

Barker's Marque Winery

WAVERLEY  VINEYARD



INTERNATIONAL
V I N E S

Barker's Marquee Winery

WAVERLEY  VINEYARD



Two Valleys

Wairau

Awatere



WAVERLEY VINEYARD

Awatere Valley Marlborough



WAVERLEY VINEYARD







WAVERLEY VINEYARD

www.internationalvines.wine

BMW Core Brands are 100% VEGAN FRIENDLY

- No animal by products
- Plant based fining and filtering
- Pea proteins work best for us
- Continuous Quality Improvement



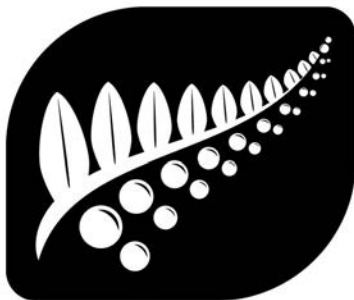
Members Since Inceptions 2018

QUALITY YOU CAN TASTE

OUR METHODS

- Sustainable on the front label
- AMW on Front label of ranga.
- ... live on the vineyard to make better wine
- 100% grapes come from Marlborough
- Limited and regulated crop size
- Simon on Board, only 30+ brands

NEW ZEALAND
SUSTAINABLE
WINEGROWING



100% PURE
MARLBOROUGH



CERTIFIED
WINE



Three Brooms SB & Riesling

“Let’s make hay while the sun shines”.

DON’T MISS OUT

- This is BMW’s #1 Focus of 2023
- Consumers are raving about TBSB
- TB Riesling is being sold and it’s working
- GOAL: Greatly expand distribution
- GOAL: Focus on Wine List placements
- GOAL: Focus on retail shelf distribution
- GOAL: COLD BOX

Where this wine is distributed it sells!

Where distributed well it sells like crazy!



Three Brooms



Wine Spectator

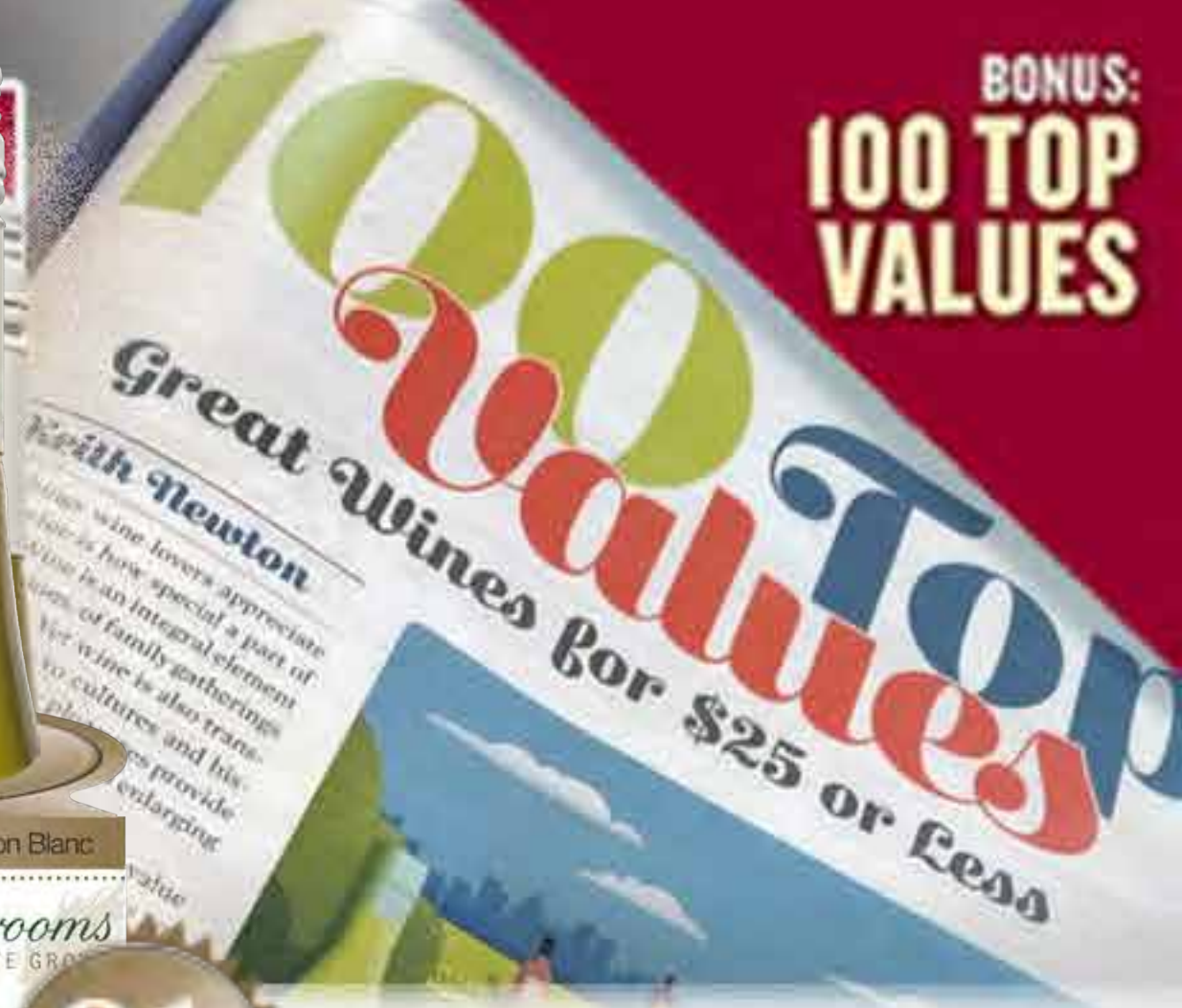
2022



WINEENTHUSIAST
MAGAZINE

ANOTHER KEY REVIEWER
STEPS IN WITH 90 POINTS

2019 | Wine Enthusiast 90 points



Three Brooms

2009 | Wine Spectator 90 points

2015 | Wine Spectator 90 points

2016 | Wine Spectator 90 points

2017 | Wine Spectator 90 points

2017 | Wine Advocate 90 points

2018 | Wine Spectator 90 points

2019 | **WS 100 TOP VALUES**

2019 | Wine Enthusiast 90 points

2022 | Wine Spectator 91 points

Arona

Wine Spectator
2020
TOP 100
VALUE WINES OF THE WORLD

The image features a bottle of Arona Marlborough Sauvignon Blanc 2020 in the foreground. The bottle has a white label with the Arona logo and a gold seal over the cork. In the background, a Wine Spectator magazine cover is visible, featuring the headline 'THE TOP 100 THE MOST EXCITING WINES OF 2020'. A circular badge on the bottle indicates a score of 89 points for the vintage 2022. To the right, a list of accolades is provided.

Wine Spectator
WineSpectator.com

THE TOP 100
THE MOST EXCITING WINES OF 2020

89 POINTS
VINTAGE 2022

Arona
MARLBOROUGH SAUVIGNON BLANC 2020

100 TOP VALUES
A year-end roundup of great values for \$25 or less

100 TOP VALUES
89 pts Wine Spectator | 2022

- Best Buy 89 pts Wine Enthusiast | 2008, 2009
- Best Buy 89 pts #53 of 100 Wine Enthusiast | 2010
- Best Buy 89 pts Wine Spectator | 2016
- 90 pts Wine Spectator | 2019
- 100 Best Values Wine Spectator | 2020



Best Buy 89 pts *Wine Enthusiast* | 2008, 2009
Best Buy 89 pts #53 of 100 *Wine Enthusiast* | 2010
Best Buy 89 pts *Wine Spectator* | 2016
Best Buy 89 pts *Wine Spectator* | 2016
90 pts *Wine Spectator* | 2019
100 Best Values *Wine Spectator* | 2020
Best Buy 89 pts *Wine Enthusiast* | 2020
89 pts *Wine Spectator* | 2021
89 pts *Wine Spectator* | 2022

THE LOOP
SAUVIGNON BLANC

89 pts *Wine Spectator* | 2015, 2016
Best Buy 89 pts *Wine Enthusiast* | 2015
91 pts *Tasting Panel* | 2018
Best Buy 89 pts *Wine Enthusiast* | 2019
Best Buy 89 pts *Wine Enthusiast* | 2020

ranga.ranga.

Best Buy 89 pts #31 of 100 *Wine Enthusiast* | 2009
Best Buy 89 pts *Wine Enthusiast* | 2010
Best Buy 89 pts *Wine Spectator* | 2011
Top 100 91 pts *Wine & Spirits* | 2011
88 pts *Wine Enthusiast* | 2018
88 pts *Wine Spectator* | 2020
89 pts *Wine Spectator* | 2021
89 pts *Wine Spectator* | 2022



Best Buy 90 pts *Wine Spectator* | 2009
Smart Buy 89 pts *Wine Spectator* | 2015
90 pts *Wine Spectator* | 2016, 2017
90 pts *Wine Advocate* | 2017
90 pts *Wine Spectator* | 2018
100 Best Values *Wine Spectator* | 2019
90 pts *Wine Enthusiast* | 2019
90 pts *Wine Spectator* | 2020
89 pts *Wine Spectator* | 2021
91 pts *Wine Spectator* | 2022



91 pts *Tasting Panel* | 2017
89 pts *Wine Enthusiast* | 2017
92 pts *Wine Spectator* | 2018

Three Brooms



91 POINTS

VINTAGE 2022

Three Brooms

ESTATE GROWN

Single Vineyard Sauvignon Blanc

100% VEGAN

90+ POINTS 7 OF THE LAST 8 YRS

Vintage 22 WS **91pts**
"Aromatic, with white pepper, orange blossoms and a hint of green cardamom that complement the core of tangerine, Meyer lemon and lime zest on a mouthwatering frame. Reveals a lingering accent of candied ginger." M.W. July 18, 2023

Wine Spectator 2015, 2016, 2017, 2018, 2020, 2022

WINE ENTHUSIAST 2019

www.internationalvines.wine

- 2015 - WS - 90 pts
- 2016 - WS - 90 pts
- 2017 - WS, RP - 90 pts
- 2018 - WS - 90 pts
- 2019 - WE - 90 pts
- 2020 - WS - 90 pts
- 2021 - WS - 89 pts
- 2022 - WS - 91 pts

"Aromatic, with white pepper, orange blossoms and a hint of green cardamom that complement the core of tangerine, Meyer lemon and lime zest on a mouthwatering frame. Reveals a lingering accent of candied ginger." M.W. July 18, 2023

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INTERNATIONAL VINES

2022 Wine Spectator

TASTING HIGHLIGHTS

By MaryAnn Worobiec, July 28, 2022

8 Enticing New Zealand Wines Up to 92 Points

The signature white grape of New Zealand is, of course, Sauvignon Blanc, used to make distinctive, intense and aromatic wines that overdeliver at their modest price tags. But Sauvignon Blanc isn't the only wine made in New Zealand. This week's selection celebrates an array of aromatic white and sparkling wines made from several grapes in this comparatively small wine-producing country.

CATALINA SOUNDS - Sauvignon Blanc Marlborough 2021
Score: 92 | \$25

LINDEN - Sauvignon Blanc Hawke's Bay Nuku 2021
Score: 92 | \$20

THREE BROOMS - Riesling Marlborough Single Vineyard 2018
Score: 92 | \$15
WS review: Intense, distinct and fragrant, with an appealing whiff of lanolin up front, giving way to a laser beam of fresh, vibrant acidity, highlighting Makrut lime leaf, lemon curd and ripe pear flavors. Ends with a touch of dried apricot flavors on the mouthwatering finish. Drink now. 3,000 cases made, 3,000 cases imported. —M.W.

DOG POINT - Chardonnay Marlborough 2019
Score: 91 | \$38

ASTROLABE - Chenin Blanc Marlborough Wrekin Vineyard 2020
Score: 90 | \$25


ASTROLABE - Pinot Gris Marlborough 2021
Score: 89 | \$23

NO.1 FAMILY ESTATE - Brut Marlborough No. 1 Assemblé NV
Score: 88 | \$33

PALLISER - Pinot Gris Martinborough 2021
Score: 88 | \$20

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INTERNATIONAL VINES




the
Loop
2022 MARLBOROUGH SAUVIGNON

Intense layers of lemon, lime and a biscuit aromatic with creamy citrus blossom, The Loop continues its journey toward secondary characteristics but with an amazing solid core of dense ripe fruit.

MEET THE VINTNERS & WATCH THE ART OF OUR WINEMAKING

www.InternationalVines.wine

AMW APPELLATION MARLBOROUGH WINE



Arona
2022 MARLBOROUGH SAUVIGNON BLANC

“Offers Fuji apple, citrus and pear flavors that are juicy and bright, with intense acidity and a touch of minerality on the finish.”

M.W JULY 18, 2023

89 points
Wine Spectator Vintage 2022

MEET THE VINTNERS & WATCH THE ART OF OUR WINEMAKING

www.InternationalVines.wine

AMW APPELLATION MARLBOROUGH WINE



ranga.ranga.
SAUVIGNON BLANC
ESTATE GROWN MARLBOROUGH NEW ZEALAND
CERTIFIED SUSTAINABLE WINEGROWING NZ

ranga.ranga
2022 MARLBOROUGH SAUVIGNON BLANC

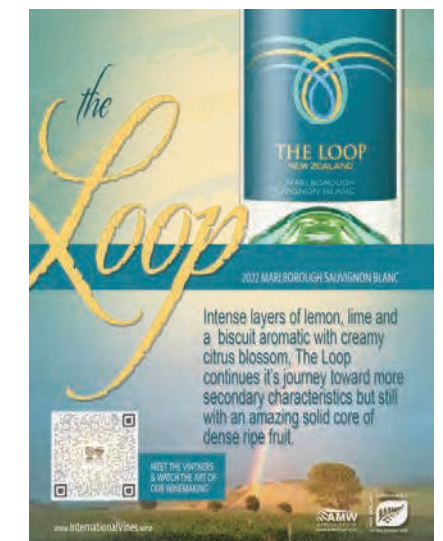
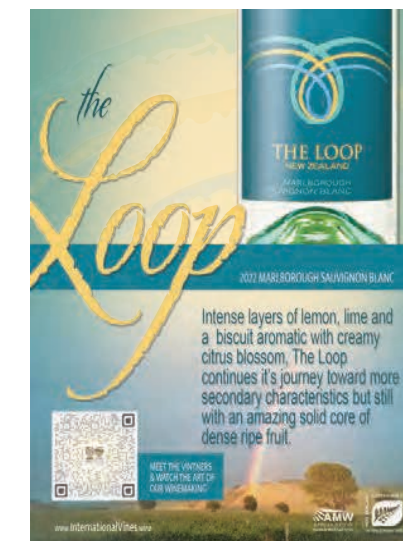
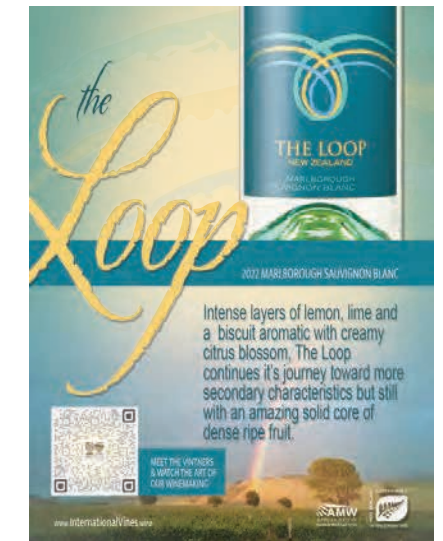
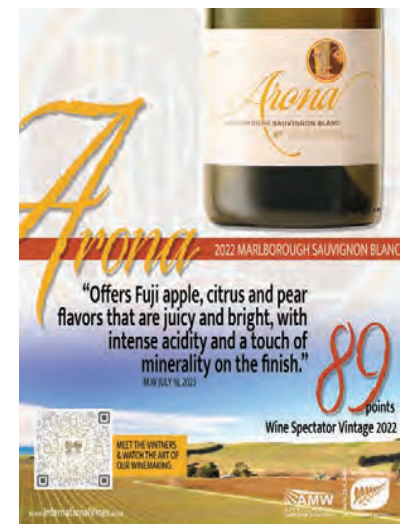
Apple, citrus and melon flavors, zesty lemongrass, lemon and green tea accents on the refreshing finish. M.W JULY 18, 2023

89 points
Wine Spectator Vintage 2022

MEET THE VINTNERS & WATCH THE ART OF OUR WINEMAKING

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AMW APPELLATION MARLBOROUGH WINE



Shelf Talkers

www.InternationalVines.wine

Barker's Marque Wines

NEW ZEALAND SAUVIGNON BLANCS



"These four wines, they've grown up together - and I think of them as a family of wines..."

SIMON BARKER



Arena

"A beautiful young mademoiselle. Fruity, open, friendly - Very approachable."

A ripper more tropical and exotic end of the SB spectrum; ripe pineapple and stone-fruit make this a complex alternative.



THE LOOP

"Mom - Kind and gentle, but with a backbone of steel. Very complex - and incredibly intriguing."

Lush and floral - the nose jumps out of the glass with hints of Kiwi fruit, gooseberry, pink grapefruit and herbs.



Three Brooms

"The patriarch of the family. Big. Intense. But with incredible depth."

A perfect balance of strength and depth, showcasing garden fresh legumes, and round tropical and melon fruits.



ranga.ranga.

"A feisty teenage boy. It's fresh. It's vibrant - Full of Life."

Crisp and citrusy with hints of lemon grass and dried herbs complimenting the deep range of flavors giving a fresh zingy attack.

Barker's Marque Waverley Vineyard Wines



Targeted Marketing Material

New Zealand

"This island nation's premier white wine, Sauvignon Blanc, stars in this well-priced selection, showcasing vibrant fruit flavors with mouthwatering appeal..."

WS - Savvy Shopper, Oct 23, 2023

Wine Spectator

WHISKY FOR WINE LOVERS

PLUS 100 GLOBAL VALUES WHITE BURGUNDY FRESH DISCOVERIES FROM SPAIN

Three Brooms

THREE BROOMS Sauvignon Blanc Marlborough Single Vineyard 2022 (91, \$18) Aromatic, mouthwatering; tangerine, Meyer lemon, lime zest, white pepper

Three Brooms

THREE BROOMS Sauvignon Blanc Marlborough Single Vineyard 2022 (91, \$20) Mango, nectarine, lime, ripe melon

TEN SISTERS Sauvignon Blanc Marlborough Single Vineyard 2022 (91, \$20) Mango, nectarine, lime, ripe melon

URLAR Pinot Noir Gladstone 2021 (91, \$25) Cherry, strawberry, green olive, earth, rose petal, apple, etc.

Three Brooms

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Arena

MARLBOROUGH SAUVIGNON BLANC

CERTIFIED SUSTAINABLE WINEGROWING NEW ZEALAND

Hear the Buzz...

VORACIOUSLY

This racy, fruity sauvignon blanc is an outstanding value at \$16

Perspective by Dave McIntyre
Columnist, Food
February 16, 2023 at 1:00 p.m. EST

GREAT VALUE

Arona Sauvignon Blanc 2022

★★★★ (3 stars)

Marlborough, New Zealand, \$16

This sauvignon blanc shows the raciness we've come to expect from New Zealand sauvie, without the vegetal jalapeño notes we sometimes get. Expect a fruit salad on the palate: mango and passion fruit join apricot and tart red currants. Each time I came back to my glass, the melange of flavors shifted to something new and delicious. Pair this with any seafood dish. Certified sustainable. Alcohol by volume:

Arona

MARLBOROUGH SAUVIGNON BLANC

www.InternationalVines.wine

MARKETING our BRANDS

SOCIAL MEDIA

May We Suggest... Campaign -

“Pairs” wines with the
“experiences” of our target markets.

[www.instagram.com
/intlvineswine/](https://www.instagram.com/intlvineswine/)

<https://www.facebook.com/InternationalVines>



Seasonal Marketing and POS

Barker's Marquee
Waverley Vineyard Wines



**When You're Hanging
with Your Witches...**

May We Suggest...
**Three Brooms
Sauvignon Blanc**
The potion for all your Spells...

INTERNATIONAL VINES
Imported, Marketed and Owned by www.InternationalVines.wine





INTERNATIONAL VINES PORTFOLIO

	<i>Segment</i>	<i>Unique Competitive Advantage</i>	<i>Our philosophy</i>
<i>TB Riesling</i>	Marlborough is the fastest growing Import category in the US. BMW grows and develops the finest examples in the NZ/MLB segment. Very few wines are Estate driven from this region.	Most NZSB wines shipped to the US market come from a few companies that process large volumes of wine. Using our own Estate selections, and small micro-climates we improve the quality and style consistency thus earning a loyal customer base All wines produced from BMW are Certified Sustainable, Vegan Friendly, and meet the very strict winemaking, bottling and growing standards.	We make wines that we think will simply save the MLB category. They are: multidimensional, distinctive, and well packaged. Most wineries believe this gives them the right to charge more. We price to compete with wineries 10 x our size.
<i>Ranga. Ranga</i>			
<i>Three Brooms</i>			
<i>Arona</i>			
<i>The Loop</i>			
<i>Woolpack</i>			
<i>Lago Rose</i>	Lower alc levels allow responsible consumption and enjoyment. producing and delivering a top-quality product.	Our base tier Red, White and Rose are made by the same winemakers that make our most elite wines. No expense is spared allowing us to give customers and consumers the best possible wine in the segment.	Make the best wines possible and price for volume.
<i>Lago VV</i>			
<i>Lago Red</i>			
<i>Terroir</i>	We find wines that will introduce or enhance the consumer's experience and commitment to a region. Douro Vlly & Vinho Verde are progressive categories, and as consumers find a category - they explore it and they explore up in image and quality.	These wines are created to compete with wines of every price point and every region around the world. Our Rose we will happily put up against the best of Provence, our Duris up against Rhone Valley and the best of California, our whites with the finest of Burgundy, and our Sparkling with the finest produced around the world. We can't be pigeon-holed into just competing with Portugal.	When you are home to a Relias and Chateau Hotel, entertain by having a Michelin star rated restaurant and are the caretakers of the oldest wines in Vinho Verde – making great wine is par for the course.
<i>Calcada Rose</i>			
<i>Cuvee Prestige</i>			
<i>Calcada VV</i>			
<i>Calcada Red</i>			
<i>Duris</i>			

www.InternationalVines.wine

Consumer Engagement



BMW DISPLAY PROGRAM

28 CASE MINIMUM
DISPLAY GETS
YOU...

Augmented Reality/Socially Immersive Experience: We have a six-minute video that can be uploaded to a memory stick and downloaded directly onto a TV surrounded by a BMW case stack. We provide a TV for display that we will loop our video on a 28 + cs display.

Let's make the connection with the consumer and who we are! And it's not for me to say where that TV goes after the in-store promotion is over. The Goal for 2021 is 100 "TV Displays w at least 28 cs" how many can we put you down for?



Selling Waverly Vineyard Wines to Restaurants:

MSB is a top 10 category in the US and probably even top 5 in the SB loving TN

Your sales of these wines are continually growing

How to sell more:

1. When you're setting appts, it's important to let the buyer know you are presenting a couple MSB

that aren't like all the others, estate fruit, unique taste profiles, food friendly, well balanced

2. Yes we want the BTG program, but we also want a position on the WINE LIST

We have states doing 500 + cases/yr of RR, AR, TB, LP, simply off of the LIST.

- You're not going to be able to replace all the BTG that the big-name brands hold, but you can try..

and give your buyers all the reasons they should change, but when/if they don't – ASK for a slot

on the wine list. You will sell more than you think – exploratory vs complacent wine drinker...

- When your competition can't deliver for any reason, you will get the call to deliver 3 cases for BTG



Barker's Marque Winery

WAVERLEY  VINEYARD

& VINO

6,100 bottles scans in last 365

September 26th 2022 – September 26th 2023



Barker's Marque Winery

WAVERLEY  VINEYARD

& VIVINO

Consumer Awareness

Sales on Vivino Marketplace

Vivino Marketplace:

Consumers have the option to buy wines from our eCommerce partners online or through the app. 1st “Buy Now” option will default to best deal for customer, and will be shipped by the retailer within 48 hours.

Barker's Marque Winery
WAVERLEY  VINEYARD

Last updated Sep 26, 2023

<u>Dates:</u>	<u>Bottles Sold:</u>	<u>Sales USD:</u>
2021	5,175	\$81,128
2022	4,900	\$76,816
2023 (9m)	3,000	\$52,920

Subtotal sold in USD, through Vivino Marketplace



Barker's Marque Winery & VIVINO

WAVERLEY VINEYARD

Consumer Engagement on Vivino



WINERY

Barker's Marque

Marlborough, New Zealand

Average Rating
4.1

Wines
6

<u>Bottle Scans</u>	<u>Page Visits</u>
6,100	22,626

(Last 365 Days)

Sep 26th 2022 – Sep 26th 2023

Recommended vintages

Featured in top list



2022

4.2
★★★★★
202 ratings

Featured in top list



2022

4.2
★★★★★
88 ratings

Top rated



2022

3.9
★★★★★
107 ratings

Best value for money



2022

4.3
★★★★★
55 ratings

★ 5.0 Crisp, refreshing, clean.

Gay Barlow (59 ratings)
3 months ago

★ 5.0 Amazing! So smooth I wanted to chug it! Had it at roka akor! Perfect w sushi!

Paulina Marie (47 ratings)
4 months ago

★ 5.0 Clean, fruity but light

Lexi Giacalone (25 ratings)
Last month

👍 0 💬 0

👍 0 💬 0

New BMW Website

TRADE

Three Brooms
Handcrafted Wines

ranga.ranga.

About Us Participate Wines Find Our Wines Trade Blog Behind the Scenes



Three Brooms
Handcrafted Wines

About Us Participate Wines Find Our Wines Trade Blog Behind the Scenes

Wines



LEARN MORE

Three Brooms



Arora



The Loop



ranga.ranga



Three Brooms
Riesling

Collateral Material



COMPETITIVE SET 2022

PRESTIGE SEGMENT

Cloudy Bay \$25.99

ULTRA PREMIUM
3 Brooms – Single Vineyard
\$17.99

Dog Point: \$23	Grey Wacke: \$21
Loveblock - \$20	Whitehaven : \$19
Spy Valley: \$20	Nobilo Icon: \$19
Jules Taylor: \$19	Craggy Range Te Muna Rd \$23

SUPER PREMIUM
ranga.ranga Estate \$13.99
Arona: \$13.99
The Loop: \$13.99

Starborough:\$12	Manu: \$14
Babich: \$11	Dashwood: \$12
Villa Maria: \$13	Oyster Bay: \$11
Kim Crawford \$12	

PREMIUM
WOOLPACK

Giesen: \$11.99, Ponga: \$9.99
Monkey Bay: \$8.99, Brancott:\$10.99
Kono: \$10.99 Nobilo: 8.99,
Matua: \$10.99 Clifford Bay: \$9.99



Torrontes Pinot Grigio

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Torrontes Pinot Grigio

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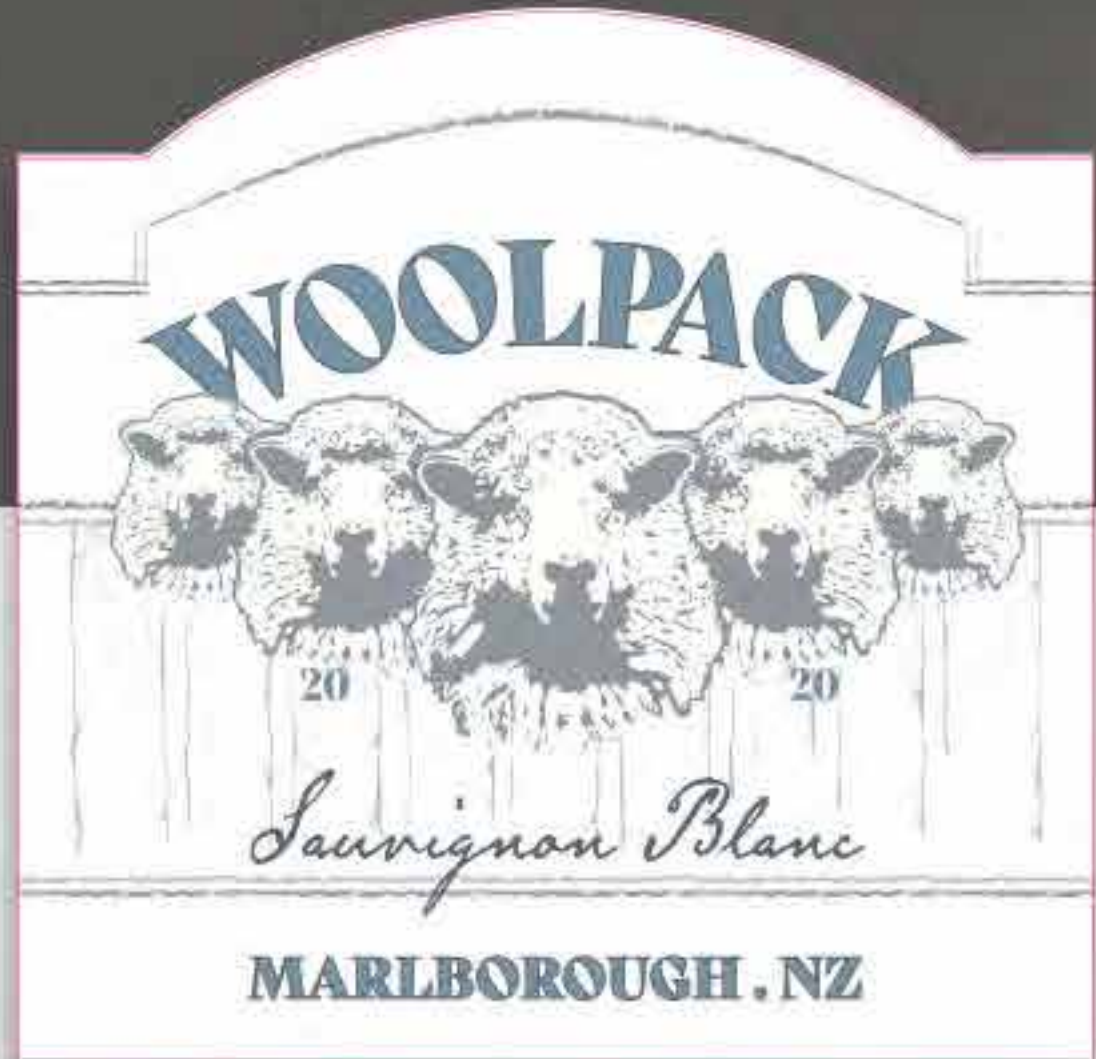
Torrontes Pinot Grigio

Torrontes Pinot Grigio

Torrontes Pinot Grigio

Torrontes Pinot Grigio

Introducing Woolpack!



WOOLPACK POS

A lot to unPACK.

The nose is bright, with dried herbs, ripe citrus and a twist of minerality. In the mouth, the flavor comes to life.

Fresh and zingy sensation is balanced by rich, lightly spiced, aromatic lemon tart. The mid palate brings tropical fruit that segues into a beautifully balanced, juicy and very long finish.

**quality, flavor and a lot of attitude...
there's a lot to unpack here.**



Woolpack Wines....

A lot to unPACK.

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