

INTERNATIONAL VINES PORTFOLIO

Segment

Unique Competitive Advantage

Our philosophy

TB Riesling

Marlborough is the fastest growing Import category in the US.

Most NZSB wines shipped to the US market come from a few companies that process large volumes of wine.

We make wines that we think will simply save the MLB category.

Ranga. Ranga

BMW grows and develops the finest examples in the NZ/MLB segment.

Using our own Estate selections, and small micro-climates we improve the quality and style consistency thus earning a loyal customer base

They are: multidimensional, distinctive, and well packaged. Most wineries believe this gives them the right to charge more.

Three Brooms

Very few wines are Estate driven from this region.

All wines produced from BMW are Certified Sustainable, Vegan Friendly, and meet the very strict winemaking, bottling and growing standards.

We price to compete with wineries 10 x our size.

Arona

The Loop

Woolpack

Lago Rose

Lago VV

Lago Red

Terroir

Calcada Rose

Cuvee Prestige

Calcada VV

Calcada Red

Duris

Lower alc levels allow responsible consumption and enjoyment. producing and delivering a top-quality product.

Our base tier Red, White and Rose are made by the same winemakers that make our most elite wines. No expense is spared allowing us to give customers and consumers the best possible wine in the segment.

Make the best wines possible and price for volume.

We find wines that will introduce or enhance the consumer's experience and commitment to a region. Douro Vly & Vinho Verde are progressive categories, and as consumers find a category - they explore it and they explore up in image and quality.

These wines are created to compete with wines of every price point and every region around the world. Our Rose we will happily put up against the best of Provence, our Duris up against Rhone Valley and the best of California, our whites with the finest of Burgundy, and our Sparkling with the finest produced around the world. We can't be pigeon-holed into just competing with Portugal.

When you are home to a Relias and Chateau Hotel, entertain by having a Michelin star rated restaurant and are the caretakers of the oldest wines in Vinho Verde - making great wine is par for the course.

