

# GEORGE McCARTHY

#### Chairman of the Board





### Official Business



#### Forward Looking Statements

Today's presentation contains forward-looking statements, including statements concerning possible or assumed future results of operations of Corby Spirit and Wine Limited, and following the recent transaction of The Foreign Affair Winery. Forward-looking statements typically are preceded by, followed by or include the words "believes", "expects", "anticipates", "estimates", "intends", "plans" or similar expressions. Forward-looking statements are not guarantees of future performance. They involve risks and uncertainties, including, but not limited to, the impact of competition, consumer confidence and spending preferences, regulatory changes, general economic conditions, and Corby's ability to attract and retain qualified employees. There can be no assurance that forward-looking statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. Accordingly, readers should not place undue reliance on forward-looking statements. These factors are not intended to represent a complete list of the factors that could affect Corby. Additional factors are noted elsewhere in this presentation. This presentation contains certain information that is current as of November 8, 2017. Events occurring after that date could render the information contained herein inaccurate or misleading in a material respect. Corby will provide updates to material forward-looking statements, including in subsequent news releases and its interim management's discussion and analyses filed with regulatory authorities, as required under applicable laws. Additional information regarding Corby, including its Annual Information Form, is available on SEDAR at www.sedar.com.

#### Constitution of Meeting

- Introducing the Board of Directors
- Voting Procedures
- Appointment of Scrutineers
- Notice of Meeting
- Business of the Meeting
- Review of 2016 AGM Minutes
- 2017 Annual Report, Consolidated Financial Statements and the Independent Auditor's Report Scrutineers' Report





George McCarthy



Claude Boulay



Paul Duffy



Robert Llewellyn



Donald Lussier



Patricia Nielsen



Patrick O'Driscoll



Antonio Sanchez



Kate Thompson

Nomination & Election of Directors

# Deloitte.

Appointment of Auditors

# PATRICK O'DRISCOLL

President & CEO

Creating Win-Win Memorable Experiences Creativity Collaboration Empathy Boldness

## Market Trends



Spirits Volume

+]%



Wine Volume

+1%



The top selling superpremium gin in Canada



New Pack Distribution Volume Growth



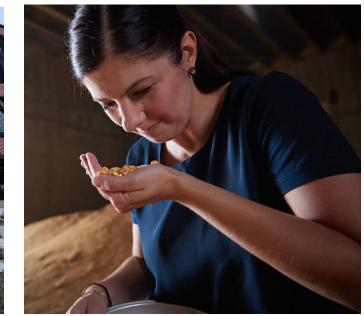
## J.P. Wiser's

Retail:

+1% +3% Volume Value







## HOLD IT HIGH.

### J.P. Wiser's Limited Edition Releases





Northern Border Collection



### Maintaining retail volume + gaining market share

QUADRUPLE DISTILLED QUATRE FOIS DISTILLÉE

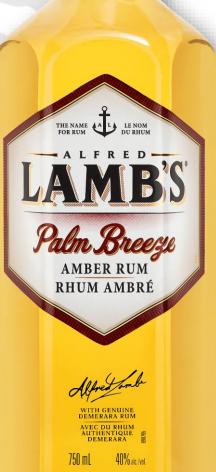
POLAR ICE

POLAR ICE.

VODKA

750 mL | 40% alc./vol.

# Declining category & aggressive price competition





#### Defending market share



Million

Commission Revenues







IRISH WHISKEY

A BLEND TRIPLE DISTILLED, MATURED & BOTTLED IN IRELAND THE BOW ST. DISTILLERY, DUBLIN 7, IRELAND

IMPORTED



PRODUCT OF C

+16%

Shipments

# 1 Million Cases Sold









Volume and Value

New Acquisition: Foreign Affair Winery





Appassimento Wine-Making Technique





40 Acre Vineyard in Niagara, Ontario

#### Our Sustainable Future









7,416 #CorbySafeRides Pledges

#### Our Sustainable Future











## ANTONIO SANCHEZ CFO





#### Focusing on Five Strategic Pillars:



#### Purpose to Performance

Purpose to Performance

## Delivering Value Growth & Returns for Shareholders

### FY17 Revenue





## Total Revenue +3%

#### FY17 Revenue





Retail Sales +40%

#### FY17 Revenue



### **Commission** Revenue Stream

#### **International** Business

#### Cost of Sales + Margin Quality



\*Gross margin from Case Goods and other services (excludes commissions)

#### Key levers:

- Ungava Brands synergies
- Premiumization
- ROI maximization

Marketing, Sales and Administration

\$57m

+3%

Consumer Centric & Effective Investments

#### Operating Cash



### Consistent Year-on-year

- Strong cash generation
- Flexibility to invest

## 2017 Summary

- Solid Top Line growth
- Ungava Spirits integration
- Concentrated
  International strategy
- Accelerated and focused investments
- Increased competencies

Ol 2018 Financial Highlights

+\$1.3m Revenue

+\$1.5m Cost of Goods

+\$0.8m Marketing, Sales & Admin

-\$0.6m Net Earnings

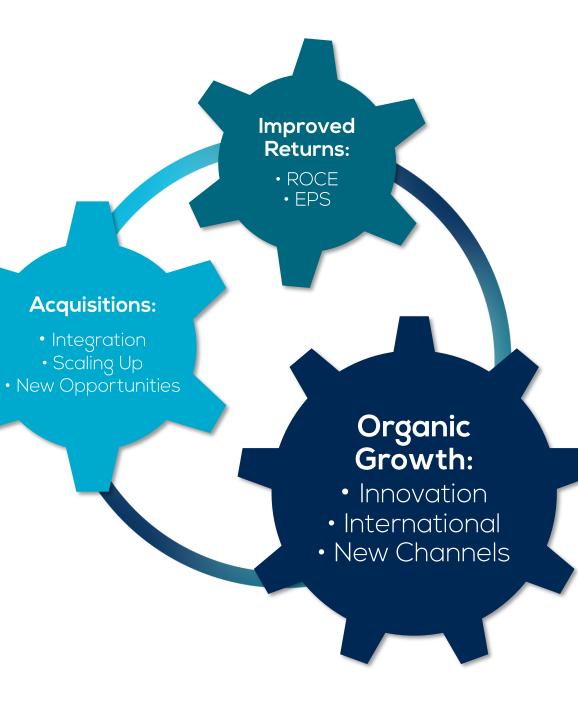
Ungava R12 Earnings Neutral

Foreign Affair Winery Acquisition



- Scaling up volume & value growth
- Earnings Per Share accretive

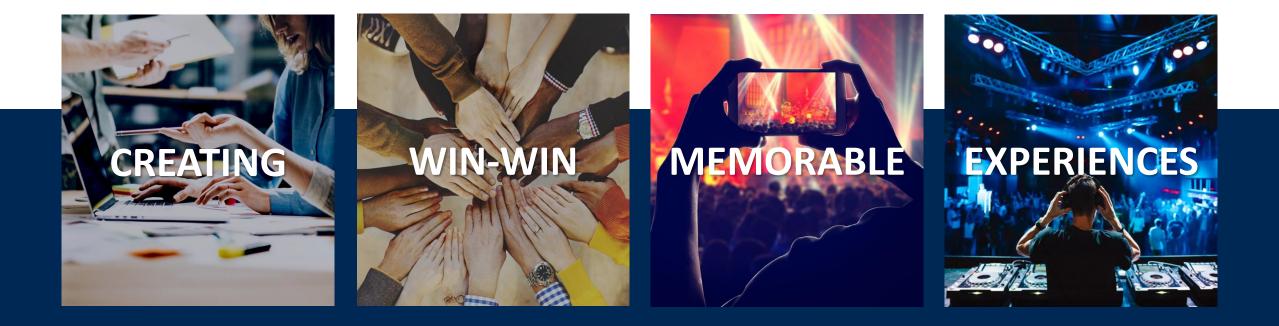
#### Sustained Value Creation



### PATRICK O'DRISCOLL President & CEO







#### Ol Regular Dividend



#### Thank You



# GEORGE McCARTHY

#### Chairman of the Board



#### Questions?



#### Thank You!



