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WINE BY NUMBERS

A PROJECT BY IL CORRIERE VINICOLO

UNIONE ITALIANA VINI / ASSOCIATION FOR THE GENERAL CONSERVATION OF THE ACTIVITIES OF THE WINE INDUSTRY ECONOMIC CYCLE

IMPORT / january-september

BOTTLED	Th. liters	Th. Dollars	\$/liter
USA	559.760	3.267.544	5,84
China	406.283	1.834.747	4,52
UK	496.583	1.760.225	3,54
Germany	391.023	1.248.928	3,19
Canada	207.921	1.165.051	5,60
Hong Kong	42.728	1.047.954	24,53
Japan	131.861	695.917	5,28
Switzerland	72.417	589.924	8,15
Russia	171.868	493.666	2,87
Brazil	82.889	246.258	2,97
South Korea	19.433	116.409	5,99

SPARKLING	Th. liters	Th. Dollars	\$/liter
USA	86.499	816.012	9,43
UK	93.681	504.288	5,38
Japan	24.904	369.229	14,83
Germany	46.778	285.409	6,10
Switzerland	11.721	110.352	9,41
Canada	11.053	100.327	9,08
Russia	17.241	81.387	4,72
China	9.962	54.853	5,51
Hong Kong	1.638	39.654	24,21
South Korea	3.226	27.533	8,53
Brazil	3.687	18.373	4,98

Source: Wine by Numbers data processing on raw information collected from statistics institutes, customs offices and national associations of the wine industry of the monitored countries.
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Note to the figures inside: as from January 2017, a new code has been introduced into the Combined Nomenclature, with regard to the wines sold packaged >2<10 liters. Until 2016, these wines were reported with no distinction in the category "bulk wines". Due to this change, in some countries the negative % change 2017/16 on bulk wines could be very important. We have reported the new categories when relevant, to let the readers check and compare the data if of interest. Of course, no % yearly change can exist on the new category for 2017, for lack of 2016 data.



BULK	Th. liters	Th. Dollars	\$/liter
Germany	642.247	401.403	0,62
UK	344.159	396.180	1,15
USA	225.836	201.208	0,89
China	131.780	111.145	0,84
Canada	88.368	63.899	0,72
Russia	108.894	59.527	0,55

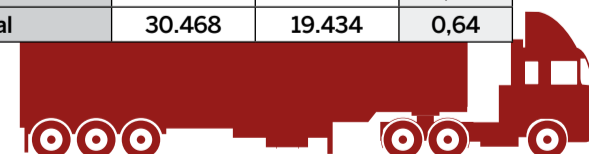
The very latest data of the main exporter and importer countries: Italy, France, Spain, Portugal, Argentina, Chile, Australia, New Zealand, South Africa, USA, Canada, UK, Germany, Switzerland, Russia, China, Hong Kong, Brazil, Japan, South Korea. The data are showed with details on packaged wines, bulk and sparkling, volume, value and average price

EXPORT / january-september

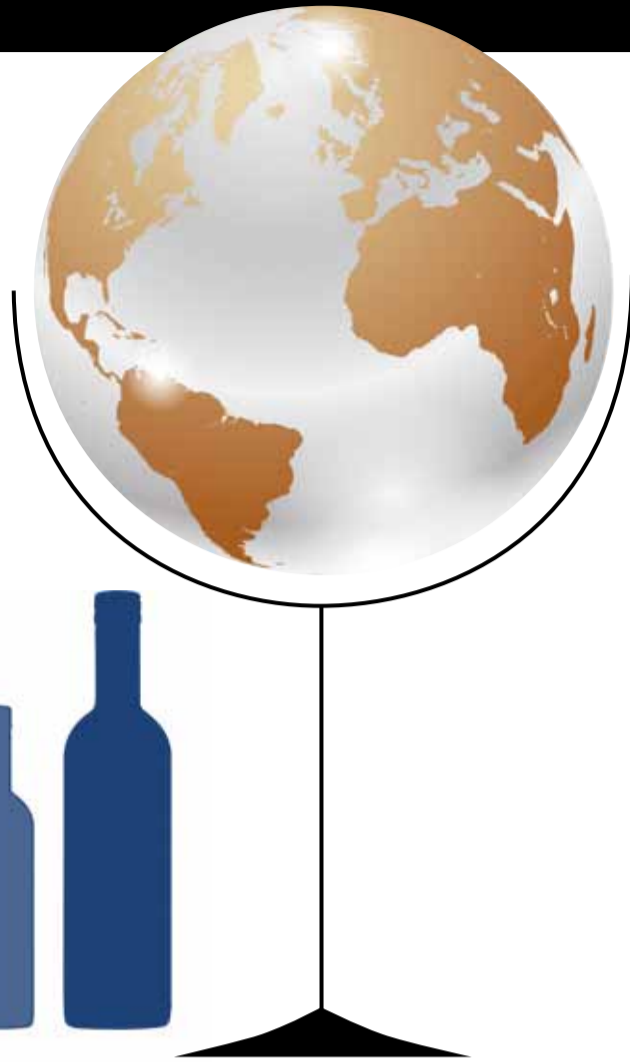
BOTTLED	Th. liters	Th. Dollars	\$/liter
France	796.214	4.533.047	5,69
Italy	870.773	3.345.318	3,84
Spain	618.773	1.425.987	2,30
Chile	380.361	1.166.580	3,07
Australia	277.439	1.160.497	4,18
USA	124.029	841.765	6,79
New Zealand	115.380	675.706	5,86
Portugal	164.914	552.278	3,35
Argentina	134.191	548.315	4,09
South Africa	132.674	340.318	2,57

SPARKLING	Th. liters	Th. Dollars	\$/liter
France	121.796	2.357.299	19,35
Italy	249.943	1.024.129	4,10
Spain	131.527	353.441	2,69

BULK	Th. liters	Th. Dollars	\$/liter
Spain	945.132	448.745	0,47
Italy	393.406	279.569	0,71
Australia	307.167	262.657	0,86
Chile	281.351	232.870	0,83
New Zealand	68.278	190.018	2,78
France	134.830	168.553	1,25
USA	119.457	142.499	1,19
South Africa	192.596	110.477	0,57
Argentina	23.651	33.712	1,43
Portugal	30.468	19.434	0,64



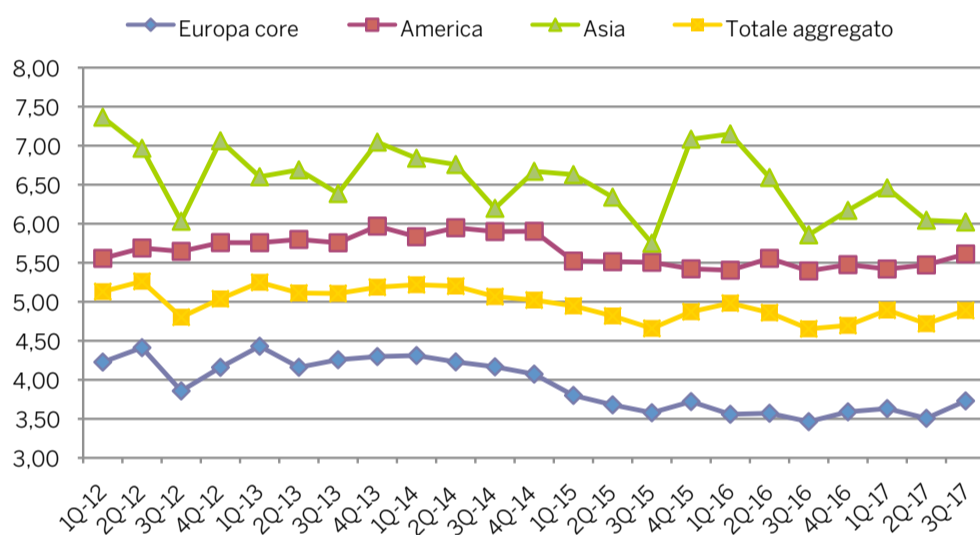
World BOTTLED WINES



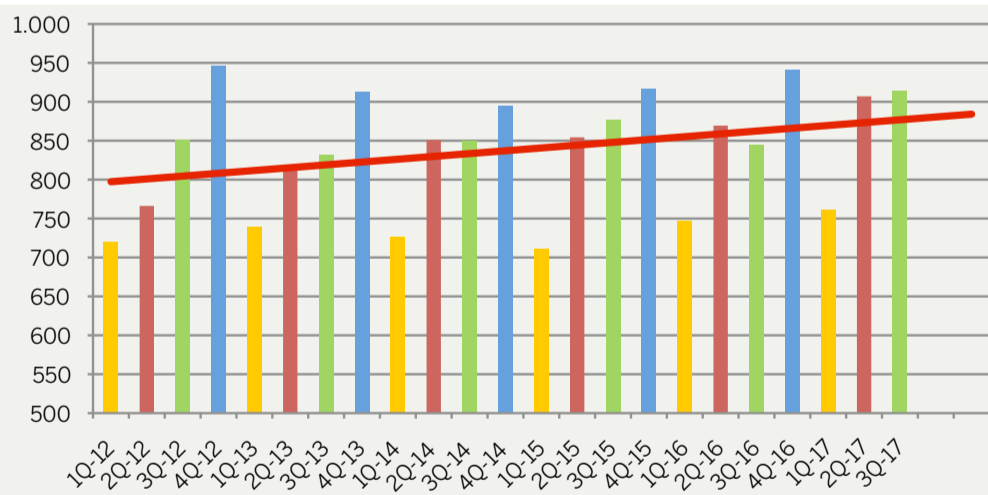
Another jump was reported in the trade of bottled wine worldwide: the aggregate monitored by our magazine in the period July-September exceeded the threshold of 9 million hectolitres of product for the second time, showing an 8% growth versus the corresponding (negative) quarter of 2016. The values, expressed in US dollars and thus considerably influenced by the weakness of the American currency against the Euro, jumped up by 14%, reaching 4.5 billion US dollars, compared to the third quarter of 2016, which - due to the Bull phase of the US dollar - had decreased to -3%. Basically, we can say that - despite the misfortunes of the currencies - sales volumes are keeping up, obviously thanks to the balancing provided by the Asian continent (and, in particular, by China) and to the increasingly strong and constant recovery of the Russian market, which is counterbalancing the German and British stagnation in the continent.

Besides these dynamics, the amount cumulated since January scored a +5% in volumes and values versus 2016, with volumes reaching 25.8 million hectolitres (the highest volume figure since 2012) and values a little lower than 12.5 billion US dollar, in line with years of weak US Dollar. With regard to the average prices, in the Asian continent they have been stable at 6 US dollar per litre since the last quarter, whereas there was a general growth in the Americas, where prices registered a 10-cent increase from 5.50 US dollar. As far as the European bloc is concerned, average prices are moving between 3.50-3.70 US dollar.

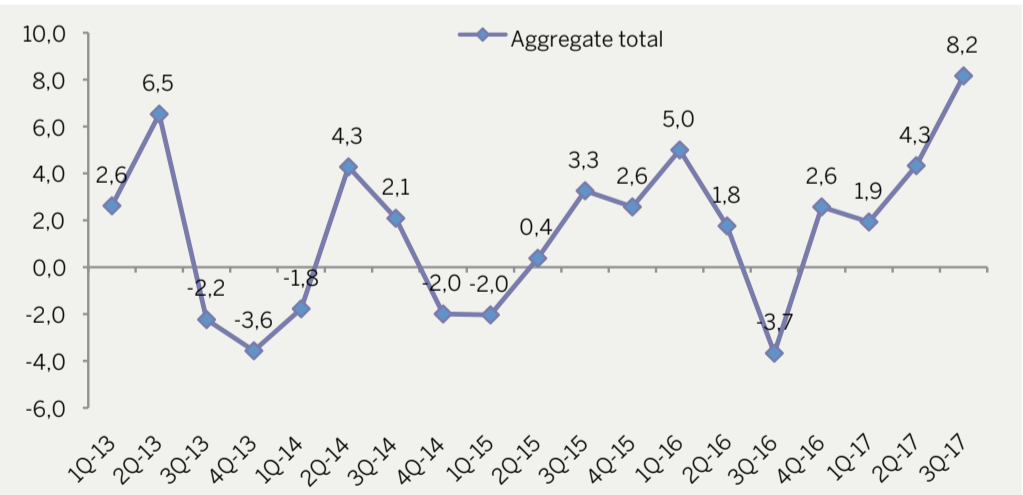
PRICE EVOLUTION BY QUARTER (US\$/LITER)



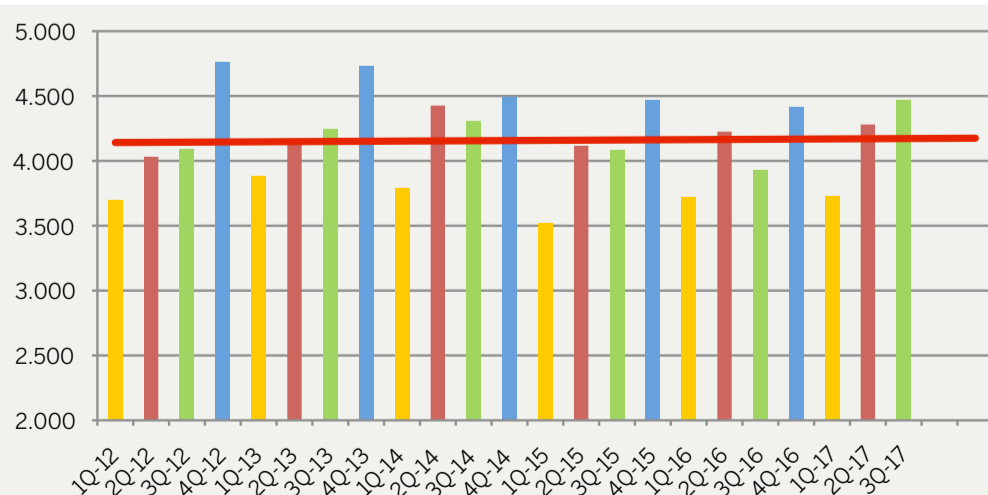
AGGREGATE TOTAL: QUARTERLY IMPORT, BOTTLED WINES (MILLION LITERS)



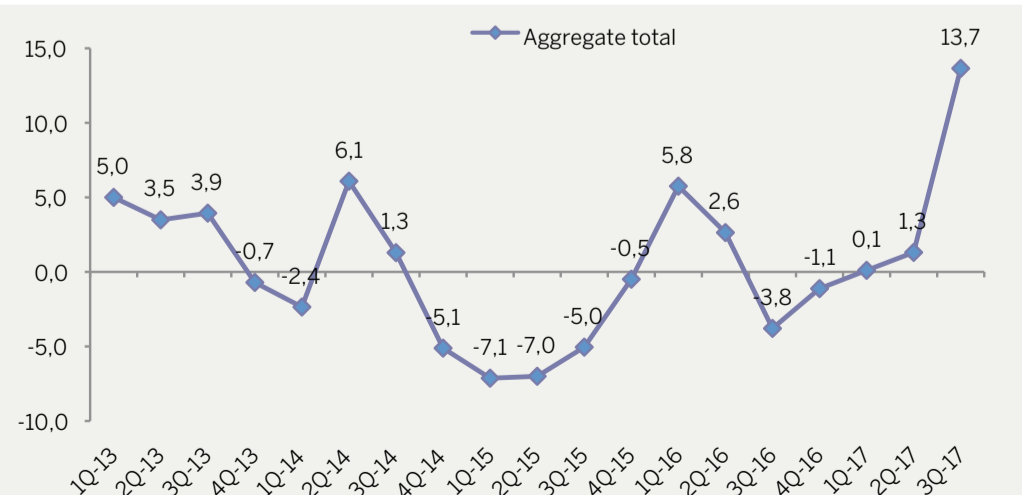
YEARLY % CH. QUARTER ON QUARTER (VOLUME)



AGGREGATE TOTAL: QUARTERLY IMPORT, BOTTLED WINES (MILLION US\$)

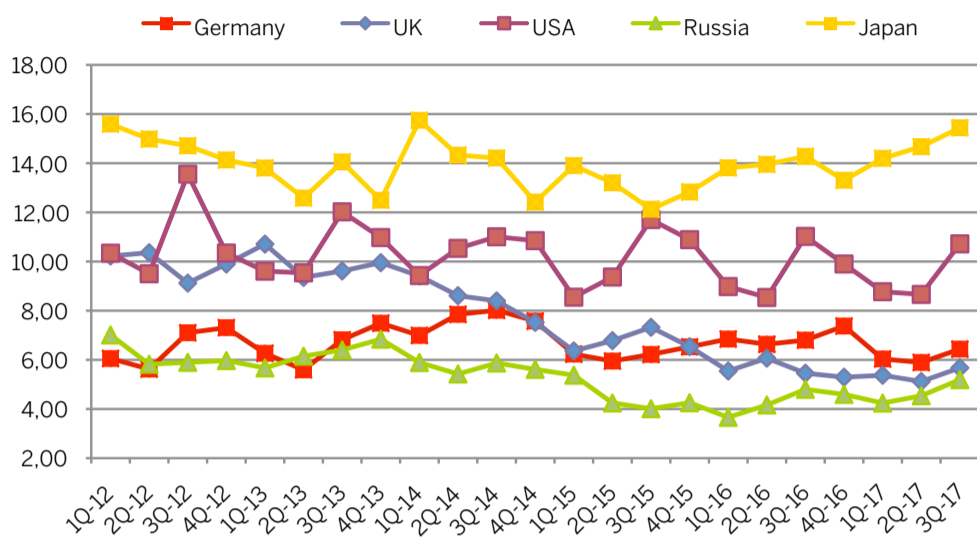


YEARLY % CH. QUARTER ON QUARTER (VALUE)

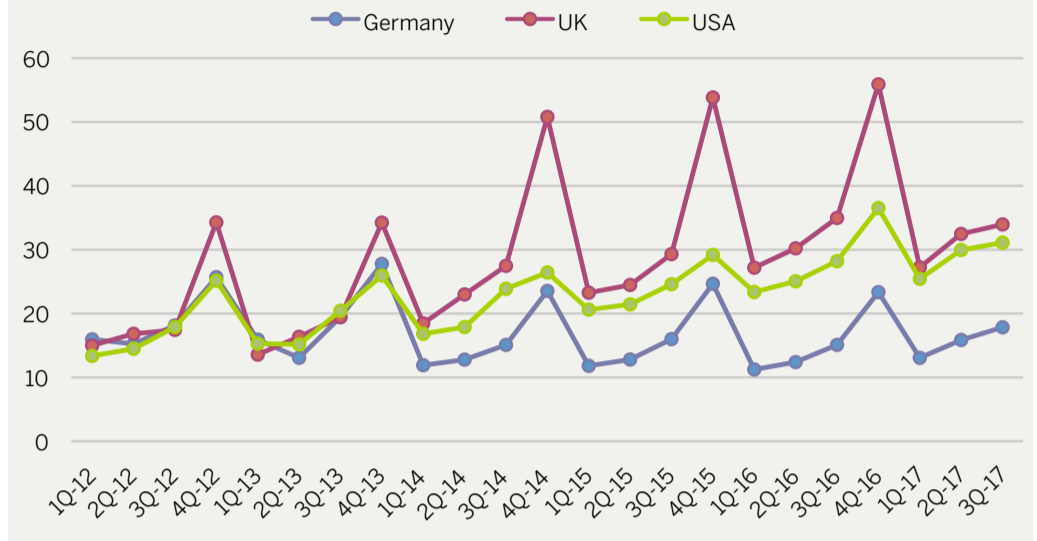


Bottled wines: still wines and slightly sparkling wines ("frizzanti"), sparkling wines not included
 Note: Aggregate total is sum of America, Core Europe, Asia

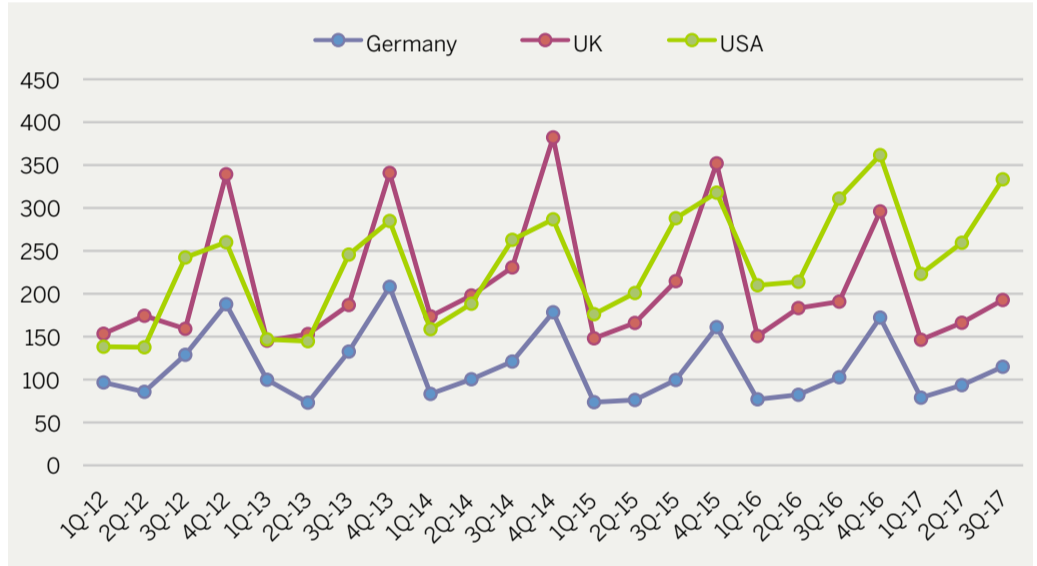
PRICE EVOLUTION BY QUARTER (US\$/LITER)



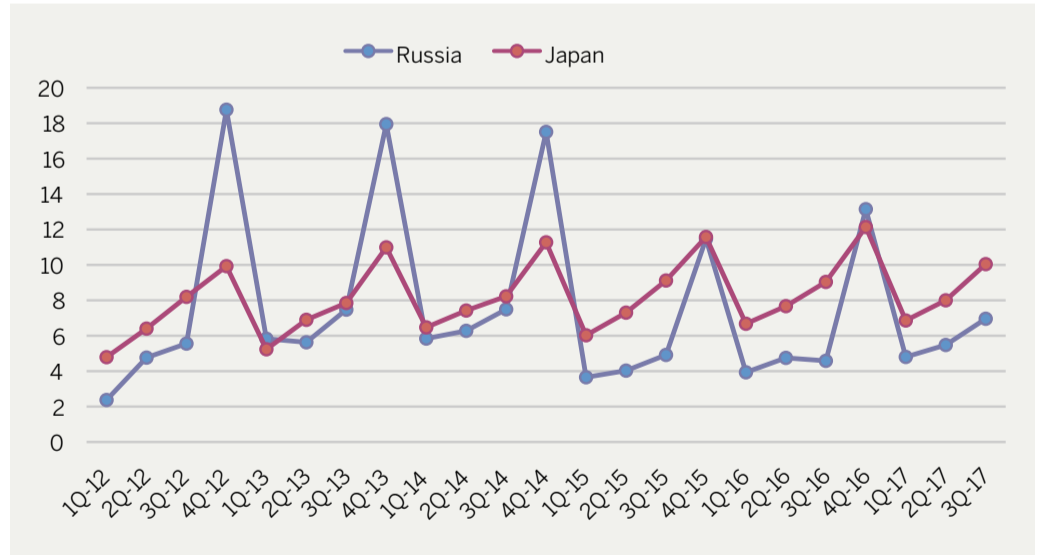
GERMANY, USA AND UK (MILLION LITERS)



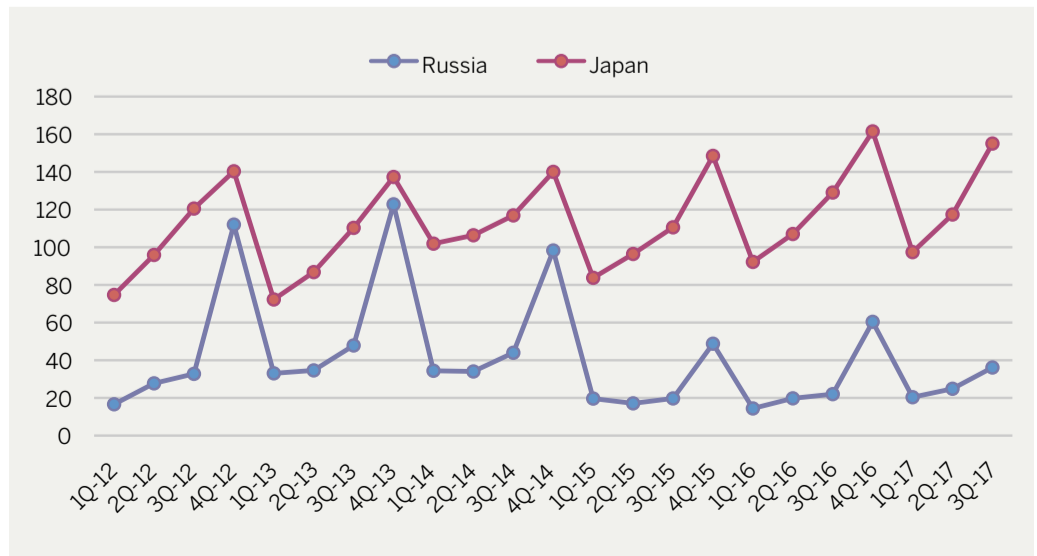
GERMANY, USA AND UK (MILLION US\$)



RUSSIA AND JAPAN (MILLION LITERS)



RUSSIA AND JAPAN (MILLION US\$)



World SPARKLING WINES



Even the third quarter of the current year shows strong increases in the market of sparkling wines: the total of the aggregate monitored by our magazine closed the accounts above 3 million hectolitres of imported product, (+10%, versus +7% in March and +11% in June), for a turnover of 2.4 billion US dollar, corresponding to an annual 8% increase. The average prices were around the threshold of 7.80 US dollar per litre. Among the big importing countries, the highest figure concerning volume growth was again registered by Germany: thanks to a quarter among the best ones since the far-away 2013, it almost achieved the threshold of 500,000 hectolitres of cumulated product, corresponding to an impressive 21% upturn. This result is due to the performance of Cava wines, confirming their 40% increase of June, as well as to the positive trend of Italian Spumanti, grown by 25%. For both countries, the reductions of the average price were rather substantial: about -9% for Italy and -6% for Spain. ♦♦



➤ WORLD SPARKLING WINES

On the contrary, Champagne and French sparkling wines showed price stability and regained height, expanding the growth dynamics of June by two percentage points, (from +3% to +5%). Considering the market total, values are still positive (about +10%), with all three main suppliers reporting a considerable rise.

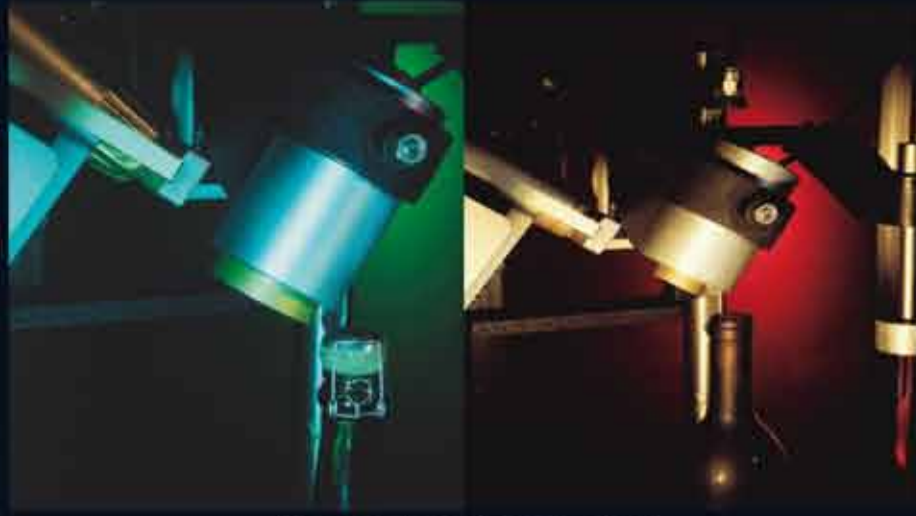
On the other hand, in the British market, after a moderate improvement in the second quarter, the situation is again negative, with volumes at a quarterly -3% and a balance since January growing really slightly (+1%), due to a compensation between Italian increase (+7%) and French (-12%) and Spanish decreases (-9%). Strong downturns were also reported by all second-tier suppliers, with peaks of over -20% for Germany and Australia.

As regards the Italian figure, the good news is the historical overtaking of French competitors with regard to values, (179 against 178 million GB pound), due to a rise of Italian supplies (+24%) versus a drop of Champagne (-9%). If we analyse the sales data of Italian sparkling wines and Spumanti by categories, however we realise that Prosecco confirms the interruption of its tumultuous growth of the previous years: in September, the cumulated volumes (Dop-Protected Designation of Origin wines + Prosecco) account for 369,000 hectolitres, grown by 2% compared with the corresponding period of 2016. Considering the quarter, the 140,000 hectolitres shipped to London from July to September correspond to a 3% rise, whereas in the same period of 2016 the registered performance had been a +45%. This dynamics confirms the trend of the year's start, with a 2% increase in January-March

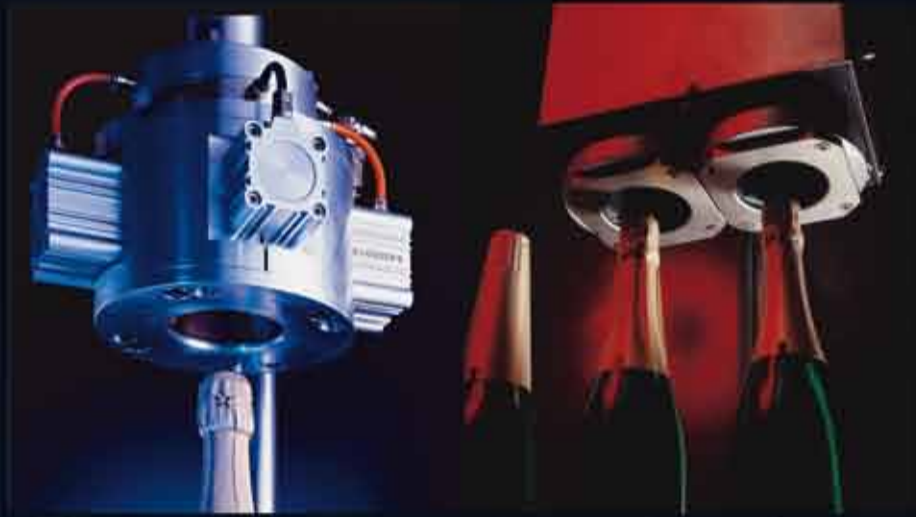
and in April-June. Average prices are keeping up at about 3 euro per litre, but this dynamics is obviously influenced by the devaluation of the GB pound, which brought the purchase amount of importers to a quarterly +23%.

After a positive second quarter, in the USA even the third quarter confirms strong growth data: +10% in volume terms, which moves the total cumulated since January to a +14%, with France and Italy at +22% and +13% respectively. Values increased by 9% (+7% quarterly), impacted by the weakness of the US Dollar. This brought back the general figure of average prices to above 10 US dollar per litre, which has not occurred for one year.

In Russia, the volume trend accelerated the realignment process towards stabilization: after a +22% in March and a +15% in June, September set the bar at a +52%, whereas values rose from +40% and +26% to +64%. These performances were determined by all major European suppliers. Italy is confirmed at the top of the ranking (+37% in volumes and +53% in values). The historical suppliers, such as Moldova, Ukraine, Georgia and Abkhazia are close to zero. Finally, the overall upturn of the Japanese market is confirmed: after the +3-4% registered till June, it recovered up to +11% in September, closing the total cumulated since January at +7%. Increases were recorded for France, Italy and Spain, whereas the progress of Chilean sparkling wines has stopped. As it happened for the figure regarding bottled wine, the progressive weakness of the Yen pushed values upwards, accounting for a cumulated total amount, increased by 17% and affected by a +20% of the third quarter only.



Capsule dispensing



Champagne type capsules pleating-crimping



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thermoshrinking

Polylaminate-tin
capsules spinning



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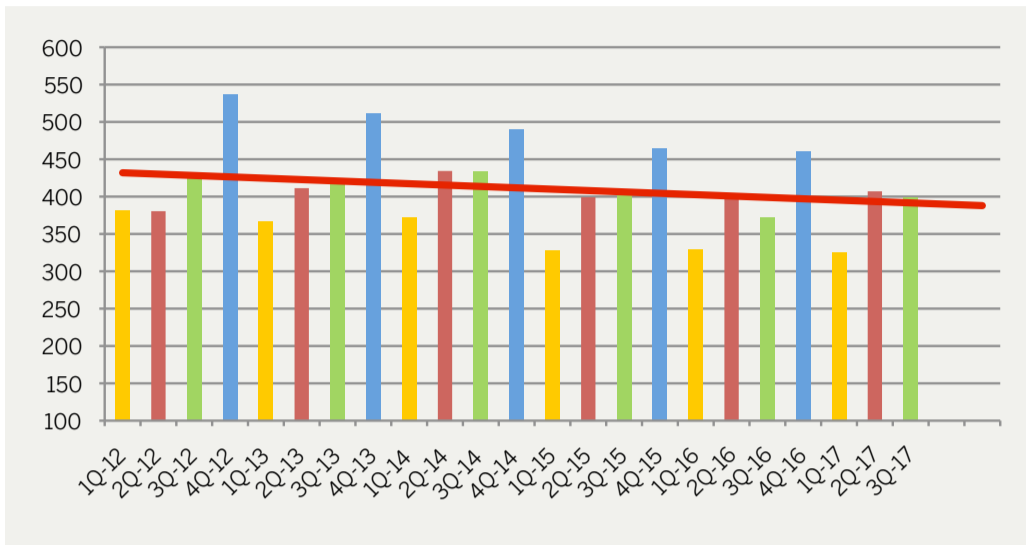
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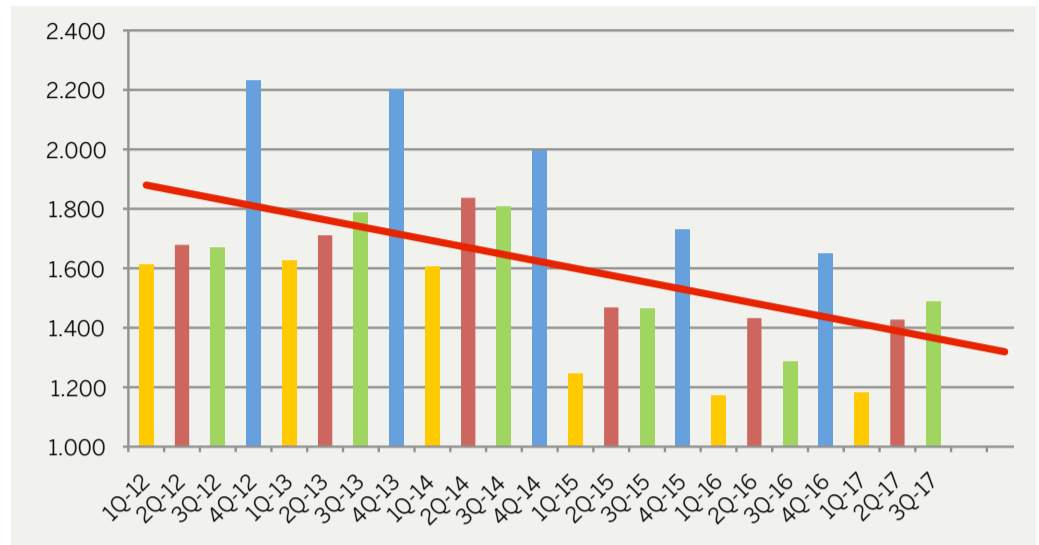


CORE EUROPE: QUARTERLY IMPORT, BOTTLED WINES (MILLION LITERS)



Core Europe: sum of Germany, UK, Switzerland and Russia

CORE EUROPE: QUARTERLY IMPORT, BOTTLED WINES (MILLION US\$)



The European aggregate (Germany, Switzerland, UK and Russia) did not suffer particular bumps compared with the second quarter of the current year: in volume terms, there was a fairly good recovery (+7%, to 4 million hectolitres, but the comparison is made with an extremely negative quarter of 2016), whereas values jumped up by +16%, with a total amount of 1.6 billion US dollar, but even here the comparison is made with the same quarter of 2016, where the exchange rate situation against the US Dollar was quite different from the current one: just to give a frame of reference, in December 2016 it was about 1.05, today it is 1.19. Germany confirms a trend of general standstill, with a quarterly balance of +0.6% in volumes and +2% in values, for a total since January that has remained negative, with over 7% loss with regard to quantities, With a little less than 1.3 million hectolitres of imported product, the third quarter confirmed to be one of the worst over the last years: it is quite far-away from the values that had been registered only five years ago that were well over 1 million and 600 thousand hectolitres. Italy had a bad performance, cumulating a -5% since the beginning of the year and zero in values, whereas France, Spain and the USA did not exceed +2%; in particular, the Americans were favoured by the exchange rate and went up by 7% in values.

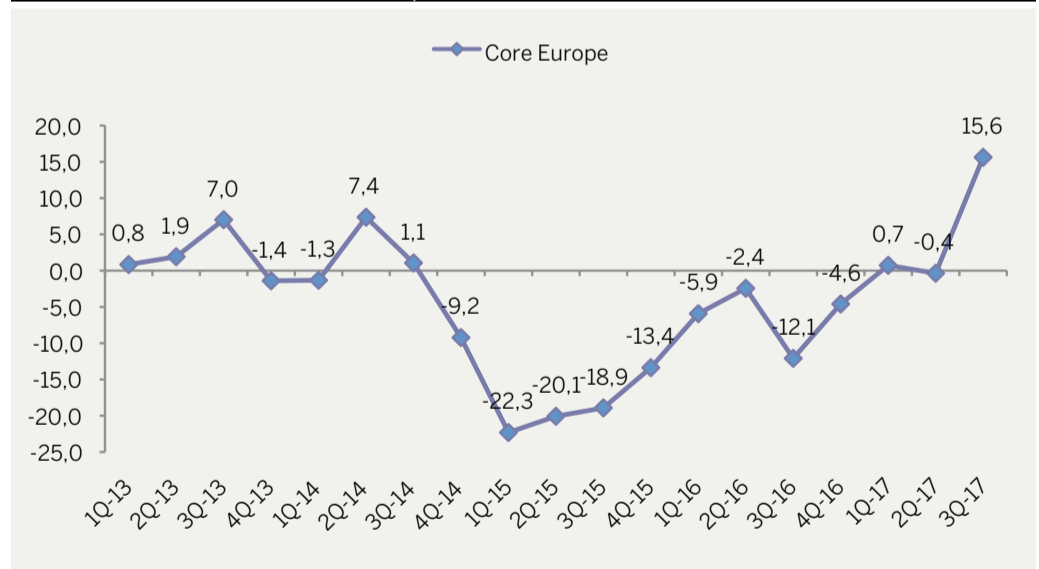
The United Kingdom still shows a difficult situation: its negative quarterly trend was confirmed even in September (-1% in volume terms, sixth consecutive negative quarter versus the same period of 2016, which was also a negative one). Values are growing, but it is useless to say that, in this case, the figure (+11%) is affected by the weakness of the GB pound against the Euro and the other currencies. Over the nine months year-to-date, the general balance is at -4%, with values amounting to 1.4 billion GB pound (+9%). A negative trend was reported for the two top players, France (-2%) and Italy, whose -8% in volumes is accompanied with a -2% in values, due to the negative performance of the white Igp-Protected Geographic Indication-wines (Pinot Grigio), dropping by 10% in value terms and even by 26% in volume terms.

On the contrary, the New Zealanders keep growing, stably ranking third, with steady increases over 20%, whereas the recovery of their Australian "cousins" goes on. Now, they are lagging behind in a ranking which had seen them in the top positions: however, they show a general rebalancing of volumes between bulk (-17%) and bottled wine (+15%), likely to have found a definitive dimension. A decreasing trend is highlighted by the Spanish and especially by the Chileans. With regard to Russia: the slow recovery of the market keeps on, not only with a positive third quarter (third consecutive one), but also with a wider progression, around +70%. Even prices start going up, at last with a total amount reaching

YEARLY % CH., QUARTER ON QUARTER (VOLUME)



YEARLY % CH., QUARTER ON QUARTER (VALUE)



again the threshold of 3 euro per litre that had been lost since the end of 2014. Italy and France regained the thresholds of 3 and 4 euro, lost on the way in 2016.

Finally, the Swiss market is stable: here, only one country among the top suppliers, France, grew over the average (+5%), whereas all other countries were again included in a decreasing threshold between 0 and -6%. It is to be noticed that, from May to date, the Swiss Franc has strongly devaluated against the Euro: this might impact the level of trade transactions in the next future. The trend of average prices seems to anticipate this state of affairs: if we observe what happened over the last four years, we can say that there was a general realignment of the first three European suppliers, almost obligatorily channelled towards the average of 6/8 Swiss franc/litre, including France, which, from the 18 Swiss franc of only three years ago, has now gone down to around 10.

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IMPORT 2017

JANUARY-SEPTEMBER / europe

BOTTLED	Thousand liters		Thousand Euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
Italy	163.726	-5,1	474.319	0,0	2,90	5,3
France	71.661	0,0	233.734	-5,6	3,26	-5,6
Spain	63.429	2,0	154.708	-0,5	2,44	-2,4
USA	18.333	2,0	54.788	7,5	2,99	5,4
Austria	16.169	-10,7	43.342	4,1	2,68	16,5
South Africa	15.307	7,9	39.313	8,2	2,57	0,3
Portugal	10.991	3,0	30.699	4,5	2,79	1,5
Chile	7.375	-12,9	23.257	-14,0	3,15	-1,3
Australia	6.838	3,7	19.817	1,3	2,90	-2,3
Greece	7.127	1,3	15.070	2,0	2,11	0,7
Argentina	2.489	4,1	9.964	4,0	4,00	-0,1
New Zealand	1.336	-0,7	7.480	7,5	5,60	8,3
Hungary	2.054	224,6	3.297	162,1	1,61	-19,3
Switzerland	115	-11,1	1.205	-6,6	10,51	5,1
Turkey	385	-3,0	1.065	-6,7	2,77	-3,7
Croatia	344	11,9	955	14,4	2,77	2,2
Moldova	288	-22,6	518	-21,8	1,80	1,1
Bulgaria	124	28,5	289	4,0	2,34	-19,1
Others	2.936	44,6	8.152	35,2	2,78	-6,5
Total	391.023	-7,2	1.121.972	-0,3	2,87	3,6

SPARKLING	Thousand liters		Thousand Euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
France	13.006	5,3	147.875	6,2	11,37	0,9
Italy	15.455	24,0	56.833	13,5	3,68	-8,5
Spain	17.569	37,2	46.867	28,6	2,67	-6,3
Austria	377	-33,6	3.776	-44,2	10,01	-16,0
Others	370	-32,2	1.586	-26,8	4,28	7,9
Total	46.778	20,8	256.937	9,5	5,49	-9,3

BOTTLED	Liters		£		£/liter	
	2017	% change	2017	% change	2017	% change
France	89.298.221	-2,2	404.837.641	18,9	4,53	21,6
Italy	126.538.380	-7,5	240.891.962	-1,6	1,90	6,5
New Zealand	30.700.551	24,6	128.848.695	21,3	4,20	-2,7
Spain	65.090.038	-3,4	122.822.837	3,9	1,89	7,6
Chile	39.446.313	-10,4	99.092.198	-7,3	2,51	3,4
Germany	39.658.795	4,7	78.780.155	23,2	1,99	17,6
Australia	30.885.875	15,3	73.207.911	9,7	2,37	-4,8
USA	14.818.899	-49,8	55.052.431	-13,1	3,72	73,2
Argentina	16.698.726	10,0	49.737.679	16,6	2,98	6,0
South Africa	20.494.304	5,0	42.782.995	10,8	2,09	5,5
Portugal	8.917.192	-2,8	27.647.626	0,1	3,10	2,9
Others	13.923.711	0,0	50.915.429	0,0	3,66	0,0
Total	496.582.905	-3,5	1.380.099.836	9,1	2,78	13,0

SPARKLING	Liters		£		£/liter	
	2017	% change	2017	% change	2017	% change
Italy	66.923.605	6,9	179.136.623	24,3	2,68	16,4
France	12.956.778	-11,8	178.036.055	-9,1	13,74	3,0
Spain	9.754.363	-9,2	19.975.418	-6,0	2,05	3,6
Germany	1.555.871	-25,5	5.376.960	-6,9	3,46	24,9
South Africa	640.652	-12,7	1.865.107	-9,1	2,91	4,1
Australia	537.495	-23,2	1.464.438	-15,4	2,72	10,1
USA	192.385	-10,6	1.161.266	30,2	6,04	45,5
New Zealand	239.177	13,5	909.749	-28,5	3,80	-37,0
Others	880.625	135,5	7.459.750	38,0	8,47	-41,4
Total	93.680.951	1,4	395.385.366	4,5	4,22	3,1

BULK	Thousand liters		Thousand Euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
Italy	223.612	6,1	108.948	2,8	0,49	-3,1
Spain	195.972	-3,0	72.889	3,8	0,37	7,0
France	68.717	-9,3	57.751	-22,1	0,84	-14,2
South Africa	46.080	-4,6	26.749	-2,2	0,58	2,6
Chile	24.852	-12,0	19.903	-0,7	0,80	12,9
Australia	24.136	-4,7	18.462	6,3	0,76	11,6
USA	14.868	-2,5	14.848	-4,3	1,00	-1,9
New Zealand	4.746	59,6	11.989	44,8	2,53	-9,2
Hungary	10.435	27,8	9.180	16,6	0,88	-8,8
Austria	3.697	-19,5	4.994	26,0	1,35	56,5
Portugal	4.076	-2,9	2.300	-13,4	0,56	-10,8
Argentina	1.077	-34,9	1.692	-21,2	1,57	21,2
Moldova	2.173	30,9	1.096	32,0	0,50	0,9
Greece	924	-43,8	965	-37,6	1,04	11,1
Romania	1.114	-13,4	848	-13,3	0,76	0,1
Others	15.770	-22,2	7.986	-26,5	0,51	-5,6
Total	642.247	-1,5	360.600	-2,5	0,56	-1,0

2-10 LITERS	Thousand liters		Thousand Euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
France	4.483		8.640		1,93	
Italy	6.000		8.581		1,43	
Spain	1.669		1.878		1,13	
South Africa	781		1.317		1,69	
Chile	572		907		1,59	
Australia	282		580		2,06	
Others	1.217		1.759		1,45	
Total	15.003		23.662		1,58	

BULK	Liters		£		£/liter	
	2017	% change	2017	% change	2017	% change
Australia	121.515.140	-17,4	88.971.354	-8,0	0,73	11,4
USA	63.248.604	31,1	62.468.926	54,8	0,99	18,1
New Zealand	27.671.367	42,1	58.705.770	42,8	2,12	0,5
Chile	41.502.451	11,1	33.764.309	28,5	0,81	15,6
South Africa	57.437.369	1,9	31.918.554	10,4	0,56	8,3
Italy	11.665.680	-14,2	12.381.338	6,4	1,06	24,0
France	3.679.093	-10,4	5.679.274	-17,7	1,54	-8,2
Spain	7.331.144	-8,2	5.411.710	10,8	0,74	20,7
Argentina	3.885.392	-30,6	5.300.881	-16,3	1,36	20,7
Germany	3.083.680	-33,9	3.147.692	-39,3	1,02	-8,2
Others	1.651.534	0,0	2.328.785	0,0	1,41	0,0
Total	344.159.392	-0,5	310.624.050	14,8	0,90	15,3

2-10 LITERS	Liters		£		£/liter	
	2017	% change	2017	% change	2017	% change
Italy	2.993.920		3.093.139		1,03	
Germany	952.605		1.826.367		1,92	
France	433.966		1.338.047		3,08	
Spain	350.544		963.280		2,75	
Others	396.047		615.419		1,55	
Total	5.127.082		7.836.252		1,53	

Germany United Kingdom 

IMPORT 2017

JANUARY-SEPTEMBER / europe

BOTTLED	Liters		\$		\$/liter	
	2017	% change	2017	% change	2017	% change
Italy	34.922.754	40,8	121.799.043	43,2	3,49	1,7
France	22.907.943	43,0	87.392.864	49,9	3,81	4,8
Spain	35.917.557	47,3	78.855.410	59,7	2,20	8,4
Georgia	22.812.972	87,5	65.874.712	82,6	2,89	-2,6
Abkhazia	11.184.686	1,9	29.696.090	16,4	2,66	14,2
Chile	10.778.982	46,1	27.962.724	42,5	2,59	-2,4
South Africa	4.800.632	315,7	11.413.491	257,8	2,38	-13,9
Portugal	3.893.823	59,9	10.912.432	62,9	2,80	1,9
Germany	4.606.871	27,2	9.694.545	32,1	2,10	3,8
Argentina	1.835.252	26,5	6.395.486	33,5	3,48	5,5
New Zealand	868.310	99,8	5.497.495	85,4	6,33	-7,2
Australia	1.592.680	94,9	5.307.730	93,7	3,33	-0,6
Serbia	3.897.227	22,3	5.188.763	33,9	1,33	9,5
Moldova	3.108.045	30,5	4.735.836	50,8	1,52	15,5
Armenia	1.393.633	94,6	4.668.957	137,3	3,35	22,0
USA	859.593	148,3	4.048.377	146,7	4,71	-0,6
Bulgaria	2.080.292	-3,9	3.040.385	8,8	1,46	13,3
Azerbaijan	1.428.076	15,9	2.739.700	24,1	1,92	7,1
Austria	492.649	86,5	2.557.861	102,8	5,19	8,8
Hungary	536.370	13,7	1.111.790	34,6	2,07	18,3
Macedonia	369.594	37,0	663.904	28,0	1,80	-6,6
Montenegro	166.695	-51,2	470.771	-49,4	2,82	3,6
Others	1.412.997	16,8	3.637.987	37,4	2,57	17,7
Total	171.867.631	45,4	493.666.350	52,6	2,87	5,0

SPARKLING	Liters		\$		\$/liter	
	2017	% change	2017	% change	2017	% change
Italy	11.704.583	36,6	47.818.079	53,0	4,09	12,0
France	3.001.971	22,1	25.494.776	34,0	8,49	9,8
Spain	1.766.669	39,0	5.272.770	65,0	2,98	18,8
Georgia	118.175	79,2	374.809	73,6	3,17	-3,1
Moldova	164.641	6,2	364.959	24,2	2,22	16,9
Ukraine	118.206	-46,3	300.199	-30,1	2,54	30,1
Germany	67.366	160,3	296.318	171,4	4,40	4,3
Abkhazia	45.738	-85,7	125.854	-83,7	2,75	14,2
Others	253.301	40,3	1.339.198	51,4	5,29	7,9
Total	17.240.649	29,9	81.386.962	44,8	4,72	11,5

BOTTLED	Liters		CHF		CHF/liter	
	2017	% change	2017	% change	2017	% change
Italy	28.618.245	-0,3	211.210.467	2,5	7,38	2,8
France	12.764.881	5,0	158.971.862	22,1	12,45	16,4
Spain	12.568.409	-3,0	87.401.565	2,4	6,95	5,5
Germany	3.124.062	-3,3	24.358.217	-2,2	7,80	1,2
Portugal	5.258.837	-1,9	22.657.730	1,8	4,31	3,8
USA	1.925.958	-5,6	19.951.634	9,7	10,36	16,2
Austria	1.616.849	-1,7	13.418.309	-1,2	8,30	0,5
Argentina	2.477.615	10,9	13.004.653	12,5	5,25	1,4
Chile	1.351.412	-17,5	7.376.928	-8,0	5,46	11,6
Australia	946.167	12,9	5.916.276	7,0	6,25	-5,2
South Africa	731.717	-4,6	4.689.618	8,6	6,41	13,8
New Zealand	153.937	14,0	1.135.407	12,8	7,38	-1,0
Others	878.881	-15,3	10.464.370	-4,4	11,91	12,9
Total	72.416.970	-0,5	580.557.036	7,1	8,02	7,6

BULK	Liters		\$		\$/liter	
	2017	% change	2017	% change	2017	% change
Spain	48.983.759	-35,6	26.075.706	-30,4	0,53	8,0
Ukraine	21.420.174	27,1	10.750.679	36,1	0,50	7,1
South Africa	14.001.285	-6,9	9.066.913	4,8	0,65	12,6
Moldova	9.562.179	-0,3	4.937.704	2,3	0,52	2,6
Uzbekistan	7.968.550	59,5	3.880.537	84,5	0,49	15,6
Italy	3.904.712	0,6	2.865.236	-27,4	0,73	-27,9
France	421.761	160,8	446.810	45,8	1,06	-44,1
Argentina	480.005	-93,4	215.144	-92,8	0,45	9,0
Others	2.151.690	-55,7	1.287.919	-56,2	0,60	-0,9
Total	108.894.115	-21,4	59.526.649	-16,3	0,55	6,6

2-10 LITERS	Liters		\$		\$/liter	
	2017	% change	2017	% change	2017	% change
France	155.338		494.717		3,18	
Spain	312.881		448.099		1,43	
Italy	124.984		381.973		3,06	
Chile	57.996		117.781		2,03	
Portugal	57.021		81.632		1,43	
Moldova	39.168		38.226		0,98	
South Africa	19.356		30.766		1,59	
Germany	8.712		18.203		2,09	
Others	25.328		54.150		2,14	
Total	800.784		1.665.547		2,08	

SPARKLING	Liters		CHF		CHF/liter	
	2017	% change	2017	% change	2017	% change
France	2.490.741	-3,1	60.287.666	5,1	24,20	8,4
Italy	7.146.732	9,8	38.446.124	12,2	5,38	2,1
Spain	1.450.582	6,3	6.431.719	-3,5	4,43	-9,2
Germany	489.334	-0,8	1.701.229	-14,4	3,48	-13,7
Austria	57.116	39,3	612.704	49,0	10,73	7,0
Others	86.655	26,1	1.120.376	15,5	12,93	-8,4
Total	11.721.160	6,1	108.599.818	6,8	9,27	0,6

2-10 LITERS	Liters		CHF		CHF/liter	
	2017	% change	2017	% change	2017	% change
France	1.382.379		4.102.403		2,97	
Italy	728.277		2.103.593		2,89	
Portugal	1.789.720		1.924.336		1,08	
Spain	671.041		1.146.778		1,71	
Others	107.040		455.391		4,25	
Total	4.678.457		9.732.501		2,08	

Russia



Switzerland



WINE BY NUMBERS



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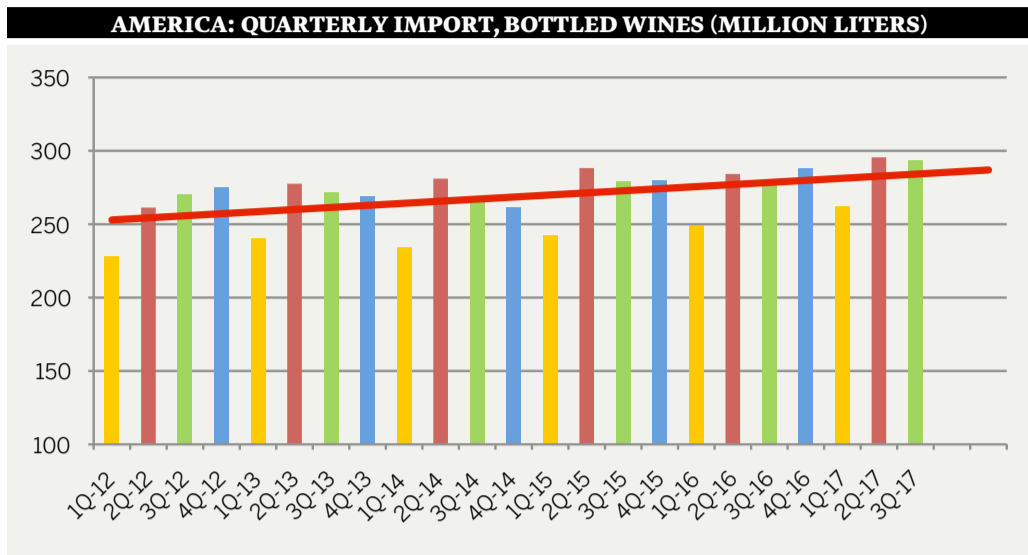
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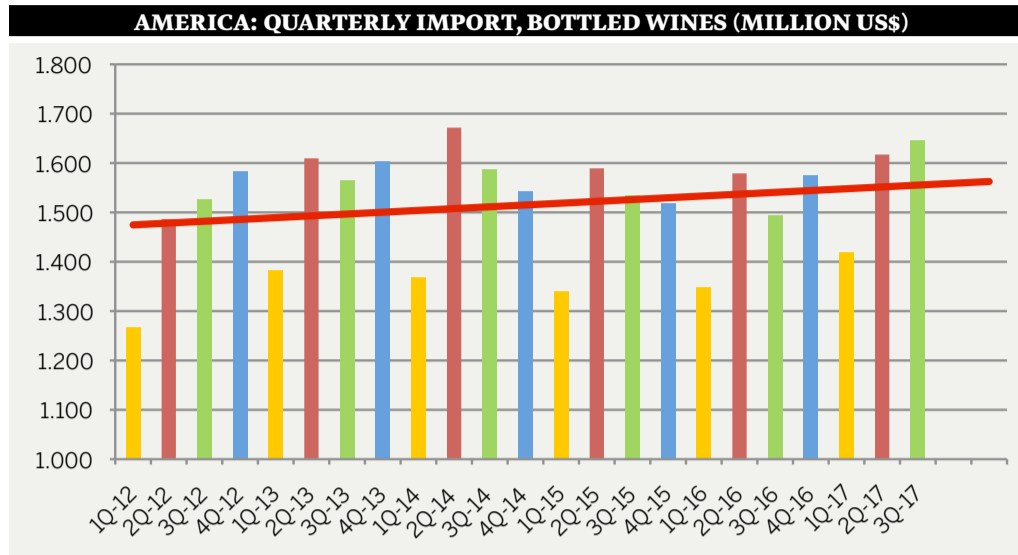
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America: sum of USA, Canada and Brazil



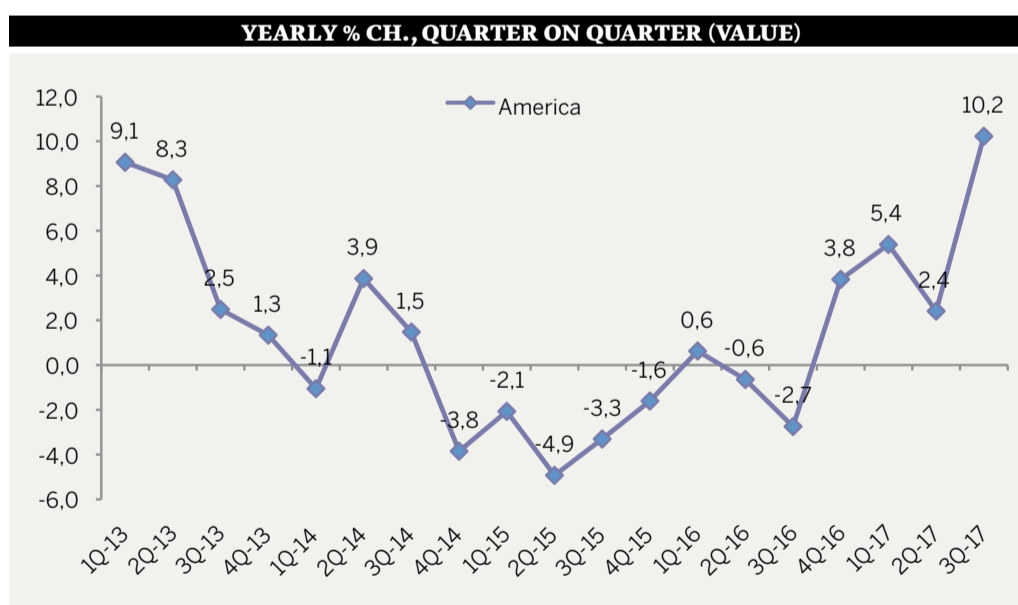
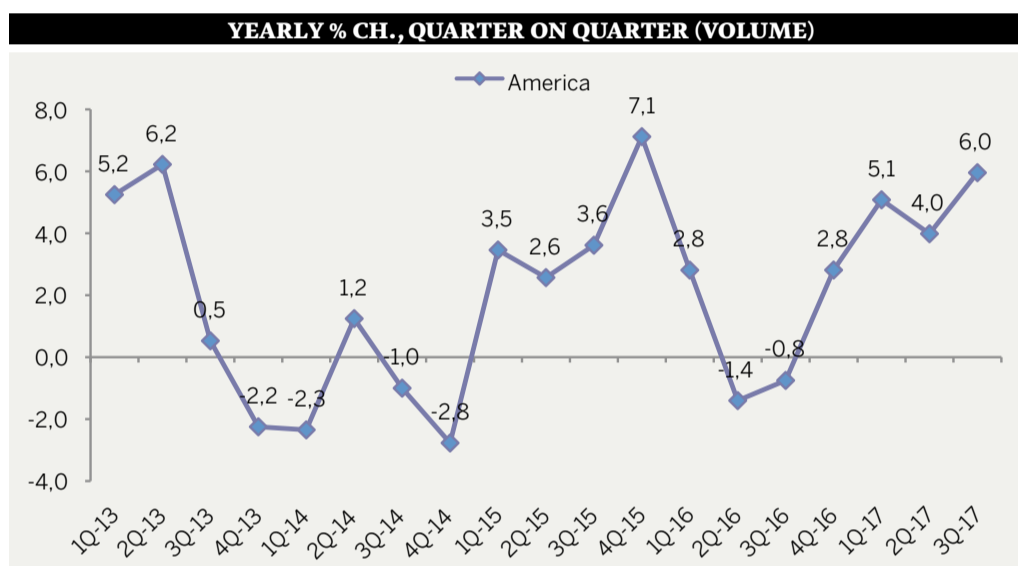
America

The American bloc (USA, Canada and Brazil) confirms the progression of the first and second quarters even in the third one, with a 6% volume rise (a little less than 3 million hectolitres, the highest volume figure since 2012 together with the previous quarter) and a 10% value upturn (1.6 billion US dollar), obviously influenced by the persistent weakness of the American currency against the Euro.

As far as the United States are concerned, the Italian situation remains relatively stable (at around +1% increase over nine months year-to-date). On the other hand, the rapid rise of French wines is going on: for the third consecutive quarter they confirmed 20% value and volume increases. The gap separating Italian and French wines, historically around 120 million US dollar in favour of the Italian products, decreased by 50% in the current year. This is a powerful sign that must be taken into account.

Another country that is selling well in the USA is New Zealand, now stably ranking third in value terms, with a 9% growth cumulated over nine months year-to-date. On the contrary, Australia, Argentina and Chile are going backwards, but the Chilean situation seems less alarming, as the “bodegas” compensate with performances of strong growth in the Asian continent. On the other hand, for the Argentinians the downturn in the US market is a big problem, considering that the USA represent their first market and in addition, in the meantime, no other sound alternatives have been created.

Canada closed the nine-month period positively, even if, in the third quarter, it registered a negative performance in volume terms (-1%). Here, the reduction in the position gap is between Italians and Americans: if since 2012 the Californian winemakers had first surpassed and then left behind the Italian ones, with a yearly average of 15 million US dollar, this year the gap has more and more halved, reaching 6 million in the third quarter of 2017. The growth



rate of Italian wines is increasing, whereas the American one is relatively stable. For this reason, we would not be surprised by a possible overtaking at the end of the year. The remaining suppliers are obtaining positive results, in particular the Spanish, whereas the shares of Australia, South Africa and Argentina keep on decreasing. Finally, Brazil confirms its strong recovery of imports, as already reported in March and in June, with double-digit increases for all main suppliers. A fairly positive note is the interruption of the decreasing trend of average prices: in June they were at about -5%, with peaks above 10% for the Europeans, whereas in September the figures showed neutral or reduced changes within 4%, with a market total at -1%.

IMPORT 2017

JANUARY-SEPTEMBER/ america

BOTTLED	Thousand liters		Thousand \$		\$/liter	
	2017	% change	2017	% change	2017	% change
Italy	189.026	1,1	1.069.435	1,1	5,66	0,0
France	98.473	20,3	866.390	20,9	8,80	0,5
New Zealand	33.800	8,9	256.926	9,0	7,60	0,0
Australia	69.297	-7,5	243.671	-7,9	3,52	-0,5
Argentina	41.056	-6,9	216.822	-3,0	5,28	4,2
Spain	38.177	6,4	193.167	1,5	5,06	-4,6
Chile	41.085	-1,4	156.374	-4,2	3,81	-2,7
Germany	15.778	6,7	75.858	1,1	4,81	-5,2
Portugal	14.291	11,5	71.225	10,7	4,98	-0,7
South Africa	6.826	11,3	33.179	9,3	4,86	-1,7
Others	11.952	5,5	84.497	9,1	7,07	3,4
Total	559.760	3,4	3.267.544	5,5	5,84	2,0

SPARKLING	Thousand liters		Thousand \$		\$/liter	
	2017	% change	2017	% change	2017	% change
France	23.056	21,5	484.993	14,7	21,04	-5,7
Italy	47.897	13,0	257.368	8,6	5,37	-3,9
Spain	13.346	3,2	61.586	3,4	4,61	0,2
Germany	520	12,3	2.530	49,4	4,87	33,0
Australia	561	16,1	2.484	13,1	4,43	-2,6
Others	1.119	21,1	7.051	16,4	6,30	-3,9
Total	86.499	13,6	816.012	11,9	9,43	-1,5

BOTTLED	Liters		Can. \$		Can. \$/liter	
	2017	% change	2017	% change	2017	% change
USA	37.516.485	-3,1	338.098.375	0,1	9,01	3,3
Italy	46.228.941	5,9	316.294.306	4,1	6,84	-1,7
France	35.772.575	1,4	302.067.406	4,8	8,44	3,3
Australia	19.430.446	-7,9	132.924.854	-4,6	6,84	3,6
Spain	12.242.668	10,5	84.666.581	7,4	6,92	-2,9
New Zealand	8.687.197	5,1	83.444.088	3,1	9,61	-1,9
Chile	17.065.700	3,5	82.535.492	2,0	4,84	-1,5
Argentina	11.416.394	-8,6	71.888.066	-5,1	6,30	3,8
Portugal	7.638.877	9,3	45.808.385	10,8	6,00	1,3
South Africa	5.850.182	-5,1	30.346.579	-5,7	5,19	-0,6
Germany	2.674.731	-8,6	16.060.688	-9,7	6,00	-1,2
Others	3.396.563	48,5	19.168.881	20,9	5,64	-18,6
Total	207.920.759	1,2	1.523.303.701	2,0	7,33	0,8

SPARKLING	Liters		Can. \$		Can. \$/liter	
	2017	% change	2017	% change	2017	% change
France	2.465.723	11,8	60.497.392	7,3	24,54	-4,0
Italy	4.728.666	16,3	40.584.324	19,5	8,58	2,8
Spain	1.480.986	12,9	10.879.113	11,7	7,35	-1,0
USA	480.443	-6,6	5.999.456	-0,3	12,49	6,8
Germany	739.145	5,8	5.253.697	8,1	7,11	2,2
Australia	464.051	12,7	2.859.026	14,0	6,16	1,2
Hungary	329.289	8,6	1.661.217	9,0	5,04	0,4
Others	364.284	9,7	3.443.379	13,1	9,45	3,1
Total	11.052.587	12,3	131.177.604	11,2	11,87	-1,0

BOTTLED	Liters		\$		\$/liter	
	2017	% change	2017	% change	2017	% change
Chile	39.051.917	17,2	110.054.682	16,2	2,82	-0,9
Argentina	11.361.628	14,8	36.838.344	15,2	3,24	0,3
Portugal	11.376.537	60,5	31.078.267	54,7	2,73	-3,6
Italy	8.181.819	58,3	23.822.613	57,4	2,91	-0,6
France	4.196.804	73,3	18.103.220	71,2	4,31	-1,2
Spain	4.511.548	87,3	13.640.662	81,4	3,02	-3,2
Uruguay	2.115.293	58,9	5.552.850	71,4	2,63	7,9
USA	865.133	78,3	2.983.435	43,9	3,45	-19,3
South Africa	723.599	94,1	2.067.043	93,8	2,86	-0,2
Australia	259.940	-10,7	992.305	7,3	3,82	20,2
Germany	75.347	-41,0	270.609	-46,2	3,59	-8,8
New Zealand	20.192	-58,7	162.248	-53,3	8,04	13,3
Others	149.630	197,6	691.394	194,4	4,62	-1,0
Total	82.889.387	31,6	246.257.672	30,7	2,97	-0,7

BULK	Thousand liters		Thousand \$		\$/liter	
	2017	% change	2017	% change	2017	% change
New Zealand	15.058	3,8	52.477	3,1	3,49	-0,7
Chile	56.895	-26,1	48.460	1,8	0,85	37,8
Australia	53.193	91,2	37.749	67,2	0,71	-12,5
Italy	7.651	-17,8	13.892	-23,0	1,82	-6,3
Argentina	7.828	-34,3	13.024	-7,5	1,66	40,7
South Africa	15.117	1.293,7	6.201	606,3	0,41	-49,3
Spain	7.203	174,1	4.936	69,4	0,69	-38,2
France	1.830	-3,1	4.535	-41,1	2,48	-39,1
Others	61.062	20,2	19.934	-14,4	0,33	-28,8
Total	225.836	14,7	201.208	7,0	0,89	-6,7

2-10 LITERS	Thousand liters		Thousand \$		\$/liter	
	2017	% change	2017	% change	2017	% change
Australia	9.193		10.311		1,12	
New Zealand	3.713		10.295		2,77	
Italy	2.740		5.603		2,04	
France	991		5.529		5,58	
Chile	4.316		3.892		0,90	
Spain	690		1.038		1,50	
Others	2.245		1.804		0,80	
Total	23.887		38.472		1,61	

BULK	Liters		Can. \$		Can. \$/liter	
	2017	% change	2017	% change	2017	% change
Australia	26.497.621	10,2	24.684.833	13,5	0,93	3,0
Chile	11.916.568	-50,5	10.035.429	-46,5	0,84	8,2
USA	7.001.903	-38,9	9.570.355	-44,9	1,37	-9,8
Spain	12.715.349	52,4	9.290.836	58,4	0,73	3,9
Italy	7.729.207	41,5	9.113.447	24,2	1,18	-12,2
South Africa	13.749.804	27,5	9.027.907	28,7	0,66	0,9
France	5.618.311	24,7	8.199.077	11,7	1,46	-10,4
Argentina	1.127.063	-66,7	1.247.762	-53,1	1,11	41,1
New Zealand	306.036	-50,5	776.746	-35,9	2,54	29,6
Others	1.706.173	16,1	1.601.586	-8,1	0,94	-20,8
Total	88.368.035	-6,2	83.547.978	-8,2	0,95	-2,2

2-10 LITERS	Liters		Can. \$		Can. \$/liter	
	2017	% change	2017	% change	2017	% change
USA	1.935.865		6.194.682		3,20	
France	601.439		2.322.923		3,86	
Italy	496.110		2.255.317		4,55	
Chile	471.800		1.355.267		2,87	
Australia	363.678		1.175.336		3,23	
Spain	245.275		804.941		3,28	
Others	536.329		1.877.236		3,50	
Total	4.650.496		15.985.702		3,44	

SPARKLING	Liters		\$		\$/liter	
	2017	% change	2017	% change	2017	% change
France	1.115.362	58,6	10.600.475	9,8	9,50	-30,8
Italy	1.206.725	88,6	3.040.849	38,2	2,52	-26,7
Spain	761.072	58,9	2.803.379	52,6	3,68	-3,9
Argentina	378.080	111,2	1.248.567	72,3	3,30	-18,4
Chile	119.026	299,8	466.995	228,6	3,92	-17,8
Portugal	91.333	91,2	352.516	67,7	3,86	-12,3
Others	15.575	-33,4	-140.140	-229,7	-9,00	-294,8
Total	3.687.173	75,4	18.372.641	23,5	4,98	-29,6

United States 

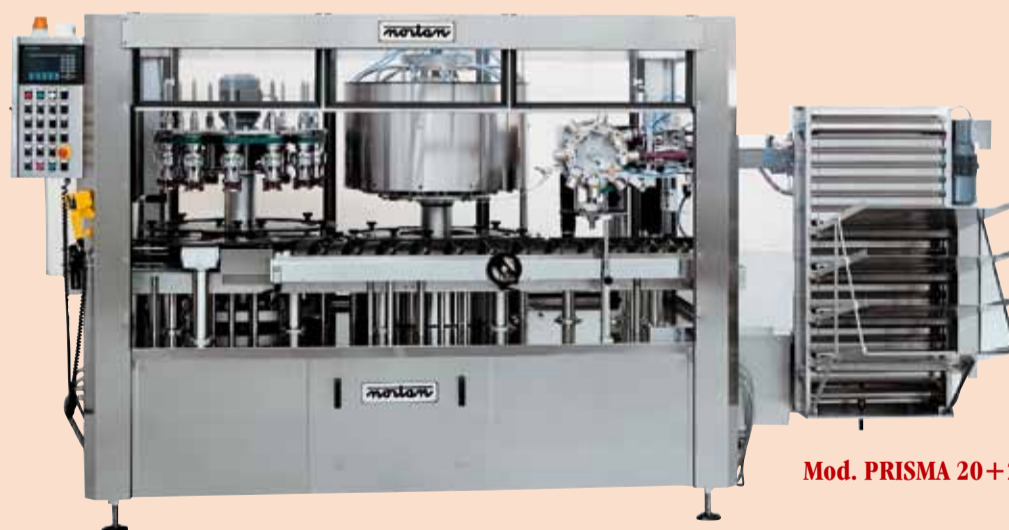
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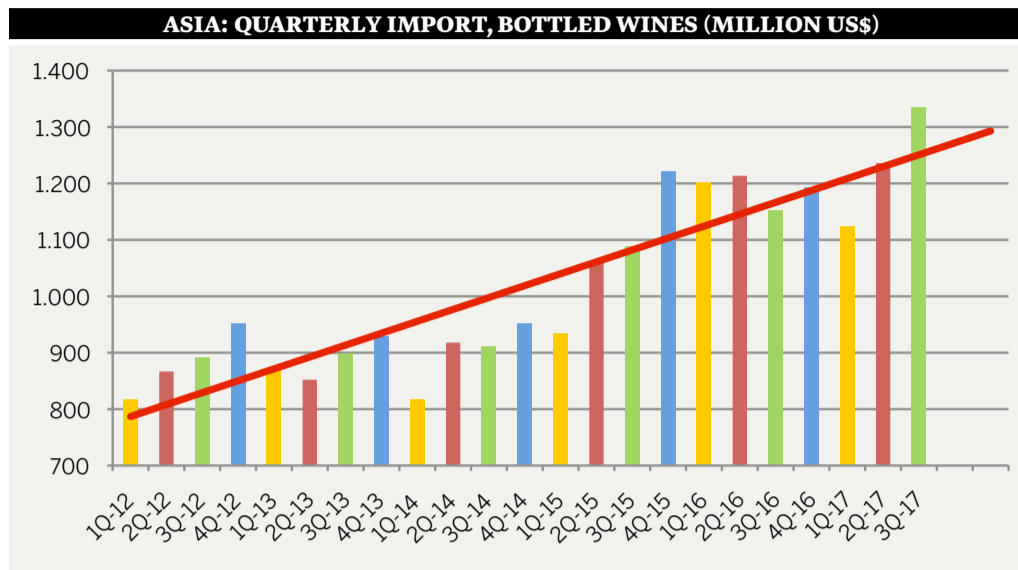
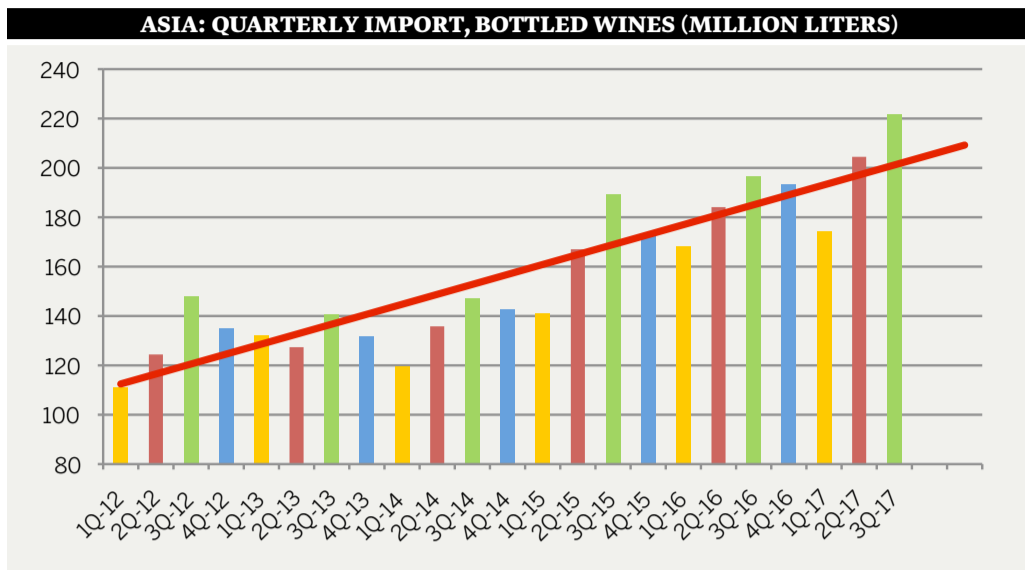


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Asia: sum of China, Hong Kong, Japan and South Korea

Asia

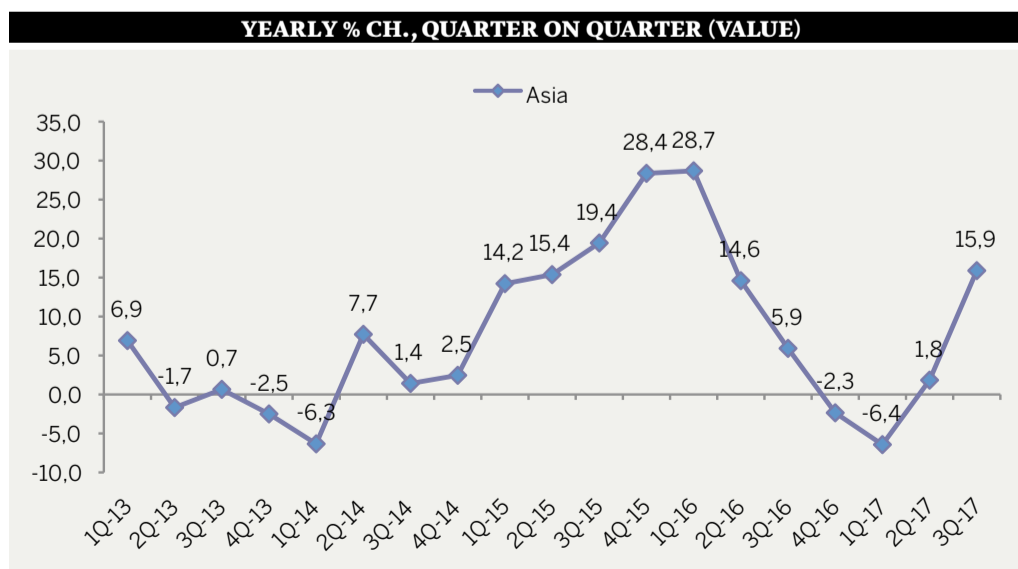
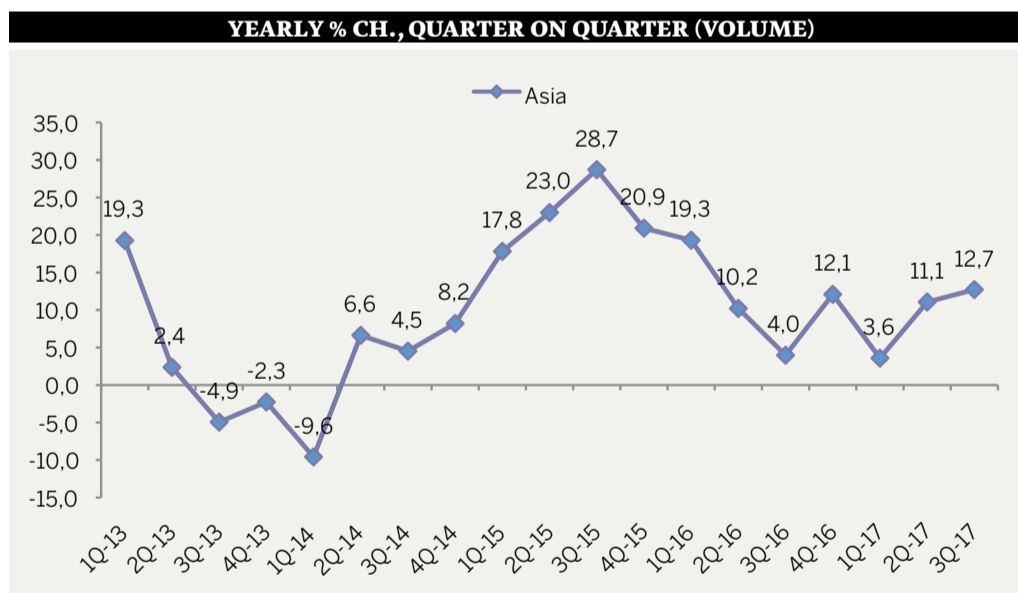
The Asian continent (the aggregate including China, Hong Kong, Japan and South Korea) experienced another record-breaking quarter, confirming and even exceeding the threshold of 2 million hectolitres of last June and “raising the bar” to 2.2 million (+13%). For the first time, it went over the threshold of 1.3 billion US dollar of purchases: 300 million less than the American bloc, corresponding to a 16% upturn. The market is practically coming back to the expansion levels of the “golden years” (2015/16), maintaining a stable average-price threshold of around 6 US dollar per litre.

China exceeded two record-breaking quarterly thresholds for the first time: with regard to volumes, the total was above 1.2 million hectolitres (+16%), attaining an amount of 4 million (+15%) cumulated in the semester and 650 million US dollar (+25%) in value terms, for a cumulated amount of 1.8 billion (+11%) over nine months year-to-date.

Except Spain, all major suppliers are included in a growth range between +15% and +30% for volumes and between +3% and 20% for values: Italy totalled a cumulated volume of 15% and a cumulated value of +21%. The growth rates registered during the year are allowing Italian wines to regain their fourth position to the detriment of the Spanish, with a difference of only 7 million US dollar. Nevertheless, we should underline that a large part of the Spanish product (50%) arrives in tanks at the Chinese ports and that the growth cumulated over nine months year-to-date is even around 300%, for a volume of over half million hectolitres. It is difficult to define the quantities of all this wine entering the market as a product “made in Spain”, but the product is there and, no matter how it is marketed, it is in potential competition even with Italian wines.

In Japan, the annual amount cumulated in September shows stable volumes (+2%), for values at +7%, affected by the progressive weakness of the Yen, going on since the middle of last year, in particular against the Euro, (in the third quarter only, the change went up to +30%, with a total of 30 billion yen over three months). The average prices are thus growing for European suppliers, including Italy, but mainly for France (+11%) that has reached over 1,000 yen per litre since the beginning of the year.

Finally, the South-Korean market had an intermediate period, rewarding the second-tier countries rather than the historical suppliers. In the Hong Kong market, the attack of the products coming from China has stopped, (in this period last year their growth pace was +60%). A positive dynamics is highlighted with regard to the deliveries from France (including the re-exports from London), as well as from Italy. The overall market is however down by 8% in volume and by 7% in value terms.



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IMPORT 2017

JANUARY-SEPTEMBER / asia

BOTTLED	Liters		\$		\$/liter	
	2017	% change	2017	% change	2017	% change
France	161.010.912	14,7	775.090.449	3,1	4,81	-10,1
Australia	75.933.061	34,4	467.063.234	15,8	6,15	-13,8
Chile	53.997.117	19,1	190.879.476	22,7	3,53	3,0
Spain	51.138.616	-6,4	111.656.823	2,3	2,18	9,3
Italy	22.468.451	14,8	104.648.381	20,9	4,66	5,4
USA	6.818.316	-0,5	47.995.550	36,6	7,04	37,3
New Zealand	2.071.772	29,0	21.485.209	38,6	10,37	7,4
South Africa	6.145.843	8,1	18.325.007	0,6	2,98	-7,0
Argentina	3.794.383	-10,9	16.676.296	-3,6	4,39	8,2
Portugal	5.840.971	14,4	16.039.622	11,3	2,75	-2,7
Germany	3.239.641	11,0	14.698.207	18,2	4,54	6,5
Others	13.824.362	19,5	50.189.114	26,2	3,63	5,6
Total	406.283.445	14,6	1.834.747.368	10,6	4,52	-3,5

BULK	Liters		\$		\$/liter	
	2017	% change	2017	% change	2017	% change
Chile	38.228.363	-42,8	38.985.677	-2,3	1,02	70,6
Spain	52.450.893	332,2	30.148.998	319,1	0,57	-3,0
Australia	22.468.250	80,7	25.057.200	78,2	1,12	-1,4
France	10.017.328	240,4	10.059.372	69,1	1,00	-50,3
South Africa	5.236.850	166,0	2.807.046	158,5	0,54	-2,8
Italy	1.209.862	316,5	939.466	-13,0	0,78	-79,1
USA	1.091.509	-56,0	2.060.811	-57,3	1,89	-2,8
Others	1.076.562	31,7	1.086.672	40,8	1,01	6,9
Total	131.779.617	32,0	111.145.242	48,4	0,84	12,5

SPARKLING	Liters		\$		\$/liter	
	2017	% change	2017	% change	2017	% change
France	1.642.542	24,5	29.176.906	58,8	17,76	27,6
Italy	4.733.951	-1,5	15.433.627	17,7	3,26	19,6
Spain	2.256.149	-7,7	5.198.890	-1,7	2,30	6,4
Australia	583.096	27,6	2.581.296	21,1	4,43	-5,1
Germany	343.578	-3,6	985.057	-3,0	2,87	0,7
South Africa	56.636	-31,1	173.997	-31,4	3,07	-0,4
Chile	31.087	-24,1	161.682	-50,4	5,20	-34,7
Argentina	21.507	-68,1	149.365	-54,2	6,94	43,7
USA	22.748	-64,5	131.566	-53,6	5,78	30,9
Others	270.753	9,7	860.972	13,6	3,18	3,6
Total	9.962.047	0,8	54.853.358	31,0	5,51	30,0

2-10 LITERS	Liters		\$		\$/liter	
	2017	% change	2017	% change	2017	% change
USA	1.349.887		2.743.002		2,03	
France	140.937		980.111		6,95	
Italy	278.354		698.349		2,51	
Chile	136.034		440.734		3,24	
Spain	150.745		384.567		2,55	
Australia	111.915		240.699		2,15	
Portugal	202.934		236.052		1,16	
Others	188.288		319.106		1,69	
Total	2.559.094		6.042.620		2,36	

China



BOTTLED	Liters		Thousand \$		\$/liter	
	2017	% change	2017	% change	2017	% change
France	2.827.212	0,3	29.824	-2,3	10,55	-2,6
Chile	6.189.377	-4,8	28.023	-5,7	4,53	-1,0
USA	1.905.374	6,5	16.975	13,8	8,91	6,9
Italy	2.346.012	0,7	15.518	6,2	6,61	5,5
Spain	2.976.882	-0,4	8.393	5,5	2,82	5,9
Australia	1.551.234	17,8	7.929	20,0	5,11	1,9
Argentina	632.068	15,0	3.382	17,3	5,35	2,0
New Zealand	210.243	28,1	2.034	30,6	9,67	2,0
Germany	321.547	9,7	1.643	23,1	5,11	12,1
Portugal	104.533	107,1	713	84,2	6,82	-11,1
South Africa	231.407	-13,2	664	-13,0	2,87	0,2
Others	136.667	-1,1	1.311	14,1	9,59	15,4
Total	19.432.556	1,2	116.409	3,6	5,99	2,4

SPARKLING	Liters		Thousand \$		\$/liter	
	2017	% change	2017	% change	2017	% change
France	596.917	32,5	17.667	27,9	29,60	-3,5
Italy	964.699	13,6	4.398	10,5	4,56	-2,7
Spain	497.937	44,2	1.791	47,7	3,60	2,4
South Africa	764.382	-11,7	1.730	-9,9	2,26	2,0
Germany	170.850	158,1	651	193,2	3,81	13,6
USA	89.884	1,4	394	10,4	4,38	8,8
Australia	55.657	-29,5	356	13,4	6,40	60,9
Chile	60.229	25,4	337	42,2	5,60	13,4
Others	25.608	56,3	209	-9,5	8,16	-42,1
Total	3.226.163	14,9	27.533	23,5	8,53	7,6

South Korea



IMPORT 2017

JANUARY-SEPTEMBER / asia

BOTTLED	Liters		Thousand HKD		HKD/liter	
	2017	% change	2017	% change	2017	% change
China	5.470.448	-35,5	2.437.254	-29,4	445,53	9,5
France	9.721.811	2,6	2.353.077	17,2	242,04	14,2
UK	1.207.014	8,3	1.056.672	-9,9	875,44	-16,9
USA	6.479.571	-17,0	553.884	9,1	85,48	31,3
Australia	6.930.364	-0,8	523.881	7,1	75,59	7,9
Italy	1.931.079	16,7	155.971	16,3	80,77	-0,3
Switzerland	36.955	14,1	127.819	27,8	3.458,77	12,0
Chile	3.864.937	3,3	122.543	7,2	31,71	3,8
Singapore	616.392	19,9	121.282	-2,7	196,76	-18,9
Germany	634.010	25,4	111.979	32,6	176,62	5,8
Spain	2.340.319	-10,0	82.391	3,7	35,21	15,3
New Zealand	821.875	10,1	60.899	9,9	74,10	-0,2
South Africa	530.650	-15,6	22.582	-29,9	42,56	-17,0
Portugal	155.100	-12,3	10.558	9,0	68,07	24,3
Argentina	171.133	-32,8	7.134	-33,5	41,69	-1,0
Others	1.816.675	21,3	413.099	10,0	227,39	-9,3
Total	42.728.333	-7,5	8.161.025	-6,7	191,00	0,9

SPARKLING	Liters		Thousand HKD		HKD/liter	
	2017	% change	2017	% change	2017	% change
Singapore	463.878	9,8	165.584	-5,4	356,96	-13,8
France	369.061	-15,7	80.823	9,2	219,00	29,5
Italy	284.270	29,3	14.371	37,2	50,55	6,2
USA	37.478	79,7	10.800	31,1	288,17	-27,0
UK	49.971	41,6	7.561	-48,3	151,31	-63,5
Germany	146.562	248,0	3.157	-13,4	21,54	-75,1
Australia	50.633	3,2	3.102	-31,7	61,26	-33,8
Spain	45.241	-17,9	2.151	-20,8	47,55	-3,6
Others	191.307	-16,0	21.256	-38,4	111,11	-26,6
Total	1.638.401	8,5	308.805	-5,8	188,48	-13,1

Hong Kong



BOTTLED	Liters		Thousand Yen		Yen/liter	
	2017	% change	2017	% change	2017	% change
France	30.223.666	-3,3	31.055.035	7,0	1.027,51	10,7
Chile	41.955.780	8,0	13.504.706	9,8	321,88	1,7
Italy	25.405.130	4,2	12.871.805	8,8	506,66	4,4
USA	5.197.833	4,4	8.237.481	11,6	1.584,79	6,9
Spain	15.296.732	0,6	4.577.304	3,4	299,23	2,7
Australia	5.443.421	0,6	2.488.239	3,1	457,11	2,5
Germany	1.744.621	-4,8	1.030.989	6,1	590,95	11,4
New Zealand	901.032	3,2	937.957	4,5	1.040,98	1,3
South Africa	1.808.027	14,7	885.042	20,2	489,51	4,8
Argentina	1.509.221	-35,1	834.407	-24,5	552,87	16,3
Portugal	1.137.393	-8,5	574.351	-10,9	504,97	-2,6
Others	1.237.984	15,7	909.215	14,7	734,43	-0,8
Total	131.860.840	2,2	77.906.531	7,4	590,82	5,1

SPARKLING	Liters		Thousand Yen		Yen/liter	
	2017	% change	2017	% change	2017	% change
France	9.298.869	11,1	33.246.447	19,2	3.575,32	7,3
Italy	4.737.603	6,7	2.834.778	11,6	598,36	4,6
Spain	6.323.990	2,3	2.829.933	3,5	447,49	1,2
Chile	1.881.910	-10,7	871.795	-1,7	463,25	10,1
Australia	1.484.945	30,8	755.098	21,7	508,50	-6,9
USA	144.745	-40,3	173.721	-9,6	1.200,19	51,4
Others	1.032.023	13,2	622.648	12,8	603,33	-0,3
Total	24.904.085	6,5	41.334.420	16,7	1.659,74	9,6

2-10 LITERS	Liters		Thousand Yen		Yen/liter	
	2017	% change	2017	% change	2017	% change
Chile	2.467.542		524.570		212,59	
France	2.071.132		502.345		242,55	
Spain	3.364.011		461.419		137,16	
Australia	810.784		190.409		234,85	
Italy	860.084		167.845		195,15	
South africa	370.032		82.726		223,56	
Others	389.094		73.457		188,79	
Total	10.332.679		2.002.771		193,83	

Japan





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EXPORT 2017

JANUARY-SEPTEMBER/ europe

BOTTLED BY CATEGORY	Liters		Euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
Slightly sparkling (frizzanti)	119.393.083	1,3	281.023.000	4,9	2,35	3,6
Dop (Doc-Docg)	311.740.330	1,6	1.479.474.329	3,3	4,75	1,7
Igp/Igt	348.379.291	1,4	1.040.692.143	4,6	2,99	3,1
Varietals	18.333.052	23,5	34.158.185	19,4	1,86	-3,3
Common wines	61.595.284	0,9	103.768.734	4,0	1,68	3,1
Still wines total	740.047.957	1,9	2.658.093.391	4,0	3,59	2,1
Sweet and fortified	4.190.558	5,9	37.962.080	16,7	9,06	10,2
Still wines + fortified total	744.238.515	1,9	2.696.055.471	4,2	3,62	2,2
Riexport	7.141.696	15,9	28.181.101	7,5	3,95	-7,2
Total	870.773.294	1,9	3.005.259.572	4,3	3,45	2,3

SPARKLING BY CATEGORY	Liters		Euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
Champagne (riexport)	535.169	11,0	15.530.681	-5,4	29,02	-14,8
Cava (riexport)	454.618		1.676.335		3,69	
Prosecco	140.520.381		548.695.176		3,90	
Asti	21.404.510	0,2	71.576.284	-1,0	3,34	-1,1
Dop	38.211.848	-75,6	159.660.666	-73,5	4,18	8,4
Igp	7.914.350	-11,5	18.562.819	-8,9	2,35	2,9
Varietals	6.855.524	15,8	21.602.547	27,4	3,15	10,1
Common sparkling	34.046.725	3,0	82.719.435	7,9	2,43	4,7
Total	249.943.125	10,5	920.023.943	14,2	3,68	3,3

BOTTLED	Liters		Euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
USA	185.005.359	-0,6	793.902.792	1,1	4,29	1,7
Germany	185.805.334	-6,1	537.234.622	-1,2	2,89	5,2
UK	129.603.397	11,6	269.699.225	5,6	2,08	-5,4
Canada	48.450.169	5,2	214.274.250	6,7	4,42	1,5
Switzerland	29.217.368	-4,5	186.357.910	4,6	6,38	9,5
Japan	26.113.813	8,5	96.922.278	9,1	3,71	0,5
Denmark	20.258.015	-1,3	84.984.729	-0,7	4,20	0,6
Netherlands	26.622.708	-3,2	84.051.110	-1,5	3,16	1,8
France	25.081.803	-4,6	70.033.127	5,6	2,79	10,7
Sweden	17.122.303	1,3	69.499.473	1,5	4,06	0,2
China	19.044.299	13,1	67.037.128	20,1	3,52	6,1
Belgium	19.122.946	27,1	58.810.306	12,4	3,08	-11,6
Russia	21.085.391	62,4	47.556.161	59,6	2,26	-1,7
Austria	17.917.464	0,0	47.298.597	4,3	2,64	4,3
Norway	8.144.621	2,7	39.274.725	1,6	4,82	-1,1
Brazil	8.794.471	66,9	23.101.116	67,9	2,63	0,6
Poland	8.485.590	-6,7	21.779.644	1,7	2,57	9,0
Ireland	7.651.264	4,4	21.052.213	6,8	2,75	2,3
Mexico	8.751.017	18,7	20.992.120	17,3	2,40	-1,2
Czech R.	7.702.537	1,7	18.911.948	12,6	2,46	10,8
Hong Kong	1.769.718	6,9	17.150.375	11,2	9,69	3,9
Spain	7.364.104	-11,3	16.982.591	-7,1	2,31	4,7
Finland	4.003.136	15,7	15.078.335	14,2	3,77	-1,3
South Korea	2.535.211	7,8	13.864.524	7,7	5,47	-0,1
Others	35.121.256	-9,9	169.410.273	11,6	4,82	23,9
Total	870.773.294	1,9	3.005.259.572	4,3	3,45	2,3

SPARKLING	Liters		Euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
UK	76.866.353	10,7	267.305.095	13,1	3,48	2,2
USA	53.074.622	14,1	217.019.983	17,0	4,09	2,5
Germany	18.000.498	15,2	62.067.052	6,7	3,45	-7,3
Switzerland	7.319.896	6,8	35.559.498	0,4	4,86	-6,0
France	14.090.070	-10,5	33.613.201	17,8	2,39	31,6
Belgium	6.029.454	0,5	26.919.406	18,4	4,46	17,8
Sweden	6.460.555	16,1	24.645.914	14,5	3,81	-1,3
Canada	4.611.797	24,6	22.487.297	24,6	4,88	0,0
Japan	5.046.529	0,9	21.387.644	-2,6	4,24	-3,5
Russia	6.935.942	40,6	21.012.587	40,8	3,03	0,2
Austria	3.690.562	0,0	15.177.503	-4,3	4,11	-4,4
Netherlands	1.821.571	-12,9	10.802.788	2,8	5,93	17,9
China	3.290.570	12,1	10.799.118	24,9	3,28	11,4
Norway	2.358.412	-3,4	10.788.374	-0,9	4,57	2,6
Poland	2.686.141	28,7	9.508.242	29,8	3,54	0,9
Spain	5.013.805	-16,1	8.796.194	-5,5	1,75	12,6
Denmark	1.517.297	-3,2	6.448.983	8,8	4,25	12,3
Finland	1.518.021	-2,2	6.064.675	4,8	4,00	7,1
Czech R.	1.115.633	11,2	3.961.076	8,5	3,55	-2,4
Ukraine	998.267	42,9	3.465.871	25,8	3,47	-12,0
Brazil	1.102.564	47,5	3.250.763	45,8	2,95	-1,1
Hong Kong	518.563	19,7	3.040.324	23,7	5,86	3,4
Ireland	680.798	17,4	2.691.872	17,3	3,95	-0,1
South Korea	586.064	50,2	2.433.605	42,9	4,15	-4,9
Others	24.609.141	19,6	90.776.878	24,1	3,69	3,7
Total	249.943.125	10,5	920.023.943	14,2	3,68	3,3

BULK	Liters		Euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
Germany	202.236.958	9,4	100.213.712	7,6	0,50	-1,6
Switzerland	15.490.078	18,6	22.863.587	17,2	1,48	-1,1
France	39.731.021	43,0	18.107.055	20,0	0,46	-16,1
Sweden	12.774.863	-9,7	17.129.746	-20,2	1,34	-11,6
UK	13.610.623	-55,9	13.414.649	-56,9	0,99	-2,3
Czech R.	18.141.982	4,1	8.845.097	5,5	0,49	1,4
Denmark	5.415.652	-23,5	8.059.487	-26,2	1,49	-3,5
Austria	13.797.184	-1,4	7.457.570	-5,4	0,54	-4,1
Norway	2.730.821	-59,0	6.191.022	-59,3	2,27	-0,8
USA	1.975.263	-74,9	4.993.986	-66,5	2,53	33,5
Hungary	10.987.314	-6,6	4.688.199	-0,1	0,43	7,0
Canada	5.288.663	65,4	4.489.612	66,9	0,85	1,0
Others	51.226.028	15,8	34.696.689	-1,8	0,68	-15,2
Total	393.406.450	2,7	251.150.411	-10,4	0,64	-12,8

2-10 LITERS	Liters		Euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
Sweden	4.307.526		9.059.155		2,10	
Norway	3.398.624		8.037.205		2,36	
UK	6.497.321		7.614.882		1,17	
Germany	3.835.354		6.199.396		1,62	
USA	1.870.880		2.981.088		1,59	
Denmark	1.311.746		2.248.815		1,71	
Finland	777.408		1.336.289		1,72	
Czech R.	1.035.838		1.238.234		1,20	
Switzerland	552.486		1.213.535		2,20	
Japan	745.613		929.263		1,25	
France	463.711		829.236		1,79	
Poland	983.374		743.589		0,76	
Others	1.325.532		4.551.481		3,43	
Total	27.105.413		46.982.168		1,73	

EXPORT 2017

JANUARY-SEPTEMBER/ europe

REGION / TYPE	Liters		Euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
Champagne	73.542.791	6,3	1.911.510.214	9,2	25,99	2,7
Other sparkling	48.253.046	11,9	206.164.181	14,8	4,27	2,6
Sparkling total	121.795.837	8,5	2.117.674.395	9,7	17,39	1,1
Slightly sparkling	1.909.042	208,1	7.166.665	129,8	3,75	-25,4
Bordeaux	148.513.159	9,9	1.425.893.211	18,9	9,60	8,2
Bourgogne	39.229.638	-1,5	604.001.591	8,7	15,40	10,4
Alsace	12.948.573	2,1	72.150.785	4,9	5,57	2,8
Val de Loire	26.790.918	-3,8	170.577.573	3,8	6,37	7,9
Beaujolais	10.312.070	10,3	54.545.175	16,6	5,29	5,8
Côtes du Rhône	51.477.613	10,0	277.704.190	8,5	5,39	-1,3
Languedoc-Roussillon	31.251.061	5,7	131.312.026	13,2	4,20	7,1
Igp-Vin de Pays	222.356.268	5,8	569.663.714	6,1	2,56	0,3
Varietals	52.725.828	4,1	126.713.843	8,9	2,40	4,7
Common wines	101.462.636	10,0	165.786.270	8,9	1,63	-1,0
Others	97.237.143	10,6	466.738.672	19,7	4,80	8,2
Bottled total	796.213.949	7,2	4.072.253.715	13,0	5,11	5,4
2-10 liters	30.934.745		66.102.029		2,14	
Bulk	134.830.375	-17,6	151.419.632	-30,8	1,12	-16,0
Total export	1.083.774.906	6,4	6.407.449.771	11,4	5,91	4,7

CHAMPAGNE	Liters		Euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
USA	12.987.380	8,4	400.370.038	9,3	30,83	0,9
UK	12.391.470	-13,4	255.210.172	-10,1	20,60	3,8
Singapore	8.443.481	21,8	229.441.852	25,9	27,17	3,4
Germany	5.181.373	10,7	115.870.770	11,5	22,36	0,7
Japan	3.314.586	6,0	102.586.312	13,1	30,95	6,7
Italy	2.904.534	8,8	87.853.332	5,6	30,25	-3,0
Belgium	3.402.087	6,8	76.698.059	5,5	22,54	-1,2
Australia	3.359.385	35,4	62.331.251	33,4	18,55	-1,4
Spain	1.995.596	4,2	56.768.496	12,2	28,45	7,7
Switzerland	2.047.678	-4,3	54.576.419	1,8	26,65	6,4
United Arab Emirates	1.178.016	8,2	38.091.482	10,5	32,34	2,2
Canada	1.130.774	2,1	37.242.654	7,5	32,94	5,3
Sweden	1.657.547	23,8	34.236.913	13,8	20,66	-8,2
Netherlands	991.419	-0,9	25.771.308	-0,8	25,99	0,0
Mexico	975.879	14,4	19.934.196	14,2	20,43	-0,2
China	693.351	58,4	17.889.173	83,5	25,80	15,9
South Korea	687.872	26,5	17.169.853	26,5	24,96	0,0
Austria	644.389	3,0	17.140.686	4,7	26,60	1,6
Denmark	633.854	18,8	16.886.753	15,8	26,64	-2,5
Nigeria	363.870	68,7	15.186.745	72,0	41,74	2,0

BORDEAUX	Liters		Euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
China	44.583.095	20,6	270.012.241	26,7	6,06	5,0
Hong Kong	5.757.927	8,4	228.601.617	13,5	39,70	4,7
USA	14.975.431	9,9	165.786.683	20,2	11,07	9,3
UK	12.298.678	4,4	146.494.217	45,9	11,91	39,8
Japan	11.505.054	10,2	86.035.515	8,3	7,48	-1,7
Switzerland	2.954.587	15,8	74.298.565	47,3	25,15	27,2
Belgium	12.301.237	6,3	71.059.219	11,4	5,78	4,8
Germany	9.128.628	-4,9	65.352.069	8,1	7,16	13,6
Canada	4.763.553	12,5	42.542.212	14,2	8,93	1,6
Singapore	1.773.017	-10,1	24.887.386	-1,8	14,04	9,2
Netherlands	2.712.912	-28,9	20.114.112	-20,1	7,41	12,4

BOURGOGNE	Liters		Euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
USA	8.397.382	0,8	144.472.571	7,6	17,20	6,7
UK	7.231.155	-12,3	94.414.647	6,0	13,06	20,9
Japan	3.977.355	-5,7	75.747.606	3,1	19,04	9,4
Canada	3.402.959	1,3	34.245.187	5,3	10,06	4,0
Hong Kong	558.137	-6,7	32.390.083	12,7	58,03	20,8
Switzerland	832.186	1,9	24.546.462	3,2	29,50	1,3
Belgium	2.914.496	34,1	24.449.617	28,8	8,39	-3,9
Germany	1.398.298	-19,1	16.663.598	-5,1	11,92	17,3
Sweden	1.860.112	-0,8	14.779.366	5,7	7,95	6,6
China	861.527	6,9	14.601.742	2,5	16,95	-4,1
Netherlands	1.343.542	-26,3	13.007.406	-12,7	9,68	18,5

BOTTLED WINES	Million liters		Million euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
USA	98,1	15,9	737,0	19,8	7,51	3,4
UK	113,6	3,5	490,0	14,8	4,32	10,9
China	142,7	16,6	488,9	21,6	3,43	4,3
Hong Kong	10,2	2,5	287,6	12,6	28,24	9,9
Germany	83,1	5,8	269,5	3,1	3,24	-2,6
Belgium	69,8	5,4	244,9	7,8	3,51	2,3
Japan	32,0	-1,7	234,7	3,6	7,34	5,4
Canada	37,0	3,5	216,5	8,0	5,85	4,4
Netherlands	71,4	-0,6	184,7	-6,0	2,59	-5,4
Switzerland	13,9	12,1	158,5	22,6	11,40	9,4
Sweden	15,6	10,1	66,6	7,3	4,27	-2,5
Denmark	10,5	0,8	51,5	10,1	4,91	9,2
Singapore	3,8	-0,2	41,8	3,2	11,12	3,4
South Korea	2,9	1,1	29,6	0,9	10,24	-0,2
Ireland	7,9	1,1	28,3	4,7	3,56	3,6
Poland	8,6	25,9	19,9	27,4	2,33	1,2
Brazil	5,0	82,7	18,0	67,7	3,63	-8,3
Norway	2,5	-28,8	16,9	-18,3	6,67	14,7
Italy	2,5	1,9	16,3	5,8	6,60	3,8
Spain	2,2	18,1	15,9	24,4	7,18	5,4
Czech Republic	4,8	0,4	14,2	10,6	2,95	10,1
Others	58,2	1,0	441,0	18,9	7,58	17,8
Total	796,2	7,2	4.072,3	13,0	5,11	5,4

EXPORT 2017

JANUARY-SEPTEMBER / europe

BOTTLED	Liters		Euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
UK	76.113.497	-2,7	174.480.277	-3,5	2,29	-0,9
USA	35.478.013	-0,6	163.498.141	0,3	4,61	1,0
Germany	80.588.692	-1,0	159.927.104	-0,9	1,98	0,1
China	53.993.045	2,8	96.692.566	6,8	1,79	3,9
Switzerland	11.732.834	-6,9	73.185.515	-13,7	6,24	-7,2
Netherlands	31.852.523	-7,8	68.099.244	-5,6	2,14	2,3
Canada	12.981.146	12,7	58.834.549	12,6	4,53	-0,1
France	49.645.399	17,5	51.698.854	6,9	1,04	-9,0
Mexico	13.131.857	4,1	42.229.228	2,0	3,22	-2,0
Japan	16.527.858	-0,1	33.334.069	4,6	2,02	4,7
Portugal	51.317.160	-4,2	25.431.552	15,2	0,50	20,2
Belgium	8.788.371	-0,6	24.931.746	0,0	2,84	0,7
Sweden	7.609.110	-25,4	22.930.363	-5,2	3,01	27,0
Denmark	8.493.147	-12,9	20.914.093	-3,4	2,46	10,9
Ireland	5.287.051	-14,6	14.214.091	-10,1	2,69	5,3
Poland	7.069.586	12,5	13.397.697	16,8	1,90	3,8
Hong Kong	2.233.248	10,7	10.610.988	15,7	4,75	4,5
Norway	2.100.493	-17,7	8.833.252	-11,7	4,21	7,3
Others	143.829.833	27,7	217.789.199	21,1	1,51	-5,2
Total	618.772.862	4,9	1.281.032.529	2,8	2,07	-2,0

SPARKLING	Liters		Euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
USA	8.307.370	-3,3	30.017.954	-2,6	3,61	0,7
Germany	17.963.393	44,9	29.806.875	40,3	1,66	-3,2
Belgium	9.092.151	1,5	26.001.102	7,8	2,86	6,2
UK	7.077.641	-9,5	16.851.558	-6,5	2,38	3,3
France	11.335.455	19,6	15.526.208	9,7	1,37	-8,3
Japan	4.721.010	-6,6	14.658.887	-2,8	3,11	4,0
Sweden	2.405.034	33,6	7.795.393	30,3	3,24	-2,4
Finland	1.550.311	0,8	5.643.799	7,8	3,64	6,9
Netherlands	1.422.282	44,9	4.652.576	48,1	3,27	2,3
Canada	852.549	8,0	3.988.929	19,2	4,68	10,4
Switzerland	845.987	-2,2	3.462.458	-13,2	4,09	-11,2
Norway	710.943	-0,3	2.521.845	-7,3	3,55	-7,1
Denmark	684.020	4,2	2.299.311	12,4	3,36	7,9
China	997.053	6,2	2.115.090	7,9	2,12	1,6
Others	16.304.272	126,6	28.271.676	21,4	1,73	-46,4
Total	84.269.472	24,3	193.613.661	10,5	2,30	-11,1

BULK	Liters		Euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
France	348.569.188	-9,0	136.855.397	4,3	0,39	14,6
Germany	169.779.163	-8,6	61.643.119	2,2	0,36	11,8
Portugal	81.085.498	19,3	33.795.320	30,3	0,42	9,2
Italy	79.370.504	30,3	31.938.970	43,3	0,40	10,0
China	61.926.481	263,6	28.761.225	211,7	0,46	-14,3
Russia	49.068.772	-35,9	19.972.184	-27,7	0,41	12,7
USA	9.517.486	155,8	7.263.179	80,4	0,76	-29,5
Canada	14.677.978	77,6	7.065.515	90,0	0,48	7,0
Denmark	9.322.801	2,1	5.463.411	-13,1	0,59	-14,9
Belgium	10.129.023	-1,4	5.220.008	11,8	0,52	13,5
UK	6.987.277	-17,9	4.768.976	-3,6	0,68	17,4
Switzerland	5.808.759	-27,7	3.674.743	-16,0	0,63	16,2
Sweden	2.598.743	-26,6	3.038.813	-44,0	1,17	-23,6
Netherlands	5.132.428	-17,4	3.001.144	-41,1	0,58	-28,7
Czech R.	4.971.773	-74,4	2.771.864	-65,5	0,56	34,8
Norway	352.499	-84,4	475.606	-85,0	1,35	-3,9
Others	85.833.429	-15,1	47.419.789	-0,1	0,55	17,7
Total	945.131.801	-2,7	403.129.262	7,8	0,43	10,9

2-10 LITERS	Liters		Euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
Sweden	2.830.030		5.289.062		1,87	
UK	4.145.310		3.573.250		0,86	
Denmark	2.623.516		3.382.421		1,29	
Germany	2.225.213		2.222.917		1,00	
Norway	1.118.816		1.725.004		1,54	
Finland	766.025		1.283.523		1,68	
Netherlands	619.271		1.258.889		2,03	
Japan	1.160.334		1.151.173		0,99	
Others	6.864.421		7.934.109		1,16	
Total	22.352.935		27.820.348		1,24	

Spain



BOTTLED (Porto included)	Million liters		Million euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
France	23,2	-0,8	72,9	-1,7	3,14	-0,9
USA	14,3	7,9	57,6	7,8	4,03	-0,1
UK	12,8	9,4	42,6	8,3	3,33	-1,0
Canada	7,9	7,4	32,2	10,7	4,06	3,0
Belgium	9,6	-1,2	31,6	1,0	3,29	2,3
Netherlands	9,2	-5,6	31,2	-6,0	3,37	-0,4
Germany	11,9	6,7	30,8	5,1	2,58	-1,6
Brazil	11,9	53,1	30,8	59,3	2,58	4,1
Angola	10,0	108,8	23,0	106,0	2,30	-1,4
Switzerland	4,9	-1,7	18,2	-1,3	3,68	0,4
Poland	6,7	-10,4	14,4	-2,9	2,14	8,4
China	5,6	21,0	13,8	20,3	2,47	-0,5
Denmark	2,2	-16,3	10,3	-8,3	4,67	9,7
Spain	3,3	25,8	10,1	14,0	3,08	-9,3
Sweden	3,4	-10,5	8,6	-10,1	2,53	0,4
Luxembourg	2,1	12,5	6,2	13,5	3,00	0,9
Japan	1,2	0,3	4,2	-5,6	3,55	-5,9
Others	24,6	0,5	57,7	6,8	2,35	6,2
Total	164,9	8,0	496,1	8,2	3,01	0,2

BULK	Million liters		Million euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
Angola	7,2	51,2	4,9	38,2	0,69	-8,6
Spain	9,0	-45,3	3,4	-30,7	0,37	26,6
Germany	7,3	28,8	3,2	2,0	0,44	-20,7
France	1,5	-63,8	1,8	-51,2	1,22	34,6
USA	0,5	-60,1	0,5	-62,0	1,05	-4,8
China	1,3	212,8	0,5	39,6	0,40	-55,4
Switzerland	0,4	-82,7	0,4	-77,9	1,23	27,2
UK	0,1	-59,8	0,3	-27,8	2,19	79,6
Belgium	0,3	-34,2	0,2	-34,2	0,93	0,1
Others	3,0	-78,1	2,1	-83,1	0,71	-22,7
Total	30,5	-37,9	17,5	-45,8	0,57	-12,8

Portugal



EXPORT 2017

JANUARY-SEPTEMBER/ america

BOTTLED	Thousand liters		Thousand \$		\$/liter	
	2017	% change	2017	% change	2017	% change
Canada	37.884	-2,9	267.085	1,4	7,05	4,4
UK	16.123	-60,4	80.992	-63,1	5,02	-6,7
Germany	14.097	51,1	68.500	3,3	4,86	-31,7
France	1.137	-15,5	62.076	15,2	54,58	36,3
Hong Kong	5.693	-14,4	56.232	-5,5	9,88	10,5
Japan	4.919	9,2	46.904	3,1	9,54	-5,6
China	7.652	3,2	43.810	-12,1	5,73	-14,8
Denmark	2.625	-2,3	18.599	-2,3	7,08	-0,1
Netherlands	2.457	7,5	18.526	30,1	7,54	21,1
Belgium-Luxembourg	2.753	97,1	17.504	50,2	6,36	-23,8
Sweden	2.749	-2,1	16.587	-0,7	6,03	1,5
South Korea	2.312	30,7	15.670	20,5	6,78	-7,8
Mexico	2.491	0,0	10.315	5,1	4,14	5,1
Philippines	3.057	8,6	9.170	-1,5	3,00	-9,4
Singapore	1.029	1,5	7.308	-10,4	7,10	-11,7
Others	17.051	-19,9	102.487	-21,9	6,01	-2,5
Total	124.029	-16,0	841.765	-15,1	6,79	1,1

BULK	Thousand liters		Thousand \$		\$/liter	
	2017	% change	2017	% change	2017	% change
UK	70.899	36,5	78.612	55,3	1,11	13,8
Belgium-Luxembourg	11.917	18,3	14.582	17,7	1,22	-0,5
Japan	10.236	-17,3	12.269	-24,9	1,20	-9,2
Canada	6.741	-34,3	7.339	-46,7	1,09	-18,9
Italy	5.718	-77,9	6.419	-73,2	1,12	21,1
France	2.984	36,4	2.841	17,4	0,95	-13,9
Norway	2.520	-16,1	2.406	-31,4	0,95	-18,3
Others	8.444	-53,3	18.031	-56,4	2,14	-6,6
Total	119.457	-10,7	142.499	-13,3	1,19	-2,9

2-10 LITERS	Thousand liters		Thousand \$		\$/liter	
	2017	% change	2017	% change	2017	% change
Canada	1.936		4.917		2,54	
UK	3.889		3.828		0,98	
China	1.513		3.171		2,10	
Japan	1.258		2.395		1,90	
Italy	2.280		1.869		0,82	
Hong Kong	221		960		4,35	
Belgium-Luxembourg	671		911		1,36	
Others	3.284		6.656		2,03	
Total	15.051		24.707		1,64	

United States



EXPORT 2017

JANUARY-SEPTEMBER / america

BOTTLED	Liters		\$		\$/liter	
	2017	% change	2017	% change	2017	% change
USA	40.044.468	-12,0	185.121.731	-7,4	4,62	5,2
UK	18.151.915	13,3	63.203.353	10,4	3,48	-2,5
Canada	12.081.606	-6,5	49.790.069	0,2	4,12	7,2
Brazil	12.504.094	14,5	40.849.531	18,5	3,27	3,5
Netherlands	5.952.907	-10,2	20.648.874	-7,3	3,47	3,2
Mexico	4.208.069	-34,7	16.042.727	-29,6	3,81	7,8
China	3.212.302	-17,4	14.851.868	-5,6	4,62	14,3
Paraguay	8.356.298	-18,6	14.373.272	35,1	1,72	66,0
Switzerland	2.518.638	7,4	12.590.026	9,6	5,00	2,1
Germany	2.433.573	11,3	10.603.755	13,2	4,36	1,7
Peru	1.826.575	-15,7	7.854.225	1,2	4,30	20,0
France	1.577.744	11,4	7.557.804	13,5	4,79	1,9
Japan	1.619.387	-30,8	7.239.806	-20,9	4,47	14,4
Denmark	1.546.240	-37,4	6.932.691	-29,0	4,48	13,5
Sweden	1.905.786	-22,0	6.554.968	-18,7	3,44	4,3
Belgium	1.600.451	-12,3	6.256.100	-0,5	3,91	13,4
Colombia	2.081.084	1,4	6.035.088	-7,2	2,90	-8,5
Russia	1.953.241	49,8	5.745.127	52,5	2,94	1,8
Others	10.617.040	41,6	66.063.579	8,5	6,22	-23,4
Total	134.191.418	-4,6	548.314.594	-0,8	4,09	4,0

BULK	Liters		\$		\$/liter	
	2017	% change	2017	% change	2017	% change
UK	7.920.000	7,4	12.395.286	17,6	1,57	9,6
USA	5.382.050	-38,7	9.268.120	-18,0	1,72	33,6
Germany	1.432.000	-13,8	2.052.741	4,2	1,43	20,8
Denmark	1.559.500	-39,9	1.973.806	-36,8	1,27	5,2
Belgium	1.240.000	-41,7	1.547.090	-33,4	1,25	14,2
Canada	1.117.000	-66,3	971.430	-45,4	0,87	62,0
France	615.900	-33,6	832.599	-19,6	1,35	21,0
Netherlands	624.000	-52,7	730.988	-48,0	1,17	10,1
Finland	408.000	41,7	715.895	108,3	1,75	47,1
Sweden	456.000	-64,8	478.254	-64,1	1,05	2,0
Japan	800.000	-23,2	473.529	-36,5	0,59	-17,4
Spain	216.000	-25,0	306.319	46,8	1,42	95,8
Others	1.880.525	-77,9	1.966.077	-21,5	1,05	255,5
Total	23.650.975	-40,2	33.712.134	-12,7	1,43	45,9

Argentina



BOTTLED	Thousand liters		Thousand \$		\$/liter	
	2017	% change	2017	% change	2017	% change
China	53.148	27,9	176.501	29,0	3,32	0,8
USA	39.838	-2,6	124.711	-3,6	3,13	-1,1
Brazil	38.936	13,9	111.719	16,1	2,87	1,9
Japan	40.379	7,0	110.939	7,3	2,75	0,3
UK	37.739	-13,5	95.011	-17,1	2,52	-4,3
Netherlands	23.541	-5,8	67.689	-4,1	2,88	1,8
Canada	17.106	7,6	60.175	6,4	3,52	-1,1
Ireland	10.820	-1,6	32.310	3,0	2,99	4,6
Mexico	9.742	-12,7	27.418	-2,5	2,81	11,6
South Korea	6.294	-2,5	27.081	-3,1	4,30	-0,7
France	2.055	11,7	23.514	11,7	11,44	0,1
Germany	6.418	-8,4	23.481	-4,1	3,66	4,7
Denmark	6.597	-12,8	22.362	-21,3	3,39	-9,7
Colombia	8.252	19,7	21.656	14,3	2,62	-4,6
Russia	8.058	14,5	19.994	16,1	2,48	1,4
Belgium	5.284	-5,2	17.267	-7,9	3,27	-2,9
Paraguay	5.827	13,4	14.140	18,5	2,43	4,5
Finland	4.484	6,4	13.360	8,2	2,98	1,7
Sweden	3.828	6,4	12.142	3,7	3,17	-2,6
Others	113.474	25,0	367.113	26,5	3,24	1,2
Total	380.361	4,0	1.166.580	4,8	3,07	0,7

BULK	Thousand liters		Thousand \$		\$/liter	
	2017	% change	2017	% change	2017	% change
USA	59.517	-18,7	51.335	14,4	0,86	40,7
Argentina	63.779		38.554		0,60	
China	33.156	-46,8	34.216	-4,1	1,03	80,1
UK	37.961	4,0	32.323	6,9	0,85	2,8
Germany	23.580	-9,7	18.819	10,1	0,80	22,0
Japan	18.788	-5,8	16.196	-0,5	0,86	5,6
Denmark	7.107	-40,4	7.884	-36,8	1,11	5,9
Canada	10.024	-57,7	6.840	-51,0	0,68	15,8
Netherlands	5.610	-2,5	5.172	4,3	0,92	6,9
Sweden	2.177	-65,0	3.898	-65,1	1,79	-0,1
France	4.191	-20,7	3.763	-2,8	0,90	22,6
Mexico	4.383	0,4	2.435	57,0	0,56	56,3
Belgium	2.127	-3,3	2.342	-1,4	1,10	1,9
Finland	1.507	-71,3	1.471	-80,7	0,98	-32,5
Others	7.446	-54,3	7.623	-52,0	1,02	5,0
Total	281.351	-5,9	232.870	6,8	0,83	13,6

2-10 LITERS	Thousand liters		Thousand \$		\$/liter	
	2017	% change	2017	% change	2017	% change
Sweden	3.869		6.755		1,75	
Finland	2.954		5.340		1,81	
Norway	2.797		4.924		1,76	
Japan	1.931		3.656		1,89	
Denmark	1.381		2.974		2,15	
Others	2.234		4.553		2,04	
Total	15.166		28.202		1,86	

Chile



EXPORT 2017

JANUARY-SEPTEMBER / oceania

BOTTLED	Liters		AUD		AUD/liter	
	2017	% change	2017	% change	2017	% change
China	73.584.155	50,1	498.004.853	61,3	6,77	7,4
USA	72.620.711	-1,8	270.536.071	-7,9	3,73	-6,2
UK	37.076.815	23,7	136.292.530	10,6	3,68	-10,6
Canada	19.670.485	-9,9	109.041.277	-9,9	5,54	0,0
Hong Kong	6.999.052	-3,4	99.196.347	9,4	14,17	13,3
New Zealand	9.553.693	-8,7	43.697.772	-2,2	4,57	7,1
Singapore	3.669.491	14,5	43.321.236	0,7	11,81	-12,0
Malaysia	3.036.581	-12,3	36.021.902	-9,8	11,86	2,8
Netherlands	10.328.061	86,5	30.863.008	36,1	2,99	-27,0
Japan	5.542.323	6,1	26.293.966	-1,5	4,74	-7,2
Germany	3.972.286	24,2	15.943.223	21,1	4,01	-2,5
Others	31.385.453	17,6	161.074.550	8,0	5,13	-8,2
Total	277.439.106	15,7	1.470.286.735	15,2	5,30	-0,5

BULK	Liters		AUD		AUD/liter	
	2017	% change	2017	% change	2017	% change
UK	131.663.030	-10,0	125.560.333	-8,8	0,95	1,3
USA	49.237.347	75,0	52.223.189	69,0	1,06	-3,4
China	26.651.443	42,8	48.032.929	72,0	1,80	20,5
Canada	24.668.370	3,3	23.668.024	9,1	0,96	5,6
Netherlands	16.491.493	-13,8	17.669.316	9,2	1,07	26,8
Germany	14.578.315	63,1	13.035.413	77,0	0,89	8,5
Italy	6.733.564	-23,7	9.891.847	-13,0	1,47	14,0
New Zealand	9.249.882	-17,1	9.005.090	-7,7	0,97	11,3
Belgium	7.065.352	-12,7	6.850.635	-10,8	0,97	2,3
Denmark	5.785.644	-17,3	5.531.793	-8,7	0,96	10,3
Others	15.042.267	11,1	21.303.194	14,9	1,42	3,3
Total	307.166.707	4,6	332.771.763	12,7	1,08	7,8

2-10 LITERS	Liters		AUD		AUD/liter	
	2017	% change	2017	% change	2017	% change
USA	14.368.020		13.489.077		0,94	
Germany	12.000.027		10.600.049		0,88	
Canada	6.861.874		6.700.569		0,98	
China	1.262.470		3.793.633		3,00	
UK	2.941.063		2.511.689		0,85	
New Zealand	1.615.608		1.791.027		1,11	
Belgium	2.128.300		1.760.302		0,83	
Denmark	891.879		750.643		0,84	
Italy	552.000		679.200		1,23	
Netherlands	456.235		436.976		0,96	
Others	5.046.178		7.589.857		1,50	
Total	48.123.654		50.103.022		1,04	

Australia



BOTTLED	Liters		NZD		NZD/liter	
	2017	% change	2017	% change	2017	% change
USA	34.700.502	6,0	297.294.909	4,4	8,57	-1,5
UK	28.437.448	2,7	200.286.656	0,2	7,04	-2,4
Australia	25.583.230	7,5	188.120.633	0,6	7,35	-6,4
Canada	8.579.168	-0,4	84.547.174	-1,5	9,85	-1,1
China	1.767.625	28,1	24.396.789	38,6	13,80	8,2
Netherlands	3.105.479	-20,3	20.432.220	-24,0	6,58	-4,5
Ireland	2.695.828	16,0	20.205.917	17,9	7,50	1,7
Singapore	1.006.170	0,6	14.037.513	-4,1	13,95	-4,8
Hong Kong	978.530	15,0	13.154.744	27,3	13,44	10,7
France	623.409	3,9	10.690.567	-10,6	17,15	-13,9
Sweden	1.231.348	-12,5	9.909.242	-12,3	8,05	0,3
Japan	833.603	8,8	9.858.144	-2,8	11,83	-10,6
Denmark	605.059	6,8	5.241.055	5,8	8,66	-0,9
Germany	704.784	54,5	4.958.700	26,0	7,04	-18,5
United Arab Emirates	352.419	-16,4	3.868.480	-19,4	10,98	-3,5
Others	4.175.268	8,5	37.350.616	4,1	8,95	-4,1
Total	115.379.870	4,5	944.353.359	1,8	8,18	-2,6

BULK	Liters		NZD		NZD/liter	
	2017	% change	2017	% change	2017	% change
UK	28.201.810	38,1	100.255.450	21,3	3,55	-12,2
USA	17.056.096	44,5	82.040.834	38,5	4,81	-4,2
Australia	14.096.227	24,9	49.393.577	8,7	3,50	-13,0
Netherlands	3.367.642	167,1	13.852.276	149,1	4,11	-6,7
Belgium	3.810.355	317,8	13.477.792	226,4	3,54	-21,9
Denmark	480.006	66,7	1.950.523	61,3	4,06	-3,2
France	275.650	-27,8	1.188.993	-34,3	4,31	-9,0
Canada	335.783	2,5	1.081.709	4,0	3,22	1,4
Germany	244.000	-83,9	810.400	-87,9	3,32	-24,9
Others	410.371	-46,0	1.514.245	-64,9	3,69	-34,9
Total	68.277.940	39,5	265.565.799	25,2	3,89	-10,2

2-10 LITERS	Liters		NZD		NZD/liter	
	2017	% change	2017	% change	2017	% change
USA	1.014.031		3.645.406		3,59	
UK	966.703		2.860.904		2,96	
Netherlands	173.382		735.835		4,24	
France	72.000		208.884		2,90	
Belgium	35.177		208.621		5,93	
Sweden	13.050		83.216		6,38	
Others	64.752		560.308		8,65	
Total	2.339.095		8.303.174		3,55	

New Zealand



EXPORT 2017

JANUARY-SEPTEMBER / africa

BOTTLED	Liters		Rand		Rand/liter	
	2017	% change	2017	% change	2017	% change
UK	20.837.039	-21,3	648.232.031	-10,2	31,11	14,1
Netherlands	15.081.471	7,7	504.149.584	-4,8	33,43	-11,6
Germany	17.596.490	-1,0	490.103.446	-13,1	27,85	-12,2
USA	7.219.565	5,9	376.067.474	-0,6	52,09	-6,2
Namibia	15.361.152	2,2	299.225.321	2,3	19,48	0,1
Canada	5.841.604	-11,2	293.285.500	-20,3	50,21	-10,2
China	5.685.712	-51,3	239.431.877	-24,4	42,11	55,1
Sweden	3.355.851	-12,1	155.537.606	-18,1	46,35	-6,8
Belgium	2.733.508	4,4	126.972.830	1,8	46,45	-2,5
Russia	4.186.637	193,9	105.706.351	124,2	25,25	-23,7
Japan	2.036.753	0,9	102.422.507	4,7	50,29	3,7
Denmark	1.745.961	-21,5	82.736.251	-38,2	47,39	-21,2
United Arab Emirates	1.611.310	2,3	77.813.908	-14,2	48,29	-16,1
Tanzania	1.779.484	-5,8	62.816.724	-3,5	35,30	2,4
Kenya	1.521.745	-4,9	55.066.912	-15,3	36,19	-10,9
Botswana	1.913.952	15,4	51.852.234	67,1	27,09	44,8
Others	24.165.601	25,4	823.954.720	6,1	34,10	-15,4
Total	132.673.835	-2,8	4.495.375.276	-6,2	33,88	-3,5

BULK	Liters		Rand		Rand/liter	
	2017	% change	2017	% change	2017	% change
UK	49.542.957	-4,0	351.658.941	-23,2	7,10	-20,1
Germany	32.222.536	-25,5	251.507.646	-24,2	7,81	1,7
Denmark	9.451.211	-39,4	146.586.119	-45,8	15,51	-10,6
Russia	12.498.982	-24,7	109.883.964	-16,8	8,79	10,5
France	16.571.977	-26,7	109.306.183	-26,8	6,60	-0,2
USA	13.644.132	1.214,8	73.676.703	564,5	5,40	-49,5
Canada	10.163.541	-12,5	69.993.947	3,1	6,89	17,8
Sweden	4.940.590	-54,6	40.742.380	-78,1	8,25	-51,7
Netherlands	4.471.566	-18,8	29.427.875	-36,2	6,58	-21,5
China	3.763.498	74,1	26.726.368	44,5	7,10	-17,0
Namibia	1.020.977	-73,9	25.552.162	-39,5	25,03	132,3
Belgium	2.814.070	-31,0	23.880.059	-26,5	8,49	6,5
Others	31.489.663	-10,6	200.389.824	-51,0	6,36	-45,2
Total	192.595.700	-14,0	1.459.332.171	-32,3	7,58	-21,2

2-10 LITERS	Liters		Rand		Rand/liter	
	2017	% change	2017	% change	2017	% change
Sweden	5.466.766		109.168.508		19,97	
Denmark	3.712.063		63.103.553		17,00	
Germany	6.835.962		52.530.975		7,68	
Namibia	3.463.016		38.742.675		11,19	
UK	2.986.800		36.530.609		12,23	
United Arab Emirates	1.488.446		28.792.592		19,34	
Finland	1.409.844		27.661.960		19,62	
Others	13.339.612		158.438.077		11,88	
Total	38.702.509		514.968.949		13,31	