

# INTERNATIONAL WINE ASSOCIATES

GLOBAL WINE ADVISORS—CORPORATE FINANCE—GENERAL MANAGEMENT—MARKETING—VINEYARD BROKERS

Telephone : (707) 433-8122

Facsimile : (707) 433-7519

WEB SITE : [www.intlwine.com](http://www.intlwine.com)

CORPORATE FINANCE ADVISORS TO THE GLOBAL WINE INDUSTRY  
Total transactions valued at over US \$ 750 Million

<p><b>Jackson Family Farms</b> has acquired <b>Chateau Potelle Winery</b> a Napa Valley Winery</p> <p>IWA initiated this transaction &amp; served as strategic financial advisors to Chateau Potelle</p> <p>September 2007</p>	<p><b>Klein Family Vintners</b> has acquired <b>Davis Bynum</b> A Russian River Wine Brand Healdsburg, California</p> <p>IWA initiated this transaction &amp; served as strategic financial advisors to Davis Bynum</p> <p>August 2007</p>	<p><b>Billington Imports</b> has acquired <b>Havens Wine Cellars</b> a Napa Valley Winery from <b>Mobius Partnership</b></p> <p>IWA initiated this transaction &amp; served as strategic financial advisors to Mobius</p> <p>December 2006</p>
<p><b>The Wine Group</b> has acquired <b>Big House &amp; Cardinal Zin</b> California Wine Brands from <b>Bonny Doon Vineyard</b></p> <p>IWA initiated this transaction &amp; served as strategic financial advisors to Bonny Doon</p> <p>August 2006</p>	<p><b>Koves-Newlan Winery</b> Napa Valley, California</p> <p>Has been acquired by <b>A Private Investor</b></p> <p>IWA initiated this transaction, acted as broker &amp; strategic financial advisors to Koves-Newlan</p> <p>June 2006</p>	<p><b>Axiom Wine Company</b> has acquired <b>Red Truck</b> a California Wine Brand from <b>Cline Cellars</b></p> <p>IWA initiated this transaction &amp; served as strategic financial advisors to Cline</p> <p>December 2005</p>
<p>a subsidiary of <b>Jim Beam Brands</b> has acquired <b>Wild Horse Winery</b> Templeton, California</p> <p>IWA initiated this transaction &amp; acted as strategic financial advisors for Wild Horse</p> <p>August 2003</p>	<p>a subsidiary of <b>Fosters Brewing Group</b> has acquired <b>Carmenet</b> a California Wine Brand from <b>The Chalone Wine Group</b></p> <p>IWA initiated this transaction &amp; served as exclusive financial advisors to Chalone</p> <p>September 2002</p>	<p>a subsidiary of <b>Vincor International Inc.</b> has acquired <b>The Hogue Cellars</b> Prosser, Washington</p> <p>IWA initiated this transaction &amp; served as exclusive financial advisors to Hogue</p> <p>September 2001</p>
<p><b>The Chalone Wine Group</b> has acquired <b>The Hewitt Vineyard,</b> Rutherford, California</p> <p>IWA acted as strategic advisor and provided due diligence services to Chalone in this transaction</p> <p>February 2000</p>	<p><b>Mildara Blass Ltd.</b> has acquired Napa Valley Vineyard development property from <b>Juliana Vineyards</b> St. Helena, California</p> <p>IWA acted as advisor to Mildara Blass</p> <p>September 1998</p>	<p>a subsidiary of <b>Jim Beam Brands</b> has acquired <b>Geysler Peak Winery</b> Geyserville, California</p> <p>IWA acted as strategic advisor and provided due diligence services to Jim Beam</p> <p>August 1998</p>
<p><b>The European Bank for Reconstruction and Development</b> has provided debt and equity financing to <b>Domaine Boyar AD</b> Sofia, Bulgaria</p> <p>IWA provided general management, financial &amp; technical due diligence services to EBRD</p> <p>August 1998</p>	<p><b>Fosters Brewing Group</b> <b>Mildara Blass Ltd.</b> and <b>Vina Santa Carolina S.A.</b> have established a joint-venture to produce and market Chilean wines.</p> <p>IWA initiated this transaction &amp; acted as financial and strategic advisor to Mildara Blass Ltd.</p> <p>June 1997</p>	<p><b>Southcorp Wines Pty.</b> and <b>Paragon Vineyard Company</b> have established a joint-venture company to produce and market California wines.</p> <p>IWA represented Paragon and acted as strategic advisor to the joint-venture</p> <p>August 1996</p>
<p><b>Robert Mondavi Corporation</b> has acquired an interest in <b>Caliterra</b> a Chilean Wine Brand from <b>Vina Errazuriz</b> and they have established a joint-venture to produce and market Chilean wines.</p> <p>IWA acted as strategic advisor to Vina Errazuriz</p> <p>October 1995</p>	<p><b>Heublein Inc.</b> has sold <b>The Oakville Winery</b> Oakville, California to <b>Pelissa &amp; Hale</b></p> <p>IWA &amp; partners initiated this transaction &amp; represented Heublein Inc</p> <p>June 1993</p>	<p><b>Heublein Inc.</b> has sold <b>The Greystone Building</b> St. Helena, California to <b>Culinary Institute of America</b></p> <p>IWA &amp; partners initiated this transaction &amp; represented Heublein Inc</p> <p>January 1993</p>