

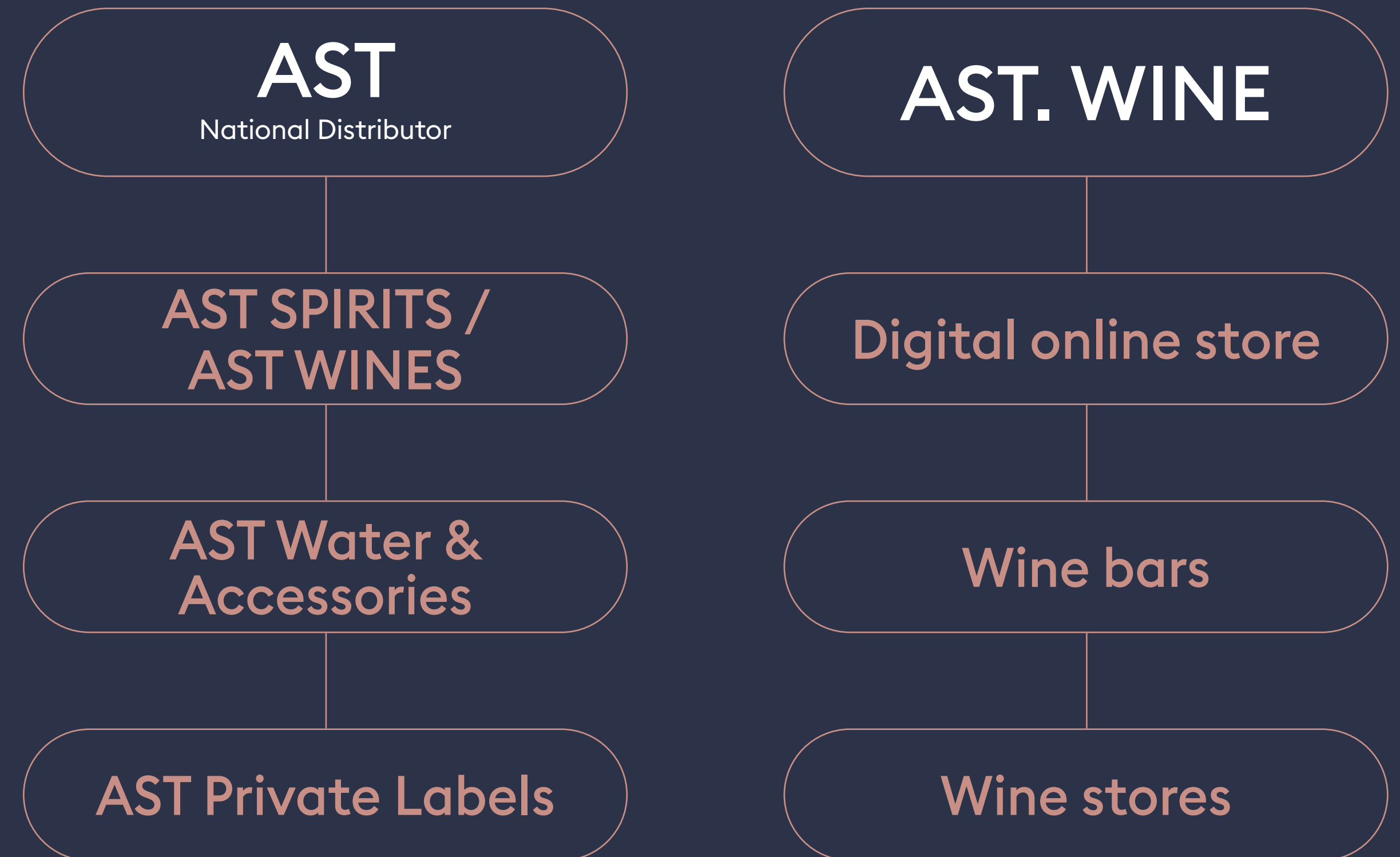


COMPANY PROFILE

ECOSYSTEM

Company mission is 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.

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

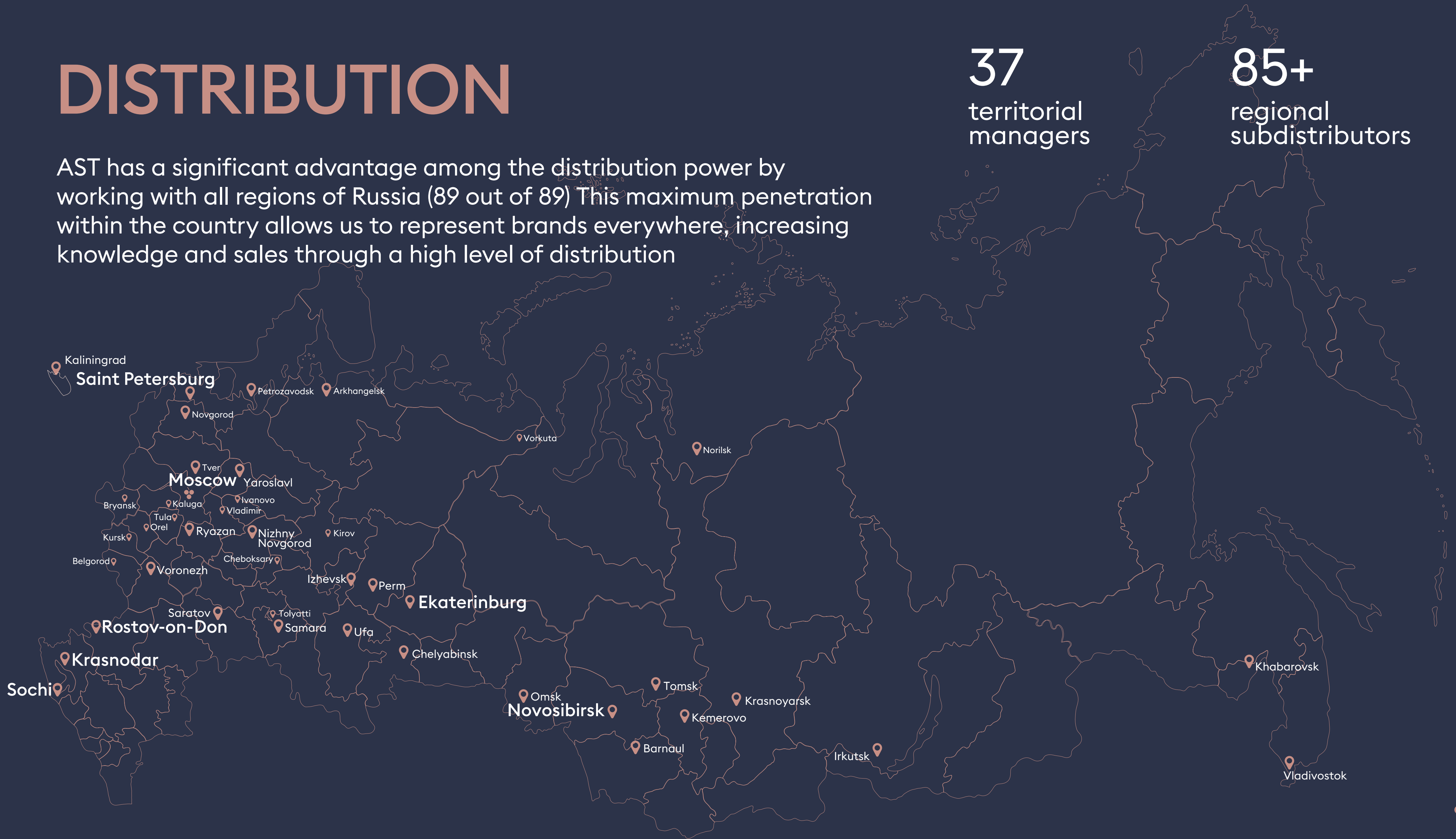
2023
General sales +24%
vs previous year

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

37
territorial
managers

85+
regional
subdistributors





MOSCOW

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



ST. PETERSBURG

45+
employees

1000 m²
warehouse

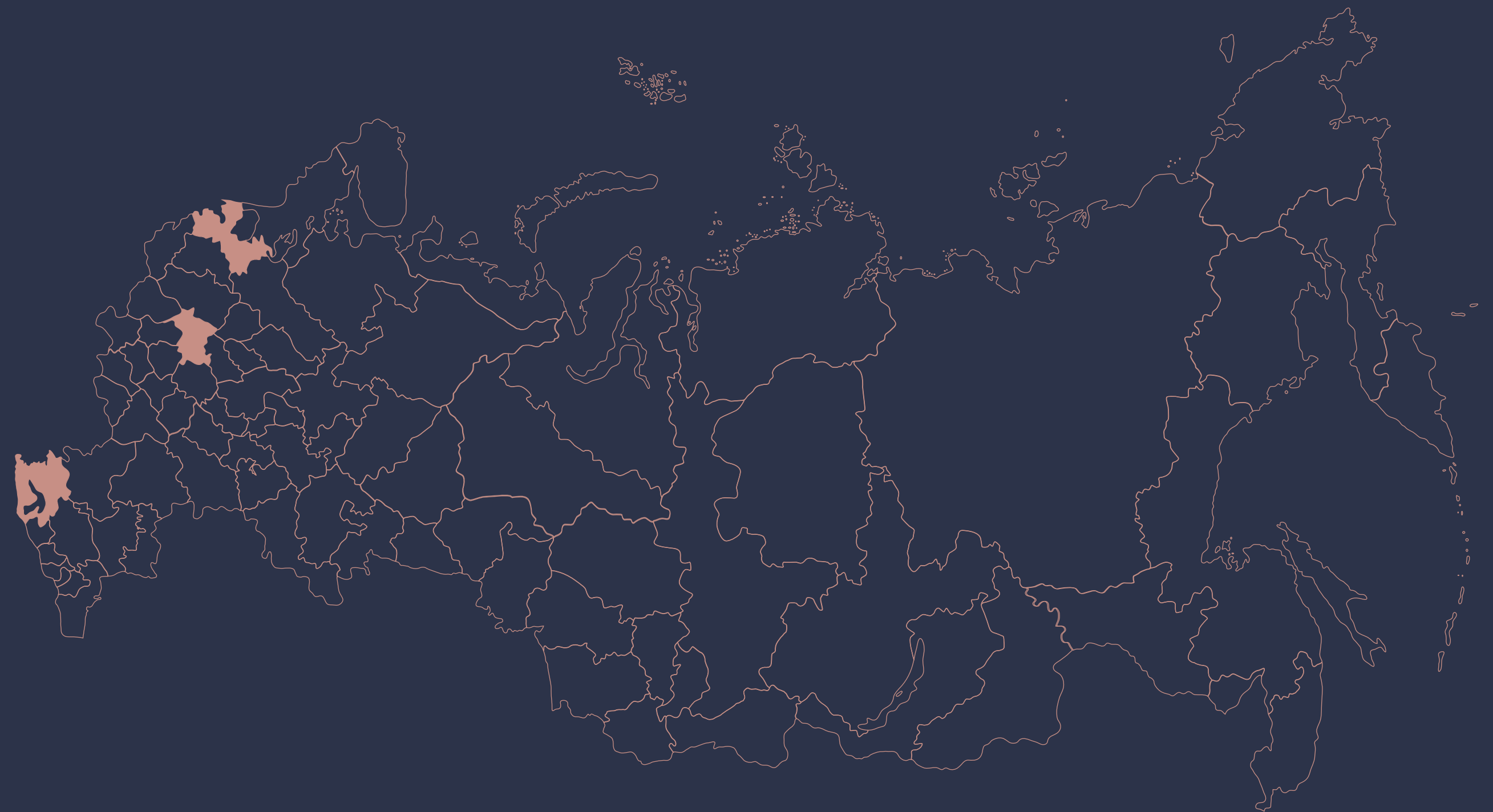


SOCHI

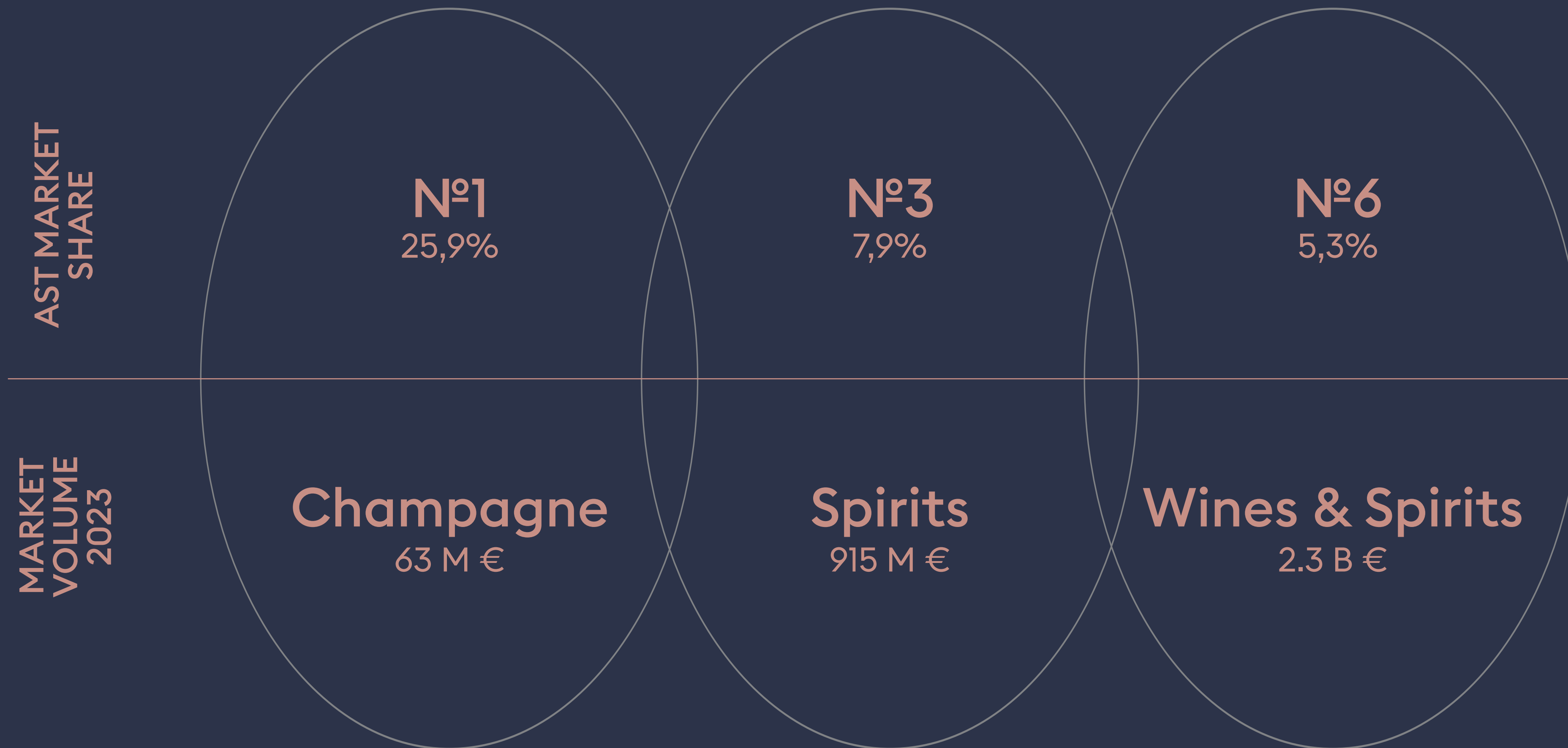
30+
employees

600 m²
warehouse

3 KEY BRANCHES



ALCOHOLIC BEVERAGE INDUSTRY



*customs statistics data 2023, including technical importers and retail

RETAIL CHAINS

HORECA

>100k

>10k

OUTLETS

CLIENTS

SALES TEAM

REGIONS

270+

>150

EMPLOYEES
IN 5 SALES
DEPARTMENT

PARTNERS

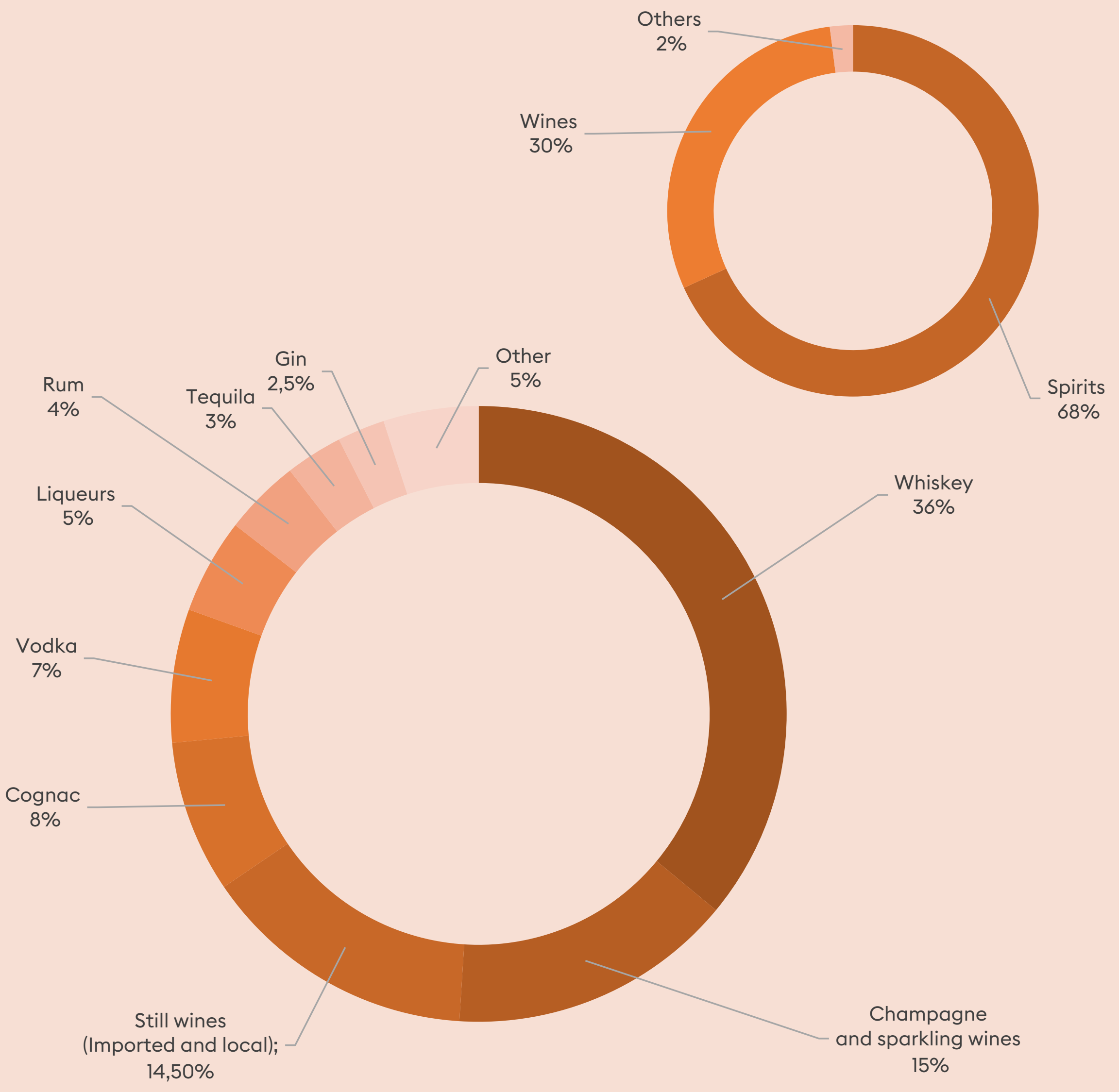
OMNI CHANNEL & AGILE APPROACH

We share balance between trade and brand activations
that 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, Bushmills, Glen Scotia, Starward, Lamas, Seven Seals, Nestville

Rum: Takamaka, Puntacana, Diplomatico

Gin: Edinburgh, Cruxland, Normindia

Tequila: Jose Quervo, El Tequileo, Clase Azul

Cognac: Hennessy, Polignac, Tesseron

Port wine: Dow's

Jeres: Barbadillio

Grappa: Bepi Tossolini, Marolo

Liqueurs: Amaro Montenegro, Limoncello di Capri, Bols

Sake: Ozeki

Vodka: Finlandia, Tito's, 14 Inkas

AST WINES

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

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

Key categories and brands

France: Soutiran, Boisset, Domaine Laroche

Italy: Ceretto, Castellare di Castellina, Bellenda, Speri, San Michele Appiano, Vallepiciola, ColleMassari, Canti

Germany: Dr. Loosen, Peter Mertes

Spain: Bodegas Protos

Greece: Cavino

Israel: Galil

South Africa: KWV

Chile: Tarapaca

Argentina: Cobos

New Zealand: Marisco

USA: Paul Hobbs

AST WATER & ACCESSORIES

Key categories & brands

Beverages

Fever Tree

J.Gasco

Legend of Baikal

Glassware

Zalto

Sophienwald

Italesse

Accessories

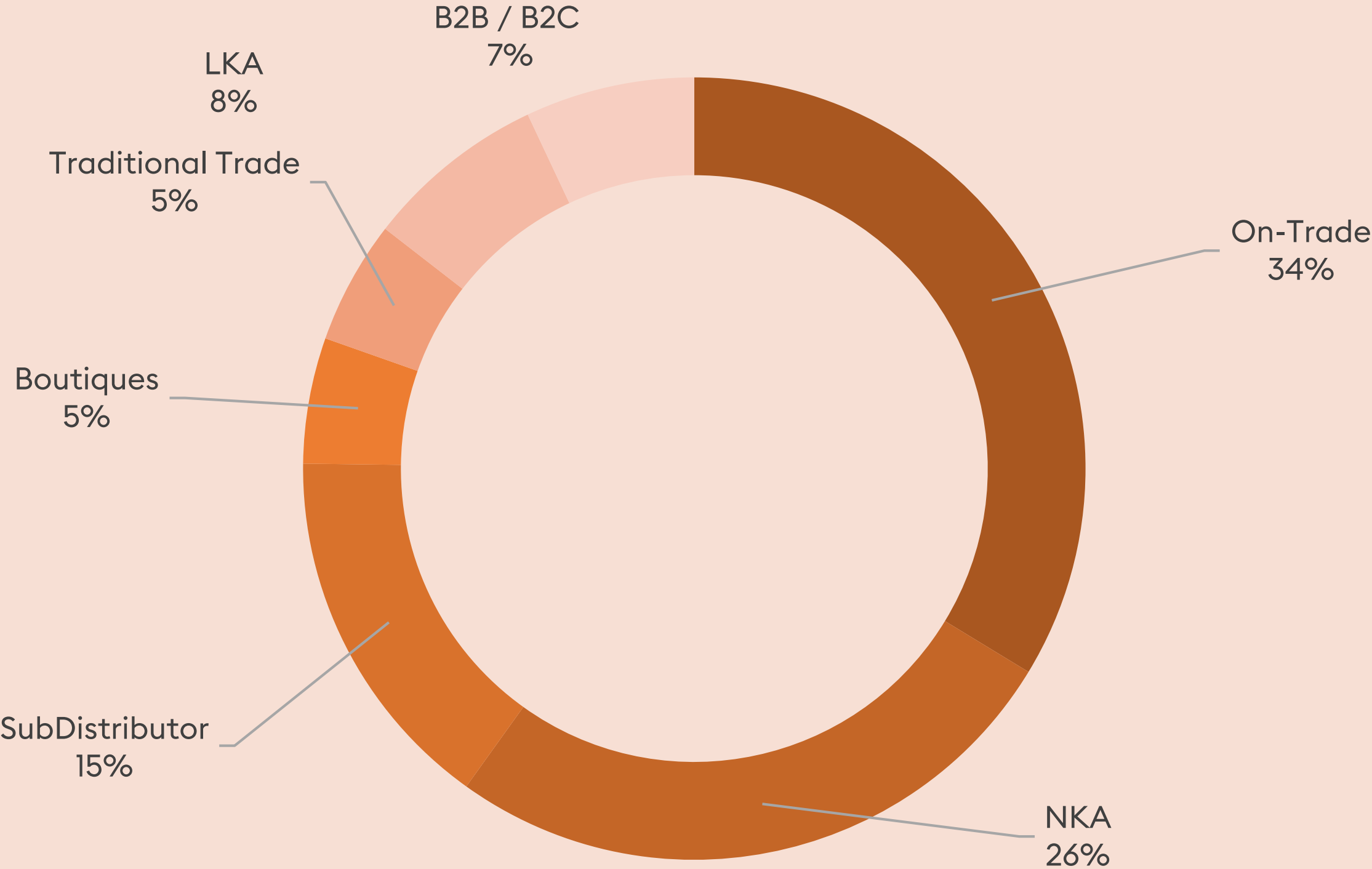
Coravin

AST Water & Accessories is a non-alcoholic direction, offering products suited to a variety of consumer needs and preferences. From daily mineral water to premium tonics by European manufacturers.



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
categories of restaurants
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

Wide range of brand titles

> 6 000 product items

Customer base
> 12 000 users

BRANDS

AST SPIRITS

SCOTCH WHISKEY

Benriach
Dalmore
Fettercairn
Glen Scotia
GlenDronach
Glengarry
Glenglassaugh
Macleods

AMERICAN WHISKEY

Jack Daniels
Kentucky Owl
Wiseman

IRISH WHISKEY

Bagots
Bushmills
Element
Hinch

JAPANESE WHISKEY

Masahiro
Shinobu

WHISKEY OF THE WORLD

Nestville (Slovakia)
Belgian Owl (Belgium)
Brenne (France)
Haran (Spain)
Lamas (Brazil)
Malt B (Spain)
Old Hunters (Czech Republic)
Scapegrace (New Zealand)
Seven Seals (Switzerland)
Starward (Australia)
Stauning (Denmark)
Villa N°16 (France)

RUM

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

КОНЬЯК

Peyrat
Polignac
Tesseron

ARMAGNAC

Chabot
Saint Aubin

CALVADOS

Coquerel
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
Bouchard Aine&Fils
Charles de Fere
Chateau Argadens
Chateau de By
Chateau de Parsac
Chateau de Sancerre
Chateau Freybernat
Chateau La Caminade
Chateau Le Crock
Chateau Piochet
Chateau Roc de Cazade
Crocus
Demiere Divin
Domaine Arlaud
Domaine de Nerleux
Domaine Mayer-Gilles
Domaine Lucien Boillot et Fils
Domaine Michel Magnien
Domaine Pierre Labet
Domaine Thibert Pere&Fils
Eric Morgat
Famille Descombe
Fluteau
Francois Labet
Geantet-Pansiot
Grand Palais
Guilbaud Freres
Jean-Charles Boisset

Jean-Claude Boisset
Kuentz-Bas
La Clef du Recit
La Maridelle
La Roche
Laroche
Louis Bouillot
Maison Ginestet
Montaudon
Nathalie Falmet
Pierre Brisset
Pierrick Bouley
Royale Gravade
Soutiran
Toques & Clochers
Vincent Girardin
Yvon Mau

ITALY

Alteno
Armando Parusso
Bartenura
Bellenda
Binomio
Ca'Montebello
Canti
Cascina Monsignore
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
Rocca di Frassinello
Sallier de La Tour
San Michele Appiano
Sant'Orsola
Siro Pacenti
Speri
Sun Goddess
Tenuta San Giorgio
Vallepiciola

SPAIN

Alvaredos-Hobbs
Asua
Bodegas Protos
Bodegas San Valero
Costers del Priorat
Josep Ventosa
La Val
Lar de Paula
Rolland & Galarreta
Viñedos y Bodegas

RUSSIA

Vinodelna Krinitza
Ле К2
Usadba Divnomorskoe
Chateau Pinot

GERMANY

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

AUSTRIA

Grassl
Moric
Weingut Sonnhof Jurtschitsch

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
Yacoubian-Hobbs

HUNGARY

Le Comte de Mercy
Villa Agata

NEW ZEALAND

Marisco

AUSTRALIA

Cambridge Crossing
Fork and Spoon

SOUTH AFRICA

KWV

GREECE

Cavino

ISRAEL

Barkan
Domaine du Castel
Galil
Recanati
Tura Winery

SERBIA

Bikicki
Virtus

CZECH REPUBLIC

Springer

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