



CARLSBERG MARSTON'S BREWING COMPANY

Carlsberg Marston's Brewing Company Limited

Marston's House,

Brewery Road,

Wolverhampton,

WV1 4JT

Company number 00078439

VAT number 679005812

Dear Customer,

Change to Wholesale Selling Prices – effective 3rd October 2022

I am writing to inform you of upcoming changes to the Wholesale Selling Prices (WSPs) of our ale, lager, cider and stout brands, as well as increases from some of our partner 3rd party brand suppliers across wines, spirits and minerals.

Like many businesses, Carlsberg Marston's Brewing Company (CMBC) is experiencing unprecedented levels of cost increases across energy, raw materials and logistics/shipping, as well as rising import tariffs.

Consequently, we will be increasing our WSPs by an average of 5.8% (duty exclusive) on all CMBC draught and packaged brands, effective on deliveries from 3rd October 2022. Please see the enclosed pricing schedule that outlines these changes as well as a selection of increases from some of our partner 3rd party brand suppliers.

For a full list of price changes to 3rd party (non-CMBC) brands, as well as for details of how this impacts your individual agreement, please contact your Account Manager.

We will continue to work hard to mitigate cost increases where possible; as part of this undertaking, to help reduce our logistics costs, we will be increasing our minimum order value to £300 effective on all deliveries from Monday 7th November 2022. This will not impact many customers, but your Account Manager will work with you, where necessary, to implement this transition.

Finally, I would like to take this opportunity to thank you for your continued custom and support.

Yours sincerely,

Carl Middleton

VP On Trade

Carlsberg Marston's Brewing Company