



*A Journey from Passsion to Pour*



# CORPORATE PROFILE



A background image showing a man in a pink shirt pouring wine from a bottle into two glasses at a bar. Another man in a light green shirt is seated at the bar, looking at the wine. The background is slightly blurred, showing shelves with various bottles.

# COMPANY OVERVIEW

At **By The Glass**, we're at the forefront of the wine industry, bridging the world's finest wines with markets that appreciate exceptional quality.

Discover By The Glass - Where Every Sip Tells a Story. Whether you're a passionate connoisseur, an avid collector, or a casual wine lover, we offer a thoughtfully curated collection of both everyday and premium wines, tailored for every taste. From the vineyard to your glass, we deliver the world's best selections right to your doorstep. Raise your glass to unforgettable moments!

## Our Mission

At **By The Glass**, we're more than just importers and exporters—we're a global collective of passionate wine lovers. Our mission is to connect people with the world's finest wines by delivering excellence in every bottle. Whether you're sourcing rare vintages, curating a premium portfolio, or simply enjoying a glass to celebrate life, we make every wine experience smooth, meaningful, and memorable.

## Our Vision

What started as a tribute to a mentor has grown into a global legacy. With a presence across Europe, the Americas, Asia, and beyond, we aim to become the gateway to extraordinary wines—uniting people through shared experiences and a love for quality. Our vision is to elevate the wine journey for everyone we serve.

**Let's raise a glass to the future.**

Explore our curated collections, discover partnerships, and bring the world's finest wines to your doorstep with By The Glass.



our  
**HIGHLIGHTS**

**7M+**

**BOTTLES SOLD**

**5**

**COUNTRIES**

**30**

**EMPLOYEES**



# FEATURED PRODUCTS



## *Arohawa Marlborough (White)*

Say hello to sunshine in a glass! The Arohawa Marlborough is made from handpicked grapes, gently pressed to capture all their crisp, vibrant character. With a short, careful maturation, it bursts to life with bright citrus and tropical fruit notes, balanced by a refreshing zing and a smooth, lingering finish. Fresh, lively, and full of Marlborough charm—it's the perfect pour for any occasion.



*Marlborough, New Zealand*



## *Esbelta Crianza (Red)*

Rich, smooth, and full of character the Esbelta Crianza (Red) is aged for 12 months in oak barrels and then refined in the bottle to perfection. It's a beautiful blend of Spanish tradition and modern winemaking, with inviting aromas of ripe red fruits, vanilla, and a hint of toasted spice. Elegant, comforting, and made to be savored.



*Rioja, Spain*



## *Vita Bella Prosecco (Sparkling)*

Vita Bella Prosecco's light pale straw-yellow hue sparks in delicate greenish highlights, complemented by a fine and persistent perlage. Crafted primarily from the Glera grape variety, along with select authorised vine stocks, this sparkling wine owes its finesse to the meticulous process used to creating this sparkling gem.



*Santo Stefano Belbo, Italy*



## *Volpi Timorasso (White)*

A distinctive white wine showcasing aromas of ripe pear, golden apple, and delicate floral notes, underscored by a subtle honeyed minerality. Typically offering a rich texture balanced by vibrant acidity, revealing layers of stone fruit, citrus zest, and a lingering mineral finish, this indigenous Piedmontese varietal is prized for its age-worthiness and complexity.



*Colli Tortonesi, Piedmont, Italy*



## *One Life Napa Cabernet Private Reserve (Red)*

The luxurious One Life Cabernet Sauvignon, produces only a limited 100 cases annually. This rich bodied wine has a deep garnet color and reveals blackcurrant, blackberry, and plum aromas, with hints of vanilla, mocha, and cedar. Richly textured and balanced, this limited-release wine is perfect for collectors and discerning connoisseurs.



*Napa Valley, California, USA*



## *Oro Vivo Gavi (White)*

Made from 100% Cortese grapes, Oro Vivo Gavi offers a crisp and elegant profile. Bursting with aromas of citrus, green apple, and white peach, this refreshing white wine reflects the purity and finesse of the Gavi region. Perfect as an aperitif or paired with light seafood dishes.



*Piedmont, Italy*

# CREATE YOUR OWN WINE LEGACY WITH BY THE GLASS

Bring your vision to life with By The Glass. Our expert team will guide you through every step of the journey — from the initial consultation to selecting premium wines from top-tier wineries, crafting a unique label, and designing exceptional packaging.

Whether you're launching a personal label or building a luxury wine brand, we're here to make it seamless and unforgettable.

**Start your journey today — and create a one-of-a-kind wine brand that's truly yours.**

## Step 1 *Initial Consultation*

Meet with our expert team at By The Glass to discuss your vision and goals.



## Step 2 *Winery Collaboration*

Meet our partnered wineries, giving you the opportunity to explore, taste, and curate selections from their diverse portfolios of premium wines.



## Step 3

### *Brand Identity Development*

Collaborate with our digital team to create your custom label that authentically reflects your brand's story, personality, and market aspirations.



## Step 4

### *Packaging Design*

From bottle to box, we'll design a complete, eye-catching packaging solution that aligns with your brand identity and captures consumer attention.

## Step 5

### *Savor the Experience*

With every detail perfected, it's time to sit back and enjoy the fruits of your vision.



# FOUNDERS



**Dillan Ariyawansa**  
*President*

With over 35 years of experience in different industries, Dillan found his true passion in the wine world, a field that combines creativity, hospitality, and connection. He took his love for hosting wine and food pairings to the next level with By the Glass – driven by passion and innovation.

After a six year strong friendship, Dillan and his close friend, now business partner, Kyle Flandrau, decided to make their shared dream come true with By the Glass. “We share the same passion and bring exceptional wines to the market, where people can experience the uniqueness of the grapes and a mouth-watering taste”.

*“I’ve been lucky enough to visit many top restaurants around the world and experience a variety of flavors and cultures. Wine has always been a big part of that experience. I believe it’s the right time to share my passion with the world through By the Glass, because... we only have one life to live.”*

From center stage to cellar doors, Kyle Flandrau’s journey has been nothing short of extraordinary. A former professional singer signed to major labels like Disney and Hollywood Records, Kyle toured the globe from the age of eight, performing on major platforms such as Good Morning America, The Tony Danza Show, Good Day New York, and PBS.

After an inspiring career in entertainment, Kyle found a new passion in wine. Under the mentorship of a legendary figure in the industry, he dove deep into the business—eventually founding By The Glass, a company that would marry creativity with premium wine sourcing and branding.

With an entrepreneurial mindset and bold vision, Kyle—alongside Dillan—has grown By The Glass into an international brand. Today, the company operates in five countries, with offices in New York, New Jersey, Florida, Sri Lanka, Australia, New Zealand, and Canada.

Under his leadership, By The Glass has launched over 50 successful wine brands, each one distinct and innovative.

*“At By The Glass, we blend passion with purpose—bringing world-class wines to market while celebrating the stories, people, and places behind every bottle.”* Kyle Flandrau

Kyle continues to lead the company with energy, creativity, and a commitment to setting new benchmarks in the global wine industry.



**Kyle Flandrau**  
*Founder/CEO*



# TEAM



**Damith Thennakoon**  
*Chief Financial Officer*



**Ronald Ruiz**  
*Head of Marketing*



**Aidan Flandrau**  
*Head of North American Compliance*



**Kasun Lakshitha**  
*IT Manager*



**Stephani Vanvelzon**  
*Head of Administration*

# CUSTOMER TESTIMONIALS & REVIEWS

"Starting to work with Kyle and By the Glass was really a surprise! We finally found an enthusiastic person with concreteness and vision. I am sure we can continue to grow together!"

*Giulia Robba "Abbazia"*

"By The Glass Imports is a top-tier partner. Who is professional, reliable, and passionate about great wines! As a pioneer in introducing Timorasso Derthona back to the U.S. market, they have played a key role in showcasing our Timorasso and Barbera to American wine lovers with great success. It's a huge pleasure working with Kyle and their Team."

*Marco Volpi*

"Working with this wine wholesaler has been a pleasure. Their knowledge, selection, and dedication to quality are unmatched. Always reliable and professional-truly a trusted partner in the industry!"

Owner of M&D Liquors  
*Owner of M&D Liquors*

"Our partnership with Kyle and By the Glass Imports has been built on trust, quality, and a shared passion for exceptional wines.

Over the years, their expertly curated selections have consistently impressed with authenticity, craftsmanship, and remarkable taste. Their commitment to excellence makes them a valued partner, and we take pride in offering their premium imports to our customers."

*Saurabh Abrol, CEO of  
Le Malt Hospitality Group*

"With over 10 years in the wine industry, Kyle Flandrau and By The Glass have been invaluable partners. Their dedication to quality and authenticity brings our artisanal wines to a global audience."

*John Giannone  
"Giannone Wine & Spirits"*

Working with Kyle & By the Glass has been a delight. His dedication to crafting high-quality, unique wines is inspiring. By the Glass' exceptional wines are a testament to his expertise and passion."

*Steve Blampied "Lake Road Wines"  
of New Zealand*



# DISTRIBUTION

As your global distribution partner, BTG is committed to supporting your growth and success in the global wine market. Whether you're a pub, boutique hotel, restaurant or an established brand looking to expand internationally, we provide the expertise and service you need to reach your goals.



*Pubs*



*boutique hotels*



*Restaurants*



*Established brand*





# GLOBAL HEADQUARTERS



*Driving innovation, distribution, and excellence in fine wines.*

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# OUR SOCIALS



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