



**COS D'ESTOURNEL**  
SAINT - ESTÈPHE

## 2016 VINTAGE SCORES

James Suckling	97-98
Jancis Robinson	18
Decanter (J. Anson)	97
Le Figaro (F. Durand-Bazin)	19,5
Wine Enthusiast (R. Voss)	96-98

James Suckling *This is a wine that really grabs your attention. Wow is the word.*

Jancis Robinson *Excellent freshness. Long. Restrained. Elegant.*

Decanter (J. Anson) *One of the best Cos d'Estournel that I can remember trying at this early stage.*

Le Figaro (F. Durand-Bazin) *Ce vin est une ode au cabernet sauvignon.*

Wine Enthusiast (R. Voss) *It is all about the magnificent and sophisticated fruit.*

## DISTRIBUTION STRATEGY

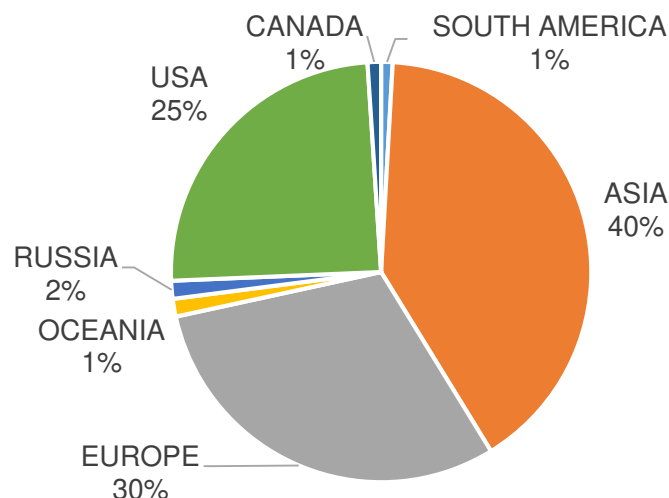
A limited pool of 40 negociants selected in regards to their distribution both quality and repartition.

A 4 staffs sales team dedicated to business development which represents a unique investment in Bordeaux.

## DISTRIBUTION FACTS

- 3<sup>rd</sup> Bordeaux brand\* in term of positioning in refined restaurants worldwide
- 6<sup>th</sup> Bordeaux brand\* in term of positioning in fine wine shops worldwide

### Geographical distribution of En Primeur sales (2014 vintage)



A distribution evenly spread within the 3 main continents

\*taken in a panel involving similar national and international brands – source Wine Services