



DECOY®

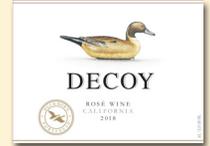
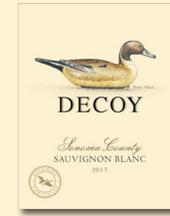
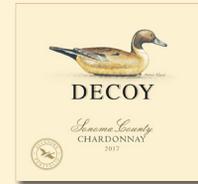
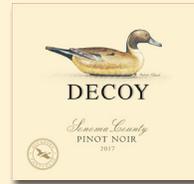
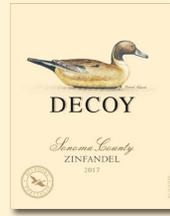
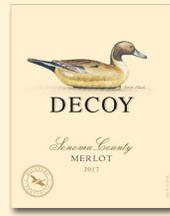
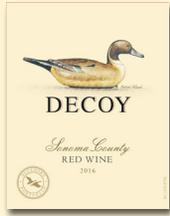
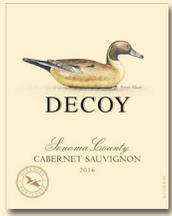
## BRAND SUMMARY

1000 Lodi Lane, St. Helena, California 94574  
 main (707) 963-7108 orders (800) 354-8885  
 DecoyWines.com

|                             |  |
|-----------------------------|--|
| HISTORY                     | <p>From its inaugural vintage in 1985 as the companion label to Duckhorn Vineyards, Decoy has evolved to the perfect and comprehensive entry-level luxury brand for the entire Duckhorn Wine Company portfolio.</p> <ul style="list-style-type: none"> <li>• Decoy is a collaboration of all Duckhorn Wine Company winemakers</li> <li>• Decoy produces high-quality wines at remarkable prices</li> <li>• Fruit is sourced from distinguished grower and estate vineyards</li> <li>• Decoy's style is approachable yet complex wines that are ready upon release</li> </ul> |
| WINEMAKER                   | Tyson Wolf   |
| BRAND GOAL                  | To be the #1 \$20+ luxury wine brand, and the “gateway duck” through which consumers trade up to Duckhorn Vineyards and other portfolio brands   |
| BRAND OBJECTIVES            | <ol style="list-style-type: none"> <li>1. Expand points of distribution (PODs) by 25% in all markets</li> <li>2. Execute promotional features with additional shelf/cold box facings and secure 16+ case displays in A accounts and 4+ case displays in B accounts.</li> <li>3. Ensure all suggested pricing guidelines</li> <li>4. Achieve 100% National Account program compliance both on- and off-premise</li> </ol>   |
| BRAND ESSENCE               | Approachable elegance  |
| DIFFERENTIATING PROPOSITION | For consumers looking for bright, approachable, accessible California luxury wines from one of the finest American wine producers, Decoy wines over-deliver on Quality-Price Ratio, each representing the finest values in Sonoma County.  |
| WINES                       | <p><i>Reds</i>– Red Blend, Cabernet Sauvignon, Merlot, Zinfandel, Pinot Noir</p> <p><i>Whites/Rosé</i>– Chardonnay, Sauvignon Blanc, Rosé (screw cap)</p>  |
| PRICING                     | <p><i>Reds</i> - \$25.00 front/\$19.99 feature, \$15-18 BTG, \$50-55 BTB</p> <p><i>Whites/Rosé</i> - \$20.00 front/\$16.99 feature, \$10-13 BTG, \$40-45 BTB</p>   |
| FOCUS VARIETALS             | Cabernet Sauvignon, Chardonnay, Sauvignon Blanc, Pinot Noir, Merlot  |
| ESTATE ACRES                | 130 acres dedicated to Decoy   |
| COMPETITIVE SET             | <p><i>Cabernet Sauvignon/Merlot/Red</i>: Justin, Robert Mondavi, Franciscan</p> <p><i>Pinot Noir</i>: La Crema, Frei Brothers, Acacia, Meiomi</p> <p><i>Chardonnay</i>: Sonoma Cutrer, Ferrari-Carano</p> <p><i>Sauvignon Blanc</i>: Robert Mondavi, Ferrari-Carano</p> <p><i>Zinfandel</i>: Seghesio, Rosenblum</p> <p><i>Rosé</i>: Belle Glos, Starmont</p>  |
| CHANNEL STRATEGY            | 70% Off-Premise, 30% On-Premise  |
| KEY ACCOLADES               | <p><i>Sauvignon Blanc</i>: 90 pts. - <i>Wine Review Online</i> v17</p> <p><i>Chardonnay</i>: 92 pts. - <i>Wine Review Online</i> v17</p> <p><i>Red Wine</i>: 90 pts. - <i>Wine Review Online</i> v14</p> <p><i>Cabernet Sauvignon</i>: 90 pts. - <i>Wine &amp; Spirits</i> v15</p> <p><i>Merlot</i>: 90 pts. - <i>Wine Review Online</i> v16</p> <p><i>Zinfandel</i>: 90 pts. - <i>Wine Review Online</i> v16</p> <p><i>Pinot Noir</i>: 90 pts. - <i>Wine Enthusiast</i> v14</p> <p><i>Rosé</i>: 91 pts. - <i>Wine Enthusiast</i> v17</p>                                    |
| RETAIL STANDARDS            | <ul style="list-style-type: none"> <li>• Eye-level shelf placement in varietal sets next to competitive set</li> <li>• Decoy Chardonnay and Sauvignon Blanc in the cold box next to competitive set</li> </ul>   |
| ON-PREMISE STANDARDS        | <p><i>Acceptable Examples</i>:</p> <p>2016 Decoy Sonoma County Cabernet Sauvignon (<i>PREFERRED</i>)</p> <p>2016 Decoy by Duckhorn Sonoma County Cabernet Sauvignon</p> <p><i>Unacceptable Examples</i>:</p> <p>2016 Duckhorn Decoy Sonoma County Cabernet Sauvignon</p>   |
| MERCHANDISING TOOLS         | Case wraps, case glorifiers, case cards, large format bottles, neck hangers and shelf talkers with key accolades and descriptors, waitstaff training cards   |

# DECOY

## PORTFOLIO WINES



### VARIETAL

|                    |          |        |           |            |            |                 |      |
|--------------------|----------|--------|-----------|------------|------------|-----------------|------|
| Cabernet Sauvignon | Red Wine | Merlot | Zinfandel | Pinot Noir | Chardonnay | Sauvignon Blanc | Rosé |
|--------------------|----------|--------|-----------|------------|------------|-----------------|------|

### VINTAGE

|      |      |      |      |      |      |      |      |
|------|------|------|------|------|------|------|------|
| 2016 | 2016 | 2017 | 2017 | 2017 | 2017 | 2017 | 2018 |
|------|------|------|------|------|------|------|------|

### APPELLATION

|               |               |               |               |               |               |               |            |
|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------|
| Sonoma County | California |
|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------|

### ALCOHOL

|       |       |       |       |       |       |       |       |
|-------|-------|-------|-------|-------|-------|-------|-------|
| 13.9% | 13.9% | 14.1% | 14.1% | 14.1% | 13.5% | 13.9% | 13.5% |
|-------|-------|-------|-------|-------|-------|-------|-------|

### WINE DESCRIPTION

|   |  |  |   |  |  |  |   |
|---|--|--|---|--|--|--|---|
| <p>Duckhorn Vineyards has been exploring the complexity of Cabernet Sauvignon since 1978. Decoy Cabernet Sauvignon offers a rich interpretation crafted to be ready upon release.</p> | <p>Displaying rich color, soft, seamless tannins and enticing fruit, our Decoy Sonoma County Red Wine offers a lush and appealing expression of Bordeaux-variety winemaking.</p> | <p>Duckhorn Vineyards has been crafting exceptional Merlots since 1978. Drawing on our expertise working with this varietal, Decoy Merlot is a lush and inviting wine.</p> | <p>This enticing Sonoma County wine highlights a bright, red-fruit and spice expression of Zinfandel.</p> | <p>Decoy Pinot Noir highlights a plush and approachable expression of Pinot Noir that is crafted to be ready upon release.</p> | <p>Decoy Chardonnay explores the diversity of Sonoma County, which encompasses an array of soil types, elevations, and terroirs, yielding an appealing wine.</p> | <p>Duckhorn Vineyards has been crafting Sauvignon Blanc since 1982. Expanding on this tradition, Decoy allows our team to explore a different expression of this great varietal.</p> | <p>Our Decoy Rosé was inspired by the great Rosés of Provence. Unlike many Rosés, which are made as a byproduct of bleeding off juice from red wine fermentations, the grapes for this wine were specifically harvested at lower Brix to make a dry Rosé.</p> |
|---|--|--|---|--|--|--|---|

### TASTING NOTE

|   |  |   |   |   |   |   |   |
|---|--|---|---|---|---|---|---|
| <p>This inviting wine features layers of blackberry and black cherry, along with notes of mocha, star anise and spearmint. On the palate, the juicy, bright fruit flavors are framed by rich, refined tannins that carry the wine to a satisfying finish.</p> | <p>Rich and concentrated, this wine reveals voluptuous layers of blueberry, cassis and dark chocolate. On the palate, hints of salted caramel and exotic spices add depth and complexity to the fresh fruit flavors, while carrying the wine to a long and silky finish.</p> | <p>This lush Merlot displays enticing aromas of blueberry, raspberry and cassis, underscored by a French oak-inspired hint of cocoa. The layers of luxurious fruit continue on the palate, where lively acidity adds poise and structure, and silky tannins carry the wine to a long, juicy finish.</p> | <p>On the palate, layers of fresh raspberry, blackberry and cranberry are underscored by an elegant structure that includes supple, refined tannins, balanced acidity and notes of French vanilla and toasty oak.</p> | <p>This wine displays aromas of strawberry, cranberry and plum that rise from the glass, along with oak-inspired hints of vanilla. The palate is soft and silky, with ripe berry flavors underscored by supple tannins that carry the wine to a bright, focused finish.</p> | <p>This enticing Chardonnay offers vibrant layers of green apple, white peach and honeysuckle, as well as hints of cinnamon. On the palate, a supple texture from sur lie aging is balanced by bright natural acidity, which adds poise and length to the finish.</p> | <p>This aromatic wine offers enticing layers of lemon and lime zest, as well as lovely notes of honeydew and nectarine. On the palate, refreshing acidity mingles with a subtle undercurrent of sweet fruit that carries through to a refreshing, vibrant finish.</p> | <p>This lovely Rosé displays enticing aromas of pink grapefruit and fresh melon, along with hints of strawberry and spring wildflowers. On the palate, it is bright and elegant, with refreshing acidity and minerality adding poise and definition to the vibrant fruit flavors.</p> |
|---|--|---|---|---|---|---|---|