

AGREEMENTS...

1. **CO-RESPONSIBILITY AGREEMENT:** this is a three-way agreement between our Production Partner, the IMPI (Mexican Property and Trademark Office), and you, the Customer, overseen by the CRT (Consejo regional del Tequila).
2. **CAE AGREEMENT:** between our Production Partner and the Mexican Ministry of The Economy authorizing them to supply, and you or your bottler to receive and consume Tequila in bulk.

IF YOU'RE THE brand-owner *and* the bottler...



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BRAND-OWNER DOCUMENTS

REQUIRED INFORMATION TO FORM AND REGISTER THE AGREEMENTS:

1. Company incorporation registration*
2. Company legal representative ID*
3. Trademark registration in your market(s)
4. Alcohol permit and health registration
5. Company TAX ID
6. Tequila regulatory standard (NOM-006-SCFI) compliance undertaking [a draft will be provided for signature at the relevant point in the process]

IF YOU'RE THE brand-owner but *not* the bottler...

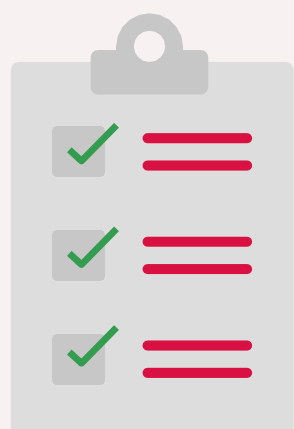


1

BRAND-OWNER DOCUMENTS

REQUIRED INFORMATION TO FORM AND REGISTER THE AGREEMENTS:

1. Company incorporation registration*
2. Company legal representative ID*
3. Trademark registration in your market(s)
4. Company TAX ID



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BOTTLING COMPANY DOCUMENTS

REQUIRED INFORMATION TO FORM AND REGISTER THE AGREEMENTS:

1. Company incorporation registration*
2. Company legal representative ID*
3. Alcohol permit and health registration
4. Company TAX ID
5. Tequila regulatory standard (NOM-006-SCFI) compliance undertaking [a draft will be provided for signature at the relevant point in the process]

NEXT STEPS...

WHEN YOU HAVE SUBMITTED THE REQUIRED *COPY* DOCUMENTATION, WE WILL DRAFT THE AGREEMENT AND THEN...

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DOCUMENTS

You must sign and send us the original “wet ink” Co-responsibility Agreement in TRIPLICATE (all 3 copies hand-signed and stamped) with the following documentation physically attached:

Hard-copies of:

- Incorporation registration(s) (with apostille*)
- Company legal representative ID(s) (with apostille*)
- Trademark registration (*)

**See footnote on page 1*



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APPLICATION FEE

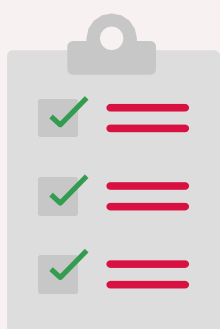
A processing fee of US\$1,500 is billed



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REGISTRATION

When payment of the application fee is received, the signed agreement will be lodged with the respective government offices in Mexico



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LEAD-TIME FOR APPROVALS

1. **CO-RESPONSIBILITY AGREEMENT:** This should officially take around 8 weeks to be approved and registered by the Mexican authorities. However please see point 3... (!)
2. **CAE AGREEMENT:** Once we obtain approval of the Co-responsibility Agreement, then approval of this second Agreement should officially take 2 weeks. However please also see point 3... (!)
3. **REALITY CHECK!** Regrettably the official processing times indicated by the Mexican ministries above are virtually never adhered to in reality.

The TOTAL processing time for both Agreements to be fully authorized by the relevant government departments has been known to take **up to 9 months**, and regularly takes more than 4-5 months. While 9 months is at the far end of the scale, we do recommend you build this into your project timeline (plus of course the transit time for the first shipment of Tequila to reach your facility!).

