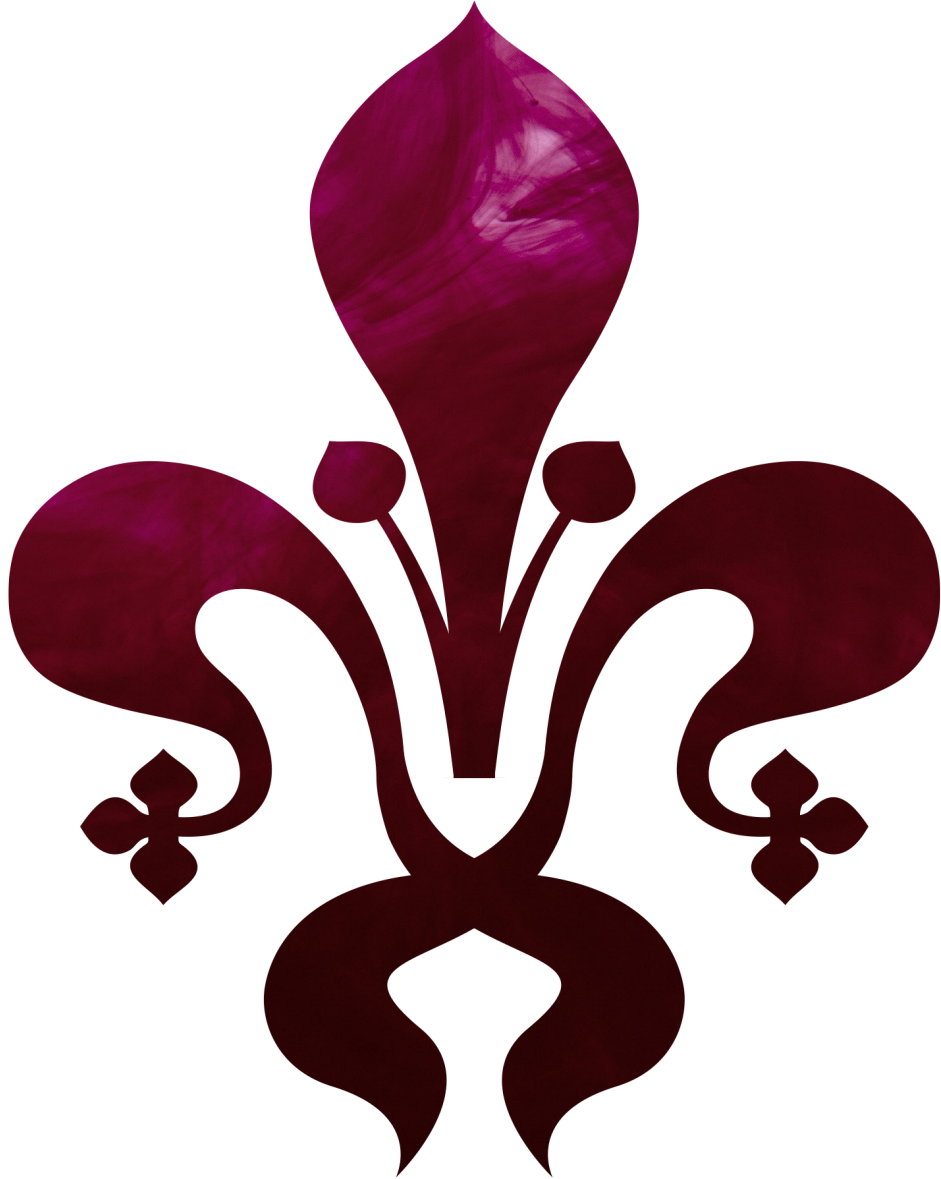


 CARRATELLI<sup>®</sup>  
ITALY WINE BROKER





*Created to introduce  
the best italian wines*

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# Our Story

Carratelli Wine is a brand under which Carratelli Holding offers selected Italian wines to importers and distributors of foreign nationality. Our history can be divided into two periods:

## 2001 – 2018

In 2001 Carratelli s.r.l. was born thanks to an idea of Cav. Giorgio Carratelli, who after 30 years of work as Sales Director in a well-known Tuscan wine company, decides to use his experience in the field to introduce Tuscan wines in other countries. He began to propose the wines of some wineries in Montalcino and Montepulciano, expanding with time the selection to the entire national panorama.

In these years, Carratelli s.r.l. successfully accredits several wineries producing the famous Brunello, Chianti Classico, Nobile di Montepulciano and the well-known and appreciated Sicilian wines not only in the U.S., but also in Germany and in multiple Italian distribution chains. Since 2011, it adds Spirits and Distillates to its list of products and since 2016 it makes its entry into the Asian market by establishing numerous contacts with distributors from China, Japan, Korea and Hong Kong to introduce Italian excellence to new territories

## 2019 - to date

In 2019, following the generational change and restructuring of the Group, Carratelli s.r.l. is transformed into a Holding Company, passing the baton of wine marketing to Carratelli Wine s.r.l., which inherits the portfolio of Italian and foreign importers and distributors, the wineries and the know-how of its employees.

Despite the difficult years caused by the Pandemic, thanks to Gabriele Carratelli and Alessandro Bocci, the growth of Carratelli Wine is dizzying. New horizons are opened and as of today USA, Poland, Brazil, China, Japan, Belgium, Holland, Germany and Sweden are the main markets where the Company operates.

Starting in 2022, with the support of the new CEO, the Company makes a further leap in quality and quantity: it becomes structured by introducing new team members, continues to define important and exclusive contracts with the most important large-scale retail chains and obtains significant distribution contracts with foreign importers, thus creating new prospects for the future





## Our Mission

To offer our clients tailor-made solutions that meet their needs through a diverse range of services, including trade agency, private label creation, buying and reselling, and strategic consulting to wineries. With our experience and global network, we work to enable our clients to reach their full potential

## Our Vision

To become the trusted partner of industry professionals, providing comprehensive and innovative solutions through the aggregation of skills, resources and relationships to create lasting value for our customers, communities and the wine industry as a whole

# Our Values

## **Quality**

We believe in offering only the finest wines, carefully selected for their exceptional taste and value

## **Expertise**

Our team of wine professionals is dedicated to staying on the cutting edge of industry trends and sharing their knowledge with our clients

## **Personalization**

We strive to provide personalized service and tailored solutions to meet the unique needs of each of our clients

## **Innovation**

We are constantly seeking new and innovative ways to improve our services and stay ahead of the competition

# Our Services

## Trade Agency

Carratelli Wine can rely on a large portfolio of producers and decades of experience in proposing their products in order to obtain significant contracts with foreign importers and exclusive contracts with major distribution chains. It also offers consulting services to producers to help direct them in understanding the tastes of the markets they intend to target on issues such as color, gradation, fragrance and roundness

## Private Label

Carratelli Wine offers its clients Private Label service for all wines and for any quantity. It also provides custom label creation and production service, which is particularly appreciated by foreign importers and HO.RE.CA. and large-scale retail trade

## Purchase and Resale

If Carratelli Wine believes strongly in a project related to a wine, or if it identifies a new product that is not yet known, in some cases it buys and resells directly to importers, studying and proposing targeted projects and thus helping producers to introduce their products

## Consulting

Carratelli Wine has created a Team of professionals, both internal and external to the Company, who are highly experienced and able to directly support or manage the producers' companies and the related supply chain: from the choice of land and planting of the rootstocks to the completion of the cycle, Carratelli Wine supports its clients in optimizing production and can rely on its own marketing department and sales network to market the products







# Our Wine Collections

## RADICATO

The RADICATO collection represents Carratelli Wine's challenge to offer a great product, selected by our winehunters in wineries with a high quality profile, with an excellent quality/price ratio

The collection's logo illustrates what the word Radicato - in english "Rooted" - means to us: rooted from root, like the roots of the territory to which the farmer belongs who chooses the land, grows the vines, then the grapes and finally produces the nectar

With this collection, we offer the main Italian wines such as Brunello di Montalcino, Bolgheri, Nobile di Montepulciano, Morellino di Scansano, Chianti, Primitivo, Etna Rosso and Bianco, Barolo, Amarone, Franciacorta, Pinot Grigio, Sauvignon, Prosecco and other



# POGGIO ALLE STELLE

The Poggio alle Stelle collection was born out of our Customers' requests to be able to buy high quality products at low prices

For the name of the collection we were inspired by a classic Tuscan knoll, in the evening under the stars, on which to taste an excellent wine that fills the senses and frees the mind

Rosso di Montepulciano, Chianti, Morellino di Scansano, Montecucco, Ripasso della Valpolicella, Barbera, Ansonica, Vermentino, Cannonau, Nero d'Avola, Sparkling Wine and others are the main products selected by our winehunters at small, experienced wineries



# Our Figures

- Approximately **70** Italian producers in the portfolio
- Approximately **450** references that Carratelli Wine offers to importers
- Approximately **45** Italian companies successfully introduced in foreign markets
- Approximately **150** importers and distributors with whom Carratelli Wine maintains continuous relationships
- Present with wines contracted in Italy, the United States, Japan, China, Belgium, Holland, Brazil, Germany, France, England, Poland



# The Carratelli Group

A family that has put its ideas, professionalism and business knowledge at the service of its clients: Carratelli





**The exclusivity in buying and living a property**

Carratelli Luxury Homes is the brand under which Carratelli Real Estate supports clients who wish to buy or sell exclusive and elegant properties



**Follow each customer as if he was unique**

Carratelli Fine Italian Realty is the brand under which Carratelli Real Estate supports clients who wish to sell or buy mid- to high-end real estate



**Luxury rentals for any type of rental**

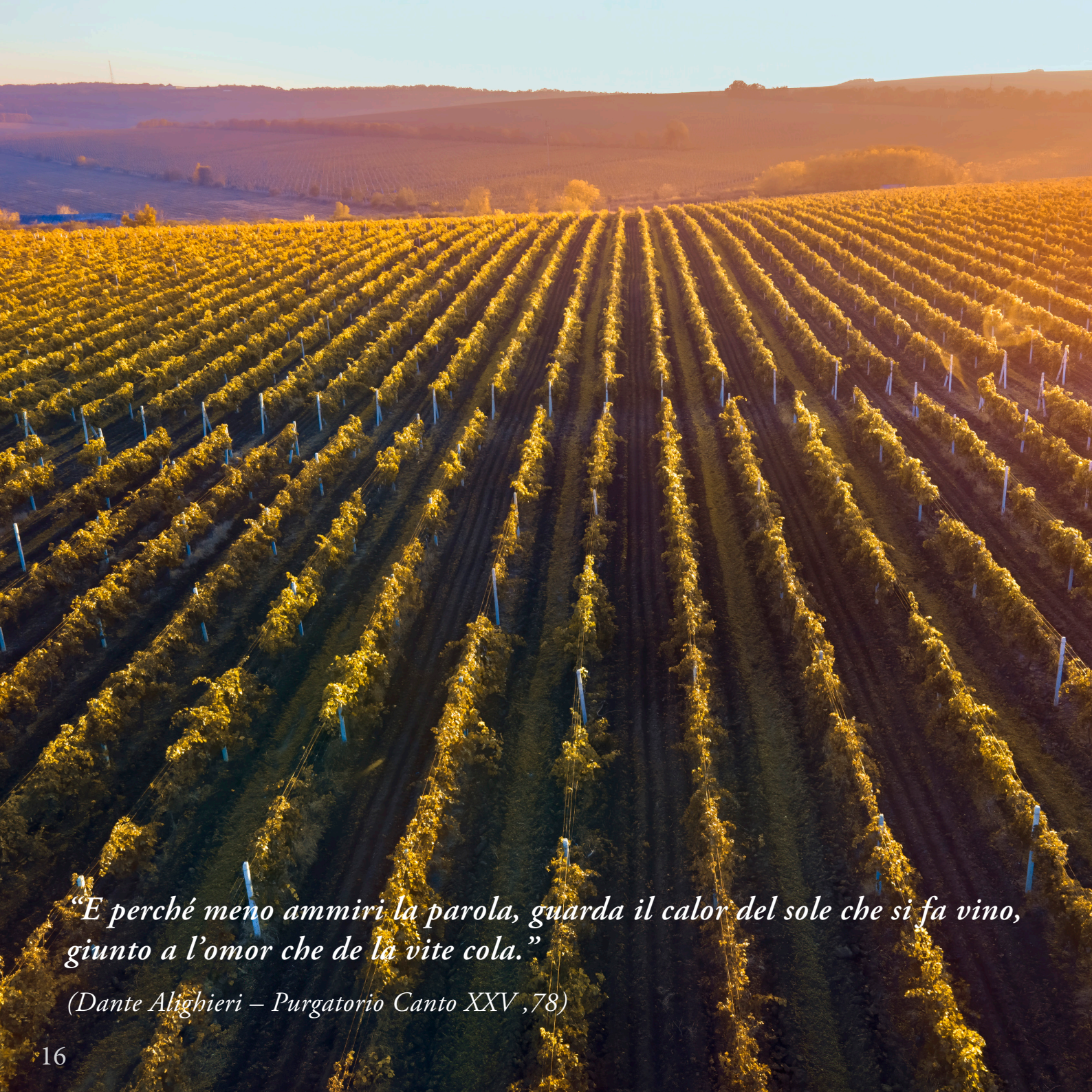
Carratelli Luxury Homes Rental is the brand under which Carratelli Real Estate offers excellent visibility, high-level service and complete property lease contract management



Carratelli Engineering is the company established to make the Holding Company's service even more complete and dynamic, and to support clients' needs. It offers numerous services including: cadastral and urban planning due-diligence, outline designs, renovations, interior/exterior furniture design



Certezza ltd (srl), thanks to the strong synergy with Carratelli Holding, is the optimal solution to deliver business technical assistance with regard to quality, environment, safety and environmental health in the workplace



*“E perché meno ammiri la parola, guarda il calor del sole che si fa vino,  
giunto a l’omor che de la vite cola.”*

*(Dante Alighieri – Purgatorio Canto XXV ,78)*





# Carratelli Offices

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