



Purcari grows revenues 31% in 1Q23, EBITDA margin at 29%

Bucharest, May 15th, 2023

Purcari Wineries PLC (“Group”, “Company”), the CEE’s leading wine producer, announced today the publication of results for the first quarter of 2023. Revenues rose by 31% to RON 73.3 million vs. the similar period last year. The Group delivered a strong performance in terms of margins amid global inflationary pressures, with EBITDA and Net Income margins reaching 29% and 17%, respectively.

“It has been the second-best quarter wise since pre-pandemic 2019 for Purcari, despite challenging macro backdrop. Things do improve across the board, with smoother-functioning supply chains, a reopening in China, abating energy prices, but margins remain somewhat under pressure. We maintain a strong balance sheet and are well positioned to continue gaining market share and take advantage of inorganic opportunities out there. We are confident, strong companies like ours emerge even stronger from such crisis”, said Victor Bostan, CEO of Purcari Wineries PLC.

Key highlights for 1Q23:

- **Romania:** +32% revenue growth in 1Q. Strong double-digit growth for all brands, both in value and volume terms. The upper-premium Nocturne series continues to be a tremendous success in the HoReCa segment.
- **Moldova:** +19% YoY, consistent growth across all channels. Purcari and Bardar leading the growth. Negotiations with key accounts to push through price increases. Resumed collaboration with a large retail chain following a pricing dispute.
- **Poland:** Revenues up +25% in 1Q23. Bostavan +26% on price increases and single digit growth in volumes. Purcari leading the growth +35% YoY, albeit from a smaller base. Continue to focus on the ongoing prioritization of margin over volumes with Bostavan, targeting the popular premium segment.
- **Asia:** -18% YoY on weak wine market dynamics, decline in Bostavan sales, while Purcari brand was up +35%. Improving outlook for China on post-Covid reopening. Our country manager returned to China, after a 3 years travel ban for foreigners.
- **Ukraine:** Strong 1Q23, beating pre-full scale invasion 1Q21 by 24%. Maintaining the local team and increasing distribution through key account channels. Exports only on 100% prepayment basis.

Selected financial information

	1Q 2023	1Q 2022	Δ 1Q
Revenue	73,335,804	56,188,149	31%
Gross Profit	32,732,104	29,287,624	12%
% Gross margin	45%	52%	(7 pp)
EBITDA	21,146,006	20,478,601	3%
% EBITDA margin	29%	36%	(8 pp)
Net Profit	12,779,202	11,978,722	7%
% Net Profit margin	17%	21%	(4 pp)

Investors' Conference Call

The conference call for discussion and presentation of 1Q 2023 financial results shall be held on May 16th, at 13:00 EEST, 12:00 CEST. Attached are the Interim Financial Results for the three-month period ended 31 March 2023, and the Presentation for the conference call.

About Purcari Wineries

Purcari Wineries Public Company Limited (Purcari, Crama Ceptura, Bostavan, Bardar, Domeniile Cuza and Angel's Estate brand families) is one of the largest wine and brandy groups in the Central and Eastern European (CEE) Region. The Group manages around 1,450 hectares of vineyards and operates seven production platforms in Romania, Moldova and Bulgaria. Purcari Wineries is the leader in the Premium wine segment in Romania with a circa 25% segment share and the largest wine exporter from Moldova, delivering to over 40 countries. Founded in 1827, Chateau Purcari is the most awarded winery in the CEE Region at Decanter London 2015-2022, as well as among the best ranked wineries on Vivino, with an average score of 4.1 out of 5.0, based on over 83,000 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: Horizon Capital, Fiera Capital, Conseq, Firebird, East Capital and Norges Bank.

Enquiries

Investor.relations@purcari.wine

Disclaimer

This document may contain certain forward-looking statements which are based on estimations and forecasts. By their nature, these forward-looking statements are subject to important risks and uncertainties and factors beyond our control or ability to predict. These forward-looking statements should not be considered as a guarantee of future performance, the actual results could differ materially from those expressed or implied by them. The forward-looking statements only reflect Group's views as of the date of this document, and the Group does not undertake to revise or update these forward-looking statements. The forward-looking statements should be used with caution and circumspection and in no event can the Group and its management be held responsible for any investment or other decision based upon such statements. The information in this document does not constitute an offer to sell or an invitation to buy shares in the Group or an invitation or inducement to engage in any other investment activities.