

TENUTA SANTA MARIA

17 35

DI GAETANO BERTANI



GIOVANNI & GUGLIELMO BERTANI





TENUTA SANTA MARIA
1735
DI GAETANO BERTANI



GAETANO BERTANI WITH HIS SONS, GIOVANNI AND GUGLIELMO



CONSERVE THE HERITAGE - INNOVATE TO ENHANCE ELEGANCE AND TERROIR EXPRESSION

Heritage & properties

Three properties in three historic valleys
Longest heritage in Verona dating 1589
First exporters of wines from Verona 1800s
Founders of first producers association
Gaetano one of the father of first premium Amarone in 1958

Timeless heritage style and elegance

First dry wines producers of Verona
Acidity driven, varietal expression, minerali and balance
Unique approach to appassimento retaining freshness and fruit
True expression of indigenous varietals
Working only on single vineyards terroir expression

Artisanal producers

We control all the process from vineyard to bottle
All single vineyards and limited releases
100% grapes from our properties
Federation Italian of Independent Vintners members (FIVI)

Expressing the true terroir of Verona

Heritage winemaking techniques (See wines)
Our own signature clones
Research Re-introduction of rare indigenous varietals
Our own signature yeasts selected. Research project to improve them.

Sustainability

EU Certified practices with SQNPI
Ultra detailed work on soils & vineyard management
Top agronomic team
(Shared with Tenuta Masseto & Top Italian wineries)

Hospitality & Cultural events

Most visited winery in Valpolicella region
Hosting cultural events
Destination for Corporate Events
Location for TV commercials and productions



TENUTA SANTA MARIA WORK

GENERAL VALPOLICELLA TREND

Our Farming

Low-intervention, EU SQNPI-certified, sustainable, FIVI member, estate-grown wines. Situated in historic cru vineyards, showcasing distinct terroirs. Prioritizing High density low yields for quality, with complex, elegant maturation. Vineyard-to-wine projects, focusing on single vineyards and terroir. Early harvests to preserve freshness and elegance in every bottle.

Their Farming

Not sustainable certified - High intervention - Mostly bought wines and grapes Sourced from different valleys and flat areas planted in the 80s - Generic Focus on high yield low cost vineyards. Heavy use of irrigation Grapes sourced from different suppliers and valleys Late harvest for over-maturation, intensity & sugars

Our Grapes varietals and clones

On the Docs and Docs only indigenous varietals
Low yeald clones & varietals (Replacing Corvinone with rare varietals)
Signature corvina delicate clone. (Raspberry and Strawberry vs heavy cherry)
Pure Garganega on Soave
Research on rare indigenous varietals to improve our blends

Their Grapes varietals and clones

On the Docs and Docs International grapes are blended
15% Merlot Cab on Amarone and Valpolicella
30% Chardonnay or others in Soave
High yield clones and grapes varietals (Mostly Corvinone)
Abandoning more unique varietals

Our Winemaking

Individual vinification for each vineyard and grape variety.
Only winery advancing and improving the Arelle natural drying process (EU-funded).
Extended and above average wood aging wines like Valpolicella and Amarone.
Use of grape-specific indigenous Yeasts, with ongoing research.

Their Winemaking

Wine and bought or blended in big tanks cost saving
Machine drying in plastic baskets. Humidity and temperature control.
Almost no wood aging. Use of wood chips in entry level.
Commercial and generic yeasts for easier vinification (Zifandel, Cab etc)

Our wine Style

Wines authentically reflect local terroir and grape varieties.
Early harvests and minimal intervention ensure balance and freshness.
Amarone blends dried grape complexity with vibrant fruit and freshness.
Extended barrel aging for reds, with meticulous wood selection and toasting.
Each wine crafted as a unique cru, expressing its distinct identity.

Their wine Style

Wines are more generic often not expressing terroirs and indigenous grapes
Late harvest or/and long drying bring heavier and extracted style
Amarone evolved aromas of dried grape. Lacks balance, fruit and acidity
Almost no barrel aging even on Amarone or use of old cheaper barrels.
Focus on low end IGTs for low production costs



ONGOING RESEARCH AND DEVELOPMENT

Further signature clones selection

Enhance signature clone selection of current varieties
Guillaume Burgundy (Same vines supplier of Romane Conti)
www.pepinieres-guillaume.com

Application of modern high temperature terracotta amphorae

Low oxidation terracotta amphorae first developed in 2013
Applied to both whites and Amarone for enhanced expression
Collaboration with TAVA (Supplier of top Bordeaux chateaus)
www.tava.it/it

Development of new indigenous blend

Ongoing research to improve current blends
Sourcing from 19 varieties current listed
<https://www.tenutasantamaria.wine/the-native-veronese-varieties/>

Single Vineyard Yeasts

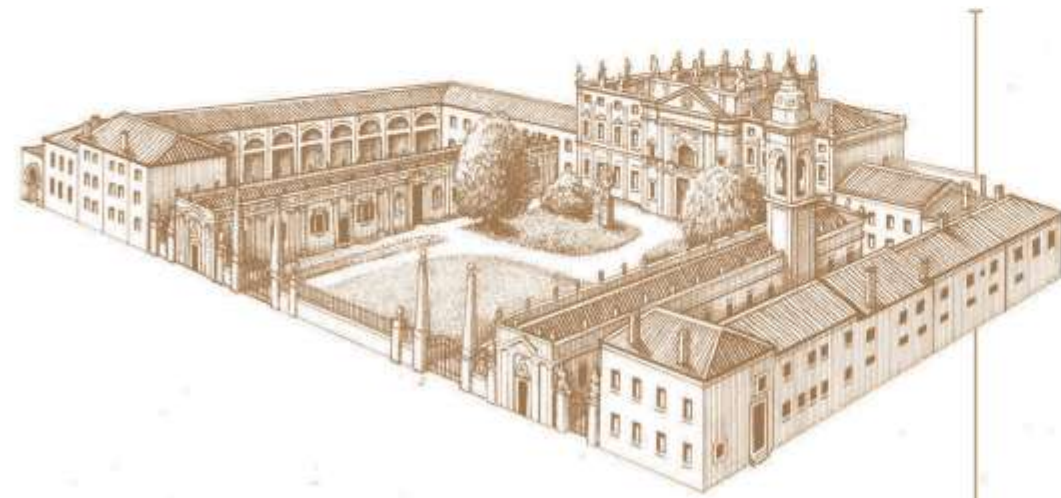
Yeasts selected during harvest from different varieties and parcels
Lab selected and micro vinification tested
True expression of local terroir

Reintroduction of almost extinct rare varieties

Experimental vineyard
Collaboration with G.R.A.S.P.O. and overseen by Veneto Region
Reintroduction of varieties today not officially listed in regulation

Construction of the monumental cellars and walled vineyards in Arbizzano di Negrar, Valpolicella

1735



Giovanni Bertani, ancestor of Gaetano, is a parliamentarian of the Kingdom of Italy

1874



High-density Corvina is planted using the Guyot method at the Arbizzano di Negrar Valpolicella estate

1883



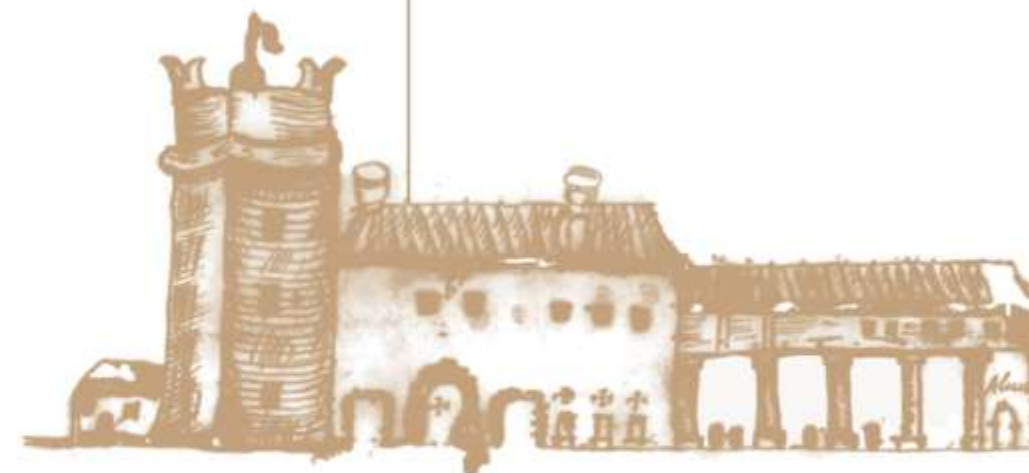
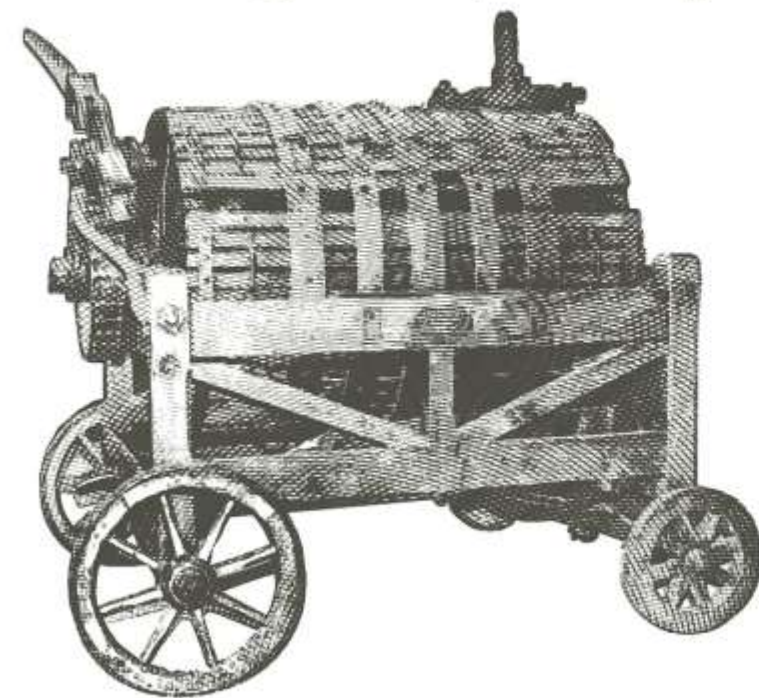
Gaetano Bertani's Decima Aurea and Torre Pieve Cru project is born

1990



1567

First record of the family's winemaking activity in Valpolicella



1850

The estate in Pieve di Colognola in the Soave Doc region, becomes part of the family holdings



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VALPOLICELLA
CLASSICA

Negrar di
Valpolicella

TENUTA SANTA MARIA
NEGRAR VERONA
DI GAETANO BERTANI

Grezzana

VALPOLICELLA
VALPANTENA

VALPANTENA VINEYARDS NEW

New high altitude project (1200 ft). Vineyards
only

Soil: Limestone Rock

Climate: cooler temperatures

NEGRAR DI VALPOLICELLA CHATEAUX 1735

Chateau winery and vineyards
for Amarone and Valpolicella

Soil: Limestone and clay

Climate: Garda Lake and Dolomites
mountains influence

EASTERN
VALPOLICELLA

COGNOLA AI COLLI WINERY 1300s

Soave, Chardonnay, Merlot, Syrah
Vineyards and winery

Soil: Limestone and alluvial

Climate: mostly mountains influenced

Cognola
ai Colli

LAKE
GARDA



MILAN

VERONA

VENICE



TENUTA SANTA MARIA AS A MEMBER OF FIVI - FEDERATION ITALIAN OF INDEPENDENT VINTNERS



What is FIVI?

FIVI is a non-profit organization, founded in 2008, that promotes and protects Italian independent winemakers, representing them in institutional settings. It represents around 1,700 winegrowers from all Italian regions and adheres to CEVI (Confédération Européenne des Vignerons Indépendants).

It is a collective of artisanal winemakers committed to authenticity, sustainability, and a deep-rooted connection to the land. Committed daily to a process that follows the entire production chain, FIVI members work continuously to preserve, protect, and promote their local territory.

FIVI requirements

The Independent Vintner carries out by itself the entire wine production cycle, therefore:

- cultivate their own vineyards;
- vinifies their own grapes;
- bottles their own wine;
- personally oversees sales taking full responsibility and using their own name and label.

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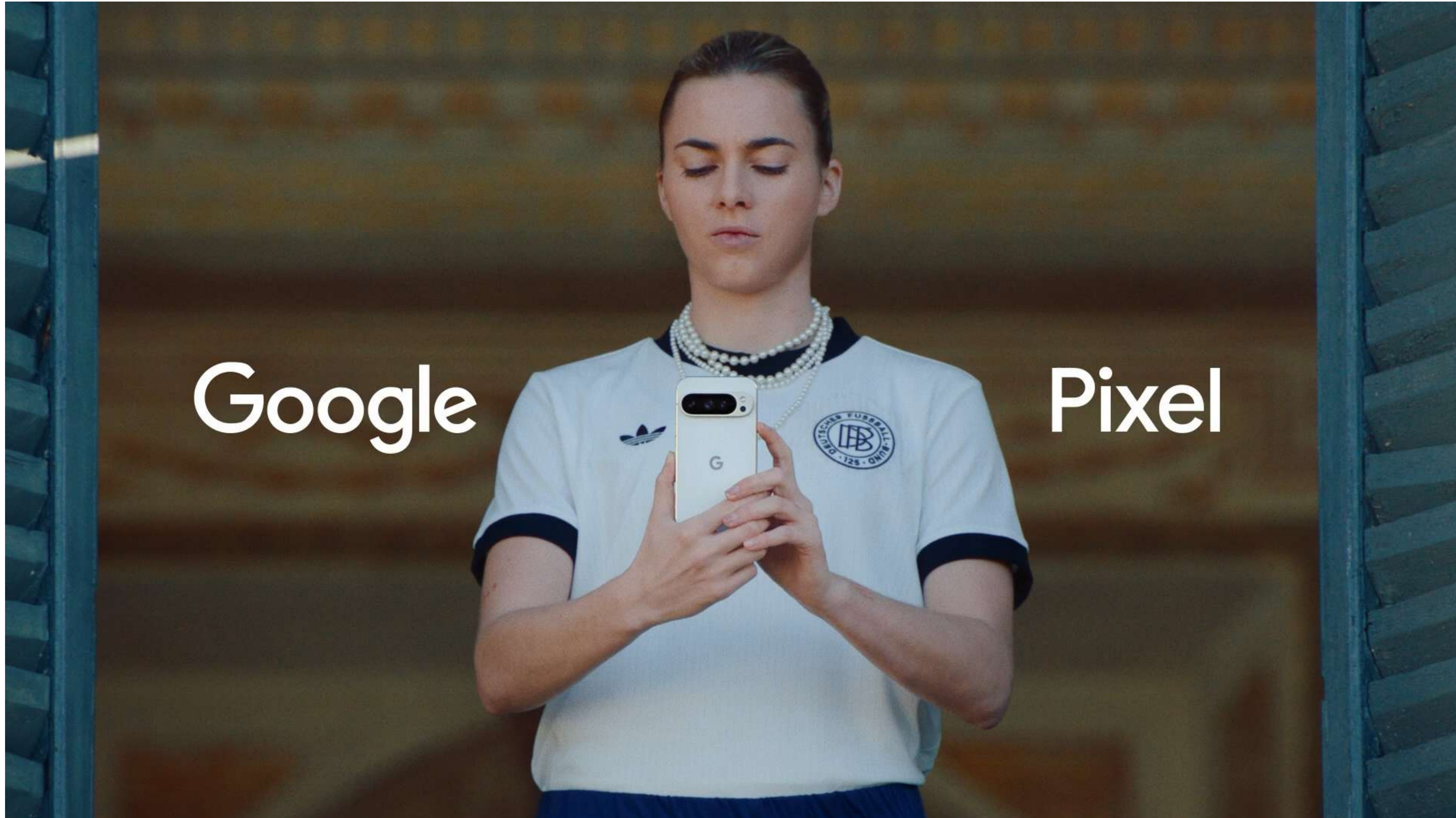


Welcoming up to 5,000 guests with renowned philosophers, historians, journalists, and musicians.
Partnering with leading museums, cultural institutions, and festivals for exceptional experiences.

HOSTING CULTURAL EVENTS

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Google



Pixel



FIRST RIPASSO AWARD EVER
VIENNA UNIVERSAL EXHIBITION 1873



VENICE 1878

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Notable hosted corporate clients



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LIMESTONE SOIL IN VALPOLICELLA CLASSICA

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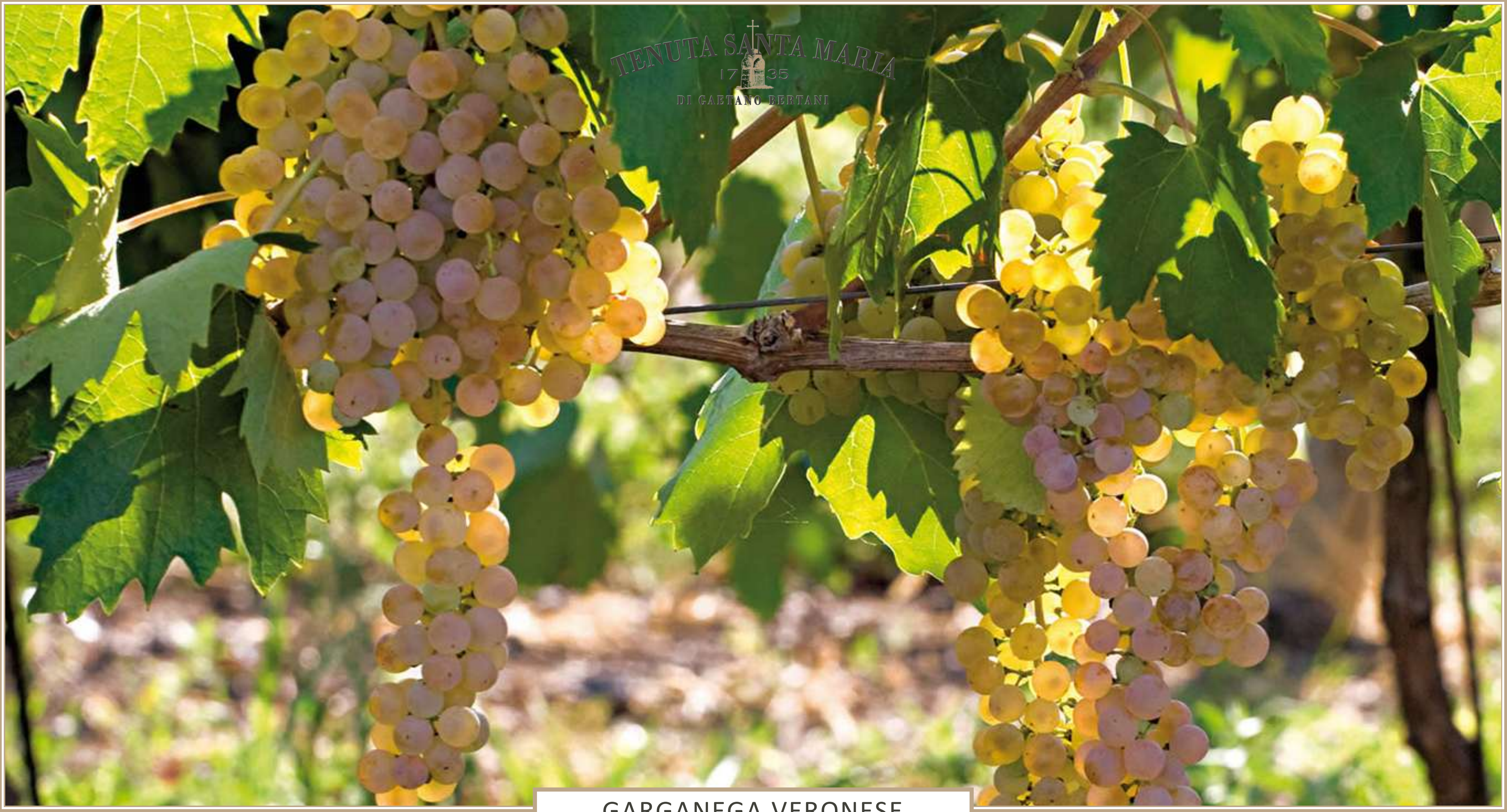
THE COLOGNOLA AI COLLI ESTATE



THE ARBIZZANO DI NEGRAR ESTATE IN VALPOLICELLA CLASSICA



LEPIGA SOAVE DOC 2023



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GARGANEGA VERONESE

LEPIGA SOAVE DOC 2024



TENUTA SANTA MARIA WORK

100% VERONESE GARGANEGA
3 HARVESTS BY HAND =
3 DIFFERENT STAGE OF RIPENESS

STAINLESS STEEL: 20 DAYS
MACERATION +
LOW-TEMPERATURE FERMENTATION

STAINLESS STEEL: 3 MONTHS
BÂTONNAGE OVER FINE AND THICK LEES

BLENDING
BOTTLING
BOTTLE AGEING

GENERAL SOAVE APPROACH

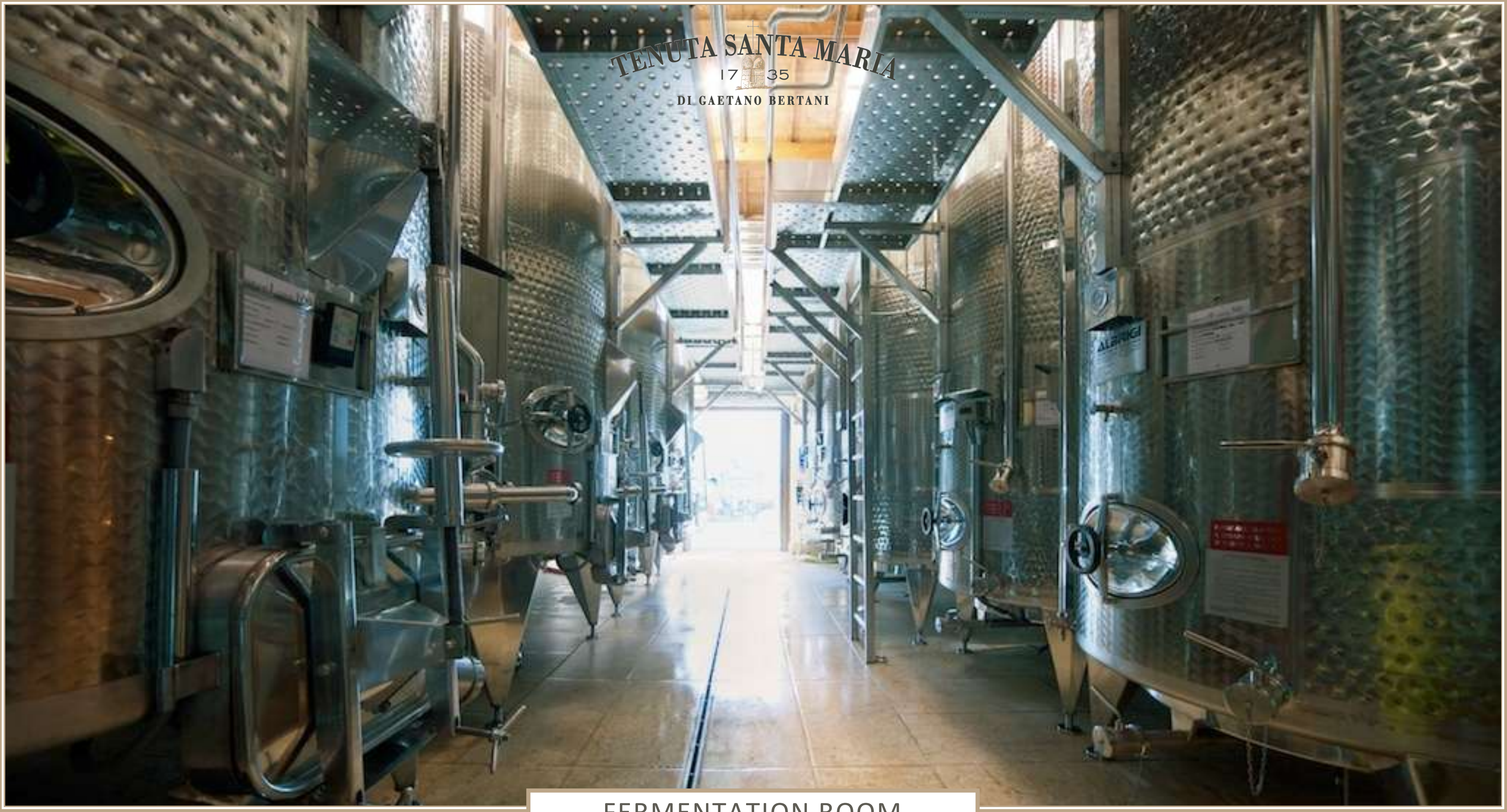
BLEND GARGANEGA, CHARDONNAY
& OTHERS GRAPES
ONE MECHANICAL HARVEST

STAINLESS STEEL: 15 DAYS
MACERATION +
LOW-TEMPERATURE FERMENTATION

NO ADDITIONAL REFINING PROCESS

BLENDING
BOTTLING
BOTTLE AGEING

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FERMENTATION ROOM

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FINE LEES

LEPIGA SOAVE: AROMAS



Citrus fruit



Peach



Pear



Aromatic Herbs



White flowers



Almond



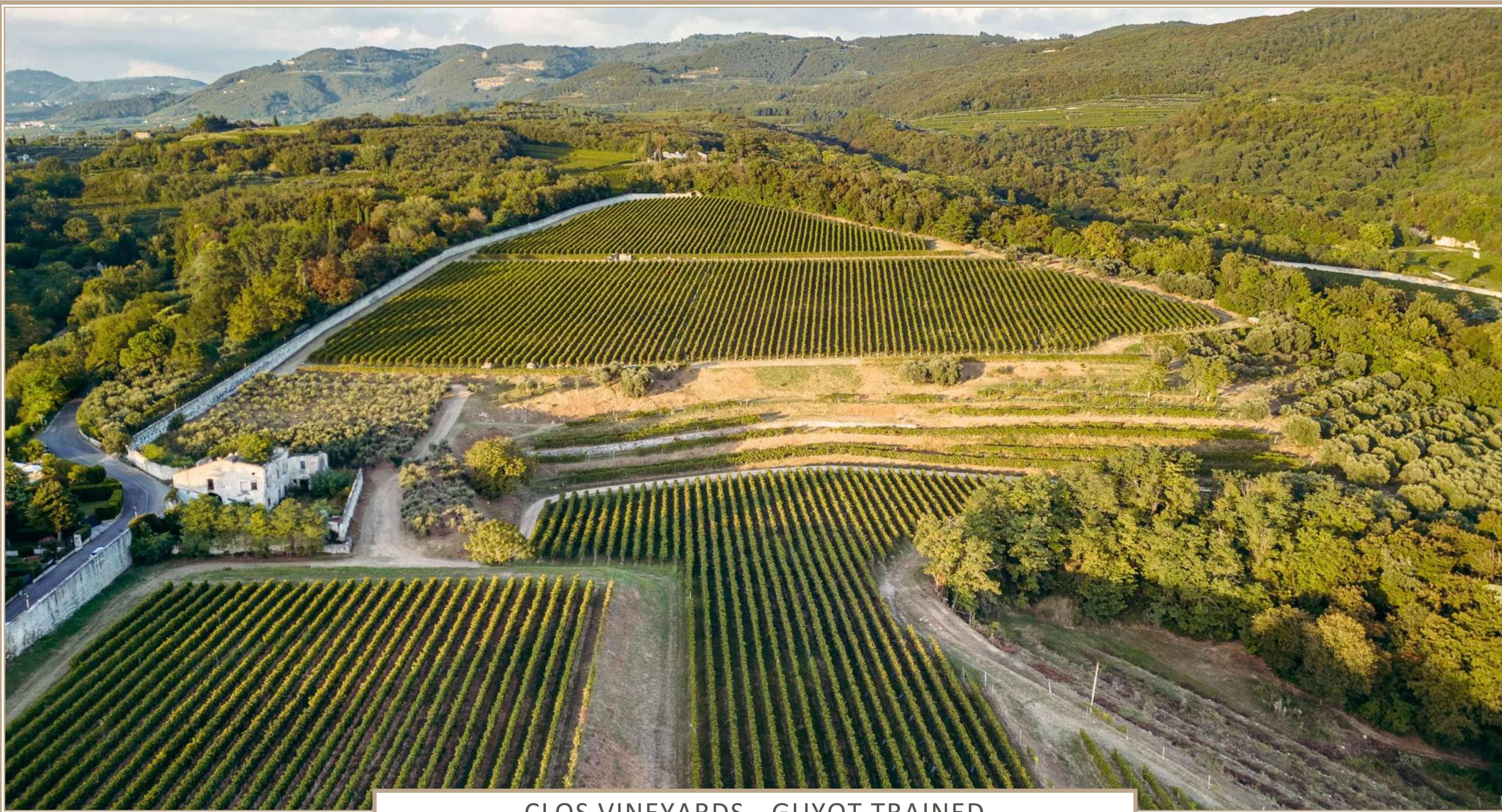
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NEGRAR DI VALPOLICELLA
CHATEAU 1500S 1700S



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CLOS VINEYARDS - GUYOT TRAINED 1883



CLOS VINEYARDS - GUYOT TRAINED

3 VALPOLICELLA WINES - FROM THE SAME CLOS VINEYARDS



VALPOLICELLA CLASSICO SUPERIORE

Harvest:
Mid-September

Ageing:
1 year in oak barrels

1 bottle = 1kg fresh grapes



VALPOLICELLA CLASSICO SUPERIORE RIPASSO

Harvest:
Mid-September

2nd fermentation with
Amarone's grape skins

Ageing:
2 years in oak barrels

1 bottle = 1kg fresh grapes



AMARONE CLASSICO RISERVA

Early harvest:
Start of September
50% of the best grapes

Ageing:
5 years in oak barrels

1 bottle = 3/4 kg fresh grapes
(2kg when dried > 40%)



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THE BLEND INDIGENOUS GRAPES - EXCLUSIVE ESTATE-GROWN CLONES



CORVINA

RASPBERRY, CHERRY, PLUM,
CHOCOLATE, GREAT STRUCTURE



CORVINONE

STRONG AROMAS, SPICES,
VELVETY TANNINS, GOOD BODY



RONDINELLA

RED BERRIES, DELICATE ACIDITY,
MEDIUM BODY



OSELETA

LOW YIELD - PERSISTENT TANNINS
AND DEEP COLOUR

VALPOLICELLA CLASSICO SUPERIORE DOC 2023



TENUTA SANTA MARIA WORK

70% CUSTOMED CORVINA, 15% CORVINONE
10% RONDINELLA, 5% OSELETA

STAINLESS STEEL: 15 DAYS
MACERATION + FERMENTATION
SEPARATED BY VARIETY

BIG SLAVONIAN OAK BARRELS:
AGEING
1 YEAR

BLENDING
BOTTLING
BOTTLE AGEING

GENERAL VALPOLICELLA APPROACH

MECHANICAL HARVEST
BLEND OF GRAPES FROM DIFFERENT VALLEYS
BLEND FROM SUPPLIED WINES

STAINLESS STEEL
MACERATION + FERMENTATION

NO AGEING
VALPOLICELLA FROM FRESH GRAPES
=no superiore appellation

BLENDING
BOTTLING
BOTTLE AGEING

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CELLAR - SLAVONIAN OAK BARRELS

VALPOLICELLA CLASSICO SUPERIORE: AROMAS



Currants



Plum



Blueberry



Liquorice



Cherry



Pepper, Cinnamon



VALPOLICELLA RIPASSO CLASSICO SUPERIORE DOC 2021

VALPOLICELLA CLASSICO SUPERIORE RIPASSO DOC 2021



TENUTA SANTA MARIA WORK

ESTATE SINGLE VINEYARD
SEPARATE HARVESTS BY HAND:
70% CUSTOMED CORVINA, 15% CORVINONE
10% RONDINELLA, 5% OSELETA

STAINLESS STEEL: 15 DAYS
MACERATION + FERMENTATION
SEPARATED BY VARIETY

STAINLESS STEEL - DECEMBER
RIPASSO METHOD: 2ND FERMENTATION
+ AMARONE GRAPE SKINS

LARGE SLAVONIAN OAK BARRELS:
AGEING 2 YEARS

BLENDING
BOTTLING
BOTTLE AGEING

GENERAL VALPOLICELLA APPROACH

MECHANICAL HARVEST
BLEND O GRAPES FROM DIFFERENT VALLEYS
BLEND FROM SUPPLIED WINES

STAINLESS STEEL
MACERATION + FERMENTATION

STAINLESS STEEL - DECEMBER
RIPASSO METHOD: 2ND FERMENTATION
+ AMARONE GRAPE SKINS

AGING IN WOOD NOT REQUIRED

BLENDING
BOTTLING



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AMARONE GRAPE SKINS



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RIPASSO METHOD



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2ND FERMENTATION + MACERATION

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CELLAR - SLAVONIAN OAK BARRELS

VALPOLICELLA RIPASSO CLASSICO SUPERIORE: AROMAS



Wild berries



Prune



Incense



Liquorice root



Ripe Cherry



Pepper, Cinnamon



*Il 17 maggio 1807, a Verona, la contessa Elisa Mosconi
passava a miglior vita, giusto quando un'ingannevole
apparente miglioramento le aveva fatto sperare di poter
andare a guarire nella sua dolce Tempe. Novare
Il dolore, che il Pindemonte, provò per la scomparsa
della Mosconi, fu acerbissimo, insanabile.
In uno dei suoi sonetti, del 1821, in memoria dell'astronomo
veronese "Antonio Cagnoli," il poeta, rivolto all'amico
defunto, abitatore della dimora celeste, esce a dire:*

*Troverai certo in qualche stanza Elisa,
cui solevi inchinar sul verde suolo
della sua Tempe e tra le lucid'acque.
Tu le narra il mio stato, e tu l'avvisa,
che dal dì ch'ella prese al cielo il volo,
prato, selva, ruscel più non mi piacque.*

Ippolito Pindemonte

AMARONE CLASSICO RISERVA DOCG 2007 BROLO DEI POETI

BROLO DEI POETI 2007 - AMARONE CLASSICO RISERVA



SEPARATE HARVESTS BY HAND:
70% CUSTOMED CORVINA, 20% CORVINONE
10% RONDINELLA

NATURAL DRYING OF THE GRAPES
FOR 2/3 MONTHS ON THE ARELLE

STAINLESS STEEL: 1 MONTH
MACERATION + FERMENTATION
SEPARATED BY VARIETY

LARGE SLAVONIAN OAK BARRELS:
14 YEARS BARREL AGING *

BLENDING
BOTTLING
BOTTLE AGEING 12 MONTHS



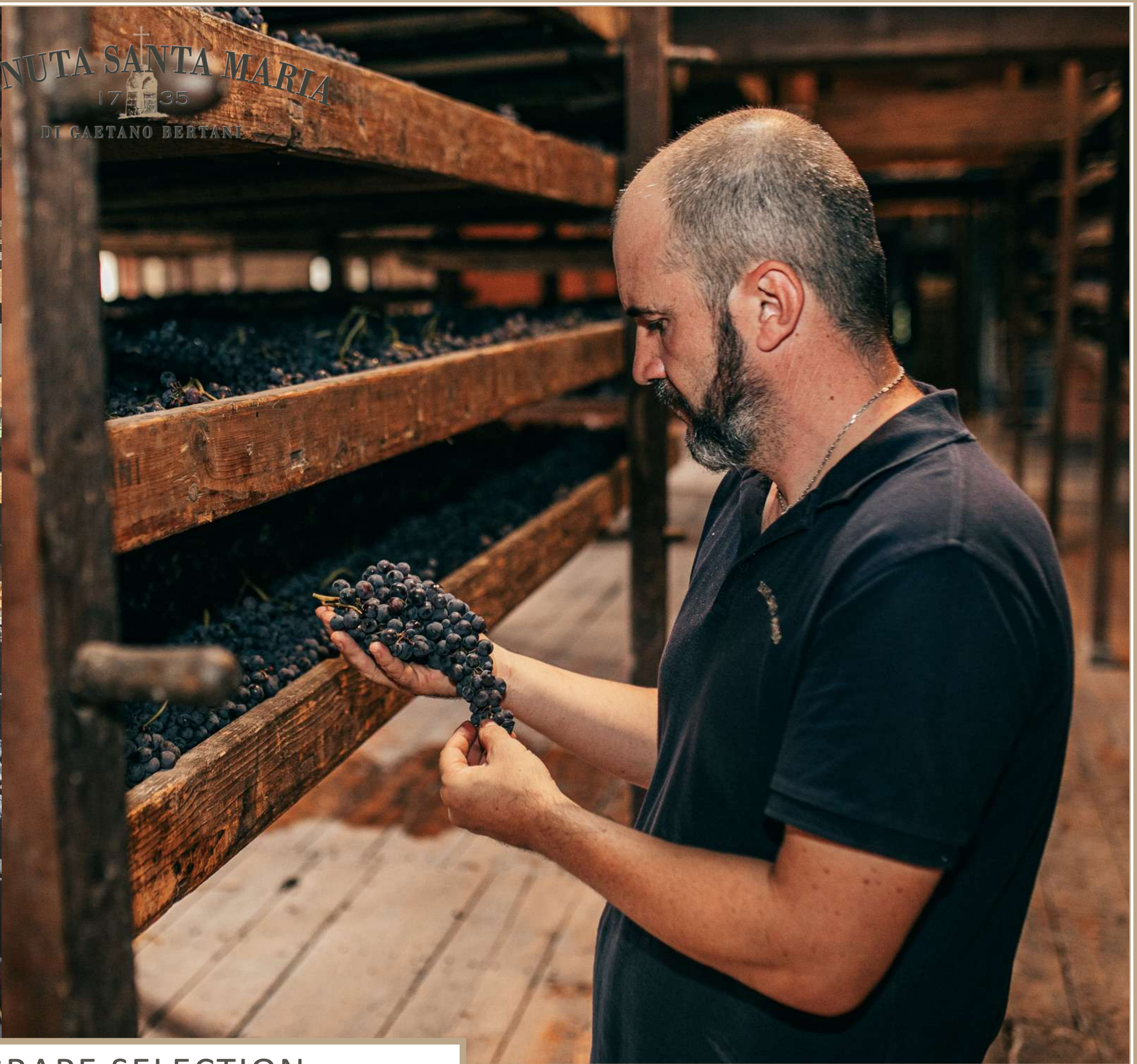
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MANUAL HARVESTING FOR AMARONE



MANUAL HARVESTING FOR AMARONE



GRAPE SELECTION

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DI GAETANO BERTANI

NATURAL DRYING ON THE ARELLE



TENUTA SANTA MARIA
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DRIED GRAPES >40%



AMARONE DELLA VALPOLICELLA CLASSICO RISERVA DOCG 2019

AMARONE DELLA VALPOLICELLA CLASSICO RISERVA DOCG 2019



TENUTA SANTA MARIA WORK

CLASSICO REGION SEPARATE HARVESTS BY HAND:
75% CUSTOMED CORVINA, 15% CORVINONE
10% RONDINELLA, 5% OSELETA

NATURAL DRYING OF THE GRAPES
FOR 2/3 MONTHS ON THE ARELLE

STAINLESS STEEL: 1 MONTH
MACERATION + FERMENTATION
SEPARATED BY VARIETY

LARGE SLAVONIAN OAK BARRELS:
LONG AGEING
5 YEARS - ONLY RISERVA *

BLENDING
BOTTLING
BOTTLE AGEING

GENERAL VALPOLICELLA APPROACH NOT RISERVA

MECHANICAL HARVEST
BLEND OF GRAPES FROM DIFFERENT VALLEYS
BLEND FROM SUPPLIED WINES

DRYING IN TEMPERATURE & HUMIDITY
CONTROLLED ROOMS

STAINLESS STEEL
MACERATION + FERMENTATION

WOOD AGEING NOT REQUIRED
RELEASED OFTEN YOUNG AFTER 2 YEARS FROM
FROM VINIFICATION

BLENDING
BOTTLING
BOTTLE AGEING

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BOTTAIA - BOTTI DI ROVERE DI SLAVONIA
CELLAR - SLAVONIAN OAK BARRELS

AMARONE CLASSICO RISERVA: AROMAS



Maraschino cherries



Prune



Pepper, Cinnamon



Cloves



Licorice root



Nutmeg



Cocoa



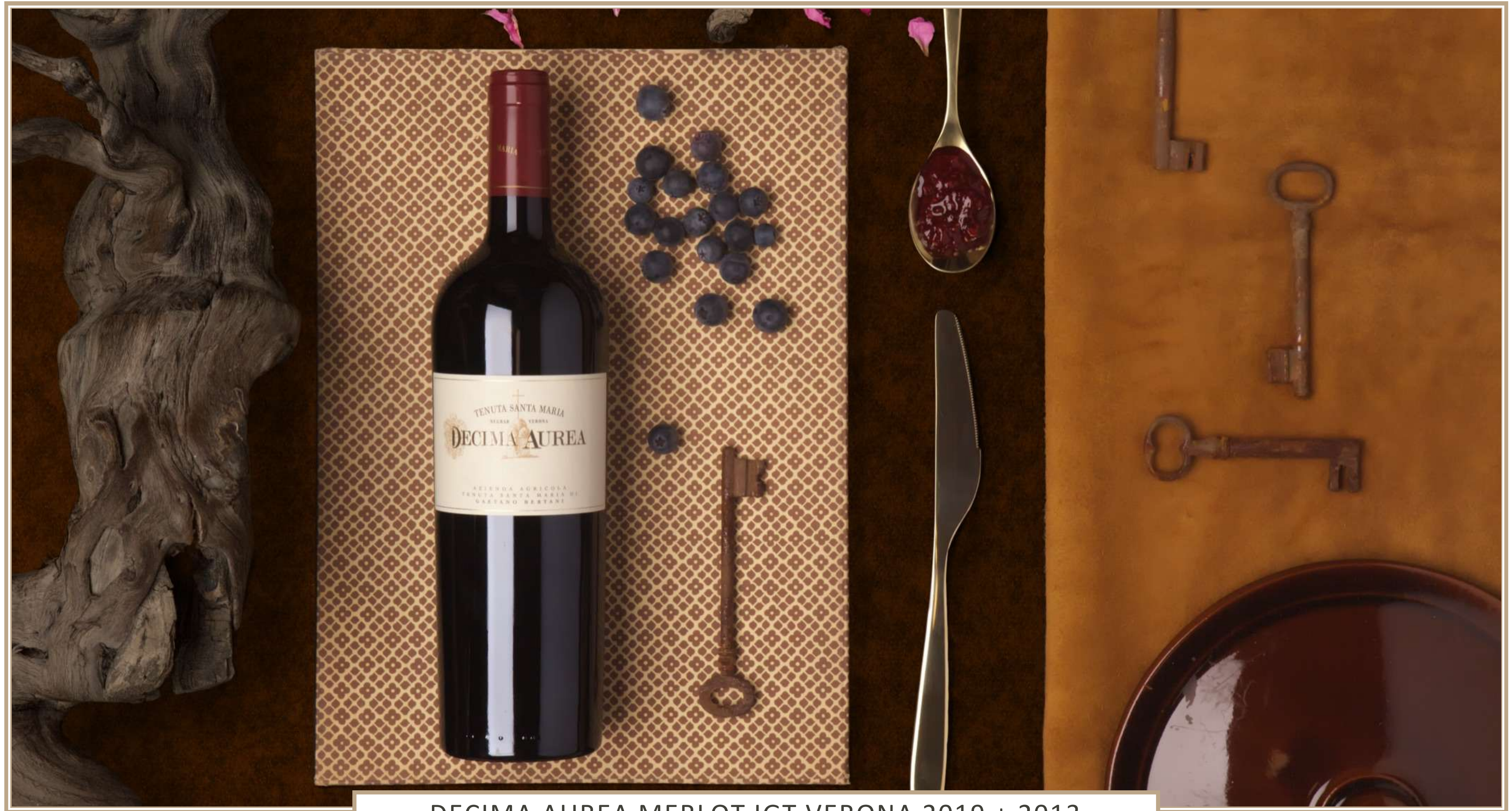
Tobacco



Leather



Black tea leaves



DECIMA AUREA MERLOT IGT VERONA 2019 + 2013

DECIMA AUREA MERLOT IGT VERONA 2019 + 2013



100% MERLOT - 3 FRENCH CLONES
HARVEST BY HAND - 9100 VINES/HA - 40%

NATURAL DRYING: 30 DAYS

STAINLESS STEEL: 15 DAYS
MACERATION + FERMENTATION
DRIED GRAPES

FRENCH OAK BARRIQUES:
14 MONTHS AGEING

100% MERLOT - 3 FRENCH CLONES
HARVEST BY HAND - 9100 VINES/HA - 60%

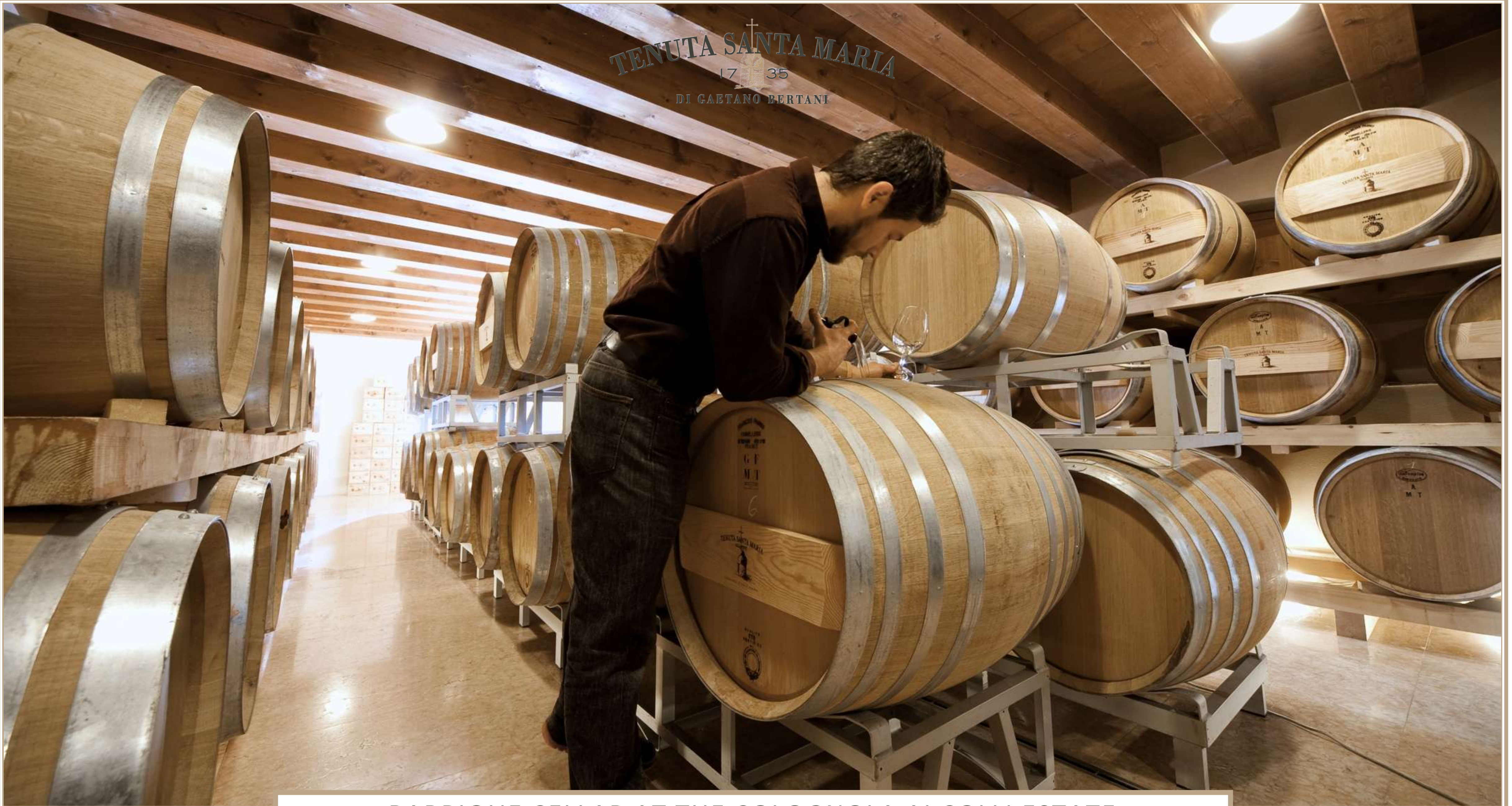
STAINLESS STEEL: 15 DAYS
MACERATION + FERMENTATION
FRESH GRAPES

FRENCH OAK BARRIQUES:
14 MONTHS AGEING

BLENDING
BOTTLING
BOTTLE AGEING



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BARRIQUE CELLAR AT THE COLOGNOLA AI COLLI ESTATE

DECIMA AUREA MERLOT: AROMAS



Ripe Cherry



Plum jam



Dried rose and violet petals



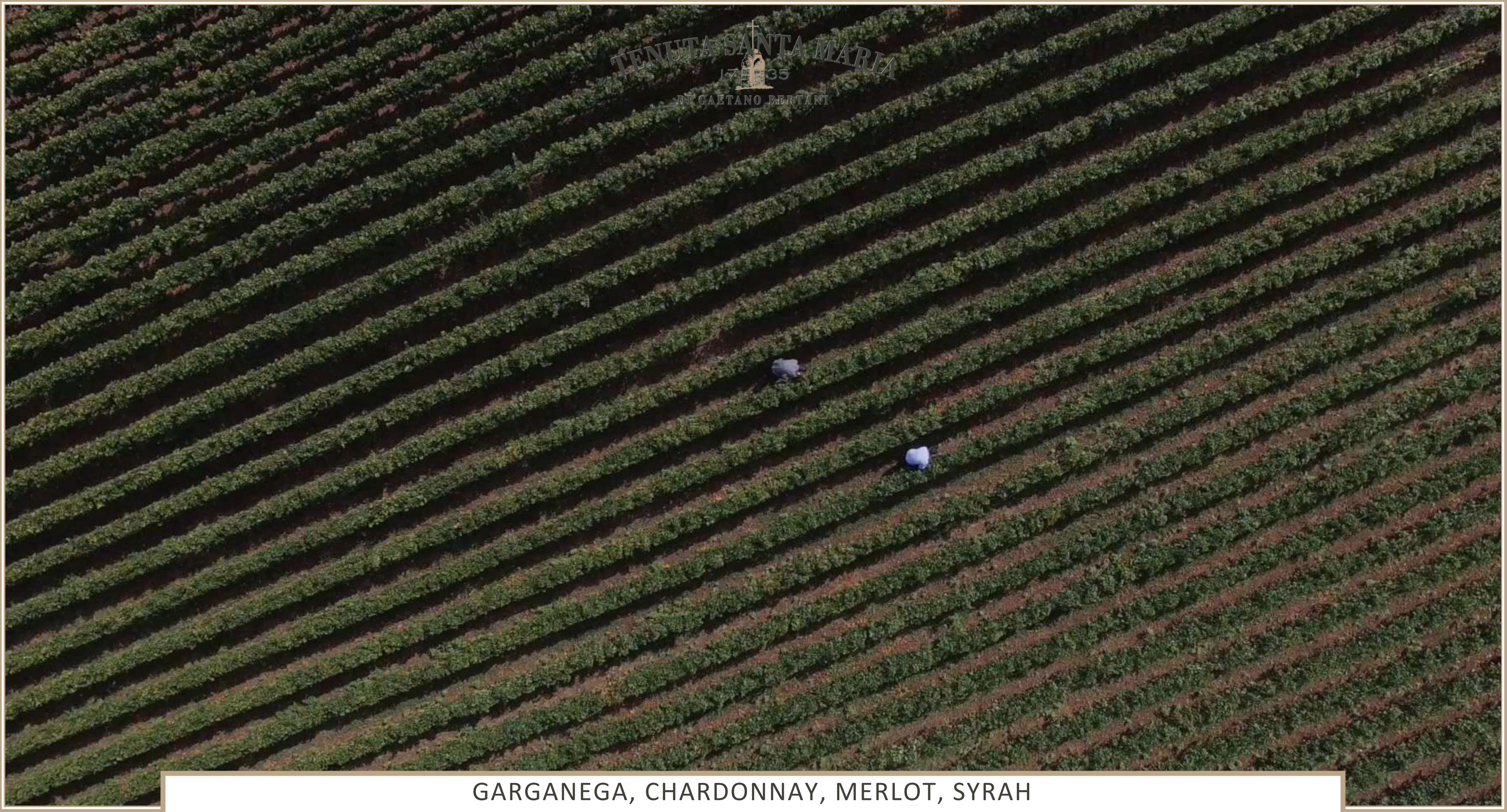
Rhubarb



Vanilla



Black pepper



GARGANEGA, CHARDONNAY, MERLOT, SYRAH
COLOGNOLA ESTATE - BUILT OVER A 400 AD ROMAN FARM



TORRE PIEVE CHARDONNAY 2023

TORRE PIEVE CHARDONNAY IGT VERONA 2023



100% CHARDONNAY - FRENCH CLONE
HARVEST BY HAND - 9100 VINES/HA

STAINLESS STEEL: MACERATION
+ INITIAL FERMENTATION
(Until 4-5% alcohol)

50% OF THE WINE
IN STAINLESS STEEL:
FERMENTATION
+ BÂTONNAGE OVER FINE LEES
+ MALOLACTIC FERMENTATION

FRENCH OAK BARRIQUES:
6 MONTHS AGEING

50% OF THE WINE
IN FRENCH OAK BARRIQUES:
FERMENTATION
+ BÂTONNAGE OVER FINE LEES

FRENCH OAK BARRIQUES:
6 MONTHS AGEING

BLENDING
BOTTLING
BOTTLE AGEING



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BARRIQUE CELLAR AT THE COLOGNOLA AI COLLI ESTATE

TORRE PIEVE CHARDONNAY: AROMAS



Pineapple



Banana



Honey



Nuts



Butter



Vanilla



PRÀGAL ROSSO IGT VERONA 2022



PRÀGAL ROSSO IGT VERONA 2022

60% CUSTOMED CORVINA, 20% MERLOT
20% SYRAH
10% DRIED CORVINA
All from single vineyard management

↓

STAINLESS STEEL: 22 DAYS
MACERATION + FERMENTATION
SEPARATED BY VARIETY

↓

LARGE SLAVONIAN OAK BARRELS:
AGEING 6-8 MONTHS

↓

BLENDING
BOTTLING
BOTTLE AGEING

PRÀGAL: AROMAS



Cherry



Plum



Wild berries



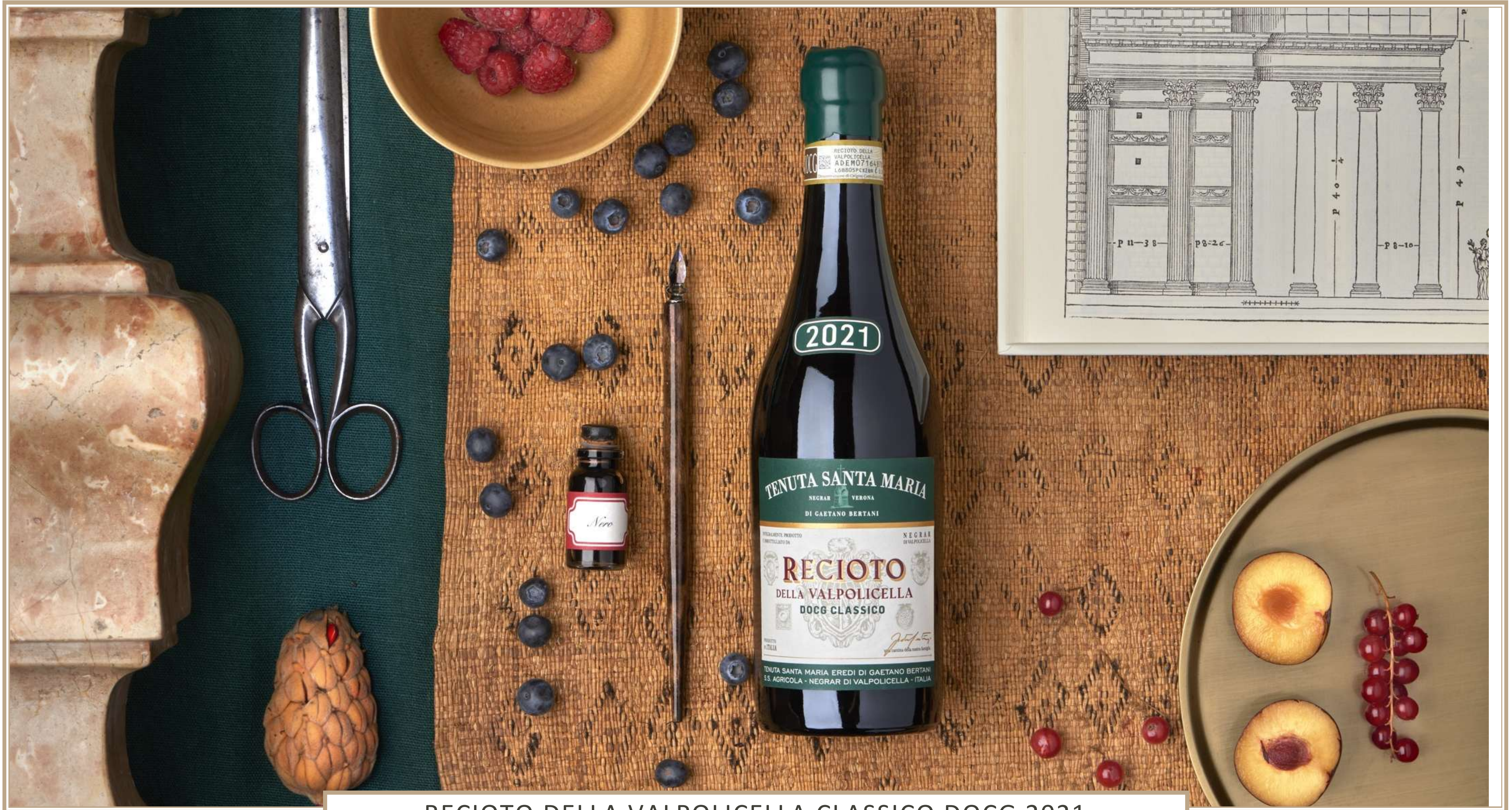
Tobacco



Black pepper



Dark chocolate



RECIOTO DELLA VALPOLICELLA CLASSICO DOCG 2021

RECIOTO DELLA VALPOLICELLA CLASSICO DOCG 2021



TENUTA SANTA MARIA WORK

SEPARATE HARVESTS BY HAND:
70% CUSTOMED CORVINA, 20% CORVINONE
10% RONDINELLA

NATURAL DRYING OF THE GRAPES
FOR 5/6 MONTHS ON THE ARELLE

STAINLESS STEEL: 1 MONTH
MACERATION + FERMENTATION
SEPARATED BY VARIETY

FRENCH OAK BARRELS:
AGEING 2 YEARS

BLENDING
BOTTLING
BOTTLE AGEING

GENERAL VALPOLICELLA APPROACH

MECHANICAL HARVEST
BLEND OF GRAPES FROM DIFFERENT VALLEYS
BLEND FROM SUPPLIED WINES

DRYING IN TEMPERATURE & HUMIDITY CONTROLLED
ROOMS

STAINLESS STEEL
MACERATION + FERMENTATION

WOOD AGEING NOT REQUIRED
EARLY RELEASE

BLENDING
BOTTLING
BOTTLE AGEING

RECIOTO DELLA VALPOLICELLA: AROMAS



Cherry jam



Prune



Dried rose



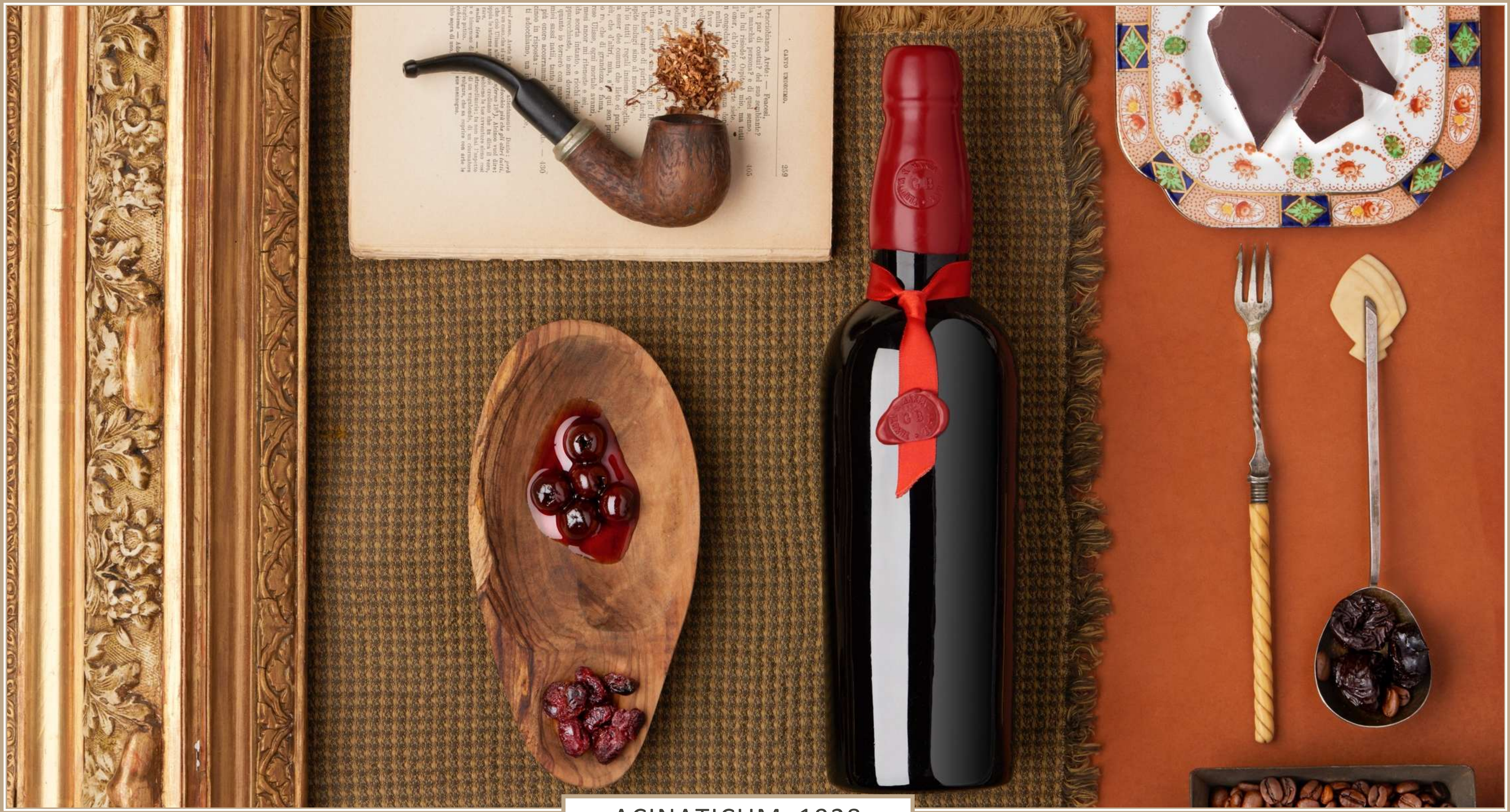
Vanilla



Toasted hazelnuts



Dark chocolate



ACINATICUM 1928

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ACINATICUM 1928 FAMILY RESERVE

The term “acinaticum” comes from Latin, indicates well-ripened clusters, and historically referred to Recioto. The 1928 harvest included Corvina, Corvinone, Rondinella, Molinara and Sangiovese, which were dried on arelle. That year presented ideal climatic conditions: warm temperatures, little precipitation and a cold, dry winter favored the ripening and drying of the grapes. Acinaticum 1928 was aged in oak barrels and bottled in 1938 in handcrafted bottles, similar to those of other prestigious sweet wines, where it still rests after nearly a century.

The wine is part of the exclusive family collection of Giovanni and Guglielmo Bertani and is typically made available in very limited quantities for special tastings, vip customers and charity auctions.

