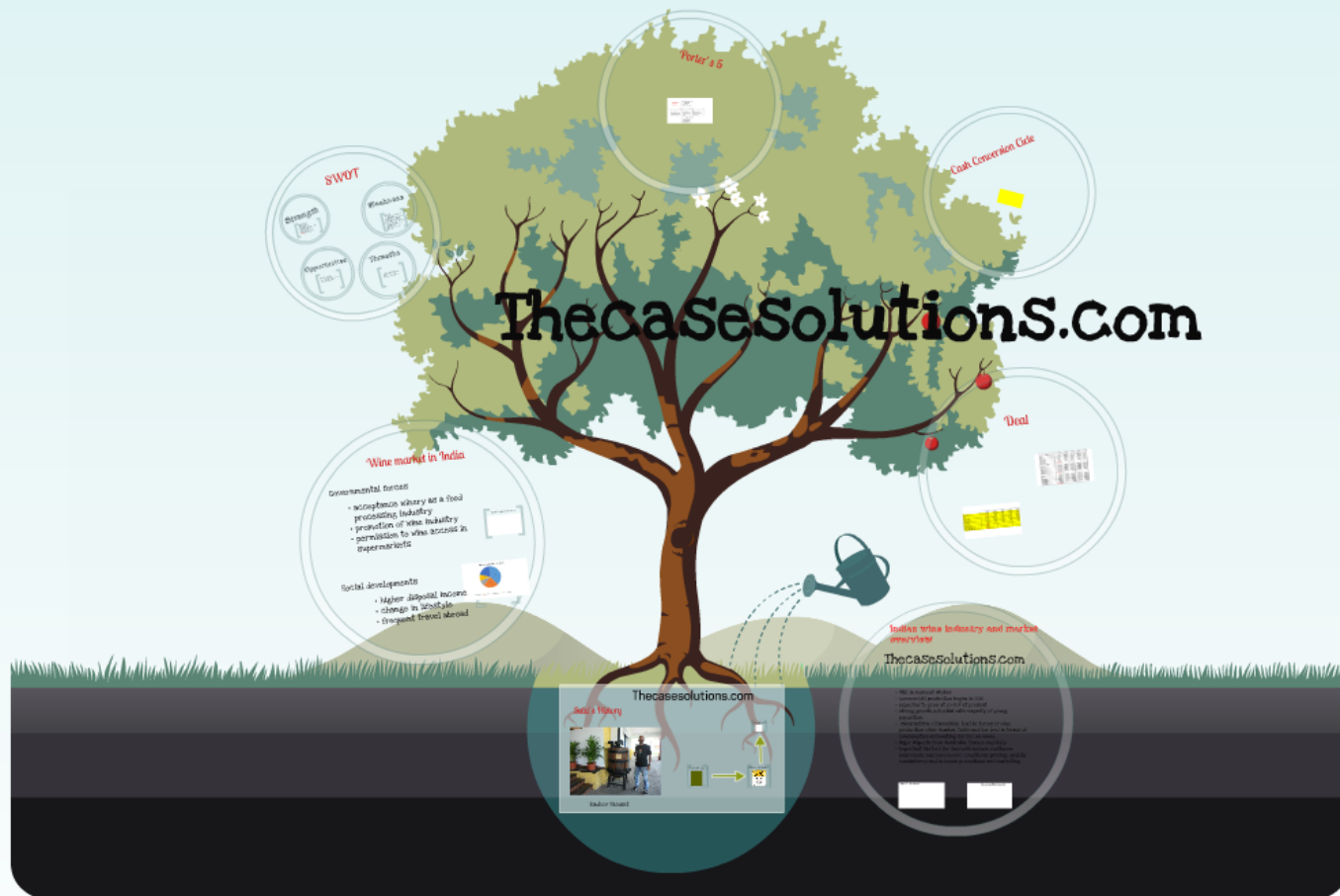


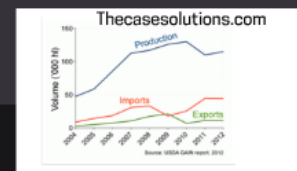
Sula Vineyards



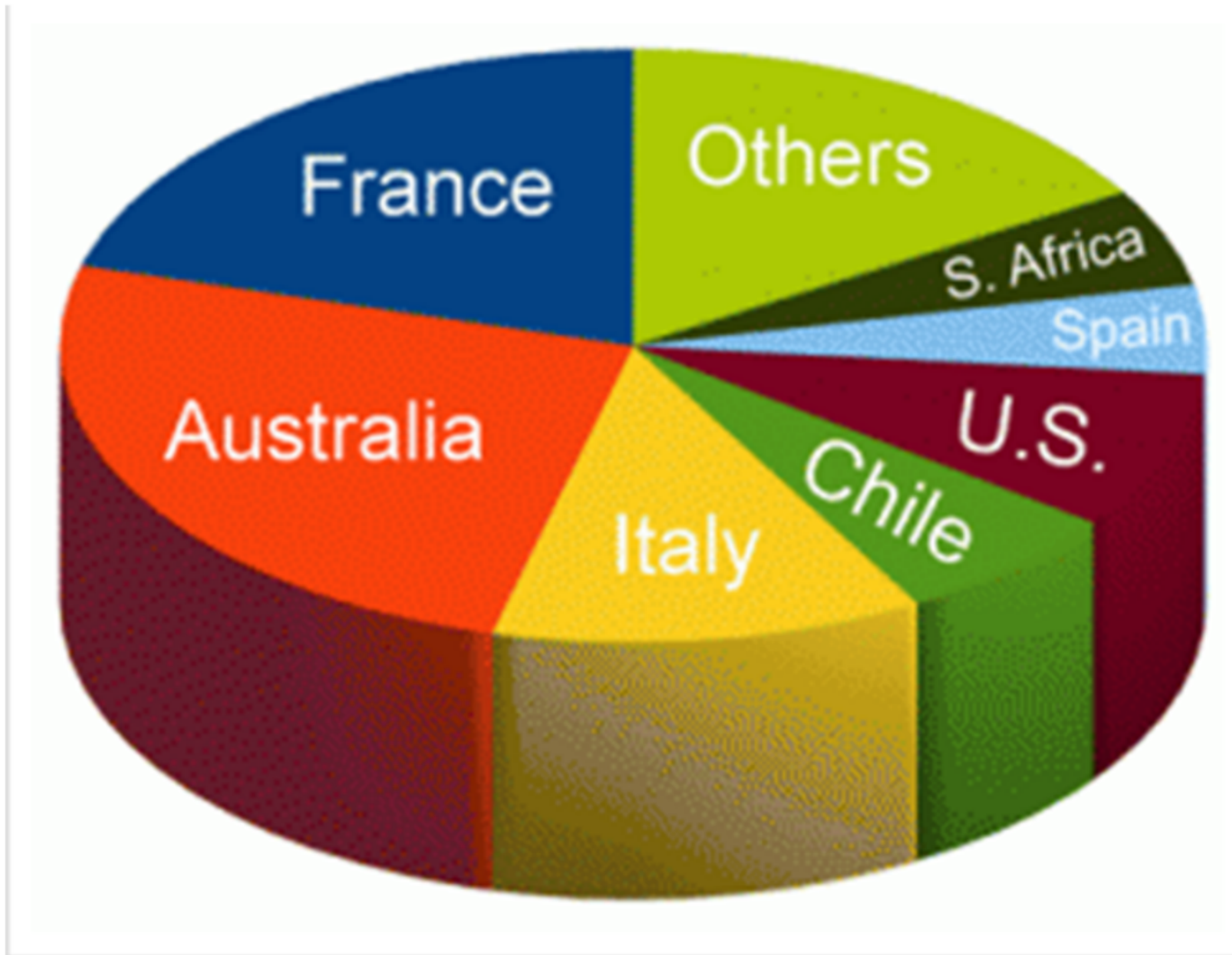
Indian wine industry and market overview

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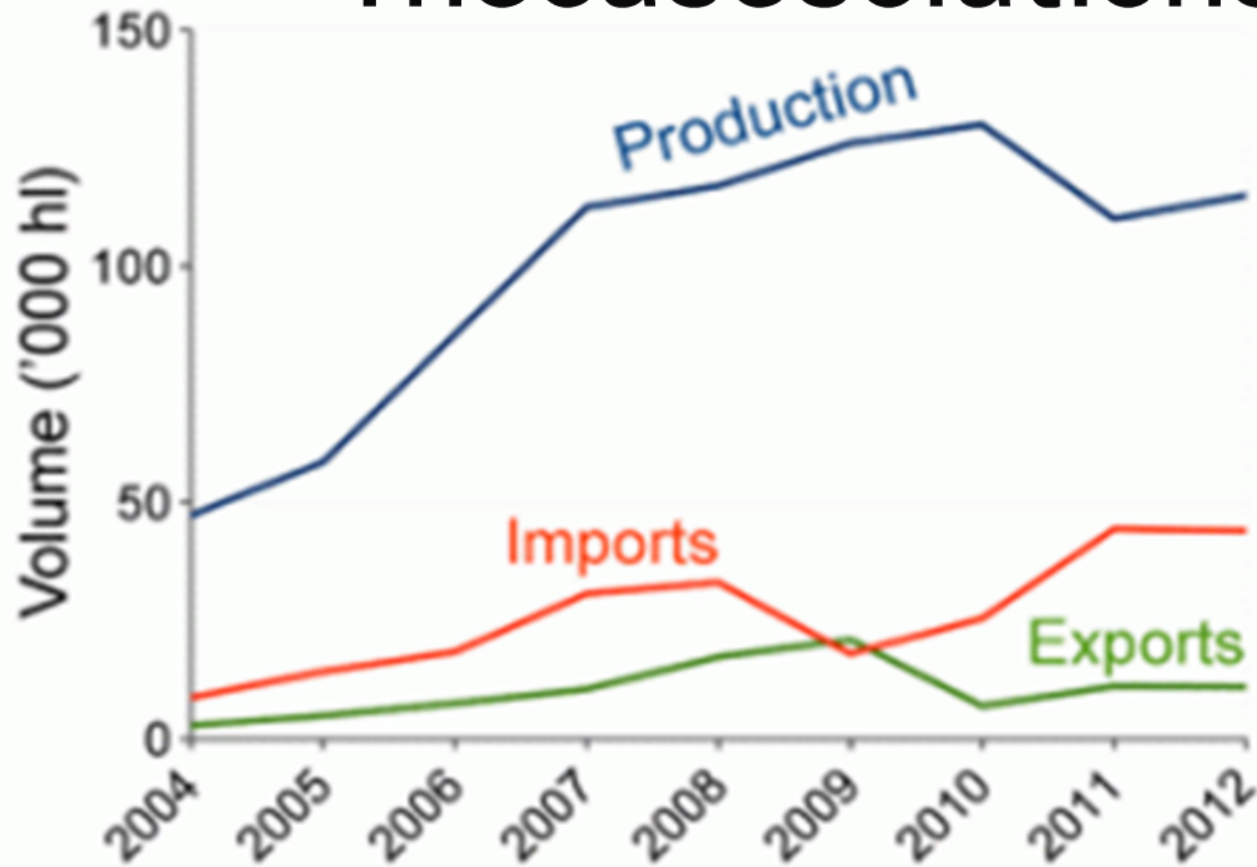
- Still in nascent status
- Commercial production began in 80s
- expected to grow at 25-30% at present
- Strong growth potential with majority of young population
- Maharashtra & Karnataka lead in terms of wine production while Mumbai, Delhi and Goa lead in terms of consumption accounting for 80% on whole.
- Major imports from Australia, France and Italy.
- Important factors for success include customer awareness, macroeconomic conditions, pricing, quality consistency and in house promotions and marketing.



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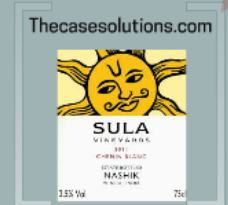
Source: USDA GAIN report, 2012

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Sula's History



Radeev Samant

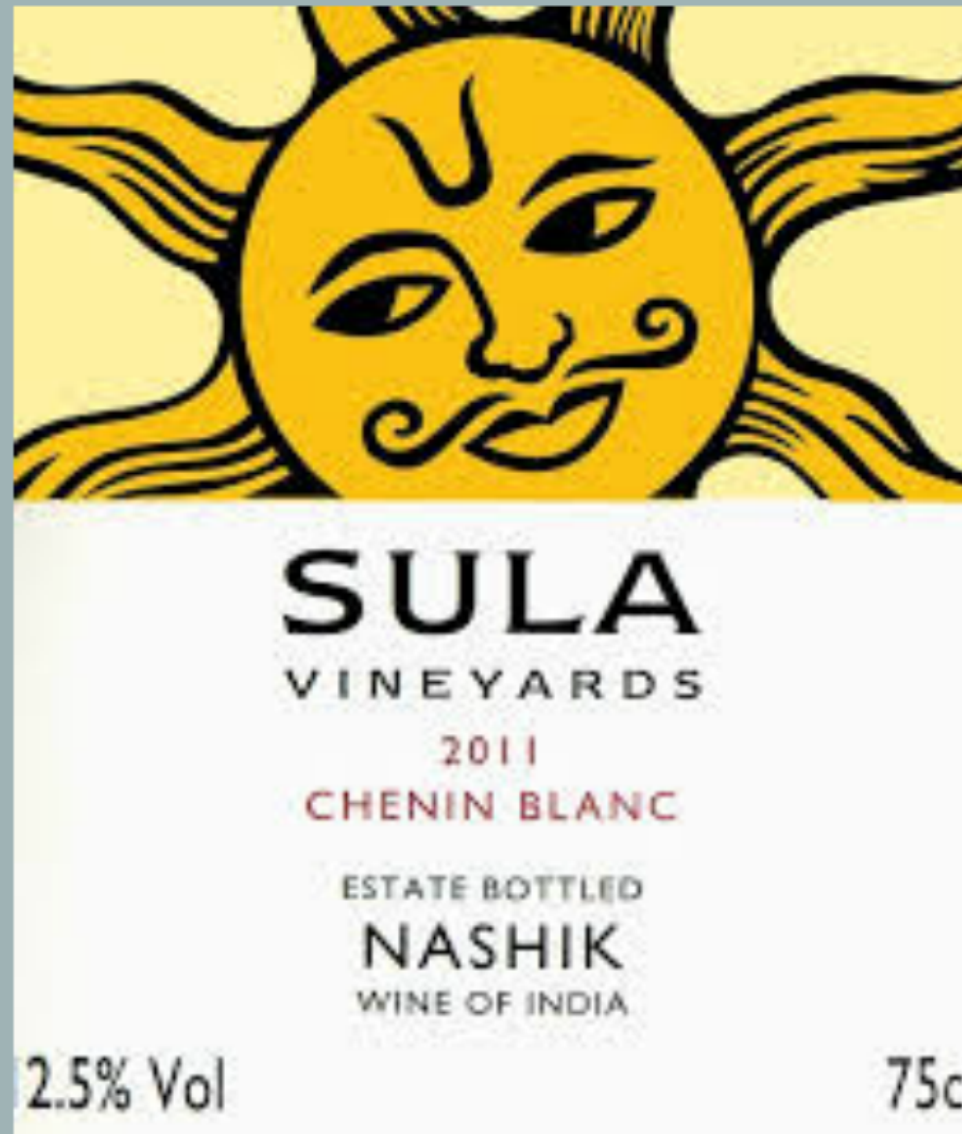


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Paperwork and bribery

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