



Investment Opportunities in 8 Burgundy 'Négociant' Grand Crus (2017 Vintage)

- Great Burgundy wines are produced from **top quality vineyards** in **excellent vintages**. It does not matter what type of producer has their name on the label, provided they produce wines using the utmost skill and care.
- Given the recent **rise in prices** for top Burgundy wines, we are urging clients to look for value in top "**négociant**" wines, especially those with top scores from **Grand Cru** vineyards (the highest classification) where "domaine" wines trade at much higher prices.
- Négociant wines often trade at a **discount** to similarly scored 'domaine' wines. We see no real reason for this and feel that it is a market opportunity.
- We have found **8 Grand Cru négociant wines** from the heralded 2017 vintage with good scores which are priced at a discount (in some cases over 50%) to comparable domaine wines.
- We believe that these wines could see significant outperformance over the next 3-5 years as the price gap closes.

BEST VALUE TOP GRAND CRU NÉGOCIANT BURGUNDY WINES

Corton	Wine	Vintage	WA Score	Vinous Score	JS Score	Price (6x75cl)	Discount
Recommended Négociant Wine	Bouchard Pere & Fils Le Corton Grand Cru	2017	88-90	92-94 (NM)	N/A	£450	-17.4%
Comparable Domaine Wine	De Montille Corton Clos du Roi	2017	90-92	91-93 (NM)	N/A	£545	
Montrachet	Wine	Vintage	WA Score	Vinous Score	JS Score	Price (6x75cl)	Discount
Recommended Négociant Wine	Bouchard Pere & Fils Montrachet	2017	94-96	91-93 (NM)	98	£2,500	-26.9%
Recommended Négociant Wine	Louis Jadot Montrachet	2017	92-94	94-96 (NM)	N/A	£2,600	-24.0%
Comparable Domaine Wine	Marc Colin Le Montrachet	2017	95-97	95-97 (NM)	N/A	£3,420	
Chevalier Montrachet	Wine	Vintage	WA Score	Vinous Score	JS Score	Price (6x75cl)	Discount
Recommended Négociant Wine	Bouchard Pere & Fils Chevalier-Montrachet	2017	93-95	92-94 (NM)	97	£1,200	-32.2%
Comparable Domaine Wine	De Montille Chevalier Montrachet	2017	93-95	91-93 (NM)	N/A	£1,770	
Latricieres-Chambertin	Wine	Vintage	WA Score	Vinous Score	JS Score	Price (6x75cl)	Discount
Recommended Négociant Wine	Faiveley Latricieres-Chambertin	2017	N/A	93-95 (NM)	98	£770	-44.7%
Comparable Domaine Wine	Duroche Latricieres-Chambertin	2017	N/A	93 (NM)	N/A	£1,392	
Clos Saint Denis	Wine	Vintage	WA Score	Vinous Score	JS Score	Price (6x75cl)	Discount
Recommended Négociant Wine	Louis Jadot (Gagey) Clos Saint Denis	2017	N/A	95-97 (NM)	N/A	£1,400	-56.9%
Comparable Domaine Wine	Dujac Clos Saint Denis (2017 not yet released)	2016	N/A	93-96 (ST)	N/A	£3,250	
Chapelle-Chambertin	Wine	Vintage	WA Score	Vinous Score	JS Score	Price (6x75cl)	Discount
Recommended Négociant Wine	Louis Jadot Chapelle-Chambertin	2017	92-94+	93-95 (NM)	N/A	£875	-52.1%
Comparable Domaine Wine	Ponsot Chapelle-Chambertin (2017 not yet released)	2015	N/A	94+ (ST)	N/A	£1,825	
Chambertin-Clos-de-Beze	Wine	Vintage	WA Score	Vinous Score	JS Score	Price (6x75cl)	Discount
Recommended Négociant Wine	Bouchard Pere & Fils Chambertin-Clos-de-Beze	2017	92-94	93-94 (NM)	N/A	£1,280	-15.8%
Comparable Domaine Wine	Henri Boillot Chambertin-Clos-de-Beze	2017	92-94	89-91 (NM)	N/A	£1,520	

Prices as at 15th February 2019. All recommended wines available for sale on www.cruworldwine.com at time of publication

IMPORTANT NOTE: We recognise that it is never possible to make exact comparisons between different wines in a terroir as diverse as Burgundy, but we have chosen what we feel are suitable approximations from within the same vineyards.

What is a 'Négociant' Burgundy Wine?

"**Négociant**" wines are made by merchant companies who own vineyards, but they also buy grapes, must and finished wine from other growers. "**Domaine**" wines are made by companies which only grow and bottle their own wines. Today the grand old négociant houses actually own more vineyards than most domaines; and all the top négociants now grow, vinify and bottle many top wines, exactly as domaines do.

So is there Really any Difference Between "Négociant" and "Domaine" Wines Today?

In many cases, no. In fact, it is harder and harder to distinguish between a domaine and a négociant. "Domaine" **Dujac** offers négociant wines under the Dujac Père et Fils label. "Domaine" **Leroy** uses the Maison Leroy label for its négociant range etc. etc. Old and historic négociants like **Bouchard Pere et Fils** (1731), **Louis Jadot** (1859) or **Domaine Faiveley** (1825) *own* significant vines in the very best Grand Cru vineyards.

Why do "Négociant" Wines Trade at a Steep Discount to Domaine Wines?

There isn't a good reason - and that is what creates an investment opportunity. The market hasn't caught up with the fact that many négociant are directly comparable with domaine wines (i.e. they are made from grapes owned and vinified by the négociant themselves). Over the next 3-5 years, we expect the market to become more efficient and for similarly scored wines from the same vineyard to trade at similar prices. Discounts of over 50% for essentially the same wine are not sustainable.

Top 8 Grand Cru Négociant Investment Opportunities

We screened the entire 2017 vintage and found 8 opportunities in **Grand Cru** (the highest classification) négociant wines. These wines all trade at a discount to comparable domaine wines of similar quality¹:

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Dr Jeremy Howard

Head of Investment Research

jeremy.howard@cruworldwine.com

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