



QUINTA NOVA
DE NOSSA SENHORA DO CARMO

Press Dossier

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The Amorim family's best-kept secret

Nestled in the heart of the Douro Valley, Quinta Nova de Nossa Senhora do Carmo is one of the region's oldest and most emblematic estates. With a pioneering role in a wide array of different areas - from monovarietal plantation to wine tourism - its greatest treasure is undoubtedly its authentic and iconic wines. Wines that masterfully reflect the exclusivity of the estate's micro-terroirs and 41 vineyard plots, that have more than 250 years of history.

Quinta Nova de Nossa Senhora do Carmo is one of the most important wineries in the Cima Corgo sub-region. It has a long history, a unique natural wealth, and an excellent terroir. The 120-hectare estate occupies a 1.5 km stretch of land along the right bank of the Douro River - which is traditionally more sunny and more valued - including 85-hectare continuous vineyard, located within the UNESCO world heritage site. Owned by the Portuguese Royal Family until 1725, Quinta Nova became a "new estate" when two estates were combined into one. During the 18th and 19th centuries, several Portuguese families lived here, giving life to the vineyard and wines, the fruit orchards, the 1765 chapel, the watermill next to the old olive grove, and the stream that runs through the farm, which is of great value in this important moment of agriculture in the Douro region.





The name “Nossa Senhora do Carmo” dates to the 17th century, when a small chapel was built on the bank of the Douro River to protect sailors who transported barrels of Port Wine in small rabelo boats along a particularly treacherous stretch of the river.

The estate gained a new lease of life in 1999, when it was acquired by the Amorim family, thereby strengthening the family’s historic relationship with the world of wine. In 2020, Amorim celebrated its 150th anniversary of a business that originally began with the production of cork stoppers for Port Wine Cellars, in Vila Nova de Gaia.

LUISA AMORIM’S PIONEERIN ROLE

Luisa Amorim is a member of the fourth generation of the Amorim family and is the CEO of Quinta Nova de Nossa Senhora do Carmo. The estate is the 12nd biggest company in worldwide sales of Douro wines and sells around 600,000 bottles per year. Accustomed to travelling with her father, Américo Amorim, with whom she met wine producers in different corners of the world, Luisa Amorim soon realized that the wine business had a special charm and many similarities with cork: in terms of proximity to nature, the importance of international relations and the need for patience – for example one has to wait 25 years before extracting cork for the first time from a cork oak tree...In just 20 years, the “old” Quinta Nova has been redesigned, in a project developed from scratch, involving intensive transformation of the vineyard and winery, including planting of 50 hectares of vineyard, in order to enhance the excellence of the estate and the terroir, which now has 85 ha continuous vineyard.

In 2005, the estate also became a reference in wine tourism, through the inauguration of a winery hotel, and later the Conceitus restaurant, currently known as Terraçu's, located in the former 19th century manor house.

In parallel, the first great Douro wines from Quinta Nova were launched at a time when the Amorim family decided to sell its Port Wine company, JW Burmester, and focus on producing still wines and managing estates in the Douro.

Luisa Amorim is curious and restless and has a great passion for the Douro's history and culture. She has designed a wine tourism project, with a classic regional gastronomic component. The project includes various details, in terms of decoration and landscaping, that can be experienced in this historic estate. In her busy personal life, she has always embraced many challenges.

In 2010, she assumed a major social commitment, by founding the Bagos d'Ouro Association, which supports the education of around 150 underprivileged children and young people from the Douro, and involves more than 21 renowned wine producers, aiming to achieve a more balanced and inclusive Douro.

THE ALTO DOURO WORLD HERITAGE SITE

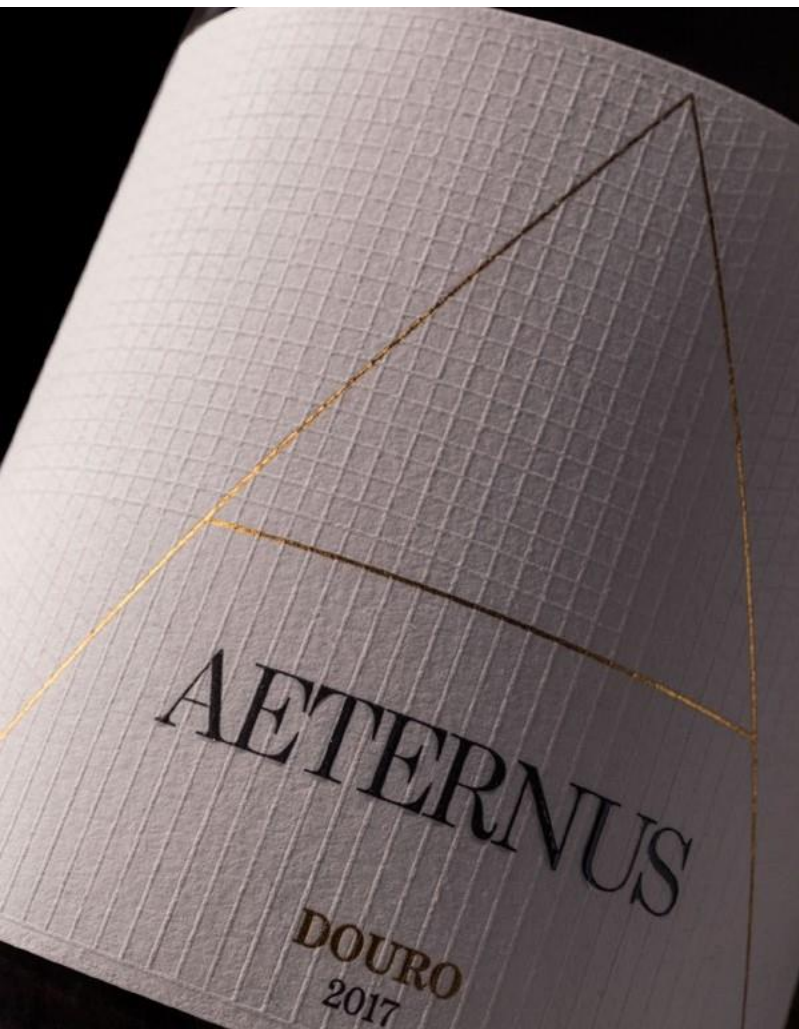
The age-old history of Port Wine, in the world's first demarcated wine region, stands in marked contrast with the recent history of still wines from the Douro region, that have enjoyed significant growth since the 1980s, after Portugal joined what was then the EEC. Until the 1970s, Portugal had a closed economic system and wines could not be exported directly from the Douro estates. Port wine could only be exported in bulk by the Port Wine Cellars, located in Vila Nova de Gaia. Quinta Nova's first commercial label was launched in 1992 - a Vintage Port, made by Burmester. Other Port wines were subsequently launched in the market and even some Douro wines, but on very small scale.



Twenty-five years ago, the global wine trade was very different. London was the epicentre of the world's wine business, and the key event was the London Trade Wine Fair, that unveiled new trends such as Australia's international strategy, the consistency of wines from Chile and the quick response of wines produced in Argentina and Spain. Vinexpo, in Bordeaux, had red carpets filled by the main traditional buyers. Prowein, in Germany, took place at the right time of the year, and has now become the world's most important showcase. This is where Portugal unveiled its first steps in cultivating international grape varieties, above all wines from the Alentejo. Douro wines began to be exported outside Europe for the first time.

STEP BY STEP, THE HISTORY OF QUINTA NOVA'S WINES

Luisa Amorim and her team of five winemakers strive to achieve perfection. They travel the globe, take part in harvests in different international regions, and welcome winemakers from all over the world. They rigorously select grapes from the estate's different 41 parcels, making wines based on contemplation rather than intervention, and respecting the need for patience, tasting, thinking and deciding, in a ceaseless desire to understand wine, until they reach perfection. That is how they discovered new styles and grape varieties that had fallen out of use, interpreting the different terroirs of Quinta Nova, falling in love with the estate's elegance and sophistication, producing a range of wines, of which 80% are reds, divided into different brands and profiles. Half of the portfolio is reserved to other brands, such as Mirabilis, Grainha and Pomares.





This involves considerable generosity and a unique identity, where tradition and technology go hand in hand and where new wines are created each year, reflecting the finest expression of each micro-terroir.

Thinking back to the first harvest in 2003, one must inevitably start with **Quinta Nova's Unoaked Vintage** - an English terminology that may at first seem odd. This was one of the first batches of unoaked red wine from the Douro region, and the only one that has always remained true to its style.

The Quinta Nova brand first gained major expression with the 2005 vintage, which revealed the finest expression of the Touriga Nacional grape variety, originated from the first monovarietal plots planted in the late 1970s. That is how the **Grande Reserva** (currently designated by **Quinta Nova Vinha Centenária Referência P29/P21**) wine was born - the first of the estate's iconic wines, that made significant use of Touriga Nacional - the Portuguese grape variety par excellence - which has its natural habitat in the Douro.

Talking about the world's leading wines also means white wines, and Luisa knew that she would be unable to sell her dream to importers unless she produced white wines. At the time, white grapes were practically exclusively sold for making white Port Wine, a slightly sweet aperitif wine, that was sold primarily in Portugal. In 2004 we produced the first batch of Pomares Tinto (red) wine and in 2005 was born Pomares Branco (white) wine, that used grapes - Rabigato, Gouveio and Viosinho - from small farmers.

In that same year, wine enthusiasts began to appear in Portugal. They were looking for a reserva wine suitable for restaurants, more gastronomic, with greater quality, but which did not have to be aged. **Grinha Tinto** (red) was launched in 2005, and **Grinha Branco** (white) was launched in 2006.

This was a more serious version of the Pomares wines and may well have marked a turning point for the company, due to the wines' consistent quality and because this passed the quality frontier for iconic wines. In order to make a wine using Tempranillo - the most Iberian of all grape varieties - Quinta Nova's winemaking team headed to Valbuena de Duero to learn how to work better with Tinta Roriz to make Douro wines, rather than Port wines. That is how another iconic wine was launched, in 2008 - the **Grande Reserva Referência**, currently known as **Quinta Nova Vinha Centenária Referência P28/P21**. But the team of winemakers wanted more. Beyond the characteristics of the terroir, they were looking for wines that expressed a superior three-dimensionality. That is how **Mirabilis** was born, in 2011. The name derives from a Latin term which means "something wonderful", perpetual, revealing the character and delicacy of the ancient vines. Mirabilis was initially launched in the white wine version, followed by the iconic red. Douro wines for the world, wines based on grape varieties rather than the plot, which prove the mastery of the human hand and the art of creating a unique blend.

The Quinta Nova collection still lacked an important **Rosé** wine. For this reason, in 2015, a structured, Provence-style rosé wine was launched, using the blanc de noirs technique, in a slightly more aromatic version of Tinta Roriz and Touriga Franca grape varieties. It positioned itself as a premium wine for fans of rosé wines, aged in French and Hungarian oak barrels.



*Our wines
talk about our land,
while respecting the present
to preserve the future.*



Consumers' preferences change and Quinta Nova decided it was necessary to create a reserve wine, with a succulent and muscular style, that would reveal the nature of the Douro region, once again revealing the terroir and the estate's main grape varieties: Touriga Nacional, Touriga Franca, Tinta Roriz and Tinto Cão. That is how the **Quinta Nova Reserva Terroir Blend** was born in the same year - in 2015.

In 2017, **Aeternus** is born, that pays tribute to Américo Amorim. It is a unique wine, launched only in exceptional years, produced using the grapes from the centuries-old vineyard, that reflects the region's classicism, sophisticated character and imminent longevity.

Finally, in 2022, Quinta Nova's Reserva range grows with the introduction of a pioneering wine in the Douro: **Quinta Nova Reserva Blanc de Noir**, a white wine made from red grapes from plots installed at the highest levels of the property. A wine that broke paradigms, breaking new ground in a region not used to a blanc de noir in the Doc Douro category. But it's only in 2023 that the Quinta Nova Reserva range will be complete with the launch of the single variety Touriga Nacional. The new **Quinta Nova Reserva Touriga Nacional** that promises to surprise with its aromatic nuances, silky texture, nerve and surprising freshness. The wines **Quinta Nova Reserva** talk about our land. They are the most exclusive and authentic expression of our territory. Sophisticated, elegant and with a rare structure, these wines are the result of a careful selection of grapes, considering the particularities of each of the 41 plots existing in this Quinta, which has more than 250 years of history.

7 HECTARES OF VINEYARDS ON CENTURIES-OLD TERRACES WITH 80 GRAPE VARIETIES
Quinta Nova has centuries-old terraces, divided into two parcels, with extraordinarily rare vines: one parcel is 2.5 hectares in size, and the other is 4.5 hectares. A unique genetic heritage, in terms of its significant size, located at 150 meters of altitude, with solar exposure to the southwest, preserved by 2.5m high schist walls.



All these plants derive from vines planted immediately after the phylloxera outbreak (about 80 red and white varieties, ensuring replanting, in a field blend, of 6000 plants per hectare). They have been preserved until today with the aim of creating high quality wines. In this complex system, plants compete with each other and increase their concentration levels.

Despite the very low level of production, these plots are maintained using traditional techniques. The soil is tilled with traditional ploughs and horses, and naturally fertilised by digging up the earth and introducing manure, an option that aims to preserve the history and tradition of the Douro region. This is the culture that Quinta Nova de Nossa Senhora do Carmo preserves and is its greatest inspiration every day for creating fine Douro wines with small gestures that make all the difference.

THE ESTATE WITH THE FIRST MONOVARIETAL PLANTATION IN THE DOURO

Quinta Nova was chosen for the first study of monovarietal planting of a single row of vines in terraces, in the Douro region, conducted by the Portuguese Ministry of Agriculture, through the Centre for Viticultural Studies in the Douro between 1979 and 1981. The first grape variety using monovarietal planting of a single row of vines in terraces, was Touriga Nacional, then Tinta Roriz and finally Touriga Franca:

- Touriga Nacional with 1.65 ha, at an altitude between 170m and 205m, with East/North exposure;
- Tinta Roriz with 1.57 ha, at an altitude between 205m and 210m, with South/West exposure;
- Touriga Franca with 1.51 ha, at an altitude between 160m and 170m, with South/West exposure.



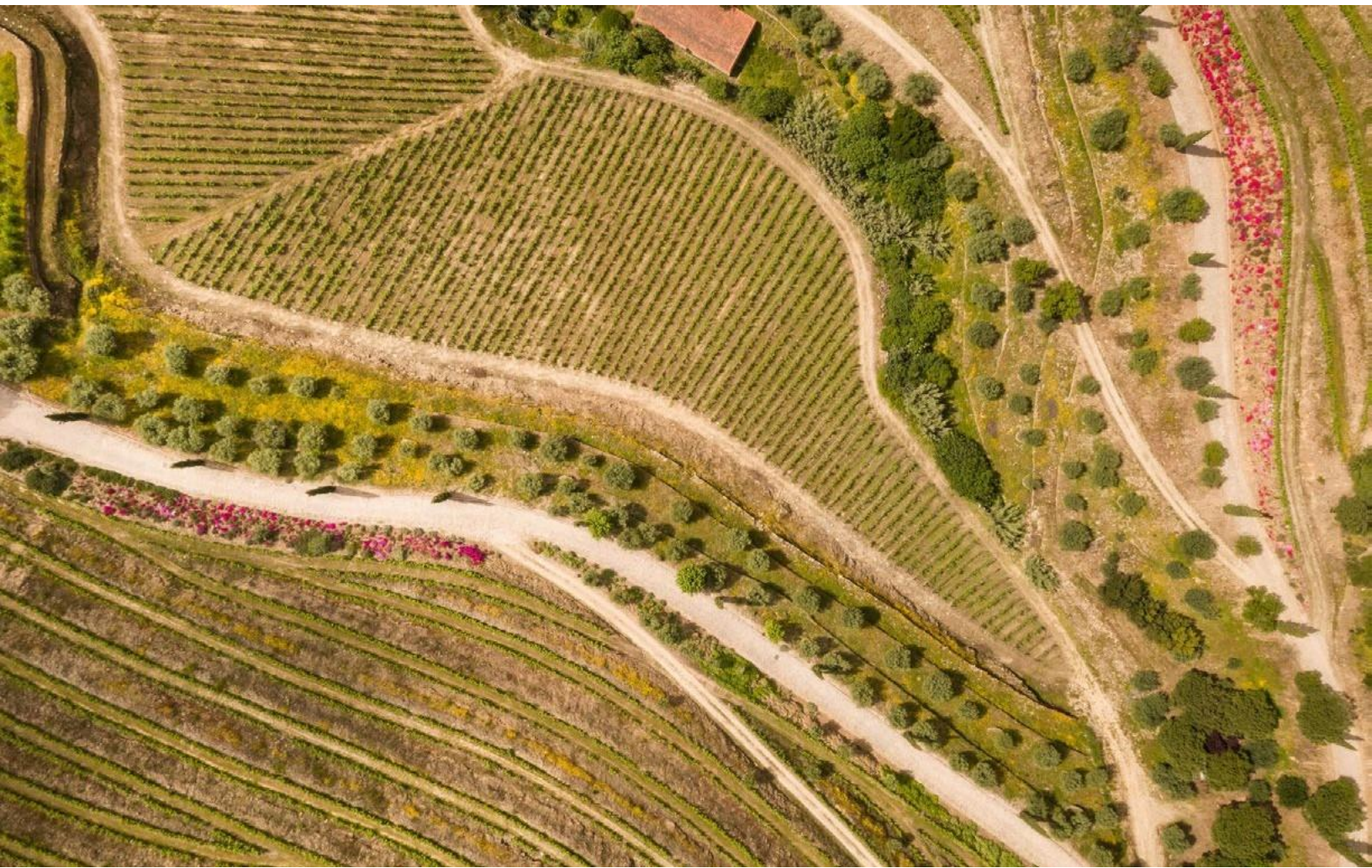
Given the estate's steep slopes, which attain up to a 45% slope, it was concluded that it did not satisfy the minimum number required by law (2900 plants per / ha) stipulated by the Casa do Douro for the attribution of benefits. Today, after so many years, it is concluded that planting in a single row is the best way to preserve the soil and plants.

MASSAL CLONAL SELECTION

The clonal study in the Douro region began 20 years ago. The Study Centre (currently the INIAV) provided the selection fields of vegetative material and grafting sticks. With extensive knowledge of other regions and new world trends, the model was replicated as early as 2001 in the new plantations in the Quinta Nova de Nossa Senhora do Carmo, selecting the best plants, in winemaking and viticultural terms. In the centuries-old vineyard, all vines that reach the end of their life are grafted using branches from sister vines, and then planted in the same vineyard. As in a family, the vines are all related to one another and, even at different ages, they grow and live together. This is a unique genetic heritage in the world, that Quinta Nova strives to preserve for future generations.

THE 41 VINEYARD PLOTS AND THE THREE OCCURRENCES OF SCHIST

Quinta Nova de Nossa Senhora do Carmo is fortunate to be located on the exact confluence of three occurrences of schist, with different chemical compositions, physical resistance and colouring - the so-called schists of the age of Pinhão; and the schists of Ervedosa and Wishosa.



Their geological origin is based on a pre-Ordovician graywacke schist complex, although recent forms of schist, from the Ordovician and Silurian periods can also be found. They are skeletal, poor and theoretically uncultivated soils, with sandy-loam, loam and silt-loam textures, pertaining to the family of anthroposols. With many stones at the surface, planting of vines is only possible by human hand, transforming the mother rock into arable rock, limited by water losses through erosion, but where the schist manages to recover temperatures at night, thereby fostering a microclimate in terms of the vines and roots - which is unique in the world. The exploration of these binomials of grape variety and schist is a natural wealth to be preserved and gives rise to experimentation of the estate's various altitudes for the same grape variety, the different solar exposures and topographies of the land, the different ages of the plots, the ways of training the vines or the grafting methods used. The combination of these many factors is responsible for the great complexity of Quinta Nova's wines.

Soil: graywacke schist (Pinhão, Ervedosa and Desejosa)

Total agricultural area: 120 hectares

85 hectares of continuous vineyard | 85 hectares in integrated production

Right bank of the river: 1,5 kms | **Altitude:** 80 m a 297 meters | **Slope:** 5 a 45%

Centuries-old vineyard on terraces: 12% | **Vertical planting:** 16% | **Patamares:** 72%.

Average age of vines: 45 years

Number of plots: 41 plots, on 85 hectares | **Density:** 3500 plants per hectare

Red grape varieties: 80 indigenous grape varieties in the centuries-old vineyard, and 8 grape varieties in the rest of the property

12% Centuries-old vineyard (field blend) | 20% Touriga Nacional | 24% Touriga Franca | 5% Tinta Barroca | 6% Tinto Cão | 17% Tinta Roriz | 10% Tinta Amarela | 3% Souzão | 3% Tinta Francisca

Team: 59 permanent employees





THE “ATELIER DO VINHO”, A PIONEERING FINE WINE DIVISION IN THE DOURO

When Luisa Amorim took over the management of Quinta Nova de Nossa Senhora do Carmo, while still very young, she had already visited many wine regions in the world, and always thought that the Douro region had the potential to extend well beyond Port Wine, producing iconic Douro wines and fresh white wines, following the trends of new consumers worldwide. On the other hand, the Douro was just beginning to produce still wines and had immense opportunities to explore. Eschewing the most obvious path, the winemaking team - coordinated by Jorge Alves and Ana Mota, in terms of winemaking and viticulture - began to explore the potential of each parcel, grape variety and plot of land. In 2010, the Atelier do Vinho was created, a micro-winery with careful winemaking techniques, where wines are developed with the idea of constant learning and self-improvement. A pioneering initiative in the Douro, this fine wine division is located in the old stone wine presses. It aims to vinify small parcels and sub-parcels of the estate, and experiment with different maceration and maturation systems. The unit only uses small wooden tubs and stainless-steel vats that enable great attention to detail - a true work of wine craftsmanship.

THE WINERY AS A LIVING HERITAGE TO BE PRESERVED

When we arrive here we might expect to encounter a contemporary winery offering superb views of the Douro River. But the estate’s 250-year-old history spans different levels, and includes a set of traditional white buildings, under which we find the reddy-brown coloured area of the wine press (the colour of red grape juice).

The buildings' large wooden doors pay testimony to the past, through which 550-litre barrels of port wine passed and were loaded on ox carts. Dating from 1764, this is one of the oldest wineries in the Douro region. Although it has a centuries-old historical heritage, linked to the production of Port wine, this is where the Amorim family decided to extend part of the original building, and build a modern winery inside it. Taking advantage of the uneven topography, spanning three different levels, the highest level is dedicated to the selection of grapes and vinification, in 12 ton vats of grapes, using a Punch Down system that makes it possible to submerge grape skins and seeds that rise to the must's surface during the fermentation process, and thereby ensuring greater extraction of polyphenols.

This is an effective, "reduction"-based, vinification system for red grape varieties susceptible to oxidation (eg Touriga Nacional and Touriga France). At this level, the deposits of 17 tons of grapes, for remixing, by pumping the must, are pumped from the base to the top of the deposit, thereby promoting the extraction of tannins and anthocyanins. This technique is used for grape varieties that are resistant to oxidation (eg Tinta Roriz, Tinta Amarela, Tinto Cão, Tinta Barroca). Finally, refrigerated mechanical presses, with the capacity for 10 tons of grapes, simulate the action of human feet, to crush and macerate the grapes. This is a unique, contemporary system, that delivers excellent results for grape varieties such as Tinta Roriz and Tinta Amarela. In contrast to the use of larger vats, the "Atelier do Vinho" - the micro winery that makes iconic wines - combines different qualitative levels and different wine styles in the same building.



The transfer of masses and liquids is facilitated by the use of the different elevations (gravity-assisted transfers), thereby avoiding unnecessary mechanical pumping, which is harmful to the quality of the wines. To make the white wines - that are more sensitive to oxidation, biochemical deviations, and microbiological contamination - the process is carried out in the complete absence of oxygen. The intermediate level is used for wines stored in stainless steel tanks and the lower level is used to place elements for ageing and maturation in 300-litre French and Hungarian oak barrels.



ENVIRONMENTAL COMMITMENT

The Quinta Nova de Nossa Senhora do Carmo has always been profoundly aware of the importance of sustainability, especially in view of the Amorim family's core business – based on the longevity of the cork oak tree and the 9-year cork extraction cycle.

Quinta Nova's sustainability practices are no passing fad. They are well rooted in the estate's day-to-day life, while respecting the rhythm of nature. The estate uses organic fertilisers, of natural origin, and ancestral techniques based on control of the yield, manual harvesting and many other traditional techniques.

Notwithstanding the impact of climate change and the additional difficulties caused by the lie of the land, Quinta Nova observes the best practices of integrated viticulture, which are believed to be essential to maintain the profile of the wines, year after year, and validation of a project that will have a future for coming generations, respecting the entire genetic heritage of the native grape varieties, which are more resistant and adapted to our terroir.

One third of the land is preserved in a virgin state, with small niches of Mediterranean shrubland, that provide a beneficial refuge for ancillary types of fauna close to the vineyard, as well as the beauty of the different fruit trees, including many tisanes and local herbs.

The schist walls are maintained on the vine terraces, to reduce soil erosion and maintain the planting density in the centuries-old vineyard.

Genuine partnerships are forged with local suppliers and farmers, always in favour of ensuring the sustainability of the business and the preservation of the traditions of the Douro, whose presence is also visible in the various historical niches, that have been intelligently preserved - such as the three ancient orchards, the old watermill, that used to produce olive oil used, chapels and the 1758 Pombaline milestone, that confirms the antiquity of subsistence farming in this estate next to the Douro River.





THE TEAM

LUISA AMORIM

Luisa Amorim was born in 1973 and is the CEO of Quinta Nova de Nossa Senhora do Carmo, in the Douro region, and Taboadella, in the Dão region. She has a BA Hons. degree in Marketing from ISAG - Higher Institute of Management and Administration and a BA Hons. degree in Hotel Management from EHTe and EHTP, complemented by various training courses in Hospitality at the Glion International Centre, in Marketing at UCI Communication - United States, and in Management at the Porto Business School.

In 2000, Luisa Amorim began her professional career in the wine sector at the Burmester Port Wine cellars. At a personal level, she owns a farm in the Alentejo region, the Herdade Aldeia de Cima estate, located in the Serra do Mendro, which also produces wine.

She is a director of several companies owned by Corticeira Amorim and Amorim Investimentos e Participações. In addition to her business activity, she is also the founder of the Bagos d'Ouro Association, and a member of the General Council of the Universidade Nova, Lisbon.

ANAMOTA

Ana Mota, was born in 1972 and is Quinta Nova's production and sustainability director. She has a BA Hons. Degree in Agronomic Engineering from the Escola Superior Agrária, Bragança Polytechnic Institute. In 2017, she participated in the Intensive Management Programme of Católica Porto Business School, at the Universidade Católica Portuguesa. She worked as a commercial technical delegate in a subsidiary of the Roullier Portugal Group.

In terms of wine growing, she was technically responsible for all cultural operations and budget control and purchases of products and materials, at the Quinta de Cidrô and Quinta dos Aciprestes, both owned by the Real Companhia Velha. In May 2001, she started working at the Quinta Nova de Nossa Senhora do Carmo, in charge of viticulture. In July 2005, she also assumed the role of Production Director. In 2018 she joined the Taboadella project, as Production Director.

JORGES ALVES

Awarded "Winemaker of the Year - 2018" by the Vinho Grandes Escolhas magazine, Jorge Alves has been in charge of winemaking at Quinta Nova de Nossa Senhora do Carmo since 2012, leading a team of four winemakers. In 2018, he also accepted the challenge of leading the winemaking activities at Taboadella, in the Dão region. Born in 1973, he has a BA Hons degree in Agronomy from Bragança Polytechnic Institute and a Post-Graduate degree in Winemaking from the Escola Superior de Biotecnologia, in Porto. He also attended the Master of Wine course, in London, from which he imported important concepts. He started his career in the Douro region, in the Adega Cooperativa de Alijó, and then worked in the Caves Transmontanas (Vértice) and the Quinta do Tedo, in 1997. Since 1999 he has co-coordinated the Quanta Terra project, together with his friend and winemaker, Celso Pereira.

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