### **Mountain Dew**

Licensing

### **Brand Introduction**

Mountain Dew isn't just a beverage. It's a storied brand, built on a powerful mindset and a long, exhilarating history. The bold flavor of Dew is formulated to fuel creativity, adventure and passion; it's positioned to elevate experiences. Mountain Dew is something many people can relate to; with passionate fans all over the world. It's always new and classic, all at the same time—and its authenticity shines through.

The Dew brand champions innovation on every level. It takes risks, and empowers drinkers to master the art of trying new things. Dew has always been on the leading edge of emerging culture, turning fresh ideas into inclusive opportunities—this is a nation of like-minded individuals, after all—and exaggerating the gratification of every experience. When Dew is on hand, it means good times are going to be had by all.

Mountain Dew is more than just a soft drink. It's an expression, an experience and a way of life. To Do The Dew is to be the best you—and we aim to fuel that opportunity every single day.





### **CORE TENETS**

**It's never been about just one thing.** The core tenets of Mountain Dew span the cultural spectrum: from action sports, to music, to entertainment, to art, to gaming. That's what makes it a beverage for *all* people who share a passion for living. Use these as guiding principles to ensure that licensing opportunities build from our DNA and enrich the story of the brand.

## DEW STANDS FOR SOMETHING UNIQUE

### PASSION MEETS EXPRESSION

#### THE BRAND PROVOKES: IT'S A DOING, INSTIGATING BRAND

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### SHARED PERSONAL BELIEF

Our product and our style are often imitated—but there has been, is and forever will be only one Mountain Dew.

# ORIGINAL

Passion is the tissue that connects Mountain Dew to its drinkers. You can taste it in every sip.

# PASSION

#### Most brands will try to tell you their product transforms people. Dew is one of the few that can prove it.

# TRANSFORMATION

We don't wait for the next big thing. We create it.

## CULTURAL INSTIGATOR

Drinking Dew is never the only thing you have in common.

## COMMUNITY

Dew isn't about looking cool or fitting in. It's about having a damn good time, however you define it.

# DAMN GOOD TIME



### WHAT DEW IS/IS NOT

Mountain Dew means a lot of things to a lot of people. That's what makes Dew fans so passionate. As a brand, we should be communicating to those fans with consistent messaging in every market; this helps strengthen our trademark globally. Here, we'll provide simple and easy-tounderstand examples of what Mountain Dew is and is not about.

#### **DEW IS ABOUT**

Blazing a New Trail

Unleashing Authentic, Intrinsic Passions

Emotional Transformations ••• Following Your Heart, Your Passions and Being Unapologetic

> Being an Individual Within a Community

#### **DEW IS NOT ABOUT**

Following the Crowd Bravado and **Empty Performance** Purely Physical, Visceral Feats Being Contemplative or Too Complex Getting Lost in the Crowd

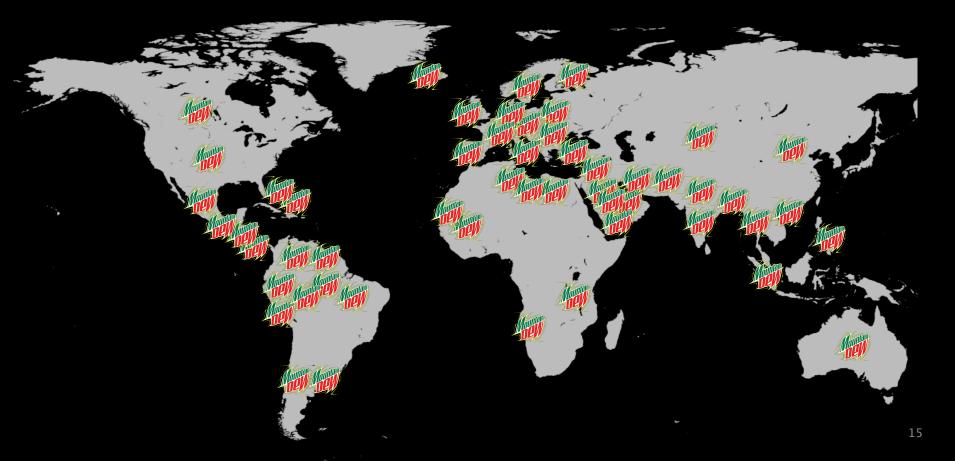
#### **DEW IS ABOUT**

Feeling Things More Intensely Making Your Mark on the World Instigating Passions Authentic Moments and Attainable Experiences Having a Damn Good Time

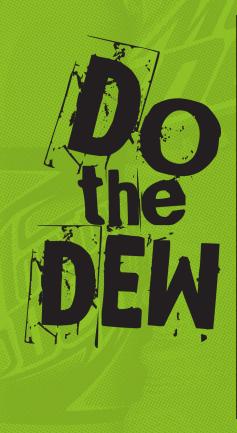
#### DEW IS NOT ABOUT

Escapism & Taking Leave of Your Senses Anti-Establishment **Extreme Actions** Staged Experiences or Fantastical Ideas Being Stupid, Silly or Jackass

#### DEW CONSUMERS IN 58 COUNTRIES AROUND THE WORLD SHARE THESE VALUES



**TARGET CONSUMER:** PRIMARY: MALE MILLENNIALS, 16-24 YO SECONDARY: MALE MILLENNIALS, 25-29 YO NSPIRED YOUTH FROM AROUND THE WORLD WHO EXPRESS THEIR PASSIONS AND INSTIGATE CULTURE 16



### DO THE DEW

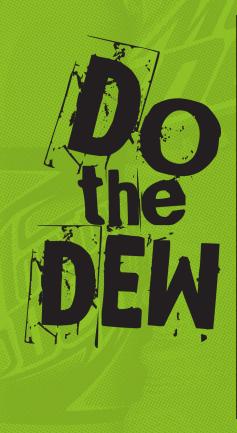
Do the Dew is an iconic brand expression that has been part of Mountain Dew's DNA. For us, this is more than a tagline: it's an expression of who we are, a rallying cry for our consumers, a way of life. But what it means to Do the Dew has evolved over time, and we want to ensure it shares a consistent meaning from market to market, all over the world.

### What Does It Mean to Do the Dew?

#### Do The Dew.

It's a part of our DNA-a mantra for who we are. It's more than just a tagline. It's a unifying mindset. A way of life. Not for going over the top, or for outperforming the competition. But for pursuing passions relentlessly, transforming life into something more exciting and exhilarating. We are originals. Unapologetic instigators of culture. A community in pursuit of inspiration, by whatever definition we choose. We are always out for having a damn good time. We live by unwritten rules that represent something bigger. We live life the way we want to.

We Do The Dew.



### DO THE DEW

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#### **AVAILABLE FOR** LICENSING

- Men's Casual/Sport Apparel
- Men's Casual/Sport Accessories
- Men's Footwear
- **Technology Accessories**
- Snow/Skate Sporting Goods
- **Gaming Accessories**
- "Old School" Classic Games (i.e. darts, billiard, etc.)
- Home/"First Apartment" Decor
- Novelty
- Outdoor





#### FOR LICENSING INQUIRIES, PLEASE CONTACT:

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