

**From:** Jennie Ripps <[REDACTED]>

**To:** [REDACTED]

**Cc:** jeevacation@gmail.com, Maria Littlefield <[REDACTED]>

**Subject:** Re: Jennie's financials

**Date:** Fri, 14 Aug 2015 15:48:15 +0000

**Attachments:** Partner\_One\_Sheet\_Complementary.pdf

**Inline-Images:** WISE\_OWL\_HOLDINGS\_P&L\_AUGUST\_2015.png

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Hi [REDACTED],

I hope you're doing well and my apologies for the delay. There was a miscommunication between me, my father-in-law and my husband, but now I'm back on track!

Please find some links below, and I've attached the requested information — please let me know if Jeffrey prefers that I messenger (or FedEx) these documents for his review.

Thanks so much again! I hope you and he have a terrific weekend.

Best,  
Jennie

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**Link to deck:** <https://www.dropbox.com/s/jt91scr9h1pclsc/PARTNER%20DECK%20C-U%20July%202015.pdf?dl=0>

**Attached**

+P&L

+One-sheet with recent highlights

**Link to MarketWatch video:** <http://www.marketwatch.com/video/owl-brew-mixers-a-pure-winner/26BCAAAF-54D0-47F7-986D-62F76B3F7431.html>

| WISE OWL HOLDINGS [REDACTED]   | FY 2013             | FY 2014             | FY 2015             | FY 2016             | FY 2017              | FY 2018              | FY 2019              | FY 2020              |
|--|---------------------|---------------------|---------------------|---------------------|----------------------|----------------------|----------------------|----------------------|
| Owl's Brew Revenue   | \$ 62,332           | \$ 362,322          | \$ 1,102,098        | \$ 3,989,677        | \$ 8,616,238         | \$ 11,201,110        | \$ 14,561,442        | \$ 18,929,875        |
| Brew Lab Tea Revenue   | \$ 79,777           | \$ 140,152          | \$ 406,528          | \$ 1,219,583        | \$ 2,439,166         | \$ 3,170,916         | \$ 4,756,374         | \$ 6,183,286         |
| <b>Total Revenue</b>   | <b>\$ 142,108</b>   | <b>\$ 502,474</b>   | <b>\$ 1,508,625</b> | <b>\$ 5,209,260</b> | <b>\$ 11,055,404</b> | <b>\$ 14,372,026</b> | <b>\$ 19,317,817</b> | <b>\$ 25,113,162</b> |
| <b>Revenue Growth</b>  |                     | <b>254%</b>         | <b>200%</b>         | <b>245%</b>         | <b>112%</b>          | <b>23%</b>           | <b>34%</b>           | <b>23%</b>           |
| Owl's Brew COGS  | \$39,390.18         | \$229,486.72        | \$ 584,112          | \$ 2,114,529        | \$ 4,308,119         | \$ 5,600,555         | \$ 7,280,721         | \$ 9,464,938         |
| Brew Lab Tea COGS  | \$52,660.32         | \$79,370.00         | \$203,263.85        | \$609,791.56        | \$1,219,583.12       | \$1,585,458.06       | \$2,378,187.06       | \$3,091,643.27       |
| <b>Gross profit</b>  | <b>\$ 50,058</b>    | <b>\$ 193,618</b>   | <b>\$ 721,250</b>   | <b>\$ 2,484,940</b> | <b>\$ 5,527,702</b>  | <b>\$ 7,186,013</b>  | <b>\$ 9,658,908</b>  | <b>\$ 12,556,581</b> |
| <b>Gross profit margin</b>   | <b>35%</b>          | <b>39%</b>          | <b>48%</b>          | <b>48%</b>          | <b>50%</b>           | <b>50%</b>           | <b>50%</b>           | <b>50%</b>           |
| <b>COST OF SELLING - Owl's Brew</b><br>(demos, samples, marketing, tradeshows, travel, public relations)           | \$ 124,746          | \$ 394,977          | \$ 615,007          | \$ 887,129          | \$ 1,092,001         | \$ 1,310,402         | \$ 1,572,482         | \$ 1,886,978         |
| <b>COST OF SELLING - Brew Lab Tea</b><br>(payroll, rent, insurance, office expenses, professional fees)            | \$ 17,288           | \$ 4,729            | \$ 62,102           | \$ 127,400          | \$ 128,000           | \$ 147,200           | \$ 161,920           | \$ 178,112           |
| <b>GENERAL AND ADMIN EXPENSES - Owl's Brew</b><br>(payroll, rent, insurance, office expenses, professional fees)   | \$ 101,612          | \$ 353,980          | \$ 522,728          | \$ 575,001          | \$ 632,501           | \$ 695,751           | \$ 765,326           | \$ 841,859           |
| <b>GENERAL AND ADMIN EXPENSES - Brew Lab Tea</b><br>(payroll, rent, insurance, office expenses, professional fees) | \$ 27,772           | \$ 64,275           | \$ 92,853           | \$ 184,396          | \$ 195,000           | \$ 214,500           | \$ 235,950           | \$ 259,545           |
| <b>MISC. EXPENSES &amp; START-UP COSTS</b><br>(design, [REDACTED], inventory write-off or breakage)                | \$ 23,987           | \$ 58,817           | \$ 83,935           | \$ 57,849           | \$ 57,849            | \$ 60,741            | \$ 63,778            | \$ 70,156            |
| <b>TOTAL OPERATING EXPENSES</b>  | <b>\$ 295,405</b>   | <b>\$ 876,778</b>   | <b>\$ 1,376,625</b> | <b>\$ 1,831,774</b> | <b>\$ 2,105,351</b>  | <b>\$ 2,428,593</b>  | <b>\$ 2,799,456</b>  | <b>\$ 3,236,650</b>  |
| <b>Net Operating Profit (Loss)</b>   | <b>\$ (245,347)</b> | <b>\$ (683,160)</b> | <b>\$ (655,375)</b> | <b>\$ 653,165</b>   | <b>\$ 3,422,352</b>  | <b>\$ 4,757,419</b>  | <b>\$ 6,859,452</b>  | <b>\$ 9,319,931</b>  |

On Jul 22, 2015, at 2:33 PM, [REDACTED] > wrote:

Hi Jennie...just following up...did you ever send your documents to Jeffrey via email?

Begin forwarded message:

**From:** John Brockman <[REDACTED]>  
**Subject:** Jennie's financials  
**Date:** July 10, 2015 at 11:31:26 AM EDT  
**To:** Jeffrey Epstein <jeevacation@gmail.com>  
**Cc:** [REDACTED], Jennie Ripps <[REDACTED]>

Eastover Farm  
[203-266-5930](tel:203-266-5930)

Jennie is keen to talk to you an/or send you her docs for her new round of financing. Email? Messenger (to where?)?

JB

John Brockman  
[917-744-8920](tel:917-744-8920) mobile

cc:Jennie Ripps  
[REDACTED]  
[917-378-2817](tel:917-378-2817) mobile

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please note

The information contained in this communication is confidential, may be attorney-client privileged, may constitute inside information, and is intended only for the use of the addressee. It is the property of JEE

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