



# ANDREW PELLER

— LIMITED —

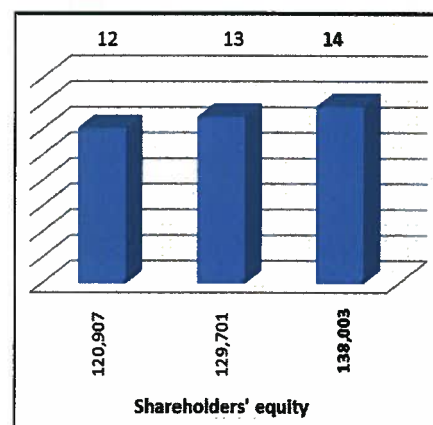
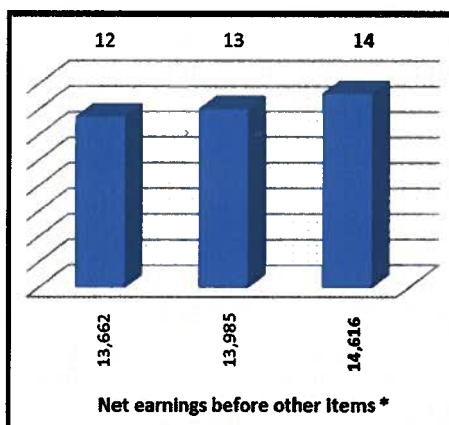
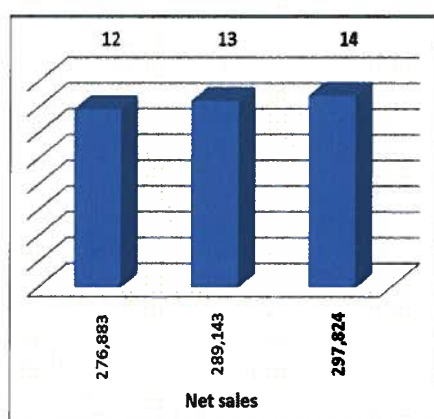
Annual Report 2014

## OPERATIONAL HIGHLIGHTS

FOR THE YEARS ENDED MARCH 31

(in thousands of Canadian dollars, except per share amounts)

SALES AND EARNINGS	2014	2013
Net sales	\$ 297,824	\$ 289,143
<b>EBITA</b>	<b>33,729</b>	<b>33,489</b>
Net earnings before other items	14,616	13,985
<b>FINANCIAL POSITION</b>		
Working capital	44,564	41,670
Total assets	301,015	296,519
Shareholders' equity	138,003	129,701
<b>PER SHARE</b>		
Net earnings per Class A Share - basic and diluted	1.01	1.04
<b>DIVIDENDS</b>		
Class A Shares, non-voting	0.400	0.360
Class B Shares, voting	0.348	0.314
<b>MARKET VALUE</b>		
Class A - HIGH	14.40	11.35
Class A - LOW	11.19	9.44
Class B - HIGH	20.00	11.60
Class B - LOW	11.50	9.75
<b>ANALYTICAL INFORMATION</b>		
Return on average shareholders' equity	10.5%	11.6%
Return on average capital employed	10.8%	11.1%
Ratio of current assets to current liabilities	1.4:1	1.4:1



❖ Net earnings excluding restructuring costs, gains (losses) on derivative financial instruments, other expenses (losses), and the related income tax effect.

*Note: Cover picture showcases our new Wine Country Vintners store at the Niagara Outlet Collection Mall.*



## Overview

The Company is a leading producer and marketer of quality wines in Canada. With wineries in British Columbia, Ontario, and Nova Scotia, the Company markets wines produced from grapes grown in Ontario's Niagara Peninsula, British Columbia's Okanagan and Similkameen Valleys, and from vineyards around the world. The Company's award-winning premium and ultra-premium VQA brands include *Peller Estates*, *Trius*, *Hillebrand*, *Thirty Bench*, *Crush*, *Wayne Gretzky*, *Sandhill*, *Calona Vineyards Artist Series*, and *Red Rooster*. Complementing these premium brands are a number of popularly priced varietal brands including *Peller Estates French Cross* in Eastern Canada, *Peller Estates Proprietors Reserve* in Western Canada, *Copper Moon*, *XOXO*, *skinnygrape*, *Black Cellar*, and *Verano*. *Hochtaler*, *Domaine D'Or*, *Schloss Laderheim*, *Royal*, and *Sommet* are our key value priced brands. The Company imports wines from major wine regions around the world to blend with domestic wine to craft these popularly priced and value priced brands. With a focus on serving the needs of all wine consumers, the Company produces and markets premium personal winemaking products through its wholly-owned subsidiary, Global Vintners Inc. ("GVI"), the recognized leader in personal winemaking products. GVI distributes products through over 250 Winexpert and Wine Kitz authorized retailers and more than 600 independent retailers across Canada, the United States, the United Kingdom, New Zealand, Australia, and China. GVI's award-winning premium and ultra-premium winemaking brands include *Selection*, *Vintners Reserve*, *Island Mist*, *KenRidge*, *Cheeky Monkey*, *Ultimate Estate Reserve*, *Traditional Vintage*, and *Cellar Craft*. The Company owns and operates 101 well-positioned independent retail locations in Ontario under The Wine Shop, Wine Country Vintners, and Wine Country Merchants store names. The Company also owns Grady Wine Marketing ("GWM") based in Vancouver and The Small Winemaker's Collection Inc. ("SWM") based in Ontario; both of these wine agencies are importers of premium wines from around the world and are marketing agents for these fine wines. The Company's products are sold predominantly in Canada with a focus on export sales for its icewine and personal winemaking products.

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## REPORT TO SHAREHOLDERS

*Fiscal 2014 was another year of solid growth and operating performance for the Company as we capitalized on continuing strong demand for all of our world-class, high quality wines. With the ongoing expansion of our market presence and a positive outlook on our future, we were pleased to announce a 5% increase in common share dividends in June 2014, the sixth dividend increase in the last nine years.*

### **Strong Organic Growth**

Sales increased by 3.0% to \$297.8 million in fiscal 2014 due to strong organic growth across the country. We performed very well in all of our well-established trade channels including provincial liquor stores, our network of company-owned retail stores in Ontario, our export business, and our award-winning estate wineries in Ontario's Niagara Region and British Columbia's Okanagan Valley. New product introductions during the year including *Black Cellar*, *skinnygrape*, and *Wayne Gretzky* in Western Canada enhanced our brand portfolio and increased our sales in key markets. We were also pleased to see better performance in our consumer-made wine business.

Driven by increased demand for high quality wines and an increased number of consumers enjoying the lifestyle and health benefits wine provides, the Canadian wine market continued to grow and flourish. However, the business remained highly competitive across the country and with rising costs for wine, juice, and concentrate purchased internationally we continued to experience pressure on our gross margins. On a positive note, we realized benefits from our ongoing initiatives to control costs, enhance production efficiencies, and reduce our distribution, operating, and packaging expenses. We reduced our overall sales and marketing expenses over the last two years as a result of organizational restructuring that began in the fourth quarter of fiscal 2013. The declining value of the Canadian dollar against the US dollar and Euro will have a negative impact on gross margins in fiscal 2015 but this will be offset by the softening in pricing of wine, juice, and concentrate purchased on international markets and by continued initiatives to increase productivity.

Not including the one-time charges resulting from the restructuring as well as unrealized gains and losses on our derivative financial instruments and other expenses, our adjusted net earnings rose to \$14.6 million in fiscal 2014 compared to \$14.0 million in fiscal 2013. Net earnings were \$14.0 million or \$1.01 per Class A share for the year.

Our balance sheet and financial position remained very strong at year-end with working capital of \$44.6 million, up from \$41.7 million at March 31, 2013, and a debt to equity ratio at a conservative 0.73:1. Shareholders' equity rose to \$138.0 million or \$9.65 per common share and cash generated from operating activities, after changes in non-cash working capital items, increased to \$25.0 million from \$13.3 million in the prior year.

### **Building Shareholder Value**

With strong performance in fiscal 2014 and our positive outlook for the future, we were pleased to announce a 5% increase in our annual dividends in June 2014 to \$0.420 per Class A Share and \$0.365 per Class B Share. This was the sixth dividend increase in the last nine years which is a reflection of our ongoing commitment to building shareholder value over the long-term. The Company has distributed to its shareholders an uninterrupted and growing stream of common share dividends for forty years beginning in 1974. We are also pleased that our shareholders have received a total return, including dividends, of approximately 140% over the last five years.

### **Domestic and International Recognition**

A key component of our marketing campaigns was to compete on the domestic and international stage in a variety of wine competitions and once again in fiscal 2014 we were very proud to win a number of prestigious awards and medals.

Our VQA brands in Western Canada received a total of 243 medals during the year. *Calona Vineyards Pinot Noir 2011*, *Red Rooster Reserve Syrah 2010*, and *Red Rooster Reserve Viognier 2011* were all awarded with the Lieutenant Governor's Award of Excellence in British Columbia Wines. Gold Medals were awarded to *Sandhill Sauvignon Blanc 2012* at the All Canadian Wine Championships, *Wayne Gretzky Okanagan Chardonnay 2012* at the Grand Harvest Awards, and *Peller Estates Family Series Pinot Blanc 2012* at the WineAlign's National Wine Award Competition. Out of 164 wineries in Canada, Red Rooster was named one of the top ten wineries in Canada in WineAlign's National Wine Award Competition winning one Gold Medal, seven Silver Medals and seven Bronze Medals.

Our Eastern Canadian VQA brands also performed well with 156 awards during the year. At the 2013 All Canadian Wine Championships our *Showcase Red Shale Cabernet Franc 2010* won Best Red Wine of the Year while Double Gold Medals were awarded to *Peller Estates Cabernet Franc Icewine 2011*. *Trius Brut Rosé* was also named Best Sparkling Wine of the Year. *Wayne Gretzky Vidal Icewine No. 99* received the “Canadian Vidal Trophy” at the 2013 International Wine Challenge and our *Peller Estates Riesling Icewine 2008* wrapped up many notable awards including the following; Double Gold at the 2013 All Canadian Wine Championships; the Canadian Icewine Trophy and the Canadian Riesling Trophy at the International Wine Challenge; as well as the Best Sweet Wine Trophy and Grand Gold Medal at the Concours Mondial De Bruxelles. Our recently introduced *Verano Tempranillo* took home a Gold Medal and Best in Class award at the 2013 Sunset International Wine Competition.

### **Growing our Market Presence**

We were pleased to generate another year of increased market presence as our share of the total Canadian market rose to 13.4% in fiscal 2014 from 13.2% in fiscal 2013. Our share of the Canadian domestically-produced market also increased to 37.9% in fiscal 2014 from 37.4% in the prior year.

A key reason for our increased market share was the launch of new products during the year. We introduced the *Wayne Gretzky* brand into Western Canadian markets in May and extended the brand portfolio in Eastern Canada with the launch of a new *Wayne Gretzky Pinot Grigio*. A new brand, *Black Cellar*, was also successfully introduced in a number of key markets during the year and we significantly extended our innovative low-calorie *skinnygrape* brand with the launch of a Muscat and Rosé. We recently added wine spritzers and a new low calorie shiraz to the brand, the first *skinnygrape* red wine.

Our high-margin VQA brands also performed very well. Our *Peller Estates Family Series* remained our largest selling wine across English Canada and is now being showcased on many fine restaurant wine lists. Our expanded *Trius* portfolio continued to grow; the Red Rooster winery in Western Canada became the third fastest growing VQA brand in the country, and Thirty Bench Winemakers generated exceptional growth due primarily to its *Winemakers Reserve Riesling* offering which has been a Vintages Essentials listing in the LCBO for over a year. Subsequent to year end we were very proud to open a new hospitality centre at our Sandhill winery in Kelowna B.C. and we expect this attractive new facility will help to increase the growth of this brand.

Driven primarily by strong export sales through duty free shops and the launch of *Wayne Gretzky* icewine, our icewines had an exceptional year. Our *Andrew Peller Signature Series Icewine* is now sold in more that twenty-one countries and can be found in many of the world’s top international restaurants. It is also served on British Airways, Air Canada, and onboard a number of prestigious cruise lines.

Our largest brands, *Peller Estates French Cross/Proprietors Reserve*, and *Copper Moon* continued to perform well and remained among the top selling wines in the country. As the largest Canadian-owned wine producer in the country, we are proud of our track record of growth and look for further market share gains in the years to come.

## **Looking Ahead**

The Canadian wine business remains strong and growing. To capitalize on these solid fundamentals and to maintain our track record of growth and performance, we will continue to execute the same value-enhancing strategies that have proved so successful over the last fifty-two years.

Organic growth will come from further increases in market share, the introduction of new products and packaging formats, continuing success in our export markets, and a strong and stable consumer-made wine business. One of our greatest strengths is our multi-faceted distribution network through licensed establishments, provincial liquor boards, our network of 101 retail locations in Ontario as well as over 250 authorized Winexpert retailers across Canada, and our estate wineries in Ontario's Niagara Region and British Columbia's Okanagan Valley. Our wine clubs and direct-to-consumer programs continue to outperform the market and our two import wine and spirits agencies located in Ontario and B.C. are performing very well.


Since 1995 we have successfully completed and integrated fourteen accretive acquisitions with a total investment of approximately \$113.8 million. All of these acquisitions have made a significant contribution to our growth and performance. Going forward we will continue to prudently investigate additional acquisition opportunities that expand and complement our presence and brand profile within the Canadian wine market and enhance value for shareholders.

Over the last few years we also invested in our people, business systems, marketing initiatives, production capabilities, vineyards, and supply chain and distribution networks. We are confident these investments will contribute to increased sales and profitability in the future.

We face an exciting future and we would like to thank everyone at the Company for their continued dedication and commitment. We also thank our suppliers, our customers, and our shareholders for their ongoing support.



**Joseph A. Peller**  
Chairman



**John E. Peller**  
President and CEO



## MANAGEMENT'S DISCUSSION & ANALYSIS

### For the three months and year ended March 31, 2014

The following management's discussion and analysis ('MD&A') provides a review of corporate developments, results of operations, and financial position for the three months and year ended March 31, 2014 in comparison with those for the three months and year ended March 31, 2013. This discussion is prepared as of June 18, 2014 and should be read in conjunction with the audited consolidated financial statements for the years ended March 31, 2014 and 2013, and the accompanying notes contained therein. The financial years ended March 31, 2014, March 31, 2013 and March 31, 2012 are referred to as "fiscal 2014", "fiscal 2013", and "fiscal 2012" respectively. All dollar amounts are expressed in Canadian dollars unless otherwise indicated.

### FORWARD-LOOKING INFORMATION

Certain statements in this Management's Discussion & Analysis may contain "forward-looking statements" within the meaning of applicable securities laws including the "safe harbour provisions" of the Securities Act (Ontario) with respect to Andrew Peller Limited ('APL' or the 'Company') and its subsidiaries. Such statements include, but are not limited to, statements about the growth of the business in light of the Company's acquisitions; its launch of new premium wines; sales trends in foreign markets; its supply of domestically grown grapes; and current economic conditions. These statements are subject to certain risks, assumptions, and uncertainties that could cause actual results to differ materially from those included in the forward-looking statements. The words "believe", "plan", "intend", "estimate", "expect", or "anticipate", and similar expressions, as well as future or conditional verbs such as "will", "should", "would", "could", and similar verbs often identify forward-looking statements. We have based these forward-looking statements on our current views with respect to future events and financial performance. With respect to forward-looking statements contained in this MD&A, the Company has made assumptions and applied certain factors regarding, among other things: future grape, glass bottle, and wine prices; its ability to obtain grapes, imported wine, glass, and its ability to obtain other raw materials; fluctuations in the U.S./Canadian dollar, Euro/Canadian dollar and Australian/Canadian dollar exchange rates; its ability to market products successfully to its anticipated customers; the trade balance within the domestic Canadian wine market; market trends; reliance on key personnel; protection of its intellectual property rights; the economic environment; the regulatory requirements regarding producing, marketing, advertising, and labeling of its products; the regulation of liquor distribution and retailing in Ontario; the application of federal and provincial environmental laws; and the impact of increasing competition.

These forward-looking statements are also subject to the risks and uncertainties discussed in the "Risks and Uncertainties" section and elsewhere in this MD&A and other risks detailed from time to time in the publicly filed disclosure documents of the Company which are available at [www.sedar.com](http://www.sedar.com). Forward-looking statements are not guarantees of future performance and involve risks, uncertainties, and assumptions which could cause actual results to differ materially from the conclusions, forecasts, or projections anticipated in these forward-looking statements. Because of these risks, uncertainties, and assumptions you should not place undue reliance on these forward-looking statements. The Company's forward-looking statements are made only as of the date of this MD&A, and except as required by applicable law, Andrew Peller Limited undertakes no obligation to update or revise these forward-looking statements to reflect new information, future events, or circumstances.



## **Outlook**

The Company's stated mission is to build sales volumes of its blended, premium, and ultra-premium brands by delivering to its customers and consumers the highest quality wines at the best possible value. To meet this goal the Company invests in improvements in the quality of our grapes and wines, winemaking capabilities, and in sales and marketing initiatives. Over the long term the Company believes premium wine sales will continue to grow in Canada and these products generate higher prices and increased profitability compared to lower-priced table wines.

APL is focussed on initiatives to reduce costs and enhance its production efficiencies through an ongoing review of its operations. The Company continually reviews its cost structure with a view to enhancing profitability. The Company continues to expand and strengthen its distribution through provincial liquor boards, the 101 Ontario independent retail locations under The Wine Shop, Wine Country Vintners, and Wine Country Merchants retail locations, estate wineries, restaurants, and other licensed establishments. This distribution network is supported by enhanced sales, marketing, and promotional programs. From time to time the Company also evaluates the potential for acquisitions and partnerships, both in Canada and internationally, to further complement its product portfolio and market presence.

## **Recent Events**

On June 4, 2014 the Company's Board of Directors announced a 5% increase in "eligible" common share dividends for shareholders of record on June 30, 2014 which was payable on July 4, 2014. The annual amount of dividends on Class A Shares was increased to \$0.420 per share from \$0.400 per share and the dividends on Class B Shares were increased to \$0.365 per share from \$0.348 per share.

On June 5, 2013 the Company's Board of Directors announced an 11% increase in common share dividends for shareholders of record on June 28, 2013 which was payable on July 5, 2013. The annual amount of dividends on Class A Shares was increased to \$0.400 per share from \$0.360 per share and the dividends on Class B Shares were increased to \$0.348 per share from \$0.314 per share.

## **The Canadian Wine Market**

The market for wine in Canada has continued to grow because of three factors; increased consumption by young consumers who have more recently adopted wine as their beverage of choice; the widely reported health benefits of moderate wine consumption; and a movement towards an increased consumption of wine made by an aging population who favour the more sophisticated experience that wine offers.

For the year ended March 31, 2014 consumption of wine in Canada (excluding Quebec, where the Company does not participate and excluding the refreshment wine category) rose by approximately 1.9% after increasing by 3.9% in fiscal 2013. Imported wines accounted for 64.7% of total volume in fiscal 2014 down from 65.4% in fiscal 2013. Canadian-made wines experienced an increase in market share from 34.6% in fiscal 2013 to 35.3% in fiscal 2014. The Company's share of the total Canadian market in fiscal 2014 was 13.4% compared to 13.2% in 2013. The Company's share of the Canadian domestic market increased from 37.4% in fiscal 2013 to 37.9% in fiscal 2014 primarily due to the launches of Wayne Gretzky wines in Western Canada and of Black Cellar across the country.

The Vintners Quality Alliance ('VQA'), established in 1989, has become recognized throughout the world as the appellation system for Canadian wines that meet strict standards of excellence. The Company's sales of VQA designated wines increased by 19.6% in fiscal 2014 compared to 7.7% in fiscal 2013 due to the launch of Wayne Gretzky wines and strong performance from Sandhill and Red Rooster in Western Canada. In Eastern Canada the Company benefitted from a full year's sales from Wayne Gretzky and strong export sales of icewine.

Red table wines continued to grow in popularity with total Canadian volume sales rising 2.5% in fiscal 2014 compared to 2.7% in 2013. Volume sales of the Company's red wine portfolio increased 4.9% in fiscal 2014 after declining by 0.2% in fiscal 2013. The increase was due to the strong performance of Wayne Gretzky wines and the launch of Black Cellar. Volume sales of white table wines in Canada rose 2.2% in fiscal 2014 and 5.3% in 2013 while the Company's sales of white table wines were up 2.5% in fiscal 2014 compared to 2.7% in fiscal 2013.

The Company believes that sales for personal winemaking products declined in Canada by approximately 3.0% in fiscal 2014 and 4.0% in fiscal 2013. Sales of the Company's personal winemaking products experienced a slight increase during the year in both Canada and the United States due to improved market share and a more stabilized retail environment.

## Results of Operations

<b>For the year ended March 31, (in \$000, except per share amounts)</b>	<b>2014</b>	<b>2013<sup>(1)</sup></b>	<b>2012<sup>(1)</sup></b>
Sales	\$ 297,824	\$ 289,143	\$ 276,883
Gross margin	107,982	109,743	107,257
Gross margin (% of sales)	36.3%	38.0%	38.7%
Selling and administrative expenses	74,253	76,254	74,606
EBITA	33,729	33,489	32,651
Restructuring costs	1,409	1,118	-
Unrealized gain on derivative financial instruments	(750)	(1,295)	(257)
Other expenses (income)	145	(544)	1,163
Net earnings	14,021	14,519	13,001
Earnings per share – basic and diluted - Class A	\$1.01	\$1.04	\$0.93
Earnings per share – basic and diluted - Class B	\$0.88	\$0.91	\$0.81
Dividend per share – Class A (annual)	\$0.400	\$0.360	\$0.360
Dividend per share – Class B (annual)	\$0.348	\$0.314	\$0.314

<sup>(1)</sup> Amounts for the year ended March 31, 2013 were restated to reflect the adoption of the amendments to IAS 19. Amounts for the period ended March 31, 2012 were not restated.

Sales for the year ended March 31, 2014 increased 3.0% compared to the prior year driven by strong performance in provincial liquor boards, particularly in Western Canada, the retail store network, export, and agency trade channels. The Company benefitted from the introduction of Wayne Gretzky wines in Western Canada and from the launch of Black Cellar. Sales declined in Atlantic Canada due to intense price competition in the key Nova Scotia market and to reduced sales in the Company's co-packing business. Management believes that aggressive promotional initiatives will continue to drive growth in sales going forward.

The Company defines gross margin as gross profit excluding amortization. Gross margin as a percentage of sales was 36.3% for the year ended March 31, 2014 compared to 38.0% in the prior year. Gross margin percentage was negatively affected by price competition in Western and Atlantic Canada markets, higher costs for wine, juice, and concentrate purchased on international markets, and increased costs to expedite production to meet higher than anticipated demand for certain products during the key holiday season. The decrease in gross margin was partially offset by successful cost control initiatives to reduce distribution, operating, and packaging expenses. Management is focussed on efforts to enhance production efficiency and productivity to improve overall profitability.

Selling and administrative expenses declined by \$2.0 million in fiscal 2014 due to an ongoing restructuring that began in the fourth quarter of fiscal 2013 in the Company's personal winemaking division where it implemented a cost savings initiative to outsource all of its distribution and reduced certain marketing and administrative positions. This initiative served to reduce expenses by \$1.4 million during the year. As a percentage of sales, selling and administrative expenses for the year ended March 31, 2014 improved to 24.9% compared to 26.4% in the prior fiscal year. The Company is focussed on ensuring that selling and administrative expenses are tightly controlled.

Earnings before interest, amortization, restructuring costs, unrealized derivative gains, other expenses, and income taxes ("EBITA") were \$33.7 million for the year ended March 31, 2014 compared to \$33.5 million in the prior year. Lower gross margins were offset by cost savings in selling and administrative expenses.

Interest expense has declined marginally in fiscal 2014 due to lower debt levels resulting from improved management of working capital.

The Company incurred restructuring charges in fiscal 2014 of \$1.4 million in its personal winemaking division related to ongoing cost savings initiatives to outsource distribution and through reductions in operating, marketing, and administrative expenses. A restructuring charge of \$1.1 million was incurred in the fourth quarter of fiscal 2013 when this initiative at the Company's personal winemaking division was begun.

The Company recorded an unrealized non-cash gain in the year ended March 31, 2014 related to mark-to-market adjustments on an interest rate swap and foreign exchange contracts aggregating approximately \$0.8 million compared to a gain of \$1.3 million in the prior year. The Company has elected not to apply hedge accounting and accordingly the change in fair value of these financial instruments is reflected in the Company's statement of earnings each reporting period. These instruments are considered to be effective economic hedges and have enabled management to mitigate the volatility of changing costs and interest rates during the year.

Other expenses in fiscal 2014 include pension liabilities incurred for prior service that were negotiated as part of the new collective agreement with the BC labour union signed in June 2013 which were in part offset by income from the expropriation of the Company's Port Moody facility which was closed effective December 31, 2005. In fiscal 2013 other income related to income from the expropriation of the Port Moody facility. The property is temporarily being used as a staging area for the construction of a rapid transit project. Payments amounting to \$2.0 million for the use of the property were received in advance and were recorded as deferred income and are being recognized as other income over the five-year term of the expropriation which began on July 1, 2012.

Adjusted net earnings defined as net earnings not including restructuring charges, unrealized losses and gains on derivative financial instruments, and other expenses or income were \$14.6 million for the year ended March 31, 2014 compared to \$14.0 million in the prior year.

Net earnings for the year ended March 31, 2014 were \$14.0 million or \$1.01 per Class A Share compared to \$14.5 million or \$1.04 per Class A Share for fiscal 2013.

The Company believes that sales will continue to grow due to the strong positioning of key brands and the continued launch of new and innovative products into the Canadian wine market. However, the Company will experience continued pressure on earnings due to continued pricing pressure from major competitors, a weakening of the Canadian dollar against key currencies and higher spending on advertising and promotional activities. The Company uses foreign exchange forward contracts to protect against changes in foreign currency rates and currently at June 18, 2014 has locked in \$25.0 million in U.S. dollar contracts at rates averaging \$1.10 Canadian and €1.0 million in Euro contracts at rates averaging \$1.48 Canadian. These contracts expire at various dates through January 31, 2015.

### Quarterly Performance

The following table outlines key quarterly highlights.

(in \$000, except per share amounts)	Q4 14	Q3 14	Q2 14	Q1 14	Q4 13 <sup>(1)</sup>	Q3 13 <sup>(1)</sup>	Q2 13 <sup>(1)</sup>	Q1 13 <sup>(1)</sup>
Sales	\$66,026	\$81,854	\$77,226	\$72,718	\$63,586	\$79,813	\$73,082	\$72,662
Gross margin	22,606	29,475	28,091	27,810	22,635	30,801	28,091	28,216
Gross margin (% of sales)	34.2%	36.0%	36.4%	38.2%	35.6%	38.6%	38.4%	38.8%
EBITA	3,655	11,378	9,021	9,675	3,078	11,859	8,886	9,666
Restructuring costs	1,056	254	99	-	1,118	-	-	-
Unrealized (gains) losses on financial instruments	(231)	(252)	464	(731)	(216)	(683)	(198)	(198)
Other (income) expenses	(97)	(22)	296	(32)	(331)	214	(513)	86
Net earnings	(578)	5,967	3,540	5,092	(935)	6,572	4,280	4,602
E.P.S. – Class A basic & diluted	\$(0.04)	\$0.43	\$0.25	\$0.37	\$(0.07)	\$0.47	\$0.31	\$0.33
E.P.S. – Class B basic & diluted	\$(0.03)	\$0.37	\$0.22	\$0.32	\$(0.06)	\$0.41	\$0.27	\$0.29

<sup>(1)</sup> Restated to reflect the adoption of the amendments to IAS 19.

The third quarter is historically the strongest in each fiscal year due to increased consumer purchasing of the Company's products during the holiday season.

Sales in the fourth quarter of fiscal 2014 increased by 3.8% compared to the same quarter of fiscal 2013 due to solid performance in provincial liquor control boards, the retail store network, export, and agency trade channels. The Company experienced reduced sales in the third and fourth quarters of fiscal 2014 in its co-packing business. Gross margin for the three months ended March 31, 2014 was 34.2% of sales compared to 35.6% in the prior year's fourth quarter. The change was due primarily to increased price competition in certain Western and Atlantic Canadian markets and higher costs for wine, juice, and concentrate purchased on international markets. Selling and administrative expenses as a percentage of sales decreased to 28.7% in the fourth quarter of fiscal 2014 compared to 30.8% in the fourth quarter of fiscal 2013. The decline was due to a restructuring that began in the fourth quarter of fiscal 2013 and continued through fiscal 2014 in the Company's personal winemaking division. These related to cost savings initiatives to outsource distribution and reductions in operating, marketing, and administrative expenses. The adjusted earnings or loss defined as net earnings not including restructuring charges, unrealized gains on derivative financial instruments, and other expenses or income was \$nil for the three months ended March 31, 2014 compared to an adjusted loss of \$0.5 million in the same prior year period.



## Liquidity and Capital Resources

As at (in \$000)	March 31, 2014	March 31, 2013 <sup>(1)</sup>
Current assets	\$ 146,127	\$ 144,194
Property, plant, and equipment	90,152	88,841
Biological assets	14,054	13,405
Intangibles	13,209	12,606
Goodwill	37,473	37,473
<b>Total assets</b>	<b>\$ 301,015</b>	<b>\$ 296,519</b>
Current liabilities	\$ 101,563	\$ 102,524
Long-term debt	38,328	41,473
Long-term derivative financial instruments	268	1,215
Post-employment benefit obligations	6,132	6,411
Deferred income	910	1,314
Deferred income tax	15,811	13,881
Shareholders' equity	138,003	129,701
<b>Total liabilities and shareholders' equity</b>	<b>\$ 301,015</b>	<b>\$ 296,519</b>

<sup>(1)</sup> Restated to reflect the adoption of the amendments to IAS 19.

Bank indebtedness at March 31, 2014 decreased compared to March 31, 2013 due to solid net earnings for the year less the payments for common share dividends and tight management of working capital.

Inventory increased at March 31, 2014 compared to March 31, 2013 due to an increase in domestic bulk wine as the vintage 2013 grape crop was the largest in the Company's history and an increase in finished goods inventory due to the launch of new and innovative wines across the country. The Company continues to generate benefits from improved information technology systems introduced to monitor and control the Company's supply chain. Inventory is dependent on the increased use of domestically grown grapes that are used in the sale of premium and ultra-premium wines that are held for a longer period than imported wine. These grapes are typically aged for one to three years before they are sold. The cost of domestically grown grapes is also significantly higher than wine purchased on international markets.

Accounts receivable are predominantly with provincial liquor boards and to a lesser extent licensed establishments and independent retailers of consumer made wine kits. The Company had \$12.5 million of accounts receivable with provincial liquor boards at March 31, 2014, all of which is expected to be collectible. The balance represents amounts due from licensees, export customers, and independent retailers of consumer made wine products. The amount of accounts receivable that was beyond 60 days was \$0.7 million at March 31, 2014. Against these amounts an allowance for doubtful accounts of \$0.1 million has been provided which the Company has determined to represent a reasonable estimate of amounts that may not be collectible. During fiscal 2013 the Company received the \$1.0 million holdback from Creemore Springs Brewery Ltd. due on May 1, 2012 related to the sale of Granville Island Brewing Company Ltd. and Mainland Beverage Distribution Ltd.

The following table outlines the Company's contractual obligations, including long-term debt, operating leases, and commitments on short-term forward foreign exchange contracts used to hedge the currency risk on U.S. dollar purchases.

As at March 31, 2014 (in \$000)	Total	<1 Year	2-3 years	4-5 years	>5 years
Long-term debt	\$ 45,837	\$ 7,392	\$ 38,127	\$ 212	\$ 106
Swap agreement and loan interest	2,935	2,259	676	-	-
Operating leases and royalties	24,792	4,799	7,117	3,278	9,598
Pension obligations	5,846	1,005	1,882	860	2,099
Foreign exchange contracts	22,088	22,088	-	-	-
Long-term grape contracts	271,690	34,060	64,292	47,306	126,032
Total long-term obligations	\$ 373,188	\$ 71,603	\$ 112,094	\$ 51,656	\$ 137,835

The ratio of debt to equity was 0.73:1 at March 31, 2014 compared to 0.83:1 at March 31, 2013. At March 31, 2014 the Company had unutilized debt capacity in the amount of \$28.6 million on its operating loan facility.

On April 28, 2014 the Company completed a refinancing with its existing bank group by entering into a \$150.0 million syndicated loan facility. The operating loan facility in the amount of \$90.0 million matures on April 28, 2019 and bears interest at the one to nine-month Canadian Dealer Offered Rate ("CDOR") plus a rate that is dependent on leverage. The rate that is dependent on leverage for the period ended March 31, 2014 was 1.75%. The term facility in the amount of \$60.0 million matures on April 28, 2019. The Company also added a \$15.0 million facility to fund future capital expenditures that also matures on April 28, 2019. The Company put in place an interest rate swap that complements the current swap that effectively fixes the interest rate on the term facility at 4.93% through August 31, 2015 and at 3.91% for the period from September 1, 2015 to April 28, 2019. The loan will be repayable in monthly principal payments of \$0.333 million until it matures on April 28, 2019.

Management expects to generate sufficient cash flow from operations to meet its debt servicing, principal payment, and working capital requirements over both the short and the long-term through increased profitability and strong management of working capital and capital expenditures. The Company continually reviews all of its assets to ensure appropriate returns on investment are being achieved and that they fit with the Company's long-term strategic objectives.

In fiscal 2014 the Company generated cash from operating activities, after changes in non-cash working capital items, of \$25.0 million compared to \$13.3 million in the prior year. Cash flow from operating activities has increased due to a \$1.6 million decrease in non-cash working capital compared to a \$10.1 million increase in the prior year.

Investing activities of \$11.2 million were made in fiscal 2014 compared to \$11.4 million in the prior year. Capital spending in fiscal 2014 related to the installation of new bottling lines to optimize production efficiencies in the Kelowna and Grimsby wineries, the construction of a Sandhill winery retail store in Kelowna, and the replanting of certain of the Company's vineyards. In fiscal 2013, capital spending related to the expansion of our processing and cooperage capacity at the Grimsby winery.

Working capital as at March 31, 2014 increased to \$44.6 million compared to \$41.7 million at March 31, 2013. An increase in inventory and a decrease in bank indebtedness more than offset an increase in accounts payable and accrued charges and a decrease in accounts receivable. Shareholders' equity as at March 31, 2014 was \$138.0 million or \$9.65 per common share compared to \$129.7 million or \$9.07 per common share as at March 31, 2013. The increase in shareholders' equity is due to solid net earnings for the year partially offset by the payment of dividends.

The Company adopted the amendments to accounting standard IAS 19 – Employee benefits and recorded adjustments to post-employment benefit obligations and the related impact of this adjustment on deferred income taxes retrospectively for the year beginning April 1, 2012.

### Common Shares Outstanding

The Company is authorized to issue an unlimited number of Class A and Class B Shares. Class A Shares are non-voting and are entitled to a dividend in an amount equal to 115% of any dividend paid or declared on Class B Shares. Class B Shares are voting and convertible into Class A Shares on a one-for-one basis.

Shares outstanding	June 18, 2014	March 31, 2014	March 31, 2013
Class A Shares	11,293,829	11,293,829	11,293,829
Class B Shares	3,004,041	3,004,041	3,004,041
Total	14,297,870	14,297,870	14,297,870

### Strategic Outlook and Direction

Andrew Peller Limited is committed to a strategy of growth that focuses on the expansion of its core business as a producer and marketer of quality wines through concentrating on and developing leading brands that meet the needs of our consumers and customers.

The market for wine in Canada continues to grow due to a movement toward the consumption of wine made by young consumers who have adopted wine as their beverage of choice, an aging population that favours the more sophisticated experience that wine offers, and the widely reported health benefits of moderate wine consumption. The Company has recorded strong growth in sales through provincial liquor boards and export and agency trade channels. The Company expects that the performance of its personal winemaking division will continue to strengthen. The Company has focussed its product development and sales and marketing initiatives at capitalizing on the trend of increased wine consumption and expects to see continued sales growth. The Company will continue to closely monitor its costs and will react quickly to changes to risks and opportunities in the marketplace.

The Company will continue to launch wine brands in the future and increase its use of unique package formats. The Company will also expand product offerings outside the traditional table wine segment, such as wine-based cocktails and spritzers, where it is able to leverage its detailed knowledge of growth opportunities in the Canadian market. The Company will make packaging design changes that are more appealing to its target markets and are consistent with its initiative to be more environmentally friendly. Increased focus will be made on coordination between the Company's business-to-consumer trade channels to provide customers with a more intimate awareness of its broad product portfolio. New product launches and directed spending to support key brands through all of the Company's distribution channels will receive increased marketing and sales support in fiscal 2015.

The Company expects to maximize the efficiency of its existing assets while also making additional investments in capital expenditures to increase capacity, to support its ongoing commitment to producing the highest-quality wines, and to improve productivity. Improvements to enhance the coordination throughout its supply chain have been implemented recently and benefits have begun to accrue. Investments made over the past few years are expected to continue to result in increased sales and improved profitability.

From time to time the Company evaluates investment opportunities, including acquisitions, which support its strategic direction.

The Company plans to dedicate further resources towards rectifying unfair trade practices and taxes by continuing to work closely with other members of the Canadian wine industry and the Canadian and provincial governments.

The Company anticipates it will generate increased sales in fiscal 2015 while gross margin dollars are expected to remain stable or increase moderately. The increased use of domestic grapes, higher costs of foreign exchange, and pricing pressure in key markets could have a modest negative impact on gross margin percentage in fiscal 2015.

The Company's product portfolio covers the complete spectrum of price levels within the Canadian wine market. While there may be an increase in purchases of ultra-premium wine, this is expected to be offset by a slight decrease in sales of blended varietal wine. In addition, the Company will be accelerating its efforts to generate production efficiencies and reduce overhead costs to enhance its overall profitability.

### **Risks and Uncertainties**

The Company's sales of wine are affected by general economic conditions such as changes in discretionary consumer spending and consumer confidence, future economic conditions, tax laws, and the prices of its products. A steep and sustained decline in economic growth may cause a lower demand for the Company's products. Such general economic conditions could impact sales through the Company's estate wineries and restaurants, direct sales through licensed establishments, and export sales through duty free shops. APL believes that these effects would likely be temporary and would not have a significant impact on financial performance.

The Canadian wine market continues to be the target of low-priced imported wines from regions and countries that subsidize wine production and grape growing as well as providing sizeable export subsidies. Many of these countries and regions prohibit or restrict the sale of imported wine in their own domestic markets. The Company, along with other members of the Canadian wine industry, are working with the Canadian government to rectify these unfair trade practices.

The Company operates in a highly competitive industry and the dollar amount and unit volume of sales could be negatively impacted by its inability to maintain or increase prices, changes in geographic or product mix, a general decline in beverage alcohol consumption, or the decision of retailers or consumers to purchase competitive products instead of the Company's products. Retailer and consumer purchasing decisions are influenced by, among other things, the perceived absolute or relative overall value of the Company's products including their quality or pricing compared to competitive products. Unit volume and dollar sales could also be affected by purchasing, financing, operational, advertising, or promotional decisions made by provincial agencies and retailers which could affect supply of or consumer demand for, the Company's products. APL could also experience higher than expected selling and administrative expenses if it finds it necessary to increase the number of its personnel, advertising, or promotional expenditures to maintain its competitive position.

APL expects to increase the sales of its premium wines in Canada principally through the sale of VQA wines, and as a result, is dependent on the quality and supply of domestically grown premium quality grapes. If any of the Company's vineyards or the vineyards of our grape suppliers experience certain weather variations, natural disasters, pestilence, other severe environmental problems, or other occurrences, APL may not be able to secure a sufficient supply of grapes, a situation which could result in a decrease in production of certain products from those regions and/or result in an increase in costs. In the past where there has been a significant reduction in domestically sourced grapes, the Government of Ontario, in conjunction with the Ontario Grape Growers Marketing Board, has agreed to temporarily increase the blending of imported wines which would enable the Company to continue to supply products to the market. The inability to secure premium quality grapes could impair the ability of the Company to supply certain wines to its customers. APL has developed programs to ensure it has access to a consistent supply of premium quality grapes and wine. The price of grapes is determined through negotiations with the Ontario Grape Growers Marketing Board in Ontario and with independent growers in British Columbia.



Foreign exchange risk exists on the purchases of bulk wine and concentrate that are primarily made in United States dollars, Euros, and Australian dollars. The Company's strategy is to hedge approximately 50% - 80% of its foreign exchange requirements throughout the fiscal year and to regularly review its on-going requirements. APL has entered into a series of foreign exchange contracts as a hedge against movements in U.S. dollar and Euro exchange rates. The Company does not enter into foreign exchange contracts for trading or speculative purposes. These contracts are reviewed periodically. Each one percent change in the value of the U.S. dollar has a \$0.2 million impact on the Company's net earnings. Each one percent change in the value of the Euro has a \$0.1 million impact on the Company's net earnings.

The Company purchases glass, bag in box, tetra paks, and other components used in the bottling and packaging of wine. The largest component in the packaging of wine is glass, of which there are few domestic or international suppliers. There is currently only one commercial supplier of glass in Canada and any interruption in supply could have an adverse impact on the Company's ability to supply its markets. APL has taken steps to reduce its dependence on domestic suppliers through the development of relationships with several international producers of glass and through carrying increased inventory of selected bottles.

The Company operates in a highly regulated industry with requirements regarding the production, distribution, marketing, advertising, and labelling of wine. These regulatory requirements may inhibit or restrict the Company's ability to maintain or increase strong consumer support for and recognition of its brands and may adversely affect APL's business strategies and results of operations. Privatization of liquor distribution and retailing has been implemented in varying degrees across the country. The possibility of privatization in Ontario remains a risk to the Company through its impact on the Company's retail operations. The provincial government has stated that, should it consider privatization, it would engage in a consultation process and would acknowledge the special role of Ontario's wine industry.

In December 2012 the Government of Ontario announced that the LCBO would be opening ten LCBO Express outlets within supermarkets across Ontario beginning in 2014. This pilot is not expected to have a material impact on the Company. However, if the LCBO decides to open additional outlets, there could be a material adverse impact on the Company's retail operations.

The Province of British Columbia has recently announced that it will allow the sale of wine in grocery stores amongst other changes in liquor policies. The impact of these changes will remain uncertain until they are implemented and details are known.

The wine industry and the domestic and international market in which the Company operates are consolidating. This has resulted in fewer, but larger, competitors who have increased their resources and scale. The increased competition from these larger market participants may affect the Company's pricing strategies and create margin pressures resulting in potentially lower revenues. Competition also exerts pressure on existing customer relationships which may affect APL's ability to retain existing customers and increase the number of new customers. The Company has worked to improve production efficiencies, selectively increase pricing to increase gross margin, and implement a higher level of promotion and advertising activity to combat these initiatives. APL and other wine industry participants also generally compete with other alcoholic beverages like beer and spirits for consumer acceptance, loyalty, and shelf space. No assurance can be given that consumer demand for wine and premium wine products will continue at current levels in the future.

The Company has experienced increases in energy costs and further increases in the cost of energy would result in higher transportation, freight, and other operating costs. The Company's future operating expenses and margins are dependent on its ability to manage the impact of cost increases. The Company cannot guarantee that it will be able to pass along increased energy costs to its customers through increased prices.

Federal and provincial governments impose excise and other taxes on beverage alcohol products which have been subject to change. Significant increases in excise and other taxes on beverage alcohol products could materially and adversely affect the Company's financial condition or results of operations. Federal and provincial governmental agencies extensively regulate the beverage alcohol products industry concerning such matters as licensing, trade practices, permitted and required labelling, advertising, and relations with consumers and retailers. Certain federal and provincial regulations also require warning labels and signage. New or revised regulations, increased licensing fees, requirements, or taxes could also have a material adverse effect on the Company's financial condition or results of operations.

The Company's future operating results also depend on the ability of its officers and other key employees to continue to implement and improve its operating and financial systems and manage the Company's significant relationships with its suppliers and customers. The Company is also dependent upon the performance of its key senior management personnel. The Company's success is linked to its ability to identify, hire, train, motivate, promote, and retain highly qualified management. Competition for such employees is intense and there can be no assurances that the Company will be able to retain current key employees or attract new key employees.

The Company has defined benefit pension plans. The expense and cash contributions related to these plans depend on the discount rate used to measure the liability to pay future benefits and the market performance of the plan assets set aside to pay these benefits. A pension committee reviews the performance of plan assets on a regular basis and has a policy to hold diversified investments. Nevertheless, a decline in long-term interest rates or in asset values could increase the Company's costs related to funding the deficit in these plans.

The competitive nature of the wine industry internationally has resulted in the discounting of retail prices of wine in key markets such as the United States and the United Kingdom. The Company does not believe that significant price discounting will occur in Canada beyond current levels.

The Company considers its trademarks, particularly certain brand names and product packaging, advertising and promotion design, and artwork to be of significant importance to its business and ascribes a significant value to these intangible assets. APL relies on trademark laws and other arrangements to protect its proprietary rights. There can be no assurance that the steps taken by APL to protect its intellectual property rights will preclude competitors from developing confusingly similar brand names or promotional materials. The Company believes that its proprietary rights do not infringe upon the proprietary rights of third parties, but there can be no assurance in this regard.

As an owner and lessor of property the Company is subject to various federal and provincial laws relating to environmental matters. Such laws provide that the Company could be held liable for the cost of removal and remediation of hazardous substances on its properties. The failure to remedy any situation that might arise could lead to claims against the Company. A perceived failure to maintain high ethical, social, and environmental standards could have an adverse effect on the Company's reputation.

The success of the Company's brands depends upon the positive image that consumers have of those brands. Contamination of APL's products, whether arising accidentally or through deliberate third-party action, or other events that harm the integrity or consumer support for those brands could adversely affect their sales. Contaminants in raw materials purchased from third parties and used in the production of the Company's products or defects in the fermentation process could lead to low product quality as well as illness among, or injury to, consumers of the products and may result in reduced sales of the affected brand or all of the Company's brands.

### Non-IFRS Measures

The Company utilizes EBITA (defined as earnings before interest, amortization, restructuring costs, unrealized derivative gains, other expenses, and income taxes) to measure its financial performance. EBITA is not a recognized measure under IFRS; however, management believes that EBITA is a useful supplemental measure to net earnings as it provides readers with an indication of earnings available for investment prior to debt service, capital expenditures, and income taxes.

#### For the three months and year ended March 31, 2014 and 2013

(in \$000)	Three months		Year	
	2014	2013 <sup>(1)</sup>	2014	2013 <sup>(1)</sup>
Net earnings (loss)	\$ (578)	\$ (935)	\$ 14,021	\$ 14,519
Interest	1,552	1,348	5,386	5,427
Provision for income taxes	(375)	(81)	5,223	6,136
Amortization of plant and equipment used in production	1,379	1,571	4,979	5,098
Amortization of equipment and intangibles used in selling and administration	949	604	3,316	3,030
Restructuring costs	1,056	1,118	1,409	1,118
Net unrealized gains on derivatives	(231)	(216)	(750)	(1,295)
Other expenses (income)	(97)	(331)	145	(544)
EBITA	\$ 3,655	\$ 3,078	\$ 33,729	\$ 33,489

<sup>(1)</sup> Restated to reflect the adoption of the amendments to IAS 19.

Readers are cautioned that EBITA should not be construed as an alternative to net earnings determined in accordance with IFRS as an indicator of the Company's performance or to cash flows from operating, investing, and financing activities as a measure of liquidity and cash flows.

The Company also utilizes gross margin (defined as gross profit excluding amortization) as calculated below.

#### For the three months and year ended March 31, 2014 and 2013

(in \$000)	Three Months		Year	
	2014	2013 <sup>(1)</sup>	2014	2013 <sup>(1)</sup>
Gross profit	\$ 21,227	\$ 21,064	\$ 103,003	\$ 104,645
Amortization of plant and equipment used in production	1,379	1,571	4,979	5,098
Gross margin	\$ 22,606	\$ 22,635	\$ 107,982	\$ 109,743
Gross margin (% of sales)	34.2%	35.6%	36.3%	38.0%

<sup>(1)</sup> Restated to reflect the adoption of the amendments to IAS 19.

The Company calculates adjusted earnings as follows.

<b>For the three months and year ended March 31, 2014 and 2013</b>	<b>Three Months</b>		<b>Year</b>	
	<b>2014</b>	<b>2013<sup>(1)</sup></b>	<b>2014</b>	<b>2013<sup>(1)</sup></b>
<b>(in \$000)</b>				
Net earnings (loss)	\$ (578)	\$ (935)	\$ 14,021	\$ 14,519
Restructuring costs	1,056	1,118	1,409	1,118
Net unrealized losses (gains) on derivatives	(231)	(216)	(750)	(1,295)
Other expenses (income)	(97)	(331)	145	(544)
Income tax effect of the above	(204)	(148)	(209)	187
Adjusted earnings (loss)	\$ (39)	\$ (512)	\$ 14,616	\$ 13,985

<sup>(1)</sup> Restated to reflect the adoption of the amendments to IAS 19.

The Company's method of calculating EBITA, gross margin, and adjusted earnings may differ from the methods used by other companies and accordingly, may not be comparable to the corresponding measures used by other companies.

#### **Financial Statements and Accounting Policies**

The Company's consolidated financial statements have been prepared in accordance with IFRS, as issued by the International Accounting Standards Board ("IASB").

#### **Critical Accounting Estimates**

During the year management is required to make estimates or rely on assumptions that are inherently uncertain. These estimates can vary with respect to the level of judgment involved and ultimately the impact that these estimates may have on the Company's financial statements. Estimates are deemed to be critical when a different estimate could reasonably be used or where changes are reasonably likely to occur which would materially affect the Company's financial position or financial performance. The Company's significant accounting policies are discussed in the Notes to the March 31, 2014 Consolidated Financial Statements. Critical estimates inherent in these accounting policies are set out below.

#### **Inventory Valuation**

Inventory is valued at the lower of cost and net realizable value. Cost is determined on an average cost basis. The Company utilizes a weighted average cost calculation to determine the value of ending inventory (bulk wine and finished goods). Average cost is determined separately for import wine and domestic wine and is calculated by varietal and vintage year.

Grapes produced from vineyards controlled by the Company that are part of inventory are measured at their fair value less costs to sell at the point of harvest.

The Company includes borrowing costs in the cost of certain wine inventory that requires a substantial period of time to become ready for sale. Management has provided an allowance for slow moving and obsolete inventory which is considered to be sufficient for potential losses.



**Biological Assets**

The Company measures biological assets, consisting of grape vines, at fair value less costs to sell. Agricultural produce, consisting of grapes grown on vineyards controlled by the Company, is measured at fair value less costs to sell at the point of harvest and becomes the basis for the cost of inventory after harvest.

Gains or losses arising from a change in fair value less costs to sell are included in the consolidated statement of earnings in the period in which they arise.

**Goodwill**

The Company determines an impairment based on the ability to recover the balance of goodwill from expected future discounted operating cash flows or the fair value of certain asset groups. This assessment requires making estimates and assumptions about the future cash flows, growth rates, market conditions, and discount rates which are inherently uncertain.

**Intangible assets**

Intangible assets primarily relate to customer contracts, brands, and customer based relationships that have been acquired through acquisitions. Management believes that brands do not have a fixed or determinable life and consequently brands are not amortized but are subject to annual impairment tests based on a comparison of the carrying amount to the estimated fair market value of the brands. The amortization periods related to those intangible assets with finite lives are based on the expected duration of the contracts and relationships acquired. These intangible assets will be tested for impairment when events or circumstances arise that indicates an impairment may exist.

**Fair value of financial instruments**

Accounts receivable, accounts payable and accrued liabilities, and bank indebtedness are reflected in the consolidated financial statements at carrying values which approximate fair value due to the short-term maturity of these instruments.

Long-term debt has a floating interest rate and its carrying value, as reflected in the consolidated financial statements, approximates fair value. Interest on long-term debt has been fixed through the use of an interest rate swap.

The Company purchases wine and other inventory items throughout the year. These purchases are made in United States dollars, Euros, and Australian dollars. The Company uses foreign exchange contracts as a hedge against changes in currency values. The Company's strategy is to hedge approximately 50% - 80% of its foreign exchange requirements throughout the fiscal year. The Company does not enter into foreign exchange contracts for trading or speculative purposes. Contracts are matched against forecasted purchases of inventory and other purchases in U.S. dollars, Euros, and Australian dollars.

All financial instruments are initially recorded at fair value which includes the Company's interest rate swap and foreign exchange contracts. The Company has not designated any of its derivative financial instruments as hedges and accordingly, changes to the fair value of these instruments are recorded through earnings each period as a net unrealized gain or loss on derivative financial instruments.

### Employee Future Benefits

The Company provides defined benefit pension plans and other post-employment benefit plans to certain of its employees. The assumptions used to measure the accrued benefit obligations and benefit costs are: discount rate for measuring expenses 4.2% (2013 – 4.5%), discount rate for measuring liability 4.4% (2013 – 4.2%) and rate of compensation increase 4.0%. To measure the obligation for post-employment medical benefits, it was assumed that the health care inflation rate would be 6% in fiscal 2014 and 5% thereafter. All actuarial gains and losses are recognized immediately in other comprehensive income (“OCI”). The corresponding change in shareholders’ equity is adjusted to retained earnings for the period. The liability recorded represents the estimated deficit position of the plans.

### Recently adopted accounting pronouncements

In June 2011 the IASB issued amendments to IAS 19 – Employee Benefits, which require changes to the recognition and disclosure of defined benefit pension plans, including eliminating the deferral of actuarial gains and losses, requiring that actuarial gains and losses are included in OCI, and increasing disclosures on the characteristics and risks of defined benefit plans. The new standard also requires that the net interest cost on defined benefit pension plans is recorded based on the net plan deficits rather than interest on the liabilities net of the expected return on plan assets. Past service costs are recognized immediately in net earnings under the amended standard. The new requirements were applied retrospectively.

The following tables summarize the impact of adopting amended IAS 19 – Employee benefits.

Impact on the statement of earnings and comprehensive income (in \$000)	For the three months ended March 31, 2013			For the year ended March 31, 2013		
	As reported	Impact of IAS 19 amendment	As restated	As reported	Impact of IAS 19 amendment	As restated
<b>Net (loss) earnings for the period</b>	\$ (875)	\$ (60)	\$ (935)	\$ 14,759	\$ (240)	\$ 14,519
<b>Net (loss) earnings per share</b>						
Basic and diluted						
Class A Shares	(0.06)	(0.01)	(0.07)	1.06	(0.02)	1.04
Class B Shares	(0.06)	0.00	(0.06)	0.92	(0.01)	0.91
<b>Net comprehensive (loss) income for the period</b>	\$ (335)	\$ (15)	\$ (350)	\$ 13,862	\$ (59)	\$ 13,803

In December 2011 the IASB issued amendments to IFRS 7 – Financial Instruments: Disclosures which increase the disclosure requirements related to the offsetting of financial assets and financial liabilities. The new requirements were adopted effective April 1, 2013. The adoption of these amendments did not have a significant impact on these consolidated financial statements.

In June 2011 the IASB issued amendments to IAS 1 – Financial Statement Presentation which requires changes in the presentation of OCI including grouping together certain items of OCI that may be reclassified to net earnings. The new requirements were adopted effective April 1, 2013 and are reflected in these consolidated financial statements.

In May 2011 the IASB issued IFRS 13 – Fair Value Measurements which defines fair value, sets out a framework for measuring fair value, and requires disclosures about fair value measurements. The standard applies when another standard requires or permits a fair value measurement. The new requirements were adopted effective April 1, 2013. The adoption of the new standard did not have a significant impact on these consolidated financial statements.

In May 2011 the IASB issued IFRS 10 – Consolidated Financial Statements, IFRS 11 – Joint Arrangements and IFRS 12 – Disclosure of Interests in Other Entities. IFRS 10 provides a single consolidation model that identifies control as the basis for consolidation for all types of entities. IFRS 10 replaces IAS 27 - *Consolidated and Separate Financial Statements* and SIC-12 – *Consolidation - Special Purpose Entities*. IFRS 11- *Joint Arrangements* establishes principles for the financial reporting by parties to a joint arrangement. IFRS 11 supersedes IAS 31 - *Interests in Joint Ventures* and SIC-13 - *Jointly Controlled Entities - Non-Monetary Contributions by Venturers*. IFRS 12 changes the disclosure requirements for subsidiaries, joint arrangements, associates, and unconsolidated structured entities. As a consequence of these new standards, the IASB also issued amended and retitled versions of IAS 27 - *Separate Financial Statements* and IAS 28 – *Investments in Associates and Joint Ventures*. The new requirements were adopted effective April 1, 2013. The adoption of the new standards did not have a significant impact on these consolidated financial statements.

### **Recently Issued Accounting Pronouncements**

In November 2009 the IASB issued IFRS 9 – Financial Instruments: Classification and Measurement of Financial Assets and Financial Liabilities. IFRS 9 will replace IAS 39 – Financial Instruments: Recognition and Measurement. In November 2013 the mandatory effective date of applying the standard for annual periods beginning on or after January 1, 2015 was removed. A revised effective date has not yet been issued. The standard uses a single approach to determine whether a financial asset is measured at amortized cost or fair value. The approach is based on how an entity manages its financial instruments (its business model) and the contractual cash flow characteristics of the financial assets. The new standard also requires a single impairment method to be used. The standard requires that for financial liabilities measured at fair value, any changes in an entity’s own credit risk are generally to be presented in OCI instead of net earnings. The standard was updated to include requirements for financial liabilities and derecognition of financial instruments. A new hedge accounting model was added to the standard as well as increased disclosure requirements about risk management activities for entities that apply hedge accounting. The Company is currently evaluating the potential impact of this standard.

In May 2013 the IASB issued IFRIC 21 – Levies. The interpretation clarifies that the obligating event that gives rise to a liability to pay a levy is the activity described in the relevant legislation that triggers the payment of the levy. The interpretation is effective for annual periods beginning on or after January 1, 2014. The Company is currently evaluating the potential impact of this standard.

### **Evaluation of Disclosure Controls and Procedures and Internal Control over Financial Reporting**

Compliance with National Instrument 52-109 (“NI 52-109”) provided the Company with a review and documentation of the processes and internal controls that are in place within the organization. As a result of the review, the Company found no material weaknesses and continues to update the review and documentation of processes and internal controls on an ongoing basis.

### **Disclosure Controls and Procedures**

Disclosure controls and procedures are designed to provide reasonable assurance that all relevant information required to be disclosed by the Company in reports filed with or submitted to various securities regulators are recorded, processed, summarized, and reported within the time periods specified. This information is gathered and reported to the Company’s management, including the President and Chief Executive Officer (“CEO”) and Chief Financial Officer (“CFO”), on a timely basis so that decisions can be made regarding the Company’s disclosure to the public.

The Company's management, under the supervision of, and with the participation of the CEO and CFO, have designed and maintained the Company's disclosure controls and procedures as required in Canada by "National Instrument 52-109 – Certification of Disclosure in Issuers' Annual and Interim Filings".

### **Internal Controls over Financial Reporting**

Internal controls over financial reporting are procedures designed to provide reasonable assurance that transactions are properly authorized, assets are safeguarded against unauthorized or improper use, and transactions are properly recorded and reported. A control system, no matter how well designed and operated, can provide only reasonable, not absolute, assurance with respect to reliability of financial reporting and financial statement preparation.

Designing, establishing, and maintaining adequate internal controls over financial reporting are the responsibility of management. Internal controls over financial reporting involve a process designed by, or under the supervision of senior management and effected by the Board of Directors to provide reasonable assurance regarding the reliability of financial reporting and preparation of the Company's financial statements in accordance with IFRS.

For the year ended March 31, 2014 there have been no material changes in the Company's internal controls over financial reporting or changes to disclosure controls and procedures that materially affected or were likely to affect, the Company's internal control systems.

As at June 18, 2014, the CEO and CFO of the Company have evaluated the effectiveness of the Company's internal controls over financial reporting. Based on these evaluations the CEO and CFO have concluded that the controls and procedures were operating effectively.



# INDEPENDENT AUDITOR'S REPORT

## To the Shareholders of Andrew Peller Limited

We have audited the accompanying consolidated financial statements of Andrew Peller Limited, which comprise the consolidated balance sheets as at March 31, 2014, March 31, 2013 and April 1, 2012 and the consolidated statements of earnings, comprehensive income, changes in equity and cash flows for the years ended March 31, 2014 and March 31, 2013, and the related notes, which comprise a summary of significant accounting policies and other explanatory information.

## Management's responsibility for the consolidated financial statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

## Auditor's responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained in our audits is sufficient and appropriate to provide a basis for our audit opinion.

## Opinion

In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of Andrew Peller Limited as at March 31, 2014, March 31, 2013 and April 1, 2012 and its financial performance and its cash flows for the years ended March 31, 2014 and March 31, 2013 in accordance with International Financial Reporting Standards.

*PricewaterhouseCoopers LLP*

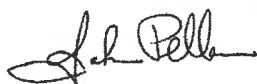
**Chartered Professional Accountants, Licensed Public Accountants**

Toronto, Ontario, Canada

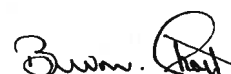
June 18, 2014

## Consolidated Balance Sheets (in thousands of Canadian dollars)

	March 31, 2014	March 31, 2013 (note 24)	April 1, 2012 (note 24)
<b>Assets</b>			
<b>Current assets</b>			
Accounts receivable (note 20)	\$ 22,693	\$ 25,484	\$ 24,937
Inventories (note 4)	120,751	115,931	110,256
Current portion of biological assets (note 6)	1,062	938	881
Prepaid expenses and other assets	1,381	1,573	1,338
Income taxes recoverable (note 14)	240	268	-
	<u>146,127</u>	<u>144,194</u>	<u>137,412</u>
<b>Property, plant, and equipment (note 5)</b>	<b>90,152</b>	<b>88,841</b>	<b>84,490</b>
<b>Biological assets (note 6)</b>	<b>14,054</b>	<b>13,405</b>	<b>12,556</b>
<b>Intangible assets (note 7)</b>	<b>13,209</b>	<b>12,606</b>	<b>13,621</b>
<b>Goodwill (note 8)</b>	<b>37,473</b>	<b>37,473</b>	<b>37,473</b>
	<u>\$ 301,015</u>	<u>\$ 296,519</u>	<u>\$ 285,552</u>
<b>Liabilities</b>			
<b>Current liabilities</b>			
Bank indebtedness (note 9)	\$ 54,407	\$ 60,099	\$ 57,495
Accounts payable and accrued liabilities (note 10)	37,371	33,616	37,118
Dividends payable	1,391	1,252	1,252
Income taxes payable (note 14)	-	-	40
Current portion of derivative financial instruments (note 20)	1,002	1,107	1,272
Current portion of long-term debt (note 11)	7,392	6,450	5,366
	<u>101,563</u>	<u>102,524</u>	<u>102,543</u>
<b>Long-term debt (note 11)</b>	<b>38,328</b>	<b>41,473</b>	<b>41,456</b>
<b>Long-term derivative financial instruments (note 20)</b>	<b>268</b>	<b>1,215</b>	<b>1,943</b>
<b>Post-employment benefit obligations (note 12)</b>	<b>6,132</b>	<b>6,411</b>	<b>6,665</b>
<b>Deferred income (note 13)</b>	<b>910</b>	<b>1,314</b>	<b>-</b>
<b>Deferred income taxes (note 14)</b>	<b>15,811</b>	<b>13,881</b>	<b>12,038</b>
	<u>163,012</u>	<u>166,818</u>	<u>164,645</u>
<b>Shareholders' Equity</b>			
<b>Capital stock (note 15)</b>	<b>7,026</b>	<b>7,026</b>	<b>7,026</b>
<b>Retained earnings</b>	<b>130,977</b>	<b>122,675</b>	<b>113,881</b>
	<u>138,003</u>	<u>129,701</u>	<u>120,907</u>
	<u>\$ 301,015</u>	<u>\$ 296,519</u>	<u>\$ 285,552</u>
<b>Commitments (note 18)</b>			



John E. Peller, Director



Brian J. Short, Director

The accompanying notes are an integral part of these consolidated financial statements.

**Consolidated Statements of Earnings**  
**For the years ended March 31, 2014 and 2013**  
**(in thousands of Canadian dollars, except per share amounts)**

	2014	2013 (note 24)
<b>Sales</b>	\$ 297,824	\$ 289,143
Cost of goods sold (note 16)	189,842	179,400
Amortization of plant and equipment used in production	4,979	5,098
<b>Gross profit</b>	<b>103,003</b>	<b>104,645</b>
Selling and administration (note 16)	74,253	76,254
Amortization of equipment and intangible assets used in selling and administration	3,316	3,030
Interest	5,386	5,427
Restructuring costs (note 16)	1,409	1,118
<b>Operating earnings</b>	<b>18,639</b>	<b>18,816</b>
Net unrealized gains on derivative financial instruments (note 20)	(750)	(1,295)
Other expenses (income) (note 16)	145	(544)
<b>Earnings before income taxes</b>	<b>19,244</b>	<b>20,655</b>
<b>Provision for income taxes</b> (note 14)		
Current	3,239	4,045
Deferred	1,984	2,091
	<b>5,223</b>	<b>6,136</b>
<b>Net earnings for the year</b>	<b>\$ 14,021</b>	<b>\$ 14,519</b>
<b>Net earnings per share</b> (notes 2 and 17)		
Basic and diluted		
Class A Shares	<b>\$ 1.01</b>	<b>\$ 1.04</b>
Class B Shares	<b>\$ 0.88</b>	<b>\$ 0.91</b>

The accompanying notes are an integral part of these consolidated financial statements.

**Consolidated Statements of Comprehensive Income**  
**For the years ended March 31, 2014 and 2013**  
(in thousands of Canadian dollars)

	2014	2013 (note 24)
<b>Net earnings for the year</b>	<b>\$ 14,021</b>	<b>\$ 14,519</b>
Items that are never reclassified to net earnings		
Net actuarial losses on post-employment benefit plans (note 12)	(210)	(964)
Deferred income taxes (note 14)	54	248
Other comprehensive loss for the year	(156)	(716)
<b>Net comprehensive income for the year</b>	<b>\$ 13,865</b>	<b>\$ 13,803</b>

The accompanying notes are an integral part of these consolidated financial statements.



**Consolidated Statements of Changes in Equity**  
**For the years ended March 31, 2014 and 2013**  
**(in thousands of Canadian dollars)**

	Capital stock	Retained earnings	Total shareholders' equity
<b>Balance at April 1, 2012 - as reported</b>	\$ 7,026	\$ 113,526	\$ 120,552
Impact of IAS 19 amendment (note 24)	-	355	355
<b>Balance at April 1, 2012 - as restated</b>	<b>7,026</b>	<b>113,881</b>	<b>120,907</b>
Net earnings for the year	-	14,519	14,519
Net actuarial losses (net of \$248 deferred tax recovery) (note 12)	-	(716)	(716)
Net comprehensive income for the year	-	13,803	13,803
Dividends (Class A \$0.360 per share, Class B \$0.314 per share)	-	(5,009)	(5,009)
<b>Balance at March 31, 2013</b>	<b>\$ 7,026</b>	<b>\$ 122,675</b>	<b>\$ 129,701</b>
<b>Balance at April 1, 2013</b>	<b>\$ 7,026</b>	<b>\$ 122,675</b>	<b>\$ 129,701</b>
Net earnings for the year	-	14,021	14,021
Net actuarial losses (net of \$54 deferred tax recovery) (note 12)	-	(156)	(156)
Net comprehensive income for the year	-	13,865	13,865
Dividends (Class A \$0.400 per share, Class B \$0.348 per share)	-	(5,563)	(5,563)
<b>Balance at March 31, 2014</b>	<b>\$ 7,026</b>	<b>\$ 130,977</b>	<b>\$ 138,003</b>

The accompanying notes are an integral part of these consolidated financial statements.

**Consolidated Statements of Cash Flows**  
**For the years ended March 31, 2014 and 2013**  
**(in thousands of Canadian dollars)**

	2014	2013 (note 24)
<b>Cash provided by (used in)</b>		
<b>Operating activities</b>		
Net earnings for the year	\$ 14,021	\$ 14,519
Adjustments for		
Loss (gain) on disposal of property and equipment, and intangible assets	154	(536)
Amortization of plant, equipment, and intangible assets	8,295	8,128
Interest expense	5,386	5,427
Provision for income taxes (note 14)	5,223	6,136
Revaluation of biological assets - net of insurance recovery	67	(33)
Net unrealized gains on derivative financial instruments (note 20)	(750)	(1,295)
Post-employment benefits	(489)	(1,218)
Deferred income	(404)	1,718
Interest paid	(4,904)	(5,108)
Income taxes paid	(3,211)	(4,353)
	<u>23,388</u>	<u>23,385</u>
Change in non-cash working capital items related to operations (note 19)	1,630	(10,060)
	<u>25,018</u>	<u>13,325</u>
<b>Investing activities</b>		
Proceeds from disposal of property, plant, and equipment	18	533
Purchase of property, equipment, and vine biological assets	(9,388)	(12,949)
Purchase of intangible assets	(1,797)	-
Proceeds from disposal of a business	-	1,000
	<u>(11,167)</u>	<u>(11,416)</u>
<b>Financing activities</b>		
(Decrease) increase in bank indebtedness	(5,692)	2,604
Issuance of long-term debt	4,086	6,500
Repayment of long-term debt	(6,821)	(5,849)
Deferred financing costs	-	(155)
Dividends paid	(5,424)	(5,009)
	<u>(13,851)</u>	<u>(1,909)</u>
<b>Cash - Beginning and end of year</b>	<u>\$ -</u>	<u>\$ -</u>

The accompanying notes are an integral part of these consolidated financial statements.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

March 31, 2014 and 2013

## 1 Nature of operations

Andrew Peller Limited (the Company) produces and markets wine and wine related products. The Company's products are produced and sold predominately in Canada. The Company is incorporated under the Canada Business Corporations Act and is domiciled in Canada. The address of its head office is 697 South Service Road, Grimsby, Ontario, L3M 4E8.

## 2 Summary of significant accounting policies

### Basis of presentation

These consolidated financial statements have been prepared in compliance with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB).

These financial statements were approved by the Board of Directors for issue on June 18, 2014.

### Basis of measurement

The consolidated financial statements have been prepared under the historical cost convention, except for derivatives, which are measured at fair value and biological assets, which are measured at fair value less costs to sell.

### Basis of consolidation

These consolidated financial statements include the accounts of the Company and all subsidiary companies. Subsidiaries are those entities which the Company controls by having the power to govern the financial and operating policies. Subsidiaries are fully consolidated from the date on which control is obtained by the Company and are de-consolidated from the date that control ceases. Intercompany transactions, balances, income and expenses, and profits and losses are eliminated.

### Revenue

The Company records a sale when it has transferred the risks and rewards of ownership of the goods to the buyer; the Company has no continuing managerial involvement over the goods; it is probable that the consideration will be received by the Company; and the amount of revenue and costs related to the transaction can be measured reliably. For transactions with provincial liquor boards, licensee retail stores and wine kit retailers, the Company's terms are "FOB shipping point". Accordingly, sales are recorded when the product is shipped from the Company's distribution facility. Sales to consumers through retail stores, winery restaurants, and estate wineries are recorded when the product is purchased.

Excise taxes collected on behalf of the federal government, licensing fees and levies paid on wine sold through the Company's independent retail stores in Ontario, product returns, breakage, and discounts provided to customers are deducted from gross revenue to arrive at sales.

## **Cost of goods sold**

Cost of goods sold includes the cost of finished goods inventories sold during the year, inventory writedowns, and revaluations of agricultural produce to fair value less costs to sell at the point of harvest.

## **Inventories**

Inventories are valued at the lower of cost and net realizable value. Cost is determined on an average cost basis. The Company utilizes a weighted average cost calculation to determine the value of ending inventory (bulk wine and finished goods). Average cost is determined separately for import wine and domestic wine and is calculated by varietal and vintage year.

Grapes produced from vineyards controlled by the Company that are part of inventories are measured at their fair value less costs to sell at the point of harvest.

The Company includes borrowing costs in the cost of certain wine inventories that require a substantial period of time to become ready for sale.

## **Property, plant, and equipment**

Property, plant, and equipment are carried at cost less accumulated amortization. Cost includes borrowing costs for assets that require a substantial period of time to become ready for use. Amortization of buildings, vineyard infrastructure, and machinery and equipment is calculated on the straight-line basis in amounts sufficient to amortize the cost of buildings, vineyard infrastructure, and machinery and equipment over their estimated useful lives as follows:

Buildings	2.5% per year
Vineyard infrastructure	5% per year
Machinery and equipment	2.5% to 20% per year

Vineyard infrastructure amortization commences in the year the vineyard yields a crop that approximates 50% of expected annual production.

## **Biological assets**

The Company measures biological assets, consisting of grape vines, at fair value less costs to sell. Agricultural produce, consisting of grapes grown on vineyards controlled by the Company, is measured at fair value less cost to sell at the point of harvest and becomes the basis for the cost of inventories after harvest.

Gains or losses arising from a change in fair value less costs to sell are included in the consolidated statement of earnings in the period in which they arise.



## Intangible assets

Intangible assets include brands, customer contracts, customer lists, contract co-packaging arrangements, and customer-based relationships. These intangible assets are recorded at their estimated fair value on the date of acquisition or at cost for regular way purchases.

	<b>Amortization method</b>	<b>Useful life</b>	<b>Remaining useful life</b>
Brands	n/a	indefinite	Indefinite
Customers	straight-line	10-20 years	9-16 years
Contract packaging	straight-line	10 years	5 years
Software	straight-line	5 years	4-5 years
Other	straight-line	5 years	3 years

Brands have been assessed as having an indefinite life because the expected usage, period of control, and other factors do not limit the life of these assets. Intangible assets with an indefinite life are not amortized but are tested for impairment at least annually or more frequently if events or circumstances indicate that the asset might be impaired. To test for impairment the Company primarily compares a cash generating unit's (CGU) value in use, determined based on expected future discounted cash flows, to its carrying value. If necessary, a CGU's fair value is also considered. An impairment charge is recorded to the extent that the carrying value of a CGU exceeds the greater of the CGU's fair value and its value in use. Management has determined that there was no impairment in intangible assets for the years ended March 31, 2014 and March 31, 2013.

## Goodwill

Goodwill represents the cost of a business combination in excess of the fair values of the net tangible and identifiable intangible assets acquired. Goodwill is not amortized but is tested for impairment on an annual basis, or more frequently if circumstances indicate that goodwill may be impaired. The Company assigns goodwill combined with other assets to a cash generating unit (CGU) based on certain regions and product lines, which is the lowest level at which the combined assets generate independent cash inflows. To test for impairment the Company primarily compares a CGU's value in use, determined based on expected future discounted cash flows, to its carrying value. If necessary, a CGU's fair value is also considered. An impairment charge is recorded to the extent that the carrying value of a CGU exceeds the greater of the CGU's fair value and its value in use. An impairment loss in respect of goodwill cannot be reversed. Management has determined that there is no impairment in goodwill for the years ended March 31, 2014 and March 31, 2013.

## Post-employment benefits

The Company sponsors defined contribution pension plans, defined benefit pension plans, post-employment medical benefits plans, and other post-employment benefit plans for certain employees. Contributions to the defined contribution pension plans are recognized as an expense as services are rendered by employees. The costs of the defined benefit plans, the post-employment medical benefit plans, and other post-employment benefit plans are actuarially determined and include management's best estimate of expected plan investment performance, the interest rate on the plan obligation, salary escalation, expected retirement ages, and medical cost escalation. The liability recognized in the balance sheet in respect of these plans is the present value of the defined benefit obligation at the end of the reporting period as determined by the Company's actuary less the fair value of plan assets adjusted for the unamortized portion of negative past service credits. The current service cost, amortization of past service credits, and the interest cost net of the expected return on plan assets are recognized in earnings in the period they arise. Adjustments arising from actuarially determined gains or losses are recognized in other comprehensive income in the period in which they arise. The corresponding change in shareholders' equity is adjusted to retained earnings for the period.

## **Deferred income**

Advanced payments received for use of the Company's assets are initially recorded in deferred income. The income is recognized on a straight-line basis in net earnings over the period of use.

## **Financial instruments and hedge accounting**

The Company classifies its financial instruments into the following categories: loans and receivables, liabilities at amortized cost, available-for-sale investments, and financial assets and liabilities at fair value through profit or loss.

The Company has chosen not to apply hedge accounting to any of its derivative financial instruments. As a result of this optional policy, these hedging instruments are recorded initially and subsequently at fair value and the change in the fair value is recorded directly in earnings.

The Company classifies accounts payable and accrued liabilities, dividends payable, bank indebtedness, and long-term debt as liabilities at amortized cost. Accounts payable and accrued liabilities and dividends payable are initially measured at the amount to be paid, which approximates fair value because of the short-term nature of these liabilities. Subsequently, they are measured at amortized cost. Bank indebtedness and long-term debt are measured initially at fair value, net of transaction costs incurred and subsequently at amortized costs using the effective interest method.

Accounts receivable are classified as loans and receivables. Accounts receivable are primarily amounts due from customers from the sale of goods or the rendering of services. The Company maintains an allowance for doubtful accounts to record an estimate of credit losses. When no recovery of an amount owing is possible, the account receivable is reduced directly.

Transaction costs related to long-term debt are netted against the carrying value of the liability and are then amortized over the expected life of the instrument using the effective interest method. The Company recognizes financial instruments when it becomes a party to the terms of the instrument and has elected to use "trade date" accounting for regular way purchases and sales of financial assets.

Embedded derivatives (elements of contracts whose cash flows move independently from the host contract similar to a stand-alone derivative) are required to be separated and measured at fair values if certain criteria are met. Management reviewed its contracts and determined that the Company does not currently have any embedded derivatives in these contracts that require separate accounting and disclosure.

## **Leases**

Leases in which a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Payments made under operating leases are charged to the statement of earnings on a straight-line basis over the period the asset is used under the lease. Leases under which the Company has substantially all the risks and rewards of ownership are classified as finance leases. Finance leases are capitalized at the inception of the lease at the lower of the fair value of the leased property and the present value of the minimum lease payments. Payments on finance leases are allocated to the liability and expense so as to recognize a constant rate of interest on the remaining balance of the liability. Assets acquired under finance leases are depreciated over their useful life.

## **Impairment of non-financial assets**

The Company reviews long-lived assets and definite life intangible assets for impairment when events or circumstances indicate that an asset may be impaired. Assets are assigned to a CGU based on the lowest level at which they generate independent cash inflows. When there is an indication of impairment, an impairment charge is recorded to the extent that the carrying value of a CGU exceeds the greater of the CGU's fair value less costs to sell and its value in use determined by discounting expected cash flows (recoverable amount). An impairment loss is reversed if a CGU's recoverable amount increases to the extent that the related assets' carrying amounts are no larger than the amount that would have been determined, net of amortization, had no impairment loss been recorded.

## **Net earnings per share**

Basic net earnings per share have been calculated using the weighted average number of Class A and Class B Shares outstanding during the year. Diluted net earnings per share have been calculated by considering the impact of any potential ordinary shares that are dilutive on the two classes of shares when considered together.

## **Dividends**

Dividends on Class A and Class B Shares are recognized in the period in which they are formally declared by the Board of Directors.

## **Segmented information**

The Company produces and markets wine products in Canada. A significant portion of the Company's sales are made to the liquor boards in each province in which the Company transacts business. Management has concluded that based on the type of products sold and the fact that its customers are similar in nature, the Company operates in a single operating segment. In addition, a substantial portion of the Company's sales are made in Canada. As a result, management has concluded that the Company operates in one geographic segment.

## **Income taxes**

Current income tax is the expected amount of tax payable or recoverable on taxable income or loss during the period. Current income tax may also include adjustments to taxes payable or recoverable in respect of previous periods.

The Company accounts for deferred income taxes based on temporary differences, which are the differences between the carrying amount of an asset or liability and its tax base. Deferred income taxes are provided for all temporary differences between the carrying amount and tax bases of assets and liabilities except for those arising from the initial recognition of goodwill or for those arising from the initial recognition of an asset or liability in a transaction that is not a business combination and has no impact on earnings or taxable income or loss. Deferred income tax assets and liabilities are measured using the enacted or substantially enacted tax rates expected to apply to taxable income in the years in which temporary differences are expected to be recovered or settled. The deferred income tax provision (recovery) recorded in net earnings and other comprehensive income represents the change during the year in deferred income tax assets and deferred income tax liabilities.

## **Contingencies**

In the ordinary course of business activities, the Company may be contingently liable for litigation and claims. Management believes that adequate provisions have been recorded in the accounts where required. Although it is not possible to accurately estimate the extent of potential claims, if any, management believes that the ultimate resolution of such contingencies would not have a material adverse effect on the financial position of the Company.

## **Comprehensive income (loss)**

Comprehensive income (loss) is comprised of net earnings and other comprehensive income (loss) (OCI). OCI represents the change in equity for a period that arises from transactions that are required to be or are elected to be recognized outside of net earnings. The Company has chosen to record actuarial gains and losses on defined benefit pension plans and other post-employment benefit plans in OCI in the period incurred.

## **Equity**

The Company separately presents changes in equity related to capital stock and retained earnings in the consolidated statements of changes in equity.

## **Recently adopted accounting pronouncements**

In June 2011 the IASB issued amendments to IAS 19 - Employee Benefits, which require changes to the recognition and disclosure of defined benefit plans, including eliminating the deferral of actuarial gains and losses, requiring that actuarial gains and losses are included in OCI, and increasing disclosures on the characteristics and risks of defined benefit plans. The new standard also requires that the net interest cost on defined benefit pension plans is recorded based on the net plan deficits rather than interest on the liabilities net of the expected return on plan assets. Past service costs are recognized immediately in net earnings under the amended standard. The new requirements were effective beginning April 1, 2013 for the Company and were applied retrospectively in these consolidated financial statements. Please refer to note 24 for details.

In December 2011 the IASB issued amendments to IFRS 7 - Financial Instruments: Disclosures, which increase the disclosure requirements related to the offsetting of financial assets and financial liabilities. The new requirements were adopted effective April 1, 2013. The adoption of these amendments did not have a significant impact on the consolidated financial statements.

In June 2011 the IASB issued amendments to IAS 1 - Financial Statement Presentation, which requires changes in the presentation of OCI including grouping together certain items of OCI that may be reclassified to net earnings. The new requirements were adopted effective April 1, 2013 and are reflected in the consolidated financial statements.

In May 2011 the IASB issued IFRS 13 - Fair Value Measurements, which defines fair value, sets out a framework for measuring fair value, and requires disclosures about fair value measurements. The standard applies when another standard requires or permits a fair value measurement. The new requirements were adopted effective April 1, 2013. The adoption of the new standard did not have a significant impact on the consolidated financial statements.



In May 2011 the IASB issued IFRS 10 - Consolidated Financial Statements, IFRS 11 - Joint Arrangements and IFRS 12 - Disclosure of Interests in Other Entities. IFRS 10 provides a single consolidation model that identifies control as the basis for consolidation for all types of entities. IFRS 10 replaces IAS 27 - *Consolidated and Separate Financial Statements* and SIC-12 - *Consolidation - Special Purpose Entities*. IFRS 11 - *Joint Arrangements* establishes principles for the financial reporting by parties to a joint arrangement. IFRS 11 supersedes IAS 31 - Interests in Joint Ventures and SIC-13 - *Jointly Controlled Entities - Non-Monetary Contributions by Venturers*. IFRS 12 changes the disclosure requirements for subsidiaries, joint arrangements, associates, and unconsolidated structured entities. As a consequence of these new standards, the IASB also issued amended and retitled versions of IAS 27 - *Separate Financial Statements* and IAS 28 - *Investments in Associates and Joint Ventures*. The new requirements were adopted effective April 1, 2013. The adoption of the new standards did not have a significant impact on the consolidated financial statements.

### **Recently issued accounting pronouncements**

In November 2009 the IASB issued IFRS 9 - Financial Instruments: Classification and Measurement of Financial Assets and Financial Liabilities. IFRS 9 will replace IAS 39 - Financial Instruments: Recognition and Measurement. In November 2013 the mandatory effective date of applying the standard for annual periods beginning on or after January 1, 2015 was removed. A revised effective date has not yet been issued. The standard uses a single approach to determine whether a financial asset is measured at amortized cost or fair value. The approach is based on how an entity manages its financial instruments (its business model) and the contractual cash flow characteristics of the financial assets. The new standard also requires a single impairment method to be used. The standard requires that for financial liabilities measured at fair value, any changes in an entity's own credit risk are generally to be presented in OCI instead of net earnings. The standard was updated to include requirements for financial liabilities and derecognition of financial instruments. A new hedge accounting model was added to the standard as well as increased disclosure requirements about risk management activities for entities that apply hedge accounting. The Company is currently evaluating the potential impact of this standard.

In May 2013 the IASB issued IFRIC 21 - Levies. The interpretation clarifies that the obligating event that gives rise to a liability to pay a levy is the activity described in the relevant legislation that triggers the payment of the levy. The interpretation is effective for annual periods beginning on or after January 1, 2014. The Company is currently evaluating the potential impact of this standard.

### **3 Critical accounting estimates and judgments**

The preparation of consolidated financial statements in accordance with IFRS requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the consolidated financial statements, the reported amounts of revenues and expenses during the reporting period, and the extent of and the reported amounts in disclosures. Actual results may vary from current estimates. These estimates are reviewed periodically and, as adjustments become necessary, are recorded in the period in which they change. Specific areas of uncertainty include but are not limited to:

#### **Impairment of goodwill**

Testing goodwill for impairment at least annually involves estimating the recoverable amount of the CGU's to which goodwill is allocated. This requires making assumptions about future cash flows, growth rates, market conditions, and discount rates which are inherently uncertain. Actual amounts may vary from these assumptions and cause significant adjustments.

## Post-employment benefits

Measuring the liability for post-employment benefits uses assumptions for the discount rates, increases in compensation, increases in medical costs, and timing of the payment of benefits. Actual amounts may vary from these assumptions and cause significant adjustments.

## Fair value of biological assets

Determining the fair value of grape vines involves making assumptions about how market participants assign the value of a vineyard between vines, land, and other assets. Changes in the fair value of vines may occur as a result of changes in numerous factors, including, vine health, and expected future yields.

To estimate the fair value of controlled vines planted on leased land, discounted cash flows over the estimated remaining life of vines or the remaining lease term, whichever is shorter, were used. The fair value of vines on leased land reduces to \$nil as the lease nears its expiration date. Assumptions used include the discount rate, expected yields, grape price trends, and annual growing cost trends.

To estimate the fair value of vines in the middle and later stages of development, the estimated fair value of mature vines was reduced by the net discounted cash outflows necessary to bring the vines to a fully developed state.

Actual amounts may vary from these assumptions and cause significant adjustments.

## Fair value of grapes at the point of harvest

Where possible, the fair value of grapes at the point of harvest is determined by reference to local market prices for grapes of a similar quality and the same varietal. For grapes for which local market prices are not readily available, the average price of similar grapes is used. Actual amounts may vary from these assumptions and cause significant adjustments.

## 4 Inventories

	<u>2014</u>	<u>2013</u>
Packaging materials and supplies	\$ 8,493	\$ 8,948
Bulk wine	70,445	69,377
Finished goods	41,813	37,606
	<u>\$ 120,751</u>	<u>\$ 115,931</u>
Interest included in the cost of inventories	\$ 980	\$ 1,224

Inventory writedowns recognized as an expense amounted to \$1,422 (2013 - \$1,314).

The cost of inventories recognized as an expense and included in cost of goods sold, excluding amortization was \$188,420 (2013 - \$178,042).

## 5 Property, plant, and equipment

	Land	Vineyard land and infrastructure	Buildings	Machinery and equipment	Total
<b>At March 31, 2012</b>					
Cost	\$ 4,807	\$ 25,361	\$ 40,472	\$ 87,261	\$ 157,901
Accumulated amortization	-	(4,328)	(13,622)	(55,461)	(73,411)
<b>Net carrying amount</b>	<b>\$ 4,807</b>	<b>\$ 21,033</b>	<b>\$ 26,850</b>	<b>\$ 31,800</b>	<b>\$ 84,490</b>
<b>Year ended March 31, 2013</b>					
Additions	\$ -	\$ 168	\$ 2,442	\$ 8,811	\$ 11,421
Disposals	(30)	(8)	-	-	(38)
Amortization	-	(573)	(1,096)	(5,363)	(7,032)
<b>Closing net carrying amount</b>	<b>\$ 4,777</b>	<b>\$ 20,620</b>	<b>\$ 28,196</b>	<b>\$ 35,248</b>	<b>\$ 88,841</b>
<b>At March 31, 2013</b>					
Cost	\$ 4,777	\$ 25,521	\$ 42,914	\$ 96,072	169,284
Accumulated amortization	-	(4,901)	(14,718)	(60,824)	(80,443)
<b>Net carrying amount</b>	<b>\$ 4,777</b>	<b>\$ 20,620</b>	<b>\$ 28,196</b>	<b>\$ 35,248</b>	<b>\$ 88,841</b>
<b>Year ended March 31, 2014</b>					
Additions	\$ -	\$ 132	\$ 119	\$ 8,397	\$ 8,648
Disposals	-	-	-	(90)	(90)
Amortization	-	(573)	(1,101)	(5,573)	(7,247)
<b>Closing net carrying amount</b>	<b>\$ 4,777</b>	<b>\$ 20,179</b>	<b>\$ 27,214</b>	<b>\$ 37,982</b>	<b>\$ 90,152</b>
<b>At March 31, 2014</b>					
Cost	\$ 4,777	\$ 25,653	\$ 43,033	\$ 104,379	\$ 177,842
Accumulated amortization	-	(5,474)	(15,819)	(66,397)	(87,690)
<b>Net carrying amount</b>	<b>\$ 4,777</b>	<b>\$ 20,179</b>	<b>\$ 27,214</b>	<b>\$ 37,982</b>	<b>\$ 90,152</b>

Included in machinery and equipment are assets amounting to \$1,554 (2013 - \$873) that are under development and are not being amortized.

Contractual commitments to purchase property, plant, and equipment were \$nil at March 31, 2014 (2013 - \$2,085).

Included in machinery and equipment are assets with a net carrying amount of \$220 (2013 - \$315) that were purchased under a finance lease.

## 6 Biological assets

Biological assets consist of grape vines and grapes prior to harvest that are controlled by the Company. The Company owns and leases land in Ontario and British Columbia to grow grapes in order to secure a supply of quality grapes for the making of wine.

During the year ended March 31, 2014, the Company harvested grapes valued at \$5,885 (2013 - \$4,979).

The changes in the carrying amount of biological assets are as follows:

	<u>2014</u>	<u>2013</u>
Carrying amount - Beginning of year	\$ 14,343	\$ 13,437
Net increase in fair value less costs to sell due to biological transformation	6,009	5,036
Transferred to inventory upon harvest	(5,885)	(4,979)
(Loss) gain on revaluation of vines included in other expense	(67)	33
Net gains	57	90
	<u>14,400</u>	<u>13,527</u>
Purchases of vines	716	816
Carrying amount - End of year	15,116	14,343
Current portion of biological assets	(1,062)	(938)
Biological assets	<u>\$ 14,054</u>	<u>\$ 13,405</u>



The fair value measurements of the Company's biological assets are classified in the hierarchy below according to the significance of the inputs used in making the fair value measurements.

	<b>2014</b>		
Asset	<b>Quoted prices in active markets for identical assets (Level 1) \$</b>	<b>Significant observable inputs other than quoted prices (Level 2) \$</b>	<b>Significant unobservable inputs (Level 3) \$</b>
Vines on owned property	\$ -	\$ -	7,946
Vines on leased property	-	-	6,108
	<b>\$ -</b>	<b>\$ -</b>	<b>14,054</b>

	<b>2013</b>		
Asset	<b>Quoted prices in active markets for identical assets (Level 1) \$</b>	<b>Significant observable inputs other than quoted prices (Level 2) \$</b>	<b>Significant unobservable inputs (Level 3) \$</b>
Vines on owned property	\$ -	\$ -	7,818
Vines on leased property	-	-	5,587
	<b>\$ -</b>	<b>\$ -</b>	<b>13,405</b>

The fair value of vines on owned property is determined based on the estimated replacement cost to develop a vine into a fully producing state. The weighted average replacement cost used was \$20,900 per acre. This does not include the cost of tangible assets such as trellises and posts or the cost of preparing the land which are included in property, plant and equipment.

The significant assumptions used to determine the fair value of vines planted on leased land are as follows:

	<b>2014</b>	<b>2013</b>
Annual yield	<b>3-5 tonnes per acre</b>	3-5 tonnes per acre
Discount rate	<b>10 - 12%</b>	10 - 12%
Inflation rate	<b>2.5%</b>	2.5%
Annual vineyard operating costs	<b>\$7 to \$8 per acre</b>	\$6 to \$7 per acre

A 1% increase in the discount rate would lead to a decrease in the fair value less costs to sell of vines on leased land of approximately \$502. A 1% decrease in the discount rate would lead to a corresponding increase of approximately \$569.

The Company is exposed to financial risk because of the long period of time between the cash outflow required to plant grape vines, cultivate vineyards, and harvest grapes and the cash inflow from selling wine and related products from the harvested grapes.

Substantially all of the grapes from owned and leased vineyards are used in the Company's winemaking processes. Owned and leased vineyards, in combination with supply contracts with grape growers, are used to secure a supply of domestic grapes. These strategies reduce the financial risks associated with changes in grape prices.

## 7 Intangible assets

	Brands - indefinite life	Customers	Contract packaging	Software	Other	Total
<b>At March 31, 2012</b>						
Cost	\$ 4,175	\$ 11,147	\$ 1,100	\$ -	\$ 1,898	\$ 18,320
Accumulated amortization and impairment	(200)	(3,100)	(426)	-	(973)	(4,699)
<b>Net carrying amount</b>	<b>\$ 3,975</b>	<b>\$ 8,047</b>	<b>\$ 674</b>	<b>\$ -</b>	<b>\$ 925</b>	<b>\$ 13,621</b>
<b>Year ended March 31, 2013</b>						
Additions	\$ -	\$ -	\$ -	\$ 81	\$ -	\$ 81
Amortization	-	(704)	(110)	-	(282)	(1,096)
<b>Closing net carrying amount</b>	<b>\$ 3,975</b>	<b>7,343</b>	<b>\$ 564</b>	<b>\$ 81</b>	<b>\$ 643</b>	<b>\$ 12,606</b>
<b>At March 31, 2013</b>						
Cost	\$ 4,175	\$ 11,147	\$ 1,100	\$ 81	\$ 1,898	\$ 18,401
Accumulated amortization and impairment	(200)	(3,804)	(536)	-	(1,255)	(5,795)
<b>Net carrying amount</b>	<b>\$ 3,975</b>	<b>\$ 7,343</b>	<b>\$ 564</b>	<b>\$ 81</b>	<b>\$ 643</b>	<b>\$ 12,606</b>
<b>Year ended March 31, 2014</b>						
Additions	\$ -	\$ -	\$ -	\$ 1,632	\$ 100	\$ 1,732
Disposals	-	-	-	-	(81)	(81)
Amortization	-	(652)	(107)	(157)	(132)	(1,048)
<b>Closing net carrying amount</b>	<b>\$ 3,975</b>	<b>\$ 6,691</b>	<b>\$ 457</b>	<b>\$ 1,556</b>	<b>\$ 530</b>	<b>\$ 13,209</b>
<b>At March 31, 2014</b>						
Cost	\$ 4,175	\$ 11,147	\$ 1,100	\$ 1,713	\$ 1,917	\$ 20,052
Accumulated amortization and impairment	(200)	(4,456)	(643)	(157)	(1,387)	(6,843)
<b>Net carrying amount</b>	<b>\$ 3,975</b>	<b>\$ 6,691</b>	<b>\$ 457</b>	<b>\$ 1,556</b>	<b>\$ 530</b>	<b>\$ 13,209</b>

## 8 Goodwill

In order to test goodwill for impairment, the Company allocates the carrying value of goodwill to CGUs based on the lowest level that goodwill is monitored for internal management purposes. The aggregate carrying amount of goodwill allocated to each unit is as follows:

	2014		2013
Ontario and Eastern Canadian wine	\$ 3,134	\$	3,134
Western Canadian wine	10,530		10,530
Personal winemaking products	23,809		23,809
	<b>\$ 37,473</b>	\$	<b>37,473</b>

The Company determined the recoverable amount of the related CGUs by estimating their value in use. Key assumptions used are:

	2014		2013
Pre-tax discount rate	12%		12%
Period of projected cash flows	5 years		5 years
Growth rate beyond period of projected cash flows	4%		4%

The Company uses past experience and current expectations about future performance in projecting cash flows, which are based on financial budgets for 5 years. For the period after 5 years, the Company projects cash flows using an assumed growth rate, which is based on expectations about long-term economic growth in Canada and any known industry specific factors that may influence long-term growth in the Canadian wine industry. The discount rate is estimated by referring to external sources of information about the cost of capital and leverage of companies that operate in a similar industry to the Company and that are of similar size. The rate determined is then adjusted to a pre-tax basis.

## 9 Bank indebtedness

Significant terms of the Company's operating loan facility are summarized below. The floating rates are stated in relation to the one to six months Canadian Dealer Offered Rate (CDOR).

	March 31, 2014		March 31, 2013
Bank indebtedness	\$ 54,407	\$	60,099
<b>Significant terms</b>			
Committed until	September 16, 2015		September 16, 2015
Borrowing limit	\$80,000		\$80,000
Interest rate	CDOR + 1.75%		CDOR + 2.00%
Unused amount	\$28,639		\$22,533

On April 28, 2014, the Company amended its operating loan facility. Details are included in note 25.

## 10 Accounts payable and accrued liabilities

	2014		2013
Trade payables	\$ 28,664	\$	24,057
Accrued liabilities	7,802		8,080
Restructuring provision	501		1,075
Deferred income (note 13)	404		404
	<u>\$ 37,371</u>	\$	<u>33,616</u>

## 11 Long-term debt

	2014		2013
Term loan, maturing September 16, 2015	\$ 44,980	\$	47,984
Other	637		264
Finance lease obligation	220		315
	<u>45,837</u>		<u>48,563</u>
Less: Financing costs	117		640
	<u>45,720</u>		<u>47,923</u>
Less: Current portion	7,392		6,450
	<u>\$ 38,328</u>	\$	<u>41,473</u>

The significant terms of term loan, maturing September 16, 2015, are as follows:

	2014		2013
Monthly payment until maturity	\$ 598	\$	523
Amount bearing fixed interest as a result of an interest rate swap	36,667		42,000
Amount bearing floating interest	8,313		5,984
Fixed interest rate	5.73%		5.98%
Floating interest rate	CDOR + 1.75%		CDOR + 2.00%

On April 28, 2014, the Company revised its term loan. Refer to note 25 for details.

The Company and its subsidiaries have provided their assets as security for this loan.

The minimum lease payments of the finance lease obligation are as follows:

	Minimum lease payment		Future interest		Present value of minimum lease payment
2015	\$ 131	\$	3	\$	128
2016	101		9		92
	<u>\$ 232</u>	\$	<u>12</u>	\$	<u>220</u>

Interest expense on long-term debt during the year was \$2,802 (2013 - \$3,026).



## 12 Post-employment benefits

### Defined contribution plans

The total expenses for defined contribution savings plans were \$1,291 (2013 - \$1,223).

### Defined benefit plans

The Company has funded defined benefit pension plans. The Company also has an unfunded post-retirement medical benefits plan for certain employees and provides a monthly wine allowance to retired employees, which are collectively referred to as other post-employment benefits.

### Nature

The Company's defined benefit pension plans pay benefits based on a percentage of final average salary. There are two defined benefit pension plans in British Columbia with members that continue to accrue benefits. New employees are no longer entitled to accrue benefits under these defined benefit pension plans. There is one defined benefit pension plan in Ontario and no further benefits accrue to the members of this plan. All members of the defined benefit pension plan in Ontario have retired. The Company is responsible for administering these pension plans and determining investment policies. A committee of the Company's Board of Directors is responsible for overseeing the Company's defined benefit pension plans.

### Regulatory information

The defined benefit pension plans are governed by the Pension Benefits Standards Act in British Columbia and the Pension Benefits Act in Ontario. An appointed actuary prepares a valuation at least every three years for each of the plans. These valuations determine the Company's minimum contributions. The minimum contributions are primarily based on the normal going concern cost, the funding deficit amortized over 15 years, and the solvency deficit amortized over 5 years. The solvency deficit is calculated assuming the plan is wound up on the effective date of the valuation. Contributions could be reduced in certain instances via a funding holiday if requirements of the relevant regulations are met, which normally requires the plan to have a surplus above certain threshold levels.

### Risks

The defined benefit plan assets are invested in mutual funds. The investment mix for each plan is chosen with the objective that sufficient assets will be available to pay benefits as they become due and to achieve a reasonable return at an acceptable level of risk to stakeholders. The defined benefit plans subject the Company to market, interest rate, currency, price, credit, liquidity, and longevity risks which are typical of such plans. The most significant of these risks is that the expense and cash contributions related to these plans depend on the discount rate used to measure the liability to pay future benefits and the market performance of the plan assets set aside to pay these benefits. A decline in long-term interest rates or in asset values could increase the Company's costs related to funding the deficit in these plans.

### Curtailment

During the year ended March 31, 2013, the Company implemented a workforce reduction at one of its production facilities. This resulted in a \$242 curtailment gain in pension and other post-employment benefit plans.

Amounts pertaining to defined benefit plans are as follows:

	2014		
	Pension benefits	Other post- employment benefits	Total
<b>Plan assets</b>			
Fair value - beginning of year	\$ 17,536	\$ -	\$ 17,536
Return on plan assets excluding amounts in interest income	216	-	216
Interest income	747	-	747
Company's contributions	1,660	90	1,750
Employees' contributions	3	-	3
Benefits paid	(1,152)	(90)	(1,242)
Fair value - end of year	<u>\$ 19,010</u>	<u>\$ -</u>	<u>\$ 19,010</u>
<b>Plan obligations</b>			
Accrued benefit obligations - beginning of year	\$ 21,862	\$ 2,085	\$ 23,947
Employees' contributions	3	-	3
Total current service cost	586	74	660
Interest cost	919	102	1,021
Benefits paid	(1,152)	(90)	(1,242)
Past service cost	-	326	326
Remeasurements			
Experience loss	50	-	50
Loss from change in demographic assumptions	923	83	1,006
Gain from change in financial assumptions	(571)	(58)	(629)
Accrued benefit obligations - end of year	<u>\$ 22,620</u>	<u>\$ 2,522</u>	<u>\$ 25,142</u>
Post-employment benefit obligations	<u>\$ 3,610</u>	<u>\$ 2,522</u>	<u>\$ 6,132</u>
			2014
	Pension benefits	Other post- employment benefits	Total
<b>Benefit plan expense</b>			
Current service cost	\$ 586	\$ 74	\$ 660
Net interest cost on defined benefit liability	172	102	274
Past service cost recorded in other expenses	-	326	326
Net benefit plan expense	<u>\$ 758</u>	<u>\$ 502</u>	<u>\$ 1,260</u>
Amount recognized in other comprehensive income			
Net actuarial loss	<u>\$ 187</u>	<u>\$ 23</u>	<u>\$ 210</u>
Expected contributions for the year ending March 31, 2015	<u>\$ 1,597</u>	<u>\$ 95</u>	<u>\$ 1,692</u>
Weighted average duration of the defined benefit obligations in years	13.1	11.8	13.0

	<b>2013</b>		
	<b>Pension benefits</b>	<b>Other post- employment benefits</b>	<b>Total</b>
<b>Plan assets</b>			
Fair value - beginning of year	\$ 16,076	\$ -	\$ 16,076
Return on plan assets excluding amounts in interest income	(198)	-	(198)
Interest income	744	-	744
Company's contributions	1,767	81	1,848
Employees' contributions	3	-	3
Benefits paid	(856)	(81)	(937)
Fair value - end of year	<u>\$ 17,536</u>	<u>\$ -</u>	<u>\$ 17,536</u>
<b>Plan obligations</b>			
Accrued benefit obligations - beginning of year	\$ 20,675	\$ 2,066	\$ 22,741
Employees' contributions	3	-	3
Total current service cost	530	57	587
Interest cost	935	94	1,029
Benefits paid	(856)	(81)	(937)
Curtailment gain	(201)	(41)	(242)
Remeasurements			
Experience gain	-	(90)	(90)
Loss from change in financial assumptions	776	80	856
Accrued benefit obligations - end of year	<u>\$ 21,862</u>	<u>\$ 2,085</u>	<u>\$ 23,947</u>
Post-employment benefit obligations	<u>\$ 4,326</u>	<u>\$ 2,085</u>	<u>\$ 6,411</u>
			<b>2013</b>
	<b>Pension benefits</b>	<b>Other post- employment benefits</b>	<b>Total</b>
<b>Benefit plan expense</b>			
Current service cost	\$ 530	\$ 57	\$ 587
Net interest cost on defined benefit liability	191	94	285
Curtailment gain	(201)	(41)	(242)
Net benefit plan expense	<u>\$ 520</u>	<u>\$ 110</u>	<u>\$ 630</u>
<b>Amount recognized in other comprehensive income</b>			
Net actuarial loss (gain)	<u>\$ 974</u>	<u>\$ (10)</u>	<u>\$ 964</u>

The significant actuarial assumptions adopted in measuring the Company's accrued benefit obligations and benefits costs are as follows:

	2014	2013
Discount rate for expenses	4.2%	4.5%
Discount rate for obligations	4.4%	4.2%
Rate of compensation increase	4.0%	4.0%
Rate of medical cost increases	6% decreasing to 5% after 1 year	7% decreasing to 5% after 2 years
Retirement age	60 - 65 years	60 - 65 years
Inflation rate	2.5%	2.5%
Mortality tables	CPM-B 2014 Private table	UP 1994 Generational

The following table outlines the impact of a reasonable change in significant assumptions assuming all other assumptions are held constant. Changes in numerous assumptions may occur at the same time, which could increase or decrease the impact. With respect to a 1% increase or decrease in the inflation rate, it was assumed that this would increase or decrease the discount rate, medical cost trend rates, and the rate of compensation increase concurrently.

	Pension benefits \$	Other post- employment benefits \$
Increase (decrease) in the post-employment benefit obligations		
1% increase in the discount rate	(2,569)	(269)
1% decrease in the discount rate	3,368	324
1% increase in the rate of compensation increase	1,027	11
1% decrease in the rate of compensation increase	(868)	(10)
1% increase in the inflation rate	(1,949)	(59)
1% decrease in the inflation rate	2,443	75

At March 31, 2014, the accumulated actuarial losses recognized in OCI were \$3,969 (2013 - \$3,759).

#### Plan assets

The plan assets consist of the following:

	2014		2013	
Mutual funds				
Fixed income	\$ 13,723	72%	\$ 11,417	65%
Equity	5,287	28%	6,119	35%
	<b>\$ 19,010</b>	<b>100%</b>	<b>\$ 17,536</b>	<b>100%</b>



### 13 Deferred income

During the year ended March 31, 2013, the Company received an expropriation notice that its idle facility in Port Moody, British Columbia will be used, on a temporary basis, while construction of a rapid transit project takes place. Advance payments amounting to \$2,021 were received for the temporary use of the property. The amount received was initially recorded in deferred income and is being reported as other income over the five-year term of the expropriation.

	2014		2013
Deferred income	\$ 1,314	\$	1,718
Less: Current portion	404		404
	<u>\$ 910</u>	<u>\$</u>	<u>1,314</u>

### 14 Income taxes

	2014		2013
Current tax on earnings for the year	\$ 3,910	\$	4,800
Adjustments in respect of prior years	(671)		(755)
Provision for current income taxes	<u>3,239</u>		<u>4,045</u>
Change in temporary differences	1,791		1,806
Impact of change in tax rate	193		285
Provision for deferred income taxes	<u>1,984</u>		<u>2,091</u>
Total provision for income taxes	<u>\$ 5,223</u>	<u>\$</u>	<u>6,136</u>

The Company's income tax expense consists of the following:

	2014		2013
Provision for income taxes at blended statutory rate of 26.30% (2013 - 25.70%)	\$ 5,062	\$	5,305
Permanent differences and non-deductible items	385		335
Future income tax rate changes	193		285
Other	(417)		211
	<u>\$ 5,223</u>	<u>\$</u>	<u>6,136</u>

The increase in the blended statutory rate applicable to the Company is primarily a result of an income tax rate increase in the province of British Columbia during the year.

The movement of the deferred income tax account is as follows:

	<u>2014</u>		<u>2013</u>	
At beginning of year	\$	13,881	\$	12,038
Provision for deferred income taxes in net earnings		1,984		2,091
Recovery of deferred income taxes in other comprehensive earnings		(54)		(248)
At end of year	\$	<u>15,811</u>	\$	<u>13,881</u>

The significant temporary differences giving rise to the deferred income tax liability are comprised of the following:

#### Deferred income tax liability

	Accelerated tax depreciation and deductions on property, plant and equipment	Biological assets	Accelerated tax deductions on intangible assets	Tax deductions on goodwill	Total
March 31, 2012	\$ 6,720	\$ 2,790	\$ 2,584	\$ 2,799	\$ 14,893
Provision (recovery) in net earnings	1,310	279	(110)	160	1,639
March 31, 2013	8,030	3,069	2,474	2,959	16,532
Provision (recovery) in net earnings	877	263	314	153	1,607
March 31, 2014	<u>\$ 8,907</u>	<u>\$ 3,332</u>	<u>\$ 2,788</u>	<u>\$ 3,112</u>	<u>\$ 18,139</u>

#### Deferred income tax asset

	Loss carry- forwards	Fair value change on derivatives	Post- employment benefits	Other	Total
March 31, 2012	\$ (151)	\$ (812)	\$ (1,675)	\$ (217)	\$ (2,855)
Provision (recovery) in net earnings	151	316	271	(286)	452
Recovery in comprehensive income	-	-	(248)	-	(248)
March 31, 2013	-	(496)	(1,652)	(503)	(2,651)
Provision (recovery) in net earnings	-	190	104	83	377
Recovery in other comprehensive income	-	-	(54)	-	(54)
March 31, 2014	<u>\$ -</u>	<u>\$ (306)</u>	<u>\$ (1,602)</u>	<u>\$ (420)</u>	<u>\$ (2,328)</u>

## 15 Capital stock

### Authorized

Unlimited number of Class A Shares, non-voting  
Unlimited number of Class B Shares, voting

### Issued

	2014		2013	
	Number of shares	Amount	Number of shares	Amount
Class A Shares, non-voting	11,293,829	\$ 6,626	11,293,829	\$ 6,626
Class B Shares, voting	3,004,041	400	3,004,041	400
	<b>14,297,870</b>	<b>\$ 7,026</b>	<b>14,297,870</b>	<b>\$ 7,026</b>

All of the issued Class A and Class B Shares are fully paid and have no par value.

Class A Shares are non-voting and are entitled to a dividend in an amount equal to 115% of any dividend paid or declared on Class B Shares. Class B Shares are voting and convertible into Class A Shares on a one-for-one basis.

Quarterly dividends of \$0.1000 (previously \$0.0900) per Class A Share and \$0.0870 (previously \$0.0785) per Class B Share were approved by the Board of Directors on June 5, 2013 and are formally declared in each quarter.

The authorized share capital of the Company also consists of an unlimited number of preference shares, issuable in one or more series, of which 33,315 are designated as preference shares, Series A. As at March 31, 2014 and 2013, there were no preference shares issued or outstanding.

### Stock purchase plan

The Company's full-time salaried, certain hourly employees and directors participate in a Company-sponsored stock purchase plan. Under the terms of the plan, employees can purchase a certain number of Class A Shares on an annual basis. Employees are required to pay 67% of the market price per Class A Share. Directors can purchase 750 Class A Shares and are required to pay 50% of the cost. The Company is responsible for the remainder of the cost and, during 2014, expensed \$247 (2013 - \$222) related to this program. Officers of the Company also participate in an Equity Incentive Program, where Class A Shares of the Company are purchased on their behalf from the open market.

## 16 Nature of expenses

The nature of the expenses included in selling and administration and cost of goods sold, excluding amortization are as follows:

	<u>2014</u>	<u>2013</u>
Raw materials and consumables	\$ 152,493	\$ 142,862
Employee compensation and benefits	53,983	54,235
Advertising, promotion, and distribution	27,052	28,016
Occupancy	10,471	9,551
Repairs and maintenance	5,732	6,242
Other external charges	14,364	14,748
	<u>\$ 264,095</u>	<u>\$ 255,654</u>

Restructuring costs amounting to \$1,467 (2013 - \$1,118) were recorded during the year ended March 31, 2014. The costs relate to termination payments and benefits for restructuring of the distribution, marketing, and administration functions of the Company's personal winemaking product division.

Other expenses (income) are as follows:

	<u>2014</u>	<u>2013</u>
Revaluation of vines (a)	\$ 67	\$ (33)
Ongoing maintenance costs related to Port Moody winery facility (b)	156	319
Income related to Port Moody Winery facility (c)	(404)	(830)
Past pension service costs (d)	326	-
	<u>\$ 145</u>	<u>\$ (544)</u>

- a) Changes in the fair value less costs to sell of vines included in biological assets are included in the revaluation of vine biological assets shown above.
- b) During fiscal 2006 the Company closed its Port Moody winery facility and transferred production to its winery operations in Kelowna, British Columbia. Effective July 1, 2012 the property was expropriated for a 5-year period. The cost of maintaining this idle facility and costs associated with its expropriation amounted to \$156 in 2014 (2013 - \$319).
- c) Income amounting to \$404 (2013 - \$830) was recorded related to the Company's idle Port Moody property related to the five-year expropriation.
- d) The Company recorded a \$326 (2013 - \$nil) expense for past service costs as a result of changes to retirement benefits in a new collective bargaining agreement.



## 17 Net earnings per share

	2014		
	Class A	Class B	Total
Net earnings attributed for the year - basic and diluted	\$ 11,388	\$ 2,633	\$ 14,021
Weighted average number of shares outstanding - basic and diluted	11,293,829	3,004,041	
Net earnings per share - basic and diluted	\$ 1.01	\$ 0.88	
	2013		
	Class A	Class B	Total
Net earnings attributed for the year - basic and diluted	\$ 11,792	\$ 2,727	\$ 14,519
Weighted average number of shares outstanding - basic and diluted	11,293,829	3,004,041	
Net earnings per share - basic and diluted	\$ 1.04	\$ 0.91	

As at March 31, 2014, there were no stock options outstanding.

## 18 Commitments

- a) In certain instances, the Company leases land for the purpose of operating vineyards. The terms of the land leases are 30 and 32 years, which expire in 2036 and 2029 respectively. Under the terms of one land lease, the Company has the option to agree in advance to purchase any grapes grown on the property at market value for five or more years after the termination of the lease. The Company also has a right of first refusal to purchase the land under both land leases. The terms of such a purchase would be negotiated based on market conditions existing at the time of the purchase.

The Company leases various storage facilities, offices, and retail locations. The remaining terms of these leases range between 1 and 10 years. The Company also leases various equipment and vehicles with remaining lease terms between 1 and 5 years. In many cases the Company has renewal options for fair market rental prices at the time of renewal.

Future minimum lease payments as at March 31, 2014 under long-term non-cancellable leases are as follows:

No later than 1 year	\$	4,799
Later than 1 year and no later than 5 years		10,395
Later than 5 years		<u>9,598</u>
	<u>\$</u>	<u>24,792</u>

In 2014, minimum lease payments of \$4,742 (2013 - \$5,157) were recognized as expense.

- b) As at March 31, 2014, the Company held \$20,000 in U.S. dollar-denominated foreign exchange forward contracts at rates averaging between \$1.07 and \$1.12 expiring at various dates to January 2015.

## 19 Non-cash working capital items

The change in non-cash working capital items related to operations is comprised of the change in the following items:

	<u>2014</u>	<u>2013</u>
Accounts receivable	\$ 2,791	\$ (1,547)
Inventories and current portion of biological assets	(4,944)	(5,732)
Prepaid expenses and other assets	(110)	167
Accounts payable and accrued liabilities	<u>3,893</u>	<u>(2,948)</u>
	<u>\$ 1,630</u>	<u>\$ (10,060)</u>

## 20 Financial instruments

### Classification of financial instruments

The classification and measurement of the financial assets and liabilities, as well as their carrying amounts and fair values are as follows:

Assets/liability	Category	Measurement	2014	
			Carrying amount	Fair value
Accounts receivable	Loans and receivables	Amortized cost	\$ 22,693	\$ 22,693
Bank indebtedness	Other liabilities	Amortized cost	54,407	54,407
Accounts payable and accrued liabilities	Other liabilities	Amortized cost	37,371	37,371
Dividends payable	Other liabilities	Amortized cost	1,391	1,391
Long-term debt	Other liabilities	Amortized cost	45,720	45,720
Interest rate swap liability	Derivatives	Fair value	1,270	1,270
Foreign exchange forward contracts asset	Derivatives	Fair value	100	100
<b>2013</b>				
Assets/liability	Category	Measurement	Carrying amount	Fair value
Accounts receivable	Loans and receivables	Amortized cost	\$ 25,484	\$ 25,484
Bank indebtedness	Other liabilities	Amortized cost	60,099	60,099
Accounts payable and accrued liabilities	Other liabilities	Amortized cost	33,616	33,616
Dividends payable	Other liabilities	Amortized cost	1,252	1,252
Long-term debt	Other liabilities	Amortized cost	47,923	47,923
Interest rate swap liability	Derivatives	Fair value	2,322	2,322
Foreign exchange forward contracts asset	Derivatives	Fair value	402	402

The Company's interest rate swap and foreign exchange contracts are derivatives and are recorded at fair value. As a result, unrealized gains and losses are included each period through earnings which reflect changes in fair value.

## Fair value

The fair value of accounts receivable, accounts payable and accrued liabilities, and dividends payable approximates their carrying value because of the short-term maturity of these instruments.

The fair value of long-term debt is equivalent to its carrying value because the variable interest rate is comparable to market rates. The fair value of the interest rate swap used to fix this interest rate is included in the current and long-term derivative financial instruments in the balance sheet.

The fair value of foreign exchange forward contracts is determined based on the difference between the contract rate and the forward rate at the date of the valuation.

The fair value of the interest rate swap is determined based on the difference between the fixed interest rate in the contract that will be paid by the Company and the forward curve of the floating interest rates that are expected to be paid by the counterparty. The fair value of foreign exchange forward contracts and the interest rate swap are adjusted to reflect any changes in the Company's or the counterparty's credit risk.

Fair value estimates are made at a specific point in time using available information about the instrument. These estimates are subjective in nature and often cannot be determined with precision.

The net unrealized gains on derivative financial instruments are comprised of:

	2014		2013
Unrealized (losses) gains on foreign exchange forwards	\$ (302)	\$	479
Unrealized gains on the interest rate swap	1,052		816
	<u>\$ 750</u>	\$	<u>1,295</u>

The fair value measurements of the Company's financial instruments are classified in the hierarchy below according to the significance of the inputs used in making the fair value measurements.

<b>2014</b>			
<b>Asset/liability</b>	<b>Quoted prices in active markets for identical assets (Level 1) \$</b>	<b>Significant observable inputs other than quoted prices (Level 2) \$</b>	<b>Significant unobservable inputs (Level 3) \$</b>
Interest rate swap liability	-	1,270	-
Foreign exchange forward contracts asset	-	100	-
<b>2013</b>			
<b>Asset/liability</b>	<b>Quoted prices in active markets for identical assets (Level 1) \$</b>	<b>Significant observable inputs other than quoted prices (Level 2) \$</b>	<b>Significant unobservable inputs (Level 3) \$</b>
Interest rate swap liability	-	2,322	-
Foreign exchange forward contracts asset	-	402	-

## **Objectives and policy relating to financial risk management**

### **Interest rate risk**

The Company is exposed to interest rate risk as a result of cash balances, floating rate debt, and an interest rate swap. Of these risks, the Company's principal exposure is that increases in the floating interest rates on its debt, if unmitigated, could lead to decreases in cash flow and earnings. The Company's objective in managing interest rate risk is to achieve a balance between minimizing borrowing costs over the long-term, ensuring that it meets borrowing covenants and ensuring that it meets other expectations and requirements of investors. To meet these objectives, the Company's policy is to effectively fix the rates on long-term debt to match the duration of investments in long-lived assets and to use floating rate funding for short-term borrowing.

The Company has effectively fixed its interest rate on a portion of its long-term debt until August 2015 by entering into an interest rate swap. The interest rate swap is measured at fair value because the Company has elected not to use hedge accounting resulting in an unrealized gain of \$1,052 (2013 - \$816) on the interest rate swap, which is classified as net unrealized gains on derivative financial instruments in the statements of earnings. As at March 31, 2014, there is one interest rate swap outstanding with a notional amount of \$36,667 and a fixed rate of 3.98%. The fair value of the interest rate swap at March 31, 2014 was \$1,270 (2013 - \$2,322).



The Company's short-term borrowings are funded using a floating interest rate and as such are sensitive to interest rate movements. As at March 31, 2014 with other variables unchanged, a 1% change in interest rates would impact the Company's net earnings by approximately \$460 (2013 - \$482), exclusive of the mark-to-market adjustments on the interest rate swap.

### Credit risk

Credit risk arises from cash and cash equivalents, derivative financial instruments, and accounts receivable. The Company places its cash and cash equivalents with major Canadian financial institutions. Counterparties to derivative contracts are also major Canadian financial institutions.

Credit risk for trade receivables is monitored through established credit monitoring activities. Over 55% of the Company's accounts receivable balance relates to amounts owing from Canadian provincial liquor boards. Excluding accounts receivable from Canadian provincial liquor boards, the Company does not have a significant concentration of credit risk with any single counterparty or group of counterparties. Amounts owing from Canadian provincial liquor boards represents \$12,515 (2013 - \$15,030) of the total accounts receivables for which no allowance has been provided. Of the remaining non-provincial liquor board balances, \$586 (2013 - \$457) were over thirty days past due as of March 31, 2014. An allowance for doubtful accounts of \$102 (2013 - \$142) has been provided against these accounts receivable amounts, which the Company has determined to represent a reasonable estimate of amounts that may be uncollectible.

Sales to its largest customer, a provincial Crown corporation, were \$46,410 (2013 - \$45,023) during the year ended March 31, 2014. Sales to its second largest customer, a branch of a provincial government, were \$33,204 (2013 - \$30,220) during the year.

An analysis of accounts receivable is as follows:

	2014	2013
Liquor boards	\$ 12,515	\$ 15,030
Non-liquor boards		
Current	8,355	8,275
Past due 0 - 30 days, due on delivery accounts	402	494
Past due 0 - 30 days	835	1,228
Past due 31 - 60 days	278	316
Past due > 60 days	410	283
Allowance for doubtful accounts	(102)	(142)
	<u>\$ 22,693</u>	<u>\$ 25,484</u>

The change in the allowance for doubtful accounts was as follows:

	2014	2013
Balance - beginning of year	\$ 142	\$ 269
Provision for current year	68	74
Bad debt	(108)	(201)
Balance - end of year	<u>\$ 102</u>	<u>\$ 142</u>

## Liquidity risk

The Company incurs obligations to deliver cash or other financial assets on future dates. Liquidity risk inherently arises from these obligations, which include requirements to repay debt, purchase grape inventory, and make operating lease payments.

The Company manages liquidity risk by maintaining adequate cash and cash equivalent balances and by appropriately utilizing its line of credit. Company management continuously monitors and reviews both actual and forecasted cash flows and matches the maturity profile of financial assets and financial liabilities. Accounts payable are generally due within 30 days.

The following table outlines the Company's contractual undiscounted obligations. The Company analyzes contractual obligations for financial liabilities in conjunction with other commitments in managing liquidity risk. Contractual obligations include long-term debt, the expected payments under a swap agreement that fixes the Company's interest rate on long-term debt, operating leases, and commitments on short-term forward foreign exchange contracts used to mitigate the currency risk on U.S. dollar purchases as at March 31, 2014:

	Total	< 1 year	2 – 3 years	4 – 5 years	> 5 years
Long-term debt	\$ 45,837	\$ 7,392	\$ 38,127	\$ 212	\$ 106
Leases and royalties	24,792	4,799	7,117	3,278	9,598
Pension obligations	5,846	1,005	1,882	860	2,099
Long-term grape purchase contracts	271,690	34,060	64,292	47,306	126,032
	348,165	47,256	111,418	51,656	137,835
Interest rate swap	2,935	2,259	676	-	-
Foreign exchange forwards	22,088	22,088	-	-	-
Total contractual obligations	\$ 373,188	\$ 71,603	\$ 112,094	\$ 51,656	\$ 137,835

The Company's obligations under its interest rate swap and foreign exchange forwards are stated above on a gross basis rather than net of the corresponding contractual benefits.

## Foreign exchange risk

Certain of the Company's purchases are denominated in US dollars, Euros, or Australian dollars. Any increases or decreases to the foreign exchange rates could increase or decrease the Company's earnings. To mitigate the exposure to foreign exchange risk, the Company has entered into forward foreign currency contracts.

The Company's foreign exchange risk rises on the purchase of bulk wine and concentrate which are made in US dollars and Euros. The Company's strategy is to hedge approximately 50% - 80% of its annual foreign exchange requirements prior to or during the beginning of each fiscal quarter. As at March 31, 2014 the Company has forward foreign currency contracts to buy US \$20,000 at rates ranging between \$1.07 and \$1.12. These contracts mature at various dates to January 2015. After considering the offsetting impact of these forward contracts, a one percent increase or decrease to the exchange rate of the US dollar or the Euro would impact the Company's net earnings by approximately \$41 (2013 - \$135) or \$133 (2013 - \$129), respectively. The Company has elected not to use hedge accounting and as a result, has recognized \$302 of unrealized foreign exchange losses (2013 - \$479) in the consolidated statement of earnings as a component of net unrealized gains on derivative financial instruments and has recorded the fair value of \$100 in prepaid expenses and other assets in the consolidated balance sheet (2013 - \$402).

## **21 Capital disclosures**

The Company's objective when managing capital is to safeguard the Company's ability as a going concern, to provide an adequate return to shareholders, and to meet external capital requirements on debt and credit facilities.

The Company's capital consists of cash, bank indebtedness, long-term debt, and shareholders' equity. The primary uses of capital are to make increases to non-cash working capital, fund maintenance and growth related capital expenditures, pay dividends, and finance acquisitions. In order to meet the Company's objectives in managing capital the Company prepares annual budgets of cash, earnings, and capital expenditures that are updated during the year as necessary. The annual budget is approved by the Board of Directors.

As part of the existing debt agreement, the Company is subject to financial covenants which consist of the following:

- Funded debt to a rolling twelve month EBITDA, which is defined as consolidated earnings before interest, amortization and taxes excluding unusual and non-recurring items that are agreed to by the Company and the lender
- Fixed charge coverage ratio
- Working capital ratio

Unfunded capital expenditures are limited to \$12,000 on an annual basis. The unspent portion may be carried over to the next fiscal year.

Compliance with these covenants and the capital expenditure limit is monitored by management on a quarterly basis. During the year ended March 31, 2014, and as at March 31, 2014, the Company has remained in compliance with all external lending covenants.

## **22 Related parties and management compensation**

The Company is controlled by Jalger Limited, which owns 66.6% of the Company's Class B Voting Shares. The ultimate controlling party of the Company is Dr. Joseph A. Peller.

## Compensation of directors and executives

The compensation expense recorded for directors and members of the Executive Management Team of the Company is shown below:

	2014		2013	
Compensation and benefits	\$	4,145	\$	4,166
Payments to a share purchase plan		160		165
	\$	4,305	\$	4,331

The compensation and benefits expense consists of amounts that will primarily be settled within twelve months.

## 23 Segmented information

During the year, export sales were \$11,881 (2013 - \$11,426), primarily in the United States. The remainder of sales occurred in Canada. All of the Company's assets are located in Canada.

## 24 Amendments to IAS 19

The following tables summarize the impact of adopting amended IAS 19 - Employee benefits.

Impact on the consolidated balance sheets		March 31, 2013 - as reported	Impact of IAS 19 changes	March 31, 2013 - as restated		April 1, 2012 - as reported	Impact of IAS 19 changes	April 1, 2012 - as restated
Post-employment benefit obligations	(1)	\$ 6,816	\$ (405)	\$ 6,411	(1)	\$ 7,151	\$ (486)	\$ 6,665
Deferred income taxes	(3)	13,772	109	13,881	(3)	11,907	131	12,038
<b>Total liabilities</b>		167,114	(296)	166,818		165,000	(355)	164,645
Retained earnings		122,379	296	122,675		113,526	355	113,881
<b>Total shareholders' equity</b>		129,405	296	129,701		120,552	355	120,907

<b>Impact on the statements of earnings and comprehensive income</b>		<b>For the year ended March 31, 2013 - as reported</b>	<b>Impact of IAS 19 changes</b>	<b>For the year ended March 31, 2013 - as restated</b>
Cost of goods sold	(2)	\$ 179,356	\$ 44	\$ 179,400
<b>Gross profit</b>		104,689	(44)	104,645
Interest	(2)	5,142	285	5,427
<b>Operating earnings</b>		19,145	(329)	18,816
<b>Earnings before income taxes</b>		20,984	(329)	20,655
Provision for income taxes - deferred	(3)	2,180	(89)	2,091
<b>Net earnings for the period</b>		14,759	(240)	14,519
<b>Net earnings per share</b>				
Basic and diluted				
Class A Shares		1.06	(0.02)	1.04
Class B Shares		0.92	(0.01)	0.91
Net actuarial losses on post-employment benefit plans	(2)	(1,212)	248	(964)
Deferred income tax	(3)	315	(67)	248
Other comprehensive loss for the period		(897)	181	(716)
<b>Net comprehensive income for the period</b>		13,862	(59)	13,803

- 1) The reduction in post-employment benefit obligations is a result of the requirement to record past service credits resulting from plan amendments when they occur rather than over the period until the amended plan benefits become vested.
- 2) Expenses increased as a result of recording the net interest cost on defined benefit pension plans based on the net plan deficits rather than interest on the liabilities net of the expected return on plan assets. The Company has elected to present this net interest cost in interest expense.
- 3) Deferred income taxes were adjusted to reflect the income tax effect of the adjustments in 1 and 2.

Certain items within operating activities in the consolidated statements of cash flows have been classified differently as a result of adopting the IAS 19 amendments. The change in presentation results from the changes in net earnings as described in the impact on the consolidated statement of earnings. There were corresponding changes to the adjustments for items not affecting cash and changes to non-cash working capital items related to operations. Other than presentation, there was no impact on the consolidated statements of cash flows as a result of the amendments to IAS 19.



## 25 Subsequent events

On April 28, 2014 the Company amended its debt facilities. The terms of the revised operating loan facility are as detailed below.

Committed until	April 28, 2019
Borrowing limit	\$ 90,000
Interest rate	CDOR + 1.75%

The Company also amended its term loan. On May 14, 2014 the Company entered into a new interest rate swap in order to fix the interest rate on the entire amount outstanding on its term loan. The amended terms of the term loan and interest rate swap are as follows:

Maturity date	April 28, 2019
Monthly payment until maturity	\$ 333
Amount bearing fixed interest as a result of an interest rate swap	60,000
Amount bearing floating interest	-
Fixed interest rate until August 31, 2015	4.93%
Fixed interest rate from September 1, 2015 until April 28, 2019	3.91%

The Company also negotiated a \$15,000 facility which is committed until April 28, 2019 and can be drawn down for the purpose of making capital expenditures.

## 26 Comparative figures

Certain of the prior year balances have been reclassified to conform with the current year's presentation.

## TEN-YEAR SUMMARY

(in thousands of Canadian dollars,  
except per share amounts)

	2014	2013 Restated <sup>(9)</sup>	2012	2011 Restated <sup>(8)</sup>
<b>Sales and earnings</b>				
Net sales	\$ 297,824	\$ 289,143	\$ 276,883	\$ 265,420
EBITA	33,729	33,489 <sup>(9)</sup>	32,651	31,544 <sup>(8)</sup>
Net earnings (loss)	14,021	14,519 <sup>(9)</sup>	13,001	11,223 <sup>(8)</sup>
<b>Financial position</b>				
Working capital	44,564	41,670	34,869	27,643 <sup>(8)</sup>
Total assets	301,015	296,519	285,552	267,996 <sup>(8)</sup>
Shareholders' equity	138,003	129,701 <sup>(9)</sup>	120,552	114,297 <sup>(8)</sup>
<b>Per share</b>				
<b>Net earnings (loss) <sup>(3)</sup></b>				
Basic & diluted Class A	1.01	1.04 <sup>(9)</sup>	0.93	0.78 <sup>(8)</sup>
Basic & diluted Class B	0.88	0.91 <sup>(9)</sup>	0.81	0.67 <sup>(8)</sup>
<b>Dividends <sup>(3)</sup></b>				
Class A Shares, non-voting	0.400	0.360	0.360	0.330
Class B Shares, voting	0.348	0.314	0.314	0.288
<b>Number of shares outstanding (in thousands of shares) <sup>(3)</sup></b>				
Class A Shares, non-voting	11,294	11,294	11,294	11,294
Class B Shares, voting	3,004	3,004	3,004	3,004
	<b>14,298</b>	<b>14,298</b>	<b>14,298</b>	<b>14,298</b>
<b>Other information</b>				
Return on average shareholders' equity <sup>(10)</sup>	10.5%	11.6% <sup>(9)</sup>	11.1%	9.8% <sup>(8)</sup>
Return on average capital employed <sup>(11)</sup>	10.8%	11.1%	11.5%	11.6% <sup>(8)</sup>

<sup>(1)</sup> Includes a pre-tax loss of \$1.2 million due to a misappropriation of funds by a former employee.

<sup>(2)</sup> Includes costs related to the integration of Cascadia Brands Inc. and other items of \$2.0 million.

<sup>(3)</sup> After giving effect to a 3:1 split of Class A and Class B Shares that occurred on October 31, 2006.

<sup>(4)</sup> Excludes the net impact of discontinued operations.

<sup>(5)</sup> Excludes the after-tax impact of mark-to-market adjustments on an interest rate swap.

<sup>(6)</sup> Includes an after-tax gain of \$11.9 million for the sale of Granville Island Brewing Company Ltd. and Mainland Beverage Distribution Ltd.

	2010	2009 Restated <sup>(4)</sup>	2008 Restated <sup>(4)</sup>	2007	2006	2005 Restated <sup>(1)</sup>
\$	263,151 <sup>(4)</sup>	\$ 251,136 <sup>(4)</sup>	\$ 228,056 <sup>(4)</sup>	\$ 228,192	\$ 211,775	\$ 167,634
	27,354 <sup>(4)</sup>	23,359 <sup>(4)</sup>	28,109 <sup>(4)</sup>	27,665	22,902	21,787
	21,661 <sup>(6)</sup>	(125)	11,381	9,472	6,054 <sup>(2)</sup>	8,467 <sup>(1)</sup>
	29,357	29,203	25,413	25,316	26,756	29,410 <sup>(1)</sup>
	263,716	293,507	259,744	238,956	222,087	162,155 <sup>(1)</sup>
	113,665	96,791	102,680	95,522	89,580	86,504 <sup>(1)</sup>
	1.49 <sup>(6)</sup>	(\$0.01)	0.78	0.65	0.42 <sup>(2)</sup>	0.59 <sup>(1)</sup>
	1.30 <sup>(6)</sup>	(\$0.01)	0.68	0.57	0.36 <sup>(2)</sup>	0.51 <sup>(1)</sup>
	0.330	0.330	0.300	0.253	0.215	0.215
	0.288	0.288	0.261	0.220	0.187	0.187
	11,888	11,888	11,888	11,888	11,888	11,863
	3,004	3,004	3,004	3,004	3,004	3,005
	14,892	14,892	14,892	14,892	14,892	14,868
	6.8% <sup>(5,7)</sup>	6.0% <sup>(5)</sup>	11.5%	10.2%	6.9%	10.1%
	9.1% <sup>(7)</sup>	7.9% <sup>(5)</sup>	10.7%	10.3%	9.7%	12.4%

<sup>(7)</sup> Excludes an after-tax gain of \$11.9 million for the sale of Granville Island Brewing Company Ltd. and Mainland Beverage Distribution Ltd.

<sup>(8)</sup> March 31, 2012 and subsequent periods have been prepared in accordance with International Financial Reporting Standards ("IFRS"). The March 31, 2011 period was restated in accordance with IFRS. Amounts for March 31, 2010 and prior have not been prepared in accordance with IFRS. They have been presented in accordance with Canadian GAAP prior to IFRS transition and may not be comparable to subsequent periods.

<sup>(9)</sup> Restated to reflect the adoption of the amendments to IAS 19.

<sup>(10)</sup> Return on average shareholders' equity is calculated as net earnings divided by average shareholders' equity.

<sup>(11)</sup> To determine return on average capital employed, return is calculated as EBITA less amortization. Capital employed is calculated as total assets less non-interest bearing liabilities. For 2008 and prior periods certain non-interest-bearing debt was included in capital employed and may not be comparable to subsequent periods.

## DIRECTORS & OFFICERS

### Directors

MARK W. COSENS  
Burlington, Ontario  
Managing Director  
Kilbride Capital Partners

LORI C. COVERT  
Halifax, Nova Scotia  
Corporate Director

RICHARD D. HOSSACK, PhD  
Toronto, Ontario  
President  
Hossack and Associates Limited

PERRY J. MIELE  
Burlington, Ontario  
Chairman and Partner  
Beringer Capital

A. ANGUS PELLER M.D.  
Toronto, Ontario  
Senior Medical Consultant  
Medcan Health Management Inc.

JOHN E. PELLER  
Burlington, Ontario  
President and CEO  
Andrew Peller Limited

JOSEPH A. PELLER  
Rockwood, Ontario  
Chairman of the Board  
Andrew Peller Limited

RANDY A. POWELL  
Vancouver, British Columbia  
President & CEO  
Armstrong Group

JOHN F. PETCH, Q.C. LLD  
Toronto, Ontario  
Vice Chairman  
Andrew Peller Limited

BRIAN J. SHORT  
Ancaster, Ontario  
Corporate Director

### Honorary Directors

C. WILLIAM DANIEL, O.C.  
Toronto, Ontario

RALPH M. LOGAN  
Halifax, Nova Scotia

WILLIAM J. WALSH, M.D.  
Hamilton, Ontario

### Officers

JOHN E. PELLER  
President and Chief Executive Officer

ANTHONY M. BRISTOW  
Chief Operating Officer

PETER B. PATCHET  
Chief Financial Officer and  
Executive Vice-President  
Human Resources

BRENDAN P. WALL  
Executive Vice-President, Operations

SHARI A. NILES  
Executive Vice-President, Marketing

GREGORY J. BERTI  
Vice-President, Government Relations and Export

JAMES H. COLE  
Vice-President, Retail and Estate Wine Group

COLIN M. CAMPBELL  
Vice-President, Sales, Western Canada

ERIN L. ROONEY  
Vice-President, Sales, Eastern Canada and Agency

TERRY C. SAURIOL  
Vice-President, Marketing Core Wines and  
Business Planning

## SHAREHOLDER INFORMATION

### Head Office

ANDREW PELLER LIMITED  
697 South Service Road  
Grimsby, Ontario L3M 4E8  
Tel: (905) 643-4131  
Fax: (905) 643-4944

### Stock Exchange

TORONTO  
Symbols: ADW.A/ADW.B

### Registrar and Transfer Agent

COMPUTERSHARE INVESTOR SERVICES INC.

### Auditors

PRICEWATERHOUSECOOPERS LLP

### Bankers

BANK OF MONTREAL  
ROYAL BANK OF CANADA  
TORONTO DOMINION BANK  
RABOBANK

### Shareholder Inquiries

Computershare Investor Services Inc. operates services for inquiries regarding changes of address, stock transfers, registered shareholdings, dividends and lost certificates.

Phone: 1-800-564-6253 toll free North America  
(International 514-982-7555)

Fax: 1-866-249-7775 toll free North America  
(International 416-263-9524)

Internet: [www.computershare.com](http://www.computershare.com)  
The Investors section offers enrolment for self-service account management for registered shareholders through Investor Centre.

Mail: Computershare Investor Services  
100 University Avenue, 9<sup>th</sup> Floor  
Toronto, Ontario M5J 2Y1

### Investor Relations

For additional information regarding the Company's activities, please contact:

PETER B. PATCHET

Chief Financial Officer and Executive Vice President,  
Human Resources at the Head Office address or by  
email at: [peter.patchet@andrewpeller.com](mailto:peter.patchet@andrewpeller.com)

### 2014 Annual Shareholders' Meeting

The 2014 Annual Meeting of Shareholders' will be held at:

Peller Estates

Niagara-on-the-Lake, Ontario

on Wednesday, September 10, 2014 at 2:00 p.m.



**AJAX**

955 WESTNEY ROAD S.  
L1S 3K7 (905) 683-1705  
#102 WITHIN: SOBEYS

260 KINGSTON RD W.  
L1T 4E4 (905) 428-6500  
#165 WITHIN: SOBEYS

30 KINGSTON ROAD W.  
L1T 4K8 (905) 428-7829  
#170 WITHIN: RCSS

1935 RAVENSCROFT ROAD  
L1T 0K4(905) 427-0270  
#198 WITHIN: SOBEYS

**ANCASTER**

977 GOLF LINKS ROAD  
L9G 3T9 (905) 648-1465  
#124 WITHIN: SOBEYS

**BARRIE**

201 CUNDLES ROAD, E.  
L4M 4S5 (705) 739-1553  
#109 WITHIN: ZEHR'S

11 BRYNE DRIVE  
L4N 8V8 (705) 725-8121  
#139 WITHIN: ZEHR'S

**BOLTON**

487 QUEEN STREET S.  
L7E 2B4 (905) 857-4166  
#145 WITHIN: ZEHR'S

**BRAMALEA**

25 PEEL CENTRE DRIVE  
L6T 3R5 (905) 793-4246  
#28 WITHIN: A & P

**BRAMPTON**

227 VODDEN STREET  
L6V 1N3 (905) 459-2386  
#35 WITHIN: FOOD BASICS

930 NORTH PARK DRIVE  
L6S 3Y5 (905) 793-9071  
#52 WITHIN: SOBEYS

10970 AIRPORT ROAD  
L6R 0E1 (905) 793-9531  
#191 WITHIN: SOBEYS

**BROCKVILLE**

1972 PARKEDALE AVE.  
K6V 7N4 (613) 342-8477  
#184 WITHIN: RCSS

**BURLINGTON**

2025 GUELPH LINE  
L7P 4M8 (905) 336-3849  
#112 WITHIN: FORTINO'S

4025 NEW STREET  
L7L 1S7 (905) 632-8580  
#114 WITHIN: MARILU'S  
MARKET

1250 BRANT  
L7P 1X8 (905) 319-8670  
#131 WITHIN: SOBEYS

3505 UPPER MIDDLE ROAD  
L7M 4C6 (905) 336-9101  
#312 WITHIN: WALKERS PLACE

5353 LAKESHORE ROAD  
L7L 1C8 (905) 681-8282  
#329 WITHIN: LAKESIDE  
VILLAGE

**CAMBRIDGE**

180 HOLIDAY INN DRIVE  
N3C 3Z4 (519) 651-1145  
#86 WITHIN: ZEHR'S

400 CONESTOGA BLVD.  
N1R 7L7 (519) 624-1103  
#151 WITHIN: ZEHR'S

980 FRANKLIN BLVD.  
N1R 8R3 (519) 622-1187  
#182 WITHIN: METRO

**COLLINGWOOD**

12 HURONTARIO STREET  
L9Y 2L6 (705) 446-2237  
#113 WITHIN; LOBLAW GREAT  
FOOD

640 FIRST STREET EXTENSION  
L9Y 4Y7 (705) 444-1730  
#153 WITHIN: METRO

**EAST YORK**

1015 BROADVIEW AVE.  
M4K 2S2 (416) 467-7760  
#99 WITHIN: SOBEYS

11 REDWAY ROAD  
M4H 1P6 (416) 696-9584  
#185 WITHIN: LOBLAWS

**ETOBICOKE**

380 THE EAST MALL  
M9B 6L5 (416) 695-9567  
#152 WITHIN: LOBLAW  
GREAT FOOD

**FERGUS**

800 TOWER STREET S.  
N1M 2R3 (519) 787-7721  
#149 WITHIN: ZEHR'S

**GEORGETOWN**

171 GUELPH STREET  
L7G 4A1 (905) 877-1815  
#179 WITHIN: RCSS

**GRIMSBY**

361 SOUTH SERVICE ROAD  
L3M 4E8 (905) 945-9982  
#181 WITHIN: RCSS

**GUELPH**

297 ERAMOSIA ROAD  
NIH 1G7 (519) 824-7922  
#88 WITHIN: ZEHR'S

160 KORTRIGHT ROAD, W.  
N1G 4W2 (519) 837-9293  
#105 WITHIN: ZEHR'S

167 SILVERCREEK PARKWAY  
N1H 3T2 (519) 837-0540  
#197 WITHIN: NO FRILLS

**HAMILTON**

50 DUNDURN STREET S.  
L8P 4J9 (905) 528-4003  
#76 WITHIN: FORTINO'S

75 CENTENNIAL PARKWAY N.  
L8E 2P2 (905) 561-4504  
#79 WITHIN: FORTINO'S

1579 MAIN STREET W.  
L8S 1E6 (905) 522-8882  
#175 WITHIN: FORTINOS

**KESWICK**

24018 WOODBINE AVE.  
L4P 3E9 (905) 476-8544  
#134 WITHIN: ZEHR'S

**KINGSTON**

1048 MIDLAND AVE.  
K7M 7H4 (613) 389-6139  
#122 WITHIN: LOBLAWS

**KITCHENER**

750 OTTAWA STREET S.  
N2E 1B6 (519) 745-2183  
#164 WITHIN: ZEHR'S

39 - 875 HIGHLAND ROAD W.  
N2N 2Y2 (519) 742-5844  
#324 WITHIN: HIGHLAND  
HILLS MALL

**LONDON**

1244 COMMISSIONERS ROAD  
N6K 1C7 (519) 657-7517  
#54 WITHIN: A & P

1030 ADELAIDE STREET N.  
N5Y 2M9 (519) 679-3717  
#62 WITHIN: METRO

395 WELLINGTON S.  
N6C 4P9 (519) 649-7180  
#94 WITHIN: A & P

3040 WONDERLAND S.  
N6L 1A6 (519) 668-2224  
#161 WITHIN: LOBLAWS

**MILTON**

1079 MAPLE AVE  
L9T 0A5 (905) 693-8850  
#199 WITHIN: LONGOS

**MISSISSAUGA**

4099 ERIN MILLS PKWY.  
L5L 3P9 (905) 607-6246  
#148 WITHIN: MICHAEL-  
ANGELO'S

5602 - 10th LINE W.  
L5M 7L9 (905) 858-0123  
#166 WITHIN: SOBEYS

250 LAKE SHORE ROAD W.  
L5H 1G6 (905) 274-2280  
#330 WITHIN: LOBLAWS

2150 BURNHAMTHORPE RD. W.  
L5L 3A2 (905) 820-9958  
#332 WITHIN: SOUTH COMMON  
CENTRE

**NEWMARKET**

1111 DAVIS DRIVE  
L3Y 8X2 (905) 853-0401  
#127 WITHIN: METRO

18200 YONGE STREET N.  
L3Y 4V8 (905) 895-2412  
#138 WITHIN: RCSS

16640 YONGE STREET  
L3X 1V6 (905) 830-3448  
#159 WITHIN: METRO

**NIAGARA ON THE LAKE**

300 TAYLOR ROAD  
L0S 1J0 (905) 704-0550  
#203 WITHIN: NIAGARA  
OUTLET COLLECTION

**NIAGARA ON THE LAKE**  
27 QUEEN STREET  
LOS 1J0 (905) 468-1881  
#204 WITHIN:  
WINE COUNTRY VINTNERS

**NORTH YORK**  
3501 YONGE STREET  
M4N 2N5 (416) 481-7699  
#123 WITHIN: LOBLAW  
GREAT FOOD

3090 BATHURST STREET  
M6A 2A1 (416) 256-0462  
#150 WITHIN: METRO

**OAKVILLE**  
511 MAPLE GROVE DRIVE  
L6J 4W3 (905) 338-3042  
#63 WITHIN: SOBEYS

469 CORNWALL ROAD  
L6J 4A7 (905) 338-0880  
#202 WITHIN: LONGOS

1500 UPPER MIDDLE ROAD W.  
L6M 3G3 (905) 847-2944  
#120 WITHIN: SOBEYS

**ORANGEVILLE**  
50 - 4TH AVENUE  
L9W 4P1 (519) 942-8752  
#90 WITHIN: ZEHR'S

**OSHAWA**  
285 TAUNTON ROAD E.  
L1G 3V2 (905) 571-6167  
#78 WITHIN: A & P

1385 HARMONY ROAD N.  
L1H 7K5 (905) 438-1800  
#178 WITHIN: RCSS

**OTTAWA**  
1300 KING STREET E. Unit #32  
L1H 8J4 (905) 438-0478  
#180 WITHIN: KINGSWAY  
PLAZA

1300 KING STREET E.  
L1H 8J4 (905) 728-3767  
#350 WITHIN: NO FRILLS

2515 BANK STREET  
K1V 8R9 (613) 523-5837  
#343 WITHIN: SOUTHGATE

**(Ottawa) GLOUCESTER**  
671 RIVER ROAD  
K1V 2G2 (613) 822-3080  
#186 WITHIN: YIG

**(Ottawa) NEPEAN**  
59 ROBERTSON ROAD  
K2H 5Y9 (613) 820-7219  
#129 WITHIN: LOBLAWS

1460 MERIVALE ROAD  
K2E 5P2 (613) 723-5507  
#351 WITHIN: LOBLAWS

**(Ottawa) STITTSVILLE**  
1251 MAIN STREET  
K2S 2E5 (613) 831-3837  
#188 WITHIN: YIG

**(Ottawa) VANIER**  
100 MCARTHUR ROAD  
K1L 6P9 (613) 749-9618  
#347 WITHIN: LOBLAWS

**OWEN SOUND**  
1150 SIXTEENTH STREET E.  
N4K 1Z3 (519) 371-8664  
#140 WITHIN: ZEHR'S

**PETERBOROUGH**  
769 BORDEN AVE.  
K9J 0B6 (705) 740-2513  
#190 WITHIN: RCSS

**RICHMOND HILL**  
11700 YONGE STREET  
L4E 3N6 (905) 770-2314  
#187 WITHIN: SOBEYS

**SCARBOROUGH**  
3221 EGLINTON AVENUE E.  
M1J 2H7 (416) 267-2795  
#128 WITHIN: METRO

**SIMCOE**  
470 NORFOLK STREET S.  
N3Y 2W8 (519) 426-1033  
#110 WITHIN: SOBEYS

**ST. CATHARINES**  
318 ONTARIO STREET  
L2R 5L8 (905) 685-8898  
#43 WITHIN: PRICE CHOPPER

221 GLENDALE AVENUE  
L2T 2K9 (905) 688-4767  
#117 WITHIN: ZEHR'S

285 GENEVA STREET  
L2N 2G1 (905) 646-7363  
#137 WITHIN: ZEHR'S

411 LOUTH STREET  
L2S 4A2 (905) 685-9779  
#172 WITHIN: RCSS

400 SCOTT STREET  
L2M 3W4 (905) 934-0981  
#201 WITHIN: GRANTHAM  
PLAZA

600 ONTARIO STREET  
L2N 7H8 (905) 934-7430  
#322 WITHIN: PORT PLAZA

**ST. THOMAS**  
1063 TALBOT STREET  
N5R 2S6 (519) 633-6343  
#111 WITHIN: RCSS

**STONEY CREEK**  
102 HWY. #8  
L8G 4H3 (905) 664-3188  
#55 WITHIN: FORTINO'S

**TORONTO**  
656 EGLINTON AVE. E.  
M4P 1P1 (416) 485-0093  
#143 WITHIN: METRO

50 MUSGRAVE  
M4E 3W2 (416) 693-6336  
#156 WITHIN: LOBLAWS

93 LAIRD DRIVE  
M4G 3T7 (416) 424-1362  
#200 WITHIN: LONGOS

3671 DUNDAS STREET W.  
M6S 2T3 (416) 762-8635  
#147 WITHIN: LOBLAWS

228 QUEENS QUAY  
M5J 1B5 (416) 598-8880  
#167 WITHIN: QUEENS  
QUAY

125 THE QUEENSWAY  
M8Y1H6 (416) 201-8221  
#171 WITHIN: SOBEYS

87 AVENUE ROAD  
M5R 3R9 (416) 923-6336  
#176 WITHIN: HAZELTON  
LANES

93 FRONT STREET E.  
M5E 1C4 (416) 364-1811  
#189 WITHIN: WINE  
COUNTRY MERCHANTS

22 FORT YORK BLVD.  
M5V 3Z2 (416) 623-0793  
#192 WITHIN: SOBEYS

2273 BLOOR STREET W.  
M6S 1N9 (416) 766-8654  
#309 WITHIN: BLOOR  
WEST VILLAGE

**UXBRIDGE**  
323 TORONTO STREET S.  
L9P 1N2 (905) 852-5008  
#133 WITHIN: ZEHR'S

**VAUGHAN**  
9200 BATHURST  
L6A 1S2 (905) 707-6118  
#169 WITHIN: SOBEYS

**WATERLOO**  
450 ERB STREET W.  
N2T 1H4 (519) 747-5897  
#40 WITHIN: ZEHR'S

315 LINCOLN ROAD  
N2J 4H7 (519) 746-7226  
#162 WITHIN: ZEHR'S

**WELLAND**  
821 NIAGARA STREET  
L3C 1M4 (905) 714-9521  
#144 WITHIN: ZEHR'S

**WHITBY**  
1615 DUNDAS STREET E.  
L1N 2L1 (905) 728-4118  
#177 WITHIN: SOBEYS

3050 GARDEN STREET  
L1R 2G7 (905) 430-5314  
#205 WITHIN: WHITBY  
TOWN SQUARE

200 TAUNTON ROAD  
L1R 3H8 (905) 668-7568  
#317 WITHIN: RCSS



## Exclusive Wine Offer for Shareholders

We are pleased to offer our shareholders exceptional VQA wines from our wineries in Niagara and the Okanagan Valley. These exclusive collections are available at a 15% savings. As a shareholder we are also offering you complimentary delivery within Ontario and British Columbia.

Delivered right to your door, these collections give you the opportunity to enjoy a variety of wines from Andrew Peller Limited's award-winning wineries.

Our wine club memberships are also available! *Peller Estates*, *Trius* and *Thirty Bench* No. 30 memberships are available in Ontario. *Sandhill* and *Red Rooster* memberships are available in British Columbia. Please call us for more information.

You can call us at 1.866.440.4383 to place your order or email [wineorders@peller.com](mailto:wineorders@peller.com). We are available Monday to Friday, 9 a.m. – 8 p.m. EST. **Offer ends Friday, September 12, 2014.**

### Ontario VQA Wine Collections

Collections #1-4 can be delivered to Ontario, British Columbia, Manitoba, and Nova Scotia. Free delivery within Ontario and a special delivery charge of only \$25 to other provinces.

#### Collection #1: Best of VQA Niagara Collection

Peller Estates Family Series Riesling  
Peller Estates Private Reserve Cabernet Franc  
Trius Sauvignon Blanc  
Trius Cabernet Sauvignon  
Thirty Bench Winemaker's Red  
Wayne Gretzky Estates No.99 Pinot Grigio  
**6 Bottle Collection - \$85 (save \$14)**  
**12 Bottle Collection - \$170 (save \$28)**



#### Collection #2: Peller Estates Collection

Peller Estates Signature Series Ice Cuvée  
Peller Estates Family Series Sauvignon Blanc  
Peller Estates Private Reserve Gamay Noir  
Peller Estates Signature Series Chardonnay "Sur Lie"  
Peller Estates Signature Series Merlot  
Peller Estates Private Reserve Late Harvest Vidal (375 ml)  
**6 Bottle Collection - \$136 (save \$21)**  
**12 Bottle Collection - \$272 (save \$42)**



#### Collection #3: Trius Collection

Trius Brut  
Trius Sauvignon Blanc  
Trius White  
Trius Merlot  
Trius Cabernet Sauvignon  
Trius Red  
**6 Bottle Collection - \$95 (save \$15)**  
**12 Bottle Collection - \$190 (save \$30)**



#### Collection #4: Wayne Gretzky Estates No.99 Collection

Wayne Gretzky Estates No.99 Riesling  
Wayne Gretzky Estates No.99 Pinot Grigio  
Wayne Gretzky Estates No.99 Chardonnay  
Wayne Gretzky Estates No.99 Merlot  
Wayne Gretzky Estates "Estate Series" Cabernet Merlot  
Wayne Gretzky Estates "Estate Series" Shiraz Cabernet  
**6 Bottle Collection - \$86 (save \$14)**  
**12 Bottle Collection - \$172 (save \$28)**



### British Columbia VQA Wine Collections



Collections #5-8 can be delivered to British Columbia, Manitoba, and Nova Scotia. Free delivery within British Columbia and a special delivery charge of only \$25 to other provinces.

### Collection #5: Best of VQA Okanagan Collection

Peller Estates Series Pinot Gris  
Peller Estates Family Series Cabernet Merlot  
Sandhill Chardonnay  
Sandhill Small Lots Sangiovese  
Sandhill Small Lots Viognier  
Wayne Gretzky Estates NO.99 Cabernet Syrah

**6 Bottle Collection - \$104 (save \$15)**

**12 Bottle Collection - \$208 (save \$30)**



### Collection #6: Red Rooster Collection

Red Rooster Riesling  
Red Rooster Chardonnay  
Red Rooster Reserve Pinot Gris  
Red Rooster Cabernet Merlot  
Red Rooster Reserve Pinot Noir  
Red Rooster Reserve Meritage

**6 Bottle Collection - \$109 (save \$16)**

**12 Bottle Collection - \$218 (save \$32)**



### Collection #7: Sandhill Collection

Sandhill Pinot Gris  
Sandhill Sauvignon Blanc  
Sandhill Gamy Noir  
Sandhill Cabernet Merlot  
Sandhill Small Lots Single Block Chardonnay  
Sandhill Small Lots Two

**6 Bottle Collection - \$124 (save \$19)**

**12 Bottle Collection - \$248 (save \$38)**



### Collection #8: Red Rooster Big Reds Collection

Red Rooster Reserve Merlot  
Red Rooster Reserve Malbec  
Red Rooster Golden Egg

**3 Bottle Collection - \$92 (save \$14)**

**6 Bottle Collection - \$184 (save \$28)**



### Delivery Information:

You can expect your order within 5-10 business days based on delivery location. Wine will be delivered in a sturdy corrugated box. Please ensure someone of legal drinking age is available to sign for the package. Prices include bottle deposit.

# ANDREW PELLER

— LIMITED —

## PELLER ESTATES



THIRTY BENCH  
WINE MAKERS

