
April 17, 2014

Dear Sirs,

On behalf of “Odessa Sparkling Wine Company” (Odessa, Ukraine) and I wish to present our sparkling wines to market professionals.

Please kindly find enclosed the portfolio of our new product line – Odessa™ Sparkling Wine 2015 – hope you’ll like the range.

We now estimate the price for the whole product line of our new brand “Odessa” (8 SKU) for EU market at the level of EUR 1,75.

Considering the need to input these products into turnover, we offer entry discount to the level of EUR 1,55 till the end of year 2015.

We look forward to get all possible feedback on product and pricing from you. Maybe we can discuss the possibility to enter your import portfolio, or maybe you will be so kind to recommend us some other ways.

On the other side OSWC still produce some entry level products such as Soviet style sparkling wines which suits very well for the private label products of the trade networks and distributors.

Our best price for such entry level products vary from EUR 0,95 for our “Sovietskoe”(2 SKU in various design) to EUR 1,20 (5 SKU) for “Odessa Sparkling”.

We also consider above mentioned product lines suitable for the production of various private label quality sparkling wines.

Please let me know if you have interest for Kosher sparkling wines as have just released our Kosher for Passover semisweet sparkling wine. If you need additional information on that product – please let me know.

In case you need more info on that part of our business – please do not hesitate to contact me.

Thank you for your kind attention and looking forward for your comments.

With best regards,

Dmitriy Mironenko

Foreign Trade Department

PJSC “Odessa Sparkling Wines Company”

36, French boulevard, Odessa, Ukraine

Ph.: +38 (048) 734-48-46

Mob.: +38 (050) 488-01-07

+38 (067) 483-01-07

E-mail: dmitriy.mironenko@oswc.com.ua

Skype: dmitriy_mironenko