S 33°39'52.8'' W 69°14'41.5''

## VOLUME N°4 FLECHAS DE LOS ANDES



A WORLD APART

# AN EPICUREAN Invitation

THE ART OF CULTIVATING SINGULARITY THROUGH EXCELLENCE



Experience n°4

REACH FOR THE SKY





## DESTINATION

ARGENTINA UCO VALLEY VISTA FLORES, MENDOZA FLECHAS DE LOS ANDES S 33°39'52.8'' W 69°14'41.5''



#### A WORLD APART

## VOLUME N°4 FLECHAS DE LOS ANDES

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## WINE IS An "Art de vivre"

At the helm of the Compagnie Vinicole since 1997, Benjamin and Ariane de Rothschild continue to expand its international renown. A commitment to excellence holds sway at each property, reflected in the wines and their respect for the human, craftsmanship, tradition and environmental aspects.

It is their way of perpetuating and paying tribute to the pioneering work of Baron Edmond de Rothschild, Benjamin de Rothschild's father, who created the company in 1973 by purchasing Château Clarke, a littleknown Cru Bourgeois estate in the Listrac-Médoc appellation. Convinced of the outstanding properties of its land, he devoted himself to making it the stand-out property of the region.

Benjamin de Rothschild shares the same goals. To fulfil a vision and cement his intuition, and to provide all the resources necessary to reveal the quintessence of the terroirs and enhance their inherent character.

« WINE-MAKING IS AN ACT ROOTED IN AESTHETICS... THERE IS AN UNDENIABLE BEAUTY AND ELEGANCE WITHIN IT. WINE IS ABOUT PLEASURE AND SHARING. WINE IS VERY RELEVANT TO THE ART DE VIVRE ».

Benjamin de Rothschild focused on increasing the Compagnie Vinicole's international presence, developing the highest quality foreign terroirs, lured by the promise of unique adventures, new worlds to explore and great wines to create. There, he would draw on the time-honoured practices of local cultures, combined with traditional French expertise.

The Compagnie Vinicole has been active in South Africa with the Rupert & Rothschild Vigernons label since 1997; in partnership with Tempo Vega Sicilia in Spain since 2009 with Macán; in New Zealand since 2012 with Rimapere. In 1999, Benjamin de Rothschild and Laurent Dassault created Flechas de Los Andes from the ground up in the Uco Valley in Argentina. « WE ARE PROUD OF WHAT WE HAVE INHERITED AND LIVE IT EVERY SINGLE DAY IN A BID TO ELEVATE IT TO ITS HIGHEST HEIGHT. OUR BOLDNESS STEMS FROM OUR RESPONSIBILITY TO MAKE "L'ART DE VIVRE", THE ART OF LIVING, AN INTEGRAL PART OF ITS ECONOMIC, CULTURAL AND ARTISTIC LIFE. AND TO CONSTRUCT A VAULT OF CHERISHED KNOW-HOW TO BE PROTECTED AND PASSED ON TO THE NEXT GENERATIONS ».

explains Ariane de Rothschild, president of the executive committee of the Edmond de Rothschild group.



This visionary legacy of a dynasty for all epicureans, the Edmond de Rothschild Heritage, the entity uniting all the group's Art de Vivre activities, today stands as its guarantor and herald.

Flechas de Los Andes is a perfect example of this creative vision.



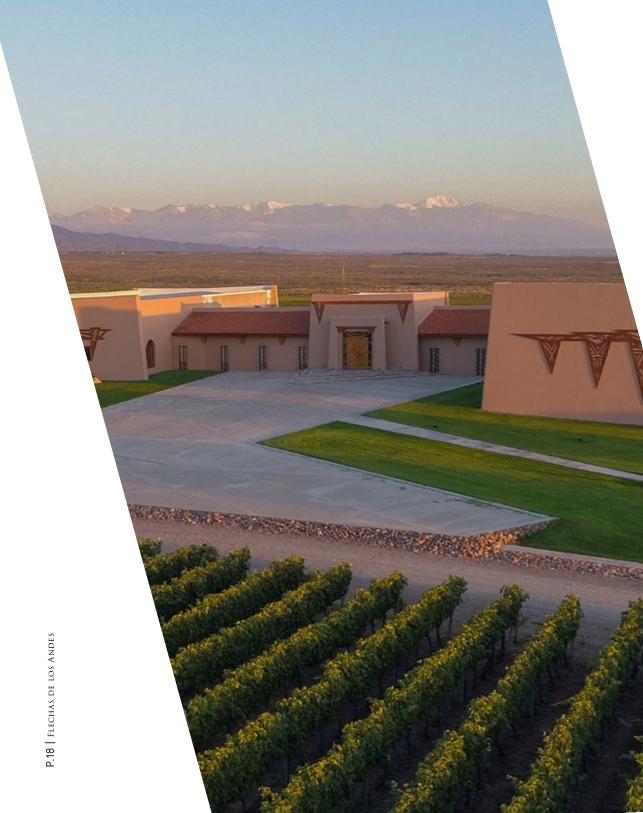






## BARON BENJAMIN DE ROTHSCHILD & LAURENT DASSAULT THE LURE OF THE NEW WORLD

Inspired by their encounter, their passion for grands crus, their inquisitive spirit and imperial drive, they embarked on a joint adventure in Argentina, far from their respective vineyards in Bordeaux: Château Clarke and Château des Laurets for Baron Benjamin de Rothschild and Château Dassault for Laurent Dassault. Laurent Dassault developed Dassault Wine Estates, after Château Dassault, with the acauisition of Château La Fleur St Emilion, Château Faurie de Souchard, Château Trimoulet and minority interests in Cheval Blanc, Rieussec and l'Evangile. In 1999 Benjamin de Rothschild already had operations with Rupert & Rothschild Vignerons in South Africa and Laurent Dassault was searching for a new project. Together, they purchased property in the centre west of the Province of Mendoza and became some of the very first French to invest in the Vista Flores region in the Uco Valley. Their goal was to create a New World «grand cru», an excellent Argentinian wine, from this littleknown but remarkable terroir in the foothills of the Andes. This region's high potential was first identified by oenologist Michel Rolland who launched the «Clos de Los Siete» project. Beguiled by the challenge of creating a vineyard from scratch, they joined forces and became partners. These immense virgin lands gave birth to the Flechas de Los Andes vineyard which now independently charts its own path, extolling all the subtleties and specificities of its terroir.

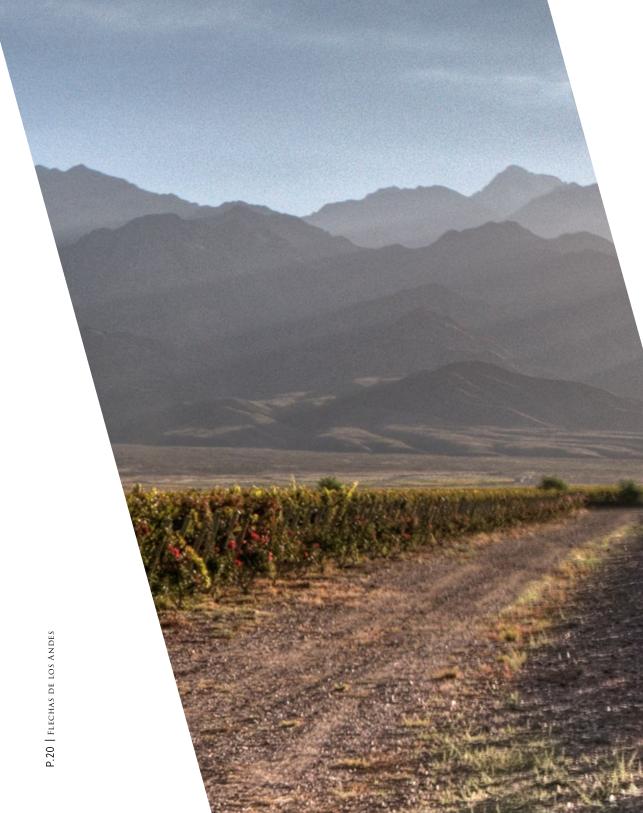


#### ARGENTINA FROM TRADITION TO RENAISSANCE

Glimmering glaciers, windswept plateaus, fertile plains, luxurious forests, stunning pampas, vast virgin ranges form the spectacular landscape of the second largest country in South America. Another equally magnificent panorama catches the eye: vineyards stretching across the foothills of the imperial Andes mountains.

Argentina is home to vineyards stretching over approximately 230,000 hectares, located between the 22°S and 42°S parallels. Although an official decree declared wine to be the national drink in 2010, winemaking has been a deep-rooted tradition for more than four hundred years. First introduced by the Spanish conquistadors in the 16th century, a wave of European immigrants in the 19th century provided new winemaking expertise. It was French agronomist Michel Aimé Pouget who brought the first French grapevine cuttings to Mendoza, where he became the director of the first research centre and agronomy school.

A large part of the vineyards were renewed in the years between 1970 and 1980. A new era began in the 1990s when new investors, focused on producing high-end wines for local and world markets, sought to position Argentina as one of the more prominent players in the New World. Benjamin de Rothschild and Laurent Dassault stand amongst these audacious 20th-century winemakers.



# UCO VALLEY

Located 120 kilometres south of Mendoza City, between a latitude of 33.3°S and 33.8°S, the Uco Valley is situated in the most important of Mendoza's five wine producing regions, and it is the most important area to produce high quality wines. Over 25,000 hectares are devoted to vineyards, producing essentially red varieties and, more specifically, malbec, the king of grapes.

Irrigated by the Tunuyán, Las Tunas and Yaucha rivers, the Uco Valley is a productive oasis that lies at the foothills of the Andes mountains, whose summits reach 6000 metres and form a natural barrier against the humid winds off the Pacific Ocean. This, and the 1000Km of distance to the Atlantic, creates a continental viticulture. Due to the dry, semi-arid continental climate, 250 days of intense sunlight per year, a diurnal temperature variation of around 15 degrees, very distinct seasons, soil from alluvial origin with gravel and stones, irrigated by melting snow, and thaw of glaciers, the Uco Valley produces highly concentrated wines with an elegant tannic structure, intense aromas, flavours and colour, and sufficient acidity to ensure freshness and excellent ageing potential.

It is in this privileged and spectacular retreat, and more specifically at Vista Flores - a sub-region of the Uco Valley, today renowned worldwide for the quality of its premium wines - that Flechas de Los Andes has set down roots on 102 hectares located at 1100 metres of altitude. A unique environment, ideal for producing great wines.



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## THE ARGENTINIAN Emblem

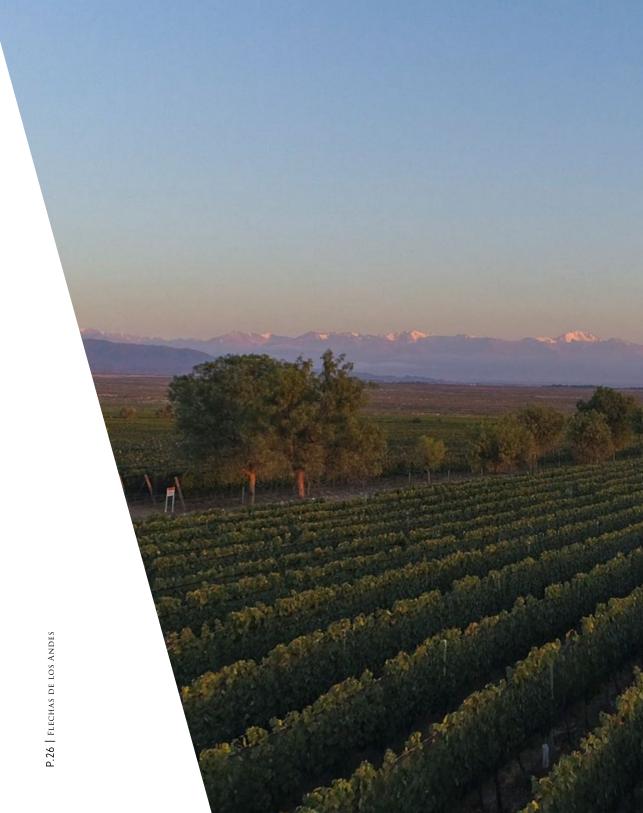
#### WITH A BORDEAUX TOUCH

Born in Cahors (France) and introduced in Argentina by French agronomist Michel Aimé Pouget in 1852, the malbec grape flourished in the country - today the world's leading producer - to become the country's prominent grape variety. Argentina celebrates its "emblem" every year on the 17th of April with «Malbec World Day».

It is thanks to this variety, in a continental viticulture, very rare around the world, with its plush velvety texture and intense colours, that Argentina, today ranked the 5th leading producer of wine, has forged a reputation for excellence throughout the world. Malbec adapts in a perfect way to express different aromas and flavours. The Tupungato, Tunuyán and San Carlos areas produce the most elegant malbec varietals, with distinctive floral and spice notes, mainly violet which is characteristic of malbec, like those of Flechas de Los Andes where malbec grapes cover 64 hectares, a little over 60% of the vineyard.

Benjamin de Rothschild and Laurent Dassault have, however, also planted traditional Bordeaux varieties, in higher proportions than the average Argentinian vineyard: 13 hectares of cabernet sauvignon, 8 hectares of merlot and cabernet franc, and 2 hectares of petit verdot. The syrah variety completes the vineyard's planting with 13 hectares. It is a variety adapted to arid terroirs. Planted with 5500 vine stocks per hectare, an unusually high density for the country, the stocks are covered with grass and drip irrigated. The soil of stones and gravel, from alluvial origin, lends a mineral quality to the wines. Perfectionism and sustained vineyard management aim at a dual object of producing quality wines while respecting the environment. Production volumes are intentionally low so as to obtain greater concentration in the berries.









## TWO GREAT WINES THE SAME HIGH STANDARD

The grapes are harvested and sorted by hand (both before and after destemming) and then fed by gravity into vats. To obtain silkier tannins and preserve the fruit, freshness and typicality, the wine first undergoes pre-fermentation cold maceration before being fermented in temperaturecontrolled stainless steel vats. The wine remains in the vats for one month.

**GRAN MALBEC**, produced from 100% malbec grapes, is aged for 18 months: 30% in new barrels, 30% in second-fill barrels and 40% in vats. It has violet intense tones, typical of the Uco region; the extremely expressive nose opens with a dominant note of fresh fruit highlighted by hints of red currant, plum, red cherries and floral aromas such as violet. The resin is very subtle, it increases the aromatic complexity achieving a perfect balance between fruit and oak. On the palate, the attack is round with delicate velvety tannins for a mineral, fresh wine with a long finish. Ageing potential: 5 to 7 years, obtaining tertiary aromas and improving the bouquet. "With regard to this genuine varietal wine from a single terroir, we prefer harvesting in two steps," explains Pablo Richardi. In late March when the acidity in the grapes is still high, which will ensure the wine's freshness; and then again in mid-April when the grapes are at optimal maturity, which increases volume in mouth. Blending batches produced separately guarantees the wine will have good complexity and balance."





## TWO GREAT WINES THE SAME HIGH STANDARD

GRAN CORTE is an assemblage wine in which we can gain elegance by mixing different components and varietals. The typical malbec from Argentina marks its identity with its aromas of violet and prunes. Syrah provides great minerals and spicy aromas in our semi-desert climate. Malbec as well as syrah are very intense wines and it is cabernet franc who brings elegance and subtlety with very soft tannins and rose aromas. All these components provide the complexity and elegance which are necessary for a great wine. Due to its initial great tannic structure, this wine needs 18 months in barrels to refine its tannins without losing body. Gran Corte, the great wine, a blend comprising primarily malbec for its fruit, along with syrah for its spiced notes and cabernet franc for its freshness, is aged in new oak barrels for 18 months. It offers a deep intense colour, an enchanting nose of fresh fruit - red currant and cherry - interwoven with notes of liquorice and spice, along with slight roasted aromas from the oak with toasted almonds and vanilla. On the palate, the attack is generous and round with muted tannins and a long finish. There is a subtle expression of power. Ageing potential: 10 years.

Depending on the vintage, production is around 100,000 bottles per year for the Flechas de Los Andes Gran Malbec and about 12,000 bottles per year for the Flechas de Los Andes Gran Corte.

Gran Malbec and Gran Corte have become two great Argentinian wines of reference with two different styles.

## THE BODEGA FLECHAS DE LOS ANDES architecturally bold



The name of the property was a deliberate choice. It reflects, of course, its geographic position but also pays tribute to the Rothschild family emblem, five arrows representing the five sons of the dynasty's founder, Mayer Amschel Rothschild, who left the family to conquer the world. The winery symbolizes Rothschild in the Andes and the arrows symbolize the Rothschild family, that is why the winery is called Flechas de Los Andes. A unique architectural expression was needed for the Flechas de Los Andes bodega at the foot of the Andes mountains. The setting is unforgiving, and yet almost fantastically beautiful, set against a backdrop of dizzying heights, surrounded by a bleak vastness. A visitor can be hypnotized by the power of the elements here.

Carte blanche was given to architect Bruno Legrand, known for having designed a number of prestigious wineries in Bordeaux and Argentina as well as the magnificent Four Seasons Hotel in Megève, an icon of the Edmond Rothschild Heritage. The terracotta coloured walls of the Santa Fe style bodega stand out dramatically against the sky-blue horizon. The bodega lies in a natural slope of the land, thereby ensuring easy delivery and qualitative processing by gravity of the harvest. The various structures of the site fan outwards, much like the shafts of arrows launched into the fantastic, natural setting of the Vista Flores. An obvious tribute to the estate's name and the Rothschild family emblem. Even the interior space opens onto the Andean Cordillera.

Reflecting the traditional Argentinian estancias architectural elements such as patios, galleries and gates were produced with regional materials by local craftsmen, just like the decorative furnishings. The decor was entrusted to well-known French

artist Philippe Druillet, science fiction design artist, comic book author, futuristic designer and film maker, whose work is universally renowned. Philippe Druillet had previously designed the interiors of the Benjamin and Edmond de Rothschild banks in Lugano, Geneva and Paris. He could not help but be inspired by the almost surreal natural setting of Flechas de Los Andes. The artist created numerous geometric motifs. Often with triangular shapes recalling arrowheads. Inverted designs on the bodega façade recall the power required of vine stocks as they take root. Built in 2003, the Flechas de Los Andes bodega bottled its very first vintage wine in 2004.









# PABLO Norberto Richardi

# **TECHNICAL DIRECTOR**

Pablo grew up in a winemakers family from the Mendoza region in Argentina. After an incredible career, his family now owns the prestigious Richardi, Fazzio & Menegazzo Estate. Born in 1978, Pablo graduated with a diploma in oenology from the University of Don Bosco in 2003. He was then successively enologist at Bodega Salentein and then head technical director at Bodega Poesia, before taking on the duties of director at Flechas de Los Andes in 2004. Curious and open-minded, Pablo has experience at several large Bordeaux estates including Château Cos l'Eglise in Pomerol, Château Dassault in Saint-Emilion, Château Clarke in Listrac, and has even made a detour around Napa Valley at the Quintessa Estate.

«Flechas de Los Andes is an exceptional terroir, a «bodega boutique» whose excellent production has a resolutely unique style,» explains Pablo Richardi. Here at Vista Flores, we are proud to reveal the most authentic expression of Argentine malbec. We sublimate its intense aromatic palette in our Grand Vin monocépage Gran Malbec. Combined with the velvety syrah and the elegance of cabernet franc, we transcend it in our great blend wine Gran Corte».

APPENDIX

# FLECHAS DE LOS ANDES GRAN MALBEC MENDOZA

Bodega Flechas de los Andes was created thanks to a partnership between Baron Benjamin de Rothschild and Laurent Dassault, who sought to make wine on a great terroir at the foot of the Andes. The name « Flechas de los Andes » refers to the 5 arrows symbolizing the Rothschild family...



Appellation: Vista Flores, Uco Valley – 120 km south of Mendoza – Argentina.

Altitude: 1100m.

Vineyard area: 102 ha.

Grape varieties: 100% malbec.

Soil type: Continental terroir with a soil from alluvial origin, composed by clay, sand and a high percentage of stones in the subsoil.

Vine density: 5,500 vines/ha.

Average age of the vines: 17 years.

Soil management: Natural grass cover.

Pruning: Guyot pruning and drip irrigation.

Harvest: Hand-picking. Double selection of grapes on sorting tables before and after destemming.

Winemaking: Cold maceration and fermentation in temperature-controlled stainless steel tanks. Vats filled by gravity flow.

Ageing: 30% in new French oak barrels, 30% in second fill barrels, 40% in tanks. During 18 months.

Blend: 100 % malbec.

Food and wine: This wine is perfect with grilled meats, assorted cheeses or chocolate dessert.

The food and wine pairing of Julien Gatillon, two-starred chef of « Le 1920 » in Megève : Black Angus rib grilled with vine shoots.

# FLECHAS DE LOS ANDES GRAN CORTE MENDOZA

... Planted in 1999, the vineyard benefits from a dry climate tempered by the tall Andes Mountains (1,100m). Malbec is the main grape variety on this unique terroir. The partnership between two families, as well as their shared aim of producing an excellent Argentinian wine, led to the creation of Gran Malbec and Gran Corte.



Appellation: Vista Flores, Uco Valley – 120 km south of Mendoza – Argentina.

Altitude: 1100m.

Vineyard area: 102 ha.

Grape varieties: 60% malbec, 30% syrah, 10% cabernet franc.

**Soil type:** Continental terroir with a soil from alluvial origin, composed by clay, sand and a high percentage of stones in the subsoil.

Vine density: 5,500 vines/ha.

Average age of the vines: 17 years.

Soil management: Natural grass cover.

Pruning: Guyot pruning and drip irrigation.

Harvest: Hand-picking and sorting of all the grapes.

**Winemaking:** Vats filled by gravity flow. Cold maceration and fermentation in stainless steel tanks.

Ageing: 100% in new barrels. During 18 months.

Blend: 60% malbec, 30% syrah, 10% cabernet franc.

Food and wine: This wine is perfect with grilled meats, assorted cheeses or chocolate dessert.

The food and wine pairing of Julien Gatillon, two-starred chef of « Le 1920 » in Megève: Rabbit fricassee with Nyons olives.



# Wine & Food Pairing

BY JULIEN GATILLON, CHEF FOR LE 1920 RESTAURANT (2 MICHELIN STARS) AT THE FOUR SEASONS HOTEL IN MEGÈVE



### WAGYU BEEF AND BELUGA CAVIAR

Wagyu beef is served here with Beluga caviar. The depth of Gran Malbec is confronted with the power of roasted Wagyu. The Beluga caviar is enhanced with freshness by Argentine wine. The flavors of this land and sea accord are explosive.



## ARGENTINA

FLECHAS DE LOS ANDES, MENDOZA REGION, UCO VALLEY (VISTA FLORES)



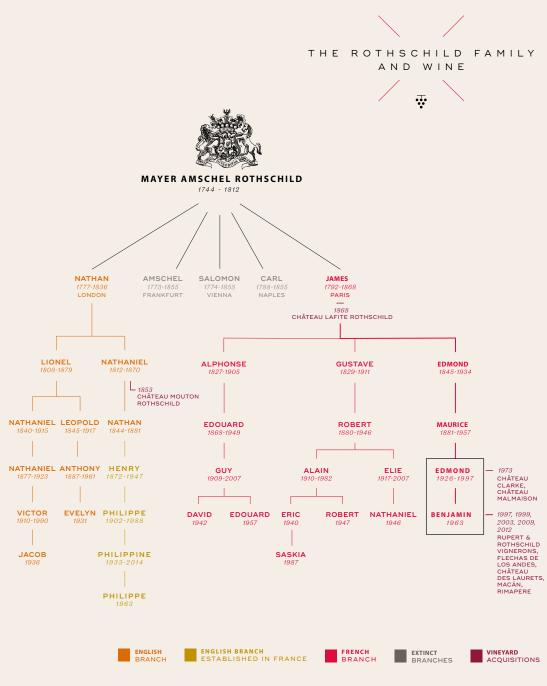
# FLECHAS DE LOS ANDES

ARGENTINA, MENDOZA REGION, UCO VALLEY (VISTA FLORES)

VINEYARD MAP



10 Ha of Cherry trees



# The Rothschild Family and Wine

The history of the Rothschilds goes back to the 16th century but really started in Germany in the middle of the 18th century when Mayer Amschel became well-known as a businessman. Towards the end of the century, he gave his five sons the chance to become partners so that they could get to know the family business.

His sons were very talented and set up branches in various European cities: one son remained in Frankfurt while his brothers established themselves in London, Paris, Vienna and Naples. Their success led to their fame as bankers spreading throughout the entire world. Rothschild establishments became a legend: they financed Wellington's armies, the gold rush, the Suez Canal, railway development, and oil exploration. The Rothschild name rapidly became synonymous with quality and excellence.

The passion to create and innovate has been handed down for more than 250 years within the Rothschild family. The prestige of this now legendary name shines in numerous fields: finance, philanthropy, wine making, science, fine arts, sailing... Each generation continues to enrich a family heritage that brings together modernity and elegance.



The 5 arrows of the Rothschild family emblem symbolise the 5 brothers who were at the origin of this entrepreneurial dynasty: the 5 sons of Mayer Amschel Rothschild.

# ARIANE DE ROTHSCHILD

## CHAIRWOMAN OF THE EXECUTIVE COMMITTEE OF EDMOND DE ROTHSCHILD GROUP



Born in San Salvador, French national Ariane de Rothschild spent her childhood in Latin America and Africa. She pursued advanced business classes in Paris before obtaining a Master in Business Administration (MBA) from Pace University in New York. She is fluent in French, English, Spanish, German and Italian. Beginning her career as a trader in foreign exchange and metals with the Société Générale in Australia and New York, she later joined the American insurance corporation AIG where she successfully developed the group's operations in Europe. She then joined the Edmond de Rothschild group where she managed both non-financial and philanthropic activities for the family. In January 2015, she was appointed President of the Executive Committee of the

Edmond de Rothschild group, which holds 166 billion Swiss francs of assets under management and employs 2700 staff members throughout the world (figures from December 2016). She is committed to gender parity in all positions, including the Executive Committee, and directs family investments towards responsible, sustainable activities that best take into account social and environmental impacts. Thus were created the "Moringa fund", dedicated to agro-forestry projects in Africa and South America, and the "Ginko fund", focusing on the decontamination of brownfield sites in Europe. She is also increasing investments in fields of the future such as biotechnology and FinTech.

Ariane de Rothschild has always considered the family's non-financial activities in wine, agriculture, hospitality and gastronomy as the Edmond de Rothschild group's entrepreneurial "laboratory". She has transformed the family's centuries-old expertise into flourishing businesses and since December 2016, these have been grouped under a single entity called the "Edmond de Rothschild Heritage" (www. edmondderothschildheritage.com).

Behind the unique brand name lies a strategy to consolidate and develop the Domaine du Mont d'Arbois and the starred "1920" restaurant in Megève on an international scale along with the wine estates located across the globe, and the Compagnie Fermière located close to Paris which produces the only farm-fresh Brie de Meaux and Brie de Melun in the world. The brand name is built both on the values associated with the Edmond de Rothschild name — excellence and innovation — and on the family's commitment to transmitting a certain heritage.

# About The Compagnie Vinicole

The Compagnie Vinicole is composed of seven estates (Château Clarke, Château Malmaison, Château des Laurets, Rimapere, Flechas de los Andes, Rupert & Rothschild and Macán) spread over 500 hectares of vines in France, New Zealand, Argentina, South Africa and Spain, producing 3.5 million bottles a year. One hundred percent of the wine comes only from the company's properties. Ninety percent of production is for export to nearly 80 countries.





## EDMOND DE ROTHSCHILD HERITAGE

# ART DE VIVRE

Inspired by their passion and desire to ensure that precious know-how is passed on to future generations, Baron Edmond and Baron Benjamin de Rothschild turned to investing in various activities that became a unique lifestyle brand named Edmond de Rothschild Heritage.





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The Domaine du Mont d'Arbois, a destination de rigueur for exceptional stays in the mountains.

### THE MONT D'ARBOIS HOTELS

3 hotels including The Four Seasons Hotel Megève. Les Chalets du Mont d'Arbois. La Ferme du Golf.



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Beauty, the quest for excellence and respect for the wonders of nature are the bedrock of every project undertaken by the Rothschild family

You can see the family's love of nature in the way the exceptional gardens of each property of the family are lovingly tended, the way new species are created, and the way wildlife is preserved and the hunting estates are managed.

### THE FARM

Since 1990, the Compagnie Fermière has produced a farmstead Brie de Meaux AOP, the only one of its kind.

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## THE MONT D'ARBOIS RESTAURANTS

10 restaurants including the 2-Michelin star 1920 (chef Julien Gatillon)

Prima - 1-Michelin star (chef Nicolas Hensinger)

## THE SPA AND GOLF COURSE

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## FLORA AND FAUNA

The Pépinières de l'Ambre nurseries are known for their large variety of trees and conifers as well as the cloud pruning technique.

## THE BEEHIVES

Beehives have been installed on each site and produce honey every year. They symbolize the family's commitment to nature and respect for the environment.

### FLECHAS DE LOS ANDES

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