

The New Chile

Vine Connections - Polaner

May 17, 2013

Why VC is entering Chile? Why Now?

- VC's mission – find high-quality deserving wine regions and make them relevant in US
- Chile's revolution – from ignoring their terroir to small producers hunting for unique terroirs
- We want to lead categories, not follow.

This is what we do.

What is “The New Chile”?

- 14 distinct valleys stretching from north (Elqui Valley) to south (Malleco Valley), covering 700 miles.
- 3 zones from west to east: Costa, Entre Cordillera, and Andes
- Wines that express their place – the valley, the soils, the climate, and the proximity to the coast and/or the Andes.
- Innovating, pioneering, and uncompromising.

We are proud to introduce The New Chile.

Chile's Wine History



The Evolution To Today

- Young generation of open-minded winemakers traveling, tasting and understanding international quality
- Planting the right varieties in the right places – people with understanding of terroir
- Embracing diversity

VINE CONNECTIONS TERROIR TASTING

Following the Mountains

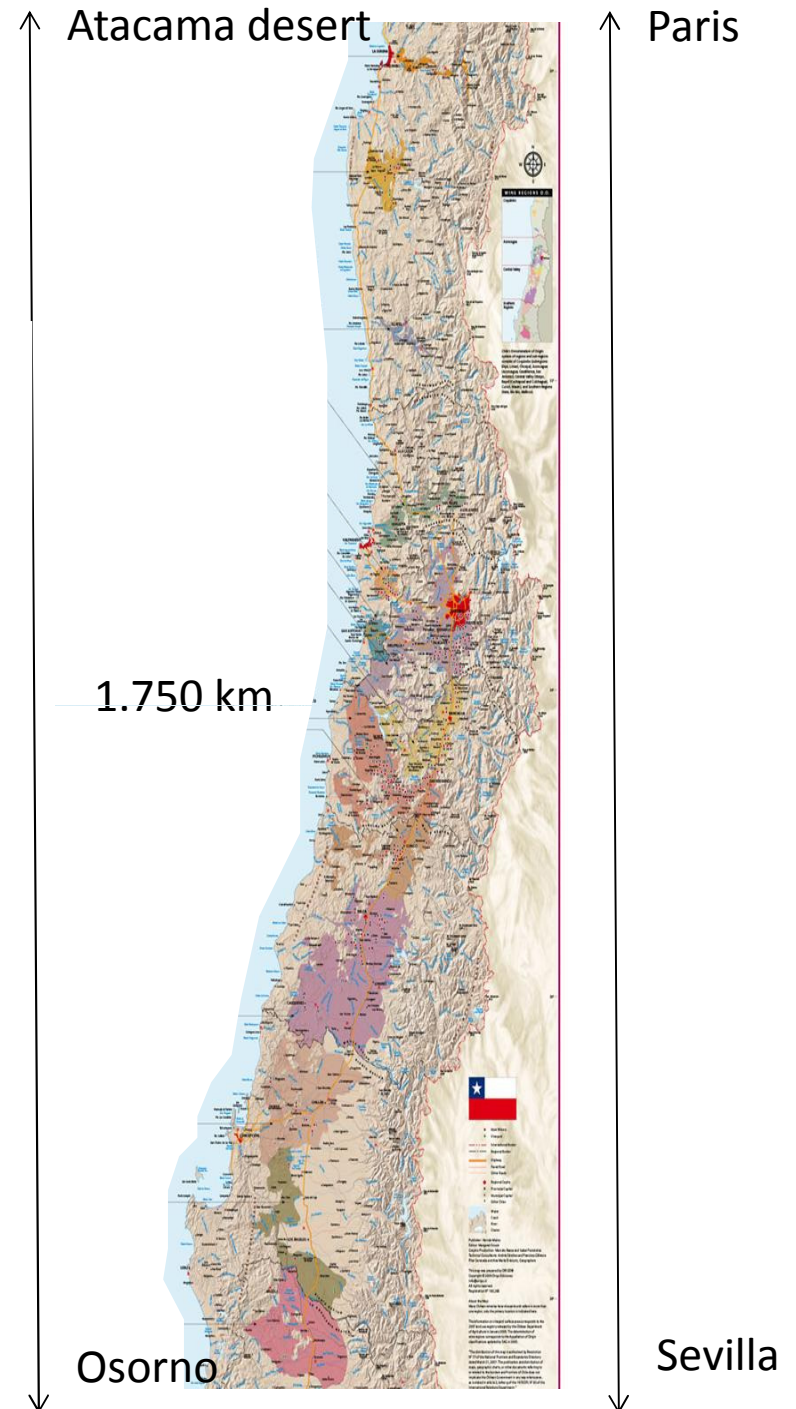
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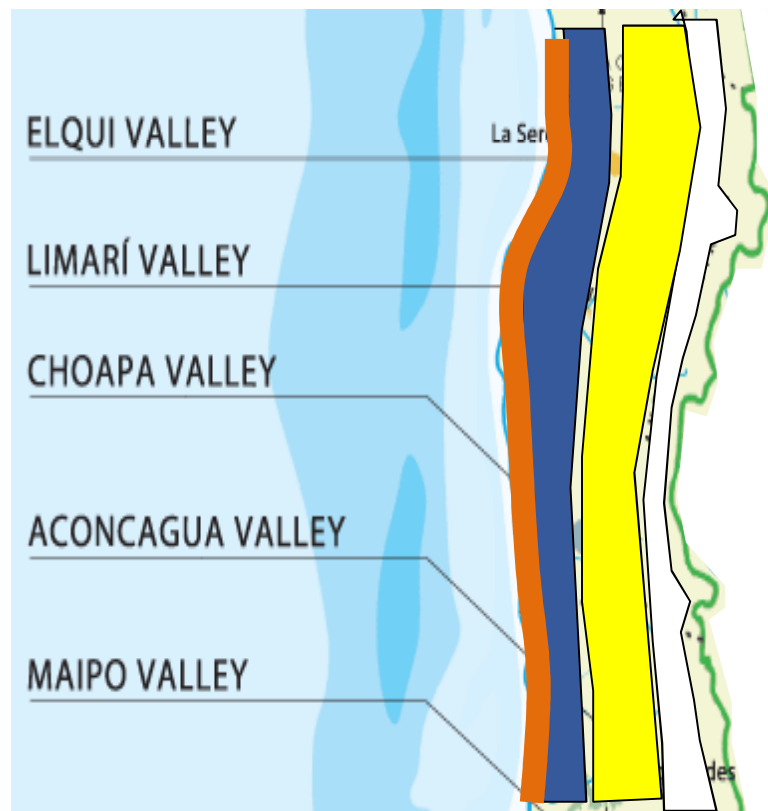
Ph.D. Pedro Parra



Chile in 2 Words

- a GEOLOGICAL fractured Land
- MOUNTAIN Terroir, very COMPLEX Geology
- COMPLEX Climate
- Young industry
- Last 10 years was focus : quality and EXPLORATION of new Terroirs



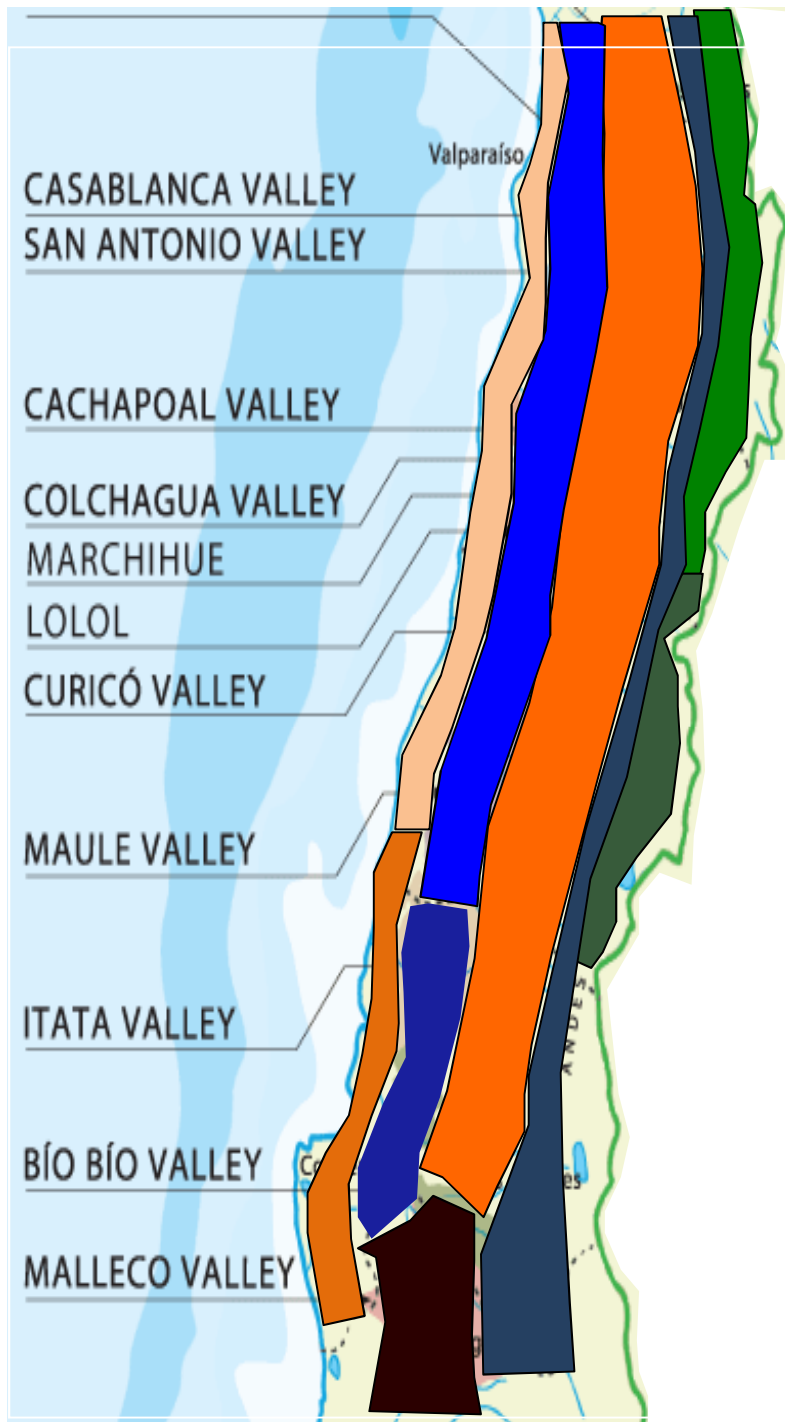


Very high altitude, fresh to cold+, important++ thermal oscillation, very sunny, no rain

High altitude, warm to fresh, important thermal oscillation, very sunny, no rain

Ocean cold, very windy+, sunny, little rain

Ocean cold to very cold, very windy++, sunny, little rain



Andes cold, important thermal oscillation, sunny and dry

Andes very cold, important++ thermal oscillation, medium sunny

Andes fresh cold, thermal oscillation, frost risk, sunny and dry

Medium to high warm, thermal oscillation, sunny and dry

Oceanic windy cold, sunny and medium rainfall, dry in the summer

Oceanic windy cold+, medium sunny, med rainfall+, with some summer rain

Oceanic windy cold++, sunny and medium rainfall, dry in the summer

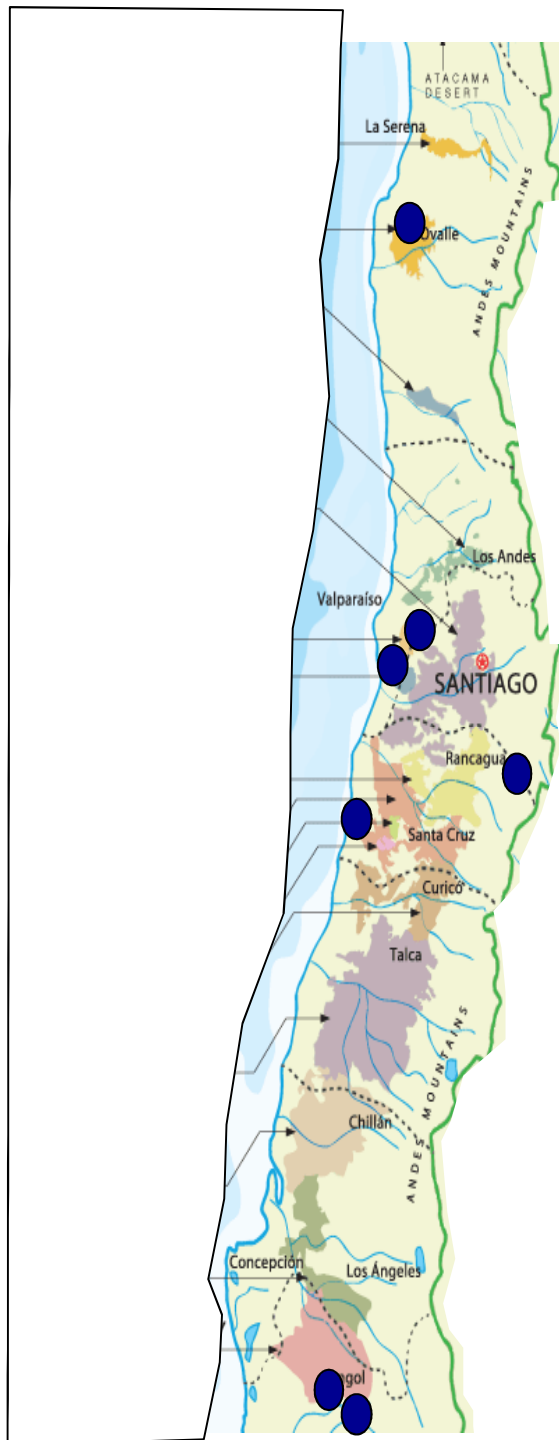
Oceanic windy very cold, sunny-cloudy and medium+ rainfall, with some summer rain

Continental Andes windy cold, sunny-cloudy and medium+ rainfall, with some summer rain

Chilean Whites

- GEOLOGICAL terroirs, high rate of de-mineralization.
- COMPLEX Climate: 3 kinds of cold. MOUNTAIN, COASTAL, SOUTH
- Vines getting older
- New winemakers
- The best is to come: Sauvignon Blanc, Chardonnay, Riesling, Alvarinho, Vermentino...





MERINO
LIMARI COAST

GARCIA & SCHWADERER
CASABLANCA

AMAYNA
LEYDA

CASA SILVA
COLCHAGUA COAST

CLOS DES FOUS
CACHAPOAL ANDES
MALLECO

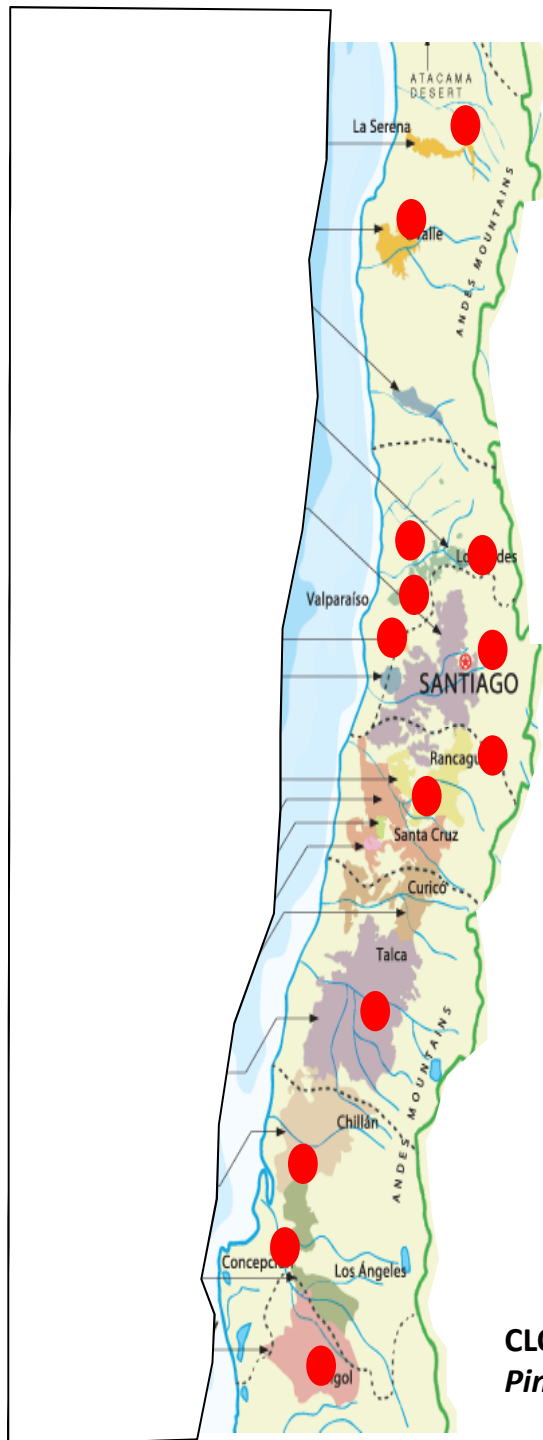
AQUITANIA
MALLECO

Chilean Reds part I

Blends, Pinot Noir, Syrah

- GEOLOGICAL terroirs, high rate of de-mineralization.
- COMPLEX Climate
- Vines getting older
- Open mind winemakers
- Old vines wines, blends and Pinot Noir focus.





MAYU
Syrah **ELQUI ANDES**

MERINO
Syrah **LIMARI COAST**

CLOS DES FOUS
Pinot Noir **ACONCAGUA COAST**

VON SIEBENTHAL
Carmenere, blends **ACONCAGUA ANDES**

GARCIA & SCHWADERER
Pinot Noir **CASABLANCA COAST**

AMAYNA
Pinot Noir, Syrah **LEYDA COAST**

AQUITANIA
Cabernet **MAIPO ANDES**

CLOS DES FOUS
Cabernet **CACHAPOAL ANDES**

CASA SILVA
Carmenere **COLCHAGUA**

J. BOUCHON
Carmenere, Carignan, blends **MAULE**

CLOS DES FOUS
Carignan, blends **CAUQUENES COAST**

CLOS DES FOUS
Pinot Noir, **BIO BIO COAST**

CLOS DES FOUS
Pinot Noir, Chardonnay, Riesling **MALLECO**

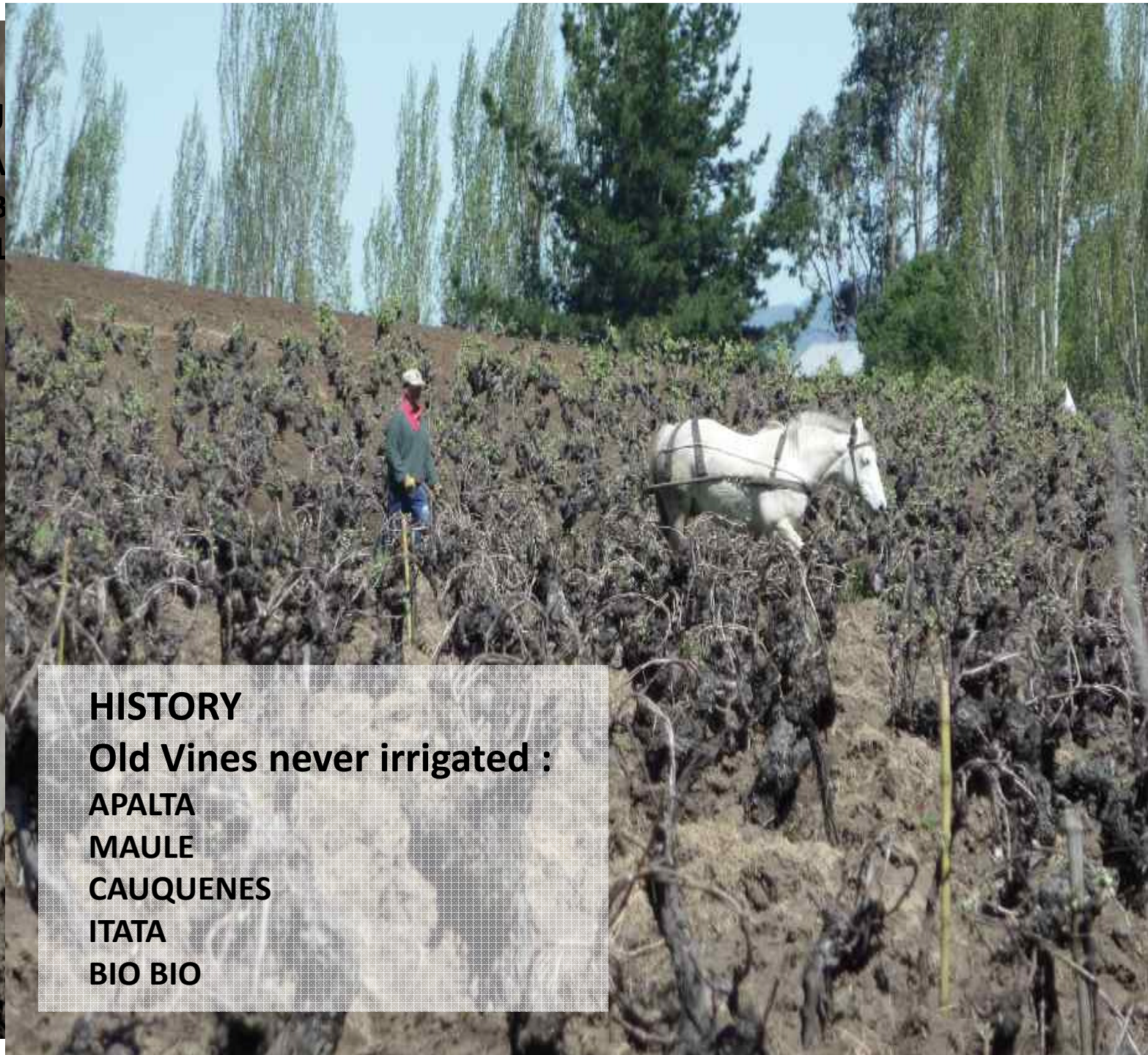
Chilean Reds part II

Cabernet Sauvignon, Carmenere

- Suitable alluvial soils for Cabernet Sauvignon
- COMPLEX Climate, different styles.
- Vines getting older, and new vineyards with improved clonal material
- 25 years of experience
- Main focus for Chile 2020



**SOU
ITATA
BIO B
MALL**



HISTORY

Old Vines never irrigated :

APALTA

MAULE

CAUQUENES

ITATA

BIO BIO



Limestone



Gravel



Schist



Granite

Mayu

- Elqui Valley - Andes
- Estate bottled
- Extreme terroir, clearest skies in the world, made by bold Italian old world winemaker
- The wines:
 - Pedro Ximenez single vineyard old vine from the highest Chilean vineyard (\$15 SRP)
 - Sauvignon Blanc (\$15 SRP)
 - Carménère-Syrah blend (\$15 SRP)

Mayu



Mayu



Merino

- Limari Valley – Costa
- Estate bottled
- Foggy, cold climate wines from limestone soils
– pure expression of place
- The wines:
 - Chardonnay (\$20 SRP)
 - Syrah (\$20 SRP)

Merino



Merino



Amayna

- Leyda (San Antonio Valley) - Costa
- Estate bottled
- The **first** estate bottled winery in Leyda making wines with unique coastal character
- The wines:
 - Sauvignon Blanc (\$25 SRP)
 - Pinot Noir (\$35 SRP)

Amayna



Amayna



Aquitania

- Maipo Valley – Andes
- Estate bottled
- An ownership pedigree unmatched in the world, wines with unique Macul character
- The wines:
 - Cabernet Sauvignon (\$20 SRP)

Aquitania



Aquitania



Casa Silva

- Colchagua Valley – Costa, Entre Cordillera, Andes
- Estate bottled
- The family that pioneered Carménère research and terroir hunting in Colchagua Valley
- The wines:
 - Cool Coast Sauvignon Blanc “Paredones” (\$24 SRP)
 - Sauvignon Gris (1912 vineyard) (\$20 SRP)
 - Carmenere “Cuvee Colchagua” (\$15 SRP)
 - Carmenere “Los Lingues” (\$20 SRP)
 - Cabernet Sauvignon “Los Lingues” (\$20 SRP)

Casa Silva



Casa Silva



J. Bouchon

- Maule Valley – Entre Cordillera
- Estate bottled
- A Bordeaux family following their roots in the Maule
- The wines:
 - CantoSur (\$15 SRP)
 - CantoNorte (\$15 SRP)

J. Bouchon



J. Bouchon



Clos des Fous

- Cachapoal – Andes; Malleco – Entre Cordillera; Maule – Costa
- The crazy terroir hunters of Chile, dedicated to wines with sense of place (or not at all)
- The wines:
 - Cabernet Sauvignon (Cachapoal Valley) (\$20 SRP)
 - Cauquenina (Cauquenes, Maule Valley) (\$30 SRP)

Clos des Fous



Clos des Fous



Garcia & Schwaderer

- Casablanca Valley – Costa; Maule/Itata – Entre Cordillera; Maule – Costa
- A couple who are the young winemaking rebels of Chile
- The wines:
 - Vigno (an old vine Carignan from Maule Valley that is part of a revolutionary movement) (\$50 SRP)

Garcia & Schwaderer



Garcia & Schwaderer



Sol de Sol

- Malleco Valley – Entre Cordillera
- Estate bottled
- Pushing boundaries before boundaries were ever set, Chile's cult white wine
- The wines:
 - Chardonnay (\$35 SRP)

Sol de Sol



Sol de Sol

