



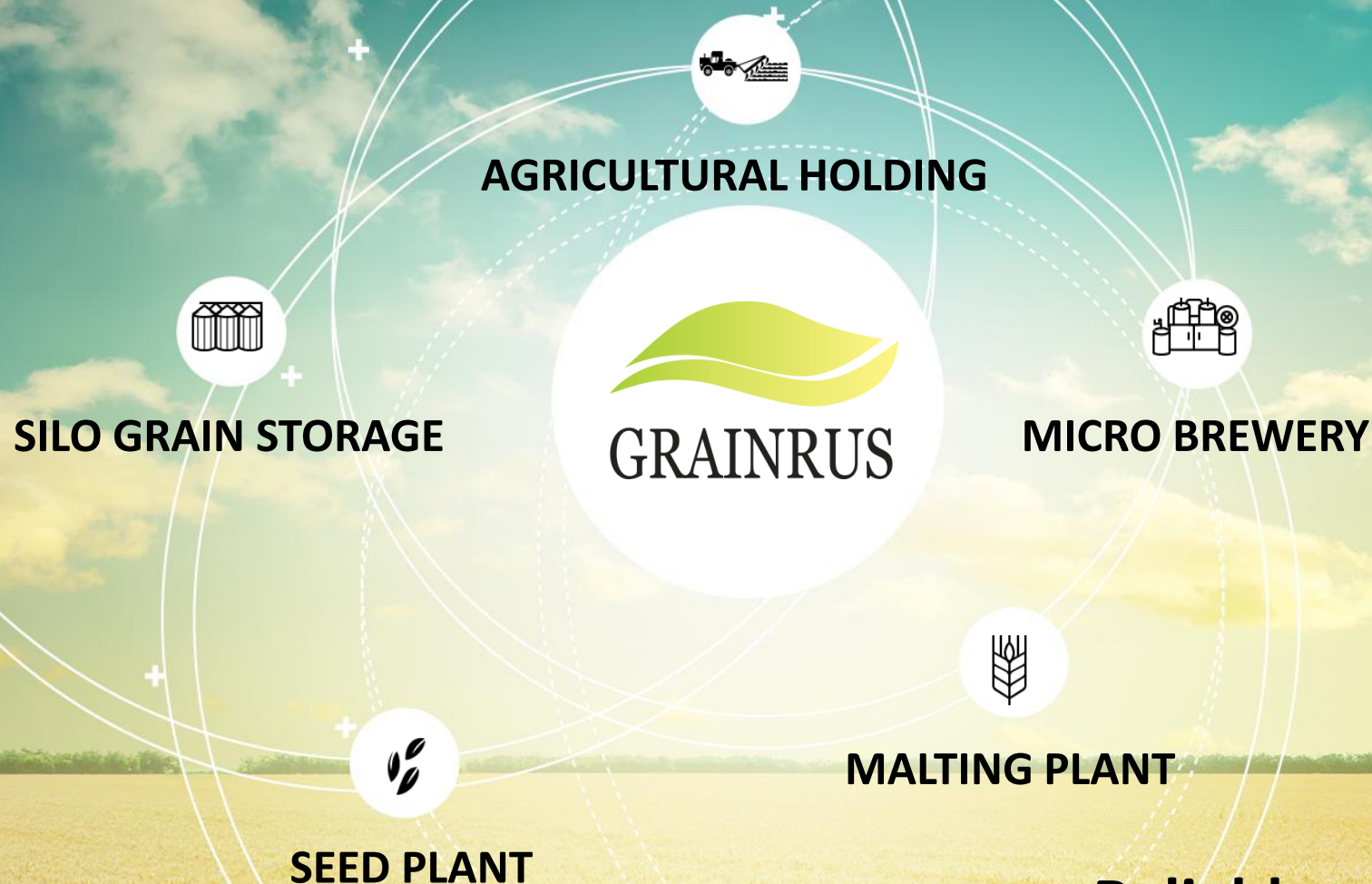
***From grain to beer***

*Food and beer – the supply chain starts here*

Online store  
**WWW.MALT.RU**



# 19 years experience



**Reliable, stable and  
professional partner**

Online store

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## 19 YEARS IN RUSSIAN BREWING INDUSTRY

- 1997** — **Malt Ltd is established, start of malt import from Finland by rail**
- 1998-1999** — **Start of malt import from Germany and Denmark by ship**
- 2001** — **Acquisition of river port silo grain storage in Kineshma**
- 2004** — **Record sales of imported malt in Russia reach 170 k tons**
- 2005** — **Acquisition of two linear grain storages in Kursk region:**  
start trading malting barley on its base
- 2005-2015** — **Company sells grain to big beer producers and malt plants**
- 2006** — **Acquisition of a seed plant in Kursk region:**  
start of introducing European selective grains in collaboration with SunInBev
- 2006-2008** — **Start of tolling processing of own barley on malting plants**
- 2006-2015** — **The area of own farm land increased from 5 500 to 40 000 hectares**
- 2012** — **Acquisition of malting plant in Kursk**
- 2013** — **Start of pils malt production at own capacities**
- 2015-2016** — **Reconstruction of the malting plant in Kursk:**  
start of specialty malts production





## 19 YEARS IN RUSSIAN BREWING INDUSTRY



### SILO GRAIN STORAGE

100 k tons of grain

*First phase completed  
(50 k tons; spring 2016)*

### GRAIN DRYING COMPLEX (BÜHLER)

DRYER CAPACITY

up to 250 k tons of grain per hour -  
commissioning complete (fall of 2015)



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### ROASTING MALT EQUIPMENT

- New equipment installed in May 2016 (made in Czech Republic)
- Production of special and caramel malts: **20 EBC, 50 EBC, 100 EBC, 150-350 EBC, chocolate 900 EBC, black 1400 EBC**
- **Packaging 25kg in colored bags**



# PRODUCTION CHAIN

## SELECTION OF BARLEY VARIETIES

in accordance with the given requirements, the results of field trials and micro malting



## IMPORT OF BARLEY SEEDS

of high reproductions



## REPRODUCTION OF SEEDS

till RS 2



## MALT PRODUCTION

In accordance with breweries' specifications

## PRODUCTION OF MALTING BARLEY



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# MALTING BARLEY PRODUCTION

Agricultural holding in Kursk region

**~40 000 hectares of  
BLACK EARTH SOIL**

in ecologically clean areas,  
modern equipment, advanced technologies

**MALTING BARLEY CULTIVATION**

from seeds produced on own seed plant

**SEEDS SUPPLY TO PARTNERS IN THE  
REGION**

for the controlled cultivation of  
barley on forward contracts



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# MALTING BARLEY PRODUCTION

Seed plant



**EQUIPED BY CIMBRIA**

(Denmark)

**FULL SET OF PRODUCTION OPERATIONS**

(cleaning, drying, sizing, disinfection,  
packing of seeds)

**SEEDS PURITY**

**99-100%**



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# MALT PRODUCTION



TRADE MARK:  
**«KURSK MALT»**

## OUR GOAL:

*to supply partners with high-quality malt, produced from the best European varieties of barley grown in the fields of own agricultural holding*



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# MALT PRODUCTION

## Malting plant in Kursk



- CZECH REPUBLIC PROJECT
- MODERNIZATION IN 2015-2016
- SILO GRAIN STORAGE FOR 40 K TONES OF BARLEY
- 80 K TONS OF PILS MALT ANNUAL CAPACITY
- SPECIAL MALT PRODUCTION START IN JUNE 2016 (7 K TONES PER YEAR)





# SPECIAL MALT PRODUCTION

- **SHIPPING IN SPECIAL ONE LAYER POLYPROPYLENE LAMINATED BAGS**  
25 kg packed, ventilated but impermeable to moisture
- **MINIMUM ORDER SIZE – 1 BAG**
- **INDIVIDUAL ORDERS**





# QUALITY CONTROL

## Additional quality control of barley and malt



- **International Research Center**  
«Beer and drinks XXI Century» in Moscow
- **Research and Training Institute for Brewing in Berlin**  
Versuchs- und Lehranstalt für Brauerei in Berlin, VLB
- **Regular micro malting in Kursk**  
in production conditions
- **Participation in the program of professional malt testing**  
Malt Analytes Scheme (MAPS)



# QUALITY OF PILSNER MALT

## «KURSK MALT»

## SPECIFICATIONS

81,0 – 83,0	—	Extract fine (dry basis), %
< 15	—	Saccharification, min
3,5 – 4,2	—	Color, EBC
< 6,5	—	Color of boiled wort, EBC
36 – 41	—	Hartong index, VZ45, %
< 1,55	—	Viscosity, mPa's
10,2 – 11,5	—	Total Protein, %
38 – 42	—	Kolbach Index, %
3,8 – 4,8	—	% Soluble Protein, %
135 – 170	—	FAN, mg/l
< 165	—	B-glukan, mg/l
> 240	—	Diastatic power WK units
< 40	—	Filtration speed, min
> 95 / < 1,5	—	Grading 2,5 mm/ Sieve less than 2,2 mm, %
< 2,0 / < 0,3	—	Glassy kernels, % /Foreign impurity, %
> 85	—	Mealiness (friability tester), %
> 80,0	—	Final degree of attenuation, %



# LEADER ON THE MARKET OF PILS MALTS

*Import of brewing pilsner  
malt into Russia*

2015

58%

2014

45%





## EXPORT of KURSK MALT

# RUSSIA





ON THE MAP

# RUSSIA



Agribusiness



Head office



Malt plant



Seed plant



Silo grain storage



warehouse

ST. PETERSBURG



MOSCOW



KINESHMA

KURSK



SAMARA



KRASNODAR

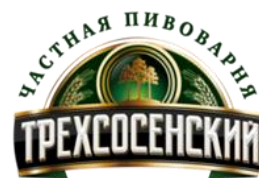
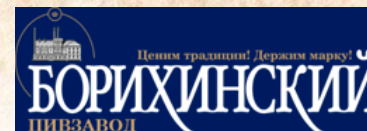


NOVOSIBIRSK





# OUR CUSTOMERS



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# ALL FOR YOUR CREATIVITY

## Malt

- **PILSNER AND VIENNA MALT**,  
produced at malt plant in Kursk  
(brand «KURSK MALT»)
- **PILSNER MALT**  
from Finland, Sweden, Germany and Denmark
- **SPECIAL MALTS**  
(caramel, black, wheat, munich,  
chocolate, crystal ) from Finland and Belgium

*Special malts from KURSK MALT  
start from June 2016*



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## INGREDIENTS

- **HOPS (MORE THAN 24 SKUs)**  
from Germany, Czech Republic, USA
- **YEASTS DRY AND LIQUID**  
from Belgium, Sweden and USA
- **EXTRACTS, NUTRITIONAL ADDITIVES**  
from Russia, Germany, Sweden
- **CLEANING DETERGENTS**  
produced in Russia based on BASF components





## MICRO BREWERY

- **QUALITY CONTROL OF RAW MATERIALS**  
by brewing beer
- **TESTING DEPENDANCE OF BEER QUALITY**  
from components and their dosage
- **NEW RECIPE CREATION**  
of classical and craft beers





***The future belongs to those who believe  
in their dreams***



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