

TORRES®



The more we care for the earth  
the better our wine

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# MIGUEL TORRES

## Corporate Presentation

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**History & Family**

**Business Philosophy**

**The Brand**

**Business Profile**

**Torres Wineries**



# History & Family

Business Philosophy

The Brand

Business Profile

Torres Wineries



**1870: Foundation by Jaime and Miguel Torres**

**1939: Bodegas bombing**

**1940: Rebuilding of the bodega & first bottled wine**

**1979: Pioneer in Chile**

**1979: Gran Coronas Black Label 1970 wins in Paris**

**1982: Pioneer in California**

**1991: Death of Miguel Torres Carbó**

**2005: CELESTE (Ribera del Duero) launching**

**2006: The Best European Winery (Wine Enthusiast )**

**2007: SALMOS (Priorat) launching**

**2008: New Waltraud Winery (Single Vineyard wines)**

**2009: IBÉRICOS (Rioja) launching**

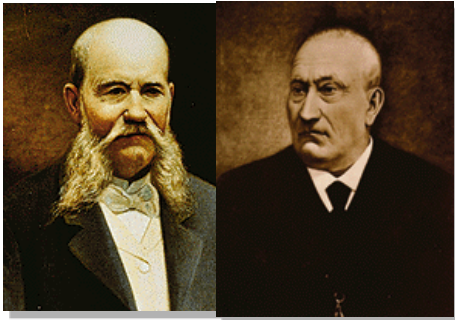
**2010: Green Company of the Year**

**2011: First Winery in Europe and Eleventh Worldwide (Power 100).**

**Second Most Admired World's Wine Brand (Drinks International)**



## 5 GENERATIONS OF FAMILY WINEMAKERS



Member of...



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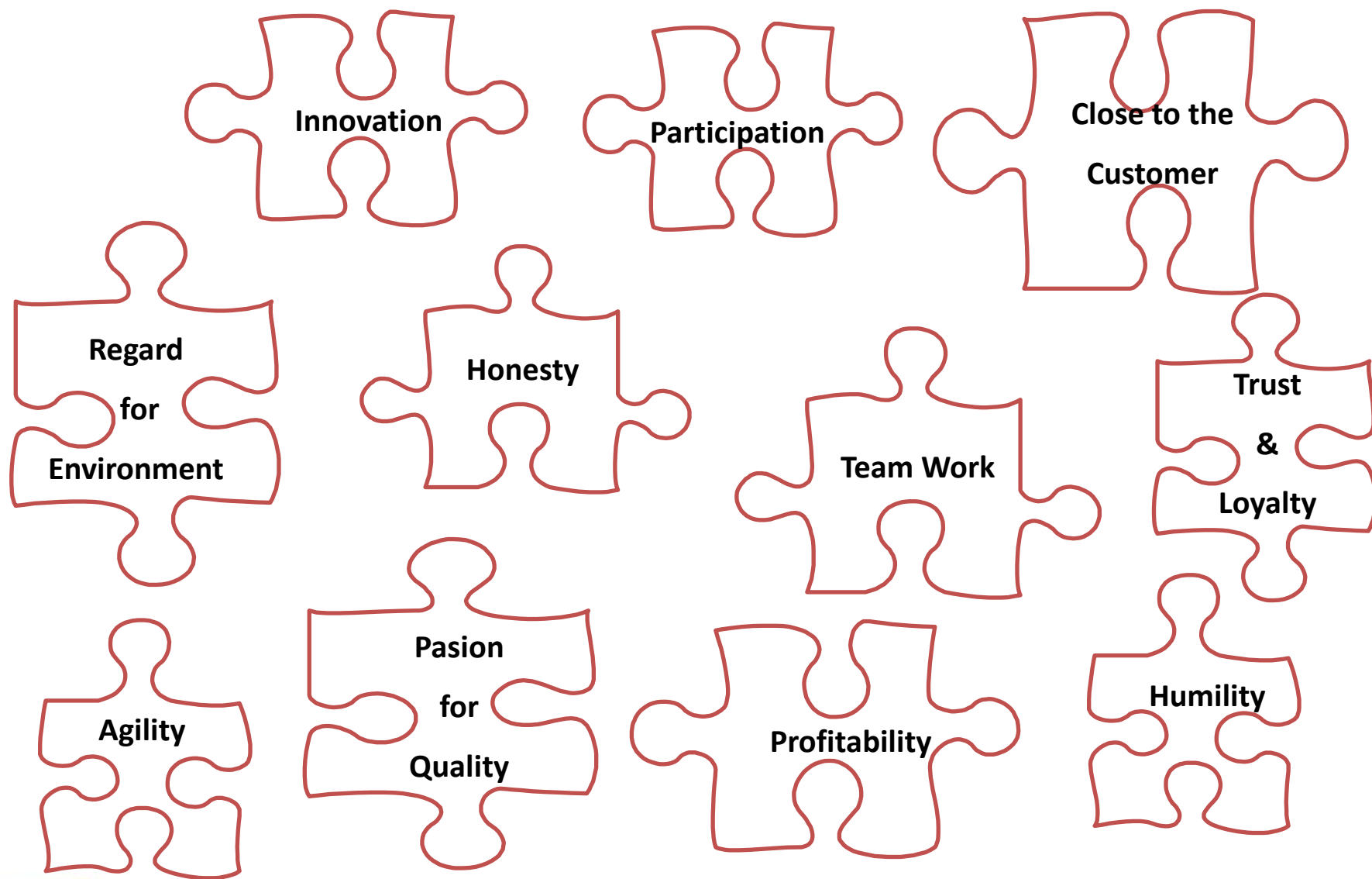
Torres Wineries



- ❖ To stay as an **independent, self-financed family company** while remaining a **global** player that aims to turn every **customer** into a **friend**.
- ❖ To be a **leader** in the premium **wine and brandy** business, by marketing products with clearly defined character, by constantly improving their **quality** and **design**, and by communicating the **"culture of wine."**
- ❖ To be concerned about contributing to the well-being of **our staff** and to the advancement of **society**, as well **conserving the environment**.







## 1. Independence



Because we are family owned, we re-invest 95% of the profits



## 2. Commitment to Innovation



$R + D = 2 \text{ million } \text{€} \text{ per year}$   
 $R + D + i = 3 \text{ million } \text{€} \text{ per year}$





### 3. Ecological Responsibility



TORRES & EARTH.

#### OUR COMMITMENT FOR 2020:

TO REDUCE THE OUTPUT OF CO<sub>2</sub> PER BOTTLE BY 30% WITH REGARD TO THE YEAR 2008



12,000 M<sup>2</sup> OF PHOTOVOLTAIC PANELS  
TO COVER ABOUT 10% OF OUR WINERY'S ELECTRICAL  
ENERGY REQUIREMENTS



2010-2012 BIOMASS AND COGENERATION PROJECT  
USE OF UPROOTED VINES, PRUNING CANES AND BY-PRODUCTS OF THE GRAPE HARVEST AS BIOMASS



FOREST MANAGEMENT OF 1,850 HA AND  
FOREST REPLANTATION



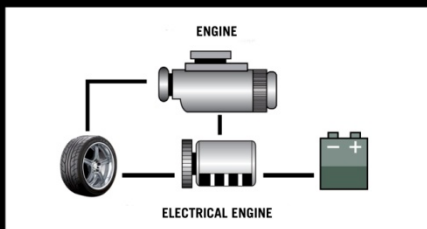
CARBON CAPTURE AND STORAGE (CCS) PROJECTS



BIOLOGICAL WASTEWATER TREATMENT PLANT WITH A CAPACITY OF 1,200 M<sup>3</sup>/DAY  
AND RAINWATER STORAGE FOR ITS SUBSEQUENT USE IN THE WINERY



MANAGEMENT OF OUR 2,000 HA OF VINEYARDS  
AND SEARCH FOR NEW SCENARIOS TO ADAPT THE VINES  
TO THE NEW CLIMATE REALITY



RENEWAL OF OUR FLEET OF  
WITH HYBRID POWER (44 VEHICLES)



WEIGHT REDUCTION  
OF BORDEAUX STYLE BOTTLES BY 400G



PARTICIPATION IN A WIND PARK PROMOTION TO GENERATE 2.8 MW  
OF ENERGY (60% OF THE WINERY'S ENERGY CONSUMPTION)



REDUCTION OF ENERGY CONSUMPTION  
USING ARCHITECTURAL SOLUTIONS: INSULATED STAINLESS STEEL  
TANKS AND UNDERGROUND WAREHOUSES



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# TORRES #11 Worldwide Wine Brand

**The Power 100**  
The World's Most  
Powerful Spirits &  
Wine Brands, **2012**

## MOST POWERFUL WINE BRANDS

Brand	Rank
· GALLO	1
· CONCHA Y TORO	2
· ROBERT MONDAVI	3
· HARDYS	4
· YELLOWTAIL	5
· BERINGER	6
· JACOB'S CREEK	7
· BLOSSOM HILL	8
· SUTTER HOME	9
· LINDEMANS	10
· <b>TORRES</b>	<b>11</b>
· INGLENOK	12
· KENDALL JACKSON	13
· WOLF BLASS	14

TORRES  
1<sup>st</sup> European Wine Brand  
11<sup>th</sup> Worldwide Wine Brand



# TORRES #1 European Wine Brand



# TORRES #1 Winery in Europe



## MOST ADMIRED WORLDWIDE WINE BRANDS

RANKING	BRAND	COUNTRY
1	CONCHA Y TORO	CHILE
2	<b>TORRES</b>	<b>SPAIN</b>
3	ANTINORI	ITALY
4	PENFOLDS	AUSTRALIA
5	JACOB'S CREEK	AUSTRALIA
6	KENDALL-JACKSON	USA
7	MICHEL CHAPOUTIER	FRANCE
8	GUIGAL	FRANCE
9	VEGA SICILIA	SPAIN
10	CHÂTEAU MARGAUX	FRANCE

## TOP EUROPEAN WINE BRANDS

RANKING	BRAND	COUNTRY
1	<b>TORRES</b>	<b>SPAIN</b>
2	ANTINORI	ITALY
3	MICHEL CHAPOUTIER	FRANCE
4	GUIGAL	FRANCE
5	VEGA SICILIA	SPAIN
6	CHÂTEAU MARGAUX	FRANCE
7	GEORGES DUBOEUF	FRANCE
8	JP CHENET	FRANCE
9	MARQUÉS DE RISCAL	SPAIN
10	CHÂTEAU CHEVAL BLANC	FRANCE

# TORRES #2 Winery Worldwide





## A Visionary Vintner, The Wall Street Journal 2011 – USA

The prestigious newspaper the Wall Street Journal recognizes the career of Mr. Miguel A. Torres. It focuses on his innovative vision for the future, which he has maintained at every moment of his life, as well as his commitment to quality wines.

Moreover, it highlights three products: Salmos 2009, Mas La Plana 2007 and Grans Muralles 2004.



## Most Innovative Vineyard or Cellar Tour, Wine Tourism Awards, Drinks International 2012 – UK

The Torres Visitor Center, with more than 100,000 visits each year, has received several recognitions that attest to its outstanding wine tourism opportunities and its commitment to the environment. Most recently, it received the prize for the Most Innovative Vineyard or Cellar Tour at the Worldwide Tourism Awards, granted by the prestigious publication Drinks International, a magazine with a 39-year history and a circulation of 50,000 monthly copies in 67 countries throughout the world.





## Keeping it in the family, The Times 2012 – UK

In its article, the well-known Times newspaper makes reference to the Primum Familiae Vini Association, of which Mr. Miguel A. Torres is a founding member. The philosophy of this exclusive association is based on absolute quality and commitment to the native soil, in order to guarantee the excellence of its wines.



## Miguel Torres: portrait of a living legend, In Vino Veritas 20<sup>th</sup> Anniversary Special Edition 2012 – Belgium

For his indisputable success, business sense and love for his products, the editorial staff of IVV recognized Mr. Miguel A. Torres as the person who has had the greatest impact on the world of wine during the last two decades.



### 3> An inconvenient truth for a Spanish winemaker, The Times 2012 – UK

In an article published on May 7, 2012, the Times includes a mention of Miguel Torres' commitment to addressing future climate change problems. Amongst the measures being adopted by Miguel Torres are land purchases in high mountain areas where it will be possible to grow grapevines within 30 years or the use of renewable energy sources to guarantee an adequate energy supply for the different wineries.



### 4> Primum Familiae Vini Lunch, Wine Anorak 2012 – Online Magazine

The subject of this review is the meal shared by the 11 families belonging to this select group of wine producers. The event concluded with a tasting in which Mas La Plana 2007 and Gran Coronas Mas La Plana Gran Reserva 1982 obtained 94 and 97 points, respectively. Both were among the wines with the highest scores.





## 2012 Lifetime Achievement, Wine Enthusiast 2012 – Special issue 2012

In this article, the prestigious magazine explains the vision of Miguel Torres in terms of how wine business should be seen nowadays.

It also talks about how has been the expansion of the company through its history to new markets.

Finally, it mentions the way that has been used to manage the company and how it will continue in the future.



**Reserva Real**

2006 Vintage	94 points	Wine Enthusiast 2010
	95 points	Robert Parker's Wine Advocate 2011
2007 Vintage	96 points	Robert Parker's Wine Advocate 2011
	Gold Medal	International Wine Challenge 2011
	Gold Medal	Challenge International du Vin 2011
2009 Vintage	Gold Medal	Challenge International du Vin 2012

**Grans Muralles**

2001 Vintage	93 points	Robert Parker's Wine Advocate 2011
2007 Vintage	95 points	Robert Parker's Wine Advocate 2011
2008 Vintage	91 points	Robert Parker's Wine Advocate 2011
	Gold Medal	Decanter World Wine Awards 2012
2009 Vintage	91 points	Robert Parker's Wine Advocate 2012

**Mas La Plana**

2006 Vintage	93 points	Wine Enthusiast 2010
2007 Vintage	93 points	Robert Parker's Wine Advocate 2011
2008 Vintage	90 points	Robert Parker's Wine Advocate 2012

**Milmanda**

2008 Vintage	91 points	Robert Parker's Wine Advocate 2011
	Gold Medal	Challenge International du Vin 2010
2010 Vintage	Gold Medal	International Wine Challenge 2012



**Perpetual**

2008 Vintage	Gold Medal	International Wine Challenge 2011
	94 points	Robert Parker's Wine Advocate 2011
	Gold Medal	International Wine Challenge 2011
	Best Old World Red Wine	Japan Wine Challenge 2011
	Gold Medal	Japan Wine Challenge 2011
	Gold Medal	Mundus Vini 2011
2009 Vintage	Gold Medal	Japan Wine Challenge 2012
	Best Spanish Wine	Japan Wine Challenge 2012
	Best Old World Red Wine	Japan Wine Challenge 2012

**Salmos**

2008 Vintage	92 points	Robert Parker's Wine Advocate 2011
	Gold Medal	Decanter World Wine Awards 2011
2009 Vintage	90 points	Wine Enthusiast 2011
2010 Vintage	Gold Medal	International Wine Challenge 2012
	Gold Medal	Japan Wine Challenge 2012
	Gold Medal	Mundus Vini 2012

**Celeste Crianza**

2005 Vintage	91+ points	Robert Parker's Wine Advocate 2011
2009 Vintage	90-93 points	Robert Parker's Wine Advocate 2011

**Fransola**

2009 Vintage	Gold Medal	Mondial du Sauvignon 2010
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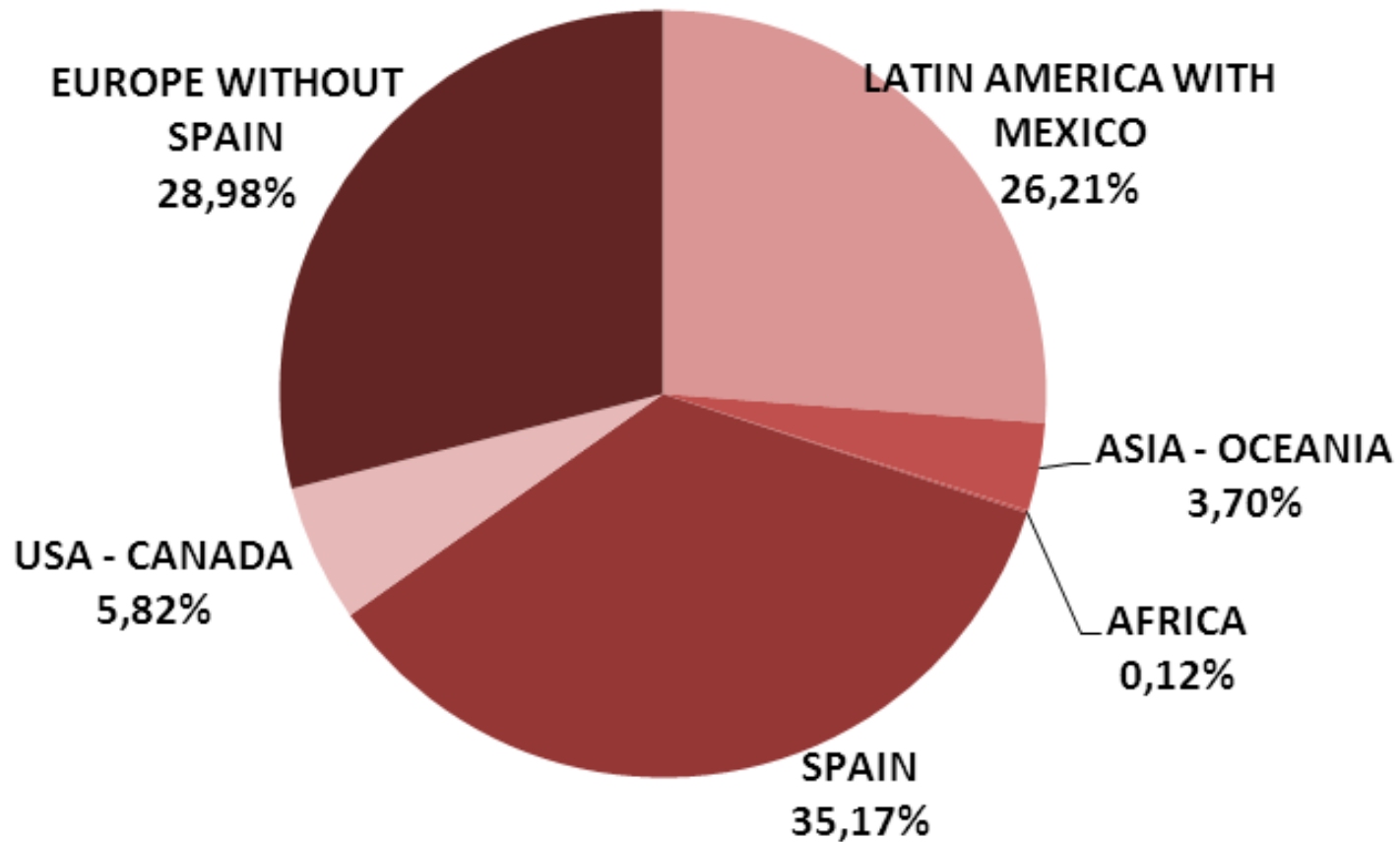




**PRODUCTS EXPORTED TO  
160 COUNTRIES  
WORLDWIDE**



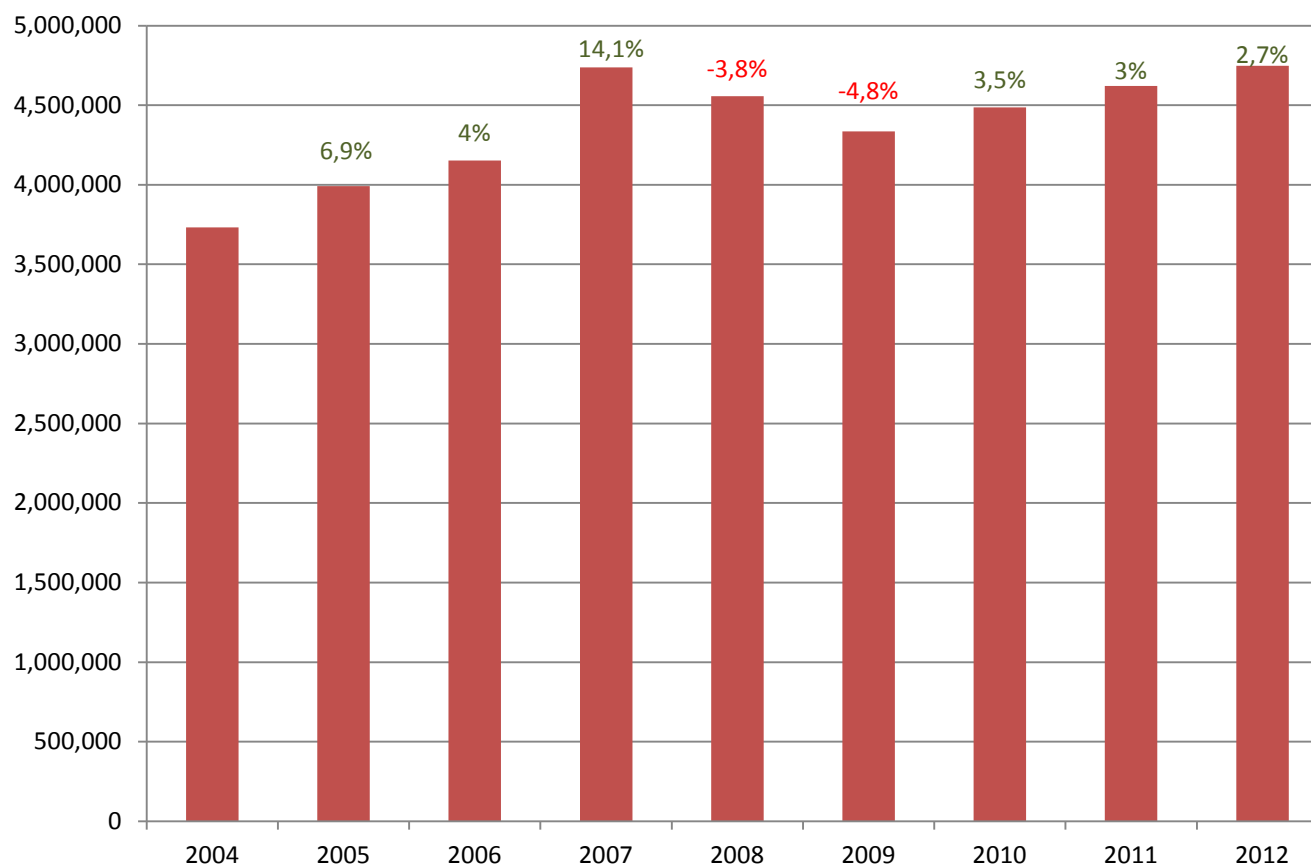




Source: BW – Decembre 2012



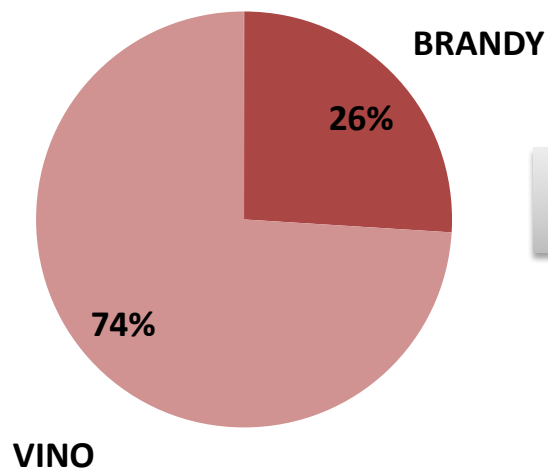
## Wine and Brandy (CST)



Source: BW – Diciembre 2012



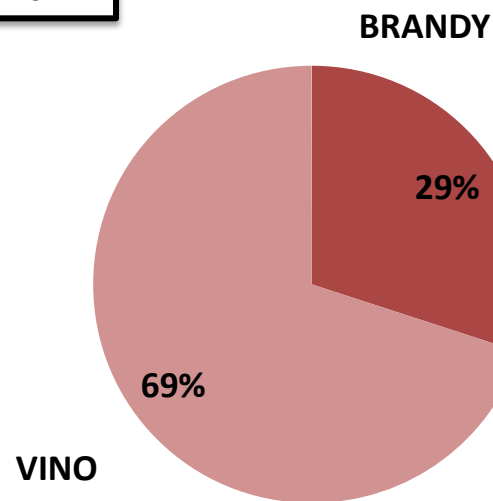
2006



VOLUMEN  
(CST)



2012



VOLUMEN  
(CST)



Source: BW – Decembre 2012

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**Torres Wineries**








\* Qualified Appellation of Origin

 Appellation of Origin  
where Torres produces wine.

 Appellation of Origin  
where Torres has properties.



Icon Wines



Noble and Reserva Wines



Traditional Wines



Unique Brandies



JAIME I.



Gran Reserva Brandies



TORRES.



Reserva Brandies and Dessert



TORRES.



*Floralis.*  
MOSCATEL ORO







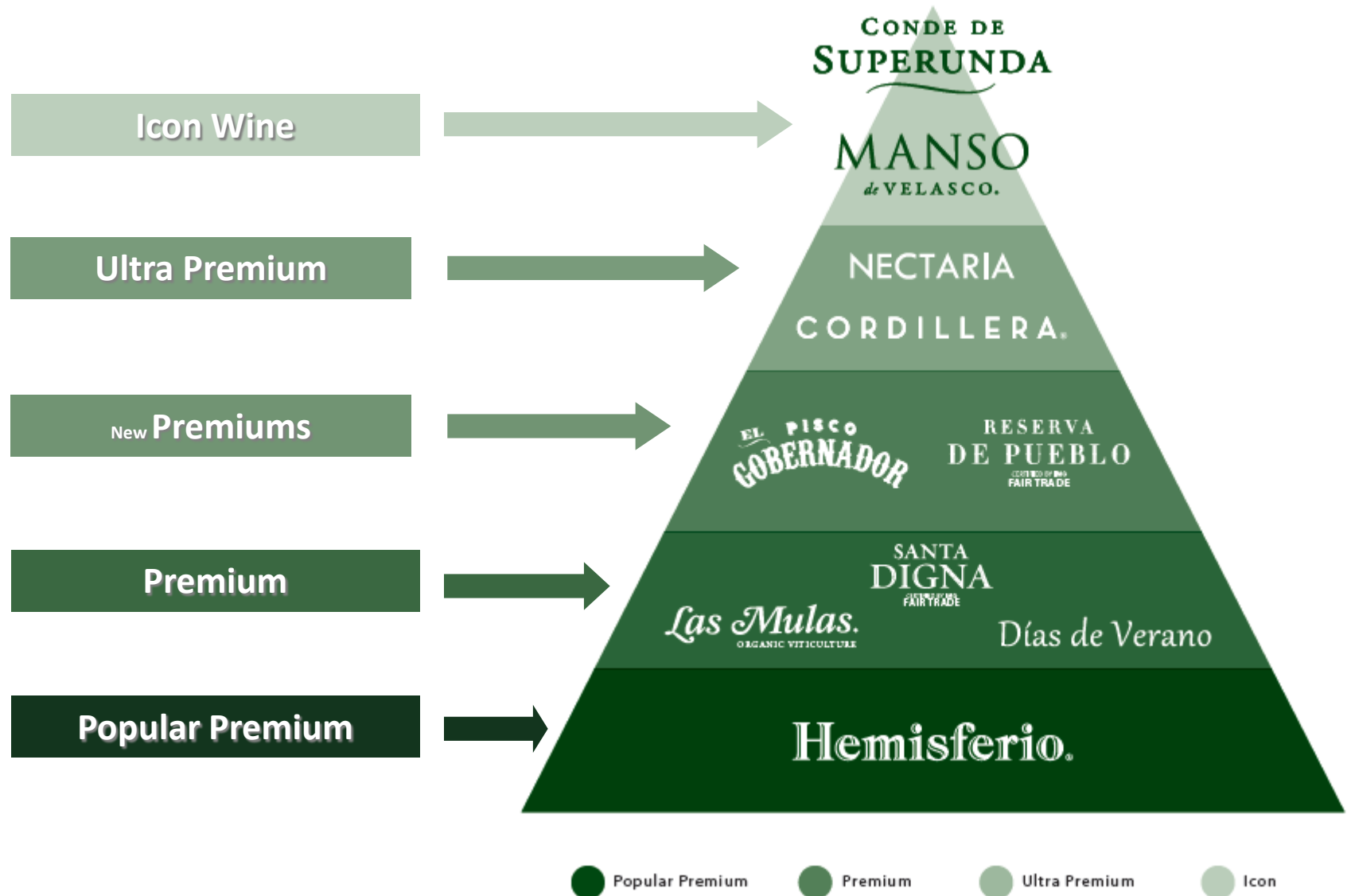
MIGUEL TORRES

*Pioneer in Chile since 1979*

Miguel Torres - Chile













Icon Single Vineyard Wines



**CRISTINA**  
PINOT NOIR  
Don Miguel Vineyard

**DOBLES LÍAS**  
CHARDONNAY  
Don Miguel Vineyard

Premium Single Vineyard Wines



**LA MASÍA**  
PINOT NOIR  
Don Miguel Vineyard

**MAS CAVALLS**  
PINOT NOIR  
Doña Margarita Vineyard

**ACERO**  
CHARDONNAY  
Don Miguel Vineyard

**LA MASÍA**  
CHARDONNAY  
Don Miguel Vineyard





JEAN LEON®







Icon Single Vineyard Wine



**JEAN LEON**

*Vinya La Scala*  
GRAN RESERVA

Reserve Single Vineyard Wines



**JEAN LEON**

*Vinya Le Havre*  
RESERVA

**JEAN LEON JEAN LEON**

*Vinya Palau*

*Vinya Gigi*

3055 New Range of Wines



**JEAN LEON JEAN LEON**

3055  
CHARDONNAY

3055  
MERLOT



КОМИТЕТ ПО ДЕЛАМ ИЗОБРЕТЕНИЙ И ОТКРЫТИЙ  
при СОВЕТЕ МИНИСТРОВ СССР

Москва, Центр, М. Черкасский пер., 2/6

Телефон К 4-10-00 доб. 2-25

№ 63162/50тв

24 октября 1972 г.

## СПРАВКА

о приеме к рассмотрению заявки на выдачу свидетельства на  
товарный знак

Выдана Комитетом по делам изобретений и открытий при Совете Министров СССР

0806-8697/72

в том, что 12 октября 1972 г. в Комитет поступила заявка на выдачу  
свидетельства на товарный знак на имя Мигель ТОРРЕС КАРБО, Виллафранка де-  
Пенедес /пров. Барселона/, Испания

Рассмотрение заявки производится в течение 6-ти месяцев со дня ее поступления в Комитет.

справка удостоверяет лишь сличение с рассмотренной  
заявкой на товарный знак



НАЧАЛЬНИК ОТДЕЛА

*Murya*  
Н. Мурья

д. Харьков. Фил. пред. «Патент», 1970 г., з. 413/1524-5000





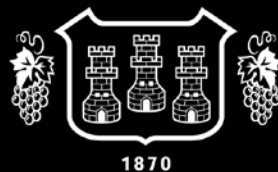
## SHIPMENTS EXPORT DESDE VILA FRANGA 1993-2012

16/01/2013

			TMP-Año																						
			CST	CST	CST	CST	CST	CST	CST	CST	CST	CST	CST	CST	CST	CST	CST	CST	CST	CST	CST	CST	CST	CST	CST
EO-Grupo de vendedores	PR-CLAU.1	PR-Grupo	PR-Grupo artículos	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012		
RUSIA-SVAROG	Chile	CHVINO	SANTA DIGNA RESERVA GEWURZTRAMINER															60	28						
RUSIA-SVAROG	Chile	CHVINO	SANTA DIGNA RESERVA MERLOT											242	385	125	215	225	70	155					
RUSIA-SVAROG	Chile	CHVINO	SANTA DIGNA RESERVA SAUVIGNON BLANC				102	130	205		165	465	125	625	675	476	470	430	100	165	40				
RUSIA-SVAROG	Chile	CHVINO	SANTA DIGNA RESERVA SYRAH														50		30	10					
RUSIA-SVAROG	Chile	CHVINO	VENDIMIA TARDIA											0		1	8	2	1	9					
RUSIA-SVAROG	Chile	CHBRUT	BRUT M.TORRES			30													0						
RUSIA-SVAROG	Jean Leon	JLEON	JEAN LEON VINYA GIGI CHARDONNAY								14	29	12	27	30	34	33	30	15						
RUSIA-SVAROG	Jean Leon	JLEON	JEAN LEON VINYA LA SCALA CAB. SAUV. GRAN RESERVA										19	47	11	34	23	25							
RUSIA-SVAROG	Jean Leon	JLEON	JEAN LEON VINYA LE HAVRE CAB. SAUV. RESERVA				10	85	30	75	105	128	70	70	48	51	50	45							
RUSIA-SVAROG	Jean Leon	JLEON	JEAN LEON VINYA PALAU MERLOT								24	40	3	10	21	8	25	15							
RUSIA-SVAROG	Jean Leon	JLEON	JEAN LEON ZEMIS												2			4							
RUSIA-SVAROG	Jean Leon	JLEON	TERRASOLA CHARDONNAY												28	10	23	30							
RUSIA-SVAROG	Jean Leon	JLEON	TERRASOLA SYRAH												28	10	25	30	10						
RUSIA-SVAROG	Alimentación	VINAGR	VINAGRE CABERNET SAUVIGNON															10	7						
RUSIA-SVAROG	Alimentación	ACEITE	ACEITE EXTRA VIRGEN AL BOLETUS															15	7						
RUSIA-SVAROG	Alimentación	ACEITE	ACEITE OLIVA VIRGEN EXTRA															38	20						
RUSIA-SVAROG	Alimentación	ACTNAS	ACEITUNA MANZANILLA															7	22						
RUSIA-SVAROG	Alimentación	ACTNAS	ACEITUNA ARBEQUINA SELECTA															12	10						
RUSIA-SVAROG	MTE	MAREST	MARIVAR ESTATE LA MASIA CHARDONNAY DMI				127	30					21		1		0	10							
RUSIA-SVAROG	MTE	MAREST	MARIVAR ESTATE LA MASIA PINOT NOIR DMI				40						22		5	2	5								



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2013