

NICOLAS CATENA ZAPATA



A LEGEND BECAUSE....

It was Nicolás Catena who thrust Argentinian wine into the modern era. A widely travelled academic economist, he learned from his exposure in the 1970s both to great Bordeaux and the huge promise of Napa wines. In the early 1980s, Catena agreed the key was to plant the right varieties in the right location, specifically cooler, higher sites.

“Nicolás Catena Zapata is justly credited with putting Argentinean wines on the world map—by the best expedient of focusing entirely on quality. It's great to know he has started a wine dynasty, too.”

Jancis Robinson

NICOLÁS CATENA ZAPATA - VINTAGE 2004

“It strikes me as being Argentina’s equivalent of a great vintage of Lafite-Rothschild”

Robert Parker
WINE ADVOCATE

NICOLÁS CATENA ZAPATA - VINTAGE 2001

“This wine reminded me of a 2001 claret or a 2001 Napa Valley Cabernet; A beauty”

Stephen Tanzer’s
INTERNATIONAL WINE CELLAR



NICOLÁS CATENA ZAPATA



ADRIANNA CRU

Cabernet Sauvignon
and Malbec

Gualtallary,
Uco Valley

**Calcareous soil
with gravels**

12 hectares

Planted in 1992

Altitude: 1450 meters a.s.l



NICASIA CRU

Malbec and
Cabernet Franc

Paraje Altamira,
Uco Valley

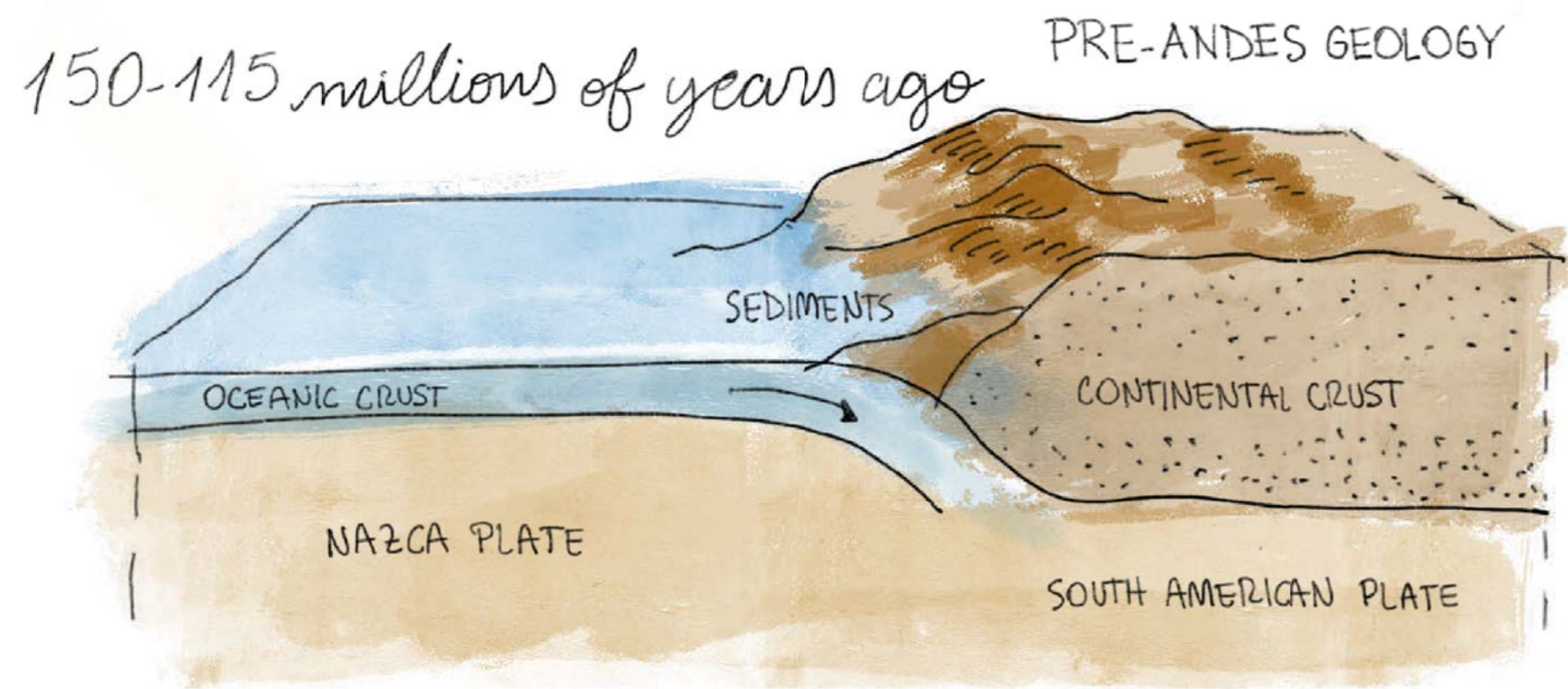
**Large gravel mixed with
sand and loam**

9 hectares

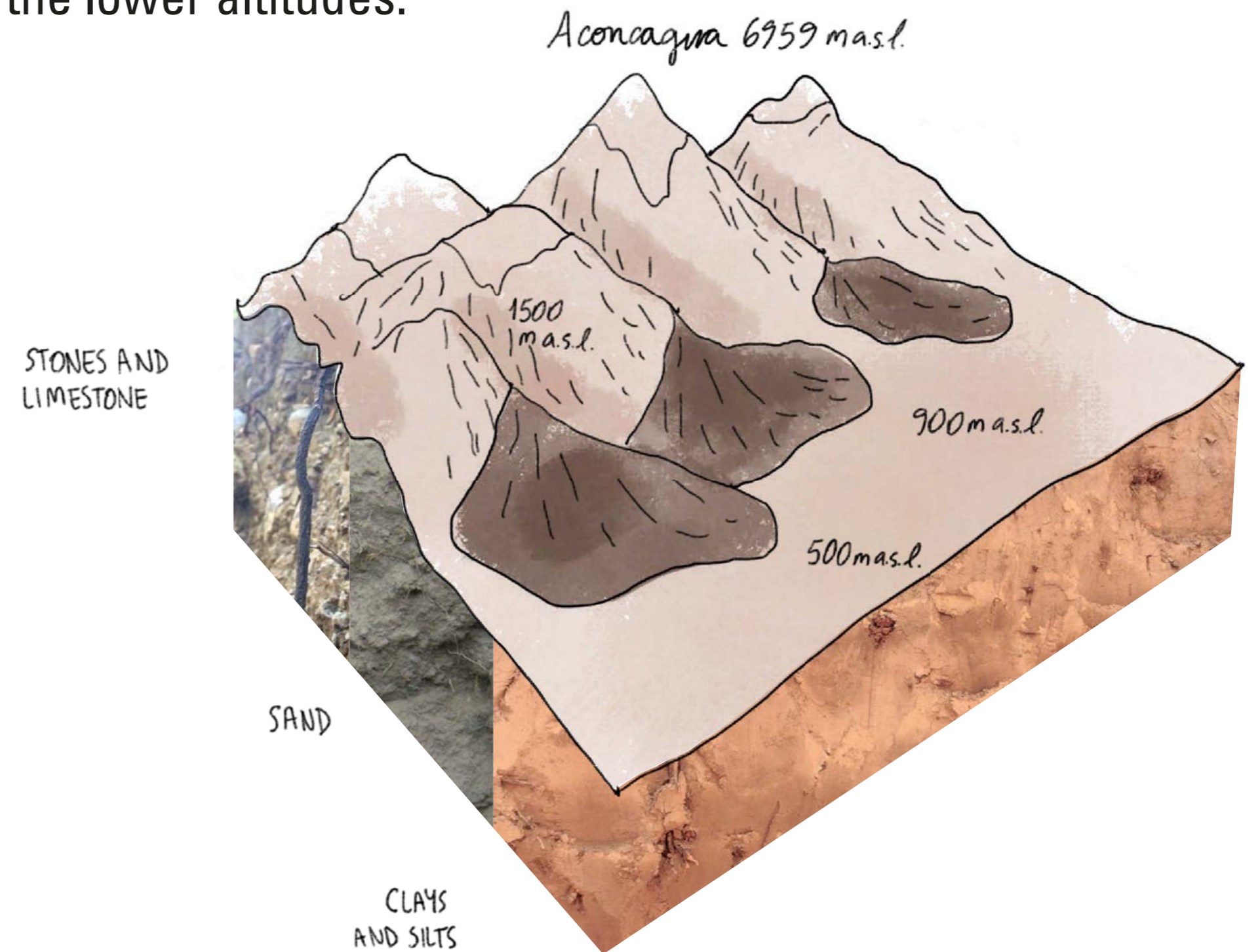
Planted in 1996

Altitude: 1095 meters a.s.l

ORIGIN OF MENDOZA'S ALLUVIAL SOILS



From higher to lower altitudes: heavier stones covered in calcium carbonate (white stones) closer to the mountains, sands in the middle mixed with loam and stones, clays in the lower altitudes.



WINKLER CLASSIFICATION OF WINE REGIONS

BECAUSE THE ALTITUDE CHANGES CLIMATE PROFOUNDLY, WE CAN FIND ZONE 1 (SIMILAR TO BURGUNDY) AND ZONE 4 (CHÂTEAUNEUF DU PAPE) LESS THAN 75 KM APART.

| REGION | CLASSIFICATION | SUM°C | LOCAL AREAS | INTERNATIONAL AREAS |
|--------|----------------|-------------------|---|--|
| I | Cold | <1389°C | Gualtallary Highlands >1500 m | Burgundy, France Champagne, France |
| II | Cold-Temperate | <1389°C 1667°C | Gualtallary <1300 m to 1500 m> | Bordeaux, France Barolo, Italy Côtes du Rhône, France La Rioja, Spain |
| III | Warm-Temperate | <1667°C 1944°C | El Cepillo Altamira Agrelo Villa Bastías <1100 m to 1300 m> | Napa Valley, USA Chanti Clásico, Italy |
| IV | Warm | <1944°C 2222°C | Lunlunta ~900 m | Châteauneuf du Pape, France |

L'ASSEMBLAGE BORDELAIS DU XIXÈME SIECLE

XIXTH CENTURY

Médoc: the main varieties were Malbec and Cabernet Sauvignon.

Malbec was widely planted in the Médoc, as prevalent as Cabernet Sauvignon.

Malbec was used to add color, fruit and softness to Cabernet Sauvignon.

After phylloxera, Malbec was replaced by Merlot which had less problems with coulure and ripened earlier.

SOURCES:

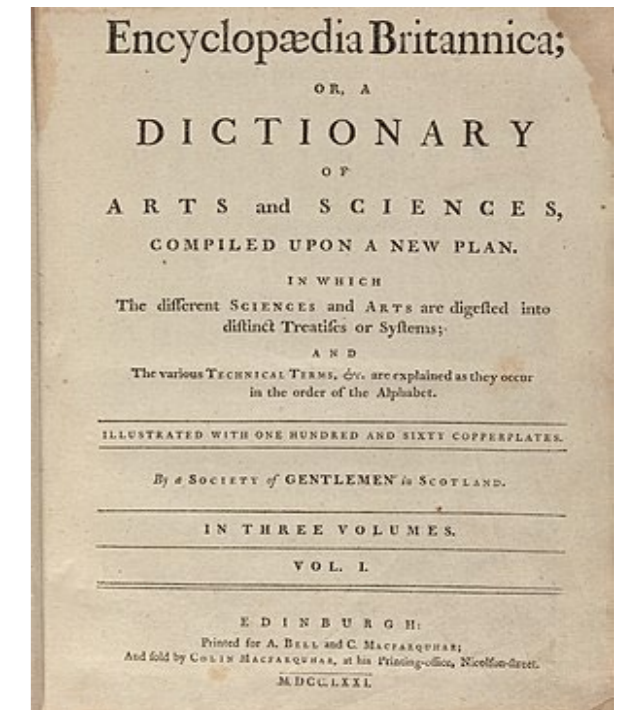
"...The principal vines used in the Médoc are Cabernet, Merlot and Malbec. Cabernet is susceptible to damage from weather at flowering time and consequently, not so greatly used as the Merlot, which is very productive. Merlot grapes however, ripen very quickly and if subjected to rain soon become rotten.

The vine most generally selected is the Malbec, which is a remarkably earlier bearer, its chief disadvantage being that it is very susceptible to frost...."

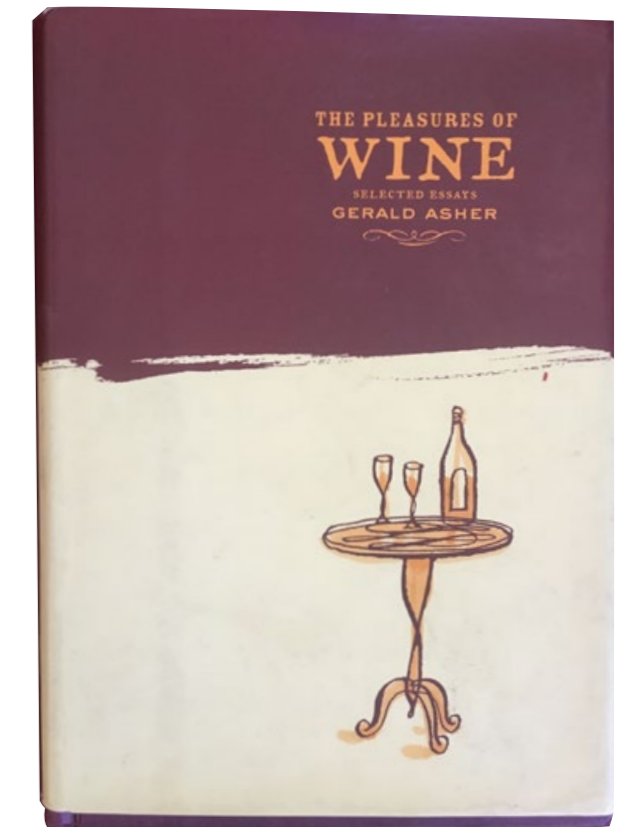
Encyclopedia Britannica (9th edition) – 1875 to 1889 – vol 24 page 604-605.

"...Cabernet Sauvignon, with its characteristically pungent aroma and flavor, had been present in Bordeaux vineyards since the XVIIth Century. It had played a minor role compared to Malbec, an early maturing variety, abundantly fruitful variety... The quality of Cabernet Sauvignon was recognized, but its spreading use in the Médoc in the first half of the XIXth Century, according to the reminiscences of Edward Lawton, was simply in response to a series of wretched summers in which Malbec vines had flowered badly and failed to set fruit – to the growers great loss..."

Gerald Asher – The Pleasures of Wine – Page 68



9th Edition - 1875



Gerald Asher

PRESERVING ANCIENT VINE SELECTIONS



SAVING THE DIVERSITY OF MALBEC

The Catena Cuttings Malbec Clonal and massale selections represents the largest collection of Malbec in the World

In Mendoza our vines have locally adapted over 150 years to the local climate conditions. A clone purchased from a faraway nursery will never be as well adapted and in balance as a naturally developed massale vine. This local adaptation and massale diversity would be important in our regions adaptation to climate change and resistance to disease. To quote Aubert de Vilaine of the Domaine de la Romanee-Conti, Burgundy: *“There are advantages to clonal selection and advantages to massal selection. A great wine needs a population: it is a mistake to have only athletes.”*



CABERNET SELECTION: 170 YEARS OF HISTORY

The origin of our selection of Cabernet Sauvignon dates back to the 1850s when it was introduced by Michel Pouget. In Argentina selections were made to prioritize acidity over sugar and allow for a long ripening time (90 days as opposed to 45 in Bordeaux) so that ripeness could be achieved in both cold and warm years. This locally adapted Cabernet is more prepared for the climate variability we expect in future years.



TECHNICAL SHEET – NICOLÁS CATENA ZAPATA 2017

With its inaugural 1997 vintage, Nicolás Catena Zapata became the first luxury cuvée from Argentina to be exported around the world. The wine recreates the “Original Bordeaux Blend” of the 18th and 19th Centuries, when Malbec dominated over Merlot and was in equal standing to Cabernet Sauvignon in the Médoc. Prephyllloxeric Malbec and Cabernet Sauvignon massale selections of ungrafted vines give rise to this wine, opening a window to the past from the mountain vineyards of Mendoza, Argentina.

| THE CATENA ZAPATA FAMILY | CLIMATE CONDITIONS | WINEMAKING | ASSEMBLAGE |
|---|--|---|---|
| <p>Four generations of the Catena family have farmed the vineyards of Mendoza, ever since Italian founder Nicola Catena planted his first Malbec vines in 1902. Robert Parker’s 2005 book about the 100 “Greatest World Wine Estates” featured only one winery from South America: Catena Zapata. Parker wrote: “Argentina’s greatest visionary is Nicolás Catena Zapata, and his crusade for high-altitude vineyards and conservative viticultural practices has resulted in one after another breakthrough wines that have pushed Argentina to the forefront of the modern winemaking revolution.”</p> <p>Joined by his daughter Dr. Laura Catena in 1995, the father-daughter team’s vision is to elevate Argentine wine for another 100 years through the study of high altitude terroir and the preservation of ungrafted Malbec and Cabernet Sauvignon massale selections. In 2018 Catena Zapata joined La Place with two wines: Nicolás Catena Zapata, the winery’s top Cabernet Sauvignon blend, and Adrianna Vineyard Mundus Bacillus Terrae, the winery’s top Malbec cru.</p> | <p>Low yields due to moderate frosts in the UCO Valley, an early harvest, and perfect balance. Laura Catena’s favorite vintage since 1995. After Harvest 2016, the smallest and coldest in three decades thanks to El Niño, Mendoza’s wine producers were mourning their empty wineries and hoping for a big crop. But only Mother Nature gets to decide, and in 2017 we had another year of small yields—especially in the UCO Valley where most of our family’s vineyards are located. Spring frosts brought on by dryer and slightly cooler weather resulted in lower yields, and the UCO Valley Malbec was down 55%.</p> | <p>The harvest is done by hand, and some parcels are fermented as whole bunches to enhance tannic structure and freshness. The fermentation takes place in 500 liter oak barrels, concrete and stainless-steel tanks, at temperatures of 26-28°C for about 10-15 days. The post-fermentative maceration lasts between 5 and 10 days. The wine carries out its malolactic fermentation and is then aged in French oak barrels for 18 months.</p> | <p>59% Cabernet Sauvignon 33% Malbec 8% Cabernet Franc</p> <p>4500 cases produced</p> <p>Peak Drinking 2023 – 2050</p> <p>Wine Director Alejandro Vigil</p> <p>Winemaker Fernando Buscema</p> |

WINEMAKING TEAM



Fernando Buscema, winemaker. Graduate of UC Davis and Director of Catena Institute of Wine collaborating with University of Bordeaux, University of Burgundy and UC Davis on the effects of terroir on flavor. Previous winemaker for Bodegas CARO, partnership between Nicolás Catena Zapata and Domaines Barons de Rothschild [Lafite].

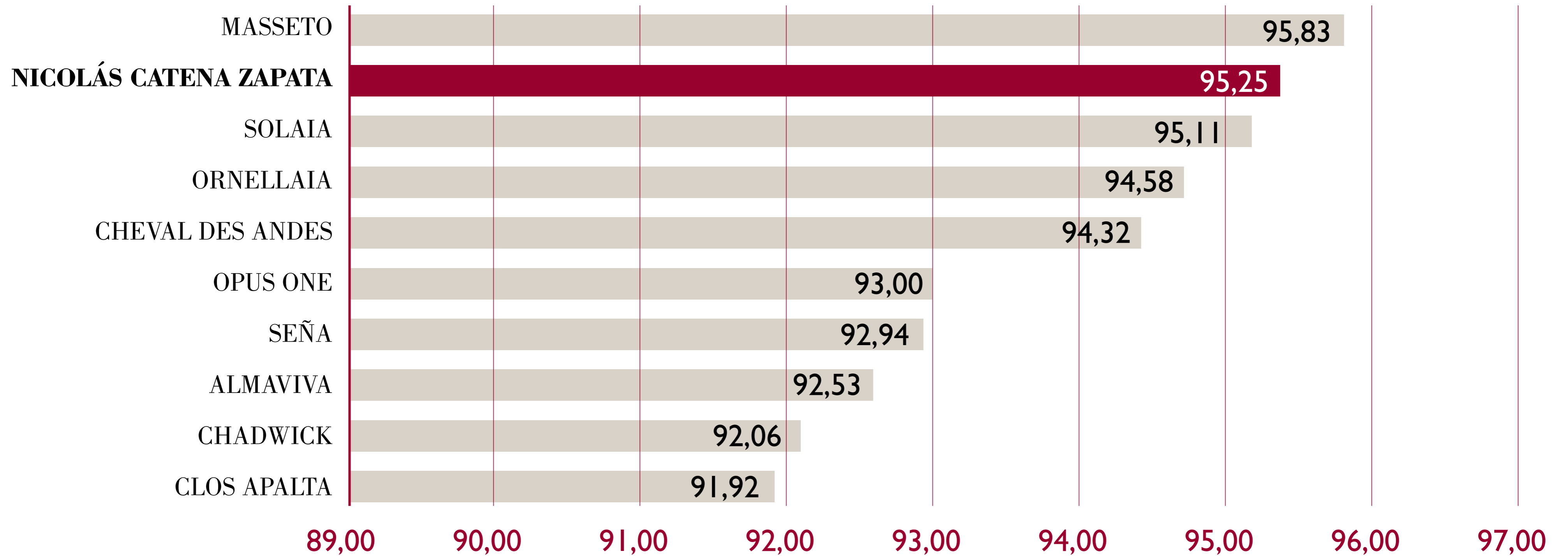


Dr. Laura Catena, Alejandro Vigil, Nicolás Catena Zapata

Every year in August, Nicolás, Laura and Alejandro Vigil gather to taste grand crus and other favorite cabernet sauvignon blends from around the world. After this gathering, they begin the tasting of the Nicolás Catena Zapata components with Fernando Buscema. The hundreds of microvinifications are tasted over several days until Nicolás selects the final blend for the wine that carries his name.

AVERAGE PARKER SCORES

1997 to 2017



CHOSEN BY THE BEST

ON PREMISE

Clos Maggiore 

THE FIVE FIELDS  

MASH 

D I N N E R  
by huxton blumenthal

CITY/SOCIaL 

Chez Bruce 

HIDE 

SEARCYS
CHINATANG

Roux

SANTA MARIA
DEL SUR

CEVICHE
Old St

CEVICHE
Soho

NOVIKOV
RESTAURANT & BAR

ROKA

THE PENINSULA  
SHANGHAI

L'ATELIER
de Joel Robuchon    

Otto e Mezzo
BOMBANA    

THE GRAND 

BUENOS AIRES
POLO CLUB

GAUCHO

TANGO

SPIGA

CONRAD
HONG KONG

OFF PREMISE



BERRY BROS & RUDD
3, ST. JAMES'S STREET, LONDON
WINE & SPIRIT MERCHANTS



Watson's
Wine

CORNEY &
BARROW
INDEPENDENT WINE MERCHANTS-1780

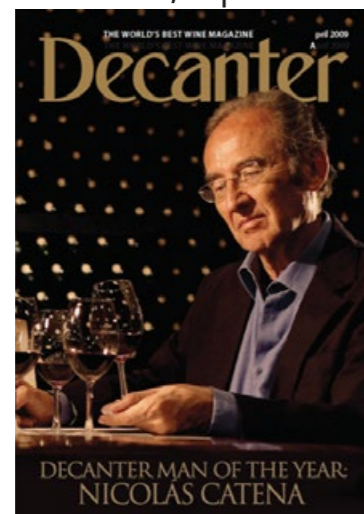
HEDONISM
WINES

Harrods

MOST AWARDED PRODUCER IN SOUTH AMERICA

NICOLÁS CATENA ZAPATA

DECANTER MAN OF THE YEAR
Decanter, April 2009



LIFETIME ACHIEVEMENT
Life Time Achievement Der Feinschmecker, 2011



DISTINGUISHED SERVICE AWARD
Wine Spectator, November 2012



CATENA ZAPATA WINERY



BEST OF THE BEST
Robert Parker, 2010



NEW WORLD WINERY OF THE YEAR
Wine Enthusiast, 2010



EXTRAORDINARY WINERY AWARD FROM ARGENTINA
Robert Parker Wine Advocate, 2017

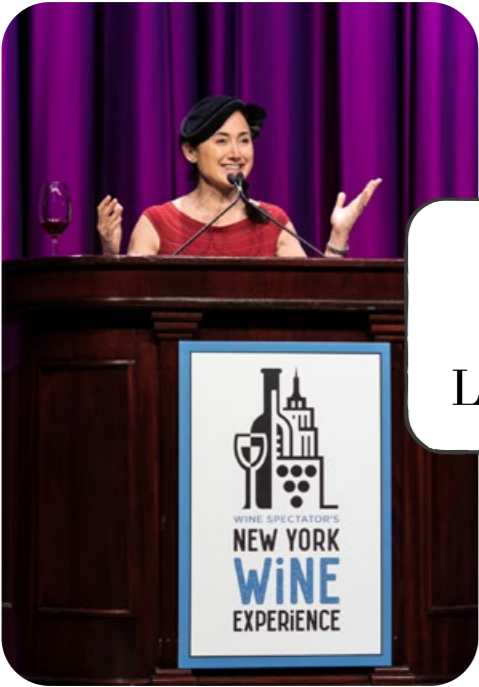


13 TIMES IN TOP 100 WINERY LIST
Wine & Spirits



VIVINO'S MOST AWARDED WINERY IN THE WORLD
Vivino's Wine Style Awards
2018, 2019 & 2020

CATENA ZAPATA CELEBRATED AROUND THE WORLD



NEW YORK WINE EXPERIENCE
Laura as Wine Star #1, 2018



MOST ADMIRED BRAND
UK, 2020



LA CITÉ DU VIN DE BORDEAUX – 2019



DECANTER SHANGHAI WINE LEGEND ROOM
Shanghai, 2019

MARCA PAÍS AWARD
Madrid Fusión, 2017



G20
Leaders' Summit –

G20
Buenos Aires, 2018



CATENA ZAPATA CELEBRATES ITS 100-POINT WINES AT THE GREAT WALL OF CHINA
China, 2019

CATENA ZAPATA, SINCE 1902

ARGENTINA'S OLDEST WINERY STILL IN FAMILY HANDS

- 1902 Malbec planted by Italian Nicola Catena in Mendoza, Argentina.
- 1982 Nicolás Catena Zapata, Nicola's grandson, is inspired by the Napa Valley revolution to start a wine revolution in Argentina.
- 1995 Nicolás is joined by his daughter Laura Catena, a physician and scientist, who makes the first massale and clonal selection of pre-phyloxeric Malbec in Argentina.
- 1997 First Nicolás Catena Zapata SUPERARGENTINO – Cabernet Sauvignon/Malbec made.
- 2000 Nicolás Catena Zapata forms a partnership with Domaines Barons de Rothschild [Lafite], Bodegas CARO.
- 2005 Catena Zapata is the only South American winery to appear in Robert Parker's Book of the World's 100 Greatest Wine Estates.
- 2009 Nicolás Catena Zapata is the first South American to be named Decanter Man of the Year.
- 2017 Catena Zapata is named Best Winery in Argentina at the Robert Parker/Michelin Awards in NY.
- 2018 Nicolás Catena Zapata 2015 vintage is sold through La Place in Europe and Asia.
- 2020 Catena Zapata is chosen #1 Most Admired Wine Brand in the world by UK Magazine Drinks International.