2016 Vintage Introduction

UNITED STATES EDITION

VINIV

BORDEAUX

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01.

Introduction

YOUR VINIV BORDEAUX EXPERIENCE

FOUNDER STEPHEN BOLGER WITH A VINIV MEMBER AT CHÂTEAU CLINET

Introduction

For every new vintage, we start by asking VINIV members the most important question: What style of Bordeaux wine do you want to create?

This guide covers the VINIV winemaking process, the decisions you need to make in producing your blend and the varietals and vineyards available to accomplish your goals. It is important to read through this information as it provides you with what you need to construct your wine and to make your key 'Inside the Bottle' decision – determining your base blend.

While many members select their vineyards at a distance with advice from the technical directors of Chateau Lynch-Bages, we encourage you to come to visit Bordeaux to taste the wines and construct your base blend with our team.

The team at VINIV is on hand to guide you all along the way.

Your VINIV Bordeaux Experience

VINIV's mission is to help members take their wine passion to a new level in the most unique way. We believe that your experience is as important as the quality of the wine itself.

For practical purposes, the price of your wine is listed on a per barrel basis. But each barrel includes your optional participation in several key aspects of the winemaking process. Here is what is included in your vintage experience:

YOUR WINE

The cost of your barrel includes everything that you need to produce your wine and to create a label and package 288 bottles of your luxury wine. Your price included ocean freight and delivery into US East Coast and West Coast Port, including US import duties. Shipment to your destination within the United States and any State taxes are not included. Our team will manage the process of getting your wine from Bordeaux to you in the most efficient way.

VINEYARD VISITS

One of the most unique aspects of your VINIV winemaking experience is seeing for yourself the diversity of 'terroir' across Bordeaux's best appellations. It is an educational journey that helps you appreciate how each vineyard is distinct and can influence your wine in a unique way. Once you have defined your wine style objectives, a VINIV team member can take you to see two or three vineyards that are most likely to be included in your blend.

INITIAL AND FINAL BLENDING SESSIONS

Members have the opportunity to participate in two personalised blending sessions guided by our winemakers: a first session to determine your initial vineyard selection and the all-important final 'assemblage' to confirm what vineyards and percentages go into bottle. If you cannot attend, our winemakers will prepare and ship alternative blend samples based on your stated wine style for your consideration.

CHATEAU LYNCH-BAGES TECHNICAL DIRECTOR DANIEL LLOSE ADVISES A VINIV MEMBER

An Overview of the VINIV Winemaking Experience

1. INTRODUCTION

A member of the VINIV team introduces the winemaking process, either in a face-to-face meeting or by phone or email. During this discussion, we explain the journey that lies ahead, gauge your desired level of involvement and answer your questions.

2. SELECT VARIETALS & VINEYARDS FOR YOUR BASE BLEND

The magic of Bordeaux winemaking comes from combining the perfect blend of any of the region's three key varietals: Merlot, Cabernet Sauvignon and Cabernet Franc. VINIV works with you to define your wine style and select the vineyards and varietals that will make up your base blend.

3. PARTICIPATE IN THE WINEMAKING PROCESS

Our winery, which is just next to Château Lynch-Bages in Pauillac, is your winery. Here, you can enjoy a series of unique experiences, from harvesting your fruit to vinification and bottling. We also provide you with updates so you can follow your wine throughout the winemaking process. You participate when and as often as you wish. When you can't be in Bordeaux, our winemaking staff will handle every step.

4. DETERMINE YOUR WINE BRAND NAME AND LABEL DESIGN

After your base blend has been selected, we turn your attention to the design process and the personalisation of your wine. This involves selecting the name of your wine, drafting the 'romance copy' (the descriptive text) and designing a label that is uniquely yours. Our graphic designer and marketing team will work with you through this process. Our goal is to ensure that your brand is a true testament to your wine and that all French legal requirements for labels are met. You will also have several packaging options to consider, such as larger bottle formats, personalised corks and branded wooden cases.

5. FINALISE YOUR WINE BLEND

You can taste your selected blend components and determine if changes are required to further improve the aromatics, texture and balance of your wine. We invite you to do this directly with our winemakers in VINIV's winery or at one of our final blending events to take place in early 2018. If you can't come to Bordeaux, we will send your base blend and possible alternatives prepared by our winemakers for your consideration. Whichever way you choose to finalise your blend, our experts will attend your session and guide you with this important step.

6. RECEIVING YOUR WINES

Your barrel price is 'CIP United States East Coast or West Coast Port'. This means that VINIV will consolidate all VINIV US-based member wines and ship them together to a US warehouse on either coast depending on your wine's final destination. This price includes the cost of ocean freight and all import taxes and duties into the United States.

The cost of delivery from our port warehouse to your home destination and any State tax (if applicable) are not included in your barrel price. This cost varies according to the distance from port and the quantity shipped, but typically range from $2.00-$6.00/bottle for a full shipment of 24 cases (288 bottles). Shipping smaller volumes to a single destination can significantly increase your transport cost, so we urge you to consolidate your shipment with your wine partners whenever it is possible.

Your 2016 vintage will be ready to ship in the fall of 2018. In the spring before the wines are bottled, our logistics team will contact you to gather details on where your wines will be shipped and any other shipping requirements. These details are gathered in an online form which will enable us to calculate your shipping costs and required documentation.

The VINIV team is well-versed in delivering wine and understanding tax rates in the United States. Any transport costs are outlined for you in advance and are payable prior to the delivery of your wine. Please contact us for more details.

Available Vintages

At any point and time, VINIV makes two ongoing vintages available to members:

VINTAGE CURRENTLY AGEING IN BARREL – 2016

You can produce your own unique wine from the outstanding 2016 vintage. You can craft your own custom blend from this vintage up until three months before bottling. Individual vineyards are subject to availability at the time of inquiry. Selecting the 2016 vintage has the advantage of accelerating the delivery time of your wine by up to 18 months, while still allowing you to fully participate in all the blending decisions and the creation of your brand, label and packaging. You will also be invited to attend a subsequent harvest event, if you wish to attend.

CURRENT VINTAGE – 2017

By making a 2017 vintage wine you can participate in the winemaking process from vineyard to bottle, beginning with harvest in the Fall of 2017. Available vineyards and Pricing are indicated in the 2017 Introduction and Vineyard Selection document, which you can access by following this link.

Your finished wine will be available anywhere between 18 and 24 months from harvest date, with expected delivery to take place between September and December 2018.

EARLIER VINTAGES FOR PRIVATE LABELING

VINIV has produced unique bottled blends every year since 2011 for 'private labeling' purposes. This selection of wines allows you to obtain your branded wine within a short period of time, depending on the speed in which you produce your label with our design team. This is ideal for gifting or specific events that will take place within six months time. Contact us for more details on these available wines.

Pricing and Payment

Your barrel price is based on your choice of vineyards and their proportions in the final blend that you have personally selected. Every vineyard on VINIV's price list has a different price point (e.g. selecting Merlot from Château Clinet in Pomerol is more expensive than the same varietal from a lesser-known producer in the Canon-Fronsac). For individual vineyard pricing, see page 56.

For red wine orders, payment is due at two different times:

FIRST PAYMENT

$ 12 000 due within 15 days of receipt of invoice in order to ensure your barrel reservation. This usually represents 50-70% of the overall value of your barrel.

SECOND PAYMENT

The final balance due is payable just prior to bottling. This payment is based on final blend selection and any selected packaging options. Bottling typically takes place between 18-22 months after harvest. As a result, a 2016 vintage client will pay their balance due between March and June 2018.

VINIV accepts payment via wire transfers, Visa and Mastercard at no charge.

DISCOUNTS FOR REPEAT ORDERS AND VOLUME PURCHASES

VINIV members from any prior vintage automatically receive a 5% discount on the purchase of a 2016 barrel of wine.

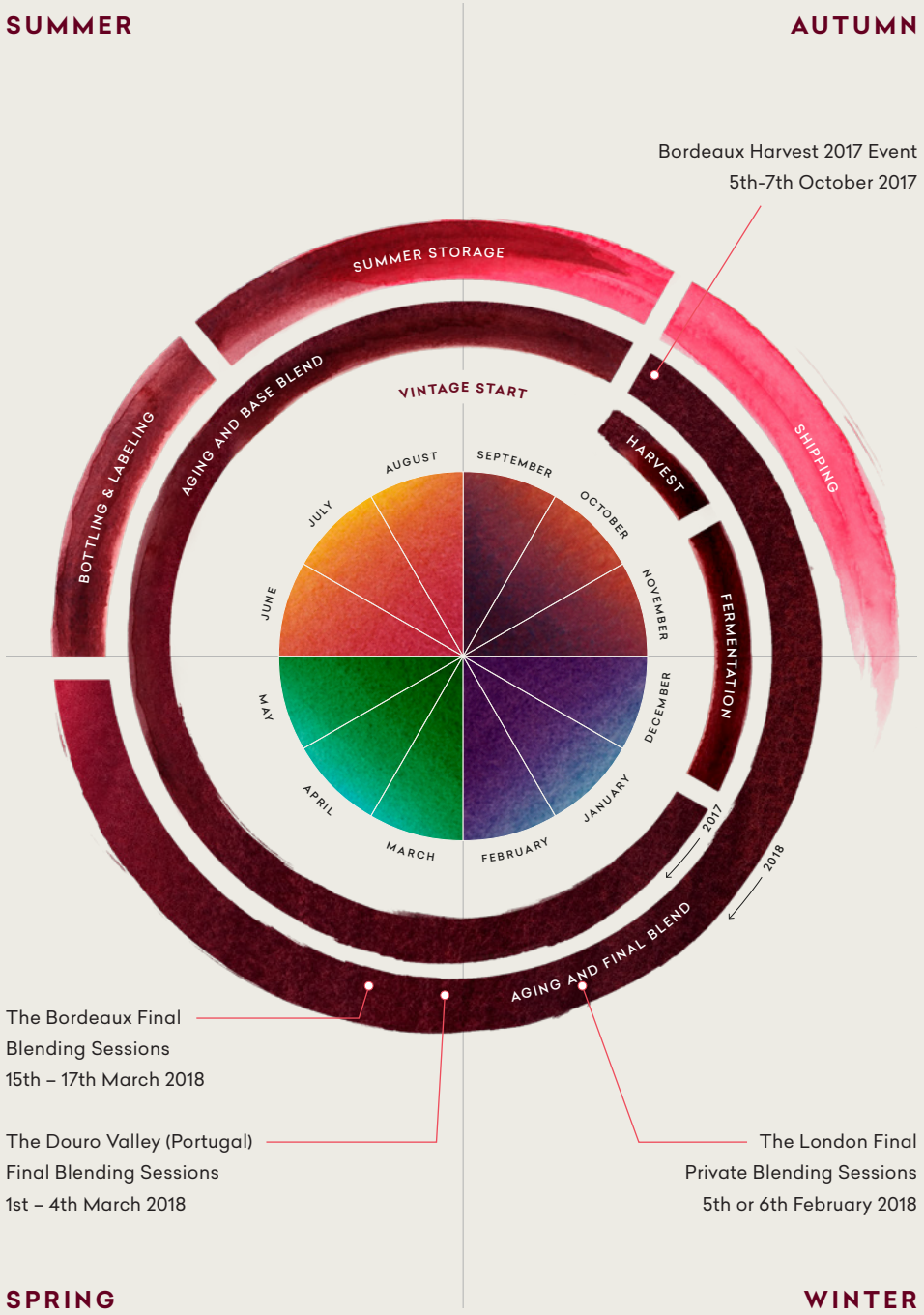
VINIV also offers discounts on multiple barrels ordered within one single vintage and belonging to a single account holder. Please see the discount table below:

BARRELS 3-4	BARRELS 5-7	BARRELS 8+
5%	10%	15%

2016 Vintage Wine Planning Cycle

The VINIV winemaking process lasts up to 24 months from harvest (October 2016) to shipment (September 2018). You can jump in at any time during this cycle. The majority of our vintage winemakers join after the harvest.

You choose your level of involvement throughout and are encouraged to be active in making the key decisions in producing your wine – from selecting the vineyards and varietals to finalising your blend and creating your own brand and label. The VINIV staff, our winemakers at Château Lynch-Bages and consultant, renowned oenologist Eric Boissenot, are here to guide you along the way.



2016 Vintage Wine Planning Cycle & Events

Our first step is to work with you to develop your 'wine plan' which clarifies your winemaking objectives and your desired level of involvement. This includes determining if and when you plan to come to Bordeaux to visit vineyards and work on your wine. Your individual blending session can occur during a visit on your own or during group weekend events. If you find that you can't make it to VINIV, we can also accommodate you by having you work with our winemakers virtually and shipping final blend sample options to you.

Individual Activities

VINEYARD VISITS AND BASE BLEND SELECTION

Come to VINIV any time in 2017 until March 2018 to visit your potential vineyards and work on building your initial blend with our winemakers.

FINAL BLEND

Come to VINIV between October 2017 and March 2018 to finalise your blend before bottling.

THE LONDON FINAL PRIVATE BLENDING SESSIONS @ 67 PALL MALL 5TH OR 6TH FEBRUARY 2018

Previously we've held our final blending sessions at our fine host Berry Bros & Rudd, but we are going to step across St. James's over to 67 Pall Mall, London's exclusive members-only club for wine lovers. VINIV and several of its winemakers are also members of this wine hot spot.

We will hold blending sessions by appointment on Monday, February 5 and Tuesday, February 6 and organise evening events with VINIV's consultant Eric Boissenot and Château Lynch-Bages winemaker Daniel Llose. If you aren't a member of 67 Pall Mall, this will give you a taste of what the club is like.

Group Events

BORDEAUX HARVEST 2017 EVENT
5TH – 7TH OCTOBER 2017

Harvest is the most anticipated part of the winemaking cycle, and often the most beautiful time of the year. Every year we welcome VINIV winemakers to participate in harvest, but this year we are trying something a little different. We'd like for you to experience harvest and dive into the life of the lords throughout 'l'histoire Médocaine'. In order to do so, we've privatised 'La Table Beychevelle' at Château Beychevelle in Saint-Julien – not far from VINIV and Château Lynch-Bages – to be the centre of our activities.

THE DOURO VALLEY (PORTUGAL) FINAL BLENDING SESSIONS
1ST – 4TH MARCH 2018

During our Rioja Sessions this past February, one of our final blending events for the '15 vintage, many VINIV winemakers were ready to keep moving directly west to Portugal. And pourquoi pas?

Many of you might not be aware that Daniel Llose lives a double life, spending a lot of time advising properties in Portugal. We are planning to explore the Douro Valley in northern Portugal based on his experience of the region and work on final blends there.

One look at a map of the Douro Valley reveals all. Sinuous roads weave through the valley and the steep-terraced slopes, offering magnificent views of some of the most outstanding vineyards in the world. Your programme will include private visits to famous quintas (wineries) and an insider's view of life in the valley, as well as your final blending session.

THE BORDEAUX FINAL BLENDING SESSIONS IN BORDEAUX CENTRE
15TH – 17TH MARCH 2018

VINIV winemakers often don't get a chance to spend time in Bordeaux – a city which is winning so many awards for wine tourism that we are losing count. To mix things up we will hold our final Bordeaux sessions in and closer to the city in order to introduce you to some of the hidden gems.

Organising Your Bordeaux Visit

VINIV members have an appreciation for the finest and most authentic experiences. Since Bordeaux will become your 'home away from home' as a winemaker, we've created the VINIV Insider's Guide to Bordeaux. This is our curated list of the better places you don't want to miss – where to stay, where to eat, châteaux to visit – and what to consider as you plan your trip such as private transport, expert tour guides and concierge services to organise your stay.

If you are staying at VINIV's partner Château Cordeillan-Bages - located next to VINIV in Pauillac - the hotel has a concierge service who can help you with booking châteaux visits and making restaurant reservations. Most other luxury hotels in Bordeaux will also help you with property visit, restaurant and transport bookings.

Please note that Château Lynch-Bages is under complete reconstruction from February 2017 to June 2019. No winery visits will be available, but you are welcome to witness a modern winery in the making. Tasting of Château Lynch-Bages can be done at the Cazes family property Château Ormes de Pez in nearby Saint-Estèphe, along with a private one-hour visits of the winery for VINIV members.

02.

Creating your wine blend

Creating Your Wine Blend

There are 3 steps to creating your wine:

STEP 1: SELECTING YOUR VARIETALS AND VINEYARDS
STEP 2: DETERMINING YOUR BASE BLEND
STEP 3: CONFIRMING YOUR FINAL BLEND

STEP 1

Selecting your varietals and vineyards

Before selecting your varietals and vineyards, you need to understand Bordeaux blends. With very few notable exceptions, the most complex and vibrant Bordeaux wines combine several grape varietals that unite to create a perfect balance.

Every château owner is confined to using grapes from their own property. This is required if they are to use their property's name and ensure the use of their appellation. As a result, they take great care to plant the varietals that best match the soil and climate to ensure that they produce the best possible wine.

On Bordeaux's Left Bank in the Médoc - which includes the appellations Margaux, Saint-Julien, Pauillac and Saint-Estèphe - Cabernet Sauvignon is the dominant varietal in virtually every vineyard. The region's warmer gravel soils and more temperate weather allow for this varietal to reach its full potential every year. Merlot and Cabernet Franc are typically added in smaller percentages, usually on lower-lying or damper soils, to provide fruit, volume, freshness and aromatics.

On Bordeaux's Right Bank - which includes the appellations Saint-Émilion, Pomerol and Canon-Fronsac - the cooler soils and higher altitude of the region are the perfect setting for Merlot, a faster ripening varietal. For most properties in this sector, Merlot dominates any blend in amounts ranging from 60 to 95%. Cabernet Franc – and more infrequently Cabernet Sauvignon if the soil allows for it – is added in order to provide structure, 'lift' and vibrancy.

More recently, Cabernet Franc has taken a full seat at the Bordeaux table, in part due to a warming climate. Several notable properties highlight this varietal as the key driver in their blend, including Château Cheval Blanc in Saint-Émilion. A number of VINIV members have used Cabernet Franc as their dominant varietal and made exceptional wines.

At VINIV, we don't favour a particular appellation or varietal for our vineyard selection. And because you aren't confined by the Bordeaux rules, you have the freedom to blend across appellations and the region's Left and Right Banks. And VINIV selects varietals from the vineyards where they grow best: all of our Cabernet Sauvignon parcels are located in the Médoc and our Merlot and Cabernet Franc parcels come from Pomerol, Saint-Émilion and Canon-Fronsac. This gives you the raw material to produce the best possible wine.

Blending grapes from different appellations may be taboo to Bordeaux traditionalists. But making wine with VINIV is all about flair and daring to be different, ensuring that you have a truly unique story to tell every time you serve your wine.

VINIV's Vineyards

VIEW INTERACTIVE MAP

MERLOT

	VINEYARD	APPELLATION
1.	Le Château	Canon Fronsac
2.	La Rose	Saint-Émilion
3.	La Pierre	Saint-Émilion
4.	La Pyramide	Saint-Émilion
5.	Les Terrasses	Saint-Émilion
6.	L'Église	Pomerol

CABERNET FRANC

	VINEYARD	APPELLATION
7.	Le Barrail	Saint-Émilion
8.	La Carrière	Saint-Émilion

CABERNET SAUVIGNON

	VINEYARD	APPELLATION
9.	Bel-Air	Graves
10.	Le Poteau	Margaux
11.	Grande Cabane	Margaux
12.	Grande Catélie	Pauillac
13.	L'Enclos	Pauillac
14.	Demi-Lune	Saint-Estèphe

STEP 2

Determining your base blend

As a VINIV winemaker, your first decision is to choose the specific vineyards and varietals and their overall weighting in your wine. We call it your 'base blend'. This decision drive the overall style of your wine, respond to your aging objectives and guarantee an allocation from the selected vineyards. The sooner that you make this choice, the better, as vineyards are available on a first-come, first-served basis.

If you are in Bordeaux, we will organise a blending session for you with a VINIV winemaker. You will taste the available wines and experiment on various blends to decide your best starting point. If you are not in Bordeaux when you place your order (which is usually the case), our winemaker will work with you by phone or email to decide on a hypothetical blend. This ensures that the selected blend components remain available to you until the time of your visit. Since this base blend remains hypothetical, you will be able to select an entirely different base blend based on the available vineyards at the time of your visit.

Once your base blend is selected, you will have the opportunity to further adjust and improve your selected blend before bottling. See the next section for details on your final blend.

In order to determine a base blend, you need to consider the following questions:

— What style of Bordeaux wine do you want to produce?

— When do you intend to drink your wine – soon, or would you like to age it for a particular length of time?

— Do you have any preferred properties or regions (appellations) in Bordeaux?

— Is there any vineyard on VINIV's list that appeals to you in particular?

The end of this document provides information on each of our vineyard's varietal, location and wine characteristics. You can read through them as a starting point in your decision-making process. Once you have an idea on the desired profile for your wine, VINIV's winemaking team will guide you in your vineyard selection.

STEP 3

Confirming your final blend

Blending sessions – also known as an 'assemblage' – are one of the most enjoyable and instructional steps in your winemaking endeavour. Selecting your 'final blend' is one of the most important decisions you will make prior to bottling. After fermentation and until approximately four months before bottling, you can taste and adjust your base blend selection to improve the overall characteristics of your wine. To make these adjustments, you can use any vineyards on our list including the ones that were not preselected in your base blend. We limit and final blend adjustments to 20% of the base blend, which is more than enough to improve the overall profile and balance of your final wine.

This process is identical to what takes place at any top Bordeaux château, where the winemakers and their consultants continuously taste the separate blend components to decide what will ultimately be included in their first-label wine.

It's difficult to taste young wines and project their future without years of experience. This explains why the winemakers at VINIV and Château Lynch-Bages are on hand to work with you on a one-on-one basis during your final assemblage sessions. Eric Boissenot, renowned oenologist and advisor to four of Bordeaux's first 1855 first-classified growths, is also available to work with you during specific VINIV final blending events that take place in the final months before bottling.

Most VINIV members come to Bordeaux or to one of our final blending events in London or Asia to work on their final wine blend. If you can't make it, the winemakers at VINIV and Château Lynch-Bages will taste your wine and propose improvements to your blend. We will send your base blend along with these alternatives for your final tasting and decision.

CONSULTING OENOLOGIST ERIC BOISSENOT

03.

The Vineyards

MERLOT, CABERNET FRANC & CABERNET SAUVIGNON

THE VINEYARDS

Merlot

LUSCIOUS, UNIQUE TEXTURES

Merlot

VARIETAL DESCRIPTION

The most widely planted grape varietal in Bordeaux, Merlot is also the most adaptable varietal in the region. It is at home on many different soil types, but finds its greatest expression on the clay and limestone, gravel or sandy soils of Bordeaux's Right Bank (Saint-Émilion, Pomerol and Canon-Fronsac). Merlot is precocious at budburst, grows easily and ripens more quickly than Cabernet Sauvignon and Cabernet Franc, which make it particularly suitable to the cooler soils of the Right Bank.

As a stand-alone varietal, Merlot has a lighter, smoother tannin structure than its Cabernet counterparts. It provides fruit, volume, alcoholic richness and accessibility to any wine blend.

Vineyards located in the higher sections of Saint-Émilion and Canon-Fronsac's limestone hills are capable of producing wines with impressively persistent tannins, whereas the wines from Pomerol's gravel and clay plateau (called 'la boutonnière') provide a creamy richness along with tannic intensity.

Merlot produces colourful wines that tend to evolve more quickly than Cabernet Sauvignon. These wines develop aromas of ripe fruit (cassis, strawberry) and can evolve towards enjoyable hints of jam and leather with longer aging.

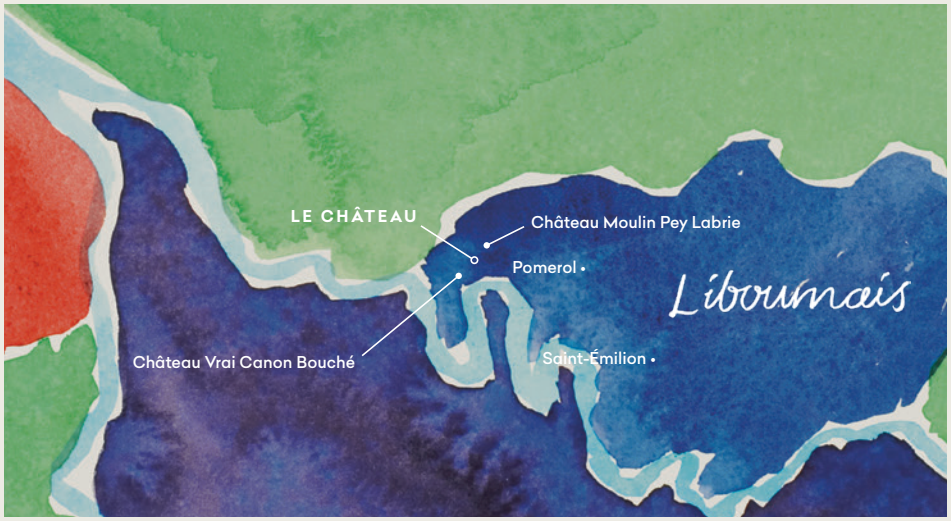
VINIV only selects Merlot vineyards from Bordeaux's Right Bank, where this varietal reaches its greatest expression.

VINIV VINEYARDS

	VINEYARD	APPELLATION	NEIGHBOURS	DESCRIPTION
1.	Le Château	Canon Fronsac	Moulin Pey Labrie, Vrai Canon Bouché	A balance between fruit and structure, without ever overpowering a blend.
2.	La Rose	Saint-Émilion	Larmande, Cap de Mourlin, Soutard	A juicy, medium-bodied and balanced wine with a lot of finesse.
3.	La Pierre	Saint-Émilion	Valandraud, Peby-Faugères, Faugères, Pressac	A vibrant, tannic and expressive wine with a lengthy finish.
4.	La Pyramide	Saint-Émilion	Tertre Roteboeuf, La Mondotte, Pavie	An intense and powerful Merlot. Tension combined with elegance.
5.	Les Terrasses	Saint-Émilion	Tertre Roteboeuf, La Mondotte, Barde-Haut, Godeau	Full-bodied wine which maintains incredible freshness.
6.	L'Église (Sold out)	Pomerol	Clinet, Clos l'Église, Latour a Pomerol	Expressive, creamy, velvety Pomerol Merlot.

Le Château

CANON FRONSAC
SOIL: CLAY OVER LIMESTONE
OWNER: THE JANOUEIX FAMILY



WINE PROFILE	0	1	2	3	4	5
FRUIT EXPRESSION						
FRESHNESS						
BODY						
AGING POTENTIAL						

WINE PROFILE

Le Château is ideal for those seeking a bit of complexity without overpowering their overall wine blend. The wine presents a balance between a firm tannic structure and the classic fruit characteristics of this varietal. This vineyard is a 'lighter' version of our Saint-Émilion Merlot vineyard called La Pierre, as it matures and opens up sooner. An ideal vineyard for those seeking to create an impressive top quality wine that begins to reveal itself a bit sooner than its Saint-Émilion counterparts.

SITE DESCRIPTION

This vineyard is located at the very top of the picturesque amphitheatre of Canon-Fronsac, where the best properties of the appellation are located. This 'bowl' benefits from ample sunshine and heat retention and is located in a sector where the friable limestone can be found just underneath a base layer of clay.

La Rose

SAINT-ÉMILION
SOIL: SILT-CLAY AND IRON OXIDE ON LIMESTONE
OWNER: THE CALLY FAMILY

WINE PROFILE	0	1	2	3	4	5
FRUIT EXPRESSION						
FRESHNESS						
BODY						
AGING POTENTIAL						

WINE PROFILE

La Rose is an elegant Saint-Émilion Merlot sourced from old, lower yielding vines. The resulting wine is medium-bodied with lots of finesse. The fine tannins hold structure without overshadowing the wine's crisp, fruit-forward nature. This vineyard is ideal for a well-balanced Merlot-dominant wine in the classic Saint-Émilion style that you intend to drink in earlier years.

SITE DESCRIPTION

These 40+ year-old vines sit on the north-western slope of Saint-Émilion, surrounded by two Grand Cru Classé properties. This limestone plateau is covered by silt clay and iron oxide.

La Pierre

SAINT-ÉMILION
SOIL: CLAY ON FRIABLE LIMESTONE
OWNER: THE TODESCHINI FAMILY

WINE PROFILE	0	1	2	3	4	5
FRUIT EXPRESSION						
FRESHNESS						
BODY						
AGING POTENTIAL						

WINE PROFILE

La Pierre is a choice for winemakers aiming to produce a classic, age-worthy, top-of-the-line Saint-Émilion-style blend. With its persistent tannins, the wine can be tight in the younger years. It ages beautifully, however, to reveal all of the best of Saint-Émilion Merlot. This is a precise, linear wine with plenty of expressive fruit. The reputation of this plot's neighbours – almost all Grand Cru Classés – clearly outlines the pedigree of this vineyard.

SITE DESCRIPTION

This hilltop vineyard overlooks the entire valley of Saint-Étienne-de-Lisse, one of the highest-quality sectors in the appellation of Saint-Émilion. Barely 20 to 50 centimetres of clay separate the vines from the limestone base. Its elevation ensures strong winds and austere conditions throughout the growing season, resulting in high fruit concentration.

La Pyramide

SAINT-ÉMILION
SOIL: CLAY AND LIMESTONE
OWNER: VIGNOBLES DE MOUR – CHÂTEAU LA CROIZILLE

WINE PROFILE	0	1	2	3	4	5
FRUIT EXPRESSION						
FRESHNESS						
BODY						
AGING POTENTIAL						

WINE PROFILE

This Merlot is characterised by the pedigree of its 'terroir', producing an intense and powerful wine. The fruit and the tannins are very expressive and emphasise strength and tension over pure elegance.

SITE DESCRIPTION

La Pyramide lies just east of Saint-Émilion on the top of the appellation's southern ridge in an area dominated by well-known classified growths. The vines are planted directly on the limestone bedrock (an ancient quarry is located right underneath) with very little clay acting as a topsoil buffer. As a result, the vineyard is constantly in search of water, ensuring great concentration.

Les Terrasses

SAINT-ÉMILION
SOIL: CLAY AND LIMESTONE
OWNER: VIGNOBLES DE MOUR – CHÂTEAU LA CROIZILLE

WINE PROFILE	0	1	2	3	4	5
FRUIT EXPRESSION						
FRESHNESS						
BODY						
AGING POTENTIAL						

WINE PROFILE

This Merlot produces a finely-tuned, elegant wine with a pure nose and persistent density. It exhibits a greater volume than our Saint-Émilion Merlot vineyards of La Pierre and La Pyramide, largely due to the deeper clay substrate on which the vines are planted. What remains uncompromised is the overall freshness of the wine.

SITE DESCRIPTION

Just east of Saint-Émilion, beyond the water tower and adjoining property of Troplong Mondot, sits a beautiful, almost entirely enclosed terraced recess. The vineyards planted in this sector benefit from greater exposure to clay before hitting any bedrock. A natural microclimate is formed as well, creating an area less susceptible to winds and more likely to retain heat during the growing season.

L'Église

POMEROL
SOIL: 'GUNZ' GRAVEL OVER CLAY
OWNER: CHÂTEAU CLINET

WINE PROFILE	0	1	2	3	4	5
FRUIT EXPRESSION						
FRESHNESS						
BODY						
AGING POTENTIAL						

WINE PROFILE

L'Église produces a wine representing the best of top-quality Pomerol, exhibiting velvety, dense and complex characteristics. The tannin structure is silky and somewhat less perceptible than the wines of their 'top-of-the-hill' Saint-Émilion counterparts, but they underpin the otherwise rich characteristics of this wine.

PLEASE NOTE THIS WINE IS NOW SOLD OUT

SITE DESCRIPTION

This vineyard sits in the heart of Pomerol's famed plateau of 'Gunz-period' gravel – ping pong ball sized stones – and clay soil. These 50 year-old Merlot wines are located right alongside the Pomerol village church, the symbolic center of the appellation.

THE VINEYARDS

Cabernet Franc

SUBTLY FRAGRANT, GENTLY FLIRTATIOUS

Cabernet Franc

VARIETAL DESCRIPTION

Cabernet Franc is the third most planted red grape varietal in Bordeaux, after Merlot and Cabernet Sauvignon. It is particularly adaptable to cooler climates and soil – such as those found in Saint-Émilion and surrounding areas – because it matures more rapidly than Cabernet Sauvignon and tends to better resist bad weather in the late season just before harvest.

Cabernet Franc produces a medium-bodied wine with more pronounced fruit than Cabernet Sauvignon in the younger years. This varietal also offers impressive aromas to any wine blend.

Cabernet Franc planted at higher elevation (as in Saint-Émilion) can also denote hints of spice and dark pepper, providing an additional layer of complexity. This varietal is most famously combined with Merlot in 'Right Bank' blends to provide freshness and structure. In many Médoc-style blends, it can be found in proportions of anywhere from 5 to 40%.

At VINIV, some of our most impressive wines have been those produced by members who have chosen Cabernet Franc as their dominant blend component.

VINIV VINEYARDS

	VINEYARD	APPELLATION	NEIGHBOURS	DESCRIPTION
6.	Le Barrail	Saint-Émilion	Faugères, Valandraud, Peby-Faugeres, Fleur Cardinale, Pressac	A hilltop Cabernet Franc with freshness, vibrancy and a hint of spice.
7.	La Carrière	Saint-Émilion	Pavie, Troplong Mondot, La Mondotte, Larcis Ducasse	The purity, lift and aromatics of a Cabernet Franc without the spicy notes.

Le Barrail

SAINT-ÉMILION
SOIL: CLAY OVER LIMESTONE
OWNER: THE TODESCHINI FAMILY

WINE PROFILE	0	1	2	3	4	5
FRUIT EXPRESSION						
FRESHNESS						
BODY						
AGING POTENTIAL						

WINE PROFILE

This low-yielding vineyard produces a fresh, vibrant wine with deep aromatics, plenty of fruit and a hint of dark pepper. Le Barrail is an ideal tannin backbone to Merlot-dominant blends and has enough character to stand out as the dominant component in any wine.

SITE DESCRIPTION

Le Barrail is located in one of Saint-Émilion's premium sectors in Saint-Étienne-de-Lisse, on the upper southern face of a limestone slope leading down to classified growth properties including Faugères and Peby-Faugères.

La Carrière

SAINT-ÉMILION
SOIL: CLAY AND LIMESTONE
OWNER: VIGNOBLES DE MOUR – TOUR BALADOZ

WINE PROFILE	0	1	2	3	4	5
FRUIT EXPRESSION						
FRESHNESS						
BODY						
AGING POTENTIAL						

WINE PROFILE

This vineyard produces a wine that characterised by fruit purity. The vineyard's geographic situation ensures both tannic intensity and a balance between volume and freshness. Whereas our other Saint-Émilion Cabernet Franc (Le Barrail) added an additional hint of spice, La Carrière focuses purely on the fruit and 'lift' that makes Cabernet Franc the ideal companion to Merlot on the right bank.

SITE DESCRIPTION

This south-facing vineyard sits near the top of the ridge just southeast of Saint-Émilion, right within the triangle that separates Château Pavie from Larcis Ducasse and Troplong Mondot. The 40 year-old vines are planted directly on the bedrock. Very little clay separates the vine from the limestone, ensuring both concentration and intensity in the resulting wine.

THE VINEYARDS

Cabernet Sauvignon

SUBTLY LAYERED FRUIT, EXTRAORDINARY INTENSITY

Cabernet Sauvignon

VARIETAL DESCRIPTION

This varietal enjoys warm soils with little clay and finds its greatest expression in the gravel and sand sectors of the Médoc and Graves.

Cabernet Sauvignon's clusters are smaller and tighter than those of Merlot. As a result, the concentration and surface area of the seeds are more important. It is a later-maturing varietal, typically harvested 10 to 15 days later than Merlot. It is also known for producing lower yields than Merlot and is relatively lower in sugar, thus has lower alcohol potential.

Cabernet Sauvignon is most recognised for its exceptional structure, aging potential and ability to reveal the expression of its 'terroir'. This varietal dominates the blend of virtually all of the Médoc 1855 Classified Growths, though it is rarely used on Bordeaux's Right Bank because of its fragile nature and later ripening. When young, these wines are very tannic with a rich color and red/black fruit characteristics that evoke cassis, spice, pepper, chocolate and mint. As these wine age, they reveal all of the elegance and finesse of this exceptional grape varietal.

VINIV sources Cabernet Sauvignon vineyards exclusively from Bordeaux's Left Bank, with five vineyards coming from the best appellations of the Médoc and one vineyard in Graves.

VINIV VINEYARDS

	VINEYARD	APPELLATION	NEIGHBOURS	DESCRIPTION
9.	Bel-Air	Graves	Villa Bel-Air	Ideal for Cabernet Sauvignon lovers seeking a wine that will reveal itself more quickly.
10.	Le Poteau	Margaux	Du Tertre, Rauzan-Segla, Marojallia	The delicate nature of a Margaux Cabernet with a bit more volume due to the soil type.
11.	Grande Cabane	Margaux	Giscours, Kirwan, Issan	A pure, linear and intellectual Margaux Cabernet Sauvignon.
12.	Grande Catélie	Pauillac	Pichon Baron, Lynch-Bages, Grand-Puy-Lacoste, Latour	All the power and structure of a Pauillac Cabernet Sauvignon with a slightly more delicate edge.
13.	L'Enclos	Pauillac	Lynch-Bages	A denser more powerful Pauillac Cabernet Sauvignon, thanks to its warmer soil and unique microclimate.
14.	Demi-Lune	Saint-Estèphe	Ormes de Pez, Phélan-Ségur, Lilian Ladouys, Montrose	Very expressive fruit and fine grain tannins define this wine, which sits on ideal Saint-Estèphe terroir.

Bel-Air

GRAVES
SOIL: GRAVEL OVER CLAY AND LIMESTONE
OWNER: DOMAINE JEAN-MICHEL CAZES

WINE PROFILE	0	1	2	3	4	5
FRUIT EXPRESSION						
FRESHNESS						
BODY						
AGING POTENTIAL						

WINE PROFILE

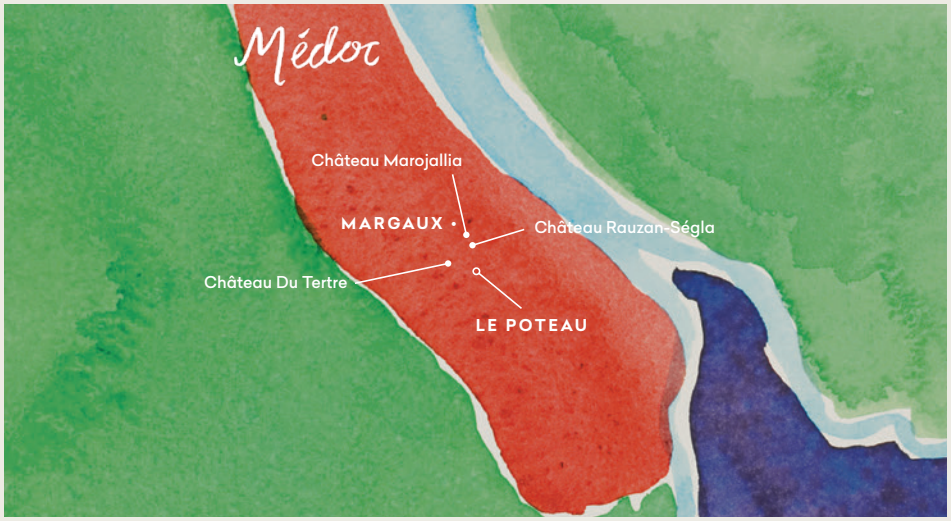
Bel-Air provides the classic structural elements of a Cabernet Sauvignon along with a 'lighter touch' – an elegance and smoother mouth feel that makes this wine approachable at an earlier age than its Médoc counterparts. It is ideal as a main component for winemakers desiring a Cabernet Sauvignon-driven blend, but who expect to drink their wine in the four to seven-year time frame.

SITE DESCRIPTION

Located in Saint-Morillon in the heart of the Graves appellation, this vineyard sits at the top of a hill which combine layers of gravel, sand and clay before reaching the limestone bedrock.

Le Poteau

MARGAUX
SOIL: GRAVEL, CLAY AND LIMESTONE
OWNER: THE CAPDEVIELLE FAMILY



WINE PROFILE	0	1	2	3	4	5
FRUIT EXPRESSION						
FRESHNESS						
BODY						
AGING POTENTIAL						

WINE PROFILE

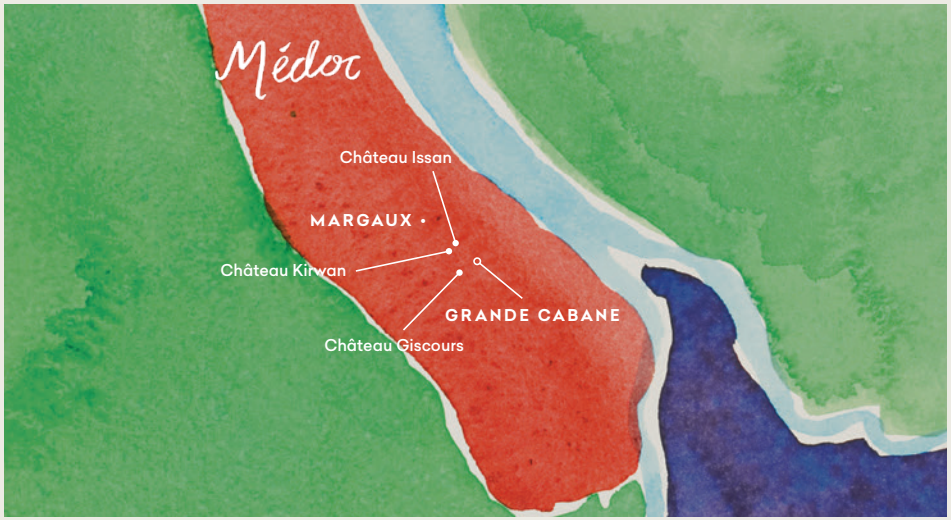
These vines produce a wine of classic finesse with high but sweet tannins, strong floral aromatics and clearly-defined red fruit. It differs from our other Margaux vineyard, Grande Cabane, with its additional hint of richness and volume without compromising the classic 'feminine' characteristics of Margaux Cabernet Sauvignon. VINIV's consultant Eric Boissenot also advises this property.

SITE DESCRIPTION

This vineyard of 45-year-old vines exemplifies Margaux terroir in the sector of Arsac – large gravel mixed with sand over a thin layer of clay. It is located on a large plateau where a number of 1885 Classified Growths have first-quality parcels. The vineyard belongs to Eric Leglise, a passionate grower who operates one of Margaux's few remaining small, family-owned properties.

Grande Cabane

MARGAUX
SOIL: GRAVEL AND SAND
OWNER: CHÂTEAU DAUZAC (1855 CLASSIFIED GROWTH)



WINE PROFILE	0	1	2	3	4	5
FRUIT EXPRESSION						
FRESHNESS						
BODY						
AGING POTENTIAL						

WINE PROFILE

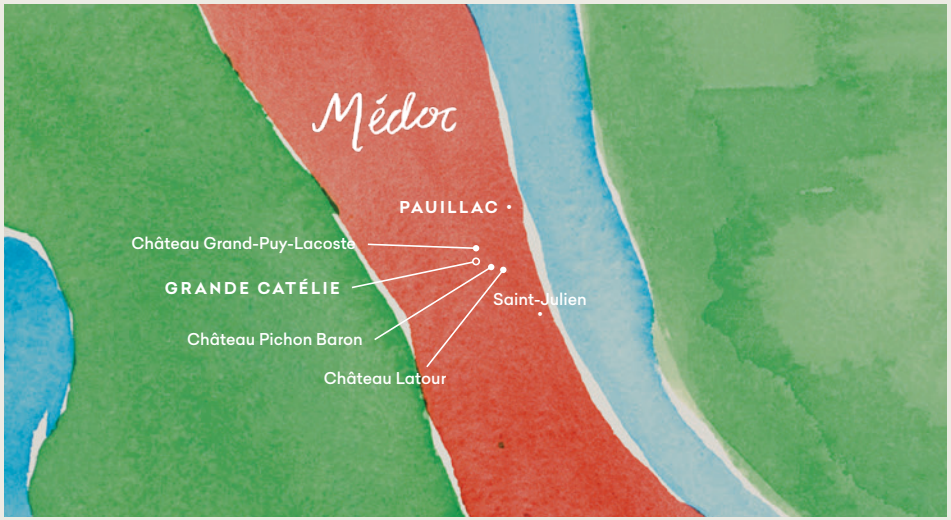
This vineyard produces a wine that is characterised by the clear finesse of the tannins and powerful, red-fruit characteristics. As a blend component, this wine emphasises length over volume. Grande Cabane is an obvious choice if you wish to focus on the finesse and delicacy of Margaux without compromising the structure of the ultimate wine blend. VINIV's consultant Eric Boissenot also advises this property.

SITE DESCRIPTION

These 30 year-old vines are located on a large plateau near the Gironde Estuary that extends from Château Giscours through to the contiguous property of Château Dauzac, the owner of this site. The high-density vineyard is planted in a sector predominated by a deep gravel substrate and sand.

Grande Catélie

PAUILLAC
SOIL: GRAVEL, CLAY AND LIMESTONE
OWNER: THE CAPDEVIELLE FAMILY



WINE PROFILE	0	1	2	3	4	5
FRUIT EXPRESSION						
FRESHNESS						
BODY						
AGING POTENTIAL						

WINE PROFILE

This vineyard provides additional elegance and finesse to go with the power and structure that is typical of a top-quality Pauillac Cabernet Sauvignon. Aromas of dark fruit, licorice and cedar are typically found in the resulting wine. Grande Catélie is an ideal choice for winemakers seeking a Cabernet Sauvignon with a bit less structure than our other Pauillac vineyard, L'Enclos.

SITE DESCRIPTION

Located in the southern sector of the Pauillac appellation, the soil in this sector consists of a high concentration of gravel and sand with low levels of clay (5-10%). This confers a hint of subtlety to an otherwise powerful Cabernet Sauvignon.

L'Enclos

PAUILLAC
SOIL: GRAVEL, CLAY AND SAND
OWNER: CHÂTEAU LYNCH-BAGES

WINE PROFILE	0	1	2	3	4	5
FRUIT EXPRESSION						
FRESHNESS						
BODY						
AGING POTENTIAL						

WINE PROFILE

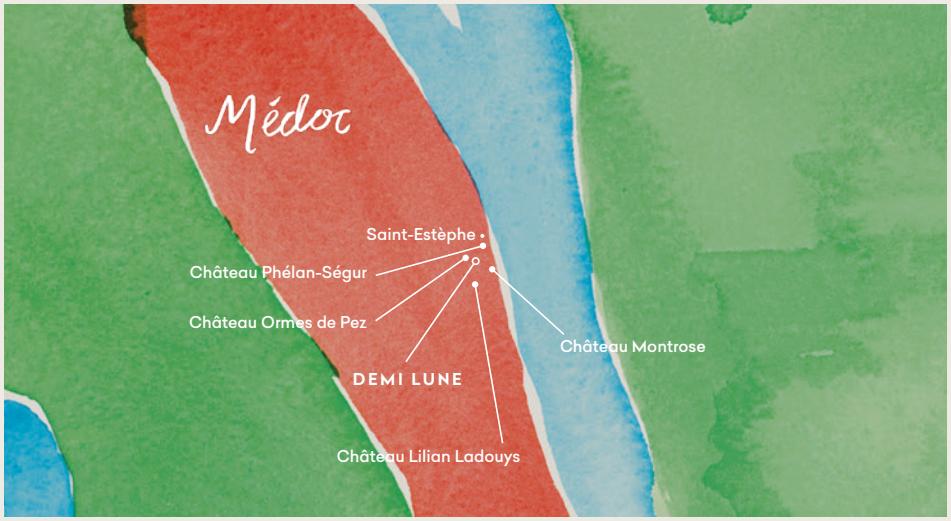
L'Enclos typically produces powerful wines of great concentration and density, with tight, fine-grain tannins and opulent fruit that are consistent with this property. This wine is an ideal blend component for winemakers seeking all of the character of a long-aging and powerful Pauillac Cabernet Sauvignon.

SITE DESCRIPTION

Located within the 'enclosure' of the Cazes family's Relais & Chateaux hotel, Cordeillan-Bages, the soil consists of gravel, sand and a higher concentration of clay (15%) than our other Pauillac vineyard, Grande Catélie. Surrounded by tall bushes, this vineyard has a warm microclimate that pushes grape maturity a few days ahead of other vineyards in the sector.

Demi-Lune

SAINT-ESTÈPHE
SOIL: GRAVEL OVER CLAY AND LIMESTONE
OWNER: DOMAINE JEAN-MICHEL CAZES



WINE PROFILE	0	1	2	3	4	5
FRUIT EXPRESSION						
FRESHNESS						
BODY						
AGING POTENTIAL						

WINE PROFILE

These vines produce a Cabernet Sauvignon with significant power and structure, reaffirmed by tight, fine tannins that require a few years of aging to allow them to open up beautifully. The resulting wine expresses itself through red fruit and spicy notes and precision in terms of length and 'mouth feel'.

SITE DESCRIPTION

This vineyard is located just off the road known as the 'Route des Châteaux', on one of the highest points of Saint-Estèphe. Its soil consists of 3-4 metres of gravel before reaching a clay substrate and the limestone bedrock.

Vineyard Comparison Summary

MERLOT

0 1 2 3 4 5

LE CHÂTEAU — CANON FRONSAC

A balance between fruit and structure, without ever overpowering a blend.

FRUIT EXPRESSION
FRESHNESS
BODY
AGING POTENTIAL

LA ROSE — SAINT-ÉMILION

A juicy, medium-bodied and balanced wine with a lot of finesse.

FRUIT EXPRESSION
FRESHNESS
BODY
AGING POTENTIAL

LA PIERRE — SAINT-ÉMILION

A vibrant, tannic and expressive wine with a lengthy finish.

FRUIT EXPRESSION
FRESHNESS
BODY
AGING POTENTIAL

LA PYRAMIDE — SAINT-ÉMILION

An intense and powerful Merlot. Tension combined with elegance.

FRUIT EXPRESSION
FRESHNESS
BODY
AGING POTENTIAL

LES TERRASSES — SAINT-ÉMILION

Full-bodied wine which maintains incredible freshness.

FRUIT EXPRESSION
FRESHNESS
BODY
AGING POTENTIAL

L'EGLISE — POMEROL

Expressive, creamy, fruit-intense Pomerol Merlot.

FRUIT EXPRESSION
FRESHNESS
BODY
AGING POTENTIAL

CABERNET FRANC

0 1 2 3 4 5

LA BARRAIL — SAINT-ÉMILION

A hilltop Cabernet Franc with freshness, vibrancy and a hint of spice.

FRUIT EXPRESSION
FRESHNESS
BODY
AGING POTENTIAL

CABERNET FRANC

0 1 2 3 4 5

LA CARRIÈRE — SAINT-ÉMILION

The purity, lift and aromatics of a Cabernet Franc without the spicy notes.

FRUIT EXPRESSION
FRESHNESS
BODY
AGING POTENTIAL

CABERNET SAUVIGNON

0 1 2 3 4 5

BEL-AIR — GRAVES

Ideal for Cabernet Sauvignon lovers seeking a wine that will reveal itself more quickly.

FRUIT EXPRESSION
FRESHNESS
BODY
AGING POTENTIAL

LE POTEAU — MARGAUX

The delicate nature of a Margaux Cabernet with a bit more volume due to the soil type.

FRUIT EXPRESSION
FRESHNESS
BODY
AGING POTENTIAL

GRANDE CABANE — MARGAUX

A pure, linear and intellectual Margaux Cabernet Sauvignon.

FRUIT EXPRESSION
FRESHNESS
BODY
AGING POTENTIAL

GRANDE CATÉLIE — PAUILLAC

All the power and structure of a Pauillac Cabernet Sauvignon with a slightly more delicate edge.

FRUIT EXPRESSION
FRESHNESS
BODY
AGING POTENTIAL

L'ENCLOS — PAUILLAC

A denser more powerful Pauillac Cabernet Sauvignon, thanks to its warmer soil and unique microclimate.

FRUIT EXPRESSION
FRESHNESS
BODY
AGING POTENTIAL

DEMI-LUNE — SAINT ESTÈPHE

Very expressive fruit and fine grain tannins define this wine, which sits on ideal Saint- Estèphe terroir.

FRUIT EXPRESSION
FRESHNESS
BODY
AGING POTENTIAL

Vineyard Prices

Every vineyard on this list has a different price point. For example, Cabernet Sauvignon from Chateau Lynch-Bages in Pauillac is more expensive than the same varietal from a lesser-known producer in Pauillac (e.g. Grande Catélie).

Your barrel cost is based on the vineyards and their proportions that are selected in your final blend. This price includes everything that you need to produce 288 bottles of luxury wine, including the grapes, the winemaking, your experience, our guidance and standard packaging (corks, wooden cases, regular 0.75 liter bottles, capsules, label design and printing). **Pricing is 'CIP United States East Coast or West Coast Port'**, which means that ocean freight and US import duties are included in your barrel price.

The price of transport from our port warehouse to your home destination and any State tax (if applicable) are not included in your barrel price. This transport cost varies annually according to the distance from port and the quantity shipped, but in past vintages has ranged from $2.00-$6.00/bottle for a full shipment of 24 cases (288 bottles). Shipping your wine in smaller quantities to separate destinations can significantly increase this cost. Contact us for more details.

VINEYARD	APPELLATION	PRICING – USD	
MERLOT		**DELIVERED US PORT**	
Le Château	Canon Fronsac	$ 12 000	$ 41.67
La Rose	Saint-Émilion	$ 15 400	$ 53.47
La Pierre	Saint-Émilion	$ 18 000	$ 62.50
La Pyramide	Saint-Émilion	$ 18 000	$ 62.50
Les Terrasses	Saint-Émilion	$ 20 700	$ 71.88
L'Église	Pomerol	$ 27 800	$ 96.53
CABERNET FRANC			
Le Barrail	Saint-Émilion	$ 18 000	$ 62.50
La Carrière	Saint-Émilion	$ 20 700	$ 71.88
CABERNET SAUVIGNON			
Bel Air	Graves	$ 12 000	$ 41.67
Le Poteau	Margaux	$ 18 000	$ 62.50
Grande Cabane	Margaux	$ 18 000	$ 62.50
Grande Catélie	Pauillac	$ 18 000	$ 62.50
L'Enclos	Pauillac	$ 27 800	$ 96.53
Demi Lune	Saint-Estèphe	$ 18 000	$ 62.50

VINIV

BORDEAUX