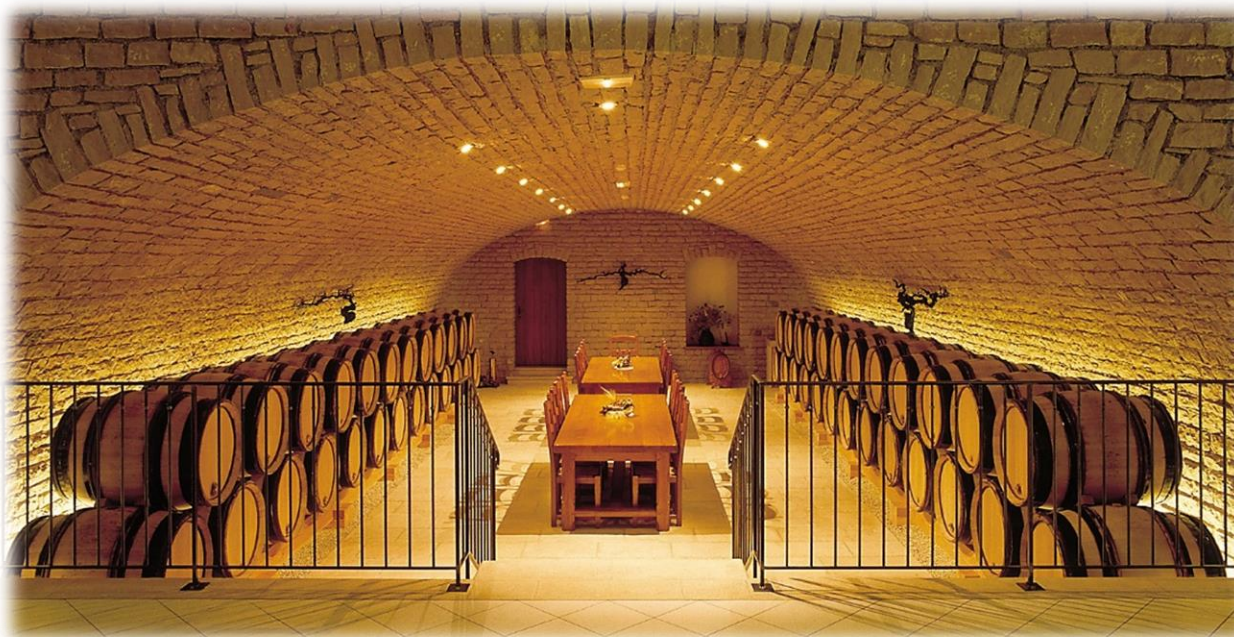




LES TONNELLERIES DE Bourgogne

« The barrel is to the wine, as the earth is to the grapes »



Victor de La Chapelle – International Sales Manager



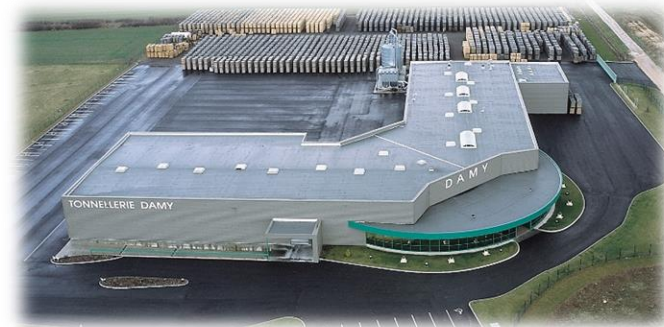
Our business since the 1960's:

- Organises the export of its members' barrels (the BILLON cooperage and the DAMY cooperage).
- Help you to choose the right barrel for your wines
- Take care of organising the production and logistics
- Follow up for your satisfaction



Tonnellerie DAMY

- Since 1946
- Located in Meursault - Burgundy
- Produces 22 000 barrels a year
- 35 coopers
- 2 Meilleurs ouvriers de France
- Managed by Jérôme Damy



Tonnellerie BILLON

- Since 1947
- Located in Beaune - Burgundy
- Produces 8 000 barrels a year
- 20 coopers
- 3 Meilleurs ouvriers de France
- Managed by Vincent Damy



Tradition range

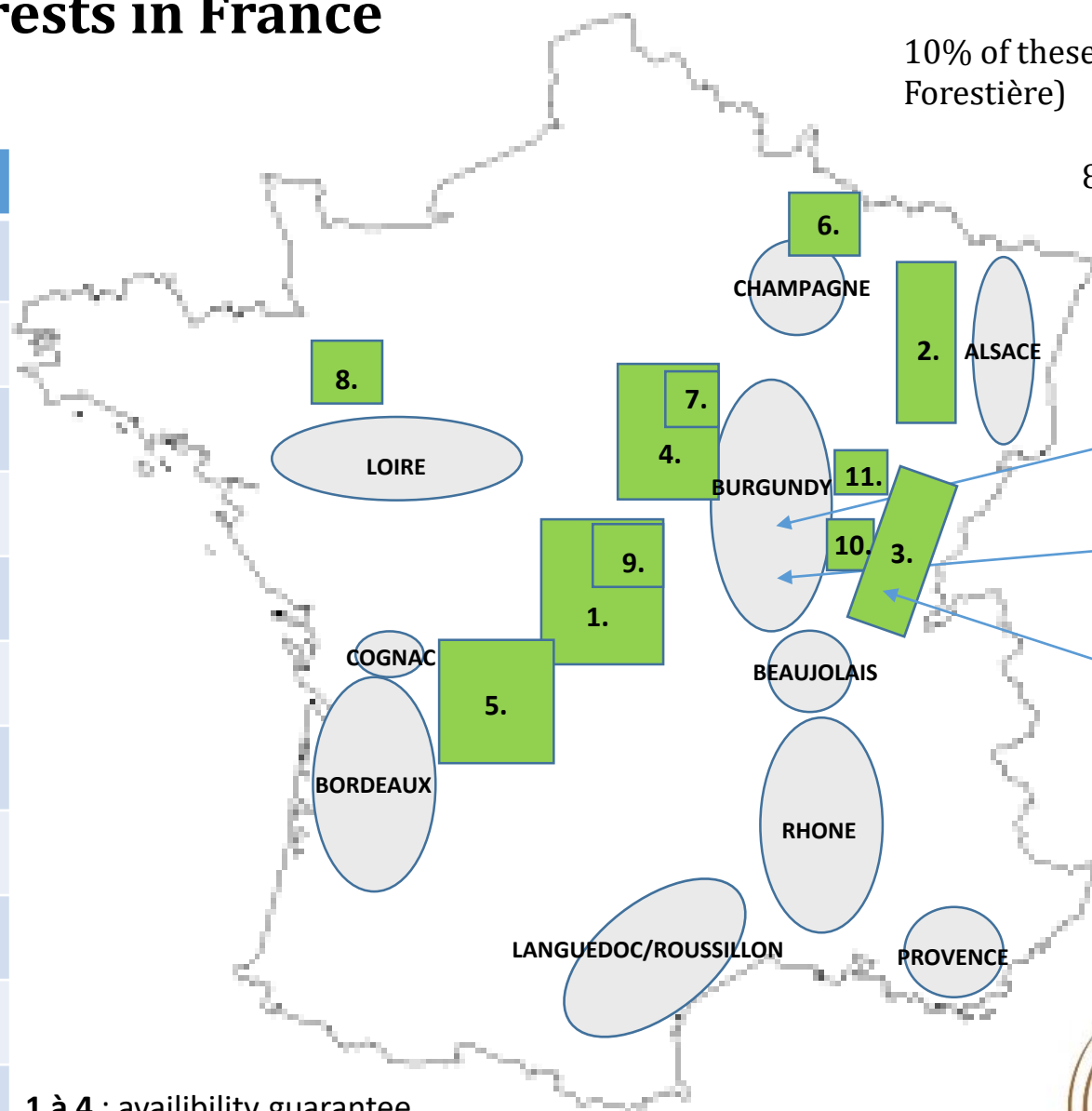
- A commun offer for 2 differents cooperages, with each their own style:
 - Type of wood: Acacia or Oak
 - Origin of Oak: France, Eastern European, US
 - **Origin of oak for the french wood (see next page)**
 - Size of barrel: 57L, 114L, 225L, 228L, 300L, 350L, 400L, 500L, 600L, 700L, 820L, 860L
 - Galavanized hoops(without color, colored hoops or branded on hoops ; on demand)
 - Type of toasting: LL, M, ML, M+, H
 - Toasted head or not
 - Lazer marking on one or two heads (on demand with logo HR)

French Oak forests in France

16,15 million hectares of french oak forests in France

10% of these forests owned by ONF (Office National Forestière)

80% of the oak to make barrel is coming from ONF



1 à 4 : availability guarantee
5 à 11 : availability on demand



FRENCH OAK FORESTS informations

| | name | details |
|-----|------------|--|
| 1. | Allier | Soil is not very fertile, heavy in silica and clay and trees are planted close one to another creating tight grain wood. Oak is famous for sweetness, baking spices and clove notes. |
| 2. | Vosges | Third largest forest massif in France. Oak tends to be clear and white in color. Vosges mountains sit on large mineral deposits that sometimes are translated into the oak. |
| 3. | Jura | Oak forests are within the Jura mountain range. Trees grow at different altitudes and in valleys and receive more storm fronts and snow precipitation than other oak forests. It gives a style of oak in between Allier and Vosges. |
| 4. | Nevers | Soils are richer and moister because they receive more precipitation than neighboring Allier, therefore allowing for more growth and slightly more open grain. |
| 5. | Limousin | Largest oak forest in France. Growing conditions force trees to grow wide and fast creating loose grain wood which is adored by Cognac producers because of its vanilla notes. |
| 6. | Ardennes | Still lots of shrapnel and bullets in the trees after WWI and WWII. It is difficult to exploit this forest because the shrapnel and bullets damage saws, and have caused trees to grow “twisted” and not straight. |
| 7. | Bertranges | Forest located within the Nevers forest. Has a higher percentage of Quercus Patraea oak species than the rest of Nevers, allowing for the oak to be slightly tighter in grain. |
| 8. | Jupille | Very dense forest located on calcareous soils next to the Loire Valley viticultural area. Wood is dense and tight grained. |
| 9. | Tronçais | Famous for the quality of its oaks, it is the emblem of the great French public forests. Like all state forests, it is managed by the National Forest Office. It has been managed in high forest since 1835 and is home to a particularly rich fauna and flora. Recognized by winemakers for having the finest grains. |
| 10. | Citeaux | Forest located in Burgundy next to a famous Abbaye de Citeaux where monks live. Oak is slightly less tight grained than its neighboring « Centre France Forests » and is more porous. |
| 11. | Chatillon | Forest is located in Burgundy, but close to Vosges ; therefore has similarities to forests in the Vosges mountains. |
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| | | |



Innovation range

- One offer per cooperage, with each their own style :

- Damy Cooperage:

- Damy Exclusive :

- What ?

- Extra tight grain selection coming from our best lots of oak
 - 24 months natural air dry on our park in Meursault
 - Special toasting level: low intensity of fire during a long time (25 minutes)

- What for? White wine and red wine (Chardonnay / Sauvignon Blanc / Sémillon / Roussanne / Pinot Noir ...)

- To do what? 12/16 months of ageing

- Nose : Give more precision on the fruit of the wine. More flattering (crème brûlée aromas)
 - Mouth : slightly tighter, more nervous, it will find its fullness on wines rich in alcohol and poor in acidity, bringing them freshness and righteousness
 - End of palate : straight, precise and suave (long heat)

- Damy Rouge

- What ?

- Selection of wood coming from one supplier which give us a good density and regularity of french oak
 - 36 months natural air dry on our park in Meursault
 - Special toasting level : intens fire level for a short time (10 minutes)

- What for? Red wine only (Pinot Noir, Malbec, Merlot, Syrah ...)

- To do what?

- Nose : respect the fruit and give it a sense of freshness.
 - Mouth : It amplifies the middle mouth on its side more structuring, more masculine
 - En of palate : Balanced, Long and sweet, it favors the combination of wood and wine



Innovation range

- One offer per cooperage, with each their own style :
 - Damy Cooperage:
 - Damy Estrella :
 - What ?
 - Selection of tight grain of oak coming from Allier forest
 - 36 months natural air dry on our park in Meursault
 - Special toasting level: medium+ intens fire during 15 minutes
 - What for? Red wines (Syrah / Grenache / Mourvèdre / Carignan,...)
 - To do what? 10/14 months of ageing
 - Nose : Empyreumatic notes, due to its long and sustained cooking, it gives the wine sweetness, and patina. It also gives off a more solar side
 - Mouth : gives off a nice amplitude with a lot of roundness, and freshness. This very patinated frame smoothes the tannins of the wine to make them more silky
 - End of palate : Fruity, balanced, notes of toasted / smoked; which gives the wine more complexity



Innovation range

- One offer per cooperage, with each their own style :
 - Billon cooperage :
 - Billon Select :
 - What ?
 - Extra tight grain selection coming from our best lots of oak
 - 24 months natural air dry on our park in Meursault
 - Special toasting level: low intensity of fire during a long time (25 minutes)
 - What for? White wine and red wine (Chardonnay / Sauvignon Blanc / Sémillon / Roussanne / Pinot Noir ...)
 - To do what? 12/16 months of ageing
 - Nose : Give more precision on the fruit of the wine. More flattering but keeping the tense style of Billon
 - Mouth : slightly tighter, more nervous, it will find its fullness on wines rich in alcohol and poor in acidity, bringing them freshness and righteousness
 - End of palate : straight, precise and suave (long heat)
 - Billon Richelieu
 - What ?
 - Mix of 3 forests of french oak with tight grain : Ardennes, Center France and East France
 - 36 months natural air dry on our park in Meursault for the staves ; 48 months for the heads
 - Toasting level to choose with: M, ML or M+
 - What for? Red wine (Cabernet Sauvignon / Merlot/ Pinot noir / Syrah ...)
 - To do what?
 - Nose : respect the fruit with spices aromas at the end
 - Bouche : It amplifies the mouth environment on its side more structuring
 - End of palate : Balanced, Long and sweet; notes of Espelette pepper



Specificities : 2 cooperages, 2 signatures, 2 styles

- Damy
 - Located in Meursault since the origin ; so very strong history with Chardonnay but as well Pinot noir ; now working in all Burgundy and in 50 countries with many of different varieties
 - High level of quality/consistency
 - Will stay small and family company to be able to be flexible about request on the market
 - One signature with volume and complexity in mouth ; nice freshness/minerality at the end of palate which are interesting to help the wine which have got high alcohol level to be a little bit more nervous
- Billon
 - Located in Beaune since the origin ; so very strong history with Pinot Noir in all the Cote de Nuit ; now working in all Burgundy and in 30 countries all around the world
 - Big evolution in the level of exigency and regularity
 - Will grow to extend the sales in particular in southern hemisphere
 - One signature with work on give structure on the mid-palate and bring freshness and tension in the final

Our Quality Guarantees



- « Fûts de tradition française » - CTB Certification

- Delivered by le Centre Technique du Bois
- Certify that all the steps of making a barrels are respectfull of a very high level of control
- Garanty to users a traditional but innovative manufacturing
- Authentic that the production is made from wood from French forests in respect of sustainable development



Our Quality Guarantees



- PEFC Certification

- Program of Recognition of Forest Certifications
- Works all along the supply chain
- Objective to promote good practices in forests
- Certify :
 - Surface condition, humidity levels of the staves
 - Types and dimensions of strapping, bung dimensions
 - Verification of capacity, circumference and height of barrels
 - Respect of the dimensions: verification of the thickness of the staves and heads
 - Origin of French oak staves
 - Watertightness at the end of manufacture
- Control of constituents: flour, hoops, rush



Our forces

- Two family businesses on a human scale
- A lumberyard for each workshop; at the place of production
- Best Workers of France in each workshop
- Own management of wood supply (15 suppliers each including a Jura partner laundries)
- Two independent workshops with each specificity and its style of barrel
- Production to the order; out of stock
- Flexibility of the offer
- Work with the forests (Allier, Vosges, Jura, Nevers, ...)
- Continuous research with the evolution / extension of the innovation range
- A common export structure to pool costs
- A team available



Our references



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- HUNGARY
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- GREECE
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- GEORGIA
- MACEDONIA
- ISRAEL
- TURKEY
- LEBANESE
- JAPON
- CHINA
- SOUTH KOREA
- THAILAND



"The wine thieves is the only judge"



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