



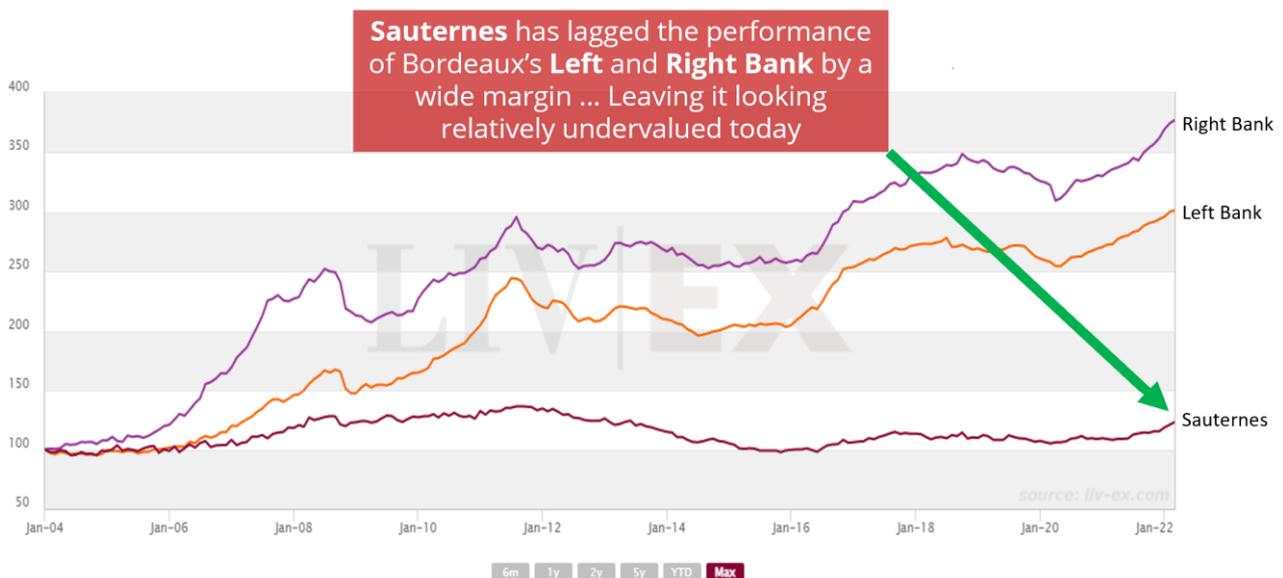
Château D'Yquem 2018 Momentum is Building in Sauternes!

- After two decades of underperformance, **momentum** is finally building behind the **Sauternes** region, underlined by the recent sell out release of **Château D'Yquem 2019**.
- Sauternes has actually **outperformed** other Bordeaux regions over the last 12 months as collectors start to recognise its relative cheapness.
- But **Château D'Yquem** is still **dramatically under-priced** versus the 'flagship' wines of other iconic regions.
- **Château D'Yquem 2018** is our **top Sauternes recommendation**, providing the best combination of **high score** and **low price**.
- Every portfolio should have an allocation to the **most iconic producers** in each region, and in Sauternes this is undoubtedly **Château D'Yquem**.

Sauternes has been Left Behind over Two Decades

Since 2000, **Sauternes** (Bordeaux's sweet white wine region) has underperformed the rest of Bordeaux by a wide margin.

This has left Sauternes looking significantly undervalued (on a relative basis). Investors and collectors are finally waking up to this undervaluation - and are starting to acquire the best Sauternes (led by **Château D'Yquem** more aggressively). But there is still a lot of potential upside.



Short-Term Momentum is Building for Sauternes

Collectors and investors are now (finally!) waking up to how far Sauternes has fallen behind - and starting to bid it up. In the last 12 months, Sauternes has actually *outperformed* the Left and Right Bank wines of Bordeaux:



The gathering momentum behind Sauternes was confirmed recently by the enthusiastic market reaction to the latest *en primeur* release of the **Château D'Yquem 2019**, which sold out across the market in just a couple of days.

But there is a long way to go. Because of the many years of underperformance, **Château D'Yquem** has slipped far below the price of 'flagship' wines of the other major regions:

The 'Flagship' Wine of Iconic Regions		
Wine (2018 or latest)	Region	Price (6x75cl)
DRC Le Romanée-Conti 2018	Red Burgundy	SGD 253,800
Domane Leflaive Le Montrachet 2017	White Burgundy	SGD 62,865
Pétrus 2018	Right Bank Bordeaux	SGD 23,490
Screaming Eagle 2018	Napa Valley	SGD 17,496
Lafite Rothschild 2018	Left Bank Bordeaux	SGD 7,470
Salon 2012	Champagne	SGD 5,760
Penfolds Grange 2017	South Australia	SGD 3,717
Château d'Yquem 2018	Sauternes	SGD 2,520

Château D'Yquem 2018: Best Way to Play Renewed Interest in Sauternes

Although Sauternes has not performed well since 2000 as a region, Château D'Yquem does show very strong price appreciation over the very long-term. For that reason, our recommendation for playing the renewed interest in Sauternes is the **Château D'Yquem 2018**. This has the best combination of:

- **High Score** - 98 points from Wine Advocate.
- **Lowest Price** - for a top scoring D'Yquem.
- **Long Drinking Window** - out to 2055.
- **Best in Class** – nothing rivals D'Yquem in this region for reputation and prestige.
- **Small Production** – Only 65,000 bottles a year (and in many years no wine made at all, if conditions are not favourable – the latest example being 2012). Compare this with the 240,000 bottles of Lafite Rothschild produced each year. You need one vine to produce one bottle of red wine, whereas one vine only produces one *glass* of Sauternes.

Château d'Yquem - 98WA and above		
Vintage	Score WA	Price (6x37.5cl)
2019	N/A	SGD 1,352
2018	98	SGD 1,248
2017	97-99	SGD 1,282
2016	98+	SGD 1,456
2015	100	SGD 1,412
2010	98	SGD 1,456
2009	100	SGD 1,706
2001	98	SGD 2,402
1990	98	SGD 1,507
1986	98	SGD 2,711
1975	99	SGD 3,827
1945	100	SGD 15,393
1928	98	SGD 26,311

Don't Forget the Visuals!

We live in an age of visual imagery. An underappreciated attraction of **Château D'Yquem** (and most botrytised wines) is their magnificent **colour evolution** over time. We feel that this gives a certain magic to older Sauternes which red, white, and Champagne wines can't match.

In fact, the aging potential of Sauternes is technically unlimited due to its high sugar content. The oldest bottle of D'Yquem currently on the market is the **1831** (yours for SG\$ 74,300 per bottle).

Colour Evolution of Château D'Yquem with Time

2018

1926

Part of the appeal of **D'Yquem** is the stunning evolution of colour in the bottle with time



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