



Flaccianello 2016 Stuns with Double 100 Point Score

Recent Back Vintages Now Look Undervalued

- Fontodi's **Flaccianello della Pieve 2016** stunned the wine world by receiving two 100-point scores from *Wine Advocate* and *Vinous*.
- Cru 'Pro Traders' were able to purchase **Flaccianello della Pieve 2016** at HK\$4,450 (6x75cl), but the market price has immediately jumped to around HK\$7,050 (+ 58% return).
- We believe that the success of Flaccianello 2016 will **reprice the whole Flaccianello curve** over time.
- Even at HK\$7,050, we still like the 100-point **2016** as one of the **cheapest 100-point WA wines**.
- But we also see good value in the **2014, 2013** and **2012** vintages at current prices, and expect these to see good demand as the world focuses on what this terroir can produce.

Flaccianello Stuns the Wine World (Even Beating Masseto) with 2016

Monica Lerner released her *Wine Advocate* note on the **Flaccianello della Pieve 2016** in July 2019 and dropped a bombshell. She described **Flaccianello 2016** as a "masterpiece", which had outshone Masseto 2016 (price HK\$31,000 (6x75cl)) in a blind tasting and awarded it a perfect 100 score.

Recent Vintages of Flaccianello Offer Value

Flaccianello della Pieve 2016 was pre-sold in its entirety and moved up immediately to around HK\$7,050 (6x75cl). We think that over time the entire **Flaccianello** curve will re-price and we would recommend accumulating the 2014, 2013 and 2012 alongside the 100-point 2016.

Fontodi Flaccianello della Pieve – Value in Back Vintages

Year	Wine Advocate	Price	Recommendation
2016	100	HK\$7,050	BUY
2015	98	HK\$4,985	HOLD
2014	95	HK\$2,745	BUY
2013	97	HK\$4,330	BUY
2012	94+	HK\$3,130	BUY

Flaccianello della Pieve

Flaccianello is a 100% Sangiovese IGT from the Chianti Classico region of Tuscany. The Manetti family has owned Fontodi since 1968 but has been in Chianti for centuries. Giovanni Manetti has run the property since 1980 and ensures the wines are as meticulously made as the vineyards are immaculately tended. Their 90 hectares of vineyard, 90% of which are Sangiovese, are situated in the prime 'Conca d'Oro' (golden shell) of Panzano and have been converted to organic viticulture. Giovanni is now following biodynamic principles to obtain the best quality fruit. The Conca d'Oro shape facilitates the full ripening of the grapes. Flaccianello is made from a selection of the best grapes from the best parts of the Fontodi vineyards. The soil here is classic 'galestro', the schistous clay on which the Sangiovese grape produces its best results.

Flaccianello della Pieve 2016

Wine Advocate – **100 points**

"Fontodi's 2016 Flaccianello della Pieve is a masterpiece. This review represents a composite of notes from two separate tasting sessions, one at the winery and a second bottle tasted repeatedly over the course of 24 hours at my own pace. In the case of the second sample, it ended up in a blind flight next to the 2016 Masseto, and as beautiful as that Merlot-based wine is, this wine paints an even more beautiful portrait of a perfect Tuscan landscape, thanks to that tangy Sangiovese typicity. This vintage shows amazing depth and poise, with a sheer sense of elegance that comes from the undisputed quality of fruit achieved in this balanced vintage. The bouquet opens to dark cherry, blue flower and tilled earth. The tannins are taut, almost crunchy, and the wine offers profound pedigree and persistence that is driven by the evident acidity. That depth is what stands out most. Until the 2013 vintage, Flaccianello was aged in barrique for 24 months. After that vintage, six months of the total aging time is spent in botte instead. This 2016 vintage includes a small part from clay amphorae for the first time. This slight change in the relationship of wine to barrel size has resulted in a more elegant and finessed wine. That point is especially underlined in this vintage. Because of cool spring temperatures during the flowering, yields were reduced by 20% in 2016 compared to 2015. Some 65,000 bottles were made.."

Monica Lerner (31st July 2019)

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