



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



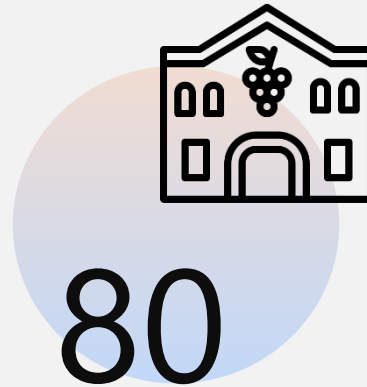
years on the Russian market



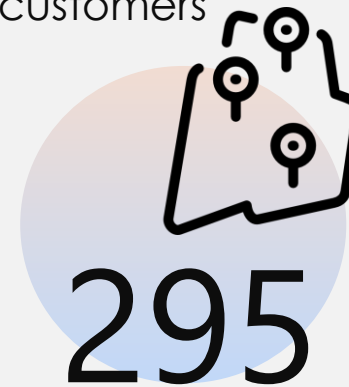
SKU



satisfied customers



producers



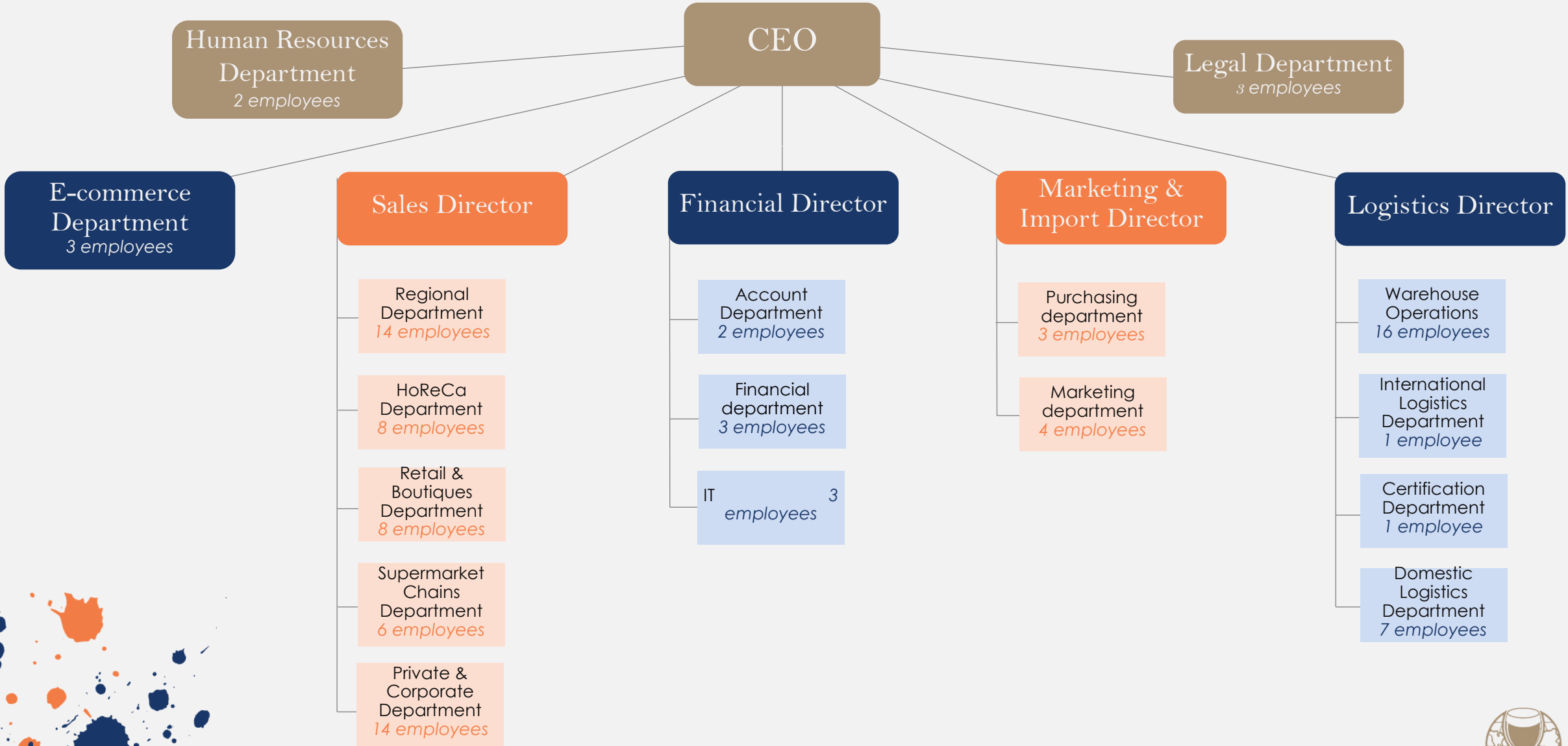
cities in Russia



countries presented in portfolio



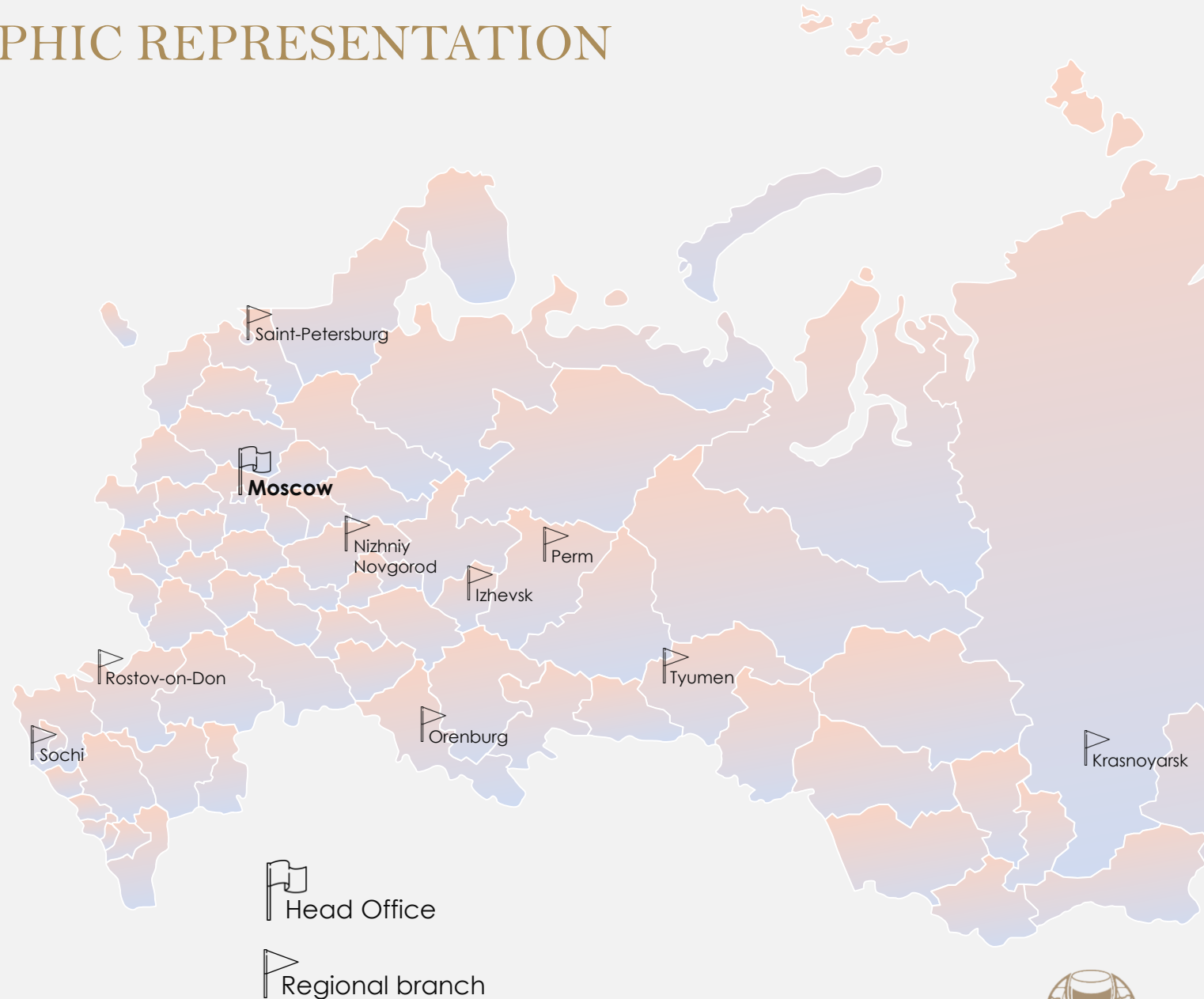
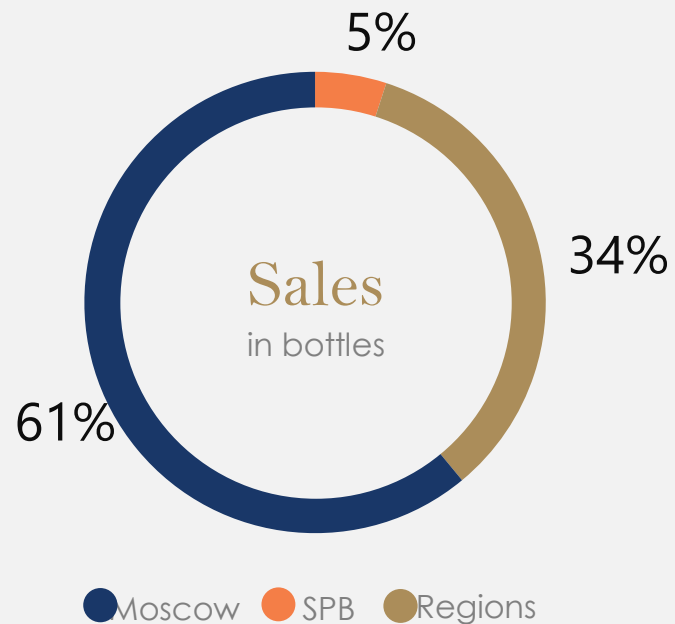
COMPANY STRUCTURE



GEOGRAPHIC REPRESENTATION

9 regional branches

Customers from 65 regions of Russia
295 cities all over Russia



TARGET AUDIENCE



Millennials
with medium to high
income levels who
appreciates 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

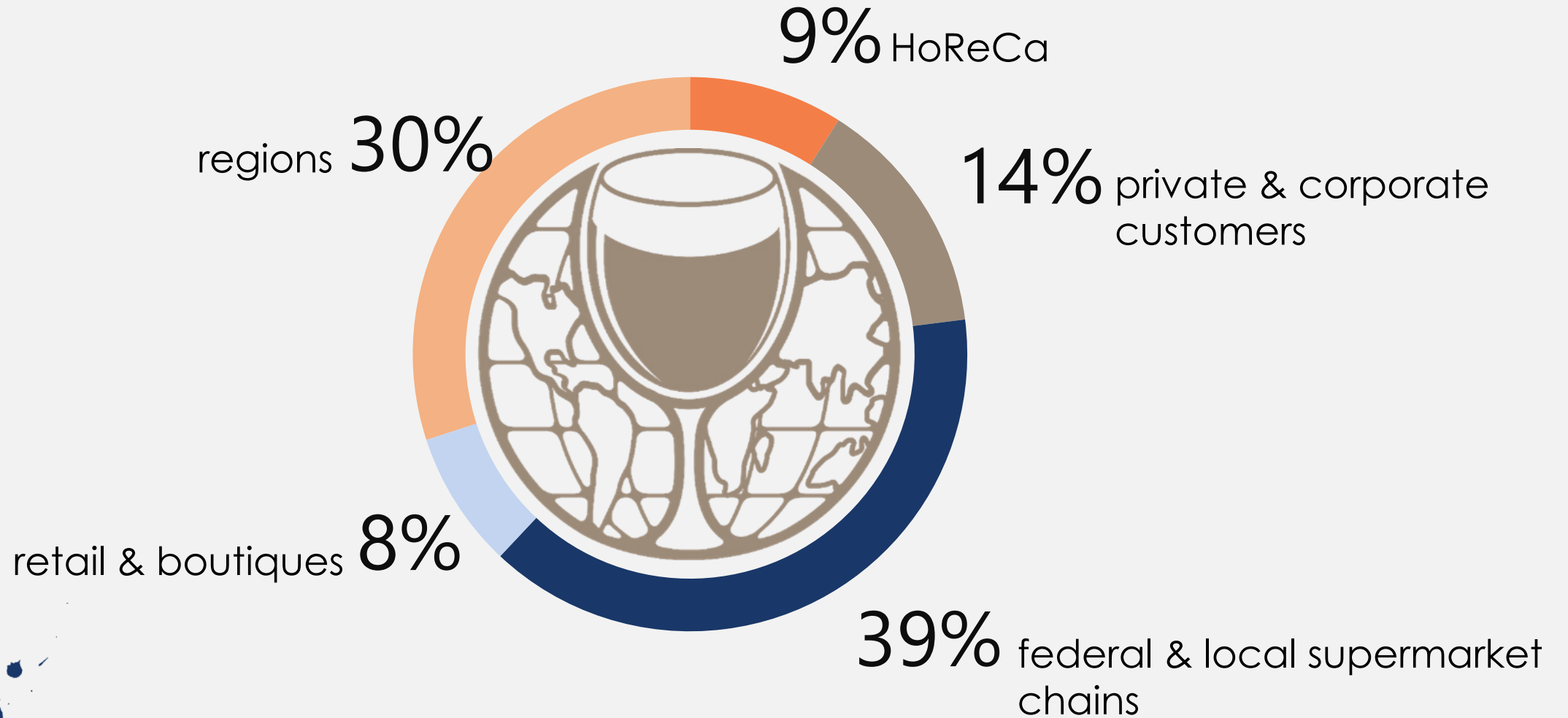


COMPETITIVE ADVANTAGES

- 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



Retail & boutiques



HoReCa



LUCKY GROUP



Private & corporate
customers



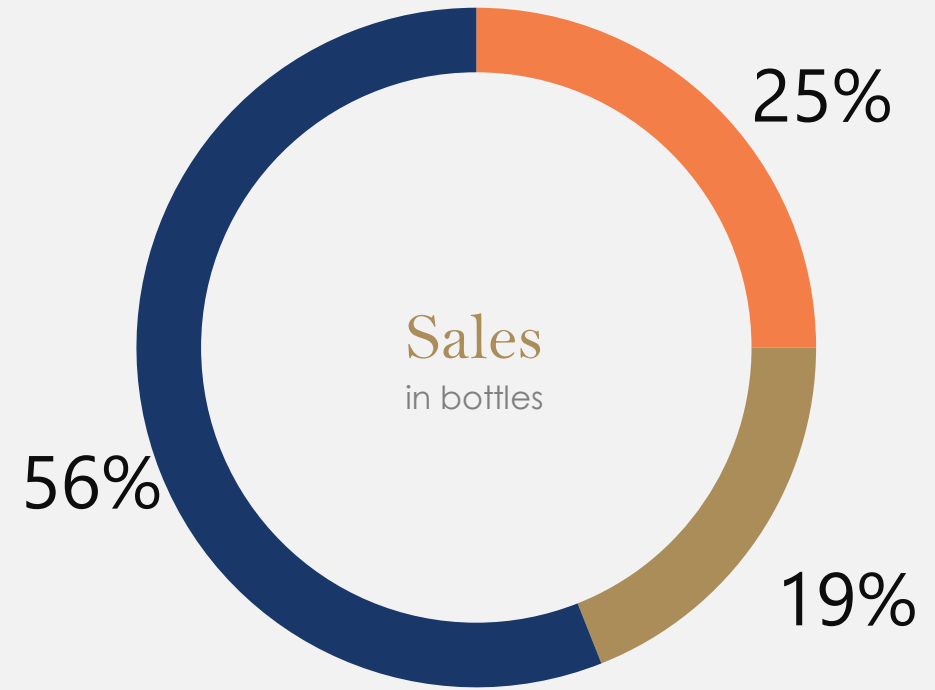
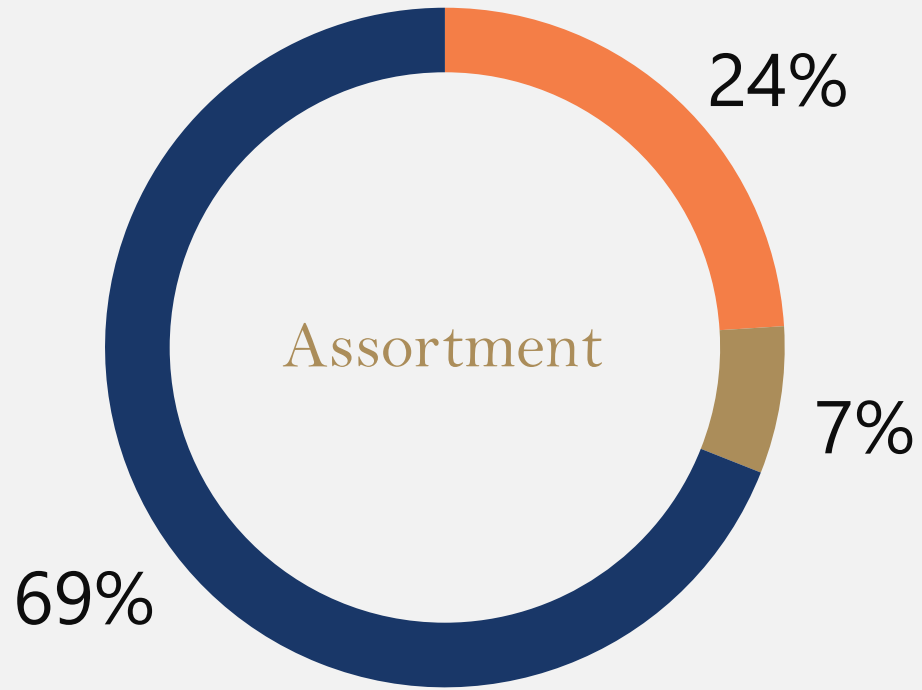
Total amount of customers: 23

Total amount of customers: 433

Total amount of customers: 389

Total amount of customers: 3000

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

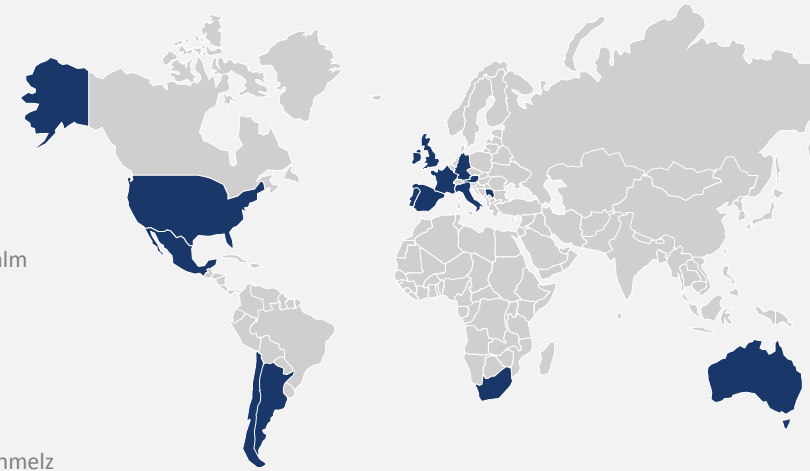
Andalusia

- 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

USA

- Bardinet Wines

SOUTH AFRICA

Elgin Valley

- Thelema Mountain Vineyards

Western Cape

- Origin Wine Stellenbosch

AUSTRALIA

South Australia

- Kilikanoon Wines




BRAND PORTFOLIO



OWN BRANDS



Premium level



Value for money



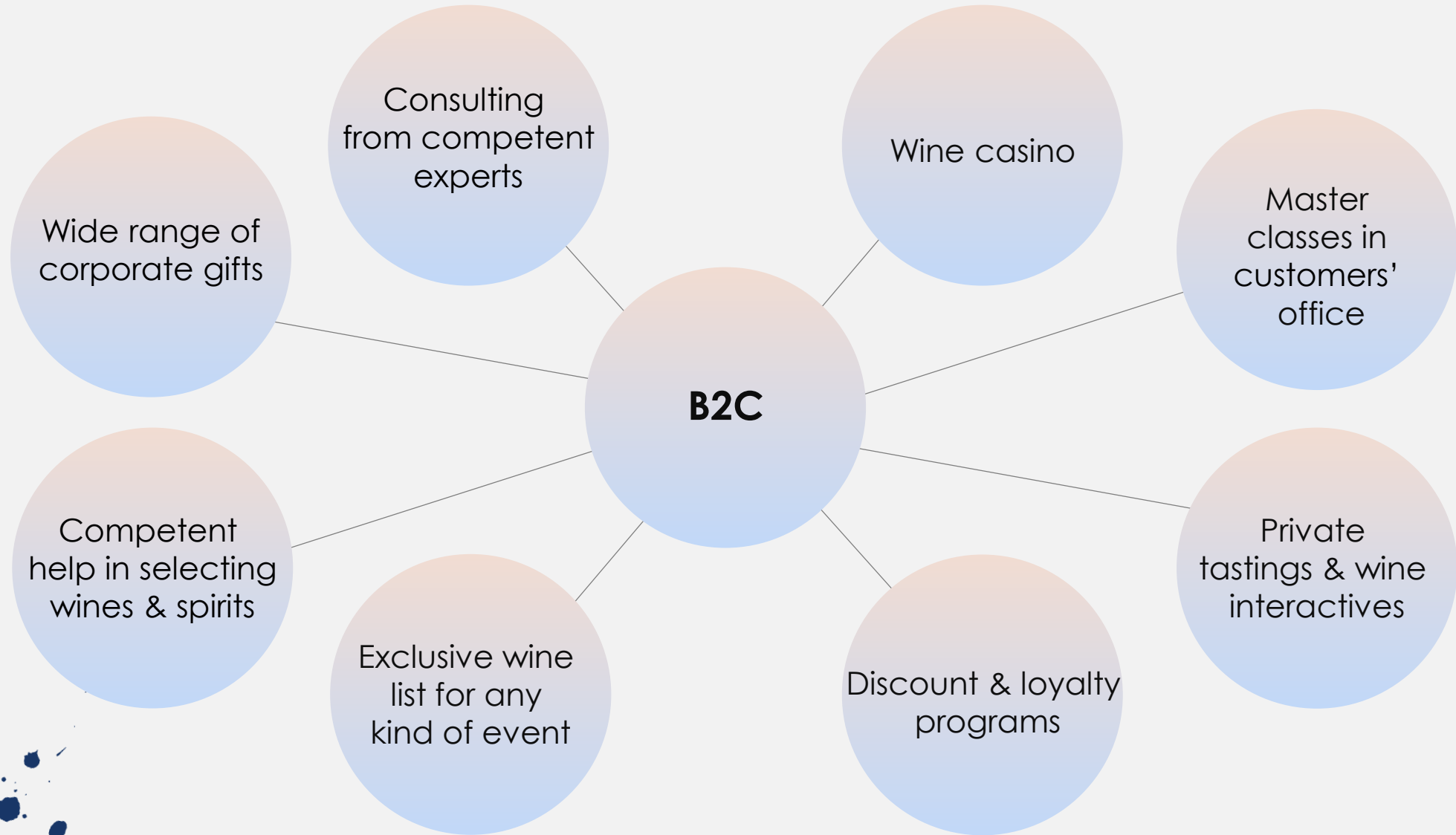
Entry level



MARKETING TOOLS

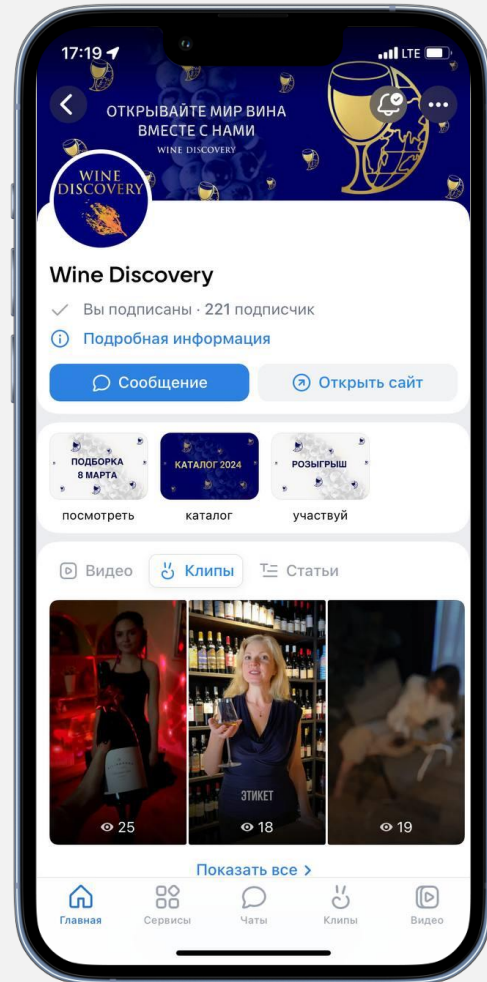


MARKETING TOOLS

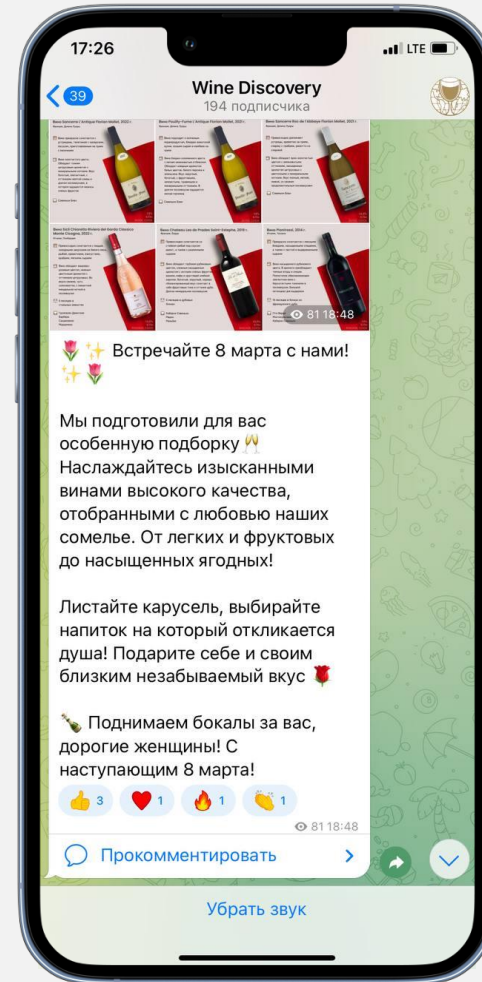


SMM

VK: wine_discovery



Telegram: wine_discovery



EXHIBITIONS AND WINE TASTINGS

Prodexpo



Between heaven and earth



Bigatifest



Wines with umlaut



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