



# Marlborough Wine Estates

Annual Shareholders' Meeting

10 December 2021

# HOW TO VOTE AND ASK QUESTIONS

The screenshot displays the MWE website interface for the 2021 Annual Shareholders' Meeting. At the top left is the MWE logo. To its right, the text "HELP NUMBER 0800 200 220" is displayed. Further right are three red buttons: "Ask a Question", "Get a Voting Card", and "Exit Meeting" with an external link icon. Below this is a large landscape photograph of a vineyard. Two red arrows originate from the photo: one labeled "Voting Card" points to a red button with a white plus sign and the text "Get a Voting Card"; the other labeled "Question box" points to a red button with a white question mark and the text "Ask a Question". To the right of these buttons is a "Downloads" section with a list of documents: "Notice of meeting" and "Annual report".



# BOARD AND LEADERSHIP TEAM

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- 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 Awaterere 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 SIGNIFICANTLY**

**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