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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	541.693	3.098.990	5,72
UK	514.682	1.763.409	3,43
China	354.472	1.659.061	4,68
Germany	397.109	1.255.479	3,16
Canada	205.411	1.128.569	5,49
Hong Kong	46.207	1.126.959	24,39
Japan	128.995	667.806	5,18
Switzerland	72.763	552.762	7,60
Russia	118.218	323.522	2,74
Brazil	62.999	188.401	2,99
South Korea	19.204	112.383	5,85



SPARKLING	Th.liters	Th.Dollars	\$/liter
USA	76.642	734.792	9,59
UK	92.375	527.132	5,71
Japan	23.387	326.137	13,95
Germany	38.738	261.893	6,76
Switzerland	11.044	103.732	9,39
Canada	9.842	89.197	9,06
Russia	13.269	56.192	4,23
Hong Kong	1.510	42.202	27,95
China	9.886	41.866	4,23
South Korea	2.809	22.289	7,93
Brazil	2.102	14.877	7,08



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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BULK	Th.liters	Th.Dollars	\$/liter
Germany	652.245	412.648	0,63
UK	345.866	377.242	1,09
USA	197.422	188.565	0,96
Russia	138.610	71.097	0,51
Canada	94.169	68.826	0,73

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

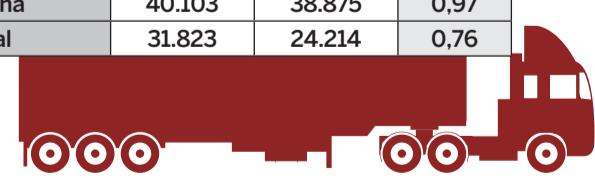
BOTTLED	Th.liters	Th.Dollars	\$/liter
France	742.910	4.022.531	5,41
Italy	853.269	3.212.298	3,76
Spain	589.938	1.390.087	2,36
Chile	365.586	1.113.286	3,05
USA	174.593	991.158	5,68
Australia	239.781	947.079	3,95
New Zealand	110.384	641.923	5,82
Argentina	144.292	568.827	3,94
Portugal	152.606	515.726	3,38
South Africa	136.322	319.941	2,35

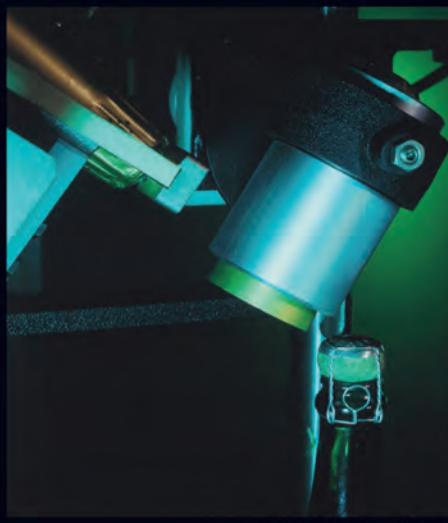


SPARKLING	Th.liters	Th.Dollars	\$/liter
France	112.280	2.153.885	19,18
Italy	223.088	897.833	4,02
Spain	110.715	314.943	2,84

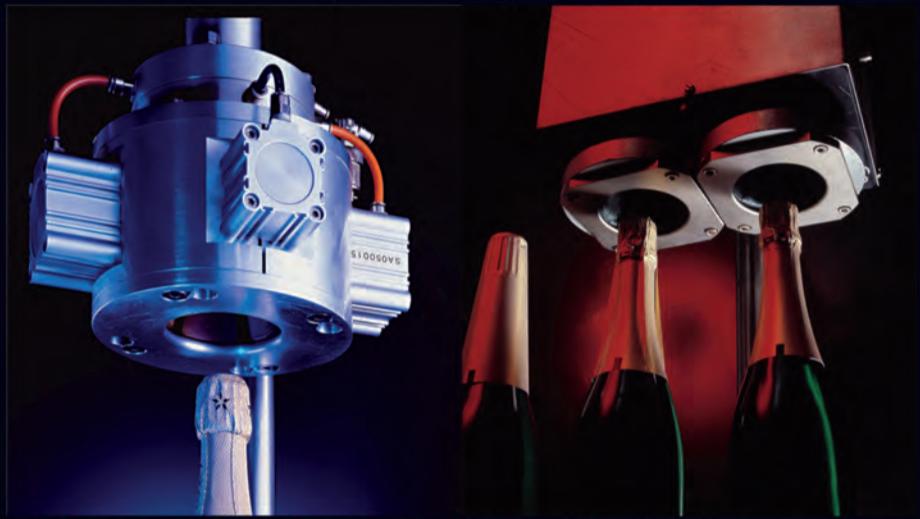
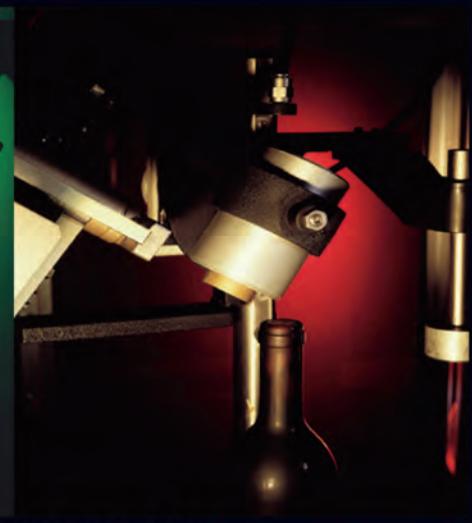


BULK	Th.liters	Th.Dollars	\$/liter
Spain	971.573	417.089	0,43
Italy	383.216	313.377	0,82
France	163.680	244.240	1,49
Australia	293.647	218.961	0,75
Chile	299.086	218.009	0,73
USA	133.862	164.590	1,23
New Zealand	48.950	146.862	3,00
South Africa	223.938	143.919	0,64
Argentina	40.103	38.875	0,97
Portugal	31.823	24.214	0,76





Capsule dispensing



Champagne type capsules pleating-crimping



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thermoshrinking



Polylaminate-tin
capsules spinning



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World SPARKLING WINES

Sparkling wines confirm the strongly positive trend registered in the first two quarters in almost all importing countries. In September, the total of the 11 markets monitored by our magazine jumps to 2.8 million hectolitres, with a growth almost reaching +10% (versus +12% in March and June), for a value of over 2.2 billion dollars, increased by 5% compared with the period January-September 2015. The more moderate growth figure, recorded in value, is obviously affected by the currency dynamics which concerned the GB pound.

The unstoppable key players of the growth are the UK and the USA. Over the nine months, in the British market, the total import of Italian sparkling jumped to 63 million litres (+37%), almost reaching a value of 150 million GB pounds, with a 44% annual upturn. For the record, Italy sold only 50 million GB pounds less than Champagne, which, by the way, is not sailing in calm waters (-3%).

The Italian growth is obviously marked by Prosecco: July-September achieved 35 million GB pound, for a volume of 15 million litres. After some "blurring" (we stress that it is in inverted commas) in the growth dynamics registered during the year 2015, where the quarterly pace was +20%, the +45% reported in September 2016 seems to confirm that the product is again available in copious amounts, at least so as to meet the market demand. With regard to average prices, good news for the overall Prosecco system is that the recovery in the quotations is confirmed, always in positive territory in 2016, after an apnoeic 2014/15.

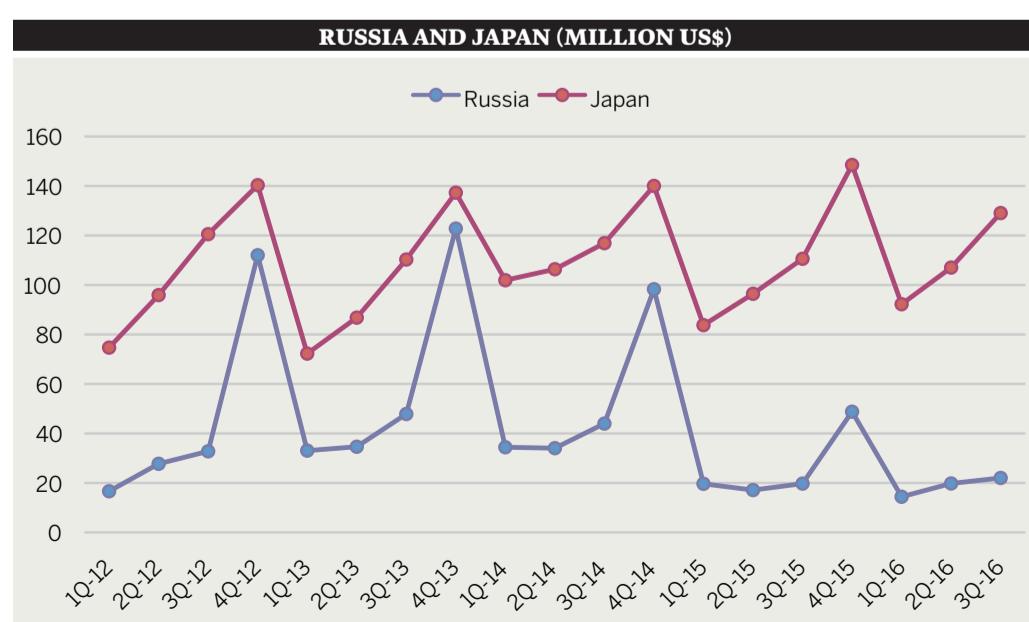
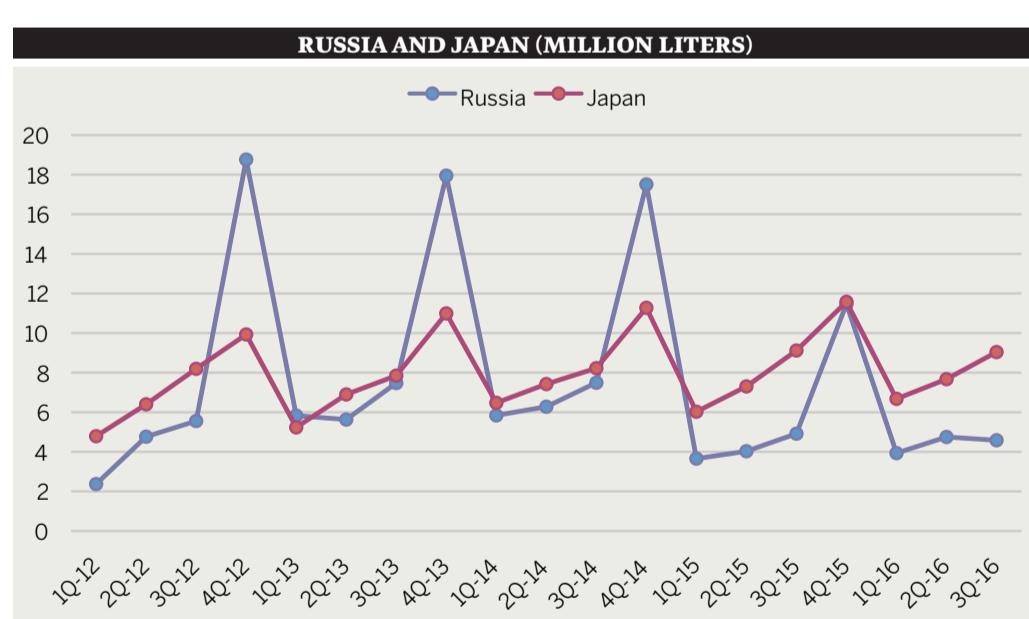
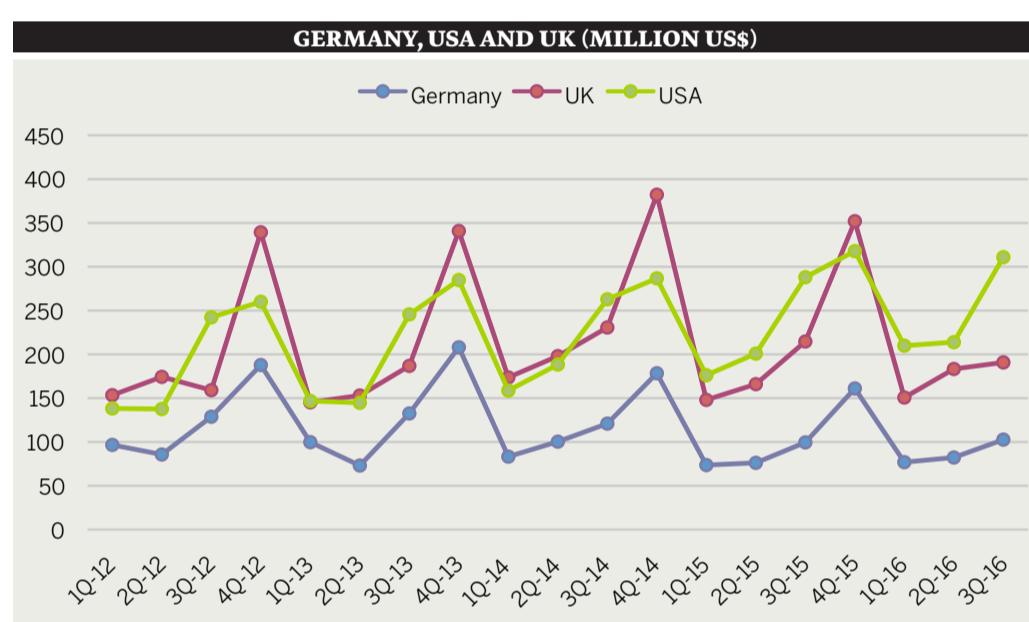
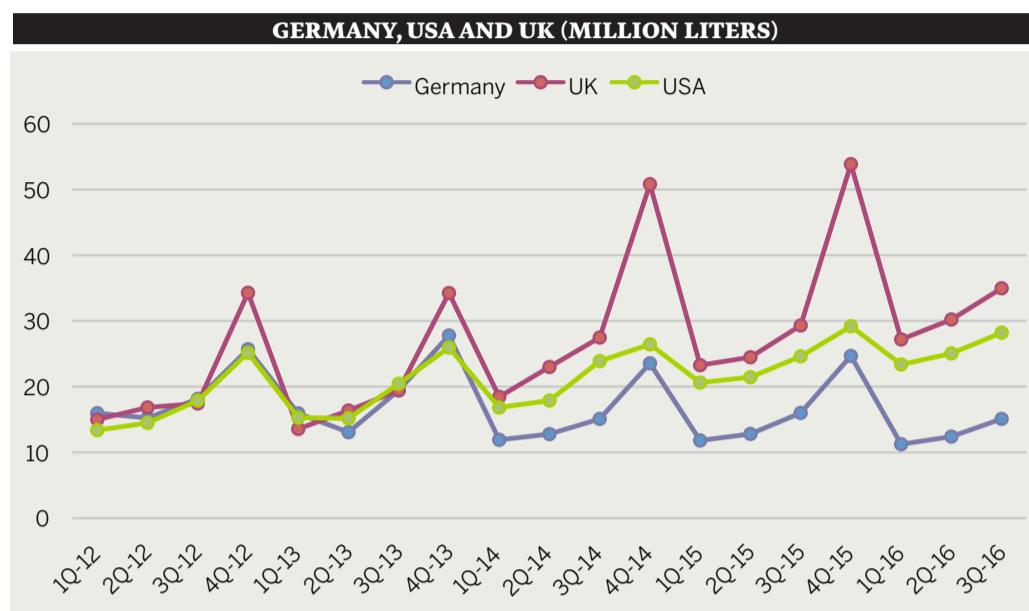
In values, we are around 2.50 GB pounds per litre, a psychological threshold which should be kept firm by those that are working in a market, whose currency is collapsing. Now, we would like to examine America, where the growth performances of the market are around 15%, with Italy scoring an increase of 22 percentage points in value, compared with the total sales in the period January-September 2015 and prices rising by 6%. "Italy's effect" works well even for the French (+8%) and for the Spanish (+10%), both of them experiencing price decreases around 3% versus the Italian +6%.

The strong expansion of the Canadian market keeps on, also here thanks to the Italian dynamics (+15% with regard to total sales volumes), and even the producers of sparkling wines all over the world are largely taking advantage of this situation.

In Japan, even if the situation in currency terms is stationary, favoured by the appreciation of the Yen against the Dollar, the Spanish are the only ones to benefit in the first three positions of the ranking (+8%), whereas France and Italy are around zero. A considerable upturn is registered by the Chileans, as already occurred in the field of still wines: they achieved 2 million litres, corresponding to a 50% annual growth.

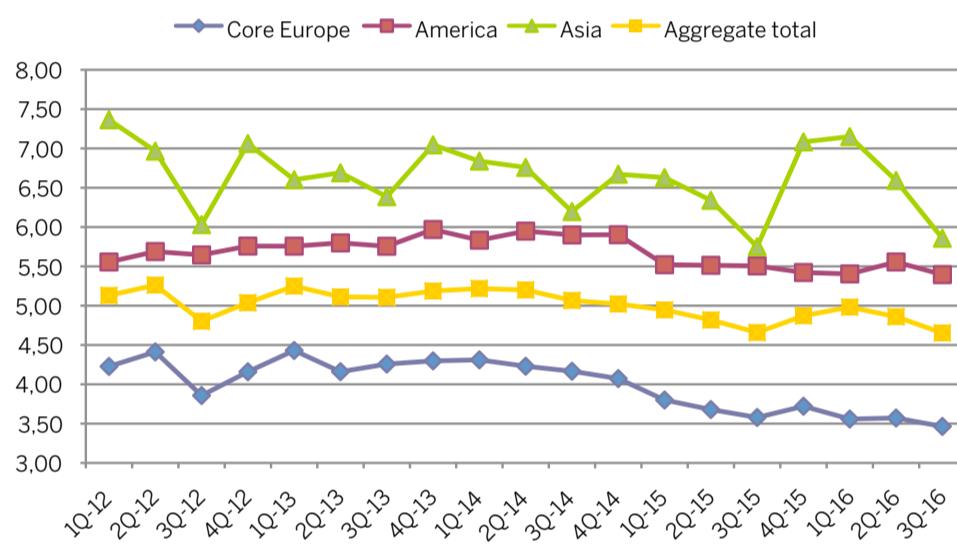
Germany confirms its negative dynamics concerning volumes in March and June (-4%), even if values maintained a 5% upturn as in the first six months. France is recovering, whereas Cava wines continue their rather negative trend (-15%), which allow our country at least a weak increase (+1%).

On the Russian front, the recovery of the first six months is cooling down, slowing down in volume terms, with the July-September quarter falling back into negative territory (-7%) versus +18% in the previous quarter. A less evident downturn was highlighted in values that however remain in largely positive territory (+12% versus +16% in June). Just to give the right proportion to events, a year ago we were at -60%.





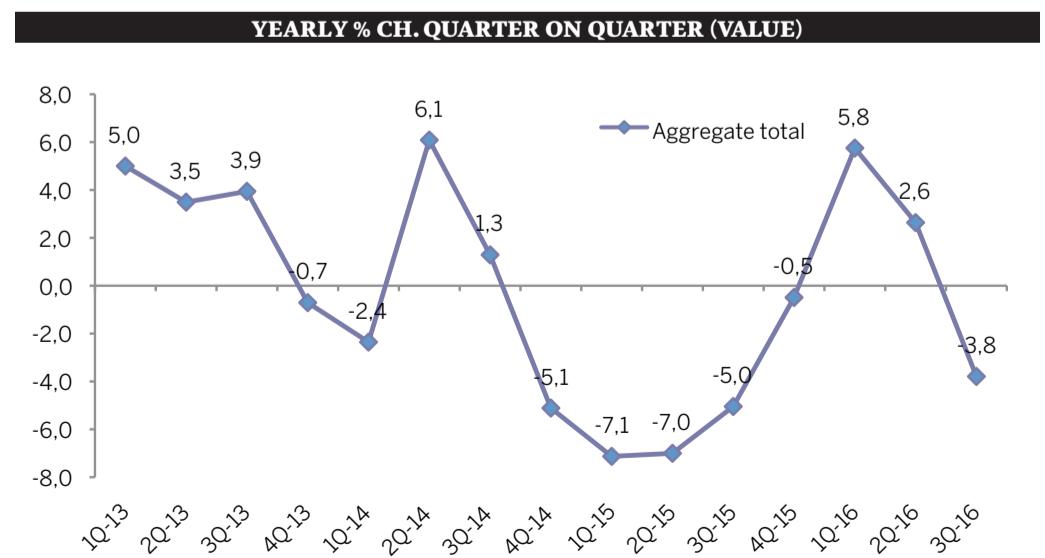
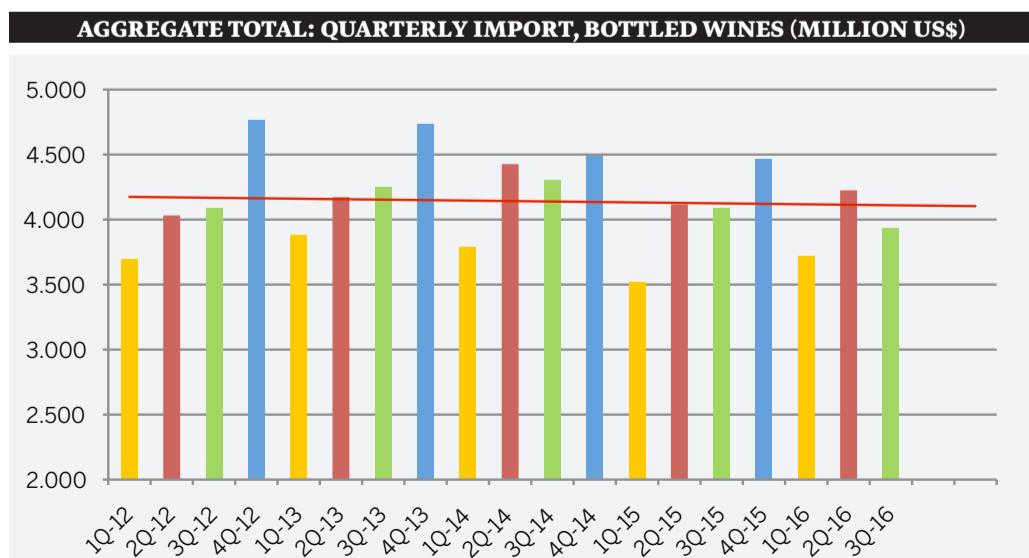
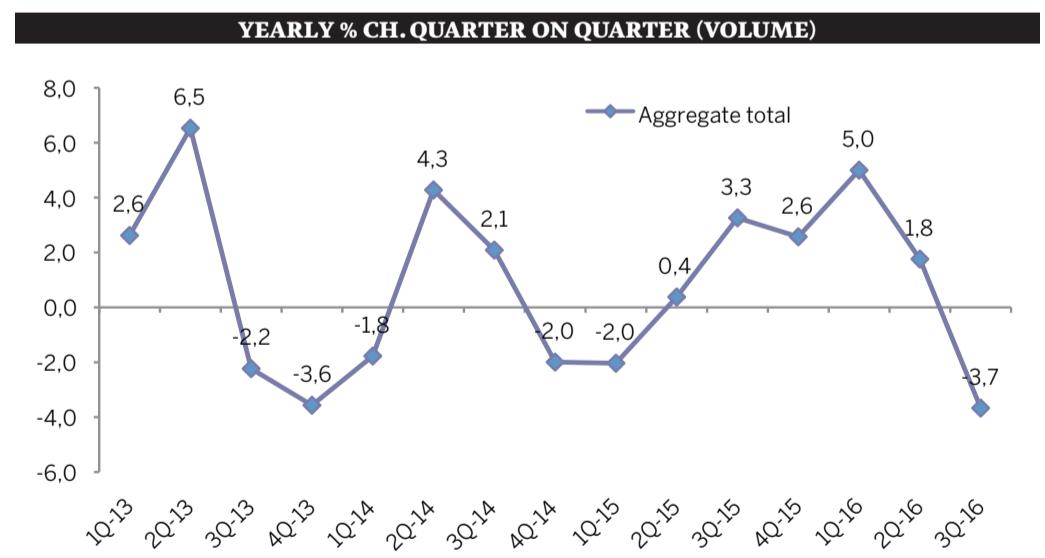
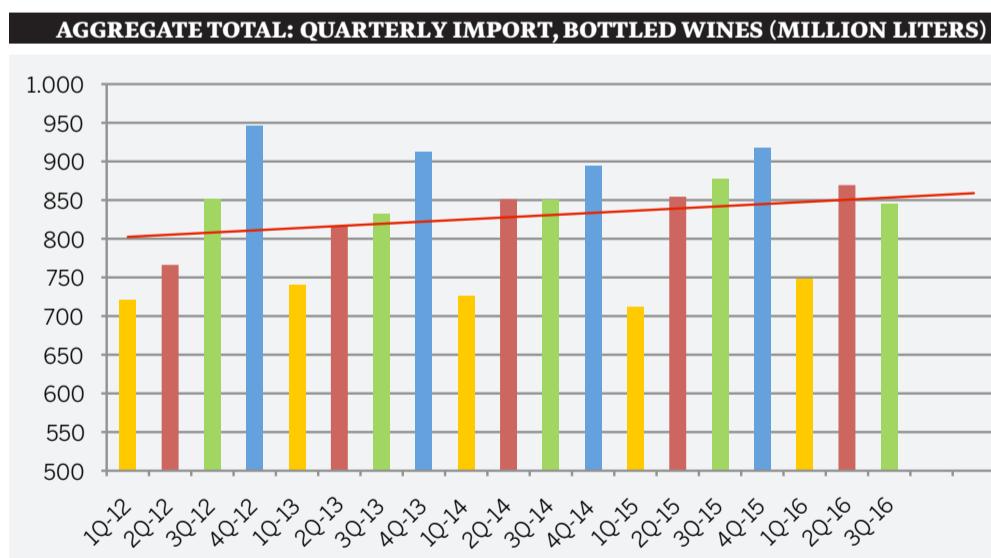
PRICE EVOLUTION BY QUARTER (US\$/LITER)



World BOTTLED WINES

After a slow-down in June (+2%), the third quarter of the year is closing with a real dead stop with regard to still wines: in volume terms, the absorbed total of 8.4 million hectolitres is equivalent to a remarkable -4%, compared with the corresponding quarter of 2015. The same dynamics applies to values, which, after a +6% in March and a +3% in June, sank to -4%, for a total of 3.9 billion US dollars. Since 2012 to present, this is the third worst quarter with regard to values and the second worst in volume terms.

The key factors influencing the present economic situation are - as far as volumes are concerned - the slow-down in the growth of the Asian aggregate (+4% versus +19% in March) and the drastic reduction of the European one (-9%), whereas, in value terms, the slow-down regards all three macro-aggregates: Americas (-3%), Europe (-12%) and Asia (+6% versus +15% in June, already halved compared with the performance of the first quarter). Also considering average prices, the outcome is less positive compared with the first half of the year: the total aggregate monitored by our magazine goes down to the levels experienced exactly a year ago (4.65 dollars per litre), after exceeding 4.80 for the whole year, with peaks of 5 dollars in March. To negatively affect the performance are both the Asian aggregate, - fallen below 6 dollars for the first time since September 2015, - and the European one, decreased below the threshold of 3.50, whereas America keeps fluctuating in a range of 5.40-5.50.

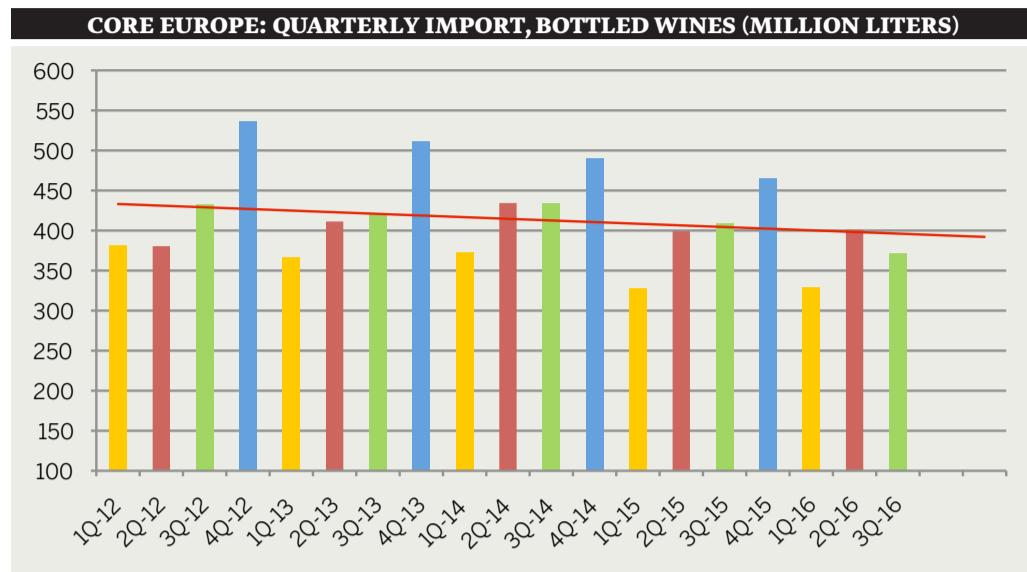




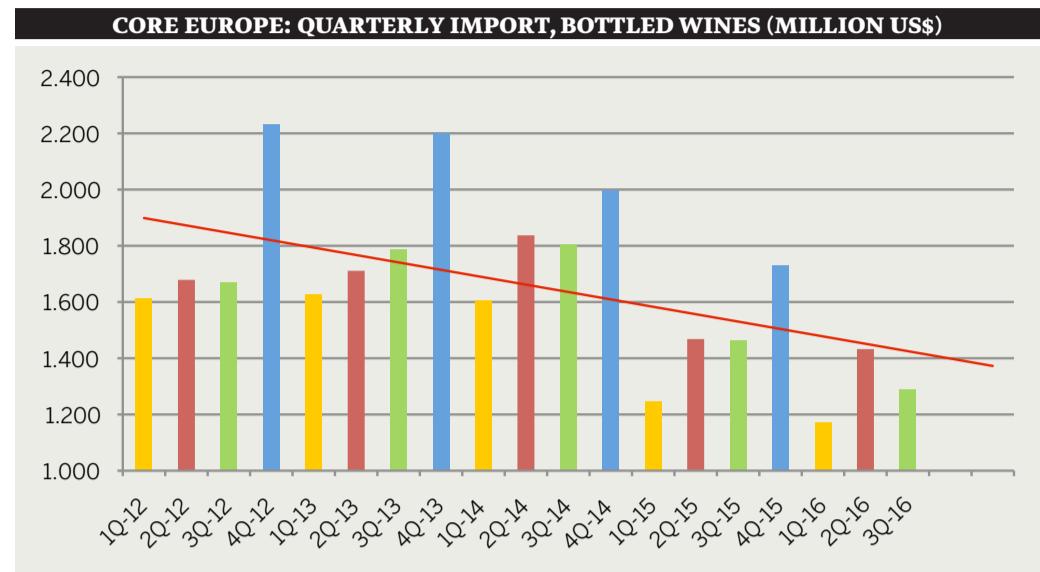
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Core Europe: sum of UK, Germany, Russia and Switzerland



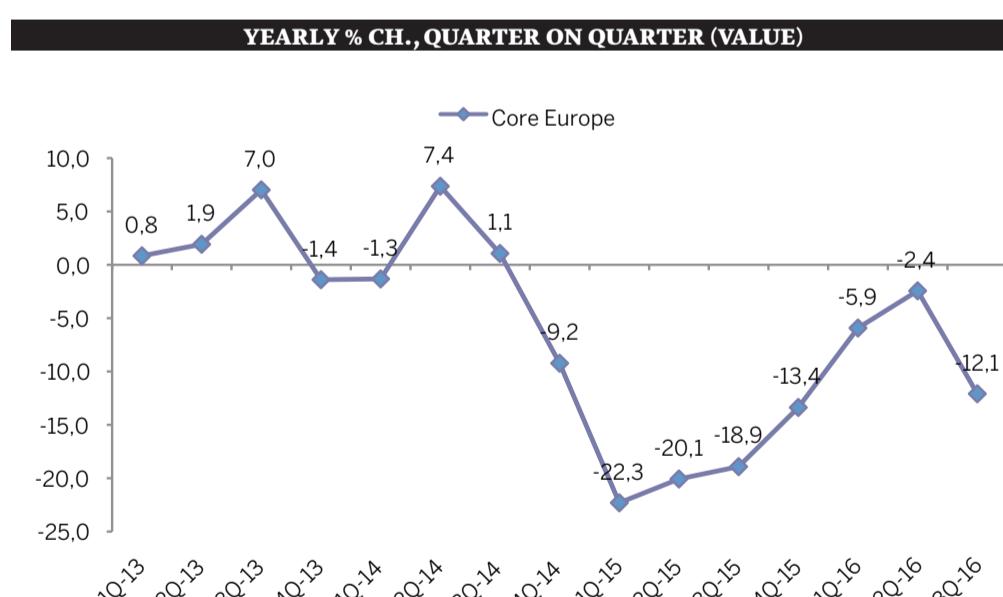
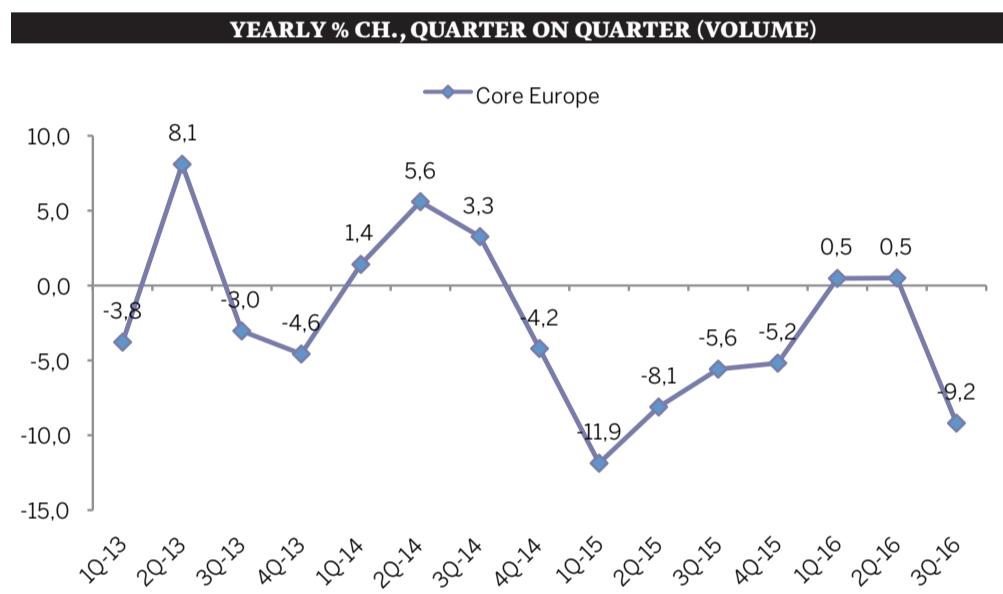
Europe

The European aggregate, including the UK, Germany, Switzerland and Russia, got over one of the worst third quarters since 2012: the total 3.7 million hectolitres marked a 9% setback, sinking back into negative territory after two relatively smooth quarters that had closed at around +1%. With regard to values, the situation was even worse: -12% quarterly, little below 1 billion and 300 million dollars, but this was one of the worst quarters ever.

Germany – always considering the third quarter – recovered in value, reaching zero for the first time during the year, whereas, in volume terms, the sign was slightly negative (-2%). The total sales since January amounted to -7% in volume and -2% in value terms, with both Italy and France in negative territory and Spain recovering. In the UK, the performance of the market in the third quarter carried on the downward trend started from the beginning of the year: -11% in volume, due to the reduced imports of wines especially from Bordeaux, and -5% in value. A definite interruption was reported in the recovery phase announced in the end of 2015 and culminated in the 3% record at the beginning of 2016 (if this can really be defined a record). On the decrease were the three big European suppliers, between -6/7%, whereas the Chileans kept on running (+14% in value, 107 million pounds). They succeeded both in overtaking the New Zealanders and in almost reaching the Spanish's third place in the podium. A slight recovery was registered by the Australians, as a testimony to the fact that the decreasing phase of bottled wine in favour of bulk wine has not yet stopped, with a moderate, stable balance in the shares.

Russia came back to a negative sign, after deluding the markets on its possible recovery due to the two positive performances recorded in the last two quarters of the year: over -20% is the balance of imports, both in volume and in value. Bad performances were registered by Italy and mostly by France, whereas things went better for Spain. A strong recovery was still reported with regard to imports from Georgia, firmly the fourth supplier in value terms, getting close to surpassing Spain at the end of the year.

Finally, the Swiss front also reported an abrupt stop, with annual changes, compared by quarter, fallen below zero after the +10% in June. With regard to the total sales since January, among the top three countries, for the moment, Italy had only limited damages, but the growth since the beginning of the year lost most of its sheen. The French went down and the Spanish were at a standstill. A good performance was recorded by the "second lines", in particular by Germany and the USA.



JANUARY-SEPTEMBER / europe

BOTTLED	Thousand liters		Thousand Euro		Euro/liter	
	2016	% change	2016	% change	2016	% change
Italy	172.487	-3,0	474.364	-1,0	2,75	2,0
France	71.664	-3,9	247.537	-6,6	3,45	-2,8
Spain	62.215	3,8	155.492	1,4	2,50	-2,3
USA	17.975	4,1	50.986	-5,5	2,84	-9,3
Austria	18.098	6,7	41.644	7,5	2,30	0,8
South Africa	14.192	-9,9	36.347	-4,9	2,56	5,6
Portugal	10.675	10,3	29.373	9,8	2,75	-0,5
Chile	8.468	-11,0	27.053	-8,0	3,19	3,4
Australia	6.596	-15,9	19.558	-25,3	2,97	-11,2
Greece	7.039	8,1	14.776	15,6	2,10	6,9
Argentina	2.391	-3,4	9.583	0,3	4,01	3,8
New Zealand	1.345	7,8	6.956	3,0	5,17	-4,4
Switzerland	129	-27,6	1.290	-6,3	10,00	29,5
Hungary	633	20,8	1.258	12,4	1,99	-6,9
Turkey	397	-4,7	1.141	9,0	2,87	14,3
Croatia	308	17,2	835	16,9	2,71	-0,2
Moldova	372	10,8	662	10,5	1,78	-0,3
Bulgaria	96	-9,6	278	-14,2	2,89	-5,1
Others	2.030	1,1	6.029	-0,2	2,97	-1,3
Total	397.109	-7,2	1.125.162	-2,3	2,83	3,6

BULK	Thousand liters		Thousand Euro		Euro/liter	
	2016	% change	2016	% change	2016	% change
Italy	210.824	1,3	105.995	6,1	0,50	4,7
France	75.749	-3,9	74.182	-4,7	0,98	-0,9
Spain	202.098	-11,0	70.220	-7,1	0,35	4,4
South Africa	48.314	-3,5	27.347	-13,4	0,57	-10,2
Chile	28.246	-9,0	20.045	-16,3	0,71	-8,0
Australia	25.336	-6,3	17.370	-11,0	0,69	-5,0
USA	15.251	-16,4	15.519	-18,6	1,02	-2,6
New Zealand	2.974	65,7	8.277	83,3	2,78	10,6
Hungary	8.162	-11,6	7.871	-7,1	0,96	5,0
Austria	4.592	-24,5	3.963	-14,3	0,86	13,6
Portugal	4.197	19,8	2.655	24,8	0,63	4,2
Argentina	1.655	-23,5	2.146	-18,3	1,30	6,7
Greece	1.644	83,1	1.546	78,5	0,94	-2,5
Romania	1.286	-12,7	978	-19,0	0,76	-7,2
Moldova	1.660	-12,1	830	-16,3	0,50	-4,8
Others	20.260	-25,2	10.872	-23,9	0,54	1,7
Total	652.245	-6,1	369.816	-4,5	0,57	1,7

SPARKLING	Thousand liters		Thousand Euro		Euro/liter	
	2016	% change	2016	% change	2016	% change
France	12.355	0,8	139.246	5,7	11,27	4,8
Italy	12.466	1,4	50.095	10,6	4,02	9,1
Spain	12.802	-15,5	36.430	-15,9	2,85	-0,5
Austria	569	80,7	6.772	311,7	11,91	127,8
Others	546	-10,4	2.166	24,1	3,97	38,4
Total	38.738	-4,6	234.709	4,9	6,06	10,0



BOTTLED	Liters		£		£/liter	
	2016	% change	2016	% change	2016	% change
France	91.273.245	-6,7	340.412.804	-8,1	3,73	-1,5
Italy	136.865.466	-5,9	244.697.132	-2,1	1,79	4,1
Spain	67.407.680	-7,3	118.183.111	-3,0	1,75	4,6
Chile	44.007.141	11,2	106.911.345	13,5	2,43	2,1
New Zealand	24.633.871	3,8	106.233.146	-1,3	4,31	-4,9
Australia	26.793.936	3,7	66.731.990	-0,5	2,49	-4,0
Germany	37.876.283	-8,3	63.965.895	-6,3	1,69	2,2
USA	29.544.143	-5,6	63.382.745	-18,5	2,15	-13,6
Argentina	15.185.452	11,3	42.660.438	18,9	2,81	6,8
South Africa	19.514.306	-14,0	38.609.845	-4,8	1,98	10,6
Portugal	9.171.131	1,0	27.622.713	2,7	3,01	1,7
Others	13.923.711	0,0	50.915.429	0,0	3,66	0,0
Total	514.682.016	-4,2	1.265.312.083	-3,5	2,46	0,7

BULK	Liters		£		£/liter	
	2016	% change	2016	% change	2016	% change
Australia	147.125.932	-5,0	96.674.437	-3,7	0,66	1,4
New Zealand	19.478.138	13,7	41.110.303	28,3	2,11	12,9
USA	48.254.794	-2,8	40.352.508	-6,2	0,84	-3,6
South Africa	56.341.632	6,5	28.904.114	2,5	0,51	-3,8
Chile	37.344.311	-0,2	26.277.612	-6,1	0,70	-5,9
Italy	13.591.657	5,8	11.637.753	2,3	0,86	-3,3
France	4.105.117	-11,7	6.904.722	-12,4	1,68	-0,8
Argentina	5.598.709	-4,4	6.330.009	-6,8	1,13	-2,5
Germany	4.666.865	-5,7	5.186.964	-4,7	1,11	1,1
Spain	7.985.815	-10,3	4.884.654	6,7	0,61	18,9
Others	1.651.534	0,0	2.328.785	0,0	1,41	0,0
Total	345.865.758	-1,4	270.685.100	0,2	0,78	1,7

SPARKLING	Liters		£		£/liter	
	2016	% change	2016	% change	2016	% change
France	14.683.077	-1,5	195.809.777	-3,3	13,34	-1,9

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IMPORT 2016

JANUARY-SEPTEMBER / europe

BOTTLED	Liters		\$		S/liter	
	2016	% change	2016	% change	2016	% change
Italy	24.800.665	-4,6	85.076.900	-3,0	3,43	1,7
France	16.021.877	-14,7	58.314.281	-8,4	3,64	7,4
Spain	24.376.061	6,3	49.387.886	9,1	2,03	2,6
Georgia	12.165.386	34,2	36.084.117	12,0	2,97	-16,5
Abkhazia	10.978.694	-6,3	25.514.427	-12,6	2,32	-6,7
Chile	7.377.211	-7,8	19.616.274	-11,2	2,66	-3,8
Germany	3.620.451	-22,6	7.336.319	-19,5	2,03	4,0
Portugal	2.434.845	47,3	6.698.389	32,9	2,75	-9,8
Argentina	1.450.407	-12,4	4.789.057	-2,0	3,30	11,9
Serbia	3.186.985	3,5	3.874.514	12,4	1,22	8,6
South Africa	1.154.936	-37,4	3.189.821	-35,2	2,76	3,5
Moldova	2.380.879	-40,5	3.141.125	-46,2	1,32	-9,6
New Zealand	434.648	-5,4	2.964.825	-5,1	6,82	0,3
Bulgaria	2.165.665	-48,9	2.793.770	-47,7	1,29	2,4
Australia	817.035	4,9	2.740.013	3,4	3,35	-1,5
Azerbaijan	1.232.618	-5,0	2.207.885	-11,0	1,79	-6,4
Armenia	716.329	27,1	1.967.439	55,0	2,75	22,0
USA	346.228	-44,4	1.641.184	-34,8	4,74	17,2
Montenegro	341.748	-26,0	931.279	-37,8	2,73	-16,0
Hungary	471.600	-29,7	826.093	-30,4	1,75	-1,0
Macedonia	269.822	-49,4	518.665	-48,4	1,92	1,9
Ukraine	25.854	-64,9	31.271	-60,9	1,21	11,5
Others	1.447.952	-6,3	3.876.779	3,0	2,68	10,0
Total	118.217.895	-5,2	323.522.312	-4,4	2,74	0,8

BULK	Liters		\$		\$/liter	
	2016	% change	2016	% change	2016	% change
Spain	76.005.814	22,6	37.454.348	39,3	0,49	13,6
South Africa	15.042.295	34,0	8.650.308	-0,3	0,58	-25,6
Ukraine	16.851.406	-69,7	7.900.541	-68,3	0,47	4,6
Moldova	9.590.483	122,9	4.827.751	131,3	0,50	3,8
Italy	3.879.928	160,6	3.946.667	28,8	1,02	-50,6
Argentina	7.221.186	257,5	2.969.307	196,1	0,41	-17,2
Uzbekistan	4.995.000	99,6	2.103.550	79,3	0,42	-10,2
Chile	1.900.066	354,7	1.116.006	103,7	0,59	-55,2
France	161.739	-43,7	306.431	-42,3	1,89	2,6
Australia	288.266	-94,5	208.756	-93,9	0,72	11,1
Others	2.673.956	176,4	1.612.845	18,6	0,60	-57,1
Total	138.610.137	-5,2	71.096.510	-3,6	0,51	1,7

SPARKLING	Liters		\$		\$/liter	
	2016	% change	2016	% change	2016	% change
Italy	8.571.090	-2,7	31.263.521	-7,1	3,65	-4,5
France	2.459.561	34,2	19.029.472	11,0	7,74	-17,3
Spain	1.271.340	30,7	3.195.027	14,6	2,51	-12,3
Abkhazia	319.982	99,6	770.826	88,0	2,41	-5,8
Ukraine	220.077	-34,0	429.659	-45,1	1,95	-16,8
Moldova	155.021	0,4	293.959	-2,9	1,90	-3,3
Georgia	65.942	-13,8	215.913	-23,3	3,27	-11,1
Germany	25.883	-42,5	109.195	-39,9	4,22	4,6
Others	180.567	-17,6	884.355	-7,8	4,90	11,9
Total	13.269.462	5,3	56.191.926	-0,5	4,23	-5,5



BOTTLED	Liters		CHF		CHF/liter	
	2016	% change	2016	% change	2016	% change
Italy	28.714.336	4,0	206.055.302	7,3	7,18	3,3
France	12.162.364	-1,3	130.161.818	-5,9	10,70	-4,6
Spain	12.957.466	1,0	85.384.650	7,7	6,59	6,6
Germany	3.231.087	15,5	24.894.608	13,5	7,70	-1,7
Portugal	5.362.737	2,1	22.256.380	4,6	4,15	2,5
USA	2.039.906	12,4	18.182.176	26,0	8,91	12,1
Austria	1.644.097	3,0	13.581.530	8,4	8,26	5,3
Argentina	2.233.277	-11,0	11.559.771	-14,5	5,18	-4,0
Chile	1.639.052	5,1	8.014.461	4,7	4,89	-0,4
Australia	838.318	-6,2	5.529.018	-8,4	6,60	-2,3
South Africa	766.807	-9,7	4.319.587	-5,4	5,63	4,8
New Zealand	135.057	-22,2	1.006.682	-1,5	7,45	26,6
Others	1.038.078	-6,0	10.944.600	-7,2	10,54	-1,3
Total	72.762.582	2,0	541.890.583	3,4	7,45	1,3

SPARKLING	Liters		CHF		CHF/liter	
	2016	% change	2016	% change	2016	% change
France	2.569.160	4,3	57.385.175	-0,9	22,34	-5,0
Italy	6.506.482	0,8	34.273.812	8,9	5,27	8,0
Spain	1.365.106	28,8	6.665.473	23,8	4,88	-3,9
Germany	493.093	2,7	1.986.417	-8,1	4,03	-10,6
Austria	41.016	3,4	411.320	-1,9	10,03	-5,1
Others	68.723	-33,3	969.722	-35,9	14,11	-4,0
Total	11.043.580	4,2	101.691.919	2,8	9,21	-1,3



Switzerland



1936-2016 1936-2016 1936-2016 1936-2016 1936-2016 1936-2016 1936-2016 1936-2016

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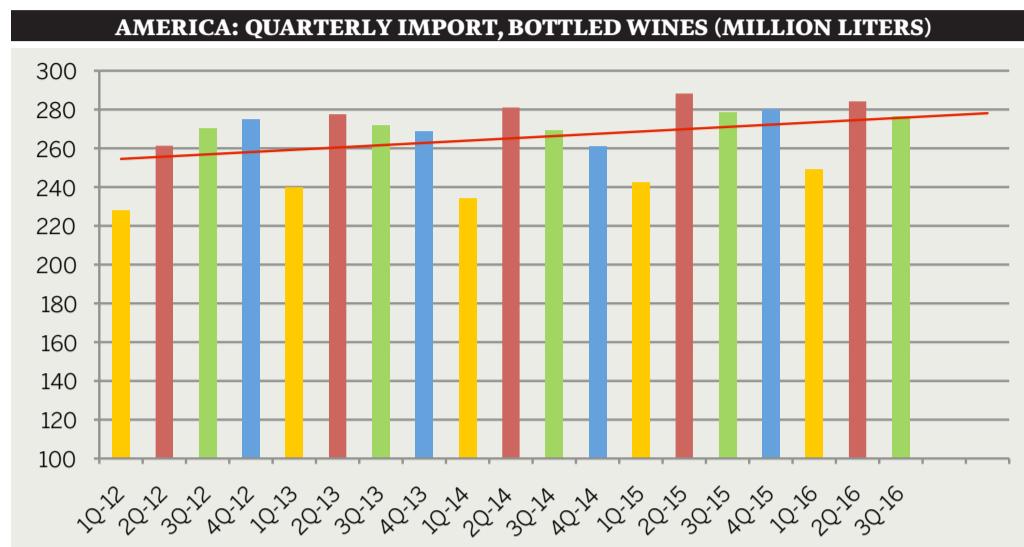
Founded in 1936, the Gerardo Cesari winery has become the worldwide ambassador for Valpolicella viticulture, whose unrivalled uniqueness springs from the alchemy that only the close bond between tradition, the land and the art of winemaking can conjure.

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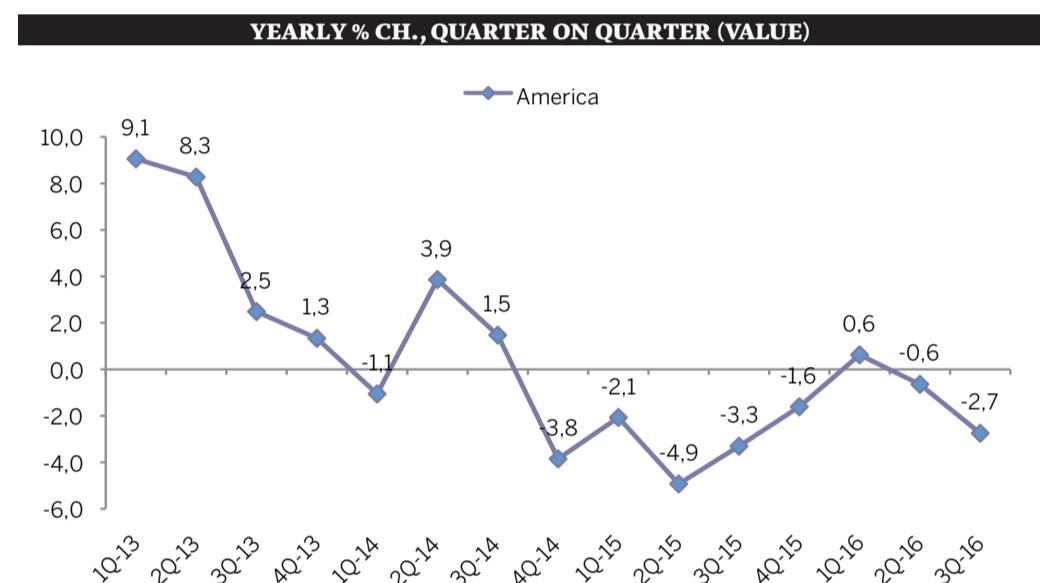
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CESARI, EIGHTY YEARS OF TIRELESS PASSION.





America: sum of USA, Canada and Brazil



America

The American aggregate – USA, Canada and Brazil – confirmed the decline of the situation started in June: in volume terms there was no recovery, or at least there was only a fractional increase compared with the -1% of the previous quarter, where, as regards values, there was a decrease from a -1% to almost -3%. The negative outcome is obviously to be attributed for the most part to the US market, which lost 4 points over three months, totalling a quarterly -4%. In more detail, in the USA the quarter that closed in September is the second consecutive to decrease to negative values since the end of 2014, when values were below 2%. We are far from the series of increases which were recorded since the second quarter of 2015, imposed by the "Bear" phase of the Dollar, actually gradually neutralised beginning from 2016. Considering the total sales in the period January-September, Italy substantially confirmed the trend of the first two quarters, thus remaining on last year's positions, whereas, contrary to what happened in the European markets, those that are gaining more volumes are the French (+8%). The

extraordinary, positive dynamics of the New Zealanders went on: they stabilised their overtaking of the Argentineans, reaffirming their fourth place as suppliers in value terms. Now, the real takeover target for the "Kiwis" are the Australian cousins (little less than 29 million dollars separate them from the "Kangaroos"). The uncertain period of the Chilean and Argentinean wines is keeping on and this is not good news, especially for Mendoza that has not yet found any valid alternatives to this market. On the contrary, the Chileans opened "highways" in Asia and more recently in the UK. Finally, Spain is recovering, now offering stable prices at 5.30 dollars per litre (for the record, 30 cents less than the Italian wines).

As a whole, the Canadian market made the downturn situation more serious than in the second quarter of the year, closing at -5% in volume and at -3% in value terms. It is the first time that the market goes down to a negative sign since the end of 2014, but we should consider that the comparison is made with the third quarter of 2015, which was record-breaking, at least for Italy and the USA. Globally, with

regard to the September total sales, the Americans managed to reach a -2% in volume, whereas Italy almost fell down to almost -5%. Even here, the New Zealanders marched at the double, capable of attaining +10% in value, which allowed them to surpass the Chileans, who had however a very positive trend. There are still problems for Australia and Argentina, which seems to have lost the sheen shown not later than five years ago, whereas Spain is getting along.

To conclude, we can have a look at Brazil: after two very negative quarters, the progressive appreciation of the Real against the Dollar and Euro contributed in the third quarter of the year to re-energising a market which seemed lifeless: the total sales closed at +14% in volume and at +1% in value terms, whereas in the average price column, as a consequence of the exchange rate trend, there were double-digit negative signs for almost all suppliers. However, the recovery was mainly due to the Chilean and Argentinean leaders, whereas Italy and France kept on losing market shares. The only stable big European supplier is Spain.

JANUARY-SEPTEMBER / America

United States



BOTTLED	Thousand liters		Thousand \$		\$/liter	
	2016	% change	2016	% change	2016	% change
Italy	186.974	-1,5	1.057.716	-0,2	5,66	1,4
France	81.926	8,0	716.725	2,5	8,75	-5,1
Australia	74.929	-9,1	264.711	-9,9	3,53	-0,9
New Zealand	31.062	10,5	235.959	6,3	7,60	-3,8
Argentina	44.067	-3,4	223.358	-0,1	5,07	3,4
Spain	35.914	4,2	190.316	3,0	5,30	-1,1
Chile	41.785	-6,8	163.597	-5,7	3,92	1,1
Germany	14.796	-3,7	75.065	-4,2	5,07	-0,5
Portugal	12.814	0,9	64.387	-3,5	5,02	-4,4
South Africa	6.133	-11,0	30.339	-15,6	4,95	-5,2
Others	11.293	1,9	76.817	4,1	6,80	2,1
Total	541.693	-1,0	3.098.990	-0,4	5,72	0,6

BULK	Thousand liters		Thousand \$		\$/liter	
	2016	% change	2016	% change	2016	% change
New Zealand	14.513	5,3	50.922	11,0	3,51	5,4
Chile	77.001	45,9	47.622	31,2	0,62	-10,1
Australia	27.827	-19,5	22.572	-13,5	0,81	7,4
Italy	9.381	8,5	18.141	2,5	1,93	-5,5
Argentina	11.949	-64,3	14.250	-48,8	1,19	43,3
France	1.901	24,8	7.775	17,6	4,09	-5,8
Spain	2.648	40,7	3.037	44,6	1,15	2,8
South Africa	1.085	-8,2	878	-4,6	0,81	3,9
Others	51.118	-2,6	23.368	12,1	0,46	15,1
Total	197.422	-1,4	188.565	2,3	0,96	3,8

SPARKLING	Thousand liters		Thousand \$		\$/liter	
	2016	% change	2016	% change	2016	% change
France	19.115	7,6	427.703	3,7	22,38	-3,6
Italy	42.712	22,2	237.535	29,5	5,56	6,0
Spain	12.942	9,5	59.578	5,4	4,60	-3,8
Australia	484	-35,8	2.200	-31,5	4,54	6,6
Others	1.390	7,3	7.776	15,3	5,60	7,5
Total	76.642	15,1	734.792	10,9	9,59	-3,6

BOTTLED	Liters		Can.\$		Can.\$/liter	
	2016	% change	2016	% change	2016	% change
USA	38.705.157	-2,1	337.778.088	0,7	8,73	2,8
Italy	43.671.325	-4,5	303.839.600	-0,6	6,96	4,0
France	35.271.182	-2,4	288.358.257	1,1	8,18	3,6
Australia	21.090.013	-5,4	139.282.368	-4,7	6,60	0,7
New Zealand	8.261.768	9,3	80.930.816	10,2	9,80	0,8
Chile	16.484.873	9,7	80.916.211	8,4	4,91	-1,2
Spain	11.075.869	2,1	78.857.223	5,6	7,12	3,5
Argentina	12.490.294	-7,8	75.750.947	-3,3	6,06	4,9
Portugal	6.985.804	-0,7	41.353.201	-0,5	5,92	0,2
South Africa	6.161.715	4,1	32.167.459	6,3	5,22	2,1
Germany	2.926.339	-5,7	17.792.792	-7,5	6,08	-1,9
Others	2.286.479	5,9	15.857.062	12,2	6,94	6,0
Total	205.410.818	-1,6	1.492.884.024	1,0	7,27	2,7

BULK	Liters		Can.\$		Can.\$/liter	
	2016	% change	2016	% change	2016	% change
Australia	24.046.312	-4,4	21.751.994	-1,1	0,90	3,5
Chile	24.087.528	55,6	18.750.690	56,7	0,78	0,7
USA	11.461.891	-18,7	17.368.231	-17,5	1,52	1,5
Italy	5.463.869	16,7	7.339.411	11,2	1,34	-4,6
France	4.505.362	-19,5	7.338.018	-18,0	1,63	1,8
South Africa	10.781.446	30,2	7.015.637	31,9	0,65	1,3
Spain	8.345.735	-36,9	5.867.238	-31,4	0,70	8,8
Argentina	3.388.716	-11,4	2.658.484	-19,7	0,78	-9,4
New Zealand	618.481	-25,5	1.211.257	4,3	1,96	40,0
Others	1.470.075	-2,6	1.742.738	-8,0	1,19	-5,6
Total	94.169.415	1,6	91.043.698	0,3	0,97	-1,3

SPARKLING	Liters		Can.\$		Can.\$/liter	
	2016	% change	2016	% change	2016	% change
France	2.204.811	3,8	56.356.458	9,6	25,56	5,6
Italy	4.065.812	15,4	33.950.993	20,9	8,35	4,8
Spain	1.311.464	6,6	9.735.812	9,3	7,42	2,5
USA	514.240	-1,3	6.015.096	6,4	11,70	7,9
Germany	698.545	22,5	4.858.092	17,9	6,95	-3,8
Australia	411.784	1,1	2.507.329	-0,7	6,09	-1,7
Hungary	303.251	11,6	1.523.705	9,6	5,02	-1,8
Others	332.115	7,3	3.043.485	13,9	9,16	6,1
Total	9.842.022	9,9	117.990.970	12,6	11,99	2,5

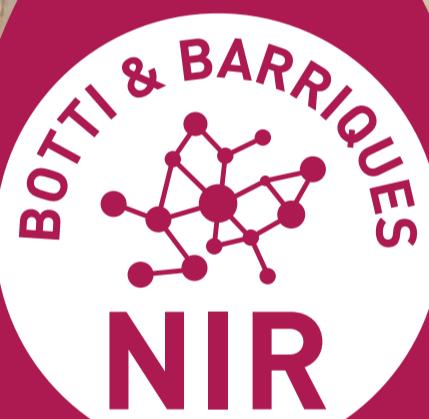
BOTTLED	Liters		\$		\$/liter	
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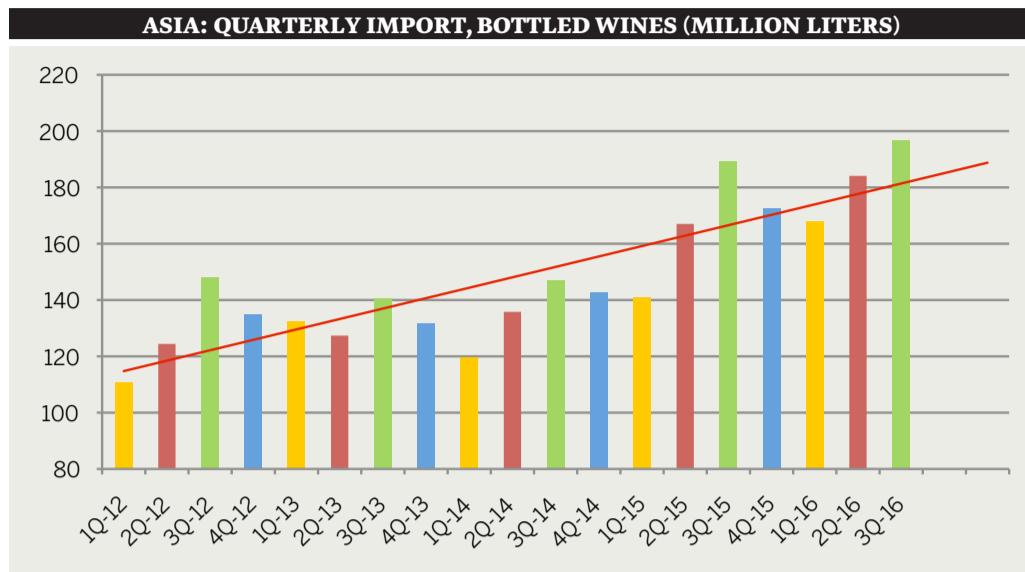
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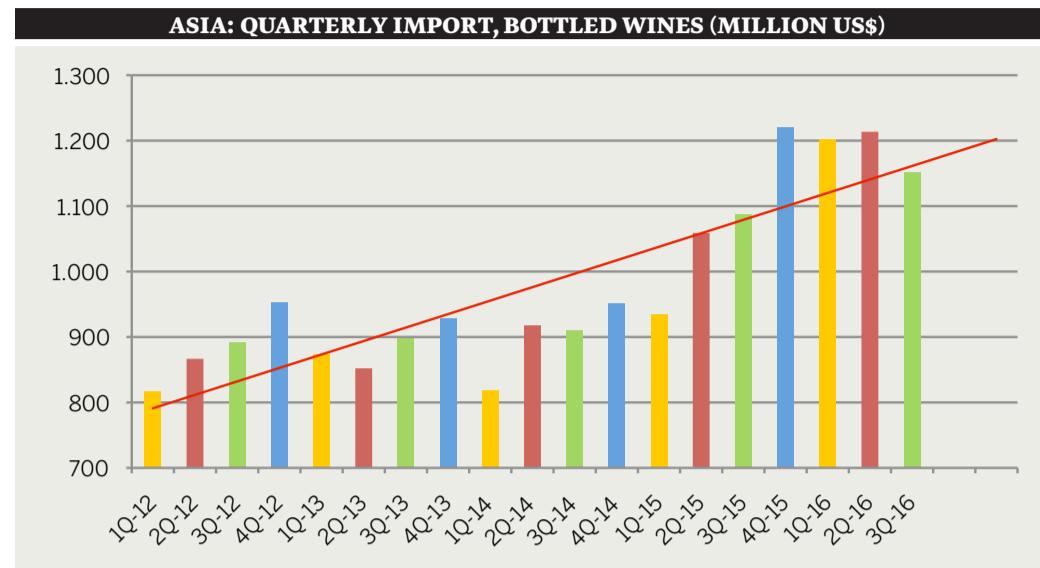
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Asia: sum of China, Hong Kong, Japan and South Korea

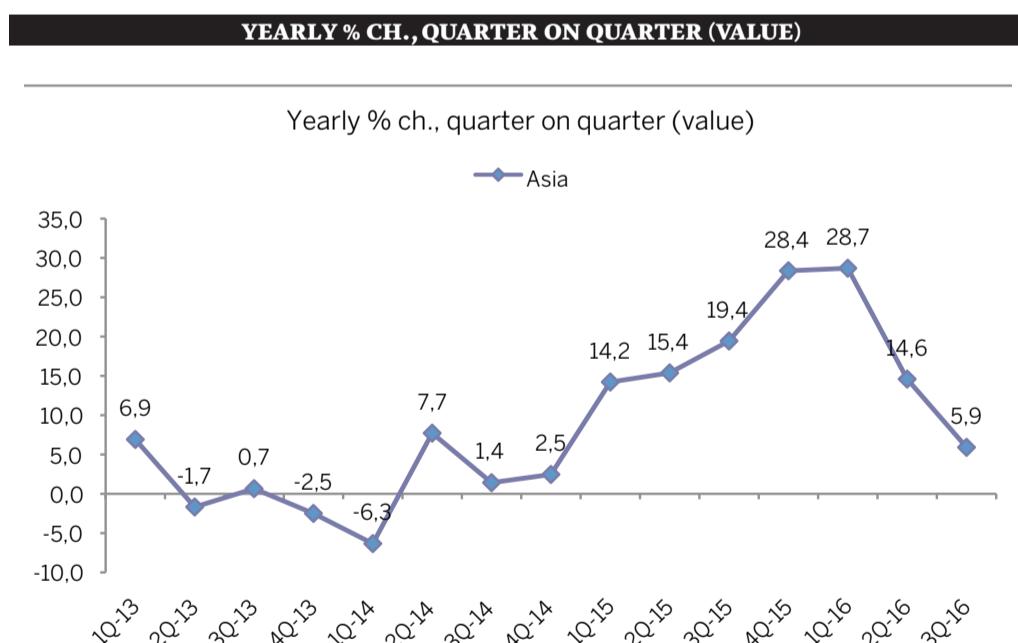
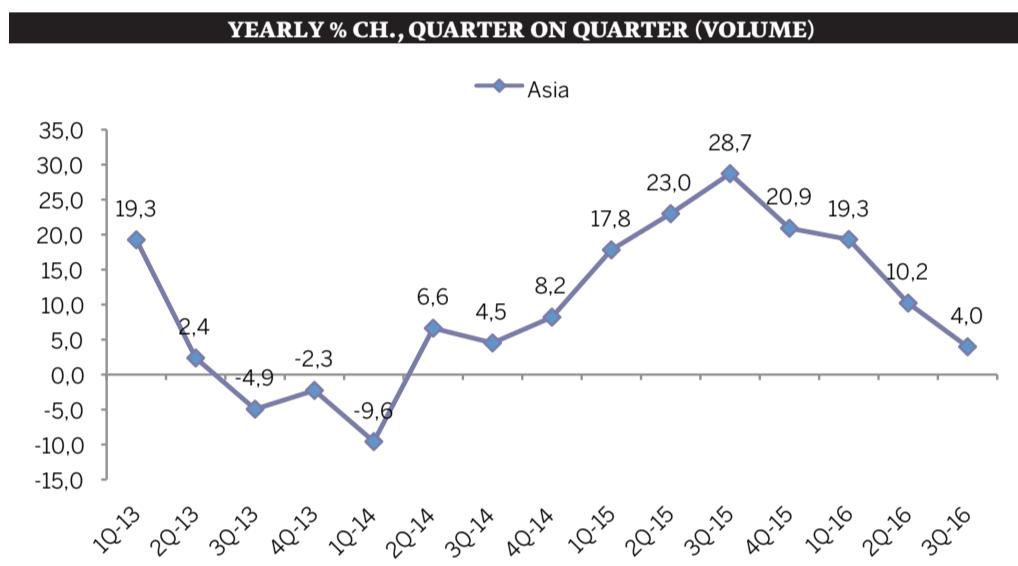


Asia

The Asian aggregate – including China, Japan, Hong Kong and South Korea – experienced a quarter which we may consider anomalous. On one hand, there was an interruption in the pace of volume growth that decreased from +20% in March to +4% in September. On the value front, the outcome was even worse, because, if the second quarter had already halved the growth of March (+15%), in September the figure reached only +6%. Therefore, there had been too much running in March and June. It is easy to identify China, the major continental player, as responsible for causing this general slow-down, at least as concerns volumes, whereas with regard to values, responsibility also lies on Japan.

Focusing on China, if we consider the performance by quarters (in dollars), September with +6% loses 9 points versus June and over 40 if we extend up to March. Obviously, at fault is the progressive weakening of the Yuan, which is forcing the importers to “jump through hoops” to keep the threshold of purchase volumes high: these are also progressively slowing down compared with the previous quarters. This has been already occurring since last year’s end: in sequence, +30% between the end of 2015 and the beginning of 2016, then +18% in June and now +11%. Considering the total sales since January, with the exception of USA and South Africa, however a growth was registered for all the major suppliers, including Italy, which closed at +12% in volume. If we really want to be precise, Italy march pace is similar to that of the French (who are however the leaders) and half and one third compared to the pace of Chile and Spain respectively. To say that one should do more is a topical issue, at least here.

Let’s talk about Japan: even here the dynamics by quarters is not exceptional. The third quarter of the year marked the lowest levels ever since at least three years ago, with volumes sunken to -13% after almost reaching zero since the end of 2015. In value terms, there was again a downturn, with the September peak at -23%, but this trend was the obvious consequence of the appreciation of the Yen against the Dollar, attaining the annual minimum of 101 in August, and against the Euro (a minimum of 113 always in August). Therefore, even if, at last, they have a stronger currency, the Japanese buyers do not push volumes, as a testimony to a weakening in the market. For Italy the total sales since September accounted for a -11% in volume, little worse than the French leaders. Still growing are both the Chileans and – in a lower place in the ranking – the Argentineans, reaching an annual +17%.



IMPORT 2016

JANUARY-SEPTEMBER / asia

BOTTLED	Liters		\$		\$/liter	
	2016	% change	2016	% change	2016	% change
France	140.402.183	10,8	751.681.233	20,7	5,35	8,9
Australia	56.513.094	35,1	403.274.429	25,1	7,14	-7,4
Chile	45.355.915	24,4	155.626.944	21,5	3,43	-2,3
Spain	54.620.192	36,0	109.147.747	31,1	2,00	-3,6
Italy	19.578.858	11,7	86.552.188	34,5	4,42	20,5
USA	6.852.282	-14,5	35.128.837	-11,1	5,13	4,0
South Africa	5.684.486	-12,2	18.221.033	-31,7	3,21	-22,2
Argentina	4.260.796	9,5	17.304.254	11,5	4,06	1,8
New Zealand	1.606.107	23,0	15.506.997	13,0	9,66	-8,2
Portugal	5.106.790	20,1	14.409.234	25,0	2,82	4,1
Germany	2.918.595	-5,0	12.436.687	-8,7	4,26	-3,9
Others	11.572.469	48,7	39.771.084	20,3	3,44	-19,1
Total	354.471.767	19,1	1.659.060.667	20,7	4,68	1,3

SPARKLING	Liters		\$		\$/liter	
	2016	% change	2016	% change	2016	% change
France	1.319.633	-33,4	18.371.721	-19,5	13,92	20,8
Italy	4.808.164	10,6	13.109.402	-2,4	2,73	-11,8
Spain	2.443.478	22,2	5.290.045	0,4	2,16	-17,8
Australia	457.044	-37,9	2.132.392	-28,0	4,67	16,0
Germany	356.577	-21,7	1.015.259	-24,3	2,85	-3,3
Chile	40.964	5,4	326.098	72,2	7,96	63,4
Argentina	67.427	-33,9	325.871	-29,9	4,83	6,1
USA	64.115	56,7	283.340	-11,6	4,42	-43,6
South Africa	82.203	-24,1	253.486	-17,9	3,08	8,2
Others	246.890	-9,4	757.995	1,3	3,07	11,8
Total	9.886.495	-1,9	41.865.609	-12,5	4,23	-10,8

BOTTLED	Liters		Thousand \$		\$/liter	
	2016	% change	2016	% change	2016	% change
France	2.817.913	-15,2	30.514	0,4	10,83	18,3
Chile	6.498.928	2,2	29.707	-1,8	4,57	-3,9
USA	1.788.856	-6,9	14.915	-6,0	8,34	1,0
Italy	2.330.750	-4,1	14.611	-1,4	6,27	2,8
Spain	2.989.157	-5,7	7.957	-3,6	2,66	2,2
Australia	1.316.746	19,3	6.605	8,2	5,02	-9,4
Argentina	549.616	3,2	2.883	-1,5	5,25	-4,6
New Zealand	164.110	8,3	1.557	9,4	9,49	1,1
Germany	292.997	-29,4	1.335	-28,5	4,56	1,2
South Africa	266.527	-53,4	763	-51,6	2,86	3,9
Portugal	50.463	13,8	387	23,2	7,67	8,3
Others	138.178	-16,9	1.149	-18,5	8,32	-2,0
Total	19.204.241	-4,9	112.383	-2,4	5,85	2,5

SPARKLING	Liters		Thousand \$		\$/liter	
	2016	% change	2016	% change	2016	% change
France	450.548	15,9	13.814	24,6	30,66	7,5
Italy	849.083	-14,9	3.980	-14,5	4,69	0,4
South Africa	865.760	-15,6	1.921	-12,9	2,22	3,2
Spain	345.366	25,9	1.213	27,4	3,51	1,2
USA	88.643	15,0	357	0,8	4,03	-12,3
Australia	78.999	-16,7	314	-22,3	3,97	-6,7
Chile	48.028	176,5	237	203,8	4,93	9,9
Others	82.593	-46,9	453	-25,0	5,48	41,2
Total	2.809.020	-7,3	22.289	9,6	7,93	18,2

BOTTLED	Liters		Thousand HKD		HKD/liter	
	2016	% change	2016	% change	2016	% change
China	8.480.142	57,9	3.450.837	71,9	406,93	8,8
France	9.473.158	-9,3	2.008.232	6,2	211,99	17,0
UK	1.114.251	-3,2	1.173.311	-1,2	1.053.00	2,1
USA	7.802.735	30,7	507.874	2,9	65,09	-21,3
Australia	6.983.188	-2,9	489.152	-8,7	70,05	-6,0
Italy	1.654.727	-22,9	134.118	-9,9	81,05	16,9
Singapore	514.065	40,2	124.675	85,7	242,53	32,5
Chile	3.741.298	-3,0	114.330	-6,5	30,56	-3,6
Switzerland	32.391	-13,2	100.041	6,7	3.088.54	22,9
Germany	505.739	-30,1	84.439	-33,1	166,96	-4,3
Spain	2.600.833	-16,6	79.441	1,5	30,54	21,6
New Zealand	746.348	-11,6	55.422	-10,3	74,26	1,4
South Africa	628.787	6,8	32.223	21,4	51,25	13,7
Argentina	254.510	13,4	10.720	15,6	42,12	1,9
Portugal	176.872	17,6	9.689	10,6	54,78	-5,9
Others	1.497.535	10,4	375.493	54,0	250,74	39,5
Total	46.206.579	6,1	8.749.997	23,2	189,37	16,1

SPARKLING	Liters		Thousand HKD		HKD/liter	
	2016	% change	2016	% change	2016	% change
Singapore	422.497	-3,2	174.949	3,1	414,08	6,5
France	437.636	-11,5	73.995	-19,9	169,08	-9,5
UK	35.282	-34,6	14.623	4,6	414,46	59,9
Italy	219.919	-26,6	10.472	-28,1	47,62	-2,0
USA	20.860	-27,9	8.236</			

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JANUARY-SEPTEMBER / europe

BOTTLED BY CATEGORY	Liters		Euro		Euro/liter	
	2016	% change	2016	% change	2016	% change
Slightly sparkling (frizzanti)	117.295.608	-0,6	266.806.547	5,1	2,27	5,7
Dop (Doc-Docg)	306.723.514	0,5	1.430.736.818	3,9	4,66	3,4
Igp/Igt	343.113.814	-4,7	994.665.264	-5,2	2,90	-0,6
Varietals	14.824.532	43,7	28.556.487	12,1	1,93	-22,0
Common wines	61.003.058	-3,1	99.743.500	-5,6	1,64	-2,6
Still wines total	725.664.918	-1,7	2.553.702.069	-0,1	3,52	1,6
Sweet and fortified	3.968.833	0,0	32.538.665	-0,1	8,20	-0,1
Riexport	6.339.559	-81,4	25.818.032	-65,0	4,07	88,3
Total	853.268.918	-4,6	2.878.865.313	-1,3	3,37	3,4

SPARKLING BY CATEGORY	Liters		Euro		Euro/liter	
	2016	% change	2016	% change	2016	% change
Champagne (riexport)	482.298	-10,3	16.420.280	-20,2	34,05	-11,1
Asti	21.375.621	-6,6	72.278.402	-8,0	3,38	-1,5
Dop (Prosecco and oth.)	156.342.655	28,4	602.842.461	37,9	3,86	7,4
Igp	8.943.257	92,3	20.383.848	21,8	2,28	-36,7
Varietals	5.912.555	-0,5	16.905.525	-1,9	2,86	-1,4
Common sparkling	30.031.397	6,7	75.808.657	-3,2	2,52	-9,3
Total	223.087.783	21,3	804.639.173	24,0	3,61	2,3

BOTTLED	Liters		Euro		Euro/liter	
	2016	% change	2016	% change	2016	% change
USA	186.158.203	-4,9	785.367.468	-2,3	4,22	2,8
Germany	197.413.209	-1,7	542.780.149	0,7	2,75	2,4
UK	116.095.710	-19,5	254.892.339	-16,0	2,20	4,4
Canada	46.081.537	-1,9	200.910.626	-2,8	4,36	-0,9
Switzerland	30.664.067	6,8	179.135.162	4,6	5,84	-2,1
Japan	24.068.384	-6,9	88.854.594	-5,7	3,69	1,3
Denmark	20.509.540	2,1	85.517.727	3,4	4,17	1,3
Netherlands	27.488.878	-0,2	85.284.604	10,5	3,10	10,7
Sweden	16.899.322	-0,9	68.055.492	-1,1	4,03	-0,3
France	26.050.643	-11,1	65.890.191	-6,5	2,53	5,1
China	16.845.941	19,4	55.925.218	16,2	3,32	-2,6
Belgium	15.008.625	-5,6	52.239.172	-1,9	3,48	3,9
Austria	17.919.916	0,3	45.351.687	3,7	2,53	3,4
Norway	7.933.864	2,3	38.674.590	1,2	4,87	-1,1
Russia	13.026.520	-6,2	29.887.315	-0,5	2,29	6,1
Poland	9.086.461	47,7	21.399.076	25,0	2,36	-15,3
Ireland	7.330.013	-13,0	19.705.876	-5,4	2,69	8,7
Spain	8.265.269	-34,9	18.217.600	-19,7	2,20	23,3
Czech R.	7.405.980	11,5	16.546.323	14,4	2,23	2,7
Hong Kong	1.645.597	3,5	15.415.487	3,2	9,37	-0,2
Brazil	5.278.459	0,7	13.798.434	-14,5	2,61	-15,0
Finland	3.458.839	3,1	13.198.947	4,6	3,82	1,5
South Korea	2.351.087	6,7	12.873.024	11,2	5,48	4,2
Ukraine	3.206.625	75,3	8.807.025	66,5	2,75	-5,0
Singapore	906.332	-1,6	6.964.031	-1,0	7,68	0,6
Hungary	972.519	33,8	1.826.255	10,1	1,88	-17,7
Others	41.197.378	5,7	151.346.901	6,4	3,67	0,7
Total	853.268.918	-4,6	2.878.865.313	-1,3	3,37	3,4

SPARKLING	Liters		Euro		Euro/liter	
	2016	% change	2016	% change	2016	% change
UK	69.417.898	30,0	236.274.661	45,8	3,40	12,1
USA	46.521.197	22,6	185.612.836	31,0	3,99	6,9
Germany	14.911.862	-1,4	57.877.635	3,3	3,88	4,7
Switzerland	6.854.740	-7,6	35.433.141	0,7	5,17	8,9
France	13.440.404	75,2	27.842.068	56,9	2,07	-10,5
Belgium	5.998.156	2,8	22.740.152	0,2	3,79	-2,6
Japan	5.003.764	2,9	21.970.828	-3,1	4,39	-5,9
Sweden	5.565.695	21,2	21.518.259	24,8	3,87	3,0
Canada	3.702.201	15,8	18.045.622	18,7	4,87	2,6
Austria	3.689.232	12,8	15.861.736	24,7	4,30	10,5
Russia	4.946.258	4,1	14.963.681	-0,7	3,03	-4,6
Norway	2.441.589	9,7	10.882.091	12,3	4,46	2,3
Netherlands	2.090.181	60,7	10.510.794	5,3	5,03	-34,5
Spain	5.974.116	289,2	9.304.200	70,6	1,56	-56,2
China	2.936.273	-17,6	8.648.674	-6,5	2,95	13,4
Poland	2.087.030	36,4	7.322.569	48,8	3,51	9,1
Denmark	1.566.699	-7,3	5.928.274	-1,7	3,78	6,0
Finland	1.551.416	20,6	5.785.067	26,5	3,73	4,8
Czech R.	1.003.467	10,9	3.652.271	20,5	3,64	8,6
Ukraine	698.541	-12,9	2.754.812	-0,3	3,94	14,4
Singapore	515.302	15,6	2.528.569	9,4	4,91	-5,4
Hong Kong	433.225	10,4	2.457.206	-2,6	5,67	-11,8
Ireland	579.702	24,9	2.294.322	22,7	3,96	-1,8
Brazil	749.554	10,9	2.235.263	-3,0	2,98	-12,6
South Korea	390.247	28,5	1.703.348	56,8	4,36	22,0
Hungary	397.743	40,7	1.334.038	39,6	3,35	-0,7
Others	19.621.291	6,2	69.157.056	8,8	3,52	2,5
Total	223.087.783	21,3	804.639.173	24,0	3,61	2,3

BULK AND >

JANUARY-SEPTEMBER / europe

REGION / TYPE	Liters		Euro		Euro/liter	
	2016	% change	2016	% change	2016	% change
Champagne	69.173.793	0,3	1.750.750.861	-1,0	25,31	-1,3
Other sparkling	43.106.197	-5,2	179.563.121	-2,6	4,17	2,8
Sparkling total	112.279.990	-1,9	1.930.313.982	-1,2	17,19	0,7
Slightly sparkling	619.546	14,8	3.118.990	27,1	5,03	10,7
Bordeaux	135.189.539	-1,3	1.199.150.159	-7,5	8,87	-6,3
Bourgogne	39.829.611	2,8	555.660.294	6,7	13,95	3,8
Alsace	12.681.460	-13,6	68.761.851	-6,2	5,42	8,7
Val de Loire	27.844.789	7,3	164.365.853	6,8	5,90	-0,4
Beaujolais	9.350.972	3,3	46.769.048	2,4	5,00	-0,8
Côtes du Rhône	46.816.950	0,9	255.849.283	3,1	5,46	2,2
Languedoc-Roussillon	29.554.574	-4,3	115.963.331	6,6	3,92	11,4
Igp-Vin de Pays	210.198.579	-5,7	536.908.823	-4,1	2,55	1,7
Varietals	50.669.080	7,5	116.344.282	10,2	2,30	2,5
Common wines	92.239.574	8,8	152.184.372	6,5	1,65	-2,1
Others	87.915.267	15,4	389.920.595	18,0	4,44	2,3
Bottled total	742.909.941	1,2	3.604.996.881	0,5	4,85	-0,7
Bulk	163.679.619	-6,7	218.887.818	-8,3	1,34	-1,8
Total export	1.018.869.550	-0,5	5.754.198.681	-0,4	5,65	0,1

CHAMPAGNE	Liters		Euro		Euro/liter	
	2016	% change	2016	% change	2016	% change
USA	11.984.729	6,1	366.166.952	1,2	30,55	-4,6
UK	14.310.940	-1,7	283.836.091	-7,2	19,83	-5,6
Singapore	6.930.286	-6,0	182.204.784	-5,3	26,29	0,7
Germany	4.681.920	-0,8	103.963.179	-1,6	22,21	-0,9
Japan	3.126.303	0,9	90.687.009	8,1	29,01	7,1
Italy	2.668.820	4,1	83.230.915	9,3	31,19	5,0
Belgium	3.186.300	-5,0	72.687.322	-4,3	22,81	0,8
Switzerland	2.140.598	7,9	53.604.672	-2,2	25,04	-9,4
Spain	1.915.063	7,2	50.585.045	5,5	26,41	-1,7
Australia	2.481.842	-8,1	46.716.611	-5,3	18,82	3,0
Canada	1.107.598	5,0	34.652.900	0,3	31,29	-4,4
United Arab Emirates	1.089.153	9,7	34.461.661	10,8	31,64	1,0
Sweden	1.338.361	3,2	30.097.620	8,5	22,49	5,1
Netherlands	1.000.365	5,9	25.991.858	11,1	25,98	4,9
Mexico	853.342	18,0	17.462.576	-1,0	20,46	-16,1
Austria	625.720	15,8	16.377.066	17,9	26,17	1,8
Hong Kong	543.639	20,5	15.214.216	20,5	27,99	0,0
South Africa	503.031	16,4	14.866.877	19,4	29,55	2,6
Denmark	533.716	-5,0	14.582.285	-1,8	27,32	3,3
South Korea	543.618	29,3	13.573.935	38,3	24,97	7,0

BORDEAUX	Liters		Euro		Euro/liter	
	2016	% change	2016	% change	2016	% change
China	36.955.075	13,5	213.190.435	13,5	5,77	0,0
Hong Kong	5.312.507	-1,9	201.334.513	5,6	37,90	7,7
USA	13.600.433	1,9	138.150.544	-11,0	10,16	-12,6
UK	11.470.526	-10,0	99.467.452	-36,4	8,67	-29,3
Japan	10.438.915	-10,9	79.406.888	-3,3	7,61	8,5
Belgium	11.514.476	-7,9	63.321.606	-8,3	5,50	-0,5
Germany	9.408.352	-18,9	58.030.869	-22,7	6,17	-4,8
Switzerland	2.551.314	-12,1	50.419.342	-26,4	19,76	-16,3
Canada	4.235.739	-6,2	37.245.675	-9,0	8,79	-3,0
Singapore	1.963.007	73,7	25.304.998	-0,4	12,89	-42,7
Netherlands	3.792.013	-17,2	25.016.522	-10,9	6,60	7,5

BOURGOGNE	Liters		Euro		Euro/liter	
	2016	% change	2016	% change	2016	% change
USA	8.332.158	2,9	134.253.608	4,3	16,11	1,3
UK	8.191.774	17,7	88.050.573	19,2	10,75	1,3
Japan	4.219.829	-5,5	73.467.111	2,3	17,41	8,3
Canada	3.356.425	9,0	32.490.958	10,1	9,68	1,0
Hong Kong	598.340	22,1	28.740.028	5,5	48,03	-13,6
Switzerland	816.224	20,7	23.772.566	17,9	29,13	-2,3
Belgium	2.142.928	-19,0	18.630.672	-10,6	8,69	10,3
Germany	1.592.842	-7,9	16.208.865	-6,9	10,18	1,0
Netherlands	1.812.390	7,5	14.748.095	6,9	8,14	-0,5
China	805.558	-0,8	14.240.280	16,8	17,68	17,7
Sweden	1.827.971	-1,9	13.538.623	3,9	7,41	5,9

BOTTLED WINES	Million liters		Million euro		Euro/liter	
	2016	% change	2016	% change	2016	% change
USA	84,6	10,6	615,1	5,7	7,27	-4,4
UK	108,3	-2,2	420,8	-8,4	3,88	-6,3
China	122,4	11,9	402,1	11,2	3,29	-0,7
Germany	78,3	-7,4	257,3	-8,4	3,29	-1,1
Hong Kong	9,9	4,4	255,2	7,1	25,70	2,5
Japan	32,6	-6,8	226,8	-0,7	6,96	6,6
Belgium	65,9	-4,2	225,1	-5,9	3,42	-1,8
Canada	35,8	-1,1	200,4	-1,8	5,60	-0,8
Netherlands	71,4	-3,2	194,9	-2,2	2,73	1,1
Switzerland	12,4	-6,3	129,2	-8,8	10,42	-2,7
Sweden	13,9	6,8	60,5	8,7	4,37	1,7
Denmark	10,3	-5,2	46,1	-7,9	4,49</	

EXPORT 2016

JANUARY-SEPTEMBER / europe

BOTTLED	Liters		Euro		Euro/liter	
	2016	% change	2016	% change	2016	% change
UK	78.199.261	-7,1	180.873.161	-2,8	2,31	4,6
USA	35.702.593	7,4	162.961.097	9,1	4,56	1,6
Germany	81.405.322	6,3	161.345.447	-1,4	1,98	-7,3
China	52.525.350	44,8	90.573.051	41,8	1,72	-2,1
Switzerland	12.608.792	0,4	84.782.101	22,3	6,72	21,7
Netherlands	34.538.160	1,4	72.170.298	3,1	2,09	1,7
Canada	11.516.873	1,9	52.271.275	1,3	4,54	-0,7
France	42.266.017	15,2	48.370.625	8,3	1,14	-5,9
Mexico	12.619.009	14,5	41.407.628	2,5	3,28	-10,5
Japan	16.537.656	-8,9	31.860.740	-9,8	1,93	-1,0
Belgium	8.844.937	1,9	24.924.609	0,8	2,82	-1,0
Sweden	10.194.415	33,1	24.180.638	14,4	2,37	-14,1
Portugal	53.558.623	-9,7	22.083.096	-6,6	0,41	3,4
Denmark	9.751.472	1,8	21.649.186	3,7	2,22	1,9
Ireland	6.189.215	28,2	15.808.860	21,1	2,55	-5,5
Poland	6.286.304	-0,5	11.475.219	-5,4	1,83	-5,0
Norway	2.552.085	2,8	10.003.535	0,1	3,92	-2,7
Finland	3.259.592	3,1	8.108.937	-0,2	2,49	-3,2
Others	111.381.925	-20,7	180.947.761	-1,7	1,62	23,9
Total	589.937.604	-1,1	1.245.797.262	4,5	2,11	5,7

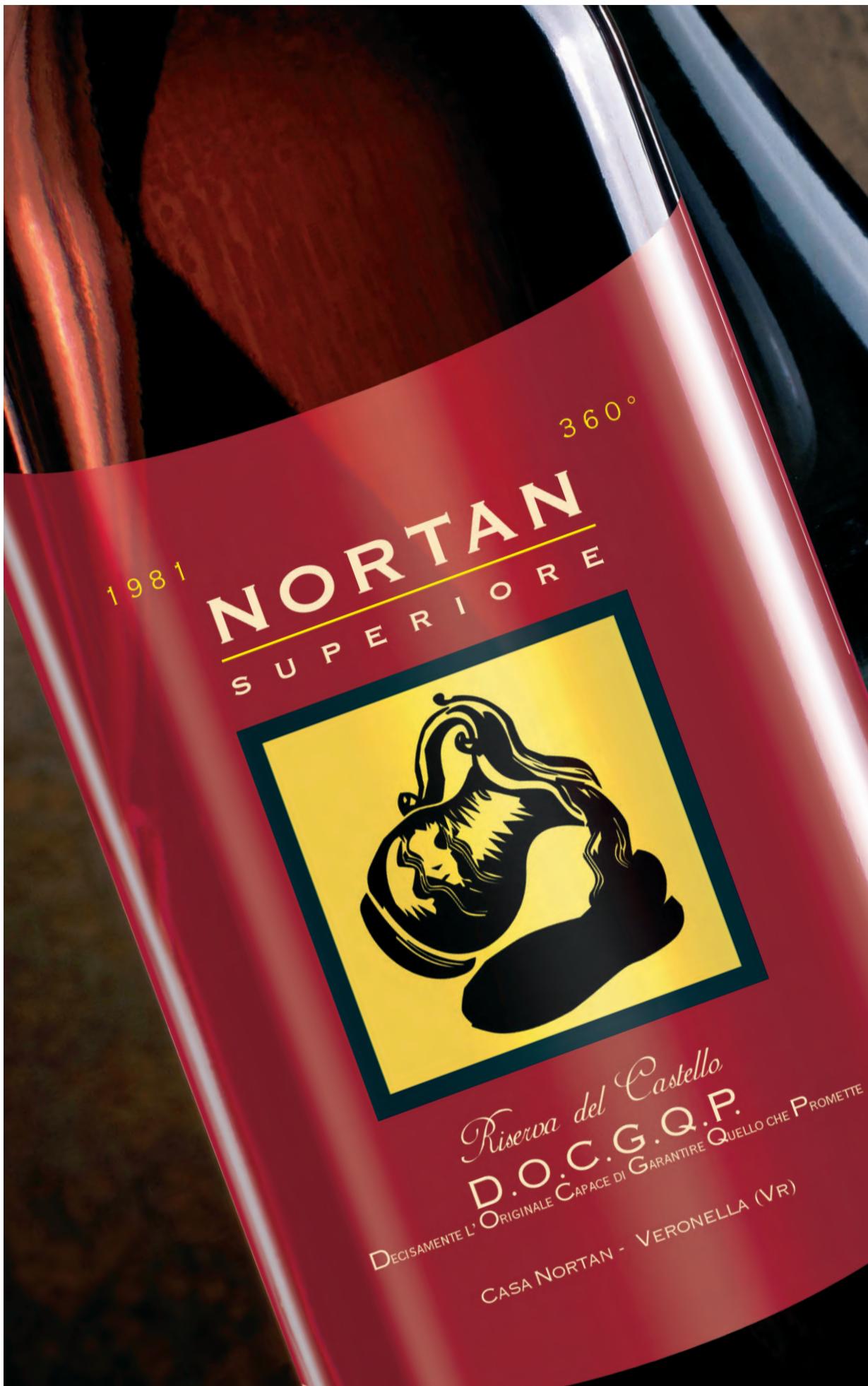
SPARKLING	Liters		Euro		Euro/liter	
	2016	% change	2016	% change	2016	% change
USA	14.287.508	11,8	51.221.171	10,3	3,59	-1,4
Germany	20.475.961	-25,7	37.988.430	-19,1	1,86	8,9
Belgium	13.976.449	-8,8	37.014.041	-13,5	2,65	-5,2
Japan	8.360.750	9,5	26.547.777	10,6	3,18	1,0
UK	11.429.495	-14,2	25.161.365	-25,7	2,20	-13,4
France	15.187.207	16,1	21.711.302	20,1	1,43	3,4
Sweden	2.805.044	13,5	8.834.264	10,8	3,15	-2,4
Finland	1.970.070	4,2	6.663.917	3,5	3,38	-0,7
Canada	1.364.148	5,8	6.058.263	1,7	4,44	-3,9
Switzerland	1.341.465	24,5	5.865.505	15,3	4,37	-7,4
Netherlands	1.695.698	2,8	5.391.913	-21,2	3,18	-23,4
Norway	999.896	17,0	3.731.667	14,7	3,73	-2,0
China	1.427.778	-4,5	2.976.309	-10,7	2,08	-6,5
Others	15.393.784	32,9	43.085.928	22,0	2,80	-8,2
Total	110.715.254	-1,1	282.251.852	-1,4	2,55	-0,3

BULK	Liters		Euro		Euro/liter	
	2016	% change	2016	% change	2016	% change
France	382.848.441	0,8	131.158.000	7,6	0,34	6,7
Germany	185.748.326	-10,9	60.335.980	-5,9	0,32	5,6
Russia	76.560.436	15,3	27.642.083	29,7	0,36	12,5
Portugal	67.975.708	-33,6	25.946.167	-28,4	0,38	7,8
Italy	60.926.830	-43,5	22.283.984	-40,4	0,37	5,6
China	17.030.827	7,0	9.227.379	22,0	0,54	14,0
Czech R.	19.439.517	-26,6	8.038.091	-0,5	0,41	35,6
Denmark	9.130.058	10,9	6.285.150	7,8	0,69	-2,8
Sweden	3.541.268	-45,6	5.422.962	-34,1	1,53	21,2
Netherlands	6.210.335	14,9	5.093.169	28,2	0,82	11,5
UK	8.514.312	-16,7	4.947.963	-15,7	0,58	1,2
Belgium	10.277.269	23,0	4.667.873	23,5	0,45	0,4
Switzerland	8.029.247	-35,8	4.372.385	-18,5	0,54	26,9
USA	3.720.587	59,8	4.025.919	63,4	1,08	2,2
Canada	8.264.597	-40,4	3.719.190	-30,6	0,45	16,6
Norway	2.260.894	20,0	3.175.183	21,9	1,40	1,6
Others	101.094.665	-8,4	47.453.736	-2,3	0,47	6,7
Total	971.573.316	-10,6	373.795.216	-3,8	0,38	7,6



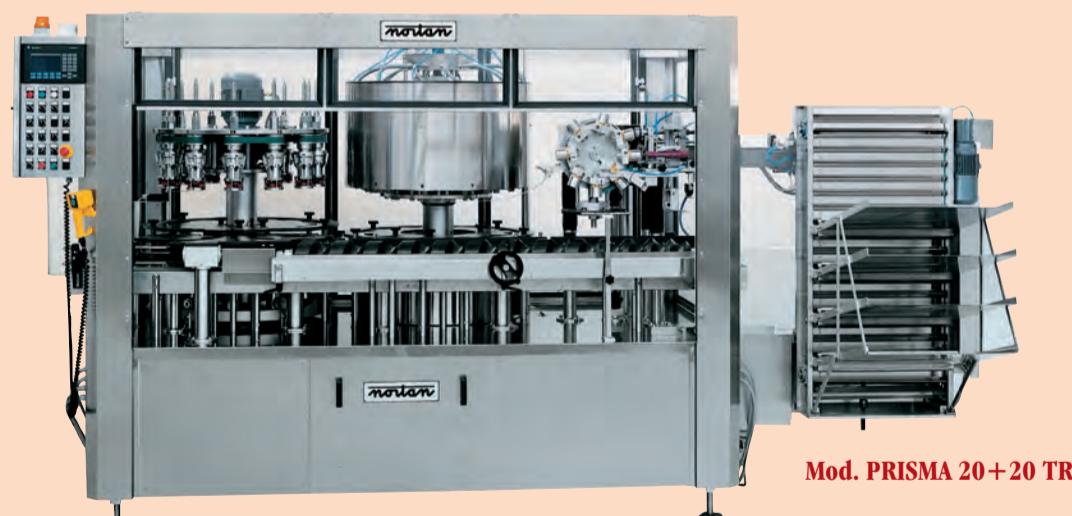
BOTTLED (Porto included)	Million liters		Million euro		Euro/liter	
	2016	% change	2016	% change	2016	% change
France	23,8	4,3	75,7	2,8	3,18	-1,5
USA	13,3	6,0	53,5	5,8	4,03	-0,1
UK	11,5	2,7	39,5	-3,2	3,44	-5,8
Netherlands	9,9	6,2	33,6	8,0	3,41	1,7
Belgium	9,9	-5,5	32,1	-5,9	3,26	-0,5
Germany	11,5	6,7	30,5	5,1	2,66	-1,4
Canada	7,4	4,3	29,1	2,4	3,94	-1,7
Brazil	7,8	15,3	19,4	-4,7	2,48	-17,4
Switzerland	5,0	3,5	18,4	5,8	3,66	2,3
Poland	6,7	10,7	13,6	11,0	2,04	0,2
China	4,6	21,6	11,5	31,1	2,49	7,8
Denmark	2,6	10,6	11,2	12,8	4,35	1,9
Angola	4,8	-76,0	11,2	-70,9	2,34	21,6
Sweden	3,8	11,9	9,4	10,0	2,51	-1,7
Spain	2,6	12,9	8,9	17,2	3,47	3,8
Luxembourg	2,0	-0,5	6,0	7,6	2,95	8,2
Japan	1,2	11,5	4,5	8,7	3,77	-2,5
Others	24,4	4,8	54,1	5,9	2,22	1,0
Total	152,6	-4,5	462,2	-2,0	3,03	2,6

BULK	Million liters		Million euro		Euro/liter	
	2016	% change	2016	% change	2016	% change
Spain	16,7	7.680,7	5,0	3.583,2	0,30	-52,7
France	4,3	15,6	3,8	6		



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risposte certe.

Nortan nasce nel 1981 e da allora ha sempre mantenuto le proprie promesse. Quando un prodotto Nortan viene immesso sul mercato state certi: ha superato mille test. Se Nortan dice 30.000 bottiglie/ora è perchè sono 30.000 bottiglie/ora. Per i nuovi impianti della vostra linea di produzione chiamate Nortan. Troverete un consulente a 360°.



Un impianto Nortan vi garantisce molti anni di performances ineguagliabili.

E' facile da impiegare. E' affidabile anche in condizioni estreme. E' rapidamente conformabile a produzioni diverse. Garantisce altissima precisione. Dispone di coclea universale. Si comanda da un video "touch-screen". Si regola automaticamente in funzione dell'altezza delle bottiglie. Ha velocità di produzione e delle torrette sincronizzate. Può essere acquistato sia per singole stazioni che in versione linea integrata.

nortan

JANUARY-SEPTEMBER/ America

BOTTLED	Thousand liters		Thousand \$		\$/liter	
	2016	% change	2016	% change	2016	% change
Canada	39.009	-1,9	263.467	-4,2	6,75	-2,3
UK	40.752	8,7	219.441	25,2	5,38	15,2
Germany	16.327	4,1	66.327	8,9	4,06	4,6
Hong Kong	6.664	-7,6	59.568	-3,5	8,94	4,4
China	7.418	17,4	49.840	72,3	6,72	46,9
Japan	7.506	-27,4	45.503	-16,0	6,06	15,8
France	3.346	3,2	35.907	-5,4	10,73	-8,4
Poland	7.853	-17,6	26.908	-10,1	3,43	9,0
Denmark	2.686	10,1	19.042	6,1	7,09	-3,6
Sweden	2.809	-39,2	16.699	-33,7	5,95	9,1
Switzerland	2.101	2,4	16.077	-2,2	7,65	-4,5
Netherlands	2.827	-7,4	14.237	5,1	5,04	13,6
South Korea	1.769	8,0	13.000	10,0	7,35	1,8
Belgium-Luxembourg	1.937	0,2	11.650	-0,7	6,01	-0,9
Mexico	2.505	-9,0	9.816	-7,7	3,92	1,3
Philippines	2.815	11,2	9.313	17,0	3,31	5,3
Singapore	1.014	-27,3	8.156	-14,2	8,05	18,1
Ireland	1.876	28,9	7.354	37,7	3,92	6,8
Others	23.380	15,9	98.853	-2,0	4,23	-15,5
Total	174.593	0,6	991.158	3,8	5,68	3,2

BULK	Thousand liters		Thousand \$		\$/liter	
	2016	% change	2016	% change	2016	% change
UK	51.981	-2,4	50.621	-12,1	0,97	-10,0
Italy	25.874	-21,0	23.976	-24,7	0,93	-4,6
Japan	12.381	3,7	16.336	6,5	1,32	2,7
Canada	10.256	-26,2	13.773	-20,6	1,34	7,7
Belgium-Luxembourg	10.077	39,4	12.389	43,8	1,23	3,2
China	2.343	-7,4	5.932	-27,5	2,53	-21,7
Hong Kong	922	-41,5	4.798	-9,2	5,21	55,3
Others	20.030	-14,6	36.765	-16,5	1,84	-2,2
Total	133.862	-8,7	164.590	-12,5	1,23	-4,2

United States



BOTTLED	Liters		\$		\$/liter	
	2016	% change	2016	% change	2016	% change
USA	46.091.212	-4,2	202.657.385	-0,9	4,40	3,5
UK	16.149.522	12,9	57.711.226	11,7	3,57	-1,0
Canada	13.065.147	-8,4	50.395.429	-10,6	3,86	-2,3
Brazil	11.425.561	10,1	36.234.233	-8,5	3,17	-16,9
Mexico	6.510.625	28,5	23.286.827	24,8	3,58	-2,9
Netherlands	6.693.788	-9,9	22.597.919	-6,2	3,38	4,1
China	3.950.824	6,1	16.005.912	10,1	4,05	3,7
Switzerland	2.367.623	-2,2	11.615.541	-5,5	4,91	-3,4
Denmark	2.428.899	29,2	9.860.709	33,1	4,06	3,0
Japan	2.482.536	7,8	9.796.229	8,9	3,95	1,0
Germany	2.216.772	-11,6	9.467.216	-9,5	4,27	2,3
Sweden	2.354.714	7,3	7.888.426	6,0	3,35	-1,2
Peru	1.860.537	7,1	7.832.022	-1,4	4,21	-7,9
Belgium	1.898.686	0,0	6.543.167	-1,6	3,45	-1,6
Paraguay	2.167.736	20,4	6.370.520	6,3	2,94	-11,8
Ireland	1.612.092	17,6	5.476.899	26,8	3,40	7,8
Russia	1.266.255	15,6	3.784.324	11,1	2,99	-3,9
Others	19.749.812	-1,2	81.303.361	-3,4	4,12	-2,3
Total	144.292.341	1,3	568.827.345	0,1	3,94	-1,2

BULK	Liters		\$		\$/liter	
	2016	% change	2016	% change	2016	% change
USA	8.776.440	-70,0	11.309.238	-52,7	1,29	57,6
UK	7.375.800	2,8	10.536.853	-5,5	1,43	-8,1
Denmark	2.595.940	6,0	3.123.852	9,0	1,20	2,8
Belgium	2.127.400	18,6	2.323.848	33,7	1,09	12,8
Germany	1.732.488	-24,4	2.073.899	-14,9	1,20	12,5
Canada	3.314.960	-17,2	1.779.510	-27,0	0,54	-11,8
Russia	8.122.400	267,9	1.778.801	454,0	0,22	50,6
Netherlands	1.319.626	-3,7	1.404.693	4,1	1,06	8,1
Sweden	1.296.000	131,8	1.332.104	123,1	1,03	-3,7
France	927.500	38,0	1.035.990	55,5	1,12	12,6
Japan	1.042.000	-22,7	746.250	-25,6	0,72	-3,7
Finland	288.000	0,0	343.617	12,7	1,19	12,7
Others	1.184.940	-52,2	1.085.900	-30,5	0,92	45,3
Total	40.103.494	-28,2	38.874.555	-22,8	0,97	7,6

Argentina



BOTTLED	Thousand liters		Thousand \$		\$/liter	
	2016	% change	2016	% change	2016	% change
China	41.553	16,4	136.842	15,9	3,29	-0,4
USA	40.888	-10,6	129.387	-11,6	3,16	-1,2
UK	43.612	6,8	114.675	-2,2	2,63	-8,5
Japan	37.752	-5,5	103.389	-11,1	2,74	-5,9
Brazil	34.194	20,1	96.241	14,9	2,81	-4,3
Netherlands	25.000	17,2	70.609	14,9	2,82	-2,0
Canada	15.904	6,5	56.563	0,5	3,56	-5,6
Ireland	10.992	8,6	31.371	7,3	2,85	-1,2
Denmark	7.568	-13,3	28.411	-4,7	3,75	9,9
Mexico	11.157	11,8	28.129	2,2	2,52	-8,5
South Korea	6.455	8,4	27.957	4,4	4,33	-3,6
Germany	7.004	-19,8	24.477	-11,5</		

JANUARY-SEPTEMBER / oceania

BOTTLED	Liters		AUD		AUD/liter	
	2016	% change	2016	% change	2016	% change
China	49.030.975	29,8	308.831.650	42,3	6,30	9,6
USA	73.927.335	-0,2	293.700.758	-6,1	3,97	-5,9
UK	29.965.487	-3,7	123.195.718	-0,6	4,11	3,2
Canada	21.841.778	2,0	121.049.061	2,9	5,54	0,8
Hong Kong	7.245.557	2,1	90.646.243	-6,3	12,51	-8,2
New Zealand	10.462.801	1,9	44.667.750	3,7	4,27	1,7
Singapore	3.205.994	-8,4	43.352.068	4,2	13,52	13,8
Malaysia	3.463.395	11,6	39.952.901	4,3	11,54	-6,6
Japan	5.222.831	2,8	26.702.097	2,1	5,11	-0,7
Netherlands	5.538.446	-16,4	22.674.998	-8,0	4,09	10,0
Others	29.876.488	11,6	161.957.789	8,1	5,42	-3,1
Total	239.781.087	5,7	1.276.731.033	7,1	5,32	1,4

BULK	Liters		AUD		AUD/liter	
	2016	% change	2016	% change	2016	% change
UK	146.286.478	-4,4	137.722.011	-13,8	0,94	-9,8
USA	28.139.883	-14,0	30.894.749	-3,8	1,10	11,8
China	18.668.536	117,2	27.920.751	161,0	1,50	20,2
Canada	23.876.508	-4,0	21.685.424	-2,5	0,91	1,6
Netherlands	19.138.319	-25,8	16.173.883	-25,2	0,85	0,9
Italy	8.821.766	-35,8	11.368.315	-49,2	1,29	-20,9
New Zealand	11.155.152	30,9	9.760.246	24,6	0,87	-4,8
Belgium	8.097.650	10,9	7.678.045	15,2	0,95	3,9
Germany	8.936.974	80,0	7.365.732	93,0	0,82	7,2
Denmark	6.991.817	20,0	6.059.594	13,0	0,87	-5,8
Others	13.533.832	-28,0	18.546.024	-16,0	1,37	16,8
Total	293.646.915	-3,5	295.174.774	-6,2	1,01	-2,8


 Australia

BOTTLED	Liters		NZD		NZD/liter	
	2016	% change	2016	% change	2016	% change
USA	32.747.293	14,2	284.846.422	17,1	8,70	2,6
UK	27.700.908	7,3	199.971.337	-4,6	7,22	-11,1
Australia	23.799.713	6,2	187.018.228	4,5	7,86	-1,6
Canada	8.617.132	16,8	85.856.562	12,9	9,96	-3,4
Netherlands	3.898.539	-8,8	26.871.142	-6,5	6,89	2,6
China	1.380.127	22,5	17.600.134	5,6	12,75	-13,8
Ireland	2.323.891	8,0	17.132.394	15,8	7,37	7,2
Singapore	999.740	-10,9	14.644.984	-2,0	14,65	9,9
Sweden	1.407.815	11,4	11.298.886	11,4	8,03	0,0
Hong Kong	850.671	-7,3	10.329.600	-9,9	12,14	-2,8
Japan	766.377	-10,6	10.137.183	0,1	13,23	12,0
Denmark	566.561	41,7	4.953.365	37,4	8,74	-3,0
United Arab Emirates	421.713	9,9	4.798.317	18,3	11,38	7,6
Germany	456.156	-20,2	3.936.295	-1,0	8,63	24,1
Others	4.447.142	9,1	47.822.678	16,3	10,75	6,5
Total	110.383.778	8,8	927.217.527	6,9	8,40	-1,8

BULK	Liters		NZD		NZD/liter	
	2016	% change	2016	% change	2016	% change
UK	20.418.574	10,1	82.677.205	19,4	4,05	8,4
USA	11.801.735	-13,8	59.251.490	-7,2	5,02	7,6
Australia	11.285.463	-5,7	45.444.649	5,6	4,03	11,9
Germany	1.514.109	25,2	6.698.873	43,9	4,42	15,0
Netherlands	1.261.012	13,8	5.561.960	25,2	4,41	10,0
Belgium	912.000	-14,9	4.129.205	-11,2	4,53	4,4
France	381.963	-0,5	1.809.661	5,0	4,74	5,6
Denmark	288.000	-25,0	1.208.889	-24,6	4,20	0,5
Canada	327.479	-8,8	1.040.156	-2,1	3,18	7,3
Others	760.113	127,1	4.311.608	153,1	5,67	11,4
Total	48.950.448	-0,2	212.133.696	8,2	4,33	8,5


 New Zealand

BOTTLED	Liters		Rand		Rand/liter	
	2016	% change	2016	% change	2016	% change
UK	26.484.790	4,2	722.015.213	24,0	27,26	19,0
Germany	17.692.866	61,7	563.498.257	42,1	31,85	-12,1
Netherlands	14.003.099	5,9	529.424.143	27,0	37,81	19,9
USA	6.811.646	8,8	378.421.773	20,2	55,56	10,5
Canada	6.581.643	25,3	368.123.943	44,1	55,93	15,1
China	11.668.475	167,6	316.713.031	14,8	27,14	-57,1
Namibia	14.987.381	17,2	291.123.055	30,2	19,42	11,1
Sweden	3.819.370	0,8	189.939.936	17,7	49,73	16,8
Denmark	2.228.051	-21,4	133.974.099	23,3	60,13	56,8
Belgium	2.617.324	-4,9	124.692.706	13,7	47,64	19,5
Japan	2.018.014	-3,3	97.858.154	11,5	48,49	15,4
U. Arab Emirates	1.574.690	35,5	90.665.924	55,7	57,58	14,9
Tanzania	1.888.639	61,5	65.126.604	59,0	34,48	-1,6
Kenya	1.600.000	42,6	65.005.408	63,6	40,63	14,7
Finland	1.362.996	3,7	54.383.620	30,5	39,90	25,9
Switzerland	598.388	64,4	47.907.903	46,6	80,06	-10,8
Others	20.384.256	7,6	752.185.599	24,9	36,90	16,0
Total	136.321.628	19,8	4.791.059.368	27,8		