



FATTORIA DEI BARBI

Montalcino

Tuscany





Fattoria dei Barbi

More than a cellar with vineyards

- More than 2 centuries in wine making, hospitality, fine dining, culture and much more, by a family that has been living in Montalcino for approximately 670 years.
- **Fattoria dei Barbi** was established in 1790 and the estate extends over 325 hectares of fields and vineyards in southern Tuscany, Montalcino, Scansano (the estate is **Aquilaia dei Barbi**), and the Chianti region.
- Since 1892, Fattoria dei Barbi has produced Brunello wine and it was the first winery to export in Europe, America, and Asia.
- Since the 1800s, Barbi wines have won prizes all over the world.
- Fattoria dei Barbi – just a few kilometres from the beautiful Sant'Antimo Abbey – was the first winery accessible to the public in 1949, paving the way to what we name wine-tourism.
- Today, it is not only a cellar with vineyards, but it is a little world where visitors can enjoy a cultural experience beyond food and wine. Here hospitality means **an historical Winery, Taverna dei Barbi, Caseificio dei Barbi and Brunello Museum** dedicated to history of Montalcino and to people that made up the foundation of the success of the most prestigious Italian wine.



Fattoria dei Barbi

A wonderful place

THE PROPERTIES

- Fattoria dei Barbi owns many beautiful houses and little villages both in Montalcino and Scansano
- All buildings cover a total surface of 12,500 sqm
 - ▶ Montalcino: 11,250 sqm, of which:
 - ▶ 1,550 sqm of residential buildings
 - ▶ 9,700 sqm of other facilities
 - ▶ Scansano: 1,250 sqm
 - ▶ 675 sqm of residential buildings
 - ▶ 575 sqm of other facilities

VILLA PODERNUOVI AND CELLARS, MONTALCINO



FATTORIA DEI BARBI, MONTALCINO



PODERNOVACCIO AND POGGIO, MONTALCINO



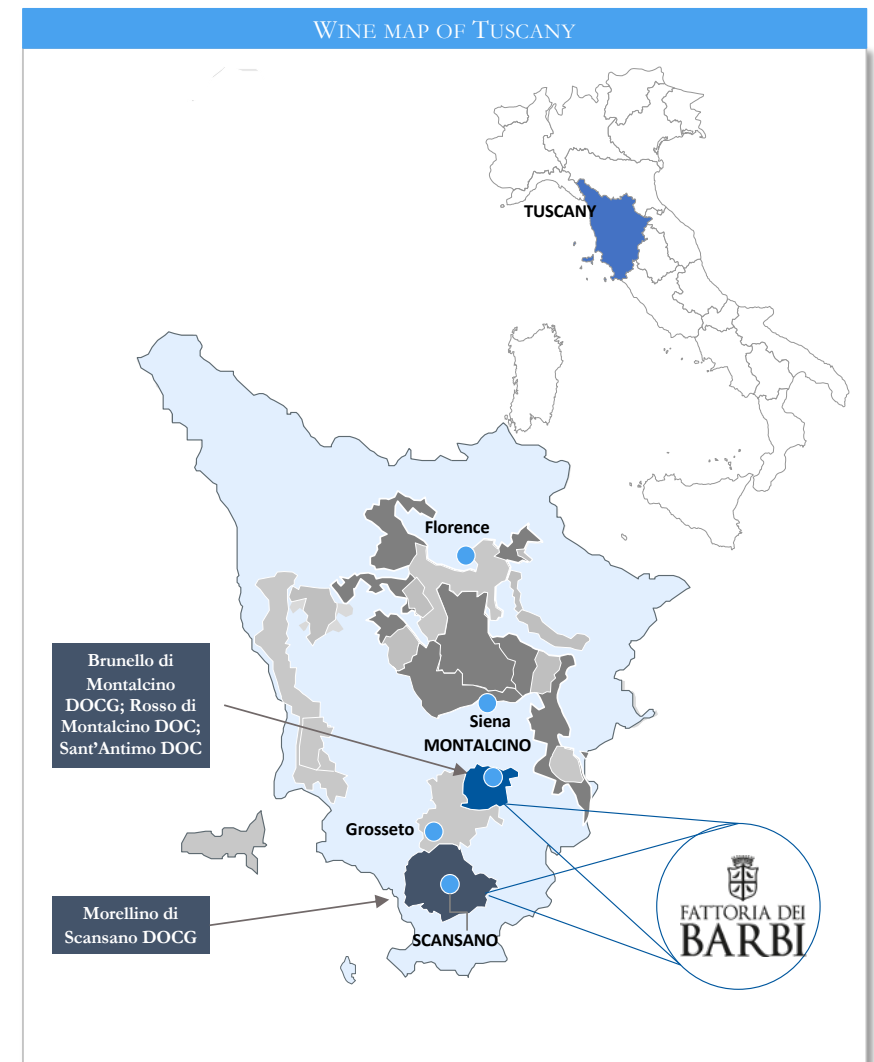
AQUILAIA DEI BARBI, SCANSANO



Source: Company

FATTORIA DEI BARBI, IN THE HEART OF THE MOST PRESTIGIOUS WINE REGION OF ITALY

- Fattoria dei Barbi is owned and managed by the Cinelli Colombini family, an historical Tuscan family that settled in Montalcino in the 14th century
- It has been producing wine in Montalcino for more than two centuries, receiving many national and international awards, the first in 1892
- Fattoria dei Barbi consists of two main Estates:
 - ▶ One in Montalcino (Podernovi, Podernovaccio, Roccolo, Fiore, Molino del Fiore and Barbi) with a total surface of more than 200 ha, of which 48 ha under vines (Sangiovese)
 - ▶ One in Scansano (Aquilaia dei Barbi) with a total surface of more than 100 ha, of which 22 under vines (Sangiovese and Merlot)
- Vineyards owned by the company cover the following appellations:
 - ▶ Brunello di Montalcino DOCG
 - ▶ Rosso di Montalcino DOC
 - ▶ Sant'Antimo DOC
 - ▶ Chianti DOCG
 - ▶ Morellino di Scansano DOCG
 - ▶ Maremma Toscana DOC
- Cultivated by the Cinelli Colombini family since the XVI century, Podere il Fiore vineyards are one of the southernmost and oldest vineyard in the whole Montalcino area. The particular exposure of these 12ha and the composition of the soil give to this Brunello special features, with a very elegant bouquet and a harmonic and complex taste
- The estate is fully equipped with state-of-the-art technologies, both in the cellars and the vineyards, and adopt the most advanced farming techniques
 - ▶ Fattoria dei Barbi cooperates with the University of Pisa in testing and developing new farming methods and equipment
- Fattoria dei Barbi has a very strong presence in the Italian market, with a wide-ranging network of direct and independent agents and distributors, and serves all the major markets worldwide via specific agreements with local importers





I Italy's most iconic wine

- The Brunello di Montalcino is the most awarded and recognized premium Italian wine
 - It is the only Italian wine selected by Wine Spectator as one of the top 12 wines of the 20th century
- Fattoria dei Barbi's Brunello has been consistently collecting national awards since 1892 and international ones since the early 20th century

II Historical Tuscan family with long wine tradition

- Fattoria dei Barbi's history traces back to the historical Tuscan family Colombini
- The Colombini first settled in Montalcino in 1352
 - They started producing and exporting Tuscan wine in the early 19th century
- In 1892, their Brunello was nominated the second best Italian red wine by the Italian Minister of Agriculture

III One of the largest estates in Montalcino producing top quality Brunello

- Fattoria dei Barbi was the largest producer of Brunello from 1921 to 1981
- Today, with its 48 ha of Sangiovese vineyards located in the heart of Montalcino it is still one of the largest estate consistently producing top quality Brunello
- Additionally, the company owns 21.7 ha of vineyards in Scansano, producing Morellino di Scansano DOCG, another increasingly important Tuscan appellation

IV Modern estate with cutting-edge technology and vineyards of exceptional quality

- Fattoria dei Barbi has two modern cellars, one located in Montalcino and one in Scansano, both fully equipped with state-of-the-art technology and with limited Capex requirements in the upcoming years
- It has a long-standing partnership with the University of Pisa for the testing of new technologies, which guarantees access to the latest technologies available in the market
- Rootstocks are replanted every 30 years, using the most innovative farming techniques to improve quality

V Fattoria dei Barbi, something very special in a unique territory

- The estate is growing steadily since 1964.
- From one century Fattoria dei Barbi is the "standard" in Brunello production.
- The management is led by Stefano Cinelli Colombini, who brings his 45 vintages experience and expertise into day-to-day operations, and coordinate a very skilfull team of young and expert collaborators

VI Montalcino and Brunello, tradition but also innovation

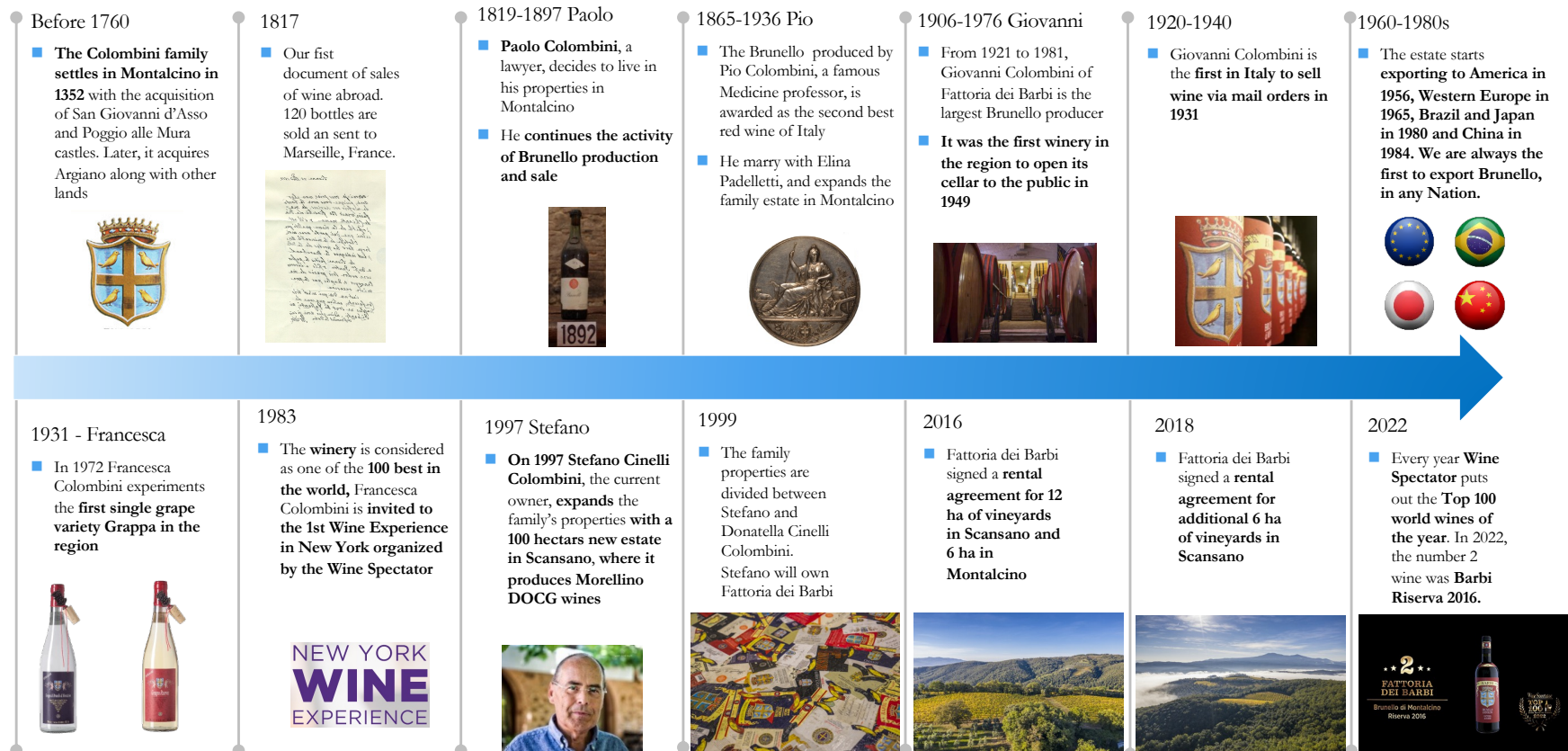
- Brunello di Montalcino is currently undergoing a booming period, with prices at an all-time high.
- Montalcino has created the first "Distretto Rurale" of Tuscany, of which Stefano Cinelli Colombini is vice-president, to give more value to the many quality products of the territory as Olive Oil, Truffles, Safran, Cheese and Honey.
- Actually Montalcino has more the 2 million tourists per year, more than 400 per inhabitant, and it is growing.

Fattoria dei Barbi

Owners and history

A FAMILY UNITED FOR A COMMON PROJECT

■ Fattoria dei Barbi's history traces back to the historical Tuscan family Colombini, land owners in Montalcino



FATTORIA DEI BARBI, NUMBERS AND RECORDS

NUMBERS IN SHORT

- **Establishment:** 1790
- **First Brunello di Montalcino:** 1892
- **First Vinsanto:** 1870
- **Total Surface:** 325 ha
- **Vineyards Total Extension:** 86 ha
- **Appellation Wines Produced:** Brunello di Montalcino Docg, Rosso di Montalcino Doc, Morellino di Scansano Docg, Chianti and Chianti Classico Docg, Toscana Igt, Maremma Toscana Rosso Doc.
- **Estimated Total Production per Year:** 600.000 to 700.000 bottles per year
- **International Markets:** 50% sales to Italy – 50% sales abroad (mainly in the United States, Brasil, Canada, Germany, Norway, Denmark, Japan).

THE RECORDS OF FATTORIA DEI BARBI

Fattoria dei Barbi has been a pioneer in enology, trade and hospitality. The records collected during the years make it a unique case in Italy:

- the oldest bottles of wine in Montalcino (1870)
- the largest collection of wines in Italy (both in number of bottles, 90.000, and vintages, 1870 to nowadays)
- first national medal won by a wine from Montalcino, the silver medal of the Ministry of Agriculture (1892)
- first mail-order sale of wine and olive oil (1931)
- first winery in Italy accessible to tourists (1949)
- first continued exports of Brunello in the US (1956)
- first exports of Brunello in Western Europe (1965-'75)
- first exports of Brunello in Brasil (1980)
- first exports of Brunello in Japan (1980)
- first exports of Brunello in China (1984)
- first single grape grappa produced (Grappa di Brunello, 1972)
- first Brunello selection “vigna” (1981, Brunello Vigna del Fiore)
- first compared studies about organic, chemical and mixed fertilization (beginning of the 60s in collaboration with the Experimental Institute in Asti)
- first ones using CO₂ for the cold maceration of red grapes (2001 in collaboration with the University of Pisa)



Selected recent awards

BRUNELLO DI MONTALCINO DOCG – BLU LABEL

2016

- James Suckling - 95/100
- Wine Spectator - 95/100
- Wine Advocate – 94+/100
- Jancis Robinson – 16/20
- Decanter - Silver Medal
- Gambero Rosso – 3 bicchieri rossi
- Michael Pinkus – 4 stelle

2017

- Wine Spectator - 93/100
- James Suckling - 93/100
- Wine Advocate - 92/100
- Vitae Ais - 3 viti
- Vini Buoni d'Italia - 3 stelle

2018

- Wine Spectator - 93/100
- Wine Advocate - 93/100
- Jancis Robinson - 17+/20
- James Suckling - 93/100
- Decanter - 91/100 **Top-value Brunello di Montalcino 2018: the 10 to buy**

2019

- James Suckling - 95/100
- Wine Advocate - 95/100
- Jancis Robinson – 17+/20
- Vinous - 91/100
- Gardini Notes – 97/100

BRUNELLO DI MONTALCINO DOCG RISERVA – RED LABEL

2012

- Wine Advocate – 94+/100
- WineAlign – 95/100
- Vinum Wine Magazine – 17/20
- Wine Spectator - 93/100
- Jancis Robinson – 16,5/20
- IWSC | International Wine and Spirit Competition - Silver

2013

- Wine Advocate – 95/100
- Wine Spectator – 93/100
- WineAlign – 94/100
- Jancis Robinson – 16+/20

2015

- Wine Spectator - 95/100
- Wine Advocate – 95/100
- Jebdunnuck.com – 96/100
- Vinous – 94/100

2016

- Wine Spectator - 2|TOP 100 2022
- Wine Advocate – 95+/100
- WineAlign – 95/100
- Vinous – 94+/100
- James Suckling - 94/100
- Vinum Wine Magazine – 17,5/20
- Vitae Ais – 4 viti rosse/4

2017

- Wine Spectator – 94/100
- Gardini Notes – 94+/100
- Jebdunnuck.com – 94/100
- Club Oenologique – 94/100
- Vitae Ais – 4 viti rosse/4

BRUNELLO DI MONTALCINO DOCG VIGNA DEL FIORE – WHITE LABEL

2011

- Wine Spectator – 95/100
- WineAlign – 95/100
- Decanter | DWWA 2016 – Silver
- Vitae Ais – 3 viti rosse
- Bibenda – 5 grappoli/5

2012

- Wine Spectator - 94/100
- Wine Advocate – 93+/100
- Vinum Wine Magazine – 17,5/20
- The WineHunter Award 2017 – Gold
- Jancis Robinson – 17+/20

2013

- Wine Advocate – 95/100
- Wine Enthusiast – 94/100
- Wine Spectator - 93/100
- James Suckling – 93/100
- Jancis Robinson – 16,5/2
- Bibenda – 5 grappoli/5

2015

- James Suckling - 95/100
- Wine Advocate - 95/100
- Falstaff – 93/100
- The WineHunter Award 2020 - Gold
- Bibenda – 5 grappoli/5

2016

- James Suckling - /100
- Wine Advocate – 95+/100
- Wine Spectator - 95/100
- Jancis Robinson – 17/20
- Michael Pinkus – 4,5 stelle
- Jebdunnuck.com – 96/100
- Bibenda – 5 grappoli/5

2017

- Wine Advocate – 93/100
- James Suckling - 93/100
- Wine Spectator - 95/100
- Jancis Robinson – 16/20
- Bibenda – 5 grappoli/5

2018

- Wine Advocate – 94+/100
- James Suckling - 93/100
- Wine Spectator - 95/100
- Jancis Robinson – 16,5/20
- Club Oenologique – 94/100
- WeinWisser - 18+/20 **Top 10 Brunello 2018**
- Bibenda – 5 grappoli/5

2019

- James Suckling - 94/100
- Wine Advocate - 96/100
- Vinous - 95/100
- Jancis Robinson – 16+/20
- Gardini Notes – 98/100

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