F24 New Listing Brown-Forman Travel Retail Division

HELLO

CISC

BOND & CO 2024-





JACK DANIEL'S FAMILY OF BRANDS - PRICING GUIDANCE





INSPIRED BY MR. JACK'S SPIRIT OF ADVENTURE & EXCLUSIVE TO TRAVELERS

Mr. Jack Daniel never ventured very far from home and his distillery in Lynchburg, Tennessee, yet he hoped to share his whiskey further afield.

He did make one long train trip to St. Louis, Missouri, back in 1904, for the chance to see the world's wonders at the St. Louis World's Fair.

While there, he entered his whiskey into the international competition and came away the winner of a gold medal, the first of many.

The Tennessee Travelers series honors Jack's desire for him and his whiskey to see the world; how Jack Daniel's has spread to all four corners of the globe and how we continue to explore the world of tastes found in the whiskey crafted in one place; the Jack Daniel Distillery.





Jack Daniel's Tennessee Traveler exclusive - expanding traveler's whisky journey

Key Information:

CRAFTED FOR

DISCOVERY

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MAKEIT COUNT

LACK DANIE

- 50cl 107 proof
- RRP \$39 USD
- Available to order for all GTR customers from January 2023

Jack Daniel's Tennessee

research

TENNESSEE TRAVELERS

CRAFTED FOR

DISCOVERY

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MAKE IT COUNT

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- Validated by consumers in qual research, inspiring **discovery** and **exploration** for global travelers
- 50cl size is disruptive, encourages exploration and giftability. Particularly well received in markets with DF allowance
 - 107 proof is well received and justifies the price point, along with the Travel Exclusivity



TENNESSEE TRAVELERS SWEET & OAKY

STRAIGHT TENNESSEE WHISKEY

A traditional 107 Proof that intensifies the flavor and not the heat. Flavor derived from the NEW American charred oak barrels. 80% Corn, 12% Barley, 8% Rye

TASTE

Caramel, vanilla & toasted cak. Concentrates on mid palate balance of sweet and oak.

AROMA

Balanced character. Sweet, oaky, medium body.

FINISH

Creamy and clean.

PROOF

MASTER DISTILLER

VOL

SWEET DAKY • LIMITED • MASTER DISTILLER EDITION ----



TENNESSEE TRAVELERS BOLD & SPICY

STRAIGHT TENNESSEE RYE WHISKEY

A traditional 107 Proof that intensifies the flavor and not the heat. Flavor derived from the unique and spicy rye grain. 70% Rye, 12% Barley, 18% Corn

TASTE

Caramel and dry baking spices

AROMA

An enticing blend full of sweet, soft fruit layered with underlying rye spice and oak. FINISH

Peppery rye character on the back end.

PROOF 107

MASTER DISTILLER VOL Dei flitto 53.5%.

1001 BOLD & SPICY TENNESSEE TRAVELERS BOLD & SPICY STRAIGHT TENNESSEE RYE WHISKEY • LIMITED • EDITION PROOF MASTER DISTILLER 538% 1. FAT 500ml





Allow us to introduce you to our newest family member...

JACK DANIEL'S AMERICAN SINGLE MALT OLOROSO SHERRY CASK

The 1st Jack Daniel's American Single Malt to be launched in Global Travel Retail.

Jack Daniel's (90 Proof) American Single Malt Whiskey is AGED IN HAND-CRAFTED NEW, CHARRED OAK BARRELS AND FINISHED IN THE FINEST OLOROSO SHERRY CASKS

This whiskey is a new take on timeless single malt traditions. Carefully crafted in Tennessee, it is a rich and complex signature, characterized as dark chocolate covered nuts & berries, with a subtle, sweet sherry finish. Old World Meets New World, from the makers of Jack Daniel's.

Category **DISRUPTIVE** launch, which has been validated in research as driving **REAPPRAISAL** for Jack Daniel's







- SAY HELLO TO -RICHER SIPPING



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A MERICAN * SINGLE MALT OLOROSO SHERRY CASK

STYLE:	American Single Malt finished in Oloroso Casks.

FLAVOR PROFILE: Rich and complex.

COLOR: Brilliant burgundy with flecks of bronze and copper.

AROMA: Soft oak, fruit and cocoa.

SME

nd copper. STRENGTH: 90 Proof / 45% alc.

TASTE: It is rich and complex, characterized as dark chocolate covered nuts and berries with a subtle sweet Oloroso Sherry finish.

A TRAVELER EXCLUSIVE

1L RRP: \$100 USD £85 €95 \$150 AUD



1L



Jack Daniel's & McLaren Racing: Two ICONIC Brands join forces

coming in 2023

MCLAREN PARTNERSH IP

ANNOUNCING

Please Drink Responsibly.

Jennesson Whitekee, 40% ARV, JACK DAMIL, DISTRILERY, Lynchbarg, TR. Jack Banal's and SU No. 7 are registered trademarks. vi2002 dash Davorf 5. Planne do not share an forward this september with anyone under the logal distring agtion of the second se

SEPTEMBER 12, 2022



Jack Daniel x McLaren Limited Edition





We are leading the way with step changing initiatives



Strengthen JDTW's iconic status **Recruit** next generation Luxury travellers



Build & own SP+ American Whiskey

Step changing reach & prominence, owning our lighthouse locations

Improve & Grow Permanent Visibility

Create memorable & immersive retail experiences Expand JDSB prominence & launch GTRexclusive JD ASM









WOODFORD RESERVE°



OLSTILLER'S SELECT. WOODFORD RESERVE' KENTUCKY STRAIGHT BOURBON WHISKEY



A Perfectly Curated Portfolio



WOODFORD RESERVE°



EDITION

WOODFORD RESERVE

Baccara.

WOODFORD $RESERVE^{\circ}$

THE #1 SUPER PREMIUM AMERICAN WHISKEY IN THE WORLD

Baccarat

THE MOST PRESTIGIOUS FRENCH CRYSTAL ARTISANS

WOODFORD RESERVE



WOODFORD RESERVE®

WOODFORD RESERVE

Baccara

TWO ICONS OF CRAFTSMANSHIP HAVE COME TOGETHER TO CREATE WOODFORD RESERVE BACCARAT EDITION

WOODFORD RESERVE



THE ULTIMATE EXPRESSION FROM WOODFORD RESERVE

Woodford Reserve Baccarat Edition is crafted by uniquely finishing the most complex and balanced Kentucky Bourbon in select XO Cognac barrels. Sourced by our Master Distiller Chris Morris, each barrel has seen three seasons of cognac before being filled with Woodford Reserve. The result is the best of both spirits – a balance of crisp American and French oak notes, complex fruit character, subtle spiciness and a creamy confectionary finish.



BACCARAT EDITION – The Ultimate Expression of the best American Whiskey & Finest French Cognac



WOODFORD RESERVE*

PROCES S:	Woodford Reserve Kentucky Straight Bourbon finished in the finest XO Cognac barrels, bottled in handmade decanters from the artists at Baccarat – the only American whiskey currently available in the precious crystal
PROOF:	90.4
COLOR:	Deep Brown
AROMA:	Rich toasted oak dusted with chocolate and cocoa notes, creamy vanilla bean, and hints of clove and cinnamon spice cover a deep layer of dried fruit and citrus peel.
TASTE:	Elegant vanilla, dark chocolate, dried fruit and creamy caramel top layers of rich malt and oak.
FINISH:	Velvety with a long delicately spiced caramel mocha note
SIZE:	750 ml
RSP:	GTR 700ml = \$1,700 USD

WOODFORD RESERVE



WOODFORD RESERVE



CUSTOMER BENEFITS

First of its kind release from #1 Super Premium American Whiskey

The Prestige Plus American Whiskey category grows at a continued double digit rate, with a 17% three year CAGR.

From Brown-Forman, the leaders in American Whiskey

A release that truly **talks to the new luxury consumer**

WOODFORD RESERVE

WOODFORD RESERVE BACCARAT EDITION HAS FEATURED IN SOME OF THE LEADING TRADE AND CONSUMER ONLINE MAGAZINE AND GENERATED OVER 49.5 MILLION IMPRESSIONS



drinks business



THE **SPIRITS** BUSINESS









GLORIFIERS AND FSU's AVAILABLE









A Spectacle for the Senses to Create love at first sight











A Spectacle for the Senses to Create love at first







BENRIACH

ACCELERATE MOMENTUM

BENRIACH SPEYSIDE SINGLE MALT SCOTCH WHISKY

BENRIACH

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BENRIACH

TRIPLE DISTILLED

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A-WORLD OF FLAVOUR

OUR WHISKY MAKING PROCESS LAYERS OF FLAVOUR

Benriach Distillery has long been the home of artistry and expertise across whisky distilling and maturation since 1898.



SIGNATURE SWEET MASH

Our mineral rich water drawn from an underground aquifer and four water mashing enhance Benriach's signature fruit-laden style in the initial stages of production.



Three different types of spirit (classic, peated, triple distilled) allow us to explore the full flavour possibilities of Speyside Single Malt.



ECLECTIC CASKS FROM AROUND THE WORLD

We use an eclectic range of cask types from around the world, dating back to the 1960s, to mature Benriach spirit, adding layers of flavour to every expression.





HISTORIC SEASONAL FLOOR MALTINGS

Benriach is one of just two remaining distilleries in Speyside to distill whisky using malted barley from its own floor maltings, celebrating a tradition which started when the distillery was founded in 1898.

OUR MASTER BLENDER, DR. RACHEL BARRIE

By combining our Master Blender's artistry and expertise alongside our eclectic cask selection and three Speyside styles, we continue to create the highest quality, richly multilayered single malts.

OUR WHISKY MAKING PROCESS SIGNATURE SWEET MASH

Ruggedly beautiful, Benriach Distillery stands on the site of the old Riach farm in north Speyside, drawing its water source from a mineral-rich, underground aquifer, deep beneath the distillery grounds.

During mashing, a process turning barley's starch into fermentable sugar, we use four batches of our mineral rich water, instead of the usual three. This takes longer but allows us to unlock maximum sweetness from the barley. We call it a 'four water mash'.

In fermentation, the next stage of the production process, we add yeast to the four-water mash. This creates the wash, a beer-like product ready for distillation.

The high level of sweetness from the barley, alongside the mineral rich purity of the water, enable us to create a fruitier wash.

It is this fruit-forward wash we are looking for at Benriach, to start unlocking our signature orchard fruit notes during distillation.









OUR WHISKY MAKING PROCESS THREE STYLES OF WHISKY

At Benriach Distillery, we have an unconventional whisky making heritage producing three styles of whisky; classic unpeated, peated and triple distilled.

Classic Speyside

At Benriach, we use a bespoke distillation process to create our signature, fruit-laden spirit. We run our stills nice and slow, to create a longer 'heart' of the run, capturing the maximum levels of esters in the spirit. In flavour, esters develop as fruit notes, so our fruit forward distillation works to capture layers of orchard fruits and citrus zest in the heart of Benriach's spirit.

Smoky Speyside

In the early 1970s, Benriach returned to distilling some whisky in the old, 19th Century style using malted barley smoked with Highland peat. It was a bold, unconventional move in a Speyside whisky-making region known for crafting unpeated whiskies. We harness this creative spirit to the present day as we craft batches of peated whisky during our Smoke Season. It's a time of year when the smoky aromas of rich Highland peat emanate through the twists and turns of our distillery in Moray. This Highland peat with its prevalence of wood from ancient trees, heather and bracken, toasts our malt to produce distinctly sweet and aromatic smoke flavours into our whisky. This is in contrast to the more medicinal West Coast peat, most well known for its use on Islay.

Triple Distilled

In the 1990s, Benriach began making small batches of triple distilled spirit; a tradition we continue once a year. The third distillation further



DETAILED PRODUCT INFORMATION THE QUARTER CASK

To make Benriach Quarter Cask, Benriach spirit is first matured in bourbon barrels then undergoes a second maturation in bespoke quarter casks. These smaller casks allow more interaction between wood and spirit, intensifying maturation for depth and richness of flavour, to create layers of glazed orchard fruit and rich vanilla, finishing with notes of ripe barley and oak spice. All in perfect balance.

Benriach Quarter Cask shares the same orchard fruit character as BenRiach 10 but the more dominant use of bourbon creates more rich vanilla notes with nutty oak spice. The intense maturation in guarter casks also brings balanced notes of spiced oak with the rich vanilla. This is the only quarter cask expression currently available permanently in global travel retail.

AWARD WINNING

In 2019 Benriach Quarter Cask won a double gold medallion at the San Francisco World Spirits Competition.



1L PACKAGING EXCLUSIVELY FOR GLOBAL TRAVEL RETAIL

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QUARTER

SPEYSIDE SINGLE MALT

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BISTRAED & BOTTLED THE BENEFACH DISTILL KURIN MORAL CRAVEL EXC.



spice

QUARTER CASK

8	MATURED IN SMALL CASKS
ACH CASH SCOTCH WHISH	
ALL CASKS	BOURBON QUARTER Cask
layargod witti santunid kun tich varalla, yeksat menten and rustly aak apor	AGE Non aged statement
RNIS	COLOUR burnished gold
	NOSE candied fruit, rich vanilla, fresh oak
	PALATE sugared pear and honeyed apricot with finishing notes of fresh barley cream and oak spice
To Il	SMOKE LEVEL nil
Junil	ABV 46%
N. SCOTLAND NR. Y. CLA. CAMILLIN KHISHER AL B. A.S. N	NATURAL CASK-IMPARTED COLOUR

QUARTER CASK MATURATION ENHANCES DEPTH AND RICHNESS

DETAILED PRODUCT INFORMATION THE SMOKY QUARTER CASK

In the early 1970s, Benriach broke convention in Speyside by returning to distilling batches of whisky in the old, 19th century style, using malted barley smoked with Highland peat. This wood rich Highland peat imparts distinctly sweet and smoky notes into Benriach peated whiskies.

Benriach Smoky Quarter cask has been crafted from a combination of unpeated and peated spirit; first matured in bourbon barrels, then undergoing a second maturation in bespoke quarter casks. These smaller quarter casks allow more interaction between the wood and the spirit, intensifying maturation for depth and richness of flavour, to create layers of ripe fruit, fresh wood smoke and spiced vanilla, with finishing notes of mellow smoke and nutty oak. All in perfect balance.

The Smoky Quarter cask has more ripe fruit notes compared to the smoked applewood flavours of Benriach The Smoky Ten. As a result of 100% bourbon maturation the peat notes come out more in the form of oak wood smoke and spice balanced by notes of creamy vanilla. This is currently the only peated quarter cask expression available exclusively in global travel retail.

AWARD WINNING

In 2019 Benriach Smoky Quarter Cask won a gold medallion at the San Francisco World Spirits

Competition.



1L PACKAGING EXCLUSIVELY FOR GLOBAL TRAVEL RETAIL





SMOKY QUARTER CASK

MATURED IN SMALL CASKS



BOURBON QUARTER CASK

AGE Non aged statement

COLOUR olive gold

NOSE woodsmoke, pear and freshly kilned malt

PALATE smoked nectarine, peppered malt and creamy vanilla, with finishing notes of mellow smoke and nutty oak

SMOKE LEVEL medium

ABV 46%

NATURAL CASK-IMPARTED COLOUR

QUARTER CASK RICHNESS WITH ADDED LAYERS OF SMOKE

DETAILED PRODUCT INFORMATION TRIPLE DISTILLED TEN

In the 1990s Benriach began making batches of triple distilled spirit; a tradition we continue once a year. The third distillation further enhances Benriach's fruit-laden character, creating an ultrasmooth spirit for this small batch expression.

After the third distillation, The Triple Distilled Ten is three cask matured for at least ten years in bourbon barrels, Pedro Ximénez casks, and virgin oak. The whisky from each cask is then expertly married together, to create the smoothest of single malts, layered with glazed fruit, creamy vanilla and vibrant oak spice, finishing with fruit and oak in perfect balance.

We look forward to entering this expression into global spirit awards for the first time in 2021.





SUPREME SMOOTHNESS AND MULTILAYERED STYLE


Righland Single Malt Scotch Whisky 2024 will be a seminal milestone in our long term vision for The GlenDronach

GLENDRONACH

Brand Vision

The GlenDronach will become the new generation sherried whisky connoisseur, elegantly enriching the prestige Single Malt space with its revered mastery.



Mastering the art of Sherry cask

GLENDRONACH IS A LEADING SINGLE MALT IN GTR, BEING PART OF THE TOP 30 SINGLE MALTS



*Source: IWSR 2022

Exclusively for Travel Retail

The GlenDronach Forgue Aged 10 Years

Hidden deep in the Highlands, The GlenDronach Distillery has been quietly perfecting sherry wood maturation since 1826.

Our founder, James Allardice, built the distillery in the fertile landscape of the valley of Forgue. Here, he discovered the rich depths of sherry wood maturation, marrying Scottish spirit to Spanish cask. Little has changed over the centuries. Our craftsmen use the same traditional cast iron mash tun, wooden wash-backs and elegant copper pot stills.

The GlenDronach Forgue Aged 10 Years is a richly sherried Highland single malt, matured in fine Pedro Ximénez and Oloroso sherry casks. A dram which encapsulates the heritage and terroir of Forgue: a cornucopia of brambles, ripe barley and resinous oak, with a long, lingering finish.

Tasting Notes

Colour: Burnished copper with a deep harvest-gold hue.

Nose:

A dance of Seville blood orange and cherry, with harvest-ripe barley, roast chestnuts and winter- spiced cocoa.

Taste:

Sweet Valencia orange and Morello cherries with rolling waves of ripe barley. As the flavour deepens, savour dark currants, praline toffee and earthy brambles.

Conclusion:

A richly satisfying, lingering finish of orange-laced tobacco and ground nutmeg.





GLENGLASSAUGH

EST P 1875

AWAKENING GLENGLASSAUGH



BRAND CREATIVE IDEA

SHAPED BY LAND

Something wonderful happens where the land meets the sea at Sindered Bay. It's a place of union, where the forces of nature work together, awakening our senses, connecting us and invigorating all life around it. Glenghessingh appreciate this wonder, valuing everything it offers. So, we open our doors, and invite all of this in, to share this very special whisky



GLENGLASSAUG

AND SEA.

NEW BOTTLE CONFIDENTLY SPEAKS TO OUR COASTAL STORYTELLING





A SPIRIT REAWAKENED - INTRODUCING THE NEW CORE RANGE







12 YEAR OLD ABV 45%

Glenglassaugh 12 Year Old embodies our signature coastal style. Matured in bourbon, sherry and red wine casks for luscious waves of ripe fruit carried on an ocean breeze.

TASTING NOTES

COASTAL MAD

GLENGLASSAUCH

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NL-5%Vol.

Colour: Luminous gold

Nose: Sweet coastal waves of ripe apricot and fig meld with toasted vanilla and tropical flora, carried on a warm ocean breeze.

Taste: Candied pistachio, date and sweet fig roll into waves of morello cherry and whipped cream, infused with fresh coastal air.

3 KEY SELLING POINTS

First flagship age statement launched since the distillery's reawakening in 2008

A perfect introduction to the lush, coastal and tropical flavour profile of Glenglassaugh single malt Ideal for whisky explorers looking to try a new Single Malt distillery

CATEGORY REFERENCE

Talisker 10

Oban 14

FLAVOUR SUMMARY

Elemental and harmoniously balanced

COASTAL SINGLE MALT SCOTCH WHISKY

GLENGLASSAUGH

FLAVOUR STORYTELLING & PAIRING INSPIRATION GLENGLASSAUGH 12 YEAR OLD



These flavour images are from a range of online sources and should not be distributed externally

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SANDEND ABV 50.5%

Inspired by the crescent beach of Sandend Bay, Glenglassaugh Sandend is matured in bourbon, sherry and manzanilla casks for luscious waves of flavour.

TASTING NOTES

COASTAL MAD

GLENGLASSAUGH

SHLAND SINGLE MALT SCOTCH WHIL

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Colour: Summer gold

Nose: Soft buttery vanilla ice-cream drenched in tropical fruit, with chocolate and a touch of sea salt.

Taste: Waves of salted-caramel with an effervescent burst of pineapple, cherry and grapefruit, enlivened by the ocean shore.

3 KEY SELLING POINTS

A celebration of Sandend Bay, the coastal home of Glenglassaugh and a nature lover's paradise Our most luscious expression with intense tropical fruit sweetness brought out by Master Blender Rachel Barrie

Ideal for whisky explorers looking for craft expressions with high ABV and unique cask styles

CATEGORY REFERENCE

Oban Little Bay

COASTAL SINGLE MALT SCOTCH WHISKY

GLENGLASSAUGH

FLAVOUR STORYTELLING & PAIRING INSPIRATION GLENGLASSAUGH SANDEND



These flavour images are from a range of online sources and should not be distributed externally



PORTSOY ABV 49.1%

Our neighbouring harbour village of Portsoy inspires the deep maritime flavour of this richly peated single malt, matured in sherry, bourbon and port casks.

TASTING NOTES

Colour: Deep amber

Nose: Rich maritime waves infused with tropical fruit and sherried dark soy, rolling into port with liquorice and sea kelp.

Taste: Full-bodied with dark chocolate, fermented soy and charred mango with treacle and a crack of sea salt.

3 KEY SELLING POINTS

A celebration of Portsoy, a harbour village shaped by the coast with a deep maritime history to the east of the distillery. Using high levels of peat to create our only richly smoked single malt with charred coastal character

Ideal for whisky explorers looking for craft peated expressions with high ABV and unique cask styles

CATEGORY REFERENCE

Talisker Port Ruighe

COASTAL SINGLE MALT SCOTCH WHISKY

GLENGLASSAUGH

FLAVOUR STORYTELLING & PAIRING INSPIRATION Glenglassaugh portsoy



These flavour images are from a range of online sources and should not be distributed externally



We are proud to be the World's Number 1 Ultra Premium Gin



BRAND | PRODUCTS IN MAR.

Gin Mare

The Mediterranean Gin Gin Mare 1L.

Our Original Gin Mare is crafted with a blend of single distillates of each of its botanicals. This allows the master distiller to always deliver the same exceptional gin. Gin Mare starts with a premium barley base with delicate maceration of between 36-48 hours.

An independent distillation process of each botanical is then crafted with our process finalised by our signature blending which allows the characteristics of each botanical to be expressed in the final liquid.

Tasting Notes: Aromatic, Savory, Herbal, Citrus

Signature Serve: Gin Mare & Tonic served over ice with a garnish of rosemary & a twist of Orange

RSP: \$48 / €45





WE ARE PROOF TO BE A PASSIONATE, RESPONSIBLE RUM-MAKER.





Brown Forman confirms its expertise in Super Premium spirits

We now hold Second Place in the Super Premium Plus Category with every opportunity to become <u>NUMBER ONE</u>







The Portfolio

CORE

Lead with DRE

PRESTIGE

Drive premium credentials and perception





The Range



Diplomático Reserva Exclusiva

The Craft 40% ABV

Distillation: Pot Stills, Batch Kettle, and Columns

Ageing: Aged in ex-bourbon, ex-single malt & new american oak barrels

Taste Profile:

Orange peel, toffee and licorice aromas give this refined rum a signature smooth taste.

The Serve: Neat or over ice. Alternatively, explore a sophisticated classic cocktail such as am Old Fashioned or a Manhattan