



COS D'ESTOURNEL
SAINT - ESTÈPHE

2017 VINTAGE SCORES

Lisa Perrotti-Brown (Wine Advocate)	97-100
James Suckling	97-98
Neal Martin (Vinous)	94-96
Julia Harding (JancisRobinson.com)	17.5+

Lisa Perrotti-Brown (Wine Advocate) *Something of a miracle in our modern times. Truly profound.*

James Suckling *Love tasting this wine. Full-bodied and so complete.*

Neal Martin (Vinous) *This is simply a very classy wine.*

Julia Harding (JancisRobinson.com) *Clarity, precision and length. Deep and long. Amazing balance already.*

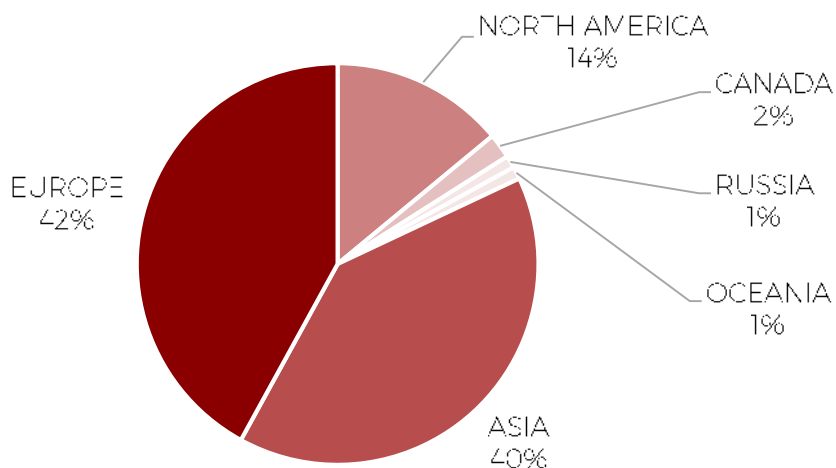
DISTRIBUTION STRATEGY

A limited pool of negociants selected in regards to their distribution both in quality and repartition.

A 6 staffs sales team dedicated to business development which represents a unique investment in Bordeaux.

DISTRIBUTION FACTS

Geographical repartition of En Primeur sales (2013 to 2016 vintages)



- Overall balanced distribution with room to grow in the US
- Priorities: strenghten our market shares in the US, Canada and Russia