

SOUTH AMERICAN WINES SEMINAR

London, January, 2013




TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA






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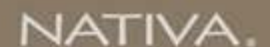

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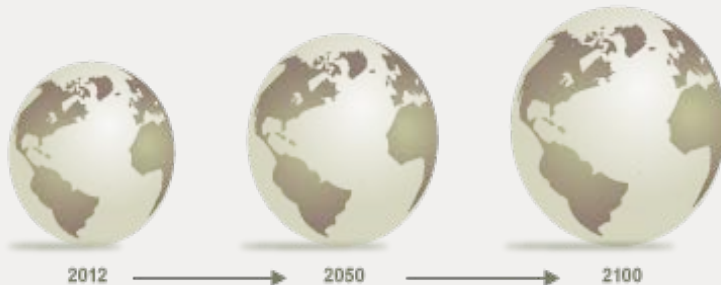
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Santa Rita Estates Sustainability Programme



Sustainability · Concept “Brundtland Report” UN 1987

Sustainability and Growth



Since 1850:

Population x 6,
Waste x 10,
Water consumption x 40,
Energy consumption x 10.

In 2050 we will need 1/3 more Earths than today and by 2100 we will need two Earths



Sustainable development is defined as one that satisfies the needs of present generations without compromising the needs of future generations.

Sustainability

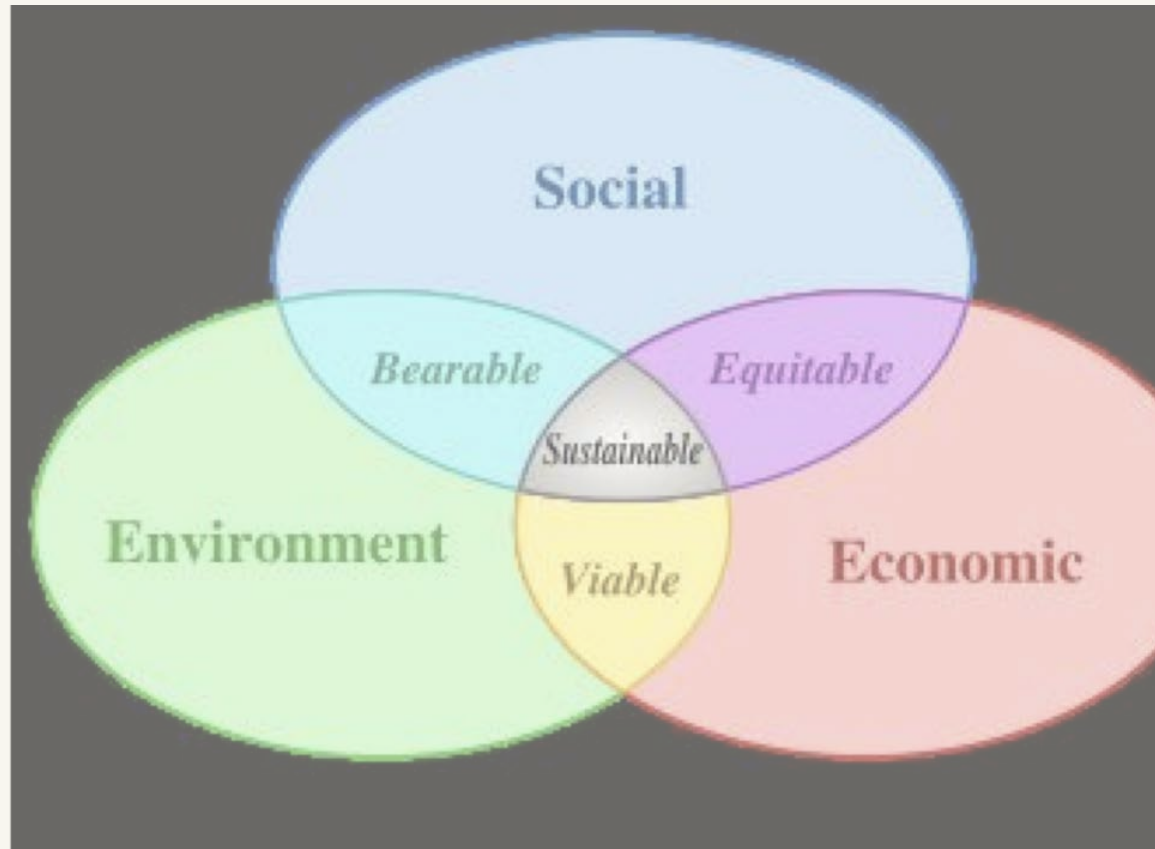
How to deal with Sustainability?

Define, measure, manage

Santa Rita Estates Sustainability Programme

I. Define

Sustainability is the convergence of being environmentally friendly, socially equitable and economically viable.



II. Measure: Sustainability Standards at New World Wine Producers



New York Guide to Sustainable Viticulture Practices



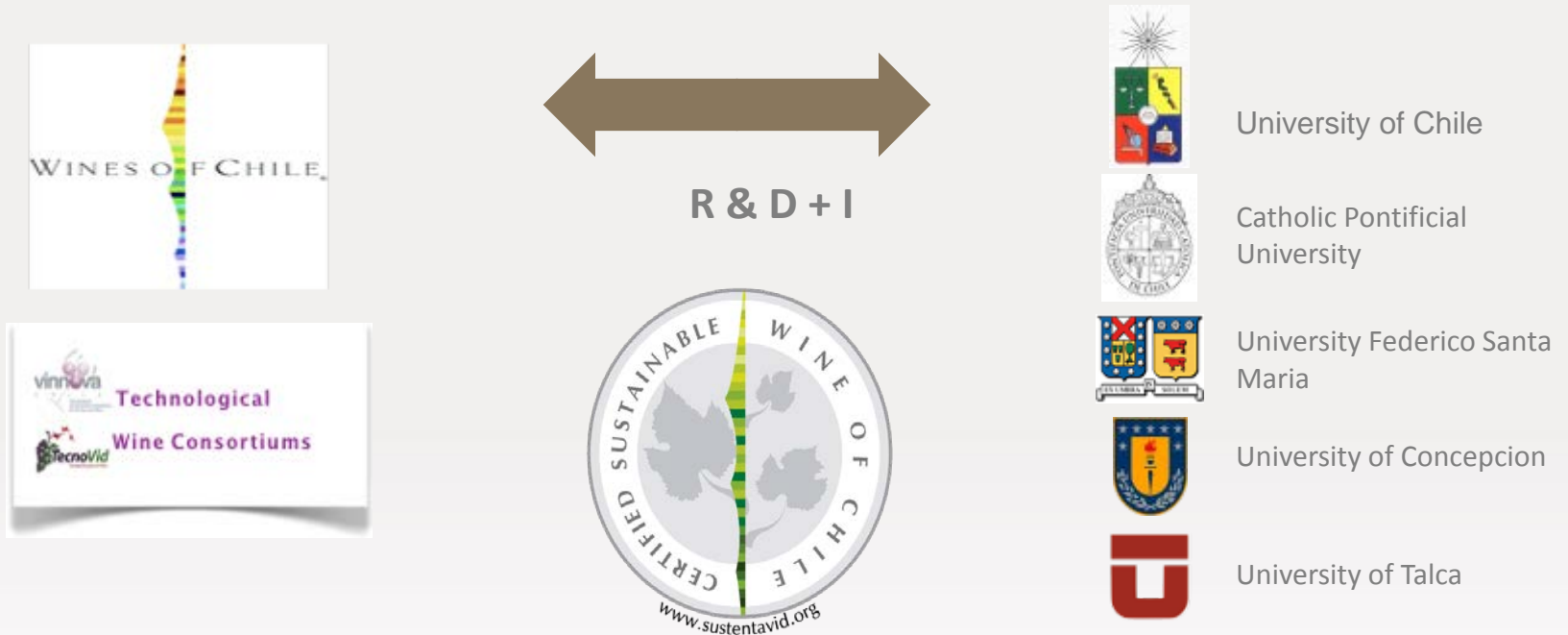
NEW ZEALAND WINE AN EXPERIENCE LIKE NO OTHER. PURE DISCOVERY



II. Measure: Sustainability at Chilean Wine Industry

Chilean Wine Industry Sustainability Standard

Standard developed by Universities with the Chilean Wine Industry



II. Measure- Sustainability Certifications: Certified Sustainable Wine of Chile for Santa Rita Estates



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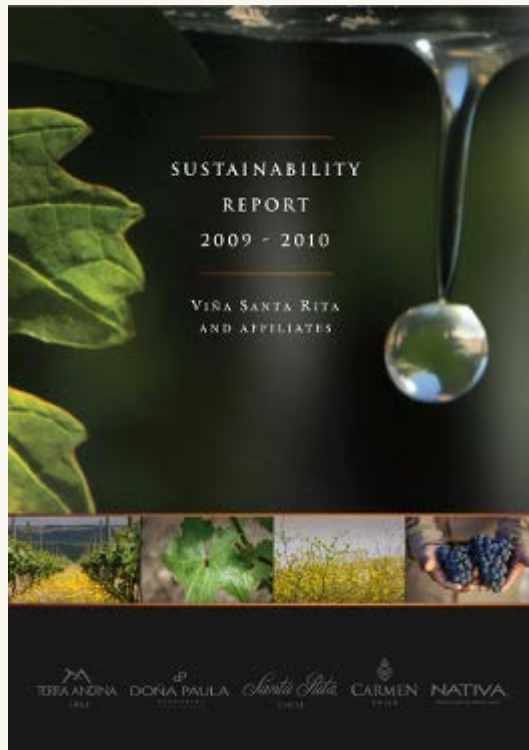
Santa Rita

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II. Measure- Santa Rita Estates Sustainability GRI Report G3

2009 – 2010



2011



Available at www.santarita.com


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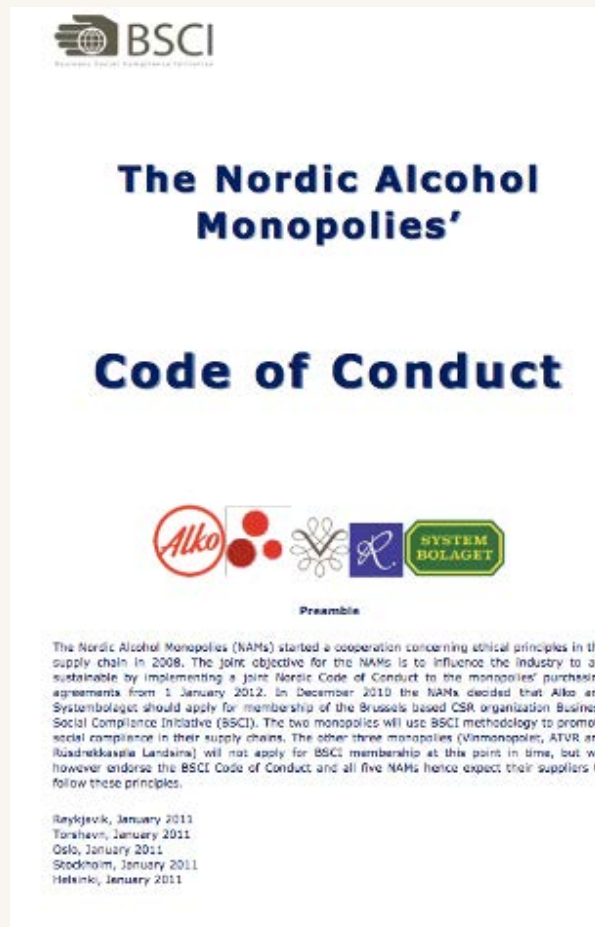

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II- Measure- Nordic Alcohol Monopolies Code of Conduct



Santa Rita participated in the Nordic Alcohol Monopolies Code of Conduct Pilot during October 2011 based on BSCI.


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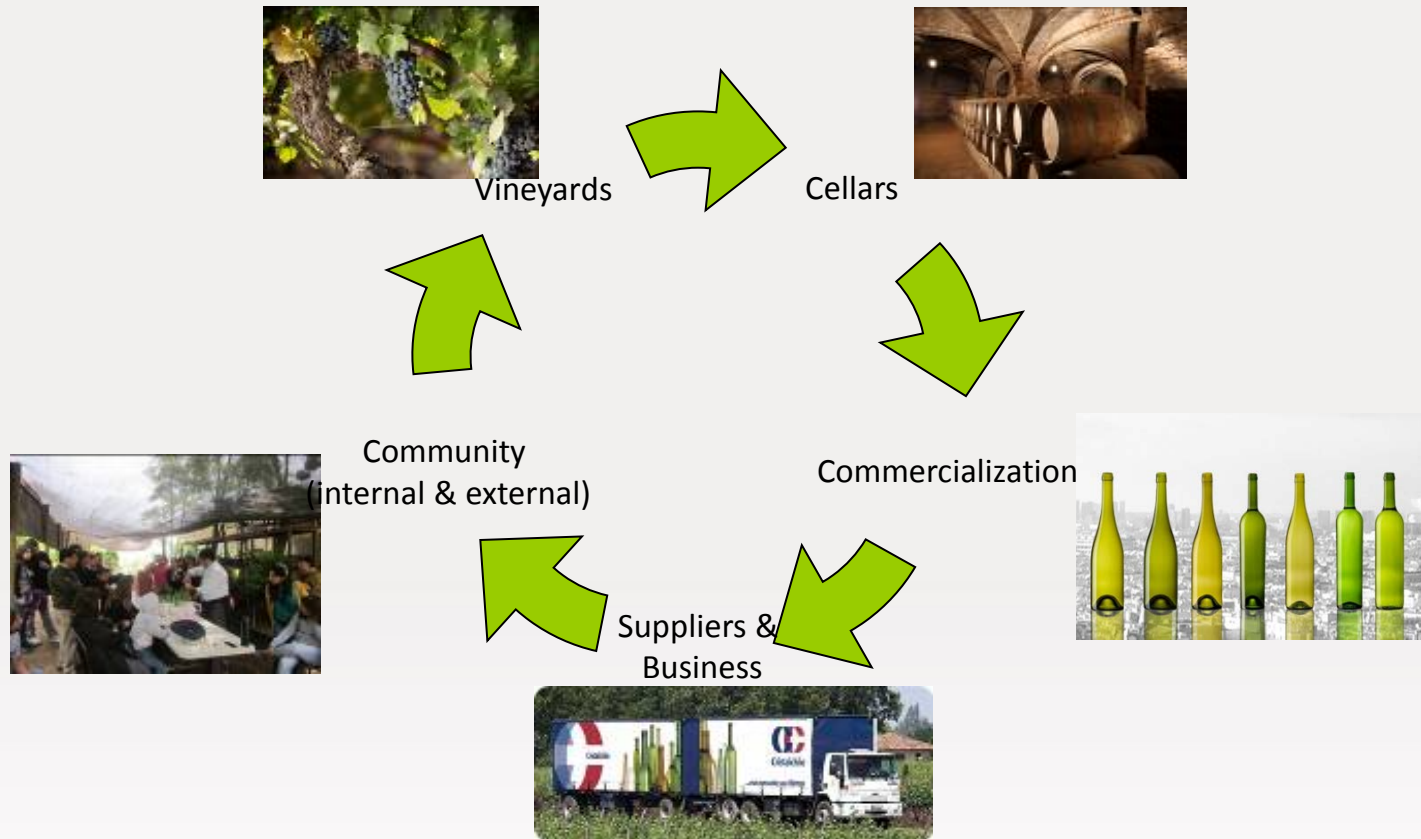

CARMEN
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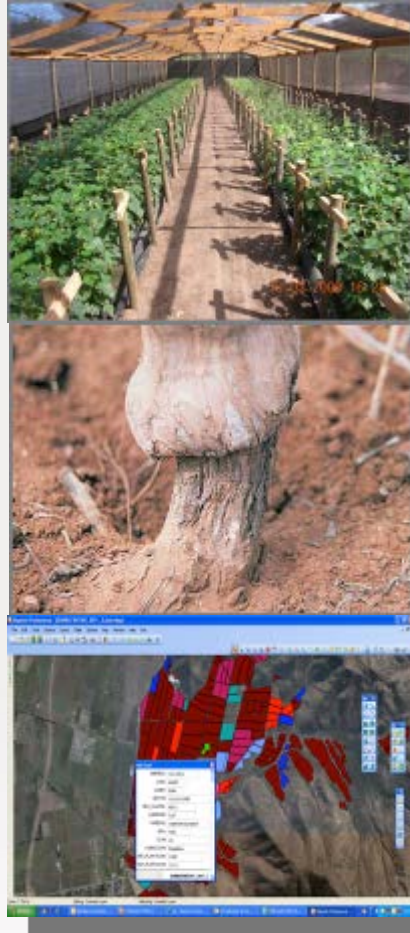

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Sustainability Initiatives at all levels of the wine making process



Sustainable Practices • Vineyards



GENETIC MATERIAL SELECTION

Investment: *7 years - USD 300,000*

Results: *180.000 plants in nursery*

Effects: Resistance to virus,
reduction of use of fertilizers and growth the productivity of our vineyards.

USE OF ROOTSTOCK IN NEW PLANTATIONS

Investment: *USD 10 million until now*

Results: *700 hectares planted*

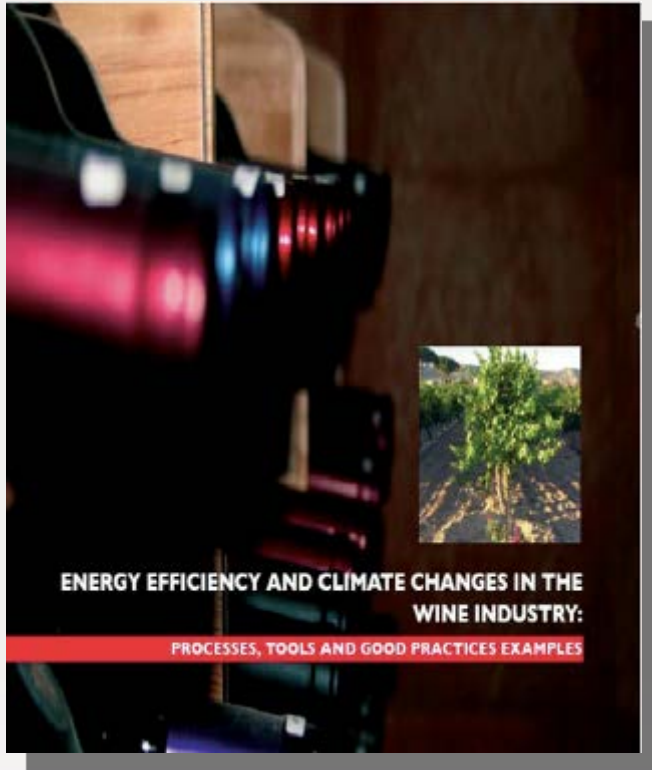
Effects: *productivity, reduction of water.*

EFFICIENT WATER USE

80% of vineyards use "technified" managed irrigation

Results: The use of rootstock and technified irrigation has reduced 1.000 mts³ of water per hectare/year, *30% reduced water*

Sustainable Practices • Cellars



ENERGY EFFICIENCY:

Geothermic and aerothermic energy:

Bottles storage:

Underground storage of more than 1.2 million bottles, naturally keeping temperature between 15° and 18° all the year long.

Barrel storage:

4,000 barrels are kept with improved housing insulation and night air injection, reducing energy cost by 80%

WASTE MANAGEMENT:

Recycling:

Bottles, paperboards and plastic are compiled and 5.000 kls of plastic recycled by month.

Sustainable Practices · Commercialization and Packaging



LIGHT GLASS BOTTLES

(Cristal Chile, part of Santa Rita Group)

*Bordeaux bottle: from 620 grs. to 415 grs.
Burgundy bottle: from 452 grs. To 420 grs.*

***1 year = 1.400 tons less
glass***

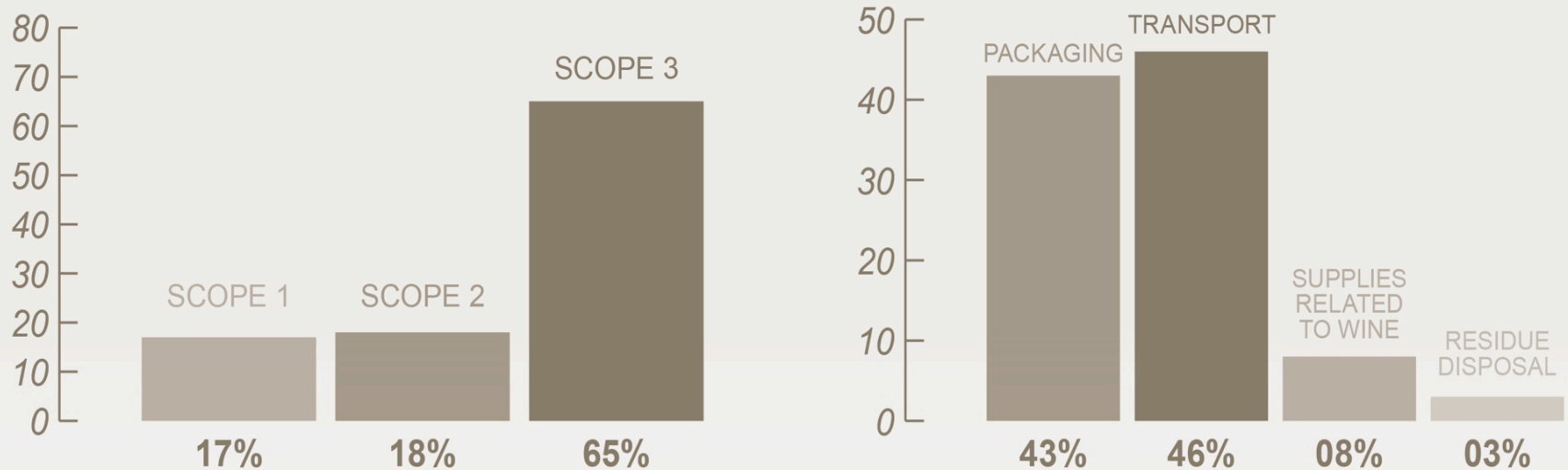


LABELS

In domestic market, change from plastic to paper labels.

Grupo Claro Wineries participated in calculation of CFP in GHG and PAS 2050

GHG Protocol Results-CO2 Emissions



Sustainable Practices • *Suppliers and Business*

- Initiative with distribution suppliers
Agreement with Glass company for using trucks of new glass in the way back with wines for distribution



Sustainable Practices• *Workers and Community*



WORKERS AND FAMILIES

WELFARE PROGRAMME

Benefits for workers in education, health, sports and other. Scholarships, medical insurance, extracurricular activities for the families.

DRUGS AND ALCOHOL POLICY

Programme for giving medical and psychological assistance for abuse of alcohol or drugs for workers and theirs families

MEDICAL ASSISTANCE

Medical centre built at the winery, giving free medical attention in 6 specialities to the workers and their families.



Sustainable Practices• *Workers and Community*

COMMUNITY

EDUCATION AND CULTURE FOR THE COMMUNITY

*Participation in a Training Program for young students of the technical schools of the community.
Participation of our workers in supporting literacy in the community schools*

Cultural programme opened for the community, including concerts, theatre, visits to de Andean Museum and other initiatives.



CONCERTS, EXHIBITIONS, AND IMPORTANT ARTISTIC ALLIANCES

SUCCESSFUL CULTURAL YEAR FOR VIÑA SANTA RITA

• In addition to its fall, winter, and spring concerts, we now add the summer concert on December 13, bringing to a close a year full of activities that draw wine and art together to enhance culture and education in Chile.

Sustainable Practices• *Workers and Community*



SANTA RITA ENDS ITS SUCCESSFUL CULTURAL YEAR WITH CONCERT FEATURING RENOWNED FRENCH PIANIST JEAN PHILIPPE COLLARD

Once again, Santa Rita Group offered a unique experience linking music, culture and wine, this time through the acclaimed pianist Jean Philippe Collard, a key artist in the international scene. This summer concert also offered a second concert for more than 270 children from schools of the Santa Rita community.



Viña Santa Rita



580 Morandé 580

TELÉFONO Nº 1651

Santa Rita Estates Sustainability Program



Coastal Climate Wines & Innovation in Chile

Peter Richards MW Patricio Tapia Brian Croser Andrés Ilabaca Sebastián Labbé





CHILEAN GENERAL ASPECTS • CHILEAN TOPOGRAPHY



ABOUT
CHILE

CHILE TOTAL
PLANTED
HECTA

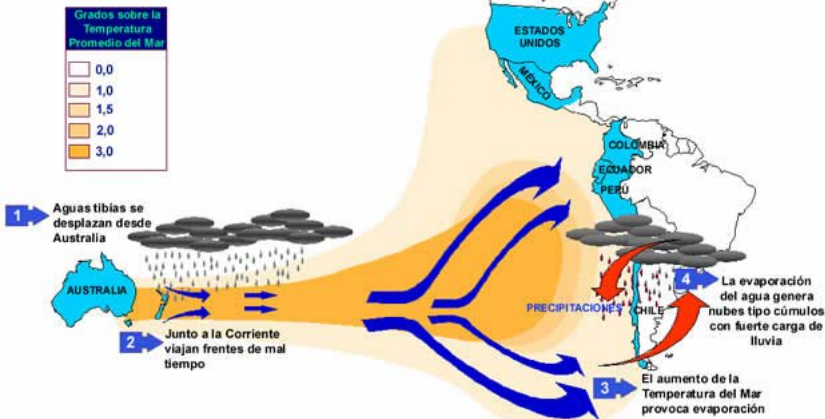
CHILEAN
TOPOGRAPHY

exit

Chile: General Aspects



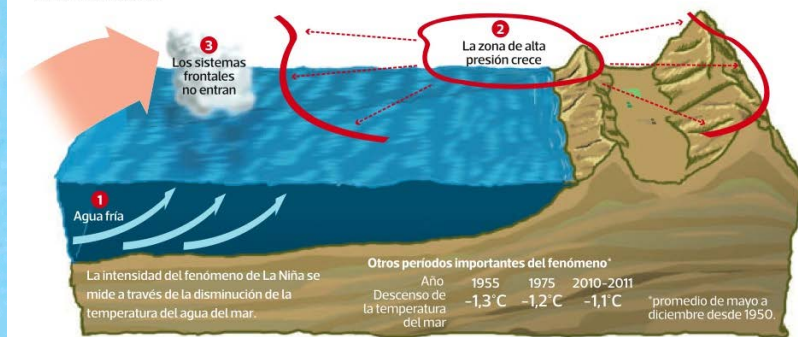
Ciclo "El Niño"



COMO SE PRODUCE EL FENOMENO

Hasta un 46% menos de precipitaciones durante el último año hubo en la zona central de Chile debido al fenómeno de La Niña.

- 1 Debido a la acción del viento, el agua fría que está en la profundidad del mar emerge a la superficie, lo que implica una disminución en hasta -2°C de la temperatura del agua.
- 2 Crece el anticiclón del Pacífico, un centro de altas presiones que impide el paso de los sistemas frontales hasta la zona centro del país.
- 3 Esto provoca que las precipitaciones disminuyan hasta en un 50%.





COASTAL CLIMATE WINES IN CHILE.

BRIAN CROSER

15TH AND 16TH JANUARY 2013


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The Alternative to London




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Where I have to stay in Chile.




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Chilean Fine Wine Future.

“The Chilean fine wine future lies in maintaining and refining its traditional Cabernet family wine personality and at the same time diversifying far from it by exploiting its coastal terroirs”

Coastal Areas Key Data

	Latitude	Distance to Ocean (km)	GDD	Diurnal Range (C°)	Altitude	Annual Rainfall (mm)
Huasco	28° 30'	22	1.250	14,1	230 mt a.s.l	20
Limarí - Talinay	30° 58'	12	1.550	13,5	200 mt a.s.l	155
Limarí - Quebrada Seca	30° 51 '	22	1.600	16,1	250 mt a.s.l	80
Limarí - Ovalle	30° 59'	30	1.650	16,5	230 mt a.s.l	200
Aconcagua	32° 54'	12	1.180	13,8	220 mt a.s.l	354
Casablanca	33° 19'	30	1.380	16,5	380 mt a.s.l	480
Rosario	33° 18'	15	1.250	15,8	230 mt a.s.l	440
Lo Abarca	33° 21'	4	1.000	11,3	60 mt a.s.l	330
Leyda	33° 66'	10	1.200	12,3	180 mt a.s.l	350
Paredones	34° 30'	9	1.100	11,6	120 mt a.s.l	620
Pumanque	34° 61'	30	1.512	14,2	100 mt a.s.l	450
Trehuaco	36° 28'	18	1.250	15,3	97 mt a.s.l	700

GROWING SEASON HEAT

Region	Distance to Coast	Heat Summation (°C days)	Daily Range (°C)
Maipo Alto	90	1637	17.6
Pumanque	30	1513	14.2
Leyda	15	1327	11.2
San Antonio	0	1145	10.6

GROWING SEASON HEAT.

Region	Heat Summation (°C days)	Diurnal Range (°C)	Average Minimum (°C)	Average Maximum (°C)
Limari (30°S)	1741	12.2	12.1	24.3
San Antonio (34°S)	1145	10.6	10.1	21.9
Temuco (39°S)	901	11.3	8.6	19.9

Just in a Day's Work.



Cool Leyda




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Another Hard Day's Work



EFFECT OF DIURNAL RANGE.

Region	Heat Summation °C days	Diurnal Range° C	Maximum° C	Minimum°C
Burgundy	1172	11.4	21.2	9.8
San Antonio	1145	10.6	20.7	10.1
Casablanca	1245	17.2	24.5	7.3

Pumanque Dirt



More Pumanque Dirt

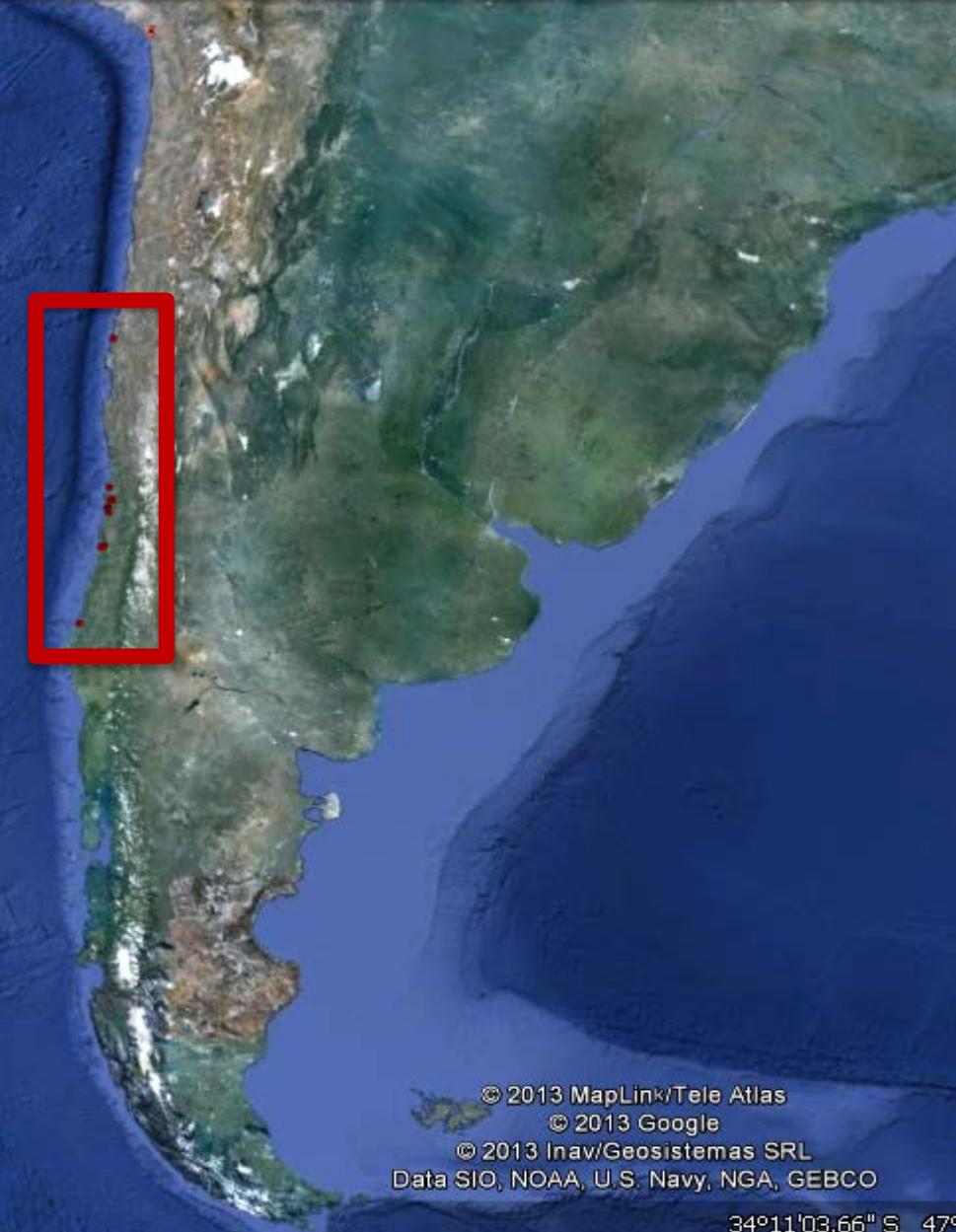


GROWING SEASON HEAT.

Region	Heat Summation (°C Days)	Diurnal Range (°C)	Average Minimum (°C)	Average Maximum (°C)
Bordeaux	1485	11.4	11.2	22.6
Coonawarra (Australia)	1399	14.4	9.5	23.8
Pumanque (Colchagua)	1513	14.2	10.1	21.9
Alto Jahuel	1637	17.6	8.9	26.5

ALSO COASTAL CHILE.







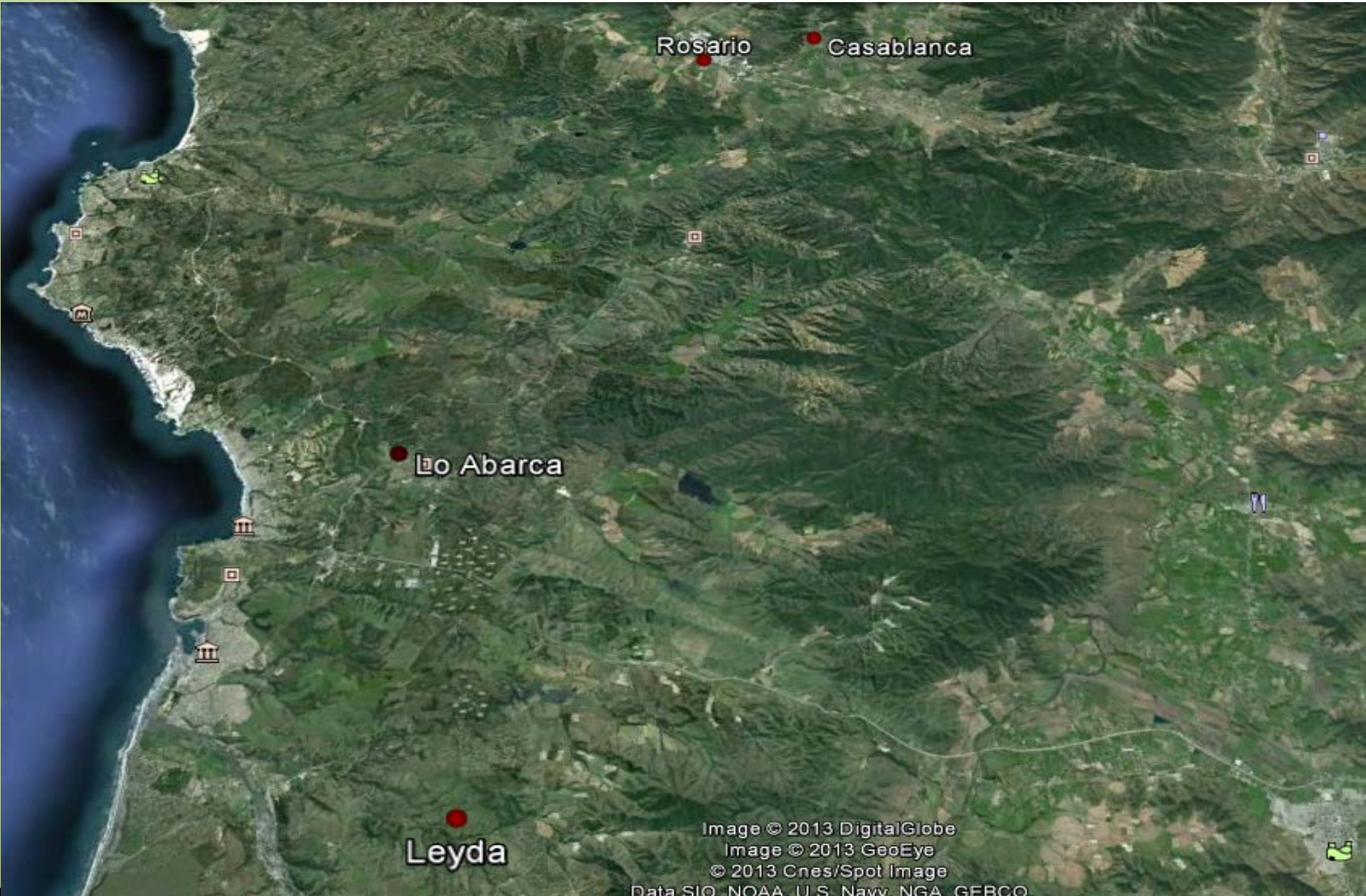

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Santa Rita Medalla Real Sauvignon Blanc 2012




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Santa Rita Medalla Real Sauvignon Blanc 2012

SOIL

The soils are generally granite and in some isolated areas there are sedimentary chalk soils.

On the slopes, the soils are mainly red and black clay over a fragmented granite subsoil. In Leyda there are small areas with interesting sedimentary soils composed of calcareous content.

VINIFICATION

Each clone is treated separately and only blended after vinification is completed. The harvest extends through late March and into mid-April, depending on the clone and maturation level in order to obtain different varietal compounds. Once picked, the grapes are quickly transported to the winery for processing. They are destemmed, crushed, and pressed, except for a few lots that undergo an 18-hour pre-fermentation cold soak in the presses at 10°C (50°F) to prevent any type of oxidation or phenolic extraction. The free run and press juices are separated by tasting to select only the fraction that best represents the fresh and fruity characteristics and texture, with no type of phenolic extraction or oxidation whatsoever. The juice obtained is decanted for 10 days, during which it takes its varietal character from the solid parts, which lend complexity to the finished wine. The must is fermented at low temperatures to retain all of its fruitiness, and the finished wine is conserved on its lees for four months to develop mouthfeel and complexity. It is later clarified and cold stabilized before bottling.



Santa Rita Medalla Real Sauvignon Blanc 2012

- | | |
|------------------|---|
| 1. Grape variety | 100% Sauv Blanc (80% Clone 242; 10% Clone 1; 10% Clone 108) |
| 2. Vintage | 2012 |
| 3. Alcohol level | 13.50% |
| 4. Ph | 2.94 |
| 5. Acidity | 6.29 |
| 6. Sugar | 1.2 |
| 7. Winemaker | Andres Ilabaca |





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Koyle Costa Sauvignon Blanc




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Koyle Costa Sauvignon Blanc




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Koyle Costa Sauvignon Blanc

SOIL

Paredones, Colchagua, located 9 kilometers from the Pacific Ocean. The terroir of this special vineyard is red granite with quartz stones, and different slope exposures to the elements

VINIFICATION

Paredones is such a unique place that it inspired me to create this new wine. From the three different exposures observed in the vineyards, I imagined three different methods to extract what these grapes wanted to express. I obtained this by harvesting in three different lots and vinifying each of these in different materials: wood, steel and sand.



Koyle Costa Sauvignon Blanc

- | | |
|------------------|----------------------|
| 1. Grape variety | Sauvignon Blanc 100% |
| 2. Vintage | 2011 |
| 3. Alcohol level | 12.7% |
| 4. Ph | 3.12 |
| 5. Acidity | 5.21 |
| 6. Sugar | 1.8 |
| 7. Winemaker | Cristóbal Undurraga |





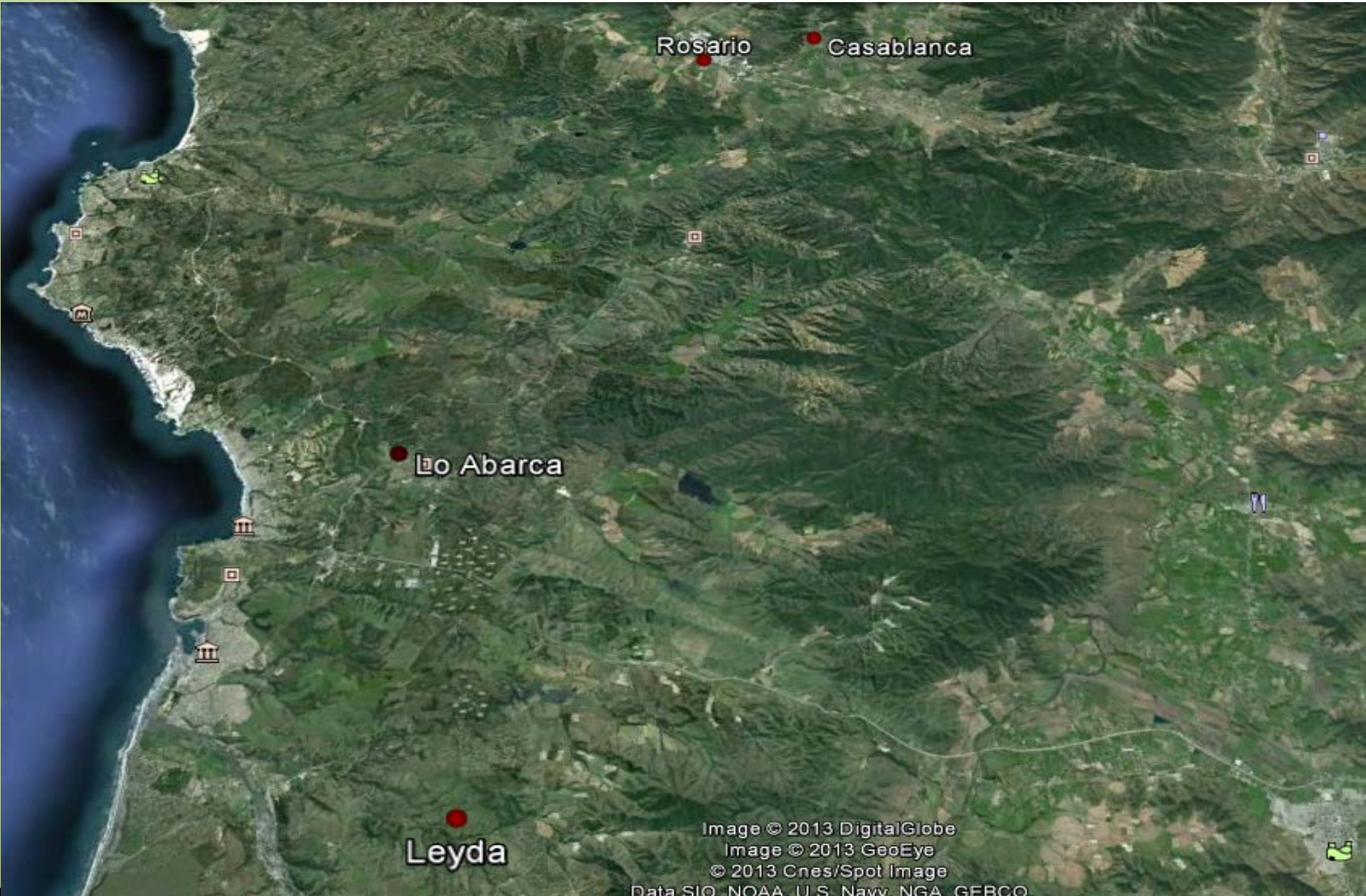

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Casa Marin, Cipreses, Sauvignon Blanc




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Casa Marin, Cipreses, Sauvignon Blanc

SOIL

Northwest:

- Vines receive morning sunlight and the ripening process quickens during that time.
- Grapes have better aromatic and flavor expression
- Elegant, unique wines
- Earlier harvest date

Southwest:

- Vines receive afternoon sunlight and ocean breeze.
- Slower ripening process
- Later harvest date.

VINIFICATION

Soil Characteristics

- Low in fertility
- Not deep
- Aid in low-yield plants
- Add complexity to the grapes

Soil Types

- Lime
- Various types of clay
- Sandy granitic soil

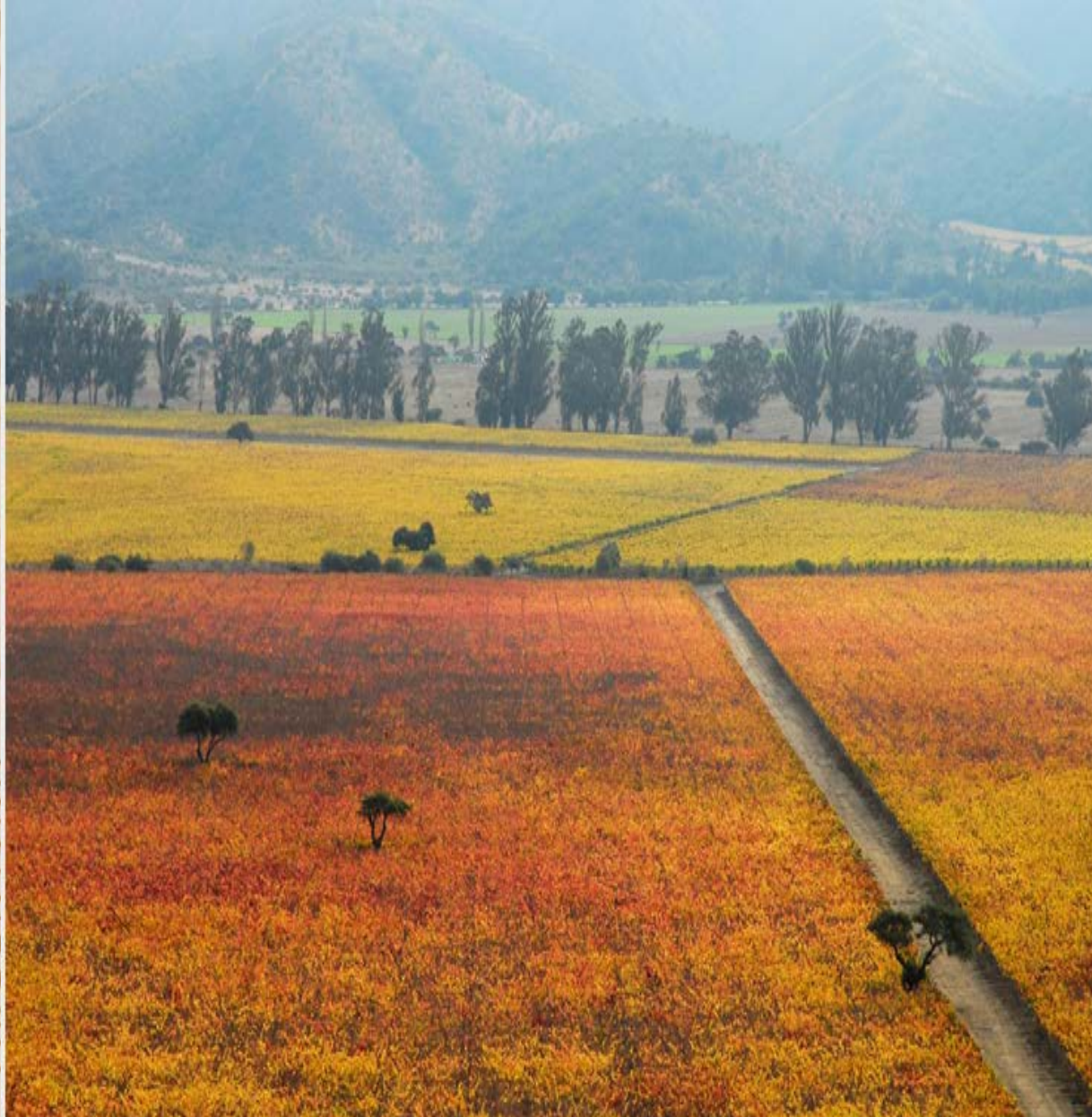
Casa Marín maintains a constant balance between the soil, its dryness and plant nutrition in the most natural way possible.



Casa Marin, Cipreses, Sauvignon Blanc

- | | |
|------------------|----------------------|
| 1. Grape variety | 100% Sauvignon Blanc |
| 2. Vintage | 2003 |
| 3. Alcohol level | 14% |
| 4. Ph | 3.24 |
| 5. Acidity | 4.3 g/l |
| 6. Sugar | |
| 7. Winemaker | Mariluz Marin |





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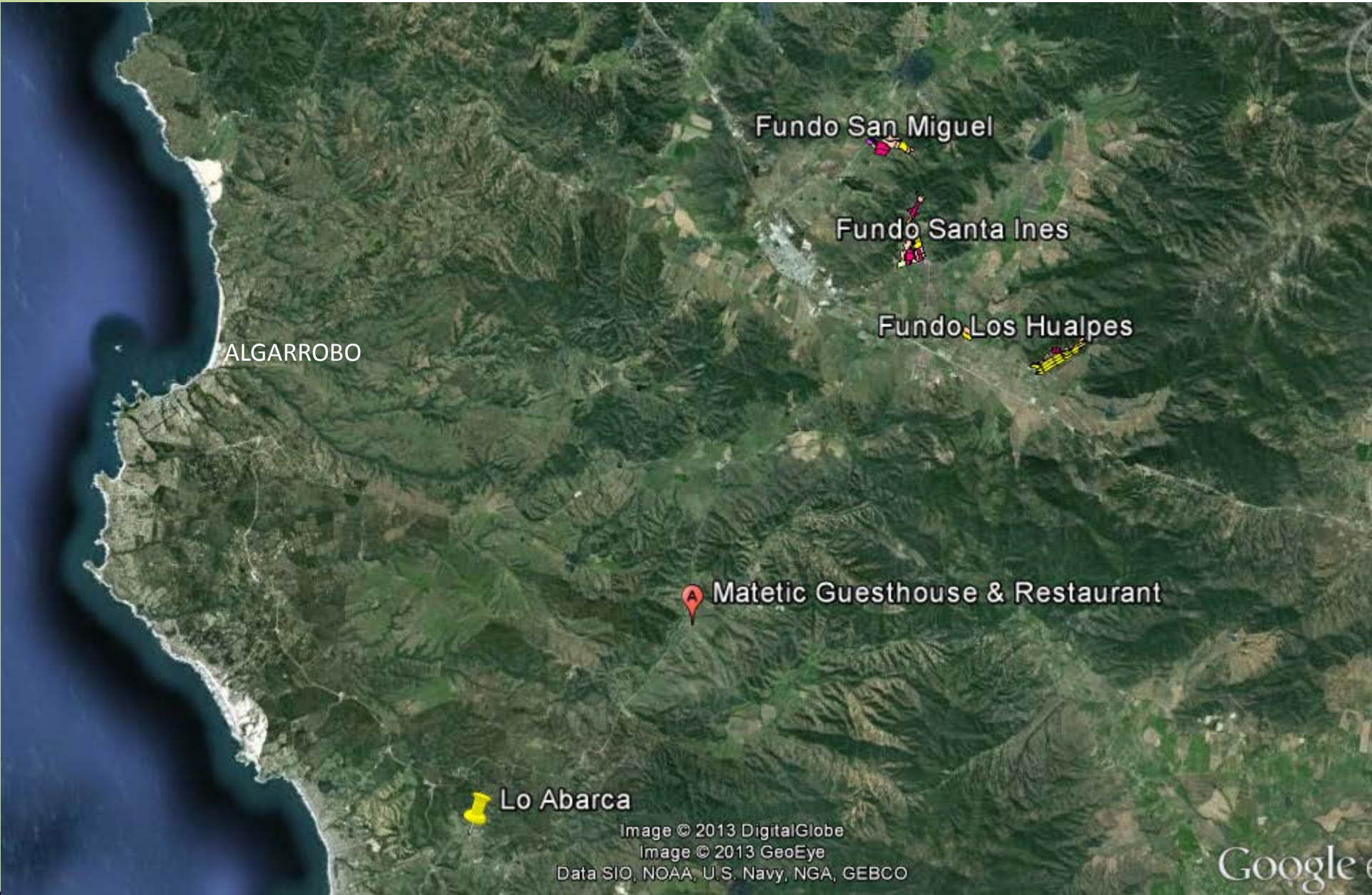


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Data SIO, NOAA, U.S. Navy, NGA, GEBCO

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Carmen Gran Reserva Chardonnay




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Carmen Gran Reserva Chardonnay

SOIL

The soils in our vineyards in Casablanca are of granitic origin with different sand pockets within the soil profile. Although widely grown, great Chardonnay requires very specific soils with good drainage and some clay content to perform well

VINIFICATION

The grapes for our Gran Reserva Chardonnay come from our old vineyards in Casablanca that yield 7 tons/ha. The vines grow on sandy soils that are directly influenced by the fresh sea breezes of the Pacific Ocean. Slow ripening ensures perfect acidity retention and ideal alcohol balance. The grapes were hand picked and manually selected before crushing.

The must was gently pressed before fermentation. The juice was clarified to maximize the primary fruit aromas and vibrancy and obtain a clean mouthfeel. 25% of the clean juice was partially fermented in French oak barrels and the rest in stainless steel tanks. The wine remained on its fine lees for 8 months but did not undergo malolactic fermentation. The wine was clarified and gently filtered prior to bottling.

Our Gran Reserva Chardonnay 2010 was bottle aged for 2 months before being released to the market.



Carmen Gran Reserva Chardonnay

- | | |
|------------------|--------------------------------|
| 1. Grape variety | Carmen Gran Reserva Chardonnay |
| 2. Vintage | 2011 |
| 3. Alcohol level | 14.4% |
| 4. Ph | 3.34 |
| 5. Acidity | 6.81 |
| 6. Sugar | 2.65 g/l |
| 7. Winemaker | Sebastian Labbe |






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Pacific Ocean

Tamaya Hills

Quebrada Seca Vineyard

Limari River

Santa Rita Estates

Talinay Hills

Fray Jorge National Park


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Maycas, Quebrada Seca, Chardonnay




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Maycas, Quebrada Seca, Chardonnay



March



June



July

Maycas, Quebrada Seca, Chardonnay

SOIL

Clay sandy loam, poor in organic matter, with round stones and calcareous elements and good permeability.

VINIFICATION

VINIFICATION

Grapes selected (yes/no and where)	Yes; in the vineyard and in the winery
Destemmed (yes/no/partial %)	No
Crushed (%)	No
Pressed (whole bunches/crushed grapes)	Whole bunch 100%
Pre-fermentation operations	
Must, cold-settled (°C °F)	12 °C / 53.6 °F (16 hours)

ALCOHOLIC FERMENTATION

Vessel (tank, barrel, vat)	100% French burgundian barrels
Yeast strain	<i>Saccharomyces cerevisiae</i> (CY3079)
Duration	15 days
Temperature (°C / °F)	16 to 22°C (60.8 to 71.6 °F)
Malolactic fermentation	
Malolactic fermentation (yes/no/partial)	Partial (14% with FML)

AGING PROCESS IN BARREL

Barrel cooperage	François Frères, Damy and Chassin
Age of barrel	New (36%), one year-use (52%) and two years-use (12%)
Level of toast	Medium Toast
Aging time	14 months
Lees contact (<i>bâtonnage</i> , etc.)	Yes, <i>bâtonnage</i> once a week

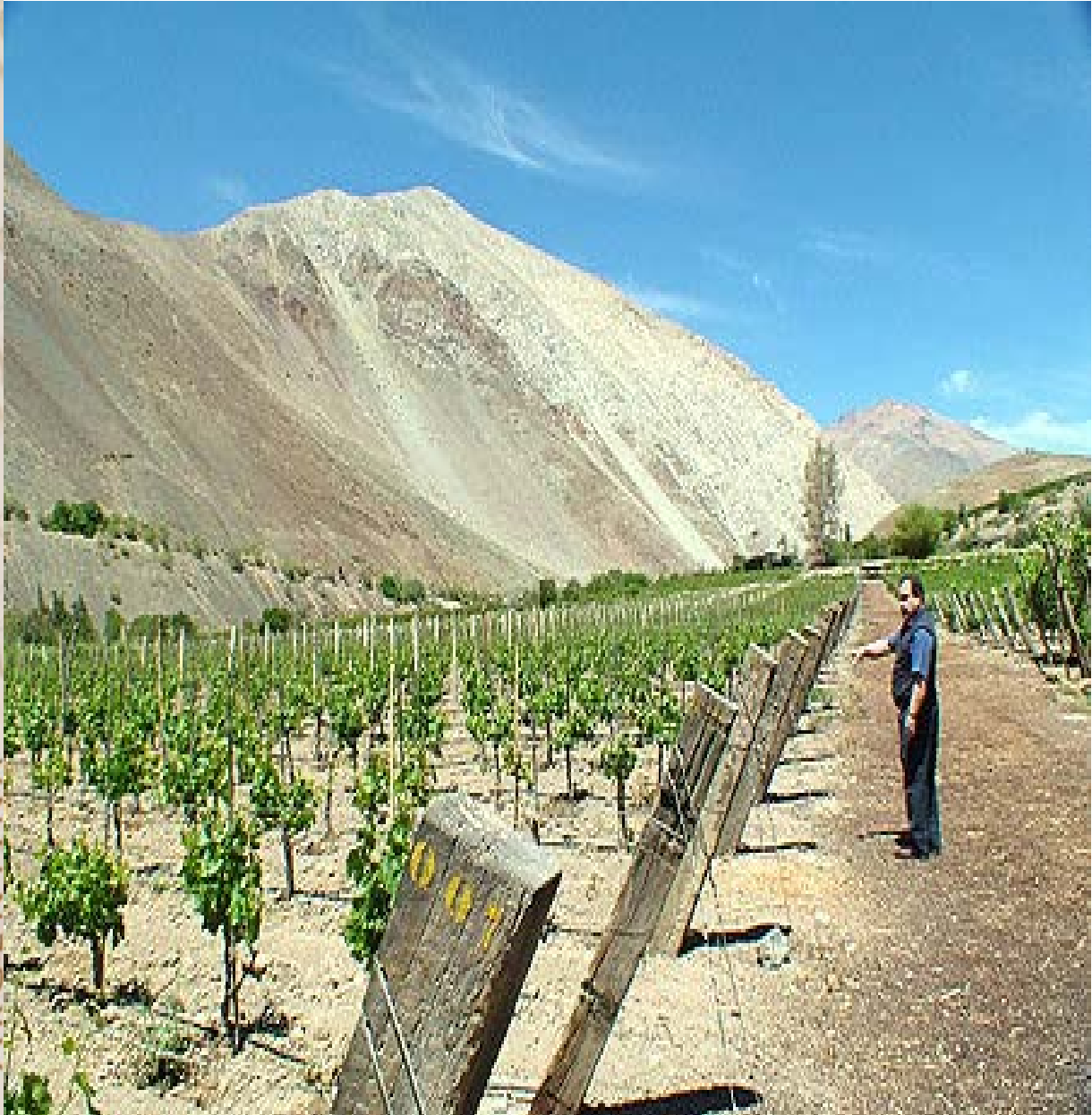


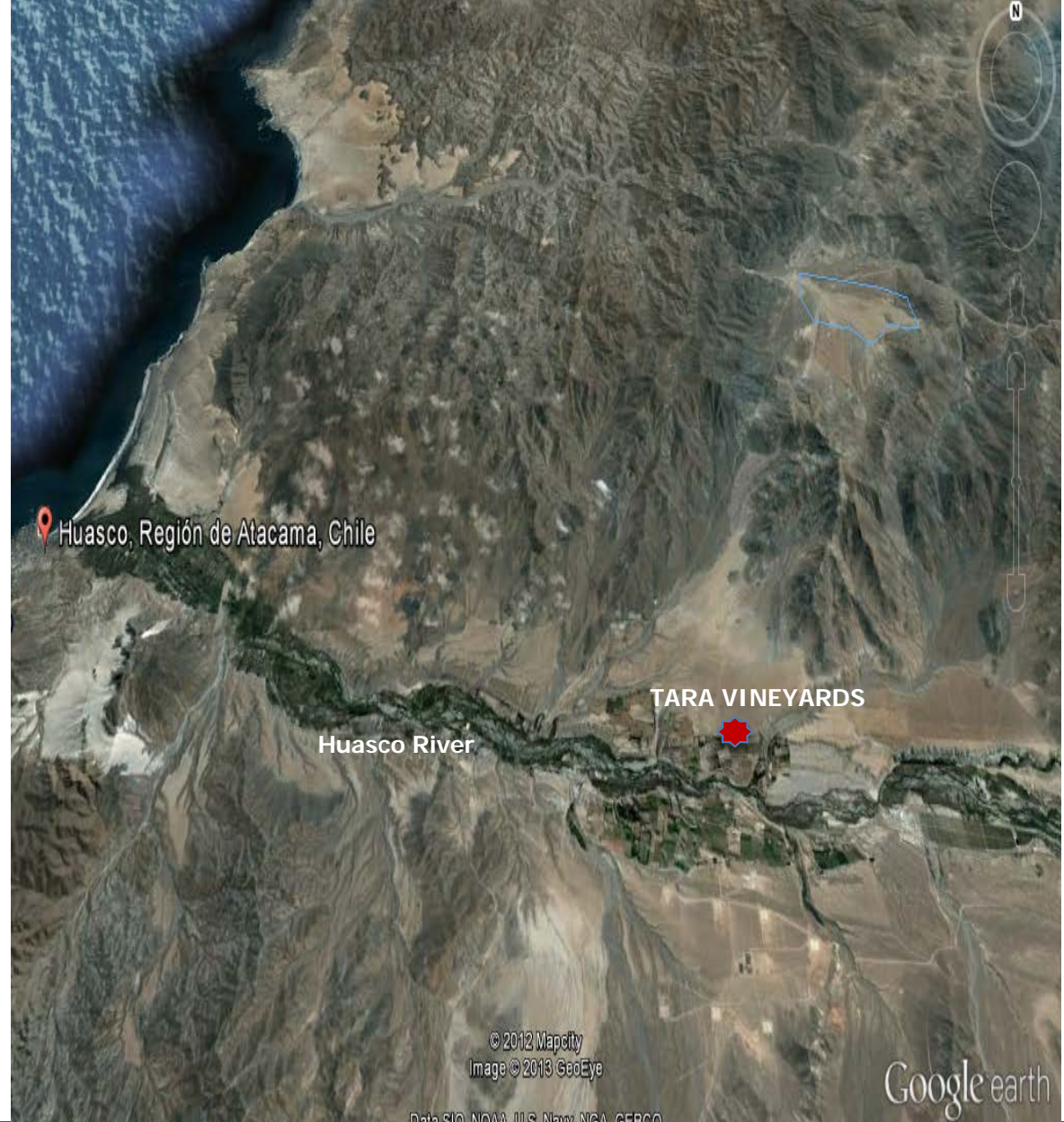
Maycas, Quebrada Seca, Chardonnay

1. Grape variety	Chardonnay 100%
2. Vintage	2011
3. Alcohol level	14.1%
4. Ph	3.19
5. Acidity	6.27
6. Sugar	1.8
7. Winemaker	Marcelo Papa



HUASCO







Huasco, Región de Atacama, Chile

TARA VINEYARDS

© 2012 Mapcity
Image © 2013 GeoEye

Data: SIO, NOAA, U.S. Navy, NGA, GEBCO

Google earth


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Ventisquero, Tara White Wine 1, Chardonnay




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Ventisquero, Tara White Wine 1, Chardonnay




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Ventisquero, Tara White Wine 1, Chardonnay

SOIL

The soils are from calcareous origin and are part of the second terrace of the Huasco River, being a mix of calcareous, alluvial stones and clay. Very poor soils of max 2 mt depth in which more than 50% are stones.

VINIFICATION

Grapes harvested in April in 12 kg trays and transported in a refrigerated container to the winery. The pressing was with whole bunch using the old "pissonage". Nothing is added to the must, not even SO₂.

Fermentation is in stainless steel with native yeasts and only at the end of fermentation a little SO₂ was added.

The wine is kept on its lees for 15 months. Bottled unfiltered and unfiltered. Only 409 bottles produced.



Ventisquero, Tara White Wine 1, Chardonnay

1. Grape variety	Chardonnay
2. Vintage	2011
3. Alcohol level	13%
4. Ph	3.2
5. Acidity	
6. Sugar	2.3
7. Winemaker	Felipe Tosso





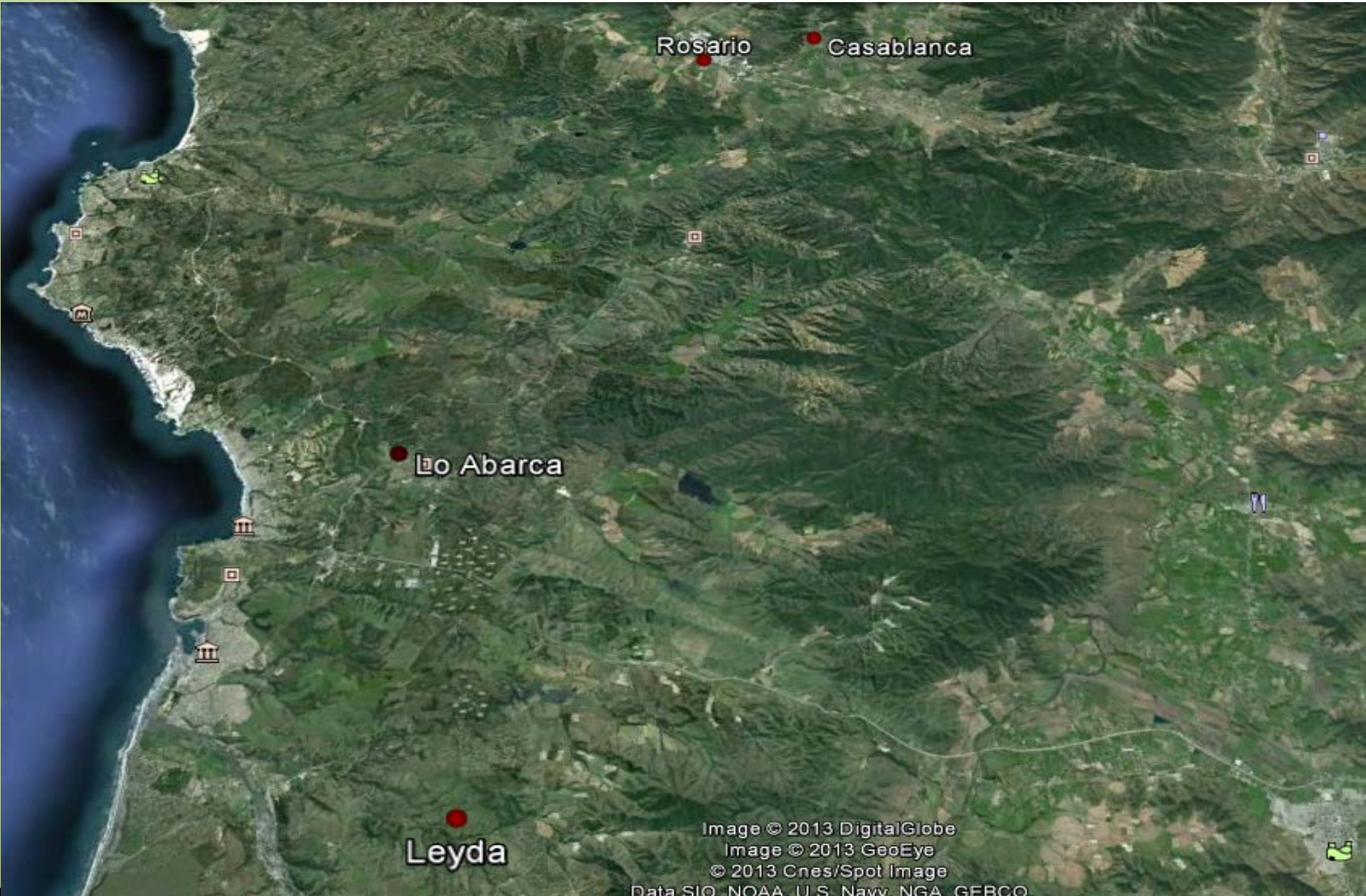
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Carmen Gran Reserva Pinot Noir 2011




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Carmen Gran Reserva Pinot Noir 2011

SOIL

The soils are generally granite and in some isolated areas there are sedimentary chalk soils.

On the slopes, the soils are mainly red and black clay over a fragmented granite subsoil. In Leyda there are small areas with interesting sedimentary soils composed of calcareous content.

VINIFICATION

All the grapes were handpicked and carefully transferred into the winery.

The grapes went through a delicate selection process prior destemming and crushing.

The must was cold macerated for 15 days at 4°C to maximize primary aromas retention.

Fermentation was carried out in open tank fermenters at 22 - 24°C. A gentle extraction programme with manual pigeage ensures intense deep flavors and a soft mouth feel.

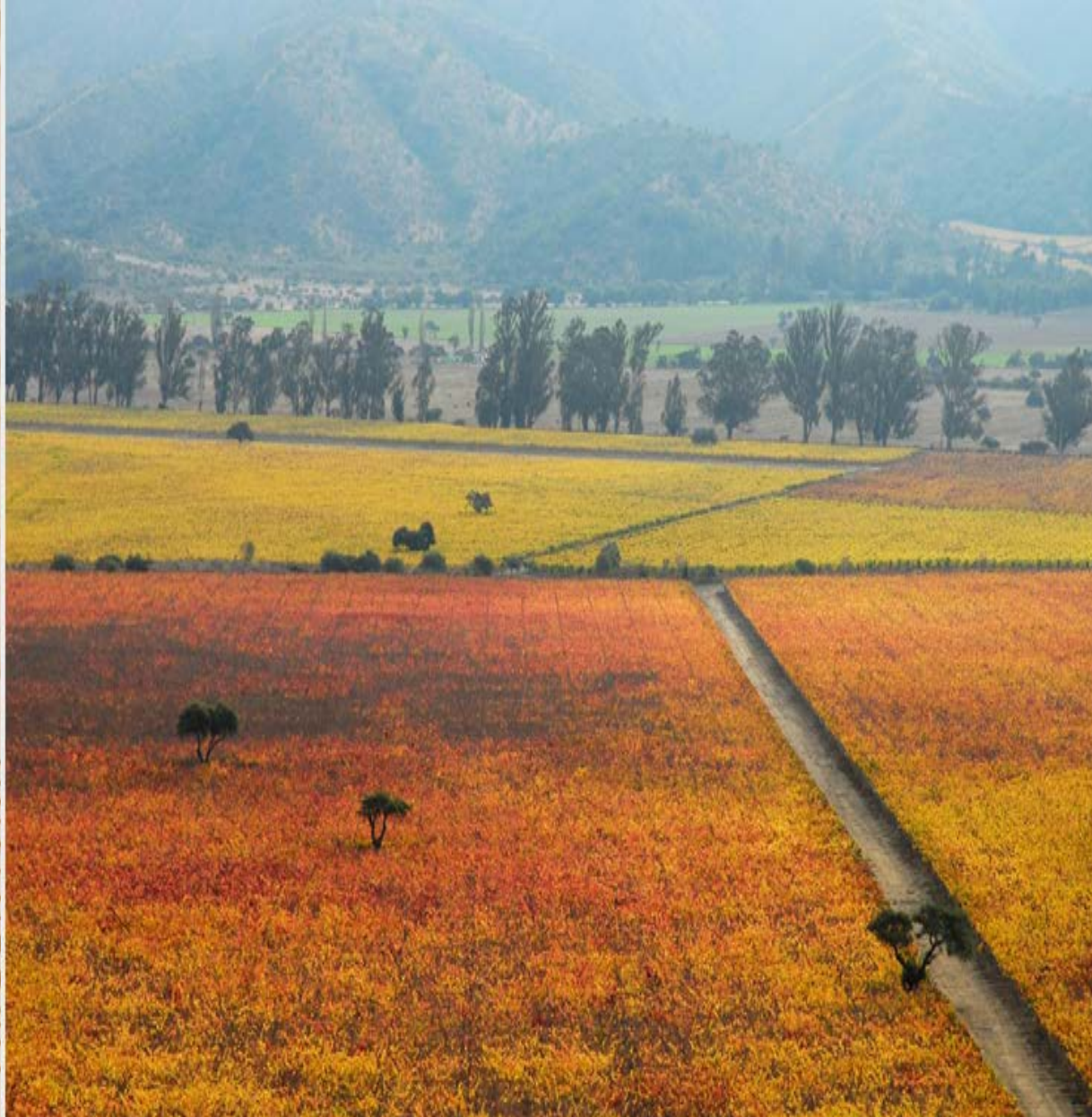
The wine was racked into French oak barrels ranging from new, second and third year old. Malolactic fermentation occurred naturally in barrels. The wine was aged for 10 months in barrels. Once bottled the wine was further aged in bottle for 2 months prior to its release.



Carmen Gran Reserva Pinot Noir 2011

1. Grape variety	100% Pinot Noir
2. Vintage	2011
3. Alcohol level	14.10%
4. Ph	3.53
5. Acidity	5.53
6. Sugar	3.4
7. Winemaker	Sebastian Labbe





TERRA ANDINA
CHILE

DOÑA PAULA
ARGENTINA

Santa Rita

CARMEN
CHILE

NATIVA

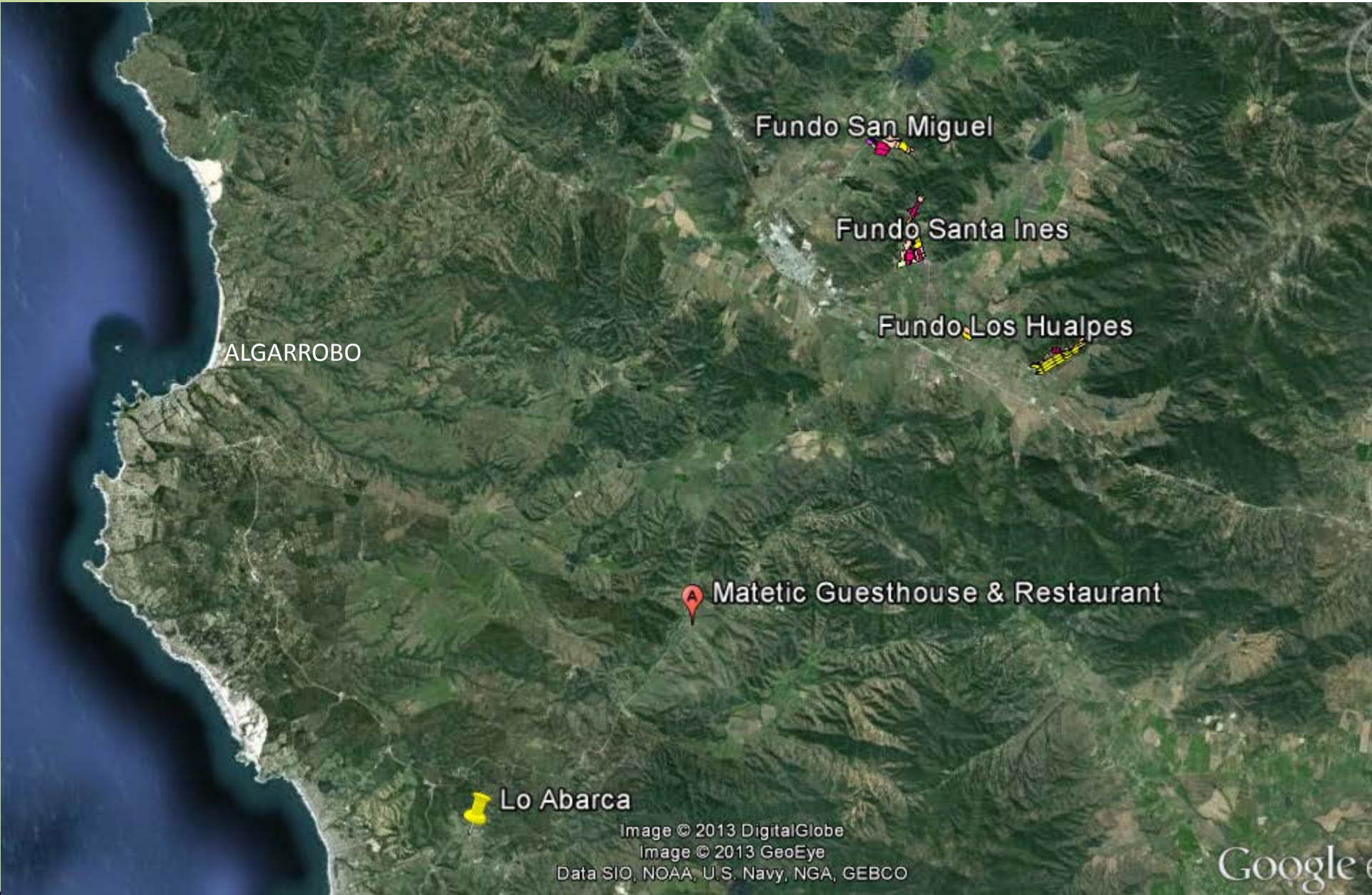


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Data SIO, NOAA, U.S. Navy, NGA, GEBCO

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Cono Sur Ocio Pinot Noir




TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA

Cono Sur Ocio Pinot Noir

SOIL

Mainly Sandy with some Clay.

VINIFICATION

Pinot Noir grapes are harvested by hand and after passing along the selection table, the bunches are destemmed taking care not to crush the berries. The fruit is then placed in open top tanks where it undergoes carbonic maceration at low temperatures. Later the grapes are foot trodden and colour extraction is enhanced by means of manual cap immersion. After fermentation the wine is placed in new French oak barrels, where it ages for approximately 14 months.



Cono Sur Ocio Pinot Noir

- | | |
|------------------|-----------------|
| 1. Grape variety | 100% Pinot Noir |
| 2. Vintage | 2011 |
| 3. Alcohol level | 14% |
| 4. Ph | 3.45 |
| 5. Acidity | 6.63 |
| 6. Sugar | 2 g/Lt |
| 7. Winemaker | Adolfo Hurtado |






TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA



Pacific Ocean

Tamaya Hills

Quebrada Seca Vineyard

Limari River

Santa Rita Estates

Talinay Hills

Fray Jorge National Park


TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA

TALINAY 2010




TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA

TALINAY 2010




TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA

TALINAY 2010

SOIL

This is the only vineyard in Chile planted over pure limestone soil (calcaire or chalky soil).

VINIFICATION

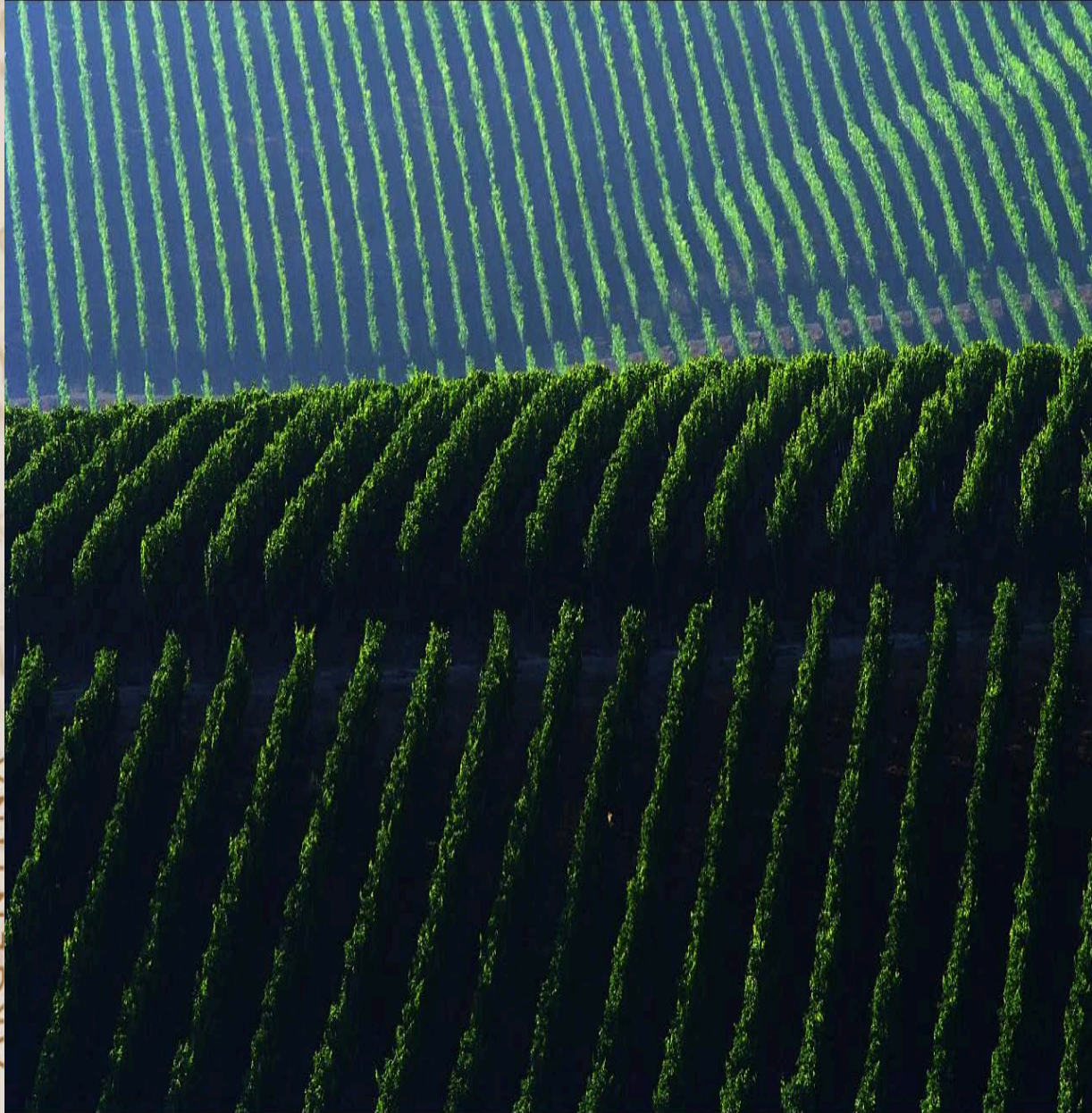
The fruit was hand picked in small 12 kgs cases, the picking started the 3rd of April and then underwent through a very careful selection of bunches before the pressing. The fermentation was done in stainless steel tanks with a very traditional vinification method, first, the 100% of the grape is carefully selected by hand, first bunches and then single grapes in order to be sure that only the best grapes are fermented, then the whole berries are introduced in the tank and have a cold maceration process for 7 days at 8° C, then the fermentation starts at a temperature of 20° C up to 28° C in the final stage, during that process, an every day gentle manual punch down (or manual pigeage) is made to extract colour and flavours, then a very short maceration after fermentation is done to enhance the volume palate of the wine. After racking the wine from the skins it goes straight to French oak barrels from the most prestigious burgundian cooperages, working with very exclusive forests as Fontainebleau, Jupille, Bertrange, Troncais and Allier, 100% malolactic fermentation was made in barrels and aged for 12 months.



TALINAY 2010

- | | |
|------------------|------------------------------|
| 1. Grape variety | 100% Pinot Noir |
| 2. Vintage | 2010 |
| 3. Alcohol level | 14.00% |
| 4. Ph | 3.42 |
| 5. Acidity | TA 3,42 - Tartarica Acit 5,7 |
| 6. Sugar | 2,7 gr/lt |
| 7. Winemaker | Felipe Miller |






TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA

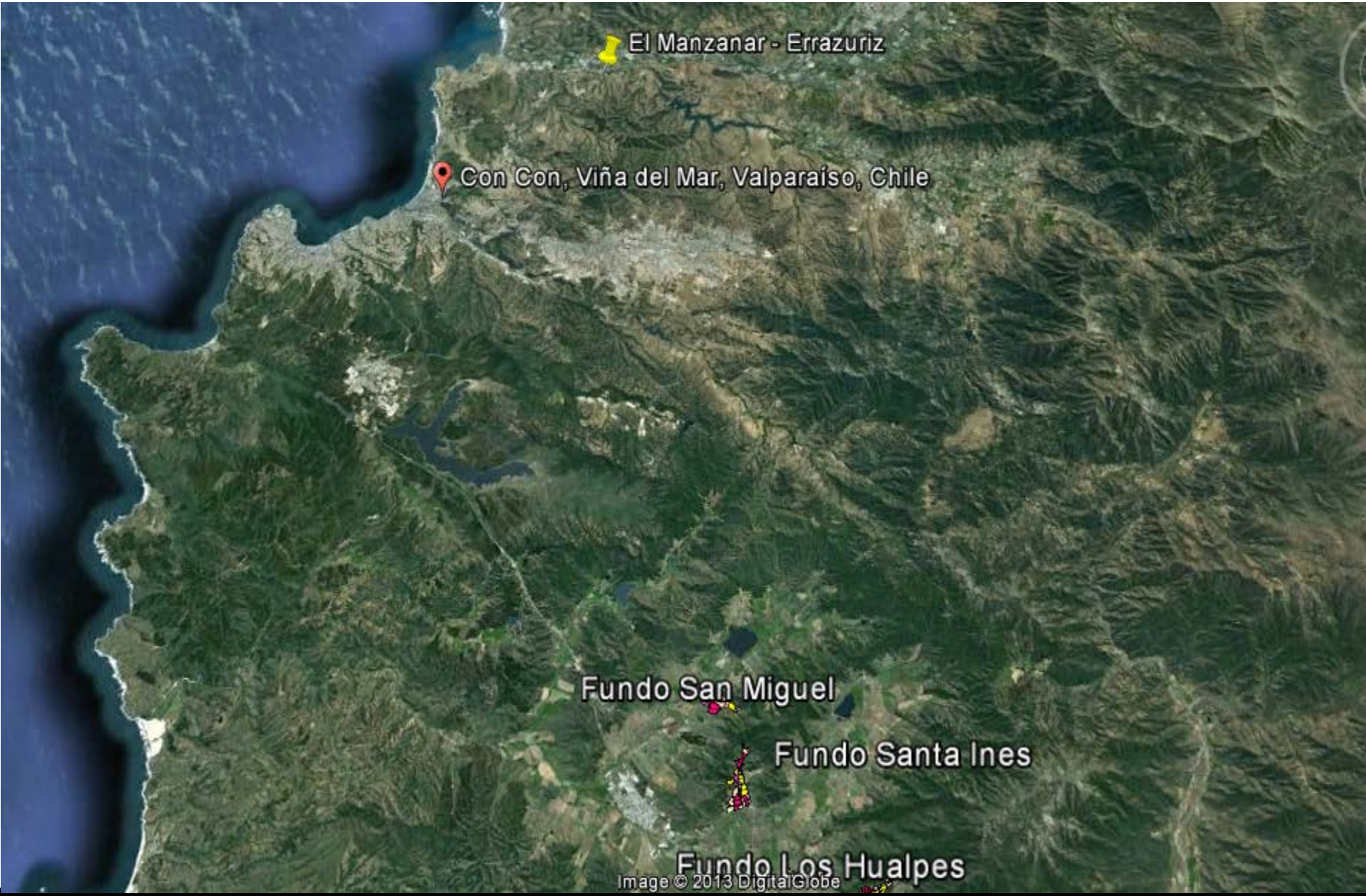


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Errazuriz Syrah Aconcagua Costa




TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA

Errazuriz Syrah Aconcagua Costa

SOIL

The grapes for our Syrah Aconcagua Costa 2010 came from our Manzanar vineyard, a 1,047-hectare hillside estate located 100 to 300 meters (328-985 feet) above sea level.

VINIFICATION

The grapes were hand picked and placed into small boxes no larger than 12 kg and carefully transported to the cellar, where they were closely inspected, crushed and deposited into stainless steel tanks. Fermentation was carried out at 24° - 28° C (75° -82° F), and the wine was left on its lees for a total of 10-25 days of maceration. 100% of the wine was aged in 25% new French oak barrels for 14 months.



Errazuriz Syrah Aconcagua Costa

- | | |
|------------------|--|
| 1. Grape variety | 100% Syrah |
| 2. Vintage | 2010 |
| 3. Alcohol level | 13.5 |
| 4. Ph | 3.46 |
| 5. Acidity | 5.56 |
| 6. Sugar | 3.12 |
| 7. Winemaker | Eduardo Chadwick and Francisco Baettig |






TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA



Pacific Ocean

Tamaya Hills

Quebrada Seca Vineyard

Limari River

Santa Rita Estates

Talinay Hills

Fray Jorge National Park


TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA

Santa Rita, Medalla Real, Syrah




TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA

Santa Rita, Medalla Real, Syrah

SOIL

The soils are typical of the second Limarí Valley terrace and consist of alluvial depositions with a first stratum of clay texture and a second of clay-loam with stones. Calcium carbonate deposits between the strata are responsible for the high pH in the soil and limit the effective depth, which can vary from 20 to 50 cm (8–20in), and reduce water permeability in the soils.

VINIFICATION

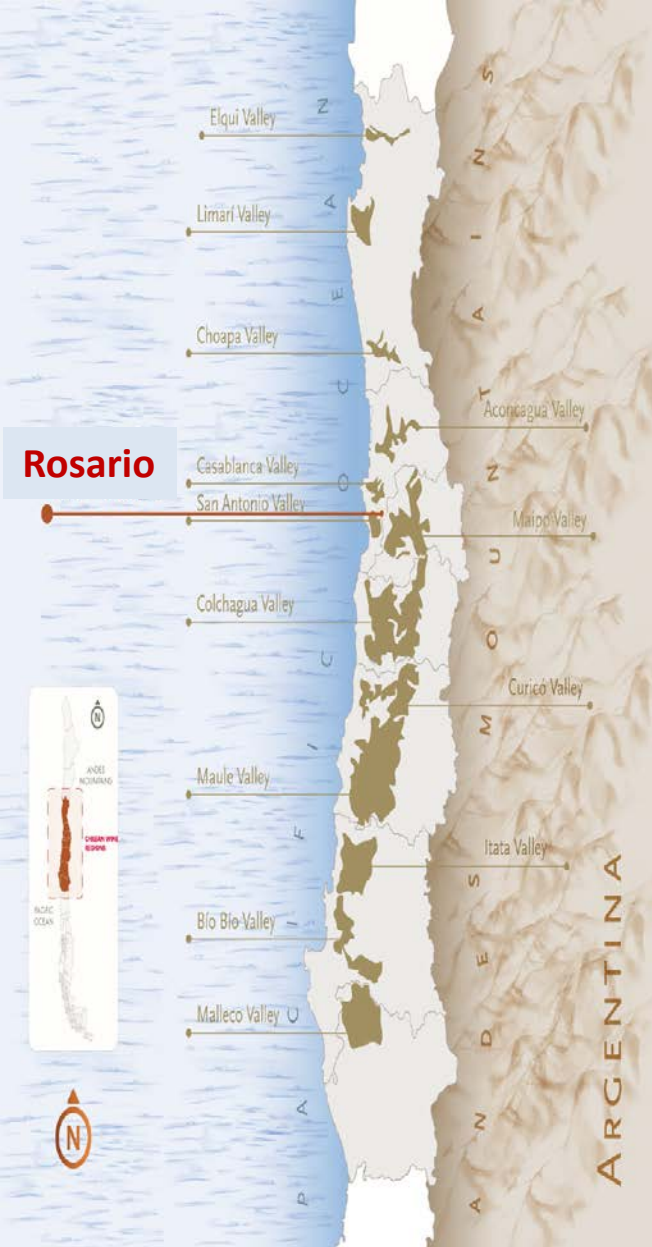
The partially crushed grapes were cold macerated for 10 days prior to fermentation, then inoculated with selected yeasts. The temperature was gradually raised to allow fermentation to begin, but remained below 28°C (82°F) throughout the entire process. Pumpovers were controlled by regular tastings; they were most intense during the early stages of fermentation (including 2 daily delestages before 1050 of density) and tapered off toward the end. An extended post-fermentation maceration allowed the wine to develop greater sweetness and elegance on the palate.



Santa Rita, Medalla Real, Syrah

- | | |
|------------------|-------------------------------|
| 1. Grape variety | 100% Syrah |
| 2. Vintage | 2010 |
| 3. Alcohol level | 14% |
| 4. Ph | 3.44 |
| 5. Acidity | 5.75 g/l (exp. tartaric acid) |
| 6. Sugar | 2.0 |
| 7. Winemaker | Andrés Ilabaca |





TERRA ANDINA
CHILE

DOÑA PAULA
ARGENTINA

Santa Rita

CARMEN
CHILE

NATIVA

Matetic, EQ, Syrah




TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA

Matetic, EQ, Syrah




TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA

Matetic, EQ, Syrah

SOIL

This Syrah has its origin in Biodynamically and Organically managed vineyards, specifically in two sectors located in the Rosario area, both of which are almost flat with slight northerly exposure. The soil of these sectors has a granite origin, deep, colluvial type developed by the accumulation of materials. The surface texture is loamy up to 40cm approximately, lower down it has a clay type loam with good drainage with a constant and abundant presence of roots.

VINIFICATION

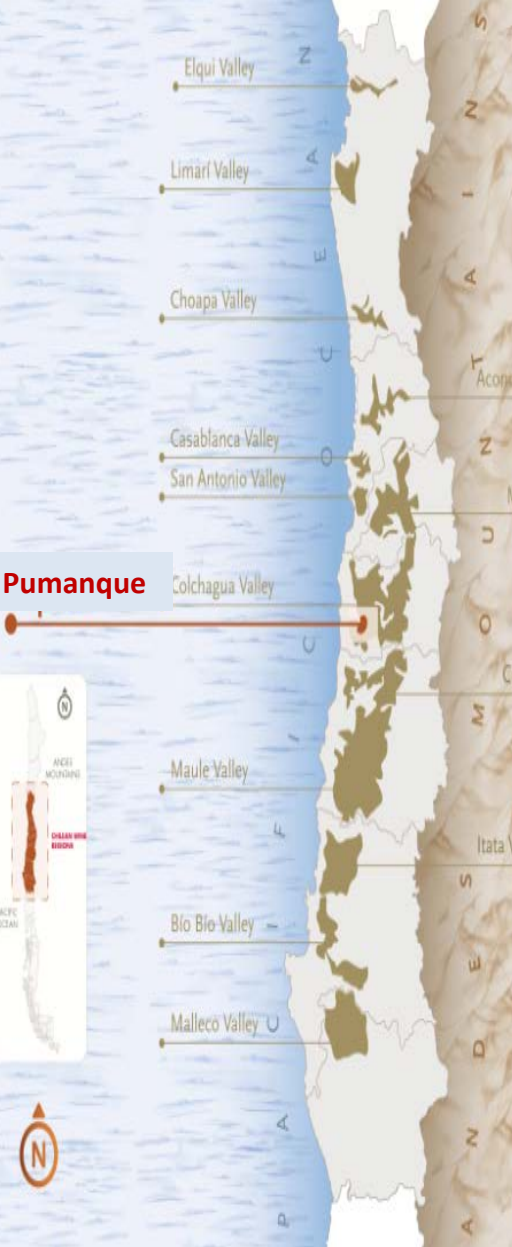
The vinification was done in open tanks with capacity for one, two and four tons, to be able to keep the sectors and clones being vinified separately. The grape was cold macerated for 7 days before fermenting to achieve a slow extraction of the color, flavors and aromas from the skin, then during the fermentation, the remontage and pressing techniques were combined to favor this extraction. The wine was then placed in carefully chosen French oak barrels, where the malolactic fermentation took place and where it stayed for 12 months before being bottled.



Matetic, EQ, Syrah

1. Grape variety	Syrah
2. Vintage	2010
3. Alcohol level	14%
4. Ph	3.69
5. Acidity	5.48
6. Sugar	1.5
7. Winemaker	Julio Bastías





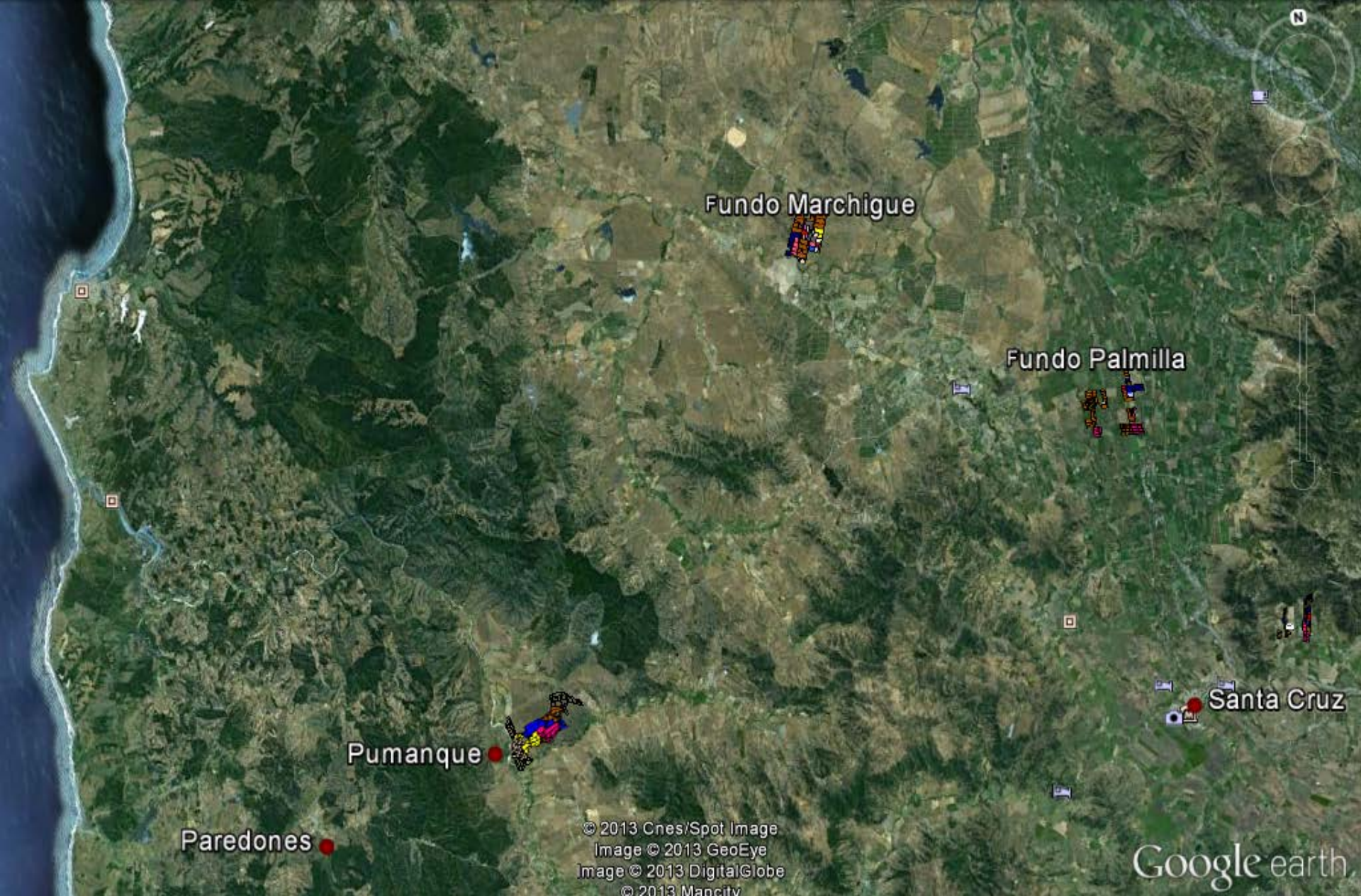

TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita.


CARMEN
CHILE

NATIVA



Santa Rita Pumanque




TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA



Santa Rita Pumanque


TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA

Santa Rita Pumanque Cabernet Franc

SOIL

Granitic clay and soils that vary in depth from 110 cm to 150 cm. Red clays present in the profile, good structure and low fertility.

VINIFICATION



Santa Rita Pumanque Syrah

SOIL

Granitic clay and soils that vary in depth from 110 cm to 150 cm. Red clays present in the profile, good structure and low fertility.

VINIFICATION





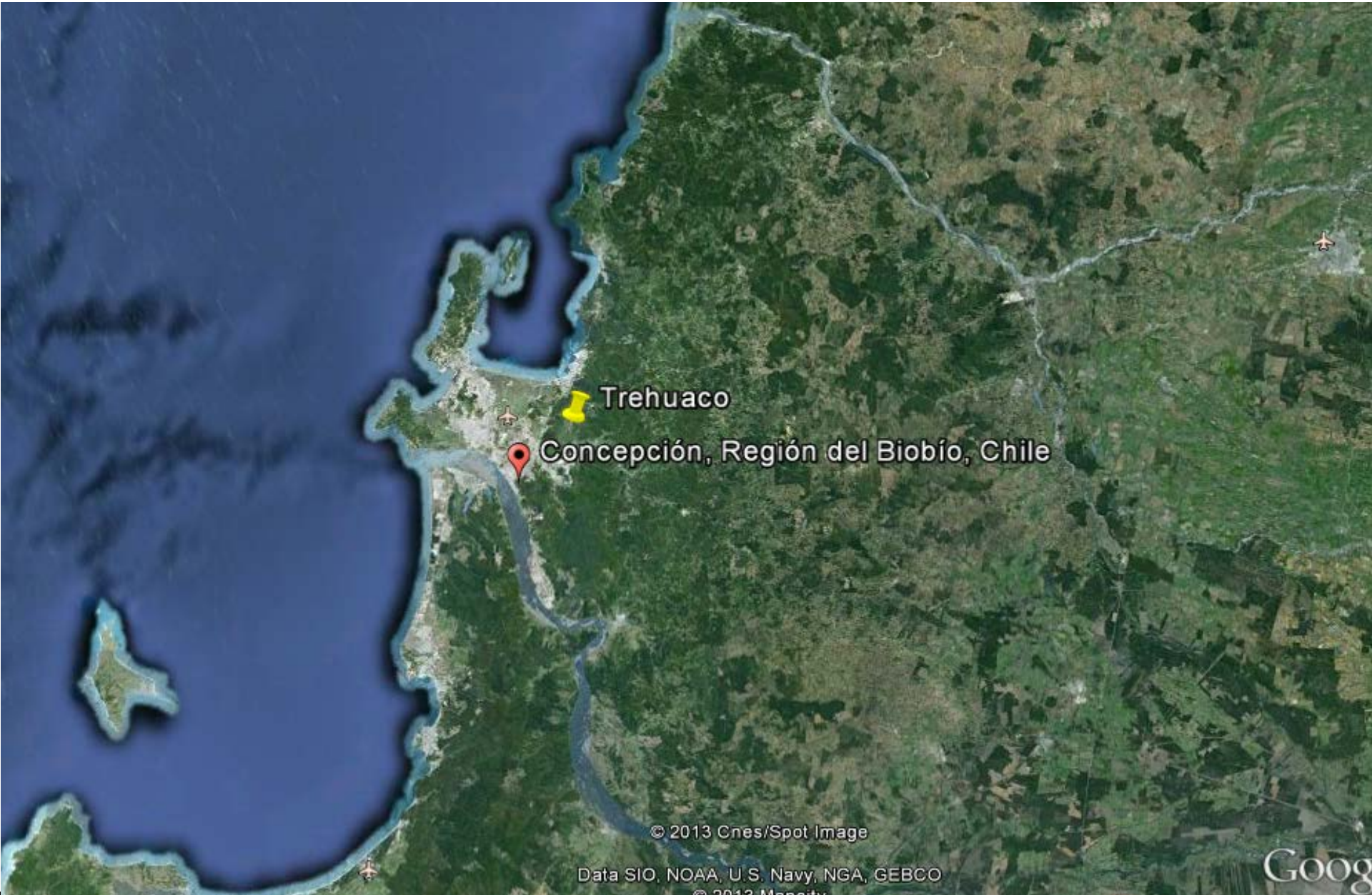

TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA



Viejas Tinajas Muscat 2012




TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA

Viejas Tinajas Muscat 2012



Viejas Tinajas Muscat 2012

SOIL

Decomposed granite from the coastal range developed in situ.

VINIFICATION

Carbonic maceration without any grape pressing and fermented in old clay amphora's. Once fermentation is finished there is a maceration period of 6 months. The wine is then racked and only the free run juice was kept for another 6 months in the same amphora's for a further maceration with its lees. Nothing is added to the wine and only 20 ppm of SO₂ added for export wines when bottling. The wine is unfiltered.



Viejas Tinajas Muscat 2012

- | | |
|------------------|-----------------------------|
| 1. Grape variety | 100% Moscatel de Alejandría |
| 2. Vintage | 2012 |
| 3. Alcohol level | 13% |
| 4. Ph | 3.54 |
| 5. Acidity | 5.8 |
| 6. Sugar | 1.64 |
| 7. Winemaker | Marcelo Retamal |





LUNCH BREAK


TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA

Argentina: The influence of terroir with an in-depth focus on Gualtallary

Tim Atkin MW-Patricio Tapia-Martin Kaiser-Edgardo Del Pópolo




TERRA ANDINA
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CARMEN
CHILE

NATIVA

ARGENTINA

WINE REGION

OVERALL INFORMATION

PLANTED HECTARES

TOPOGRAPHY

ARGENTINA WINE REGIONS



NORTH

- 01 - Calchaquies Valleys
- 02 - Catamarca Valleys
- 03 - La Rioja Valleys

CUYO

- 04 - Tulum Valleys
- 05 - Valleys of Central Mendoza
- 06 - Valleys of Northern and Eastern Mendoza
- 07 - Uco Valley
- 08 - Valleys of Southern Mendoza

PATAGONIA

- 09 - Río Neuquén Valley
- 10 - Río Negro High Valley

Source: Wines of Argentina.



ARGENTINA



EXIT

TERRA ANDINA
CHILE

DOÑA PAULA
ARGENTINA

Santa Rita

CARMEN
CHILE

NATIVA

ARGENTINA

WINE REGION

OVERALL INFORMATION

PLANTED HECTARES

TOPOGRAPHY



ARGENTINA



EXIT

ALTITUDE




DOÑA PAULA
ARGENTINA


TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA

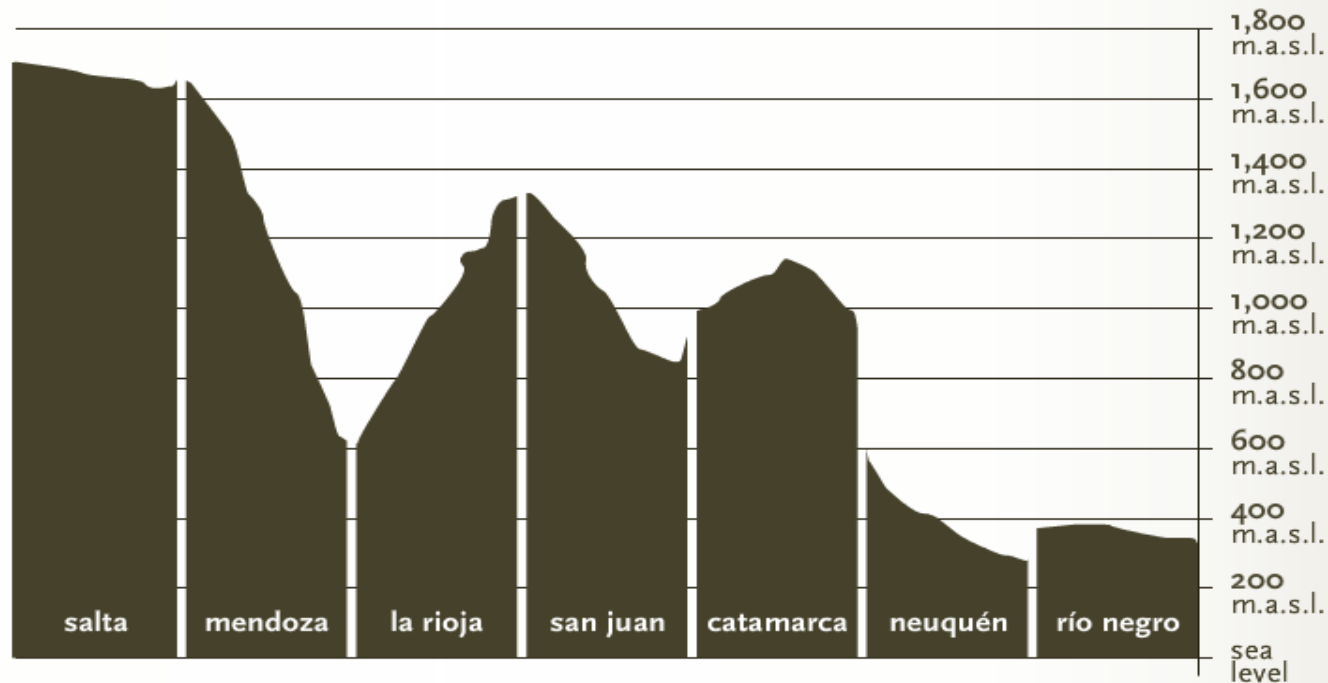
ARGENTINA

WINE REGION

OVERALL INFORMATION

PLANTED HECTARES

TOPOGRAPHY



ARGENTINA

EXIT



DOÑA PAULA
ARGENTINA

TERRA ANDINA
CHILE

DOÑA PAULA
ARGENTINA

Santa Rita

CARMEN
CHILE

NATIVA

ARGENTINA

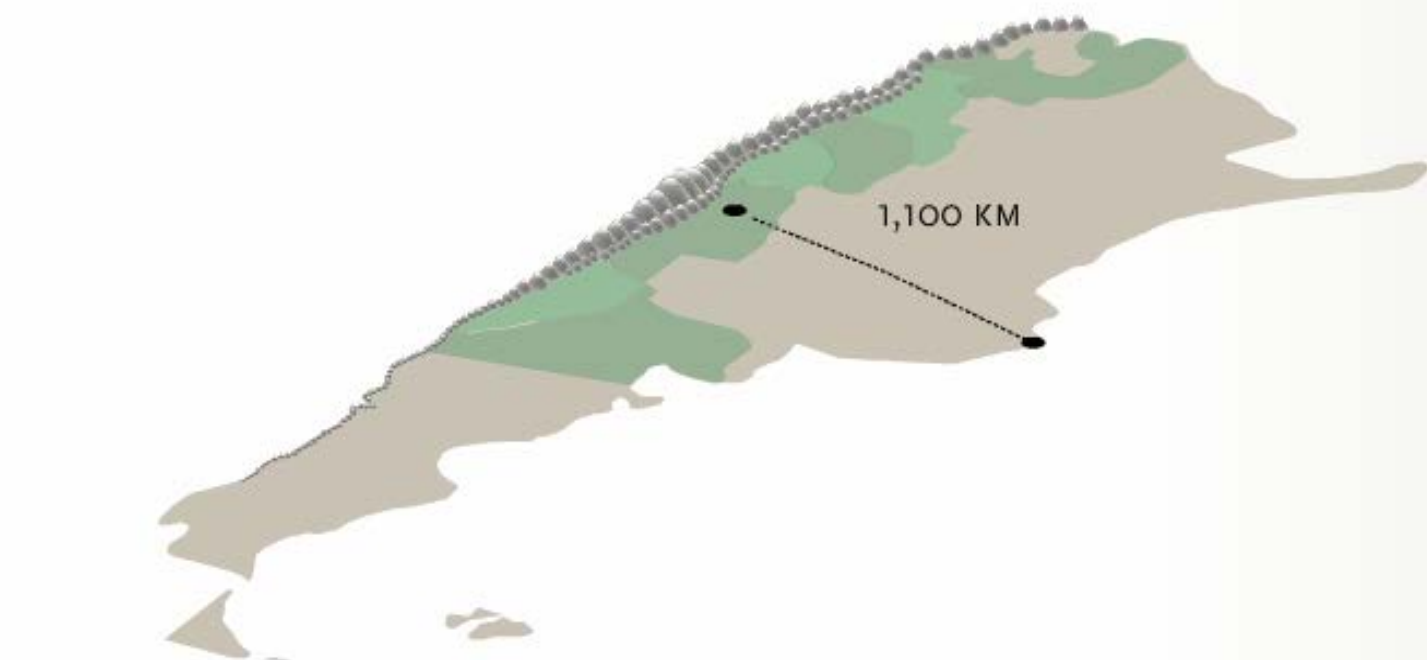
WINE REGION

OVERALL INFORMATION

PLANTED HECTARES

TOPOGRAPHY

CONTINENTAL CLIMATE



SALTA

CATAMARCA

LA RIOJA

SAN JUAN

MENDOZA

NEUQUÉN

RÍO NEGRO

ARGENTINA



EXIT

VALLEYS *of Argentina*

^{dP}
DOÑA PAULA
ARGENTINA


TERRA ANDINA
CHILE

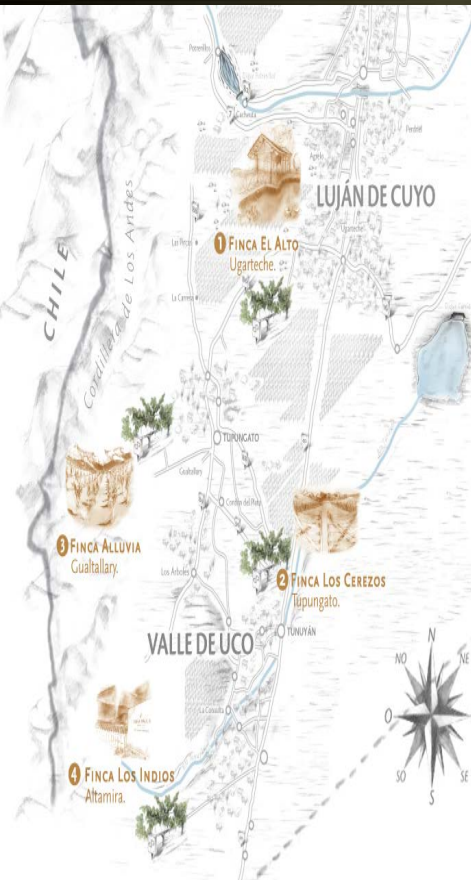
^{dP}
DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA

MENDOZA




TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA

MENDOZA

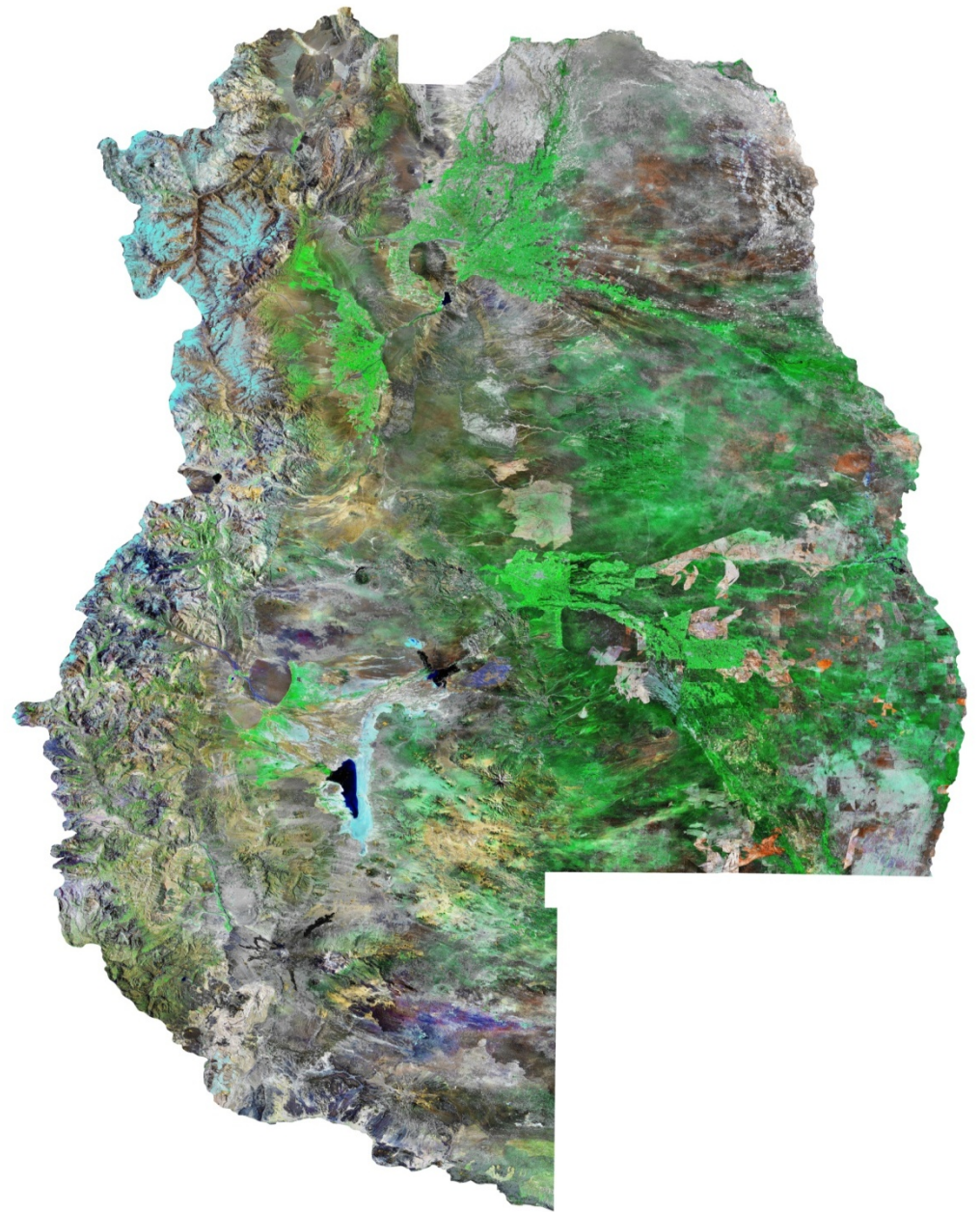
PLANTED HECTARES

OVERALL INFORMATION

D.P. VINEYARDS MAP

PICTURES

Only 3% of
Mendoza's
surface is
cultivated



UCO VALLEY

PLANTED HECTARES

OVERALL INFORMATION

D.P. VINEYARDS MAP

PICTURES



ARGENTINA



EXIT




TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA

UCO VALLEY

PLANTED HECTARES

OVERALL INFORMATION

D.P. VINEYARDS MAP

PICTURES

Uco Valley
is narrow
and long,
situated in
the West
of
Mendoza



ARGENTINA

EXIT


TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA

MENDOZA




TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA

Gualtallary: Why is it different?




TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

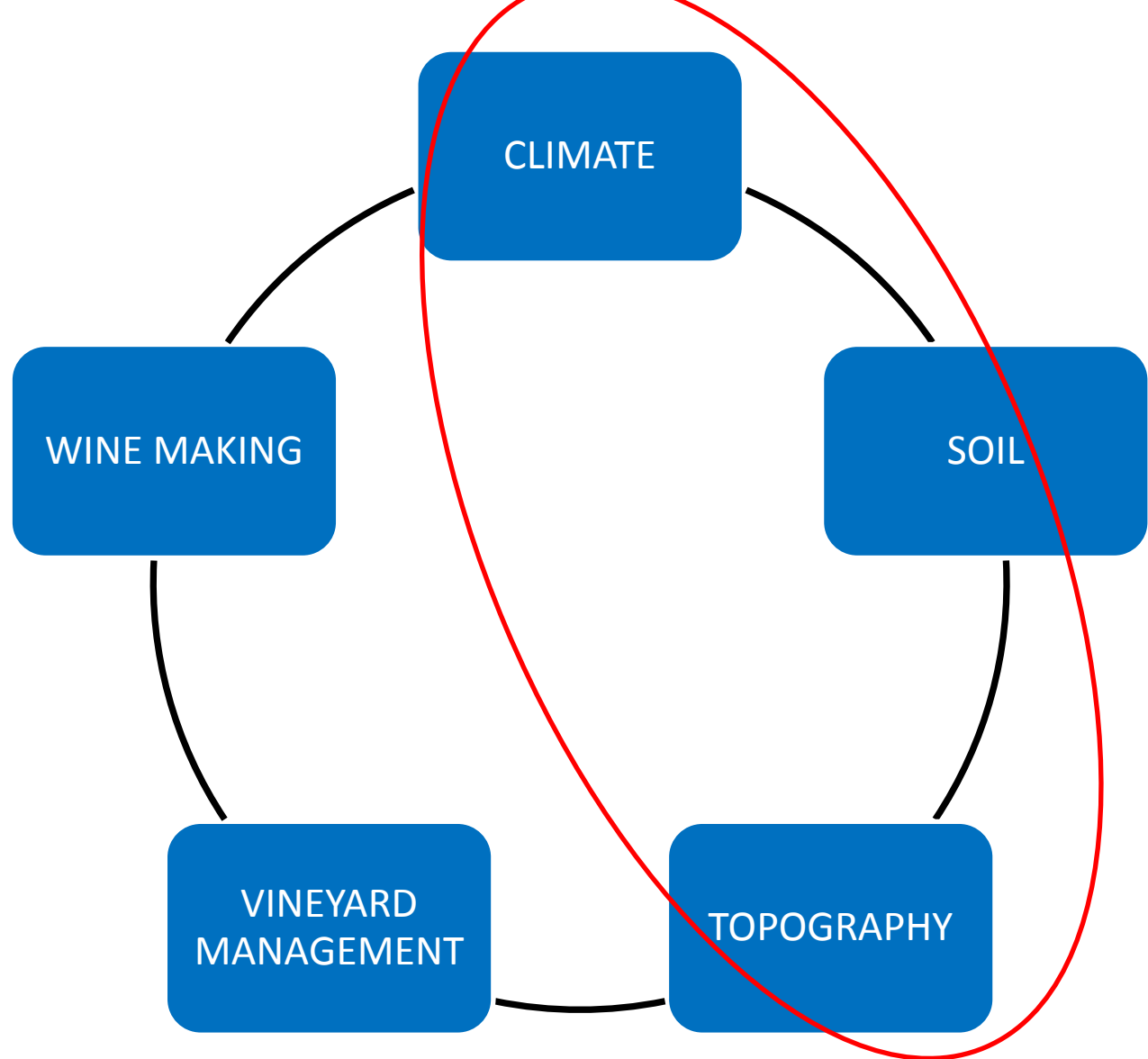
Santa Rita


CARMEN
CHILE

NATIVA



- Climate.
- Soil.
- Interaction between Climate-Soil.
- Description of Alluvia's Terroir (Gualtallary).
- Bush vines: the revenge.

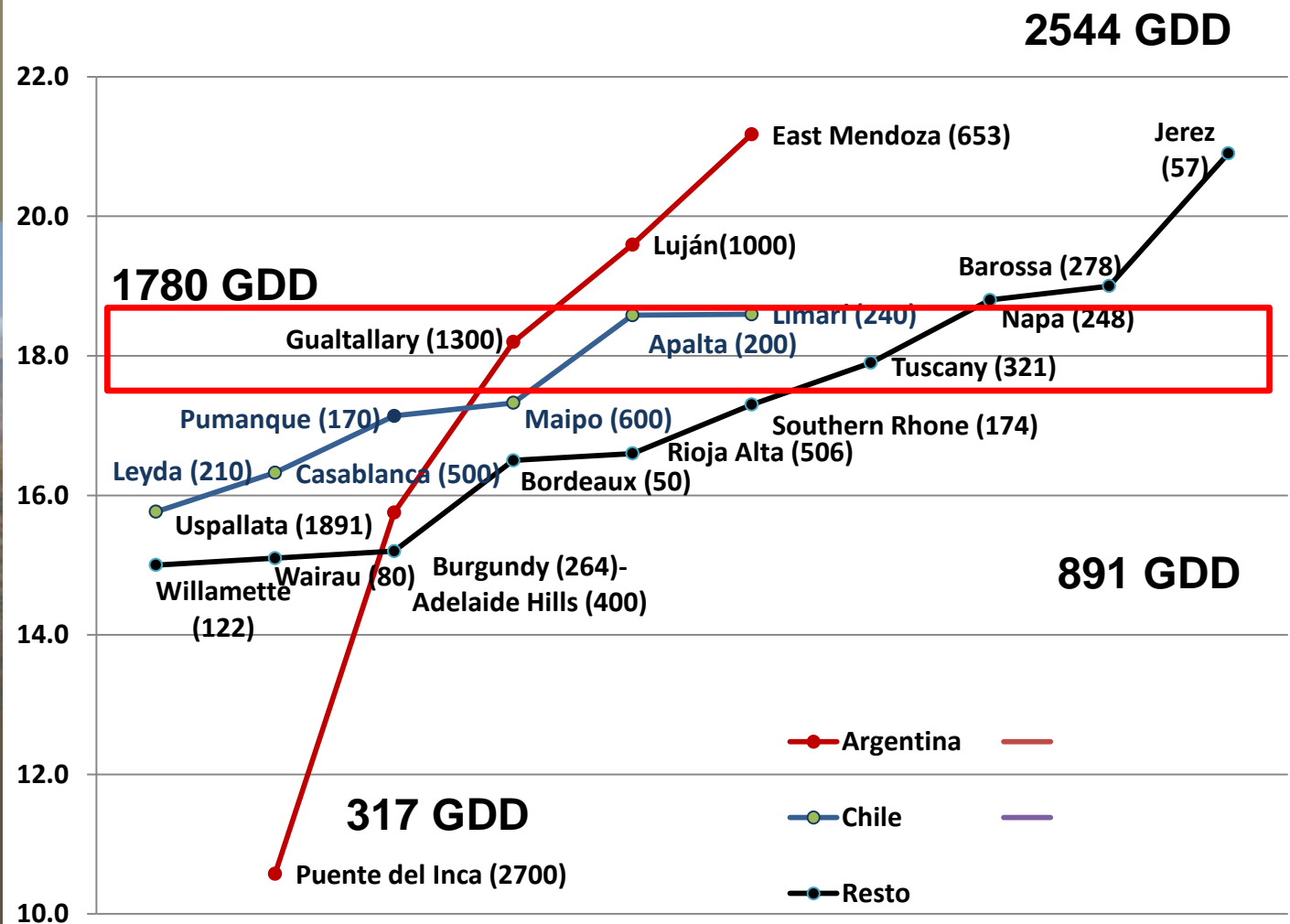




- Growing Season Average Temperature
(Heat Summation-Growing Degree Days)
- Effective Sun
- Water balance(evapotranspiration vs. rain).
- Wind.
- Minimum temperatures in late ripening period.
- Diurnal temperature range.



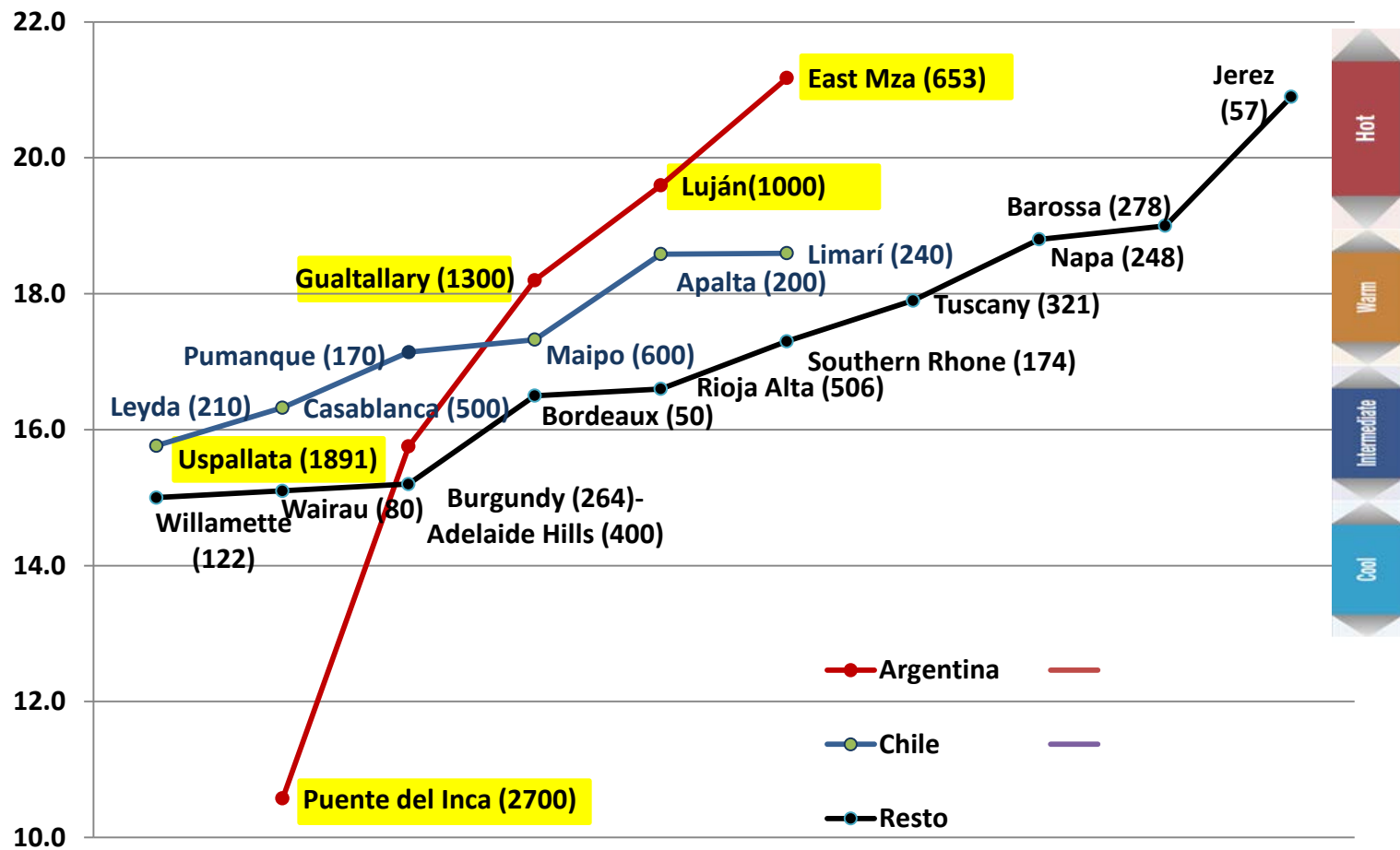
- Slope: incidence in daily temp.range.
- Altitude: (-1°C/150 m).





GUALTALLARY

TEMPERATURE



MENDOZA

WINE REGION

OVERALL INFORMATION

PLANTED HECTARES

TOPOGRAPHY



TERRA ANDINA
CHILE

DOÑA PAULA
ARGENTINA

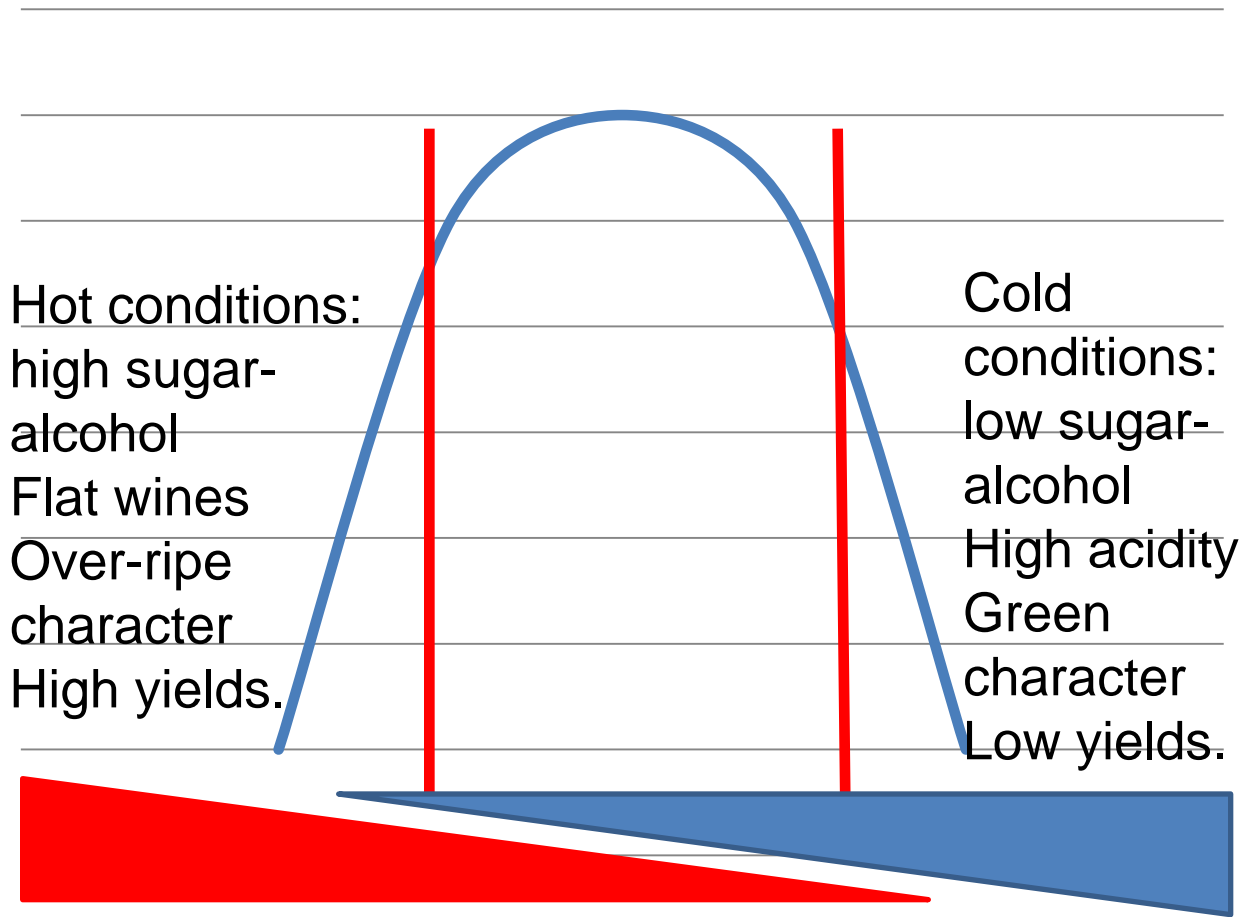
Santa Rita

CARMEN
CHILE

NATIVA



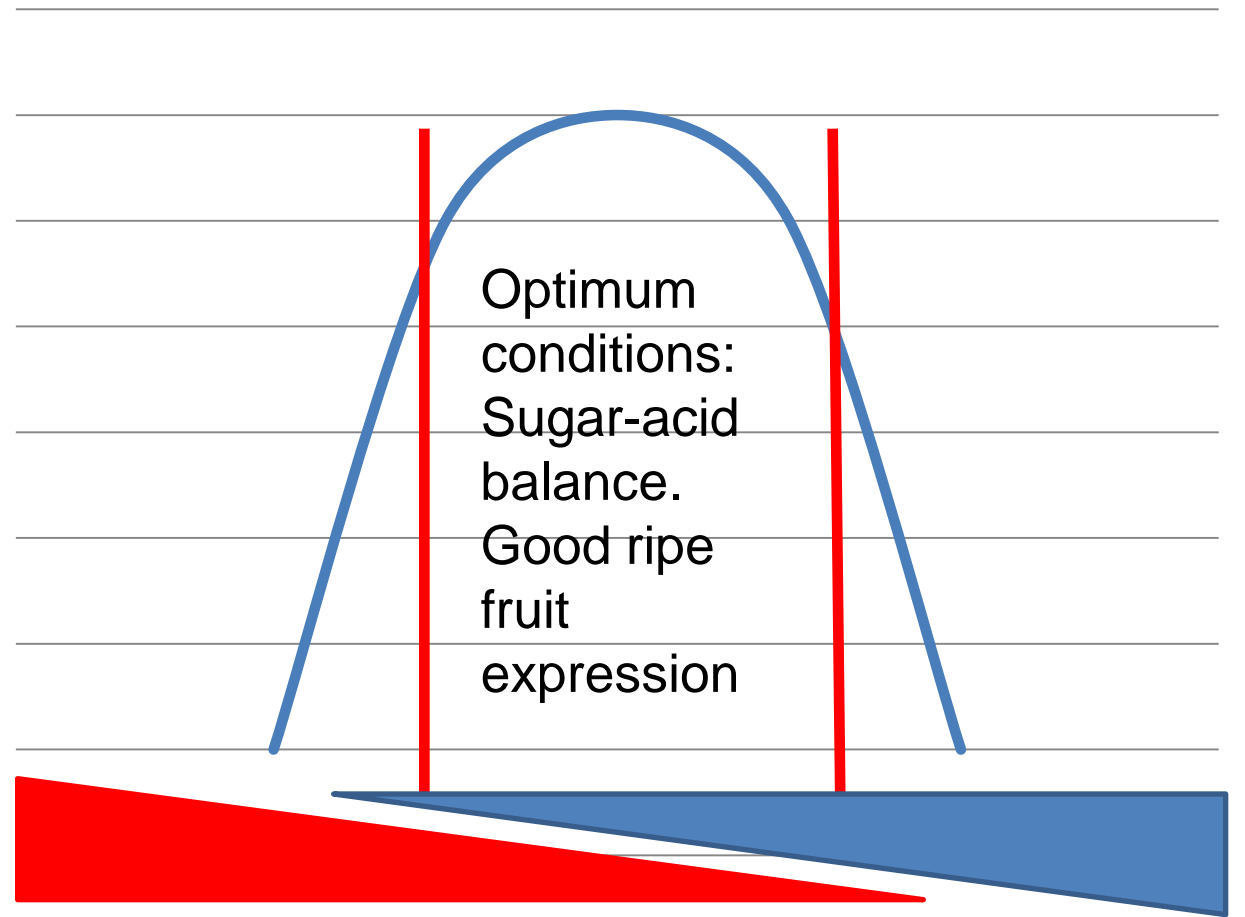
Potential Quality



Heat Acumulation or Average Temp in Growing Season



Potential Quality



Heat Accumulation or Average Temp in Growing Season



Casa Martín





	+ VIGOR	- VIGOR
TEXTURE	HEAVY	LIGHT
STONES	-	+
DEPTH	+	+
FERTILITY	+	-
RIPENESS	DELAYED	ADVANCED

WATER HOLDING CAPACITY

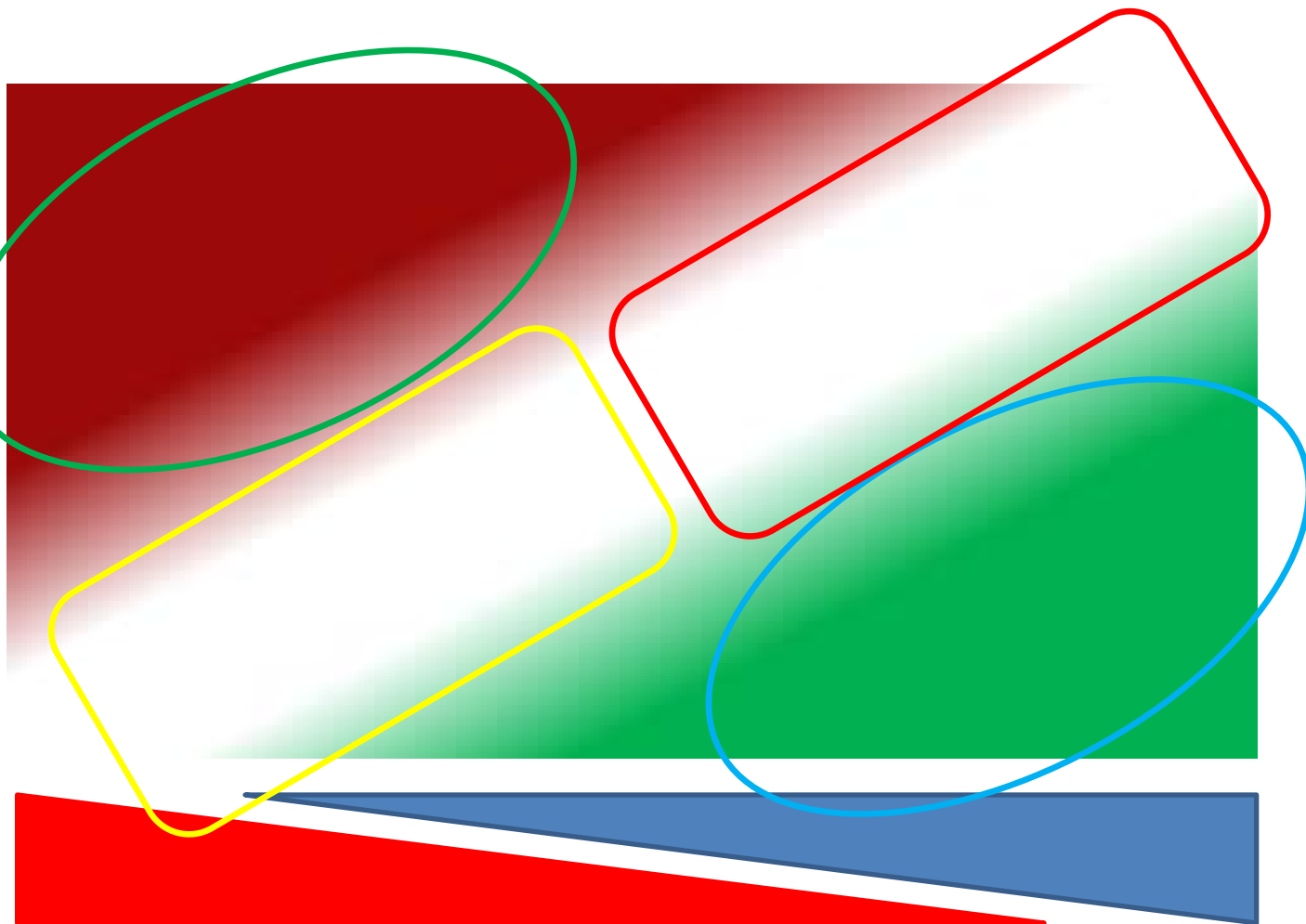
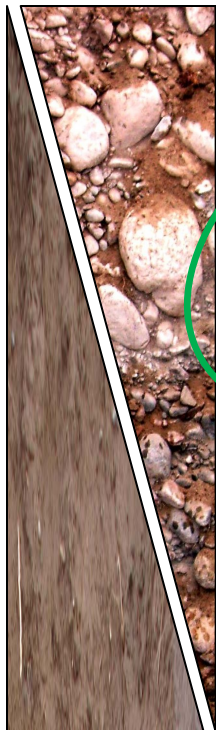
RIPENESS

DELAYED

ADVANCED

300 mm

25 mm



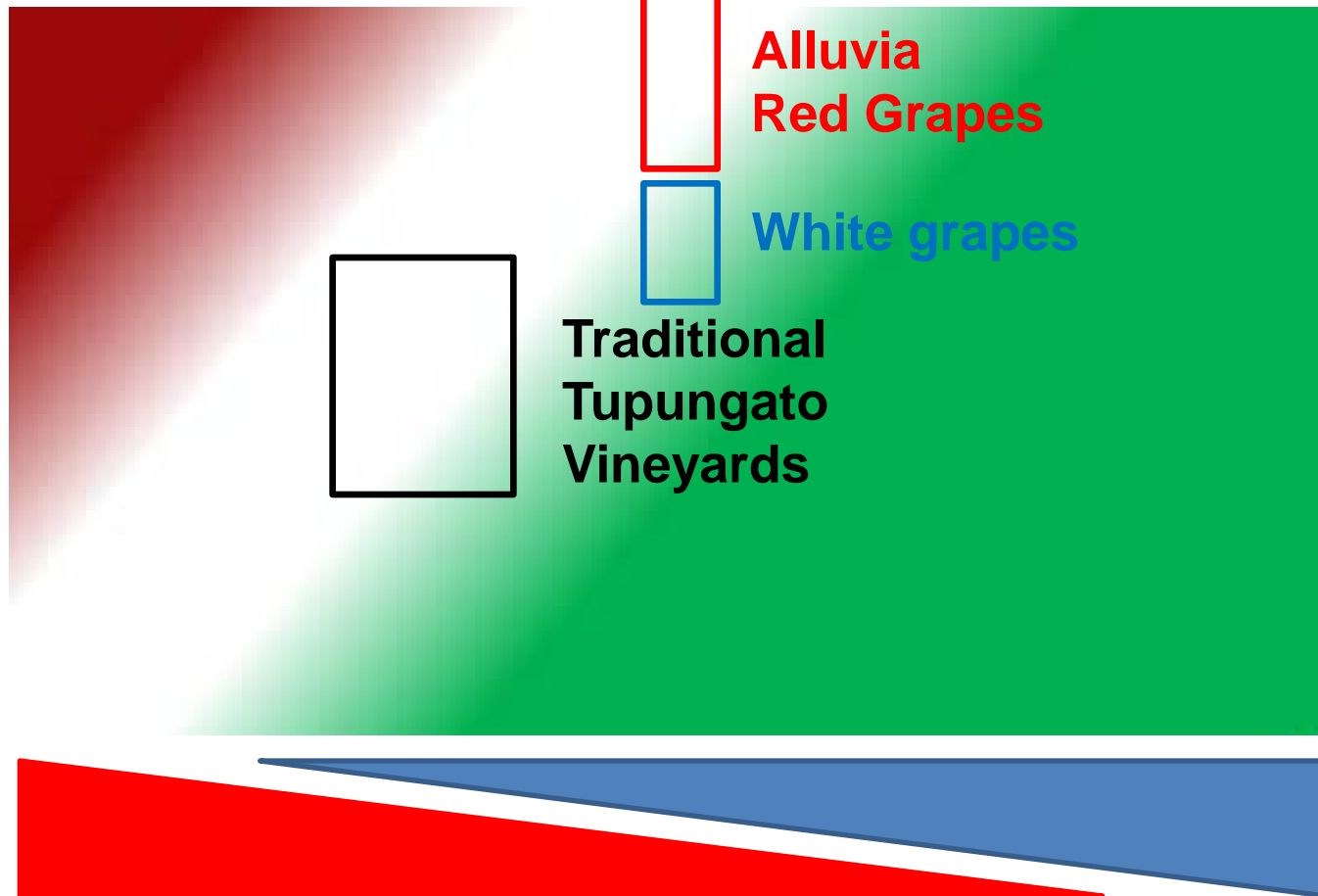
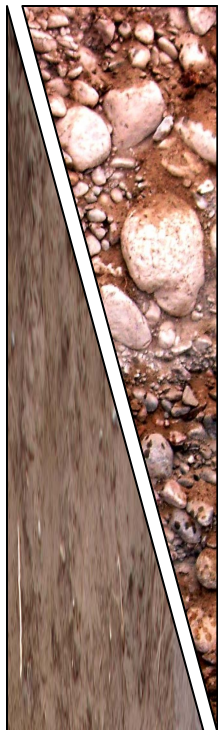

TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA



Alluvia
Red Grapes

White grapes

Traditional
Tupungato
Vineyards



Calcareous: minerality

Salinity: pH

Fertility: vigour

ALLUVIA VINEYARD




TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA



17-2-2
Cal 1:



ALLUVIA VINEYARD

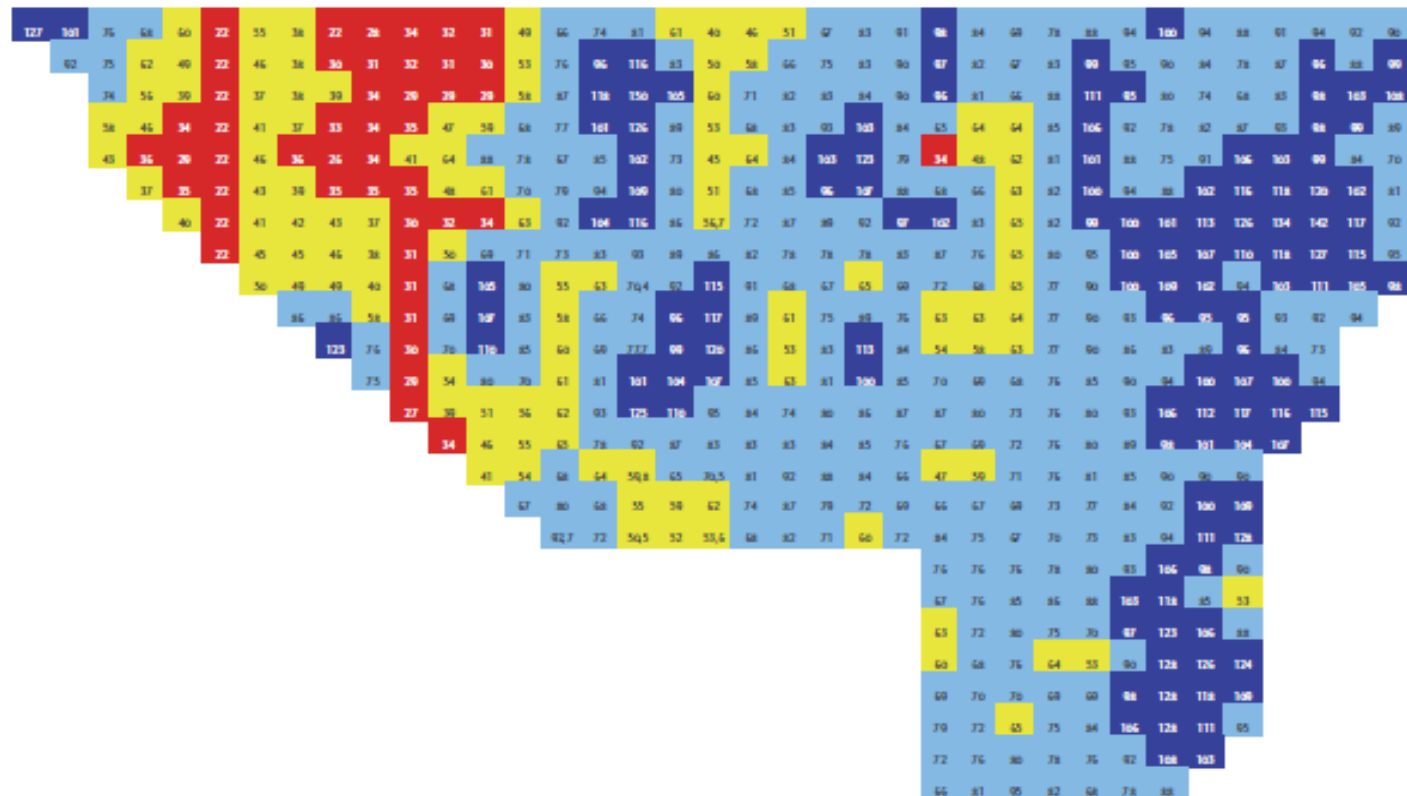
SOIL MAP BEFORE PLANTING



ARGENTINA



EXIT



Water holding soil capacity (Wc - Wm)

VERY LOW	0 mm	-	45 mm
LOW	46 mm	-	68 mm
MODERATE	69 mm	-	91 mm
HIGH	More than	-	92 mm

AVERAGE 68
STANDARD DEVIATION 23,3








TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA

BUSH VINES ARE YOU SURE?




TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA



FINCA ALUVIA

GUALTALLARY




TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA



FINCA ALUVIA

GUALTALLARY

THANK YOU!


TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA

GUALTALLARY COMPREHENSIVE TASTING




TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

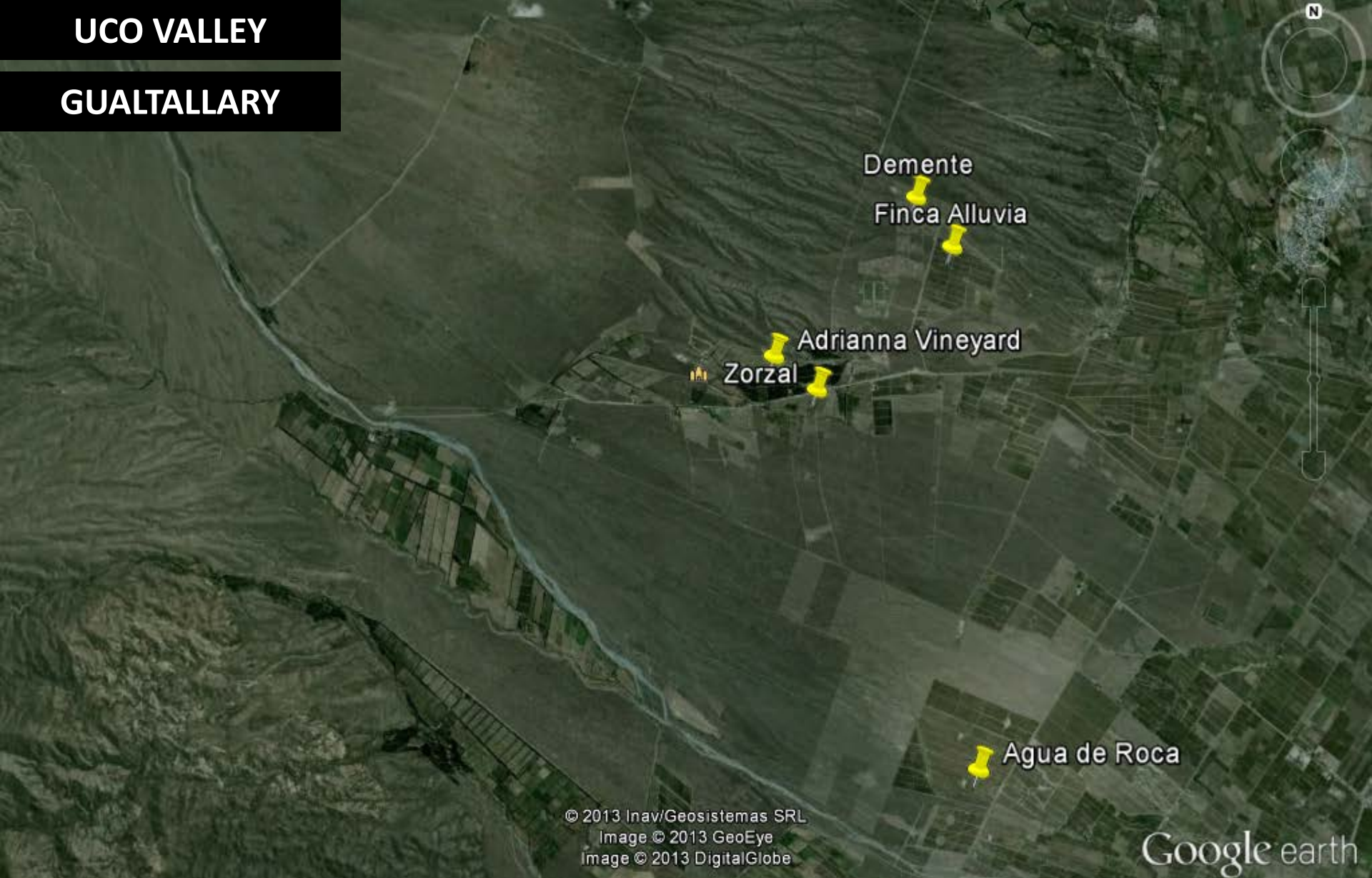
Santa Rita


CARMEN
CHILE

NATIVA

UCO VALLEY

GUALTALLARY



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Google earth


TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA




TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita

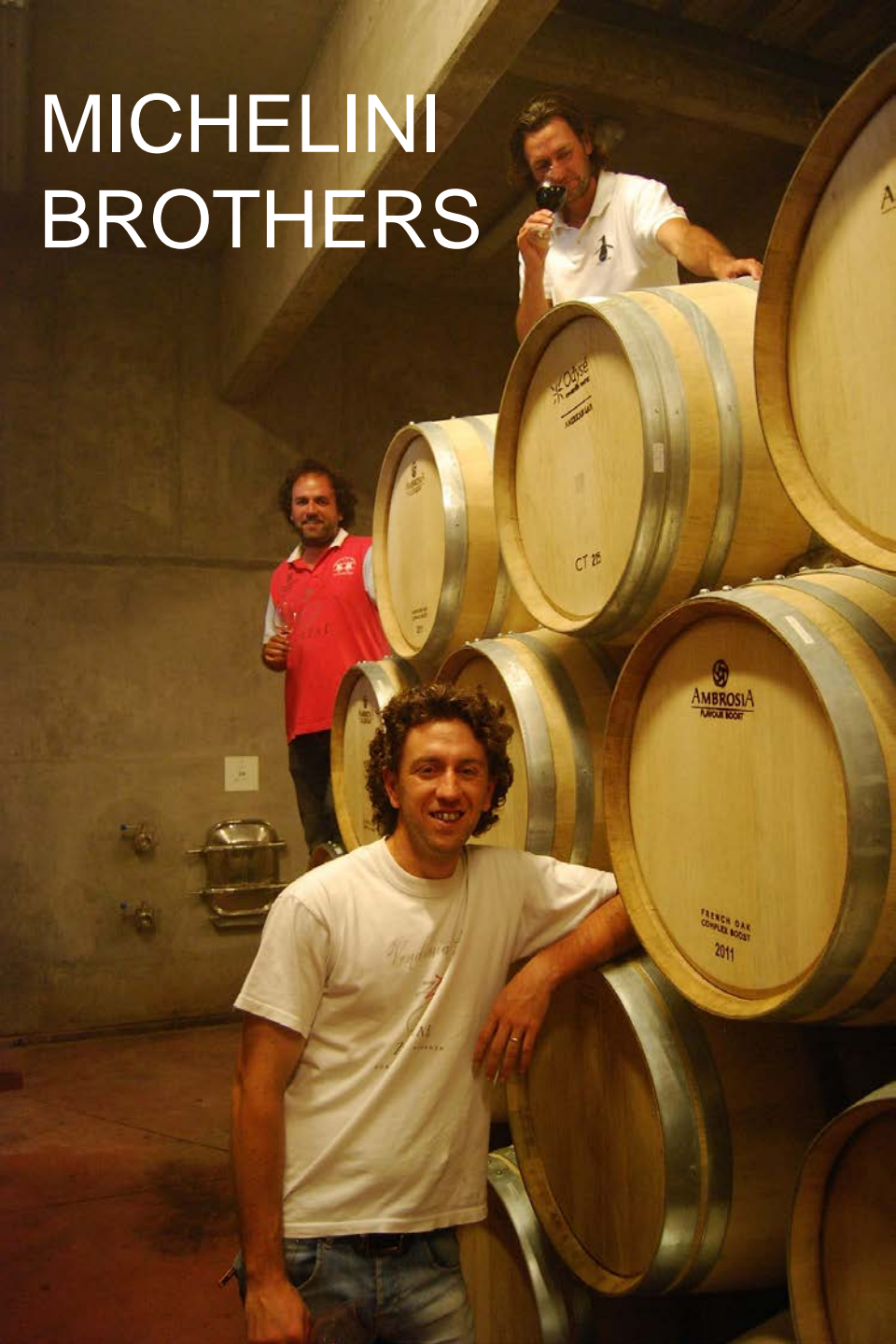
ANÁLISIS DE LA VEGETACIÓN

CARMEN
CHILE
NATIVA





MICHELINI BROTHERS



Demente Cabernet Franc 2011




TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA

Demente Cabernet Franc 2011

SOIL

Grapes come from 4 Malbec and 4 Cab Franc plots in Gualtallary, so the soils are very diverse, from high altitude and rocky to lower altitude and sandy. All of them very calcareous soils.

VINIFICATION

Hand harvested in 12 kgs trays in March/April, with more than 40 days between the different harvests. The Malbec and Cab Franc are cofermented using native yeasts only at 25° to 28° C. Post fermentation maceration of 20 days and then racked to french oak for 12 months before bottling.



Demente Cabernet Franc 2011

1. Grape variety

2. ^{55%} malbec · 45% cabernet franc

3. ²⁰¹¹ Alcohol level

4. ^{14%} Ph

5. ^{3.6} Acidity

6. ^{5.4} Sugar

7. ^{1.8} Winemaker

Matias Michelini



Dona Paula Series Cabernet Franc 2011




TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA

Dona Paula Series Cabernet Franc 2011

SOIL

When we started exploring the cooler Gualtallary region, we discovered an old block of naturally low yield Cabernet Franc, and we were amazed by its expression and concentration. This French clonal selection was planted in rocky based sandy soils, using vertical shoot positioned trellising. I had just one bunch per shoot (many of them with no bunches at all) providing perfect balance for a fully mature spicy Cabernet Franc.

VINIFICATION

This is a minuscule production of traditionally steel fermented juice, using a gentle pumping over to extract the best from the skins. Aged in new French oak barrels for 12 months, this wine is bottled unfinned and unfiltered.



Dona Paula Series Cabernet Franc 2011

1. Grape variety

2. Vintage

3. Alcohol level
100% Cabernet Franc

4. Ph

5. Acidity
2011

6. Sugar

7. Winemaker
14%

3.5



Zorzal Terroir Unico Malbec 2011

SOIL

This 15 year old plot is located at 1.350 mt a.s.l on a rock and sand soil.

VINIFICATION

Hand harvested in 16k kg trays is then cold macerated for 15 days before fermentation with only native yeasts. It is fermented and kept in concrete tanks .



Zorzal Terroir Unico Malbec 2011

1. Grape variety

2. Vintage
100% Malbec

3. Alcohol level
2011

4. Ph
13.8

5. Acidity
5.34

6. Sugar

7. Winemaker
Juan Pablo Michelini



A man with dark, curly hair and a goatee is leaning against a large wooden barrel. He is wearing a dark blue polo shirt with the 'CATENA' logo on the left chest. His right arm is raised and resting on the top of the barrel. The barrel is made of light-colored wood with metal hoops. The background is slightly blurred, showing more of the barrel and some structural elements of the setting.

**ALEJANDRO
VIGIL**

CATENA
MILANO

Catena Adriana Vineyard Malbec 2010




TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA

Catena Adriana Vineyard

Malbec 2010

SOIL	90% sand, 10% lime, 10 - 30% surface stones
VINIFICATION	De-stemmed, whole berry fruit is hand loaded into 225 liter new French oak barrels; 100% barrel fermented for seamless oak integration; low fermentation temperatures extract intense aromas; all cap management done by hand for soft, gentle flavor and tannin extraction; alcoholic and malolactic fermentation in barrel leaves considerable lees and sediment.



Catena Adriana Vineyard Malbec 2010

1. Grape variety
100% Malbec
2. Vintage
2010
3. Alcohol level
14.0%
4. Ph
3.5
5. Acidity
7.0
6. Sugar
2 gr/lit
7. Winemaker
Alejandro Vigil



Doña Paula Alluvia Parcel Malbec 2010




TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA

Doña Paula Alluvia Parcel Malbec 2010

SOIL

The soil where this bush vine vineyard is planted has a very thin vegetation 10 cms- layer and is made up of medium-sized alluvial stones coated with calcium carbonate patinas mixed with sand-calcareous encrustations, down to a depth of 2.20 m.

VINIFICATION

This wine is the result of a microvinification in barrels from these very limited-release lots. To make a soft extraction, the barrels are rolled daily for 10 to 15 days. Then, the wine is racked to new French oak barrels where it is aged for 14 months.



Doña Paula Alluvia Parcel Malbec 2010

1. Grape variety
2. 100% Malbec
3. 2010
4. Alcohol level
5. 14.5
6. PH
7. 3.65
8. Acidity
9. 6.07
10. Sugar
11. 29 gr/l
12. Winemaker

David Bonomi



Passionate Wines, Montesco Agua de Roca Sauvignon Blanc 2012

SOIL

It is made from grapes grown at 1,500 meters above sea level on the Andes foothills. Soils are poor, rocky and mainly from alluvial origin.

VINIFICATION

50% of the wine is fermented in stainless steel tanks and the remaining 50% in egg shape concrete tanks.



Passionate Wines, Montesco Agua de Roca Sauvignon Blanc 2012

1. Grape variety
2. Vintage
3. ^{100% Sauv Blanc}Alcohol level
4. ²⁰¹²Ph
5. ^{12.5}Acidity
6. ^{3.3}Sugar
7. ^{6.25}Winemaker
2.1 gr/l

Matias Michelini



Doña Paula Cuvée Speciale White Blend 2012 (not released)

65% Riesling
30% Sauvignon
5% Chardonnay

2012

12.8%

3.3

6.38

David Bonomi



Catena Zapata White Stones Chardonnay 2009




TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA

Catena White Stones Chardonnay 2009

SOIL

White Stones Chardonnay comes from a select 27 rows within Lot 1 of the Adrianna Vineyard.

VINIFICATION

Fermentation container: Barriques

Length of alcoholic fermentation: 35 days

Maceration technique: Battonage

Malolactic fermentation: Yes

Type of aging container: Barrels

Size of aging container: 225 L

Type of oak : French

Length of aging before bottling: 12-16 months



Catena White Stones Chardonnay 2009

1. **Grape variety**
2. **Vintage**
100% Chardonnay
3. **Alcohol level**
2009
4. **Ph**
14%
5. **Acidity**
3.2
6. **Sugar**
6.8
7. **Winemaker**
3 gr/lit

Alejandro Vigil



THANK YOU!




TERRA ANDINA
CHILE


DOÑA PAULA
ARGENTINA

Santa Rita


CARMEN
CHILE

NATIVA