



Corporate Introduction

January 2021



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About us

- Qualia Wines was founded in Dec 2009 after acquiring the assets of Neqtar Wines, but its history goes back over 120 years to the early viticultural pioneers of 1887
- The name 'Qualia' comes from a latin word which means 'what sort' or 'what kind'. It's a term used in philosophy to describe how we sense things around us
- We are arguably Australia's largest provider of specialist wine services and bespoke wines, operating a business to business strategy that delivers the highest possible quality at the lowest possible cost. The benefits of our sales and skills are passed onto our customers because our success is only measured by our customer's ability to prosper in today's highly competitive market



Qualia Wines:

- is a stable, 100% Australian owned company
- is ranked in Australia's Top 6 winemakers
- has full conformity to global GMP through our ISO 22000 accreditation with HACCP
- joins 'Crafted by Mildura' to support local industry



Our Services

- Specialising in pre-vintage, made to order projects, we supply to customers in over 30 countries. Our customers include international distributors, supermarkets and global brand marketers
- As part of our over-arching business-to-business strategy we offer a comprehensive wine supply chain service
- Including full bespoke wine, bulk wine services and a limited release brand portfolio
- By outsourcing all non-core, non-winemaking functions we offer flexibility, rapid response and economy to our customers

Our Services



Bottled Wine Supply

- Full bespoke (OEM) service
- Outsourced bottling capacity 39,600 bottles per line, per shift, per day under BRC certification



Bulk Wine Supply

- Preferred supplier to major supermarkets, leading wine vendors and brand owners in both international and domestic markets

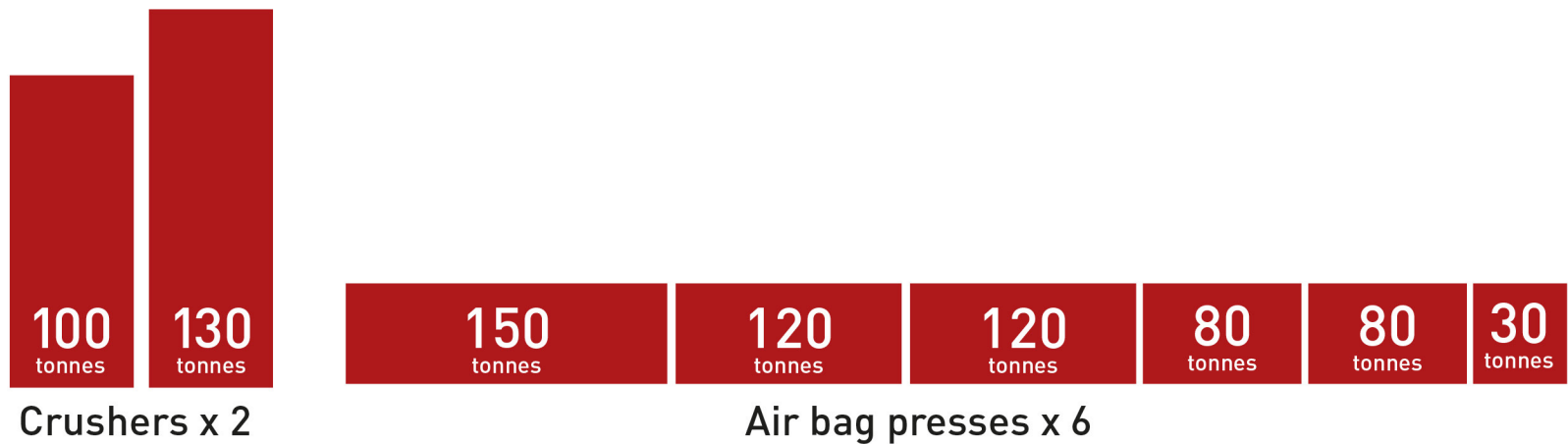


Concentrate

- Produce over 1000 metric tonnes of 68° Brix, heat and cold stable neutral and varietal grape concentrate

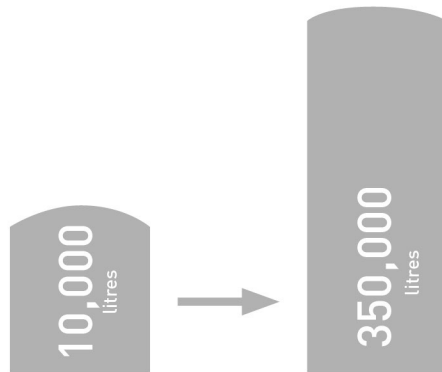
Volumetrics

Average annual crush : **exceeds 50,000 tonnes**
(although we have the capacity for 60,000 tonnes)



Volumetrics

Onsite Wine Storage capacity :
60,000,000 litres



- over 500+ stainless steel vessels in various sizes
- all insulated, temperature controlled
- with automated inert gas management

Volumetrics

Wine Production: **37,500,000 litres**

= 50,000,000 x  750ml or 3800 x 

Bottling capacity: **39,600 bottles per shift, per day, with BRC accreditation**

= 3,300 x  dozen

Vineyards and Grape Quality

- 40 % of all Qualia's grapes come from over 1,000 hectares of proprietary vineyards
- The balance is supplied by a strictly controlled grower base of 80 vignerons
- The majority of the crush is harvested within the Murray Darling region but includes other major viticultural regions in South Australia such as:
Clare Valley, McLaren Vale, Langhorne Creek,
The Riverland and Southern Fleurieu
- For all wine we make there is an auditable trail from vine to wine

To produce the best quality wines we:

- Choose the best vineyard site
- Consider grape clone and vineyard architecture
- Harvest at night
- Follow a unique, meticulous winemaking process



Grape varieties grown

- Shiraz
- Cabernet Sauvignon
- Merlot
- Pinot Noir
- Petit Verdot
- Chardonnay
- Pinot Grigio
- Sauvignon Blanc
- Viognier
- Semillon
- Muscat Gordo Blanco (Moscato)



Our Team

Our dedicated team of winemakers share over 100 years of combined experience



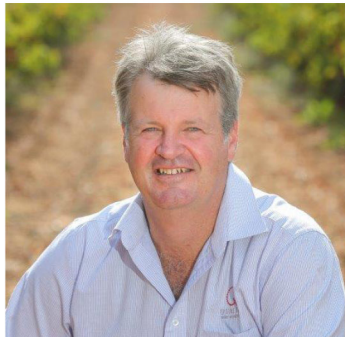
John Pezzaniti
CEO and Chief Winemaker



Gary Compton
Senior Red Winemaker



Pia Merrick
Senior White Winemaker



Greg Walsh
Grower Liaison Officer



Utku Gundogdu
Winemaker

Our Team

Our International Sales and Marketing team



David Birch
Sales and Marketing Director



John Rogers
Sales and Marketing
Manager – Asia Pacific



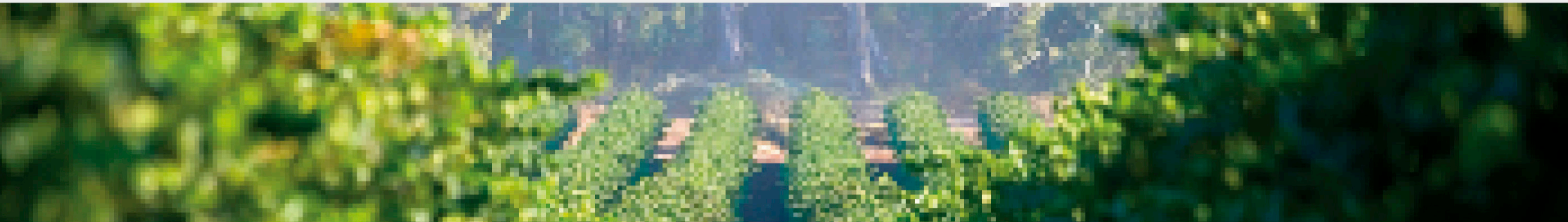
Tim Abraham
Sales and Marketing Manager
– UK & Europe



Barry Reddick
Purchasing &
Logistics Manager



On behalf of the team at Qualia Wines
Thank you





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