



CHATEAU DURFORT-VIVENS
VINTAGE 2022

Dear friends,

As the reputation of a vintage is established during the primeur tasting, we can already consider 2022 as one of the legendary vintages.

At Durfort-Vivens, we're off the hook and the critics have not been mistaken by confirming a quality ranking systematically in the top 3 to 5 in the appellation and among the elite estates in the region.

I warmest thank Léopold Valentin and his team for getting the best out of this year.



This vintage surprised us and the analysis we can make now is that strong, gradual water stress and exceptionally hot weather are not limiting the balance and the subtle expression of our terroirs but quite the contrary.

Perhaps for the first time, we have two vintages in one. The power, density and length of a great vintage and the brilliance, elegance and energy of a great classic vintage.

This wine, which many consider to be the greatest wine made on the estate in living memory, is the finest tribute I could have paid to my father Lucien Lurton, who passed away on March 25th at the age of 97.

Dad bought Durfort-Vivens in 1961, at a very complicated time. It was his first purchase and he always had a special affection for it. A great winegrower and a great man, he has passed on to us his love of the great terroirs with a lot of humility and his desire to give them their fullest expression.

It was with this in mind that he perfectly respected my choice to go biodynamic, a choice that he would not have made himself. This mark of confidence, like so many others, has enabled me to build the future of Durfort-Vivens with serenity and I carry on what he so boldly initiated as a young man.



The market releasing of the vintage 2022 is taking place against a backdrop that is once again complicated, particularly this year because of the sharp rise in interest rates.

Therefore, I have decided to extend payment terms and in order to protect my negociant customers' margins, I will offer the wooden case of 6 bottles flat packed. The policy of offering an alternative to the wooden case has not yet come to an end, and a discount of 20 cts per bottle will be offered for deliveries in cardboard boxes of 6 bottles flat packed.

Arnaud Boutin and I have met with most of our negociants and given them a summary of the distribution drawn up by Arnaud and his team. This summarised everyone's strengths and the opportunities to help improve the distribution of Château Durfort-Vivens.

Durfort-Vivens already has a good distribution network in continental Europe and Asia, but any development in these areas with high-quality distributors is of course, very welcome. To date, the English-speaking market is one of the areas where distribution of the Château could be improved, and we hope that this campaign will mark significant progress in that direction.

The wine will be marketed in lower volumes than in the previous two years, to allow the estate to keep some stocks. Nearly 80% of the harvest will be marketed and the rule applied is of -20%. Through the allocations granted, we have encouraged loyalty, the quality of distribution, its diversity as well as the promotion of the wines throughout the year with events or customer visits to the estate.

The market releasing price will reflect the estate's progress in recent years, in line with the deliverable prices of recent vintages and marker of the exceptional vintage that is 2022.

This year I will not be proposing an indicative resale price for the wine trade, as this has become a maximum price often used as a basis for various discounts. I leave the negociant free to manage their commercial relations with their customers in the interests of the necessary financial balance. On the other hand, I am maintaining a distributor target resale price per zone, which seems necessary for an effective market releasing.

Enclosed you will find a presentation of the vintage in the form of a technical sheet and the comments of the professional critics.

We have also sent you the allocations for each beneficiary, as well as the additional conditions for the market releasing, such as payment deadlines and any special packaging supplements, so that everyone can prepare in the most professional way possible the market releasing.

I'd like to thank you personally for your ongoing support and wish you all a very successful market releasing.

Kind regards to everyone.

Gonzague Lurton

Dear All,

For three years now, my team and I have been doing our utmost to provide you with transparency of information, both on our distribution wishes, on our assistance and support in promoting our wines. In our desire to raise the profile of the Durfort-Vivens wine as much as possible, we have organised various events with the Trade and the press to maximise your sales impact.

Over the past year, we have had 67 press articles published, including Challenges, Le Figaro, En Magnum, Vinous, Terre de Vins, Vitisphère, la RVF, to name just a few...I would like to make a few key points:

- Durfort-Vivens is now one of the top 20 most popular wines on the online wine searcher.
- Château Durfort-Vivens is the only château to have obtained a score of over 95/100 in this price category among its competitors since the vintage 2018. For this reason, it is rated as a super performer, listed in 1st position in 2021 and 2022, as the wine that has made the most progress in terms of quality.
- Also, since the vintage 2017, Durfort-Vivens has been ranked 14th among Bordeaux crus in terms of post-en primeur price performance, which corresponds to the average difference between the en primeur price and its future deliverable price.

We will continue to work alongside you to ensure that Château Durfort-Vivens continues to grow and succeed in the years to come. I wish you all a wonderful market releasing campaign.

With kind regards,
Arnaud Boutin





Vineyard of 65 hectares located on the villages of Margaux, Cantenac and Soussans within Margaux appellation.

One of the favorite wines of the 3rd President of the US, Thomas Jefferson at the end of the 18th century.

Raised at the rank of **2nd Grand Cru Classé in 1855** during the Universal Exhibition of Paris.

The property has been in the **Lurton family for two generations**.

At 26 years old, Gonzague was the youngest owner-manager of the Grand Cru Classé of Médoc.

The wines are both certified organic and biodynamic since the vintage 2016.

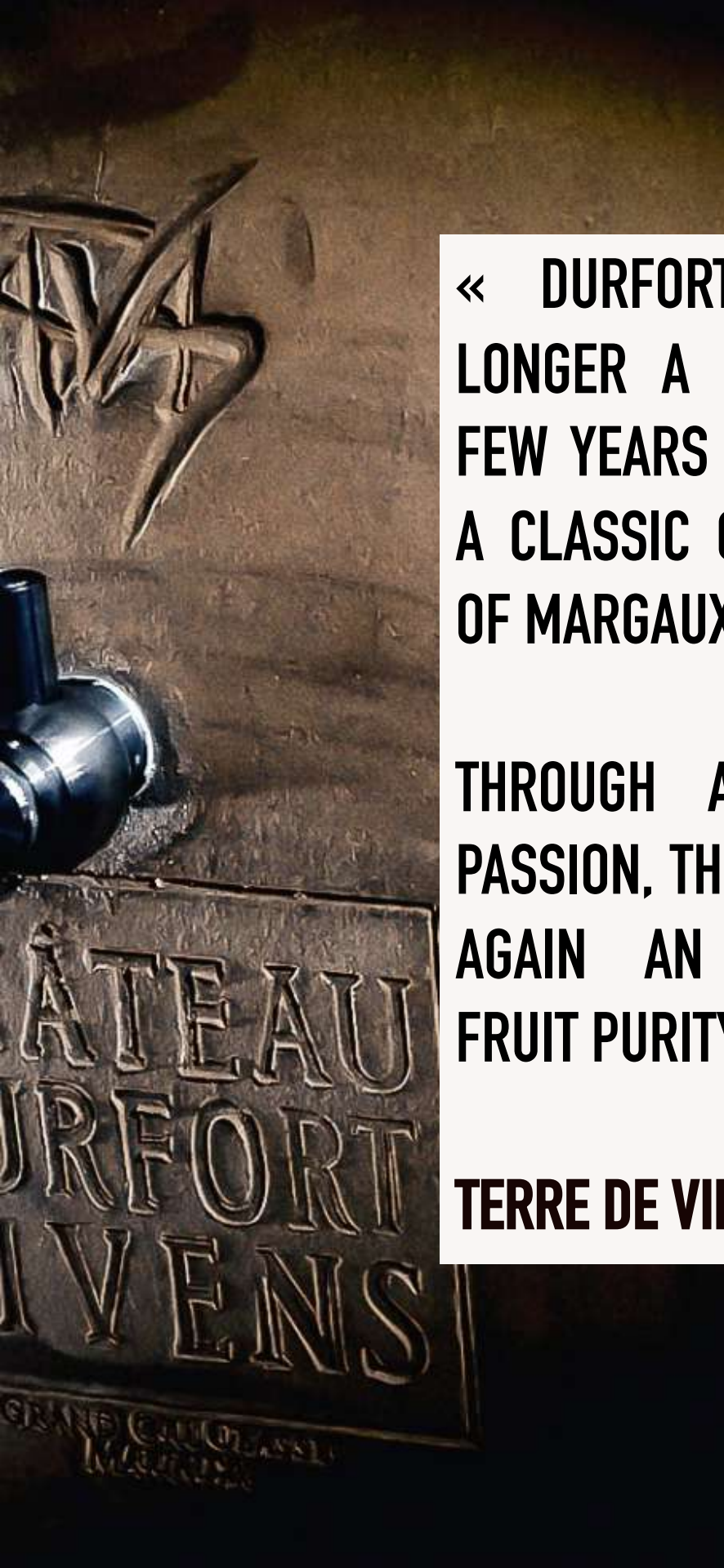
The one and only growth of 1855 to have obtained both **organic and biodynamic certification** at the same time.

The largest amphorae cellar in the world.

The vintage 2018 was entirely made in amphora without any mechanical assistance.

The vineyard is managed according to **agroecological practices**. Small-scale plantation of vines without rootstock, to preserve diversity and adapt our vineyard to the climate change.

The wines have been tested « **0 residues** » each year since the 2014 vintage.



« DURFORT-VIVENS IS NO LONGER A PROMISE, IN A FEW YEARS IT HAS BECOME A CLASSIC OF THE SUMMIT OF MARGAUX.

THROUGH ATTENTION AND PASSION, THIS 2022 IS ONCE AGAIN AN EXAMPLE OF FRUIT PURITY. »

TERRE DE VINS

WINE MANIACS, LIN LIU MW 97-98 pts

« Soft and gentle tannins, full of energy and spiciness. Unusual approach with harvesting in two stages. »

XL VINS, XAVIER LACOMBE 98 pts

TERRE DE VINS 97-98 pts

« Durfort Vivens n'est plus une promesse, il est devenue en quelques années un classique des sommets de Margaux.. »

THE DRINKS BUSINESS, COLIN HAY 95-97+ pts

« The purest expression of its terroir and captivating in this vintage. »

JAMES SUCKLING 96-97 pts

YVES BECK 96-97 pts

« C'est la finesse qui marque ce vin. Gonzague Lurton et ses équipes ont donné naissance à un très grand Durfort Vivens. »

DECANTER, GEORGINA HINDLE 96 pts

« The energy here is wonderful, so lean and clean, pure and precise. »

BETTANE ET DESSEAUVE 96 pts

« offre cette complexité et cette élégance naturelle, tout à fait dans la lignée des dernières impressionnantes réussites de la propriété. »

ALEXANDRE MA 95-96 pts

PACKAGING, VINTAGE 2022



THE CARTON BOX, 6 BOTTLES



OPTIONAL WOODEN BOX, 6 BOTTLES
No Extra charge

CHÂTEAU DURFORT-VIVENS 2022

THE VINEYARD

65 hectares of deep gravels with a matrix of sand and clay. Located in Margaux, Cantenac and Soussans.

THE CULTURAL PRACTICES



THE VINIFICATION

Plot and tailor-made vinification. Alcoholic fermentation with natural yeasts. Pumping over once per day for a soft extraction. 21 days of maceration. No input during all the vinification.



THE BLEND

84% Cabernet-Sauvignon
16% Merlot

THE AGEING

18 months:
70% in new oak barrels
30% in amphorae

THE TEAM

Owner:
Gonzague Lurton
Estate Director:
Léopold Valentin
Oenologist Consultant:
Éric Boissenot

HARVEST DATES:

Vendanges sélectives. 11 jours effectifs.
1^{er} tri : du 1^{er} Septembre au 15 Septembre
2^{ème} tri : du 19 Septembre au 12 Octobre

THE YIELD 30 hecto / ha

ALCOHOLIC DEGREE 13,5%

PH 3,75