

ACW Aresti Chile Wine

[March 2022]



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The Chilean Industry

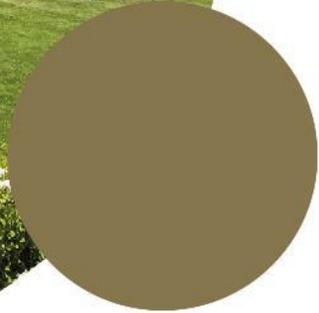
About ACW

Investment & Innovation

Brand Strategy

Quality & Sustainability





The Chilean Industry

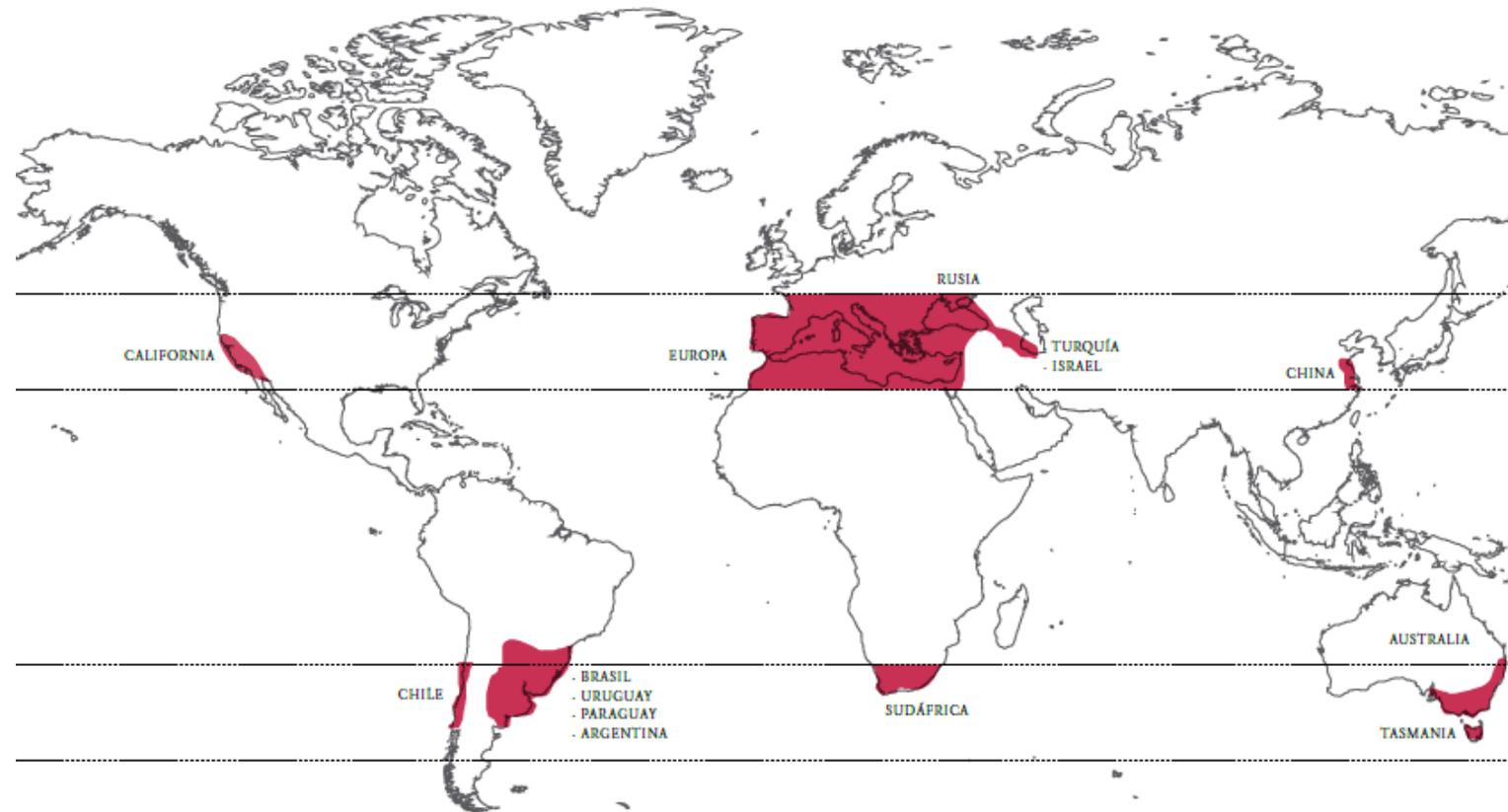
Chile: Some general facts

SOME GENERAL FACTS

- Extension of 4.270 km
- 17 million inhabitants
- GDP per capita US\$19,000
- Stable democracy
- Full employment
- Inflation rate 3%
- **Wine** is among main exports

A WINE COUNTRY

- **Harvest** during 1st semester (South Hemisphere)
- **A wine country:** Vines came with Spanish colonization (16th century)

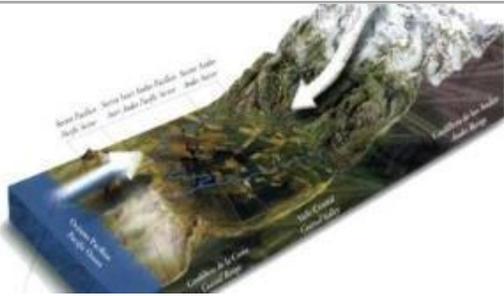


Chilean Topography & Climate



Different **soils and climate**

Low rainfall during the growing season: good ripening
High **daily temperature** variation: aromatic concentration

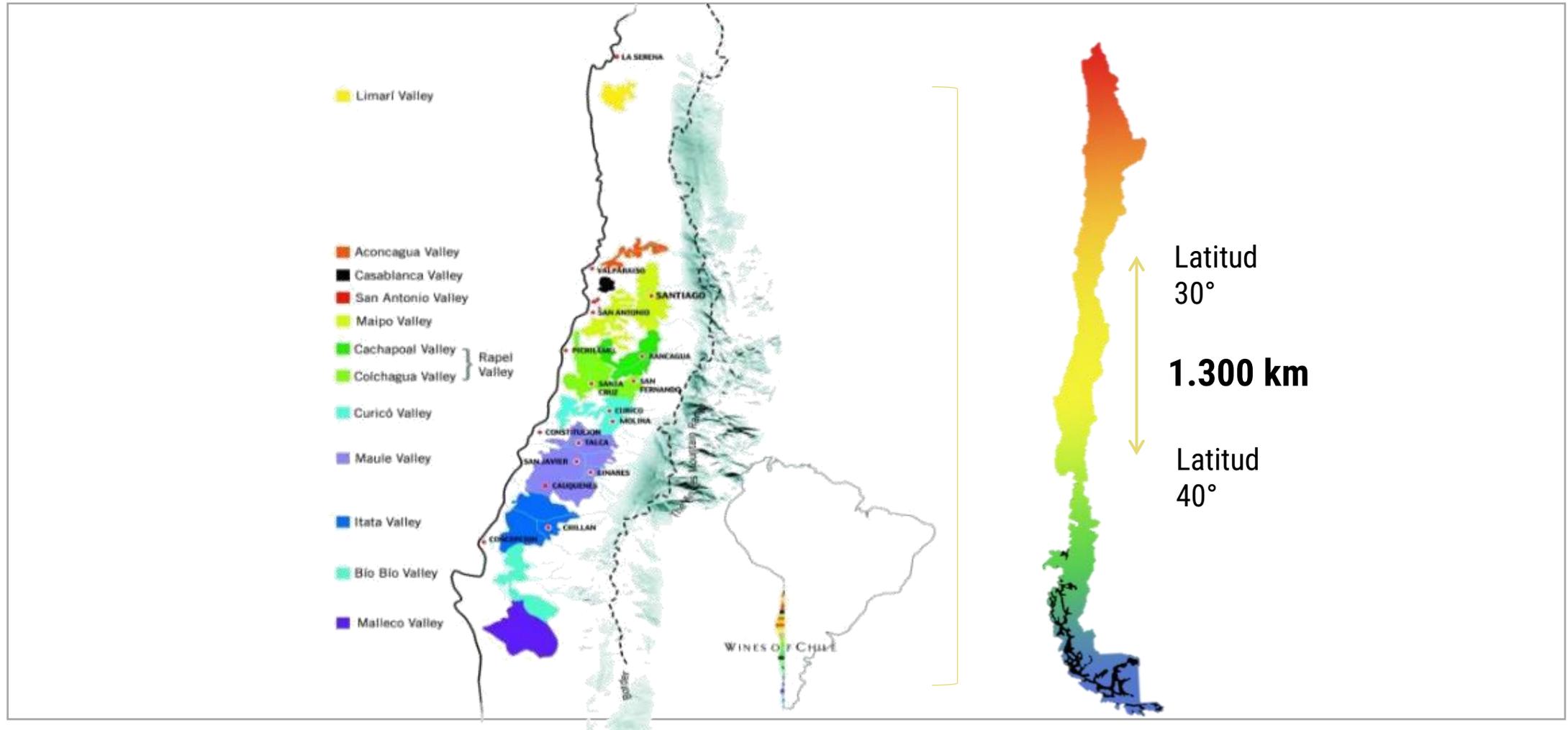


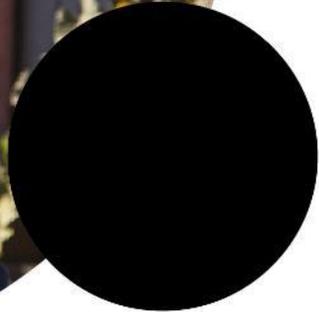
The **Pacific Ocean** and the **Andes mountains**: more important rather than North and South.



An **ISOLATED COUNTRY**: No phyloxera ever.
Natural barriers in all borders.

Chilean Wine Appellations





About ACW

Mission & Vision



MISSION

We produce wines that captivate consumers from Chile and the world, being one of the most recognized and profitable family wineries in Chile.

VISION

We produce and sell sustainable wines, innovating with an attractive brand portfolio, with excellence in the process, the commitment of our partners and clients, transmitting with passion the family legacy.

Our History



Don Vicente Aresti and Alfredo López founded the winery.

1951



2006

Espíritu de Chile was launched globally.



The second generation takes control of the winery. Starts a 5-year investment plan

2012



Finish of the investment plan with the new Bottling Line

2016

We celebrated our 65th anniversary.



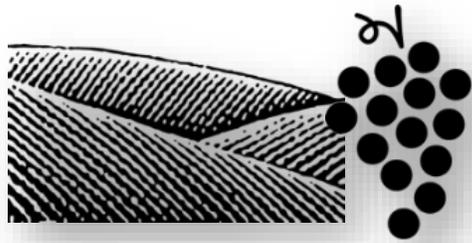
2018

2021

Celebrated our 70th anniversary

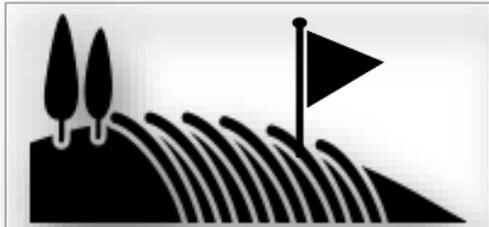
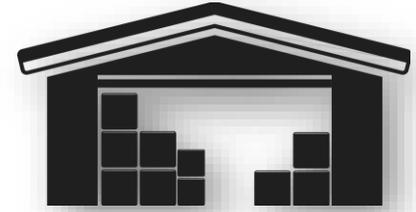


Some facts and data about ACW



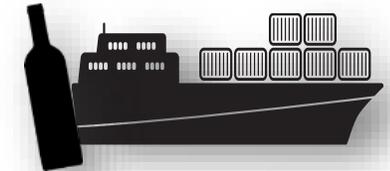
Total surface:
1.150 ha.
400 ha. vineyards.

Winery Capacity
9.000.000 lts
1.000 barrels



Founded in 1951

Exports 800,000 9LC



We have 2 core Brands

Exports to more than 40
countries worldwide

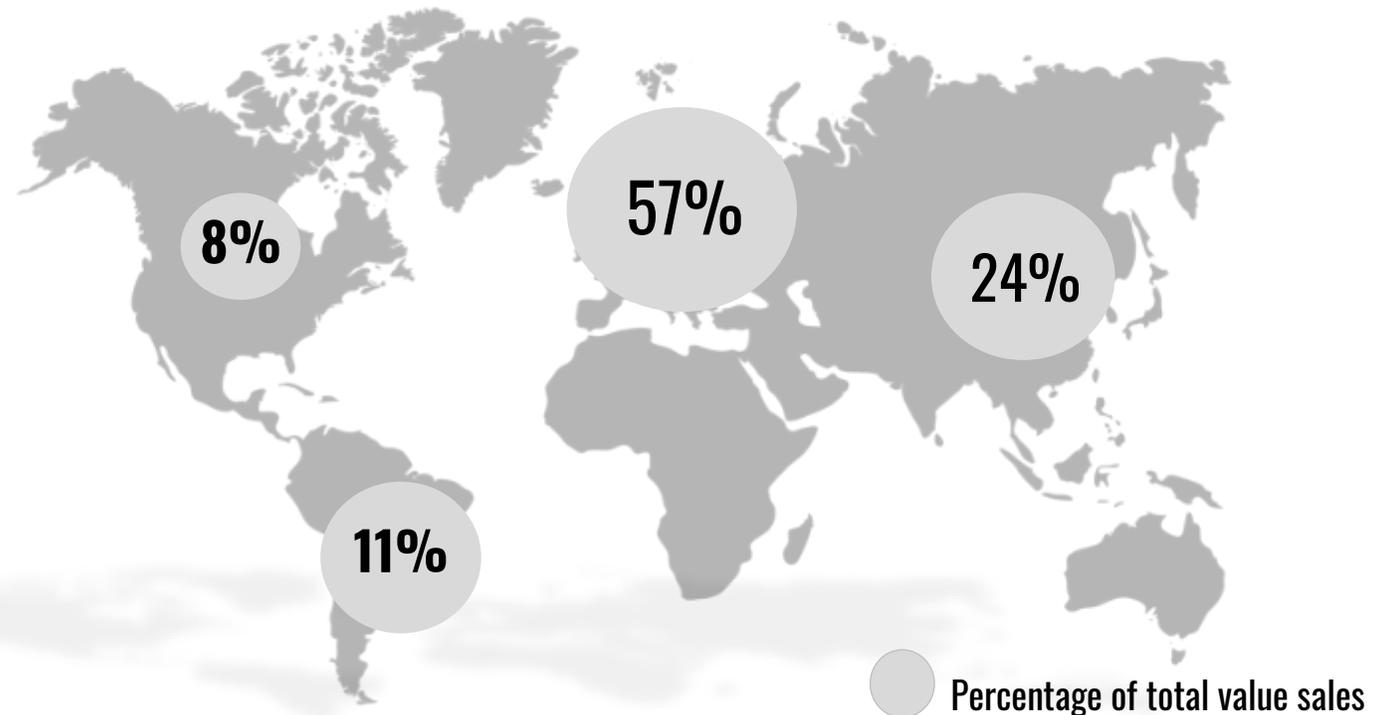


International Presence

MORE THAN 40 COUNTRIES WORLDWIDE

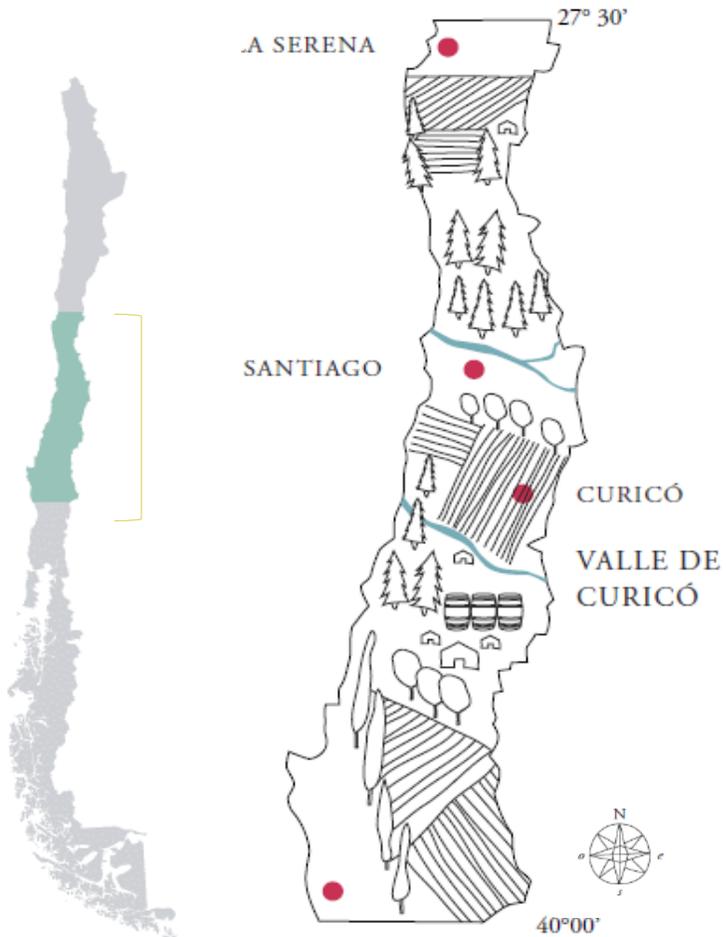
Success stories (*):

- **Finland:** Rank #4, 210.000 9LC
- **Japan:** Rank #7 140.000 9LC
- **Russia:** Rank #6, 90.000 9LC
- **Ireland:** Rank #4, 80.000 9LC



(*): Total 2020 volume sales 9LC / Intelvid as of Nov 2020

Our Vineyards



Bellavista



La Reserva



Peñaflor



Micaela



Winemaking Philosophy

Our challenge is to produce wines of **excellence** and with **personality**, a real reflection of the **family** tradition and **passion for wine**.

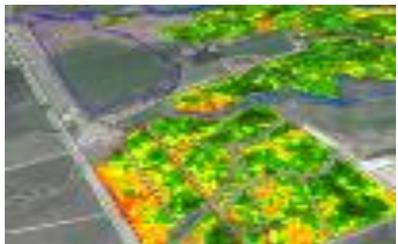


“As a winemaker, I’m the link between the fruit and the wine. The grapes are the one that will define the quality.”

JON USABIAGA
Chief Winemaker



Viticulture Philosophy



“We work with precision viticulture in order to obtain the best of the vines. We care about them, we work lot by lot, aiming at high quality grapes for excellent wines”

MARCELO LORCA
Viticulture Manager





Investments & Innovations

Investments & Innovation

ARESTI CHILE WINE (ACW) FINALIZES US\$9 MM INVESTMENTS WITH A FOCUS ON THE COMING DECADE



- World-Class Italian machinery
- Fully automated
- Temperature and humidity control room
- Maximum product quality assurance
- Residual water reutilization

Investments & Innovation

NEW PREMIUM PLANTATIONS

Recovering old vines.
Planting new clonal varieties in Curicó Valley.



NEW WINEMAKING TECHNIQUES

For small and selected lots and production.

NEW LAUNCHES

Launching new products.
Continue to create and innovate.



Brand Strategy | 2 core brands



Aresti Wines

VIÑA ARESTI

A FAMILY PASSION

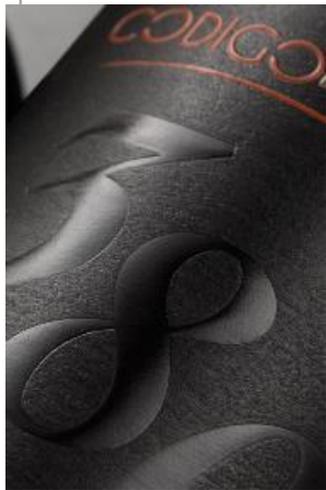
With a rich viticultural history, the Curicó Valley was the ideal place chosen by **Mr. Vicente Aresti Astica** to plant the first vineyards and to found the Aresti winery, back in **1951**.

Today, Mr. Vicente's passion for producing high quality wines is completely alive, continuing from one generation to the next.

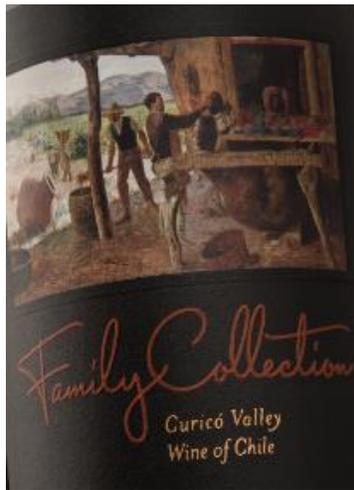


Aresti Wines

A family-owned Chilean winery, constantly creating innovative wines from the mountains to the sea and throughout the whole of the Curicó valley.



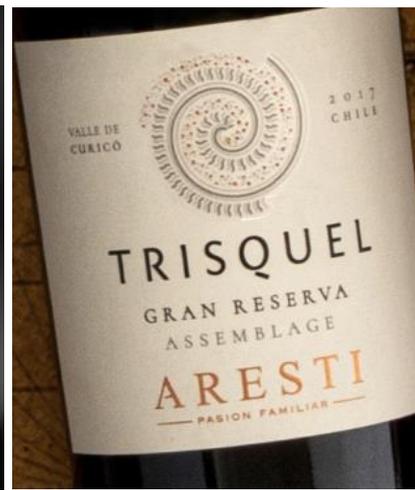
FLAGSHIP
CODIGO 380



SUPER PREMIUM
FAMILY COLLECTION



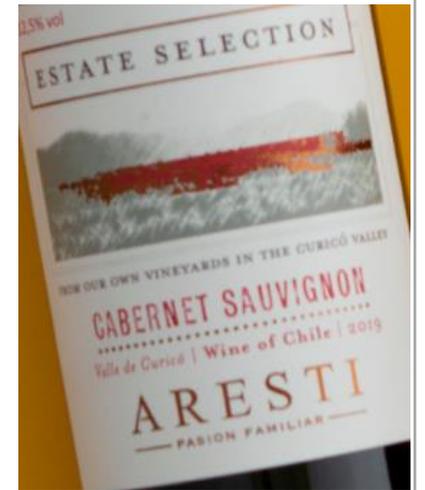
PREMIUM
**TRISQUEL
SERIES**



GRAN RESERVA
TRISQUEL



RESERVA
CABINA '56



CLASSIC
**ESTATE
SELECTION**

Espíritu de Chile Wines

Explore. Enjoy.
Explore again.

That is Espíritu de Chile.

A permanent invitation to live
unique experiences connected
with nature.

This is **the spirit** that remains
alive in each of our wines,
created to enjoy while you wait
for your next adventure.



Espíritu de Chile Wines



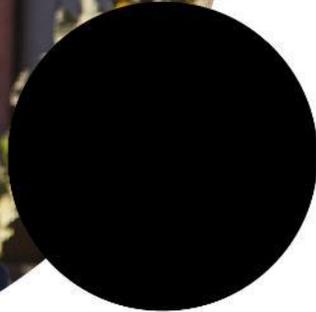
GRAN RESERVA
EXPLORADOR



RESERVA
INTRÉPIDO



CLASSIC
VIAJERO



Quality & Sustainability

Latest Accolades

ARESTI
— PASION FAMILIAR —

WE ARE PROUD TO ANNOUNCE OUR SCORES AT **JAMES SUCKLING.COM**

Wine Name	Year	Score
FAMILY COLLECTION ASSEMBLAGE	2017	91
TRISQUEL SERIES MERLOT	2019	91
TRISQUEL CABERNET SAUVIGNON	2019	92
TRISQUEL ASSEMBLAGE	2019	91
TRISQUEL CARMENERE	2019	90
CABINA 56 CABERNET SAUVIGNON RESERVA	2020	90
CABINA 56 PINOT NOIR	2020	90
CABINA 56 ROSE	2020	90
CABINA 56 SAUVIGNON BLANC	2020	90

JAMES SUCKLING.COM

Wine Name	Year	Score
CABERNET SAUVIGNON EXPLORADOR	2019	91
CABERNET SAUVIGNON INTREPIDO	2020	90
SAUVIGNON BLANC INTREPIDO	2020	90
SEMILLÓN-SAUVIGNON BLANC-MOSCATEL INTREPIDO PATRIMONIAL	2020	91
CARIGNAN-PAIS-CINSAULT INTREPIDO PATRIMONIAL	2020	91

JAMES SUCKLING.COM

ESPÍRITU de CHILE

Latest Accolades

ARESTI
PASION FAMILIAR

Tim Atkin MW

92
2017 REPORT
BEST OF CHILE

92
2019 REPORT
BEST OF CHILE

90
2020 REPORT
BEST OF CHILE

90
2020 REPORT
BEST OF CHILE

91
2020 REPORT
BEST OF CHILE

ASSEMBLAGE 2017

MERLOT 2019

SEMILLÓN 2020

CHARDONNAY 2020

SAUVIGNON BLANC 2020

@ARESTICHILEWINE | ARESTICHILE.COM

ESPÍRITU de CHILE

EXPLORADOR SAUVIGNON BLANC Leyda Valley 2019

INTREPIDO PATRIMONIAL SEMILLÓN - SAUVIGNON BLANC MOSCATEL Curicó Valley 2019

TIM ATKIN MW
MASTER OF WINE
90
2020 REPORT
BEST OF CHILE

#LIVINGSPIRIT

espiritudechile.com | @espirtudechilewines

Latest Accolades

Descor 20
ChadOS 22

ARESTI
— PASION FAMILIAR —

“EXCELENTE CALIDAD EN NUESTROS VINOS,
ACOMPAÑADOS POR GRANDES PUNTAJES”



Quality & Certifications



We are very proud about our **international certification BRCGS** (Brand Reputation Compliance Global Standards) that guarantee our quality.

And we are joined to:

- Amfori BSCI – Business Social Compliance Initiative (Nordic Monopolies Code of Conduct)



Sustainability Strategy

Our **Sustainability** strategy is based in **4 pillars**:



Products of excellence and with lower impact



Best **environmental and Biodiversity** practices



Goods management, recycling, among others



Value creation with our employees and the community

Chilean Sustainability Code

Since 2014, we are certified under the **Chilean Sustainability Code** in 3 areas:



ÁREA
VERDE



Agriculture

ÁREA
NARANJA



CSR and
Environmental

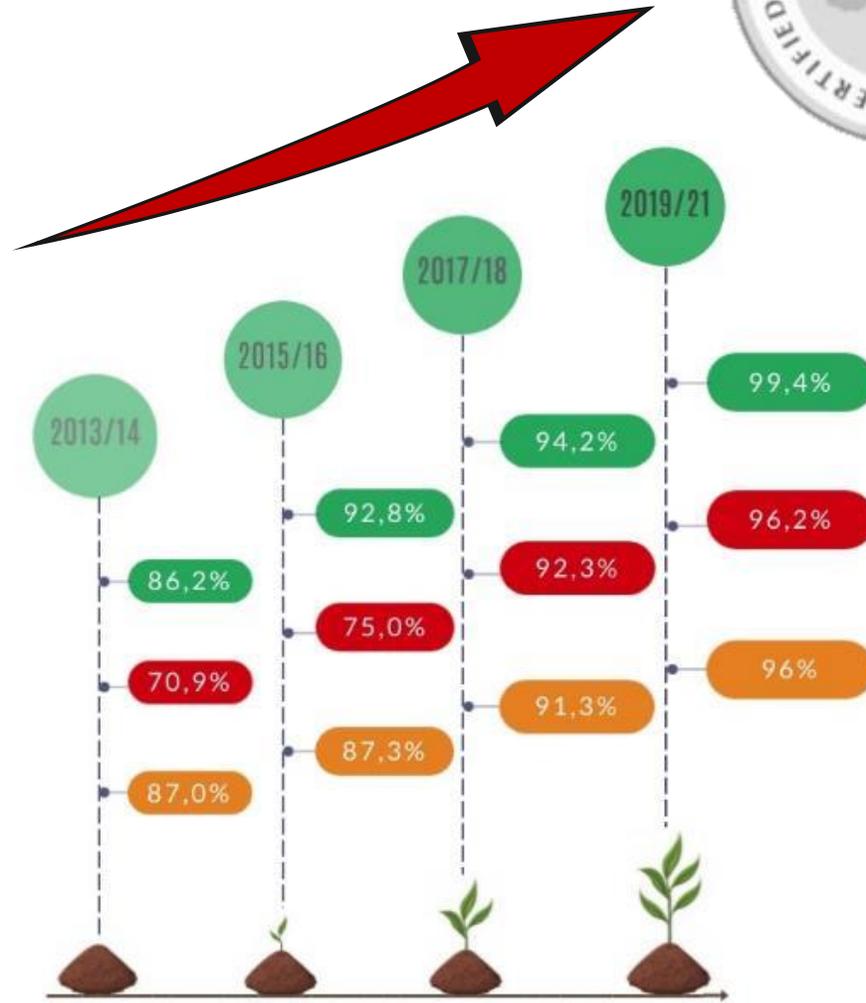
ÁREA
ROJA



Winery and
Processes

Chilean Sustainability Code

Important Improvement
% of accomplishment in the 3 areas, year after year.



Vegan Certification



- We already have 7 Wines certified as VEGAN
- In 2022 we will certify at least 10 more labels

Carbon Footprint

Together with **EDGE Consultant** we just measured our **Carbon Footprint**.



At the end of 2021, we already have **below 2**, which is a 10% reduction.



**2023 GOAL
ACCOMPLISHED!!**



2019

2023

2050



Green Energy

**Year
2019**

Solar panels are installed at La Reserva estate.

120 KVA

Installed capacity.

100%

Energy is used in the irrigation system.

100%

2022 energy supply will be green energy.

5%

Total carbon footprint will be reduced (mitigation plan)



TOTAL SAVINGS CO2



1.186.194 km



7.579

Native Bees

The most important finding was the detection of the **Bombus Dahlbomii**, in danger of extinction.



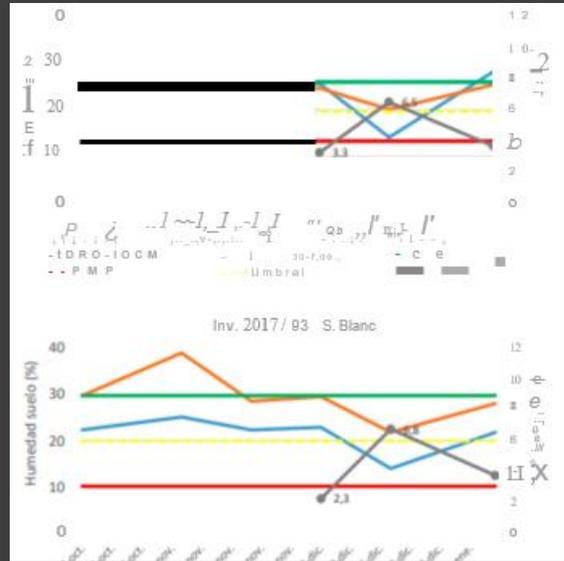
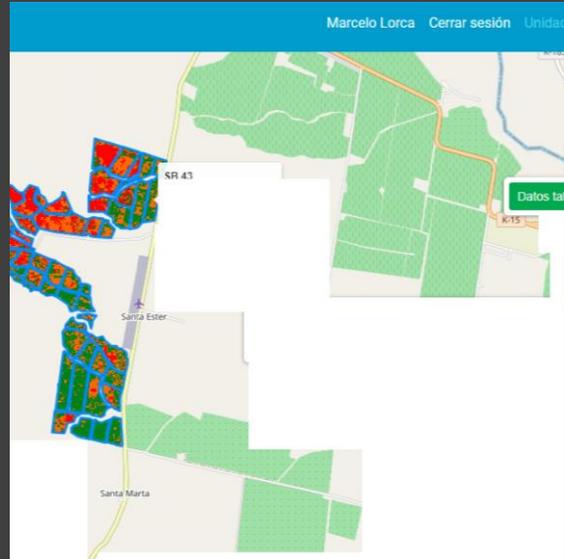
- We studied the biodiversity of **NATIVE BEES** with the accompanying flora at the same sites.
- We have biological corridors, native forest and ecosystem services.



Sustainable work in the vineyards



- Using **technology** for underground control and minimize herbicides usage.
- Better **quality** grapes, less impact in vineyards, important savings in fuel and hand labor.
- Quantifying **natural enemies** in the vineyards.



Vineyard Water Management

- Water management based on soil and **plant sensors**
- Satellite **thermal images**
- We have to be prepared to use less water, because of **climate change**, rise of temperatures and rain reductions.

Sustainable work in the vineyards

- We are working with **sheep** for undergrowth control and contribution of organic material.
- **30%** of vineyard management is without herbicides.
- The wool will be used for **traditional crafts**, made by local artisans and sold in our new shop.



Energy Efficiency

Cold system improvements

Changed of 9 pumps for the cold system, for only **3 high-pressure** pumps
(7,5 KW)

What did we get?



Cold equipment working-times reduction



40% of energy consumption 2020/2019



Water Reutilization



Water microfiltration from inside the bottles washing water

- Water is **re-used**
- We have **3 filters** to purify it before usage
- We have **reduced 8%** the usage of water, since new bottling line starts to operate (2018)


-8%

OUR PEOPLE



Many ways to participate:

- Joint Committee
- Trainings
- Labor unions
- HACCP
- Sustainability Committee
- COVID Prevention
- Sports activities

OUR PEOPLE



Code of Conduct

amfori  **BSCI**
Trade with purpose



WORKING WITH THE COMMUNITY

- **Education development** with our communities.
- **Support** in scholarships, internships, sports facilities, library, among others.
- Support to local artisans.



ENO-AGRICULTURE PROJECT IN PICA



Colaborative work with Pica Oasis community
Patrimonial rescue of an ancestral activity





RECOGNITIONS AND NEXT CHALLENGES

BRIT MEDAL



- In 2020 we won a medal in this sustainability international contest.

Next Challenges

- To reduce Carbon footprint in 10% by 2023
- To continue the implementation of more sustainable packaging
- To certify 10 more wines as Vegan
- To increase recycling in our facilities by 20%
- To continue with water management improvements
- To increase our green energy capacity
- To do a harvest with the Pica community by 2023
- To continue our preparation for the climate change

In Summary, 10 Highlights

Family-owned winery

800.000 9LC sales

Strong presence in Europe & Asia

Precision viticulture and excellence in winemaking

Strong and diverse Brand portfolio

High investments during the last 5 years

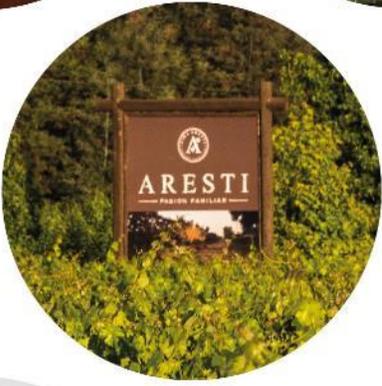
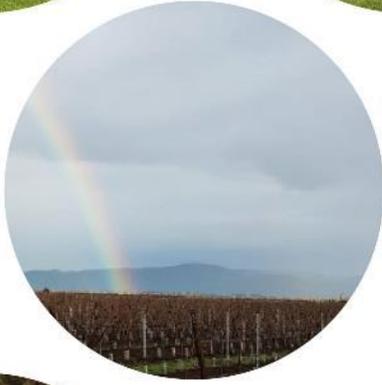
Consistent innovation

The only winery covering the Curicó Valley: from the Ocean to the Andes

International quality certifications

Sustainable and eco-friendly attitude





Thank you
Muchas gracias

