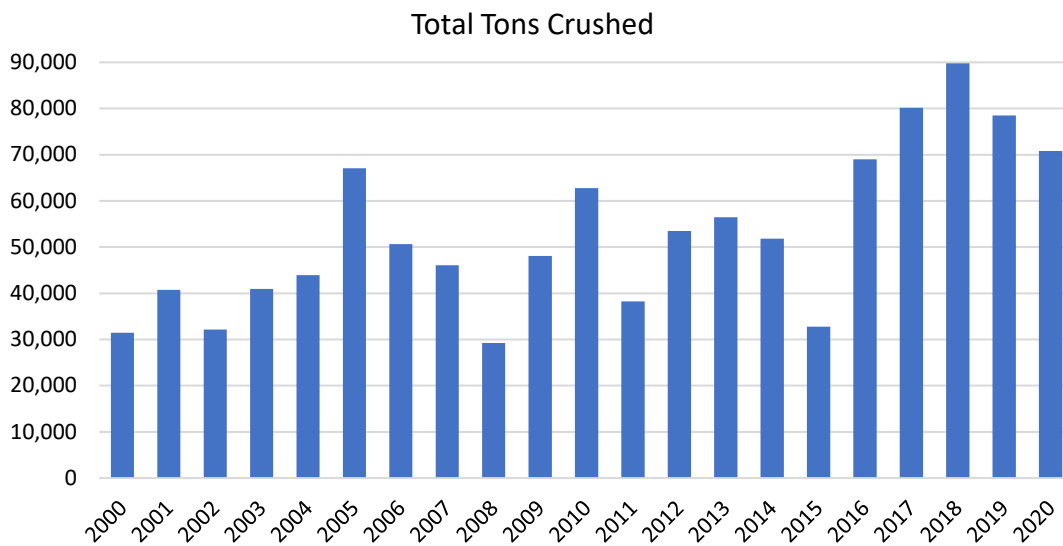


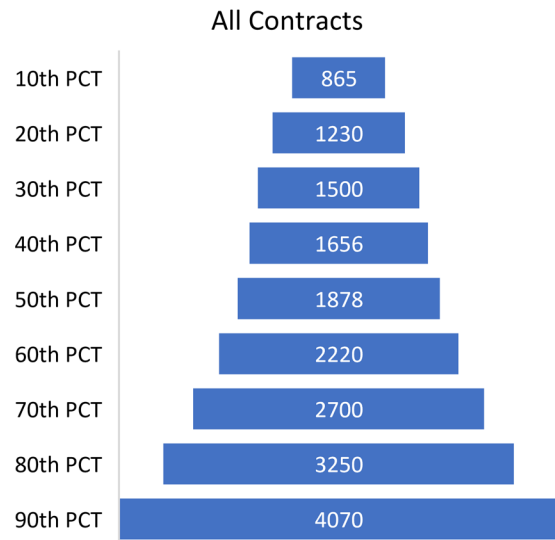
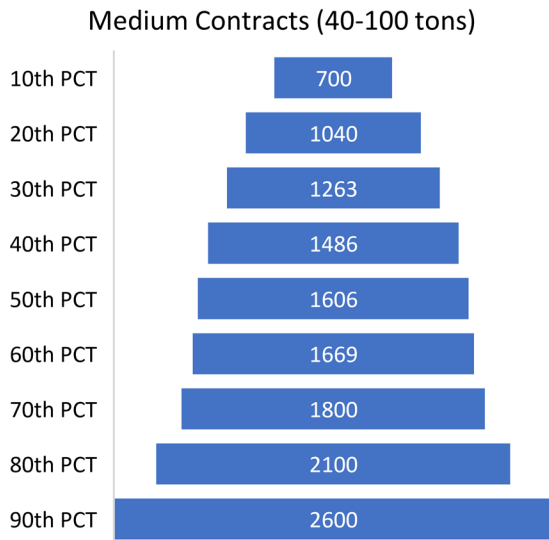
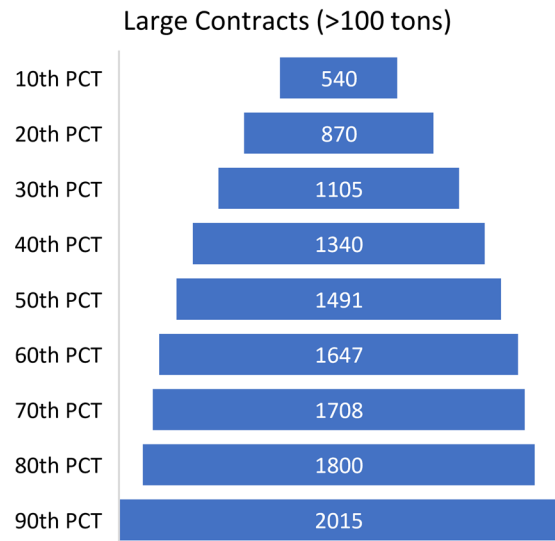
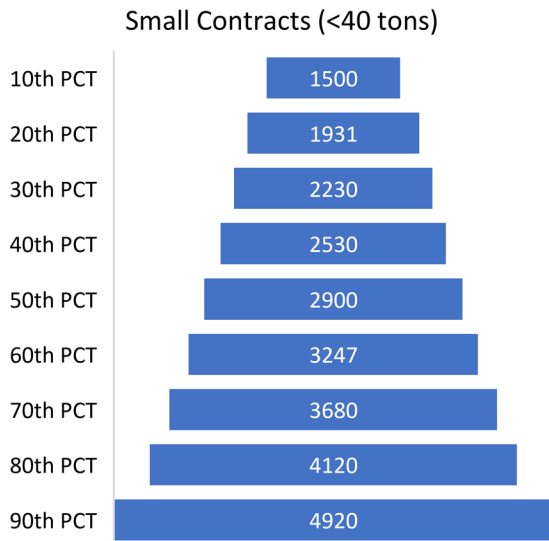
Crush Trends: District 8 Cabernet Sauvignon

Year	<u>All Grapes Crushed</u>			<u>Crushed by Growers</u>		<u>Grapes Purchased</u>	
	Tons	Versus 5YR AVG	Wtd. AVG Brix	Tons	% of All Crushed	Tons	% of All Crushed
2000	31,490	172%	23.8	713	2%	24,044	76%
2001	40,769	192%	24.7	1,425	3%	32,672	80%
2002	32,118	122%	24.9	1,295	4%	23,434	73%
2003	40,919	142%	25.3	2,829	7%	27,459	67%
2004	43,910	134%	24.9	3,816	9%	30,962	71%
2005	67,074	177%	24.9	6,510	10%	48,610	72%
2006	50,635	113%	24.9	7,106	14%	32,026	63%
2007	46,076	98%	25.1	4,495	10%	34,153	74%
2008	29,243	59%	25.8	487	2%	24,561	84%
2009	48,079	101%	24.8	3,036	6%	37,553	78%
2010	62,806	130%	24.3	4,062	6%	48,142	77%
2011	38,278	81%	23.5	1,230	3%	30,543	80%
2012	53,521	119%	24.4	1,501	3%	42,418	79%
2013	56,464	122%	25.4	2,799	5%	43,904	78%
2014	51,848	100%	25.7	1,701	3%	40,890	79%
2015	32,753	62%	24.7	1,393	4%	26,477	81%
2016	69,000	148%	24.7	2,014	3%	57,831	84%
2017	80,195	152%	25.5	3,407	4%	65,423	82%
2018	89,763	155%	25.3	2,847	3%	73,770	82%
2019	78,515	121%	26	3,268	4%	61,238	78%
2020	70,840	101%	25.5	3,968	6%	51,400	73%



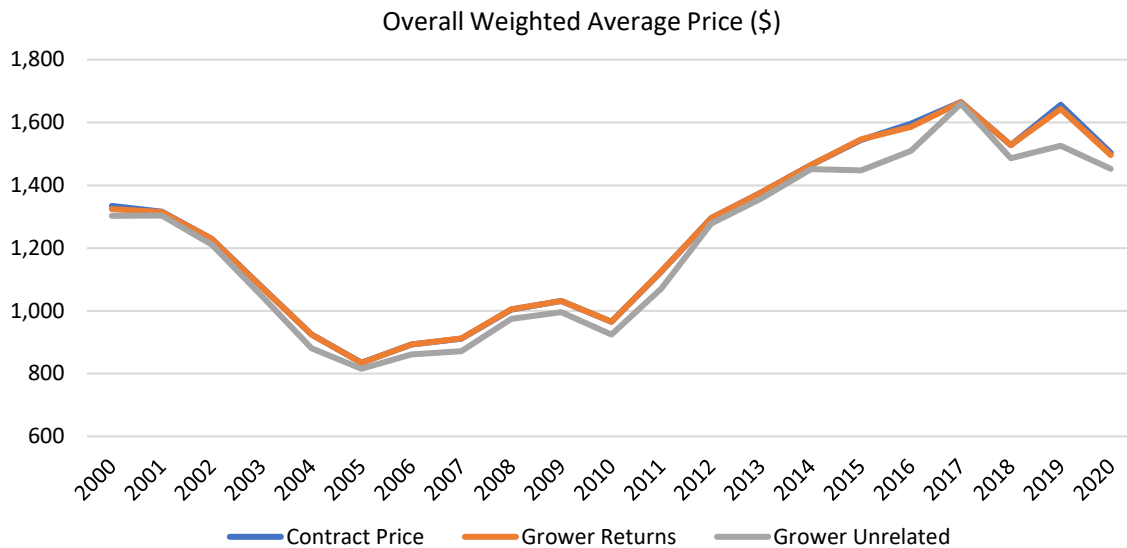
Price Benchmarks: District 8 Cabernet Sauvignon

Sale Size	Pricing by Percentile (\$)										
	Min	10th	20th	30th	40th	50th	60th	70th	80th	90th	Max
Small	700	1500	1931	2230	2530	2900	3247	3680	4120	4920	7900
Medium	300	700	1040	1263	1486	1606	1669	1800	2100	2600	6538
Large	350	540	870	1105	1340	1491	1647	1708	1800	2015	3295
All	300	865	1230	1500	1656	1878	2220	2700	3250	4070	7900



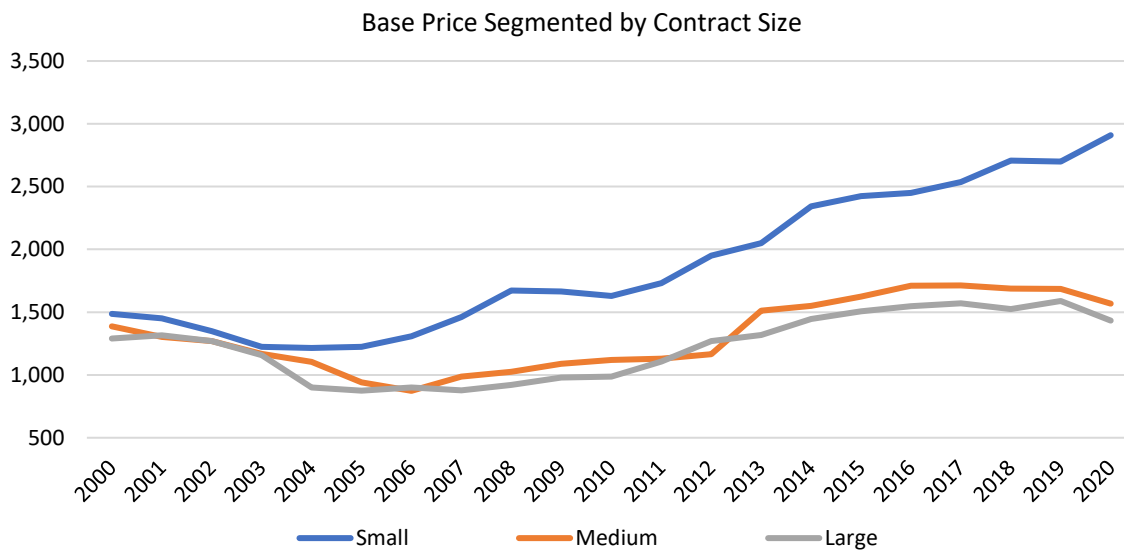
Overall Price Indexes: District 8 Cabernet Sauvignon

Year	Weighted Average (\$)			Index (2000=100)		
	Contract Price	Grower Returns	Grower Unrelated	Base Contract	Grower Returns	Grower Unrelated
2000	1,334	1,324	1,303	100	100	100
2001	1,316	1,315	1,303	99	99	100
2002	1,230	1,229	1,211	92	93	93
2003	1,077	1,076	1,047	81	81	80
2004	925	925	881	69	70	68
2005	835	835	816	63	63	63
2006	893	893	861	67	67	66
2007	912	912	872	68	69	67
2008	1,004	1,005	974	75	76	75
2009	1,032	1,031	996	77	78	76
2010	966	965	924	72	73	71
2011	1,125	1,126	1,072	84	85	82
2012	1,296	1,296	1,278	97	98	98
2013	1,377	1,378	1,358	103	104	104
2014	1,465	1,465	1,452	110	111	111
2015	1,544	1,546	1,447	116	117	111
2016	1,597	1,586	1,510	120	120	116
2017	1,665	1,665	1,660	125	126	127
2018	1,528	1,528	1,486	115	115	114
2019	1,656	1,643	1,525	124	124	117
2020	1,504	1,497	1,453	113	113	111
1YR Chg	-9%	-9%	-5%	-9%	-9%	-5%
CAGR 3YR	-3%	-3%	-4%	-3%	-3%	-4%
CAGR 5YR	-1%	-1%	0%	-1%	-1%	0%
CAGR 10YR	5%	4%	5%	5%	4%	5%



Price Indexes Segmented by Contract Size: District 8 Cabernet Sauvignon

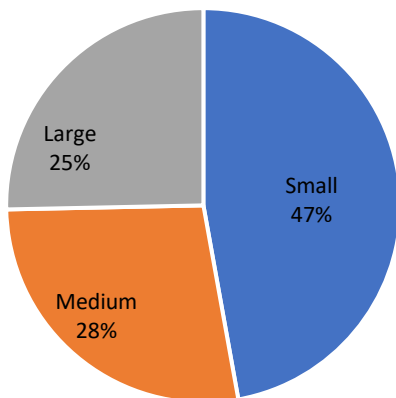
Year	Contract Price - Trimean (\$)			Index (2000=100)		
	Small <40 tons	Medium 40-100 tons	Large >100 tons	Small <40 tons	Medium 40-100 tons	Large >100 tons
2000	1,487	1,386	1,289	100	100	100
2001	1,450	1,303	1,316	98	94	102
2002	1,350	1,269	1,270	91	92	99
2003	1,225	1,168	1,157	82	84	90
2004	1,215	1,104	900	82	80	70
2005	1,225	941	875	82	68	68
2006	1,308	874	902	88	63	70
2007	1,462	988	877	98	71	68
2008	1,672	1,026	921	112	74	71
2009	1,666	1,090	979	112	79	76
2010	1,629	1,121	987	110	81	77
2011	1,731	1,129	1,107	116	81	86
2012	1,951	1,165	1,270	131	84	98
2013	2,050	1,512	1,319	138	109	102
2014	2,343	1,551	1,447	158	112	112
2015	2,425	1,625	1,508	163	117	117
2016	2,450	1,710	1,548	165	123	120
2017	2,538	1,713	1,570	171	124	122
2018	2,707	1,688	1,524	182	122	118
2019	2,699	1,684	1,589	181	122	123
2020	2,909	1,568	1,433	196	113	111
1YR Chg	8%	-7%	-10%	8%	-7%	-10%
CAGR 3YR	5%	-3%	-3%	5%	-3%	-3%
CAGR 5YR	4%	-1%	-1%	4%	-1%	-1%
CAGR 10YR	6%	3%	4%	6%	3%	4%



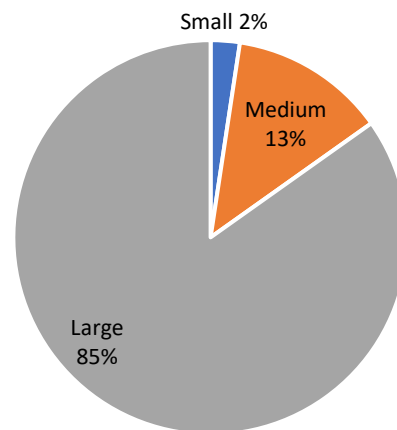
Transactions / Tonnage by Contract Size: District 8 Cabernet Sauvignon

Year	Total Transactions			Total Tons Purchased		
	Small <40 tons	Medium 40-100 tons	Large >100 tons	Small <40 tons	Medium 40-100 tons	Large >100 tons
2000	60	59	31	838	5,684	17,522
2001	85	52	39	1,209	5,556	25,907
2002	91	64	32	1,175	6,615	15,644
2003	89	67	33	1,112	6,883	19,464
2004	87	48	46	1,042	4,894	25,026
2005	85	57	54	987	5,633	41,990
2006	103	63	37	1,309	6,837	23,880
2007	103	51	42	1,257	4,672	28,223
2008	106	38	27	1,043	3,836	19,683
2009	95	50	48	1,238	4,762	31,553
2010	92	43	50	977	4,393	42,772
2011	87	39	36	896	3,714	25,933
2012	114	47	38	1,146	5,404	35,867
2013	123	51	44	1,287	5,187	37,429
2014	140	56	39	1,208	5,154	34,528
2015	125	51	34	1,190	4,674	20,613
2016	133	82	58	1,239	7,715	48,877
2017	129	88	66	1,226	9,151	55,046
2018	142	80	75	1,526	8,084	64,161
2019	140	64	64	1,349	6,486	53,403
2020	108	63	58	1,226	6,574	43,600

Share of Total Transactions: 2020



Share of Total Tons: 2020



Small Contract Price Indexes: District 8 Selected Varietals

