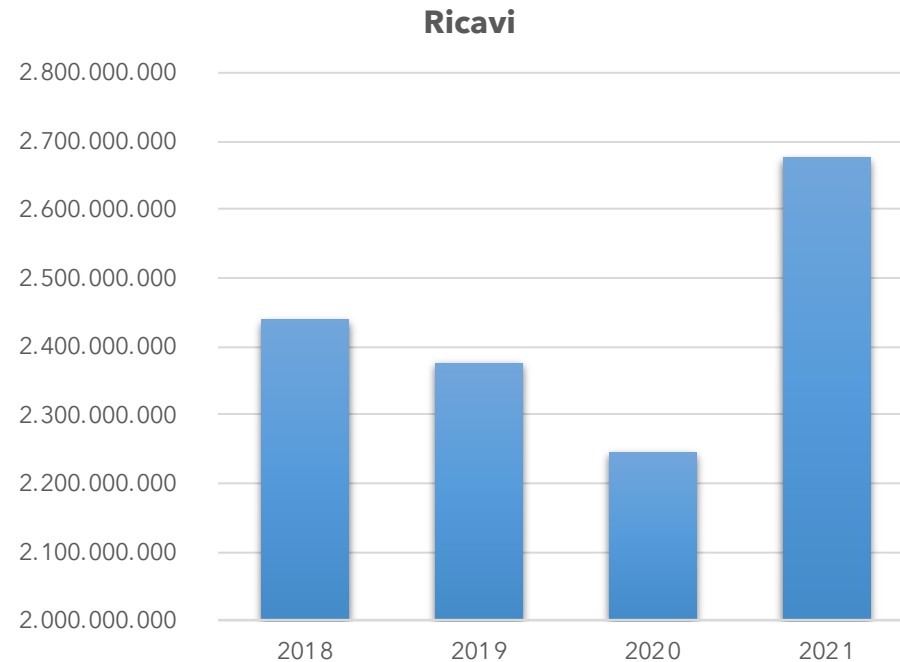


Trend Wine Industry 2021 – Asset light: imm.mat. /att<29,7%

Aziende private - Ricavi

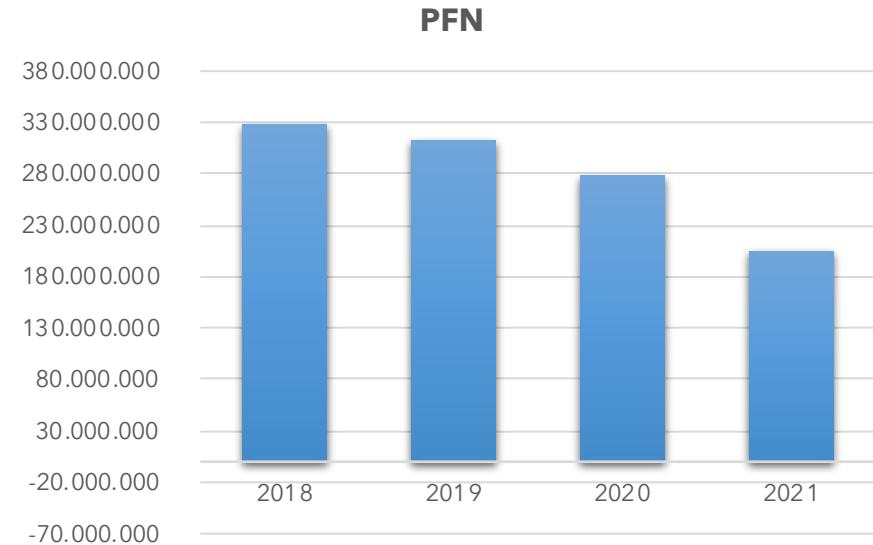
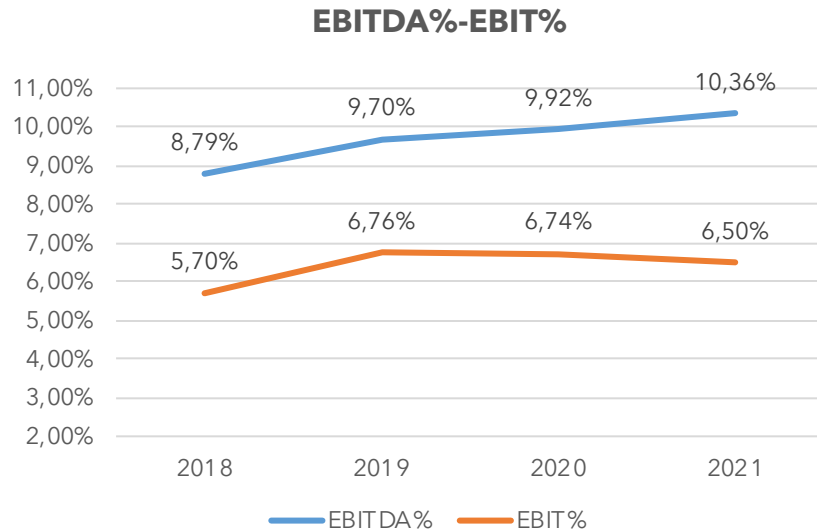
	2018	2019	2020	2021	VAR%(18-19)	VAR%(19-20)	VAR%(20-21)	VAR%(18-21)
Ricavi	2.438.835.652	2.375.773.573	2.244.984.539	2.675.621.035	-2,59%	-5,51%	19,18%	12,62%



Trend Wine Industry 2021 – Asset light: imm.mat. /att<29,7%

Aziende private – EBITDA PFN

	2018	2019	2020	2021	VAR%(18-19)	VAR%(19-20)	VAR%(20-21)	VAR%(19-21)
EBITDA%	8,79%	9,70%	9,92%	10,36%	10,35%	2,27%	4,44%	6,80%
EBIT%	5,70%	6,76%	6,74%	6,50%	18,60%	-0,30%	18,25%	-3,85%

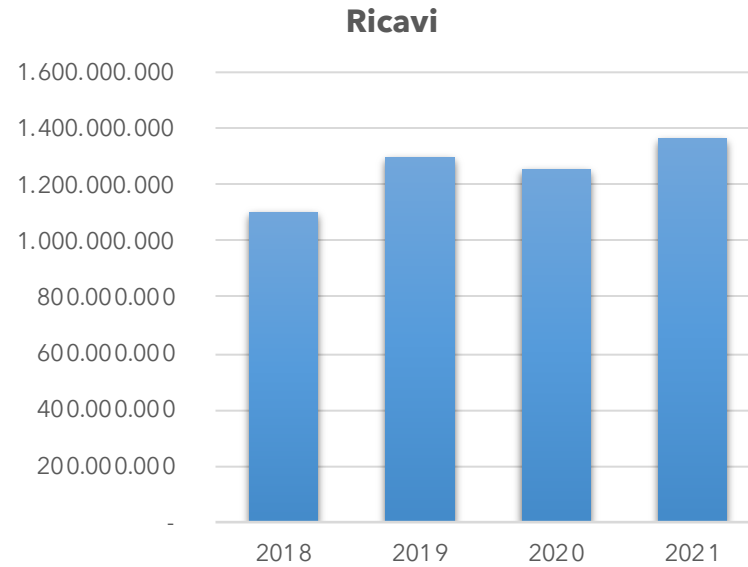


	2018	2019	2020	2021	VAR%(18-19)	VAR%(19-20)	VAR%(20-21)	VAR%(19-21)
PFN	328.246.398	312.933.983	278.296.585	204.798.920	-4,66%	-11,07%	-26,41%	-34,56%

Trend Wine Industry 2021 - Asset strong: imm.mat./att>29,7%

Aziende private - Ricavi

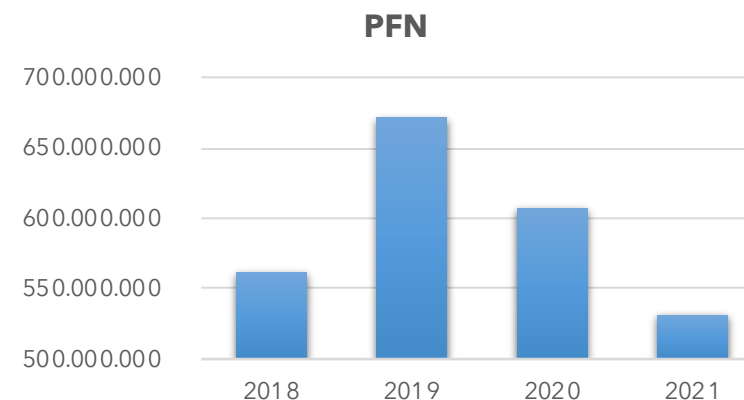
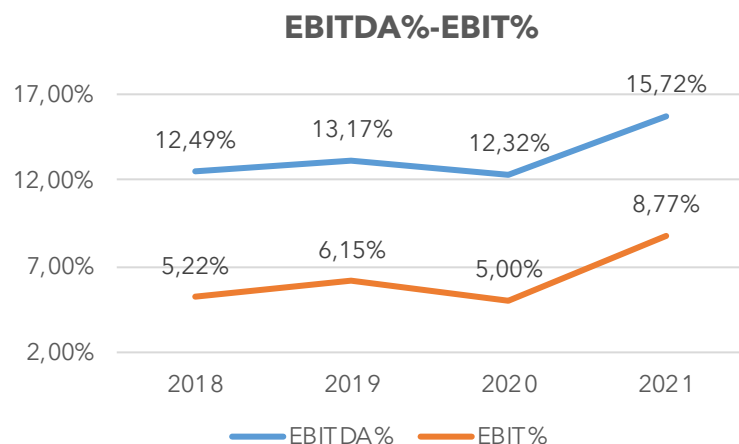
	2018	2019	2020	2021	VAR%(18-19)	VAR%(19-20)	VAR%(20-21)	VAR%(19-21)
Ricavi	1.102.489.659	1.298.269.760	1.254.896.087	1.363.047.330	17,76%	-3,34%	8,62%	4,99%



Trend Wine Industry 2021 – Asset strong: imm.mat./att>29,7%

Aziende private – EBITDA PFN

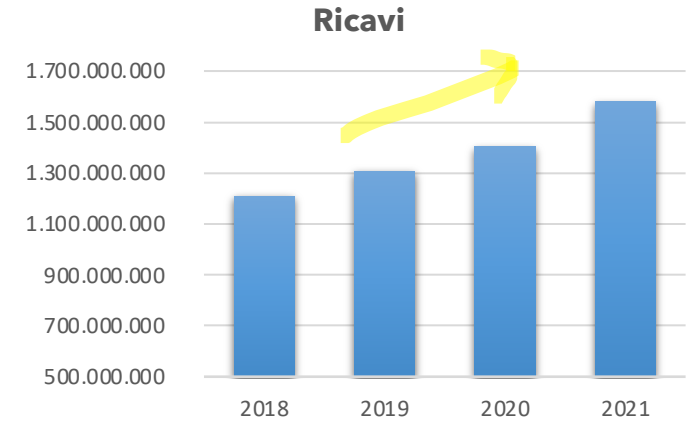
	2018	2019	2020	2021	VAR%(18-19)	VAR%(19-20)	VAR%(20-21)	VAR%(19-21)
EBITDA%	12,49%	13,17%	12,32%	15,72%	5,44%	-6,45%	27,60%	19,36%
EBIT%	5,22%	6,15%	5,00%	8,77%	17,82%	-18,70%	-4,21%	42,60%



	2018	2019	2020	2021	VAR%(18-19)	VAR%(19-20)	VAR%(20-21)	VAR%(19-21)
PFN	561.875.876	671.487.381	607.418.902	531.798.993	19,51%	-9,54%	-12,45%	-20,80%

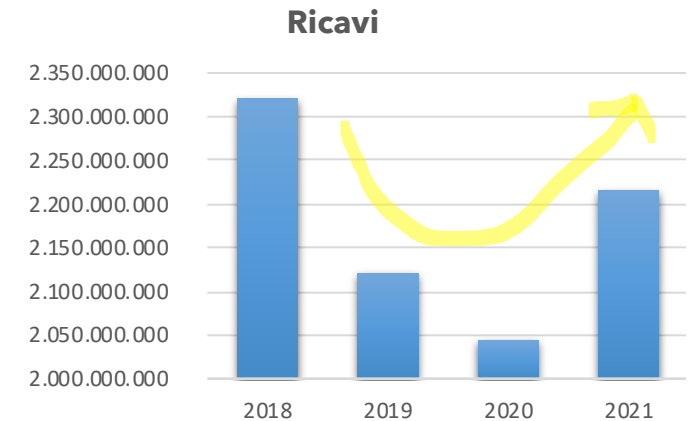
Ricavi Coop

Coop asset strong



	2018	2019	2020	2021	VAR%(18-19)	VAR%(19-20)	VAR%(20-21)	VAR%(19-21)
Ricavi	1.209.821.824	1.307.224.750	1.402.875.136	1.580.489.308	8,05%	7,32%	12,66%	20,90%

Coop asset light

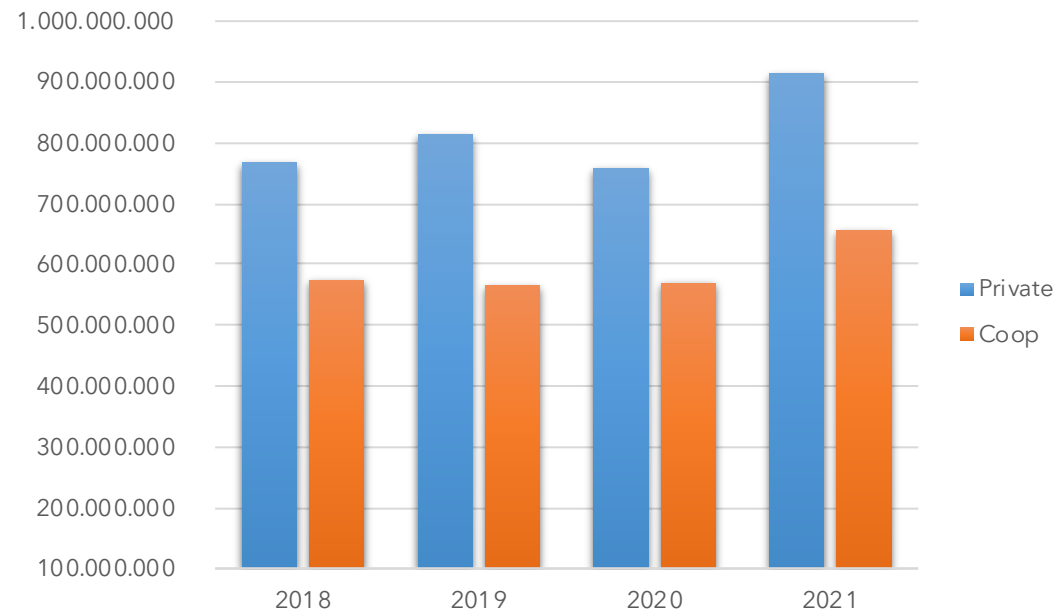


	2018	2019	2020	2021	VAR%(18-19)	VAR%(19-20)	VAR%(20-21)	VAR%(19-21)
Ricavi	2.320.694.511	2.120.629.618	2.044.412.858	2.215.494.137	-8,62%	-3,59%	8,37%	4,47%

Aziende Prosecco 2021 - Ricavi

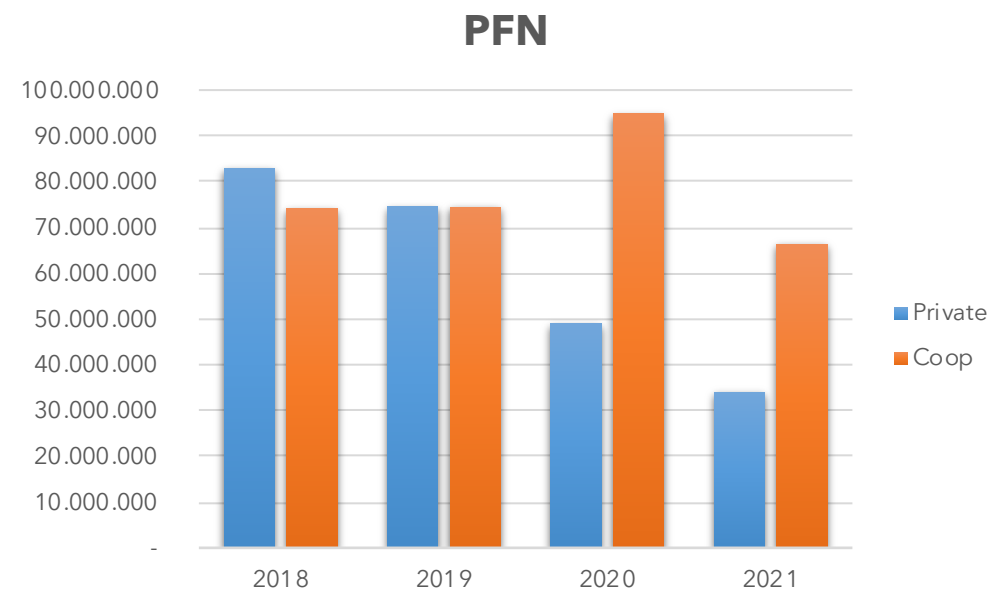
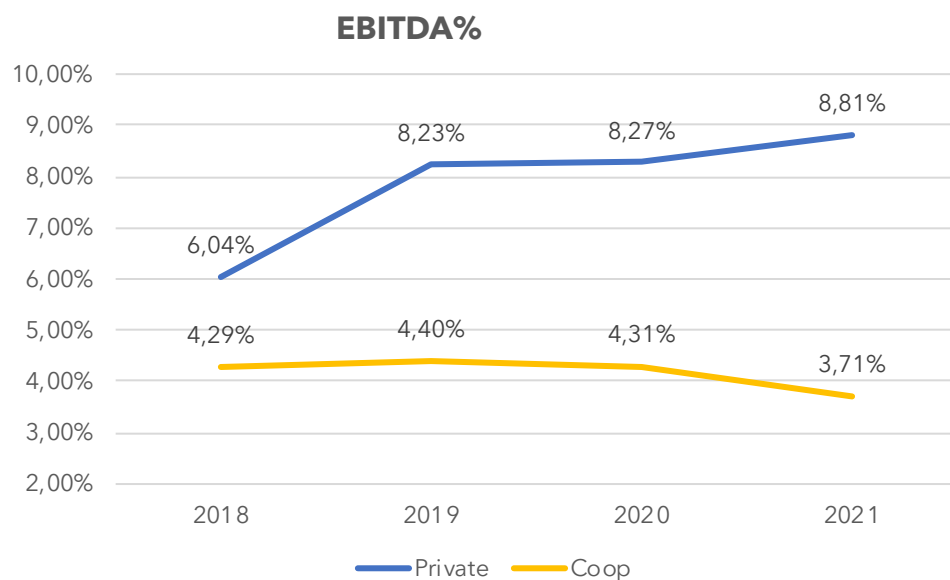
	2018	2019	2020	2021	VAR%(18-19)	VAR%(19-20)	VAR%(20-21)	VAR%(19-21)
Private	767.832.552	813.144.409	757.839.146	913.874.052	5,90%	-6,80%	20,59%	12,39%
Coop	573.938.582	564.969.863	569.451.389	655.727.344	-1,56%	0,79%	15,15%	16,06%
tot	1.341.771.134	1.378.114.272	1.327.290.535	1.569.601.396	2,71%	-3,69%	18,26%	13,89%

Ricavi



Aziende Prosecco 2021 – EBITDA - PFN

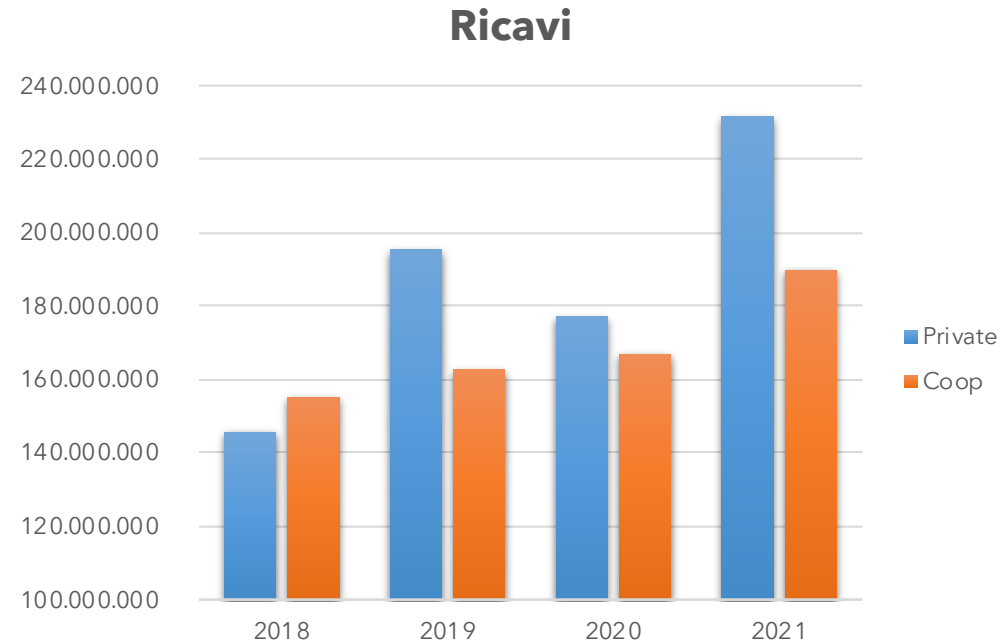
EBITDA%	2018	2019	2020	2021	VAR%(18-19)	VAR%(19-20)	VAR%(20-21)	VAR%(19-21)
Private	6,04%	8,23%	8,27%	8,81%	36,26%	0,49%	6,53%	7,05%
Coop	4,29%	4,40%	4,31%	3,71%	2,56%	-2,05%	-13,92%	-15,68%
tot	5,24%	6,66%	6,57%	6,68%	27,10%	-1,35%	1,67%	0,30%



	2018	2019	2020	2021	VAR%(18-19)	VAR%(19-20)	VAR%(20-21)	VAR%(19-21)
Private	82.891.769	74.540.514	48.959.476	33.975.890	-10,07%	-34,32%	-30,60%	-54,42%
Coop	74.063.908	74.453.952	94.786.990	66.325.404	0,53%	27,31%	-30,03%	-10,92%
tot	156.955.677	148.994.466	143.746.466	100.301.294	-5,07%	-3,52%	-30,22%	-32,68%

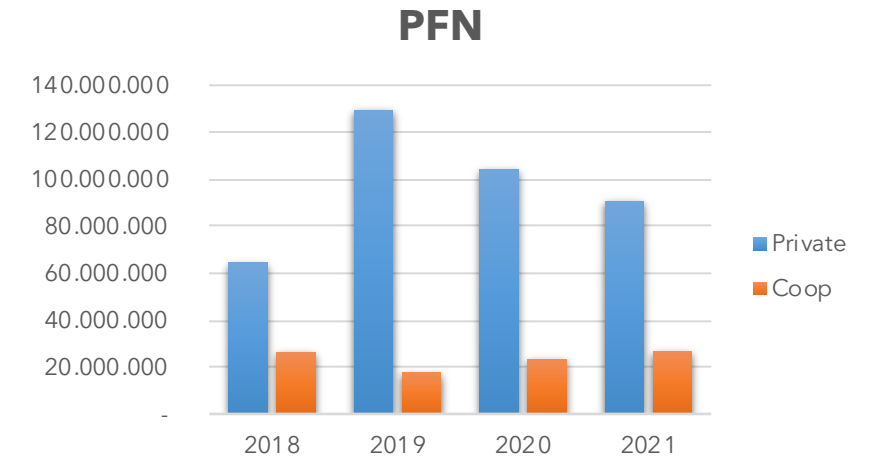
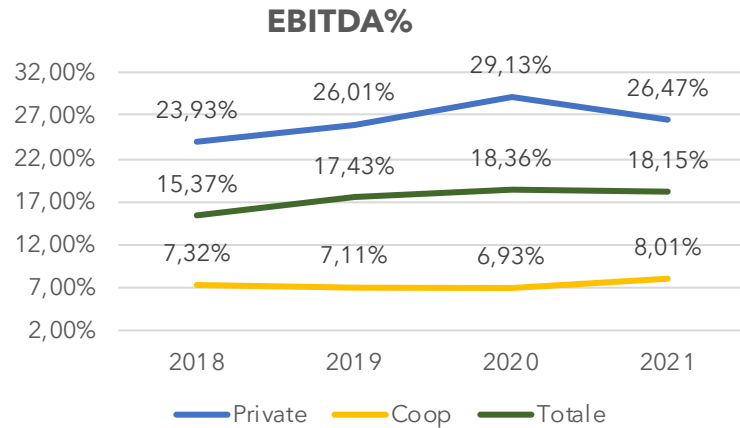
Aziende Metodo Classico - Ricavi

	2018	2019	2020	2021	VAR%(18-19)	VAR%(19-20)	VAR%(20-21)	VAR%(19-21)
Private	145.652.334	195.274.801	177.147.470	231.484.452	34,07%	-9,28%	30,67%	18,54%
Coop	155.132.843	162.613.044	166.825.441	189.757.832	4,82%	2,59%	13,75%	16,69%
tot	300.785.177	357.887.845	343.972.911	421.242.284	18,98%	-3,89%	22,46%	17,70%



Aziende Metodo Classico – EBITDA - PFN

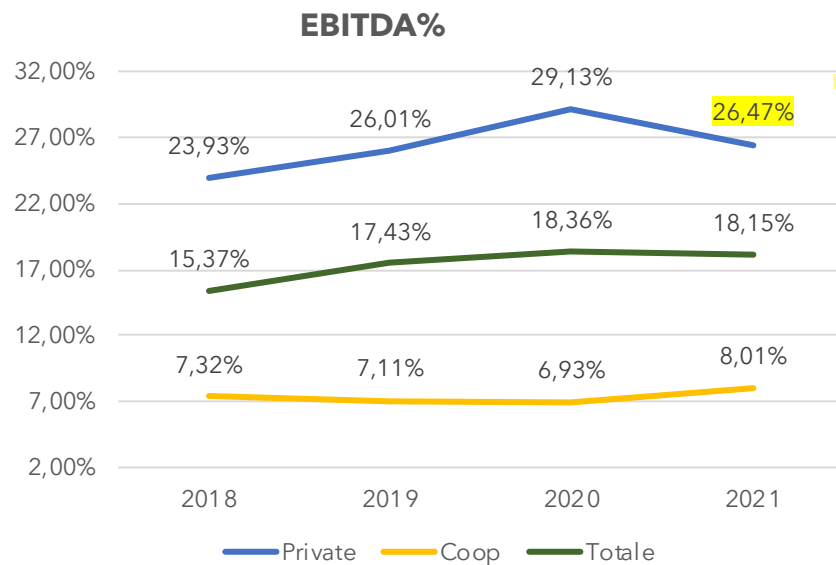
EBITDA%	2018	2019	2020	2021	VAR%(18-19)	VAR%(19-20)	VAR%(20-21)	VAR%(19-21)
Private	23,93%	26,01%	29,13%	26,47%	8,69%	12,00%	-9,13%	1,77%
Coop	7,32%	7,11%	6,93%	8,01%	-2,87%	-2,53%	15,58%	12,66%
Totale	15,37%	17,43%	18,36%	18,15%	13,40%	5,34%	-1,14%	4,13%



PFN	2018	2019	2020	2021	VAR%(18-19)	VAR%(19-20)	VAR%(20-21)	VAR%(19-21)
Private	64.473.774	129.447.304	104.228.890	90.759.038	100,78%	-19,48%	-12,92%	-29,89%
Coop	26.363.532	17.657.935	23.395.813	26.806.768	-33,02%	32,49%	14,58%	51,81%
tot	90.837.306	147.105.239	127.624.703	117.565.806	61,94%	-13,24%	-7,88%	-20,08%

Aziende Metodo Classico – EBITDA - PFN

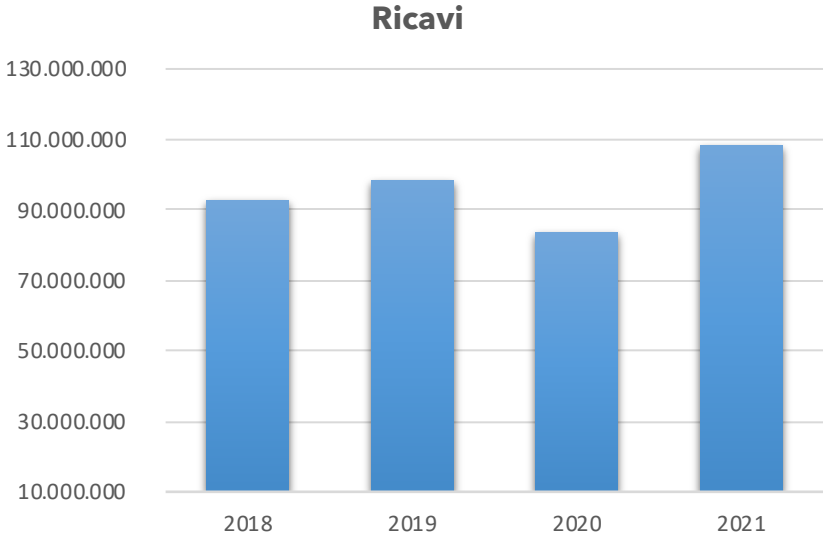
EBITDA%	2018	2019	2020	2021	VAR%(18-19)	VAR%(19-20)	VAR%(20-21)	VAR%(19-21)
Private	23,93%	26,01%	29,13%	26,47%	8,69%	12,00%	-9,13%	1,77%
Coop	7,32%	7,11%	6,93%	8,01%	-2,87%	-2,53%	15,58%	12,66%
Totale	15,37%	17,43%	18,36%	18,15%	13,40%	5,34%	-1,14%	4,13%



Aziende Strong: 34,49%
Aziende Light: 22,47%

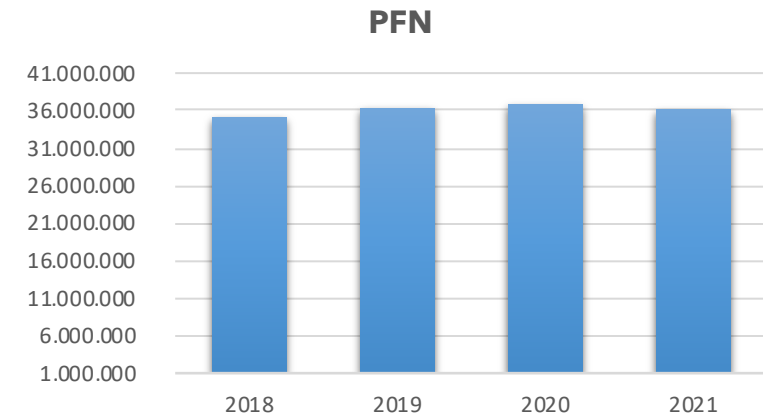
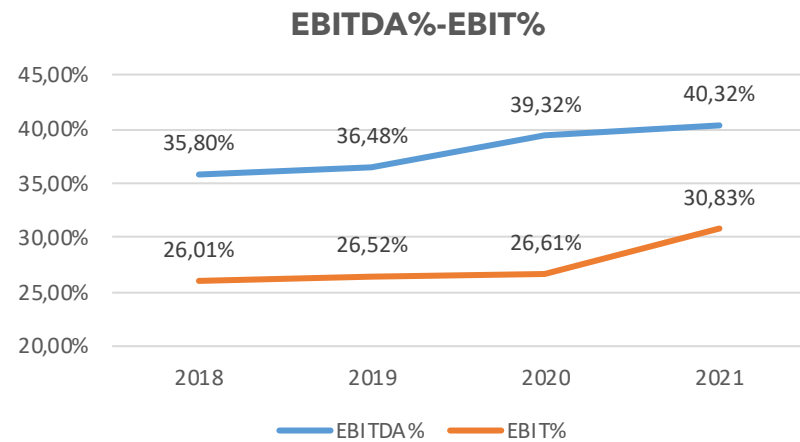
Aziende Bolgheri – Ricavi

	2018	2019	2020	2021	VAR%(18-19)	VAR%(19-20)	VAR%(20-21)	VAR%(19-21)
Ricavi	92.605.626	98.354.681	83.453.879	108.168.450	6,21%	-15,15%	29,61%	9,98%



Aziende Bolgheri – EBITDA - PFN

	2018	2019	2020	2021	VAR%(18-19)	VAR%(19-20)	VAR%(20-21)	VAR%(19-21)
EBITDA%	35,80%	36,48%	39,32%	40,32%	1,90%	7,79%	2,54%	10,53%
EBIT%	26,01%	26,52%	26,61%	30,83%	1,96%	0,34%	15,86%	16,25%



	2018	2019	2020	2021	VAR%(18-19)	VAR%(19-20)	VAR%(20-21)	VAR%(19-21)
PFN	35.064.782	36.280.119	36.811.599	36.117.430	3,47%	1,46%	-1,89%	-0,45%

Best performer: prime 50 azienda per redditività

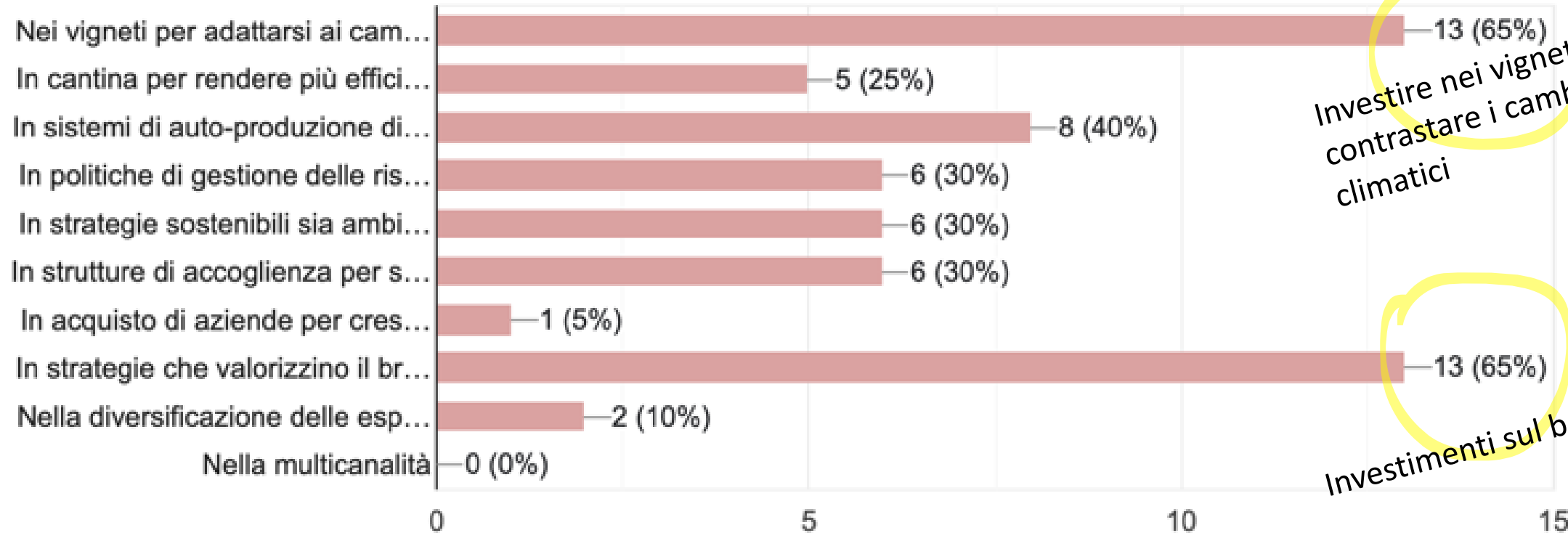
EBITDA	%
EBITDA MAX	59,9%
EBITDA MIN	18,2%
EBITDA MEDIO	31,8%

TIPOLOGIA	N°
PRIVATE	48
COOP	2
TOTALE	50

MODELLO	N°	%
ASSET LIGHT	13	26%
ASSET STRONG	37	74%
TOTALE	50	100%

REGIONE	N°	%
TOSCANA	13	26%
VENETO	10	20%
LOMBARDIA	6	12%
FRIULI VENEZIA GIULIA	4	8%
PIEMONTE	4	8%
TRENTINO ALTO ADIGE	4	8%
SICILIA	3	6%
ABRUZZO	2	4%
PUGLIA	2	4%
CAMPANIA	1	2%
SARDEGNA	1	2%
Totale complessivo	50	100%

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climatici

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