

Sr. Ariel F. Chávez
Gestión Institucional
CÁMARA DE EXPORTADORES, LOGÍSTICA
Y PROMOCIÓN DE INVERSIONES DE SANTA CRUZ

Estimado Sr. Ariel, primero que nada quiero agradecerle por haber tomado en cuenta a nuestra empresa "Vinos Kohlberg" como una empresa vitivinícola potencial para la exportación de vinos a Corea.

Le adjunto toda información requerida en idioma inglés para que este acorde a sus requerimientos:

Dear Mr. Ariel, first of all I want to thank you for taking into account our company "Kohlberg Wines" as a potential wine company for the export of wines to Korea.

I enclose all the information required in English so that it is according to your requirements:

Location

The Central Valley of Tarija is located in the region of Tarija in the southern part of Bolivia bordering with Argentina between the latitudes 21.20° and 21.58° south.

Even though the vineyards in Bolivia are located between the latitudes 17.00° and 21.53° south of the Equator and above the typical viticultural belt of the southern hemisphere, the climate is temperate and semiarid due to the high altitude of the valleys. Coming down from the "Cordillera de los Andes" and "Cordillera Real" mountain ranges with peaks of more than 6,500 masl (21,300 feet asl) to the low lands of the Amazons, Bolivia has numerous small valleys where grapevines have grown for centuries.

Kohlberg wines is located in the city of Tarija in the department of Tarija. The winery is located near downtown at approximately one kilometer away. As far as the location of the vineyard is situated in the region of Santa Ana, at approximately 16 kilometers from the center of the city.

Altitude

High Altitude Vineyards

The vineyards are located between 1900 to 2050 meters above sea level. This unique fact has a direct effect on microclimate and the overall behavior of the vines. Climatologically speaking, the region has a great advantage over the rest of the viticulture areas of the world due to the intense and prolonged exposure to UV rays, thus creating an ideal environment for photosynthesis and development of polyphenols and anthocyanins. This factor generates a better phenolic maturity ratio compared to sugar content, but more importantly this factor increments exponentially the content of resveratrol approximately 10 times the concentrations found on wines from Mendoza Argentina. It also helps the concentration of pyrazines and anthocyanins creating and consolidating great color expression.

Climate

The climate of Tarija According to the classification of Köppen, Tarija is a fresh, semiarid region with multiple mesoclimatic variations. Rain falls primarily in the summer months, with an annual precipitation of 550mm. The monthly mean temperatures vary from 13.1°C in July to 20.7°C in December-January. The maximum mean temperatures vary from 23.8°C in July to 27.5°C in October-November, while the minimum mean temperatures vary from 2.3°C in July to 14.4°C in January. Winters are mild, except during very cold periods, when temperatures can drop to -5°C or lower. The thermal amplitude varies from a minimum of 12.7°C to a maximum of 21.5°C. The maximum mean temperature during bud burst is 25.7°C with a minimum of 7.8°C. During harvesting, the maximum mean temperature is 25.8°C with minimum of 12.9°C. During the growing season, afternoons in the Central Valley of Tarija are characterised by a typical cold, eastern wind. The last spring frosts continue until mid-September and the early fall frosts begin in May. Damage caused by hailstorms can affect an average of 8 to 10% of production. The soils in this region are of alluvial origin from the quaternary period and vary greatly in structure and depth.

Soil

The vineyards were established in 1960 by Julio Kohlberg, from that time up to now we have done several soil composition studies in order to be able to identify the best variety and rootstock for each parcel. The soil composition on this area is very diverse, all depends on the geographical location of the parcel or vineyard. For instance, we have plots that are close to the Santa Ana river that have predominantly sandy loam, and under 60cms we find pebbles and gravel, from this location we extract very intense wines, with a great acidity and we have selected this area for our cabernet sauvignon wines. If we go up in the hill, we find more clay, less gravel, therefore we have decided many years ago to do a detailed soil mapping in order to select the best varieties to be planted on each plot according to their characteristics.

Annual precipitation

The annual precipitation in Santa Ana is 300 millimeters, half of the average precipitation in the city. This is an excellent factor, allowing us to be able to manage irrigation, and on harvesting season with the help of a schollander pressure bomb determine our drip irrigation strategies in order to accomplish water stress on our vines. This climatic fact also helps us diminish the potential incidence of pathogens on the vines during the growing season since they are not exposed to excessive humidity.

Topographical characteristics

The topography of the vineyard is defined by shallow hills, and sedimentary soils, that vary in physical compositions. The scenery is semi-arid and with scarce vegetation.

Grape varieties:

We have evaluated over the years on our experimental variety plots the behavior and potential adaptation of several varieties and we have selected the ones that really found their place in the world.

We currently produce wines from 22 different varieties, but most of them go directly to the blend for the table wines, and we have selected the best adapted to the region, and the ones that we believe are the ones that show the greatest quality.

These are the grape varieties:

Red Grape Varieties

- Syrah
- Malbec
- Cabernet Sauvignon
- Merlot
- Tempranillo
- Grenache
- Carignane
- Tannat
- Marsellan

White Grape Varieties

- Ugni Blanc
- Moscatel of Alexandria

Production by Year

Table wine

Clasico (red wine)	4,000,000 bottles of 750 cc
Clasico (white wine "Moscatel of Alexandria")	2,000,000 bottles of 750 cc

Varietals

Malbec (Single vineyard).....	50,000 bottles of 750cc
Cabernet Sauvignon (Single vineyard).....	55,000 bottles of 750cc
Syrah (Single vineyard).....	45,000 bottles of 750cc
Blend	38,000 bottles of 750cc
Stelar (Night harvest Ugni Blanc)	30,000 bottles of 750cc
Ugni Blanc.....	25,000 bottles of 750cc

Gran Reserva

Bicentenario	12,000 bottles of 750cc
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Icono

Tempranillo 2017	5,000 bottles of 750cc
Malbec 2017	7,000 bottles of 750cc
Cabernet Sauvignon 2017.....	6,000 bottles of 750cc
Don Julio "Syrah" 2017.....	5,000 bottles of 750cc
Elia Rosa "Assemblage" 2017.....	8,000 bottles of 750cc

Ripening method

We consider ripening a critical strategy in order to aim for quality, we do several laboratory tests of the berries in order to check the pH, brix, and phenolic maturation on the physiological aspect, but in order to determine the day of harvest we do berrie tastings on

the field in order to taste, check crunchiness, color of the skin, and the sensory evaluation is really important to determine the day of harvest.

Price

The following prices are expressed in US dollars and considering F.O.B in Arica Chile. Commercial export sale, this price offer shall last for 15 days.

Style	Variety	Vintage	Alcohol by volume	Volume per bottle	Unitary price \$us.
Icono	Tempranillo	2016	14,50 GL.	750 cc.	45,00
	Malbec	2016	14,50 GL.	750 cc.	38,00
	Cabernet Sauvignon	2016	14,50 GL.	750 cc.	38,00
Gran Reserva	Bicentenario	2016	13,80 GL.	750 cc.	17,50
Varietal	Malbec	2019	13,50 GL.	750 cc.	5.95
	Cabernet Sauvignon	2019	13,50 GL.	750 cc.	5.95
	Syrah	2019	13,50 GL.	750 cc.	5.95
	Blend	2019	13,50 GL.	750 cc.	3.90
	Stelar	2019	14,00 GL.	750 cc.	8.90
	Ugni Blanc	2019	13,50 GL.	750 cc.	3.90
Clásicos	Tinto	2019	12,00 GL.	750 cc.	2.80
	Blanco	2019	12,00 GL.	750 cc.	2.60

Packing method

They are packed on cardboard cases of 6 bottles of 750cc each.

Characteristics of wine

We strongly believe that each wine region has to have their own identity, but preserving the typicity and personal expression of the varietal. This is the case with our wines, in general they are very elegant, round, with a great acidity balance with a noticeable structured and complex composition, because of the temperature variation from the cool nights and warm days the wines express a graceful freshness and they show a great aging potential on our varietal, reserve and icon wines.



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