LOUIS VIALARD

WINE MERCHANTS

– in Bordeaux since 1969 –

01

Company information

afaq ISO 22000 Sécurité des aliments AFNOR CERTIFICATION

La Cité du Vin
un monde de cultures

21
EMPLOYEES

OVER 4000
DIFFERENT PRODUCTS IN STOCK

INCLUDING 90%
OF GRAND CRU CLASSÉ IN STOCK

DELIVERY TO
40 COUNTRIES

STORAGE AREA:
6500 M²

STORAGE CAPACITY:
4,2 MILLION BOTTLES

REGISTERED OFFICE ADDRESS

Louis 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 €1 million

REGISTRATION NO. 469 201 347 00017

ACTIVITY CODE: 4634 Z

VAT: FR 96 469 201 347

CUSTOMS AND EXCISE:
FR93346E0004/FR193346E0004

DISTRIBUTION OF BUSINESS ACTIVITY IN 2017:

7,59 % France and the overseas departments and territories

92,41 % export market, of which:

- 70,74 % Asia
- 23,98 % Europe in the EEC
- 5,28 % outside EEC and other

ORGANISATION CHART

ÉRIC HOSTEINS
CEO

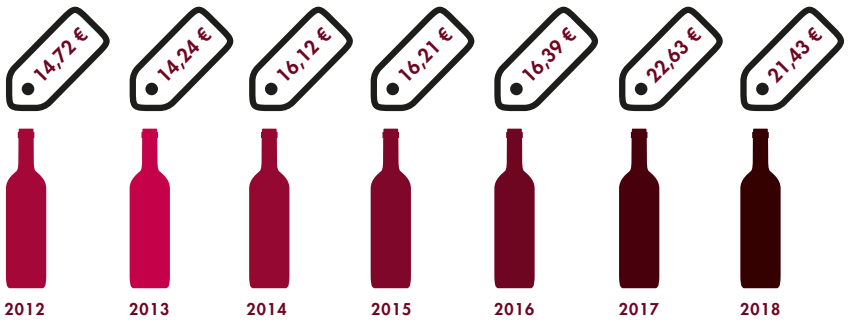
BACKGROUND
Company founded in 1969

SHAREHOLDING
Éric Hosteins,
Vialard family

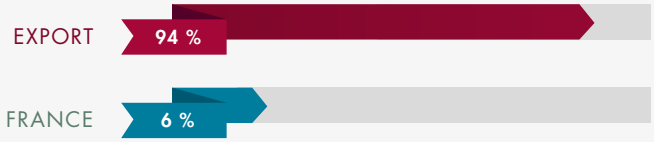
02

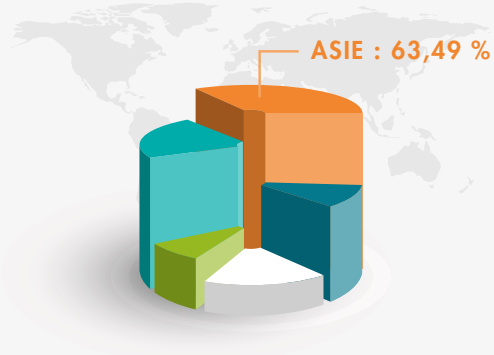
Business activity

AVERAGE SALES PRICE PER 75CL BOTTLE



SALES: FRANCE AND EXPORT (2017-2018)

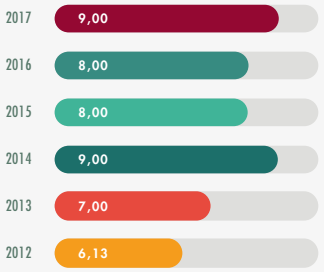




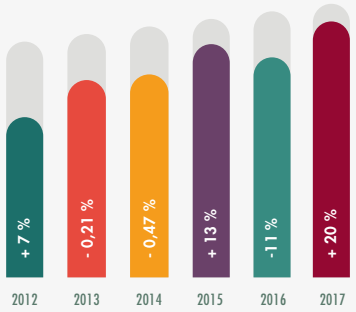
EUROPE CEE : 24,03 %
FRANCE : 6 %
AMÉRIQUE DU NORD : 0,75 %
EUROPE HORS CEE : 3,33 %
AMÉRIQUE CENTRALE ET DU SUD : 0,12 %
OCÉANIE : 0,26 %
AFRIQUE : 0,56 %

ALLEMAGNE	11,40 %	FRANCE	6 %	NOUVELLE ZELANDE	0,09 %
AUSTRALIE	0,14 %	GABON	0,44 %	PAYS-BAS	1,12 %
AUTRICHE	0,48 %	GHANA	0,00 %	POLOGNE	0,06 %
BELGIQUE	0,78 %	HONG-KONG	31,32 %	POLYNÉSIE FRANÇAISE	0,03 %
BULGARIE	0,33 %	ÎLE DE JERSEY	0,01 %	PORTUGAL	0,01 %
CANADA	0,06 %	INDONÉSIE	0,96 %	RÉPUBLIQUE TCHÈQUE	0,06 %
CHINE	9,52 %	IRLANDE	0,10 %	ROUMANIE	0,14 %
CHYPRE	0,03 %	ISRAËL	0,14 %	ROYAUME-UNI	7,78 %
COLOMBIE	0,12 %	ITALIE	0,02 %	RUSSIE	0,12 %
CORÉE DU SUD	1,22 %	JAPON	6,09 %	SINGAPOUR	1,80 %
DANEMARK	1,07 %	LETTONIE	0,02 %	SLOVAQUIE	0,02 %
ESPAGNE	0,02 %	LUXEMBOURG	0,09 %	SUÈDE	0,21 %
ESTONIE	0,36 %	MACAO	0,78 %	SUISSE	2,60 %
ÉTATS-UNIS	0,69 %	MALAISIE	0,02 %	TAÏWAN	4,44 %
FINLANDE	0,09 %	NORVÈGE	0,46 %	THAÏLANDE	7,33 %

ORDERS DISPATCHED PER DAY



OVERALL SALES



03

The range

DOMAINE VIALARD WINES

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

www.chateau-cissac.com

BORDEAUX GRAND CRUS

We receive wines from most of the GrandCrus in the Bordeaux region, so we canoffer you en primeur wines as well as older vintages.

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

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.

04

The Louis Vialard expertise

ISO22000 CERTIFICATION: 2005 (FOOD SAFETY MANAGEMENT.

- HACCP methods
- Strict hygiene standards
- Reinforced safety precautions
- Employee training
- Respect for the environment

CONTROL.

- Of customs procedures
- Of tax constraints
- Of the export documents required by our customers' countries

DIGITAL PRODUCT TRACEABILITY.

- All incoming and outgoing wines are inspected
- Bar code management
- Reports always available for consultation
- Confidentiality

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

DISPATCH FROM OUR CELLARS ON BEHALF OF OUR CUSTOMERS.

05

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