



# **FISCAL YEAR 2024 FINANCIAL RESULTS & FISCAL YEAR 2025 OUTLOOK**

---

**April 11, 2024**

# FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking statements that are based on certain assumptions, estimates, expectations, plans, 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. These forward-looking statements are subject to various risks and uncertainties, many of which are beyond our control, and which could cause actual results to differ materially from those set forth in, or implied by, such forward-looking statements. When used in this presentation, words such as “anticipate,” “intend,” “expect,” “plan,” “continue,” “estimate,” “exceed,” “may,” “will,” “project,” “predict,” “propose,” “potential,” “targeting,” “exploring,” “goal,” “outlook,” “forecast,” “trend,” “path,” “scheduled,” “implementing,” “ongoing,” “seek,” “could,” “might,” “should,” “believe,” “vision,” and similar words or expressions are intended to identify forward-looking statements, although not all forward-looking statements contain such identifying words. Although we believe that the estimates, expectations, plans, and timetables reflected in the forward-looking statements are reasonable, they may vary from management’s current estimates, expectations, plans, and timetables, and we can give no assurance that such estimates, expectations, plans, and timetables will prove to be correct, as actual results and future events and timetables could differ materially from those anticipated in such statements. Information provided in this presentation is necessarily summarized and may not contain all available material information.

All statements other than statements of historical fact in this presentation may be forward-looking statements, including without limitation statements regarding or applicable to our business strategy and vision, value proposition and opportunity, growth plans and growth drivers, innovation, new products, tools, and capabilities, brand building, digital leadership and capabilities, including through our Digital Business Acceleration initiatives, future marketing strategies and spend, future focus areas, demographic and consumer projections and trends, future sales, space, partnership, distribution, and supply chain initiatives, our beer expansion, optimization, and/or construction activities, including anticipated scope, capacity, supply, costs, capital expenditures, and timeframes for completion, capital allocation priorities and commitments, future operations, financial position, liquidity and capital resources, net sales, costs, expenses, cost savings initiatives, operating income, operating margins, leverage ratios, including target net leverage ratio, dividend payout ratio, depreciation, equity in earnings, interest expense, tax rates, non-controlling interests, diluted shares outstanding, earnings per share, cash flows, capital expenditures, and other financial metrics, expected volume, inventory, price/mix, and depletion trends, near- and medium-term financial models and targets, wine and spirits optimization and efficiency initiatives, future acquisition, disposition, and investment activities, our ESG approach, corporate social responsibility and sustainability initiatives, environmental stewardship targets, and human capital and DEI objectives, ambitions, and priorities, the manner, timing, and duration of our share repurchase program and source of funds for share repurchases, the amount and timing of future dividends, anticipated inflationary pressures, changing prices, and reductions in consumer discretionary income as well as other unfavorable global and regional economic conditions, geopolitical events, and military conflicts, and our responses thereto, and prospects, plans, and objectives of management.

# FORWARD-LOOKING STATEMENTS

In addition to the risks and uncertainties of ordinary business operations and conditions in the general economy and markets in which we compete, our forward-looking statements contained in this presentation are also subject to the risk, uncertainty, and possible variance from our current expectations regarding: water, agricultural and other raw material, and packaging material supply, production, and/or shipment difficulties which could adversely affect our ability to supply our customers; the ability to respond to anticipated inflationary pressures, including reductions in consumer discretionary income and our ability to pass along rising costs through increased selling prices; the actual impact to supply, production levels, and costs from global supply chain disruptions and constraints, transportation challenges (including from labor strikes or other labor activities), shifting consumer behaviors, wildfires, and severe weather events; reliance on complex information systems and third-party global networks; the actual balance of supply and demand for our products, the actual performance of our distributors, and the actual demand, net sales, channel proportions, and volume trends for our products; beer operations expansion, optimization, and/or construction activities, scope, capacity, supply, costs (including impairments), capital expenditures, and timing; results of the potential sale of the remaining assets at our Mexicali brewery or obtaining other forms of recovery; the impact of the military conflicts in Ukraine and in Israel and surrounding areas, geopolitical tensions, and responses, including on inflation, supply chains, commodities, energy, and cybersecurity; contamination and degradation of product quality from diseases, pests, weather, and other conditions; communicable disease outbreaks, pandemics, or other widespread public health crises, such as the COVID-19 pandemic, and associated governmental containment actions, which may include the closure of non-essential businesses (including our manufacturing facilities); the amount, timing, and source of funds for any share repurchases and number of shares outstanding; our cash and debt position; the amount and timing of future dividends which are subject to the determination and discretion of our Board of Directors; the accuracy of management's projections relating to the Canopy investment and the impact of our investment in Canopy, including recording our proportional share of Canopy's estimated pre-tax losses; the timeframe and amount of any potential future impairment of our investment in Canopy; Canopy's failure to receive the requisite approval of its shareholders necessary to approve the Canopy Transaction, any other delays with respect to, or the failure to complete, the Canopy Transaction, the ability to recognize the anticipated benefits of the Canopy Transaction and the impact of the Canopy Transaction on the market price of Canopy's common stock; completion of the Canopy Transaction, the potential exchange of our promissory note issued by Canopy for Exchangeable Shares, and the impact from converting our Canopy common shares for Exchangeable Shares on our relationship with and investment in Canopy; any impact of U.S. federal laws on Canopy Strategic Transactions or upon the implementation of such Canopy Strategic Transactions, or the impact of any Canopy Strategic Transaction upon our future ownership level in Canopy or our future share of Canopy's reported earnings and losses; the expected impacts and results of our wine and spirits portfolio reshaping and leadership transition as well as of our efforts for our wine and spirits business to become a global, omni-channel competitor; purchase accounting with respect to any transaction, or the assumptions used regarding the assets purchased and liabilities assumed to determine their fair value; general economic, geopolitical, domestic, international, and regulatory conditions, and world financial market and banking sector instability, including economic slowdown or recession; the ability to continue to recognize anticipated benefits of the Reclassification; our targeted net leverage ratio due to market conditions, our ability to generate cash flow at expected levels, and our ability to generate expected earnings; accuracy of supply projections, including relating to beer operations expansion, optimization, and construction activities, wine and spirits operating activities, product inventory levels, and glass sourcing; our ability to achieve and timeframes for achieving expected target debt leverage ratios, cash flows, operating margin, earnings, and other financial metrics; operating and financial risks related to managing future growth; competition in our industry; financing, market, economic, regulatory, and environmental risks; reliance on key personnel; litigation matters; increases in capital or operating costs; changes to international trade agreements, tariffs, accounting standards, elections, assertions, or policies, tax laws, or other governmental regulations; changes in interest rates and the inherent unpredictability of currency fluctuations, commodity prices, and raw materials; any incremental contingent consideration payment paid; accuracy of all projections, including those associated with announced acquisitions, investments, and divestitures; accuracy of forecasts relating to joint venture businesses; the actual amount and timing of cost reductions based on management's final plans; and other factors and uncertainties disclosed from time to time in our filings with the SEC, including our Annual Report on Form 10-K for the fiscal year ended February 28, 2023, and our Quarterly Report on Form 10-Q for the fiscal quarter ended November 30, 2023. Forward-looking statements in this presentation are made as of April 11, 2024, and Constellation does not intend and expressly disclaims any obligation to update or revise the forward-looking information contained in this presentation, whether as a result of new information, future events, or otherwise, except as required by law. Accordingly, viewers and listeners are cautioned not to place undue reliance on forward-looking information.

# USE OF NON-GAAP FINANCIAL MEASURES, DISCLAIMERS, CAUTION REGARDING OUTDATED MATERIAL, AND LOCATION OF DEFINED TERMS

This presentation may contain non-GAAP financial measures. These and other non-GAAP financial measures, the purposes for which management uses them, why management believes they are useful to investors, and reconciliations to the most directly comparable GAAP financial measures may be found in the appendix of this presentation or at [ir.cbrands.com](http://ir.cbrands.com) under the *Financial Info/Financial History (Non-GAAP)* section. 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, adjusted, organic, or “excluding Canopy EIE” basis.

The notes offered under Constellation’s commercial paper program have not been and will not be registered under the Securities Act of 1933, as amended, and may not be offered or sold in the U.S. 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 Constellation’s notes under the commercial paper program.

Unless the context otherwise requires, the term “consumers” refers to legal drinking age consumers and references to “betterment” products means Constellation’s lower-alcohol, lower-calorie, non-alcoholic, or no-calorie products.

Market positions and industry data discussed in this presentation have been obtained or derived from industry and other third-party publications and Constellation’s estimates. Constellation has not independently verified the data from the industry and other third-party publications. Unless otherwise indicated, (i) all references to market positions are based on equivalent unit volume, and (ii) data discussed in this presentation is based on Constellation data, analysis, plans, and reporting.

Unless otherwise indicated, the information presented as of April 11, 2024, and, to the best of Constellation’s knowledge, timely and accurate when made. Thereafter, the information contained in this presentation should be considered historical and not subject to further update by Constellation.

A list of defined terms used within can be found in the appendix of this presentation.

# FISCAL YEAR 2024 FINANCIAL HIGHLIGHTS

## Enterprise

1

Recognized again as the #1 growth leader among large CPG companies<sup>1</sup>

Exceeded FY24 net sales growth and EPS guidance

Delivered operating cash flow of \$2.8B at high of FY24 guidance and free cash flow of \$1.5B exceeding FY24 guidance<sup>2</sup>

## Beer Business

2

Delivered high-single digit net sales and operating income growth

Posted depletion volume growth for the 14<sup>th</sup> consecutive year

Modelo Especial became the #1 selling beer brand in dollar sales in the entire U.S. beer category<sup>3</sup>

## Wine and Spirits Business

3

Delivers results aligned with lowered fiscal 2024 outlook against challenging marketplace dynamics

Expects to deliver improved net sales performance in FY25

## Capital Allocation

4

Reduced net leverage ratio from 3.6X<sup>4</sup> to 3.2X<sup>4</sup>

Returned \$900M to shareholders through dividends and share repurchases

Capital expenditures of \$1.3B largely focused on Beer brewery capacity additions

<sup>1</sup> Per Circana and Boston Consulting Group Analysis for calendar year 2023

<sup>2</sup> Initial FY24 guidance for operating and free cash flow was \$2.4B to \$2.6B and \$1.2B to \$1.3B, respectively | in Q3 FY24 guidance for operating and free cash flow were raised to \$2.6 to \$2.8B and \$1.4B to \$1.5B, respectively

<sup>3</sup> Circana, total U.S. Multi-Outlet + Convenience, 52 weeks ended February 25, 2024

<sup>4</sup> Presented on a comparable basis, excluding Canopy EIE

# DELIVERING AGAINST OUR STRATEGIC INITIATIVES IN FISCAL YEAR 2024

CONTINUE TO BUILD  
POWERFUL BRANDS  
THAT PEOPLE LOVE

DEVELOP  
CONSUMER-LED  
INNOVATIONS  
ALIGNED WITH  
EMERGING TRENDS

DEPLOY CAPITAL  
IN-LINE WITH  
DISCIPLINED AND  
BALANCED  
PRIORITIES

OPERATE IN A WAY  
THAT IS GOOD FOR  
BUSINESS AND GOOD  
FOR THE WORLD

EMPOWER  
ENTERPRISE TO  
ACHIEVE BEST IN  
CLASS OPERATIONAL  
EFFICIENCY

FY24 Depletion  
Growth <sup>1</sup>

Modelo Especial	~10%
Corona Extra	~1%
Pacifico	~17%
Modelo Chelada Brands	~30%



Top 5  
Share Gainer<sup>2</sup>



#1 Share Gainer  
in Non-Alcoholic  
Segment<sup>2</sup>



Top 10 Share  
Gainer<sup>2,3</sup>



#1 New Wine  
Brand<sup>2,4</sup>

Net leverage ratio  
Reduced to **3.2X<sup>5</sup>** in FY24 and  
expect to achieve **3.0X<sup>5</sup>** in FY25

Enhance Returns  
Returned over **\$650M** through  
**dividend payout** and **\$250M**  
through **share repurchases<sup>6</sup>**

Organic Investments  
to Support Growth  
On track with planned  
capacity additions  
**+10M HL** in FY24-FY25  
**+6M HL** in FY26-FY27  
**+6M HL** in FY28

Progress towards the  
following FY25 Targets

**5 billion gallons**  
water withdrawal restoration<sup>7</sup>

**15% Reduction** in Scope 1 and  
Scope 2 GHG emissions<sup>8</sup>

**TRUE Certification for Zero  
Waste** in key operating facilities<sup>9</sup>  
and enhanced use of circular  
packaging

Enhanced governance  
In FY24 appointed  
**two new independent  
directors** and  
**new independent Board Chair**

Beer Business  
Achieved **~\$200M of cost  
savings** in FY24  
Expect ~\$300M in cumulative  
cost savings by FY28

Unlocked **~1.5M HL** of additional  
capacity at Mexican breweries

Wine and Spirits Business  
Achieved **~\$40M of cost  
savings** in FY24  
Expect \$125M to \$150M in  
cumulative cost savings by FY28

1 Company Measures

2 Circana, Total U.S. Multi-Outlet + Convenience, 52 weeks ended February 25, 2024

3 Among beer brands introduced within the last 2 years

4 Among high end brands introduced within the last 2 years

5 On a comparable basis, excluding Canopy EIE

6 \$2.6B total share repurchase authorization remaining, as of February 29, 2024

7 From FY23 to FY25

8 From baseline FY20 to FY25

9 True Certification for Zero Waste sought for key operating facilities which, for the purposes of this target, consist of our major production facilities (i.e., our breweries in Mexico and our U.S. wineries generating the vast majority of waste).

# FISCAL YEAR 2024 FINANCIAL SUMMARY TABLES

## ENTERPRISE

	Net Sales	Operating Income (Loss)	Net Income (Loss) Attributable to CBI	Adjusted EBIT	EPS	EPS Excluding Canopy EIE
Fiscal Year 2024   In millions, except per share data						
Reported	\$9,962	\$3,170	\$1,727	\$2,658	\$9.39	NA
% Change	5%	11%	NM	NM	NM	NA
Comparable	\$9,962	\$3,246	\$2,219	\$3,212	\$12.06	\$12.38
% Change	5%	7%	12%	10%	13%	9%

## BEER

	Shipments	Depletions	Net Sales	Operating Income (Loss)
Years Ended   In millions; branded product, 24-pack, 12-ounce case equivalents				
February 29, 2024	418.1		\$8,162.6	\$3,094.4
February 28, 2023	389.2		\$7,465.0	\$2,861.5
% Change	7.4%	7.5%	9%	8%

## WINE AND SPIRITS

	Shipments	Organic Shipments <sup>1</sup>	Depletions <sup>1</sup>	Net Sales <sup>2</sup>	Organic Net Sales	Operating Income (Loss) <sup>2</sup>
Years Ended   In millions; branded product, 9-liter case equivalents						
February 29, 2024	23.8	23.8		\$1,799.2	\$1,799.2	\$398.7
February 28, 2023	27.1	26.5		\$1,987.6	\$1,949.1	\$453.1
% Change	(12.2%)	(10.2%)	(7.1%)	(9%)	(8%)	(12%)

<sup>1</sup> Includes adjustments to remove volumes associated with the Wine Divestiture for the period March 1, 2022, through October 5, 2022, included in the year ended February 28, 2023.

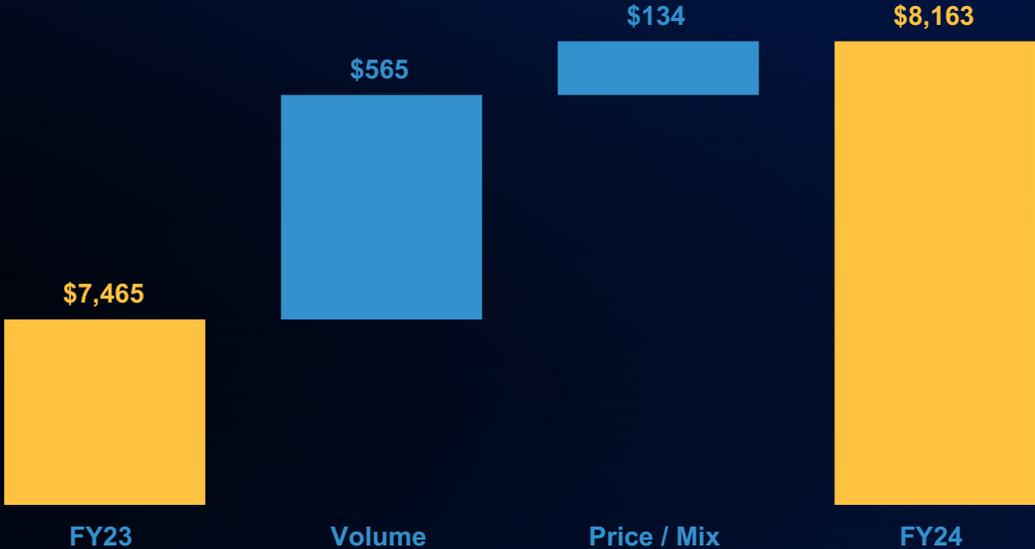
<sup>2</sup> Year ended February 28, 2023, includes \$38.5 million of net sales and \$19.5 million of gross profit less marketing that are no longer part of the wine and spirits segment results due to the Wine Divestiture.

# NET SALES FY24 VS FY23 RESULTS

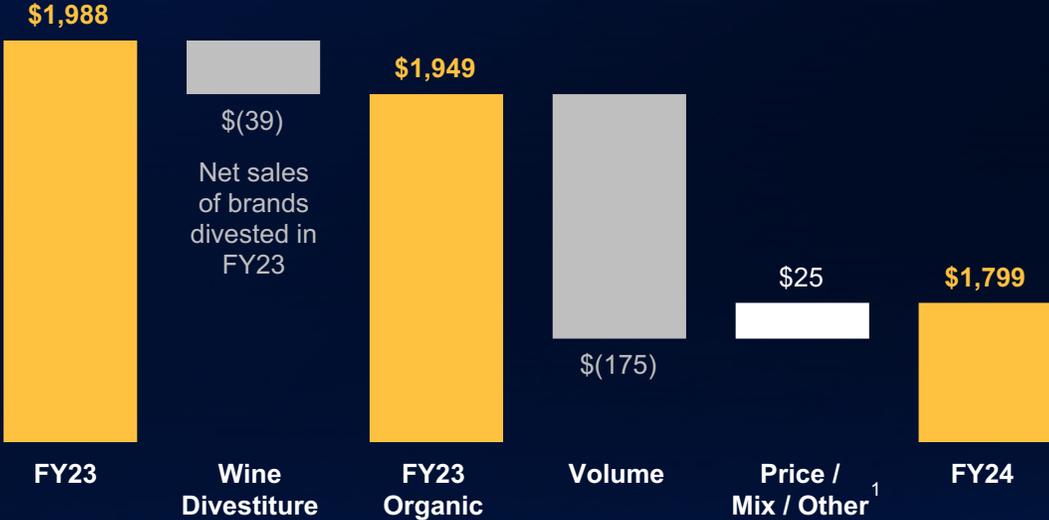
**ENTERPRISE**

**FY24 \$10B  
VS FY23 +5%**

## Beer Business



## Wine and Spirits Business



Note: Totals may not sum due to rounding  
<sup>1</sup> Other includes nonbranded sales

# OPERATING INCOME FY24 VS FY23 RESULTS

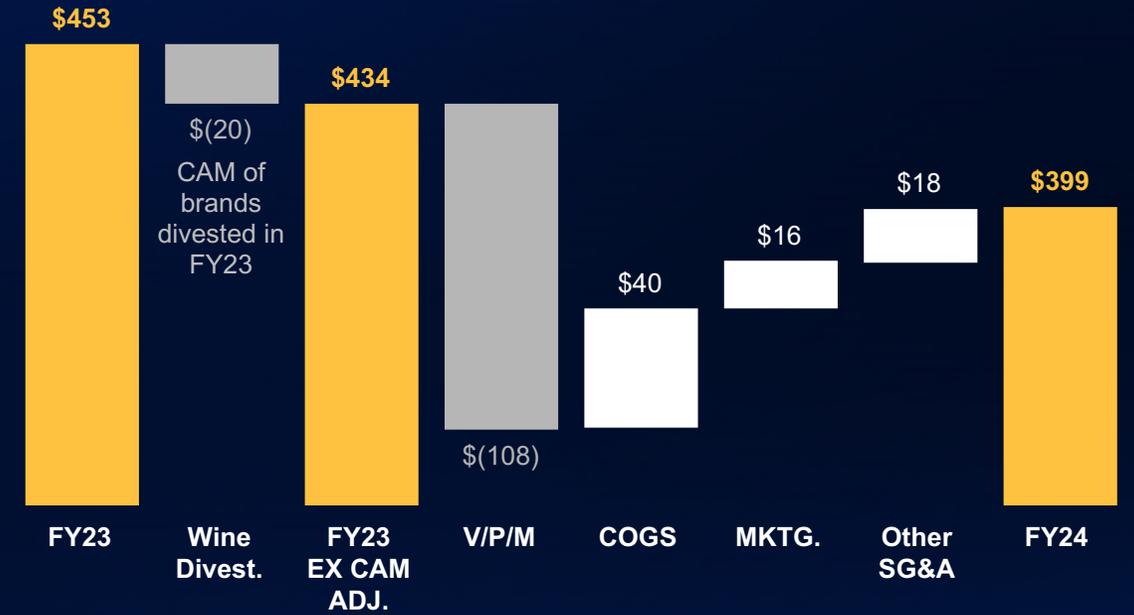
**ENTERPRISE** REPORTED **\$3.2B<sup>1</sup>** | **+11% VS FY23**  
**COMPARABLE \$3.2B<sup>1</sup>** | **+7% VS FY23**

## Beer Business

\$ MILLIONS



## Wine and Spirits Business

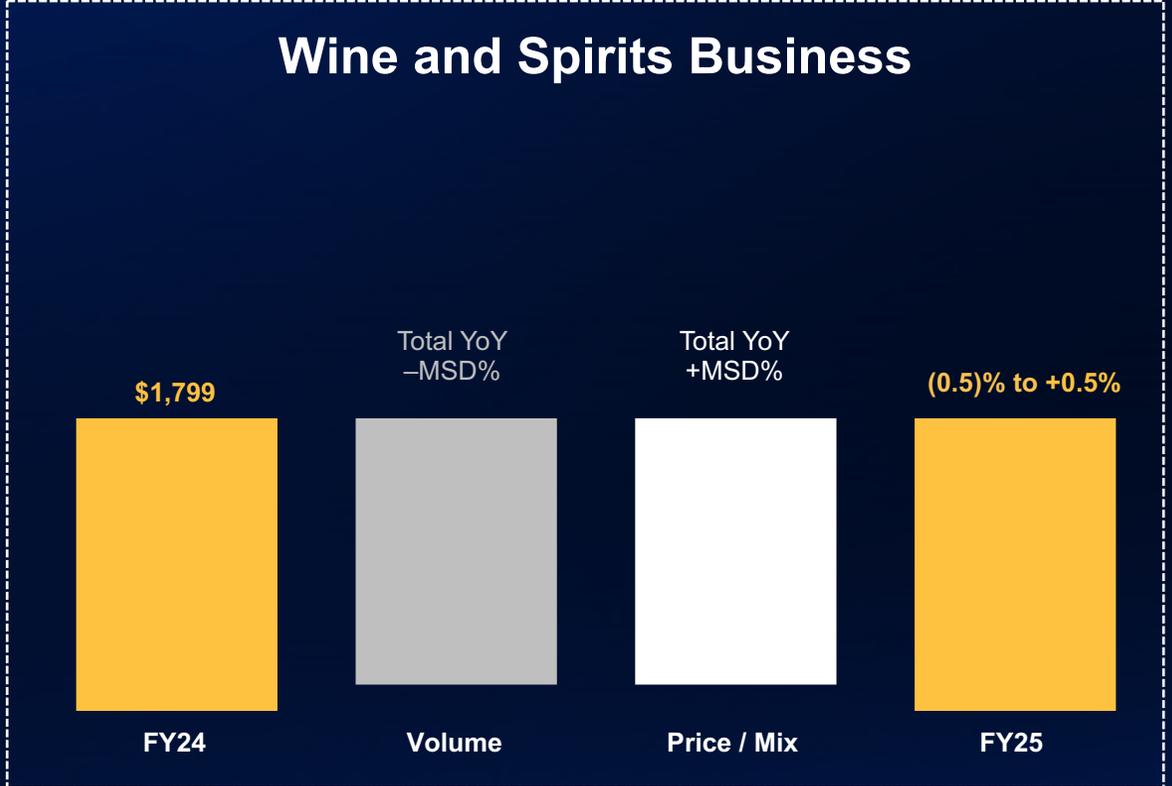
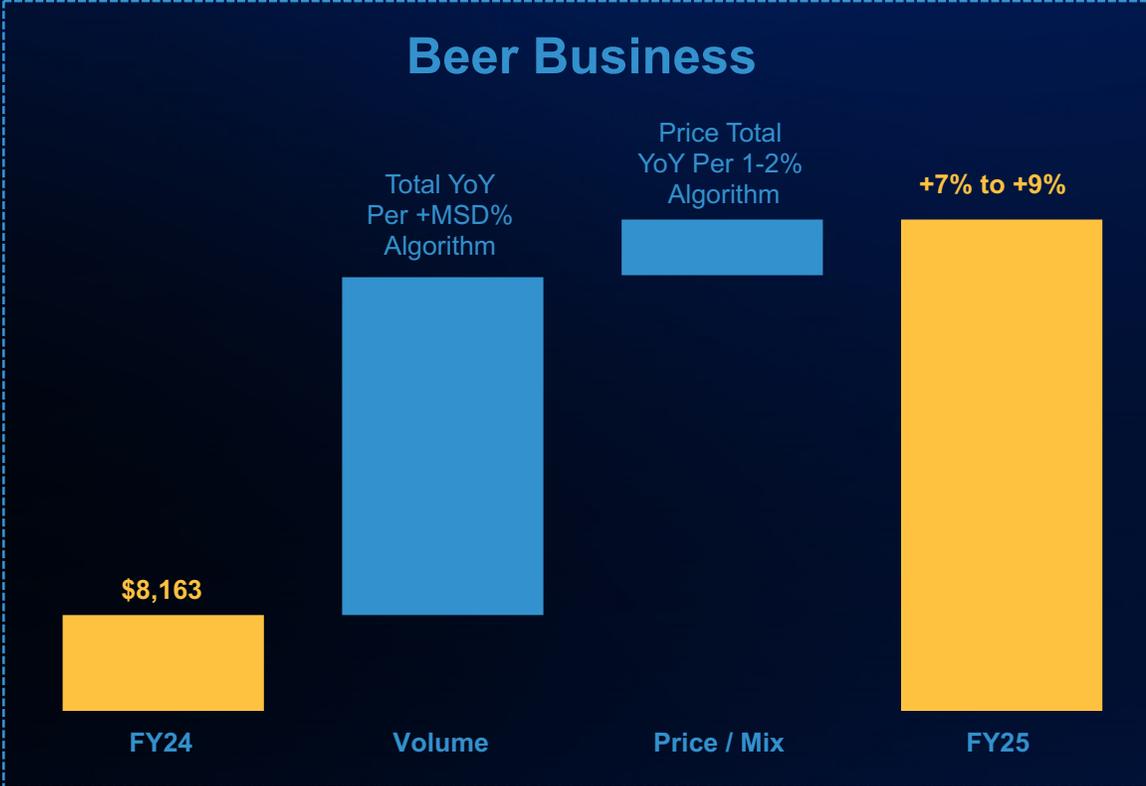


Note: Totals may not sum due to rounding  
 1 Inclusive of \$248M of corporate expense.

# NET SALES FY25 OUTLOOK VS FY24 RESULTS

**ENTERPRISE**      6% to 7% Growth

\$ MILLIONS



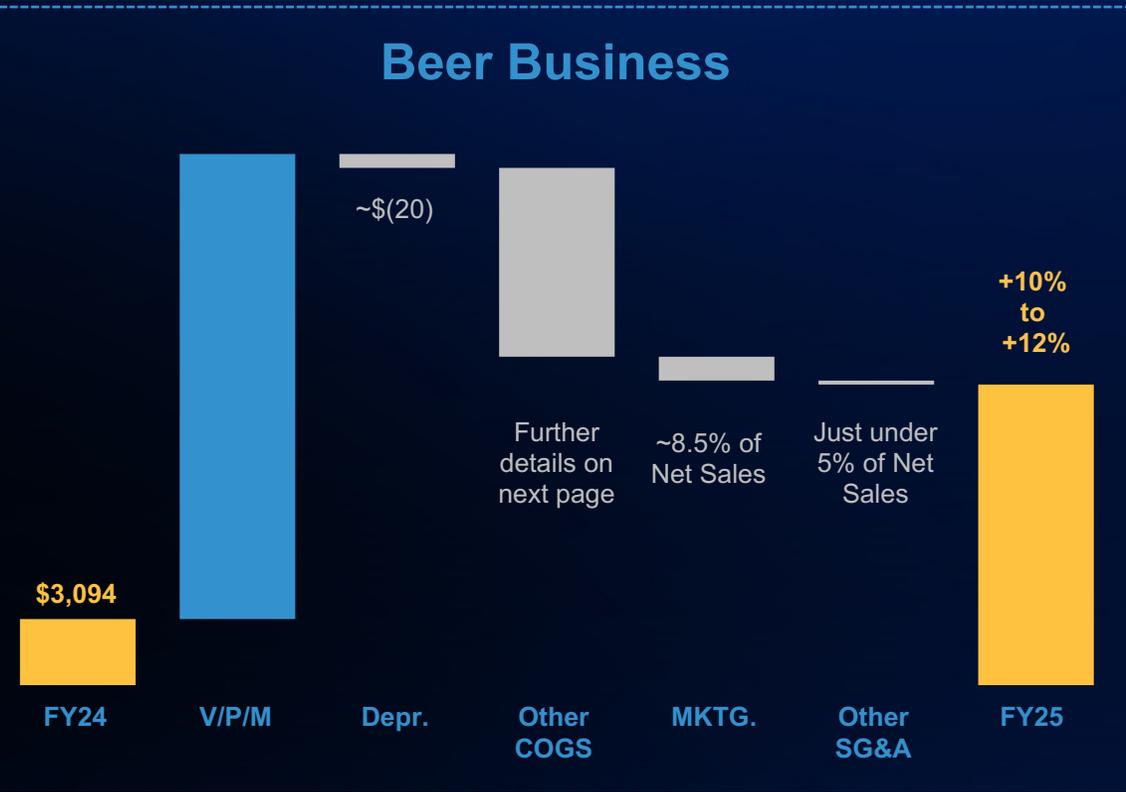
Note: Totals may not sum due to rounding.

# OPERATING INCOME FY25 OUTLOOK VS FY24 RESULTS

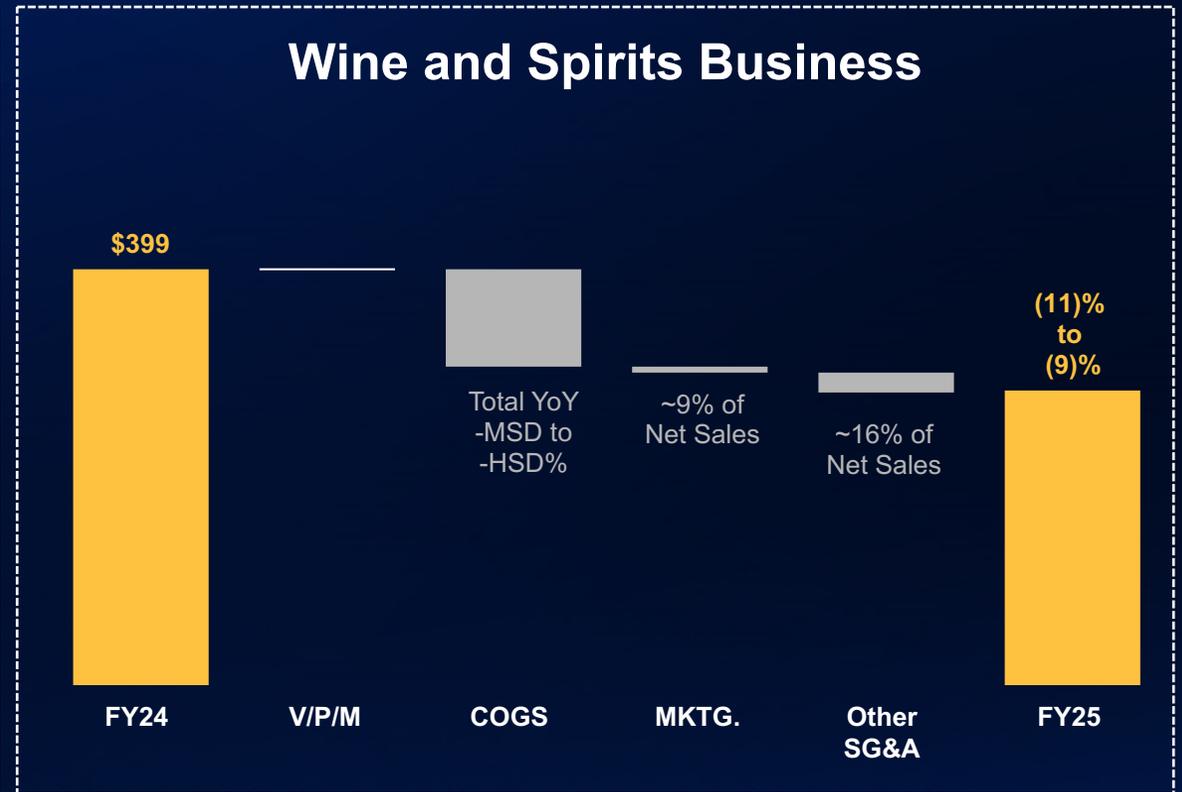
**ENTERPRISE**

**+10% to +12% REPORTED<sup>1</sup>**  
**+8% to +10% COMPARABLE<sup>1</sup>**

## Beer Business



## Wine and Spirits Business



Note: Totals may not sum due to rounding  
<sup>1</sup> Inclusive of ~\$260M of corporate expense.

# BEER BUSINESS OTHER COGS DETAIL

Beer Business Other COGS	FY24 Results		FY25 Outlook	
	Share of Total COGS	% Change YoY <i>(absolute basis)</i>	Share of Total COGS	% Change YoY <i>(absolute basis)</i>
<b>Packaging &amp; Raw Materials</b>	~Mid-point of 55%-60%	+16%	~55-60%	+MSD to +HSD
<b>Logistics</b>	Just over 20%	+3%	~20%	+MSD
<b>Labor &amp; Overhead</b>	Just under 15%	+19%	~15%	+HT

# FISCAL YEAR 2024 RESULTS & FISCAL YEAR 2025 OUTLOOK

(% CHANGE YoY)	FY24 Results	FY25 Outlook <sup>1</sup>	Other FY25 Outlook Considerations
<b>Net Sales</b>	<b>Enterprise</b> \$10.0B   +5% <b>Beer</b> \$8.2B   +9% <b>W&amp;S</b> \$1.8B   (9%) Reported (8%) Organic <sup>2</sup>	<b>Enterprise</b> +6% to +7% <b>Beer</b> +7% to +9% <b>W&amp;S</b> (0.5)% to +0.5%	<b>Beer</b> ~55% of volumes expected in H1 <b>W&amp;S</b> ~45% of volumes expected in H1
<b>Operating Income (Loss)</b>	<b>Enterprise</b> \$3.2B   +11% Reported \$3.2B   +7% Comparable <b>Beer</b> \$3.1B   +8% <b>W&amp;S</b> \$399M   (12%) <b>Corporate Expense</b> \$248M   11% Reduction	<b>Enterprise</b> +10% to +12% Reported +8% to +10% Comparable <b>Beer</b> +10% to +12% <b>W&amp;S</b> (11)% to (9)% <b>Corporate Expense</b> \$260M	<b>Beer</b> ~25% of COGS variable (includes 10-15% hedgeable commodities) <b>W&amp;S</b> ~25% of COGS variable
<b>Equity In Earnings (Losses) (Ex. Canopy)</b>	\$31M	\$30M	Largely Opus contribution to W&S in Q3
<b>Interest Expense</b>	\$435M	\$445 - \$455	~5% of total debt on floating rates
<b>Comparable Tax Rate (Ex. Canopy EIE)</b>	18.5%	18.5%	NA
<b>Noncontrolling Interests</b>	\$38M	\$35M	NA
<b>Diluted Shares Outstanding <sup>3</sup></b>	184.0M	~183M <sup>4</sup>	~\$2.6B remaining buy-back authorization <sup>5</sup>
<b>Reported EPS</b>	\$9.39	\$13.40 - \$13.70	NA
<b>Comparable EPS (Ex. Canopy EIE)</b>	\$12.38	\$13.50 - \$13.80	NA
<b>Operating Cash Flow</b>	\$2.8B	\$2.8B to \$3.0B	NA
<b>CAPEX</b>	\$1.3B	\$1.4B to \$1.5B Beer \$1.2B	Beer: ~+5M HL of additional capacity
<b>Free Cash Flow</b>	\$1.5B	\$1.4B to \$1.5B	NA

1 Assumes that there will be no equity earnings impact from the Canopy investment in fiscal 2025.  
2 Organic excludes from FY23 \$38.5 million of net sales that are no longer part of the Wine & Spirits Business results due to the Wine Divestiture

3 Weighted average calculation  
4 Inclusive of share repurchases  
5 As of February 29, 2024

---

# APPENDIX

---

# DEFINED TERMS

# DEFINED TERMS

Unless the context otherwise requires, the terms “Company,” “CBI,” “STZ,” “we,” “our,” or “us” refer to Constellation Brands, Inc. and its subsidiaries. We use terms in this presentation that are specific to us or are abbreviations that may not be commonly known or used.

Term	Meaning
<b>CAM</b>	Contribution after marketing, which equals gross profit less marketing expenses
<b>Canopy</b>	Canopy Growth Corporation
<b>Canopy Strategic Transaction(s)</b>	Any potential acquisition, divestiture, investment, or other similar transaction made by Canopy, including but not limited to the Canopy Transaction
<b>Canopy Transaction</b>	Proposed corporate transaction by Canopy, including the creation of Exchangeable Shares, designed to consolidate its U.S. cannabis assets into Canopy USA
<b>COGS</b>	Cost of goods sold
<b>Common Shares</b>	Canopy's common shares
<b>DEI</b>	Diversity, equity, and inclusion
<b>DEPR.</b>	Depreciation
<b>EBIT</b>	Earnings before interest and taxes
<b>EIE</b>	Equity in earnings
<b>EPS</b>	Diluted net income (loss) per share attributable to CBI
<b>ESG</b>	Environmental, social, and governance
<b>Exchangeable Shares</b>	Proposed new class of non-voting and non-participating exchangeable shares in Canopy which will be convertible into Common Shares
<b>FY</b>	Fiscal year
<b>GAAP</b>	General accepted accounting principles in the U.S.
<b>GHG</b>	Greenhouse gas

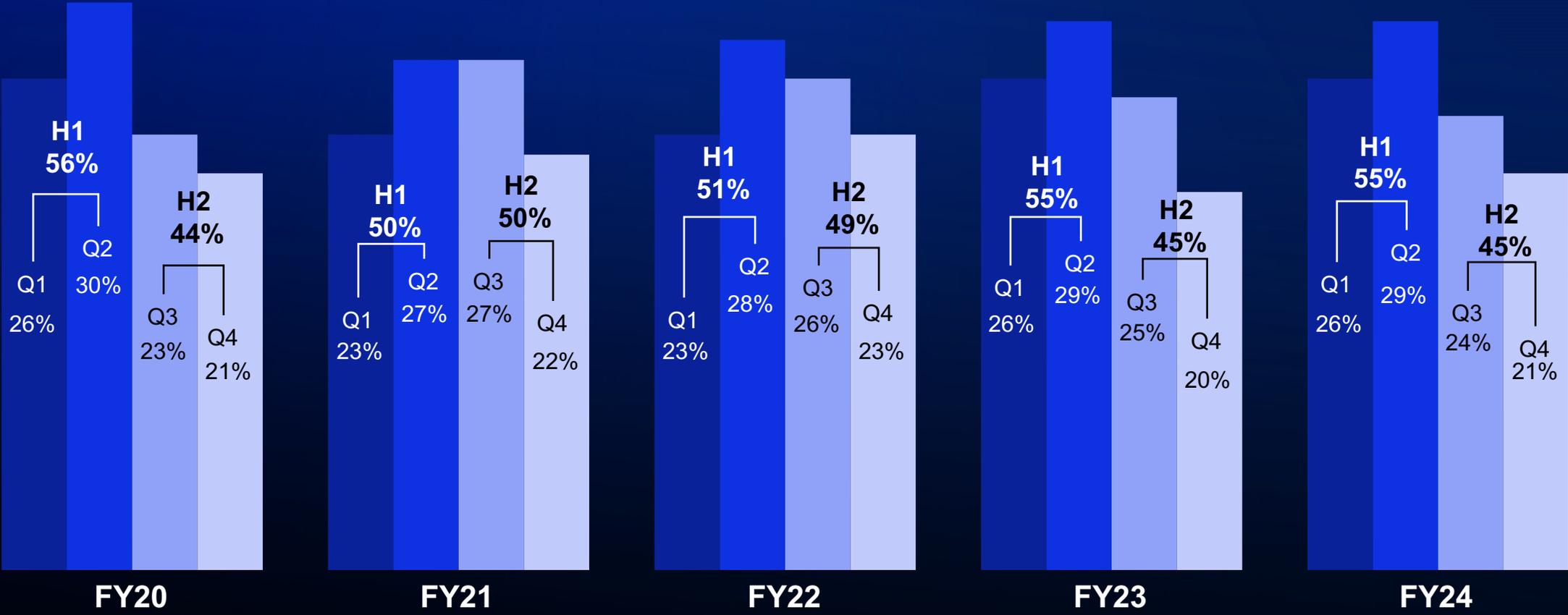
Term	Meaning
<b>HL</b>	Hectoliters
<b>HSD</b>	High single-digit
<b>HT</b>	High teen
<b>LSD</b>	Low single-digit
<b>MKTG.</b>	Marketing
<b>MSD</b>	Mid single-digit
<b>NA</b>	Not applicable
<b>NM</b>	Not meaningful
<b>Reclassification</b>	Reclassification, exchange, and conversion of the common stock to eliminate the Class B Common Stock pursuant to the terms and conditions of the reclassification agreement, dated June 30, 2022, among the Company and the members of the Sands stockholder group
<b>SEC</b>	Securities and Exchange Commission
<b>SG&amp;A</b>	Selling, general, and administrative expenses
<b>U.S.</b>	United States of America
<b>V/P/M</b>	Volume / Price / Mix
<b>W&amp;S</b>	Wine and Spirits
<b>Wine Divestiture</b>	Divestiture of certain mainstream and premium wine brands and related inventory sold October 6, 2022
<b>YoY</b>	Year-over-year

---

# **SHIPMENT AND DEPLETION HISTORICAL CADENCE**

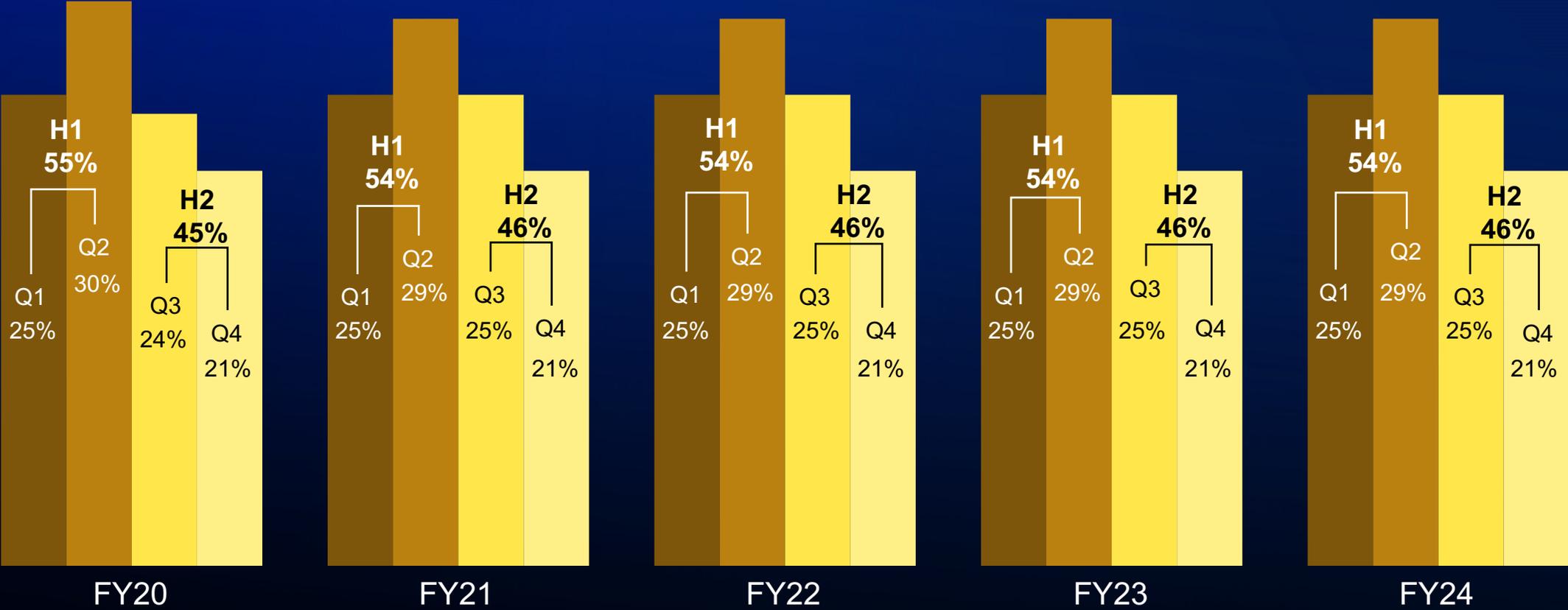
# BEER BUSINESS

## HISTORICAL SHIPMENT VOLUME CADENCE



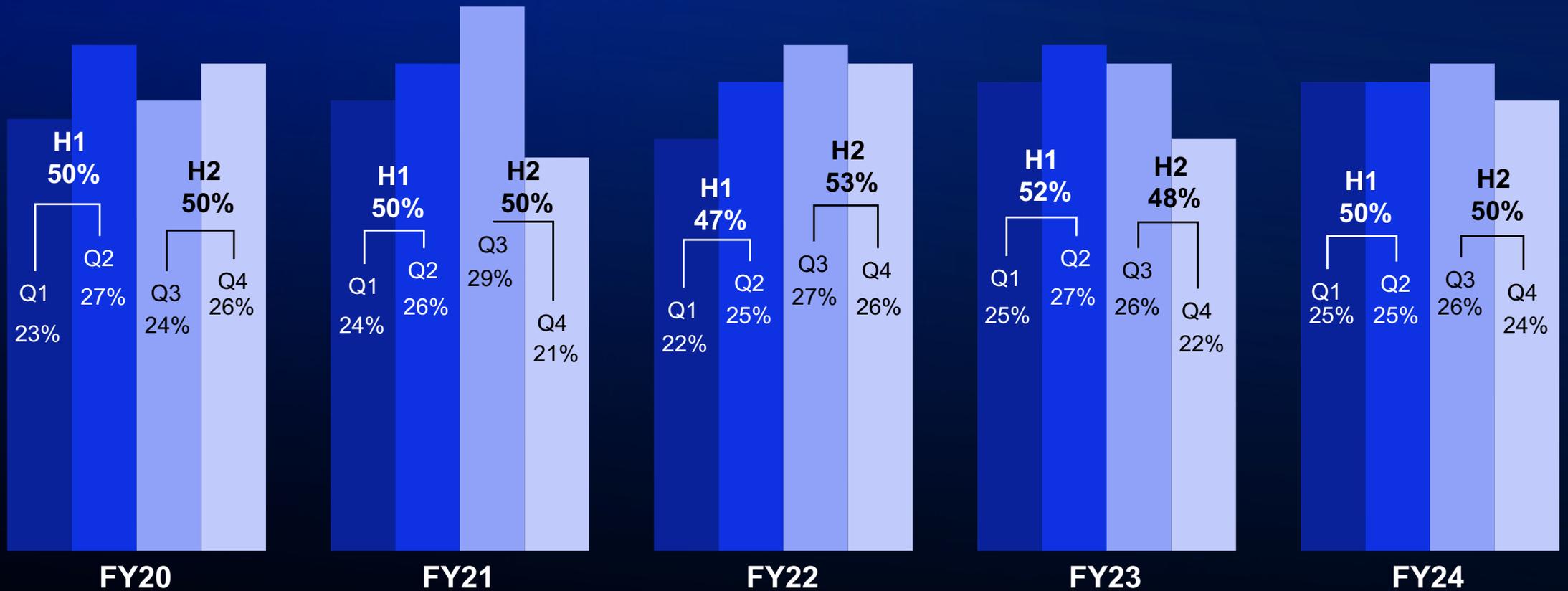
Note: Totals may not sum due to rounding.

# BEER BUSINESS HISTORICAL DEPLETION VOLUME CADENCE



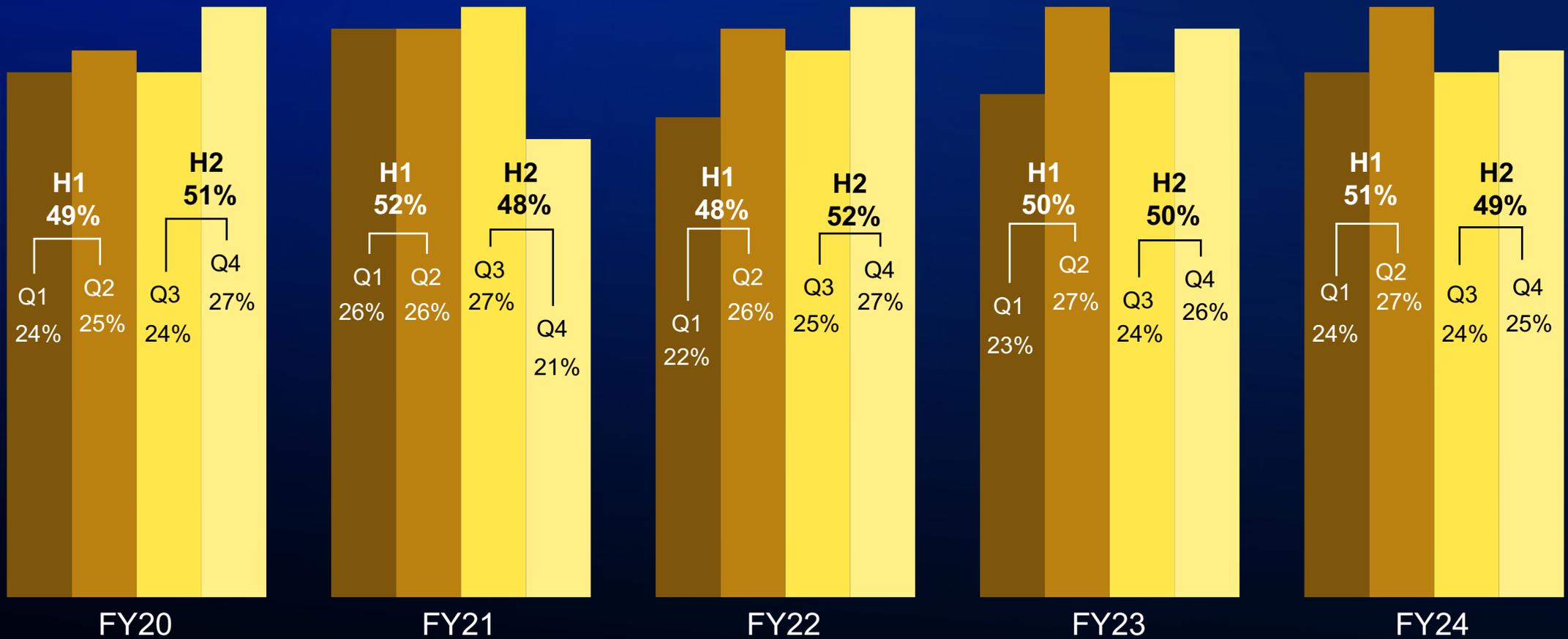
Note: Totals may not sum due to rounding.

# WINE AND SPIRITS BUSINESS HISTORICAL SHIPMENT VOLUME CADENCE



Note: Totals may not sum due to rounding.

# WINE AND SPIRITS BUSINESS HISTORICAL DEPLETION VOLUME CADENCE



Note: Totals may not sum due to rounding.

---

# FINANCIAL INFORMATION

**CONSTELLATION BRANDS, INC. AND SUBSIDIARIES**  
**CONDENSED CONSOLIDATED BALANCE SHEETS**

(in millions)  
(unaudited)

	<b>February 29, 2024</b>	<b>February 28, 2023</b>
<b>ASSETS</b>		
<b>Current assets:</b>		
Cash and cash equivalents	\$ 152.4	\$ 133.5
Accounts receivable	832.8	901.6
Inventories	2,078.3	1,898.7
Prepaid expenses and other	666.0	562.3
<b>Total current assets</b>	<b>3,729.5</b>	<b>3,496.1</b>
Property, plant, and equipment	8,055.2	6,865.2
Goodwill	7,980.3	7,925.4
Intangible assets	2,731.7	2,728.1
Equity method investments	170.6	663.3
Deferred income taxes	2,055.0	2,193.3
Other assets	969.4	790.9
<b>Total assets</b>	<b>\$ 25,691.7</b>	<b>\$ 24,662.3</b>
<b>LIABILITIES AND STOCKHOLDER'S EQUITY</b>		
<b>Current liabilities:</b>		
Short-term borrowings	\$ 241.4	\$ 1,165.3
Current maturities of long-term debt	956.8	9.5
Accounts payable	1,107.1	941.5
Other accrued expenses and liabilities	836.4	852.0
<b>Total current liabilities</b>	<b>3,141.7</b>	<b>2,968.3</b>
Long-term debt, less current maturities	10,681.1	11,286.5
Deferred income taxes and other liabilities	1,804.3	1,673.6
<b>Total liabilities</b>	<b>15,627.1</b>	<b>15,928.4</b>
<b>CBI stockholders' equity</b>	<b>9,743.1</b>	<b>8,413.6</b>
Noncontrolling interests	321.5	320.3
<b>Total stockholders' equity</b>	<b>10,064.6</b>	<b>8,733.9</b>
<b>Total liabilities and stockholders' equity</b>	<b>\$ 25,691.7</b>	<b>\$ 24,662.3</b>

**CONSTELLATION BRANDS, INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF OPERATIONS**  
(in millions, except per share data)  
(unaudited)

	Three Months Ended		Years Ended	
	February 29, 2024	February 28, 2023	February 29, 2024	February 28, 2023
Sales	\$ 2,300.3	\$ 2,147.6	\$ 10,711.0	\$ 10,177.2
Excise taxes	(161.1)	(149.8)	(749.2)	(724.6)
<b>Net sales</b>	<b>2,139.2</b>	1,997.8	<b>9,961.8</b>	9,452.6
Cost of product sold	(1,100.0)	(1,036.6)	(4,944.3)	(4,683.6)
<b>Gross profit</b>	<b>1,039.2</b>	961.2	<b>5,017.5</b>	4,769.0
Selling, general, and administrative expenses	(409.8)	(494.5)	(1,847.8)	(1,926.1)
<b>Operating income (loss)</b>	<b>629.4</b>	466.7	<b>3,169.7</b>	2,842.9
Income (loss) from unconsolidated investments	(34.4)	(92.2)	(511.8)	(2,036.4)
Interest expense	(102.4)	(117.2)	(435.4)	(398.7)
Loss on extinguishment of debt	—	(0.9)	(0.7)	(24.2)
<b>Income (loss) before income taxes</b>	<b>492.6</b>	256.4	<b>2,221.8</b>	383.6
(Provision for) benefit from income taxes	(88.2)	(33.2)	(456.6)	(422.1)
<b>Net income (loss)</b>	<b>404.4</b>	223.2	<b>1,765.2</b>	(38.5)
Net (income) loss attributable to noncontrolling interests	(12.0)	(0.2)	(37.8)	(32.5)
<b>Net income (loss) attributable to CBI</b>	<b>\$ 392.4</b>	<b>\$ 223.0</b>	<b>\$ 1,727.4</b>	<b>\$ (71.0)</b>
<b>Net income (loss) per common share attributable to CBI:</b>				
Basic – Class A Common Stock	\$ 2.15	\$ 1.21	\$ 9.42	\$ (0.11)
Basic – Class B Convertible Common Stock	NA	NA	NA	\$ (2.02)
<b>Diluted – Class A Common Stock</b>	<b>\$ 2.14</b>	<b>\$ 1.21</b>	<b>\$ 9.39</b>	<b>\$ (0.11)</b>
Diluted – Class B Convertible Common Stock	NA	NA	NA	\$ (2.02)
<b>Weighted average common shares outstanding:</b>				
Basic – Class A Common Stock	182.916	183.895	183.307	169.337
Basic – Class B Convertible Common Stock	NA	NA	NA	23.206
<b>Diluted – Class A Common Stock</b>	<b>183.561</b>	184.534	<b>183.959</b>	169.337
Diluted – Class B Convertible Common Stock	NA	NA	NA	23.206
<b>Cash dividends declared per common share:</b>				
Class A Common Stock	\$ 0.89	\$ 0.80	\$ 3.56	\$ 3.20
Class B Convertible Common Stock	NA	NA	NA	\$ 2.16

**CONSTELLATION BRANDS, INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS**

(in millions)  
(unaudited)

	Years Ended	
	February 29, 2024	February 28, 2023
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Net income (loss)	\$ 1,765.2	\$ (38.5)
Adjustments to reconcile net income (loss) to net cash provided by (used in) operating activities:		
Unrealized net (gain) loss on securities measured at fair value	85.4	45.9
Deferred tax provision (benefit)	147.9	207.8
Depreciation	427.9	383.8
Stock-based compensation	63.6	68.5
Equity in (earnings) losses of equity method investees and related activities, net of distributed earnings	321.2	971.8
Noncash lease expense	91.3	89.3
Impairment and amortization of intangible assets	1.3	16.2
Amortization of debt issuance costs and loss on extinguishment of debt	11.7	34.0
Net (gain) loss on sale of unconsolidated investment	(0.3)	—
Impairment of equity method investments	136.1	1,060.3
Impairment of long-lived assets	—	53.5
Gain (loss) on settlement of pre-issuance hedge contracts	1.9	20.7
Change in operating assets and liabilities, net of effects from purchase and sale of business:		
Accounts receivable	73.2	(3.9)
Inventories	(182.3)	(356.4)
Prepaid expenses and other current assets	(76.5)	197.9
Accounts payable	24.7	114.9
Deferred revenue	(11.0)	12.8
Other accrued expenses and liabilities	(115.9)	(239.8)
Other	14.6	118.1
Total adjustments	<u>1,014.8</u>	<u>2,795.4</u>
<b>Net cash provided by (used in) operating activities</b>	<u><b>2,780.0</b></u>	<u><b>2,756.9</b></u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of property, plant, and equipment	(1,269.1)	(1,035.4)
Purchase of business, net of cash acquired	(7.5)	(37.1)
Investments in equity method investees and securities	(34.6)	(30.8)
Proceeds from sale of assets	21.9	6.7
Proceeds from sale of unconsolidated investment	0.3	—
Proceeds from sale of business	5.4	96.7
Other investing activities	(2.3)	0.5
<b>Net cash provided by (used in) investing activities</b>	<u><b>(1,285.9)</b></u>	<u><b>(999.4)</b></u>

**CONSTELLATION BRANDS, INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS**

(in millions)  
(unaudited)

	Years Ended	
	February 29, 2024	February 28, 2023
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Proceeds from issuance of long-term debt	1,144.4	3,344.9
Principal payments of long-term debt	(809.7)	(2,159.7)
Net proceeds from (repayments of) short-term borrowings	(923.9)	842.3
Dividends paid	(653.8)	(587.7)
Purchases of treasury stock	(249.7)	(1,700.2)
Proceeds from shares issued under equity compensation plans	104.5	42.4
Payments of minimum tax withholdings on stock-based payment awards	(11.2)	(10.4)
Payments of debt issuance, debt extinguishment, and other financing costs	(7.7)	(36.2)
Distributions to noncontrolling interests	(52.6)	(55.3)
Payment of contingent consideration	(14.9)	—
Payment to holders of Class B Stock in connection with the Reclassification	—	(1,500.0)
<b>Net cash provided by (used in) financing activities</b>	<b>(1,474.6)</b>	<b>(1,819.9)</b>
Effect of exchange rate changes on cash and cash equivalents	(0.6)	(3.5)
Net increase (decrease) in cash and cash equivalents	18.9	(65.9)
Cash and cash equivalents, beginning of year	133.5	199.4
<b>Cash and cash equivalents, end of year</b>	<b>\$ 152.4</b>	<b>\$ 133.5</b>

**CONSTELLATION BRANDS, INC. AND SUBSIDIARIES**  
**RECONCILIATION OF REPORTED AND ORGANIC NET SALES**

(in millions)  
(unaudited)

For periods of acquisition, we define organic net sales as current period reported net sales less net sales of products of acquired businesses reported for the current period, as appropriate. For periods of divestiture, we define organic net sales as prior period reported net sales less net sales of products of divested businesses reported for the prior period, as appropriate. We provide organic net sales because we use this information in monitoring and evaluating the underlying business trends of our core operations. Wine and Spirits net sales are provided by channel and market categories as management uses this information to monitor this business. In addition, we believe this information provides investors, financial analysts covering the Company, rating agencies, and other external users (“our investors”) valuable insight on underlying business trends and results and, in the case of Wine and Spirits, the underlying composition of segment net sales and results, in order to evaluate year-over-year financial performance.

The divestiture impacting the period below consists of the Wine Divestiture (sold October 6, 2022).

	Three Months Ended			Percent Change	Years Ended		
	February 29, 2024	February 28, 2023			February 29, 2024	February 28, 2023	Percent Change
<b>Consolidated net sales</b>	\$ 2,139.2	\$ 1,997.8	7%	\$ 9,961.8	\$ 9,452.6	5%	
Wine Divestiture <sup>(1)</sup>	—	—		—	(38.5)		
<b>Consolidated organic net sales</b>	<u>\$ 2,139.2</u>	<u>\$ 1,997.8</u>	7%	<u>\$ 9,961.8</u>	<u>\$ 9,414.1</u>	6%	
<b>Beer net sales</b>	\$ 1,702.8	\$ 1,535.6	11%	\$ 8,162.6	\$ 7,465.0	9%	
<b>Wine and Spirits net sales <sup>(2)</sup></b>	\$ 436.4	\$ 462.2	(6%)	\$ 1,799.2	\$ 1,987.6	(9%)	
Wine Divestiture <sup>(1)</sup>	—	—		—	(38.5)		
<b>Wine and Spirits organic net sales</b>	<u>\$ 436.4</u>	<u>\$ 462.2</u>	(6%)	<u>\$ 1,799.2</u>	<u>\$ 1,949.1</u>	(8%)	

(1) For the period March 1, 2022, through October 5, 2022, included in the year ended February 28, 2023.

(2) Wine and Spirits net sales by channel and market categories are as follows:

	Three Months Ended			Percent Change	Years Ended		
	February 29, 2024	February 28, 2023			February 29, 2024	February 28, 2023	Percent Change
U.S. Wholesale <sup>(i)</sup>	\$ 350.2	\$ 375.6	(7%)	\$ 1,458.8	\$ 1,617.4	(10%)	
International <sup>(i)</sup>	41.8	36.6	14%	177.7	199.8	(11%)	
DTC	21.6	21.9	(1%)	84.1	76.8	10%	
Other	22.8	28.1	(19%)	78.6	93.6	(16%)	
<b>Wine and Spirits net sales</b>	<u>\$ 436.4</u>	<u>\$ 462.2</u>	(6%)	<u>\$ 1,799.2</u>	<u>\$ 1,987.6</u>	(9%)	

(i) The year ended February 28, 2023, includes the impact of the Wine Divestiture.

**CONSTELLATION BRANDS, INC. AND SUBSIDIARIES**  
**SUPPLEMENTAL SHIPMENT AND DEPLETION INFORMATION**

(in millions)  
(unaudited)

	Three Months Ended			Years Ended		
	February 29, 2024	February 28, 2023	Percent Change	February 29, 2024	February 28, 2023	Percent Change
<b>Beer</b>						
(branded product, 24-pack, 12-ounce case equivalents)						
Shipments	<b>87.0</b>	78.7	10.5%	<b>418.1</b>	389.2	7.4%
Depletions <sup>(1)</sup>			8.9%			7.5%
<b>Wine and Spirits</b>						
(branded product, 9-liter case equivalents)						
Shipments	<b>5.7</b>	6.0	(5.0%)	<b>23.8</b>	27.1	(12.2%)
Organic shipments <sup>(2)</sup>	<b>5.7</b>	6.0	(5.0%)	<b>23.8</b>	26.5	(10.2%)
U.S. Wholesale shipments	5.1	5.3	(3.8%)	21.0	23.5	(10.6%)
U.S. Wholesale organic shipments <sup>(2)</sup>	5.1	5.3	(3.8%)	21.0	23.1	(9.1%)
Depletions <sup>(1) (2)</sup>			(4.6%)			(7.1%)

<sup>(1)</sup> Depletions represent U.S. distributor shipments of our respective branded products to retail customers, based on third-party data.

<sup>(2)</sup> Includes adjustments to remove volumes associated with the Wine Divestiture for the period March 1, 2022, through October 5, 2022, included in the year ended February 28, 2023.

**CONSTELLATION BRANDS, INC. AND SUBSIDIARIES**  
**SUMMARIZED SEGMENT, INCOME (LOSS) FROM UNCONSOLIDATED INVESTMENTS,**  
**AND DEPRECIATION AND AMORTIZATION INFORMATION**

(in millions)  
(unaudited)

Management excludes items that affect comparability 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 the incentive compensation of segment management are evaluated based on core segment operating income (loss) which does not include the impact of these comparable adjustments.

	Three Months Ended			Years Ended		
	February 29, 2024	February 28, 2023	Percent Change	February 29, 2024	February 28, 2023	Percent Change
<b>Consolidated</b>						
Net sales	\$ 2,139.2	\$ 1,997.8	7%	\$ 9,961.8	\$ 9,452.6	5%
Gross profit	\$ 1,039.2	\$ 961.2	8%	\$ 5,017.5	\$ 4,769.0	5%
Operating income (loss)	\$ 629.4	\$ 466.7	35%	\$ 3,169.7	\$ 2,842.9	11%
Income (loss) from unconsolidated investments	\$ (34.4)	\$ (92.2)	63%	\$ (511.8)	\$ (2,036.4)	75%
Depreciation and amortization	\$ 106.4	\$ 105.8	1%	\$ 429.2	\$ 387.0	11%
<b>Comparable adjustments <sup>(1)</sup></b>						
Gross profit	\$ (9.7)	\$ (48.8)	NM	\$ (32.8)	\$ (96.0)	NM
Operating income (loss)	\$ (1.3)	\$ (125.1)	NM	\$ (75.8)	\$ (193.8)	NM
Income (loss) from unconsolidated investments	\$ (25.2)	\$ (55.3)	NM	\$ (478.0)	\$ (1,907.7)	NM
<b>Beer</b>						
Net sales	\$ 1,702.8	\$ 1,535.6	11%	\$ 8,162.6	\$ 7,465.0	9%
Segment gross profit	\$ 847.7	\$ 781.2	9%	\$ 4,214.2	\$ 3,937.8	7%
% Net sales	49.8 %	50.9 %		51.6 %	52.8 %	
Segment operating income (loss)	\$ 585.4	\$ 523.1	12%	\$ 3,094.4	\$ 2,861.5	8%
% Net sales	34.4 %	34.1 %		37.9 %	38.3 %	
Segment depreciation and amortization	\$ 81.7	\$ 79.2	3%	\$ 323.9	\$ 285.4	13%
<b>Wine and Spirits</b>						
Wine net sales	\$ 371.4	\$ 406.1	(9%)	\$ 1,552.1	\$ 1,722.7	(10%)
Spirits net sales	65.0	56.1	16%	247.1	264.9	(7%)
Net sales	\$ 436.4	\$ 462.2	(6%)	\$ 1,799.2	\$ 1,987.6	(9%)
Segment gross profit	\$ 201.2	\$ 228.8	(12%)	\$ 836.1	\$ 927.2	(10%)
% Net sales	46.1 %	49.5 %		46.5 %	46.6 %	
Segment operating income (loss)	\$ 111.1	\$ 127.9	(13%)	\$ 398.7	\$ 453.1	(12%)
% Net sales	25.5 %	27.7 %		22.2 %	22.8 %	
Segment income (loss) from unconsolidated investments	\$ 0.6	\$ 1.3	(54%)	\$ 38.7	\$ 41.6	(7%)
Segment depreciation and amortization	\$ 20.7	\$ 19.9	4%	\$ 88.8	\$ 83.2	7%
<b>Corporate Operations and Other</b>						
Segment operating income (loss)	\$ (65.8)	\$ (59.2)	(11%)	\$ (247.6)	\$ (277.9)	11%
Segment income (loss) from unconsolidated investments	\$ (9.8)	\$ (38.2)	74%	\$ (72.5)	\$ (170.3)	57%
Segment depreciation and amortization	\$ 4.0	\$ 6.7	(40%)	\$ 16.5	\$ 18.4	(10%)

<sup>(1)</sup> See slide 31 for further information on comparable adjustments.

**CONSTELLATION BRANDS, INC. AND SUBSIDIARIES**  
**RECONCILIATIONS OF GAAP TO NON-GAAP FINANCIAL MEASURES**

(in millions, except per share data)  
(unaudited)

We report our financial results in accordance with GAAP. However, non-GAAP financial measures, as defined in the reconciliation tables below, are provided because we use this information in evaluating the results of our core operations and/or internal goal setting. In addition, we believe this information provides our investors valuable insight on underlying business trends and results in order to evaluate year-over-year financial performance. See the tables below for supplemental financial data and corresponding reconciliations of these non-GAAP financial measures to GAAP financial measures for the periods presented. Non-GAAP financial measures should be considered in addition to, not as a substitute for, or superior to, our reported results prepared in accordance with GAAP.

	Three Months Ended			Years Ended		
	February 29, 2024	February 28, 2023	Percent Change	February 29, 2024	February 28, 2023	Percent Change
<b>Operating income (loss) (GAAP)</b>	\$ 629.4	\$ 466.7	35%	\$ 3,169.7	\$ 2,842.9	11%
Less: Comparable adjustments (Non-GAAP) <sup>(1)</sup>	(1.3)	(125.1)		(75.8)	(193.8)	
<b>Comparable operating income (loss) (Non-GAAP)</b>	<u>\$ 630.7</u>	<u>\$ 591.8</u>	7%	<u>\$ 3,245.5</u>	<u>\$ 3,036.7</u>	7%
<b>Net income (loss) attributable to CBI (GAAP)</b>	\$ 392.4	\$ 223.0	76%	\$ 1,727.4	\$ (71.0)	NM
Plus: Net income (loss) attributable to noncontrolling interests (GAAP)	12.0	0.2		37.8	32.5	
Provision for (benefit from) income taxes (GAAP)	88.2	33.2		456.6	422.1	
Loss on extinguishment of debt (GAAP)	—	0.9		0.7	24.2	
Interest expense (GAAP)	102.4	117.2		435.4	398.7	
<b>Adjusted EBIT (Non-GAAP)</b>	<u>595.0</u>	<u>374.5</u>	59%	<u>2,657.9</u>	<u>806.5</u>	NM
Less: Comparable adjustments (Non-GAAP) <sup>(1)</sup>	(26.5)	(180.4)		(553.8)	(2,101.5)	
<b>Comparable EBIT (Non-GAAP)</b>	<u>\$ 621.5</u>	<u>\$ 554.9</u>	12%	<u>\$ 3,211.7</u>	<u>\$ 2,908.0</u>	10%
<b>Net income (loss) attributable to CBI (GAAP)</b>	\$ 392.4	\$ 223.0	76%	\$ 1,727.4	\$ (71.0)	NM
Less: Comparable adjustments (Non-GAAP) <sup>(1)</sup>	(21.8)	(142.1)		(491.5)	(2,053.3)	
<b>Comparable net income (loss) attributable to CBI (Non-GAAP)</b>	<u>\$ 414.2</u>	<u>\$ 365.1</u>	13%	<u>\$ 2,218.9</u>	<u>\$ 1,982.3</u>	12%
<b>EPS (GAAP) <sup>(2)</sup></b>	\$ 2.14	\$ 1.21	77%	\$ 9.39	\$ (0.11)	NM
Less: Reclassification (Non-GAAP) <sup>(3)</sup>	NA	NA		NA	0.27	
Comparable adjustments (Non-GAAP) <sup>(1)</sup>	(0.12)	(0.77)		(2.67)	(11.03)	
<b>Comparable EPS (Non-GAAP) <sup>(4)</sup></b>	<u>\$ 2.26</u>	<u>\$ 1.98</u>	14%	<u>\$ 12.06</u>	<u>\$ 10.65</u>	13%
Weighted average common shares outstanding - diluted <sup>(4)</sup>	183.561	184.534		183.959	169.337	

<sup>(1)</sup> See slide 31 for further information on comparable adjustments.

<sup>(2)</sup> EPS was computed using the two-class method, until such conversion took place on November 10, 2022, pursuant to the Reclassification.

<sup>(3)</sup> Adjustment for income allocated through the date of the Reclassification for the year ended February 28, 2023.

<sup>(4)</sup> Comparable basis diluted net income (loss) per share ("comparable EPS") may not sum due to rounding as each item is computed independently. The comparable adjustments and comparable EPS are calculated on a fully dilutive basis. For the year ended February 28, 2023, we have excluded 16.862 million weighted average common shares outstanding, from the calculation of comparable EPS, as the effect of including these would have been anti-dilutive.

**CONSTELLATION BRANDS, INC. AND SUBSIDIARIES**  
**RECONCILIATIONS OF GAAP TO NON-GAAP FINANCIAL MEASURES (continued)**

(in millions, except per share data)  
(unaudited)

The comparable adjustments that impacted comparability in our results for each period are as follows:

	Three Months Ended		Years Ended	
	February 29, 2024	February 28, 2023	February 29, 2024	February 28, 2023
Net gain (loss) on undesignated commodity derivative contracts	\$ (15.3)	\$ (40.3)	\$ (44.2)	\$ (15.0)
Flow through of inventory step-up	(0.9)	(0.5)	(3.6)	(4.5)
Settlements of undesignated commodity derivative contracts	6.5	(7.9)	15.0	(76.7)
Strategic business development costs	—	(0.1)	—	(1.2)
Net flow through of reserved inventory	—	—	—	1.2
Recovery of (loss on) inventory write-down	—	—	—	0.2
<b>Comparable adjustments, Gross profit</b>	<b>(9.7)</b>	<b>(48.8)</b>	<b>(32.8)</b>	<b>(96.0)</b>
Restructuring and other strategic business development costs	(22.7)	(7.1)	(46.3)	(9.9)
Transition services agreements activity	(7.0)	(9.1)	(24.9)	(20.5)
Insurance recoveries	55.1	2.3	55.1	5.2
Gain (loss) on sale of business	—	1.2	(15.1)	15.0
Transaction, integration, and other acquisition-related costs	—	(0.2)	(0.6)	(1.4)
Costs associated with the Reclassification	—	(6.3)	0.2	(37.8)
Impairments of assets	—	(66.5)	—	(66.5)
Other gains (losses)	(17.0)	9.4	(11.4)	18.1
<b>Comparable adjustments, Operating income (loss)</b>	<b>(1.3)</b>	<b>(125.1)</b>	<b>(75.8)</b>	<b>(193.8)</b>
Comparable adjustments, Income (loss) from unconsolidated investments	(25.2)	(55.3)	(478.0)	(1,907.7)
<b>Comparable adjustments, Adjusted EBIT</b>	<b>(26.5)</b>	<b>(180.4)</b>	<b>(553.8)</b>	<b>(2,101.5)</b>
Comparable adjustments, Interest expense	—	—	(1.0)	—
Comparable adjustments, Loss on extinguishment of debt	—	(0.9)	(0.7)	(24.2)
Comparable adjustments, (Provision for) benefit from income taxes	4.7	39.2	64.0	72.4
<b>Comparable adjustments, Net income (loss) attributable to CBI</b>	<b>\$ (21.8)</b>	<b>\$ (142.1)</b>	<b>\$ (491.5)</b>	<b>\$ (2,053.3)</b>

*Undesignated commodity derivative contracts*

Net gain (loss) on undesignated commodity derivative contracts represents a net gain (loss) from the changes in fair value of undesignated commodity derivative contracts. The net gain (loss) is reported outside of segment operating results until such time that the underlying exposure is recognized in the segment operating results. At settlement, the net gain (loss) from the changes in fair value of the undesignated commodity derivative contracts is reported in the appropriate operating segment, allowing the results of our operating segments to reflect the economic effects of the commodity derivative contracts without the resulting unrealized mark to fair value volatility.

*Flow through of inventory step-up*

In connection with acquisitions, the allocation of purchase price in excess of book value for certain inventories 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 business prior to acquisition.

*Strategic business development costs/Restructuring and other strategic business development costs*

We recognized costs in connection with certain activities which are intended to streamline, increase efficiencies, and reduce our cost structure.

*Net flow through of reserved inventory*

We sold reserved inventory previously written down following the 2020 U.S. West Coast wildfires.

*Recovery of (loss on) inventory write-down*

We recognized a gain from a change in estimate on reserved bulk wine inventory and certain grapes as a result of smoke damage sustained during the 2020 U.S. West Coast wildfires.

**CONSTELLATION BRANDS, INC. AND SUBSIDIARIES**  
**RECONCILIATIONS OF GAAP TO NON-GAAP FINANCIAL MEASURES (continued)**

(in millions, except per share data)  
(unaudited)

*Transition services agreements activity*

We recognized costs in connection with transition services agreements related to the previous sale of a portion of our wine and spirits business.

*Insurance recoveries*

We recognized business interruption and other recoveries largely related to severe winter weather events.

*Gain (loss) on sale of business*

We recognized a net gain (loss) primarily from (i) the divestiture related to the craft beer business (year ended February 29, 2024) and (ii) the Wine Divestiture (year ended February 28, 2023).

*Transaction, integration, and other acquisition-related costs*

We recognized costs in connection with our investments, acquisitions, and divestitures.

*Costs associated with the Reclassification*

We recognized costs primarily related to professional and consulting fees, printing and mailing the associated proxy statement/prospectus, filing and other fees paid to the SEC, and the acceleration of certain commitments in connection with the Reclassification.

*Impairments of assets*

We recognized trademark and other long-lived asset impairment losses within our previously-owned craft beer business.

*Other gains (losses)*

Primarily includes the following:

	Three Months Ended		Years Ended	
	February 29, 2024	February 28, 2023	February 29, 2024	February 28, 2023
Net loss from changes in the indemnification of liabilities associated with prior period divestitures	\$ (18.3)	\$ —	\$ (12.7)	\$ —
Decreases (increases) in estimated fair values of contingent liabilities associated with prior period acquisitions	\$ 2.0	\$ 7.0	\$ 2.0	\$ 12.9
Gain from remeasurement of previously held equity method investments	\$ —	\$ —	\$ —	\$ 5.2

*Comparable adjustments, Income (loss) from unconsolidated investments*

Primarily includes the following:

	Three Months Ended		Years Ended	
	February 29, 2024	February 28, 2023	February 29, 2024	February 28, 2023
Comparable adjustments to Canopy EIE (see slide 33 for further information)	\$ (25.2)	\$ (38.1)	\$ (256.7)	\$ (791.1)
Unrealized gain (loss) from the changes in fair value of our securities measured at fair value	\$ —	\$ (6.8)	\$ (85.4)	\$ (45.9)
Impairment of equity method investments	\$ —	\$ —	\$ (136.1)	\$ (1,060.3)

*Comparable adjustments, Interest expense*

We wrote-off accrued interest income related to a convertible note issued to an equity method investment.

*Comparable adjustments, Loss on extinguishment of debt*

We recognized losses primarily from a premium payment and the write-off of debt issuance costs in connection with tender offers of certain senior notes and make-whole payments resulting from the early redemption of certain senior notes.

*Comparable adjustments, (Provision for) benefit from income taxes*

The effective tax rate applied to each comparable adjustment amount is generally based upon the jurisdiction in which the comparable adjustment was recognized. Comparable adjustments, (Provision for) benefit from income taxes also include items solely impacting income taxes and consist of the following:

	Three Months Ended		Years Ended	
	February 29, 2024	February 28, 2023	February 29, 2024	February 28, 2023
Net income tax benefit recognized as a result of a legislative update in Switzerland	\$ 4.9	\$ (10.9)	\$ 9.6	\$ (10.9)
Net income tax benefit related to a prior period divestiture	\$ —	\$ 22.7	\$ —	\$ 166.4
Net income tax benefit recognized as a result of a change in tax entity classification	\$ —	\$ —	\$ 31.2	\$ —
Net income tax (provision) benefit recognized for adjustments to valuation allowances	\$ —	\$ —	\$ —	\$ (192.0)

**CONSTELLATION BRANDS, INC. AND SUBSIDIARIES**  
**RECONCILIATIONS OF GAAP TO NON-GAAP FINANCIAL MEASURES (continued)**

(in millions, except per share data)  
(unaudited)

**Canopy Equity Earnings (Losses) and Related Activities ("Canopy EIE")**

Non-GAAP Canopy EIE financial measures are provided because management uses this information to separately monitor our investment in Canopy. The measures that exclude all of our equity in the earnings (losses) of Canopy and related activities are defined as "excluding Canopy EIE." Financial measures excluding Canopy EIE are non-GAAP and are provided because management uses this information to evaluate the results of our core operations which management has determined does not include our investment in Canopy. In addition, we believe this information provides our investors valuable insight to understand how management views the Company's performance and on underlying business trends and results in order to evaluate year-over-year financial performance of our ongoing core business, including relative to industry competitors.

	Three Months Ended		Years Ended	
	February 29, 2024	February 28, 2023	February 29, 2024	February 28, 2023
(in millions)				
<b>Equity earnings (losses) and related activities, Canopy EIE (GAAP) <sup>(1)</sup></b>	<b>\$ (33.0)</b>	<b>\$ (72.8)</b>	<b>\$ (321.3)</b>	<b>\$ (949.3)</b>
(Provision for) benefit from income taxes <sup>(2)</sup>	<b>1.3</b>	<b>3.3</b>	<b>9.9</b>	<b>55.7</b>
<b>Net income (loss) attributable to CBI, Canopy EIE (GAAP) <sup>(1)</sup></b>	<b>\$ (31.7)</b>	<b>\$ (69.5)</b>	<b>\$ (311.4)</b>	<b>\$ (893.6)</b>
<b>Equity earnings (losses) and related activities, Canopy EIE (GAAP) <sup>(1)</sup></b>	<b>\$ (33.0)</b>	<b>\$ (72.8)</b>	<b>\$ (321.3)</b>	<b>\$ (949.3)</b>
Net (gain) loss on fair value financial instruments	<b>21.7</b>	25.2	<b>29.9</b>	94.4
(Gain) loss on dilution of Canopy stock ownership	<b>0.1</b>	3.8	<b>16.6</b>	97.7
Acquisition costs	<b>0.8</b>	3.4	<b>5.1</b>	8.9
Restructuring and other strategic business development costs	<b>4.6</b>	7.9	<b>160.9</b>	123.5
Goodwill impairment	—	—	<b>14.1</b>	461.4
Net (gain) loss on discontinued operations	<b>(2.1)</b>	—	<b>22.9</b>	—
Other (gains) losses, net	<b>0.1</b>	(2.2)	<b>7.2</b>	5.2
<b>Comparable adjustments, Canopy EIE (Non-GAAP)</b>	<b>25.2</b>	38.1	<b>256.7</b>	791.1
<b>Comparable equity earnings (losses), Canopy EIE (Non-GAAP) <sup>(1)</sup></b>	<b>(7.8)</b>	(34.7)	<b>(64.6)</b>	(158.2)
Comparable (provision for) benefit from income taxes (Non-GAAP) <sup>(2)</sup>	<b>0.6</b>	3.3	<b>6.5</b>	18.4
<b>Comparable net income (loss) attributable to CBI, Canopy EIE (Non-GAAP) <sup>(1)</sup></b>	<b>\$ (7.2)</b>	<b>\$ (31.4)</b>	<b>\$ (58.1)</b>	<b>\$ (139.8)</b>

	Three Months Ended		Years Ended	
	February 29, 2024	February 28, 2023	February 29, 2024	February 28, 2023
<b>EPS, Canopy EIE (GAAP)</b>	<b>\$ (0.17)</b>	<b>\$ (0.38)</b>	<b>\$ (1.69)</b>	<b>\$ (4.80)</b>
Comparable adjustments, Canopy EIE (Non-GAAP)	<b>0.13</b>	0.21	<b>1.38</b>	4.05
<b>Comparable EPS, Canopy EIE (Non-GAAP) <sup>(3)</sup></b>	<b>\$ (0.04)</b>	<b>\$ (0.17)</b>	<b>\$ (0.32)</b>	<b>\$ (0.75)</b>

**CONSTELLATION BRANDS, INC. AND SUBSIDIARIES**  
**RECONCILIATIONS OF GAAP TO NON-GAAP FINANCIAL MEASURES (continued)**

(in millions, except per share data)  
(unaudited)

	Years Ended					
	February 29, 2024			February 28, 2023		
	Income (loss) before income taxes	(Provision for) benefit from income taxes <sup>(2)</sup>	Effective tax rate <sup>(4)</sup>	Income (loss) before income taxes	(Provision for) benefit from income taxes <sup>(2)</sup>	Effective tax rate <sup>(4)</sup>
<b>Reported basis (GAAP)</b>	\$ 2,221.8	\$ (456.6)	20.6 %	\$ 383.6	\$ (422.1)	110.0 %
Comparable adjustments - (Non-GAAP)	555.5	(64.0)		2,125.7	(72.4)	
<b>Comparable basis (Non-GAAP)</b>	<u>2,777.3</u>	<u>(520.6)</u>	<b>18.7 %</b>	<u>2,509.3</u>	<u>(494.5)</u>	<b>19.7 %</b>
Less: Comparable basis, Canopy EIE (Non-GAAP)	(64.6)	6.5		(158.2)	18.4	
<b>Comparable basis, excluding Canopy EIE (Non-GAAP)</b>	<u>\$ 2,841.9</u>	<u>\$ (527.1)</u>	<b>18.5 %</b>	<u>\$ 2,667.5</u>	<u>\$ (512.9)</u>	<b>19.2 %</b>

	Three Months Ended		Years Ended	
	February 29, 2024	February 28, 2023	February 29, 2024	February 28, 2023
	<b>Comparable EPS (Non-GAAP) <sup>(5)</sup></b>	\$ 2.26	\$ 1.98	\$ 12.06
Comparable EPS, Canopy EIE (Non-GAAP)	0.04	0.17	0.32	0.75
<b>Comparable EPS, excluding Canopy EIE (Non-GAAP) <sup>(3)</sup></b>	<u>\$ 2.30</u>	<u>\$ 2.15</u>	<u>\$ 12.38</u>	<u>\$ 11.40</u>

<sup>(1)</sup> Equity earnings (losses) and related activities are included in income (loss) from unconsolidated investments.

<sup>(2)</sup> The benefit from income taxes effective tax rate applied to our Canopy EIE is generally based on the tax rates of the legal entities that hold our investment. The comparable adjustment effective tax rate applied to each comparable adjustment amount is generally based upon the jurisdiction in which the adjustment was recognized.

<sup>(3)</sup> May not sum due to rounding as each item is computed independently. The comparable adjustments and comparable EPS are calculated on a fully dilutive basis.

<sup>(4)</sup> Effective tax rate is not considered a GAAP financial measure, for purposes of this reconciliation, we derived the reported GAAP measure based on GAAP results, which serves as the basis for the reconciliation to the comparable non-GAAP financial measure.

<sup>(5)</sup> See reconciliation of the applicable non-GAAP financial measures on slide 30.

Operating Income Guidance	Guidance Range for the Year Ending February 28, 2025		Actual for the Year Ended February 29, 2024	Percentage Change	
<b>Operating income (GAAP)</b>	\$ 3,480	\$ 3,545	\$ 3,169.7	10 %	12 %
Comparable adjustments (Non-GAAP) <sup>(1)</sup>	25	25	75.8		
<b>Comparable operating income (Non-GAAP)</b>	<u>\$ 3,505</u>	<u>\$ 3,570</u>	<u>\$ 3,245.5</u>	<b>8 %</b>	<b>10 %</b>

**CONSTELLATION BRANDS, INC. AND SUBSIDIARIES**  
**RECONCILIATIONS OF GAAP TO NON-GAAP FINANCIAL MEASURES (continued)**

(in millions, except per share data)  
(unaudited)

(1) Comparable adjustments include: <sup>(2)</sup>

	Estimated for the Year Ending February 28, 2025	Actual for the Year Ended February 29, 2024
Transition services agreements activity	\$ 21	\$ 24.9
Flow through of inventory step-up	\$ 4	\$ 3.6
Restructuring and other strategic business development costs	\$ —	\$ 46.3
Net (gain) loss on undesignated commodity derivative contracts	\$ —	\$ 44.2
(Gain) loss on sale of business	\$ —	\$ 15.1
Other (gains) losses	\$ —	\$ 11.4
Transaction, integration, and other acquisition-related costs	\$ —	\$ 0.6
Insurance recoveries	\$ —	\$ (55.1)
Settlements of undesignated commodity derivative contracts	\$ —	\$ (15.0)
Costs associated with the Reclassification	\$ —	\$ (0.2)

(2) See page 31 for further information on comparable adjustments.

**EPS Guidance**

	Guidance Range for the Year Ending February 28, 2025		Actual for the Year Ended February 29, 2024
<b>EPS (GAAP)</b>	<b>\$ 13.40</b>	<b>\$ 13.70</b>	<b>\$ 9.39</b>
Comparable adjustments (Non-GAAP) <sup>(1)</sup>	0.10	0.10	2.67
<b>Comparable EPS (Non-GAAP) <sup>(2)</sup></b>	<b>13.50</b>	<b>13.80</b>	<b>12.06</b>
Comparable basis, Canopy EIE (Non-GAAP)	—	—	0.32
<b>Comparable EPS, excluding Canopy EIE (Non-GAAP) <sup>(2)</sup></b>	<b>\$ 13.50</b>	<b>\$ 13.80</b>	<b>\$ 12.38</b>

(1) Comparable adjustments include: <sup>(2)(3)</sup>

	Estimated for the Year Ending February 28, 2025	Actual for the Year Ended February 29, 2024
Transition services agreements activity	\$ 0.08	\$ 0.10
Flow through of inventory step-up	\$ 0.02	\$ 0.01
(Income) loss from unconsolidated investments	\$ —	\$ 2.58
Restructuring and other strategic business development costs	\$ —	\$ 0.20
Net (gain) loss on undesignated commodity derivative contracts	\$ —	\$ 0.18
(Gain) loss on sale of business	\$ —	\$ 0.06
Other (gains) losses	\$ —	\$ 0.06
Loss of interest income on write-off of a convertible note	\$ —	\$ 0.01
Insurance recoveries	\$ —	\$ (0.25)
Net income tax benefit recognized as a result of a change in tax entity classification	\$ —	\$ (0.17)
Settlements of undesignated commodity derivative contracts	\$ —	\$ (0.06)
Net income tax provision recognized as a result of a legislative update in Switzerland	\$ —	\$ (0.05)

(2) May not sum due to rounding as each item is computed independently. The comparable adjustments and comparable EPS are calculated on a fully dilutive basis.

(3) See page 31 for further information on comparable adjustments.

**CONSTELLATION BRANDS, INC. AND SUBSIDIARIES**  
**RECONCILIATIONS OF GAAP TO NON-GAAP FINANCIAL MEASURES (continued)**

(in millions, except per share data)  
(unaudited)

**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.

	Guidance Range for the Year Ending February 28, 2025	
<b>Net cash provided by operating activities (GAAP)</b>	<b>\$ 2,800</b>	<b>\$ 3,000</b>
Purchase of property, plant, and equipment	(1,400)	(1,500)
<b>Free cash flow (Non-GAAP)</b>	<b>\$ 1,400</b>	<b>\$ 1,500</b>
	For the Years Ended	
	February 29, 2024	February 28, 2023
<b>Net cash provided by operating activities (GAAP)</b>	<b>\$ 2,780.0</b>	<b>\$ 2,756.9</b>
Purchase of property, plant, and equipment	(1,269.1)	(1,035.4)
<b>Free cash flow (Non-GAAP)</b>	<b>\$ 1,510.9</b>	<b>\$ 1,721.5</b>