

## Business Segment Information

### Organic Net sales

The Company's internal management financial reporting consists of two business divisions: (i) Beer and (ii) Wine and Spirits, and the Company reports its operating results in three segments: (i) Beer, (ii) Wine and Spirits, and (iii) Corporate Operations and Other. In the Beer segment, the Company's portfolio consists of high-end imported and craft beer brands. In the Wine and Spirits segment, the Company sells a large number of wine brands across all categories – table wine, sparkling wine and dessert wine – and across all price points – popular, premium and luxury categories, primarily within the \$5 to \$25 price range at U.S. retail – complemented by certain premium spirits brands. The Corporate Operations and Other segment consists of general costs that are applicable to the consolidated group and are therefore not allocated to the other reportable segments, including costs of executive management, corporate development, corporate finance, human resources, internal audit, investor relations, legal, public relations and information technology. The business segments reflect how the Company's operations are managed, how resources are allocated, how operating performance is evaluated by senior management and the structure of the Company's internal financial reporting.

In addition, management excludes items that affect comparability ("Comparable Adjustments") from its evaluation of the results of each operating segment as these Comparable Adjustments are not reflective of core operations of the segments. Segment operating performance and segment management compensation are evaluated based upon core segment operating income (loss).

### Organic and Constant Currency

For periods of acquisition, the Company defines organic as current period reported less products of acquired businesses reported for the current period, as appropriate. For periods of divestiture, the Company defines organic as prior period reported less products of divested businesses reported for the prior period, as appropriate. The Company provides organic net sales and organic shipment volumes, and historically provided percentage change in constant currency net sales (which excludes the impact of year-over-year currency exchange rate fluctuations), because the Company uses this information in monitoring and evaluating the underlying business trends of its core operations. In addition, the Company believes this information provides investors valuable insight on underlying business trends and results in order to evaluate year-over-year financial performance.

Transaction	Segment	Date of Transaction	Organic Adjustment Period
<b>Acquisition</b>			
Ruffino	Wine and Spirits	October 5, 2011	October 5, 2011 – October 4, 2012
Mark West	Wine and Spirits	July 16, 2012	July 16, 2012 – July 15, 2013
Beer Business	Beer	June 7, 2013	June 7, 2013 – June 6, 2014
Meiomi	Wine and Spirits	August 3, 2015	August 3, 2015 – August 2, 2016
Ballast Point	Beer	December 16, 2015	December 16, 2015 – December 15, 2016
Prisoner	Wine and Spirits	April 29, 2016	April 29, 2016 – April 28, 2017
High West <sup>(1)</sup>	Wine and Spirits	October 14, 2016	October 14, 2016 – October 13, 2017
Charles Smith <sup>(1)</sup>	Wine and Spirits	October 19, 2016	October 19, 2016 – October 18, 2017
<b>Divestiture</b>			
Canadian business	Wine and Spirits	December 17, 2016	December 17, 2015 – December 16, 2016

<sup>(1)</sup> Collectively, the October Wine and Spirits Acquisitions

### Depletions

Depletions represent distributor shipments of the Company's respective branded products to retail customers, based on third-party data. For periods of acquisition, depletion volume includes depletion of products of acquired businesses for the prior comparable period, as appropriate. For periods of divestiture, depletion volume excludes depletion of products of divested businesses for the prior comparable period, as appropriate.

Transaction	Segment	Date of Transaction	Organic Adjustment Period
<b>Acquisition</b>			
Ruffino	Wine and Spirits	October 5, 2011	October 5, 2010 – October 4, 2011
Mark West	Wine and Spirits	July 16, 2012	July 16, 2011 – July 15, 2012
Beer Business	Beer	June 7, 2013	June 7, 2012 – June 6, 2013
Meiomi	Wine and Spirits	August 3, 2015	August 3, 2014 – August 2, 2015
Ballast Point	Beer	December 16, 2015	December 16, 2014 – December 15, 2015
Prisoner	Wine and Spirits	April 29, 2016	April 29, 2015 – April 28, 2016
High West <sup>(1)</sup>	Wine and Spirits	October 14, 2016	October 14, 2015 – October 13, 2016
Charles Smith <sup>(1)</sup>	Wine and Spirits	October 19, 2016	October 19, 2015 – October 18, 2016
<b>Divestiture</b>			
Canadian business	Wine and Spirits	December 17, 2016	N/A <sup>(2)</sup>

<sup>(2)</sup> Depletion data is only available for product sold domestically in the U.S.

## Business Segment Information

(as adjusted) <sup>(1)</sup>  
(in millions)

	Fiscal Year 2017	First Quarter 2018	Second Quarter 2018	Third Quarter 2018	Fourth Quarter 2018	Fiscal Year 2018	First Quarter 2019	Second Quarter 2019	Third Quarter 2019	Nine Months 2019
<b>Net Sales</b>										
Beer	\$ 4,227.3	\$ 1,239.2	\$ 1,381.7	\$ 1,042.5	\$ 997.0	\$ 4,660.4	\$ 1,375.1	\$ 1,527.1	\$ 1,209.8	\$ 4,112.0
Wine and Spirits										-
Wine	2,732.7	602.1	614.0	666.6	673.6	2,556.3	591.8	671.0	670.3	1,933.1
Spirits	361.1	87.2	92.2	92.8	91.4	363.6	80.2	101.0	92.5	273.7
Wine and Spirits	3,093.8	689.3	706.2	759.4	765.0	2,919.9	672.0	772.0	762.8	2,206.8
Corporate Operations and Other	-	-	-	-	-	-	-	-	-	-
Comparable Adjustments	-	-	-	-	-	-	-	-	-	-
Consolidated Net Sales	<u>\$ 7,321.1</u>	<u>\$ 1,928.5</u>	<u>\$ 2,087.9</u>	<u>\$ 1,801.9</u>	<u>\$ 1,762.0</u>	<u>\$ 7,580.3</u>	<u>\$ 2,047.1</u>	<u>\$ 2,299.1</u>	<u>\$ 1,972.6</u>	<u>\$ 6,318.8</u>
<b>Gross Profit</b>										
Beer	\$ 2,149.3	\$ 680.5	\$ 749.8	\$ 569.4	\$ 531.5	\$ 2,531.2	\$ 749.4	\$ 843.4	\$ 651.0	\$ 2,243.8
Wine and Spirits	1,352.3	315.5	315.5	344.7	333.7	1,309.4	290.8	336.6	340.9	968.3
Corporate Operations and Other	-	-	-	-	-	-	-	-	-	-
Comparable Adjustments	17.4	(7.7)	3.4	(3.8)	(20.0)	(28.1)	8.4	(11.8)	(21.9)	(25.3)
Consolidated Gross Profit	<u>\$ 3,519.0</u>	<u>\$ 988.3</u>	<u>\$ 1,068.7</u>	<u>\$ 910.3</u>	<u>\$ 845.2</u>	<u>\$ 3,812.5</u>	<u>\$ 1,048.6</u>	<u>\$ 1,168.2</u>	<u>\$ 970.0</u>	<u>\$ 3,186.8</u>
<b>Operating Income</b>										
Beer (A)	\$ 1,532.4	\$ 497.5	\$ 569.0	\$ 394.8	\$ 378.9	\$ 1,840.2	\$ 520.0	\$ 630.6	\$ 450.9	\$ 1,601.5
Wine and Spirits (A)	792.4	201.7	185.7	199.4	207.3	794.1	167.8	201.4	206.0	575.2
Corporate Operations and Other (A)	(139.9)	(37.4)	(41.5)	(41.3)	(45.6)	(165.8)	(50.2)	(51.3)	(45.0)	(146.5)
Comparable Adjustments	204.1	(100.7)	4.1	(63.3)	(28.8)	(188.7)	(12.2)	(15.7)	(55.4)	(83.3)
Consolidated Operating Income	<u>\$ 2,389.0</u>	<u>\$ 561.1</u>	<u>\$ 717.3</u>	<u>\$ 489.6</u>	<u>\$ 511.8</u>	<u>\$ 2,279.8</u>	<u>\$ 625.4</u>	<u>\$ 765.0</u>	<u>\$ 556.5</u>	<u>\$ 1,946.9</u>
<b>Income (Loss) From Unconsolidated Investments</b>										
Beer (B)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Wine and Spirits (B)	29.2	0.2	-	32.1	2.1	34.4	4.8	(1.0)	28.4	32.2
Corporate Operations and Other (B)	(0.2)	0.2	0.2	0.1	(0.3)	0.2	(0.1)	(1.1)	0.9	(0.3)
Comparable Adjustments	(1.7)	-	-	216.9	235.7	452.6	359.7	690.5	(163.9)	886.3
Consolidated Income (Loss) From Unconsolidated Investments	<u>\$ 27.3</u>	<u>\$ 0.4</u>	<u>\$ 0.2</u>	<u>\$ 249.1</u>	<u>\$ 237.5</u>	<u>\$ 487.2</u>	<u>\$ 364.4</u>	<u>\$ 688.4</u>	<u>\$ (134.6)</u>	<u>\$ 918.2</u>
Comparable Earnings Before Interest and Taxes (A+B)	<u>\$ 2,213.9</u>	<u>\$ 662.2</u>	<u>\$ 713.4</u>	<u>\$ 585.1</u>	<u>\$ 542.4</u>	<u>\$ 2,503.1</u>	<u>\$ 642.3</u>	<u>\$ 778.6</u>	<u>\$ 641.2</u>	<u>\$ 2,062.1</u>

## Business Segment Information

(as adjusted) <sup>(1)</sup>  
(in millions)

	Fiscal Year 2017	First Quarter 2018	Second Quarter 2018	Third Quarter 2018	Fourth Quarter 2018	Fiscal Year 2018	First Quarter 2019	Second Quarter 2019	Third Quarter 2019	Nine Months 2019
Year Over Year Growth in Net Sales:										
Beer						10%	11%	11%	<b>16%</b>	12%
Wine and Spirits						(6%)	(3%)	9%	-	2%
Consolidated Net Sales						4%	6%	10%	<b>9%</b>	9%
Year Over Year Growth in Gross Profit:										
Beer						18%	10%	12%	<b>14%</b>	12%
Wine and Spirits						(3%)	(8%)	7%	<b>(1%)</b>	(1%)
Consolidated Gross Profit						8%	6%	9%	<b>7%</b>	7%
Year Over Year Growth in Operating Income:										
Beer						20%	5%	11%	<b>14%</b>	10%
Wine and Spirits						-	(17%)	8%	<b>3%</b>	(2%)
Corporate Operations and Other						(19%)	(34%)	(24%)	<b>(9%)</b>	(22%)
Consolidated Operating Income						(5%)	11%	7%	<b>14%</b>	10%
Gross Profit as a Percent of Net Sales:										
Beer	50.8%	54.9%	54.3%	54.6%	53.3%	54.3%	54.5%	55.2%	<b>53.8%</b>	54.6%
Wine and Spirits	43.7%	45.8%	44.7%	45.4%	43.6%	44.8%	43.3%	43.6%	<b>44.7%</b>	43.9%
Consolidated Gross Profit	48.1%	51.2%	51.2%	50.5%	48.0%	50.3%	51.2%	50.8%	<b>49.2%</b>	50.4%
Operating Income as a Percent of Net Sales:										
Beer	36.3%	40.1%	41.2%	37.9%	38.0%	39.5%	37.8%	41.3%	<b>37.3%</b>	38.9%
Wine and Spirits	25.6%	29.3%	26.3%	26.3%	27.1%	27.2%	25.0%	26.1%	<b>27.0%</b>	26.1%
Corporate Operations and Other	(1.9%)	(1.9%)	(2.0%)	(2.3%)	(2.6%)	(2.2%)	(2.5%)	(2.2%)	<b>(2.3%)</b>	(2.3%)
Consolidated Operating Income	32.6%	29.1%	34.4%	27.2%	29.0%	30.1%	30.6%	33.3%	<b>28.2%</b>	30.8%

<sup>(1)</sup> Effective March 1, 2018, we adopted the FASB amended guidance regarding the recognition of revenue from contracts with customers using the retrospective application method. Accordingly, financial information for fiscal year 2017 and the interim and annual periods of fiscal 2018 presented herein has been adjusted to reflect the adoption of this amended guidance. Annual and interim periods prior to fiscal 2017, including interim periods for fiscal 2017, have not been adjusted to reflect the adoption of this amended guidance as the impact is not deemed material.

## Business Segment Information

(as previously reported) <sup>(1)</sup>

(in millions)

	Fiscal Year 2013	Fiscal Year 2014	Fiscal Year 2015	Fiscal Year 2016	Fiscal Year 2017	First Quarter 2018	Second Quarter 2018	Third Quarter 2018	Fourth Quarter 2018	Fiscal Year 2018
<b>Net Sales</b>										
Beer <sup>(2)</sup>	\$ 2,588.1	\$ 2,835.6	\$ 3,188.6	\$ 3,622.6	\$ 4,229.3	\$ 1,242.3	\$ 1,378.9	\$ 1,040.1	\$ 997.2	\$ 4,658.5
Wine and Spirits										
Wine	2,495.8	2,554.2	2,523.4	2,591.4	2,739.3	605.0	610.7	666.6	677.2	2,559.5
Spirits	300.3	291.3	316.0	334.4	362.9	88.2	94.9	92.4	91.5	367.0
Wine and Spirits	2,796.1	2,845.5	2,839.4	2,925.8	3,102.2	693.2	705.6	759.0	768.7	2,926.5
Corporate Operations and Other	-	-	-	-	-	-	-	-	-	-
Consolidation and Eliminations <sup>(2)</sup>	(2,588.1)	(813.4)	-	-	-	-	-	-	-	-
Comparable Adjustments	-	-	-	-	-	-	-	-	-	-
Consolidated Net Sales	<u>\$ 2,796.1</u>	<u>\$ 4,867.7</u>	<u>\$ 6,028.0</u>	<u>\$ 6,548.4</u>	<u>\$ 7,331.5</u>	<u>\$ 1,935.5</u>	<u>\$ 2,084.5</u>	<u>\$ 1,799.1</u>	<u>\$ 1,765.9</u>	<u>\$ 7,585.0</u>
<b>Gross Profit</b>										
Beer <sup>(2)</sup>	\$ 755.4	\$ 1,132.1	\$ 1,465.8	\$ 1,776.0	\$ 2,151.3	\$ 683.6	\$ 747.0	\$ 567.0	\$ 531.7	\$ 2,529.3
Wine and Spirits	1,116.1	1,117.1	1,172.3	1,235.0	1,360.7	319.4	314.9	344.3	337.4	1,316.0
Corporate Operations and Other	-	-	-	-	-	-	-	-	-	-
Consolidation and Eliminations <sup>(2)</sup>	(755.4)	(241.5)	-	-	-	-	-	-	-	-
Comparable Adjustments	(7.8)	(16.0)	(59.5)	(68.7)	17.4	(7.7)	3.4	(3.8)	(20.0)	(28.1)
Consolidated Gross Profit	<u>\$ 1,108.3</u>	<u>\$ 1,991.7</u>	<u>\$ 2,578.6</u>	<u>\$ 2,942.3</u>	<u>\$ 3,529.4</u>	<u>\$ 995.3</u>	<u>\$ 1,065.3</u>	<u>\$ 907.5</u>	<u>\$ 849.1</u>	<u>\$ 3,817.2</u>
<b>Operating Income</b>										
Beer <sup>(2)</sup> <b>(A)</b>	\$ 448.0	\$ 772.9	\$ 1,017.8	\$ 1,264.1	\$ 1,534.4	\$ 500.6	\$ 566.2	\$ 392.4	\$ 379.1	\$ 1,838.3
Wine and Spirits <b>(A)</b>	650.2	637.8	674.3	727.0	800.8	205.6	185.1	199.0	211.0	800.7
Corporate Operations and Other <b>(A)</b>	(93.5)	(99.8)	(109.1)	(125.5)	(139.9)	(37.4)	(41.5)	(41.3)	(45.6)	(165.8)
Consolidation and Eliminations <sup>(2)</sup> <b>(A)</b>	(448.0)	(142.6)	-	-	-	-	-	-	-	-
Comparable Adjustments	(33.8)	1,269.4	(82.8)	(100.5)	204.1	(100.7)	4.1	(63.3)	(28.8)	(188.7)
Consolidated Operating Income	<u>\$ 522.9</u>	<u>\$ 2,437.7</u>	<u>\$ 1,500.2</u>	<u>\$ 1,765.1</u>	<u>\$ 2,399.4</u>	<u>\$ 568.1</u>	<u>\$ 713.9</u>	<u>\$ 486.8</u>	<u>\$ 515.7</u>	<u>\$ 2,284.5</u>
<b>Income (Loss) from Unconsolidated Investments</b>										
Crown Imports <sup>(2)</sup> <b>(B)</b>	\$ 221.1	\$ 70.3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Wine and Spirits <b>(B)</b>	13.0	17.6	21.5	26.6	29.2	0.2	-	32.1	2.1	34.4
Corporate Operations and Other <b>(B)</b>	-	-	-	-	(0.2)	0.2	0.2	0.1	(0.3)	0.2
Comparable Adjustments	(1.0)	(0.1)	-	24.5	(1.7)	-	-	216.9	235.7	452.6
Consolidated Income (Loss) from Unconsolidated Investments	<u>\$ 233.1</u>	<u>\$ 87.8</u>	<u>\$ 21.5</u>	<u>\$ 51.1</u>	<u>\$ 27.3</u>	<u>\$ 0.4</u>	<u>\$ 0.2</u>	<u>\$ 249.1</u>	<u>\$ 237.5</u>	<u>\$ 487.2</u>
Comparable Earnings Before Interest and Taxes <b>(A+B)</b>	<u>\$ 790.8</u>	<u>\$ 1,256.2</u>	<u>\$ 1,604.5</u>	<u>\$ 1,892.2</u>	<u>\$ 2,224.3</u>	<u>\$ 669.2</u>	<u>\$ 710.0</u>	<u>\$ 582.3</u>	<u>\$ 546.3</u>	<u>\$ 2,507.8</u>

## Business Segment Information

(as previously reported) <sup>(1)</sup>

(in millions)

	Fiscal Year 2013	Fiscal Year 2014	Fiscal Year 2015	Fiscal Year 2016	Fiscal Year 2017	First Quarter 2018	Second Quarter 2018	Third Quarter 2018	Fourth Quarter 2018	Fiscal Year 2018
Year Over Year Growth in Net Sales:										
Beer <sup>(2)</sup>	5%	10%	12%	14%	17%	8%	13%	8%	12%	10%
Wine and Spirits	5%	2%	-	3%	6%	(4%)	(12%)	(10%)	4%	(6%)
Consolidation and Eliminations <sup>(2)</sup>	5%	(69%)	(100%)	-	-	-	-	-	-	-
Consolidated Net Sales	5%	74%	24%	9%	12%	3%	3%	(1%)	8%	3%
Year Over Year Growth in Gross Profit:										
Beer <sup>(2)</sup>	5%	50%	29%	21%	21%	19%	21%	14%	15%	18%
Wine and Spirits	5%	-	5%	5%	10%	7%	(11%)	(11%)	5%	(3%)
Consolidation and Eliminations <sup>(2)</sup>	5%	(68%)	(100%)	-	-	-	-	-	-	-
Consolidated Gross Profit	4%	80%	29%	14%	20%	13%	10%	2%	8%	8%
Year Over Year Growth in Operating Income:										
Beer <sup>(2)</sup>	4%	73%	32%	24%	21%	22%	26%	17%	12%	20%
Wine and Spirits	5%	(2%)	6%	8%	10%	22%	(10%)	(14%)	8%	-
Corporate Operations and Other	(14%)	(7%)	(9%)	(15%)	(11%)	(31%)	(15%)	(18%)	(14%)	(19%)
Consolidation and Eliminations <sup>(2)</sup>	4%	(68%)	(100%)	-	-	-	-	-	-	-
Consolidated Operating Income	7%	NM	(38%)	18%	36%	3%	17%	(9%)	(27%)	(5%)
Gross Profit as a Percent of Net Sales:										
Beer <sup>(2)</sup>	29.2%	39.9%	46.0%	49.0%	50.9%	55.0%	54.2%	54.5%	53.3%	54.3%
Wine and Spirits	39.9%	39.3%	41.3%	42.2%	43.9%	46.1%	44.6%	45.4%	43.9%	45.0%
Consolidation and Eliminations <sup>(2)</sup>	29.2%	29.7%	-	-	-	-	-	-	-	-
Consolidated Gross Profit	39.6%	40.9%	42.8%	44.9%	48.1%	51.4%	51.1%	50.4%	48.1%	50.3%
Operating Income as a Percent of Net Sales:										
Beer <sup>(2)</sup>	17.3%	27.3%	31.9%	34.9%	36.3%	40.3%	41.1%	37.7%	38.0%	39.5%
Wine and Spirits	23.3%	22.4%	23.7%	24.8%	25.8%	29.7%	26.2%	26.2%	27.4%	27.4%
Corporate Operations and Other	(1.7%)	(1.8%)	(1.8%)	(1.9%)	(1.9%)	(1.9%)	(2.0%)	(2.3%)	(2.6%)	(2.2%)
Consolidation and Eliminations <sup>(2)</sup>	17.3%	17.5%	-	-	-	-	-	-	-	-
Consolidated Operating Income	18.7%	50.1%	24.9%	27.0%	32.7%	29.4%	34.2%	27.1%	29.2%	30.1%

<sup>(1)</sup> Effective March 1, 2018, we adopted the FASB amended guidance regarding the recognition of revenue from contracts with customers using the retrospective application method. Financial information for the historical annual and interim periods presented herein are as previously reported and have not been adjusted to reflect the adoption of this amended guidance

<sup>(2)</sup> Prior to the acquisition of our import beer business in June 2013, we had a 50% equity interest in Crown Imports, which was accounted for under the equity method of accounting. Additionally, prior to the acquisition, Crown Imports was a reportable segment.

NM = Not Meaningful

**Reported, Organic and Constant Currency Net Sales**  
(in millions)

	First Quarter 2019	First Quarter 2018	Percent Change	Second Quarter 2019	Second Quarter 2018	Percent Change	Third Quarter 2019	Third Quarter 2018	Percent Change	Fourth Quarter 2018	Nine Months 2019	Nine Months 2018	Percent Change	Fiscal Year 2018
<b>Fiscal Year 2019</b>														
<b>Consolidated Net Sales</b>	\$ 2,047.1	\$ 1,928.5	6%	\$ 2,299.1	\$ 2,087.9	10%	\$ 1,972.6	\$ 1,801.9	9%	\$ 1,762.0	\$ 6,318.8	\$ 5,818.3	9%	\$ 7,580.3
<b>Beer Net Sales</b>	\$ 1,375.1	\$ 1,239.2	11%	\$ 1,527.1	\$ 1,381.7	11%	\$ 1,209.8	\$ 1,042.5	16%	\$ 997.0	\$ 4,112.0	\$ 3,663.4	12%	\$ 4,660.4
<b>Wine and Spirits Net Sales</b>	\$ 672.0	\$ 689.3	(3%)	\$ 772.0	\$ 706.2	9%	\$ 762.8	\$ 759.4	0%	\$ 765.0	\$ 2,206.8	\$ 2,154.9	2%	\$ 2,919.9

Effective March 1, 2018, we adopted the FASB amended guidance regarding the recognition of revenue from contracts with customers using the retrospective application method. Accordingly, financial information for the interim and annual periods of fiscal 2018 presented in the above Fiscal Year 2019 analysis has been adjusted to reflect the adoption of this amended guidance. For the interim and annual periods presented below for the Fiscal Year 2018, Fiscal Year 2017, Fiscal Year 2016, Fiscal Year 2015 and Fiscal Year 2014 analyses, financial information has not been adjusted to reflect the adoption of this amended guidance as it is not deemed material.

	First Quarter 2018	First Quarter 2017	Percent Change	Second Quarter 2018	Second Quarter 2017	Percent Change	Third Quarter 2018	Third Quarter 2017	Percent Change	Fourth Quarter 2018	Fourth Quarter 2017	Percent Change	Fiscal Year 2018	Fiscal Year 2017	Percent Change
<b>Fiscal Year 2018</b>															
<b>Consolidated Net Sales</b>	\$ 1,935.5	\$ 1,871.8	3%	\$ 2,084.5	\$ 2,021.2	3%	\$ 1,799.1	\$ 1,810.5	(1%)	\$ 1,765.9	\$ 1,628.0	8%	\$ 7,585.0	\$ 7,331.5	3%
Less: Prisoner	(13.2)	-		-	-		-	-		-	-		(13.2)	-	
Less: October Wine and Spirits Acquisitions	(13.7)	-		(13.6)	-		(9.9)	-		-	-		(37.2)	-	
Less: Canadian Divestiture	-	(89.6)		-	(100.1)		-	(98.9)		-	(22.6)		-	(311.2)	
<b>Consolidated Organic Net Sales</b>	\$ 1,908.6	\$ 1,782.2	7%	\$ 2,070.9	\$ 1,921.1	8%	\$ 1,789.2	\$ 1,711.6	5%	\$ 1,765.9	\$ 1,605.4	10%	\$ 7,534.6	\$ 7,020.3	7%
<b>Beer Net Sales</b>	\$ 1,242.3	\$ 1,151.0	8%	\$ 1,378.9	\$ 1,222.5	13%	\$ 1,040.1	\$ 964.6	8%	\$ 997.2	\$ 891.2	12%	\$ 4,658.5	\$ 4,229.3	10%
<b>Wine and Spirits Net Sales</b>	\$ 693.2	\$ 720.8	(4%)	\$ 705.6	\$ 798.7	(12%)	\$ 759.0	\$ 845.9	(10%)	\$ 768.7	\$ 736.8	4%	\$ 2,926.5	\$ 3,102.2	(6%)
Less: Prisoner	(13.2)	-		-	-		-	-		-	-		(13.2)	-	
Less: October Wine and Spirits Acquisitions	(13.7)	-		(13.6)	-		(9.9)	-		-	-		(37.2)	-	
Less: Canadian Divestiture	-	(89.6)		-	(100.1)		-	(98.9)		-	(22.6)		-	(311.2)	
<b>Wine and Spirits Organic Net Sales</b>	\$ 666.3	\$ 631.2	6%	\$ 692.0	\$ 698.6	(1%)	\$ 749.1	\$ 747.0	0%	\$ 768.7	\$ 714.2	8%	\$ 2,876.1	\$ 2,791.0	3%

	First Quarter 2017	First Quarter 2016	Percent Change	Currency Impact	Constant Currency Percent Change <sup>(1)</sup>	Second Quarter 2017	Second Quarter 2016	Percent Change	Currency Impact	Constant Currency Percent Change <sup>(1)</sup>	Third Quarter 2017	Third Quarter 2016	Percent Change	Currency Impact	Constant Currency Percent Change <sup>(1)</sup>	Fourth Quarter 2017	Fourth Quarter 2016	Percent Change	Currency Impact	Constant Currency Percent Change <sup>(1)</sup>	Fiscal Year 2017	Fiscal Year 2016	Percent Change	Currency Impact	Constant Currency Percent Change <sup>(1)</sup>
<b>Fiscal Year 2017</b>																									
<b>Consolidated Net Sales</b>	\$ 1,871.8	\$ 1,631.3	15%	-	15%	\$ 2,021.2	\$ 1,733.4	17%	-	17%	\$ 1,810.5	\$ 1,640.5	10%	-	10%	\$ 1,628.0	\$ 1,543.2	5%	-	5%	\$ 7,331.5	\$ 6,548.4	12%	-	12%
Less: Meiom	(35.3)	-		-		(17.2)	-		-		-	-		-		-	-		-		(52.5)	-		-	
Less: Ballast Point	(42.4)	-		-		(46.0)	-		-		(31.8)	-		-		(4.7)	-		-		(124.9)	-		-	
Less: Prisoner	(4.9)	-		-		(8.8)	-		-		(20.1)	-		-		(13.5)	-		-		(47.3)	-		-	
Less: October Wine and Spirits Acquisitions	-	-		-		-	-		-		(5.4)	-		-		(18.8)	-		-		(24.2)	-		-	
Less: Canadian Divestiture	-	-		-		-	-		-		-	-		-		-	(62.6)		-		-	(62.6)		-	
<b>Consolidated Organic Net Sales</b>	\$ 1,789.2	\$ 1,631.3	10%	-	10%	\$ 1,949.2	\$ 1,733.4	12%	-	13%	\$ 1,753.2	\$ 1,640.5	7%	-	7%	\$ 1,591.0	\$ 1,480.6	7%	-	7%	\$ 7,082.6	\$ 6,485.8	9%	-	9%
<b>Beer Net Sales</b>	\$ 1,151.0	\$ 965.8	19%	-	19%	\$ 1,222.5	\$ 1,019.5	20%	-	20%	\$ 964.6	\$ 831.3	16%	-	16%	\$ 891.2	\$ 806.0	11%	-	11%	\$ 4,229.3	\$ 3,622.6	17%	-	17%
Less: Ballast Point	(42.4)	-		-		(46.0)	-		-		(31.8)	-		-		(4.7)	-		-		(124.9)	-		-	
<b>Wine and Spirits Net Sales</b>	\$ 1,108.6	\$ 965.8	15%	-	15%	\$ 1,176.5	\$ 1,019.5	15%	-	15%	\$ 932.8	\$ 831.3	12%	-	12%	\$ 886.5	\$ 806.0	10%	-	10%	\$ 4,104.4	\$ 3,622.6	13%	-	13%
<b>Wine and Spirits Net sales</b>	\$ 720.8	\$ 665.5	8%	(1%)	9%	\$ 798.7	\$ 713.9	12%	-	12%	\$ 845.9	\$ 809.2	5%	-	4%	\$ 736.8	\$ 737.2	-	-	-	\$ 3,102.2	\$ 2,925.8	6%	-	6%
Less: Meiom	(35.3)	-		-		(17.2)	-		-		-	-		-		-	-		-		(52.5)	-		-	
Less: Prisoner	(4.9)	-		-		(8.8)	-		-		(20.1)	-		-		(13.5)	-		-		(47.3)	-		-	
Less: October Wine and Spirits Acquisitions	-	-		-		-	-		-		(5.4)	-		-		(18.8)	-		-		(24.2)	-		-	
Less: Canadian Divestiture	-	-		-		-	-		-		-	-		-		-	(62.6)		-		-	(62.6)		-	
<b>Wine and Spirits Organic Net Sales</b>	\$ 680.6	\$ 665.5	2%	(1%)	3%	\$ 772.7	\$ 713.9	8%	-	8%	\$ 820.4	\$ 809.2	1%	-	1%	\$ 704.5	\$ 674.6	4%	-	4%	\$ 2,978.2	\$ 2,863.2	4%	-	4%

<sup>(1)</sup> May not sum due to rounding as each item is computed independently.

	First Quarter 2016	First Quarter 2015	Percent Change	Currency Impact	Constant Currency Percent Change <sup>(1)</sup>	Second Quarter 2016	Second Quarter 2015	Percent Change	Currency Impact	Constant Currency Percent Change <sup>(1)</sup>	Third Quarter 2016	Third Quarter 2015	Percent Change	Currency Impact	Constant Currency Percent Change <sup>(1)</sup>	Fourth Quarter 2016	Fourth Quarter 2015	Percent Change	Currency Impact	Constant Currency Percent Change <sup>(1)</sup>	Fiscal Year 2016	Fiscal Year 2015	Percent Change	Currency Impact	Constant Currency Percent Change <sup>(1)</sup>
<b>Fiscal Year 2016</b>																									
<b>Consolidated Net Sales</b>	\$ 1,631.3	\$ 1,526.0	7%	(1%)	8%	\$ 1,733.4	\$ 1,604.1	8%	(2%)	10%	\$ 1,640.5	\$ 1,541.7	6%	(2%)	8%	\$ 1,543.2	\$ 1,356.2	14%	(1%)	15%	\$ 6,548.4	\$ 6,028.0	9%	(1%)	10%
Less: Meiom	-	-		-		(3.8)	-		-		(34.7)	-		-		(35.3)	-		-		(73.8)	-		-	
Less: Ballast Point	-	-		-		-	-		-		-	-		-		(27.2)	-		-		(27.2)	-		-	
<b>Consolidated Organic Net Sales</b>	\$ 1,631.3	\$ 1,526.0	7%	(1%)	8%	\$ 1,729.6	\$ 1,604.1	8%	(2%)	9%	\$ 1,605.8	\$ 1,541.7	4%	(2%)	6%	\$ 1,480.7	\$ 1,356.2	9%	(1%)	10%	\$ 6,447.4	\$ 6,028.0	7%	(1%)	8%
<b>Beer Net Sales</b>	\$ 965.8	\$ 867.7	11%	-	11%	\$ 1,019.5	\$ 891.8	14%	-	14%	\$ 831.3	\$ 768.1	8%	-	8%	\$ 806.0	\$ 661.0	22%	-	22%	\$ 3,622.6	\$ 3,188.6	14%	-	14%
Less: Ballast Point	-	-		-		-	-		-		-	-		-		(27.2)	-		-		(27.2)	-		-	
<b>Beer Organic Net Sales</b>	\$ 965.8	\$ 867.7	11%	-	11%	\$ 1,019.5	\$ 891.8	14%	-	14%	\$ 831.3	\$ 768.1	8%	-	8%	\$ 778.8	\$ 661.0	18%	-	18%	\$ 3,595.4	\$ 3,188.6	13%	-	13%
<b>Wine and Spirits Net Sales</b>	\$ 665.5	\$ 658.3	1%	(3%)	4%	\$ 713.9	\$ 715.8	-	(3%)	3%	\$ 809.2	\$ 773.4	5%	(3%)	8%	\$ 737.2	\$ 691.9	7%	(2%)	9%	\$ 2,925.8	\$ 2,839.4	3%	(3%)	6%
Less: Meiom	-	-		-		(3.8)	-		-		(34.7)	-		-		(35.3)	-		-		(73.8)	-		-	
<b>Wine and Spirits Organic Net Sales</b>	\$ 665.5	\$ 658.3	1%	(3%)	4%	\$ 710.1	\$ 715.8	(1%)	(3%)	3%	\$ 774.5	\$ 773.4	-	(3%)	3%	\$ 701.9	\$ 691.9	1%	(2%)	4%	\$ 2,852.0	\$ 2,839.4	-	(3%)	3%



**Shipment and Depletion Information**

Fiscal Year 2019	First Quarter	First Quarter	Percent	Second Quarter	Second Quarter	Percent	Third Quarter	Third Quarter	Percent	Nine Months	Nine Months	Percent
	2019	2018	Change	2019	2018	Change	2019	2018	Change			
<b>BEER</b>												
(in millions, branded product, 24-pack, 12-ounce case equivalents)												
Shipment volume	77.9	71.7	8.6%	87.3	80.3	8.7%	68.0	59.6	14.1%	233.2	211.6	10.2%
Depletion volume			8.9%			10.1%			7.8%			9.0%
<b>WINE AND SPIRITS</b>												
(in millions, branded product, 9-liter case equivalents)												
Shipment volume	13.5	13.9	(2.9%)	16.0	14.7	8.8%	14.8	14.8	-	44.3	43.4	2.1%
U.S. Domestic shipment volume	12.5	12.9	(3.1%)	14.8	13.6	8.8%	13.8	13.6	1.5%	41.1	40.1	2.5%
U.S. Domestic Focus Brands shipment volume <sup>(1)</sup>	7.8	7.7	1.3%	9.4	8.3	13.3%	8.3	8.3	-	25.5	24.3	4.9%
U.S. Domestic depletion volume			(3.6%)			0.2%			(3.2%)			(2.1%)
U.S. Domestic Focus Brands depletion volume <sup>(1)</sup>			0.4%			2.3%			0.3%			1.1%

<sup>(1)</sup> U.S. Domestic Focus Brands include the following brands and/or portfolios of brands: 7 Moons, Black Box, Casa Noble, Clos du Bois, Franciscan, High West, Kim Crawford, Mark West, Meiomi, Mount Veeder, Nobilo, Ravage, Robert Mondavi, Ruffino, Schrader, Simi, SVEDKA Vodka, The Dreaming Tree and the Charles Smith and Prisoner portfolios of brands.

Fiscal Year 2018	First Quarter	First Quarter	Percent	Second Quarter	Second Quarter	Percent	Third Quarter	Third Quarter	Percent	Fourth Quarter	Fourth Quarter	Percent	Fiscal Year	Fiscal Year	Percent
	2018	2017	Change	2018	2017	Change	2018	2017	Change	2018	2017	Change	2018	2017	Change
<b>BEER</b>															
(in millions, branded product, 24-pack, 12-ounce case equivalents)															
Shipment volume	71.7	67.0	7.0%	80.3	71.9	11.7%	59.6	56.3	5.9%	56.4	51.2	10.2%	268.0	246.4	8.8%
Depletion volume			11.6%			8.1%			9.1%			11.0%			9.8%
<b>WINE AND SPIRITS</b>															
(in millions, branded product, 9-liter case equivalents)															
Shipment volume	13.9	16.4	(15.2%)	14.7	18.2	(19.2%)	14.8	18.3	(19.1%)	15.6	16.3	(4.3%)	59.0	69.2	(14.7%)
Organic shipment volume	13.7	13.6	0.7%	14.6	14.8	(1.4%)	14.7	15.2	(3.3%)	15.6	15.7	(0.6%)	58.6	59.3	(1.2%)
U.S. Domestic shipment volume	12.9	12.4	4.0%	13.6	14.2	(4.2%)	13.6	14.0	(2.9%)	14.6	14.4	1.4%	54.7	55.0	(0.5%)
U.S. Domestic organic shipment volume	12.8	12.4	3.2%	13.5	14.2	(4.9%)	13.5	14.0	(3.6%)	14.6	14.4	1.4%	54.4	55.0	(1.1%)
U.S. Domestic Focus Brands shipment volume <sup>(2)</sup>	7.8	7.1	9.9%	8.4	8.2	2.4%	8.5	8.1	4.9%	8.9	8.4	6.0%	33.6	31.8	5.7%
U.S. Domestic organic Focus Brands shipment volume <sup>(2)</sup>	7.7	7.1	8.5%	8.3	8.2	1.2%	8.5	8.1	4.9%	8.9	8.4	6.0%	33.4	31.8	5.0%
U.S. Domestic depletion volume			(1.1%)			5.0%			(2.5%)			2.1%			0.9%
U.S. Domestic Focus Brands depletion volume <sup>(2)</sup>			3.6%			12.3%			2.6%			7.1%			6.6%

<sup>(2)</sup> U.S. Domestic Focus Brands include the following brands: 7 Moons, Black Box, Casa Noble, Clos du Bois, Estancia, Franciscan, High West, Kim Crawford, Kung Fu Girl, Mark West, Meiomi, Mount Veeder, Nobilo, Ravage, Robert Mondavi, Ruffino, Simi, SVEDKA Vodka, The Dreaming Tree, The Prisoner and The Velvet Devil.

Fiscal Year 2017	First Quarter	First Quarter	Percent	Second Quarter	Second Quarter	Percent	Third Quarter	Third Quarter	Percent	Fourth Quarter	Fourth Quarter	Percent	Fiscal Year	Fiscal Year	Percent
	2017	2016	Change	2017	2016	Change	2017	2016	Change	2017	2016	Change	2017	2016	Change
<b>BEER</b>															
(in millions, branded product, 24-pack, 12-ounce case equivalents)															
Shipment volume	67.0	58.6	14.3%	71.9	62.2	15.6%	56.3	50.2	12.2%	51.2	47.0	8.9%	246.4	218.0	13.0%
Organic shipment volume	65.6	58.6	11.9%	70.3	62.2	13.0%	55.3	50.2	10.2%	51.1	47.0	8.7%	242.3	218.0	11.1%
Depletion volume			9.7%			13.9%			10.7%			6.2%			10.4%
<b>WINE AND SPIRITS</b>															
(in millions, branded product, 9-liter case equivalents)															
Shipment volume	16.4	15.7	4.5%	18.2	17.0	7.1%	18.3	18.4	(0.5%)	16.3	17.1	(4.7%)	69.2	68.2	1.5%
Organic shipment volume	16.1	15.7	2.5%	18.0	17.0	5.9%	18.2	18.4	(1.1%)	16.1	15.1	6.6%	68.4	66.2	3.3%
U.S. Domestic shipment volume	12.4	11.7	6.0%	14.2	12.8	10.9%	14.0	14.1	(0.7%)	14.4	13.3	8.3%	55.0	51.9	6.0%
U.S. Domestic organic shipment volume	12.1	11.7	3.4%	14.0	12.8	9.4%	13.9	14.1	(1.4%)	14.2	13.3	6.8%	54.2	51.9	4.4%
U.S. Domestic Focus Brands shipment volume <sup>(3)</sup>	7.1	6.3	12.7%	8.2	6.9	18.8%	8.1	7.6	6.6%	8.6	7.6	13.2%	32.0	28.4	12.7%
U.S. Domestic organic Focus Brands shipment volume <sup>(3)</sup>	6.8	6.3	7.9%	8.0	6.9	15.9%	8.1	7.6	6.6%	8.5	7.6	11.8%	31.4	28.4	10.6%
U.S. Domestic depletion volume			5.0%			3.3%			3.4%			0.5%			2.9%
U.S. Domestic Focus Brands depletion volume <sup>(3)</sup>			11.9%			8.7%			8.8%			6.9%			8.9%

<sup>(3)</sup> U.S. Domestic Focus Brands include the following brands: Black Box, Clos du Bois, Estancia, Franciscan Estate, Inniskillin, Kim Crawford, Mark West, Meiomi, Mount Veeder, Nobilo, Robert Mondavi, Ruffino, Saved, Simi, SVEDKA Vodka, The Dreaming Tree, The Prisoner Brands and Wild Horse.

### Shipment and Depletion Information

Fiscal Year 2016	First Quarter 2016	First Quarter 2015	Percent Change	Second Quarter 2016	Second Quarter 2015	Percent Change	Third Quarter 2016	Third Quarter 2015	Percent Change	Fourth Quarter 2016	Fourth Quarter 2015	Percent Change	Fiscal Year 2016	Fiscal Year 2015	Percent Change
<b>BEER</b>															
(in millions, branded product, 24-pack, 12-ounce case equivalents)															
Shipment volume	58.6	53.3	9.9%	62.2	55.0	13.1%	50.2	46.9	7.0%	47.0	40.6	15.8%	218.0	195.8	11.3%
Organic shipment volume	58.6	53.3	9.9%	62.2	55.0	13.1%	50.2	46.9	7.0%	46.1	40.6	13.5%	217.1	195.8	10.9%
Depletion volume			10.4%			10.3%			16.2%			13.7%			12.3%
<b>WINE AND SPIRITS</b>															
(in millions, branded product, 9-liter case equivalents)															
Shipment volume	15.7	15.1	4.0%	17.0	16.8	1.2%	18.4	18.0	2.2%	17.1	16.1	6.2%	68.2	66.0	3.3%
Organic shipment volume	15.7	15.1	4.0%	17.0	16.8	1.2%	18.1	18.0	0.6%	16.8	16.1	4.3%	67.6	66.0	2.4%
U.S. Domestic shipment volume	11.7	11.4	2.6%	12.8	12.6	1.6%	14.1	13.7	2.9%	13.3	12.8	3.9%	51.9	50.5	2.8%
U.S. Domestic organic shipment volume	11.7	11.4	2.6%	12.8	12.6	1.6%	13.8	13.7	0.7%	13.0	12.8	1.6%	51.3	50.5	1.6%
U.S. Domestic Focus Brands shipment volume <sup>(4)</sup>	6.2	5.9	5.1%	6.7	6.3	6.3%	7.4	7.1	4.2%	7.5	6.3	19.0%	27.8	25.6	8.6%
U.S. Domestic organic Focus Brands shipment volume <sup>(4)</sup>	6.2	5.9	5.1%	6.7	6.3	6.3%	7.1	7.1	-	7.2	6.3	14.3%	27.2	25.6	6.3%
U.S. Domestic depletion volume			3.5%			1.3%			(0.1%)			0.2%			1.1%
U.S. Domestic Focus Brands depletion volume <sup>(4)</sup>			6.7%			6.3%			4.0%			3.5%			5.0%

<sup>(4)</sup> U.S. Domestic Focus Brands include the following brands: Black Box, Clos du Bois, Estancia, Franciscan Estate, Inniskillin, Kim Crawford, Mark West, Meiomi, Mount Veeder, Robert Mondavi, Ruffino, Saved, Simi, SVEDKA Vodka, The Dreaming Tree and Wild Horse.

Fiscal Year 2015	First Quarter 2015	First Quarter 2014	Percent Change	Second Quarter 2015	Second Quarter 2014	Percent Change	Third Quarter 2015	Third Quarter 2014	Percent Change	Fourth Quarter 2015	Fourth Quarter 2014	Percent Change	Fiscal Year 2015	Fiscal Year 2014	Percent Change
<b>BEER</b>															
(in millions, branded product, 24-pack, 12-ounce case equivalents)															
Shipment volume	53.3	48.1	10.8%	55.0	51.5	6.8%	46.9	41.1	14.1%	40.6	36.7	10.6%	195.8	177.4	10.4%
Depletion volume			8.0%			8.0%			8.0%			9.3%			8.3%
<b>WINE AND SPIRITS</b>															
(in millions, branded product, 9-liter case equivalents)															
Shipment volume	15.1	15.7	(3.8%)	16.8	16.6	1.2%	18.0	17.7	1.7%	16.1	16.8	(4.2%)	66.0	66.8	(1.2%)
U.S. Domestic shipment volume	11.4	11.9	(4.2%)	12.6	12.5	0.8%	13.7	13.7	-	12.8	13.2	(3.0%)	50.5	51.3	(1.6%)
U.S. Domestic Focus Brands shipment volume <sup>(5)</sup>	8.1	8.2	(1.2%)	8.6	8.9	(3.4%)	9.8	9.6	2.1%	8.7	9.2	(5.4%)	35.2	35.9	(1.9%)
U.S. Domestic depletion volume			(1.8%)			2.4%			-			(0.6%)			(0.1%)
U.S. Domestic Focus Brands depletion volume <sup>(5)</sup>			(1.3%)			2.7%			-			-			0.3%

<sup>(5)</sup> U.S. Domestic Focus Brands include the following brands: Arbor Mist, Blackstone, Black Box, Black Velvet Canadian Whisky, Clos du Bois, Estancia, Franciscan Estate, Inniskillin, Kim Crawford, Mark West, Mount Veeder, Nobilo, Ravenswood, Rex Goliath, Robert Mondavi, Ruffino, Simi, SVEDKA Vodka, Toasted Head and Wild Horse.

Fiscal Year 2014	First Quarter 2014	First Quarter 2013	Percent Change	Second Quarter 2014	Second Quarter 2013	Percent Change	Third Quarter 2014	Third Quarter 2013	Percent Change	Fourth Quarter 2014	Fourth Quarter 2013	Percent Change	Fiscal Year 2014	Fiscal Year 2013	Percent Change
<b>WINE AND SPIRITS</b>															
(in millions, branded product, 9-liter case equivalents)															
Shipment volume	15.7	14.8	6.1%	16.6	16.3	1.8%	17.7	17.0	4.1%	16.8	16.1	4.3%	66.8	64.2	4.0%
Organic shipment volume	15.5	14.8	4.7%	16.5	16.3	1.2%	17.7	17.0	4.1%	16.8	16.1	4.3%	66.5	64.2	3.6%
U.S. Domestic shipment volume	11.9	11.2	6.3%	12.5	12.5	-	13.7	13.0	5.4%	13.2	12.6	4.8%	51.3	49.3	4.1%
U.S. Domestic organic shipment volume	11.7	11.2	4.5%	12.5	12.5	-	13.7	13.0	5.4%	13.2	12.6	4.8%	51.0	49.3	3.4%
U.S. Domestic Focus Brands shipment volume <sup>(6)</sup>	8.2	7.6	7.9%	8.9	8.6	3.5%	9.6	9.0	6.7%	9.2	8.8	4.5%	35.9	34.0	5.6%
U.S. Domestic organic Focus Brands shipment volume <sup>(6)</sup>	8.0	7.6	5.3%	8.8	8.6	2.3%	9.6	9.0	6.7%	9.2	8.8	4.5%	35.6	34.0	4.7%
U.S. Domestic depletion volume			2.2%			1.6%			4.3%			5.4%			3.5%
U.S. Domestic Focus Brands depletion volume <sup>(6)</sup>			5.0%			4.6%			5.5%			6.8%			5.6%

<sup>(6)</sup> U.S. Domestic Focus Brands include the following brands: Arbor Mist, Blackstone, Black Box, Black Velvet Canadian Whisky, Clos du Bois, Estancia, Franciscan Estate, Inniskillin, Kim Crawford, Mark West, Mount Veeder, Nobilo, Ravenswood, Rex Goliath, Robert Mondavi, Ruffino, Simi, SVEDKA Vodka, Toasted Head and Wild Horse.