



Harvest 2011

Harvest results 2011

Pinot Noir 2009

Subtlety turned to wine



Editorial

Dear Friends,

Welcome to the latest Amayna Newsletter, in which we talk about the crush season we just wrapped up. We are proud to see that Amayna's quality has increased once again as the result of hard work, the glories of the Leyda Valley, and proper vineyard management.

In addition to employing ongoing consulting services, Viña Garcés Silva has recently hired, for the first time, a prestigious viticulturist with vast knowledge of and experience in the Leyda Valley. This technical experience, along with the constant measuring and recording of historical data, have allowed the Amayna team to take the best advantage of the magnificent properties of the Leyda Valley terroir for the benefit of our wines.

Evidence of this is found in the Amayna Varietal Garden, which we began just a few years ago. It produced its first full-fledged harvest in 2011, and our

consumers will be able to taste these remarkable experimental varieties in 2012. True to the fresh and elegant Amayna style, the ripeness reached by these and the other Viña Garcés Silva varieties was made possible by the research, innovation, and proper soil management we are known for.

Matías Garcés-Silva
Partner & President of the
Board of Directors

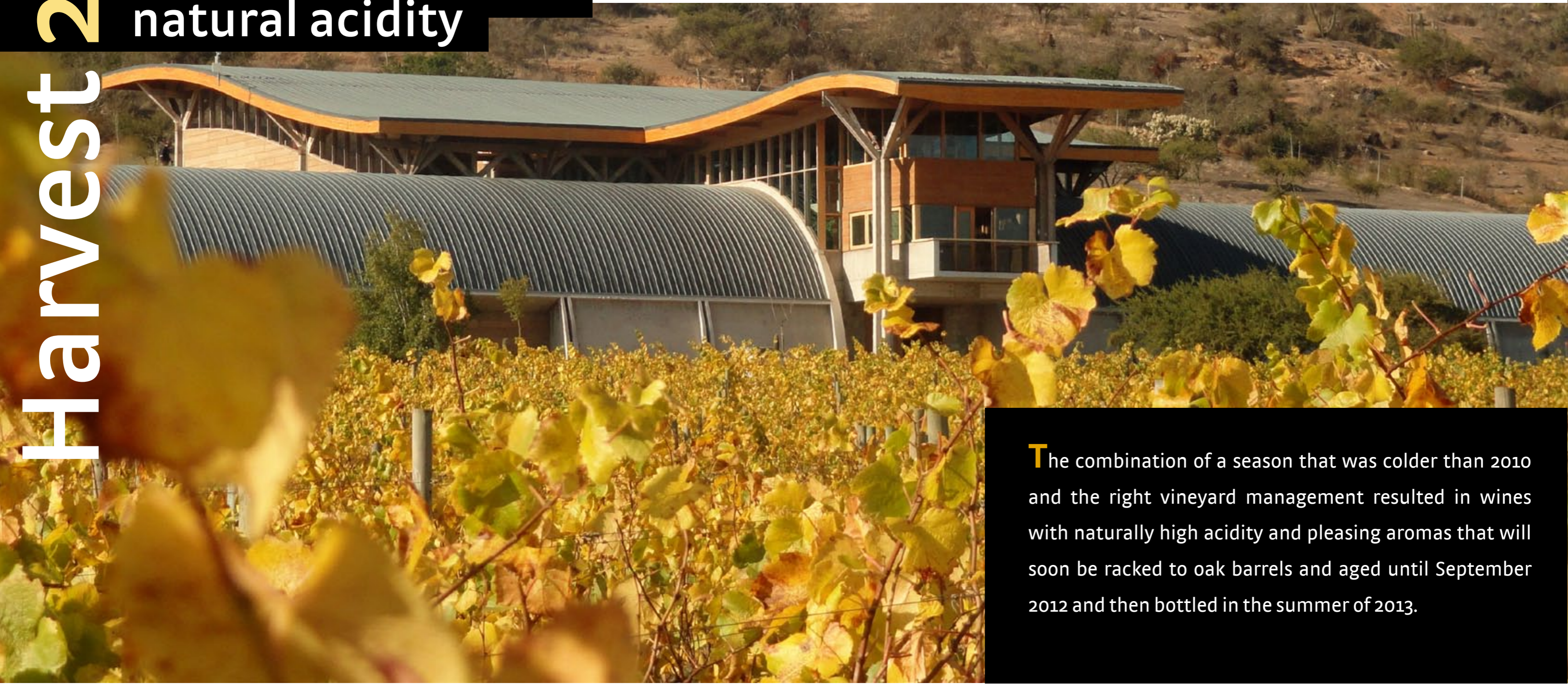




Francisco Ponce, Amayna's Winemaker

The 2011 harvest brought with it remarkable 100% natural acidity

Harvest 2011



The combination of a season that was colder than 2010 and the right vineyard management resulted in wines with naturally high acidity and pleasing aromas that will soon be racked to oak barrels and aged until September 2012 and then bottled in the summer of 2013.

“The cold weather made everything more difficult and really lengthened the whole process and wait time... but we managed to draw out the best of the low temperatures and control the vineyard to our advantage”, *Francisco Ponce.*

It’s hard to imagine that a job so anchored in nature at a country pace could make a professional so tense. If 2010 was about anxiety and nervousness, then 2011 was all stress and exhaustion. Like a boxer sitting in the corner of the ring to gather his strength, Viña Garcés Silva’s winemaker Francisco Ponce enjoys his team’s victory over nature. “The cold weather made everything more difficult and really lengthened the whole process and wait time... but we managed to draw out the best of the low temperatures and control the vineyard to our advantage”, Ponce says happily.

After six years at the helm of Amayna’s production, the winemaker is pleased to tell Amayna News that the 2011 harvest offered high acidities and fresh aromas... and that is the result of the Amayna team’s ability to observe and interpret the plants. Their level of understanding the vineyard is such that the result is 100% natural and genuine. A categorical triumph over the rain, wind, and cold!

What were the characteristics of the 2011 season prior to harvest?

Although we are in a cold zone, climatically speaking, 2011 was more complex than 2010. We’ve been collecting climate data since we arrived in Leyda in 2002, and the historical record tells us that the weather alternates between cold and temperate from year to year. This was not the case this year; 2010 was a cold year, and 2011

was even colder. Although we did not have problems with frost or rain, the low temperatures in the spring delayed the reactivation of the plants and resulted in a longer and more difficult flowering period. The summer was dry, as always, but colder than normal. The maximum highs were recorded in February, instead of January, as usual. Autumn was also cool and had little rainfall.

Although both seasons had low temperatures, we knew how to take advantage of the situation. Without question, 2010 served as the foundation for good management in 2011.

What impact does that have on vineyard management?

Our method of managing the vineyard is to reduce plant vigor as much as possible and irrigate sparingly. That forces the plants to seek out nutrients in the soil and extract the best of the terroir in which they’re planted without having to resort to using fertilizers and organic or chemical pesticides.

The fact that it was a cold year meant that the plants were late activating and fruit set was difficult. By encouraging plant growth with minimal yields, the bunches not only grow evenly, but it also results in natural ventilation conditions in the plants. This definitely helps during periods of rain and cold, when the bunches need to dry naturally aided by the breezes from the sea.

Although the cold this year decreased the number of berries and production size by 3%, the quality increased significantly.

In what way did the quality improve?

The plants took advantage of the natural conditions and were able to air out and dry by themselves without generating decomposition or fungus in the bunches. They were also able to concentrate on the photosynthesis of fewer berries. Given the cold

temperatures, it is likely that if the bunches had been heavier they would not have ripened on time nor produced the high quality flavors and aromas we obtained this year. Another benefit was that we did not have to apply fertilizers, and pesticides were kept to a minimum. All of this certainly contributes to raising the quality of Amayna.

How is this increased quality perceived in terms of aromas in the 2011 vintage?

Because the plants have less vigor, they reached the aromatic maturity that Amayna is known for and completely avoided any herbaceous notes. Therefore, the good results in acidity and freshness we had in 2010 were accentuated in 2011.

We need to remember that warm weather can degrade the acidity in wine. And because this was such a cold year, the acidity is considerably higher, which is very good. This results in livelier, fresher wines with better pHs that help the wine age and cellar well. Our acidity is 100% natural, which is vital, obviously, so that we don’t have to generate it artificially.

The 2011 vintage obtained aromas of exotic fruits in Chardonnay and Sauvignon Blanc, while the Pinot Noir showed aromas of red and black fruits. In the Syrah we obtained floral aromas with notes of black fruits and softer, creamier, and friendlier tannins.

How was the 2011 harvest in terms of timing?

We began the harvest with Pinot Noir in the second half of March and finished with Syrah in late May. We picked our Sauvignon Blanc and Chardonnay –Amayna’s most traditional varieties– from March through May.

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We started with the experimental varieties from the Amayna Varietal Garden the first week of April and ended in early June.

We are breaking our own record for waiting for the plants to reach the precise level of maturity (See the Harvest Time Line at Amayna in Figures).

What’s new with this vintage?

This year’s biggest innovation comes from the Amayna Varietal Garden. We are very happy with the results of these experimental varieties in that once again we are pioneers in our valley. The plants from the Garden have achieved greater balance and therefore we have obtained very good quality with our first results.

These micro-vinifications are indispensable because they allow us to explore Leyda’s ability and potential in this valley.

Harvest 2011

Time line for Amayna's harvest 2011

With its traditional late harvest –in wich Amayna seeks for the precise level of plants maturity– the year 2011 brings excellent result. Patience, innivation, freshness, and natural acidity are the guests of honor of this new late harvest.

	March		April		May		June	
	1 - 15	16 - 31	1 - 15	16 - 30	1 - 15	16 - 31	1 - 15	16 - 30
Amayna Traditional Variety								
Pinot Noir								
Sauvignon Blanc								
Chardonnay								
Syrah								
Amayna Experimental Variety								
Sauvignon Gris								
Riesling								
Syrah Viogner								
Cabernet Sauvignon								
Petit Verdot								



El catador

Pinot Noir 2009

Subtlety turned to wine

This wine from the 2009 vintage was aged in French oak barrels and bottled in the summer of 2011. It reached the desired level of maturity with a clear aroma of red fruits and notes of vanilla and cocoa. The trend has been to reduce heavy, overripe, and tired flavors to create a fresh and elegant wine made in the Amayna style.

The scores our Pinot Noir has received are proof of the good work we have been doing. The scores our Pinot Noir has received are proof of the good work we have been doing.

Viña Garcés Silva's winemaker Francisco Ponce defines the process that reduces and eliminates any heavy aromas to produce the fresh and lively style that characterizes Amayna Pinot Noir.

Released to market after being bottled the first week of January 2011, "this wine has smooth tannins and is extremely versatile. We are very happy with the results we have obtained with every vintage of this variety, and the scores our Pinot Noir has received are proof of the good work we have been doing" says Ponce.

Technical sheet

Name : Amayna Pinot Noir
 Vintage : 2009
 Variety : 100% Pinot Noir
 Cases produced : 4,470

Vineyard Description & Characteristics

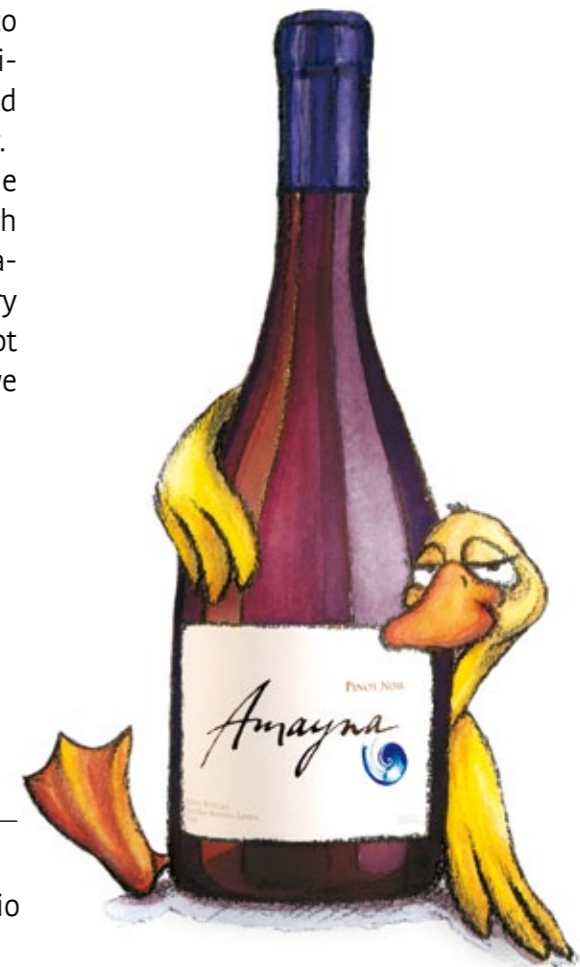
Denomination of Origin : Leyda - San Antonio
 Proximity to the Pacific Ocean : 14 K.
 Production : 8 Ton/ha
 Plantation Density : 5,000 Plants/ha

Harvest : March 19 - 26, 2009.
 Bunch selection in the vineyard and cellar
 Hand picked into 10 kg boxes
 Oak Aging : 12 months in french oak

Nose: Very clean and fruity, with aromas of red fruits, vanilla, cocoa, and toffee, and notes of chocolate and menthol.

Palate: Tremendous viscosity and volume, rich structure, smooth and silky, with natural acidity. Very velvety, soft, and friendly tannins. Very elegant with a long, lingering, and persistent finish.

Pairing Suggestion: Ideal with meats, pastas, risottos, full-bodied fish, shellfish and sushi.



Amayna's new stabilization tanks:

Stainless Perfection

Noble, versatile, hygienic, and long lasting, this metal is perfectly assembled with Amayna's careful work.

Discovered for military purposes in the early 20th century and appreciated for its cleanliness and high resistance to corrosion, stainless steel shows an industrial-level versatility that other metals would have a hard time matching. With applications that range from home use, to urban construction, to various industrial products, stainless steel is a very noble material and the wine industry is certainly not oblivious to its charms.

Because the goal is to avoid affecting the purity of the musts in any way and stainless steel tanks guarantee an almost surgical process and are therefore key when it comes time to handle the wine. "The nobility of this material associated with hygiene and safety

makes it a very important part of the wine production process. Because it does not alter smell, flavor, or colors, and because it is extremely smooth which impedes the accumulation of bacteria and microorganisms, and because it guarantees the ideal level of hygiene so that the process in which the only thing that matters is not degrading the grapes, stainless steel is "the" partner for achieving the perfect equation" says TPI Commercial Director Rodrigo Amenábar.

TPI, one of the leading suppliers of stainless steel tanks to the Chilean wine industry, imports 99% of its raw material from Europe (primarily from Finland, Sweden, and Spain) and begins its manufacturing process in its plant in Chile, where it makes a variety of products.





QUALITY “We began working with Amayna in 2003 with its stainless steel fermentation tanks, piping, walkways, and stairs. For Viña Garcés Silva, which is so concerned with every detail of the production process, it is very important that our manufacturing process be traceable. It is certified by the strictest international standards and subjected to rigorous quality controls” Amenábar explains. He goes on to say that due to the complexity of all of its processes, “TPI has an Engineering and Quality Control Department that supervises every the processes under the strict ISO standards. We are the only ones in the field in Chile to have anything like this”.

According to Amenábar, Amayna was one of the company’s few customers to undertake a thorough structural analysis of its installations after the 2010 earthquake as a means of checking for damage and prepare for any similar event in the future. “Their rigor and meticulous attention to detail in the production processes are impressive. They are concerned with everything down to the smallest detail—from the use of 100% of its production only in Amayna, to refusing to allow any product to ever leave the cellar before bottling, to its employees, to the certification of its processes. It is definitely well above the average in the industry. Given that Amayna is intended for an elite market, it needs suppliers that are also certified and highly concerned with details. And that’s where we come in” says Amenábar.

INNOVATION Amayna recently expanded its cellar and incorporated the latest technology in stainless steel tanks for the wine industry: three 10,000-liter stabilization tanks made by TPI. “These are used to stabilize the wine by precipitating out the tartrates to the bottom of the tank, which leaves the product purer. The innovation is in the floating lid that blocks air (especially oxygen) from entering and thereby prevents the wine from oxidizing. The lid is lowered to the tank’s fill level, whether it is full, half-full, a quarter-full, or whatever” he concludes.



Rodrigo Amenábar
TPI Commercial Director

Consumer profile

Agusto's Restaurant is a must to visit for the tourist at Santiago's Central Market



What is Amayna's consumer profile?

Amayna News set out to determine the profile of Amayna consumers in the popular restaurant "Donde Augusto" in Santiago's busy and tourist-filled Mercado Central.

Serving customers since the 1950s, Donde Augusto has established itself as a 100% Chilean restaurant that specializes in fish and shellfish -and there is much to be said about the fare-and about its selection of fine wines.

Don Augusto, who drinks Amayna?

Amayna is the choice of Chileans who like good wines and are willing to pay for

them, as well as of foreigners who know about white wines... Whenever I recommend it to someone for the first time, they are always thankful to have discovered it.

Why do you recommend Amayna?

I buy Amayna myself directly. I like wine, and when I find something I like, I recommend it. The one I like most is Amayna Chardonnay.

What's that medal, Don Augusto?

Just yesterday I received the "Diego Portales Medal" from the Chilean Confederation of Retail Trade and Tourism (CONFEDECTUR), a national

group of small business owners. I was distinguished as a gastronomic entrepreneur for my many years in the business.



Mr. Augusto Vásquez serving customers Amayna Chardonnay.

DONDE

Augusto



Donde Augusto is the only restaurant in the Mercado Central (Central Market) with an extensive wine list ranging from wines that are simple and inexpensive to complex and elegant, which is where Amayna fits in. And Don Augusto recommends it personally.

2011 activities

2011 August

Tasting de Wines of Chile en Sao Paulo, Brazil



2011 September

4 y 5 sept. Tasting Anual de Baur au Lac, Suiza



7 sept. Annual Wine Tasting, Londres, Wines of Chile



9 sept. Tasting Estocolmo, Suecia



26 y 27 sept. Visit Panuts, Perú



2011 October

3 y 4 oct. Fair Producer T. Edwards,
New York, Estados Unidos



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