

WINE CLUBS

WITH A DIFFERENCE



WWW.PRANCINGHORSEESTATE.COM

ABOUT US

Prancing Horse Estate is the biodynamic pioneer of the Mornington Peninsula.

First introduced cool-climate organic farming and winemaking in 2002. In 2005 the vineyard acreage was doubled working with Pascal Marchand international expert in burgundy wine production, site, soil and clonal selection. Today the wines are made by Richard McIntyre and Jeremy Magyar from Moorooduc Estate and are elegant and focused with a true strength of signal achieved from rigorously maintained vineyards.

In the Red Hill South vineyards, Prancing Horse Estate proprietor Tony Hancy has advanced quality by using French-wine consultants to improve the biology of his soils, vines and fruit. Since taking on the now 37-yearold site, Hancy has pioneered a biodynamic viticultural model seen in the most revered and ancient vineyards of Burgundy. With biological thinking and natural organic preparations such as seaweed, compost and teas, he's pushed aside pesticides and additives to make truly authentic wines. Wines free from artificial interference.

The best wines have the complexity and finesse reminiscent of great Burgundy. Hancy believes climate, slope and soil are implicit in the consistent style differences between Burgundy and the Mornington Peninsula.

Prancing Horse Estate began production in Burgundy France in 2006 (Chablis, Meursault and Morey Saint Denis) and extended this to creating an import / distribution operation focused on biodynamic producers from all major regions of France in 2008. Regions included are Burgundy (including Chablis, Irancy, Cote de Nuits, Cote de Beaune, Macon, Beaujolais), Bordeaux, Champagne, Alsace, Savoie, Northern Rhone, Sancerre, Provence, Bandol, Corsica and the Languedoc.

WINE CLUBS

TWO WORLDS TO PLAY IN

Subscriptions to wine clubs have been around for decades, and while the concept is not new, Prancing Horse Estate offers two alternative concepts for different wine preferences and objectives.

Whether you're looking to discover wines from one of the Mornington Peninsula's premier vineyards, explore a particular region in Europe, avoid trips to the wine store, or get to know your tastes a bit better.

You can enrol in the Enthusiasts' Wine Club at **www.prancinghorseestate.com/wine_club** however please note that you will need a specific link (supplied by Prancing Horse) in order to enrol in the Prancing Horse Coterie (due to the pre-spend entry requirements for membership).

WINE ENTHUSIASTS' PROGRAM (WE)

Membership in our Enthusiasts Wine Program is the best way to take advantage of customer discounts and benefits as well as stay current on the most recent Prancing Horse Estate and international portfolio annual releases available.

CONNOISSEURS' COTERIE (CC)

For the adventurous wine cognoscenti, the Coterie is an excellent way to taste and learn more about our distinctive biodynamic viticulture and winemaking style while also having early and en-primeur access to wines from the major wine regions of France and our own stunning Mornington Peninsula.

Membership is limited to ensure a premium experience.

WINE ENTHUSIASTS' PROGRAM

No initial enrolment cost to join.

Minimum of 12.5% discount on RRP of all Prancing Horse Estate and international wines (Either online or at Cellar Door) with the September curated dozen offering receiving 15% discount on RRP.

Our members have first access to winery exclusives, single-vineyard designated wines and back-vintage releases.

Voucher for complimentary Premium Wine Tasting for yourself and up to five guests at Prancing Horse Estate Tasting Room (by booked appointment on Website).

Exclusive invitation of member events at Prancing Horse Estate.

Complimentary delivery of twice-yearly wine purchases within Victoria and interstate to N.S.W, S.A, QLD. Deliveries for other wine purchases (Victoria: \$15 per six pack; Interstate \$20; WA subject to quotations).

REQUIREMENTS FOR MEMBERSHIP

Purchase twelve bottles per half year (twenty-four per annum) from our Australian and International portfolio including a maximum of six Prancing Horse Pony wines in each half allocation.

These will be dispatched to you in March and September each year, with a curated offering to the value of \$600 (post 15% wine club discount) per dozen dispatched in September, and your own selection comprising the March shipment with a minimum value of \$600 (post 12.5% club discount) **

**Please note that if you do not self-select your wines in this instance, Prancing Horse will curate both semi-annual options for you.

Exit at any time after your first year of membership.



CONNOISSEURS' COTERIE

Eligibility upon spending of more than \$1000.00

(in one transaction) either online or at Cellar Door.

There is a 20% discount on all subsequent wine purchases from our Australian and International portfolio throughout your period of membership (either online or at Cellar Door).

Our members have first access to winery exclusives, single-vineyard designated wines and back-vintage releases.

Voucher for complimentary Reserve wine tasting for yourself and up to five guests at Prancing Horse Estate Tasting Room (by booked appointment on Website).

Exclusive invitation to events held both at Prancing Horse Estate and at venues around Melbourne.

Complimentary delivery of twice-yearly wine purchases within Victoria and interstate to N.S.W, S.A, & QLD. Deliveries for other wine purchases (Victoria: \$15 per six pack; Interstate \$20; WA subject to quotations).

A complementary 6 bottle curated case of wine from Prancing Horse Estate and our International portfolio (minimum value of \$500) as an introduction to our brands.

Early and en-primeur Burgundy (including Grand Cru offers) – pricing at trade prices - discount of 30% from when the wine arrives in Australia.

The opportunity to join us in France, visiting some of the most renowned producers and vineyards. This really is a money-can't-buy experience!

REQUIREMENTS FOR MEMBERSHIP

For period of membership, you are required to purchase thirty-six bottles per year (eighteen per half year post 20% Coterie discount), including a maximum of six Prancing Horse Pony wines in each half year allocation.

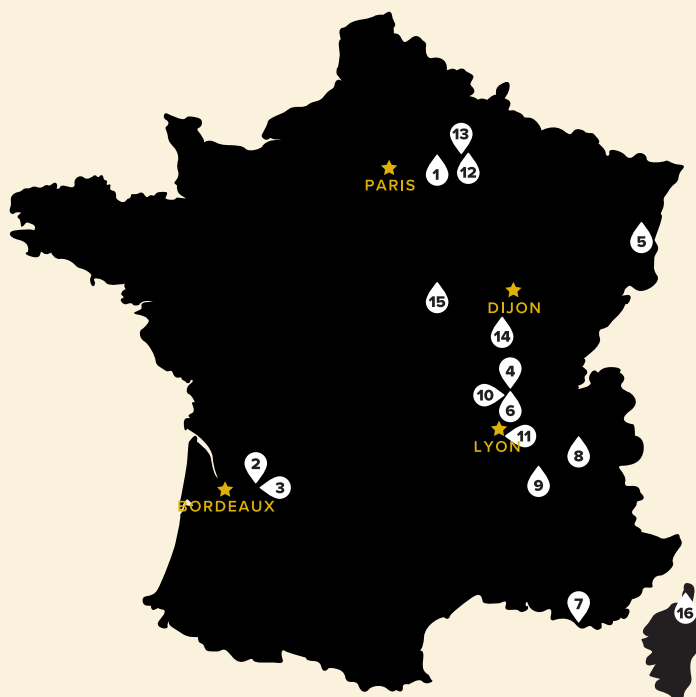
These will be dispatched to you in March and September each year, with a curated offering to the value of \$1200 (post 20% Coterie discount) per eighteen bottles offered in September, and your own selection comprising the March shipment with a minimum value of \$1200 (post 20% Coterie discount).**

****Please note that if you do not self-select your wines in this instance, Prancing Horse will curate both semi-annual options for you at the minimum value (as stated above)**

Exit at any time after your first year of membership.



OUR FRENCH WINES



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| 1. CHAMPAGNE LOINTIER
CHAMPAGNE | 9. DOMAINE DES HAUTS CHASSIS
COTES DE RHONE |
| 2. CHATEAU CANON CHAIGNEAU
BORDEAUX | 10. DOMAINE DES MARRANS (FLEURIE)
BEAUJOLAIS |
| 3. CHATEAU FLEUR CARDINALE
(ST EMILION)
BORDEAUX | 11. FRANCOIS VILLARD
COTES DE RHONE |
| 4. COLLOVRAY ET TERRIER (MACON)
BURGUNDY | 12. GEORGES VESSELLE
CHAMPAGNE |
| 5. DOMAINE AMÉLIE & CHARLES SPARR
BURGUNDY | 13. HENRI GIRAUD
CHAMPAGNE |
| 6. DOMAINE DOMINIQUE CORNIN
(MACON)
BURGUNDY | 14. MARCHAND-TAWSE
BURGUNDY |
| 7. DOMAINE DE LA BEGUDE
BANDOL | 15. THIERRY RICHOUX (IRANCY)
BURGUNDY |
| 8. DOMAINE DES 13 LUNES
SAVOIE | 16. YVES LECCIA
CORSICA |