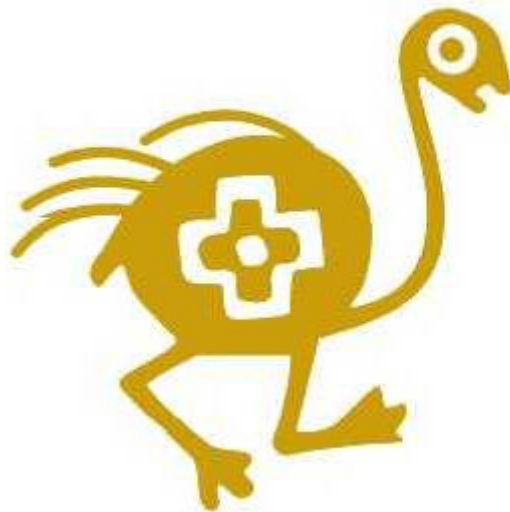




**BODEGAS Y VIÑEDOS O. FOURNIER**





## **1. DESCRIPTION**

### **BODEGAS Y VIÑEDOS O. FOURNIER GROUP**

Bodegas y Viñedos O.Fournier Group was founded in 2000. Our main objective is to become an international group focused high quality wines. Our plan is to produce approximately 1.5 million bottles in different regions: Argentina, Chile, Ribera de Duero, Rioja and Douro (Portugal). To date, the Group owns estates in Mendoza and Ribera de Duero. In total the Group owns over 400 Has. of land of which 160 Has. are planted with vineyards of up to 57 years of age.

The main features of our group:

- ownership and/or control of old high-quality vineyards
- use of latest viticultutral and winemaking technology
- local winemakers with international experience
- professionalism in all aspect of the business
- financial soundness and strength of shareholders
- balance between winemaking and selling between Europe and New World

#### **THE MISSION**

Bodega y Viñedos O. Fournier´s mission is to become one of the most outstanding high-quality group of wineries. It aims to achieve this goal using the competitive advantages the vineyards and the weather offer as well as the enabling technology and the relevant local and international winemaking knowledge.



**BODEGAS Y VIÑEDOS O. FOURNIER**  
**Ribera del Duero winery and vineyard**  
**Spain**

**THE FOUNDERS**

Bodegas Hnos. San Juan López, now Bodegas y Viñedos O.Fournier, was originally founded by the San Juan family from Aranda de Duero (Burgos). The winery was built in 1979, a few years ahead of the creation of the *Denominación de Origen* Ribera de Duero. It is worth mentioning that the first vines at the vineyard were planted in 1946.

On September 2002, Bodegas y Viñedos O.Fournier Group purchased the winery and vineyards in order to continue with the development of the quality of the wines and become one of the leading wineries in Ribera de Duero.

**THE ESTATE**

The main asset of the winery is its vineyard. The estate has 105 Has. of which 60 are planted with vines. The main variety is Tinta del País (tempranillo) with one Ha. of Merlot. Of the 60 Ha., there are 1.5 Ha. that were planted 52 years ago, 0.5 planted 45 years ago, 4.3 planted 42 years ago, 5 planted 37 years ago, 4.7 planted 27 ago, and 12.6 planted 22 years ago. This old vineyard., adding 30 Ha. in total, will allow Bodegas y Viñedos O. Fournier to obtain high quality grapes for our top wines.

Additionally, there are 14 Ha. planted 12 years ago, 2.8 planted 6 years ago, 6.4 planted four years ago, 7.2 planted three years ago and 1.1 Ha. planted two years ago. The estate is within the Ribera del Duero D.O.

The soils at Finca El Pinar, are mostly pebblestone coming from the nearby Duero river. There are also certain parts of the estate with sandy soils. At between 60-100 cm., there is a clay layer that allows water retention from rainfall. The soil is extremely poor in organic material and with excellent drainage. Pebblestones also allow for better maturity of the grapes through heat radiation during the night time.

In light of the poorness of the soil, the age of the vineyard, the plant density and the pruning, yields never exceed 3,000 kg. per Ha. Our objective is to maintain them at 2,000 kg. per Ha. as it has been the case during the 2002 and 2003 vintages.

Our medium term objective is total control of our grape sourcing mainly through ownership of the vineyards or long term contracts with producers. Currently, the winery has closed a 10-year contract with an owner of 37 Has. of old vineyards in La Horra (Burgos) and 4 Has. in Gumiel de Hizán (Burgos).



## **PRODUCING THE WINE**

The winery works with leading international suppliers, mainly from France, Italy, Portugal and Spain, for the following winemaking processes:

Harvesting: The grapes are picked manually, by the company's own workers, and placed in 18-kg. boxes, allowing the Bodega to control the quality of the grapes right from the vineyard.

Grape selection: The best grape clusters are selected at a sorting table. Moreover, from the 2004 harvest, there is a second sorting table for the removal of stalks.

Crushing: The winery uses a crushing-destemming machine, with adjustable stainless steel rolls. Only half of our grapes are crushed. The grapes fall inside the vats through gravity, avoiding the use of pumps.

Fermentation: The winery's stainless steel and cement vats are equipped with hot and cold water device. Since the 2002 harvest, the company has used dry ice for the cold maceration of its best wines.

Pressing: The winery uses a vertical hydraulic basket press with electronic pressure control for pressing the marc.

Ageing: The ageing process takes place in 225 litre barrels, 80 per cent are made of French oak and the rest of American oak. The barrels are stored in cellars, where the temperature and humidity are strictly controlled. The winery purchases barrels from prestigious coopers as Seguin Moreau, Radoux, Demptos, Saury (France), Murúa (Spain) and Nacional (Chile).

## **THE WINES**

The winery's objective is to produce high quality wines using grapes from our vineyards with a total production of 250,000 bottles from a current 80,000 bottles. Marian Santamaría is responsible for producing the wine. José Spisso, Head Winemaker for the Group, assists her during his trips to the Ribera del Duero winery.

Bodegas y Viñedos O.Fournier will produce two wines. Spica, our second wine, is aged approximately 12 months in oak barrels (new and first use barrels) and six to 12 months in the bottle. Alpha Spica, our top wine, will stay approximately 18 months in new oak every year and at least one year in the bottle. Oak barrels will come from the top French and Spanish coopers and will be 80% French oak and 20% American oak. Bodegas y Viñedos O.Fournier will not bring these wines to the market under the "crianza", "reserva" and "gran reserva" denominations in order to provide maximum flexibility and thus focusing exclusively on the quality of the wines.

From marketing perspective, the Company's objective is to promote the O.Fournier "umbrella brand" as a top quality brand, regardless of where the wine is produced. It will use separate brands and labels for each of the wines depending on the region.



### **THE WINERY**

Bodegas y Viñedos O.Fournier aims to rebuild the existing winery in order to equip it with the latest technology. It will have a capacity of 325,000 litres in stainless steel, oak and cement vats, ranging from 4,000 to 25,000 litres in capacity. The new winery has been designed to work with gravity to minimise the use of pumps.

The cellar will be able to hold up to 2,000 oak barrels at a constant temperature and humidity. A small luxury hotel and restaurant will also be built near the winery to accommodate visitors.



## **2. HARVEST INFORMATION**

### **2001-2002 Period**

#### **2001 Vintage**

Winter had extreme temperatures and low rainfall, being one of the hardest in the last 30 years down to  $-16^{\circ}$  C. Low temperatures were present until May. There was some rain between March and May but below average for the season.

During June there were rather high temperatures with colder weather during the rest of the summer period.

During September and October, heavy rain appeared that caused significant botrytis attacks. Finally, there were two days in early September with frost of  $-4^{\circ}$ C. All these events caused for early harvesting.

### **2002-2003 Period**

#### **2003 Vintage**

There was no significant frost during winter and spring. The main feature of the vintage was the extreme and prolonged heat wave during the months of July and August. This temperatures produced significant ripening modifications with less acidity, higher sugar content than usual and earlier harvesting than the average year.

Due to the lack of significant rainfall during the summer, vines suffered extreme evapotranspiration, with loss of leaves mainly in the younger vines. This lack of rainfall also produced excellent sanity for the grapes with no botrytis problems.