# UNITED STATES 

## SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## FORM 8-K

## CURRENT REPORT

## Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported) October 2, 2008

CONSTELLATION BRANDS, INC.
(Exact name of registrant as specified in its charter)

| Delaware | 001-08495 | 16-0716709 |
| :---: | :---: | :---: |
| (State or other jurisdiction of incorporation) | (Commission File Number) | (IRS Employer Identification No.) |

370 Woodcliff Drive, Suite 300, Fairport, NY 14450
(Address of Principal Executive Offices) (Zip Code)

Registrant's telephone number, including area code (585) 218-3600

## Not Applicable

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):
$\square \quad$ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
$\square \quad$ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
$\square \quad$ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
$\square \quad$ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## Item 2.02.

## Results of Operations and Financial Condition.

On October 2, 2008, Constellation Brands, Inc. (the "Company"), a Delaware corporation, issued a news release (the "release") announcing its financial condition and results of operations as of and for the second fiscal quarter ended August 31, 2008. A copy of the release is attached hereto as Exhibit 99.1 and incorporated herein by reference. The projections constituting the guidance included in the release involve risks and uncertainties, the outcome of which cannot be foreseen at this time and, therefore, actual results may vary materially from these forecasts. In this regard, see the information included in the release under the caption "Forward-Looking Statements."

The information in the release is "furnished" and not "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, and is not otherwise subject to the liabilities of that section. Such information may be incorporated by reference in another filing under the Securities Exchange Act of 1934 or the Securities Act of 1933 only if and to the extent such subsequent filing specifically references the information incorporated by reference herein.

The release contains non-GAAP financial measures; in the release these are referred to as "comparable," "organic" or "constant currency" measures. For purposes of Regulation G, a non-GAAP financial measure is a numerical measure of a registrant's historical or future financial performance, financial position or cash flows that excludes amounts, or is subject to adjustments that have the effect of excluding amounts, that are included in the most directly comparable measure calculated and presented in accordance with GAAP in the statement of income, balance sheet or statement of cash flows (or equivalent statements) of the issuer; or includes amounts, or is subject to adjustments that have the effect of including amounts, that are excluded from the most directly comparable measure so calculated and presented. In this regard, GAAP refers to generally accepted accounting principles in the United States. Pursuant to the requirements of Regulation G, the Company has provided reconciliations within the release of the non-GAAP financial measures to the most directly comparable GAAP financial measures.

Comparable measures and organic net sales measures are provided because management uses this information in evaluating the results of the continuing operations of the Company and/or in internal goal setting. In addition, the Company believes this information provides investors better insight on underlying business trends and results in order to evaluate year over year financial performance. As such, the following items, when appropriate, are excluded from comparable results: the flow through of adverse grape cost associated with an acquisition; the flow through of inventory step-up associated with acquisitions and investments in equity method investees; accelerated depreciation in connection with certain restructuring activities; the write-down of inventory in connection with certain restructuring and/or integration activities; other costs incurred in connection with certain restructuring and/or integration activities; the loss on disposal in connection with the Company's contribution of its U.K. wholesale business to the Matthew Clark joint venture and the provision for income taxes in connection with the repatriation of proceeds associated with this transaction; losses in connection with the disposal of a business and/or assets; impairment of intangible assets; restructuring charges; acquisition-related integration costs; and impairment of an equity method investment. The Company acquired the SVEDKA Vodka brand and related business on March 19, 2007 and acquired Beam Wine Estates, Inc. ("BWE") on December 17, 2007. In addition, the Company formed the Matthew Clark joint venture effective April 17, 2007, and divested the Almaden and Inglenook branded wines effective February 28, 2008 and certain Pacific Northwest wine brands on June 5, 2008. Accordingly, during the indicated periods, organic net sales measures exclude the net sales of SVEDKA Vodka, BWE products, the U.K. wholesale business, Almaden and Inglenook branded wine, or certain Pacific Northwest wine brands, or include the net sales of U.K. branded wine, as appropriate.

Constant currency measures, which exclude the impact of year over year currency exchange rate fluctuations, are provided because management believes this information provides investors better insight on underlying business trends and results in order to evaluate year over year financial performance.

## Item 7.01. Regulation FD Disclosure.

On October 2, 2008, Constellation Brands, Inc. ("Constellation") issued a news release, a copy of which is furnished herewith as Exhibit 99.1 and is incorporated herein by reference

References to Constellation's website in the release do not incorporate by reference the information on such website into this Current Report on Form 8-K and Constellation disclaims any such incorporation by reference. The information in the news release attached as Exhibit 99.1 is incorporated by reference into this Item 7.01 in satisfaction of the public disclosure requirements of Regulation FD. This information is "furnished" and not "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, and is not otherwise subject to the liabilities of that section. It may be incorporated by reference in another filing under the Securities Exchange Act of 1934 or the Securities Act of 1933 only if and to the extent such subsequent filing specifically references the information incorporated by reference herein.

## Item 9.01. Financial Statements and Exhibits.

(a) Financial statements of businesses acquired.

Not applicable.
(b) Pro forma financial information.

Not applicable.
(c) Shell company transactions.

Not applicable.
(d) Exhibits.

The following exhibits are filed or furnished as part of this Current Report on Form 8-K:
Exhibit No.
99.1

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: October 2, 2008
CONSTELLATION BRANDS, INC.

By: /s/ Robert Ryder
Robert Ryder
Executive Vice President and
Chief Financial Officer

## INDEX TO EXHIBITS

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Exhibit No.
    Description
    UNDERWRITING AGREEMENT
    Not Applicable.
    PLAN OF ACQUISITION, REORGANIZATION, ARRANGEMENT, LIQUIDATION OR SUCCESSION
    Not Applicable.
    ARTICLES OF INCORPORATION AND BYLAWS
    Not Applicable.
(4) INSTRUMENTS DEFINING THE RIGHTS OF SECURITY HOLDERS, INCLUDING INDENTURES
    Not Applicable.
    CORRESPONDENCE FROM AN INDEPENDENT ACCOUNTANT REGARDING NON-RELIANCE ON A PREVIOUSLY ISSUED AUDIT
    REPORT OR COMPLETED INTERIM REVIEW
    Not Applicable.
    CODE OF ETHICS
    Not Applicable.
    LETTER RE CHANGE IN CERTIFYING ACCOUNTANT
    Not Applicable.
    CORRESPONDENCE ON DEPARTURE OF DIRECTOR
    Not Applicable.
    OTHER DOCUMENTS OR STATEMENTS TO SECURITY HOLDERS
    Not Applicable.
    CONSENTS OF EXPERTS AND COUNSEL
    Not Applicable.
    POWER OF ATTORNEY
    Not Applicable.
    ADDITIONAL EXHIBITS
    News Release of Constellation Brands, Inc. dated October 2, 2008.
    XBRL-RELATED DOCUMENTS
    Not Applicable.
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## CONTACTS

## Media

Investor Relations<br>Patty Yahn-Urlaub - 585-218-3838<br>Bob Czudak - 585-218-3668

Mike Martin - 585-218-3669
Angie Blackwell - 585-218-3842

# Constellation Brands Reports Q2 Fiscal 2009 Results 

## - Company generates strong free cash flow <br> - Debt decreases by more than $\$ 400$ million <br> - Reaffirms fiscal 2009 comparable EPS guidance

FAIRPORT, N.Y., Oct. 2, 2008- Constellation Brands, Inc. (NYSE: STZ, ASX: CBR), a leading international producer and marketer of beverage alcohol, today reported its fiscal 2009 second quarter results. "The company's second quarter comparable net income and diluted EPS of $\$ 0.45$ per share were in line with our expectations and represent positive momentum toward achieving our full-year goals," said Rob Sands, Constellation Brands president and chief executive officer. "During the quarter, we generated strong free cash flow, reduced our debt, improved comparable margins and are well on our way to achieving our ROIC goals for the year. We are especially encouraged by the improved profitability from our North American wine and spirits businesses, and we are particularly gratified by our ongoing ability to rapidly delever."

On a reported basis, the company incurred a net loss of $\$ 23$ million, or $\$ 0.11$ diluted loss per share for the quarter ended Aug. 31, 2008 ("second quarter 2009"), compared with net income of $\$ 72$ million or $\$ 0.33$ diluted earnings per share ("EPS") for the prior year. The net loss was driven by $\$ 129$ million ( $\$ 122$ million after tax) of charges and inventory write-downs primarily associated with the previously announced business realignment activities related to the company's Australian operations.

Second quarter 2009 net income on a comparable basis, which excludes restructuring charges, acquisition-related integration costs and unusual items, totaled $\$ 99$ million versus $\$ 77$ million for the prior year, with $\$ 0.45$ diluted EPS for the quarter versus $\$ 0.35$ for the prior year.

Second Quarter 2009 Net Sales Highlights*
(in millions)

|  | Reported |  |  |  |  | Organic |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net <br> Sales |  | Change $\quad$Constant <br> Currency <br> Change |  |  | Net Sales |  | Change | Constant <br> Currency Change |  |
| Consolidated | \$ | 957 | 7\% |  | 7\% | \$ | 911 | 6\% |  | 6\% |
| Branded Wine | \$ | 782 | 6\% |  | 5\% | \$ | 736 | 4\% |  | 4\% |
| Spirits | \$ | 109 | 4\% |  | 4\% | \$ | 109 | 4\% |  | 4\% |

## Second Quarter 2009 Profit Highlights*

(in millions, except per share data)

|  | Reported |  | Change |  | Comparable | Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating income | \$ | 22 | -82\% | \$ | 146 | 17\% |
| Equity in earnings of equity method investees** | \$ | 70 | -12\% | \$ | 74 | -7\% |
| Earnings before interest and taxes (EBIT) |  | - | - | \$ | 220 | 7\% |
| Operating margin |  | 2.2\% | NM |  | 15.3\% | 130bps |
| Net (loss)/income | \$ | (23) | NM | \$ | 99 | 28\% |
| Diluted (loss)/earnings per share | \$ | (0.11) | NM | \$ | 0.45 | 29\% |

* Definitions of reported, comparable, organic and constant currency, as well as reconciliations of non-GAAP financial measures, are contained elsewhere in this news release.
** Hereafter referred to as "equity earnings."
$\mathrm{NM}=$ not meaningful


## Net Sales Commentary

The reported consolidated net sales increase of seven percent primarily reflects branded wine growth, which includes the benefit of the acquisition of the Clos du Bois and Wild Horse brands, partially offset by the sale of the Almaden, Inglenook and certain Pacific Northwest wine brands. Organic net sales increased six percent on a constant currency basis.

Branded wine organic net sales on a constant currency basis increased four percent. For North America, branded wine organic net sales on a constant currency basis increased seven percent primarily as a result of the company's fiscal 2008 initiative to reduce distributor wine inventory levels in the U.S., which negatively impacted net sales in the first and second quarters of fiscal 2008. In addition, Canada delivered solid growth for second quarter 2009.

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"In the U.S., our premium and above portfolio is performing well in the marketplace with brands such as Woodbridge by Robert Mondavi, Estancia, Toasted Head and Wild Horse," said Sands. "In addition, our Jackson-Triggs, Inniskillin and Naked Grape brands continued to drive strong premium portfolio performance in Canada."

Branded wine organic net sales on a constant currency basis for Europe and Australia/New Zealand decreased three percent and one percent, respectively. Internationally, to improve margins and enhance ROIC, the company has implemented price increases and SKU reductions that have unfavorably impacted volume growth in the near term.

Total spirits net sales increased four percent for the quarter, led by double-digit gains for SVEDKA Vodka, Black Velvet Canadian Whisky and Effen vodka.
"SVEDKA continued its excellent growth trajectory during the second quarter, and spirits brands including Ridgemont Reserve 1792 bourbon, 99 Schnapps, Caravella aperitif and Meukow cognac also performed very well," stated Sands. "In particular, we continue to see consumer and retail enthusiasm for SVEDKA's 'Join the Party' election year marketing campaign, which is generating a considerable amount of excitement for the brand."

## Operating Income, Net Income, Diluted EPS Commentary

Wines segment operating income increased $\$ 24$ million versus the prior year quarter. This increase reflects higher net sales in North America as the company overlapped its initiative to reduce U.S. distributor inventories, and contribution from the Clos du Bois and Wild Horse brands, partially offset by the divestiture of Almaden, Inglenook and certain Pacific Northwest wine brands. The repositioning of the company's U.S. portfolio and resulting synergies has positively impacted profit margins.

Spirits segment operating income increased $\$ 2$ million primarily due to higher net sales and lower operating costs.

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Constellation's equity earnings from its 50 percent interest in the Crown Imports joint venture totaled $\$ 74$ million compared to $\$ 79$ million in the prior year second quarter. For second quarter 2009, Crown Imports generated net sales of $\$ 732$ million, an increase of one percent, and operating income of $\$ 149$ million, a decrease of five percent. The decrease in operating income was driven primarily by a fixed contractual cost increase for product purchases from Grupo Modelo and year-over-year timing of marketing activities.

For second quarter 2009, pre-tax restructuring charges, acquisition-related integration costs and unusual items totaled $\$ 129$ million compared to $\$ 8$ million for the prior year quarter.

Interest expense decreased seven percent to $\$ 81$ million for second quarter 2009. On a year-to-date basis through August, the company has generated free cash flow of $\$ 125$ million. "Due primarily to the strong free cash flow and proceeds from asset sales during the first half of fiscal 2009, total borrowings have decreased by more than $\$ 400$ million from fiscal year end 2008 levels," stated Bob Ryder, Constellation Brands chief financial officer.

## Summary

"We remain confident about Constellation's ability to achieve targeted EPS and free cash flow goals for the remainder of the fiscal year while improving return on invested capital," said Sands. "We continue to focus on efforts to improve our effectiveness and efficiency while adapting to ever-changing market and economic conditions in our key markets around the world."

## Outlook

The table below sets forth management's current diluted earnings per share expectations for fiscal year 2009 compared to fiscal year 2008 actual results, both on a reported basis and a comparable basis.

## Constellation Brands Fiscal Year 2009

Diluted Earnings Per Share Outlook

|  | Reported Basis |  |  |  | Comparable Basis |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY09 <br> Estimate |  | FY08 <br> Actual |  | FY09 <br> Estimate |  | $\begin{gathered} \hline \text { FY08 } \\ \text { Actual } \end{gathered}$ |  |
| Fiscal Year Ending Feb. 28 or Feb. 29 | \$ | 0.83-\$0.91 | \$ | (2.83) | \$ | 1.68-\$1.76 | \$ | 1.44 |

Full-year fiscal 2009 guidance includes the following current assumptions:

Net sales: mid to high single-digit growth in organic net sales combined with the incremental benefit from the Beam Wine Estates acquisition, impact of reporting the joint venture for the Matthew Clark wholesale business under the equity method, and divestiture of the Almaden, Inglenook and certain Pacific Northwest wine brands, are expected to result in reported net sales increasing mid single-digits from net sales for fiscal 2008
Interest expense: approximately $\$ 325$ - $\$ 335$ million
Tax rate: approximately 46 percent on a reported basis, due to the company's inability to recognize tax benefits on net operating losses primarily associated with the Australian initiative, and 37 percent on a comparable basis

- Weighted average diluted shares outstanding: approximately 222 million

Free cash flow: \$310-\$340 million

## Conference Call

A conference call to discuss second quarter 2009 results and fiscal 2009 outlook will be hosted by President and Chief Executive Officer Rob Sands and Executive Vice President and Chief Financial Officer Bob Ryder on Thursday, Oct. 2, 2008 at 10:00 a.m. (eastern). The conference call can be accessed by dialing $+973-935-8505$ beginning 10 minutes prior to the start of the call. A live listen-only webcast of the conference call, together with a copy of this news release (including the attachments) and other financial information that may be discussed in the call will be available on the Internet at Constellation's Web site: www.cbrands.com under "Investors," prior to the call.

## Explanations

Reported basis ("reported") operating income, equity in earnings of equity method investees, net income and diluted earnings per share are as reported under generally accepted accounting principles. Operating income, equity in earnings of equity method investees, net income and diluted earnings per share on a comparable basis ("comparable"), exclude restructuring charges, acquisition-related integration costs and unusual items. The company's measure of segment profitability excludes restructuring charges, acquisition-related integration costs and unusual items, which is consistent with the measure used by management to evaluate results.

The company discusses additional non-GAAP measures in this news release, including constant currency net sales, organic net sales, comparable basis EBIT and free cash flow.

Tables reconciling non-GAAP measures, together with definitions of these measures and the reasons management uses these measures, are included in this news release.

## About Constellation Brands

Constellation Brands, Inc. is a leading international producer and marketer of beverage alcohol in the wine, spirits and imported beer categories, with significant market presence in the U.S., Canada, U.K., Australia and New Zealand. Based in Fairport, N.Y., the company has more than 250 brands, sales in about 150 countries and operates approximately 50 facilities worldwide. It is also the largest wine producer in the world and an S\&P 500 Index and Fortune $500 ®$ company. Major brands in the company's portfolio include Corona, Black Velvet, SVEDKA Vodka, Robert Mondavi, Clos du Bois, Ravenswood, Blackstone, Hardys, Banrock Station, Nobilo, Kim Crawford, Inniskillin, Jackson-Triggs and Arbor Mist. To learn more about the company and its products, visit Constellation's Web site at www.cbrands.com.

## Forward-Looking Statements

The statements made under the heading Outlook, as well as all other statements set forth in this news release which are not historical facts regarding Constellation's business strategy, future operations, financial position, estimated revenues, projected costs, prospects, plans and objectives of management, or information concerning expected actions of third parties, are forward-looking statements (collectively, the "Projections") that involve risks and uncertainties that could cause actual results to differ materially from those set forth in or implied by the Projections.

During the current quarter, Constellation may reiterate the Projections. Prior to the start of the company's quiet period, which will begin at the close of business on Nov., 21, 2008, the public can continue to rely on the Projections as still being Constellation's current expectations on the matters covered, unless Constellation publishes a notice stating otherwise. During Constellation's "quiet period" the Projections should not be considered to constitute the company's expectations and should be considered historical, speaking as of prior to the quiet period only and not subject to update by the company.

The Projections are based on management's current expectations and, unless otherwise noted, do not take into account the impact of any future acquisition, merger or any other business combination, divestiture, restructuring or other strategic business realignments, or financing that may be completed after the date of this release. The Projections should not be construed in any manner as a guarantee that such results will in fact occur.

In addition to the risks and uncertainties of ordinary business operations, the Projections of the company contained in this news release are subject to a number of risks and uncertainties, including:

- successful integration of acquired businesses, realization of expected synergies and completion of various portfolio actions;
- achievement of all expected cost savings from the company's various restructuring plans and realization of expected asset sale proceeds from the sale of inventory and other assets;
- accuracy of the bases for forecasts relating to joint ventures and associated costs and capital investment requirements;
- final management determinations and independent appraisals may vary materially from current management estimates of the fair value of assets acquired and liabilities assumed in the company's acquisitions and from estimates of goodwill and intangible asset impairment charges;
- restructuring charges, acquisition-related integration costs, other one-time costs and purchase accounting adjustments associated with integration and restructuring plans may vary materially from management's current estimates due to variations in one or more of anticipated headcount reductions, contract terminations, costs or timing of plan implementation;
- raw material supply, production or shipment difficulties could adversely affect the company's ability to supply its customers;
- increased competitive activities in the form of pricing, advertising and promotions could adversely impact consumer demand for the company's products and/or result in lower than expected sales or higher than expected expenses;
general economic, geo-political and regulatory conditions or unanticipated environmental liabilities and costs;
- changes to accounting rules and tax laws, and other factors which could impact the company's reported financial position or effective tax rate;
- changes in interest rates and the inherent unpredictability of currency fluctuations, commodity prices and raw material costs; and
- other factors and uncertainties disclosed in the company's filings with the Securities and Exchange Commission, including its Annual Report on Form 10-K for the fiscal year ended Feb. 29, 2008, which could cause actual future performance to differ from current expectations.


## Constellation Brands, Inc. and Subsidiaries

## CONDENSED CONSOLIDATED BALANCE SHEETS

(in millions)

|  | $\begin{gathered} \text { August 31, } \\ 2008 \\ \hline \end{gathered}$ |  | February 29,2008 |  |
| :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |
|  |  |  |  |  |
| Current Assets: |  |  |  |  |
| Cash and cash investments | \$ | 24.9 | \$ | 20.5 |
| Accounts receivable, net |  | 775.9 |  | 731.6 |
| Inventories |  | 2,005.1 |  | 2,179.5 |
| Prepaid expenses and other |  | 232.2 |  | 267.4 |
|  |  |  |  |  |
| Total current assets |  | 3,038.1 |  | 3,199.0 |
|  |  |  |  |  |
| Property, plant and equipment, net |  | 1,752.6 |  | 2,035.0 |
| Goodwill |  | 3,049.8 |  | 3,123.9 |
| Intangible assets, net |  | 1,107.8 |  | 1,190.0 |
| Other assets, net |  | 473.5 |  | 504.9 |
|  |  |  |  |  |
| Total assets | \$ | 9,421.8 | \$ | 10,052.8 |

## Liabilities and Stockholders' Equity

## Current Liabilities:

| Current Liabilities: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Notes payable to banks | \$ | 87.0 | \$ | 379.5 |
| Current maturities of long-term debt |  | 264.3 |  | 229.3 |
| Accounts payable |  | 347.7 |  | 349.4 |
| Accrued excise taxes |  | 68.3 |  | 62.4 |
| Other accrued expenses and liabilities |  | 573.8 |  | 697.7 |
|  |  |  |  |  |
| Total current liabilities |  | 1,341.1 |  | 1,718.3 |
|  |  |  |  |  |
| Long-term debt, less current maturities |  | 4,486.5 |  | 4,648.7 |
| Deferred income taxes |  | 549.7 |  | 535.8 |
| Other liabilities |  | 368.7 |  | 384.1 |
|  |  |  |  |  |
| Total liabilities |  | 6,746.0 |  | 7,286.9 |
|  |  |  |  |  |
| Total stockholders' equity |  | 2,675.8 |  | 2,765.9 |
|  |  |  |  |  |
| Total liabilities and stockholders' equity | \$ | 9,421.8 | \$ | 10,052.8 |

[^0]
## Constellation Brands, Inc. and Subsidiaries

 CONSOLIDATED STATEMENTS OF OPERATIONS(in millions, except per share data)



[^1]
## Constellation Brands, Inc. and Subsidiaries

## CONSOLIDATED STATEMENTS OF CASH FLOWS

(in millions)

|  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { August 31, } \\ 2008 \end{gathered}$ |  | $\begin{gathered} \text { August 31, } \\ 2007 \\ \hline \end{gathered}$ |  |
| Cash Flows From Operating Activities |  |  |  |  |
| Net income | \$ | 21.9 | \$ | 101.9 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |
| Depreciation of property, plant and equipment |  | 79.3 |  | 71.6 |
| Write-down of inventory associated with the Australian Initiative |  | 47.6 |  | - |
| Loss on disposal or impairment of long-lived assets, net |  | 28.6 |  | 0.7 |
| Stock-based compensation expense |  | 22.3 |  | 16.9 |
| Impairment of intangible assets |  | 21.8 |  | - |
| Loss on businesses sold |  | 15.8 |  | 6.8 |
| Deferred tax provision |  | 11.8 |  | 3.4 |
| Amortization of intangible and other assets |  | 5.9 |  | 5.4 |
| Equity in earnings of equity method investees, net of distributed earnings |  | 3.1 |  | 2.2 |
| Change in operating assets and liabilities, net of effects from purchases and sales of businesses: |  |  |  |  |
| Accounts receivable, net |  | (76.0) |  | (56.6) |
| Inventories |  | (28.3) |  | 1.8 |
| Prepaid expenses and other current assets |  | 9.7 |  | (9.0) |
| Accounts payable |  | 10.2 |  | (10.7) |
| Accrued excise taxes |  | 9.5 |  | 13.1 |
| Other accrued expenses and liabilities |  | (65.5) |  | 61.4 |
| Other, net |  | 59.1 |  | (31.2) |
| Total adjustments |  | 154.9 |  | 75.8 |
| Net cash provided by operating activities |  | 176.8 |  | 177.7 |
|  |  |  |  |  |
| Cash Flows From Investing Activities |  |  |  |  |
| Proceeds from sales of businesses |  | 204.2 |  | 3.0 |
| Proceeds from sales of assets |  | 16.0 |  | 2.3 |
| Purchase of business, net of cash acquired |  | 0.6 |  | (386.3) |
| Purchases of property, plant and equipment |  | (52.0) |  | (47.0) |
| Investment in equity method investee |  | (0.6) |  | (0.6) |
| Proceeds from formation of joint venture |  | - |  | 185.6 |
| Payment of accrued earn-out amount |  | - |  | (2.8) |
| Other investing activities |  | 11.3 |  | - |
| Net cash provided by (used in) investing activities |  | 179.5 |  | (245.8) |


| Cash Flows From Financing Activities |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Net repayment of notes payable |  | (281.0) |  | (2.1) |
| Principal payments of long-term debt |  | (99.5) |  | (163.1) |
| Exercise of employee stock options |  | 19.2 |  | 12.5 |
| Excess tax benefits from stock-based payment awards |  | 6.4 |  | 7.4 |
| Proceeds from employee stock purchases |  | 2.9 |  | 3.0 |
| Proceeds from issuance of long-term debt |  | - |  | 716.1 |
| Purchases of treasury stock |  | - |  | (500.0) |
| Payment of financing costs of long-term debt |  | - |  | (6.1) |
| Net cash (used in) provided by financing activities |  | (352.0) |  | 67.7 |
|  |  |  |  |  |
| Effect of exchange rate changes on cash and cash investments 0.1 |  |  |  |  |
|  |  |  |  |  |
| Net increase (decrease) in cash and cash investments 4.4 |  |  |  |  |
| Cash and cash investments, beginning of period |  | 20.5 |  | 33.5 |
| Cash and cash investments, end of period | \$ | 24.9 | \$ | 33.2 |

## more-

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## Constellation Brands, Inc. and Subsidiaries

## GEOGRAPHIC INFORMATION

(in millions)

|  | Three Months Ended |  |  |  |  |  |  | Constant <br> Currency <br> Percent <br> Change ${ }^{(3)}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { August 31, } \\ 2008 \end{gathered}$ |  | $\begin{gathered} \text { August } 31 \text {, } \\ 2007 \end{gathered}$ | Percent <br> Change |  | Currency <br> Impact |  |  |
| Geographic Net Sales ${ }^{(1)(2)}$ |  |  |  |  |  |  |  |  |  |
| North America | \$ | 666.1 | \$ | 604.0 |  | 10\% |  | 1\% | 10\% |
| Branded wine | \$ | 534.7 | \$ | 488.1 |  | 10\% |  | 1\% | 9\% |
| Spirits | \$ | 109.1 | \$ | 104.8 |  | 4\% |  | - | 4\% |
| Wholesale and other | \$ | 22.3 | \$ | 11.1 |  | 101\% |  | 2\% | 99\% |
|  |  |  |  |  |  |  |  |  |  |
| Europe | \$ | 191.1 | \$ | 194.4 |  | (2\%) |  | (3\%) | 1\% |
| Branded wine | \$ | 153.1 | \$ | 162.8 |  | (6\%) |  | (3\%) | (3\%) |
| Wholesale and other | \$ | 38.0 | \$ | 31.6 |  | 20\% |  | (4\%) | 24\% |
|  |  |  |  |  |  |  |  |  |  |
| Australia/New Zealand | \$ | 99.3 | \$ | 94.2 |  | 5\% |  | 8\% | (3\%) |
| Branded wine | \$ | 94.3 | \$ | 88.0 |  | 7\% |  | 8\% | (1\%) |
| Wholesale and other | \$ | 5.0 | \$ | 6.2 |  | (19\%) |  | 6\% | (26\%) |



|  | Six Months Ended |  |  |  | Percent <br> Change |  | Currency Impact | Constant <br> Currency <br> Percent <br> Change ${ }^{(3)}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { August 31, } \\ 2008 \end{gathered}$ |  | $\begin{gathered} \text { August } 31 \text {, } \\ 2007 \end{gathered}$ |  |  |  |  |  |  |
| Geographic Net Sales ${ }^{(1)(2)}$ |  |  |  |  |  |  |  |  |  |
| North America | \$ | 1,318.6 | \$ | 1,110.2 |  | 19\% |  | 1\% | 18\% |
| Branded wine | \$ | 1,065.4 | \$ | 881.5 |  | 21\% |  | 1\% | 19\% |
| Spirits | \$ | 214.7 | \$ | 201.7 |  | 6\% |  | - | 6\% |
| Wholesale and other | \$ | 38.5 | \$ | 27.0 |  | 43\% |  | 4\% | 39\% |
|  |  |  |  |  |  |  |  |  |  |
| Europe | \$ | 373.2 | \$ | 496.6 |  | (25\%) |  | (1\%) | (24\%) |
| Branded wine | \$ | 296.1 | \$ | 306.1 |  | (3\%) |  | (1\%) | (2\%) |
| Wholesale and other | \$ | 77.1 | \$ | 190.5 |  | (60\%) |  | (1\%) | (59\%) |
|  |  |  |  |  |  |  |  |  |  |
| Australia/New Zealand | \$ | 196.5 | \$ | 187.0 |  | 5\% |  | 10\% | (5\%) |
| Branded wine | \$ | 186.3 | \$ | 171.2 |  | 9\% |  | 11\% | (2\%) |
| Wholesale and other | \$ | 10.2 | \$ | 15.8 |  | (35\%) |  | 7\% | (42\%) |


|  | Six Months Ended |  |  |  | Percent <br> Change | Acquisition Impact ${ }^{(4)}$ | Divestiture Impact ${ }^{(5)}$ |  Currency <br> Currency Percent <br> Impact Change $^{(3)}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | ust 31, 008 |  | ust 31, |  |  |  |  |  |
| Branded Wine Geographic Net Sales ${ }^{(1)(2)}$ |  |  |  |  |  |  |  |  |  |
| North America | \$ | 1,065.4 | \$ | 881.5 | 21\% | 11\% | (7\%) | 1\% | 16\% |
| Europe |  | 296.1 |  | 306.1 | (3\%) | - | 3\% | (1\%) | (5\%) |
| Australia/New Zealand |  | 186.3 |  | 171.2 | 9\% | - | - | 11\% | (2\%) |
| Consolidated branded wine net sales | \$ | 1,547.8 | \$ | 1,358.8 | 14\% | 7\% | (4\%) | 2\% | 9\% |

[^2](2) Net sales are attributed to countries based on the location of the selling company.
(3) May not sum due to rounding as each item is computed independently.
(4) Acquisition impact includes net sales of branded wine acquired in the BWE Acquisition for the period June 1, 2008, through August 31, 2008, included in the three months ended August 31, 2008, and March 1, 2008, through August 31, 2008, included in the six months ended August 31, 2008.
(5) Divestiture impact includes (i) the removal of Almaden and Inglenook branded wine net sales for the period June 1, 2007, through August 31, 2007, included in the three months ended August 31, 2007, and for the period March 1, 2007, through August 31, 2007, included in the six months ended August 31, 2007; (ii) the removal of branded wine net sales associated with the Pacific Northwest brands for the period June 1, 2007, through August 31, 2007, included in the three months and six months ended August 31, 2007; and (iii) the add-back of U.K. branded wine net sales previously sold through the U.K. wholesale business for the period March 1, 2007, through April 16, 2007, included in the six months ended August 31, 2007.
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## Constellation Brands, Inc. and Subsidiaries

RECONCILIATION OF REPORTED, ORGANIC AND CONSTANT CURRENCY NET SALES
(in millions)

As the company formed its U.K. wholesale joint venture on April 17, 2007; acquired BWE on December 17, 2007; sold its Almaden and Inglenook wine brands on February 28, 2008; and sold certain Pacific Northwest wine brands on June 5, 2008, organic net sales for the respective periods are defined by the company as reported net sales plus/less net sales of U.K. wholesale, U.K. branded wine, Almaden and Inglenook branded wine, Pacific Northwest brands, or BWE products, as appropriate. As the company acquired Svedka on March 19, 2007, organic net sales for the six months ended August 31, 2008, have not been adjusted for net sales of Svedka products during the period March 1, 2008, through March 18, 2008, as amounts are not significant. Organic net sales and percentage increase (decrease) in constant currency net sales (which excludes the impact of year over year currency exchange rate fluctuations) are provided because management uses this information in monitoring and evaluating the underlying business trends of the continuing operations of the company. In addition, the company believes this information provides investors better insight on underlying business trends and results in order to evaluate year over year financial performance.

(1) May not sum due to rounding as each item is computed independently.
(2) For the period June 1, 2008, through August 31, 2008, included in the three months ended August 31, 2008, and March 1, 2008, through August 31, 2008, included in the six months ended August 31, 2008.
(3) For the period March 1, 2007, through April 16, 2007, included in the six months ended August 31, 2007.
(4) For the period June 1, 2007, through August 31, 2007, included in the three months ended August 31, 2007, and March 1, 2007, through August 31, 2007, included in the six months ended August 31, 2007.
(5) For the period June 1, 2007, through August 31, 2007, included in the three months and six months ended August 31, 2007.

## Constellation Brands, Inc. and Subsidiaries

RECONCILIATIONS OF GAAP TO NON-GAAP FINANCIAL MEASURES ${ }^{(1)}$
(in millions, except per share data)


## Constellation Brands, Inc. and Subsidiaries

RECONCILIATIONS OF GAAP TO NON-GAAP FINANCIAL MEASURES ${ }^{(1)}$
(in millions, except per share data)


## Constellation Brands, Inc. and Subsidiaries RECONCILIATIONS OF GAAP TO NON-GAAP FINANCIAL MEASURES (continued) NOTES

(1) The company reports its financial results in accordance with generally accepted accounting principles in the U.S. ("GAAP"). However, non-GAAP financial measures, as defined in the reconciliation tables above, are provided because management uses this information in evaluating the results of the continuing operations of the company and/or internal goal setting. In addition, the company believes this information provides investors better insight on underlying business trends and results in order to evaluate year over year financial performance. See the tables above for supplemental financial data and corresponding reconciliations of these non-GAAP financial measures to GAAP financial measures for the three months and six months ended August 31, 2008, and August 31, 2007. Non-GAAP financial measures should be viewed in addition to, and not as an alternative for, the company's reported results prepared in accordance with GAAP. Please refer to the company's Web site at http://www.cbrands.com/CBI/investors.htm for more detailed description and further discussion of these non-GAAP financial measures.
(2) For the three months ended August 31, 2008, strategic business realignment items consist primarily of costs recognized by the company in connection with its Australian Initiative of $\$ 104.0$ million, net of a tax benefit of $\$ 0.6$ million, and the loss in connection with the sale of a nonstrategic Canadian distilling facility of $\$ 5.1$ million, net of a tax benefit of $\$ 2.7$ million. For the three months ended August 31, 2007, strategic business realignment items primarily include costs recognized by the company in connection with (i) its Fiscal 2007 Wine Plan of $\$ 1.4$ million, net of a tax benefit of $\$ 0.6$ million, (ii) the Vincor Plan of $\$ 1.1$ million, net of a tax benefit of $\$ 0.6$ million and (iii) the Fiscal 2006 Plan of $\$ 0.7$ million, net of a tax benefit of $\$ 0.4$ million.
(3) For the three months ended August 31, 2008, other consists of $\$ 4.1$ million, net of a tax benefit of $\$ 0$ million, associated with the impairment of an Australian equity method investment.
(4) In accordance with the antidilution provisions of Statement of Financial Accounting Standards No. 128, "Earnings Per Share" ("SFAS No. 128"), the dilutive impact of potential common shares is excluded from the company's reported diluted weighted average common shares outstanding for the three months ended August 31 , 2008. As a result of the company having net income on a comparable basis, the dilutive impact of potential common shares is included in the company's comparable diluted weighted average common shares outstanding.
(5) For the six months ended August 31, 2008, strategic business realignment items consist primarily of (i) costs recognized by the company in connection with the Australian Initiative, of $\$ 104.0$ million, net of a tax benefit of $\$ 0.6$ million, and (ii) the loss in connection with the disposal of the Pacific Northwest wine brands of $\$ 17.1$ million, net of a tax benefit of $\$ 6.1$ million. For the six months ended August 31, 2007, strategic business realignment items primarily include the loss on disposal in connection with the company's contribution of its U.K. wholesale business of $\$ 13.8$ million, including $\$ 7.2$ million additional tax expense, and costs recognized by the company primarily in connection with (i) the Fiscal 2007 Wine Plan of $\$ 2.5$ million, net of a tax benefit of $\$ 1.1$ million, (ii) the Vincor Plan of $\$ 2.4$ million, net of a tax benefit of $\$ 1.2$ million and (iii) the Fiscal 2006 Plan of $\$ 1.6$ million, net of a tax benefit of $\$ 1.0$ million.
(6) For the six months ended August 31, 2008, other consists primarily of $\$ 4.1$ million, net of a tax benefit of $\$ 0$ million, associated with the impairment of an Australian equity method investment.

## DEFINITIONS

Australian Initiative
The company's plan announced in August 2008 to sell certain assets and implement operational changes designed to improve the efficiencies and returns associated with its Australian business.

## Fiscal 2008 Plan

The company's plan announced in November 2007 to streamline certain of its international operations, primarily in Australia, and its plan announced in January 2008 to streamline certain of its operations in the U.S., primarily in connection with the restructuring and integration of the operations of BWE (collectively, the "Fiscal 2008 Plan").

## Fiscal 2007 Wine Plan

The company's plan announced in August 2006 to invest in new distribution and bottling facilities in the U.K. and to streamline certain Australian wine operations (collectively, the "Fiscal 2007 Wine Plan").

## Vincor Plan

The company's plan announced in July 2006 to restructure and integrate the operations of Vincor International Inc. (the "Vincor Plan").

## Fiscal 2006 Plan

The company's worldwide wine reorganization plan announced in fiscal 2006, including its program to consolidate certain west coast production processes in the U.S. (collectively, the "Fiscal 2006 Plan").

## Constellation Brands, Inc. and Subsidiaries

## RECONCILIATIONS OF GAAP TO NON-GAAP FINANCIAL MEASURES (continued)

GUIDANCE - DILUTED EARNINGS PER SHARE AND FREE CASH FLOW
(in millions, except per share data)

| Diluted Earnings Per Share Guidance | Range for the Year <br> Ending February 28, 2009 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Forecasted diluted earnings per share - reported basis (GAAP) | \$ | 0.83 | \$ | 0.91 |
| Inventory step-up |  | 0.05 |  | 0.05 |
| Strategic business realignment ${ }^{(1)}$ |  | 0.78 |  | 0.78 |
| Other ${ }^{(2)}$ |  | 0.02 |  | 0.02 |
| Forecasted diluted earnings per share - comparable basis (Non-GAAP) ${ }^{(3)}$ | \$ | 1.68 | \$ | 1.76 |


|  | Actual for the <br> Year Ended <br> February <br> 2 |  |
| :--- | :---: | :---: |

(1) Includes $\$ 0.54, \$ 0.08, \$ 0.06, \$ 0.06, \$ 0.02$ and $\$ 0.01$ diluted earnings per share for the year ending February 28, 2009, associated with the Australian Initiative, the loss in connection with the disposal of the Pacific Northwest wine brands, the Fiscal 2008 Plan, the Fiscal 2007 Wine Plan, the loss in connection with the sale of a nonstrategic Canadian distilling facility, and other previously announced restructuring plans, respectively. Includes $\$ 0.12, \$ 0.11, \$ 0.06, \$ 0.02, \$ 0.02$ and ( $\$ 0.02$ ) diluted earnings per share for the year ended February 29, 2008, associated with the loss on disposal of the Almaden and Inglenook wine brands, the Fiscal 2008 Plan, the loss on disposal in connection with the company's contribution of its U.K. wholesale business to the Matthew Clark joint venture and the company's provision for income taxes in connection with the repatriation of proceeds associated with this transaction, the Fiscal 2007 Wine Plan, other previously announced restructuring plans, and the realized gain on a prior asset sale, respectively. ${ }^{(3)}$
(2) Includes $\$ 0.02$ diluted earnings per share for the year ending February 28, 2009, associated with the Australian initiative for impairment of an equity method investment. Includes $\$ 3.57, \$ 0.23, \$ 0.07, \$ 0.02$ and (\$0.05) diluted earnings per share for the year ended February 29, 2008, associated with an impairment of goodwill and intangible assets, a valuation allowance against net operating loss carryforwards in Australia, an impairment of an equity method investment, a loss on write-off of certain property, plant and equipment, and a tax benefit related to prior period stock option exercises. ${ }^{(3)}$
(3) May not sum due to rounding as each item is computed independently.
(4) In accordance with the antidilution provisions of SFAS No. 128, the dilutive impact of potential common shares is excluded from the company's reported diluted earnings per share calculation for the year ended February 29, 2008. As a result of the company having net income on a comparable basis for the year ended February 29, 2008, the dilutive impact of potential common shares is included in the company's comparable diluted earnings per share calculation.

## Free Cash Flow Guidance

Free cash flow, as defined in the reconciliation below, is considered a liquidity measure and is considered to provide useful information to investors about the amount of cash generated, which can then be used, after required debt service and dividend payments, for other general corporate purposes. A limitation of free cash flow is that it does not represent the total increase or decrease in the cash balance for the period. Free cash flow should be considered in addition to, not as a substitute for, or superior to, cash flow from operating activities prepared in accordance with GAAP.

|  | Range for the Year <br> Ending February 28, 2009 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Net cash provided by operating activities (GAAP) |  | 460.0 | \$ | 510.0 |
| Purchases of property, plant and equipment |  | (150.0) |  | (170.0) |
| Free cash flow (Non-GAAP) |  | 310.0 | \$ | 340.0 |
|  | Actual for the Six Months Ended August 31, 2008 |  | Actual for the Six <br> Months Ended <br> August 31, 2007 |  |
| Net cash provided by operating activities (GAAP) | \$ | 176.8 | \$ | 177.7 |
| Purchases of property, plant and equipment |  | (52.0) |  | (47.0) |
| Free cash flow (Non-GAAP) | \$ | 124.8 | \$ | 130.7 |




[^0]:    more-

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[^1]:    more-
    -9-

[^2]:    (1) Refer to discussion under "Reconciliation of Reported, Organic and Constant Currency Net Sales" on following page for definition of constant currency net sales and organic constant currency net sales and reasons for use.

