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### **BUSINESS PRESENTATION**

We hereby present you with a brief profile of our company, Microbirrificio Namaste Srls, and its structure.

Microbirrificio Namaste Srls. was founded in 2014, with the aim of producing high quality Craft Beer through the use of carefully selected ingredients that would meet the precise requirements in terms of organoleptic characteristics and territoriality.

All the production machinery is in our ownership and no production phase is entrusted to third parties. Currently, the production takes place within our main facility, located in Aci Catena (Catania), and is divided as follows:

- 800 m2 - beer production line - management offices, marketing and customer care departments, tasting hall, conference room, educational area, and raw material warehouse
- 200 m2 - organic vegetable garden for catering purposes during promotional events
- 1500 m2 - outside handling area (loading / unloading) & parking
- 3300 m2 - green park area dedicated to social events (concerts, outdoor cinema, theatrical performances, etc.)

Within Sicily, in addition to our main warehouse in Aci Catena, we also have warehouses in Palermo, Siracuse, Ragusa and Agrigento, and on mainland Italy in Trento, allowing us easier and faster distribution of the product to our clients. In Tuscany, Lombardy, Campania and Calabria regions, we are present through direct collaboration with various distributors. Our sales network consists of 25 direct sales representatives and various distribution points around the Italian territory.



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At present, we are in the process of developing a new sales network and subsequent construction of new warehouses also in the North and Central Italy, which would then be serviced by our new direct sales representatives. In reference to shipping our products, we make use of convenient agreements with major carriers. The current production is 15.000 hl/year (ca. 300.000 bottles/yr), which is expected to increase to 20.000 hl/year by April 2019.

At the moment, we have 4 product lines, PREMIUM – AMURUSA - SICILIAN IPA AND SIKELE.

### **PREMIUM**

This line consists of 6 beer types and is available in 0.75 L and 0.33 L bottles.

These PREMIUM bottles have an elegant design and are produced of thicker glass than is usual for common beer bottles. Much attention and thought has been given also to the label design to reflect the uniqueness of this product also on the outside - A case unit consists of 6 bottles at 0.75 L and 18 bottles at 0.33 L.

### **AMURUSA**

This line consists of 4 beer types, one of which is “gluten-free”. - It is available in 0.75 L and 0.33 L bottles, except the “gluten-free” variety, which is available ONLY in 0.33 L.

The AMURUSA bottles are in a classic shape with regular glass thickness, allowing us this way to offer this line at a slightly lower cost than the PREMIUM line. - A case unit of regular AMURUSA consists of 6 bottles at 0.75 L and 24 bottles at 0.33L. - A case unit of “gluten-free” AMURUSA consists of 24 bottles at 0.33 L, ONLY.

### **SICILIAN IPA**

This line consists of 1 beer type, is available ONLY in 0.33 L. - A case unit consists of 15 bottles.

The SICILIAN IPA bottles are in a classic shape with regular glass thickness, allowing us this way to offer this line at a slightly lower cost than the PREMIUM line .



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## **SIKELE**

This line consists of 1 beer type, is available ONLY in 0.33 L. - A case unit consists of 24 bottles

The SIKELE bottles are in a classic shape with regular glass thickness, allowing us this way to offer this line at a slightly lower cost than the PREMIUM line .

Our current rating on “Untappd.com” (geosocial networking service within brewery world) is 3,62 out of 5,00. We are recognized as a very solid company, paying particular attention to the relationship with the final customer as well as any intermediate partners, in order to be competitive and be able to progress towards the pre-established objectives. We thank you for your attention and may you require any further information that might help in establishing potential future business relationship, please do not hesitate to contact us.

With kind regards,

Dott. Giancarlo Di Giulio

Chief Executive Officer