

Press Release

Milan & Riedikon, 2nd March 2020

Italian Wine Brands and Raphael Dal Bo join forces to strengthen their sparkling and organic wine business

Italian Wine Brands S.p.A. (“IWB”, AIM Italia: IWB) and Raphael Dal Bo AG (“Raphael Dal Bo”) announce today that IWB’s subsidiary Provinco Italia S.p.A. has closed the acquisition of 100% of the shares in Raphael Dal Bo AG, a Swiss-Italian pioneer in the production of organic sparkling wines.

IWB has acquired the aforementioned stake from founder & CEO Mr. Raphael Dal Bo as well as from partner & cellar master Mr. Giuseppe Geronazzo. In order to ensure continuity with the company and its key values, Mr. Raphael Dal Bo will remain CEO and maintain responsibility for day-to-day operations. As part of the transaction, he becomes a significant shareholder of IWB and joins the board of directors of IWB’s subsidiary Provinco Italia S.p.A.

Raphael Dal Bo has a unique brand recognition, is considered one of the most successful producers of organic Italian sparkling wines and caters to the fast-growing affordable premium segment. With a broad portfolio of international clients, the company counts some of the most well known European retailers as well as numerous specialised wine & beverage stores all over the world to its customers.

With multiple product lines each targeting different customer groups, Raphael Dal Bo produces various organic and non-organic Italian sparkling wines that are ranked among the world’s best, proven by the numerous awards and medals won at prestigious international wine competitions. Various products are ready to be launched in the near future, offering promising new avenues for further growth.

IWB is the first Italian wine company to be listed on the Milan Stock Exchange (ISIN IT0005075764) and one of the biggest Italian wine producers with a broad portfolio of premium brands, such as Giordano, Ronco di Sassi, Grande Alberone and Oroperla. IWB covers the off-trade and the on-trade market, counting some of the biggest retailers worldwide to its client base. IWB serves also the distance-selling segment, amongst others running one of the biggest online wine shops in Italy. For seven consecutive years, the Berliner Wein Trophy has awarded IWB as Best Italian Producer.

Commenting on the acquisition, Mr. Alessandro Mutinelli, chairman of the board of directors & CEO of IWB, said: *“IWB consequently continues to expand its areas of business. With the acquisition of Raphael Dal Bo, we strengthen our portfolio of sparkling wines, especially in the area of organic products, and expand our know-how in the production of organic wines. In line with our group’s strategy, this acquisition represents a great opportunity for us to leverage our well-established network as well as sales channels and help Raphael Dal Bo distributing its high-quality products throughout the world.”*

Mr. Raphael Dal Bo adds *“In IWB, we have found the perfect partner to enter the next stage of our company’s successful journey but at the same time maintaining our identity and tradition. We are confident that IWB will help us efficiently developing further our business on an international level, where we have already convinced various leading retailers and specialist distributors with our high-quality products. We are very much looking forward to working with IWB and bringing in our expert knowledge in the production of organic wines.”*



Press Release

Press contact:

Italian Wine Brands Spa (or Provinco Italia Spa)

Alessandro Mutinelli, chairman of the board of directors & CEO of IWB

Viale Abruzzi 94
I-20131 Milano
investors@italianwinebrands.it
+39 02 30516516

Raphael Dal Bo AG

Mr. Raphael Dal Bo, CEO

Riedikerstrasse 89b
CH-8616 Riedikon
welcome@raphaeldalbo.com
+41 43 344 85 80