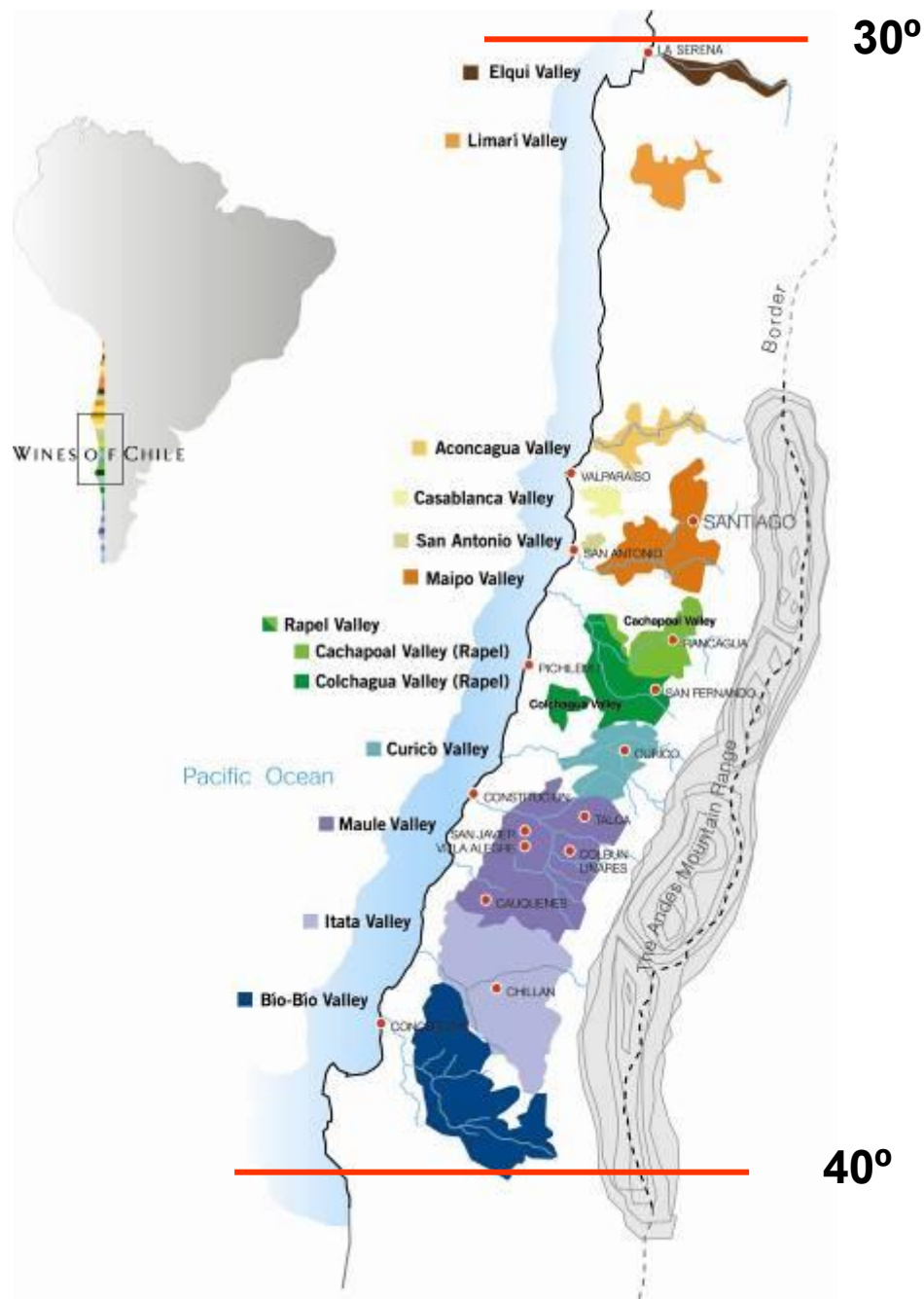


Introducing Viña Errazuriz

Your new Chilean partner

VASCo presentation and tasting.
Ternat, 5th September 2016





ERRAZURIZ

FAMILY WINES SINCE 1870



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ACONCAGUA PEAK: TOWERING OVER THE VALLE DE ACONCAGUA



DON MAXIMIANO ERRAZURIZ: OUR FOUNDER



What is the significance of this?

- Innovative/ pioneering
- Quality focussed
 - “From the best land the best wine”
- Independent and family owned and run
 - now by the visionary Eduardo Chadwick.

Other 'firsts'

- **1985: First hillside plantations in Chile.**
- 1991: First steep hill drip irrigated vineyard in Chile; Don Maximiano Estate.
- **1994: Shiraz first introduction to Chile.**
- **1997: First Chilean winery to use indigenous yeasts**
- 1999: Sangiovese first introduction to Chile.
- 2004: Packaging - use of screwcap closure
- **2005: Viña Errazuriz starts planting in Aconcagua Costa**
- 2009: Introduction of lightweight glass for Estates and Max Reserva



VIÑA ERRAZURIZ: DON MAXIMIANO HILLSIDE TERROIR



ACONCAGUA COSTA: COOL CLIMATE WINES



Our accolades.....

- “Along with Concha y Toro, which dominates Chilean wine from a quantity perspective, Errazuriz provides a quality benchmark.” Decanter Magazine, June 2005
- Best super-premium red and overall Best Wine in Show, Don Maximiano Founders Reserve 2010, 10th Annual Wines of Chile Awards (2013).
- Best super-premium red and overall Best Wine in Show, Don Maximiano Founders Reserve 2011, 11th Annual Wines of Chile Awards (2014).



ERRAZURIZ

KAI

2007

*KAI is the most Chilean
language means place, giving
its name to this first and
unique expression of
Carménère*

ERRAZURIZ
CHILE

94
POINTS

Viñedo



*Viñedo
Sena
2007
Chile*

96
POINTS



97
POINTS

DON MAXIMIANO



94+
POINTS

ERRAZURIZ



*Una Errazuriz's finest
expression of this classic
grape variety in Chile's
Valle de Aconcagua
Syrah*

ERRAZURIZ
CHILE

93
POINTS

VCH 100 points graphic to be inserted

GREAT RECOGNITIONS ONCE MORE ON ERRÁZURIZ

On his new report "Chile's Evolving Quality Wine World", James Suckling recognizes that Chile is truly coming on age. A great example of this are the great scores we received in all of our wines.

94 PUNTOS ACONCAGUA COSTA Pinot Noir 2015	93 PUNTOS ACONCAGUA COSTA Sauvignon Blanc 2015	93 PUNTOS ACONCAGUA COSTA Syrah 2014	92 PUNTOS ACONCAGUA COSTA Chardonnay 2015	
92 PUNTOS MAX RESERVA Chardonnay 2015	91 PUNTOS MAX RESERVA Carmenere 2014	91 PUNTOS MAX RESERVA Pinot Noir 2015	91 PUNTOS MAX RESERVA Sauvignon Blanc 2015	90 PUNTOS MAX RESERVA Cabernet Sauvignon 2014
93 PUNTOS ACONCAGUA ALTO Cabernet Sauvignon 2014	92 PUNTOS ACONCAGUA ALTO Carmenere 2014	92 PUNTOS THE BLEND COLLECTION Red 2014	91 PUNTOS THE BLEND COLLECTION White 2014	



ERRÁZURIZ
VINOS DE FAMILIA DESDE 1870

Decanter®

WORLD WINE AWARDS

*We are delighted to announce that Viña Errázuriz has
been awarded with outstanding awards in the
Decanter World Wine Awards 2016*



ERRAZURIZ

VINOS DE FAMILIA DESDE 1870

WINE & SPIRITS SELECTS VIÑA ERRÁZURIZ AS A TOP 100 WINERY FOR THE THIRD CONSECUTIVE YEAR

Wine & Spirits, Special Issue, Winter 2015, 29th
Annual Buying Guide 2016



“One of the oldest wineries en Chile has decided to reinvent itself, exploring the valley where it was founded nearly a century and a half ago. New vineyards closer to the coast, new varieties and the decision to reduce the use of new oak to lend more freshness to the wines are giving impressive results.”

Looking to the Pacific: Aconcagua Valley is about 70 miles north of Santiago, in a semi-desert area that stretches along the Aconcagua River, from the Andes to the Pacific. Errázuriz first began planting vineyards in the warm plains in the middle of the valley, but in 1999, the team began to explore westward,



ERRAZURIZ RANKED NUMBER 7

MOST ADMIRED WINE BRANDS IN THE WORLD

ERRAZURIZ

FAMILY WINES SINCE 1870

Viticulture Strategy

- Self sufficient in grapes.
- All sites are orientated towards quality not yield.
- Precision viticulture as part of sustainability.
- Winemakers spend more than 40% of their time in the vineyards.
- Picking dates determined by the winemakers. For some wines now picking up to a month earlier than we did from 2010 vintage for example.
- Aconcagua Costa vineyard. Unique to us.
- Innovations:
 - Flood irrigation trials
 - Pinot Grigio, Tempranillo, Marselan

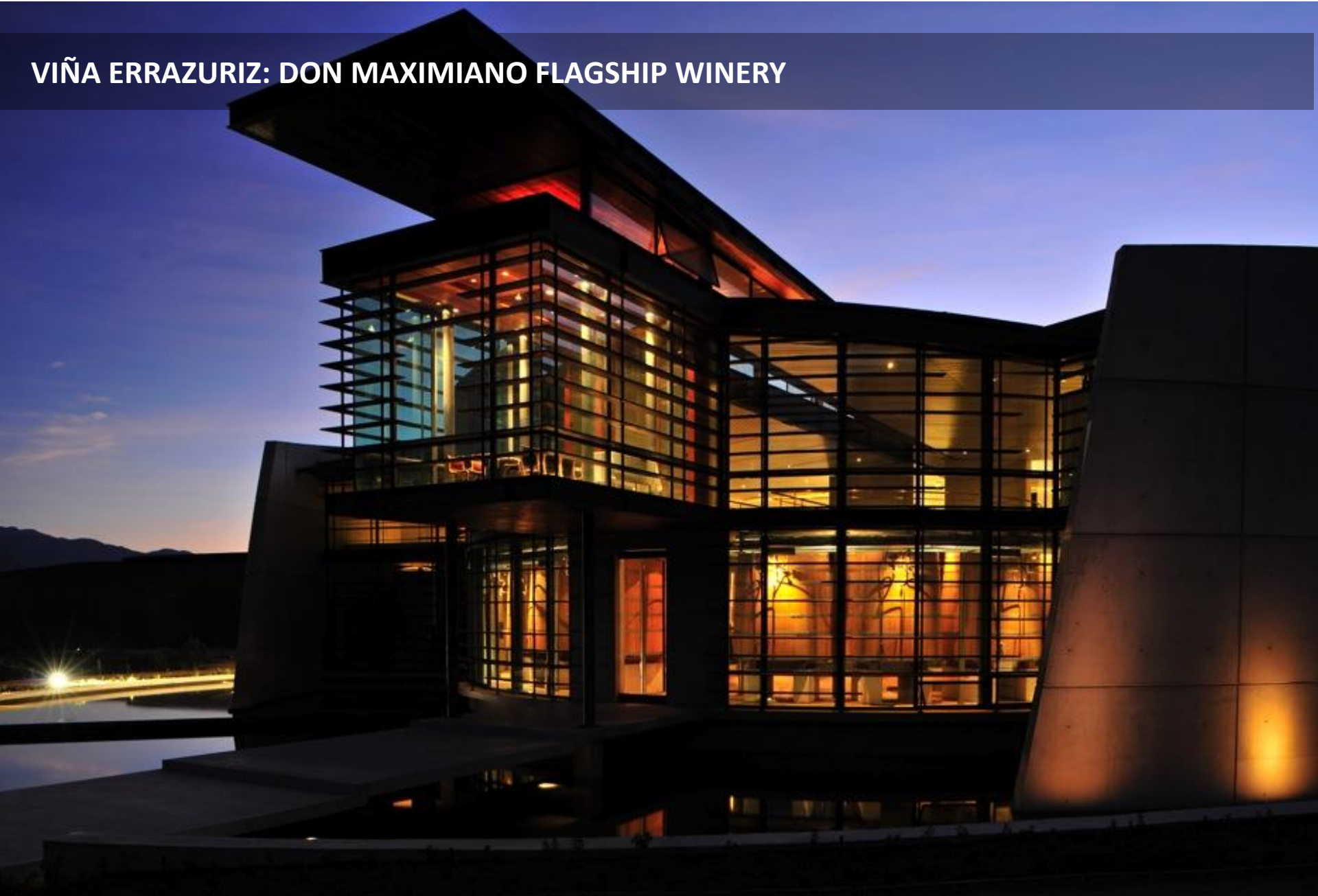
ACONGACUA COSTA (2009)



Winemaking strategy.....

- State of the art, US\$50m winery opened in 2010:
 - Only for our Icon wines
 - Gravity flow, temperature controlled, sustainable
- New 222 tank Max Reserva winery commissioned at the same time.
- Double sorting tables
- Oak:
 - Less used, and less new oak used
 - Proportionally more French oak used than ever before
 - Coopers: Saury, Taransaud and Adour – the best
- Changing styles:
 - Less new oak, earlier picked, more emphasis on freshness, aromatics, structure. Less emphasis on ripeness, body, alcohol.
- Annual study trip yields additional innovations
 - Trials with concrete tanks and wooden eggs

VIÑA ERRAZURIZ: DON MAXIMIANO FLAGSHIP WINERY



MAX RESERVA WINERY



ERRAZURIZ



FAMILY WINES SINCE 1870

People making the wine.....

- Francisco Baettig
 - Winemaker of the Year 2011, Chilean Guild of Food and Wine Writers
- Consultants
 - Kym Milne MW
 - Formerly of Villa Maria
 - Chair of judges at the Sydney International Wine Show
 - Louis-Michel Liger-Belair
 - Domaine Liger-Belair, Vosne-Romanée

Marketing strategy.....

- Things you do hear us say:
 - World class, benchmark, best, quality, pioneers
- Things you do not hear us say:
 - Volume, scale, costs, yields, market share

The pitch – “why should I list Errazuriz?”

- We believe we have superior quality in the bottle at any price tier
 - Try it with your customers
- Wine style evolution – elegant, contemporary, food friendly Chilean wines.
- Proven success – a long and successful history in Europe – and powerful accolades
- We continue to innovate to improve and demonstrate our quality
- Support with events/ tastings/ staff training

Thank you

ERRAZURIZ



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