



1870
ABRAU DURSO
• RUSSIAN WINE HOUSE •

150

YEARS
of SPARKLING HISTORY

150 YEARS OF HISTORY ABRAU-DURSO

1870 1905 1920 2006 2022

The Abrau-Durso specific department was founded in the autumn of 1870 by the nominal decree of the Russian Emperor Alexander II.

In 1905, the Frenchman Victor Dravigny was invited as a chief winemaker. It was his experiments and hard work that led to the recognition of the Abrau-Durso products, first in Russia, and then throughout the world.

Since 1920, Anton Mikhailovich Frolov-Bagreev, an outstanding scientist and winemaker, the founder of the Soviet Champagne production, has become the Abrau-Durso head.

In 2006, the Abrau-Durso newest era began — the plant was acquired by the SVL group headed by Boris Titov. He decided to keep production and enhance the legendary brand magnificence.

Modern Abrau-Durso is a well-known trademark, a sign of high quality, loyalty to traditions and an innovative look into the future.

KEY FACTS

150 YEARS OF HISTORY

The Abrau-Durso specific department was founded by decree of Emperor Alexander II in 1870. Since that time until today, Abrau-Durso has been creating the best sparkling wines in Russia.

UNIQUE TERROIR

It is located near the Black Sea on the shore of an emerald lake and combines a mild climate, marl limestone soils with sea minerals and a special wind rose of the Caucasus foothills.

MODERN PRODUCTION

Abrau-Durso Group sites:
Abrau-Durso, Loza, Yubileinaya
Winery (Krasnodar Krai), Vedernikov
Winery (Rostov Oblast).

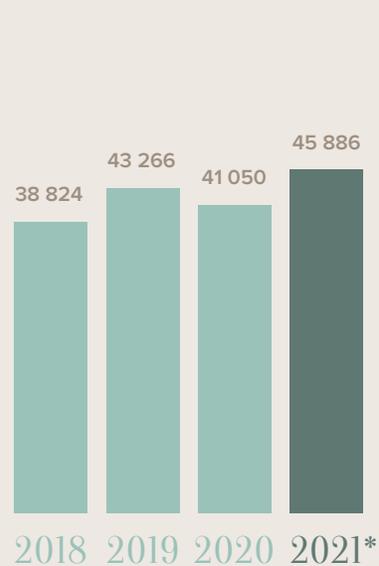
STRONG BRAND

More than 90% of the
Russians know the brand, and 45%
prefer it to another ones.

ABRAU-DURSO

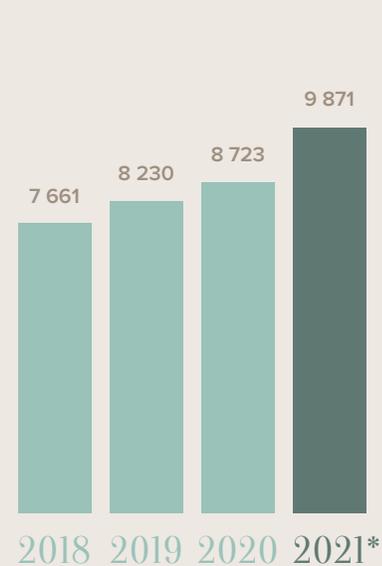
FINANCIALS

*According to IFRS 2021



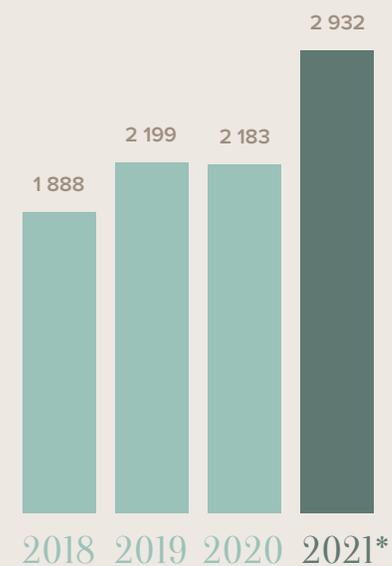
Sales

thousands of bottles



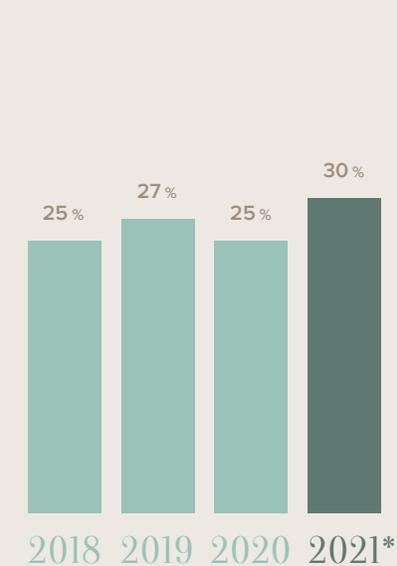
Income

mln rubles



EBITDA

mln rubles

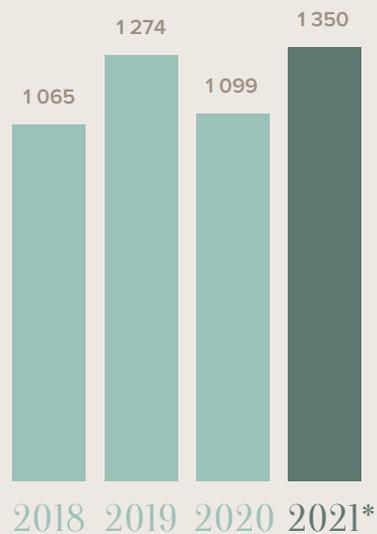


EBITDA margin

%

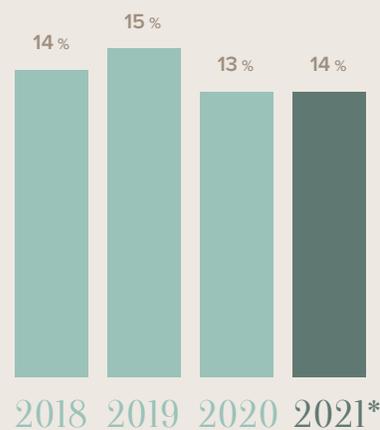
FINANCIALS

* According to IFRS 2021



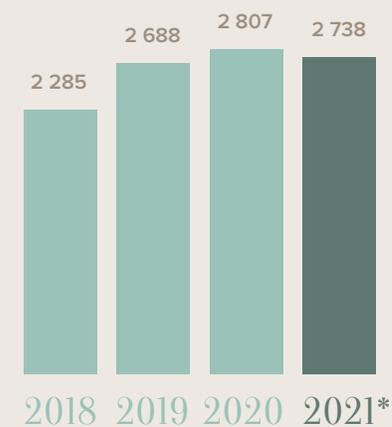
Net profit

mln rubles



Net profit margin

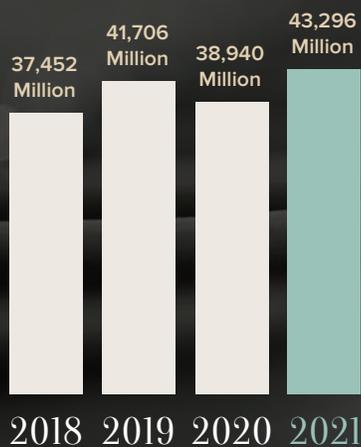
%



Deductions

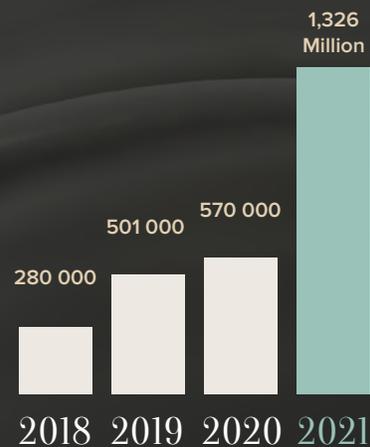
to budgets and
extra-budgetary funds
mln rubles

SALES 2021 in bottles

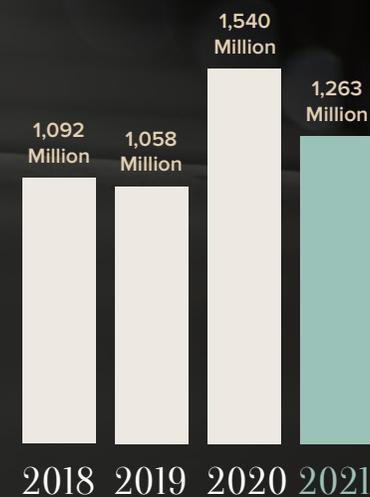


Alcoholic products

own production



Non-alcoholic products



Distribution contracts

EXPERTS' RECOGNITION

The Abrau-Durso Russian Wine House is the most titled enterprise in the recent history of Russian winemaking. Since 2011, the Abrau-Durso wines have won 177 awards at international tasting competitions.



52

Awards

Decanter
WORLD WINE
AWARDS

31

Awards

MUNDUS vini®
THE GRAND INTERNATIONAL WINE AWARD

32

Awards



51

Awards



9

Awards



2

Awards

Effervescents
du Monde®

FOR THE FIRST TIME IN THE RUSSIAN WINEMAKING HISTORY



THE ABRAU-DURSO WON THE RISING STAR NOMINATION

at the Champagne & Sparkling Wine World Championships 2021, the most authoritative tasting competition of champagne and sparkling wines in the world.

VITICULTURE

116 ha
of new vineyards
planted in 2021

471 ha
of new vineyards
are planned
to plant in 2022

22 439 T
Record volume
of processed grapes
в 2021 году

~ 3 500 ha
The area of the working
vineyards
of the Abrau-Durso Group of Companies



Digitalization of grape
processing systems:
unmanned aerial vehicles



ASSORTMENT

Sparkling wines

SPARKLING WINES: PRODUCTION METHODS

Classique

Classic method

The champagnization classic method is a complex technology for creating sparkling wines with secondary fermentation directly in a bottle and subsequent aging onlees from 9 months to 5 years or more. Sparkling wines created using classic technology have a high aging potential and a complex structure. Many samples of Abrau-Durso classic sparkling wines have won awards at international tasting competitions of the highest dignity.

Imperial



Viktor Dravigny



KOSHER

Brut d'Or



Vedernikov Winery sparkling wines



Charmat method

The Charmat reservoir method is a method of producing sparkling wine in reservoirs, which takes 1-2 months. Today, the Charmat method is the most popular in the world. Like the classic technology, it was also developed in France.

Charmat

Russkoe Igristoe



KOSHER



Udelnoe Vedomstvo



Abrau-Durso Reserve



Ancestrale

Pet-Nat

Sparkling wine produced by single fermentation. Petillant naturel or pet-nat means «natural sparkling» in French. The world's first sparkling wine documented in the middle of the 16th century was pet-nat.

Pet-Nat from Vedernikov Winery



new



РУССКОЕ ВИНОДЕЛИЕ
ОСН. 1870 ГОДУ
АВТОРСКИЙ ПОДПИСАТЕЛЬСКИЙ ЭТИКЕТ
Абрау-Дюрсо
КАБЕРНЕ СОВИньОН
Сорта винограда / сорт № 05952
УНИКОВЫЕ ВЛАСНОСТИ
с 2017 года

ASSORTMENT

Still wines

STILL WINES

Limited collection of premium varietal still wines

Abrau-Durso Wines



Limited collection of aged monosort still wines

Vedernikov Winery premium wines



Classic assemblages created in a modern style with a complex aromatic profile

Abrau Estates



Abrau Estates.
Yubileinaya Winery

Bright and gastronomic blended wines

Abrau Wines



Abrau-Durso wine collection from grapes grown in Azerbaijan

Az Abrau



Aged blended wines from international and Don autochthonous grape varieties

Gubernatorsky Rezerv premium wines



Autochthonous collection of still wines from the famous native Russian grape varieties

Vedernikov Winery autochthonous wines



Extraordinary Don still wines from international and autochthonous grape varieties

Gubernatorskoe still wines





ASSORTMENT

Abrau-Durso is not only wine

ABRAU LIGHT

Low-alcohol (8%) sparkling drink

Abrau Light



Abrau Light in an aluminum can



STRONG ALCOHOL

7 Vegetables liqueur



7 herbs gin



Abrau-Durso 1870 cognac



CIDER

The Abrau-Durso cider collection was first presented in 2020 and currently has five names of different styles produced from the southern apples of Krasnodar Krai.

Abrau-Durso cider



Abrau Cider



SOFT DRINKS

Sweet carbonated drink based on natural grape juice. Abrau Junior gives a taste of summer and the southern sun, it will decorate any family holiday and delight children and adults with a refreshing taste.

Abrau Junior



«Dur-so» in translation from Turkic means «4 springs». Water for Dur-So is extracted from an underground source in the North Caucasus foothills, where the famous Abrau-Durso vineyards have been growing for more than 150 years. Water, passing along way from the earth's interior, absorbs useful microelements: magnesium, calcium and sodium - and, of course, the vine strength.

Dur-So



4 waters



Abrau Vinonade is a collection of six carbonated soft drinks of various flavors based on grape juice. The collection is represented by six drinks: two classic grape flavors Abrau Vinonade Cabernet and Abrau Vinonade Traminer, as well as four fruit and berry mixes with an obligatory grape component: cherry - grapes, coconut - grapes, mango - grapes and pineapple - grapes.

Abrau Vinonade



TRADE HOUSE ABRAU-DURSO

SALES IN ALL RUSSIAN REGIONS:

**MORE THAN
200 CONTACTS**

with regional
distributors

**DIRECT
CONTACTS**

with federal
networks

**OWN
NETWORK**

8 retail stores
"Wine atelier"

LOGISTICS CENTERS:

**CHEKHOV (MOSCOW
OBLAST)**

10 million bottles
in the warehouse
(10 thousand sq. m)

KRASNODAR

2 million bottles
in stock
(2.35 thousand sq. m)

DISTRIBUTOR PORTFOLIO



Усадьба
Перовских



CHATEAU
de TALU



MAZZEI
1435

QUINTA NOVA
DE NOSSA SENHORA DO CARMO

Freixenet

HENKELL

TÖRLEY
PEZSUÓPINCSEZET

MIONETTO



TABOADELLA
1255

Nicola Bergaglio

LA SPINETTA

ABRAU-DURSO TOURISM CENTER

HOTEL COMPLEX



6 facilities,
including Imperial Boutique Hotel

HISTORICAL COMPLEX



Excursions to montain tunnels
and vineyards

SAILING TRIPS



7 types of yachts and boats
*for lake and sea trips, and training
at the Abrau Sailing School*

GASTRONOMY



11 restaurants and cafes,
*including gastronomic school to hold master
classes*

ABRAU YOGA RETREAT CENTER



5 outdoor
areas
including a mountaintop yoga house

HIKING

over



100 km
through vineyards and mountains



ABRAU-DURSO

150 years

since the founding of
the royal specific estate

The most visited

winery in Europe

Year-round resort

**The legendary
Lake Abrau**

500 000 guests

annually

of them **200 000** take tours of
Abrau-Durso Russian Wine House

**50 tourism objects
and demonstration
points**

in the structure of the resort

**Abrau-Durso
branded stores**

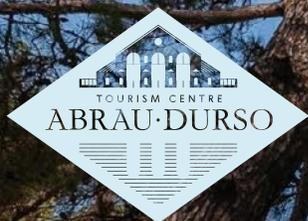


ABRAU-DURSO EVENT DIRECTION

15 EVENT VENUES

VENUES CAPACITY: UP TO **15 000** PEOPLE

10 LARGEST EVENTS
IN 2021 GATHERED **20 000** PEOPLE



HOTEL COMPLEX

ROOM CAPACITY 203

**IMPERIAL &
CHAMPAGNE
SPA (4*)**

Boutique Hotel

KRUGLOE OZERO

Estate

ECOLOGIA

Yoga Camping

KRUGLOE OZERO

Autocamping



RESTAURANT COMPLEX

VILLA OF ROSES

caucasian cuisine restaurant

ABRAU-DURSO

grand cafe

IMPERIAL

restaurant

PETIT CAFE

Coffee Shop

ABRAU LIGHT

Karaoke • Restaurant • Bar

ABRAU-DURSO

food court

FOOD TRUCK

ABRAU-DURSO

dining area

1870 | ABRAU-DURSO

wine & food bar

ABRAU JUNIOR

family cafe

ABRAU-DURSO

gastronomic school

ABRAU-DURSO

confectionery

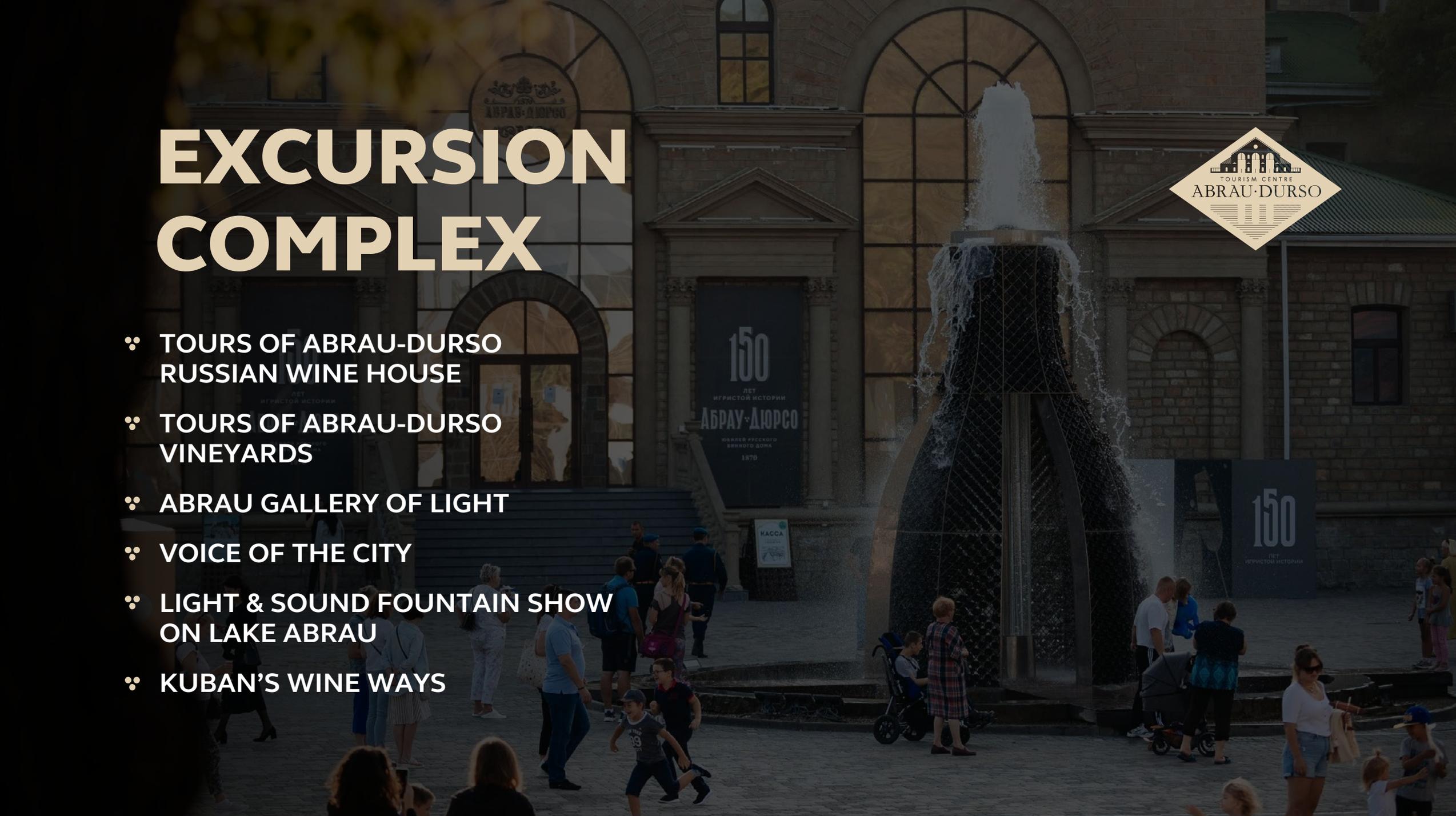
ABRAU-DURSO

bakery

EXCURSION COMPLEX



- ❖ TOURS OF ABRAU-DURSO
RUSSIAN WINE HOUSE
- ❖ TOURS OF ABRAU-DURSO
VINEYARDS
- ❖ ABRAU GALLERY OF LIGHT
- ❖ VOICE OF THE CITY
- ❖ LIGHT & SOUND FOUNTAIN SHOW
ON LAKE ABRAU
- ❖ KUBAN'S WINE WAYS



ACTIVE LEISURE



- ❖ ABRAU YOGA RETREAT CENTER
- ❖ ABRAU-DURSO HIKING TRAILS
- ❖ WATER-BASED RECREATION
- ❖ CAR RENTAL
- ❖ EQUESTRIAN CLUB
- ❖ MINI ZOO
- ❖ ABRAU BEACH

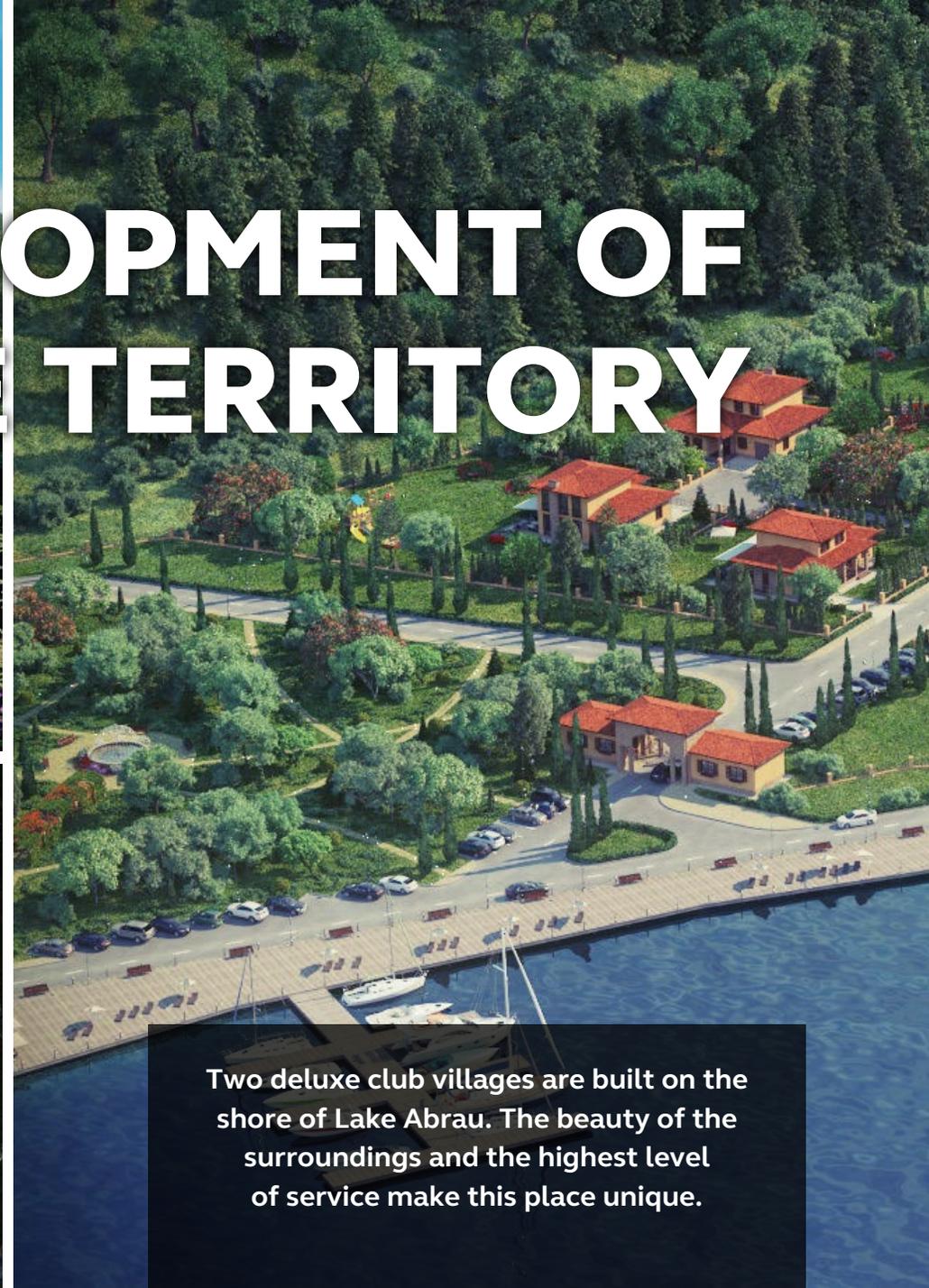


ABRAU DELUXE



FOREST HILL

DEVELOPMENT OF THE TERRITORY



Two deluxe club villages are built on the shore of Lake Abrau. The beauty of the surroundings and the highest level of service make this place unique.

THANK YOU!



КАССА