

SALES I / II / III / IV QUARTER TILL 31/12/2023 LE PIANE, BOCA

CK/31-12-2024

Total I = Total up to last reporting month

Total II = Total whole calender year

SALES	YEAR	1	2	3	4	5	6	7	8	9	10	11	12	Total I	TOTAL II	2019%	% of Sales
SHOP	2019	2'200	2'100	2'600	5'900	4'600	4'400	5'100	4'500	4'700	5'300	5'200	9'956		56'556		8%
	2020	2'600	4'900	800	0	500	2'500	7'300	6'800	3'800	8'200	1'500	5'808		44'708	-21%	8%
	2021	1'190	5'095	2'315	1'180	4'249	2'397	9'840	10'344	9'443	10'465	8'132	16'247	80'897	80'897	43%	9%
	2022	3'162	3'962	4'778	6'519	7'677	8'886	9'661	8'868	10'860	12'341	12'764	9'716	99'974	99'974	77%	11%
	2023	2'619	3'972	6'606	12'875	12'234	7'745	10'003	5'771	9'173	10'360	9'920	14'097	105'375	105'375	86%	11%
	2024	3'428	4'522	9'705	9'421	9'795	7'597	14'030	9'791	8'466	10'020	12'810	11'407	110'992	110'992	96%	12%
HORECA	2019	13'600	9'700	13'100	11'600	6'900	8'700	8'900	6'000	31'400	25'300	36'300	33'751		205'251		29%
ITALIEN	2020	21'300	10'300	4'700	1'600	900	12'500	12'000	5'000	29'500	24'800	14'200	27'985		164'785	-20%	29%
	2021	7'800	12'380	9'067	15'630	22'231	20'122	19'860	24'330	35'918	33'727	38'350	32'588	272'003	272'003	33%	31%
	2022	21'723	22'648	45'120	21'962	19'589	27'342	12'415	15'213	45'450	34'851	33'700	37'738	337'751	337'751	65%	36%
	2023	24'846	23'595	30'610	30'356	30'212	9'628	26'374	12'188	22'362	26'304	77'257	19'751	333'483	333'483	62%	35%
	2024	26'265	38'456	32'454	23'918	25'523	13'223	34'446	7'818	28'442	30'742	33'626	34'597	329'510	329'510	61%	35%
EXPORT	2019	18'900	21'100	30'700	9'800	15'000	25'300	24'000	22'300	52'000	70'100	68'900	79'057		437'157		63%
	2020	12'200	12'300	20'700	0	13'700	13'000	34'500	33'500	46'400	77'900	61'500	39'175		364'875	-17%	64%
	2021	10'379	29'850	48'000	39'930	37'763	13'242	14'640	23'108	80'997	89'379	100'600	48'185	536'073	536'073	23%	60%
	2022	16'939	19'534	42'890	26'225	5'510	58'864	58'515	39'117	36'700	59'446	110'590	31'304	505'634	505'634	16%	54%
	2023	22'044	43'249	29'262	71'022	27'314	1'254	55'988	12'372	62'682	31'136	87'718	69'676	513'717	513'717	18%	54%
	2024	17'685	29'900	16'055	17'384	1'498	4'921	69'285	19'680	176'170	40'993	61'156	50'460	505'187	505'187	16%	53%
TOTAL	2019	34'700	32'900	46'400	27'300	26'500	38'400	38'000	32'800	88'100	100'700	110'400	122'764	698'964	698'964		
	2020	36'100	27'500	26'200	1'600	15'100	28'000	53'800	45'300	79'700	110'900	77'200	72'968	574'368	574'368	-18%	
	2021	19'369	47'325	59'382	56'740	64'243	35'761	44'340	57'782	126'358	133'571	147'082	97'020	888'973	888'973	27%	
	2022	41'824	46'144	92'788	54'706	32'776	95'092	80'591	63'978	93'010	106'638	157'054	78'758	943'359	943'359	35%	
	2023	49'509	70'816	66'478	114'253	69'760	18'627	92'365	30'331	94'217	67'800	174'895	103'524	952'575	952'575	36%	
	2024	47'378	72'878	58'214	50'723	36'816	25'741	117'761	37'289	213'078	81'755	107'592	96'464	945'689	945'689	35%	
QUARTER:	SHOP			17'655			26'813			32'287			34'237	-6'887	-6'887		
	IT			97'174			62'664			70'706			98'965	-0.7	99.3		
	TOT IT			114'829			89'477			102'993			133'202	2023-2024	2023-2024	Wines of Le Piane:	
	EXP			63'640			23'803			265'135			152'609	I	II	I HO 2023	315337
																I HO 2024	321166