

INTERNATIONAL WINE ASSOCIATES

CALIFORNIA*OREGON*WASHINGTON

MERGERS & ACQUISITIONS—CORPORATE FINANCE—VINEYARD BROKERS

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Press Release

FOR IMMEDIATE RELEASE

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INTERNATIONAL WINE ASSOCIATES REPRESENTS GEHRTS VINEYARD IN IWA'S SECOND SALE TO BURGUNDY'S LOUIS JADOT

Healdsburg, California – November, 2014 – Robert Nicholson, a principal of International Wine Associates (IWA), the mergers and acquisitions advisory firm that specializes in the wine industry, announced today that IWA served as exclusive advisors to Gehrts Vineyard in the sale to Louis Jadot. IWA initiated this transaction and represented Gehrts Vineyard.

The sale of Gehrts Vineyard to Louis Jadot is IWA's second sale of a prestigious Oregon vineyard property to Burgundy's leading wine producer.

Terms of the transaction were not disclosed.

About IWA

Incorporated in 1990 and with companies in California, Oregon and Washington, IWA has served the wine industry for the last 25 years as the leader in wine and liquor industry mergers & acquisitions. With over 55 separate wine and liquor industry transactions completed, for a combined value of over \$1 billion, IWA represents all the major US and many international wine and liquor companies in exclusive sell-side mandates.

In addition to representing the Gehrts Vineyard in the sale to Louis Jadot, IWA has completed among other transactions, the sale of Washington's Sagemoor Vineyards, Oregon's The Four Graces, Resonance Vineyard, Mayacamas Vineyards, Silverado Hill Winery, Lancaster Estate, Silver Oak's acquisition of Sausal Vineyard, Edna Valley Vineyard's sale to Gallo, Laurel Glen Winery, Pacific Rim Winemakers sale to Banfi, the Hangar One Vodka purchase by Jose Cuervo, the sale of various California and Pacific Northwest wineries and vineyards (Geyser Peak, Buena Vista, Gary Farrell, Atlas Peak, Columbia, Covey Run, Ste. Chapelle) for Constellation for \$209 million, the sale of Bonny Doon's *Big House* and *Cardinal Zin* brands, Cline Cellars' sale of the *Red Truck* wine brand, the sale of Wild Horse Winery to Jim Beam, the Hogue Cellars sale to Vincor, Jim Beam's acquisition of Geyser Peak Winery, the Errazuriz *Caliterra* joint-venture with Robert Mondavi and Heublein's sale of *The Greystone* building in the Napa Valley to The Culinary Institute of America.

For more information call Robert Nicholson at 707/433-8122 or visit www.intlwine.com.

