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Cavit says fiscal revenue fell 6.3% after U.S. tariffs squeezed its biggest market

The Italian wine group also cited higher energy costs and a structural decline in global demand, with net profit rising to €4.2 million

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On Tuesday, Italian wine group Cavit said its consolidated revenue for fiscal 2025/2026 fell 6.3% to €227.5 million as U.S. tariffs, higher energy costs and a structural slowdown in global wine demand weighed on the business, according to ANSA.

The company said the weaker result was tied almost entirely to the U.S. market, its largest market, where unfavorable conditions drove most of the decline from the previous fiscal year. The accounts for Cavit Sc and its subsidiaries, Glv Srl and Kessler Sekt & Co. KG, were approved by the shareholders' assembly.

Despite the drop in sales, consolidated net profit edged up to €4.2 million from the prior year. Cavit said net income represented 1.8% of revenue, a level it described as in line with the group's historical average even as turnover contracted.

The balance sheet showed continued capital strength. Consolidated equity rose to €127.7 million, an amount equal to more than half of annual revenue. Net financial position slipped slightly to €41.8 million because of investments, while the group’s use of bank credit remained limited and was reduced further during the year.

Cavit Chairman Lorenzo Libera said the company had worked to protect the income of more than 5,250 member winegrowers during a difficult year for the sector. He said the strengthening of the group’s capital base gives it the means to defend the value of vineyard work even in more challenging phases of the market.

The results highlight the strain facing beverage producers that depend on exports, especially wine companies with meaningful exposure to the United States. For the broader drinks industry, the figures suggest that tariffs, softer U.S. demand and higher operating costs can weigh on revenue even when companies preserve margins and keep finances relatively stable.

Cavit’s performance also reflects a wider problem for wine producers beyond trade policy alone. The company pointed to what it called a structural contraction in global wine demand, a sign that the pressure on volumes may extend beyond a single market or a temporary cost shock. That could keep producers focused on pricing, cost controls and financial resilience as they navigate weaker consumption trends.