

# INTERNATIONAL WINE ASSOCIATES

MERGERS & ACQUISITIONS—GLOBAL WINE ADVISORS—CORPORATE FINANCE—PLANNING—VINEYARD BROKERS  
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## Press Release

FOR IMMEDIATE RELEASE

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## **INTERNATIONAL WINE ASSOCIATES SERVED AS ADVISOR TO CONSTELLATION BRANDS, INC. IN THE SALE FOR UP TO \$ 209 MILLION OF CERTAIN CALIFORNIA AND PACIFIC NORTHWEST ASSETS TO ASCENTIA WINE ESTATES, A CALIFORNIA BASED PRIVATE FIRM**

Healdsburg, California – 10 June, 2008 – Robert Nicholson, the principal of International Wine Associates, the mergers and acquisitions firm that specializes in the wine industry, announced today that IWA served as advisor to Constellation Brands, Inc., a leading international producer and marketer of beverage alcohol, in the sale for up to \$209 million of certain California and Pacific Northwest Wine Assets to Ascentia Wine Estates, a Sonoma, California based private firm.

Included in the sale are assets for the following brands: Geyser Peak, Buena Vista, Gary Farrell, Atlas Peak and XYZin in California, Columbia Winery and Covey Run in Washington State, and Ste. Chapelle in Idaho. Collectively, these brands represented approximately one million cases of wine sold in calendar year 2007.

### **About IWA**

Incorporated in 1990, IWA is the leading mergers and acquisition firm headquartered in California that provides corporate finance and transactional services to the leaders of wine industry clients on a worldwide basis. Over the years IWA has been retained by a number of major international wine companies, small family owned wineries and leading banks to improve their business. Since 1993 IWA has initiated, advised on and structured various prominent wine industry transactions and joint ventures in the U.S. and overseas with a combined value of over US \$950 million, including the 2006 sale of Bonny Doon Vineyard's *Big House* and *Cardinal Zin* brands to The Wine Group, Cline Cellars' sale of the *Red Truck* California wine brand in 2005 to 585 Partners, the 2003 sale of Wild Horse Winery to Fortune Brands, the 2001 Hogue Cellars sale to Vincor, Fortune's acquisition of Geyser Peak Winery in 1998, the 1995 Errazuriz *Caliterra* joint-venture with Robert Mondavi and Heublein's 1993 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](http://www.intlwine.com).

