



**About us.** The story of our company began with Gino Umani Ronchi in Cupramontana -the heart of Verdicchio Classico- more than half a century ago and it has spread further over the years. Today the Umani Ronchi estate is owned by the Bianchi-Bernetti family, who since 1957 have been making superb-quality craft wines, achieving the best out of the Verdicchio and Montepulciano, two varietals that find their finest expression in the Marche and Abruzzo regions.

**Our identity.** It is represented by the value of roots and land. Since the 1970s Umani Ronchi owned-land has been doubled and 85% of old vines has been renewed. The winery has kept its focus on Verdicchio and Rosso Conero, along with its interest in grape varieties such as Pecorino and Lacrima di Morro d'Alba, by pursuing high-grade objectives in terms of wine quality. The research of the best vineyards, the experimentation of the most advanced agronomic and oenological techniques, the enhancement of single vineyards or crus have always guided the company choices. Today Umani Ronchi runs vineyards for a total of **210 hectares**, allocated in three macro areas: Verdicchio Hills, Conero, Abruzzo.

**Ethic, values and the certification of sustainability.** Sustainable environmental approach guides the careful vineyard management, as well as the design of barrel rooms and production processes. Preserving the surrounding landscape means protecting the biodiversity of the territory which represents the core value of the winery. Vineyards are organically cultivated, following the ethic of sustainability. Conversion process of all the vineyards started with the first organic certification in Abruzzo in 2001, it has continued in the Verdicchio Hills with the 2015 harvest and it is brought forward in the Conero district too. Respect for the environment and maximum attention to social and ethical values are among the cornerstones of the philosophy of Umani Ronchi, sealed by obtaining the Environmental, Economic and Social Sustainability Certification, recognized by **Equalitas**, in 2022. A milestone that confirms a long and virtuous path to minimize the impacts on the environment, maximizing the benefits for the employees, the community and the territory.

**Our wines.** The organoleptic characterization of the wines represents one of the company's purposes, also considering the vineyards located in the different districts of Marche and Abruzzo. Umani Ronchi has always valued every single vineyard, supporting its potential and respecting every single climatic peculiarity. However, there is a stable and continuous refinement of the whole **wine** range in order to give them a "winery" style, characterized by delicacy and elegance.

**Distribution.** Nowadays Umani Ronchi produces 3,2 million bottles of twenty different wines every year and it has consolidated its presence in international markets such as Japan, Sweden, Canada, United States and Germany. Umani Ronchi is managed by the President Michele Bernetti that combines his leadership and technical commitment with the international market development. By his side his father Massimo Bernetti, Umani Ronchi founder. In 2020 Umani Ronchi was ranked among the **34 best wineries** in Italy by *Wine Spectator*.

**Synergies.** Umani Ronchi is part of the **Istituto del Vino di Qualità**, made of **18 prestigious Italian wine families**, such as Antinori, Sassicaia, Masi, Jermann, Ca' del Bosco, Donnafugata, who share the same values, objectives and strategies. 18 major brands, recognizable both nationally and internationally, conveying Italian wine around the world and planning together **the future of the new generations**.

**Recognitions.** Umani Ronchi wines have collected major awards and recognition from wine guides and critics over the years. These awards confirm a passionate and constant meticulous work focused on the continuous research of the extreme quality. **Vecchie Vigne** has received the Three Glasses by Gambero Rosso's Italian Wines Guide for eight times and its 2009 vintage was awarded as "white of the year". Wine Spectator awarded **Campo San Giorgio** with the highest score of 92 points in the "Exploring Italy's Marche" article in 2018. **Pelago** 1994 won the International Wine Challenge of London and it was later included among the top 100 wines of 1998 by Wine Enthusiast magazine.

**Wine tourism and hospitality.** The company strategy is focused on a growing promotion of our wines and territory, in cooperation with local institutions. A promotion that goes through high quality wine tourism, a trend that has great development prospects. In this direction, it is necessary mentioning the **Cellar Experience**, together with two recent projects: the opening of the **Grand Hotel Palace** in the center of Ancona, with a strategic location close to the main wine destinations in the area, and its adjacent **"Wine Not?" bistro**, that offers local food and wine excellences.

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