

BODEGA
TRIVENTO
ARGENTINA



"Grapevines and wine are the essence of our culture in Mendoza. At Trivento, we challenge ourselves to develop a winemaking tradition committed to excellence and for future generations."

Marcos A. Jofré, General Manager



Trivento is a symbol of Argentina's premium wines and world-class Malbec. Since its beginnings in 1996, it has developed an outstanding portfolio of wines that preserve the unique identity of Mendoza's terroir.

With a strong global presence and positioned among Argentina's leading wine exporters, Trivento is chosen worldwide for its exclusive wine styles: Trivento Reserve (in its Malbec, White Malbec, Rosé Malbec, Chardonnay, Shiraz, Cabernet Sauvignon, and Maximum Red Blend varieties); Trivento Private Reserve (Malbec and Cabernet Sauvignon); Trivento Golden Reserve (Malbec, Chardonnay, Cabernet Sauvignon, and Cabernet Franc); and Eolo Malbec, the winery's iconic wine. In 2020, the winery achieved its greatest commercial milestone by becoming the number one Argentine wine brand in the world (1) in terms of sales, a position it has maintained since then. Furthermore, it is the undisputed leader in the United Kingdom, where it ranks among the top 10

wine brands. Also, Trivento Reserve Malbec is the number one wine in the UK, taking into account all origins. In the US, it has consistently grown to the second position in sales in the 'Argentinian Malbec' category. In Mexico, Trivento Reserve Malbec is the second most important Argentine wine, and it has experienced strong volume growth in Argentina.

Trivento's business model is built on the integration of four pillars of the value chain: supplying, operations, branding, and markets. Each of these is strengthened through strategic and cross-cutting core concepts that define the company's objectives and goals, namely excellence, quality, collaborators, sustainability, as well as innovation and digital transformation. The attributes by which the company seeks to be valued include Mendoza's terroir, world-class wines, the best price-to-quality ratio in each segment, environmental and social responsibility, and corporate transparency.



Trivento continually invests in new technologies, infrastructure, and innovation in processes and products. There are more than three hundred and eighty collaborators who work together with respect, professionalism, integrity, and entrepreneurial spirit.

The company owns approximately 1,760 hectares across twelve vineyards located in the regions of Luján de Cuyo, Uco Valley, Maipú, and the Oasis in Eastern Mendoza. Since 2021, Trivento has incorporated its third winery, located in Luján de Cuyo with a total capacity of 19 million litres and its

own historic California-style chalet. This completes three wineries for a capacity of up to 54 million litres with state-of-the-art technology.

Trivento is the first Argentine winery to adhere to the 10 principles of the United Nations Global Compact, and since 2018, it annually reports objectives that contribute to the Sustainable Development Goals of the 2030 Agenda. In 2021, it was certified as a B Corporation with a focus on four global challenges: education, climate change, water and soil conservation, and business integrity.

HISTORY

1996 • It begins its activities in Mendoza, the most important wine- growing region in Argentina and one of the World`s Wine Capitals. Its first acquisition is a winery with a capacity of 2 million litres and the Los Vientos estate, spanning 154 hectares, both located in Maipú.

2002 • It launches the first harvest of Trivento Golden Reserve Malbec, the ambassador of premium wines from Argentina.

2004 • It strengthens its position in the Argentine wine industry by entering the Top 5 list of exporters of bottled wine.

2005 • It formalises its Comprehensive Terroir Wines programme and invests in the growth of its premium wines. The programme combines the cultivation of fine grapes, their adaptation to the terroir, and the technology used in the wine making process.

2007 • It lays the foundation for the premium wine cellar with a capacity of 750,000 litres. Technology and equipment are tailored to small-scale operations, from grape reception to fermentation.

2008 • It launches the first vintage of the iconic wine, Eolo Malbec 2005.

2009 • The International Wine Spirit Competition in the UK awards the company the “Best Argentine Wine Producer” trophy.

2011 • It opens the Art and Tourism Gallery to the public. The experience includes a guided tour of the facilities with a specialised trilingual guide, concluding with a tasting in the Art Gallery.

2013 • It launches an ambitious sustainability

project as a business model which is integrated into the entire company’s operations. Trivento becomes the best-selling Argentine wine brand in Europe, according to IWSR.

2014 • It becomes the first winery in the Americas to achieve the highest rating in the international BRC (British Retail Consortium) standard.

2015 • It launches the 2012 vintage of its iconic wine Eolo Malbec, commemorating the centenary of the vineyard in Luján de Cuyo.

2017 • The exceptional 2017 harvest yields particularly excellent qualities for red wines. It becomes the first Argentine winery to join the United Nations Global Compact.

EJECUTIVES

General Manager / CEO

Marcos A. Jofré

Chief Winemaker

Germán Di Césare

Operations Manager

Cristian Linares

Marketing Manager

Felipe Rossel

Argentina Market Sales Manager

Daniel Cacace

People Resources Manager

Tulio Martilotti

Administration and Finance Manager

Alejandro Montarcé



2018 • It is the first Argentine winery to commit to measurable goals for the United Nations Sustainable Development Goals by 2030. It becomes a member of the World Business Council for Sustainable Development (WBCSD) through CEADS (Argentine Business Council for Sustainable Development).

2019 • It installs the largest photovoltaic plant in the Argentine wine industry.

2020 • During the pandemic year, Trivento becomes the best-selling Argentine wine brand in the world

according to IWSR.

2021 • On its 25th anniversary, it acquires a winery with a chalet-style building in Luján de Cuyo and it certifies as a B Corporation.

2022 • It neutralises 100% of its 2022 emissions from electricity consumption. It joins the D.O.C. Luján de Cuyo, which preserves, promotes, and communicates the characteristics of this terroir worldwide through the flagship Argentine grape variety.



SUSTAINABILITY AND THE FUTURE

Trivento's economic success goes hand in hand with environmental care through the rational use of natural resources and a commitment to people and the social environment in which we operate. This virtuous cycle is essential in our business model.

The incorporation of new technologies and innovation is increasingly important in adding value. In the same direction, as a triple impact organisation, Trivento places sustainability at the core of its business model.

As a participant of the United Nations Global Compact, the company contributes to the objectives of the Sustainable Development Goals

of the 2030 Agenda. Through strong partnerships with the Global Reporting Initiative (GRI) and the World Business Council for Sustainable Development (WBCSD) via the Argentine Business Council for Sustainable Development (CEADS), the company is committed to nurturing a better future.

In 2021, the company joined the B Community since it meets high standards of verified social and environmental performance, public transparency, and legal accountability to balance its profits and purpose. Furthermore, it is part of an inclusive, equitable, and regenerative economic system for all the people and for the planet. It is focused on four global challenges: education, climate change, water and soil conservation, and corporate integrity.

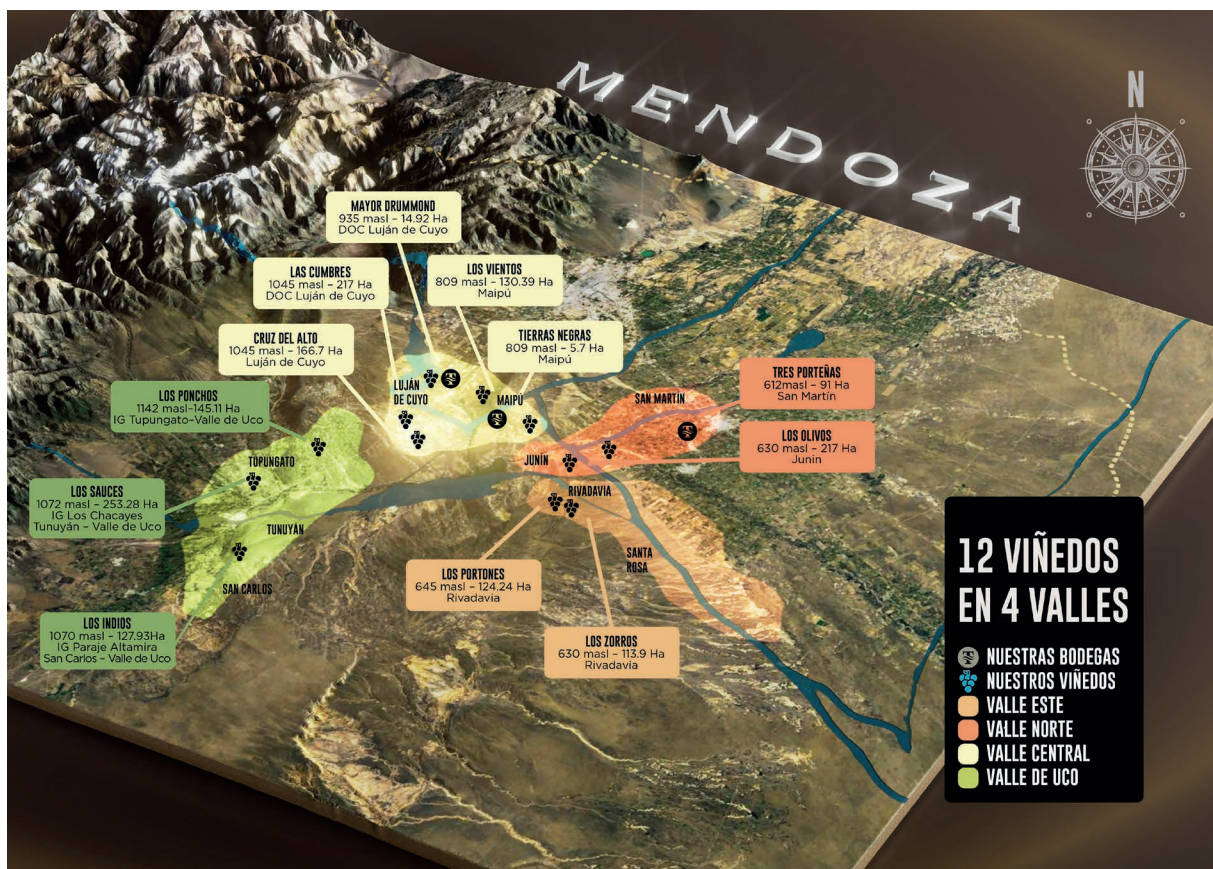


On the path to becoming Carbon neutral by 2050, Trivento achieved a significant milestone by neutralising 100% of its 2022 emissions, which come from electricity, through the use of its solar panel plant, the implementation of more energy-efficient processes, and the acquisition of Renewable Energy Certificates (REC). The company is building its organisational culture through the implementation of integrity, education, and well-being programmes that are

integrated within the Company and with the community.

Moderate and responsible wine consumption is encouraged through the #FromBeginningToEnd Campaign, which is supported by the international Wine in Moderation programme.

VINEYARDS



Mendoza is the heart of Argentine wine production, with over 70% of the country's planted vineyard area. Trivento's collection of vineyards includes 12 estates located in the main wine-producing regions of Mendoza: the Uco Valley, Luján -Maipú, Northern Oasis and Eastern Oasis. The location of the 1.760 hectares was carefully chosen, considering the wide variety of terrains and microclimates that these lands offer.

Uco Valley: 593 hectares

Estates: Los Ponchos, Los Indios, and Los Sauces.

Luján-Maipú Valley: 573 hectares

Estates: Los Vientos, Cruz del Alto, Tierras Negras, Drummond, and Las Cumbres.

Northern and Eastern Valley: 592 hectares

Estates: Tres Porteñas, Los Olivos, Los Portones, and Los Zorros.



WINERIES

Experience and investment come together in the constant search for new techniques and technologies that allow us to obtain wines of exceptional quality. A dedicated team of winemakers and specialised technicians work tirelessly to optimise the expressiveness of each terroir and grape variety.

Trivento has three wineries for the production of its wines, which are located in Mendoza. All facilities are equipped with state-of-the-art technology,

with a total capacity of 53 million litres. In addition, a special cellar houses more than 4,000 barrels and 70 majestic oak foudres used for the ageing of premium wines.

The winemaking team

Germán Di Cesare
Magdalena Viani
Maximiliano Ortiz

WINE PORTFOLIO

TRIVENTO EOLO

The Wisdom of Time

EOLO, the guardian of the winds, was captivated by a privileged location in Luján de Cuyo. At an altitude of 983 metres on the northern bank of the Mendoza River, this vineyard planted in 1912 is the origin of Eolo's Malbec grapes.

Soil, climate, winds, and water, in harmony with men, have cared for this century-old vineyard for generations, revealing the authentic expression

of the terroir in each harvest.

Eolo Malbec 2019 received 96 points in the renowned wine publication The Wine Advocate. In Descorchados wine guide Eolo 2019 was awarded with 97 points and was chosen among the top 10 Argentine wines. Meanwhile, wine critics Tim Atkin, James Suckling, and Joaquín Hidalgo awarded it 95 points.



TRIVENTO GOLDEN RESERVE

Discover the Malbec. Discover Trivento

In the mid-19th century, European immigrants arrived in Mendoza, bringing with them their culture, customs, and grapevines. Many viticulturists settled in Luján de Cuyo, turning it into the quintessential and globally recognized birthplace of Malbec.

The delicious grapes thrive, feeling the heartbeat of the earth and the caress of the breeze in the unique terroir of Luján de Cuyo: Vistalba, Las Compuertas, Agrelo, and Perdriel.

Trivento's 2021 harvest of Golden Reserve Malbec received 93 points from the renowned wine critics James Suckling and Tim Atkin.

TRIVENTO PRIVATE RESERVE

Discover the Malbec. Discover Trivento

We are the winds that traverse Mendoza and breathe life into the fruits of the Uco Valley, the genesis of an unparalleled wine. We bring the vitality of distant lands, our audacity, presence, and inspiration.

We are the majestic mountains, witnesses to the glaciers. We are the snow that later flows through the rivers. Water and winds combine to cause erosion. Erosion unveils the deepest secrets of the valley.

Gravel and stones interwoven with resilient vine roots in the soils, where texture and aroma flourish in the grapes. We rest in the towering sentinels transformed into barrels.

We are an extraordinary wine, specially selected and meticulously crafted by the forces of nature.

Trivento Private Reserve Malbec 2022 received 95 points in the International Wine Challenge and was rated 93 points by Tim Atkin.





TRIVENTO RESERVE

Discover the Malbec. Discover Trivento

Three winds leave their mark on Trivento. Polar, Zonda, and Sudestada, commanded by EOLO, the capricious god of the wind, bestow excellent attributes upon Mendoza's terroir. Trivento works to ensure that its vineyards grow in harmony with nature and reach full maturity.

Trivento Reserve Malbec is the winery's most successful wine. In 2020, it became the best-selling

Argentine wine in the world and the number one Malbec in the United Kingdom. The 2022 harvest received high praise, with 92 points awarded by Tim Atkin in his annual report on Argentine wines.

Meanwhile, the world's first White Malbec has garnered recognition in Trivento's most relevant markets for its innovative winemaking process and its social impact in providing scholarship funds to young Argentinians.

BUSINESS PERFORMANCE

TRIVENTO exports to over 100 destinations across 5 continents, making it Argentina's winery with the widest global coverage. The countries leading the sales of our wine are the United Kingdom, the United States, Brazil, Mexico, Canada, and Argentina.

The company has invested a total of \$ 147 million (USD) since 1996. In 2022, the company concluded the year with a total revenue of \$62 million (USD) and a volume of 3.1 million 9-litre cases. Exports accounted for a total volume of 2.6 million cases (\$56 million USD), while the domestic market exceeded \$6 million (USD).

The winery maintained its position as the best-selling Argentine wine brand in the world, according to the IWSR consultancy. In the British market, Trivento ranked among the top 10 most important brands, with Trivento Reserve Malbec standing out as the number one SKU in sales across all origins, while Trivento Reserve White Malbec led in that category (Nilsen). In the North American market, Trivento Reserve Malbec climbed to the second position in sales among Argentine Malbecs.



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