



KIR·YIANNI

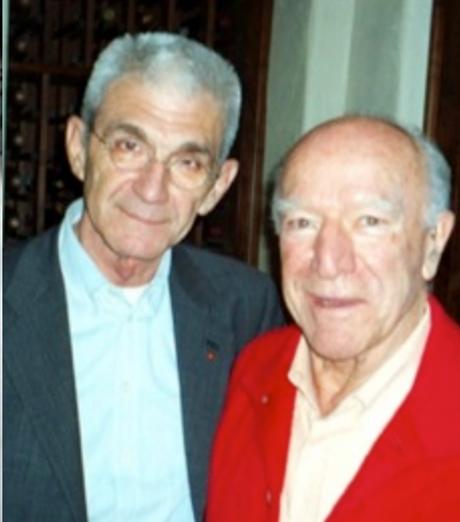
January 2016

Kir-Yianni Boutaris: The Patriarch of Greek wine

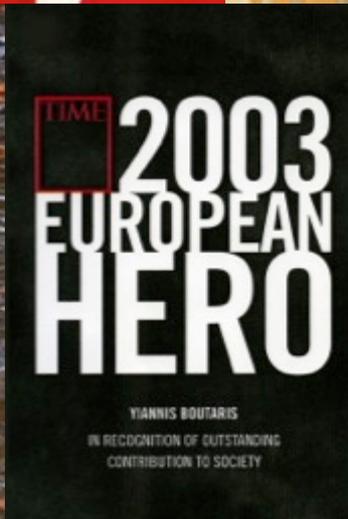




winemaker



activist



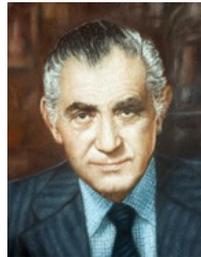
political leader



Advancing a 136 years old family wine business



KIR·YIANNI



ماڻي بوتاري وشرڪاسي

I. ΜΠΟΥΤΑΡΗΣ & Σ^A

J. BOUTARI & C^{IE}











Today, Kir-Yianni is one of the top-5 wineries in Greece



Greece



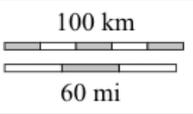
Greek wine



Authenticity & food friendliness, based on unique heritage,
unspoiled nature and modern lifestyle



© d-maps.com



Naoussa is the leading red wine appellation of Greece:
Complexity, Structure, Character



Kir-Yianni's spectacular 55ha Estate (Ktima) and winery in Naoussa





Naoussa is the key appellation for Xinomavro, the noblest of the Greek reds



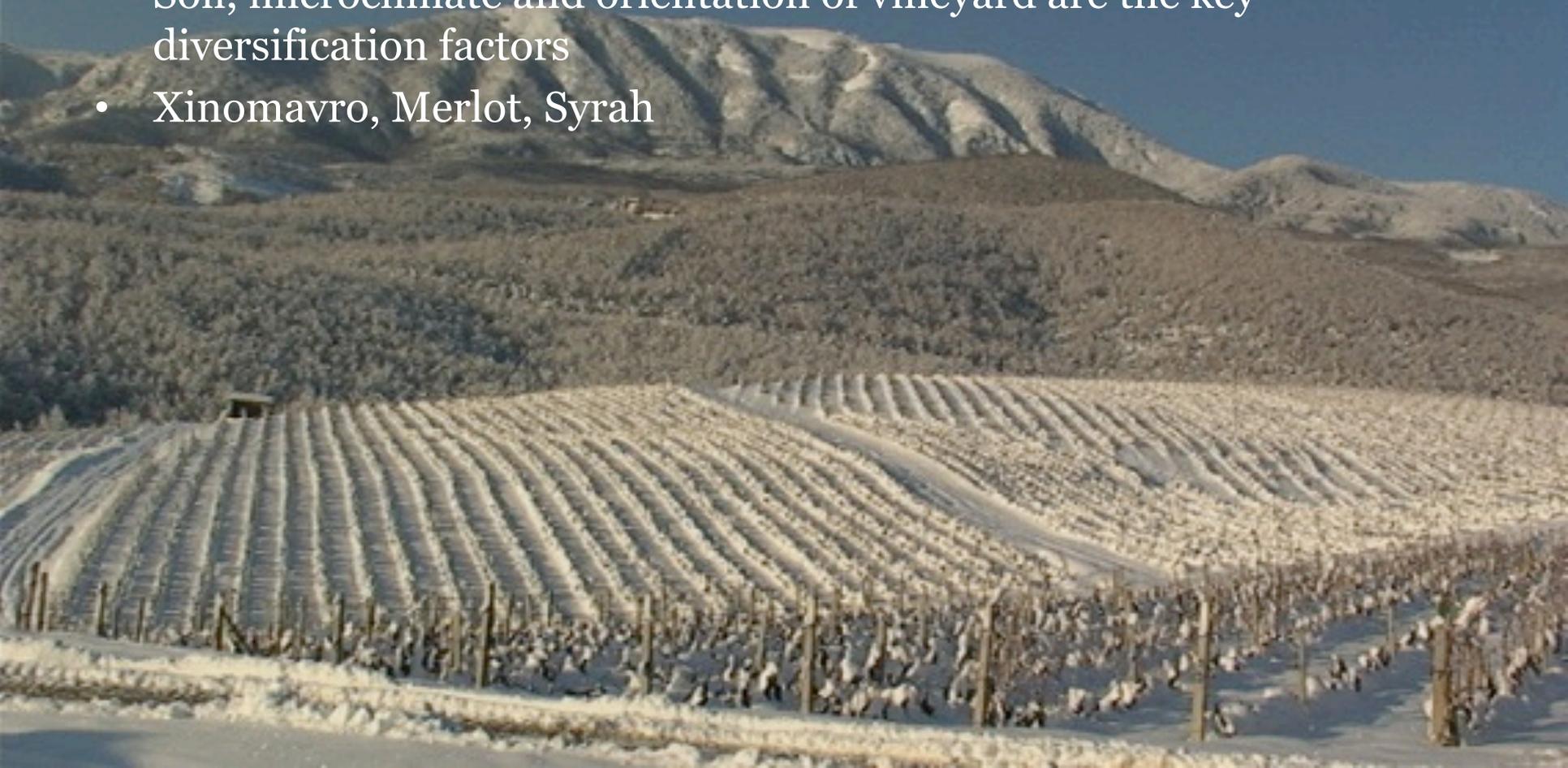


Xinomavro

High in acidity (*Xino-*, acid), rich in phenols, with a deep, black colour (*-mavro*, black) and powerful tannins, great aging potential, with time it is endowed with complexity and a Barolo-like structure.

Naoussa terroir

- SE of Mount Vermion
- Cold mediterranean climate, 100-300 m altitude, “heavy” soils
- Soil, microclimate and orientation of vineyard are the key diversification factors
- Xinomavro, Merlot, Syrah

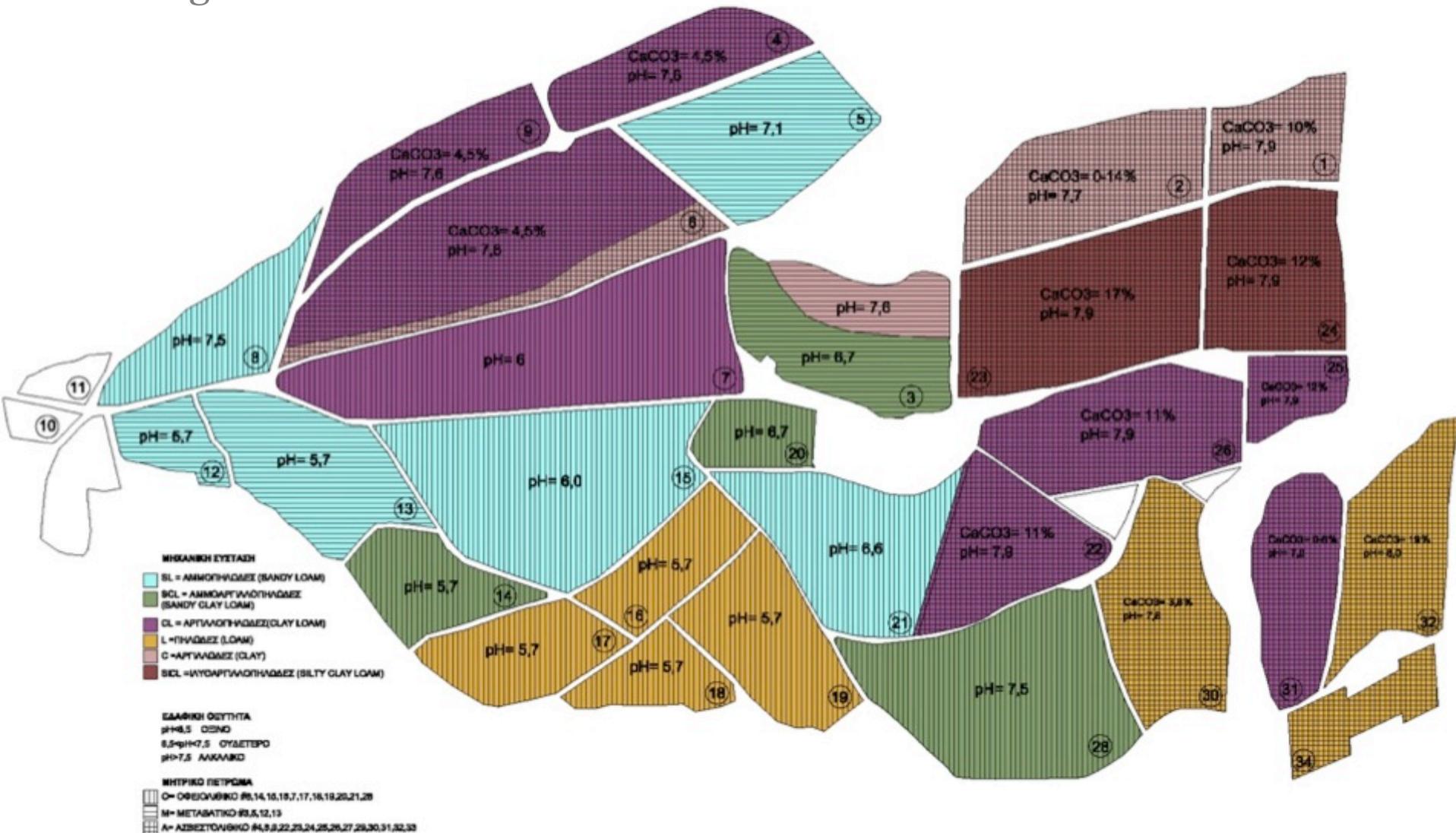




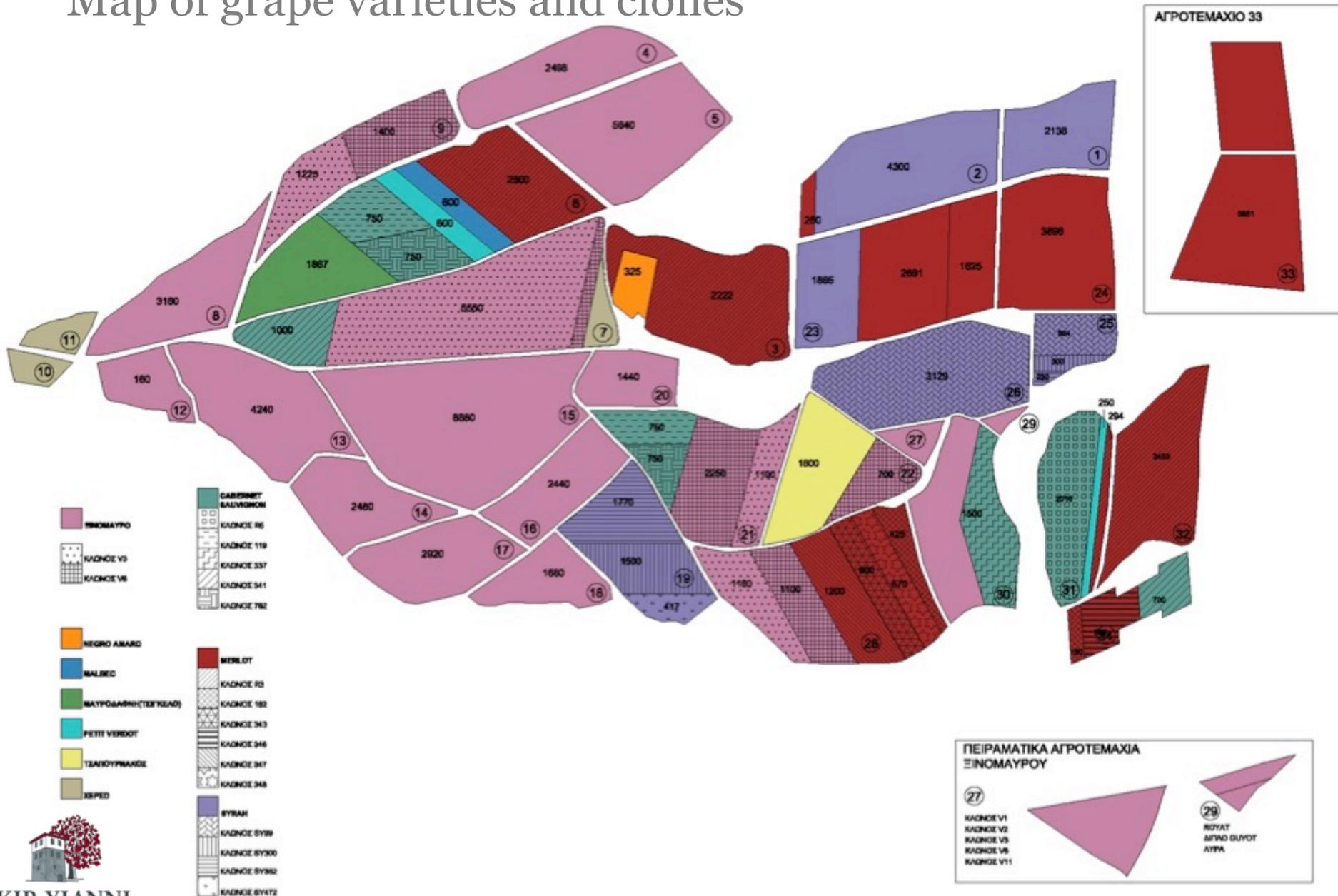




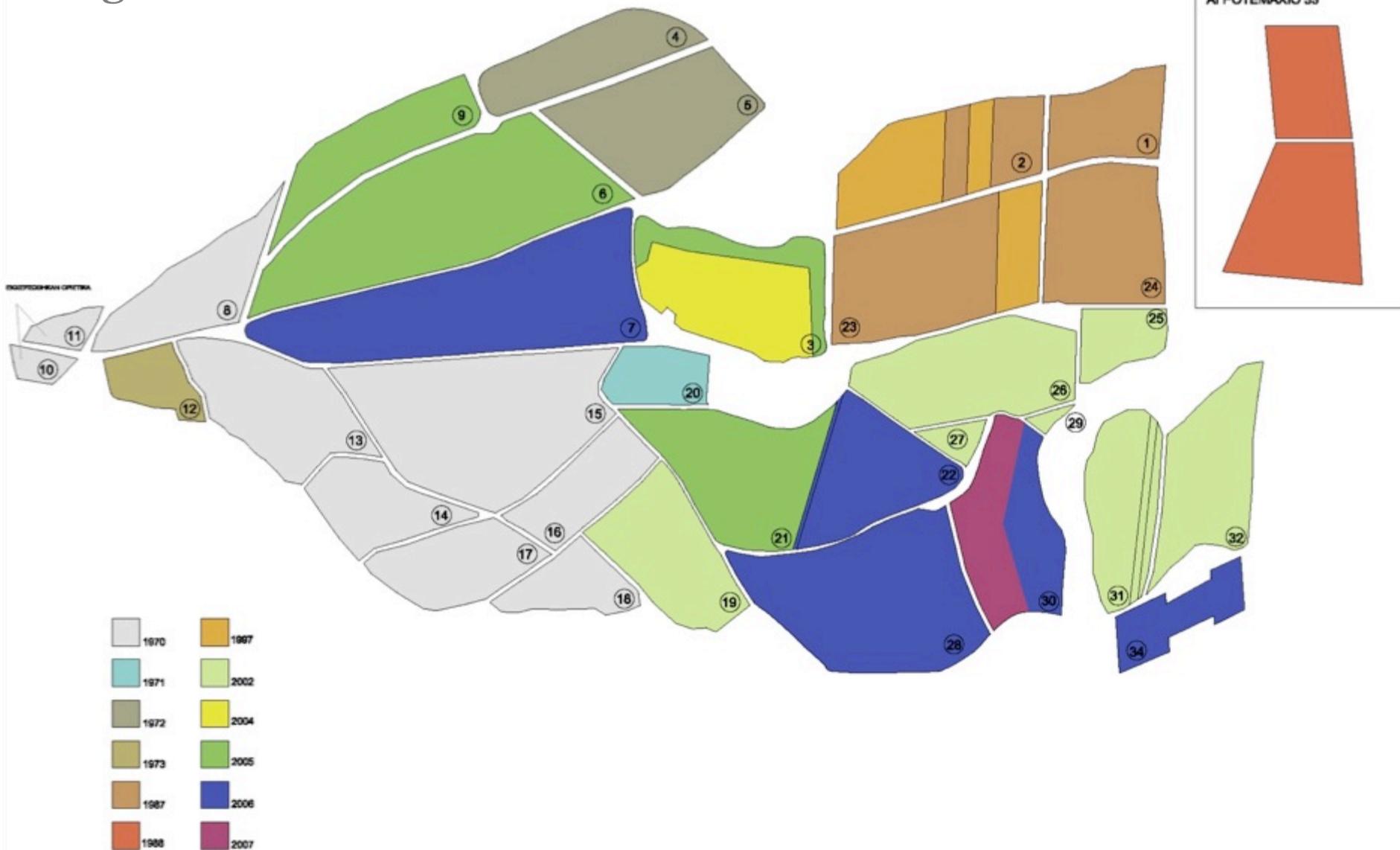
The Kir-Yianni Ktima in Naoussa is divided into 40 blocks, which are planted depending on their soil and orientation and are individually managed



Map of grape varieties and clones



Age of vines







Amyndeon is the coldest winemaking region in Greece at 700m altitude: Elegance, Aromas, Freshness

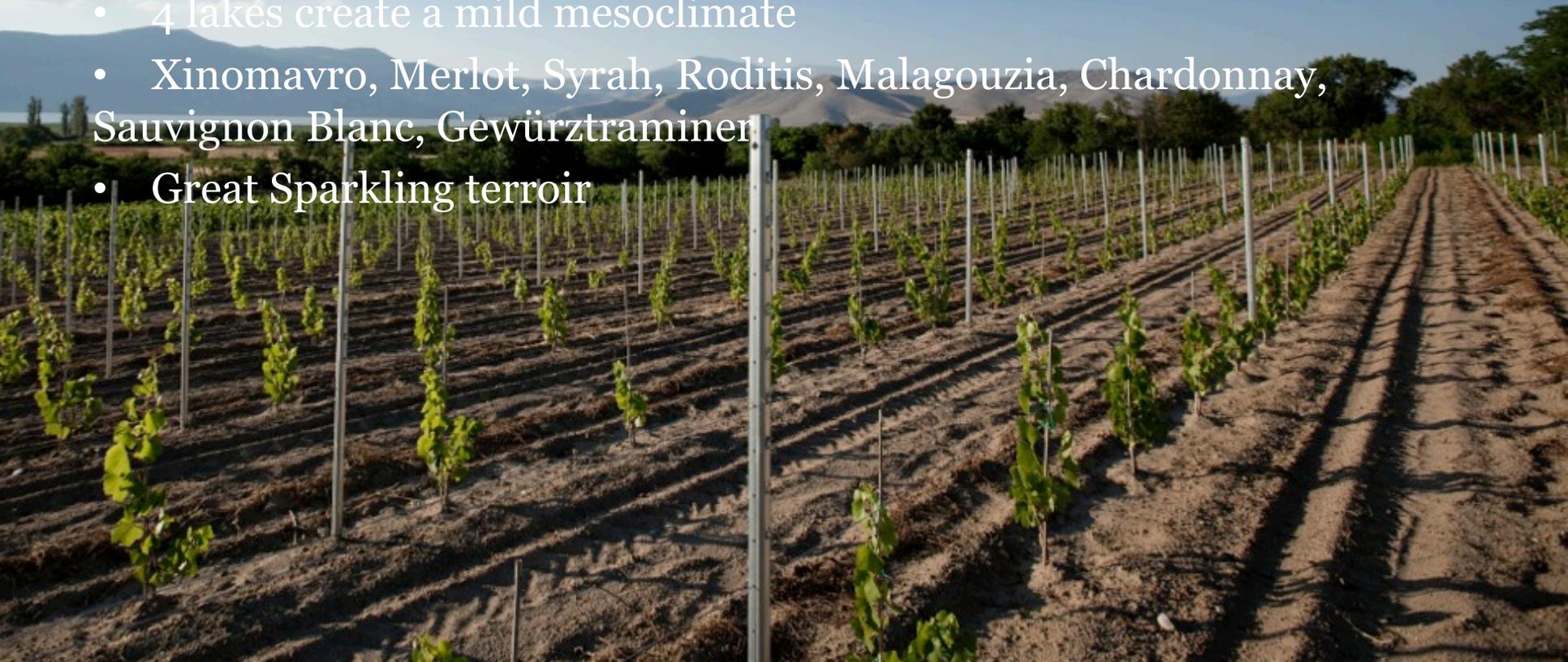






Amyndeon terroir – Cold climate wines

- NW of Mount Vermion
- Continental climate, 700 m altitude, “light”, sandy soils
- Great diurnal temperature variations
- The coldest winemaking zone of Greece
- 4 lakes create a mild mesoclimate
- Xinomavro, Merlot, Syrah, Roditis, Malagouzia, Chardonnay, Sauvignon Blanc, Gewürztraminer
- Great Sparkling terroir









First to realise the potential of Amyndeon since 1990 –
20ha of the best sites under vine
- Samaropetra vineyard



- Droumo Vineyard





5 Generations devoted to Xinomavro,
one of the rarest noble red grape varieties

Mihalis Boutaris planting Xinomavro in Tianshui, Gansu, China



Matching tradition with modern viticulture and winemaking techniques

- Single block management
- Precision harvesting
- Strict selection on the vine and on the double sorting table
- Separate vinification of the different blocks
- Cold soak
- Pigeage
- Meticulous wood treatment

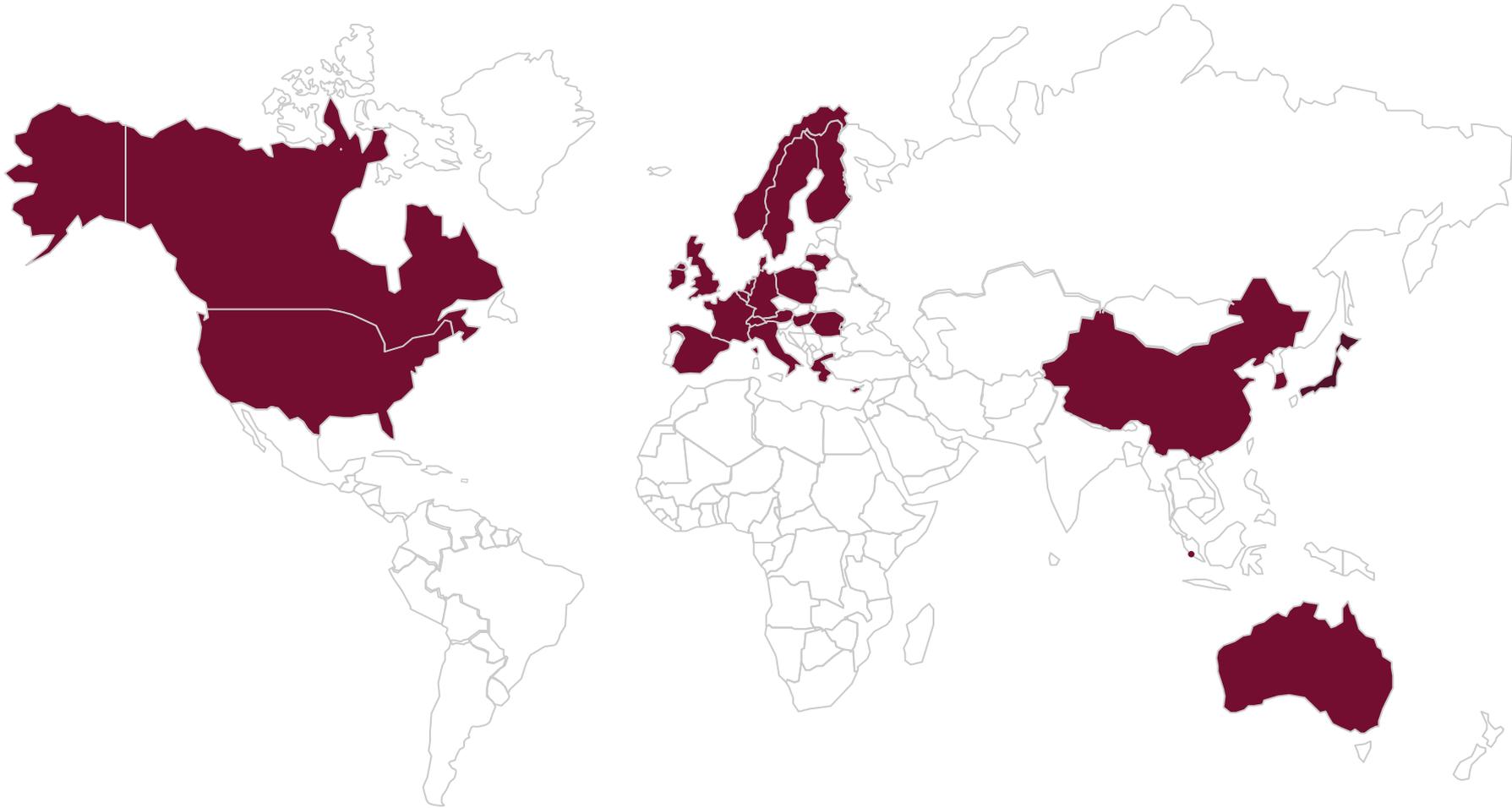


“A lot of bang for the buck”

- “...This iconic estate in Northern Greece specializes in Xinomavro – and in good values. There is a lot of bang for the buck here, from the intriguing pinks to the age-worthy, upper level reds.” Mark Squires, Wine Advocate 2012

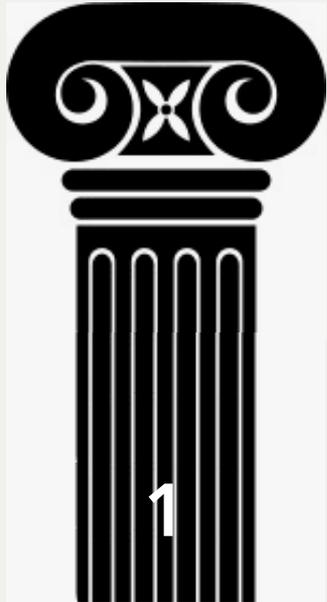


Reliable partner: Stable growth, sold in 27 countries

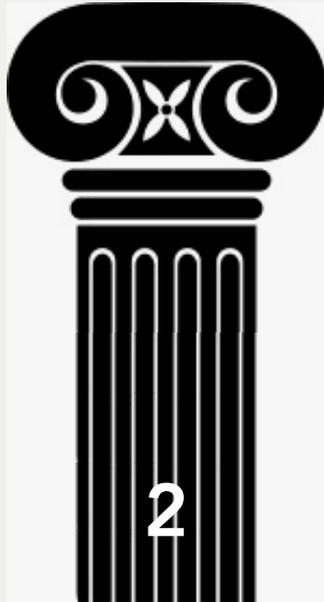


Fundamentals of Kir-Yianni's international approach

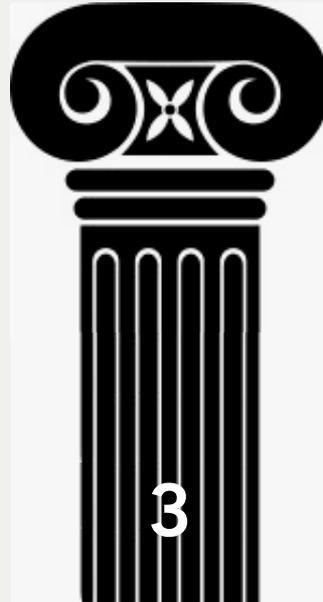
Increase
product
quality



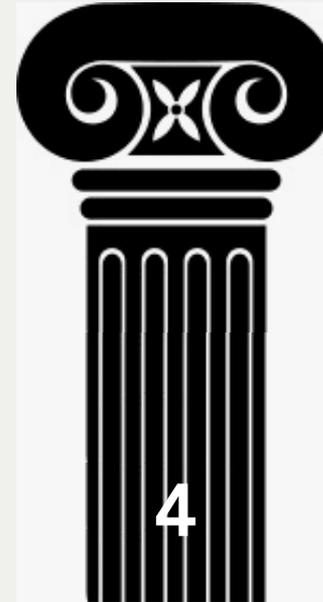
Team with
the best
importers



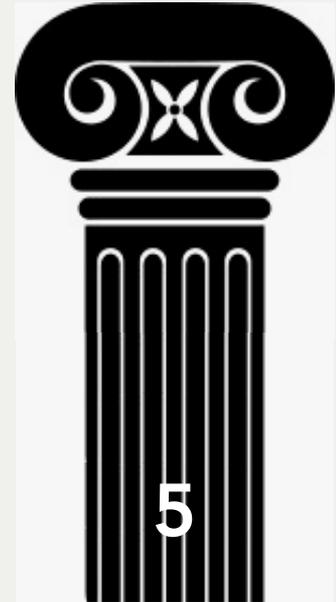
Focus on the
long term
sustainability



Support
market
entry



Grow
steady
step-by-step



50 by 2020

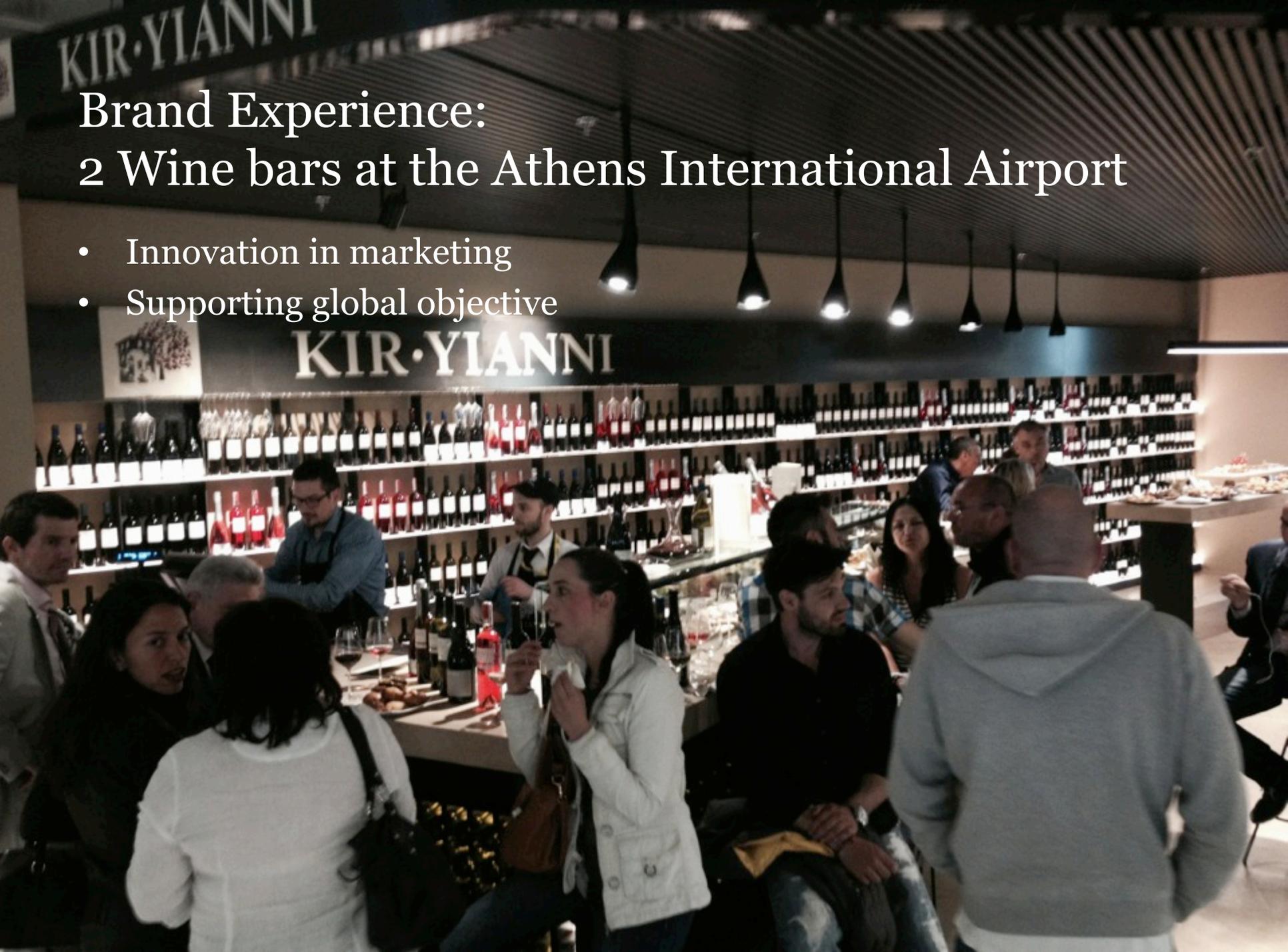
- ✓ GREECE
- ✓ CYPRUS
- ARGENTINA
- BRAZIL
- ✓ CANADA
- CHILE
- COSTA RICA
- MEXICO
- PANAMA
- ✓ USA
- ALBANIA
- ✓ AUSTRIA
- ✓ BELGIUM
- BULGARIA
- CROATIA
- CZECH REPUBLIC
- ✓ DENMARK
- ESTONIA
- ✓ FINLAND
- ✓ FRANCE
- FYROM
- ✓ GERMANY
- HUNGARY
- ICELAND
- ✓ IRELAND
- ISRAEL
- ✓ ITALY
- KAZAKHSTAN
- LATVIA
- ✓ LITHUANIA
- LUXEMBURG
- MALTA
- ✓ NETHERLANDS
- ✓ NORWAY
- ✓ POLAND
- PORTUGAL
- ✓ ROMANIA
- RUSSIA
- SLOVAKIA
- SLOVENIA
- ✓ SPAIN
- ✓ SWEDEN
- ✓ SWITZERLAND
- ✓ UK
- ✓ AUSTRALIA
- AZERBAIJAN
- ✓ CHINA
- JAPAN
- INDIA
- INDONESIA
- ✓ KOREA
- LEBANON
- MALAYSIA
- MALDIVES
- MAURITIUS
- NEW ZEALAND
- PHILIPPINES
- SINGAPORE
- SOUTH AFRICA
- TAIWAN
- THAILAND
- TURKEY
- UAE
- VIETNAM



PLEASE TAKE YOUR

Brand Experience: 2 Wine bars at the Athens International Airport

- Innovation in marketing
- Supporting global objective



Brand Experience: Visiting Ktima Kir-Yianni



Brand Experience VIP tastings at Ktima Kir-Yianni



Brand Experience: Visiting the Amyndeon vineyards



Brand Experience: Events & Tastings





KIR-YIANNI – Selected Wines

2016

Ratings

94 pts DIAPOROS 2011 - WA
93.5 pts DIAPOROS 2009 - Tasted Journal
92 pts DIAPOROS 2012 - WA
92 pts DIAPOROS 2008 - WA
91 pts DIAPOROS 2009 - WA
Gold DIAPOROS 2007 - Mundus Vini



93 pts. RAMNISTA 2011 – W&S
92 pts. RAMNISTA 2011 – WA
91 pts. RAMNISTA 2012 - WA
91 pts RAMNISTA 2009 - WA
91 pts RAMNISTA 2008 - W&S
91 pts RAMNISTA 2007 - W&S



Gold DYO ELIES 2011 – Mundus Vini
90 pts. DYO ELIES 2010 – Tasted Journal
Silver DYO ELIES 2010 – Decanter World Wine Awards



90 pts. KTIMA KIR-YIANNI 2011 - WA
90 pts KIR-YIANNI ESTATE 2009 – WA
Silver KTIMA KIR-YIANNI 2011 – Mundus Vini



Ratings

90 pts. KTIMA KIR-YIANNI 2014 Samaropetra – Decanter
Silver SAMAROPETRA 2011 – Decanter World Wine Awards
Bronze KTIMA KIR-YIANNI 2014 – Samaropetra – TEXSOM



90 pts AKAKIES Xinomavro Rosé 2013 - WA
88-89 pts AKAKIES SPARKLING Rosé 2012 – WA



88 pts PARANGA RED 2012 - WA
88 pts PETRA/ PARANGA WHITE 2013 – WA
88 pts PARANGA WHITE 2013 – W&S





Single Vineyard range

DIAPOROS – DROUMO - PALPO

DIAPOROS



PGI Imathia
87% Xinomavro - 13% Syrah
Single Vineyard

Deep red colour, almost blue, very different from the traditional Xinomavros.

On the nose, the bouquet consists of ripe black fruit, plums, cigar box, black chocolate, golden tobacco, pepper.

A full bodied wine, rich in well- constructed, ripe tannins with lively acidity, balanced by the warm alcohol. A new version of the Xinomavro grape, expressing the vineyard where it is coming from.

2011
Alcoholic volume: 14.3%
Total acidity: 6.5 g/l
Active acidity (pH): 3.25
Residual sugar: 3.0 g/l



DROUMO



PGI Florina
100% Sauvignon Blanc
Single Vineyard

Exotic aromas of grapefruit and kiwi, green freshness of cut grass and white flower notes make up the character of a typical cool-climate Sauvignon Blanc, balancing between the old and the new world.

Flavors follow the aromas of the nose, while the time that the wine has spent on its lees has endowed it with a long finish leaving a lingering sweet final taste.

2014
Alcoholic volume: 13.3%
Total acidity: 5.1 g/l
Active acidity (pH): 3.33
Residual sugar: 1.5 g/l



PALPO



PGI Florina
100% Chardonnay

Palpo vineyard in Amyndeon. Ferments and matures for 6 months in new French oak. An extraordinary, typical barrel-aged Chardonnay from the cold-climate terroir of Amyndeon, showing aromatic intensity and complexity. Balanced on the palate, this is a wine with a fatty character yet very refreshing, with a lingering aftertaste. Produced in a limited number of bottles.

2014
Alcohol volume: 12.9 % vol
Total acidity: 4.9 g/lit
pH: 3.38
Residual sugar: 1.8 g/lit





KIR·YIANNI

Xinomavro's
RAMNISTA – KALI RIZA

RAMNISTA



PDO Naoussa
100% Xinomavro

Ripe, rich, complex and intense.

Concentrated bouquet of red fruit and pralines when young, evolves into hints of sun-dried tomato, black olive, truffle and sandalwood.

Balance between the elevated acidity, the robust tannins and the generous alcohol. The finish is long and fruity.

A perfect match to lamb and game, Ramnista can age gracefully up to 15 years.

2012
Alcoholic volume: 14.1%
Total acidity: 5.4 g/l
Active acidity (pH): 3.43
Residual sugar: 3.7 g/l



KALI RIZA



PDO Amyndeon
100% Xinmavro

Bright red color.
Intense and complex red fruit character on the nose, typical to Xinomavro wines coming from the area of Amyndeon.

On the palate it is full-bodied, with a velvety mouthful and a rich aromatic character, which is balanced by a refreshing acidity and underpinned by a long, fruity aftertaste.

2013
Alcoholic volume: 13%
Total acidity: 7.4 g/l
Active acidity (pH): 3.16
Residual sugar: 2.3 g/l





Estate Grown blends

BLE ALEPOU – DYO ELIES – KTIMA

BLE ALEPOU



PGI Imathia

Syrah, Merlot, Cabernet Sauvignon, Cabernet Franc, Malbec, Petit Verdot, Xinomavro

The color is intense, almost blue.

The nose is inviting with loads of black fruit and vanilla.

The mouth is explosive, dense, and velvety. Concentrated, full-bodied, hot, and viscous. Although youthful, the balance is there with tannins that are ripe and refined.



DYO ELIES



PGI Imathia
60% Syrah
30% Merlot
10% Xinomavro

Deep purple color with long, slow-moving legs.

Generous yet elegant aromatic character composed of red fruits and spices, enhanced with hints of black olive, dark chocolate and coffee.

Its subtle flavors and moderate acidity create a round mouthful, which is underpinned by a lingering finish.



TESSERIS LIMNES



PGI Florina
60% Chardonnay
40% Gewürztraminer

Crystal clear yellow-golden color and long, slow moving legs suggesting a full body and an oily texture.

The nose is dominated by the exotic character of the Gewurztraminer, showing aromas of roses, lychee and pineapple.

On the palate, the velvety and oily texture of the Chardonnay is balanced by the refreshing acidity and underpinned by the long-lasting aftertaste of vanilla and toasted bread added by barrel aging.



KTIMA KIR-YIANNI Yianakohori Hills



PGI Imathia
50% Xinomavro
30% Merlot
20% Syrah

Deep red color.

Generous and complex aromatic character composed of strawberry, cherry, plum, green and black pepper.

Harmonious and rich, it is ready to be enjoyed upon release, but will also age gracefully as the red-fruit bouquet shall evolve secondary characteristics, like dried tomato and cigar-box.

2012
Alcoholic volume: 14.5%
Total acidity: 5.7 g/l
Active acidity (pH): 3.48
Residual sugar: 3.3 g/l



KTIMA KIR-YIANNI Samaropetra Vineyard



PGI Florina
50% Sauvignon Blanc
50% Roditis

Bright green color with a greenish tint.
Mesmerizing notes of white peach, mango and buchsbaum make up its aroma.
In the mouth it starts off with a surprising acidity that is balanced out with a round and fatty aftertaste. Its refreshing bouquet accompanies elegantly seafood, pasta with white sauces, and salads.

2014
Alcoholic volume: 12.9%
Total acidity: 5.2 g/l
Active acidity (pH): 3.41
Residual sugar: 1.5 g/l



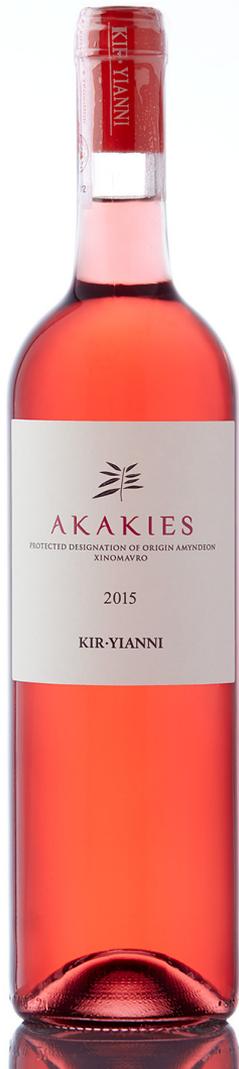


KIR·YIANNI

ROSÉ

AKAKIES – AKAKIES SPARKLING

AKAKIES



PDO Amyndeon
100% Xinomavro

Deep cherry color.

Pronounced fascinating aromas of fresh tomato on a background of strawberry and quince.

Akakies is an austere yet sensual wine, with a rich taste which is balanced by a refreshing acidity and a long, fruity aftertaste.



AKAKIES SPARKLING



PDO Amyndeon
100% Xinomavro

Bright cherry in color, with a rich mousse and fine bubbles giving a long, continuous cordon in the center of the glass.

On the nose, the juicy aromas of strawberry and cherry are enhanced by the typical vegetal character of the Xinomavro.

On the palate, the rich and complex aromatic character of Akakies Sparkling is underpinned by the zesty acidity and the discrete presence of the balancing sugars. Finish is long and fruity.

2014
Alcoholic volume: 11.5%
Total acidity: 6.3 g/l
Active acidity (pH): 3.39
Residual sugar: 18.4 g/l





KIR·YIANNI

PARANGA

WHITE – RED - SPARKLING

PARANGA red



PGI Macedonia
50% Merlot
25% Xinomavro
25% Syrah

A unique combination of Xinomavro, Merlot and Syrah, showing an intense red color and a complex bouquet reminiscent of blackberry with hints of green pepper.

Light in taste, but with good volume, this wine has a distinctive acidity offering a long aftertaste, and mild tannins creating a rounded mouth-feel.

2014
Alcoholic volume: 12.6%
Total acidity: 5.5 g/l
Active acidity (pH): 3.49
Residual sugar: 2.4 g/l



PARANGA white



PGI Macedonia
80% Roditis
20% Malagousia

Bright, with a yellow-green color.

The nose is dominated by fresh aromas of lemon and citrus peel.

On the palate, its crisp acidity is beautifully balanced by the intense citrusy flavors and a round, lingering finish.

A great summer wine.

2014
Alcoholic volume: 12.3%
Total acidity: 5.1 g/l
Active acidity (pH): 3.32
Residual sugar: 1.8 g/l



PARANGA SPARKLING



Xinomavro 50%
Chardonnay 30%
Malvasia 20%

Light lemony colour, with rich mousse and fine bubbles.

On the nose, aromas of peach and apricot are complemented by fine flowery notes.

On the palate citrus and tropical notes are supported by crispy acidity, which balances the presence of the residual sugars. Finish is long and fruity.

N/V
Alcoholic volume: 11.8%
Total acidity: 6.4 g/l
Active acidity (pH): 3.15
Residual sugar: 20 g/l



Thank you!

