FOLEY WINES

Annual Shareholders Meeting November 2026



ASM 2026

Agenda

Introduction

Formalities

CEO’s presentation

Shareholder questions

Resolutions

Conduct of voting

General business

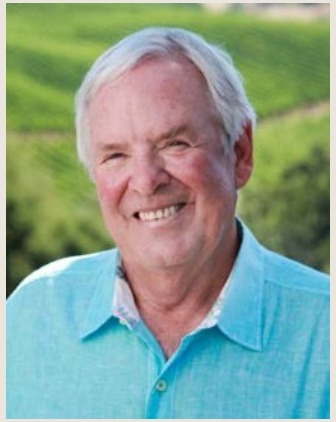
Meeting close

ASM 2026

Introductions



PAUL BROCK
Chairman



BILL FOLEY
Director



TONY ANSELMI
Director



GRANT GRAHAM
Director



MIKE HIGGINS
CEO



JANE TROUGHT
CFO

Annual Shareholders Meeting 2026

CEO’s Annual Results Presentation



PERFORMANCE OVERVIEW

2026 Results

2026 has been a year of progress in a very challenging global economy. We are pleased to report an improved financial result on last year, delivered off the back of reduced case sales.

Our premiumisation strategy and strong distribution partnerships continue to create growth opportunities for the Company.

PERFORMANCE HIGHLIGHTS

Continued premiumisation

Bottled case sales	Bottled sales revenue	Operating EBITDA	Operating earnings	Reported profit after tax
552,000	$62.8m	$15.5m	$5.88m	$2.94m
- 9.5%	- 5.4%	+ 22.8%	+ 323.5%	+ 258.2%

Cases = 9L equivalents (i.e. 12x750ml bottles)

PERFORMANCE HIGHLIGHTS

2026 Results

Operating Cashflow $11.7m vs $16.2m

Dividend of 2 cents per share (fully imputed)

Capex $3.9m vs $3.5m

The Company carefully managed Capex requirements due to market conditions and our continued focus on reducing debt.

Major projects this year included the installation of a new wastewater treatment plant at Vavasour winery. We also continued to invest in vineyard productivity with replants in under-performing vineyards.

MARKET OVERVIEW

Bottled case sales



New Zealand
164,000 cases
-4%



Australia
76,000 cases
-26%



USA
103,000 cases
-10%



UK/Europe
147,000 cases
+2%



Asia/Pacific
58,000 cases
- 21%



Rest of world
4,000 cases
- 20%

Foley Wines total case sales down 9.5%.

FOLEY WINES

INVESTING FOR THE FUTURE

Vineyard development





PERFORMANCE OVERVIEW

2026 Harvest

Total harvest totalled 8,012 T – a decrease of 7% on last years harvest of 8,638T

Our team of dedicated viticulturists and winemakers have delivered again across our three regions and we are excited about the quality of the wines we have produced this vintage.

While yields are down slightly they were right in the sweet spot for delivering exceptional quality.

SUSTAINABILITY

Practical, tangible steps to safeguard our environment for future generations



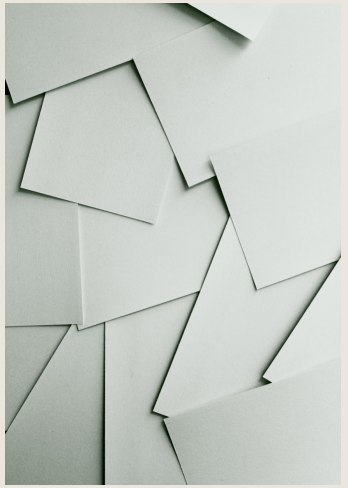
RESTORING LOCAL HABITATS



RECYCLED NEW ZEALAND GLASS



INDUSTRY-LEADING WATER CONSERVATION



SUSTAINABLE MATERIALS



WINERIES POWERED BY 100% RENEWABLE ENERGY



SMALL FOOTPRINTS

FOLEY WINES

PREMIUMISATION

Creating memorable food & wine experiences

We continue to broaden our distribution and partnerships with our sister companies - Foley Hospitality and Foley Hotels, bringing our wines to life in iconic venues across New Zealand.







Strategy Recap



OUR PURPOSE

Making great wine that people love to drink around the world



OUR UNIQUE MODEL

Five exceptional wineries and one craft distillery from three acclaimed regions, managed from one point

MARTINBOROUGH







MARLBOROUGH





CENTRAL OTAGO



FOLEY WINES

OUR AMBITION

To be New Zealand's most revered wine group

Through the ownership of iconic wineries in NZ's most acclaimed regions enables us to satisfy the most discerning consumers, retailers & restaurants at home and around the world



OUR LONG TERM STRATEGIC PRIORITIES

Our long term strategic priorities remain the same

Continuing to realise our premiumisation strategy

Leveraging the power of our portfolio

Nurturing strong, long-term distribution relationships

QUALITY

Another outstanding awards season



2026 2026 2024 2026 2024 2026 2025 2025 2026

Gold & Double Gold Medal Winners



2026 2026 2025 2025 2026 2026 2024 2025 2026 2025 2026 2026 2026 2026

Double Gold & Gold Medal Winners

QUALITY

Another outstanding awards season





Current trading environment and key priorities



OUTLOOK

Current trading conditions remain challenging

The global wine industry still faces a significant over-supply situation

It is still widely considered that it is at least 2 years away from equilibrium

We continue to support our distribution partners with targeted support

The net effect is upward pressure on costs and downward pressure on net price

OUTLOOK

Immediate priorities

1. Working closely with our key distribution partners to grow sales and protect listings
2. Prudently managing operating costs, COGS and Capex - debt reduction
3. Broaden and expand distribution
4. A continued focus on producing outstanding quality wines
5. Sell through our 2026 vintage in a timely manner to remain in balance

OUTLOOK

Well positioned for growth

Notwithstanding the challenging operating environment, we have total confidence in our people and our business model and the quality of our brands, products and distribution relationships.

We are well positioned for growth as the market gradually improves.

QUARTER ONE PROGRESS

A solid start

A solid start to the new financial year, inline with expectations and up on LY

Operating Profit and EBITDA up on same period LY

Our inventory is well in balance with clear routes to market –we have been shipping 2026 vintage since July

Strong exports into US market

Shareholder questions





ASM 2026

Resolutions

1. Auditor's remuneration
2. Re-election of Paul Brock
3. Directors' fees



General business

THANK YOU



Where to enjoy our wines?

We encourage you to enjoy our wines at one of Foley Group's restaurants



THE RUNHOLDER RESTAURANT & CELLAR DOOR MARTINBOROUGH



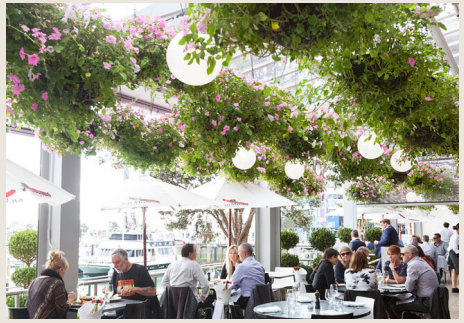
MT DIFFICULTY RESTAURANT & CELLAR DOOR, FELTON ROAD BANNOCKBURN



JERVOIS STEAK HOUSE AUCKLAND



JERVOIS STEAK HOUSE, QUEENSTOWN



SOUL BAR, VIADUCT HARBOUR AUCKLAND



SHED 5, QUEENS WHARF WELLINGTON