

Rioja Alavesa is well known within wine producing areas in Spain. There is a long tradition of wine making and most of our ancestors have been wine producers in the past.

CLIMATE

Rioja Alavesa is influenced mainly by the climate of the Atlantic, but draws some moisture and heat out of the lower-lying Mediterranean lands to the east. Rioja Alavesa is known for lighter colored, aromatic wines, but also produces many red wines with an alcohol content and acidity suitable for aging.

Rioja Alavesa has the highest elevation out of the three sub-regions (Rioja Alta, Rioja Baja and Rioja Alavesa), and is known for its distinctive chalky soil and sloping landscape. Rioja Alavesa is located on the left bank of river Ebro and south of Sierra Cantabria Mountain range. This geographical situation allows us benefit from a very good sun exposition and very little rain (there are more than 2,000 sun hours per year and less than 400 mm rain a year, in average). These weather conditions are perfectly timed for quality wines.

The total surface of our vineyards is 250 Ha in Rioja Alavesa. Our vineyards are mostly small hilly yards with average age of over 25 years. Despite the fact that all the vineyards are very close to the winery (in average less than 3km), there is a wide difference in grape ripening due to the different height, soil and exposition of the wines. This fact guarantees that we can get perfect grapes in most of the years. Main soil is calc though we also have some limestock and sandy vineyards, mostly by the river Ebro banks.

HARVESTING

During the year we advice our partners on how to manage the plants caring and also we plan the harvest in order to get the maximum potential of our vineyards.

Our partners were originally wine makers and this fact makes possible that very old and small vineyards that would have been replanted in other Rioja areas are still being cultivated, as we consider ourselves as wine producers and not grape sellers. Our average vineyard surface is under 0,5 Ha and it is the smallest one in the whole Rioja D.O.C. The total surface of our vineyards is 250 Ha in Rioja Alavesa.

Once we start the harvest (middle September), we study the vineyard background and analyse harvested grapes in order to select different qualities and ripening stage so that we use the best grapes for each product (young fruity wines, structured oaked wines, very old wine selections, etc.). This process is very important and guarantees that the best possible wine is obtained from every grape we collect.

VINIFICATION

Our red wines have been achieved from a blend of carbonic maceration wines and destemmed grapes. In both cases, we do two days cold maceration, prior to fermentation start. The maximum temperature we hold under 29°C and it takes some 8 days. We do two further maceration days in de-stemmed tanks. We use only press wine coming from carbonic maceration tanks for this product. Malolactic fermentation is done in stainless steel tanks during November.

STRATEGY

Bodegas Covila is orientated to foreign market and is specialized in exportation. We have obtained international quality standard certificates (ISO9001 and BRC) to work with different countries from EU, U.S.A. and Asia.

Bodegas Covila has a wide product range that helps us to position our company in different markets. In foreign market we direct to HoReCa (hotel trade, restaurant industry and catering) and specialized wine shops.

Our experience and clear market segmentation allows us to develop specific strategies and products in order to satisfy our client needs. Our company is wholly customer orientated and we have individual approach to every client offering them specialized products and brands.

ABOUT BODEGAS COVILA

Bodegas Covila was founded in 1989 by a group of 60 vine growers in Lapuebla de Labarca, Rioja Alavesa, one of the main areas of Rioja Denominación de Origen Calificada. The fact that our partners own at the same time an important amount of vineyards – some 250 hectares or 1.5 million kilograms of grapes - allows us to produce wine mainly from our own grapes. Thus we are able to guarantee our quality from the grape growing to the wine making and ageing.

Located in a short distance from our vineyards, our facilities are furnished with the latest technologies in order to ensure that all the steps in production are developed under optimum conditions. At present, we have 2 wine making rooms, fully equipped with controlled temperature stainless steal vats with a total capacity of 3 million litres. We employ the two main fermentation procedures for red wines: "carbonic maceration" and "de-stemmed grape maceration", so that we can produce high quality young wines as well as oak aged crianzas reserves and gran reserves. We also produce rosé and white wines made under controlled fermentation temperature.

Our facilities also include an oak barrel ageing warehouse, where there are 2,000 American oak barrels and with a further capacity of over 200,000 bottles in bottle racks.

Our products are currently nation wide distributed in the Spanish market and with a growing share in export sales. Our wines are sold in most of the EU countries, though we are looking forward to increase our sale network on these countries and some others.

We have a wide product portfolio completely market oriented and following most of our customer demands. At present, our product range includes Young wines (red / white / rosé), barrel aged young wines (red / white barrel fermented *), and red oak aged wines (crianza and reserva). Our main brand names are "Covila", "Viña Guria", "Mesa Mayor" and "Pagos de Labarca". Despite we are a winery recently entered into the market our products have been awarded several quality prizes, in important contests such as:

<u>VINEXPO BOURDEAUX</u> Gold Medal (Pagos de Labarca Crianza 1991, Covila White 1999, Pagos de Labarca Crianza 2000), Silver Medal (Covila Tinto 1996, Pagos de Labarca Aex 2001, Pagos de Labarca Aex 2004, Covila Crianza 2005) and Bronze Medal (Covila Crianza 1996, 2000, 2003, 2005 and 2006, Pagos de Labarca Gran Reserva 2000, Pagos de Labarca Aex 2005).

<u>INTERNATIONAL WINE & SPIRIT COMPETITION (IWSC)</u>: Silver Medal (Covila Crianza 2006) and Bronze Medal (Covila Tinto 2009)

<u>INTERNATIONAL WINE CHALLENGE (IWC)</u>: **Bronze Medal** (Pagos de Labarca Aex 2001, Covila Crianza 2008, Covila Gran Reserva 2004, Pagos de Labarca AEX 2009)

<u>LES CITADELLES DU VIN:</u> Gold Medal (Pagos de Labarca Aex 2001), Silver Medal (Pagos de Labarca AEX 2009), Bronze Medal (Covila Crianza 2006)

<u>CONCOURS MUNDIAL BRUSSELS</u>: Gold Medal 2011, 2007 (Covila Reserva 2005, Pagos de Labarca Gran Reserva 2004); Silver Medal 2011, 2008 (Pagos de Labarca Gran Reserva 2004, Covila Reserva 2002 y Pagos de Labarca Aex 2004).

<u>MUNDUS VINI:</u> Gold Medal (Covila Reserva 2004, Finca Mayor Crianza 2007), Silver Medal (Pagos de Labarca Aex 2004),

<u>BACCHUS:</u> Silver Medal (Pagos de Labarca Aex 2004 y Covila Tinto 2007, Covila Crianza 2006)

TEMPRANILLOS AL MUNDO: Gold Medal (Covila Crianza 2007 y Covila Reserva 2005)

<u>GUÍA PEÑIN DE LOS MEJORES VINOS DE ESPAÑA</u>: Pagos de Labarca Aex 2005 (91 points), Pagos de Labarca AEX 2009 (91 points).

WINE ENTHUSIAST: Covila Crianza 2007 (88 points), Covila Reserva 2004 (89 points)

WINE & SPIRITS MAGAZINE: Covila Reserva 2004 (Best Buy, 89 points)

<u>STEPHEN TANZER'S INTERNATIONAL WINE CELLAR:</u> Covila Crianaz 2007 (88 points), Covila Reserva 2004 (89 points)

DECANTER: Covila Crianza 2007 (3-stars recommended)

ROBERT PARKER: Covila Crianza 2008 (91 point), Covila Reserva 2005 (89 points)

GAYOT.COM: Covila Reserva 2004 (TOP rated Tempranillo)

Please do not hesitate to contact us for further information!

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