

# GUSBOURNE

A year of strong revenue growth underpinned by further strategic progress

FINAL RESULTS FOR THE YEAR ENDED 31 DECEMBER 2022

“Our vision is simple. Through craftsmanship, respect for nature and uncompromising attention to detail we strive to create England’s finest and most celebrated wines.”

Charlie Holland  
Chief Executive Officer



# Agenda

- CEO: Highlights and Strategy Update
- CFO: Financial Review
- CEO: Conclusions and Outlook



01

HIGHLIGHTS AND  
STRATEGY UPDATE

## 2022 Summary: Continued Strong Progress

### FINANCIAL HIGHLIGHTS

- Net revenue up by 49% (2021: 95%) to c. £6.2m reflecting continued robust sales growth across all channels
- Gross margin improved to 59.2% (2021: 55.9%)

### OPERATIONAL HIGHLIGHTS

- Purchase of 55 hectares of new land bringing total freehold land to 201 hectares
- Most of new land will be planted in 2023/2024
- Critically acclaimed launch of new luxury 'Fifty One Degrees North' – England's most exclusive sparkling wine
- Continued global expansion with distribution in 30 international markets
- Record number of awards, medals and trophies at international competitions



# The English wine market

**BOTTLES SOLD**  
9m+ in 2022\*

\*Company estimate, source  
Wine GB

**PRODUCT SPLIT**  
65% Sparkling  
35% Still

**PLANTING**  
+70% in the  
last 5 years

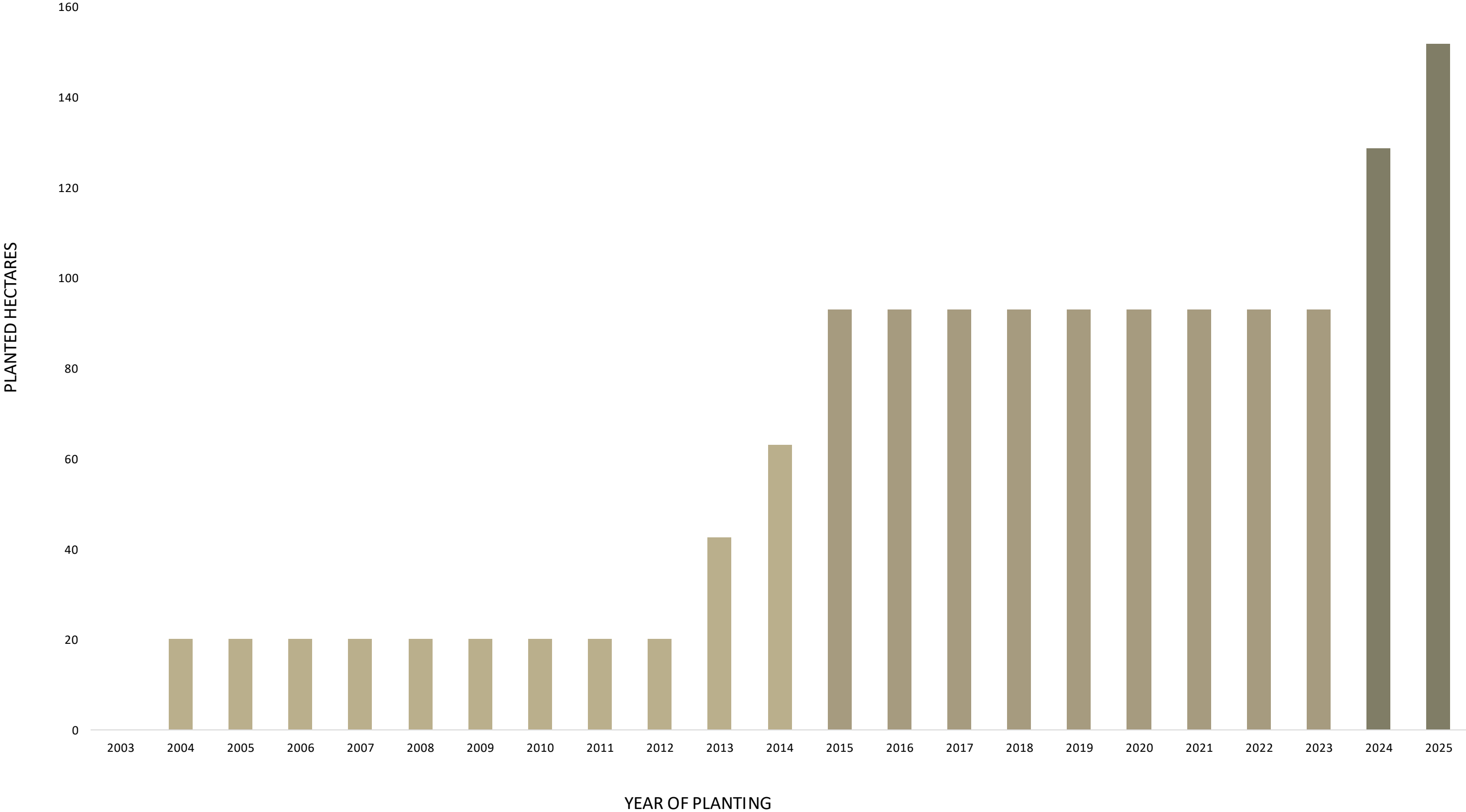
## Strategic Priorities

- Growth and development of Gusbourne luxury brand status
- Develop strong direct relationships with customers
- Careful expansion of international distribution



# Significant Increase In Land, Underpinning Future Growth

- 93 hectares of mature vineyards planted at Gusbourne in their sites in Kent and West Sussex
- In 2022 the company purchased a further 55 hectares of new land in Kent
- Gusbourne plans to plant an additional 59 hectares in 2023 and 2024 over both sites bringing total planted vineyard area to 152 hectares
- UK average yield is 7.4 tonnes/hectare (Nix, 2016)





# Ongoing Enhancement Of Product Range



FIFTYONE DEGREES NORTH £195 RRP

Launched in September 2022

Created to represent the pinnacle of English winemaking

Exclusive launch through Fortnum & Masons and careful selection of the UK's leading restaurants

Received critical acclaim with extensive PR in luxury media



SINGLE VINEYARD RANGE £89 RRP

Launched in June 2023

A series of exceptional and expressive single vineyard wines produced each year to demonstrate depth of Gusbourne's high quality vineyards

Sold via DTC and to the trade to leverage sales of Gusbourne's core range



ENGLISH ROSÉ £25 RRP

Launched in April 2023

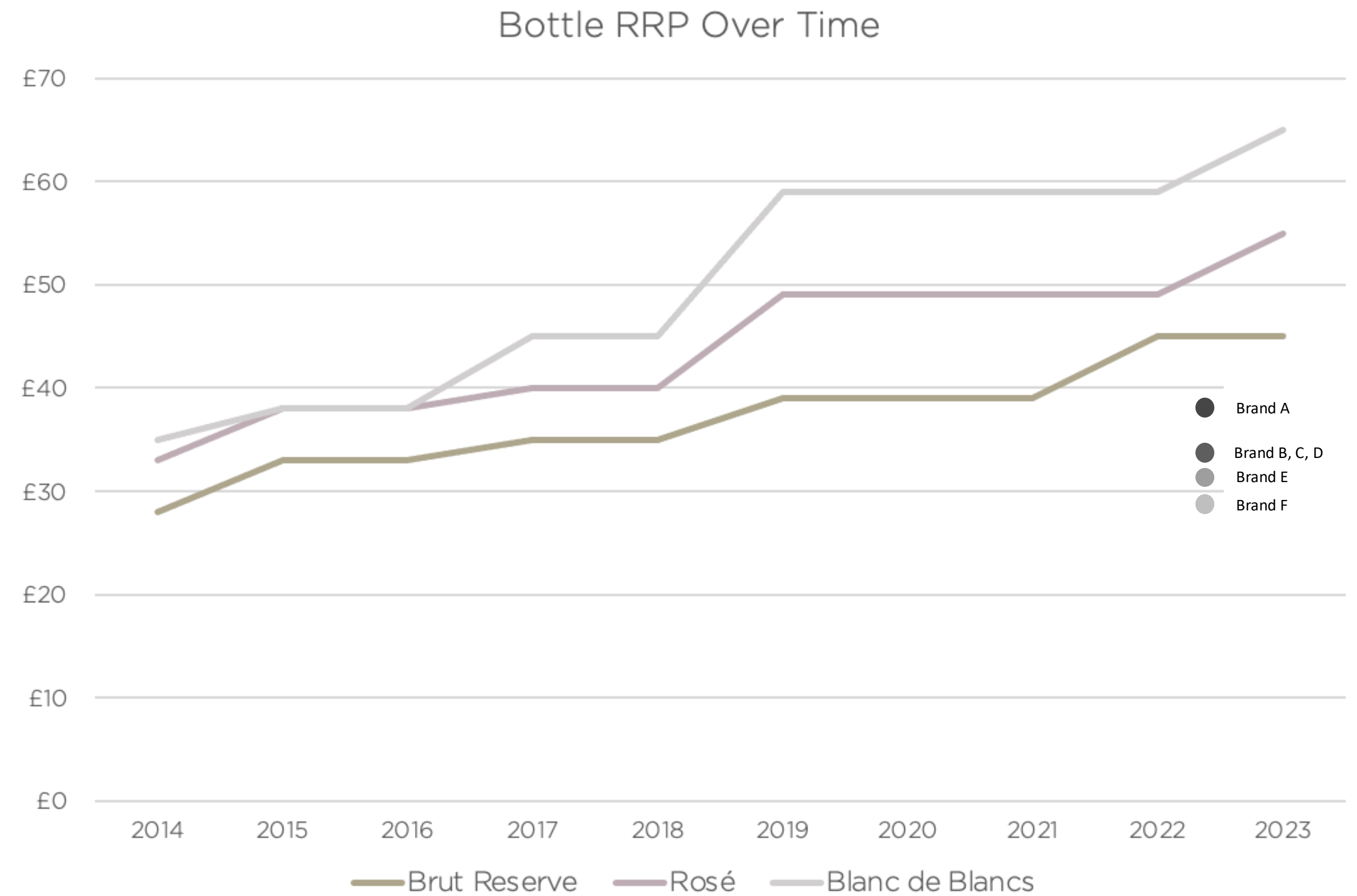
A single-vineyard still rosé made from Pinot Noir and Pinot Meunier

Modern, sleek and stylish design to challenge higher-end Provence style rosé

Positioned alongside leading global rosé brands (*Whispering Angel, Mirabeau, Miraval*)

## Pricing Over Time

- We use price as a differentiator and aim for our RRP's to be the highest in the category, to establish our premium marketing leading positioning
- Introducing new products enhances our brand proposition and suitable line extensions fill gaps in our range. We very rarely introduce a product which stretches our price downwards
- We offer preferential prices to our members, but otherwise remain steadfast in our approach to not visibly discount to the end consumer



## Most Successful Awards

- Nearly 350 awards at International wine competitions
- Served at Buckingham Palace , Sandringham, Highgrove and Windsor Castle for Royal events and state banquets
- Exclusive partner for The Royal Collection Platinum Jubilee and Coronation wines
- Four trophies, including retaining Estate Winery of the Year for the second year running at the Wine GB awards
- Awarded the Vintage English Sparkling Wine Trophy at the 2022 International Wine Challenge, along with eleven other medals
- Thirteen medals, including two golds, at the Decanter World Wine Award
- Five gold medals at the Champagne and Sparkling Wine World Championships
- Blanc de Noirs and Blanc de Blancs of the Year in the England 2022 Special Report
- Two Editor's Choice listings in Wine Enthusiast and four wines scoring over 94 points
- A Judges' Selection and Platinum award at the Teksom Awards in the USA
- Only ever English winner of the IWC China Sparkling Wine of the Year in 2019



## Strong Growth Across All Sales Channels

### UK

UK Trade sales grew by over 55% to £3.0m, as the industry recovered from COVID-19 restrictions

UK Trade sales represent 49% (2021: 47%) of net revenue

The Company has established new trade accounts across premium hotels and restaurants to support the Gusbourne brand

### INTERNATIONAL

International sales grew by over 75% to £1.4m and accounted for 22% of total net revenue (2021: 19%).

Gusbourne is now distributed to 30 countries around the world.

### DIRECT TO CONSUMER (DTC)

DTC net revenue grew by over 20% to £1.7m driven by online sales and cellar door operations in Kent, representing 27% (2021: 33%) of net revenue for the year

Revenues from Experiences increased by 70% compared to 2021

Gusbourne Reserved customer base increased by over 45%

# Sustained DTC Growth

## ONLINE

Ongoing investment in digital marketing through the creation of rich and engaging content, compelling wine offers and new and exciting product releases

Digital activities focussed on building our presence to increase volume of sessions and purchases

Digital developments were designed to improve clarity of user journey and improve our conversion rate

The range of wine product and tour experiences available for sale online was significantly increased during 2022

Our average customer orders 2.5 bottles online and YOY ASP grew by 16%

Website Revenue Growth



+27%

Website User Sessions



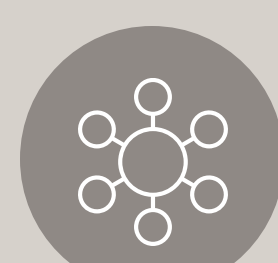
+32%

Website New Users

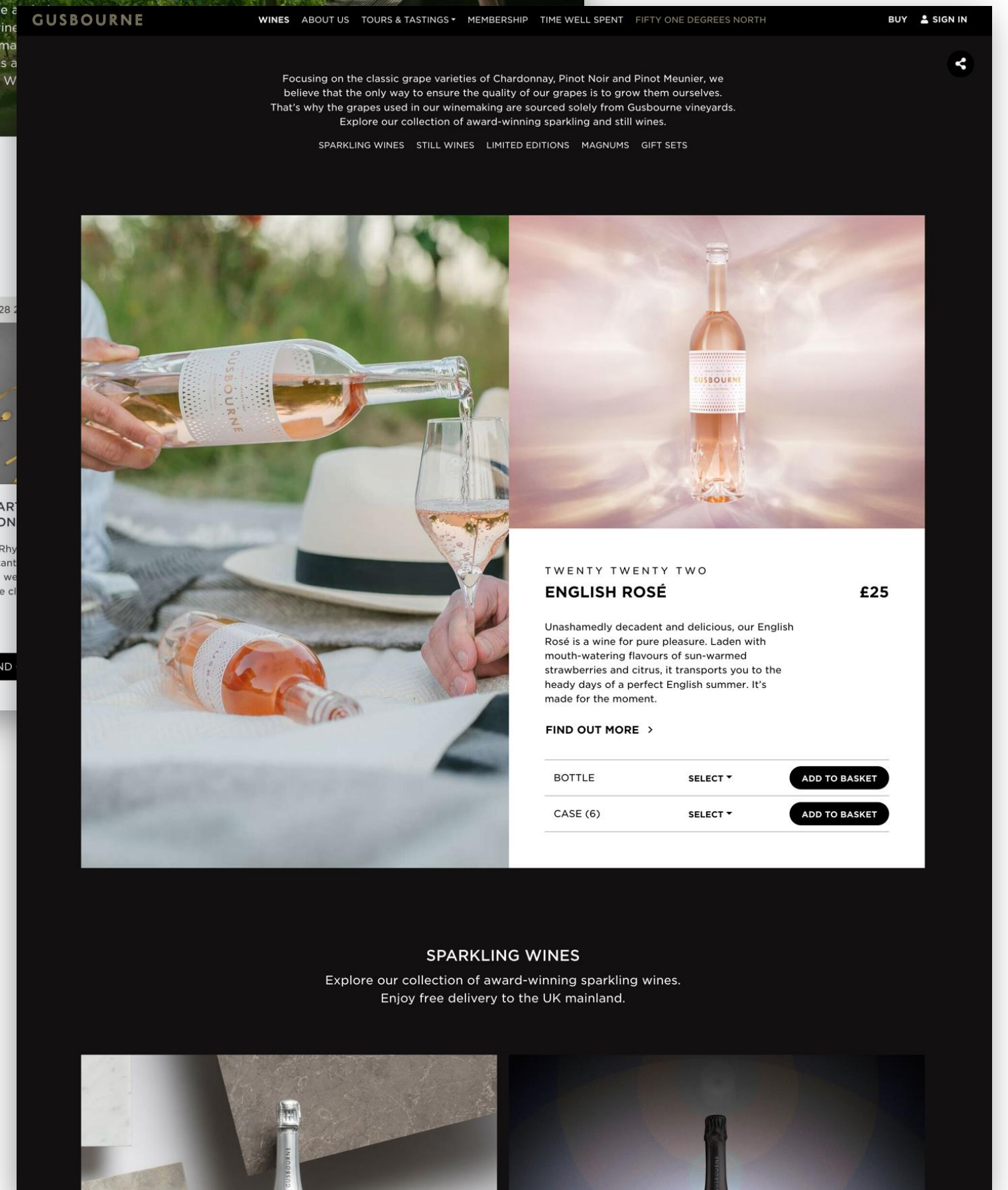
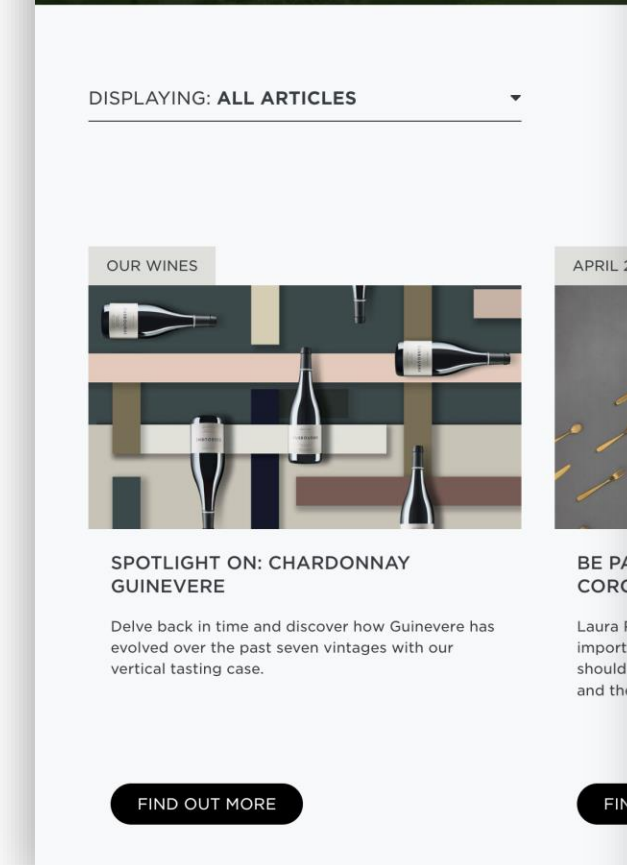
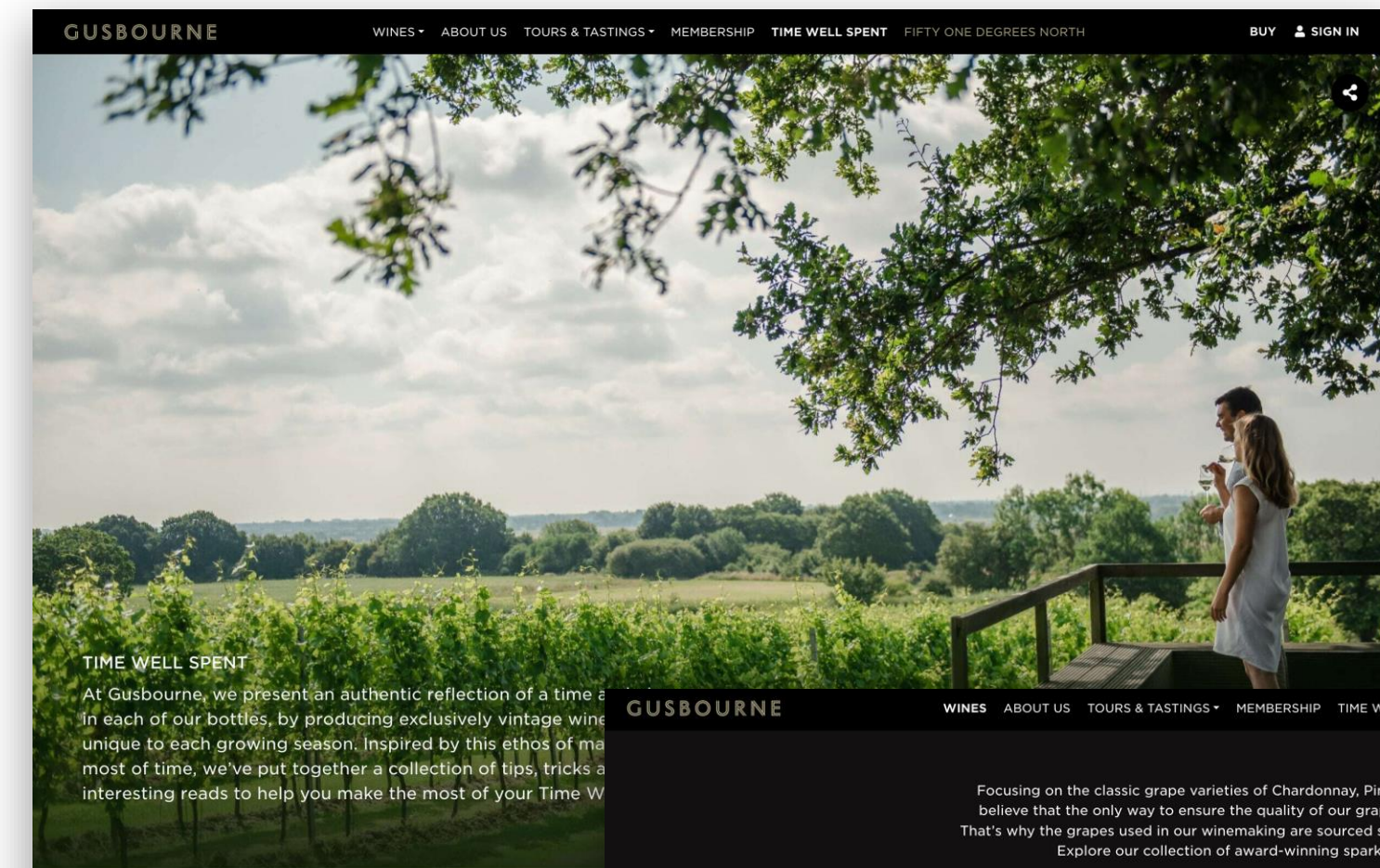


+32%

Database Growth



+67%



# Sustained DTC Growth

## THE NEST

Gusbourne welcomed just under 14,000 visitors to The Nest in 2022, Gusbourne's cellar door operation in Kent

Our average visitor buys 1 bottle of wine each at an average price per bottle which grew 27% compared to 2021

We have a broader range of experiences available, with price stretch widening to £30 - £155 for our regular events, supplemented by Michelin-star restaurant pop-ups and other special events

Yield management program started to increase capacity on lower occupancy days, employing a Corporate Events Sales Manager and forging links with UK Inbound, Walpole and other networking groups

We have expanded capacity in 2023, creating two new tasting rooms and increasing our overall capacity

Nest Revenue Growth



+25%

Nest Visitors



+20%

Average Spend Per Visitor



+21%

Gusbourne Reserved Members



+107%



# Sales Growth

Recently appointed Sales Director joined to develop and execute dynamic sales growth strategy

New Corporate Sales team recruited to focus on corporate events, entertaining and gifting (non F&B)

UK sales team increased to 9 (from 5) to drive sales growth

Specific focus on F&B accounts that can deliver significant volumes. Key accounts in 2022 include:

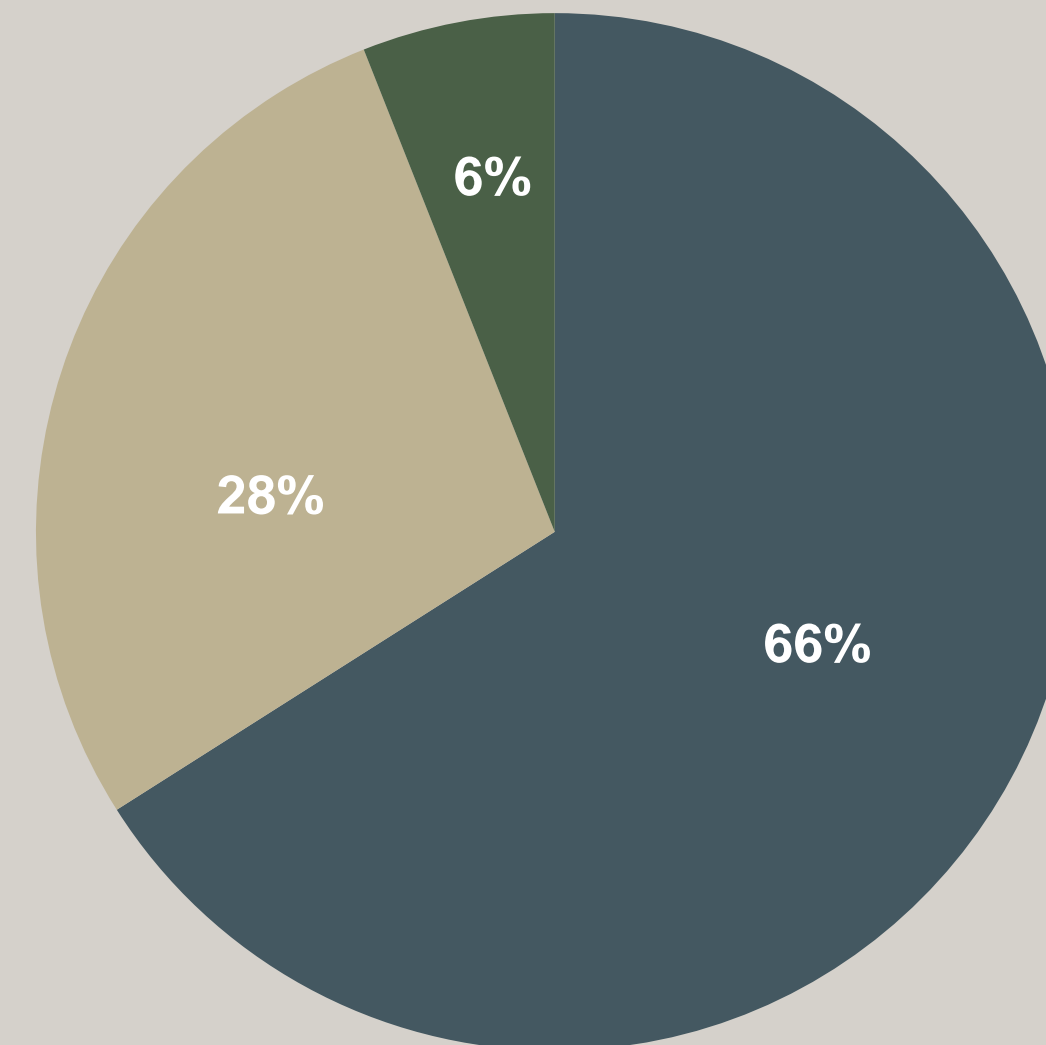
- New partnership with Pride of Britain hotels driving new listings in 5\* hotels across the UK
- Group listing with Edwardian hotels
- Group listings with Champneys's Health Resorts
- Successful launch of Fifty One Degrees North resulting in 30 listings in Q4

Sales of Gusbourne's Exclusive Release wine sold in Waitrose rose by 50% during 2022



# Client Concentration

UK trade account type (as % of client base)

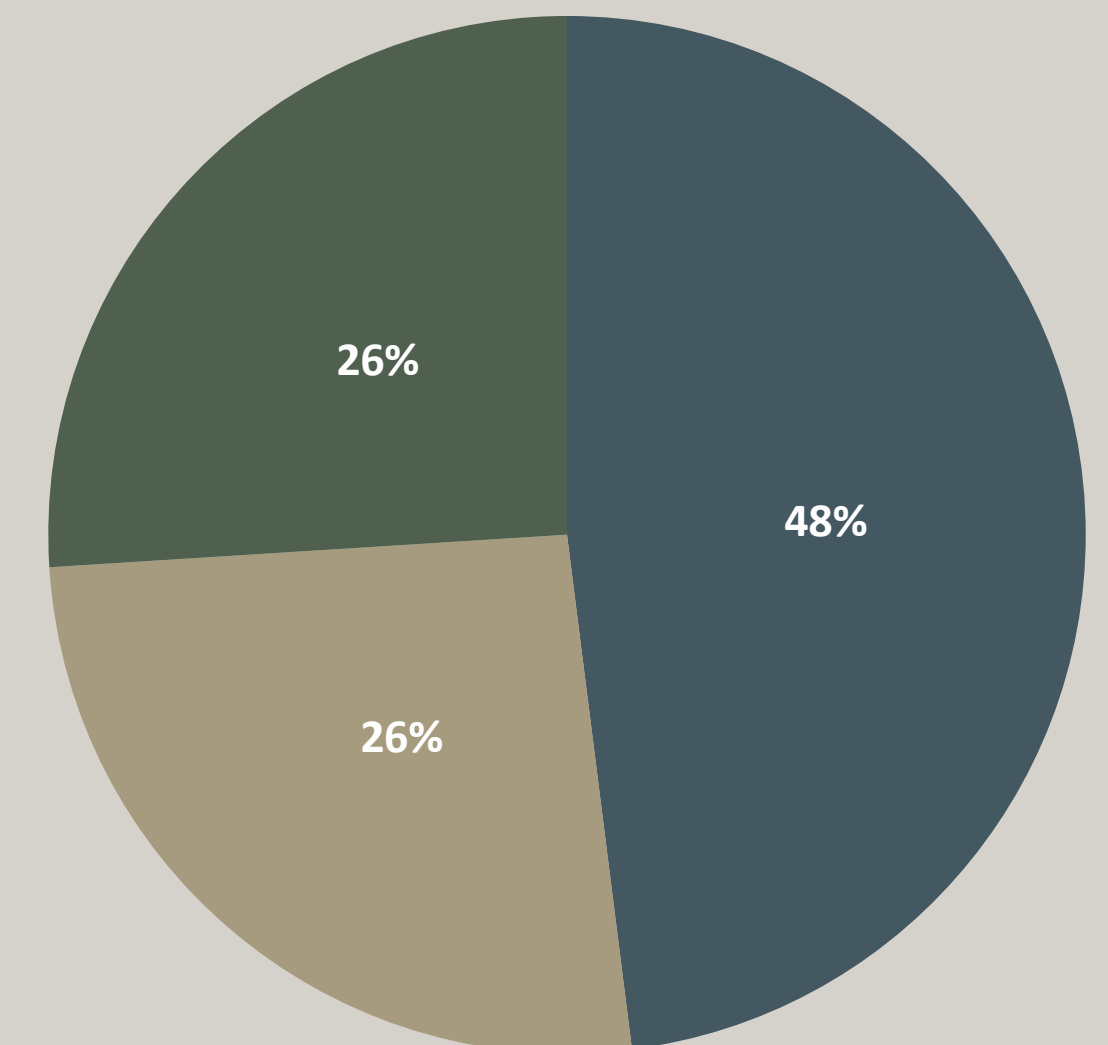


Key Accounts

Average sales of 1500+ bottles p.a.

Large 5\* hotels chains, event caterers, large premium retailers and Multiple off-trade

UK trade account type by revenue %



Premium Accounts

Average sales of 750 bottles p.a.

Premium off-trade retailers, large Michelin\* restaurants and medium-sized 5\* hotels



Core Accounts

Average sales of 100 bottles p.a.

Smaller, high-end restaurants and independent off-trade retailers

# International Expansion



## NORTH AMERICA

Strong growth driven by expansion of key state/city strategy

Introduction of market manager planned to drive further growth

Move to direct import model when critical volumes reached



## SCANDINAVIA

Norway now Gusbourne's most significant market, consolidated by securing best in class market distribution

Increased sales support investment provided to drive wider consumer awareness

Successful Norwegian model to be rolled out to other Scandinavian markets



## ASIA PACIFIC

Significant investment in marketing communications undertaken to generate awareness and brand building during 2022

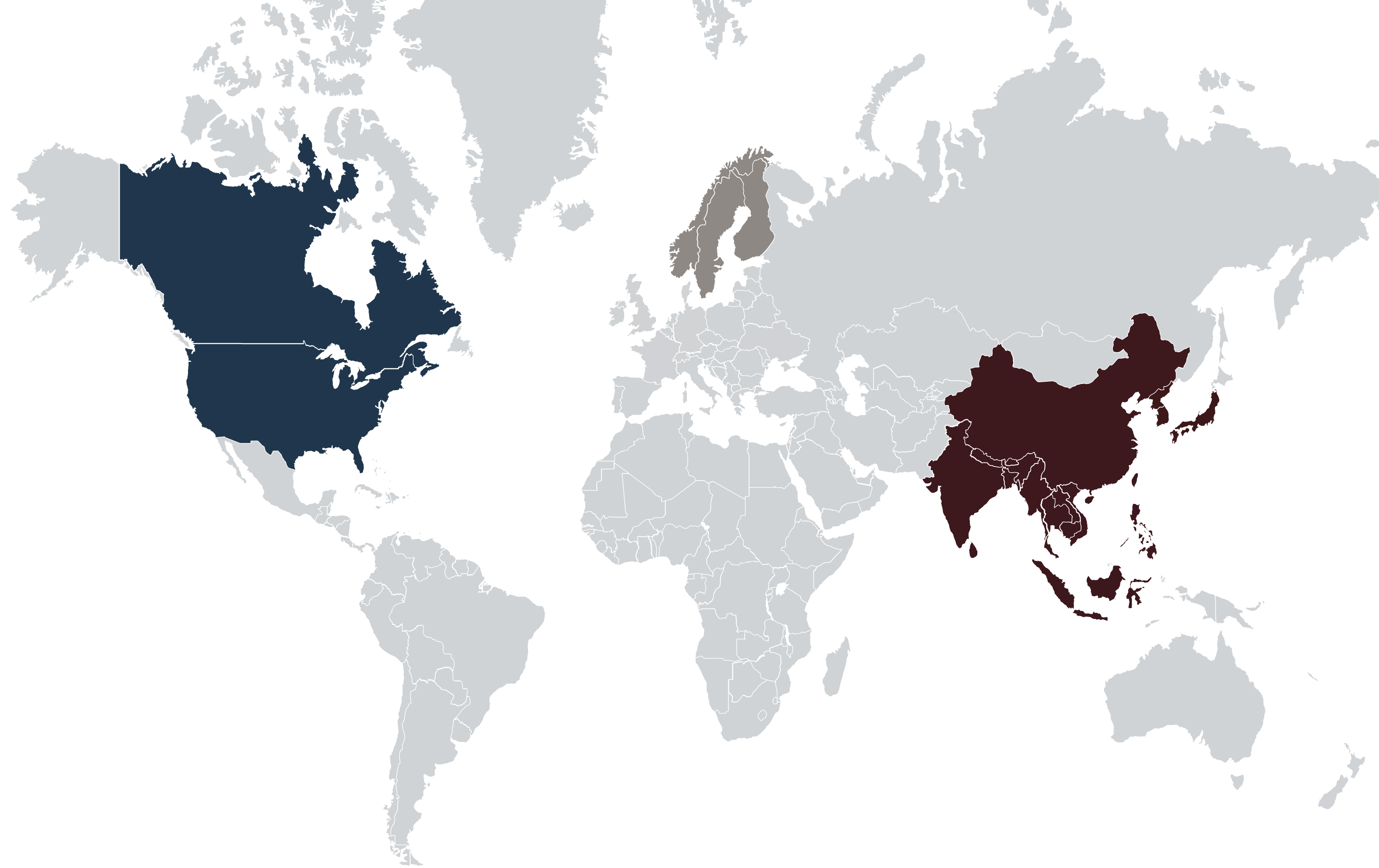
Increased investment in proven sales incentive programmes proved successful

Planned recruitment of regional territory manager to drive growth sales across Asia



## REST OF WORLD

New market prospection focussed on adding markets with HNWI population and significant growth potential



International expansion	2018	2019	2020	2021	2022
Net Revenue £m	0.179	0.292	0.634	0.781	1.391
% of Net Wine Sales	15.6%	19.1%	32.7%	20.7%	24.1%
Number of markets	11	16	21	23	30

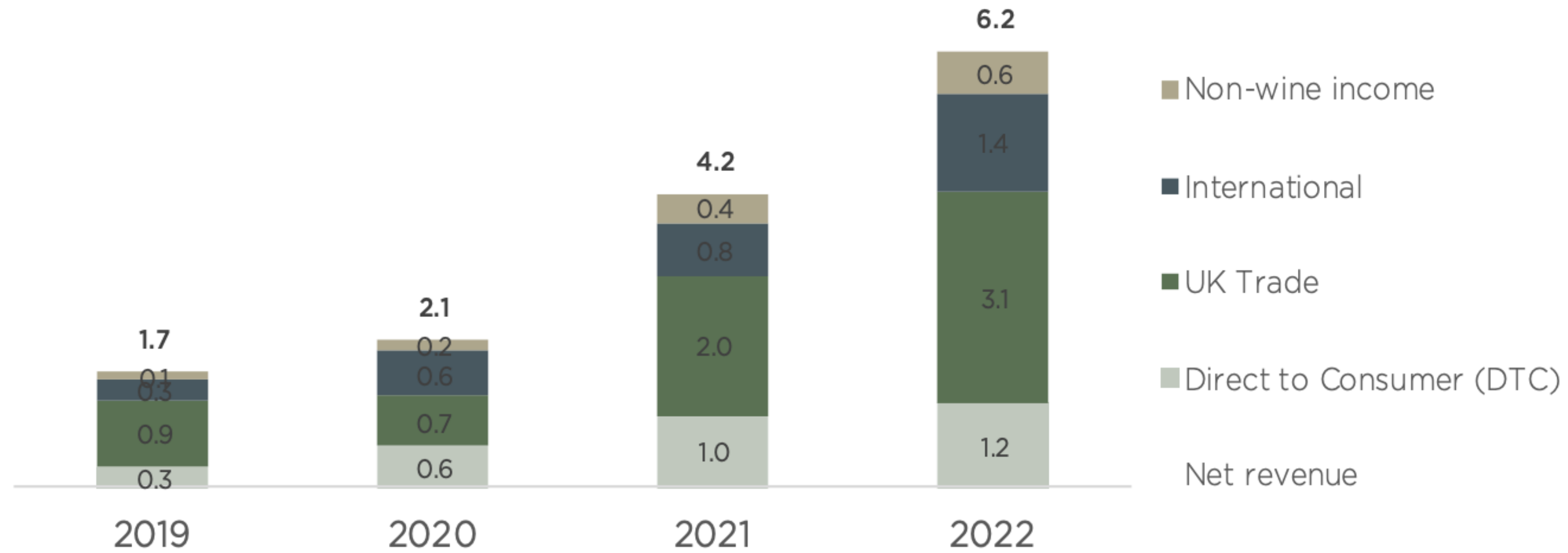


# 02

## FINANCIAL REVIEW

# Revenue Growth

Revenue by channel (£m)



CAGR	32.3%	30.9%	59.2%	72.1%
Volume Growth (bottles)	13%	16%	102%	42%
Average price change	20%	10%	-3%	5%

- Strong revenue growth across all segments
- Volume growth reflecting expanded supply from land expansion 2013-2015
- Regular RRP price increases passed through

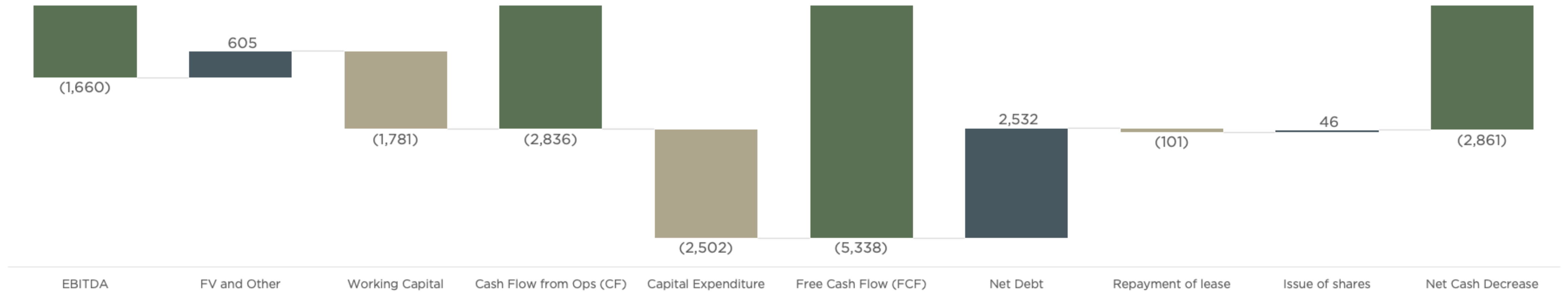
## P&L Summary

	2021	2022	Variance
	£m	£m	%
Wine sales	4.2	6.2	48%
Other Income	0.4	0.6	54%
Gross sales	4.6	6.9	49%
Duty	(0.4)	(0.6)	46%
Net revenue	4.2	6.2	49%
Cost of sales to sales ratio	-44.1%	-40.8%	3.3%
Gross profit	2.3	3.7	58%
Gross Profit %	55.9%	59.2%	3.3%
Selling costs to sales ratio	-58.7%	-55.7%	3.0%
Admin costs to sales ratio	-31.9%	-21.3%	10.6%
Adjusted EBITDA (loss)/profit*	(1.5)	(1.1)	-23%
Adj EBITDA %	-35%	-18%	17%

- **Adjusted EBITDA** - loss from operations before fair value movement in biological produce, exceptional costs, interest, tax, depreciation and amortization. Exceptional costs comprise abortive capital expenditure
- **EBITDA** - loss from operations before interest, tax, depreciation and amortisation.

## Key Cash Flow Movements

2022



- Working capital investment mainly inventory to support long-term growth
- Capex – additional land and planting
- Increased net debt supported by PNC facility

## Key Balance Sheet Items

£'000	2018	2019	2020	2021	2022
<b>Cash flows from operating activities</b>					
Loss for the year before tax	(1,767)	(2,601)	(3,066)	(3,573)	(2,599)
Adjustments for:					
Depreciation of property, plant and equipment	638	699	647	599	601
Sale of property, plant and equipment	-	-	-	-	(28)
Finance expense	347	445	877	817	496
Equity share options issued	-	-	-	-	7
Fair value movement in biological produce	(125)	172	221	704	239
Increase in trade and other receivables	(316)	(209)	(143)	(318)	74
Increase in inventories	(1,673)	(2,220)	(1,978)	(1,886)	(2,049)
Increase in trade and other payables	125	269	17	349	385
<b>Cash outflow from operations</b>	<b>(2,771)</b>	<b>(3,445)</b>	<b>(3,425)</b>	<b>(3,308)</b>	<b>(2,874)</b>
<b>Investing activities</b>					
Purchases of property, plant and equipment, excluding vineyard establishment	(801)	(339)	(254)	(195)	(2,502)
Investment in vineyard establishment	(141)	-	-	-	-
Sale of property, plant and equipment	-	11	-	-	28
<b>Net cash from investing activities</b>	<b>(942)</b>	<b>(328)</b>	<b>(254)</b>	<b>(195)</b>	<b>(2,474)</b>
<b>Financing activities</b>					
Short term loan	1,000	-	-	-	-
Capital loan repayments	(34)	(34)	(3,253)	(2,944)	(4,547)
New loans issued	-	3,250	6,796	5,584	7,620
Repayment of lease liabilities	(49)	(125)	(142)	(99)	(101)
Interest paid	(104)	(90)	(281)	(289)	(456)
Loan issue costs	-	(15)	(188)	(20)	(66)
Issue of ordinary shares	2,783	485	-	5,715	46
Share issue expense	(36)	-	-	(359)	(7)
Repayment of deep discount bonds	-	-	-	(1,219)	-
<b>Net cash from financing activities</b>	<b>3,560</b>	<b>3,471</b>	<b>2,932</b>	<b>6,369</b>	<b>2,489</b>
<b>Net increase/(decrease) in cash and cash equivalents</b>	<b>(153)</b>	<b>(302)</b>	<b>(747)</b>	<b>2,866</b>	<b>(2,859)</b>
<b>Cash and cash equivalents at the beginning of the year</b>	<b>1,464</b>	<b>1,311</b>	<b>1,009</b>	<b>262</b>	<b>3,128</b>
<b>Cash and cash equivalents at the end of the year</b>	<b>1,311</b>	<b>1,009</b>	<b>262</b>	<b>3,128</b>	<b>269</b>

- **Fixed Assets** – £2.5m investment in 55 hectares of new land bringing total freehold land to 296 hectares, most of new land will be planted in 2023/2024
- **Inventories** – Excellent harvest converted to stock
- **Financing** – additional financing secured – new PNC facility increased from existing £10.5 million 5-year asset-based lending facilities by an additional £6 million to provide the Company with a total £16.5 million asset-based lending facilities.

The New PNC facilities have been made available to the Company for a minimum period of 5 years to 12 August 2027

## Guidance/targets for 2023

REVENUE +25%

EBITDA CLOSE TO BREAK-EVEN

CAPEX £1M



# 03

## CONCLUSIONS AND OUTLOOK

# 2022: Great Progress

## FINANCIAL HIGHLIGHTS

- Sustained YOY revenue growth across all channels
- Gross margin up 330 basis points due to improvement in price/mix

## OPERATIONAL HIGHLIGHTS

- Exceptional harvest resulting in wines of excellent quality
- Further land acquisition to support long-term growth ambitions
- Record number of awards, medals and trophies at international competitions
- Launch of new luxury 'Fifty-One Degrees North' – England's most exclusive sparkling wine

## COMMERCIAL HIGHLIGHTS

- Strong growth in the UK trade with newly establish distribution in premium hotels and restaurants
- Continued expansion with distribution in 30 international markets
- Ongoing investment in digital and expansion of customer experiences and facilities
- Gusbourne is England's most traded English wine on the Liv-ex fine wine market







## 2023: Another Exciting Year Ahead

### KEY FINANCIAL PRIORITIES

- Continue revenue growth through increased volume and improvements in price and mix
- Approach EBITDA breakeven point

### KEY OPERATIONAL PRIORITIES

- Introduction of a suite of new and exciting wines to further develop the portfolio, enhance the Gusbourne brand and support positioning
- Launch of the 2nd vintage of Fifty One Degrees North in the UK and wider internationally

### KEY COMMERCIAL PRIORITIES

- Optimisation of the new corporate team to deliver significant growth in previously untapped sales channel
- Establish Gusbourne within the fine wine/private client market
- Further export expansion with distribution already secured in China, Taiwan and Belgium
- Development of the Nest facilities and enhancement of the experience programme to enable us to welcome more visitors to Gusbourne during 2023

04

APPENDIX

## Consolidated P&L – Years ended 31 December – 5 year summary

	2018	2019	2020	2021	2022
	£'000	£'000	£'000	£'000	£'000
UK Trade	827	934	721	1,997	3,058
International	179	292	634	781	1,391
Direct to Consumer (DTC)	144	299	586	1,016	1,185
<b>Net wine sales</b>	<b>1,150</b>	<b>1,525</b>	<b>1,941</b>	<b>3,795</b>	<b>5,634</b>
Tour and related income (DTC)	43	71	90	309	525
Other Income	68	57	78	87	84
<b>Net revenue</b>	<b>1,261</b>	<b>1,653</b>	<b>2,109</b>	<b>4,191</b>	<b>6,243</b>
Cost of sales	(560)	(735)	(879)	(1,847)	(2,546)
<b>Gross profit</b>	<b>701</b>	<b>918</b>	<b>1,230</b>	<b>2,344</b>	<b>3,697</b>
Sales and marketing expenses	(914)	(1,389)	(1,478)	(2,460)	(3,479)
Administration expenses **	(694)	(814)	(1,073)	(1,336)	(1,349)
<b>Adjusted EBITDA Loss***</b>	<b>(907)</b>	<b>(1,285)</b>	<b>(1,321)</b>	<b>(1,452)</b>	<b>(1,131)</b>
Fair value movement in biological produce	125	(172)	(221)	(704)	(239)
Exceptional costs****	-	-	-	-	(132)
<b>EBITDA*****</b>	<b>(782)</b>	<b>(1,457)</b>	<b>(1,542)</b>	<b>(2,156)</b>	<b>(1,502)</b>
Depreciation and Amortisation	(638)	(699)	(647)	(600)	(601)
Finance expenses	(347)	(445)	(877)	(817)	(496)
<b>Loss before tax</b>	<b>(1,767)</b>	<b>(2,601)</b>	<b>(3,066)</b>	<b>(3,573)</b>	<b>(2,599)</b>
Tax expense	-	-	-	-	74
<b>Total comprehensive loss for the year</b>	<b>(1,767)</b>	<b>(2,601)</b>	<b>(3,066)</b>	<b>(3,573)</b>	<b>(2,525)</b>
Net revenue annual growth %	26.4%	31.1%	27.6%	98.7%	49.0%
Net revenue 5 year CAGR		30.7%	34.8%	45.6%	44.3%
Gross profit %	55.6%	55.5%	58.3%	55.9%	59.2%

\*\* Excluding depreciation

\*\*\* Adjusted EBITDA means loss from operations before fair value movement in biological produce, interest, tax, depreciation and amortization

\*\*\*\* Exceptional costs comprise abortive capital expenditure

\*\*\*\*\* EBITDA means loss from operations before interest, tax, depreciation and amortisation.

## Consolidated Balance Sheet – Years ended 31 December – 5 year summary

£'000	2018	2019	2020	2021	2022
<b>Assets</b>					
Freehold land and buildings	6,488	6,383	6,263	6,134	7,830
Right of use assets**	-	2,068	2,022	1,976	1,930
Vineyards	3,289	3,144	3,004	2,858	2,712
Plant, machinery and other equipment	1,757	1,636	1,504	1,375	1,726
Other receivables	97	90	38	32	16
<b>Total non current assets</b>	<b>11,631</b>	<b>13,321</b>	<b>12,831</b>	<b>12,375</b>	<b>14,214</b>
Inventories	5,282	7,463	9,325	10,638	12,314
Trade and other receivables	496	707	869	1,275	1,581
Trade and other payables	(483)	(752)	(769)	(1,118)	(1,714)
<b>Working capital</b>	<b>5,295</b>	<b>7,418</b>	<b>9,425</b>	<b>10,795</b>	<b>12,180</b>
<b>Total operating assets</b>	<b>16,926</b>	<b>20,739</b>	<b>22,256</b>	<b>23,170</b>	<b>26,394</b>
<b>Cash</b>	<b>1,311</b>	<b>1,009</b>	<b>262</b>	<b>3,128</b>	<b>267</b>
<b>Goodwill</b>	<b>1,007</b>	<b>1,007</b>	<b>1,007</b>	<b>1,007</b>	<b>1,007</b>
<b>Total assets*</b>	<b>19,244</b>	<b>22,755</b>	<b>23,525</b>	<b>27,305</b>	<b>27,669</b>
Debt					
PNC Business Credit (Asset finance facilities)	-	-	6,613	9,326	12,312
Other bank debt	2,173	2,058	-	-	-
Deep discount bonds	2,761	3,001	5,132	-	-
Short term debt	-	3,379	544	-	-
Lease liabilities**	-	2,123	2,108	2,094	2,078
<b>Total debt</b>	<b>4,934</b>	<b>10,561</b>	<b>14,397</b>	<b>11,420</b>	<b>14,390</b>
<b>Equity</b>	<b>14,310</b>	<b>12,194</b>	<b>9,128</b>	<b>15,885</b>	<b>13,279</b>
<b>Total liabilities</b>	<b>19,244</b>	<b>22,755</b>	<b>23,525</b>	<b>27,305</b>	<b>27,669</b>

\* Net of trade and other payables  
 \*\* per IFRS 16

## Consolidated Cash Flow – Years ended 31 December – 5 year summary

<b>£'000</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>
<b>Cash flows from operating activities</b>					
Loss for the year before tax	(1,767)	(2,601)	(3,066)	(3,573)	(2,656)
Adjustments for:					
Depreciation of property, plant and equipment	638	699	647	599	601
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Fair value movement in biological produce	(125)	172	221	704	504
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Increase in inventories	(1,673)	(2,220)	(1,978)	(1,886)	(2,049)
Increase in trade and other payables	125	269	17	349	600
<b>Cash outflow from operations</b>	<b>(2,771)</b>	<b>(3,445)</b>	<b>(3,425)</b>	<b>(3,308)</b>	<b>(2,836)</b>
<b>Investing activities</b>					
Purchases of property, plant and equipment, excluding vineyard establishment	(801)	(339)	(254)	(195)	(2,502)
Investment in vineyard establishment	(141)		-	-	-
Sale of property, plant and equipment	-	11	-	-	-
<b>Net cash from investing activities</b>	<b>(942)</b>	<b>(328)</b>	<b>(254)</b>	<b>(195)</b>	<b>(2,502)</b>
<b>Financing activities</b>					
Capital loan repayments	(34)	(34)	(3,253)	(2,944)	(5,088)
Short term loan	1,000	-	-	-	-
New loans issued	-	3,250	6,796	5,584	7,620
Repayment of lease liabilities	(49)	(125)	(142)	(99)	(101)
Interest paid	(104)	(90)	(281)	(289)	-
Loan issue costs	-	(15)	(188)	(20)	-
Issue of ordinary shares	2,783	485	-	5,715	46
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<b>Cash and cash equivalents at the end of the year</b>	<b>1,311</b>	<b>1,009</b>	<b>262</b>	<b>3,128</b>	<b>267</b>

## OUR CLASSIC SPARKLING WINES



### BRUT RESERVE - £45

This classic blend of Chardonnay, Pinot Noir and Pinot Meunier is our best-selling wine and the most robust expression of who we are.

Available via all sales channels. Half-bottles released for the first time in 2023.

GUSBOURNE 2023



### BRUT ROSÉ - £55

Comprised of a blend of Chardonnay, Pinot Noir and Pinot Meunier, our distinctive Rosé is a direct reflection of English summer.

Available via all sales channels.



### BLANC DE BLANCS - £65

Receiving extensive ageing in bottle, this 100% Chardonnay is the purest expression of our unique soils and an elegant example of this classic style.

Available via all sales channels.



### BLANC DE NOIRS - £65

Characteristically deep and complex, rich and powerful, this wine is made using carefully selected parcels of just Pinot Noir.

Available via all sales channels.

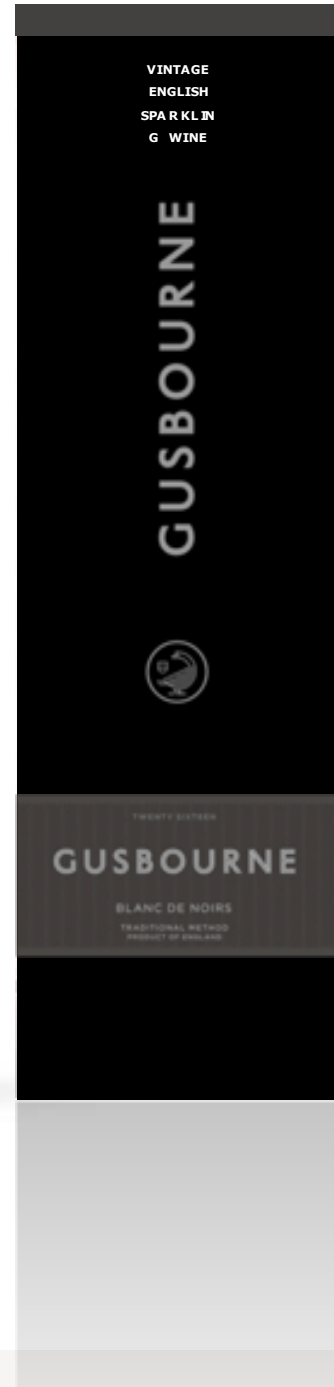
## OUR LIMITED-EDITION SPARKLING WINES



BLANC DE BLANCS SINGLE  
VINEYARD - £89

Our single-vineyard Blanc de Blancs from Boot Hill vineyard in Kent highlights the specific terroir potential of our vineyards.

Available via all sales channels, but strictly allocated and controlled.



BLANC DE NOIRS  
SINGLE VINEYARD - £89

Our single-vineyard Blanc de Noirs from Heartbreak vineyard in Kent highlights the terroir potential of our vineyards.

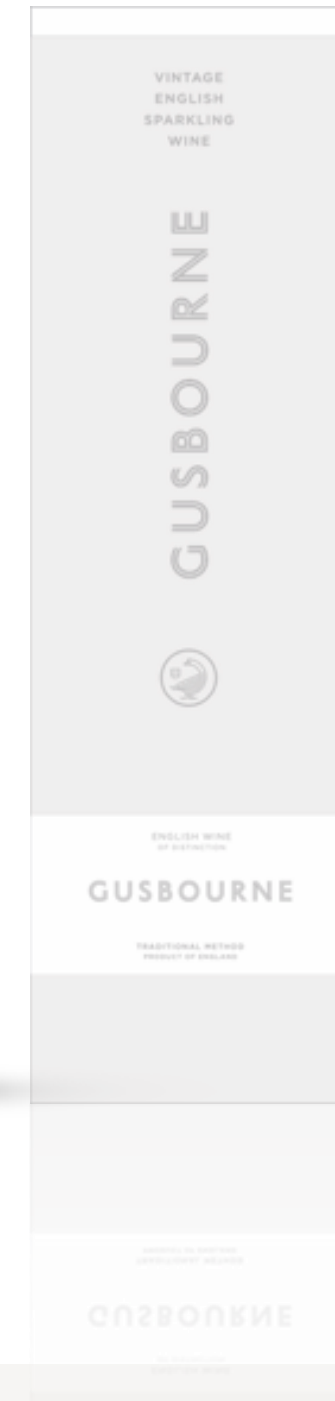
Available via all sales channels, but strictly allocated and controlled.



BLANC DE BLANCS SINGLE  
VINEYARD - £89

Our single-vineyard Blanc de Blancs from Selhurst Park vineyard in West Sussex highlights the specific terroir potential of our vineyards.

Available via all sales channels, but strictly allocated and controlled.



BLANC DE MEUNIERS SINGLE  
VINEYARD - £89

Our single-vineyard Blanc de Meuniers from Down Field vineyard in West Sussex highlights the terroir potential of our vineyards.

Available via all sales channels, but strictly allocated and controlled.

## OUR LIMITED-EDITION SPARKLING WINES



BLANC DE BLANCS OAK BARREL  
AGED - £79

Our Oak Barrel Aged Blanc de Blancs is a one-off limited-edition.

Available via DTC only.



BRUT RESERVE  
LATE DISGORGED - £99

In exceptional years we hold back a small quantity of wine for extended lees ageing.

Available via all sales channels, but strictly allocated and controlled.



BLANC DE BLANCS LATE  
DISGORGED AND CORK AGED -  
£99

In exceptional years we hold back a small quantity of wine for extended lees ageing.

Available via all sales channels, but strictly allocated and controlled.



FIFTY ONE DEGREES NORTH - £195

Our super-premium prestige sparkling wine, that sets the benchmark for English Sparkling wine.

Available via all sales channels, but strictly allocated and controlled.



## OUR RETAIL AND PARTNERSHIP SPARKLING WINES



EXCLUSIVE RELEASE - £39.99

A classic blend of Chardonnay, Pinot Noir and Pinot Meunier grown entirely in our own vineyards.

Produced exclusively for Waitrose.



EXCLUSIVE RELEASE ROSÉ - £44.99

A classic blend of Chardonnay, Pinot Noir and Pinot Meunier grown entirely in our own vineyards.

Produced exclusively for Waitrose.



LIMITED RELEASE

A classic blend of Chardonnay, Pinot Noir and Pinot Meunier grown entirely in our own vineyards.

Produced for Ocado and Cunard.



THE ROYAL COLLECTION

Our current partnerships include providing wine to the The Royal Collection and Fortnum & Mason.

## OUR STILL WINES



### ENGLISH ROSÉ - £25

A single-vineyard Rosé made from Pinot Noir and Pinot Meunier from Cherry Garden vineyard.

Available via all sales channels, but strictly allocated and controlled.

GUSBOURNE 2023



### PINOT MEUNIER - £25

A single-vineyard Pinot Meunier from Mill Hill East vineyard.

Available via DTC only.



### CHARDONNAY RS180 - £35

A half-bottle pudding wine made using single-vineyard expressive Chardonnay 809 from Bottom Camp vineyard.

Available via DTC only.



### CHARDONNAY WILD FERMENT - £35

A single-vineyard Chardonnay from Commanders vineyard. One of our Winemakers' Edition experimental wines.

Available via DTC only.

## OUR STILL WINES



### CHARDONNAY GUINEVERE - £35

Our single-vineyard, barrel fermented Chardonnay from Boot Hill vineyard.

Available via all sales channels, but strictly allocated and controlled.

GUSBOURNE 2023



### PINOT NOIR - £35

Our single-vineyard, barrel fermented Pinot Noir from Boot Hill vineyard.

Available via all sales channels, but strictly allocated and controlled.



### CHARDONNAY BARREL SELECTION - £55

Carefully identified barrels of our Chardonnay Guinevere that show superior flavour profiles.

Available via all sales channels, but strictly allocated and controlled.



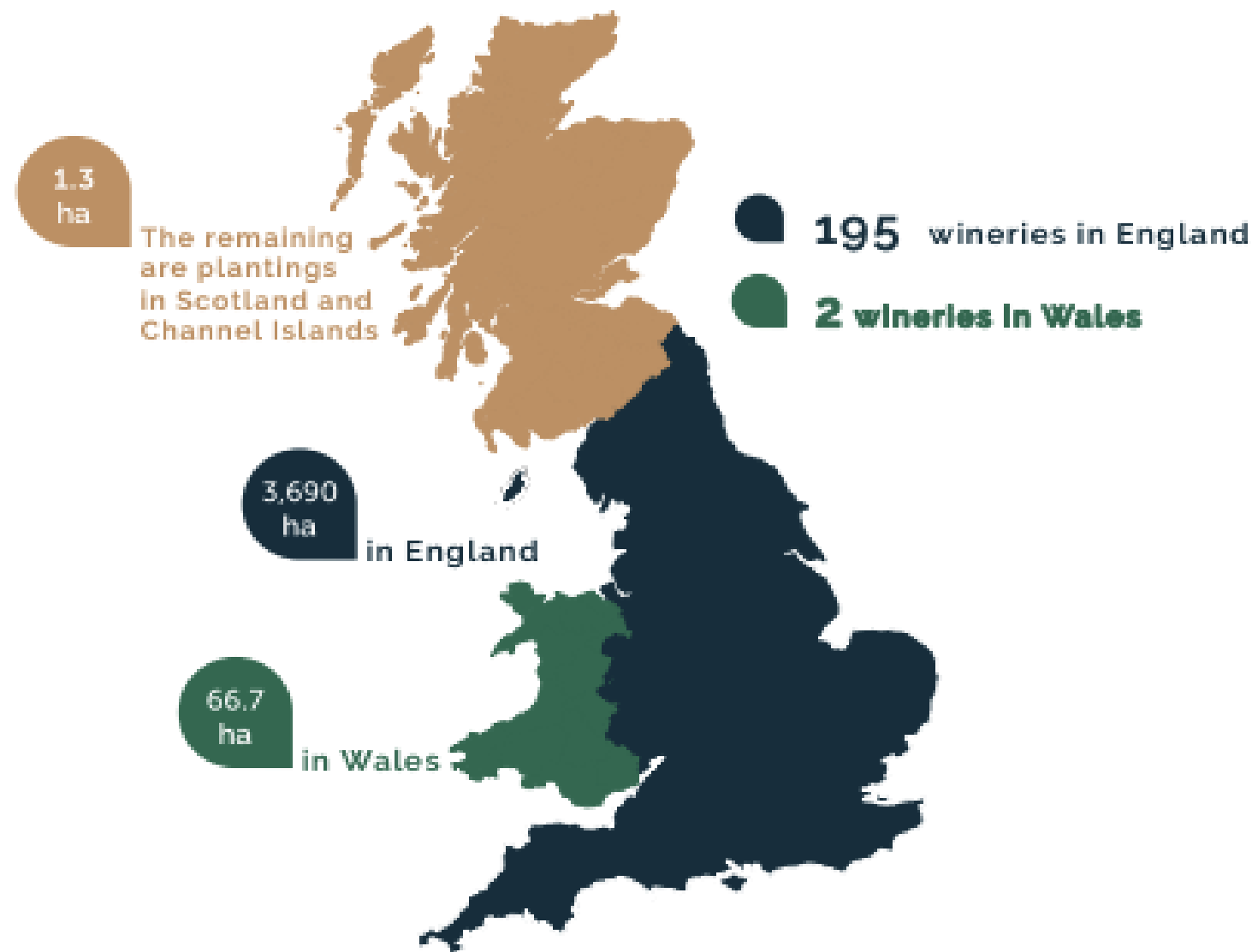
### PINOT NOIR BARREL SELECTION - £55

Carefully identified barrels of our Pinot Noir that show superior flavour profiles.

Available via all sales channels, but strictly allocated and controlled.

# Planting & Production

## ► Vineyards & Wineries (in 2022)



# Hectarage & Plantings

## ► Hectarage



hectares under vine in UK



Hectarage has more than doubled in just eight years and more than quadrupled since 2000.

\* This figure does NOT include the plantings from 2022. Estimated plantings for 2022 are 1.4 - 2m vines, equating to between 300-440ha which would bring total ha to over 4000

## ► Vineyard plantings by decade



**NB:** All figures are rounded to the nearest whole number. We do not have a breakdown between England/Wales. These figures show that 59% of today's vine hectarage was planted in the 2010s.



GUSBOURNE