



Purcari strong growth continues, up 26% in 4Q22, while adjusted Net Income expands 36%

Bucharest, February 28th, 2023

Purcari Wineries PLC (“Group”, “Company”), the CEE’s leading wine producer, announced today the publication of the preliminary unaudited financial results for 2022. Group revenue rose 22% year on year, reaching RON 302.5 million, with the core “Wine” business reaching sales of RON 281.1 million, +18% year on year. In 4Q22, the Group revenue growth accelerated to +26%, while “Wine” revenue was up 31%.

The Group has booked an IFRS Net Income of RON 57.2 million in the fiscal 2022 (+12% year on year), while the net result for 4Q22 has reached RON 21.8 million (+92% year on year). Adjusted for the accounting one-off gain recognized per IFRS in conjunction with the purchase of a 76% stake in Angel’s Estate, the Net Income reached RON 43.2 million in the fiscal 2022 (-5% year on year) and 7.8 million in 4Q22 (+36% year on year).

The adjusted EBITDA, normalized for the mentioned one-off gain, reached RON 81.5 million, up 8% year on year and corresponding to a normalized EBITDA margin of 27%.

“It has been a strong year for Purcari, despite the difficult macroeconomic backdrop. We have largely exceeded our guidance for the year, in terms of both revenue growth and margin levels. We maintain a strong balance sheet and are well prepared to take advantage of the opportunities out there, to consolidate our market position; we are looking optimistically into 2023.” said Victor Bostan, CEO of Purcari Wineries PLC.

Key highlights for 2022 fiscal year performance by market:

- **Romania:** +20% revenue growth YoY. Strong double-digit growth for Purcari and Bardar. Upper-premium Nocturne series continues being a tremendous success in the HoReCa segment.
- **Moldova:** +27% YoY, consistent growth across all channels. All brands performing strong both in value and volume terms.
- **Poland:** -2% YoY on ongoing prioritization of margin over volumes with Bostavan. Targeting premium segments with Purcari and Bardar, which have expanded at high rates, albeit from smaller bases.
- **Asia:** Strong performance +42% YoY, despite Covid induced market limitations. Challenging trading and logistic environment persist. Volumes still behind pre-pandemic sales, leaving abundant room for ongoing growth.
- **Ukraine:** Sales at 58% of 2021 pre-war year. Maintaining local team, sales only on 100% prepayment.

Selected financial information

	4Q 2022	4Q 2021	Δ 4Q	2022	2021	Δ
Revenue	102,694,669	81,694,032	26%	302,466,378	248,133,715	22%
Gross Profit	40,850,722	30,905,320	32%	131,404,565	115,842,495	13%
<i>% Gross margin</i>	<i>40%</i>	<i>38%</i>	<i>2 pp</i>	<i>43%</i>	<i>47%</i>	<i>(3 pp)</i>
EBITDA	34,836,008	17,081,188	104%	95,543,559	75,241,138	27%
<i>% EBITDA margin</i>	<i>34%</i>	<i>21%</i>	<i>13 pp</i>	<i>32%</i>	<i>30%</i>	<i>1 pp</i>
Net Profit	21,843,976	11,363,866	92%	57,213,551	51,150,848	12%
<i>% Net Profit margin</i>	<i>21%</i>	<i>14%</i>	<i>7 pp</i>	<i>19%</i>	<i>21%</i>	<i>(2 pp)</i>
One-off gain recognized as per IFRS	14,027,120	-	-	14,027,120	-	-
Gain from price adjustment after disposal of GCC shares	-	5,611,364	-	-	5,611,364	-
Adj. EBITDA	20,808,888	17,081,188	22%	81,516,438	75,241,138	8%
<i>% Adj. EBITDA margin</i>	<i>20%</i>	<i>21%</i>	<i>(1 pp)</i>	<i>27%</i>	<i>30%</i>	<i>(3 pp)</i>
Adj. Net Profit	7,816,856	5,752,502	36%	43,186,431	45,539,484	-5%
<i>% Adj. Net Profit margin</i>	<i>8%</i>	<i>7%</i>	<i>1 pp</i>	<i>14%</i>	<i>18%</i>	<i>(4 pp)</i>

Investors' Conference Call

The conference call for the discussion and presentation of Preliminary Financial Results for 2022 will be held on March 1st, at 13:00 EET, 12:00 CET. The Preliminary Unaudited Financial Results for 2022 and the Presentation for the conference call are attached.

About Purcari Wineries

Purcari Wineries Public Company Limited (with its brands: Purcari, Crama Ceptura, Bostavan, Bardar, Domeniile Cuza and Angel's Estate) 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 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 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 80,000 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, Franklin Templeton, and Norges Bank.

Enquiries

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