



QUINTA DOS VALES
WINE ESTATE

THE WINEMAKER EXPERIENCE

- MUCH MORE THAN JUST A WINERY -



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PERSONAL INVITATION

Hello,

My name is Karl Heinz Stock, I am the owner of Quinta dos Vales. 10 years ago I took on my latest challenge - making my own wine. I've reached my goal of producing authentic wine of the highest quality, and now I am ready to share what I have learned. My team and I are prepared to guide an exclusive group of aspiring winemakers through this exciting and challenging journey.

We can introduce you to this new field by starting slow and increasing your involvement one step at a time. To begin with, you can try making the first ever bottle of your own custom wine in our Bottle Blending Workshop. Happy with the result? Why not move on and create an entire barrel of the wine perfectly matched to your taste, as offered in our Barrel Blending Experience. The next step would be to make the wine truly yours - you can own and grow the grapes it was made of. This can be made possible with our Rent a Vineyard option, or, if you feel like becoming a real winemaker, go for the best we have to offer - purchase your own plot of the vineyard right on the doorstep of your own newly built house.

On the northern part of our nearly 50 hectare property we have identified an area of up to 2000 m² available for construction. This area, together with so far 4 hectares of farmland, we will release for the construction of 5 to 10 houses, each with 2.000 to 8.000 m² of own vineyards, as part of the Live on a Vineyard program.

Who said that chasing a dream should be difficult? And don't worry, we'll always be there to guide you!

A handwritten signature in black ink, appearing to read 'Karl Heinz Stock', written in a cursive style.



INTRODUCTION

We are a superb wine estate situated in the heart of the Western Algarve. From very humble beginnings this 44 hectare estate is now considered one of the best wineries in the Algarve with recognition from international organisations and visitors coming from far and wide.

Wine and art are two elements that often go hand in hand but can also be appreciated separately, and it is surprisingly refreshing to find harmony in stunning sculptures that can be enjoyed together with high quality award-winning wines. In our several garden locations you can find an exhibition of well over a hundred art pieces in different styles, materials and sizes.

This symbiosis creates a perfect setting for any type of event, be it a private executive meeting or something as important as a wedding celebration.

And the atmosphere of a winery makes our accommodation facilities a perfect choice for a holiday retreat. What could be better than waking up in the morning to a view of rows upon rows of sun-drenched vines?

The modern winery behind the old walls lives up to the visitor's expectations. High-quality winemaking machinery is used here along with traditional methods that help us make sure that the grapes are treated with precision and care.

It takes unusual vision and entrepreneurial flair to bring together art, winemaking and nature to develop a unique concept in oenotourism in Portugal. Quinta dos Vales tells the story of turning a sleepy wine farm into an internationally recognised winemaking estate, holiday retreat and centre for arts and events.



OUR VINEYARDS

What is expected of a Portuguese winery located in the Algarve? Vineyards, of course. And Quinta dos Vales, which means the Farm of the Valleys, certainly doesn't disappoint.

Located on gently undulating hills are vineyards of more than 200,000 m² where grape varieties unique to Portugal, such as Touriga Nacional, flourish along with international varieties which have adjusted to the unique climate and soil of the region.

The selection and development of the wines is supervised by two top oenologists, Dorina Lindemann and Paulo Laureano, who collaborate with the vineyard owner and his wine consultant engineers throughout the entire production process.

When it comes to the secret of the perfect ingredients for a wine, it amounts to a few essential elements – the right soil and the right climate (a combination defined in viticulture circles as 'terroir'), and a caring, responsible treatment by the wine grower. The Algarve's vineyards, enclosed in an amphitheatre which is protected from the northern winds, has a unique climate characterised by an average of 3000 hours of sunshine per year, which is a benefit to the producers of the region. The soil is also ideally suited, so the raw potential is there to grow excellent grapes and therefore create great wines.

Combining all the essential elements to create a synergy is an art, and this is what separates the good from the great – expert maintenance of the vineyards and scientific precision in the cellar backed by modern technology so that nothing is left to chance.



START SIMPLE WITH BARREL BLENDING

If you want to start the winemaking process slowly and well-informed, you may choose to start with less than 100€ to create your own bottle of wine. If you are more experienced or are feeling more ambitious, you are very welcome to take the next step - blending your own 225 l barrel with our top wines, which would give you 288 bottles starting at the affordable 15 € per bottle.

By working with our winemaking team and label designer you will be able to have a truly unique experience. You collaborate with them on every detail of your wine, from blending to the toast of the barrel which results in wines you may call your own.

Should you get “hands-on” only after the grapes from our vineyards have been converted into real wine, we offer you to choose between up to 5 different mono- varieties which we have selected as our best wines of last years’ harvest. Depending on when you decide to get involved, these wines will have already matured for some months in a french oak barrel but will need further wood contact for a total of 12 to 18 months.

We offer you to participate in the Winemaking Process from choosing the varieties to analysing the results, and we will provide you with constant updates about the progress.

Should you decide to work with a single barrel of 225 L, you have the choice of working with a mono-variety or you may select several mono-variety options which you can combine as you wish for Your blend. They will then mature together in your barrel until you find them ready to be moved for a further period to stainless steel vessels or immediate maturation in a bottle.

Should you wish to have several barrels or join with a group of friends, you might opt to mature the wine as single variety and decide about the blending only shortly before bottling. Both methods have their fans and neither of them is wrong.

After sufficient time in the barrel the wine is ready for bottling. During the winter months, the very personal process of naming your wine, designing your label and selecting the size and shape of your bottle becomes real and the wine becomes a product of your own creativity.

The cost of your barrel includes everything you need to produce up to 288 bottles of luxury wine. The final price is proportional to the varieties and the percentages used in the ultimate blend (see Price Components available upon request).

RENT A VINEYARD

Should you wish to experience winemaking with more involvement, we may give you an interim lease for one of our working vineyards.

That would mean getting high quality grapes that have been taken care of and using your creativity to blend your own custom wine with the help of our highly qualified experts.



This way you can not only jump in halfway through the process, but see with your own eyes the growth of the grapes, take part in the exciting harvest period and follow the wine every step of the way either handling it yourself, or letting our experienced team do most of the work.

Depending on the variety you choose, the price for a 2.000 m2 vineyard a year is between 2.000 and 3.000 € plus a onetime set-up fee of 1.000 €. The price includes growing, farming, maintenance, harvesting and both fermentation cycles.

You may expect between 1.200 and 1.600 kg grapes from a plot of 2.000 m2 (if you follow our quality procedures) depending on the variety and the decision of thinning or removing clusters prior to the harvest.

The kg/bottle conversion rate for red wines is approximately 85% so you may expect between 1.020 and 1.360 bottles per year and plot.

GRAPE TO WINE

The further process of winemaking up to the bottling of the wine (see Barrel Blending) will happen under our supervision and with our advice, the choice what and when to do may be absolutely yours. It is your wine after all.

Compared with the Barrel Blending where we offer the choice between our best mono-varieties, the production of your own grapes is significantly more economical. This is because you share with us the natural impact of harvest quantity, weather and the resulting grape quality.

OWN A VINEYARD

Purchasing a vineyard which is integrated into a professionally managed working winery is certainly a creative investment. It is like getting the best of two worlds: the experience of being involved in wine making as much as you like, without the added responsibility of running a vineyard.

Live on the property permanently or for a portion of the year and become involved in the full winemaking process. For a fraction of the cost of owning a vineyard and a winery, you may participate as much or as little as you want in all stages of winemaking.

You may do this with the grapes from your own plot of vineyard, or you might want to rent one of our working vineyards for a limited period of time, while your own planted vines are still maturing. This way you will be able to start straight away, without the torture of waiting for the grapes to grow.

In both cases it is up to you how much you want to get involved in the entire winemaking process from harvesting the grapes to bottling your wine with your own label, all that using the grapes that grow in our vineyards.

Our team will make all decisions related to the overall vineyard's health; everything else can be under your control, should you decide so. We will always be available to help, assist and advise.

With time we assume you will get very involved by gradually taking on more decisions yourself. It is certainly not only about us making the wine and you just putting your label on it. But should your time not allow to participate directly in all stages of the production, the webcams which will be installed in the vineyard will always keep you up-to-date.



PLOTS

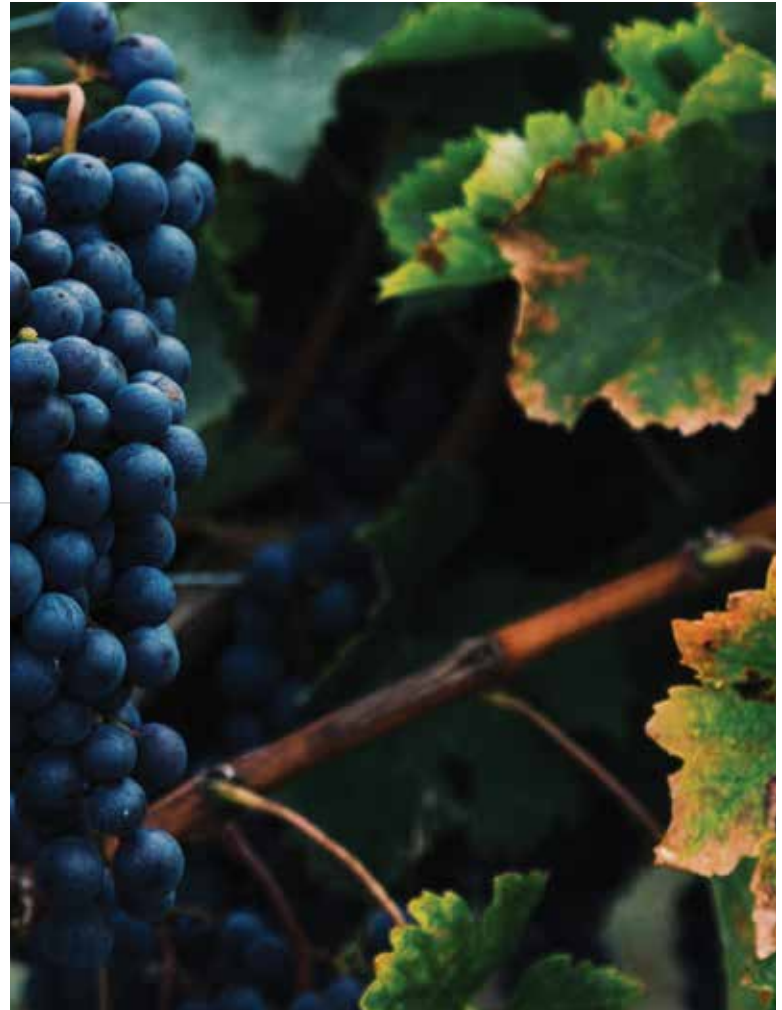
We offer plots from 2.000 to 8.000 m² which can be planted with up to 4 varieties. Keep in mind, however, that the minimum plantation's size of one variety should be not less than 2.000 m².

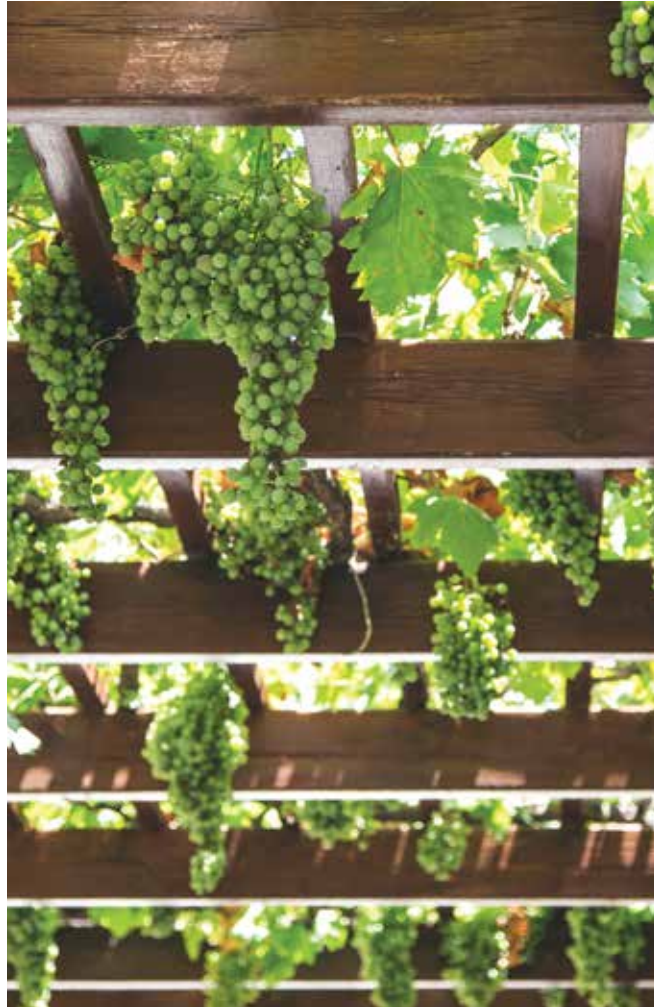
These plots are offered between 60.000 € and 200.000 € which includes a 99 year long lease of the land, planting, farming and maintenance costs for the first 2,5 years. It is an investment that requires these up-front expenses but you will have created value.

FARMING / MAINTENANCE

Annual costs per hectare are approximately 7.000 €, meaning a 4.000 m² plot would cost 2.800 €. Once vines mature, 5 to 7 years after planting, the yield is about 8.000 kg per hectare, which produces about 3.200 kg for a 4.000 m² plot if you opt for a premium product and 2.400 kg for super premium wines.

This in turn will produce between 2.100 and 2.700 bottles of wine. Keep in mind, the higher the quality, the fewer grapes you may produce.





LIVE ON A VINEYARD

On each of the plots there is also a scenically situated house that will make your stay comfortable, whether you should choose to live there permanently or use it as a holiday retreat.

The specification of the houses will be at your discretion. Our development and construction team will integrate high-end Northern-European standards (equipped with double glazed windows, underfloor heating, A/C, etc.) to ensure the quality concept of our masterplan.

Of course, your assistance in brainstorming will be taken into account, we can offer you the very best conditions possible in order to motivate you.

To keep the standard at the targeted level, we'll make sure not to build in too high density. According to our plan, in the northern part of QdV on a total of 100.000 - 150.000 m² there will be up to 10 houses for the combination of property plus vineyard.





DETAILS

The houses will be in private ownership, the land based on a 99-year lease.

If requested, we will provide hassle-free ownership, handling all the details of maintaining your house. Our management team will manage the payment of all utilities, staff salaries, supplies, materials, maintenance, trash removal and accounting fees if applicable.

Your villa can be integrated into a rental program, and you will have access to all facilities and services of Quinta dos Vales.

THE WINE MAKING PROCESS



DECIDING THE VARIETALS

Choosing the varieties you want to plant is an exciting and long-term decision. It will take you at least two and a half years to see the first real harvest, so you will not want to make an unadvised decision. Our team will guide you, learning your winemaking goals, your preferences and also advising you on which varieties will work best for you and our terroir. We will have a lot of wines to try in blind tastings, both as mono-variety and as blends, which will help you find the varieties to your taste.



PLANTING THE VINES

Under the leadership of Dorina Lindemann and her vineyard development team you will be able to plan and later plant your vineyard, always keeping in mind that it is you who makes the major decisions, be it the varieties or the spacing of the plants. Ideally you will even join and plant some of the vines yourself!



GROWING AND HARVESTING THE GRAPES

The first years of a vineyard are very important and a lot of care is required. We will pay close attention to the direction in which the whole process is going. August and September — harvest season — are months of great activity. Join in as grapes are hand-picked early in the morning, brought into cooling containers and the next day gently hand-sorted, de-stemmed, pressed and put into tanks and barrels.



FERMENTATION

October to December are the most important and active times in the wine cellar. Daily activities include following the fermentations, monitoring sugar and temperature levels and performing traditional punch-downs, pump-overs, barrel stirring and barrel rotations. You may wish now to select barrel types and desired toast.

CRAFT YOUR WINE

January to December is the maturation period. The wine ages between 9 and 18 months in an oak barrel or stainless steel vessel, and if you decide for a barrel of a mono-varietal wine, you will be invited to join our winemaker performing the traditional crafts of topping, barrel sampling and barrel- to-barrel racking. Should you wish to create a blend of different varieties, we will introduce one more working step. After preliminary ageing of the individual monovarieties, you may develop your own personal wine blend. This experience is based on our existing Barrel Blending.



LABELLING & BOTTLING

January to March is the time for certification of the wines and bottling and labeling. Working with a label designer, this is the ideal time to design a custom label and also to take the decision whether you want to use our bottles and labels, or something very special for your special wine. End of February is typically the time for bottling.

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**YOU CAN MAKE A BAD
WINE FROM GOOD
GRAPES,
*BUT NOT A GOOD WINE
FROM BAD GRAPES***

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PRICE POINTS

No matter which option you go for, we can guarantee that you would always leave with a preferred amount of your own custom made wine that you can proudly call your own creation. To make it even easier to decide what would work best for you, here is a break down of the prices for the available options and the wine you get after each of the unforgettable experiences Quinta dos Vales has to offer.

SERVICE	PRICE
Bottle Blending	349 € for up to 4 participants. For larger parties up to 12 people add 49 € per person.
Barrel Blending	288 bottles in a French oak barrel starting at about 15 € per bottle.
Renting a Vineyard	Between 2.000 and 3.000 € a year for a 2.000 m2 vineyard + onetime set-up fee of 1.000 €, plus 8 € per bottle aged in French oak or 5 € in stainless steel. This sums up to 7 - 12 € per bottle based on a 4.000 m2 plot area.
Owning a Vineyard	One time plot purchase plus handling costs of 6 to 9 € per bottle based on a plot area of 4.000 m2.
Living on a Vineyard	Priceless. You choose your standard, we deliver.



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