

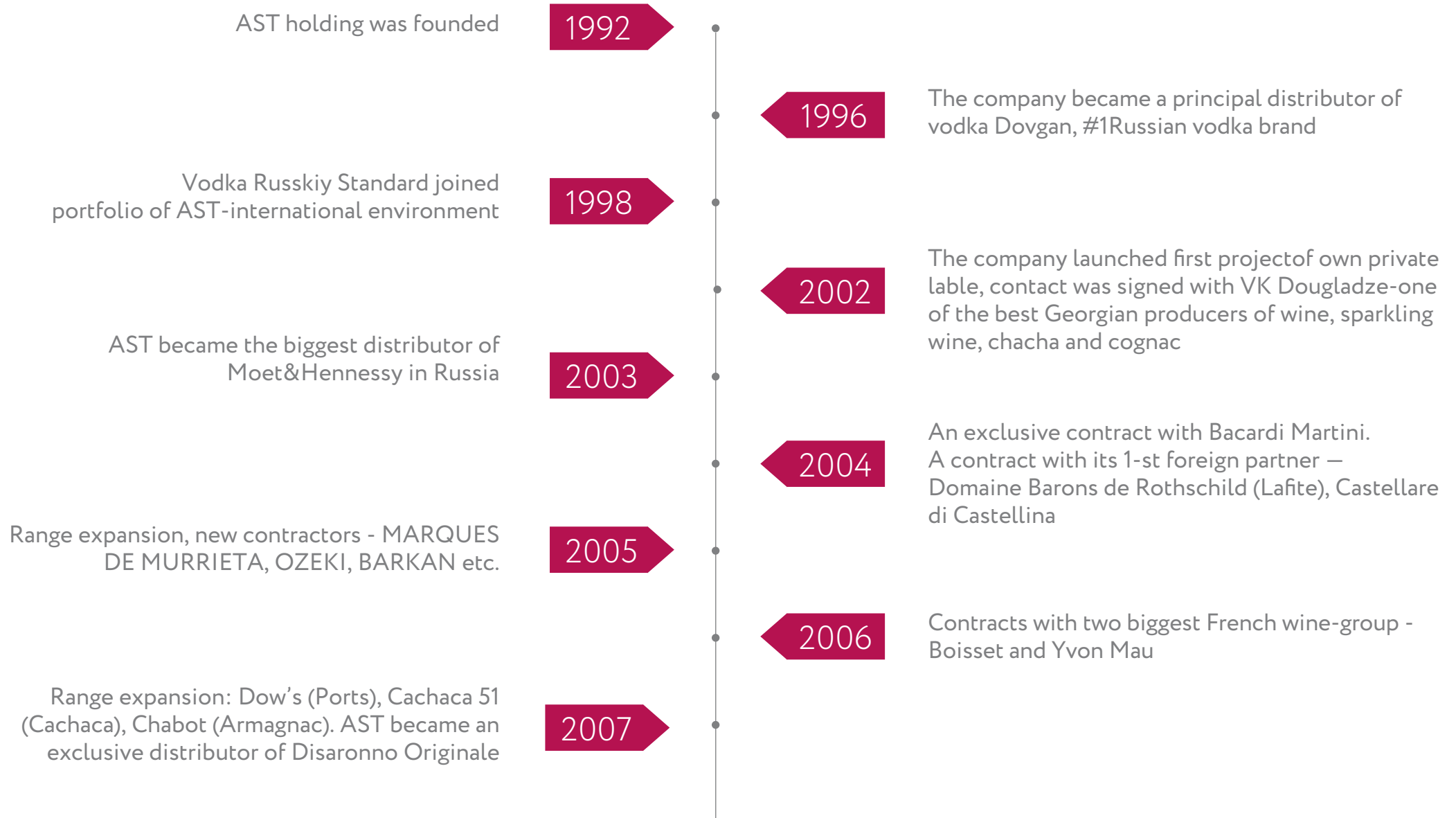
Alcohol Service Technologies

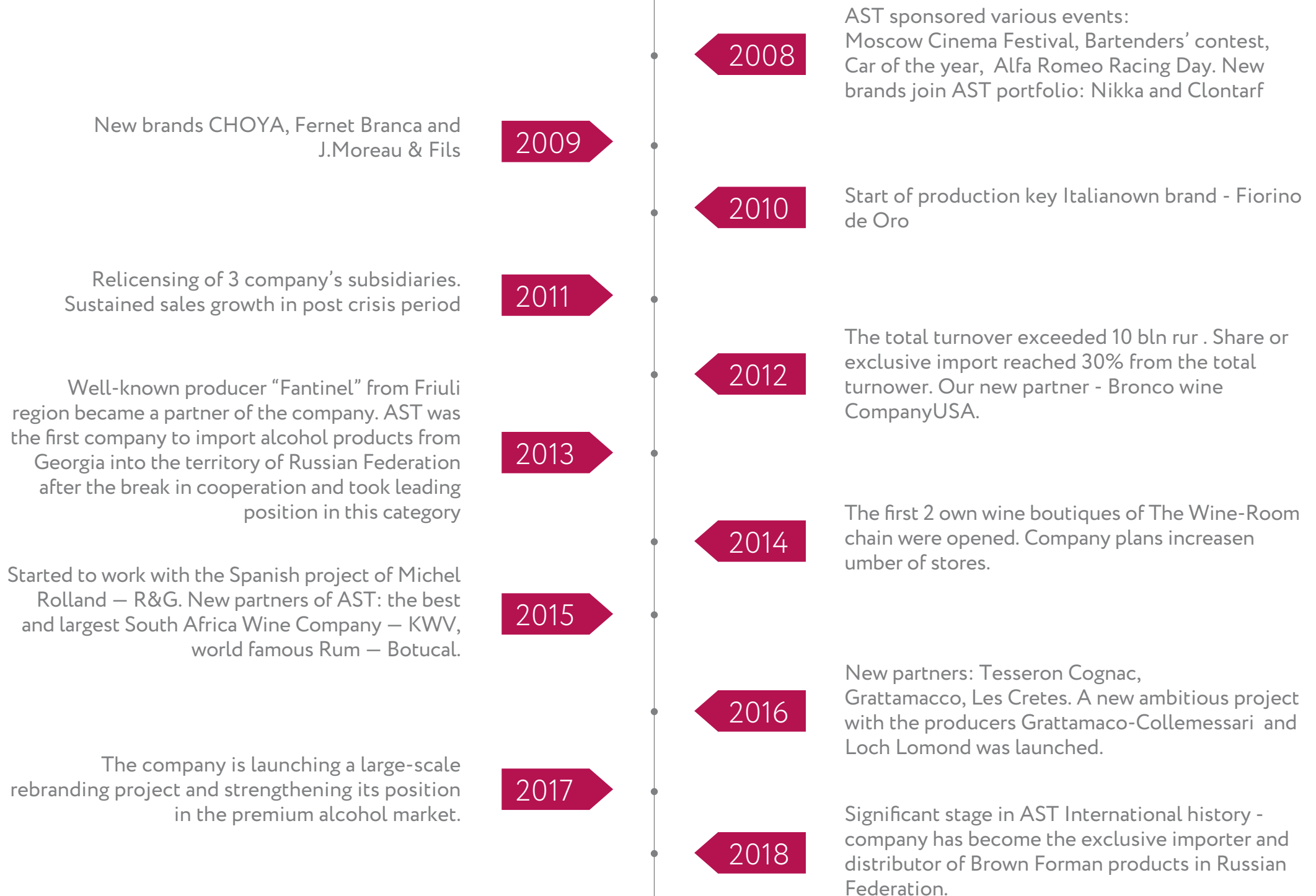
Moscow 2018

A large, dark maroon triangle pointing downwards is positioned in the bottom right corner. A smaller, yellow triangle pointing downwards is located to its left, partially overlapping the maroon one.

Presentation  
company AST

# Our history





# Main and leading distributor of 5 major Spirits importers



# Our partners. Spirits

## FRANCE

Chabot  
Pages  
Pere Laize  
Tesseron  
Coquerel

### Category

Armagnac  
Liqueur  
Calvados  
Cognac  
Сидр

## ITALY

Disaronno/Tia Maria  
Fernet Branca  
Isolabella  
Bepi Tosolini  
Carpano

### Category

Liqueur  
Bitter  
Sambuca  
Grappa

## PORTUGAL

Dow's  
Martinez  
Cossart Gordon

### Category

Port  
Port  
Madeira

## GERMANY

Kammer-Kirsch

### Category

Schnapps

## JAPAN

Choya  
Ozeki

### Category

Plum wigner  
Sake

## GREAT BRITAIN

Clontarf  
Loch Lomond

### Category

Irish whiskey  
Scotch whisky, Gin  
Gin

## BRAZIL

Cachaca 51

### Category

Cachaca

## MEXICO

Campo Azul

### Category

Tequila, Mescal

## VENEZUELA

Botucal

### Category

Rum

## CZECH REPUBLIC

Palirna

### Category

Infusion

## CUBA

Santero

### Category

Rum

## CHILE

Mistral

### Category

Pisco

## AUSTRIA

Markus Wieser

### Category

Schnapps

## SOUTH AFRICA

CruXland

### Category

Jim

# Our partners. Wine

## FRANCE

Duval-leroy, Champagne Rothschild  
 Yvon Mau, Rhodanienne, Paul Sapin  
 Yvecourt, Upse, Maison Sichel  
 Boisset Group, Jayer-Gilles, Thibert Pere&fils,  
 Lucien Boillot &Fils  
 Tardier Laurent, Bouchard Aîné & Fils  
 Aimery Sieur D'arques  
 Guilbaud Freres, Chateau de Sancerre  
 Domaine Marcel Deiss, Kuentz-Bas  
 Chateau Roubine

## Region

Champagne  
 VdP wines  
 Bordeaux  
 Bourgogne  
  
 Rhône Valley  
 Limoux  
 Loire  
 Alsace  
 Прованс

## ITALY

Sant'orsola, Abbazia  
 Farnese, Binomio  
 Speri  
 Castellare di Castellina, Siro Pacenti , Panizzi  
 Grattamacco, Colle Massari, Poggio Di Sotto  
 Franz Haas  
 Duca Di Salaparuta, Corvo, Feudi dei Pisciotto  
 Fontanafredda  
 Fantinel  
 Ca' Montebello  
 Les Cretes  
 Felling  
 Aliara  
 Cevico, Ceci  
 Villa Matilda

## Region

Abruzzo  
 Veneto  
 Tuscany  
 Tuscany  
 Alto Adige  
 Sicilia  
 Piemonte  
 Friuli  
 Lombardia  
 Valle O'Aosta  
 Puglia  
 Умбрия  
 Эмилия Романия  
 Компания

## GERMANY

Peter Mertes

## ISRAEL

Barkan

## SPAIN

Marques de Murrieta  
 Barbadillo  
 Araex

## CHILE

Tarapaca

## ARGENTINA

Tamari

## USA

Bronco Wine Company  
 Buena Vista

## AUSTRALIA

Chapoutier

## SOUTH AFRICA

KWV

## NEW ZEALAND

Marisco

## CZECH REPUBLIC

Stapleton&Springer

## AUSTRIA

Jurtschitsch Sonnhof  
 Grassl  
 Moric

## GEORGIA

Dougladze

## AZERBAIJAN

Dzheiran  
 (Ismaili wine)

## UZBEKISTAN

Tashkentvino

## RUSSIA

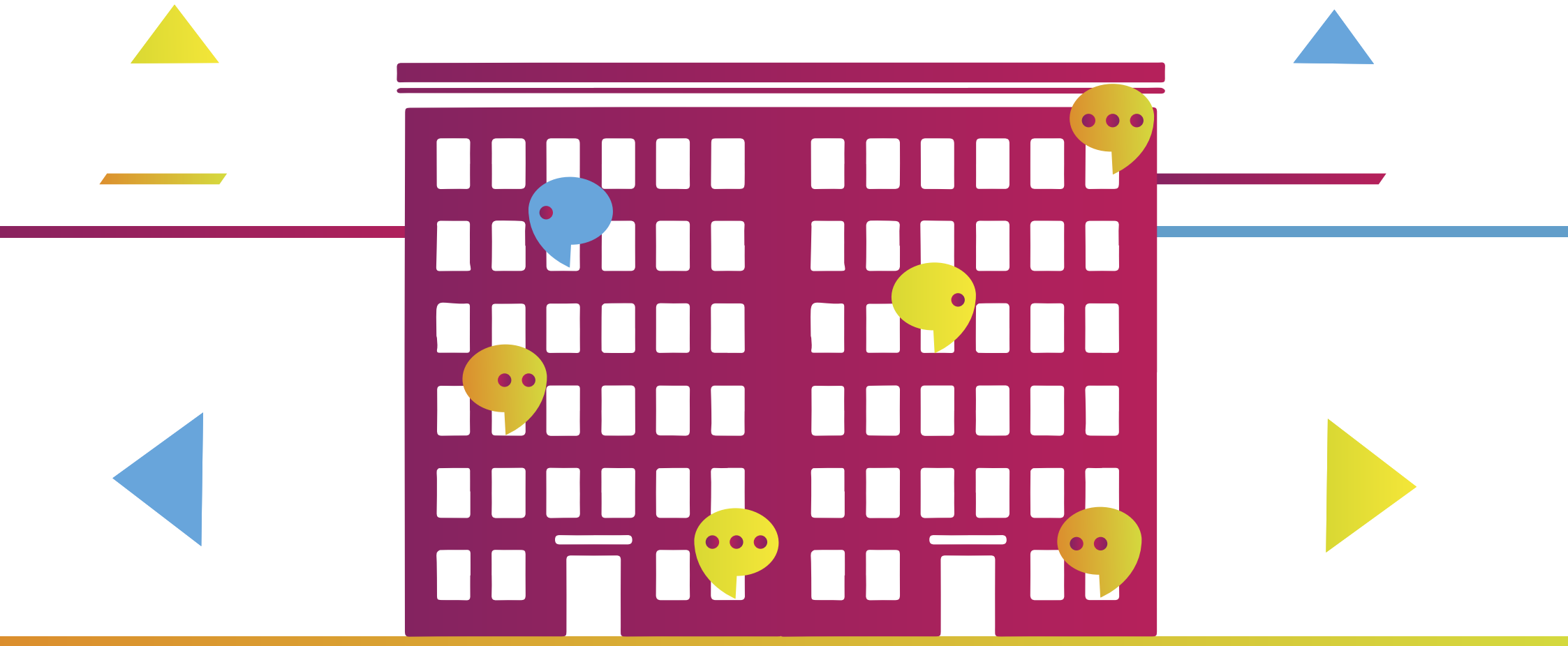
Tovarishество Christo-  
 foroff

## GREECE

Cavino

# Multifunctional office

1 800 m<sup>2</sup>



# The Warehouse 15000M<sup>2</sup>





# Company's autopark – 150 vehicles



# Our clients in Moscow region

4300 MOSCOW ON-TRADE

1700 MOSCOW OFF-TRADE

5000 CHAINS STORES

716 B2B, B2C

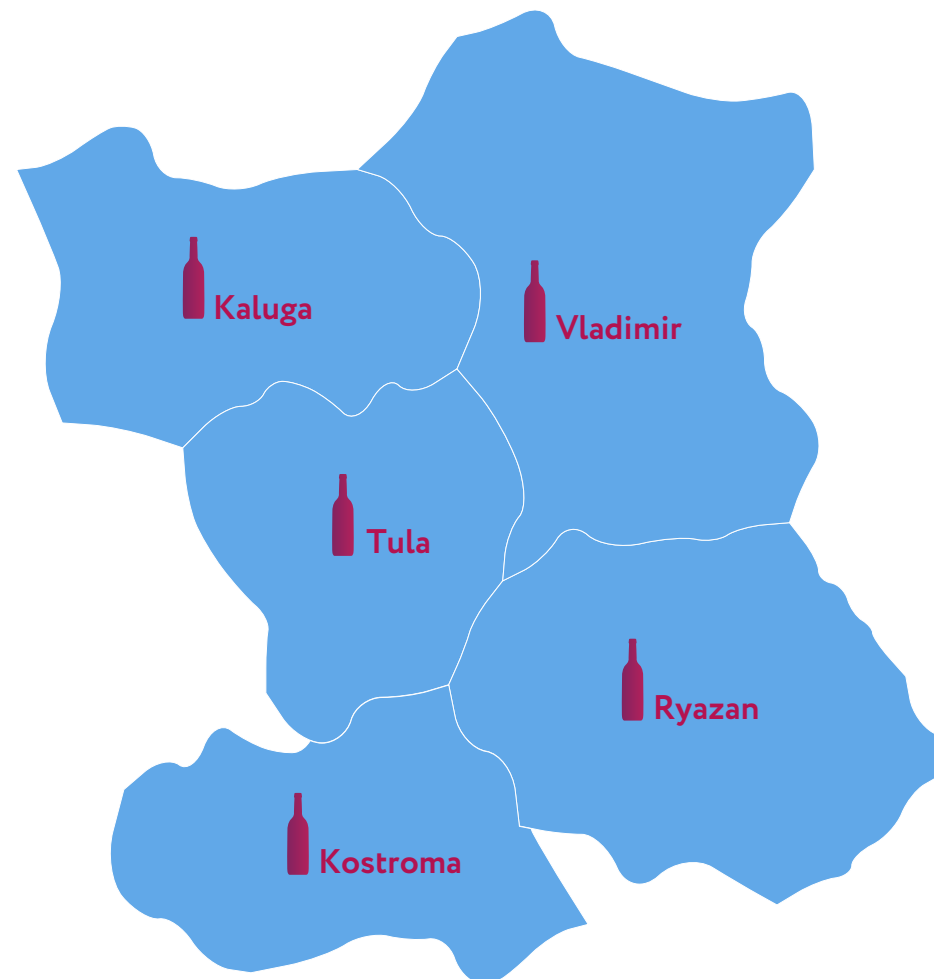
800 MOSCOW REGION

30 WHOLESALE CLIENTS



# Our clients in Moscow region

50 KALUGA  
120 TULA  
300 RYAZAN  
134 VLADIMIR  
280 KOSTROMA



# Our regional partners

52 КОМП SIBERIA AND FAR EAST <sup>1</sup>

17 КОМП CENTRAL RUSSIA <sup>2</sup>

17 КОМП SOUTH OF RUSSIA <sup>3</sup>

11 КОМП URAL <sup>4</sup>

16 КОМП POVOLZHIE <sup>5</sup>



# More than 2000 deliveries on daily basis

● Representatives



# AST team

**employees**



**main sales  
departments**

# AST portfolio

**9%**



own trademarks

**26%**



imported assortment

**65%**



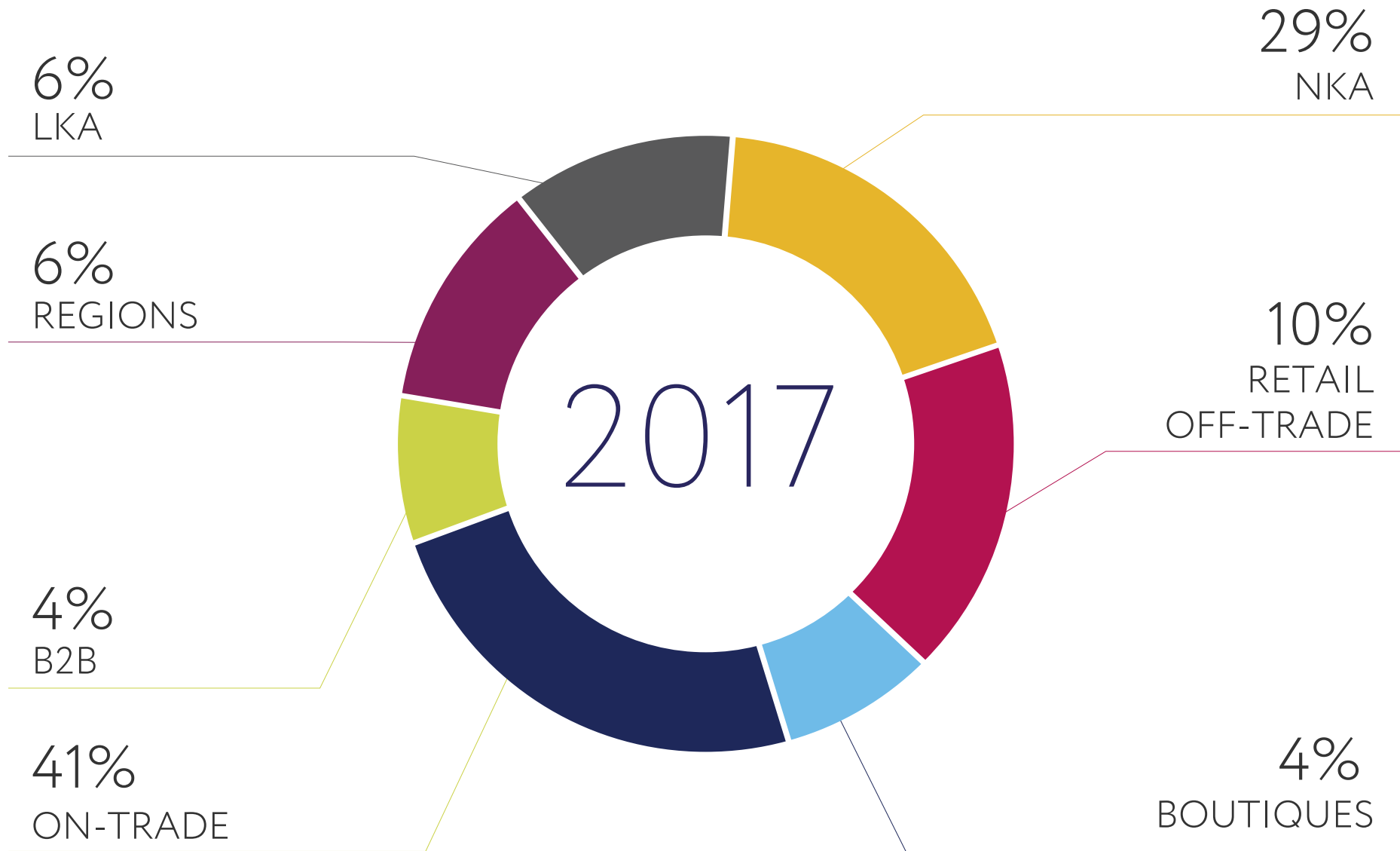
distributor's assortment



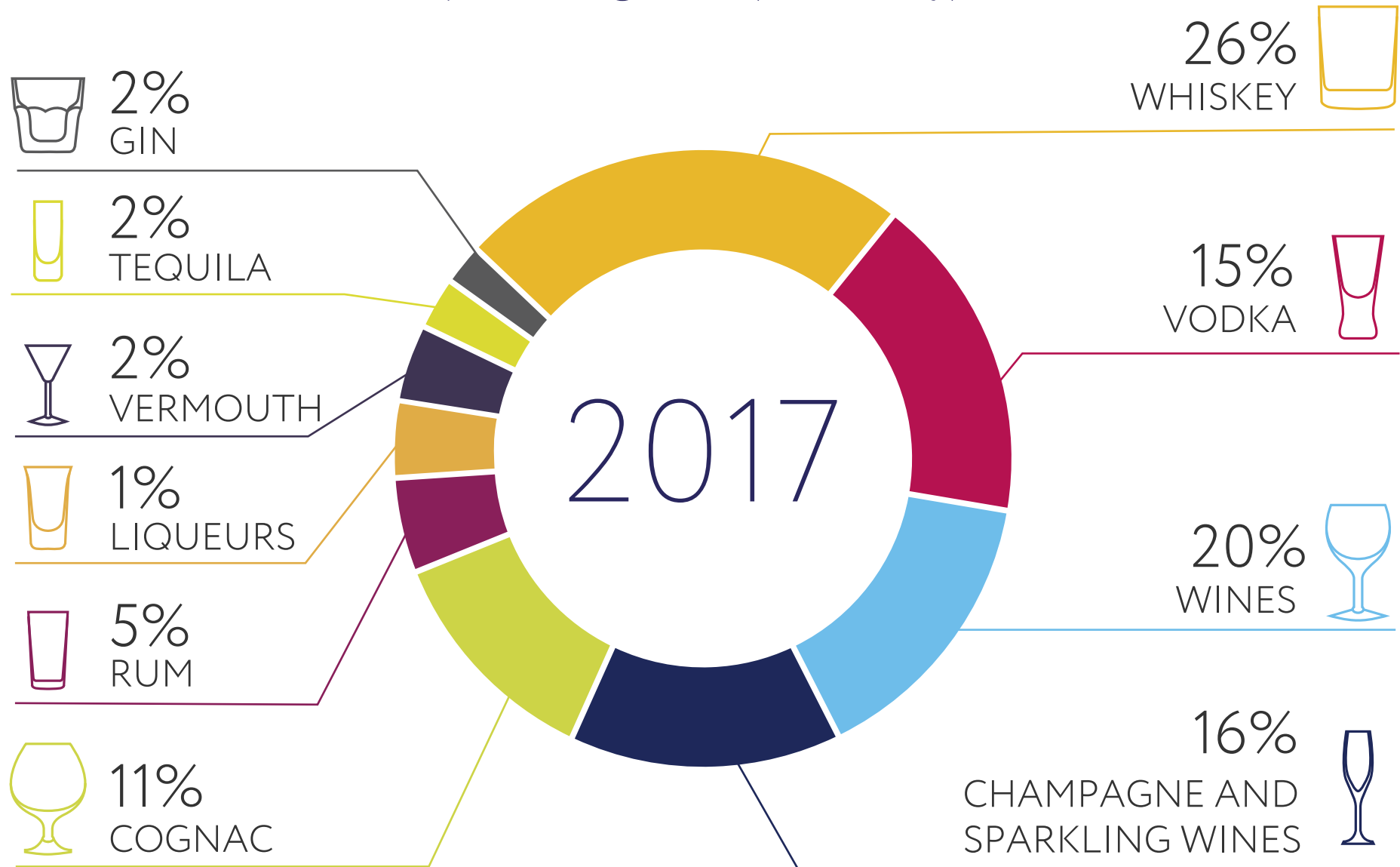
Total sales  
26 mln bottles  
for 2017



# Sales channels by category (in money)



# Total sales per categories (in money)



# Total sales per importers



3%  
CAMPARI



18%  
AST WINE



4%  
AST SPIRITS

12%  
BACARDI



6%  
BROWN  
FORMAN



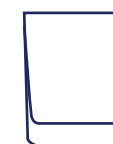
6%  
AST GEORGIA

13%  
MOET  
HENNESSY



12%  
ROUST RUSSIA

11%  
DENVIEW



15%  
DIAGEO

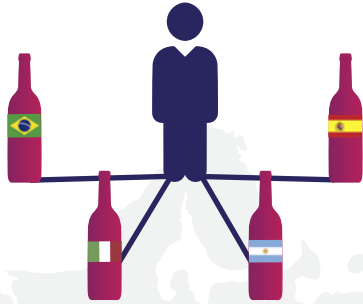


2017

# Our digital-activity



# Our mission



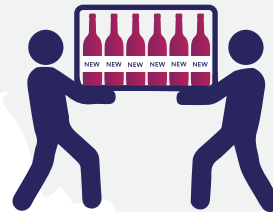
We work on the Russian market of wines and spirits to make icon brands from all over the world available for you



Our company is trustworthy due to our professional competence



We guarantee steady sales channels



We find suppliers that are popular and trendy on the world market



Our company is open for a new partnership

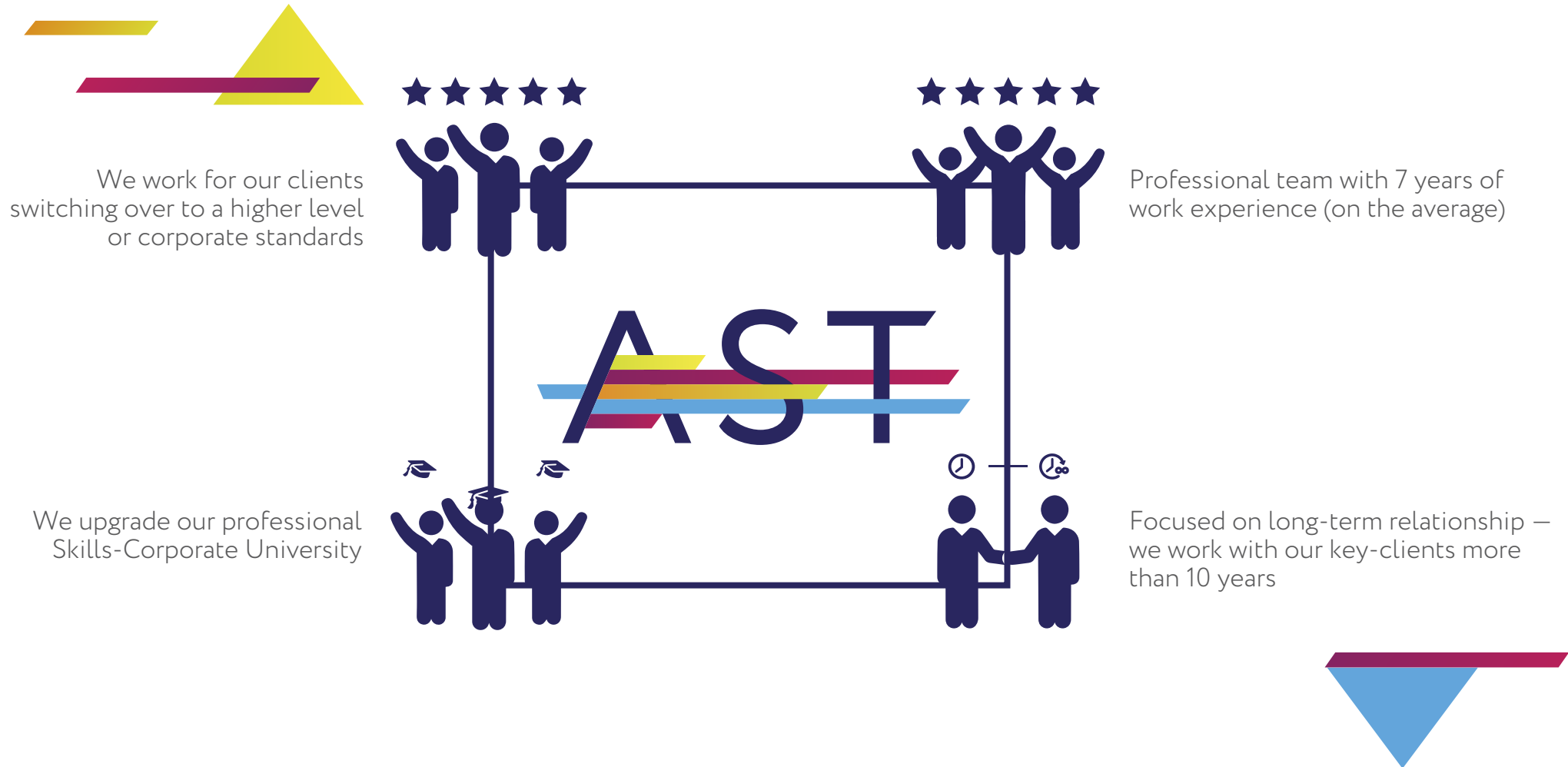


# AST

## Alcohol Service Technologies

AST is a prism for correct refraction of any wine and spirit assortment. The prism refracts a colourless light source into a bright spectrum. AST also can adapt any assortment for an appropriate market with dynamic positive results.

# AST – team of professionals



# Complete portfolio of premium brands







« We make progress together!

AST TEAM

