

ARGEA

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Argea's Expansion Continues With Strategic Acquisition Of Cantina Zaccagnini

The acquisition strengthens Argea's positioning in the US market, where Cantina Zaccagnini dominates the Montepulciano d'Abruzzo category with its iconic "Tralcetto" line.

Milan, 19 April 2023 - **Argea**, a forward-looking group born from the acquisition of two major Italian wine companies, Botter and Mondodelvino, have announced the acquisition of **Cantina Zaccagnini**, a winery located in Bolognano (province of Pescara) in the Abruzzo region.

With a **consolidated revenue of around 500 million dollars in 2022, of which 90 percent was generated abroad, Argea is the most important private player in the Italian wine industry.**

An ambitious growth plan, **with a planned investment of 55 million dollars**, aims to achieve revenues of up to **600 million dollars in 2025 while increasing total production to 220 million bottles** from the current 170 million. According to the goals set by the group, **revenues of the main international markets, North America and Central Europe, are to increase from 230 million to approximately 300 million dollars by 2025.**

Cantina Zaccagnini's entry into the group allows Argea to strengthen its strategic position **in the wine-growing region of Abruzzo as well as in the US market**, where the winery enjoys a premium positioning thanks to its leadership in the Montepulciano d'Abruzzo category, with an off-trade market share that accounts for more than 30 percent in value.

With its iconic Tralcetto line, including Pinot Grigio in addition to Montepulciano d'Abruzzo, the brand has been growing steadily, increasing its market share considerably.

Concurrently, **Marcello Zaccagnini**, will invest in the Argea project as a shareholder, also sharing his experience and remaining a valuable Ambassador of the brand he created, in addition to confirming the group's original business model, which aimed at enhancing the role of the founders and the families who have led the companies until now.

"The acquisition of Cantina Zaccagnini, icon of Abruzzo's wine scene, allows Argea to fine-tune its positioning in the US and international markets. Now that the acquisition has been completed, we will focus on leveraging the strong similarities between Cantina Zaccagnini and Argea, building useful synergies to pursue our objectives." commented **Massimo Romani, CEO of Argea.**



BOTTER
Venezia 1928

 **mondodelvino**

 **ZACCAGNINI**
vignaiolo d'Abruzzo
Bolognano

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ARGEA

About Argea

Argea is an innovative and forward-looking group born to celebrate the Italian wine sector, their respective cultures, people, territories, and production techniques, while at the same time enhancing their identities and preserving them as an expression of the best tradition. The company is the result of a strategy put together by Italian private equity firm Clessidra, who acquired Botter S.p.A., Mondodelvino S.p.A., and Cantina Zaccagnini in turn, creating the most important private player in the Italian wine industry. Argea brings to international markets a diversified range of Italian wines recognized worldwide, and exports to over 85 countries around the world, with an extensive sales network in markets where Italian wine has long been appreciated - including the United States, the United Kingdom, Germany, and Scandinavian countries - and in areas of the world with growing interest in Italian wine such as China, South Korea, and Canada. www.argea.com



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mondodelvino

ZACCAGNINI
vignaiolo di Abruzzo
Bellaguarda

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