

Saludos from the Vines of Mendoza!

Every year marks a new growing season and the continued growth of your Private Vineyard Estate. To prepare for the upcoming season, we have created this Private Vineyard Estate Vineyard Management Plan, which outlines all the major tasks that we recommend and expect to perform on your behalf in your vineyard throughout the next year

Our Vineyard Development Advisors – Santiago Achaval, Rob Lawson and Diego Reina, together with Pablo and our agronomists Francisco and Daniel have developed this plan to maximize the strength of the root system and ultimately create the best possible vines. This plan will serve as a general guideline for vineyard operations and may be adjusted based on weather and environmental conditions in the vineyard.

As your vineyard is currently operating under the third season of maintenance, which was included in your original purchase, you will not be charged for any of the normal tasks detailed in this report. The Vines team is here to assist and counsel you through this planning process and we would appreciate any comments or feedback on this report. If you have any questions, or would like us to deviate from this plan, please let us know as soon as possible.

We hope that this information will allow you to begin planning the future of your vineyard and your wines!

A handwritten signature in black ink, appearing to read 'Michael'.

Michael Evans  
Co-Founder

A handwritten signature in black ink, appearing to read 'Pablo'.

Pablo Giménez Riili  
Co-Founder

## 2009 VINEYARD MAINTENANCE PLAN

### PRUNING

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Goal: Control the size and shape of the vines to optimize the quality of production.

In June and July, once the vines have gone into a dormant state, we prune each vine to form the permanent structure of the trunk and cordons. During the first dormancy period after planting, shoots become canes, which are then pruned back to two bud spurs. These canes will later become the trunk of the vine. During the second dormancy period of these vines – two years after planting – we select the best lateral canes based on position, vigor and health to form the bilateral cordons. Any remaining lower lateral canes are pruned and the cordons cut back to the appropriate length. In cases where we have replanted vines, we may prune the vine down to two buds so as to give the plant enough energy to develop adequately for the next growing season.

### VINES

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Goal: Ensure the highest possible take rate of healthy vines.

If any vines show inadequate growth after the first few months after planting, they will be replaced with vines that have been grown in our on-site nursery. To facilitate growth and help the vine take to its new environment, we will irrigate frequently and utilize a slow release fertilizer in the bottom of each planting pit prior to replanting new vines.

### FERTILIZATION & IRRIGATION

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Goal: Create strong root development through controlled water management and specific applications of fertilizers as needed.

We closely monitor the nutrition of the vines utilizing Petiole tests, which analyze the health of the vine, and soil analyses to measure the optimal amount of fertilization needed for each varietal block within a vineyard.

To enhance vine growth we utilize a soluble nitrogen-based fertilizer delivered through the irrigation system, distributing approximately 30-60 pounds of fertilizer in second-year growth vineyards when the vine shoots are 4 to 12 inches long. We also conduct a Petiole analysis every year, evaluating the nutritional status of each vine then modifying the amount of fertilizer.

If we observe any weak areas of vine growth, we conduct a new soil analysis to detect if there is a lack of nutrients that can be amended.

In each Private Vineyard Estate, we have implemented a custom watering system that independently controls the irrigation for each selected varietal. This system controls the amount of water a vine needs for growth and grape production and will ultimately determine the growth and vigor of the vines. As the vine is developing, it needs adequate water for vertical growth of the internal plant structure and to establish strong roots. However, once the roots are established, the amount of water a vine receives via irrigation is reduced to obtain better concentration of flavors and tannins in the grapes.

## CANOPY MANAGEMENT

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Goal: Optimize vegetative growth to maximize sun exposure thereby promoting productivity in the vine.

To expose the vine to sunlight, the shoots are positioned on the trellis system and thinned as needed. Specifically trunk suckering is performed in September, shoot removal in October, and leaf removal in November. Suckering is the removal of water sprouts from the trunk and below the soil surface. Shoot removal is the removal of weak shoots, which lack vigor and do not originate from the fruiting spur buds.

Later in the season, the shoots that were pruned back to two buds in the first dormant period are topped at or slightly below the cordon wire to promote the growth of two lateral shoots that formed the bilateral cordon.

Throughout the summer months of December, January, February and March shoot positioning consists of promoting proper grape cluster development, by creating space between the vines to facilitate greater air movement through the vines and around the clusters.

## VINEYARD FLOOR MANAGEMENT

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Goal: Optimize vine development by decreasing external stresses that may hinder growth and grape production utilizing sustainable vineyard practices.

The primary goal of vine management in the first two years of a vineyard is to develop large, healthy vines with a well-established root system by reducing or eliminating stress on the vines. This includes managing pests (weeds, diseases and insects), drought, nutritional deficiencies and cropping stress. Weeds can inhibit vine growth and are controlled by mowing the native vegetation in the middle of the vineyard rows (also known as cover crop) and weeding around vines as well as spot spraying herbicide. Vegetation in the vineyard rows is kept to a minimum, especially in the first half of the growing season.

## TRAINING & TRELIS SYSTEM

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Goal: Ensure a secure trellis system to maximize the shape and position of the developing vine for premium grape production.

We have implemented a VSP (vertical shoot positioning) or *espaldero* trellis system, which is a trellis that trains the vine cordons horizontally on a system of parallel wires allowing for new shoots to grow vertically. This infrastructure provides the framework for the vines and grapes to grow. In the first year we also utilize training stakes and grow tubes to assure the correct shaping of the vines and protect them from herbicides.

The trellis system has a significant impact on the quality of grapes and the quality of wine(s) that can be produced. Our vertical trellis system gives the best combination of direct sunlight on both leaves and clusters.

## PEST & FUNGUS MANAGEMENT

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Goal: Keep the vines healthy and pest-free.

Insect control prevents both traditional grape and non-grape insect pests (especially ants and worms) from attacking new vines. In addition to utilizing mild pesticides as needed, we may spray fungicides to prevent

Powdery and Downy Mildew, which can attack the leaves. These solutions are applied between rows using a mechanized sprayer and along the vineyard boundaries using backpack sprayers.

Because the Valle de Uco receives a very small amount of rainfall, it is relatively easy to control bunch rot (Botrytis) as compared to other wine regions in the world. We control Botrytis with general applications of fungicide.

## CONCLUSION

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We are very excited about this upcoming growing season and our first significant harvest. It is the next step in the realization of the dream we share with all of you owners.

The attached farming matrix outlines the tasks and timing for these recommended farming and maintenance tasks in your Private Vineyard Estate. If you would like to amend or modify the plan, please let us know as soon as possible. As your vineyard develops we will be making additions or modifications as needed based on weather conditions and the technical analysis by The Vines Team of agronomists and winemakers.

We look forward to working together to maximize the potential of your vineyard and create world-class wine.

