

THE
DUCKHORN®
PORTFOLIO

SEAN SULLIVAN

Executive Vice President | Chief Strategy and Legal Officer

Sean Sullivan is a seasoned executive leader and strategist in the luxury consumer goods and life sciences industries who joined The Duckhorn Portfolio in early 2019. Sean excels at building and leading teams through growth and transformation, including brand launches, crisis response, strategic acquisitions and initial public offerings. As a member of The Duckhorn Portfolio executive team, Sean leads a group of departments that work collaboratively with every part of the business, from production and marketing to sales and finance, to deliver thoughtful solutions and capitalize on opportunities to strengthen the company, drive growth and mitigate risk. He has proven success in generating stockholder value through strategic corporate and organizational development, capital raising transactions, mergers and acquisitions, risk management and sound board governance.

Sean draws upon 13 years of experience in corporate law and investment banking in New York and San Francisco to bring intellectual rigor and practical know-how to the company's executive team. Prior to joining the Duckhorn Portfolio, Sean advised on 19 successful IPOs, over 100 mergers and acquisitions and served as the primary outside SEC counsel to numerous public companies as a corporate attorney at Gibson Dunn and as an investment banker at Credit Suisse. As Executive Vice President, Chief Strategy and Legal Officer, he is the hands-on leader of a diverse set of teams executing both strategic and tactical initiatives:

- **Corporate Strategy.** Leading and collaborating on projects to determine the optimal time, approach and capital allocation to grow the business and make investments to support scale.
- **Investor Relations.** Developing and delivering to investors and equity analysts the story of the company's historic performance, projected future growth and points of differentiation and strength.
- **M&A.** Identifying targets, evaluation, model review, deal negotiation and integration.
- **SEC Reporting and Governance.** Managing SEC filings, securities offerings, Board of Directors relations, corporate governance best practices and corporate structuring.
- **Legal.** Overseeing ABC and TTB regulatory compliance, trade practice and distributor matters, intellectual property, land use and water rights, litigation and contract negotiation matters.
- **Government and Trade Association Relations.** Advocating and thought leadership on tax, land use, environmental, labeling, trade, and hospitality industry policies.
- **Human Resources and Safety.** Directing enterprise-level organizational development, benefits, executive compensation, internal investigations, labor law and employee safety.
- **Diversity, Inclusion and Equity.** Designing and implementing the company's diversity curriculum and enhancement of disadvantaged community hiring and promotion policies.
- **ESG and Environmental Matters.** Working cross-departmentally to develop, measure performance against and communicate ESG goals; managing environmental protocols and reporting, wildfire prevention and flood preparedness.
- **Risk Management.** Leading insurance strategy, claim negotiation, concentrated asset diversification and supply chain dislocation response.

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*.