

ZEPPONI & COMPANY FACILITATES LANGTRY ESTATE & VINEYARDS TRANSACTION

Foley Family Wines Purchases Majority Interest in Historic Winery in Lake County

SANTA ROSA, NOVEMBER 29, 2012 – Zepponi & Company (www.zepponi.com), the global wine industry mergers and acquisitions advisory firm for ultra-premium, luxury and estate wineries, brands and vineyards, today announced that it facilitated the creation of a new business partnership between Langtry Estate & Vineyards (“Langtry Estate”) and Foley Family Wines (“Foley”). The transaction, which closed on November 27, 2012, gives Foley a majority interest in Langtry Estate’s brand, winery and vineyards assets. Located in the pristine Guenoc Valley just north of Calistoga, Langtry Estate is one of Lake County’s preeminent wineries, selling approximately 150,000 cases of wine annually under the highly-acclaimed *Langtry Estate* and *Guenoc* wine brands. Langtry Estate has a long and storied history dating back to 1888, when the famed stage actress Lillie Langtry first purchased the property.

Included in the transaction were the *Langtry Estate* and *Guenoc* brands, winery production facility and tasting room, approximately 250 acres of modern *Guenoc Valley* AVA-designated vineyards, as well as the historic Langtry House. *Langtry Estate* and *Guenoc* are two of Lake County’s most recognized wine brands and boast an impressive list of accolades. *Langtry Estate* wines consistently receive “90+” wine scores from top wine critics and *Guenoc* wines are frequently awarded “Top Value” and “Best Buy” designations. Financial terms of the transaction were not disclosed.



Zepponi & Company is the largest mergers and acquisitions advisory firm dedicated exclusively to the global wine industry. Headquartered in Santa Rosa, California, the firm’s three principals, Mario Zepponi, Matt Franklin and Joe Ciatti, are established wine industry veterans, with expertise in strategic transaction analysis, valuations and creativity in structuring complex transactions. Zepponi & Company has served as advisor on numerous transactions involving ultra-premium and luxury wine brands, estate wineries and vineyards, including Chalk Hill Estate, Diageo Chateau & Estate Wines, Kendall Jackson Wine Estates, Four Vines, Langtry Estate & Vineyards, Kuleto Estate and F. Korb & Bros. For more information, please visit www.zepponi.com.