



Warsaw, 23 February 2017

Press release

Record-breaking increase of sales – the AMBRA Group interim report for the first half of 2016/2017

In the first half of 2016/2017 ended 31 December 2016 the AMBRA Group increased sales revenue by 11,0%, reaching the highest growth in its history. Sales of still wines in Poland as well as sparkling wines in Romania contributed most significantly to the record-breaking results.

The AMBRA Group market position has been strengthened in all markets where it operates. Sales revenue in Poland increased by 7,7%, i.e. more than the growth rate of the market. Still wines were the most important source of sales growth, mainly FRESCO - the major growing brand as well other imported wines distributed through grocery stores. As in previous periods sales revenue in the CENTRUM WINA wines stores as well as the HoReCa channel (catering) increased rapidly. Foreign markets of the AMBRA Group, including Romania, Czech Republic and Slovakia also achieved very good sales results. The most dynamic growth was reached on the Romanian market, where sales in local currency increased by nearly 30,0%. The ZAREA brand strengthened its leading market position in sparkling wines in Romania as well as increased its market shares in brandy.

Dynamic sales growth translated completely into improved financial results. EBIT in the amount of PLN 41,7 million was higher by 15,3% as compared with the previous year, while net profit attributable to owners of the parent company amounted to PLN 26,7 million and was higher by 17,7%.

The AMBRA Group again decreased its interest-bearing debt by 11,0% to PLN 68,1 million. The decrease in debt was achieved despite a payment of dividend in the amount higher by PLN 0,5 million, growing continuously since 2008/2009.

„As the market leader we will further focus on the increase of sales in strategic categories and on growth of value of our major brands. It may not be easy to maintain such a high sales growth as in the first half of the financial year. We expect, however, to sustain a good level of the sales growth for the financial year, continuously promoting our key brands: CIN&CIN, DORATO, CYDR LUBELSKI and CENTRUM WINA. These activities in conjunction with the continuation of our cost effectiveness program will further enhance the value of the Group in the coming years” – concluded Robert Ogór, CEO of the AMBRA Group.



Financial results of the AMBRA Group

(in PLN million)	I half 2016/2017	I half 2015/2016	% change
Sales volume (in milion average 0,75 l bottles)	43,6	41,7	+4,6
Net sales revenue (after excise tax and customer bonuses)	283,5	255,5	+11,0
Gross profit on sales	101,4	89,2	+13,7
EBITDA	47,3	41,9	+12,9
EBIT	41,7	36,2	+15,3
Net profit attributable to owners of the parent company	26,7	22,7	+17,7

AMBRA Group

AMBRA Group is a leader of the wine market in Poland and a leading manufacturer, importer and distributor of wines in Central and Eastern Europe. Its entities operate in Poland, Czech Republic, Slovakia and Romania. DORATO, CIN&CIN, EL SOL, PICCOLO, CIDER LUBELSKI and PLISKA are brands that belong to the Group and are leaders in their market segments.

AMBRA focuses on manufacturing its own brands and wines imported from largest manufacturers in France, Italy, Spain, Bulgaria, Chile and Australia.

The Group development strategy envisages increasing the value of the company and its brands by strengthening its leading position of the growing wine market in the Central and Eastern Europe.

In June 2005 AMBRA debuted on the Warsaw Stock Exchange in Warsaw. Schloss Wachenheim AG - one of the world's largest producers of sparkling wines based in Germany is AMBRA's main shareholder (61,12% of shares). It is listed on the stock exchange in Frankfurt.

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