



DISCOVER WINE WORLD WITH US



WINE
DISCOVERY

WINE DISCOVERY TODAY

OUR MISSION

is to develop wine consumption culture among both beginners and connoisseurs.

OUR PHILOSOPHY

We propose wines and spirits from the best producers of all over the world.

We aim to offer an unrivaled selection of products and services in the market.

Wine isn't just our business - it's our passion!



MAIN FIGURES



15

years on the
Russian market



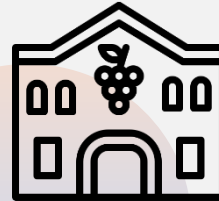
725

SKU



2363

satisfied customers



76

producers



295

cities in Russia

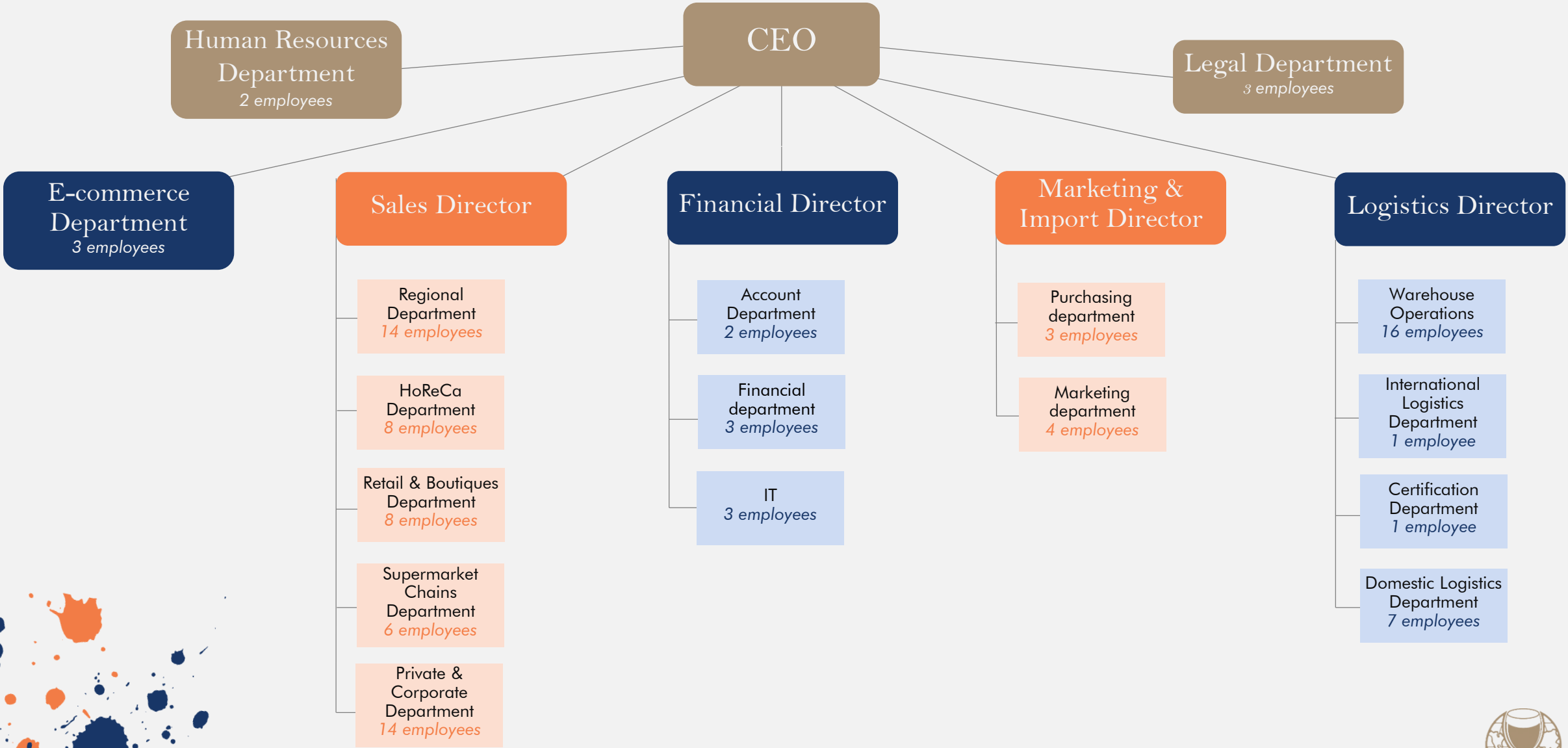


16

countries presented
in portfolio



COMPANY STRUCTURE

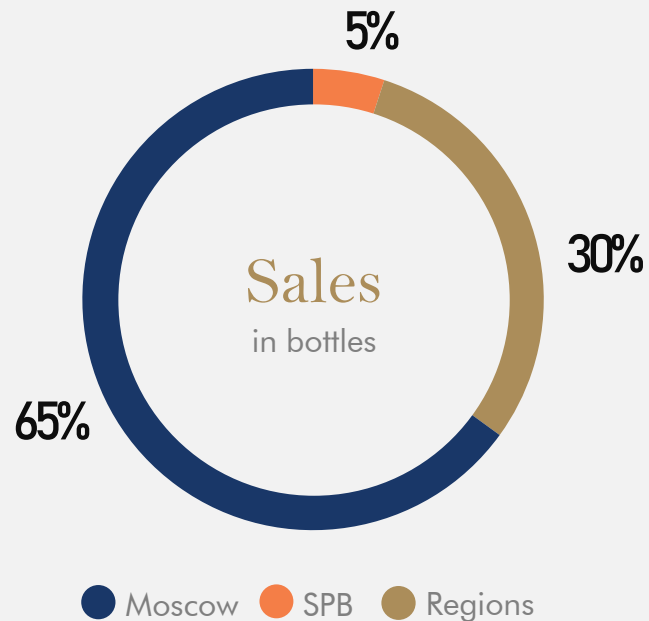


GEOGRAPHIC REPRESENTATION

12 regional branches

Customers from 65 regions of Russia

295 cities all over Russia



TARGET AUDIENCE



Millennials

with medium to high income
levels who appreciate good
quality wine & spirits



Enthusiasts

eager to explore new
dimensions within the
wine & spirits industry



Connoisseurs,

frequent visitors of wine &
spirits exhibitions and tastings



Wine & spirits
market professionals
with discerning preferences



COMPETITIVE ADVANTAGES

1 Own import

2 Marketing activities

3 Individual customer approach

4 Promotion attendance
at the sales points

5 Education program for employees
and customers

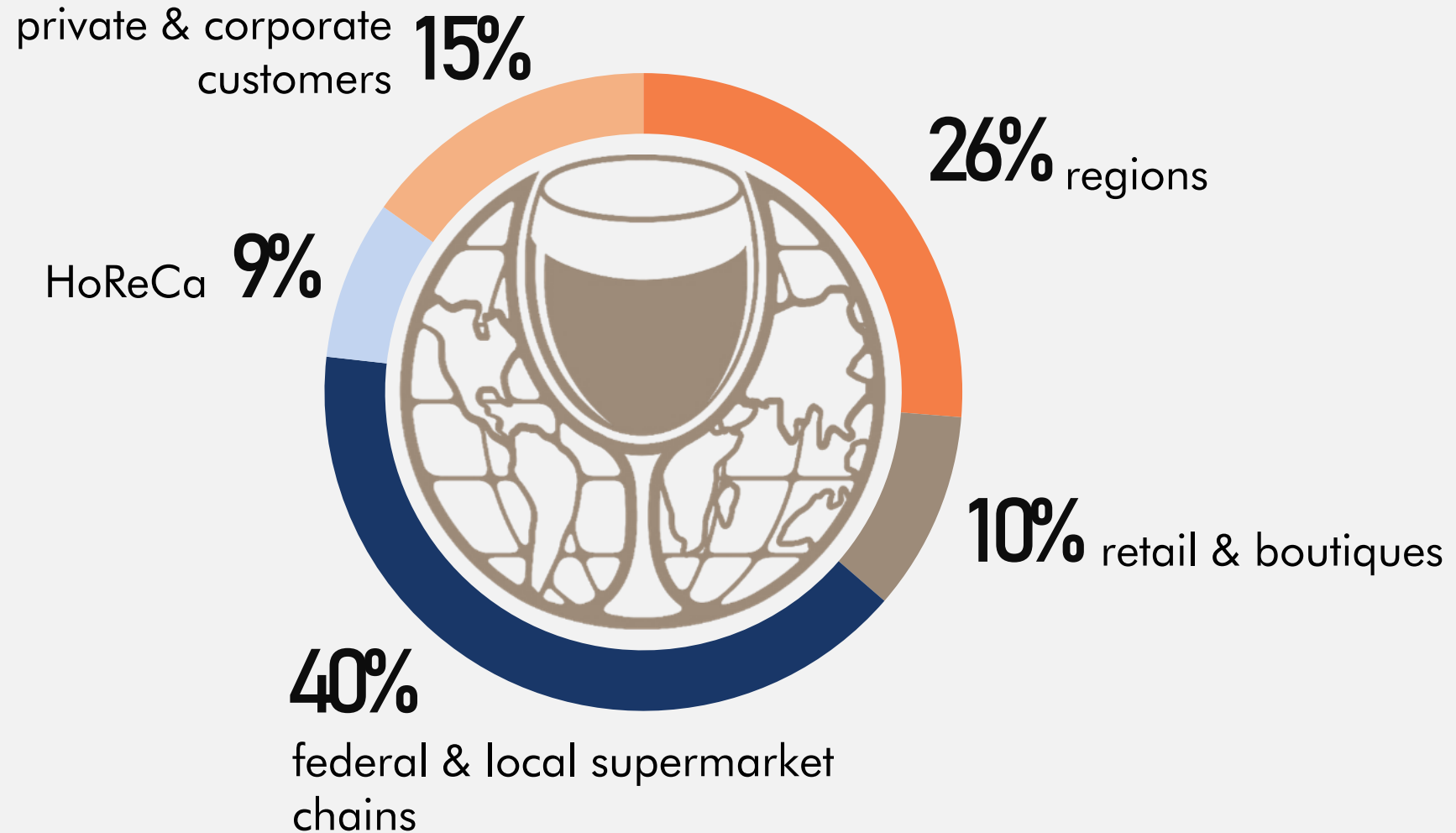
6 Wine tastings, master classes,
exhibitions

7 Large range of wines and spirits

8 Full service to ensure reliability, on-time
delivery and quality of goods



DISTRIBUTION CHANNELS



KEY PARTNERS

Federal & local
supermarket chains



Total amount of customers: 41

Retail & boutiques



Total amount of customers: 375

HoReCa



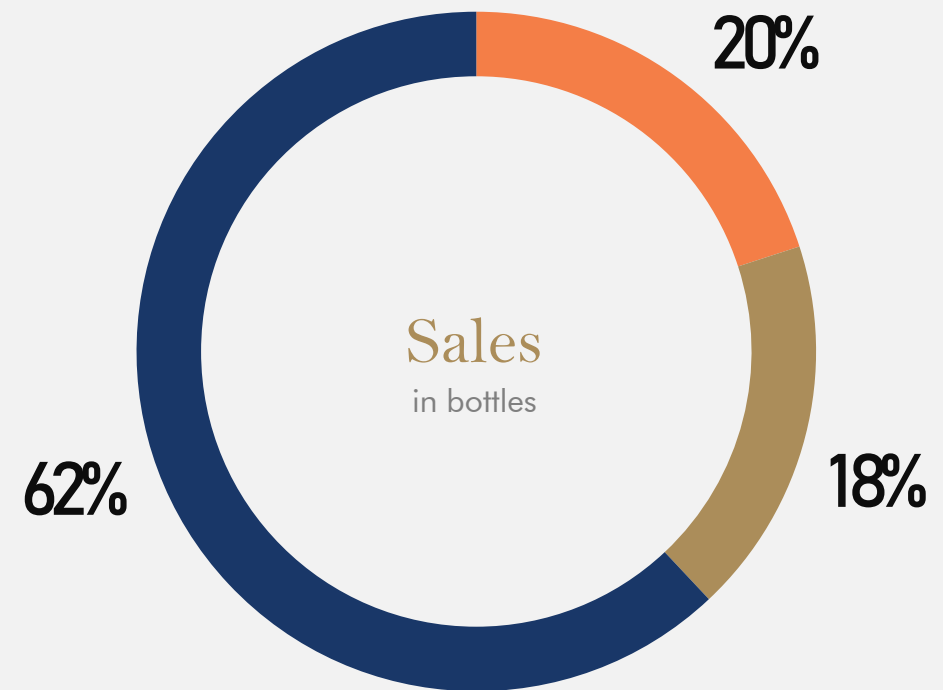
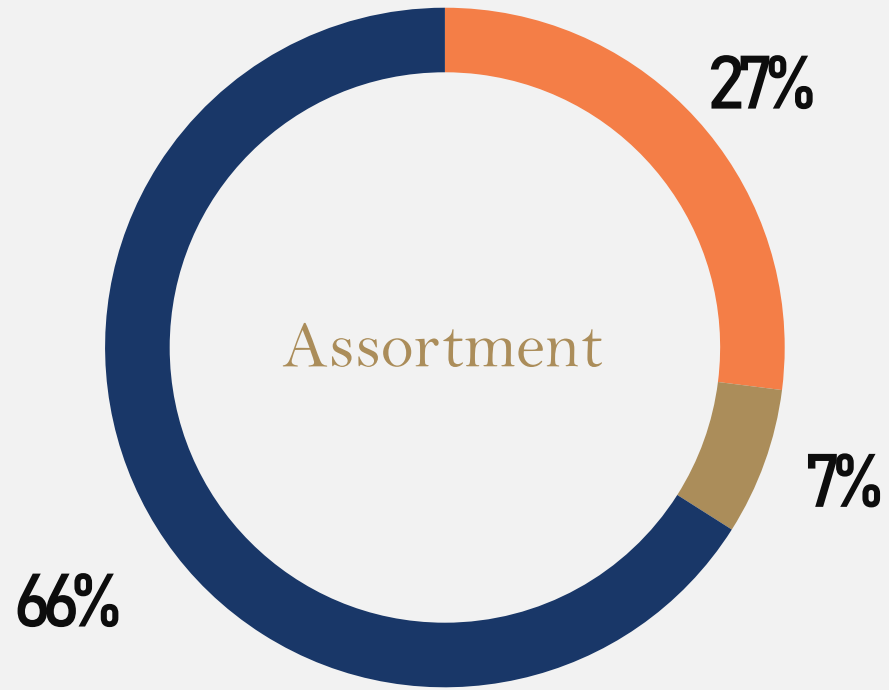
Total amount of customers: 350

Private & corporate
customers



Total amount of customers: 1561

ASSORTMENT PORTFOLIO



- still wine
- champagne and sparkling wine
- spirits



PRODUCERS GEOGRAPHY

ITALY

Trentino – Alto-Adige

- Cantine di Ora
- Distilleria Pilzer
- Hans Rottensteiner

Lombardy

- Azienda Agricola Monte Cicogna
- Azienda Agricola Villa
- Societa Agricola Mazzolino

Friuli – Venezia Giulia

- Azienda Agricola Lorenzon
- Rodaro Paolo

Veneto

- Cantine di Ora
- Casa Vinicola Sartori
- Giacomo Sperone
- Schenk Italia

Piedmont

- Antoniolo
- Cantine Ascheri Giacomo
- Tenute Neirano

Tuscany

- Azienda Agricola Canneto
- Azienda Agricola Giorgio Meletti Cavallari
- La Gerla
- Pianirossi
- Schenk Italia
- Terre Natuzzi
- Tenute Rossetti

ITALY

Abruzzo

- Gran Sasso

Campania

- Terre del Vulcano

Puglia

- Cantina Diomede
- Luccarelli

Sicily

- Azienda Agricola F. Tornatore
- Cantina Cellaro
- Schenk Italia

Sardinia

- Atzei Vini
- Marco Zanatta

FRANCE

Champagne

- Champagne AR Lenoble
- Champagne Prestige des Sacres

Alsace

- Fleischer

Calvados

- Jean-François Guillouet-Huard

Loire Valley

- Confrérie des Vignerons de Oisly & Thésée
- Fournier Pere & Fils
- Lacheteau

Burgundy

- Domaine Nathalie & Gilles Fevre
- Maison Jean Bouchard

Cognac

- Daniel Bouju
- Distillerie des Moisans

Jarnac

- Distillerie Tessendier & Fils

FRANCE

Bordeaux

- Gericot
- Producta Vignobles

Rhone Valley

- Vignerons Proprietes Associes

Provence

- Le Petits fils de Veuve Ambal
- Les Grands Chais de France

South-West

- Producta Vignobles
- Vinovalie

Armagnac

- H. Dartigalongue & Fils

Languedoc-Roussillon

- Les Grands Chais de France
- Les Vignerons du Sieur D'Arques

SPAIN

Rias Baixas

- Cooperativa Vitivinícola Arousana

Navarra

- Sociedad Cooperativa Nequeas

Penedes

- Bardinet Wines

Priorat, Terra Alta

- Domini de la Cartoixa

Rioja

- Bodegas y Vinedos de Gomez Cruzado

Valencia

- Bodegas Neleman

Andalusia

- Sanchez Romate

PORTUGAL

Douro

- Quinta do Infantado

GERMANY

Nahe

- Weingut Prinz Salm

Pfalz

- Schwedhelm

AUSTRIA

Wachau

- Firma Familie Schmelz

Kremstal

- Weingut Stift Göttweig

SERBIA

Fruska Gora

- Vinarija Kovacevic Irig

GEORGIA

Kahety

- Kompaniya gruzinskoj lozy i vina

GREAT BRITAIN

- Thames Distillers Limited

SCOTLAND

- Aceo Limited
- Bardinet Wines
- Beveland

CHILE

Central Valley, Aconcagua

- Vina del Pedregal



ARGENTINA

Mendoza

- La Rural Vinedos y Bodegas

MEXICO

- Tequila Magdalena

SOUTH AFRICA

Elgin Valley

- Thelema Mountain Vineyards

Western Cape

- Origin Wine Stellenbosch

AUSTRALIA

South Australia

- Kilikanoon Wines

RUSSIA

Kuban

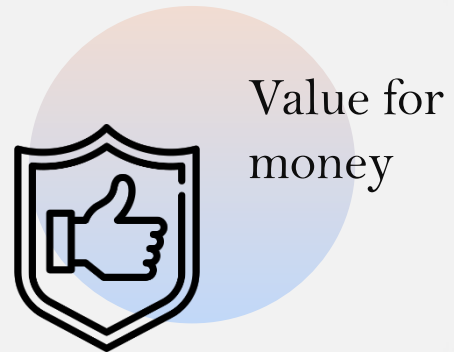
- Berdyaev Winery
- Chateau Pinot



BRAND PORTFOLIO



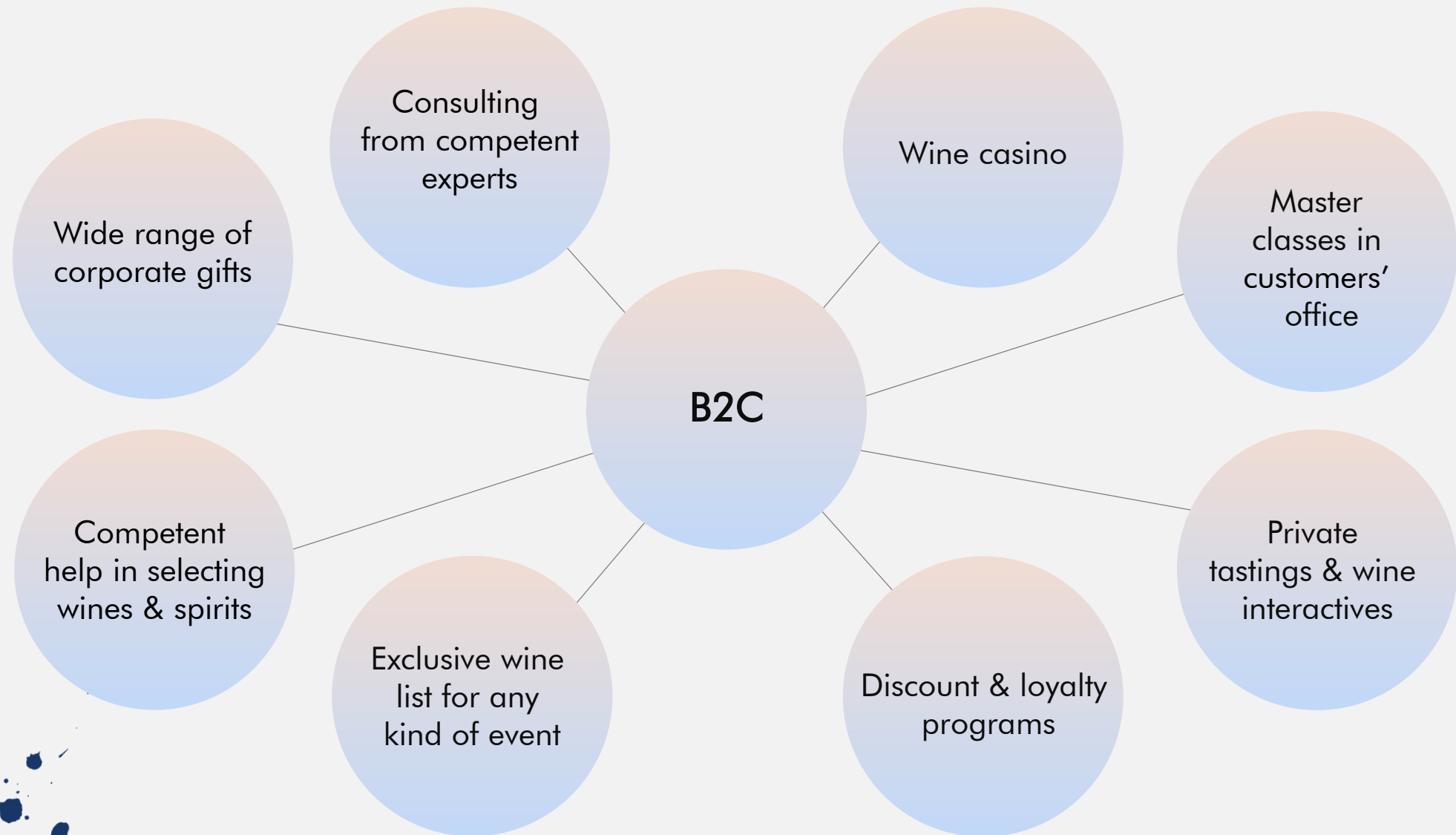
OWN BRANDS



MARKETING TOOLS

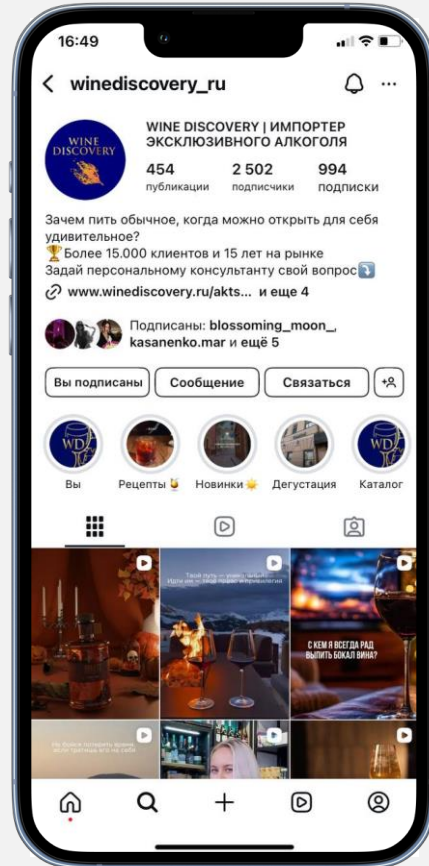


MARKETING TOOLS

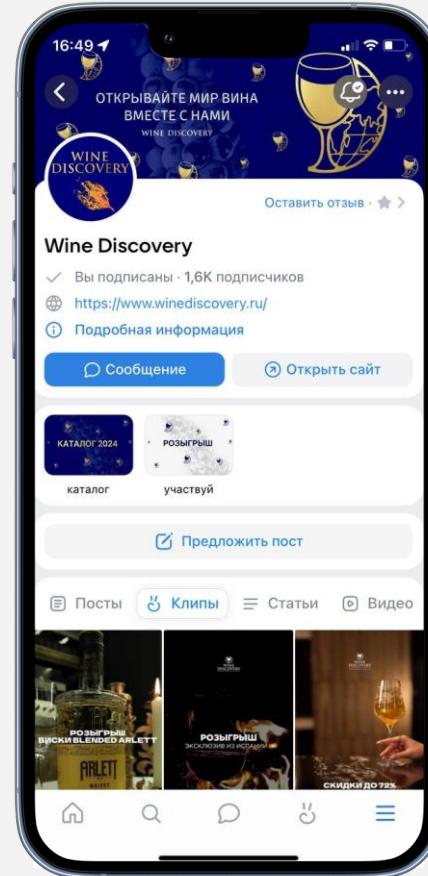


SMM

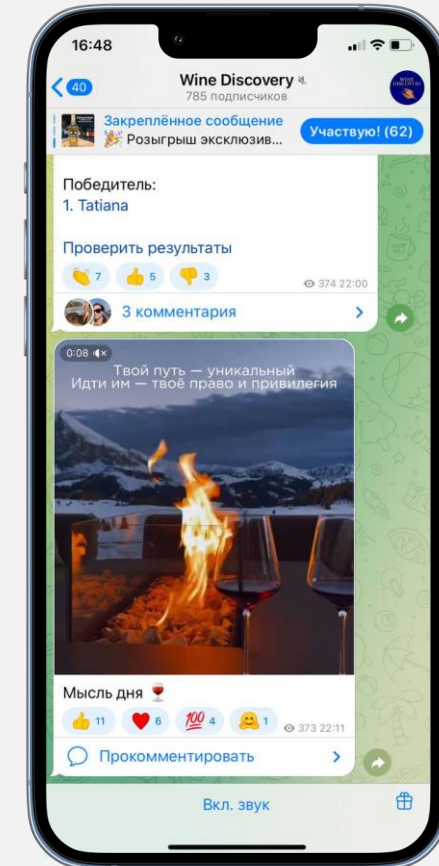
Instagram: winediscovery_ru



VK: wine_discovery



Telegram: wine_discovery



EXHIBITIONS AND WINE TASTINGS

Prodexpo



Between heaven
and earth



Bigatifest



Wines with umlaut



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