

# FINANCIAL REVIEW

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Rymill Coonawarra is selling a half **stake** in the **business** for between \$15 **million** and \$20 **million** as the family-owned **wine** maker seeks to boost export sales.

The **business**, run by fifth-generation managing director John Rymill, has 143 hectares planted in the famous red **wine**-growing area of SA, with a capacity 80000 cases annually, but has averaged only 41000 over the past five years.

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"They have got this resource that is not being fully utilised," said Gaetjens Langley partner Toby Langley. Exports make up 10 per cent of Rymill sales, but with investment that figure could rise, Mr Langley said.

"Any material that doesn't make the branded product, they sell in bulk," he said. "But that could easily be converted to branded **wine sold** in international markets."

Following the Schild family in the Barossa and fellow Coonawarra **wine**-making Hollick family, the Rymills are the latest face of a family-dominated industry that is trying take advantage of growing investor interest to bring in capital and boost sales to growing overseas markets.

In April, Hollick **sold** a controlling interest to **Hong Kong** Yingda Investment Co. Schild Estate, which went on the market in July, is in talks with two potential buyers, both **Chinese**, chairman Ed Schild told The Australian Financial Review on Monday.

"I dare say within the next month or so there'll be an outcome," he said.

Sales are picking up, he said.

"In the last month we've been flat out. It's probably the best month we've had for the last 3 to 4 years. Most of it is going into the US and a lot into Canada and even into Malaysia."

The majority of Rymill's product is cabernet sauvignon, which accounts for more than half of its vineyard area and much of which goes to the US. Other plantings include shiraz, sauvignon blanc, merlot and chardonnay.

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