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THE
DUCKHORN
PORTFOLIO

SEAN SULLIVAN

Executive Vice President | Chief Strategy and Legal Officer



Sean Sullivan is an accomplished executive, board member and strategist with extensive experience in the consumer products and retail industries. Sean excels at building and leading cross-functional teams through key moments of growth and transformation, including acquisitions, project launches, crisis responses, initial public offerings, and strategic realignments.

Sean joined The Duckhorn Portfolio (NYSE: NAPA) in February 2019 and serves as its executive vice president, chief strategy and legal officer. As a member of the company's executive team, Sean built and leads a group of departments that work collaboratively with every function of the business to deliver thoughtful solutions and capitalize on opportunities to strengthen the company, drive growth, and mitigate risk. Starting from a core of strategy, M&A, legal and regulatory responsibilities, he showed versatility and adaptability in leading departments and initiatives including human resources, risk management, government relations, IPO preparedness, investor relations and sustainability.

Sean was instrumental in the company's response to the COVID-19 pandemic as the leader of the legal, human resources and safety departments at the company, seeking to ensure employee safety, continued business growth and legal compliance. He excels as a leader in collaborative product innovation, including partnering with the winemaking and marketing teams to navigate complex regulatory and logistical challenges to introduce an unprecedented Burgundy offering under the Kosta Browne brand.

Sean's work as the quarterback of Duckhorn's successful IPO is regarded as a standout achievement of his tenure at the company. His experience in all of the legal, financial and communication elements of the IPO was crucial in making Duckhorn one of one of the best-performing consumer IPOs of 2021. Sean has been recognized as a consistent and thoughtful presence in the company's investor engagement, speaking on quarterly earnings calls and engaging research analysts in follow-up meetings each quarter. He has also, along with the CEO and CFO, spoken at every investor conference, non-deal roadshow and nearly all investor meetings since the IPO in March 2021.

This year, in his role leading M&A, Sean led a cross-functional team of more than 50 employees and advisors to acquire Sonoma-Cutrer Vineyards and drive profitable inorganic growth. Drawing upon his skills as an investment banker and attorney, Sean led the negotiations with Brown-Forman (NYSE: BF-B) and developed a creative \$400 million deal structure that allows Duckhorn to achieve a key strategic goal of becoming a leader in the luxury Chardonnay category in an earnings accretive deal while maintaining the company's low leverage ratio.

Prior to joining Duckhorn, Sean developed best-in-class legal and financial skills as an attorney at Gibson, Dunn & Crutcher and an investment banker at Credit Suisse. He advised on 20 successful IPOs, over 100 mergers and acquisitions, and served as primary outside counsel to numerous public and private companies. His work ethic, professionalism, and drive as a contributor to and leader of teams during the combined 13 years in these roles was the foundation for many long-standing professional and personal relationships.

Sean recently joined the Board of Directors of Dutch Bros. Coffee (NYSE: BROS), the drive-through beverage company with a market capitalization of \$5 billion. He serves as a member of the Board of Trustees and as chair of the Compensation Committee of Grace Cathedral in San Francisco. He is involved in a number of Bay Area charities supporting enhanced educational opportunities and the LGBTQ+ community. Sean graduated from Columbia Law School, where he received his *Juris Doctorate* and was named a James Kent Scholar. He earned his undergraduate degrees in economics and politics from Saint Mary's College, where he graduated *summa cum laude*.