



TREASURY
WINE ESTATES

Media Release

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**NEW US SUPPLY CHAIN AGREEMENTS
BUILD MOMENTUM FOR TREASURY WINE ESTATES**

Treasury Wine Estates (TWE) has signed agreements to provide production and packaging services for Accolade Wines in the United States (US).

Under the terms of the agreements, TWE will undertake contract packaging at its Napa Bottling Centre and permit Accolade to make wine at TWE's Asti winery.

Stuart McNab, Chief Supply Officer for TWE said the new arrangements would utilise capacity in TWE's US production network.

"This is a great outcome for both parties. TWE's increased focus on maximising efficiencies in our global supply network has enabled us to leverage spare capacity and generate additional financial returns for our US operations."

"These contracts will help TWE "win in the Americas" which is a key strategic focus for us in Fiscal 14," he said.

These types of arrangements are a first of their kind for TWE in the US and they build on the benefits both parties have seen from the 2012 reciprocal packaging agreements initiated between TWE and Accolade in Australia and the United Kingdom.

The multi-year packaging contract will commence in November 2013 and the production arrangements at Asti will commence with the 2014 vintage.

These new arrangements underpin TWE's longer-term supply optimisation strategy aimed at better utilisation of TWE's supply chain assets around the globe.

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Background information on TWE

TWE is a unique global wine business with a leading international portfolio of new world wines.

Selling more than 80 brands into over 60 countries, TWE's portfolio includes its five Foundation brands Beringer Vineyards, Lindeman's, Penfolds, Rosemount Estate and Wolf Blass and also Annie's Lane, Castello di Gabbiano, Chateau St. Jean, Coldstream Hills, Devil's Lair, Etude Wines, Greg Norman Estates, Heemskerk, Matua, Pepperjack, Seppelt Wines, Stags' Leap Winery, Wynns Coonawarra Estate, Yellowglen and more.

With over 11,000 hectares of vineyards, sales of 32 million cases of wine annually, and revenues of about AU\$1.7 billion, TWE employs more than 3,500 winemakers, viticulturists, sales, distribution and support staff across 16 countries.