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#### News



## Wine critique in 2015

2015 has been a good year for Italian wine in the eyes of international critique. 20 wines in the "Top 100" ranking (with Brunello di Montalcino 2010 II Poggione at 4), 17 in the "Top Values" ranking of Wine Spectator, and ditto for Wine Enthusiast's "The Enthusiast 100" (Chianti Classico Grigio Gran Selezione 2011 San Felice at the top spot), which also put an Italian wine (Carignano Riserva 2010 di Sella & Mosca) at the top of its "Top 100 Best Buys", together with 9 other. Furthermore, Brunello di Montalcino Madonna delle Grazie 2010 II Marroneto has reached spot 2 in the "Top 100 Cellar Selections" ranking, with 19 other Italian labels.



# Italy's most sought after

This month's "Top 100 Most Searched-For Wines" ranking, compiled by Wine-searcher.com, is out and while France is at the very top, Italy has done very well, with Sassicaia Tenuta San Guido at spot number 13 (with 26.693 unique queries in December), Tignanello Marchesi Antinori at spot number 28 (with 16.251 unique queries), Masseto at 36 (with 13.190 unique queries), Ornellaia at number 37 (with 13.142 queries), Brunello di Montalcino il Poggione at spot 48 (with 10.871 queries), Solaia Marchesi Antinori at spot number 63 (with 8.875 unique queries), Barolo Riserva Monfortino Giacomo Conterno at number 66 (with 8.640 queries) and finally Barbaresco Gaja at spot number 95 (with 6.960 unique queries).

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## Italian wine from 2015 to 2016

What has 2015 left to the Italian wine world at the very beginning of this New Year? Here's the story, in a sort of "time travel" compiled by WineNews. Starting with certainties, especially economically speaking, Italian wine exports will most likely reach a new record in 2015, following the 2014 record. According to Wine Monitor estimates, export values should go up about 6%, allowing the sector to collectively reach 5.4 billion Euros, compared to 2014's 5.1 billion. This success is of course due in no small part to sparklings, which have been the most sold around the world (2.7 million hectolitres, compared to France's 1.8 and Spain's 1.6 million), but there's an enormous price gap compared to France, since value is 990 million to 3 billion Euros. Market positioning is a pressing matter for all Italian wines, though, and 2016 will be no different. On the one hand, the fact that the average price of Italian wine has gone up 35% between 2007 and 2013 (from 1.83 to 2.47 Euros per litre) is surely comforting, but on the other hand, there are many possible strategies to deploy, if one considers that the Euro will most probably lose more value against other currencies. Goldman Sachs foresees a 1:1 exchange rate between the Euro and the U.S. Dollar by 2017, which would surely be a first-tier factor, since some of the main markets for Italy (like the States, Canada and the United Kingdom), and a lot of the most dynamic ones, are outside of the Eurozone. Furthermore, interest for Italian high-tier wines is palpable, since in the Liv-Ex, the global benchmark of the secondary market, Italy has been the second most-traded wine region overall, right behind Bordeaux with a market share of 7.1% in 2015 compared to 2010's 0.9%. And, 2 out of the 10 wines in the 2015 "The top 10 wines on the Liv-ex 1000" ranking, those that have seen their quotations grow the most, are Italian, namely Barolo Vigne 2007 Luciano Sandrone and Tignanello 2004 Antinori. Overall, 2015 has not given Italy any jolts, so to speak, but in the future, young consumers will be vital, as 71% of them, according to ISTAT, so far do not drink wine.

#### Focus

## Acquisitions and sales in "Vineyard Italy"

Many properties have changed hands in 2015 in the Italian wine world. Renowned Verdicchio producer Fazi Battaglia has gone to Bertani Domains, owned by the Angelini family. In Chianti Classico, Antinori has acquired Castello di San Sano from Alimenta Spa (80 hectares of vineyards in Gaiole in Chianti), and Cecchi has bought Tenuta Villa Rosa in Castellina in Chianti (25 hectares of vineyards). Valpolicella's Tommasi has invested in Montalcino by buying Casisano Colombaio (22 hectares for both Rosso and Brunello), like Giovanni Carlo Sacchet and Antonio Mario Zaccheo, owners of Carpineto, have done with II Forteto del Drago (11 hectares, 3.5 for Brunello). Again in Montalcino, Diego Molinari has sold La Cerbaiona to American entrepreneur Gary Rieschel, currently managing Shangai's Qiming Venture Partners fund. In Maremma, Tua Rita has rented Poggio Argentiera, one of Morellino di Scansano's top producers, and in Piedmont Boroli has bought Cascina Sorello (4.5 hectares for Barolo Nebbiolo in La Morra), while Roberto "Mr. Monfortino" Conterno from Gigi Rosso has bought the cru Vigna Arione (9 hectares, 3.5 for Barolo Nebbiolo).





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## Report

#### Italy's priciest wines

The top 5 Italian wines of "Italy's Top 50 Most Expensive Wines" ranking by

Wine-searcher.com, the most important website for those who buy and sell wine online, are: Barolo Riserva Monfortino Giacomo Conterno (average price 676 Dollars per bottle), Masseto (669 Dollars), Testamatta Colore Bibi Graetz (551 Dollars), Brunello di Montalcino Riserva Tenuta Greppo Biondi Santi (513 Dollars) and Brunello di Montalcino Riserva Case Basse Gianfranco Soldera (469 Dollars per bottle).

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# Wine & Food

# Italy and Wine Advocate's "Best 50 of 2015" ranking

The Wine Advocate team tasted more than 30.000 wines in 2015. 50 of those wines had an unmistakable effect on them and have been collected in the "Robert Parker Wine Advocate Best 50 of 2015" ranking, which includes Brunello di Montalcino Tenuta Nuova 2010 Casanova di Neri, Brunello di Montalcino Madonna delle Grazie 2010 Il Marroneto, Barolo Gavarini Vigna Chiniera 2010 Elio Grasso, Barolo Riserva Villero 2007 Vietti, Bianco Ornellaia 2013 Tenuta dell'Ornellaia and Franciacorta Cuvée Annamaria Clementi Brut Riserva 2006 Ca' del Bosco.

#### For the record

#### Farewell to Harry Mariani

Italian wine bids farewell to one of its greater modern figures, and a key protagonist of the success of both Brunello and Italy in its entirety in the U.S. between the '70s and the

'80s: Harry Mariani, who, together with his brother John, founded Castello Banfi in Montalcino in 1978 (with the invaluable help of Ezio Rivella), passed away this Thursday.

