



Annual General Meeting
14 December 2017

Be Distinctively
BOLD



Chairman of MWE

Min (James) JIA *MBA*
Executive Chairman

MWE Board



Chairman

Min (James) Jia

Independent Director

Danny Chan

Independent Director

SongYuan Huang (Benny Wong)

Non-executive Director

Jack Zhong Yin

Non-executive Director

Ly (Lily) Lee

Meeting Agenda

- Management Report
- Shareholder discussion
- Resolutions
- General Business
- Close of Annual Meeting

Management Report

Management Report

- 2017 was the first full financial year for Marlborough Wine Estates Group Limited (MWE) as an NXT listed company. During the period, MWE focused on growth and expansion of both international and domestic markets, and developing strong relationships with potential business and distribution partners.
- Over the past year, MWE has focused on improving its product portfolio and optimising its sales strategy. The company has released new products including Syrah, Pinot Gris, Rose, and a Merlot Cabernet Sauvignon blend, and is looking to further improve the variety of wine products in its portfolio. The new products have proven to be popular and will assist the Company in developing markets which were previously difficult to tap into.



RESERVE ROAD

Highlights of the year to date

- MWE's products have received critical acclaim with O:TU wines recently receiving awards in the below prestigious international wine competitions:
 - Double Gold Medal in China Wines & Spirits Competition 2017 – O:TU Prestige 2013
 - Gold Medal in China Wines & Spirits Competition 2017 – O:TU Single Vineyard Sauvignon Blanc 2015
- MWE has continued to focus on developing the markets in China. With new red wine products, a more competitive pricing scheme, wider variety of products, along with the extensive sales and marketing network of the Company's distributor based in China, consistent sales growth in China is expected over the next few years.
- MWE is working with its US distributor to secure large orders from major US retail groups. The US market is very competitive, but MWE's products have been well received so far and the Company believes there is good growth potential.
- MWE has also been working with a major US importer on bulk wine deals. MWE has secured a new and larger bulk wine deal for this financial year. The deal provides additional cash flow for the company and also helps it establish stronger supply relationships in the competitive US market.

Highlights of the year to date

- MWE has shipped its first order to Japan, a market that recognises the true value of Marlborough Sauvignon Blanc.
- For the domestic market, in the year ended 30 June 2017, MWE achieved an increase of approximately 25% in bottled wine sales compared to the previous financial year. This growth was mainly driven by an improved sales strategy and sales network, along with new products which have proven to be popular in the domestic markets. MWE is looking forward to an even stronger year ahead.
- MWE completed the construction of the Donaldson Block dam in early 2017. The dam is now functional and resolves the irrigation issues that affected tonnage in previous years. MWE will now focus on developing new vineyard land and grow varietals such as Pinot Noir and Pinot Gris to diversify its planting.

Shareholder discussion

Annual Report

To receive and consider the Annual Report including the financial statements and the Auditors' report for the year ended 30 June 2017.

Resolutions

Resolutions

1 - Re-Election of Director - Danny Chan

- That Danny Chan, who was appointed a Director by the Board effective 27 June 2016, and re-appointed by Shareholders effective 15 December 2016, retires by rotation in accordance with the Company's constitution and NXT Rule 9, and is eligible for re-election, be re-elected as a Director of the Company in accordance with NXT Rule 7.

2 - Re-Election of Director – Jack Zhong Yin

- That Jack Zhong Yin, who was appointed a Director by the Board effective 27 June 2016, and re-appointed by Shareholders effective 15 December 2016, retires by rotation in accordance with the Company's constitution and NXT Rule 9, and is eligible for re-election, be re-elected as a Director of the Company in accordance with NXT Rule 7.

3 - Auditors Remuneration:

- That Deloitte be re-appointed as the auditor of the Company and the Board be authorised to fix the auditor's remuneration for the forthcoming year.

Each of the above Resolutions is explained further in the explanatory notes.

Other Business

- To consider any other ordinary business that may properly be brought before the Meeting

CLOSE OF MEETING