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Business Overview

- Founded in 1945 and headquartered in Victor, New York, U.S.A, Constellation Brands is an international beverage alcohol company.
- Constellation Brands is a producer of beer, wine, and spirits with operations in the United States, Canada, Mexico, New Zealand, and Italy.

Management Team



In 2015, Bill joined Constellation as an EVP, Chief Growth Officer. His role expanded to include leadership of the Wine + Spirits Division in 2016. He then became the company's Chief Operating Officer in 2016, and his role expanded to include President and CEO in 2018.



Rob currently serves as Executive Chair, and is responsible for providing strategic leadership, while working alongside the CEO and board of directors to establish long-range goals, strategies, plans, and policies. He joined Constellation in 1986 and served as CEO in 2007 for 12 years.



Garth Hankinson, CFO, is responsible for corporate strategy, and all aspects of accounting and finance. Garth joined Constellation in 2001 as Manager of Corporate Development and progressed in roles as Director and Vice President of Corporate Development.

Source: Company Material

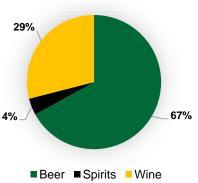
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Company Overview



Segmented Revenue Breakdown

Consolidated Net Sales Fiscal 2020

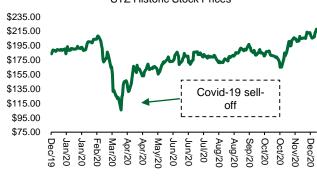


Key Stats (11/03/2020)

Share Price	\$184.16
52 Week Range	\$119.70 - \$207.50
Market Cap	\$35.65B
Net Debt	\$11.21B
Enterprise Value	\$53.45B
Forward P/E	36.6
Trailing P/E	21.2
EV/EBITDA	16.7

Historic Stock Price (1-year)

STZ Historic Stock Prices



Competitors

MOLSON COORS beverage company THE BOSTON Beer BEER COMPANY









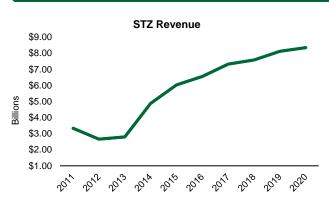


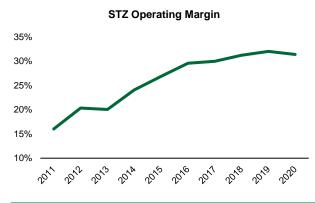
Source: Company Material, Refinitiv

Company Overview

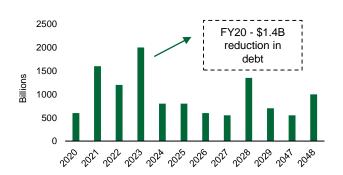


Revenues and Margins





Debt Maturity Schedule



Liquidity (FY20)

Cash & Equivalents	\$81.4M
ST Investments	\$4.27B
Total Debt	\$11.2B
Current Ratio	1.51

Source: Refinitiv

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Beverages

- In the wine and spirits markets, STZ has acquired higher-margin, higher growth wine brands and portfolio of brands, including Meiomi and Prisoner
- Spirits: Svedka, largest US import from Sweden

Acquisitions: Announced: 03/07/15 Luxury Wine Brand Announced: 1PWs Announce: 03/04/16 \$285M Wine Deal

- STZ is the #1 brewer/seller of imported beer in US
- Modelo Especial & Corona Extra: best-selling and fastest growing imported beer brands

Current Production Capacity in Beer Market

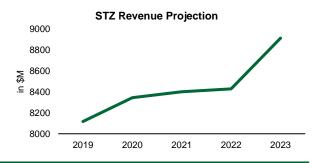
FY19	Introduction of Corona Premier: low calorie product offering, became a top growth contributor in U.S beer market
	Casa Modelo Brand Family FY19: 123M cases +12%
	Pacifico Brand Family FY19: 10M cases +5%
	Corna Brand Family FY20: 149M cases +1%
FY20	Casa Modelo Brand Family FY20: 144M cases +16%
	Pacifico Brand Family FY20: 11M cases +13%

Trends

- Consumer led-premiumization of products & Innovation
- E-commerce initiatives within Consumer staples Online Alcohol sales increased 262% from 2019
- Increase in alcohol consumption during COVID-19
- Pre-COVID consumption levels are not expected to return until 2024.

Outlook

- For the 3rd consecutive year, STZ was the fastest growing large CPG company and continues to be a top contributor for \$USD sales growth at retail for beverage alcohol
- Total alcohol sales YOY 24.4%



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Excellent Capital Allocation

Management team is skilled at allocating cash towards high return investments:

- Aggressive capacity expansion for key manufacturing plants
- Increased production control in Mexican brewery network
- · Purchase of several key premium brands
- · Spike in dividend yields over recent years

Notable Brands:



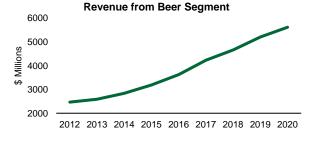






Steady Revenue From Core Activities

- Increases in revenues have been historically consistent
- Throughout the COVID-19 pandemic, STZ has maintained operation-based revenues and expenses at normal levels



Partial Acquisition of Canopy Growth

- \$190 million investment in Canopy Growth in 2017 for a 10% stake
- Exploiting current consumer trends, STZ acquired Canopy Growth: future projects with cannabis infused beverages
- A market leading move, setting up STZ to fully utilize changes in new regulatory environment







Source: Company Material, Refinitiv, Mergent

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Economic Trends



Microeconomic Factors

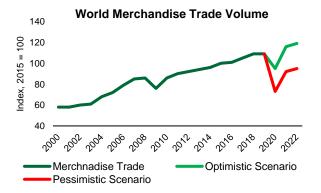
- Increased alcohol consumption due to COVID-19
- Consumers purchasing on-premise decreased while online alochol sales are on the rise
- 1 in 5 Canadians staying at home report their alcohol consumption has increased
- Into 2021 and 2022, there is a positive outlook for alcohol consumption in bars and restaurants given the widespread use of the COVID-19 vaccines

Macroeconomic Factors

- Influenced by market conditions, U.S laws and North American trade
- The beverage alcohol industry has been classified as an essential business
- Cannabis remains illegal on a federally level in the US, but the election cycle brings hope for legalization
- 68% of Americans support the legalization of cannabis;
 48% of those surveyed identify as Republicans

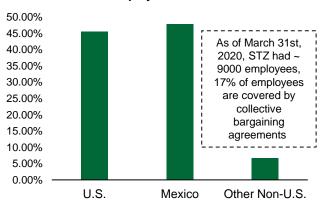
Trade

- International trade routes have affected supply chains around the world
- Distribution and logistics of domestic goods are affected as well due to stringent pandemic guidelines



Employment

STZ Employee Breakdown



Source: Company Material, Refinitiv, Mergent, WTO Secretariat, Forbes





Catalysts

Capitalize on Premiumization & Innovation:

- STZ strives to continue to evolve their portfolio to align with consumer-led premiumization trends and offer a collection of higher-end brands that meet consumer needs
- The coronavirus pandemic has lifted demand for more premium products such as hard seltzer. Consumers are also willing to pay more for the premium products



Cannabis Beverages:

STZ has also complemented their total beverage alcohol strategy in an adjacent strategy by making investments in Canopy Growth, a world-leading cannabis company. This will allow the development of Cannabis-based beverages

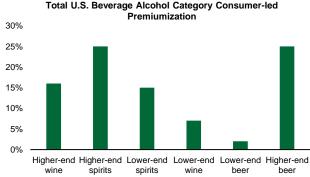
Risks

COVID-19, Operational Risks & Competition:

- COVID-19 could result in disruptions and damage to premium products caused by negative consumer purchasing behavior, as well as disruption to supply chains, production process, and operations
- Consumer Staples is a highly competitive industry and sales in Constellation's premium products could be negatively affected by new entrants, or a general decline in beverage alcohol consumption due to consumer dietary preference

Future Legalization of Cannabis in the U.S.:

The ability of Canopy Growth (acquired by constellation with 38.6% ownership), to achieve its business objectives is dependent upon the legality of the cannabis industry within the U.S.



Total U.S. Beverage Alcohol Category Consumer-led

Source: Company Material, Refinitiv, Mergent



Valuation



DCF Output

DCF Summary Outpเ	it
Terminal Value	
Perpetual Growth	48,826
EV/EBITDA	76,287
Terminal Value	62,557
PV of Terminal Value	60,735
Enterprise Value	53,432
Less: Net Debt	11,211
Add: Cash	81
Equity Value	42,302
Fully Diluted Shares Outstanding	194
Implied Share Price	219
Current Share Price	184
Target Price Upside	19%
Internal Rate of Return (IRR)	9%
Canaltivity Analysis	

Assumptions (Millions)	
Tax Rate	19.88%
WACC	5.66%
Perpetural Growth Rate	3%
EV/EBITDA Mulltiple	23.7x
Current Price	184.16
Shares Outstanding	193.5
Debt	11,211
Cash	81
Capex	1,500
WACC Calculation	
Debt-to-Total Capitalization	48.0%
Equity-to-Total Capitalization	52.0%
Cost of Debt	3.82%
Tax Rate	19.88%
After-tax Cost of Debt	3.06%
Risk-free Rate	0.78%
Market Risk Premium	5.6%
Levered Beta	1.3
Cost of Equity	8.06%
WACC	5.66%

Sensitivity Analysis

Terminal Growth Share Price Sensitivity (\$) WACC											
		5.46%	5.56%	5.66%	5.76%	5.86%					
wth	2.80%	220	216	212	207	203					
<u>G</u> r	2.90%	225	220	215	211	206					
Terminal Growth	3.00%	229	224	219	214	210					
Terr	3.10%	234	228	223	218	213					
	3.20%	239	233	227	222	217					

	Te	erminal Grov	vth Share P	rice Sensiti WACC	vity (\$)	
		5.46%	5.56%	5.66%	5.76%	5.86%
wth	22.7x	222	217	212	207	203
Gro	23.2x	226	220	215	211	206
Terminal Growth	23.7x	229	224	219	214	210
Tern	24.2x	232	227	222	217	213
	24.7x	236	230	225	221	216

Source: Company Material, Refinitiv, Mergent



Valuation



Comparable Model

Operation Statistics				Capita	lization							Projecte d	Projecte d	Net		
Company Name	Share Price (USD)	52 Week High (USD)	52 Week Low (USD)	Shares (MM)	Current Div Yield	Market Cap (USD MM)	Enterprise Value (USD MM)	<u>EBI</u> LTM	<u>TDA</u> 2021E	LTM EF	<u>2021E</u>		EBITDA Growth	Debt/ EBITDA	EBITDA LTM	Margin FY21
Brown-Forman Corporation (BF-B)	\$80.50	\$83.40	\$44.68	463	0.9%	\$37,272	\$40,549	\$1,165	\$1,200	\$1.72	\$1.92	1.0%	3.0%	1.7x	34.6%	35.3%
Carlsberg (CABGY)	\$30.75	\$31.47	\$18.49	727	2.0%	\$22,355	\$40,535	\$13,734	\$14,887	\$38.19	\$39.96	6.2%	8.4%	1.3x	22.9%	23.4%
Molson Coors Beverage Company (TAP)	\$44.38	\$61.94	\$32.11	217	0.0%	\$9,630	\$18,144	\$2,240	\$2,233	\$4.24	\$4.20	4.1%	-0.3%	3.8x	22.8%	21.9%
Anheuser-Busch InBev SA/NV (BUD)	\$66.99	\$83.54	\$32.58	1982	2.2%	\$132,774	\$226,552	\$16,943	\$19,078	\$2.00	\$3.32	7.6%	12.6%	5.5x	36.3%	38.0%
Davide Campari-Milano N.V. (DVDCF)	\$11.41	\$11.50	\$5.60	1140	0.0%	\$13,007	\$13,513	\$408	\$489	\$0.19	\$0.25	8.0%	19.9%	1.2x	22.7%	25.2%
Maximum					2.2%	\$132,774	\$226,552	\$16,943	\$19,078	\$38.19	\$39.96	8.0%	19.9%	5.5x	36.3%	38.0%
75th Percentile					2.1%	\$85,023	\$133,550	\$15,339	\$16,983	\$21.22	\$22.08	7.8%	16.2%	4.7x	35.5%	36.7%
Median					0.9%	\$22,355	\$40,535	\$2,240	\$2,233	\$2.00	\$3.32	6.2%	8.4%	1.7x	22.9%	25.2%
25th Percentile					0.0%	\$11,319	\$15,829	\$787	\$845	\$0.96	\$1.09	2.5%	1.3%	1.3x	22.8%	22.6%
Minimum					0.0%	\$9,630	\$13,513	\$408	\$489	\$0.19	\$0.25	1.0%	-0.3%	1.2x	22.7%	21.9%
Constellation Brands	\$184.16	\$208.55	\$104.28	193	1.5%	\$35,543	\$47,647	\$3,103	\$3,224	\$9.12	\$9.35	-0.3%	3.9%	3.9x	37.2%	38.8%

W 1									se Value /		
<u>Valuation Statistics</u>		<u>Capitalization</u>									
	Share	52 Week	52 Week		Current	Market	Enterprise	<u>EB</u>	<u>TDA</u>	<u>P/E N</u>	<u>lultiple</u>
				Shares							
Company Name	Price (USD)	High (USD)	Low (USD)	(MM)	Div Yield	Cap (USD MM)	Value (USD MM)	LTM	2021E	LTM	2021E
Brown-Forman Corporation (BF-B)	\$80.50	\$83.40	\$44.68	463	0.9%	\$37,272	\$39,199	33.6x	32.7x	46.8x	41.9x
Carlsberg (CABGY)	\$30.75	\$31.47	\$18.49	727	2.0%	\$22,355	\$40,535	3.0x	2.7x	0.8x	0.8x
Molson Coors Beverage Company (TAP)	\$44.38	\$61.94	\$32.11	217	0.0%	\$9,630	\$18,144	8.1x	8.1x	10.5x	10.6x
Anheuser-Busch InBev SA/NV (BUD)	\$66.99	\$83.54	\$32.58	1982	2.2%	\$132,774	\$226,552	13.4x	11.9x	33.5x	20.2x
Davide Campari-Milano N.V. (DVDCF)	\$11.41	\$11.50	\$5.60	1140	0.0%	\$13,007	\$13,513	33.1x	27.6x	60.1x	45.6x
Maximum					2.2%	\$132,774	\$226,552	33.6x	32.7x	60.1x	45.6x
75th Percentile					2.1%	\$85,023	\$133,544	33.4x	30.2x	53.4x	43.8x
Median					0.9%	\$22,355	\$39,199	13.4x	11.9x	33.5x	20.2x
25th Percentile					0.0%	\$11,319	\$15,829	5.5x	5.4x	5.6x	5.7x
Minimum					0.0%	\$9,630	\$13,513	3.0x	2.7x	0.8x	0.8x
Constellation Brands	\$184.16	\$208.55	\$104.28	193	1.5%	\$35,543	\$47,647	15.4x	14.8x	20.2x	19.7x

Comparable Analysis Summary

- Amongst competitors, STZ is the highest average dividend yielding stock
- From a P/E perspective, analyzing 2021E, STZ is roughly trading in line with its competitors
- From an EV/BITDAE perspective, analyzing 2021E, STZ is overvalued relative to the median of its competitors however, this may be attributed to the higher relative market capitalization

Methodology	Median Multiple	Implied Price (Median		
Public Company Comparable:				
LTM EV/EBITDA	13.4x	\$	157	
FY21 EV/EBITDA	11.9x	\$	141	
LTM P/E	33.5x	\$	317	
FY21 P/E	20.2x	\$	205	

Source: Company Material, Refinitiv, Mergent

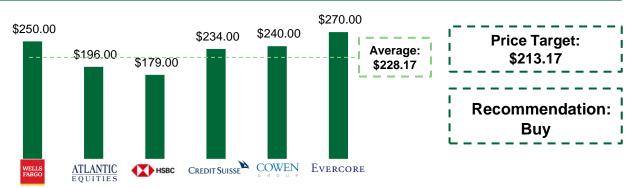
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Recommendation



Football Field \$265.00 Weight **Average Analysis Price** % \$236.00 Target: 52 Week \$213.74 \$207.50 \$176.99 10% \$205.12 Trading Range \$203.00 **Current Analyst** \$228 30% Forecast \$154.00 \$140.70 Comparabes \$183 10% Valuation \$119.70 52 Week Current Analyst Comparables DCF Valuation **DCF Valuation** \$218.62 50% Forecast **Trading Range** Valuation

Selected Broker Price Targets



Source: Company Material, Refinitiv, Mergent

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DCF Model



DCF Model

Assumptions (Millions)	
Tax Rate	19.88%
WACC	5.66%
Perpetural Growth Rate	3%
EV/EBITDA Mulltiple	23.7
Transaction Date	2020-11-01
Fiscal Year End	2021-02-28
Current Price	184.16
Shares Outstanding	193.5
Debt	11,211
Cash	81
Capex	1,500



Discounted Cash Flow	Entry	2021	2022	2023	2024	2025	Exit
Date	2020-11-01	2021-02-28	2022-02-28	2023-02-28	2024-02-29	2025-02-28	2025-02-28
Time Periods		0	1	2	3	4	
Year Fraction		0.33	1.00	1.00	1.00	1.00	
EBIT		2,363	2,476	2,576	2,690	2,808	
Less: Cash Taxes		470	492	512	535	558	
Plus: D&A		347	363	378	395	412	
Less: Capex		1,500	1,500	1,500	1,500	1,500	
Less: Changes in NWC	_	(571.6)	37.9	(212.7)	(104.7)	(99.1)	
Unlevered FCF		1,312	810	1,154	1,154	1,261	
(Entry)/Exit	(46,765)						62,573
Transaction CF	-	426	810	1,154	1,154	1,261	62,573
Transaction CF	(46,765)	426	810	1,154	1,154	1,261	62,573

Terminal Value	
Perpetural Growth	48,826
EV/EBITDA	76,319
Average	62 573

Intrinsic Value (Millions)	
Enterprise Value	53,445
Plus: Cash	81
Less: Debt	11,211
Equity Value	42,315
Equity Value/Share	219

Market Value (Millions)	
Market Cap	35,635
Plus: Debt	11,211
Less: Cash	81
Enterprise Value	46,765
Equity Value/Share	184.16

Rate of Return	
Target Price Upside	19%
Internal Rate of Return (IRR)	9%

Market Value vs Intrinsic Value	
Market Value	184
Upside	35
Intrinsic Value	219



Income Statement Forecast



				Incom	e Statement				
\$ Millions		Histo	orical				Projected		
	2017	2018	2019	2020	2021	2022	2023	2024	2025
Revenue	7,321	7,580	8,116	8,344	8,716	9,133	9,500	9,920	10,357
% change		3.54%	7.07%	2.80%	4.47%	4.78%	4.02%	4.42%	4.41%
cogs	3,802	3,768	4,036	4,192	4,393	4,603	4,788	5,000	5,220
% revenue	51.93%	49.71%	49.73%	50.24%	50.40%	50.40%	50.40%	50.40%	50.40%
Gross Profit	3,519	3,813	4,080	4,152	4,323	4,530	4,712	4,920	5,137
% gross margin	48.07%	50.29%	50.27%	49.76%	49.60%	49.60%	49.60%	49.60%	49.60%
SGA	1,311	1,440	1,482	1,574	1,613	1,690	1,758	1,836	1,917
% revenue	17.91%	19.00%	18.26%	18.86%	18.51%	18.51%	18.51%	18.51%	18.51%
D&A	294	294	333	327	347	363	378	395	412
% revenue	4.01%	3.88%	4.10%	3.91%	3.98%	3.98%	3.98%	3.98%	3.98%
<u>EBITDA</u>	2,208	2,372	2,598	2,578	2,710	2,840	2,954	3,084	3,220
EBIT, or Operating									
<u>Income</u>	1,914	2,078	2,265	2,251	2,363	2,476	2,576	2,690	2,808

Net Working Capital Forecast



Current Assets		Net Working Capital											
Current Assets			Historical	Period		Projection Period							
Current Assets		<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	2022	2023	2024	<u>2025</u>			
Accounts Receivable \$837.00 \$776.00 \$1,268.00 \$1,215.00 \$1,129.99 \$1,184.01 \$1,231.58 \$1,286.05 \$1,342 Inventories \$1,955.00 \$2,084.00 \$2,130.00 \$1,374.00 \$2,111.88 \$2,212.83 \$2,201.73 \$2,403.53 \$2,509 Prepaid Expenses \$136.00 \$494.00 \$48.00 \$39.00 \$40.53 \$41.18 \$41.22 \$41.99 \$534.44 \$844 Other Current Assets \$124.00 \$30,00 \$1,440.00 \$775.00 \$805.37 \$818.25 \$819.09 \$534.44 \$844 Total Current Assets \$3,052.00 \$3,384.00 \$3,590.00 \$3,403.00 \$4,087.77 \$4,256.26 \$4,393.62 \$4,566.01 \$4,739 Growth Current Liabilities (\$0.24) \$0.55 (\$0.27) \$0.01 \$0.10 (\$0.05) \$0.02 \$0.00 \$4,087.77 \$4,256.26 \$4,393.62 \$4,566.01 \$4,739 Accounts Payable \$600.00 \$592.00 \$617.00 \$558.00 \$648.45 \$679.44 \$706.74 \$738.00 \$770 \$792.00 \$2,0	Growth	-	11%	6%	-5%	4%	2%	0%	2%	1%			
Inventories \$1,955.00 \$2,084.00 \$2,130.00 \$1,374.00 \$2,111.88 \$2,212.83 \$2,301.73 \$2,403.53 \$2,509	Current Assets												
Prepaid Expenses \$136.00 \$494.00 \$48.00 \$39.00 \$40.53 \$41.18 \$41.22 \$41.99 \$42 Other Current Assets \$124.00 \$30.00 \$144.00 \$775.00 \$805.37 \$818.25 \$819.09 \$834.44 \$844 \$844 \$7061 \$7061 \$1041 \$		• • • • • • • • • • • • • • • • • • • •								\$1,342.72			
Other Current Assets \$124.00 \$30.00 \$144.00 \$775.00 \$805.37 \$818.25 \$819.09 \$834.44 \$844 \$7041 Current Assets \$3,052.00 \$3,384.00 \$3,590.00 \$3,403.00 \$4,087.77 \$4,256.26 \$4,393.62 \$4,566.01 \$4,739 \$4,739 \$4,739 \$4,256.26 \$4,393.62 \$4,566.01 \$4,739 \$4,739 \$4,087.77 \$4,256.26 \$4,393.62 \$4,566.01 \$4,739 \$4,739 \$4,739 \$4,739 \$4,739 \$4,256.26 \$4,393.62 \$4,566.01 \$4,739 \$4,739 \$4,739 \$4,739 \$4,256.26 \$4,393.62 \$4,566.01 \$4,739 \$4,739 \$4,739 \$4,256.26 \$4,393.62 \$4,566.01 \$4,739 \$4,739 \$4,739 \$4,256.26 \$4,393.62 \$4,566.01 \$4,739 \$4,739 \$4,739 \$4,087.77 \$4,256.26 \$4,393.62 \$4,566.01 \$4,739 \$4,739 \$4,087.77 \$4,256.26 \$4,393.62 \$4,566.01 \$4,739 \$4,739 \$4,087.77 \$4,256.26 \$4,393.62 \$4,566.01 \$4,739 \$4,739 \$4,087.77 \$4,256.26 \$4,393.62 \$4,739 \$4,739 \$4,087.77 \$4,08 \$4,739 \$4,739 \$4,087.77 \$4,98 \$7,90.23 \$807 \$4,090										\$2,509.45			
Total Current Assets \$3,052.00 \$3,384.00 \$3,590.00 \$3,403.00 \$4,087.77 \$4,256.26 \$4,393.62 \$4,566.01 \$4,739 \$6.700 \$7.900 \$1,065.00 \$5.0000 \$5.0000 \$5.0000 \$5.000 \$5.0000 \$5.0000 \$5.0000 \$5.0000 \$5.0000 \$5.0000 \$5.0000		\$136.00	\$494.00	\$48.00				\$41.22	\$41.99	\$42.49			
Current Liabilities	Other Current Assets	\$124.00		\$144.00	\$775.00		\$818.25	\$819.09	\$834.44	\$844.39			
Current Liabilities (\$0.24) \$0.55 (\$0.27) \$0.01 \$0.10 (\$0.05) \$0.02 \$0.02 Accounts Payable \$660.00 \$592.00 \$617.00 \$558.00 \$648.45 \$679.44 \$706.74 \$738.00 \$770.00 Notes Payable/Short Term Debt \$607.00 \$747.00 \$792.00 \$239.00 \$242.09 \$265.97 \$252.00 \$256.96 \$262.00 Current Port. of LT Debt/Capital Leases \$911.00 \$22.00 \$1,065.00 \$735.00 \$744.50 \$817.95 \$774.98 \$790.23 \$807.00 Other Current Liabilities \$80.00 \$13.00 \$16.00 \$211.00 \$213.73 \$234.81 \$222.48 \$226.86 \$231 Accrued Expenses \$540.00 \$665.00 \$675.00 \$577.00 \$577.37 \$634.33 \$601.00 \$612.83 \$626 Total Current Liabilities \$2,698.00 \$2,039.00 \$3,165.00 \$1,090.00 \$1,661.63 \$1,623.75 \$1,836.43 \$1,941.14 \$2,040 (Increase) / Decrease in NWC - (\$991.00)	Total Current Assets	\$3,052.00	\$3,384.00	\$3,590.00	\$3,403.00	\$4,087.77	\$4,256.26	\$4,393.62	\$4,566.01	\$4,739.05			
Accounts Payable Notes Payable/Short Term Deb Sept.00	Growth												
Notes Payable/Short Term Debt \$607.00	Current Liabilities	(\$0	0.24)	\$0.55 (\$0	.27)	\$0.01	\$0.10 (\$0	.05)	\$0.02	\$0.02			
Notes Payable/Short Term Debt \$607.00	Accounts Pavable	\$560.00	\$592.00	\$617.00	\$558.00	\$648.45	\$679.44	\$706.74	\$738.00	\$770.52			
Other Current Liabilities Accrued Expenses S540.00 \$13.00 \$16.00 \$211.00 \$213.73 \$234.81 \$222.48 \$226.86 \$231. Accrued Expenses S540.00 \$665.00 \$675.00 \$570.00 \$577.37 \$634.33 \$601.00 \$612.83 \$626. Total Current Liabilities \$2,698.00 \$2,039.00 \$3,165.00 \$2,313.00 \$2,426.13 \$2,632.51 \$2,557.20 \$2,624.87 \$2,698. Net Working Capital \$354.00 \$1,345.00 \$425.00 \$1,090.00 \$1,661.63 \$1,623.75 \$1,836.43 \$1,941.14 \$2,040. The companies of the companies o	1				\$239.00			\$252.00	\$256.96	\$262.60			
Accrued Expenses \$540.00 \$665.00 \$675.00 \$570.00 \$577.37 \$634.33 \$601.00 \$612.83 \$626. Total Current Liabilities \$2,698.00 \$2,039.00 \$3,165.00 \$2,313.00 \$2,313.00 \$2,426.13 \$2,632.51 \$2,557.20 \$2,624.87 \$2,698. Net Working Capital \$354.00 \$1,345.00 \$425.00 \$1,090.00 \$1,661.63 \$1,623.75 \$1,836.43 \$1,941.14 \$2,040. (Increase) / Decrease in NWC - (\$991.00) \$920.00 (\$665.00) \$571.63) \$37.88 (\$212.67) (\$104.71) \$99.13) Assumptions 2017 2018 2019 2020 2021 2022 2023 2024 2025 Revenue \$7,321 \$7,580 \$8,116 \$8,344 \$8,716 \$9,133 \$9,500 \$9,920 \$10,31 COGS \$3,802 \$3,768 \$4,036 \$4,192 \$4,393 \$4,603 \$4,788 \$5,000 \$5.22 Inventory \$1,955 \$2,084 \$2,130 \$1,374 \$2,1112 \$2,213 \$2,202 \$2,302 \$2,404 \$2,55 Accounts Payable \$560 \$592 \$617 \$558 \$648 \$679 \$707 \$738 \$75	Current Port. of LT Debt/Capital Leases	\$911.00	\$22.00	\$1,065.00	\$735.00	\$744.50	\$817.95	\$774.98	\$790.23	\$807.56			
Accrued Expenses \$540.00 \$665.00 \$675.00 \$570.00 \$577.37 \$634.33 \$601.00 \$612.83 \$626. Total Current Liabilities \$2,698.00 \$2,039.00 \$3,165.00 \$2,313.00 \$2,313.00 \$2,426.13 \$2,632.51 \$2,557.20 \$2,624.87 \$2,698. Net Working Capital \$354.00 \$1,345.00 \$425.00 \$1,090.00 \$1,661.63 \$1,623.75 \$1,836.43 \$1,941.14 \$2,040 \$1,000 \$	Other Current Liabilities	\$80.00	\$13.00	\$16.00	\$211.00	\$213.73	\$234.81	\$222.48	\$226.86	\$231.83			
Net Working Capital \$354.00 \$1,345.00 \$425.00 \$1,090.00 \$1,661.63 \$1,623.75 \$1,836.43 \$1,941.14 \$2,040	Accrued Expenses	\$540.00	\$665.00	\$675.00	\$570.00		\$634.33	\$601.00	\$612.83	\$626.27			
Cook	Total Current Liabilities	\$2,698.00	\$2,039.00	\$3,165.00	\$2,313.00	\$2,426.13	\$2,632.51	\$2,557.20	\$2,624.87	\$2,698.78			
Assumptions 2017 2018 2019 2020 2021 2022 2023 2024 2025 Revenue \$ 7,321 \$ 7,580 \$ 8,116 \$ 8,344 \$ 8,716 \$ 9,133 \$ 9,500 \$ 9,920 \$ 10,31 COGS \$ 3,802 \$ 3,768 \$ 4,036 \$ 4,192 \$ 4,393 \$ 4,603 \$ 4,788 \$ 5,000 \$ 5,22 Inventory \$ 1,955 \$ 2,084 \$ 2,130 \$ 1,374 \$ 2,1112 \$ 2,213 \$ 2,302 \$ 2,404 \$ 2,55 Accounts Payable \$ 560 \$ 592 \$ 617 \$ 558 \$ 648 \$ 679 \$ 707 \$ 738 \$ 77	Net Working Capital	\$354.00	\$1,345.00	\$425.00	\$1,090.00	\$1,661.63	\$1,623.75	\$1,836.43	\$1,941.14	\$2,040.27			
Revenue 7,321 7,580 8,116 8,344 8,716 9,133 9,500 9,920 10,33 COGS 3,802 3,768 4,036 4,192 4,393 4,603 4,788 5,000 5,22 Inventory 1,955 2,084 2,130 1,374 2,112 2,213 2,230 2,2404 2,51 Accounts Payable 560 592 617 558 648 679 707 738 77	(Increase) / Decrease in NWC	- (\$9	91.00)	\$920.00 (\$6	65.00) (\$571.63)	\$37.88 (\$2	12.67) (\$1	04.71) (\$9	9.13)			
Revenue 7,321 7,580 8,116 8,344 8,716 9,133 9,500 9,920 10,33 COGS 3,802 3,768 4,036 4,192 4,393 4,603 4,788 5,000 5,22 Inventory 1,955 2,084 2,130 1,374 2,112 2,213 2,230 2,2404 2,51 Accounts Payable 560 592 617 558 648 679 707 738 77													
COGS 3,802 3,768 4,036 4,192 4,393 4,603 4,788 5,000 5,22 Inventory 1,955 2,084 2,130 1,374 2,112 2,213 2,213 2,302 2,404 2,51 Accounts Payable 560 592 617 558 648 679 707 738 77	Assumptions		2018						2024	2025			
Inventory 1,955 2,084 2,130 1,374 2,112 2,213 2,302 2,404 2,5 Accounts Payable 560 592 617 558 648 679 707 738 77	Revenue	\$ 7,321 \$	7,580 \$	8,116 \$	8,344	\$ 8,716 \$	9,133 \$	9,500 \$	9,920 \$	10,357			
Accounts Payable \$ 560 \$ 592 \$ 617 \$ 558 \$ 648 \$ 679 \$ 707 \$ 738 \$ 7	COGS	\$ 3,802 \$	3,768 \$	4,036 \$	4,192	\$ 4,393 \$	4,603 \$	4,788 \$	5,000 \$	5,220			
	Inventory	\$ 1,955 \$	2,084 \$	2,130 \$	1,374	\$ 2,112 \$	2,213 \$	2,302 \$	2,404 \$	2,509			
Accounts Receivable \$ 837 \$ 776 \$ 1,268 \$ 1,215 \$ 1,130 \$ 1,184 \$ 1,232 \$ 1,286 \$ 1,3	Accounts Payable	\$ 560 \$	592 \$	617 \$	558	\$ 648 \$	679 \$	707 \$	738 \$	771			
	Accounts Receivable	\$ 837 \$	776 \$	1,268 \$	1,215	\$ 1,130 \$	1,184 \$	1,232 \$	1,286 \$	1,343			
Inventory Days 188 202 193 120 175 175 175 175 175	Inventory Days	188	202	193	120	175	175	175	175	175			
AP Days 54 57 56 49 54 54 54 54 54	AP Days	54	57	56	49	54	54	54	54	54			
AR Days 42 37 57 53 47 47 47 47 47	AR Days	42	37	57	53	47	47	47	47	47			



Comparable Model

Constellation Brands

Constellation Brands

LTM P/E

FY21 P/E



19.7x

193

81 11,211

Operation Statistics				Capita	lization							Projected	Projected	Net		
		52 Week	52 Week		Current	Market	Enterprise	EBI		EP:		Revenue	EBITDA	Debt/	EBITDA	
Company Name	Price (USD)	High (USD)	Low (USD)	Shares (MM)	Div Yield	Cap (USD MM)	Value (USD MM)	LTM	2021E	LTM	2021E	Growth	Growth	EBITDA	LTM	FY21
Brown-Forman Corporation (BF-B)	\$80.50	\$83.40	\$44.68	463	0.9%	\$37,272	\$40,549	\$1,165	\$1,200	\$1.72	\$1.92	1.0%	3.0%	1.7x	34.6%	35.3%
Carlsberg (CABGY)	\$30.75	\$31.47	\$18.49	727	2.0%	\$22,355	\$40,535	\$13,734	\$14,887	\$38.19	\$39.96	6.2%	8.4%	1.3x	22.9%	23.4%
Molson Coors Beverage Company (TAP)	\$44.38	\$61.94	\$32.11	217	0.0%	\$9,630	\$18,144	\$2,240	\$2,233	\$4.24	\$4.20	4.1%	-0.3%	3.8x	22.8%	21.9%
Anheuser-Busch InBev SA/NV (BUD)	\$66.99	\$83.54	\$32.58	1982	2.2%	\$132,774	\$226,552	\$16,943	\$19,078	\$2.00	\$3.32	7.6%	12.6%	5.5x	36.3%	38.0%
Davide Campari-Milano N.V. (DVDCF)	\$11.41	\$11.50	\$5.60	1140	0.0%	\$13,007	\$13,513	\$408	\$489	\$0.19	\$0.25	8.0%	19.9%	1.2x	22.7%	25.2%
Maximum					2.2%	\$132,774	\$226,552	\$16,943	\$19,078	\$38.19	\$39.96	8.0%	19.9%	5.5x	36.3%	38.0%
75th Percentile					2.1%	\$85,023	\$133,550	\$15,339	\$16,983	\$21.22	\$22.08	7.8%	16.2%	4.7x	35.5%	36.7%
Median					0.9%	\$22,355	\$40,535	\$2,240	\$2,233	\$2.00	\$3.32	6.2%	8.4%	1.7x	22.9%	25.2%
25th Percentile					0.0%	\$11,319	\$15,829	\$787	\$845	\$0.96	\$1.09	2.5%	1.3%	1.3x	22.8%	22.6%
Minimum					0.0%	\$9,630	\$13,513	\$408	\$489	\$0.19	\$0.25	1.0%	-0.3%	1.2x	22.7%	21.9%

\$35,543

Valuation Statistics	Valuation Statistics Capitalization Enterpr						Enterpri:	se Value /			
	Share	52 Week	52 Week		Current	Market	Enterprise	<u>EBI</u>	TDA	<u>P/E M</u>	<u>ultiple</u>
				Shares							****
Company Name	Price (USD)	High (USD)		(MM)	Div Yield	Cap (USD MM)	Value (USD MM)	LTM	2021E	LTM	2021E
Brown-Forman Corporation (BF-B)	\$80.50	\$83.40	\$44.68	463	0.9%	\$37,272	\$39,199	33.6x	32.7x	46.8x	41.9x
Carlsberg (CABGY)	\$30.75	\$31.47	\$18.49	727	2.0%	\$22,355	\$40,535	3.0x	2.7x	0.8x	0.8x
Molson Coors Beverage Company (TAP)	\$44.38	\$61.94	\$32.11	217	0.0%	\$9,630	\$18,144	8.1x	8.1x	10.5x	10.6x
Anheuser-Busch InBev SA/NV (BUD)	\$66.99	\$83.54	\$32.58	1982	2.2%	\$132,774	\$226,552	13.4x	11.9x	33.5x	20.2x
Davide Campari-Milano N.V. (DVDCF)	\$11.41	\$11.50	\$5.60	1140	0.0%	\$13,007	\$13,513	33.1x	27.6x	60.1x	45.6x
Maximum					2.2%	\$132,774	\$226,552	33.6x	32.7x	60.1x	45.6x
75th Percentile					2.1%	\$85,023	\$133,544	33.4x	30.2x	53.4x	43.8x
Median					0.9%	\$22,355	\$39,199	13.4x	11.9x	33.5x	20.2x
25th Percentile					0.0%	\$11,319	\$15,829	5.5x	5.4x	5.6x	5.7x
Minimum					0.0%	\$9,630	\$13,513	3.0x	2.7x	0.8x	0.8x

1.5%

			Implied Enterprise Value
Methodology	Median Multiple	plied (Median)	(+) Cash & Cash- Equivale (-) Total Debt:
Public Company Comparable:			(-) Preferred Stock:(-) Noncontrolling Interests
LTM EV/EBITDA	13.4x	\$ 157	
FY21 EV/EBITDA	11.9x	\$ 141	Outstanding Shares (M)

317

205

\$104.28

\$184.16

33.5x

20.2x

\$208.55

Multiple	Weight	Implie	ed Price			
FY21 EV/EBITDA	35%	\$	141			
FY21 P/E	65%	\$	205			
		\$	\$183			

\$47,647

15.4x

14.8x

