

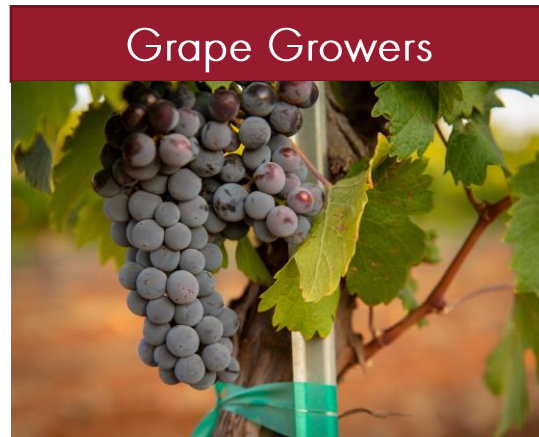
Kalasi Cellars & Antima Cellars Overview for Trade

September 2022



Who Are We?

At our core, we are a quality-focused vineyard and a 100% estate-grown, Texas winery. We started out as grape growers in 2013, and in 2017 expanded into winemaking through our brand, Kalasi Cellars. We operate our vineyard in Brownfield, TX and our winery & Kalasi Cellars' tasting room in Fredericksburg, TX. Both our vineyard and winery have minority & women ownership.



- Narra Vineyards
- Texas High Plains AVA
 - Brownfield, TX
 - 140 acres Planted
 - Planted Starting in 2013



- Kalasi Cellars
- Texas Hill Country AVA
 - Fredericksburg, TX
 - Winery & Tasting Room
 - Solely Estate-Grown, Texas Fruit



- Kalasi Cellars Label
- High End, Boutique
 - Single Varietal Focus



- Antima Cellars Label
- Distribution Friendly
 - Blend Focus

Owner Bios



Nikhila Narra Davis: Founder / Owner / Head Winemaker

Nikhila jumped headfirst into the Texas wine industry in 2013 with the creation of Narra Vineyards, with 140 acres under her management. Since then, she's worked to round out her experience by making wine at Cakebread Cellars in Napa Valley, earning an introductory sommelier certification, completing a certificate in viticulture from Texas Tech University, and earning an Executive Wine certification from the University of California at Davis.

Nikhila earned a Bachelor of Science degree from The University of Southern Mississippi in Business Administration with specializations in international business, finance and economics. She also holds a Master's degree in Public Relations from The University of Southern Mississippi.



Greg Davis: Founder / Owner

Prior to starting Kalasi Cellars, Greg worked in management consulting where he focused on helping companies grow revenue, cut costs, and improve processes, with a significant amount of work supporting large M&A transactions. Through this experience he's gained extensive knowledge of how to successfully run and grow a business. His whole life he has had a dream of starting a business and fell in love with the Texas wine industry after meeting his lovely wife, Nikhila.

Greg is a graduate of Lafayette College with a Bachelor of Science in Physics. He also holds a Master of Business Administration with a concentration in Finance from the Cox School of Business at Southern Methodist University.

Why Narra Vineyards?

140 Acres, 20 Varietals, End-to-End Focus on Quality



Steam & Flame Weeding to Eliminate Herbicides



Best-in-Class Pruning, Spraying & Harvest Equipment



Wind Machines Protect from Freeze Damage



Why Kalasi Cellars?

First Winery in Texas with
an Optical Sorter



Top-Tier Winemaking Equipment



Winemaking Consulting from
Dan & Spencer Gatlin



100% Made in House '21+ with
100% Estate-Grown Grapes



Tasting Room & Winery in
Fredericksburg



We Are Raising the Bar on Quality

Focus on End-to-End Quality

100% Estate-Grown Grapes in Texas

- First right of refusal on our 140-acre, 20 varietal vineyard, enabling us to keep the best grapes in house
- Excellent canopy management to control ripening, producing consistently high-quality fruit
- Intentionally low yielding to concentrate flavors
- World-class quality vineyard equipment
- No herbicides or pesticides; minimal fungicide

100% Produced in House

- Beginning in 2021, all wine made completely in house at our 10,800 sqft facility
- Investment in innovative, world-class, 1st of its kind in Texas equipment to make significant leap forward in quality
- Winemaking mentorship from Dan and Spencer Gatlin, from Inwood Estates

Why Does it Matter?

- One of the very few wineries in Texas solely using estate-grown fruit
- Rare grape varietals and blends that offer customers something new and compelling to try
- Locally grown, locally made craft wine for customers that want to shop locally – including tourists that want to experience Texas wine
- Minority and woman ownership
- Sustainably farmed

Why Texas Wine?

No Historical Constraints



Texas' wine region is one where the varietals, blends, style, etc. are all to be determined. We can experiment with interesting varietals, blends, oak, etc. from around the world to craft what we feel is most interesting and worthy of drinking.

Locally Sourced



There's strong demand for locally sourced products, and local wine fits well into the trend. This plays for both locals wanting to support local businesses, as well as tourists wanting to taste out the local flavors. As Texas wine is local, it is also accessible to the consumer. Consumers can visit the wineries, meet the winemakers, etc. and feel that they are a part of the industry.

Rapidly Evolving



The Texas wine industry is new and exciting. There are new entrants continually popping up that bring something new to the market. New technologies, new winemakers, new growing practices, etc. mean that customers always have something new to try. This is akin to what we have seen in the craft beer market, but now it's happening to wine.

Texas Pride



Texans love Texas. As the wine industry matures, Texas wineries are giving customers more to be proud of by producing better wines. This trend is set to continue and bolster Texas wine sales at retailers across the state.

In the News

- [Inside Hook: Texas Hill Country Is the Second-Largest U.S. Wine Region, So Drink Up](#)
- [Texas Monthly: 11 Texas Wines to Beat the Heat](#)
- [The First Annual Texas Wine Auction](#)
- [\\$1.3 billion boom: Why Texas wine is entering its best era yet](#)
- [Why Fredericksburg, Texas, is the 'Wild West of Winemaking'](#)
- [Three Texas Sips to Warm You Up this Winter](#)
- [A Taste of Koko: Ultimate Guide to Fredericksburg](#)
- [Wine Enthusiast: The Texas Wine Industry is at a Crossroads](#)
- [Success Sisters Magazine: Trailblazers Under 40 \(pg 49, Sept / Oct 2021\)](#)
- [Austin Eater: A Winery that Honors a Family Legacy, With a Guard Llama to Boot](#)
- [Austin Eater: Welcome to Texas Wine Country](#)
- [Austin Travels: Four Fredericksburg Wineries to Visit this Fall](#)
- [Fox 7 News Austin: Austin Travels Highlights Things to do in Fredericksburg](#)
- [Wine On The Dime: Kalasi Cellars Winery Review - 2019 Sparkling Muscat of Alexandria & 2017 Carménère](#)
- [Wine Enthusiast: 'We Are Not Constrained by Tradition': The Budding Wine Scene in Fredericksburg, Texas](#)
- [West Texas Wine: Terry County & The Grape Capital of Texas](#)
- [Wine Business: Third Time's the Charm: Texas Legislature Passes New Wine Labeling Law](#)
- [Kalasi Cellars Breaks Ground On Fredericksburg Production Facility](#)
- [Rock & Vine: Two Steppin' within Hill Country's Newest Wineries](#)
- [Robb Report: Lone Star Luxury? Why Texas is Fast Becoming A Must-Visit Destination for Lavish Vacations](#)
- [Texas Highways: Five New Wineries to Visit During Texas Wine Month](#)
- [Forbes: Innovation Leads The Way In The Dynamic Texas Wine Industry](#)
- [This is Texas Wine Podcast: Texas Wine Month: How to Celebrate in 2020](#)
- [Dallas Morning News: Texas grape growers with Dallas roots open Fredericksburg winery](#)
- [Texas Wine Lover: Kalasi Cellars - Cultural Togetherness](#)



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