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The Premium Balsamic Vinegar Market

Vinegar, and in particular apple cider vinegar and balsamic vinegar, is experiencing growing popularity due to its perceived natural benefits, including glycaemic balance, weight management, digestive support, and its increasing use in functional and health-oriented beverages.

Premium balsamic vinegar is benefiting from sustained global growth, driven by rising demand for authentic, natural, and high-quality products.

The global premium balsamic vinegar market shows strong momentum. According to 2023 market analyses, it is **expected to grow at an average annual rate of 5.70%** between 2023 and 2030, supported by steady demand across Europe, North America, and Asia.

Although the premium segment remains more selective, it attracts a clientele seeking authentic, natural, and refined products. This trend is further reinforced by increasing interest in high-quality nutrition and a shift toward consuming less, but better.

Within this context, Baerg Marti stands out through its unique artisanal approach, full control over the maturation process, and the creation of exceptional products capable of meeting the expectations of this discerning market.

The Value of an Artisanal Balsamic Vinegar Cask

Owning a cask means possessing a rare, living creation refined over time.



Choosing an artisanal cask means opting for a **tangible, concrete, and durable product**, crafted using time-honoured artisanal know-how. Unlike intangible assets, you become the owner of a **real and authentic product**, whose quality is rooted in carefully mastered traditional methods.



The premium balsamic vinegar market benefits from **stable demand**, driven by gastronomy enthusiasts and connoisseurs seeking refined products. Even during periods of uncertainty, interest in high-quality artisanal creations remains strong, highlighting the resilience of this segment.



Becoming the owner of a cask adds a new dimension to a collection or personal assets: a **unique sensory, cultural, and emotional experience**, connected to the natural evolution of a living product.



Over time, a high-quality balsamic vinegar develops **deeper and more complex aromas**, much like a fine wine. This natural maturation may generate increasing interest among connoisseurs should you one day decide to transfer ownership.



BAERG MARTI



BAERG MARTI

Buying, storing, maturing, and
selling food products



3454

UNIQUE STORAGE
LOCATION
TOP OF EUROPE

26 YEARS
OF ARTISANAL EXPERTISE

100%
MADE IN SUISSE

STORAGE CONDITIONS
AT OVER
3'000
METERS ABOVE SEA
LEVEL

FIRST STORAGE
LOCATION
2009
MUTTHORN

1998
THE OLDEST CASKS



AlpTrade
Consulting



BAERG MARTI

3454
MOUNTAIN
ESSENCE 

3454 MOUNTAIN ESSENCE

COLLECTION DE 9 CRÉATIONS FRUITÉES

9 variations for unique gastronomic experiences.

The secret: perfectly ripe fruits and 5% of the exquisite 3454 Beyond Balsamico.

3454 Mountain Essence is an entirely natural specialty, free from additives. The distinctive character of our unique balsamic-based creations lies in an ageing process where carefully selected fruits are added, resulting in a refined and harmonious final product.

Praised by renowned chefs, the 3454 Mountain Essence collection inspires bold and indulgent culinary compositions, inviting the exceptional into our everyday dishes.

Tarif unitaire - 200ml : 42 CHF
(incl. TVA / Suisse & Liechtenstein)

WWW.BEYOND3454.COM

POMME



POIRE



COING



ABRICOT



CERISE



MYRTILLE



MÛRE



QUETSCH



FRAMBOISE





BAERG MARTI

3454

BEYOND
BALSAMICO

3454 BEYOND BALSAMICO LE BALSAMIQUE D'EXCEPTION

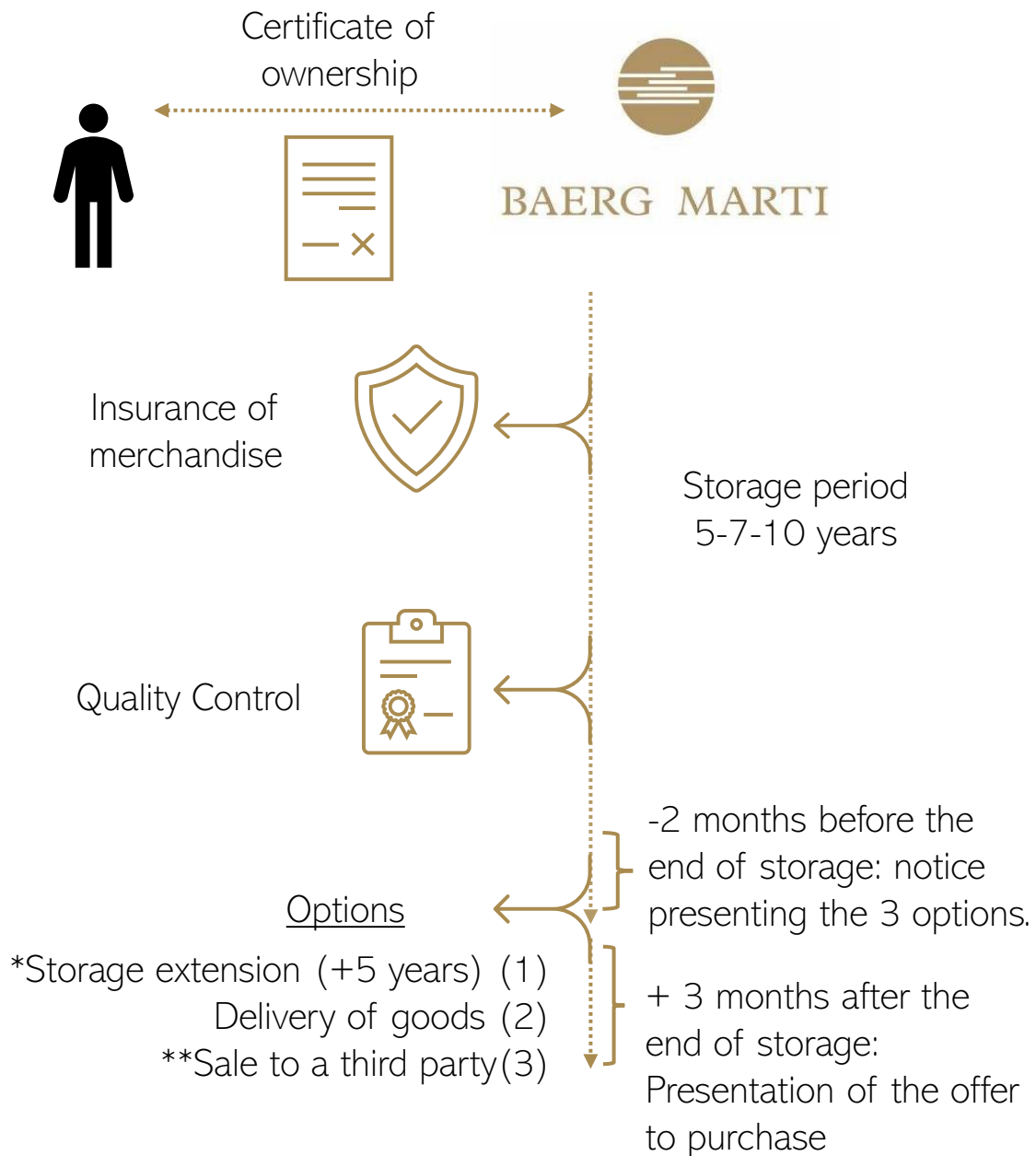
Our 3454 *Beyond Balsamico* matures in complete tranquility in oak casks stored within the galleries of the Jungfrauoch, at the heart of the Swiss Alps. A minimum of 10 years is required before this rare and highly sought-after product finds its way into our kitchens. Leading gastronomes and Michelin-starred chefs, such as Franck Giovannini, three-Michelin-star chef at the *Restaurant de l'Hôtel de Ville in Crissier*, praise this exceptional gastronomic creation for its incomparable flavour and its entirely natural character. We present it in an elegant glass bottle, specifically designed for this unique product.

Tarif du flacon 100ml : 330 CHF
(incl. TVA / Suisse & Liechtenstein)

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BLACK GOLD
SWISS MADE



* The extension fee is CHF 2,200 incl. The place in stock, quality control and insurance.

**Put options depend on market demand at the time they are being considered.



BAERG MARTI

SWISS MOUNTAIN PREMIUM BALSAMICO de BAERG MARTI
Jungfrauoch Oberland bernois

CERTIFICAT DE STOCKAGE

Objet(s) du stockage Stockage d'un total de _____ fût(s) de 30 litres chacun
balsamique de pomme (prix à l'unité _____ CHF 12 000,00 TVA incluse)
à un prix d'achat de _____ CHF 0.00 TVA incluse

Numéro(s) de fût _____ Millésime _____

Lieu du stockage Jungfrauoch Top of Europe _____

Durée du stockage Début : _____ Fin : _____

Propriétaire des objets du stockage

Madame Monsieur Madame Monsieur

Titre _____

Prénom(s) _____

Nom _____

Rue / n° _____

CP / lieu _____

Pays _____

Deux mois avant la date de fin d'entreposage, BAERG MARTI (Liechtenstein) AG informe par écrit le/la propriétaire de cette expiration et des 3 options possibles suivantes :

- Livraison au(x) propriétaire(s) par BAERG MARTI (Liechtenstein) AG
- Médiation d'un acheteur tiers par BAERG MARTI (Liechtenstein) AG
- Stockage pour 5 années supplémentaires par BAERG MARTI (Liechtenstein) AG

En cas de défaut, le(s) fût(s) de balsamique de pomme reste(nt) auprès de BAERG MARTI (Liechtenstein) AG et le prix d'achat de départ est remboursé. BAERG MARTI (Liechtenstein) AG apporte les plus grands soins et un contrôle du produit naturel. Les autres conditions sont présentées dans les conditions générales de BAERG MARTI (Liechtenstein) AG, partie intégrante de la commande de départ et de l'ordre de stockage. Elles peuvent être consultées sur www.baerg-marti.li et sont envoyées gratuitement au propriétaire sur demande. En signant le « Compte-rendu d'entretien » et la « Commande avec l'ordre de stockage », le propriétaire a lu et accepté les informations importantes relatives à l'achat de biens ainsi que les conditions générales de BAERG MARTI (Liechtenstein) AG.

Triesen, _____

Lieu, date

BAERG MARTI (Liechtenstein) AG



Offre A

Cask / 30 Liters
New Cuvée 2025
Apples – Pears

CHF 16'000.-

Storage contract
10 years



Offre B

Cask / 30 Liters
New Cuvée 2025
Apples

CHF 14'000.-

Storage contract
7 years

Offre C

Cask / 30 Liters
Free market

Price and storage
period

Varies according to the
offers available



Balsamic Crystals

Balsamic crystals are considered a culinary delicacy and represent one of the rarest and most sought-after natural expressions of balsamic vinegar.

They form naturally during the ageing process as a result of the natural evaporation of balsamic vinegar through the pores of the wooden cask.

As the vinegar ages and gradually loses water, its density increases and certain components become more concentrated. These concentrated elements begin to form small solid or semi-solid crystals within the vinegar.

This phenomenon occurs more frequently in older casks with greater flavour concentration, as the vinegar remains in the barrel for longer periods, allowing these components to develop and crystallise. These crystals are one of the elements that contribute to the complexity and richness of balsamic vinegar.

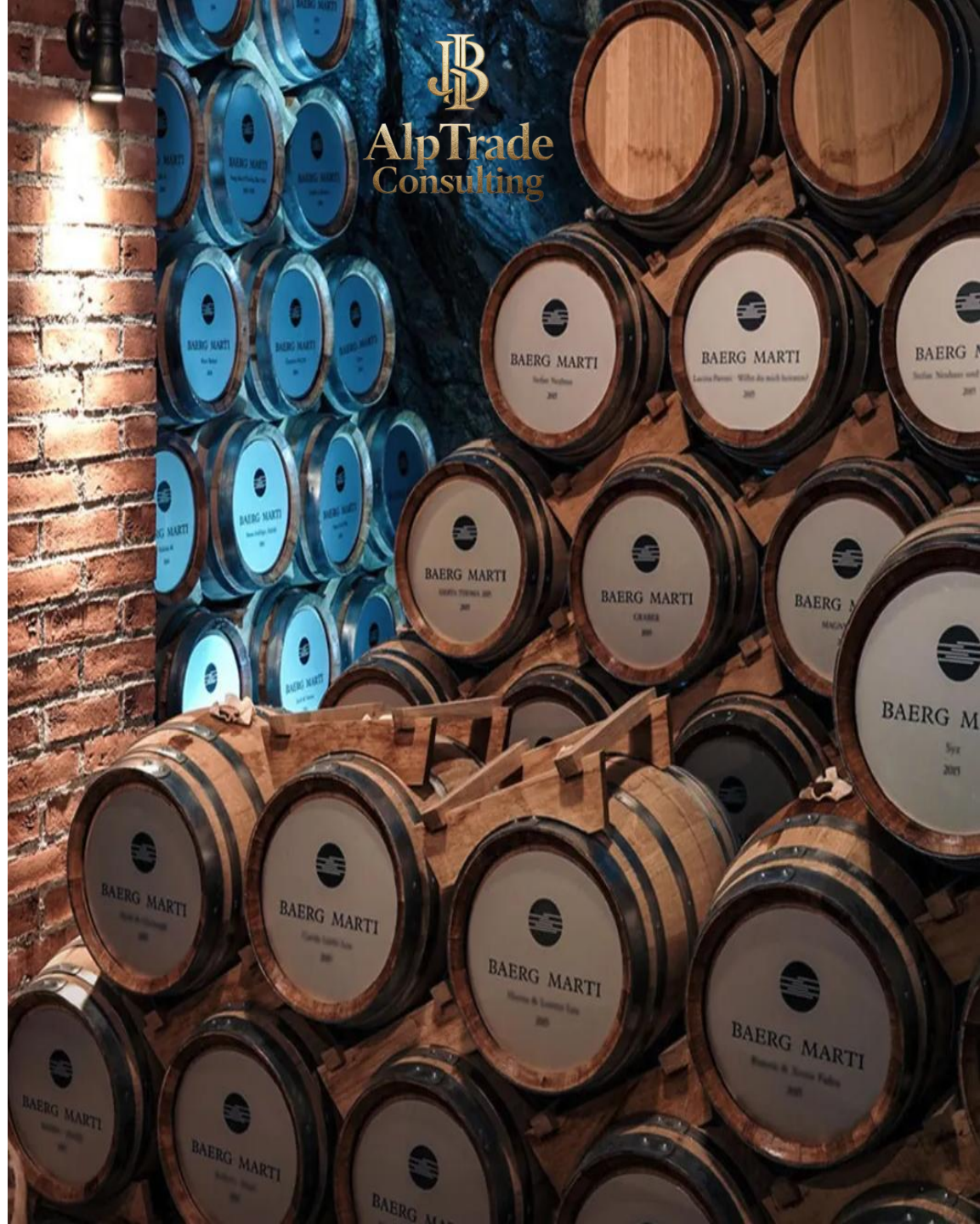
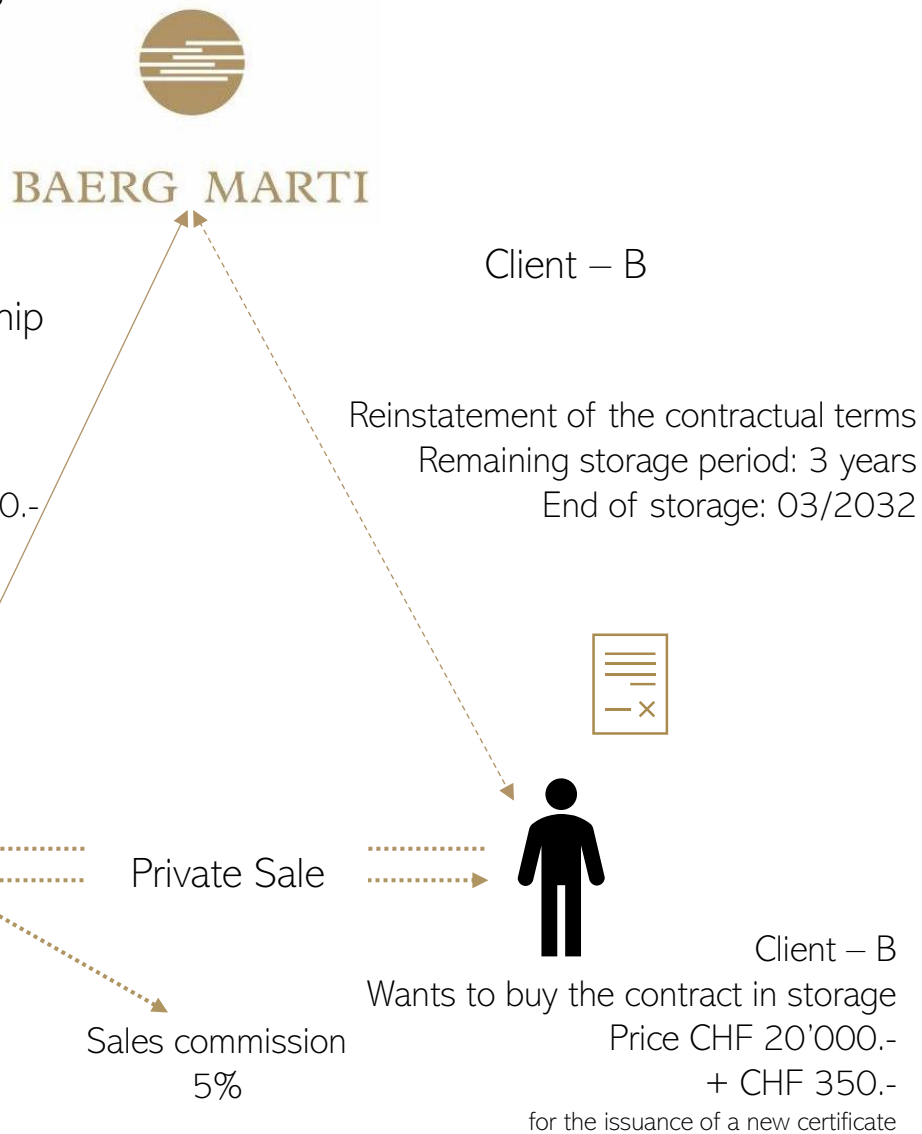
Purely illustrative and non-contractual example, based on a **scenario involving the sale of a 10-year-old cask – Apple Cuvée.**

Average content of a cask		Price									
Remaining quantity of balsamic vinegar	Crystals	Balsamic vinegar	Crystals								
Litre	Gram	1 Litre	100 Grams								
Ø 20	Ø 400	*CHF 1'450.-	*CHF 1'650.-								
<p>In case of default, the cask remains with the company and the purchase price is refunded.</p> <p>Insurance coverage for transport, water damage, fire, sanitary risks, and natural events. Initial value guaranteed.</p>		<p>*Example of expected sale price</p> <table border="1"> <thead> <tr> <th>Value of Balsamic 20L</th> <th>Low scenario 20L + 300 gr</th> <th>Medium scenario 20L + 400 gr</th> <th>Top scenario 20L + 500 gr</th> </tr> </thead> <tbody> <tr> <td>CHF 29'000.-</td> <td>CHF 33'950.-</td> <td>CHF 35'600.-</td> <td>CHF 37'250.-</td> </tr> </tbody> </table>		Value of Balsamic 20L	Low scenario 20L + 300 gr	Medium scenario 20L + 400 gr	Top scenario 20L + 500 gr	CHF 29'000.-	CHF 33'950.-	CHF 35'600.-	CHF 37'250.-
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* These figures are provided for informational purposes only and are based on current averages. Due consideration should be given to the risk disclosures. The information presented in the table does not constitute a guarantee that such prices will be achieved in the future. There is no obligation to purchase the casks at these prices, and the possibility of not finding a buyer at the desired time cannot be excluded.

Free market

Example of a sale during the storage period



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Consulting

A product recognized by chefs and the specialized press



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BEYOND
BALSAMICO



Franck Giovannini

3 Michelin Stars 2021

«It is with pleasure that I discovered this balsamic vinegar. I found a new balance between aromas and intensity, but not too much, which I think is perfect. I particularly appreciate the roundness, it's my favorite taste.»

Christian Têtedoie

Chef étoilé, Meilleur Ouvrier de France Président des
Maîtres Cuisiniers de France

"Indeed, this balsamic vinegar has a sweet side, but a real sweet one because it comes from the product, and the other side, which awakens the taste buds, is a little acidic. This leads to an explosion of flavors in the mouth.»



Stéphane Goubin

Food Artist bei 3T

"You have the fruit, you have the quality and, above all, you have an infinite number of possibilities for culinary expression: From sweet to salty to iodine. I have the entire 3454 range at home.»

Bilan
LUXE

SRF Schweizer Radio
und Fernsehen

LF

LIVING FINE
THE LUXURY OF LIFE

A LA CARTE

COTE
MAGAZINE



AlpTrade
Consulting

How a cask purchase works

Becoming the owner of a barrel, a spirit or an artisanal balsamic vinegar is a simple, supervised and completely transparent process.

Here are the key steps that make up your ownership journey.

1 Choix du fût

You select a keg from the available lots (cuvée, variety, shelf life)
Each cask is unique and offered in limited editions.

1



2 Signing the contract

Purchase and storage are confirmed by an official contract with the storage company or house.
Your cask is then reserved in your name.

2



3 Storage

The cask are stored in places reserved for this purpose.
They benefit from a natural environment, regular checks and cargo insurance.

3



7

7 Secondary Market (Optional)

It is possible to resell your cask during or after storage, depending on market demand and available opportunities. The sale depends on the demand and interest of the market at the desired time.



6

6 End of storage

Extend storage,
Take delivery of the keg,
Search for a buyer (directly or via AlpTrade in intermediation).
You will receive a notification before the end of the contract in order to choose your option.



5

5 Natural maturation

For 5, 7 or 10 years, spirits and balsamics evolve and gain in density, complexity and aromas, which make these products unique.



4

4 Certificate of ownership

An official certificate attests that you are the economic owner of the cask and specifies all its characteristics.

Important notes on the purchase of tangible asset

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- The individuals, companies, or agents presenting the product do not provide investment advice, investment brokerage services, or credit brokerage services to the client.
- Economic developments cannot be predicted with certainty. In the event of an unfavorable change in the value of the underlying raw material, a total loss of the invested capital is possible. No guarantee is given that the economic, tax, or other objectives of the economic owner of the goods will be achieved.
- There is no entitlement to interest or repayment. Furthermore, no financial compensation is owed for the temporary provision of funds.
- If no buyer can be found by the offering party—for example, after the expiration of the storage period or in connection with a sales mandate during the storage period on the secondary market—the owner, if they wish or are required to sell their goods, must arrange the sale independently. This task may prove complex for private individuals seeking to dispose of a tangible asset.
- The owner also has the option to take delivery of the goods, to extend storage, or to have the goods further processed. Any costs associated with subsequent operations on the purchased goods will be charged separately. BAERG MARTI (Liechtenstein) AG will provide a prior cost estimate, which must be approved by the purchaser and owner of the cask before any invoicing.
- Future decisions by tax authorities, legislative amendments, and developments in case law may have a significant impact on the tax treatment of the acquisition of tangible assets.
- The information contained in this marketing document is of a general nature, does not take into account the individual tax situation of each purchaser, and may be amended at any time due to legislative or administrative changes, sometimes with retroactive effect. It is therefore strongly recommended to consult a qualified tax advisor or investment professional before making any purchase decision.
- The General Terms and Conditions of BAERG MARTI (Liechtenstein) AG, which form an integral part of the order and storage agreement, shall prevail. The current version of the General Terms and Conditions can be downloaded from www.baerg-marti.li and will be provided to the purchaser free of charge upon request. By signing the form titled “*Conversation Summary, Order and Storage Agreement, Transfer Order*”, the purchaser confirms that they have taken note of and accept the General Terms and Conditions of BAERG MARTI (Liechtenstein) AG.
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- AlpTrade Consulting, Gartenstrasse 5, CH-6300 Zug, novembre 2025

If you have any questions, AlpTrade will accompany you personally in every step, from the selection of the barrel to the management of storage or resale.