



*20 years  
Celebrating  
Nature*

**EMILIANA**

ORGANIC ❖ VINEYARDS

# ADOBE

ORGANIC WINE

*The first step into Natural*

—  
*New look,  
same Organic Wine*



## *Celebrating Nature*

*We at Emiliana not only believe that organic and biodynamic agriculture is the best way to create wines, we are also sure that this way of life will help lead us into a future with respect and wisdom.*

*We are organic by conviction,  
by ideology, and for love.*

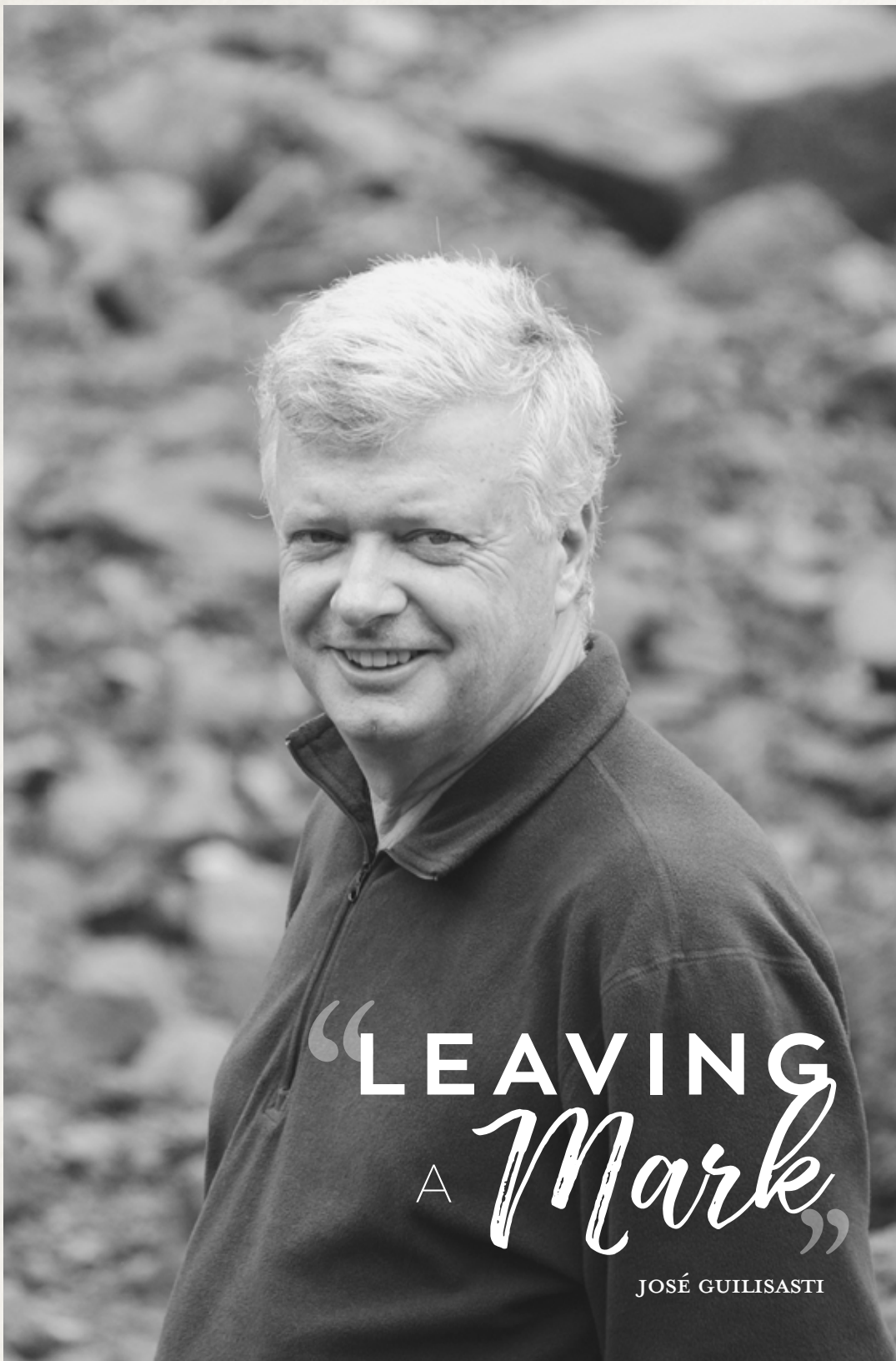
*Because for us, being organic means caring for nature, protecting the environment and appreciating the people who make it possible for our wines to reach the glasses of those who prefer them.*

*We are organic because we understand that by caring for the earth and its bounty, nature can express its unique character more authentically.*

*And when nature expresses itself, it moves the entire world, it inspires passions, it provokes changes. It opens new paths for us to take the first steps and it inspires us, to creates unrepeatabe works*

*And to do that, we continue advancing, innovating, and working with passion every day, with the conviction that the future, is organic.*





“LEAVING  
A Mark”

JOSÉ GUILISASTI

He always worked with respect for and the dignity of the people. He lived convinced that without that, nothing was worth much. And that the best expression of quality of the soil was through organic and biodynamic agriculture. And so he began to convert Emiliana to the largest organic winery in Chile and the world.

Its beginnings will mark the destiny of the winery and its people. In the 1980s he began to work at Emiliana as the agricultural manager. There, among the vines and fruit trees, he realized that something wasn't right. He went home with headaches, dizziness, and red eyes. But he didn't just stand around with his arms crossed—in 1998 he made one of the most important innovations for the national wine industry by converting 100% of the hectares of Emiliana to organic agriculture. Organic was not yet a thing, nor had the trend begun. It all started for the benefit of the people. For José, the most important thing was that the people could work in a setting that was 100% safe and healthy.

An innovator and visionary like few others, José went a step beyond. And from organic, he moved on to biodynamic, taking up the challenge of managing the property as something living, where the cycles of nature are respected. *“It is a purer concept. And if the land is purer, the grapes will be too,”* he explained. And so that people would understand what biodynamic and sustainable was, José transferred the concept to their families. He gave each worker a garden so that they could cultivate their own vegetables. He believed that Emiliana's workers could become micro-business people if they wanted to. He taught them to produce honey and olive oil and then he took charge of bottling and selling it and then returned the profits to them.



For José, this had nothing to do with charity. It was about creating opportunities in a profoundly unequal Chile, where in his opinion, the rural people got the worst part. *“This far exceeds what a formal salary increase could do,”* he would often say. From Emiliana, José Guilisasti worked to close the social gaps that bothered him so much.

He was a worker, foreman, administrator, and manager, all at the same time. He worked horizontally, discussing ideas and asking opinions. This was something true of the entire family. Today José Guilisasti's project is fully established and entering its 20th year. It works, and it is 100% profitable. Behind everything, there was always his energy and passion. Passion for his work, for his family, and for life. *“We are all here to make a mark,”* he once said. And wow, did he ever.



# WHAT'S New

## ADOBE

The symbols on the new label for Adobe, one of the biggest-selling organic wines in the world, are the image of the rooster who announces the dawn of each new day, surrounded by vineyards and nature.

## WE JOINED WITH COLCHAGUA

Viña Emiliana has joined the Colchagua Association, which represents 18 of the valley's major wineries and that seeks to promote the denomination of origin with high-quality wines as well as local wine tourism and gastronomy.



## RECORD SALES

Coyam, Viña Emiliana's first great red blend, reached historic sales with 25,000 cases sold in 2018, showing the brand's momentum. "Coyam has always written Emiliana's history," comments Viña Emiliana General Manager, Cristian Rodríguez.



## NEW LLAVERÍA STAFF FACILITIES

In 2018, Viña Emiliana inaugurated its new staff facilities called La Llavería at the Casablanca estate. The installations include a dining room for 60 people, a kitchen, tables, bathrooms with showers for men and women, storerooms, sheds, a mechanical workshop, a meeting room, and top-rate infrastructure for winery staff.

## REVELATION WINE

"The fact that Salvaje has been selected once again as a revelation wine demonstrates that being made without sulphites has not influenced its consistency, character, or style of this wine," stresses winemaker Noelia Orts, with respect to the recognition of this natural wine from Emiliana.



Tim Atkin  
Cosecha  
2017

James Suckling  
Cosecha  
2017

Descorchados  
Cosecha  
2017



## VEGAN CERTIFICATION

In 2018, Viña Emiliana began the process of obtaining its vegan certification, which establishes that its wines are made without the use of any substance of animal origin.





In 1998, visionaries **Rafael** and **José Guilisasti** noticed that the market was changing and that international consumers were gradually becoming more discerning about the products they consumed, not only for health reasons, but for environmental and social impact as well.

They teamed up with winemaker **Álvaro Espinoza** and began transforming a conventional Chilean winery into one that was 100% organic and biodynamic with the firm commitment to create wines of the highest quality with a deep respect for nature.

Two decades later, what began as a dream has become a complete portfolio, adapted to evolving consumer tastes and needs while earning tremendous acclaim in Chile and abroad.

Thanks to the passion that Emiliana is known for, the vineyard now produces wines with unique character and personality that express their respective terroirs to the fullest. Emiliana has attained this level of excellence by respecting the natural balance of the land and by considering the vineyard a living resource that must be protected.

Over the years, Emiliana has actively grown its sales, improved its results, and increased its billings. It has built relationships of trust with its collaborators by valuing the people who enable its wines to reach consumers' glasses and who understand that by caring for the earth, it is possible to obtain products with a unique and authentic expression.

Today, Emiliana wines comprise an attractive, innovative portfolio with wines sold in more than 55

countries around the world. Its primary markets are the United States, Holland, Denmark, Chile, China, and Canada.

Emiliana has a strong commitment to its team, the environment, and the community and has translated that into hundreds of hectares of organic, biodynamic vineyards certified by ECOCERT (France) and Demeter (Germany), as well into Social Responsibility and Fair Trade practices that have allowed us to obtain Fair Trade certification.

All of the work at Emiliana is focused on a single concept: Excellence. And that excellence is the harmony between obtaining the highest quality in its wines while respecting the environment and its people.

Thanks to this creed, Emiliana received several honors in 2018, including high scores from international critics James Suckling and Tim Atkin for its **Gê** and **Coyam** wines, as well as accolades in Patricio Tapia's *Descorchados* wine guide, in which **Signos de Origen** and **Novas** earned a high rating, and **Salvaje** was named a "revelation" wine.

In 2018, Emiliana crowned its 20-year history by becoming a member of the select group, the "**World's 50 Most Admired Wine Brands,**" and as the first winery in Chile to receive the sustainable tourism award in the "**Best of Wine Tourism Awards 2018.**"

All that, in just 20 years.

# NOVAS

GRAN RESERVA

INSPIRED BY THE STARS



CRISTIÁN RODRÍGUEZ

PASSION FOR

Organics

**How do you define these 20 years of Emiliana, both personally as well as in terms of the company?**

*Like all good things in life, it has been an experience that has gone by very quickly. It has been a beautiful and rewarding experience, both professionally and personally.*

*I was here for the entire transformation of Emiliana. When I arrived, we began selling less than 50,000 cases of organic wines a year and 800,000 conventional cases. Today we have turned that figure around and our sales are practically 100% organic, and we sell more than 800,000 cases.*

*We set a big goal 20 years ago, and today, we see that we have met it. The road has not been easy. Many didn't believe in us in those days, but today we are a benchmark and an example for many. That is what makes me proudest in this company. We have gone through a lot in these 20 years—wonderful things, but also very painful things.*

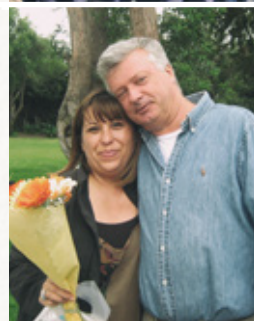
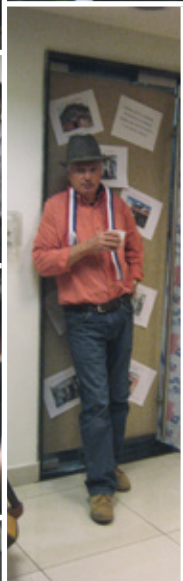
*We have laughed, but we have also cried. And I suppose that that is what life and work are about when you live life to its fullest.*

**What is the vision for the coming years?**

*To demonstrate that we are not only the leading company in organic wines, but also that organic agriculture is profitable over the long term. We want to produce a positive change in others and to be there to help.*

**What does it mean to work at Emiliana?**

*It's a matter of great pride, but it's also a tremendous responsibility. It's a challenge and a constant learning process. And the most important thing is to be able to work at a company with an incredible team that's all on board and happy. That transmits good energy and even greater motivation. It's a matter of experiencing a harvest at Emiliana. That's where you see what this company is made of.*





**W**hat is organic? Simply put, it refers to foods and beverages that are intended for consumption that have been produced without chemicals and processed without additives.

Trend or fashion? The study entitled “The World of Organic Agriculture 2018” from the FiBL Switzerland institute, affirms that the global demand for organic products will only continue to grow. Data compiled through 2016 indicate that 178 countries have organic activities. There are approximately 3 million organic producers in the world, organic crops have increased by 15%, and the global organic market exceeds US\$90 billion.

The future also bodes well for organic wine. The recent 2018 QYreports says that the projected growth in this market will be more than 10% between 2018 and 2023. The figures are clear, as is the history. The Mayo Clinic recently published that “*There is a growing body of evidence that shows some potential health benefits of organic foods when compared with conventionally grown foods.*”

Organic wines are products that respect the environment and respond to the growth in demand for healthy foods and beverages that generate a positive impact on the environment, workers, and consumers.

Today Emiliana is one of the most respected organic and biodynamic wineries on the planet. The fact that it is organic is, finally, just another element that implies, above all else, its commitment to protecting health and respect for nature.

**Sebastián Tramón**, Emiliana’s Sustainability Manager, emphasizes the contribution of the largest organic winery in the world over the past 20 years.

**What is the contribution of an organic winery such as Emiliana?**

*Primarily, balance and respect. First, in terms of establishing the balance with nature in a productive system—in caring for biodiversity, decreasing water consumption, and caring for the diversity of the soils. All elements of respect toward nature, so they can do their work. The respect for workers has also been fundamental—they should know what they are*



*being exposed to, what work they are doing, and what products they are applying. These issues are not addressed in traditional vineyards or orchards. Another aspect is the respect for consumers and giving them a product that reflects nature and that is innocuous. These are essential elements of an organic winery.*

**What is the significance of what Emiliana is doing?**

*Size does matter. There are small-scale organic projects that are almost a luxury, but what we are doing at Emiliana is demonstrating that it is possible to practice organics on a large scale. Industrial agriculture should aim to implement the practices of organic agriculture. That is what has been demonstrated here—that we have high-quality products. The world is changing toward our way of doing things at Emiliana, and we have demonstrated that it is an entirely viable model. Innovation is possible in this sense, and the idea is to continue to be leaders on this path that we started down 20 years ago.*





*Every oak has a story to tell.  
Experience Coyam.*

.....

*This emblematic wine faithfully represents Emiliana's philosophy in which organic and biodynamic agriculture inspire our work and help us obtain the essence of our vineyards and the maximum expression of terroir.*

*Its name means "oak forest" to the Mapuches, the original inhabitants of Chile.*

## *What have these 20 years at Emiliana Organics meant to you?*



**BERNARDA LÓPEZ**  
*Secretary to General  
Management*

“With 20 years at the company, I have seen enormous transformations. I saw the beginnings of Don José Guisasti's dream, and I was there to receive the first boxes of ladybugs, the insects that were taken out to the fields to begin this transformation. I received the first certifications. I saw how this company grew from just 7 people at the offices in the WTC building to the nearly 50 that we've reached today. It has been an exciting process with a lot of learning, from the agricultural workers to the ministers of state who have passed through the doors to participate, to see, and to learn about this transformation. It has been 20 years of many emotions”

“20 years have meant absolute growth in my work and in my personal life. I was totally open to this path. I began as a young man resolved to face changes, difficulties, and lessons. Although it has not all been easy, it has been very gratifying to see everything we have achieved. I am grateful for the company's confidence and support, for the opportunities as well as the security offered for personal growth for both me and my family. I am convinced that we can obtain changes and benefits for all with work that is constant, efficient, and productive. I am a motivated and grateful employee”



**DANY CORNEJO**  
*Winery Manager,  
Los Robles*



**LORENA PARDO**  
*Assistant Production  
Manager*

“When I first arrived at Emiliana 18 years ago, we heard people timidly ask, 'organic?' And with time this simple word began to take on strength, and infinite force. The conviction of transforming the winery to organic management was such that, just listening to Don José Guisasti was incredible. His daily passion and energy made us all believe in and trust in this project with all our hearts as a philosophy of life. All of his thoughts and what he dreamed for Emiliana are reflected here now, and therefore we will continue working together in the future. On this anniversary, I am proud to be a part of Emiliana, fully contributing my little grain of sand every day”



# COYAM AT THE *Heart* OF EMILIANA

“Coyam has always written the story of Emiliana,” comments **Cristián Rodríguez**, CEO of Emiliana, noting the brand’s record-breaking sales of 25,000 cases for 2018, which coincided with the 20th anniversary of organic agriculture at the winery.

From its first vintage in 2001, Coyam has received more than 50 awards and honors

from around the globe, including gold medals and outstanding scores. In 2003, not long after Coyam made its debut, Wine Spectator magazine named it the “Best Blend of Chile & Best in Show,” and in 2018, influential wine critic James Suckling gave it a 94-point score.

Emiliana’s winemaker **Noelia Orts** believes that in many ways, Coyam is Emiliana: “Coyam opened the door for organic and biodynamic

*Coyam, which means “oak forest” in Mapudungun, is the name that was given to Emiliana’s first great red blend as a tribute to the majestic native oak trees that have been predominant for centuries in the landscape surrounding the Los Robles Vineyards, in the Colchagua Valley.*

*agriculture, it represents very well the philosophy and feelings of the people who make up the winery. All of the wines here are produced with great affection and devotion, although people feel a special love for Coyam.”*

Coyam’s history dates back to 1998, when José Guillisasti and winemaker-agronomist **Álvaro Espinoza** teamed up to venture into organic and biodynamic production as a philosophy of life.

*“The idea of making a place-based blend that expresses its identity emerged from the diverse variety of reds that were already there: Syrah, Mourvèdre, Tempranillo, Cabernet, Garnacha, and Carmenere. We wanted to show the character of the land; we wanted to do something different,” Espinoza adds.*

From the very first vintage, 2001, Coyam has positioned itself as a unique blend, the product of a savvy combination of European varieties never before brought together in a Chilean wine. The base of Syrah is always about 30% of the blend and is usually accompanied by Carmenere, Cabernet Sauvignon, Merlot, Mourvèdre, and Petit Verdot. But the blend has varied over time, at times including up to 7 different varieties, all of them organically and biodynamically grown in the vineyard.

“Coyam involves meticulous work in the vineyard, in the winery, in the process of choosing the oak, the barrels, how we age the wine—and it’s all carried out with the dedication and love we learned from Miguel Elizalde, José Guillisasti, and Álvaro Espinoza,” concludes Noelia Orts.

## AWARDS

VINTAGE	PUBLICATION	PRIZE
2015	JamesSuckling.com	94 Points
2014	Wine Spectator	91 Points
2014	Tim Atkin	95 Points
2014	JamesSuckling.com	94 Points
2013	Luis Gutiérrez	92 Points
2013	Tim Atkin	94 Points
2013	JamesSuckling.com	93 Points
2012	JamesSuckling.com	95 Points
2011	Wine Advocate	91 Points
2011	JamesSuckling.com	93 Points
2011	Wine Spectator	91 Points
2010	Wine Spectator	91 Points
2010	Wine Advocate	91 Points
2009	Wine Advocate	90 Points
2009	Wine Spectator	90 Points
2008	Wine Spectator	90 Points
2007	Wine Advocate	90 Points
2007	Wine Enthusiast	91 Points
2007	Wine Spectator	90 Points
2006	Wine Spectator	91 Points
2005	Wine Enthusiast	90 Points
2005	Wine Spectator	90 Points
2004	Guía de Vinos de Chile	Gold Medal & Best Chilean Red Blend
2003	Mundus Vini BIOFACH	Gold Medal
2001	1st Annual Wines of Chile Awards	Best Blend of Chile & Best in Show

# Tourism 2018



**24.519**  
PEOPLE VISITED OUR  
**WINE SHOP**  
- in Casablanca -

THAT'S THE EQUIVALENT OF  
**2.229**  
MONTHLY VISITORS

**48% BRAZIL**  
**13% USA**  
**10% CHILE**

## ACCOLADES



Tripadvisor Certificate of Excellence  
for the outstanding comments  
received from travelers.



Best Of  
Wine Tourism  
GREAT WINE CAPITALS  
First place for Sustainable Tourism  
Practices in Decanter's 2018 Best  
of Wine Tourism Awards.

## CASABLANCA

Casablanca was Chile's first cool-climate wine valley, and in 2013, it was named the 10th Great Wine Capital of the World by the Great Wine Capitals network.

Emiliana was one of the first wineries to arrive in the valley in 1990, and José Guillisasti had the first vineyards planted the same year. Other wineries began to enter the zone in the middle of the decade.

What attracted Emiliana to the Casablanca Valley was the possibility of working more with white grapes. The composition of the soil and the influence of the gentle sea breezes that blow in from the Pacific coast encourage the grapes to ripen slowly and ultimately result in the aromatic wines with delicate flavors. This is the source of Emiliana's award-winning **Sauvignon Blanc, Chardonnay, Pinot Noir, and Syrah.**

## What have these 20 years at Emiliana Organics meant to you?



**CRISTIÁN UBILLA**  
*Emiliana Finance Manager*

“It has been an honor to participate in this project, given how innovative and pioneering it is, especially seeing how it was possible to be a profitable and sustainable business from another point of view, and that it was environmentally friendly and caring for people. All as part of the Emiliana philosophy. It has been an honor to be able to participate in this project, following mentors such as José and Rafael in something as innovative and ground breaking as this is. At the company level, it has been a continuous learning process to see new practices and to continue evolving in organic and biodynamic agriculture—an enormous challenge. At Emiliana, you can never get bored. For years we have been leaders in organic and sustainable agriculture—in the country and in the world. What we do is a total and ongoing learning process ”

“It has been a very gratifying experience to see how a 100% traditional winery slowly became 100% organic and biodynamic. I am grateful for the possibilities and the opportunities that I have had to work directly with the certifications at Emiliana. I have been able to learn about the processes and see how the workers are committed and involved in organic management every day and to take this knowledge home with them as well. It is very satisfying and comforting to work at the first winery in Chile to receive the ISO 14001 certification and from there, begin with organic management on our properties. And even more, being the largest organic winery in the world ”



**ANDREA MOYA**  
*Sustainability Assistant*

“I was intrigued by the transformation, as well as the challenge of the Guillisasti family, led by Don José and Don Rafael, because conventional agriculture, with the use of pesticides to control pests and weeds, was the predominating culture. Transforming it to organic wasn't easy, but the wisdom of José and Rafael made it possible. First, educating the workers and accepting that this had an associated cost. The important thing was caring for the people and the planet, for example, by switching from using herbicides to shovels and horses, from conventional pesticides to organic products. Personally, I understood more easily because it was the old way of working the vineyards and the fields ”



**LUIS RÍOS**  
*Assistant Human  
Resources Manager*



# Dream MAKERS



At Emiliana, the winemakers are the heart of the wines. They're the ones who must protect the land, obtain the best grapes, decide on the harvest date, and turn the grapes into wine. They are also the ones who ensure our organic wines are of the best quality.

Over the past 20 years, some renowned winemakers have worked with our project—winemakers committed to organic viticulture and who share the vision that has brought Emiliana acclaim at the global level. Today, that role is shared by **Noelia Orts** and **Emilio Contreras**, who have sought to ensure that Emiliana's wines express themselves in the best way possible.

Noelia joined the winery in 2011 and is responsible for the Signos de Origen line as well as Coyam and Gê. "At Emiliana, winemaking has to be able to strengthen the expression of our vineyards, climate, and terroir; that's why we work without interventions,

*helping nature to do its work. Emiliana's wines are an authentic expression of their origins. Our task is to strengthen the qualities that the sun instills. There's something beautiful in that idea—that the wine is a beverage born of sunlight, because the sun allows the plant to perform photosynthesis and form the clusters we use to make the wine. So it's our light-filled beverage,"* says Noelia.

Emilio has been with Emiliana for 11 years and oversees the organic lines Novas and Adobe. He subscribes to the idea of an organic-biodynamic winery respectful of the vineyards and the fruit. "Our job is to maintain the character of every grape and respect what each variety provides in each place. Our vinification style has to be quite consistent with that. We have to let the vineyard express itself in the best possible way and let each bottle reflect the vineyard it comes from, where our greatest value resides. We have to transmit that identity and character," he adds.

## EMILIANA, IN ITS *Wild State*

At Emiliana, innovation and healthy practices are essential. So it was only a matter of time before they made a natural wine that delves even further into the respect for the environment and its consumers. And so in 2016, Viña Emiliana made its own first natural wine: Salvaje.

Its primary characteristic is that it does not use sulfur dioxide, an additive that has been used for more than 2,000 years as a preservative.

Salvaje is a cool-climate red wine from the Casablanca Valley with a significant base of Syrah and a touch of Roussane. Its name, which means 'wild,' is in reference to the qualities and characteristics of the wine.



It has already earned applause from specialists. The first to raise his glass was Master of Wine Tim Atkin, who gave it 93 points during his recent visit to Chile last December. And Patricio Tapia's Descorchados 2019 wine guide gave it 92 points and designated it Revelation Wine of the year.

These and other distinctions for a natural wine like Salvaje shine the light on the work that the largest organic winery in the world has been doing. It's a path based on constant innovation in the production processes in order to create high-quality wines because there is a demand, especially in the European markets, to consume ever-healthier wines.

