

Pavel Vorobyov

Business Development Executive



KALSNAVA DISTILLERY



ANNO
1937

2021

Company history



1930-es

- Agricultural cooperation state programs in Latvia
- Strong alcohol production

1937

- The year of company foundation

2007

- Total reconstruction of production area (EU funds), completed - 2014

2013

- New organic alcohol distillation plant

2020

- Denatured and biocide ethanol distillation plant

Modern times

Organic, denatured and biocide ethanol confirms to all existing EU regulations

2021

- Plant equipment – provided by the leading European vendors
- Products:
 - High-proof organic grain neutral alcohol 96.3%
 - Denatured and biocide ethanol (ECHA, Article 95)
- Management competence – 20+ years of experience in the alcohol industry
- Leader in Baltics – just in 10 years



Modern times



Core products

Organic grain neutral alcohol 96.3% (Food-grade)

Denatured grain ethanol 96.3%

Biocide grain ethanol 96.3%

- Year total volume - up to 8.600.000 liters
- Product range – for alcoholic drinks beverage, cosmetics, pharmaceutical, sanitizer and FMCG industries
- Production time – in 8-10 days (ISO or TT)
- Technology – 5-steps distillation, rectification and purification



Values & advantages



Region

EU certified
production



Suppliers

Professional and EU
certified organic
grain farms with 20+
years of experience



Quality

Conforms to EU Regular's:
110/2008, 852/2004
1576/89, 834/2007
889/2008, 178/2002



Values & advantages



Raw materials

Organic rye and
wheat grain only



Pure product

No potato
No sugar beet
No molasses
No GMO



Unique taste

The best customer's
response and
laboratory test results



Company product USP



Exceeds

In most of indicators
EU Regular 110/2008
standards



Conforms

To much stronger
Russia and Ukraine
state standards for
neutral grain alcohol



USP

EU certified product of
quality from the
motherland of vodka



Certificates & Samples

Certificates:

- Health Certificate for ethyl alcohol of agricultural origin
- Production and purification of alcohol Certificate
- Kosher Certificate
- Heavy Metals Test Certificate
- ECHA
- Article 95

Samples:

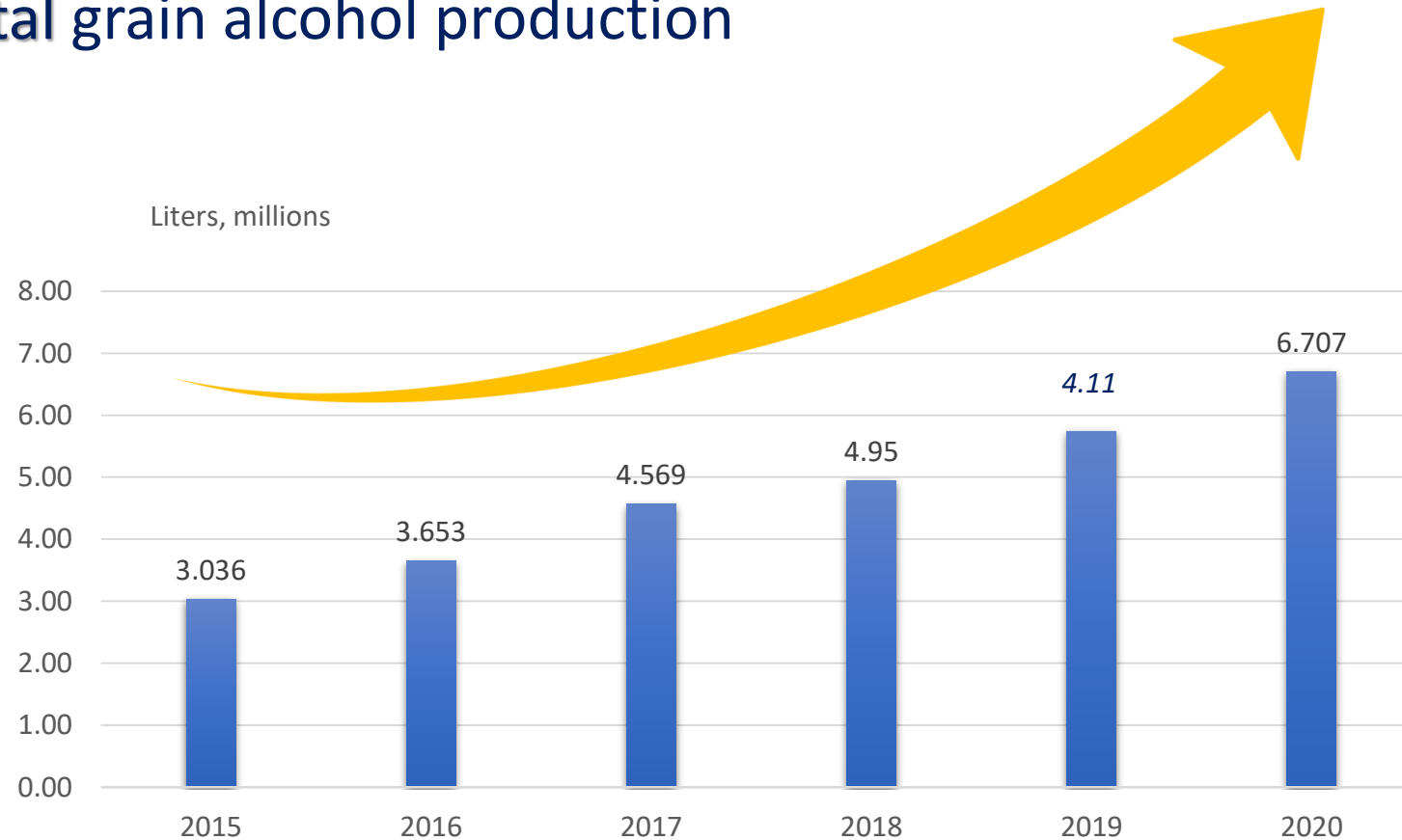
- Send on request
- Volume: 2 x 0,5L, rye & wheat, for laboratory tests
- Free of charge



Production output - total

Total grain alcohol production

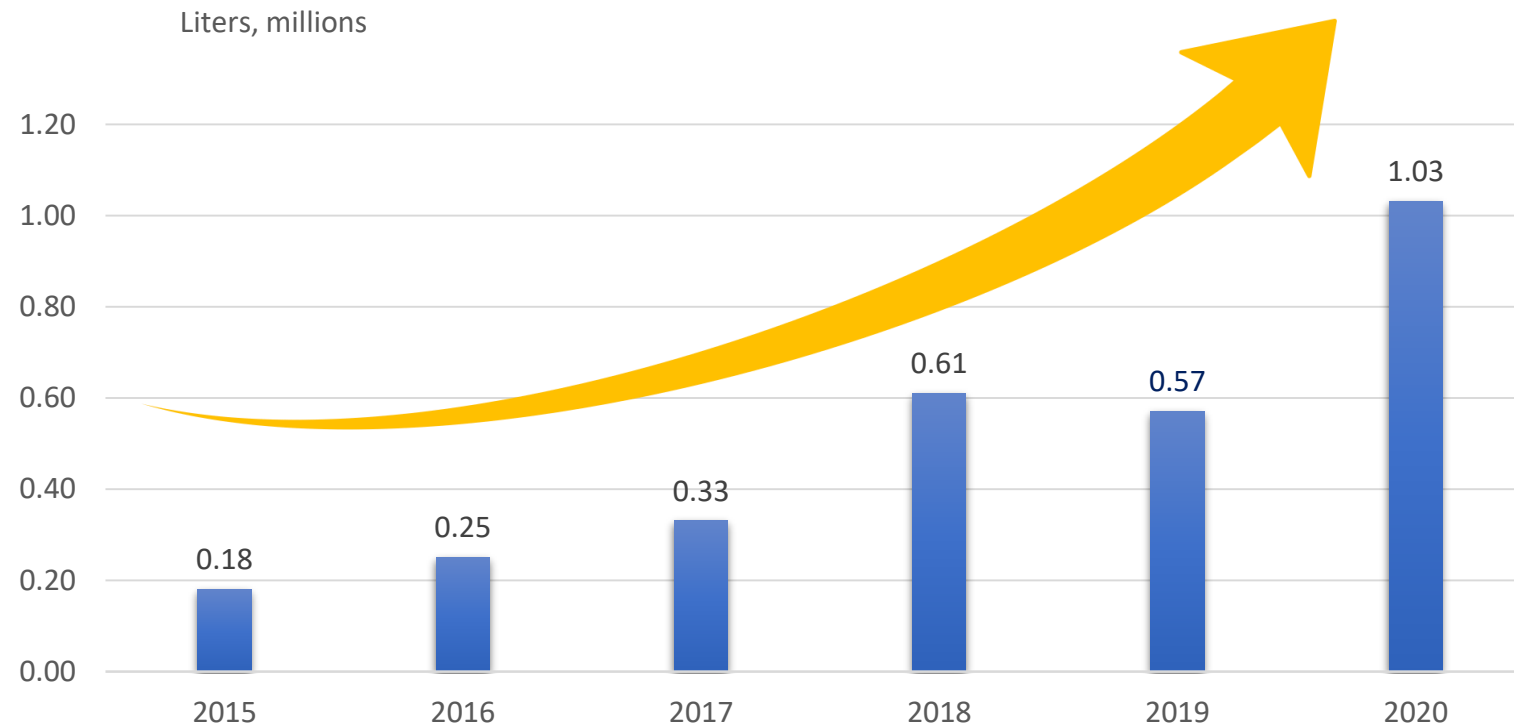
Maximum plant output:
up to 8.600.000L/year



Production output - organics

Organic grain alcohol production

Available organic grain alcohol production output: up to 7.200.000 L/year



Packaging & conditions

Logistics partners:

Portmanns and Ko, KL Shipping

- Delivery terms: FCA, DAP, FOB, EXW
- Packaging:
 - TT (road tanker) - 27500L, MOQ 1PCs
 - ISO tank - 23500L, MOQ 1PCs
 - 20 ft. DV cont. - IBC 1000L, MOQ 18PCs
 - ADR truck - IBC 1000L, MOQ 20PCs
- Conditions: Contract, 3 days payment
- Pricing: contact us for the quotation

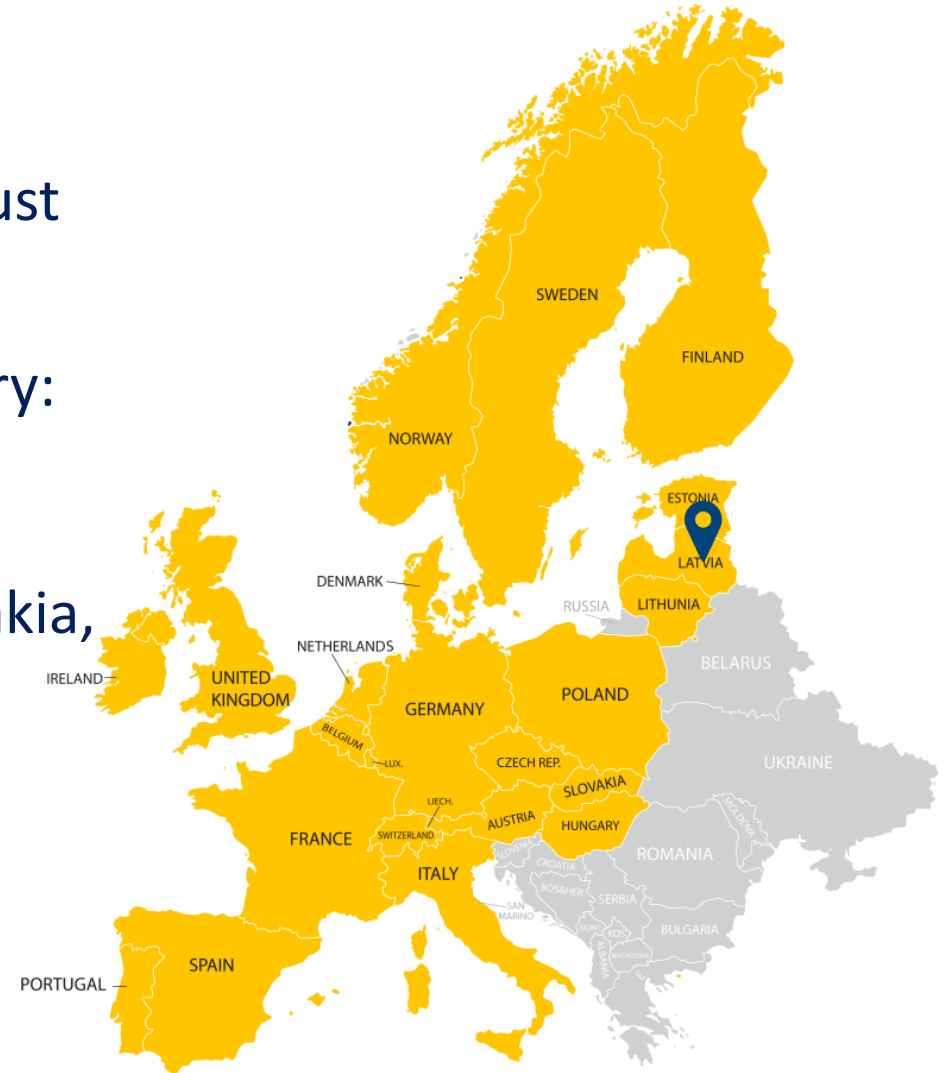


Logistics & delivery time

Seaports - Riga, Ventspils, Liepaja, Klaipeda are in just 3-4 hours of driving from the plant

Logistics - road tanker (TT), or combined sea delivery:

- Lithuania, Estonia, Poland – in 1 to 2 days
- Sweden, Norway, Finland, Czech Republic, Slovakia, Hungary – in 2 to 3 days
- Netherlands, Denmark, Belgium, France, Italy, Germany, Switzerland, Austria – in 3 to 4 days
- United Kingdom, Ireland, Spain, Portugal – in 5 to 7 days



Partners & customers

Distribution partners:

- Sasma BV (NL)
- Ethimex Ltd (UK)
- Alcogroup SAD (FR)



Customers - alcoholic drinks beverages:

- MV Group (LT)
- Liviko (EST)
- Berlat Group (LV)
- Koch1872 (EST)
- Latvijas Balzams (LV)

Target new partners:

- Bulk organic alcohol distributors
- Alcoholic drinks beverage companies
- Cosmetics and sanitizers manufacturers



Our contacts

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Thank you for attention!

