

It is time to make some wine!

This guide provides an outline of the winemaking process and will discuss the decisions you will have to make to create your winemaking plan. Once you have had a chance to review the materials, we would like to schedule a call to walk you through the details.

1. WINEMAKING

Our winemaking team will work with you every step of the way to make wines based on your preferences and plans for your wine. Now is the time to think about how much wine you would like to make, and what range and style. The minimum amount of wine that we make is two barrels, which is the amount of wine we produce from our smallest fermentation tank. If you only want to make one barrel, we can do so in a shared fermentation tank (premium or super premium) or by doing a barrel fermentation (ultra premium). Below, you will find descriptions of the standard winemaking practices.

A. Standard Fermentations

To maximize quality, the minimum amount of grapes that we ferment in tanks is one ton, which produces 500 liters, or two barrels, of wine. To make wine in a one-ton tank, we will use approximately 800 to 1,000 kilos of grapes.

The key advantage of making wine in one-ton tanks is that it provides the optimal ratio of tank volume to cap diameter. The cap is the layer of skin and pulp floating on top of the juice in red wine fermentation. Making wine in one-ton tanks is also more efficient than smaller bins. After fermenting in these one-ton tanks, the Super Premium wines will go into oak barrels for aging, while Premium wine will remain in the tank or neutral barrels for storage/aging.

If you plan to make more wine, we have fermentation tanks that go up in size to 15 tons. As tank size increases the ratio of tank volume to cap diameter decreases, but larger tanks allow you to produce wine more efficiently and cheaply.

B. Shared Fermentations

In an effort to decrease costs for owners that only want to make one barrel of wine, we offer the opportunity to share fermentation tanks. In a shared fermentation scenario, we will match up two (or more) owners who each want to make

wine of the same range and style. After fermentation, we will separate the wine into barrels (one belonging to each owner) to age. After aging, you will create your unique blend of this wine. Shared fermentations are subject to availability.

C. Barrel Fermentation

You may have the option of creating a very unique and special high-end wine through barrel fermentation. This whole-berry fermentation is performed in two new barrels, which, after pressing, results in one barrel of wine. This unique fermentation is very costly as it requires two barrels and significant additional labor, but assures a superb integration of tannins and fruit expression. If you are interested in learning more about this process or in using this winemaking technique, please contact us for more information.

D. Blending

Blending is one of the most critical parts of making wonderful and complex wines. In addition to using your grapes, The Vines offers a shared “blending pool” to give owners more options for creating and blending their final wines. You can exchange a portion of the wine you are making with an equal amount of a different varietal, subject to availability. The red varietals we expect to have available include Malbec, Merlot, Cabernet Sauvignon, Cabernet Franc, Petit Verdot, and Syrah. For whites, we expect to have Chardonnay, Sauvignon Blanc and Torrontés.

Types of blends:

1. **Single Varietal:** If you want to label your wine as single varietal, e.g. “Malbec”, it must contain at least 85% of that varietal. Other varietals are typically added for more complexity or to adjust the wine style.
2. **Blend:** Typically a wine labeled “Blend” has a large percentage of one variety (about 45 – 70%), which is called the base, and the remaining varieties will vary according to the style of wine you wish to make. If you are interested in creating a Blend (less than 85% of a single varietal), you have two options:

Option A: Estate based Blend with shared blending wines

- Make the base wine (e.g. Malbec) from your grapes, and exchange a percentage of your wine in the blending pool. This is the most cost efficient strategy, and offers the greatest flexibility to create your blend – though 100% of the grapes will not be from your vineyard.

Option B: 100% Estate Blend

- If you want to create a blend that is 100% from your grapes you will need to ferment each of the varietals you wish to blend. While the cost per bottle remains the same, this option can be more expensive overall, as you may have extra wine since you need to make a minimum of one-ton tank (500 liters) of each varietal of the blend.

E. Style

In addition to selecting varietals and target blends, you need to determine the style you would like your wine to have. Below is a brief description of wine styles by quality level.

- **Premium & Commercial Premium**
 - Classic and Fruit Forward – More fruit flavor than tannin structure. This wine is an approachable wine. Oak is not typically used for aging these wines and as such they are made to be consumed young.
 - Ripe and Fruit Forward – These wines focus on intense fruit flavor and are ready to be consumed young. Made with a classic fermentation but with longer macerations to obtain more extraction and intensity. An easy and approachable wine. Oak is not typically used for aging these wines and as such they are made to be consumed young.

- **Premium Plus**
 - Classic and Fruit Forward – These wines will have a solid fruit flavor and a medium tannin structure. Made with a classic fermentation, we will use second and third-use oak barrels for aging. Medium bodied, fruity and spicy with a soft presence of oak notes.
 - Ripe and Fruit Forward – These wines are designed to exhibit more fruit flavors with a medium tannin structure. Usually harvested a bit later than the classic style in order to obtain more ripe fruit in its expression. Made with a classic fermentation but longer macerations to obtain more extraction. Medium bodied, ripe fruit and soft presence of oak notes.

- **Super Premium & Barrel Fermentation**
 - Powerful and Intense – These wines extract the most powerful character of the fruit expression, the terroir and oak. With powerful color and flavor concentration. Grapes are usually harvested at the end of the growing season and extended macerations are carried out. New oak or at least 50% new oak is required in its oak regime. This style can be achieved with barrel fermentation.
 - Classic and Elegant – These wines are characterized by their natural acidity and are harvested a bit earlier to obtain this character. They exhibit more spice notes and tend to be leaner in style than the concentrated styles. New oak or at least 50% new oak is required in its oak regime.
 - Intense and Elegant - These wines are a balance between the classic style and the powerful and intense. Grapes are harvested at the correct time to obtain ripeness but also keep a natural acidity. This style produces a concentration of fruit and flavor with an elegant mouthfeel. New oak or at least 50% new oak is required for the oak regime. This style can be achieved with Barrel Fermentation.

The chart below provides a reference for the different style available:

Wine Levels and Styles	Argentine Wine Examples
Commercial Premium (target retail \$14+)	
Classic and Fruit Forward	Ique (Foster), El Portillo (Salentein), Buenos Hermanos (Gimenez Riili)
Premium Wine (target retail \$18 – 22)	
Classic and Fruit Forward	Media Luna Malbec 2013, Pulenta Estate La Flor , Opalo (Mauricio Lorca)
Ripe and Fruit Forward	Recuerdo Malbec, Clos de los Siete blend
Premium Plus Wine (target retail \$30 +)	
Classic and Fruit Forward	Las Perdices Malbec, Punto Final Reserva
Ripe and Fruit Forward	Cuvelier Colección, Petite Fleur, Bressia Monteagrello, Pulenta Estate
Super Premium (target retail \$45 - 75)	
Powerful and Intense	Lindaflor Malbec , Cuvelier Gran Malbec, Krasia May Malbec, Topografia Barrel Fermentation
Classic and Elegant	La Aul Gran Reserva, Bressia Profundo
Intense and Elegant	Gimenez Riili Gran Familia, Caprice Malbec, Recuerdo Gran Corte

You can also choose to create your own wine style by choosing a combination of the styles above.

F. White Wine

We expect to make Sauvignon Blanc, Torrontés, and Chardonnay. Please note, you do not need to be growing these grapes in your vineyard to make these wines.

Below is a brief description of the style of wine by quality level:

- **Premium (target retail US \$14-22)**
 - Dry and Crisp - This white wine style is fruit forward, with a pleasurable acidity. This style is designed to obtain the best typicity from the grape varietal. Argentine wine example: Mil Vientos Torrontés, Perpetuum Torrontés, Pulenta Estate La Flor Sauvignon Blanc, Las Perdices Sauvignon Blanc.

In 2016, Torrontés Riojano, Sauvignon Blanc and Chardonnay can be made in this range and style. Fermentation will be performed in stainless steel tanks. The minimum amount of bottles we can make is 1,200, but owners will also have the option to carry out a shared fermentation if a smaller production is desired.

- **Super Premium (target retail US \$25-45)**
 - Dry and Full - This white wine style is designed to exhibit some fullness (less acidity) with very little sweetness, due to aging in oak barrels. These wines have good body, and complex and well-integrated aromas. Argentine wine examples: Lindaflor Chardonnay, Angélica Zapata Chardonnay.

This range and style of wine is fermented in new oak barrels. Minimum production is 300 bottles. In 2016, Chardonnay will be the only white varietal that we will be producing at the Super Premium level.

G. Rosé Wine

In 2016 we will be making two different ranges of Rosé wine. Below is a brief description of the style of wine by range:

- **Rosé Harvested** - Harvesting grapes to make Rosé allows for more control in style and color of the Rosé. Fermentation will be performed in stainless steel tanks. The minimum amount of bottles we can make is 1,200, but owners will also have the option to carry out a shared fermentation if a smaller production is desired. Any red grape could be used. The WM team could recommend a grape varietal to be used based on the characteristics of the year.
 - Dry and Crisp - This wine style is fruit forward, with a pleasurable acidity. This style is designed to obtain the best typicity from the grape varietal. Argentine wine example: Caelum Rosé, Sylvestra Rosé.
- **Rosé Bleeding** - This wine is created from the bleeding of Malbec grapes used for red wines. No extra grapes are necessary to make this wine – as it is a sub-product of red wine. Fermentation will be performed in stainless steel tanks. The minimum amount of bottles we can make is 1,200, but owners will also have the option to carry out a shared fermentation if a smaller production is desired.
 - Dry and Crisp - This wine style is fruit forward, with a pleasurable acidity. Argentine wine example: The Vines Rosé, Foster Pink

H. Fortified Late Harvest Wine

In 2016 we are introducing a fortified late harvest wine, subject to harvest conditions during Vendimia.

- **Super Premium (target retail US \$35-45)**
 - Rich and Sweet - This white wine style is designed to exhibit richness and complexity, ideal as a dessert wine. These wines have good body, complex and well-integrated aromas. Argentine wine examples: Recuerdo Late Harvest Cabernet Franc, Pulenta Estate cosecha tardia, Caelum Nuvola Dolce Torrontes.

2. COSTS & TERMS

Approximate costs for producing custom wine (including a standard bottle, cork, capsule and label) are as follows:

- Commercial Premium (target retail \$14-18)- \$4-5 US, per bottle
- Premium Wine (target retail \$20-25)- \$6-8 US, per bottle
- Premium Plus Wine (target retail \$30+)- \$10-12 US, per bottle
- Super Premium Wine (target retail \$45+)- \$13-15 US, per bottle
- Barrel Fermentation Wine (target retail \$60+)- \$20-22 US, per bottle

The cost estimates above take into account all basic winemaking expenses, including:

- Vinification – All of the standard processes that take place during fermentation, including: crushing, de-stemming, yeasts, pump-overs, punch downs, pressing and additives.
- Aging – Either tank or barrel storage/aging for finished wines. For premium wines, this is storage in a tank or used barrels. For Super Premium wines this will be 100% aging in barrel.
- Blending – Blending trials, one blending session with the winemaking team, moving wine into tanks, and finishing the wines.
- Bottling – Fining and filtering where applicable; bottling and basic costs for bottle, cork, capsule and label.
- Storage – Bottle aging for up to 6 months in Mendoza, post-bottling.

Final costs will vary based on your winemaking decisions, packaging, and any purchases of grapes. Costs may also vary based on the volume of each wine produced or if you choose to share a fermentation tank. The above cost estimates do not include export/import, legal, registration, or shipping fees.

As you finalize your winemaking plan, we will send you a detailed spreadsheet of the 2016 winemaking costs.

Based on your responses to the Winemaking Questionnaire we will create a Winemaking Plan and payment schedule for expenses incurred for wine production. Winemaking services will be billed per the following schedule

- January 1, 2016 – 50% deposit based on the amount of wine you will be making.
- September 15, 2016 – 50% balance due.

We hope that you find the information in this guide helpful. If you have any questions at all, or would like additional information, please let us know and we will schedule a call to go over all the details.