

COMPANY PROFILES

B2B MEETINGS TOKYO - MAY 31ST 2023

COMPANY NAME:	Agriment Italia		
ADDRESS:	Via Orbassano, 68 H 10060 None (TO)		
OWNER / SALES DIRECTOR:	Anna Maria Ciccarone		
PHONE:	+39 3336700807		
EMAIL:	a.ciccarone@agrimentitalia.it		
WEB:	www.agrimentitalia.it		
YEAR ESTABLISHMENT:	2009		
LANGUAGES SPOKEN:			
N° EMPLOYEES	8		
ANNUAL PRODUCTION:			
BOTTLES SOLD ANNUALLY (%) :	Italy: %	Other Countries: %	
TURNOVER (€):			
COMPANY HISTORY:			
VINEYARD AREA (ha):			
WINES PRODUCED:			
EXPORT – MAIN CHANNEL (distributor, importers, horeca, GDO, other):			
MARKETING TO MAJOR FOREIGN COUNTRIES:	COUNTRY	N° BOTTLES	VALUE €
	1°) Usa		
	2°) Europe		
	3°) Asia		
COMPETITIVENESS FACTORS:			
COMPANY PRESENCE IN THE JAPANESE MARKET (Yes or No):	no		
LOOKING FOR (importer/distributor or restaurant/retail):	yes		

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WINES (we are presenting)	DESIGNATION OF ORIGIN	PRICE	ALCOHOL%	QUANTITY PRODUCED
Baldetti "Crano" Cortona Doc Syrah	Cortona DOC	13,70€	13,5 %	7500
Baldetti Marius" Cortona Doc Sangiovese	Cortona DOC	9,50€	13,5 %	6500
Baldetti White label - Cortona Doc Syrah	Cortona DOC	7,00€	13,5 %	8000
Natalina Grandi "Col di Mezzo" gambellara DOC	Gambellara DOC	7,00€	13 %	3500
Natalina Grandi "Norge" Igt Veneto (pet nat)	IGT Veneto	6,35€	11 %	2000
Natalina Grandi "Solo lei" IGT Veneto Rosso	IGT Veneto Rosso	6,15€	12,5 %	3000
Ca' De Medici Terra Calda Lambrusco Emilia Igt Cuvee	Lambrusco IGT	5,00€	11,5 %	30000
Ca' De Medici Remigiotto Reggiano Lambrusco Doc Semisecco	Lambrusco Doc	4,60€	9 %	15000
Ca' De Medici Reggiano Lambrusco Doc Dolce	Lambrusco Doc	3,50€	8 %	10000
Menicucci 1689 Governo all'uso Toscano Chianti DOCG	Chianti DOCG	4,50€	13,5 %	30000
Menicucci 1689 Chianti Classico Riserva DOCG	Chianti Classico DOCG	7,50€	14 %	15000
Menicucci 1689 Solho Igt Toscana Rosso Superiore Toscana	IGT Toscana	13,00€	14,5 %	25000
Menicucci 1689 Vermentino Igt Toscana Bianco "Dodò"	IGT Toscana	4,20€	12,5 %	10000

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COMPANY NAME:	Alesia Group Srl		
ADDRESS:	Via Roma Sinistra, 134		
OWNER / SALES DIRECTOR:	Mr Robertino Pasqual (owner) – Mrs Marzia Pagotto (Export Manager)		
PHONE:	+39 3396517074		
EMAIL:	sales@iw-atelier.it		
WEB:	www.iw-atelier.it		
YEAR ESTABLISHMENT:	2007		
LANGUAGES SPOKEN:	Italian, English, German, French		
N° EMPLOYEES	17		
ANNUAL PRODUCTION:	no production – wine merchant dedicated to Export		
BOTTLES SOLD ANNUALLY (%):	Italy: 2 %	Other Countries: 98 %	
TURNOVER (€):	7.385.000 €		
COMPANY HISTORY:			
VINEYARD AREA (ha):	No vineyards		
WINES PRODUCED:	Wine merchant		
EXPORT – MAIN CHANNEL (distributor, importers, horeca, GDO, other):			
MARKETING TO MAJOR FOREIGN COUNTRIES:	COUNTRY	N° BOTTLES	VALUE €
	1°) South KOREA	300.000	900.000 €
	2°) UK	280.000	840.000 €
	3°) Poland	250.000	725.000 €
COMPETITIVENESS FACTORS:	Service – Customization – Flexibility – Careful listening to the customer requests		
COMPANY PRESENCE IN THE JAPANESE MARKET (Yes or No):	Yes – one importer: Daimaru Kogyo Ltd		
LOOKING FOR (importer/distributor or restaurant/retail):	Looking for additional importers		

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WINES (we are presenting)	DESIGNATION OF ORIGIN	PRICE	ALCOHOL%	QUANTITY PRODUCED
		€/btl		
Elusia Rosso Biovegan	Rosso d'Italia oak aged	4,00	13.50% vol	100.000 btl
Elusia Pinot Grigio biovegan	Organic Pinot Grigio DOC delle Venezie	3,50	12.00% vol	150.000 btl
Rodelia Pinot Grigio	Pinot Grigio Friuli DOC	3,50	13.00% vol	200.000 btl
Rodelia Sauvignon	Sauvignon Friuli DOC	3,90	13.00 % vol	150.000 btl
Rodelia Traminer	Traminer IGT Trevenezie	3,90	13.00 % vol	150.000 btl
Rodelia Moscato spumante	Moscato spumante dolce vino aromatico di qualità		7.00 % vol	150.000 btl
Rodelia Prosecco spumante	Prosecco spumante DOC Extra dry	3,90	11.00 % vol	300.000 btl
Rodelia Primitivo	Primitivo IGT Puglia	3.60	13.00 % vol	200.000 btl
Rodelia Appassimento	Rosso IGT Puglia Vino Passito	4.95	14.50 % vol	90.000 btl
Botanica Grillo DOC	Grillo DOC Sicilia	2.60	13.00 % vol	200.000 btl
Botanica Nero d'Avola DOC	Nero d'Avola DOC Sicilia	3.10	13.00 % vol	200.000 btl
Pian del Poggio Chianti docg	Chianti DOCG	3.50	13.00 % vol	50.000 btl
Mybrid Bianco IGT Veneto	Bianco IGT Veneto (resistant variety)	5.00	13.00 % vol	80.000 btl
Ti Amo Rosso	Rosso Vino d'Italia	5.00	14.00 % vol	100.000 btl
Savian organic Prosecco spumante	Prosecco spumante DOC Extra dry – BIO	5.00	11.00 % vol	150.000 btl
Savian organic Prosecco rosé spumante	Prosecco rosé millesimato spumante DOC Extra dry – BIO	5.00	11.00 % vol	100.000 btl
Bainsizza Rosso	Rosso IGT Veneto	5.00	13.50 % vol	80.000 btl
Savian organic Pinot Grigio	Organic Pinot Grigio DOC Venezia	5.00	12.50 % vol	200.000 btl

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B2B MEETINGS TOKYO - MAY 31ST 2023

COMPANY NAME:	AL.SI. SRL
ADDRESS:	VIALE DELL'INDUSTRIA 5/A – 63900 FERMO /FM)
OWNER / SALES DIRECTOR:	CLAUDIO TRASATTI: OWNER –STEFANO ZUCHEGNA: SALES DIRECTOR
PHONE:	+39.0734. 277.655
EMAIL:	CUSTOMER@ALSISRL.COM
WEB:	WWW.ALSISRL.COM
YEAR ESTABLISHMENT:	1999
LANGUAGES SPOKEN:	ENGLISH-FRENCH-DEUTSCH
N° EMPLOYEES	6
ANNUAL PRODUCTION:	
BOTTLES SOLD ANNUALLY (%):	Italy: 10% Other Countries: 90 %
TURNOVER (€):	

COMPANY HISTORY:	WE ARE A WINERIES NETWORK
VINEYARD AREA (ha):	
WINES PRODUCED:	THE WNERIES OF OUR NETWORK ARE FROM ABRUZZO-SICILIA-TOSCANA-PIEMONTE-VENETO-CAMPANIA-PUGLIA-LAZIO

EXPORT – MAIN CHANNEL (distributor, importers, horeca, GDO, other):			
MARKETING TO MAJOR FOREIGN COUNTRIES:	COUNTRY	N° BOTTLES	VALUE €
	1°) CHINA		
	2°) NORTH AMERICA		
	3°) ASIA		
COMPETITIVENESS FACTORS:			

COMPANY PRESENCE IN THE JAPANESE MARKET (Yes or No):	SOME OF OUR WINERIES ARE ALREADY REPRESENTED IN JAPAN
LOOKING FOR (importer/distributor or restaurant/retail):	YES

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WINES (we are presenting)	DESIGNATION OF ORIGIN	PRICE	ALCOHOL%	QUANTITY PRODUCED
FIORAVANTE	MONTEPULCIANO D'ABRUZZO DOC	15,90	14%	18.000
FONTE GROTTA	BIANCO COLLINE PESCARESI IGT	10,00	13%	60.000
PECORINO	COLLINE PESCARESI IGT	8,00	13,5%	60.000
TRIGLIA'	NERO D'AVOLA SICILIA DOC	5,20	13%	58.000
TRIGLIA'	GRILLO – SICILIA DOC	5,20	12,5%	60.000
SAGRANTINO	MONTEFALCO SAGRANTINO DOCG	17,90	15%	24.000
AFFABILE	UMBRIA ROSSO IGT	6,95	14,5%	42.000
AFFABILE	UMBRIA BIANCO IGT	6,95	12,5%	38.000
GIULIA	NEBBIOLO DOC	26,00	13,5%	12.000
HALLE'	ROSE' SPUMANTE METODO CLASSICO	16,00	12,5%	8.000
SAGHE'	ROSSO IGT VERONA VENDEMMIA TARDIVA	7,50	14%	11.000
LUNE	PINOT GRIGIO DOC DELLE VENEZIE	5,60	12%	13.000

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B2B MEETINGS TOKYO - MAY 31ST 2023

COMPANY NAME:	Borgo Molino Vigne e Vini s.r.l.
ADDRESS:	Via Negrisia 18, 31024 Ormelle (TV) Italy
OWNER / SALES DIRECTOR:	Famiglia Nardin
PHONE:	+39.0422.851625
EMAIL:	export@borgomolino.it
WEB:	www.borgomolino.it
YEAR ESTABLISHMENT:	1922
LANGUAGES SPOKEN:	English, German, France, Italian
N° EMPLOYEES	45
ANNUAL PRODUCTION:	9.000.000 Bottles
BOTTLES SOLD ANNUALLY (%):	Italy: 60% Other Countries: 40%
TURNOVER (€):	35.000.000 €

COMPANY HISTORY:	<p>The company, founded in 1922 by Vittorio Nardin, is located in Ormelle, in the heart of the Marca Trevigiana, close to the hills of Valdobbiadene and Conegliano.</p> <p>Initially the wine was sold in bulk in barrels, then in 1968 Sergio and Pietro, Vittorio's sons, bought the first bottling line and started marketing the first liter bottles and the 2-liter "bottles" of Verduzzo crown cap, Tocai in the Veneto region., Merlot and Cabernet.</p> <p>In the early 90s the company changed its name from Nardin, a widespread surname attributable to many other companies in the area, in Borgo Molino, the toponym of the locality where the company was located.</p> <p>The turning point at the turn of the twentieth century with the entry into the company of the sons of Sergio, Pietro who developed the commercial aspect and Paolo, oenologist, responsible for the production and the choice to focus on Prosecco, a successful bubble in the following years and still today both in Italy and in the world, relying on the advice of the recognized winemaker Marzio Pol.</p> <p>In 2008, the purchase of the site, formerly Enopolio, where the new cellar was built, which today represents an excellence for aesthetic and technical innovation with a storage capacity of over 100,000 hl, 20,000 hl of autoclave capacity for the second fermentation and a brand new bottling plant of 7,000 bottles / hour and a second bottling line of about 3,000 bottles / hour.</p> <p>In fact, the most recent technological systems are used, such as Ganymede and Bionics.</p> <p>The first uses dynamic skin maceration, an exclusive prerogative of the ganimede® method which allows to carry out, thanks to the peculiar</p>
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	<p>conditions created by the presence of the internal diaphragm, a maceration in an environment perfectly saturated with carbon dioxide and therefore protected from the risks of oxidation and bacterial proliferation. .</p> <p>The second is the innovative instrumentation capable of monitoring the fermentation process, automatically managing the online dosage of nutrients and oxygen for the yeast, in the quantities and times that are really useful and necessary for the regular metabolic process of the yeast and fermentation.</p> <p>At the same time, large investments were made in the countryside, through the farm, with the management to date of about 200 hectares of properties to which they are going to add more rent. The vineyards are located in the best area of Prosecco Docg, where the conformation of the land and the microclimate of the hills allows to produce sparkling and sparkling wines of particular elegance and finesse, in Eastern Veneto and Friuli with soils characterized by a particular composition of the subsoil that makes them suitable for the production of white and red wines, known for their fragrance and harmony.</p> <p>The company not only points to tradition, but also looks to the future through research and innovation, with low environmental impact systems. This is why we follow the entire production process, from the vineyard, trying to reduce and use as few pesticides as possible, and the production process, using so little sulfur in order to obtain and equal organic products, up to bottling.</p> <p>We also support integrated production (or agriculture) ("SQNPI"), a voluntary production system that is implemented in compliance with the technical standards required for each type of crop both in terms of defense against adversity and for all other agronomic practices such as fertilization and irrigation.</p> <p>In 2009 the intuition of creating and using a new bottle for sparkling wines, personalized and with a particular, lower shape, which created a real trend in the sector.</p> <p>The innovative image combined with the quality of the product has allowed us to significantly increase production from 1.5 million bottles sold in 2008, to 2.5 million in 2010 and 5 million in 2015.</p> <p>In 2018 the bottle in still wines was changed, also focusing on a personalized and low one, with a turnaround in sales that led to an increase in production of 35% for these products in less than two years. Currently the company produces 80,000 quintals of grapes and produces 7 million bottles. Considering the historical relationship with the suppliers and the current structure, there is the potential to further increase in the coming years, always maintaining the quality, recognized by consumers throughout Italy and in over 35 countries where the product is exported today.</p> <p>This success stems from the ability to dream, to see in advance and predict what future products will be, to see how the company can become and make a difference. The fusion of tradition and innovation, passion and personality has led this company to be one of the most important realities in the area.</p>
<p>VINEYARD AREA (ha):</p>	<p>Owned 200 ha + grape suppliers around 1200 ha</p>

WINES PRODUCED:	Sparkling, Still White, Red and Rosé		
EXPORT – MAIN CHANNEL (distributor, importers, horeca, GDO, other):	Mostly distributor, importers, horeca. Then GDO		
MARKETING TO MAJOR FOREIGN COUNTRIES:	COUNTRY	N° BOTTLES	VALUE €
	1°) Germany		
	2°) UK		
	3°) USA		
COMPETITIVENESS FACTORS:			
COMPANY PRESENCE IN THE JAPANESE MARKET (Yes or No):	Yes and No. We was only with 1 product since 1 year ago.		
LOOKING FOR (importer/distributor or restaurant/retail):	importer/distributor and retail		

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WINES (we are presenting)	DESIGNATION OF ORIGIN	PRICE	ALCOHOL%	QUANTITY PRODUCED
Prosecco DOC Brut	Italia-Veneto DOC	€ 5.35	11%	350.000
09 Rive di Guia Valdobbiadene DOCG Brut	Italia-Veneto DOCG Valdobbiadene Superiore	€ 7.95	11,5%	35.000
Motivo Asolo Prosecco DOCG Brut Millesimato	Italia-Veneto DOCG Asolo Superiore	€ 5.85	11,5%	150.000
Pinot Grigio DOC	DOC delle Venezie	€ 4.70	12,5%	300.000
Cabernet Sauvignon	DOC Venezia	€ 5.10		50.000
Serna Rosso Barrique	IGT	€ 10.70	15%	20.000
Prosecco DOC Rosé Extra Dry Millesimato	Italia-Veneto DOC	€ 5.85	11%	200.000
Blanc de Blancs Brut Millesimato	Veneto	€ 3.85	11%	150.000

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B2B MEETINGS TOKYO - MAY 31ST 2023

COMPANY NAME:	De'Ricci Cantine Storiche
ADDRESS:	Via Ricci 13, Montepulciano (SI)
OWNER / SALES DIRECTOR:	Enrico Trabalzini / Nicolò Trabalzini
PHONE:	+39 0578 757166
EMAIL:	sales@dericci.it
WEB:	www.cantinadericci.it
YEAR ESTABLISHMENT:	1337 winery – 2012 De'Ricci brand
LANGUAGES SPOKEN:	Italian – English – French
N° EMPLOYEES	12
ANNUAL PRODUCTION:	90'000/100'000 bottles per years
BOTTLES SOLD ANNUALLY (%):	Italy: 35 % Other Countries: 65 %
TURNOVER (€):	1'500'000

COMPANY HISTORY:	De'Ricci was born in 2015 when our family, winegrowers for generations, repurchased the 13th century aging rooms in the heart of Montepulciano. Today they are a family run winery of 30 hectares of vineyards. The new cellar every single parcel is processed separately. Today De'Ricci is like a body with two souls: the fermentation in our new winery, the aging process is carried out inside the old winery (1337) to keep alive the tradition of the city of Montepulciano.
VINEYARD AREA (ha):	30 ha in Montepulciano
WINES PRODUCED:	5 Wines: Rosso di Montepulciano doc Vino Nobile di Montepulciano docg SorAldo Vino Nobile di Montepulciano docg Il Vignone igt Toscana Rosso SanSy igt Toscana Rosato

EXPORT – MAIN CHANNEL (distributor, importers, horeca, GDO, other):	We work in HORECA with importers and distributors		
MARKETING TO MAJOR FOREIGN COUNTRIES:	COUNTRY	N° BOTTLES	VALUE €
	1° USA	25'000	400'000
	2° Italy	10'000	200'000
	3° Switzerland	5'000	90'000
COMPETITIVENESS FACTORS:	We are a small family winery with a grower brand ready to invest again after pandemic in Japanese market. Quality is our unique goal of our wine production and dedication to work, loyalty, precision and willingness to establish long-term business relationships are our values		

COMPANY PRESENCE IN THE JAPANESE MARKET (Yes or No):	No
LOOKING FOR (importer/distributor or restaurant/retail):	Importer/distributor

WINES (we are presenting)	DESIGNATION OF ORIGIN	PRICE	ALCOHOL %	QUANTITY PRODUCED
Vino Rosso di Montepulciano	DOC	€ 8,40	14%	15'000
Vino Nobile di Monepulciano	DOCG	€ 12,90	14%	30'000
SorAldo Vino Nobile di Montepulciano	DOCG	€ 25,50	14%	12'000
Il Vignone	IGT TOSCANA	€ 12,00	14%	15'000

COMPANY PROFILES

B2B MEETINGS TOKYO - MAY 31ST 2023

COMPANY NAME:	GIUSTINI		
ADDRESS:	Via Roma snc		
OWNER / SALES DIRECTOR:	Salvatore Papadopoli/Nicola Didonna		
PHONE:	+393278740249		
EMAIL:	n.didonna@tenutagiustini.it		
WEB:	www.giustini.wines		
YEAR ESTABLISHMENT:	2015		
LANGUAGES SPOKEN:	Italian, English, German		
N° EMPLOYEES	15		
ANNUAL PRODUCTION:	350.000 bottles		
BOTTLES SOLD ANNUALLY (%):	Italy: 30%	Other Countries:	70%
TURNOVER (€):	1.500.000		
COMPANY HISTORY:	Established in 2015 from Papadopoli's Family, after three generation of producing grapes in San Giorgio Jonico, in the heart of DOC Primitivo di Manduria area.		
VINEYARD AREA (ha):	45		
WINES PRODUCED:	Primitivo, Negroamaro, Fiano, Susumaniello, Malvasia		
EXPORT – MAIN CHANNEL (distributor, importers, horeca, GDO, other):	Importers, Distributors, HORECA, Shops		
MARKETING TO MAJOR FOREIGN COUNTRIES:	COUNTRY	N° BOTTLES	VALUE €
	1°) CHINA	27.000	100.000
	2°) GERMANY	55.000	200.000
	3°) BELGIUM	25.000	90.000
COMPETITIVENESS FACTORS:	Optimal ratio quality/price, indigenous grape varieties, modern wines.		
COMPANY PRESENCE IN THE JAPANESE MARKET (Yes or No):	YES		
LOOKING FOR (importer/distributor or restaurant/retail):	Distributor, restaurant, retail.		

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WINES (we are presenting)	DESIGNATION OF ORIGIN	PRICE	ALCOHOL%	QUANTITY PRODUCED
ACINORE' LIMITED EDITION	PRIMITIVO DI MANDURIA DOC	€10,80	15	2000
ACINORE' OLD VINES	PRIMITIVO DI MANDURIA DOC	€8,95	15	20.000
AREALE	PRIMITIVO DI MANDURIA DOC	€4,90	14,5	50.000
PATU'	PRIMITIVO IGT SALENTO	€3,80	14,5	70.000
VECCHIO SOGNO	NEGROAMARO IGT SALENTO	€3,70	14	50.000
COSTIERO	NEGROAMARO ROSE' IGT SALENTO	€3,70	13	30.000
ILLUMINATO	FIANO BIANCO IGT SALENTO	€3,20	12	20.000
AVOGLIA PRIMITIVO	PRIMITIVO IGT PUGLIA	€2,98	13,5	30.000
AVOGLIA NEGROAMARO	NEGROAMARO IGT PUGLIA	€2,88	13	30.000
AVOGLIA SUSUMANIELLO	SUSUMANIELLO IGT PUGLIA	€2,98	13,5	30.000
AVOGLIA FIANO	FIANO IGT PUGLIA	€2,79	12	15.000

COMPANY PROFILES

B2B MEETINGS TOKYO - MAY 31ST 2023

COMPANY NAME:	Scriani
ADDRESS:	Via Ponte Scrivan, 7 -37022 FUMANE - VERONA – ITALY
OWNER / SALES DIRECTOR:	COTTINI STEFANO
PHONE:	+39 0456839251
EMAIL:	info@scriani.it
WEB:	www.scriani.it
YEAR ESTABLISHMENT:	1999
LANGUAGES SPOKEN:	English, Italian, German, Spanish
N° EMPLOYEES	6
ANNUAL PRODUCTION:	250.000
BOTTLES SOLD ANNUALLY (%):	Italy: 50 % Other Countries: 50 %
TURNOVER (€):	

COMPANY HISTORY:	In an area that makes the historicity of its wine cellars a boast, Scriani stands out as a winery in Valpolicella because it speaks with simplicity and honesty . Scriani was born from a small plot of land, leased by a father to his son, 'just' thirty years ago. A family like many others, the desire to dedicate themselves to work in the fields and the perseverance of someone who knows manual labour. The winery grows and immediately becomes a 'family affair' . Everyone is involved and participates, everyone lives according to the rhythms of wine, everyone respects what they do best. For Scriani, making wine is a choral work, a choice, a responsibility towards the land that gives back as much as it takes.
VINEYARD AREA (ha):	30
WINES PRODUCED:	16

EXPORT – MAIN CHANNEL (distributor, importers, horeca, GDO, other):			
MARKETING TO MAJOR FOREIGN COUNTRIES:	COUNTRY	N° BOTTLES	VALUE €
	1°) Italy	100.000	
	2°) Europe	50.000	
	3°)		
COMPETITIVENESS FACTORS:			

COMPANY PRESENCE IN THE JAPANESE MARKET (Yes or No):	No
LOOKING FOR (importer/distributor or restaurant/retail):	Importer/ distributor

WINES (we are presenting)	DESIGNATION OF ORIGIN	PRICE	ALCOHOL%	QUANTITY PRODUCED
Valpolicella Classico	Doc	€6,30	12,5	30.000
Valpolicella Classico Superiore	Doc	€8,80	13,5	30.000
Valpolicella Classico Superiore Ripasso	Doc	€10,50	14	40000
Capanè	IGT – Verona	€13,50	14,5	15000
Amarone della Valpolicella Classico	Docg	€24,00	16	20000
Recioto della Valpolicella Classico	Docg	€17,00	14	7000