

For immediate release
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International Beverage Holdings Ltd. Partners with Hotaling & Co. for Ambitious US Growth Plan

International Beverage Holdings Ltd. has today, 30th April 2020, announced a new partnership with leading super-premium artisanal spirits importer and distiller Hotaling & Co., as part of a new phase of ambitious growth for its portfolio in the US market.

San Francisco-based Hotaling & Co. will distribute and support International Beverage's award-winning, premium Scotch whisky and spirit brands across the US. This will include Old Pulteney, Speyburn, Balblair and anCnoc single malt Scotch whiskies; Hankey Bannister blended Scotch whisky; super premium handcrafted Scottish Gin Caorunn; Phraya Rum; and The Spirit of Thailand Mekhong.

Hotaling & Co. brings decades of experience building super-premium, artisanal spirits with an emphasis on whiskies in the US market to the partnership – a perfect fit for International Beverage's high quality spirits, which are imbued with the character and exceptional craftsmanship of the people who make them.

An initial focus will be on the company's flagship single malt Scotch whisky, Old Pulteney. Known as the Maritime Malt and holder of Jim Murray's 'World Whisky of the Year' accolade, a new core range featuring 12, 15 and 18-year-old expressions, plus non-aged Huddart, was launched in the US in late 2019. Hotaling & Co. will also focus on building the



super-premium single malt Scotch Balblair, produced in one of the oldest working distilleries in the ancient heart of the Highlands.

In addition to the new partnership with Hotaling & Co., International Beverage has announced the appointment of a new Regional Vice President, Americas, Alex R Steppacher, to lead the US business. An accomplished beverage industry executive with a successful track record in developing home-grown and global spirits brands in the US, he will work closely with the global team to drive a dynamic new US strategy for the brands.

He commented: *“The USA has benefited from increasing premiumization in recent years across all categories and remains the top export market for Scotch. With record breaking case numbers in 2019, specifically for super-premium and above Scotch, and double digit growth in recent years, the outlook for a distinguished malt portfolio is excellent. This makes the timing right to partner with Hotaling & Co. Their focus on craft distilling and importing a collection of super-premium artisanal spirits from around the world makes them the wise choice for our US import strategy.”*

Dan Leese, president & CEO of Hotaling & Co. added: *“Hotaling & Co. has been seeking the right single malt producer from Scotland to round out our highly acclaimed portfolio. With the addition of International Beverage’s portfolio of award-winning Scottish single malts and spirits, we are proud to offer one of the most impressive and extensive selections of world whiskies available.”*

<http://www.interbevgroup.com/>



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International Beverage Holdings Ltd

International Beverage Holdings Ltd is one of the drinks industry’s most dynamic global businesses. Established in 2006 as a wholly-owned subsidiary of Thaibev, the company operates as its international business arm, specialising in the development of premium local spirits for the global market. Its success is built on a strong understanding of local cultures and markets within a worldwide business network. Based in Hong Kong with regional offices in Singapore, Malaysia, Cambodia, the USA and UK, the company is responsible for the sales, marketing and distribution of a portfolio of premium brands in over 85 markets. These brands are built on character, craftsmanship and quality, led by a range of award-winning Scotch whiskies and an array of vibrant beers and spirits. These include:

- Single malt Scotch whiskies Old Pulteney, Balblair, anCnoc and Speyburn
- Blended Scotch Hankey Bannister
- Caorunn, Scotland’s leading super premium gin
- Mekhong, ‘The Spirit of Thailand’ since 1941

- Chang Beer, Thailand's iconic beer brand

Inver House Distillers is a wholly owned subsidiary of International Beverage Holdings Ltd, producing its Scotch whiskies and gin at five distilleries around Scotland: Pulteney, Speyburn, Knockdhu, Balblair and Balmenach. Inver House is also highly active in the warehousing and blending of Scotch whisky, with warehousing for 500,000 barrels and state of the art blending and laboratory facilities at its headquarters in Airdrie. The business has won many prestigious accolades over the years, including the Icons of Whisky Distiller of the Year Award for Scotland (2017).

www.interbevgroup.com

Focus brands

Old Pulteney, 'The Maritime Malt', is crafted in the windswept coastal town of Wick at Pulteney Distillery - established in 1826 and one of the most northerly on the Scottish mainland. 'Pulteneytown' once housed 7000 fishermen during Wick's famous herring boom, and Old Pulteney is the embodiment of this place, its people and its remarkable history. Crafted using the most time-honoured techniques, Old Pulteney recently launched a new core range featuring flagship 12 Years Old, Huddart, 15 and 18 Years Old. www.oldpulteney.com

Speyburn Distillery was established in 1897 by John Hopkins at Rothes in the heart of Speyside. The beautiful natural environment of this location, combined with traditional methods of production and a quest for innovation, produce a whisky that symbolises all that is special about the great Speyside region. Speyburn currently has three core expressions – Bradan Orach, 10 and 15 Years Old. www.speyburn.com

Balblair Distillery is one of the oldest working distilleries in the Scottish Highlands, built in 1790 and sitting on the original site to this day. Balblair whiskies are released as vintage expressions, only when they have reached their exact point of 'optimum maturation', the peak of perfection. www.balblair.com

anCnoc is produced at Knockdhu Distillery, built in 1894 and one of the smallest and most enchanting in the Scottish Highlands. It is renowned by malt enthusiasts worldwide for bringing a contemporary twist to the traditions of fine malt whisky, producing a single malt that is accessible and versatile for all occasions. www.ancnoc.com

Caorunn was launched in 2009 at the forefront of the Scottish gin boom. Despite becoming one of the world's most in demand super premium gins, Gin Master Simon Buley has never wavered from Caorunn's slow, handcrafted, small batch production process at the near-200-year-old Balmenach Distillery in the Scottish Highlands. This includes using locally foraged wild Highland botanicals and vaporising through the distillery's vintage Copper Berry Chamber. www.caorungin.com

Hankey Bannister is crafted from a blend of fine single malts from the five Inver House distilleries, producing a smooth and distinctive blend that is true to the original recipe of its historic founders - the flamboyant Mr Beaumont Hankey and his astute business partner, Mr Hugh Bannister. The whiskies of these eighteenth-century pioneers were awarded royal warrants under King George V and Edward VII and were enjoyed by the likes of Winston Churchill and the Prince Regent William IV. www.hankeybannister.com

PHRAYA - meaning 'high ranking' - is a super-premium Thai rum, distilled, matured, blended, and bottled in the Kingdom of Thailand. Deep matured over cool lagoons in oak barrels, this is a rum of distinction, beautifully balanced and seamlessly smooth. www.phrayarum.com

Mekhong has been 'The Spirit of Thailand' since 1941. Named after the famous river that snakes along the country's border, it is traditionally distilled from both molasses and rice before being blended with a secret recipe of natural Thai herbs and spices. It's a great cocktail base and more interesting alternative to rum. www.mekhong.com

Hotaling & Co.

Hotaling & Co., the leading San Francisco importer & distiller, offers the finest curated portfolio of premium artisanal spirits including Luxardo Liqueurs, Nikka Whisky, No.3 Gin, Kavalan Whisky, Lot 40 Whisky, HINE Cognac, Denizen Rum, and Hirsch Bourbon. Hotaling & Co., originally named Anchor Distilling Company, was established in 1993 and is credited with releasing America's first craft whiskey (Old Potrero) and American craft gin (Junípero Gin) after Prohibition. In 2010, Anchor Distilling Company was sold to a business partnership that included Tony Foglio and London's oldest wine and spirit merchant, Berry Bros. & Rudd and began expanding to incorporate a collection of super-premium artisanal spirits imported from around the world. In 2017, Anchor Distilling became Hotaling & Co. The new name is a nod to one of Anchor Distilling's most beloved small batch whiskies (Old Potrero Hotaling's Whiskey) and to the San Francisco legend A.P. Hotaling, who came out West during the Gold Rush and quickly became one of the most reputable spirits dealers in the country. Today, Hotaling & Co. celebrates exciting growth and achievements; marking its 26th year of distilling and its 10th year of commercially uniting artisan distillers from around the world and sharing their stories to discerning consumers. www.HotalingandCo.com