











#### **LEGAL GUIDELINES**

The PepsiCo Law Department recommends that we comply with current industry standards and federal regulated codes for the responsible practices related to beverage alcohol advertising and marketing.

#### The following pages cover:

- Alcohol recipe guidelines
- Drink responsibility statements
- Trademark + communication clearance
- Avoidance of sweepstakes or contests
- Marketing to adults over 21

#### MIXOLOGY WITH ALCOHOL

- When communicating recipes, alcohol mixology ingredients <u>should not exceed</u>
   1.5 fluid oz. per 8oz serving
- 2 The Trademark legal group must clear ALL DRINK NAMES used in a mixology program
- 3 All consumer facing materials should include PLEASE DRINK RESPONSIBLY statement
- 4 ALL mixology programs and content require cross-functional approval
- Unless we have the approval of 3<sup>rd</sup> party manufacturers, recipe ingredient lines should be VOID of 3<sup>rd</sup> party providers (example: Captain Morgan branded rum).

<sup>\*\*</sup>Information found herein is not a substitute for legal advice. Please work with your legal contacts for all consumer facing marketing materials.

# MIXOLOGY MARKETING PROMOTIONS

#### TRADEMARK

# COMMUNICATION GUIDELINES

- Sweeps + contests are generally prohibited
- Promotions will be assessed on a case by case basis
- Avoid over consumptions messaging

- New drink names must be routed for approval by brand, legal, trademark and consumer relations
- Not all PEP Mixology brands are registered
- PEP brands featured in romanced drink descriptions must be displayed in ALL CAPS with appropriate TM + ® symbols

- Social media + internet users must affirm they are over 21 years of age
- Mixology content should not feature anyone under the age of 21
- Digital marketing should only be placed in media where 72% of the audience is legal drinking age
- No advertising on TV, radio or social unless previously approved by cross functional teams
- No email blasts referencing alcohol beverages unless prior approved by cross-functional teams

<sup>\*\*</sup>Information found herein is not a substitute for legal advice. Please work with your legal contacts for all consumer facing marketing materials.

#### **BRAND TRADEMARK GUIDELINES**



- Pepsi drink names that feature a trademark (i.e.
   PEPSI Smash) must differentiate Pepsi from the rest of the drink name.
- Pepsi should be in ALL CAPS and the rest of the drink name should be un-bolded
- Example: PEPSI smash
- Legal line: PEPSI and the Pepsi Globe are registered trademarks of PepsiCo Inc.



- Mountain Dew Kickstart
   <u>CANNOT</u> be promoted within an alcohol mixer
- Mountain Dew drink names that feature a trademark must differentiate Dew from the rest of the drink name.
   Dew should be in ALL CAPS and the rest of the drink name should be in upper and lower case
- Example: DEWminator
- Legal line:



- Only Sierra Mist can be used in a drink name. Any variations of the trademark cannot be used
- If Sierra Mist is used in the name it must be differentiated from the rest of the drink name. Sierra Mist should be in ALL CAPS and bold, and the rest of the drink name should be un-bolded.
- Example:
- Legal line:



- All drink names should be lowercased
- "bubly" cannot be used as a descriptor
- When creating cocktail names, create names that align with our playful personality
- Example:
- <u>Legal line</u>: BUBLY, the Bubly Designs and the Bubly Marks are trademarks of Portfolio Concentrate Solutions UC.

<sup>\*\*</sup>Information found herein is not a substitute for legal + TM advice. Please work with your legal contacts for all consumer facing marketing materials.



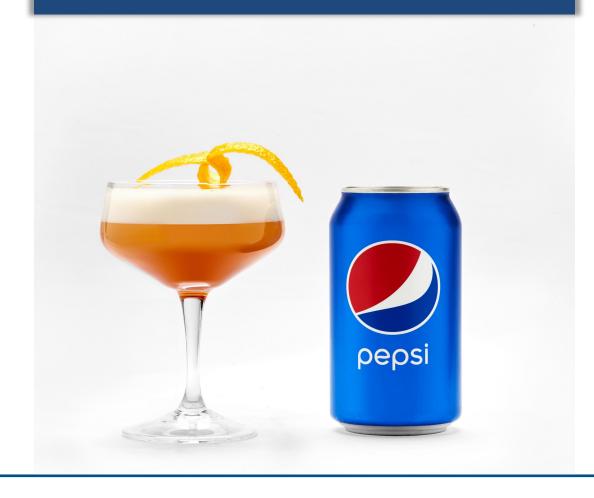
# **Sassy Spice**



Bourbon, **PEPSI®**, splash of cranberry, served over ice, garnished with cranberries and cinnamon and sugar rim.

3 – 4 oz. of Pepsi®
1 ½ oz. bourbon
Splash of cranberry juice
Served over ice
Cinnamon and sugar rim

#### **Tennessee Slam**



# Whiskey, Amaretto, **PEPSI®**, garnished with a lemon

1 oz. whiskey ½ oz. amaretto 2 oz. **PEPSI®** Lemon peel

# **Long Island PEPSI**



Vodka, rum, gin, triple sec, **PEPSI®** and sour mix garnished with lemon and mint

1/4 oz. vodka
1/4 oz. rum
1/4 oz. Gin
1/4 oz. tequila
1/2 oz. triple sec
3-4 oz. PEPSI®
Splash of sour mix
Lemon wedge and mint leaf

# **Cherry Bomb**



Cherry vodka, **PEPSI®** and cherries

1 ½ oz. cherry vodka 3-4 oz **PEPSI®** Garnished with a cherries

## **Berry Blush**



Vodka, berry liqueur, and **PEPSI®** garnished with blueberries and mint

1 oz. vodka
3/4 oz. berry liqueur
3-4 oz. **PEPSI®**Garnished with blueberries and mint

#### **PEPSI SMASH**





1.5oz Bourbon6oz Pepsi1 Dash Bitters1 Lemon Wedge

#### PEPSI LIME DROP





1.5oz Citrus Vodka6oz Pepsi1 Lime Wedge

#### PEPSI SMOOTH SIPPER





1 oz Vanilla Vodka 1 oz Spiced Whiskey Liqueur 10 oz Pepsi 1 Lime Wedge

#### PEPSI RUM RIDE





1.5oz Spiced Rum .5oz Coffee Liqueur 10oz Pepsi

## **PEPSI SNAP**





2oz Whiskey 10oz Pepsi 1 Lemon Wedge

#### **ARLINGTON TEA**





1 oz Whiskey
.5 oz Peach Schnapps
3 oz Pepsi
1.5 oz Sour Mix
1 Mint Leaf



# PEPSI® Zero Sugar Negroni

½ oz. Gin ½ oz. Bitter orange liqueur ½ oz. Sweet Vermouth 3-4 oz. PEPSI® Zero Sugar Orange peel, garnish



Fill rocks glass with ice. Add gin, bitter orange liqueur, and sweet vermouth. Top with Pepsi. Stir, garnish, and serve.

# PEPSI® Zero Sugar with Spicy Pineapple

Splash of pineapple juice 2-3 dashes of hot sauce 6-8 oz. PEPSI® Zero Sugar

Lime wheel dusted with chili-lime seasoning, garnish on rim of glass Slice of pineapple dusted with chili-lime seasoning, garnish on rim of glass

Fill tall glass with ice. Add pineapple juice, and hot sauce. Top with Pepsi, stir, garnish, and serve.



# PEPSI® Zero Sugar Manhattan on The Rocks

½ oz. Bourbon or whiskey
½ oz. Sweet Vermouth
Dash of bitters
3-4 oz. PEPSI® Zero Sugar
Maraschino cherry, garnish in glass



Fill rocks glass with ice. Add bourbon or whiskey, vermouth, and bitters. Top with PEPSI® Zero Sugar. Stir, garnish, and serve.



#### **ArubaDEW**



# Coconut rum, pineapple juice, and MTN DEW®

1oz. coconut rum
½ oz. silver rum
½ oz. pineapple juice
3 oz. **MTN DEW®**Pineapple wedge garnish

# **Dew Marg**



# Silver tequila, triple sec, MTN DEW®, and TROPICANA® Orange Juice

1 oz. silver tequila
½ oz. triple sec
½ oz. **TROPICANA®** Orange Juice
3-4 oz. **MTN DEW®**Garnished with a lime

#### **DEW**Minator



Citrus vodka, MTN DEW®, and TROPICANA® Orange Juice and an orange wedge

1 ½ oz. Citrus vodka ½ oz. Fresh squeezed orange juice 3-4 oz. MTN DEW® Orange wedge garnish

#### Black & Dew



# Black spiced rum, MTN DEW®, and garnished with a lime

1 ½ oz. Spiced rum 3-4 oz. MTN DEW® Lime wheel, garnish

# **DEW Driver**

1.5oz Vodka 5oz MTN Dew





## **ZOMBIE**





1.5oz Whiskey6oz MTN Dew1 Lime Wedge

#### **LEMON GRINDER**





1.5oz Vodka 4oz MTN Dew 2oz Tropicana Lemonade 1 Lemon Wedge

# **Orange Slugger**





1.5oz Canadian Whiskey .5oz Triple Sec 6oz MTN Dew 1 Orange Wedge



# **Orange Citrus Sangria**



# Orange vodka, Cognac, Pinot Noir, TROPICANA® Orange Juice and SIERRA MIST®

1½ oz. orange vodka
½ oz. orange flavored cognac
1 oz. pinot noir
4 oz. SIERRA MIST®
1 oz. TROPICANA® Orange Juice
Mixed fruit garnish

#### **CITRUS MARGARITA**





1.5oz Tequila .5oz Triple Sec 5oz Sierra Mist 1 Lime Wheel

#### **STRAWBERRY MARGARITA**





1.5oz Silver Tequila
.5oz Triple Sec
5oz Sierra Mist
1oz Strawberry Puree or Syrup
1 Lime Wedge
1 Strawberry

#### **POMEGRANATE SPARKLER**





1.5oz Pomegranate Liqueur 1oz Pomegranate Juice 4oz Sierra Mist .5oz Sour Mix 1 Lemon Wheel

## **Minty Mojito**



# Rum, mint, and **SIERRA MIST®** garnished with lime

1 ½ oz. Silver rum
3-4 oz. **SIERRA MIST®**5 Mint leaves
½ oz. Simple syrup
Garnished with lime and mint



# blackberrysmash



blackberrybubly™, bourbon, fresh lemon juice, blackberries lightly muddled and garnished with a lemon

3-4 oz. **blackberrybubly**<sup>TM</sup>
1 1/4 oz. bourbon
1/2 oz. fresh squeezed lemon juice
1/2 oz. simple syrup
4 fresh blackberries muddled
Blackberries and lemon garnish

# cherry blitz



**cherrybubly**™, bourbon, garnished with cherries

3-4 oz. **cherrybubly**™
1 1/4 oz. whiskey
Served over ice
cherry garnish

### picante paloma



grapefruitbubly™, tequila, triple sec, lime juice, jalapeno puree, salted rim

3 oz. **grapefruitbubly**™

1 oz. tequila

½ oz. triple sec

1 oz. lime juice

¼ oz. jalapeno puree

Salted rim

# tropiclikeit'shot



peachbubly™, champagne, peach passionfruit juice, peach vodka, orange blossom vodka, garnished with a peach

1 oz. **peachbubly**™
2 oz. peach passionfruit juice
½ oz. peach vodka
½ oz. orange blossom vodka (or plain)
2 oz. champagne
Slice of peach or passion
fruit pulp, garnish

# mangolimedrop



mangobubly™, lime lemonade, vodka, lime slice and a dash of chili powder

2-3 oz. **mangobubly**™
2 oz. lime lemonade
1 ¼ oz. vodka
Lime wheel, garnish
Chili powder rim

#### cranberry love



**cranberrybubly**™, vodka, splash of cranberry juice and a squeeze of lime juice garnished with cranberries

3-4 oz. **cranberrybubly™**1 ¼ oz. vodka
Splash of cranberry juice
Squeeze of lime juice

#### berrycute



strawberrybubly™, vodka, muddled with strawberry syrup, basil, and fresh lemon juice garnished with basil and strawberry

2 oz. **strawberrybubly**<sup>TM</sup>

1 ½ oz. vodka ¼ oz. strawberry syrup 2 fresh basil leaves Squeeze of lemon juice Strawberry garnish

# dancingqueen



raspberrybubly™, vodka and pineapple juice

3-4 oz. **raspberrybubly**™
1 ¼ oz vodka
Splash of pineapple juice
Garnished with pineapple

## puckerup



**applebubly™**, gin, sour apple liqueur and fresh lime juice

3-4 oz. **applebubly™**1 ½ oz. gin
1 ½ oz. sour apple liqueur
Squeeze of fresh lime juice
Garnished with an apple slice

#### basiltwist



**limebubly™**, lemonade, simple syrup and fresh squeezed lime juice

4 oz. **limebubly**™

1 oz. lemonade

½ oz. simple syrup

½ oz. fresh squeezed lime juice

2 fresh basil leaves

Garnished with basil and lime