FORM 10-Q/A
AMENDMENT NO. 1
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 November 30, 1996
OR
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the transition period from $\qquad$ to $\qquad$
COMMISSION FILE NUMBER 0-7570
CANANDAIGUA WINE COMPANY, INC.
---------------------------------
(Exact name of registrant as specified in its charter)
DELAWARE $\quad 16-0716709$
(State or other jurisdiction of
incorporataion or organization)
(I.R.S. Employer Identification No.)

$$
\begin{aligned}
& 116 \text { BUFFALO STREET, CANANDAIGUA, NEW YORK } 14424 \\
& \text { (Address of principal executive offices) (Zip Code) } \\
& \text { (716) 394-7900 } \\
& \text { (Registrant's telephone number including area code) } \\
& \text { None } \\
& \text { _-_- } \\
& \text { (Former name, former address and former fiscal year, } \\
& \text { if changed since last report) }
\end{aligned}
$$

Indicate by check mark whether the registrant (1) has 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 registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes $X \quad$ No
---- ----

The number of shares outstanding of each of the Registrant's classes of common stock, as of January 10, 1997, is set forth below:

CLASS NUMBER OF SHARES OUTSTANDING
Class A Common Stock, Par Value $\$ .01$ Per Share
15,547,625
Class B Common Stock, Par Value $\$ .01$ Per Share
$15,547,625$
$3,330,458$

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Part 1 - Financial Information
Item 1. Financial Statements

<TABLE>
CANANDAIGUA WINE COMPANY, INC. AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEETS
(in thousands, except share data)
<CAPTION>
\begin{tabular}{cc} 
November 30, 1996 & February 29, 1996 \\
-------------------------- \\
(unaudited) & (audited)
\end{tabular}
\begin{tabular}{|c|c|c|c|c|}
\hline <S> & \multicolumn{2}{|l|}{<C>} & \multicolumn{2}{|l|}{<C>} \\
\hline \multicolumn{5}{|l|}{CURRENT ASSETS:} \\
\hline Cash and cash investments & \$ & 4,997 & \$ & 3,339 \\
\hline Accounts receivable, net & & 198,106 & & 142,471 \\
\hline Inventories, net & & 373,631 & & 341,838 \\
\hline Prepaid expenses and other current assets & & 14,598 & & 30,372 \\
\hline Total current assets & & 591,332 & & 518,020 \\
\hline PROPERTY, PLANT AND EQUIPMENT, NET & & 251,218 & & 250,638 \\
\hline OTHER ASSETS & & 276,963 & & 285,922 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|}
\hline \multicolumn{5}{|l|}{LIABILITIES AND STOCKHOLDERS' EQUITY} \\
\hline \multicolumn{5}{|l|}{CURRENT LIABILITIES:} \\
\hline Notes payable & \$ & 130,000 & \$ & 111,300 \\
\hline Current maturities of long-term debt & & 40,597 & & 40,797 \\
\hline Accounts payable & & 79,567 & & 59,730 \\
\hline Accrued Federal and state excise taxes & & 22,849 & & 19,699 \\
\hline Other accrued expenses and liabilities & & 63,906 & & 68,440 \\
\hline Total current liabilities & & 336,919 & & 299,966 \\
\hline LONG-TERM DEBT, less current maturities & & 349,901 & & 327,616 \\
\hline DEFERRED INCOME TAXES & & 64,194 & & 58,194 \\
\hline OTHER LIABILITIES & & 9,934 & & 12,298 \\
\hline \multicolumn{5}{|l|}{COMMITMENTS AND CONTINGENCIES} \\
\hline \multicolumn{5}{|l|}{STOCKHOLDERS' EQUITY:} \\
\hline \multicolumn{5}{|l|}{Class A Common Stock, \$.01 par value-} \\
\hline \begin{tabular}{l}
Authorized, 60,000,000 shares; \\
Issued, 17,460,832 shares at November 30, 1996, and 17,423,082 shares at February 29, 1996
\end{tabular} & & 174 & & 174 \\
\hline \multicolumn{3}{|l|}{Authorized, 20,000,000 shares;} & & \\
\hline \multicolumn{5}{|l|}{Issued 3,956,183 shares at November 30, 1996, and} \\
\hline Additional paid-in capital & & 222,026 & & 221,133 \\
\hline Retained earnings & & 164,353 & & 142,600 \\
\hline & & 386,593 & & 363,947 \\
\hline \multicolumn{5}{|l|}{Less-Treasury stock-} \\
\hline Class A Common Stock, 1,913,207 shares at November 30, 1996, and 1,165,786 shares at February 29, 1996, at cost & & \((25,821)\) & & \((5,234)\) \\
\hline Class B Convertible Common Stock, 625,725 shares at November 30, 1996, and February 29, 1996, at cost & & \((2,207)\) & & \((2,207)\) \\
\hline & & \((28,028)\) & & \((7,441)\) \\
\hline Total stockholders' equity & & 358,565 & & 356,506 \\
\hline Total liabilities and stockholders' equity & \$ & 1,119,513 & \$ & 1,054,580 \\
\hline
\end{tabular}
<FN>
The accompanying notes to consolidated financial statements are an integral part of these balance sheets.
</FN>
</TABLE>

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<TABLE>
CANANDAIGUA WINE COMPANY, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF INCOME (in thousands, except share data)
<CAPTION>
<S>
GROSS SALES
Less - Excise taxes
\(\quad\) Net sales
COST OF PRODUCT SOLD
<C>
\$ 1,180,849 <
(307,405)
873,444
\((649,019)\)
Gross profit
SELLING, GENERAL AND
ADMINISTRATIVE EXPENSES
NONRECURRING RESTRUCTURING EXPENSES




SHARE DATA:
\begin{tabular}{|c|c|c|c|c|c|c|c|c|}
\hline Primary & \$ & 1.10 & \$ & 1.55 & \$ & . 42 & \$ & . 52 \\
\hline Fully diluted & \$ & 1.10 & \$ & 1.55 & \$ & . 42 & \$ & . 52 \\
\hline \multicolumn{9}{|l|}{Weighted average common shares outstanding:} \\
\hline Primary & & ,901 & & , 649 & & 854 & & 679 \\
\hline Fully diluted & & ,901 & & , 649 & & 993 & & 679 \\
\hline
\end{tabular}
The accompanying notes to consolidated financial statements are an integral part
of these statements.
</FN>
</TABLE>
<TABLE> Page 3

\section*{CANANDAIGUA WINE COMPANY, INC. AND SUBSIDIARIES}

CONSOLIDATED STATEMENTS OF CASH FLOWS
(in thousands)
<CAPTION>
<S>
CASH FLOWS FROM OPERATING ACTIVITIES:
Net income
Adjustments to reconcile net income to net cash provided by (used in) operating activities:
Depreciation of property, plant and equipment
Amortization of intangible assets
Loss (gain) on sale of property, plant and equipment
Amortization of discount on long-term debt
Deferred tax provision
Restructuring charges - fixed asset write-down
Change in operating assets and liabilities, net of effects
from purchase of business:
Accounts receivable, net
Inventories, net Prepaid expenses Accounts payable Accrued Federal and state excise taxes Other accrued expenses and liabilities Other

Total adjustments
Net cash provided by (used in) operating activities
CASH FLOWS FROM INVESTING ACTIVITIES:
Purchases of property, plant and equipment, net of minor disposals
Payment of accrued earn-out amounts
Proceeds from sale of property, plant and equipment
Net cash used in investing activities
CASH FLOWS FROM FINANCING ACTIVITIES:
Proceeds from issuance of long-term debt, net of discount
Net proceeds from notes payable, short-term borrowings
Principal payments of long-term debt
Purchases of treasury stock
Payment of issuance costs of long-term debt
Proceeds from employee stock purchases
Exercise of employee stock options
Net cash provided by financing activities

NET INCREASE (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:
\begin{tabular}{|c|c|}
\hline \multirow[t]{2}{*}{} & - \\
\hline & - \\
\hline \multirow{2}{*}{\$} & - \\
\hline & - \\
\hline \$ & - \\
\hline \$ & 5,894 \\
\hline
\end{tabular}
\(\left.\begin{array}{cc}\$ & 144,936 \\ (3,155)\end{array}\right)\)
<FN>
The accompanying notes to consolidated financial statements are an integral
part of these statements.
</FN>
</TABLE>

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CANANDAIGUA WINE COMPANY, INC. AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS NOVEMBER 30, 1996

1) MANAGEMENT'S REPRESENTATIONS:

The condensed consolidated financial statements included herein have been prepared by 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 the financial information for Canandaigua Wine Company, Inc. and its subsidiaries. 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 Transition Report on Form 10-K, for the transition period from September 1, 1995, to February 29, 1996.
2) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

Certain November 1995 balances have been reclassified to conform with current year presentation.

## 3) INVENTORIES:

Inventories are valued at the lower of cost (computed in accordance with the last-in, first-out (LIFO) or first-in, first-out (FIFO) methods) or market. The percentage of inventories valued using the LIFO method is $94 \%$ at November 30, 1996, and February 29, 1996. Replacement cost of the inventories determined on a FIFO basis is approximately $\$ 386,421,000$, and $\$ 332,849,000$, at November 30, 1996, and February 29, 1996, respectively. The net realizable value of the company's inventories is in excess of $\$ 373,631,000$, and $\$ 341,838,000$, at November 30, 1996, and February 29, 1996, respectively.

Elements of cost include materials, labor and overhead and consist of the following:

|  | $\begin{gathered} \text { November } 30, \\ 1996 \end{gathered}$ | $\begin{gathered} \text { February } 29 \\ 1996 \end{gathered}$ |
| :---: | :---: | :---: |
| (IN THOUSANDS) |  |  |
| Raw materials and supplies | \$ 25,930 | \$ 24,197 |
| Wines and distilled spirits in process | 269,959 | 254,956 |
| Finished case goods | 77,742 | 62,685 |
|  | \$373,631 | \$341,838 |

If the FIFO method of inventory valuation had been used, reported net income would have been approximately $\$ 12,500,000$, or $\$ .63$ per share, higher for

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the nine months ended November 30, 1996; and reported net income would have been approximately $\$ 100,000$, or $\$ .01$ per share, lower for the nine months ended November 30, 1995.

## 4) ACQUISITIONS:

VINTNERS HOLDBACK -
On September 26, 1996, the Company reached a final settlement with the
company formerly known as Vintners International Company, Inc. and its lenders on the disputed final closing net asset statement. As a result, the Company recorded a purchase price reduction for the Vintners Acquisition, which reduced recorded goodwill by approximately $\$ 5,894,000$.

## UNITED DISTILLERS -

The following table sets forth the unaudited pro forma consolidated results of operations of the Company for the nine months ended November 30, 1996 and 1995. The nine month unaudited pro forma consolidated results of operations for the period ended November 30, 1995, gives effect to the UDG Acquisition as if it occurred on March 1, 1995. The unaudited pro forma consolidated 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 consolidated 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 consolidated results of operations do not purport to represent what the Company's consolidated results of operations would actually have been if the UDG Acquisition in fact had occurred on such date or to project the Company's consolidated results of operations at any future date or for any future period.

|  | For the Nine Months Ended November 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1996 |  | 1995 |  |
| (IN THOUSANDS, EXCEPT SHARE DATA) |  |  |  |  |
| Net sales | \$ | 873,444 | \$ | 779,157 |
| Income before provision for Federal and state income taxes | \$ | 37,818 | \$ | 54,495 |
| Net income | \$ | 21,753 | \$ | 33,254 |
| Share data: |  |  |  |  |
| Net income per common and common equivalent share: |  |  |  |  |
| Primary | \$ | 1.10 | \$ | 1.66 |
| Fully diluted | \$ | 1.10 | \$ | 1.66 |
| Weighted average common shares outstanding: |  |  |  |  |
| Primary |  | 864,901 |  | ,038,649 |
| Fully diluted |  | 864,901 |  | ,038,649 |

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## 5) BORROWINGS:

Borrowings consist of the following at November 30, 1996:
<TABLE>
<CAPTION>
<S>
(IN THOUSANDS)
Notes Payable:
Senior Credit Facility:
Revolving Credit Loans
Long-term Debt:
Senior Credit Facility:
Term loan, variable rate, aggregate
proceeds of $\$ 246,000$, due in
installments through August 2001
$\$ 40,000$
\$ 157,000
\$ 197,000

Senior Subordinated Notes:
8.75\% redeemable after December 15, 1998, due 2003 . 75 \% Series B redeemable after December 15, 1998 due 2003 (less unamortized discount of $\$ 3,303$ effective rate 9.76\%)

Capitalized Lease Agreements: Capitalized facility and equipment leases at interest rates ranging from 8.9\% to $11.5 \%$, due in monthly installments through fiscal 1998

Industrial Development Agencies: $7.5 \% 1980$ issue, original proceeds $\$ 2,370$, due in annual installments of $\$ 118$ through fiscal 2000

Other Long-term Debt: Loans payable - 5.0\% secured by cash surrender value of officers' life insurance policies
========= ========== ========

## </TABLE>

On October 29, 1996, the Company issued $\$ 65,000,000$ aggregate principal amount of unsecured Series B Senior Subordinated Notes (the "Series B Notes") due 2003 at a stated rate of $8.75 \%$ per annum. The net proceeds from the sale of the Series B Notes were used to repay amounts outstanding under its bank credit facility, including revolving loans. Interest on the Series B Notes will be payable semiannually on June 15 and December 15 of each year. The Series B Notes are redeemable at the option of the Company, in whole or in part, on or after December 15, 1998. The Series B Notes are unsecured and subordinated to the prior payment in full of all senior indebtedness of the company, which includes

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the credit facility, and the Series B Notes are guaranteed, on a senior subordinated basis, by substantially all of the Company's operating subsidiaries.

The indenture relating to the Series B Notes contains certain covenants, including, but not limited to, (i) limitation on indebtedness; (ii) limitation on restricted payments; (iii) limitation on transactions with affiliates; (iv) limitation on senior subordinated indebtedness; (v) limitation on liens; (vi) limitation on sale of assets; (vii) limitation on issuances of guarantees of and pledges for indebtedness; (viii) restriction on transfer of assets; (ix) limitation on subsidiary capital stock; (x) limitation on the creation of any restriction on the ability of the Company's subsidiaries to make distributions and other payments; and (xi) restrictions on mergers, consolidation and the transfer of all or substantially all of the assets of the Company to another person. The limitation on indebtedness covenant is governed by a rolling four quarter fixed charge coverage ratio.

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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, thereunto duly authorized.

CANANDAIGUA WINE COMPANY, INC.

Dated: January 31, 1997
By: /s/ Thomas F. Howe

Thomas F. Howe, Vice President, Corporate Reporting and Controller

