



WINES OF CHILE

New Classification of Chile's Wine-Producing Areas







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The Guide to Chile's New Vitivinicultural Zones is a publication prepared (for Wines of Chile) by La CAV, of the Club de Amantes de Vino.

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Introduction

The route to presenting this guide to Chile's new geographic indications has not been easy, but it has certainly been interesting and educational for the wine industry. We formed a commission tasked not only with defining our country's new geography and determining how to represent it for each of our wines, but also showing the world Chile's fantastic diversity as a producer of high quality wines and its resulting sense of origin.

One of our objectives took a giant leap forward on September 29, 2012 when it was finally incorporated into an update of the Ministry of Agriculture's Decree 464. It was an important advance that began to take shape in 2011, when Chile's wine regions were first divided east to west in relation to the influence of the mountains and the sea by incorporating the use of the terms Andes, Costa, and Entre Cordilleras. It then continued with including new denominations of origin in sectors that already had established vinevards as well as new viticultural zones. There are two, one in the north called the Atacama Viticultural Region, which extends from the Copiapó to the Huasco Valleys, and another in the south, called the Austral Viticultural Region, which extends from Cautín to as far as grapes can grow. This is a great advance toward the larger goal set by the Chilean wine industry in its Plan 2020—to be leaders in the production of Premium, sustainable, and diverse wines from the New World.

This guide provides a detailed explanation of the Costa, Andes, and Entre Cordilleras conditions, but it is necessary to specify that wine labels that display a denomination of origin may also include complementary information by using these new terms to reflect the influence of the Andes Mountains, the Intermediate Depression, and the Pacific Ocean, as long as the "sum of

at least 85% of the volume of the components of the final blend of the wine come from areas that meet the conditions of the term indicated and that have been declared as such by the Chilean Agriculture and Livestock Service (SAG)." Chilean specialists examined data on the highest temperatures registered during the warmest months of the year, the periods of frosts, and analyses of endemic vegetation across all of the zones that produce wine grapes in Chile. This data, accumulated over many years, enabled a precise delimitation of specific areas of communities as depositaries of a climate—with nuances—that confer a special quality to each of these terroirs.

A vitivinicultural area is understood as the smallest unit of the zoning decree, which corresponds to one or more communities on Chile's political map with defined geographical boundaries and that allows viniferous grapes to produce a specific wine, and this system certifies its origin with full guarantees. These additional indications may only be used for wines made and bottled in Chile, although it is important to explain that these indications are not an integral part of a Denomination of Origin system, but rather simply provide additional information. Today, with this expansion of the Decree, Chile moves forward in building its image as a wineproducing nation of international renown with indications that specify the attributes with which we have been naturally blessed.

Best Regards-and Cheers!

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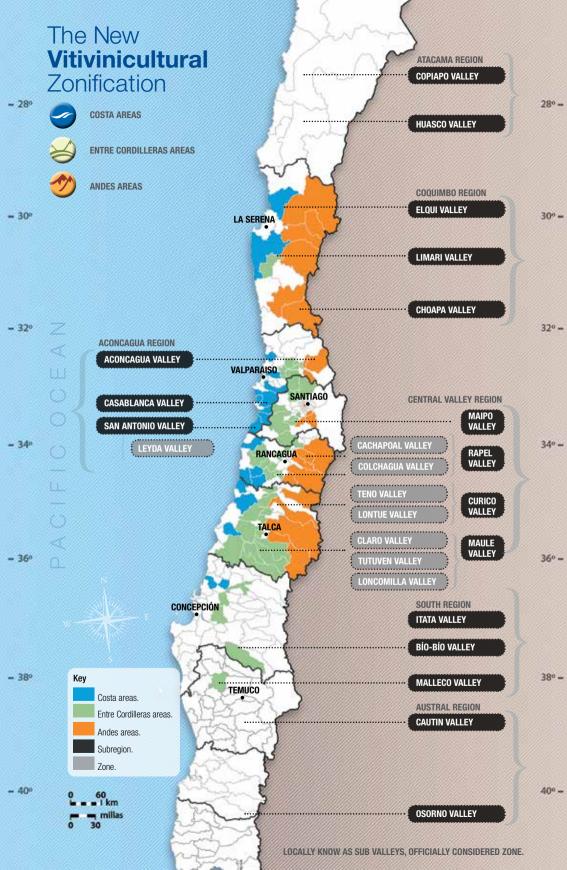
René Araneda President, Vinos de Chile.

Chile's Unique Geography



Image courtesy of ORIGO Editions, Map of Chilean Wine Regions.

The cool sea air is partially blocked by the Coastal Mountains, although it finds its way inland by following the course of the transversal river valleys. During the day, sea breezes carried by the cold Humboldt Current penetrate inland, and each night, cold air descends from the snow- covered peaks of the Andes. Considering that orography is the part of physical geography that deals with the description of mountains and that geomorphology is concerned with the earth's relief, a thorough review of both, particularly in Chile's wine country, shows that relief to be composed of a longitudinal intermediate depression flanked by two mountain ranges, the Andes Mountains to the east and the Coastal Range to the west.



Chile's Coastal Influence





Chile possesses a stunning 4,000 plus kilometer coastline that is the envy of the world and its influence has had a major impact on the quality of Chile's wines.







Coastal Limarí has become an appellation of great interest.



Leyda, an important area within San Antonio.



Casablanca, pioneer in the development of coastal viticulture.

There is not a foreigner who hits our shores that is not amazed by Chile's broad and cools coasts. With a shoreline of more than 4,000 kilometers, a large part of Chile is caressed by the Pacific Ocean, making it a paradise for water sports as well as a dream-come-true for those who love seafood—and wine.

In the eyes of national and international wine lovers alike, Chilean wines were said to flourish on fertile plains and the steep hillsides of the majestic Andes Mountains—until Casablanca made its debut in the early 1980s. That was just the beginning for a new chapter in Chilean wine, and today we have examples of the "complementary indication of quality". Costa that not only allow us to offer greater diversity, but a wide range of previously unimaginable new styles of wines as well.

In accordance with objective and internationally recognized parameters for what is understood by "cool climate", the new indication Costa now beginning to appear on Chilean wine labels includes the areas of La Serena (Elqui); Ovalle (in Limari); San Juan and Santo Domingo (Leyda); Zapallar, Quillota, Cartagena, Algarrobo and Marga Marga (San Antonio); Lolol, Paredones, Pumanque and Litueche (Colchagua); Vichuquén (Curicó); Empedrado and Curepto (Maule) and Portezuelo and Coelemu (southeastern Itata); as well as the entire sub-region of the Casablanca Valley. It is important to note that in order to use the indication Costa, at least 85% of the grapes must come from the communities included in the new zone.

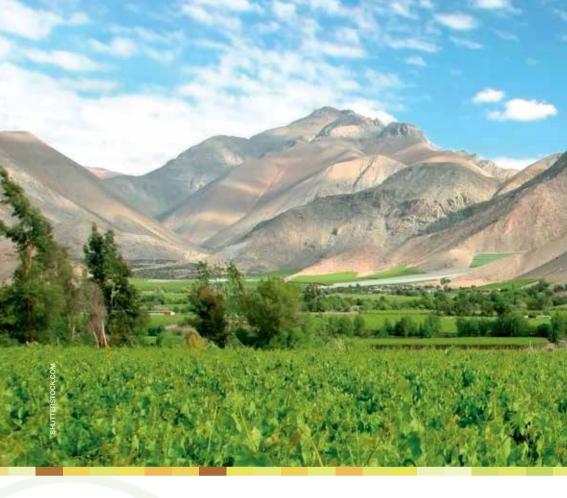
The Chilean coastline is significant, but its role in the wine world is also dependent upon the cooling effects of the Humboldt Current that

moves northward from southern Chile and makes the sea particularly cold. When it hits the coastline in northern Chile it causes fog despite the total absence of clouds, and therefore prevents the abundant rays of sun that shine over much of the country from reaching the vines and therefore helps them ripen properly. Today, as Chile defines its coastal condition, it significantly extends its offer; the maritime influence not only defines its climate, but the soils on which the vines grow as well. This results in the mineral and even salty characteristics that come from soils with large calcareous components that have given our wine country a new dimension.

Chile's sauvignon blancs are now among the most appreciated in the world and offer significant and attractive opportunities for the world market. In addition, varieties such as chardonnay and pinot noir from the Costa sector are dramatically different from wines produced in other parts of the country. And, as is often the case with wine, the most exciting part may be the future with varieties that have naturally grown very well in warmer climates and/or those closer to the Andes Mountains, such as syrah, cabernet franc, or malbec and that now show a distinctly different cool-climate characteristics.

The wines from Chile's Costa sector are examples of wines with lively fruit, deliciously fresh acidity, and delightful balance and elegance... and extend a definitive invitation to drink them.

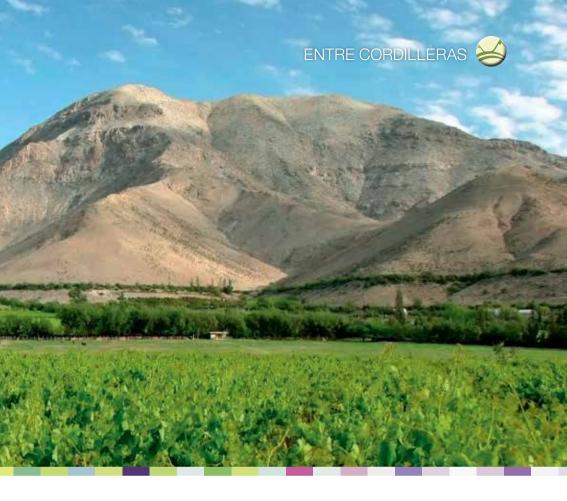
It is not hard to imagine new wines from the Costa, and Chile is a vibrant and fascinating example of a wine story that is being constantly updated.



The Generous Plains

As its name states, the geographic indication "Entre Cordilleras" is the strip of land that runs between the Andes and the Coastal Mountains, the two ranges that provide natural borders to the east and west respectively. Much of this geographic indication covers the generous plains that were the first to provide a home to the vines brought by the Spanish conquistadors. Its benign Mediterranean climate and

sedimentary soils make it the country's major agricultural area par excellence, and therefore the most developed cradle of national identity. Although most of this area consists of flatlands that progressively widen toward the south, this intermediate depression is far from being completely flat. Transversal mountain ranges and riverbeds cross it from east to west, forming micro-reliefs that constitute a rich and fascinating

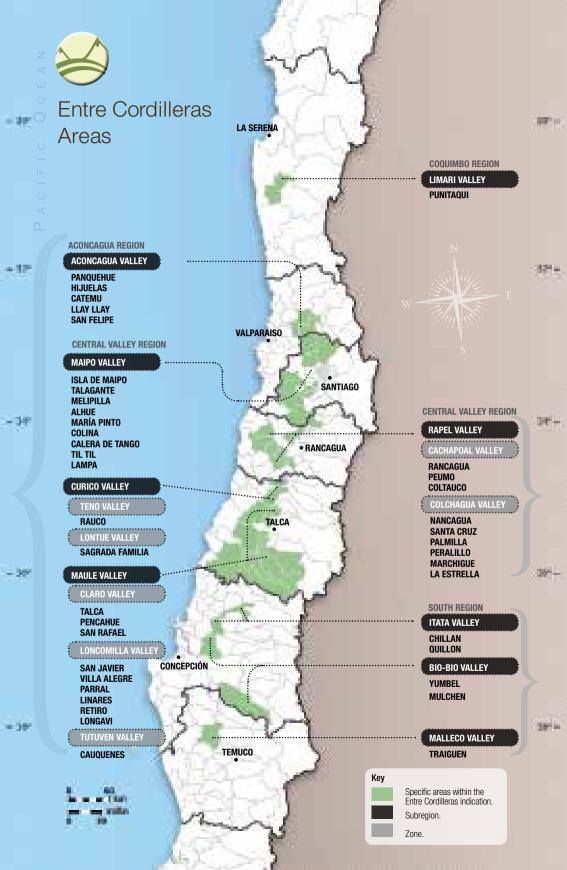


This prolific zone, which separates the Costa from the Andes sectors and produces more than 60% of the nation's wines, shows its true value under this new complementary quality indication. It extends across Chile from north to south through valleys that are emblematic in the country's history.

mosaic of terroirs. It is precisely there that some of Chile's more renowned wines originate—mostly from red varieties.

The Entre Cordilleras indication presents striking differences from north to south. In the Coquimbo Region, where the two mountain ranges nearly touch, there is barely space for an intimidate plain, except in Punitaqui, the only municipality in the region to be included in this indication. There

the vineyards that were traditionally destined for the pisco industry are giving way to small organic productions of the likes of syrah and carmenere that produce distinctive wine styles that offer great opportunities for this region. Slightly further south is Aconcagua, another of Chile's extensive wine regions. This is where the two mountain ranges begin to separate and give rise to what we now recognize





Aconcagua, one of Chile's most traditional wine valleys.



Maipo has earned international fame for its privileged geography.



Colchagua is another of the most important areas in the Intermediate Depression.

as Entre Cordilleras. In this region the new geographic indication is only present in the center segment of the Aconcagua Valley, specifically in Panquehue and Ocoa. This is one of Chile's oldest winegrowing zones and is marked by the presence of the Aconcagua River. Elegant and fruity cabernet sauvignon and syrah grow well here and produce wines with remarkable ability for bottle aging. Equidistant from the Pacific Ocean and the Andes Mountains, this area receives the cooling influence of both, which also makes it possible to obtain merlot and surprising wines made with petit verdot.

Continuing southward, the Entre Cordillera geographical indication is fully expressed in the Maipo; Cachapoal; Colchagua; Curicó, and Maule Valleys and their respective sub-valleys, all of which are associated with major rivers that flow down from the Andes.

The renovation of the Chilean wine trade, led by Miguel Torres in the 1980s, began precisely in the inter-mountain areas in the Curicó Valley, where the Spanish vintner made his fresh and fruity wines. Today, in the same region, but farther south in the Maule Valley, the municipalities of Cauquenes and San Javier lead the major renovations in Chilean viticulture by recovering dry-farmed old-vine carignan that produces wines with good expression of origin.

Most of the wine-producing municipalities in Chile's Southern Region belong to the Entre Cordilleras sector, and all of them show an interesting viticultural vocation that is deeply rooted in our country. Wines from the following areas may use the term "Entre Cordilleras" on their labels: Panquehue, Hijuelas, Catemu, Llay Llay and San Felipe (Aconcagua Valley); Isla de Maipo Talagante, Melipilla, Alhué, María Pinto, Colina, Calera de Tango, Til Til and Lampa (Maipo Valley); Rauco and Sagrada Familia (Curicó Valley); Talca, Pencahue, San Rafael, San Javier, Villa Alegre, Parral, Linares, Cauquenes, Retiro and Longaví (Maule Valley); Punitagui (Limarí Valley); Cachapoal Valley, Rancagua, Peumo, Coltauco, Colchagua Valley, Nancagua, Santa Cruz, Palmilla, Peralillo, Marchigüe, La Estrella (Rapel Valley); Chillán, Quillón (Itata Valley); Yumbel, Mulchén (Bío-Bío Valley); and Traiguén (Malleco Valley).





Most of the wineries in the Elqui Valley are included in Andes.



San Clemente: symbol of Andean Maule.



San Fernando and Chimbarongo represent Colchagua.

Andes: Blessed by the Mountains

The longest and most extensive mountain range in the world is also the backbone of Chile's cultural identity, and its climatic qualities have led the nation's wine to become one of its most valuable treasures to be shared with the world.

Few countries have mountains rooted as deeply in their culture as Chile does. The Andes are Chile, and all it takes is a look at a map to confirm that. Nearly half of the entire range—the longest in the world—runs through the country, from one end to the other, and its presence is directly related to our way of seeing the world. It affects everything, especially in an activity as dependent upon the land as wine is.

The Andes' influence on climate is enormous. In the extreme north, its height and breadth work in conjunction with the cold Humboldt Current to impede the formation and free movement of clouds that would otherwise cause significant rainfall. In fact, this is one of the primary conditions that gave rise to the Atacama Desert, the driest on the planet. In addition to affecting the

climate, the tremendous size and altitude of the Andes, which lessen as we travel southward, also creates a major factor in preventing the existence of disease and pests such as phylloxera that have destroyed vineyards in other parts of the world. The fact that Chile is phylloxera free has enabled it to develop carmenere, a unique grape that has become the country's signature variety.

The Andes Mountains are important to Chilean wine production for a number of reasons. On the one hand, air masses form in the mountains during the early morning hours and drop down into the valleys during the day, settling in the spaces between mountains and hills. Vineyards are planted at the foot of these hills where there is good ventilation, which in





Classic, postcard-perfect view of the Chilean Andes.

turn controls temperatures, protects against frosts, and creates a big variation between daytime and nighttime temperatures. This is essential in defining the character of each variety. Growers have known this since vines were first planted in central Chile, where the so-called raco wind blows through their fields each morning. Furthermore, the proximity to the mountains causes another type of influence; the sheer height of the Andes regulates the number of hours the morning sun reaches the vines and concentrates the light during certain hours of the day, especially in north-facing vineyards.

The influence of the massive mountain range has been essential for Chilean wine.

These qualities allow both red and white grapes to grow well, even in latitudes that would not otherwise produce high quality wines. Low rainfall high in the narrow Elqui Valley in the northern province of Coquimbo compensates for the cool mountain temperatures. This is also replicated in the Limarí and Choapa Valleys, where the Intermediate Depression (commonly referred to as the Central Valley) that separates the Andes from Chile's other mountain chain, the Coastal Range, is practically nonexistent. In the central zone the winds that drop down the mountain into the Maipo Valley have helped define its characteristics. The same is true farther south in Cachapoal, Colchagua, Curicó,

and Maule, where many of Chile's innovative red, white, and sparkling wines, take advantage of this benefit.

Furthermore, the types of soils at the base of the mountains have a significant influence on the wine. They are essentially of alluvial and colluvial origin, sometimes with very high concentrations of stones. They tend to offer good drainage, little organic matter, and have a direct connection with the waterways that begin high in the Andes. These soils, that are generally unsuitable for mainstream agriculture, especially those at the base of the mountains, present a particular opportunity for winegrowing, as grapevines adapt well to this type of terrain, that regulates their growth and allows the vines to concentrate on high quality fruit production.

Wine production in these valleys is dependent upon the quirks of geography that make them distinct—and able to include the indication "Andes" on their labels. The Chilean Decree Law 464 of 2011, which defines the new vitivinicultural geographic zones, indicates that "Wines from the following areas may use the term "Andes" on their labels: Vicuña, Paiguano (Elqui); Monte Patria, Río Hurtado (Limari); Salamanca, Illapel (Choapa); Santa Maria, Calle Larga, San Esteban (Aconcagua); Santiago, Pirque, Puente Alto, Buin, Requinoa, Rengo (Cachapoal); San Fernando, Chimbarongo (Colchagua); Romeral, Molina, and San Clemente (Curico); Colbun (Maule)."









Costa

In whites, promotes wines with intense fruitiness, rich acidity, and freshness. In reds, the juicy fruit, with its strength and elegance, plays the leading role.



Entre Cordilleras

The perfect blend.
The combination of land and sea in just the right measure.
Wines with character.



Andes

Great stars in our wine history. Many offer great structure, elegance, and personality.

WINE REGION	SUB-REGION	ZONE	AREA	
ATACAMA REGION	COPIAPO VALLEY			
AIAGAWA NEGION	HUASCO VALLEY			
COQUIMBO REGION	ELQUI VALLEY		LA SERENA VICUÑA PAIGUANO	Costa Andes Andes
	LIMARÍ VALLEY		OVALLE MONTE PATRIA	Costa Andes
			PUNITAQUI RIO HURTADO	Entre Cordilleras Andes
	CHOAPA VALLEY		SALAMANCA ILLAPEL	Andes Andes
ACONCAGUA REGION	ACONCAGUA VALLEY		ZAPALLAR QUILLOTA HIJUELAS PANQUEHUE CATEMU LLAILLAY SAN FELIPE SANTA MARIA CALLE LARGA SAN ESTEBAN	Costa Costa Entre Cordilleras Entre Cordilleras Entre Cordilleras Entre Cordilleras Entre Cordilleras Entre Cordilleras Andes Andes Andes Andes
	CASABLANCA VALLEY		CASABLANCA	Costa
	SAN ANTONIO VALLEY	LEYDA	SAN JUAN SANTO DOMINGO CARTAGENA ALGARROBO	Costa Costa Costa Costa
CENTRAL VALLEY REGION	MAIPO VALLEY		MARGA MARGA SANTIAGO PIRQUE PUENTE ALTO BUIN ISLA DE MAIPO TALAGANTE MELIPILLA ALHUE MARIA PINTO COLINA CALERA DE TANGO TIL TIL LAMPA	Costa Andes Andes Andes Andes Andes Entre Cordilleras
	RAPEL VALLEY	CACHAPOAL VALLEY	RANCAGUA REQUINOA RENGO PEUMO MACHALI COLTAUCO	Entre Cordilleras Andes Andes Entre Cordilleras Andes Entre Cordilleras Entre Cordilleras
		COLCHAGUA VALLEY	SAN FERNANDO CHIMBARONGO NANCAGUA SANTA CRUZ PALMILLA PERALILLO LOLOL MARCHIGUE LITUECHE LA ESTRELLA PAREDONES PUMANQUE	Andes Andes Entre Cordilleras Entre Cordilleras Entre Cordilleras Costa Entre Cordilleras Costa Entre Cordilleras Costa Costa Entre Cordilleras Costa Costa Costa Costa Costa Costa Costa
	CURICO VALLEY	TENO VALLEY	RAUCO ROMERAL VICHUQUEN	Entre Cordilleras Andes Costa
		LONTUE VALLEY	MOLINA SAGRADA FAMILIA	Andes Entre Cordilleras
	MAULE VALLEY	CLARO VALLEY	TALCA PENCAHUE SAN CLEMENTE SAN RAFAEL EMPEDRADO CUREPTO	Entre Cordilleras Entre Cordilleras Andes Entre Cordilleras Costa Costa
		LONCOMILLA VALLEY	SAN JAVIER VILLA ALEGRE PARRAL LINARES COLBUN LONGAVI RETIRO	Entre Cordilleras Entre Cordilleras Entre Cordilleras Entre Cordilleras Andes Entre Cordilleras Entre Cordilleras Entre Cordilleras
		TUTUVEN VALLEY	CAUQUENES	Entre Cordilleras
SOUTH REGION	ITATA VALLEY		CHILLAN QUILLON PORTEZUELO	Entre Cordilleras Entre Cordilleras Costa
			COELEMU YUMBEL	Costa Entre Cordilleras
	BIO BIO VALLEY		MULCHEN	Entre Cordilleras
	MALLECO VALLEY		TRAIGUEN	Entre Cordilleras
AUSTRAL REGION	CAUTIN VALLEY			
	OSORNO VALLEY			



