



# New Zealand Wine

A comprehensive guide to the  
regions and varieties



NEW ZEALAND WINE  
PURE DISCOVERY





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2020 Edition

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Information contained in this publication is correct at the time of printing and while care and diligence has been taken in the preparation of this textbook, we are all human and mistakes can happen. If you find an error please drop us an email.

## **100% COMMITTED TO EXCELLENCE**

New Zealand's wine producing history extends back to the founding of the nation in the 1800s. But it was the introduction to Marlborough's astonishing Sauvignon Blanc in the 1980s that saw New Zealand wine explode onto the international scene, courtesy of world beating performances in international competitions and rapturous critical reviews.

And while Marlborough retains its status as the one of the world's foremost wine producing regions, the quality of wines from elsewhere in the country has also garnered international acclaim.

By world standards New Zealand's production capacity is tiny, accounting for less than 1% of total volume. And though the average price tag for a New Zealand wine is a reflection of its desirability, few would question its ability to deliver excellent value for money.

In fact, it's the unswerving commitment to quality over quantity that has won New Zealand its reputation as a premium producer.

This commitment is evident from the vineyard to the winery: along with sustainability leadership, New Zealand continues to pioneer advances such as canopy management, stainless steel fermentation techniques and screwcaps.

## **SOURCES**

New Zealand Winegrowers Vineyard Register Report 2018

New Zealand Winegrowers Annual Report 2018

MetService Climate Summary 1969-1998

Cover image courtesy of Mt. Beautiful, North Canterbury

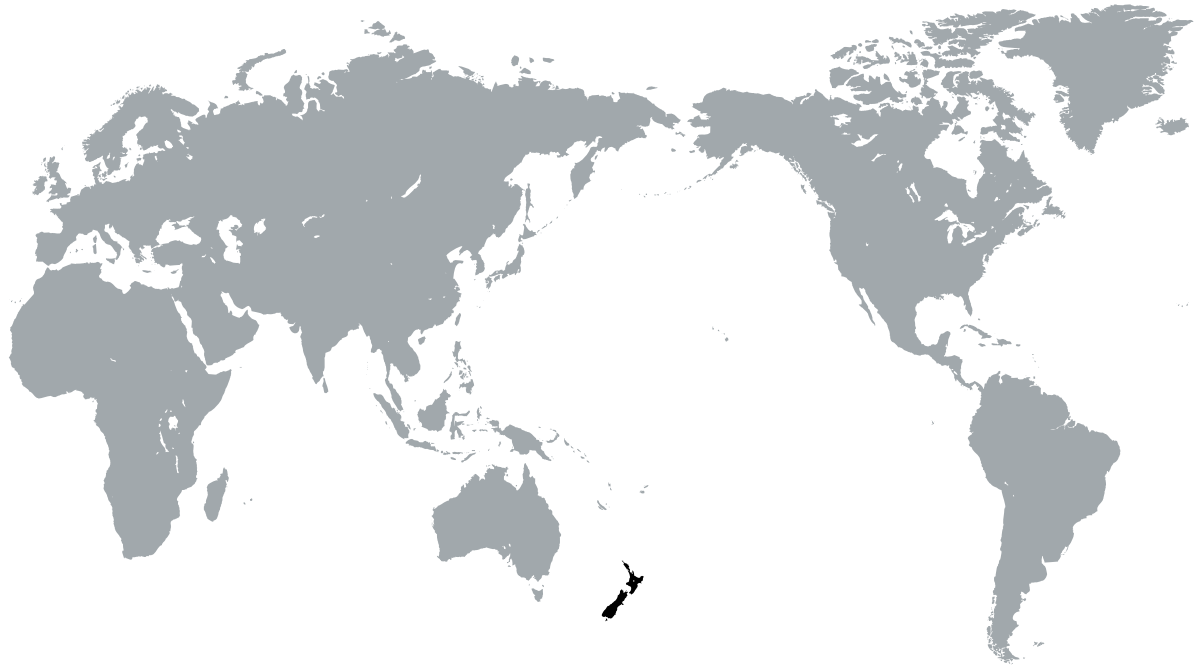




# SECTION 1: OVERVIEW

As an isolated, cool-climate island nation, New Zealand enjoys an undeniable advantage when it comes to producing distinctive, ultra high quality wines.





**<1%**

OF TOTAL WORLD WINE  
PRODUCTION (VOLUME)

**36°-46°**  
**SOUTH**

GRAPE GROWING LATITUDINAL RANGE

**98+%**

OF NEW ZEALAND VINEYARD AREA  
OPERATES UNDER INDEPENDENTLY  
AUDITED SUSTAINABILITY  
PROGRAMMES

## HISTORY OF WINEMAKING

The earliest history of planting vines (*vitis vinifera*) in New Zealand dates back to 1819 when Samuel Marsden, a missionary to New Zealand, arrived in Kerikeri, Northland with 100 vines that he went on to plant at the mission station.

In the 1840s, British resident, James Busby made the first recorded wine in New Zealand. The grapes were from a small vineyard that he planted at Waitangi and it was his enthusiasm for grape growing that went on to encourage others to follow in his footsteps.

There were a number of significant immigrants to New Zealand from Europe that went on to set up vineyards in different regions across the country. They each contributed in their own right to the very early establishment of vineyards and winemaking in New Zealand.

During the 1940s, phylloxera destroyed many vineyards in New Zealand and some winegrowers thought that the *vinifera* hybrid wasn't suitable for growth in New Zealand and decided to replace them with the hardier European-American hybrid vines. Unfortunately, even though these vines were more resistant to disease the quality of grapes

was inferior.

It wasn't until the 1960s that the *vitis vinifera* vines made a comeback in New Zealand and high quality wines were again produced. Shortly after there was also a switch from fortified wines to table wines in New Zealand.

In 1983, Müller Thurgau was the most planted white grape variety and Cabernet Sauvignon the most planted red variety. Since then, there has been a definite change in grape varieties planted in New Zealand since 1990.

Sauvignon Blanc is now the most widely planted white variety with Chardonnay following in second place. Other white varieties such as Pinot Gris, Riesling and Gewürztraminer have dramatically increased their production levels and lesser known varieties such as Viognier are now being grown in small quantities.

A surge in production of Pinot Noir has meant this variety has taken over the role of the most widely planted red variety in New Zealand. Syrah is another red variety that has grown considerably, with Merlot plantings strong, though no longer growing.





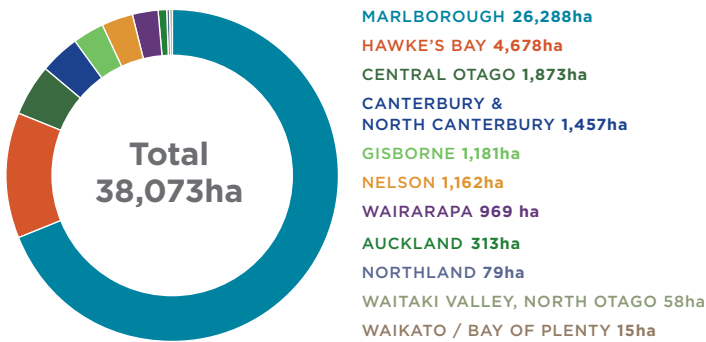
# HISTORY OF WINEMAKING TIMELINE

<b>1819</b>	First vines planted in Northland
<b>1840</b>	James Busby produces New Zealand's first wine at Waitangi
<b>1840s</b>	New immigrants from Europe arrive and set up vineyards in Canterbury and Nelson
<b>1895</b>	New Zealand government commissions a report on the prospects of winegrowing in New Zealand encouraging a rush to plant vines
<b>1900s</b>	New Zealand government invests in research, viticulture and phylloxera resistant vines
<b>1900s</b>	Total area under vine is 387 hectares, producing 4.1 million litres
<b>1950s</b>	New immigrants from Europe arrive and enthusiasm for food and wine increases
<b>1970s</b>	The demand for quality wine increases and many hybrid vines are replaced with classical varieties that are grafted to phylloxera resistant rootstock
<b>1973</b>	Montana sets up in Marlborough and this region becomes the largest grape growing area of New Zealand with Sauvignon Blanc as a premium variety
<b>1980s</b>	The New Zealand wine industry begins to promote itself overseas
<b>1990s</b>	130 registered wineries with total vineyard area of 6,000 hectares and total production of 57.7 million litres. New Zealand wines achieve export success in Europe, the USA and Asia
<b>1994</b>	64% of all wine exports are to the UK
<b>2000s</b>	358 registered wineries, area under vine has doubled within 10 years
<b>2001</b>	Screwcap initiative launched to promote and educate producers on the benefits of screwcap closure as a quality alternative to cork
<b>2002</b>	New Zealand exports to the UK, the USA and Australia reach over NZ\$200 million
<b>2018</b>	697 registered wineries with the total production 302 million litres and exports at NZ\$1.7 billion in value

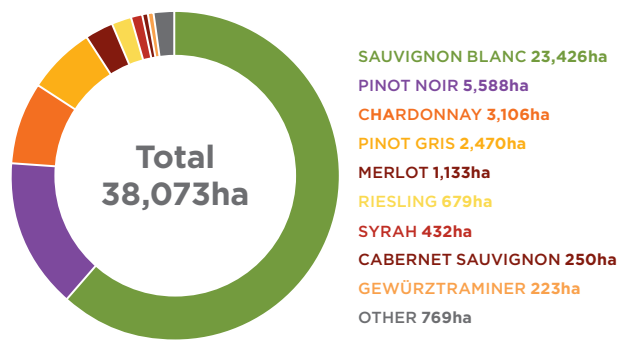
## WINE PRODUCTION & EXPORTS

By world standards New Zealand production capacity is tiny, accounting for less than 1% of total volume at 302 million litres. During the 1990s there were just 130 registered wineries, and today there are 697 wineries, over 80% of which export to international markets.

### PRODUCING VINEYARD AREA HECTARES



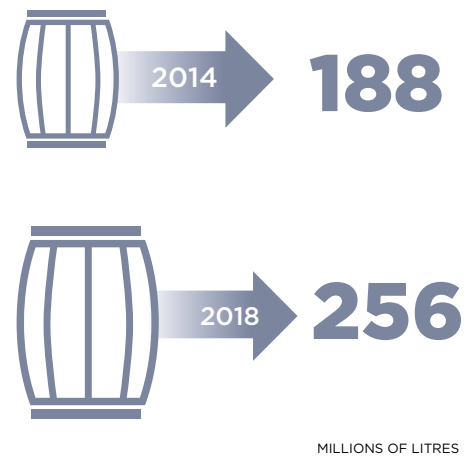
### KEY VARIETIES HECTARES



### EXPORT VALUE



### EXPORT VOLUME





# SUSTAINABILITY POLICY

Under New Zealand Winegrowers' Sustainability Policy, wine must be made from 100% certified grapes in winemaking facilities that are independently audited and certified. Recognised certification programmes include AsureQuality, BioGro-NZ, Demeter, ISO 140001 and New Zealand Winegrowers' own certification programme, Sustainable Winegrowing New Zealand®, SWNZ®.

98% of vineyard area in New Zealand is operating under this independently audited sustainability programme, demonstrating a commitment to quality.



## BIODIVERSITY

Looking after the evolutionary treasures that make our country unique is a priority for all New Zealanders, including our wine producers. The value of enhancing biodiversity isn't just social and environmental, it also offers clear economic advantages such as biological control of pests, diseases and weeds, and improving soil quality and stability—resulting in better crops.



## ENERGY

While New Zealand draws most of our electricity from renewable sources (water and wind), the rising cost of electricity and high-energy demands of wine production have increased industry focus on finding sustainable solutions and alternatives.



## PEST & DISEASE MANAGEMENT

The world expects high quality, unique wines from New Zealand. To maintain our standards we need ensure our vines, grapes and wines are protected from the impacts of weather, disease and pests.



## BYPRODUCTS

Wine production, like all farm production, generates waste. But many waste products from vineyard operations are diverted from the waste stream for beneficial use, with significant environmental and economic advantages.



## PEOPLE

The success of New Zealand's wine industry depends strongly on the commitment and passion of the employees behind it. Industry employers are in turn responsible for ensuring that their businesses have a positive impact on employees and their local communities: financially, socially and ecologically.



## BUSINESS

Sustainability is a key factor in many commercial aspects of wine businesses, including profitability, compliance and legislation, people and business management, brand appeal and legacy creation. New Zealand Winegrowers is focused on using our industry-wide commitment to sustainability as a key selling point in the international market, setting us apart from our competition.



## SOIL

Viticulturists continue to lead the way in employing sustainable practices to preserve and enhance this vital substance.



## WATER

Sustainable water management within the sector centres on minimising water use and protecting the purity of our water sources.



## AIR

Protecting our clean, clear air is vitally important, and any vineyard or winery activities that could potentially impact it are constantly examined and refined.

# NEW ZEALAND WINE LABELLING LAWS & EXPORT CERTIFICATION

## LABELLING

New Zealand wine labels must comply with mandatory wine labelling requirements outlined in the Australia-New Zealand Food Standards Code. Some key mandatory requirements are:

- **The volume of wine:** The volume of wine must be on the front label; that is, the label that is the main face and that is exposed to the consumer.
- **The percentage of alcohol and the number of standard drinks per bottle:** New Zealand law requires that the label of any alcoholic beverage must convey the number of standard drinks' per bottle. This is designed to assist the consumer to monitor how many units of alcohol they have consumed, rather than the number of beverages, as alcohol levels in wine and other alcoholic beverages can vary.
- **The country of origin:** The label must state which country the wine comes from. And, in the unusual yet occasional situation when some wine from another country is blended in with a New Zealand wine, this must be stated on the label.
- **The 85% rule for grape variety, vintage and area of origin:** The rules for label statements about grape variety, vintage and area of origin are collectively known as 'the 85% rule'. If a label states the wine is from a particular grape variety, vintage or area, then at least 85% of that wine must be from that variety, vintage or area.
- **Any additives or processing aids:** From 2003, all wine labels must state all additives used in the winemaking process. The reason behind this is to warn anyone who has

an allergic reaction to any of these products. Consequently, you may find reference to egg products (egg whites), beef tissue (gelatin) or fish tissue (isinglass) on a wine label. These processing aids are sometimes used to clarify the wine and, although it is very unlikely that any of these products remain after the wine has been racked, filtered and bottled, they must be listed on the label if any trace is likely to remain.

## EXPORT CERTIFICATION

The export eligibility process was established at the request of the grape wine industry to help protect the international reputation of New Zealand wine.

Every New Zealand grape wine intended for export for the purpose of trade must meet the export eligibility requirements set out in the Wine (New Zealand Grape Wine Export Eligibility Requirements) Notice 2006. This means that the wine must:

- Be free from obvious fault
- Have a related set of audited winemaking records that enable traceability and accuracy of label statements to be determined

All grape wine samples submitted for export eligibility approval will undergo a sensory evaluation to ensure that the wine is free from obvious fault. Each consignment of wine that meets export eligibility requirements will be issued with an Export Eligibility Statement and unique identifier. This confirms to New Zealand Customs Service that the wine is approved as eligible for export.

## WINE CLOSURES

Cork has been the most common means of stoppering wine for centuries, however the introduction of screwcaps provided an alternative means of sealing wines.

In 2001, the Screwcap Wine Seal Initiative was set up in New Zealand to promote the use of screwcaps as an alternative method of stoppering wine.

### SCREWCAP FACTS

- Over 95% of New Zealand wines are under screwcap
- Screwcaps are user-friendly, easy to open and easy to reseal
- Screwcap bottles can be stored upright
- Screwcaps are far more resistant to damage caused by fluctuating temperatures
- Screwcaps remove the risk of cork taint and eliminate the risk of the wine oxidising under a faulty cork
- The screwcap has an inert, food grade polymer substance at the base of the cap so it doesn't affect the taste of the wine
- Early drinking wines retain their freshness longer under screwcaps

- Wines that require cellaring will still age under screwcaps as there is sufficient oxygen in the head-space inside the bottle for maturation to occur. However, ageing may take longer under screwcap

### CORK FACTS

- Cork is the thick, lightweight outer bark of the cork oak *Quercus suber* which grows mainly in Portugal, Spain, southern France, Italy and north-west Africa
- Cork is harvested by stripping the bark from the tree every nine years. It doesn't harm the tree and a tree can be harvested 16 times over its lifespan
- Cork is elastic as well as biodegradable
- Cork shouldn't adversely affect the taste of wine
- Cork doesn't provide an absolute seal therefore allowing oxygen to slowly enter the wine over time and aid the ageing process
- Corks need to be kept moist so if cellaring a wine for more than 2 months it needs to be stored on its side to prevent the cork from drying out
- The cork industry is persevering with research aimed at eliminating the cork taint problem





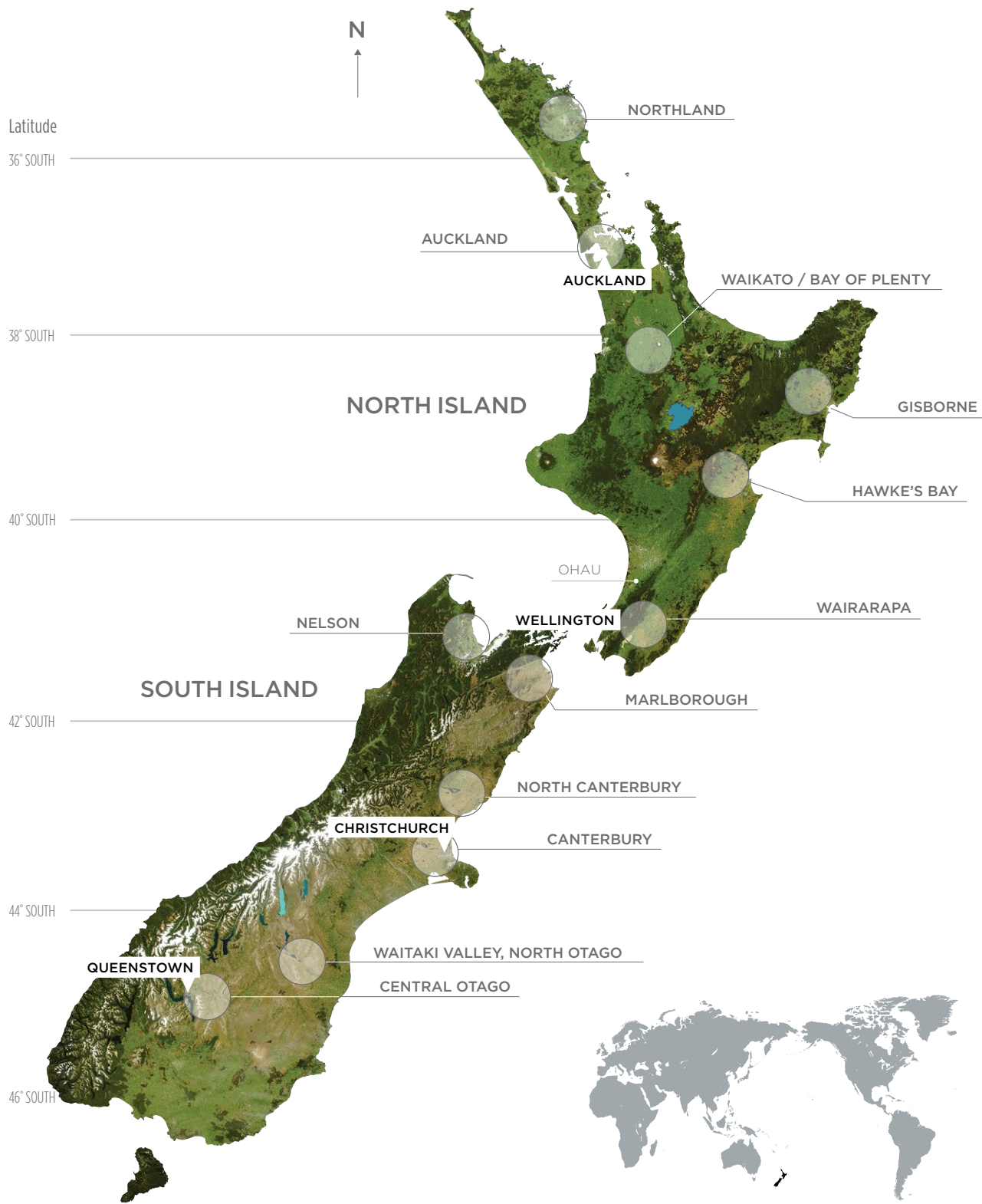
## SECTION 2: REGIONS

There are ten main wine growing regions in New Zealand with each showing great diversity in climate and terrain.

No region is more than 130km (80 miles) from the sea and the proximity of vineyards to the ocean has a pronounced effect on the character of New Zealand wines. Mild, sunny summers and marked differences between day and night temperatures in many regions slow the ripening of the grapes and allow them to develop pure, intense varietal flavours. This is the foundation of New Zealand wines' elegance and power, and helps explain their famed balance, structure and food friendliness.

And with growing regions extending 1,600 km (1,000 miles) — from latitude 36° South in the subtropical north to latitude 46° South in the mountainous south (the most southerly vineyards in the world) — regional diversity is dramatic, enabling a striking array of wine varieties and styles to flourish.

# NEW ZEALAND WINE REGIONAL MAP







**79**  
TOTAL PRODUCING  
HECTARES

**<1**  
TOTAL PRODUCTION  
(000 TONNES)

**<1%**  
PROPORTION OF TOTAL NZ  
PRODUCTION (TONNES)

## NORTHLAND

As its name implies, Northland is New Zealand's most northerly region, with pockets of winegrowing stretching from Karikari in the north, to Mangawhai in the south. Northland's long, narrow shape means there is nowhere further than 50 kilometres from the ocean, and its northerly latitude delivers as close to a subtropical climate as is found in New Zealand. Beyond this, Northland's soils, vineyard aspects and microclimates are all unique, creating a diverse collection of wine styles from a wide range of varieties. Vineyards are generally clustered in the coastal areas around Whangarei, the Bay of Islands and Kaitiaki, taking advantage of both the flatter coastal land and tempering sea breezes.

Northland has a long history of winegrowing, with the country's first vines planted in the Bay of Islands in 1819 by the missionary Reverend Samuel Marsden. Plantings remained relatively small until the late 1800s when the Croatian gumdiggers arrived, establishing New Zealand's earliest wine industry, one focused on a strong trade in fortified wines - a style well suited to Northland's production of ripe, richly flavoured grapes. Many present day producers across New Zealand can still trace their roots back to Northland.

Northland's tropical fruited Chardonnays, popular Pinot Gris and intensely flavoured Viogniers are leading the region's white wine growth. A variety of red wines are produced canvassing spicy Syrah, stylish Cabernet and Merlot blends, peppery Pinotages and even the seldom-seen Chambourcin.

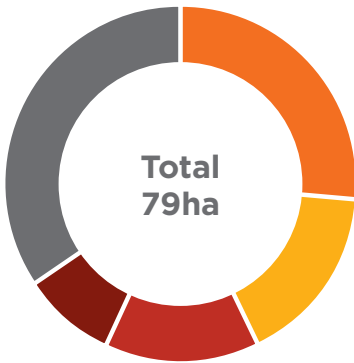
### CLIMATE

 AVERAGE ANNUAL SUNSHINE  
**2,037** HOURS

 AVERAGE ANNUAL RAINFALL  
**1,518** mm

Northland is renowned for its warm, relatively sunny subtropical maritime climate with mild winters, accompanied by plentiful rainfall and humidity. The latter can provide challenging conditions for winegrowers at times, but also varies quite significantly according to individual sites. The mild climate allows a wide range of varieties to ripen, and delivers generosity and warmth to Northland's wines.

MAP OF  
**NORTHLAND**



**OTHER**  
**27ha**  
Made up of 22 varieties

**CHARDONNAY**  
**21ha**

Chardonnays are typically made in a variety of styles, anchored by full-bodied ripe melon, fig, stonefruit and citrus fruit. Some producers also produce earlier-picked crisper, lighter-bodied styles.

**PINOT GRIS**  
**13ha**

Ever popular Pinot Gris is made in densely fruited, full-bodied styles with peach, spice and gingerbread notes. Most wines are fruit-focused and unoaked but there's occasional seasoned oak use for extra texture and complexity.

**SYRAH**  
**11ha**

A key red variety for the region, Syrah appreciates Northland's warm climate and long-growing season. Wines are medium-bodied with soft tannins and ripe, spicy berry fruit and plums plus a hint of florals.

**MERLOT**  
**7ha**

Merlot enjoys Northland's long, warm growing season, delivering robust, spicy, berry-rich wines with moderate body and tannins.

Northland's vineyards are planted on a highly variable range of soil types, perhaps not surprising for a region encompassing such a long, narrow and diverse topography. Northland has more than 220 soil types, a significant increase compared to other New Zealand regions which typically have around 20. Owing to the small number and relatively far-flung locations of producers, subregions are not yet clearly defined within Northland, thus it can be difficult to generalize about the impact of soil on the wines other than on a case by case basis.

However, heavy clay loam and free-draining volcanic soils are relatively common throughout the region, with free-draining soils particularly prized for vineyards in a region with abundant rainfall. Subsoils are generally compact clays. Maintaining balanced growth in Northland's mild climate is a priority for producers when establishing vineyards. The other key feature of Northland soils is the legacy of the lush subtropical climate's generous plant growth and historically extensive kauri forests, which have provided many areas with deep layers of acidic leaf litter and low fertility, though these are not typically soils used for vineyard plantings.



**313**  
TOTAL PRODUCING  
HECTARES

**<1**  
TOTAL PRODUCTION  
(000 TONNES)

**<1%**  
PROPORTION OF TOTAL NZ  
PRODUCTION (TONNES)

## AUCKLAND

A large, important and very diverse region, home to New Zealand's biggest wine companies and tiny boutique vineyards, both of which produce some of its finest wines.

Spread across a large, geographically diverse area, the Auckland wine region encompasses the distinctive vineyard island of Waiheke, the historic West Auckland subregions of Kumeu, Huapai and Waimauku, and stretches north to the coastal enclave of Matakana, and south to Clevedon's rolling hills. Award-winning Gewürztraminer is even crafted next to Auckland International Airport.

These areas were established in the early 1900s by Croatian, Lebanese and English winemakers whose legacy and names endure today; Babich, Brajkovich, Corbans, Delegats, and Nobile to name just a few. While Auckland's current acreage is considerably smaller, magnitude remains in its collective experience, with presence of significant wine companies and not least, exciting, high quality wines over its length and breadth.

Whilst difficult to generalise across such varied terroirs, the subregions are united by a few common factors; volcanic, clay-rich soils, a temperate maritime climate and significantly, proximity to New Zealand's largest, most economically important city.

Home to powerful, intense reds – Red blends in the north and on Waiheke Island (which also has thrilling Syrah) – plus world class Chardonnay and fine Aromatics, the modern Auckland wine industry continues to shine.

### CLIMATE

 AVERAGE ANNUAL SUNSHINE  
**2,060** HOURS

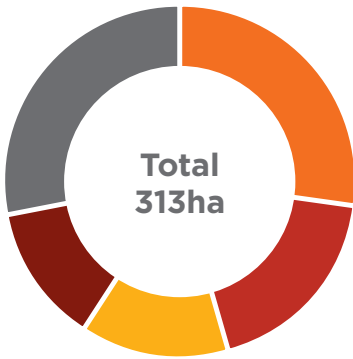
 AVERAGE ANNUAL RAINFALL  
**1,240** mm

Warm and relatively humid for the most part, rainfall (which decreases moving eastward) can be high some seasons; ripening grapes is generally not a problem but disease pressure can be, lessened by site selection and viticulture techniques. Waiheke Island's Hauraki Gulf location gives it a particularly distinct climate, being both drier, warmer and assisted by cooling sea breezes.





## MAP OF AUCKLAND



**OTHER 76ha**  
Made up of 26 varieties

**CHARDONNAY**  
**74ha**

Varying styles of weighty, ripe wines with tropical flavours and fresh, balanced acidity are common throughout the region; Kumeu sees the variety reach a refined zenith.

**SYRAH**  
**50ha**

Sophisticated, intense wines flow from Waiheke Island where the excitement is building about its aromatic, elegant, pure-fruited expression of the variety.

**PINOT GRIS**  
**37ha**

Grown throughout the regions but particularly strong in Matakana, which produces fleshy, weighty wines with spicy, ripe stonefruit and pear aromas and flavours.

**MERLOT - 34ha**  
**CABERNET SAUVIGNON - 22ha**  
**CABERNET FRANC - 20ha**

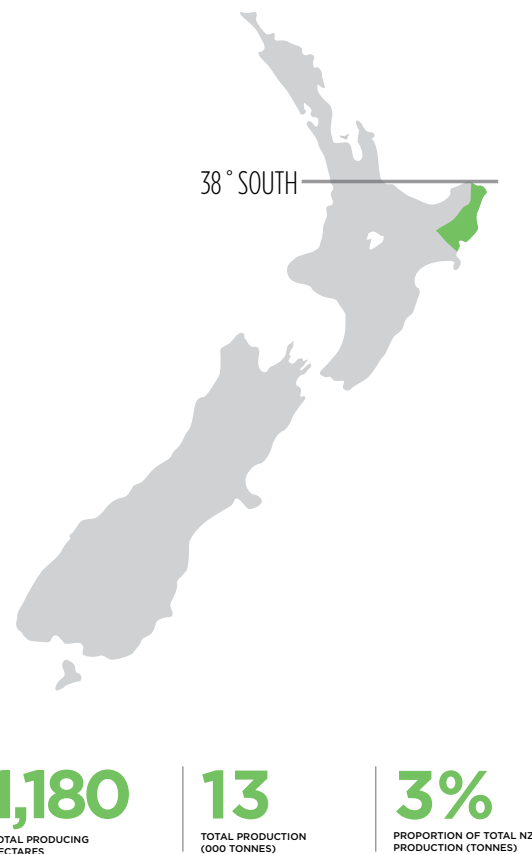
Stylish red blends are common throughout the region; Merlot generally performs best on the heavier soils. Dense yet elegant, commanding acclaim and frequently very high prices.

Aucklands extensive volcanic history has overlain its ancient bedrock with much younger material; millennia have then weathered this away to predominately clay soils, though layered sandstone, mudstone and wind-blown silt are also common. All subregions can vary significantly and while generally soils provide quite poor drainage, management and clone selection have enabled the production of premium wines.

**KUMEU** Redolent in history, a source of some of the country's best wines - a trip 'out west' is mandatory for wine lovers. Fertile soils and warm, humid weather are challenging but experience counts and numerous wines regularly receive international plaudits. Chardonnay and Merlot are highlights though the range is broad. Some larger wineries also source fruit from other regions to keep pace with supply.

**WAIHEKE ISLAND** The picturesque island location of Waiheke both defines its boundaries and contributes to its unique terroir. The warm, dry maritime climate promotes intensity, varietal depth and purity of fruit. Long renowned for its exciting red blends, Syrah is a rising star, fresh, elegant and silky, though a range of other varieties from Montepulciano to Petit Verdot, Chardonnay to Viognier also do well.

**MATAKANA** Approximately an hour's drive north of Auckland is Matakana's pretty rolling hills and a most welcoming area for wine tourists. Vines are relatively recent but produce stylish Pinot Gris, Syrah and powerful red varieties. The climate is balmy and humid, testing for viticulture, yet careful site selection and vine husbandry ensures warm, spicy wines with good body and texture.



## GISBORNE

The mix of high sunshine, verdant landscapes, fascinating history, a laidback lifestyle and the exciting range of wine styles makes Gisborne a beguiling destination for the wine traveller.

Those making the journey east are rewarded with a diverse range of wines from flavoursome entry-level to critically acclaimed biodynamic classics. A dynamic food and wine scene completes the picture.

Rich in history, Gisborne can claim Captain Cook's first landfall as well as being the first place in New Zealand to see the sun rise. Vines were first planted in the 1850s with the modern industry soundly established from the 1960s onwards, when Montana (now Pernod Ricard NZ), Penfolds and Corbans Wines built wineries. Large producers still feature but Gisborne is shaking off its history of bulk production; small-scale quality producers and entrepreneurial growers experimenting with new varieties and sites point to its future.

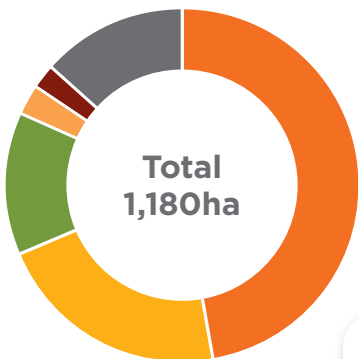
Chardonnay is the dominant variety and enjoys great success, though a very wide range of red and white varieties are successfully established and new varieties are always trialled. Hillside land is being explored and matched with new varieties and clones; Gisborne's renaissance is fully underway.

### CLIMATE

 AVERAGE ANNUAL SUNSHINE  
**2,180 HOURS**

 AVERAGE ANNUAL RAINFALL  
**1,051 mm**

High sunshine hours and a warm climate (regularly recording some of the highest sunshine and temperatures in New Zealand) see Gisborne's grapes frequently the country's first to be harvested. Late summer/autumn rainfall can test producers though recent advances in techniques and site selection make this less of an issue. Surrounding ranges provide inland shelter.



**OTHER  
159ha**  
Made up of 22 varieties

**CHARDONNAY  
574ha**

Highly aromatic, with rich, lush palates bursting with fruit. Delicious simple early-drinking styles a specialty, though the top, most intense wines have real longevity.

**PINOT GRIS  
261ha**

Styles vary in sweetness and fruit intensity, with strong melon and spice aromatics, and rich mouth feel.

**SAUVIGNON BLANC  
159ha**

Very tropical, ripe and bold styles with broad palates though early picked styles can be lighter, herbaceous and zesty.

**GEWÜRZTRAMINER  
35ha**

Distinctly aromatic and spicy, Gisborne Gewürztraminer is a distinct marker of the region.

**MERLOT  
27ha**

Can be challenging in the climate but drier years give fleshy, flavoursome wines that enjoy success in carefully chosen sites.

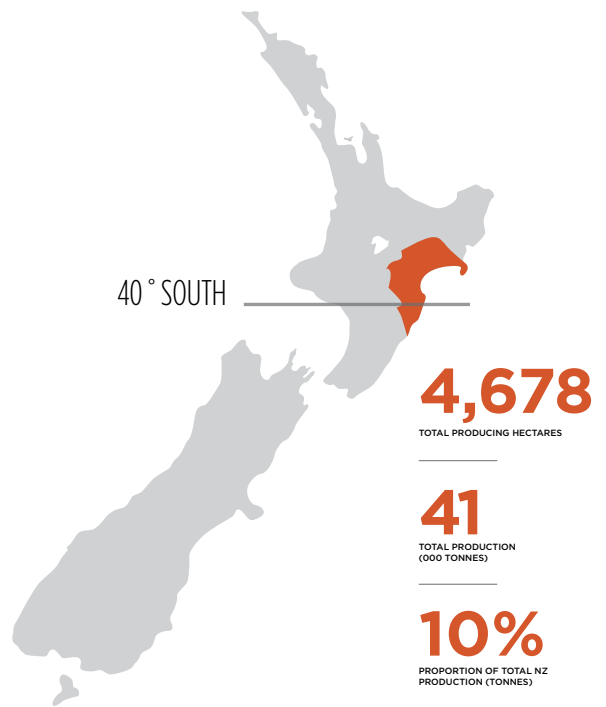
The youthful, very hilly landscape fans out into the lush lowland flood plains of the Waipaoa River giving a mix of clay and silt loams with fine silt river loams (giving aromatic wines) and heavier clay soils on the plains (fleshier wines). Site selection has moved away from very fertile flood loams towards the higher better drained parts of the plains and foothills.

**MANUTUKE** Vines first established in the 1890s. South of the city, closer to the coast and enjoys sea breezes. Well drained sandy, silt soils with some heavier complex Kaiti clay to the hillier west suiting Chardonnay; closer to the river conditions can be ideal for botrytised wines as well as finely textured aromatic wines.

**PATUTAHU** Around one third of region's vines are here, a legacy of Montana's strong expansion. Patutahi's warmer inland site to the west of the city, with lower rainfall (on average 30% decrease) and well draining higher and sloping clay and silt soils. Very good Gewürztraminer though a wide range of varieties overall - richly flavoured with good texture and body.

**ORMOND** North of the city, where the river valley narrows into the Raukumara Ranges, site of Gisborne's original plantings and some of today's best vineyards and wines, producing numerous single vineyard wines. Warmer, slightly drier with silt loams prevailing. Home to 'The Golden Slope', a 10km elevated, gently sloping, free-draining, sandy escarpment with limestone influenced topsoil, producing some of Gisborne's best Chardonnay.





## HAWKE'S BAY

New Zealand's second largest wine region, sunny Hawke's Bay has been an abundant source of fine wine since 1851; its well-established wine tourism trail also showcases the region's Art Deco architecture (mainly in Napier city) and artisan producers.

Hawke's Bay's benign climate and high sunshine have long established the region as ideal for fruit growing. Vines were first planted in 1851 by Marist missionaries (their legacy is Taradale's historic Mission Winery) and Hawke's Bay enjoys a significant international reputation for producing some of the country's best wines, red and white.

A relatively large and diverse region capable of producing a wide range of varieties to a very high standard, Hawke's Bay is best known for its Red Blends and Chardonnay but aromatic whites are consistently good and Syrah is incredibly impressive. The climate and lengthy growing season also allows regular production of successful dessert styles. New varieties are continually trialled.

The numerous wineries and vineyards encompass both large multi-regional entities and tiny family-owned boutique producers; all share a commitment to making great wine.

With its lengthy history and verdant, productive landscape, Hawke's Bay is home to an outstanding wine tourism culture and offers a wide variety of cellar door experiences as well as regular food and wine festivals.

### CLIMATE

 AVERAGE ANNUAL SUNSHINE  
**2,180** HOURS

 AVERAGE ANNUAL RAINFALL  
**1,051** mm

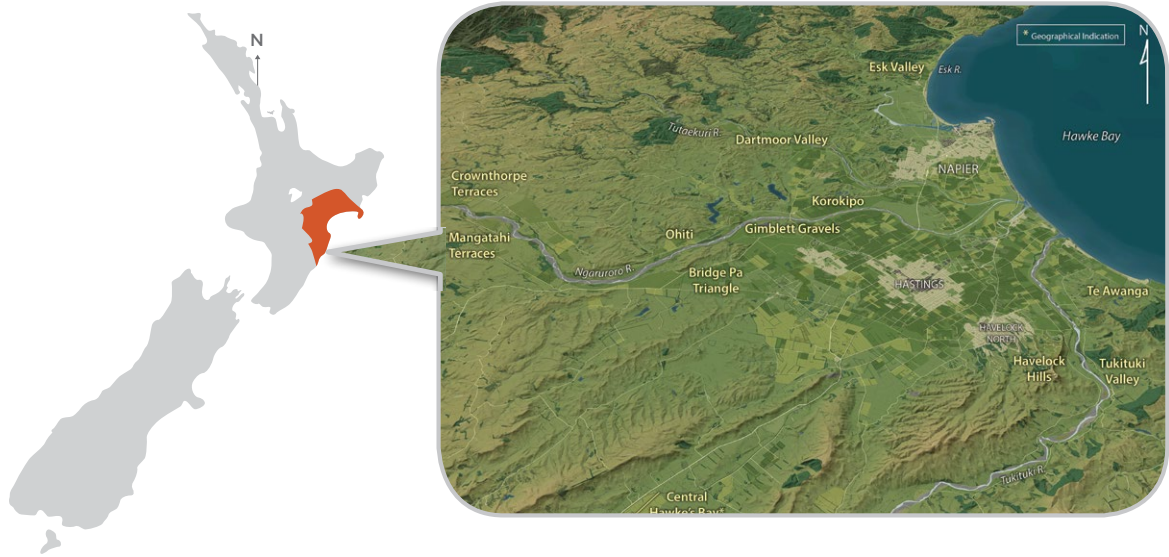
Very sunny, with heat summations somewhere between Burgundy and Bordeaux, the maritime influence tempers hot summer days and permits a long growing season. The surrounding high country offers wind protection through frost can be a risk in some inland areas. Cooler, wet weather can occasionally pose problems in the growing season but free-draining soils help reduce its impact.

### SOIL

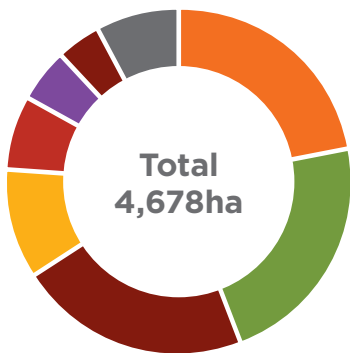
The legacy of four major rivers' historic meanderings, Hawke's Bay is a virtual kaleidoscope of soil types, creating significant impact on viticulture and wine styles. The densely planted plains are alluvial over gravely subsoils: Havelock has more sandy loams over clay pans while Hastings is surrounded by loamy clays. Red metals and famously arid, stony Gimblett Gravels are noteworthy features; the surrounding rolling hill country is clay and limestone-based. Bridge Pa contains the oldest soils on the Heretaunga Plains. These are distinct as they consist of low fertile, free draining alluvium deposit or eroded ash, loess and underlying sediments.



MAP OF **HAWKE'S BAY**



**REGIONAL PLANTINGS & STYLES**  
PRODUCING HECTARES



OTHER  
**340ha**  
Made up of 32 varieties

**CHARDONNAY**  
**1,039ha**  
Wines are full-bodied, lengthy, almost opulent but with finely-tuned acidity balancing the richness.

**SAUVIGNON BLANC**  
**1,036ha**  
Rich, tree fruit-laden wines, underpinned by bright acidity, they often see a degree of oak fermentation or maturation.

**PINOT GRIS**  
**475ha**  
Aromatic, spicy, bold ripe wines with balanced acidity and good body.

**PINOT NOIR**  
**221ha**  
Varietal aromatics of cherry, berry fruits, plum, florals and spice, through to more savoury and earthy examples, all with beautifully soft and supple tannins and great richness of flavour.

**MERLOT**  
**1,018ha**  
Red blends are highly successful, producing wines of great power, elegance and longevity. Merlot is increasingly the higher percentage in blends, offering rich, plummy depths.

**SYRAH**  
**329ha**  
Wines are perfumed, elegant with ripe fruit, supple tannins and lingering spice.

**CABERNET SAUVIGNON**  
**220ha**  
Wines are perfumed and elegant with ripe fruit, supple tannins and lingering spice. Often blended to produce the regions famed red blends.

**SOIL continued**

**COASTAL AREAS** Although the maritime influence of the Pacific Ocean extends into much of Hawke's Bay, the two grape growing areas located directly on the coast enjoy the most dramatic effects of the temperate climate and long growing season. The gravelly soils of Bay View in the northern Esk River Valley area and Te Awanga in the South have achieved recognition for premium Chardonnay and early ripening reds, including Pinot Noir.

**ALLUVIAL PLAINS** Established early and now widely planted, the plains vary as much in soils and meso-climes as they do in varieties and styles. Shaped by rivers and criss-crossed with gravel beds, free-draining alluvial soils and stony terraces, they fan out between Havelock and Napier, covering the pioneering vineyards of Taradale and Meeanee plus the barren inland Gimblett Gravels and Bridge Pa Triangle area, home to some of the region's best wines.

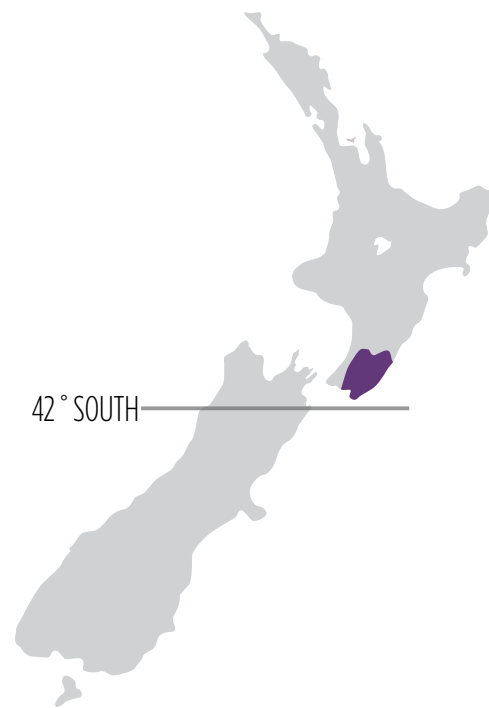
**HILLSIDES** Increasingly explored for the differences offered in soil and altitude, hillsides also assist with frost protection for more inland sites; they are predominately planted in red varieties. Long established around Havelock North, hillsides in the Maraekakaho and Bay View sub-regions produce stellar wines and as vines march inland, the Central Hawke's Bay limestone hills are yielding promising Aromatics and Pinot Noir.

**RIVER VALLEYS** Running across Hawke's Bay, from the sheltering inland ranges in the West to the sea in the East, are four rivers which have over time created a huge diversity of grape growing sites. These sites have provided sheltered environments, with variations in altitude, aspect to the sun and variations in soil type. Fine examples of premium Chardonnay, Sauvignon Blanc, Pinot Gris and Pinot Noir are sourced from the higher altitude sites.

**CENTRAL HAWKE'S BAY** Inland at an altitude of up to 300 metres Central Hawke's Bay vineyards are characterised as being cooler areas showing potential for Sauvignon Blanc, Pinot Gris and Pinot Noir.



Escarpment Vineyard



**969**  
TOTAL PRODUCING  
HECTARES

**5**  
TOTAL PRODUCTION  
(000 TONNES)

**1%**  
PROPORTION OF TOTAL NZ  
PRODUCTION (TONNES)

## WAIRARAPA

Wairarapa (Maori for ‘glistening waters’) is a compact yet diverse region of boutique producers offering high quality examples of a wide range of varieties, supported by a vibrant, wine-focused community.

The three main subregions (Martinborough, Gladstone and Masterton) share broadly similar climate and soils yet also offer subtle differences in character for the discerning palate to explore. A range of styles and varieties are on offer with standout Pinot Noir, Sauvignon Blanc and Aromatics as well as stylish Chardonnay, Syrah and dessert wines.

With a fascinating early settler history, vines were first planted in 1883 though fell victim to the temperance movement in 1905 (a 1903 Masterton wine tasted 82 years later was pronounced “Alive and well...”). Wairarapa’s modern wine history dates from the late 1970s plantings of Martinborough producers Dry River, Martinborough Vineyard, Ata Rangī and Chifney (now Margrain). Wairarapa has just 3% of New Zealand’s land under vine, and 1% of its total production yet boasts some of New Zealand’s most iconic and sought after producers.

A fairly short and definitely scenic drive from Wellington, and a mere 30km from the sea both south and east, Wairarapa offers a range of wine tourism pursuits and pleasures with plenty of unique accommodation and dining options.

### CLIMATE

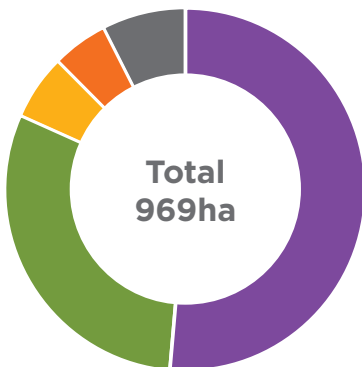
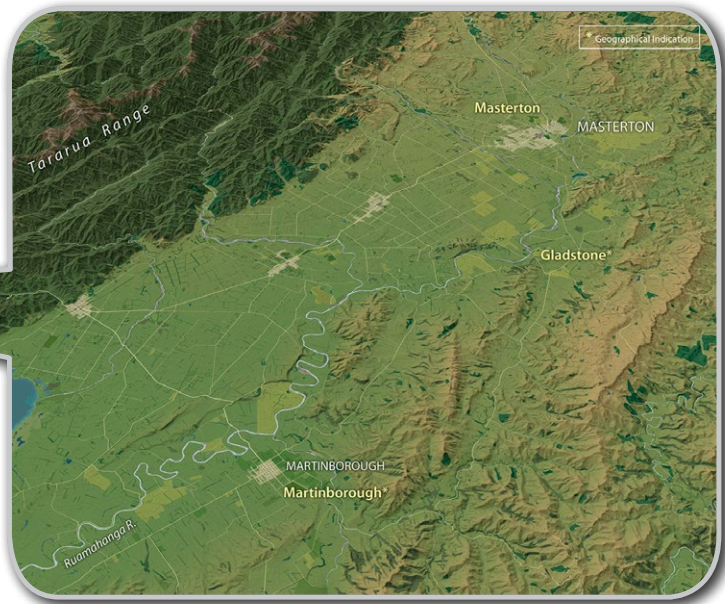
AVERAGE ANNUAL SUNSHINE  
**1,915 HOURS**

AVERAGE ANNUAL RAINFALL  
**979 mm**

A semi-maritime climate sheltered by the westerly Tararua Ranges, and exposed to blustery, devigorating winds, Wairarapa experiences cool springs and autumns plus hot summers with cool nights: this wonderful combination of pronounced diurnal differences and a long growing season confers intense varietal character and complexity. Ideal winter/spring rainfall patterns and long, dry autumns create perfect conditions for late harvest and botrytised wines.



MAP OF  
**WAIRARAPA**



**OTHER  
70ha**  
Made up of 22 varieties

**PINOT NOIR  
499ha**

The region's flagship red; richly flavoured and warm with a savoury undercurrent whilst retaining perfumed varietal character. Wairarapa Pinots offer texture and depth.

**SAUVIGNON BLANC  
293ha**

The region's best kept secret. Intense and vivid with excellent perfume and poised, mineral textural palates. Good mix of herbaceous and tropical characters.

**PINOT GRIS  
58ha**

Pinot Gris is successful with the long growing season also allowing for late harvest and botrytised styles.

**CHARDONNAY  
49ha**

Very successful in this area, powerful but elegant, exhibiting ripe stonefruit, citrus, biscuit and spice.

Predominantly silt loam over free-draining gravels, some of which can be up to 15m deep courtesy of the rivers criss-crossing the region. Clay loam and limestone feature in certain vineyards and vignerons work hard to match their varieties with soil profiles. North to south, Masterton's gravel river beds offer local limestone, Gladstone's more variable silt loam has clay pockets whilst the shallower river terraces of Martinborough and nearby Te Muna are highly sought after.

**MASTERTON** Masterton is the largest town in Wairarapa, and was the first area grapes were planted in the region, over a century ago. The valley is shadowed by the Tararua ranges, and early morning frosts are common, contrasted by incredibly hot summer days. This diurnal range produces complex and flavourful wines, with Sauvignon Blanc and Pinot Noir the dominant varieties.

**GLADSTONE** Just south of the district's largest town, Masterton, blessed with free-draining river terraces and a cooler climate with plenty of sunshine, Gladstone is a fast growing subregion with room to expand. Some clay amongst the stony silt loams suits the predominant Pinot Noir very well, alongside lively Sauvignon Blanc and impressive Aromatics. The Harvest Festival each March showcases Gladstone's bounty.

**MARTINBOROUGH** A picturesque colonial village focussed on wine, surrounded by vineyards tended by small, frequently family-owned producers and with a climate and soil profile similar to Burgundy, it's no wonder Martinborough has excited the wine world. Acclaimed Pinot Noir, vivid Sauvignon Blanc, poised Aromatics and elegant Syrah are all produced. The most southerly subregion, with free-draining soils and a cool, dry climate.



**1,162**  
TOTAL PRODUCING  
HECTARES

**9**  
TOTAL PRODUCTION  
(000 TONNES)

**2%**  
PROPORTION OF TOTAL NZ  
PRODUCTION (TONNES)

## NELSON

Beautiful, sunny Nelson is a must-visit for any wine visitor with its tiny yet thriving high quality industry illustrating perfectly the region's long history of horticulture and artistic endeavours.

Nelson has a gentle sun-drenched climate and a spectacular landscape ranging from golden sand beaches to rugged, bush-clad mountains. Grapes are grown in Moutere Hills and Waimea Plains; production is small but quality is impressive overall including some superlative highlights.

The region is long renowned for crops and orchards, with vines having been cultivated from the time of the mid 1800s German settlers. Bragato commented in 1895 on Nelson's impressive potential but it was the pioneering 1970s producers who established the modern wine industry – and names such as Seifried and Neudorf are still going strong.

Excellent Pinot Noir, Chardonnay, Sauvignon Blanc and Aromatics are produced with Nelson also boasting an impressive and eclectic mix of other varieties.

Nelson has a vibrant artistic and café culture with many wineries offering the benefits of both at their cellar doors. The region's compact size means visitors can get around most wineries in a day.

Nelson is a scenic two hour drive from Blenheim and while its obvious quality has attracted international critical recognition, being slightly off the beaten track confers a wonderful sense of tranquillity and relaxation to the region.

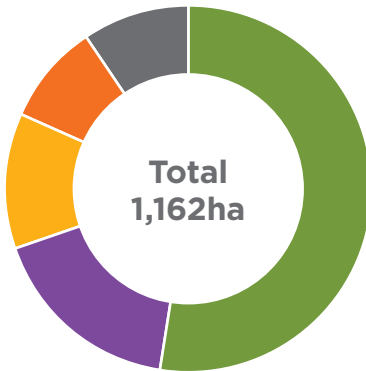
### CLIMATE

AVERAGE ANNUAL SUNSHINE  
**2,405** HOURS

AVERAGE ANNUAL RAINFALL  
**970** mm

Nelson's sheltered topography gives protection from strong winds; combined with its proximity to the sea this gives milder temperatures than other South Island regions, mitigating frost risk, though autumn rains can occasionally be an issue. Blessed with a remarkable number of clear days (regularly New Zealand's sunniest region), good diurnal variation helps emphasise varietal character and the high sunlight hours give wonderful fruit purity.





**OTHER**  
**107ha**  
Made up of 21 varieties

**SAUVIGNON BLANC**  
**613ha**

A more elegant, restrained expression of this variety, displaying lovely texture and minerality alongside crisp, vivacious tropical fruit with fresh herbal nuances.

**PINOT NOIR**  
**198ha**

Whether weighty in Moutere or pretty in Waimea, Nelson Pinot is always expressive and perfumed, with fine, ripe tannins and complex depths.

**PINOT GRIS**  
**139ha**

Pinot Gris is expressive and fine with poised acidity and rich flavours. The climate allows for a variety of styles.

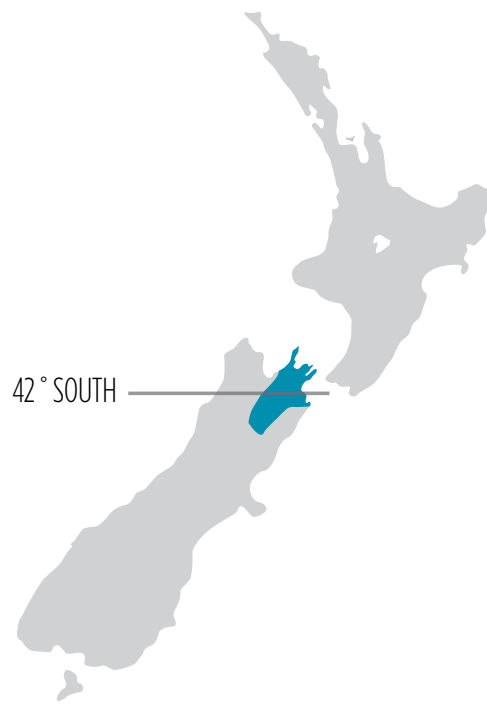
**CHARDONNAY**  
**105ha**

Depth, elegance and complexity are hallmarks of the best Nelson Chardonnay and the fruit is remarkably pure and intense. Top wines have great longevity.

Regional soils are broadly gravelly silt loam over a clay base, allowing good water holding capacity. The two main areas vary slightly in their composition; the alluvial flat, silty soils of Waimea Plains give generally lighter, pretty wines than the gently rolling Moutere Hills, where the weathered gravels of an ancient river system sit beneath sandy-topped heavy clay-based soils, giving wines depth and richness.

**MOUTERE HILLS** To the west of the city, the verdant Moutere Hills are slightly warmer and wetter than Waimea and the gravel threaded clay soils give richness and texture to the wines, with Pinot Noir showing structure with fine tannins, the Chardonnay complexity and depth, and the Sauvignon and Aromatics a mineral intensity. This is where Nelson's early pioneers planted and it remains the source of some of its finest wines today.

**WAIMEA PLAINS** Summing up the subregion beautifully, Waimea is Maori for 'river garden'. This traditional area for arable crops, orchards and hops has seen most of Nelson's recent vineyard expansion. With stony alluvial soils and a moderating maritime influence, wines tend to be lighter and fresher in style than Moutere with bright aromas. Pinot Noir is perfumed, Chardonnay rich and expressive and the Aromatics vibrant with a flinty mineral undercurrent.



**26,288**

TOTAL PRODUCING HECTARES

**313**

TOTAL PRODUCTION (000 TONNES)

**77%**

PROPORTION OF TOTAL NZ PRODUCTION (TONNES)

## MARLBOROUGH

New Zealand's flagship wine region, which in combination with Sauvignon Blanc, put the country on the international wine stage. Much more than just Sauvignon though, Marlborough offers increasing depth in both varieties and terroir.

Early pioneers first planted in 1873 in the Ben Morven Valley, with further vineyards established through to the 1960s. There was then a lull until grapes were again planted in 1973, despite stiff opposition from local farming and forestry interests. Nowadays, viticulture is emphatically dominant, with over 20,000 hectares of vines (approximately two thirds of the national total) under the care of wine producers of all sizes.

Consistently ranking as one of New Zealand's sunniest and driest regions, Maori referred to the Wairau Valley as 'Kei puta te Wairau' - 'The place with the hole in the cloud' - reflecting the outstanding protection offered by the topography. The Wairau River bisects the valley west to east, with the Richmond Ranges to the north and medium sized foothills to the south.

The auspicious combination of a cool yet high sunshine climate, low rainfall and free-draining, moderately fertile soil produces uniquely vivid wines across a wide range of varieties and styles.

Alongside the increasing range of varieties, the diverse soils and meso-climates are revealing subregions, and it is within these that Marlborough's exciting future lies.

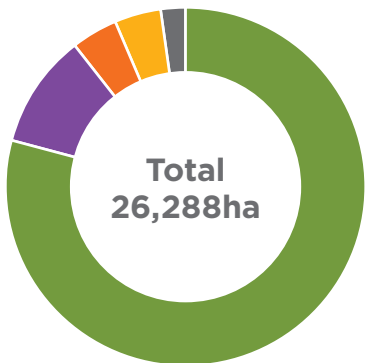
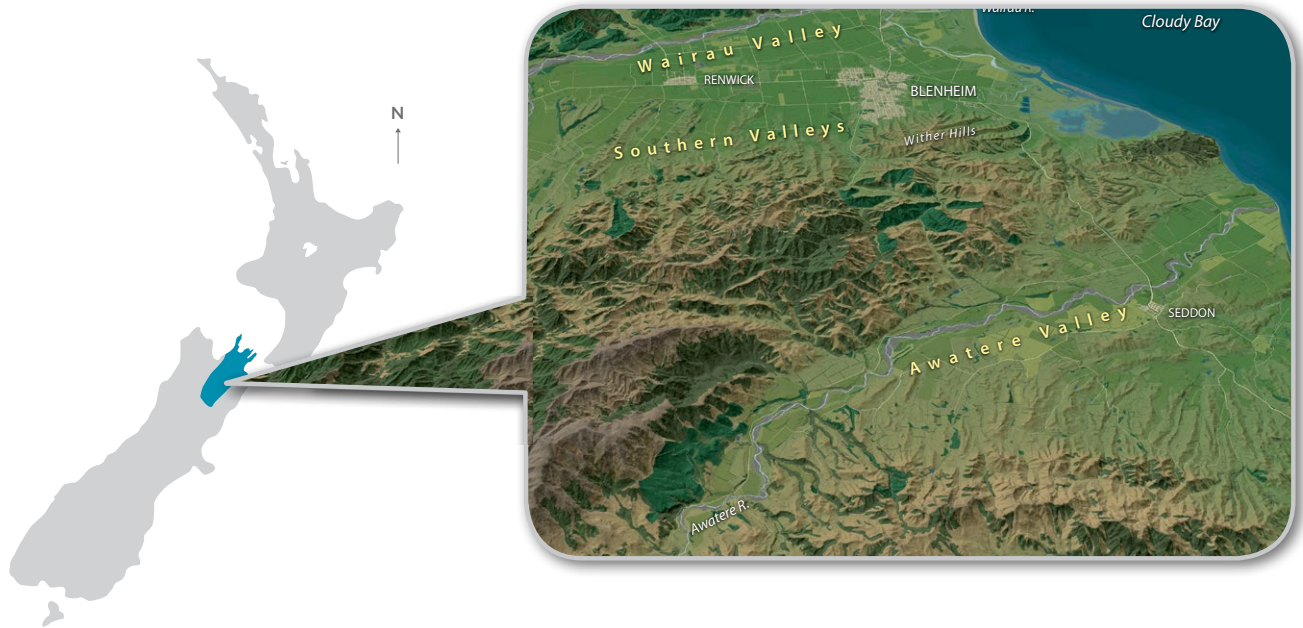
### CLIMATE

 AVERAGE ANNUAL SUNSHINE  
**2,409** HOURS

 AVERAGE ANNUAL RAINFALL  
**655** mm

Plenty of sunshine, moderate temperatures and strong diurnal variation are the keys to Marlborough's piercing fruit intensity and strong varietal expression, keeping acid levels high over long ripening times. The eastern coastal aspect bestows cooling sea breezes and protective mountains give relief from extreme rain and wind. Long Indian summers occasionally dice with drought but more often allow a wide range of styles to flourish.





**OTHER  
562ha**  
Made up of 29 varieties

**SAUVIGNON BLANC  
20,880ha**

Pungently aromatic, vividly pure fruit, herbaceous and exotically tropical, plus mineral depths, Marlborough Sauvignon Blanc is an international brand in its own right.

**PINOT NOIR  
2,669ha**

Going from strength to strength as committed growers refine both clones and sites. Displays dark cherry and plums with a red fruited spicy background, mid-weight, fine tannins.

**CHARDONNAY  
1,095ha**

From all the bells and whistles to unoaked styles, Marlborough produces well structured Chardonnay with excellent intensity and complexity. Stonefruit and citrus abound.

**PINOT GRIS  
1,082ha**

Pinot Gris reflects the region's purity and vivacity. Styles range from dry to sweet, taut to lush, including late harvest and botrytised wines.

Key to Marlborough's success is its ancient glacial deep, free-draining, stony soils. The extensive braided river system left a threaded legacy of stony sandy loam over very deep gravels. Rapaura is stoniest; lower Wairau has more loam and thus water retention. Clay is prevalent in the Southern Valleys, assisting Pinot Noir. Awatere is more fragmented, with gravelly silt loams and wind blown loess.

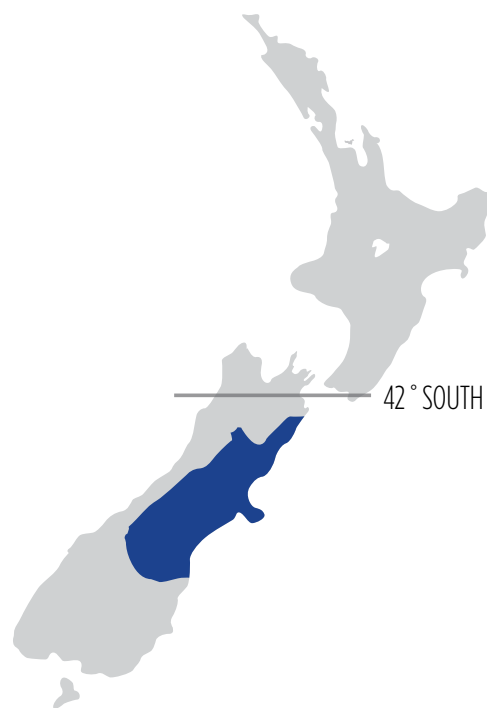
**WAIRAU VALLEY** Old riverbed and riverbank soils, diverse aspect and rainfall give many meso-climates within this subregion. Broadly, it covers cooler, drier inland sites, barren stony, early ripening sites to sea breeze moderated coastal sites. Soils are more gravelly to the north nearer the riverbed. Within this, wines reflect the individual vineyard and producer strengths but all have the hallmark pure fruit intensity and body.

**SOUTHERN VALLEYS** Wrapping around the surrounding hills the Omaka, Fairhall, Brancott, Ben Morvan and Waihopai Valleys make up this important subregion. Soils and meso-climates vary but tend to be heavier with more clay than Wairau and it gets cooler and drier further south into the valleys. A broad range grown according to vineyards' individual strengths with some particularly good Pinot Noir and Aromatics.

**AWATERE VALLEY** The most geographically distinct subregion, lying south of the Wairau Valley and stretching inland from the sea, the valley climbs towards the inland Kaikoura Ranges. Cooler, drier, windier and often with a degree of elevation, sites with typically lower yields produce bright, aromatic Pinot Noir and dramatic, distinctive Sauvignons which are attracting increasing international acclaim.



Black Estate



**1,457**  
TOTAL PRODUCING  
HECTARES

**11**  
TOTAL PRODUCTION  
(000 TONNES)

**3%**  
PROPORTION OF TOTAL NZ  
PRODUCTION (TONNES)

## CANTERBURY & NORTH CANTERBURY

Where the Southern Alps tumble down to meet New Zealand's most extensive lowlands, boutique producers craft outstanding Pinot Noir, Riesling and Chardonnay and much more.

Spanning nearly 200km of the South Island's eastern coastline, with the magnificent Southern Alps to the west and sweeping Pacific Ocean to the east, vineyards are situated from Waimate in the south to Cheviot in the north, the area also includes the micro-climate of Banks Peninsula and North Canterbury; Canterbury wine offers a diverse range of styles and producers plus many attractive cellar doors.

Production was first established on the Canterbury Plains near Belfast in 1978 with vineyards to the south-west of Christchurch and North Canterbury soon following. North Canterbury is now heavily planted with its wines regularly achieving critical acclaim for their subregional expression.

Exploration of new subregions inland from North Canterbury towards Weka Pass, forecasts increasing depth, further cementing the region's overall reputation for elegant, expressive Pinot Noir, Chardonnay and Aromatics in particular, though numerous other varieties are planted with excellent results.

The cool, dry climate with good sunshine and long growing season promote full varietal expression; wines are renowned for their intense flavours, richness and complex fruit.

### CLIMATE

 AVERAGE ANNUAL SUNSHINE  
**2,100** HOURS

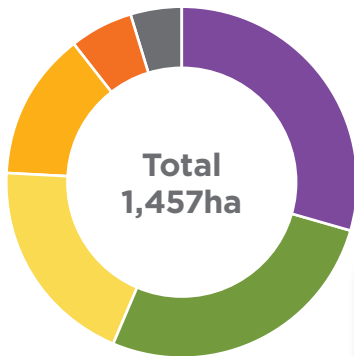
 AVERAGE ANNUAL RAINFALL  
**648**mm

The protective Southern Alps ensure low rainfall, abundant sunshine and often very warm summers, helped by the famed hot, dry nor'wester winds, though cooling sea breezes and the occasional cold southerly fronts temper this. Drought risk is mitigated by irrigation. Canterbury long dry autumns coupled with good diurnal variance help provide phenolic ripeness, complexity and a variety of styles.





# MAP OF CANTERBURY & NORTH CANTERBURY



## SAUVIGNON BLANC 395ha

Aromatic with crisp, fresh acidity and a mineral core, wines show clear, juicy fruit and lovely texture with good weight.

## PINOT GRIS 199ha

Pinot Gris has made an impressive debut, with bold aromatic expressions of pear, stonefruit and spice.

## OTHER 65ha

Made up of 22 varieties

## PINOT NOIR 430ha

Ranging from perfumed and pretty to dark and brooding, the long growing season gives wines of finesse and depth, with supple structure and good complexity.

## RIESLING 282ha

Abundant, bright fruit. Encompassing dry to dessert styles, Riesling's already long, illustrious history is continuously improved upon.

## CHARDONNAY 86ha

Widely planted across the region and made in a range of styles; wines have good structure and body, finely poised acidity and rich citrusy fruit.

As expected across large and diverse terrains, soil types vary: North Canterbury benefits from gravel deposits from its eponymous river plus limestone-derived clays on the hillsides which suit Pinot Noir. The vast, flat Canterbury Plains surrounding Christchurch comprise mainly of shallow free draining stony soils with varying alluvial deposits courtesy of the many braided river systems crossing the Plains.

**NORTH CANTERBURY** An exciting, fast growing subregion around an hour's drive north of Christchurch, producing vivid, elegant Rieslings going from strength to strength. Soils are gravels and clays. As sites and meso-climates are explored, evermore distinctive Pinot Noir and Chardonnay emerge. Though the drying nor'wester can challenge, the surrounding hills offer protection and a slightly warmer climate than the rest of Canterbury.

**BANKS PENINSULA & CANTERBURY PLAINS** A large area with vines planted from Banks Peninsula on the outskirts of Christchurch, west to Rolleston and West Melton, then sweeping northward towards Waipara, this predominantly flat (or very gently contoured) land has free-draining, shallow greywacke-based gravel soils and a slightly cooler climate than more protected North Canterbury. Riesling and Pinot Noir are highlights, with the longer growing season giving graceful, expressive wines.



## WAITAKI VALLEY, NORTH OTAGO

The North Otago subregion of Waitaki Valley has created a buzz far in excess of its tiny size. With vines first planted in 2001, it's a relative newcomer to viticulture but the complex limestone/greywacke/schist soils and very cool climate with a long, dry growing season has attracted the passions of a handful of adventurous and focused producers. Located approximately 20km inland from the mouth of the Waitaki River on the North Otago/South Canterbury boundary, the Waitaki Valley is similar in varieties and wine styles to its nearby winegrowing neighbour, Central Otago, but the subtle differences in climate and soils give a distinctly different personality to Waitaki Valley's wines.

Expect to find highly aromatic, delicately structured wines with notable but balanced acidity and very pure, expressive varietal character. Pinot Noir is the predominant variety planted, alongside aromatic whites Pinot Gris, Riesling and Gewürztraminer plus a smattering of Chardonnay and other white varieties, this is winegrowing on the edge - there is little margin for error and carefully chosen vineyard sites and low cropping is essential. However Waitaki Valley wines have excited those lucky enough to find them, and it is clearly a region to watch as its potential unfolds.

### CLIMATE

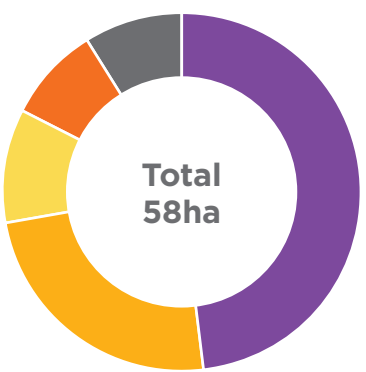
 AVERAGE ANNUAL SUNSHINE  
**1,817** HOURS

 AVERAGE ANNUAL RAINFALL  
**541** mm

While Waitaki Valley has a distinctly cool climate, its relatively warm summers and long, dry autumns help extend the region's growing season. Grapes ripen slowly, enhancing both aromatic intensity and varietal character while retaining high levels of natural acidity. Frost is an ever-present risk at either end of the growing season, but being tucked within the Southern Alp's rain shadow means the very dry climate reduces disease pressure and allows production of a wide range of styles.



MAP OF  
**WAITAKI VALLEY, NORTH OTAGO**



**OTHER**  
**5ha**  
Made up of 10 varieties

**PINOT NOIR**  
**28ha**

The most planted (and essentially the only red) variety in the Waitaki Valley producing aromatically intense, fine-bodied, varietally pure wines rich in red cherry, raspberry, strawberry, wild herbs and spice, with fresh acidity and fine-grained tannins.

**PINOT GRIS**  
**14ha**

Approaching Pinot Noir in plantings, Pinot Gris is well suited to Waitaki Valley's long, cool growing season. The wines have a fresh varietal intensity, with perfumed aromatics and pear/apple, stonefruit, citrus, gingerbread and spice notes.

**RIESLING**  
**6ha**

Rieslings are delicately structured, expressive wines with intense citrus, floral and mineral character and crunchy natural acidity. The long season permits a range of styles from dry right through to dessert wines, including impeccably pure lower alcohol wines.

**CHARDONNAY**  
**5ha**

There may not be much of it but Waitaki Valley Chardonnay cuts a stylish swathe, the variety's affinity for limestone showing in the long mineral backbone of the region's wines. Crisp green apple, citrus and honeydew melon alongside biscuit, flint and white flowers are typical.

The Waitaki Valley essentially forms a geographical link between Central Otago and the South Island's eastern coast, the legacy of a long, braided river system snaking down from the Southern Alps to the sea. Waitaki means 'weeping water' in Maori, and the wider area provides some 65% of New Zealand hydroelectric storage. A defining feature of the region is its limestone, courtesy of an ancient geological fault line pushing a 38 million year old seabed up alongside the river, leaving a limestone-rich north-facing slope where keen-eyed viticulturists and winemakers recognized its present day potential.

Limestone is a relatively uncommon rock type in New Zealand, but the Waitaki Valley's surrounding area has been famous since colonial times for its 'Oamaru whitestone', a highly prized building material responsible for some of Otago and Canterbury's most beautiful and enduring buildings. This unique feature is also seen in the Waitaki's distinctive limestone formations, the Elephant Rocks, just one of the impressive geological features of the wider region that includes shark-toothed dolphin fossils, the stunning Clay Cliffs and remarkable Moeraki Boulders, all of which visitors can enjoy exploring via the Vanished World Trail.

The region's bedrock soils have been subjected to the ebb and flows of both glaciers and rivers across the millennia and the vineyards in the Waitaki Valley are typically planted on either the weathered limestone slopes, or the free-draining greywacke/schist/limestone river gravels of former riverbeds. These very stony soils have an important heat retaining capacity, and reflect back not only heat but also sunlight, important in a cool winegrowing region that does not have especially high sunshine hours.



Ceres Wines

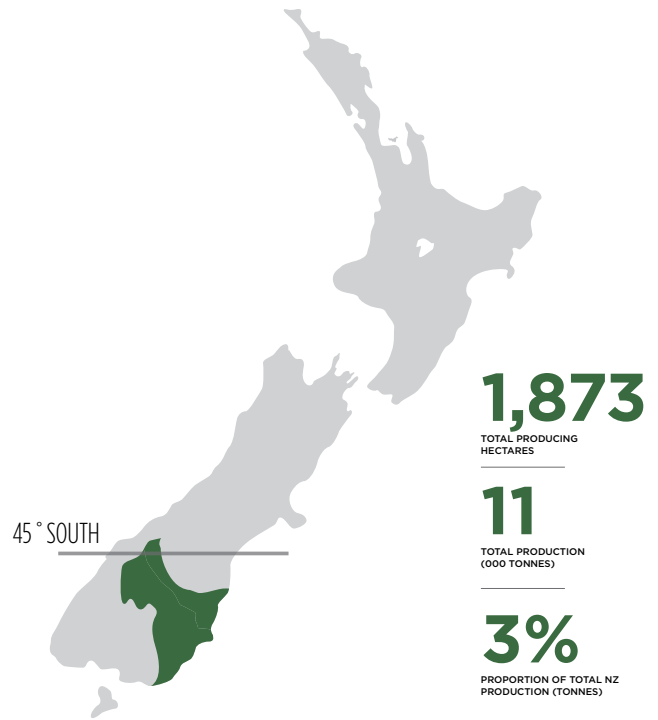
## CENTRAL OTAGO

A spectacular landscape and sophisticated tourist culture also home to some of the world's best Pinot Noir, not to mention impressive, vivid white wines.

Historically noted as 'pre-eminently suitable' for winemaking (Bragato, 1895); indeed, the region's first Gold Medal was for 'Burgundy' in Sydney in 1881, from vines planted in 1864 by Frenchman Jean Feraud. However, stonefruit prevailed until renewed interest in the 1950s and then significant commitment by the 1970s pioneers, whose efforts endure today in names such as Chard Farm, Rippon, Black Ridge and Gibbston Valley. Recent rapid expansion means grapes now dominate cherry and apricot orchards. The extreme climate has rewarded careful site selection with wines of great intensity and finesse and there is increasing focus on subregional expression.

The main subregions lie within close reach but the distinctive mountainous terrain means each occupies a unique niche of climate, aspect and altitude. Soils can vary considerably within each subregion though a stony free-draining base is common to all.

The remarkable landscape of soaring snow-capped mountains and glittering rivers deep within ravines (this was gold rush territory in the 1800s) draws visitors from far and wide who are invariably further captivated by the excellent cellar door facilities and wine-focused tourism opportunities.



### CLIMATE

#### QUEENSTOWN AVERAGE ANNUAL

SUNSHINE  
**1,921** HOURS

RAINFALL  
**913** mm

#### ALEXANDRA AVERAGE ANNUAL

SUNSHINE  
**2,025** HOURS

RAINFALL  
**360** mm

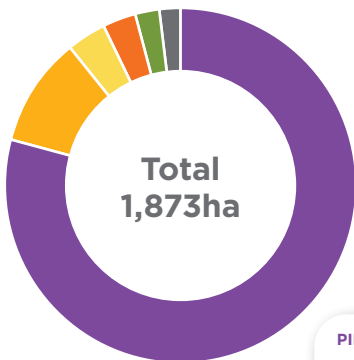
The world's southernmost wine region and the country's highest, in this semi-continental climate frosts are an accepted and planned for hazard, however the marked diurnal variation, high sunshine and short, hot summers provide an eloquent, if brutal, landscape for vines: site selection is everything. Dry autumns and overall low humidity are significant assets, helping to coax both amazing purity and complexity.

### SOIL

A region shaped by glaciers and now defined by lakes, rivers and strong weather has resulted in a wide range of soils across the various sub-regions, comprising broken schist, clay, silt loams, gravels, windblown sands and loess and even gold mining sluicings. The common thread is good water drainage as the majority have stony subsoils, with schist or greywacke bedrock.



MAP OF  
**CENTRAL OTAGO**



**PINOT GRIS  
191ha**

The cooler climate allows for excellent acidity in the wines, with aromas of pear, stonefruit and gingerbread.

**RIESLING  
68ha**

Aromatic with fresh acidity, wines show citrus fruit and are delicately structured.

**SAUVIGNON BLANC  
39ha**

Mineral and gunflint with herbaceousness overlain by pineapple and passionfruit. Crisp linear structure, refreshing acidity and dry, stony finishes are hallmarks.

**PINOT NOIR  
1,484ha**

Flagship variety whose reputation increases as the region and its vines mature. Fragrant, lush fruit underpinned by taut structure, silky texture and true intensity. There are marked differences in subregional styles.

**CHARDONNAY  
57ha**

Citrus and mineral characters, tightly structured, fine-bodied and sophisticated; can be reserved when young but unfold with great complexity and elegance.

**OTHER  
36ha**

Made up of 22 varieties

 **SOIL continued**

**GIBBSTON** Situated east of Queenstown along the spectacular Kawarau Gorge, Gibbston hasn't looked back since the first commercial bottling in 1987. The highest sub-region, its cooler climate and north-facing hillside vines ripen later than neighbouring subregions, giving lighter though still intense wines.

**BANNOCKBURN** On the south bank of the Kawarau River at the southern terminus of the Cromwell valley, the vineyards occupy one of the warmest, driest sites in the region (harvest can be up to a month ahead of Gibbston) producing highly distinctive and complex wines

**CROMWELL, LOWBURN, PISA** This area is located on the western side of Lake Dunstan stretching north for some 25km from the township of Cromwell. The majority of plantings are situated on the lower terraces and valley floor running parallel to the snow-capped Pisa mountain range producing silky seductive wines.

**BENDIGO** Northeast of Cromwell, Bendigo is possibly the warmest of all the subregions with vines planted on gentle north facing slopes. Wide-scale plantings (in the context of the region) on stony soils are capturing the extreme climate's hot summer sun and cold clear nights.

**WANAKA** This subregion, lying 80km and a couple of mountain ranges north of Queenstown, boasts one of the world's most picturesque vineyards. Cooler and slightly wetter than the Queenstown/Cromwell areas, beautiful Lake Wanaka provides welcome reflected radiation and mitigates frosts producing delicate and vivid wines.

**ALEXANDRA** Feraud's 1864 plantings were here, and his stone winery still stands within its spectacular schist landscapes. The most southerly subregion, the climate is dry and runs to extremes in both summer and winter but the marked diurnal variation right up to harvest gives vividly varietal, aromatic, finely structured wines.



## SECTION 3: WINES

The purity of flavour you encounter in New Zealand wine owes much to the industry's focus on protecting the environment in which the fruit is grown.

Four varieties (Sauvignon Blanc, Chardonnay, Pinot Gris and Pinot Noir) account for over 80% of production, but New Zealand also excels in the production of an increasing range of popular styles and varieties - with Riesling, Syrah, and Bordeaux Blends leading the way, and everything from Albariño to Zinfandel also being explored across New Zealand's diverse wine regions.

The production of sparkling wines from New Zealand is small but critically renowned. High quality Méthode Traditionelle wines display nutty, biscuity aromas that are often balanced with fresh acidity and fruit undertones, delivering complex and elegant wines.

In addition, New Zealand produces Rosé which exhibits fresh red berry aromas with gentle acidity and a luscious creamy texture on the palate. Made with Merlot and Cabernets in the north, and Pinot Noir in the south, the varietal character shines through in these wines.



# SAUVIGNON BLANC

## UNIQUE, EXUBERANT, INTENSE

In 1973, as Marlborough's first Sauvignon Blanc vines were being planted, no one could have predicted that this variety would attain superstar status within a couple of decades.

The explosive flavours of New Zealand Sauvignon Blanc have dazzled wine critics throughout the world, setting the international benchmark for the style. Pungently aromatic, New Zealand Sauvignon Blanc assails the senses with red capsicum (bell pepper) and gooseberry characters through lush passionfruit and tropical fruit overtones. Other notes include fresh cut grass, tomato stalks, grapefruit or limes.

In addition, there is increasing diversity of styles, some arising from site and yield variations but others achieved through use of wild ferments, degrees of lees contact, as well as fermentation and/or aging in oak, both old and new.

As part of this diversity of styles, and in response to changing lifestyle needs, lower alcohol Sauvignon Blanc is also under development, with the ultimate goal of naturally moderating alcohol and calories while retaining the varietal and quality characteristics that New Zealand is famous for. Sparkling Sauvignon Blanc is also increasing in popularity.



### VITICULTURE

#### CANOPY MANAGEMENT

- An open leaf canopy allows sunlight onto the developing fruit, which enables them to reach full ripeness and flavour concentration.
- Common techniques to promote and maintain an open canopy include trellising, leaf plucking and shoot thinning. Trimming is also used to control the natural vine vigour and to ensure the vines focus on fruit ripening.
- Site selection and yield control are continually being fine-tuned for more nuanced subregional expression as well as increasing fruit intensity.

### WINEMAKING

#### FERMENTATION

- The majority of Marlborough's Sauvignon Blanc undergoes cool fermentations in stainless steel tanks to preserve its freshness and fruit purity and to optimize aromatic intensity.
- Experimenting with degrees of oak influence (both old and new and of varying sizes) during either fermentation and/or maturation has become increasingly common, adding further complexity and aging potential to this wine style.
- Some producers also seek greater lees influence in their wines, with extended contact and/or stirring, adding textural richness and aromatic depth.

### PRODUCTION

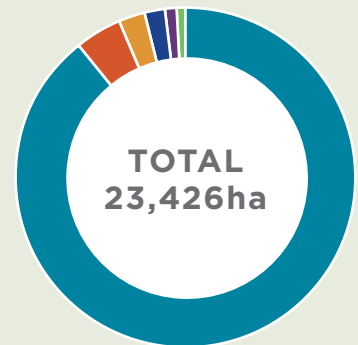


#### PLANTINGS BY REGION

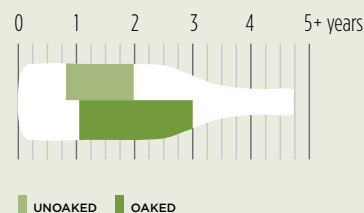
PRODUCING HECTARES

- MARLBOROUGH 20,880ha
- HAWKE'S BAY 1,036ha
- NELSON 613ha
- CANTERBURY & NORTH CANTERBURY 395ha
- WAIRARAPA 293ha
- GISBORNE 159ha

- NOT SHOWN
- CENTRAL OTAGO 39ha
  - AUCKLAND 9ha
  - NORTHLAND 1ha
  - WAITAKI VALLEY, NORTH OTAGO <1ha



#### CELLARING



#### SERVING

UNOAKED

**7°C/45°F**

OAKED

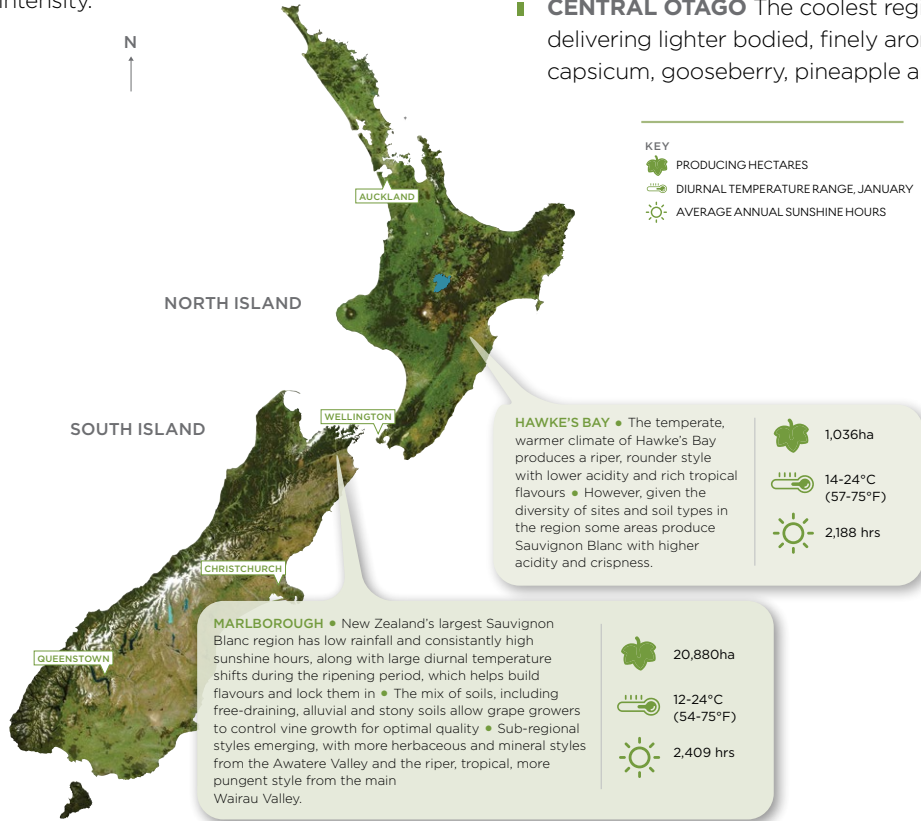
**10°C/50°F**



## REGIONAL STYLES

- **GISBORNE** Generously fruited, ripe tropical wines, retaining varietal vibrancy; palates are fuller bodied, more rounded in style.
- **WAIRARAPA** Home to some of the country's most elegant, varietally classic and expressive examples, poised and pure with fine mineral acidity and great aromatic intensity.

- **NELSON** Intensely aromatic, generally produce a medley of ripe tropical fruit alongside the more classical cool climate herbaceous elements.
- **CANTERBURY & NORTH CANTERBURY** A medley of herbaceous and tropical fruit, the more southerly climate also provides a fine bodied elegance.
- **CENTRAL OTAGO** The coolest region for the variety, delivering lighter bodied, finely aromatic wines with capsicum, gooseberry, pineapple and fresh herbs.



## WINE & FOOD MATCHING

### DISH

- 🐟 Seafood
- 🥗 Salad & raw vegetables

### SAUCE

- 🍋 Citrus & vinaigrette
- 🍅 Tomato

### FLAVOUR

- 🍷 Savoury

Sauvignon Blanc's 'zing' is a delightful complement to the fresh flavours of seafood. Enhance the effect with citrus or garlic based sauces.

Summer salads resonate with the flavours of Sauvignon Blanc, and tangy foods, such as tomatoes and vinegar based dressings, are other sympathetic matches. On its own, Sauvignon Blanc is a mouth watering aperitif.

The more robust, bolder oak and lees influenced wines partner happily with chicken, veal and pasta dishes, including those with creamy sauces. A wide range of smoked seafoods are also great matches - just add salsa verde!



## EXPORTS OVER THE PAST 5 YEARS

MILLIONS OF LITRES



## NOTES

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WINE

REGION

VINTAGE

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WINE

REGION

VINTAGE

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WINE

REGION

VINTAGE

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WINE

REGION

VINTAGE

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VINTAGE

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WINE

REGION

VINTAGE

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Fromm Vineyard



# SPARKLING

## SOPHISTICATED, FRESH, ELEGANT

New Zealand's cool climate and plentiful sunshine have been aligned with traditional sparkling winemaking techniques to produce impressively high quality sparkling wine.

Balanced, well structured wines can be found across a wide range of styles. With precise fruit expression, naturally high acidity and mouth filling palates, New Zealand's sparkling wines have become renowned for their depth, finesse and drinking pleasure.

Marlborough produces a significant portion of New Zealand sparkling, though diverse styles are produced the country's length and breadth.

A wide range of styles are produced in New Zealand, predominantly Méthode Traditionnelle from the classic varieties of Pinot Noir and Chardonnay but also aromatic styles including Sparkling Sauvignon Blanc.

While New Zealand Sparkling exports only represent a minute percentage of total annual exports, the quality and character of these wines have ensured the establishment of a solid reputation.



## VITICULTURE

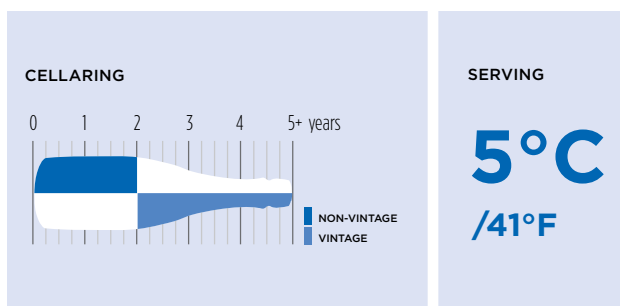
- **VARIETIES** The majority of New Zealand sparkling wines are made from the classic varieties; Chardonnay and Pinot Noir (plus the occasional dash of Pinot Meunier).
- **HARVEST** Grapes are picked earlier than usual, generally by hand, to retain bright acidity alongside good flavour.
- **HANDLING** Whole bunches are carefully pressed with minimal skin contact; the resulting lack of tannins and phenolics helps to capture delicacy and finesse in the base wines. The gentle handling also ensures no colour is picked up from any red skinned Pinot Noir berries.

## PRODUCTION

**9**  
TOTAL PRODUCTION  
(000 TONNES)

**2%**  
PROPORTION OF NZ WINE  
PRODUCTION

**< 1%**  
PROPORTION OF NZ WINE  
EXPORTED



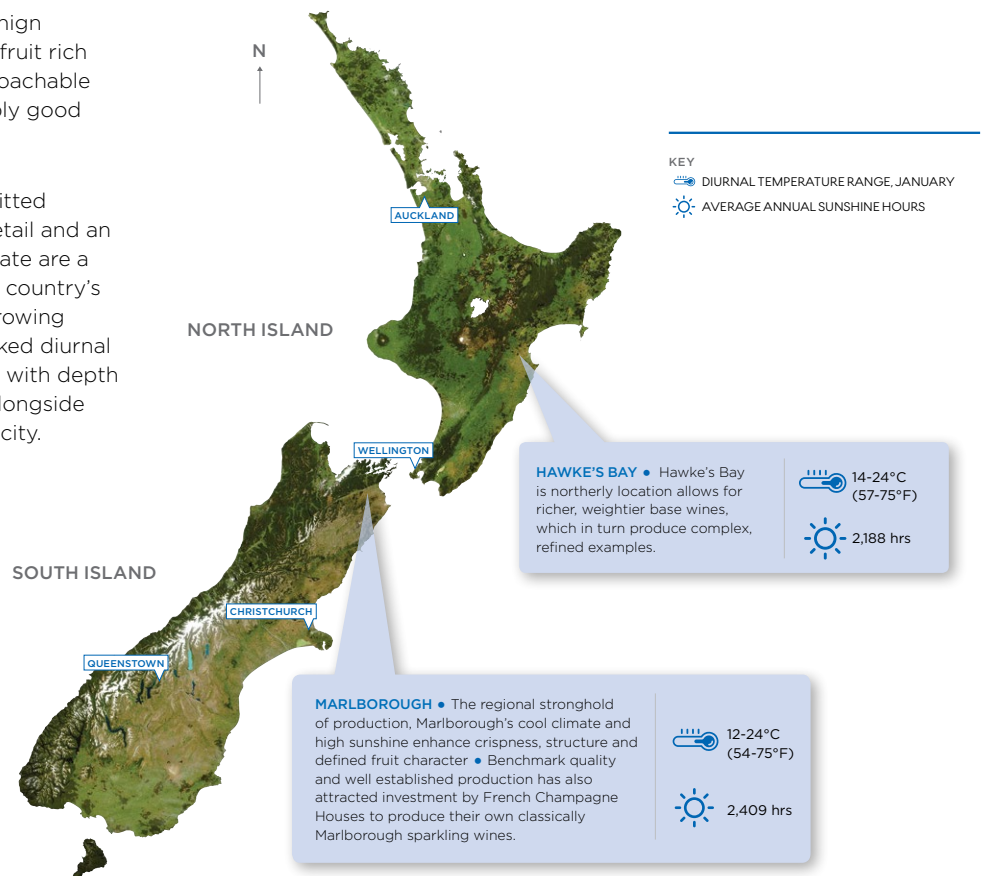
## WINEMAKING

- **METHOD** The classic Champagne-originated Méthode Traditionnelle is the most widely employed winemaking technique, however there are also very successful transfer styles, as well as fully tank fermented and carbonated examples. As ever, the choice is made according to desired wine style and market position.
- **STYLE** Non-vintage blends predominate but an array of vintage wines can also be found, alongside styles including Blanc de Blancs, Blanc de Noirs and Rosé. The drier Brut level of dosage is most common.
- **FERMENTATION** Base wines are generally fermented in neutral stainless steel but old oak vessels may be used for additional complexity. Long, cool secondary ferments can take weeks, or even months, contributing a fine bead and distinctive bready/nutty autolytic characters. Once bottled, further ageing on yeast lees may occur, depending on desired style.
- **AROMATIC-BASED SPARKLINGS** Most notably, Sparkling from the country's flagship zingy Sauvignon Blanc, is now well established, offering vivacious fun and fruity alternative options.



## REGIONAL STYLES

- GISBORNE** The sunny, benign Gisborne climate delivers fruit rich wines in a generous, approachable style, with often remarkably good value.
- CENTRAL OTAGO** Committed producers, attention to detail and an eminently well suited climate are a winning combination. The country's most continental grape growing area, Central Otago's marked diurnal variation delivers delicacy with depth and precision, crispness alongside texture, richness with vivacity.



## WINE & FOOD MATCHING

DISH	SAUCE	FLAVOUR
🐟 Seafood	🍋 Citrus & vinaigrette	🍷 Savoury
🐔 Poultry	🍦 Cream	🍬 Sweet
🧀 Cheese		

New Zealand sparkling wine's high acidity makes it an excellent companion to food, so look beyond its usual role as a celebratory wine. It is a particularly brilliant partner for seafood, and not just the classic match with oysters... Smoked salmon, caviar and fresh sashimi will also shine.

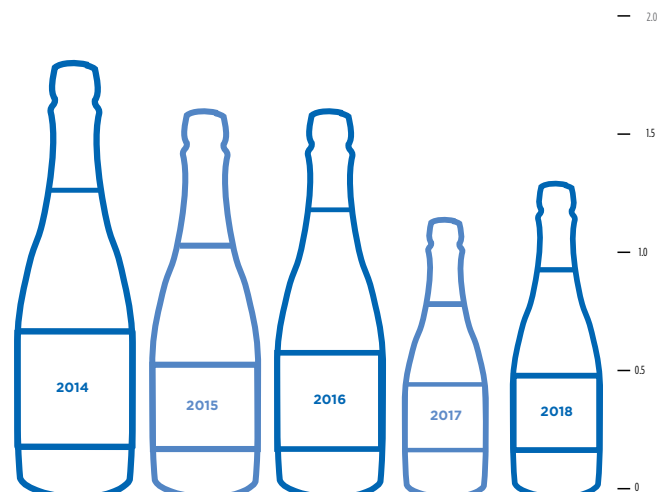
Sparkling wines cut through the richness of pork and will partner many Chinese dishes very well. Sweeter styles (Demi-Sec or Doux) can be excellent partners to lighter fruit based desserts or used as palate cleansers between the main and dessert courses.

Most sparkling wines are ready to drink upon purchase and even the most premium New Zealand wines offer remarkably good value when compared to their French equivalents.



## EXPORTS OVER THE PAST 5 YEARS

MILLIONS OF LITRES



## NOTES

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WINE

REGION

VINTAGE

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WINE

REGION

VINTAGE

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WINE

REGION

VINTAGE

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WINE

REGION

VINTAGE

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# RIESLING

## RACY, AROMATIC, DIVERSE

The South Island's bright days, cool nights and long, dry autumns create the perfect climate for Riesling. Styles range from bone dry to lushly sweet.

You'll find stonefruit and spice characters from sunny Nelson; lemon and lime from Marlborough; and green apples, minerality and citrus from the cooler North Canterbury and Central Otago regions.

Though present in the 1800s, it is only since the 1980s that Riesling began to be planted in volume, rising to the fourth most popular white variety planted in recent years. Over 90% of Riesling is grown in the South Island, where the climate is ideally suited with cool, long, dry, sunny autumns, large diurnal variance and low humidity.

### VITICULTURE

- **CLONES** German clones are mainly used in New Zealand. The Riesling grapes are grown in tight bunches. Late ripening, but sturdy.
- **CANOPY MANAGEMENT** Careful canopy management is required to ensure low yields.
- **YIELDS** Moderate yields of 8-10 tonnes per hectare.
- **HARVEST** Some grapes left on the vines to produce late harvest and Botrytis styles. Key at harvest is the ability to produce full ripe flavours at low Brix.

### WINEMAKING

#### FERMENTATION

- Stainless steel tank fermentation.
- Use of carbon dioxide blanket to prevent oxidation.
- Skin contact to boost flavours in 'drink-now' wines. Less to no skin contact for greater elegance and ageing abilities.

#### VERSATILE STYLES

- Sweetness levels vary according to when fermentation is stopped with earlier ending ferments having higher residual sugar and generally lower (<12%) alcohols.
- A degree of residual sugar is often kept to balance Riesling's high natural acidity (and can aid ageability).
- Careful handling, low fermentation temperatures and no malolactic to preserve the variety's pure-fruited expression.



### PRODUCTION

4

TOTAL PRODUCTION  
(000 TONNES)

<1%

PROPORTION OF NZ WINE  
PRODUCTION

<1%

PROPORTION OF NZ WINE  
EXPORTED

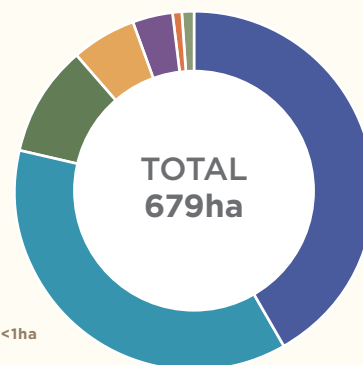
### PLANTINGS BY REGION

PRODUCING HECTARES

CANTERBURY &  
NORTH CANTERBURY 282ha  
MARLBOROUGH 250ha  
CENTRAL OTAGO 68ha  
NELSON 39ha  
WAIRARAPA 25ha  
HAWKE'S BAY 6ha  
WAITAKI VALLEY,  
NORTH OTAGO 6ha

NOT SHOWN

GISBORNE 2ha  
AUCKLAND 1ha  
WAIKATO / BAY OF PLENTY <1ha



#### CELLARING



#### SERVING

7°C  
/45°F

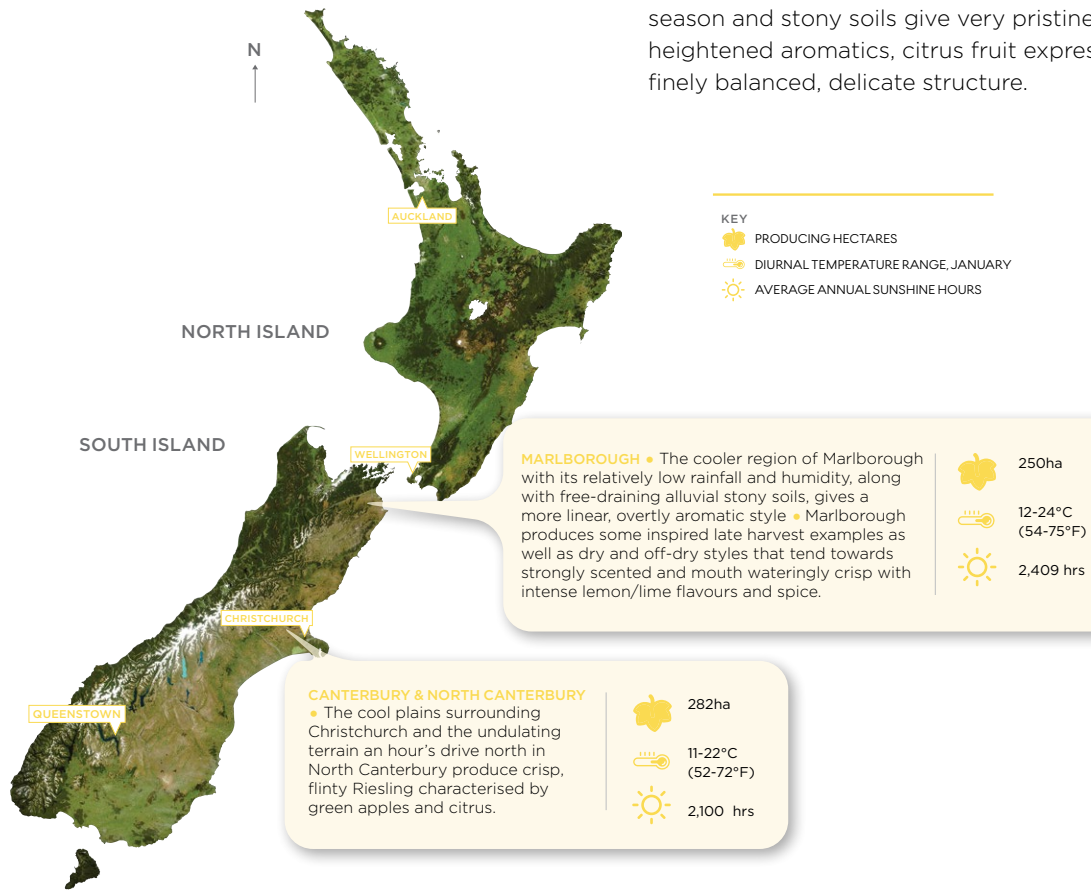


## REGIONAL STYLES

■ **WAIRARAPA** The region's hot summers, cool nights and long dry autumns allow a wide range of styles and contribute fragrance and intensity. Vibrant with nectarine, citrus and spice, with good intensity of flavour and bright acidity.

■ **NELSON** Expressive, fruit rich styles with ripe stonefruit, spice and citrus blossom. Intense aromatics and crisp, well structured palates result from Nelson's abundant sunshine, moderate climate and high diurnal variation, while the richer soils give depth and texture.

■ **CENTRAL OTAGO** The cool, extended growing season and stony soils give very pristine, heightened aromatics, citrus fruit expression, and finely balanced, delicate structure.



## WINE & FOOD MATCHING

### DISH

- 🐟 Seafood
- 🥗 Salad & raw vegetables
- 🐷 Pork
- 🧀 Cheese

### SAUCE

- 🍷 Citrus & vinaigrette
- 🧄 Garlic
- 🍶 Cream

### FLAVOUR

- 🍷 Savoury
- 🍬 Sweet
- 🌶️ Spicy

New Zealand Riesling's combination of fruit intensity, citrus notes and refreshing acidity complements the subtle flavours of Japanese tempura.

Enjoy the drier styles with salads and light seafood or chicken dishes, and the sweeter styles with spicy Thai and other Asian foods.



## EXPORTS OVER THE PAST 5 YEARS

MILLIONS OF LITRES



## NOTES

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WINE

REGION

VINTAGE

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WINE

REGION

VINTAGE

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WINE

REGION

VINTAGE

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VINTAGE

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VINTAGE

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WINE

REGION

VINTAGE

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Whitehaven



# PINOT GRIS

## MOUTH FILLING, RICH, REFRESHING

Grown throughout the country, New Zealand Pinot Gris is more akin to Alsace in style than the drier Pinot Grigio, with notes of apple, pear, honeysuckle, spice and bread.

The warmer North Island climate tends to create ripe, fat, oily styles whilst the cooler South Island produces tighter wines with great structure. Much New Zealand Pinot Gris undergoes a small amount of barrel ageing, with wild yeasts and lees stirring for complexity.

With the first serious plantings only appearing in the early 1990s, Pinot Gris has enjoyed a dramatic rise to fame and is now the third most popular white variety. Much winemaking effort with New Zealand Pinot Gris is focused on building texture, mouth feel and complexity.

### VITICULTURE

- **CLONES** A range of clones are used including Mission, Barrie, 2.21, 2.15 and 2.16.
- **GRAPES** Thin skinned, tight bunches.
- **YIELDS** Can crop erratically. Requires careful management for low yields. Ripens early to mid season. Average 8 tonnes per hectare.
- **CANOPY MANAGEMENT** Open canopy required. Suits Vertical Shoot Positioning (VSP) trellising.
- **HARVEST DATE CRITICAL** Ensure balance with comparatively low acidity and potentially high sugar levels.

### WINEMAKING

- **FERMENTATION** Is generally cooler (10-11°C; 50-52°F) to preserve fruit purity. Stainless steel fermentation to highlight fruit characteristics is common throughout New Zealand but oak (of varying ages) may also be used with a portion of fruit fermented in barrels and/or oak aged for additional texture and complexity. Wild yeast and ageing on yeast lees is also employed to achieve similar results.
- **VERSATILE STYLES** With wines varying from light, crisp 'Grigio' version through to fuller bodied, richer, mouth filling styles and on to late harvest sweet wines, ensuring fruit concentration with balanced acidity, alcohol and residual sugar is key to any winemaking decision.

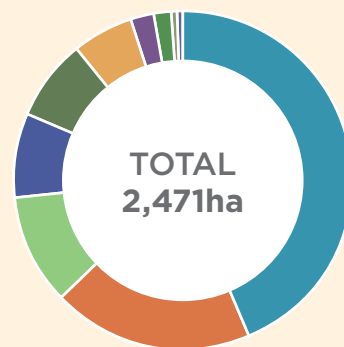


## PRODUCTION



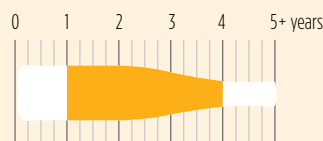
### PLANTINGS BY REGION PRODUCING HECTARES

- MARLBOROUGH 1,082ha
- HAWKE'S BAY 475ha
- GISBORNE 261ha
- CANTERBURY & NORTH CANTERBURY 199ha
- CENTRAL OTAGO 191ha
- NELSON 139ha
- WAIRARAPA 58ha
- AUCKLAND 37ha
- WAITAKI VALLEY, NORTH OTAGO 14ha
- NORTHLAND 13ha



NOT SHOWN  
WAIKATO / BAY OF PLENTY 1ha

#### CELLARING



#### SERVING

**7°C**  
/45°F

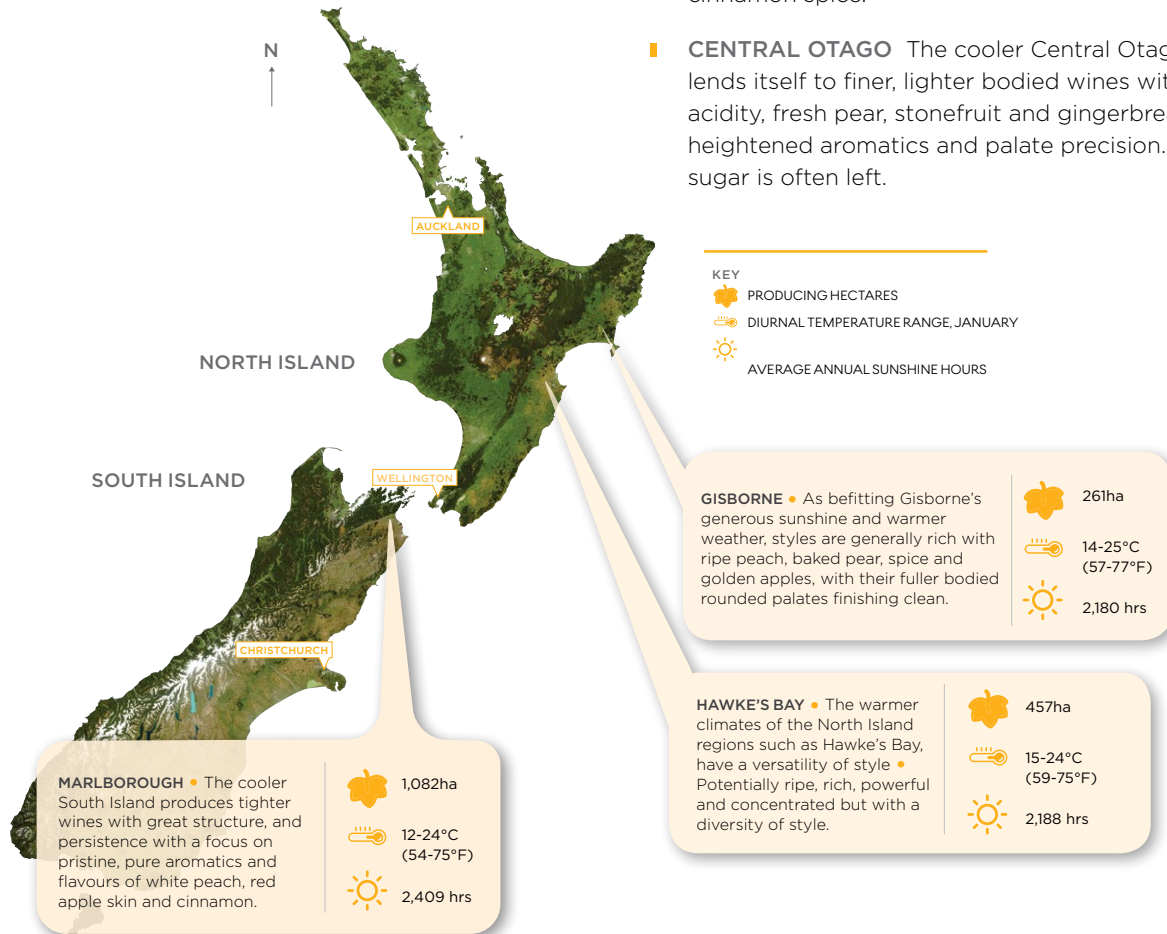


## REGIONAL STYLES

**NELSON** Produces a finely balanced, rich Pinot Gris in a dry and Alsatian style, with peach and spice flavours with a hint of quince. The rounded acidity finishes Nelson's Pinot Gris off nicely.

**CANTERBURY & NORTH CANTERBURY** Plantings may be small but the region renowned for its aromatic expression and intensity delivers Pinot Gris with fresh pear, stonefruit, florals and spice, and often touches of quince and fresh hay, plus ginger and cinnamon spice.

**CENTRAL OTAGO** The cooler Central Otago climate lends itself to finer, lighter bodied wines with good acidity, fresh pear, stonefruit and gingerbread spice, heightened aromatics and palate precision. Residual sugar is often left.



## WINE & FOOD MATCHING

DISH	SAUCE	FLAVOUR
🐟 Seafood	🧄 Garlic	🍷 Savoury
🐔 Poultry	🍷 Cream	🌶️ Spicy
🍝 Pasta		
🐷 Pork		
🧀 Cheese		

The gentle acidity and marked fruitiness of a well balanced Pinot Gris perfectly complements roast pork with a stewed pear sauce, or match with creamy pastas, poultry and seafood.

Look for apples, pears, honeysuckle, spice and bread flavours.



## EXPORTS OVER THE PAST 5 YEARS

MILLIONS OF LITRES



## NOTES

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WINE

REGION

VINTAGE

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WINE

REGION

VINTAGE

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WINE

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VINTAGE

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WINE

REGION

VINTAGE

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Giesen Wines



# GEWÜRZTRAMINER

## FRAGRANT, LUSH, DEFINED

Voluptuous in breadth and weight, with a smooth texture and subtle acidity, New Zealand Gewürztraminer is extremely fragrant, with rose petals, lychee, cinnamon and ginger typically expressed, alongside palates rich in ripe stonefruit, sweet citrus and quince characters. Volumes are tiny; it is grown throughout the country by a handful of dedicated and passionate producers in styles that can vary in dryness from bone dry to a sweet late harvest, though typically New Zealand Gewürztraminer is made in a dry to off-dry style.

Despite its heady aromatics and bold personality, Gewürztraminer is a wonderfully food friendly wine, suiting a wide range of cuisines. As a naturally lower acid variety, Gewürztraminer appreciates New Zealand's overall cooler climate and free-draining soils, while our plentiful sunshine and significant diurnal shifts emphasize the aromatic purity and fruit richness of the variety. Most New Zealand Gewürztraminers are best enjoyed within two years of vintage but top examples are capable of aging five years or more, developing further layers of complexity.



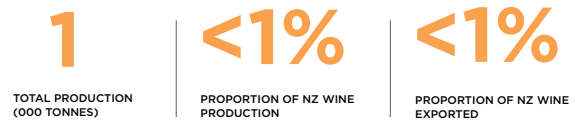
### VITICULTURE

- CLONES** A mixture of clones are planted from the newer French ENTAV clones to some of the original Colmar clones via Richard Smart in the late 1980s.
- SITE SELECTION** Key concerns are avoiding frost whilst seeking balanced alcohol and complex aromatic/flavor spectrums.

### WINEMAKING

- SKIN CONTACT** Gentle handling and carefully managed skin contact are winemaking techniques allowing Gewürztraminer's naturally robust phenolics to maximize flavour and structure while minimizing bitterness and colour.
- FERMENTATION** As a grape that readily accumulates sugar, managing alcohol levels both in the vineyard and the winery is a key aspect of making gracefully balanced Gewürztraminer. Many Gewürztraminers have their fermentations stopped with at least some residual sugar remaining, which helps balance the wines as well as aiding texture and mouth feel. Preserving Gewürztraminer's beautifully expressive aromatics is a top priority, and New Zealand examples are usually fermented and any ageing prior to bottling completed in neutral stainless steel to preserve fruit purity.

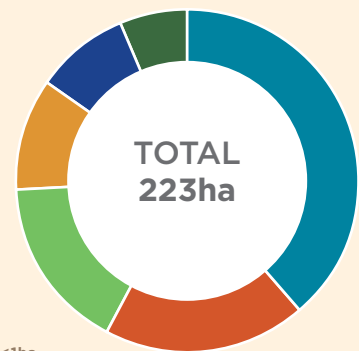
### PRODUCTION



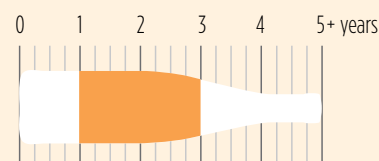
### PLANTINGS BY REGION

PRODUCING HECTARES

- MARLBOROUGH 82ha
- HAWKE'S BAY 40ha
- GISBORNE 35ha
- NELSON 22ha
- CANTERBURY & NORTH CANTERBURY 19ha
- CENTRAL OTAGO 13ha
- NOT SHOWN
- AUCKLAND 5ha
- WAIRARAPA 3ha
- WAITAKI VALLEY, NORTH OTAGO 3ha
- NORTHLAND 1ha
- WAIKATO / BAY OF PLENTY <1ha



### CELLARING

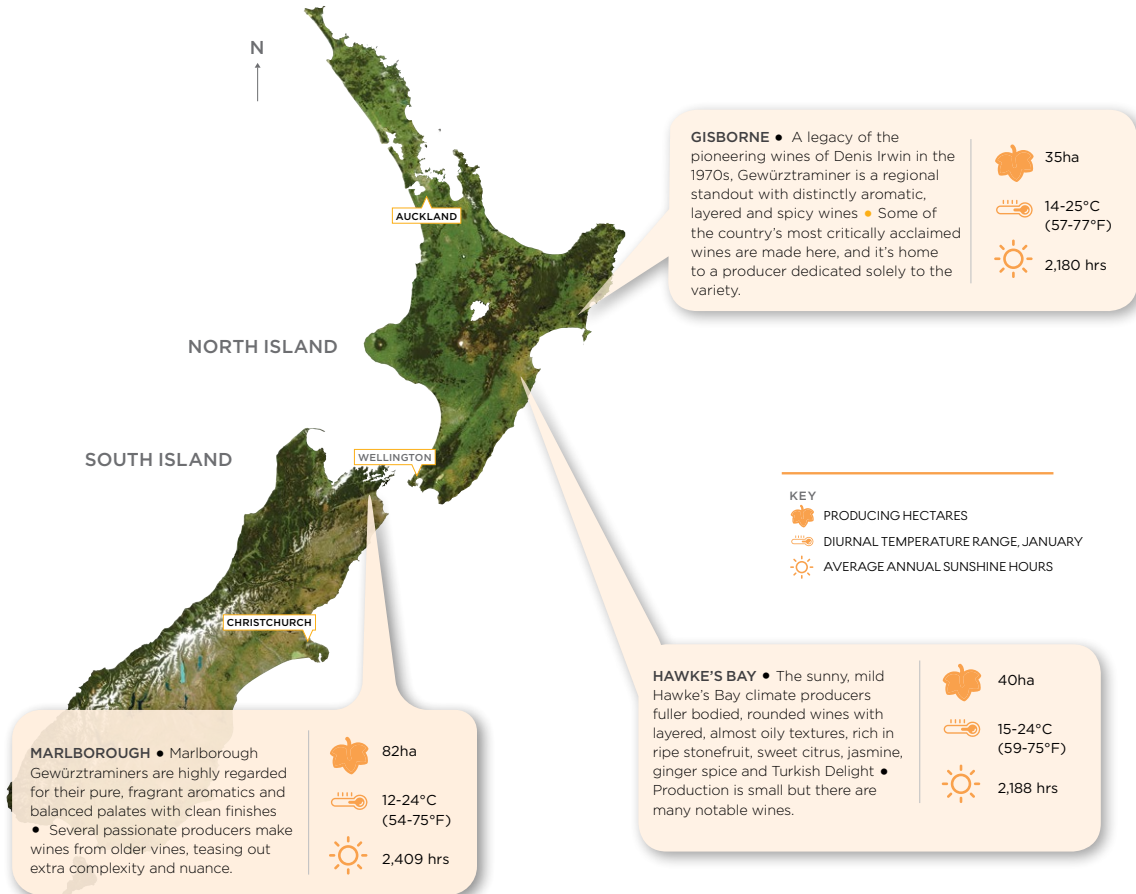


### SERVING

**7°C**  
**/45°F**

## REGIONAL STYLES

- NELSON** Tiny plantings but strongly championed and critically recognized, Nelson achieves very good varietal expression with ripe tropical fruit, rose petal and spice notes typical.
- CANTERBURY & NORTH CANTERBURY** The various Canterbury subregions produce beautifully aromatic wines with fruit-intense palates, displaying layers of flavour and texture and balanced, crisp acidity.
- CENTRAL OTAGO** Central Otago's long growing season with significant day/night temperature shifts delivers highly aromatic wines with crisp natural acid, fine body, freshness and heightened varietal expression of stonefruit, jasmine, Turkish Delight and spicy lychee.



## WINE & FOOD MATCHING

DISH	SAUCE	FLAVOUR
🐟 Seafood	🧄 Garlic	🍷 Savoury
🐔 Poultry	🧀 Cream	🌶️ Spicy
🍝 Pasta		
🐷 Pork		
🧀 Cheese		

Gewürztraminer is renowned for its heady, spicy aromatics but it can also be a surprisingly versatile food wine. Its strong personality allows it to partner richly flavoured hard cheeses, poultry and pork as well as seafood such as crab and shrimp. When made into off-dry and sweeter styles, it can be a great foil for spicier Asian and Middle Eastern dishes, and at its sweetest and most decadent, is a wonderful match for cheeses and fruit based desserts.

## EXPORTS OVER THE PAST 5 YEARS

MILLIONS OF LITRES



## NOTES

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WINE

REGION

VINTAGE

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WINE

REGION

VINTAGE

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WINE

REGION

VINTAGE

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WINE

REGION

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REGION

VINTAGE

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WINE

REGION

VINTAGE

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# CHARDONNAY

## BALANCED, FRUIT LADEN, CONCENTRATED

Elegant and fruit-driven, the classic New Zealand Chardonnay is mouth filling, with concentrated citrus and tropical fruit. A crisp acidity balances the flavours, which are often perfectly rounded with oak.

Its versatility makes Chardonnay a perfect canvas for viticulturists and winemakers eager to craft a masterpiece. A range of Chardonnays are produced in New Zealand from fruit-driven, unoaked styles to concentrated Burgundian styles.

During the 1990s, plantings of this internationally fashionable variety exceeded those of every other grape. Chardonnay remains planted in every region. As a wine, Chardonnay strongly reflects New Zealand's unique terroir and the huge diversity within its regions.

### VITICULTURE

Chardonnay is one of the most versatile grapes and can adapt well to a range of climates and soils. It typically yields between 7 and 12 tonnes per hectare. In addition to regional nuances in flavours, practices in the vineyard and winery can dramatically affect the final flavour and style of the wine.

- **CLONES** Mendoza - 4, 5, 6, 7 and 15 from California, and newer Burgundy selections from Dijon - 95 and 96.
- **SITE SELECTION** Important as its early bud burst makes it prone to frost.
- **TRELLISING** Scott Henry, Vertical Shoot Positioning (VSP), Smart-Dyson.

### WINEMAKING

- Known as 'the winemaker's grape' due to its relatively neutral fruit profile and adaptable nature, Chardonnay lends itself to nearly all winemaking tricks of the trade, though its noble character still shines through in its ability to reflect terroir, as well as age gracefully.
- **WINEMAKING INFLUENCE** Wines can be made to enhance lighter bodied, mineral, crisp cooler climate fruit profiles (green apple, citrus, white flowers and oyster shell) with minimal oak influence and perhaps just a touch of lees or malolactic for mouth feel; while in warmer areas the richer, more tropical fruit profile (peach, melon and fig) can happily absorb full oak treatment (both fermentation and ageing), lees work and malolactic. Oak, yeast and lees influences can add spice, toast, biscuit, coconut, vanilla, flint, gunsmoke and nougat/caramel nuances to Chardonnay, used to complement regional style and market position.
- **MALOLACTIC FERMENTATION** Malolactic fermentation converts 'harder', green apple like malic acid to softer lactic acid, imparting a buttery character and more rounded, less acidic mouth feel to Chardonnay. Winemakers may choose to only put a certain proportion of their batch through the process.



Gladstone Vineyard

### PRODUCTION

26

TOTAL PRODUCTION (000 TONNES)

7%

PROPORTION OF NZ WINE PRODUCTION

2%

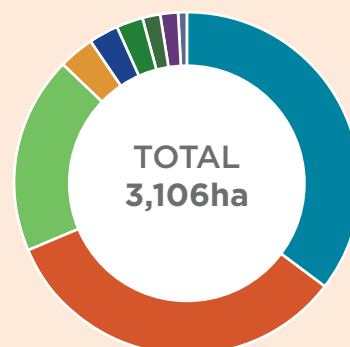
PROPORTION OF NZ WINE EXPORTED

### PLANTINGS BY REGION

PRODUCING HECTARES

MARLBOROUGH 1,095ha  
 HAWKE'S BAY 1,039ha  
 GISBORNE 574ha  
 NELSON 105ha  
 CANTERBURY & NORTH CANTERBURY 86ha  
 AUCKLAND 74ha  
 CENTRAL OTAGO 57ha  
 WAIRARAPA 49ha  
 NORTHLAND 21ha

NOT SHOWN  
 WAITAKI VALLEY,  
 NORTH OTAGO 5ha



### CELLARING

0 1 2 3 4 5+ years



### SERVING

UNOAKED

7°C/45°F

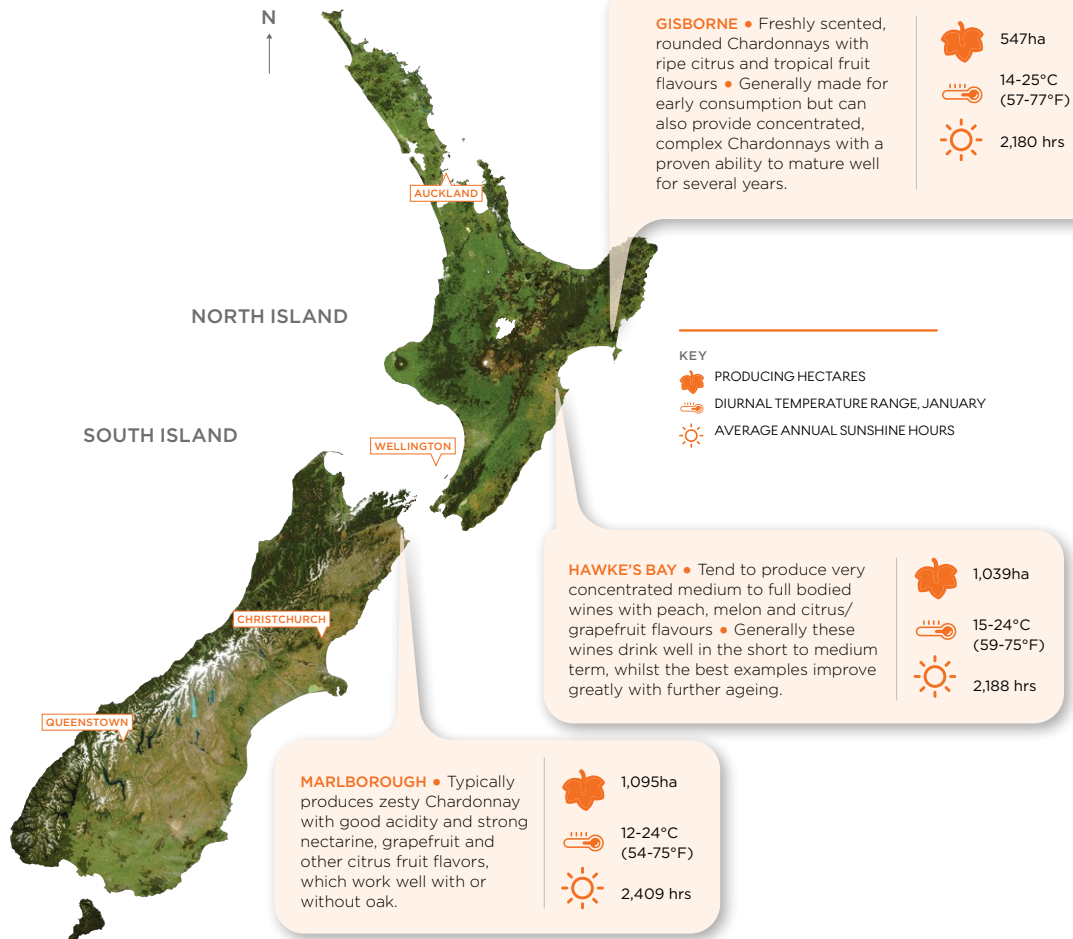
OAKED

10°C/50°F



## REGIONAL STYLES

- **AUCKLAND** The generally warmer, more even climate gives bold ripely fruited wines with good weight and balance.
- **WAIRARAPA** Concentrated, elegant and generally laden with ripe stonefruit, citrus and complex bran biscuit and spice notes.
- **NELSON** Richly fruited wines tending towards tropical and stonefruit.
- **CANTERBURY & NORTH CANTERBURY** Finely structured, citrus bright wines, with good depth of flavour.
- **CENTRAL OTAGO** Fresh, focused with a mineral purity, fine citrus, white peach and delicate floral characters.



## WINE & FOOD MATCHING

- | DISH      | SAUCE                  | FLAVOUR   |
|-----------|------------------------|-----------|
| 🐟 Seafood | 🍷 Citrus & vinaigrette | 🍷 Savoury |
| 🐔 Poultry | 🍷 Cream                | 🍷 Sweet   |
| 🧀 Cheese  | 🍷 Garlic               |           |

A young or unoaked Chardonnay is fabulous with seafood. Mature New Zealand Chardonnays are richer and more complex with stronger toast and nut flavours; they complement full flavoured savoury dishes such as chicken, veal and rabbit with creamy, garlic or lemon flavoured sauces.

The creamy, fruit-driven flavours of mature New Zealand Chardonnay are sublime alongside a dessert of poached pears.

## EXPORTS OVER THE PAST 5 YEARS

MILLIONS OF LITRES



## NOTES

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WINE

REGION

VINTAGE

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WINE

REGION

VINTAGE

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WINE

REGION

VINTAGE

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WINE

REGION

VINTAGE

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REGION

VINTAGE

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WINE

REGION

VINTAGE

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Nautilus Estate



# ROSÉ

## DIVERSE, FRESH, ELEGANT

New Zealand makes a wide array of Rosé wines, from fresh and fruity to savoury and textural. Typically, they're light-bodied, fruit-focused and just off-dry in style, made to be enjoyed within a year from vintage, lightly chilled to set off their refreshing crispness and vibrant berryfruit.

The majority of New Zealand's Rosés are made from Pinot Noir, though a diverse array of other varieties are employed throughout the various regions.

Rosés come in a rainbow of pink hues, from palest salmon to deepest watermelon. There's a Rosé to suit most food types and occasions, and while well suited to frivolity, they also offer substance and sophistication.

New Zealand Rosés range from bone dry to off-dry, though there are the odd examples that are sweet enough to enjoy with light fruit-based puddings. Rosé is a surprisingly versatile wine style, straddling as it does red and white wine characteristics, making it a popular option for consumers.

New Zealand makes both still and sparkling Rosé, providing delicious aromas and flavours of ripe strawberries, raspberries and crushed cherries, sweet citrus, watermelon, honeydew melon, spices and fresh herbs.



## VITICULTURE

- **FRUIT** Fruit quality is paramount for Rosé to maximize finesse and varietal expression. Regardless of the variety being used, grapes are handled as gently as possible as they make their way from vineyard to winery.
- **VARIETIES** With Pinot Noir providing the mainstay of New Zealand's Rosé production, subtle subregional expression can be found in the interplay between varying fruit profiles, acidity levels, gentle phenolics and depending on style, residual sugar.

## EXPORTS

# 2%

PROPORTION OF NZ  
WINE EXPORTED

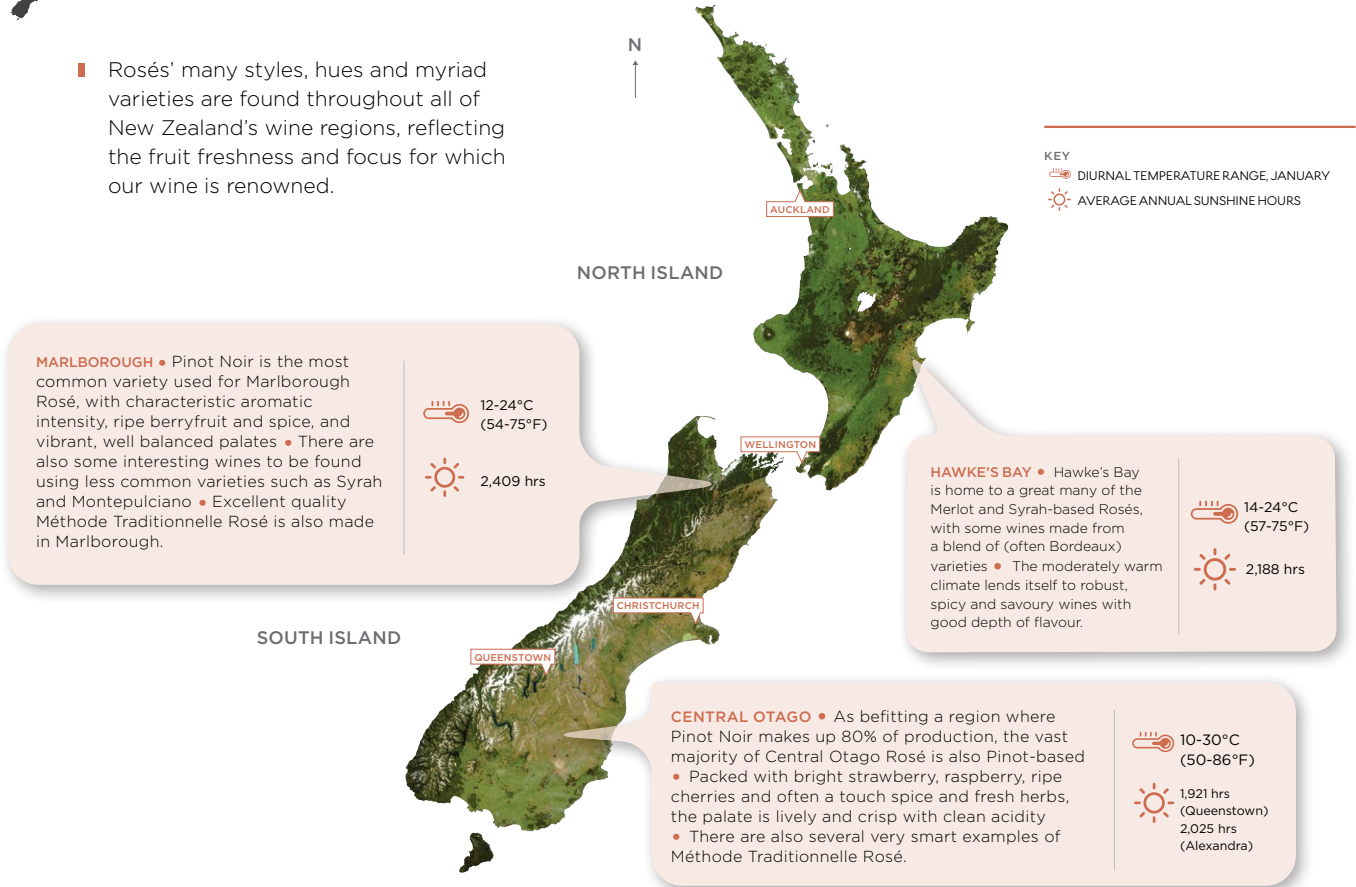
## WINEMAKING

- **FERMENTATION** The majority of New Zealand Rosés are fermented in stainless steel tanks to preserve their freshness, fruit purity and aromatic intensity. Oak use is very rare.
- **COLOUR** Rosés' final shade of pink relates to the grape variety as well as the length of skin contact permitted between juice and pigment-rich grape skins.
- **METHOD** Some Rosés are made by the saignée (to bleed) method, which is when juice is drawn (bled) off a red wine early in its fermentation. These wines can be quite rich in colour and robust in style. Sparkling Rosés can be made by blending a little finished red wine with white wine though this technique is almost never used for still wines.
- **STYLE** Some producers seek greater textural influence and more savoury expression in their wines, using clever management of light tannins and occasional lees influence.



## REGIONAL STYLES

Rosés' many styles, hues and myriad varieties are found throughout all of New Zealand's wine regions, reflecting the fruit freshness and focus for which our wine is renowned.



## WINE & FOOD MATCHING

DISH	SAUCE	FLAVOUR
🐟 Seafood	🍋 Citrus & vinaigrette	🍷 Savoury
🧀 Cheese		🍯 Sweet
		🌶 Spicy

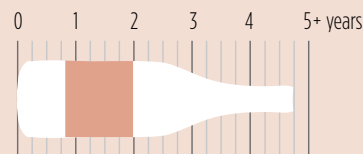
Rosé is great on its own as an aperitif or you can simply add canapés - smoked salmon blinis, fresh sashimi or goat cheese tartlets are especially good matches. Rosés suit savoury tapas, light pasta dishes and will happily partner many Thai, Indian and Mediterranean-style dishes. Salad Niçoise is a classic match and Rosé works well with many seafoods, particularly salmon. Rosé with a touch of sweetness can be a lovely way to finish off a meal, paired with a selection of perfectly ripe summer fruit.

## EXPORTS OVER THE PAST 5 YEARS

MILLIONS OF LITRES



### CELLARING



### SERVING

7°C  
/45°F

## NOTES

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WINE

REGION

VINTAGE

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WINE

REGION

VINTAGE

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# PINOT NOIR

## INTENSE, EXPRESSIVE, FRUIT-DRIVEN

Native to Burgundy and notoriously fickle (it is world class only in cool-climate regions), the Pinot Noir grape has found in New Zealand a home away from home.

Our winemakers tease a tantalising array of distinctive regional and terroir-driven styles from the land. Common to all, however, are Old World structure and elegance overlaying New World power and fruit-driven intensity.

Predominantly grown in the cooler southerly regions Pinot Noir's diversity in climates and soils enables a wide range of styles from New Zealand's Pinot producing regions.

Since the 1990s, plantings have expanded throughout all regions in the South Island and also selected sites in the North Island.

Pinot Noir is now second only to Sauvignon Blanc in production volume, with major plantings in five key regions. There has been impressive growth in export sales of New Zealand Pinot Noir in the last five years, with 1.5 million cases exported in the 12 months to June year-end 2018.



## VITICULTURE

- **CLONES** Dijon clones 113, 115, 667, 777, plus the Abel clone and UCD5 Pommard.
- **ROOTSTOCK** Planted to 3309C, 101-14, Schwarzmann or Riparia Gloire.
- **CANOPY MANAGEMENT** Shoot thinning, leaf removal, lateral removal, cluster and shoulder thinning.

## WINEMAKING

- **HARVEST** Grapes are tasted for physiological ripeness.
- **DESTEMMING** Is common in order to maintain maximum whole berries and emphasise fruit flavours.
- **COLD SOAK** Used to draw out flavour and colour from skin (not tannin).
- **FERMENTATION** 7 to 8 days, peaking at 30-32°C/86-89°F. Tanks are plunged or pumped over three to four times a day.
- **POST FERMENT MACERATION** To help soften tannins.
- **OAK AGEING** 9 to 18 months in French oak.
- **BOTTLING** Mainly screwcap. 3 to 6 months bottle age common.

## PRODUCTION

**35**

TOTAL PRODUCTION  
(000 TONNES)

**8%**

PROPORTION OF NZ WINE  
PRODUCTION

**5%**

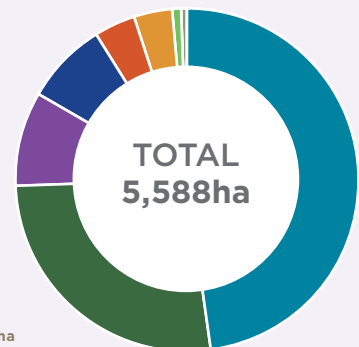
PROPORTION OF NZ WINE  
EXPORTED



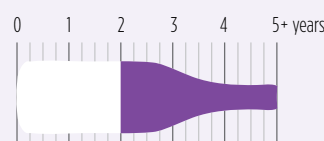
## PLANTINGS BY REGION

PRODUCING HECTARES

<b>MARLBOROUGH 2,669ha</b>
<b>CENTRAL OTAGO 1,484ha</b>
<b>WAIRARAPA 499ha</b>
<b>CANTERBURY &amp; NORTH CANTERBURY 430ha</b>
<b>HAWKE'S BAY 221ha</b>
<b>NELSON 198ha</b>
<b>GISBORNE 43ha</b>
<b>WAITAKI VALLEY, NORTH OTAGO 28ha</b>
<b>NOT SHOWN</b>
<b>AUCKLAND 10ha</b>
<b>WAIKATO / BAY OF PLENTY 6ha</b>
<b>NORTHLAND 1ha</b>



## CELLARING



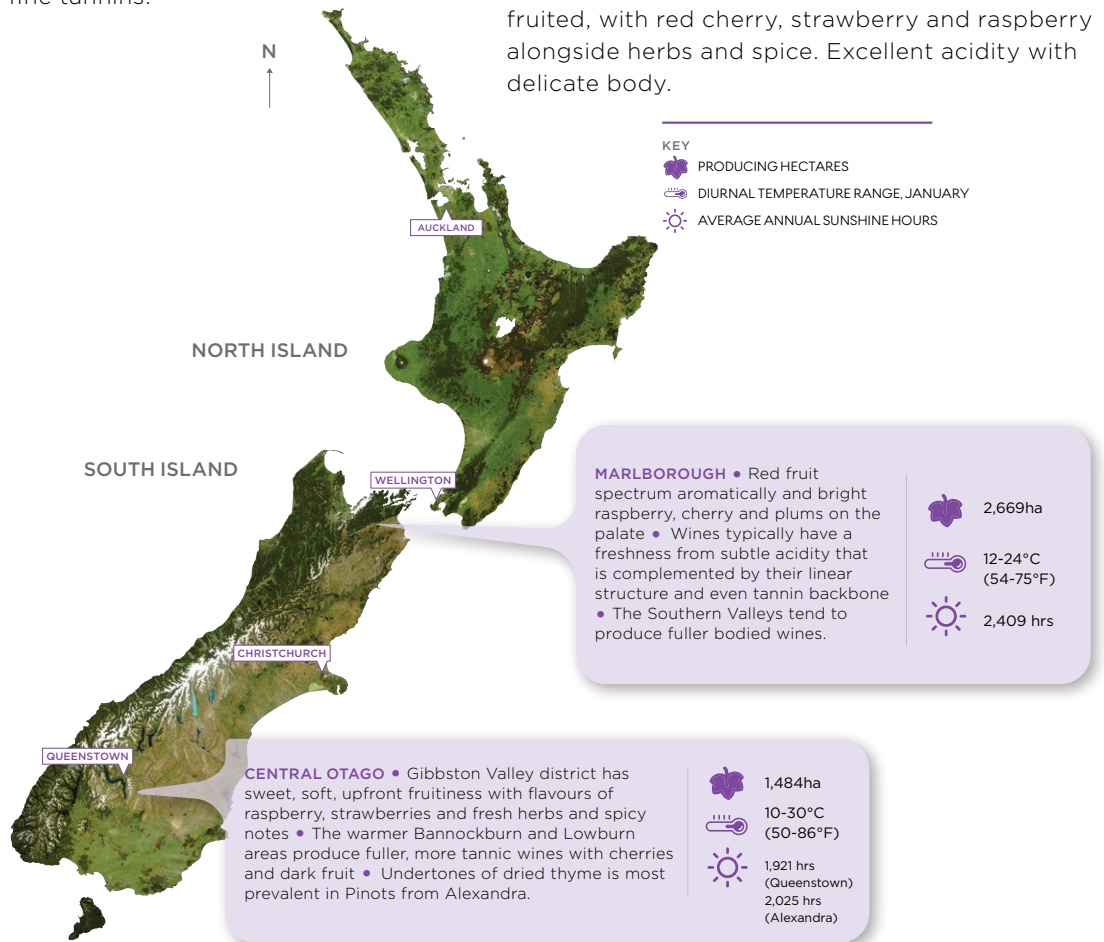
## SERVING

**15°C**  
**/60°F**



## REGIONAL STYLES

- **HAWKE'S BAY** Varietal aromatics of cherry, berry fruits, plum, florals and spice, through to more savoury and earthy examples, all with beautifully soft and supple tannins and great richness of flavour.
- **WAIRARAPA** Darker fruit aromas, often with a savoury component. Rich, full, sweet fruit on the entry with flavours in the dark plum and chocolate spectrum. The structure of the wines are based around long, fine tannins.
- **NELSON** Fragrant, complex, earthy and savoury textured wines with rich, spicy, cherry and plum flavours. These wines are concentrated, balanced and supple with fine lingering tannin.
- **CANTERBURY & NORTH CANTERBURY** Red and dark berry fruit with spicy notes. Firm structure and acidity. Savoury earthy characteristics.
- **WAITAKI VALLEY, NORTH OTAGO** Typically red-fruited, with red cherry, strawberry and raspberry alongside herbs and spice. Excellent acidity with delicate body.



## WINE & FOOD MATCHING

- |                           |              |                |
|---------------------------|--------------|----------------|
| <b>DISH</b>               | <b>SAUCE</b> | <b>FLAVOUR</b> |
| 🍖 Pork                    | 🧄 Garlic     | 🍷 Savoury      |
| 🐔 Game birds              | 🍅 Tomato     |                |
| 🐟 Red meat, game & salmon | 🍦 Cream      |                |

The supple richness of New Zealand Pinot Noir complements a range of savoury dishes. Try it alongside game birds such as quail, turkey, and duck; with a fillet of New Zealand salmon; or equally with pork, veal, lamb or venison.

## EXPORTS OVER THE PAST 5 YEARS



## NOTES

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WINE

REGION

VINTAGE

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WINE

REGION

VINTAGE

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WINE

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VINTAGE

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WINE

REGION

VINTAGE

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# SYRAH

## COMPLEX, SPICY, SUPPLE

A long history in New Zealand, dating back to the mid 1800s, today approximately 90% of plantings are found in Hawke's Bay and Auckland/Northland.

Distinguished by its bright, spicy flavours and elegant texture, you'll instantly appreciate the intense varietal distinctiveness of New Zealand Syrah, akin to the elegant Northern Rhône style, crammed full of plum and savoury black pepper flavours, and sometimes even a hint of violets.

Syrah plantings have grown fast from a small base, almost doubling in the last decade to 432 hectares in 2018.

### VITICULTURE

- **CLONES** In addition to the original French clone there are now three others, Chave, 174 and 470.
- **TRELLISING** Cordon/Spur, Scott Henry, Vertical Shoot Positioning (VSP) methods used.
- **CANOPY MANAGEMENT** Shoot thinning, leaf plucking to expose fruit and achieve good ripeness levels.
- **YIELD MANAGEMENT** Green thinning, typically 6-9 tonnes per hectare, 40-60 hl/ha.

### WINEMAKING

- **FERMENTATION** During fermentation, the temperature typically peaks at 28-32°C/82-89°F to secure richest possible extraction of colour and tannin.
- **CAP MANAGEMENT** Forms of cap management are undertaken three to four times per day in order to intensify fruit flavours and extract tannin.
- **MALOLACTIC FERMENTATION** Conducted to soften and enhance roundness.
- **OAK AGEING** Usually used for between 12-22 months, with French barriques preferred.
- **NEW TECHNOLOGIES** Used increasingly to further improve quality, e.g. pre-soaking techniques and micro-oxygenation.
- **BLENDING** Syrah is used in several ways - single, blended (often discreetly with Viognier) or co-fermented with Viognier.



Te Mata Estate

## PRODUCTION

2

TOTAL PRODUCTION  
(000 TONNES)

<1%

PROPORTION OF NZ WINE  
PRODUCTION

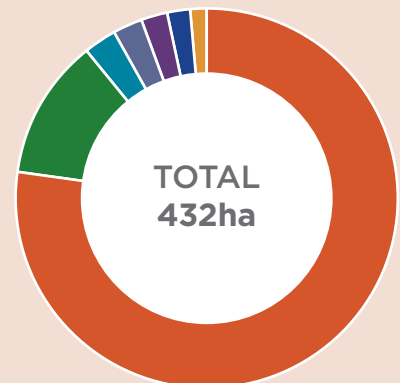
<1%

PROPORTION OF NZ WINE  
EXPORTED

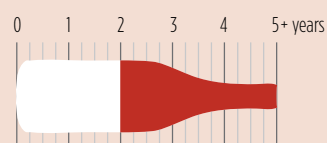
### PLANTINGS BY REGION PRODUCING HECTARES

HAWKE'S BAY 329ha  
AUCKLAND 50ha  
MARLBOROUGH 12ha  
NORTHLAND 11ha  
WAIRARAPA 10ha  
CANTERBURY &  
NORTH CANTERBURY  
8ha  
NELSON 5ha

NOT SHOWN  
CENTRAL OTAGO 3ha  
WAIKATO / BAY OF  
PLENTY 3ha  
GISBORNE 2ha  
WAITAKI VALLEY,  
NORTH OTAGO 1ha



### CELLARING



### SERVING

15°C  
/60°F

## REGIONAL STYLES

- CLIMATE** Predominantly grown in the warmer regions of Auckland and Hawke's Bay which benefit from extended heat accumulation due to lower diurnal temperature variation.
- SOILS** Whilst Auckland has primarily clay-rich soils, Hawke's Bay has a huge diversity of soils with river terraces comprising of volcanic loess, alluvial silts and deep river gravels.



KEY  
 PRODUCING HECTARES  
 DIURNAL TEMPERATURE RANGE, JANUARY  
 AVERAGE ANNUAL SUNSHINE HOURS

**AUCKLAND** • With its maritime climate, most plantings are in coastal Waiheke Island

- Primarily clay-rich soils produce wines with substantial body and rich, brambly, peppery flavours.

	50ha
	16-24°C (61-75°F) (Auckland)
	2,060 hrs (Auckland)

**HAWKE'S BAY** • Temperate maritime climate with extremely diverse soils

- Syrah is a red wine star of the future, yielding dark, weighty, intensely varietal wines, crammed with plum and black pepper flavours
- Aromatic and spicy flavours with elegance.

	329ha
	14-24°C (57-75°F)
	2,188 hrs

## WINE & FOOD MATCHING

- |                         |              |                |
|-------------------------|--------------|----------------|
| <b>DISH</b>             | <b>SAUCE</b> | <b>FLAVOUR</b> |
| Game birds              | Garlic       | Savoury        |
| Red meat, game & salmon | Tomato       |                |
|                         | Cream        |                |

Very few wines can stand up to the powerful flavours of Peking Duck like a fruit pure, beautifully scented New Zealand Syrah.

Also brilliant with barbecued meats and beef served with a full flavoured sauce, or with tomato based dishes such as pizza or bolognese.

## EXPORTS OVER THE PAST 5 YEARS



## NOTES

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WINE

REGION

VINTAGE

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WINE

REGION

VINTAGE

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WINE

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VINTAGE

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REGION

VINTAGE

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# MERLOT & CABERNET SAUVIGNON BLENDS

## STRUCTURED, POWERFUL, APPROACHABLE

Cabernet Sauvignon and Merlot blends have a long history in New Zealand, dating back to the mid 1800s. Cabernet Sauvignon emerged as a major red variety in New Zealand in the late 1960s/early 1970s with Merlot emerging much later, in the 1980s and 1990s. Today approximately 90% of plantings are found in Hawke's Bay and Auckland.

By augmenting the structure and finesse of Cabernet Sauvignon with the vibrant, ripe fruit of Merlot, winemakers in New Zealand's warmer northerly regions are creating elegant, yet powerfully intense red wine blends. Increasingly Merlot dominant and notable for their purity of fruit expression, these blends are exciting and approachable when enjoyed young, but are also worth holding onto as they acquire complexity with age.



## VITICULTURE

- **CLONES** UCD7 and UCD8 clones from California for Cabernet Sauvignon and UCD3 and UCD6 for Merlot, plus two new Bordeaux clones, released in 1992.
- **TRELLISING** Cordon/Spur, Scott Henry, Vertical Shoot Positioning (VSP) methods used.
- **CANOPY MANAGEMENT** Shoot thinning and leaf plucking to expose fruit and achieve good ripeness levels.
- **YIELD MANAGEMENT** Green thinning, typically 6-9 t/ha, 40-60 hl/ha.

## WINEMAKING

- **FERMENTATION** Typically peaks at 28-32°C/82-90°F to secure richest possible extraction of colour and tannin.
- **CAP MANAGEMENT** Good fruit and tannins allow intensive working three to four times daily to help heighten robustness.
- **MALOLACTIC FERMENTATION** Conducted to soften and enhance roundness.
- **OAK AGEING** Usually used for between 12-22 months, with French barriques preferred.
- **NEW TECHNOLOGIES** Used increasingly to further improve quality, e.g. pre-soaking techniques and micro-oxygenation.
- **BLENDING** Most Cabernet Sauvignon and Merlot are blended to achieve optimum complexity and balance. Smaller amounts of other reds such as Cabernet Franc and Malbec are also often added to enhance flavours.

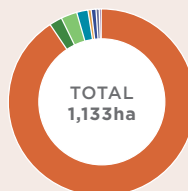
## PRODUCTION

\*Figures include production of single varietal wines



## PLANTINGS BY REGION

PRODUCING HECTARES

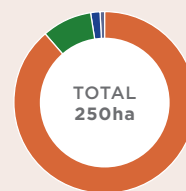


### MERLOT

HAWKE'S BAY 1,018ha  
 AUCKLAND 34ha  
 GISBORNE 27ha  
 MARLBOROUGH 23ha  
 NELSON 8ha  
 CANTERBURY & NORTH CANTERBURY 8ha  
 NORTHLAND 7ha  
 WAIRARAPA 5ha

NOT SHOWN

CENTRAL OTAGO 2ha  
 WAIKATO / BAY OF PLENTY 1ha



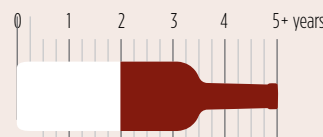
### CABERNET SAUVIGNON

HAWKE'S BAY 220ha  
 AUCKLAND 22ha  
 CANTERBURY & NORTH CANTERBURY 4ha  
 NORTHLAND 2ha

NOT SHOWN

WAIRARAPA 1ha  
 NELSON 1ha  
 MARLBOROUGH <1ha  
 CENTRAL OTAGO <1ha  
 WAIKATO / BAY OF PLENTY <1ha

## CELLARING

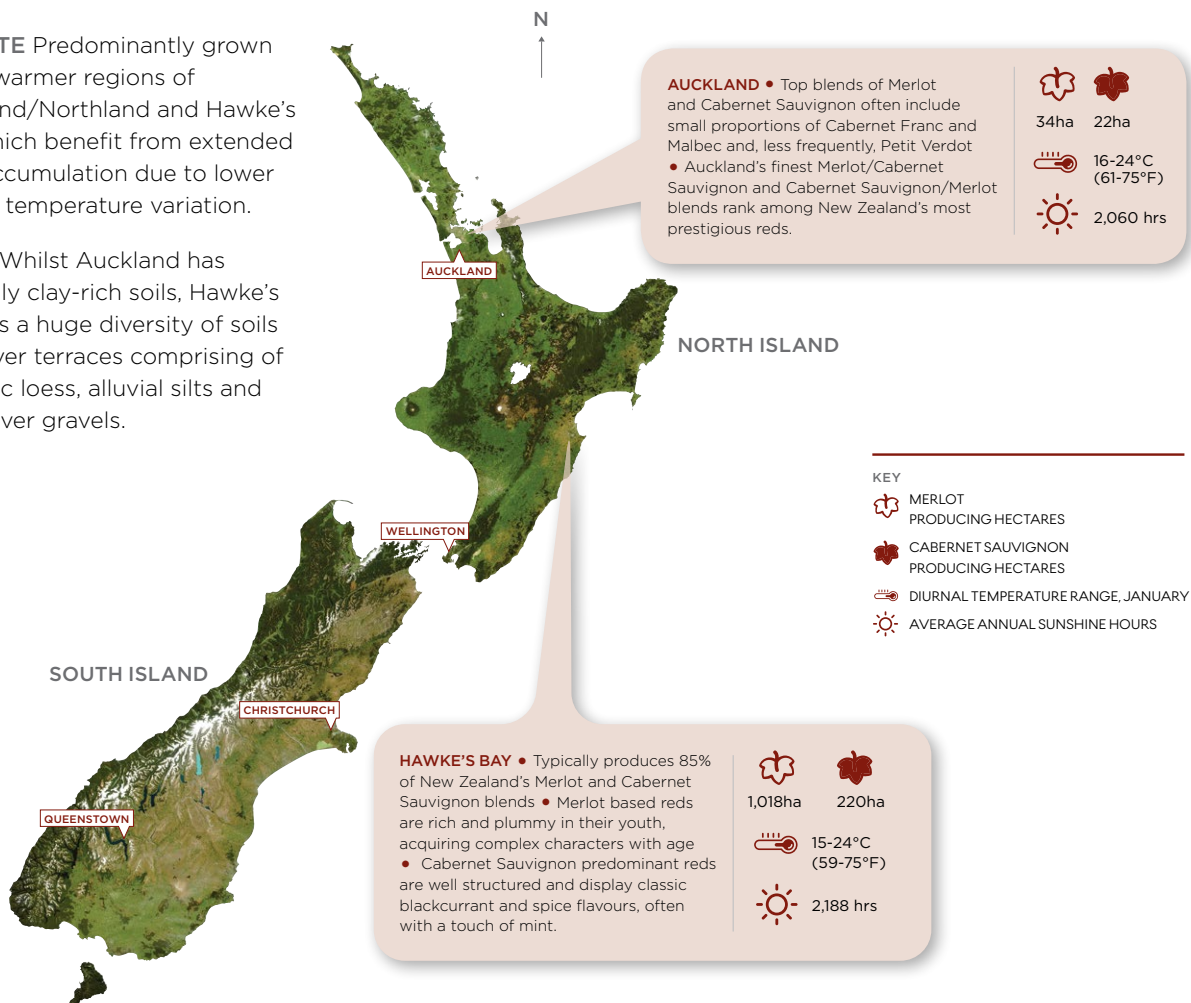


## SERVING

**17°C**  
 /62°F

## REGIONAL STYLES

- CLIMATE** Predominantly grown in the warmer regions of Auckland/Northland and Hawke's Bay which benefit from extended heat accumulation due to lower diurnal temperature variation.
- SOILS** Whilst Auckland has primarily clay-rich soils, Hawke's Bay has a huge diversity of soils with river terraces comprising of volcanic loess, alluvial silts and deep river gravels.



## WINE & FOOD MATCHING

DISH	SAUCE	FLAVOUR
Game birds	Garlic	Savoury
Red meat, game & salmon	Tomato	
Cheese		

A superb food wine, these blends are notable for their purity of fruit expression. Approachable when young, complex, leathery and gamey with age.

Delicious partnered with red meats and game or winter casseroles, and sumptuous with a strong cheese.

## EXPORTS OVER THE PAST 5 YEARS

MILLIONS OF LITRES



## NOTES

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WINE

REGION

VINTAGE

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WINE

REGION

VINTAGE

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REGION

VINTAGE

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**KEY CONTACTS**

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