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Cavit reported 227.5 million euros in revenue after U.S.-led export weakness cut sales 6.3%

Italian sales rose 3%, but exports fell to about 70% of revenue from roughly 75% a year earlier

Thursday, November 26, 2026



Cavit, the Trentino wine cooperative group, reported lower revenue in its 2025/26 fiscal year as weaker export business, especially in the United States, outweighed growth in Italy.

According to figures reported by VinoNews24 on Wednesday, Nov. 25, the group posted consolidated revenue of 227.5 million euros for the year ended May 31, down 6.3% from the previous fiscal year. Net profit was 4.2 million euros, though the report did not give a comparable figure for the prior year.

The results show a clear split between the domestic market and foreign sales. Italian sales rose 3%, while exports accounted for about 70% of revenue, down from roughly 75% a year earlier. That amounts to a decline of 5 percentage points in the export share of the business.

The figures suggest that Cavit faced pressure abroad even as it gained ground at home. The company’s export business has long been a central part of its model, so a drop of that size changes the balance of its sales mix. With exports still representing about seven-tenths of revenue, the group remains heavily exposed to international demand, but less so than in the previous year.

VinoNews24 said the numbers came from accounts approved by the group’s assembly. The published information did not include enough detail to separate the impact of shipment volumes, pricing, product mix or exchange-rate movements. The full balance sheet was not available in the material cited by the trade publication.

Cavit is one of the main cooperative wine groups in northern Italy. It produces and markets still and sparkling wines and operates through Cantina Viticoltori del Trentino, which, according to the company’s website, brings together 11 cooperative wineries and 5,250 growers. That structure gives the group a broad agricultural base in Trentino and links its financial performance closely to both farming conditions and international wine demand.

The latest results come at a time when many wine producers are navigating uneven conditions across markets. Domestic demand and export demand can move in different directions, and Cavit’s figures show that contrast clearly. While the Italian market

delivered growth, overseas markets were not strong enough to keep total revenue from falling.

The United States appears to have been a key area of weakness within the export business. The information released did not provide a country-by-country sales breakdown or quantify the decline in the U.S. market, but it identified the United States as a market of particular relevance in the export picture. For an Italian wine producer with a large international footprint, changes in U.S. buying patterns can have an outsized effect on annual revenue.

Because the available data are limited, the results do not show whether the decline came mainly from lower volumes, softer prices, changes in product mix or commercial decisions in certain markets. They also do not show whether margins improved or deteriorated across categories, beyond the reported net profit figure. Even so, the headline numbers indicate that the group ended the year with lower sales and a smaller contribution from exports despite some resilience in Italy.

For Cavit, the 2025/26 accounts point to a business that remained profitable but saw its growth engine shift inward. The cooperative group still depends mainly on exports, yet the reduction in their share of revenue and the 3% increase in Italian sales show that the domestic market carried more weight in the year ended May 31.