

# *Santa Margherita*

GRUPPO VINICOLO

**The Santa Margherita Wine Group's annual accounts are highly positive.**

**The Group closes 2015 with 19.1 million bottles sold in 85 countries, and with an increase in value of 7.3%.**

April 2016. The Santa Margherita Wine Group's expansion in foreign markets continues.

The 2015 financial statements show an overall sales growth of 7.3% in value and 3.1% in volume, hitting 118.2 million Euros net sales and 19.1 million bottles mark, sold in 85 countries around the world.

*«These numbers are even more gratifying» underlines Gaetano Marzotto, President of the Santa Margherita Wine Group «if we consider the relevance of the Italian market (36% of turnover) growing by 7.5% in value, compared to a 1% increase in Italy's GDP. For an Italian producer with strong local roots, which continues to invest in its wines' areas of origin and for which "being 100% Italian" is its hallmark around the world, this is a motive for profound satisfaction and great pride».*

Not only the Italian one, but also all of the world's markets are growing: the greatest increase is in Canada and in Caribbeans, up 16.5%, surpassing for the first time the threshold of 11 million dollars of sales. As far as Canada is concerned, we have witnessed the confirmation of a growing relationship based on our strong commitment to environmental sustainability. Indeed, for the third consecutive year, all of the production of Santa Margherita Pinot Grigio destined for Canada (1.5 million bottles) will be certified as "Carbon Neutral". The natural production of greenhouse gases will be compensated with greater efforts to produce energy from renewable sources and with reforestation activities in Ontario, Quebec and Alberta: overall, we are talking about 7,500 tonnes less CO<sub>2</sub> being dispersed into the atmosphere by the end of 2016.

Prospects for the Asian markets remain interesting: Australia (one of our competitors as a wine-producing country), Japan and China show growth of 6.5%, while notable increases are also being registered in the competitive European market, in the United Kingdom, Germany and Switzerland in particular.

The United States deserve a special mention. In what is traditionally the main reference market for the Santa Margherita Wine Group, sales have grown by a further 5.1% and are approaching the 50 million Euros mark, in line with a substantial confirmation of the volumes exported.

From 1<sup>st</sup> January of this year, Santa Margherita USA Inc. import and distribution company is operative with its headquarters in Miami, also with the Santa Margherita brand. The launch of this subsidiary – which manages direct distribution in the U.S.A. of the wines from many of the producers in the Group (Santa Margherita, Torresella, Kettmeir, Lamole di Lamole, Vistarenni, Sassoregale and Terreliade) – has involved an investment of over 14 million Euros, representing one of the largest direct interventions by the Italian wine sector in what is historically its prime sales market.

*«This direct investment in the U.S.A.» underlines Ettore Nicoletto, C.E.O. of the Santa Margherita Wine Group, «confirms, apart from the strategic value of this market, the Group's international thrust: aside from our "flagship wines" - Pinot Grigio, Prosecco and Chianti Classico – we are committed to proposing other wines and grape varieties that express the best that Italy has to offer. This start-up does not bring to a halt the "propensity for investment" that has characterized the last decade of operations at Santa Margherita (90 million Euros overall from 2005 to the present day). We are in fact completing the "new look" of our historic winery at Fossalta di Portogruaro: an architectural and technological upgrade – from vinification through to bottling – which will favor and support the Group's expansion. 6.75 million Euros have been invested for this purpose between 2015 and 2016. This goes hand in hand with the continuation of our "hospitality project", which will gradually make our estates increasingly "wine lover-friendly", opening them up to members of the public and their thirst for knowledge, along the lines of the new winery at Greti in Chianti that we inaugurated in 2015».*

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## **Ufficio Stampa**

### **Luisa Bertoldo Press Office**

Ref: Alessandra Fossati  
[alessandra@luisabertoldo.com](mailto:alessandra@luisabertoldo.com)  
T +39 02 2666364  
M +39 349 4742795

## **Ufficio Stampa Trade**

### **Gagliardi & Partners**

Ref: Nicolò Soranzo, Giovanna Zilio  
[gagliardi@gagliardi-partners.it](mailto:gagliardi@gagliardi-partners.it)  
T +39 049 657311

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## **ABOUT THE SANTA MARGHERITA WINE GROUP**

*Founded in 1935 by Gaetano Marzotto, the Santa Margherita Wine Group incorporates eight different wineries in some of the most beautiful wine-producing regions in Italy: the Eastern Veneto, Conegliano-Valdobbiadene, Franciacorta, Trentino-Alto Adige, Chianti Classico, the Maremma and Sicily. Through the Santa Margherita, Ca' del Bosco, Kettmeir, Lamole di Lamole, Vistarenni, Sassoregale and Terreliaide brands, it represents one of the most significant hubs in the Italian wine sector, with over 19 million bottles sold each year in 85 countries around the world. The Group, administrated by CEO Ettore Nicoletto, is owned by the four brothers in the 3<sup>rd</sup> generation of the family: Gaetano Marzotto is the President of the Group, Stefano Marzotto is the President of Zignago Holding, Luca Marzotto is Vice-President of the Group, and Nicolò Marzotto is a member of the Board of Directors. The wines are distributed on 5 continents, with particular focus on Italy, the United Kingdom, Germany, Canada and the United States, where - since January 2016 - the Santa Margherita USA Inc. import and distribution company has been operative, with its headquarters in Miami.*