



THE  
**WINE**  
PEOPLE  
PORTFOLIO

# We Are The Wine People

Established to bring a unique wine experience to China



# About Us

Established to bring a unique wine experience to China

The Wine People is a foreign owned wine importer & distributor founded and run by wine lovers based in Guangzhou. We specialize in offering affordable yet exceptional boutique wines from family owned wineries that can be enjoyed every day.

In addition to working with five-star hotels, independent bars, restaurants and retailers across China, we also supply organisations and corporates for their event programs and run a wine club. To support our clients, we also organize unique wine events.

**CLAIRE** - Co-Founder & Head of Sales



**CHRISTIAN** - Co-Founder, Head of Finance & Operations Team

**GIULIA** - Sales Manager & Sommelier



**GWEN** - Sales & Customer Service



**NICOLE** - Sales & Customer Service

**NICHOLAS** - Creative & Brand Manager



# The Team

# Where Do We Source Our Wines?

We identified a lack of availability and range and aimed to ensure end consumers and trade clients can access different price points from entry level to reserve and a wider variety of grape types from the below countries:

- New Zealand
- South Africa
- Argentina
- UK ~ to our knowledge we are the only distributor of English Sparkling in China.

In addition, we identified unique regions or types of wine which currently are not being imported into China from the below countries:

- Australia
- Italy





UK



AUS



NZ



SA



ARG



FR



Our team visit all the countries we work with at least once a year to explore wineries of exceptional quality and value and uncover wines which add variety and depth to our portfolio.

# How Do We Source Our Wines?





We only work with wineries exclusively so we can build their brand organically in China and ensure every bottle is stored in a temperature controlled environment. This ensures no mixed marketing or quality messages to consumers in China.





# How Do We Source Our Wines?

All wines are tasted multiple times by our tasting panel including foreign and local sommeliers before a decision is made to import. We need to be 100% sure the wine in question is suitable to the market in China and adds value to our portfolio.

Price is also an important consideration. At The Wine People, every wine we carry has to represent exceptional value for money for the quality level. Our reputation to both end consumers and trade customers has been built based on our ability to over-deliver in terms of value for money and quality.







# Ridgeview Estate

We are The Wine People

Ridgeview is a family owned company dedicated to the production of the highest quality sparkling wine using only traditional method.

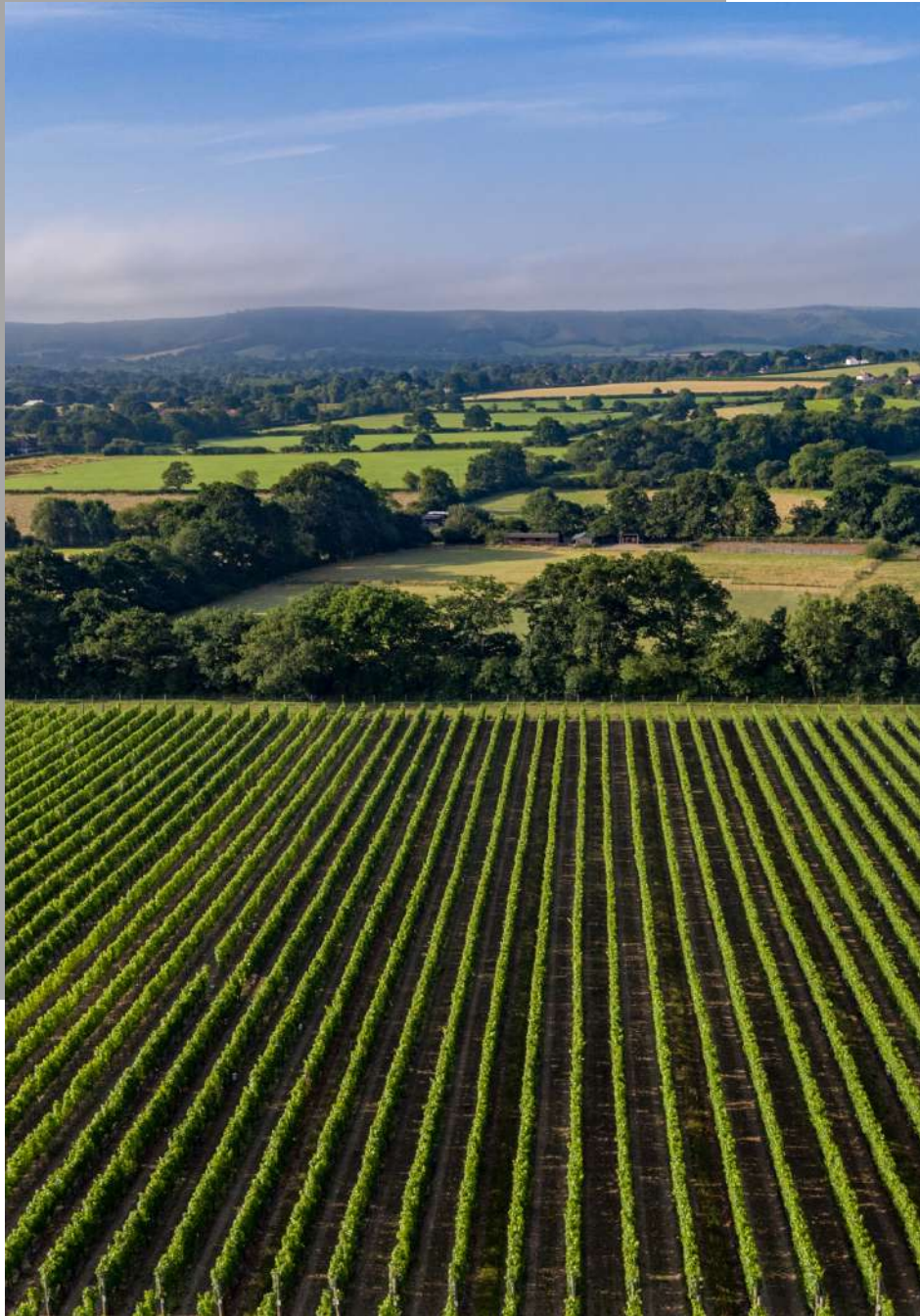
Ridgeview's dedication, passion and determination have significantly contributed to the international reputation and popularity now attributed to English Sparkling Wine.

Ridgeview was also the first English winery to be awarded the international accolade of IWSC Winery and Winemaker of the Year in 2018.





# Ridgeview Estate



TWP stock both  
Ridgeview Bloomsbury  
and Ridgeview  
Fitzrovia Rosé  
exclusively in China.



# Hush Heath Estate

We are The Wine People

Hush Heath opened in 2002 as a family-owned and family-run estate, crafting award-winning wines grown on their 85 acres farm in Kent.

All Balfour wines are produced using estate-grown, handpicked grapes of the very highest quality.

The cool climate and high levels of sunshine are ideal for producing grapes characterized by purity of fruit and high acidity, perfect for sparkling wine production.

Sustainability and conservation are paramount and present in all the practices used in their vineyards.

Their vines benefit from the outstanding soil, unique to their location in Kent, which provides wines with wonderful structure and their signature fruit-forward style.





# Hush Heath Estate



TWP are proud to represent Hush Heath in China and currently import Leslie's Reserve Sparkling. We will soon also add both their Skye White Blend and Pinot Noir Still Red to our portfolio.



# Bolney Estate

We are The Wine People

Founded in 1970 by Janet & Rodney Pratt, Bolney is one of the oldest commercial vineyards in England.

Their daughter, Sam Lintner took over as winemaker in 1990 and the estate has gone from strength to strength since then.

Sam was awarded IWSC UK Winemaker of the Year in 2012.

Their wines are served on British Airways First Class and were selected as the sparkling pour at Wimbledon.



THE  
**BOLNEY**  
SUSSEX *Estate* ENGLAND





TWP import Bolney Bubbly, Bolney Eighteen Acre Sparkling Rosé and Bolney Blanc de Blancs exclusively in China.

# Bolney Estate



# Sherrah

We are The Wine People

In recent years McLaren Vale, South Australia has been going through a true revolution thanks to a number of innovative winemakers from boutique farms.

They have moved away from big bold fruity Shiraz by experimenting with a wide range of varieties suited to their terroir and climate, combined with a more elegant winemaking style.

Sherrah was founded by iconic winemaker Alex Sherrah (formerly head winemaker at Coriole & O'Leary Walker and currently at Haselgrove), as one of these exciting new brands emerging from this region.

His wines are all crafted from small pockets of premium fruit carefully sourced from old wine growing families and produced in the style which Alex believes best showcases the unique terroir and the intense fruit flavours.



**SHERRAH**





TWP are very proud to bring his wines to China & exclusively stock Sherrah Shiraz, Sherrah GSN (Grenache, Shiraz, Nero d'Avola) & Sherrah Chenin Blanc.

# Sherrah



# Naked Run

We are The Wine People

Back in 2005, three friends decided to pull together their efforts and create Naked Run Wines.

Steve, Brad and Jayme met at university and followed separate career paths in the wine industry becoming a successful winemaker at Pikes in Clare Valley, a renowned viticulturist and a passionate wine sales person.

The concept behind Naked Run is simple: make good wine, starting in the vineyard and finishing in the bottle.

Naked Run wines are true to their terroir, made with the concept of bringing the vines on people's tables.



NAKED RUN WINES





TWP recently started importing Naked Run Aldo, which is crafted from a small pocket of Grenache vines situated in the southern Barossa Valley, planted by Steve's Italian grandfather & tendered by the winemaker's family for almost nine decades. These 88 year old vines have survived droughts, floods and ultimately housing developments.

# Naked Run



# Chaffey Bros

We are The Wine People

Chaffey Bros wines make statements as bold as their avant-garde labels!

Founded by winemaking brothers-in-law Daniel Chaffey Hartwig and Theo Engela, they are members of the grassroots revolution taking place in the Barossa today.

Reinterpreting the wines that made the region famous while exploring special vineyards, varieties and sub-regions.

Purity of fruit and minimal-intervention winemaking underpin their professed passion for storytelling.

Their wines are all made in a style that epitomize the best of both the Barossa and Eden Valleys.







TWP are the exclusive importer of Not Your Grandma's Rosé, the aromatic Blütenpunkt Gewürtztraminer & Kontrapunkt Kerner, La Conquista! & La Resistance! red blends as well as the Synonymous Barossa Shiraz and the elegant Eden Valley Evangeline Syrah.

# Chaffey Bros



# Mojo Winemakers

We are The Wine People

Mojo winemakers are seriously passionate about wines but they're just as serious about good times and good vibes.

Their wines are crafted thoughtfully from the best fruit available in Australia and they love nothing more than road tripping around farms to seek out the best grapes.

Their wines are approachable, affordable, delicious and designed to be shared with family and friends, to celebrate the convivial nature of life.



**MOJO WINEMAKERS**





TWP import Pink Moscato by Mojo, a low alcohol lightly sparkling semi-sweet pink Moscato, under a private label designed by their creative and marketing team in cooperation with Mojo Winemakers.

# Mojo Winemakers



# Marisco Vineyards

We are The Wine People

Founded by Brent Marris, Marlborough's first home grown winemaker and one of New Zealand's most respected winemakers. After establishing Oyster Bay as one of the most famous NZ brands worldwide, Brent's passion led him to create Marisco, a legacy for his future generations.

He found a perfect location on the banks of the Waihopai River, 268ha of ancient river bed offering the diversity of terroir that winemakers can only dream of.

His goal was to produce Sauvignon Blanc of the style that made Marlborough internationally famous, with The Ned range truly reflecting his ability to capture the intense fruit flavours characteristics of both his property and the region.

Brent went on to launch the Reserve King's Series as well as buy the nearby farm Leefield Station, now home to some of the best reserve wines from the Marlborough region.





# Marisco Vineyards



TWP are the exclusive importers of The Ned, The King's Series and Leefield Station ranges in China.



# Palliser Estate

We are The Wine People

Palliser is one of New Zealand's premier wine brands who started with the revolutionary idea of converting farmland into vineyards. When everyone else was grazing sheep, the team at Palliser were the mavericks who took the gamble and converted farming land to vineyards. "While enjoying lamb chops is ok, wouldn't you rather enjoy a glass of award-winning wine?"

Now known as the "Burgundy of the South" by many, experts tasting the early vintages from Martinborough were blown away by how similar the wines were to Burgundy. Despite the youth of the vines, Martinborough wines are both powerful and nuanced, showing early drinkability, alongside incredible aging potential.

Palliser is in the process of converting their winery and 8 vineyards to full organic management, in order to provide the truest representation of "a sense of place" through the wines as well as improving the soil for future generations.



PALLISER ESTATE



TWP are proud to represent the full Pencarrow Range (Sauvignon Blanc, Pinot Gris & Pinot Noir) as well as Palliser Reserve Pinot Gris & Rosé exclusively in China.

# Palliser Estate



# Sugar Loaf Estate

We are The Wine People

Handcrafted in Marlborough by winemaker Kate Acland and her team according to the principles of agricultural sustainability and minimal intervention.

Coming from five generations of farmers and having studied viticulture & enology, Kate founded Sugar Loaf in 2004 and purchased the first vineyards in 2007, including some of the oldest vines in Marlborough.

With her husband David, their three kids and a team of six, she practices the philosophy of farming, growing and winemaking with a light touch.

Kate's wines all over-deliver and have been firm favourites of many of our customers.







# Sugar Loaf Estate

TWP stock Orchard Lane Sauvignon Blanc, Sugar Loaf Harriet Rosé and Sugar Loaf Riesling.



# Ataraxia Estate

We are The Wine People

Greek for “a serene state of mind, free from worry and preoccupation”, Ataraxia certainly lives up to the hype. The winery is perfectly positioned on a commanding rise in the beautiful Hemel-en-Aarde cool climate wine-growing valley.

Meaning “heaven and earth” in Afrikaans, Ataraxia is home to some of the most spectacular terroirs South Africa has to offer. In 2004, Kevin Grant (Cape Guild winemaker & formerly head winemaker of Hamilton Russell) purchased Skylands Farm and Ataraxia was created.

More than a decade later, they are associated with crafting wines of incredible finesse, balance and depth; wines that proudly hold their own on the international wine stage.

The Sauvignon Blanc is listed by renowned Michelin Star Chef Hester Blumenthal at The Fat Duck and the Chardonnay was awarded best new world Chardonnay in 2019.



ATARAXIA





TWP exclusively import the Ataraxia Sauvignon Blanc, Chardonnay and Serenity Red Blend showcasing the Pinot family tree.

# Ataraxia Estate





# Colmant

We are The Wine People

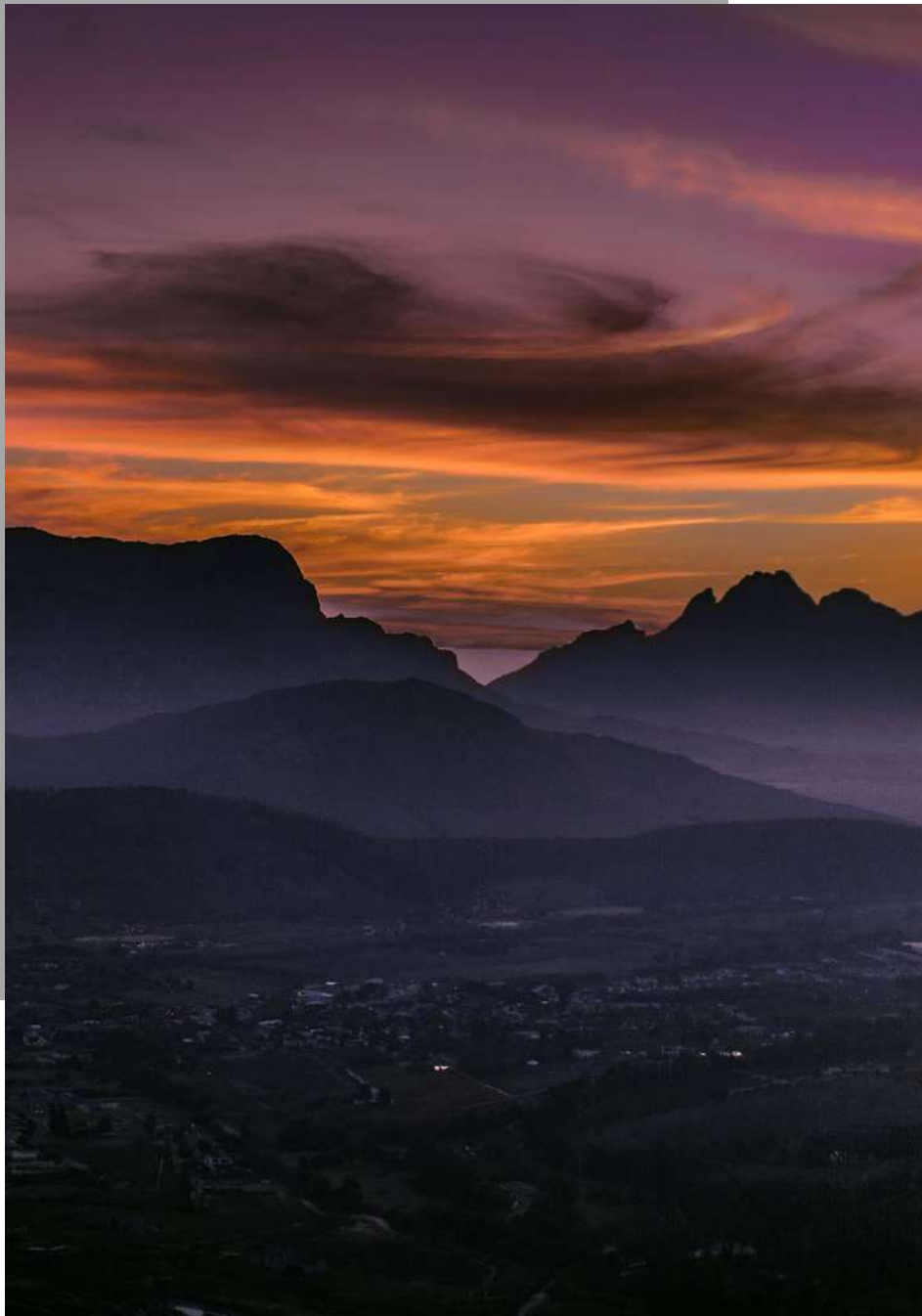
After running a tomb-stone business in Belgium for 12 years, Jean Pierre Colmant, his wife Isabelle and their 5 children were ready for a change of direction in their lives.

Fallen in love with the beautiful Franschhoek valley, they sold their business and family home in Belgium and set off on their new adventure.

As a Champagne lover, JP felt the South African sparkling wine industry had not been given the attention it deserved so he started planting Chardonnay and Pinot Noir vines and building South Africa's first cellar to be solely dedicated to Cap Classique (sparkling wine made in the traditional method).

Colmant is renowned for producing some of the best bubbles in South Africa where production costs are much lower than Europe, so these wines offer incredible value for money.





# Colmant

TWP stock Colmant  
Sec Reserve and  
Colmant Sec Reserve  
Rosé, both fruit driven,  
off-dry styles of  
sparkling.



# La Bri Estate

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Since its establishment in the late 17th century, La Bri has been a source of fine wines. The winemaking team at this boutique farm focus on crafting limited volumes of reserve wines, by applying traditional techniques through state-of-the-art equipment. To protect and preserve the fruit's freshness, all grapes are hand-picked in order to express the principles of artisanal winemaking as well as the link with the land.

GM & chief winemaker Irene Waller first trained as an accountant, until she took a wine course which ignited in her the desire to learn more about wine. She spent the next 5 five years traveling in Australia, South Africa and Europe to gain wine experience and returned to Stellenbosch in 2001 to study BSC Agric which she achieved Cum Laude.

She worked as assistant winemaker at the renowned sparkling producer Graham Beck in South Africa before joining La Bri as chief winemaker at the age of 36.



**LABRI** 1694  
**FRANSCHHOEK**





TWP exclusively  
stock La Bri Reserve  
Chardonnay, Syrah  
and Merlot.

# La Bri Estate



# Edgebaston Estate

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Edgebaston wines are crafted by winemaker David Finlayson on the Finlayson family vineyards in Stellenbosch.

His winemaking philosophy is to express the personality of the Finlayson family and the sense of the place where their wines come from.

David likes to tell the story of how as an 11yr old boy he opened the valve of a wine tank to see how it worked and was washed off his feet by a tidal wave of Pinot Noir.

A decade after the incident, he joined his father in building the reputation of Glen Carlou into a world-class South African winery.

He qualified as a winemaker and experienced winemaking in Australia and France at iconic Chateau Margaux before being welcomed into the elite of the industry as a Cape Guild Winemaker.



*Edgebaston*  
FINLAYS  N



# Edgebaston Estate



TWP stock Honey Shale Hill White & Red Blend, The Pepper Pot, The Ninth Note, Camino Africana Reserve Chenin Blanc and Cabernet Franc as well as Rough Diamond Viognier and Tempranillo, which was a special collaboration with his head winemaker to showcase the beauty of lost grapes in the Cape.





# Pascual Toso Estate

We are The Wine People

Family-owned since 1890, Pascual Toso winery was founded by an Italian winemaker from Piedmont, Italy who arrived in Argentina in 1880 bringing some Italian vines to plant in the newly discovered wine area of Maipu Valley.

Located in the Barrancas region at the foot of the Andes, where the climate is hot by day and cold by night, both ideal conditions to reach excellence in winemaking.

Pascual Toso winery has 400 hectares of vineyards, including the original soils from more than 100 years ago and 60 to 100 years old vines still being used for premium wine production.

Thanks to the supervision of consultant winemaker Paul Hobbs, rated as one of the top 5 winemakers in the world, Pascual Toso succeeds to deliver a consistent style of intense flavours and gentle tannins in their reds while being also the largest sparkling wine producer in Argentina after Moët & Chandon.



*Pascual Toso*

# Pascual Toso

## Estate



TWP import Toso Brut  
(100% Sparkling  
Chardonnay), Estate  
Sauvignon Blanc, Malbec  
and Cabernet Sauvignon  
plus the Reserve Malbec.



# Domaine

Constant-Duquesnoy

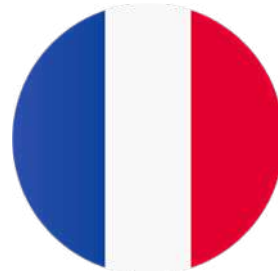
We are The Wine People

Founded by the Benoit family a century ago, the Rhone Valley domain has grown to 25 hectares of exclusively Grenache and Syrah, with a current production of 40,000 btl/year.

The vines are up to 50 years of age, with an average age of 30 years. Passionate about wine for over 20 years, Gérard Constant and his wife Denise Duquesnoy bought the domain in 2004.

Thanks to the long term cooperation with oenologist Philippe Cambie, the Domain wines regularly receive gold medals from prestigious concours and are awarded over 90 points from Robert Parker and Wine Spectator on a regular basis.

The domain's philosophy is to make great wine through the careful care of the vineyard while faithfully respecting the terroir to enhance the fruit flavours in their wines.



DOMAINE  
CONSTANT-DUQUESNOY



# Domaine Constant-Duquesnoy



TWP exclusively represent Cairanne and Confidence, both beautiful expressions of some of the most elegant Côtes du Rhône styles.



# Domaine Vincent Dampt

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Vincent is the son of Daniel Dampt and grandson of Jean Defaix, both admired Chablis producers. Respectful of family tradition, Vincent is nonetheless determined to build his own reputation.

Vincent is fiercely passionate about wine and the Chablis terroir, yet open to new ideas and methods in his pursuit of quality.

Ever focused, Vincent enrolled himself in winemaking school aged just 14, then worked in Burgundy before heading to New Zealand's Marlborough region, an experience he calls mind expanding.

Vincent's vines, inherited in 2004, are planted on Chablis' quintessential Kimmeridgian soils, made of clay, limestone, chalk and marine fossils, which some would claim contribute to Chablis' classic minerality and crushed shell aromas.



# Domaine Vincent Dampt



TWP are proud  
distributors of Vincent  
Dampt's steely and  
mineral classic Chablis.





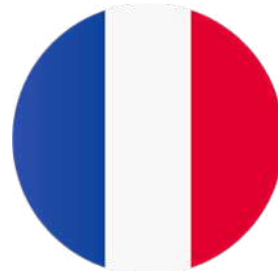
# Champagne Eric Legrand

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Éric Legrand inherited not only the vineyards from his father but also a love of their culture. He has successfully built a 12ha terroir that today allows free rein to his "sparkling" skills.

To meet his own expectations and those of his fans, each day since 1986, he starts with a quest for excellence: in the vineyards as well as in the winery. Éric Legrand works insatiably to create a wine that is perfect in both its structure and its flavors.

To achieve this, he surrounds himself with teams that work tirelessly to research cutting edge viticultural tools and techniques and to continually increase his knowledge.



CHAMPAGNE  
ERIC LEGRAND

# Champagne

## Eric Legrand



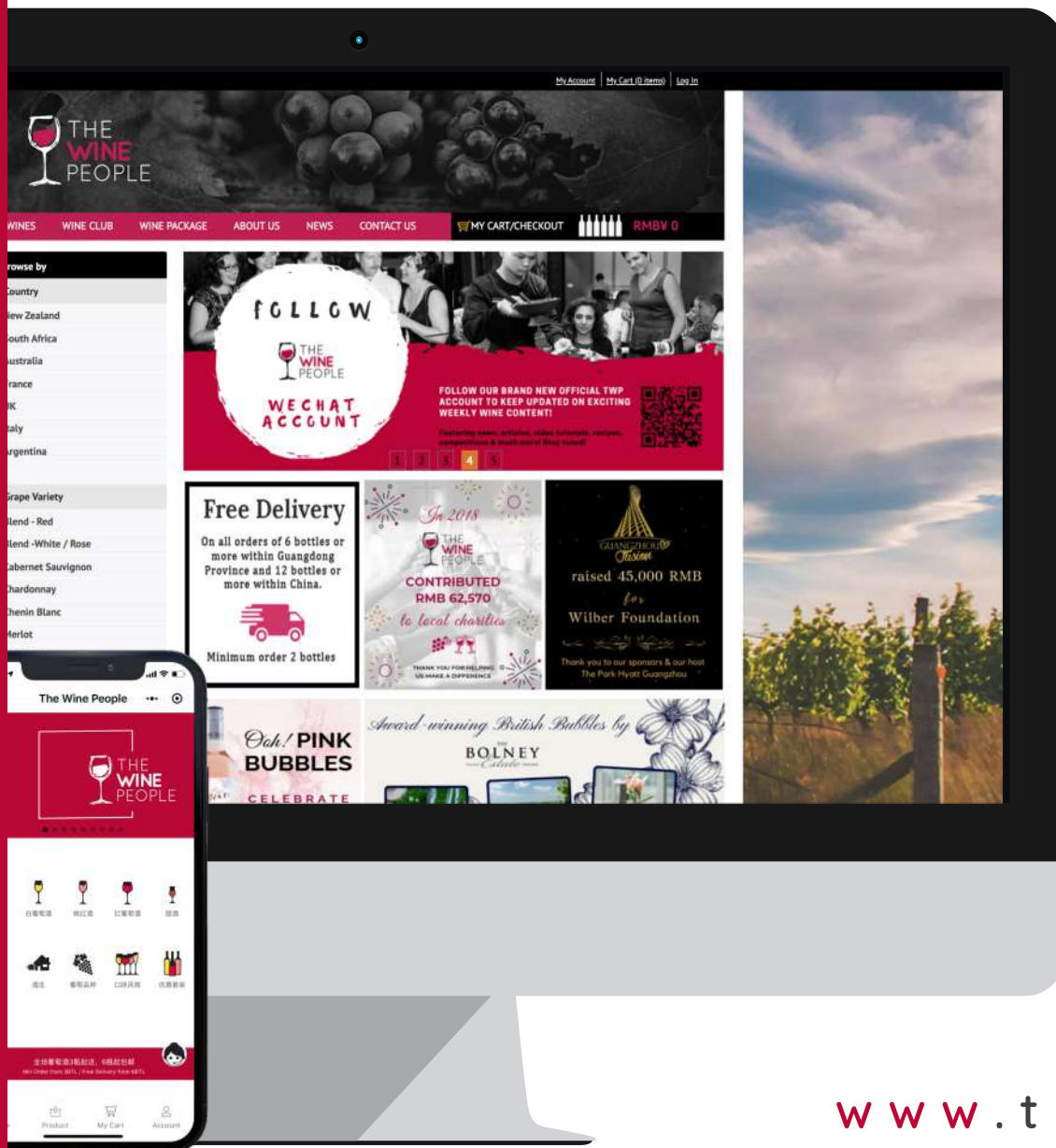
TWP stock  
Champagne Eric  
Legrand Cuvée  
Reserve, pure  
expression of the  
intense and rich style  
of Champagne coming  
from the Côte des Bar.







# Find Us



## Headquarters & Show Room

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[www.thewinepeople.cn](http://www.thewinepeople.cn)

# Follow Us



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ACCOUNT**

**FOLLOW OUR BRAND NEW OFFICIAL TWP  
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CONTENT!**

Featuring news, articles, video tutorials, recipes,  
competitions & much more! Stay tuned!



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Wechat



Wechat Shop



Webshop



We are The Wine People



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