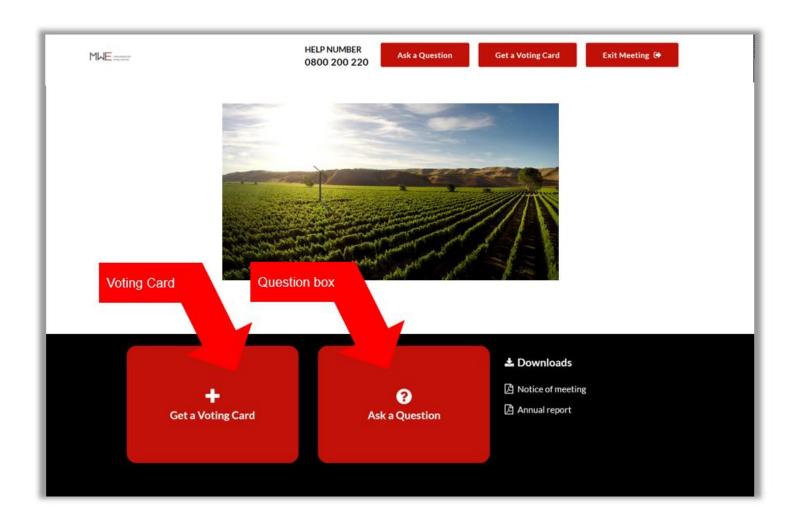


HOW TO VOTE AND ASK QUESTIONS







BOARD AND LEADERSHIP TEAM

- Min (James) Jia Chairman
- Danny Chan
- Christine Pears

Leadership Team

• Catherine Ma: CEO

• Eric Li: Financial Controller

MARLBOROUGH WINE ESTATES GROUP (MWE) FY21 SNAPSHOT

- Producing high quality wines which attain global recognition
- Own and operate six vineyards in the Awatere Valley, Marlborough, New Zealand's largest wine region
- Producing some of New Zealand's finest Marlborough Sauvignon Blancs under the OTU and Music Bay brands
- Multiple, international wine awards for OTU Sauvignon Blanc
- Distribution relationships in Australia, Canada, Fiji, Finland, Japan, Malaysia, Singapore and Taiwan









FY21 OVERVIEW

PLEASING PROGRESS ON GROWTH STRATEGY

- GROWTH IN BRANDED WINE SALES
- EXPANDING MARKET SHARE AND DISTRIBUTION:
 Strong domestic growth momentum and expanding international sales
- NEW WINEMAKER: Renowned winemaker, Jeff Clarke, appointed in December 2020
- AWARD WINNING WINES: Continue to receive international recognition for MWE wines
- STRONG FINANCIAL POSITION: Robust cashflow and low net debt

FY21 FINANCIAL SNAPSHOT

- Branded wine sales: +41% YOY to \$3.9M
- Total Sales: +5% YOY to \$6.7m
- Bulk Grape and wine sales: \$2.9m
- Net Loss After Tax: \$0.6m
- Strengthened capital base: Successful \$1.24m (net of capital raising cost) capital raise to support growth strategy



2021 HARVEST

- Exceptional quality, lower yield
- Will drive upward pressure on grape pricing
- Retained sufficient supply to continue to grow MWE branded wine sales
- Vintage 2021 wine sales will be reflected in FY22 onwards
- Well prepared to take advantage of opportunities



2021 VINTAGE ACCOLADES

"The 2021 Vintage will be one of the best of the last decade": Jeff Clarke, OTU winemaker

OTU Estate Marlborough Sauvignon Blanc has recently received:

- 98 points and 5 STARS by WineState Magazine in Australia.
- 91 Points from James Suckling
- 94 Points from WineOrbit





FY22 GROWTH FOCUS

PRIMARY FOCUS ON GROWTH OF BRANDED WINE SALES AND DISTRIBUTION NETWORK

- INTERNATIONAL MARKETS: Development of business and distribution relationships in targeted markets, particularly USA, UK and Australia – the three largest export markets for New Zealand wines
- **DIRECT TO MARKET/ONLINE:** Invest into digital marketing to grow our online presence and capture the ecommerce consumer
- GROWTH OPPORTUNITIES: Continue to look for opportunities to grow by acquisition, and expanding our supply and distribution channels





RECENT PROGRESS

SINCE JULY 2021, MWE HAS GROWN ITS INTERNATIONAL DISTRIBUTION SIGNIFCANTLY

INTERNATIONAL MARKETS: Recently established new distribution relationships in UK, USA and Ireland

FURTHER GROWTH IN THE NZ MARKET: Strengthened our partnership with both Foodstuffs and Countdown, and expand into other channels in NZ

CONTINUE TO DEVELOP NEW BRANDS: Focus on premium and super-premium price points.

Exceptional quality of 2021 Vintage reflected in recent accolades and wine awards







SHAREHOLDER DISCUSSION

Resolutions

Director Re-Election

• That Min (James) Jia, who retires by rotation, be re-elected as a Director.

Auditors Remuneration

• That the Directors be authorised to fix the fees and expenses of BDO as the Company's auditor.







OTHER BUSINESS CLOSE OF THE MEETING