

Winery – Montepulciano (Siena), Tuscany, Italy

Acquisition opportunity for a complete wine-producing estate, including an operational agricultural business, vineyards and farmland, a functional rural building with winery facilities, and residential spaces.

1. COMPANY PROFILE

Company name: Luteria Società Agricola in accomandita semplice di Paolini e C.

Legal form: Agricultural Limited Partnership (SAS – *Società in Accomandita Semplice*)

Business status: Fully operational

Location: Municipality of Montepulciano (Siena), Tuscany, Italy

2. LAND AREA AND PROPERTY STRUCTURE

Total estate area: 11.5 hectares

- Vineyards: **3.8 hectares**
- Irrigated arable land: **7.7 hectares**

3. VINEYARDS

Total vineyard area: 3.8 hectares

Vino Nobile di Montepulciano DOCG – 2.0 hectares

Historic vineyard

- Year planted: **1957**
- Area: **0.8 hectares**
- Grape varieties: Sangiovese, Canaiolo, Mammolo, Malvasia Bianca
- Planting density: approximately **2,500 vines/ha**

Vineyard planted in 1993

- Area: **1.0 hectare**
- Grape variety: **100% Sangiovese (Prugnolo Gentile)**
- Planting density: approximately **3,500 vines/ha**

DOCG portion of the 2003 vineyard

- Year planted: **2003**
- Area: **0.20 hectares**
- Grape varieties: predominantly Sangiovese

IGT Toscana – 1.8 hectares

2003 vineyard – red grapes

- Area: approximately **1.3 hectares**
- Grape varieties: predominantly Sangiovese and Merlot

- Planting density: approximately **4,000 vines/ha**

2025 vineyard – white grapes

- Area: **0.5 hectares**
- Grape varieties: Vermentino and Grechetto
- Planting density: approximately **4,100 vines/ha**

Training system

- Predominantly: **Guyot**
- Currently being converted to: **Spurred Cordon**

4. BUILDINGS

Rural building functionally integrated into the winery

The property includes a rural farmhouse of approximately **570 sq m**, functionally integrated with the wine-growing and winemaking activities.

The lower floor is used as the estate winery and includes areas dedicated to **winemaking, barrel ageing, wine storage and labelling**.

The upper floor includes residential and hospitality spaces requiring renovation, offering significant potential for the development of **wine tourism, accommodation, events and cooking classes**.

Adjacent to the main building is a second warehouse used for storing finished bottled wines and packaging materials.

Additional areas located beside the main building may be renovated and converted into **apartments for agritourism use**.

The electrical system complies with current regulations and is certified.

The property is also supplied with water from a **constantly replenished well**. The water is treated through a **reverse-osmosis system with a 1,000-litre storage capacity**.

The building forms an integral part of the property included in the sale.

5. WINERY AND EQUIPMENT

Winemaking facilities

The estate has its **own winery**, located beneath the farmhouse.

Main equipment

- Stainless-steel tanks
- Destemmer

- Pumps
- Press
- Wooden barrels
- Labelling machine
- Wine storage facilities

Bottling

Bottling is currently carried out using an **external mobile bottling service**.

6. PRODUCTION AND SALES

Annual production

- Current production: approximately **18,000 bottles**
- Production at full capacity: approximately **30,000 bottles**

Sales

Approximately **80% of production is marketed as estate-branded bottled wine**.

The remaining share is managed flexibly and offers further potential for commercial development and value enhancement.

7. BRANDS

Main brand: LUTERAIA

- Fully registered trademark
- Included in the sale

There is also the possibility of developing additional product lines and brands in agreement with the purchaser, including projects connected with the **sensory winemaking method developed by the company**.

8. MARKETS

Italy

- Distributors
- Wine shops
- Restaurants and Ho.Re.Ca.

International markets

- Asia – importer
- United States – **3 importers**
- Denmark
- Belgium
- Germany

Wine tourism

- International clientele
- Wine club currently under development, mainly targeting customers from the **United States and Northern Europe**

9. FINANCIAL PERFORMANCE

Revenue

- **2022:** €94,000
- **2023:** €100,000
- **2024:** €130,000
- **2025:** €210,000 – ongoing / forecast

Profitability

- Business currently at **operating break-even**
- Currently in an investment phase

10. ORGANISATIONAL STRUCTURE

Personnel

- 3 permanent employees + owner
- Agricultural employment contracts renewed annually

External professionals

- Agronomist
- Oenologist
- Seasonal work teams

11. WINE INVENTORY

- Wine stocks are **included in the sale**
- Estimated quantity: approximately **40,000 bottles**
- Vintages: **2012–2025**

12. EMPLOYEES

- 2 seasonal employees for vineyard and winery operations
- 1 employee responsible for sales and wine tourism
- 1 IAP supervisor (*Professional Agricultural Entrepreneur*)

13. TRANSACTION STRUCTURE

The transaction involves the **sale as a single operation of a complete wine-producing estate**, including:

- Operational agricultural business

- Land and vineyards
- Machinery and equipment
- Wine inventory
- Brand
- Functional rural building
- Winery facilities
- Residential spaces

The technical and legal structure for transferring the various components will be defined during negotiations with the purchaser, ensuring that the transaction is managed in a **coordinated and unified manner**.

14. APPENDIX – INDICATIVE VALUATION OF THE TRANSACTION (100%)

The indicative valuation includes:

- DOCG and IGT vineyard land
- Irrigated arable land
- Rural building – winery + residential areas
- Agricultural and winery equipment
- Goodwill / brand / market presence / profitability
- Wine inventory

Indicative overall value: approximately €1,300,000

DETAILED ASSET SUMMARY

1. Estate Area and Land Assets – 11.5 hectares

The estate extends over a total area of approximately **11.5 hectares**, comprising:

1 hectare – Vino Nobile di Montepulciano vineyard

- Planted: **1993**
- Average production: **80 quintals/ha**
- Grape variety: Sangiovese – Prugnolo Gentile
- Planting density: approximately **3,500 vines/ha**

1 hectare – Vino Nobile di Montepulciano historic vineyard

- Planted: **1957**
- Average production: **60 quintals/ha**
- Grape varieties: Sangiovese – Prugnolo Gentile, Canaiolo, Mammolo, Malvasia Bianca
- Planting density: approximately **2,500 vines/ha**

1.3 hectares – Chianti Colli Senesi / IGT Toscana vineyard

- Planted: **2003**
- Average production: **80 quintals/ha**
- Grape varieties: Sangiovese, Merlot, Vermentino
- Planting density: approximately **4,000 vines/ha**

0.5 hectares – IGT Toscana vineyard for white wine

- Planted: **2025**
- Expected production: beginning in approximately **3 years**
- Grape varieties: Vermentino and Grechetto
- Planting density: approximately **4,000 vines/ha**

Agricultural land

Approximately **7.2 hectares of non-vineyard agricultural land**, partly irrigated and potentially suitable for conversion to vineyards.

Water supply

One **constantly replenished well** supplying both the wine-production building and the family residence.

2. PARTIALLY RENOVATED FARMHOUSE WITH GROUND-FLOOR WINERY – 570 SQ M

The building comprises:

- **180 sq m** used for winemaking, ageing, maturation and wine storage
- **180 sq m** on the upper floor, currently classified as unusable/collapsed space, with potential for conversion into apartments
- **30 sq m** adjacent to the winery, used for wine storage
- **160 sq m** of additional external spaces that may be renovated and converted into apartments, warehouses or utility/service areas
- **20 sq m** wooden storage building for winery machinery and equipment

4. AGRICULTURAL MACHINERY

- Grape harvesting trailer with hydraulic piston – **50 quintals**
- Fertiliser trailer – **30 quintals**
- Mole plough – **70 cm**
- Agricultural land leveller
- Spring harrow
- Tine harrow with roller
- Bregagli rotary tiller with new blades
- Lifting arm
- Vineyard pruning rake
- Equipment transport platform
- 7-shank ripper
- Spedo 5-shank ripper – **2017**
- Spedo straddle cultivator – **2017**, equipped with Rollhacke, rotary harrow, rotary disc unit and weeding blade
- Fema two-blade vine trimmer
- 2 tractor-mounted shredders/mulchers
- Vineyard sprayer – **450 litres**
- Tipping grape harvesting loader
- Landini tractor – **60 HP, year 2000**
- Same tractor – **80 HP, year 1980**

- Diesel tank – **1,000 litres**
- Accessories and miscellaneous equipment

5. WINERY EQUIPMENT

- 1 stainless-steel tank – **50 hl**, with temperature-control jacket
- 4 stainless-steel tanks – **34 hl**
- 1 stainless-steel tank – **27 hl**
- 3 stainless-steel tanks – **16 hl**
- 1 stainless-steel **21 hl variable-capacity tank**
- 3 stainless-steel **10 hl variable-capacity tanks**
- 2 stainless-steel **5 hl variable-capacity tanks**
- Semi-automatic tabletop labelling machine
- **300-litre compressor**
- Stainless-steel crusher-destemmer – **200 quintals/hour**
- Peristaltic pump – **100 quintals/hour**, with grape collection hopper
- Liverani pump – **50 hl/hour** for wine transfer
- Wooden pressing vat – **3 quintals**
- Stainless-steel pneumatic bladder press – **10 quintals**
- **1,400 Vinplast bottle racks**, with storage capacity for approximately **50,000 bottles**
- Stainless-steel machine for cleaning wooden barrels
- Wheeled hot/cold high-pressure washer
- 1 regenerated Garbellotto wooden tonneau – **17 hl**
- 8 regenerated Garbellotto wooden tonneaux – **5.5 hl each**
- 6 regenerated Adour wooden tonneaux – **5.0 hl each**
- 2 nearly-new Adour wooden tonneaux – **5.0 hl each**
- Wooden barrel rack for tonneaux
- Reverse-osmosis system with ultraviolet lamps for sterilised winery water
- Furniture, tubs, hoses, accessories, winery products and packaging materials

6. WINE INVENTORY

Bulk wine

- **55 hl** suitable for Vino Nobile di Montepulciano 2025
- **12 hl** suitable for Vino Nobile di Montepulciano Riserva 2024
- **16 hl** suitable for Vino Nobile di Montepulciano 2024

Total bulk wine: 83 hl

Bottled wine

Approximately **40,000 bottles**, comprising various wines including:

- Rosato IGT Toscana
- Rosso da Tavola
- Rosso di Montepulciano DOC
- Vino Nobile di Montepulciano DOCG
- Vino Nobile di Montepulciano Riserva DOCG
- Rosso Toscana IGT

Total: approximately 40,000 bottles

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