FORM 10-Q
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549
(Mark One)
[X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR $15(\mathrm{~d})$ OF THE SECURITIES EXCHANGE ACT OF 1934
For the quarterly period ended May 31, 2000


```
300 WILLOWBROOK OFFICE PARK, FAIRPORT, NEW YORK 14450
    (Address of principal executive offices) (Zip Code)
    (716) 218-2169
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```
    (Registrants' telephone number, including area code)
--------------------------------------------------------------
    (Former name, former address and former fiscal year,
                        if changed since last report)
```

Indicate by check mark whether the Registrants (1) have filed all reports
required to be filed by Section 13 or $15(d)$ of the Securities Exchange Act of
1934 during the preceding 12 months (or for such shorter period that the
Registrants were required to file such reports), and (2) have been subject to
such filing requirements for the past 90 days. Yes $X$ No
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The number of shares outstanding with respect to each of the classes of common stock of Canandaigua Brands, Inc., as of June 30, 2000, is set forth below (all of the Registrants, other than Canandaigua Brands, Inc., are direct or indirect wholly-owned subsidiaries of Canandaigua Brands, Inc.):

| CLASS | NUMBER OF SHARES OUTSTANDING |
| :---: | :---: | :---: |
| Class A Common Stock, Par Value $\$ .01$ Per Share | $15,204,261$ |
| Class B Common Stock, Par Value $\$ .01$ Per Share | $3,089,272$ |

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Item 1. Financial Statements
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CANANDAIGUA BRANDS, INC. AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS
(in thousands, except share data)

|  | $\begin{gathered} \text { May } 31, \\ 2000 \end{gathered}$ |  | $\begin{gathered} \text { February } 29, \\ 2000 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | unaudited) |  |  |
| ASSETS |  |  |  |  |
| CURRENT ASSETS: |  |  |  |  |
| Cash and cash investments | \$ | 14,024 | \$ | 34,308 |
| Accounts receivable, net |  | 334,731 |  | 291,108 |
| Inventories, net |  | 601,733 |  | 615,700 |
| Prepaid expenses and other current assets |  | 52,106 |  | 54,881 |
| Total current assets |  | 1,002,594 |  | 995,997 |
| PROPERTY, PLANT AND EQUIPMENT, net |  | 530,991 |  | 542,971 |
| OTHER ASSETS |  | 793,515 |  | 809,823 |
| Total assets | \$ | 2,327,100 | \$ | 2,348,791 |

LIABILITIES AND STOCKHOLDERS' EQUITY

CURRENT LIABILITIES:
Notes payable
Current maturities of long-term debt

Accounts payable
Accrued excise taxes
Other accrued expenses and liabilities
Total current liabilities
LONG-TERM DEBT, less current maturities
DEFERRED INCOME TAXES

OTHER LIABILITIES
\$ 10,000
56,508
129,376
41,212

- 207,052

444,148
------------
$1,205,705$
-------------
115,337
-------------
32,366
------------

IOCKHOLDERS' EQUITY:
Preferred Stock, $\$ .01$ par valueAuthorized, 1,000,000 shares; Issued, none at May 31, 2000, and February 29, 2000
Class A Common Stock, $\$ .01$ par valueAuthorized, 120,000,000 shares; Issued, $18,315,625$ shares at May 31 , 2000, and 18,206,662 shares at February 29, 2000
Class B Convertible Common Stock, $\$ .01$ par value-
Authorized, 20,000,000 shares;
Issued, 3,717,997 shares at May 31, 2000, and 3,745,560 shares at February 29, 2000
Additional paid-in capital
Retained earnings
Accumulated other comprehensive incomeCumulative translation adjustment

## Less-Treasury stock-

Class A Common Stock, 3,137,244 shares at May 31, 2000, and February 29, 2000, at cost
Class B Convertible Common Stock, 625,725 shares at May 31, 2000, and February 29, 2000, at cost

Total stockholders' equity
Total liabilities and stockholders' equity
\$ 26,800
53,987
122,213
30,446
30,446
204,771
438,217
-------------
1,237,135
116,447
36,152
-------------

38
247,949
358,456
$(4,149)$
------------
-------------
$(79,429)$
$(2,207)$
$(81,636)$
520,840
------------
\$ 2,348,791

CANANDAIGUA BRANDS, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF INCOME
(in thousands, except per share data)

|  | For the Three Months Ended May 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |  |
|  | (unaudited) |  | (unaudited) |  |
| GROSS SALES | \$ | 774,522 | \$ | 704,990 |
| Less - Excise taxes |  | $(188,942)$ |  | $(174,821)$ |
| Net sales |  | 585,580 |  | 530,169 |
| COST OF PRODUCT SOLD |  | $(401,707)$ |  | (374,046) |
| Gross profit |  | 183,873 |  | 156,123 |
| SELLING, GENERAL AND ADMINISTRATIVE EXPENSES |  | $(126,409)$ |  | $(110,502)$ |
| NONRECURRING CHARGES |  | - |  | $(5,510)$ |
| Operating income |  | 57,464 |  | 40,111 |
| INTEREST EXPENSE, net |  | $(27,627)$ |  | $(22,034)$ |
| Income before income taxes |  | 29,837 |  | 18,077 |
| PROVISION FOR INCOME TAXES |  | $(11,935)$ |  | $(7,231)$ |
| NET INCOME | \$ | 17,902 | \$ | 10,846 |
| SHARE DATA: |  |  |  |  |
| Earnings per common share: |  |  |  |  |
| Basic | \$ | 0.98 | \$ | 0.60 |
| Diluted | \$ | 0.96 | \$ | 0.59 |
| Weighted average common shares outstanding: |  |  |  |  |
| Basic |  | 18,230 |  | 17,977 |
| Diluted |  | 18,598 |  | 18,447 |

The accompanying notes to consolidated financial statements are an integral part of these statements.

<TABLE>
CANANDAIGUA BRANDS, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF CASH FLOWS
(in thousands)
<CAPTION>
<S>
CASH FLOWS FROM OPERATING ACTIVITIES:
Net income
\begin{tabular}{|c|c|}
\hline 2000 & 1999 \\
\hline (unaudited) & (unaudited) \\
\hline <C> & <C> \\
\hline 17,902 & \$ 10,846 \\
\hline
\end{tabular}

Adjustments to reconcile net income to net cash provided by (used in) operating activities: Depreciation of property, plant and equipment 11,797 9,399 Amortization of intangible assets
6,549 4,364

Deferred tax provision
,549
4,364

Loss on sale of assets
3,571
344
Amortization of discount on long-term debt
767
103
Stock-based compensation expense
Change in operating assets and liabilities,
net of effects from purchase of business:
\begin{tabular}{|c|c|c|}
\hline Accounts receivable, net & \((50,394)\) & \((67,551)\) \\
\hline Inventories, net & 8,747 & 12,819 \\
\hline Prepaid expenses and other current assets & 2,129 & 2,885 \\
\hline Accounts payable & 10,603 & 11,649 \\
\hline Accrued excise taxes & 11,462 & \((8,084)\) \\
\hline Other accrued expenses and liabilities & 1,200 & 17,969 \\
\hline Other assets and liabilities, net & \((4,478)\) & \((1,117)\) \\
\hline Total adjustments & 2,069 & \((16,457)\) \\
\hline Net cash provided by (used in) operating activities & 19,971 & \((5,611)\) \\
\hline
\end{tabular}

CASH FLOWS FROM INVESTING ACTIVITIES:
\begin{tabular}{rrr} 
Purchases of property, plant and equipment & \((10,265)\) \\
Proceeds from sale of assets & 317 & \((11,321)\) \\
Purchase of business & - & \((185,500)\) \\
& Net cash used in investing activities & \((9,948)\)
\end{tabular}

CASH FLOWS FROM FINANCING ACTIVITIES:
Principal payments of long-term debt
\begin{tabular}{|c|c|}
\hline \((133,329)\) & \((16,253)\) \\
\hline \((16,800)\) & \((70,396)\) \\
\hline \((1,301)\) & \((3,230)\) \\
\hline 119,400 & 264,080 \\
\hline 1,973 & 309 \\
\hline \((30,057)\) & 174,510 \\
\hline (250) & 1,492 \\
\hline
\end{tabular}

Effect of exchange rate changes on cash and cash investments
\begin{tabular}{|c|c|}
\hline & \((20,284)\) \\
\hline & 34,308 \\
\hline \$ & 14,024 \\
\hline
\end{tabular}
---------------
NET DECREASE IN CASH AND CASH INVESTMENTS
CASH AND CASH INVESTMENTS, beginning of period
CASH AND CASH INVESTMENTS, end of period

SUPPLEMENTAL DISCLOSURES OF NONCASH INVESTING
AND FINANCING ACTIVITIES:
Fair value of assets acquired
Liabilities assumed
Cash paid for purchase of business

\begin{tabular}{|c|c|}
\hline \$ & \[
\begin{array}{r}
187,160 \\
(1,660)
\end{array}
\] \\
\hline \$ & 185,500 \\
\hline
\end{tabular}
<FN>
The accompanying notes to consolidated financial statements are an integral part of these statements. </EN>
</TABLE>
$$
\begin{gathered}
-4- \\
\text { CANANDAIGUA BRANDS, INC. AND SUBSIDIARIES } \\
\text { NOTES TO CONSOLIDATED FINANCIAL STATEMENTS } \\
\text { MAY 31, } 2000
\end{gathered}
$$

## 1) MANAGEMENT'S REPRESENTATIONS:

The condensed consolidated financial statements included herein have been prepared by Canandaigua Brands, Inc. and its subsidiaries (the "Company"), without audit, pursuant to the rules and regulations of the Securities and Exchange Commission applicable to quarterly reporting on Form 10-Q and reflect, in the opinion of the Company, all adjustments necessary to present fairly the financial information for the Company. All such adjustments are of a normal recurring nature. Certain information and footnote disclosures normally included in financial statements, prepared in accordance with generally accepted accounting principles, have been condensed or omitted as permitted by such rules and regulations. These consolidated financial statements and related notes should be read in conjunction with the consolidated financial statements and related notes included in the Company's Annual Report on Form 10-K for the fiscal year ended February 29, 2000.

Certain February 29, 2000 balances have been reclassified to conform to current year presentation.

## 2) ACQUISITIONS:

On April 9, 1999, in an asset acquisition, the Company acquired several well-known Canadian whisky brands, including Black Velvet, production facilities located in Alberta and Quebec, Canada, case goods and bulk whisky inventories and other related assets from affiliates of Diageo plc (the "Black Velvet Assets"). In connection with the transaction, the Company also entered into multi-year agreements with affiliates of Diageo plc to provide packaging and distilling services for various brands retained by the Diageo plc affiliates. The purchase price was $\$ 183.6$ million and was financed by the proceeds from the sale of the Senior Subordinated Notes.

The Black Velvet Assets acquisition was accounted for using the purchase method; accordingly, the acquired assets were recorded at fair market value at the date of acquisition. The excess of the purchase price over the estimated fair market value of the net assets acquired (goodwill), $\$ 36.0$ million, is being amortized on a straight-line basis over 40 years. The results of operations of the Black Velvet Assets acquisition have been included in the Consolidated Statements of Income since the date of acquisition.

On June 4, 1999, the Company purchased all of the outstanding capital stock
of Franciscan Vineyards, Inc. ("Franciscan Estates") and, in related transactions, purchased vineyards, equipment and other vineyard related assets located in Northern California (collectively, the "Franciscan Acquisition"). The purchase price was $\$ 212.4$ million in cash plus assumed debt, net of cash acquired, of $\$ 30.8$ million. The purchase price was financed primarily by additional term loan borrowings under the senior credit facility. Also, on June 4, 1999, the Company acquired all of the outstanding capital stock of Simi Winery, Inc. ("Simi") (the "Simi Acquisition"). The cash purchase price was $\$ 57.5$ million and was financed by revolving loan borrowings under the senior credit facility. The purchases were accounted for using the purchase method; accordingly, the acquired assets were recorded at fair market value at the date of acquisition. The excess of the purchase price over the estimated fair market value of the net assets acquired (goodwill) for the Franciscan Acquisition and the Simi Acquisition, $\$ 118.3$ million and $\$ 8.3$ million, respectively, is being amortized on a straight-line basis over 40 years. The Franciscan Estates and Simi operations are managed together as a separate business segment of the Company ("Franciscan").

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-5-
$$

The results of operations of Franciscan have been included in the Consolidated Statements of Income since the date of acquisition.

The following table sets forth the unaudited pro forma results of operations of the Company for the three months ended May 31, 2000 and 1999. The unaudited pro forma results of operations for the three months ended May 31, 1999, gives effect to the acquisitions of the Black Velvet Assets and Franciscan as if they occurred on March 1, 1999. The unaudited pro forma results of operations are presented after giving effect to certain adjustments for depreciation, amortization of goodwill, interest expense on the acquisition financing and related income tax effects. The unaudited pro forma results of operations are based upon currently available information and upon certain assumptions that the Company believes are reasonable under the circumstances. The unaudited pro forma results of operations for the three months ended May 31, 1999, reflect total pretax nonrecurring charges of $\$ 12.4$ million ( $\$ 0.40$ per share on a diluted basis) related to transaction costs, primarily for exercise of stock options, which were incurred by Franciscan Estates prior to the acquisition. The unaudited pro forma results of operations do not purport to present what the Company's results of operations would actually have been if the aforementioned transactions had in fact occurred on such date or at the beginning of the period indicated, nor do they project the Company's financial position or results of operations at any future date or for any future period.

|  | For the Three Months Ended May 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |  |
| (in thousands, except per share data) |  |  |  |  |
| Net sales | \$ | 585,580 | \$ | 557,533 |
| Income before income taxes | \$ | 29,837 | \$ | 2,911 |
| Net income | \$ | 17,902 | \$ | 1,746 |
| Earnings per common share: |  |  |  |  |
| Basic | \$ | 0.98 | \$ | 0.10 |
| Diluted | \$ | 0.96 | \$ | 0.09 |
| Weighted average common shares outstanding: |  |  |  |  |
| Basic |  | 18,230 |  | 17,977 |
| Diluted |  | 18,598 |  | 18,447 |

## 3) INVENTORIES:

Inventories are stated at the lower of cost (computed in accordance with the first-in, first-out method) or market. Elements of cost include materials, labor and overhead and consist of the following:
(in thousands)
Raw materials and supplies
In-process inventories
Finished case goods

| $\begin{gathered} \text { February } 29, \\ 2000 \end{gathered}$ |  |
| :---: | :---: |
| \$ | 29,417 |
|  | 419,558 |
|  | 166,725 |
| \$ | 615,700 |

4) BORROWINGS:

SENIOR NOTES -
In March 2000, the Company exchanged (pound)75.0 million aggregate principal amount of $81 / 2 \%$ Series B Senior Notes due in November 2009 (the
"Sterling Series B Senior Notes") for the Sterling Senior Notes. The terms of the Sterling Series B Senior Notes are identical in all material respects to the Sterling Senior Notes.

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In May 2000, the Company issued (pound) 80.0 million (approximately $\$ 120.0$ million) aggregate principal amount of $81 / 2 \%$ Series C Senior Notes due November 2009 at an issuance price of (pound) 79.6 million (approximately $\$ 119.4$ million, net of $\$ 0.6$ million unamortized discount, with an effective rate of $8.6 \%$ (the "Sterling Series C Senior Notes"). The net proceeds of the offering ((pound)78.8 million, or approximately $\$ 118.2$ million) were used to repay a portion of the Company's British pound sterling borrowings under its senior credit facility. After this repayment, the required quarterly repayments of the Tranche II Term Loan facility were revised to (pound) 0.2 million ( $\$ 0.3$ million) for the remaining three quarters in 2000, (pound) 0.4 million ( $\$ 0.6$ million) for each quarter in 2001 and 2002, (pound) 0.5 million ( $\$ 0.7$ million) for each quarter in 2003, and (pound)8.5 million ( $\$ 12.7$ million) for each quarter in 2004. (The foregoing U.S. dollar equivalents are as of May 31, 2000.) Interest on the Sterling Series C Senior Notes is payable semiannually on May 15 and November 15 of each year, beginning on November 15, 2000. The Sterling Series C Senior Notes are redeemable at the option of the Company, in whole or in part, at any time. The Sterling Series C Senior Notes are unsecured senior obligations and rank equally in right of payment to all existing and future unsecured senior indebtedness of the Company. The Sterling Series C Senior Notes are guaranteed, on a senior basis, by certain of the Company's significant operating subsidiaries.

## 5) EARNINGS PER COMMON SHARE:

Basic earnings per common share exclude the effect of common stock equivalents and are computed by dividing income available to common stockholders by the weighted average number of common shares outstanding during the period for Class A Common Stock and Class B Convertible Common Stock. Diluted earnings per common share reflect the potential dilution that could result if securities or other contracts to issue common stock were exercised or converted into common stock. Diluted earnings per common share assume the exercise of stock options using the treasury stock method and assume the conversion of convertible securities, if any, using the "if converted" method.
The computation of basic and diluted earnings per common share is as

|  | For the Three Months Ended May 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |  |
| (in thousands, except per share data) Income applicable to common shares | \$ | 17,902 | \$ | 10,846 |
| Weighted average common shares outstanding - basic |  | 18,230 |  | 17,977 |
| Stock options |  | 368 |  | 470 |
| Weighted average common shares outstanding - diluted |  | 18,598 |  | 18,447 |
| EARNINGS PER COMMON SHARE - BASIC | \$ | 0.98 | \$ | 0.60 |
| EARNINGS PER COMMON SHARE - DILUTED | \$ | 0.96 | \$ | 0.59 |

Stock options to purchase 1.6 million and 0.8 million shares of Class $A$ Common Stock at a weighted average price of $\$ 52.06$ and $\$ 51.86$ were outstanding during the three months ended May 31, 2000 and 1999, respectively, but were not included in the computation of the diluted earnings per common share because the stock options' exercise price was greater than the average market price of the Class A Common Stock.
6) SUMMARIZED FINANCIAL INFORMATION - SUBSIDIARY GUARANTORS:

The following table presents summarized financial information for the Company, the parent company, the combined subsidiaries of the Company which guarantee the Company's senior notes and senior subordinated notes (the "Subsidiary Guarantors") and the combined subsidiaries of the Company which are not Subsidiary Guarantors, primarily Matthew Clark (the "Subsidiary Nonguarantors"). The Subsidiary Guarantors are wholly owned and the guarantees are full, unconditional, joint and several obligations of each of the Subsidiary Guarantors. Separate financial statements for the Subsidiary Guarantors of the Company are not presented because the Company has determined that such financial statements would not be material to investors. The Subsidiary Guarantors
comprise all of the direct and indirect subsidiaries of the Company, other than Matthew Clark, the Company's Canadian subsidiary and certain other subsidiaries which individually, and in the aggregate, are inconsequential. There are no restrictions on the ability of the Subsidiary Guarantors to transfer funds to the Company in the form of cash dividends, loans or advances.

<TABLE>
<CAPTION>

\section*{< S>}
\begin{tabular}{ll} 
Parent & Subsidiary \\
Company & Guarantors \\
----------- & ------------ \\
\(<\mathrm{C}>\) & \(<\mathrm{C}>\)
\end{tabular}
Subsidiary
Nonguarantors
-------------
<C>
\begin{tabular}{ll} 
Eliminations & Consolidated \\
----------- & ----------- \\
\(<C>\) & \(<C>\)
\end{tabular}
(in thousands)
Balance Sheet Data:
May 31, 2000
-------------
Current assets
Noncurrent assets
Current liabilities
\begin{tabular}{lr}
\(\$\) & 85,411 \\
\(\$\) & 912,239 \\
\(\$\) & 148,381 \\
\(\$\) & \(1,198,888\)
\end{tabular}
\begin{tabular}{lr}
\(\$\) & 622,505 \\
\(\$\) & \(1,231,122\) \\
\(\$\) & 123,750 \\
\(\$\) & 55,058
\end{tabular}
294,678
462,795
172,017
99,462

February 29, 2000
- --------------------
\begin{tabular}{lll} 
Current assets & \(\$\) & 105,864 \\
Noncurrent assets & \(\$\) & 913,026 \\
Current liabilities & \(\$\) & 150,507 \\
Noncurrent liabilities & \(\$ 1,230,139\)
\end{tabular}
\begin{tabular}{lrrr}
\(\$\) & 611,646 & \(\$\) & 278,487 \\
\(\$\) & \(1,232,132\) & \(\$\) & 489,286 \\
\(\$\) & 84,722 & \(\$\) & 202,988 \\
\(\$\) & 97,410 & \(\$\) & 62,185
\end{tabular}
\begin{tabular}{lc}
\(\$\) & - \\
\(\$\) & \((1,281,650)\) \\
\(\$\) & -
\end{tabular}

995,997
\(1,352,794\)
438,217
389,734

Income Statement Data:

For the Three Months
- --------------------

Ended May 31, 2000
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|}
\hline Net sales & \$ & 134,718 & \$ & 344,241 & \$ & 178,758 & \$ & \((72,137)\) & \$ & 585,580 \\
\hline Gross profit & \$ & 40,420 & \$ & 93,301 & \$ & 50,152 & \$ & - & \$ & 183,873 \\
\hline (Loss) income before income taxes & \$ & \((4,541)\) & \$ & 23,186 & \$ & 11,192 & \$ & - & \$ & 29,837 \\
\hline Net (loss) income & \$ & \((2,725)\) & \$ & 13,912 & \$ & 6,715 & \$ & - & \$ & 17,902 \\
\hline \multicolumn{11}{|l|}{For the Three Months} \\
\hline \multicolumn{11}{|l|}{Ended May 31, 1999} \\
\hline Net sales & \$ & 154,623 & \$ & 299,219 & \$ & 168,210 & \$ & \((91,883)\) & \$ & 530,169 \\
\hline Gross profit & \$ & 39,431 & \$ & 69,875 & \$ & 46,817 & \$ & - & \$ & 156,123 \\
\hline (Loss) income before income taxes & \multicolumn{5}{|c|}{(Loss) income before} & 7,563 & & - & & 18,077 \\
\hline Net (loss) income & \$ & \((3,014)\) & \$ & 9,322 & \$ & 4,538 & \$ & - & \$ & 10,846 \\
\hline
\end{tabular}
</TABLE>

## 7) BUSINESS SEGMENT INFORMATION:

The Company reports its operating results in five segments: Canandaigua Wine (branded popularly-priced wine and brandy, and other, primarily grape juice concentrate); Barton (primarily beer and spirits); Matthew Clark (branded wine, cider and bottled water, and wholesale wine, cider, spirits, beer and soft drinks); Franciscan (primarily branded super-premium and ultra-premium wine) and - 8 -

Corporate Operations and Other (primarily corporate related items). Segment selection was based upon internal organizational structure, the way in which these operations are managed and their performance evaluated by management and the Company's Board of Directors, the availability of separate financial results, and materiality considerations. The accounting policies of the segments are the same as those described in the summary of significant accounting policies. The Company evaluates performance based on operating profits of the respective business units.

Segment information is as follows:

| 2000 | 1999 |
| :---: | :---: |

[^0]- -------------------

Net sales:
Branded:

External customers
Intersegment
Total Branded
Other:
External customers
Intersegment
Total Other
Net sales
Operating profit
Long-lived assets
Total assets
Capital expenditures
Depreciation and amortization
Barton:

- -------
Net sales:
Beer

Net sales
Operating profit
Long-lived assets
Total assets
Capital expenditures
Depreciation and amortization

Matthew Clark:
$-\quad-------$
Net sales:
Branded
Wholesale
Net sales
Operating profit
Long-lived assets
Total assets
Capital expenditures
Depreciation and amortization

| \$ | 143,330 | \$ | 142,641 |
| :---: | :---: | :---: | :---: |
|  | 1,236 |  | 1,750 |
|  | 144,566 |  | 144,391 |

-------------

|  | 14,183 |  | 19,130 |
| :---: | :---: | :---: | :---: |
|  | 3,629 |  | 38 |
|  | 17,812 |  | 19,168 |
| \$ | 162,378 | \$ | 163,559 |
| \$ | 7,981 | \$ | 5,607 |
| \$ | 190,104 | \$ | 192,128 |
| \$ | 590,367 | \$ | 623,786 |
| \$ | 2,645 | \$ | 5,638 |
| \$ | 5,868 | \$ | 5,536 |


| \$ | 163,134 | \$ | 146,611 |
| :---: | :---: | :---: | :---: |
|  | 72,546 |  | 54,139 |
| \$ | 235,680 | \$ | 200,750 |
| \$ | 38,835 | \$ | 31,497 |
| \$ | 77,956 | \$ | 79,784 |
| \$ | 716,633 | \$ | 709,962 |
| \$ | 1,336 | \$ | 916 |
| \$ | 3,955 | \$ | 3,161 |


| \$ | 69,615 | \$ | 74,375 |
| :---: | :---: | :---: | :---: |
|  | 99,923 |  | 92,422 |
| \$ | 169,538 | \$ | 166,797 |
| \$ | 10,374 | \$ | 7,330 |
| \$ | 148,103 | \$ | 169,393 |
| \$ | 629,030 | \$ | 648,222 |
| \$ | 2,409 | \$ | 4,656 |
| \$ | 5,213 | \$ | 4,426 |

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For the Three Months Ended May 31,

| 2000 | 1999 |
| :---: | :---: |

--------------
--------------
(in thousands)
Franciscan:

- -----------

Net sales:
External customers
Intersegment
Net sales
Operating profit
Long-lived assets
Total assets
Capital expenditures
Depreciation and amortization
Corporate Operations and Other:

| Net sales | \$ | 1,085 | \$ | 885 |
| :---: | :---: | :---: | :---: | :---: |
| Operating loss | \$ | $(5,142)$ | \$ | $(4,323)$ |
| Long-lived assets | \$ | 6,134 | \$ | 16,924 |
| Total assets | \$ | 30,034 | \$ | 24,640 |
| Capital expenditures | \$ | 95 | \$ | 111 |
| Depreciation and amortization | \$ | 918 | \$ | 640 |
| Intersegment eliminations: |  |  |  |  |
| Net sales | \$ | $(4,990)$ | \$ | $(1,822)$ |
| Consolidated: |  |  |  |  |
| Net sales | \$ | 585,580 | \$ | 530,169 |
| Operating profit | \$ | 57,464 | \$ | 40,111 |
| Long-lived assets | \$ | 530,991 | \$ | 458,229 |
| Total assets | \$ | 2,327,100 | \$ | 2,006,610 |
| Capital expenditures | \$ | 10,265 | \$ | 11,321 |
| Depreciation and amortization | \$ | 18,346 | \$ | 13,763 |


| \$ | $\begin{array}{r} 21,785 \\ 104 \end{array}$ | \$ |  |
| :---: | :---: | :---: | :---: |
| \$ | 21,889 | \$ | - |
| \$ | 5,416 | \$ | - |
| \$ | 108,694 | \$ | - |
| \$ | 361,036 | \$ | - |
| \$ | 3,780 | \$ | - |
| \$ | 2,392 | \$ | - |
| \$ | 1,085 | \$ | 885 |
| \$ | $(5,142)$ | \$ | $(4,323)$ |
| \$ | 6,134 | \$ | 16,924 |
| \$ | 30,034 | \$ | 24,640 |
| \$ | 95 | \$ | 111 |
| \$ | 918 | \$ | 640 |
| \$ | $(4,990)$ | \$ | $(1,822)$ |

Comprehensive income consists of net income and foreign currency translation adjustments for the three months ended May 31, 2000 and 1999. The reconciliation of net income to comprehensive income is as follows:
(in thousands)
Net income
Other comprehensive income:
Cumulative translation adjustment
Total comprehensive income

| 2000 |  | 1999 |  |
| :---: | :---: | :---: | :---: |
| \$ | 17,902 | \$ | 10,846 |
|  | $(11,266)$ |  | 850 |
| \$ | 6,636 | \$ | 11,696 |

## 9) ACCOUNTING PRONOUNCEMENTS:

In June 1998, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 133 ("SFAS No. 133"), "Accounting for Derivative Instruments and Hedging Activities." SFAS No. 133 establishes accounting and reporting standards for derivative instruments, including certain derivative instruments embedded in other contracts (collectively referred to as derivatives), and for hedging activities. SFAS No. 133 requires that every derivative be recorded as either an asset or liability in the balance sheet and measured at its fair value. SFAS No. 133 also requires that changes in the derivative's fair value be recognized currently in earnings unless specific hedge accounting criteria are met. Special accounting for qualifying hedges allows a derivative's gains and losses to offset

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related results on the hedged item in the income statement, and requires that a company formally document, designate and assess the effectiveness of transactions that receive hedge accounting.

In June 1999, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 137 ("SFAS No. 137"), "Accounting for Derivative Instruments and Hedging Activities--Deferral of the Effective Date of FASB Statement No. 133." SFAS No. 137 delays the effective date of SFAS No. 133 for one year. With the issuance of SFAS No. 137, the Company is required to adopt SFAS No. 133 on a prospective basis for interim periods and fiscal years beginning March 1, 2001.

In June 2000, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 138 ("SFAS No. 138"), "Accounting for Certain Derivative Instruments and Certain Hedging Activities--an amendment of FASB Statement No. 133." SFAS No. 138 amends the accounting and reporting standards of SFAS No. 133 for certain derivative instruments and certain hedging activities. The Company is required to adopt SFAS No. 138 concurrently with SFAS No. 133. The Company believes the effect of the adoption of these statements on its financial statements will not be material based on the Company's current risk management strategies.

- 11 -

ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS
OF OPERATIONS
-------------
INTRODUCTION

- ------------

The following discussion and analysis summarizes the significant factors affecting (i) consolidated results of operations of the Company for the three months ended May 31, 2000 ("First Quarter 2001"), compared to the three months ended May 31, 1999 ("First Quarter 2000"), and (ii) financial liquidity and capital resources for First Quarter 2001. This discussion and analysis should be read in conjunction with the Company's consolidated financial statements and notes thereto included herein and in the Company's Annual Report on Form 10-K for the fiscal year ended February 29, 2000 ("Fiscal 2000").

The Company operates primarily in the beverage alcohol industry in North America and the United Kingdom. The Company reports its operating results in five segments: Canandaigua Wine (branded popularly-priced wine and brandy, and other, primarily grape juice concentrate); Barton (primarily beer and spirits); Matthew Clark (branded wine, cider and bottled water, and wholesale wine, cider, spirits, beer and soft drinks); Franciscan (primarily branded super-premium and ultra-premium wine); and Corporate Operations and Other (primarily corporate related items).

On June 4, 1999, the Company purchased all of the outstanding capital stock of Franciscan Vineyards, Inc. ("Franciscan Estates") and, in related transactions, purchased vineyards, equipment and other vineyard related assets located in Northern California (collectively, the "Franciscan Acquisition"). Also on June 4, 1999, the Company purchased all of the outstanding capital stock of Simi Winery, Inc. ("Simi"). (The acquisition of the capital stock of Simi is hereafter referred to as the "Simi Acquisition".) The Simi Acquisition included the Simi winery, equipment, vineyards, inventory and worldwide ownership of the Simi brand name. The results of operations from the Franciscan and Simi Acquisitions (collectively, "Franciscan") are reported together in the Franciscan segment and have been included in the consolidated results of operations of the Company since the date of acquisition. On February 29, 2000, Simi was merged into Franciscan Estates.

On April 9, 1999, in an asset acquisition, the Company acquired several well-known Canadian whisky brands, including Black Velvet, production facilities located in Alberta and Quebec, Canada, case goods and bulk whisky inventories and other related assets from affiliates of Diageo plc (collectively, the "Black Velvet Assets"). In connection with the transaction, the Company also entered into multi-year agreements with affiliates of Diageo plc to provide packaging and distilling services for various brands retained by the Diageo plc affiliates. The results of operations from the Black Velvet Assets are reported in the Barton segment and have been included in the consolidated results of operations of the Company since the date of acquisition.

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RESULTS OF OPERATIONS

FIRST QUARTER 2001 COMPARED TO FIRST QUARTER 2000

## NET SALES

The following table sets forth the net sales (in thousands of dollars) by operating segment of the Company for First Quarter 2001 and First Quarter 2000.


Intersegment eliminations
Consolidated Net Sales

| \$ | $(4,990)$ | \$ | $(1,822)$ | $173.9 \%$ |
| :---: | :---: | :---: | :---: | :---: |
| \$ | 585,580 | \$ | 530,169 | 10.5 \% |

Net sales for First Quarter 2001 increased to $\$ 585.6$ million from $\$ 530.2$ million for First Quarter 2000, an increase of $\$ 55.4$ million, or $10.5 \%$.

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Canandaigua Wine
Canandaigua wine

Net sales for Canandaigua Wine for First Quarter 2001 decreased to $\$ 162.4$ million from $\$ 163.6$ million for First Quarter 2000 , a decrease of $\$ 1.2$ million, or (0.7) \% The decline resulted primarily from a decrease in grape juice concentrate sales, while branded wine sales were unchanged against the comparable quarter last year.

## Barton

------

Net sales for Barton for First Quarter 2001 increased to $\$ 235.7$ million from $\$ 200.8$ million for First Quarter 2000, an increase of $\$ 34.9$ million, or 17.4\%. This increase resulted primarily from volume growth and selling price increases in the Mexican beer portfolio as well as from an increase of $\$ 11.3$ million of sales of the newly acquired Canadian whisky brands, which was completed in April 1999.

```
Matthew Clark
```

Net sales for Mathew Clark for First Quarter 2001 increased to \$169.5 million from $\$ 166.8$ million for First Quarter 2000, an increase of $\$ 2.7$ million, or $1.6 \%$. This increase resulted primarily from increases in Matthew Clark's wholesale business, partially offset by declines in Matthew Clark's branded business.

```
Franciscan
----------
```

Net sales for Franciscan for First Quarter 2001 were $\$ 21.9$ million.
GROSS PROFIT
The Company's gross profit increased to $\$ 183.9$ million for First Quarter 2001 from $\$ 156.1$ million for First Quarter 2000 , an increase of $\$ 27.8$ million, or $17.8 \%$. The dollar increase in gross profit was primarily related to sales from the acquisitions of the Black Velvet Assets (completed in April 1999) and Franciscan (completed in June 1999), as well as increased beer sales. As a percent of net sales, gross profit increased to 31.4\% for First Quarter 2001 from 29.4\% in First Quarter 2000, resulting primarily from sales of higher-margin spirits and super-premium and ultra-premium wine acquired in the acquisitions of the Black Velvet Assets and Franciscan, respectively, and from improved margins resulting from price increases in the Company's imported beer business.

## SELLING, GENERAL AND ADMINISTRATIVE EXPENSES

Selling, general and administrative expenses increased to $\$ 126.4$ million for First Quarter 2001 from $\$ 110.5$ million for First Quarter 2000, an increase of $\$ 15.9$ million, or $14.4 \%$. The dollar increase in selling, general and administrative expenses resulted primarily from the addition of the Franciscan business and expenses related to the brands acquired in the Black Velvet Assets acquisition. Selling, general and administrative expenses as a percent of net sales increased to 21.6\% for First Quarter 2001 as compared to 20.8\% for First Quarter 2000. The increase in percent of net sales resulted primarily from the acquisition of Franciscan, as Franciscan's selling, general and administrative expenses as a percent of net sales are typically at the high end of the range of the Company's operating segments' percentages.

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## NONRECURRING CHARGES

The Company incurred nonrecurring charges of $\$ 5.5$ million in First Quarter 2000 related to the closure of a cider production facility within the Matthew Clark operating segment in the United Kingdom ( $\$ 2.9$ million) and to a management reorganization within the Canandaigua Wine operating segment ( $\$ 2.6 \mathrm{million}$ ). No such charges were incurred in First Quarter 2001.

OPERATING INCOME

The following table sets forth the operating profit/(loss) (in thousands of dollars) by operating segment of the Company for First Quarter 2001 and First

|  |  | First Quarter 2001 Compared to First Quarter 2000 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Operating Profit/(Loss) |  |  |  |
|  |  | 2001 | 2000 |  | \%Increase |
| Canandaigua Wine | \$ | 7,981 | \$ | 5,607 | 42.3\% |
| Barton |  | 38,835 |  | 31,497 | 23.3\% |
| Matthew Clark |  | 10,374 |  | 7,330 | 41.5\% |
| Franciscan |  | 5,416 |  | - | N/A |
| Corporate Operations and Other |  | $(5,142)$ |  | $(4,323)$ | 19.0\% |
| Consolidated Operating Profit | \$ | 57,464 | \$ | 40,111 | 43.3\% |

As a result of the above factors, consolidated operating income increased to $\$ 57.5$ million for First Quarter 2001 from $\$ 40.1$ million for First Quarter 2000, an increase of $\$ 17.4$ million, or $43.3 \%$. Exclusive of the aforementioned $\$ 2.6$ million in nonrecurring charges, operating income for the Canandaigua Wine operating segment decreased $2.3 \%$ in First Quarter 2001 from $\$ 8.2$ million in First Quarter 2000. Operating income for the Matthew Clark operating segment, excluding the aforementioned nonrecurring charges of $\$ 2.9 \mathrm{million}$, increased $1.0 \%$ in the First Quarter 2001 from $\$ 10.3$ million in the First Quarter 2000.

INTEREST EXPENSE, NET
Net interest expense increased to $\$ 27.6$ million for First Quarter 2001 from $\$ 22.0$ million for First Quarter 2000, an increase of $\$ 5.6$ million, or $25.4 \%$. The increase resulted primarily from additional interest expense associated with borrowings related to the acquisition of Franciscan.

## NET INCOME

As a result of the above factors, net income increased to $\$ 17.9$ million for First Quarter 2001 from $\$ 10.8$ million for First Quarter 2000, an increase of $\$ 7.1$ million, or $65.1 \%$.

For financial analysis purposes only, the Company's earnings before interest, taxes, depreciation and amortization ("EBITDA") for First Quarter 2001 were $\$ 75.8$ million, an increase of $\$ 21.9$ million over EBITDA of $\$ 53.9$ million for First Quarter 2000. EBITDA should not be construed as an alternative to operating income or net cash flow from operating activities and should not be construed as an indication of operating performance or as a measure of liquidity.

FINANCIAL LIQUIDITY AND CAPITAL RESOURCES

GENERAL

The Company's principal use of cash in its operating activities is for purchasing and carrying inventories. The Company's primary source of liquidity has historically been cash flow from operations, except during the annual fall grape harvests when the Company has relied on short-term borrowings. The annual grape crush normally begins in August and runs through October. The Company generally begins purchasing grapes in August with payments for such grapes beginning to come due in September. The Company's short-term borrowings to support such purchases generally reach their highest levels in November or December. Historically, the Company has used cash flow from operating activities to repay its short-term borrowings. The company will continue to use its short-term borrowings to support its working capital requirements. The Company believes that cash provided by operating activities and its financing activities, primarily short-term borrowings, will provide adequate resources to satisfy its working capital, liquidity and anticipated capital expenditure requirements for both its short-term and long-term capital needs.

## FIRST QUARTER 2001 CASH FLOWS

OPERATING ACTIVITIES

Net cash provided by operating activities for First Quarter 2001 was $\$ 20.0$ million, which resulted from $\$ 40.7$ million in net income adjusted for noncash items, less $\$ 20.7$ million representing the net change in the Company's operating assets and liabilities. The net change in operating assets and liabilities resulted primarily from an increase in accounts receivable as a result of a seasonal increase in sales, partially offset by an increase in accounts payable and an increase in accrued excise taxes resulting from the increase in sales.

INVESTING ACTIVITIES AND FINANCING ACTIVITIES
Net cash used in investing activities for First Quarter 2001 was \$9.9

Net cash used in financing activities for First Quarter 2001 was $\$ 30.1$ million resulting primarily from principal payments of $\$ 133.3$ million and repayment of $\$ 16.8$ million of net revolving loan borrowings. These amounts were partially offset by net proceeds of $\$ 118.2$ million from the issuance of (pound) 80.0 million of $81 / 2 \%$ Sterling Series C Senior Notes used to repay a portion of the Company's British pound sterling borrowings under its senior credit facility.

DEBT
Total debt outstanding as of May 31, 2000, amounted to $\$ 1,272.2$ million, a decrease of $\$ 45.7$ million from February 29, 2000. The ratio of total debt to total capitalization decreased to $70.6 \%$ as of May 31, 2000 , from $71.7 \%$ as of February 29, 2000.

## SENIOR CREDIT FACILITY

As of May 31, 2000, under its senior credit facility, the Company had outstanding term loans of $\$ 427.7$ million bearing a weighted average interest rate of $8.3 \%, \$ 10.0$ million of revolving loans bearing interest at $8.6 \%$, undrawn revolving letters of credit of $\$ 10.5$ million, and $\$ 279.5$ million in revolving loans available to be drawn.

## SENIOR NOTES

As of May 31, 2000, the Company had outstanding $\$ 200.0$ million aggregate principal amount of $85 / 8 \%$ Senior Notes due August 2006 (the "Senior Notes"). The Senior Notes are currently redeemable, in whole or in part, at the option of the Company.

In March 2000, the Company exchanged (pound) 75.0 million aggregate principal amount of $81 / 2 \%$ Series B Senior Notes due in November 2009 (the "Sterling Series B Senior Notes") for the Sterling Senior Notes. The terms of the Sterling Series B Senior Notes are identical in all material respects to the Sterling Senior Notes.

In May 2000, the Company issued (pound) 80.0 million (approximately $\$ 120.0$ million) aggregate principal amount of $81 / 2 \%$ Series C Senior Notes due November 2009 at an issuance price of (pound) 79.6 million (approximately $\$ 119.4$ million, net of $\$ 0.6$ million unamortized discount, with an effective rate of $8.6 \%$ ) (the "Sterling Series C Senior Notes"). The net proceeds of the offering ((pound)78.8 million, or approximately $\$ 118.2$ million) were used to repay a portion of the Company's British pound sterling borrowings under its senior credit facility. After this repayment, the required quarterly repayments of the Tranche II Term Loan facility were revised to (pound) 0.2 million ( $\$ 0.3$ million) for the remaining three quarters in 2000, (pound) 0.4 million ( $\$ 0.6$ million) for each quarter in 2001 and 2002, (pound) 0.5 million ( $\$ 0.7$ million) for each quarter in 2003, and (pound)8.5 million ( $\$ 12.7$ million) for each quarter in 2004 . (The foregoing U.S. dollar equivalents are as of May 31, 2000.) Interest on the Sterling Series C Senior Notes is payable semiannually on May 15 and November 15 of each year, beginning on November 15, 2000. The Sterling Series C Senior Notes are redeemable at the option of the Company, in whole or in part, at any time. The Sterling Series C Senior Notes are unsecured senior obligations and rank equally in right of payment to all existing and future unsecured senior indebtedness of the Company. The Sterling Series C Senior Notes are guaranteed, on a senior basis, by certain of the Company's significant operating subsidiaries.

## SENIOR SUBORDINATED NOTES

As of May 31, 2000, the Company had outstanding $\$ 195.0$ million aggregate principal amount of 8 3/4\% Senior Subordinated Notes due December 2003 (the "Original Notes"). The Original Notes are currently redeemable, in whole or in part, at the option of the Company.

Also, as of May 31, 2000, the Company had outstanding $\$ 200.0$ million aggregate principal amount of $81 / 2 \%$ Senior Subordinated Notes due March 2009 (the "Senior Subordinated Notes"). The Senior Subordinated Notes are redeemable at the option of the Company, in whole or in part, at any time on or after March 1, 2004. The Company may also redeem up to $\$ 70.0$ million of the Senior Subordinated Notes using the proceeds of certain equity offerings completed before March 1, 2002.

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## ACCOUNTING PRONOUNCEMENTS

In June 1998, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 133 ("SFAS No. 133"), "Accounting for Derivative Instruments and Hedging Activities." SFAS No. 133 establishes accounting and reporting standards for derivative instruments, including certain
derivative instruments embedded in other contracts (collectively referred to as derivatives), and for hedging activities. SFAS No. 133 requires that every derivative be recorded as either an asset or liability in the balance sheet and measured at its fair value. SFAS No. 133 also requires that changes in the derivative's fair value be recognized currently in earnings unless specific hedge accounting criteria are met. Special accounting for qualifying hedges allows a derivative's gains and losses to offset related results on the hedged item in the income statement, and requires that a company formally document, designate and assess the effectiveness of transactions that receive hedge accounting.

In June 1999, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 137 ("SFAS No. 137"), "Accounting for Derivative Instruments and Hedging Activities--Deferral of the Effective Date of FASB Statement No. 133." SFAS No. 137 delays the effective date of SFAS No. 133 for one year. With the issuance of SFAS No. 137, the Company is required to adopt SFAS No. 133 on a prospective basis for interim periods and fiscal years beginning March 1, 2001.

In June 2000, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 138 ("SFAS No. 138"), "Accounting for Certain Derivative Instruments and Certain Hedging Activities--an amendment of FASB Statement No. 133." SFAS No. 138 amends the accounting and reporting standards of SFAS No. 133 for certain derivative instruments and certain hedging activities. The Company is required to adopt SFAS No. 138 concurrently with SFAS No. 133. The Company believes the effect of the adoption of these statements on its financial statements will not be material based on the Company's current risk management strategies.

EURO CONVERSION ISSUES

Effective January 1, 1999, eleven of the fifteen member countries of the European Union (the "Participating Countries") established fixed conversion rates between their existing sovereign currencies and the euro. For three years after the introduction of the euro, the Participating Countries can perform financial transactions in either the euro or their original local currencies. This will result in a fixed exchange rate among the Participating Countries, whereas the euro (and the Participating Countries' currency in tandem) will continue to float freely against the U.S. dollar and other currencies of the non-participating countries. The Company does not believe that the effects of the conversion will have a material adverse effect on the Company's business and operations.

ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK


Information about market risks for the three months ended May 31, 2000, does not differ materially from that discussed under Item 7A in the company's Annual Report on Form 10-K for the fiscal year ended February 29, 2000.

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PART II - OTHER INFORMATION
ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K

- ------- -----------------------------------
(a) See Index to Exhibits located on Page 25 of this Report.
(b) The following Report on Form 8-K was filed with the Securities and Exchange Commission during the quarter ended May 31, 2000:

Form 8-K dated April 11, 2000. This Form 8-K reported information under Item 5 (Other Events) and included (i) the Company's Condensed Consolidated Balance Sheets for the fiscal years ended February 29, 2000 and February 28, 1999; (ii) the Company's Condensed Consolidated Statements of Income for the three months ended February 29, 2000 and February 28, 1999; and (iii) the Company's Condensed Consolidated Statements of Income for the twelve months ended February 29, 2000 and February 28, 1999.

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## SIGNATURES

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

CANANDAIGUA BRANDS, INC.

Corporate Reporting and Controller

| Dated: July 13, 2000 |  | By:/s/ Thomas S. Summer |
| :---: | :---: | :---: |
|  |  | Thomas S. Summer, Executive Vice President and Chief Financial Officer (Principal Financial Officer and Principal Accounting Officer) |
|  |  | SUBSIDIARIES |
|  |  | BATAVIA WINE CELLARS, INC. |
| Dated: | July 13, 2000 | By:/s/ Thomas F. Howe |
|  |  | Thomas F. Howe, Controller |
| Dated: | July 13, 2000 | By:/s/ Thomas S. Summer |
|  |  | Thomas S. Summer, Treasurer <br> (Principal Financial Officer and Principal Accounting Officer) |
|  |  | CANANDAIGUA WINE COMPANY, INC. |
| Dated: | July 13, 2000 | By:/s/ Thomas F. Howe |
|  |  | Thomas F. Howe, Controller |
| Dated: | July 13, 2000 | By:/s/ Thomas S. Summer |
|  |  | Thomas S. Summer, Treasurer <br> (Principal Financial Officer and Principal Accounting Officer) |
|  |  | - $20-$ |
|  |  | CANANDAIGUA EUROPE LIMITED |
| Dated: | July 13, 2000 | By:/s/ Thomas F. Howe |
|  |  | Thomas F. Howe, Controller |
| Dated: | July 13, 2000 | By:/s/ Thomas S. Summer |
|  |  | Thomas S. Summer, Treasurer (Principal Financial Officer and Principal Accounting Officer) |
|  |  | CANANDAIGUA LIMITED |
| Dated: | July 13, 2000 | By:/s/ Thomas F. Howe |
|  |  | Thomas F. Howe, Authorized Officer |
| Dated: | July 13, 2000 | By:/s/ Thomas S. Summer |
|  |  | Thomas S. Summer, Finance Director (Principal Financial Officer and Principal Accounting Officer) |
|  |  | POLYPHENOLICS, INC. |
| Dated: | July 13, 2000 | By:/s/ Thomas F. Howe |
|  |  | Thomas F. Howe, Vice President and Controller |
| Dated: | July 13, 2000 | By:/s/ Thomas S. Summer |
|  |  | Thomas S. Summer, Vice President and Treasurer (Principal Financial Officer and Principal Accounting Officer) |
|  |  | ROBERTS TRADING CORP. |
| Dated: | July 13, 2000 | By:/s/ Thomas F. Howe |

Thomas F. Howe, Controller


Thomas S. Summer, Vice President and Treasurer (Principal Financial Officer and Principal Accounting Officer)

MT. VEEDER CORPORATION
Dated: July 13, 2000
By:/s/ Thomas F. Howe

Thomas F. Howe, Vice President and Controller

Dated: July 13, 2000

Dated: July 13, 2000

Dated: July 13, 2000

Dated: July 13, 2000

Dated: July 13, 2000

Dated: July 13, 2000

Dated: July 13, 2000

Dated: July 13, 2000

Dated: July 13, 2000

Dated: July 13, 2000

Dated: July 13, 2000

Dated: July 13, 2000

By:/s/ Thomas S. Summer

Thomas S. Summer, Vice President and Treasurer (Principal Financial Officer and Principal Accounting Officer)

## BARTON INCORPORATED

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\begin{aligned}
& \text { By:/s/ Alexander L. Berk } \\
& \text {----------------------------------------- } \\
& \text { Alexander L. Berk, President and } \\
& \text { Chief Executive Officer } \\
& \text { By:/s/ Thomas S. Summer }
\end{aligned}
$$

BARTON BRANDS, LTD.
By:/s/ Alexander L. Berk
---------------------------------------
Alexander L. Berk, Executive Vice
President

By:/s/ Thomas S. Summer
------------------------------------------
Thomas S. Summer, Vice President
(Principal Financial Officer and
Principal Accounting Officer)

- 23 -
BARTON BEERS, LTD.
By:/s/ Alexander L. Berk
-------------------------------------------
Alexander L. Berk, Executive Vice
President
By:/s/ Thomas S. Summer
----------------------------------------
Thomas S. Summer, Vice President
(Principal Financial Officer and
Principal Accounting Officer)

BARTON BRANDS OF CALIFORNIA, INC.

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By:/s/ Alexander L. Berk
    -------------------------------------
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    Alexander L. Berk, President
    By:/s/ Thomas S. Summer
---------------------------------------------
Thomas S. Summer, Vice President
(Principal Financial Officer and
Principal Accounting Officer)

BARTON BRANDS OF GEORGIA, INC.
By:/s/ Alexander L. Berk
-----------------------------------------
Alexander L. Berk, President
By:/s/ Thomas S. Summer
--------------------------------------------
Thomas S. Summer, Vice President
(Principal Financial Officer and Principal Accounting Officer)

BARTON CANADA, LTD.
By:/s/ Alexander L. Berk

Alexander L. Berk, President

(2) PLAN OF ACQUISITION, REORGANIZATION, ARRANGEMENT, LIQUIDATION OR SUCCESSION.
2.1 Asset Purchase Agreement dated as of February 21, 1999 by and among Diageo Inc., UDV Canada Inc., United Distillers Canada Inc. and the Company (filed as Exhibit 2 to the Company's Current Report on Form 8-K dated April 9, 1999 and incorporated herein by reference).
2.2 Stock Purchase Agreement, dated April 21, 1999, between Franciscan Vineyards, Inc., Agustin Huneeus, Agustin Francisco Huneeus, Jean-Michel Valette, Heidrun Eckes-Chantre Und Kinder Beteiligungsverwaltung II, GbR, Peter Eugen Eckes Und Kinder Beteiligungsverwaltung II, GbR, Harald Eckes-Chantre, Christina Eckes-Chantre, Petra Eckes-Chantre and Canandaigua Brands, Inc. (filed as Exhibit 2.1 on the Company's Current Report on Form 8-K dated June 4, 1999 and incorporated herein by reference).
2.3 Stock Purchase Agreement by and between Canandaigua Wine Company, Inc. (a wholly-owned subsidiary of the Company) and Moet Hennessy, Inc. dated April 1, 1999 (including a list briefly identifying the contents of all omitted
schedules thereto) (filed as Exhibit 2.3 to the Company's Quarterly Report on Form 10-Q for the fiscal quarter ended May 31, 1999 and incorporated herein by reference).
(3) ARTICLES OF INCORPORATION AND BY-LAWS.
3.1 Restated Certificate of Incorporation of the Company (filed as Exhibit 3.1 to the Company's Quarterly Report on Form 10-Q for the fiscal quarter ended August 31, 1998 and incorporated herein by reference).
3.2 Amended and Restated By-Laws of the Company (filed as Exhibit 3.2 to the Company's Quarterly Report on Form 10-Q for the fiscal quarter ended August 31, 1998 and incorporated herein by reference).
(4) INSTRUMENTS DEFINING THE RIGHTS OF SECURITY HOLDERS, INCLUDING INDENTURES.
4.1 Supplemental Indenture No. 4, dated as of May 15, 2000 by and among the Company, as Issuer, its principal operating subsidiaries, as Guarantors, and Harris Trust and Savings Bank, as Trustee (filed as Exhibit 4.17 to the Company's Annual Report on Form 10-K for the fiscal year ended February 29, 2000 and incorporated herein by reference).
(10) MATERIAL CONTRACTS.

Not applicable.
(11) STATEMENT RE COMPUTATION OF PER SHARE EARNINGS.

Computation of per share earnings (filed herewith).
(15) LETTER RE UNAUDITED INTERIM FINANCIAL INFORMATION.

Not applicable.

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(18) LETTER RE CHANGE IN ACCOUNTING PRINCIPLES.

Not applicable.
(19) REPORT FURNISHED TO SECURITY HOLDERS.

Not applicable.
(22) PUBLISHED REPORT REGARDING MATTERS SUBMITTED TO A VOTE OF SECURITY HOLDERS.

Not applicable.
(23) CONSENTS OF EXPERTS AND COUNSEL.

Not applicable.
(24) POWER OF ATTORNEY.

Not applicable.
(27) FINANCIAL DATA SCHEDULE.

Financial Data Schedule (filed herewith).
(99) ADDITIONAL EXHIBITS.

Not applicable.

CANANDAIGUA BRANDS, INC. AND SUBSIDIARIES
COMPUTATION OF EARNINGS PER COMMON SHARE
(in thousands, except per share data)

|  | For the Three Months Ended May 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |  |
|  | Basic | Diluted | Basic | Diluted |
| Income applicable to common shares | \$17,902 | \$17,902 | \$10,846 | \$10,846 |
| Shares: |  |  |  |  |
| Weighted average common shares outstanding | 18,230 | 18,230 | 17,977 | 17,977 |
| Adjustments: |  |  |  |  |
| Stock options | - | 368 | - | 470 |
| Adjusted weighted average common shares outstanding | 18,230 | 19,598 | 17,977 | 18,447 |
| Earnings per common share | \$ 0.98 | \$ 0.96 | \$ 0.60 | \$ 0.59 |

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Company's May 31, 2000 Form 10-Q and is qualified in its entirety by reference
to such financial statements.
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    585,580
    401,707
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[^0]:    (in thousands)
    Canandaigua Wine:

