

The Monte Lauro Vineyards Commercial Micro-Leasing Program

The Micro-Leasing Concept:

- **Access**

If one word were to describe the Micro-Leasing concept, it is “access:” getting what most people only dream of having, moving up to the “A” list. When Marco Polo Holding & Trading Co. President Michael C. Belanger introduced this unique idea of life-style (with a capital “L”) to the South of France, he did it in partnership with the title-bearer of the venerable Montlaur family-- landed gentry of the longest continually-owned vineyards in the world--to the heart of a 1,000-year-old chateau; the Monte Lauro Vineyards.

- **You Own Everything, All the Time**

And, with unprecedented magnanimity, Mr. Belanger (he’ll want you to call him Mike) and Jean the Marquis de Montlaur extend that ownership to you: to lovers of wine, history, and *joi de vivre* everywhere. As a Micro-Leaseholder, you have access to all that Chateau Montlaur, Le Ferme du Vieux Chateau, and Monte Lauro Vineyards have to offer, all the time: your vines, your wine, your accommodations at the “Old Farm,” your travel itinerary in the South of France, your home base for travel throughout France, Italy, Spain, Switzerland, and the Mediterranean, your learning experiences in regional cooking, writing, and photography, and much more.

- **Community**

Unlike “time-share,” which can be isolating, the experience at the Chateau Montlaur for all Micro-Lease-holders and their guests is welcoming, communal, participatory, while still allowing time and space for quiet, individual exploration.

Perhaps the most time-honored tradition of European life is dining: dining together. Food is selected by any and all Micro-Lease-holders assembled at any particular time from village markets, prepared by all (or talented designates), and shared by all—a world family—at the great hearth, or in the 600-year-old farm courtyard under the stars, with wine; bountiful, fine wine.

The Commercial Micro-Lease:

- **All the Above Through Brand Identity**

Every individual Micro-Lease-holder has direct access to all these resources and delights. Commercial Micro-Lease-holders have this same access **and** a way to put a proprietary stamp—your corporate identity—on it, to put it in a bottle (or in a glass), and share it with your friends and customers in your dining establishments, your retail stores, or your executive offices and corporate celebrations.

Who is Eligible?

- Restaurants

Any dining establishment with a license to serve wine.

- Retail Stores

Any retail establishment with a license to sell wine.

- Corporations

Any corporation that might choose to give gifts of wine.

Note: There is a small premium to Commercial Micro-Lease pricing structure for any corporation not in possession of, or ineligible to acquire, a sanctioned alcoholic beverage license.

Becoming a Monte Lauro Vineyards Commercial Micro-Lease Holder:

Vineyard micro-leasing is a new way to provide your business with great wines bottled under your own label at excellent pricing. With our innovative program, you can secure availability and pricing for five years, and participate actively in the production of your wine (should you choose to do so), as well as to reward yourself, your staff, and your customers with visits to your vineyard in the South of France.

There are three levels of participation. By signing a Commercial Micro-Lease Agreement and by providing us with graphic images for label development and approval, you become a Commercial Micro-Lessee.

Why You Should Choose a Commercial Vineyard Micro-Lease with Monte Lauro Vineyards:

We are currently offering wines for as little as \$108 per case, a very economical price for reselling at a profit or giving wine as a gift. A one-time fee of \$700 ensures that the label we design for you under your instructions is fully approved for U.S. distribution by the appropriate governmental agencies. During your contract (Commercial Micro-Lease Agreement) term, the price of your wine will never rise by more than the rate of inflation as published each Jan. 1 in the (NYT).

The wines are developed by our award-winning master vintner, Jean-Pierre Martin, from old vines grown in the excellent and historic *terroir* surrounding the Chateau de Montlaur in the Northern Côteaux de Languedoc--the oldest continuously family owned active vineyards in the world (dating from at least AD 950). The estate is currently planted with grenache, syrah, alicante, sauvignon blanc, and chardonnay. Monte Lauro Vineyards works in cooperation with outstanding neighboring vineyards, giving M. Martin access to a wide variety of fruit with which to work. While you lease specifically designated vines, Monte Lauro Vineyards provides you with the full range of cultivation, maintenance, and production of those vines for your direct benefit.

Moreover, you have the opportunity to visit your vines (your vineyard), as well as the Ferme du Vieux Chateau and the ruins of the Chateau de Montlaur for pleasure, relaxation, team-building exercises, wine tasting, using Monte Lauro Vineyards as your personal home-base for self-directed activities throughout the South of France, Europe, and the Mediterranean.

Wines are available in two formats including 750ML bottles, and 10L bag-in-box packaging, perfect for the foundation of a serve-by-the-glass program in your dining establishment. Micro-Lease Plans are based on 12/750ML bottle per case pricing.

Marco Polo Holding & Trading Company, Inc.

Marco Polo Holding & Trading Company, Inc. is a New York corporation, and the parent company of Monte Lauro Vineyards. The US home office is at 35 Hopeful Lane, Gansevoort, NY 12831.

Monte Lauro Vineyards

Monte Lauro Vineyards is a wholly owned subsidiary of Marco Polo Holding & Trading Co., Inc. It's US office is located at 35 Hopeful Lane, Gansevoort, NY 12831 with international offices in the Hameau de Montlaur at 7, Place de Vieux Chateau, Montaud, Herault, 34160, France.

Monte Lauro Vineyards Micro-Leasing Plans:

There are three plans to choose from. Each plan is structured on the leasing of a minimum of 100 vines (equivalent to the production of 10 cases of wine) per year for a five-year period. The number of vines (and cases of wine) selected in any Micro-Lease Agreement may vary, and is the option of the Micro-Lessee, in increments, or multiples, of 100 vines. The wine varietal or blend is also selected by the Micro-Lessee from Monte Lauro Vineyards' plantings, and at the option of Monte Lauro Vineyards, through cooperative agreements between Monte Lauro Vineyards and qualified Montaud-area producers.

Fine Wine

\$108 per case (10 case minimum); \$1,080 per year for the Five-Year Plan: \$5,400 (10 case minimum for five years), plus a refundable deposit of \$300, and a one-time charge of \$700 for label development and approval.

Premium Wine

\$148 per case (10 case minimum); \$1,480 per year for the Five-Year Plan: \$7,400 (10 case minimum for five years), plus a refundable deposit of \$500, and a one-time charge of \$700 for label development and approval.

Superior Wine

\$228 per case (10 case minimum); \$2,280 per year for the Five-Year Plan: \$11,400 (10 case minimum for five years), plus a refundable deposit of \$750, and a one-time charge of \$700 for label development and approval.

All vine cultivation, vineyard maintenance, wine production, bottling and labeling, packaging, logistics, international shipping, transit, and delivery costs associated with your proprietary-labeled wines are included in your per case Micro-Lessee cost. There are two additional one-time charges: (1) the \$700 label development and approval charge, and (2) the refundable deposit (based on your plan choice) charged at the completion of a Commercial Micro-Leasing Agreement contract to cover administrative costs of Micro-Lessee contract cancellation at any time during your Five-Year plan. This deposit (or its residual) will be credited against your plan's fifth-year payment invoice.

Payment Structure for the First Year of Your Micro-Lease Agreement:

Upon signing the confidential Commercial Micro-Lease Agreement, you pay the refundable deposit, plus 25% of the first year's cost of your Five-Year plan, and the label development and approval charge. Thirty days after signing, you will be billed (Net 30) for one-half (50%) of your first year's cost. The remaining 25% of the first-year's cost is due and payable (Net 30) on delivery by Monte Lauro Vineyards of your wine to your premises (for restaurants and wine retailers), or billed and paid through direct state authorized distribution methods for non-beverage-licensed Micro-Lease-holders.

Note: Restaurants and wine retailers, or other such holders of state sanctioned alcoholic beverage licenses accrue no additional costs for wine delivery. For any Commercial Micro-Lessee without such license, delivery of wine must, by law, be made through the auspices of an alcoholic beverage licensee in good standing, which may cause a handling fee to be charged, by the licensee, in addition to the Commercial Micro-Lease Agreement contract costs.

Example:

This example describes the payment structure for a Commercial Micro-Lessee who chooses the Fine Wine plan at the 10 case minimum.

Upon signing the contract, the Micro-Lessee will pay the refundable deposit of \$300, plus \$270 (25% of the first-year's costs), and the label development and approval charge of \$700, or \$1,270.

If the Fine Wine plan is selected with a larger quantity of wine, a pallet of wine (50 cases each year) for example, the refundable deposit will be \$1,500, plus \$1,350 (25% of the first-year's costs), and the label charge of \$700, or \$3,550.

Payment Structure for Years Two through Five of Your micro-Lease Agreement:

For years two through five of your Five-Year plan, you will receive two billings from Monte Lauro Vineyards: (1) for 75% of your selected plan's costs on the anniversary date of your plan, and (2) the remaining 25% on deliver (or pick-up) of your wine. The refundable deposit is credited in the fifth year.

Being There—At Your Vineyard:

We want you in Montaud. We want you to be hands on with your vines, with Monte Lauro Vineyards. We want you to immerse yourself in the Vineyard Experience.

The Micro-Lease Advantage:

We provide you with accommodations at La Ferme du Vieux Chateau, in the (slightly rustic) living accommodations that we have installed in the 600-year-old farm buildings just below the 10th-century castle—the Chateau Montlaur. If, for any reason, these accommodations are occupied with fellow Micro-Lease-Holders, we have arrangements with Gides and B&Bs nearby, who are prepared to put you and your guests up very comfortably—and at the same under-market prices we provide at La Ferme du Vieux Chateau itself. Your week (or more) in the South of France at Monte Lauro Vineyards will cost you less than half the seasonal market price; and that's if you visit by yourself.

What To Do:

The Vineyard Experience lets you do it all, or nothing at all. There are programs:

- A two-hour course in vineyard management.
- A three-hour course in wine tasting with local sommeliers.
- A four-hour course in wine blending.
- Walking tours of the Chateau and the Montaud countryside.
- A Memoir Writing Program.
- Photography Workshops.
- A cooking school: The Chez Sophie Cooking Experience at Monte Lauro Vineyards with Paul K. Parker.
- Two- and four-hour archaeology courses at the Chateau, which is a Federally authorized dig and historic site.

- Wine tours throughout the Languedoc, Chateauneuf-de-Pape, and Bordeaux.

There are beach days (you can see the Mediterranean from the Chateau); there are area festivals; and communal dinners.

And there is time to just kick back and relax. And this just scratches the surface.

Monte Lauro Vineyards is your home away from home all the time.

WELCOME HOME TO MONTLAUR!