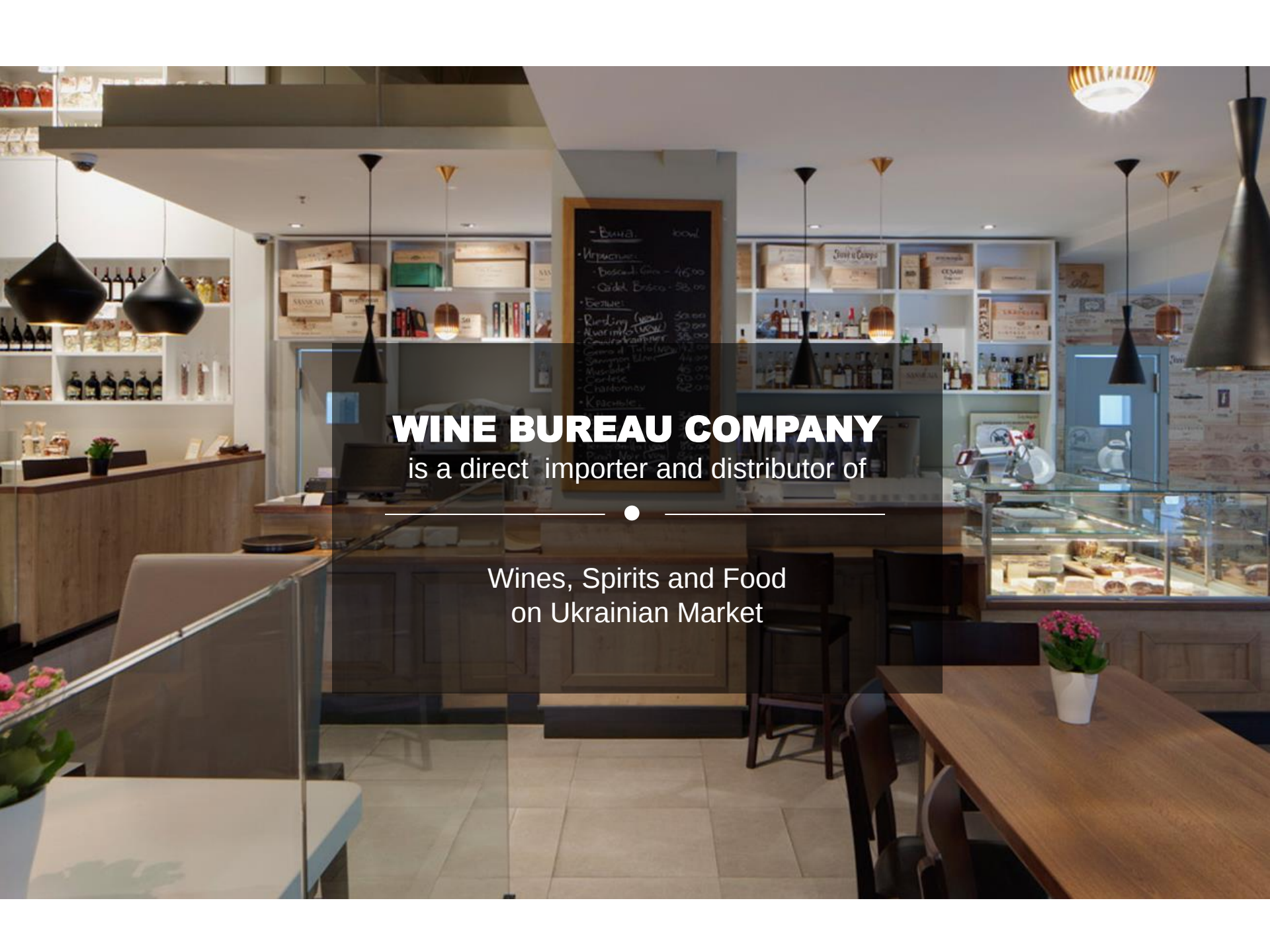




The background image shows the interior of a modern wine and food shop. On the left, there are shelves stocked with various bottles of wine and spirits. In the center, a chalkboard menu lists items like 'Buzza bowl', 'Vapachner', 'Boschard Gin', 'Cordel Bisco', and several 'Eozuue' items with prices. To the right, more shelves display bottles, and a glass display case in the foreground contains various food items. The shop has a clean, minimalist aesthetic with wooden tables and chairs, and modern pendant lighting.

WINE BUREAU COMPANY

is a direct importer and distributor of

Wines, Spirits and Food
on Ukrainian Market

- Wine Bureau is **№ 1 wine importer** in Ukraine – 20% of the market share in 9L cases and 30% in UAH (local currency). The company was established in 2006.
- Total turnover of **47 mln Euro** in 2015
- **430 direct Import Contracts** (at least 250 on wine&spirits)
- We sell around **3,6 mln bottles** per year
- **We import** 70% of all Bordeaux wines (400 châteaux) and 35% of Campaign on Ukrainian market. We offer 31 Grand Crus from Burgundy (of the 33 existing), the TOP10 of Bordeaux wines, 26 Champagne houses. Our range includes more than 4,200 items
- We operate **retail stores** under the brand name **Good Wine** in Kiev
- We are national distributor of wines and spirits covering on-trade and off-trade accounts.

2015 SALES BY CHANNELS



- Good Wine - 51%
- HoReCa - 15%
- Chains - 12%
- Distribution - 10%
- Liquor stores - 5%
- Corporate department, other - 7%

Channels of sales	9l cases	1000s Euro
Own retail (Good Wine)	116 400	15 344
Wholesale	181 000	14 820
- HoReCa	43 700	4 477
- Chains	52 500	3 559
- Distribution	51 900	2 947
- Liquor stores	17 900	1 636
- Corporate department, other	15 000	2 201
Total	297 400	30 164



Vladimir Shapovalov

director and owner

co-owner of Asnova holding which main businesses are: distribution (the biggest distributor of P&G company in Ukraine), retail (DC - the biggest Health & Beauty chain in Ukraine in partnership with A.S. Watson), logistics

Dmitry Krinsky

co-owner and marketing inspirer

Ex-General Manager of DC chain in Ukraine

off-trade —



more than 100 high-end
restaurants in Kiev and
the biggest cities of Ukraine

on-trade



regional
distribution



ecommerce

national and local
supermarkets, specialized
stores all over Ukraine

+ We are to set up
a new project of
wine&spirits retail
stores in top cities
of Ukraine



corporate accounts

- Wholesales geographical split: **Kiev 55% VS Regional Sales 45%**
- Total coverage of almost **9 000 wholesale clients** over all territory of Ukraine. Including more then 7 000 through partner Distribution company.
- Direct wholesale partners and responsible Wholesale Dpt. employees:

Channel of sales	Direct partners, 2015	Wholesale Team
HoReCa	621	11 + 15 at Distributor
Liquor stores	53	1
Distribution	22	1
Corporate department	500	4
Chains	105	1+17 (promoter)
Private clients, VIP	47	0
Total	1348	50

For clients

- Unique concept: wines, food, accessories, restaurant, bakery
- Broad range of wine & spirits from all over the world (4K SKU), the best choice of choice of wines, healthy and organic food in Ukraine

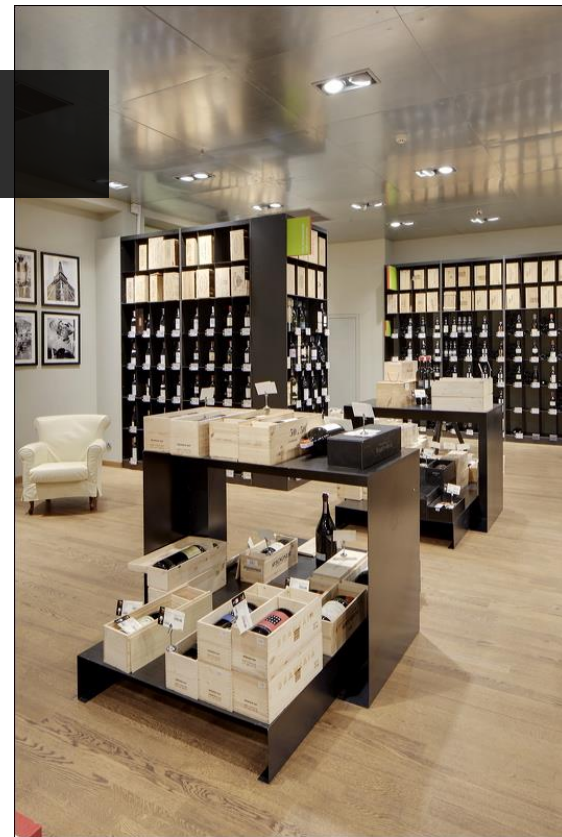
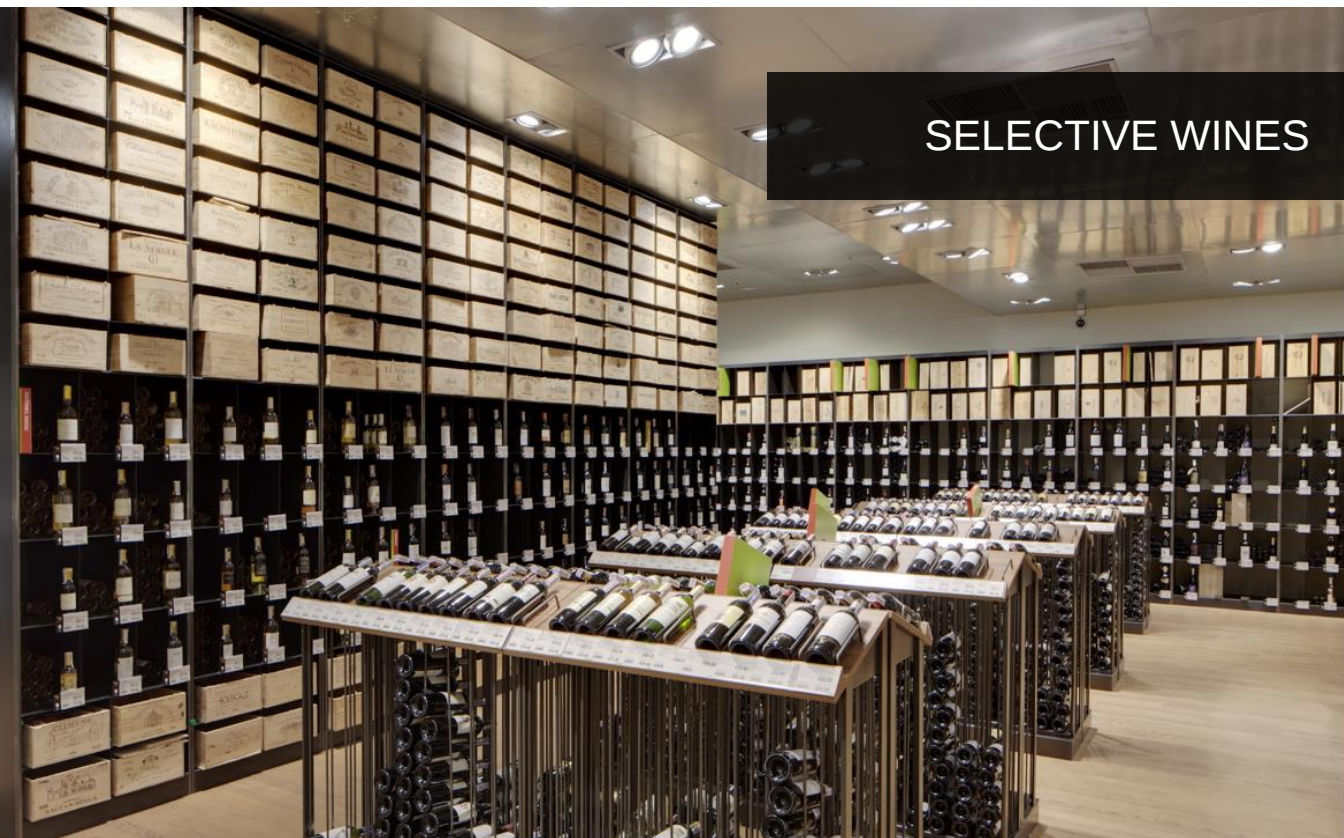
For partners

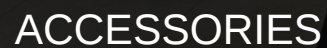
- 80% of assortment is own import of Wine Bureau
- 24k active members of Good Wine Club
- Average monthly sales – 2,4 mln euro

For us

- Possibility to organize open, interesting and profitable business based on the desire to provide the best products to our customers from all over the world

FLAGSHIP STORE GOOD WINE







GOOD WINE FLAGSHIP STORE



WHISKY & SPIRITS

GOOD WINE FLAGSHIP STORE

FOOD & DELIKATESSEN



LUCKY

RESTAURANT VINO THEQUE

GOOD WINE FLAGSHIP STORE



RESTAURANT





OUR PARTNERS IN WINE

ITALY

Piedmont: Aldo Conterno, Braida, Giuseppe Mascarello, Giorgio Pelissero, Renato Ratti, Berta Grappa, Broglia, Castellari Bergaglio, La Scolca, Luciano Sandrone, Bruno Giacosa, Giacomo Fenocchio, Gaja (Barbaresco)

Tuscany: Avignonesi, Soldera, Castellare di Castellina, Le Macchiole, Ruffino, Gaja (Pieve Santa Restituta, Ca'Marcanda), Grattamacco, Il Palazzino, La Brancaia, Rocca di Frassinello, Fattoria Dievole, Tua Rita, Tenuta di Petrolo, Monteverdine, Tenuta Biserno, Casanova di Neri, Poggio di Sotto, Colle Massari, Aia Vecchia, Salvioni, Sasetti Livio, il carnasciale, Caparsa, Stella di Campalto, Poliziano, Tenuta San Guido

Friuli: Zuani, Edi Keber, Franco Toros, Dorigo, Valentino Butussi, Josko Gravner, Radikon, Zidarich, Jermann Alto Adige: Colterenzio, Cantina Terlano. Sicily: Firriato, Gulfi, De Bartoli, COS, Occhipinti, Planeta, Girolamo Russo

Veneto: Allegrini, Pieropan, Suavia, Adriano Adami, Zeni, Cesari, Cantine Lenotti, Santero, Bortolomiol, I Stefanini. Lombardia: Berlucchi, Ca' del Bosco

Puglia: Cantele Emilia-Romagna: Chiarli. Abruzzo: Dino Illuminati, Valentini, Emidio Pepe

Umbria: Sportoletti, Paolo Bea

Campania: Cantina del Taburno, Feudi di San Gregorio, Nanni Cope, Galardi.

Molise: Di Majo Norante. Marche: Sartarelli Sardegna: Capichera, Giuseppe Sedilesu



FRANCE

OUR PARTNERS IN WINE

Burgundy: Armand Rousseau, Antonin Guyon, Bonneau du Martray, Bertagna, Clos de Lambrays, Coffinet-Duvernay, Dugat-Py, Doudet-Naudin, Follin-Arbelet, Gros Frere&Soeur, Hubert Lamy, Hubert-Lignier, Jean Grivot, Louis Jadot, Leroy, Patrick Javilier, Simon Bize et Fils, Tollot-Beaut, Pierre-Yves Colin-Morey Chablis: Billaud-Simone, Colombier, Jean-Paul & Benoit Droin, Pattes Loup.

Champagne: Taittinger, Deutz, De Venoge

The Rhone: Chateau de Beaucastel, Domaine du Vieux Telegraphe, Brotte, Domaine Combier, Maison Nicolas-Perrin

Alsace: Zind-Humbrecht, Trimbach, Martin Schaezel, Hunawihr

Bordeaux: Ulysse-Cazabonne, Duclot, Thunevin, Dubos Frères, Jean-Pierre Moueix, Castel Freres

The Loire: Joseph Mellot, Lucien Crochet, Loire Proprietes

Provence: Maîtres Vignerons de Saint-Tropez, Miraval, Chateau d'Esclans

Cahor: Clos la Coutale



OUR PARTNERS IN WINE

OTHER EUROPE

Spain Tinto Pesquera, Vega Sicilia, El Vinculo, Condado de Haza, Juve y Camps, Cavas Lavernoya, Bodegas Olarra, Bodegas Naia, Vina Nora, Bodegas El Nido, Cellers Can Blau, Bodegas Ateca, Bodegas Atalaya, Bodegas Juan Gil, La Rioja Alta, Bodegas Chivite, Pago de Los Capellanes, Sandeman Jerez, Valdespino Jerez, Marques de Riscal, Bodegas Borsao, Alto Moncayo, Portal del Montsant, Portal del Priorat, Jaume Serra Cava, Jorge Ordóñez, Bodegas Mauro, Clos Mogador, Bodegas del Palacio de Fefinanes, Finca Sobreno, Cenit, Urbina, Clos Erasmus, Dominio De Atauta, Bodegas Juan Gil, Bodegas Alvaro Domecq, Orowines, Rafael Palacios, Txomin Etxaniz, Pingus, Lopez de Heredia

Germany Dr. Loosen, J.L. Wolf, Schloss-Johannisberg

Austria Brundlmayer, Domain Wachau, FX Pichler.

Ukraine Kolonist

Schweiz: Domaine de Beudon

Greece Nico Lazaridis, Hatzidakis, Thymiopoulos

Hungary Royal Tokai, Chateau Dereszla

Portugal Taylor's, Fonseca, Sogrape, Sandeman, Henriques & Henriques (Madeira)



OUR PARTNERS IN WINE

NEW WORLD

Chile Tarapaca, Vina Casablanca, Matetic, Leyda, Ochagavia, Montes

Australia Two Hands, D'Arenberg, Kalleske, Leeuwin Estate, Elderton, Paringa Estate, Yalumba, Jim Barry, Rockford Estate, Henschke, Nugan Estate

Argentina Bodegas Salentein, Chakana, Achaval Ferrer, Kaiken

Israel Yarden, Castel

USA Robert Mondavi, Ravenswood, Seghesio, Ridge Vineyards, Dominus Estate Canada Inniskillin

South Africa Boekenhoutskloof, Spier, Distell (Neethlingshof, Stellenzicht), KWV, Klein Constantia, Anwilka

Urugvai Don Pascual

New Zealand Saint Clair, Spy Valley, Craggy Range

Whisky: BenRiach, Glendronach, Glenglassaugh, Arran, Tullibardine, Springbank, Longrow, Hazelburn, Cadenhead, Clansman, Loch Lomond, Inchmurrin, Glen Scotia, Glengoyne, Isle of Skye, Highland Queen, Gordon & MacPhail, Benromach, Amrut, Nikka, Kavalan, Compass Box, Redbreast, Green Spot, Chichibu, Ben Nevis, Blackadder, Maltbarn, Wilson&Morgan, Four Roses, Old Bardstown, Johny Drum, Willet, Grand Macnish, Lauder's, Islay Mist.

Cognac: Jean Fillioux, Chabasse, Bowen, Louis Royer, HINE

Armagnac: Armagnac Castarede

Gin: Martin Millers, London Hill, Lambeths, Sandend, Christies gin

Rum: Diplomatico, Matusalem, El Dorado, Rum Nation, Rhum Karukera

Calvados: Christian DROUIN, Roger Groult

Brandy: Sandeman, Vecchia Romagna

Tequila: Casa Noble, Dos Armadillos, Agavales

Grappa: Distillerie Berta, Montenegro

Amaro: Amaro Montenegro

Liquers: Cartron, William Chase, Villa Massa

Vermouth: Dolin,

Vodka: Chase, Polugar, Baczewski, Glens

OUR PARTNERS IN LOW-ALCOHOL DRINKS

Beer/Beverages:

UK: Aspull, Brains, BrewDog, Cornish Orchards, Fentimans, Harrogate, Meantime, St Austell, Titanic

Germany: Beutelsbacher, Uerige, Van Nahmen

Greece: Chios Gardens

Denmark: Mikkeller, NaturFrisk

Iceland: Icelandic Glacial

Italy: Baladin, Rocchetta SPA

The Netherlands: De Molen, Zundert

Norway: Nogne O

USA: Anchor, Anderson Valley, Flying Dog, Rogue

Tailand: Go Coco

France: Alain Milliat, Christian Drouin, Elixia, Vallee de la Seiche

Sweden: MySmoothie

Japan: Kyoto

OUR PARTNERS IN ACCESSORIES

Germany: Spiegelau, AdHoc Design, Guede, Pott, Mono **Great Britain:** LSA, Stoneglow, Thornback&Peel **Austria:** Riedel

France: Forge de Laquiole, Charvet Editions, Cristel, Malle W Trousseau, Revol

Italy: Alessi, Berkel, Enomatic, Legnoart, Silikomart

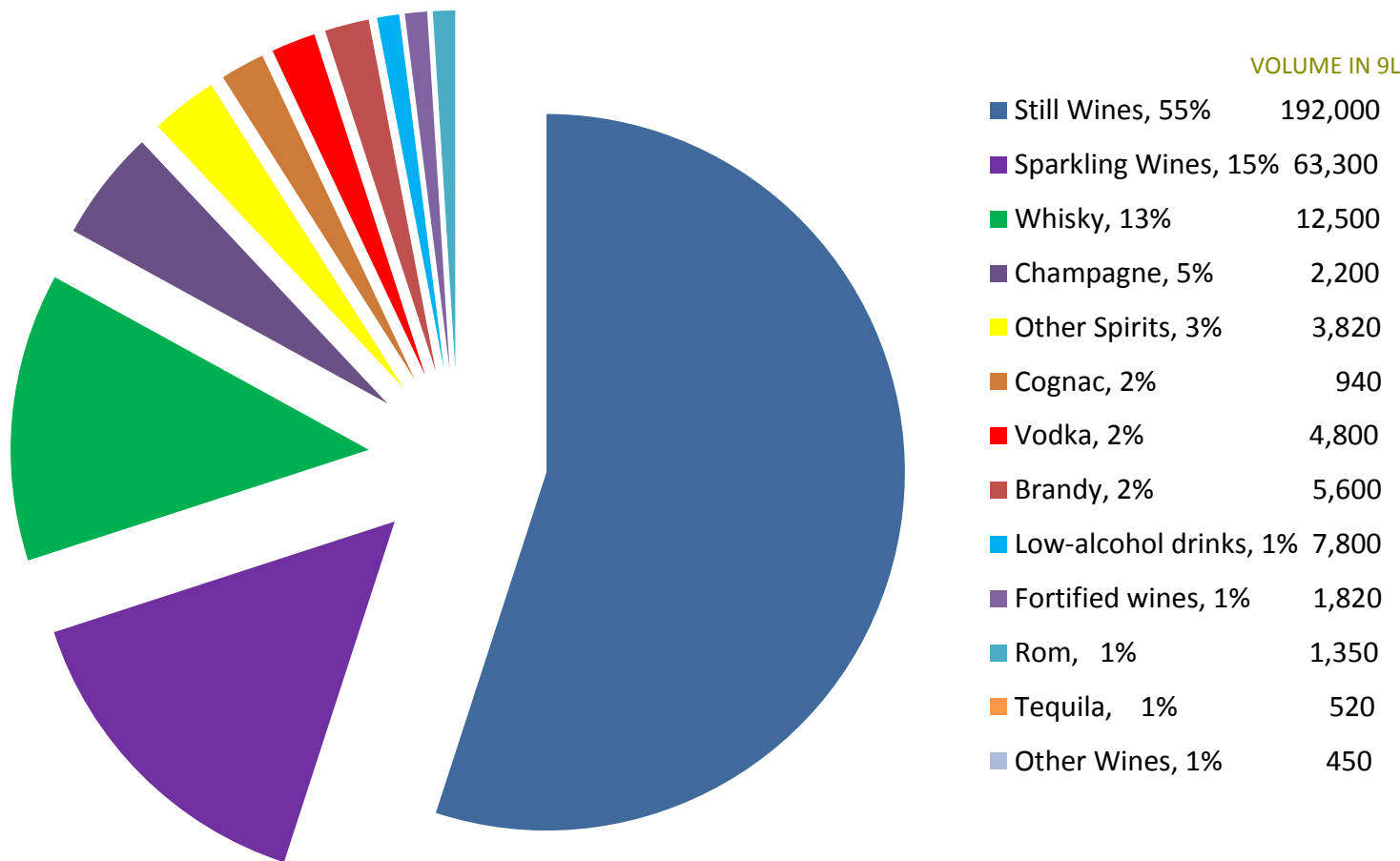
The Netherlands: VacuVin, Boska **Denmark:** Stelton

USA: Metrokane, Boosblocks, Drill Dome

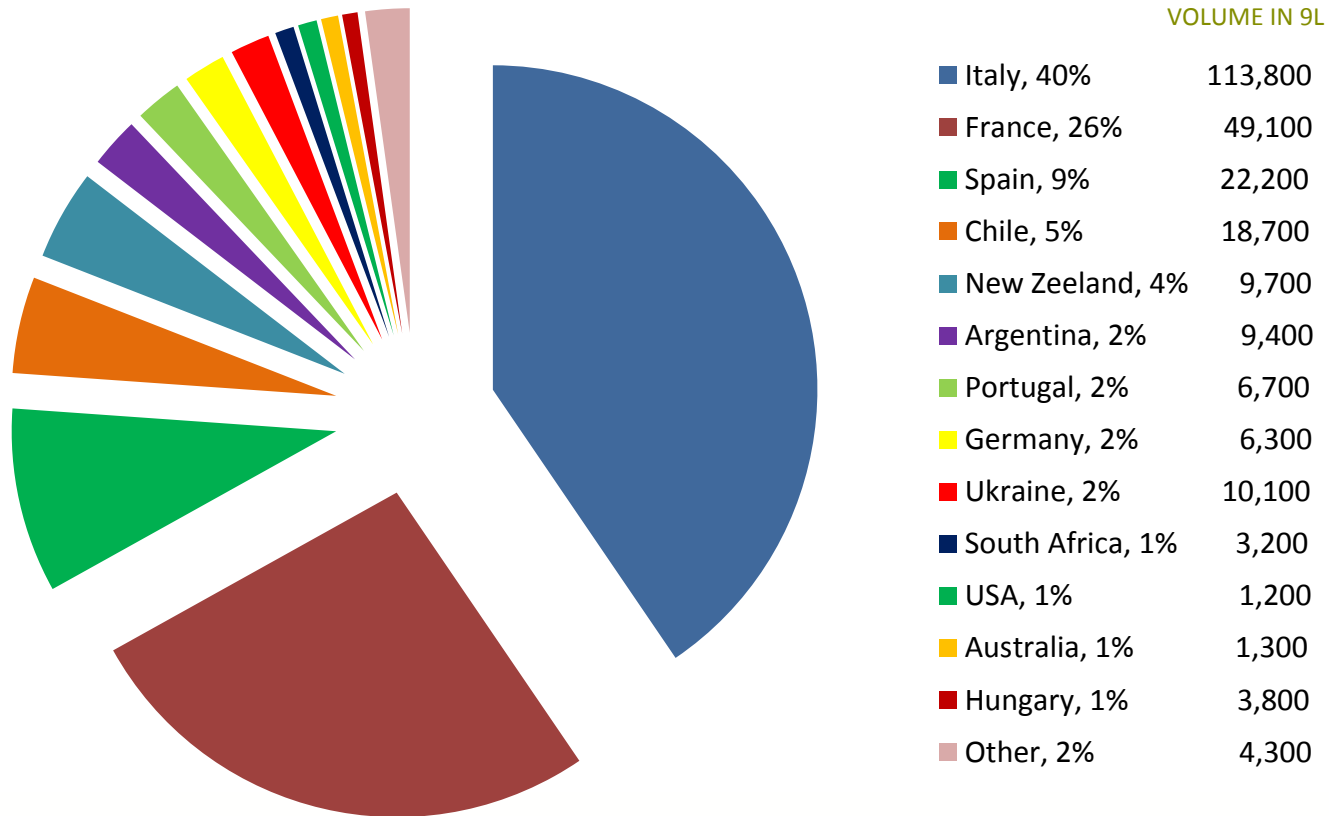
Spain: Pulltex **Italy:** Enomatic, Alessi

Finland: Iittala, Lovi **Japan:** Kinto, Zanmai

WINE BUREAU SALES BY CATEGORY 2015



WINES SALES. SPLIT BY COUNTRY 2015





3 tier educational program: Beginners, HoReCa, Advanced
456 students graduated since 2012. 173 students in 2015
3 tutors bear level 3 WSET diplomas

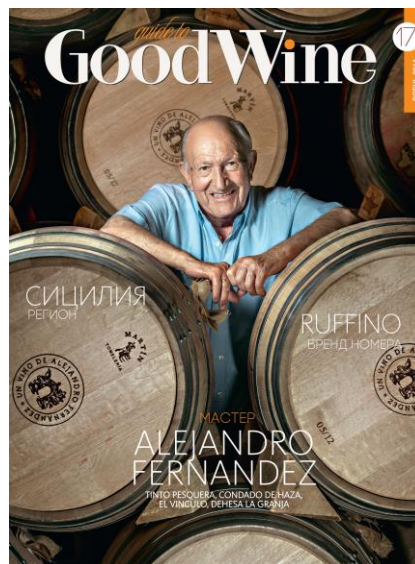




WINE BUREAU

WHISKY DRAM





KYIV WINE SHOW 2016

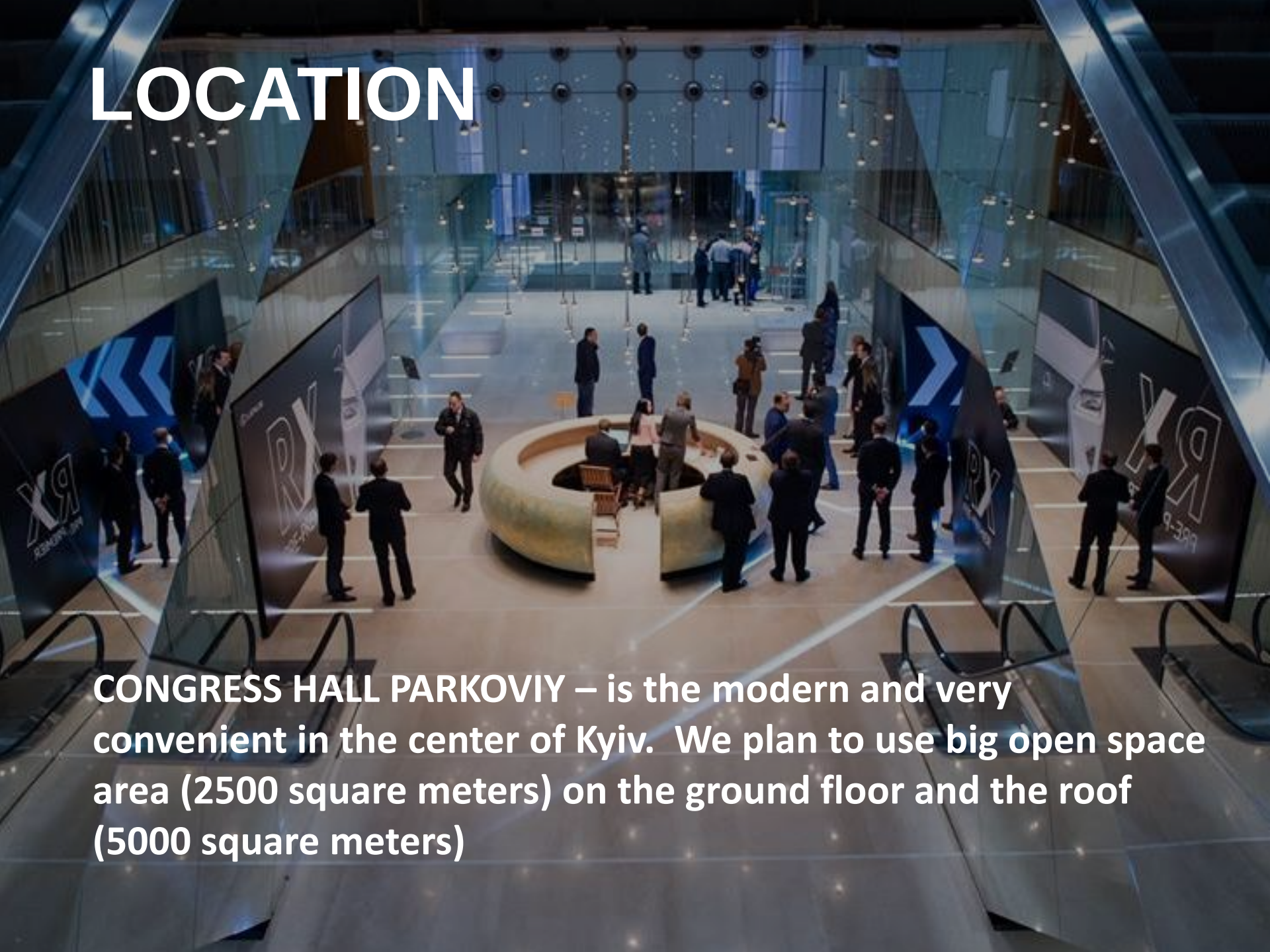
DATE 04TH OF JUNE 2016

LOCATION EXHIBITION CENTER PARKOVIY

AUDIENCE 5000 PEOPLE

PARTICIPANTS WINEMAKERS ALL OVER THE WORLD

LOCATION



CONGRESS HALL PARKOVIY – is the modern and very convenient in the center of Kyiv. We plan to use big open space area (2500 square meters) on the ground floor and the roof (5000 square meters)



**LARGE AREA OF
WINE TASTING**



**LECTURES FROM
GOOD WINE SCHOOL**



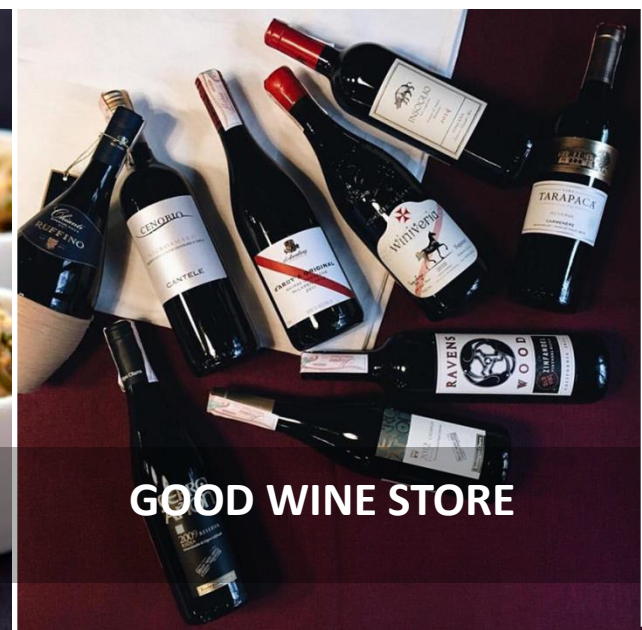
**BBQ RESTAURANT
ON THE ROOF**



**KIDS ENTERTAINMENT
CORNER**



**WINE AND FOOD
BAR**



GOOD WINE STORE