

Company Profile

November 2017



John M. Klein Distribution A.S.

Importer of wine and spirits • Founded in 1886

Facts

| | |
|--------------------------|--|
| Address | Priorparken 845 Postboks 839 DK-2605 Brøndby |
| CVR no. | 15 91 20 81 |
| Telephone | +45 70 23 12 11 |
| Fax | +45 70 23 12 12 |
| E-mail | info@jmk.dk |
| Website | www.jmk.dk |
| Bank references | Nykredit Herlev Hovedgade 119 DK-2730 Herlev |
| Bank account | 5472 0002024233 |
| Bank account Iban | DK 3754720002024233 |
| Swift | NYKBDKXX |

Staff

| Office | | Direct telephone | Cellphone | E-mail |
|---------------------------------|---------------------|-------------------------|------------------|---------------|
| Søren Merrild | Managing Director | +45 39 15 00 39 | +45 29 70 00 11 | sm@jmk.dk |
| Henrik Münchow | Account Manager | +45 39 15 00 33 | | hm@jmk.dk |
| Karin Dam Olesen | Administration | +45 39 15 00 37 | | kdo@jmk.dk |
| Marianne Hansen | Customer service | +45 39 15 00 31 | | mah@jmk.dk |
| Nina Rasmussen | Purchasing | +45 39 15 00 34 | | nir@jmk.dk |
| Charlotte Strandlod Christensen | Marketing | +45 39 15 00 38 | | csc@jmk.dk |
| Warehouse/Cellars | | Direct telephone | | E-mail |
| Per Bech-Dalgaard | Warehouse Manager | +45 29 70 00 13 | | pd@jmk.dk |
| Peter Krogh | Warehouse Assistant | +45 61 30 80 74 | | pk@jmk.dk |
| Brian Voigt | Production Manager | +45 22 93 16 15 | | bv@jmk.dk |

If there is no answer to the direct phone numbers, please call our headphone number, which is +45 70 23 11 12.

| Sales reps | Off-trade | Cellphone | E-mail |
|-------------------|--|------------------|---------------|
| Mogens Bekker | Copenhagen & North Sealand | +45 29 70 00 14 | mb@jmk.dk |
| Torben Poulsen | Funen & Jutland (south for route 15) & South Sealand | +45 29 70 00 12 | top@jmk.dk |
| Peter Rask | Jutland (north for route 15) | +45 29 70 00 18 | pra@jmk.dk |
| Sales reps | On-trade | Cellphone | E-mail |
| Jesper Søgaard | Copenhagen & Sealand | +45 29 70 00 15 | jes@jmk.dk |
| John Tybring | Jutland | +45 29 70 00 16 | jt@jmk.dk |

Business hours

| | | |
|--------------------------|------------------|-------------------|
| Office | Monday to Friday | 8.30 am - 4.00 pm |
| Warehouse/Cellars | Monday to Friday | 7.30 am - 4.00 pm |

Staff

| Name | Activity | Employed since |
|---------------------------------|-----------------------|----------------|
| Søren Merrild | Managing Director | 1984 |
| Karin Dam Olesen | Administration | 1988 |
| Henrik Münchow | Account Manager | 2002 |
| Nina Rasmussen | Purchasing | 2005 |
| Marianne Hansen | Customer service | 2014 |
| Charlotte Strandlod Christensen | Marketing coordinator | 1990 |
| Mogens Bekker | Sales rep - Off-trade | 1994 |
| Torben Poulsen | Sales rep - Off-trade | 2001 |
| Peter Rask | Sales rep - Off-trade | 2017 |
| Jesper Søgaard | Sales rep - On-trade | 2013 |
| John Tybring | Sales rep - On-trade | 2017 |
| Brian Voigt | Production Manager | 2001 |
| Per Bech-Dalgaard | Warehouse Manager | 2004 |
| Peter Krogh | Warehouse assistant | 2016 |

History

Johs M. Klein senior founded the company in 1886. Later Johs. M. Klein Junior took over, and in 1966 Mr. Jørgen Dam (1926 - 2011) became sole proprietor of Johs. M. Klein & Co. In 1993, the private owned company was transformed into a Limited Company named Johs. M. Klein Distribution A/S but the basic idea of the firm did not change. Søren Merrild – who joined Johs. M. Klein in 1984 – is since 1993 partner, and has now acquired the share majority of the company.

The company worked as traditional agent up to the beginning of the sixties but hereafter it took more and more the role of a distributor to the wholesale trade. Starting in a small cellar of 150 m² Johs. M. Klein Distribution A/S is now located in a rented warehouse of approx. 2300 m² and operates as agent for foreign wines and spirits producers, distributor to the wholesale trade, and in addition hereto the company is also an important supplier to chains of supermarkets, wine shops as well as to the On-trade sector throughout Denmark.

Activities, facilities and computer systems

- Import and export.
- 2300 m² warehouse/cellars and production facilities.
- Production of Bitter and Snaps (Eau-de-Vie).
- Bottling facilities for spirits.
- Sales and distribution.
- Marketing.
- Visma Business.
- Microsoft Office.
- Adobe CC 2018.



Original Dr. Nielsen's Bitter

- We have produced Original Dr. Nielsen's Bitter since 1988.
- The sale in 2016 was approx. 353.000 bottles.

Original Frøken Niensens Sommersnaps

- We have produced Original Frøken Niensens Sommersnaps since 2004.
- The sale in 2016 was approx. 10.400 bottles.

Agent and distributor for

| | | |
|----------|---|----------------------------|
| A | | |
| 2008 | Andeluna Cellars | Mendoza, Argentina |
| 1994 | Château Anthonic | Moulis, France |
| B | | |
| 1999 | Bardinet S.A. | Blanquefort, France |
| 1999 | Jim Barry Wines | Clare Valley, Australia |
| 2002 | Tenuta Olim Bauda | Piemonte, Italy |
| 1925 | Maison Albert Bichot | Beaune, France |
| 1967 | Gabriel Boudier | Dijon, France |
| C | | |
| 2015 | Tenuta Carobbio | Panzano, Italy |
| 2004 | Chartreuse | Voiron, France |
| 2016 | Domaine Philippe Chavy | Puligny Montrachet, France |
| 2012 | Coates & Seely | Hampshire, England |
| 1989 | Viña Cousiño-Macul | Maipo Valley, Chile |
| 1983 | Domaine Coquerel | Milly, France |
| 2008 | Cristom Vineyards | Oregon, US |
| D | | |
| 1980 | Delamain Cognac | Jarnac, France |
| 2012 | Clarence Dillon Wines | Talence, France |
| 2004 | Domaine de Disznókő | Tokaji, Hungary |
| 1983 | Dominus Estate | Napa Valley, US |
| 2005 | Domaine du Château de Riquewihr Dopff & Irion | Alsace, France |
| E | | |
| 2009 | Schloss Esterházy | Burgenland, Austria |
| F | | |
| 2014 | Bodegas Gran Feudo | Navarra, Spain |
| 2016 | Freeman Vineyard & Winery | Napa Valley, US |
| H | | |
| 2016 | Hendry Wines | Napa Valley, US |
| I | | |
| 1990 | Inver House Distillers | Airdrie, Scotland |
| L | | |
| 2007 | Domaines Comte de Lamy | Corbières, France |
| 2002 | Bodegas Larchago | Rioja Alavesa, Spain |
| M | | |
| 1957 | Madeira Wine Company | Funchal, Madeira |
| 1959 | Maraska | Zadar, Croatia |
| 1967 | G.E. Massenez | Villé, France |
| 2004 | McManis Family Vineyards | Ripon California, US |
| 1987 | J.P. Ménard | Cognac, France |
| 1970 | Joseph Mellot S.A. | Sancerre, France |
| 2005 | Château Monluc | Saint Puy, France |
| 2015 | Château Minuty | Provence, France |
| 1950 | J.M. Monmousseau | Montrichard, France |
| 2011 | Monteverro | Toscana, Italy |
| 2011 | Morlet Family Vineyards | Napa Valley, US |
| 1981 | Ets. Jean-Pierre Moueix | Libourne, France |
| 2005 | Bodegas Murviedro | Valencia, Spain |
| N | | |
| 2002 | Nautilus Estate | Marlborough, New Zealand |
| 1998 | Negociants International (Yalumba) | Barossa Valley, Australia |
| 1886 | Quinta do Noval | Douro Valley, Portugal |
| P | | |
| 2007 | Az. Agr. Paitin | Piemonte, Italy |
| 2008 | Parmi Priorat | Priorat, Spain |
| 1988 | Château Paveil de Luze | Margaux, France |
| 1988 | Rio de Plata S.A. | Guadalajara Jal, Mexico |
| S | | |
| 1980 | Strega Alberti Benevento | Roma, Italy |

Agent and distributor for

T

| | | |
|------|---|------------------|
| 1970 | Champagne Taittinger | Reims, France |
| 2006 | Les Tourelles de Longueville (Château Pichon-Longueville Baron) | Pauillac, France |
| 2016 | Tricycle Wine | Napa Valley, US |

V

| | | |
|------|-----------------|-----------------------------|
| 1930 | A.R. Valdespino | Jeres de la Frontera, Spain |
|------|-----------------|-----------------------------|

Negotiation of

B

| | | |
|------|---------------------|-------------------|
| 2017 | Az. Agr. Balgera | Lombardia, Italy |
| 2017 | Weingut J.B. Becker | Rheingau, Germany |

C

| | | |
|------|--------------------------|------------------------------|
| 2017 | Az. Agr. Val delle Corti | Tuscany, Italy |
| 2017 | Az. Agr. Croatto | Friuli-Venezia Giulia, Italy |
| 2017 | Az. Agr. Curto | Piemonte, Italy |

D

| | | |
|------|-----------------------|------------------------------|
| 2017 | Az. Agr. Meroi Davino | Friuli-Venezia Giulia, Italy |
| 2017 | Weingut Dönnhoff | Nahe, Germany |

G

| | | |
|------|-----------------------------|------------------------------|
| 2017 | Forstmeister Geltz-Zilliken | Saar, Germany |
| 2017 | Az. Agr. Ronco del Gnemiz | Friuli-Venezia Giulia, Italy |

L

| | | |
|------|----------------------|---------------|
| 2017 | Fattoria San Lorenzo | Marche, Italy |
|------|----------------------|---------------|

M

| | | |
|------|----------------------|------------------------------|
| 2017 | Az. Agr. Le Marie | Piemonte, Italy |
| 2017 | Az. Agr. Miani | Friuli-Venezia Giulia, Italy |
| 2017 | Az. Agr. Montecalvi | Tuscany, Italy |
| 2017 | Az. Agr. Monteforche | Veneto, Italy |

N

| | | |
|------|------------------------|------------------------------|
| 2017 | Net-Otium | Friuli-Venezia Giulia, Italy |
| 2017 | Az. Agr. Manni Nössing | Alto Adige, Italy |

P

| | | |
|------|-------------------|----------------|
| 2017 | Az. Agr. La Pieve | Tuscany, Italy |
|------|-------------------|----------------|

R

| | | |
|------|------------------------------------|-----------------|
| 2017 | Az. Agr. Francesco Rinaldi & Figli | Piemonte, Italy |
|------|------------------------------------|-----------------|

S

| | | |
|------|------------------------------|------------------|
| 2017 | Weingut Selbach-Oster | Mosel, Germany |
| 2017 | Az. Agr. Selvanova | Campania, Italy |
| 2017 | Weingut Schloss Sommerhausen | Franken, Germany |
| 2017 | Az. Agr. Socré | Piemonte, Italy |

T

| | | |
|------|-----------------------|------------------------------|
| 2017 | Az. Agr. Terenzuola | Tuscany, Italy |
| 2017 | Az. Agr. Le due Terre | Friuli-Venezia Giulia, Italy |
| 2017 | As. Agr. Tiezzi | Tuscany, Italy |
| 2017 | Trevisiol | Veneto, Italy |

V

| | | |
|------|-----------------------------|------------------------------|
| 2017 | Fattoria di Palazzo Vecchio | Tuscany, Italy |
| 2017 | Az. Agr. Ronc di Vico | Friuli-Venezia Giulia, Italy |
| 2017 | Schloss Vollrads | Rheingau, Germany |

