

# INTERNATIONAL WINE ASSOCIATES

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





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CORPORATE FINANCE ADVISORS TO THE GLOBAL WINE INDUSTRY  
Total transactions valued at over US \$ 950 Million

 <p>Sold Certain California &amp; Pacific Northwest Wine Assets (Geyser Peak, Buena Vista, Gary Farrell, Atlas Peak, XYZin, Columbia Winery, Covey Run &amp; Ste. Chapelle) to</p> <p><b>Ascentia Wine Estates</b></p> <p>IWA served as advisors to Constellation</p> <p>June 2008</p>	<p><b>Klein Family Vintners</b> has acquired</p>  <p><b>A Russian River Wine Brand</b> Healdsburg, California</p> <p>IWA initiated &amp; served as strategic advisors to Davis Bynum in this transaction &amp; sold the winery &amp; vineyard assets to a private investor in a separate transaction.</p> <p>March 2008 August 2007</p>	<p><b>Jackson Family Farms</b> has acquired</p> <p><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>Leslie Rudd</b> has acquired</p> <p><b>Hedin Vineyard</b> Healdsburg, California</p> <p>IWA initiated this transaction &amp; served as strategic advisors to Hedin</p> <p>April 2007</p>	<p><b>Billington Imports</b> has acquired</p>  <p><b>HAVENS</b> a Napa Valley Winery</p> <p>from</p> <p><b>Mobius Partnership</b></p> <p>IWA initiated this transaction &amp; served as strategic financial advisors &amp; broker to Mobius</p> <p>December 2006</p>	<p><b>The Wine Group</b> has acquired</p> <p><b>Big House &amp; Cardinal Zin</b> California Wine Brands from</p>  <p>IWA initiated this transaction &amp; served as strategic financial advisors to Bonny Doon</p> <p>August 2006</p>
 <p>Napa Valley, California has been acquired by</p> <p><b>A Private Investor</b></p> <p>IWA initiated this transaction, acted as strategic financial advisors to Koves-Newlan</p> <p>June 2006</p>	<p><b>585 Wine Partners</b> has acquired</p> <p><b>red truck</b> a California Wine Brand from</p>  <p>IWA initiated this transaction &amp; served as strategic financial advisors to Cline Cellars</p> <p>December 2005</p>	<p><b>A Private Investor</b> has acquired the</p> <p><b>Hillview Vineyard Property</b> Napa Valley, California</p> <p>IWA served as financial advisors to the seller</p> <p>November 2005</p>
<p>a subsidiary of</p> <p><b>Jim Beam Brands</b> has acquired</p>  <p><b>WILD HORSE</b> WINERY &amp; VINEYARDS</p> <p>Templeton, California</p> <p>IWA initiated this transaction &amp; acted as strategic financial advisors for Wild Horse</p> <p>August 2003</p>	 <p>IWA served as financial &amp; strategic wine industry advisors to Wells Fargo Bank in the DeLoach Vineyard bankruptcy</p> <p>Spring &amp; Summer 2003</p>	<p><b>The Chalone Wine Group</b> has sold</p> <p><b>The Vintage Lane Winery</b> To <b>Justi Creek LLC</b></p> <p>IWA initiated this transaction &amp; served as Exclusive financial advisors to Chalone.</p> <p>December 2002</p>

<p><b>Beringer Blass Wine Estates</b> has acquired the brand</p>  <p>From The Chalone Wine Group, Inc. 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</p>  <p><b>Prosser, Washington</b> IWA initiated this transaction &amp; served as exclusive financial advisors to Hogue</p> <p>September 2001</p>	<p><b>Beckstoffer Vineyards</b> has acquired the Talmage Vineyard in Mendocino County, California from</p>  <p>IWA initiated this transaction &amp; served as exclusive financial advisors to Parducci</p> <p>January 2001</p>
 <p>And</p>  <p><b>Cabonne Limited</b></p> <p>have established a global joint-venture to produce and market Australian wines. IWA represented Cabonne</p> <p>December 2000</p>	<p><b>The Chalone Wine Group</b> has acquired</p>  <p><b>Rutherford, California</b> IWA acted as strategic advisor and provided due diligence services to Chalone in this transaction</p> <p>February 2000</p>	<p><b>SONOMA-CUTRER</b> VINEYARDS</p> <p>has been acquired by</p>  <p><b>BROWN-FORMAN</b></p> <p>IWA served as advisor &amp; provided a Fairness Opinion to Sonoma-Cutrer</p> <p>March, 1999</p>
<p><b>Mildara Blass Ltd.</b> has acquired Napa Valley Vineyard development property from</p> <p><b>Juliana Vineyards</b> St. Helena, California IWA acted as advisor to Mildara Blass</p> <p>September 1998</p>	<p>a subsidiary of <b>Jim Beam Brands</b> has acquired</p>  <p><b>GEYSER PEAK WINERY</b> <b>Geyserville, California</b> IWA acted as strategic advisor and provided due diligence services to Jim Beam</p> <p>August 1998</p>	 <p><b>European Bank</b> for Reconstruction and Development</p> <p>has provided debt and equity financing to</p>  <p><b>DOMAINE BOYAR</b> Sofia, Bulgaria 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></p> <p>has established winemaking operations in California IWA initiated this transaction &amp; acted as financial and strategic advisor to Mildara Blass Ltd.</p> <p>June 1997</p>	<p><b>Fosters Brewing Group</b> <b>Mildara Blass Ltd.</b> and <b>Vina Santa Carolina S.A.</b></p> <p>have established a joint-venture to produce and market Chilean wines. 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></p> <p>have established a joint-venture company to produce and market California wines. 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</p>  <p>a Chilean Wine Brand from <b>Viña Errazuriz</b></p> <p>and they have established a joint-venture to produce and market Chilean wines. IWA acted as strategic advisor to Viña Errazuriz</p> <p>October 1995</p>	 <p>has sold</p> <p><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>has sold</p> <p><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>