



PAUL *hetterich*

EVP + President, Beer Division

EDUCATION

Le Moyne College, Bachelor's Degree, Business Administration

BIO

Paul Hetterich is Constellation's executive vice president and president Beer Division reporting to Chief Executive Officer Bill Newlands. Paul is responsible for leading the Beer Division's operations and commercial business, ensuring it aligns with the company's long-term growth strategy. Paul is a member of the executive management committee.

Paul joined Canandaigua Wine Company in 1986 as an assistant product manager in marketing and went on to hold a number of positions including vice president, brand management, and vice president/general manager of the premium wines business unit. He moved to Constellation Brands in May 1999 as vice president, business development, leading the integration of the company's newly established fine wine division, Icon Estates. In 2001, he was promoted to senior vice president, corporate development. He was appointed executive vice president, business development and corporate strategy in 2003. His responsibilities included mergers, acquisitions and divestitures, strategic planning, and business development. Paul's responsibilities from 2009-2011 included leading Constellation's international businesses in Europe, Australia, and New Zealand.

Before joining Constellation, Paul began his career at Wine Merchants Limited as a sales representative. From there, he went to work at Widmer's Wine Cellars, which was subsequently acquired by Canandaigua Wine Company in 1986. At Widmer's, Paul was manager of new product development and new markets.

Constellation Brands (NYSE: STZ and STZ.B), a Fortune 500® company, is a leading international producer and marketer of beer, wine and spirits with operations in the U.S., Mexico, New Zealand, Italy and Canada. Constellation is the No. 3 beer company in the U.S. with high-end, iconic imported beer brands such as the Corona and Modelo brand families and Pacifico. Its high-quality, wine and spirits brands include the Robert Mondavi and The Prisoner Wine Company brand families, Kim Crawford, Ruffino, Meiomi and SVEDKA Vodka. The company's portfolio also includes a collection of highly-rated, wine brands such as SIMI and Mount Veeder Winery wine brands, High West Whiskey and Casa Noble Tequila, as well as new wine innovations such as Cooper & Thief and Spoken Barrel.

