

CLOUDY BAY VINEYARDS LIMITED

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Company Profile

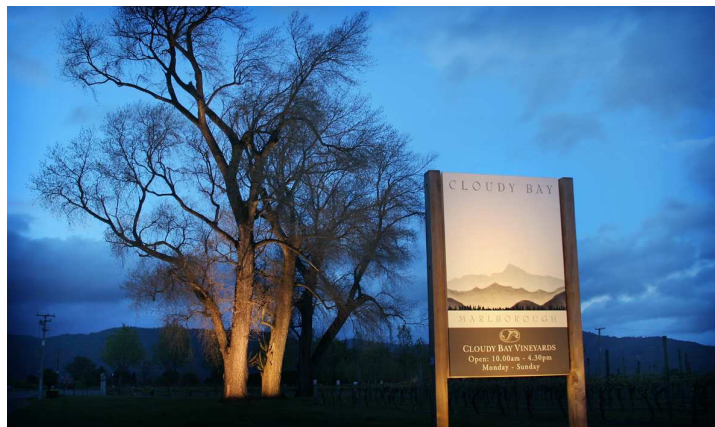
Cloudy Bay Vineyards was established in 1985 by Cape Mentelle Vineyards in Western Australia, and is today part of Estates & Wines, The Moët Hennessy Wine Division. Innovation, meticulous attention to detail and regional expression are the guiding principles of Cloudy Bay. The Cloudy Bay team is committed to producing 'wines of region' and strives to enhance the pure, bracing flavours and stunning vibrancy, naturally afforded by the climate and soils of Marlborough.

The winery and vineyards are situated in the Wairau Valley in Marlborough at the northern end of New Zealand's South Island. This unique and cool wine region enjoys a maritime climate with the longest hours of sunshine of any place in New Zealand. Cloudy Bay has 250 hectares over four estate vineyards, and long-term supply agreements with nine Wairau Valley growers. The main varieties grown are sauvignon blanc, chardonnay and pinot noir with lesser quantities of gewurztraminer, riesling, and pinot gris.

Cloudy Bay wines are exported to over 30 markets, the principal ones being Australia, United Kingdom, USA, Europe and Japan. Cloudy Bay believes that the future success of specialist wineries lies in the production of high quality wines from varieties best suited to specific regions. At Cloudy Bay emphasis is placed on individual fruit character and the development of a recognisable estate wine style.

Cloudy Bay Vineyards was a founding member of the New Zealand Integrated Winegrape Production scheme, set up to develop a programme for sustainable vineyard management, which is now monitored by Sustainable Winegrowing New Zealand. Cloudy Bay's impeccable scorecard reflects the company's commitment to environmentally friendly winery and vineyard management practices.

The winery takes its name from the bay at the eastern extremity of the Wairau Valley, which was named Cloudy Bay by Captain Cook on his voyage to New Zealand in 1770.



WAIRAU VALLEY - MARLBOROUGH

Geographical Details

Location. Wine Marlborough states there are 22,277 producing hectares under vine in the Marlborough region, the major grape growing area of which is the Wairau Valley. Located at the northern end of New Zealand's South Island at latitude 41°30'S, the flood plain of the Wairau River covers a land area of 170 square kilometres. It is 14km wide at its eastern end where it meets the coast at Cloudy Bay, tapering to only a few kilometres at its inland extremity, 26km from the sea. The northern boundary is graphically bordered by the Richmond Ranges whose main peak, Mount Riley, features on the Cloudy Bay label. The southern boundary is equally dramatic, marked by a series of ranges, which give rise to four tributary valleys, now recognised as sub-regions within the Wairau – these are the Brancott, Omaka, Waihopai and Ben Morven Valleys.

Climate. The valley has a cool maritime climate. Heat summation (measured in degree days above 10°C for the growing season) averages 1320 degree-days (1987-2004), daily maximum temperatures rarely exceed 30°C in the hottest months and day/night fluctuations (diurnal range) are pronounced. Spring and autumn frosts can occasionally occur and are potentially hazardous to yields and ripeness levels. The annual rainfall is 740mm and is normally spread evenly throughout the year, but it can be unpredictable. The Wairau enjoys more sunlight hours than any other region of New Zealand and the maritime influence ensures relatively cool conditions during the growing season. In most years, strong westerly winds prevail throughout November and December.

Soils. Geologically, New Zealand is a very young country with most rock formations having evolved in the last 300 million years. The Wairau Valley was shaped during a series of glacial periods, the last ending only 14,000 years ago. Successive flooding and re-alignment of the Wairau and other rivers of the valley have deposited glacial outwash, forming a level plain with deep, sedimentary soils varying from washed stone to gravel, alluvial silt and clay. These soils have a very good natural nutrient status. Within the deep alluvial gravels an extensive aquifer, fed by the winter snow-melt from the higher ranges, provides an invaluable resource of high quality irrigation water.



IAN MORDEN

Estate Director

As Estate Director, Ian is responsible for the general management of Cloudy Bay and plays a key role in driving its strategic direction and global expansion.

Ian's journey to Cloudy Bay has been an interesting one. Ian spent the early part of his career working as a commercial lawyer for various international law firms, before moving into the wine business. Ian previously worked with Lion Nathan, first as general counsel and then as Business Development Director focused on that company's wine business. He was responsible for leading and executing wine business M&A projects and transactions. This included structuring and negotiating a broad range of wines & spirits distribution partnerships, including the establishment of Fine Wine Partners in Australia and the US market wine distribution platform for the Lion Nathan Wine Group.

Before coming to live in Marlborough with his family, Ian spent a great deal of time working in New Zealand, including wine industry assignments in the Marlborough region. Having experienced Marlborough over the years, Ian found the unique opportunity to combine his commercial background with the passionate creativity of the winemakers at Cloudy Bay irresistible.

Ian is a director of the "Complexity" industry initiative which is focused on building the New Zealand premium wine category in the 3 key US markets of New York, Chicago and San Francisco.

Beyond the winery Ian enjoys spending time with his family, any and all outdoor activities or finessing his cooking skills.



NICHOLAS BLAMPIED-LANE

Winemaker

Nick Lane joined the Cloudy Bay winemaking team just in time for the 2003 harvest, which produced one of the most intensely flavoured crops of the last decade.

After studying science at the University of Auckland he then set-off to France to complete a Post Graduate Diploma of Oenology in Toulouse, where he rekindled his love of French food. Subsequently, Nick worked in Bergerac and Burgundy, experiences that fuelled his passion for great pinot noir, and landed him the enviable task of selecting the international benchmark wines for Cloudy Bay's annual event, *Pinot at Cloudy Bay*.

When he doesn't have his nose in a glass of pinot, Nick can be found diving for crayfish and scallops in the Marlborough Sounds, making salami and prosciutto, playing cricket or spending time with his wife Sarah and their young daughters, Amelia and Sophie.



TIM HEATH

Winemaker

With a passion for aromatic whites, Tim has spent significant time winemaking in South Australia's Clare and Eden Valleys and in the Northern Rhône. Upon joining the Cloudy Bay team in 2005, Tim is responsible for crafting Cloudy Bay's two very distinct sauvignon blanc styles along with pinot gris and gewürztraminer. And it must be said that he has also become a bit fanatical about sparkling wine - perfect for continuing the success of our very own Pelorus.

Tim lives in Marlborough with his wife Amy and canine friends Buster and Rio. When not exploring fly-fishing haunts in New Zealand's South Island, Tim enjoys tramping in the Richmond Ranges, mountain biking and skiing - making Tim the natural leader at Cloudy Bay's annual event *Forage Cloudy Bay*. When indoors Tim loves to cook and he is often called on for food and wine-matching advice. His suggestions are guaranteed to get the juices flowing.



SARAH BURTON

Operations Winemaker

After completing a Post Graduate Diploma in Viticulture and Oenology at Lincoln University, Sarah undertook vintages in Oregon, Bordeaux, Duoro Valley and Tuscany. She found an affinity with the Old World 'less is more' approach to viticulture and winemaking and so, upon her return to New Zealand, sought work with wineries with a similar philosophy.

Following six years as a winemaker, Sarah jumped at the chance to join the Cloudy Bay team in November 2009. "I knew of Cloudy Bay's contribution to the shaping of Marlborough as a well-respected wine region and considered it a privilege to have the opportunity to work here", says Sarah.

Sarah is responsible for the day-to-day running of the winery and management of the cellar team. As a regular judge on the Wine Show circuit, Sarah gets to see how wine styles are emerging in New Zealand and to catch up with industry peers.

When not working, Sarah takes the passion for nature that so influences her winemaking, and channels it into somewhat more energetic pursuits. She enjoys skiing in winter and road cycling in summer.



JIM WHITE

Viticulturist

Like so many in the wine industry, Jim's career was spurred on by an encounter with the 'perfect' bottle of wine.

After completing an Agriculture and Viticulture degree at Melbourne University, Jim worked his way across Australia before realising his destiny lay across the Tasman.

Jim is passionate about getting out amongst the elements and nurturing the vineyards through the endlessly fascinating changes of season. What he loves most, is the fact that no two seasons, or vintages, are ever the same and that each year New Zealand's unique and special climate presents a new set of challenges. However, the rewards are abundant, with the ability to taste the fruits of his labour many times over both in the vineyard, in the winery and finally at home at the table with family and friends.

Beyond the vineyard, Jim is likely to be found in the Marlborough Sounds... frequently donning a wetsuit and a dive tank. Jim and wife Nikki enjoy the New Zealand lifestyle with their daughter Charlotte – and patiently await the arrival of their next family member.

