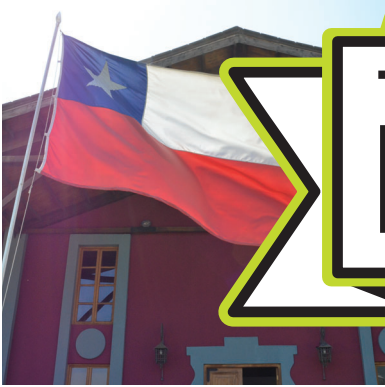


THE
Essential Guide
 TO

THE NEW CHILE

IMPORTED BY
Vine Connections

★★★★★



GET TO KNOW VINE CONNECTIONS

Leading Importer of Premium Argentine and Chilean Wine and Japanese Sake

- 1** In 1999, Vine Connections pioneered the first nationally imported portfolio of artisan wines from Argentina. Of the initial 5 brands and 12 wines released, the least expensive was \$24 retail.
- 2** In 2001, Vine Connections became the US' premier Japanese ginjo sake importer, offering sake from 11 family-run breweries spanning the length of the country from Hokkaido to Kyushu. Today, VC represents 15 family breweries and more than 30 different sake.
- 3** In March 2013, Vine Connections introduced the world to "The New Chile" with a portfolio of 9 family-run wineries with 11 brands from 12 different regions within Chile. The prices ranged from \$15 to \$200 retail.
- 4** In 2001, Food & Wine Magazine named Vine Connections one of three "Importers to Watch." The company was also recognized as an "Importer You Can Trust" by Slate Magazine (2009) and Details Magazine (2010). In 2014, Wine Enthusiast Magazine nominated Vine Connections for "Wine Importer of the Year."
- 5** When Ed y Nick started Vine Connections, they told themselves, "When people who represent us go into an account, we never want them to have to worry about the quality of the wine in the bottle." This mantra still drives their daily pursuit to represent the best wines & sake at all prices.



MEET ED

MEET NICK



VINE CONNECTIONS

1. I have been a wine lover since college and have worked in the wine business since 1986. I am getting pretty good at it, but I still learn something new every day.

2. My wine career has been in retail sales, wholesale sales, national brand marketing, direct-to-consumer, and national importing.

3. My boss once told me, "Edward, you should spend more time drinking Mouton-Cadet and less time drinking Mouton-Rothschild." That was 1993, and I have been my own boss ever since.

4. I like wines that have the following three characteristics:
1) balance, 2) balance, 3) balance.

5. My favorite hangover quote: "You can never say, 'I drank too much wine last night.' You CAN say, 'I drank A LOT of wine last night!'"

1. At 16, I lived in Fixin, France as an exchange student. Every night I would enjoy a bottle of Burgundy with my host family, which was my first step into the world of wine.

2. While attending Berkeley, I needed a job and found an opening at the North Berkeley Wine Co. I have never worked outside of the wine industry since.

3. I started Vine Connections as a brokerage/distributor in 1995. My first client was Billington, the importer for Catena, and I grew California into a top-3 market.

4. I met Ed after hearing a KFOG radio ad for his direct mail company "Passport Wine Club" while driving over the Golden Gate Bridge.

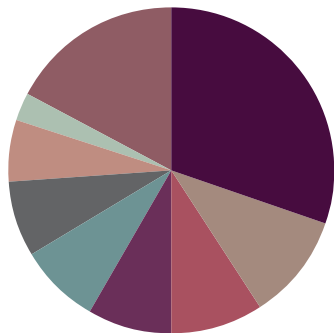
5. I have been in the wine business for almost 30 years, but it feels like yesterday when I was driving cases of wine in my Nissan Sentra making sales calls and deliveries to Southern California.

Ed y Nick

CHILEAN WINE 101

MAIN VARIETALS

Percent of acres planted



- 30.5% Cabernet Sauvignon
- 10.5% Sauvignon Blanc
- 9% Pais
- 8.5% Merlot
- 8% Chardonnay
- 7.5% Carmenere
- 6% Syrah
- 3% Pinot Noir
- 17% Other



350.5K
acres of vines planted
across the country

6th
largest wine producer
in the world

75/25
percent of reds to
whites in Chile



CLIMATE MATRIX

North to South

NORTH

hot, arid

CENTRAL

warm,
mediterranean

SOUTH

cool, rainy,
maritime

East to West

EAST

cool, diurnal
temp. shift

CENTRAL

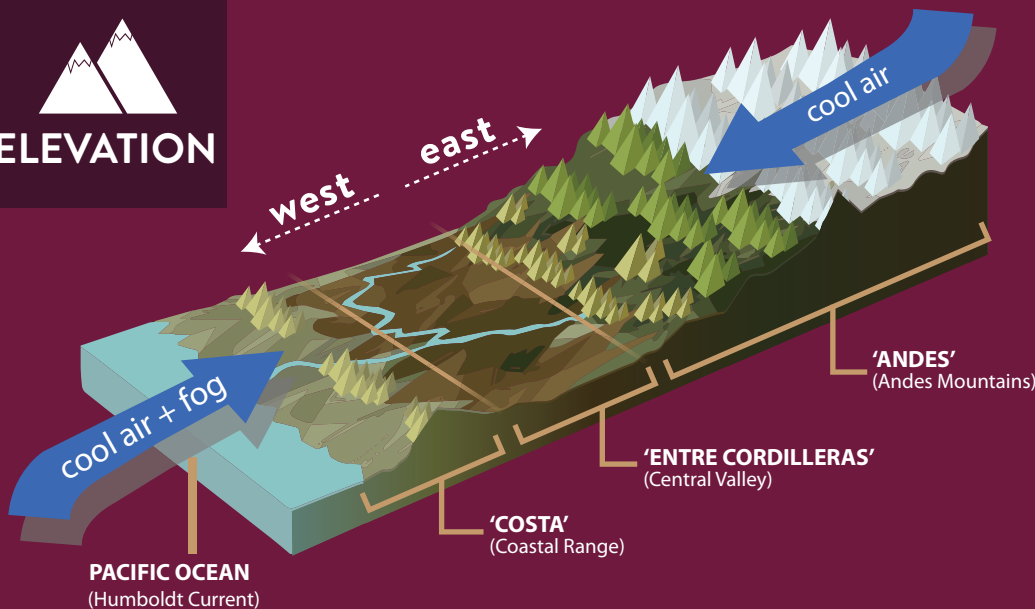
warm, dry

WEST

cool, foggy



ELEVATION



- Chile's winemaking valleys are divided into three zones: **Costa/Entre-Cordillera/Andes** to show the drastic East-to-West change in terroir.
- Chile has two major mountain ranges that greatly affect viticulture: Coastal Range and the Andes.
- Chile's vineyard elevation range from 200 ft to 7,200+ ft (highest vineyards are in the Andes of the Atacama desert.)

CHILE IN NUMBERS

2,700
miles in length

1,100
mile stretch of
vicultural regions

100
average miles
in width

80%
landmass is mountains

450+
years of winemaking
history

18
winemaking valleys

27/41°S
latitude bracket of
winemaking regions



SOIL



Chile's geological diversity creates a mosaic of soil types including limestone, basalt, decomposed granite, schist, volcanic tuff, clay, sand and loam.

Chile has never had a Phylloxera outbreak.

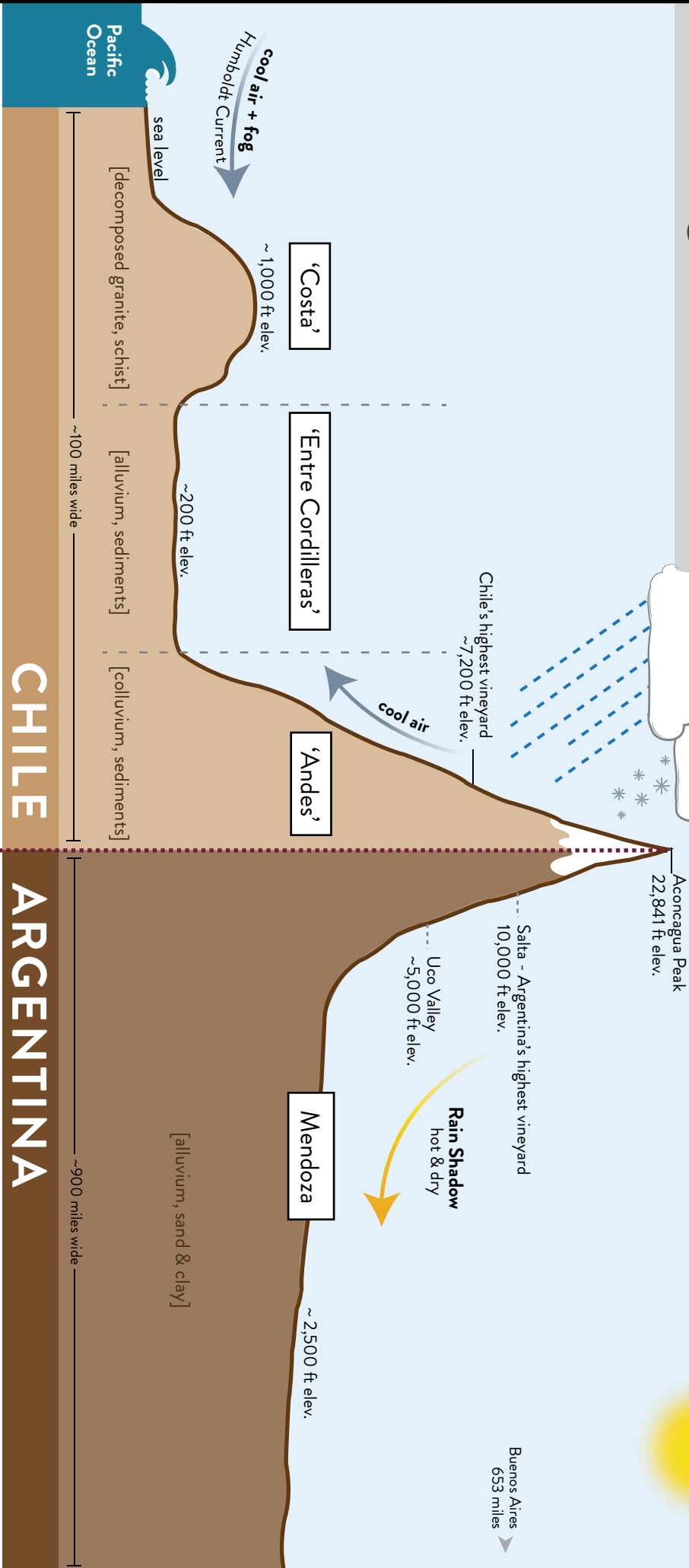
PROTECTED TEROIR



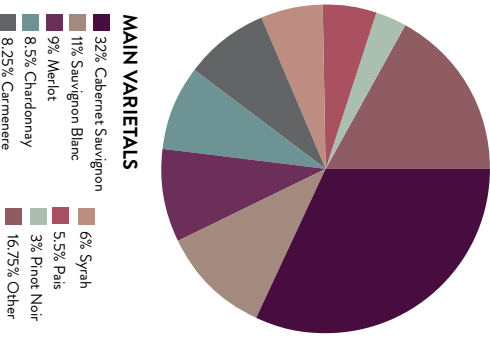
WINEMAKING ACROSS THE ANDES



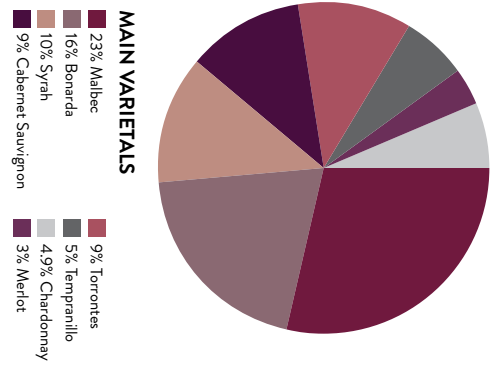
VINE CONNECTIONS



CHILE ARGENTINA



First Planted:	1548	1551
First Bordeaux Varietals:	1851	1853
Total Wine Production:	6 th largest wine producer	5 th largest wine producer
Total Acreage Planted:	339,997 acres	504,485 acres
Winemaking Latitudes:	27° S (Atacama)	22° S (Salta)
Winemaking Elevations:	41° S (Osorno, Patagonia) 1,000ft ('Costa') 200ft ('Entre Cordilleras') 7,200ft ('Andes')	39° S (Neuquen, Patagonia) 2,500ft (Mendoza) 5,000ft (Uco Valley) 10,000ft (Salta)
Average Rainfall:	1.18in (Elqui), 47.24in (Malleco)	7.87in (Mendoza)
Fun Fact:	Chile's vineyard area dedicated to Cabernet Sauvignon is second only to France.	Argentina produces 75% of the world's Malbec.





CHILE Wine Regions

P A C I F I C O C E A N



ACONCAGUA REGION

- ACONCAGUA VALLEY
- CASABLANCA VALLEY
- SAN ANTONIO VALLEY
- LEYDA VALLEY

SOUTH REGION

- ITATA VALLEY
- BÍO-BÍO VALLEY
- MALLECO VALLEY

AUSTRAL REGION

- CAUTIN VALLEY
- OSORNO VALLEY

ATACAMA REGION

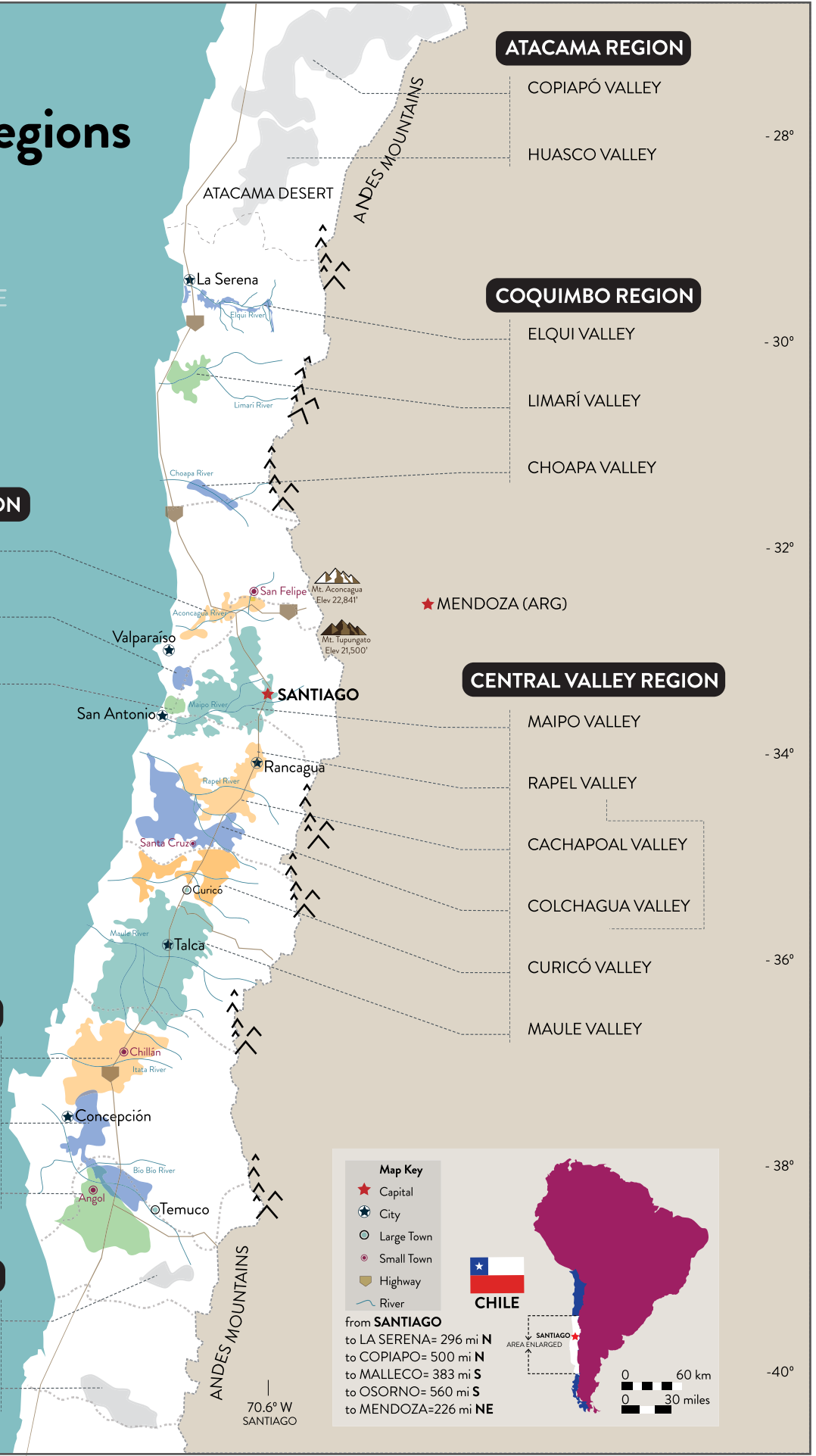
- COPIAPÓ VALLEY
- HUASCO VALLEY

COQUIMBO REGION

- ELQUI VALLEY
- LIMARÍ VALLEY
- CHOAPA VALLEY

CENTRAL VALLEY REGION

- MAIPO VALLEY
- RAPEL VALLEY
- CACHAPOAL VALLEY
- COLCHAGUA VALLEY
- CURICÓ VALLEY
- MAULE VALLEY



- 28°

- 30°

- 32°

- 34°

- 36°

- 38°

- 40°

Map Key

- ★ Capital
- ★ City
- Large Town
- Small Town
- ▬ Highway
- River

CHILE

from SANTIAGO

- to LA SERENA= 296 mi N
- to COPIAPO= 500 mi N
- to MALLECO= 383 mi S
- to OSORNO= 560 mi S
- to MENDOZA=226 mi NE

SANTIAGO AREA ENLARGED

0 60 km

0 30 miles

CHILE'S GEOLOGY OF TERROIR

And Where It's Found Around The World

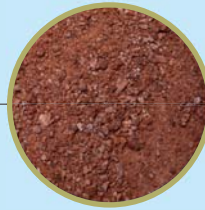
LIMESTONE

found in: **Limari Valley**,
Elqui, Aconcagua, Burgundy,
Uco Valley, Piedmont,
Montalcino, Champagne, Loire



GRANITE

found in: **San Antonio Valley**,
Elqui, Casablanca, Leyda, Itata,
Colchagua, Malleco,
Hermitage, Saint Joseph,
Morgon, Swartland, Dao



SCHIST

found in: **Itata Valley**,
Bío Bío, Malleco, Maule,
Northern Rhone, Cental
Otago, Bierzo, Ribeira
Sacra, Priorat



BASALT

found in: **Bío Bío Valley**,
Oregon, Mt. Etna



TUFF

found in: **Malleco Valley**,
Howell Mountain (Napa),
Canary Islands

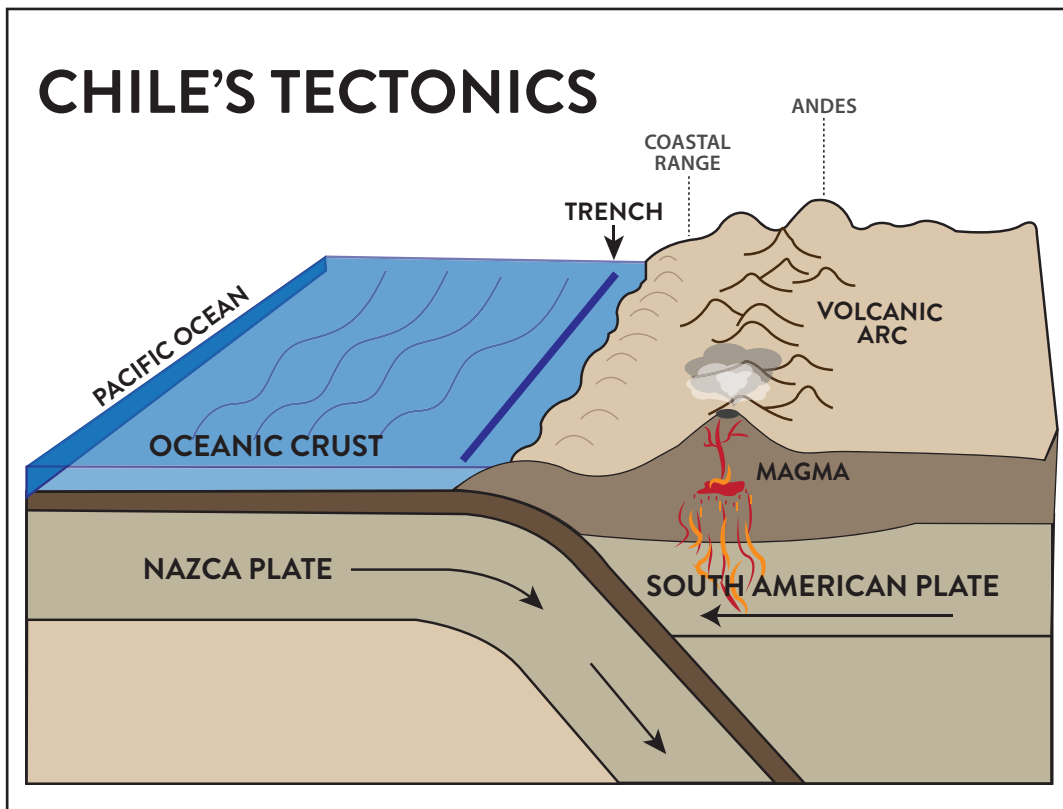


VINE CONNECTIONS

THE
NEW CHILE

TASTE THE ROCK

VALLEY	SOILS [MOST COMMON IN REGION]
ELQUI	granite, alluvial, some limestone
LIMARI	limestone gravels, clay
ACONCAGUA	volcanic, clay, some limestone
CASABLANCA	black clay, granite
LEYDA	granite, old gravels
MAIPO	limestone gravels, volcanic
CACHAPOAL	limestone gravels, volcanic
COLCHAGUA	volcanic, deep alluvial, some granite
MAULE	granite, some schist, alluvial
ITATA	granite, schist
BIO BIO	granite, basalt, schist
MALLECO	schist, granite, volcanic tuff, complex gravels





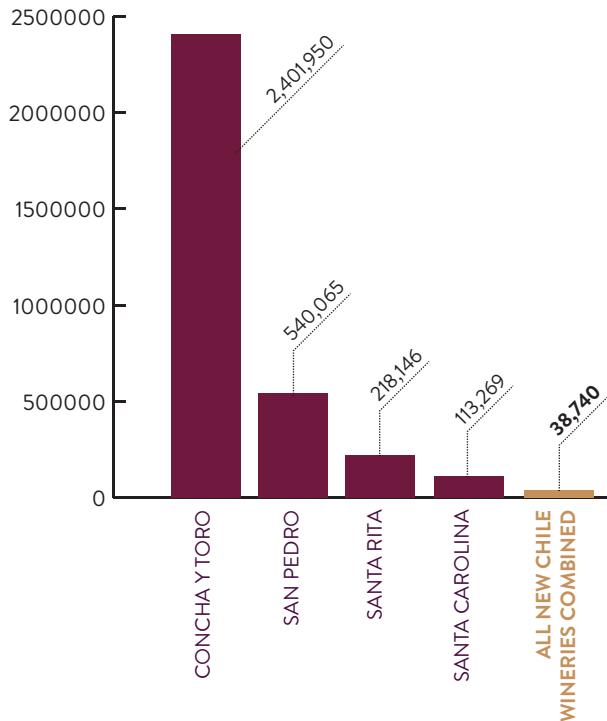
CHILEAN WINE IN THE US MARKET

The New Chile Portfolio is breaking barriers with lower **volume**, higher **value** & increased **diversity** of Chilean wine in the US market.

EXPORT VOLUME

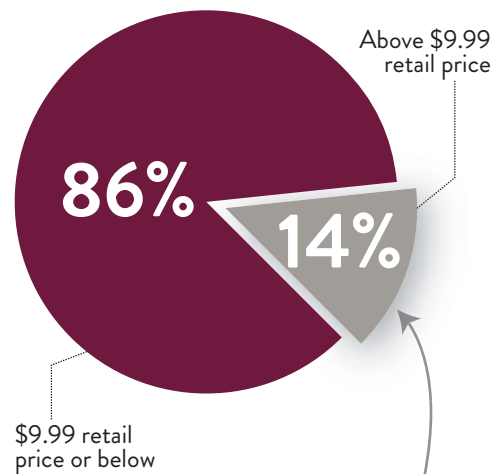
TO THE US

LARGE CHILEAN PRODUCERS vs. THE NEW CHILE



VALUE

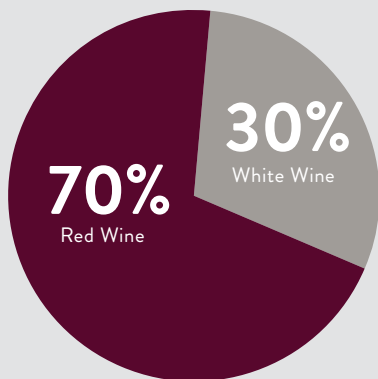
CHILEAN IMPORTS TO THE US | RETAIL PRICE



100% of The New Chile is above \$9.99 SRP!

DIVERSITY

CHILEAN IMPORTS TO THE US | VARIETALS



- Cabernet Sauvignon is the #1 imported Chilean varietal to the US.
- 92% of Chilean red wine imports to the US are made from Bordeaux varietals.
- Carmenere is only 5% of total imported Chilean wine to the US.
- Sauvignon Blanc (50%) and Chardonnay (40%) make up 90% of the white wine imported to the US from Chile.
- Varietals like Syrah, Carignan, Pais, Pedro Ximenez, and Sauvignon Gris are all less than 1% of the imported varietals to the US.

*All Data provided by Caucasia Import Data, 2015 - 2016



VINE CONNECTIONS

THE
NEW CHILE

CRITICS RAVE FOR THE NEW CHILE

90+ POINTS ON 26 WINES

Amayna

Ranked Best Sauvignon Blanc & Best of Leyda
- Descorchados 2018

Pinot Noir	2015	91 JS	
	2013	93 JS	92 V
Sauvignon Blanc	2017	91 JS	

Casa  *Silva*

"Truly impressive. The future for Carmeneres."
- Wine Advocate

Carmeneres, Cuvee Colchagua	2017	90 JS	
Carmeneres, Los Lingues	2015	91 JS	
Cabernet Sauvignon, Los Lingues	2016	91 JS	
Sauvignon Gris	2016	90 W&S	
Microterroir	2011	92 JS	91 WA
	2009	92 V	91 JS
Altura	2008	93 WA	92 V
Lago Ranco Sauvignon Blanc	2017	90 JS	
S38 Cabernet Sauvignon	2015	93 D	

AQUITANIA

"Elegant, pliant, fully mature wine...
impressive, showing very good energy."
- Vinous

Lazuli	2015	94 W&S	93 WA	91 WE
	2014	94 WA	91 JS	
Cabernet Sauvignon	2016*	90+ WA		
	2015	91 JS	91 W&S	

**Bo
ya**

Wine & Spirits' Best New World Sauvignon
Blanc 2 years in a row.

Sauvignon Blanc	2017*	92 W&S	
	2016	92 W&S	
Pinot Noir	2015	90 D	
Rosé	2018	92 D	

P. S. GARCIA

"Elegant rusticity in a bottle. All of these wines are
highly recommended." - Wine Advocate

Bravado	2016	93 WA	
	2015	93 JS	
Facundo	2014	92 JS	
	2012	92 JS	92 V
VIGNO	2015	95 WA	
	2014	94 WA	92 JS

J. BOUCHON

2017 Wine & Spirits Magazine Top Ten Wineries to watch

CantoSur	2016	91 W&S	91 JS
CantoNorte	2016	90 D	
Cabernet Sauvignon	2015	90 WA	
Pais Viejo	2018	90 WA	91 D
	2017	90 W&S	
Pais Salvaje	2018	91+ WA	93 D
	2017	90 W&S	

SOLdeSOL

"Impressive... Makes you salivate & look forward to the next bite."
- Wine Advocate

Chardonnay	2015*	93+ WA	
	2014	92 WA	
Pinot Noir	2014*	92 JS	91 WA
	2011	92 JS	91 WA

MAYU

"Mindboggling quality & character at unbelievable prices."
- Wine Advocate

Carmeneres - Syrah	2015	90 WA	
Sauvignon Blanc	2016	89 WA	
Pedro Ximenez	2016	90+ WA	

WA = The Wine Advocate V = Vinous Media (formerly Stephen Tanzer's Int'l Wine Cellar) W&S = Wine & Spirits
JS = James Suckling WE = Wine Enthusiast D = Descorchados by Patricio Tapia

DECEMBER 2018

IMPORTED BY VINE CONNECTIONS



VineConnections.com



CHILEAN WINE CAPTURES GLOBAL ATTENTION



DECANTER

“Chile is making a shift up from the lower echelons of the pricing spectrum into more premium territory...now it’s clear producers are focusing on imbuing the wines with elegance, restraint and great capacity to age. This is very promising news.”

Peter Richards MW, ‘World Wine Awards 2017’, July 2017



JAMES SUCKLING

“The quality-price ratio is hard to ignore: highly rated Chilean bottles that cost \$15 to \$30 a bottle in the United States can easily compete with European or Californian counterparts that would cost three to four times as much.”

James Suckling, ‘The Time for Chilean Wine is Now’, May 2017



WINE & SPIRITS

“[These wines] offer a completely different face of Chile, a style of wines that give the country a way into the conversation... and joins the eternal search for wines of authenticity.”

Patricio Tapia, ‘Shaby Chic, Chile’s Vino Pipeño’, February 2017



WINE ENTHUSIAST

“During the 17 years I have covered Chilean wine for Wine Enthusiast, never have more boutique wines made their debut than right now. Now more than ever, the little guy in Chile is making waves.”

Michael Schachner, ‘Chile’s Small Wineries Are Crushing It’, October 2016



ROBERT M PARKER JR.’S THE WINE ADVOCATE

“This is not the industrial and boring Chile you might have had in mind. THINK OUTSIDE THE BOX.”

Luis Gutierrez, ‘Chile: Think Outside The Box’, January 2016



VINOUS

“It’s a little depressing that sommeliers who seek out wines from the most obscure regions of France, Italy, Spain and California apparently can’t seem to find even a single Chilean bottling that meets their standards. Are [sommeliers] even bothering to look at this vinously diverse country’s wines at all? I wonder because today there are many excellent wines available from Chile, as well as countless outstanding values.”

Josh Reynolds, ‘Chile’s New Releases: Growing Diversity and Raising Quality’, July 2015

Amayna



As a pioneer of the Leyda Valley, Amayna creates its own category of a rich style of cool climate wines grown within sight of the ocean and carefully vinified in a gravity-fed winery.

WHY DOES AMAYNA STAND OUT?

- Amayna was one of the first wineries to establish the Leyda appellation in the late 1990s when Garcés Silva family recognized the incredible, overlooked potential of Chile's San Antonio coast for premium viticulture.
- Amayna's boutique, gravity-fed winery is designed for quality winemaking and environmental sustainability.
- Amayna vineyards have an unobstructed view of the ocean and are located seven miles inland from the coast. The word "amayna" in Chile loosely translates to "the calm after the storm" - that ominous yet peaceful feeling that you only experience around the ocean.

WINES

SAUVIGNON BLANC: Ocean breezes bring a savory saline balance to the wine's intense fruit character. A beautiful wine with balanced acidity and expressive notes of tropical fruits such as mango, pineapple and passion fruit.

PINOT NOIR: A rich and coastal Pinot that has world-class elegance and quality. The influence of the sea and soil combined with slow ripening make for a deep ruby-red wine with a touch of violet and great aromatic complexity.



"Shows a suave balance of richness and vivacity, with an earthiness that's highly reminiscent of serious Burgundy."
- Stephen Tanzer, International Wine Cellar

AQUITANIA



Aquitania, one of the first boutique wineries in Chile, brings you Bordeaux-style Cabernets from the complex gravel vineyards of the Macul area in Maipo.

WHY DOES AQUITANIA STAND OUT?

- Aquitania was one of the first small-production, boutique wineries in Maipo.
- Aquitania Cabernets have a true 'Macul' style: earthy, herbal, reminiscent of Bordeaux.
- The project is a one-of-a-kind partnership between Felipe de Solminihac (Aquitania & Sol de Sol), Paul Pontallier (Chateau Margaux), Bruno Prats (Chateau Cos d'Estournel) and Ghislain de Montgolfier (Bollinger).

WINES

CABERNET SAUVIGNON: An elegant Andean Cabernet with purity of local expression.

LAZULI: Named after the precious blue gemstone 'Lapis Lazuli', this wine is only made during the best vintages with top selected fruit; a wine with impressive character that only gets better with age.



“[Lazuli is an] elegant, pliant, fully mature wine... Impressive, showing very good energy.”
- Stephen Tanzer, International Wine Cellar

Bo



Bursting with fresh fruit flavors and brisk acidity, Bo ya immediately impresses with its youthful, New World style made from grapes grown on oceanside vineyards on the Leyda coast.

WHY DOES BO YA STAND OUT?

- Bo ya vineyards are some of Chile's closest vineyards to the ocean, located five miles from the coast with direct exposure.
- Early harvest and young vineyards provide vibrancy and freshness in the wines.
- Using New World clones grown on selected soils (high iron and calcium carbonate) provides the freshest style.

WINES

PINOT NOIR: An elegant Pinot Noir that melds lively acidity with bright red fruits in a well-balanced, harmonious style. Intense nose of fresh fruits like strawberry, red cherries and plenty of floral aroma.

SAUVIGNON BLANC: The perfect balance of lime-tinged fruit and natural acidity with a clean, refined finish. An attractive nose of fresh white flowers and pineapple with hints of mango and passion fruit.

ROSÉ: 93% Pinot Noir with 7% Grenache, this rosé refreshes the palate with flavors of raspberry and tangerine with a mineral finish that begs for another glass.



"Fresh, young, citric, exotic."
- Luis Gutierrez, *The Wine Advocate*

IMPORTED BY  VINE CONNECTIONS

Casa Silva



5th generation, family-run, and the most awarded Chilean winery in the 21st century; Casa Silva continues to invest in the future with extensive clonal studies and block-specific wines from the best-suited soils in the Colchagua Valley.

WHY DOES CASA SILVA STAND OUT?

- Casa Silva is a multi-generational, family owned and run winery with all members living locally in Colchagua.
- The Silva family pioneered grape growing in the Colchagua Valley with the first vineyards back in 1892.
- Casa Silva runs the highest level of research and development in Chile for Carmeneré - including new vineyard plantings, soil research, and clonal studies.

WINES

SAUVIGNON GRIS: A rarely-seen varietal harvested from vines planted in 1912.

CARMENERE CUVÉE COLCHAGUA: This wine elevates the conversation about less-expensive Carmeneré.

CARMENERE LOS LINGUES: A single-vineyard wine showing an Andean-climate expression of Carmeneré.

CABERNET SAUVIGNON LOS LINGUES: A single-vineyard wine showing an Andean-climate expression of Carmeneré.

COOL COAST SAUVIGNON BLANC: Harvested from Paredones, a rising star vineyard for cool-climate varietals.

LAGO RANCO SAUVIGNON BLANC: Harvested from the first vineyard ever planted in the Lake District of Patagonia; pioneered and planted by Casa Silva in 2006.

MICROTERROIR: The result of groundbreaking research aimed at defining Carmeneré's potential in Chile.

ALTURA: The winery's top production - made in minimal quantities and bottle-aged before release.



“Truly impressive... The future for Carmeneré.” [on Altura]
- Robert Parker's *The Wine Advocate*

J. BOUCHON



J. Bouchon shares their French and Chilean heritage through their wines made with Bordeaux varietals plus Chile's Carmenera, Carignan and Pais from the best vineyard blocks in Maule

WHY DOES J. BOUCHON STAND OUT?

- J. Bouchon's Canto Norte blend represents their French ancestry (Merlot/Cabernet Sauvignon/Cabernet Franc), and the Canto Sur blend represents their Chilean roots (Carmenera/Carignan/old vine Pais).
- J. Bouchon's fresh, unoaked blends show natural structure and character of the vineyards.
- J. Bouchon's Block Selection Cabernet is harvested from Maule's most premium vineyards.

WINES

CANTO NORTE: Echoes Bordeaux's Right Bank Merlot-based blends. Unoaked and fresh.

CANTO SUR: Echoes Chile's historic and signature varietals, blending Carmenera, Carignan and old vine Pais.

CABERNET SAUVIGNON: Specific block selections blend together for a Cabernet that structurally speaks to the terroir complexity of Maule.

PAIS SALVAJE: Never been touched by the human hand, these Pais vines grow widely in the trees next to the vineyards. 100% organic, 100% dry-farmed, 100% wild.

PAIS SALVAJE BLANCO: Harvested lighter clusters from the wild pais vines and aged in an ancient tinaja (clay amphora) with native yeast with no filtration.

PAIS VIEJO: 'Old Pais' is a wine with history. Made with Pais grapes from over 100-year-old Gobelet vines planted in the dry-farmed, coastal region of Maule.



Descorchados Winery of the Year
- Descorchados 2017

IMPORTED BY  VINE CONNECTIONS

P.S. GARCIA



Felipe Garcia leads the 'New Chile' revolutionaries - working with local growers to produce small batch wines that bring the Chilean wine conversation to a human scale.

WHY DOES P.S. GARCIA STAND OUT?

- P.S. Garcia's micro-boutique winemaking is small, hands-on, and with 3 wines adding up to only 750 cases imported to the US.
- P.S. Garcia works with growers from Chile's finest, old vine vineyards in Maule (VIGNO) to preserve Chile's 'ancestral viticulture'.
- Felipe is a founding member of MOVI (Movement of Independent Vintners) and VIGNO (Vignadores de Carignan - Chile's first official appellation association) to support small, human-scale producers.

WINES

BRAVADO: Harvested from a schist hillside on the slopes of Itata, Bravado is a blend of red varietals that show the spirit & history of Chile's oldest winemaking region.

FACUNDO: A Carignan-based blend that shows the true potential and elegance of the Maule and Itata Valleys.

VIGNO: Made from old vines in Maule that are a part of the revolutionary Carignan VIGNO movement.



"Elegant rusticity in a bottle... All of the wines are highly recommended."

- Luis Gutierrez, Robert M Parker Jr.'s *The Wine Advocate*

MAYU



Extraordinary wines from the driest desert on earth - experience the clear skies and high elevations of Chile's Elqui Valley with every sip of Mayu.

WHY DOES MAYU STAND OUT?

- Elqui's arid desert climate exposes vines to intense solar radiation and large temperature fluctuation. This leads to wines with concentrated aromatics, deeper color, and developed tannins.
- Mayu's Pedro Ximenez is harvested from one of the highest elevation vineyards in Chile at 6,320 feet.
- A unique varietal (PX), an unusual blend (Carmenere-Syrah), and a balanced, citrus-driven Sauvignon Blanc makes for a one-of-a-kind trio.

WINES

PEDRO XIMENEZ: Single-vineyard, old vine PX from one of Chile's highest elevation vineyards at 6,320 ft.

SAUVIGNON BLANC: Cool coastal fog combines with strong sun to make a fresh & aromatic white.

CARMENERE-SYRAH: An unusual Chilean blend from the warmer central vineyards in the valley.



"The Elqui Valley is one place to keep in mind. [Mayu] wines offer mindboggling quality and character at unbelievable prices."
- Luis Gutierrez, Robert M Parker Jr.'s *The Wine Advocate*

SOLdeSOL



Harvested from the first vines ever planted in the cooler, southern Malleco Valley, Sol de Sol has grown to be the benchmark for cool climate, age-worthy Chardonnay and Pinot Noir from Chile.

WHY DOES SOL DE SOL STAND OUT?

- Felipe de Solminihac was the first to ever plant vines in Malleco after being inspired by the cooler, rainy climate similar to Burgundy and Oregon.
- Sol de Sol uncovered a new region and created a new category of world-class, age-worthy Chilean Chardonnay.
- Sol de Sol's older vintages maintain balance, acidity, and gain more complexity with time.

WINES

CHARDONNAY: A Chardonnay with incredible complexity that can age like fine Burgundy.

PINOT NOIR: This wine may prove the Malleco Valley to be the holdy grail for Chilean Pinot Noir.



“Impressive... makes you salivate and look forward to the next bite.”

- Luis Gutierrez, Robert M Parker Jr.'s *The Wine Advocate*

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