



## Purcari revenues up 19% in 2Q22, sustaining track record of accelerated growth

*Bucharest, August 29<sup>th</sup>, 2022*

Purcari Wineries PLC (“Group”, “Company”), the CEE’s leading wine producer, announced today the publication of results for the first semester of 2022. Revenues rose by 16% to RON 123.9 million vs. the first semester of last year. In the second quarter, the revenue growth accelerated to 19%. The Group delivered strong performance in terms of margins, demonstrating resilience against inflationary pressures, with 1H22 EBITDA and Net Income margins reaching 31% and 17%, respectively.

Strong performance of Purcari, our flagship wine brand, and Bardar, our premium brandy, continued the premiumization trend of our portfolio, signaling solid consumer demand amid recessionary fears in our markets.

Among the highlights of the past quarter, is the launch of a photovoltaic park, securing circa 15% of electricity consumption of our Purcari winery, as well as the deployment of a state-of-the-art capillary irrigation system, also at Purcari, covering circa 300ha of vineyards. Both projects are a testament to our environmental commitments, building a solid platform for sustainable future growth.

“Our strong results are a good illustration of how resilient our business is, also in light of economic and inflationary pressures. People continue to appreciate our wines as an affordable luxury. Many of our wines score among top-1% globally on Vivino, yet sell at a fraction of prices charged by some big-name Chateaux or Casa’s. Truly great wines don’t have to be prohibitively expensive, and our consumers learned to appreciate it. We will continue working hard to keep delighting them”, said Victor Bostan, CEO of Purcari Wineries PLC.

### Key highlights

- **Romania:** +7% revenue expansion in 1H22, showing growth acceleration as of June. Good traction for our national Crama Ceptura brand. Purcari benefitting from strong performance of the HoReCa-only Nocturne series. Very strong growth for Bardar, expanding in Key Accounts, albeit from a smaller base.
- **Moldova:** +44% in 1H22, demonstrating impressive post-Covid rebound. All brands performing strong both in value and volume terms.
- **Poland:** +10% in 1H22, while we keep prioritizing margins over volumes, increasing the share of premium wine sales. Targeting premium segment is paying off, with Purcari sales doubling year-on-year. Shipments to Lidl have not yet resumed.
- **Asia:** +30% growth in sales, as all brands show good traction. Challenging trading and logistical environment persists. Continue delivering through Constanta port in Romania (vs. Odesa, prior).
- **Ukraine:** Sales resumed in 2Q, on 100% prepayment. 1H22 sales dropped 3.5x vs similar period last year. Maintaining the local team, as we continue believing in the potential of the Ukrainian market.

## Selected financial information

	2Q 2022	2Q 2021	Δ 2Q	1H 2022	1H 2021	Δ 1H
Revenue	67,691,902	56,685,182	19%	123,880,051	106,530,849	16%
Gross Profit	29,371,048	27,276,654	8%	58,658,672	53,311,026	10%
% Gross margin	43%	48%	(5 pp)	47%	50%	(3 pp)
EBITDA	18,144,721	15,478,670	17%	38,623,322	35,104,923	10%
% EBITDA margin	27%	27%	(1 pp)	31%	33%	(2 pp)
Net Profit	8,898,394	10,092,454	-12%	20,877,116	20,373,902	2%
% Net Profit margin	13%	18%	(5 pp)	17%	19%	(2 pp)

## Investors' Conference Call

The conference call for the discussion and presentation of the 1H22 financial results shall be held on August 30<sup>th</sup>, at 14:00 EEST, 13:00 CEST. Attached are the Preliminary Unaudited Financial Results for 1H 2022 and the Presentation for the conference call.

## About Purcari Wineries

Purcari Wineries Public Company Limited (with its brands: Purcari, Crama Ceptura, Bostavan, Bardar and Domeniile Cuza) is one of the largest wine and brandy groups in the Central and Eastern European (CEE) Region. The Group manages around 1,350 hectares of vineyards and operates six production platforms in Romania and Moldova. Purcari Wineries is the leader in the Premium wine segment in Romania with a 30% segment share and the largest wine exporter from Moldova, delivering to over 40 countries. Founded in 1827, Chateau Purcari is the most awarded winery of the CEE Region at Decanter London 2015-2021, as well as among the best ranked wineries on Vivino, with an average score of 4.1 out of 5.0, based on over 71,000 reviews. Since February 2018, the Group is listed on the Bucharest Stock Exchange under the ticker WINE. Purcari Wineries is led by Victor Bostan, a veteran with more than 30 years of experience in the wine business and is endorsed by top institutional investors such as: Conseq, East Capital, Franklin Templeton, Fiera Capital, Horizon Capital and Norges Bank.

## Enquiries

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