

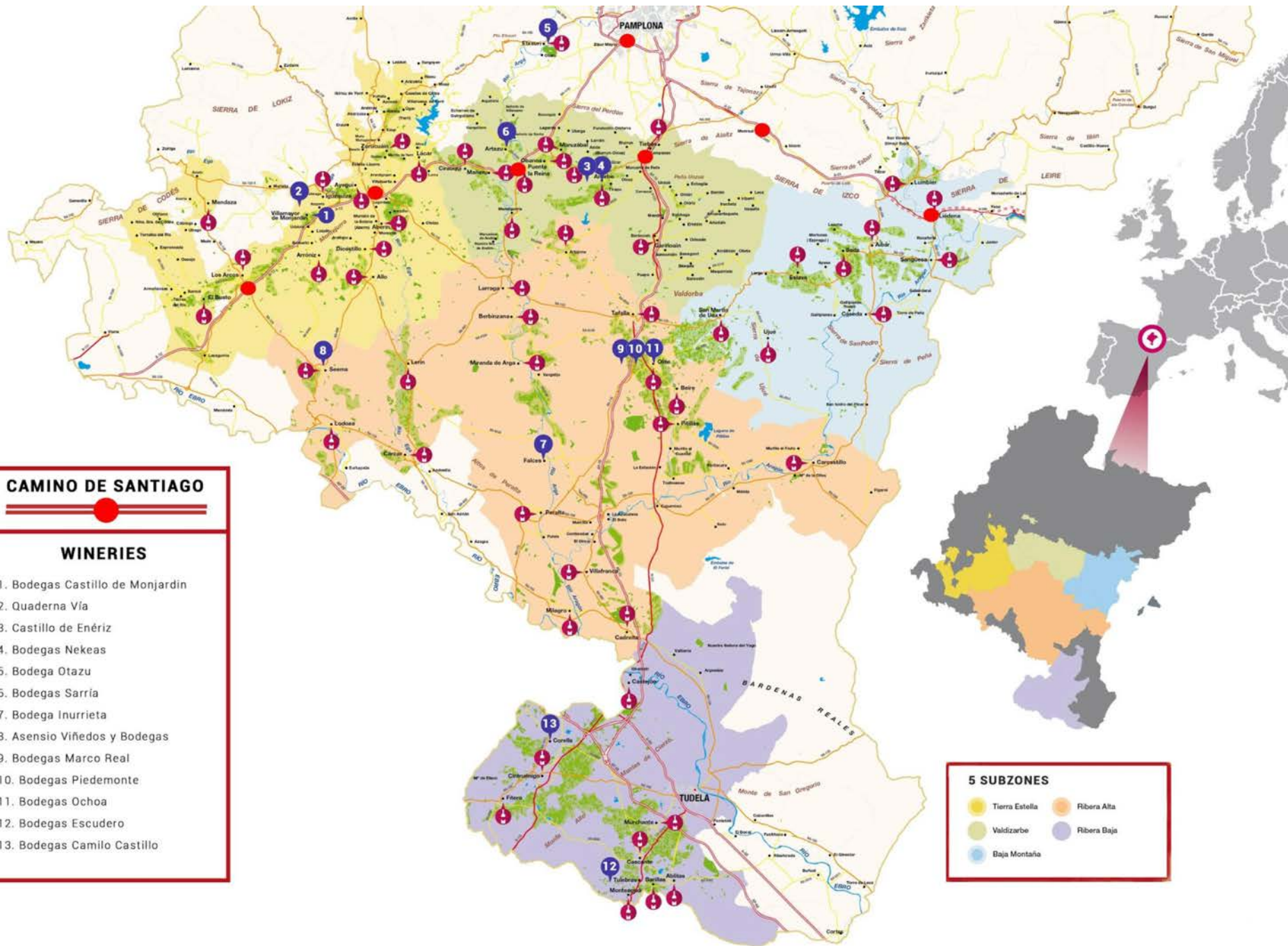


DISCOVER NAVARRA

SPAIN'S BEST KEPT SECRET

2018 General Presentation
Prepared by April Cullom





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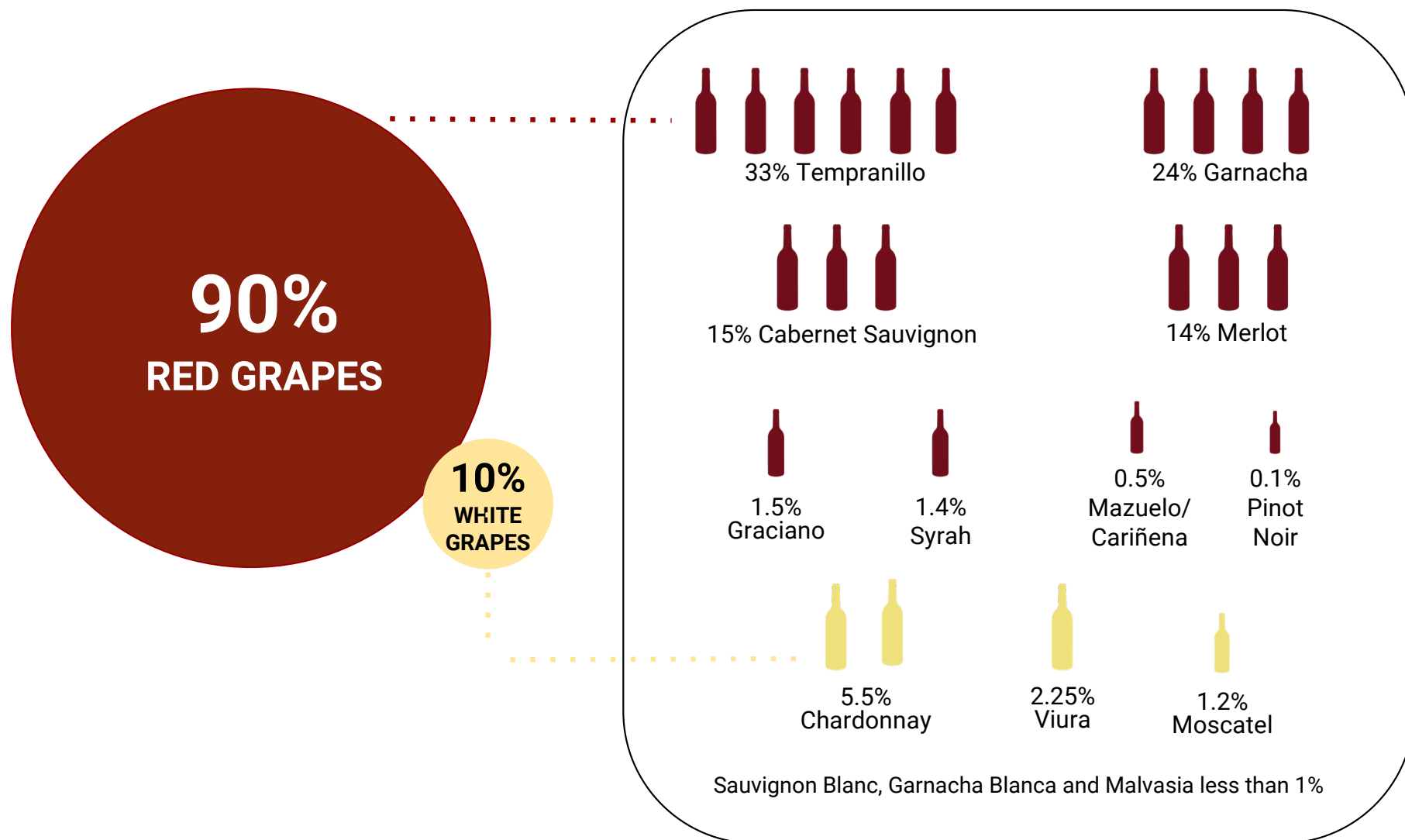
NAVARRA AT A GLANCE

- **LOCATION:** Northern Spain, vineyards can be found from the foothills of the Pyrenees Mountains, outside of Pamplona along the *Camino de Santiago* (Pilgrimage Route of St. James), one hour south to the Bardenas Reales Desert.
- **HISTORY:** 300 years of historical ties with France and the monks who traveled along the *Camino de Santiago* help explain the expansion of vineyards and introduction of French varietals.
- **VARIETY OF STYLES – DIVERSITY IN TERROIR:** three climates diverse terroir, altitude and landscapes result in a range of wine profiles.
- **FOOD-FRIENDLY WINES:** well-balanced, elegantly expressive wines with proper levels of acidity and alcohol make these wines easy to accompany a variety of dishes, from tapas to a 5-course meal.

D.O. NAVARRA FACTS

- Among the oldest Spanish wine D.O.s, created in 1933
- **28,417 acres**, 1.2% of Spain's total vineyard surface
- **50 million liters** produced per year (roughly 5.4 million cases)
- Average output of **40 -45 Hl/Ha** (roughly 3 tons per acre)
- **2,500** growers and **90** wineries

D.O. NAVARRA VARIETALS & TYPES OF WINES



D.O. NAVARRA PRODUCTION



RED WINE

63%

Navarra blend varietals



ROSE WINE

25%

Saignée Method only



WHITE WINE

11%

Oaked and unoaked



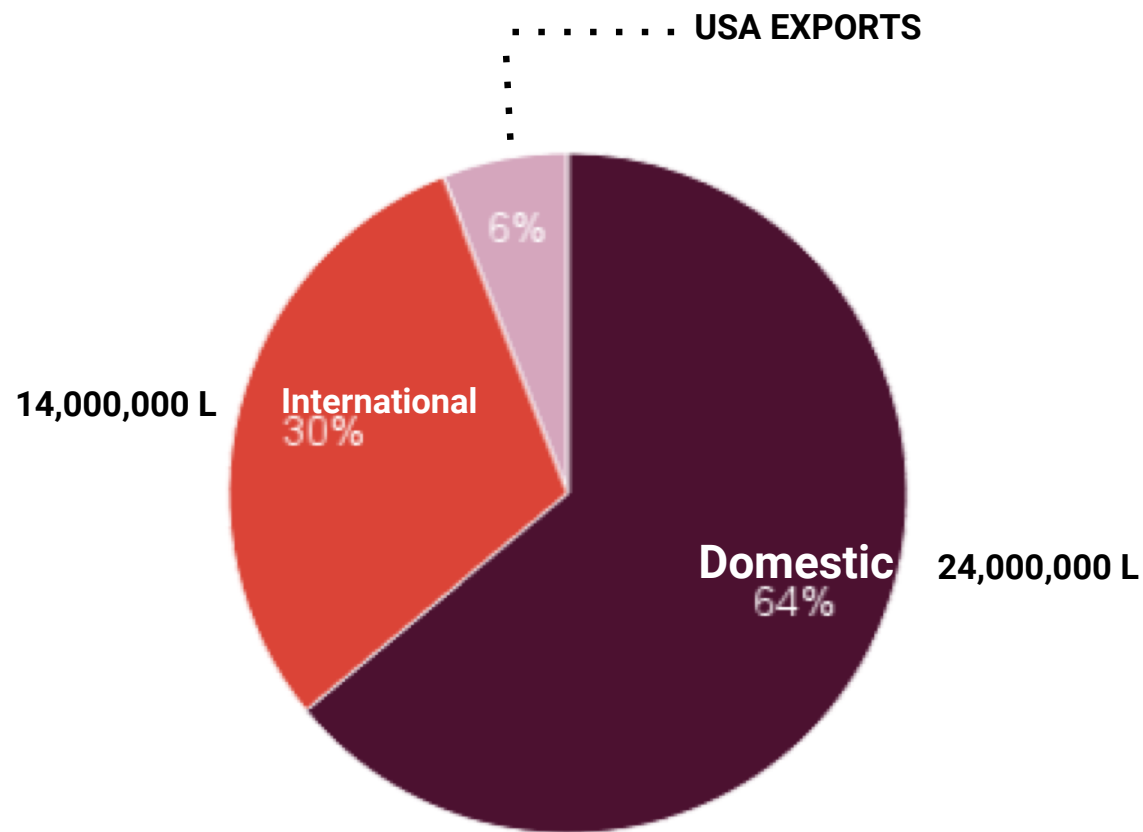
SWEET WINE

>1%

**Traditional aged, Late
harvest**

D.O. NAVARRA

SALES & MARKETS



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VINOS D.O.
NAVARRA

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D.O. NAVARRA

Back Labels & Classifications

Cosecha: young wines, latest vintage; no oak

Dulce Natural: naturally sweet wines

Tinto Roble: red wines with a minimum of 3 months in barrel

Crianza: 2 years aging, minimum 9 months in barrel

Reserva: 5 years aging, minimum 12 months in barrel

Gran Reserva: 5 years aging, minimum 18 months in barrel



Vintage: young wines



Natural Sweet: sweet wines with special characteristics



Oaked reds: minimum 90 days in barrel



Crianza: 24 months ageing:
(9 months in barrel)



Reserva: 60 months ageing: 12 in barrel, the remaining time in bottle



Gran Reserva: 60 months ageing: minimum 18 months in barrel, the remaining time in bottle

NAVARRA AT THE CROSSROADS OF THE CAMINO



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VINOS D.O.
NAVARRA

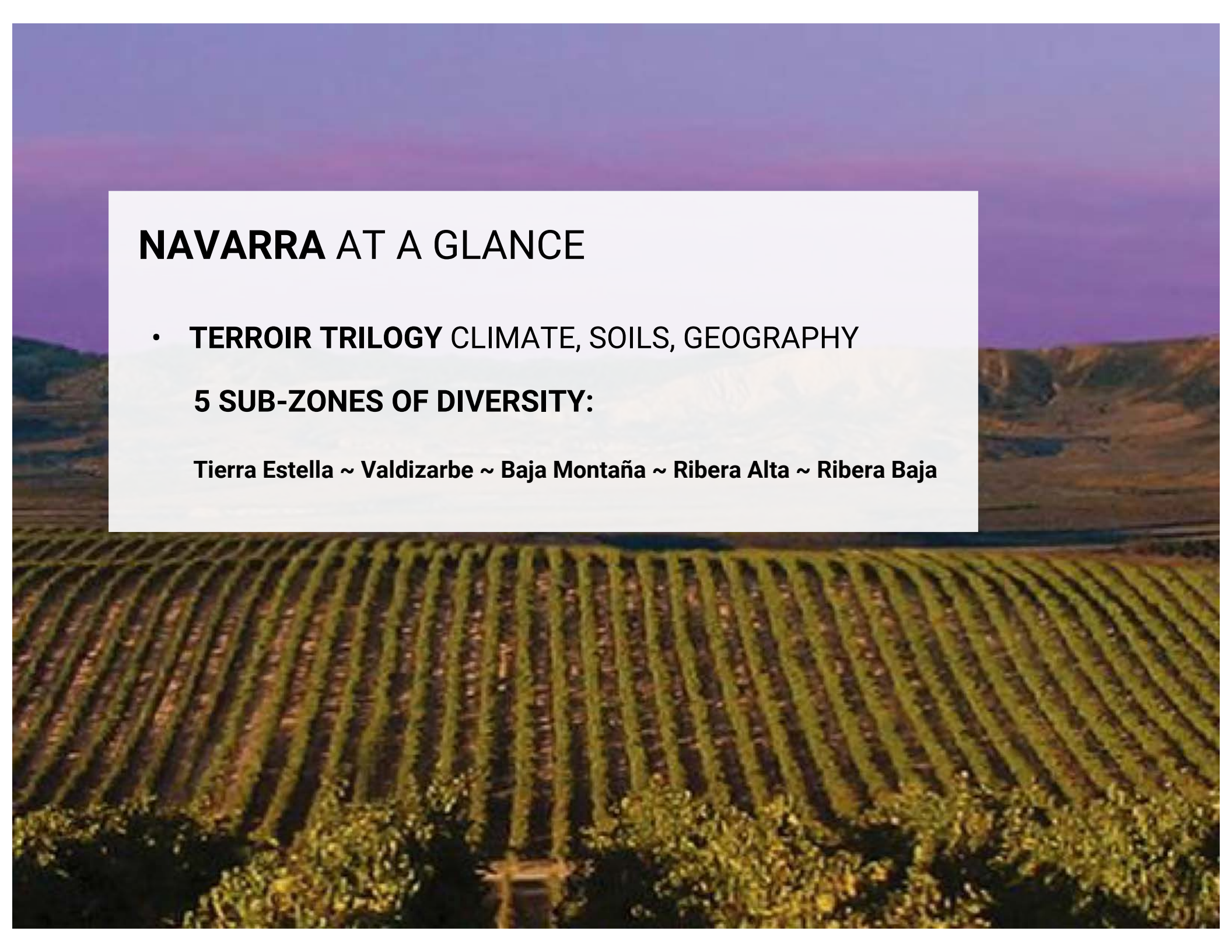
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NAVARRA AT A GLANCE

- **TERROIR TRILOGY** CLIMATE, SOILS, GEOGRAPHY

5 SUB-ZONES OF DIVERSITY:

Tierra Estella ~ Valdizarbe ~ Baja Montaña ~ Ribera Alta ~ Ribera Baja



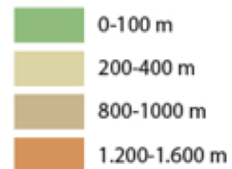
SAN SEBASTIÁN – 1 HOUR

PAÍS VASCO

60 miles

**CASTILLA
Y LEÓN**

LA RIOJA



MADRID – 4 HOURS

FRANCIA

PAMPLONA

Estella

ARGA

Tafalla

Olite

ARAGÓN

Sangüesa

ARAGÓN

Tudela

EBRO

80 miles

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VINOS D.O.
NAVARRA

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CANTABRIA

FRANCIA

ATLANTIC

PAÍS VASCO

CONTINENTAL

CASTILLA
Y LEÓN

LA RIOJA

NAVARRA AT A GLANCE

Three Climates, One Region

Altitude: 800 – 1000 meter in the North, 200 – 400 meter in the South

Soils: Marl, Loamy-clay, Gravel, Alluvial, Limestone, Sand

Rainfall: 454 – 760 mm in the North, 361 – 384 in the South

PAMPLONA

Estella

ARGA

Tafalla

Olite

ARAGÓN

Sangüesa

MEDITERRANEAN

ARAGÓN

Tudela

EBRO

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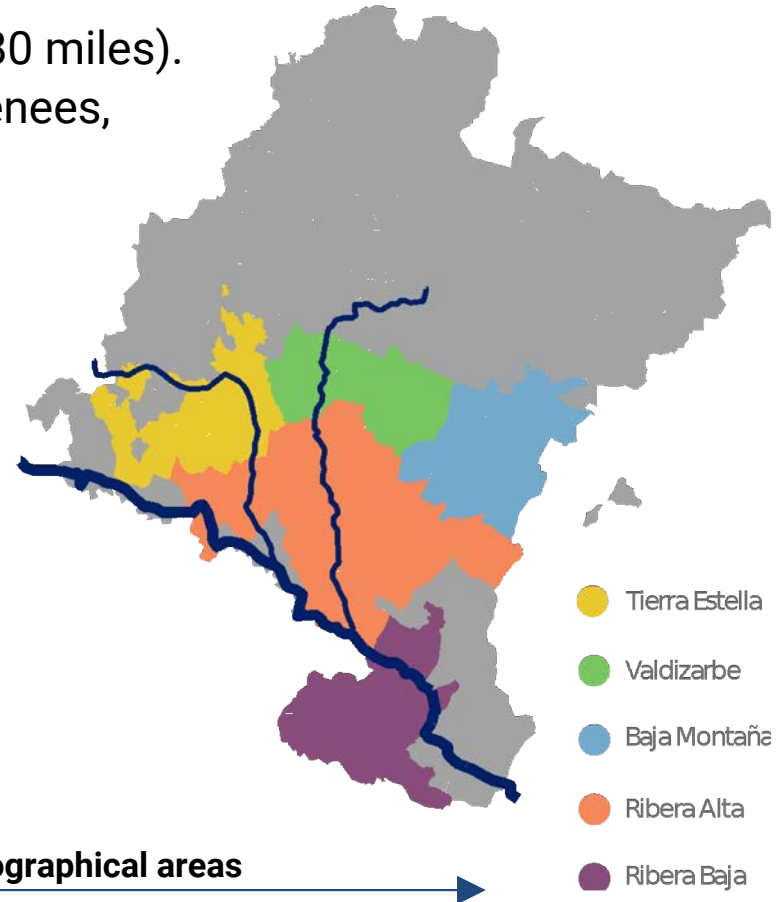


VINOS D.O.
NAVARRA

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5 SUB-ZONES OF DIVERSITY

- From south of Pamplona to the Ebro valley (80 miles).
- Protected by different mountain ranges (Pyrenees, Ibérica)
- Multiple altitudes (750 m-300 mm)
- Triple climate influence
 - Atlantic (north)
 - Continental (center)
 - Mediterranean (south)
- Varied type of soils
 - Clay
 - Limestone
 - Pebble



TIERRA ESTELLA



Located in the Northwest, boarding the Basque Country and La Rioja, along the “Way of Saint James”. Pronounced hilly landscape with mountain ranges to the north, highest average altitude and notable Atlantic influence.

Main varieties: Tempranillo, Cabernet Sauvignon, and Chardonnay.

Soils: heavy clay, marl, loam, gravel and sand

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VALDIZARBE



Located in north central portion of the region in the heartland of the “Way of Saint James”, mountain ranges to the west and north, the Arga River runs through the area forming a landscape of gentle hills and valleys. This is the most humid area.

Atlantic climate influence.

Main varieties: Tempranillo, Garnacha, Cabernet Sauvignon, Merlot, and Chardonnay

Soils: marl, loam, alluvial

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BAJA MONTAÑA



Located in the northeastern area, at the foothills of the Pyrenees Mountains marked by a pronounced relief and abundant mountain scrub. Many Rosados come from here.

Atlantic climate influence.

Main varieties: Garnacha and Tempranillo

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RIBERA ALTA



This sub-zone forms the heart of Navarra. The Rio Ega flows through the middle and at the center is the medieval town of Olite where the headquarters of the D.O. are located.

Continental climate transitioning from Atlantic to Mediterranean climate. Gentle landscape with high terraces. Warmer area compared to the northern zones with less rainfall.

Main varieties: Tempranillo, Graciano, Chardonnay, Moscatel de Grano Menudo

Soils: loamy-clay, marl, sand and limestone

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RIBERA BAJA



This is the most southern area near the town of Tudela, in the Ebro valley with the Moncayo mountain range to the south and the Bardenas Reales desert 15 miles to the east.

Mediterranean influenced climate - the warmest of the zones with less rainfall, wines produced tend to be full-bodied.

Main varieties: Tempranillo, Garnacha, Viura and Moscatel

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