



LOUIS VIALARD

WINE MERCHANTS

– *in Bordeaux since 1969* –

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# 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 M<sup>2</sup>**

**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](mailto:louis-vialard@louis-vialard.com)  
🌐 [www.vialard.com](http://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

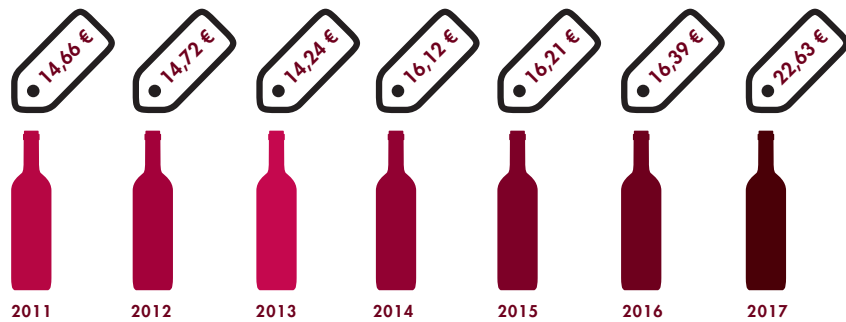
Company founded in 1969

## SHAREHOLDING

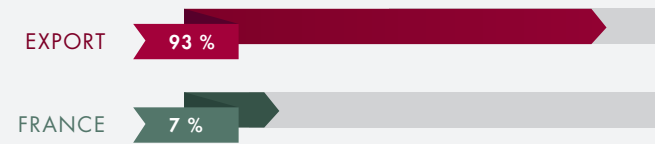
Éric Hosteins,  
Vialard family

# Business activity

## AVERAGE SALES PRICE PER 75CL BOTTLE



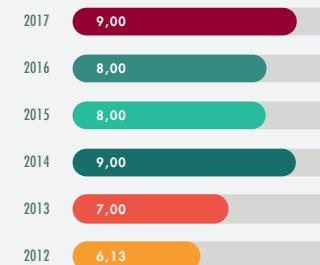
## SALES: FRANCE AND EXPORT (2016-2017)



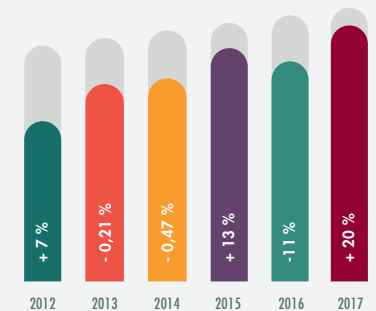
- EUROPE EEC: 23,98 %
- MIDDLE EAST: 3,39 %
- NORTH AMERICA: 0,34 %
- EUROPE OUTSIDE EEC: 1,20 %
- SOUTH AMERICA: 0,07 %
- OCEANIA: 0,12 %
- AFRICA: 0,16 %

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



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# The range

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## DOMAINE VIALARD WINES

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

[www.chateau-cissac.com](http://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.

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# 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

