

ITALY AT WARSAW WINE EXPERIENCE 2022

NOVEMBER 20-21
HOTEL NOBU



UNIONE EUROPEA
Fondo europeo di sviluppo regionale

PON IMPRESE E
COMPETITIVITÀ
2014-20

Riacendiamo lo sviluppo



Ministero degli Affari Esteri
e della Cooperazione Internazionale



Ministero dello Sviluppo Economico

ITCA 
ITALIAN TRADE AGENCY

PES2
Piano Export Sud



**Italian
wine**
is simply
extraordinary:

be 

#beit madeinitaly.gov.it



Ministry of Foreign Affairs
and International Cooperation

ITCA 
ITALIAN TRADE AGENCY



ITALIAN TRADE AGENCY

THE EXPORT PLAN FOR SOUTHERN ITALY

The Export Plan for Southern Italy, also known as PES2, is a multi-year action plan aimed at supporting and enhancing the international activities of Italian SMEs based in the following Regions:

| | |
|-----------------|---------------------|
| Basilicata | Sicilia (Sicily) |
| Calabria | Abruzzo |
| Campania | Molise |
| Puglia (Apulia) | Sardegna (Sardinia) |

The Plan is developed in cooperation with the Italian Ministry for Economic Development (MiSE), in compliance with the European Commission National Operational Plan on Enterprises and Competitiveness 2014 – 2020 (European Regional Development Fund – ERDF).

The Italian Trade Agency – ITA is responsible for strategy, planning, operations and management, in partnership with Regional Governments and local industrial organizations.

The Plan revolves around 2 main groups of initiatives:

- 1) TRAINING & COACHING, in Italy
- 2) PROMOTIONAL EVENTS, held both in and out of the country.

Principal beneficiaries are micro, small and medium enterprises, startups, consortia, business networks and universities located in the aforementioned Regions.

Ultimate objective of the PES2 is to facilitate trade, industrial and technological collaboration between Italian companies and foreign counterparts



ICE – Italian Trade Agency
Ufficio di Coordinamento Promozione
del Made in Italy
Piano Export Sud
pianosud@ice.it

MESSAGE FROM THE AMBASSADOR OF ITALY



Embassy of Italy
Warsaw

Dear Friends,

when it comes to Italian excellence, wine holds a very special place. Because it is much more than a product, being closely linked to Italian culture and our identity. It is a significant expression of the diversity of the Italian territory, where we find an incredible number of grape varieties that colour the landscapes of our peninsula in an extraordinary way. The amount of designations of origin and geographical indications is truly beyond comparison! Moreover, the wine sector is also a broad example of successful Italian entrepreneurship, combining tradition and innovation. Italian brands are loved all over the world and certainly here in Poland, where Italian wine ranks first in import statistics. For this reason, I am particularly honoured to welcome 15 wineries from Southern Italy to the Warsaw Wine Experience, where they will exhibit their wines, and to all the participants to the event.

I hope that this experience will bring you all new discoveries and fruitful collaborations.

Laura Ranalli
Charge' d'affaires a.i.
Italian Embassy

MESSAGE FROM THE DIRECTOR OF THE ITALIAN TRADE AGENCY IN WARSAW



ITALIAN TRADE AGENCY

Dear Friends,

I am very happy to **welcome you on the occasion of the Italian participation to the Warsaw Wine Experience 2022** – wine event organized by Ferment magazine – that involves 15 companies

coming from some of the Southern regions of Italy, namely Abruzzo, Campania, Apulia, Basilicata, Calabria and Sicily, selected within a project called The Export Plan for Southern Italy, also known as PES2.

Our aim is to promote scores of fascinating indigenous grape varieties and superb wines not yet very well known on Poland market.

Italian wines are celebrated for quality and diversity in types, colors, and flavors. These are the underlying factors that give them reputation and high rankings worldwide, making Italy one of the most appreciated wine maker country in the world.

Based on the production estimates of the OIV (International Organization of Vine and Wine) for the 2022 campaign, **Italy is confirmed as the first world producer**, with 50.3 million hectoliters of wine produced in 2022 (in line with the previous year).

In 2021 Italy globally exported more than 7 billion euro of wine. **Italy is the 1st Poland's supplier of wine** with a market share of 27%. In the last five years Poland's imports of wine from Italy have grown at an average rate of 16,1% per year, achieved a record value of 97.1 million euro in 2021 (+17.5% YoY). Even in the first 8 months of 2022 Poland's imports of wine from Italy reached 61.8 million euro of value (+13.2% YoY). So Polish market continues to be highly attractive to Italian wine exporters.

The event schedule includes **two masterclasses** led by the Ferment's editors and **"walking around" tasting session** throughout you will have the chance to taste marvelous Italian wines and discuss any potential collaborations with the wineries' representatives.

I hope you will enjoy the event having a great time!

Paolo Lemma

Director of the Italian Trade Agency in Warsaw

ITA - ITALIAN TRADE AGENCY



TRADE AND INVESTMENT

OPEN DOORS TO A WORLD
OF OPPORTUNITIES



ITA headquarter in Rome

ITA – Italian Trade Agency is the Governmental agency that supports the business development of our companies abroad and promotes the attraction of foreign investment in Italy.

With a motivated and modern organization and a widespread network of overseas offices, ITA provides information, assistance, consulting, promotion and training to Italian small and medium-sized businesses. Using the most modern multi-channel promotion and communication tools, it acts to assert the excellence of Made in Italy in the world.

www.ice.it

Italian Trade Agency



@ITAttradeagency



ITA - Italian Trade Agency



@itatradeagency





ITA office in Warsaw

Established in 1960, **ITA's Office in Warsaw** operates throughout Poland, in coordination with the Embassy of Italy, also responsible for Lithuania's market, supporting the business development of Italian companies, increasing business opportunities, improving the image of „Made in Italy“, promoting industrial collaboration and foreign investment in Italy. And every year we also organize many **Polish buyers' delegations to Italy trade fairs**, including to Vinitaly Verona, Cibus Parma, Tuttofood Milan.

Furthermore if you are interested in Italian products or looking for partnership with Italian companies, by „**Find your Italian partner**“ – our business directory with virtual showcases of Made in Italy companies – we offer you an overview of Italian businesses, including company profiles, products images and details, website, business proposals and contact information.

For more information please visit our English version website www.ice.it/en or write to varsavia@ice.it

ITALY'S WINE EXPORTS

2021 € 7,113 million
+12.4% change 2021/20

* Source: ICE on TDM data



Top Importers of Italy's Wine

1st



UNITED STATES

€ 1,720 million (+18.4%)

2nd



GERMANY

€ 1,134 million (+5.8%)

3rd



UNITED KINGDOM

€ 743 million (+5.1%)

...

16th



POLAND

€ 88 million (+14%)

THE 1st WINE PRODUCER IN THE WORLD

In 2022, 50,3 million hectoliters were produced in Italy in line with the previous year, placing the country in first place in world production, ahead of France (44.2 million hectoliters, + 17,5%) and Spain (33.0 million, -6,5%).

Source: OIV – International Organization of Vine and Wine

POLAND'S WINE IMPORTS

2021

* Source: ICE on GUS data

€ 359 million

+11,1% change 2021/20



Poland's Top Country-Suppliers of Wine

1st



ITALY

97,1 million (+17,5%)

2nd



GERMANY

€ 41.2 million (+16.5%)

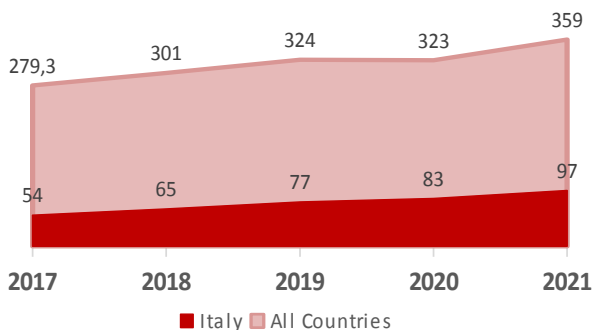
3rd



FRANCE

€ 39.9 million (+14.6%)

Poland's Global Wine Imports and from Italy, 2017-2021 Million Euros



- Wine imports from Italy to Poland account the share of 26.9% of total
- 43.5% of wine imported from Italy is sparkling wine

WINES FROM 6 REGIONS OF ITALY



LIST OF ITALIAN COMPANIES

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AZIENDA AGRICOLA SALLEMI GIOVANNI



SALLEMI

Located between Caltagirone and Granieri, in one of the most fascinating areas of Sicily, the Vineyard is owned by the Sallemi family and was established in the '70s.






Exposed in the hills, in the midday sun, it extends for about 4 hectares. The company is a family business, this feature makes possible a careful attention to the agronomic management systems of the plants and the winemaking processes. The technique and the millstone of the company in which the grapes are processed by the current winemaker are the same used by his father and grandfather. In particular, the grapes ferment in a cement container, useful both to maintain the characteristic yeasts of the wine, and to prevent the grapes from reaching high temperatures during fermentation, thus allowing the preservation of the typical smells and flavors of the Nero d'Avola wine.

Azienda Agricola Sallemi Giovanni

Via Normanni, 2
95041 Caltagirone - Catania
Sicilia

T. +39 339 448 4047
agricolasallemigiovanni@gmail.com
www.nerodavolasallemi.it
contact person: Giovanni Sallemi



| | | | |
|-------------------------|---|--------------|------|
| Terre Siciliane IGP IGT | | | |
| Terre di Conventazzo |  | Nero d'Avola | 2015 |
| Terre Siciliane IGP IGT | | | |
| Sabbie Rosse |  | Nero d'Avola | 2015 |
| Sicilia DOP DOC | | | |
| Calura e Amuri |  | Nero d'Avola | 2017 |
| Sicilia DOP DOC | | | |
| Calura e Amuri |  | Nero d'Avola | 2018 |
| Sicilia DOP DOC | | | |
| Calura e Amuri |  | Nero d'Avola | 2020 |



CAMPO D'ORO



Our grapes have been cultivated in Sicily for two generations, producing Villa Reale wines that interpret Sicily and tell its whole universe with passion.

The vineyards of the property have a total extension of 120 hectares, they settle mainly in the territory of Montevago in the province of Agrigento, an area suited to winemaking thanks to its sandy, calcareous, clayey and sunny soils.

It is from these characteristics that the two wines are born, fruit of the Sicilian territory and with a strong personality: Grillo Diesù and Nero d'Avola Melkart.

Today Villa Reale wines are known and appreciated both in Italy and abroad.

The company is attentive to the environment and the ecosystem, in fact, herbicides and chemical fertilizers are not used; only recycled materials and renewable sources are used for its production.

Campo d'Oro S.r.l.

Contrada Scunchipane
92019 Sciacca – Agrigento
Sicilia

T. +39 0925 80100
cd@campodoro.com
www.campodoro.com
contact person: Michela Salvato



Diesù



Grillo

2021

Melqart



Nero d'Avola

2021



CASA VINICOLA ROMANO



Romano Winery prospers among the beautiful panoramic views of the Sicilian hills, in a land that expresses an unmatched oenological vocation. Romano Family produces wines of highest quality, based on love and respect for nature, the land, the art and the culture of Sicily. We should like that our wines, whenever tasted, shall be the start of a journey in the land of Sicily as if someone could walk through the vineyards, breathe them and be a part of them.

Romano S.r.l.

Contrada Ramotta
90047 Partinico – Palermo
Sicilia

T. +39 091 8486305
amministrazione@romanowinery.it
www.romanowinery.it
contact person: Gaia Romano



Sicilia DOP DOC

Prime Luci



Grillo

2021

Terre Siciliane IGP IGT

Prime Luci



Nero d'Avola
Syrah, Merlot,
Cabernet Sauvignon

2016

Terre Siciliane IGP IGT

Fawarah



Perricone

2021

Terre Siciliane IGP IGT

Tichè – Rosè



Nerello Mascalese

2021

Terre Siciliane IGP IGT

Tichè



Merlot

2021



DONVITANTONIO VINI



To fully express the potential of our wines we need to think outside the old preserved liturgy. To do that we need a revolution: our vision is to combine modern winemaking techniques, local grapes varieties and the most diverse terroir in order to achieve the perfect blend and limitless flavor profile.

Donvitantonio vini

Crecchio
66014 Chieti
Abruzzo

T. +39 389 0128408
Antonio@donvitantonio.com
www.donvitantonio.com
contact person: Antonio Carulli



Montepulciano d'Abruzzo DOP DOC

Donvitantonio vini



**Montepulciano
d'Abruzzo**

2019

Terre di Chieti IGP IGT

Donvitantonio vino



Pecorino

2021

Table wine

Donvitantonio vino Rosè



**Montepulciano 60%
Merlot 40%**

2021

Table wine

Divolta Vigne Vecchie



**Montepulciano
3 blend**

2019



enotria

Enotria was established in 1974 in the very heart of the most important appellation of Calabria, the Cirò DOC, nestled between the beautiful Jonian Sea and hills. Enotria aim is to produce high quality wine, in full observance of the tradition and territory. At Enotria, the processing is artisanal and the grapes are hand-harvested to preserve their fragrance and integrity. International and indigenous grapes are cultivated with great care, including Greco Bianco, Pecorello, Magliocco and Gaglioppo.

Saverona S.r.l.

Via Casale Saverona
88811 Cirò Marina – Crotone
Calabria

T. +39 388 4033492
commerciale@borgosaverona.com
www.cantinaenotria.wine
contact person: Luigi Mingrone



Cirò DOP DOC

Cirò Red – Gold Label



**Gaglioppo 80%
Magliocco 20%**

2020

Cirò DOP DOC

**Cirò Red Classic Superior
Reserve**



Gaglioppo

2018

Calabria IGP IGT

106 – Red



**Gaglioppo
Magliocco, Syrah**

2018

Calabria IGP IGT

91 – White



**Greco Bianco
Pecorello, Chardonnay**

2021

Calabria IGP IGT

Punta dei 20 – Rosé



Gaglioppo

2021



FATTORIA TEATINA



F A T T O R I A T E A T I N A

Fattoria Teatina is a little family organic winery in Abruzzo, that produce elegant and typical wines, characterized by an unmistakable company imprint, dictated by the hand of who make them and the clayey and calcareous soils. Facing the mountain Majella, Fattoria Teatina's vineyards lie on the gentle hills of province of Chieti and are caressed by the sea breeze of the nearby Adriatic sea. Fattoria Teatina was born in 2007 and in these years we have matured a deep love for our land that we like to express with our wines.

Az. Agr. Fattoria Teatina di De Lutiis Pierluigi

Via Anelli Fieramosca 43
66100 Chieti
Abruzzo

T. +39 085 4461867
info@fattoriাতেatina.it
www.fattoriাতেatina.it
contact person: Danilo Tomassetti



Montepulciano d'Abruzzo DOP DOC

| | | |
|------|---|------|
| Jamè |  Montepulciano | 2020 |
|------|---|------|

Montepulciano d'Abruzzo DOP DOC

| | | |
|----------|---|------|
| Jamè Oro |  Montepulciano | 2019 |
|----------|---|------|

Abruzzo DOP DOC

| | | |
|-------|--|------|
| Nenna |  Pecorino | 2019 |
|-------|--|------|

Colline Teatine IGP IGT

| | | |
|----------|--|------|
| Cabernet |  Cabernet Sauvignon | 2020 |
|----------|--|------|

Cerasuolo d'Abruzzo DOP DOC

| | | |
|--------------|---|------|
| Il Cerasuolo |  Montepulciano | 2021 |
|--------------|---|------|



INCANTALUPI



Incantalupi is an organic farmhouse located in Puglia between Brindisi and Mesagne in the Alto Salento. In 1948 Antonio and Lorenzo Cinquepalmi, who had owned Masseria Incantalupi for some years, decided to plant the first five hectares of vines. The first varietals planted were Negroamaro, Primitivo and Malvasia Nera.

The passion for the land ,the vines, the olives and the orchards, which over the years enriched Incantalupi, was passed by the original owners to their niece and nephew, Maria and Giuseppe Bruno, and by them to their children, who accepted the inheritance with the humility and sense of responsibility of those who are destined to follow a path traced by their family history and by the traditions of an ancient civilization.

All the holdings of the company, extending now over more than 150 hectares, changed over to organic farming.

In addition to wine and extra virgin olive oil, we produce honey, wheat from which pasta is made, tomatoes, from which tomato sauce is produced, Acquaviva onion, jams, etc. Most of our products are used in our two historic farmhouses, Masseria Incantalupi and Masseria Zambardo, dating back to the 17th century.

Incantalupi Società Agricola S.r.l.s.

Piazza Cairoli 28
72100 Brindisi
Puglia

T. +39 393 3388210
info@cantaineincantalupi.it
www.incantalupi.it
contact person: Andrea Francesco Fedle



Brindisi DOP DOC

Sileno



Negroamaro

2018

Brindisi DOP DOC

Myron Riserva



Negroamaro

2018

Salento IGP IGT

Psiche



Primitivo

2020

Salento IGP IGT

Estasi



**Negroamaro 70%
Primitivo 30%**

2019

Salento IGP IGT

Nemesi



Malvasia Nera

2019





Italtop – Italian Alliance Top Producers – brings together the team of Export Managers of some Italian companies, producers of high-quality wines, with the aim to optimize the export activities and the marketing and logistic support.

Top Solutions di Alessandro Addari

Via G. Carducci 71
65122 Pescara
Abruzzo

T. +39 347 6267709
export@italtop.org
www.italtop.org
contact person: Massimiliano Raponi



Mamertino DOP DOC

Vigna Nica – Mamertino Rosso

Aglianico del Vulture DOP DOC

Le Querce di Annibale – Aglianico del Vulture

Sannio DOP DOC

Rossovermiglio – Aglianico del Sannio

Falanghina del Sannio DOP DOC

Rossovermiglio – Falanghina del Sannio

Terre Siciliane IGP IGT

Vigna Nica „Arusa” Rosato



LEONARDA TARDI

LEONARDA TARDI

Leonarda Tardi is a Sicilian family winery, specialised in the production of wines from grapes grow in their vineyard, ethical and respectful of the environment.

We are Calogero and Eliana Mazzara, brothers and producers of Leonarda Tardi.

Since 2016, when we started this wine adventure, we have concentrated our energies to enhance the Salaparuta (TP) vineyards by remaining linked to the territory and producing quality wines by combining the taste of modernity with the experience of two generations of winemakers.

Leonarda Tardi di Mazzara Calogero

Via Giovanni Boccaccio 25
91020 Salaparuta – Trapani
Sicilia

T. +39 333 4830017
info@leonardatardi.com
www.leonardatardi.com
contact person: Calogero Mazzara



Sicilia DOP DOC

Alikase



Nero d'Avola

2019

Terre Siciliane IGP IGT

Catarratto – Chardonnay



Catarratto 60%
Chardonnay 40%

2021

Sicilia DOP DOC

Lunedda



2021



MADRI LEONE



Madri Leone is an unconventional winery in South of Italy, run by two women, who are pursuing the dream to produce authentic wine that represents their amazing region.

Each wine tells the story of an Italian woman who has left an indelible mark on society with the accomplishment of her deeds.

The graphic of each label reminds the historical period of the woman whose the wine is dedicated to.

The sparkling rosé wine, instead, does honor to the land.

In order to preserve the purity of the wine, all products age only in steel, not to alter their organoleptic properties.

Madri Leone S.r.l.

c.da S. Antonio, staz. Candida
76015 Trinitapoli, Barletta-Andria-Trani
Puglia

T. +39 350 0226482
info@madrileone.com
www.madrileone.com
contact person: Marilia Leone



| | | | |
|----------------|---|----------------|------|
| Puglia IGP IGT | | | |
| Valla 1936 |  | Nero di Troia | 2018 |
| Puglia IGP IGT | | | |
| Busa |  | Primitivo | 2019 |
| Spumante | | | |
| Saline Rosa |  | Nero di Troia | |
| Puglia IGP IGT | | | |
| Sanna Sulis |  | Nero di Troia | 2020 |
| Puglia IGP IGT | | | |
| Delia a.C. |  | Bombino Bianco | 2020 |



MALIGNI



Located over Chieti hills, facing the Adriatic Sea, the Maligni Winery lies in Chieti and Torrevicchia Teatina lands. Today the Maligni Winery lies on a 15 hectares area of vineyards, farmed mainly with the varieties Montepulciano D'Abruzzo, Pecorino and Cococciola, standing out for their excellent quality, thanks to the particularly fitting production area. Our Winery is the outcome of a joyful symbiosis between tradition and innovation, so the Art of our work is to turn our Nature precious gifts into excellent wines, always caring about environment and quality. Nature charm, Mediterranean hospitality pleasure, in a hystorical premise with bright spaces for exhibition and tastings.

Az. Agr. Maligni di Fabio Tomei

Strada Pignatari 3
66100 Chieti
Abruzzo

T. +39 0871 440906
cantina@maligni.it
www.maligni.it
contact person: Fabio Tomei



Montepulciano d'Abruzzo DOP DOC

Mastro



Montepulciano
d'Abruzzo

2018

Terre di Chieti IGP IGT

1870



Montepulciano
d'Abruzzo

2018

Colline Teatine IGP IGT

Maia



Pecorino

2021

Colline Teatine IGP IGT

Ostrea



Passerina

2021

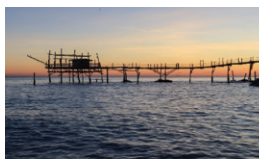
Abruzzo DOP DOC

Cococciola



Cococciola

2021



MASSERIA CUTURI



True luxury is simplicity.

Masseria Cuturi offers its home with small and large suites located in the central body of the 17th century Masseria.

A small glamping corner among the trulli of the Masseria will project you towards the truest nature, with a breathtaking view over the expanses of olive trees and overlooking the Ionian sea.

The soul of this place is silence, an ancestral primitive energy that moves.

Segreto di Bianca, Rosa di Cuturi, Zacinto and Tumà varietal wines enhance the indigenous varieties of the territory and enhance the characteristics while maintaining their lightness and freshness.

Chidro and Monte Diavoli represent a selection of Primitivo, aged in wood and in bottle, to enhance complexity and elegance.

Masseria Cuturi

SP137

74024 Manduria – Taranto

Puglia

T. +39 327 541 3956

experience@masseriacuturi.com

www.masseriacuturi.com

contact person: Matteo Bestetti



Primitivo di Manduria DOP DOC

Chidro



Primitivo

Primitivo di Manduria DOP DOC

Monte Diavoli



Primitivo

Salento IGP IGT

Segreto di Bianca



Fiano

Puglia IGP IGT

Rosa dei Cuturi



Negroamaro di Terra d'Otranto DOP DOC

Zacinto



Negroamaro



NOLANO

Nolano has specialized in tomato production for more than five decades.

Work, sacrifice, and love for our territory are the values that have always guided our choices.

Recently we decided to transfer the knowledge and skills acquired in growing and processing San Marzano DOP tomatoes into wine production.

In a short time and with a huge commitment, we have focused on iconic wines of the Campania region and the Irpinia area of Taurasi, Lapio, and Forino.

We have studied the area thoroughly to identify the best vineyards and produce some of the finest wines around the region.

Nolano Pasquale

Via Varignano 2
80011 Acerra – Napoli
Campania

T. +39 081 8446145
info@nolanoitaly.it
www.nolanoitaly.it
contact person: Claudio Esposito



| | | | |
|-----------------------------------|---|-------------------|------|
| Taurasi DOP DOCG | | | |
| Aglianico |  | Aglianico | 2018 |
| Irpinia DOP DOC | | | |
| Aglianico |  | Aglianico | 2020 |
| Fiano di Avellino DOP DOCG | | | |
| Fiano |  | Fiano | 2021 |
| Greco di Tufo DOP DOCG | | | |
| Greco |  | Greco | 2021 |
| Irpinia DOP DOC | | | |
| Falanghina |  | Falanghina | 2021 |



STEFANIA VINI PEPE



At 4 years old, I was already obsessed by purity, integrity... telling to our workers to smoke outside the press... also the cendrier could affect the purity of my wines. Today, after 30 years of working with my father Emidio Pepe, I create only biodinamic wines, without any additive, delicious, pure, naturale, great for our health. Taste it... and you will love it.

Pepe Stefania Azienda Agri Bio Vitivinicola

Via Grande, 33 C.da Colle Forca
64010 Torano Nuovo – Teramo
Abruzzo

T. +39 348 3933129
pepe@montepulcianodabruzzo.it
www.montepulcianodabruzzo.it
contact person: Stefania Pepe



Montepulciano d'Abruzzo DOP DOC

Pepe Rosso



**Montepulciano
d'Abruzzo biodinamico**

2007

Abruzzo DOP DOC

Cuore Di Vino



**Trebbiano, Bombino
Cococciola, Pecorino
Passerina, Montonico**

2011

Cerasuolo d'Abruzzo DOP DOC

Pepe Rosa



**Montepulciano
d'Abruzzo biodinamico**

2007

Trebbiano d'Abruzzo DOP DOC

Pepe Bianco



**Trebbiano d'Abruzzo
Passerina, Pecorino**

2013

Distillate

Pepita



**Montepulciano
d'Abruzzo**

2020



TENUTE BARONE DI VALFORTE



Tenute Barone di Valforte

Barone di Valforte estates and vineyards are owned by Sorricchio family since the XIV century and covers 52 hectares in the heart of Abruzzo. Thanks to their passion and love for the Abruzzo territory Sorricchio di Valforte family had concentrated their efforts on typical and indigenous grapes obtaining more and more fine wines such as Montepulciano d'Abruzzo, Trebbiano, Pecorino, Passerina and Chardonnay. The current owners are developing a sustainable agricultural system through top quality vineyards control both grapes harvesting and manufacturing, using the renewable energies thanks to an innovative photovoltaic system.

Tenute Barone di Valforte sas

C.da Piomba
64028 Silvi – Teramo
Abruzzo

T. +39 085 9353432
info@baronedivalforte.it
www.baronedivalforte.it
contact person: Guido Sorricchio di Valforte



Montepulciano d'Abruzzo DOP DOC

Barone di Valforte



Montepulciano

2021

Abruzzo DOP DOC

Barone di Valforte



Pecorino

2021

Montepulciano d'Abruzzo DOP DOC

Barone di Valforte Riserva



Montepulciano

2018



NOTES



Warsaw Office

ul. Marszałkowska 72
00-545 Warszawa

T. +48 22 6280243

varsavia@ice.it

www.ice.it/en/markets/Poland
www.ice.it/en/markets/Lithuania

www.ice.it

Italian Trade Agency



@ITAtadeagency



ITA - Italian Trade Agency



@itatradeagency

