

WHT

PARTNERS



HUARPE



RIGLOS



WHO WE ARE

WHT is an Argentine company devoted to investments related to the high-end wine industry.

Our undertakings aim to satisfy the international demand of wines through the creation and commercialization of superlative quality specimens, as well as through the design of touristic experiences and promotion activities.

MUTUALLY STRENGTHENING PATHS

The great trajectory of the Werthein Group together with the extensive national and international expertise of the Hernández Toso brothers in the world of viticulture make this union a strategic, wide-reaching alliance.

The arrival in Argentina of Leon Werthein in 1904 marked the beginning of his personal story and that of his family. Today, the Werthein Group, combining the professionalism of traditional companies with the sense of identity and belonging of family businesses in their management model, has become one of the most important private holding companies in Argentina.

Within the wine industry, one of its major investments was the acquisition of Finca Flichman.

The successful business path of Grupo Werthein blended with the knowledge of the wine industry of José and Maximiliano Hernández Toso. Great-grandchildren of Pascual Toso, one of the pioneers in the wine industry in Argentina, the Hernández

Toso brothers have combined hard work and a career of excellence to achieve a steady growth over the last decade.



León Werthein



Pascual Toso



Bodega Toso



RIGLOS
LA TIERRA ES EL ORIGEN



HUARPE
HEREDEROS DE LOS ANDES

CURRENT PORTFOLIO

Huarpe Wines is a winery with a deep-rooted viticultural tradition located in Agrelo, Luján de Cuyo, Mendoza. Its portfolio includes vigorous blends from distinguished wine regions of Mendoza. Its wines are created at the foot of the Andes with professionalism and a deep respect for the environment.

Riglos creates unforgettable wines from a unique vineyard located in Gualtallary, Valle de Uco, Mendoza. The estate is called Finca Las Divas. Its exclusive portfolio contains deep and elegant wines that have been recognized by acclaimed international critics.

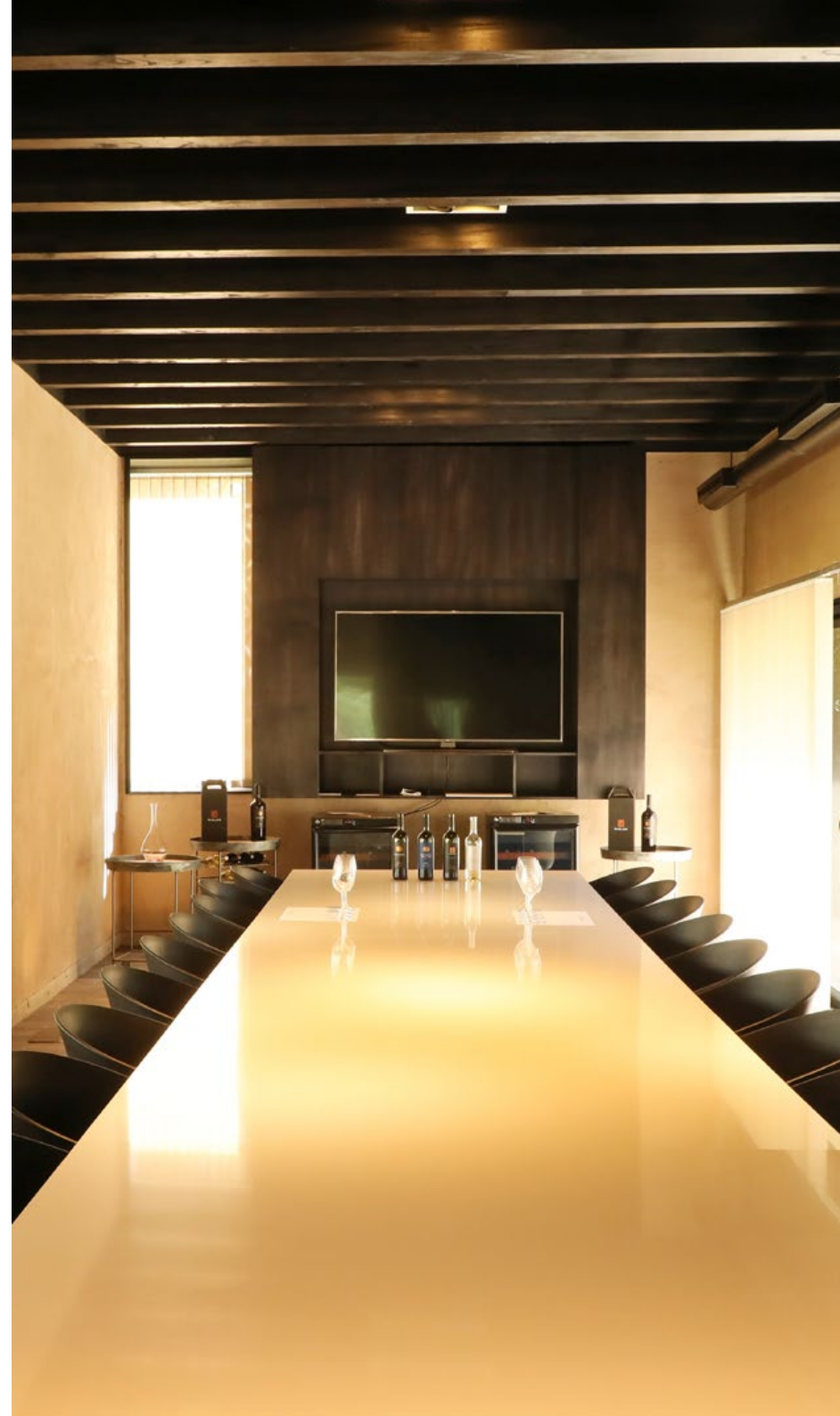
INVESTMENT STRATEGY

As a company, we aim to become leaders in the high-end wine industry in Argentina.

We are currently within the top 50 in size and top 5 in added value, measured by average sales price.

We propose two paths for our continued development: on the one hand, the constant organic growth of our brands, and on the other, the potential for merges and acquisitions.

To fulfil our objective, we rely on three essential skills: wine investment, wine making and wine entrepreneurship.



ESSENTIAL SKILLS

WHT
PARTNERS

WINE INVESTMENT



1.

WINE MAKING



2.

WINE ENTREPRENEURSHIP



3.

WINE INVESTMENT

1.

ESSENTIAL SKILLS

Our Wine Investor has more than 20 years of experience in management in the Werthein Group. He holds an MBA from the University of Fordham, New York, and a degree in Business Administration from the University of Buenos Aires.

He did his professional training at Barclays Bank PLC in London, where he was an associate, and he was Vice President of Finance at Ecoban Finance Ltd. in New York.

He has sat and still sits on the executive boards of dozens of companies in areas such as agribusiness, insurance, banking, telecommunications, mass consumption and energy, as well as the wine sector. He is secretary of the educational institution WORLD ORT, a member of the Executive Committee of American Jewish Joint Distribution Committee (JDC) and former president of the Tzedaká Foundation. Darío is a wine lover and owns one of the most important wine collections in Argentina.

"The wine business can be very profitable, but success comes only in the long term: it requires patience and a long period of maturation"

Darío Werthein

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"Each harvest is unique and an exciting challenge for the whole team. Creating wine is a lifelong undertaking."

José Hernández Toso

2. WINE MAKING

ESSENTIAL SKILLS

Our Winemaking Director is José Hernández Toso. He comes from a family with a long wine-making tradition: his great-grandfather, Pascual Toso, was one of the Italian pioneers who founded the wine-making industry in Argentina.

José's first Vendimia was at age 17 in the old family winery, Toso. He graduated in Viticulture and Oenology from the Weinsberg Institute in Germany, furthered his studies at the Scuola del Vino in Italy, and has two decades of top-tier experience as head winemaker in high-ranking wineries.

In Argentina, José was head winemaker at Bodega Luigi Bosca. In Europe, he worked at J. Hofstaetter Winery in Alto Adige, Italy; at Graf Adelmann Winery in Baden-Württemberg, Germany, and he was also Associate Researcher at the Weinsberg Wine Institute.

In 2004, he was given the Winemaker of the Year award in Argentina for his work at Luigi Bosca.



WINE ENTREPRENEURSHIP

3.

ESSENTIAL SKILLS

Our Executive Director already had a long career in business consulting and management before founding his first enterprise in the wine industry.

He graduated as valedictorian in Industrial Engineering from the National University of Cuyo, he holds an MBA from IDEA and the London Business School, and a Master's in Public Policy from Carnegie Mellon University, where he studied as a Fulbright Scholar. He is a member of the executive committee of Wines of Argentina and Bodegas de Argentina. He was professor and director of the wine management program of ADEN Business School.

He started his career 25 years ago in the Techint Group and Exxon Chemical in Argentina. He worked as a consultant at McKinsey in the offices of Buenos Aires, Sao Paulo and Munich. He was an independent consultant for entrepreneurs, investors and multilateral organizations. He played an important role in the initial development of Globant, the third Argentine technology company to be listed on the NYSE.



"The wine industry hides constant change behind apparent stability. The ability to detect and adapt to change is not just key for growth but also for survival."

Maximiliano Hernández Toso



Business today

RIGLOS BRAND
DEVELOPMENT

USD:
1,4M

Cases:
16.000

USD/case:
90

**Active
Markets:**
23

Brands:
Riglos y
Quinto

SKUs:
6



Business today

HUARPE BRAND DEVELOPMENT

USD:
1,6M

Cases:
27.000

USD/case:
60

**Active
Markets:**
19

Brands:
Huarpe
Guayquil
Taymente
Lancatay
Zamia

SKUs:
15



Business today

12

VINEYARDS

High quality wines require high quality grapes. To produce the finest fruit, vineyards in key regions need to be developed, together with a network of long-term relationships with grape suppliers.

VINEYARDS

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FINCA LAS DIVAS

GUALTALLARY, TUPUNGATO, MENDOZA

Total hectares: 72

Cultivated hectares: 38

Varieties: Malbec, Cabernet Sauvignon, Cabernet Franc, Petit Verdot, Sauvignon Blanc

Grape production: 350.000 kg

Trickle irrigation: 100%

Anti-hail mesh: 100%

Density: 4.550 plants per hectare. 1,00m in between plants and 2,20m in between swathes.



FINCA AGRELO

AGRELO, LUJÁN DE CUYO, MENDOZA

Total hectares: 21

Cultivated hectares: 17

Varieties: Malbec, Cabernet Sauvignon, Pinot Noir, Tannat

Grape production: 150.000 kg

Trickle irrigation: 100%

Anti-hail mesh: 100%

Density: 5.560 plants per hectare. 1,00m in between plants y 1,80m in between swathes.



Business today

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WINERY CAPACITY

In management of the winery, as well as in every other business area, it is key to adopt the most modern technologies and organizational systems to continue aiming at superior quality.

**Stainless steel
capacity:**

700.000 liters

**Oak
capacity:**

300.000 liters

**Winery
area:**

1.500 m²

**Client
reception area:**

300 m²

**2018
harvest:**

525.000 kilos

2019 harvest:

1.000.000 kilos
(aim)



MARKET DEVELOPMENT

Premium wine brands are built through channels where a consultative selling is made and in-depth technical information about the product is provided. That is why we understand that developing brands means establishing a network of long-term strategic alliances within key markets.

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