



1870

ABRAU DURSO

• RUSSIAN WINE HOUSE •

# 150

YEARS  
of SPARKLING HISTORY

# 150 YEAR STORY OF ABRAU-DURSO

1870 ..... 1905 ..... 1920 ..... 2006 ..... 2022

Abrau-Durso was founded in the Autumn of 1870 by the decree of Russian Emperor Alexander II.

In 1905, Frenchman Victor Dravigny was given the position of chief winemaker. It was his experiments and hard work that led to the recognition of the winehouse "Abrau-Durso" first in Russia, and later all over the world.

Since 1920, Anton Mikhailovich Frolov-Bagreev, an outstanding wine-maker and founder of the production of Soviet Champagne, has become the head of the wine house.

In 2006, the new era of Abrau-Durso began — the plant was acquired by the SVL group, headed by Boris Titov. He decides to keep production and increase the greatness of the legendary brand.

Modern «Abrau-Durso» is a well-known trade mark, a sign of high quality, loyalty to traditions and a new view of the future.

# ABRAU-DURSO TODAY

Tourism and  
Gastronomy



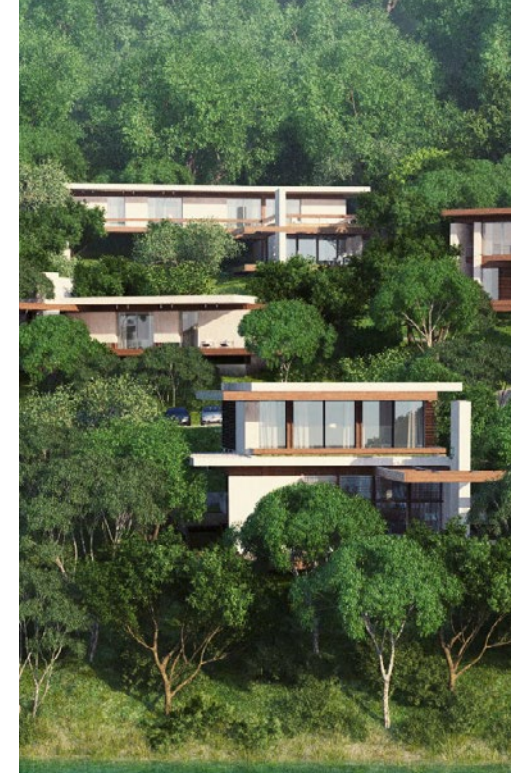
Viticulture and  
Winemaking



Logistics and  
Distribution

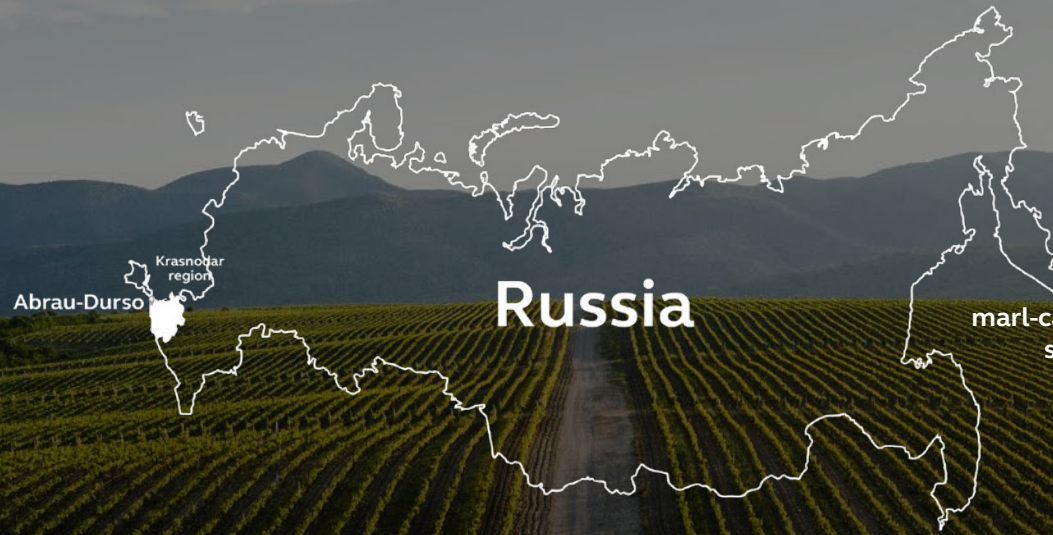


Territory  
Development



# VITICULTURE

## TERROIR



Russia

IDEAL TERROIR FOR SPARKLING WINE:  
local conditions make the region unique

marl-calcareous  
soils

mild climate and  
320 sunny days

special wind and  
closeness to the  
Black Sea

## VINEYARDS

**3364** ha

Area of existing  
vineyards

**6807** ha

Total area of land suitable  
for viticulture

BLENDED  
WINES



Abrau kupazh

STILL WINES



Abrau Estate



aged  
in oak barrels



Vedernikov Winery

Gubernatorsky  
Rezerv



aged  
sparkling

# ASSORTMENT

includes collections of sparkling and still wines,  
as well as strong and nonalcoholic beverages

CLASSIC METHOD



Imperial

6 SKU



Brut d'Or  
Blanc de Blancs  
Blanc de Noirs

2 SKU



Victor  
Dravigny

9 SKU



Udelnoe  
Vedomstvo

3 SKU



Russkoe  
igristoe

7 SKU



Abrau  
Light

4 SKU

CHARMAT

SPARKLING  
wine beverage

PREMIUM  
STILL WINES



Abrau-Durso

6 SKU



Abrau-Durso

6 SKU



Abrau-Durso

6 SKU



Abrau-Durso

6 SKU

ALCOHOL-FREE  
DRINKS



Flavored water

6 SKU



Flavored water

6 SKU



Dur-So

6 SKU



Abrau Junior

2 SKU

STRONG  
BEVERAGES



Cognac  
Abrau-Durso 1870

1 SKU



7 Vegetables

1 SKU

# TRADE HOUSE ABRAU-DURSO

## SOLD IN ALL REGIONS OF RUSSIA

**MORE THAN  
200 CONTACTS**

with regional  
distributors

**DIRECT  
CONTACTS**

with national  
retail chains

**OWN  
NETWORK**

8 retail stores  
"Wine atelier"

## LOGISTICS CENTERS:

**CHEKHOV (MO)**

12 million bottles  
in the warehouse  
(12 thousand sq. M)

**KRASNODAR**

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

## DISTRIBUTOR PORTFOLIO



QUINTA NOVA  
DE NOSSA SENHORA DO CARMO

TÖRLEY  
PEZSÜGÖPINCSEZET

TABOADELLA  
1255



CHATEAU  
de TALU

*Freixenet*

MIONETTO

*Nicola Bergaglio*

MAZZEI  
1435

HENKELL



LA SPINETTA

# EXPERTS RECOGNITION

Russian wine house «Abrau-Durso» is the most titled enterprise in the recent history of Russian winemaking.

Since 2011, wines of «Abrau-Durso» 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®

# FIRST EVER IN THE HISTORY OF RUSSIAN WINEMAKING

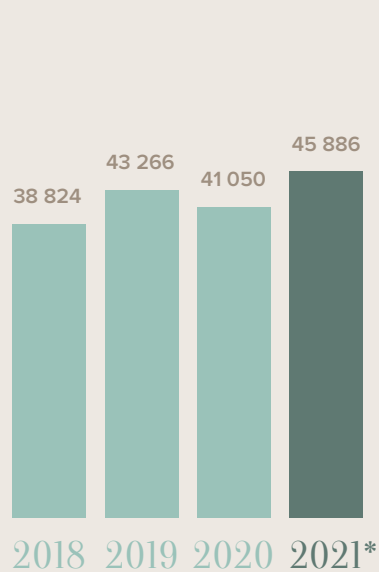


## THE WIN OF «ABRAU-DURSO» IN THE RISING STAR NOMINATION

on Champagne & Sparkling Wine World Championships 2021,  
the most reputable tasting competition of champagne and sparkling wines in the world

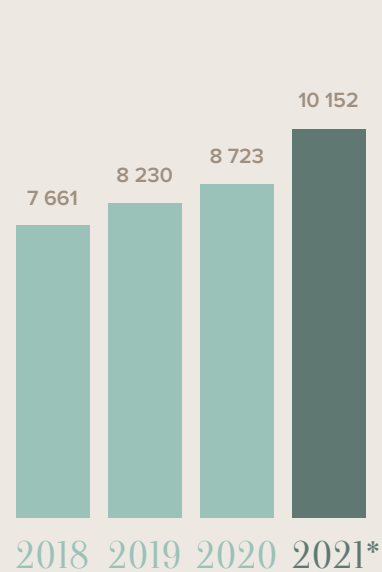


# FINANCIAL INDICATORS



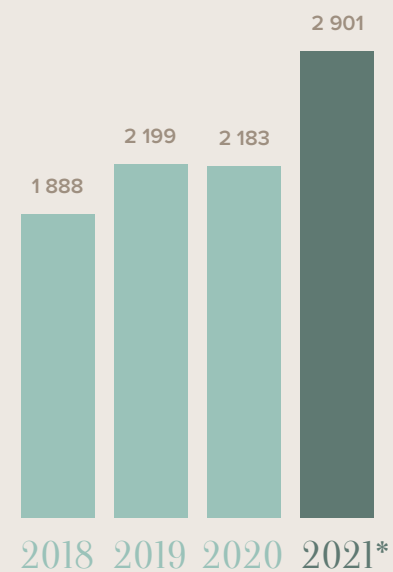
## Sales

'000 bottles



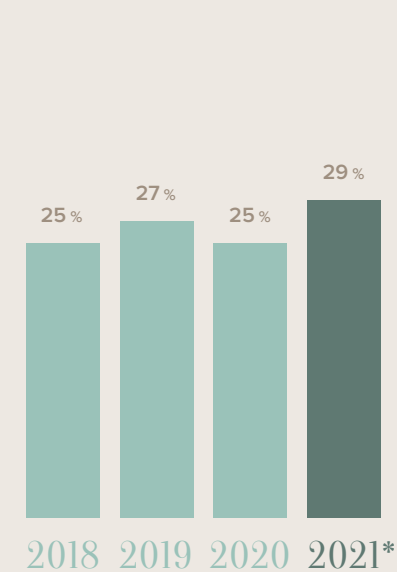
## Income

mln \$



## EBITDA

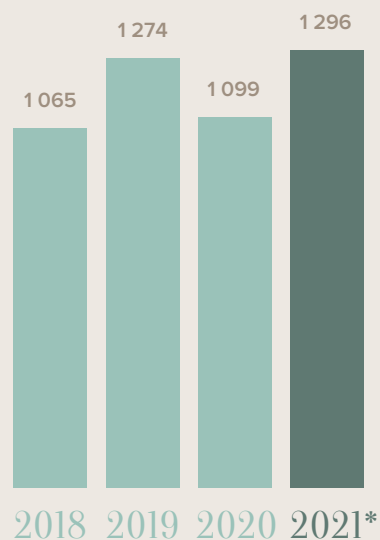
mln \$



## EBITDA margin

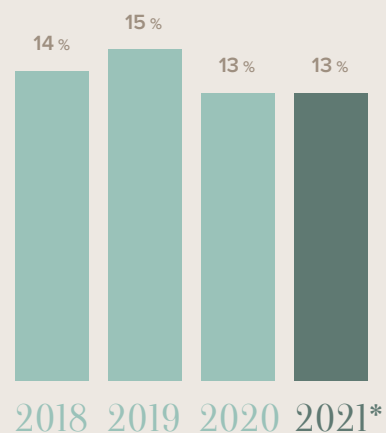
%

# FINANCIAL INDICATORS



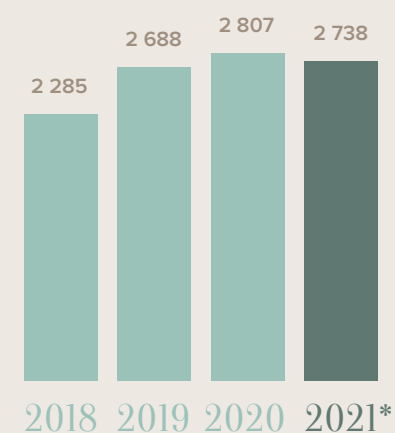
## Net profit

mIn \$



## Profitability

%



## Contributions

to budgets and extra-budgetary funds



RESTAURANTS  
and CAFE

# TOURISM AND GASTRONOMY IN ABRAU-DURSO

TOURIST ROUTES



HOTELS





# TUNNELS TOURS AND TASTINGS

There are more than 5km of underground tunnels for aging sparkling wine in Abrau-Durso. Guests of the resort have the opportunity to visit the tunnels and taste the best wines from the Russian wine house. Every year more than 250 thousand tourists come here.



# ABRAU-DURSO

**150th anniversary  
of the establishment**  
of the imperial appanage estate

**The most visited**  
winery in Europe

**All-the-year-around  
resort**

**Legendary  
Lake Abrau**

**500 000 guests**  
annually

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

**50 destinations and  
points of interest**  
in the structure of the resort

**Abrau-Durso  
outlet stores**





# ABRAU-DURSO EVENT DIRECTION

**15** EVENT VENUES

VENUES CAPACITY: UP TO

**15 000** PEOPLE

9 LARGEST EVENTS  
IN 2019 GATHERED

**47 000** PEOPLE



# ACCOMMODATION

ROOM CAPACITY 92

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

Boutique Hotel

**KRUGLOE OZERO**

Estate

**ECOLOGIA**

Yoga Camping

**KRUGLOE OZERO**

Autocamping



# RESTAURANTS

## **VILLA ROZ**

caucasian cuisine restaurant

## **ABRAU-DURSO**

grand cafe

## **IMPERIAL**

restaurant

## **PETIT CAFE**

cafe

## **AQUA**

barbecue bar

## **ABRAU-DURSO**

food court

## **FOOD TRUCK**

## **ABRAU-DURSO**

cafeteria

## **1870**

wine & food bar

## **ABRAU JUNIOR**

family cafe

## **ABRAU-DURSO**

cooking school

## **ABRAU-DURSO**

sweetshop

## **ABRAU-DURSO**

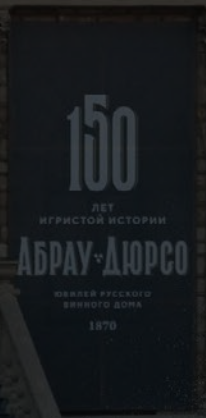
bakery



# TOURS



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



# ACTIVITIES



- ❖ ABRAU YOGA RETREAT CENTER
- ❖ ABRAU-DURSO WALKING ROUTES
- ❖ WATER RECREATION
- ❖ CAR RENTAL
- ❖ HORSE RIDING CLUB
- ❖ MINI ZOO
- ❖ ABRAU BEACH

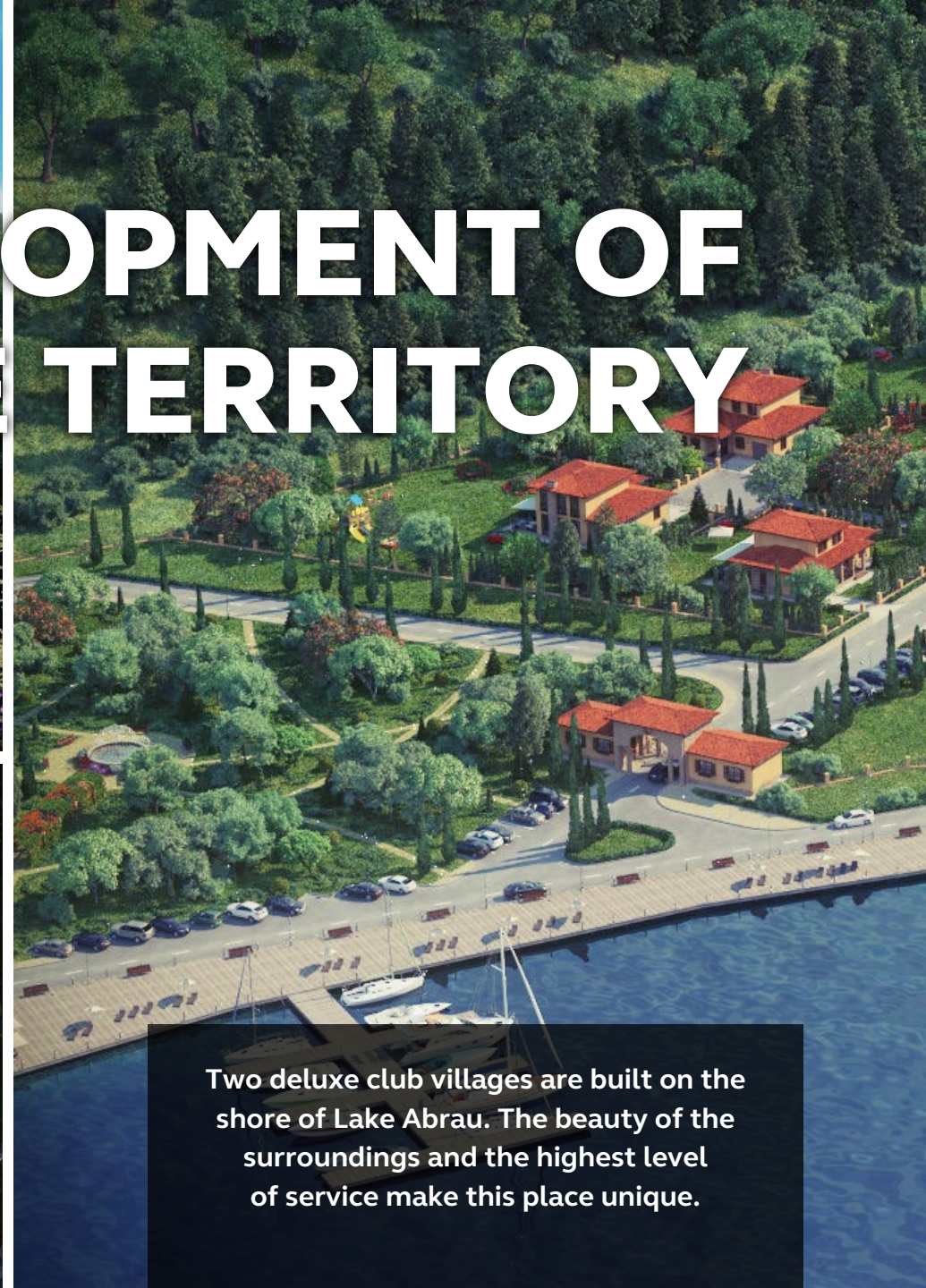


**ABRAU DELUXE**

# DEVELOPMENT OF THE TERRITORY



**FOREST HILL**



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!**



КАЦКА