

## INTERNATIONAL WINE ASSOCIATES REPRESENTS TREASURY WINE ESTATES IN SALE OF THE ASTI WINERY AND THE SOUVERAIN BRAND TO GALLO

*Since the beginning of 2014 IWA has completed Wine Industry Transactions with a total combined value of over \$180 million*

Healdsburg, California – July 31, 2015 – International Wine Associates (IWA), the leading wine industry mergers and acquisitions advisory firm, announced today that IWA served as exclusive advisors and represented Australia's Treasury Wine Estates Limited (ASX: TWE) in the sale of the Asti Winery and the Souverain wine brand to E. & J. Gallo Winery (Gallo).

Located in Sonoma County's Alexander Valley, the Asti Winery was established in 1881. Known then as Italian Swiss Colony, today the Asti Winery spans 535 acres with a winery facility capable of crushing 35,000 tons of grapes and includes 275 acres planted to vineyard.

According to Roger Nabedian, Senior Vice President and General Manager of Gallo's Premium Wine Division, "We are thrilled to add the Asti Winery and Vineyards into our North Coast fine wine operations. The property is filled with rich history and is located in a wine growing region that consumers recognize as being among the world's best." Founded by brothers Ernest and Julio Gallo in 1933 in Modesto, California, E. & J. Gallo Winery is the world's largest family-owned winery and the acclaimed producer of award-winning wines and spirits featured in more than 90 countries around the globe.

"We are excited to have represented Treasury in this important sale." said Robert Nicholson, partner at IWA. "Since the beginning of 2014 IWA has now sold over \$180 million of wine industry assets and businesses in California, Oregon and Washington."

### **About International Wine Associates**

Incorporated in 1990 and with companies in California, Oregon and Washington, IWA has initiated and completed transactions for a value of over \$1 billion. IWA is the leader in wine industry mergers and acquisitions by the combined value and number of transactions closed.

In addition to representing Treasury Wine Estates in the sale to Gallo, IWA has completed among other transactions, Olsen Agriculture's sale of 6,000 acres of Oregon farmland and vineyard to Farmland LP, the sale of Napa Valley vineyards to Gallo, the Duckhorn sale of Candlestick Vineyard to Robert Craig, the sale of Corby Vineyards in Anderson Valley to Longmeadow Ranch, Sagemoor Vineyards sale to Allan Brothers in Washington, Oregon's The Four Graces sale to Foley, Resonance Vineyard sale to Louis Jadot, Mayacamas Vineyards sale to private investors, Silverado Hill Winery sale for CalPERS, Lancaster Estate sale to Foley, Silver Oak's acquisition of Sausal Vineyard, DIAGEO's Edna Valley Vineyard sale to Gallo, Laurel Glen Winery, Pacific Rim Winemakers sale to Banfi, the Hangar One Vodka purchase by Jose Cuervo, Constellation's sale of various California and Pacific Northwest wineries and vineyards (Geyser Peak, Buena Vista, Gary Farrell, Atlas Peak, Columbia, Covey Run, Ste. Chapelle) 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, Washington's Hogue Cellars sale to Vincor, Jim Beam's acquisition of Geyser Peak, the Errazuriz *Caliterra* joint-venture with Robert Mondavi and Heublein's 1992 sale of Napa Valley's historic *Greystone* building to The Culinary Institute of America.

For more information call Robert Nicholson at 707/433-8122 or visit [www.intlwine.com](http://www.intlwine.com).

