



# MOTTURA

VINI DEL SALENTO

*Dal 1927*

“ The richness of a land also lies in the strength and  
passion of the man who cultivate ”

# Tradition and passion





# One family, one history

The winery has been established in 1927 by great grand father Pasquale.

Today **4 generations** and nearly a century of history in the wine field are represented.

Mottura is one of the largest family owned wine company in Puglia.

Today **Antonio Mottura** and his niece **Barbara** are at the helm of the winery.



# Unforgettable tradition


A unique area of its kind - the **Salento** - and a style:

Mottura's style has always combined tradition, expertise and innovation; since our origins the purpose has been to promote authentic and distinctive indigenous grapes like **Primitivo**, **Negroamaro**, **Susumaniello**, **Fiano** and **Aleatico** preserving wine growing tradition.





# Production, quality and sustainability

A wide-angle photograph of a vast vineyard at sunset. The rows of grapevines stretch from the foreground into the distance, creating a strong sense of perspective. The sun is a bright, glowing orb on the right side of the horizon, casting a warm, golden light across the entire scene. The sky transitions from a deep orange near the horizon to a darker, muted purple at the top. The overall mood is peaceful and serene, emphasizing the natural beauty and sustainability of the vineyard.



# Our location





# A green heart

Vineyards are located in the most suitable areas for our native grapes, cultivated using practice in line with local tradition so that each wine is a **unique expression** of its territory, having its own personality, history and identity.

Alongside the owned vineyards we have another hundred hectares rented and managed directly by the company.

Located in the towns of ***Campi Salentina, Salice Salentino*** and ***Cellino San Marco, Lizzano and Torricella***.





# The cellars

The historical headquarters of the Mottura company is located in **Tuglie**. The historical spaces have been renovated and adapted to current production needs. Here you will find the production and **winemaking centre**, the bottling, the warehouse and the **barrel cellar** where the company's most important wines are refined.

In **Lizzano**, in the heart of the DOC Primitivo di Manduria, there is the second winemaking center dedicated to Primitivo.





# Our production

The portfolio of Mottura's wines can be ideally divided into 3 lines:

- **Mottura**

Espalier vineyards, 10/15 years old

Mechanical harvest

- **Villa Mottura**

Espalier vineyards, 15/20 years old

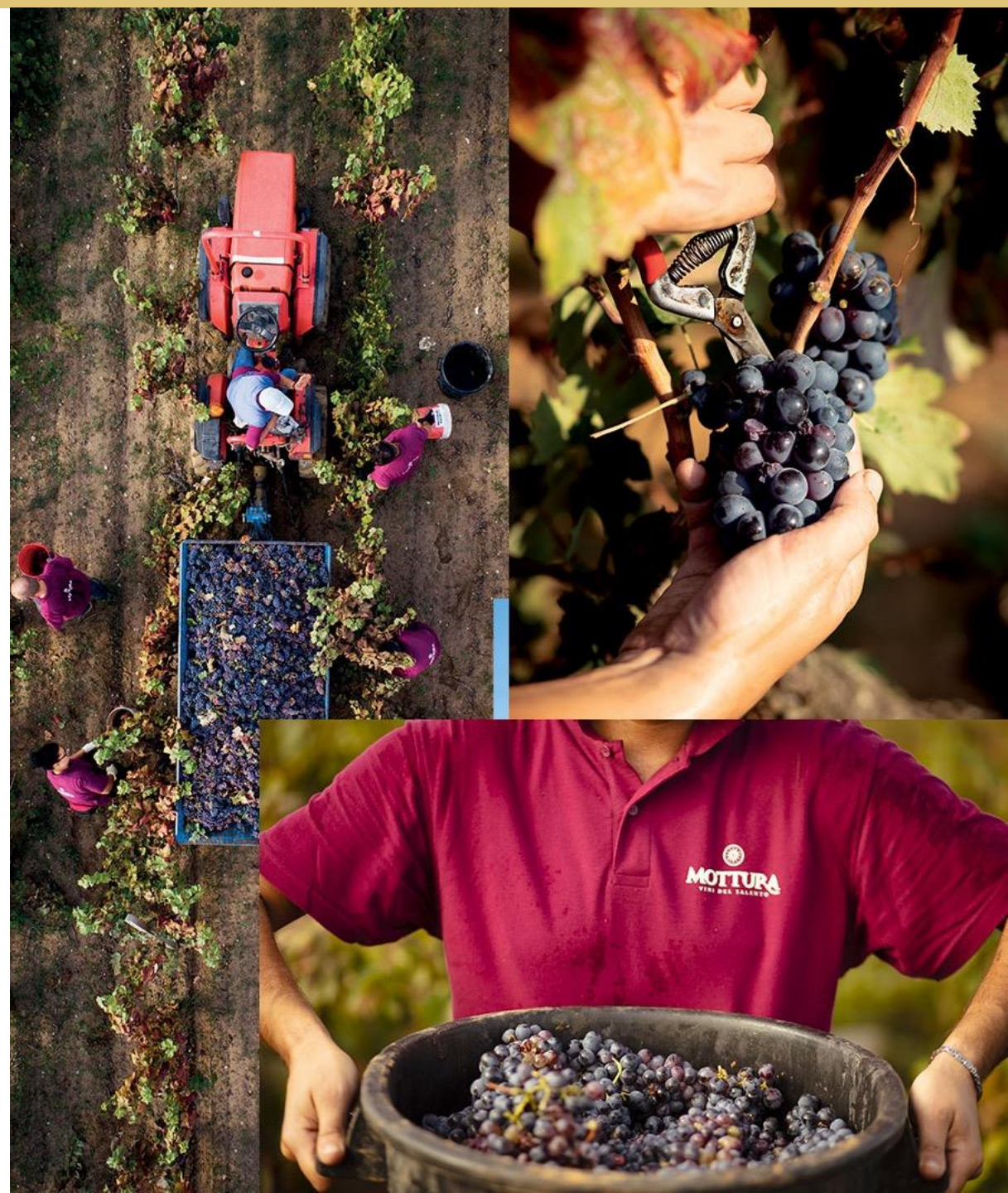
Hand harvest

- **Le Pitre and Stilio and Rosone**

60-year-old bush trained vineyards.

White soils, red soils.

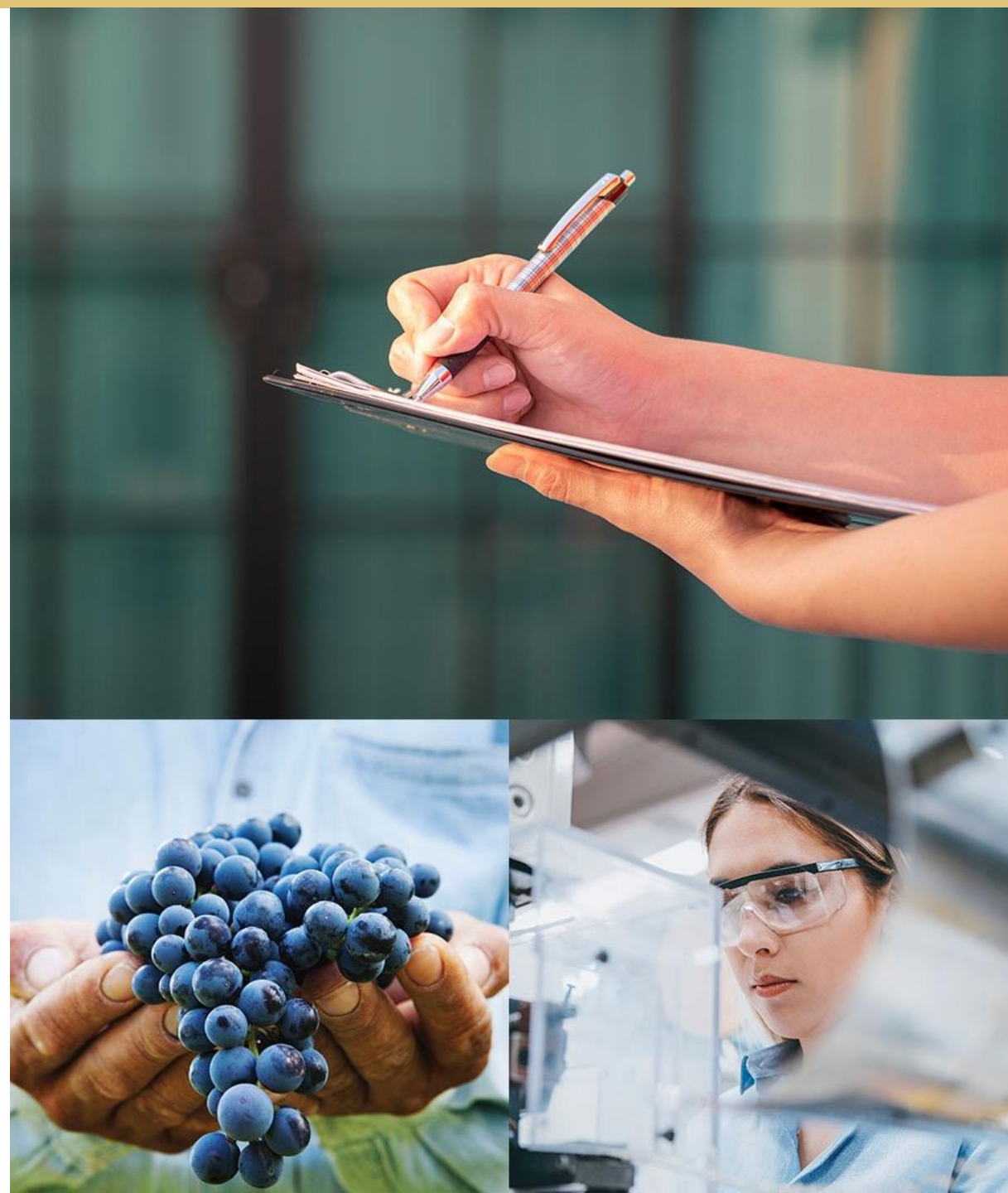
Hand harvest.





# Certifications

The careful production and management policies of the Mottura vineyards have led to the achievement of important certifications such as SQNPI, CSQA, IFS and BIOS.





# Line Villa Mottura





# Line Le Pitre



Authentic wines with a strong personality.

These wines are produced from **60-year-old bush** trained vineyards with a natural low production which allows a greater concentration of aromas and flavors in the grapes.

The harvest is carried out manually with a careful **selection of the grapes** to create, during the winemaking process, a product with intact organoleptic richness and of the highest quality.

Subsequently, in the cellar, the refinement process takes place in French oak barriques where for **12 months** the wine has the opportunity to fully express itself and give us the emotions of its journey through the history of a land that we love so much.



# Line Selezione - Stilio e Rosone

## Stilio

It is the result of a selection of grapes from low yield vineyards in the Manduria region.

Some of the grapes are naturally sundried on the vine.

This allows the aromas to be concentrated before harvesting by slightly dehydrating the grapes, which loses around 20-30% of water.

The name refers to the ancient Salento cultural tradition of *Taranta* dance, which has been re-discovered in recent years. The label features a spider with a diadem on a black background.

The whole image recalls the symbolism of the taranta, whose bite creates a need for dance, music and colour, with a cathartic, liberating effect that this wine's taste can evoke.



## Rosone

Grown in non-irrigated vineyards on poor, calcareous soils rich in iron oxides, using the ancient "alberello" system, which naturally produces a low yield but a high concentration and organoleptic complexity.

The name and the image on the label refer to the icon of the "Rosone", a round decorative window found on the facades of *Romanesque, Gothic and Baroque* churches.

They are an explosion of architectural decoration, rich in symbols that tell of a reality full of facets. The symbolic meaning of the "Rosone" is closely linked to the circle, which, as an "infinite line" without beginning or end, is a symbol of God and eternity



# Stilio Limited Edition



The "Selection" line of Mottura Vini has been enriched with a precious new product: the *Stilio Limited Edition*.

The bottle is embossed with a pure gold serigraphy, giving it an exclusive and regal character, instead of the traditional paper label. Stilio - Limited Edition is a Primitivo di Manduria DOC wine that has strong links with the land, culture and traditions of Salento and Puglia.

Indeed, even in this limited edition, the intimate affinity with the taranta, a typical Salento music to which Stilio is so linked, comes back. The stylised tiara of the taranta, embossed on the glass of the bottle, is made entirely of pure gold in Stilio - Limited Edition.

The Salento culture and the mixture of mystical sensations that this music can evoke are perfectly represented by the yellow of the gold and the black of the bottle. Stilio - Limited Edition has a slightly higher alcohol content than the traditional version. This is due to the long maceration with delestage followed by a year of ageing. The organoleptic qualities are also more marked and clear, making the experience even more decisive and closer to the much-vaunted cathartic experience.

Stilio - Limited Edition is a jewel of class, embodying millennia of history, art, tradition and oenology, a truly special label produced in limited quantities.



# Distribution



# Our distribution

In Italy and abroad more than 1,500,000 bottles are sold each year.

- ***Mottura Line***

Off trade

Trust and familiarity segment

- ***Villa Mottura Line***

On trade

Ho.re.ca - Discovery and specialty segment

- ***Le Pitre and Selezioni Line***

On trade

Ho.re.ca - Superpremium wine segment



# A matter of numbers



Mottura Vini del Salento is one of the top Apulian wine producers, with nearly a **20% market share** in the modern trade channel. It ranks among the top 40 most distributed wine producers nationwide. The company holds the "Best selling" price on the market. Despite the negative market trend, we have been maintaining our market and leading brand positions for years.



Our **Primitivo di Manduria Doc** is one of the most distributed Primitivo in Italy. Data by Circana – February 2025





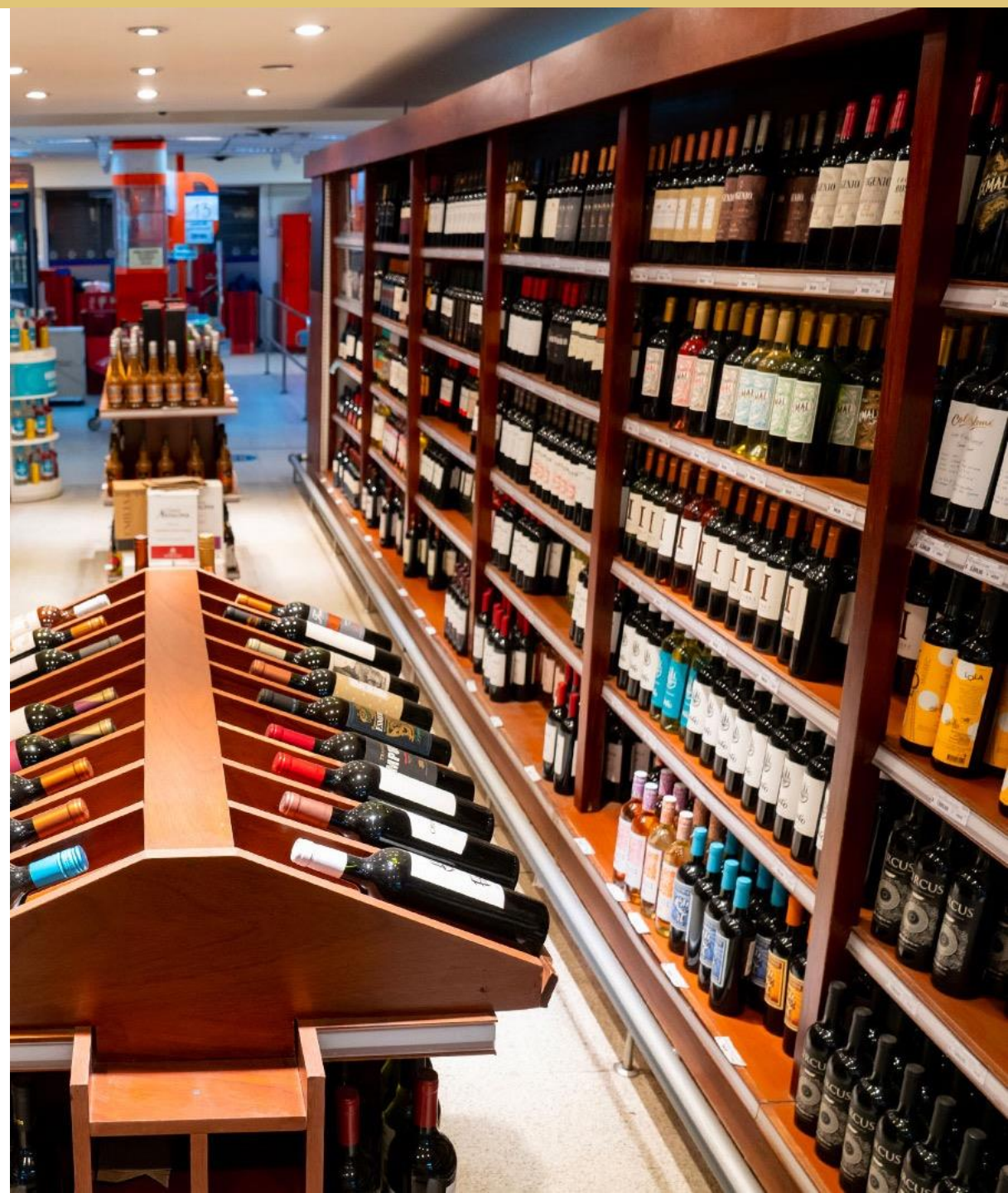
# Italy and Export sales

The Mottura Vini del Salento company is present both in Italy and abroad with a production of around 1,500 bottles a year, of which:

**55% Italy      45% Export**

We are present on the national market both in the on trade and off trade channels but also in special channels such as Duty Free in the main airports.

Abroad we are distributed in the main export markets, such as Asia, Russia, Europe, UK, North America, Japan...





# Some Figures



200 hectares of vineyards



15,000 hectoliters of wine per year



1,600,000 bottles of wine  
produced



Present in more than 25  
countries worldwide



Domestic sales 55% -  
International sales 45%.



Revenue 2024 of  
5,400,000 mln





# Awards



# A steady success 2022

LUCA MARONI – Annuario dei migliori vini italiani – 1 st best red italian wine–Stilio 98PT  
 LUCA MARONI – Annuario dei migliori vini italiani – 2 st best red italian wine – Rosone 97 PT  
 LUCA MARONI – Annuario dei migliori vini italiani – Le Pitre Primitivo di Manduria Doc- 92 PT  
 LUCA MARONI – Annuario dei migliori vini italiani – Le Pitre Salice Salentino Bianco Doc 98 PT  
 THE WINEHUNTER AWARD- Merano Wine Festival – Le Pitre Salice Salentino Bianco Doc  
 THE WINEHUNTER AWARD- Merano Wine Festival – Le Pitre Primitivo di Manduria Doc  
 THE WINEHUNTER AWARD- Merano Wine Festival – Le Pitre Salice Salentino Rosso Doc  
 VINI BUONI D'ITALIA – Primitivo di Manduria Stilio – 4 stelle  
 Berliner Wine Trophy – Gold – Negroamaro del Salento Igt Rosone  
 Falstaff – Primitivo di Manduria Doc Stilio 88 PT  
 Falstaff – Negroamaro del Salento Igt Rosone 88 PT  
 Falstaff – Primitivo di Manduria Doc Villa Mottura 88 PT  
 Wines Critic – Primitivo di Manduria Doc Stilio 91 PT  
 Wines Critic – Negroamaro del Salento Igt Rosone 92 PT





# A steady success 2023

LUCA MARONI – Annuario dei migliori vini italiani – 1 st best red italian wine–Stilio 98P

LUCA MARONI – Annuario dei migliori vini italiani – 1 st best red italian wine – Rosone 98 PT

MUNDUS2023 Oro Le Pitre Salice Rosso Doc 2020

MUNDUS 2023 Oro Primitivo Doc Le Pitre 2021

MUNDUS 2023 Oro Primitivo Di Manduria Doc Stilio 2021

MUNDUS 2023 Silver Negroamaro del Salento Igt Rosone 2021

CONCOURS MONDIAL BRUXELLES 2023 Primitivo Salento Rosato Mottura Igt 2022- Medaglia D'Argento

BERLINER 2023 Gold Negroamaro Salento I.G.T. Rosone 2021

BERLINER 2023 Gold Le Pitre Salice Salentino Rosso doc 2020

BERLINER 2023 Gold Villa Mottura Primitivo di Manduria doc 2021

THE WINEHUNTER AWARD- Merano Wine Festival – Le Pitre Primitivo di Manduria Doc 202

JANCIS ROBINSON – Le Pitre Primitivo di Manduria Doc 2021 – 17 punti

JANCIS ROBINSON – Rosone Negroamaro del Salento Igt 2020 – 17 punti

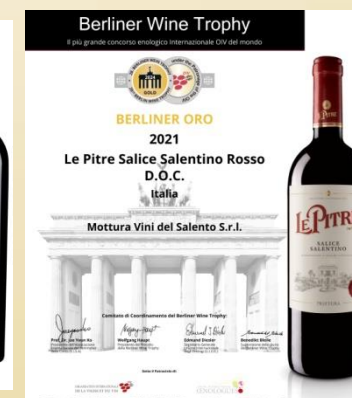
JANCIS ROBINSON – Stilio Primitivo di Manduria Doc 2021 – 17 punti

VINI BUONI D'ITALIA – Rosone Negroamaro del Salento Igt 2021 - 4 stelle



# A steady success 2024

MUNDUS 2024 Gold Negroamaro del Salento Igt Rosone 2022  
 MUNDUS 2024 Silver Le Pitre Primitivo di Manduria Doc 2022  
 MUNDUS 2024 Silver Villa Mottura Primitivo di Manduria Doc 2022  
 BERLINER 2024 Silver Le Pitre Primitivo di Manduria Doc 2022  
 BERLINER 2024 Gold Le Pitre Salice Salentino Rosso Doc 2021  
 BERLINER 2024 Gold Negroamaro Salento I.G.T. Rosone 2022  
 BERLINER 2024 Gold Villa Mottura Primitivo di Manduria Doc 2022  
 LUCA MARONI – Annuario dei migliori vini italiani – 1 st best red italian wine–Stilio 98P  
 LUCA MARONI – Annuario dei migliori vini italiani – 1 st best red italian wine– Rosone 98P  
 GILBERT & GAILLARD – Gold Medal - Villa Mottura Primitivo Rosato Salento Igt 2023  
 GILBERT & GAILLARD – Gold Medal - I Classici Rosato del Salento Igt 2023







Thank you