2022

Sustainability Report

ARNALDO·CAPRAI

Viticoltore in Montefalco

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Letter to stakeholders

On 5 November 1992, Montefalco Sagrantino was officially recognized as a DOCG wine. A fundamental stage that began more than 50 years ago, when my father Arnaldo decided to invest in a grape that critics and science at the time believed it had no aging capacity, without any economic value.

This is about a grape historically vinified as a passito, because its tannins were rustic, at times annoying, untamable.

A good wine, which was perhaps used during masses (as its name seems to allude) or to cure the sacred hawks of Federico II di Svevia. A purple red grape growing in a territory, that of Montefalco, known only to medievalists and Renaissance art historians, lovers of the wonderful frescoes by Benozzo Gozzoli, which testify the presence of the Franciscan order, significant patron of works of art. A glorious past contrasted with an anonymous post-war present.

The community of Montefalco, with the recognition of DOC in 1979 and the subsequent transformation of Montefalco Sagrantino into DOCG, has instead been able to demonstrate the ability to produce, in a valley mitigated by the Topino and Clitunno rivers, a wine that today reaches wine shops and restaurants all over the world. All of this reflects the Umbrian people's ability to draw excellence from their mother earth.

The 2022 sustainability report, which exactly 30 years after the introduction of the DOCG, Arnaldo Caprai presents today, aims to tell this story, to highlight this visceral relationship with its territory, this precarious but constant balance that has allowed to combine the needs of production always respecting traditions and the environment.

Last year, our winery recorded a 12% increase in turnover compared to the previous year, and a 6.5% increase in the average price of Montefalco Sagrantino DOCG wines.

However, epochal challenges await Umbrian and Italian agriculture: the 2022 harvest was conditioned by the absence of rain and exceptionally unpredictable weather conditions.

Over the years, extreme weather events like these have become the norm, and this forces us, as producers, to take all possible actions, investing in innovation and knowledge, to guarantee high standards for quality production and the future of viticulture in areas historically destined to it, such as Montefalco.

The recognition of the DOCG was not only a reason for the growth of the 72 wineries that are part of the production area of our sacred wine. It was well-being for the communities that for generations have lived in this territory making it prosperous; it was an opportunity for redemption for men and women from all over the world, who, thanks to Sagrantino, have chosen this territory as their place of work, loving it so much to call it home.

Indeed, with great pride, our company counts among its collaborators many Umbrians, such for several generations, and many among Moroccans, Nigerians, Pakistanis, refugees who have often reached Italy in a terrible way and who are actively contributing to preserve and revive the excellence of our wine-making tradition.

However, the thirty years of the DOCG can not only be the celebration of the effort that we all made together. Wine and Sagrantino grapes are not a museum, they are not monuments to be contemplated, but they are living matter, which like children must be accompanied in their adult lives.

The goal is to invest all together in research and knowledge over the next thirty years: the only way for the DOCG to meet the global challenges that lie ahead. Climate change calls for new and important efforts from wineries, to preserve the fruits of the earth in the context of integrated agriculture.

For this reason, our company, during this last year, has been very committed to finding innovative solutions to maintain high excellence: from the improvement of the grape reception department, the introduction of high-tech specialized tractors for agriculture 4.0, connected to management software for agronomy, and the continuous training of new and qualified operators, also through the collaboration with ITS Academy.

In addition, wine tourism must become the new quality driving force for wineries of the territory. This will enable not only to increase margins, but also to produce value both in the territory and among communities, allowing the creation of new supply chains.

In this brief introduction, I have focused a lot on the DOCG, speaking little about us. It was a conscious choice: our company has always been deeply convinced that Arnaldo Caprai cannot grow without the contemporary development of the territory of Montefalco, professional and economic well-being for men and women living in this area, culture and opportunities for their children, and the commitment of all the wineries in the production of our beloved Sagrantino.

Marco Caprai

Marco Caprai
CEO
Arnaldo Caprai Srl

principali volumi di export
USA
Denmark
Switzerland
Sweden
Netherlands
Russia
UK
Germany
South Korea
Thailand
Canada
Belgium
Japan
Colombia
China
Albania
Bulgaria
Luxembourg
Portugal
Lebanon
Singapore
Australia
Malta
Poland
34* countries served
1.066.963* bottles
7.436.471* gross earnings
168** employees
Arnaldo Caprai's numbers
GRI 2.1
23.303* visitors
51 years of history
33 years of relationship with the University of Milan
7 environmental certifications
1 territorial protocol of sustainable production
6 international awards
1999 Hugh Johnson in "Pocket Wine Book"
2004 Bettane&Dessauve ne "La Revue du Vin de France"
2005 Steven Spurrier in "Decanter"
2012 European Winery of the Year "Wine Enthusiast"
2018 Vinitaly International Award
2022 Gambero Rosso Sustainable Viticulture Award
160 hectares vineyard
8 hectares woods
8 hectares of olive trees
6 hectares of meadows and uncultivated land
* these are numbers for 2022
** the number of employees includes seasonal employees.

01

Legacy & identity

GRI 2 – 6

GRI 2 – 23

GRI 201 – 2

PAR 1.1

Our history in pills

Our story begins in 1971 when Arnaldo Caprai, already an Umbrian entrepreneur in the textile industry, was awarded in 2002 with the title of Cavaliere del Lavoro for merits in agriculture and decided to invest in the production of wine in **Montefalco**: this was the beginning of the rediscovery of an indigenous grape, Sagrantino, of which the company, thanks to the enlightened direction of Marco Caprai, will become a **leading producer**.

Fifty-one years after its foundation, Arnaldo Caprai deals with the cultivation, processing and bottling of high-quality wine. **We are the main promoters of the affirmation of Sagrantino and Umbrian wine in the world. Innovation and sustainability are the guidelines of our daily actions, to constantly improve the quality of our wines, increase the value of production and support the growth of the territory of Montefalco.** Strengthened by the quality of a wine production more and more varied and appreciated, we attract visitors from **all over the world** to Montefalco, conquered by the authenticity of our wines, as well as by the splendid enogastronomical and cultural offer of the territory.

1971 Foundation of a 3 hectars winery by **Arnaldo Caprai**. Nowadays the winery owns 160 hectares

1973 The largest Sagrantino's planting in the area

1975 The **Montefalco Rosso** wine is released for the first time

1977 Umbria's first Grechetto white wine is launched

1979 IThe Italian Ministry of Agriculture recognises the **DOC** for "Montefalco Sagrantino Secco", "Montefalco Rosso" and "Montefalco Sagrantino Passito"

First Montefalco Wine Week

Collepiano Montefalco Sagrantino 100% Sagrantino variety

1982 The winery moves to its current location, betting on the quality potential of the area

Oscar of Italian Cuisine

Confraternita del Sagrantino is born

1988 The Italian Ministry of Agriculture recognises the DOC "Colli Martani" for Grechetto variety

1989 First high-density Sagrantino vineyard is planted

Starts the collaboration with **University of Milan** and Professor Leonardo Valenti

1990 Begins export of **Sagrantino to the USA**

First plantings of international varieties

Arnaldo Caprai receives the **Cangrande Wine Award** at Vinitaly

1993 Starts collaboration with oenologist Attilio Pagli

The Italian Ministry of Agriculture recognises the **DOCG** for the "Montefalco Sagrantino Secco" and "Montefalco Sagrantino Passito"

First harvest for Montefalco Sagrantino 25 Anni

1994 First event under the name of "Cantine Aperte"

1996 **25 Anni Montefalco Sagrantino DOCG** 100% Sagrantino variety It is created to celebrate the company's 25th anniversary as a result of the first 10 years of agronomic and oenological experimentation

Sagrantino 25 Anni wins 'Tre Bicchieri' by Gambero Rosso – Slow Food (1996) and '5 Grappoli' Duemilavini by Bibenda (1999)

2000 Arnaldo Caprai is the first winery in Italy to sell a wine online

1999 Winery extension and purchase of new production technologies

1998 Winery extension and purchase of new production technologies

1997 Purchase of new land in Bevagna

2001 The **Belvedere farm** is purchased

Foundation of Strada del Sagrantino

The estate reaches 150 hectares

2002 Roberto Cavalli "dresses up" Sagrantino 25 Anni

Robert Parker awards Sagrantino "**25 Anni**" 2000 with 97 points

Sagrantino became a **celebrity** after the 25 Anni was chosen for the wedding of Michael Douglas and Catherine Zeta Jones

Marco Caprai **awarded as Best Wine Producer** at Oscar del Vino 2001

Olio EVO DOP Umbria Colli Martani from Moraiolo, Frantoio and Leccino olives

Bibenda "**5 gocce**" award for Caprai DOP Oil

2003 Legacy & identity

2006 "**Winery of the year**" for Gambero Rosso - Slow Food Guida Vini d'Italia

Inauguration of the internal wine shop

2007 Legambiente award for Friendly **Innovation**

According to **Revue du Vin de France**, Sagrantino is among the 100 wines that can compete with French wines

2012 **Spinning Beauty Montefalco Sagrantino DOCG** is born, the first Sagrantino released on the market after 10 years of aging

The **NEW GREEN REVOLUTION** Sustainability Project is created. It's the first national sustainability protocol in the wine sector (officially certified in 2013)

Certification UNI EN ISO 14001:2004

"**European Winery of The Year**" for the American magazine Wine Enthusiast

Certification DTS 015 New Green Revolution

2013 **Cuvée Secrète Umbria Bianco IGT** is born, the first white wine aged in wood and bottled with the innovative Stelvin® closure

The Duel of Wine movie goes to Venezia Film Festival. Starring Sagrantino and the Caprai winery

"**Ecofriendly**" award from Vini Buoni d'Italia

2014 First edition of the social and territorial sustainability project **#Caprai4Love**

2015 Start of collaboration with the **ITS Umbria Smart Academy**, a highly specialised postgraduate course

During **Expo 2015 Milano** Marco Caprai is testimonial at the Italian Pavilion

Certification ISO/TS 14067 EN ISO 50001:2001

Confindustria "**Enterprises for Innovation**" award

Award for Sustainable Development at "Ecomondo — fiera di Rimini"

2018 Sagrantino Trail and Taste, the 'Lonely Planet' of Sagrantino, is published

First tractor with automatic guidance systems

Certification Norma 11646:2016EN SOPD Standard EQUALITAS

Arnaldo Caprai joins the **Italian Signature Wines Academy** together with:
- Allegrini
- Frescobaldi
- Feudi di San Gregorio
- Fontanafredda
- Masciarelli
- Planeta
- Villa Sandi
- Bellavista

Arnaldo Caprai registers patent for satellite-controlled product recovery sprayer

2016 Grecante is the best white wine in Italy up to FIS "**Oscar del Vino**"

Grecante listed as one of the "**best 100 wines**" in the world according to Wine Spectator

Starts the collaboration with the French enologist **Michel Rolland**

Foundation of **Leaf Srl** start-up focused on R&D born

2019 Takeover vineyards of the Rocca di Fabbri company

Best Producer's Wine for Bibenda is Montefalco Sagrantino "25 Anni" 2013

2020 **Linea Signature** a work based on innovation and sustainability, is the signature of the collaboration between Arnaldo Caprai and Michel Rolland

From New Green Revolution to Equalitas The long path of research and experimentation is the reason for the international awards received over the years and the great results achieved

2021 **Arnaldo Caprai 50 Anni (1971-2021)** To celebrate its 50th Anniversary, Sagrantino 25 Anni becomes a work of art with a special label created by artist Paolo Canevari

2023 **Increased production capacity by 25 percent**

Winery timeline

PAR 1.2

From the 'Golden Age' of Montefalco to the 30 years of Montefalco Sagrantino DOCG

PAR. 1.2.1 The Sacred Sagrantino

Walking through the streets of Montefalco, admiring the Umbrian Valley from the spectacular viewpoints just outside the walls of the Borgo, discovering the small urban gardens where old Sagrantino vines grow, it is evident why the two names, **Sagrantino and Montefalco, are now forever linked**. Situated on the top of **a hill and protected from an ancient city wall, Montefalco rises at the crossing of the valleys of the rivers Clitunno, Topino and Tevere**. It was given this name between 1239 and 1240 in honor of Federico II di Svevia, expert in the art of Falconry.

According to one of the most accredited stories, **the variety of Sagrantino would have been imported from Asia Minor by the followers of San Francesco d'Assisi**, in occasion of the General Chapter of the Third Franciscan Order held in 1452 in Camiano, a hillock at the foot of Montefalco. Also suggestive is the proximity of Sagrantino with the tannic wines from the area of Cahors in France, hometown of the papal legate Jean d'Amiel who in 1300, as Rector of the Duchy of Spoleto, spent a lot of money on Montefalco, a town he loved during his stay in Umbria.

Whatever the origin of Sagrantino in the territory of Montefalco is, its fortune is most probably due to Christianity which had religious orders, and in particular Benedictines, as excellent protectors because of the symbolic value of wine in religious ceremonies.

The most ancient literary reference to the cultivation of "Sagrantina" grape is dated back to 1549. It is a document containing an order of Sagrantino must by a merchant from Trevi, a town near Montefalco.

The close relations with the curia of Spoleto, the papacy and above all with the Franciscan order have transformed Montefalco into a place with a specific identity and artistic culture. Rediscovered in the 800 thanks to the passion of the romantic travellers for the Middle Ages and to the studies on the figure of San Francesco, the suburb of Montefalco owes a lot of its fascination to its' geographic location. So much so that in the 1970's it was named the "Railing of Umbria". In 1903 Gabriele D'Annunzio, during the sonnets of the Laudi dedicated to the 'City of the Silence', celebrates Montefalco for its extraordinary synthesis between land-

Linea del tempo
del territorio del Sagrantino

77-78
Plinio il Vecchio one in the "Naturalis Historia" speaks about the **grape Itriola from Bevagna**

1200
Numerous documents witness that already in 1200 in Montefalco "the vine-dressers reserve to the field planted with vines" a constant care.

1215
According to the tradition to Vecciano (Montefalco) S. Francesco founded a convent in 1215 and made the water gush from the place that then took the name of "**source of Saint Francisco**".

1300 - prima metà
In the first half of 1300, **Jean D'Amiel**, in close relationship with the Pope of Avignon, was engaged in various tasks by the Papal Curia and in Montefalco he was the **patron** and **passionate** about **Santa Chiara della Croce**

1315
A local document of 1315 describes various phases of **planting and growth of a vineyard**, the **harvesting of grapes** and **wine making**: "pastinare, plantare, accrescere, allevare, potare, zappare, palare, ligare, occhiare, arachogliere, scacchiare, affossare, assepare (chiudere e custodire), vendemmiare, uvam pistare".

Some date the origins of the Sagrantino back to the Byzantine monks who went from Greece to Umbria during the Middle Ages

1879-1893
Sagrantino is described by the Ampelographic Commission of Foligno's district and by Baldeschi G. as a vine of ancient cultivation in Umbria

1829
In the "*Saggio geografico, storico, statistico del Territorio Pontificio*" of 1829 Gabriele Calindri mentions Montefalco "to the top of the State for its wines".

1622
The Cardinal Boncompagni, Legate of Perugia, foresees "**the penalty of the gallows if someone is seen cutting the grape vine**".

1598
In a notarial document of 1598 , the custom of mixing Sagrantino with musts in casks to give them aroma and taste, which was started in Foligno, is reported.

1540
In 1595 Andrea Bacci, in "De naturali vinorum historia, de vinis Italiae e de convivis antiquorum" mentions the presence of the **'Itriola' grape** between **Bevagna, Narni and Amelia**

1575
In a sharecropping contract of 1575 the "four arbors of Sagrantino" are mentioned.

1540
A communal ordinance establishes the date of the beginning of the grape harvesting operations in Montefalco

1549
In a document from 1549 a merchant of Trevi orders must of "Sagrantina" grapes

1452
According to one of the most accredited stories, Sagrantino could have been imported in 1452 from the **Franciscan Monks coming from Asia Minor** in occasion of the General Chapter of the Franciscan Third Order held in Camiano, at the foot of Montefalco

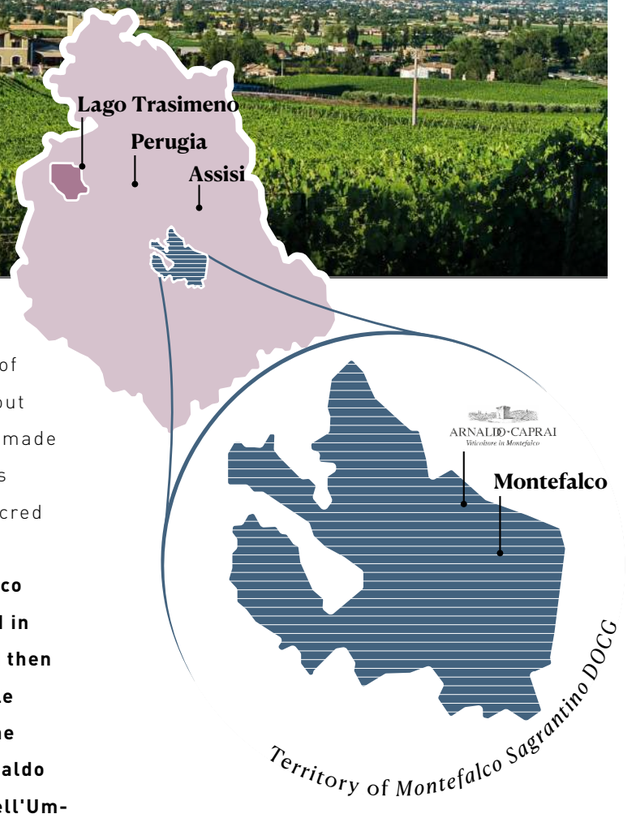
In 1452, the famous Florentine painter Benozzo Gozzoli, frescoes the apse of the Church of Saint Francisco commissioned him by the Franciscan ones

1879
The communal administration of Montefalco established an award for the best Sagrantino in the regional fair exhibition

1925
The Umbrian Ampelographic Commission accurately describes the ampelography of Sagrantino grape

1979
The Denomination of Controlled Origin for Montefalco Sagrantino is recognized

1992
In 1992 the **Denomination of Controlled and Guaranteed Origin** for Montefalco Sagrantino is recognized



scape, art and **Franciscan spirituality, and for the extraordinary harmony that derives from it.**

The **link between spirituality, art and wine** was the object of the conference organized **in 2021 for the 50th anniversary of our company in the frame of the wonderful and unique Museum Complex of San Francesco,** where the extraordinary frescoes by Benozzo Gozzoli, by Perugino and the cellars of the Franciscan convent, can be found. Among the most **beautiful places in Umbria, the church of San Francesco incorporated in the Complex constitutes an exceptional example of Italian art coupled with the spreading of the code of Saint Francis.**

To confirm this close connection further, according to some interpretations **the same origin of the name Sagrantino derives from the use of wine in the celebration of sacraments**, from which comes "sacro" or "sagrantino" wine. On the other hand, in the ancient Monasteries of Santa Chiara and San Leonardo, it is still possible to find old Sagrantino vineyards, which almost recall their origin.

According to another, more recent interpretation, the name "Sagrantino" would refer to the presence in Montefalco of Federico II di Svevia. Passionate about falconry, he used a violaceum syrup made from a local wine rich in sugar (as is the same Sagrantino) to cure the sacred hawks.

The production area of Montefalco Sagrantino DOCG, officially delimited in 1979 with the recognition of DOC and then in 1992 with DOCG, includes the whole territory of Montefalco and part of the communal territories of Bevagna, Gualdo Cattaneo, Castel Ritaldi and Giano dell'Umbria, all located in the province of Perugia.

It deals with a hilly area not far from Assisi, Foligno, Todi and Spoleto, with a height comprised between the 220 and the 400 meters above sea level. It is also characterized, by its limited extension, in different exposures and slopes, with medium annual precipitations between the 800 and the 1100 mm, and from rare snowfalls.

A climate which, during the decades, seems to have changed considerably: viticulture all over the world today is facing the consequences of extreme meteorological events. Even in Montefalco, in recent years, frosts and sudden rises in temperature have become more frequent: these are particular climatic conditions that increasingly require the use of precision farming systems and new methodologies for the protection of the quality of our crops.

The soils of the area are influenced by the south-eastern branch of the Tiber river basin, and are characterized by the presence of very heterogeneous deposits, where pebbly and sandy gravels alternate with sandy and clayey soils.

The result of the balance of these factors, together with the intervention of man, is our **Montefalco Sagrantino DOCG**: a ruby red wine with violet and sometimes garnet red hues, depending on the aging; with a powerful tannic strength, warm and structured, the aroma recalls blackberries, berries and spices, the taste is dry. In the raisin version, produced in few quantities, the wine has a ruby red color with violet reflections, sometimes garnet when aged, the nose has recognizable notes of blackberry jam and cocoa.

But talking about Sagrantino also means talking about our history, and the rediscovery of a territory. The first hectares purchased by Arnaldo Caprai in 1971 were in the company of only ten other wineries of the territory: today this number has increased tenfold, as a consequence of the strong interest of the market towards the products of our area.

A path which has taken more momentum since 1987, when Marco Caprai took over the management of the winery and, following in the footsteps of his father, he started an intense study activity on the vine and its soils. Thanks to the collaboration with the Faculty of Agriculture of the University of Milan he created a deep and lasting bond between the business activity and the world of research and innovation. This was the impetus that led to the recognition of Montefalco Sagrantino DOCG in 1992 and the inclusion of the Umbrian denomination among the great Italian red wines reaching out to the international markets.

In 1996 Sagrantino "25 Anni", under the guidance of the enologist Attilio Pagli, **was the first 100% Sagrantino wine to be awarded**: the Tre Bicchieri (Three Glasses) of Gambero Rosso - Slow Food's Guida Vini d'Italia were the first recognition of a series of successes. Over the years, the same guide has evaluated with excellent scores also other emblematic wines of the Company, such as "Collepiano", "Valdimaggio", Montefalco Rosso "Riserva" and "Vigna Flaminia Maremmana" proving not only the great potential of this area of Umbria, but also the ability of our company to express it at its best .

The recognition of this grape and of this territory all over the world, combined with the quality of our wines, allowed the inclusion of our bottles in **prestigious tastings**.

Among them, we would like to remember two of them, which have marked the history of "25 Anni", both held during Vinitaly. The first one, which took place in 2006 during the fortieth edition of the event, was the tasting conducted by Serena Sutcliffe, Master of Wine and Head of the Wine Department of Sotheby's, in occasion of which vintage 2000 was presented together with other twelve wines which are symbols of the worldwide enology. The second one, which took place in 2007, in which Italian and international critics, including Hugh Johnson, awarded the 1997 vintage, one of the most extraordinary vintages of the 20th century, **among the twelve legendary Italian wines of the 20th century.**

1
From the research entitled "Come impattano le indicazioni geografiche sullo sviluppo di un territorio? Il caso del Sagrantino di Montefalco DOCG" the result of a collaboration with the University of Milan, which included the founding of a three-year scholarship by Arnaldo Caprai for the analysis of Sagrantino and the effect of DOCG on the territory.

PAR. 1.2.2 The art that celebrates Sagrantino: the tables of Bernulia

Since 1992, the year in which Montefalco Sagrantino obtained the DOCG, much progress has been done.

To confirm this, the quality of the wine and cultural background have allowed the development of an ecosystem which have become one of the most important and dynamic wine and tourist territories in Italy.

Thirty years after DOCG, our desire has been to translate into a visual impression the complex and multifaceted sensory experience which shines through every taste of Sagrantino.

The willingness to realize a work that through art gave shape to the imagery linked to the people, the territory and the nature of our places, led us to meet the young Mantuan artist Giulia Bernardelli, also known as **Bernulia**. The compositional path spanned the whole of 2022, and ended with **the creation of four works, each linked to a Montefalco Sagrantino DOCG label from our winery. Reading them, four of the five senses of perception are stimulated**: the richness of the compositions returns the aromatic complexity of the wine. Than the three-dimensionality, polychromy and identity of the elements point to tactile sensations, the visual impression, and the taste of the wine itself, **facilitating the understanding of the wine before its tasting experience**.

SPINNING BEAUTY
Montefalco Sagrantino DOCG

ARNALDO·CAPRAI

25 ANNI
Montefalco Sagrantino DOCG

ARNALDO·CAPRAI

RUBY RED WITH GARNET HUES. COMPACT AND BRIGHT. **SOPHISTICATED BALSAMIC, FLORAL** AND **FRUITY** AROMAS. MENTHOLATED NOTES OF **MEDICINAL HE S** RANGE FROM **CARDAMOM** TO **ASSION FLOWER, ARTEMISIA, LIQ CE**, AND RETURN TO ECHOES OF **O** AND **VANILLA, BLOOD ORAN OMEGRANATE** AND **STRAWBE** NVELOPING ON THE PALATE **E VERTICAL FRESHNESS** IS SUPPORTED BY **GENTLE TANNINS.** VERY PERSISTENT, IT CLOSES WITH A **SAVOURY FINISH.**

VALDIMAGGIO
Montefalco Sagrantino DOCG

ARNALDO-CAPRAI

RUBY RED WITH A SLIGHT HINT OF GARNET, COMPACT, ENVELOPING AND **VELVETY TEXTURE.** BRIGHT AND LIVELY. **FRUITY AND FLORAL**, WITH HINTS OF **CHERRIES** IN SP IT, **VIOLETS** AND **CYCLAMEN**. THE ALSAMIC NOTES EVOLVE INTO **ENTAL SPICES, CLOVE, SANDAL** AND **RHUBARB.** THE VIBRANT FR ESS SUPPORTED BY **SILKY TANN** S BALANCED BY WARMTH AND OFT GLYCERIN SENSATION. **P STENT IN THE FINISH**, IT CLOSES WITH A **PLEASANT SAPIDITY**, RETURNING TO ECHOES OF **PLUM** AND **BLACK CHERRY.**

COLLEPIANO
Montefalco Sagrantino DOCG

ARNALDO-CAPRAI

PAR 1.3.
Certifications

At Arnaldo Caprai we have been working for some time on controlling and reducing environmental impact. Since the beginning of 2000, with the first ISO certifications the Company has been committed **to monitoring the quality of the supply chain and improving environmental performance.**

In 2008, as the **leader** of seven wineries in the area formed the Association Grandi Cru di Montefalco, we started a collaboration with the University of Milan, the *'Parco Tecnologico dell'Umbria'* and some regional training centers, with the aim of defining, through the testing of innovative practices and techniques, a territorial protocol of sustainable production. This led in 2013 to the creation of the first Italian sustainability protocol for the wine sector, aimed at measuring **not only the environmental impact, but also the social and economic impact: New Green Revolution**, validated by CSQA, an independent certification body for agri-food.

The protocol certifies compliance with the following values:

1. Technical management of high-level vineyards
2. Reduction in the use of resources
3. Preservation of landscape and biodiversity
4. Product traceability
5. Respect and safety at work
6. Well-being of users and visitors
7. Dialogue with customers
8. Local community involvement
9. Economic sustainability and innovation
10. Careful activity registration.

Today, after an intense activity of study and comparison that has seen us taking an **active part in the development of the SOPD Equalitas sustainability standard**, most of the principles of the New Green Revolution protocol have been included in **Equalitas**, which we joined in 2019.

YEAR	NAME	CONTENT
2001 – 2008	ISO 9001	It certifies compliance with the highest standards of quality management throughout the entire production chain, from the monitoring of incoming raw materials to that of the transformation processes, up to the finished product.
2005 – 2016	ISO 14001	It certifies an effective improvement of the company's environmental performance over time in its manufacturing activities.
2010	ISO 14064	It certifies the credibility and guarantees the processes of reporting and monitoring of GHG (GreenHouse Gases), in relation to the declarations of emissions by the Caprai Company and its reduction projects. The calculation of the carbon footprint is possible thanks to the adoption of the calculator Ita.Ca.
2014 – 2016	ISO 50001	It certifies the continuous improvement of energy performance, including energy efficiency, energy consumption and energy use.
2014	ISO/TS 14067	Certifies the clarity and consistency of Product Carbon Footprint (PCF) quantification, reporting and communication activities by defining the principles, requirements and guidelines for its quantification and communication.
2015	VIVA	Certifies compliance with four indicators for the product Montefalco Sagrantino DOCG "Collepiano" 2010: • "Air" evaluates the greenhouse gas emissions directly and indirectly related to the life cycle of a product (CFP) or to an organization (GHGI). • "Water" reveals the total volume of fresh water and polluted water consumed. It is an explicit indicator of the fresh water consumption in the vineyard and in the cellar related to the wine production. • "Vineyard" takes into account the agronomic management practices in the vineyards and in particular it evaluates the use of pesticides and their effect on water bodies and soils, soil management practices, fertility and biodiversity issues. • "Territory" takes into account the landscape designed by the cultivation of the vine.
2018	UNI 11646	Greenhouse gases - Specifications for the implementation of the national voluntary market management system for CO_2 credits and from projects to reduce emissions or increase removals of GHG
2019	EQUALITAS	It certifies compliance with the requirements and indicators defined for each environmental, social and economic pillar which include, among others, good agricultural practices, good economic practices towards workers and suppliers, transparency of sustainability reports. The certification involves three production dimensions: the company (Organization standard), the final product (Product standard) and the territory (Territory standard).

02

From stakeholder dialogue to materiality

GRI 2 – 28

GRI 2 – 29

GRI 3 – 1

GRI 3 – 2

PAR 2.1.

Materiality analysis

We believe that the qualitative and productive growth of our business model is based on the trust and respect of our stakeholders. These are public and private bodies, the media, sector associations, suppliers, partners, customers, employees and the community, with whom we have established relationships based on **loyalty and transparency**, and with whom we have discussed and continue to discuss our **present and future prospects**.

For this reason we are committed to organizing initiatives, events and audits that involve all stakeholders of Arnaldo Caprai.

Today we are in an active dialogue with the local Institutions and Associations for the creation of a Rural District, taking part through our CEO of its Board. We have promoted, both directly and in collaboration with other associations of producers, projects for the development of the area of Montefalco, which have made the village known and appreciated worldwide.

Likewise, convinced of the need to make the whole territory responsible for the sustainable development of local realities, we involved other wineries of Montefalco in the creation of the first territorial sustainability protocol in Italy.

We are in the Committee of Promoters of Symbola, Foundation of Italian Qualities. We actively participate in sector associations such as Confagricoltura, supporting many of the initiatives periodically activated. As members of the Pollenzo Agency, we have contributed to the recovery of the historic Pollenzo complex and to the creation of a reference hub for food and wine knowledge, home to the first University of Gastronomic Sciences in the world.

In 2022 our second Sustainability Report received a special mention in the Food section of the first edition of the "Bilancio di Sostenibilità" Award organized by Corriere della Sera and Bologna Business School.

Although Arnaldo Caprai is not obliged to report on its social, environmental and economic impacts, since the first edition, it has seen the Sustainability Report as a necessary document to share its impacts with stakeholders.

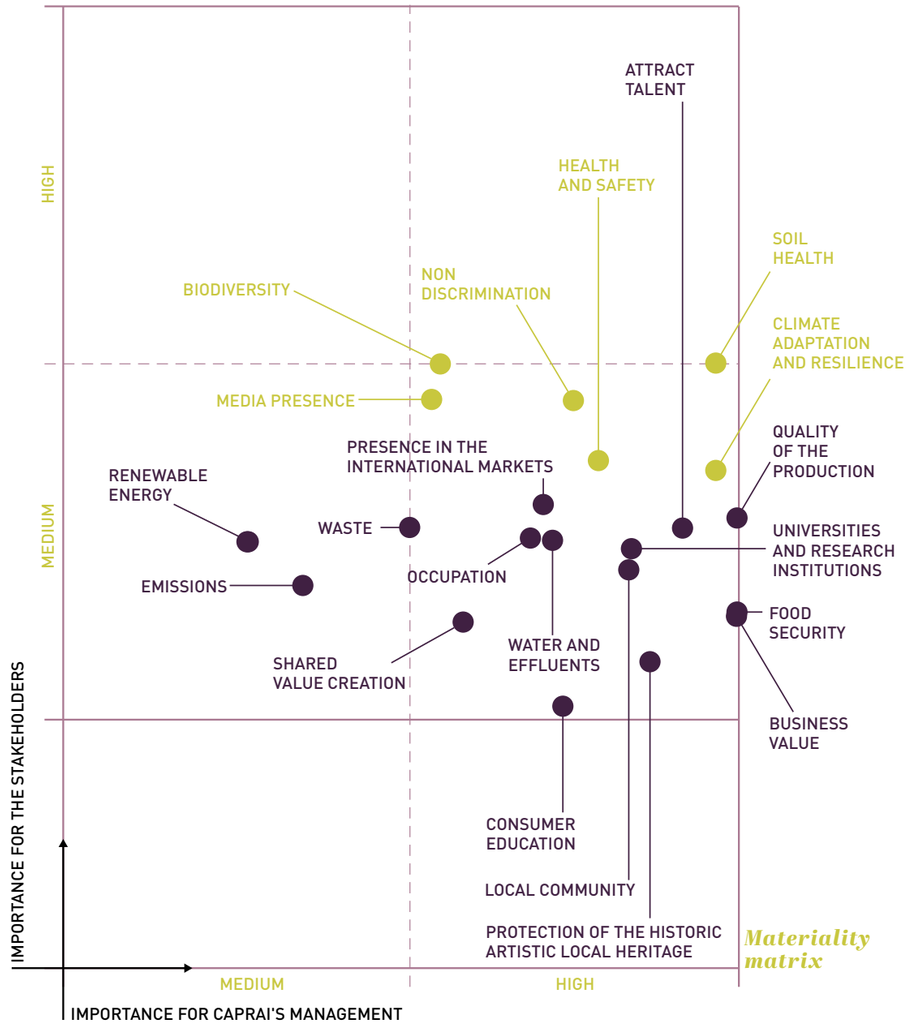
To ensure the completeness and comparability of the reported information, we used the GRI Sustainability reporting standards. This year, the 2022 topics were selected starting from the analysis of the GRI 13, Agriculture, Acquaculture and Fishing Sector (published in 2022) applicable to our business, and in particular by comparing the 26 topics proposed by it with the 23 topics resulting from the materiality analysis we conducted in the previous year.

We therefore submitted to stakeholders 21 topics out of the 26 indicated by the GRI standard 13 consistent with the business and others already assessed in previous years as relevant by management.

In February 2022, we administered a quantitative analysis to our stakeholders, in which we asked them to assign a priority score from 0 to 4 (no priority-very high priority) to the 21 topics identified. We managed to collect 12 contributions, most of which came from employees and suppliers.

The materiality analysis shows, in the relative matrix, the material results, namely the aspects considered significant by the Arnaldo Caprai company and stakeholders, that exert a relevant influence on expectations, decisions and actions generating economic, social and environmental impacts.

The threshold for the consideration of relevance of the topics has been fixed to the portion of the matrix where the priorities marked as high/ very high for the company and high/ very high for the stakeholders intersect.



From stakeholder dialogue to materiality

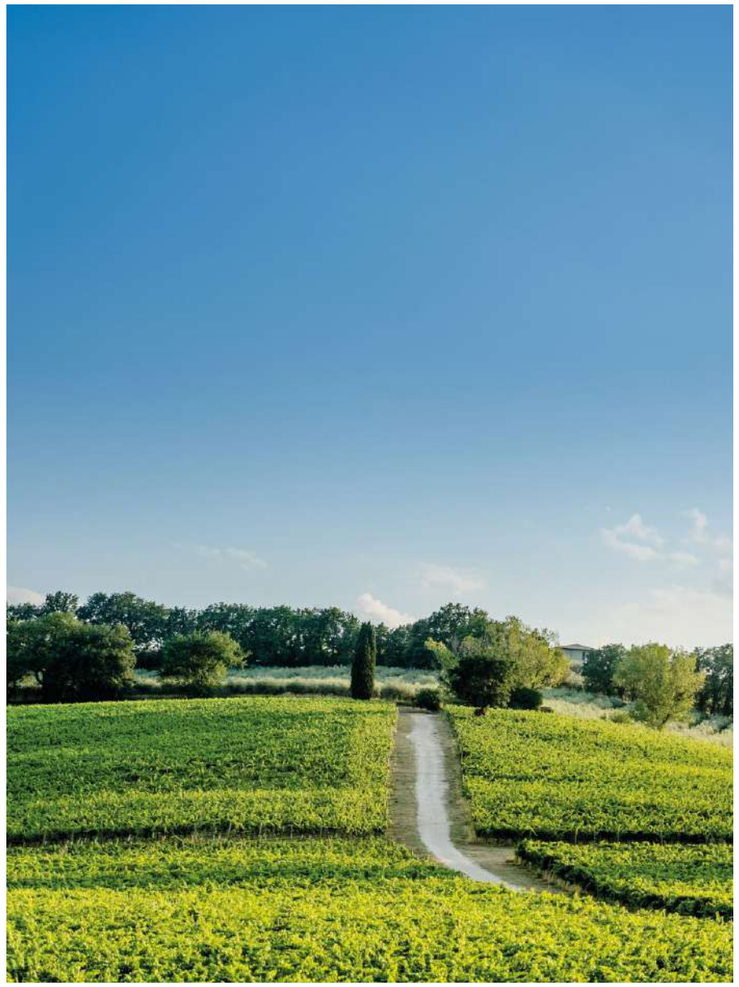
PAR 2.2.

The sustainability strategy and the Sustainable Development Goals

The UN Agenda 2030 for Sustainable Development is a concrete action plan signed in September 2015 by the 193 UN member states, whose main objective is to share a **global commitment to ensure a sustainable future for the planet and the people who live on it.**

The plan defines 17 Sustainable Development Goals (SDGs) and 169 goals that countries and organizations are expected to achieve jointly by 2030. The goals defined by the 2030 Agenda are closely related to each other and must therefore be reached with the help of a systemic approach that prioritizes the mutual interrelations. **Each company, through its business and strategic planning, is called upon to make its own contribution to the achievement of the SDGs.**

For this reason, we focused again this year on our impacts and results to identify the 2030 Agenda Goals that were closest to our action plan. **The joint analysis of the 17 SDGs, their sub-targets and the material topics that emerged from the discussion between management and stakeholders, revealed a connection between our specifics and some of these Goals.** This connection in the coming year will be the basis for the construction of a Sustainable Business Strategy. Through our activities we contribute to the achievement of Sustainable Development Goals number 2, 4, 8, 9, 12, 15, as summarized below:



GOAL 2

Through the research of innovative agricultural technologies and the dissemination of sustainable practices, we contribute to the SDG entitled: "End hunger, achieve food security and improved nutrition and promote sustainable agriculture".

GOAL 4

The relationship with the Universities and specialization schools, training and transfer of skills to employees are a fundamental contribution to the *SDG* 4 entitled: "Ensure inclusive and equitable quality education and promote lifelong learning opportunities for all". Investing in training makes it possible to improve the processes and quality of production, as well as the qualification of the students or workers with whom we come into contact.

GOAL 8

We are promoters of wine development in Montefalco and its success in the world. We ensure a healthy and safe working environment for all workers and we engage with our largest suppliers to raise our supply chain's awareness of sustainability issues as quickly as possible. In this way, we contribute to *SDG* 8: "Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all".

GOAL 9

Our Research and development lab, thanks to which we have activated projects in partnership with start-ups, universities and research institutions, has made possible over the years the innovation of processes and technologies for the care of vineyards and the management of the cellar, encouraging an increasingly greater efficiency of consumption. With our commitment we support the achievement of *SDG* 9: "Build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation"..

GOAL 12

Agriculture 4.0 tools and machinery significantly reduce the release of chemicals into the air, water and soil, thereby minimizing the impact on the environment and local communities, ensuring the achievement of the goals defined in *SDG* 12: "Ensure sustainable consumption and production patterns".

GOAL 15

Preserving the biodiversity of our soils is an integral part of our business strategies, within the framework of vineyard management. In this way we contribute to *SDG*15 "Protect, restore and promote sustainable use of terrestrial ecosystems, sustainably manage forests, combat desertification, and halt and reverse land degradation and halt biodiversity loss".

03

The value of relations

GRI 2 – 1

GRI 2 – 6

PAR 3.1.

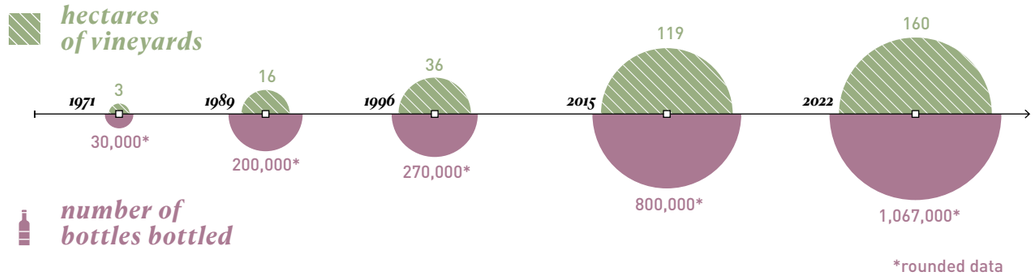
Arnaldo Caprai in bottle

Fifty-one years after the foundation of Arnaldo Caprai Società Agricola Srl, **we are leaders in the production of Montefalco Sagrantino DOCG**, with most of our vineyards cultivated with our native grape, Sagrantino, in thirty-six fields of six different soil and climate environments.

The deep knowledge of viticulture and the love for the territory are the common thread of all our production, **which expresses wines capable of distinguishing themselves for their finesse, quality and class, consistently over time.**

Since the beginning we have accompanied the cultivation of Sagrantino to other typical varieties of the area, in particular Sangiovese and Grechetto, bases respectively of the DOC Montefalco Rosso and Colli Martani Grechetto.

The first plantings of international varieties date back to the end of the 1980's, when thanks to the stubbornness of renowned professionals such as Attilio Pagli and Leonardo Valenti, we bet on the vocation of our territory by starting to **design enological models of excellence**, which could challenge the production of the great wines of the world from Merlot, Pinot Noir, Sauvignon and Chardonnay grapes.



The goal of keeping constant the high quality of our production combined to the desire of **competing with great wines** on the international market, showed us the way to the collaboration with Michel Rolland, started in 2015. Bringing the long and international experience of the French enologist to Montefalco has been a new challenge for us, driven by the unstoppable aspiration towards an ever higher level of quality of production.

As per Umbrian tradition, the nine hectares of olive trees of the property allow us to create a small and prestigious production of extra virgin olive oil from Moraiolo, Frantoio and Leccino olives, typical of our area.

Arnaldo Caprai

PRODUCT OFFERING

red wine · white wine · sparkling wine · grappa · india pale ale · blond ale · olive oil

Cinquant'anni

MONTEFALCO SAGRANTINO DOCG

100% *Sagrantino*

24 MONTHS french oak barrel · **8 MONTHS*** bottle

Spinning Beauty

MONTEFALCO SAGRANTINO DOCG

100% *Sagrantino*

8 YEARS french oak barrel · **8 MONTHS*** bottle

Collepiano

MONTEFALCO SAGRANTINO DOCG

100% *Sagrantino*

22 MONTHS french oak barrel · **6 MONTHS*** bottle

Sagrantino Passito

MONTEFALCO SAGRANTINO DOCG

100% *Sagrantino*

15 MONTHS french oak barrel · **12 MONTHS*** bottle

25 Anni

MONTEFALCO SAGRANTINO DOCG

100% *Sagrantino*

24 MONTHS french oak barrel · **8 MONTHS*** bottle

Valdimaggio

MONTEFALCO SAGRANTINO DOCG

100% *Sagrantino*

24 MONTHS french oak barrel · **8 MONTHS*** bottle

Montefalco Riserva

MONTEFALCO ROSSO RISERVA DOC

70% *Sangiovese*
15% *Sagrantino*
15% *Merlot*

20 MONTHS french oak barrel · **6 MONTHS*** bottle

Vigna Flaminia Maremmana

MONTEFALCO ROSSO DOC

70% *Sangiovese*
15% *Sagrantino*
15% *Canaiolo*

14 MONTHS french oak barrel · **6 MONTHS*** bottle

Montefalco Rosso

MONTEFALCO ROSSO DOC

70% *Sangiovese*
15% *Sagrantino*
15% *Merlot*

12 MONTHS french oak barrel
4 MONTHS* bottle

Anima Umbra

UMBRIA ROSSO IGT

85% *Sangiovese*
15% *Canaiolo*

8 MONTHS french oak barrel
3 MONTHS* bottle

Grecante

COLLI MARTANI GRECHETTO DOC

100% *Grechetto*

3 MONTHS steel tanks
3 MONTHS* bottle

Montefalco Grechetto

MONTEFALCO GRECHETTO DOC

90% *Grechetto*
10% *Sauvignon*

3 MONTHS steel tanks
3 MONTHS* bottle

Poggio Belvedere Rosso

UMBRIA ROSSO IGT

80% *Sangiovese*
20% *Ciliegiolo*

4 MONTHS steel tanks
4 MONTHS* bottle

Cuvée Secrète

UMBRIA BIANCO IGT

100% *Uve che meglio esprimono la potenzialità dell'annata*

6 MONTHS french oak barrel
4 MONTHS* bottle

Montefalco Bianco

MONTEFALCO BIANCO DOC

60% *Trebbiano Spoletino*
40% *Chardonnay*

3 MONTHS steel tanks
3 MONTHS* bottle

Anima Umbra

UMBRIA GRECHETTO IGT

85% *Grechetto*
15% *Trebbiano Spoletino*

3 MONTHS steel tanks
3 MONTHS* bottle

Chardonnay

UMBRIA CHARDONNAY IGT

100% *Chardonnay*

3 MONTHS* steel tanks
3 MONTHS* bottle

Sauvignon

UMBRIA SAUVIGNON IGT

100% *Sauvignon*

3 MONTHS steel tanks
3 MONTHS* bottle

Poggio Belvedere Bianco

UMBRIA GRECHETTO IGT

85% *Grechetto*
15% *Chardonnay*

3 MONTHS steel tanks
3 MONTHS* bottle

*minimum stay before sale

Metodo Classico

SPARKLING
BRUT METODO CLASSICO

100% Pinot Nero

20 MONTHS
ageing on the yeast

Metodo classico Plus Noir

SPARKLING ROSÉ
BRUT METODO
CLASSICO

100% Pinot Nero

20 MONTHS
ageing on the yeast

Grappa

DI SAGRANTINO
MONTEFALCO

100% selected pomace
from Sagrantino grapes

DISTILLATION
Casa Bonollo

Merabirra

IPA BEER

top
FERMENTING

REFERMENTATION
in bottle

Merabirra

BLOND ALE

top
FERMENTING

REFERMENTATION
in bottle

Olio Evo

EXTRA VIRGIN OLIVE
OIL

COLD PRESSING
WITHIN 24 HOURS
from harvest

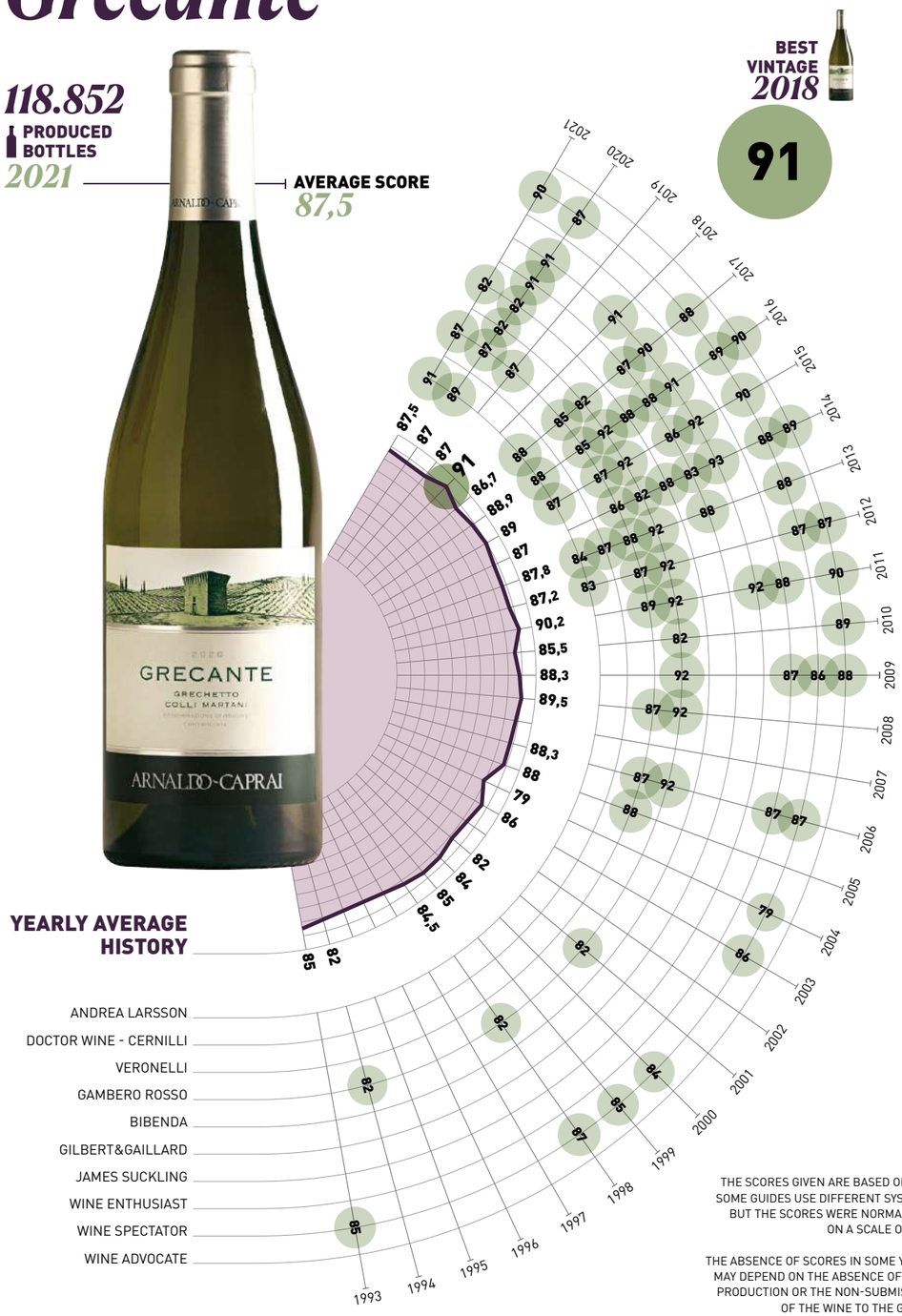
Grecante

118.852
PRODUCED BOTTLES
2021

AVERAGE SCORE
87,5

BEST VINTAGE
2018

91



YEARLY AVERAGE HISTORY

- ANDREA LARSSON
- DOCTOR WINE - CERNILLI
- VERONELLI
- GAMBERO ROSSO
- BIBENDA
- GILBERT&GAILLARD
- JAMES SUCKLING
- WINE ENTHUSIAST
- WINE SPECTATOR
- WINE ADVOCATE

THE SCORES GIVEN ARE BASED ON 100.
SOME GUIDES USE DIFFERENT SYSTEMS
BUT THE SCORES WERE NORMALISED
ON A SCALE OF 100.

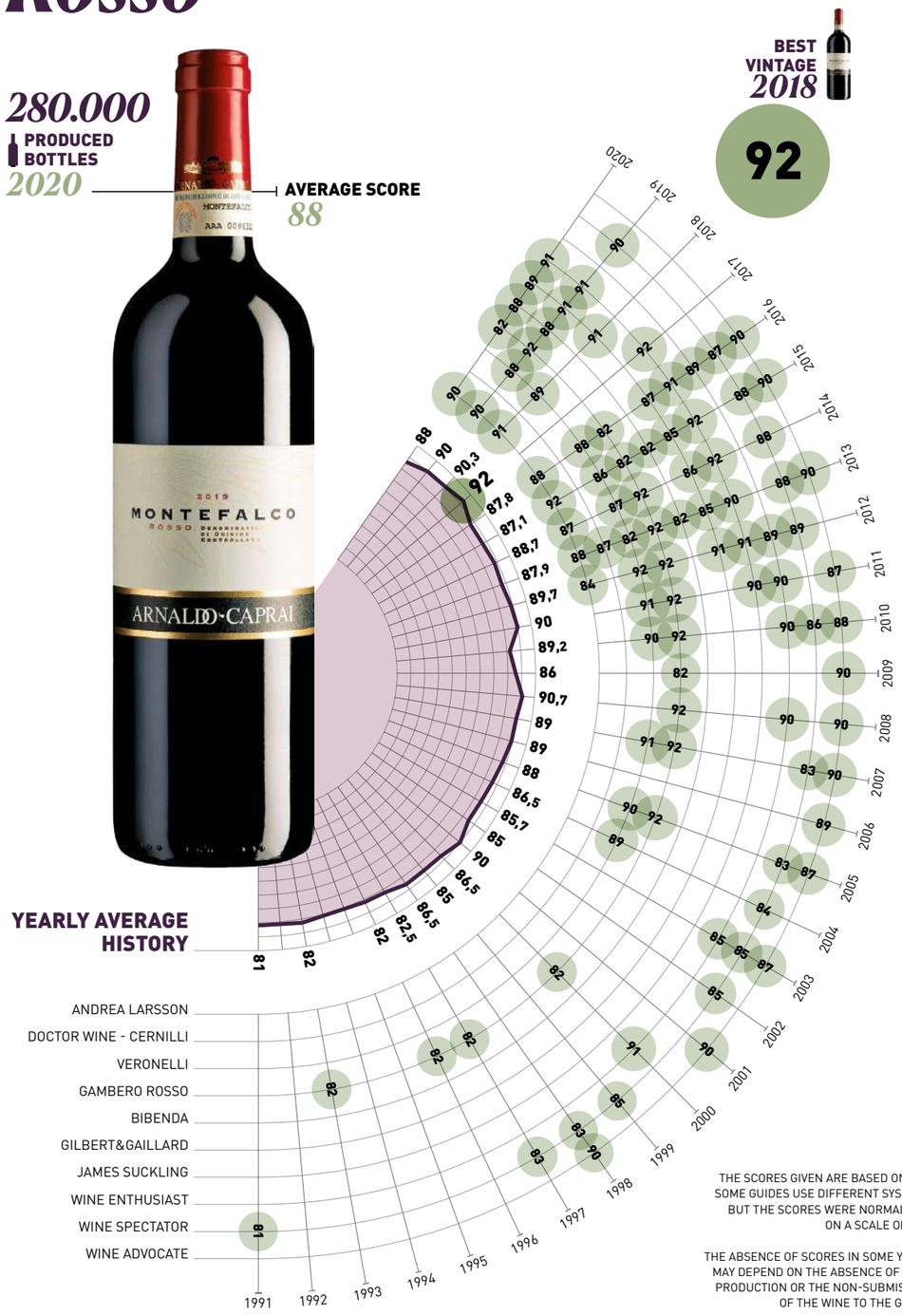
THE ABSENCE OF SCORES IN SOME YEARS
MAY DEPEND ON THE ABSENCE OF WINE
PRODUCTION OR THE NON-SUBMISSION
OF THE WINE TO THE GUIDE.

Montefalco Rosso

280.000
PRODUCED BOTTLES
2020

AVERAGE SCORE
88

BEST VINTAGE
2018
92



YEARLY AVERAGE HISTORY

ANDREA LARSSON
DOCTOR WINE - CERNILLI
VERONELLI
GAMBERO ROSSO
BIBENDA
GILBERT&GAILLARD
JAMES SUCKLING
WINE ENTHUSIAST
WINE SPECTATOR
WINE ADVOCATE

THE SCORES GIVEN ARE BASED ON 100. SOME GUIDES USE DIFFERENT SYSTEMS BUT THE SCORES WERE NORMALISED ON A SCALE OF 100.

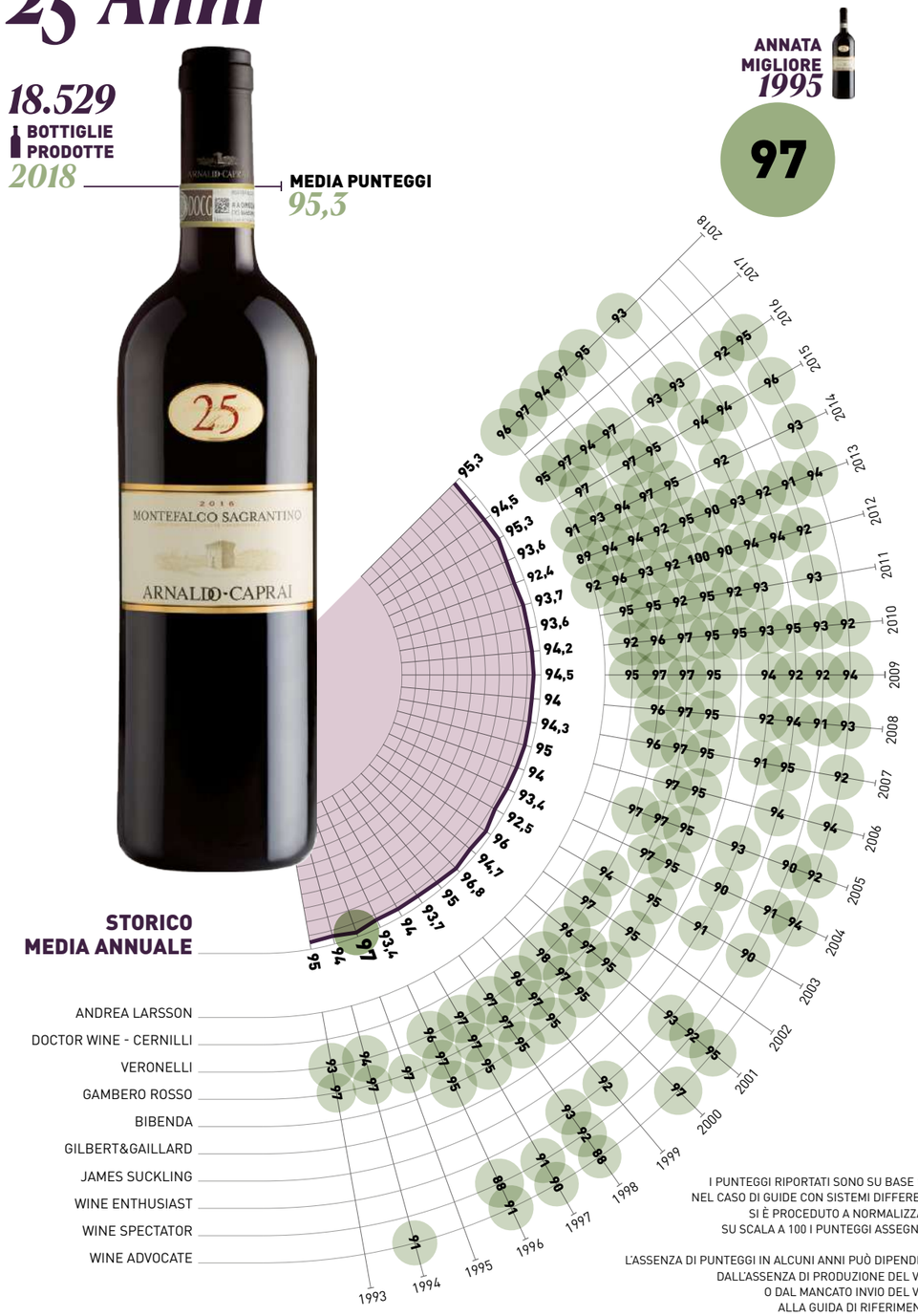
THE ABSENCE OF SCORES IN SOME YEARS MAY DEPEND ON THE ABSENCE OF WINE PRODUCTION OR THE NON-SUBMISSION OF THE WINE TO THE GUIDE.

Montefalco Sagrantino 25 Anni

18.529
BOTTIGLIE PRODOTTE
2018

MEDIA PUNTEGGI
95,3

ANNATA MIGLIORE
1995
97



STORICO MEDIA ANNUALE

ANDREA LARSSON
DOCTOR WINE - CERNILLI
VERONELLI
GAMBERO ROSSO
BIBENDA
GILBERT&GAILLARD
JAMES SUCKLING
WINE ENTHUSIAST
WINE SPECTATOR
WINE ADVOCATE

I PUNTEGGI RIPORTATI SONO SU BASE 100, NEL CASO DI GUIDE CON SISTEMI DIFFERENTI SI È PROCEDUTO A NORMALIZZARE SU SCALA A 100 I PUNTEGGI ASSEGNATI.

L'ASSENZA DI PUNTEGGI IN ALCUNI ANNI PUÒ DIPENDERE DALL'ASSENZA DI PRODUZIONE DEL VINO O DAL MANCATO INVIO DEL VINO ALLA GUIDA DI RIFERIMENTO.

PAR 3.2.

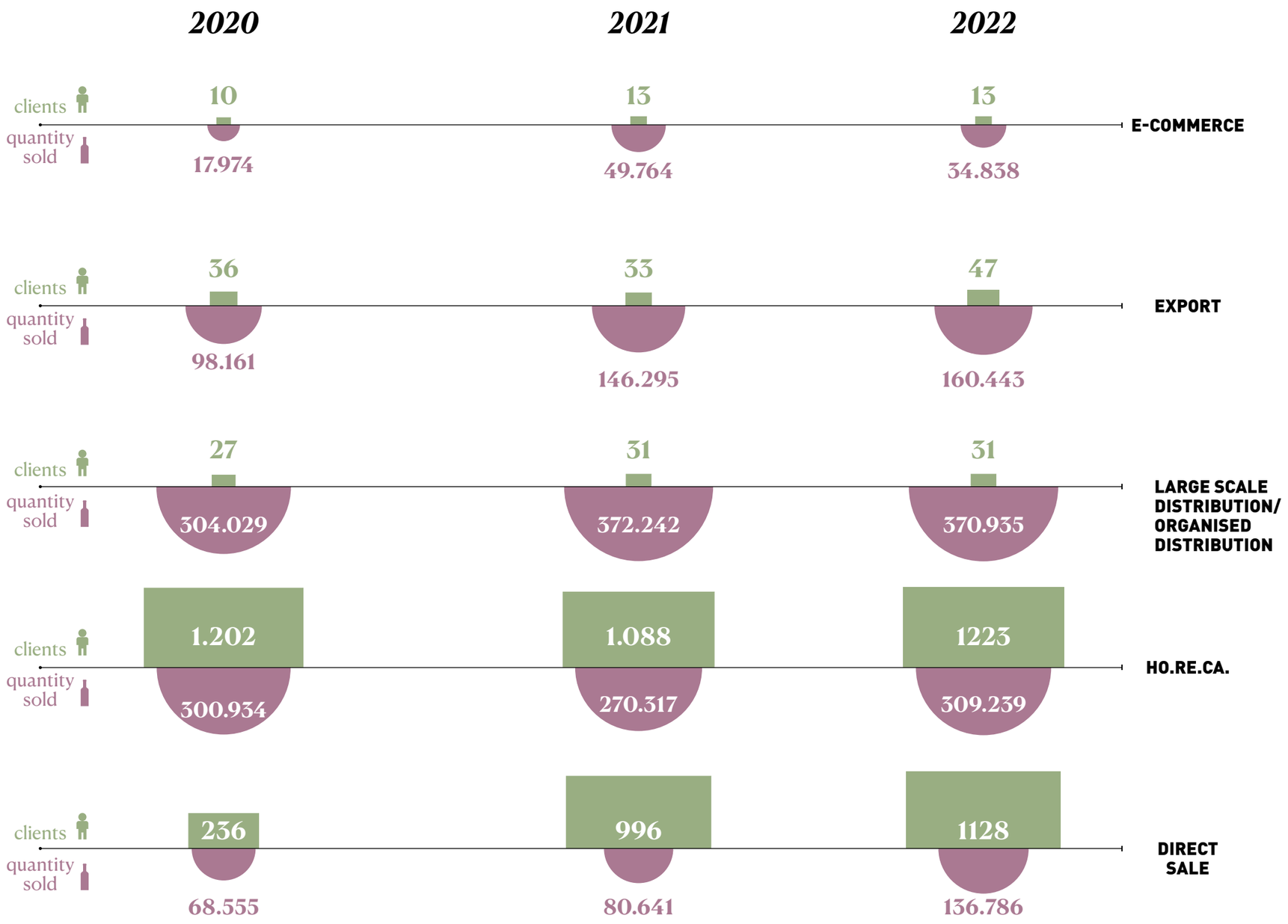
Arnaldo Caprai in Italy and in the world

After two years in which the uncertainty of the pandemic scenario has strongly affected consumption, 2022 was a year of consolidation and further business growth. Our annual production increased by 25.79%, and **the quality of production remained high.**

This was not a random phenomenon, but the result of **conscious choices that management has made over the years**. The capillarity of our sales network and the direct relationship with customers have allowed us to make the difference.

In 2022, our products reached 34 countries around the world, facing new markets.

The large-scale retail trade continues to play a fundamental role: thanks to the reliability of its partners, it is an important base that allows Italian consumers to taste the excellence of our Company. In the last year, a strategic asset in strong expansion is also linked to direct sales, in particular thanks to the significant role of wine tourism.



2020		2021		2022	
TOTAL CLIENTS	TOTAL QUANTITY SOLD	TOTAL CLIENTS	TOTAL QUANTITY SOLD	TOTAL CLIENTS	TOTAL QUANTITY SOLD
1.511	789.653	2.161	919.259	2.442	1.012.241

PAR 3.3.

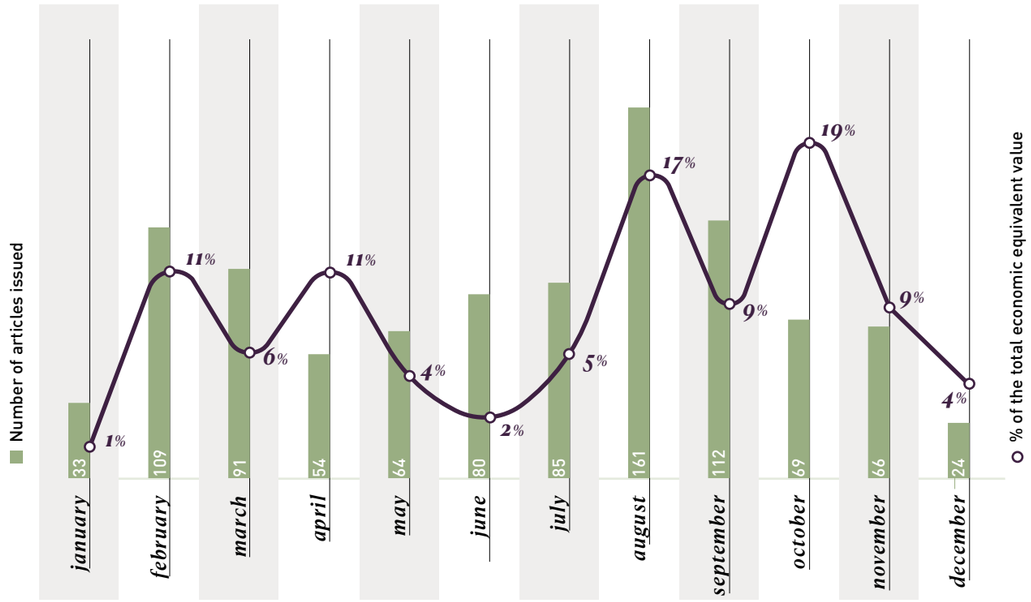
Press Coverage

The recovery of Sagrantino di Montefalco, the iconic wine of the winery, the coordinated actions we take daily in order to combine precision agriculture, technology and ancient gestures that for hundreds of years communities have been handing down in order to take care of the vineyard and make excellent wines, are frequently reported in the national and international press.

In 2022, the most relevant national news and newspapers (such as Studio Aperto, Corriere della Sera, La Repubblica) talked about us, highlighting the distinctive features of our wines and the company's commitment to communicating about sustainability, as well as the practices and innovations adopted to mitigate the effects of climatic change in the vineyard; Gentlemen and Panorama magazines did the same.

We have also received a great deal of attention from wine magazines, always on the lookout for good practices to share with the winegrowing community.

In total, during 2022, more than 900 articles were published about Arnaldo Caprai: this is a valuable press review, which multiplies the points of contact with our stakeholders and increases the reputation of the company, as well as being an important recognition of the daily commitment of all our employees.



Best Italian Wines
Gentlemen,
February 1, 2022

Sustainability report: here are the companies that tell their business stories best
CorrieredellaSera.it,
April 11, 2022

Caprai, the art of making Sagrantino: "our wine-symbol as viewed in a modern perspective"
CronacheDiGusto.it,
March 30, 2022

Dry weather: reducing water consumption in the vineyard: the example of Arnaldo Caprai
laRepubblica.it,
July 4, 2022

Two Italian CEOs Discuss The Joys And Trials Of Taming The Sagrantino Wine Grape in Umbria
Forbes,
June 29, 2022

PAR 3.4.

The hospitality of Arnaldo Caprai

Thanks to the research conducted by the University of Milan, it has been highlighted that the relationship between a wine and the territory in which it is produced deeply connects the two assets: the more the territory is known and appreciated for its beauty in the collective imagination, the more knowledge of the wine produced is widespread, and the reputation among consumers is higher. Likewise, **the reputation of a wine encourages the promotion of the territory from which it comes.**

This is what has also happened in our area, where **the strong link between wine production and the territory has contributed by attracting Italian and foreign tourists**, who today have the opportunity to enjoy an unforgettable experience between art, nature and wine.

The improvement in quality and the increase of the notoriety of Sagrantino have given the area the incentive to grow and develop in terms of existing accomodation[2] , **making it one of the most popular wine tourism routes in Italy.**

Our winery inaugurated its own Spazio Enoteca in 2006: a visitors' center **open to the public every day of the year**, with tasting rooms, meeting rooms and a hall for conferences and events. Thanks to the idea of sharing and attracting talents underlying the creation of these spaces, in our winery we host many conferences: an example is the Symbola Foundation seminar "*The Future of Italy: the Challenge of the Soft Economy*" held in 2006, and the Montefalco Enological Event, dedicated every year to the strategic promotion of the territory.

We were the first promoters of Harvest in Montefalco, a musical event which also involved other wineries in the area and which, from 1997 to 2005, thrilled wine and music lovers from all over Italy who came to Montefalco to attend, immersed in the vineyards, the musical performances of artists such as Goran Bregović, Max Gazzè, Vinicio Capossela, Bandabardò, and many others. We participate in the national initiatives of Cantine Aperte and Calici di Stelle, where we involve musical talents, performers, astrologers to offer moments of entertainment to **both adults and children**.

Since 2021 we are technical partners of the regional music festival *Suoni Controvento*. We therefore seize with enthusiasm this opportunity, that draw us closer to more and more people. **Only in 2022, we welcomed 23,303[3] visitors to our Spazio Enoteca.**

2
During the last 21 years (with the exception of 2020, due to the Covid-19 pandemic), the number of tourists and accommodation facilities have increased. In 2019 the number of arrivals in the municipalities of the DOCG exceeded 50 thousand units, with an incidence of foreigners of over 25%. In 2021, the number of arrivals almost returned to pre-Covid levels (45 thousand), with a lower incidence of foreigners (about 15% of the total). The total number of accommodation establishments (hotel and extra-hotel accommodation) in the five DOCG municipalities increased from 61 in 2000 to 252 in 2021. The data also show a greater number of extra-hotel accommodation (such as campsites, B&Bs and farmhouses), confirming the importance of a tourism strongly linked to the landscape and the local nature for visitors, especially international.
Source of the University of Milan entitled "How do geographical indications affect the development of a territory? The case of Sagrantino di Montefalco DOCG", see above.

3
Data obtained by the access flows in Enoteca.

Besides organizing personalized experiences, our winery offers five main tasting tours in both Italian and English, with different duration, time of experiences and budgets.

Among them, the "picnic in the vineyard" is the tour that most excites adults and children. After visiting the winery guided by our experienced staff, guests can walk and play freely among the rows of vines of the estate and then relax on our wooden terrace. There, in the shadow of a centenarian oak tree overlooking the Sagrantino vineyards, accompanied by our wine and local products contained in the basket delivered, in the heart of a branch of the Cammino di San Francesco, our guests are free to spend the day among the hills of our estate with a view of Montefalco.

Finally, we have recently inaugurated **Terrazza Monte della Torre, an exclusive space inside the estate** from which it is possible to enjoy a unique view of Montefalco and Sagrantino vineyards, illuminated until sunset. Here we take our visitors on a journey of discovery about the world of Arnaldo Caprai and Umbria **accompanied by a Wine Educator**.

Our goal is to offer a **memorable experience of our vineyards** to anyone who comes to the winery, giving the opportunity not only to taste and buy our products directly in the winery, but also to **lean information about the most attractive places in the Montefalco area.**

Ours is a winery without barriers:

- The accessibility to people with disabilities is ensured by means of a parking lot reserved to them and a special path to visit the winery;
- In the space closer to the access of our buildings there is also a dedicated car park for pregnant women or new mothers.

Two ENEL columns for recharging vehicles ensure the mobility of those who travel by electric car.

04

The value of projectuality

GRI 2 – 6

GRI 2 – 23

GRI 201 – 2

GRI 304 – 1

GRI 304 – 2

The creation of a Research and Development laboratory inside the winery marks the ethos of our way of doing business, soliciting a continuous exchange between scholars and young professionals. Today the laboratory is involved in researching and experimenting not only new agronomical and enological techniques, but also in investing in the knowledge of vineyards and production in general, **constantly improving the quality and sustainability.**

For us innovation has always been a fundamental way to keep alive the tradition in viticulture: In the past it is this approach which allowed us to give value to the Sagrantino grape thanks to the adoption of modern agronomic and enological management systems capable of exalting the quality of this extraordinary grape. In the present time innovation activity is made concrete by the continuous experimentation of precision agriculture tools, following a sustainable business model, climate change resilient.

Today, the effects of climate change on viticulture have highlighted the importance of investigating new agronomic and vine management models, but above all also the production potential of areas hitherto unused for viticulture.

In partnership with other companies and research bodies, we are analyzing the qualitative effects of a vine plant for the production of sparkling bases in the central Umbrian Apennines, over 800 metres above sea level.

In particular, the analysis that the University of Milan will carry out on the climatic variables and production parameters of the experimental vineyards planted at high altitudes, will provide relevant information on the ability to produce positive externalities on a marginal rural area through a low environmental impact farming model and the use of agricultural 4.0 technologies.

Timeline
Research and Development

1989
Collaboration with the University of Milan begins
1% of turnover allocated to R&D
The innovation in the cultivation technique of Sagrantino: the move from the "palmetta" to the "spurred cordon" cultivation

1990
Start of clonal selection: identification and characterization of presumed clones of Sagrantino

1995
Start of vineyard cover cropping experimentation

1999
Start of polyphenolic zoning

2002
Full activity of the R&D laboratory

2003
First field of Sagrantino plants comparison of seedlings

2005
Clonal selection of Grechetto dell'Umbria

2006
First harvest of white Sagrantino

2008
New Green Revolution
3% of R&D turnover

2009
First prototype of sprayer with product recovery for hilly areas
Testing of Ita.ca®, the first italian calculator for determining CO2 in the wine sector

2010
Start of a project to analyse grape temperature in relation to different levels of vine leaf stripping
Reuse of production waste from the wine sector for the production of organic fertilizer

2011
Use of tractors with automatic guidance systems with GPS and RTK network receivers

2012
Second prototype of sprayer with product recovery with variable distribution of phytosanitary mixture

2013
3K.0 Project
Badging digital system for the transparency of the working hours in vineyard

2014
GrapeAssistance Project
Innovative vine defence model
Beginning of collaboration with the ITS Umbro of viticulture and oenology address

2015
collaboration with Michel Rolland begins
- 4% of R&D turnover
Tecnosemina
Prototype of a variable rate green manure seeder

2016
Sagrantino Trail and Taste the Sagrantino's "Lonely Planet"

2017
Montefalco Agricool – Sagrantino Challenge Balloon Cup

2019
Montefalco Agricool - Food education project for the elementary school of Montefalco

2020
Agroclim Technology
Technologies to protect vines from extreme weather events

2021
50 years of the company, new investments in agriculture 4.0
3% of turnover allocated to R&D
Feasibility study of robotic vehicles for the vineyard

2022
5% of turnover allocated to R&D

33 years of Research

1 Institute of EXCELLENCE: San Michele all'Adige

53 university theses in agriculture, oenology, economics, communication sciences

6 Universities

11 scholarships funded

66 national and international for 63,360 hours of internships

PAR 4.1

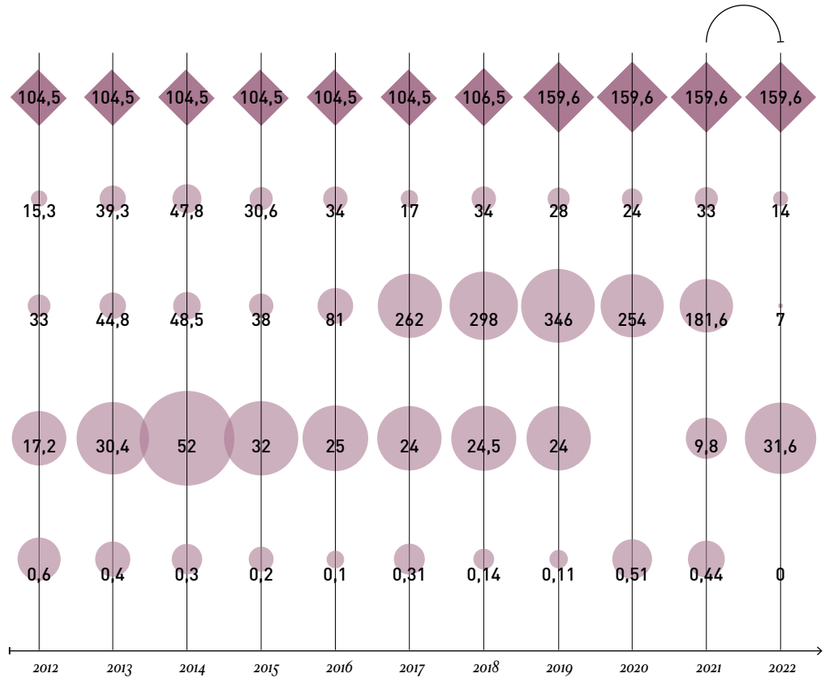
Fertilizers

At Arnaldo Caprai **we base the care of the vineyard on research and experimentation of the most innovative technologies at the service of precision agriculture.**

Since 2010 we have been **constantly monitoring our consumption** with the aim of improving efficiency in a sustainable way. We adapt our vineyard management protocol from year to year to the specific needs of the fields, depending on the climate of each specific year.

We recently introduced two latest-generation tractors equipped with automatic driving and low-emission engines. In 2022, the new tractors were connected to a digital management platform, through a satellite communication system that increases the precision of agronomic practices in the vineyard. Next year, three more tractors equipped with 4.0 technology will be purchased and a software will be installed on all agricultural equipment, including older ones, thanks to the purchase of connection devices.

Total use of
chemicals, synthetic fertilizers and herbicides in recent years



2022 variation
(calculated on 2021)

0%
planted area (ha)

-56%
phytochemicals (kg/ha)

-96%
chemical fertilizer (kg/ha)

223%
organic fertilizer (q.li)

-100%
herbicides (L/ha)

The Vineyard Connected project will be realized thanks to the purchase of a recovery sprayer and its connection to the control platform.

Regarding the managed area, in the last year, 96% less chemical fertilizers were distributed than in 2021. This figure hightlights the ability of the company to significantly reduce its use. For example, since 2019, the recorded trend has been sharply decreasing. That same year we had to carry out extraordinary interventions of mineral fertilization (mainly based on phosphorus and potassium) to restore the correct nutritional levels of the vineyards. In 2022, partly due to a low rainfall spring that did not favour the development of pathogens, we decreased the use of plant protection products by 58%. **The decrease in plant protection products over the years is due to the use of recovery sprayers, the result of company's in-house R&D activities**, with which punctual and targeted treatments were carried out on 87 of the 160 hectares under management in 2022 alone.

In 2022, the distribution of organic fertilization reached the pre COVID-19 levels (the 2020 lockdown had forced to stop the distribution). **The organic fertilizers we generally use are: digestate, horse manure and mix organic compost soil conditioner from animal and agricultural waste.**

Through the use of mechanical weeding, **we avoid the use of chemical herbicide in 95%**[4] **of the vineyard surface.**

In order to maintain and increase soil fertility in a natural way, **since 1995 we have been practicing green manure**, a technique which consists in burying, in whole or in part, between the rows of vines specific herbaceous species, such as legumes, in order to give nutrients to the soil and improve its structure. For some years we have been combining this ancient technique with the innovative tools of **agriculture 4.0**. We have created a prototype of a green manure seeder capable of distributing the quantity and quality of the seed **based on the different characteristics of the plots to be treated**, which ensures the best seeding of herbaceous or leguminous species for each plot.

Among the technologies implemented **to cope with the changing weather conditions of recent years, we have installed**, as part of the Agroclim Technology project, an anti-frost fan to control damage from spring frosts and **two irrigation systems with variable rates and a remote control** to control damage due to summer heatwaves.

In order to reduce the use of plant protection further, and develop products necessary to fight diseases in the field, the exper-

4
It remains used in a small percentage of vineyards with planting systems prior to the '90s which for the type of planting does not allow alternatives to chemical weed control.

imentation of an App is ongoing. Thanks to forecast models, field surveys and satellite images, it monitors diseases and shares the related information on a management platform. The experimental use already contributes to further improve the management and control of phytopathologies in the farmed area, thus, facilitating more accurate production estimates in the pre-harvest phase.

PAR 4.2

Biodiversity

With the eight hectares of woods, the water courses and the reservoir for the capture of spring water spread in different areas of the estate, we can rely on an important **reservoir of biodiversity** that can positively influence the health and balance of our ecosystem, so much so that it has led us to the definition of buffer strips (vegetated, not fertilized, not treated with agrochemicals) from three to eight meters wide to ensure greater protection. In the vineyard, the tools and good practices of precision agriculture, together with the contribution of organic substance of both green manure and manure, **favour the maintenance of microorganisms present in the soil**. The areas of our cultivation do not border on any of the 102 sites of the Umbria Region belonging to the "Natura 2000 " biodiversity protection and conservation network of the European Union.

To assess the environmental quality of our agrosystem, in 2020 we requested an analysis by the experts of the Biodiversity Friend protocol. Based on samples taken in different areas of the company estate, the investigation had the objective of testing the biological quality of soil, the quality of surface water and air quality (the latter through a lichen analysis). In all three analyses the values found were very satisfactory, confirming a **low anthropic impact**[5]**.**

IBS-bf*= 162,50
out of a sufficient value of **100**
*The **soil** biodiversity index*
**calculated on the presence of soil invertebrates (annelids, collemboles, mites, isopods, myriapods, insects, etc.).*

IBA-bf*= 51,33
out of a sufficient value of **30**
*The **aquatic** biodiversity index*
**calculated on the presence in surface waters of aquatic macroinvertebrates with different tolerances to pollution (plecoptera, ephemeroptera, molluscs, annelids, etc.)*

IBS-bf*= 62,33
out of a sufficient value of **45**
*The **lichen** biodiversity index*
**calculated on the presence and frequency of epiphytic lichens detected on tree barks.*

5
http://vnr.unipg.it/sunlife/index.php

PAR 4.3

Quality management

The synergy between the internal and external analysis laboratories guarantees the food safety of our products and at the same time a constant improvement of their quality. The winery's compliance with formalized analysis and control procedures ensures **the correctness of all steps during processing**, to obtain products adhering to the technical-oenological characteristics of the wine. To check safety, the parameters of the wines are reported on a special data Sheets, which are then checked annually. **The 2022 audit shows that the sensory and analytical parameters of the products comply with the specifications of DOC appellation.**

In January 2022, we updated our HACCP manual, introducing additional restrictive limits for certain potentially contaminating substances. To improve the quality of our wines, next year, we will revise the procedure for the management and control of pollutants, defining useful actions and their expected results. To ensure the smooth operation of plants and machinery, we adopt an annual maintenance plan.

In the labels of our products are indicated the information required by the relevant regulations, the origin of the name, the organoleptic characteristics, the possible food matches and, from 2013 to 2019, the certification logos of sustainability of the company.

To ensure the conformity of our current and potential suppliers with the sustainability requirements, since 2019 we have submitted them a questionnaire which requests information on the certifications held but also compliance with quality and safety requirements in the management of processes and products, training and safety in human resource management and commitment to good environmental and socio-economic practices.

This is a collection of information that is carried out each year on a sample of suppliers and that allows us **to increase the awareness of supply chain stakeholders towards environmental, social and economic sustainability. This year the required parameters were fulfilled by 54 suppliers.**

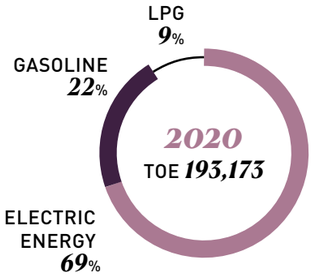
PAR 4.4

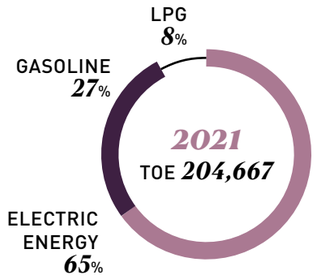
Control over consumption

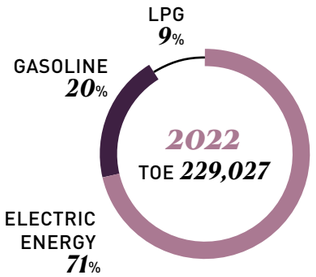
PAR. 4.4.1 Energy

For years, **we have implemented programs to make all winery practices sustainable, both in terms of energy and water.**

Energy resources used
as percentage of total







Aware of the need **to make efficient consumption of resources in the winery**, over the years we have made several choices regarding energy and water saving: in 2014 we installed 24 square meters of **solar thermal panels** for the production of hot water from renewable sources; in 2015 we put solar reflective films on the windows of our wine shop space, to optimize its thermal insulation. We then replaced the old refrigeration systems with better performing ones and **improved the efficiency of our cold distribution system.** The project of the new wine cellar is part of this project, whose realization has the goal, among others, to make more efficient the energy consumption of the winery, as well as improving the working spaces of the staff.

Electric energy used

	total bottled bottles	production in litres (L)	tot. electric energy (Mwh)
2020	765.538	545.749	535,81
2021	848.169	462.850	532,95
2022	1.066.963	659.750	655,43

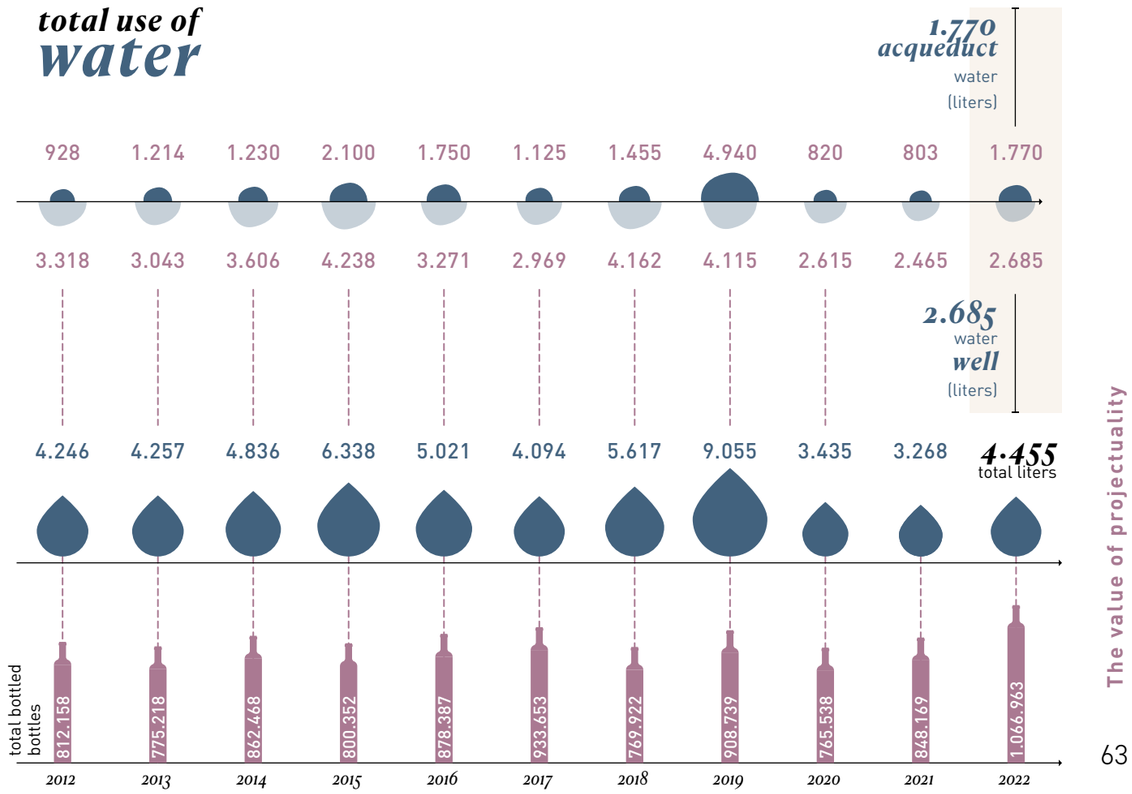
Electricity is necessary for the normal functioning of the cellar: for lighting and cooling of the spaces, for the functioning of the electrical equipment, for the crushing and winemaking processes

PAR. 4.4.2 Water, water footprint calculation

For a wine business such as ours, we use water resources in many moments of the production process, from the sanitization of the cellar to the washing of the equipment including barriques, steel tanks and bottles.

The use of water in the cellar is strictly connected to the weather conditions and to the quantity of grapes processed in the year. Thanks to a water purification plant, **we are able to reclaim the wastewater produced during the wine making processes** and provide for its expulsion in surface waters. The cellar and HACCP managers monitor the performance and interpretation of chemical analyses made into the wastewater from the purification plant, to ensure they remain in a healthy condition.

For the cleaning and sterilization of the winery's tools, in 2018 we installed a new microfiltration system that allowed us, against a greater quantity of grapes processed, **to proportionally reduce the consumption of well water used**.



Below is a summary of water consumption from 2009 to date, divided between mains water and well water.

As for the consumption of aqueduct water, which constitutes about a quarter of the water we use, the 240% increase recorded in 2019 was the consequence of a hidden leak that was then promptly repaired. On average, there is a steady efficiency in water use per liters processed.

As mentioned in the last report, this year we have calculated the corporate Water Footprint[6] . **This is an activity that, taking into account the consumption of water in the vineyard, in the cellar and in the bottling phase, promotes a more efficient management of water resources.**

Already for Montefalco Sagrantino DOCG Collepiano and 25 Anni of 2010 vintage, thanks to the VIVA program, we were able to accurately measure the total volume of water resources used to produce each of the two wines.

Water Footprint 2022

11.566,31[7]

6
The water Stress Indicator (WSI) adopted by Pfister et al. (2009) was used for the calculation of the company's water footprint. The indicator compares the consumption of fresh water and its availability in a given geographical area, in this case Italy. Conversely, it does not indicate the actual consumption of fresh water.

7
To fully understand the data, the total is reported for each functional unit: the overall value of the Water Scarcity Index in the vineyard is 0.0695 m3 for a quintal of grapes, in the cellar it is 0.0674 m3 for a liter of wine, and in the bottling phase is 0.000716 m3 for a 0,75 l bottle.

PAR. 4.4.3 Emissions

At Arnaldo Caprai we are committed to operate respecting the environment, using tools and techniques that can ensure the good quality of the product and a lessening impact on real life, **so that we can preserve the uniqueness of our territory: both of people and of the environment.**

It is the spiritual legacy of San Francesco, a man of our land, with which the governments of the world have resumed to confront urged by the Encyclical "Laudato si'" of the Holy Father, whose publication in 2015 was followed by the adoption of the UN Agenda 2030 and the Paris Agreement on climate change, as well as the most recent Cop27.

As Massimiliano Giansanti, President of Confagricoltura, said in 2022, "in the near future, the income of agricultural entrepreneurs will no longer come only from the production of food, but also from renewable energy and their ability to retain carbon in the soil.

As a company, we want to contribute to achieving the European carbon neutrality goal by 2050.

We do it for the planet, but we also do it for future generations. The rise in global temperatures jeopardizes the ability of our vineyards to continue to produce quality grapes and the ability of the communities settled in our area to live in these places, continuing a work that has been going on for centuries.

The company obtained the first ISO 14064 certified company carbon footprints in 2010, 2011 and 2012, to which a product carbon footprint on the 2010 ISO 14067 certified Sagrantino Collepiano, was added in 2015.

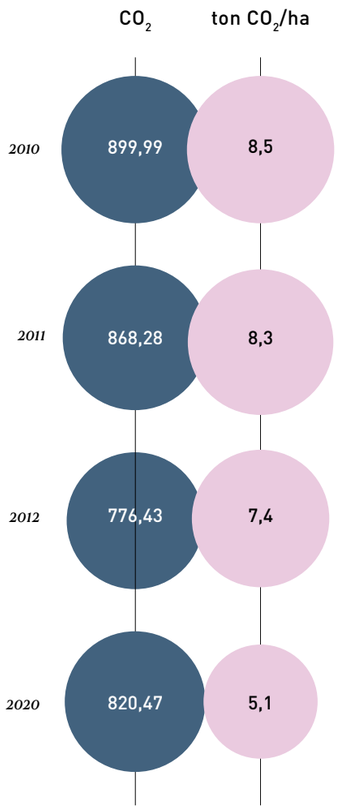
The analysis of the environmental footprint of our production was further strengthened with the UNI 11646 certification which, as part of the implementation of the national voluntary market management system for CO2 credits, allowed us to determine the carbon credits generated by our agronomic practices. It was an analysis which quantified the CO2 storage in our vineyards in the years 2014, 2015 and 2016 and that, for the part of analysis performed in the years 2019, 2020 and 2021, is currently awaiting certification.

We have thus learned that **the vineyard system, if properly managed with innovative techniques of soil and plant management, can make the activity an important site for the capture of atmospheric carbon.**

The analysis of storage was carried out in collaboration with an Italian startup created with the aim of certifying the ability of agricultural soils to store carbon allowing the transformation of good agricultural practices into value and offering solutions and methodologies to increase soil fertility.

In 2020, the last company carbon footprint was carried out in accordance with ISO 14064-1:2018 in order to verify the trend of company emissions ten years after the first monitoring was carried out. The efficiency of

emissions



production plants, the replacement of thermal power plants with latest generation technologies, the continuous modernization plan of agricultural vehicles with Euro 6 self-driving tractors has positively impacted the environmental performance that will be discussed in the next Sustainability Reports.

The result of the last analysis gives a picture in which the agricultural management of our company is able to implement the ability of the soil to absorb CO2 by converting it into organic matter which is then stored in the soil. In the last ten years, in fact, we have managed to decrease the quantity of CO2 emitted per hectare, as well as the impact of CO2 per bottle produced (from 1.3 kg in 2010 to 1.07 kg in 2020). In December 2022, the analysis conducted by an external auditor was verified, shedding light on the methodology used (**ISO 14064-1:2018 standard**) and making the scope of the analysis more accurate.

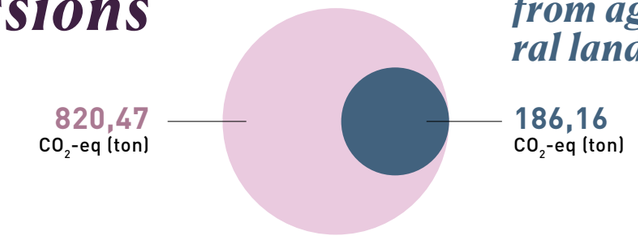
This resulted in a revision of the total amount of corporate emissions for the year 2020 from 1041.75 to 820.47 CO2-eq (ton), **showing a higher energy efficiency than reported in last year's Sustainability Report.**

This is not a point of arrival, but rather a **starting point**, from which to start working on the one hand to find strategies to reduce emissions and on the other hand to further improve soil management techniques.

Amorim Cork is a company specialized in the production of natural cork stoppers that has commissioned a study on the life cycle of

Total emissions

Direct removals from agricultural land use



corks, carried out in line with the ISO 14040 series of standards, integrated with the guidelines of the International Reference Life Cycle Data System (ILCD). The cork oak suitable for the production of corks in fact generates a significant retention of CO2.

Through the study, the supplier company was able to quantify the CO2 absorption resulting from the purchase of cork caps: **the total value for Arnaldo Caprai was 43.9 tons of CO2 in 2022**. In addition, from 2018 we join the Suber project promoted by the company, which collects the cork caps used to recycle them and use them again for design items and material for Bio-building.

05

The value of people

GRI 403 – 1

GRI 403 – 2

GRI 403 – 3

GRI 403 – 4

GRI 403 – 8

GRI 403 – 9

Going along the succession of valleys, plateaus and plains, in Umbria are found **precious witnesses of faith, culture and traditions**. Here, among the alternation of medieval villages and natural landscapes, the Mediterranean climate favors the production of outstanding products of the Italian enogastronomical culture such as wine and oil, whose tradition has been kept alive in the Middle Ages by Cistercian, Benedictine and Franciscan monks.

The sociologist Aldo Bonomi, in his speech during the conference promoted by the company to celebrate the 50 years from its foundation, said: "The civic virtues of Umbria combine landscape, beauty, agriculture and culture in an awareness which precedes the economic importance. **These civic virtues combined with the heritage of the places meet the agriculture that from the earth redraws the material civilization. These can be weaved again and again in a green society** ready to contribute to the rhetoric of the green economy". A land where the mixture of Christian spirit and civic virtues has handed down the respect for nature, the care of the community, the recovery of the territory that starts from small municipalities.

The climatic changes of the last decades have made even more evident the necessity of having to guard and preserve not only the places of art and religion, where there are testimonies of the works of Giotto and Cimabue and of the message of San Francesco d'Assisi, but also the extraordinary biodiversity and the richness of the Umbrian community.

The respect of the terroir passes also from this: from the protection of the territories and from the development of the women and men who live there.

The values of sustainable agriculture, are therefore for us the bearers of a message consistent with the history of our community, a witness to the places where religious sentiment was first combined and integrated with nature, social inclusion, commitment to society and inner peace, as recalled by His Holiness Pope Francis in the Encyclical "Laudato si'".

In this perspective, we work to ensure growth and continuity in all of our activities.

PAR 5.1.

Human resources

We are proud to be pioneers in Italy of a new idea of viticulture, one that has the environment, society and the future of its business at heart.

This is a project that, as Arnaldo Caprai Company, we have pursued through **the adoption of sustainability certifications and protocols.**

The contribution of the human resources that work in Arnaldo Caprai is the result of the dynamism of our cultural background, made up of a continuous exchange between those who preserve the traditions of the territory and those who are integrated into the company after coming into contact with us through training courses at universities or ITS.

Each of us, regardless of our role, **contributes with his or her own knowledge, culture and different experiences to the maintenance of a safe, serene and stimulating working environment.**

In 2022, some staff changes were made and an analysis of the main corporate functions was initiated **to improve project management and progress by objectives according to a Management by Objectives (MbO) approach.**

This, in the coming year, will lead to an update of the company's organizational chart and the creation of incentive plans for staff with respect to set objectives, including those related to sustainability issues.

PAR 5.1.1 Health and safety

Every year, we ask our workers to fill out an anonymous questionnaire that investigates the degree of satisfaction about working conditions in the company. In order to make its compilation more inclusive and timely in 2022 the questionnaire was adapted for content (depending on whether it was subjected to permanent or seasonal workers) and for language (Italian, French, English). **In the 2022 survey**, the majority of workers expressed satisfaction with their professional growth and relations with executives. Most say that they have a constant training in work and that the current professional position is adequate to their education. The answers given outline a Company that has at heart the needs of workers and their well-being, which involves them in decision-making processes, and is committed to the development of good personal relationships and is attentive to their professional satisfaction and personal fulfilment. Feedback from the managers highlighted improvements and particular approval was expressed for the flexibility of working hours, work permits and leave, whose communication and request are facilitated by **the RFID smart badges**.

All believe that safety regulations within the workplace are adequate and recognize respect for cultural and religious practices. Moreover, **the data collected reveal a general pride in working for a company that is embedded in the community, attentive to the needs of its workers, and that invests in sustainability.** Using a special box, it is possible to anonymously report any critical issues.

We are convinced that the quality of our products is a result of the quality of the working environment in which they are manufactured. For example, the RFID badging system ensures the transparency of the working hours and makes the request for vacations, leave or other communications independent for all workers. In the management of the company **we pay attention to the safety of people working in the vineyard in the activities of pruning and harvesting, as well as operators who carry out activities in the cellar,** which may be variously exposed to the risk of injury given the high manual content of the activities and the specificity of products and machinery used. In 2021 our production operators have been the recipients of specific training courses for the improvement of their knowledge and operational skills.

We take all necessary measures for the **prevention of accidents and damage to health**, in compliance with the Italian Law (T.U.S.L. - D.lgs 81/2008), including the preparation of a document evaluating the risks caused by the activity and the appointment of responsible figures such as RSPP, RLS as well as other supervisors specifically trained to assist in case of emergencies.

We are committed to developing and promoting a process of continuous improvement of our safety performance, as evidenced by the implementation in the vineyard of some tools such as the sprayer with product recovery and automatic guidance systems with GPS and RTK network receivers on our tractors, **which also allows the automatic sending of a request for help.**

In 2022, **no injuries were recorded among our workers**[8] . In any case, the Company takes out **an accident prevention policy for all employees**, which - with a view to company welfare - covers not only activities within the company, but also any accidents that may occur to the worker in his or her free time.

During the pandemic, we worked to follow the indications provided by the World Health Organization and the Ministry of Health, providing staff with the means of protection and adopting the necessary behavior protocols.

PAR. 5.1.2 New talents

We have always believed in the value of **training as a tool for increasing and consolidating individual skills and as a means of personal progression and improving the living conditions of the communities** in the area.

8
Including seasonal workers.

This philosophy does not only translate into **giving an opportunity to the ideas and aspirations of the Company's workers** or in providing them with ongoing training, but also in the development of actions that allow the intellectual, personal and working progress of the young people of our territory. For example the projects dedicated to the students of the schools in Montefalco, to the students who attend ITS courses and in the integration programs for asylum seekers assisted by Caritas of Foligno.

Continuous and constant collaborations with universities and research organizations have, over the years, guaranteed an increase in the level of knowledge and specialization of our employees and collaborators, **enhancing their potential and giving back to the district of Montefalco a great value.**

With the intention of actively collaborating in the training of future operators and business technicians, since 2014 **we have been investing in the training of the younger generations** by welcoming the students of ITS Umbria Academy among our vineyards.

A commitment underlined also through the active participation of our CEO Marco Caprai in the Board of the Umbrian ITS, first ITS in the Italian ranking. Convinced of the value of the educational content of the course, **we have collaborated in the design and implementation of the curriculum by providing classrooms, vineyards and specialized personnel.**

The contribution of the employees in the companies of the area, like ours, have accepted this challenge and offer a high level of training and professionalism to the young participants, employed in a post-diploma course in Agri-food. At the end of the course the students receive the State Diploma of Tertiary Education, equal to level V of the European Qualifications Framework -EQF. The students, involved in a course of 1800 hours, 800 of which to be carried out in the company, **acquire knowledge and skills that make them able to manage the production processes of the agricultural sector**: they face modules on basic legislation as well as agronomic techniques, the use of the latest technologies, and marketing strategies. This work has recently been recognized with a **certificate of merit** received at the 2021 *Premio Eccellenza Duale* of the Italian-German Chamber of Commerce, dedicated to the enhancement of virtuous dual training projects in Italy.

Thanks to the hours of training in the Company, young professionals come into contact with the business world, and **find employment**: the result is a virtuous circle of technical and cultural growth among the employees of the territory.

PAR. 5.1.3 Inclusion

Welcome asylum seekers not with works of charity but through the offer of work and professionalism: this was the purpose of the integration project carried out by the Company thanks to the collaboration with Caritas of Foligno, a project that aims to **integrate migrants in an effective way**, making them protagonists of the development of the territory and the community which they live and work in. Initially started as a project, from 2016 to the present, integration between the vineyards has acquired the character of ordinariness, becoming a good practice. The company's capacity to welcome has provided an opportunity for integration and helped overcome the problem of the difficulty of finding agricultural workers, which is always present in our sector. An internal survey conducted in 2021 showed that 67% of seasonal workers come from non-European countries, many of them asylum seekers. Seven years after the start of business, **we have provided employment and training to an increasing number of asylum seekers, who work mainly in the company's vineyards and cellar**, where they are employed as agricultural labourers. The success of the initiative now attracts more and more workers, who come to Arnaldo Caprai directly, knowing that they will find a welcoming and respectful environment. The work has given these people the chance to tell their story of great willpower and of the countries they have come from, as well as **being recognized by the community as an active contribution to the local environment, helping to dispel any prejudice.**

PAR 5.2.

With art, for Montefalco

Our roots are firmly planted in the territory of Montefalco. Our history tells of Sagrantino. The Umbrian people retain and protect the know-how of making wine and believe that through it we can defend, enhance and tell the story of the territory and the community that inhabits it, even outside the borders of its region.

In the early 90's the recognition of DOCG Montefalco Sagrantino gave impulse to a synergy between institutions and activities involved in the production area: a path that has seen us as protagonists together with other producers of the territory. Today, visitors who pass through the rolling hills and medieval villages of our area **are welcomed by the services and opportunities of the Sagrantino district of which we are bearers in the world.** The Oscar del Vino received by Marco Caprai in 2001 as "Best Producer"[9] , has recognized the success of a business model that has made the relationship between tradition, innovation and territory the starting point for a production of excellence.

We have always believed that art is an important catalyst of attention towards a territory and its tradition, including oenological tradition.

9
prize established at the time by the Italian Sommelier Association and today by the Italian Sommelier Foundation

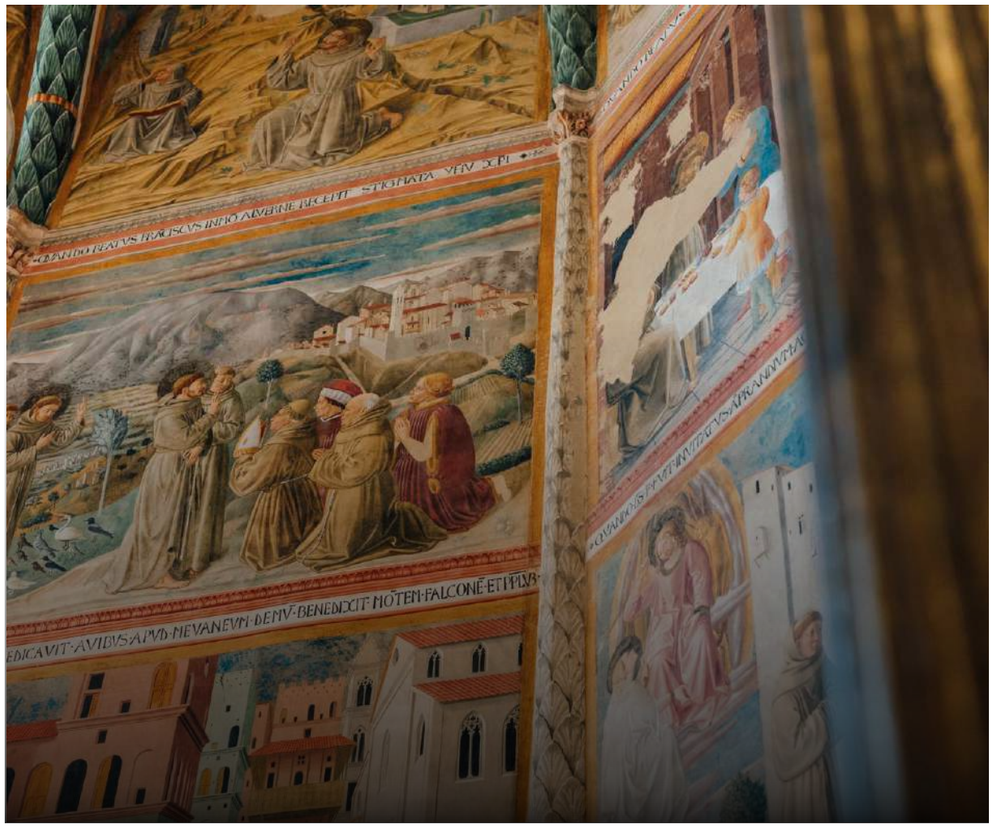
In 2022, we gave importance to the 30th anniversary of the birth of the Montefalco Sagrantino DOCG. To celebrate a date that has completely changed the fortunes of of both the human and production releationships and activities of Montefalco, we turned to the young artist and influencer **Bernulia**, who has given a new perspective to Sagrantino and its territory.

In 2021 **we celebrated the 50th anniversary of the winery** and the rebirth of Sagrantino thanks to the commitment of our family's history, with a **special edition**. The label of the bottle of Sagrantino di Montefalco DOCG "**Cinquant'anni**" was made in pure gold by the historic Florentine company Giusto Manetti Battiloro and signed by Paolo Canevari, an international artist. Canevari reinterpreted Benozzo Gozzoli's 1466 altarpiece entitled "Sposalizio mistico di Santa Caterina di Alessandria e i santi Bartolomeo, Francesco, Lucia e gli angeli", gathering together his artistic poetics and our company philosophy. This is a combination of history, craftsmanship, territory, universality, religion, iconicity, internationality, innovation, research.

Now in its fifth edition, the **fundraising** campaign named **#CAPRAI4LOVE** is also an integral and tangible part of our winery's philosophy as a tool of vision and constant commitment to support the culture of our territory. Over the years, also thanks to the involvement of exceptional testimonials and other companies and associations of the territory, the initiative **has made possible the recovery and restoration of some works that testify the history of the cultural dynamism of Montefalco**: among them the fresco by Benozzo Gozzoli "Grandi Francescani" and the wooden arch of the Museo di San Francesco.

Arnaldo Caprai winery proudly represents an important **reference point** not only for occasional visitors but also and above all for the community, always involved in our initiatives.

There are many projects that have seen us engaged **in the forefront for the visibili-**



ty of the Sagrantino district, its culture, its history, its landscapes and its outstanding products.

Among these, from the virtuous collaboration between our Company and the Winenews magazine, in 2016 we started the project that **involves the children of the elementary school** "Bruno Buozzi" of Montefalco in a laboratory of taste and nutrition education. In the series of appointments in which we are the protagonists, we transmit to the kids the curiosity towards animal and vegetable species; we then guide them in the discovery of the centenarian Sagrantino vines that can be found at the edge of some medieval buildings in the historical center of Montefalco, as well as in the observation of our natural landscapes, already the subject of Benozzo Gozzoli's work.

In 2018 we published the "Sagrantino Trail and Taste: four itineraries in a terroir of excellence": a **free guide to the Sagrantino territory**, downloadable online at www.mymontefalco.it and available in both Italian and English.

After the earthquake that severely affected the towns of Amatrice, Norcia and Visso in August 2016, tourism in Umbria suffered a major downsizing, and the phenomenon also affected the activities of our district.

The presentation of The Duel of Wine at the 73rd Venice Film Festival, a film shot largely in our winery, the streets and historical buildings of Montefalco, **contributed to give a new and safer image of our places**, evoking landscapes and lifestyles that refer to our millenary tradition. In the movie the owner Marco Caprai plays himself, and in many scenes the main character sommelier Charlie Arturaola tastes our wines. **The whole community was involved in taking part in the cast** selection of the movie, through an online contest.

In addition to the many supported cultural and musical initiatives, there has never been a lack of sports. In fact, we sponsored the Sagrantino International Balloon Challenge Cup: a competition between hot air balloons that in the summer attracts more than 90 crews **from all over the world** and thus serves as a **showcase for the promotion of the territory and its typical eno-gastronomical products**. After having flown over Sagrantino vineyards, participants are welcomed by the activities of the district which offer them various services. In the last three years we have renewed our relationship with the Ballooning event as part of the **Montefalco Agricool** project, an initiative promoting tourism to the Sagrantino area. In 2022, the sponsorship relationship also linked us to the world of cycling and running: the routes of the historic rides "Ciclostorica Francescana" and "Sagrantino Running" passed through our vineyards, where participants were welcomed with wine and local products.

The attention to the preservation of the territory and the support of the community is not limited to the Montefalco area. On the occasion of the 100th birthday of the Nobel Prize Rita Levi Montalcini, we donated all sales revenue of the special edition label to the Rita Levi Montalcini Foundation (promoting women's education in Africa).

06

The value of projectuality

GRI 2 – 6

PAR 6.1.

Investments and new working strategies: the winery for the Sagrantino of the future

We believe that **sustainable development is a process in continuous evolution**, as well as consumers' sensibility, and for this reason every year we set more and more ambitious goals in order to offer quality products while respecting the environment and the community, trying to enhance the remuneration of our outputs in order to aspire to more and more performing and efficient management tools for our business.

For the company's 50th anniversary **we laid the foundation stone of the new cellar**, a structure on which we want to build the next fifty years of our winery's history, **by expanding production while continuing to ensure the excellent quality and sustainability of our wine.**

The new grape reception area, partly already used in the 2022 harvest and whose construction will be completed in 2023, will reach an area of 590 square meters, and the total vinification area will reach 800 square meters. The grape reception area will allow to work up to 120 tons of grapes daily on four different winemaking lines, depending on the quality and oenological objectives of the harvest.

It is about an investment that will **generate a clear improvement on the first stages of grape processing and will facilitate the management of the harvest in the face of an increase in production.**

The totality of the roof surfaces will be used for solar thermal and photovoltaic production, with a 180 Kw plant and the aim to cover the entire energy needs of the company. The curved shape of the canopies will allow part of the photovoltaic panels to face north-northeast.

As regards the expansion project, in 2022 we also purchased new barrels and created a new grape skin evacuation system. In what will soon become the "historic cellar", we have renovated the office and the sanitary facilities, replaced the heating plant with a more efficient one, and insulated the new collector.

We are already committed to **further reduce the use of pesticides** in the vineyard by increasing the use of machines with product recovery, and on the other hand to increase the use of organic fertilizers.

In 2023 we will realize the **Vineyard Connected** project, a programme for the digital management of labour and mechanical equipment in vineyards.

The digitization of the operations and the weather-climatic and production parameters of the vineyard will improve the operational efficiency and the quality of the company products, with a view to sustainability. We have planned for next year the purchase of a new high-tech destemmer, and the implementation of a water treatment system for its use in the cellar.

For decades we have set ourselves the goal of sharing the great challenges of the planet, **aware that sustainable production is the added value for a viticulture that aims at quality while respecting the territory from which it originates.**

The recovery of tradition achieved through innovation has as its main purpose the protection and revitalization of the territory. At Arnaldo Caprai, we are trying through a continuous study to proactively contribute to a successful future for our territory.

Methodological note

GRI 2 – 1
GRI 2 – 3
GRI 2 – 9

This report is the third edition of the Sustainability Report realized according to the GRI Sustainability Reporting Standards guidelines defined in 2021 by the Global Reporting Initiative (GRI). The 2018, 2019 and 2020 updates of the guidelines, where available, were used. To define the material topics, those previously identified were compared with those proposed by GRI Sector Standard 13, Agriculture, Aquaculture and Fishing Sector, as better indicated in paragraph 2.1.

The contents of the Report were chosen according to the reporting principles defined by GRI: accuracy, balance, clarity, comparability, completeness, sustainability context, timeliness, verifiability.

This Sustainability Report follows the trail of the previous one, published in April 2021 concerning the performance of 2021, and covering the year from 1 January to 31 December 2022. It contains, where available, performance trends over several years for comparative purposes.

The contents of the document were established by the company management and are reported in compliance with the reporting principles of the GRI guidelines. This document is the result of an articulated process that transversely involved the entire organization, engaged in the collection and verification of data and information to be reported. The data was collected using the company's current information systems, together with the specific internal documentation available and other official sources.

The list of reported indicators and their position within the Report can be found in the GRI Content Index presented at the end of the document.

The document will be published annually, also to ensure constant reporting on the performance of Arnaldo Caprai Società Agricola Srl.

The Arnaldo Caprai Società Agricola Srl. company deals with the production of wine grapes, must and the further stages of vinification, processing, ageing and bottling. In the reporting period, no significant changes in size, structure or supply chain were identified. As a result of a change in the corporate structure, a new Board of Directors has been appointed. The Board, which is responsible for establishing the goals, values and strategies of the organization, as well as evaluating performance, is composed of a female President over the age of 40 and two men, a Vice President and a Director, both over the age of 50.

The Chairwoman of the Board is also the Legal Representative and the Councilman is the CEO of Arnaldo Caprai Società Agricola Srl. It should be noted that the consolidated financial statements are not prepared and the related economic-financial data are acquired from the Balance Sheet.

For information and insights on this document, please contact: Ludovica Calselli, lcalselli@arnaldocaprai.it.

GRI Content Index

Material topic/ GRI Disclosure		Chapter reference/Paragraph/ Direct information	Notes/ Omissions	
GRI 2 GENERAL DISCLOSURE 2021				
The organization and its reporting practices				
2-1	Organizational details	Arnaldo Caprai's numbers Methodological note		
2-2	Entities included in the organization's sustainability reporting	Arnaldo Caprai Società Agricola Srl does not belong to any Group, therefore it is not required to draw up consolidated financial statements.		
2-3	Reporting period, frequency and contact point	Methodological note		
2-4	Restatements of information	Methodological note		
2-5	External assurance	No external assurance activities were performed.		
Activities and workers				
2-6	Activities, value chain and other business relationships	Cap. 1 "Legacy and identity", par. 1.1., Cap. 3 "The value of relationships", par. 3.1., 3.2., 3.3.		
2-7	Employees	Technical appendix		
2-8	Workers who are not employees	Technical appendix		
Governance				
2-9	Governance structure and composition	Methodological note		
2-10	Nomination and selection of the highest governance body	The Board of Directors is appointed by the Shareholders' Meeting in accordance with the provisions of the law (Civil Code) and the Statute. For the current composition of the Boards, the Shareholders' Meeting adopted a selection criterion based on diversity aimed at the representativeness of all the main members.		
2-11	Chair of the highest governance body	The Chairwoman of the Board is Arianna Caprai		
2–12	Role of the highest governance body in overseeing the management of impacts	The definition of the corporate objectives and targets, including those of sustainability, is entrusted to the CEO, who reports to the Board. Each manager has the task of achieving the objectives and targets related to their area of competence. The monitoring of the achievement of the targets takes place through informal methods.		
2–13	Delegation of responsibility for managing impacts	The Board of Directors has not currently delegated any specific powers regarding the management of the Organisation's impact on the economy, the environment and people. The supervision of this aspect is entrusted to the role played by each area manager.		
2–14	Role of the highest governance body in sustainability reporting	The CEO presents the Sustainability Report annually to the Board. The contents of the document, validated by the CEO, are the result of information shared by the area managers for the parts of jurisdiction.		
2–15	Conflicts of interest	The Code of Ethics states that the Director, the area managers, the technical-operational managers, more generally the Company's employees, collaborators and consultants are required to avoid situations in which conflicts of interest may arise and in case this happens, give notice to their superiors or management.		
2–16	Communication of critical concerns	There is no formalized procedure for communicating critical issues, however, when these occur, they are discussed at the regular Board meetings.		
2–17	Collective knowledge of the highest governance body	There are no specific measures addressed to the board. The development of skills in the field of sustainable development is left to individual training.		
2–18	Evaluation of the performance of the highest governance body	There are no processes for evaluating the performance of the Board.		

	Material topic/ GRI Disclosure	Chapter reference/Paragraph/ Direct information	Notes/ Omissions	
2–19	Remuneration Policies		For confidentiality reasons, the indicator is not considered applicable.	
2–20	Process to determine remuneration	There is no procedure for determining the remuneration of the Board.		
2–21	Annual total compensation ratio		For confidentiality reasons, the indicator is not considered applicable.	
Strategy, policies and practices				
2-22	Statement on sustainable development strategy	Letter to stakeholders Chapter 2 "From dialogue with stakeholders to materiality"		
2–23	Policy commitments	Chapter 1 "Legacy and identity", paragraph 4.1 Chapter 4 "The value of research", paragraph 4.3		
2–24	Embedding policy commitments	The Company Policy, Environmental Policy and Code of Ethics set out principles and commitments to ensure responsible business conduct. Although respect for human rights is a cornerstone of our approach to business, the documents adopted so far by our company do not include a specific commitment in this regard. The objective will be to commit ourselves for the coming year to update this policy. Adherence to the Equalitas sustainability standard ensures the guarantee of protection of the various areas subject to certification (agricultural, winery, environmental, economic, social, communication practices). The internal dissemination of this approach is ensured by an annual training session for employees. Stakeholders can learn about the principles and commitments of the organization through the Sustainability Report, the Company Policy, the Code of Ethics, shared on the company website. Suppliers are also evaluated through a questionnaire that investigates their compliance with the values of Arnaldo Caprai as mentioned in the policies.		
2–25	Processes to remediate negative impacts	The Company maintains an ongoing dialogue with most of the stakeholders including suppliers, employees and customers, and handles complaints by following specific mechanisms based on their type, so that they are taken care of by the company area involved. The feedback regarding the management of the complaint is communicated to the stakeholder who raised it.		

	Material topic/ GRI Disclosure	Chapter reference/Paragraph/ Direct information	Notes/ Omissions	
2–26	Mechanisms for seeking and raising concerns	Confrontation occurs frequently at each company level. It is possible to use a box in the cellar for anonymous reporting. In 2023, a dedicated e-mail box will be created to request clarification.		
2–27	Compilance with laws and regulations	There was no case of non-compliance with laws or regulations in the reporting period.		
2–28	Membership associations	Chapter 2 "From dialogue with stakeholders to materiality", paragraph 2.1		
Stakeholder engagement				
2–29	Approach to stakeholder engagement	Chapter 2 "From dialogue with stakeholders to materiality", paragraph 2.1.		
2–30	Collective bargaining agreements	All workers are covered by collective bargaining agreements.		
GRI 3	**MATERIAL TOPICS**			
3-1	Process of determining material topics	Chapter 2 "From dialogue with stakeholders to materiality", paragraph 2.1.		
3-2	List of material topics	Chapter 2 "From dialogue with stakeholders to materiality", paragraph 2.1.		
13.2	**Climate Adaptation and Resilience**			
3-3	Material topic management	a. Impact description: extreme weather events such as frost, drought or high rainfall are increasingly frequent and intermittent. b. Involvement of the Organization in impacts: the Organization is able to find alternative solutions for maintaining competitiveness in the markets. c. Organization policy or commitments: adherence to the relevant requirements of the Equalitas sustainability standard d. Actions taken: see Chapter. 4 "The value of research" e. Monitoring of the actions carried out: through the annual collection of data and information in the different areas of competence of the area managers when reporting in the Review Report and in the Sustainability Report. f. Stakeholder involvement: through the publication of impacts and results within the Sustainability Report or, when available, with the sharing of press articles related to the topic.		

Material topic/ GRI Disclosure		Chapter reference/Paragraph/ Direct information	Notes/ Omissions	
201-2	Financial implications and other climate change risks and opportunities	Chapter 4 "The value of research", paragraph 4.1.		
13.3	**Biodiversity**			
3-3	Material Topic Management	a. Impact description: preservation of animal and plant species in the area. b. Involvement of the Organization in the impacts: no negative impacts are reported. c. Organization policy or commitments: see point c. of topic 13.2 Climate adaptation and resilience. d. Actions carried out: see Chap. 4 "The value of research", par. 4.1., 4.2. e. Monitoring of the actions carried out: see point e. of topic 13.2 Climate adaptation and resilience. f. stakeholders involvement see point f. of topic 13.2 Climate adaptation and resilience.		
304-1	Operational sites owned, leased, managed in (or adjacent to) protected areas and areas of high biodiversity value outside protected areas	Chapter 4 "The value of research", paragraph 4.2.		
304-2	Significant impacts of activities, products and services on biodiversity	Chapter 4 "The value of research", paragraph 4.2.		
304-3	Protected or restored habitats		The indicator is not considered relevant as the Company does not operate in protected geographical areas.	
304-4	Species listed in the IUCN "Red List" and in the national lists that find their habitat in the areas of operation of the organization	In the reporting year, it was not possible to investigate the presence of species listed on the IUCN Red List or national lists in the company's areas of operation.		

Material topic/ GRI Disclosure		Chapter reference/Paragraph/ Direct information	Notes/ Omissions	
13.5	**Soil health**			
3-3	Material topic management	a. Impact description: possible damage or alteration of the soil composition in the area. b. Involvement of the Organization in the impacts: no negative impacts are reported. c. Organization policy or commitments: see point c. of topic 13.2 Climate adaptation and resilience. d. Actions carried out: see Chap. 4 "The value of research", par. 4.1., 4.2. e. Monitoring of the actions carried out: see point e. of topic 13.2 Climate adaptation and resilience. f. stakeholders involvement: see point f. of topic 13.2 Climate adaptation and resilience.		
No GRI		Chapter 4 "The value of research", paragraphs 4.3., 4.4.		
13.15	**Non discrimination and equal opportunities**			
3-3	Material Topic management	a. Impact description: possible violation of human rights for discrimination on the basis of workers' origin or gender. b. Involvement of the Organization in impacts: there are no negative impacts c. Organization policy or commitments: compliance with the principles of the company Code of Ethics d. Actions carried out: see Chap. 5 "The value of people", par. 5.1.2, par. 5.1.3. e. Monitoring of the actions carried out: see point e. of topic 13.2 Climate adaptation and resilience. f. Stakeholders involvement: see point f. of topic 13.2 Climate adaptation and resilience.		
405-1	Diversity in government bodies and among employees	Methodological note Technical appendix		
405-2	Ratio of basic salary and earnings of women to men	Technical appendix		
406-1	Incidents of discrimination and corrective measures taken	No incidents of discrimination were detected.		
13.19	**Health and safety**			

Material topic/ GRI Disclosure	Chapter reference/Paragraph/ Direct information	Notes/ Omissions

3-3	Management of the material topic	a. Description of impacts: it is possible that workers are exposed to specific health and safety risks for the activities carried out in particular in the countryside and in the cellar. b. Involvement of the Organization in impacts: there are no negative impacts c. Organization policy or commitments: compliance with the principles of the company Code of Ethics and current legislation on the environment and work. d. Actions carried out: see Chap. 4 "The value of research", par. 4.3. and Chapter 5 "The value of people", par. 5.1.1. e. Monitoring of the actions carried out: see point e. of topic 13.2 Climate adaptation and resilience. f. Stakeholders involvement: see point f. of topic 13.2 Climate adaptation and resilience.		
403-1	Occupational health and safety management system	Chapter 5 "The value of research", paragraph 5.1.1.		
403-2	Hazard identification, risk assessment and accident investigation	Chapter 5 "The value of research", paragraph 5.1.1.		
403-3	Occupational health services	Chapter 5 "The value of research", paragraph 5.1.1.		
403-4	Worker participation, consultation and communication on occupational health and safety	Chapter 5 "The value of research", paragraph 5.1.1.		
403-6	Worker health promotion	The Company has a supplementary health care policy for permanent workers.		
403-7	Prevention and mitigation of occupational health and safety impacts within business relationships	Chapter 4 "The value of research", paragraph 4.3.		
403-8	Workers covered by an occupational health and safety management system	Chapter 5 "The value of research", paragraph 5.1.1.		
403-9	Workplace accidents	Chapter 5 "The value of research", paragraph 5.1.1.		
403-10	Occupational diseases	There were no occupational diseases.		
No GRI	**Media presence**			

Material topic/ GRI Disclosure		Chapter reference/Paragraph/ Direct information	Notes/ Omissions	
3-3	Management of the material topic	a. Description impacts: brand awareness and brand reputation b. Involvement of the Organisation in impacts: no negative impacts c. Organisation policy or commitments: The communication policy will be updated the following year. In any case, the management of the reports is referred mainly to the CEO and an external press office. d. Actions carried out: see Chap. 3 "The value of relationships", par. 3.3. and. Monitoring of the actions carried out: through the annual collection of data and information within the competence of the communication manager when reporting in the Sustainability Report. f. Stakeholder involvement: see point f. of topic 13.2 Climate adaptation and resilience.		

Technical appendix

GRI 2-7: Employees

The wine sector is characterized by a physiological seasonality of work due to the diversity of periods in which the main processes must be carried out. This feature involves the strong presence of seasonal workers. Recruitment of seasonal workers normally takes place in January, through contracts expiring by the end of the year, in order to ensure the possibility for employees to carry out the necessary working days, thus managing any concentration/dilution of work resulting from the influence of weather conditions.

The following tables detail the composition of the workforce over the three-year period 2020-2022. In this regard, please note that Arnaldo Caprai Società Agricola srl operates exclusively in the DOCG area of Sagrantino di Montefalco, in the province of Perugia.

Total number of employees in the last three years

2020			2021			2022		
Women	Men	Total	Women	Men	Total	Women	Men	Total
27	88	115	37	97	134	48	120	168

In 2022, the total number of permanent and seasonal employees is 168, of whom 48 are women and 120 men. The gender imbalance is due to the characteristics of agricultural work, which attracts a higher number of men than women.

Number of permanent employees in the last three years

2020			2021			2022		
Women	Men	Total	Women	Men	Total	Women	Men	Total
27	11	19	9	8	17	8	10	18

Number of full and part-time employees in the last three years

	2020			2021			2022		
	Women	Men	Total	Women	Men	Total	Women	Men	Total
Full – time	8	11	19	9	7	16	8	8	16
Part - time	-	-	-	-	1	1	-	2	2
Total	8	11	19	9	8	17	8	10	18

As the two tables above show, the permanent employees are all employed on permanent contracts. In 2022, 88% of the employees in the company have a full-time contract and 11% have a part-time contract. The objective is to provide a detailed representation of the seasonal workers employed in the company.

For this reason, it was considered appropriate to offer here both the data relating to the composition by gender (man, woman) and by region of origin (if born in Italy, in the European Union or in countries outside the European Union).

Number of seasonal workers and region of origin

Nr	2020			2021			2022		
	Women	Men	Total	Women	Men	Total	Women	Men	Total
Italy	11	21	**32**	18	26	**44**	21	20	**41**
UE	1	1	**2**	1	2	**3**	2	3	**5**
Non - UE	7	56	**63**	9	62	**71**	17	87	**104**
Total	**19**	**78**	**97**	**28**	**90**	**118**	**40**	**110**	**150**

GRI 405 – 2: Ratio of basic salary and wages of women to men

The following table shows the ratio of women's basic salary to men in figures for the last three years. It is specified that the ratio relating to the category "workers" concerns temporary workers, as there are no permanent workers.

	2020	2021	2022
Managers	-	-	-
Executives	-	-	-
Employees	0,7	0,7	0,7
Workers	1,12	1,08	1,06

GRI 401: Employment 2016

The data listed refer to the employees of Arnaldo Caprai Società Agricola Srl, excluding seasonal workers.

GRI 401 - 1 New recruits and turnover

	2020	2021	2022
	n	n	n
HIRINGS			
Men			
Age < 30 years	-	-	3
Age 30 - 50 years	-	-	-
Age > 50 years	-	1	-
Women			
Age < 30 years	-	-	-
Age 30 - 50 years	-	-	-
Age > 50 years	-	-	-
RESIGNMENTS			
Men			
Age < 30 years	-	-	-
Age 30 - 50 years	1	-	1
Age > 50 years	-	1	-
Women			
Age < 30 years	-	-	-
Age 30 - 50 years	-	1	-
Age > 50 years	-	-	1
% Overall turnover	0,05	0,18	0,28
% Positive Turnover	0,00	0,06	0,17
% Negative Turnover	0,05	0,12	0,11

ARNALDO·CAPRAI
Viticoltore in Montefalco

Società Agricola S.r.l.
Località Torre di Montefalco 1
06036 - Montefalco (PG) Italia
Tel. 0742/378802
Fax 0742/378422
Email info@arnaldocaprai.it

This document can also be found in pdf format
at **www.arnaldocaprai.it**

Editorial coordination and texts: Leaf Srl
Graphic design: Leaf Srl, Bianco Tangerine
Pictures: Marius Mele

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ARNALDO CAPRAI società agricola S.R.L.
Località Torre, 1 - 06036 Montefalco (PG) Italia
+39 (0)742 378802
info@arnaldocaprai.it