

Confidential Investment Opportunity

A family winery in Naramata, British Columbia.

For this purpose, let's fondly call it "the Company."

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Company Overview

Family-owned and operated, the winery includes land, buildings, existing branding, inventory and accounts. This winery offers a loyal base of customers, and is valued by wine consumers for its commitment to quality and sustainability. The Company has a very strong market position in the Lower Mainland, Vancouver Island, Whistler, The Okanagan and Alberta. This strong brand following allows us to achieve higher than average Margins.

Naramata: A Winning Location

The Company's location is an idyllic 5.4-acre parcel on the Naramata Bench. The lake and valley views are spectacular from the vineyard and the wine shop, creating a memorable visitor experience. In 2019, the Naramata Bench received the prestigious designation of a Sub-G.I., or sub-appellation.

"The Okanagan enjoys unusually good growing degree days for a viticultural area this far north. Naramata Bench's exposure to Okanagan Lake assures enviably long hang times in the fall. The soils are a complex medley of young, old and volcanic."

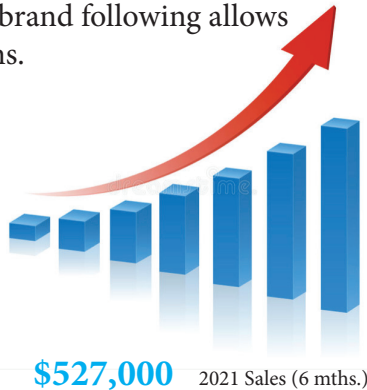
John Schreiner, Canada's most prolific author of books on wine.

The Philosophies of Small Batch Quality:

- ★ Harvest grapes when they are balanced.
- ★ Hand-pick and press gently.
- ★ Use oak only to balance quality fruit.
- ★ Avoid adding anything to the wine that you don't absolutely need.

Naramata is a delightful community in which to work, play and live. The hills provide abundant access to nature and outdoor recreation.

The village offers cafes & shops, beaches and a laid-back vibe.



\$527,000 2021 Sales (6 mths.)

\$464,967 2020 Sales

\$433,685 Sales 2019

\$251,000 2021 EBITDA (6 mths.)

\$188,000 2020 EBITDA

\$140,000 2019 EBITDA

Sales Ratios:

Retail 30%
Online 20%
Agents 25%
Bulk wine 25%

4000 cases sold per year.

Customer Loyalty

Fast growing wine club, strong referral business and high ratio of repeat buyers.

Awards: and the winner is...

Best Red Wine in Canada

Top 5 Small Wineries in Canada.

(And in the top 25 wineries overall in Canada).

Platinum award for two years running.

Numerous Gold and Silver Awards for wine varietals dating back to 2015.

High Asset Value: Land, Equipment, Home & Buildings,

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Philosophies of Sustainability:

Strong focus on wine quality coming from the vineyard.

Grapes are grown with minimal chemical intervention.

Soil nutrients are monitored regularly and replenished with organic manures and composts.

The winery is committed to practices which keep the vineyards healthy over the long term.

There is a focus on minimizing environmental impact on the surrounding environment and community. This includes utilization of sustainable packaging and recycling as well as minimising waste and pollution.

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