



MOA MAKES GAINS ON ALL METRICS

VOLUME GROWS AT 43%

REVENUE GROWS AT 35%

GROSS PROFIT GROWS AT 116%

OPERATING COSTS DECREASE BY 22%

BOTTOM LINE IMPROVEMENT OF 47%

MOA GROUP LTD (NZX:MOA) today releases its audited financial results for the year ended 31 March 2016.

The company has performed on all key commercial metrics, growing volume, revenue and gross margin whilst reducing costs in the 2016 year.

Revenue increased 35 per cent to \$8.15million for FY16, with volume growing 43 per cent. CEO Geoff Ross expects revenue to continue to grow at a similar trajectory, and financial performance to continue to improve in FY17.

“Significant improvements in operating costs began to be realised mid-way through FY16, and we expect to see the full benefits of these across FY17,” says Ross.

Cash at year end was \$1.5 million (with the half year to September showing \$1.8million), with several cash flow positive months. The company continually monitors its current and forecast cash position, and is currently comfortable with the capital structure.

Key results include:

	FY15 \$'000	FY16 \$'000
Volume (litres)	1.74m	2.5m
Revenue	6,059	8,154
Gross Profit Dollars	1,110	2,400
Operating Costs	6,686	5,189
Bottom Line	(5,583)	(2,966)

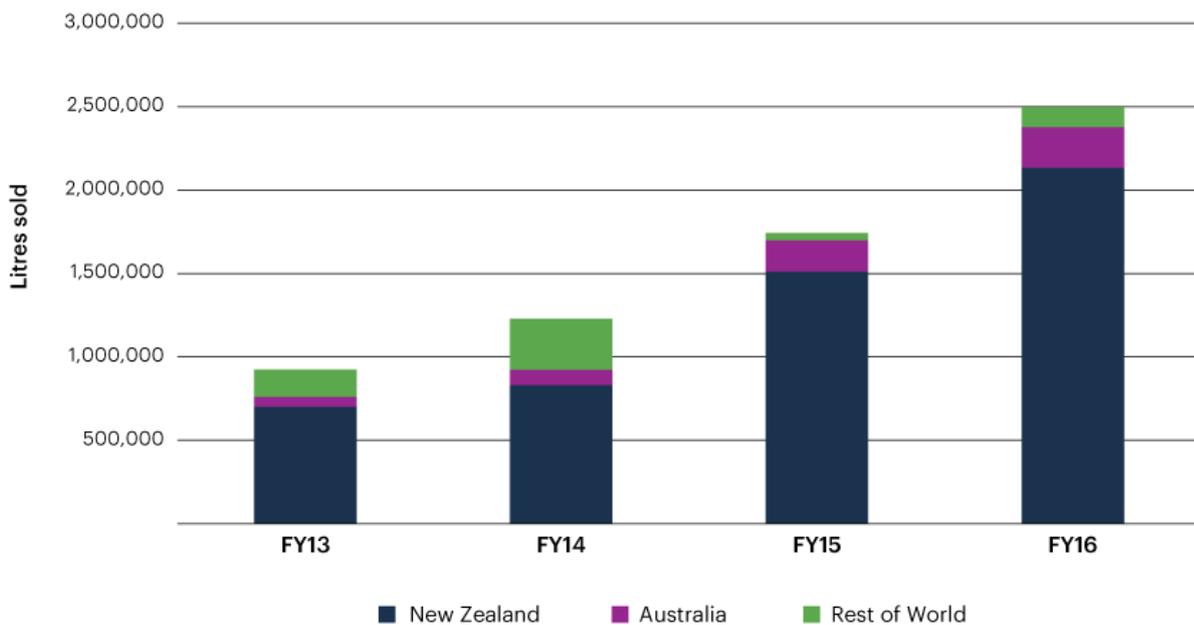
The company's brewing strategy comprises its own brewery at Jacksons Road in Marlborough and also a contract partner. MOA believes this will continue to deliver the volume growth required, which has seen growth this year of 43 per cent.

Export sales are also performing, with MOA employing its own market resource to support the sales growth it has enjoyed across the last year within Australia. The company also exports to distributors in China, Singapore, and now Korea, and expects this part of the business to continue developing.





LITRES SOLD



New Nielsen scantrack data¹ also reveals the brewer is leading the craft category, showing MOA has the number 1 (Moa Original 12 packs) and number 2 (Moa Session Pale Ale 12 packs) in New Zealand by value.

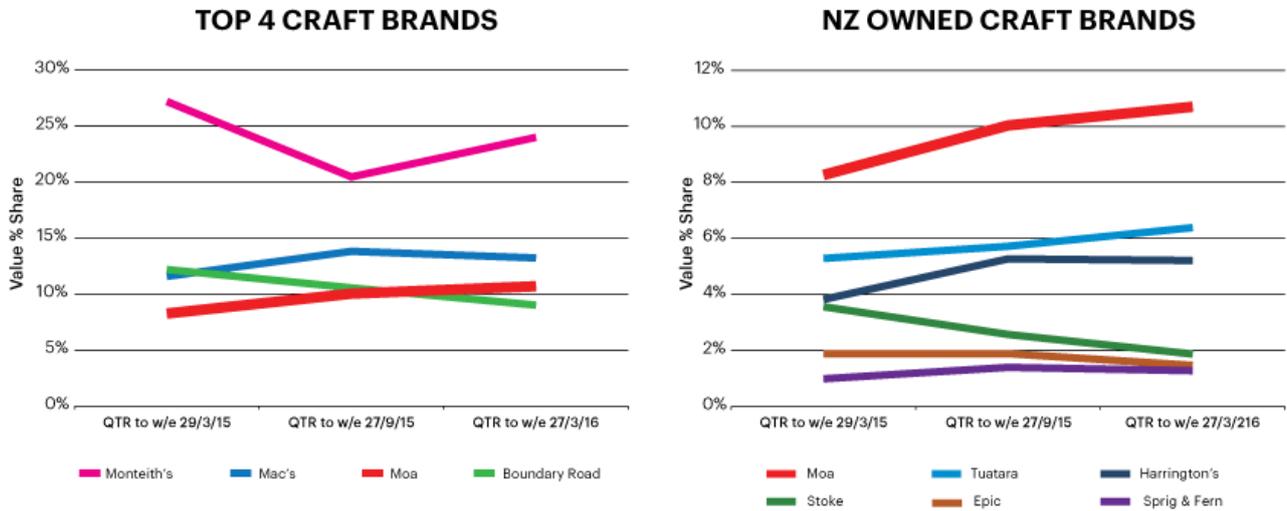
According to the data, of the top four New Zealand craft beer brands, MOA shows the fastest growth annually as a brand with 11 per cent market share in supermarkets. The company is also making gains on the international breweries making craft beer in New Zealand, Mac's and Monteith's, who hold 13 and 24 per cent value share respectively.

¹ MOA calculation based on data reported by Nielsen through its Scantrack Service for the beer category, Craft Segment for the 52-week period ending March 27, 2016, for the New Zealand total grocery market. (Copyright © 2015, The Nielsen Company.)





Key summary of this data:



A.C. Nielsen, Total Supermarkets, MAT to 21/2/2016

MOA is continuing to grow its offering in range, format and brew style.

“There is considerable new product development underway including the recent trial of our Session Pale Ale in cans. Perfect for the outdoors, they’re lighter, safer and poised to be a core item within the range across the summer months,” says Ross.

The company is also active with its Special Reserve brews and Sours program sitting alongside the core range, having last week picked up 14 medals across its portfolio at the Australian International Beer Awards, the largest annual beer competition globally.

“The beer landscape continues to change at dramatic pace. The rise of craft beer means we are part of a very exciting category.

“New Zealand is building fine brands and brews in this space. We only expect craft thirst to accelerate, as people move to quality over quantity in beer selection. We are looking forward to another big year of growth, and have the right team in place to achieve it,” says Ross.

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