

2018 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

Welcome to VINIV Bordeaux.

This guide introduces the VINIV experience, our vineyards, the winemaking and branding decisions you will make and the investment required to produce your own wine.

At VINIV, you will craft your wine and create a brand that tells your own story. You will receive advice and guidance throughout your winemaking journey from our team, including the technical directors of Château Lynch-Bages.

For every new vintage, we start by asking VINIV members two important questions: What style of Bordeaux wine do you want to create? How involved do you want to be in the process? While many of your decisions can be made at a distance, we encourage you to come to Bordeaux to visit your potential vineyards and work on your wine with our team.

We hope that you will join our intimate network of winemakers.

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. Here is what is included when you become a VINIV winemaker:

YOUR WINE

The cost of your barrel includes everything that you need to produce, label and package 288 bottles of your personal wine.

YOUR BRAND

You will work with our designers (or use your own) to create a bespoke label and brand which is a vivid testament to where you have been, and where you are going. If you wish to take this step further, you also have the option to further personalise your wine with branded corks, wooden cases and larger bottle formats.

YOUR WINEMAKING

One of the most unique aspects of your VINIV experience is discovering the diversity of 'terroir' across Bordeaux's best appellations and participating in the key stages of your winemaking process. It is an educational journey that helps you appreciate how the choices you make influence your wine in a most unique way.

YOUR COMMUNITY

VINIV organises member events during key moments of the winemaking process, most notably at harvest and when it is time to work on your assemblage. These gatherings are an opportunity to meet other VINIV winemakers from around the world, learn something new through insider visits and work with our team to improve your wine.



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 varieties: Merlot, Cabernet Sauvignon and Cabernet Franc. VINIV works with you to define your wine style and select the vineyards and varieties 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 designers 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 late 2019 or early 2020. If you can't come to Bordeaux, we will send your base blend and possible alternatives prepared by our winemakers for your consideration.

6. RECEIVING YOUR WINES

Your 2018 vintage will be ready to ship in the fall of 2020.

Your barrel price is 'CIP United States East Coast or West Coast Port'. It includes the cost of ocean freight, all import taxes and duties into the United States and delivery into a US warehouse.

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.

Prior to bottling, we will gather details on where your wines will be shipped and any other requirements. This will enable us to calculate your shipping costs, which are outlined for you in advance and payable before delivery.

The VINIV team is well-versed in delivering wine and understanding tax rates in most countries. Please contact us for more details.

Available Vintages

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

CURRENT VINTAGE - 2018

By making a 2018 vintage wine you can participate in the winemaking process from vineyard to bottle, beginning with harvest in the Fall of 2018.

Vineyards available for the 2018 vintage are indicated within the vineyard list section of this guide. 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 2020.

VINTAGE CURRENTLY AGEING IN BARREL - 2017

You can produce your own unique wine from the outstanding 2017 vintage and 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 2017 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.

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.



2018 Vintage Wine Planning Cycle & Events

The VINIV winemaking process lasts up to 24 months from harvest (September 2018) to shipment (September 2020). You can join at any time during the vintage, keeping in mind that over 70% of our members begin their journey well after harvest to accelerate the process and begin working immediately on their blend components.

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.

HARVEST AND WINERY ACTIVITIES

You can roll up your sleeves at harvest or participate in other winery activities throughout the vintage cycle. Members can join the Château Lynch-Bages team for our traditional harvest lunch throughout the picking season. Harvest dates are determined at the last minute, as they are dependant on ripeness and weather forecasts. Winery activity also tends to come in short spurts, as wine ages quietly with minimum intervention for long periods of time. You can speak to our team in advance to see if any activities are occurring at the time of your visit.

MEMBER EVENTS

VINIV members are encouraged to participate in our events. These include the Base Blend Selection Events at the beginning of the vintage cycle and culminate with our Final Blending Sessions at the end of the year.

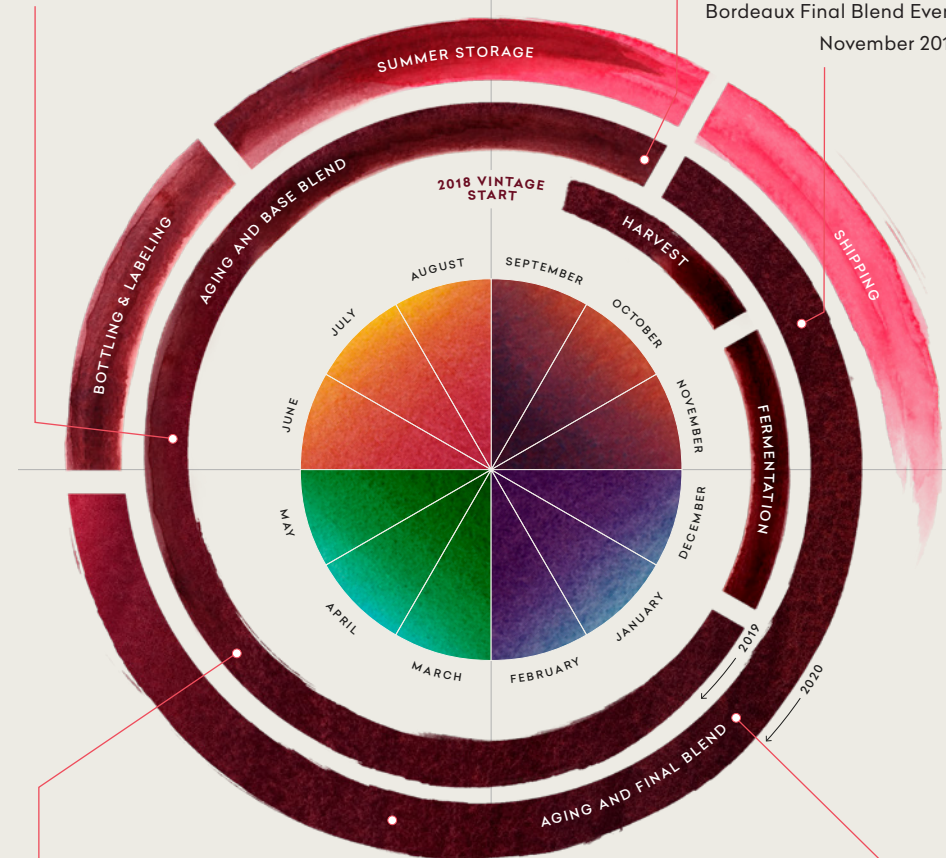
SUMMER

AUTUMN

Bordeaux Base Blend Event
June 2019

Bordeaux Harvest Event
September 2019
(subject to confirmation)

Bordeaux Final Blend Event
November 2019



Bordeaux Base Blend Event
April 2019

London Private Blending Sessions
January 2020

SPRING

WINTER

Individual Activities

VINEYARD VISITS AND BASE BLEND SELECTION

You are welcome at VINIV anytime during the winemaking cycle to start crafting your blend with one of our winemakers.

FINAL BLEND SELECTION

All final blends must be completed by end-January 2020. You can choose to come to Bages for a private visit, attend one of our final blend events or receive a selection of final blend alternatives prepared by our winemakers at the address of your choice to conduct your own blind tasting and wine selection.

LONDON PRIVATE BLENDING SESSIONS

JANUARY 2020

With many members based in the UK or traveling there, we will host private final blending sessions in London in January 2020. These sessions are available for members who can't make it to Pauillac for an individual session or the group final blending events.

Group Events

BASE BLEND SELECTION EVENTS AT VINIV

APRIL & JUNE, 2019

During these events, you will receive an overview of the 2018 vintage and a tutored tasting of each of our available vineyards. This will help you better understand the characteristics of each blend component, before starting work on your base blend with one of our winemaking experts (individual 90-minute sessions).

HARVEST EVENT

SEPTEMBER 2019 (SUBJECT TO CONFIRMATION)

Although the 2018 Vintage harvest has passed, you can join us to participate in the 2019 Vintage harvest in late September / early October to experience one of the most active moments of the winemaking process.

BORDEAUX FINAL BLEND EVENT

NOVEMBER 2019

Celebrate the completion of your vintage cycle in Bordeaux with other VINIV members. During the two-day programme, you will have an individual 90-minute session to finalise your blend, with the guidance of one of our winemaking experts.



ONE OF OUR WINEMAKERS ADVISES A VINIV MEMBER

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 VINIV Insider's Guide to Bordeaux. This is our curated list of the best 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.

We recommend that you stay at Château Cordeillan-Bages - a Relais & Chateaux hotel owned by the Cazes family - and conveniently located a three minute walk from VINIV in the village of Bages. The hotel offers a concierge service to help you with booking châteaux visits and restaurant reservations. You are most welcome to stay elsewhere and most other luxury hotels in the area can 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. During the renovation of the Château Lynch-Bages winery, Charles Thullier and his team offer one-hour visits of neighbouring Cazes family property, Château Ormes de Pez, in Saint Estèphe, where you will be able to taste wines from both properties.



02.

Inside your bottle

BLENDING YOUR WINE

Inside your bottle

There are 3 steps to creating your wine:

STEP 1

Selecting your varietals and vineyards

With very few notable exceptions, the most complex and vibrant Bordeaux wines combine several grape varietals that unite to create a perfect balance.

Traditionally, château owners are confined to using grapes exclusively from their own property, if they want to use their property's name and 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. 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. More recently, Cabernet Franc has taken a full seat at the Bordeaux table, in part due to a warming climate.

At VINIV, we don't favour an appellation or varietal for our vineyard selection. 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. 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.

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.



STEP 2

Determining your base blend

Blending sessions – also known as an ‘assemblage’ – are one of the most enjoyable and instructional steps in your winemaking endeavour.

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 one of our experts. 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), one of our team 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 adapt your blend, according to available vineyards at the time of your visit.

Once your base blend is selected, you will have the option to further adjust and improve your selected blend before bottling.

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?



STEP 3

Confirming your final blend

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 blend 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 any 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 flagship 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 during specific VINIV final blending events.

Most VINIV members come to Bordeaux or to our blending events in London and elsewhere 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

VINIV's Vineyards

VIEW INTERACTIVE MAP

MERLOT

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

CABERNET FRANC

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

CABERNET SAUVIGNON

VINEYARD	APPELLATION
8. Grande Cabane	Margaux
9. La Louise	Margaux
10. Grande Catélie	Pauillac
11. L'Enclos	Pauillac
12. Demi-Lune	Saint-Estèphe



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 Pierre	Saint-Émilion	Valandraud, Peby-Faugères, Faugères, Pressac	A vibrant, tannic and expressive wine with a lengthy finish.
3. La Pyramide	Saint-Émilion	Tertre Roteboeuf, La Mondotte, Pavie	An intense and powerful Merlot. Tension combined with elegance.
4. Les Terrasses	Saint-Émilion	Tertre Roteboeuf, La Mondotte, Barde-Haut, Godeau	Full-bodied wine which maintains incredible freshness.
5. L'Église	Pomerol	Clinet, Clos l'Église, Latour à Pomerol	Expressive, creamy, velvety Pomerol Merlot.



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, Rol Valentin, 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.



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.

VINIV VINEYARDS

	VINEYARD	APPELLATION	NEIGHBOURS	DESCRIPTION
8.	Grande Cabane	Margaux	Giscours, Kirwan, Issan	A pure, linear and intellectual Margaux Cabernet Sauvignon.
9.	La Louise	Margaux	Lascombes, Malescot Saint-Exupéry	A more structured and dense Margaux Cabernet without compromising the classic finesse for which this appellation is renowned.
10.	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.
11.	L'Enclos	Pauillac	Lynch-Bages	A denser more powerful Pauillac Cabernet Sauvignon, thanks to its warmer soil and unique microclimate.
12.	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.



04.

Outside your bottle

CREATING YOUR BRAND

Creating your wine brand

If the wine you make will tell your story, the label you design will be its front cover.

A brand is more than the name you give to your wine. It includes all the elements that directly or indirectly tell your story and represent the personality of your wine.

Every VINIV winemaker arrives in Bordeaux with their own experience to share and future to write. You will work with one of our designers to create a bespoke label which will be a vivid testament to where you have been and where you are going.



Customising your packaging

The price of your barrel includes high-quality 0.75l bottles, corks, capsules and wooden cases. However, customising the packaging with your brand is a great way to further differentiate your wine.

You will have the option to replace a specific number of your standard (0.75cl) bottles with Magnum (1.5l) and Imperial (6l) bottles. Personalised corks and wooden cases are also available to make your packaging distinctive as the wine itself.



05.

Your investment

Your Investment

The cost of your barrel is based on the vineyards and the proportions selected for your final blend. The price of \$18,900 (\$65.63/bottle) provides you with access to any blend combination from VINIV's Select vineyards. You also have the option to include VINIV's Prestige vineyards in your blend. For each 1 percent that you incorporate, \$113 is added to your barrel price. For example, if you include 50 percent of Prestige vineyards in your wine, the total barrel cost is \$24,550 (\$85.24/bottle).

Your investment 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 litre 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. Onward shipment costs from our warehouse to your home destination and any State tax (if applicable) are not included in this price. Our team can help you estimate these costs.

	VINEYARD	APPELLATION	PRICING - USD
MERLOT		DELIVERED US PORT	
SELECT	Le Château	Canon Fronsac	\$ 18 900
SELECT	La Pierre	Saint-Émilion	\$ 18 900
SELECT	La Pyramide	Saint-Émilion	\$ 18 900
PRESTIGE	Les Terrasses	Saint-Émilion	\$ 18 900 + \$ 113 / 1%
PRESTIGE	L'Église	Pomerol	\$ 18 900 + \$ 113 / 1%
CABERNET FRANC			
SELECT	Le Barrail	Saint-Émilion	\$ 18 900
SELECT	La Carrière	Saint-Émilion	\$ 18 900
CABERNET SAUVIGNON			
SELECT	Grande Cabane	Margaux	\$ 18 900
SELECT	La Louise	Margaux	\$ 18 900
SELECT	Grande Catélie	Pauillac	\$ 18 900
SELECT	Demi Lune	Saint-Estèphe	\$ 18 900
PRESTIGE	L'Enclos	Pauillac	\$ 18 900 + \$ 113 / 1%

FIRST PAYMENT

\$12,600 is due within 15 days of receipt of invoice to ensure your barrel reservation. This usually represents 50-70% of the overall value of your barrel.

FINAL 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 2018 vintage client will pay their balance due between March and June 2020.

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

VOLUME DISCOUNTS

VINIV 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%

VINIV

BORDEAUX