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S I N C E

## Purcari continues strong year, with EBITDA up 45% and Net Income nearly doubling in 3Q21

*Bucharest, November 15<sup>th</sup>, 2021*

Purcari Wineries Plc (“Group”), the CEE’s leading wine producer, announced today the publication of results for the 9 months of 2021. Revenue rose 20% reaching RON 166.4 million. Improving mix and sales recovery in higher margin markets drove profitability up, with EBITDA growing to RON 58.2 million, up 32% and Net Profit reaching RON 39.8 million, up 55% year-on-year. In 3Q21, the Group saw revenues grow 12%, while EBITDA and Net Profit rose 45% and 94% respectively vs. the same period last year. In this latest quarter, Purcari achieved a record EBITDA margin of 38%.

“We delivered another strong quarter, as we continue focusing on delighting consumers with our wines. I am grateful to the entire Purcari team for all the hard work and, most importantly, to our consumers, for entrusting us with their choice. The pandemic remains a source of uncertainty, with vaccination rates in our key markets lagging behind and many restrictions still in place, but we are confident strong companies like ours will emerge even stronger from this prolonged crisis”, said Victor Bostan, CEO.

### Key highlights

- **Romania:** sales continue the growth +24% vs. 9M20 and +55% vs 9M19. Purcari remains the growth driver, up 29% YoY. Bardar +68%, albeit from smaller base. Both IKA and Retail sales continued strong performance.
- **Moldova:** Strong rebound brought sales to a level only 4% short of 2019 sales. Purcari and Bardar brands leading the growth, rising over 80% each, followed by Bostavan +48%.
- **Poland:** drop in sales by 20% YoY on strong price competition in the market and us prioritizing margin over volume. Purcari and Bardar, our premium, higher margin brands grew 13% and 51%, respectively, albeit from a smaller base. Focusing on crucial Q4 season with tailored market activities, including launch of our Nocturne range for HoReCa and trade campaigns in stores.
- **Asia:** sales up 17% YoY, but still significantly behind 2019 level; 3<sup>rd</sup> quarter results influenced by COVID restrictions and shifts in certain deliveries. Launched Purcari web site in China and working closely with local partners to build out the brand.
- **Czechia and Slovakia:** -3% yoy slide in sales. Tough price competition, adverse effects from TESCO restructuring and pandemic extended restrictions affected full 9 months results. Premium Purcari brand sales doubled YoY, albeit from a smaller base.
- **Ukraine:** launched local sales office to consolidate activities in the market. Focus on the modern trade segment, by growing numeric distribution of our flagship Purcari brand, which shows strong feedback from the Ukrainian consumers.

## Selected financial information

RON	3Q21	3Q20	Δ 3Q	9M 2021	9M 2020	Δ 9M
Revenue	59,908,834	53,430,027	12%	166,439,683	138,322,411	20%
Gross Profit	31,626,149	27,384,745	15%	84,937,175	68,256,070	24%
% Gross margin	53%	51%	2 pp	51%	49%	2 pp
EBITDA	23,055,027	15,891,875	45%	58,159,950	44,190,808	32%
% EBITDA margin	38%	30%	9 pp	35%	32%	3 pp
Net Profit	19,413,080	10,021,515	94%	39,786,982	25,595,535	55%
% Net Profit margin	32%	19%	14 pp	24%	19%	5 pp

## Investors' call

The conference call for discussion and presentation of 9 months 2021 financial results shall be held on November 16th, at 15:00 PM EET, 14:00 PM CET. Attached are the Preliminary Unaudited Financial Results for 9 months 2021 and the Presentation for the conference call.

## About Purcari Wineries

Purcari Wineries Plc (Purcari, Crama Ceptura, Bostavan and Bardar brands) is one of the largest wine and brandy groups in the CEE region. The Group manages around 1,300 hectares of vineyards and operates four production platforms in Romania and Moldova. Purcari is the leader in the premium wine segment in Romania, with a ~25% segment share, and the largest wine exporter from Moldova, delivering to over 30 countries. Founded in 1827, Purcari is the most awarded winery in CEE at Decanter London 2015-2021 and among the best ranked on Vivino, with an average score of 4.1 out of 5.0, based on over 59,000 reviews. Starting with February 2018, the Group is listed on the Bucharest Stock Exchange, under the ticker WINE. Purcari is led by Victor Bostan, a 30+ years wine business veteran and backed by top institutional investors, including Conseq, East Capital, Fiera Capital, Franklin Templeton, Horizon Capital and SEB.

## Enquiries

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