date of the audit report.</p> <p>Our opinion on the consolidated financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.</p> <p>Our responsibility is to read the other information and consider whether it is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If so, we are required to report that fact. We have nothing to report in this regard.</p> <p>When we read the Annual Report and Climate Related Disclosure 2024, if we conclude that there is a material misstatement therein, we are required to communicate the matter to the directors and consider further appropriate actions.</p>
<p>Directors' responsibilities for the consolidated financial statements</p>	<p>The directors are responsible on behalf of the Group for the preparation and fair presentation of the consolidated financial statements in accordance with NZ IFRS and IFRS, and for such internal control as the directors determine is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.</p> <p>In preparing the consolidated financial statements, the directors are responsible on behalf of the Group for assessing 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 to cease operations, or have no realistic alternative but to do so.</p>
<p>Auditor's responsibilities for the audit of the consolidated financial statements</p>	<p>Our objectives are to obtain reasonable assurance about whether the consolidated 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 ISAs and ISAs (NZ) 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 consolidated financial statements.</p>

INDEPENDENT AUDITOR'S REPORT CONTINUED



A further description of our responsibilities for the audit of the consolidated financial statements is located on the External Reporting Board's website at:

<https://www.xrb.govt.nz/standards-for-assurance-practitioners/auditors-responsibilities/audit-report-1>

This description forms part of our auditor's report.

Restriction on use

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's shareholders as a body, for our audit work, for this report, or for the opinions we have formed.

Deloitte Limited

Andrew Dick, Partner
for Deloitte Limited
Auckland, New Zealand
29 August 2024