PREMIUMISATION STRATEGY CONTINUES TO DELIVER RESULTS

28 AUGUST 2026 – Foley Wines reports a year of progress and an improved financial result on last year in the Company's annual report to June 2026, published to the New Zealand Stock Exchange today.

Performance Overview:

Bottled sales revenue	$62,800,000 (down 5.4%)
Bottled case sales	552,000 (down 9.5%)
Operating earnings	$5,878,000 (up 323.5%)
Profit after tax	$2,937,000 (up 258.2%)
Operating EBITDA	$15,502,000 (up 22.9%)

CEO Mike Higgins said, "It's been a year of progress in a very challenging economy. Operating EBITDA is up 22.8%, while bottled case sales were down 9.5% on the previous year's record sales. A bumper 2025 harvest and a well-documented oversupply of New Zealand wine resulted in a very competitive marketplace and deep discounting, but our premiumisation strategy and strong distribution partnerships continue to create opportunities for the Company".

Remaining focused on selling premium packaged wine through established channels had paid off, said the Company. "We worked closely with our distribution partners to protect margin and sell higher quality, more valuable wines. Investing in targeted promotional funding to keep the brands in the forefront of consumers' minds has meant the Company is already shipping the 2026 vintage to many markets and our inventory is generally in balance," said Higgins.

The Company reported solid case sales in a very challenging global market. "China delivered growth again this year and we will continue to invest in this market where wine consumption continues to evolve, and our distribution partnerships are strong. It was also pleasing to see strong sales in the UK and Europe where we outpaced the market. The US market continues to be challenging with tariffs in place, however our brands continue to gain traction as we work closely with Foley Family Wines USA, and have a plan to deliver growth in the coming year," said Higgins. The Company said its performance in the tough Australian market reflected a swing to support locally produced products, while its brands held up relatively well in New Zealand against a backdrop of weak retail and hospitality sectors.

The Company's brand homes in Martinborough and Central Otago continued to deliver world class wine and dining experiences. Meanwhile, the Toast Martinborough wine and food festival, this year to be hosted exclusively at The Runholder in Martinborough and headlined by Sir Dave Dobbyn, sold out within two weeks.

Quality was a high point for the Company with its wines picking up several trophies and accolades, from respected industry commentators. The 2026 harvest is also expected to deliver high quality. "While yields were slightly down on last year, they are right in the sweet spot for delivering exceptional quality," said Higgins.

The Company reports that a final dividend of 2cps fully imputed will be paid for the year ended 30 June 2026.

"The Company has made considerable progress over the past few years in a period of great uncertainty. With our premiumisation strategy continuing to deliver sales results, careful management of costs, and continued development of new markets, we are poised for growth as the market improves. The Company is in good shape and well positioned to sell through the 2026 vintage in a timely manner. With a normal vintage next year and improved market conditions, we are cautiously optimistic for the future," said Higgins.

-ENDS-

Authorised for public release.

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Notes to Editors:

Foley Wines is a collection of iconic wineries and brands from New Zealand's most acclaimed wine regions. Each with a unique story of New Zealand to tell, our wineries are linked by a common unrelenting purpose; to make great wine that people love to drink around the world – made by land & hand.

Our ambition is to be New Zealand's most revered wine group. With a portfolio of exceptional quality wines and our deep belief in building enduring partnerships, we are able to satisfy the most discerning retailers and restaurants at home and around the world.

Established in 1988 as Grove Mill Wine Company Ltd, the company merged with Foley Family Wines NZ Limited in September 2012. The Company listed on the NZAX Board of the NZ Stock Exchange when this was first established in November 2003 and migrated to the NZX Main Board and changed its name to Foley Wines Limited (ticker code FWL) on 3 December 2018. Foley Wines' major shareholder is Bill Foley who is a major investor in the US wine industry.

Foley Wines owns Martinborough Vineyard, Te Kairanga, the Lighthouse Gin brand and the Toast Martinborough festival in Martinborough, Grove Mill and Vavasour in Marlborough, and Mt Difficulty in Central Otago.