



Constellation Brands

BARCLAYS GLOBAL CONSUMER STAPLES CONFERENCE

DAVID KLEIN, CFO

SEPTEMBER 4, 2019



FORWARD-LOOKING STATEMENTS

This presentation contains “forward-looking statements” within the meaning of the “safe harbor” provisions of the United States Private Securities Litigation Reform Act of 1995. All statements other than statements of historical fact may be forward-looking statements. Forward-looking statements can be identified by the use of statements that include words such as “anticipate”, “plan”, “continue”, “estimate”, “expect”, “exceed”, “may”, “will”, “project”, “predict”, “propose”, “potential”, “targeting”, “exploring”, “scheduled”, “implementing”, “intend”, “could”, “might”, “should”, “believe”, and similar words or expressions, although not all forward-looking statements contain such identifying words. These statements may relate to business strategy, future operations, future financial position, future growth, expected cash flows, future leverage ratios, future operating margin, future payments of dividends, prospects, plans and objectives of management, manner and timing of share repurchases, future ownership levels in Canopy, as well as information concerning expected actions of third parties. Information provided in this presentation is necessarily summarized and may not contain all available material information. Forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from those set forth in, or implied by, such forward-looking statements. The forward-looking statements are based on current expectations of the management of Constellation and should not be construed in any manner as a guarantee that such results will occur or will occur on the timetables contemplated hereby.

Forward-looking statements in this presentation include, but are not limited to, statements with respect to: (i) the anticipated effects and benefits of Constellation’s investments in Canopy and potential benefits to Canopy; (ii) the ability of Canopy to grow its business, operations, and activities; (iii) potential impacts on Canopy’s growth prospects; (iv) potential opportunities in the Canadian, U.S., and global cannabis markets, including for growth in sales, supply, revenue, cultivation, and processing; (v) the potential for future form factors and product development; (vi) the availability or benefit of Canopy’s existing contractual relationships, including provincial supply agreements; (vii) the ability of Canopy to achieve market scale; (viii) future Canopy revenue run rate and expected timing; (ix) future ownership levels in Canopy, Canopy’s future outstanding share capital, exercise by Constellation of any warrants, and expected date of consolidation; (x) the abilities of management of Canopy and composition of Canopy’s management team; (xi) potential future profitability, market shares, and operating margins to be achieved in medical and recreational cannabis markets and estimated timeframes; (xii) trade agreements or tariffs; (xiii) product development; (xiv) clinical trial work; (xv) current and future acquisition, disposition and investment activities, including with respect to pending transactions; (xvi) Constellation’s pending Wine & Spirits transaction to sell a portion of Constellation’s wine and spirits business and its pending transaction with Heaven Hill Brands to sell Constellation’s Black Velvet Canadian Whisky business, including impacts of the transactions and amounts and uses of expected proceeds; (xvii) amount and timing of future Constellation dividends or share repurchases; (xviii) Constellation’s ability and timetable to achieve expected cash flows, operating margin, target growth, target debt leverage ratio and expected net debt to LTM EBITDA ratios; (xix) the Triggering Event date of Canopy’s potential future transaction with Acreage Holdings, Inc. (“Acreage”) and the potential impact of such a transaction; (xx) Canopy’s potential repurchase of its shares issuable following the Triggering Event date of its potential future transaction with Acreage; and (xxi) cannabis legalization; as well as forward-looking statements also applicable to future global economic conditions; market conditions; other regulatory conditions; unanticipated environmental liabilities and costs; changes to international trade agreements or tariffs; timing of accounting elections or assertions or changes in accounting elections, assertions, or standards; changes in tax laws, tax rates, interest rates, and foreign exchange rates; the actions of competitors; and consumer preferences.

Forward-looking statements are based on certain assumptions, estimates, expectations, analyses, and opinions made by management in light of their experience and perception of historical trends, current conditions and expected future developments, as well as other factors management believes are appropriate in the circumstances. Many of these factors are beyond the control of Constellation or Canopy. Forward-looking information is subject to a variety of risks and uncertainties and other factors that could cause actual events or results to differ materially from those projected in the forward-looking statement, including, but not limited to, accuracy of all projections; risks relating to the cannabis industry, including legalization; risks relating to the demand for cannabis products; risks relating to future growth; risks relating to competition in the industry; financing risks; market risks; risks to the economy; regulatory risks; risks relating to global financial conditions; reliance on key personnel; operational risks inherent in the conduct of cannabis activities; increases in capital or operating costs; risks relating to Canopy’s ability to use the proceeds effectively; the risk of delays or increased costs that may be encountered during Canopy’s growth; environmental risks; Constellation’s ability to achieve expected cash flows, target debt leverage ratios, operating margin, expected net debt to LTM EBITDA ratios, and timeframe in which expected cash flows, operating margin, and target debt leverage ratio will be achieved will depend upon actual financial performance; expected benefits of the Canopy transaction may not materialize in the manner or timeframe expected, or at all; amount and timing of future Constellation dividends are subject to the determination and discretion of its Board of Directors; changes to international trade agreements or tariffs; beer operations expansion, construction, and optimization activities take place on expected scope, terms, costs and timetable; the accuracy of supply projections, including those relating to beer operations expansion, construction, and optimization activities, glass sourcing, and raw materials and water supply expectations; receipt of any other necessary regulatory approvals; operating and financial risks related to managing growth; the amount, timing and source of funds of any share repurchases; the accuracy of projections associated with previously announced acquisitions, investments and divestitures; accuracy of forecasts relating to joint venture businesses; accuracy of other projections associated with Canopy; and other factors and uncertainties disclosed from time to time in Constellation Brands, Inc.’s filings with the Securities and Exchange Commission, including its Annual Report on Form 10-K for the fiscal year ended February 28, 2019 and its Quarterly Report on Form 10-Q for the fiscal quarter ended May 31, 2019. There can be no assurance that such statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. The Wine and Spirits transaction and the transaction with Heaven Hill Brands are each subject to certain closing conditions and regulatory approvals. There can be no assurance the Wine and Spirits transaction or the transaction with Heaven Hill Brands will occur or will occur on the expected terms or timetables. There also can be no assurance that the Triggering Event for Canopy’s intended future transaction with Acreage will occur. Forward-looking statements are made as of August 12, 2019, and Constellation does not intend and expressly disclaims any obligation to update or revise the forward-looking information contained in this presentation, except as required by law. Accordingly, readers are cautioned not to place undue reliance on forward-looking information.

USE OF NON-GAAP FINANCIAL MEASURES, DISCLAIMER AND CAUTION REGARDING OUTDATED MATERIAL

This presentation may contain non-GAAP financial measures. These measures, the purposes for which management uses them, why management believes they are useful to investors, and a reconciliation to the most directly comparable GAAP financial measures can be found in the appendix of this presentation. All references to profit measures and earnings per share on a comparable basis exclude items that affect comparability. Non-GAAP financial measures are also referred to as being presented on a comparable, organic, or constant currency basis.

The notes offered under the Company's commercial paper program have not been and will not be registered under the Securities Act and may not be offered or sold in the United States absent registration or an applicable exemption from registration requirements. This presentation shall not constitute an offer to sell or the solicitation of an offer to buy the Company's notes under the commercial paper program.

Unless otherwise indicated, the information presented is as of August 12, 2019. Thereafter, it should be considered historical and not subject to further update by the Company. This presentation does not provide information regarding the company's fiscal 2020 second quarter results or financial condition.

KEY TAKEAWAYS

BEST IN CLASS BEER GROWTH OUTPACING
U.S. MARKET BY A WIDE MARGIN ⁽¹⁾

OPTIMIZING WINE & SPIRITS PORTFOLIO
TO ACHIEVE MSD REVENUE GROWTH &
30% OPERATING MARGIN

CANOPY GROWTH EXPECTS TO ACHIEVE
\$1 BILLION CAD REVENUE RUN RATE
IN FOURTH QUARTER FISCAL 2020

PLAN TO PROVIDE \$4.5 BILLION IN
CASH RETURNS TO SHAREHOLDERS
THROUGH FISCAL 2022 WHILE STAYING
COMMITTED TO INVESTMENT GRADE RATING

SUSTAINING
PROFITABLE
growth

BUILDING
SHAREHOLDER
value

CONSTELLATION BRANDS *today*

POWERFUL COLLECTION OF CONSUMER CONNECTED
HIGHER-MARGIN PREMIUM BRANDS

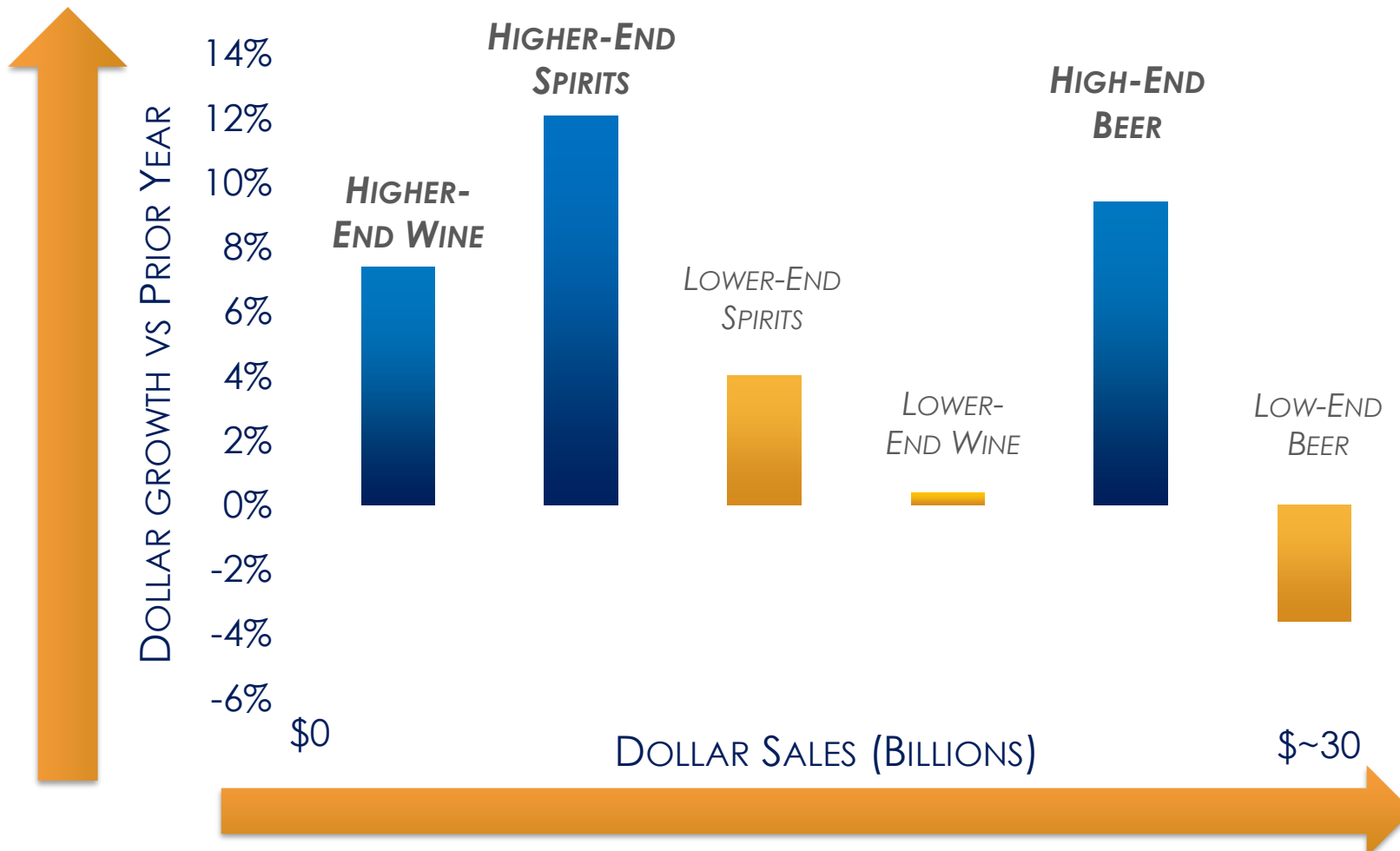


Tweed

RELENTLESSLY PURSUING GROWTH

 **Spectrum
Cannabis™**

TOTAL U.S. BEVERAGE ALCOHOL *category* *consumer-led premiumization* DRIVING GROWTH



Source: IRI, Total U.S. Multi-Outlet + Convenience, 52 weeks ending June 16, 2019; High-end beer defined as >\$25 per case at retail; higher-end wine defined as >\$11 per bottle at retail for table wine and >\$13 for sparkling wine; higher-end spirits defined as generally >\$13-\$17 per bottle at retail, ranges based on category; low / lower-end products considered below the price points listed for each category. Dollar Sales of categories are based on company estimates.

DYNAMICS WITHIN HIGH-END U.S. BEER *evolving*

- IMPORTS AND ABA'S DRIVING MOST OF HIGH-END GROWTH
- STRONG ABA & DOMESTIC HIGH-END GROWTH EXPECTED
- CRAFT GROWTH CONTINUES

CURRENT HIGH-END BEER SHARE (\$)

ABA's

+18% vs PY
18% IRI Share

DOMESTIC HE SESSIONABLE

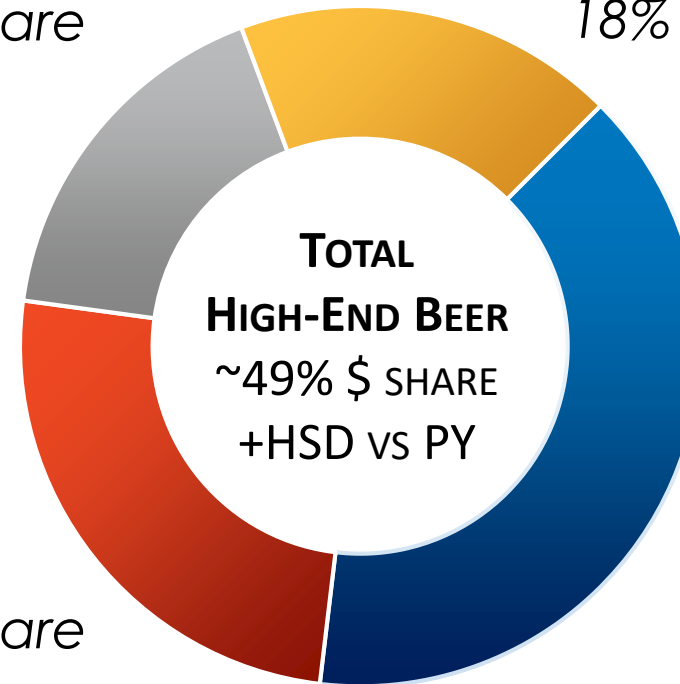
+15% vs PY
18% IRI Share

CRAFT

+2% vs PY
24% IRI Share

IMPORTS

+8% vs PY
39% IRI Share



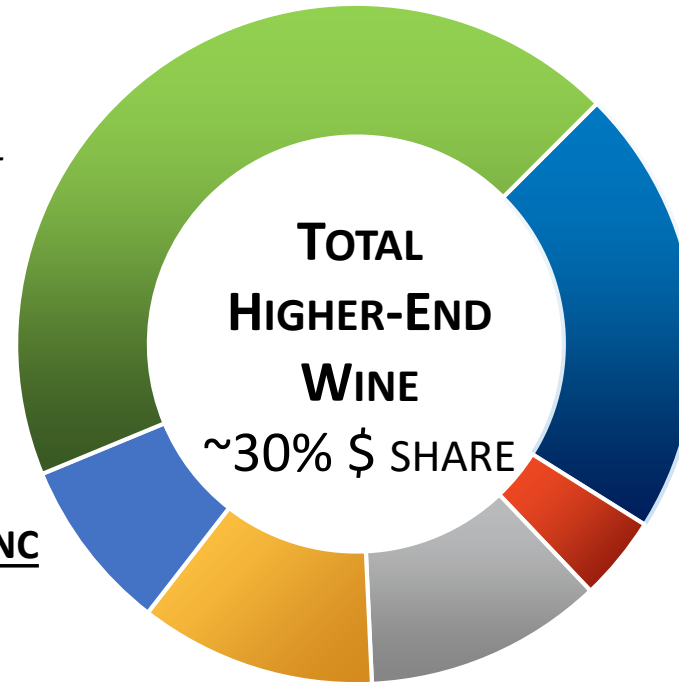
DYNAMICS WITHIN HIGHER-END U.S. WINE *evolving*

CURRENT HIGHER-END WINE SHARE (\$)

TOP VARIETALS
DRIVING
GROWTH
REPRESENT
>50% OF
HIGHER-END

ALL OTHER
+2% vs PY
43% IRI SHARE

SAUVIGNON BLANC
+12% vs PY
8% IRI SHARE



CABERNET SAUVIGNON
+9% vs PY
21% IRI SHARE

ROSÉ
+36% vs PY
5% IRI SHARE

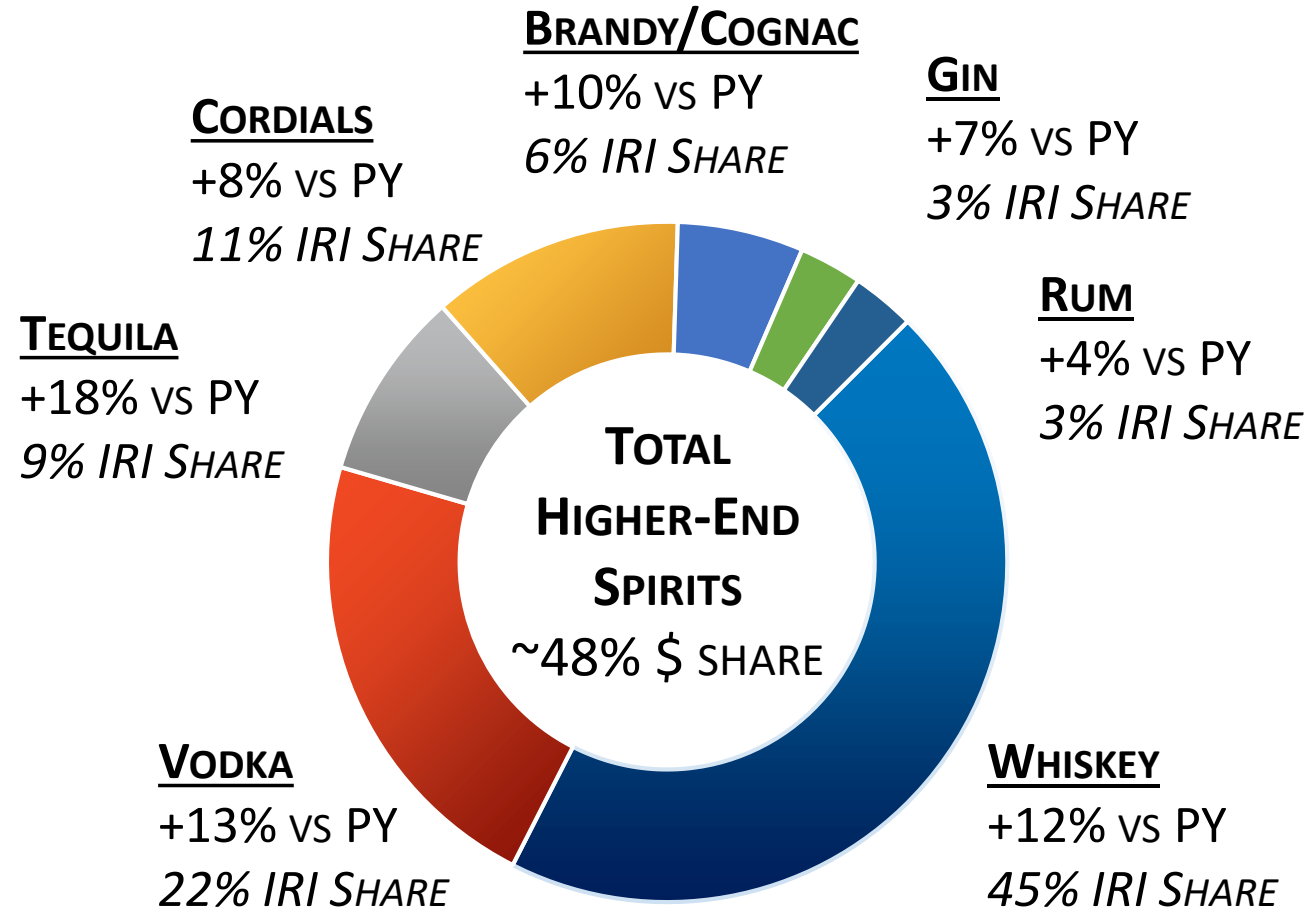
PINOT NOIR
+9% vs PY
11% IRI SHARE

SPARKLING
+10% vs PY
11% IRI SHARE

DYNAMICS WITHIN HIGHER-END U.S. SPIRITS *evolving*

CURRENT HIGHER-END SPIRITS SHARE (\$)

HIGHER-END
SPIRITS
REPRESENT ~50%
SHARE BUT ~75%
GROWTH

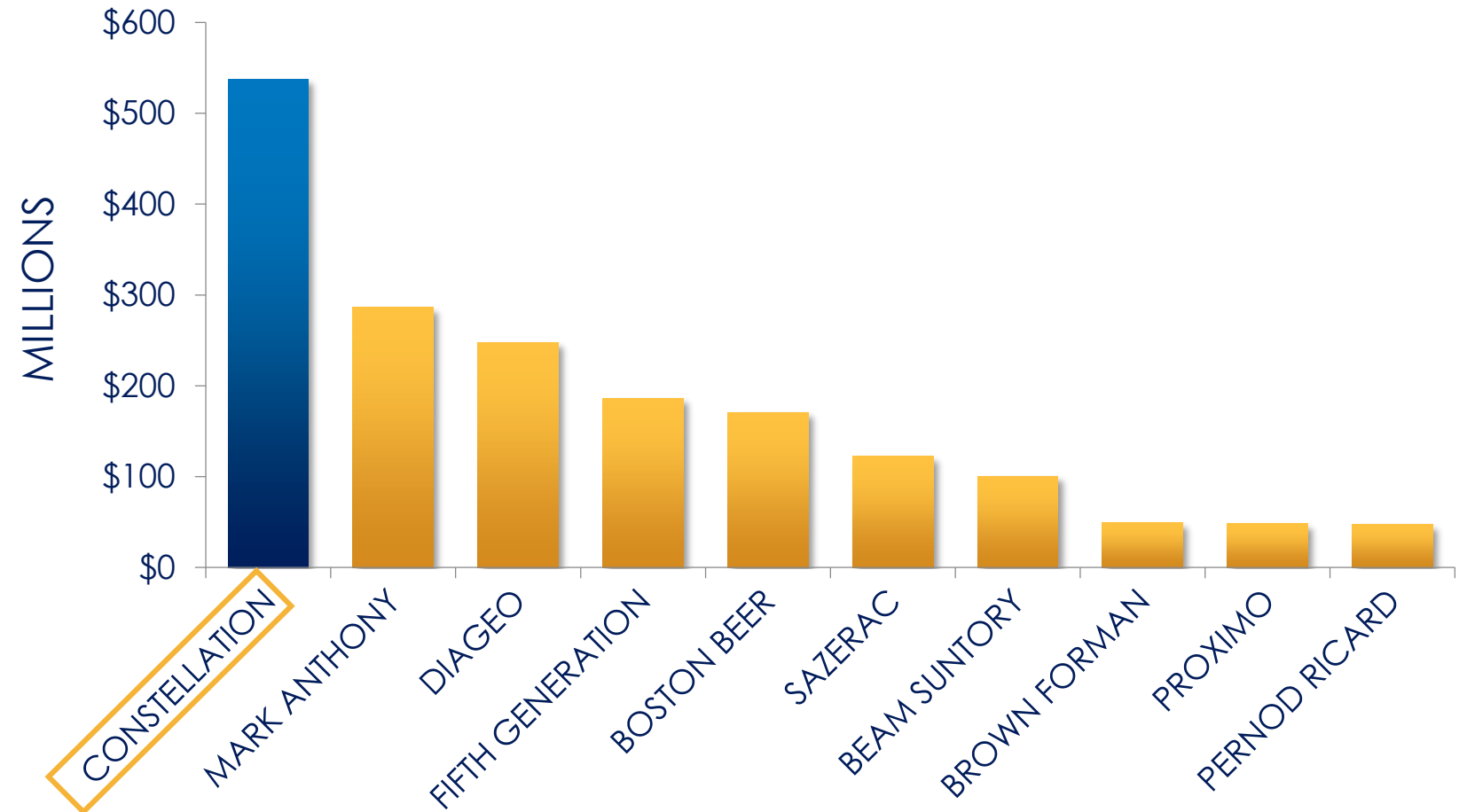


U.S. RETAIL DOLLAR SALES GROWTH OF BEVERAGE ALCOHOL SUPPLIERS

CONSTELLATION IS

#1

IN RETAIL DOLLAR
SALES **GROWTH**
CONTRIBUTING ALMOST
25% OF TBA GROWTH



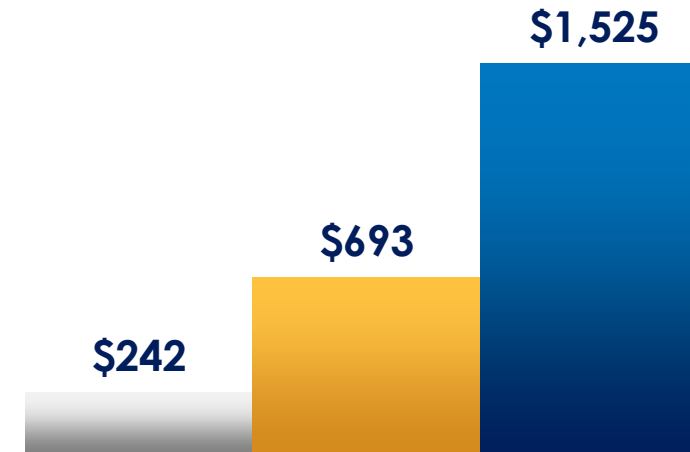
CHANGING CONSUMER *profiles*

TBA CONSUMERS SHARE OF DOLLARS ⁽¹⁾



- **MORE THAN HALF OF TBA DOLLAR SALES COME FROM CONSUMERS WHO DRINK ACROSS ALL THREE CATEGORIES (BEER, WINE, AND SPIRITS)**

TBA CONSUMERS DOLLARS PER BUYER ⁽²⁾



■ 1 category ■ 2 categories ■ 3 categories

- **U.S. CONSUMERS WHO DRINK ACROSS CATEGORIES SPEND MORE ON THEIR AVERAGE BEVERAGE ALCOHOL PURCHASES**



UNDERSTANDING THE *consumer*



YOUUNIVERSE

PEOPLE WANT TO FEEL
UNDERSTOOD

SVEDKA  BRING
YOUR OWN
SPIRIT™



BETTERMENT

FUNCTIONAL AND
EMOTIONAL BENEFITS



NEW VALUE EQUATION

SOCIAL RESPONSIBILITY
SUSTAINABILITY
ULTRA-CONVENIENCE



EXPERIENCE IS EVERYTHING

BRAND ENCOUNTERS
THAT BREAK UP
MONOTONY & STRESS



TRUSTED TRANSPARENCY

CONSUMERS DESIRE
DEEP HONESTY AND
TRANSPARENCY FROM
THEIR BRANDS



WINNING WITH THE CONSUMER

POWERFUL *brands*

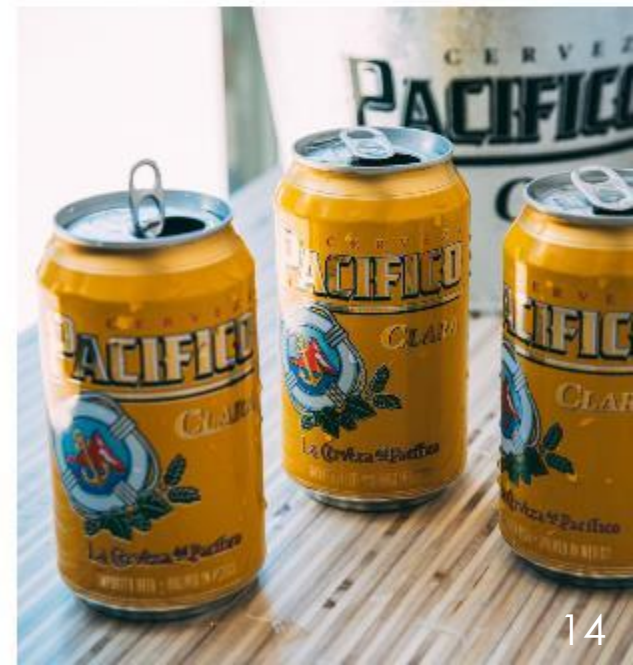
PREMIUMIZATION *focus*

INNOVATION *runway*

UNDERSTANDING *demographics*

LEAD THE *high-end*

beer

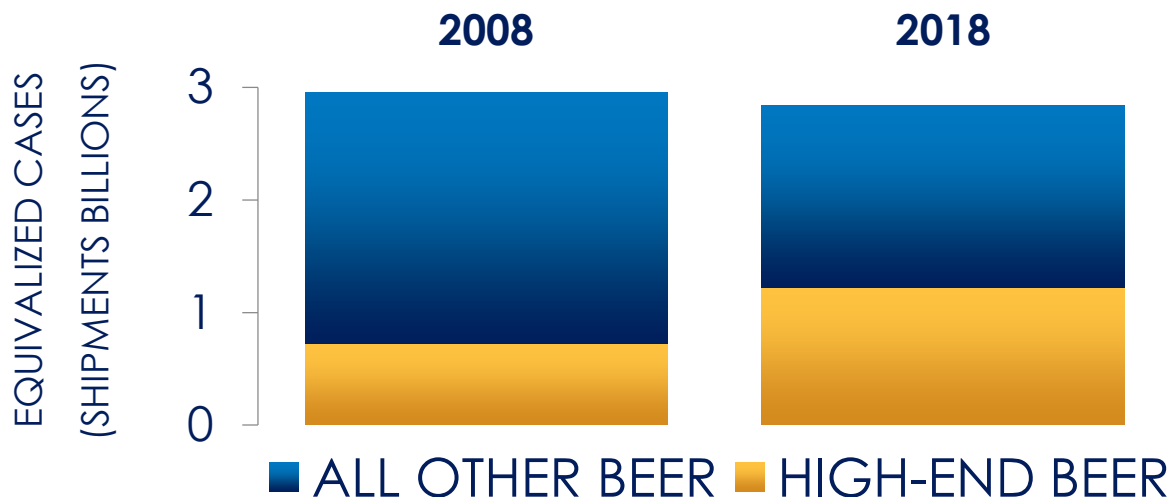


U.S. BEER PERFORMANCE *overview*

Volume CAGR	10 Year (2008-2018)	5 Year (2013-2018)	3 Year (2015-2018)
Total Beer	0%	0%	-1%
All Other Beer	-3%	-4%	-4%
High-End Beer	+5%	+6%	+4%
Craft Beer	+10%	+10%	+5%

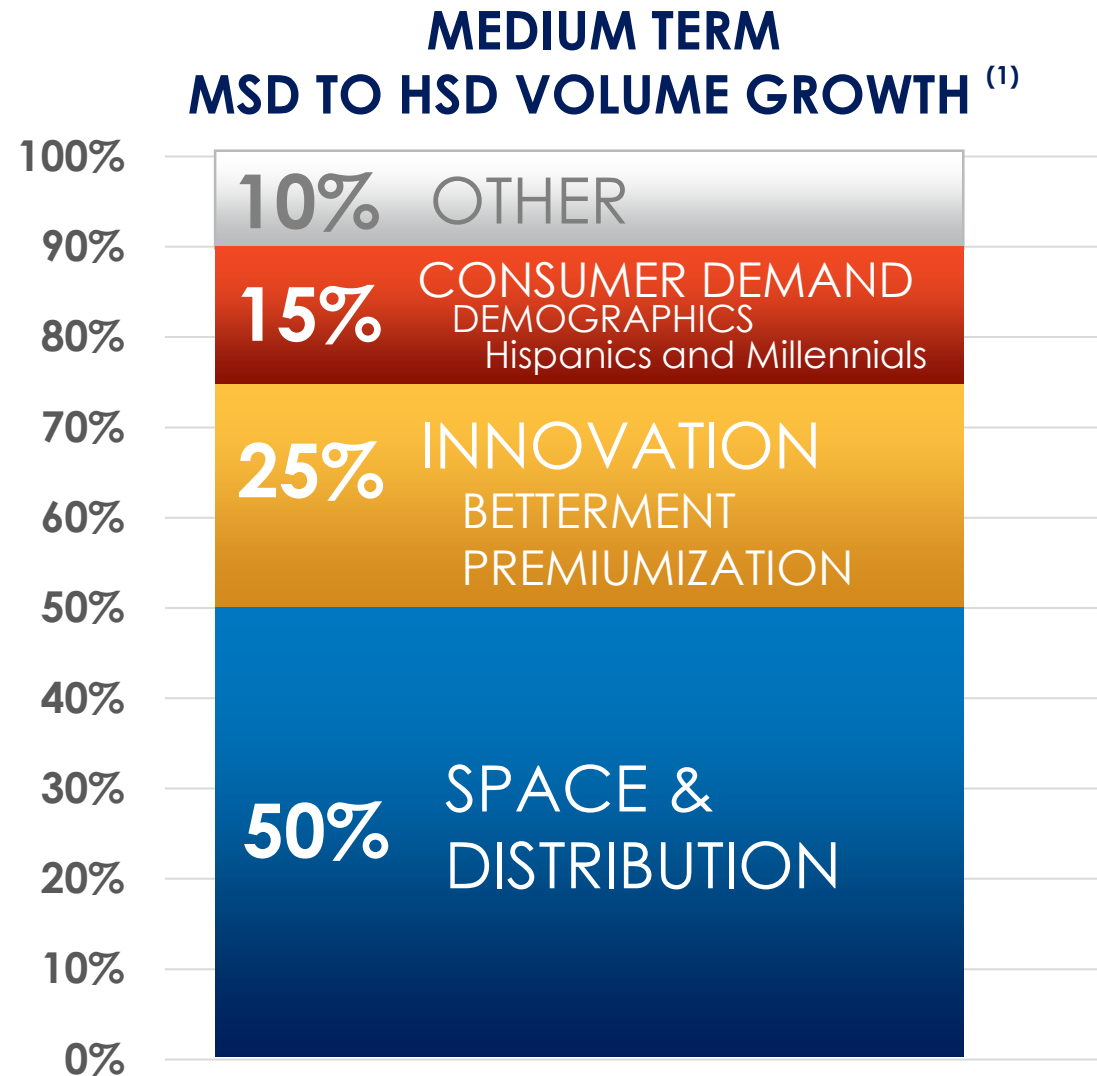
>1 BILLION CASES OF DECLINING
DOMESTIC LIGHT & PREMIUMS

PROVIDING AT LEAST 50 MILLION
CASES OF VOLUME PER YEAR ⁽¹⁾



STZ GOAL
OUTPERFORM THE
HIGH-END

STZ BEER *growth drivers*



distribution OPPORTUNITIES



- Incremental Packages
- Cans
- Draft / On Premise



- General Market Accounts
- Incremental Packages
- Draft / On-Premise



- National Distribution
- Cans
- Draft / On-Premise



PRECISE TARGETS, EXACT EXECUTION
SUPPORTED BY BRAND BUILDING INVESTMENTS

gain space SHOPPER FIRST BEER SHELF



OPTIMIZE
FLOW
MAXIMIZE
TRADE UP

Up to **10% CHANGE**

ALIGN
SPACE
WITH
HIGH-END
GROWTH

Up to **8% CHANGE**

ASSORTMENT
SHOULD
PRIORITIZE
INCREMENTALITY

Up to **5% CHANGE**

marketing FOR OUR BEER BRANDS

STRONG RETURN ON INVESTMENT DRIVES GROWTH MOMENTUM

DRIVES

INCREASE IN EQUITY
CONSUMER LOYALTY
HIGHER REPURCHASE RATES
REDUCED PRICE SENSITIVITY



LEADS TO

MORE SPACE
MORE DISTRIBUTION
INCREASED VELOCITY
PRICING POWER



CORONA BRAND FAMILY

FY19: ~148m cases +7%⁽¹⁾



MULTICULTURAL
MEN
21-34

MULTICULTURAL
WOMEN
25-40

MATURE MEN &
WOMEN
35-49

HISPANIC
MEN
25-49

MULTICULTURAL
WOMEN
21-34



DEPLETION GROWTH
ACCELERATED⁽¹⁾

FY'18
+4%

FY'19
+7%

(1) Depletion cases and trends FY18 and FY19 company measures

CORONA *refresca*

ACHIEVED ACV DISTRIBUTION OF
>30 SINCE INTRODUCTION ⁽¹⁾

LEVERAGES CORONA
HISPANIC APPEAL



CASA MODELO



*"The
Fighting
Spirit"*



Tenacious, straight-
forward, genuine,
proud, loyal, confident



#3
High-End



#2
Import



FY19: ~123M Cases +12%



PACIFICO



*“The
Independent
Spirit”*



#17
High-End



Adventurous,
laid-back, unpretentious,
confident, rugged



#9
Import



FY19: ~10M Cases +5%



BEER *innovation*

DOMESTIC HIGH-END SESSIONABLE & ABA INNOVATIONS APPEAL TO WOMEN, GENERAL MARKET & HISPANIC CONSUMERS TO COMPLEMENT STZ IMPORT PORTFOLIO



HISPANIC DEMOGRAPHIC *secular tailwind*

U.S. HISPANIC

LDA ADULTS GROWTH

60%
GENERAL
MARKET

40%
HISPANIC



30%
GENERAL
MARKET

70%
HISPANIC

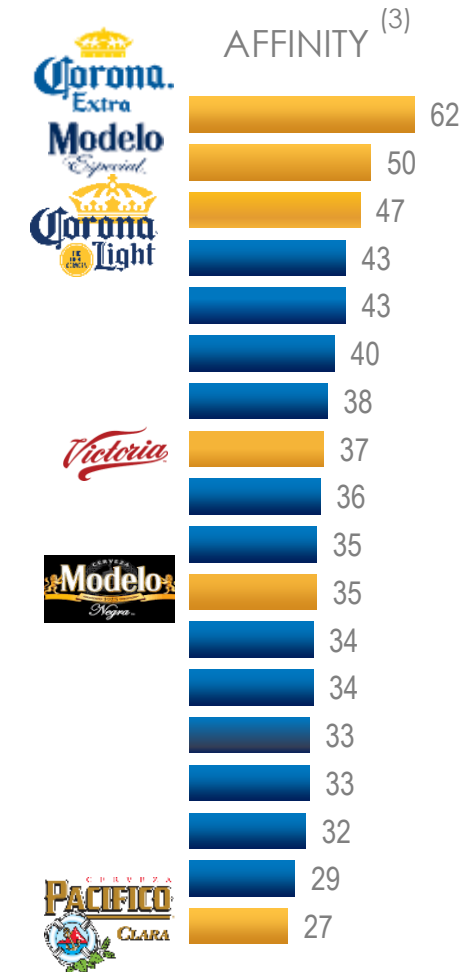


STZ
HISPANIC
MIX

=

TOTAL⁽²⁾
~50%
HISPANIC

~3%
CAGR⁽¹⁾



HISPANICS LOVE OUR BRANDS



OUR BEER BUSINESS

POWERFUL *brands*

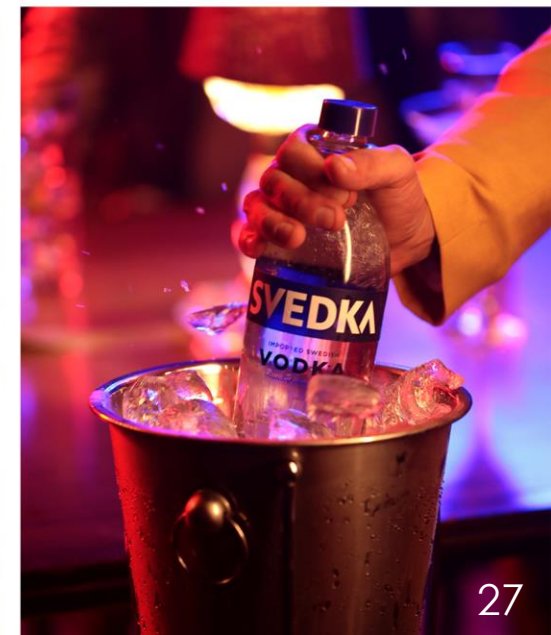
DISTRIBUTION & SPACE *opportunity*

INNOVATION *runway*

FAVORABLE *demographics*

LEAD THE *high-end*

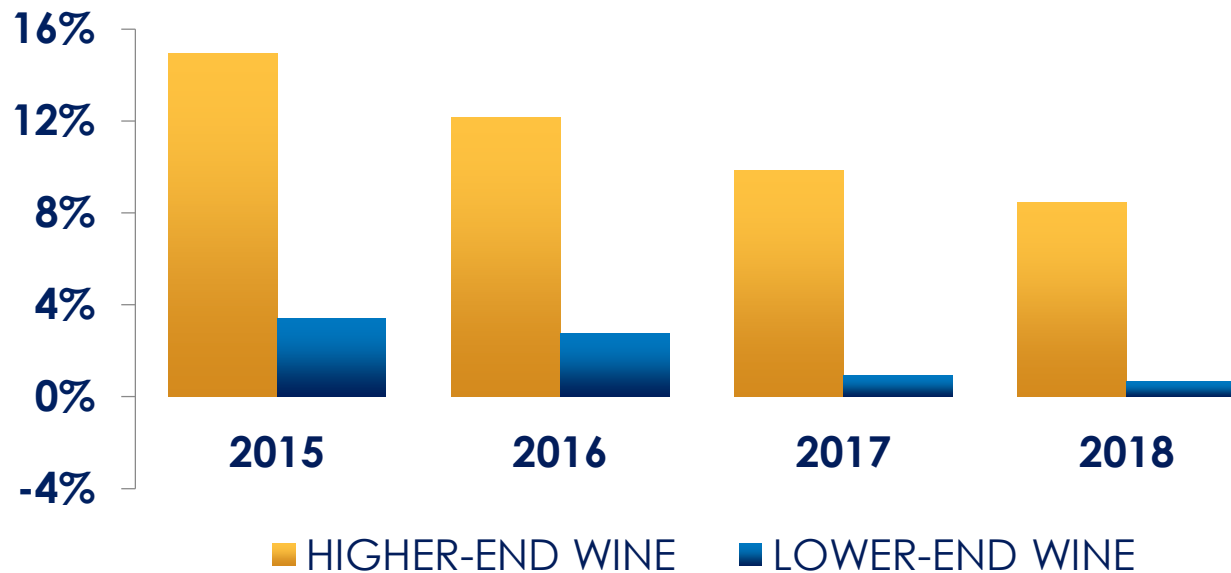
wine & spirits



U.S. WINE MARKET *consistent performance & trade-up*

HISTORY

IRI \$ Sales vs. Prior Year ⁽¹⁾



IRI \$ Sales	3 Year CAGR (2015-2018)
Higher-End Wine	+10%
Lower-End Wine	+1%
Total Wine	+4%

CURRENT

IRI \$ Sales vs. Prior Year ⁽²⁾



IRI \$ Sales	STZ Power Brands*	Total Wine Market
Growth	+6%	+2%

WINE & SPIRITS *power brands* STRATEGY

POWER BRANDS POSTED >4% Q1 FISCAL 20 DEPLETION GROWTH
SELECT POWER BRANDS IRI \$ SALES GROWTH VS. PRIOR YEAR ⁽¹⁾



WINE & SPIRITS DEVELOPING INDUSTRY-LEADING *innovation*

OUR INNOVATION
PRIORITIES:

CAPTURE CONSUMER
CENTRIC TRENDS

BUILD BIG BETS

LEAD WITH LUXURY



spirits portfolio EVOLUTION

ACQUISITIONS

ORGANIC



ENHANCING



VENTURES

WINE & SPIRITS *growth drivers*

TOP LINE GROWTH DRIVEN BY ⁽¹⁾

- Optimized business expected to drive mix and margin improvement
- Accelerating consumer-led innovation
- Power Brand building through marketing investments
- Building spirits, sparkling & fine wine portfolio
- Executing 3-tier eCommerce TBA strategy
- Refreshing select core brands

OUR WINE & SPIRITS BUSINESS

CONSUMERS *trading up*

POWERFUL PREMIUM *brands*

STRONG INNOVATION *pipeline*

STEADY EVOLUTION TO *higher-end*



Constellation Brands

canopy growth investment

Tweed

 Spectrum
Cannabis™



TOKYO SMOKE


GENETICS™

ORGANAL  BS.

*Green
House*®

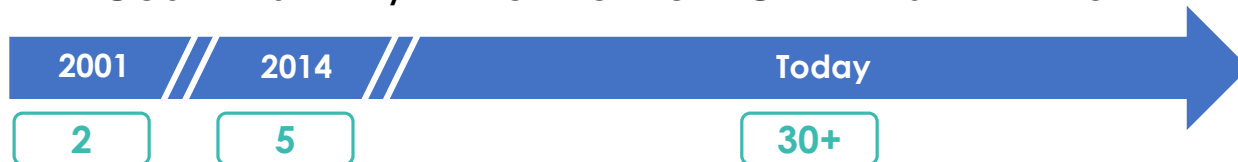
CRAFTGROW
~COLLECTION~
CURATED BY TWEED

Note: Brands listed are Canopy Growth Corporation brands

CANNABIS GLOBAL MARKET *opportunity*⁽¹⁾

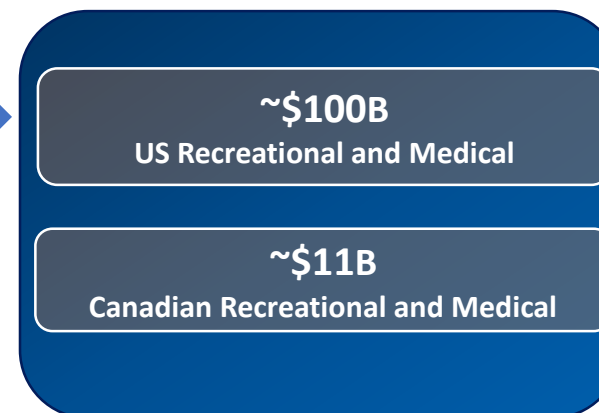
GOVERNMENTS AROUND THE WORLD HAVE SIGNALLED A SIGNIFICANT CHANGE IN ATTITUDE TOWARD CANNABIS IN RECENT YEARS

COUNTRIES WITH / EXPLORING LEGAL CANNABIS FRAMEWORK



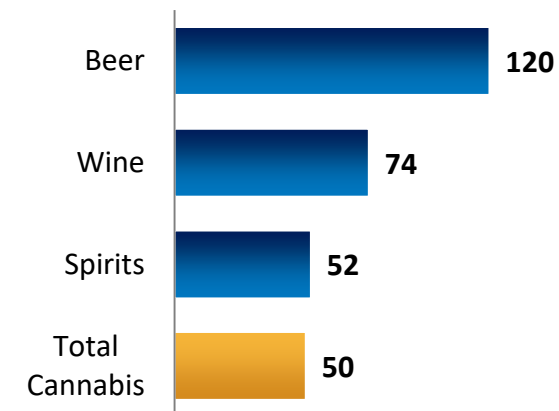
EXPECT VALUE ADDED FROM FACTORS SUCH AS VAPE, BEVERAGES, AND EDIBLES TO CAPTURE THE VAST MAJORITY OF MARKET SHARE OVER TIME

TOTAL ADDRESSABLE GLOBAL OPPORTUNITY:
POTENTIALLY **>\$250B**
WITHIN 15 YEARS: INCLUDING



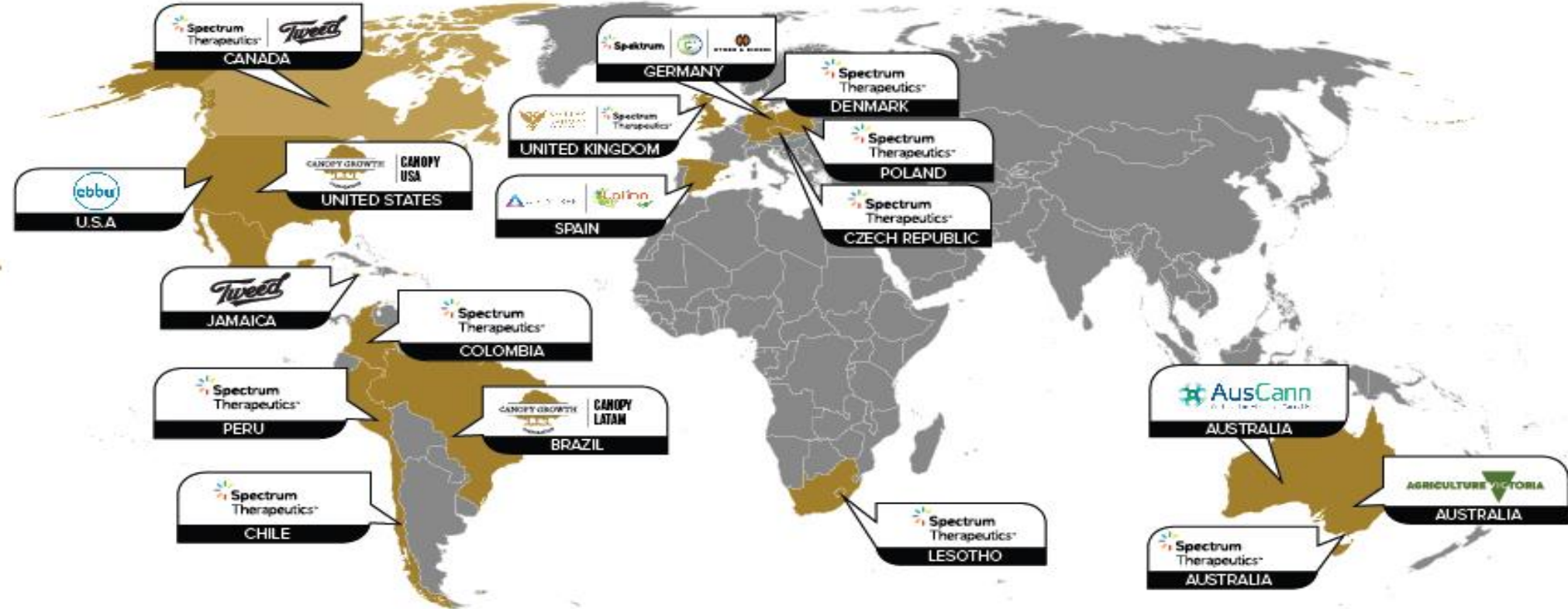
U.S. OPPORTUNITY:
~\$50B INDUSTRY TODAY

Estimated U.S. Cannabis Sales vs. Other U.S. CPG Categories (US\$Billions)



WHY INVEST IN *canopy growth*

THE GLOBAL LEADER IN TOTAL CANNABIS SALES



KEY RESEARCH AREAS: GENETICS, MEDICAL & CLINICAL, APPLIED RESEARCH, VAPE

>250 PATENT APPLICATIONS

>100 PATENTS ACHIEVED

CANNABIS INVESTMENT *opportunity*

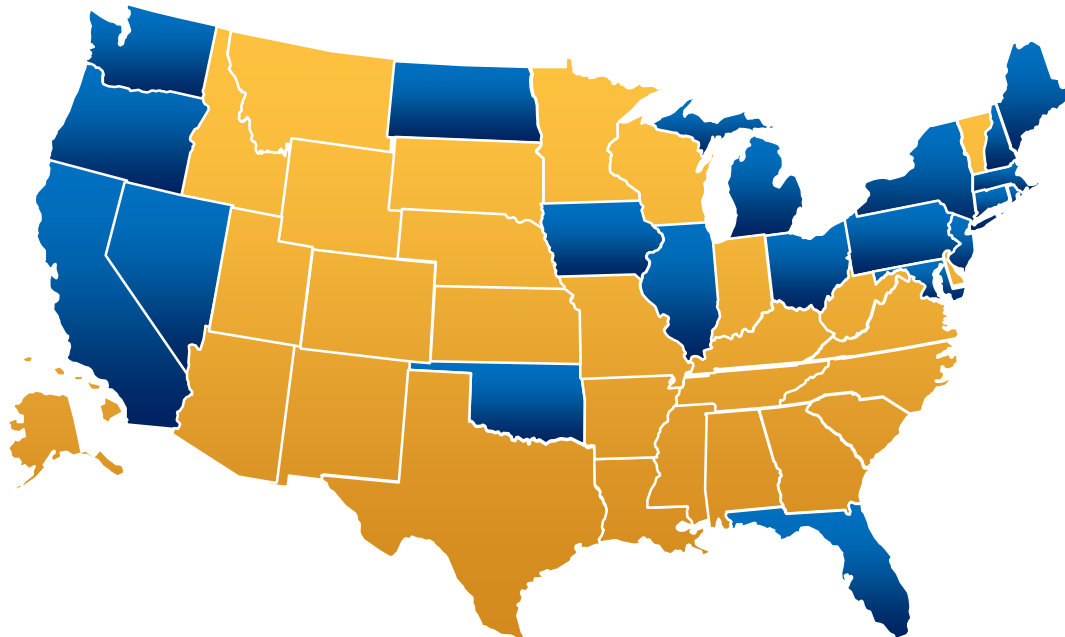
Constellation Estimates	Canada	U.S.	Rest of World
Current Market	~\$5-6B ⁽¹⁾	\$50B ⁽²⁾	
Addressable Market (retail sales within 15 years) ⁽²⁾⁽³⁾	\$11B	\$100B	>\$120B
Supplier Revenue Pool (within 15 years) ⁽³⁾⁽⁴⁾	\$7B	\$60B	\$72B
Canopy Gross Profit Margin	60% - 70%	60% - 70%	50% - 60%
Canopy Operating Profit Margin	30% - 40%	30% - 40%	20% - 30%
Canopy Market Share	30% - 40%	5% - 15%	5% - 15%

**CANOPY GROWTH EXPECTS TO ACHIEVE \$1 BILLION CAD REVENUE
RUN RATE RANGE IN FOURTH QUARTER FISCAL 2020**

STRATEGIC RATIONALE CANOPY / ACREAGE TRANSACTION

acreage A LEADING U.S. CANNABIS MULTI-STATE OPERATOR

ACREAGE IS THE LARGEST VERTICALLY INTEGRATED MULTI-STATE OWNER OF CANNABIS LICENSES AND ASSETS IN THE U.S. ⁽¹⁾



■ ACREAGE U.S. FOOTPRINT - 20 STATES ⁽¹⁾

Key Takeaways:

- *Acreage is projected to produce >\$500M of revenue & >\$100M EBITDA in FY20* ⁽²⁾
- *Acreage obtained rights to best in class Canopy intellectual property*
- *Acreage obtained royalty-free license to sell Canopy CBD & THC consumer brands in the U.S.* ⁽³⁾
- *Canopy can scale quickly upon U.S. federal legalization*



CONSTELLATION BRANDS CANOPY WARRANT *summary*

PREVIOUS WARRANTS

Tranche	Expiry Date	Shares	Price	Warrant Cost CAD / USD ⁽¹⁾
Original Warrants ⁽²⁾	April 2020	18.9mm	C\$12.98	C\$245mm / ~\$186mm
Tranche A Warrants	November 1, 2021	88.5mm	C\$50.40	C\$4.5bn / ~\$3.4bn
Tranche B Warrants	November 1, 2021	51.2mm	VWAP ⁽³⁾	--

REVISED WARRANTS

Tranche	Expiry Date	Shares	Price	Warrant Cost CAD / USD ⁽¹⁾
Tranche A Warrants	November 1, 2023	88.5mm	C\$50.40	C\$4.5bn / ~\$3.4bn
Tranche B Warrants	November 1, 2026	38.4mm	C\$76.68 ⁽⁴⁾	C\$2.9bn / ~\$2.2bn
Tranche C Warrants	November 1, 2026	12.8mm	VWAP ⁽³⁾	--

**STZ RECEIVES LONGER DURATION ON WARRANTS
WHILE MAINTAINING CURRENT CANOPY BOARD RIGHTS**

CANOPY GROWTH

RARE *growth opportunity*

EMERGING *rapidly*

STRONG MANAGEMENT *team*

LEVERAGING STZ *strengths*



FINANCIAL SUMMARY



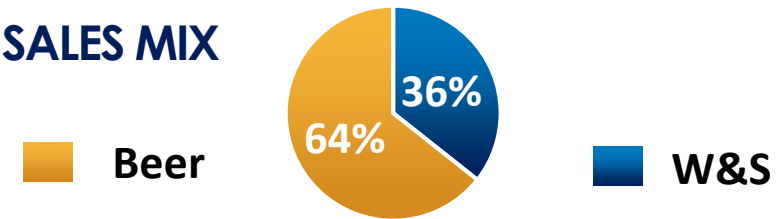
MEDIUM TERM *growth vision*

CONSOLIDATED NET SALES: MID TO HIGH SINGLE DIGIT GROWTH

BEER SALES HIGH SINGLE DIGIT GROWTH
(INCLUDES 1-2% PRICING)

WINE & SPIRITS SALES MID SINGLE DIGIT GROWTH ⁽¹⁾

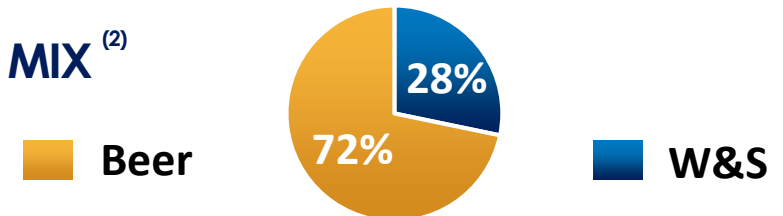
FY'19 NET SALES MIX



BEER EBIT HIGH SINGLE DIGIT GROWTH

WINE & SPIRITS EBIT MIGRATING TO 30% OPERATING MARGIN ⁽¹⁾

FY'19 EBIT MIX ⁽²⁾



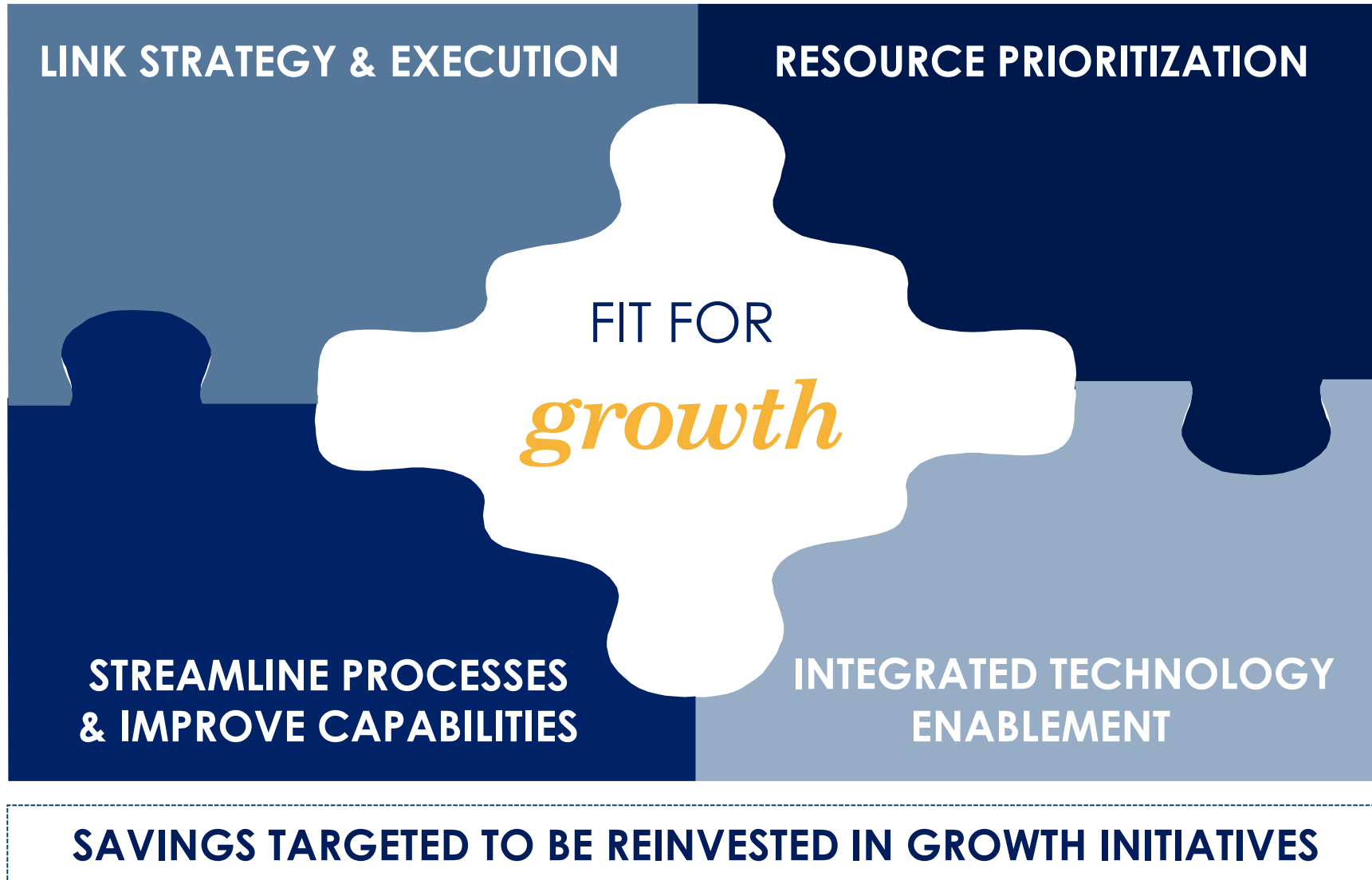
EFFECTIVE TAX RATE TARGET: 18% RANGE

PLUS SHARE REPURCHASE

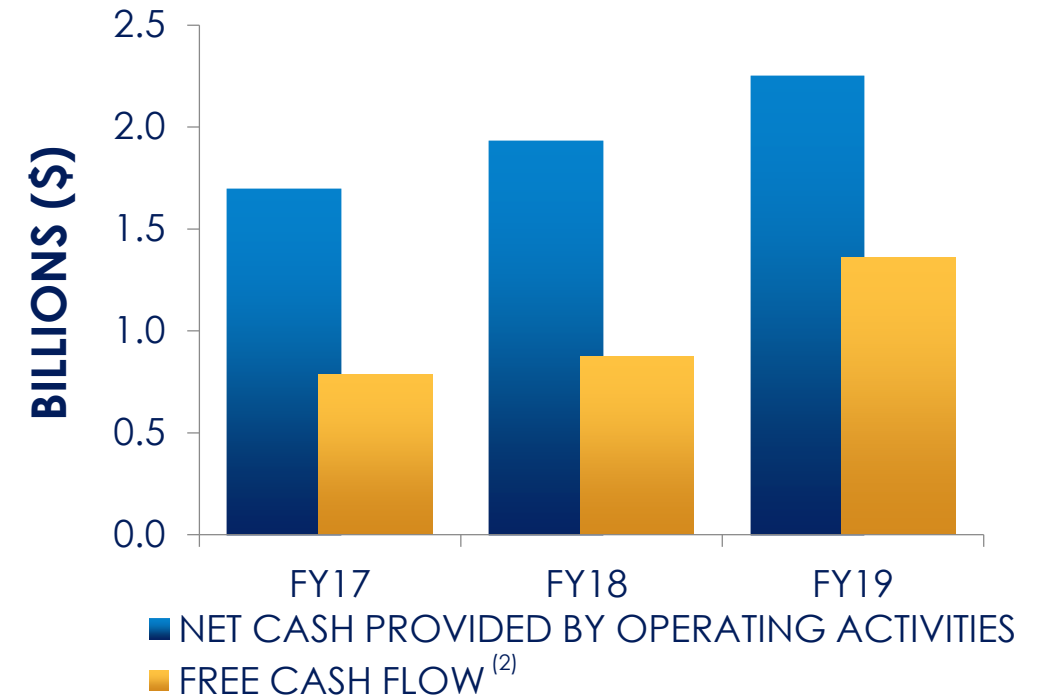
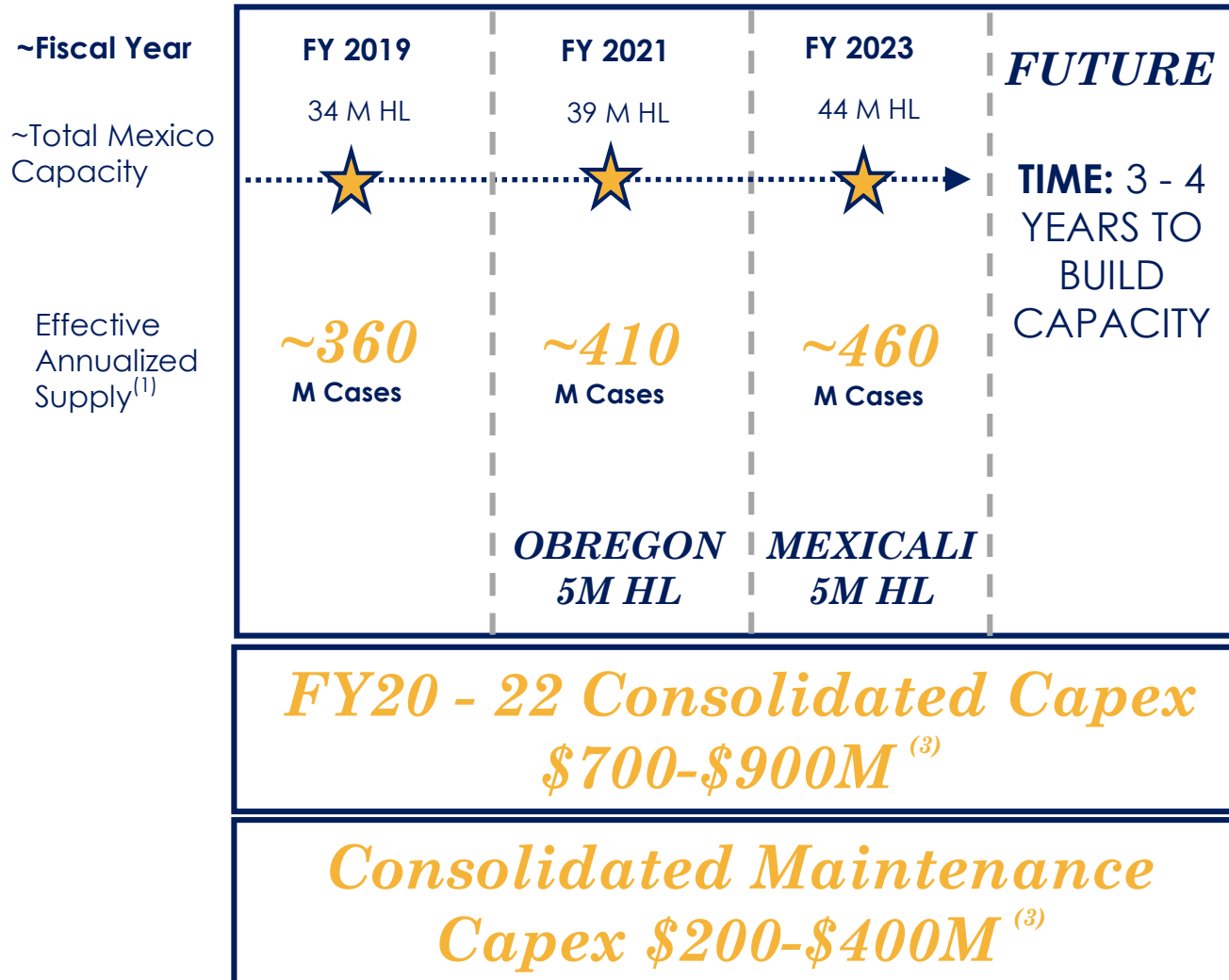
DILUTED EPS: ~10% CAGR ⁽³⁾

CANOPY ACHIEVES PROFITABILITY OVER MEDIUM TERM

SG&A EFFICIENCIES



FREE CASH FLOW *opportunity*



**OPERATING CASH FLOW
FY17 - FY19: DOUBLE DIGIT CAGR**

PLAN TO RETURN **\$4.5B** TO SHAREHOLDERS IN DIVIDENDS AND SHARE REPURCHASES THROUGH FY'22

Key Assumptions:

- ***Increase operating cash flow in-line with medium term growth vision***
- ***Dividend payout ratio 30% range***
- ***Committed to investment grade rating and leverage ratio in the 3.5x range***



KEY TAKEAWAYS

BEST IN CLASS BEER GROWTH OUTPACING
U.S. MARKET BY A WIDE MARGIN ⁽¹⁾

OPTIMIZING WINE & SPIRITS PORTFOLIO
TO ACHIEVE MSD REVENUE GROWTH &
30% OPERATING MARGIN

CANOPY GROWTH EXPECTS TO ACHIEVE
\$1 BILLION CAD REVENUE RUN RATE
IN FOURTH QUARTER FISCAL 2020

PLAN TO PROVIDE \$4.5 BILLION IN
CASH RETURNS TO SHAREHOLDERS
THROUGH FISCAL 2022 WHILE STAYING
COMMITTED TO INVESTMENT GRADE RATING

SUSTAINING
PROFITABLE
growth

BUILDING
SHAREHOLDER
value



Constellation Brands



COMPARABLE MEASURES (NON-GAAP)

Comparable measures are provided because management uses this information in evaluating the results of the core operations of the Company and/or internal goal setting. In addition, the Company believes this information provides investors valuable insight on underlying business trends and results in order to evaluate year-over-year financial performance. As such, the following items, when appropriate, are excluded from comparable results:

Acquisitions, Divestitures, and Related Costs

Acquisitions, divestitures, and related costs includes transaction and associated costs in connection with pending and completed acquisitions, investments, and divestitures. In addition, in connection with acquisitions, the allocation of purchase price in excess of book value for certain inventory on hand at the date of acquisition is referred to as inventory step-up. Inventory step-up represents an assumed manufacturing profit attributable to the acquired company prior to acquisition. For inventory produced and sold after the acquisition date, the related manufacturer's profit accrues to the Company.

Restructuring and Other Strategic Business Development Costs

Restructuring and other strategic business development costs consist primarily of costs recognized by the Company in connection with certain activities which are intended to simplify, streamline, or increase efficiencies. These costs include restructuring charges, such as employee termination benefit costs, contract termination costs, costs to consolidate or close facilities and relocate employees, and other costs which are not reflective of the core operations of the Company related to strategic business development initiatives.

COMPARABLE MEASURES (NON-GAAP)

Other

Other includes items that are not specifically related to acquisitions and divestitures or restructuring and other strategic business development costs (e.g. unrealized net (gain) loss on securities measured at fair value, loss on extinguishment of debt, impairment of assets, loss on contract termination, and net (gain) loss from the mark to fair value of undesignated commodity derivative contracts prior to settlement).

Comparable Basis Earnings before Interest and Taxes ("Comparable Basis EBIT"), as used by the Company, means operating income plus equity in earnings (loss) of equity method investees, both on a comparable basis. Comparable Basis EBIT is considered a performance measure and the Company considers operating income the most comparable GAAP measure. Comparable Basis EBIT is used by management in evaluating the results of the core operations of the Company including, the results of its equity method investments. In addition, the Company believes this information provides investors valuable insight on underlying business trends and results in order to evaluate year-over-year financial performance.

The Company has disclosed its debt to Earnings before Interest, Taxes, Depreciation, and Amortization ("EBITDA") ratio and net debt to EBITDA ratio. These are non-GAAP financial measures that management believes are of interest to investors and lenders in relation to the Company's overall capital structure and its ability to borrow additional funds. The Company considers EBITDA a measure of liquidity and considers net cash provided by operating activities the most comparable GAAP measure.

Free cash flow as used by the Company means the Company's net cash flow from operating activities prepared in accordance with GAAP less capital expenditures for property, plant, and equipment. Free cash flow is considered a liquidity measure and provides useful information to investors about the amount of cash generated, which can then be used, after required debt service and dividend payments, for other general corporate purposes. A limitation of free cash flow is that it does not represent the total increase or decrease in the cash balance for the period. Free cash flow should be considered in addition to, not as a substitute for, or superior to, cash flow from operating activities prepared in accordance with GAAP.

REPORTED STATEMENT OF OPERATIONS (GAAP) (AS ADJUSTED ⁽¹⁾)

	Fiscal Year 2017	Fiscal Year 2018	First Quarter 2019	Second Quarter 2019	Third Quarter 2019	Fourth Quarter 2019	Fiscal Year 2019	First Quarter 2020
(in millions, except share and per share data)								
Net sales	\$ 7,321.1	\$ 7,580.3	\$ 2,047.1	\$ 2,299.1	\$ 1,972.6	\$ 1,797.2	\$ 8,116.0	\$ 2,097.2
Cost of product sold	(3,802.1)	(3,767.8)	(998.5)	(1,130.9)	(1,002.6)	(903.7)	(4,035.7)	(1068.5)
Gross profit	3,519.0	3,812.5	1,048.6	1,168.2	970.0	893.5	4,080.3	1028.7
Selling, general, and administrative expenses ⁽²⁾	(1,392.4)	(1,532.7)	(423.2)	(403.2)	(413.5)	(428.2)	(1,668.1)	(406.0)
Gain on sale of business	262.4	-	-	-	-	-	-	-
Operating income (loss)	2,389.0	2,279.8	625.4	765.0	556.5	465.3	2,412.2	622.7
Income (loss) from unconsolidated investments	27.3	487.2	364.4	688.4	(134.6)	1,183.4	2,101.6	(930.6)
Interest expense	(333.3)	(332.0)	(87.8)	(88.0)	(72.8)	(118.5)	(367.1)	(114.6)
Loss on extinguishment of debt	-	(97.0)	-	-	(1.7)	-	(1.7)	-
Income (loss) before income taxes	2,083.0	2,338.0	902.0	1,365.4	347.4	1,530.2	4,145.0	(422.5)
(Provision for) benefit from income taxes	(550.3)	(22.7)	(155.7)	(214.1)	(35.3)	(280.8)	(685.9)	185.4
Net income (loss)	1,532.7	2,315.3	746.3	1,151.3	312.1	1,249.4	3,459.1	(237.1)
Net income (loss) attributable to noncontrolling interests	(4.1)	(11.9)	(2.5)	(1.8)	(9.0)	(9.9)	(23.2)	(8.3)
Net income (loss) attributable to CBI	\$ 1,528.6	\$ 2,303.4	\$ 743.8	\$ 1,149.5	\$ 303.1	\$ 1,239.5	\$ 3,435.9	\$ (245.4)
Diluted net income (loss) per common share attributable to CBI	\$ 7.49	\$ 11.47	\$ 3.77	\$ 5.87	\$ 1.56	\$ 6.37	\$ 17.57	\$ (1.30)
Diluted weighted average common shares outstanding	204.099	200.745	197.060	195.907	194.820	194.499	195.532	168.118
Cash dividends declared per common share:								
Class A Common Stock	\$ 1.60	\$ 2.08	\$ 0.74	\$ 0.74	\$ 0.74	\$ 0.74	\$ 2.96	\$ 0.75
Class B Convertible Common Stock	\$ 1.44	\$ 1.88	\$ 0.67	\$ 0.67	\$ 0.67	\$ 0.67	\$ 2.68	\$ 0.68
Effective tax rate	26.4%	1.0%	17.3%	15.7%	10.2%	18.4%	16.5%	43.9%
Year over year growth:								
Net sales		4%	6%	10%	9%	2%	7%	2%
Operating income (loss)		(5%)	11%	7%	14%	(9%)	6%	(0%)
Net income (loss) attributable to CBI		51%	87%	129%	(38%)	36%	49%	(133%)
Diluted net income (loss) per common share attributable to CBI		53%	90%	136%	(36%)	40%	53%	(134%)
Items as a percent of net sales:								
Cost of product sold	51.9%	49.7%	48.8%	49.2%	50.8%	50.3%	49.7%	50.9%
Gross profit	48.1%	50.3%	51.2%	50.8%	49.2%	49.7%	50.3%	49.1%
Selling, general, and administrative expenses	19.0%	20.2%	20.7%	17.5%	21.0%	23.8%	20.6%	19.4%
Operating income (loss)	32.6%	30.1%	30.6%	33.3%	28.2%	25.9%	29.7%	29.7%
⁽¹⁾ Effective March 1, 2018, we adopted the FASB amended guidance regarding the recognition of revenue from contracts with customers using the retrospective application method. Accordingly, financial information for fiscal year 2017 and the interim and annual periods of fiscal year 2018 presented herein has been adjusted to reflect the adoption of this amended guidance. Annual and interim periods prior to fiscal year 2017, including interim periods for fiscal year 2017, have not been adjusted to reflect the adoption of this amended guidance as the impact is not deemed material.								
⁽²⁾ Includes impairment of intangible assets of \$46.0 million and \$86.8 million for the years ended February 28, 2017, and February 28, 2018, respectively.								

RECONCILIATION OF REPORTED AND COMPARABLE NON-GAAP INFORMATION (AS ADJUSTED ⁽¹⁾)

	Fiscal Year	Fiscal Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Fiscal Year	First Quarter
	2017	2018	2019	2019	2019	2019	2019	2020
(in millions, except per share data)								
Net Sales								
Reported Net Sales	\$ 7,321.1	\$ 7,580.3	\$ 2,047.1	\$ 2,299.1	\$ 1,972.6	\$ 1,797.2	\$ 8,116.0	\$ 2,097.2
Comparable Net Sales	\$ 7,321.1	\$ 7,580.3	\$ 2,047.1	\$ 2,299.1	\$ 1,972.6	\$ 1,797.2	\$ 8,116.0	\$ 2,097.2
Cost of Product Sold								
Reported Cost of Product Sold	\$ (3,802.1)	\$ (3,767.8)	\$ (998.5)	\$ (1,130.9)	\$ (1,002.6)	\$ (903.7)	\$ (4,035.7)	\$ (1,068.5)
<i>Acquisitions, Divestitures, and Related Costs</i>								
Inventory Step-Up	20.1	18.7	0.6	0.8	2.2	1.3	4.9	0.4
Favorable Interim Supply Agreement	2.2	-	-	-	-	-	-	-
Total Acquisitions, Divestitures, and Related Costs	22.3	18.7	0.6	0.8	2.2	1.3	4.9	0.4
<i>Restructuring and Other Strategic Business Development Costs</i>								
Accelerated Depreciation	-	-	3.4	1.6	1.5	2.4	8.9	3.5
Restructuring and Other Strategic Business Development Costs	-	-	-	-	-	-	-	44.5
Total Restructuring and Other Strategic Business Development Costs	-	-	3.4	1.6	1.5	2.4	8.9	48.0
<i>Other</i>								
Net (Gain) Loss on Undesignated Commodity Swap Contracts	(16.3)	(7.4)	(15.4)	5.8	14.7	(6.9)	(1.8)	(15.9)
Settlements of Undesignated Commodity Swap Contracts	(23.4)	(2.3)	1.5	3.6	2.2	1.3	8.6	30.0
Loss on Inventory Write-Down	-	19.1	1.5	-	1.3	0.5	3.3	-
Adverse Supply Contracts	-	-	-	-	-	6.0	6.0	-
Total Other	(39.7)	9.4	(12.4)	9.4	18.2	0.9	16.1	14.1
Comparable Cost of Product Sold	\$ (3,819.5)	\$ (3,739.7)	\$ (1,006.9)	\$ (1,119.1)	\$ (980.7)	\$ (899.1)	\$ (4,005.8)	\$ (1,006.0)
Gross Profit								
Reported Gross Profit	\$ 3,519.0	\$ 3,812.5	\$ 1,048.6	\$ 1,168.2	\$ 970.0	\$ 893.5	\$ 4,080.3	\$ 1,028.7
<i>Acquisitions, Divestitures, and Related Costs</i>								
Inventory Step-Up	20.1	18.7	0.6	0.8	2.2	1.3	4.9	0.4
Favorable Interim Supply Agreement	2.2	-	-	-	-	-	-	-
Total Acquisitions, Divestitures, and Related Costs	22.3	18.7	0.6	0.8	2.2	1.3	4.9	0.4
<i>Restructuring and Other Strategic Business Development Costs</i>								
Accelerated Depreciation	-	-	3.4	1.6	1.5	2.4	8.9	3.5
Restructuring and Other Strategic Business Development Costs	-	-	-	-	-	-	-	44.5
Total Restructuring and Other Strategic Business Development Costs	-	-	3.4	1.6	1.5	2.4	8.9	48.0

RECONCILIATION OF REPORTED AND COMPARABLE NON-GAAP INFORMATION (AS ADJUSTED ⁽¹⁾)

	Fiscal Year	Fiscal Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Fiscal Year	First Quarter
	2017	2018	2019	2019	2019	2019	2019	2020
(in millions, except per share data)								
Other								
Net (Gain) Loss on Undesignated Commodity Swap Contracts	(16.3)	(7.4)	(15.4)	5.8	14.7	(6.9)	(1.8)	(15.9)
Settlements of Undesignated Commodity Swap Contracts	(23.4)	(2.3)	1.5	3.6	2.2	1.3	8.6	30.0
Loss on Inventory Write-Down	-	19.1	1.5	-	1.3	0.5	3.3	-
Adverse Supply Contracts	-	-	-	-	-	6.0	6.0	-
Total Other	(39.7)	9.4	(12.4)	9.4	18.2	0.9	16.1	14.1
Comparable Gross Profit	\$ 3,501.6	\$ 3,840.6	\$ 1,040.2	\$ 1,180.0	\$ 991.9	\$ 898.1	\$ 4,110.2	\$ 1,091.2
<u>Selling, General, and Administrative Expenses</u>								
Reported Selling, General, and Administrative Expenses	\$ (1,392.4)	\$ (1,532.7)	\$ (423.2)	\$ (403.2)	\$ (413.5)	\$ (428.2)	\$ (1,668.1)	\$ (406.0)
Acquisitions, Divestitures, and Related Costs								
Transaction, Integration, and Other Acquisition-Related Costs ⁽²⁾	14.2	8.1	-	1.0	8.1	1.1	10.2	2.3
Costs Associated with Sale of the Canadian Wine Business and Related Activities	20.4	3.2	-	-	-	-	-	-
Net Loss on Foreign Currency Contracts Associated with Acquisition of Investment	-	-	-	7.1	25.5	-	32.6	-
Selling, General, and Administrative Expenses, Other	-	-	-	(8.5)	(0.2)	-	(8.7)	(11.5)
Total Acquisitions, Divestitures, and Related Costs	34.6	11.3	-	(0.4)	33.4	1.1	34.1	(9.2)
Restructuring and Other Strategic Business Development Costs								
Restructuring and Other Strategic Business Development Costs	0.9	14.0	4.3	4.3	2.3	6.2	17.1	23.6
Total Restructuring and Other Strategic Business Development Costs	0.9	14.0	4.3	4.3	2.3	6.2	17.1	23.6
Other								
Impairment of Goodwill and Intangible Assets	37.6	86.8	-	-	-	108.0	108.0	-
Deferred Compensation	-	-	16.3	-	-	-	16.3	-
Loss on Contract Termination	-	59.0	-	-	-	-	-	-
Selling, General, and Administrative Expenses, Other	2.6	(10.5)	-	-	(2.2)	0.8	(1.4)	(1.9)
Total Other	40.2	135.3	16.3	-	(2.2)	108.8	122.9	(1.9)
Comparable Selling, General, and Administrative Expenses	\$ (1,316.7)	\$ (1,372.1)	\$ (402.6)	\$ (399.3)	\$ (380.0)	\$ (312.1)	\$ (1,494.0)	\$ (393.5)
<u>Gain on Sale of Business</u>								
Reported Gain on Sale of Business	\$ 262.4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Acquisitions, Divestitures, and Related Costs								
Gain on Sale of Business	(262.4)	-	-	-	-	-	-	-
Total Acquisitions, Divestitures, and Related Costs	(262.4)	-	-	-	-	-	-	-
Comparable Gain on Sale of Business	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

RECONCILIATION OF REPORTED AND COMPARABLE NON-GAAP INFORMATION (AS ADJUSTED ⁽¹⁾)

	Fiscal Year	Fiscal Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Fiscal Year	First Quarter
	2017	2018	2019	2019	2019	2019	2019	2020
(in millions, except per share data)								
Operating Income (Loss)								
Reported Operating Income (Loss)	\$ 2,389.0	\$ 2,279.8	\$ 625.4	\$ 765.0	\$ 556.5	\$ 465.3	\$ 2,412.2	\$ 622.7
Acquisitions, Divestitures, and Related Costs								
Inventory Step-Up	20.1	18.7	0.6	0.8	2.2	1.3	4.9	0.4
Favorable Interim Supply Agreement	2.2	-	-	-	-	-	-	-
Transaction, Integration, and Other Acquisition-Related Costs ⁽²⁾	14.2	8.1	-	1.0	8.1	1.1	10.2	2.3
Costs Associated with Sale of the Canadian Wine Business and Related Activities	20.4	3.2	-	-	-	-	-	-
Net Loss on Foreign Currency Contracts Associated with Acquisition of Investment	-	-	-	7.1	25.5	-	32.6	-
Selling, General, and Administrative Expenses, Other	-	-	-	(8.5)	(0.2)	-	(8.7)	(11.5)
Gain on Sale of Business	(262.4)	-	-	-	-	-	-	-
Total Acquisitions, Divestitures, and Related Costs	(205.5)	30.0	0.6	0.4	35.6	2.4	39.0	(8.8)
Restructuring and Other Strategic Business Development Costs								
Accelerated Depreciation	-	-	3.4	1.6	1.5	2.4	8.9	3.5
Restructuring and Other Strategic Business Development Costs	0.9	14.0	4.3	4.3	2.3	6.2	17.1	68.1
Total Restructuring and Other Strategic Business Development Costs	0.9	14.0	7.7	5.9	3.8	8.6	26.0	71.6
Other								
Net (Gain) Loss on Undesignated Commodity Swap Contracts	(16.3)	(7.4)	(15.4)	5.8	14.7	(6.9)	(1.8)	(15.9)
Settlements of Undesignated Commodity Swap Contracts	(23.4)	(2.3)	1.5	3.6	2.2	1.3	8.6	30.0
Loss on Inventory Write-Down	-	19.1	1.5	-	1.3	0.5	3.3	-
Adverse Supply Contracts	-	-	-	-	-	6.0	6.0	-
Impairment of Goodwill and Intangible Assets	37.6	86.8	-	-	-	108.0	108.0	-
Deferred Compensation	-	-	16.3	-	-	-	16.3	-
Loss on Contract Termination	-	59.0	-	-	-	-	-	-
Selling, General, and Administrative Expenses, Other	2.6	(10.5)	-	-	(2.2)	0.8	(1.4)	(1.9)
Total Other	0.5	144.7	3.9	9.4	16.0	109.7	139.0	12.2
Comparable Operating Income (Loss)	\$ 2,184.9	\$ 2,468.5	\$ 637.6	\$ 780.7	\$ 611.9	\$ 586.0	\$ 2,616.2	\$ 697.7

RECONCILIATION OF REPORTED AND COMPARABLE NON-GAAP INFORMATION (AS ADJUSTED ⁽¹⁾)

	Fiscal Year	Fiscal Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Fiscal Year	First Quarter
	2017	2018	2019	2019	2019	2019	2019	2020
(in millions, except per share data)								
Income (Loss) from Unconsolidated Investments								
Reported Income (Loss) from Unconsolidated Investments	\$ 27.3	\$ 487.2	\$ 364.4	\$ 688.4	\$ (134.6)	\$ 1,183.4	\$ 2,101.6	\$ (930.6)
Acquisitions, Divestitures, and Related Costs								
Net (Gain) Loss on Sale of Unconsolidated Investment	-	-	(101.4)	1.6	-	-	(99.8)	-
Canopy Comparable Adjustments	-	-	-	-	-	3.9	3.9	9.3
Transaction, Integration, and Other Acquisition-Related Costs	-	-	-	-	-	-	-	-
Total Acquisitions, Divestitures, and Related Costs	0.0	0.0	(101.4)	1.6	-	3.9	(95.9)	9.3
Other								
Unrealized Net (Gain) Loss on Securities Measured at Fair Value	-	-	(258.3)	(692.1)	163.9	(1,184.7)	(1,971.2)	827.5
Canopy Comparable Adjustments	-	-	-	-	-	(6.5)	(6.5)	42.3
Unconsolidated Investments, Other	1.7	11.7	-	-	-	(11.3)	(11.3)	-
Total Other	1.7	11.7	(258.3)	(692.1)	163.9	(1,202.5)	(1,989.0)	869.8
Comparable Income (Loss) from Unconsolidated Investments	\$ 29.0	\$ 498.9	\$ 4.7	\$ (2.1)	\$ 29.3	\$ (15.2)	\$ 16.7	\$ (51.5)
Interest Expense								
Reported Interest Expense	\$ (333.3)	\$ (332.0)	\$ (87.8)	\$ (88.0)	\$ (72.8)	\$ (118.5)	\$ (367.1)	\$ (114.6)
Acquisitions, Divestitures, and Related Costs								
Net Gain on Interest Rate Swap Contracts Associated with Debt Financing of Investment	-	-	-	(2.6)	(32.4)	-	(35.0)	-
Interest Expense, Other	-	-	-	2.8	12.1	-	14.9	-
Total Acquisitions, Divestitures, and Related Costs	-	-	-	0.2	(20.3)	-	(20.1)	-
Comparable Interest Expense	\$ (333.3)	\$ (332.0)	\$ (87.8)	\$ (87.8)	\$ (93.1)	\$ (118.5)	\$ (387.2)	\$ (114.6)
Loss on Extinguishment of Debt								
Reported Loss on Extinguishment of Debt	\$ -	\$ (97.0)	\$ -	\$ -	\$ (1.7)	\$ -	\$ (1.7)	\$ -
Other								
Loss on Extinguishment of Debt	-	97.0	-	-	1.7	-	1.7	-
Total Other	-	97.0	-	-	1.7	-	1.7	-
Comparable Loss on Extinguishment of Debt	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

RECONCILIATION OF REPORTED AND COMPARABLE NON-GAAP INFORMATION (AS ADJUSTED ⁽¹⁾)

	Fiscal Year	Fiscal Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Fiscal Year	First Quarter
	2017	2018	2019	2019	2019	2019	2019	2020
(in millions, except per share data)								
<u>(Provision For) Benefit From Income Taxes</u>								
Reported (Provision For) Benefit From Income Taxes	\$ (550.3)	\$ (22.7)	\$ (155.7)	\$ (214.1)	\$ (35.3)	\$ (280.8)	\$ (685.9)	\$ 185.4
<i>Acquisitions, Divestitures, and Related Costs</i>								
Inventory Step-Up	(7.4)	(6.6)	(0.2)	(0.2)	(0.4)	(0.3)	(1.1)	(0.1)
Favorable Interim Supply Agreement	(0.8)	-	-	-	-	-	-	-
Transaction, Integration, and Other Acquisition-Related Costs	(5.4)	(2.2)	-	(0.3)	(2.0)	(0.3)	(2.6)	(0.6)
Costs Associated with Sale of the Canadian Wine Business and Related Activities	(3.8)	(0.8)	-	-	-	-	-	-
Net Loss on Foreign Currency Contracts Associated with Acquisition of Investment	-	-	-	(1.6)	(6.3)	-	(7.9)	-
Selling, General, and Administrative Expenses, Other	-	-	-	(3.9)	0.1	(0.1)	(3.9)	2.8
Gain on Sale of Business	66.3	-	-	-	-	-	-	-
Gain on Remeasurement to Fair Value of Equity Method Investment	-	-	-	-	-	-	-	-
Net (Gain) Loss on Sale of Unconsolidated Investment	-	-	1.9	-	-	-	1.9	-
Canopy Comparable Adjustments	-	-	-	-	-	(0.9)	(0.9)	(2.2)
Net Gain on Interest Rate Swap Contracts Associated with Debt Financing of Investment	-	-	-	0.7	8.1	0.1	8.9	-
Interest Expense, Other	-	-	-	(0.7)	(3.1)	-	(3.8)	-
Income Tax (Provision) Benefit, Other	-	-	-	-	-	-	-	(54.1)
<i>Total Acquisitions, Divestitures, and Related Costs</i>	48.9	(9.6)	1.7	(6.0)	(3.6)	(1.5)	(9.4)	(54.2)
<i>Restructuring and Other Strategic Business Development Costs</i>								
Accelerated Depreciation	-	-	(0.8)	(0.4)	(0.3)	(0.7)	(2.2)	(0.8)
Restructuring and Other Strategic Business Development Costs	(0.3)	(4.9)	(1.1)	(1.1)	(0.8)	(1.3)	(4.3)	(16.6)
<i>Total Restructuring and Other Strategic Business Development Costs</i>	(0.3)	(4.9)	(1.9)	(1.5)	(1.1)	(2.0)	(6.5)	(17.4)
<i>Other</i>								
Net (Gain) Loss on Undesignated Commodity Swap Contracts	6.0	2.6	3.7	(1.4)	(3.5)	1.7	0.5	3.8
Settlements of Undesignated Commodity Swap Contracts	8.8	0.8	(0.4)	(0.8)	(0.6)	(0.3)	(2.1)	(7.3)
Loss on Inventory Write-Down	-	(6.7)	(0.3)	-	(0.4)	(0.1)	(0.8)	-
Adverse Supply Contracts	-	-	-	-	-	(1.5)	(1.5)	-
Impairment of Goodwill and Intangible Assets	(14.0)	(31.0)	-	-	-	(27.0)	(27.0)	-
Deferred Compensation	-	-	-	-	-	-	-	-
Loss on Contract Termination	-	(17.7)	-	-	-	-	-	-
Selling, General, and Administrative Expenses, Other	(0.7)	1.7	-	-	0.6	(0.2)	0.4	0.2
Unrealized Net (Gain) Loss on Securities Measured at Fair Value	-	61.6	34.2	97.0	4.5	273.0	408.7	(194.0)
Canopy Comparable Adjustments	-	-	-	-	-	1.5	1.5	(10.0)
Unconsolidated Investments, Other	(0.7)	(3.2)	-	-	-	2.9	2.9	-
Loss on Extinguishment of Debt	-	(33.0)	-	-	(0.4)	-	(0.4)	-
Tax Benefit Related to the Tax Cuts and Jobs Act	-	(351.2)	-	-	(37.6)	-	(37.6)	-
Income Tax (Provision) Benefit, Other	-	-	-	-	-	(50.1)	(50.1)	-
<i>Total Other</i>	(0.6)	(376.1)	37.2	94.8	(37.4)	199.9	294.5	(207.3)
Comparable (Provision For) Benefit From Income Taxes	\$ (502.3)	\$ (413.3)	\$ (118.7)	\$ (126.8)	\$ (77.4)	\$ (84.4)	\$ (407.3)	\$ (93.5)

RECONCILIATION OF REPORTED AND COMPARABLE NON-GAAP INFORMATION (AS ADJUSTED ⁽¹⁾)

	Fiscal Year	Fiscal Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Fiscal Year	First Quarter
	2017	2018	2019	2019	2019	2019	2019	2020
(in millions, except per share data)								
Net (Income) Loss Attributable to Noncontrolling Interests								
Reported Net (Income) Loss Attributable to Noncontrolling Interests	\$ (4.1)	\$ (11.9)	\$ (2.5)	\$ (1.8)	\$ (9.0)	\$ (9.9)	\$ (23.2)	\$ (8.3)
Comparable Net (Income) Loss Attributable to Noncontrolling Interests	\$ (4.1)	\$ (11.9)	\$ (2.5)	\$ (1.8)	\$ (9.0)	\$ (9.9)	\$ (23.2)	\$ (8.3)
Net Income (Loss) Attributable to CBI								
Reported Net Income (Loss) Attributable to CBI	\$ 1,528.6	\$ 2,303.4	\$ 743.8	\$ 1,149.5	\$ 303.1	\$ 1,239.5	\$ 3,435.9	\$ (245.4)
Acquisitions, Divestitures, and Related Costs								
Inventory Step-Up	12.7	12.1	0.4	0.6	1.8	1.0	3.8	0.3
Favorable Interim Supply Agreement	1.4	-	-	-	-	-	-	-
Transaction, Integration, and Other Acquisition-Related Costs	8.8	5.9	-	0.7	6.1	0.8	7.6	1.7
Costs Associated with Sale of the Canadian Wine Business and Related Activities	16.6	2.4	-	-	-	-	-	-
Net Loss on Foreign Currency Contracts Associated with Acquisition of Investment	-	-	-	5.5	19.2	-	24.7	-
Selling, General, and Administrative Expenses, Other	-	-	-	(12.4)	(0.1)	(0.1)	(12.6)	(8.7)
Gain on Sale of Business	(196.1)	-	-	-	-	-	-	-
Gain on Remeasurement to Fair Value of Equity Method Investment	-	-	-	-	-	-	-	-
Net (Gain) Loss on Sale of Unconsolidated Investment	-	-	(99.5)	1.6	-	-	(97.9)	-
Canopy Comparable Adjustments	0.0	0.0	-	-	-	3.0	3.0	7.1
Net Gain on Interest Rate Swap Contracts Associated with Debt Financing of Investment	-	-	-	(1.9)	(24.3)	0.1	(26.1)	-
Interest Expense, Other	-	-	-	2.1	9.0	-	11.1	-
Income Tax (Provision) Benefit, Other	-	-	-	-	-	-	-	(54.1)
Total Acquisitions, Divestitures, and Related Costs	(156.6)	20.4	(99.1)	(3.8)	11.7	4.8	(86.4)	(53.7)
Restructuring and Other Strategic Business Development Costs								
Accelerated Depreciation	-	-	2.6	1.2	1.2	1.7	6.7	2.7
Restructuring and Other Strategic Business Development Costs	0.6	9.1	3.2	3.2	1.5	4.9	12.8	51.5
Total Restructuring and Other Strategic Business Development Costs	0.6	9.1	5.8	4.4	2.7	6.6	19.5	54.2
Other								
Net (Gain) Loss on Undesignated Commodity Swap Contracts	(10.3)	(4.8)	(11.7)	4.4	11.2	(5.2)	(1.3)	(12.1)
Settlements of Undesignated Commodity Swap Contracts	(14.6)	(1.5)	1.1	2.8	1.6	1.0	6.5	22.7
Loss on Inventory Write-Down	-	12.4	1.2	-	0.9	0.4	2.5	-
Adverse Supply Contracts	-	-	-	-	-	4.5	4.5	-
Impairment of Goodwill and Intangible Assets	23.6	55.8	-	-	-	81.0	81.0	-
Deferred Compensation	-	-	16.3	-	-	-	16.3	-
Loss on Contract Termination	-	41.3	-	-	-	-	-	-
Selling, General, and Administrative Expenses, Other	1.9	(8.8)	-	-	(1.6)	0.6	(1.0)	(1.7)
Unrealized Net (Gain) Loss on Securities Measured at Fair Value	-	(402.7)	(224.1)	(595.1)	168.4	(911.7)	(1,562.5)	633.5
Canopy Comparable Adjustments	-	-	-	-	-	(5.0)	(5.0)	32.3
Unconsolidated Investments, Other	1.0	8.5	-	-	-	(8.4)	(8.4)	-
Loss on Extinguishment of Debt	-	64.0	-	-	1.3	-	1.3	-
Tax Benefit Related to the Tax Cuts and Jobs Act	-	(351.2)	-	-	(37.6)	-	(37.6)	-
Income Tax (Provision) Benefit, Other	-	-	-	-	-	(50.1)	(50.1)	-
Total Other	1.6	(587.0)	(217.2)	(587.9)	144.2	(892.9)	(1,553.8)	674.7
Comparable Net Income (Loss) Attributable to CBI	\$ 1,374.2	\$ 1,745.9	\$ 433.3	\$ 562.2	\$ 461.7	\$ 358.0	\$ 1,815.2	\$ 429.8

RECONCILIATION OF REPORTED AND COMPARABLE NON-GAAP INFORMATION (AS ADJUSTED ⁽¹⁾)

	Fiscal Year	Fiscal Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Fiscal Year	First Quarter
	2017	2018	2019	2019	2019	2019	2019	2020
(in millions, except per share data)								
Diluted Net Income (Loss) Per Common Share Attributable to CBI								
Reported Diluted Net Income (Loss) Common Per Share Attributable to CBI	\$ 7.49	\$ 11.47	\$ 3.77	\$ 5.87	\$ 1.56	\$ 6.37	\$ 17.57	\$ (1.30)
<i>Acquisitions, Divestitures, and Related Costs</i>								
Inventory Step-Up	0.06	0.06	-	-	0.01	0.01	0.02	-
Favorable Interim Supply Agreement	0.01	-	-	-	-	-	-	-
Transaction, Integration, and Other Acquisition-Related Costs	0.04	0.03	-	-	0.03	-	0.04	0.01
Costs Associated with Sale of the Canadian Wine Business and Related Activities	0.08	0.01	-	-	-	-	-	-
Net Loss on Foreign Currency Contracts Associated with Acquisition of Investment	-	-	-	0.03	0.10	-	0.13	-
Selling, General, and Administrative Expenses, Other	-	-	-	(0.06)	-	-	(0.06)	(0.04)
Gain on Sale of Business	(0.96)	-	-	-	-	-	-	-
Gain on Remeasurement to Fair Value of Equity Method Investment	-	-	-	-	-	-	-	-
Net (Gain) Loss on Sale of Unconsolidated Investment	-	-	(0.50)	0.01	-	-	(0.50)	-
Canopy Comparable Adjustments	-	-	-	-	-	0.02	0.02	0.04
Net Gain on Interest Rate Swap Contracts Associated with Debt Financing of Investment	-	-	-	(0.01)	(0.12)	-	(0.13)	-
Interest Expense, Other	-	-	-	0.01	0.05	-	0.06	-
Income Tax (Provision) Benefit, Other	-	-	-	-	-	-	-	(0.28)
Total Acquisitions, Divestitures, and Related Costs ⁽³⁾	(0.77)	0.10	(0.50)	(0.02)	0.06	0.02	(0.44)	(0.28)
<i>Restructuring and Other Strategic Business Development Costs</i>								
Accelerated Depreciation	-	-	0.01	0.01	0.01	0.01	0.03	0.01
Restructuring and Other Strategic Business Development Costs	-	0.05	0.02	0.02	0.01	0.03	0.07	0.26
Total Restructuring and Other Strategic Business Development Costs (3)	-	0.05	0.03	0.02	0.01	0.03	0.10	0.28
<i>Other</i>								
Net (Gain) Loss on Undesignated Commodity Swap Contracts	(0.05)	(0.02)	(0.06)	0.02	0.06	(0.03)	(0.01)	(0.06)
Settlements of Undesignated Commodity Swap Contracts	(0.07)	(0.01)	0.01	0.01	0.01	-	0.03	0.12
Loss on Inventory Write-Down	-	0.06	0.01	-	-	-	0.01	-
Adverse Supply Contracts	-	-	-	-	-	0.02	0.02	-
Impairment of Goodwill and Intangible Assets	0.12	0.28	-	-	-	0.42	0.41	-
Deferred Compensation	-	-	0.08	-	-	-	0.08	-
Loss on Contract Termination	-	0.21	-	-	-	-	-	-
Selling, General, and Administrative Expenses, Other	0.01	(0.04)	-	-	(0.01)	-	(0.01)	(0.01)
Unrealized Net (Gain) Loss on Securities Measured at Fair Value	-	(2.01)	(1.14)	(3.04)	0.86	(4.69)	(7.99)	3.25
Canopy Comparable Adjustments	-	-	-	-	-	(0.03)	(0.03)	0.17
Unconsolidated Investments, Other	-	0.04	-	-	-	(0.04)	(0.04)	-
Loss on Extinguishment of Debt	-	0.32	-	-	0.01	-	0.01	-
Tax Benefit Related to the Tax Cuts and Jobs Act	-	(1.75)	-	-	(0.19)	-	(0.19)	-
Income Tax (Provision) Benefit, Other	-	-	-	-	-	(0.26)	(0.26)	-
Total Other (3)	0.01	(2.92)	(1.10)	(3.00)	0.74	(4.59)	(7.95)	3.46
Comparable Diluted Net Income (Loss) Per Common Share Attributable to CBI (3)	\$ 6.73	\$ 8.70	\$ 2.20	\$ 2.87	\$ 2.37	\$ 1.84	\$ 9.28	\$ 2.21

⁽¹⁾ Effective March 1, 2018, we adopted the FASB amended guidance regarding the recognition of revenue from contracts with customers using the retrospective application method. Accordingly, financial information for fiscal year 2017 and the interim and annual periods of fiscal year 2018 presented herein has been adjusted to reflect the adoption of this amended guidance. Annual and interim periods prior to fiscal year 2017, including interim periods for fiscal year 2017, have not been adjusted to reflect the adoption of this amended guidance as the impact is not deemed material.

⁽²⁾ Includes impairment of intangible assets of \$8.4 million for the year ended February 28, 2017.

⁽³⁾ May not sum due to rounding as each item is computed independently.

COMPARABLE STATEMENTS OF INCOME (NON-GAAP) (AS ADJUSTED ⁽¹⁾)

	Fiscal Year	Fiscal Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Fiscal Year	First Quarter
	2017	2018	2019	2019	2019	2019	2019	2020
(in millions, except share and per share data)								
Net sales	\$ 7,321.1	\$ 7,580.3	\$ 2,047.1	\$ 2,299.1	\$ 1,972.6	\$ 1,797.2	\$ 8,116.0	\$ 2,097.2
Cost of product sold	(3,819.5)	(3,739.7)	(1,006.9)	(1,119.1)	(980.7)	(899.1)	(4,005.8)	(1,006.0)
Gross profit	3,501.6	3,840.6	1,040.2	1,180.0	991.9	898.1	4,110.2	1,091.2
Selling, general, and administrative expenses	(1,316.7)	(1,372.1)	(402.6)	(399.3)	(380.0)	(312.1)	(1,494.0)	(393.5)
Operating income	2,184.9	2,468.5	637.6	780.7	611.9	586.0	2,616.2	697.7
Income (loss) from unconsolidated investments	29.0	498.9	4.7	(2.1)	29.3	(15.2)	16.7	(51.5)
Earnings before interest and tax	2,213.9	2,967.4	642.3	778.6	641.2	570.8	2,632.9	646.2
Interest expense	(333.3)	(332.0)	(87.8)	(87.8)	(93.1)	(118.5)	(387.2)	(114.6)
Income before income taxes	1,880.6	2,635.4	554.5	690.8	548.1	452.3	2,245.7	531.6
Provision for income taxes	(502.3)	(413.3)	(118.7)	(126.8)	(77.4)	(84.4)	(407.3)	(93.5)
Net income	1,378.3	2,222.1	435.8	564.0	470.7	367.9	1,838.4	438.1
Net income attributable to noncontrolling interests	(4.1)	(11.9)	(2.5)	(1.8)	(9.0)	(9.9)	(23.2)	(8.3)
Net income attributable to CBI	\$ 1,374.2	\$ 2,210.2	\$ 433.3	\$ 562.2	\$ 461.7	\$ 358.0	\$ 1,815.2	\$ 429.8
Diluted net income per common share attributable to CBI	\$ 6.73	\$ 11.01	\$ 2.20	\$ 2.87	\$ 2.37	\$ 1.84	\$ 9.28	\$ 2.21
Diluted weighted average common shares outstanding	204.099	200.745	197.060	195.907	194.820	194.499	195.532	194.868
Cash dividends declared per common share:								
Class A Common Stock	\$ 1.60	\$ 2.08	\$ 0.74	\$ 0.74	\$ 0.74	\$ 0.74	\$ 2.96	\$ 0.75
Class B Convertible Common Stock	\$ 1.44	\$ 1.88	\$ 0.67	\$ 0.67	\$ 0.67	\$ 0.67	\$ 2.68	\$ 0.68
Effective tax rate	26.7%	15.7%	21.4%	18.4%	14.1%	18.7%	18.1%	17.6%
Year over year growth:								
Net sales		4%	6%	10%	9%	2%	7%	2%
Operating income		13%	(4%)	9%	11%	8%	6%	9%
Earnings before interest and tax		34%	(3%)	9%	10%	5%	(11%)	1%
Net income attributable to CBI		61%	(7%)	13%	14%	(5%)	(18%)	(1%)
Diluted net income per common share attributable to CBI		64%	(5%)	16%	18%	(3%)	(16%)	0%
Items as a percent of net sales:								
Cost of product sold	52.2%	49.3%	49.2%	48.7%	49.7%	50.0%	49.4%	48.0%
Gross profit	47.8%	50.7%	50.8%	51.3%	50.3%	50.0%	50.6%	52.0%
Selling, general, and administrative expenses	18.0%	18.1%	19.7%	17.4%	19.3%	17.4%	18.4%	18.8%
Operating income	29.8%	32.6%	31.1%	34.0%	31.0%	32.6%	32.2%	33.3%
Earnings before interest and tax	30.2%	39.1%	31.4%	33.9%	32.5%	31.8%	32.4%	30.8%
⁽¹⁾ Effective March 1, 2018, we adopted the FASB amended guidance regarding the recognition of revenue from contracts with customers using the retrospective application method. Accordingly, financial information for fiscal year 2017 and the interim and annual periods of fiscal year 2018 presented herein has been adjusted to reflect the adoption of this amended guidance. Annual and interim periods prior to fiscal year 2017, including interim periods for fiscal year 2017, have not been adjusted to reflect the adoption of this amended guidance as the impact is not deemed material.								

ADJUSTED EBITDA CALCULATION AND RECONCILIATION ⁽¹⁾, FREE CASH FLOW RECONCILIATION (NON-GAAP)

	Fiscal Year 2013	Fiscal Year 2014	Fiscal Year 2015	Fiscal Year 2016	Fiscal Year 2017	Fiscal Year 2018	First Quarter 2019	Second Quarter 2019	Third Quarter 2019	Fourth Quarter 2019	Fiscal Year 2019	First Quarter 2020
(in millions)												
Comparable Net Sales	\$ 2,796.1	\$ 4,867.7	\$ 6,028.0	\$ 6,548.4	\$ 7,321.1	\$ 7,580.3	\$ 2,047.1	\$ 2,299.1	\$ 1,972.6	\$ 1,797.2	\$ 8,116.0	\$ 2,097.2
Comparable Basis EBITDA Calculation												
Comparable Operating Income	\$ 556.7	\$ 1,168.3	\$ 1,583.0	\$ 1,865.6	\$ 2,184.9	\$ 2,468.5	\$ 637.6	\$ 780.7	\$ 611.9	\$ 586.0	\$ 2,616.2	\$ 697.7
Comparable Income from Unconsolidated Investments	234.1	87.9	21.5	26.6	29.0	34.6	4.7	(2.1)	29.3	(15.2)	16.7	(51.5)
Comparable Basis EBIT	790.8	1,256.2	1,604.5	1,892.2	2,213.9	2,503.1	642.3	778.6	641.2	570.8	2,632.9	646.2
Comparable Depreciation	108.2	139.8	162.0	180.3	237.5	293.8	80.8	83.0	79.8	80.6	324.2	83.1
Comparable Amortization	7.2	9.5	11.6	9.0	8.2	5.9	1.5	1.5	1.5	1.5	6.0	1.5
Total Depreciation and Amortization	115.4	149.3	173.6	189.3	245.7	299.7	82.3	84.5	81.3	82.1	330.2	84.6
Comparable Basis EBITDA	\$ 906.2	\$ 1,405.5	\$ 1,778.1	\$ 2,081.5	\$ 2,459.6	\$ 2,802.8	\$ 724.6	\$ 863.1	\$ 722.5	\$ 652.9	\$ 2,963.1	\$ 730.8
Comparable Basis EBITDA Reconciliation												
Net Cash Provided By Operating Activities	\$ 556.3	\$ 826.2	\$ 1,081.0	\$ 1,413.7	\$ 1,696.0	\$ 1,931.4	\$ 504.0	\$ 834.5	\$ 635.4	\$ 272.4	\$ 2,246.3	\$ 593.1
Net Cash Provided By Operating Activities Margin	19.9%	17.0%	17.9%	21.6%	23.2%	25.5%					27.7%	
Debt to LTM Net Cash Provided by Operating Activities	5.9	8.5	6.7	5.7	5.4	5.3	4.9	4.6	5.6	6.1	6.1	5.7
Provision for (Benefit from) Income Taxes	128.6	259.2	343.4	440.6	550.3	22.7	155.7	214.1	35.3	280.8	685.9	(185.4)
Interest Expense	227.1	323.2	337.7	313.9	333.3	332.0	87.8	88.0	72.8	118.5	367.1	114.6
Change in Operating Assets and Liabilities ⁽²⁾	67.7	1.5	142.1	160.8	23.5	323.4	155.6	(183.2)	(66.7)	331.8	237.5	55.6
Equity in Earnings (Losses) of Equity Method Investees, Net of Distributed Earnings	(7.6)	43.3	1.2	3.8	-	3.6	4.7	(6.8)	20.5	(31.9)	(13.5)	(91.1)
Unrealized Net Gain (Loss) on Securities Measured at Fair Value	-	-	-	-	-	464.3	258.3	692.1	(163.9)	1,184.7	1,971.2	(827.5)
Deferred Tax Provision (Benefit)	(39.2)	(41.6)	(79.3)	(251.0)	(124.8)	237.4	(116.2)	(86.1)	31.8	(218.8)	(389.3)	245.4
Stock-Based Compensation Expense	(40.8)	(49.9)	(55.0)	(54.0)	(56.1)	(60.9)	(17.3)	(18.6)	(15.2)	(13.0)	(64.1)	(15.5)
Comparable Adjustments	34.8	(1,275.3)	54.4	44.3	(204.6)	(263.9)	(350.9)	(676.4)	217.8	(1,080.3)	(1,889.8)	950.6
Other Items ⁽²⁾	(20.7)	1,318.9	(47.4)	9.4	242.7	(187.2)	42.9	5.5	(45.3)	(191.3)	(188.2)	(109.0)
Comparable Basis EBITDA	\$ 906.2	\$ 1,405.5	\$ 1,778.1	\$ 2,081.5	\$ 2,460.3	\$ 2,802.8	\$ 724.6	\$ 863.1	\$ 722.5	\$ 652.9	\$ 2,963.1	\$ 730.8
LTM Comparable Basis EBITDA	\$ 906.2	\$ 1,405.5	\$ 1,778.1	\$ 2,081.5	\$ 2,460.3	\$ 2,802.8	\$ 2,793.7	\$ 2,871.1	\$ 2,933.5	\$ 2,963.1	\$ 2,963.1	\$ 2,969.3
Total Debt	\$ 3,305.4	\$ 7,020.5	\$ 7,296.5	\$ 8,081.2	\$ 9,238.1	\$ 10,186.7	\$ 10,107.0	\$ 9,923.6	\$ 13,569.6	\$ 13,616.5	\$ 13,616.5	\$ 13,397.6
Debt to LTM Comparable Basis EBITDA	3.6	5.0	4.1	3.9	3.8	3.6	3.6	3.5	4.6	4.6	4.6	4.5
Free Cash Flow Reconciliation												
Net Cash Provided By Operating Activities	\$ 556.3	\$ 826.2	\$ 1,081.0	\$ 1,413.7	\$ 1,696.0	\$ 1,931.4	\$ 504.0	\$ 834.5	\$ 635.4	\$ 272.4	\$ 2,246.3	\$ 593.1
Purchases of Property, Plant, and Equipment	(62.1)	(223.5)	(719.4)	(891.3)	(907.4)	(1,057.6)	(168.2)	(202.4)	(249.7)	(266.0)	(886.3)	(155.7)
Free Cash Flow	\$ 494.2	\$ 602.7	\$ 361.6	\$ 522.4	\$ 788.6	\$ 873.8	\$ 335.8	\$ 632.1	\$ 385.7	\$ 6.4	\$ 1,360.0	\$ 437.4
Net Debt to LTM Comparable Basis EBITDA												
Total Debt	\$ 3,305.4	\$ 7,020.5	\$ 7,296.5	\$ 8,081.2	\$ 9,238.1	\$ 10,186.7	\$ 10,107.0	\$ 9,923.6	\$ 13,569.6	\$ 13,616.5	\$ 13,616.5	\$ 13,397.6
Cash	(331.5)	(63.9)	(110.1)	(83.1)	(177.4)	(90.3)	(210.0)	(206.1)	(130.6)	(93.6)	(93.6)	(98.7)
Net Debt	\$ 2,973.9	\$ 6,956.6	\$ 7,186.4	\$ 7,998.1	\$ 9,060.7	\$ 10,096.4	\$ 9,897.0	\$ 9,717.5	\$ 13,439.0	\$ 13,522.9	\$ 13,522.9	\$ 13,298.9
Net Debt to LTM Comparable Basis EBITDA	3.3	4.9	4.0	3.8	3.7	3.6	3.5	3.4	4.6	4.6	4.6	4.5
⁽¹⁾ Effective March 1, 2018, we adopted the FASB amended guidance regarding the recognition of revenue from contracts with customers using the retrospective application method. Accordingly, financial information for fiscal year 2017 and the interim and annual periods for fiscal year 2018 presented herein has been adjusted to reflect the adoption of this amended guidance. Annual and interim periods prior to fiscal year 2017, including interim periods for fiscal year 2017, have not been adjusted to reflect the adoption of this amended guidance as the impact is not deemed material.												
⁽²⁾ Certain items, when material, are reported as part of the Change in Operating Assets and Liabilities in the Company's quarterly filings. If not material, these same items are reported as part of Other Items. For reporting in this analysis, presentation for those certain items is consistent with the presentation in the Company's annual filings.												

REPORTED STATEMENT OF OPERATIONS (GAAP) (AS PREVIOUSLY REPORTED ⁽¹⁾)

	Fiscal Year 2013	Fiscal Year 2014	Fiscal Year 2015	Fiscal Year 2016	Fiscal Year 2017	First Quarter 2018	Second Quarter 2018	Third Quarter 2018	Fourth Quarter 2018	Fiscal Year 2018
(in millions, except share and per share data)										
Net sales	\$ 2,796.1	\$ 4,867.7	\$ 6,028.0	\$ 6,548.4	\$ 7,331.5	\$ 1,935.5	\$ 2,084.5	\$ 1,799.1	\$ 1,765.9	\$ 7,585.0
Cost of product sold	(1,687.8)	(2,876.0)	(3,449.4)	(3,606.1)	(3,802.1)	(940.2)	(1,019.2)	(891.6)	(916.8)	(3,767.8)
Gross profit	1,108.3	1,991.7	2,578.6	2,942.3	3,529.4	995.3	1,065.3	907.5	849.1	3,817.2
Selling, general and administrative expenses ^{(2) (3)}	(585.4)	(1,196.0)	(1,078.4)	(1,177.2)	(1,392.4)	(427.2)	(351.4)	(420.7)	(333.4)	(1,532.7)
Gain on sale of business ⁽³⁾	-	-	-	-	262.4	-	-	-	-	-
Gain on remeasurement to fair value of equity method investment	-	1,642.0	-	-	-	-	-	-	-	-
Operating income	522.9	2,437.7	1,500.2	1,765.1	2,399.4	568.1	713.9	486.8	515.7	2,284.5
Income from unconsolidated investments	233.1	87.8	21.5	51.1	27.3	0.4	0.2	249.1	237.5	487.2
Interest expense	(227.1)	(323.2)	(337.7)	(313.9)	(333.3)	(82.4)	(81.3)	(81.4)	(86.9)	(332.0)
Loss on extinguishment of debt	(12.5)	-	(4.4)	(1.1)	-	(6.7)	(2.1)	(10.3)	(77.9)	(97.0)
Income before income taxes	516.4	2,202.3	1,179.6	1,501.2	2,093.4	479.4	630.7	644.2	588.4	2,342.7
(Provision for) benefit from income taxes	(128.6)	(259.2)	(343.4)	(440.6)	(554.2)	(74.1)	(128.7)	(149.5)	340.4	(11.9)
Net income	387.8	1,943.1	836.2	1,060.6	1,539.2	405.3	502.0	494.7	928.8	2,330.8
Net (income) loss attributable to noncontrolling interests	-	-	3.1	(5.7)	(4.1)	(2.5)	(2.5)	(3.6)	(3.3)	(11.9)
Net income attributable to CBI	\$ 387.8	\$ 1,943.1	\$ 839.3	\$ 1,054.9	\$ 1,535.1	\$ 402.8	\$ 499.5	\$ 491.1	\$ 925.5	\$ 2,318.9
Diluted net income per common share attributable to CBI	\$ 2.04	\$ 9.83	\$ 4.17	\$ 5.18	\$ 7.52	\$ 2.00	\$ 2.48	\$ 2.44	\$ 4.64	\$ 11.55
Diluted weighted average common shares outstanding	190.307	197.570	201.224	203.821	204.099	201.030	201.346	201.177	199.494	200.745
Cash dividends declared per common share:										
Class A Common Stock	-	-	-	\$ 1.24	\$ 1.60	\$ 0.52	\$ 0.52	\$ 0.52	\$ 0.52	\$ 2.08
Class B Convertible Common Stock	-	-	-	\$ 1.12	\$ 1.44	\$ 0.47	\$ 0.47	\$ 0.47	\$ 0.47	\$ 1.88
Reported effective tax rate	24.9%	11.8%	29.1%	29.3%	26.5%	15.5%	20.4%	23.2%	(57.9%)	0.5%
Year over year growth:										
Net sales	5%	74%	24%	9%	12%	3%	3%	(1%)	8%	3%
Operating income	7%	NM	(38%)	18%	36%	3%	17%	(9%)	(27%)	(5%)
Net income attributable to CBI	(13%)	NM	(57%)	26%	46%	27%	39%	21%	105%	51%
Diluted net income per common share attributable to CBI	(4%)	NM	(58%)	24%	45%	29%	42%	23%	105%	54%
Items as a percent of net sales:										
Cost of product sold	60.4%	59.1%	57.2%	55.1%	51.9%	48.6%	48.9%	49.6%	51.9%	49.7%
Gross profit	39.6%	40.9%	42.8%	44.9%	48.1%	51.4%	51.1%	50.4%	48.1%	50.3%
Selling, general and administrative expenses	20.9%	24.6%	17.9%	18.0%	19.0%	22.1%	16.9%	23.4%	18.9%	20.2%
Operating income	18.7%	50.1%	24.9%	27.0%	32.7%	29.4%	34.2%	27.1%	29.2%	30.1%
⁽¹⁾ Effective March 1, 2018, we adopted the FASB amended guidance regarding the recognition of revenue from contracts with customers using the retrospective application method. Financial information for the historical annual and interim periods presented herein are as previously reported and have not been adjusted to reflect the adoption of this amended guidance.										
⁽²⁾ Includes impairment of goodwill and intangible assets of \$300.9 million for the year ended February 28, 2014, and impairment of intangible assets of \$46.0 million and \$86.8 million for the years ended February 28, 2017, and February 28, 2018, respectively.										
⁽³⁾ Certain (gains) losses on sales, when material, are reported separately in the Company's quarterly filings. If not material, these same (gains) losses on sales are reported as part of Selling, General and Administrative Expenses.										
NM - Not meaningful										

RECONCILIATION OF REPORTED AND COMPARABLE NON-GAAP INFORMATION (AS PREVIOUSLY REPORTED ⁽¹⁾)

	Fiscal Year	Fiscal Year	Fiscal Year	Fiscal Year	Fiscal Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Fiscal Year
	2013	2014	2015	2016	2017	2018	2018	2018	2018	2018
(in millions, except per share data)										
Net Sales										
Reported Net Sales	\$ 2,796.1	\$ 4,867.7	\$ 6,028.0	\$ 6,548.4	\$ 7,331.5	\$ 1,935.5	\$ 2,084.5	\$ 1,799.1	\$ 1,765.9	\$ 7,585.0
Comparable Net Sales	\$ 2,796.1	\$ 4,867.7	\$ 6,028.0	\$ 6,548.4	\$ 7,331.5	\$ 1,935.5	\$ 2,084.5	\$ 1,799.1	\$ 1,765.9	\$ 7,585.0
Cost of Product Sold										
Reported Cost of Product Sold	\$ (1,687.8)	\$ (2,876.0)	\$ (3,449.4)	\$ (3,606.1)	\$ (3,802.1)	\$ (940.2)	\$ (1,019.2)	\$ (891.6)	\$ (916.8)	\$ (3,767.8)
<i>Acquisitions, Divestitures and Related Costs</i>										
Inventory Step-Up	7.8	11.0	-	18.4	20.1	7.0	2.8	7.2	1.7	18.7
Favorable Interim Supply Agreement	-	6.0	28.4	31.7	2.2	-	-	-	-	-
Total Acquisitions, Divestitures and Related Costs	7.8	17.0	28.4	50.1	22.3	7.0	2.8	7.2	1.7	18.7
<i>Other</i>										
Net (Gain) Loss on Undesignated Commodity Swap Contracts	-	(1.5)	32.7	48.1	(16.3)	3.1	(3.9)	(3.5)	(3.1)	(7.4)
Settlements of Undesignated Commodity Swap Contracts	-	0.5	(4.4)	(29.5)	(23.4)	(2.4)	(2.3)	0.1	2.3	(2.3)
Inventory, Other	-	-	2.8	-	-	-	-	-	19.1	19.1
Total Other	-	(1.0)	31.1	18.6	(39.7)	0.7	(6.2)	(3.4)	18.3	9.4
Comparable Cost of Product Sold	\$ (1,680.0)	\$ (2,860.0)	\$ (3,389.9)	\$ (3,537.4)	\$ (3,819.5)	\$ (932.5)	\$ (1,022.6)	\$ (887.8)	\$ (896.8)	\$ (3,739.7)
Gross Profit										
Reported Gross Profit	\$ 1,108.3	\$ 1,991.7	\$ 2,578.6	\$ 2,942.3	\$ 3,529.4	\$ 995.3	\$ 1,065.3	\$ 907.5	\$ 849.1	\$ 3,817.2
<i>Acquisitions, Divestitures and Related Costs</i>										
Inventory Step-Up	7.8	11.0	-	18.4	20.1	7.0	2.8	7.2	1.7	18.7
Favorable Interim Supply Agreement	-	6.0	28.4	31.7	2.2	-	-	-	-	-
Total Acquisitions, Divestitures and Related Costs	7.8	17.0	28.4	50.1	22.3	7.0	2.8	7.2	1.7	18.7
<i>Other</i>										
Net (Gain) Loss on Undesignated Commodity Swap Contracts	-	(1.5)	32.7	48.1	(16.3)	3.1	(3.9)	(3.5)	(3.1)	(7.4)
Settlements of Undesignated Commodity Swap Contracts	-	0.5	(4.4)	(29.5)	(23.4)	(2.4)	(2.3)	0.1	2.3	(2.3)
Inventory, Other	-	-	2.8	-	-	-	-	-	19.1	19.1
Total Other	-	(1.0)	31.1	18.6	(39.7)	0.7	(6.2)	(3.4)	18.3	9.4
Comparable Gross Profit	\$ 1,116.1	\$ 2,007.7	\$ 2,638.1	\$ 3,011.0	\$ 3,512.0	\$ 1,003.0	\$ 1,061.9	\$ 911.3	\$ 869.1	\$ 3,845.3

RECONCILIATION OF REPORTED AND COMPARABLE NON-GAAP INFORMATION (AS PREVIOUSLY REPORTED ⁽¹⁾)

	Fiscal Year 2013	Fiscal Year 2014	Fiscal Year 2015	Fiscal Year 2016	Fiscal Year 2017	First Quarter 2018	Second Quarter 2018	Third Quarter 2018	Fourth Quarter 2018	Fiscal Year 2018
(in millions, except per share data)										
<u>Selling, General and Administrative Expenses</u>										
Reported Selling, General and Administrative Expenses	\$ (585.4)	\$ (1,196.0)	\$ (1,078.4)	\$ (1,177.2)	\$ (1,392.4)	\$ (427.2)	\$ (351.4)	\$ (420.7)	\$ (333.4)	\$ (1,532.7)
<i>Acquisitions, Divestitures and Related Costs</i>										
Transaction and Related Costs Associated with Acquisitions ⁽²⁾	27.7	52.3	30.5	15.4	14.2	1.6	0.7	4.5	1.3	8.1
Costs Associated with Canadian Divestiture and Related Activities	-	-	-	-	20.4	3.2	-	-	-	3.2
Net Gain on Sale of Business or Assets ⁽³⁾	(11.6)	-	-	-	-	-	-	-	-	-
Selling, General and Administrative Expenses, Other	0.7	(0.8)	-	-	-	-	-	-	-	-
Total Acquisitions, Divestitures and Related Costs	16.8	51.5	30.5	15.4	34.6	4.8	0.7	4.5	1.3	11.3
<i>Restructuring and Other Strategic Business Development Costs</i>										
Restructuring and Other Strategic Business Development Costs	9.2	(3.1)	-	16.4	0.9	1.4	2.0	4.1	6.5	14.0
Selling, General and Administrative Expenses, Other	-	0.3	-	-	-	-	-	-	-	-
Total Restructuring and Other Strategic Business Development Costs	9.2	(2.8)	-	16.4	0.9	1.4	2.0	4.1	6.5	14.0
<i>Other</i>										
Impairment of Goodwill and Intangible Assets	-	300.9	-	-	37.6	86.8	-	-	-	86.8
Deferred Compensation	-	7.0	-	-	-	-	-	-	-	-
Loss on Contract Termination	-	-	-	-	-	-	-	59.0	-	59.0
Selling, General and Administrative Expenses, Other	-	-	(7.2)	-	2.6	-	(3.4)	(8.1)	1.0	(10.5)
Total Other	-	307.9	(7.2)	-	40.2	86.8	(3.4)	50.9	1.0	135.3
Comparable Selling, General and Administrative Expenses	\$ (559.4)	\$ (839.4)	\$ (1,055.1)	\$ (1,145.4)	\$ (1,316.7)	\$ (334.2)	\$ (352.1)	\$ (361.2)	\$ (324.6)	\$ (1,372.1)
<u>Gain on Sale of Business</u> ⁽³⁾										
Reported Gain on Sale of Business	\$ -	\$ -	\$ -	\$ -	\$ 262.4	\$ -	\$ -	\$ -	\$ -	\$ -
<i>Acquisitions, Divestitures and Related Costs</i>										
Gain on Sale of Business	-	-	-	-	(262.4)	-	-	-	-	-
Total Acquisitions, Divestitures and Related Costs	-	-	-	-	-	-	-	-	-	-
Comparable Gain on Sale of Business	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<u>Gain on Remeasurement to Fair Value of Equity Method Investment</u>										
Reported Gain on Remeasurement to Fair Value of Equity Method Investment	\$ -	\$ 1,642.0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<i>Acquisitions, Divestitures and Related Costs</i>										
Gain on Remeasurement to Fair Value of Equity Method Investment	-	(1,642.0)	-	-	-	-	-	-	-	-
Total Acquisitions, Divestitures and Related Costs	-	-	-	-	-	-	-	-	-	-
Comparable Gain on Remeasurement to Fair Value of Equity Method Investment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

RECONCILIATION OF REPORTED AND COMPARABLE NON-GAAP INFORMATION (AS PREVIOUSLY REPORTED ⁽¹⁾)

	Fiscal Year 2013	Fiscal Year 2014	Fiscal Year 2015	Fiscal Year 2016	Fiscal Year 2017	First Quarter 2018	Second Quarter 2018	Third Quarter 2018	Fourth Quarter 2018	Fiscal Year 2018
(in millions, except per share data)										
Operating Income										
Reported Operating Income	\$ 522.9	\$ 2,437.7	\$ 1,500.2	\$ 1,765.1	\$ 2,399.4	\$ 568.1	\$ 713.9	\$ 486.8	\$ 515.7	\$ 2,284.5
<i>Acquisitions, Divestitures and Related Costs</i>										
Inventory Step-Up	7.8	11.0	-	18.4	20.1	7.0	2.8	7.2	1.7	18.7
Favorable Interim Supply Agreement	-	6.0	28.4	31.7	2.2	-	-	-	-	-
Transaction and Related Costs Associated with Acquisitions ⁽²⁾	27.7	52.3	30.5	15.4	14.2	1.6	0.7	4.5	1.3	8.1
Costs Associated with Canadian Divestiture and Related Activities	-	-	-	-	20.4	3.2	-	-	-	3.2
Net Gain on Sale of Business or Assets ⁽³⁾	(11.6)	-	-	-	-	-	-	-	-	-
Selling, General and Administrative Expenses, Other	0.7	(0.8)	-	-	-	-	-	-	-	-
Gain on Sale of Business ⁽³⁾	-	-	-	-	(262.4)	-	-	-	-	-
Gain on Remeasurement to Fair Value of Equity Method Investment	-	(1,642.0)	-	-	-	-	-	-	-	-
<i>Total Acquisitions, Divestitures and Related Costs</i>	24.6	(1,573.5)	58.9	65.5	(205.5)	11.8	3.5	11.7	3.0	30.0
<i>Restructuring and Other Strategic Business Development Costs</i>										
Restructuring and Other Strategic Business Development Costs	9.2	(3.1)	-	16.4	0.9	1.4	2.0	4.1	6.5	14.0
Selling, General and Administrative Expenses, Other	-	0.3	-	-	-	-	-	-	-	-
<i>Total Restructuring and Other Strategic Business Development Costs</i>	9.2	(2.8)	-	16.4	0.9	1.4	2.0	4.1	6.5	14.0
<i>Other</i>										
Net (Gain) Loss on Undesignated Commodity Swap Contracts	-	(1.5)	32.7	48.1	(16.3)	3.1	(3.9)	(3.5)	(3.1)	(7.4)
Settlements of Undesignated Commodity Swap Contracts	-	0.5	(4.4)	(29.5)	(23.4)	(2.4)	(2.3)	0.1	2.3	(2.3)
Inventory, Other	-	-	2.8	-	-	-	-	-	19.1	19.1
Impairment of Goodwill and Intangible Assets	-	300.9	-	-	37.6	86.8	-	-	-	86.8
Deferred Compensation	-	7.0	-	-	-	-	-	-	-	-
Loss on Contract Termination	-	-	-	-	-	-	-	59.0	-	59.0
Selling, General and Administrative Expenses, Other	-	-	(7.2)	-	2.6	-	(3.4)	(8.1)	1.0	(10.5)
<i>Total Other</i>	-	306.9	23.9	18.6	0.5	87.5	(9.6)	47.5	19.3	144.7
Comparable Operating Income	\$ 556.7	\$ 1,168.3	\$ 1,583.0	\$ 1,865.6	\$ 2,195.3	\$ 668.8	\$ 709.8	\$ 550.1	\$ 544.5	\$ 2,473.2

RECONCILIATION OF REPORTED AND COMPARABLE NON-GAAP INFORMATION (AS PREVIOUSLY REPORTED ⁽¹⁾)

	Fiscal Year 2013	Fiscal Year 2014	Fiscal Year 2015	Fiscal Year 2016	Fiscal Year 2017	First Quarter 2018	Second Quarter 2018	Third Quarter 2018	Fourth Quarter 2018	Fiscal Year 2018
(in millions, except per share data)										
Income from Unconsolidated Investments										
Reported Income from Unconsolidated Investments	\$ 233.1	\$ 87.8	\$ 21.5	\$ 51.1	\$ 27.3	\$ 0.4	\$ 0.2	\$ 249.1	\$ 237.5	\$ 487.2
<i>Acquisitions, Divestitures and Related Costs</i>										
Equity Method Investments, Other	1.0	0.1	-	-	-	-	-	-	-	-
<i>Total Acquisitions, Divestitures and Related Costs</i>	1.0	0.1	-	-	-	-	-	-	-	-
<i>Other</i>										
Dividend from Unconsolidated Investment	-	-	-	(24.5)	-	-	-	-	-	-
Unrealized Gain on Equity Securities	-	-	-	-	-	-	-	(216.9)	(235.7)	(452.6)
Equity Method Investments, Other	-	-	-	-	1.7	-	-	-	-	-
<i>Total Other</i>	-	-	-	(24.5)	1.7	-	-	(216.9)	(235.7)	(452.6)
Comparable Income from Unconsolidated Investments	\$ 234.1	\$ 87.9	\$ 21.5	\$ 26.6	\$ 29.0	\$ 0.4	\$ 0.2	\$ 32.2	\$ 1.8	\$ 34.6
Interest Expense										
Reported Interest Expense	\$ (227.1)	\$ (323.2)	\$ (337.7)	\$ (313.9)	\$ (333.3)	\$ (82.4)	\$ (81.3)	\$ (81.4)	\$ (86.9)	\$ (332.0)
Comparable Interest Expense	\$ (227.1)	\$ (323.2)	\$ (337.7)	\$ (313.9)	\$ (333.3)	\$ (82.4)	\$ (81.3)	\$ (81.4)	\$ (86.9)	\$ (332.0)
Loss on Extinguishment of Debt										
Reported Loss on Extinguishment of Debt	\$ (12.5)	\$ -	\$ (4.4)	\$ (1.1)	\$ -	\$ (6.7)	\$ (2.1)	\$ (10.3)	\$ (77.9)	\$ (97.0)
<i>Other</i>										
Loss on Extinguishment of Debt	12.5	-	4.4	1.1	-	6.7	2.1	10.3	77.9	97.0
<i>Total Other</i>	12.5	-	4.4	1.1	-	6.7	2.1	10.3	77.9	97.0
Comparable Loss on Extinguishment of Debt	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

RECONCILIATION OF REPORTED AND COMPARABLE NON-GAAP INFORMATION (AS PREVIOUSLY REPORTED ⁽¹⁾)

	Fiscal Year 2013	Fiscal Year 2014	Fiscal Year 2015	Fiscal Year 2016	Fiscal Year 2017	First Quarter 2018	Second Quarter 2018	Third Quarter 2018	Fourth Quarter 2018	Fiscal Year 2018
(in millions, except per share data)										
(Provision For) Benefit From Income Taxes										
Reported (Provision For) Benefit From Income Taxes	\$ (128.6)	\$ (259.2)	\$ (343.4)	\$ (440.6)	\$ (554.2)	\$ (74.1)	\$ (128.7)	\$ (149.5)	\$ 340.4	\$ (11.9)
<i>Acquisitions, Divestitures and Related Costs</i>										
Inventory Step-Up	(2.8)	(3.5)	-	(6.9)	(7.4)	(2.5)	(1.1)	(2.7)	(0.3)	(6.6)
Favorable Interim Supply Agreement	-	(1.7)	(8.2)	(9.2)	(0.8)	-	-	-	-	-
Transaction and Related Costs Associated with Acquisitions ⁽²⁾	(9.6)	(18.0)	(8.3)	(5.7)	(5.4)	(0.7)	(0.2)	(1.6)	0.3	(2.2)
Costs Associated with Canadian Divestiture and Related Activities	-	-	-	-	(3.8)	(0.8)	-	-	-	(0.8)
Net Gain on Sale of Business or Assets ⁽³⁾	1.7	-	-	-	-	-	-	-	-	-
Selling, General and Administrative Expenses, Other	(0.2)	0.3	-	-	-	-	-	-	-	-
Gain on Sale of Business ⁽³⁾	-	-	-	-	66.3	-	-	-	-	-
Gain on Remeasurement to Fair Value of Equity Method Investment	-	-	-	-	-	-	-	-	-	-
Equity Method Investments, Other	(0.4)	-	-	-	-	-	-	-	-	-
Income Tax Adjustments	-	(2.3)	-	-	-	-	-	-	-	-
<i>Total Acquisitions, Divestitures and Related Costs</i>	(11.3)	(25.2)	(16.5)	(21.8)	48.9	(4.0)	(1.3)	(4.3)	-	(9.6)
<i>Restructuring and Other Strategic Business Development Costs</i>										
Restructuring and Other Strategic Business Development Costs	(3.2)	1.1	-	(6.0)	(0.3)	(0.5)	(0.8)	(1.5)	(2.1)	(4.9)
<i>Total Restructuring and Other Strategic Business Development Costs</i>	(3.2)	1.1	-	(6.0)	(0.3)	(0.5)	(0.8)	(1.5)	(2.1)	(4.9)
<i>Other</i>										
Net (Gain) Loss on Undesignated Commodity Swap Contracts	-	0.5	(12.0)	(17.8)	6.0	(1.1)	1.4	1.3	1.0	2.6
Settlements of Undesignated Commodity Swap Contracts	-	(0.1)	1.6	10.9	8.8	0.9	0.8	-	(0.9)	0.8
Inventory, Other	-	-	(1.1)	-	-	-	-	-	(6.7)	(6.7)
Impairment of Goodwill and Intangible Assets	-	(5.8)	-	-	(14.0)	(32.4)	-	(0.5)	1.9	(31.0)
Deferred Compensation	-	(2.6)	-	-	-	-	-	-	-	-
Loss on Contract Termination	-	-	-	-	-	-	-	(17.7)	-	(17.7)
Selling, General and Administrative Expenses, Other	-	-	(1.3)	-	(0.7)	-	-	2.1	(0.4)	1.7
Dividend from Unconsolidated Investment	-	-	-	9.2	-	-	-	-	-	-
Unrealized Gain on Equity Securities	-	-	-	-	-	-	-	78.1	(19.7)	58.4
Equity Method Investments, Other	-	-	-	-	(0.7)	-	-	-	-	-
Loss on Extinguishment of Debt	(4.7)	-	(1.3)	(0.3)	-	(2.6)	(0.5)	(2.7)	(27.2)	(33.0)
Tax Benefit Related to the Tax Cuts and Jobs Act	-	-	-	-	-	-	-	-	(363.0)	(363.0)
<i>Total Other</i>	(4.7)	(8.0)	(14.1)	2.0	(0.6)	(35.2)	1.7	60.6	(415.0)	(387.9)
Comparable (Provision For) Benefit From Income Taxes	\$ (147.8)	\$ (291.3)	\$ (374.0)	\$ (466.4)	\$ (506.2)	\$ (113.8)	\$ (129.1)	\$ (94.7)	\$ (76.7)	\$ (414.3)

RECONCILIATION OF REPORTED AND COMPARABLE NON-GAAP INFORMATION (AS PREVIOUSLY REPORTED ⁽¹⁾)

	Fiscal Year 2013	Fiscal Year 2014	Fiscal Year 2015	Fiscal Year 2016	Fiscal Year 2017	First Quarter 2018	Second Quarter 2018	Third Quarter 2018	Fourth Quarter 2018	Fiscal Year 2018
(in millions, except per share data)										
Net (Income) Loss Attributable to Noncontrolling Interests										
Reported Net (Income) Loss Attributable to Noncontrolling Interests	\$ -	\$ -	\$ 3.1	\$ (5.7)	\$ (4.1)	\$ (2.5)	\$ (2.5)	\$ (3.6)	\$ (3.3)	\$ (11.9)
<i>Acquisitions, Divestitures and Related Costs</i>										
Net (Income) Loss Attributable to Noncontrolling Interests, Other	-	-	(2.9)	0.3	-	-	-	-	-	-
<i>Total Acquisitions, Divestitures and Related Costs</i>	-	-	(2.9)	0.3	-	-	-	-	-	-
Comparable Net (Income) Loss Attributable to Noncontrolling Interests	\$ -	\$ -	\$ 0.2	\$ (5.4)	\$ (4.1)	\$ (2.5)	\$ (2.5)	\$ (3.6)	\$ (3.3)	\$ (11.9)
Net Income Attributable to CBI										
Reported Net Income Attributable to CBI	\$ 387.8	\$ 1,943.1	\$ 839.3	\$ 1,054.9	\$ 1,535.1	\$ 402.8	\$ 499.5	\$ 491.1	\$ 925.5	\$ 2,318.9
<i>Acquisitions, Divestitures and Related Costs</i>										
Inventory Step-Up	5.0	7.5	-	11.5	12.7	4.5	1.7	4.5	1.4	12.1
Favorable Interim Supply Agreement	-	4.3	20.2	22.5	1.4	-	-	-	-	-
Transaction and Related Costs Associated with Acquisitions	18.1	34.3	22.2	9.7	8.8	0.9	0.5	2.9	1.6	5.9
Costs Associated with Canadian Divestiture and Related Activities	-	-	-	-	16.6	2.4	-	-	-	2.4
Net Gain on Sale of Business or Assets ⁽³⁾	(9.9)	-	-	-	-	-	-	-	-	-
Selling, General and Administrative Expenses, Other	0.5	(0.5)	-	-	-	-	-	-	-	-
Gain on Sale of Business ⁽³⁾	-	-	-	-	(196.1)	-	-	-	-	-
Gain on Remeasurement to Fair Value of Equity Method Investment	-	(1,642.0)	-	-	-	-	-	-	-	-
Equity Method Investments, Other	0.6	0.1	-	-	-	-	-	-	-	-
Income Tax Adjustments	-	(2.3)	-	-	-	-	-	-	-	-
Net (Income) Loss Attributable to Noncontrolling Interests, Other	-	-	(2.9)	0.3	-	-	-	-	-	-
<i>Total Acquisitions, Divestitures and Related Costs</i>	14.3	(1,598.6)	39.5	44.0	(156.6)	7.8	2.2	7.4	3.0	20.4
<i>Restructuring and Other Strategic Business Development Costs</i>										
Restructuring and Other Strategic Business Development Costs	6.0	(2.0)	-	10.4	0.6	0.9	1.2	2.6	4.4	9.1
Selling, General and Administrative Expenses, Other	-	0.3	-	-	-	-	-	-	-	-
<i>Total Restructuring and Other Strategic Business Development Costs</i>	6.0	(1.7)	-	10.4	0.6	0.9	1.2	2.6	4.4	9.1
<i>Other</i>										
Net (Gain) Loss on Undesignated Commodity Swap Contracts	-	(1.0)	20.7	30.3	(10.3)	2.0	(2.5)	(2.2)	(2.1)	(4.8)
Settlements of Undesignated Commodity Swap Contracts	-	0.4	(2.8)	(18.6)	(14.6)	(1.5)	(1.5)	0.1	1.4	(1.5)
Inventory, Other	-	-	1.7	-	-	-	-	-	12.4	12.4
Impairment of Goodwill and Intangible Assets	-	295.1	-	-	23.6	54.4	-	(0.5)	1.9	55.8
Deferred Compensation	-	4.4	-	-	-	-	-	-	-	-
Loss on Contract Termination	-	-	-	-	-	-	-	41.3	-	41.3
Selling, General and Administrative Expenses, Other	-	-	(8.5)	-	1.9	-	(3.4)	(6.0)	0.6	(8.8)
Dividend from Unconsolidated Investment	-	-	-	(15.3)	-	-	-	-	-	-
Unrealized Gain on Equity Securities	-	-	-	-	-	-	-	(138.8)	(255.4)	(394.2)
Equity Method Investments, Other	-	-	-	-	1.0	-	-	-	-	-
Loss on Extinguishment of Debt	7.8	-	3.1	0.8	-	4.1	1.6	7.6	50.7	64.0
Tax Benefit Related to the Tax Cuts and Jobs Act	-	-	-	-	-	-	-	-	(363.0)	(363.0)
<i>Total Other</i>	7.8	298.9	14.2	(2.8)	1.6	59.0	(5.8)	(98.5)	(553.5)	(598.8)
Comparable Net Income Attributable to CBI	\$ 415.9	\$ 641.7	\$ 893.0	\$ 1,106.5	\$ 1,380.7	\$ 470.5	\$ 497.1	\$ 402.6	\$ 379.4	\$ 1,749.6

RECONCILIATION OF REPORTED AND COMPARABLE NON-GAAP INFORMATION (AS PREVIOUSLY REPORTED ⁽¹⁾)

	Fiscal Year 2013	Fiscal Year 2014	Fiscal Year 2015	Fiscal Year 2016	Fiscal Year 2017	First Quarter 2018	Second Quarter 2018	Third Quarter 2018	Fourth Quarter 2018	Fiscal Year 2018
(in millions, except per share data)										
Diluted Net Income Per Common Share Attributable to CBI										
Reported Diluted Net Income Common Per Share Attributable to CBI	\$ 2.04	\$ 9.83	\$ 4.17	\$ 5.18	\$ 7.52	\$ 2.00	\$ 2.48	\$ 2.44	\$ 4.64	\$ 11.55
Acquisitions, Divestitures and Related Costs										
Inventory Step-Up	0.03	0.04	-	0.06	0.06	0.02	0.01	0.02	0.01	0.06
Favorable Interim Supply Agreement	-	0.02	0.10	0.11	0.01	-	-	-	-	-
Transaction and Related Costs Associated with Acquisitions	0.10	0.17	0.11	0.05	0.04	-	-	0.01	0.01	0.03
Costs Associated with Canadian Divestiture and Related Activities	-	-	-	-	0.08	0.01	-	-	-	0.01
Net Gain on Sale of Business or Assets ⁽³⁾	(0.05)	-	-	-	-	-	-	-	-	-
Selling, General and Administrative Expenses, Other	-	-	-	-	-	-	-	-	-	-
Gain on Sale of Business ⁽³⁾	-	-	-	-	(0.96)	-	-	-	-	-
Gain on Remeasurement to Fair Value of Equity Method Investment	-	(8.31)	-	-	-	-	-	-	-	-
Equity Method Investments, Other	-	-	-	-	-	-	-	-	-	-
Income Tax Adjustments	-	(0.01)	-	-	-	-	-	-	-	-
Net (Income) Loss Attributable to Noncontrolling Interests, Other	-	-	(0.01)	-	-	-	-	-	-	-
Total Acquisitions, Divestitures and Related Costs	0.08	(8.09)	0.20	0.22	(0.77)	0.04	0.01	0.04	0.02	0.10
Restructuring and Other Strategic Business Development Costs										
Restructuring and Other Strategic Business Development Costs	0.03	(0.01)	-	0.05	-	-	0.01	0.01	0.02	0.05
Selling, General and Administrative Expenses, Other	-	-	-	-	-	-	-	-	-	-
Total Restructuring and Other Strategic Business Development Costs	0.03	(0.01)	-	0.05	-	-	0.01	0.01	0.02	0.05
Other										
Net (Gain) Loss on Undesignated Commodity Swap Contracts	-	(0.01)	0.10	0.15	(0.05)	0.01	(0.01)	(0.01)	(0.01)	(0.02)
Settlements of Undesignated Commodity Swap Contracts	-	-	(0.01)	(0.09)	(0.07)	(0.01)	(0.01)	-	0.01	(0.01)
Inventory, Other	-	-	0.01	-	-	-	-	-	0.06	0.06
Impairment of Goodwill and Intangible Assets	-	1.49	-	-	0.12	0.27	-	-	0.01	0.28
Deferred Compensation	-	0.02	-	-	-	-	-	-	-	-
Loss on Contract Termination	-	-	-	-	-	-	-	0.21	-	0.21
Selling, General and Administrative Expenses, Other	-	-	(0.04)	-	0.01	-	(0.02)	(0.03)	-	(0.04)
Dividend from Unconsolidated Investment	-	-	-	(0.08)	-	-	-	-	-	-
Unrealized Gain on Equity Securities	-	-	-	-	-	-	-	(0.69)	(1.28)	(1.96)
Equity Method Investments, Other	-	-	-	-	-	-	-	-	-	-
Loss on Extinguishment of Debt	0.04	-	0.02	-	-	0.02	0.01	0.04	0.25	0.32
Tax Benefit Related to the Tax Cuts and Jobs Act	-	-	-	-	-	-	-	-	(1.82)	(1.81)
Total Other	0.04	1.51	0.07	(0.01)	0.01	0.29	(0.03)	(0.49)	(2.77)	(2.98)
Comparable Diluted Net Income Per Common Share Attributable to CBI ⁽⁴⁾	\$ 2.19	\$ 3.25	\$ 4.44	\$ 5.43	\$ 6.76	\$ 2.34	\$ 2.47	\$ 2.00	\$ 1.90	\$ 8.72
⁽¹⁾ Effective March 1, 2018, we adopted the FASB amended guidance regarding the recognition of revenue from contracts with customers using the retrospective application method. Financial information for the historical annual and interim periods presented herein are as previously reported and have not been adjusted to reflect the adoption of this amended guidance.										
⁽²⁾ Includes impairment of intangible assets of \$8.4 million for the year ended February 28, 2017.										
⁽³⁾ Certain (gains) losses on sales, when material, are reported separately in the Company's quarterly filings. If not material, these same (gains) losses on sales are reported as part of Selling, General and Administrative Expenses.										
⁽⁴⁾ May not sum due to rounding as each item is computed independently.										

COMPARABLE STATEMENTS OF INCOME (NON-GAAP) (AS PREVIOUSLY REPORTED ⁽¹⁾)

	Fiscal Year 2013	Fiscal Year 2014	Fiscal Year 2015	Fiscal Year 2016	Fiscal Year 2017	First Quarter 2018	Second Quarter 2018	Third Quarter 2018	Fourth Quarter 2018	Fiscal Year 2018
(in million, except share and per share data)										
Net sales	\$ 2,796.1	\$ 4,867.7	\$ 6,028.0	\$ 6,548.4	\$ 7,331.5	\$ 1,935.5	\$ 2,084.5	\$ 1,799.1	\$ 1,765.9	\$ 7,585.0
Cost of product sold	(1,680.0)	(2,860.0)	(3,389.9)	(3,537.4)	(3,819.5)	(932.5)	(1,022.6)	(887.8)	(896.8)	(3,739.7)
Gross profit	1,116.1	2,007.7	2,638.1	3,011.0	3,512.0	1,003.0	1,061.9	911.3	869.1	3,845.3
Selling, general and administrative expenses	(559.4)	(839.4)	(1,055.1)	(1,145.4)	(1,316.7)	(334.2)	(352.1)	(361.2)	(324.6)	(1,372.1)
Operating income	556.7	1,168.3	1,583.0	1,865.6	2,195.3	668.8	709.8	550.1	544.5	2,473.2
Income from unconsolidated investments	234.1	87.9	21.5	26.6	29.0	0.4	0.2	32.2	1.8	34.6
Earnings before interest and tax	790.8	1,256.2	1,604.5	1,892.2	2,224.3	669.2	710.0	582.3	546.3	2,507.8
Interest expense	(227.1)	(323.2)	(337.7)	(313.9)	(333.3)	(82.4)	(81.3)	(81.4)	(86.9)	(332.0)
Income before income taxes	563.7	933.0	1,266.8	1,578.3	1,891.0	586.8	628.7	500.9	459.4	2,175.8
Provision for income taxes	(147.8)	(291.3)	(374.0)	(466.4)	(506.2)	(113.8)	(129.1)	(94.7)	(76.7)	(414.3)
Net income	415.9	641.7	892.8	1,111.9	1,384.8	473.0	499.6	406.2	382.7	1,761.5
Net (income) loss attributable to noncontrolling interests	-	-	0.2	(5.4)	(4.1)	(2.5)	(2.5)	(3.6)	(3.3)	(11.9)
Net income attributable to CBI	\$ 415.9	\$ 641.7	\$ 893.0	\$ 1,106.5	\$ 1,380.7	\$ 470.5	\$ 497.1	\$ 402.6	\$ 379.4	\$ 1,749.6
Diluted net income per common share attributable to CBI	\$ 2.19	\$ 3.25	\$ 4.44	\$ 5.43	\$ 6.76	\$ 2.34	\$ 2.47	\$ 2.00	\$ 1.90	\$ 8.72
Diluted weighted average common shares outstanding	190.307	197.570	201.224	203.821	204.099	201.030	201.346	201.177	199.494	200.745
Cash dividends declared per common share:										
Class A Common Stock	-	-	-	\$ 1.24	\$ 1.60	\$ 0.52	\$ 0.52	\$ 0.52	\$ 0.52	\$ 2.08
Class B Convertible Common Stock	-	-	-	\$ 1.12	\$ 1.44	\$ 0.47	\$ 0.47	\$ 0.47	\$ 0.47	\$ 1.88
Comparable effective tax rate	26.2%	31.2%	29.5%	29.6%	26.8%	19.4%	20.5%	18.9%	16.7%	19.0%
Year over year growth:										
Net sales	5%	74%	24%	9%	12%	3%	3%	(1%)	8%	3%
Operating income	3%	110%	35%	18%	18%	22%	14%	3%	10%	13%
Earnings before interest and tax	3%	59%	28%	18%	18%	22%	14%	4%	10%	13%
Net income attributable to CBI	(15%)	54%	39%	24%	25%	48%	36%	0%	28%	27%
Diluted net income per common share attributable to CBI	(6%)	48%	37%	22%	24%	52%	40%	2%	28%	29%
Items as a percent of net sales:										
Cost of product sold	60.1%	58.8%	56.2%	54.0%	52.1%	48.2%	49.1%	49.3%	50.8%	49.3%
Gross profit	39.9%	41.2%	43.8%	46.0%	47.9%	51.8%	50.9%	50.7%	49.2%	50.7%
Selling, general and administrative expenses	20.0%	17.2%	17.5%	17.5%	18.0%	17.3%	16.9%	20.1%	18.4%	18.1%
Operating income	19.9%	24.0%	26.3%	28.5%	29.9%	34.6%	34.1%	30.6%	30.8%	32.6%
Earnings before interest and tax	28.3%	25.8%	26.6%	28.9%	30.3%	34.6%	34.1%	32.4%	30.9%	33.1%

⁽¹⁾ Effective March 1, 2018, we adopted the FASB amended guidance regarding the recognition of revenue from contracts with customers using the retrospective application method. Financial information for the historical annual and interim periods presented herein are as previously reported and have not been adjusted to reflect the adoption of this amended guidance.

BUSINESS SEGMENT INFORMATION

Organic Net Sales

Through February 28, 2019, our internal management financial reporting consisted of two business divisions: (i) Beer and (ii) Wine and Spirits. Beginning March 1, 2019, as a result of our November 2018 Canopy Investment and a change in our chief operating decision maker (“CODM”) on March 1, 2019, we have changed our internal management financial reporting to consist of three business divisions: (i) Beer, (ii) Wine and Spirits, and (iii) Canopy. Consequently, as of May 31, 2019, we report our operating results in four segments: (i) Beer, (ii) Wine and Spirits, (iii) Corporate Operations and Other, and (iv) Canopy. The Canopy Equity Method Investment makes up the Canopy segment.

In the Beer segment, our portfolio consists of high-end imported and craft beer brands. We have an exclusive perpetual brand license to import, market, and sell in the U.S. our Mexican beer portfolio. In the Wine and Spirits segment, we sell a portfolio that includes higher-margin, higher-growth wine brands complemented by certain higher-end spirits brands. Amounts included in the Corporate Operations and Other segment consist of costs of executive management, corporate development, corporate finance, corporate growth and strategy, human resources, internal audit, investor relations, legal, public relations, and information technology, as well as our investments made through our corporate venture capital function. All costs included in the Corporate Operations and Other segment are general costs that are applicable to the consolidated group and are therefore not allocated to the other reportable segments. All costs reported within the Corporate Operations and Other segment are not included in our CODM’s evaluation of the operating income (loss) performance of the other reportable segments. The business segments reflect how our operations are managed, how resources are allocated, how operating performance is evaluated by senior management, and the structure of our internal financial reporting.

Amounts included for the Canopy segment represent 100% of Canopy’s reported results on a two-month lag, prepared in accordance with U.S. GAAP, and converted from Canadian dollars to U.S. dollars. Although we own less than 100% of the outstanding shares of Canopy, 100% of the Canopy results are included in the information below and subsequently eliminated in order to reconcile to our consolidated financial statements.

In addition, management excludes items that affect comparability (“Comparable Adjustments”) from its evaluation of the results of each operating segment as these Comparable Adjustments are not reflective of core operations of the segments. Segment operating performance and segment management compensation are evaluated based upon core segment operating income (loss).

Organic and Constant Currency

For periods of acquisition, the Company defines organic as current period reported less products of acquired businesses reported for the current period, as appropriate. For periods of divestiture, the Company defines organic as prior period reported less products of divested businesses reported for the prior period, as appropriate. The Company provides organic net sales and organic shipment volumes, and historically provided percentage change in constant currency net sales (which excludes the impact of year-over-year currency exchange rate fluctuations), because the Company uses this information in monitoring and evaluating the underlying business trends of its core operations. In addition, the Company believes this information provides investors valuable insight on underlying business trends and results in order to evaluate year-over-year financial performance.

Transaction	Segment	Date of Transaction	Organic Adjustment Period
Acquisition			
Mark West	Wine and Spirits	July 16, 2012	July 16, 2012 – July 15, 2013
Beer Business	Beer	June 7, 2013	June 7, 2013 – June 6, 2014
Meiomi	Wine and Spirits	August 3, 2015	August 3, 2015 – August 2, 2016
Ballast Point	Beer	December 16, 2015	December 16, 2015 – December 15, 2016
Prisoner	Wine and Spirits	April 29, 2016	April 29, 2016 – April 28, 2017
High West ⁽¹⁾	Wine and Spirits	October 14, 2016	October 14, 2016 – October 13, 2017
Charles Smith ⁽¹⁾	Wine and Spirits	October 19, 2016	October 19, 2016 – October 18, 2017
Divestiture			
Canadian business	Wine and Spirits	December 17, 2016	December 17, 2015 – February 29, 2016
⁽¹⁾	Collectively, the October Wine and Spirits Acquisitions.		

BUSINESS SEGMENT INFORMATION (AS ADJUSTED ⁽¹⁾)

	Fiscal Year	Fiscal Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Fiscal Year	First Quarter
	2017	2018	2019	2019	2019	2019	2019	2020
<i>(in millions)</i>								
Net Sales								
Beer	\$ 4,227.3	\$ 4,660.4	\$ 1,375.1	\$ 1,527.1	\$ 1,209.8	\$ 1,090.1	\$ 5,202.1	\$ 1,477.4
Wine and Spirits								
Wine	2,732.7	2,556.3	591.8	671.0	670.3	599.4	2,532.5	535.0
Spirits	361.1	363.6	80.2	101.0	92.5	107.7	381.4	84.8
Wine and Spirits	3,093.8	2,919.9	672.0	772.0	762.8	707.1	2,913.9	619.8
Canopy	-	-	-	-	-	48.6	48.6	70.7
Consolidation and Eliminations	-	-	-	-	-	(48.6)	(48.6)	(70.7)
Comparable Adjustments	-	-	-	-	-	-	-	-
Consolidated Net Sales	\$ 7,321.1	\$ 7,580.3	\$ 2,047.1	\$ 2,299.1	\$ 1,972.6	\$ 1,797.2	\$ 8,116.0	\$ 2,097.2
Gross Profit								
Beer	\$ 2,149.3	\$ 2,531.2	\$ 749.4	\$ 843.4	\$ 651.0	\$ 586.9	\$ 2,830.7	\$ 819.5
Wine and Spirits	1,352.3	1,309.4	290.8	336.6	340.9	311.2	1,279.5	271.7
Corporate Operations and Other	-	-	-	-	-	-	-	-
Canopy	-	-	-	-	-	11.2	11.2	11.3
Consolidation and Eliminations	-	-	-	-	-	(11.2)	(11.2)	(11.3)
Comparable Adjustments	17.4	(28.1)	8.4	(11.8)	(21.9)	(4.6)	(29.9)	(62.5)
Consolidated Gross Profit	\$ 3,519.0	\$ 3,812.5	\$ 1,048.6	\$ 1,168.2	\$ 970.0	\$ 893.5	\$ 4,080.3	\$ 1,028.7
Operating Income (Loss)								
Beer (A)	\$ 1,532.4	\$ 1,840.2	\$ 520.0	\$ 630.6	\$ 450.9	\$ 441.4	\$ 2,042.9	\$ 580.6
Wine and Spirits (A)	792.4	794.1	167.8	201.4	206.0	196.0	771.2	160.8
Corporate Operations and Other (A)	(139.9)	(165.8)	(50.2)	(51.3)	(45.0)	(51.4)	(197.9)	(43.7)
Canopy (A)	-	-	-	-	-	(39.6)	(39.6)	(170.0)
Consolidation and Eliminations (A)	-	-	-	-	-	39.6	39.6	170.0
Comparable Adjustments	204.1	(188.7)	(12.2)	(15.7)	(55.4)	(120.7)	(204.0)	(75.0)
Consolidated Operating Income (Loss)	\$ 2,389.0	\$ 2,279.8	\$ 625.4	\$ 765.0	\$ 556.5	\$ 465.3	\$ 2,412.2	\$ 622.7
Income (Loss) from Unconsolidated Investments								
Beer (B)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Wine and Spirits (B)	29.2	34.4	4.8	(1.0)	28.4	1.2	33.4	4.0
Corporate Operations and Other (B)	(0.2)	0.2	(0.1)	(1.1)	0.9	0.1	(0.2)	(1.1)
Canopy (B)	-	-	-	-	-	(16.5)	(16.5)	(54.4)
Consolidation and Eliminations (B)	-	\$ -	-	-	-	-	-	-
Comparable Adjustments	(1.7)	452.6	359.7	690.5	(163.9)	1,198.6	2,084.9	(879.1)
Consolidated Income (Loss) from Unconsolidated Investments	\$ 27.3	\$ 487.2	\$ 364.4	\$ 688.4	\$ (134.6)	\$ 1,183.4	\$ 2,101.6	\$ (930.6)
Comparable Earnings (Losses) Before Interest and Taxes (A+B)	\$ 2,213.9	\$ 2,503.1	\$ 642.3	\$ 778.6	\$ 641.2	\$ 570.8	\$ 2,632.9	\$ 646.2

BUSINESS SEGMENT INFORMATION (AS ADJUSTED ⁽¹⁾)

	Fiscal Year 2017	Fiscal Year 2018	First Quarter 2019	Second Quarter 2019	Third Quarter 2019	Fourth Quarter 2019	Fiscal Year 2019	First Quarter 2020
Year Over Year Growth in Net Sales:								
Beer		10%	11%	11%	16%	9%	12%	7%
Wine and Spirits		(6%)	(3%)	9%	0%	(8%)	(0%)	(8%)
Canopy		NM	NM	NM	NM	NM	NM	NM
Consolidation and Eliminations		NM	NM	NM	NM	NM	NM	NM
Consolidated Net Sales		4%	6%	10%	9%	2%	7%	2%
Year Over Year Growth in Gross Profit:								
Beer		18%	10%	12%	14%	10%	12%	9%
Wine and Spirits		(3%)	(8%)	7%	(1%)	(7%)	(2%)	(7%)
Canopy		NM	NM	NM	NM	NM	NM	NM
Consolidation and Eliminations		NM	NM	NM	NM	NM	NM	NM
Consolidated Gross Profit		8%	6%	9%	7%	6%	7%	(2%)
Year Over Year Growth in Operating Income (Loss):								
Beer		20%	5%	11%	14%	16%	11%	12%
Wine and Spirits		0%	(17%)	8%	3%	(5%)	(3%)	(4%)
Corporate Operations and Other		19%	34%	24%	9%	13%	19%	(13%)
Canopy		NM	NM	NM	NM	NM	NM	NM
Consolidation and Eliminations		NM	NM	NM	NM	NM	NM	NM
Consolidated Operating Income (Loss)		(5%)	11%	7%	14%	(9%)	6%	(0%)
Gross Profit as a Percent of Net Sales:								
Beer	50.8%	54.3%	54.5%	55.2%	53.8%	53.8%	54.4%	55.5%
Wine and Spirits	43.7%	44.8%	43.3%	43.6%	44.7%	44.0%	43.9%	43.8%
Canopy	NM	NM	NM	NM	NM	23.0%	23.0%	16.0%
Consolidation and Eliminations	NM	NM	NM	NM	NM	23.0%	23.0%	16.0%
Consolidated Gross Profit	48.1%	50.3%	51.2%	50.8%	49.2%	49.7%	50.3%	49.1%
Operating Income (Loss) as a Percent of Net Sales:								
Beer	36.3%	39.5%	37.8%	41.3%	37.3%	40.5%	39.3%	39.3%
Wine and Spirits	25.6%	27.2%	25.0%	26.1%	27.0%	27.7%	26.5%	25.9%
Corporate Operations and Other	(1.9%)	(2.2%)	(2.5%)	(2.2%)	(2.3%)	(2.9%)	(2.4%)	(2.1%)
Canopy	NM	NM	NM	NM	NM	(81.5%)	(81.5%)	NM
Consolidation and Eliminations	NM	NM	NM	NM	NM	(81.5%)	(81.5%)	NM
Consolidated Operating Income (Loss)	32.6%	30.1%	30.6%	33.3%	28.2%	25.9%	29.7%	29.7%

⁽¹⁾ Effective March 1, 2018, we adopted the FASB amended guidance regarding the recognition of revenue from contracts with customers using the retrospective application method. Accordingly, financial information for fiscal year 2017 and the interim and annual periods of fiscal year 2018 presented herein has been adjusted to reflect the adoption of this amended guidance. Annual and interim periods prior to fiscal year 2017, including interim periods for fiscal year 2017, have not been adjusted to reflect the adoption of this amended guidance as the impact is not deemed material.

BUSINESS SEGMENT INFORMATION (AS PREVIOUSLY REPORTED ⁽¹⁾)

	Fiscal Year 2013	Fiscal Year 2014	Fiscal Year 2015	Fiscal Year 2016	Fiscal Year 2017	First Quarter 2018	Second Quarter 2018	Third Quarter 2018	Fourth Quarter 2018	Fiscal Year 2018
(in millions)										
Net Sales										
Beer ⁽²⁾	\$ 2,588.1	\$ 2,835.6	\$ 3,188.6	\$ 3,622.6	\$ 4,229.3	\$ 1,242.3	\$ 1,378.9	\$ 1,040.1	\$ 997.2	\$ 4,658.5
Wine and Spirits										
Wine	2,495.8	2,554.2	2,523.4	2,591.4	2,739.3	605.0	610.7	666.6	677.2	2,559.5
Spirits	300.3	291.3	316.0	334.4	362.9	88.2	94.9	92.4	91.5	367.0
Wine and Spirits	2,796.1	2,845.5	2,839.4	2,925.8	3,102.2	693.2	705.6	759.0	768.7	2,926.5
Corporate Operations and Other	-	-	-	-	-	-	-	-	-	-
Consolidation and Eliminations ⁽²⁾	(2,588.1)	(813.4)	-	-	-	-	-	-	-	-
Comparable Adjustments	-	-	-	-	-	-	-	-	-	-
Consolidated Net Sales	<u>\$ 2,796.1</u>	<u>\$ 4,867.7</u>	<u>\$ 6,028.0</u>	<u>\$ 6,548.4</u>	<u>\$ 7,331.5</u>	<u>\$ 1,935.5</u>	<u>\$ 2,084.5</u>	<u>\$ 1,799.1</u>	<u>\$ 1,765.9</u>	<u>\$ 7,585.0</u>
Gross Profit										
Beer ⁽²⁾	\$ 755.4	\$ 1,132.1	\$ 1,465.8	\$ 1,776.0	\$ 2,151.3	\$ 683.6	\$ 747.0	\$ 567.0	\$ 531.7	\$ 2,529.3
Wine and Spirits	1,116.1	1,117.1	1,172.3	1,235.0	1,360.7	319.4	314.9	344.3	337.4	1,316.0
Corporate Operations and Other	-	-	-	-	-	-	-	-	-	-
Consolidation and Eliminations ⁽²⁾	(755.4)	(241.5)	-	-	-	-	-	-	-	-
Comparable Adjustments	(7.8)	(16.0)	(59.5)	(68.7)	17.4	(7.7)	3.4	(3.8)	(20.0)	(28.1)
Consolidated Gross Profit	<u>\$ 1,108.3</u>	<u>\$ 1,991.7</u>	<u>\$ 2,578.6</u>	<u>\$ 2,942.3</u>	<u>\$ 3,529.4</u>	<u>\$ 995.3</u>	<u>\$ 1,065.3</u>	<u>\$ 907.5</u>	<u>\$ 849.1</u>	<u>\$ 3,817.2</u>
Operating Income										
Beer ⁽²⁾ (A)	\$ 448.0	\$ 772.9	\$ 1,017.8	\$ 1,264.1	\$ 1,534.4	\$ 500.6	\$ 566.2	\$ 392.4	\$ 379.1	\$ 1,838.3
Wine and Spirits (A)	650.2	637.8	674.3	727.0	800.8	205.6	185.1	199.0	211.0	800.7
Corporate Operations and Other (A)	(93.5)	(99.8)	(109.1)	(125.5)	(139.9)	(37.4)	(41.5)	(41.3)	(45.6)	(165.8)
Consolidation and Eliminations ⁽²⁾ (A)	(448.0)	(142.6)	-	-	-	-	-	-	-	-
Comparable Adjustments	(33.8)	1,269.4	(82.8)	(100.5)	204.1	(100.7)	4.1	(63.3)	(28.8)	(188.7)
Consolidated Operating Income	<u>\$ 522.9</u>	<u>\$ 2,437.7</u>	<u>\$ 1,500.2</u>	<u>\$ 1,765.1</u>	<u>\$ 2,399.4</u>	<u>\$ 568.1</u>	<u>\$ 713.9</u>	<u>\$ 486.8</u>	<u>\$ 515.7</u>	<u>\$ 2,284.5</u>
Income (Loss) from Unconsolidated Investments										
Crown Imports ⁽²⁾ (B)	\$ 221.1	\$ 70.3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Wine and Spirits (B)	13.0	17.6	21.5	26.6	29.2	0.2	-	32.1	2.1	34.4
Corporate Operations and Other (B)	-	-	-	-	(0.2)	0.2	0.2	0.1	(0.3)	0.2
Comparable Adjustments	(1.0)	(0.1)	-	24.5	(1.7)	-	-	216.9	235.7	452.6
Consolidated Income (Loss) from Unconsolidated Investments	<u>\$ 233.1</u>	<u>\$ 87.8</u>	<u>\$ 21.5</u>	<u>\$ 51.1</u>	<u>\$ 27.3</u>	<u>\$ 0.4</u>	<u>\$ 0.2</u>	<u>\$ 249.1</u>	<u>\$ 237.5</u>	<u>\$ 487.2</u>
Comparable Earnings Before Interest and Taxes (A+B)	<u>\$ 790.8</u>	<u>\$ 1,256.2</u>	<u>\$ 1,604.5</u>	<u>\$ 1,892.2</u>	<u>\$ 2,224.3</u>	<u>\$ 669.2</u>	<u>\$ 710.0</u>	<u>\$ 582.3</u>	<u>\$ 546.3</u>	<u>\$ 2,507.8</u>

BUSINESS SEGMENT INFORMATION (AS PREVIOUSLY REPORTED ⁽¹⁾)

	Fiscal Year 2013	Fiscal Year 2014	Fiscal Year 2015	Fiscal Year 2016	Fiscal Year 2017	First Quarter 2018	Second Quarter 2018	Third Quarter 2018	Fourth Quarter 2018	Fiscal Year 2018
Year Over Year Growth in Net Sales:										
Beer ⁽²⁾	5%	10%	12%	14%	17%	8%	13%	8%	12%	10%
Wine and Spirits	5%	2%	-	3%	6%	(4%)	(12%)	(10%)	4%	(6%)
Consolidation and Eliminations ⁽²⁾	5%	(69%)	(100%)	-	-	-	-	-	-	-
Consolidated Net Sales	5%	74%	24%	9%	12%	3%	3%	(1%)	8%	3%
Year Over Year Growth in Gross Profit:										
Beer ⁽²⁾	5%	50%	29%	21%	21%	19%	21%	14%	15%	18%
Wine and Spirits	5%	-	5%	5%	10%	7%	(11%)	(11%)	5%	(3%)
Consolidation and Eliminations ⁽²⁾	5%	(68%)	(100%)	-	-	-	-	-	-	-
Consolidated Gross Profit	4%	80%	29%	14%	20%	13%	10%	2%	8%	8%
Year Over Year Growth in Operating Income:										
Beer ⁽²⁾	4%	73%	32%	24%	21%	22%	26%	17%	12%	20%
Wine and Spirits	5%	(2%)	6%	8%	10%	22%	(10%)	(14%)	8%	-
Corporate Operations and Other	(14%)	(7%)	(9%)	(15%)	(11%)	(31%)	(15%)	(18%)	(14%)	(19%)
Consolidation and Eliminations ⁽²⁾	4%	(68%)	(100%)	-	-	-	-	-	-	-
Consolidated Operating Income	7%	NM	(38%)	18%	36%	3%	17%	(9%)	(27%)	(5%)
Gross Profit as a Percent of Net Sales:										
Beer ⁽²⁾	29.2%	39.9%	46.0%	49.0%	50.9%	55.0%	54.2%	54.5%	53.3%	54.3%
Wine and Spirits	39.9%	39.3%	41.3%	42.2%	43.9%	46.1%	44.6%	45.4%	43.9%	45.0%
Consolidation and Eliminations ⁽²⁾	29.2%	29.7%	-	-	-	-	-	-	-	-
Consolidated Gross Profit	39.6%	40.9%	42.8%	44.9%	48.1%	51.4%	51.1%	50.4%	48.1%	50.3%
Operating Income as a Percent of Net Sales:										
Beer ⁽²⁾	17.3%	27.3%	31.9%	34.9%	36.3%	40.3%	41.1%	37.7%	38.0%	39.5%
Wine and Spirits	23.3%	22.4%	23.7%	24.8%	25.8%	29.7%	26.2%	26.2%	27.4%	27.4%
Corporate Operations and Other	(1.7%)	(1.8%)	(1.8%)	(1.9%)	(1.9%)	(1.9%)	(2.0%)	(2.3%)	(2.6%)	(2.2%)
Consolidation and Eliminations ⁽²⁾	17.3%	17.5%	-	-	-	-	-	-	-	-
Consolidated Operating Income	18.7%	50.1%	24.9%	27.0%	32.7%	29.4%	34.2%	27.1%	29.2%	30.1%

⁽¹⁾ Effective March 1, 2018, we adopted the FASB amended guidance regarding the recognition of revenue from contracts with customers using the retrospective application method. Financial information for the historical annual and interim periods presented herein are as previously reported and have not been adjusted to reflect the adoption of this amended guidance

⁽²⁾ Prior to the acquisition of our import beer business in June 2013, we had a 50% equity interest in Crown Imports, which was accounted for under the equity method of accounting. Additionally, prior to the acquisition, Crown Imports was a reportable segment.

NM = Not Meaningful

REPORTED, ORGANIC, AND CONSTANT CURRENCY NET SALES ⁽¹⁾

(in millions)																					
Fiscal Year 2020	First Quarter 2020	First Quarter 2019	Percent Change		Second Quarter 2020	Second Quarter 2019	Percent Change			Third Quarter 2020	Third Quarter 2019	Percent Change		Fourth Quarter 2020	Fourth Quarter 2019	Percent Change			Fiscal Year 2020	Fiscal Year 2019	Percent Change
Consolidated Net Sales	\$ 2,097.2	\$ 2,047.1	2%			\$ 2,299.1				\$ 1,972.6				\$ 1,762.0					\$ 8,080.8		
Beer Net Sales	\$ 1,477.4	\$ 1,375.1	7%			\$ 1,527.1				\$ 1,209.8				\$ 997.0					\$ 5,109.0		
Wine and Spirits Net Sales	\$ 619.8	\$ 672.0	(8%)			\$ 772.0				\$ 762.8				\$ 765.0					\$ 2,971.8		
⁽¹⁾ Constant currency percent change is presented only for those comparative periods prior to the divestiture of the Canadian wine business. Constant currency percent change may not sum due to rounding as each item is computed independently.																					
Effective March 1, 2018, we adopted the FASB amended guidance regarding the recognition of revenue from contracts with customers using the retrospective application method. Accordingly, financial information for the interim and annual periods of fiscal 2018 presented in the above Fiscal Year 2019 analysis has been adjusted to reflect the adoption of this amended guidance. For the interim and annual periods presented below for the Fiscal Year 2018, Fiscal Year 2017, Fiscal Year 2016, Fiscal Year 2015, and Fiscal Year 2014 analyses, financial information has not been adjusted to reflect the adoption of this amended guidance as it is not deemed material.																					
Fiscal Year 2019	First Quarter 2019	First Quarter 2018	Percent Change		Second Quarter 2019	Second Quarter 2018	Percent Change			Third Quarter 2019	Third Quarter 2018	Percent Change		Fourth Quarter 2019	Fourth Quarter 2018	Percent Change			Fiscal Year 2019	Fiscal Year 2018	Percent Change
Consolidated Net Sales	\$ 2,047.1	\$ 1,928.5	6%		\$ 2,299.1	\$ 2,087.9	10%			\$ 1,972.6	\$ 1,801.9	9%		\$ 2,097.2	\$ 1,762.0	19%			\$ 8,416.0	\$ 7,580.3	11%
Beer Net Sales	\$ 1,375.1	\$ 1,239.2	11%		\$ 1,527.1	\$ 1,381.7	11%			\$ 1,209.8	\$ 1,042.5	16%		\$ 1,477.4	\$ 997.0	48%			\$ 5,589.4	\$ 4,660.4	20%
Wine and Spirits Net Sales	\$ 672.0	\$ 689.3	(3%)		\$ 772.0	\$ 706.2	9%			\$ 762.8	\$ 759.4	0%		\$ 619.8	\$ 765.0	(19%)			\$ 2,826.6	\$ 2,919.9	(3%)
Fiscal Year 2018	First Quarter 2018	First Quarter 2017	Percent Change		Second Quarter 2018	Second Quarter 2017	Percent Change			Third Quarter 2018	Third Quarter 2017	Percent Change		Fourth Quarter 2018	Fourth Quarter 2017	Percent Change			Fiscal Year 2018	Fiscal Year 2017	Percent Change
Consolidated Net Sales	\$ 1,935.5	\$ 1,871.8	3%		\$ 2,084.5	\$ 2,021.2	3%			\$ 1,799.1	\$ 1,810.5	(1%)		\$ 1,765.9	\$ 1,628.0	8%			\$ 7,585.0	\$ 7,331.5	3%
Less: Prisoner	(13.2)	-			-	-				-	-			-	-				(13.2)	-	
Less: October Wine and Spirits Acquisitions	(13.7)	-			(13.6)	-				(9.9)	-			-	-				(37.2)	-	
Less: Canadian Divestiture	-	(89.6)			-	(100.1)				-	(98.9)			-	(22.6)				-	(311.2)	
Consolidated Organic Net Sales	\$ 1,908.6	\$ 1,782.2	7%		\$ 2,070.9	\$ 1,921.1	8%			\$ 1,789.2	\$ 1,711.6	5%		\$ 1,765.9	\$ 1,605.4	10%			\$ 7,534.6	\$ 7,020.3	7%
Beer Net Sales	\$ 1,242.3	\$ 1,151.0	8%		\$ 1,378.9	\$ 1,222.5	13%			\$ 1,040.1	\$ 964.6	8%		\$ 997.2	\$ 891.2	12%			\$ 4,658.5	\$ 4,229.3	10%
Wine and Spirits Net Sales	\$ 693.2	\$ 720.8	(4%)		\$ 705.6	\$ 798.7	(12%)			\$ 759.0	\$ 845.9	(10%)		\$ 768.7	\$ 736.8	4%			\$ 2,926.5	\$ 3,102.2	(6%)
Less: Prisoner	(13.2)	-			-	-				-	-			-	-				(13.2)	-	
Less: October Wine and Spirits Acquisitions	(13.7)	-			(13.6)	-				(9.9)	-			-	-				(37.2)	-	
Less: Canadian Divestiture	-	(89.6)			-	(100.1)				-	(98.9)			-	(22.6)				-	(311.2)	
Wine and Spirits Organic Net Sales	\$ 666.3	\$ 631.2	6%		\$ 692.0	\$ 698.6	(1%)			\$ 749.1	\$ 747.0	0%		\$ 768.7	\$ 714.2	8%			\$ 2,876.1	\$ 2,791.0	3%

REPORTED, ORGANIC, AND CONSTANT CURRENCY NET SALES ⁽¹⁾

[illegible]

REPORTED, ORGANIC, AND CONSTANT CURRENCY NET SALES ⁽¹⁾

(in millions)																										
	First Quarter 2015	First Quarter 2014	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Second Quarter 2015	Second Quarter 2014	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Third Quarter 2015	Third Quarter 2014	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Fourth Quarter 2015	Fourth Quarter 2014	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	Fiscal Year 2015	Fiscal Year 2014	Percent Change	Currency Impact	Constant Currency Percent Change ⁽¹⁾	
Fiscal Year 2015																										
Consolidated Net Sales	\$ 1,526.0	\$ 673.4	127%	(1%)	128%	\$ 1,604.1	\$ 1,459.8	10%	0%	10%	\$ 1,541.7	\$ 1,443.3	7%	(1%)	7%	\$ 1,356.2	\$ 1,291.2	5%	(1%)	6%	\$ 6,028.0	\$ 4,867.7	24%	(1%)	25%	
Less: Beer Business Acquisition	(867.7)	-				(73.4)	-				-	-				-	-				(941.1)	-				
Consolidated Organic Net Sales	<u>\$ 658.3</u>	<u>\$ 673.4</u>	(2%)	(1%)	(1%)	<u>\$ 1,530.7</u>	<u>\$ 1,459.8</u>	5%	0%	5%	<u>\$ 1,541.7</u>	<u>\$ 1,443.3</u>	7%	(1%)	7%	<u>\$ 1,356.2</u>	<u>\$ 1,291.2</u>	5%	(1%)	6%	<u>\$ 5,086.9</u>	<u>\$ 4,867.7</u>	5%	(1%)	5%	
Beer Net Sales	\$ 867.7	\$ -	NM	0%	NM	\$ 888.3	\$ 762.8	16%	0%	16%	\$ 768.3	\$ 661.6	16%	0%	16%	\$ 664.3	\$ 597.8	11%	0%	11%	\$ 3,188.6	\$ 2,022.2	58%	0%	58%	
Less: Beer Business Acquisition	(867.7)	-				(73.4)	-				-	-				-	-				(941.1)	-				
Beer Organic Net Sales	<u>\$ -</u>	<u>\$ -</u>	NM	0%	NM	<u>\$ 814.9</u>	<u>\$ 762.8</u>	7%	0%	7%	<u>\$ 768.3</u>	<u>\$ 661.6</u>	16%	0%	16%	<u>\$ 664.3</u>	<u>\$ 597.8</u>	11%	0%	11%	<u>\$ 2,247.5</u>	<u>\$ 2,022.2</u>	11%	0%	11%	
Wine and Spirits Net Sales	\$ 658.3	\$ 673.4	(2%)	(1%)	(1%)	\$ 715.8	\$ 697.0	3%	(1%)	3%	\$ 773.4	\$ 781.7	(1%)	(1%)	0%	\$ 691.9	\$ 693.4	(0%)	(2%)	2%	\$ 2,839.4	\$ 2,845.5	(0%)	(1%)	1%	

Free Cash Flow Guidance

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

	Range for the Year Ending February 29, 2020	
Net cash provided by operating activities (GAAP)	\$ 2,000.0	\$ 2,200.0
Purchases of property, plant, and equipment	(800.0)	(900.0)
Free cash flow (Non-GAAP)	\$ 1,200.0	\$ 1,300.0
	Actual for the Three Months Ended May 31, 2019	Actual for the Three Months Ended May 31, 2018
Net cash provided by operating activities (GAAP)	\$ 593.1	\$ 504.0
Purchases of property, plant, and equipment	(155.7)	(168.2)
Free cash flow (Non-GAAP)	\$ 437.4	\$ 335.8