



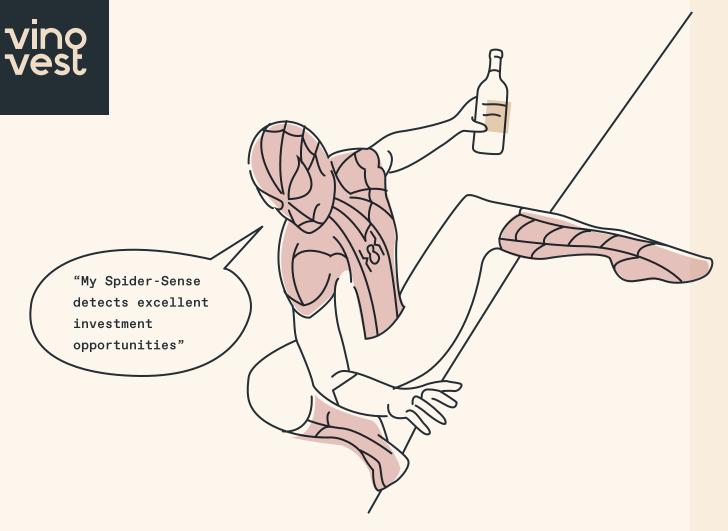
The Tuscany Collection











Super Tuscans are the crown jewel of Tuscany. These rule-breaking blends fought the establishment and won, forever redefining Italian wine. However, Tuscany is far from a one-trick pony. It's home to respected sub-regions like Chianti, Brunello di Montalcino and Vino Nobile di Montepulciano. The range of styles makes Tuscany a beloved destination for budding oenophiles and seasoned wine investors alike.

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A (Brief) History of Tuscany

Winemaking dates back more than three millennia in Tuscany. The Etruscans and Greeks influenced early viticulture in the region, while monasteries served as the primary source of wine during the Middle Ages.

In 1282, the city of Florence created the Arte dei Vinattieri, a guild to regulate wine production and sales. During this period, Tuscan winemakers began experimenting with new techniques, such as governo, to stabilize wine during fermentation. Fast forward to 1963, and Italy has its first official wine classification system.

At the time, the highest rank was denominazione di origine controllata (DOC). Only four types of wine meet its criteria. Officials scrutinize everything from a grape's ripeness to harvest yields. While these regulations preserved tradition and ensured quality, they also stifled creativity.

Many Tuscan winemakers grew frustrated. Behind the scenes, they began blending unsanctioned wines. The seminal Super Tuscan came from Tenuta San Guido in Bolgheri. While the estate had used non-indigenous grape varieties since 1944, it didn't release its first commercial vintage until 1971. With the debut of Sassicaia, the Super Tuscan was born.

Which Tuscans Are Super Tuscans?

Super Tuscans are red wines produced outside of DOC and DOCG regulations. They include a blend of non-traditional grapes like cabernet sauvignon, cabernet franc, and merlot. Some iconic examples include:

- Tenuta San Guido Sassicaia
- Tua Rita Redigaffi
- Antinori Solaia
- Le Macchiole Messorio
- Tenuta dell'Ornellaia Ornellaia
- Fontodi Flaccianello della Pieve
- Castello di Ama L'Apparita
- Antinori Guado al Tasso
- Tenuta dell'Ornellaia Masseto

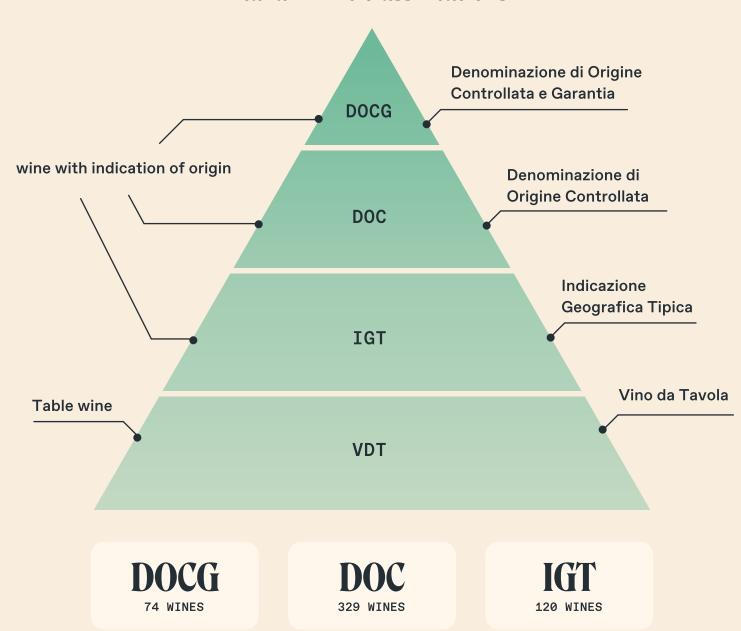




Later in 1971, Piero Antinori released Tignanello, a Chiantistyle blend that also broke DOC rules. By the 1980s, the Super Tuscan movement caught hold in other regions, like Piedmont and Veneto. Eventually, authorities relented. In 1992, Italy created the less restrictive Indicazione Geografica Protetta (IGT) designation for Super Tuscans.

Today, Tuscany is home to some of the most ambitious and coveted wines in Italy. The region has 11 denominazione di origine controllata e garantita (DOCGs), including Brunello di Montalcino, Chianti, and Vino Nobile di Montepulciano. In 2018, Italy became the largest wine producer in the world, positioning it as the 1B to France's 1A.

Italian Wine Classifications





Terroir of Tuscany

Tuscany is more than Super Tuscans. The flagship grape is sangiovese, which makes up 63% of the region's total vineyard area. Winemakers in Brunello di Montalcino and Rosso di Montalcino famously use sangiovese for varietals. Meanwhile, producers in Chianti and Vino Nobile di Montepulciano use it for blends. More than 80% of Tuscan wines feature red grapes with the most common ones including:



- Cabernet franc
- Cabernet sauvignon
- Chianti
- Merlot
- Sangiovese
- Syrah
- Vernaccia

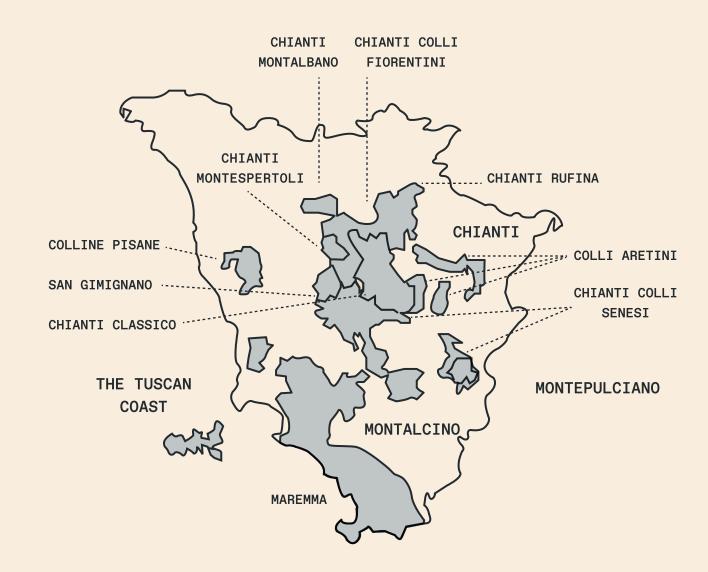


The Tuscany's proclivity for red wine is no accident. According to Master of Wine Jancis Robinson, "the relentlessly undulating landscape, relatively high altitudes, and its temperate climate make it ideal for producing red wines with the same sort of digestible weight (about 12.5–13.5% alcohol) and ageing potential as red Bordeaux."



Tuscany has four primary winemaking areas: Chianti,
Montalcino, Montepulciano, and the coast. The region features
rolling hills with vineyards rising 1,800 feet above the
Tyrrhenian Sea. Meanwhile, the primarily Mediterranean
climate provides warm, dry summers, modest rain, and strong
diurnal temperatures. Thanks to diverse soils, Italy is home to
more grape varieties than any other country. (More on this in a
moment.)

Chianti is one of the most recognizable wines, in part, to one iconic Hannibal Lecter line. The sangiovese-dominant blend had long had a reputation as a low-quality cheap wine until the Super Tuscan movement. While it has a different structure than its French counterparts, Chianti is gaining the reputation as the "Bordeaux of Italy."



Let's take a moment to appreciate how really, really, ridiculously good-looking Tuscany is. With its bucolic landscapes and winding cypress-lined roads, it's hard not to stop and stare.





Why We're Investing

Tuscany does it all. The region features James Suckling's Winery of the Decade (Masseto.) It has more 100-point wines from Wine Advocate than all but three countries. And it supports an astounding 2,000+ grape varieties.

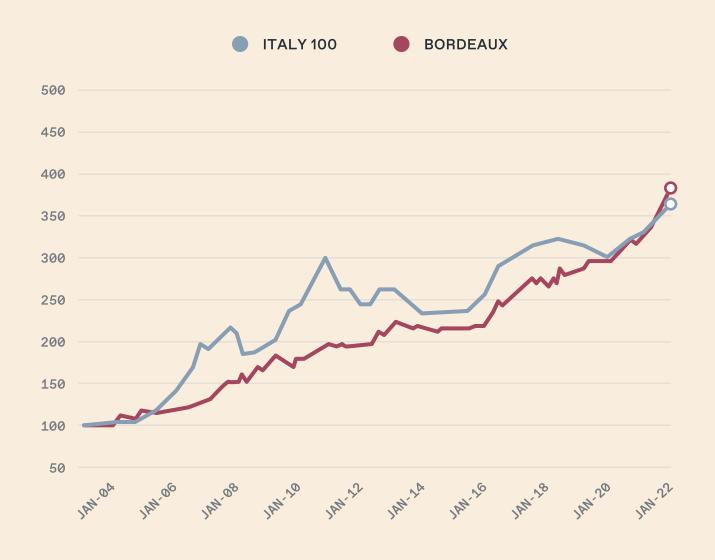
That's not all. We have four more reasons why Tuscany belongs in your wine portfolio.

Excellent Returns

If a region doesn't have high-appreciating wines, we won't consider it for the Vinovest Marketplace. Fortunately, that's a non-issue for Tuscany. The region, which accounts for 75% of the estates on the Liv-ex Italy 100, has returned 284.4% on investment since 2004.

Italy's long-term price appreciation has been defined by low volatility and consistent returns. The country continues to garner diverse and active investors from the United States, United Kingdom, Europe, and Asia. In the last two years alone, the Italy 100 has seen its value rise by 28.9%.

There has been a corresponding growth in the number of unique wines traded. Demand for top-tier Italian wines grew a staggering 2,566% from 2010 to 2021. Today, investors can find more than 1,700 investment-grade Italian wines on the secondary market.



The Italy 100 has held its own against other wine regions, even edging out the Bordeaux 500 since 2004.



Attractive Entry Prices

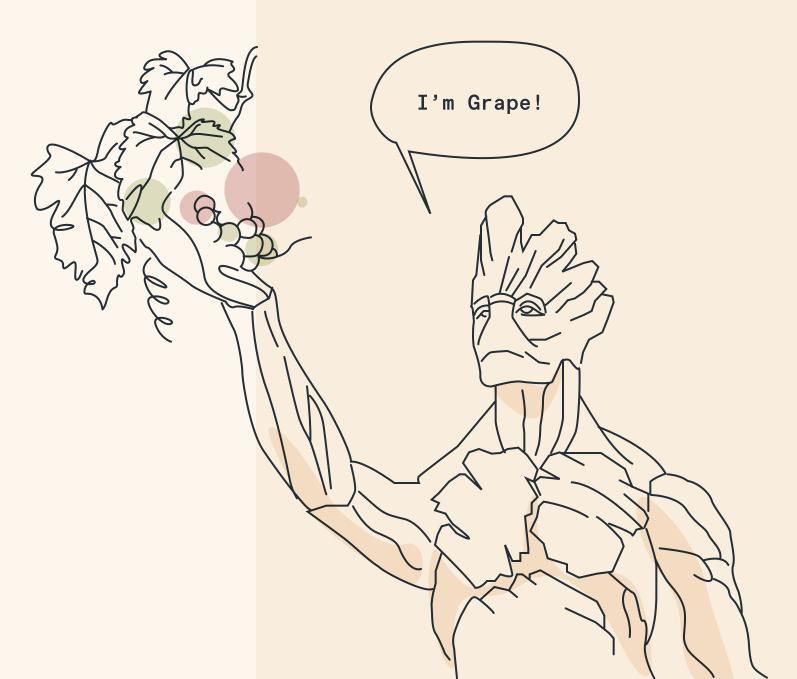
For our Burgundy collection, we analyzed the price of regions' top wines. Unsurprisingly, Burgundy topped the list. Its ten most popular wines retailed for an average of \$21,757 per bottle. What was a surprise was where Italy finished – ninth behind the Rhône (\$1,893) and Spain (\$1,190).

At \$902 per bottle, investment-grade Italian wines offer the coveted blend of quality and affordability. Investors can stock up on marquee names without concentrating their money in one or two estates. That way, it's easier to diversify, not only by region but also by producer.

Unparalleled Variety

No country has more grape varieties than Italy. The idyllic terroir supports more than 2,000 different grapes, including 350 official varietals. But as any wine lover will tell you, it's not about the size. It's how you use them.

Again, this is where Italy sets itself apart. Tuscany serves as an outpost for native grapes like sangiovese and trebbiano Toscano, as well as international ones like cabernet sauvignon, merlot, and syrah. By bridging these two worlds, Tuscany becomes an attractive gateway to wine investors familiar with some of these grapes.





Growing Trade Share

Under the Trump administration, the United States imposed a 25% trade tariff on still wines from France, Germany, Spain, and the United Kingdom. As a result, American wine aficionados began searching for top wines from tariff-free regions. The two winners: Italy and Champagne.

Both regions saw their trade share increase in 2019. According to the Liv-ex Fine Wine Market Report, Italy's trade share jumped from 18% to 25%, and Champagne climbed from 10% to 14%. Meanwhile, Bordeaux, which held 48% of the US secondary trade share by value, saw its portion dwindle to 33%.

Even after the tariff was lifted in March 2021, those numbers haven't shifted dramatically. Last month, Champagne and Tuscany ranked third and fourth in regional trade share by value. With its diverse wines styles and approachable entry prices, Tuscany has all its momentum in the right direction.

Top Traded Italian Wines by Value in 2021

RANK	WINE	REGION	
1	2018 Tua Rita Redigaffi	Tuscany	
2	2018 Sassicaia	Tuscany	
3	2014 Giacomo Conterno Barolo Monfortino Riserva	Piedmont	
4	2017 Sassicaia	Tuscany	
5	2016 Giacomo Conterno Barolo Francia	Piedmont	
6	2016 Bartolo Mascarello Barolo	Piedmont	
7	2016 Sassicaia	Tuscany	
8	2016 G.B. Burlotto Barolo Monvigliero	Piedmont	
9	2017 Masseto	Tuscany	
10	2015 Masseto	Tuscany	
Source: Liv-ex			



Behind the Scenes with Olivier

Three wines in this collection would not be possible without Olivier Bouchard, our winery relations manager. Here's a glimpse behind the scenes at how the deals went down.











At Vinovest, our approach is to get as close to the source as possible. When we secure wine directly from wineries, everybody wins. We ensure that the wine is stored in optimal conditions and limit the travel a wine must endure before arriving at our customer's cellar.

A few weeks ago, I went to Tuscany. The idea was simple: meet face-to-face with producers, get to know them personally, and explain why we want to work with them.

During my trip, I was fortunate to secure allocations from Tua Rita, Casanova di Neri, and Castello di Ama. (I'm also in discussions with several other highly sought-after wineries.) These relationships will only grow with time, with these allocations serving as an initial bridge between our investors and wineries.

This is the beginning of a great journey!



Olivier Bouchard
Winery relations manager







Vision and passion collide in Tenuta Nuova. The wine, whose name translates to "new property," comes from vineyards without previously planted sangiovese. It was only after Casanova di Neri examined local microclimates that it decided to cultivate the parcels. Blessed with optimal exposure and idyllic terroir, the 100% sangiovese has nothing but tailwinds en route to vinification.

The resulting red is generous and expressive. The multi-faceted bouquet spills over with black cherries, blackberries, wildflowers, violets, tobacco, licorice, and cinnamon. Even with the complexity, 2017 Tenuta Nuova remains focused, quickly revealing its intensity on the palate. As Wine critic Monica Larner put it, "This is one of my all-time favorite Brunellos... (This wine) ticks all those boxes."

THE FINAL SIP:

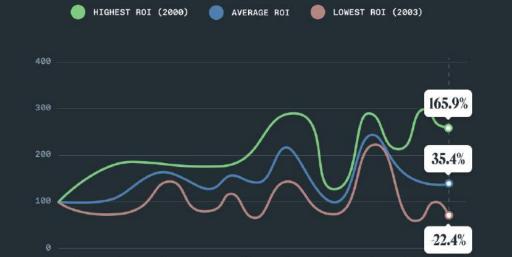
While investors can safely age 2017 Tenuta Nuova for two decades, this pioneering wine retains a truly timeless element.



2019 Tua Rita Redigaffi Toscana IGT

VINTAGE QUAI	LITY	A
ANNUAL RETURN		3.54%
ANNUAL PRODUCTION:		3,400 CASES
AGING WINDOW		2023 - 2045
BARITY		***
CRITICAL ACCI	_AIM	
98 James Suckling	98 Falstaff	97 Wine Advocate

The annual return is the average ROI of ten vintage over their first ten years. (Source: Liv-ex)



Source: Liv-ex

10-year return

Tuscan merlot doesn't get better than this. Ever since Robert Parker declared the 1999 vintage "as close to perfection as a wine can get," Tua Rita Redigaffi has amassed a loyal following. Today, the 100% merlot has two 100-point ratings to its name and enjoys cult status among wine critics and connoisseurs. As Wine.com described Redigaffi, "(It's) a true masterpiece."

The 2019 Tua Rita Redigaffi showcases juicy fruit and vivid freshness. Black cherries, blueberry jam, and ripe plums form the core amid a halo of cocoa, licorice, baking spice, granite, and incense. On the palate, Redigaffi is full-bodied and luxurious, without a hard edge to be found. For those who question Redigaffi's preeminence, the 2019 vintage will put any doubts to rest.

THE FINAL SIP:

Anyone searching for the best Tuscan merlot must start with Tua Rita Redigaffi.

Posso di Sotto Fordemento 2017 Grefannino dell'Abote Invideno hatta SUNELLO DI MONTALCIN Di montre Corpor Commonata di la Preggio di Sotta To ni C. Predato in Rala 150 ni C. P

2017 Fattoria Poggio di Sotto Brunello di Montalcino DOCG

VINTAGE QUA	LITY	**
ANNUAL RETURN		15.43%
ANNUAL PRODUCTION:		3,300 CASES
AGING WINDOW		2024 - 2045
RARITY		***
CRITICAL ACC	LAIM	
97 Falstaff	96 Vinous	94 James Suckling

The annual return is the average ROI of ten vintage over their first ten years. (Source: Liv-ex)



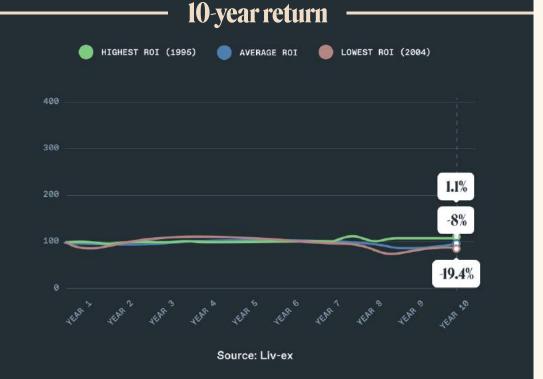
The 2017 Fattoria Poggio di Sotto Brunello di Montalcino comes from the Tuscan countryside, but it draws countless comparisons to Burgundy. The 100% sangiovese displays grace and restraint over power and muscularity. The nose unveils delicate floral aromas, and while the body glides effortlessly over the palate, this Brunello does not lack depth.

The 2017 vintage benefits from top-tier terroir and 60-year-old vines. Thanks to well-draining clay and limestone soil, the certified-organic sangiovese developed an intense brightness and complexity. That translates to a silky body and plush tannins that should integrate with time. In her review, wine critic Monica Larner wrote, "2017 Brunello di Montalcino is an impossibly graceful wine from a challenging vintage. This bottle defies the odds."

THE FINAL SIP:

Even though Montalcino and Burgundy are 600 miles apart, this highly collectible Brunello has earned comparisons to reds from the great French region.





The 2018 Castello di Ama Vigneto Bellavista is a study of contrasts. Composed of 80% sangiovese and 20% malvasia nera, the red blend toes the line between power and refinement. Muscular tannins and bracing acids form a sturdy structure around layers of ripe black fruits, wildflowers, leather, coffee, mint, anise, and gravel.

This dynamic wine would not be possible without virtuosic winemaking and renowned terroir. However, we'd be remiss to overlook the hospitable weather in 2018. Strong diurnal temperatures in autumn contributed to a multi-dimensional aromatic profile that captures the fruit's freshness. The sangiovese and malvasia nera also reached optimal levels of acidity, structure, and sugar, making 2018 Bellavista the complete package.

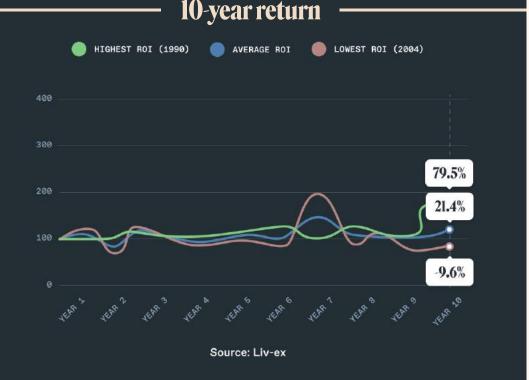
THE FINAL SIP:

Like a football player with a ballet background, 2018 Bellavista seamlessly blends brawny power with grace and elegance.



2018 Castello di Ama Vigneto La Casuccia





Everything about Castello di Ama Vigneto La Casuccia is methodical and precise. Starting in 1978, the estate cultivated select parcels for their extraordinary microclimates and soils. In 1985, it produced the first vintage of La Casuccia. It combined the three best parcels of sangiovese and merlot to create the finest wine possible. Today, Castello di Ama only releases La Casuccia if the harvest meets its rigorous standards.

For those about to try 2018 La Casuccia, seatbelts are recommended. The red blend delivers intensity upon impact. The expansive nose envelops the senses with ripe red fruits, violets, rose petals, baking spice, and crushed rocks, while polished tannins frame the creamy body. Soft curves lead into a tannic finish that hints at La Casuccia's promising aging potential.

THE FINAL SIP:

Brace for impact. The 2018 La Casuccia represents Castello di Ama at its most explosive and intense.



10.58%

4,000 CASES

2024 - 2045

* * *



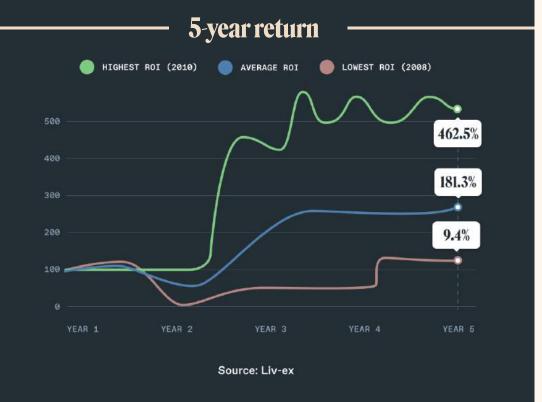
Those looking for a slice of Bordeaux in Tuscany need not look further than Ornellaia. The brainchild of Marchese Lodovico Antinori, the 2018 vintage features 51% merlot, 40% cabernet sauvignon, 7% cabernet franc, and 2% petit verdot. Even with the various Bordeaux grapes and stays in oak and barriques, the final blend sings with one voice. It's a seamless, soaring wine with "a true sense of wholeness and consistency," according to wine critic Monica Larner.

This vintage is unique for two reasons. First, it's reliance on merlot. For the first time ever, the red grape accounts for 50% of the blend. General manager Axel Heinz praised the vintage's merlot for its exceptional "aromatic depth and complexity that does not come as easily (as power and concentration)." Second, the estate collaborated with Belgian artist Jan Fabre to produce a limited edition label for one bottle per case. Translation: 2018 Ornellaia delivers both style and substance.

THE FINAL SIP:

The 2018 version of this Bordeaux-style red blend is off to a superb start and should only add weight with age.





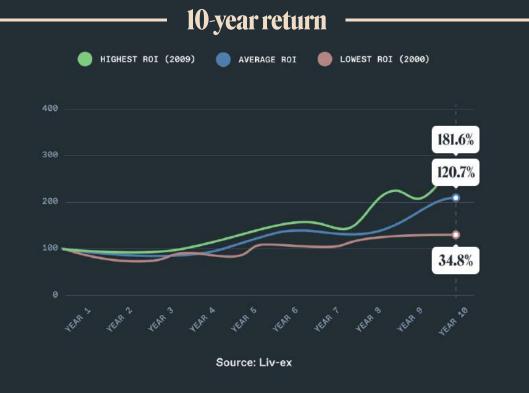
Tradition runs deep at II Marroneto. Its original wine cellars date back to 1246, with ancient vines planted across sprawling vineyards that lead to Montalcino. A self-described traditionalist, Giuseppe Mori forsakes herbicides and artificial chemicals in order to capture the purest expression of terroir. The result: a sangiovese that has earned four perfect scores since 2010.

The 2017 II Marroneto Madonna delle Grazie has the estate's signature touch. It exudes finesse, structure, and shapeliness, with an endlessly silky texture. On the nose, it evokes red cherries, rose petals, licorice, baking spice, and earthiness. Framed in highly refined tannins, II Marroneto Madonna delle Grazie is destined for an extensive cellar slumber. In the words of wine critic Monica Larner, "This is one of the icon wines of the appellation."

THE FINAL SIP:

Meticulously crafted. Elegantly defined. Undeniably ageworthy. Wine investors shouldn't hesitate to grab one of the 400 cases of 2017 II Marroneto Madonna delle Grazie.





Sassicaia is the original Super Tuscan, debuting in 1968. Its seminal release was far from spontaneous, though. Tenuta San Guido had refined the red blend for more than four decades in pursuit of the ultimate thoroughbred wine. So, what did critics originally think? Meh. Since light, local wines were customary, the complexity of Sassicaia was beyond comprehension.

Time has been much kinder to Sassicaia. Today, it's considered one of the essential Tuscan wines with its exceptional balance, nuanced personality, and entrancing aromas. The 2019 vintage offers a classical interpretation with notes of red berries, tobacco, dried herbs, cedar, olive, and earthiness. Multiple wine critics have awarded it a 100-point rating, with James Suckling comparing it to the legendary vintages of 1982 and 1988. With its 0.75 price-to-score correlation, Sassicaia should be on any investor's shortlist.

THE FINAL SIP:

The original Super Tuscans sparked a revolution and inspired generations of winemakers and consumers.





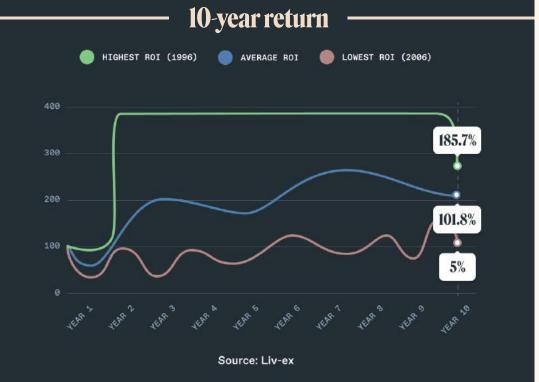
"Generally speaking, I have reservations concerning the 2018 vintage that saw intermittent periods of hot and cold with some rain thrown in at the end of the growing cycle. The 2018 Flaccianello della Pieve blasted straight through any lingering doubt and is the result of a deft winemaking hand." Those are the words of wine critic Monica Larner. Considering the austerity, depth, and energy of this sangiovese, it's hard to argue.

The 2018 Flaccianello della Pieve is one of the most opulent vintages in its 40-year history. It swirls with enticing aromas of ripe red cherries, blackberries, lavender, violets, coffee, graphite, cedar, and spice. Savory tones help balance the serious darkness, while pinpricks of acidity deliver a wave of refreshment. In his review, wine critic Antonio Galloni wrote simply, "I absolutely loved it."

THE FINAL SIP:

Even with an up-and-down vintage, 2018 Flaccianello della Pieve rose to the challenge and then some.





The Gaja family purchased the Pieve Santa Restituta estate in 1994. Sharecroppers had previously worked the land but found the nutrient-poor soil inhospitable to most crops. However, the rugged terrain proved the perfect site for Brunello, with the rocky clay-calcareous earth giving way to one of the estate's most extroverted wines.

The 2016 Gaja Pieve Santa Restituta Rennina is teeming with energy. The lively aromatics lead into a supernova of black cherries, blackberries, dark chocolate, walnuts, wildflowers, mint, anise, ginger, and tar. Sporting a body rounder than a beachball, Rennina parlays the expansive mouthfeel with plush tannins and an exceedingly long finish. Wine critic Michaela Morris distilled 2017 Rennina nicely, saying, "Quite a fully charged, boisterous Rennina, this will need some time to tame."

THE FINAL SIP:

Dark, intense, and beautiful in youth, the best is yet to come for 2016 Gaja Pieve Santa Restituta Rennina.



2016 Marchesi Antinori Solaia Toscana IGT



The annual return is the average ROI of ten vintages over their first ten years. (Source: Liv-ex)

10-year return



"Speechless here. I thought the 2015 was already perfect but this is perfect, too." These are the opening lines from James Suckling's review of 2016 Solaia. Even though the 2016 vintage offers a completely different interpretation of the terroir than its predecessor, the result is no less stunning. It still packs the complexity and concentration that make Solaia a living legend.

Don't just take the critics' word for it. Antinori head enologist Renzo Cotarella called 2016 Solaia the estate's best ever. The vintage leads with remarkable purity and elegance and a cornucopia of ripe blackberries, red cherries, plum jam, tobacco, iron, cedar, and peat. The rich body displays balance and focus with a firm core that promises to unwind with time. Add a firework-esque finish, and 2016 Solaia culminates on the highest of high notes.

THE FINAL SIP:

When it comes to the greatest vintages of Solaia, the 2016 and 2015 incarnations stand head and shoulders above the pack.

GUADOAL TASSO SOCIENTS SUCCESSIONS SOLICITIES SULPRISORI

2017 Marchesi Antinori Tenuta Guado al Tasso Bolgheri Superiore



10



The warm vintage brought out the best in 2017 Marchesi Antinori Tenuta Guado al Tasso Bolgheri Superiore. Its Bordeaux-style grapes reached optimal ripeness under the Tuscan sun, yielding concentrated fruit flavors and saturated coloration. Composed of 65% cabernet sauvignon, 20% cabernet franc, and 15% merlot, the red blend offers outstanding harmony even in youth.

On the palate, 2017 Guado al Tasso is soft, supple, and sensuous. It delivers streamlined red fruits, mint, anise, espresso, dark chocolate, and freshly cracked black pepper. Touches of minerality percolate in the body, a byproduct of the estate's alluvial soils that feature a unique combination of clay, sand, and limestone. While the harmonious integration makes Guado al Tasso enjoyable now, its best years are yet to come.

THE FINAL SIP:

A warm and sunny growing season in 2017 has transformed Guado al Tasso into its most opulent self.



Want to Make Your Portfolio "Super"?

Leave your cape at home and check out our Tuscany collection

Tuesday, April 19

1 PM EST / 10 AM PST

VIEW TUSCANY COLLECTION



