

# WHY SUSTAINABILITY SELLS



## SUSTAINABILITY STILL SWAYS CONSUMER ATTITUDES

with the effects of 2020, more consumers are gravitating to products that offer 'better-for-you' benefits

# 71%

of US wine drinkers indicate they are considering buying sustainably produced wines in the future



seeking sustainable products & lessening environmental impact is a top priority for Gen-Z and Millennial consumers

# +\$3

US wine consumers are willing to pay an average of \$3 more per bottle for sustainably produced wine



Wine Intelligence has found that intent to purchase is NOT dependent on USDA organic certification, but listing 'sustainable' is more affective in creating intent to purchase

# 2/3

of US wine consumers perceive wine as healthier than beer, seltzer & spirits

\*Wine Intelligence Surveys, 2019 & 2020

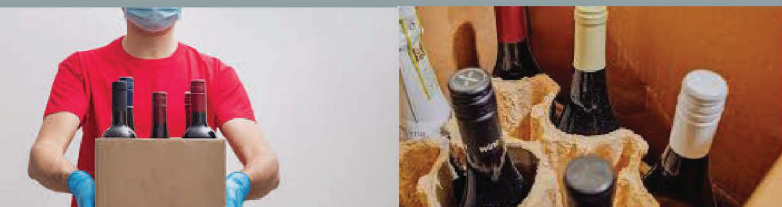
## NATURAL WELLNESS FROM THE ANDES

# >75%

over three quarters of Chilean wineries are certified sustainable

**Eco-friendly wine practices date back 100's of years in Chile!**

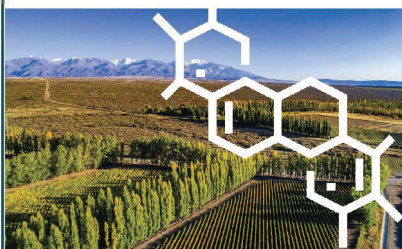
Chile's warmer, arid climate is a natural deterrent to pests & disease, and have helped alleviate the need for pesticides.



## CONSUMERS & RETAILERS ARE REACHING FOR SUSTAINABLE WINES



Nielsen recently identified 'Wellness\*' as a top 3 consumer trend in 2020 that they predict will continue through 2021



### Increased Polyphenol Count in Argentine Malbec

The high-elevation vineyards & increased UV exposure of Mendoza increase the presence of polyphenols, the antioxidant rich compounds often thought to contribute to wine's healthful benefits.



47% of Drizly wine retailers said they plan to expand their organic & natural offerings. Drizly identified this category as a top trending category in alcohol.

\*Wellness defined as "better-for-you, low alc and transparency"





# VINE CONNECTIONS

## SUSTAINABLE, ORGANIC & BIODYNAMIC PORTFOLIO



### SUSTAINABLE

Refers to a range of practices that are not only ecologically sound, but also economically viable & socially responsible.



### ORGANIC

Wine produced from organically grown grapes and without any added sulfites.



### BIODYNAMIC

Grapes that are farmed biodynamically, and the winemaker refrains from using any common manipulations such as yeast additions or acidity adjustments.

#### AMAYNA



#### AMAYNA Sauvignon Blanc

**94PTS**  
Wine & Spirits  
2018 Vintage

**91PTS**  
EDITOR'S CHOICE  
Wine Enthusiast  
2019 Vintage

*Certified Sustainable by Wines of Chile Sustainability Code*

Great acidity and expressive tropical fruit notes of mango, pineapple and passion fruit. Coastal influence brings this wine a savory saline balance.

- Harvested from vineyards in the Leyda Valley and fermented in stainless steel.

REGION: San Antonio  
AVG. ELEVATION: 750 ft.  
AVG. AGE OF VINES: 20 yrs  
CASE SIZE: 12/750ml



#### AMAYNA Pinot Noir

**91PTS**  
James Suckling  
2015 Vintage

*Certified Sustainable by Wines of Chile Sustainability Code*

A rich Pinot Noir with coastal influence. Excellent aromatic complexity with notes of vanilla, spice and a touch of violet.

- Harvested from vineyards in the Leyda Valley and aged 12 months in French oak.

REGION: San Antonio  
AVG. ELEVATION: 820 ft.  
AVG. AGE OF VINES: 16 yrs  
CASE SIZE: 12/750ml

#### BOYA



#### BOYA Sauvignon Blanc

**94PTS**  
Descorchados  
2018 Vintage

**90PTS**  
Vinous  
2019 Vintage

*Certified Sustainable by Wines of Chile Sustainability Code*

The perfect balance of lime-tinged fruit and natural acidity with a clean, refined finish.

- No malolactic fermentation and aged in stainless steel.

REGION: San Antonio  
AVG. ELEVATION: 750 ft.  
AVG. AGE OF VINES: 10 yrs  
CASE SIZE: 12/750ml



#### BOYA Rosé

**92PTS**  
Descorchados  
2018 Vintage

**90PTS**  
James Suckling

*Certified Sustainable by Wines of Chile Sustainability Code*

Refreshing coastal Rosé with flavors of bright raspberry, tangerine, and a mineral finish. 93% Pinot Noir, 7% Grenache

- Hand-harvested & fermented in steel tanks.

REGION: San Antonio  
AVG. ELEVATION: 750 ft.  
AVG. AGE OF VINES: 10 yrs  
CASE SIZE: 12/750ml



#### BOYA Pinot Noir

**90PTS**  
Descorchados  
2017 Vintage

**92PTS**  
Tim Atkin

*Certified Sustainable by Wines of Chile Sustainability Code*

An approachable coastal Pinot with lively acidity and filled with bright red fruit notes. Well balanced and harmonious style.

- Harvested early to achieve bright, low alc., fresh style. Aged 8-10 months in oak.

REGION: San Antonio  
AVG. ELEVATION: 820 ft.  
AVG. AGE OF VINES: 9 yrs  
CASE SIZE: 12/750ml

#### CASA SILVA



#### CASA SILVA Sauvignon Gris

**90PTS**  
Tim Atkin  
2018 Vintage

- *Certified Sustainable by Wines of Chile Sustainability Code*
- Vegan

A rarely-seen varietal harvested from vines planted in 1912. Fresh with great acidity and notes of ripe green melon.

- One of the oldest blocks of the Casa Silva estate vineyard.
- Fermented and aged in stainless steel to preserve the natural acidity and concentration.

REGION: Colchagua  
AVG. ELEVATION: 1000 ft.  
AVG. AGE OF VINES: 104 yrs  
CASE SIZE: 12/750ml



#### CASA SILVA Carmenerre Los Lingues

**91PTS**  
Vinous  
2018 Vintage

- *Certified Sustainable by Wines of Chile Sustainability Code*
- Vegan

Expressive Carmenerre with great structure and powerful, sweet & round tannins.

- Harvested block by block for optimal ripeness.
- 80% aged in oak barrels for 10-12 months.

REGION: Colchagua  
AVG. ELEVATION: 1475 ft.  
AVG. AGE OF VINES: 18 yrs  
CASE SIZE: 12/750ml



#### CASA SILVA Carmenerre Cuvee Colchagua

**90PTS**  
James Suckling  
2018 Vintage

- *Certified Sustainable by Wines of Chile Sustainability Code*
- Vegan

Aromas of black cherries, plum and hints of spice.

- Cold soaked, fermented with regular pumpovers, then 50% of the blend is aged in oak for 8 months.

REGION: Colchagua  
AVG. ELEVATION: 1000 ft.  
AVG. AGE OF VINES: 18 yrs  
CASE SIZE: 12/750ml





## CASA SILVA



2018 Vintage

### CASA SILVA Cabernet Sauvignon Los Lingues

**89PTS**  
Wine Advocate

- Certified Sustainable by Wines of Chile Sustainability Code
- Vegan

Single vineyard Cabernet with notes of strawberry, spiced black pepper and cassis.

- Harvested block by block to achieve optimal ripeness.
- 80% aged in oak barrels for 10 - 12 months.

REGION: Colchagua  
AVG. ELEVATION: 1476 ft.  
AVG. AGE OF VINES: 17 yrs  
CASE SIZE: 12/750ml



2015 Vintage

### CASA SILVA S38 Cabernet Sauvignon

**93PTS** | **92PTS**  
Descorchados | EDITOR'S CHOICE  
Wine Enthusiast

- Certified Sustainable by Wines of Chile Sustainability Code
- Vegan

S38 is a single, small soil block in Casa Silva's Los Lingues vineyard. Outstanding freshness, balance & depth.

- Hand-harvested from blocks planted in deep stony soils.
- Aged 14 months in new French oak barrels. The best barrels are blended and aged in bottle for at least 1 year.

REGION: Colchagua  
AVG. ELEVATION: 1476 ft.  
AVG. AGE OF VINES: 21 yrs  
CASE SIZE: 12/750ml



2012 Vintage

### CASA SILVA Microterroir

**93PTS** | **90PTS**  
James Suckling | Wine Enthusiast

- Certified Sustainable by Wines of Chile Sustainability Code
- Vegan

A result of groundbreaking research defining Carmener's potential in Chile. Harmonious profile with notes of ripe red fruits & spices.

- Made from a collection of micro-sites within the Los Lingues vineyard.
- Aged 12 months in French oak barrels and 2 years in bottle.

REGION: Colchagua  
AVG. ELEVATION: 1475 ft.  
AVG. AGE OF VINES: 17 yrs  
CASE SIZE: 6/750ml

## LA POSTA



### LA POSTA Pizzella Malbec

**93PTS** | **91PTS**  
James Suckling | James Suckling  
2018 Vintage | 2019 Vintage

#### Certified Sustainable [Bodegas De Argentina]

Single vineyard Malbec rich in flavor and full of dark fruit and spice. Beautiful aromas of black cherry, dark chocolate and baker's spice.

- Soil consisting of sandy loam, sand, silt, and clay with 20% stones covered by limestone.
- Aged 12 months in 80% French oak and 20% unoaked.

REGION: Uco Valley  
AVG. ELEVATION: 3600 ft.  
AVG. AGE OF VINES: 17 yrs  
CASE SIZE: 12/750ml



### LA POSTA Paulucci Malbec

**91PTS** | **92PTS**  
James Suckling | James Suckling  
2018 Vintage | 2019 Vintage

#### Certified Sustainable [Bodegas De Argentina]

Single vineyard Malbec. Juicy with aromas of red cherries, raspberries, and violets along with notes of toasty oak.

- Soil consisting of sandy loam, sand, silt, and clay.
- Aged 12 months in 80% French oak and 20% unoaked.

REGION: Luján de Cuyo  
AVG. ELEVATION: 3150 ft.  
AVG. AGE OF VINES: 46 yrs  
CASE SIZE: 12/750ml



### LA POSTA Fazzio Malbec

**92PTS** | **92PTS**  
James Suckling | James Suckling  
2017 Vintage | 2018 Vintage

#### Certified Sustainable [Bodegas De Argentina]

A vibrant single vineyard malbec full of supple tannins and full of red currant, mocha and black cherry notes.

- Soil consisting of sandy loam, sand, silt, and clay.
- Aged 12 months in 10% new, 70% 2nd use French oak and 20% stainless steel.

REGION: Uco Valley  
AVG. ELEVATION: 3050 ft.  
AVG. AGE OF VINES: 45 yrs  
CASE SIZE: 12/750ml



### LA POSTA Tinto Red Blend

2018 Vintage

**92PTS**  
James Suckling

#### Certified Sustainable [Bodegas De Argentina]

A complex table blend with aromas of red cherries and raspberry infused with mocha and spice. 60% Malbec, 20% Bonarda, 20% Syrah

- 60% of the blend is aged 9 months in 2nd and 3rd use barrels, 60% French and 40% American oak.

REGION: Uco Valley  
AVG. ELEVATION: 3000ft.  
AVG. AGE OF VINES: 33 yrs  
CASE SIZE: 12/750ml



2018 Vintage

### LA POSTA Armando Bonarda

**91PTS**  
James Suckling

#### Certified Sustainable [Bodegas De Argentina]

A fresh wine with notes of red raspberry & smoky oak.

- Aged 10 months in 70% 2nd use French oak and 30% stainless steel.

REGION: Guaymallén  
AVG. ELEVATION: 2300 ft.  
AVG. AGE OF VINES: 53 yrs  
CASE SIZE: 12/750ml

## LUCA



2018 Vintage

### LUCA Old Vine Malbec

**#4**  
TOP 100 LIST & 93pts  
Wine Enthusiast | **94PTS**  
James Suckling

#### Certified Sustainable [Bodegas De Argentina]

Listed on Wine Spectator's top 100 list twice. A Malbec filled with spice, black cherry cola aromas and notes of cocoa.

- Grapes are hand-harvested and aged for 14 months in 35% new and 65% 2nd use French barrels.

REGION: Uco Valley  
AVG. ELEVATION: 3500 ft.  
AVG. AGE OF VINES: 50 yrs  
CASE SIZE: 12/750ml



2018 Vintage

### LUCA Chardonnay

**93PTS** | **92+PTS**  
James Suckling | Wine Advocate

#### Certified Sustainable [Bodegas De Argentina]

Perfect balance between Burgundian and California-style Chardonnay. Hints of tropical fruit, spiced baked pear and minerality.

- Hand-harvested from the "G-Lot" vineyard in Gualtallary.
- 80% barrel-fermented and 20% tank fermented. Aged 12 months in French barrels.

REGION: Uco Valley  
AVG. ELEVATION: 5000 ft.  
AVG. AGE OF VINES: 26 yrs  
CASE SIZE: 12/750ml





## LUCA



2017 Vintage

### LUCA Malbec, Paraje Altamira

**91PTS**  
Wine Advocate

#### Certified Sustainable [Bodegas De Argentina]

Available exclusively for on-premise. Notes of black cherry & dark berries with hints of violet. A great expression of Malbec from the Uco Valley.

- Vineyards composed of shallow, rocky, alluvial soils irrigated by Andes snow melt.
- Aged 12 months in 30% new and 70% 2nd use French barrels.

REGION: Uco Valley  
AVG. ELEVATION: 3600 ft.  
AVG. AGE OF VINES: 16 yrs  
CASE SIZE: 12/750ml



2018 Vintage

### LUCA Pinot Noir

**94PTS** | **92PTS**  
James Suckling | Wine Advocate

#### Certified Sustainable [Bodegas De Argentina]

Burgundian style Pinot with beautiful aromas of wild strawberries, saddle leather and cola root.

- Hand-harvested and aged 12 months in 25% new and 75% 2nd use French barrels.

REGION: Uco Valley  
AVG. ELEVATION: 5000 ft.  
AVG. AGE OF VINES: 23 yrs  
CASE SIZE: 12/750ml



2016 Vintage

### LUCA Laborde Select Syrah

**92PTS** | **90PTS**  
James Suckling | Wine Advocate

#### Certified Sustainable [Bodegas De Argentina]

One of the world's only double massal selection vineyards with cuttings from the Rhone valley and a second selection in the Uco Valley.

- Aged 12 months in 50% new French & 50% second use French barrels.

REGION: Uco Valley  
AVG. ELEVATION: 3500 ft.  
AVG. AGE OF VINES: 41 yrs  
CASE SIZE: 12/750ml



2016 Vintage

### LUCA Beso de Dante

**93PTS** | **92+PTS** | **94PTS** | **93PTS**  
Wine Enthusiast | Wine Advocate | James Suckling | Wine Advocate  
2016 Vintage | 2016 Vintage | 2018 Vintage | 2018 Vintage

#### Certified Sustainable [Bodegas De Argentina]

A powerful wine with gripping tannins, great structure and balance. Aromas of cassis, mint and oak. 50% Cabernet Sauvignon, 40% Malbec, 10% Cabernet Franc

- Hand-harvested and aged 18 months in 50% new, 50% second use French barrels.

REGION: Uco Valley  
AVG. ELEVATION: 3500 ft.  
AVG. AGE OF VINES: 30 yrs  
CASE SIZE: 6/750ml



2014 Vintage

### LUCA Nico Malbec

**95PTS** | **94PTS** | **96PTS** | **92+PTS**  
James Suckling | Wine Enthusiast | James Suckling | Vinous  
2014 Vintage | 2014 Vintage | 2015 Vintage | 2015 Vintage

#### Certified Sustainable [Bodegas De Argentina]

Iconic old-vine Malbec and only 4 barrels produced. Dense, concentrated and expressive.

- Grapes are hand-harvested from vineyards in Altamira and La Consulta.
- Aged 24 months in French oak barrels.

REGION: Uco Valley  
AVG. ELEVATION: 3200 ft.  
AVG. AGE OF VINES: 51 yrs  
CASE SIZE: 3/750ml

## TIKAL



2016 Vintage

### TIKAL Natural

**91+PTS** | **93PTS**  
Wine Advocate | James Suckling  
2016 Vintage | 2017 Vintage

- Organically Grown Grapes
- Certified Biodynamic

An 'earth-friendly' biodynamic blend with notes of red cherries, black raspberry and spiced mocha. 60% Organic Malbec, 40% Organic Syrah

- Aged 10 months in 80% French, 20% American oak.

REGION: Uco Valley  
AVG. ELEVATION: 3500 ft.  
AVG. AGE OF VINES: 13 yrs  
CASE SIZE: 12/750ml



2016 Vintage

### TIKAL Patriota

**90PTS** | **93PTS**  
Wine Advocate | James Suckling  
2016 Vintage | 2017 Vintage

#### Sustainably Produced

Full bodied yet balanced with layers of raspberry, cherry and cocoa. 60% Bonarda, 40% Malbec

- Hand-harvested from vineyards in Vista Flores and Rivadavia.
- Aged 12 months in 70% French & 30% American oak

REGION: Luján de Cuyo & Rivadavia  
AVG. ELEVATION: 3280 ft.  
AVG. AGE OF VINES: 78 yrs  
CASE SIZE: 12/750ml



2014 Vintage

### TIKAL Jubilo

**91PTS** | **91PTS**  
Wine Advocate | Wine Enthusiast

#### Sustainably Produced

Deep black currant and oak aromas with notes of black cherry liqueur and a touch of black tea. 60% Malbec, 40% Cabernet Sauvignon

- Hand-harvested from the Vistaflores vineyards.
- Aged for 16 months in 70% French & 30% American oak barrels.

REGION: Uco Valley  
AVG. ELEVATION: 3280 ft.  
AVG. AGE OF VINES: 13 yrs  
CASE SIZE: 6/750ml



2015 Vintage

### TIKAL Amorio

**91PTS** | **90PTS**  
Wine Advocate | Wine Spectator

#### Sustainably Produced

Aromas of smoky oak and cherry. Rich and velvety on the palate.

- Hand-harvested from the Vistaflores vineyards.
- Aged for 12 months in 70% French & 30% American oak.

REGION: Uco Valley  
AVG. ELEVATION: 3280 ft.  
AVG. AGE OF VINES: 14 yrs  
CASE SIZE: 12/750ml

