

Business Segment Information

Organic Net Sales

Our internal management financial reporting consists of two business divisions: (i) Beer and (ii) Wine and Spirits, and we report our operating results in three segments: (i) Beer, (ii) Wine and Spirits, and (iii) Corporate Operations and Other. In the Beer segment, our portfolio consists of high-end imported and craft beer brands. In the Wine and Spirits segment, we sell 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 our operations are managed, how resources are allocated, how operating performance is evaluated by senior management and the structure of our 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, we define organic as current period reported less products of acquired businesses reported for the current period, as appropriate. For periods of divestiture, we define organic as prior period reported less products of divested businesses reported for the prior period, as appropriate. We provide organic net sales, organic shipment volumes and percentage change in constant currency net sales (which excludes the impact of year-over-year currency exchange rate fluctuations) because we use this information in monitoring and evaluating the underlying business trends of our core operations. In addition, we believe this information provides investors better insight on underlying business trends and results in order to evaluate year-over-year financial performance.

Transaction	Segment	Date of Transaction	Organic Adjustment Period
Acquisition			
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 ⁽¹⁾	Wine and Spirits	October 14, 2016	October 14, 2016 – October 13, 2017
Charles Smith ⁽¹⁾	Wine and Spirits	October 19, 2016	October 19, 2016 – October 18, 2017
Divestiture			
Australian and U.K. business	Wine and Spirits	January 31, 2011	February 1, 2010 – January 31, 2011
Canadian business	Wine and Spirits	December 17, 2016	December 17, 2015 – February 29, 2016

⁽¹⁾ Collectively, the October Wine and Spirits Acquisitions.

Depletions

Depletions represent distributor shipments of our 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
Acquisition			
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 ⁽¹⁾	Wine and Spirits	October 14, 2016	October 14, 2015 – October 13, 2016
Charles Smith ⁽¹⁾	Wine and Spirits	October 19, 2016	October 19, 2015 – October 18, 2016
Divestiture			
Australian and U.K. business	Wine and Spirits	January 31, 2011	N/A ⁽²⁾
Canadian business	Wine and Spirits	December 17, 2016	N/A ⁽²⁾

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

Business Segment Information

(in millions)

	Fiscal Year 2012	Fiscal Year 2013	Fiscal Year 2014	Fiscal Year 2015	First Quarter 2016	Second Quarter 2016	Third Quarter 2016	Fourth Quarter 2016	Fiscal Year 2016	First Quarter 2017	Second Quarter 2017	Third Quarter 2017	Fourth Quarter 2017	Fiscal Year 2017
Net Sales														
Beer ⁽¹⁾	\$ 2,469.5	\$ 2,588.1	\$ 2,835.6	\$ 3,188.6	\$ 965.8	\$ 1,019.5	\$ 831.3	\$ 806.0	\$ 3,622.6	\$ 1,151.0	\$ 1,222.5	\$ 964.6	\$ 891.2	\$ 4,229.3
Wine and Spirits														
Wine	2,386.8	2,495.8	2,554.2	2,523.4	587.8	624.3	719.4	659.9	2,591.4	643.1	705.4	754.3	636.5	2,739.3
Spirits	267.5	300.3	291.3	316.0	77.7	89.6	89.8	77.3	334.4	77.7	93.3	91.6	100.3	362.9
Wine and Spirits	2,654.3	2,796.1	2,845.5	2,839.4	665.5	713.9	809.2	737.2	2,925.8	720.8	798.7	845.9	736.8	3,102.2
Corporate Operations and Other	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Consolidation and Eliminations ⁽¹⁾	(2,469.5)	(2,588.1)	(813.4)	-	-	-	-	-	-	-	-	-	-	-
Comparable Adjustments	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Consolidated Net Sales	\$ 2,654.3	\$ 2,796.1	\$ 4,867.7	\$ 6,028.0	\$ 1,631.3	\$ 1,733.4	\$ 1,640.5	\$ 1,543.2	\$ 6,548.4	\$ 1,871.8	\$ 2,021.2	\$ 1,810.5	\$ 1,628.0	\$ 7,331.5
Gross Profit														
Beer ⁽¹⁾	\$ 721.0	\$ 755.4	\$ 1,132.1	\$ 1,465.8	\$ 474.9	\$ 493.2	\$ 406.2	\$ 401.7	\$ 1,776.0	\$ 572.2	\$ 615.5	\$ 499.4	\$ 464.2	\$ 2,151.3
Wine and Spirits	1,064.0	1,116.1	1,117.1	1,172.3	270.8	297.1	353.2	313.9	1,235.0	298.0	355.5	385.0	322.2	1,360.7
Corporate Operations and Other	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Consolidation and Eliminations ⁽¹⁾	(721.0)	(755.4)	(241.5)	-	-	-	-	-	-	-	-	-	-	-
Comparable Adjustments	(1.9)	(7.8)	(16.0)	(59.5)	(8.6)	(14.7)	(25.9)	(19.5)	(68.7)	11.1	(2.0)	7.0	1.3	17.4
Consolidated Gross Profit	\$ 1,062.1	\$ 1,108.3	\$ 1,991.7	\$ 2,578.6	\$ 737.1	\$ 775.6	\$ 733.5	\$ 696.1	\$ 2,942.3	\$ 881.3	\$ 969.0	\$ 891.4	\$ 787.7	\$ 3,529.4
Operating Income														
Beer ⁽¹⁾ (A)	\$ 431.0	\$ 448.0	\$ 772.9	\$ 1,017.8	\$ 336.5	\$ 355.9	\$ 291.6	\$ 280.1	\$ 1,264.1	\$ 409.3	\$ 450.7	\$ 335.7	\$ 338.7	\$ 1,534.4
Wine and Spirits (A)	621.9	650.2	637.8	674.3	144.2	175.9	222.7	184.2	727.0	168.0	205.7	231.0	196.1	800.8
Corporate Operations and Other (A)	(81.9)	(93.5)	(99.8)	(109.1)	(26.5)	(30.9)	(38.5)	(29.6)	(125.5)	(28.6)	(36.2)	(35.1)	(40.0)	(139.9)
Consolidation and Eliminations ⁽¹⁾ (A)	(431.0)	(448.0)	(142.6)	-	-	-	-	-	-	-	-	-	-	-
Comparable Adjustments	(53.5)	(33.8)	1,269.4	(82.8)	(26.9)	(21.5)	(28.5)	(23.6)	(100.5)	4.0	(9.3)	2.4	207.0	204.1
Consolidated Operating Income	\$ 486.5	\$ 522.9	\$ 2,437.7	\$ 1,500.2	\$ 427.3	\$ 479.4	\$ 447.3	\$ 411.1	\$ 1,765.1	\$ 552.7	\$ 610.9	\$ 534.0	\$ 701.8	\$ 2,399.4
Earnings (Loss) from Unconsolidated Investments														
Crown Imports ⁽¹⁾ (B)	\$ 215.1	\$ 221.1	\$ 70.3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Wine and Spirits Equity Method Investments (B)	13.4	13.0	17.6	21.5	1.0	0.2	27.3	(1.9)	26.6	0.8	(0.1)	27.7	0.8	29.2
Corporate Operations and Other (B)	-	-	-	-	-	-	-	-	-	(0.1)	0.1	(0.2)	-	(0.2)
Comparable Adjustments	-	(1.0)	(0.1)	-	-	-	-	24.5	24.5	-	-	-	(1.7)	(1.7)
Consolidated Earnings (Loss) from Unconsolidated Investments	228.5	\$ 233.1	\$ 87.8	\$ 21.5	\$ 1.0	\$ 0.2	\$ 27.3	\$ 22.6	\$ 51.1	\$ 0.7	\$ -	\$ 27.5	\$ (0.9)	\$ 27.3
Comparable Earnings Before Interest and Taxes (A+B)	\$ 768.5	\$ 790.8	\$ 1,256.2	\$ 1,604.5	\$ 455.2	\$ 501.1	\$ 503.1	\$ 432.8	\$ 1,892.2	\$ 549.4	\$ 620.2	\$ 559.1	\$ 495.6	\$ 2,224.3

Business Segment Information

(in millions)

	Fiscal Year 2012	Fiscal Year 2013	Fiscal Year 2014	Fiscal Year 2015	First Quarter 2016	Second Quarter 2016	Third Quarter 2016	Fourth Quarter 2016	Fiscal Year 2016	First Quarter 2017	Second Quarter 2017	Third Quarter 2017	Fourth Quarter 2017	Fiscal Year 2017
Year Over Year Growth in Net Sales:														
Beer ⁽¹⁾	3%	5%	10%	12%	11%	14%	8%	22%	14%	19%	20%	16%	11%	17%
Wine and Spirits	4%	5%	2%	-	1%	-	5%	7%	3%	8%	12%	5%	-	6%
Consolidation and Eliminations ⁽¹⁾	3%	5%	(69%)	(100%)	-	-	-	-	-	-	-	-	-	-
Consolidated Net Sales	(20%)	5%	74%	24%	7%	8%	6%	14%	9%	15%	17%	10%	5%	12%
Year Over Year Growth in Gross Profit:														
Beer ⁽¹⁾	4%	5%	50%	29%	16%	22%	17%	32%	21%	20%	25%	23%	16%	21%
Wine and Spirits	(1%)	5%	-	5%	1%	1%	9%	9%	5%	10%	20%	9%	3%	10%
Consolidation and Eliminations ⁽¹⁾	4%	5%	(68%)	(100%)	-	-	-	-	-	-	-	-	-	-
Consolidated Gross Profit	(11%)	4%	80%	29%	10%	15%	15%	16%	14%	20%	25%	22%	13%	20%
Year Over Year Growth in Operating Income:														
Beer ⁽¹⁾	(5%)	4%	73%	32%	17%	31%	20%	29%	24%	22%	27%	15%	21%	21%
Wine and Spirits	(1%)	5%	(2%)	6%	1%	4%	12%	14%	8%	17%	17%	4%	6%	10%
Corporate Operations and Other	23%	(14%)	(7%)	(9%)	(2%)	(13%)	(47%)	(1%)	(15%)	(8%)	(17%)	9%	(35%)	(11%)
Consolidation and Eliminations ⁽¹⁾	(5%)	4%	(68%)	(100%)	-	-	-	-	-	-	-	-	-	-
Consolidated Net Sales	(3%)	7%	NM	(38%)	9%	27%	19%	16%	18%	29%	27%	19%	71%	36%
Gross Profit as a Percent of Revenue:														
Beer ⁽¹⁾	29.2%	29.2%	39.9%	46.0%	49.2%	48.4%	48.9%	49.8%	49.0%	49.7%	50.3%	51.8%	52.1%	50.9%
Wine and Spirits	40.1%	39.9%	39.3%	41.3%	40.7%	41.6%	43.6%	42.6%	42.2%	41.3%	44.5%	45.5%	43.7%	43.9%
Consolidation and Eliminations ⁽¹⁾	29.2%	29.2%	29.7%	-	-	-	-	-	-	-	-	-	-	-
Consolidated Gross Profit	40.0%	39.6%	40.9%	42.8%	45.2%	44.7%	44.7%	45.1%	44.9%	47.1%	47.9%	49.2%	48.4%	48.1%
Operating Income as a Percent of Revenue:														
Beer ⁽¹⁾	17.5%	17.3%	27.3%	31.9%	34.8%	34.9%	35.1%	34.8%	34.9%	35.6%	36.9%	34.8%	38.0%	36.3%
Wine and Spirits	23.4%	23.3%	22.4%	23.7%	21.7%	24.6%	27.5%	25.0%	24.8%	23.3%	25.8%	27.3%	26.6%	25.8%
Corporate Operations and Other	(1.6%)	(1.7%)	(1.8%)	(1.8%)	(1.6%)	(1.8%)	(2.3%)	(1.9%)	(1.9%)	(1.5%)	(1.8%)	(1.9%)	(2.5%)	(1.9%)
Consolidation and Eliminations ⁽¹⁾	17.5%	17.3%	17.5%	-	-	-	-	-	-	-	-	-	-	-
Consolidated Operating Income	18.3%	18.7%	50.1%	24.9%	26.2%	27.7%	27.3%	26.6%	27.0%	29.5%	30.2%	29.5%	43.1%	32.7%

⁽¹⁾ 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 2017		Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Second Quarter 2017		Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Third Quarter 2017		Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Fourth Quarter 2017		Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Fiscal Year 2017	Fiscal Year 2016	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾
	\$	\$				\$	\$				\$	\$				\$	\$				\$	\$			
Consolidated Net Sales	\$ 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: Meiomni	(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)			
Consolidated Organic Net Sales	\$ 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%
Beer Net Sales	\$ 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)	-			
Beer Organic Net Sales	\$ 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%
Wine and Spirits Net Sales	\$ 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: Meiomni	(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)			
Wine and Spirits Organic Net Sales	\$ 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%

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

	First Quarter 2016		Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Second Quarter 2016		Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Third Quarter 2016		Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Fourth Quarter 2016		Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Fiscal Year 2016	Fiscal Year 2015	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾
	\$	\$				\$	\$				\$	\$				\$	\$				\$	\$			
Consolidated Net Sales	\$ 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: Meiomni	-	-				(3.8)	-				(34.7)	-				(35.3)	-				(73.8)	-			
Less: Ballast Point	-	-				-	-				(27.2)	-				(27.2)	-				(27.2)	-			
Consolidated Organic Net Sales	\$ 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%
Beer Net Sales	\$ 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)	-				(27.2)	-			
Beer Organic Net Sales	\$ 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%
Wine and Spirits Net Sales	\$ 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: Meiomni	-	-				(3.8)	-				(34.7)	-				(35.3)	-				(73.8)	-			
Wine and Spirits Organic Net Sales	\$ 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%

	First Quarter 2015		Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Second Quarter 2015		Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Third Quarter 2015		Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Fourth Quarter 2015		Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Fiscal Year 2015	Fiscal Year 2014	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾
	\$	\$				\$	\$				\$	\$				\$	\$				\$	\$			
Consolidated Net Sales	\$ 1,526.0	\$ 673.4	127%	(1%)	128%	\$ 1,604.1	\$ 1,459.8	10%	-	10%	\$ 1,541.7	\$ 1,443.3	7%	(1%)	7%	\$ 1,356.2	\$ 1,291.2	5%	(1%)	6%	\$ 6,028.0	\$ 4,867.7	24%	(1%)	25%
Less: Beer Business Acquisition	(867.7)	-				(73.4)	-				-	-				-	-				(941.1)	-			
Consolidated Organic Net Sales	\$ 658.3	\$ 673.4	(2%)	(1%)	(1%)	\$ 1,530.7	\$ 1,459.8	5%	-	5%	\$ 1,541.7	\$ 1,443.3	7%	(1%)	7%	\$ 1,356.2	\$ 1,291.2	5%	(1%)	6%	\$ 5,086.9	\$ 4,867.7	5%	(1%)	5%
Beer Net Sales	\$ 867.7	\$ -	NM	-	NM	\$ 888.3	\$ 762.8	16%	-	16%	\$ 768.3	\$ 661.6	16%	-	16%	\$ 664.3	\$ 597.8	11%	-	11%	\$ 3,188.6	\$ 2,022.2	58%	-	58%
Less: Beer Business Acquisition	(867.7)	-				(73.4)	-				-	-				-	-				(941.1)	-			
Beer Organic Net Sales	\$ -	\$ -	NM	-	NM	\$ 814.9	\$ 762.8	7%	-	7%	\$ 768.3	\$ 661.6	16%	-	16%	\$ 664.3	\$ 597.8	11%	-	11%	\$ 2,247.5	\$ 2,022.2	11%	-	11%
Wine and Spirits Net Sales	\$ 658.3	\$ 673.4	(2%)	(1%)	(1%)	\$ 715.8	\$ 697.0	3%	(1%)	3%	\$ 773.4	\$ 781.7	(1%)	(1%)	-	\$ 691.9	\$ 693.4	-	(2%)	2%	\$ 2,839.4	\$ 2,845.5	-	(1%)	1%

Reported, Organic and Constant Currency Net Sales

(in millions)

	Fiscal Year 2014					Second Quarter 2014					Third Quarter 2014					Fourth Quarter 2014					Fiscal Year 2014				
	First Quarter 2014	First Quarter 2013	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Second Quarter 2014	Second Quarter 2013	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Third Quarter 2014	Third Quarter 2013	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Fourth Quarter 2014	Fourth Quarter 2013	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Fiscal Year 2014	Fiscal Year 2013	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾
Consolidated Net Sales	\$ 673.4	\$ 634.8	6%	-	6%	\$ 1,459.8	\$ 698.5	109%	-	109%	\$ 1,443.3	\$ 766.9	88%	(1%)	89%	\$ 1,291.2	\$ 695.9	86%	(1%)	87%	\$ 4,867.7	\$ 2,796.1	74%	(1%)	75%
Less: Mark West	(14.3)	-	-	-	-	(4.3)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(18.6)	-	-	-	-
Less: Beer Business Acquisition	-	-	-	-	-	(762.8)	-	-	-	-	(661.6)	-	-	-	-	(597.8)	-	-	-	-	(2,022.2)	-	-	-	-
Consolidated Organic Net Sales	\$ 659.1	\$ 634.8	4%	-	4%	\$ 692.7	\$ 698.5	(1%)	-	(1%)	\$ 781.7	\$ 766.9	2%	(1%)	3%	\$ 693.4	\$ 695.9	-	(1%)	1%	\$ 2,826.9	\$ 2,796.1	1%	(1%)	2%
Wine and Spirits Net Sales	\$ 673.4	\$ 634.8	6%	-	6%	\$ 697.0	\$ 698.5	-	-	-	\$ 781.7	\$ 766.9	2%	(1%)	3%	\$ 693.4	\$ 695.9	-	(1%)	1%	\$ 2,845.5	\$ 2,796.1	2%	(1%)	2%
Less: Mark West	(14.3)	-	-	-	-	(4.3)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(18.6)	-	-	-	-
Wine and Spirits Organic Net Sales	\$ 659.1	\$ 634.8	4%	-	4%	\$ 692.7	\$ 698.5	(1%)	-	(1%)	\$ 781.7	\$ 766.9	2%	(1%)	3%	\$ 693.4	\$ 695.9	-	(1%)	1%	\$ 2,826.9	\$ 2,796.1	1%	(1%)	2%

	Fiscal Year 2013					Second Quarter 2013					Third Quarter 2013					Fourth Quarter 2013					Fiscal Year 2013				
	First Quarter 2013	First Quarter 2012	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Second Quarter 2013	Second Quarter 2012	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Third Quarter 2013	Third Quarter 2012	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Fourth Quarter 2013	Fourth Quarter 2012	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Fiscal Year 2013	Fiscal Year 2012	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾
Consolidated Net Sales	\$ 634.8	\$ 635.3	-	-	-	\$ 698.5	\$ 690.2	1%	(1%)	2%	\$ 766.9	\$ 700.7	9%	1%	9%	\$ 695.9	\$ 628.1	11%	-	10%	\$ 2,796.1	\$ 2,654.3	5%	-	5%
Less: Ruffino	(6.7)	-	-	-	-	(7.3)	-	-	-	-	(6.9)	-	-	-	-	(14.8)	-	-	-	-	(20.9)	-	-	-	-
Less: Mark West	-	-	-	-	-	(6.1)	-	-	-	-	(13.7)	-	-	-	-	(14.8)	-	-	-	-	(34.6)	-	-	-	-
Consolidated Organic Net Sales	\$ 628.1	\$ 635.3	(1%)	-	(1%)	\$ 685.1	\$ 690.2	(1%)	(1%)	-	\$ 746.3	\$ 700.7	7%	1%	6%	\$ 681.1	\$ 628.1	8%	-	8%	\$ 2,740.6	\$ 2,654.3	3%	-	3%
Wine and Spirits Net Sales	\$ 634.8	\$ 635.3	-	-	-	\$ 698.5	\$ 690.2	1%	(1%)	2%	\$ 766.9	\$ 700.7	9%	1%	9%	\$ 695.9	\$ 628.1	11%	-	10%	\$ 2,796.1	\$ 2,654.3	5%	-	5%
Less: Ruffino	(6.7)	-	-	-	-	(7.3)	-	-	-	-	(6.9)	-	-	-	-	(14.8)	-	-	-	-	(20.9)	-	-	-	-
Less: Mark West	-	-	-	-	-	(6.1)	-	-	-	-	(13.7)	-	-	-	-	(14.8)	-	-	-	-	(34.6)	-	-	-	-
Wine and Spirits Organic Net Sales	\$ 628.1	\$ 635.3	(1%)	-	(1%)	\$ 685.1	\$ 690.2	(1%)	(1%)	-	\$ 746.3	\$ 700.7	7%	1%	6%	\$ 681.1	\$ 628.1	8%	-	8%	\$ 2,740.6	\$ 2,654.3	3%	-	3%

Shipment and Depletion Information

Fiscal Year 2017	First Quarter 2017	First Quarter 2016	Percent Change	Second Quarter 2017	Second Quarter 2016	Percent Change	Third Quarter 2017	Third Quarter 2016	Percent Change	Fourth Quarter 2017	Fourth Quarter 2016	Percent Change	Fiscal Year 2017	Fiscal Year 2016	Percent Change
BEER ⁽¹⁾															
(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%
WINE AND SPIRITS															
(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 ⁽²⁾	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 ⁽²⁾	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 ⁽²⁾			11.9%			8.7%			8.8%			6.9%			8.9%

⁽¹⁾ Previously reported Beer shipment and depletion volumes were restated in the fourth quarter of fiscal 2017 for an immaterial error associated with the conversion of 7-ounce Coronita case equivalents to 12-ounce case equivalents.

⁽²⁾ 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.

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
BEER ⁽¹⁾															
(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%
WINE AND SPIRITS															
(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 ⁽³⁾	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 ⁽³⁾	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 ⁽³⁾			6.7%			6.3%			4.0%			3.5%			5.0%

⁽³⁾ 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.

Shipment and Depletion Information

Fiscal Year 2015	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	
	2015	2014	Change	2015	2014	Change	2015	2014	Change	2015	2014	Change	2015	2014	Change	
BEER ⁽¹⁾																
(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%	
WINE AND SPIRITS																
(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 ⁽⁴⁾	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 ⁽⁴⁾			(1.3%)			2.7%			-			-			0.3%	

⁽⁴⁾ 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	First Quarter	Percent	Second Quarter	Second Quarter	Percent	Third Quarter	Third Quarter	Percent	Fourth Quarter	Fourth Quarter	Percent	Fiscal Year	Fiscal Year	Percent	
	2014	2013	Change	2014	2013	Change	2014	2013	Change	2014	2013	Change	2014	2013	Change	
WINE AND SPIRITS																
(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 ⁽⁵⁾	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 ⁽⁵⁾	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 ⁽⁵⁾			5.0%			4.6%			5.5%			6.8%			5.6%	

⁽⁵⁾ 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 2013	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	
	2013	2012	Change	2013	2012	Change	2013	2012	Change	2013	2012	Change	2013	2012	Change	
WINE AND SPIRITS																
(in millions, branded product, 9-liter case equivalents)																
Shipment volume	14.8	14.8	-	16.3	15.7	3.8%	17.0	16.0	6.3%	16.1	15.0	7.3%	64.2	61.3	4.7%	
Organic shipment volume	14.7	14.8	(0.7%)	16.1	15.7	2.5%	16.7	16.0	4.4%	15.8	15.0	5.3%	63.3	61.3	3.3%	
U.S. Domestic shipment volume	11.2	11.2	-	12.5	11.9	5.0%	13.0	12.2	6.6%	12.6	11.6	8.6%	49.3	46.9	5.1%	
U.S. Domestic organic shipment volume	11.2	11.2	-	12.4	11.9	4.2%	12.8	12.2	4.9%	12.3	11.6	6.0%	48.7	46.9	3.8%	
U.S. Domestic Focus Brands shipment volume ⁽⁶⁾	7.6	7.4	2.7%	8.6	7.7	11.7%	9.0	8.3	8.4%	8.8	7.7	14.3%	34.0	31.1	9.3%	
U.S. Domestic organic Focus Brands shipment volume ⁽⁶⁾	7.6	7.4	2.7%	8.5	7.7	10.4%	8.8	8.3	6.0%	8.6	7.7	11.7%	33.5	31.1	7.7%	
U.S. Domestic depletion volume			(0.9%)			7.6%			3.5%			5.2%			3.9%	
U.S. Domestic Focus Brands depletion volume ⁽⁶⁾			1.6%			11.5%			7.1%			9.4%			7.6%	

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