

DFJ VINHOS, S.A.

HISTORY

DFJ Vinhos it's a **100% Portuguese wine company** founded in **1998** and aimed at the export market (80% at present).

DFJ directly controls the production of more than **400 ha** of vineyards, from **single estates**, mainly in Lisboa, Tejo, Douro, Peninsula de Setúbal, Alentejo and Algarve wine regions.

More than 30 of DFJ's reference are **varietal** or **bi-varietal** wines.

It exports an average of 6 million bottles yearly, produced by a staff of 28 and worth EUR 10 million, to more than 30 countries.



THE ORIGINS OF DFJ

Founded by 3 partners: **Dino** (deceased in 2003), **Fausto** (sold his stock in 2005), **José Neiva Correia**, at present the sole owner and Master-Winemaker.

OUR INSPIRATION

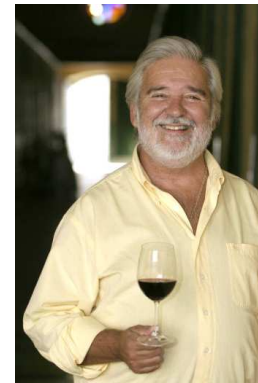
José Neiva Correia - Making the wines that people want to drink.

OUR SIGNATURE

DISCOVERING WORLDS FOR THE WORLD, PROUD TO BE PORTUGUESE.

OUR MISSION

"To achieve **Excellency** in wine making, in all the **Portuguese** wine regions, transforming the richness and variety of the native **grapes** into top quality wines accessible worldwide."



José Neiva Correia
(Owner and Master-Winemaker)

RECOGNITION

Awarded the **Portuguese winery of the year 2004** by the REVISTA DE VINHOS magazine.

Two times winner of the award **Red Wine of the Year** at INTERNATIONAL WINE CHALLENGE - London.

Winner of the first gold medal to a Portuguese white wine in the IWC - London.

15 Best Buys in the **WINE ENTHUSIAST** in 2009, 23 in 2010 and **17** in **2011**.

10 Best Buys in the **REVISTA DE VINHOS** magazine in 2009, 2 in 2010 and **9** in **2011**.

In the last 6 years DFJ won **5** of the **100 Best Buys** in the WINE ENTHUSIAST magazine.

In 2010 DFJ won 112 awards, medals and Best Buys (15 gold medals, 31 silver medals).

In 2011 DFJ won 149 awards and Best Buys (7 gold medals, 45 silver medals).

Since 1998 DFJ won more than 1000 awards, medals and best buys.

CERTIFICATION OF THE QUALITY

BRC Global Standards for Food Quality Certification





TECHNOLOGY AND INNOVATION - José Neiva Correia's Philosophy

BACKGROUND

Trained in **Dois Portos**, Portugal; in **Gesenheim**, Germany and in **Bordeaux**, France.

At the invitation of **Octávio Pato**, the top Portuguese oenologist of the '60s, '70s and '80s, he started working in the harvest of 1974. Started work with the Cooperative wineries and was responsible for nearly **10%** of Portuguese production in the '80s and part of the '90s.

Continues as **consultant** to 4 competing companies (50 million liters).

In the '80s José Neiva owned a **laboratory** capable of testing wine, water, earth, leaves, etc., which allowed him to widen his knowledge of wine and vines.

José Neiva developed the first effective method of disinfecting corks using **ozone** to prevent **TCA**. This method was patented and sold to Amorim Irmãos (the largest manufacturer of corks in the world).

THE GRAPES

Constant updating on the development and improvement of varietal **clones** in Germany, France, Portugal and California. The average lifetime of its vines is **25 to 30** years.

José Neiva introduced the **Caladoc** variety into Portugal (a cross of Grenache with Malbec). It's the largest Portuguese producer of **Pinot Noir** (30 ha). Made the first harvest of **Dornfelder**, a German variety with a short cycle, in 2009. It is the first time it is grown in Portugal (legalization has been requested). **Riesling** and **Tannat** are also being assessed.

In the Lisbon Region José Neiva continues to produce **Alvarinho** (largest producer outside the Vinhos Verdes wine region). Introduced **Alfrocheiro** (a Dão wine region variety) into the Lisbon Region.

José Neiva is a fan of **Alicante Bouschet** (a cross of Petit Bouschet and Grenache) and was the first producer to bottle this wine as a varietal.

THE WINE REGION OF LISBON AND THE RAC

The climate in the **Lisboa** (Lisbon) wine region is temperate, soft, with rain and humidity during the appropriate season. However the many valleys and hills in this region give rise to the most diverse **microclimates**. The quality and characteristics of the soil also vary leading to different **terroirs**. Finally, the proximity to the **Atlantic Ocean** moderates the climate so that there is little variation in temperature, with moderate winters and summers, and the nocturnal dew leads to regular maturation.

The 200 hectares of vineyard belonging to Rui Abreu Correia, Herds., (RAC) in the Lisbon region, are prepared for **mechanical grape picking** (12 to 15 ha/day), in order to avoid the **equinox** (September 21st), **when 90% rain is predicted**.

The RAC Company belongs to Mr. José Neiva Correia and his brothers.

IN HARMONY WITH NATURE – THE GOOD AGRICULTURE

In the RAC vineyards the plants are fed with **organic material** produced from domestic residue. All this material is tested for heavy metals.

The **nutrition** of the vines is done in a rational way without excesses or deficiencies. The vine's needs dictate the dosage of water and nutrients conceded.

The final result is **high quality production** well above the average production in Portugal.

OUR COOPERAGE – RESPECTING THE NATURE

DFJ uses only French oak barrels bought from **Seguin Moreau** and restores them in its own cooperage. This allows DFJ to use the barrels much more time efficiently.

MAKING WINE RESPECTING THE CLIENT'S WISHES

All the wine is made in accordance with the **client's wishes** and the **demands of the market** in matters of taste.

This results from 20 years of partnerships with foreign distributors, namely the British market, the most demanding and difficult of world markets.

QUINTA DE PORTO FRANCO

ALENQUER – LISBOA / THE TERROIR AND THE MAN

The birthplace of José Neiva Correia and the base of RAC, a centuries-old single estate (Quinta), 60 km north of downtown Lisbon, has 80 ha of vineyards in production and a vinification center for 2,5 million liter.

Produces the best wines from the grape varieties Touriga Nacional, Touriga Franca, Tinta Roriz, Alfrocheiro, Castelão, Caladoc, Shiraz, Alicante Bouschet, Pinot Noir, Merlot, Cabernet Sauvignon, Alvarinho, Fernão Pires and Moscatel.



QUINTA DA FONTE BELA - THE WINE CATHEDRAL

Located in Vila Chã de Ourique – Cartaxo, 80 km north of downtown Lisbon, it's a centuries-old single estate (Quinta), almost all the buildings respect the "Cast-iron Architecture" of the late XIX century, used by Eiffel's followers.

Also named the Wine Cathedral, these are DFJ headquarters, the vinification center, bottling line, warehouse, wine cellar with 2,8 million liter capacity, barrel cellar, cooperage facilities, laboratory and visitors room.



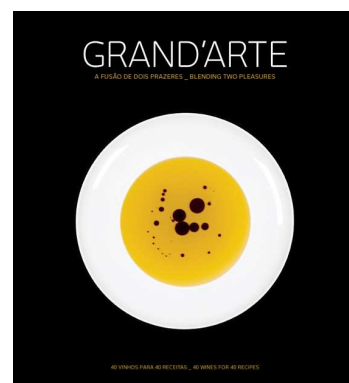
GRAND'ARTE - 40 WINES FOR 40 RECIPES

On our **10th anniversary**, we decided to offer the essential book, with recipes for our pleasure complemented by DFJ wines.

With this "GRAND'ARTE" we pay tribute to the wine, one of the main elements of the **Portuguese table**.

Several are Portuguese recipes which include the wine as an ingredient. However no recipe book includes **wine** as an **ingredient** or as a **complement** in all the recipes.

We sincerely hope you enjoy this book, **GRAND'ARTE**, as much as we enjoyed producing it.



Drink (DFJ's!) wine in moderation