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## News



## Italy's "almost perfect" wines

Perfection might not be of this world, but one can come close by scoring top marks in the 9 categories that comprise the wine-lister.com final score. When it comes to Italy, Barolo dominates over Supertuscans and Brunello. Giacomo Conterno Barolo Monfortino Riserva leads (979 points), followed by Giacomo Conterno Barolo Cascina Francia (962), the darling of global auctions Masseto (956), Soldera Case Basse Sangiovese (954), Montevervine Le Pergole Torte (953 points), Bartolo Mascarello Barolo and Sassicaia Tenuta San Guido (951), Falletto Barolo Rocche Falletto Riserva (950), Solaia Antinori (948) and Gaja Langhe Nebbiolo Sperss (944 points).



## 2017, records and issues

Italian wine exports in 2017 will reach 5.9 billion Euros in value (up 4-5% y-o-y), but competitors are growing faster, sometimes at twice the rate, according to the Eurostat and Customs data analysis of Non-EU Countries Observatory of Business Strategies and Nomisma Wine Monitor. Wine demand in non-EU countries (USA, China, Canada, Japan, Switzerland, Russia and Norway) has grown around 10% y-o-y, while the EU markets' main importers are on a downturn. Additionally, Italy is the worst performer among the top 5 global winemaking countries, and this is due to the growth of price per litre, or rather, the lack thereof: it was 2.71 Euros in 2016, and is the same now. A poor show compared to France (5.92 Euros), but also to Spain, Chile and Australia.

## Report

### Poderi Einaudi grows in Barolo

More wine properties are changing hands in Langhe's vineyards. The historic firm Poderi Einaudi has bought 1.5 hectares in the Monvigliero area that it previously managed, for over 3 million Euros, according to Italian financial newspaper "Il Sole 24 Ore". The Piedmont winemaker now has over 14 hectares of crus in Barolo, where prices reach up to 2 million Euros per hectare (4 Bussia, 2.3 Cannubi, 7 Terlo-Costa Grimaldi and now 1.5 Monvigliero), and more than 40 of Dogliani.



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## First Page

# Christmas is good for Vinarius, Signorvino & Eataly

Italian wine shops have found a very welcome surprise under their Christmas trees, so to speak. Namely, sales have grown in general 10 to 20% compared to 2016 and, the all-time classics like Barolo, Brunello di Montalcino and Amarone della Valpolicella have proven to be the timeless darlings of Italian wine lovers, with sparklings of all territories on an unbridled rise, from Prosecco (particularly Cartizze) to Trentodoc and Franciacorta in the lead. Additionally, the average price per bottle has also gone up compared to the rest of the year, according to the WineNews poll of Italian wine shops associations Vinarius, Signorvino and Eataly. According to the Vinarius association, which represents over 100 businesses all over the country, proceeds are up 10 to 20% over the same period of 2016, a more than surprising result, according to Vinarius' President, Andrea Terraneo, "We did register some good signs last year, but one like this was quite hard to imagine", he pointed out. Terraneo went on to confirm just how vital the end-of-year period is for wine shops, stating that "bottle sales alone are worth around 20% of all yearly sales", and moreover, "during the year, the average sale price is around 10 to 15 Euros per bottle, but in this period, it's markedly higher, all the way from 20 to 40 Euros". "Wine as a gift is a surely growing trend", added Luca Pizzighella of Signorvino, counting 15 shops all over the country and 700.000 bottles sold yearly, soon to launch its own Observatory. "Our growth is around 20% more. The average price is a bit higher than the one of the rest of the year, and the 15-17 Euros price range is proving to be the most popular". Eataly's wine sales manager Andrea Cantamessa concurs with this positive sentiment (the chain currently has 14 points of sale, and sells 2 million bottles every year). "We've bet on big formats, and it's also thanks to this fact that we've registered double digit growth over last December, around 10 to 20%. The average price is around 15 Euros per bottle (not counting big formats), compared to a yearly average of around 10, since we work a lot with everyday wines".

## Focus

### Italy's very best for Wine-Searcher

Rankings of all sorts traditionally abound around the end of the year, and here are the top Italian wines in four categories - namely the most popular, the highest prices, the highest rated according to critics and the best price/quality ratio - according to the wine-searcher.com global database, as consulted by WineNews this week. The most popular category sees Sassicaia Tenuta San Guido on top of the Italian heap (spot 10 globally), followed by Tignanello Antinori (27) and Barolo Monfortino Riserva Giacomo Conterno (33). No less than four wines are among the top-rated Italians, at an average of 95 points each: Masseto, Sorì San Lorenzo Gaja, Barolo Monfortino Riserva Giacomo Conterno and Barolo Le Rocche del Falletto Bruno Giacosa. Italian wines with the highest price tag are Barolo Monfortino Riserva Giacomo Conterno (860 Euros per bottle, on average), Barolo Falletto Riserva Bruno Giacosa (703 Euros) and Masseto (613 Euros), while the Italian "Best Values" in the database are Brunello di Montalcino Pianrosso 2012 Ciacci Piccolomini d'Aragona, Duemani 2012 Duemani and Giusto di Notri 2010 Tua Rita.



ARNALDO CAPRAI

Viticoltore in Montefalco

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## Wine & Food

### No territory spared in 2017's tragic harvest in Tuscany (-40%)

2017 will go down as the worst harvest on record in Tuscany, with an overall 40% drop in production y-o-y, and the subsequent loss of over 580 million Euros. This has led many producers to ask the Regional Authority for a freeze on tax payments and instalments, according to farmers union Confagricoltura. All denominations have been hit, from Morellino di Scansano (56.48% less), Toscana IGT (48.46%) to Chianti (39.91%), Brunello (34.86%), Nobile di Montepulciano (31.64%), Chianti Classico (27.62%), Vernaccia di San Gimignano (25.69%) and Bolgheri (25.24%).

## For the record

### 2017 officially a record year for Italian agrifood

As officially stated by farmers association Coldiretti this week, for the first time, Italian agrifood exports have gone over 40 billion Euros in value in 2017 (up 6% - 66%

of all exports going to EU countries. The States are the main non-EU market, behind Germany and France, and growth has been led by wine (up 7%) and cheese (up 9%).

