LOUIS VIALARD
WINE MERCHANTS
—in Bordeaux since 1969—
Company information

DELIVERY TO 40 COUNTRIES
INCLUDING 90% OF GRAND CRU CLASSÉ IN STOCK
STORAGE AREA: 6500 M²
STORAGE CAPACITY: 4,2 MILLION BOTTLES

21 EMPLOYEES

REGISTERED OFFICE ADDRESS
Louise Vialard SAS
20 rue de la Rivière
33250 Pauillac
France
+33 556 595 813
+33 556 595 839
+33 556 595 567

LOGISTICS SITE ADDRESS
ZA Lamothe
de Saint Laurent Médoc
33112 Saint Laurent Médoc
France
louis-vialard@louis-vialard.com
www.vialard.com

LEGAL STATUS:
Simplified stock company (SAS)
Share capital of € 2 940 300
REGISTRATION NO. 469 201 347 00025
ACTIVITY CODE: 4634 Z
VAT: FR 96 469 201 347
CUSTOMS AND EXCISE:
FR93346E0004/FR193346E0004
REX : FRREX0193836

BACKGROUND
Company founded in 1969

SHAREHOLDING
Éric Hosteins,
Vialard family

ORGANISATION CHART
ÉRIC HOSTEINS
CEO

ACTIVITY BREAKDOWN IN 2019/2020:
6,00 % France and the overseas departments and territories
94,00 % export market, of which:
02

Business activity

SALES: FRANCE AND EXPORT (2019-2020)

- ASIA: 63.16%
- EUROPE CEE: 17.55%
- FRANCE: 5.85%
- AMÉRIQUE DU NORD: 3.04%
- EUROPE HORS CEE: 4.03%
- AMÉRIQUE CENTRALE ET DU SUD: 0.03%
- OCÉANIE: 1.04%
- AFRIQUE: 5.30%

AVERAGE SALES PRICE PER 75CL BOTTLE

|------|------|------|------|------|------|------|------|------|------|

ORDERS DISPATCHED PER DAY

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
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<tbody>
<tr>
<td>Orders</td>
<td>9.00</td>
<td>9.00</td>
<td>8.00</td>
<td>9.00</td>
<td>9.00</td>
<td>8.60</td>
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</table>
The Teams

PRÉSIDENT
DIRECTION DE LA SOCIÉTÉ LOUIS VIALARD / ZONE MONDE
ÉRIC HOSTEINS

UNE FORCE DE VENTE EXTERNE

HONG-KONG / TAIWAN / CHINE
ANNE SILIN

CHINE / HONG-KONG
GANG FANG

JAPON
SEIJI KITAZAWA

INDONÉSIE
BILLY BUDIMAN

SINGAPOUR
BONCRU

ASIE SUD-EST - PACIFIC
BILL FISHER

BLOC DE L’EST
OXANA BATARSHINA

DIRECTRICE GÉNÉRALE
DIRECTION GÉNÉRALE / COMMERCE / OPÉRATIONS / ADMINISTRATION ET FINANCES
FANNY ALOS

UNE FORCE DE VENTE INTERNE

COORDINATION ZONE ASIE
JEAN-CHARLES HORSTMANN

ZONE FRANCE (CHR, GD, PART)
ALEXANDRE COUNILH

ZONE USA & BENELUX
PIERRE-ERIC SABATIER

ZONE EUROPE
PATRICK BULÉON

CHARGÉE DE COMMUNICATION
MARKETING / OFFRES / BASE GCC
NATHALIE MARTI
The range

BORDEAUX GRAND CRUS & INTERNATIONAL WINES

We secure wines from most of the Grand Crus in the Bordeaux region, so we can supply you en primeur wines as well as older vintages to your attention.

As we have built up a reputation over many years with the wine estates in and around Bordeaux, we are able to sell our customers the best of what our region has to offer.

DOMAINE VIALARD WINES

The Domaine VIALARD vintages, led by our excellent flagship Château Cissac.

www.chateau-cissac.com

ESTATES & CHÂTEAUX

We also have a selection of Vins de Pays and Appellation d’Origine Contrôlée wines from the South of France, together with those from the Domaine de Saint Dominique in Aniane (near Montpellier), owned by Danielle Vialard and Éric Hosteins until 2015, for our customers to enjoy.
The Louis Vialard expertise

ISO 22000 CERTIFICATION: 2018
(FOOD SAFETY MANAGEMENT.
• HACCP methods
• Strict hygiene standards
• Reinforced safety precautions
• Employee training
• Respect for the environment

DIGITAL PRODUCT TRACEABILITY.
• All incoming and outgoing wines are inspected
• Bar code management
• Reports always available for consultation
• Confidentiality

CONTROL.
• Of customs procedures
• Of tax constraints
• Of the export documents required by our customers’ countries

RECEPTION OF THE WINES (WE INSPECT THE QUALITY, QUANTITY AND ORIGIN).

DISPATCH FROM OUR CELLARS ON BEHALF OF OUR CUSTOMERS.
Storage conditions

A STORAGE AREA OF 6500 M² IN THE HEART OF THE MÉDOC FOR WINES UNDER DUTY SUSPENSION

TEMPERATURE CONTROL

- **SUMMER**: 19°C MAXIMUM
- **WINTER**: 13°C MINIMUM

HIGH SECURITY

- **SECURE ACCESS**
- **ALARMS, VIDEO SURVEILLANCE, SECURITY GUARDS**

THE WINES BELONGING OR ENTRUSTED TO LOUIS VIALARD ARE STORED IN AN IDEAL SPACE SPECIALLY DESIGNED FOR WINES UNDER DUTY AND TAX SUSPENSION.

UNLABELLED BOTTLE

- Labelling line
- Product customisation
- Storage capacity of 3 million bottles

GRAND CRUS

Storage capacity of 1.2 million bottles
Our Commitment on Quality
ISO 22000:2018
Foodstuff Safety Management System

A Certificate Bio

Preserving and developing our market share:
An increasing number of markets require our company to obtain the ISO 22000: 2005 certification. Our exports are clearly jeopardized in the areas around Burma and Indonesia.

We believe that the Asian market as a whole will have the same requirements for food safety.

Meet the requirements of international standards:
And all the regulatory requirements and customer requirements pertaining to the safety of foodstuffs by implementing and maintaining a management system.

Our warehouse:
When we bought our plant in Saint Laurent du Médoc we introduced a general quality, safety and environment policy to meet our aim of customer satisfaction and the safety of our customers and employees.

A company project:
Quality is a shared effort requiring all the staff to adhere so that it becomes a true company project.