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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



In cooperation with **OSSERVATORIO DEL VINO**

## IMPORT / january-december

BOTTLED	Th. liters	Th. Dollars	\$/liter
USA	744.458	4.381.127	5,88
China	552.151	2.554.672	4,63
UK	694.886	2.519.830	3,63
Germany	539.041	1.766.603	3,28
Canada	284.261	1.627.700	5,73
Hong Kong	58.595	1.473.800	25,15
Japan	180.068	977.994	5,43
Switzerland	100.986	863.181	8,55
Russia	256.110	751.945	2,94
Brazil	111.844	337.931	3,02
South Korea	27.163	163.602	6,02

SPARKLING	Th. liters	Th. Dollars	\$/liter
USA	126.297	1.210.557	9,59
UK	142.151	799.180	5,62
Japan	36.371	542.713	14,92
Germany	71.627	470.114	6,56
Switzerland	19.399	197.618	10,19
Russia	33.268	160.562	4,83
Canada	16.638	157.307	9,45
China	13.105	75.267	5,74
Hong Kong	2.258	59.650	26,42
South Korea	4.471	39.970	8,94
Brazil	6.478	30.911	4,77

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. All rights reserved

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
UK	483.569	583.215	1,21
Germany	863.510	552.449	0,64
USA	307.166	274.223	0,89
China	180.573	158.890	0,88
Russia	156.576	87.910	0,56
Canada	111.314	82.736	0,74

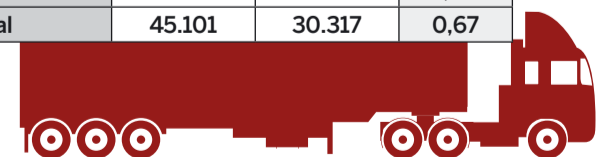
The very latest data of the main exporter and importer countries: Italy, France, Spain, Portugal, Argentina, Chile, Australia, New Zealand, South Africa, USA, Canada, UK, Germany, Switzerland, Russia, China, Hong Kong, Brazil, Japan, South Korea. The data are showed with details on packaged wines, bulk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

## EXPORT / january-december

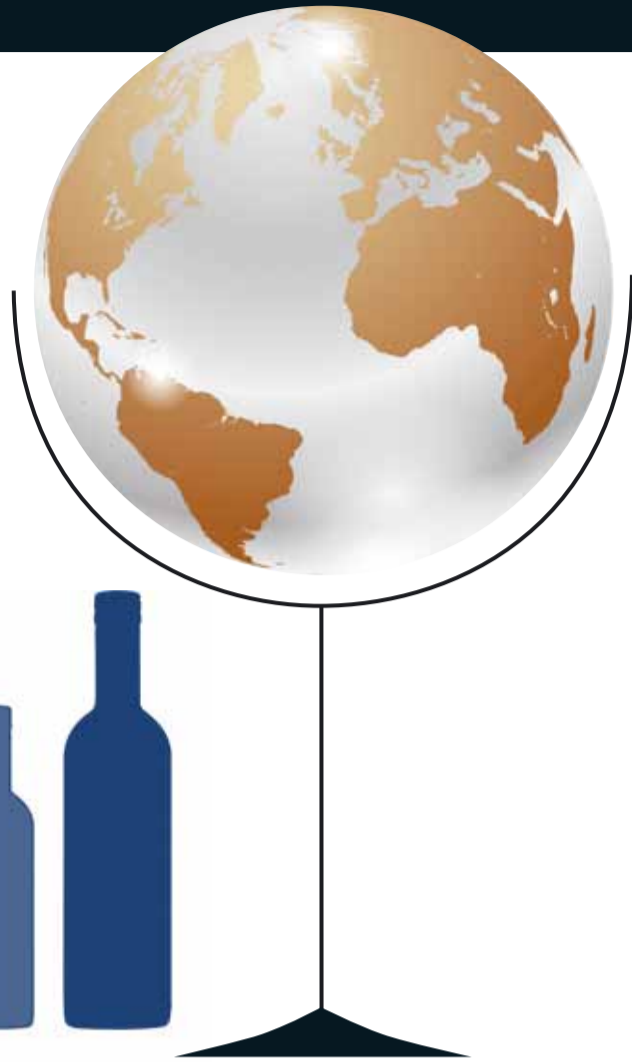
BOTTLED	Th. liters	Th. Dollars	\$/liter
France	1.096.276	6.407.381	5,84
Italy	1.194.736	4.724.538	3,95
Spain	833.694	2.027.693	2,43
Australia	391.730	1.638.989	4,18
Chile	515.025	1.604.563	3,12
USA	162.347	1.166.974	7,19
New Zealand	157.599	921.979	5,85
Portugal	227.902	809.470	3,55
Argentina	176.966	735.134	4,15
South Africa	186.802	480.142	2,57

SPARKLING	Th. liters	Th. Dollars	\$/liter
France	183.699	3.522.664	19,18
Italy	366.427	1.535.431	4,19
Spain	168.249	518.225	3,08

BULK	Th. liters	Th. Dollars	\$/liter
Spain	1.239.365	628.871	0,51
Italy	512.768	374.508	0,73
Chile	393.930	340.129	0,86
Australia	367.681	315.587	0,86
New Zealand	94.209	260.698	2,77
France	176.408	222.965	1,26
USA	156.406	203.455	1,30
South Africa	260.044	152.921	0,59
Argentina	31.288	45.655	1,46
Portugal	45.101	30.317	0,67



# World BOTTLED WINES

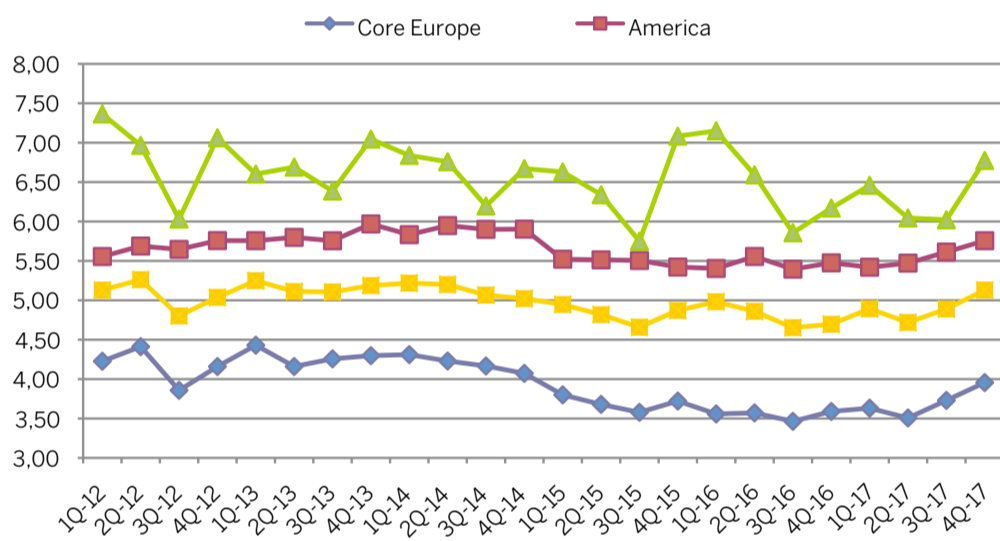


Europe acts as a ballast, the Americas keep a marathon pace and the Asian bloc is flying high. In brief, this is the reading perspective for the 35 million hectolitres cumulated by the major countries of the three continents, for an amount of 17 billion US dollar, with performances of strong increase, both in volumes (+4%) and in values (about +7%). Nevertheless, signs of economic malaise should be highlighted: if we extend the period of time, the growth data, measured in CAGR since 2012, decrease to +1.6% in quantities and to +1% in values. Moreover, in the last year, sales values are affected by the weakening of the US Dollar and GB Pound against the Euro, actually bringing about an inflation spiral, which strongly waters down financial performances.

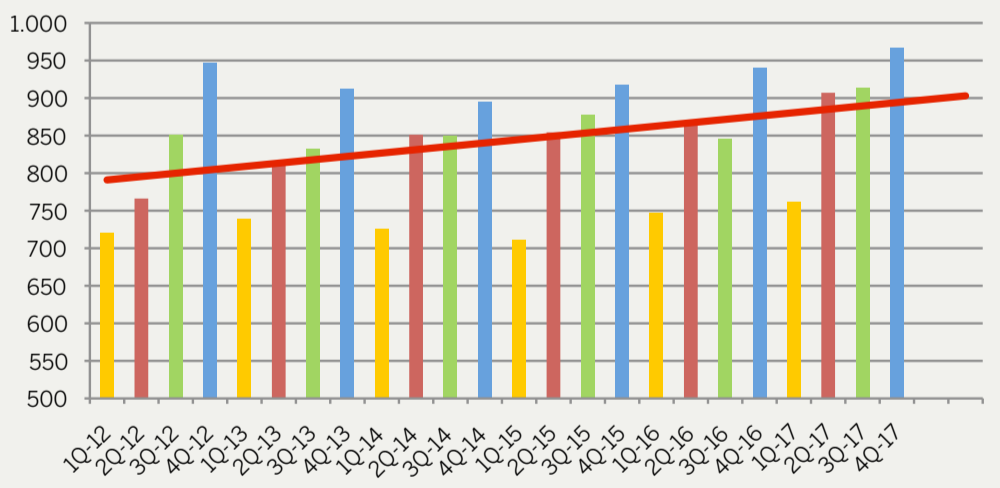
To sum up, the weight of the wine bottle on the scale is supported only and exclusively by the Asian continent and in particular by China, considering that both Hong Kong and Japan have started to slow down. If the world were composed of the 11 countries monitored in this analysis, today Beijing's weight would be 16% in volume and 15% in value terms, practically doubled over a five-year period and mainly over the last 3 years, considering that between 2012 and 2014 there had been a phase for deep reflection. Over the five-year period closed in 2017, the Chinese growth performances stood at +16% of volume CAGR and at +13% of value, reducing the gap with the European bloc (UK, Germany, Switzerland and Russia) from 3.6 billion to 750 million US dollar.

A progressive repositioning of the various competitors' interest towards the East (Chile and Australia) and a re-balancing of New Zealanders and Europeans towards the Americas (however, more France than Italy) seriously start to cause an impoverishment effect on the Old Continent bloc, for which, in general and obviously with some exceptions, wines with an increasingly more basic profile seem to be destined.

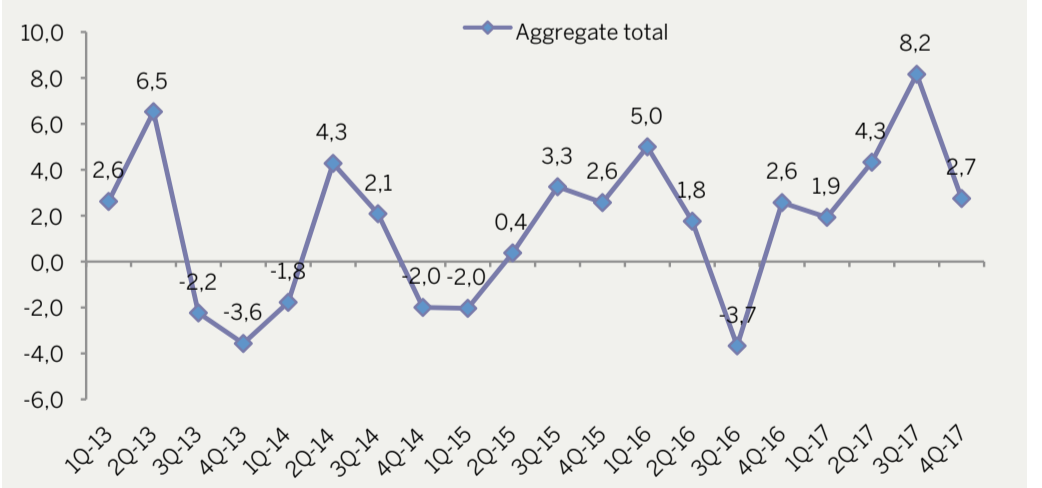
PRICE EVOLUTION BY QUARTER (US\$/LITER)



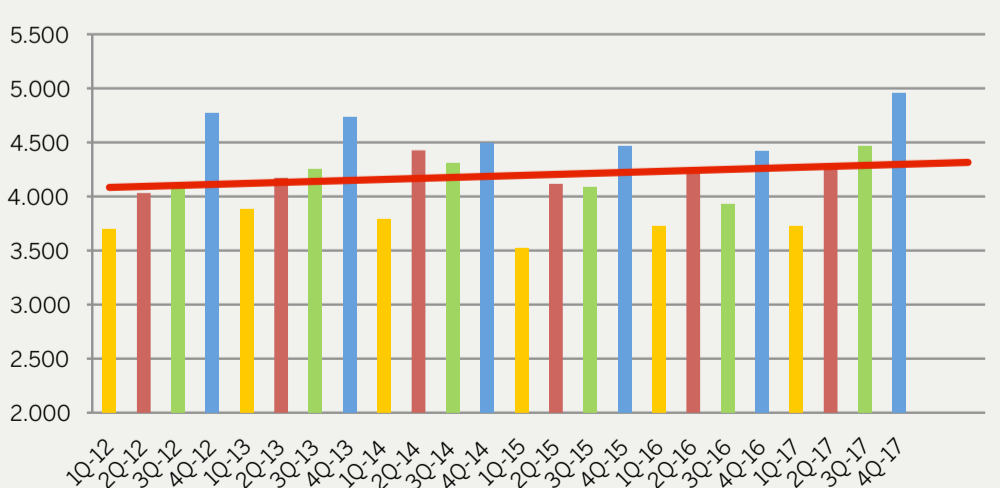
AGGREGATE TOTAL: QUARTERLY IMPORT, BOTTLED WINES (MILLION LITERS)



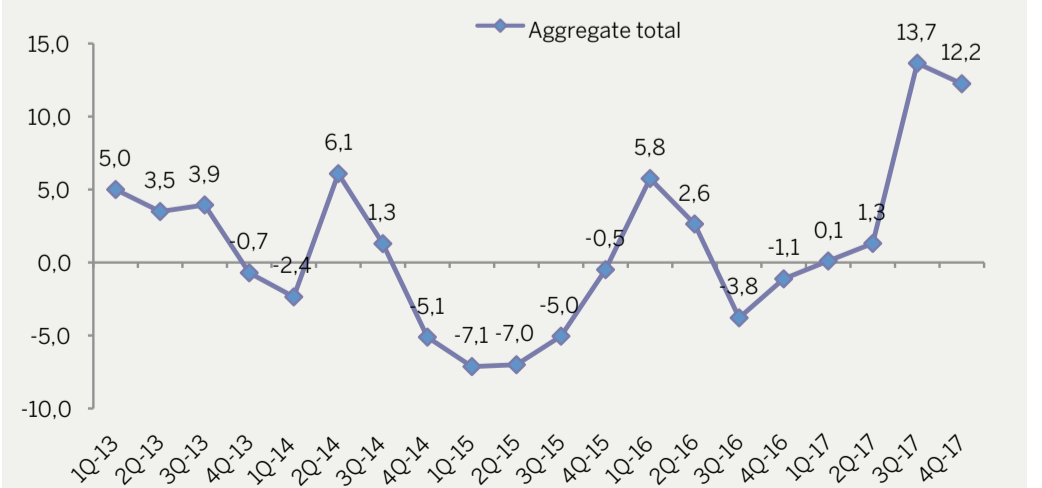
YEARLY % CH. QUARTER ON QUARTER (VOLUME)



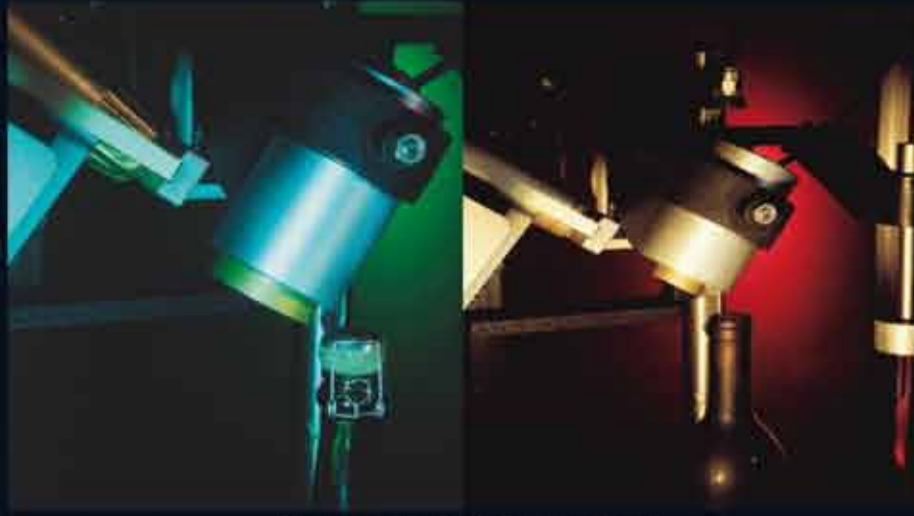
AGGREGATE TOTAL: QUARTERLY IMPORT, BOTTLED WINES (MILLION US\$)



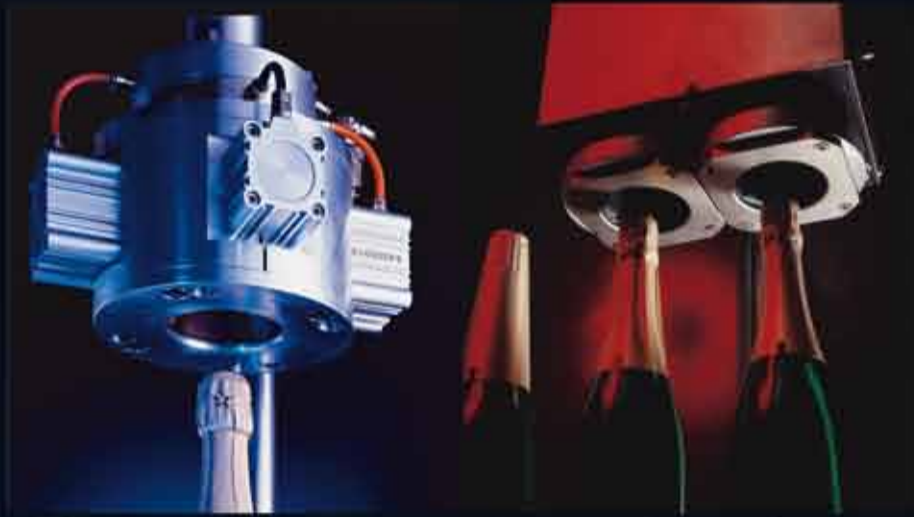
YEARLY % CH. QUARTER ON QUARTER (VALUE)



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



Capsule dispensing



Champagne type capsules pleating-crimping



PVC capsules thermoshrinking

Polylaminate-tin capsules spinning



Foil crimping

Automatic wirehooding



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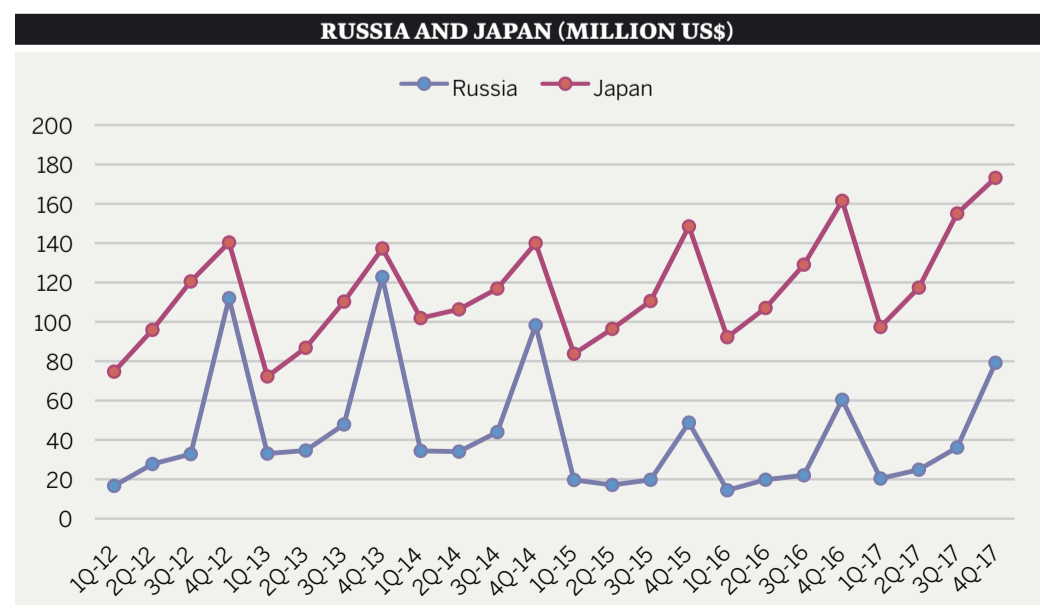
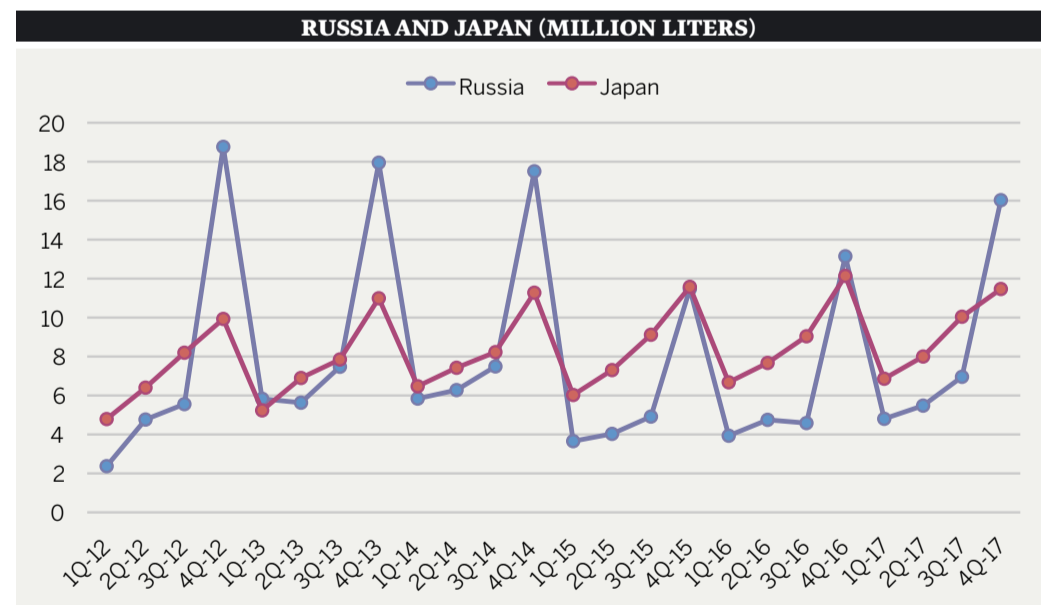
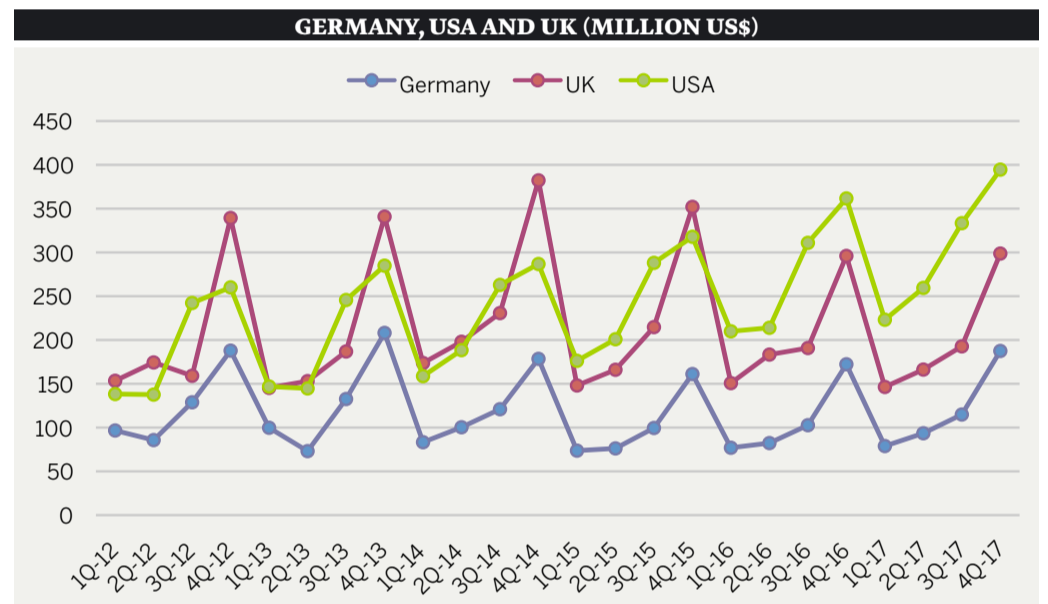
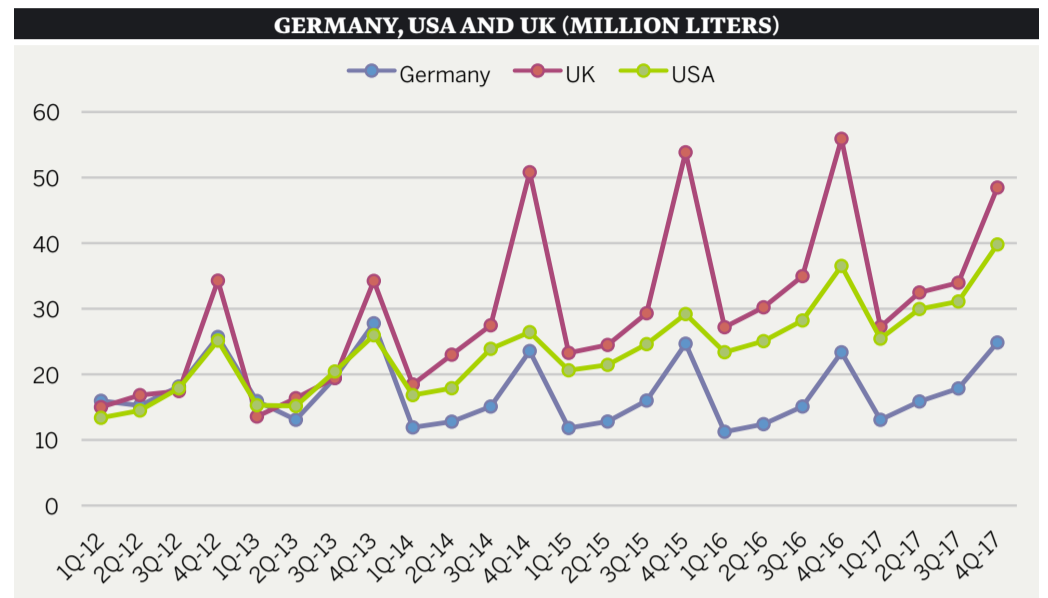
# World SPARKLING WINES



Even in 2017 sparkling wines confirmed to be the most dynamic segment of the wine market: the total aggregate of the countries monitored by our magazine highlighted a 7% upturn in volume terms, totalling 4.7 million hectolitres, for a value increased by 8%, above the amount of 3.7 billion US dollar (with the usual reduction note derived from the exchange rates between the Euro and the GB pound/ US Dollar).

The German market continued its trend of strong recovery in the imports of sparkling wines, in particular from Italy (+19%) and Spain (+29%), with a final result from January of 716,000 hectolitres of product (+14%) and a value jumped to 416 million euro (+4%), the highest level ever registered since 2011. For Italy, in particular, there was finally an interruption of the negative economic situation started in 2011, which had brought the Italian bubbly below the threshold of 200,000 hectolitres for 3 years. However something has been lost on the price front, again below the threshold of 4 euro per litre, a price reached for just one year in 2016.

In the British market, the notes expressed for still wines may be applied to the sparkling wine segment. The impact of the GB Pound/Euro exchange rate slowed down the purchases in volume terms (-4%, of which 0.5% Italy), with an adjustment to 1.42 million hectolitres and values stuck at 620 million GB Pound: without exchange rate effect the outcome is +0.6%, whereas, considering the exchange rate effect, we are at -7% (+5% for Italy and zero for France). ➔





## ➔ WORLD SPARKLING WINES

For Italy the UK market obviously means Prosecco: here the situation seems deteriorated, due to a 2% volume decrease, the first one since 2010, and a 14% forward leap of values, reduced to 7% considering the exchange rate effect. In detail, the fourth quarter showed the most evident slowdown, with -11% in volume terms and -2% on the value front, whereas up to the third quarter we had remained at around +2-3% in volumes and +24% in values. Prices increased by 17%, but the figure should be observed without the effect of the exchange rate here too, therefore it goes down to +10%. Obviously, being the Prosecco category a new one, introduced in 2017 in the Customs system, the comparison data are obtained by taking into account the former PDO (Protected Designation of Origin) customs category, of which Prosecco makes up the greatest part of the product: the yearly fluctuations are thus rather indicative of the current market situation.

As far as Champagne and Cava wines are concerned, the final outcome is definitely negative, in particular for the Spanish wines, dropped by 21% in volume terms, whereas the economic situation is clearly penalising the French sparkling wines, with values at -14% including the exchange rate effect.

In Russia, as reported for still wines, the market is back to normal: the over 300,000 hectolitres of imported product, of which 70% is Italian-branded, represent a readjustment to pre-crisis indicators here too, with values increased by 40% to 161 million US dollar.

Now, let's talk about the American market, where a growth is confirmed for the whole sector, increased to 1.2 billion US dollar in value terms (+11%). France outperformed, but Italy slowed down its pace: in 2016 Prosecco & C. had grown by 29% with regard to volumes and by 34% in value terms, the year after they went down to +12% and +10%.

The situation in Canada is prosperous, with a market developing homogeneously in volumes and values (above 10%) and the first three European suppliers in line with the total, (maybe something more for the Spanish sparkling wines, above 18%). There is a slowdown of Italian performances here too, like in the USA, versus 2016: from +20% to +11% in volumes and from +25% to +13% in values.

The Japanese market shows a slow pace: here only Champagne performed well, taking away growth spaces for the Italian and Spanish bubbly. Even the Chileans lost ground, stopping the escalation that had pushed them close to 4 million litres in 2016.

WINE BY NUMBERS



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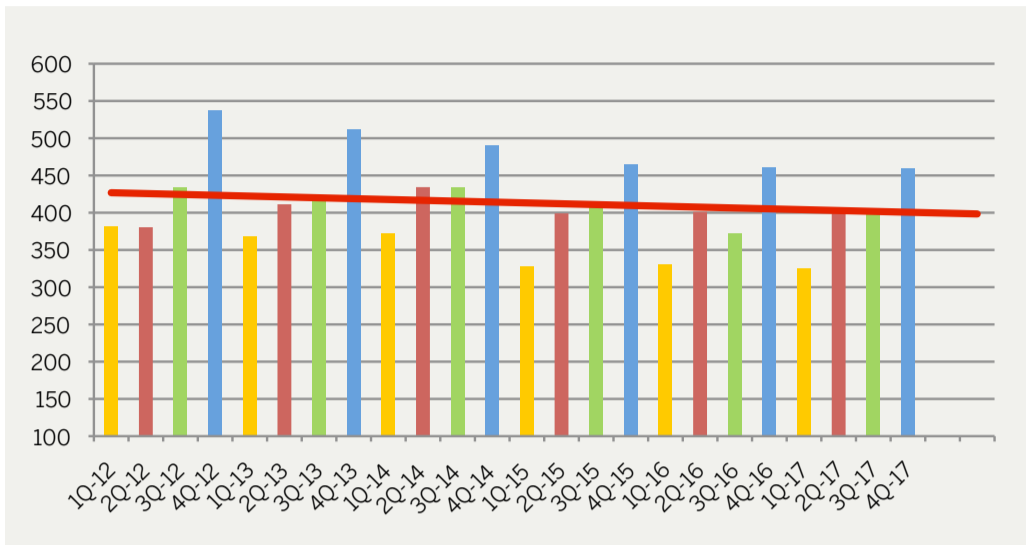
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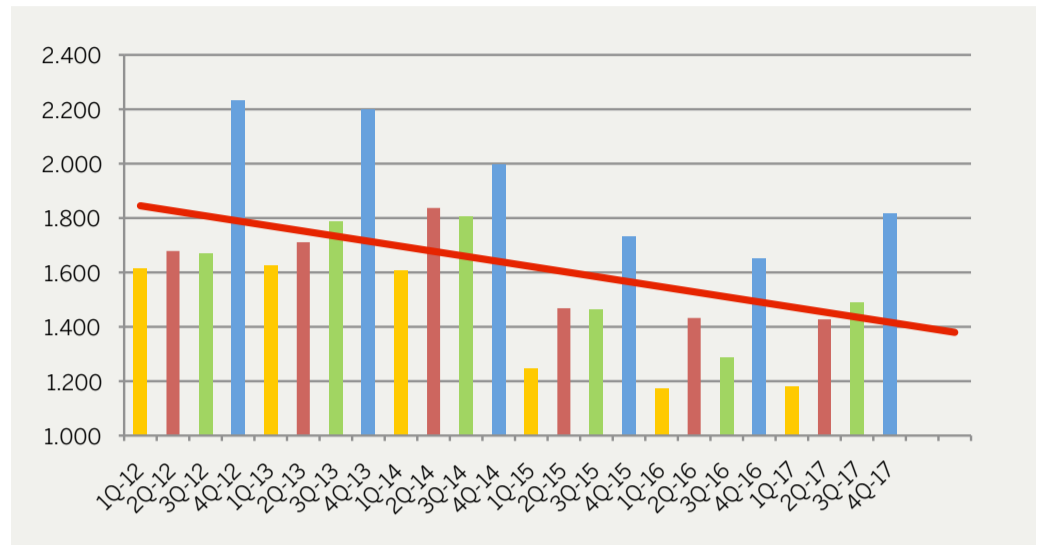


CORE EUROPE: QUARTERLY IMPORT, BOTTLED WINES (MILLION LITERS)



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

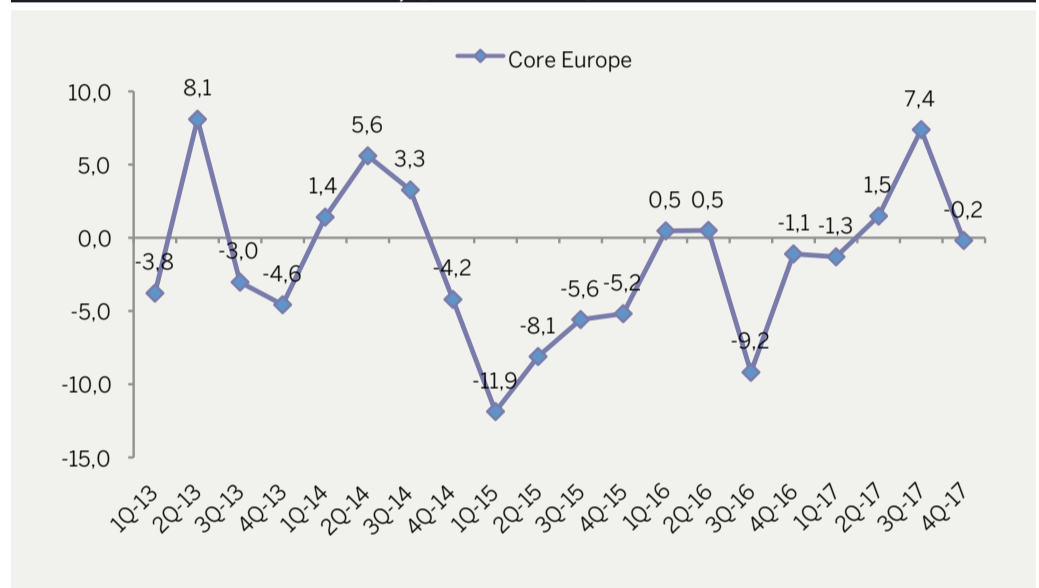
CORE EUROPE: QUARTERLY IMPORT, BOTTLED WINES (MILLION US\$)



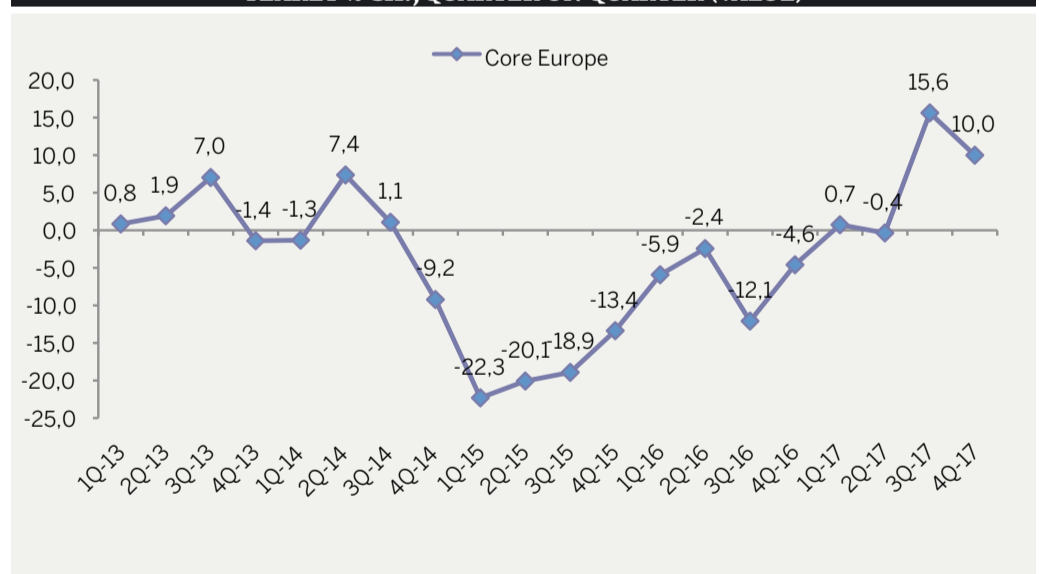
At the end of the year, the European aggregate (Germany, Switzerland, UK and Russia) saw the situation worsen, compared with the third quarter: volumes decreased from +7% to zero, whereas values remained positive, at around +10%, but the figure is obviously affected by the inflation dynamics of the GB Pound. Therefore, the 12-month final result highlights a small rise of 2% in volumes (16 million hectolitres) and of 7% in values, above 5.9 billion US\$, but it shows negative performances in the long term: -2% of volume CAGR and -4% in value terms, with peaks of -7% for the United Kingdom and -2% for Germany. Germany closed the fourth quarter registering a negative final outcome in values and confirming the zero in volumes, for a total amount since January showing a 5% loss in quantities and -4% with regard to values (1.5 billion euro, third consecutive downturn since 2015). The balance for Italy is negative, due to a fourth quarter below the line of 200 million euro, thus cumulating -2% since the start of the year, accompanied by a -3% in volume terms, whereas considering the following three countries, the only ones to record increases are the United States (+11%).

The situation remains very difficult in the United Kingdom, where the negative quarterly trend is confirmed and worsened in December, (-10% in volumes, seventh consecutive negative quarter compared with the same period of 2016, which, by the way, is also in the red): finally, the 12-month final outcome is -5%, below the threshold of 7 million hectolitres for the first time since 2000. Just to give an idea on how difficult the situation is, in the phase of full global economic recession, almost 9 million hectolitres were regularly imported. Values are going up, but this is another sign of malaise: the final figure (+5%, 1.9 billion GB pound) is impacted by the weakness of the Pound against the Euro and the other currencies, about a yearly 7%.

YEARLY % CH., QUARTER ON QUARTER (VOLUME)



YEARLY % CH., QUARTER ON QUARTER (VALUE)



All big players showed bad performances: Italy lost 13% with regard to volumes and PGI (Protected Geographic Indication) white wines (including Pinot Grigio), fell down by 22%. For Italian wines the fall had already started in 2015, and so had it for the French wines. On the contrary, New Zealand wines keep growing, with constant increases of about 15%, so do low-priced German wines and the Australian ones, which, little by little, have found their own "comfort threshold" at around 50 million litres, (in addition, there are 180 million litres bulk wine, registering a progressive decrease for at least three years). With regard to Russia, the market confirms a context of restarted expansion, reporting a rise of about 30-40% increase in volumes/values in the fourth quarter and a more than positive final outcome over the 12 months. Compared with the pre-crisis past situation, volumes are finally back to the levels of 2014 (2.6 million hectolitres), whereas in value terms the recovery is less strong: the disvalue compared

with three years ago is still around 70 million US dollar, but however the upturn versus the year 2016 is +240 million. Lastly, the Swiss market is stable: here, only one country among the top suppliers, France, grew above volume average (+6%), whereas Italy compensated for the losses of the previous nine months, closing at +3%. All other countries were again included in a decreasing threshold between -1% and -8%. Since when the Swiss Franc was set free to fluctuate, in 2015, after an initial phase of strengthening, it started a long downward trend, losing about 4% against the Euro over a two-year period. The effects on the trade, for a country that is very regular in its transactions, start to be evident in a quite remarkable way: the average price of purchased wine at a 8.42 franc in 2017 versus 7.78 in 2016 and 7.64 in 2015; the value of imports jumped to 851 million versus 750 in 2015 and volumes forcibly held back at the threshold of 100 million.

**IMPORT 2017**

# JANUARY-DECEMBER / europe

BOTTLED	Thousand liters		Thousand Euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
Italy	228.391	-3,4	659.908	-1,5	2,89	2,0
France	98.340	-6,1	327.570	-10,5	3,33	-4,8
Spain	87.704	-2,3	220.092	0,6	2,51	3,0
USA	23.471	11,0	71.972	22,4	3,07	10,3
Austria	22.108	-21,9	59.947	-7,2	2,71	18,8
South Africa	20.937	21,2	54.863	23,4	2,62	1,8
Portugal	13.737	7,2	40.982	11,9	2,98	4,4
Chile	10.649	27,3	34.296	23,9	3,22	-2,7
Australia	9.631	40,2	27.565	46,3	2,86	4,4
Greece	10.295	-4,3	22.007	-2,9	2,14	1,4
Argentina	3.425	29,5	13.588	28,1	3,97	-1,1
New Zealand	1.739	11,7	9.633	25,2	5,54	12,1
Hungary	2.685	220,7	4.444	162,0	1,66	-18,3
Switzerland	268	-34,1	2.113	-45,1	7,89	-16,8
Coratia	479	7,9	1.372	12,1	2,87	3,9
Turkey	490	322,3	1.347	131,3	2,75	-45,2
Moldova	483	-11,6	888	-9,9	1,84	2,0
Bulgaria	139	17,1	319	0,7	2,30	-14,0
Others	4.073	-80,7	10.875	-84,5	2,67	-19,5
<b>Total</b>	<b>539.041</b>	<b>-4,5</b>	<b>1.563.781</b>	<b>-3,8</b>	<b>2,90</b>	<b>3,6</b>

SPARKLING	Thousand liters		Thousand Euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
France	21.133	1,1	247.392	2,1	11,71	1,0
Italy	23.006	18,8	88.305	10,5	3,84	-6,9
Spain	26.220	28,7	72.083	22,8	2,75	-4,6
Austria	613	-37,9	5.271	-56,7	8,61	-30,3
South Africa	104	21,2	662	43,6	6,35	18,5
Ukraine	165	-35,4	466	-24,8	2,83	16,3
Others	386	-62,5	1.962	-72,4	5,08	-26,4
<b>Total</b>	<b>71.627</b>	<b>13,7</b>	<b>416.141</b>	<b>3,7</b>	<b>5,81</b>	<b>-8,8</b>

BOTTLED	Liters		£		£/liter	
	2017	% change	2017	% change	2017	% change
France	125.915.145	-3,3	572.354.651	12,2	4,55	16,0
Italy	172.105.049	-13,2	337.875.994	-7,7	1,96	6,3
Spain	96.104.593	-1,4	188.104.853	7,8	1,96	9,3
New Zealand	41.565.817	13,5	176.132.884	11,8	4,24	-1,5
Chile	54.036.127	-9,5	136.262.768	-5,3	2,52	4,6
Germany	57.996.365	6,1	113.339.668	17,2	1,95	10,5
Australia	44.046.115	14,1	104.843.030	9,2	2,38	-4,3
Argentina	22.793.979	10,2	68.067.484	15,5	2,99	4,9
USA	16.942.171	-54,2	66.980.312	-19,4	3,95	76,0
South Africa	29.225.964	8,4	61.688.827	14,1	2,11	5,3
Portugal	15.031.008	-6,1	53.355.593	-0,8	3,55	5,6
Others	19.123.359	5,5	77.079.809	12,7	4,03	6,8
<b>Total</b>	<b>694.885.692</b>	<b>-5,4</b>	<b>1.956.085.873</b>	<b>5,0</b>	<b>2,81</b>	<b>11,0</b>

SPARKLING	Liters		£		£/liter	
	2017	% change	2017	% change	2017	% change
France	22.492.648	-7,2	293.782.586	-6,5	13,06	0,7
Italy	98.777.551	0,5	269.082.388	12,0	2,72	11,4
Spain	14.277.667	-20,5	30.119.003	-14,5	2,11	7,5
Germany	2.493.832	-44,1	7.493.075	-29,7	3,00	25,9
South Africa	841.204	-15,6	2.581.485	-6,0	3,07	11,4
Australia	792.625	-26,6	2.267.445	-15,8	2,86	14,7
USA	308.922	4,5	1.656.217	39,7	5,36	33,6
New Zealand	328.385	20,4	1.331.406	-18,4	4,05	-32,2
Others	1.838.538	164,6	12.071.299	52,9	6,57	-42,2
<b>Total</b>	<b>142.151.372</b>	<b>-4,1</b>	<b>620.384.904</b>	<b>0,6</b>	<b>4,36</b>	<b>4,9</b>

BULK	Thousand liters		Thousand Euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
Italy	306.421	6,0	148.165	7,8	0,48	1,7
Spain	259.183	5,5	101.569	22,0	0,39	15,7
France	90.091	-8,2	75.169	-21,1	0,83	-14,1
South Africa	60.736	3,0	34.856	11,3	0,57	8,1
Australia	35.380	16,0	27.367	41,2	0,77	21,8
Chile	33.674	-2,4	27.304	16,5	0,81	19,3
USA	18.517	-2,4	18.605	-2,5	1,00	-0,1
New Zealand	6.673	51,9	16.777	37,3	2,51	-9,6
Hungary	13.718	35,1	12.139	23,9	0,88	-8,3
Macedonia	20.672	-9,1	9.923	-11,3	0,48	-2,3
Austria	4.969	-20,9	6.588	16,2	1,33	46,9
Argentina	2.124	17,6	3.112	35,6	1,47	15,4
Portugal	5.629	-5,2	2.949	-15,7	0,52	-11,0
Greece	1.242	-39,2	1.377	-44,7	1,11	-9,0
Romania	1.239	-35,4	971	-30,2	0,78	8,1
Others	3.242	-81,6	2.152	-91,6	0,66	-54,0
<b>Total</b>	<b>863.510</b>	<b>1,7</b>	<b>489.023</b>	<b>1,2</b>	<b>0,57</b>	<b>-0,5</b>

2-10 LITERS	Thousand liters		Thousand Euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
Italy	7.934		11.134		1,40	
France	5.411		10.485		1,94	
Spain	2.311		2.568		1,11	
South Africa	1.060		1.755		1,66	
Chile	836		1.288		1,54	
Portugal	802		910		1,13	
Australia	344		718		2,09	
Argentina	414		505		1,22	
Others	584		1.164		1,99	
<b>Total</b>	<b>19.697</b>		<b>30.527</b>		<b>1,55</b>	

BULK	Liters		£		£/liter	
	2017	% change	2017	% change	2017	% change
Australia	176.453.993	-11,1	135.899.524	-0,6	0,77	11,8
USA	94.177.856	39,3	94.113.820	62,9	1,00	16,9
New Zealand	37.187.222	28,5	79.174.832	25,7	2,13	-2,2
Chile	53.468.143	-3,6	43.336.684	5,3	0,81	9,3
South Africa	76.002.111	1,8	42.745.806	9,2	0,56	7,3
Italy	15.422.275	-19,1	17.046.010	0,9	1,11	24,7
France	5.831.645	4,2	12.923.188	29,2	2,22	23,9
Spain	8.657.493	-26,8	10.416.658	36,1	1,20	86,0
Argentina	6.095.144	-8,0	8.435.923	10,4	1,38	20,0
Germany	4.295.104	-34,5	4.437.726	-39,7	1,03	-8,0
Others	5.977.595	110,5	4.206.147	-34,2	0,70	-68,8
<b>Total</b>	<b>483.568.581</b>	<b>1,2</b>	<b>452.736.318</b>	<b>15,0</b>	<b>0,94</b>	<b>13,6</b>

2-10 LITERS	Liters		£		£/liter	
	2017	% change	2017	% change	2017	% change
Italy	4.067.035		4.168.129		1,02	
Germany	1.409.939		2.957.059		2,10	
France	582.638		1.956.304		3,36	
Spain	539.686		1.351.742		2,50	
Others	466.559		835.858		1,79	
<b>Total</b>	<b>7.065.857</b>		<b>11.269.092</b>		<b>1,59</b>	

**Germany** 

**United Kingdom** 



## IMPORT 2017

## JANUARY-DECEMBER / europe

BOTTLED	Liters		\$		\$/liter	
	2017	% change	2017	% change	2017	% change
Italy	54.193.785	38,5	190.995.727	40,9	3,52	1,7
France	33.520.483	30,9	131.395.561	39,0	3,92	6,2
Spain	51.709.733	41,3	116.484.207	54,6	2,25	9,4
Georgia	35.016.898	77,7	102.126.374	74,4	2,92	-1,9
Abkhazia	17.732.367	6,1	46.949.412	18,7	2,65	11,9
Chile	15.439.464	37,2	40.760.983	37,4	2,64	0,1
Portugal	5.556.959	45,0	16.484.313	55,8	2,97	7,4
South Africa	6.730.739	107,3	16.400.670	97,6	2,44	-4,7
Germany	6.686.183	34,4	14.499.612	42,4	2,17	6,0
Argentina	2.771.894	21,5	9.996.438	34,9	3,61	11,1
Australia	2.313.795	56,8	8.148.242	66,8	3,52	6,4
New Zealand	1.269.842	66,2	8.043.744	57,2	6,33	-5,4
Moldova	4.959.390	39,7	7.607.459	61,6	1,53	15,7
Armenia	2.253.344	94,0	7.546.840	132,9	3,35	20,1
Serbia	4.883.534	20,7	6.506.497	30,6	1,33	8,2
USA	1.366.648	131,9	6.318.026	135,6	4,62	1,6
Bulgaria	3.242.524	0,1	4.705.863	9,7	1,45	9,6
Azerbaijan	2.170.957	31,6	4.241.344	39,1	1,95	5,7
Austria	789.181	104,9	4.222.593	118,3	5,35	6,5
Hungary	806.705	35,7	1.678.396	58,1	2,08	16,5
Montenegro	168.488	-66,4	480.782	-66,7	2,85	-0,8
Others	2.526.993	1,6	6.352.009	19,6	2,51	17,7
<b>Total</b>	<b>256.109.904</b>	<b>39,4</b>	<b>751.945.091</b>	<b>46,8</b>	<b>2,94</b>	<b>5,3</b>

SPARKLING	Liters		\$		\$/liter	
	2017	% change	2017	% change	2017	% change
Italy	22.632.588	30,5	96.300.073	42,8	4,25	9,4
France	5.774.669	16,9	48.761.190	28,8	8,44	10,1
Spain	3.232.140	29,7	9.904.692	51,1	3,06	16,6
Moldova	407.642	46,6	964.907	91,2	2,37	30,4
Georgia	207.997	100,7	633.641	88,6	3,05	-6,0
Ukraine	237.950	-39,6	631.687	-21,1	2,65	30,7
Abkhazia	195.966	-58,0	520.633	-54,8	2,66	7,7
Germany	99.023	58,6	443.710	88,1	4,48	18,6
Others	480.111	41,9	2.401.882	42,0	5,00	0,0
<b>Total</b>	<b>33.268.085</b>	<b>25,9</b>	<b>160.562.416</b>	<b>37,7</b>	<b>4,83</b>	<b>9,4</b>

BOTTLED	Liters		CHF		CHF/liter	
	2017	% change	2017	% change	2017	% change
Italy	40.934.448	2,5	316.634.520	7,1	7,74	4,5
France	17.592.262	5,8	231.005.698	23,6	13,13	16,8
Spain	17.503.055	-0,5	129.277.422	7,0	7,39	7,6
Germany	4.330.643	-5,3	35.268.355	-4,8	8,14	0,6
Portugal	7.131.007	-1,3	32.455.634	3,2	4,55	4,5
USA	2.516.736	-7,5	26.068.116	2,8	10,36	11,2
Austria	2.148.423	0,4	18.701.993	2,6	8,70	2,2
Argentina	3.381.422	11,5	18.311.061	14,1	5,42	2,3
Chile	1.911.563	-17,3	10.605.871	-10,4	5,55	8,4
Australia	1.200.561	6,4	8.050.797	10,7	6,71	4,1
South Africa	937.735	-11,0	6.543.971	3,7	6,98	16,5
New Zealand	182.009	9,0	1.399.166	8,7	7,69	-0,3
Others	1.216.589	-18,3	15.824.240	-18,7	13,01	-0,4
<b>Total trade</b>	<b>100.986.453</b>	<b>1,0</b>	<b>850.146.844</b>	<b>9,3</b>	<b>8,42</b>	<b>8,3</b>

BULK	Liters		\$		\$/liter	
	2017	% change	2017	% change	2017	% change
Spain	65.220.244	-37,1	36.849.056	-27,2	0,56	15,7
Ukraine	36.352.008	60,3	18.530.889	72,1	0,51	7,3
South Africa	20.813.679	-16,5	13.588.773	-3,8	0,65	15,2
Moldova	13.653.473	11,6	7.069.048	13,8	0,52	2,0
Uzbekistan	12.408.575	28,9	6.174.425	49,8	0,50	16,2
Italy	4.569.960	3,9	3.336.227	-27,7	0,73	-30,4
France	423.774	66,6	457.620	-10,4	1,08	-46,2
Argentina	480.005	-95,0	215.144	-94,8	0,45	4,1
Chile	53.790	-97,2	110.100	-90,5	2,05	239,3
Others	2.600.077	-41,2	1.578.381	-39,7	0,61	2,4
<b>Total</b>	<b>156.575.584</b>	<b>-19,2</b>	<b>87.909.663</b>	<b>-11,1</b>	<b>0,56</b>	<b>10,0</b>

2-10 LITERS	Liters		\$		\$/liter	
	2017	% change	2017	% change	2017	% change
Spain	553.457		791.556		1,43	
France	201.064		640.441		3,19	
Italy	174.376		583.346		3,35	
Chile	100.092		208.341		2,08	
Portugal	77.031		114.533		1,49	
Others	175.081		411.795		2,35	
<b>Total</b>	<b>1.281.101</b>		<b>2.750.011</b>		<b>2,15</b>	

Russia



SPARKLING	Liters		CHF		CHF/liter	
	2017	% change	2017	% change	2017	% change
France	5.095.911	-2,6	118.031.969	9,7	23,16	12,7
Italy	10.879.875	4,1	60.388.592	10,1	5,55	5,8
Spain	2.438.069	5,1	10.800.186	-0,4	4,43	-5,2
Germany	784.340	-7,3	2.884.747	-22,5	3,68	-16,5
Austria	76.318	0,4	873.044	13,4	11,44	12,9
Others	124.250	-27,2	1.655.444	-46,6	13,32	-26,7
<b>Total</b>	<b>19.398.763</b>	<b>1,6</b>	<b>194.633.982</b>	<b>7,6</b>	<b>10,03</b>	<b>6,0</b>

2-10 LITERS	Liters		CHF		CHF/liter	
	2017	% change	2017	% change	2017	% change
France	1.924.656		5.923.293		3,08	
Italy	1.096.775		3.324.480		3,03	
Portugal	2.668.093		2.977.522		1,12	
Spain	1.086.969		1.873.114		1,72	
Others	181.163		772.857		4,27	
<b>Total</b>	<b>6.957.656</b>		<b>14.871.266</b>		<b>2,14</b>	

Switzerland



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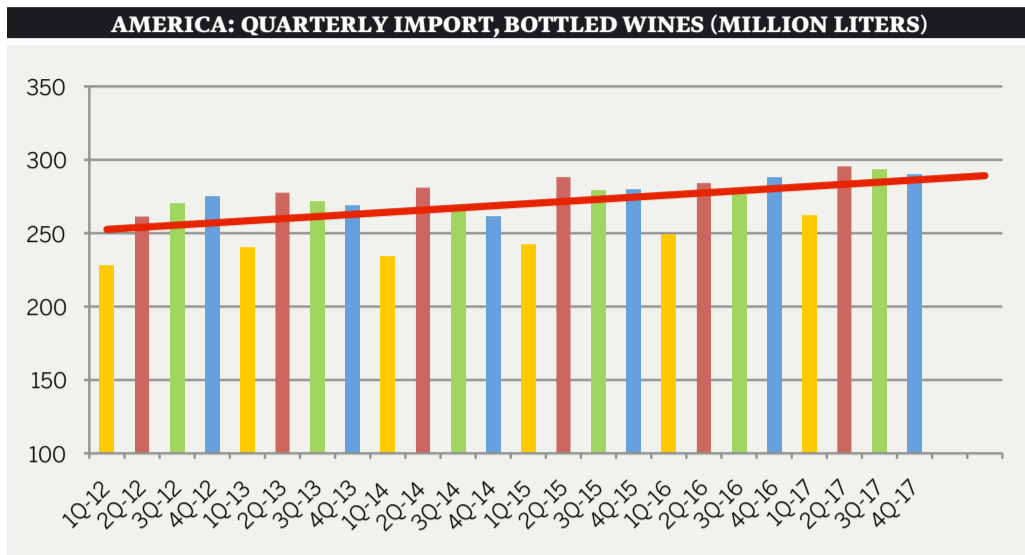
For 48 years we have been planning and manufacturing bottling lines both for beverage industry and for food/non-food products.

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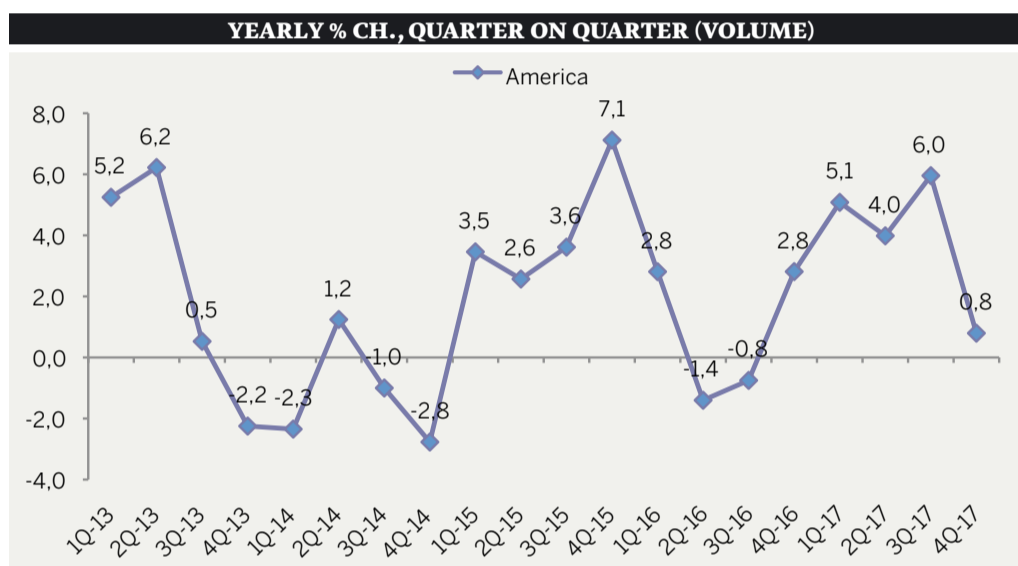
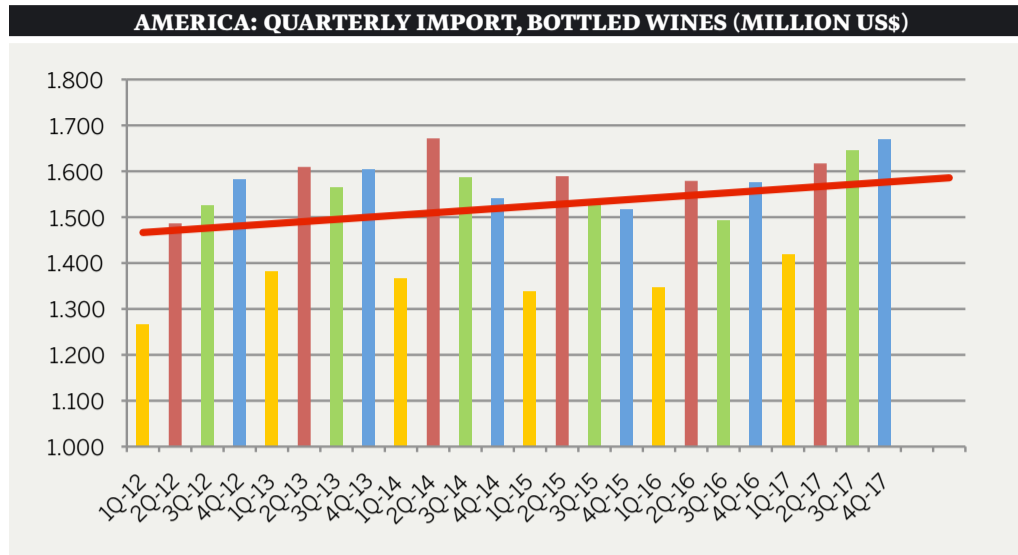
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America: sum of USA, Canada and Brazil



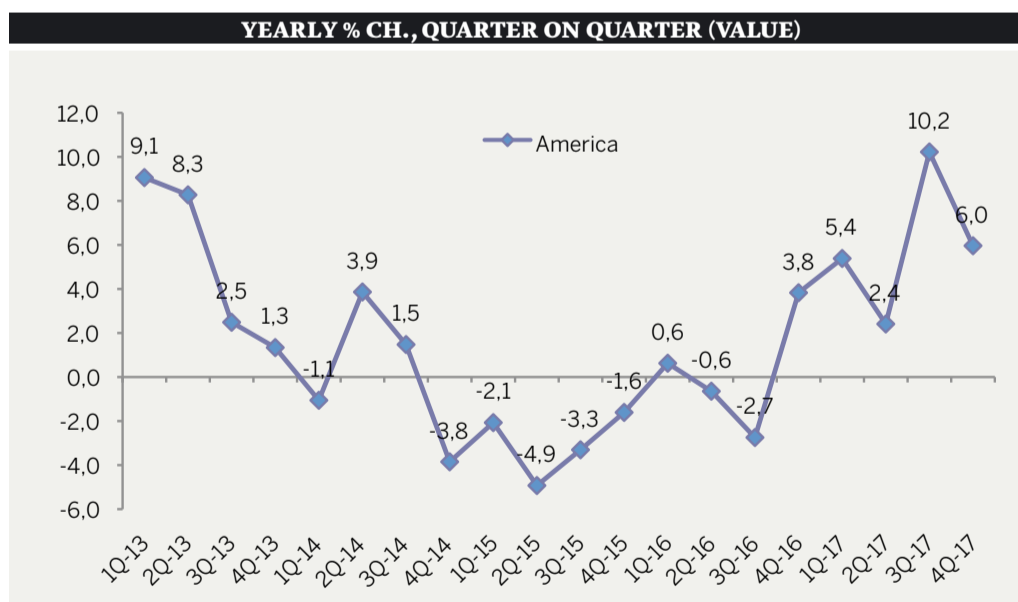
# America

The American bloc (USA, Canada and Brazil) closed the fourth quarter with a slight slowdown compared with the first three quarters, recording a volume increase of +1% (2.9 million hectolitres) and a value progression of +6% (1,7 billion US dollar). Therefore, the total over the 12 months increased to 11.4 million hectolitres, registering an amount of 6.4 billion US dollar, with a yearly growth of +4% and +6% respectively, (from which the exchange rates should be deducted, especially with the Euro, at a yearly 2% against the US Dollar).

As far as the United States are concerned, the appreciation of the Euro against the US dollar negatively affected the overall trade: the final outcome in value terms of +2% for Italy (and the same for Spain) is practically annulled by the exchange rates between the two currencies, whereas the same does not apply to French wines, absorbing an 18% growth, so large as to compensate for the unfavourable exchange rate. The gap separating the French and the Italian wines, stable at around 450 million US dollar in favour of the Italian labels since 2010, diminished to 316 this year. This is an impressive sign that must be considered.

Another country that is selling well in the USA is New Zealand, which is now permanently ranking third in value terms, with a 6% growth cumulated over 12 months. On the contrary, Australia, Argentina and Chile are in the red. Therefore, if the import market grew (+5%, to 4.3 billion US dollar), it is all to be ascribed to French and New Zealand wines.

Canada also closed the 12 months positively, with a forward leap in the fourth quarter (+6%), which enabled an overall result of +3%. A recovery was registered by the American leaders (+2%), especially thanks to a considerable upswing in the fourth quarter, even if the Italian labels kept on approaching (+5%), separated by 40 million US dollar versus 60 million of three years ago. A strong rise has already been recorded for the last three years with regard



to French wines (+7%) and – among the second rows – to New Zealand and Spanish wines that have now become a solid alternative to Australian and South American products respectively.

Finally, Brazil confirms its strong recovery of imports, as already reported during the year, with double-digit increases for all main suppliers and an upturn to the record level of 340 million US dollar as overall value. A positive note is the interruption of the decreasing trend of average prices: Italy reached +5% and the general level stood at around 3 US dollar per litre. Positive data show the trend reversal in the economy of the country which, in 2017, was officially out of the recession that had started in 2015.

IMPORT 2017

JANUARY-DECEMBER/ america

BOTTLED	Thousand liters		Thousand \$		\$/liter	
	2017	% change	2017	% change	2017	% change
Italy	253.345	1,1	1.453.774	1,9	5,74	0,7
France	125.304	15,9	1.137.448	18,3	9,08	2,0
New Zealand	45.097	6,2	343.081	5,7	7,61	-0,4
Australia	96.159	-5,6	334.517	-5,2	3,48	0,3
Argentina	54.694	-10,1	288.357	-5,7	5,27	4,9
Spain	50.396	6,7	258.648	2,6	5,13	-3,9
Chile	54.596	-5,3	208.593	-7,4	3,82	-2,2
Germany	20.733	5,0	101.466	1,6	4,89	-3,2
Portugal	18.681	8,7	97.705	9,0	5,23	0,3
South Africa	9.421	6,4	45.224	3,2	4,80	-3,0
Others	16.032	6,3	112.314	10,5	7,01	4,0
<b>Total</b>	<b>744.458</b>	<b>2,0</b>	<b>4.381.127</b>	<b>4,7</b>	<b>5,88</b>	<b>2,6</b>

SPARKLING	Thousand liters		Thousand \$		\$/liter	
	2017	% change	2017	% change	2017	% change
France	33.537	15,6	717.381	12,1	21,39	-3,0
Italy	69.554	12,1	381.397	9,6	5,48	-2,2
Spain	19.948	6,1	93.965	7,0	4,71	0,8
Australia	756	10,6	3.415	12,0	4,52	1,2
Others	2.502	20,0	14.399	24,4	5,75	3,7
<b>Total</b>	<b>126.297</b>	<b>12,1</b>	<b>1.210.557</b>	<b>11,0</b>	<b>9,59</b>	<b>-1,0</b>

BOTTLED	Liters		Can. \$		Can. \$/liter	
	2017	% change	2017	% change	2017	% change
USA	52.937.690	-1,0	481.227.411	2,2	9,09	3,2
Italy	63.138.637	5,4	441.051.008	4,8	6,99	-0,6
France	48.570.704	2,7	415.452.248	6,7	8,55	3,8
Australia	26.344.213	-6,9	179.333.842	-4,4	6,81	2,7
Spain	17.035.262	10,8	120.836.784	10,4	7,09	-0,4
New Zealand	11.937.249	7,6	114.842.223	5,2	9,62	-2,3
Chile	22.332.934	-1,1	109.259.505	-1,3	4,89	-0,3
Argentina	15.522.466	-8,8	97.851.977	-4,4	6,30	4,8
Portugal	10.444.468	6,7	64.215.691	8,5	6,15	1,7
South Africa	7.811.703	-4,5	40.571.200	-5,1	5,19	-0,6
Germany	3.753.821	-5,7	22.643.055	-5,5	6,03	0,2
Others	4.431.562	44,2	25.632.430	20,9	5,78	-16,2
<b>Total</b>	<b>284.260.709</b>	<b>1,5</b>	<b>2.112.917.374</b>	<b>3,2</b>	<b>7,43</b>	<b>1,6</b>

SPARKLING	Liters		Can. \$		Can. \$/liter	
	2017	% change	2017	% change	2017	% change
France	3.620.173	10,3	96.804.714	10,7	26,74	0,4
Italy	7.042.052	11,2	59.895.328	12,9	8,51	1,5
Spain	2.356.660	17,6	17.427.964	18,3	7,40	0,6
USA	773.363	-3,1	10.150.560	5,6	13,13	9,0
Germany	1.097.968	0,6	7.771.995	1,7	7,08	1,1
Australia	709.533	3,9	4.372.240	5,5	6,16	1,6
Hungary	483.371	7,5	2.433.793	6,8	5,04	-0,7
Others	554.575	18,8	5.344.235	25,1	9,64	5,4
<b>Total</b>	<b>16.637.695</b>	<b>10,2</b>	<b>204.200.829</b>	<b>11,5</b>	<b>12,27</b>	<b>1,2</b>

BOTTLED	Liters		\$		\$/liter	
	2017	% change	2017	% change	2017	% change
Chile	51.173.403	18,1	145.486.090	18,2	2,84	0,0
Argentina	15.398.052	9,2	51.722.762	14,4	3,36	4,7
Portugal	15.550.758	49,3	44.147.325	51,8	2,84	1,7
Italy	11.439.054	44,8	33.639.973	51,9	2,94	4,9
France	5.914.460	58,0	25.247.658	58,8	4,27	0,5
Spain	6.518.597	66,1	19.825.305	62,2	3,04	-2,3
Uruguay	2.931.932	32,2	7.684.496	52,5	2,62	15,4
Usa	1.147.224	59,0	4.110.641	40,5	3,58	-11,6
South Africa	1.123.622	94,1	3.213.068	90,5	2,86	-1,8
Australia	327.236	-33,5	1.246.545	-18,9	3,81	21,8
Germany	83.353	-46,6	315.959	-47,3	3,79	-1,4
New Zealand	30.173	-28,1	248.412	-31,2	8,23	-4,3
Others	205.647	-3,2	1.042.725	192,8	5,07	202,6
<b>Total</b>	<b>111.843.511</b>	<b>27,4</b>	<b>337.930.959</b>	<b>29,9</b>	<b>3,02</b>	<b>2,0</b>

BULK	Thousand liters		Thousand \$		\$/liter	
	2017	% change	2017	% change	2017	% change
Chile	82.159	-16,0	70.995	11,4	0,86	32,6
New Zealand	20.694	-13,2	70.931	-10,2	3,43	3,5
Australia	75.922	61,4	54.961	43,9	0,72	-10,9
Argentina	9.624	-34,4	16.917	-12,2	1,76	33,9
Italy	8.184	-23,1	14.841	-28,2	1,81	-6,7
South Africa	15.797	979,1	6.731	462,8	0,43	-47,8
Spain	7.868	126,4	5.473	45,4	0,70	-35,8
France	2.249	-7,1	5.470	-45,0	2,43	-40,8
Portugal	594	-30,0	829	-37,3	1,40	-10,5
Others	84.076	20,3	27.075	-7,9	0,32	-23,4
<b>Total</b>	<b>307.166</b>	<b>12,9</b>	<b>274.223</b>	<b>2,9</b>	<b>0,89</b>	<b>-8,8</b>

2-10 LITERS	Thousand liters		Thousand \$		\$/liter	
	2017	% change	2017	% change	2017	% change
Australia	12.961		14.333		1,11	
New Zealand	3.740		10.464		2,80	
Italy	3.803		7.934		2,09	
France	1.367		7.272		5,32	
Chile	4.913		4.411		0,90	
Spain	942		1.439		1,53	
Others	3.284		2.960		0,90	
<b>Total</b>	<b>31.009</b>		<b>48.813</b>		<b>1,57</b>	

BULK	Liters		Can. \$		Can. \$/liter	
	2017	% change	2017	% change	2017	% change
Australia	33.197.226	3,7	31.382.119	7,5	0,95	3,6
Chile	14.714.882	-49,1	12.980.842	-44,7	0,88	8,7
USA	9.214.455	-39,6	12.915.206	-44,9	1,40	-8,7
Spain	16.278.789	55,5	12.204.465	63,4	0,75	5,1
France	7.631.611	31,0	11.204.071	20,7	1,47	-7,9
South Africa	16.931.546	18,3	11.075.970	19,6	0,65	1,1
Italy	9.153.946	27,0	10.870.974	12,1	1,19	-11,8
Argentina	1.542.946	-61,0	1.633.129	-50,7	1,06	26,4
New Zealand	553.020	-36,5	1.198.351	-24,3	2,17	19,2
Others	2.095.511	21,8	1.934.571	-6,6	0,92	-23,3
<b>Total</b>	<b>111.313.932</b>	<b>-7,7</b>	<b>107.399.698</b>	<b>-9,6</b>	<b>0,96</b>	<b>-2,1</b>

2-10 LITERS	Liters		Can. \$		Can. \$/liter	
	2017	% change	2017	% change	2017	% change
USA	2.760.371		8.818.325		3,19	
Italy	766.806		3.500.598		4,57	
France	813.272		3011169		3,70	
Chile	606.104		1.754.582		2,89	
Australia	459.738		1.532.802		3,33	
Spain	209.693		1.059.937		5,05	
Argentina	173.734		757716		4,36	
Others	666.515		1.773.806		2,66	
<b>Total</b>	<b>6.456.233</b>		<b>22.208.935</b>		<b>3,44</b>	

SPARKLING	Liters		\$		\$/liter	
	2017	% change	2017	% change	2017	% change
France	1.749.972	55,4	14.966.946	24,5	8,55	-19,9
Italy	2.108.395	96,8	5.772.791	66,5	2,74	-15,4
Spain	1.478.258	72,3	5.608.523	72,6	3,79	0,1
Argentina	657.765	83,5	2.249.681	81,4	3,42	-1,1
Chile	304.391	158,7	1.350.744	158,1	4,44	-0,2
Portugal	130.105	47,1	516.379	60,6	3,97	9,1
Others	49.461	5,2	446.142	96,1	9,02	86,4
<b>Total</b>	<b>6.478.347</b>	<b>76,7</b>	<b>30.911.206</b>	<b>46,9</b>	<b>4,77</b>	<b>-16,9</b>

United States



Canada



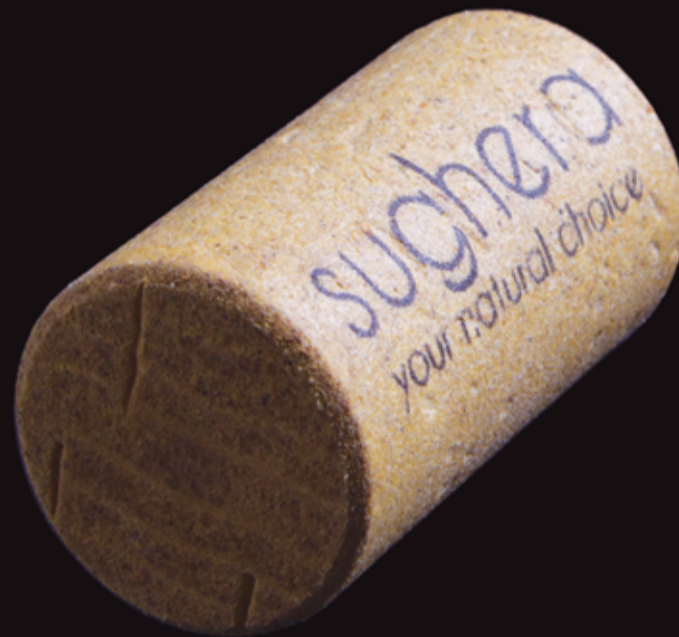
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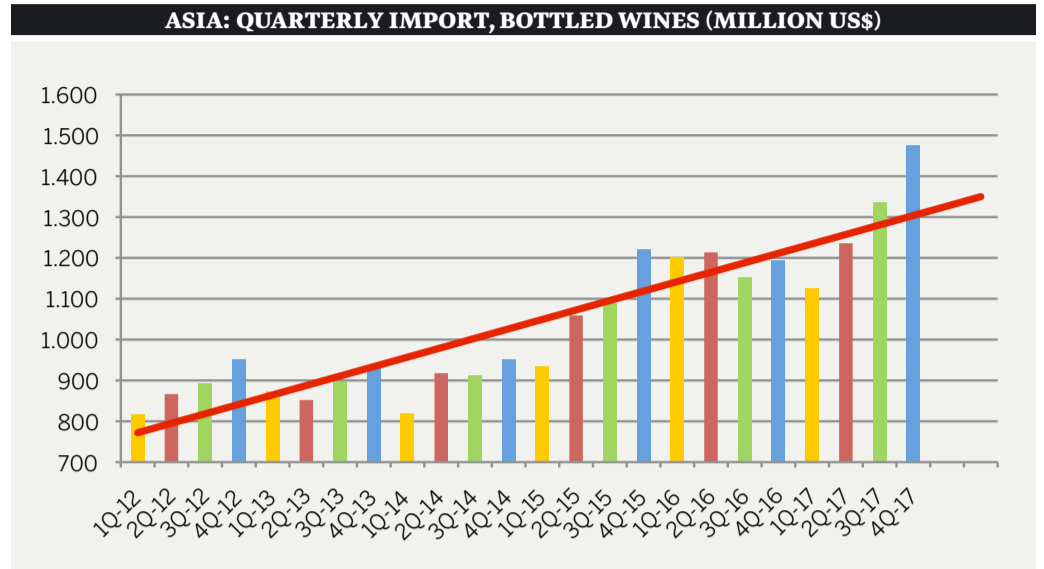
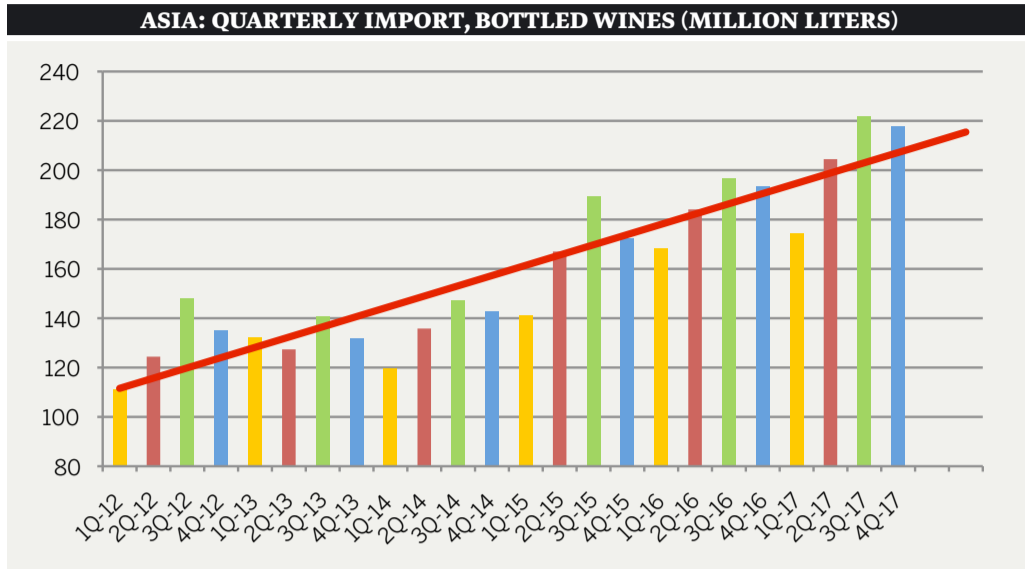


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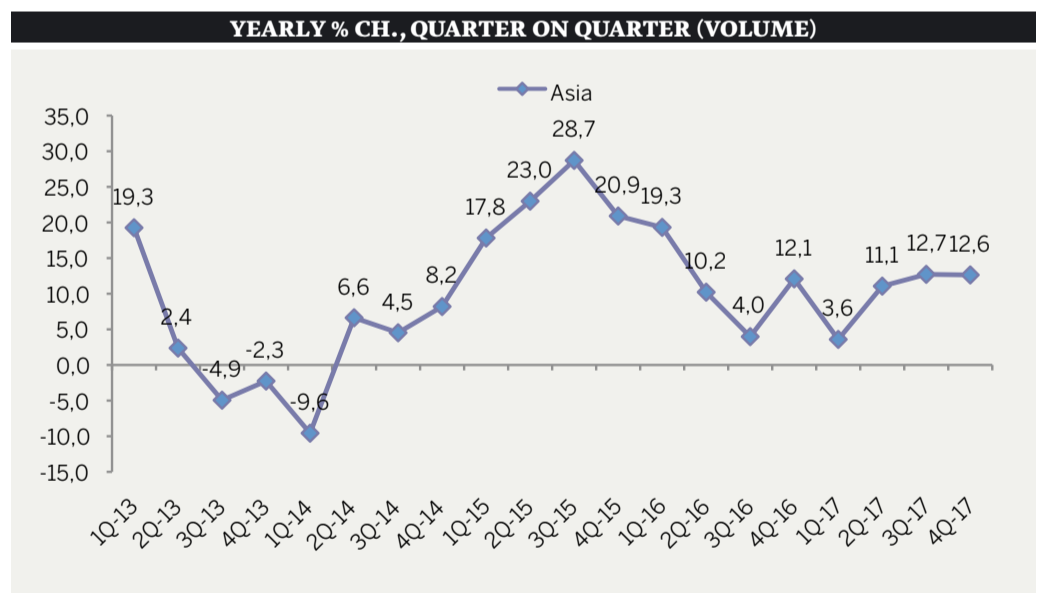
Asia: sum of China, Hong Kong, Japan and South Korea

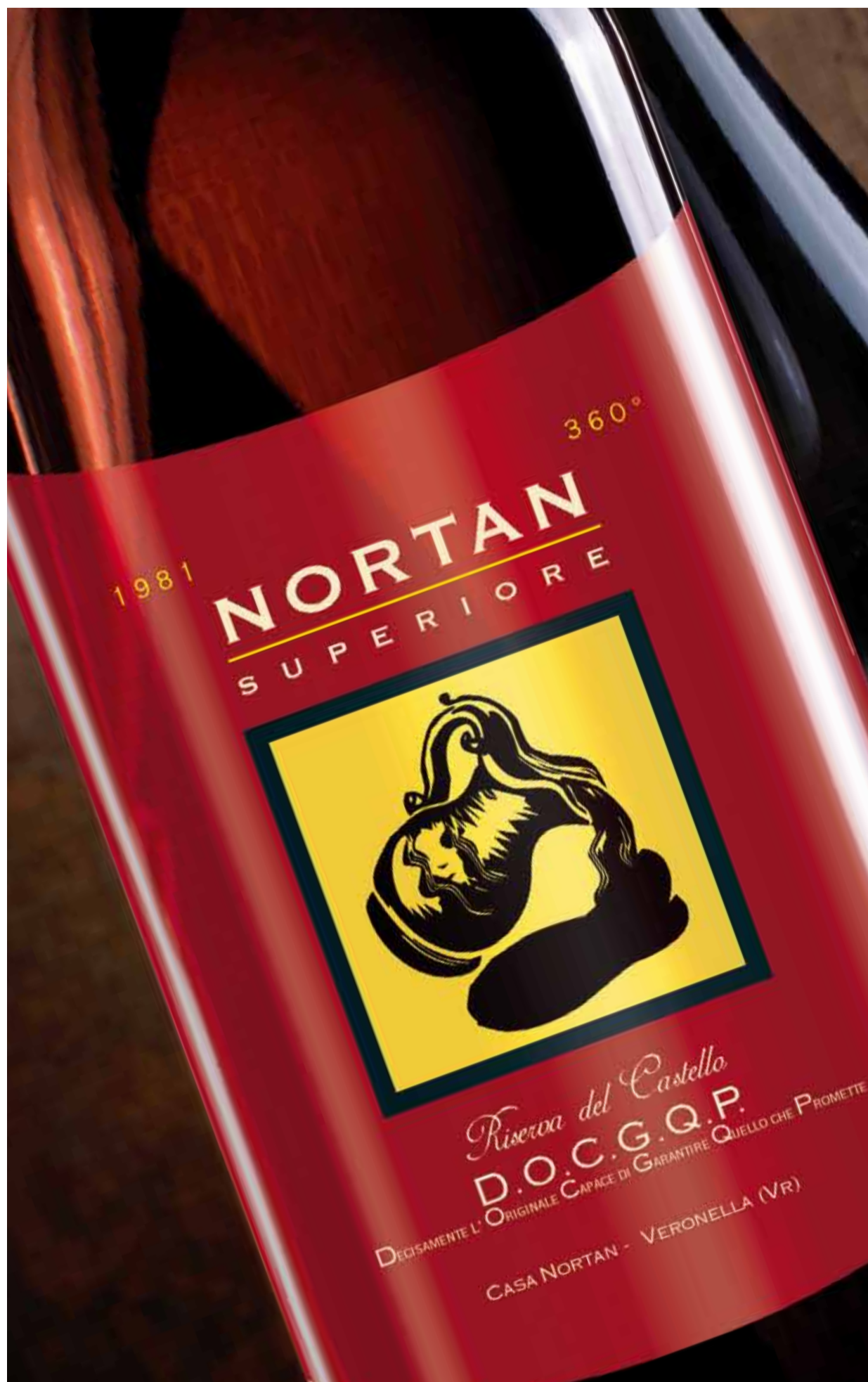
# Asia

The Asian continent (the aggregate including China, Hong Kong, Japan and South Korea) had another record-breaking quarter, confirming its exceeding of 2 million hectolitres achieved in June and September (+13%). Moreover, for the first time, it went above the purchase threshold of 1.4 billion US dollar (+24%), after breaking the record of 1.3 in September. To sum up, record after record, in 2017 the continent exceeded the total value of 5 billion US dollar, corresponding to a rise of 9% versus 2016 and of 8% if measured as CAGR since 2012.

Jumped above 5 million hectolitres (+15%), accounting for an amount of 2.6 billion US dollar (+16%), China is the driver of the general growth in the continent, where all competitors are able to expand without harming one another: the French, the only ones above one billion US dollar (+9%), the Australians (+26%), the Italians, with a 22% general growth, approaching the Spanish, the only big players to register an increase below market average (+6%). In September it was almost sure that Italians would overtake the Spanish, but at this point their overtaking is postponed to this year. In Japan, the progressive weakening of the Yen against the Euro and the US Dollar (5%), occurred since the second half of the past year, with overall outcome in value of +29% and +15% in the quarters ending in September and in December respectively, reduced the increases of French and Italian wines to the half, but the same applies to Chilean and American products. With regard to volumes, the best-selling ones remained the low-priced South American wines (+10%), whereas all other products experienced smaller rises.

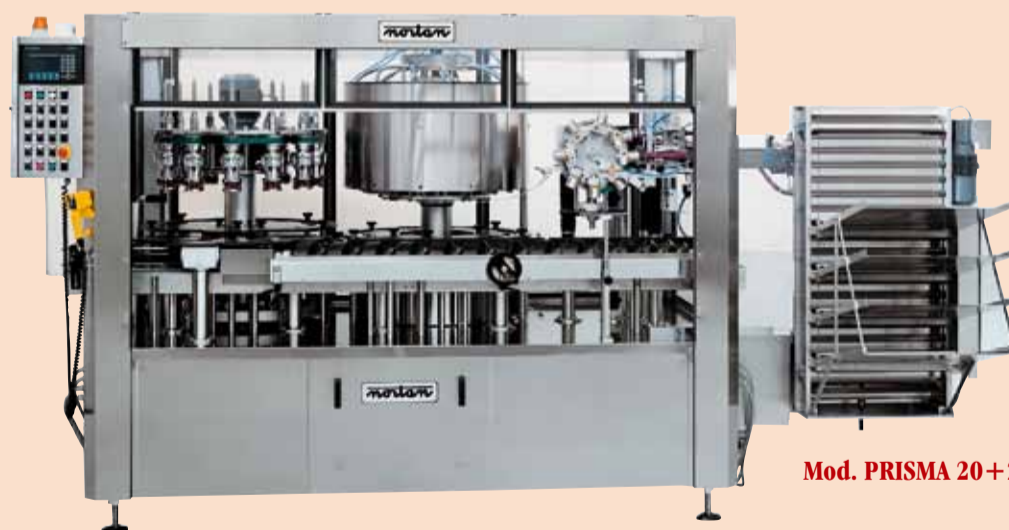
In the South Korean market, which closed with a 6% increase, the leadership blocs are quite defined: the first two positions belong to the French and the Chileans, totalling about 40 million US dollar; the following two in the ranking are the Americans and the Italians (threshold 23), ahead of Spain and Australia, with an amount of 11 million. All the remaining competitors are behind in the ranking. In the Hong Kong market, the attack of the products coming from China has stopped, (-22%, but we should consider that in this period last year their growth pace was +60%), bringing the overall total to -1%. A positive trend is registered with regard to the deliveries from France (including the re-exports from London, attaining a 17% increase in volumes), as well as from Italy that remains in sixth position, however showing a strong growth of 16%. The mega-platform of the continental trade is experiencing a break. This may be observed from the trend of total trade that has been stationary at threshold of 600,000 hectolitres for the last three years.





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IMPORT 2017

JANUARY-DECEMBER / asia

BOTTLED	Liters		\$		\$/liter	
	2017	% change	2017	% change	2017	% change
France	217.859.557	14,0	1.050.783.353	8,8	4,82	-4,6
Australia	105.777.343	33,2	682.405.373	25,8	6,45	-5,6
Chile	74.374.462	23,7	266.972.216	27,5	3,59	3,1
Spain	67.932.288	-5,7	149.910.972	5,5	2,21	11,9
Italy	29.453.073	14,2	139.140.069	21,8	4,72	6,6
USA	9.633.708	-1,1	75.590.413	44,1	7,85	45,6
New Zealand	2.735.506	27,9	29.201.613	39,9	10,68	9,4
South Africa	8.120.109	-15,5	24.449.255	-29,7	3,01	-16,8
Portugal	7.715.933	13,5	22.190.182	16,9	2,88	3,1
Argentina	5.054.256	-9,6	22.087.221	-4,5	4,37	5,6
Germany	4.093.426	7,4	19.336.572	17,7	4,72	9,6
Others	19.400.869	23,8	19.336.572	-64,6	1,00	-71,4
<b>Total</b>	<b>552.150.530</b>	<b>14,6</b>	<b>2.554.672.316</b>	<b>16,4</b>	<b>4,63</b>	<b>1,6</b>

BULK	Liters		\$		\$/liter	
	2017	% change	2017	% change	2017	% change
Chile	56.061.757	-34,7	60.118.393	4,7	1,07	60,3
Australia	37.446.624	51,1	41.562.069	63,6	1,11	8,3
Spain	63.347.733	237,7	36.709.450	242,9	0,58	1,6
France	11.296.197	251,8	11.058.266	74,9	0,98	-50,3
South Africa	7.959.770	28,3	4.627.775	41,9	0,58	10,6
USA	1.091.545	-69,0	2.062.497	-70,3	1,89	-4,1
Italy	1.360.871	153,2	1.163.314	-32,0	0,85	-73,1
Others	2.008.783	105,5	1.587.789	50,4	0,79	-26,8
<b>Total</b>	<b>180.573.280</b>	<b>25,5</b>	<b>158.889.553</b>	<b>40,8</b>	<b>0,88</b>	<b>12,2</b>

SPARKLING	Liters		\$		\$/liter	
	2017	% change	2017	% change	2017	% change
France	2.161.696	26,6	40.375.719	57,4	18,68	24,3
Italy	6.194.411	2,1	20.412.197	20,5	3,30	18,0
Spain	2.839.561	-2,0	6.618.709	5,5	2,33	7,6
Australia	768.571	12,8	3.367.640	4,4	4,38	-7,5
Germany	467.400	6,4	1.422.255	10,4	3,04	3,8
Chile	151.657	9,0	1.148.905	0,5	7,58	-7,8
South Africa	79.813	-20,4	253.621	-19,0	3,18	1,8
USA	40.978	-44,5	236.539	-28,7	5,77	28,5
New Zealand	21.425	43,1	185.511	52,3	8,66	6,5
Argentina	23.087	-66,5	158.526	-52,7	6,87	40,9
Others	356.482	3,4	1.087.049	-15,6	3,05	-18,3
<b>Total</b>	<b>13.105.081</b>	<b>4,6</b>	<b>75.266.671</b>	<b>33,0</b>	<b>5,74</b>	<b>27,2</b>

2-10 LITERS	Liters		\$		\$/liter	
	2017	% change	2017	% change	2017	% change
USA	1.937.575		3.893.105		2,01	
France	197.544		1.488.424		7,53	
Italy	388.622		1.037.086		2,67	
Spain	227.442		577.671		2,54	
Chile	150.956		508.996		3,37	
Australia	151.595		382.452		2,52	
Portugal	260.182		324.799		1,25	
South Africa	181.745		207.789		1,14	
Others	117.029		313.268		2,68	
<b>Total</b>	<b>3.612.690</b>		<b>8.733.590</b>		<b>2,42</b>	

China



BOTTLED	Liters		Thousand \$		\$/liter	
	2017	% change	2017	% change	2017	% change
France	3.800.133	-1,7	41.812	2,9	11,00	4,7
Chile	8.664.447	-2,2	39.201	-2,7	4,52	-0,5
USA	2.633.546	3,4	23.488	14,1	8,92	10,3
Italy	3.463.882	4,3	22.858	11,2	6,60	6,6
Spain	4.154.666	4,6	11.855	9,7	2,85	4,8
Australia	2.195.875	19,7	11.210	20,8	5,11	0,9
Argentina	905.545	6,8	4.654	7,1	5,14	0,3
New Zealand	280.584	20,7	2.592	22,7	9,24	1,6
Germany	434.754	6,8	2.289	20,0	5,27	12,4
Portugal	136.521	71,2	918	52,5	6,72	-10,9
South Africa	321.448	-8,2	915	-10,2	2,85	-2,2
Others	171.653	-0,5	1.810	15,4	10,54	15,9
<b>Total</b>	<b>27.163.054</b>	<b>2,6</b>	<b>163.602</b>	<b>6,4</b>	<b>6,02</b>	<b>3,8</b>

SPARKLING	Liters		Thousand \$		\$/liter	
	2017	% change	2017	% change	2017	% change
France	841.861	30,7	25.937	31,3	30,81	0,5
Italy	1.403.743	7,6	6.568	9,0	4,68	1,3
Spain	690.876	35,7	2.531	43,6	3,66	5,8
South Africa	983.167	-10,8	2.234	-8,9	2,27	2,1
Germany	234.063	127,6	933	165,1	3,99	16,4
Chile	92.861	35,8	518	54,6	5,58	13,9
Australia	77.318	-43,7	488	-10,6	6,31	58,6
USA	101.426	-8,2	453	-7,6	4,47	0,7
Others	46.019	41,1	308	1,7	6,69	-28,0
<b>Total</b>	<b>4.471.334</b>	<b>11,5</b>	<b>39.970</b>	<b>24,8</b>	<b>8,94</b>	<b>12,0</b>

South Korea





## IMPORT 2017

## JANUARY-DECEMBER / asia

BOTTLED	Liters		Thousand HKD		HKD/liter	
	2017	% change	2017	% change	2017	% change
France	13.059.899	1,1	3.294.448	13,1	252,26	11,9
China	7.515.027	-25,2	3.257.570	-21,9	433,47	4,4
UK	1.765.912	16,7	1.510.822	-6,3	855,55	-19,7
USA	8.353.370	-10,8	814.736	21,1	97,53	35,9
Australia	10.107.634	3,1	813.859	16,7	80,52	13,2
Italy	2.556.064	10,7	207.766	15,5	81,28	4,3
Switzerland	59.526	15,2	181.925	23,5	3.056,23	7,3
Singapore	967.945	28,9	178.961	5,9	184,89	-17,9
Chile	5.191.025	1,6	165.176	6,6	31,82	5,0
Germany	835.015	4,6	163.776	39,3	196,14	33,2
Spain	3.353.622	-8,2	120.733	15,0	36,00	25,4
New Zealand	1.126.814	10,6	82.645	8,7	73,34	-1,7
South Africa	690.288	-16,1	29.819	-24,9	43,20	-10,5
Portugal	171.705	-30,4	13.044	-13,4	75,97	24,4
Argentina	230.693	-27,1	10.053	-24,7	43,58	3,2
Others	2.610.155	31,7	639.841	32,4	245,14	0,5
<b>Total</b>	<b>58.594.694</b>	<b>-3,5</b>	<b>11.485.174</b>	<b>-0,7</b>	<b>196,01</b>	<b>2,9</b>

SPARKLING	Liters		Thousand HKD		HKD/liter	
	2017	% change	2017	% change	2017	% change
Singapore	650.061	3,8	237.225	-8,0	364,93	-11,3
France	577.405	-14,9	128.382	13,4	222,34	33,2
Italy	366.211	12,9	18.565	24,7	50,69	10,4
UK	64.611	-2,5	16.008	-3,3	247,76	-0,8
USA	41.812	9,2	12.602	35,7	301,40	24,3
Australia	77.897	14,7	9.801	68,1	125,82	46,5
Spain	82.161	9,6	4.233	19,9	51,52	9,4
Germany	150.991	221,2	3.741	-12,0	24,78	-72,6
Others	247.046	-12,2	34.287	-29,1	138,79	-19,2
<b>Total</b>	<b>2.258.195</b>	<b>2,4</b>	<b>464.844</b>	<b>-1,9</b>	<b>205,85</b>	<b>-4,2</b>

Hong Kong



BOTTLED	Liters		Thousand Yen		Yen/liter	
	2017	% change	2017	% change	2017	% change
France	45.543.221	-0,4	46.328.109	8,6	1.017,23	9,1
Chile	55.522.332	9,9	17.845.982	12,9	321,42	2,7
Italy	33.666.750	4,6	17.176.686	10,1	510,20	5,2
USA	6.876.319	4,6	11.631.356	11,3	1.691,51	6,4
Spain	20.010.836	2,0	6.209.262	9,6	310,29	7,5
Australia	7.144.481	3,2	3.285.336	7,0	459,84	3,7
Germany	2.594.058	-2,7	1.550.693	12,0	597,79	15,1
New Zealand	1.200.696	1,2	1.288.710	2,3	1.073,30	1,1
Argentina	2.080.811	-25,1	1.138.810	-14,5	547,29	14,3
South Africa	2.277.085	16,7	1.133.474	23,3	497,77	5,7
Portugal	1.499.771	-6,2	769.937	-6,4	513,37	-0,1
Others	1.651.872	17,7	1.353.996	23,8	819,67	5,1
<b>Total</b>	<b>180.068.232</b>	<b>4,0</b>	<b>109.712.351</b>	<b>9,6</b>	<b>609,28</b>	<b>5,4</b>

SPARKLING	Liters		Thousand Yen		Yen/liter	
	2017	% change	2017	% change	2017	% change
France	13.730.293	9,5	49.017.273	17,5	3.570,01	7,3
Spain	9.124.360	-4,2	4.229.863	-0,8	463,58	3,6
Italy	6.770.131	0,2	4.050.169	6,3	598,24	6,1
Chile	2.959.649	-16,0	1.374.660	-5,8	464,47	12,2
Australia	2.155.595	25,5	1.059.171	20,2	491,36	-4,2
USA	182.788	-39,4	241.663	-7,9	1.322,09	52,0
Others	1.448.178	24,1	909.247	28,9	627,86	3,9
<b>Total</b>	<b>36.370.994</b>	<b>2,4</b>	<b>60.882.046</b>	<b>14,7</b>	<b>1.673,92</b>	<b>12,0</b>

2-10 LITERS	Liters		Thousand Yen		Yen/liter	
	2017	% change	2017	% change	2017	% change
Chile	3.600.051		759.846		211,07	
France	2.736.957		721.372		263,57	
Spain	4.143.498		568.842		137,29	
Australia	1.107.842		262.593		237,03	
Italy	1.195.810		241.771		202,18	
South africa	498.192		110.818		222,44	
Others	475.533		101.654		213,77	
<b>Total</b>	<b>13.757.883</b>		<b>2.766.896</b>		<b>201,11</b>	

Japan



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## EXPORT 2017

## JANUARY-DECEMBER/ europe

REGION / TYPE	Liters		Euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
Champagne	112.275.771	4,3	2.815.118.982	7,5	25,07	3,1
Other sparkling	71.422.780	11,8	303.110.736	13,0	4,24	1,1
<b>Sparkling total</b>	<b>183.698.551</b>	<b>7,1</b>	<b>3.118.229.718</b>	<b>8,0</b>	<b>16,97</b>	<b>0,9</b>
Slightly sparkling	791.916	-12,6	5.029.111	5,5	6,35	20,8
Bordeaux	209.524.811	8,0	1.990.122.834	14,3	9,50	5,8
Bourgogne	55.065.955	0,6	860.531.630	11,8	15,63	11,1
Alsace	17.190.396	1,5	96.940.149	3,9	5,64	2,4
Val de Loire	33.828.809	-4,6	216.946.961	2,2	6,41	7,2
Beaujolais	21.527.550	3,0	106.888.180	6,6	4,97	3,5
Côtes du Rhône	71.034.774	9,8	398.268.126	9,9	5,61	0,1
Languedoc-Roussillon	42.413.872	6,7	179.892.178	15,0	4,24	7,8
Igp-Vin de Pays	297.128.656	6,5	760.438.527	6,2	2,56	-0,3
Varietals	73.778.973	8,1	176.631.982	10,3	2,39	2,0
Common wines	144.073.877	12,2	235.620.937	10,9	1,64	-1,1
Others	129.916.582	13,7	644.443.523	21,2	4,96	6,5
<b>Bottled total</b>	<b>1.096.276.171</b>	<b>7,8</b>	<b>5.671.754.138</b>	<b>12,1</b>	<b>5,17</b>	<b>4,0</b>
2-10 liters	41.677.931		89.793.616		2,15	
Bulk	176.407.634	-16,4	197.366.517	-30,3	1,12	-16,7
<b>Total export</b>	<b>1.498.060.287</b>	<b>7,0</b>	<b>9.077.143.989</b>	<b>10,3</b>	<b>6,06</b>	<b>3,0</b>

CHAMPAGNE	Liters		Euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
USA	17.430.846	5,3	529.569.339	5,9	30,38	0,6
UK	21.294.427	-9,3	425.735.254	-5,0	19,99	4,8
Singapore	10.592.511	18,0	292.809.975	23,9	27,64	5,0
Germany	9.263.500	0,8	196.217.207	3,5	21,18	2,7
Italy	5.215.249	10,8	146.250.007	8,7	28,04	-1,9
Japan	4.544.109	11,3	143.435.527	19,6	31,57	7,4
Belgium	6.495.239	6,1	139.236.411	6,1	21,44	0,0
Switzerland	4.198.176	-2,3	101.849.230	3,9	24,26	6,3
Spain	3.147.826	3,4	84.532.614	9,7	26,85	6,1
Australia	4.432.203	30,8	77.026.845	19,5	17,38	-8,6
Canada	1.648.339	2,5	53.689.627	6,1	32,57	3,5
Sweden	2.485.108	16,4	51.747.746	9,9	20,82	-5,5
Netherlands	1.942.170	-5,0	47.229.318	-4,4	24,32	0,6
United A.E.	1.485.716	3,8	47.212.351	3,9	31,78	0,1
Austria	1.187.514	6,9	30.263.271	8,8	25,48	1,7
Denmark	1.067.317	10,4	27.184.325	9,2	25,47	-1,0
China	927.454	52,9	25.114.131	82,2	27,08	19,1
Mexico	1.196.338	4,7	25.063.874	7,4	20,95	2,6
South Korea	888.632	25,1	22.783.860	26,5	25,64	1,1

BORDEAUX	Liters		Euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
China	63.006.669	14,4	395.945.538	23,5	6,28	7,9
Hong Kong	7.956.565	5,8	315.564.058	4,5	39,66	-1,2
USA	19.845.827	6,7	229.483.359	18,3	11,56	10,9
UK	17.693.723	7,6	189.372.837	29,2	10,70	20,1
Japan	15.069.966	6,7	112.739.803	6,0	7,48	-0,7
Belgium	17.611.963	8,2	107.669.293	14,9	6,11	6,2
Switzerland	4.340.426	13,9	100.531.299	35,3	23,16	18,8
Germany	13.798.176	-1,1	96.749.086	10,9	7,01	12,1
Canada	6.327.185	9,9	54.700.058	11,4	8,65	1,4
Singapore	2.264.592	-9,2	32.506.289	-0,3	14,35	9,8
Netherlands	4.406.834	-22,1	30.914.842	-19,1	7,02	3,9

BOURGOGNE	Liters		Euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
USA	11.258.593	0,5	197.088.546	10,2	17,51	9,7
UK	10.788.987	-6,9	141.395.705	12,5	13,11	20,8
Japan	5.371.060	-4,8	100.867.035	5,3	18,78	10,5
Hong Kong	783.532	-4,9	49.104.375	16,9	62,67	23,0
Canada	4.615.370	6,0	47.499.034	8,4	10,29	2,3
Switzerland	1.161.942	4,6	36.972.283	7,6	31,82	2,9
Belgium	4.029.383	25,1	35.250.654	24,9	8,75	-0,2
Germany	2.006.754	-5,0	25.526.332	10,0	12,72	15,8
China	1.344.381	18,5	21.296.625	5,6	15,84	-10,9
Netherlands	2.147.937	-17,5	20.545.574	-2,9	9,57	17,7
Sweden	2.529.242	2,7	20.075.212	9,9	7,94	7,1

BOTTLED WINES	Million liters		Million euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
USA	125,9	13,9	966,1	18,3	7,67	3,9
UK	157,0	5,0	682,1	13,8	4,34	8,4
China	205,7	18,1	719,6	22,2	3,50	3,5
Hong Kong	14,1	0,8	409,2	6,4	29,10	5,6
Germany	114,0	6,0	381,2	4,4	3,35	-1,5
Japan	46,5	-1,8	341,0	4,2	7,34	6,1
Belgium	93,5	5,0	343,2	8,4	3,67	3,3
Canada	49,0	3,6	286,5	7,3	5,84	3,6
Netherlands	96,3	0,6	255,0	-4,4	2,65	-4,9
Switzerland	18,9	10,8	221,5	19,2	11,73	7,6
Sweden	20,6	16,4	87,9	12,0	4,27	-3,8
Denmark	13,8	2,8	71,0	11,0	5,13	8,0
Singapore	4,8	-5,6	56,7	3,5	11,74	9,6
South Korea	4,3	1,4	41,3	3,0	9,64	1,6
Ireland	11,7	6,6	43,5	9,1	3,73	2,3
Norway	3,4	-25,8	23,9	-17,4	7,04	11,5
Poland	14,2	45,9	32,8	50,3	2,32	3,0
Italy	3,5	2,8	22,5	5,9	6,47	3,1
Czech R.	6,9	0,3	20,4	5,4	2,96	5,1
Brazil	6,7	74,6	25,1	63,0	3,72	-6,6
Russia	1,7	29,9	13,7	19,2	7,89	-8,2
Others	83,8	0,0	627,6	14,6	7,49	14,6
<b>Total</b>	<b>1.096,3</b>	<b>7,8</b>	<b>5.671,8</b>	<b>12,1</b>	<b>5,17</b>	<b>4,0</b>

## EXPORT 2017

## JANUARY-DECEMBER / europe

BOTTLED	Liters		Euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
UK	108.273.758	-4,3	256.557.304	-2,7	2,37	1,7
Germany	107.406.143	-3,1	222.460.958	-1,8	2,07	1,3
USA	47.247.389	1,0	221.722.029	1,0	4,69	0,0
China	77.108.635	8,4	144.336.775	15,2	1,87	6,3
Switzerland	16.230.926	-4,4	105.050.686	2,7	6,47	7,4
Netherlands	43.990.269	-6,5	97.373.112	-3,5	2,21	3,2
Canada	17.148.653	11,1	78.374.038	11,5	4,57	0,4
France	63.520.244	19,2	68.265.824	8,6	1,07	-8,9
Mexico	16.060.098	-1,6	54.367.148	-1,3	3,39	0,3
Japan	20.891.003	-1,7	43.297.525	3,3	2,07	5,1
Portugal	68.252.715	-4,9	35.743.154	16,8	0,52	22,8
Belgium	11.759.385	-3,3	34.499.966	-0,8	2,93	2,5
Sweden	10.045.728	-26,1	31.207.442	-4,0	3,11	30,0
Denmark	10.917.663	-13,8	27.773.150	-7,8	2,54	6,9
Ireland	7.321.654	-13,1	20.463.265	-7,0	2,79	7,0
Poland	9.831.736	7,3	18.847.964	8,8	1,92	1,4
Brazil	6.995.406	72,6	17.878.953	61,2	2,56	-6,6
Others	190.693.048	20,7	316.676.238	16,6	1,66	-3,4
<b>Total</b>	<b>833.694.456</b>	<b>4,0</b>	<b>1.794.895.533</b>	<b>4,5</b>	<b>2,15</b>	<b>0,5</b>

SPARKLING	Liters		Euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
Germany	37.639.004	21,5	73.550.356	16,7	1,95	-3,9
USA	19.624.089	2,2	69.725.232	0,7	3,55	-1,5
Belgium	22.143.298	1,4	63.135.289	1,5	2,85	0,1
UK	18.838.585	-8,2	45.389.631	1,0	2,41	10,0
Japan	9.890.645	-9,9	32.082.486	-9,2	3,24	0,8
France	20.591.295	-10,3	31.792.090	1,8	1,54	13,5
Sweden	4.809.704	26,9	16.169.562	31,7	3,36	3,8
Netherlands	3.781.303	24,3	13.567.129	30,8	3,59	5,3
Canada	2.305.434	17,1	10.627.669	20,5	4,61	3,0
Finland	2.808.107	7,6	10.439.659	17,3	3,72	9,0
Switzerland	2.382.169	6,5	9.535.181	3,6	4,00	-2,7
Norway	1.361.320	-0,3	4.866.181	-1,6	3,57	-1,3
Denmark	1.434.122	-0,7	4.818.483	6,4	3,36	7,2
Brazil	1.486.216	56,6	4.616.970	38,3	3,11	-11,7
Others	19.154.050	-21,5	68.412.163	11,9	3,57	42,5
<b>Total</b>	<b>168.249.340</b>	<b>0,0</b>	<b>458.728.081</b>	<b>6,8</b>	<b>2,73</b>	<b>6,8</b>

BULK	Liters		Euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
France	452.124.539	-9,9	188.952.882	8,3	0,42	20,2
Germany	231.800.739	3,2	89.803.451	20,5	0,39	16,8
Italy	112.972.825	38,7	47.424.561	49,7	0,42	7,9
Portugal	99.846.662	12,7	45.663.497	27,0	0,46	12,7
China	66.714.087	182,3	31.347.742	136,7	0,47	-16,2
Russia	65.061.245	-34,9	28.538.823	-22,2	0,44	19,6
Canada	17.898.472	68,5	8.857.975	80,8	0,49	7,3
USA	10.471.540	129,3	8.319.517	69,6	0,79	-26,1
Denmark	11.816.073	2,1	7.110.072	-14,2	0,60	-15,9
UK	9.828.988	-13,1	6.974.105	1,5	0,71	16,8
Belgium	12.668.824	-16,5	6.602.329	5,7	0,52	26,5
Switzerland	8.098.535	-18,1	5.139.643	-10,5	0,63	9,3
Netherlands	6.788.091	-20,5	4.062.078	-39,6	0,60	-24,0
Mexico	7.144.267	89,2	4.013.776	100,0	0,56	5,7
Sweden	3.542.645	-21,6	3.921.625	-44,8	1,11	-29,6
Czech R.	6.173.011	-70,0	3.865.632	-55,2	0,63	49,1
Finland	2.940.104	-24,9	2.261.784	-41,1	0,77	-21,6
Others	113.474.648	-15,5	63.810.964	-2,6	0,56	15,3
<b>Total</b>	<b>1.239.365.293</b>	<b>-1,6</b>	<b>556.670.456</b>	<b>11,9</b>	<b>0,45</b>	<b>13,7</b>

2-10 LITERS	Liters		Euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
Sweden	3.788.650		7.041.081		1,86	
UK	5.142.717		4.461.444		0,87	
Denmark	3.130.315		4.012.021		1,28	
Germany	3.005.903		3.130.033		1,04	
Norway	1.663.208		2.606.748		1,57	
Finland	991.273		1.682.683		1,70	
Netherlands	817.527		1.655.715		2,03	
Japan	1.593.940		1.549.798		0,97	
Others	9.041.473		10.796.030		1,19	
<b>Total</b>	<b>29.175.006</b>		<b>36.935.553</b>		<b>1,27</b>	

Spain



BOTTLED (Porto included)	Million liters		Million euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
France	32,0	-0,9	102,5	-2,2	3,20	-1,3
UK	21,0	5,8	77,4	4,5	3,68	-1,2
USA	18,5	7,9	76,4	5,2	4,14	-2,5
Netherlands	13,1	-8,6	46,2	-8,9	3,54	-0,3
Belgium	13,5	-0,8	45,7	0,8	3,39	1,6
Canada	10,6	6,7	43,3	8,7	4,08	1,9
Brazil	16,1	45,8	42,6	52,1	2,64	4,3
Germany	14,6	1,8	40,9	1,8	2,80	0,0
Angola	13,7	48,7	34,0	40,6	2,48	-5,5
Switzerland	6,8	-0,1	25,9	0,3	3,82	0,4
China	8,1	19,4	20,9	23,9	2,59	3,7
Poland	9,4	0,3	20,3	6,5	2,15	6,2
Denmark	3,2	-10,6	17,4	-3,3	5,40	8,2
Sweden	4,4	-7,8	11,5	-6,7	2,63	1,3
Others	47,2	5,6	123,1	6,3	2,60	0,6
<b>Total</b>	<b>227,9</b>	<b>6,9</b>	<b>716,5</b>	<b>6,1</b>	<b>3,14</b>	<b>-0,8</b>
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
<b>Total</b>	<b>164,9</b>	<b>8,0</b>	<b>496,1</b>	<b>8,2</b>	<b>3,01</b>	<b>0,2</b>

PORTO	Million liters		Million euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
France	20,5	-3,0	77,4	-2,6	3,77	0,4
UK	9,2	5,0	48,7	3,4	5,28	-1,5
Netherlands	10,0	-10,9	38,6	-10,4	3,86	0,6
Belgium	8,1	3,0	31,6	2,8	3,89	-0,2
USA	3,4	-1,3	31,4	-1,9	9,10	-0,6
Denmark	1,6	-5,0	12,8	-0,5	8,07	4,7
Canada	1,3	-5,6	12,1	-0,2	9,46	5,7
Germany	2,5	-6,1	11,8	-0,1	4,73	6,5
Switzerland	0,6	4,5	4,0	-0,5	6,33	-4,8
Brazil	0,7	14,8	3,0	23,0	4,55	7,2
Poland	0,7	-4,3	2,4	2,0	3,67	6,7
Others	5,8	2,5	38,4	4,4	6,59	1,9
<b>Total</b>	<b>64,5</b>	<b>-2,0</b>	<b>312,2</b>	<b>-0,8</b>	<b>4,84</b>	<b>1,2</b>

BULK	Liters		Euro		Euro/liter	
	2017	% change	2017	% change	2017	% change
Spain	15,9	-14,5	7,2	26,9	0,45	48,5
Angola	9,8	32,7	6,7	21,0	0,69	-8,8
Germany	10,1	41,4	4,6	16,3	0,45	-17,8
France	1,8	-69,4	2,4	-56,0	1,31	43,7
Others	7,4	-69,0	6,0	-73,9	0,81	-15,8
<b>Total</b>	<b>45,1</b>	<b>-23,6</b>	<b>26,8</b>	<b>-38,4</b>	<b>0,60</b>	<b>-13,7</b>

Portugal



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BOTTLED	Thousand liters		Thousand \$		\$/liter	
	2017	% change	2017	% change	2017	% change
Canada	53.422	-0,7	383.113	4,6	7,17	5,3
Hong Kong	8.478	-5,3	111.988	34,5	13,21	42,1
UK	17.879	-64,0	95.311	-63,9	5,33	0,3
Germany	17.780	43,3	87.867	5,1	4,94	-26,6
China	10.567	3,9	67.566	2,6	6,39	-1,2
Japan	6.325	9,9	66.186	10,5	10,46	0,6
France	1.481	3,6	65.042	18,7	43,93	14,5
Denmark	3.323	-0,7	26.304	11,0	7,92	11,7
Sweden	3.332	-5,9	23.265	10,9	6,98	17,9
Netherlands	2.809	-8,0	21.722	17,3	7,73	27,5
Belgium-Lux	3.055	4,9	21.400	-5,0	7,00	-9,4
South Korea	2.963	16,0	20.345	9,8	6,87	-5,3
Mexico	3.302	2,9	13.951	-2,2	4,22	-5,0
Philippines	3.778	10,8	11.266	2,9	2,98	-7,2
Singapore	1.436	1,5	10.956	1,6	7,63	0,1
Taiwan	1.218	-17,6	9.825	3,1	8,07	25,2
Switzerland	944	-58,2	8.706	-51,9	9,22	15,1
Poland	1.403	-72,5	5.931	-78,6	4,23	-22,3
Others	18.852	3,5	116.230	6,3	6,17	2,7
<b>Total</b>	<b>162.347</b>	<b>-15,8</b>	<b>1.166.974</b>	<b>-9,0</b>	<b>7,19</b>	<b>8,0</b>

BULK	Thousand liters		Thousand \$		\$/liter	
	2017	% change	2017	% change	2017	% change
UK	92.110	34,5	118.191	81,6	1,28	35,0
Belgium-Lux	14.786	11,2	18.536	12,7	1,25	1,4
Japan	14.484	-14,5	17.571	-22,7	1,21	-9,5
Canada	8.783	-37,3	9.885	-46,6	1,13	-14,8
Italy	5.718	-83,7	6.428	-80,2	1,12	21,3
France	4.948	99,9	4.781	75,1	0,97	-12,4
Germany	2.884	-9,5	3.622	-6,2	1,26	3,6
Denmark	2.550	10,4	3.454	18,0	1,35	6,9
China	519	-82,7	2.123	-74,2	4,09	49,1
Hong Kong	185	-81,1	1.325	-76,4	7,15	24,5
Others	9.439	-46,0	17.539	-53,8	1,86	-14,4
<b>Total</b>	<b>156.406</b>	<b>-11,8</b>	<b>203.455</b>	<b>-6,1</b>	<b>1,30</b>	<b>6,5</b>

2-10 LITERS	Thousand liters		Thousand \$		\$/liter	
	2017	% change	2017	% change	2017	% change
Canada	2.758		7.056		2,56	
UK	3.889		3.832		0,99	
China	1.715		3.689		2,15	
Japan	1.275		2.484		1,95	
Others	7.050		11.819		1,68	
<b>Total</b>	<b>16.686</b>		<b>28.880</b>		<b>1,73</b>	

United States



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BOTTLED	Liters		\$		\$/liter	
	2017	% change	2017	% change	2017	% change
USA	53.836.535	-12,9	251.325.831	-7,6	4,67	6,0
UK	24.237.846	11,4	85.542.296	12,3	3,53	0,8
Canada	15.947.781	-5,6	66.845.297	2,0	4,19	8,1
Brazil	15.638.162	6,4	53.581.769	14,0	3,43	7,1
Netherlands	7.830.814	-16,3	28.195.332	-11,6	3,60	5,7
China	4.808.895	-15,2	22.166.721	-4,4	4,61	12,7
Mexico	5.047.438	-29,0	19.751.866	-24,5	3,91	6,3
Switzerland	3.171.143	1,2	15.763.213	4,3	4,97	3,0
Germany	3.065.933	-1,4	13.655.425	3,0	4,45	4,5
Peru	2.482.288	-2,0	11.894.787	12,8	4,79	15,1
Sweden	3.097.078	6,0	11.355.757	13,8	3,67	7,3
Colombia	1.990.857	-8,6	10.006.918	16,3	5,03	27,2
Denmark	2.125.299	-30,4	9.729.800	-22,1	4,58	11,9
Japan	2.155.604	-20,7	9.646.209	-11,0	4,47	12,2
France	2.049.560	17,3	8.297.001	0,3	4,05	-14,5
Belgium	2.362.539	1,2	7.945.940	-3,4	3,36	-4,6
Russia	2.529.033	56,7	7.848.027	63,7	3,10	4,5
Others	24.589.236	-5,3	101.581.777	1,8	4,13	7,5
<b>Total</b>	<b>176.966.041</b>	<b>-6,2</b>	<b>735.133.966</b>	<b>-1,2</b>	<b>4,15</b>	<b>5,3</b>

BULK	Liters		\$		\$/liter	
	2017	% change	2017	% change	2017	% change
UK	10.104.000	-1,6	15.916.243	7,5	1,58	9,3
USA	7.074.450	-47,5	12.838.351	-33,0	1,81	27,7
Germany	2.326.000	19,2	3.376.721	39,2	1,45	16,8
Denmark	2.111.500	-36,3	2.728.844	-29,7	1,29	10,5
Belgium	2.147.515	-16,6	1.696.000	-40,7	0,79	-28,8
Canada	1.836.000	-53,3	1.190.870	-44,7	0,65	18,4
France	823.900	-27,4	1.173.991	-8,1	1,42	26,6
Netherlands	672.000	-60,0	801.430	-55,9	1,19	10,1
Japan	848.000	-42,1	516.249	-49,4	0,61	-12,5
Spain	336.000	-33,3	409.399	13,7	1,22	70,6
Italy	120.000	-37,5	188.968	-38,8	1,57	-2,1
Russia	24.000	-99,7	12.480	-99,4	0,52	139,2
Others	2.864.670	-12,9	4.805.666	43,4	1,68	64,7
<b>Total</b>	<b>31.288.035</b>	<b>-40,6</b>	<b>45.655.212</b>	<b>-17,5</b>	<b>1,46</b>	<b>38,8</b>

Argentina



BOTTLED	Thousand liters		Thousand \$		\$/liter	
	2017	% change	2017	% change	2017	% change
China	74.657	30,7	254.190	30,2	3,40	-0,4
USA	54.813	-5,0	168.398	-8,1	3,07	-3,2
Japan	57.022	10,6	155.943	9,9	2,73	-0,7
Brazil	50.627	16,8	145.670	18,9	2,88	1,8
UK	52.836	-7,8	134.280	-9,2	2,54	-1,6
Netherlands	32.349	-5,1	94.817	-2,1	2,93	3,2
Canada	22.760	3,1	81.364	3,9	3,57	0,8
Ireland	14.734	-2,6	43.901	2,0	2,98	4,8
South Korea	8.863	0,9	37.863	-1,4	4,27	-2,3
Mexico	12.955	-4,8	36.951	0,5	2,85	5,5
Germany	9.135	2,5	33.839	7,6	3,70	5,0
Denmark	8.824	-10,9	31.074	-15,7	3,52	-5,4
France	2.766	22,4	29.555	26,4	10,68	3,3
Russia	11.108	18,0	28.008	21,5	2,52	3,0
Colombia	9.867	-0,2	26.082	-6,6	2,64	-6,4
Belgium	7.184	-3,9	23.586	-6,3	3,28	-2,5
Finland	6.004	3,8	18.640	8,8	3,10	4,8
Paraguay	7.028	2,7	17.966	8,4	2,56	5,5
Sweden	4.875	1,3	15.745	2,3	3,23	1,0
Others	66.617	9,3	226.691	9,5	3,40	0,2
<b>Total</b>	<b>515.025</b>	<b>5,8</b>	<b>1.604.563</b>	<b>6,4</b>	<b>3,12</b>	<b>0,6</b>

BULK	Thousand liters		Thousand \$		\$/liter	
	2017	% change	2017	% change	2017	% change
USA	87.425	-7,9	75.866	22,1	0,87	32,6
China	60.631	-28,7	66.606	21,4	1,10	70,2
Argentina	77.164	877,6	46.890	883,2	0,61	0,6
UK	50.274	-3,0	43.983	2,7	0,87	5,9
Germany	33.644	-3,2	28.388	22,1	0,84	26,1
Japan	25.681	1,1	22.356	4,9	0,87	3,7
Denmark	9.323	-32,6	10.924	-26,4	1,17	9,1
Canada	12.766	-56,2	9.053	-48,8	0,71	16,9
Netherlands	7.422	-8,4	6.925	-1,9	0,93	7,1
France	5.920	-16,4	5.487	3,9	0,93	24,3
Sweden	2.465	-68,9	4.492	-68,0	1,82	2,9
Belgium	2.689	-10,9	3.017	-9,7	1,12	1,4
Finland	1.771	-72,2	1.736	-81,4	0,98	-33,0
Spain	1.719	-45,7	1.452	-26,0	0,84	36,3
Norway	405	-88,3	616	-89,7	1,52	-11,5
Others	14.633	-27,1	12.339	-16,4	0,84	14,7
<b>Total</b>	<b>393.930</b>	<b>-2,0</b>	<b>340.129</b>	<b>12,1</b>	<b>0,86</b>	<b>14,4</b>

2-10 LITERS	Thousand liters		Thousand \$		\$/liter	
	2017	% change	2017	% change	2017	% change
Sweden	4.888		8.665		1,77	
Finland	3.795		6.980		1,84	
Norway	3.449		6.048		1,75	
Japan	2.618		4.907		1,87	
Denmark	1.806		3.919		2,17	
Others	3.068		6.351		2,07	
<b>Total</b>	<b>19.624</b>		<b>36.869</b>		<b>1,88</b>	

Chile







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WINE QUALITY  
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WINE MARKETING  
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## EXPORT 2017

## JANUARY-DECEMBER / oceania

BOTTLED	Liters		AUD		AUD/liter	
	2017	% change	2017	% change	2017	% change
China	109.848.567	50,9	768.480.567	62,2	7,00	7,5
USA	103.373.335	-0,9	387.203.568	-5,7	3,75	-4,9
UK	50.124.489	17,2	184.263.331	6,6	3,68	-9,0
Canada	27.313.220	-5,0	151.237.774	-5,3	5,54	-0,3
Hong Kong	9.669.512	-3,2	141.309.854	8,7	14,61	12,3
Singapore	5.944.128	18,8	73.548.220	9,8	12,37	-7,6
New Zealand	14.373.952	5,6	63.986.620	5,9	4,45	0,3
Malaysia	4.419.836	-8,7	50.980.412	-10,1	11,53	-1,5
Netherlands	12.189.974	57,9	37.001.235	19,0	3,04	-24,7
Japan	7.194.447	3,3	34.705.449	-3,1	4,82	-6,2
United AE	2.823.334	16,2	22.357.412	27,0	7,92	9,3
Germany	5.024.443	17,0	20.276.965	14,0	4,04	-2,6
Sweden	4.130.005	3,0	17.628.562	-3,9	4,27	-6,7
Ireland	4.024.558	0,3	14.408.850	-4,4	3,58	-4,6
Denmark	2.306.238	-15,3	12.635.552	-16,2	5,48	-1,0
Others	28.970.197	26,7	157.693.883	15,0	5,44	-9,2
<b>Total</b>	<b>391.730.235</b>	<b>16,2</b>	<b>2.137.718.254</b>	<b>17,5</b>	<b>5,46</b>	<b>1,1</b>

BULK	Liters		AUD		AUD/liter	
	2017	% change	2017	% change	2017	% change
UK	172.965.552	-10,9	170.402.225	-6,2	0,99	5,2
China	44.357.120	69,9	76.181.451	86,1	1,72	9,5
USA	55.487.771	-7,4	59.785.552	-5,3	1,08	2,3
Netherlands	21.941.475	-16,3	24.238.985	3,8	1,10	24,1
Canada	23.046.625	-26,4	22.479.585	-21,2	0,98	7,1
New Zealand	11.392.221	-24,7	10.998.537	-17,8	0,97	9,2
Belgium	8.441.259	-19,7	9.254.439	-8,8	1,10	13,6
Italy	6.206.662	-51,8	9.102.225	-45,5	1,47	13,0
Denmark	6.212.547	-34,7	6.315.268	-21,9	1,02	19,5
Japan	3.550.230	11,1	4.005.056	0,4	1,13	-9,6
Germany	3.440.258	-73,2	3.294.441	-68,9	0,96	16,2
Others	10.639.394	-30,3	15.560.014	-30,7	1,46	-0,6
<b>Total</b>	<b>367.681.114</b>	<b>-11,8</b>	<b>411.617.778</b>	<b>-2,7</b>	<b>1,12</b>	<b>10,4</b>

2-10 LITERS	Liters		AUD		AUD/liter	
	2017	% change	2017	% change	2017	% change
USA	17.032.258		16.231.457		0,95	
Germany	16.368.965		15.552.236		0,95	
Canada	10.220.568		10.347.562		1,01	
China	1.703.335		5.655.239		3,32	
UK	3.921.115		3.448.542		0,88	
New Zealand	2.517.894		2.597.869		1,03	
Belgium	2.937.454		2.488.561		0,85	
Others	10.785.073		12.314.192		1,14	
<b>Total</b>	<b>65.486.662</b>		<b>68.635.658</b>		<b>1,05</b>	

Australia



BOTTLED	Liters		NZD		NZD/liter	
	2017	% change	2017	% change	2017	% change
USA	46.255.293	4,9	395.618.059	2,7	8,55	-2,1
Australia	37.951.646	5,1	299.584.869	5,2	7,89	0,1
UK	37.394.164	-0,4	250.593.421	-4,9	6,70	-4,6
Canada	11.388.852	5,4	113.527.426	5,5	9,97	0,1
China	3.117.869	56,9	38.660.773	46,4	12,40	-6,7
Netherlands	3.918.826	-21,9	27.051.695	-21,2	6,90	0,9
Ireland	3.555.965	23,5	26.941.106	29,2	7,58	4,6
Singapore	1.272.881	-0,4	17.652.923	-5,1	13,87	-4,7
Hong Kong	1.285.221	8,2	17.263.131	18,5	13,43	9,5
France	928.363	12,2	15.721.992	-2,8	16,94	-13,4
Sweden	1.594.660	-9,6	13.147.174	-7,4	8,24	2,4
Japan	1.044.677	4,4	12.791.215	-1,6	12,24	-5,7
Germany	1.054.834	39,5	7.003.327	6,7	6,64	-23,5
Denmark	726.167	-0,9	6.166.298	-2,7	8,49	-1,8
United Arab Emirates	409.464	-16,5	4.417.276	-20,8	10,79	-5,2
Others	5.699.722	13,8	50.959.512	10,2	8,94	-3,2
<b>Total</b>	<b>157.598.604</b>	<b>4,1</b>	<b>1.297.100.197</b>	<b>2,6</b>	<b>8,23</b>	<b>-1,4</b>

BULK	Liters		NZD		NZD/liter	
	2017	% change	2017	% change	2017	% change
UK	36.685.505	29,6	131.687.881	17,3	3,59	-9,5
USA	24.658.406	12,3	115.111.980	12,9	4,67	0,5
Australia	18.805.808	-3,8	66.572.503	-12,0	3,54	-8,5
Belgium	7.372.582	332,1	26.939.458	277,4	3,65	-12,7
Netherlands	4.207.660	129,9	16.933.918	123,3	4,02	-2,8
Denmark	552.006	53,3	2.268.642	48,9	4,11	-2,9
Germany	558.007	-64,9	2.048.833	-70,8	3,67	-17,0
France	379.154	-49,3	1.685.844	-48,8	4,45	1,1
Canada	455.783	12,6	1.445.059	11,9	3,17	-0,6
Others	534.232	-37,3	2.072.919	-57,2	3,88	-31,7
<b>Total</b>	<b>94.209.143</b>	<b>21,9</b>	<b>366.767.037</b>	<b>13,7</b>	<b>3,89</b>	<b>-6,7</b>

2-10 LITERS	Liters		NZD		NZD/liter	
	2017	% change	2017	% change	2017	% change
USA	1.014.843		3.664.121		3,61	
UK	1.086.713		3.023.939		2,78	
Netherlands	173.729		741.616		4,27	
Australia	59.714		380.455		6,37	
Belgium	41.198		239.086		5,80	
France	72.000		208.884		2,90	
Others	85.913		808.884		9,42	
<b>Total</b>	<b>2.534.110</b>		<b>9.066.985</b>		<b>3,58</b>	

New Zealand



## EXPORT 2017

## JANUARY-DECEMBER / africa

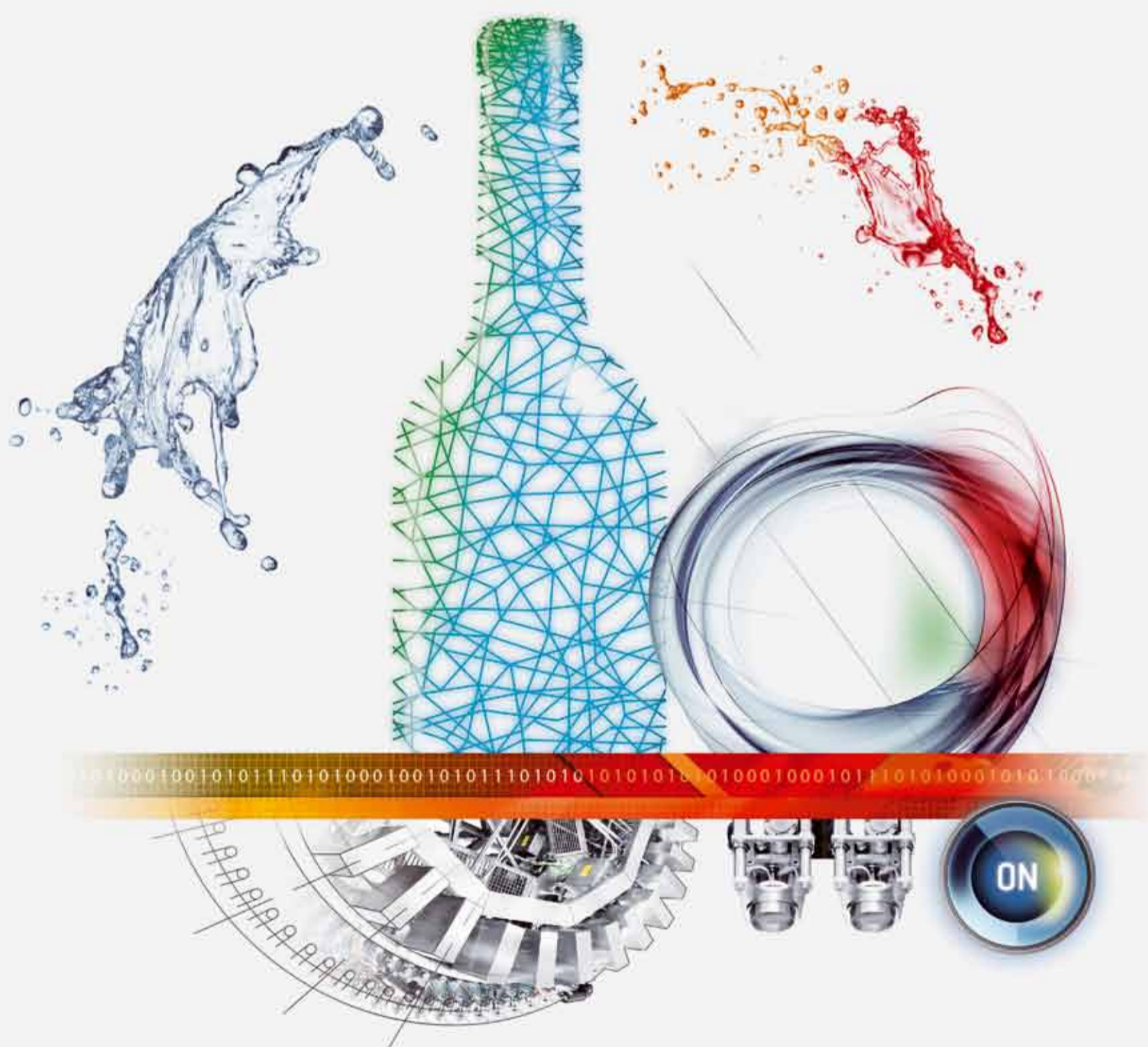
BOTTLED	Liters		Rand		Rand/liter	
	2017	% change	2017	% change	2017	% change
UK	30.946.151	-11,1	1.007.386.007	4,1	32,55	17,1
Netherlands	20.538.584	11,9	702.709.693	1,7	34,21	-9,1
Germany	24.838.907	5,2	700.430.761	-6,8	28,20	-11,4
USA	9.597.378	1,6	507.677.124	-1,4	52,90	-2,9
Namibia	21.427.266	1,7	415.035.199	1,8	19,37	0,0
China	9.461.622	-39,2	403.291.141	-19,6	42,62	32,3
Canada	7.860.767	-12,2	402.588.742	-14,5	51,21	-2,6
Sweden	4.239.276	-19,1	205.226.165	-20,4	48,41	-1,5
Belgium	3.625.994	-1,1	180.886.132	3,1	49,89	4,3
Japan	2.473.026	-3,6	132.530.588	5,7	53,59	9,7
Denmark	2.298.195	-21,7	112.338.268	-35,5	48,88	-17,6
United Arab Emirates	2.238.474	7,8	105.303.236	-10,1	47,04	-16,6
Tanzania	2.509.502	-1,1	89.859.212	1,1	35,81	2,3
Kenya	2.121.434	-7,6	78.735.496	-17,6	37,11	-10,8
Finland	1.850.524	-0,7	65.805.780	-8,6	35,56	-7,9
Mozambique	1.454.650	-37,7	36.885.148	-32,7	25,36	8,1
Others	39.321.150	38,1	1.248.612.048	15,7	31,75	-16,2
<b>Total</b>	<b>186.802.900</b>	<b>0,6</b>	<b>6.395.300.740</b>	<b>-2,3</b>	<b>34,24</b>	<b>-2,8</b>

BULK	Liters		Rand		Rand/liter	
	2017	% change	2017	% change	2017	% change
UK	66.631.516	-4,6	487.933.003	-17,5	7,32	-13,5
Germany	45.786.773	-17,1	360.620.795	-13,3	7,88	4,6
Denmark	12.971.721	-34,3	200.576.294	-39,6	15,46	-8,0
Russia	17.557.991	-32,7	152.874.090	-23,7	8,71	13,5
France	21.838.447	-24,8	145.326.631	-24,0	6,65	1,0
USA	15.364.332	1.086,9	90.617.969	538,8	5,90	-46,2
Canada	12.983.967	-24,9	88.529.283	-14,7	6,82	13,5
Sweden	6.158.316	-58,8	49.396.839	-79,9	8,02	-51,3
Netherlands	6.227.826	-14,6	42.379.490	-27,4	6,80	-14,9
China	5.207.918	-11,4	39.520.124	-9,6	7,59	2,0
Namibia	1.863.547	-64,8	37.393.027	-37,2	20,07	78,1
Mozambique	909.071	-28,7	37.344.261	-0,9	41,08	39,1
Belgium	3.521.362	-35,7	30.807.715	-29,0	8,75	10,4
Italy	6.420.560	4,1	27.223.059	5,7	4,24	1,5
Others	36.600.651	-7,9	246.297.357	-49,5	6,73	-45,1
<b>Total</b>	<b>260.043.998</b>	<b>-14,6</b>	<b>2.036.839.937</b>	<b>-28,5</b>	<b>7,83</b>	<b>-16,3</b>

2-10 LITERS	Liters		Rand		Rand/liter	
	2017	% change	2017	% change	2017	% change
Sweden	7.626.266		161.580.412		21,19	
Germany	11.552.850		86.467.768		7,48	
Denmark	4.622.367		79.960.003		17,30	
Namibia	5.217.371		58.113.664		11,14	
UK	3.745.110		46.800.466		12,50	
United Arab Emirates	2.022.828		39.562.273		19,56	
Finland	1.908.492		38.573.533		20,21	
France	4.148.665		33.361.344		8,04	
China	3.420.760		30.221.374		8,83	
Canada	3.298.508		25.700.535		7,79	
Belgium	1.811.383		13.189.687		7,28	
Others	9.600.496		153.445.093		15,98	
<b>Total</b>	<b>58.975.096</b>		<b>766.976.152</b>		<b>13,01</b>	

INTERNATIONAL  
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# SIMEI



**LEADER IN WINE & BEVERAGE TECHNOLOGY**

ORGANIZED BY



**28<sup>th</sup> EDITION**

**19<sup>th</sup>-22<sup>nd</sup> November 2019**  
**Fiera Milano (Rho)**

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