

# INTERNATIONAL WINE ASSOCIATES

---

MERGERS & ACQUISITIONS—GLOBAL WINE ADVISORS—CORPORATE FINANCE—PLANNING—VINEYARD BROKERS  
POST OFFICE BOX 1330, 625 HEALDSBURG AVENUE  
HEALDSBURG, CALIFORNIA 95448, U.S.A.

## Press Release

FOR IMMEDIATE RELEASE

CONTACT : Robert M. Nicholson  
707/433-8122 & [robert@intlwine.com](mailto:robert@intlwine.com)

### **INTERNATIONAL WINE ASSOCIATES ADVISED DIAGEO IN THE SALE OF EDNA VALLEY VINEYARD TO E. & J. GALLO WINERY**

*IWA's 7th Transaction in Wine & Liquor Industry Since 2008  
Representing Total Transaction Value of Over \$400 Million in Last 36 Months*

Healdsburg, California – 8 August, 2011 – Robert Nicholson of International Wine Associates announced that IWA served as advisors to Diageo North America and initiated the sale of Edna Valley Vineyard to E. & J. Gallo Winery.

According to Roger Nabedian, Senior Vice President and General Manager of Gallo's Premium Wine Division, "Edna Valley will help us expand both our footprint in the Central Coast and in the Chardonnay category. The brand represents wines from a superior appellation and is well positioned to offer consumers wines of extraordinary value long into the future."

"We are excited to be working with Gallo to continue to grow the world class grapes that provide the foundation for the Edna Valley Vineyard wines" said John R. Niven of Paragon Vineyard Company.

Terms of the transaction were not disclosed.

#### **About IWA**

Incorporated in 1990, IWA is headquartered in California and is the leader in wine industry mergers and acquisitions. IWA has advised on various prominent transactions with a combined value of over \$ 1 billion. In addition to the sale of Edna Valley Vineyard, in the last 36 months IWA has initiated and completed transactions valued at over \$400 million including among others the April 2011 sale of Laurel Glen Vineyard to private investors, the December 2010 sale of Pacific Rim Winemakers to Banfi Vintners, the April 2010 sale of Hangar One vodka to Proximo Spirits and the June 2008 sale of certain California and Pacific Northwest wine brands and assets for Constellation Brands. Other transactions that IWA has advised on include among others the 2006 sale of Bonny Doon Vineyard's *Big House* brand to The Wine Group, the 2005 sale of Cline Cellars' *Red Truck* wine brand, the 2003 sale of Wild Horse Winery to Jim Beam, the 2001 Hogue Cellars sale to Vincor, Jim Beam'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)

