



COMPANY PROFILE

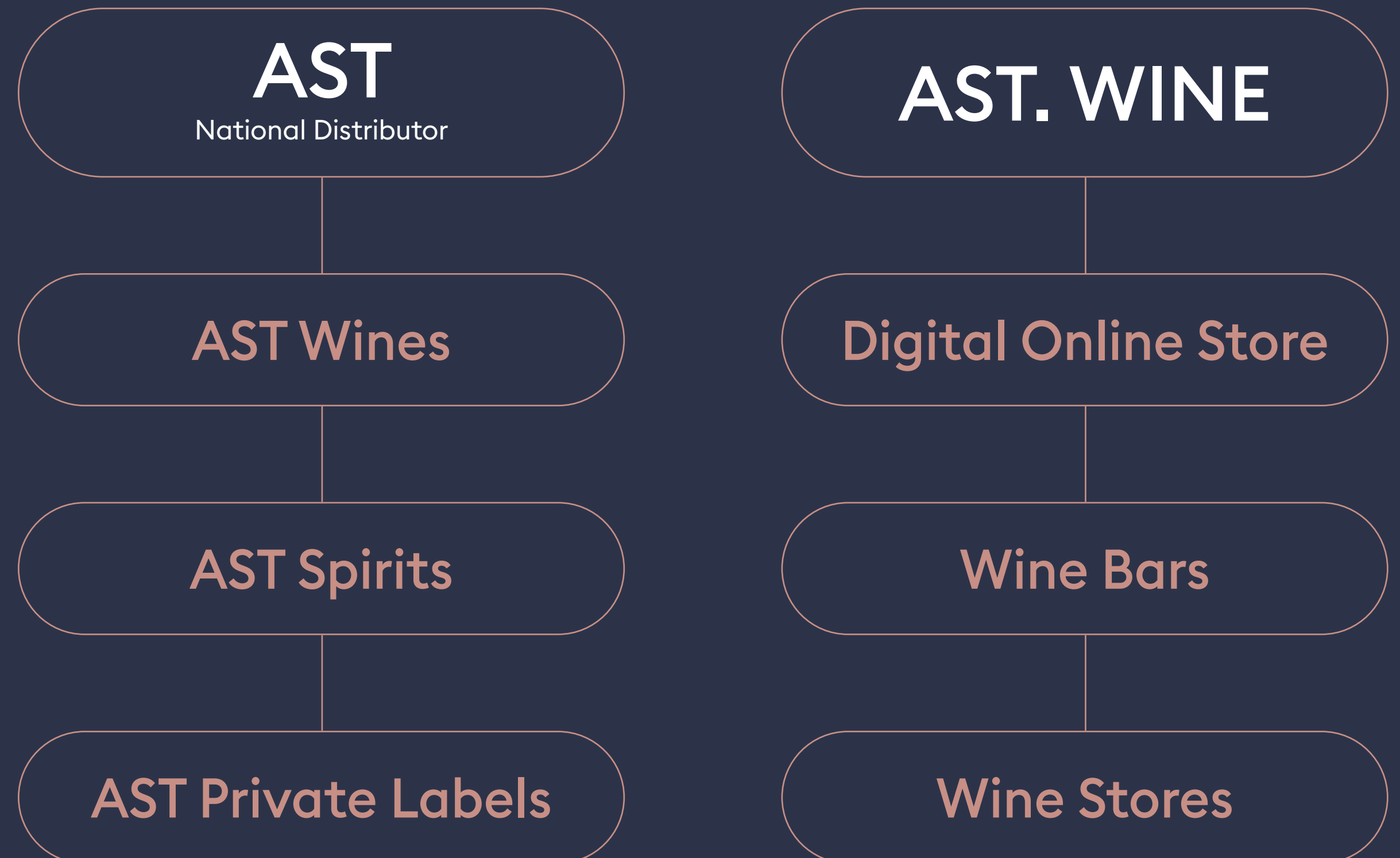
ECOSYSTEM

MISSION

To improve and develop wine & spirit culture, to be a drink advisor in all moments of people's lives and to provide the best service.

ESSENCE

To build a strong image of our company brand for consumers by providing product advocacy & creating unique house of brands supported by highly involved team and reliable partners.



ABOUT

AST has been one of the leaders in the wine and spirits market for the last 30 years. We are proud of our professional team, unique experience and trustworthy approach to the market that we maintain with the partners. We follow trends and innovations and flexibly adjust to all market changes, taking into account the development of the omni channel, with an agile, strategic approach.

1992

Company
foundation

2005

The Company wins the
title of «Best Distributor
of the Year»

2012

The Company's
turnover exceeds
300 million USD

2024

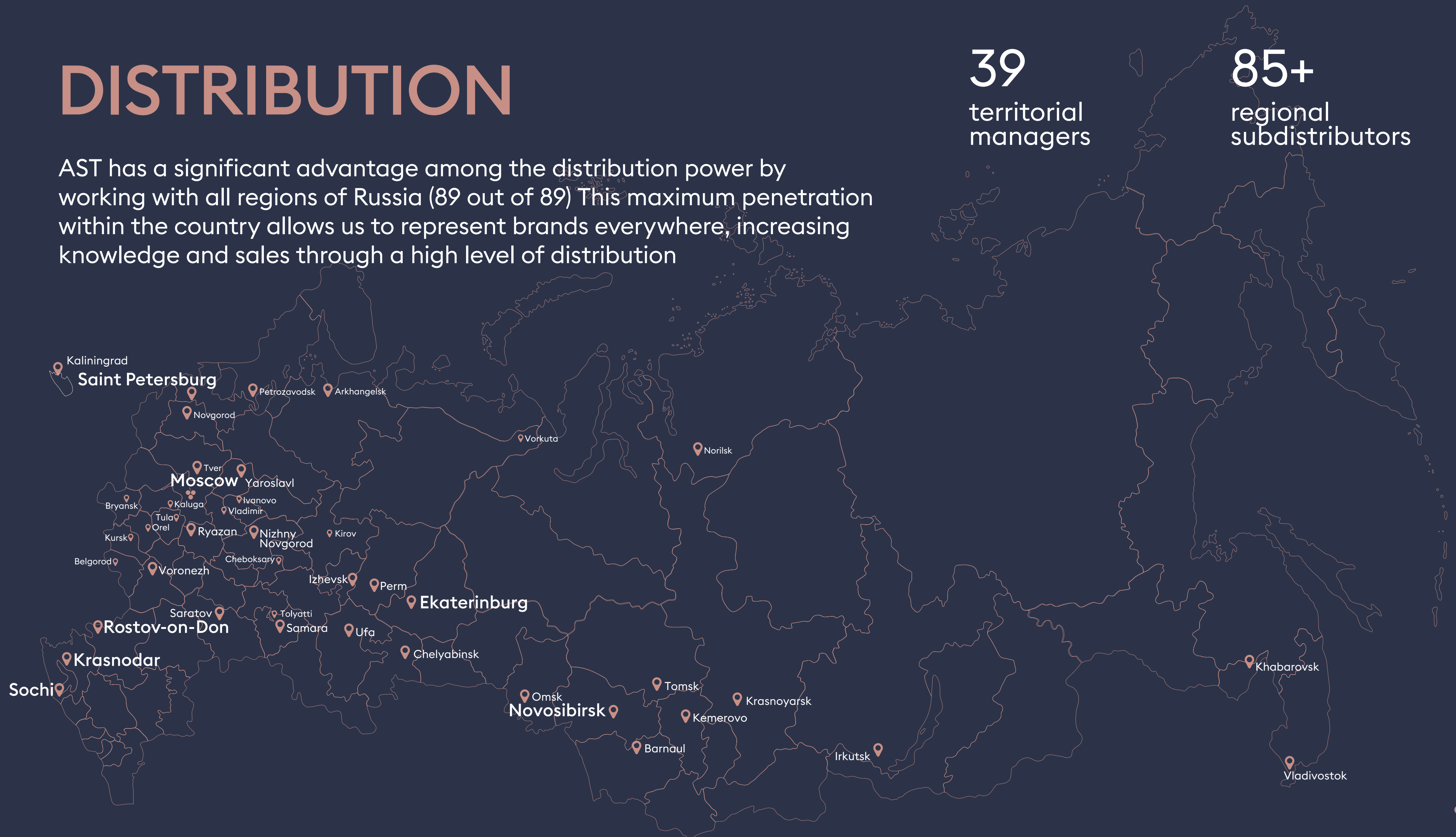
General sales +32%
vs previous year

DISTRIBUTION

AST has a significant advantage among the distribution power by working with all regions of Russia (89 out of 89) This maximum penetration within the country allows us to represent brands everywhere, increasing knowledge and sales through a high level of distribution

39
territorial
managers

85+
regional
subdistributors





MOSCOW

Brand new own office A-class
opened in 2022 with branded
wine shop «AST WINE»



ST. PETERSBURG

70+ **1500 m²**
employees warehouse



SOCHI

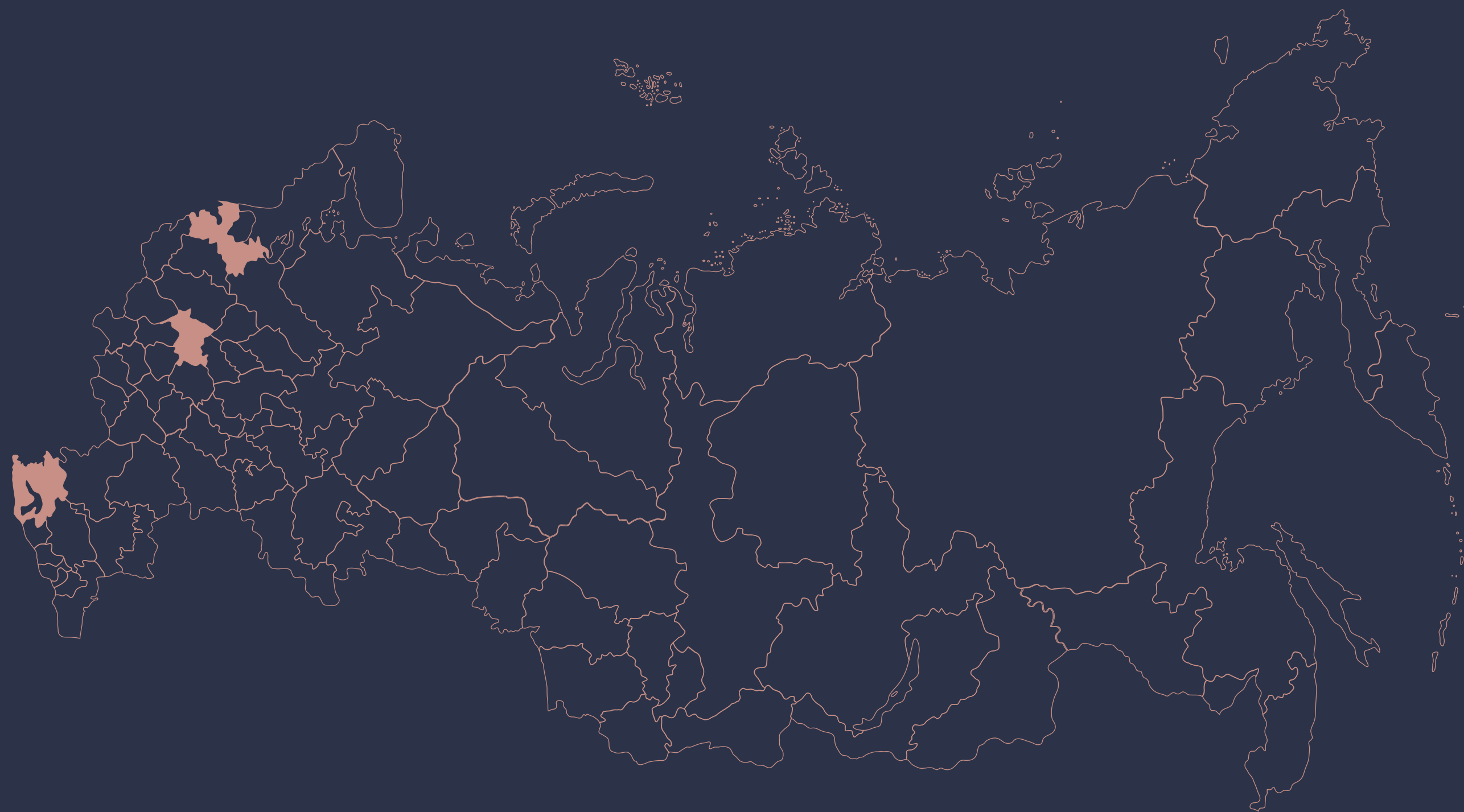
30+ **600 m²**
employees warehouse



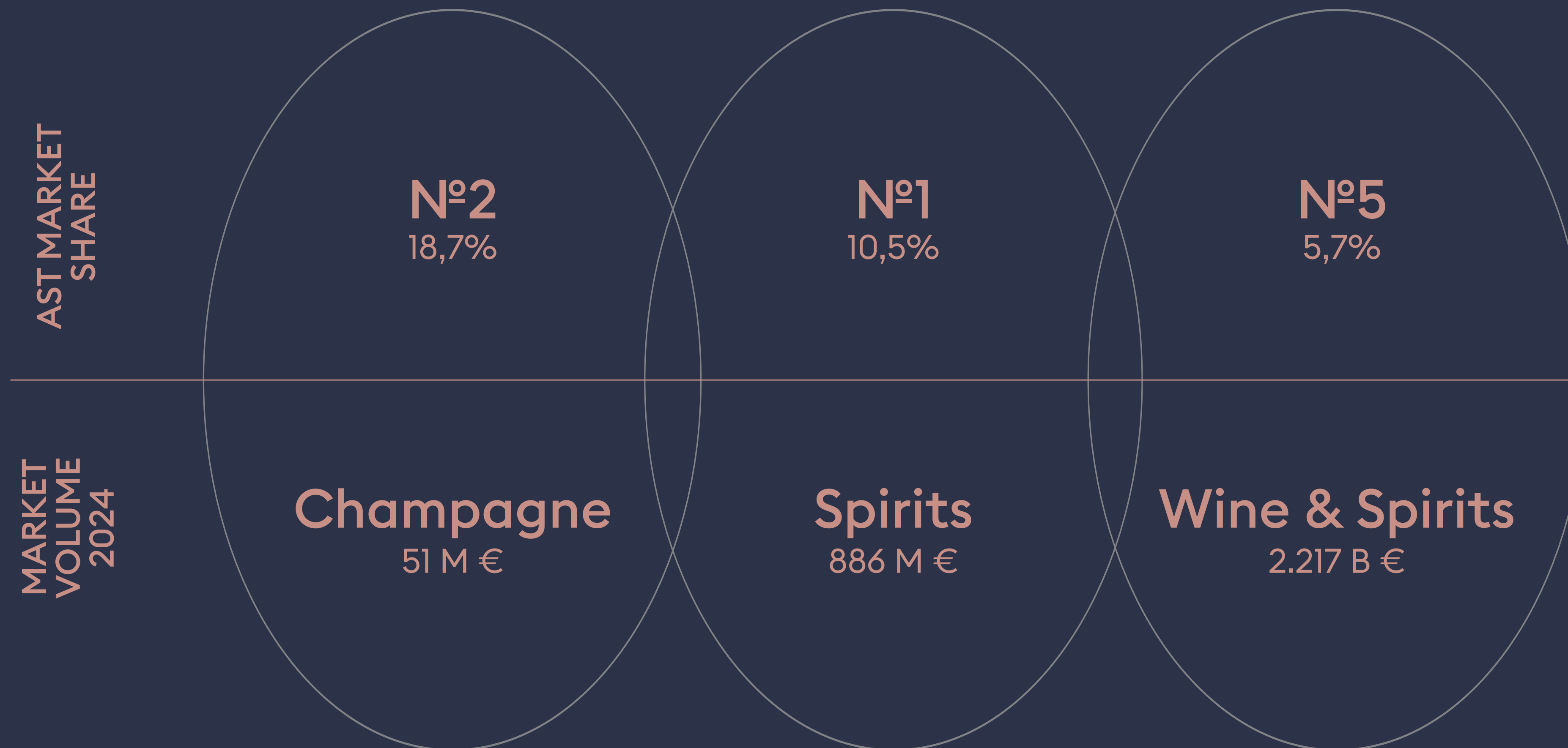
NOVOROSIYSK

15+ **1500 m²**
employees warehouse

4 KEY BRANCHES



ALCOHOLIC BEVERAGE INDUSTRY



*customs statistics data 2024, including technical importers and retail

RETAIL CHAINS

>100k

OUTLETS

HORECA

>10k

CLIENTS

SALES TEAM

270+

EMPLOYEES
IN 5 SALES
DEPARTMENT

REGIONS

>150

PARTNERS

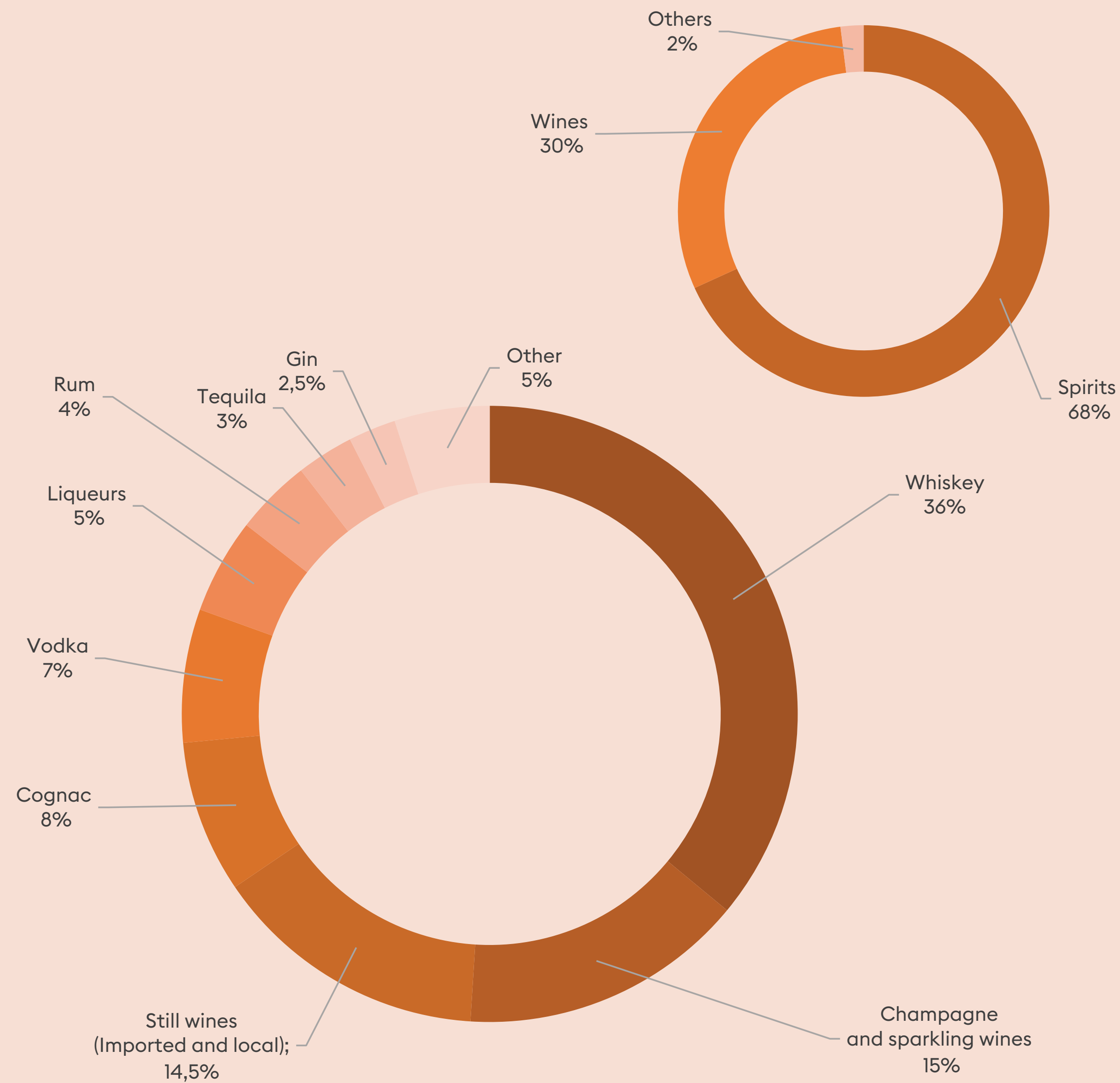
OMNI CHANNEL & AGILE APPROACH

We share balance between trade and brand activations
thats ensures brands penetration and market share growth

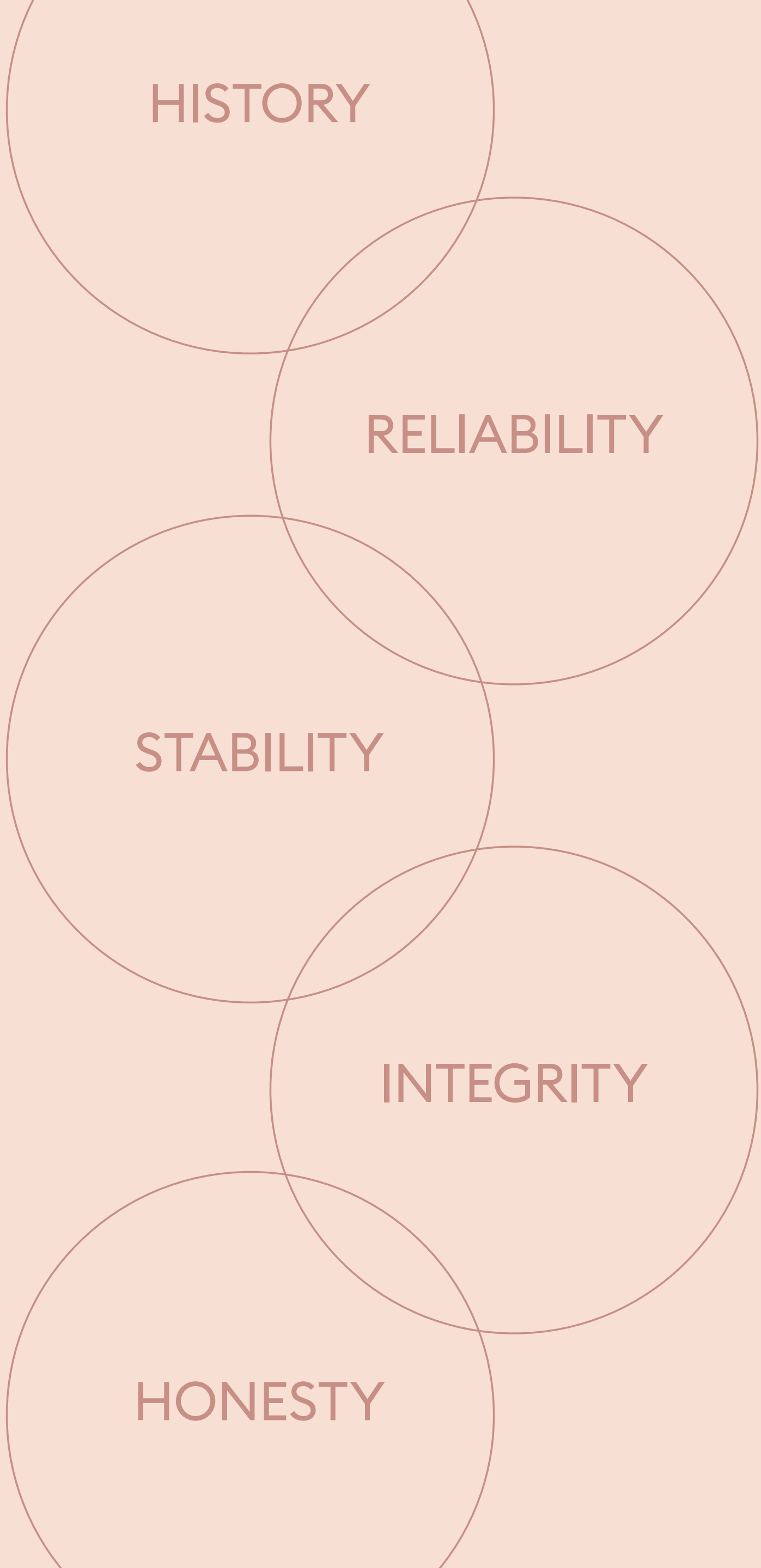
SALES BY CATEGORIES

400 PRODUCERS

FROM 40 COUNTRIES



*turnover data in rubles



HISTORY

RELIABILITY

STABILITY

INTEGRITY

HONESTY

VALUES

WE ARE PASSIONATE
ABOUT BUILDING BRANDS

AST is comprised of a dynamic sales and marketing team with extensive experience and knowledge

We are focused on prioritizing, segmenting and targeting in the current situation and new launches, distribution and brand activation across all channels of trade.

PORTFOLIO

AST SPIRITS

AST Spirits is one of the primary focuses of AST specializing in the distribution of alcoholic beverages from leading global producers.

Our portfolio showcases a diverse range of products, featuring both well-known and exclusive brands from around the world: from Brazilian whiskey to Vietnamese gin.

Key categories and brands

Whiskey: Jack Daniels, Glen Scotia, Macleods, Hinch, Bagots, Rangers, Glengarry, Stateless

Rum: Takamaka, Puntacana, Nusa Cana

Gin: Bee Gin, Edinburgh, Cruxland

Tequila: Los Dorados, Jose Quervo, El Tequileno, Clase Azul

Cognac: Polignac, Tesseron

Port wine: Dow's

Jeres: Barbadillo

Grappa: Bepi Tossolini, Marolo

Liqueurs: Amaro Montenegro, Limoncello di Capri, Molinari

Sake: Ozeki

Vodka: Scapegrace, Finlandia

AST WINES

AST Wines is a collection of winemakers from the viticultural regions of the Old and New World. Our portfolio features both globally recognized wine brands and niche boutique projects.

AST Wines team consistently works to expand and refine our selection, ensuring we offer the best of sparkling and still wines.

Key categories and brands

Russia: Usadba Divnomorskoe, Krinitsa, Raevskoe, Chateau-Pinot, Chateau Andre

France: Nathalie Falmet, Soutiran, Domaine Laroche, JCB, Aegerter, Vincent Girardin

Italy: Fiorino d'Oro, Canti , Bellenda, Ceretto, Armando Parusso, San Michele Appiano, Speri, Castellare di Castellina, Vallepiciola, Grattamacco, Lungarotti

Germany: Dr. Loosen

Austria: Grassl, Weszeli

Spain: Bodegas Roda, Bodegas La Horra, Asua, La Val

Israel: Galil, Domaine du Castel, Recanati

Greece: Cavino

USA: Paul Hobbs

South Africa: KWV

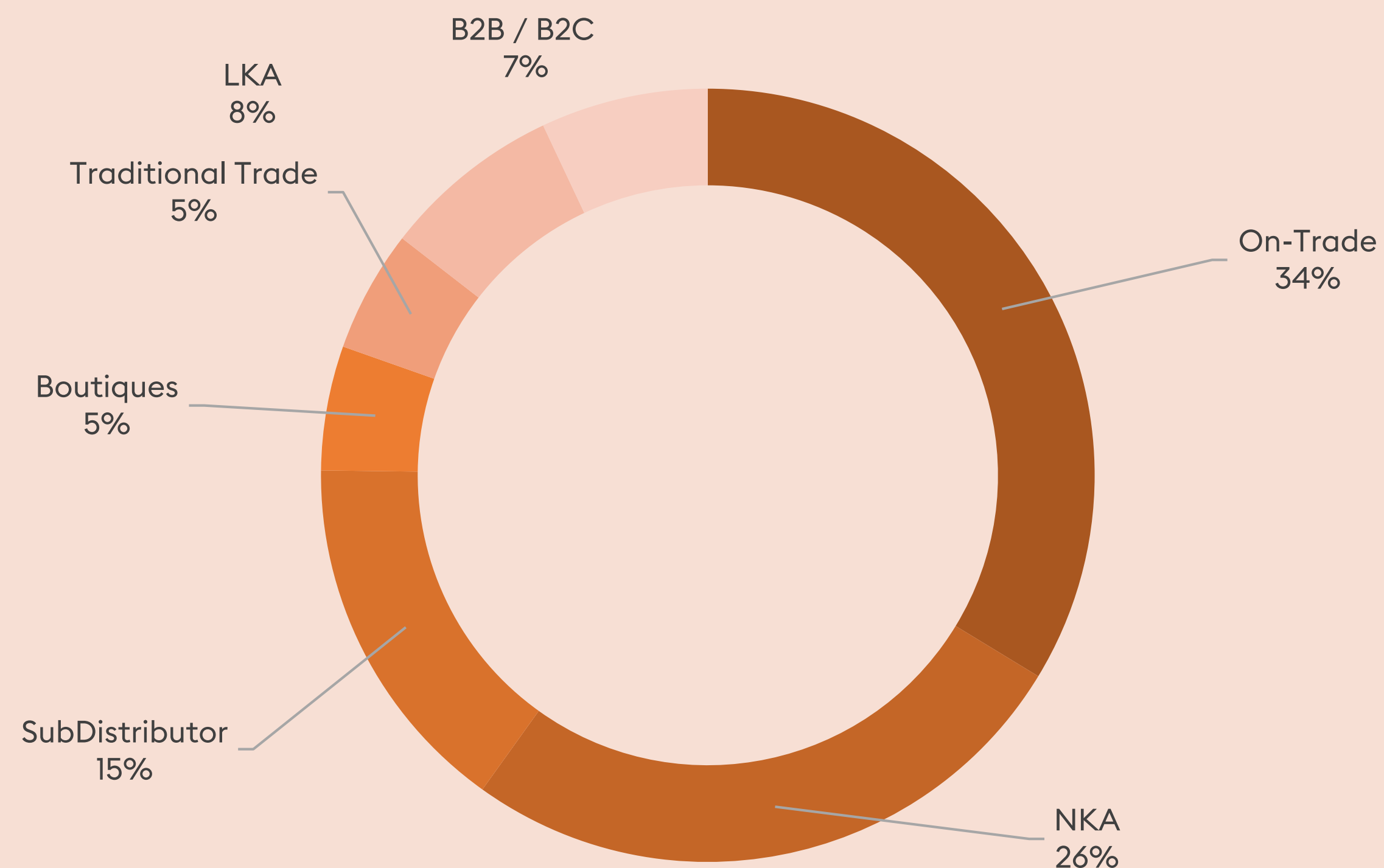
Chile: Tarapaca, Baettig

Argentina: Vina Cobos

New Zealand: Marisco Vineyards

DISTRIBUTION CHANNELS

DISTRIBUTION CHANNELS



*turnover data in rubles

Omnichannel distribution strategy integrating all major sales channels, including B2B and B2C.

HORECA

Nº1 Supplier in the channel
in Moscow

> 5 000 clients

Leading supplier
of all restaurant's categories
in Russia

KA

> 100k Points of sale
in National and Local Retail

Clients include all
major national and local
retail chains

SUBDISTRIBUTOR

85 regional
sub-distributors

37 regional
managers

E-COM

> 6 000 product items

Customer base
> 12 000 users

BRANDS

AST SPIRITS

SCOTCH WHISKY

Benriach
Dalmore
Glen Scotia
GlenDronach
Glengarry
Glenglassaugh
Macleods

AMERICAN WHISKEY

Jack Daniels

IRISH WHISKEY

Bagots
Bushmills
Element
Hinch

JAPANESE WHISKY

Masahiro
Shinobu

WHISKY OF THE WORLD

Nestville (Slovakia)
Belgian Owl (Belgium)
Brenne (France)
Haran (Spain)
Lamas (Brazil)
Old Hunters (Czech Republic)
Scapegrace (New Zealand)
Seven Seals (Switzerland)
Starward (Australia)
Stauning (Denmark)

RUM

Aguanile
Bayou
Cargo Cult
Diplomatico
El Supremo
Kraken
La Morita
Lamas
Puntacana Club
Takamaka

GIN

Aqva Lvce (Italy)
Bee Gin (Russia)

Ben Lomond (United Kingdom)
Canaima (Venezuela)
Cruxland (South Africa)
Edgar (Italy)
Edinburgh (United Kingdom)
Gin Mare (Spain)
Gin T (Italy)
Glen's (Scotland)
Holy Land (Israel)
Kapriol (Italy)
Masahiro (Japan)
Ninth Wave (Ireland)
Normindia (France)
Old Pilots (Croatia)
Song Kai (Vietnam)
Scapegrace (New Zealand)

TEQUILA & MESCAL

Campo Azul
Cenote
Clase Azul
El Tequileno
Guerrero Maya
Jose Cuervo
Padre Azul
Se Busca

COGNAC

Peyrat
Polignac
Tesseron

ARMAGNAC

Chabot
Saint Aubin

CALVADOS

Du Pere Laize

BRANDY

Barbadillo
KWV
Vecchia Romagna

GRAPPA

Bepi Tosolini
Marolo
Vite D'Oro

VODKA

14 Inkas
Finlandia
Tito's

PISCO

Mistral
Tres Erres

CACHACA

51
Terra Brasilis

LIQUEURS

Benvenuti
Bergia
Bols
Borghetti
Fragola
Galliano
Limoncello Di Capri
Molinari
Montenegro
Passoa
Select
Vedrenne

PORT WINE

Dow's

JERES

Barbadillo

SAKE

Ozeki

VERMOUTHS

Atxa
Corsieri del palia
Garrone

AST WINES

FRANCE

Aegerter
Alain Bailly
Besserat de Bellefon
Bouchard Aine&Fils
Charles de Fere
Chateau Argadens
Chateau de Parsac
Chateau Freybernath
Chateau de Pougelon
Chateau Roc de Cazade
Crocus
Domaine Arlaud
Domaine de Nerleux
Domaine Mayer-Gilles
Domaine Lucien Boillot et Fils
Domaine Michel Magnien
Domaine Pascati
Domaine Thibert Pere&Fils
Eric Morgat
Famille Descombe
Francois Labet
Geantet-Pansiot
Grand Palais
Jean-Charles Boisset
Kuentz-Bas
La Clef du Recit
La Maridelle
La Roche
Lucien Le Moine
Domaine Laroche

Louis Boillot
Maison Ginestet
Montaudon
Nathalie Falmet
Pierre Brisset
Pierrick Bouley
Royal Gravade
Soutiran
Toques & Clochers
Vincent Girardin
Yvon Mau

ITALY

Alteno
Armando Parusso
Bartenura
Bellenda
Binomio
Ca'Montebello
Canti
Carpene-Malvolti
Castellare Di Castellina
Ceretto
ColleMassari
Fantinel
Fantini
Felline
Feudi del Pisciotto
Fiorino d'Oro
Fontanafredda
Franz Haas
Grattamaco
Kris
La Roncaia
La Valentina
Les Cretes
Lungarotti
Mansalto
Marchese Luca Spinola
Maria Caterina Dei

Mastrojanni
Monte Rossa
Mora&Memo
Panizzi
Podere Monastero
Poggio di Sotto
Quintodecimo
Rocca di Frassinello
Sallier de La Tour
San Michele Appiano
Sant'Orsola
Siro Pacenti
Speri
Suavia
Sun Goddess
Tenuta San Giorgio
Vallepiciola

SPAIN

Alvaredos-Hobbs
Asua
Bodegas La Horra
Bodegas Protos
Bodegas Roda
Bodegas San Valero
Costers del Priorat
Josep Ventosa
La Val
Viñedos y Bodegas

RUSSIA

Usadba Divnomorskoe
Vinodelna Krinitsa
Winepark
Raevskoe
Aya
Shato Andre
Ле K2
Chateau Pinot

Kuban vino:
Burzhua | Mezhdumore
Derbent wine:
Luna del Caspio | Kamerton

GERMANY

Dr. Loosen
Meulenhof
Peter Mertes
Villa Wolf
Weingut Herbert Meßmer
Weingut Ziereisen

AUSTRIA

Grassl
Moric
Weingut Sonnhof Jurtschitsch
Weszele

PORTUGAL

Diario

USA

Baron Herzog
Belle Glos
Buena Vista
J.Christopher
Paul Hobbs
Raymond Vineyards

CHILE

Baettig
Tarapaca

ARGENTINA

Viña Cobos
Tamari

ARMENIA

Cellar 717
Voskevaz

HUNGARY

Le Comte de Mercy
Villa Agata

NEW ZEALAND

Marisco

AUSTRALIA

Cambridge Crossing
Fork and Spoon

SOUTH AFRICA

KWV
Pearly Bay

GREECE

Mega Spileo
Ionos

ISRAEL

Recanati
Domaine du Castel
Barkan
Galil
Tura Winery

SERBIA

Bikicki
Virtus

CZECH REPUBLIC

Springer

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