

Zepponi & Company Advises Napa's Outpost Wines in Sale to AXA Millésimes

OUTPOST

July 30, 2018 - Zepponi & Company, a leading merger and acquisition advisory firm dedicated to the beverage alcohol industry, served as the exclusive financial advisor to the owners of Outpost Wines ("Outpost") in the sale of the Outpost winery and brand to AXA Millésimes. Outpost is recognized as one of Napa Valley's elite luxury estate wine brands. The transaction includes the Outpost brand, estate vineyards comprising approximately 28.5 planted acres, winery, equipment, hospitality facilities and residences. The transaction was completed July 23.

Outpost is a one-of-a-kind, historic Napa Valley estate winery situated in the prestigious Howell Mountain American Viticultural Area. The highly regarded, predominately direct-to-consumer luxury brand was nominated in 2017 as one of three finalists (along with Harlan Estate and Abreu) for the *Michelin Robert Parker Wine Advocate Extraordinary Winery Award* in the category of Best Napa Winery. Outpost crafts luxury-priced Cabernet Sauvignon, Zinfandel, Grenache and Petite Sirah wines, as well as a proprietary red blend from its Outpost and True vineyards. The wines consistently receive high ratings from influential wine publications and critics, including Robert Parker, Jr. and Jeb Dunnuck. The beautifully appointed property includes the Howard Backen-designed winery, hospitality facility and tasting patio with unparalleled views of the Napa Valley.

As AXA Millésimes' first acquisition in the United States, the Outpost transaction epitomizes their commitment to producing prestigious, terroir-driven wines from renowned growing regions around the world and complements their existing portfolio of international luxury wine brands.

AXA Millésimes is a subsidiary of the French multinational insurance firm AXA Group and was established in the mid-1980s to focus on investments in the wine industry. Over the past 30 years, AXA Millésimes has built one of the most prestigious luxury winery and vineyard portfolios in Europe. Holdings in the Bordeaux region include Château Pichon-Baron and Château Pibran in Pauillac, Château Petit-Village in Pomerol and Château Suduiraut in Sauternes. Other holdings include Domaine de l'Arlet in Burgundy, the historic vineyard of Disznókő in Tokaj, Hungary and Quinta do Noval in Portugal.



Zepponi & Company is a leading global mergers and acquisitions advisory firm that is dedicated to the beverage alcohol industry, and has been the most active advisor in the North American wine sector. The firm has served as the financial advisor on numerous transactions involving ultra-premium and luxury wine brands, estates and vineyards, such as Orin Swift, Meiomi, Patz & Hall, Kenwood Vineyards, Penner-Ash, Siduri, and WillaKenzie Estate and Stagecoach Vineyard, and has advised some of the industry's largest beverage alcohol companies, including Constellation Brands, Ste. Michelle Wine Estates, Diageo, Jackson Family Wines, F. Korb & Bros. and King Estate. For more information, please visit www.zepponi.com.