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
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			
Canadian business	Wine and Spirits	December 17, 2016	December 17, 2015 – December 16, 2016

⁽¹⁾ Collectively, the October Wine and Spirits Acquisitions

Depletions

Depletions represent distributor shipments of the Company's respective branded products to retail customers, based on thirdparty 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			
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.

(as adjusted) (1) (in millions)

		Fiscal Year 2017	·	First Quarter 2018		Second Quarter 2018	(Third Quarter 2018		Fourth Quarter 2018		Fiscal Year 2018	(First Quarter 2019
	\$	4,227.3	\$	1,239.2	\$	1,381.7	\$	1,042.5	\$	997.0	\$	4,660.4	\$	1,375.1
		2,732.7		602.1		614.0		666.6		673.6		2,556.3		591.8
		361.1		87.2		92.2		92.8		91.4		363.6		80.2
		3,093.8		689.3		706.2		759.4		765.0		2,919.9		672.0
		-		-		-		-		-		-		-
,	Φ.	-	_	4 000 5	Φ.	-	Φ.	-	Φ.	- 4 700 0	Φ.	-	_	-
	\$	7,321.1	\$	1,928.5	\$	2,087.9	\$	1,801.9	\$	1,762.0	\$	7,580.3	<u>\$</u>	2,047.1
	\$	2,149.3	\$	680.5	\$	749.8	\$	569.4	\$	531.5	\$	2,531.2	\$	749.4
		1,352.3		315.5		315.5		344.7		333.7		1,309.4		290.8
		-		-		-		-		-		-		-
		17.4		(7.7)		3.4		(3.8)		(20.0)		(28.1)		8.4
	\$	3,519.0	\$	988.3	\$	1,068.7	\$	910.3	\$	845.2	\$	3,812.5	\$	1,048.6
	\$	1,532.4	\$	497.5	\$	569.0	\$	394.8	\$	378.9	\$	1,840.2	\$	520.0
		792.4		201.7		185.7		199.4		207.3		794.1		167.8
		(139.9)		(37.4)		(41.5)		(41.3)		(45.6)		(165.8)		(50.2)
		204.1		(100.7)		4.1		(63.3)		(28.8)		(188.7)		(12.2)
	\$	2,389.0	\$	561.1	\$	717.3	\$	489.6	\$	511.8	\$	2,279.8	\$	625.4
	\$	-	\$	_	\$	_	\$	_	\$	_	\$	_	\$	-
	Ť	29.2	Ť	0.2	•	-	•	32.1	•	2.1	Ť	34.4	,	4.8
		(0.2)		0.2		0.2		0.1		(0.3)		0.2		(0.1)
		(1.7)		-		-		216.9		235.7		452.6		359.7
	\$	27.3	\$	0.4	\$	0.2	\$	249.1	\$	237.5	\$	487.2	\$	364.4
	\$	2,213.9	\$	662.2	\$	713.4	\$	585.1	\$	542.4	\$	2,503.1	\$	642.3
			_										_	

Net Sales

Spirits

Beer Wine and Spirits Wine

Wine and Spirits

Corporate Operations and Other

Comparable Adjustments

Consolidated Net Sales

Gross Profit

Beer

Wine and Spirits

Corporate Operations and Other

Comparable Adjustments

Consolidated Gross Profit

Operating Income

Beer (A)

Wine and Spirits (A)

Corporate Operations and Other (A)

Comparable Adjustments

Consolidated Operating Income

Income (Loss) from Unconsolidated Investments

Beer (B)

Wine and Spirits (B)

Corporate Operations and Other (B)

Comparable Adjustments

Consolidated Income from Unconsolidated Investments

Comparable Earnings Before Interest and Taxes (A+B)

(as adjusted) ⁽¹⁾ (in millions)

	Fiscal Year 2017	First Quarter 2018	Second Quarter 2018	Third Quarter 2018	Fourth Quarter 2018	Fiscal Year 2018	First Quarter 2019
Year Over Year Growth in Net Sales:							
Beer						10%	11%
Wine and Spirits						(6%)	(3%)
Consolidated Net Sales						4%	6%
Year Over Year Growth in Gross Profit:							
Beer						18%	10%
Wine and Spirits						(3%)	(8%)
Consolidated Gross Profit						8%	6%
Year Over Year Growth in Operating Income:							
Beer						20%	5%
Wine and Spirits						-	(17%)
Corporate Operations and Other						(19%)	(34%)
Consolidated Operating Income						(5%)	11%
Gross Profit as a Percent of Net Sales:							
Beer	50.8%	54.9%	54.3%	54.6%	53.3%	54.3%	54.5%
Wine and Spirits	43.7%	45.8%	44.7%	45.4%	43.6%	44.8%	43.3%
Consolidated Gross Profit	48.1%	51.2%	51.2%	50.5%	48.0%	50.3%	51.2%
Operating Income as a Percent of Net Sales:							
Beer	36.3%	40.1%	41.2%	37.9%	38.0%	39.5%	37.8%
Wine and Spirits	25.6%	29.3%	26.3%	26.3%	27.1%	27.2%	25.0%
Corporate Operations and Other	(1.9%)	(1.9%)	(2.0%)	(2.3%)	(2.6%)	(2.2%)	(2.5%)
Consolidated Operating Income	32.6%	29.1%	34.4%	27.2%	29.0%	30.1%	30.6%

⁽¹⁾ 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.

(as previously reported) (1) (in millions)

	Fiscal Year	Fiscal Year	Fiscal Year	Fiscal Year	Fiscal Year		Second		Fourth	Fiscal Year
	7 ear 2013	7ear 2014	7 ear 2015	7 ear 2016	7 ear 2017		Quarter C 2018	Quarter (2018	Quarter 2018	7 ear 2018
Net Sales										
Beer (2)	\$ 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 (2)	(2,588.1)	(813.4)	-	-	-	-	-	-	-	-
Comparable Adjustments	- -		- -	- -	- -		-		4 705 0	- -
Consolidated Net Sales	\$ 2,796.1	\$ 4,867.7	\$ 6,028.0	\$ 6,548.4	\$ 7,331.5	\$ 1,935.5 \$	2,084.5 \$	1,799.1 \$	1,765.9	\$ 7,585.0
One as Bustit										
Gross Profit Beer ⁽²⁾	\$ 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	ъ 663.6 ъ 319.4	747.0 \$ 314.9	344.3	337.4	1,316.0
Corporate Operations and Other	1,110.1	-	1,172.3	1,235.0	1,300.7	319.4	514.9	344.3	337.4	1,310.0
Consolidation and Eliminations (2)	(755.4)	(241.5)		<u> </u>		_	_	-	-	
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	\$ 1,108.3	\$ 1,991.7	\$ 2,578.6	\$ 2,942.3	\$ 3,529.4		1,065.3 \$	907.5 \$	849.1	\$ 3,817.2
	, , , , , ,	· /	· /	, , , , , , , , , , , , , , , , , , , ,	· /	<u> </u>	,	*		· - /-
Operating Income										
Beer (2) (A)	\$ 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 (A)	650.2	637.8	674.3	727.0	800.8	205.6	185.1	199.0	211.0	800.7
Corporate Operations and Other (A)	(93.5)	(99.8)	(109.1)	(125.5)	(139.9)	(37.4)	(41.5)	(41.3)	(45.6)	(165.8)
Consolidation and Eliminations (2) (A)	(448.0)	(142.6)	-	<u>-</u>	- ·	-	-	-	-	<u>-</u>
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	\$ 522.9	\$ 2,437.7	\$ 1,500.2	\$ 1,765.1	\$ 2,399.4	\$ 568.1 \$	713.9 \$	486.8 \$	515.7	\$ 2,284.5
						-				
Income (Loss) from Unconsolidated Investments										
Crown Imports (2) (B)	\$ 221.1	\$ 70.3	\$ -	\$ -	\$ -	\$ - \$	- \$	- \$	-	\$ -
Wine and Spirits (B)	13.0	17.6	21.5	26.6	29.2	0.2	-	32.1	2.1	34.4
Corporate Operations and Other (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	\$ 233.1	\$ 87.8	\$ 21.5	\$ 51.1	\$ 27.3	\$ 0.4 \$	0.2 \$	249.1 \$	237.5	\$ 487.2
Comparable Earnings Before Interest and Taxes (A+B)	\$ 790.8	\$ 1,256.2	\$ 1,604.5	\$ 1,892.2	\$ 2,224.3	\$ 669.2 \$	710.0 \$	582.3 \$	546 3	\$ 2,507.8
comparable Lamingo Boloro intoroct and ranco (1116)	ψ 130.8	ψ 1,230.2	ψ 1,004.5	ψ 1,032.Z	Ψ 2,224.3	ψ 003.2 Φ	110.0 \$	JUZ.J \$	J 4 0.3	Ψ 2,507.8

(as previously reported) (1) (in millions)

	Fiscal	Fiscal	Fiscal	Fiscal	Fiscal	First	Second	Third	Fourth	Fiscal
	Year	Year	Year	Year	Year	Quarter	Quarter	Quarter	Quarter	Year
	2013	2014	2015	2016	2017	2018	2018	2018	2018	2018
Year Over Year Growth in Net Sales:										
Beer ⁽²⁾	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 (2)	5%	(69%)	(100%)	-	-	-	-	-	-	-
Consolidated Net Sales	5%	74%	24%	9%	12%	3%	3%	(1%)	8%	3%
Year Over Year Growth in Gross Profit:										
Beer (2)	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 (2)	5%	(68%)	(100%)	-	-	-	-	-	-	-
Consolidated Gross Profit	4%	80%	29%	14%	20%	13%	10%	2%	8%	8%
Year Over Year Growth in Operating Income:										
Beer (2)	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 (2)	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 (2)	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 (2)	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 (2)	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 (2)	17.3%	17.5%	_	-	-	-	-	-	- 1	-
Consolidated Operating Income	18.7%	50.1%	24.9%	27.0%	32.7%	29.4%	34.2%	27.1%	29.2%	30.1%

⁽¹⁾ 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

NM = Not Meaningful

⁽²⁾ 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.

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

Fiscal Year 2019 Consolidated Net Sales	First First Quarter Quarter Percent 2019 2018 Change \$ 2,047.1 \$ 1,928.5 6%	Second Quarter 2018 \$ 2,087.9	Third Quarter 2018 \$1,801.9	Fourth Quarter 2018 \$1,762.0	Fiscal Year 2018 \$7,580.3
Beer Net Sales	\$ 1,375.1 \$ 1,239.2 11%	\$ 1,381.7	\$1,042.5	\$ 997.0	\$ 4,660.4
Wine and Spirits Net Sales	\$ 672.0 \$ 689.3 (3%)	\$ 706.2	\$ 759.4	\$ 765.0	\$ 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 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.

Fiscal Year 2018 Consolidated Net Sales Less: Prisoner Less: October Wine and Spirits Acquisitions Less: Canadian Divestiture Consolidated Organic Net Sales	First Quarter 2018	Second Quarter 2018 Second Quarter 2017 Percent Change \$ 2,084.5 \$ 2,021.2 3% - (13.6) - (100.1) 8.000.1 \$ 2,070.9 \$ 1,921.1 8%	Third Quarter 2018	Fourth Quarter 2018	Fiscal Year Year Percent 2018 2017 Change \$7,585.0 \$7,331.5 3% (13.2) - (37.2) - (311.2) \$7,534.6 \$7,020.3 7%
Beer Net Sales Wine and Spirits Net Sales Less: Prisoner Less: October Wine and Spirits Acquisitions	\$ 1,242.3 \$ 1,151.0 8% \$ 693.2 \$ 720.8 (4%) (13.2) - (13.7) - (89.6)	\$ 1,378.9 \$ 1,222.5 13% \$ 705.6 \$ 798.7 (12%) - (100.1)	\$ 1,040.1 \$ 964.6 8% \$ 759.0 \$ 845.9 (10%) - (9.9) - (98.9)	\$ 997.2 \$ 891.2 12% \$ 768.7 \$ 736.8 4% (22.6)	\$4,658.5 \$4,229.3 10% \$2,926.5 \$3,102.2 (6%) (13.2) - (37.2) - (311.2)
Less: Canadian Divestiture Wine and Spirits Organic Net Sales	- (89.6) \$ 666.3 \$ 631.2 6% First First Currency Quarter Quarter Percent Currency Percent	- (100.1) \$ 692.0 \$ 698.6 (1%) Second Second Currency Quarter Quarter Percent Currency Percent	- (96.9) \$ 749.1 \$ 747.0 0% Third Third Currency Quarter Quarter Percent Currency Percent	\$ 768.7 \$ 714.2 8% Fourth Fourth Currency Quarter Quarter Percent Currency Percent	\$2,876.1 \$2,791.0 3% Size
Fiscal Year 2017 Consolidated Net Sales Less: Melormi Less: Ballast Point Less: Prisoner Less: October Wine and Spirits Acquisitions Less: Canadian Divestiture Consolidated Organic Net Sales	2017 2016 Change Impact Change ⁽¹⁾	2017 2016 Change impact Change(1) \$2,021.2 \$1,733.4 17% 17% (17.2) (46.0) - (8.8)	2017 2016 Change Impact Change 1)	2017 2016 Change Impact Change ⁽¹⁾ \$ 1,628.0 \$ 1,543.2 5% 5% (4.7) (13.5) (18.8) - (62.6) \$ 1,591.0 \$ 1,480.6 7% 7%	2017 2016 Change Impact Change (1) \$7,331.5 \$6,548.4 12% 12% 12% (52.5) (124.9) (47.3) - (24.2) - (62.6) \$7,082.6 \$6,485.8 9% 9%
Beer Net Sales Less: Ballast Point Wine and Spirits Net Sales	\$ 1,151.0 \$ 965.8 19% - 19% (42.4) - \$ 1,108.6 \$ 965.8 15% - 15%	\$1,222.5 \$1,019.5 20% - 20% (46.0) - \$1,176.5 \$1,019.5 15% - 15%	\$ 964.6 \$ 831.3 16% - 16% (31.8) - \$ 932.8 \$ 831.3 12% - 12%	\$ 891.2 \$ 806.0 11% - 11% (4.7) - \$ 886.5 \$ 806.0 10% - 10%	\$4,229.3 \$3,622.6 17% - 17% (124.9) - \$4,104.4 \$3,622.6 13% - 13%
Wine and Spirits Net sales Less: Meiomi Less: Prisoner Less: October Wine and Spirits Acquisitions Less: Canadian Divestiture Wine and Spirits Organic Net Sales	\$ 720.8 \$ 665.5 8% (1%) 9% (35.3) - (4.9)	\$ 798.7 \$ 713.9 12% - 12% (17.2) - (8.8)	\$ 845.9 \$ 809.2 5% - 4% - (20.1) (5.4)	\$ 736.8 \$ 737.2	\$ 3,102.2 \$ 2,925.8 6% - 6% (52.5) - (47.3) (24.2) - (62.6) \$ 2,978.2 \$ 2,863.2 4% - 4%

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

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

Fiscal Year 2016 Consolidated Net Sales Less: Meliomi Less: Ballast Point Consolidated Organic Net Sales Beer Net Sales Less: Ballast Point Beer Organic Net Sales	First Quarter Quarter 2016 2015 Percent Change Cha	Constant Currency Constant Currency Constant Currency Percent Currency Percent Change Impact Change III 10%	Third Quarter 2016 Quarter 2015 Change Impact Change Chan	Fourth Quarter 2016	Fiscal Year 2016 2015 Change Currency Percent Impact Change (1%) 10% (73.8) - (27.2)
Wine and Spirits Net Sales Less: Meiomi Wine and Spirits Organic Net Sales	\$ 665.5 \$ 658.3 1% (3%) 4% 	\$ 713.9 \$ 715.8 - (3%) 3% (3.8) - (1%) (3%) 3% \$ 710.1 \$ 715.8 (1%) (3%) 3%	\$ 809.2 \$ 773.4 5% (3%) 8% (34.7) - \$ 774.5 \$ 773.4 - (3%) 3%	\$ 737.2 \$ 691.9 7% (2%) 9% (35.3) - \$ 701.9 \$ 691.9 1% (2%) 4%	\$ 2,925.8 \$ 2,839.4 3% (3%) 6% (73.8) - (3%) 5 2,852.0 \$ 2,839.4 - (3%) 3%
Fiscal Year 2015 Consolidated Net Sales Less: Beer Business Acquisition Consolidated Organic Net Sales	First Cuarter Quarter 2015 2014 Percent Change Impact Change Cha	Second Quarter Quarter 2015 2014 Change Impact Change Cha	Third Currency Currency Percent Change (1) Time Tim	Fourth Currency Constant Currency Percent 2015 2016	Fiscal Year Year 2015 2014 Percent Currency Percent Currency Percent Change Impact Change
Beer Net Sales Less: Beer Business Acquisition Beer Organic Net Sales	\$ 867.7 \$ - NM - NM (867.7) - \$ - \$ - NM - NM	\$ 888.3 \$ 762.8 16% - 16% (73.4) - \$ 814.9 \$ 762.8 7% - 7%	\$ 768.3 \$ 661.6 16% - 16% 16%	\$ 664.3 \$ 597.8 11% - 11% \$ 664.3 \$ 597.8 11% - 11%	\$ 3,188.6 \$ 2,022.2 58% - 58% (941.1) - 52,247.5 \$ 2,022.2 11% - 11%
Wine and Spirits Net Sales	\$ 658.3 \$ 673.4 (2%) (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%
Fiscal Year 2014 Consolidated Net Sales Less: Mark West Less: Beer Business Acquisition Consolidated Organic Net Sales	First Constant Currency Percent Currency Percent Change Impact Change Cha	Second Quarter Quarter 2014 2013 Percent Currency Percent Currency Percent Currency Change Impact Change Chan	Third Cuarter Currency Percent	Fourth Currency Currency Percent Pe	Fiscal Year Year Year Year Year Year 2014 2013 Change Impact Change (1%) 75% (18.6) - (2,022.2) -
Wine and Spirits Net Sales Less: Mark West Wine and Spirits Organic Net Sales	\$ 673.4 \$ 634.8 6% - 6% (14.3) - \$ 659.1 \$ 634.8 4% - 4%	\$ 697.0 \$ 698.5 (4.3) - \$ 692.7 \$ 698.5 (1%) (1%)	\$ 781.7 \$ 766.9 2% (1%) 3% 	\$ 693.4 \$ 695.9 - (1%) 1% 	\$2,845.5 \$2,796.1 2% (1%) 2% (18.6) - \$2,826.9 \$2,796.1 1% (1%) 2%

Shipment and Depletion Information

Final Vivia 2010	First Quarter	First Quarter	Percent
Fiscal Year 2019 BEER	2019	2018	Change
(in millions, branded product, 24-pack, 12-ounce case equivalents)			
Shipment volume	77.9	71.7	8.6%
Depletion volume			8.9%
WINE AND SPIRITS (in millions, branded product, 9-liter case equivalents)			
Shipment volume	13.5	13.9	(2.9%)
U.S. Domestic shipment volume	12.5	12.9	(3.1%)
U.S. Domestic Focus Brands shipment volume (1)	7.8	7.7	1.3%
U.S. Domestic depletion volume			(3.6%)
U.S. Domestic Focus Brands depletion volume (1)			0.4%

⁽¹⁾ 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.

	First	First		Second	Second		Third	Third		Fourth	Fourth		Fiscal	Fiscal	
	Quarter	Quarter	Percent	Quarter	Quarter	Percent	Quarter	Quarter	Percent	Quarter	Quarter	Percent	Year	Year	Percent
Fiscal Year 2018	2018	2017	Change	2018	2017	Change	2018	2017	Change	2018	2017	Change	2018	2017	Change
BEER															
(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%
WINE AND SPIRITS															
(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 (2)	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 (2)	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 (2)			3.6%			12.3%			2.6%			7.1%			6.6%

⁽²⁾ 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 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 (in millions, branded product, 24-pack, 12-ounce case equivalents)		2010	<u> </u>	2017	20.0	Ondingo		2010	<u> Chango</u>	2011	2010	Ondingo		2010	Onlango
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 (3)	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 (3)	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 (3)			11.9%			8.7%			8.8%			6.9%			8.9%

⁽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, Nobilo, Robert Mondavi, Ruffino, Saved, Simi, SVEDKA Vodka, The Dreaming Tree, The Prisoner Brands and Wild Horse.

Shipment and Depletion Information

	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
Fiscal Year 2016	2016	2015	Change	2016	2015	Change	2016	2015	Change	2016	2015	Change	2016	2015	Change
BEER															
(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 (4)	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 (4)	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 (4)			6.7%			6.3%			4.0%			3.5%			5.0%

⁽⁴⁾ 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.

	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
Fiscal Year 2015	2015	2014	Change	2015	2014	Change	2015	2014	Change	2015	2014	Change	2015	2014	Change
BEER (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 (5)	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 (5)			(1.3%)			2.7%			-			-			0.3%

⁽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.

	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
Fiscal Year 2014	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)						<u></u>	-		<u> </u>				-		
(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 (6)	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 (6)	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 (6)			5.0%			4.6%			5.5%			6.8%			5.6%

⁽⁶⁾ 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.