

## APPLICATION FORM

### 1. COMPANY

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|---|--------------------------|
| Country: <b>LITHUANIA</b>                                       | Eventual others:         |
| Company name: <b>UAB BARBERA / DA ANTONIO RESTAURANTS GROUP</b> |                          |
| Company address: <b>VILNIAUS STR. 23, 01402</b>                 |                          |
| City: <b>VILNIUS</b>  |                          |
| Telephone: <b>+370 52685707</b>                                 | Fax: <b>+37052784007</b> |
| Web page: <b>www.antonio.lt</b>                                 |                          |

### 2. COMPANY PROFILE

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| Total turnover of the group 2009/ 10 euros: <b>1.500.000</b><br>Wines turnover 2009/ 10 euros: <b>435.000</b><br>Wines turnover 2009/ 10 italian market only euros: <b>400.000</b><br>% growth last 3 years: <b>15%</b><br>Number of employees: <b>74</b><br>Average purchasing price: <b>2.5 / 8</b><br>Average selling price: <b>20 / 100</b><br>Total number of bottles sold: <b>1350.000</b><br>Percentage share of italian wines:<br>List of (main) Italian companies you are already importing from: <b>PLANETA (through VYNO KLUBAS, local importer), BORGO VISCONI, VILLA CHIOPRIS (LIVON group Friuli, directly)</b> |
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### 3. ACTIVITY

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| <input checked="" type="checkbox"/> Hotel/ Restaurant/ Catering |
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### 4. DISTRIBUTION

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| Please indicate your distribution channels:<br><input checked="" type="checkbox"/> Horeca <input checked="" type="checkbox"/> Restaurant<br>Part of a buying syndicate (GPO): YES/ NO<br>Name of GPO:<br>Buying channels: <input checked="" type="checkbox"/> DIRECT/ <input checked="" type="checkbox"/> THROUGH INTERMEDIARIES<br>Distribution method: <input checked="" type="checkbox"/> CENTRALISED/ <input checked="" type="checkbox"/> DIRECT Retail Stores (...our restaurants) |
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### 5. PORTFOLIO PREFERENCES

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| Please list the Italian <u>regions/ appellations</u> you are interested in importing:<br>all<br>Which styles of wine are you looking for:<br><input checked="" type="checkbox"/> Sparkling <input checked="" type="checkbox"/> Red Wine <input checked="" type="checkbox"/> White Wine <input checked="" type="checkbox"/> Dessert Wines<br>Please indicate the grapes varieties you are interested in:<br><b>CABERNET, MERLOT, SYRAH, CHARDONNAY, SAUVIGNON, PINOT GRIGIO</b><br>Please indicate the range of purchase price you are interested in – also indicate the average prices for each level:<br><input checked="" type="checkbox"/> Entry level    2 / 3<br><input checked="" type="checkbox"/> Middle range   4 / 8<br><input checked="" type="checkbox"/> Premium wines 8 / 12<br>-----<br><input checked="" type="checkbox"/> Please Indicate if you are Interested in Grappa Products<br><input checked="" type="checkbox"/> Please Indicate if You Are Interested in Olive Oil Products<br><input checked="" type="checkbox"/> Please Indicate if You Are Interested in Gastronomy Products |
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### 6. LANGUAGE PROFICIENCY

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|---|
| <input checked="" type="checkbox"/> ENGLISH |
| <input checked="" type="checkbox"/> ITALIAN |