



## The spanish winery Terras Gauda increased their wine marketing by 23.6%

**Terras Gauda wineries increased their business figures by 17.25%, reaching 9 million euros during the last fiscal year. An 18% increase in exports strengthened their position in the U.S.A. as they began to participate in new monopolies in Canada**



The Spanish winery Terras Gauda increased the marketing of their wines by 23.6% in 2007, during which time they attained **business figures** of around 9 million euros, 17.25% more than during the previous fiscal year, with an increase of 12.16% in **gross profits**, which reached 1.01 million euros.

Terras Gauda wineries, whose products are present in over **30 international markets in America, Europe and Asia**, increased their exports by 18% over the last fiscal year. During this time, they also signed new global distribution agreements for **Canada**, entering into the SAQ and LCBO monopolies. They also strengthened their position in the **U.S.A.**, having reached a distribution agreement with the company A.V. Brands, a member of the Spanish Codorniu group.

The Spanish company marketed over 1.4 million bottles of Terras Gauda, Terras Gauda black label and Abadía de san campio Albariño wines, experiencing significant increases in markets in **Holland (53%)** and the **United Kingdom (42%)**.

Terras Gauda wineries, which own more than 160 hectares of vineyards in the O Rosal valley (Galicia), continue to have a firm commitment to R+D+I in order to promote the quality and unique character of their wines.

Terras Gauda wineries diversified their business line over the last fiscal year through the acquisition of 75% of A Rosaleira, the oldest vegetable canning company in Galicia, founded in 1940, which markets high-quality traditional products. The winery's goal is to expand its range of products and position the A Rosaleira brand in delicatessen shops and gourmet sections of large retail outlets, while maintaining and strengthening its traditional product philosophy.

The group's overall billing, which includes © wineries, Pittacum wineries and A Rosaleira, reached 10.12 million euros in 2007, with a staff of 80 professionals and gross profits of 1.165 million euros.

Pittacum wineries, which have formed part of Terras Gauda since 2002, also experienced significant growth on both domestic and international markets, with their Pittacum barrica, and Pittacum Aurea Mencia wines and Tres Obispos rosé wines now being sold in over 20 foreign countries.