



LOUIS VIALARD

WINE MERCHANTS

– *in Bordeaux since 1969* –

01

Company information



20
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
Château CISSAC
33250 Cissac-Médoc
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

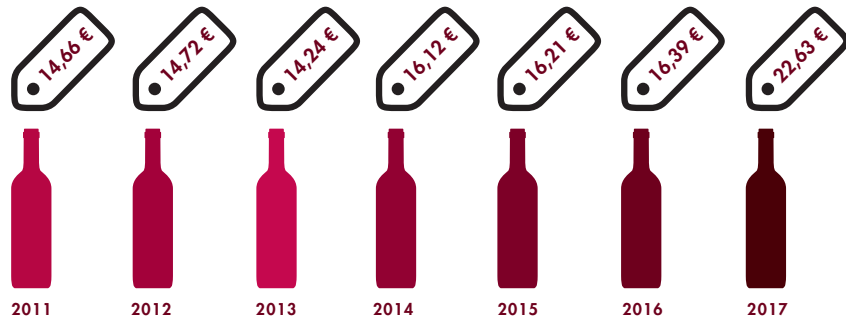
Company founded in 1969

SHAREHOLDING

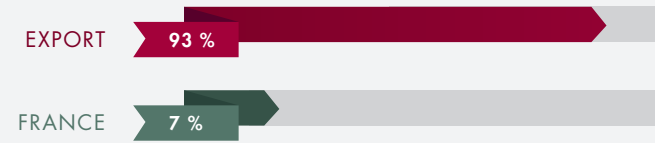
Éric Hosteins,
Vialard family

Business activity

AVERAGE SALES PRICE PER 75CL BOTTLE



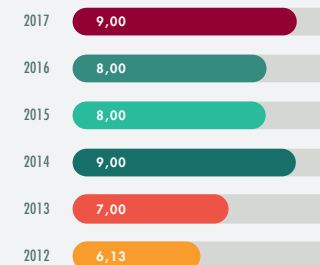
SALES: FRANCE AND EXPORT (2016-2017)



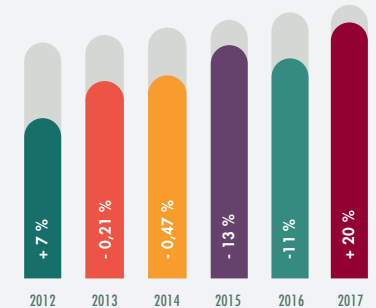
- EUROPE EEC: 23,98 %
- MIDDLE EAST: 3,39 %
- NORTH AMERICA: 0,34 %
- EUROPE OUTSIDE EEC: 1,20 %
- SOUTH AMERICA: 0,07 %
- OCEANIA: 0,12 %
- AFRICA: 0,16 %

GERMANY	7,56 %	HONG-KONG	28,42 %	NETHERLANDS	0,86 %
AUSTRALIA	0,04 %	GABON	0,16 %	POLAND	0,02 %
AUSTRIA	0,22 %	REUNION ISLAND	0,02 %	FRENCH POLYNESIA	0,06 %
BELGIUM	0,64 %	INDONÉSIA	2,31 %	CZECH REPUBLIC	0,12 %
CHINA	10,54 %	IRELAND	0,02 %	ROUMANIA	0,05 %
COLOMBIA	0,07 %	ISRAEL	0,16 %	UNITED KINGDOM	5,69 %
SOUTH KOREA	1,23 %	ITALY	0,09 %	RUSSIA	0,51 %
DENMARK	0,35 %	JAPAN	5,05 %	SINGAPORE	1,79 %
UNITED ARAB EMIRATES	3,23 %	THE PHILIPPINES	0,02 %	SWEDEN	0,16 %
SPAIN	0,06 %	LUXEMBOURG	0,16 %	SWITZERLAND	0,69 %
ESTONIA	0,03 %	MACAO	0,03 %	TAIWAN	3,97 %
UNITED STATES	0,32 %	MALAYSIA	0,08 %	THAILAND	17,30 %
FINLANDE	0,09 %	NORWAY	0,20 %		
FRANCE	7,57 %	NEW ZEALAND	0,02 %		

ORDERS DISPATCHED PER DAY



OVERALL SALES



The range



DOMAINE VIALARD WINES

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

www.chateau-cissac.com

BORDEAUX ESTATES & CHÂTEAUX

Our selection of châteaux and estates in the Bordeaux region that we constantly supplement with new discoveries.



BORDEAUX GRAND CRUS

We receive wines from most of the Grand Crus in the Bordeaux region, so we can offer you en primeur wines as well as older vintages.

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



ESTATES & CHÂTEAUX FROM THE SOUTH OF FRANCE

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



ISO22000 CERTIFICATION: 2015 (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

