



**MWE** MARLBOROUGH  
WINE ESTATES

Annual Shareholders' Meeting  
12<sup>th</sup> December 2023

# Board and Leadership Team

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## Board of Directors

- Min (James) Jia - Chairman
- Danny Chan – Independent Director, Chair of the Audit and Risk Committee
- Christine Pears – Independent Director, Chair of the Remuneration Committee

## Leadership Team

- Andrew Stafford: Chief Executive Officer
- Eric Li: Financial Controller
- Conan Wang: Operations Manager





# Marlborough Wine Estates Group

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- Producing high quality wines which attain global recognition
- Own and operate vineyard blocks, on over 330 hectares, in 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 10 countries internationally, including Australia, Canada, China, Ireland, United Kingdom, and the USA





# Vintage 2022 and 2023

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- 2022 vintage volumes returned to expected yields following a very low vintage in 2021
- This enabled the group to continue to grow branded wines sales revenue (+27%) during FY23
- 2023 vintage was 1.7% up on 2022 and in-line with pre-vintage expectations
- The 2023 vintage delivered very high quality fruit which has delivered award winning wines



# FY23 Overview

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## Further solid progress on branded wine and premiumisation strategies

- International branded wine sales volume increased 69%
- Progress made on our strategy of growing branded wine revenue across our global distribution network
- First full year of trading in the US market, distribution growth in the NZ market, growth in the UK market
- Further year of profitability driven by continued focus on premium branded wine strategy and global distribution

## FY23 FINANCIAL SNAPSHOT

- Branded wine sales revenue: +27.5% YOY to \$5.73m
- Total sales revenue: +18.5% YOY to \$9.43m
- Grape and bulk wine sales: \$3.7m
- Gross Profit: +24.7% YOY to \$3.63m
- Net Profit After Tax: \$0.29m

# Award Winning Wines

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Our wines continue to receive high recognition from wine competitions and reviews globally

## 2023 OTU Sauvignon Blanc:

- Trophy for **Champion Export Wine** at The National Wine Awards of Aotearoa
- Selected in the **Top 12 Wines** from the Appellation Marlborough Wine Annual Collection 2023





# FY24 Growth Focus

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- Premium branded wine growth
- Expansion of MWE's market share by working closely with our distribution partners in all markets
- Expansion of our international distributor network
- Identify opportunities to enhance growth through acquisition

We are very focused on building on the strong platform that has been created in recent years. The OTU brand has generated strong consumer appeal in a short period of time. Expansion of our global distribution network remains a key priority and that represents a significant growth opportunity for the business.

The group has a strong financial structure to support future growth and maintains a low debt position.

We have the people, partners and business foundation to be successful in a globally challenging business environment.

# Resolutions

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## Director Re-Election

- That Christine Pears, 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.





# Shareholder Discussion

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Other Business  
Close of the meeting