



**BOLKAN ADVERTISING
AND DISTRIBUTION LTD.**



ABOUT US

- OUR COMPANY WAS FOUNDED IN 2005, WITH TRADITIONS SINCE 1991
- WE ARE A DISTRIBUTION COMPANY FOR TOBACCO AND ALCOHOL PRODUCTS
- OUR DISTRIBUTION NETWORK HAS FULL COVERAGE ON THE ENTIRE TERRITORY OF BULGARIA
- OUR PRODUCTS ARE ALL CAREFULLY SELECTED TO BE TOP QUALITY AT THE BEST AVAILABLE PRICE

DISTRIBUTION NETWORK

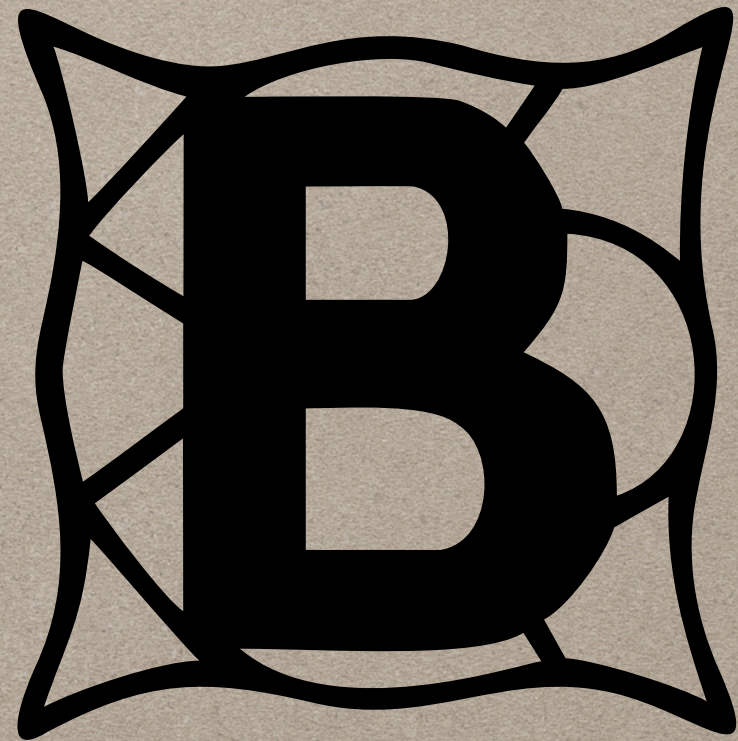
We divide our distribution in 5 categories:

- Ex-van
- Pre-sale
- Key Accounts
- Wholesale
- HoReCa



COMPANY ADVANTAGES

- We can offer selective distribution
- Our team consists of top professionals
- We cover a network of approx. 20,000 POS
- Every product is managed separately



OUR PRODUCTS

- Cigarettes
- Cigars, Cigarillos and RYO
- Accessories for tobacco products: rolling papers, empty tubes, tobacco cases, lighters
- e-cigarettes and e-shisha
- Wines
- Liquors
- Confectionary Products
- Mobile phone vouchers

COMPANY STRUCTURE

CEOs:
Nikolay Valtchanov
Boyan Radev

Operators

IT

Managerial Team

Financial Team

Ex-van

This is the direct
distribution
division every 6
vans have 1
supervisor

Key
Accounts

These are
bigger clients:
supermarkets,
petrol network,
airports and
small chains

Wholesale

These are sub-
distributors of
our company,
they cover
smaller cities
and villages

HoReCa

This is our
network for
Hotels,
Restaurants,
Bars and Cafes
(merchandisers
and pre-sale
work for it)

Pre-sale

Merchandisers
and operators
take orders
from customers
with next day
delivery

RESOURCES

- 4 Warehouses - Sofia(2), Plovdiv(1) and Varna(1)
- 3 Offices - Sofia, Plovdiv and Varna
- Vans: 42
- Trucks: 6
- Employees: 52
- Wholesale partners: 23



Thank you for your time

-The Bolkan A&D Team