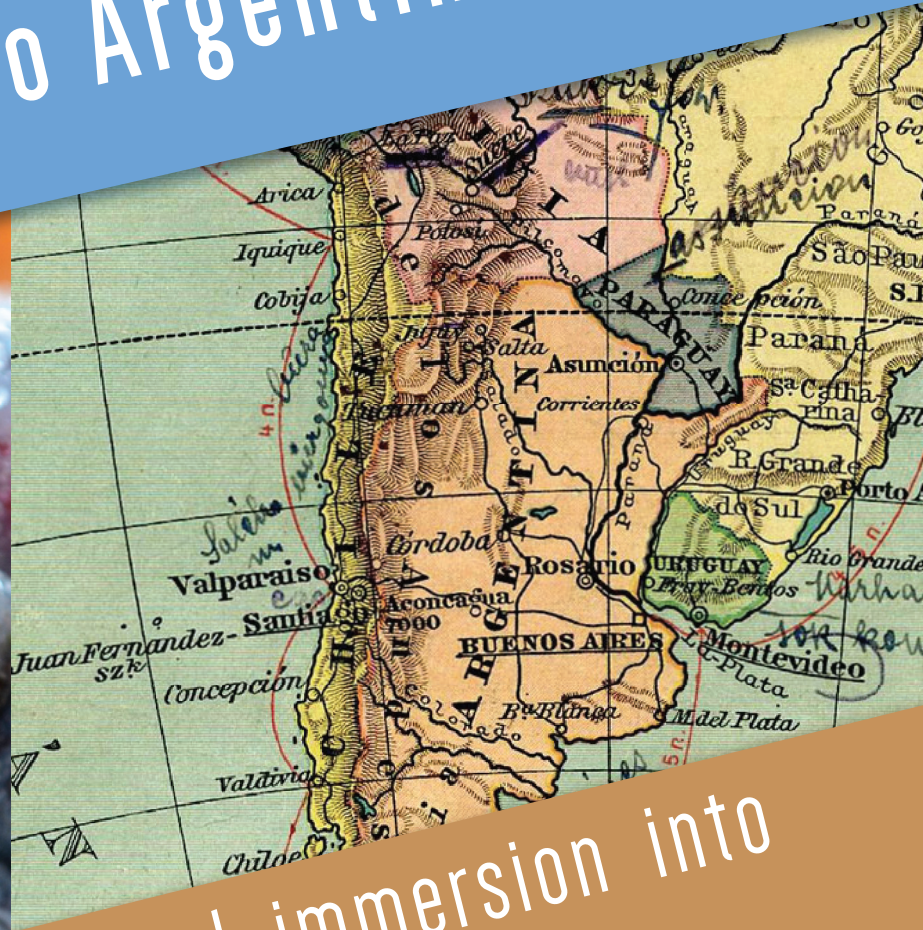




THE MASTER GUIDE to Argentina & Chile



An in-depth educational immersion into
Argentina & Chilean wine



VINE CONNECTIONS



ABOUT VINE CONNECTIONS



— UNCORK THE UNEXPECTED —

Our mission is to expand your view of the world through great wine, sake & spirits.

We're educators, trendsetters, pioneers, innovators, noise makers & mind changers.

YOUR GO-TO SPECIALIST TEAM



Kristin Breshears, *South Central Regional Sales Manager*

Native Texan, Kristin studied Communications at the University of Texas & graduated with a Master's of Science in Communication Sciences & Disorders. After working as a pediatric Speech-Language Pathologist for almost 10 years, she stumbled into the fun & fabulous world of wine. Kristin has had previous roles with Crush Wine Marketing and Hahn Family Wines, and joined the Vine Connections team in 2016. She has flourished as a champion in the Chilean & Argentine wine categories along with boutique sake.

CONTACT

mobile: 512.587.7542

e-mail: kristin@vineconnections.com



Elizabeth Butler, *Strategic Partnerships & Wine Education Manager*

Lizzy has lived and worked with wine on both sides of the Andes, starting in Argentina working for the Catena family and then landing in Chile to work for Vina Mayu in Elqui. After the VC Chile portfolio launched in 2013, Ed y Nick hired her on full-time as Vine Connection's Chile Brand Specialist and in 2017 she took on both sides of the Andes. Lizzy combines her skills of education, the Spanish language and Argentine & Chilean wine expertise to support the marketing and sales of VC's South American portfolios in the US Market. Lizzy also leads dynamic educational trips for distributors and key trade in Chile & Argentina every harvest. In her free time, Lizzy loves being outdoors - exploring her passions of trail running, hiking, writing, and photography.

CONTACT

mobile: 508.596.9848

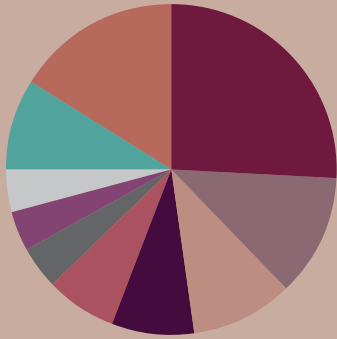
e-mail: elizabeth@vineconnections.com



VINE CONNECTIONS

ARGENTINE WINE 101

MAIN VARIETALS



Percent of acres planted

- 26% Malbec
- 12% Bonarda
- 10% Cabernet Sauvignon
- 8% Syrah
- 7% Torrontés
- 4% Tempranillo
- 4% Chardonnay
- 4% Merlot
- 9% Other Reds
- 16% Other Whites

CLIMATE



300 days of sun

Yields ripe grapes with thick skin for concentrated wines and smooth tannins.



<10 inches of rain / year

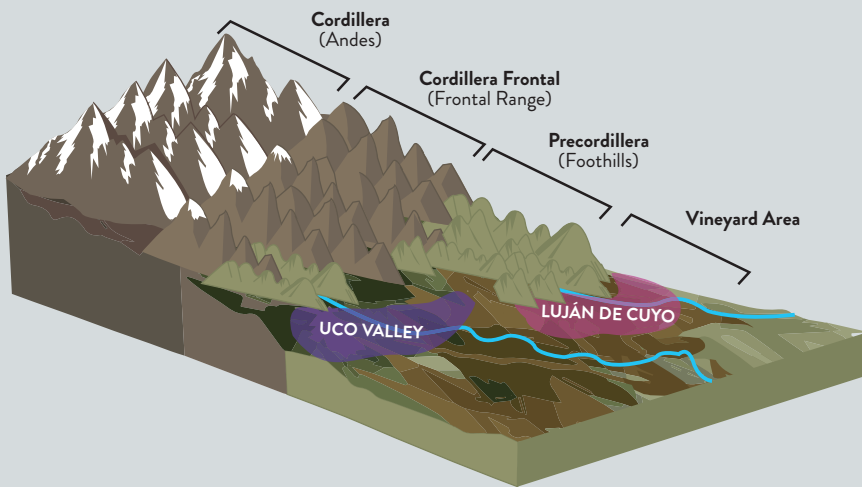
Irrigation comes mostly from Andes snowmelt.



30°F temp shifts

Large day-to-night temperature swings creates natural acidity and balance.

ELEVATION



HIGH ALTITUDE

+



INTENSE SUN EXPOSURE

• high concentration of aromas, mouthfeel, and color

• high acidity & freshness

SOIL



clay



sand



loam



limestone

Vineyard soils vary from sand to clay, but are predominantly loamy with excellent drainage. Most soils are low in organic material due to elevation and climate, creating desirable vine stress.



ECO FRIENDLY

- Pesticides and herbicides are barely needed and rarely used. The high altitude and desert climate reduce issues of insects and molds.
- Vines are resistant to Phylloxera because of healthy and strong roots. They are able to be planted without grafting onto rootstock.

ARGENTINA IN NUMBERS

ARGENTINA



MENDOZA

5th

largest wine producer in the world

510k

acres of vines planted

80%

of Argentine wine comes from Mendoza

1551

year the first vines were planted (mission grape)

1850

year Malbec was brought to Argentina from France



VINE CONNECTIONS
www.vineconnections.com

ARGENTINE WINE HISTORIC TIMELINE

ROOTS + REBELLION

- **1551** - Spanish Missionaries bring the first *Vitis vinifera* vines (Listan Prieto from the Canary Islands) to the New World.
- **1561** - Spanish Pedro Ruiz del Castillo crosses from Chile to Argentina, declares Spanish rule over the native Huarpe people and founds Mendoza.
- **1595** - Local wine production thrives. King Philip II of Spain bans new vineyard planting and limits production. Argentina doesn't abide.

WAVE OF IMMIGRATION

- **1861** - Argentina gains independence.
- **1847-1939** - 7 MILLION immigrants arrive to Argentina (fueled by Italy and Spain), bringing their viticultural and winemaking skill.
- **1853** - Frenchman Michel Aime Pouget brings Bordeaux varietal cuttings to Mendoza and establishes the government sponsored La Quinta Normal vine nursery.
- **1857** - The first train runs in Argentina, eventually connecting Mendoza to Buenos Aires in 1885.
- **1915** - Only 2% of wine consumed in Argentina is imported (down from 65% in 1880).

ROCKY ROAD

- **Early 1900's** - Bulk production rises, wine quality plummets, economic corruption strains the industry.
- **1976-1983** - 'The Dirty War' (Military Dictatorship) where an estimated 30,000 civilian oppositionists disappear.
- **1982-1992** - 36% of the existing vineyards are removed in Mendoza.

REVIVAL, RISE, RECOGNITION

- **1987** - Michel Rolland arrives in Argentina, beginning in Salta.
- **1989** - Paul Hobbs begins consulting with Nicolas Catena.
- **1994** - Catena Zapata produced the first exported 100% Malbec.
- **1995** - Alberto Antonini establishes Altos Las Hormigas and buys 535 acres for \$100k.
- **1998** - Santiago Achaval establishes Bodega Achaval-Ferrer with Robert Cipresso.
- **1998** - Michel Rolland brings 7 Bordeaux families to Uco Valley and develops Clos de Los Siete, 2100 acres. As large as Pomerol.
- **1999** - Official Argentine Wine Appellations (IG's) established by the INV.

REVOLUTION

- **1999** - Vine Connections is founded by Ed y Nick, importing the first premium Argentine wine portfolio into the US market.
- **2006** - Mendoza named one of the nine Great Wine Capitals of the World.
- **2013** - Paraje Altamira officiated as first Argentine Wine region (IG) that is based on quality of terroir and not a political boundary.
- **1993-present** - Total US export dollars of Argentine Malbec increases from \$24m to \$936 million.



CRITICS APPLAUD VINE CONNECTIONS' ARGENTINA PORTFOLIO

32 WINES SCORE 90+ POINTS

AREYNA

"A wealth of approachable fruit."
- James Suckling

Cabernet Sauvignon	2017	92 JS	
	2016	90 JS	
Malbec	2017	91 JS	
	2016	92 JS	
Torrontes	2018	91 JS	91 D

BODINI

"Wonderful Value" - James Suckling

Malbec	2018	90 JS	
	2017	90 JS	
Rosé of Malbec	2017	89 JS	

Chaman

"Attractive, well-defined, very composed"
- The Wine Advocate

Cabernet Franc	2015	89 WA	
Petit Verdot	2016	89 V	

CASARENA

"Impressive juice... nicely integrated oak."
- The Wine Advocate

Estate Red Blend	2015	90 V	
Owen's SV Cabernet	2017*	91 JS	
	2016	92 V	91 D
Naoki's SV Malbec	2014	92 WA	92 WS
Lauren's SV Cabernet Franc	2017*	92 JS	

graffito

"Balanced, elegant, delicious." - The Wine Advocate

Malbec	2017*	92 JS	
	2016	90 JS	90 WA
Cabernet Franc	2017*	90 JS	
	2016	91 JS	

La Posta

Wine Label of the Year, 2016:
La Posta Fazzio
International Wine & Spirits Competition

"Value Brand of the Year, 2015"
- Wine & Spirits

Pizzella Malbec	2017	94 D	93 JS	90 WA
Fazzio Malbec	2017	93 D	92 JS	90 WE
Paulucci Malbec	2017	92 D	91 JS	90 WA
Armando Bonarda	2017	91 D	91 JS	90 WE
				*Best Buy
Tinto Red Blend	2017	92 JS		

LUCA

"Compelling... Impressive... Very Satisfying." - Stephen Tanzer
Luca Malbec - Featured twice on Wine Spectators Top 100 List

Old Vine Malbec	2016	94 WE	94 D	93 JS
		*Cellar Selection		
Malbec Paraje Altamira	2017	91 WA		

Chardonnay	2017*	94 D	92 WA	
	2016	91 JS	90 WE	90 V
Pinot Noir	2015	92+ WA	91 V	
Syrah	2016	92 JS	92 D	90 V
	2015	94 JS	90 V	90 WA
Beso de Dante	2015	91 WS	91 V	91 JS
	2014	93 JS	90 WA	
Nico	2014	95 JS	94 WE	93+ V

LUNTA

"Seamless tannins & excellent length. Quite substantial..."
- James Suckling

Malbec	2017	92 JS	90 D
	2016	92 JS	

MENDEL

"These are splendid, intellectual Mendoza wines."
- The Wine Advocate

Malbec	2017*	92 D	91 JS	
	2016	93 JS	91 WA	
Cabernet Sauvignon	2017	93 JS		
	2016	90+ WA	90+ V	90 JS
Semillon	2018	93 JS	92 D	
	2017	92+ WA	92 JS	92 W&S
Unus	2016	93 JS		
	2015	94 JS	93 WA	92+ V
Finca Remota	2016	93 D	92 JS	
	2015	94 JS	95 WA	93+ V

tikal

"They are letting the terroir express itself, resulting in fresher wines."
- The Wine Advocate

Patriota	2016	90 WA	90 D	
	2015	91 V	90 WE	90 WA
Natural	2015	91 WA	92 D	
Amorio	2015	94 D	91 WA	90 WS
Jubilo	2014	91 WA	91 V	91 WE

**future vintage*

WA = The Wine Advocate V = Vinous Media W&S = Wine & Spirits
JS = James Suckling WE = Wine Enthusiast D = Descorchados by Patricio Tapia

APRIL 2019



AREYNA



Areyna marks a moment in time in the evolution of Luján de Cuyo, sparking the modern chapter of this region's traditional past to unleash its full potential.

WHY DOES AREYNA STAND OUT?

- Rethinking a classic, historic wine region to reveal freshness and innovation, Areyna's estate wines are full of bright flavors and inspiring energy.
- Dubbed the "punks of Luján" for their nonconformist outlook on winemaking in the region.
- Areyna loosely translates to "sand" in Spanish, referring to the grains of sand passing time through an hourglass. It also acknowledges the umbrella winery, Casarena, or "house of sand," relating to the 1930s winery made of sand-colored stone and the sandy soil surrounding the estate.

WINES

CABERNET SAUVIGNON: An Old-World style Cab from the oldest region of New World Mendoza known for the varietal. Flavors of fig, cassis, dark fruits, and spices with bright acidity.

MALBEC: Estate-grown Malbec with impressive structure, lively acidity, and a lingering finish.

TORRONTES: A fresh and aromatic wine with a tight profile, elegant tension and beautiful citrus notes. The grapes are harvested from a pergola style vineyard located in Cafayate (Salta).



BODINI



Expressive estate-grown wines that impress any palate and showcase the unique winemaking region of Mendoza.

WHY DOES BODINI STAND OUT?

- Estate fruit is hand-harvested from Luján de Cuyo, highlighting the region's high-elevation desert, long sunny days, cold nights, low humidity, and natural irrigation from glacial snowmelt from the Andes Mountains.
- Winemaker Jimena Lopez (Graffito) has made wine for over 18 years all around the world. She is passionate and dedicated with tenacious drive and unmatched attention to detail.
- A brand new wine, Bodini Rosé of Malbec, was launched in 2017 to demonstrate the varietal's versatility.

WINES

MALBEC: Approachable and energetic estate Malbec at an unbeatable price. Fruit and spice on the palate balanced by notes of fresh fruits like plums and blackberries.

ROSÉ OF MALBEC: Bright and clean medium-bodied wine that demonstrates the Malbec grape's unique expression as a rosé wine.



Jimena's personal wines consistently receive high accolades and have a track record of 90+ point scores over the last five years.



Casarena is rewriting the story of Luján de Cuyo by focusing on terroir diversity and discovering hidden gems in their estate vineyards.

WHY DOES CASARENA STAND OUT?

- The winery is committed to cultivate, study, and stay true to its place in Luján, constantly searching for micro-terroir vineyards that tell the story of the land.
- Focused on Cabernet and Cabernet blends - the true strength of the appellation and some of the oldest plantings in Mendoza.
- The name “Casarena” is a creative merging of the Spanish words “casa” (house) and “arena” (sand), and is a tribute to their restored 1930s winery made of sand-colored stone and the sandy soil that their estate is built on.

WINES

ESTATE CABERNET SAUVIGNON: Estate old-vine Cabernet that demonstrates the stunning profile of this varietal as it thrives in a high-elevation desert climate.

ESTATE RED BLEND: A complex Cabernet blend that exhibits impressive balance from Luján with flavors of plum, cherry, and hints of spice.

OWEN'S VYD. CABERNET: Single vineyard Cab from the best block of this 80-year-old pergola style vineyard planted with original vines.

NAOKI'S VYD. MALBEC: This single vineyard wine comes from a newly discovered terroir - an untouched plateau rich with limestone that imparts a unique minerality to the usually fruity varietal.



“Casarena is one of the names to keep in mind when thinking about new reds from Mendoza.”
- Robert Parker's *The Wine Advocate*

Chaman



Revolutionary winemaker Luis Reginato brings Argentine winemaking to the next level with terroir-focused, unique varietal wines that speak to the future of Mendoza.

WHY DOES CHAMAN STAND OUT?

- Chaman is Luis Reginato's homage to the vineyard wisdom handed down by his father and wine mentor, or 'chaman,' José Reginato.
- Luis is a winemaker who has risen to the top of the Argentine wine scene and is exploring its outer boundaries, starting in his home district of La Consulta in the southern Uco Valley.
- Less common varietals like Cabernet Franc and Petit Verdot make Chaman stand out in a Malbec-dominated category.

WINES

CABERNET FRANC: Aromatic, savory, and vivid. Luis' Cabernet Franc is one of the best in Argentina.

PETIT VERDOT: Luis transforms the powerful Petit Verdot into a supple, elegant wine with depth and grace.



Luis Reginato is one of the "Top 10 Argentine Winemakers to Watch."
- *The Drinks Business*

graffito



Brilliant and meticulous winemaker Jimena Lopez shows her talents with beautifully crafted wines from 100 year old vines.

WHY DOES GRAFFITO STAND OUT?

- Winemaker Jimena Lopez handles all aspects of Graffito from vine selection to the final blend with a precise attention to detail.
- Jimena believes so deeply in her wine quality that she puts her fingerprint stamp of approval right on the label.
- After being a consulting winemaker in 7 countries for 18 vintages, Graffito is Jimena's first personal project. Her breadth of talent and experience ensures a bright future.

WINES

MALBEC: Small-production Malbec from over 100-year-old vines with amazing concentration, aromatics, and earthy notes of smoke and espresso.

CABERNET FRANC: Jimena made this wine to experiment with one of her favorite varietals. Made from 24-year-old vines, this wine has balance, elegance, and varietally spicy characteristics.



90+ scores on every vintage since 2009 [Graffito Malbec]



La Posta, or tavern, celebrates Argentina's best small family growers who meet at the end of the day to share a story and a glass of Malbec.

WHY DOES LA POSTA STAND OUT?

- La Posta's 3 single-vineyard Malbecs, named after the grower families, demonstrate the wide range of Malbec flavor profiles provided by distinct Mendoza appellations.
- Laura Catena and winemaker Estela Perinetti create complex and approachable wines that truly overdeliver in both presentation and quality.
- La Posta's award-winning packaging offers an intimate connection to these family growers with an invitation to "raise your glass" and join their experiences.

WINES

TINTO RED BLEND: This complex table blend of Malbec, Syrah, and Bonarda is perfect by the glass, but you'll want it by the bottle.

PIZZELLA MALBEC: 'Enjoy the simpler times' in La Consulta, Uco Valley with the Pizzella family and their rich Malbec full of dark fruit and spice.

PAULUCCI MALBEC: 'Find your passion' with Angel Paulucci riding through his Ugarteche vineyards in his 1933 Model A. His Malbec boasts red fruits, violet aromas, and a soft caramel finish.

FAZZIO MALBEC: 'Never slow down' and dance in Tupungato with Domingo Fazzio with his Malbec full of supple tannins, red currant, and mocha notes.

ARMANDO BONARDA: 'Raise your glass' to Estela Armando and her grandfather's half-century old Bonarda vineyard. This wine is fresh with notes of red raspberry and smoky oak.



Value Brand of the Year, 2015
- Wine & Spirits Magazine

LA POSTA: THE GO-TO PREMIUM MALBEC

#1

MALBEC & CONSUMER DEMAND

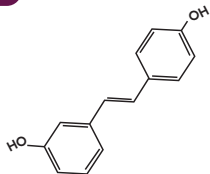
Malbec is just getting started. Many people think 'they know Malbec' and that it has already seen its heyday. With smaller block selection + precision viticulture + less usage of oak, this generation's winemakers are starting a new chapter for Malbec that we are only starting to see unfold.

6 Fast Facts



Argentine Malbec is the #1 imported red wine type into the US.

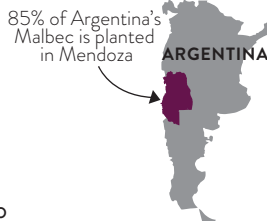
Shanken's Wine Data Report



High-elevation Argentine Malbec is scientifically proven to have more polyphenols vs. lower elevation.



Argentina is home to the most original rootstock and old-vine Malbec in the world.



Malbec is the #1 planted varietal in Argentina. (102,000 acres)



National Geographic
Lonely Planet
Wine Enthusiast
Travel & Leisure
Forbes

Top international press have rated Argentina as a leading bucket list destination.

La Posta

La Posta is the #7 imported Malbec over \$10 in the US.

Caucasia Data Report

#2

MALBEC & REGIONALITY

Three Major Influences

1. SOIL

yield & concentration

2. CLIMATE

temperature & sun exposure

3. ELEVATION

balance & acidity

Two Major Subregions in Mendoza

1. LUJAN DE CUYO

2. UCO VALLEY



Lujan de Cuyo

Wine Style: Red fruit, warm spices, and elegant tannins.

Subregions: Agrelo, Ugarteche, Perdriel

Uco Valley

Wine Style: Dark fruit, violet aromas, and higher tannins & acidity.

Subregions: Gualtallary, Tupungato, La Consulta, Altamira

#3

LA POSTA'S UNRIVALED QUALITY

The go-to, entry-level premium Malbec that should be featured on every list and in every retail space.

Fourth generation vintner Laura Catena is championing Grower Malbec with her passion project, La Posta. Started in 2000, this is Argentina's first 'grower's Malbec'. Join in on the Malbec grower revolution!

EVERYONE HAS A FAVORITE

Each wine is from a distinct region and undergoes the same winemaking process. Each is named after the grower family's last name.



PAULUCCI
'The Graceful'

91 PTS
James Suckling
2017 vintage

RED CHERRY
RASPBERRY
VIOLET



FAZZIO
'The Spicy'

92 PTS
James Suckling
2017 vintage

BLACK CHERRY
RIPE PLUM
ROSE PETALS



PIZZELLA
'The Sensual'













93 PTS
James Suckling
2017 vintage

DARK FRUITS
CHERRY
DARK CHOCOLATE

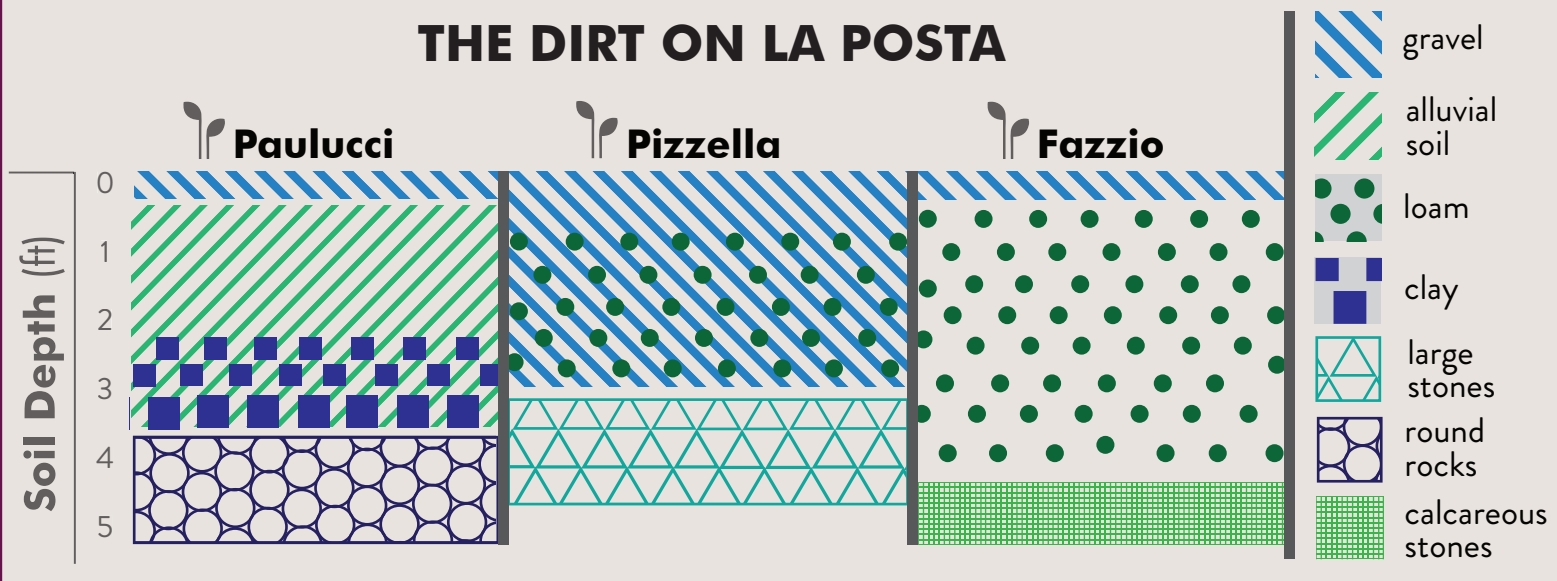


VINE CONNECTIONS

NOT ALL LA POSTA MALBECS ARE THE SAME

	Elevation	Avg. Temp at Harvest	Water Retention of Soil	Growing Season	Age of Vines (1 grape=3 years)
PAULUCCI	 3,145ft	 66°	GOOD	 210 days	 52 years
PIZZELLA	 3,444ft	 64°	POOR	 180 days	 22 years
FAZZIO	 3,576ft	 64°	MODERATE	 190 days	 18 years

THE DIRT ON LA POSTA



LA POSTA: BEYOND MALBEC

ABOUT BONARDA

Commonly mistaken for Italian Bonarda, Bonarda in Argentina is actually Douce Noir from France. Originally from the Savoie region, it is also called Charbono or Corbeau.



ARMANDO
'The Unsung Hero'

2017 vintage

91 PTS
James Suckling

90 PTS
BEST BUY
Wine Enthusiast

From half-century-old Bonarda vines that have incredible balance & expression. Bonarda has less tannin and more acidity than Malbec.



TINTO
'Table Wine Sublime'

2017 vintage

92 PTS
James Suckling

What every red table wine wants to be. A harmonious blend of classic Mendoza varietals: Malbec, Syrah and Bonarda.



VINE CONNECTIONS

LUCA



Laura Catena's ultra-premium, boutique Luca wines make history with groundbreaking work in cultivating small-grower relations, sourcing premier old-vine Malbec, and mastering non-Malbec varietals.

WHY DOES LUCA STAND OUT?

- As a wine industry leader, mother of three, author, and ER doctor, Laura's relentless determination to excel at all aspects of her life is embodied in her Luca wines.
- Laura pioneered the fostering of small-family grower relations, allowing her to gain access to some of Argentina's best old-vine, low-yield, high elevation Malbec vineyards.
- Luca made history as the first to plant Pinot Noir and Chardonnay at over 4,500 feet - the highest elevations in Mendoza for these varietals. Located in Gualtallary, they called the vineyard the G-Lot.

WINES

OLD VINE MALBEC: This Malbec has made Wine Spectator's Top 100 List twice for a reason - it is quintessentially expressive of Mendoza and impossible to replicate.

MALBEC, PARAJE ALTAMIRA: This Malbec is from the newly designated sub-appellation Paraje Altamira in the Uco Valley. Available exclusively at restaurants and wine bars.

CHARDONNAY: The perfect balance between a Burgundian and California-style Chardonnay from the high altitude "G-Lot" in Gualtallary at 4,900 feet above sea level.

PINOT NOIR: This wine's Burgundian style makes it one of Argentina's leading and highest-regarded Pinots.

LABORDE 'DOUBLE SELECT' SYRAH: Over 50 years ago, viticulturist Luis Laborde created one of the world's only double massal selection vineyards by taking cuttings from the Rhone Valley and

BESO DE DANTE: An homage to the original Bordeaux blend of Malbec and Cabernet, this powerful wine has gripping tannins and great freshness and length.

NICO: An iconic 100% old-vine Malbec from the 80 year-old Rosas Vineyard in the Uco Valley.



Luca Malbec honored twice on Wine Spectator's Top 100 List

IMPORTED BY  VINE CONNECTIONS

— MENDEL —



Mendel wines are classic and timeless, combining Roberto de la Mota's prestigious winemaking skills and old vineyards to make Mendoza's most elegant wines.

WHY DOES MENDEL STAND OUT?

- Using his French winemaking experience, Roberto de la Mota has led Argentina's winemaking movement toward world-class wine production.
- Mendel has solidified Argentina's place as a premier world wine producer with seamless, consistent, and polished wines.
- Anabelle Sielecki partnered with Roberto de la Mota to transform her family's historic 1928 vineyard into the respected estate it is today, naming it after her father, Mendel.

WINES

LUNTA MALBEC: This vineyard faces the Lunlunta Hills (Luján de Cuyo) and gives a refreshing, approachable style to Malbec.

SEMILLON: One of Argentina's oldest varietals, this rare barrel-fermented white is harvested from 60+ year-old vines and has fresh, clean citrus aromas with a hint of oak.

MALBEC: This timeless Malbec aged in Taransaud Burgundy barrels has incredible depth and stature. A wine you can drink now or cellar.

CABERNET SAUVIGNON: Perdriel terroir and precision winemaking make this one of Argentina's best Cabs.

UNUS: Blended from the best lots of the 1928 estate vineyards, this iconic small-batch blend of Malbec, Cabernet Sauvignon and Petit Verdot is powerful yet smooth.

FINCA REMOTA: From 60+ year-old vineyards at the 'Faraway Ranch' in Altamira (Uco Valley), this dense Malbec is full-bodied with enticing floral aromas and black fruit flavor.



"Mendel is 'The Best of the Best' for Roberto de la Mota's brilliant talent and spirit."

- Robert Parker's *The Wine Advocate*

REGINATO



As Argentina's most revered sparkling producers, the father-son Reginato team makes some of the world's best sparkling wines with classic Argentine varietals.

WHY DOES REGINATO STAND OUT?

- Handcrafted from grape to bottle, Reginato wines' artisan-quality makes them some of Mendoza's most sought-after sparkling wines.
- Unlike other "factory" sparkling wine producers in Mendoza, Pepe and his father José personally manage the whole process themselves from grape to bottle.
- Using both the Traditional Method (méthode champenoise) and the Charmat Method, the Reginatos showcase the breadth of their expertise in their sparkling wine production.

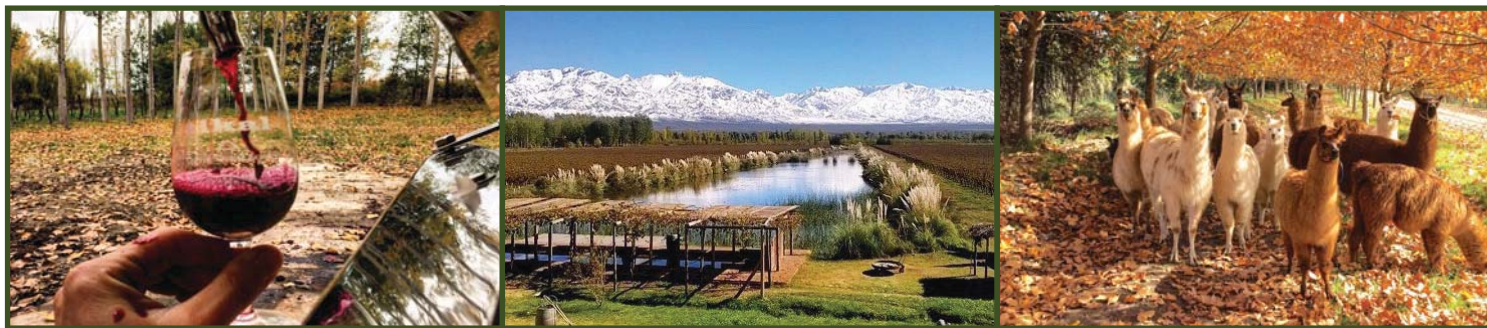
WINES

CELESTINA ROSÉ OF MALBEC: A rare vintage and pink sparkling wine aged 18 months and made using méthode champenoise. It is named after the family's late matriarch, Celestina, whose name means "matchmaker" in Spanish. This Rosé is crisp and refreshing with notes of floral spice, and an amazing elegant finish.

ROSÉ OF MALBEC: A medium-bodied Rosé made using the Charmat Method. This wine is perfect alone or paired with food. Try paired with seared ahi tuna, roasted turkey or fresh berries.



"Flavorful sparklers with a nice sense of place."
- Beverage Testing Institute



Ernesto Catena's creative, artistic passion to always think outside the box is embodied in Tikal's top-rated Malbec blends.

WHY DOES TIKAL STAND OUT?

- Ernesto Catena gives a rebellious edge to Tikal's outstanding quality with his artistic, free-spirited approach to winemaking.
- Tikal uses biodynamic viticulture including grazing llamas between the vines and following the moon cycle for harvest, leading to a purer expression of the vineyard in the wines.
- Each Tikal wine blends Malbec with a unique varietal to show Malbec's adaptability and is named with a Spanish word that reflects the spirit of Mendoza's pride, love, and celebration.

WINES

PATRIOTA: As #45 on Wine Spectator's 'Top 100 List,' this '*Patriotic*' old-vine Bonarda and Malbec is blended to perfection.

NATURAL: An '*earth-friendly*' biodynamic blend of Malbec and Syrah made with certified organic grapes.

AMORIO: A blend of Malbecs from different appellations in Mendoza. Amorio, or '*Love Affair*' represents the deep and enduring feelings the Argentine people have toward the Malbec grape.

JUBILO: Cabernet lovers will '*Rejoice*' when realizing their favorite varietal gets even better with the soft touch of Malbec.



Tikal Patriota 2012 is #14 on the Top 100 List
- Top 100 List 2014, Wine Spectator

tikal BIODYNAMICS

BIODYNAMICS: holistic farm management system that interconnects the vineyard, the earth, and the universe.

ECOSYSTEM LIFECYCLE

Biodynamic farming naturally respects the environment.

- ❌ Fertilizer
- ❌ Pesticides
- ❌ Fungicides
- ❌ Herbicides
- ❌ Other Chemical Additives

COVER CROPS

- Boost soil fertilization
- Deter pests
- Prevent weeds
- Combined with grape skins
- Turn into compost
- Used as fertilization.

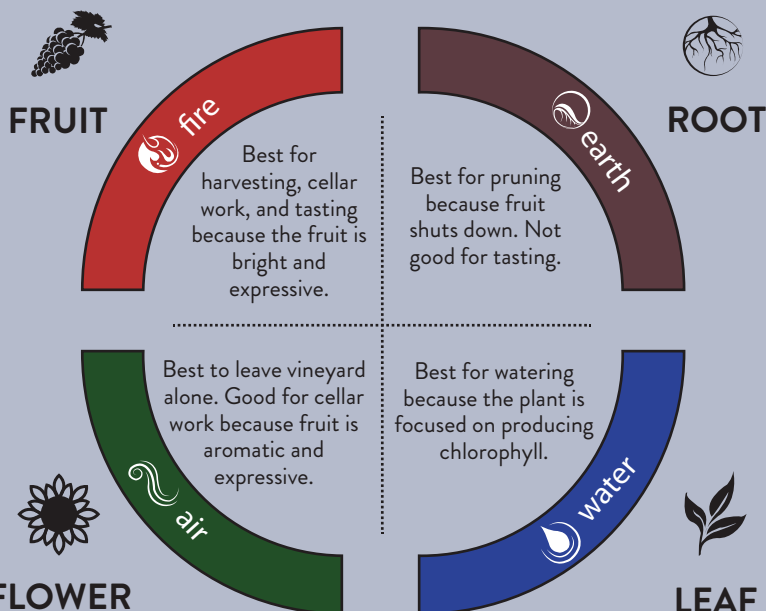
ANIMALS

- Feed On Cover Crops
- Produce Manure

MANURE

BIODYNAMIC CALENDAR

- The biodynamic calendar follows movements of the moon, sun, and the stars to guide farming and winemaking.
- Days are divided into four categories that correspond to the classical elements of earth, fire, air, and water.



VINEYARD PREPARATIONS

FOR VINES



quartz inside a cow horn

Energy Effect

Horn acts as an antenna, taking energy from the sky. Quartz dust collects energy and magnifies it, giving the sun's energy to the vines.

Physical Effect

Enhances photosynthesis, enriching the health and flavor of the grapes. Also burns fungus/botrytis.

FOR SOIL



manure inside a cow horn

Energy Effect

Horn acts as an antenna, taking energy from the sky. Manure symbolizes natural lifecycle.

Physical Effect

Microorganisms help roots grow, feed the soil, and promote vitality.





CHILE Wine Regions



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

ATACAMA DESERT

ANDES MOUNTAINS

ANDES MOUNTAINS

70.6° W
SANTIAGO

La Serena

Valparaíso

San Antonio

San Felipe

Mt. Aconcagua
Elev 22,841'

Mt. Tupungato
Elev 21,500'

SANTIAGO

Rancagua

Santa Cruz

Curico

Talca

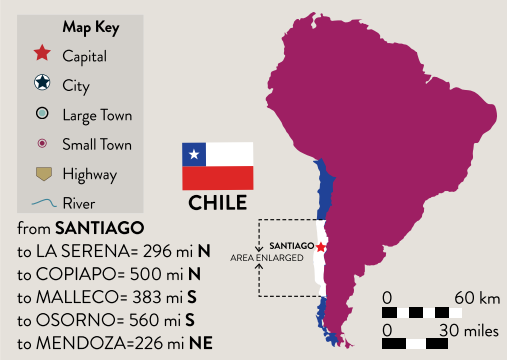
Chillán

Concepción

Angol

Temuco

★ MENDOZA (ARG)



CHILEAN WINE HISTORIC TIMELINE

ROOTS

- **1521** – Spaniards arrive to Mexico bringing País (Listán Prieto) vines with them from the Canary Islands.
- **Mid 1500's** – First vines (País) planted in Chile in 3 main areas: Copiapó (north), Concepción (south), and Santiago (central).
- **1541** – Pedro de Valdivia founds Santiago.

ROYAL REBELLION

- **17th + 18th century**
 - Chile plants more vineyards, produces quality wine, becomes less reliant. Spanish wine imports cut by half.
 - King Philip II of Spain bans new vineyard planting and limits production. Chile doesn't abide.
- **1818** – Chilean Independence. Bernardo O'Higgins and Jose de San Martin win Chilean Independence against Spanish royalists.
- **19th century**
 - 1830's - First Bordeaux varietals arrive to Chile (pre-phylloxera).
 - Wealthy families travel to Europe and desire the French Château and lifestyle.
 - 1824-1883 - First long-standing wineries established in Chile (Carmen, Cousiño Macul, Viña San Pedro, Errazuriz, Santa Rita, Concha y Toro).

ROCKY ROAD

- **1900-1990**
 - Natural disasters, World Wars, depression, economic crisis, production caps, anti-alcohol laws, land reforms, military coup...
 - **1988-1990** – General Pinochet loses the referendum vote and Christian Democrat Patricio Aylwin wins presidential election.

REVIVAL, RISE, RECOGNITION

- **1990-2008** – Wine industry flourishes – Foreign investment and growth.
 - **1990-2000** - Acreage and production double. Export business booms.
 - Foreign investment (Lafite-Rothschild, Baron Philippe de Rothschild, Château Margaux, Cos d'Estournel, Mondavi, Marnier-Lapostolle).
 - Icon wines released (Don Melchor, Casa Real, Señal, Montes Alpha, Almaviva, Clos Apalta, Viñedo Chadwick).
 - New regions pioneered (Casablanca, Leyda, Malleco, Andes Mountains, Elqui/Limari for premium winemaking).
- **1994** - First valley appellations officially named.
- **1994** - Carmenere discovered.

REVOLUTION

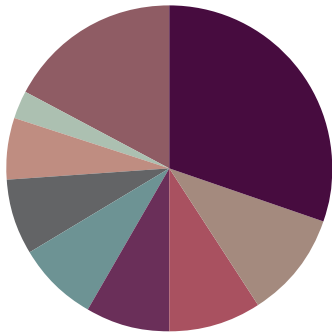
- **2009 - present** –
 - **2009** - MOVI founded.
 - **2010** - VIGNO founded.
 - Terroir hunt expands – more refined vineyard practices and block selection. Winemakers travel globally.
 - **2012** - Andes, Entre Cordillera, Costa officially named, along with 4 more winemaking valleys (extreme north and south)
 - **2013** – Vine Connections launches first premium and appellation-based Chilean portfolio to the US market.
 - **2013** - 'The New Chile' headline on cover page of Wine Spectator.



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

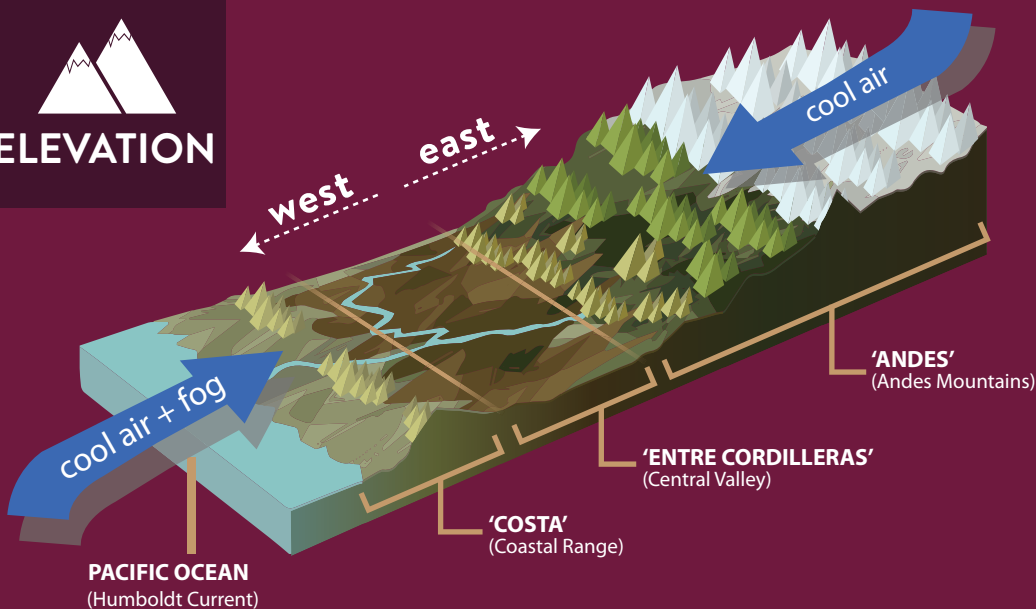
cool, diurnal
temp. shift

CENTRAL

warm, dry

WEST

cool, foggy



- 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'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 TERROIR

ATACAMA DESERT

PACIFIC OCEAN
VINEYARD AREA
ANDES

PATAGONIA

CHILE IN NUMBERS

2,700
miles in length

1,100
mile stretch of
viticultural 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



VINE CONNECTIONS
www.vineconnections.com

THE
NEW CHILE

CHILE'S GEOLOGY OF TERROIR

And Where It's Found Around The World

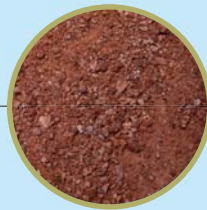
LIMESTONE

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



PACIFIC OCEAN

ATACAMA DESERT

30° S



ANDES MOUNTAINS

Mt. Aconcagua
Elev 22,841'

Mt. Tupungato
Elev 21,500'

★ SANTIAGO

ARGENTINA

38° S

PATAGONIA

100 miles



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	

AQUITANIA

"Very good balance and elegance."
- The Wine Advocate

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

**Bo
ya**

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

Sauvignon Blanc	2017	92 W&S	
Pinot Noir	2017	90 D	
Rosé	2018	92 D	90 JS

J. BOUCHON

2017 Wine & Spirits Magazine Top Ten Wineries to watch

CantoSur	2018*	92 D	
CantoNorte	2016	90 D	
Cabernet Sauvignon	2016*	93 JS	90+ WA
	2015	90 WA	
Pais Viejo	2018	91 JS	91 D 90 WA
Pais Salvaje	2018	93 D	92 JS 91+ WA
	2017	90 W&S	

MAYU

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

Casa Silva

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

Carmenere, Cuvee Colchagua	2018*	90 JS	
	2017	90 JS	90 D
Carmenere, Los Lingues	2017	91 D	90 JS
Cabernet Sauvignon, Los Lingues	2017	91 JS	
	2016	91 JS	
Microterroir	2011	92 JS	91 WA
Altura	2008	93 WA	92 V
Lago Ranco Sauvignon Blanc	2017	90 JS	
S38 Cabernet Sauvignon	2016*	93 JS	93 D
	2015	93 D	92 WE

P. S. GARCIA

"Full and polished. Shows clarity and brilliance"
- James Suckling

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

SOLdeSOL

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

Chardonnay	2015	96 D	93+ WA
	2014	92 WA	
Pinot Noir	2014*	92 JS	91 WA
	2012	91 V	

Carmenere - Syrah	2017*	90 WA
	2015	90 WA
Sauvignon Blanc	2018*	89 WA
Pedro Ximenez	2018*	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

APRIL 2019

IMPORTED BY VINE CONNECTIONS



VineConnections.com

Amayna



Amayna creates its own category of a rich style of cool climate wines grown within 7 miles of the Pacific Ocean.

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.
- 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 ya



Grapes grown on oceanside vineyards on the Leyda coast, Bo ya (or buoy in Spanish) is bursting with fresh fruit flavors & brisk acidity.

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;
Leading 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.
- All grapes are estate grown and only from the Colchagua Valley.
- Casa Silva runs the highest level of research and development in Chile for Carmenere - 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 Carmenere.

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

S38 CABERNET SAUVIGNON: S38 marks a single, small soil block in Casa Silva's iconic Los Lingues vineyard.

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

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 Carmenere's potential in Chile.



"Truly impressive... The future for Carmenere." [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 Carmenere, 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 (Carmenere/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 Carmenere, 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 wild 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

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*

P.S. GARCIA



Felipe Garcia is revolutionary - 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*

IMPORTED BY  VINE CONNECTIONS

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 Solminihaac 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 holy 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*

IMPORTED BY  VINE CONNECTIONS