



Casa Vinicola Botter

Company Profile





A Never Ending Story

Family Tradition and a New Generation

Almost a century of history



- 1928 Founder Carlo Botter starts-up Casa Vinicola Botter as a wholesaler of bulk wine
- 1950 Arnaldo and Enzo Botter (second generation) take the business forward
- 1965 The group first sales to the European market...
- 1980 ...and then expands on a global scale
- 1993 Botter diversified with wines from other Italian regions

Almost a century of history



- 1999 Luca, Annalisa and Alessandro (third generation) join the business
- 2001 Launch of Là di Motte and renovation of the family estate (60 hectares)
- 2008 Acquisition of DiViCi estate dedicated to organic Vineyards (85 hectares)
- 2012 Total revenues hit the 100 Euro mln mark...
- 2016 ...and surpass the 163,4 Euro mln threshold

And now what's next?



This year Botter is renewing itself: the second generation of Botter family is passing the baton to the third, after almost 20 years of apprenticeship. Luca, Alessandro and Annalisa are the sole shareholders of the company.

At the same time, the Company is undergoing a structured process of managerialization, with the entrance of new professional managers in the department of Production, Sales and General management.



From Italy to the World

The Mission of Botter



- Support our clients in becoming the absolute leaders in their Countries in the sale of Italian wine, in terms of service, quality and convenience.
- Allow our clients to gratify and retain their customers by constantly offering the absolute excellence in Italian wines' selection.
- Assist our clients in increasing their market share, their profitability and their long-run sustainability by partnering with us.
- Thus becoming the reference point for the purchasing of Italian wine worldwide.

Botter at a glance

Key Facts and Figures for 2016

Volume of wine sold	750,1k HI (+11% y-o-y)
Revenues from Sales	163,4 Euro mln (+11,7% y-o-y)
Value (Euro) breakdown	96,7% export, 3,3% domestic market
Number of bottles sold	82 mln (+10,9% y-o-y)
Typology breakdown	82% still, 16% sparkling (14,5 spumante, 1,5% frizzante)
Number of countries served	56
Number of customers served	928
Number of bottling lines	5
Total bottling capacity (current)	450k bottles/day (120 mln bottles/year)
Total personnel (current)	145 employees
Total hectares of vineyards Family owned	145 ha
Size of facilities	62k m ² (44% covered area)
Raw material (wine)	96% outsourced, 4%insourced
Total storage capacity	425 tanks, 2,35 mln liters
Inventory capacity	7,500 pallets (approx. 4,5 mln bottles)

Group Organization

Casa Vinicola Botter, DiViCi and Là di Motte are part of the family group

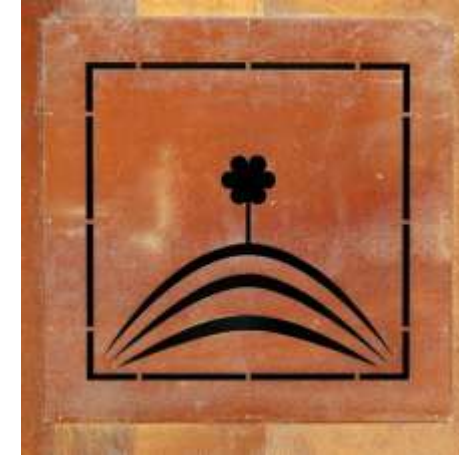
Casa Vinicola BOTTER



DiViCi



Là di Motte



Casa Vinicola Botter: The Headquarter

Five fully integrated bottling lines



Key facts

- Production site of 62,000 m2 of which 27,700 m2 (44%) are covered area
- Highly automated warehouse of 5,500 m2 with an inventory capacity of 5,500 pallets
- Storage capacity of 235,000 HI, in 425 stainless steel and glass-lined concrete tanks and autoclaves
- Five bottling lines (three for still and two for sparkling wines) for a total potential output of 450,000 bottles per day (120 million bottles per year potential)



DiViCi

85 hectares of lands and a dedicated organic vineyard



Key facts

- The lands was planted in 2009 and the production is going to be entirely organic (1.2k tons per year)
- Planted density of 3.2k/4.5k plants per hectare
- Majority of the vineyard is planted with Pinot Grigio and Glera (Prosecco) varietals
- Winery production capacity is 2.5k tons of grapes (equivalent to 20,000 hl or approx. 3 mln bottles)
- Storage tanks capacity of 45,000 hl, including 250 barriques



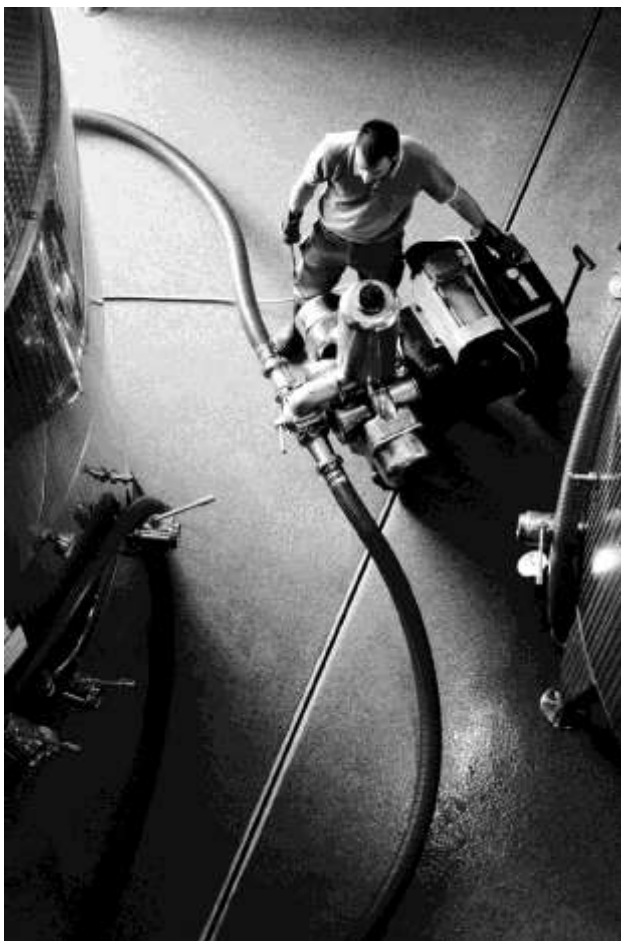
La di Motte

85 hectares of lands and a dedicated organic vineyard



Key facts

- Property covers 60 ha of planted vineyard
- Winery production capacity is 600 tons of grapes (equivalent to 4,800 hl or approx. 600,000 bottles)
- The vineyard is planted with the following grapes: White: Glera (Prosecco), Pinot Grigio, Chardonnay, Pinot Bianco, Sauvignon Red: Merlot, Cabernet Sauvignon, Cabernet Franc, Refosco, Malbec and Petit Verdot
- Wine quality is guaranteed as follows: Selected production limited to 5/10 tons per hectare Density of 3.2k/4.5k plants per hectare



The multi-territorial approach: supplier relationship model

A premium selection of Italian wine producers in key regions



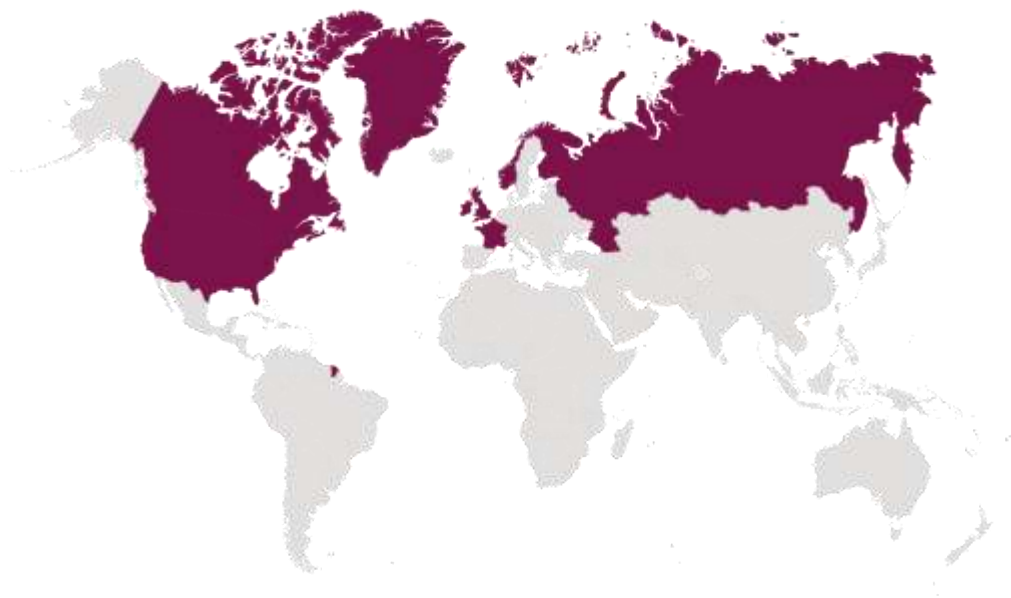
Starting in Veneto, where the Botter family already owns two family estates (Là Di Motte and DiViCi), Botter is also further integrating along the value chain in other strategic regions, Abruzzo, Apulia and Sicily. Long terms agreements with producers and consultants aenologist support at the sites are few of the key factor for having better control of supply and producing higher quality wines.



Geographical map of top 20 customers

And strengthening loyal relationships with top international customers

WINE BOTTLED BY BOTTER



USA



CANADA



GERMANY



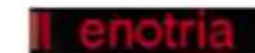
SWITZERLAND



DENMARK



UK



FRANCE



IRELAND



NORWAY



NETHERLANDS



SWEDEN



FINLAND



RUSSIA



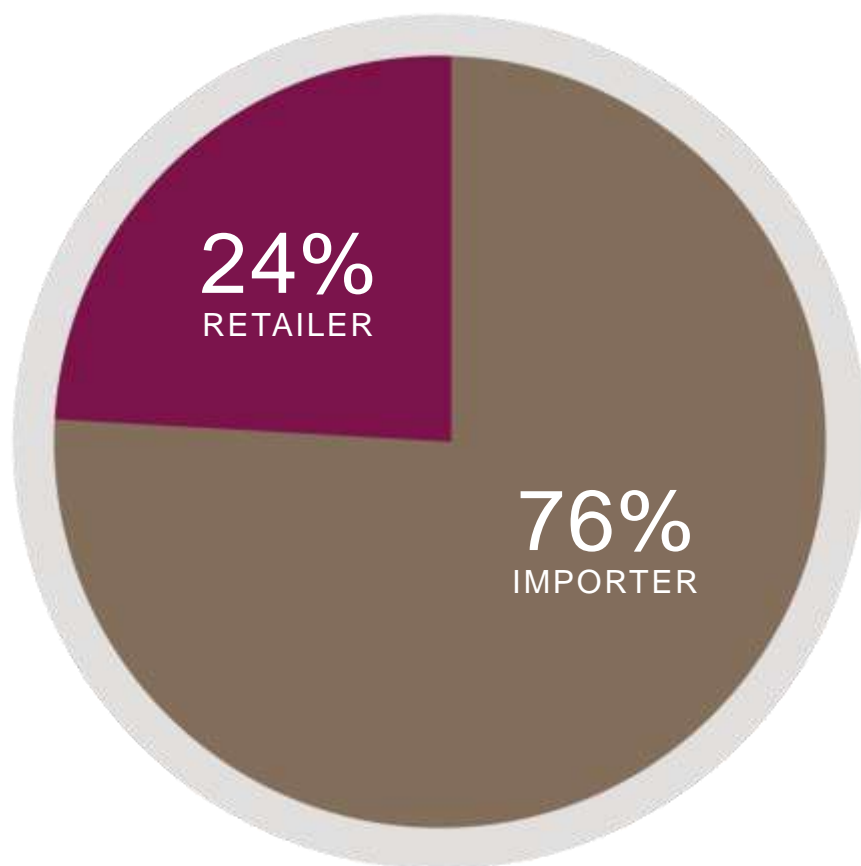
JAPAN



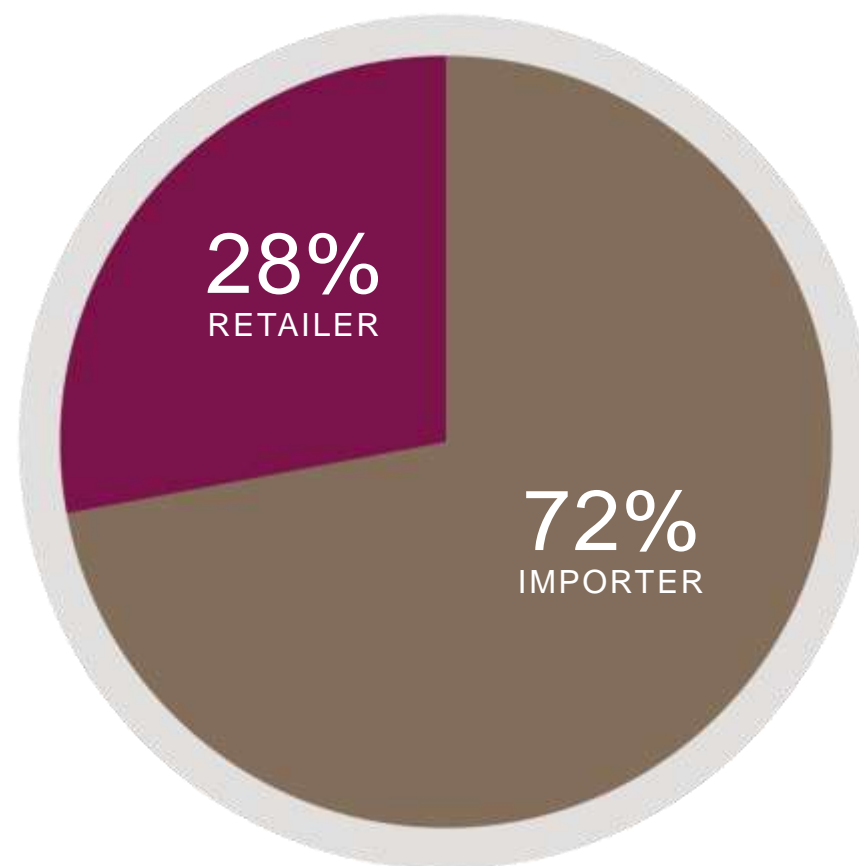
Customer typology breakdown

Whilst maintaining a balanced exposure among different routes to market

Wine
VALUE



Wine
VOLUME

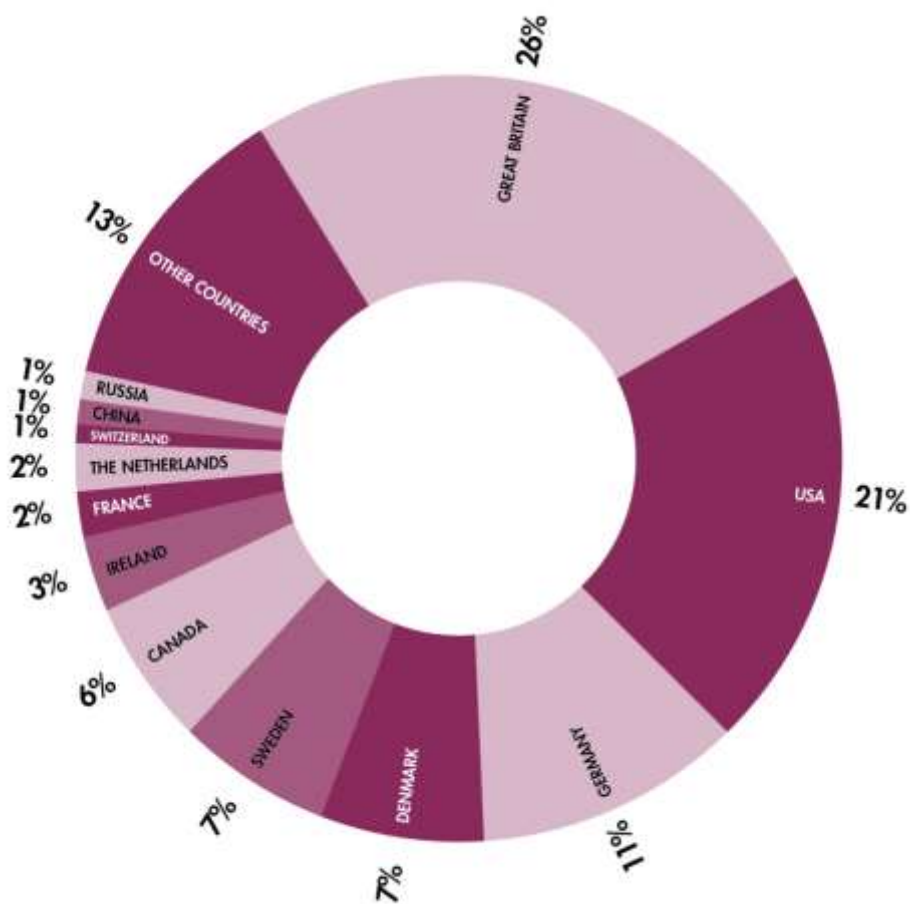


Market share by Country

The company's market share

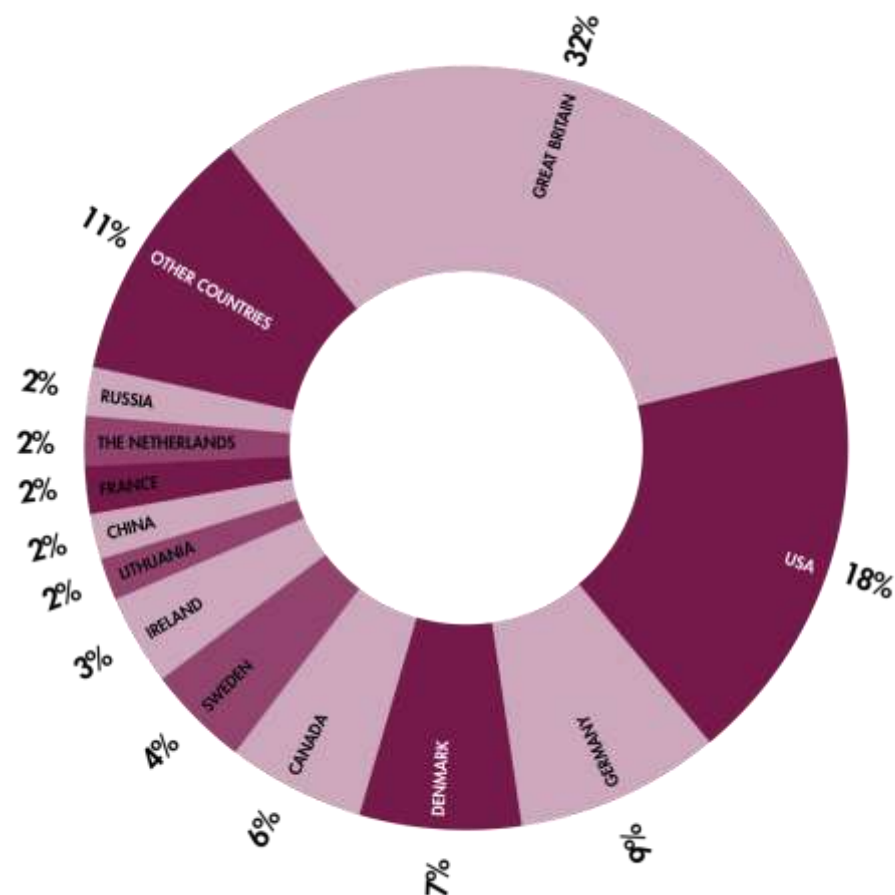
BOTTLED WINES:

Turnover % in the most important markets



BOTTLED WINES:

Sold bottles % in the most important markets



Botter Brands



Botter Brands



Botter Brands



Customization and Personalisation

To satisfy the needs of its customer, Botter has put together a “private label” programme to allow distributors to present unique, exclusive products to their markets.

Packaging:some examples



Quality Insurance and Quality Control



The Group holds all required international certifications at the highest level: ISO 9001:2008, ISF, BRC (the most update and strict standards for over 1000 items to be respected), grant the customer satisfaction, the security, the healthiness of the product and the respect to environment.

Awards

Awarded at international level



BERLINER WINE TROPHY 2016

Gold Medal
Rosso IGT Veneto
Gran Passione 2015

Gold Medal
Appassimento Rosso IGT Puglia
Cà Vittoria 2015

Silver Medal
Prosecco doc Spumante Botter



BERLINER WINE TROPHY 2016 Summer Edition

Gold Medal
Rosso IGT Toscana
Piazza del Castello 2014

Gold Medal
Nero d'Avola IGT Terre Siciliane
Prodigio 2015

Gold Medal
Primitivo IGT Puglia
Magnifico Rosso Fuoco 2015

Silver Medal
Greco di Tufo DOCG
Lapilli 2015



MUNDUS VINI BIOFACH 2016

Silver Medal
Prosecco DOC Frizzante Bio
Casa di Malia

Silver Medal
Appassimento Rosso IGT Puglia
Vinistella 2014



DECANTER 2016

Bronze Medal
Brindisi DOC Riserva
Corte Ottone 2013

Commended
Rosso IGT Veneto
Gran Passione 2015

Commended
Prosecco DOC Botter

Commended
Greco di Tufo DOCG
Lapilli 2015



SAKURA JAPAN WOMEN'S WINE AWARDS 2016

Double Gold Medal
Sangiovese DOC Riserva
Grifone 2013



VINALIES INTERNACIONALES 2016

Silver Medal
Rosso IGT Veneto
Gran Passione 2015

Silver Medal
Appassimento Rosso IGT Puglia
Cà Vittoria 2015



CONCOURS MONDIAL DE BRUXELLES 2016

Silver Medal
Brindisi doc Riserva
Corte Ottone 2013



SÉLECTIONS MONDIALES DES VINS CANADA 2016

Gold Medal
Rosso IGT Puglia Passito Bio
Vinistella 2014



VIENNA INTERNATIONAL WINE CHALLENGE 2016

Gold Medal
Rosso IGT Veneto
Gran Passione 2015

Silver Medal
Brindisi DOC Riserva
Tor del Colle 2013

Silver Medal
Appassimento Rosso IGT Puglia
Cà Vittoria 2015

Silver Medal
Primitivo IGT Puglia
Doppio Passo 2015

Bronze Medal
Nero d'Avola IGT Terre Siciliane
Torre Racina 2015

Silver Medal
Prosecco DOC Spumante Botter

Seal of Approval
Greco di Tufo DOCG
Lapilli 2015



GILBERT & GAILLARD 2016

Gold Medal
Rosso IGT Veneto
Gran Passione 2015

GILBERT & GAILLARD 2016 Spring Section

Gold Medal
Falanghina IGT Beneventano
Lapilli 2015

Gold Medal
Nero d'Avola IGT Terre Siciliane
Torre Racina 2015

Gold Medal
Prosecco DOC Spumante Bio
Divici

Gold Medal
Primitivo IGT Puglia
Magnifico Rosso Fuoco 2015



JAPAN WINE CHALLENGE 2016

Double Gold Medal
Pecorino IGT Terre di Chieti
Caleo 2015

Gold Medal
Rosso IGT Veneto
Gran Passione 2015

Gold Medal
Prosecco DOC Spumante Bio
Casa Vinirania

Gold Medal
Montepulciano d'Abruzzo DOC Bio
Tina 2015

Gold Medal
Primitivo IGT Salento
Doppio Passo 2015

Gold Medal
Primitivo IGT Salento
Doppio Passo 2015

Silver Medal
Nero d'Avola IGT Terre Siciliane Bio
Vinistella 2015

Silver Medal
Vino Spumante Bio
Tina

Silver Medal
Primitivo IGT Puglia Bio
Doppio Passo 2015

Silver Medal
Primitivo IGT Salento
Cà Vittoria 2015

Silver Medal
Biferno DOC Riserva
Tor del Colle 2011

Silver Medal
Rosso Vino Passito IGT Puglia Bio
Vinistella 2014



INTERNATIONAL WINE CHALLENGE 2016

Bronze Medal
Nero d'Avola IGT Terre Siciliane
Torre Racina 2015

Bronze Medal
Biferno DOC Riserva
Tor del Colle 2013

Commended
Prosecco DOC Spumante Botter

Commended
Greco di Tufo DOCG
Lapilli 2015



MONDE SELECTION BRUXELLES 2016

Silver Medal
Appassimento Rosso IGT Puglia
Cà Vittoria 2015

Silver Medal
Rosso IGT Salento
Verso 2015



JAPAN WINE CHALLENGE 2016

Gold Medal
Montepulciano DOC Riserva
Tor del Colle 2014

Silver Medal
Bianco Spumante Extra Dry Botter Bio

Silver Medal
Pecorino IGT Terre di Chieti
Caleo 2015

Silver Medal
Merlot IGT Veneto Barrique
Bertoldi 2015

Bronze Medal
Fiano DOCG
Lapilli 2015

Bronze Medal
Prosecco DOC Spumante Bio
Divici 2015

Bronze Medal
Nero d'Avola IGT Terre Siciliane
Torre Racina 2015

Bronze Medal
Salice Salentino DOC
Antico Fuoco 2015



INTERNATIONAL WINE GUIDE AWARDS 2016

Gold Medal
Appassimento Rosso IGT Puglia
Cà Vittoria 2015

Gold Medal
Rosso IGT Veneto
Gran Passione 2014

Gold Medal
Greco di Tufo DOCG
Lapilli 2015

Silver Medal
Prosecco DOC Spumante Botter



DECANTER ASIA WINE AWARDS 2016

Silver Medal
Greco di Tufo DOCG
Lapilli 2015

Silver Medal
Primitivo IGT Puglia
Magnifico Rosso Fuoco 2015

Bronze Medal
Brindisi doc Riserva
Corte Ottone 2013

Bronze Medal
Primitivo IGT Salento
Doppio Passo 2015

Bronze Medal
Rosso IGT Toscana
Piazza del Castello 2014

Bronze Medal
Nero d'Avola IGT Terre Siciliane
Torre Racina 2015



IWSC 2016

Silver Medal
Appassimento Rosso IGT Puglia
Cà Vittoria 2015

Silver Medal
Rosso IGT Veneto
Gran Passione 2015

Bronze Medal
Brindisi DOC Riserva
Tor del Colle 2013

Bronze Medal
Greco di Tufo DOCG
Lapilli 2015

Bronze Medal
Prosecco DOC Spumante Botter



MUNDUS VINI 2016 January

Silver Medal
Rosso IGT Veneto
Gran Passione 2015

MUNDUS VINI 2016 June

Gold Medal
Biferno DOC Riserva
Tor del Colle 2011



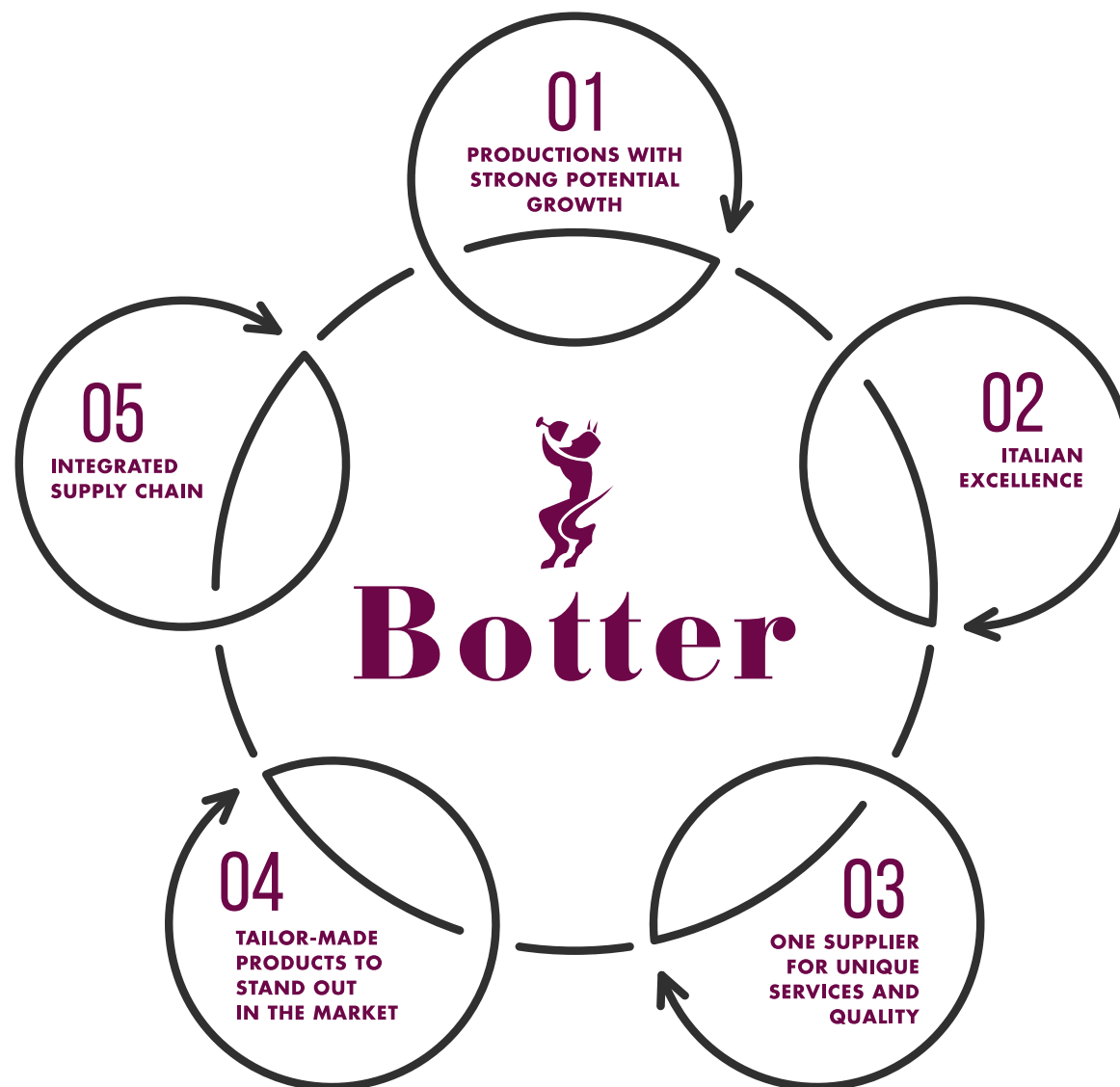
CHINA WINE & SPIRITS AWARDS 2016

Gold Medal
Rosso IGT Toscana
Piazza del Castello 2014

Gold Medal
Rosso IGT Veneto
Gran Passione 2015

Bronze Medal
Prosecco DOC Spumante Bio
Divici

Why work with Us: the One-Stop-Shop-Solution



Botter: World leader in the export of Italian wine

- The consumption of wine in the World in 2015 reached a volume of 242,2 mln HI for a value of 219,7 billion Euro, and is fast increasing, due to the growth of western habits in food consumption, and a steady switch from highly alcoholic to more healthy drinks.
- Italy is the first producer of wine in the world by volume (49,5 mln HI) and second by value (14,4 billion Euro). One out of six bottles of wine produced in the world is Italian.
- Italy is also the first exporter of wine in the world by volume (20,0 mln HI) and second by value (5,4 billion Euro)
- With its 163,4 mln Euro of revenues and 96,2% of non-domestic sales, Botter is the second largest exporter of Italian wine in the world, with a market share of 2,6% of the whole export of Italian wine. One out of 35 bottles of Italian wine exported in the world is made by Botter.

Additional info: Industry Outlook and Competitive Landscape

Botter outperforms competitors

- Extremely flexible and asset-light business model, perfectly fit to serve the needs of the world largest retailers and distributors
- Long lasting relationships with top international customers
- Vast and diversified product portfolio, covering the all range of Italian wine
- Outstanding procurement capabilities
- Undisputed leader amongst Italian exporters
- Perfect location for road, train ship logistic
- High-quality service and promptly responsive to customer's requests
- Strict and certified Quality Control processes

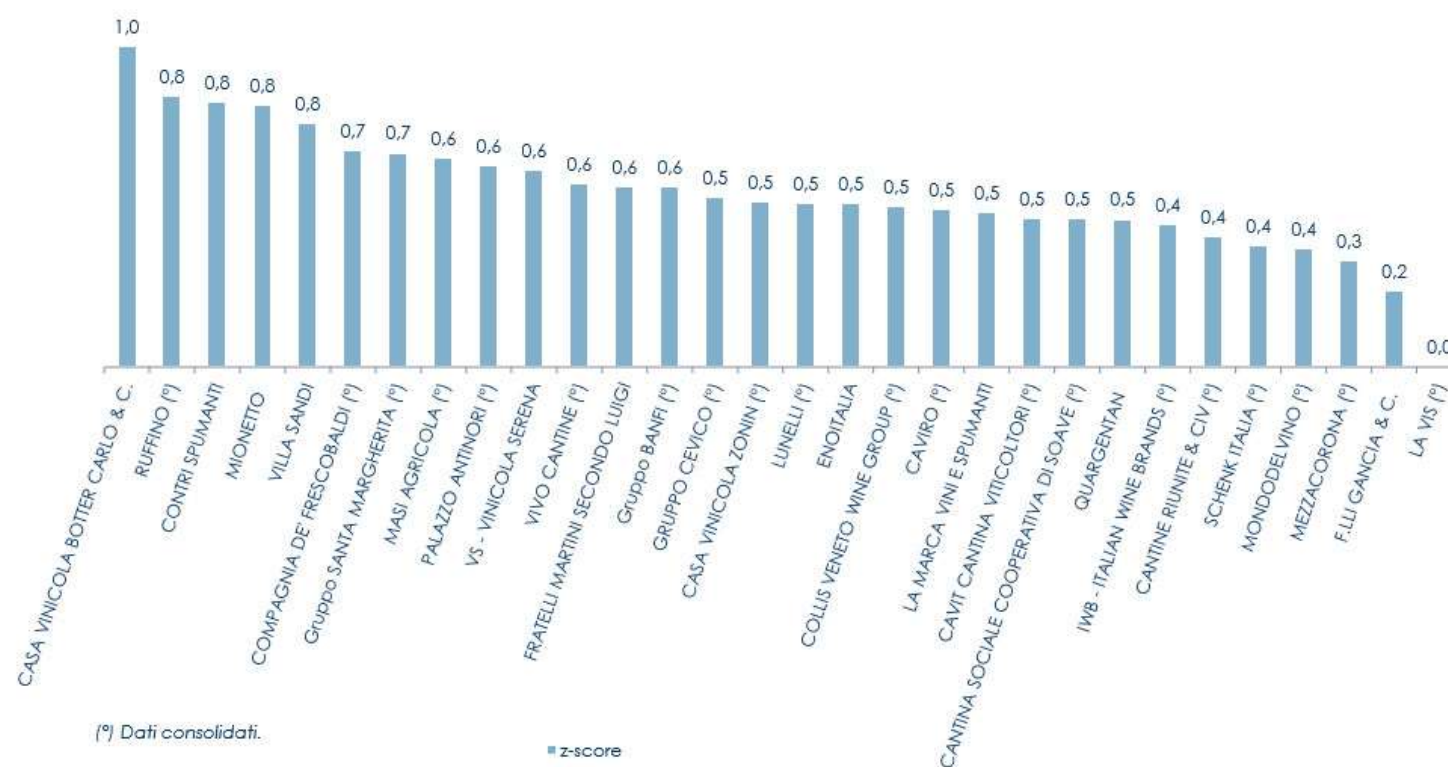
Botter: Leader by performance among the Italian wineries

- Each year Mediobanca, the most renowned Italian merchant bank, releases a comprehensive study on the Italian wine sector, analyzing the annual report of the 140 largest Italian wineries: in the 2016 study, Botter ranked 8° in size, 3° in profitability, 1° in export and 1° in overall performance.
- Thanks to its business model, perfectly fit for today's market needs, Botter is a very fast growing company: its revenues almost doubled in four years and the Ebitda quadrupled in the same period.
- This extraordinary performance – along with coming of the new young generation of Botter shareholders, a renewed management team, and the heavy investments in technology of the past three years (over 28 million Euro) – places the company in the right path to become one of the top winery in the world.

Ranking of Italian wineries by performance

Mediobanca's 2016 study on the Italian wine sector ranked Botter 1st in overall performance

INDICATORE DI SINTESI DELLE PERFORMANCE ECONOMICHE, DELLA SOLIDITÀ PATRIMONIALE E DELL'EFFICIENZA PRODUTTIVA NEL 2015



Ranking of Italian wineries by performance

LE PRIME 30 SOCIETÀ VINICOLE ITALIANE PER FATTURATO (2015-2016P)

Società	Sede	Fatturato totale					Fatturato estero			Ris. netto/ Fatt. 2015	Ris. netto/ Fatt. 2016	N. bottiglie prodotte nel 2016	Proprietà
		2015	2016	Var. % 2016/2015	Rank 2015	Rank 2016	2016 € mln	in % del fatt. 2016	Var. % 2016/2015				
		€ mln								in %			
CANTINE RIUNITE & CIV (*)	Campegine (Re)	546	566	3,6	1	1	377	66,5	2,5	1,3	2,0	200.629.998	Cooperativa
di cui: GIV - GRUPPO ITALIANO VINI (*)	Bardolino (Vr)	358	365	1,9			278	76,2	1,8	1,7	2,2	81.170.000	
di cui: CANTINE RIUNITE & CIV (*)	Campegine (Re)	201	213	5,7			99	46,3	13,5	2,7	1,7	119.459.998	
CAVIRO (*)	Faenza (Ra)	300	304	1,1	2	2	92	30,5	7,8	2,9	0,4	50.957.345 (*)	Cooperativa
PALAZZO ANTINORI (*)	Firenze	209	218	4,5	3	3	140	64,0	0,2	21,5	21,0	25.000.000	Familiare
CASA VINICOLA ZONIN (*)	Gambellara (Vi)	183	193	5,1	4	4	165	85,8	7,5	0,5	2,7	50.200.000	Familiare
MEZZACORONA (*) (*) (+)	Mezzacorona (Tn)	175	163	n.c.	5	n.c.	97	59,1	n.c.	0,9	1,1	44.930.000	Cooperativa
Gruppo CAMPARI (divisione vini) (g)	Milano	171	169	-1,2	6	7	n.d.	n.d.	n.d.	n.d.	n.d.	n.d.	Familiare
CAVIT CANTINA VITICOLTORI (*) (*)	Ravina (Tn)	167	178	6,7	7	5	144	80,7	7,6	3,1	3,0	n.d.	Cooperativa
FRATELLI MARTINI SECONDO LUIGI	Cossano Belbo (Cn)	160	174	9,0	8	6	156	89,7	9,0	1,7	2,5	78.000.000	Familiare
CASA VINICOLA BOTTER CARLO & C.	Fossalta di Piave (Ve)	154	165	6,6	9	8	160	96,9	9,6	9,2	8,8	77.626.000	Familiare
IWB - ITALIAN WINE BRANDS (*) (-)	Milano	145	146	0,8	10	11	105	72,1	10,7	3,8	3,2	45.000.000	Misto
ENOITALIA	Calmasino di Bardolino (Vr)	134	148	9,7	11	10	110	74,3	4,3	2,6	n.d.	88.318.528	Familiare
Gruppo SANTA MARGHERITA (*)	Fossalta di Portogruaro (Ve)	118	157	32,9	12	9	108	68,7	47,6	12,1	21,3	18.830.036	Familiare
GRUPPO CEVICO (*) (*)	Lugo (Ra)	113	111	-1,7	13	13	31	27,9	-1,1	0,6	1,2	71.323.229	Cooperativa
CANTINA SOCIALE COOPERATIVA DI SOAVE (*) (*)	Soave (Vr)	106	117	10,3	14	12	45	38,3	-1,2	1,6	1,7	35.000.000	Cooperativa
COLLIS VENETO WINE GROUP (*) (*)	Monteforte D'Aipone (Vr)	104	106	2,2	15	15	32	30,2	40,0	1,0	1,5	23.000.000	Cooperativa
SCHENK ITALIA (*)	Ora (Bz)	101	108	7,7	16	14	80	73,9	9,3	0,5	0,4	57.300.000	Estero

(segue)

