

A UNIQUE CABERNET SAUVIGNON WINERY
D.O. MAIPO ANDES, CHILE



GANDOLINI / LOCATION MAP



GANDOLINI

D.O. MAIPO ANDES, MAIPO VALLEY, CHILE

- > Founded in 2011 by Stefano Gandolini and Fernando Izquierdo Menendez
- > Gandolini winery focuses only on producing world-class Cabernet Sauvignon
- > Maipo Andes is one of the Top 5 world-class Terroirs for Cabernet Sauvignon
- > Total planted surface: 70 ha., high density of 7.000 plants per hectare, 1 kg. per plant with the best massal selection of raw material (plants)
- > Terroir: Old Alluvial terrace # 3 and 4



STATE-OF-THE-ART WINERY

LOCATED IN D.O. MAIPO ANDES



STATE-OF-THE-ART WINERY

SMALL STAINLESS-STEEL VATS



STATE-OF-THE-ART WINERY

DOUBLE SORTING TABLE



WINEMAKING PROCESS

PUMPING OVER: CAP MANAGEMENT EXTRACTION



WINEMAKING PROCESS

VERTICAL BASKET PRESS: PRESSED WINE IS THE HEART OF A GREAT CABERNET SAUVIGNON



WINEMAKING PROCESS

PRESSED WINE SELECTION AT DIFFERENT PRESSURES



WINEMAKING PROCESS

100% AGED IN NEW FRENCH OAK BARRELS FOR 24 MONTHS



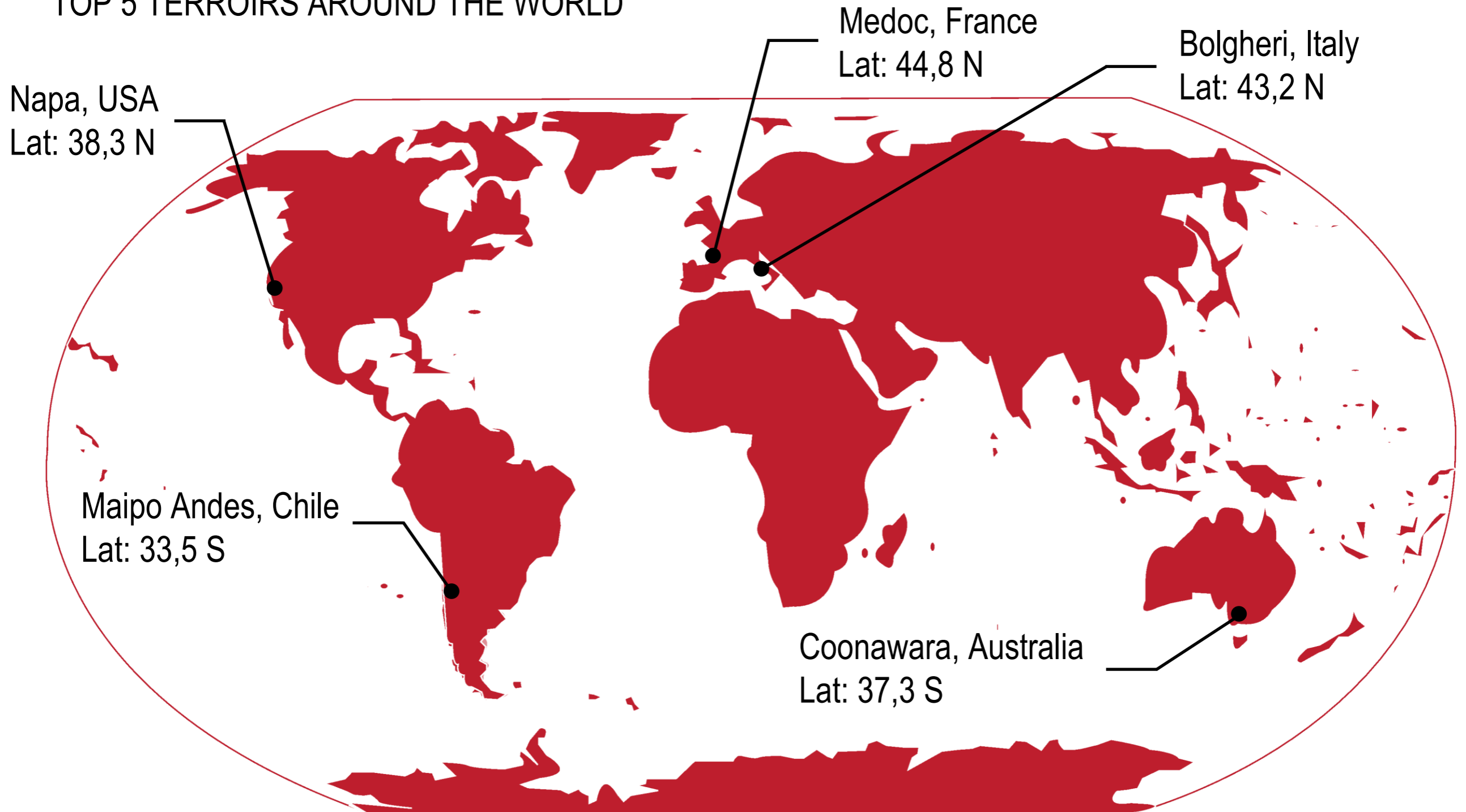
WINEMAKING PROCESS

BARREL TASTING



CABERNET SAUVIGNON

TOP 5 TERROIRS AROUND THE WORLD



MAIPO VALLEY

MAIPO COSTA, MAIPO ENTRE CORDILLERAS & MAIPO ALTO

PLANTED SURFACE

- > Maipo Valley: 10.800 ha. aprox.
- > Maipo Alto: 2.000 ha. aprox.
- > D.O. Maipo Andes: 900 ha. aprox.

MAIPO ANDES DISTRICTS

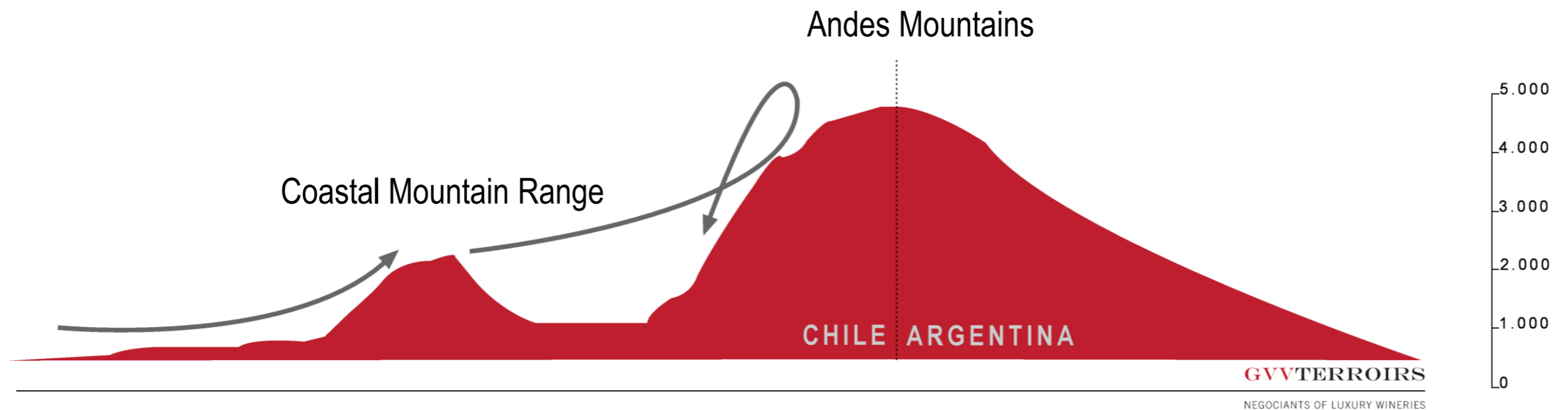
- > **Macul**
- > **Puente Alto**
- > **Buin**



MAIPO ANDES CLIMATE

DRY MEDITERRANEAN

- > Warm Day Temperature: Max. < 33 C° and Avg. of 31 C°
- > Cool Night Temperature: Less than 15 C°
- > Wide Thermal Amplitude (Day / Night): 18 C°
- > Dry Summer with intense sunlight exposure
- > Heat Accumulation: Winkler II and III



MAIPO VALLEY

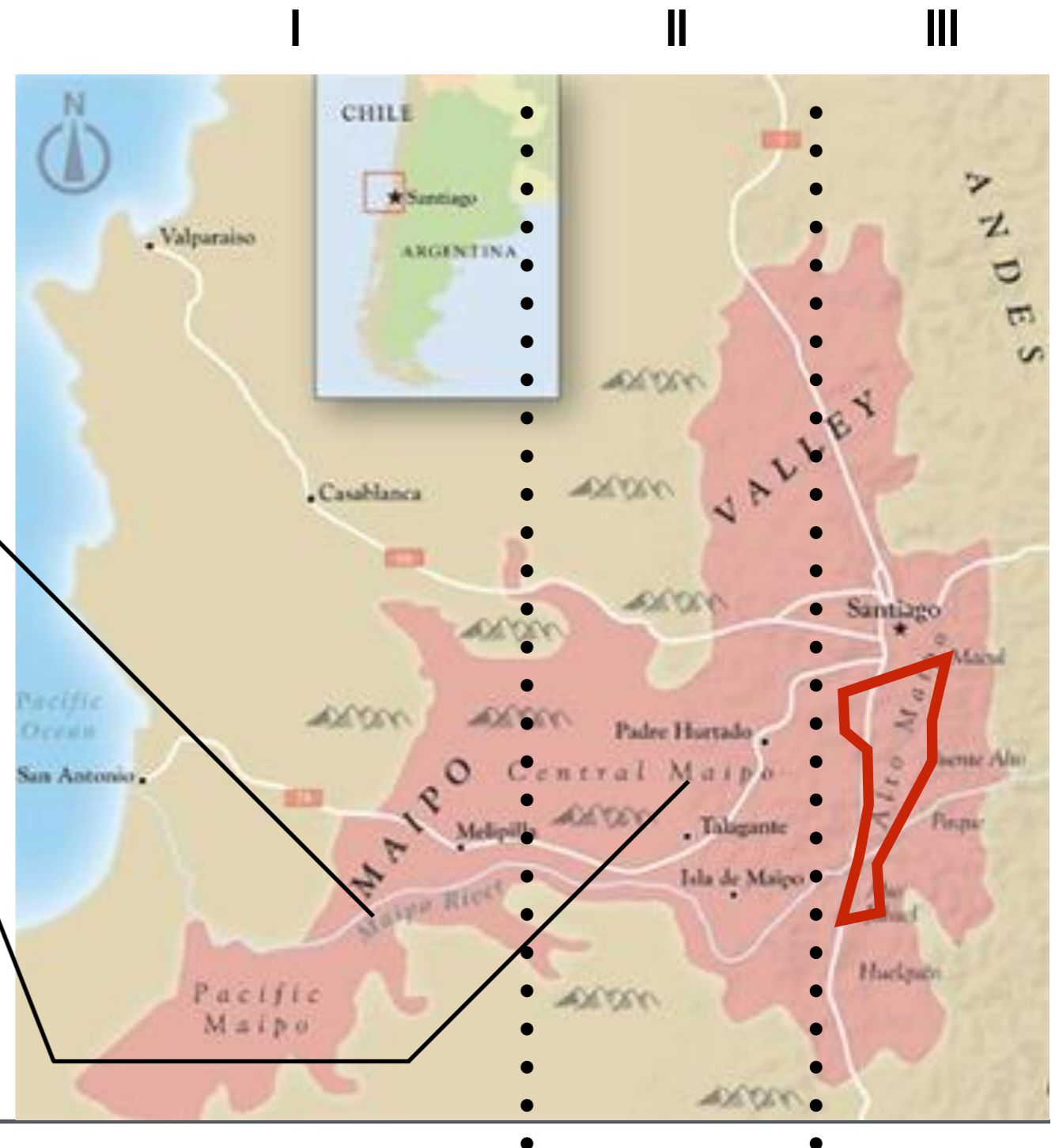
SUB APELLATIONS: MAIPO COSTA, MAIPO ENTRE CORDILLERAS & MAIPO ALTO

I. MAIPO COSTA

- > Granitic Soil

II. MAIPO ENTRE CORDILLERAS

- > Part of Central Valley
- > Colluvial soil with fine material, a lot of silt and clay (Deep and rich soil, good for table grapes, high yields per hectare and high water retention)
- > Alluvial soil, very rich in fine sand (reductive soil), with low drainage



MAIPO ENTRE CORDILLERAS

ALLUVIAL SOIL

EXAMPLE OF A BAD (POOR) SOIL



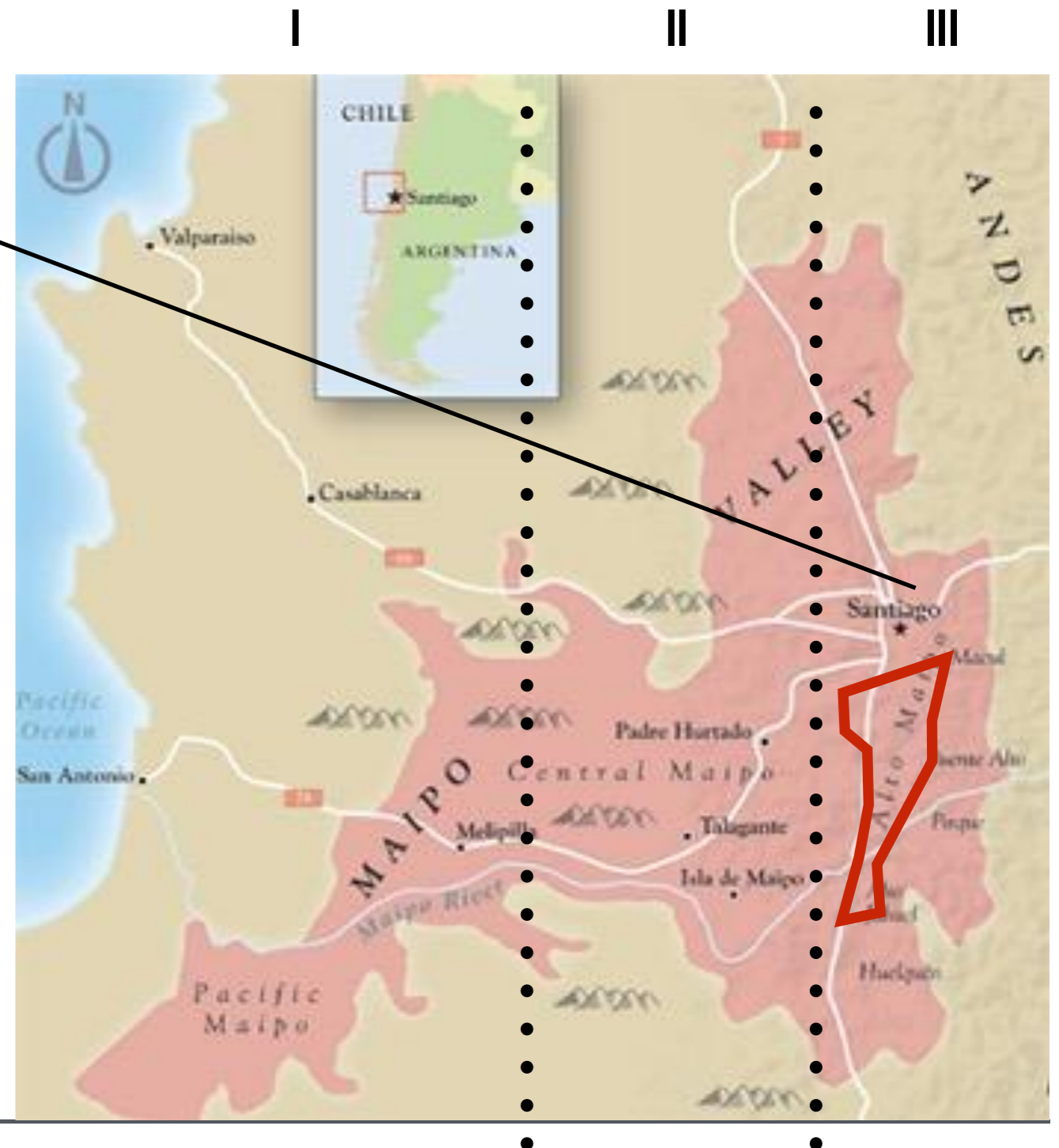
- > The worst alluvial soils are those with poor porosity, mainly formed by fine sand, silt and clay particles, with no pebble presence.
- > Bad drainage and difficult root penetration.
- > The vine is exposed to excess hydric stress or too much water (root affixation)
- > The wines typically show green characters, if irrigated frequently, or dry tannins if irrigated infrequently. The flavor profile will typically show over ripped, with a lack of depth and low persistence.

MAIPO VALLEY

SUB APELLATIONS: MAIPO COSTA, MAIPO ENTRE CORDILLERAS & MAIPO ALTO

III. MAIPO ALTO

- > Colluvial soil without stones (in the flat areas). Deep and rich soil.
- > Colluvial soil with stones (in the foothills). Big and non-rounded stones. The soil matrix is very heterogeneous. It is very rich in clay and sand, thus vineyards here have high yields and quality of the wine is inconsistent with harsh tannins.
- > Alluvial Terraces # 1 and 2, which are very young and close the Maipo River at low elevation. Usually, these Terraces only have one or two horizons (layers)

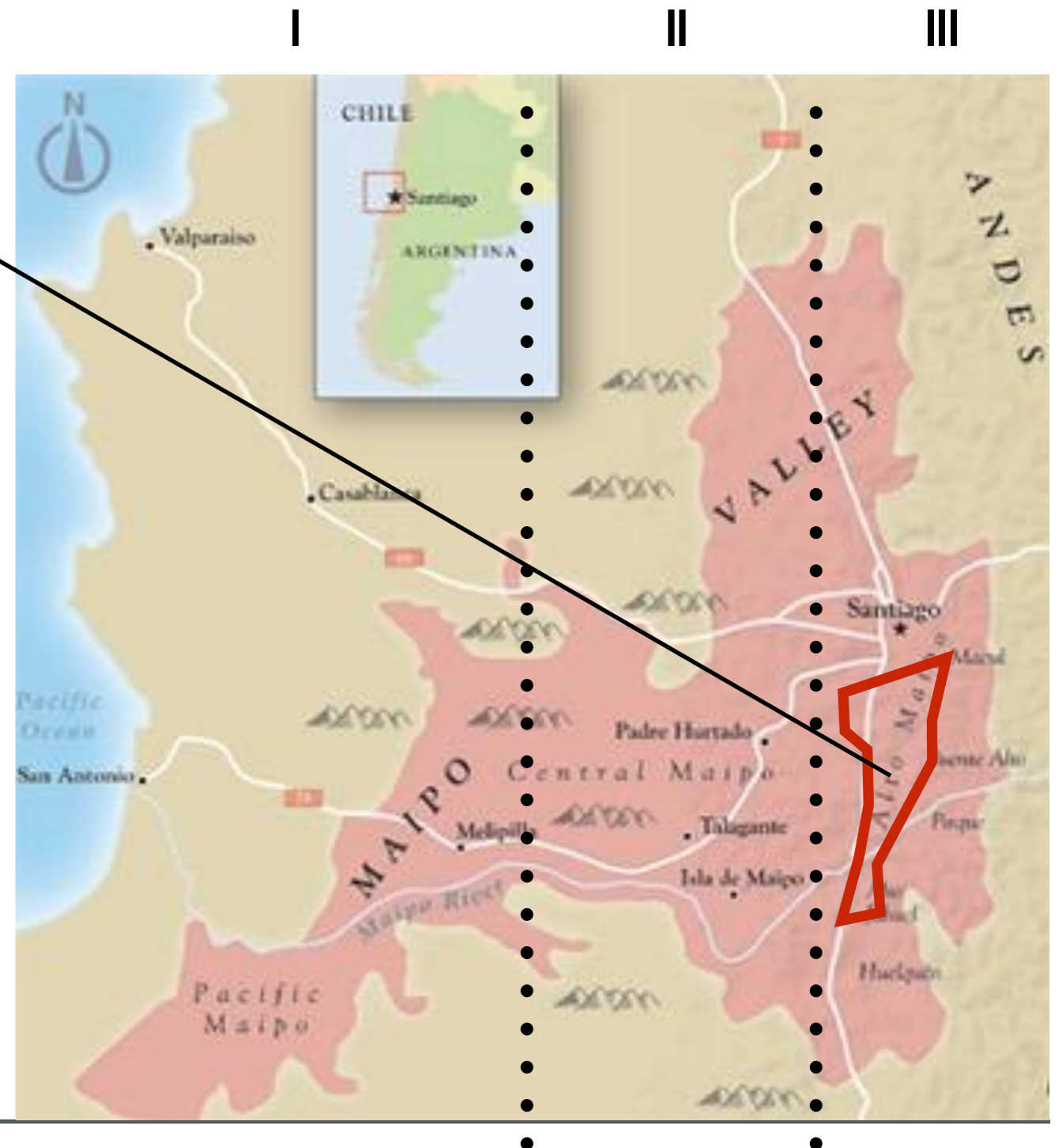


D.O. MAIPO ANDES

WITHIN MAIPO ALTO

ALLUVIAL TERRACES

- > Here we find 4 Terraces conformed during the last 4 glacial periods
- > Each Terrace is very different from the other
- > The quality of the wine will depend on the age of the Alluvial Terrace.



D.O. MAIPO ANDES

ALLUVIAL STONY SOIL: OLD TERRACE # 3 & 4

Alluvial Soil: Formed by the action of moving water derived from melted ice from the Andes Mountains

The water dragged different rocks and material in a very violent way, depositing them en route to form the soils throughout the ages.

The last 4 glacial periods have formed the alluvial soil of Maipo Andes in different Terraces. All Maipo Andes soils are formed by a superposition of several layers, corresponding to the different time frames in which they were formed.

The oldest Terraces are # 3 and 4, which are far from the Maipo river and at a higher level. These are the best Terraces for the quality of Cabernet Sauvignon.

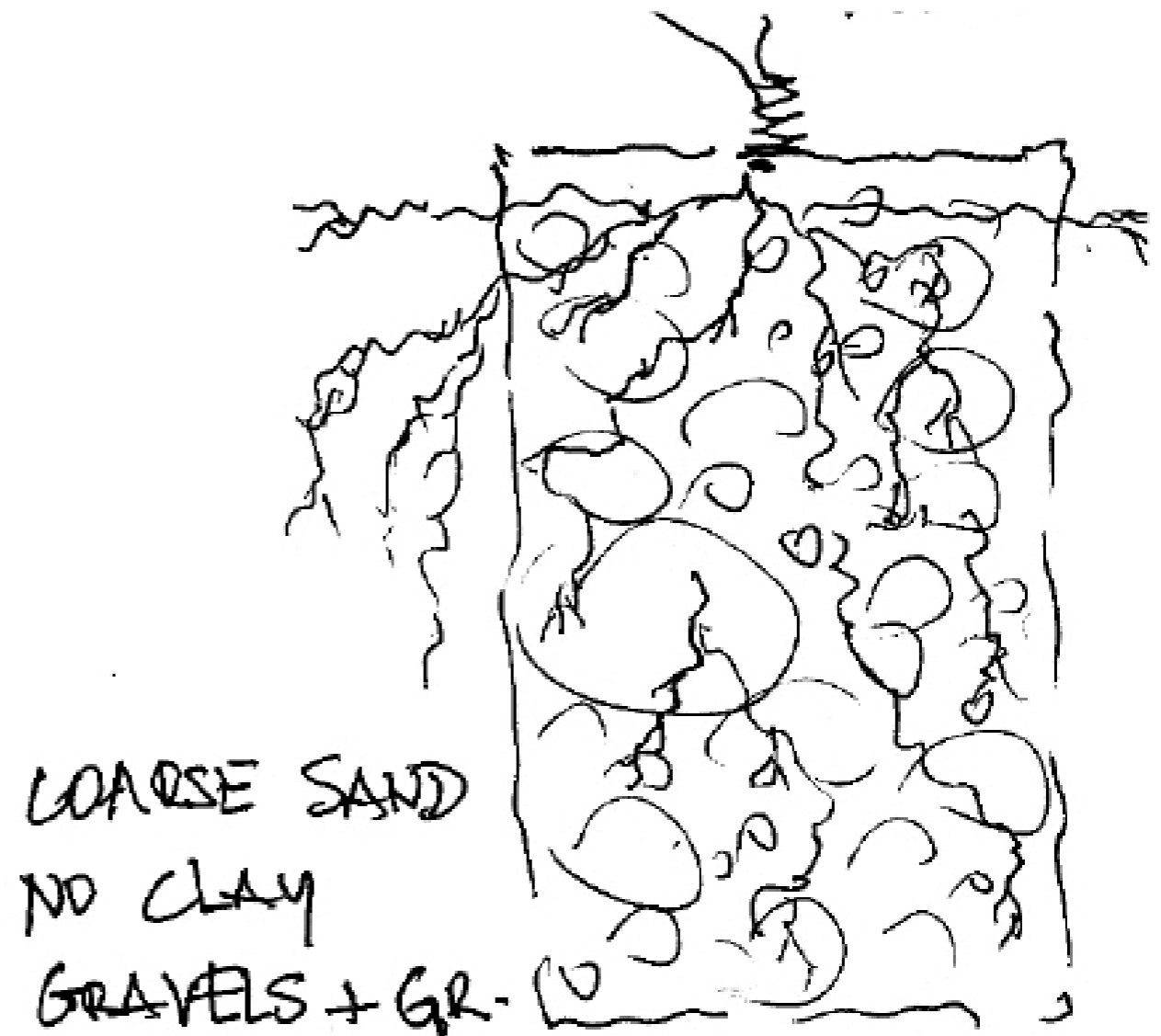
40 - 60% of the volume of the soil are stones and 25% is clay that surrounds these stones and helps retaining water and give the nutrients to the vines.

D.O. MAIPO ANDES

SOIL TYPES

ALLUVIAL TERRACES # 1

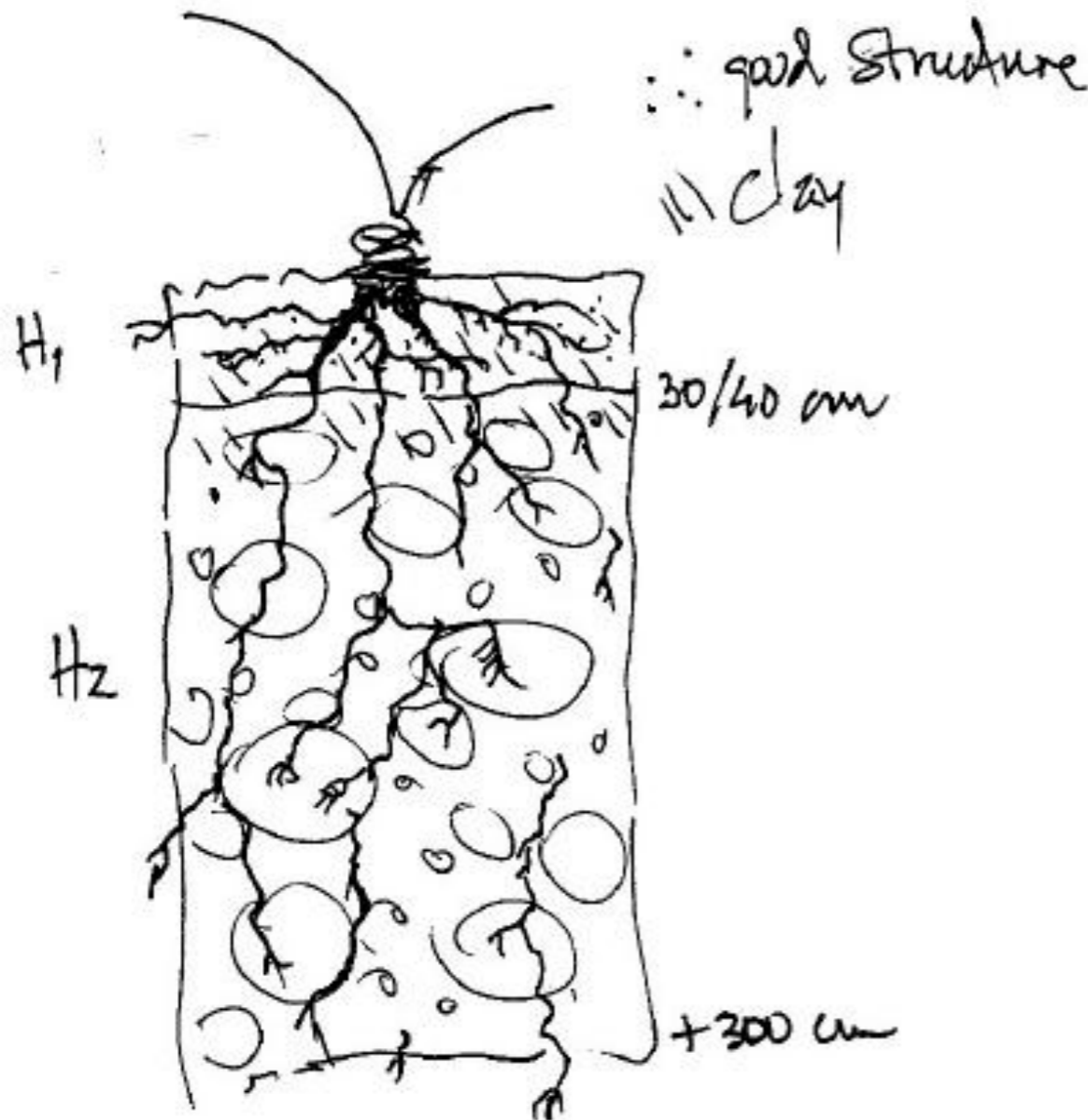
- > This is the youngest Terrace (18.000 years)
- > We find this type of Terrace 2 or 3 km. from the Maipo River
- > It has no different horizons (layers)
- > The alluvial matrix features deep layers of coarse sand
- > Excess drainage and low water retention, thus vines need to be irrigated very frequently, which dilutes the berries.
- > Unbalanced wines, over ripe flavors, dry tannins, lack of acidity and too much alcohol.



D.O. MAIPO ANDES

SOIL TYPES

ALLUVIAL TERRACES # 2



- > This is the 2nd youngest Terrace (100.000 years)
- > This type of Terrace is closer to the Maipo River but at a higher level (20 mts)
- > It has just 2 different horizons (layers)
- > Horizon 1 (H 1): 20 - 60 cm of Topsoil, with no gravel and good porosity
- > Horizon 2 (H 2): Deep layer, with coarse sand and 40% of stones
- > Excess drainage and low water retention, thus vines need to be irrigated very frequently, which dilutes the berries.
- > Unbalanced wines, over ripe flavors, dry tannins, lack of acidity and too much alcohol.

WE DO BELIEVE IN TERROIR

There are places in the world, which can be described as unique

They are a consequence of climate, soil and vineyard management



CABERNET SAUVIGNON'S SOIL

CHARACTERISTICS FOR A WORLD-CLASS WINE

Soil needs specific conditions to control the vine's vigor:

- > Good drainage and porosity for the aeration of the roots
- > Deep sub soil, so roots can explore a greater area, thus obtaining enough water during dry periods
- > Poor fertility soil, it means this has a low organic material and nutrients to control the vine's vigor, hence obtaining small bunches with highly concentrated berries and thicker skin
- > Warm soil to allow the bud breaking period at the right time, then bunches can ripe properly (Cabernet Sauvignon vines are one of the latest varieties to be harvest)

GANDOLINI ESTATE

WORK DONE TO FIND THE PERFECT TERROIR

SATELLITE PICTURE

First the property aerial picture is mapped through DGPS, a very high precision satellite system. This position accuracy is key for a row by row micro terroir selection of grapes.

ELECTRICAL CONDUCTIVITY ANALYSIS & SOIL PIT DIRECT OBSERVATION

The whole property was then analyzed with two separate methods: electrical conductivity analysis and direct soil analysis. The two analysis were then cross-referenced, to find the areas with outstanding micro terroir features.

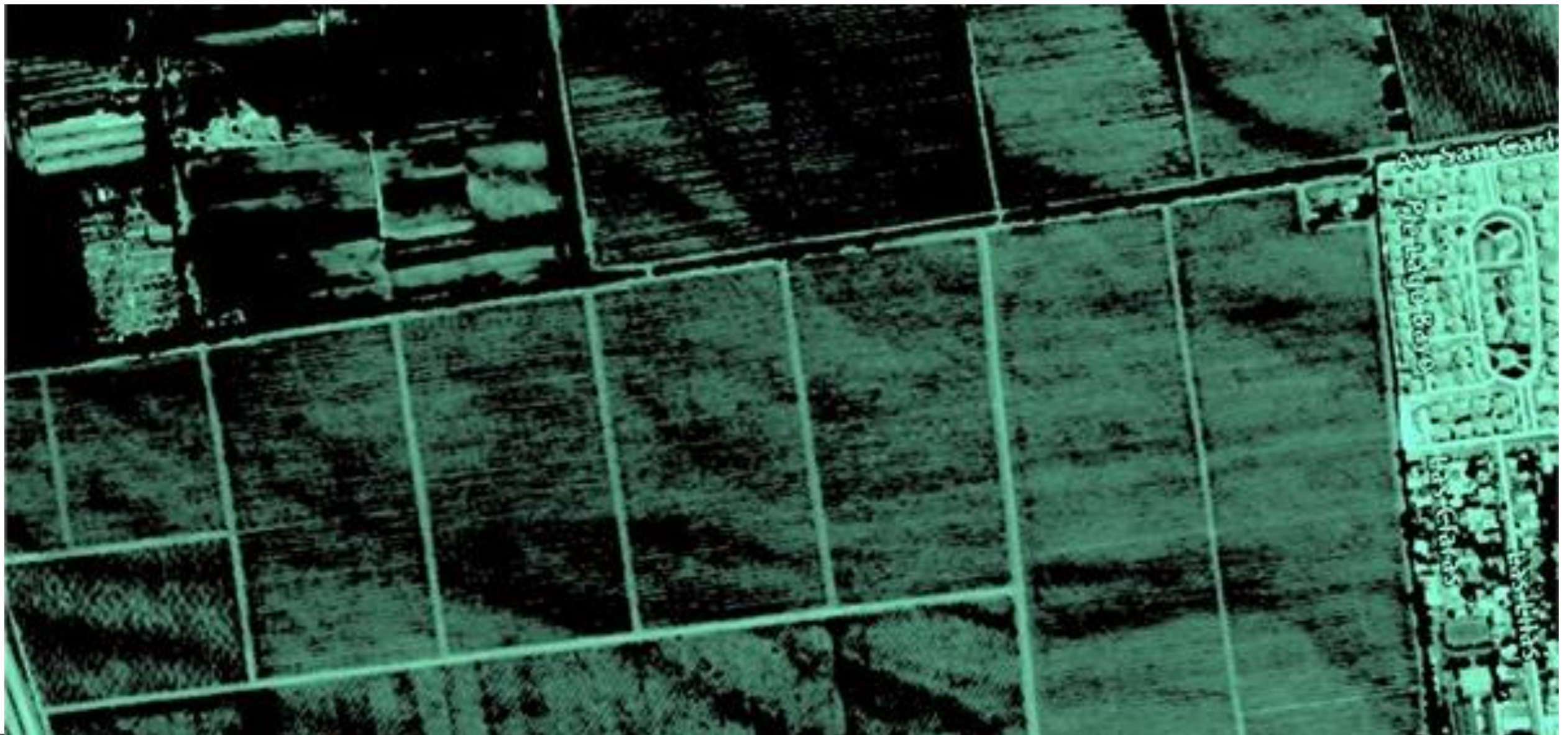
The vineyard is, at first, mapped row by row using electrical conductivity of soils, at different depths, normally 75 and 150 cm in depth. The resulting map highlights the soil variations within the property. The property was then dug in points selected on the map, digging in as many points as necessary (typically one per Ha), and each pit was analyzed visually by Stefano on site.

This data collection was then analyzed again to define those areas of different potential within the property. This technic helped design the vineyard's blocks, variety selection and planting density.

GANDOLINI ESTATE

WORK DONE TO FIND THE PERFECT TERROIR

SATELLITE PICTURE TO FIND ALLUVIAL STONY SOILS / TERRACE # 3 & 4



EXCELLENT SOIL**GANDOLINI**

D.O. MAIPO ANDES CABERNET SAUVIGNON CHILE

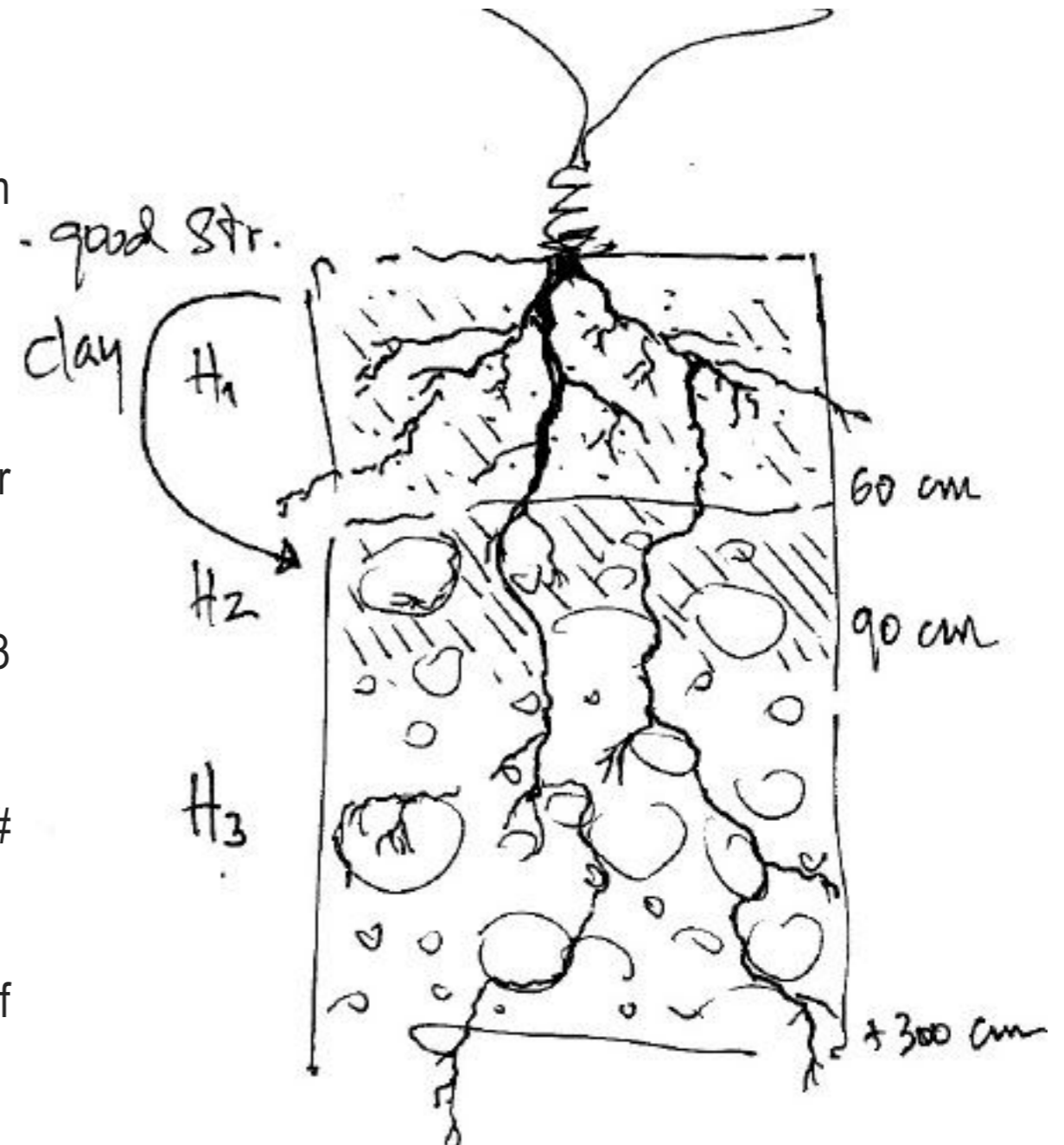
FOR A WORLD-CLASS CABERNET SAUVIGNON

D.O. MAIPO ANDES

SOIL TYPES

ALLUVIAL TERRACES # 3 & 4: EXCELLENT SOIL FOR WORLD-CLASS CABERNET SAUVIGNON

- > These are the oldest Terraces and have more distance from the Maipo River
- > The Topsoil is horizon 1 (H 1): 10 - 60 cm
- > Alluvial Matrix is conformed by difference Horizons or Layers.
- > Horizon 2 (H 2): Stone 40% and 35% clay in Terrace # 3 and 25% of clay in Terrace # 4.
- > Horizon 3 (H 3): Stone 50 - 60% and 15% clay in Terrace # 3 and 25% in Terrace # 4
- > Horizon 4 (H4): Stone 50 - 60% and 8% clay and a lot of coarse sand



D.O. MAIPO ANDES

SOIL TYPES

OBSERVATIONS

When deep stone layers are combined with good topsoil, the wine produced will be very deep with a fine structure and high aging potential.

In the same Terrace # 3 or 4, we find the stones at 10 - 20 cm v/s 80 cm, which means they could be two weeks apart in the picking date from one block to the other.

The deeper the stones, the later the picking date.

So the wines produced from different blocks are very different:

- A) When stones show up at 10 - 20 cm, the wines have more cassis flavors and vivacity (higher acidity) and have a longer aging potential
- B) When stones are deeper at 60 - 80 cm, the wines are more ripped, which means they have more dark berry flavors, full body and more alcohol

GANDOLINI

HAND-CRAFT WINEMAKING

CONCLUSIONS

If you want to maximize the potential of the vines, it is very important to harvest every block separately, in the right picking date and vinification is done in different batches

- > **Vinification:** Each batch uses a specific vinification technic depending on the ripeness of the grapes
- > **Cooper Selection:** Gandolini only uses 6 coopers from Bordeaux, France. Each barrel is made with oak staves from the best forests with very fine grains, which have been dried in a natural way for more than 36 months and have light to moderate toast. The reason being is to fix the primary flavors, build the structure and respect the Terroir by allowing the wine to have a very strong sense of place.
- > **Barrel Aging:** 21 - 24 months in barrel
- > **Bottle Aging:** 12 months in bottle, before the wine can be released

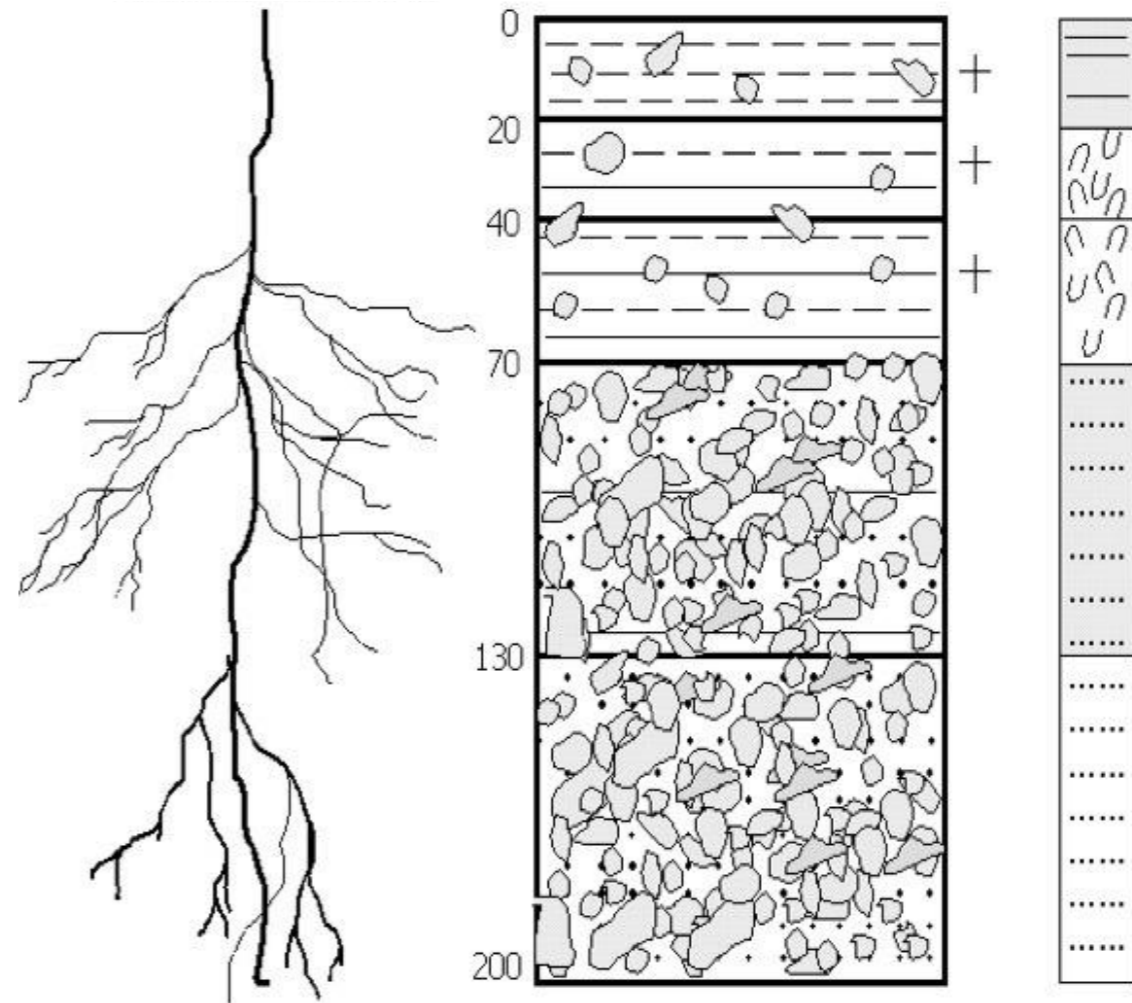
WATER MANAGEMENT & ROOT DEVELOPMENT

DEEP ROOTS, GOOD DRAINAGE AND GOOD POROSITY

> THIS IS KEY TO CONTROL HYDRIC STRESS AND OBTAIN HIGH QUALITY TANNINS



COSTANTINO VINEYARD
BLOCK 10a



WATER MANAGEMENT

DRIPPING IRRIGATION SYSTEM



POOR FERTILITY SUB SOIL

IS KEY TO HAVE VINES WITH A MODERATED VIGOR

> THUS OBTAINING SMALL BUNCHES AND BERRIES, WITH THICKER SKIN AND VERY RICH IN COLOR, FLAVOR AND STRUCTURE



CATEMITO VINEYARD
BLOCK 6b



KALONGO VINEYARD
BLOCK 1b

BUNCH AND BERRIES

HAVE THICKER SKIN



- > BERRIES ARE VERY RICH IN COLOR, FLAVOR AND STRUCTURE
- > BUNCH WEIGHT: 90 - 100 GR.
- > PRODUCTION: 1 KG. PER VINE
- > HIGH DENSITY PLANTATION: 7.000 VINES PER HA.

GANDOLINI ESTATE

COSTANTINO VINEYARD



GANDOLINI ESTATE

KALONGO VINEYARD



GANDOLINI ESTATE

KALONGO VINEYARD



GANDOLINI ESTATE

KALONGO VINEYARD



GANDOLINI ESTATE

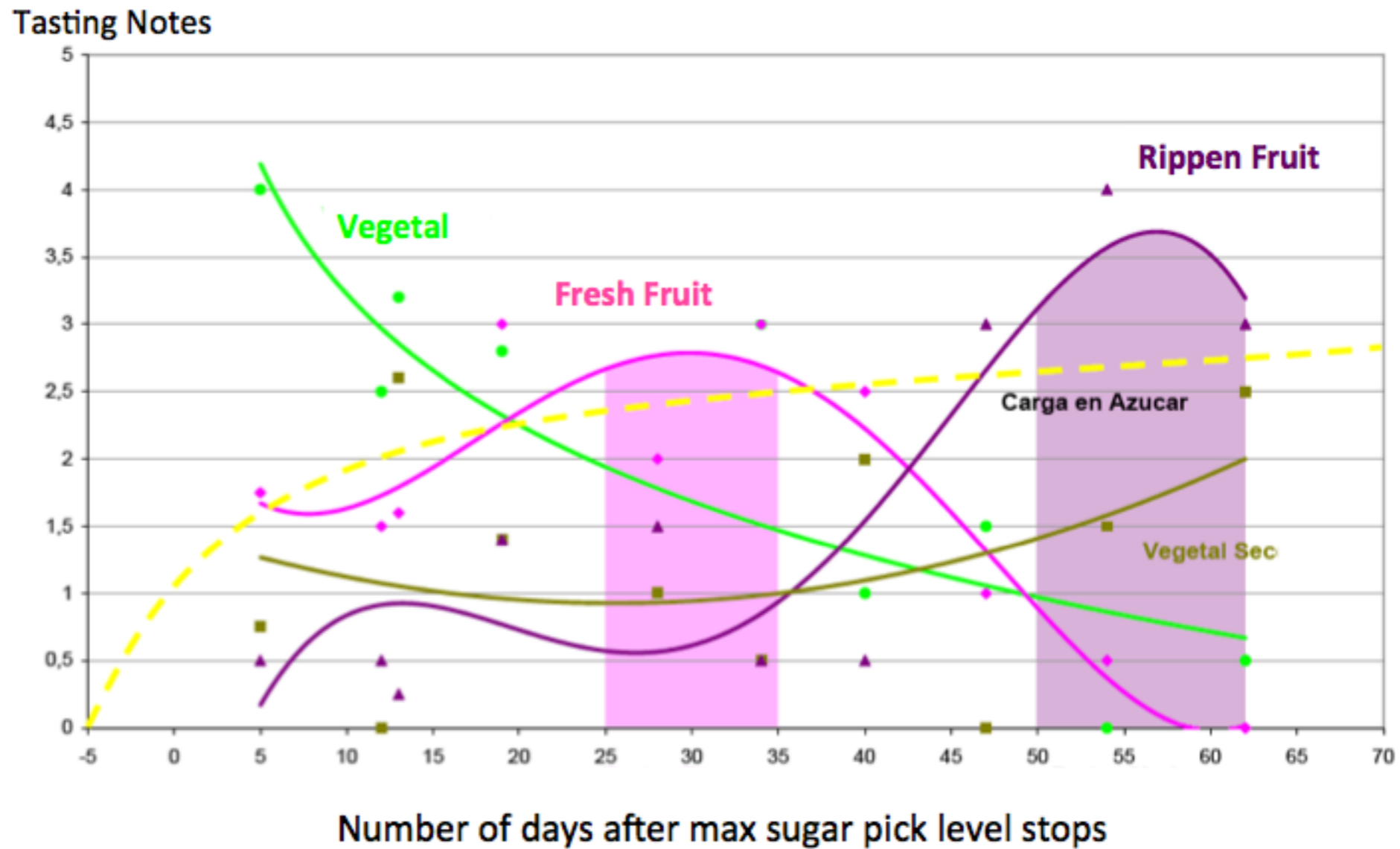
CATEMITO VINEYARD



HARVEST TIME

THE RIGHT PICKING DATE

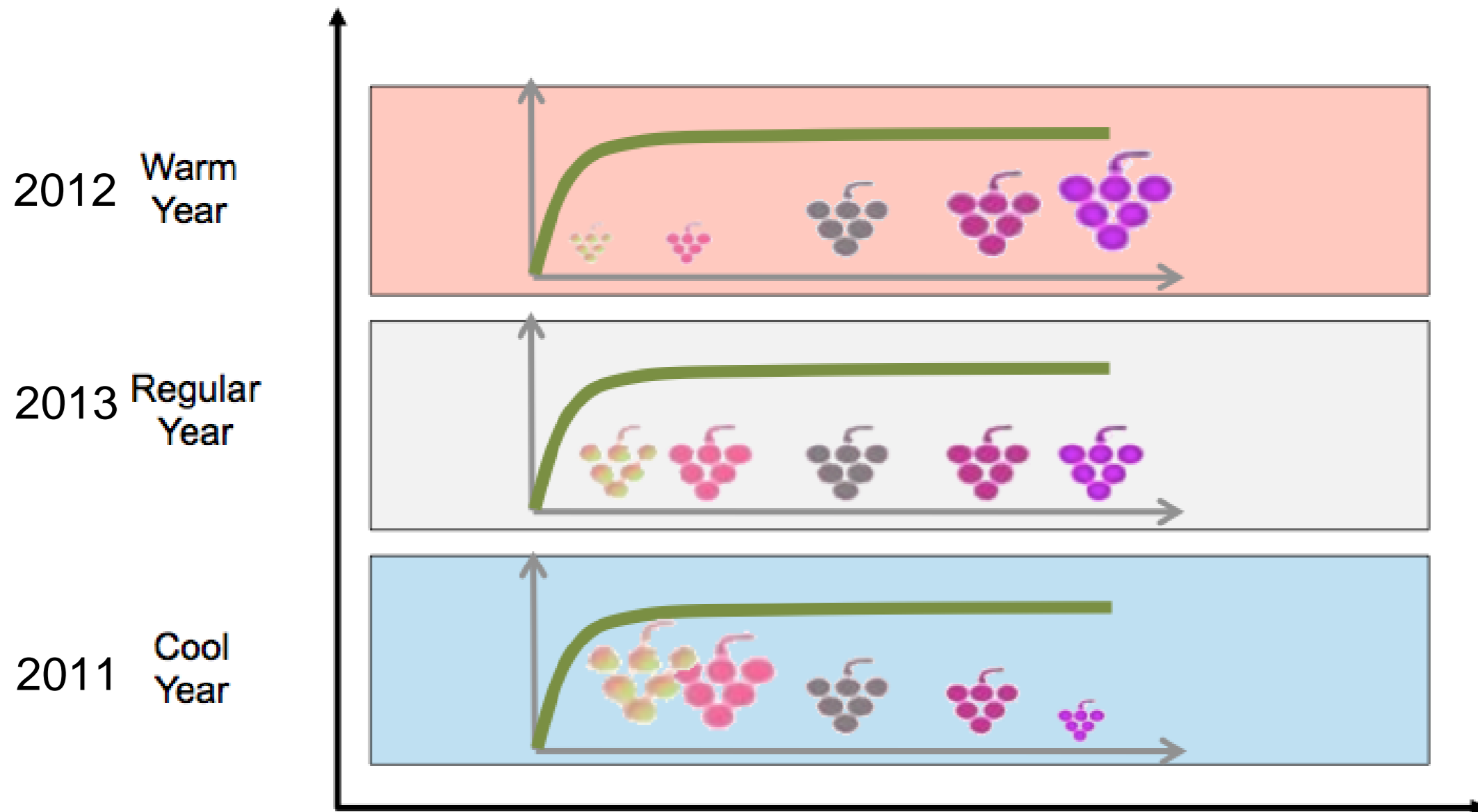
AROMATIC MODEL FOR CABERNET SAUVIGNON



HARVEST TIME

THE RIGHT PICKING DATE

INFLUENCE OF A VINTAGE AND HYDRIC STRESS TO DETERMINE THE RIGHT PICKING DATE



HARVEST TIME

HAND PICKING BY EXPERIENCED



HARVEST TIME

HAND PICKING IN SMALL TRAYS



HARVEST TIME

FAMILY INVOLVED



HARVEST 2014

FAMILY INVOLVED



HARVEST 2014

FAMILY INVOLVED



HARVEST TIME

A GREAT DAY AT THE VINEYARD





JUNE 2014

Color	Vintage	Winery	Range	Grape	Apellation (DO)	Rating	Maturity
Red	2011	Montes	Alpha M	Bordeaux Blend	Apalta	94	Young
Red	2011	Gandolini	Las 3 Marias Vineyards	Cabernet Sauvignon	Maipo Andes	93	Early
Red	2011	Errazuriz	Vñedos Chadwick	Cabernet Sauvignon	Maipo Andes	93	Young
Red	2010	Concha y Toro	Don Melchor	Cabernet Sauvignon	Maipo Andes	93	Young
Red	2010	Santa Rita	Casa Real	Cabernet Sauvignon	Maipo Andes	93	Early
Red	2011	Almaviva		Bordeaux Blend	Maipo Andes	93	Young
Red	2011	Lapostolle	Clos Apalta	Bordeaux Blend	Apalta	93	Young
Red	2011	Sefa		Bordeaux Blend	Aconcagua	93	Young
Red	2007	Montes	Taita	Bordeaux Blend	Colchagua	93	Young
Red	2012	Errazuriz	Vñedos Chadwick	Cabernet Sauvignon	Maipo Andes	92	Young
Red	2010	Almaviva		Bordeaux Blend	Maipo Andes	92	Young
Red	2011	Errazuriz	Don Maximiano	Bordeaux Blend	Aconcagua	92	Young
Red	2012	Sefa		Bordeaux Blend	Aconcagua	92	Young
Red	2010	Montes	Alpha M	Bordeaux Blend	Apalta	92	Young
Red	2009	Concha y Toro	Don Melchor	Cabernet Sauvignon	Maipo Andes	91	Mature
Red	2011	Santa Rita	Casa Real	Cabernet Sauvignon	Maipo Andes	91	Young
Red	2010	Carmen	Gold Reserve	Cabernet Sauvignon	Maipo Andes	91	Early
Red	2011	Concha y Toro	Terrunyo	Cabernet Sauvignon	Maipo Andes	91	Mature
Red	2012	Errazuriz	Don Maximiano	Bordeaux Blend	Aconcagua	91	Young
Red	2010	Lapostolle	Clos Apalta	Bordeaux Blend	Apalta	91	Young
Red	2011	Montes	Alpha	Cabernet Sauvignon	Colchagua	89	Mature

GANDOLINI

LAS 3 MARIAS VINEYARDS CABERNET SAUVIGNON 2011

TASTING NOTES



“The 2011 Las 3 Marias Vineyards, from a very low-yielding vineyard (one kilo per plant) aged for 21 months in new oak French barrels, is a pure Cabernet Sauvignon with very ripe notes of blackberries, cassis, graphite, subtle mint, sweet spices and black pepper. The tannins are abundant and fine-grained, but the palate is extremely balanced, built for the long haul, a ripe, elegant Cabernet Sauvignon”.

Luis Gutierrez - June 2014. Robert Parker's publication



GANDOLINI

LAS 3 MARIAS VINEYARDS CABERNET SAUVIGNON 2011

TASTING NOTES



“This impressive Chilean Cabernet Sauvignon comes from the foothills of the Andes rather than the flatter expanses of the Maipo Valley and it shows in the quality and definition of the wine. It's a dense, compact, ageworthy red with rich flavours of plum, cassis and blackberry, sweet, toasty oak, structured tannins and excellent concentration. Built to last, it should develop further complexity over the next five to eight years”.

Tim Atkin MW, timatkin.com, UK, May 14th 2014



GANDOLINI

LAS 3 MARIAS VINEYARDS CABERNET SAUVIGNON 2011

TASTING NOTES



“This reminds me of a really good Coonawarra Cabernet Sauvignon. There’s just a hint of mint and cedar spice on the nose, as well as restrained, savoury-edged blackcurrant fruit. The palate is focused and fresh with great balance and concentration, lovely restrained blackcurrant fruit and a minerally, savoury core. The oak (21 months in French oak barrels) is well integrated and the hallmark of this wine is exceptional balance.”

Jamie Goode, wineanorak.com, UK, April 4th 2014



GANDOLINI

LAS 3 MARIAS VINEYARDS CABERNET SAUVIGNON 2011

TASTING NOTES

BevMo!

“Deep ruby color; concentrated red and black currant, with some lavender and earth; medium to full bodied; dry, very good acidity, well balanced; cassis and a hint cedar in the flavors; medium to long finish, youthful and refined aftertaste. Simply outstanding in all respects.”

Wilfred Wong, BevMo Cellar Master, USA, September 2013



97
pts

THE WINE SOCIETY - UK

INTERNATIONAL WINE CHALLENGE CHILE AWARDS 2014



- > TWS won for seventh time in 8 years the IWCA in the UK, and was selected as “Merchant of the Year” and “Wine Club of the Year”
- > TWS also won the best Chilean List again

THE WINE SOCIETY - UK

SUCCESS STORIES

> **Vintage 2011:** Gandolini Las 3 Marias Vineyards Cabernet Sauvignon 2011 was the winner of a Blind Tasting with over 650 wines. Feb 2014

> **Vintage 2012:** Gandolini Las 3 Marias Vineyards Cabernet Sauvignon 2012 is Chile's first wine to be part of the "Vintage Cellaring Program", which is a subscription scheme for top end wines, where the wines are kept a couple of years before the customers drink them. Sept 2014



GANDOLINI

LAS 3 MARIAS VINEYARDS CABERNET SAUVIGNON 2011

TASTING NOTES

It was straight in at Number One for the maiden vintage of Stefano Gandolini's remarkable Maipo Cabernet Sauvignon (90%), a palpable 'knockout' with layers of high-toned fruit and discreet oak unfolding on the palate. A dash each of Cabernet Franc and Petit Verdot lend an extra dimension. Drink now to 2026

Toby Morrhall, The Wine Society. Aug - Oct 2014.

