



Since our creation in 2004, H&A has been a pioneer in the operational management of barrel inventories and is now the market leader.

To maintain this leading position in the wine industry today, H&A reinvests a significant part of its profits into the development of our employees and services.

With an international presence, our team of employees is highly attentive to the needs of our customers and partners.

Our commitment and professionalism is recognized and appreciated throughout the wine industry.

Our vision of constant innovation, allows the H&A Group to open new markets, invest in developing our services and we believe this is the best way to meet our customers' expectations.

# THE H&A GROUP: SERVICING THE WINE INDUSTRY FOR THE PAST 10 YEARS



The Group is present in Europe, U.S. and will continue to expand.

1.000 +  
CUSTOMERS

96 %  
CLIENT RETENTION RATE

500.000  
BARRELS UNDER  
MANAGEMENT

2015 key figures

## OUR MISSION

Facilitate the operational management of your barrels by offering innovative and flexible solutions.

## OUR VALUES

Ethics: act properly respecting the golden rules.

Dynamic: invest ourselves in our relationship with customers and partners.

Precision: highly focused on our commitments.

Share: exchange ideas for self-improvement.

100<sup>th</sup> customer in France  
\$ 10 million turnover

100<sup>th</sup>

Creation of H&A Financing  
and Services in the U.S.A.



1000<sup>th</sup>  
customer



Over \$ 150  
million turnover

2004

2006

2007

2010

2013

2015



Creation of H&A Location SAS  
\$ 1 million turnover



Creation of H&A Renting Bodegas  
y Viñedos in Spain



Creation of  
H&A Locazione  
in Italy



Over 50  
employees

A SINGLE POINT OF CONTACT

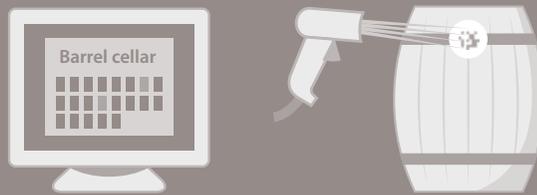
# FINANCIAL MANAGEMENT

H&A FINANCING: THE LEASING SOLUTION



# BARREL MANAGEMENT

H&A SERVICES: A PARTNER FOR EVOLUTION AND MONITORING



# RESALE MANAGEMENT

H&A NETWORK: A DEDICATED TEAM FOR REMOVAL AND RESELLING



# FINANCIAL MANAGEMENT



Select your barrels from your coopers



Set up of your contract

## ENTRY OF THE BARRELS

### THE LEASING SOLUTION

The H&A Group has tailored its leasing solutions for the wine industry, offering customers the most flexible, advanced and innovative financing.

#### SIMPLE, FLEXIBLE AND CUSTOMIZED SERVICES

A unique, customized contract, which evolves with the lifecycle of your barrel inventory.

Cooper preferences are respected, historical relationship maintained.

Simple administrative set up.

Add or remove barrels at any time.

Leaseback transaction of previous vintages.

#### OPERATIONAL SOLUTIONS

Optimize cash-flow management.

Reduce administrative costs by handling time-consuming tasks.

Flexible and simple documentation process.

Manage cooper payments, Euro invoices paid to coopers directly with no hidden cost.

A single point of contact to manage your partner's relationship (coopers, lenders, etc.).

#### ACCOUNTING & FINANCIAL BENEFITS

Depreciation & tax benefits.

Preservation of your working capital.

Detailed loan amortization schedule.

Comprehensive barrel pricing breakdown.

#### COST CONTROL SOLUTIONS

Financial planning made easy.

Payments are adapted to budget and barrel usage.

Improved cost control through better visibility.

Pay for what you use.



# BARREL MANAGEMENT



H&A SERVICES



Evolution and monitoring of your barrels



Traceability and tracking of your barrel inventory

## A PARTNER FOR EVOLUTION AND MONITORING

H&A assists in managing your barrel program, facilitating its evolution and monitoring, accurately in real time.

### ONLINE CONTRACT ACCESS

Up to date analysis and management of the lease.

Online customer account, able to view in real time evolving lease terms and payment streams.

Access to your leased inventory, signed contract and amortization schedule.

Guaranteed confidentiality of information.

### BARREL MANAGEMENT

Adjust your barrel program thanks to a wide range of quality second-hand barrels.

Full transparency of the used barrel origins.

Procedures and guidance on proper barrel maintenance and quality monitoring over the barrel's lifecycle.

### TRACEABILITY AND COMPLETE VIEW OF THE CELLAR

Track your wine operations during wine ageing.

Creation of a unique barrel ID.

Customize view of inventory.

Track all work orders.

Trace all historical activity.

Secure multi-user access.

Operational cost control of cellar activities.



# RESALE MANAGEMENT



H&A NETWORK



Offering barrel trade-in and logistics assistance



Reselling of the barrels and beginning of their second life

## REMOVAL OF THE BARRELS

### A DEDICATED TEAM FOR REMOVAL AND RESELLING

Our team of specialists are available to handle this complex and time consuming task of removing and reselling your barrel inventory at the end of their lifecycle.

#### DEDICATED TEAM AND INFRASTRUCTURE

An international sales force made up of H&A personnel and local agents.

Technical support with country and regional quality managers able to handle the various local requirements.

Logistical coordination provided by H&A personnel and specialized carriers.

A structured network based on multiple logistic hubs.

#### VALUATION OF THE BARREL THROUGH H&A

Ensure your used barrels are sold at the best possible prices.

An industry-recognized quality standard, approved by enologists and laboratories.

Provide recently emptied, clean, quality used barrels.

Preserve brand image of our clients.

#### RECYCLING GUARANTEE

Environmentally responsible.

Innovative use of stave wood in flooring and decorative markets.

A second life guaranteed through a registered trademark at the French National Institute of Industrial Property (INPI).

#### INTERNATIONAL RESALE NETWORK

An international sales force made up of H&A personnel and a network of local agents and business partners.

A division organized for direct sales.

A network of wholesalers and distributors.



## THE H&A GROUP

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