

CAPITAL VINTNERS ARE MOVING OFFICE

Our office will be closed from the 29th July 2015 and will reopen on the 10th August 2015

The new office address is:

Suite 3 Alluvium Court, 219 Long Lane, London, SE1 4PB

Our phone line will be down during this period, however for urgent enquiries please email us on info@capitalvintners.com or leave a message on 0800 077 8007 / 0207 378 3500

PAVIE LAUNCHES 2012 WITH GOLD LABEL



In celebration of Chateau Pavie's upgraded classification to Grand Cru classe A, the famous Saint Emilion estate, has revealed its gold label for its 2012 vintage, which was the year the Chateau was awarded this status.

Following in the footsteps of fellow Saint Emilion property Angelus which elevated to Grand Cru classe A in 2012 last year also revealed its engraved gold bottle to celebrate. The Chateaux have seen to be somewhat inseparable with identical release prices.

As a result Pavie saw a 27% increase in trading price for its back vintages which quite significantly outperformed the rest of the market. This led it to take the top spot on Liv-ex's Fine Wine power 100 after the elevation.

In November 2012 Pavie was announced for the second year in a row to take the top spot on the Liv-ex power 100. This had particular significance since pre 2013 every wine to take the top spot had either been a DRC or a First Growth.

Chateau Pavie transformed its 2012 bottle giving the vintage even more significance. The altered bottle has seen to resemble the Mouton Rothschild 2000 bottle which marked the millennium year and is now seen as a collector's item.

EN PRIMEUR CAMPAIGN DECLARED A SUCCESS

Sotheby's en primeur campaign, the opportunity for wine collectors to secure the most recent Bordeaux vintage before the wine is bottled, was declared a success with sales up 90% on 2013, according to the auction house. Once again Lafite Rothschild was in the highest demand amongst buyers, with 70% of buyers coming from the US, a substantial increase from only 30% in 2012. This exceptionally strong demand was largely fuelled by North America.

TOP TEN RANKING OF 2014 BORDEAUX FUTURES Value of sales followed by 2013 ranking:

1. Lafite (1)
2. Mouton Rothschild (2)
3. Petrus (3)
4. Haut Brion (4)
5. Margaux (6)
6. Lafleur (10)
7. Ausone (5)
8. Cheval Blanc (NA)
9. Mission Haut Brion (NA)
10. Vieux Ch Certan (13)



LATEST MARKET NEWS

Liv-Ex Market Report July 2015:

Exchange turnover rose 5.7% on May and 9.9% on June last year, while the number of active markets pushed above last month's high to 5,200. Meanwhile the Liv-ex Fine Wine 100 Index rose 0.9%, leaving it up 2.3% year to date and 3.4% year on year.

JAMIE RITCHIE, CEO OF SOTHEBY'S WINE, AMERICAS & ASIA, COMMENTED:

"Our 2014 Futures sales were stronger than we originally anticipated, being 90% higher than the 2013s and only 10% lower than the 2011s. We had very strong demand for the First Growths and believe that the price to quality ratio, of these wines and many others, offers very good value, when compared with other vintages in the market. As a result, the reward for buying now should be that prices are higher when the wines are delivered in bottle in two years' time."

MESSAGE FROM THE CEO

With the summer in full swing the wine market is looking up as the Liv-ex reports an increase and the monthly close on the 30/06/2015 at 244.32 at a change of 2.47 (up 1.02%) The Liv-ex Fine Wine 100 Index is the industry's leading benchmark. It represents the price movement of 100 of the most sought-after fine wines for which there is a strong secondary market and is calculated monthly. The majority of the index consists of Bordeaux wines – a reflection of the overall market – although wines from Burgundy, the Rhone, Champagne and Italy are also included. The index is calculated using Liv-ex Mid Prices and is then weighted to account for original production levels and increasing scarcity as the wine ages. As such, the index is designed to give each wine a weighting that corresponds with its impact on the overall market. In short, it seems to be improving which is good news.

At Capital Vintners we are very optimistic that people are holding on to their stock and being wise to the market falling. We see that the future looks bright for the coming years. The 2014 en primeur campaign that has been and gone as quickly as it arrived with prices finally coming back to a level at which growth can be seen for the collectors amongst us. It's about time the producers dropped their prices.

During the en primeur campaign Capital Vintners sold a vast amount of Lafite Rothschild and their second labels too and, in comparison with the 2010 vintage, it seemed an absolute bargain. Lafite Rothschild 2010 was released en primeur in London at £12,000 per 12x75. It was mid-2011, and Lafite's brand status had grown in Asia to the point where the wine was commanding on average a 130% premium over the other First Growths according to Liv-ex. But this was also the market's peak. As shown in the chart below, Lafite 2010's price has fallen dramatically since.

After three years of price drops, the wine has held relatively steady for the last six months at around £5,500. James Suckling scored it 100 in his first review, stating "Believe the hype. Lafite is perfect in 2010." In a subsequent review he scores it 99, while Neal Martin awarded it 99+, calling the wine "a future legend that will vie with the 2009 Lafite. Spellbinding!" Parker was slightly less effusive, but scored it 98.

Lafite 2010 last traded for £5,390 on Liv-ex and seeing that most merchants and brokerages make at the very least 10% margin, now at 55% below release, at what point does it become a good buy? Only time will tell, however the 2014 is proving that the prices have come down and one might think that the storms have now passed and the sun is out!



We are very much looking forward to the next few years of business. Capital Vintners have found our new home for the next 5 years. We are proudly upgrading our website to being mobile friendly and will have access to even more wines. For our 10 year anniversary keep an

eye out for the launch in August 2015 and to also give you even more confidence in us the company is launching an office in Hong Kong later in the year. A new board member is being appointed to add to our already existing team of great people. This will give us more strength in the market place and also far greater buying and selling power over our competitors.

We are growing our sales and buying teams again once we have moved in August so we can have a strong team to assist you in your buying and selling.

If you have any immediate questions please direct them to us and we will help accordingly, but to finish I wish you all a very pleasant summer and look forward to speaking to you all at some point in August. Thanks and all the best.

CHAMPAGNE AND BURGUNDY CELEBRATE WORLD HERITAGE STATUS

Two of France's top provinces attain worldwide recognition as areas of vital cultural importance. This has allowed these 2 regions with the prestige of being recognized as some of the best vineyard areas on earth. Celebrations were in full swing since the early hours in Hautvillers, the birthplace of Dom Perignon.

Champagne and Burgundy are known to have some of the most expensive agricultural land in Europe but, with the assistance of the World Heritage status they can expect to see a rapid rise in land prices and a substantial boost in tourism. Until now, only Saint-Émilion had been included on the World Heritage list.

Michel Guillard the genius behind the Champagne submission concluded by saying: "this truly is a victory for the whole Champagne region; it brings recognition for the exceptional and unique cultural heritage we have on three levels: the vineyard slopes, the technical heritage and historic buildings of the region"

In celebration bottles of Burgundy were uncorking, Aubert de Villaine, co-owner of the Domaine de la Romanée-Conti, which produces the most expensive red wine in the world, said that the decision was: "A formidable achievement and an occasion to celebrate by uncorking a few bottles."

FACT: IF THE UNDERGROUND CELLARS OF THE CHAMPAGNE REGION WERE TO BE PUT IN A STRAIGHT LINE, THEY WOULD COVER ABOUT 560 KILOMETRES!!

After months of development and fine tuning we are proud to announce the launch of our new website.

Created with the user experience in mind, the website has been designed using the latest technology so the site is compatible with today's browsers and mobile devices. We also wanted to give our clients an opportunity to know us better; who we are as a company and the leaders driving the Capital Vintners team.

Our development team has worked collectively to put together a new website rich in information to be used as a resource just for you. We pride ourselves on being a leader in the fine wine industry and look forward to hearing feedback from you.