

Business Segment Information

Organic Net Sales

Through February 28, 2019, our internal management financial reporting consisted of two business divisions: (i) Beer and (ii) Wine and Spirits. Beginning March 1, 2019, as a result of our November 2018 Canopy Investment and a change in our chief operating decision maker ("CODM") on March 1, 2019, we have changed our internal management financial reporting to consist of three business divisions: (i) Beer, (ii) Wine and Spirits, and (iii) Canopy. Consequently, as of May 31, 2019, we report our operating results in four segments: (i) Beer, (ii) Wine and Spirits, (iii) Corporate Operations and Other, and (iv) Canopy. The Canopy Equity Method Investment makes up the Canopy segment.

In the Beer segment, our portfolio consists of high-end imported and craft beer brands. We have an exclusive perpetual brand license to import, market, and sell in the U.S. our Mexican beer portfolio. In the Wine and Spirits segment, we sell a portfolio that includes higher-margin, higher-growth wine brands complemented by certain higher-end spirits brands. Amounts included in the Corporate Operations and Other segment consist of costs of executive management, corporate development, corporate finance, corporate growth and strategy, human resources, internal audit, investor relations, legal, public relations, and information technology, as well as our investments made through our corporate venture capital function. All costs included in the Corporate Operations and Other segment are general costs that are applicable to the consolidated group and are therefore not allocated to the other reportable segments. All costs reported within the Corporate Operations and Other segment are not included in our CODM's evaluation of the operating income (loss) performance of the other reportable segments. 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. Amounts included for the Canopy segment represent 100% of Canopy's reported results on a two-month lag, prepared in accordance with U.S. GAAP, and converted from Canadian dollars to U.S. dollars. Although we own less than 100% of the outstanding shares of Canopy, 100% of the Canopy results are included in the information below and subsequently eliminated in order to reconcile to our consolidated financial statements.

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			
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
Black Velvet Divestiture	Wine and Spirits	November 1, 2019	November 1, 2018 – October 31, 2019

⁽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 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			
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⁾
Black Velvet Divestiture	Wine and Spirits	November 1, 2019	November 1, 2018 – October 31, 2019

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

BUSINESS SEGMENT INFORMATION (AS ADJUSTED ⁽¹⁾)

	Fiscal Year 2017	Fiscal Year 2018	First Quarter 2019	Second Quarter 2019	Third Quarter 2019	Fourth Quarter 2019	Fiscal Year 2019	First Quarter 2020	Second Quarter 2020	Third Quarter 2020	Fourth Quarter 2020	Fiscal Year 2020
<i>(in millions)</i>												
Net Sales												
Beer	\$ 4,227.3	\$ 4,660.4	\$ 1,375.1	\$ 1,527.1	\$ 1,209.8	\$ 1,090.1	\$ 5,202.1	\$ 1,477.4	\$ 1,640.4	\$ 1,310.6	\$ 1,187.5	\$ 5,615.9
Wine and Spirits												
Wine	2,732.7	2,556.3	591.8	671.0	670.3	599.4	2,532.5	535.0	611.1	601.2	620.2	2,367.5
Spirits	361.1	363.6	80.2	101.0	92.5	107.7	381.4	84.8	92.5	87.6	95.2	360.1
Wine and Spirits	3,093.8	2,919.9	672.0	772.0	762.8	707.1	2,913.9	619.8	703.6	688.8	715.4	2,727.6
Canopy	-	-	-	-	-	48.6	48.6	70.7	67.7	58.0	93.8	290.2
Consolidation and Eliminations	-	-	-	-	-	(48.6)	(48.6)	(70.7)	(67.7)	(58.0)	(93.8)	(290.2)
Comparable Adjustments	-	-	-	-	-	-	-	-	-	-	-	-
Consolidated Net Sales	\$ 7,321.1	\$ 7,580.3	\$ 2,047.1	\$ 2,299.1	\$ 1,972.6	\$ 1,797.2	\$ 8,116.0	\$ 2,097.2	\$ 2,344.0	\$ 1,999.4	\$ 1,902.9	\$ 8,343.5
Gross Profit												
Beer	\$ 2,149.3	\$ 2,531.2	\$ 749.4	\$ 843.4	\$ 651.0	\$ 586.9	\$ 2,830.7	\$ 819.5	\$ 913.3	\$ 735.3	\$ 657.1	\$ 3,125.2
Wine and Spirits	1,352.3	1,309.4	290.8	336.6	340.9	311.2	1,279.5	271.7	292.1	310.6	314.6	1,189.0
Corporate Operations and Other	-	-	-	-	-	-	-	-	-	-	-	-
Canopy	-	-	-	-	-	11.2	11.2	11.3	9.8	(7.3)	31.6	45.4
Consolidation and Eliminations	-	-	-	-	-	(11.2)	(11.2)	(11.3)	(9.8)	7.3	(31.6)	(45.4)
Comparable Adjustments	17.4	(28.1)	8.4	(11.8)	(21.9)	(4.6)	(29.9)	(62.5)	(19.5)	(58.4)	(21.9)	(162.3)
Consolidated Gross Profit	\$ 3,519.0	\$ 3,812.5	\$ 1,048.6	\$ 1,168.2	\$ 970.0	\$ 893.5	\$ 4,080.3	\$ 1,028.7	\$ 1,185.9	\$ 987.5	\$ 949.8	\$ 4,151.9
Operating Income (Loss)												
Beer (A)	\$ 1,532.4	\$ 1,840.2	\$ 520.0	\$ 630.6	\$ 450.9	\$ 441.4	\$ 2,042.9	\$ 580.6	\$ 685.3	\$ 514.9	\$ 467.1	\$ 2,247.9
Wine and Spirits (A)	792.4	794.1	167.8	201.4	206.0	196.0	771.2	160.8	160.4	180.4	206.8	708.4
Corporate Operations and Other (A)	(139.9)	(165.8)	(50.2)	(51.3)	(45.0)	(51.4)	(197.9)	(43.7)	(53.7)	(51.3)	(75.2)	(223.9)
Canopy (A)	-	-	-	-	-	(82.7)	(82.7)	(170.0)	(160.5)	(210.8)	(144.5)	(685.8)
Consolidation and Eliminations (A)	-	-	-	-	-	82.7	82.7	170.0	160.5	210.8	144.5	685.8
Comparable Adjustments	204.1	(188.7)	(12.2)	(15.7)	(55.4)	(120.7)	(204.0)	(75.0)	(72.5)	(376.8)	(53.6)	(577.9)
Consolidated Operating Income (Loss)	\$ 2,389.0	\$ 2,279.8	\$ 625.4	\$ 765.0	\$ 556.5	\$ 465.3	\$ 2,412.2	\$ 622.7	\$ 719.5	\$ 267.2	\$ 545.1	\$ 2,154.5
Income (Loss) from Unconsolidated Investments												
Beer (B)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Wine and Spirits (B)	29.2	34.4	4.8	(1.0)	28.4	1.2	33.4	4.0	(1.0)	31.6	1.8	36.4
Corporate Operations and Other (B)	(0.2)	0.2	(0.1)	(1.1)	0.9	0.1	(0.2)	(1.1)	(0.2)	(0.5)	(1.4)	(3.2)
Canopy (B)	-	-	-	-	-	-	-	-	-	-	-	-
Consolidation and Eliminations (B)	-	\$ -	-	-	-	(16.5)	(16.5)	(54.4)	(54.7)	(71.1)	(41.5)	(221.7)
Comparable Adjustments	(1.7)	452.6	359.7	690.5	(163.9)	1,198.6	2,084.9	(879.1)	(1,268.8)	(416.5)	84.3	(2,480.1)
Consolidated Income (Loss) from Unconsolidated Investments	\$ 27.3	\$ 487.2	\$ 364.4	\$ 688.4	\$ (134.6)	\$ 1,183.4	\$ 2,101.6	\$ (930.6)	\$ (1,324.7)	\$ (456.5)	\$ 43.2	\$ (2,668.6)
Comparable Earnings (Losses) Before Interest and Taxes (A+B)	\$ 2,213.9	\$ 2,503.1	\$ 642.3	\$ 778.6	\$ 641.2	\$ 570.8	\$ 2,632.9	\$ 646.2	\$ 736.1	\$ 604.0	\$ 557.6	\$ 2,543.9

BUSINESS SEGMENT INFORMATION (AS ADJUSTED ⁽¹⁾)

	Fiscal Year 2017	Fiscal Year 2018	First Quarter 2019	Second Quarter 2019	Third Quarter 2019	Fourth Quarter 2019	Fiscal Year 2019	First Quarter 2020	Second Quarter 2020	Third Quarter 2020	Fourth Quarter 2020	Fiscal Year 2020
Year Over Year Growth in Net Sales:												
Beer		10%	11%	11%	16%	9%	12%	7%	7%	8%	9%	8%
Wine and Spirits		(6%)	(3%)	9%	0%	(8%)	(0%)	(8%)	(9%)	(10%)	1%	(6%)
Canopy		NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM
Consolidation and Eliminations		NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM
Consolidated Net Sales		4%	6%	10%	9%	2%	7%	2%	2%	1%	6%	3%
Year Over Year Growth in Gross Profit:												
Beer		18%	10%	12%	14%	10%	12%	9%	8%	13%	12%	10%
Wine and Spirits		(3%)	(8%)	7%	(1%)	(7%)	(2%)	(7%)	(13%)	(9%)	1%	(7%)
Canopy		NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM
Consolidation and Eliminations		NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM
Consolidated Gross Profit		8%	6%	9%	7%	6%	7%	(2%)	2%	2%	6%	2%
Year Over Year Growth in Operating Income (Loss):												
Beer		20%	5%	11%	14%	16%	11%	12%	9%	14%	6%	10%
Wine and Spirits		0%	(17%)	8%	3%	(5%)	(3%)	(4%)	(20%)	(12%)	6%	(8%)
Corporate Operations and Other		19%	34%	24%	9%	13%	19%	(13%)	5%	14%	46%	13%
Canopy		NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM
Consolidation and Eliminations		NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM
Consolidated Operating Income (Loss)		(5%)	11%	7%	14%	(9%)	6%	(0%)	(6%)	(52%)	17%	(11%)
Gross Profit as a Percent of Net Sales:												
Beer	50.8%	54.3%	54.5%	55.2%	53.8%	53.8%	54.4%	55.5%	55.7%	56.1%	55.3%	55.6%
Wine and Spirits	43.7%	44.8%	43.3%	43.6%	44.7%	44.0%	43.9%	43.8%	41.5%	45.1%	44.0%	43.6%
Canopy	NM	NM	NM	NM	NM	23.0%	23.0%	16.0%	14.5%	(12.6%)	33.7%	15.6%
Consolidation and Eliminations	NM	NM	NM	NM	NM	23.0%	23.0%	16.0%	14.5%	(12.6%)	33.7%	15.6%
Consolidated Gross Profit	48.1%	50.3%	51.2%	50.8%	49.2%	49.7%	50.3%	49.1%	50.6%	49.4%	49.9%	49.8%
Operating Income (Loss) as a Percent of Net Sales:												
Beer	36.3%	39.5%	37.8%	41.3%	37.3%	40.5%	39.3%	39.3%	41.8%	39.3%	39.3%	40.0%
Wine and Spirits	25.6%	27.2%	25.0%	26.1%	27.0%	27.7%	26.5%	25.9%	22.8%	26.2%	28.9%	26.0%
Corporate Operations and Other	(1.9%)	(2.2%)	(2.5%)	(2.2%)	(2.3%)	(2.9%)	(2.4%)	(2.1%)	(2.3%)	(2.6%)	(4.0%)	(2.7%)
Canopy	NM	NM	NM	NM	NM	(170.2%)	(170.2%)	NM	NM	NM	NM	NM
Consolidation and Eliminations	NM	NM	NM	NM	NM	(170.2%)	(170.2%)	NM	NM	NM	NM	NM
Consolidated Operating Income (Loss)	32.6%	30.1%	30.6%	33.3%	28.2%	25.9%	29.7%	29.7%	30.7%	13.4%	28.6%	25.8%

⁽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 year 2018 presented herein has been adjusted to reflect the adoption of this amended guidance. Annual and interim periods prior to fiscal year 2017, including interim periods for fiscal year 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 ⁽¹⁾)

	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
<i>(in millions)</i>									
Net Sales									
Beer ⁽²⁾	\$ 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	2,554.2	2,523.4	2,591.4	2,739.3	605.0	610.7	666.6	677.2	2,559.5
Spirits	291.3	316.0	334.4	362.9	88.2	94.9	92.4	91.5	367.0
Wine and Spirits	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⁾	(813.4)	-	-	-	-	-	-	-	-
Comparable Adjustments	-	-	-	-	-	-	-	-	-
Consolidated Net Sales	<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>
Gross Profit									
Beer ⁽²⁾	\$ 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	1,117.1	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 ⁽²⁾	(241.5)	-	-	-	-	-	-	-	-
Comparable Adjustments	(16.0)	(59.5)	(68.7)	17.4	(7.7)	3.4	(3.8)	(20.0)	(28.1)
Consolidated Gross Profit	<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>
Operating Income									
Beer ⁽²⁾ (A)	\$ 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)	637.8	674.3	727.0	800.8	205.6	185.1	199.0	211.0	800.7
Corporate Operations and Other (A)	(99.8)	(109.1)	(125.5)	(139.9)	(37.4)	(41.5)	(41.3)	(45.6)	(165.8)
Consolidation and Eliminations ⁽²⁾ (A)	(142.6)	-	-	-	-	-	-	-	-
Comparable Adjustments	1269.4	(82.8)	(100.5)	204.1	(100.7)	4.1	(63.3)	(28.8)	(188.7)
Consolidated Operating Income	<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>
Income (Loss) from Unconsolidated Investments									
Crown Imports ⁽²⁾ (B)	\$ 70.3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Wine and Spirits (B)	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	(0.1)	-	24.5	(1.7)	-	-	216.9	235.7	452.6
Consolidated Income (Loss) from Unconsolidated Investments	<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 (A+B)	<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 ⁽¹⁾)

	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 ⁽²⁾	10%	12%	14%	17%	8%	13%	8%	12%	10%
Wine and Spirits	2%	(0%)	3%	6%	(4%)	(12%)	(10%)	4%	(6%)
Consolidation and Eliminations ⁽²⁾	(69%)	(100%)	0%	0%	0%	0%	0%	0%	0%
Consolidated Net Sales	74%	24%	9%	12%	3%	3%	(1%)	8%	3%
Year Over Year Growth in Gross Profit:									
Beer ⁽²⁾	50%	29%	21%	21%	19%	21%	14%	15%	18%
Wine and Spirits	0%	5%	5%	10%	7%	(11%)	(11%)	5%	(3%)
Consolidation and Eliminations ⁽²⁾	(68%)	(100%)	0%	0%	0%	0%	0%	0%	0%
Consolidated Gross Profit	80%	29%	14%	20%	13%	10%	2%	8%	8%
Year Over Year Growth in Operating Income:									
Beer ⁽²⁾	73%	32%	24%	21%	22%	26%	17%	12%	20%
Wine and Spirits	(2%)	6%	8%	10%	22%	(10%)	(14%)	8%	(0%)
Corporate Operations and Other	7%	9%	15%	11%	(31%)	(15%)	(18%)	(14%)	19%
Consolidation and Eliminations ⁽²⁾	(68%)	(100%)	0%	0%	0%	0%	0%	0%	0%
Consolidated Operating Income	NM	(38%)	18%	36%	3%	17%	(9%)	(27%)	(5%)
Gross Profit as a Percent of Net Sales:									
Beer ⁽²⁾	39.9%	46.0%	49.0%	50.9%	55.0%	54.2%	54.5%	53.3%	54.3%
Wine and Spirits	39.3%	41.3%	42.2%	43.9%	46.1%	44.6%	45.4%	43.9%	45.0%
Consolidation and Eliminations ⁽²⁾	29.7%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Consolidated Gross Profit	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⁾	27.3%	31.9%	34.9%	36.3%	40.3%	41.1%	37.7%	38.0%	39.5%
Wine and Spirits	22.4%	23.7%	24.8%	25.8%	29.7%	26.2%	26.2%	27.4%	27.4%
Corporate Operations and Other	(1.8%)	(1.8%)	(1.9%)	(1.9%)	(1.9%)	(2.0%)	(2.3%)	(2.6%)	(2.2%)
Consolidation and Eliminations ⁽²⁾	17.5%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Consolidated Operating Income	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

⁽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.

NM = Not Meaningful

REPORTED, ORGANIC, AND CONSTANT CURRENCY NET SALES ⁽¹⁾

(in millions)

Fiscal Year 2020	First Quarter	First Quarter	Percent Change		Second Quarter	Second Quarter	Percent Change		Third Quarter	Third Quarter	Percent Change		Fourth Quarter	Fourth Quarter	Percent Change		Fiscal Year	Fiscal Year	Percent Change
	2020	2019			2020	2019			2020	2019			2020	2019			2020	2019	
Consolidated Net Sales	\$ 2,097.2	\$ 2,047.1	2%		\$ 2,344.0	\$ 2,299.1	2%		\$ 1,999.4	\$ 1,972.6	1%		\$ 1,902.9	\$ 1,797.2	6%		\$ 8,343.5	\$ 8,116.0	3%
Less: Black Velvet Divestiture	-	-			-	-			-	(8.5)			-	(17.5)			-	(26.0)	
Consolidated Organic Net Sales	<u>\$ 2,097.2</u>	<u>\$ 2,047.1</u>	2%		<u>\$ 2,344.0</u>	<u>\$ 2,299.1</u>	2%		<u>\$ 1,999.4</u>	<u>\$ 1,964.1</u>	2%		<u>\$ 1,902.9</u>	<u>\$ 1,779.7</u>	7%		<u>\$ 8,343.5</u>	<u>\$ 8,090.0</u>	3%
Beer Net Sales	\$ 1,477.4	\$ 1,375.1	7%		\$ 1,640.4	\$ 1,527.1	7%		\$ 1,310.6	\$ 1,209.8	8%		\$ 1,187.5	\$ 1,090.1	9%		\$ 5,615.9	\$ 5,202.1	8%
Wine and Spirits Net Sales	\$ 619.8	\$ 672.0	(8%)		\$ 703.6	\$ 772.0	(9%)		\$ 688.8	\$ 762.8	(10%)		\$ 715.4	\$ 707.1	1%		\$ 2,727.6	\$ 2,913.9	(6%)
Less: Black Velvet Divestiture	-	-			-	-			-	(8.5)			-	(17.5)			-	(26.0)	
Wine and Spirits Organic Net Sales	<u>\$ 619.8</u>	<u>\$ 672.0</u>	(8%)		<u>\$ 703.6</u>	<u>\$ 772.0</u>	(9%)		<u>\$ 688.8</u>	<u>\$ 754.3</u>	(9%)		<u>\$ 715.4</u>	<u>\$ 689.6</u>	4%		<u>\$ 2,727.6</u>	<u>\$ 2,887.9</u>	(6%)

⁽¹⁾ Constant currency percent change is presented only for those comparative periods prior to the divestiture of the Canadian wine business. Constant currency percent change may not sum due to rounding as each item is computed independently.

Fiscal Year 2019	First Quarter	First Quarter	Percent Change		Second Quarter	Second Quarter	Percent Change		Third Quarter	Third Quarter	Percent Change		Fourth Quarter	Fourth Quarter	Percent Change		Fiscal Year	Fiscal Year	Percent Change
	2019	2018			2019	2018			2019	2018			2019	2018					
Consolidated Net Sales	\$ 2,047.1	\$ 1,928.5	6%		\$ 2,299.1	\$ 2,087.9	10%		\$ 1,972.6	\$ 1,801.9	9%		\$ 1,797.2	\$ 1,762.0	2%		\$ 8,116.0	\$ 7,580.3	7%
Beer Net Sales	\$ 1,375.1	\$ 1,239.2	11%		\$ 1,527.1	\$ 1,381.7	11%		\$ 1,209.8	\$ 1,042.5	16%		\$ 1,090.1	\$ 997.0	9%		\$ 5,202.1	\$ 4,660.4	12%
Wine and Spirits Net Sales	\$ 672.0	\$ 689.3	(3%)		\$ 772.0	\$ 706.2	9%		\$ 762.8	\$ 759.4	0%		\$ 707.1	\$ 765.0	(8%)		\$ 2,913.9	\$ 2,919.9	(0%)

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.

Fiscal Year 2018	First Quarter	First Quarter	Percent Change		Second Quarter	Second Quarter	Percent Change		Third Quarter	Third Quarter	Percent Change		Fourth Quarter	Fourth Quarter	Percent Change		Fiscal Year	Fiscal Year	Percent Change
	2018	2017			2018	2017			2018	2017			2018	2017					
Consolidated Net Sales	\$ 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)	
Consolidated Organic Net Sales	<u>\$ 1,908.6</u>	<u>\$ 1,782.2</u>	7%		<u>\$ 2,070.9</u>	<u>\$ 1,921.1</u>	8%		<u>\$ 1,789.2</u>	<u>\$ 1,711.6</u>	5%		<u>\$ 1,765.9</u>	<u>\$ 1,605.4</u>	10%		<u>\$ 7,534.6</u>	<u>\$ 7,020.3</u>	7%
Beer Net Sales	\$ 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%
Wine and Spirits Net Sales	\$ 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)	
Wine and Spirits Organic Net Sales	<u>\$ 666.3</u>	<u>\$ 631.2</u>	6%		<u>\$ 692.0</u>	<u>\$ 698.6</u>	(1%)		<u>\$ 749.1</u>	<u>\$ 747.0</u>	0%		<u>\$ 768.7</u>	<u>\$ 714.2</u>	8%		<u>\$ 2,876.1</u>	<u>\$ 2,791.0</u>	3%

Fiscal Year 2017	First Quarter	First Quarter	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾		Second Quarter	Second Quarter	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾		Third Quarter	Third Quarter	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾		Fourth Quarter	Fourth Quarter	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾		Fiscal Year	Fiscal Year	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾
	2017	2016					2017	2016					2017	2016					2017	2016					2017	2016			
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: Meiomi	(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	<u>\$ 1,789.2</u>	<u>\$ 1,631.3</u>	10%	-%	10%		<u>\$ 1,949.2</u>	<u>\$ 1,733.4</u>	12%	-%	13%		<u>\$ 1,753.2</u>	<u>\$ 1,640.5</u>	7%	-%	7%		<u>\$ 1,591.0</u>	<u>\$ 1,480.6</u>	7%	-%	7%		<u>\$ 7,082.6</u>	<u>\$ 6,485.8</u>	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	<u>\$ 1,108.6</u>	<u>\$ 965.8</u>	15%	-%	15%		<u>\$ 1,176.5</u>	<u>\$ 1,019.5</u>	15%	-%	15%		<u>\$ 932.8</u>	<u>\$ 831.3</u>	12%	-%	12%		<u>\$ 886.5</u>	<u>\$ 806.0</u>	10%	-%	10%		<u>\$ 4,104.4</u>	<u>\$ 3,622.6</u>	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	(0)%	-%	-%		\$ 3,102.2	\$ 2,925.8	6%	-%	6%
Less: Meiomi	(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	<u>\$ 689.6</u>	<u>\$ 665.5</u>	2%	(1)%	3%		<u>\$ 772.7</u>	<u>\$ 713.9</u>	8%	-%	8%		<u>\$ 820.4</u>	<u>\$ 809.2</u>	1%	-%	1%		<u>\$ 704.5</u>	<u>\$ 674.6</u>	4%	-%	4%		<u>\$ 2,978.2</u>	<u>\$ 2,863.2</u>	4%	-%	4%

REPORTED, ORGANIC, AND CONSTANT CURRENCY NET SALES ⁽¹⁾

(in millions)

Fiscal Year 2016	First Quarter	First Quarter	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Second Quarter	Second Quarter	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Third Quarter	Third Quarter	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Fourth Quarter	Fourth Quarter	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Fiscal Year	Fiscal Year	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾
	2016	2015				2016	2015				2016	2015				2016	2015				2016	2015			
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: Meiomii	-	-	-	-	-	(3.8)	-	-	-	-	(34.7)	-	-	-	-	(35.3)	-	-	-	-	(73.8)	-	-	-	-
Less: Ballast Point	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(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)	-	-	-	-
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	(0)%	(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: Meiomii	-	-	-	-	-	(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	0%	(3)%	3%	\$ 701.9	\$ 691.9	1%	(2)%	4%	\$ 2,852.0	\$ 2,839.4	0%	(3)%	3%

Fiscal Year 2015	First Quarter	First Quarter	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Second Quarter	Second Quarter	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Third Quarter	Third Quarter	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Fourth Quarter	Fourth Quarter	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Fiscal Year	Fiscal Year	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾
	2015	2014				2015	2014				2015	2014				2015	2014				2015	2014			
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	(0)%	(2)%	2%	\$ 2,839.4	\$ 2,845.5	(0)%	(1)%	1%

SHIPMENT AND DEPLETION INFORMATION

Fiscal Year 2020	First Quarter	First Quarter	Percent Change	Second Quarter	Second Quarter	Percent Change	Third Quarter	Third Quarter	Percent Change	Fourth Quarter	Fourth Quarter	Percent Change	Fiscal Year	Fiscal Year	Percent Change
	2020	2019		2020	2019		2020	2019		2020	2019		2020	2019	
BEER															
(in millions, branded product, 24-pack, 12-ounce case equivalents)															
Shipment volume	82.1	77.9	5.4%	91.9	87.3	5.3%	72.6	68.0	6.8%	65.3	60.9	7.2%	311.9	294.1	6.1%
Depletion volume			6.6%			6.2%			7.3%			10.7%			7.5%
WINE AND SPIRITS															
(in millions, branded product, 9-liter case equivalents)															
Shipment volume	12.4	13.5	(8.1%)	14.4	16.0	(10.0%)	12.8	14.8	(13.5%)	14.0	14.2	(1.4%)	53.6	58.5	(8.4%)
Organic shipment volume	12.4	13.5	(8.1%)	14.4	16.0	(10.0%)	12.8	14.5	(11.7%)	14.0	13.8	1.4%	53.6	57.8	(7.3%)
U.S. Domestic shipment volume	11.3	12.5	(9.6%)	13.5	14.8	(8.8%)	11.6	13.8	(15.9%)	13.1	13.3	(1.5%)	49.5	54.4	(9.0%)
U.S. Domestic organic shipment volume	11.3	12.5	(9.6%)	13.5	14.8	(8.8%)	11.6	13.5	(14.1%)	13.1	12.9	1.6%	49.5	53.7	(7.8%)
U.S. Domestic Power Brands shipment volume ⁽¹⁾	4.5	5.3	(15.1%)	6.3	6.3	0.0%	5.9	5.9	0.0%	6.3	5.9	6.8%	23.0	23.4	(1.7%)
U.S. Domestic depletion volume			(0.7%)			(13.3%)			(5.8%)			(0.4%)			(5.1%)
U.S. Domestic Power Brands depletion volume ⁽¹⁾			4.2%			(3.8%)			3.3%			4.6%			2.1%

⁽¹⁾ U.S. Domestic Power Brands include the following brands and/or portfolio of brands: 7 Moons, Auros, Casa Noble, Champagne Palmer & Co, Cooper & Thief, Crafters Union, Cuvée Sauvage, Drylands, High West, Kim Crawford, Meiomi, Mi CAMPO, Mount Veeder, Nelson's Green Brier, Nobilo, Ruffino, SIMI, Spoken Barrel, SVEDKA, The Real McCoy, and the Charles Smith, Prisoner, Robert Mondavi, and Schrader portfolio of brands.

Fiscal Year 2019	First Quarter	First Quarter	Percent Change	Second Quarter	Second Quarter	Percent Change	Third Quarter	Third Quarter	Percent Change	Fourth Quarter	Fourth Quarter	Percent Change	Fiscal Year	Fiscal Year	Percent Change
	2019	2018		2019	2018		2019	2018		2019	2018		2019	2018	
BEER															
(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%	60.9	56.4	8.0%	294.1	268.0	9.7%
Depletion volume			8.9%			10.1%			7.8%			8.1%			8.8%
WINE AND SPIRITS															
(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	0.0%	14.2	15.6	(9.0%)	58.5	59.0	(0.8%)
U.S. Domestic shipment volume	12.5	12.9	(3.1%)	14.8	13.6	8.8%	13.8	13.6	1.5%	13.3	14.6	(8.9%)	54.4	54.7	(0.5%)
U.S. Domestic Focus Brands shipment volume ⁽²⁾	7.8	7.7	1.3%	9.4	8.3	13.3%	8.3	8.3	0.0%	8.4	8.8	(4.5%)	33.9	33.1	2.4%
U.S. Domestic depletion volume			(3.6%)			0.2%			(3.2%)			(4.0%)			(2.6%)
U.S. Domestic Focus Brands depletion volume ⁽²⁾			0.4%			2.3%			0.3%			(0.6%)			0.6%

⁽²⁾ U.S. Domestic Focus Brands include the following brands and/or portfolio 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, The Dreaming Tree, and the Charles Smith and Prisoner portfolio of brands.

SHIPMENT AND DEPLETION INFORMATION

Fiscal Year 2018	First Quarter	First Quarter	Percent Change	Second Quarter	Second Quarter	Percent Change	Third Quarter	Third Quarter	Percent Change	Fourth Quarter	Fourth Quarter	Percent Change	Fiscal Year	Fiscal Year	Percent Change
	2018	2017		2018	2017		2018	2017		2018	2017		2018	2017	
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 ⁽³⁾	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 ⁽³⁾	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 ⁽³⁾			3.6%			12.3%			2.6%			7.1%			6.6%

⁽³⁾ 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, The Dreaming Tree, The Prisoner, and The Velvet Devil.

Fiscal Year 2017	First Quarter	First Quarter	Percent Change	Second Quarter	Second Quarter	Percent Change	Third Quarter	Third Quarter	Percent Change	Fourth Quarter	Fourth Quarter	Percent Change	Fiscal Year	Fiscal Year	Percent Change
	2017	2016		2017	2016		2017	2016		2017	2016		2017	2016	
BEER															
(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 ⁽⁴⁾	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 ⁽⁴⁾	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 ⁽⁴⁾			11.9%			8.7%			8.8%			6.9%			8.9%

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

SHIPMENT AND DEPLETION INFORMATION

Fiscal Year 2016	First Quarter	First Quarter	Percent Change	Second Quarter	Second Quarter	Percent Change	Third Quarter	Third Quarter	Percent Change	Fourth Quarter	Fourth Quarter	Percent Change	Fiscal Year	Fiscal Year	Percent Change
	2016	2015		2016	2015		2016	2015		2016	2015		2016	2015	
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 ⁽⁵⁾	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 ⁽⁵⁾	6.2	5.9	5.1%	6.7	6.3	6.3%	7.1	7.1	0.0%	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 ⁽⁵⁾			6.7%			6.3%			4.0%			3.5%			5.0%

⁽⁵⁾ 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, The Dreaming Tree, and Wild Horse.

Fiscal Year 2015	First Quarter	First Quarter	Percent Change	Second Quarter	Second Quarter	Percent Change	Third Quarter	Third Quarter	Percent Change	Fourth Quarter	Fourth Quarter	Percent Change	Fiscal Year	Fiscal Year	Percent Change
	2015	2014		2015	2014		2015	2014		2015	2014		2015	2014	
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	0.0%	12.8	13.2	(3.0%)	50.5	51.3	(1.6%)
U.S. Domestic Focus Brands shipment volume ⁽⁶⁾	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%			0.0%			(0.6%)			(0.1%)
U.S. Domestic Focus Brands depletion volume ⁽⁶⁾			(1.3%)			2.7%			0.0%			0.0%			0.3%

⁽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, Toasted Head, and Wild Horse.