



CIATTI
GLOBAL WINE & GRAPE BROKERS



Global Market Report

June 2023

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**Ciatti Global Wine
& Grape Brokers**

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Bulk wine pricing around the world is generally in a stable to softening trend as a number of downward pressures on prices offset the upward pressure from elevated input costs: the stop-start nature of buying activity in most markets; some large inventory levels – primarily of reds – in Argentina, Australia, California and France; lower 2023 grape prices in Chile versus 2022; a larger than expected 2023 crop in New Zealand; Rand weakness in South Africa. It should be underlined that buying activity continues, but much of it is for short-term needs, with buyers seeking smaller volumes for quicker loading.

The slow nature of most consumer sales channels in most countries has disincentivised the opportunistic buyers who might normally – especially with freight costs greatly reduced and logistics efficiency markedly improved versus a year ago – come into a long market and get creative with new brands. Instead, winery focus is on inventory adjustment, assessing which brands are distractions to profitability, and – in some instances – brand or wider business rationalisation. The assessment of this month’s *California Report* could easily apply internationally: “Wine and grape markets [are] shrinking overall, potentially leading to lower need for wine and grapes over time.” Vine pull-outs are back on the agenda in a number of producer countries.

The *California Report* also outlines two contrasting potential responses from wineries to the current market dynamic. One is to discount pricing, which may boost sales in the short term but also reduce or remove margin in the long term. The other is to raise prices and invest in marketing – which may have greater cut-through now, when rival brands are reducing their own marketing spend – in order to grow a brand long term. However, this requires financial outlay, and few businesses are currently willing or able to do that.

The real challenge for the global wine industry, as this month’s Italy page says, is to “reinvigorate the perception of wine as a daily part of a healthy lifestyle once again”. Such a change, if it can be brought about, is likely to take some time. Until then, many of the current growth areas seem to be to one side of the mainstream of the market: low- or no-alcohol wines, organic wines, canned wine (increasingly using and marketing with more premium, varietal and vintage-specific wines such as “Loire Valley-2021-Viognier”), wine-based spritzer drinks (dovetailing the canned wine, sparkling wine and low-alcohol trends together), and wine-based cocktails (such as Sangria: see this month’s Spain page for more information). Canned wine cocktail/spritzers brands often make a virtue of their transparency (“Four simple ingredients: white wine 50%, sparkling water 40%, tonic 9%, natural lemon and lime flavours 1%”) to attract younger, health-conscious consumers.

Buyers with or without funky new products up their sleeve can currently find some excellent wines from a price-quality perspective on the bulk market – generic, varietal, conventional, organic, low-alcohol – with which to fulfil their brands in both the short and long term. Some specific wines are in low supply, and all suppliers are seeking to cover elevated input costs, so bulk prices – where they are trending softer – do not presage a race to the bottom. For the very latest buying and selling opportunities, get in touch with Ciatti direct; the team can draw on its many decades of experience to help you identify growth. In the meantime, read on for detailed updates on each market.

Robert Selby

California

Time on target



HARVEST WATCH: *Unseasonably cool; vine development 2-4 weeks behind*

California's bulk wine market remained muted through May, as it has been all year, although the number of transactions in Lodi and the Central Valley picked up a little from mid-month onward. The volumes involved in deals were mainly small, with buyers proceeding strategically, coming in for definitely-needed volumes at softened prices before exiting the market again.

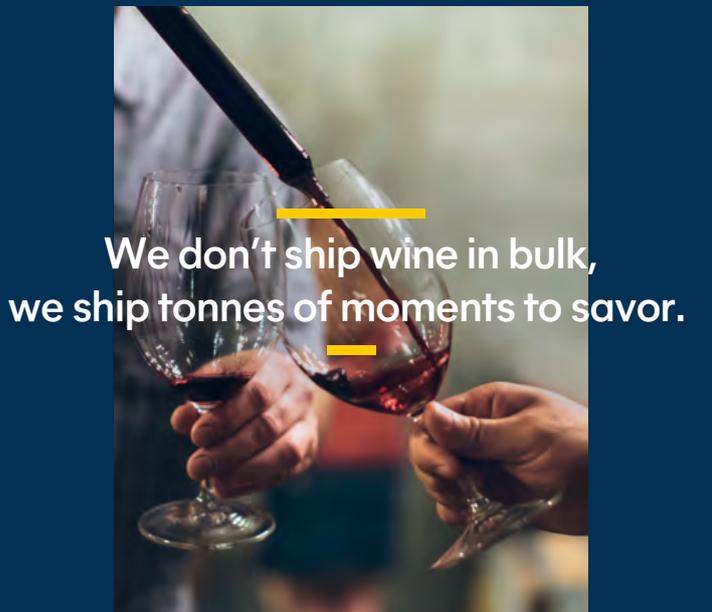
With the 2023 crop now looming on the horizon, bulk wine suppliers have become less bullish on price and eager to provide samples. The supply on the market, however, is being swollen by wineries that are normally buyers releasing their wines for sale as part of inventory adjustments amid slow US case-good sales. Sluggish sales across all channels, the fragile economy in general,

and a delay to the growing season, have made buyers extremely hesitant and – as outlined above – only willing to move when the wine is at the exact right price and definitely needed. Bulk inventory is large, especially of Cabernet (estimated at over 8 million gallons), Pinot Noir, and Zinfandel. Of these reds, 2021 wines, and some 2020 wines, still remain available.

Wineries are re-evaluating their brands in order to figure out what might help stimulate sales. The question they are asking themselves is: How do you get rid of a supply backlog while maintaining brand integrity and profitability? One symptom of the battle for margin is the continuing movement of bulk wine sourcing from expensive to less expensive areas – something we saw occurring in 2018 and 2019 before COVID-19's arrival temporarily rejuvenated the market. The fundamental structural issue for the Californian wine industry – as for so many others around the world – is that wine consumption is stable at best while actual and potential supply is long.

California's grape market reflects the bulk market, with 2023 grapes continuing to be released as wineries reduce their needs as part of inventory adjustment. This involves putting their own grapes up for sale or releasing their grape suppliers from commitments. Being released from commitments can be of little benefit to growers when there are so few, if any, alternative buyers. Growers in general, like bulk wine sellers, have become increasingly open-minded on price over the past 2-3 months. However, the Central Valley's spot market is very quiet – again, reminiscent of 2019 when a volume of uncontracted fruit was ultimately left on the vine. COVID-19's intervention potentially avoided a conversation around vine pull-outs that, three years on, may now have to be confronted.

May continued the abnormally wet and cool spring that California has experienced this year, further delaying the growing season from an estimated 10 days to three weeks behind to something closer to 2-4 weeks. June is also looking mixed, with lower-than-normal temperatures at the start of the month and forecasters predicting just as much chance of below-average temperatures as above average. While the forecast shows a likelihood for a warmer summer than average as a whole, the slow start to the season raises some concerns regarding harvest quality and timing later on, should unseasonable mildness continue.



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See next page for more on California.
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All areas of the state are now in bloom and some parts of the interior, including western Lodi, have begun to see fruit set on the early varieties. Tentative first assessments are that the cluster counts appear normal and vine growth and conditions look positive, given spring's precipitation levels. As such, there could be the potential for an average-sized crop or larger, depending on berry sizing. It remains too early to draw any firm conclusions, especially given the delayed season.

Even if California's average crop level must be revised downward after four consecutive harvests below 4.0 million tons, the acute slowness of the bulk wine and

Key Takeaways

The Central Valley's bulk wine and grape markets – like California's as a whole – remain quiet and supply on both is being supplemented by wineries that are normally buyers of these products. Slow sales across all channels are leading to inventory adjustments at wineries, the release of grape growers from supply commitments and the dropping of wine brands deemed unprofitable. Bulk wine and grape suppliers have consequently become less bullish on price and there are potential volume opportunities to be had, especially on the state's large red wine inventory in general and Cabernet in particular. In this context, export pricing remains stable.

To find out more about California's bulk wine market you can read Ciatti's monthly *California Report*.

grape markets suggests the level of uncontracted fruit this year is likely to be a challenge. Growers may consider crushing uncontracted grapes into bulk wine themselves, in turn leading to some extra opportunities for bulk buyers. In short, buyers are currently in the driving seat, both grape and bulk-wise.

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California: Current Export Market Pricing (USD per liter)

Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
2022	Generic White	1.05 – 1.15	↔	2022	Generic Red	1.00 – 1.15	↔
2022	Chardonnay	1.40 – 1.80	↔	2022	Cabernet Sauvignon	1.15 – 1.25	↔
2022	Pinot Grigio	1.30 – 1.59	↔	2022	Merlot	1.15 – 1.40	↔
2022	Muscat	1.15 – 1.45	↔	2022	Pinot Noir	1.40 – 1.85	↔
2022	White Zinfandel	1.05 – 1.15	↔	2022	Syrah	1.05 – 1.45	↔
2022	Colombard	1.10 – 1.25	↔	2022	Ruby Cabernet	1.00 – 1.10	↔
				2022	Zinfandel	1.25 – 1.65	↔



Argentina

Time on target



HARVEST WATCH: 1.43 MMT, continuing trend for shorter crops

Argentina exported 46.2% less bulk wine, 21.9% less bottled wine and 60.7% less grape juice concentrate in January-April 2023 versus the first four months of 2022, highlighting the slowdown in the global wine business in general and Argentina's uncompetitive pricing in particular. The same National Institute of Viniculture (INV) statistics showed bulk exports down 54.8% in the month of April, with bottled down 32.2% and GJC down 64.8%, illustrating a worsening trend as the year progresses.

The wine sales picture domestically is no healthier – no surprise considering Argentina is suffering an economic crisis that has sent annual inflation and interest rates past 100% and weakened the peso out to ARS250/dollar. Total domestic shipments of wine were down 11.6% in January-April and down 6.5% in April.

With such a sales slowdown at home and abroad, Argentina's wine inventory is at normal levels at vintage switchover this month despite a short 2023 harvest of 1.43 million metric tons, well down from the old average of 2.2-2.5 million tons. This continues a trend

Key Takeaways

Argentina's bulk wine prices have begun to soften – despite a number of upward price pressures – as a significant decline in domestic and export sales has hurt supplier cashflows. There is a large inventory of good-quality 2022 and 2023 wines available, including all quality levels of Malbec. The official peso exchange continues to weaken steadily – standing at ARS252/dollar as of 8th June, out from ARS236/dollar in May – but the government continues to rule out a significant devaluation closer to the unofficial rate of ARS484/dollar. A general election is scheduled for 22nd October.



over the past ten years for shorter crops, attributable at least in part to the increasing regularity of serious frost incidents. Since crops of 2.7 million tons in 2013 and 2.5 million tons in 2014, Argentina has failed to produce a crop of more than 2.5 million tons and four times has failed to exceed 2.0 million.

Argentina's suppliers, holding inventory and requiring cashflow, are now doing their best to lower export prices – not something easy to do while input costs are spiralling and the peso is being artificially held low by the government. The unofficial “blue dollar”, the exchange rate widely acknowledged to better reflect the peso's true value, now stands at ARS484/dollar, almost twice as weak as the official peso and 60% weaker than the “agro dollar” created by the government to help agricultural exporters. Nonetheless, bulk wine export pricing – including Malbec – has softened: please see the price grid below and contact Eduardo directly for the latest opportunities.

Until the beginning of June, autumn was unseasonably mild in Mendoza, with daytime temperatures as high as 23-24°C and morning/evening temperatures up at 13-14°C. This raises the risk of vines not having fully entered hibernation before winter's first frosts; it is a case of wait and see.

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Argentina: Current Market Pricing (USD per liter; FCA Winery)

Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
2023	Generic White (Basic)	0.80 – 0.90	↔	2023	Generic Red	0.90 – 1.00	↔
2023	Generic White (Standard)	0.85 – 0.95	↔	2023	Cabernet Sauvignon	1.40 – 1.60	↑
2023	Muscat	0.85 – 0.95	↔	2023	Merlot	1.20 – 1.50	↔
2023	Torrontes	0.95 – 1.05	↑	2023	Syrah	0.95 – 1.05	↔
2023	Sauvignon Blanc	1.40 – 1.60	↑	2023	Malbec Standard	1.10 – 1.30	↔
2023	Chardonnay	1.80 – 2.00	↑	2023	Malbec Premium	1.40 – 1.60	↔
2023	Bonarda	0.95 – 1.05	↔	2023	Malbec High End	1.70 – 2.50	↔
				2023	Tempranillo	0.95 – 1.05	↔

White Grape Juice Concentrate (per metric ton in bulk): 2,500-2,600 (FCA Plant)

Chile

Time on target



HARVEST WATCH: *Expected 15-25% below average; high May temperatures*

Chile's 2023 varietal white wines are starting to get sampled and approved – quality appears to be good. Demand pressure for the remaining unallocated whites is not as intense as it was in previous years, given the retail sales picture in Europe and North America. As demand has been price-sensitive, pricing on the 2023 whites is stable. Some volumes of 2022 whites remain.

Limited sampling of 2023 reds has taken place, but most reds are still being finished. Significant 2022 red wine inventory remains and is often priced at a higher level than the new 2023 wines as last year's grape prices were higher. Suppliers are justifiably reluctant to soften 2022 red prices given the higher costings on it, but there is an understanding that red supply is plentiful; 2022 red prices are likely to move towards expected 2023 levels over time. Activity on reds is limited and sometimes incremental, with small volumes purchased and shipped quickly – providing the supplier with cashflow while limiting the risk to the buyer of finding themselves oversupplied.



While white wine transactions proceed steadily, the quietness of the red wine market is a reminder of the globally slow sales picture on wine which, if it continues for a number of years, will leave the industry with fewer wineries and fewer grape growers. We are starting to see some vineyard pull-outs occur in Chile, as is likely the case in most major wine-producing countries, as the industry moves to correct the supply-demand imbalance.

On the export side, there is some optimism regarding June shipments of bottled wine, as many buyers have drawn down their inventories and require new wine, and can now benefit from much lower freight costs versus a year ago. Their replenishments are likely to be limited in size given the sales picture, but the shortfall in bottled shipments versus a year ago is expected to reduce in the coming weeks.

Bulk shipments continue to be problematic – they were down 18.9% in the January-April period versus the first four months of 2022 – with an upturn in shipments to China following the country's January re-opening struggling to offset declines to the US and Europe. Signs of a price softening in Argentina will likely limit fresh interest in Chilean Malbec,

See next page for more on Chile.

although – with quality excellent and prices 50% lower than Argentinian Malbec – it represents an excellent opportunity. Chile’s grape juice concentrate sales, meanwhile, have outperformed wine due to Argentina’s short supply and high prices, with strong demand from China and other countries in Asia likely to draw down supply before the buying campaign has ended.

The Chilean peso has remained relatively stable against the dollar in the past two months, narrowly fluctuating in the CLP785-810/dollar band amid signs Chile’s proposed new constitution – to be voted on in December – will contain only pragmatic changes to the existing one, as well as ongoing US and Chinese economic uncertainty.

As in neighboring Argentina, the central zones of Chile experienced a warmer May than normal, with

temperatures nearing or reaching 30°C in some areas – high for autumn, although not unprecedented in dry years, which 2023 has so far been: as of 11th June, precipitation levels in Santiago (approximately -80%), Curicó (-45%), Chillán (-50%) and Concepcion (-30%) have remained below their annual normal to date.

Meteorologists have not attributed the autumn heat to El Niño but – as explained by the Chilean Meteorological Directorate – there is a 90% probability of the weather phenomenon affecting Chile’s weather conditions this winter, displacing precipitation levels and temperatures from their regional norms, with higher-than-normal rainfall expected in some areas of the central zone and normal to below-normal temperatures throughout the zone.

Key Takeaways

Chile’s 2023 varietal whites are ready to sample and quality appears good; demand is steady and prices are stable. Some 2022 white wines remain available. Significant inventory of 2022 reds remains and prices – elevated due to high 2022 grape costs – are beginning to soften towards expected 2023 red wine prices. Among red availability is Malbec, of excellent quality and half the price of Argentinian Malbec. Bottled wine shipments levels are expected to improve in June – as buyers replenish their drawn-down stock – albeit they will remain in negative territory versus 2022. The peso has remained relatively stable since March at around the CLP800/dollar level.

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Chilean Export Figures

Wine Export Figures	January 2022 - April 2022			January 2023 - April 2023			Volume
	Million Liters	Million US\$ FOB	Average Price	Million Liters	Million US\$ FOB	Average Price	Variance %
Bottled	139,70	454,13	3,25	111,00	356,88	3,22	-20,54
Bulk	119,51	111,79	0,94	96,93	90,62	0,93	-18,90
Sparkling Wines	0,99	3,96	4,01	0,71	3,02	4,24	-27,95
Packed Wines	7,26	12,61	1,74	7,01	11,79	1,68	-3,43
Total	267,46	582,48	2,18	215,65	462,30	2,14	-19,37

Chile: Current Market Pricing (Pricing in bulk; FOB Chilean Port)

Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
NV	Generic White	0.70 – 0.80	↔	NV	Generic Red	0.40 – 0.48	↔
2023	Chardonnay	0.80 – 0.90	↔	2022/23	Cabernet Sauvignon (Basic)	0.50 – 0.60	↓
2023	Sauvignon Blanc	0.80 – 0.90	↔	2022/23	Cabernet Sauvignon (Varietal Plus)	0.70 – 0.80	↔
2023	Sauvignon Blanc Cool Climate	1.50 – 2.30	↔	2022/23	Merlot	0.50 – 0.60	↔
2022	Carmenere	0.55 – 0.65	↔	2022/23	Malbec (Basic)	0.70 – 0.80	↔
2022	Pinot Noir	0.83 – 0.93	↔	2022/23	Syrah	0.50 – 0.60	↔



France

Time on target



HARVEST WATCH: *Eastern Languedoc in drought; west receiving rainfall*

May brought contrasting weather conditions to the eastern and western parts of the Languedoc's Mediterranean arc. Beziers eastward received some helpful precipitation levels – not enough to replenish groundwater reserves after a dry winter, but sufficient to encourage vine growth and good green coverage; the crop potential there looks large. But from Narbonne westward, the dryness has continued, halting vine development, reducing leaf coverage, stunting shoots and – in some cases – killing off vines.

Some vineyards in the worst-affected western areas will not harvest in 2023, either because the vines will not produce or because growers – foreseeing no financial viability in a short crop – opt to take off bunches in order to encourage leaf growth and dormancy until 2024. In the east, the flowering stage is now complete, fruit set is well underway and looks promising, with no major floral abortion/millerandage. All growers are closely watching the weather forecasts for hailstorms, which have – as is normal for the time of year – regularly fallen with rainfall. Hail has severely affected specific spots, but the impact is localised – sometimes individual vineyards – and does not affect the crop potential for the Languedoc region as a whole.

Provence and the Rhône Valley have also received hailstorms, as is normal, adding to the caution regarding crop expectations. However, outside the aforementioned western end of Languedoc's Mediterranean arc, the growing areas of France – including South West, Gascony, Charente, Bordeaux, Loire Valley and Burgundy – appear in very good condition. Western France has received a significant amount of continuous rain, thus keeping the growers busy spreading their vineyards in order to fight high fungus pressure. No major frost episodes or hailstorms

in the region means France could be back with significant volumes of 2023 table white wine to regain lost markets and explore new ones after two consecutive short crops.

The significant impact on Europe's agricultural output of ongoing drought in France, Spain, Italy, and Portugal – as well as the recent flooding in Italy and Spain – has dominated the attention of the EU's Agriculture & Fisheries Council, especially given the Ukraine-Russia conflict's impact on Ukrainian cereal supplies. Consequently, the approval of funds for the southern French Crisis Distillation Plan – the removal of excess reds and rosés from the Languedoc, Rhône Valley, and Bordeaux – was pushed down the agenda. Finally, however, the start of June brought news that the European Council had issued a draft delegated act – to be immediately validated – for the release of EUR40 million. This, combined with EUR40 million from the French government, will fund phase one of distillation, to take place this summer.

With the new harvest looming, there is understandably great impatience in the vineyards to get distillation underway. The second and final phase of distillation, also requiring the sign-off of EUR40 million of EU funds to complement EUR40 million from the French government, is scheduled for autumn/winter, bringing the total volume going for distillation to 3.2 million hectolitres. As yet, the EU has not yet earmarked this second tranche of funds.

Now the distillation plan – or at least its first phase – is finally getting underway, the conversation is turning to what strategies must be put in place by the wine industry to help adapt supply to demand and ensure a distillation scheme is not needed again. As the president of the specialist wine council of FranceAgriMer, Jérôme Despey, said: “We do not produce to distil.”

See next page for more on France.

Meanwhile, buying activity on white wines continues steadily, mainly carried out by domestic buyers securing limited quantities to last them until the 2023 vintage is ready. Most European buyers have already covered their needs, or have reduced their needs in response to slower retail sales. Given the slower turnover on the retail shelf, loadings are sometimes lagging. Unsold white inventory is relatively low and pricing is therefore stable.

An unseasonably cool April and start of May in central and northern France delayed the start of the main rosé consumption season domestically, slowing bulk buyer interest, reducing bottling runs and delaying loadings. It is hoped that warmer temperatures from mid-May onward, and the public holidays, will have

since kicked-off rosé consumption. Activity on bulk rosé is proceeding incrementally in small volumes with quick loading. Availability remains on all quality levels, though entry-level rosé dominates unsold supply and pricing has softened.

Demand for red wines continues to be sluggish: prices have been softening and are negotiable. Export demand – including from China and elsewhere in Asia – has not been significant, while the summer season in Europe brings with it increased demand for alternative wine types, such as whites, sparkling and rosés, and wines for canned wines and RTDs. The distillation scheme is now the main focus for many holding significant red wine supply.

Key Takeaways

Bulk activity continues to be characterised by slowness: white wine demand is faring best and supply of 2022 wines is relatively low, keeping prices stable.

A cold spring in France reduced rosé bottling runs and slowed the loading pace; it is hoped warmer weather will lead to an uptick in rosé demand. Demand for red wines is highly limited and inventory remains high: the EU has finally approved its 50% share of the EUR80 million funding for phase one of southern France's Crisis Distillation Plan. The impact on the overall 2023 crop size of drought in western Languedoc may be offset by much better conditions in the east. Most of France's growing regions look in good shape: there were no major frost episodes, and widely-damaging hailstorms – although an ongoing concern – have yet to occur.

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France: Estimated Market Pricing (EUR per liter; Ex-Winery)

Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
2022	Generic White	0.85 – 1.00	↔	2022	Generic Red	0.55 – 0.75	↓
2022	Chardonnay IGP	1.15 – 1.30	↔	NV	Generic Red	0.45 – 0.50	↓
2022	Chardonnay VDF	1.10 – 1.20	↔	2022	Cabernet Sauvignon IGP	0.75 – 1.00	↓
2022	Sauvignon Blanc IGP	1.05 – 1.15	↔	2022	Cabernet Sauvignon VDF	0.75 – 1.00	↓
2022	Sauvignon Blanc VDF	1.00 – 1.10	↔	NV	Varietal Red IGP	0.65 – 0.75	↓
2022	Generic Rosé IGP	0.80 – 0.95	↓	2022	Merlot IGP	0.75 – 1.00	↓
NV	Generic Rosé IGP	0.65 – 0.70	↓	2022	Merlot VDF	0.75 – 0.90	↓
2022	Generic Rosé VDF	0.65 – 0.75	↓	2022	Syrah / Grenache IGP	0.75 – 1.00	↓
NV	Generic Rosé VDF	0.45 – 0.55	↓	2022	Varietal Rosé IGP	0.75 – 0.90	↓



Spain

Time on target



HARVEST WATCH: *Heavy May rainfall reinvigorates vineyards*

The second half of May and start of June brought torrential rainfall and flooding to many parts of Spain, as a winter's worth of precipitation finally fell late and all at once. Homes and businesses were flooded and many people needed to be rescued as the ground struggled to cope following a long drought.

In the grape-growing areas, rain damage to vineyards was offset by the boost to water supplies: vines, at the flowerings stage, are looking re-invigorated.

May was quiet on the Spanish bulk market as some price upticks in late spring – during the drought – disincentivised buying activity; many buyers had in any case already covered most of their needs in the first four months of the year. Now that vineyards have received a good watering and the harvest is just three months away, prices could trend back closer to where they were in March and April. The difference in prices between the start of the year and now is limited – perhaps EURO.02/litre on average – but the current high-cost environment makes buyers highly price-sensitive.

Following an accumulation of slower months, March was a very good month for loadings, with positive bulk and bottled export statistics. Loadings have since continued at a steady but not rapid pace and the overall feeling is that there is still a lag in wine movement. Domestically, food price inflation – still high despite a large decline in overall inflation since February – and economic uncertainty are hurting wine consumption, both in the off-trade and at bars and restaurants.

Sangria consumption is on the rise in Spain and more companies are looking into including the product in their portfolio. Consequently, there are some good new Sangria labels available that might interest export markets where spritzer drinks, RTD cocktails, and canned wine

consumption is on the rise, such as the US. Sangria, as defined by EU law, is essentially a punch, normally containing red wine, natural citrus fruit extracts and potentially citrus-fruit pulp or peel as well; 'Sangria' can only be used on labels if produced in Spain or Portugal. As well as being a light, refreshing product that can be easily canned, there is a trend for premium Sangrias that use high-quality wine, offering the marketing potential of varietal-wine Sangrias. There is also 'Sangria blanca' – white wine Sangria – and rosé Sangria, as well as lightly-carbonated sparkling rosé Sangria. All of these products neatly dovetail with the trend among younger consumers for enjoying light, easy-drinking – and sometime sparkling – RTD alcohol beverages.

In terms of international activity on Spain's bulk market, white generic wines and rosé have been in steady demand throughout the buying campaign and there has recently been another uptick in rosé demand now that summer is underway. Prices on the remaining rosés consequently increased slightly, although the May rainfall might serve to drag back pricing again. Activity on red generic wines increased from April and May onward, nudging up prices a little, and the focus is currently on entry-level reds, low-alcohol reds, and also reds for mulled/spiced wine which will be ready for the European winter. Demand for varietal wines, both red and white, has been slow. On the export market, demand continues to come predominantly from Europe; shipping prices are now much cheaper than they were last year, and space on vessels can be found with ease, but North American and Chinese interest remains limited.

Spain's grape juice concentrate prices continue to fall as buyers covered most of their needs earlier in the year, when Spain and Italy both benefitted from low GJC supplies and/or high prices elsewhere in the world as well as high prices for alternative products such as apple juice. While some GJC supply remains available in Spain, rectified concentrate is currently very difficult to find.

See next page for more on Spain.

Key Takeaways

Spain has received good demand for generic reds and whites, rosés, low-alcohol reds, and reds for mulled/spiced wine. Demand for red and white varieties has been slow. Generally, prices tick up when there is demand and buyers, price-sensitive and not desperate for extra volume, then pull back. The heavy May and early June rainfall might help to keep pricing attractive; vineyards have been reinvigorated by the precipitation and harvest is now only three months away. Domestic sales have been slow, although Sangria is a growing category that is generating conversation. Spanish GJC pricing has fallen as most buyers covered their needs earlier in the year and availability remains; rectified concentrate is short.

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Spain: Current Market Pricing (EUR per liter; Ex-Winery)

Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
2022	Generic White	0.38 - 0.42	↑	2022	Moscatel	0.55 - 0.65	↑
2022	White Blends (Higher Quality)	0.45 - 0.50	↔	2022	Generic Red	0.35 - 0.45	↓
2022	Sauvignon Blanc	0.65 - 0.80	↓	2022	Generic Red (Higher Quality)	0.45 - 0.55	↓
2022	Chardonnay	0.70 - 0.80	↓	2022	Cabernet Sauvignon	0.50 - 0.60	↓
2022	Generic Rosé	0.40 - 0.45	↔	2022	Merlot	0.55 - 0.65	↓
2022	Varietal Rosé	0.45 - 0.50	↔	2022	Syrah	0.50 - 0.60	↔

Italy

Time on target



HARVEST WATCH: *Heavy May rainfall leads to widespread mildew pressure*

Italy has experienced its wettest May for ten years, with winter's rainfall coming late and all at once. Some areas experienced dramatic floods, such as Romagna where there were at least 15 fatalities and thousands of people had to evacuate their homes.

In terms of the wine business, regions including Marche, Abruzzo, Molise and Puglia received strong rains for more than three weeks, bringing *Peronospora* mildew to an extensive vineyard area. The evaluation of production losses is still ongoing at the time of writing, but we can be certain they will be significant. It was almost impossible for growers to enter their vineyards to apply treatments, so the mildew could spread easily. The bulk wine market requires a more precise picture

before moving into action but some producers have opted to stop selling wine until the situation is clearer.

The bulk market was not very active in May. Buyers are struggling with increased costs – with money costs up 5% – and a decline in sales; consequently, they are seeing a marked reduction in profits. Sellers, meanwhile, still have wine for sale and loadings are running slower than last year; in some regions the hope is for a small 2023 crop to avoid storage problems. Statistics from Italy's agri-food control body, ICQRF, show wine inventory levels – as of 30th April – approximately 2.8 million hectolitres higher than in 2022, while must and concentrate levels were about 0.6 million hectolitres lower.

Bottlings of Prosecco were stable in May at 431,151 hectolitres, 0.1% down versus the same month of 2022. Large suppliers to the UK market will evaluate the impact of the upcoming reform of alcohol beverage

See next page for more on Italy.

duties, which commences from this August: the changes are set to provide a big reduction in taxes on all sparkling wines.

Pinot Grigio DOC bottlings experienced their best May on record, up 15% versus May 2022 to 184,129 hectolitres. There was a strong increase in bottlings in the US and UK. The 2022 vintage is projected to be fully bottled by the end of this year: we recommend our customers seek to secure their volume needs sooner rather than later to avoid disappointment.

Assisted by the beginning of the tourist season, demand for white wine has risen again and sparkling bases are almost sold out. The red wine market continues to be slow but this might change once the mildew damage is evaluated. Demand for concentrates and grape juice is

expected to remain high due to small crops around the world and the high price of sugar and apple juice; stock is lower both in Italy and Spain. Prices on Italy's 2023 grapes have not been set but are certain to be robust.

A focus for the next six months is monitoring the evolution of wine consumption amid a time of reduced consumer spending power, which could exacerbate the trend away from wine caused by younger consumers trying a growing range of alternative alcoholic drinks or abstaining from alcohol consumption altogether. The entire wine industry needs to understand the demand for new-style wines with lower alcohol – or zero alcohol – and adapt its products and vineyards to meet this demand. The real challenge is to reinvigorate the perception of wine as a daily part of a healthy lifestyle once again.

Key Takeaways

Very heavy May rainfall has led to widespread disease pressure; some suppliers have withdrawn their wines from the market while they wait for the damage to be assessed. Mildew pressure, increased costs and strong demand for grapes from the grape juice concentrate business is likely to start 2023 grape prices at robust levels. Prosecco (-0.1%) and Pinot Grigio DOC (+15%) bottlings held up well in May and demand for white wines and sparkling bases increased, stimulated by summer demand; the red wine market continues to be slow. GJC demand remains elevated amid high sugar and apple juice prices globally.

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Italy: Current Market Pricing (EUR per liter; Ex-Winery)

Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
2022	Generic White (Alc. 10.5%)	0.45 – 0.60	↑	2022	Generic Red (Alc. 11 - 12%)	0.37 – 0.58	↑
2022	Generic White (Alc. 11 - 13%)	0.45 – 0.65	↑	2022	Generic Red (Alc. 13%)	0.50 – 0.65	↔
2022	Organic Generic White (Alc. 10.5 - 12%)	0.65 – 0.80	↔	2022	Organic Generic Red (Alc. 12.5 - 13%)	0.70 – 1.00	↔
2022	Varietal Chardonnay (Alc. 11 - 13%)	0.70 – 0.90	↑	2022	Varietal Cabernet Sauvignon (Alc. 12 - 13%)	0.90 – 1.10	↔
2022	Organic Pinot Grigio (Alc. 12%)	1.25 – 1.50	↑	2022	Varietal Merlot (Alc. 12 - 13%)	0.60 – 0.90	↔
2022	DOC Pinot Grigio delle Venezie	1.10 – 1.25	↑	2022	Varietal Syrah (Alc. 12 - 13%)	0.90 – 1.15	↔
2022	Pinot Grigio IGT (Different Regions)	0.95 – 1.05	↑	2022	Rossissimo (Alc. 12.5 - 14%)	0.75 – 0.90	↓
2022	Pinot Grigio IGT (Blends)	0.75 – 0.90	↑	2022	Primitivo IGT Puglia/ Salento (Alc. 12.5 - 14%)	0.95 – 1.25	↔
2022	DOC Prosecco (Cannot be sold outside of Italy)	2.05 - 2.20	↔	2022	Sangiovese IGT (Alc. 11.50 - 13%)	0.60 – 0.90	↔
2022	Soave or Garganega DOC	0.90 – 1.00	↔	2022	Trebbiano IGT (Alc. 10.5 - 12%)	0.50 – 0.70	↔
				2022	Chianti DOCG (13 - 13.50%)	1.60 – 1.70	↓

*Bottled Price



South Africa

Time on target



HARVEST WATCH: *14.5% down versus 2022; Chenin Blanc and Colombard light*

South Africa's 2023 harvest picture has clarified in the past month: SAWIS estimates a crop of 1,180,093 tonnes, down 14.5% from an already below-average 2022 crop and one of the smallest of the past decade. The growing season most resembled those of 2014 and 2019 in being cooler and wetter than normal, particularly later on as disease pressure became an issue, reducing the output of Colombard, Chenin Blanc, and late-season reds.

The percentage reduction on traditionally heavy-yielding Colombard and – to a lesser extent – Chenin Blanc was likely far greater than the overall 14.5% figure, reducing the availability of the resulting wines and, in turn, Dry White and generic rosé. As Colombard, Chenin Blanc and Dry White were heavily pre-allocated for export or domestic buyers in the December to April period, there is now limited supply available on the open market. Some suppliers, meanwhile, have become buyers as they seek wines to cover their selling commitments.

Vintage 2023 varietal whites as well as Merlot and Shiraz are available; Cabernet output was affected by the late-season conditions but 2022 carryover remains. Buyer interest in red varietals, as around the round, remains muted and pricing is therefore negotiable. Generic rosé supply – relying as it does on Colombard and Chenin Blanc – is limited, and varietal rosé was not made speculatively this vintage, leaving some buyers now struggling to find Cinsault rosé.

Rand pricing on the 2023 whites, rosés and generics is currently stable and represents a slight uptick

versus 2022. But for international buyers this uptick is more than offset by the exchange rate: the Rand has weakened in the past couple of months due both to global factors and souring foreign investor sentiment in South Africa amid ongoing loadshedding, currently standing at approximately ZAR19.50/dollar, ZAR20.60/euro and ZAR24/pound. Given the Rand's weakening, export pricing is in some instances below where it was a year ago.

May was very quiet on South Africa's bulk market, with European demand slow and domestic demand predominantly having occurred earlier in the year. In addition, because of lethargic sales at European retail, the loading pace was sluggish. Sellers, meanwhile, were focused on ensuring they fulfilled allocations following the shorter crop. We see few new requests for varietals and few new South African brands being created for the retail shelf, merely a continuation of the regular tenders. The only new developments have been speculative demands for Dry White or rosé, both of which – as mentioned above – are in short supply.

There are far fewer logistical impediments to quick loading and shipping than this time last year, but the initial feedback is that the number of loadings was well down in May versus previous years. This may be indicative of the sales slowdown in Europe and is of particular concern given that April to June is traditionally the busiest loading period together with September-October. June and July's loading pace will be watched carefully.

Along with plenty of rainfall – Cape Town dams were 66% full as of 2nd June, before winter gets underway – autumn has already brought wintry temperatures to the Western Cape. Consequently, vines are getting a good rest ahead of the next growing season.

See next page for more on South Africa.

Key Takeaways

South Africa can supply red and white varietals at competitive pricing, especially with the weaker Rand (ZAR19.50/dollar) taken into account. Pricing on red varietals is, as around the world, particularly negotiable. The rain-affected end to harvest has greatly reduced the supply of Colombard and Chenin Blanc and, in turn, Dry White and generic rosé. Varietal rosé is also in short supply as speculative output was limited. Slow retail sales have muted European demand and the low number of loadings in May is a concern given that it is traditionally one of the busiest months of the year. The 2023 crop is estimated to have come in 14.5% down from 2022, but continued wet weather – and winter-like temperatures – in autumn bode well for a good start to the next growing season.

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South Africa: Current Market Pricing (SA Rand per liter, FOB Cape Town)

Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
2023	Dry White	7.00 – 8.00	↑	2022/23	Generic Red	8.80 – 9.30	↑
2023	Chardonnay	11.20 – 12.70	↑	2022/23	Cabernet Sauvignon	10.80 – 13.00	↔
2023	Sauvignon Blanc	11.50 – 13.50	↑	2022/23	Ruby Cabernet	9.00 – 10.50	↔
2023	Chenin Blanc	8.00 – 8.50	↑	2022/23	Merlot	10.80 – 12.50	↔
2023	Colombard	7.25 – 8.00	↑	2022/23	Pinotage	10.00 – 11.50	↔
2023	Muscat	7.60 – 8.00	↑	2022/23	Shiraz	10.50 – 12.00	↔
2023	Generic Rosé	7.00 – 8.00	↑	2022/23	Cinsaut Rose	8.60 – 9.00	↑
2023	Cultivar Rosé	8.50 – 9.00	↑				

NB: pricing is directly related to remaining available stock and - due to the current short situation - can change without notice



Australia & New Zealand

Time on target



HARVEST WATCH: *El Niño forecast in Au; larger than expected NZ crop*

Allocation tastings for Australia's 2023 vintage are almost complete. White wines remain in demand as tastings of 2023 material are finalised and approved. Red wine activity remains quiet, aside from on select small parcels of premium wine. Estimates of the 2023 crush size are varied – industry personnel are debating how much fruit was left unpicked versus how much of the crop was reduced by disease pressure.

Cooler weather has set in at the start of winter. Irrigated areas have experienced solid rainfall so far, although La Niña is now expected to diminish following three consecutive years of the weather phenomenon. This could usher in drier than normal conditions which may set up for a high-quality 2024 vintage, with less disease pressure than on the 2023 grapes. An El Niño or positive Indian Ocean Dipole is likely in the coming months, bringing with it a dryness that is expected to reduce Australia's agricultural output and, in turn, the value of its agricultural exports across the board. The total value of Australia's agriculture sector is projected to reduce by 14%.

Looking ahead, many grape growers are hoping wine trade with China will re-open before the end of the year so that – therefore – more wineries may seek to take in additional fruit in 2024. We would expect any increase to be minimal as wineries still have excess stock of 2021 and 2022 red wines to work through first.

In a sign of a further thawing of trade relations between the two countries, Australia's timber exports to China – a market worth AUD600 million – resumed in May. In late 2020, this trade was restricted by the Chinese government which expressed concern over quarantine risks, citing pests were found in shipments.

Whilst positive talks between the two countries continue, and various trade channels are reopened,

imports of wine into China from around the world have seen a further decline. In the January-April 2023 period, China's wine imports dropped 30.6% in volume to 76.19 million litres and decreased in value by 21% to USD354 million. Importers are citing issues with overstock and cash liquidity problems. Post China's re-opening in January, the tourism and dining sectors have revived quickly but wine consumption has not followed the same trend. The OIV claims China is drinking less wine each year – in fact, the equivalent of 260 million fewer bottles every year since 2018. Whilst China's re-opening will kick-start some red wine sales into China, it is not expected to lead to the same levels of sales Australia enjoyed in the boom years from 2015 to 2020.

The Reserve Bank of Australia has once again increased the cash rate, this time by 25 basis points to 4.10%. This is the twelfth rate rise since May 2022 as the board attempts to reduce the inflation rate – currently at 7% – to 2-3%. Whilst they advise that inflation has peaked, high mortgage repayments and cost of living expenses continue to cause financial pain for many.

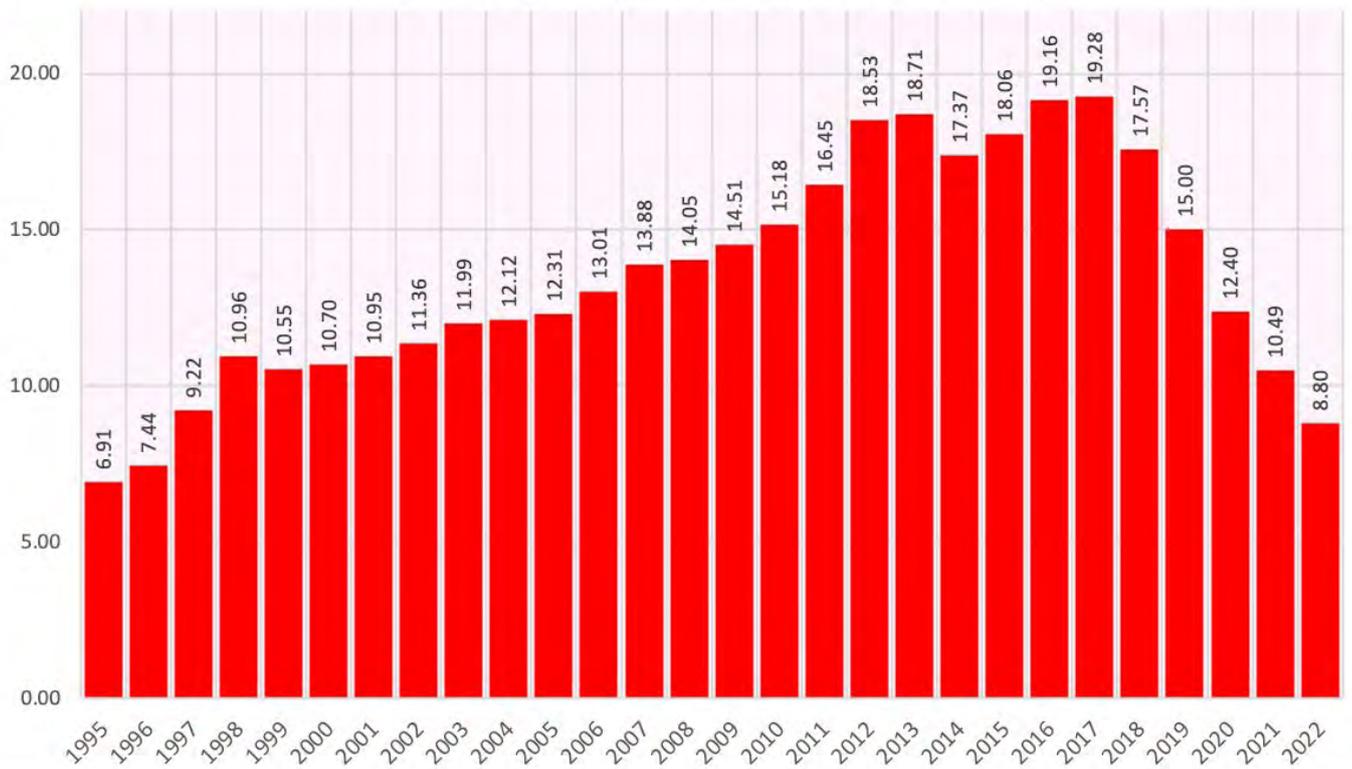
The larger than expected 2023 crush in **New Zealand**, meanwhile, has brought good inventory levels of Sauvignon Blanc to the bulk market with competitive per-litre pricing ranging from the mid-NZD4.00s and upwards. After the late harvest, samples of the new vintage are now available for tasting.

The Free Trade Agreement between New Zealand and the UK has come into effect, eliminating tariffs on 97% of exports between the two countries. As of the 31st May, tariffs on products such as wine, onions and honey from both countries have been eliminated. The new FTA will save New Zealand exporters up to NZD37 million per year – a welcome relief for those facing increasing costs across the industry. The FTA will also bring winemaking standards more closely into alignment and minimise burdens from UK certification and labelling requirements on New Zealand wine. The UK is New Zealand wine's second-largest export market.

See next page for more on Australia & New Zealand.

China's Wine Consumption, 1995-2022

in million hectoliters; Source: OIV Database and State of the World Vine and Wine Sector in 2022, 2022 data preliminary



Source: American Association of Wine Economists

Key Takeaways

Australia's white wines remain in demand and sampling is underway; interest in reds continues to be quieter except on premium wines. After three years, La Niña is expected to move away, replaced by the drying effects of El Niño: this could reduce disease risk on the 2024 vintage and boost quality, though dryness is itself a risk to Australia's agricultural output in general. Due to changing consumption patterns, wine trade with China, when it recommences, is unlikely to approach the levels seen in the boom years before 2020. Inflation in Australia remains significantly higher than the Reserve Bank's target rate. A large New Zealand crop has boosted Sauvignon Blanc supplies and made pricing competitive. As of 31st May, UK tariffs on New Zealand wine imports have been eradicated.

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Australia: Current Market Pricing (AUD/litre unless otherwise stated)

Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
NV	Dry White	0.85 - 0.95	↔	NV	Dry Red	0.35 - 0.50	↓
2023	Chardonnay	1.00 - 1.25	↑	2022	Cabernet Sauvignon	0.45 - 0.60	↓
2023	Sauvignon Blanc	1.40 - 1.70	↔	2022	Merlot	0.45 - 0.60	↓
2023	Pinot Gris	1.20 - 1.30	↔	2022	Shiraz	0.45 - 0.60	↓
2022	NZ Marlborough SB	NZD 4.00 - 4.30	↓	2023	NZ Marlborough SB	NZD 4.50 - 4.85	↔

Price stated are indicative only; all offers subject to prior sale and subject to volume, drawdown and terms

Wine Shield

Longer-lasting low sulphur wines, canned wines, and beyond



One may consider the wine industry as one deeply rooted in – and thus driven by – tradition. Factors including climate and terroir expression can make or break a vintage. The classic, sought-after characteristics of Merlot, Riesling, or Chardonnay are known, and wines are expertly crafted to express the authenticity of their ‘place’ and cultivar. Yet the merits of consumer preferences in this landscape must not be overlooked. Producers are tapping into the market potential presented by low-sulphur winemaking, the emergence of alternative packaging, and the popularity of lighter wines.

A growing interest in sustainable practices appears to be the chief driving force of multiple emerging trends. For example, as fresher, acid-driven wines gain popularity, the reliance on time spent in oak is reduced. The lifted aromatics of a light and refreshing Sauvignon Blanc have a proven history among wine drinkers. Recently, higher volume sales and value sales of this varietal affirmed the lighter-wine trend. Wine producers may extrapolate from this an implied opportunity in lighter-coloured reds. Whether it will sustainably translate into sales of Zinfandel or lighter-coloured Pinot Noir, Grenache, Pinotage, or even rosé, remains to be seen. Regardless, as proactive producers continue to deliver the wines consumers demonstrate a preference for, they are prompted to explore new categories within which their cellar may gain market share.

Low- and no-sulphites-added (NSA) wines are becoming more common, even for conventional cellars. This category is no longer attainable only to the boutique winemaker. Technologies and processing aids to ensure the stability of NSA wines have become widely available.

Market research consistently shows an improved perception of wines made with organic grapes or containing fewer additives. Wine drinkers, even those who are not uniquely health-conscious, are becoming more likely to purchase wine with lower levels of sulphur dioxide. Wine Shield is one simple-to-use and proven effective tool to preserve the taste, colour, and aroma of wines with lower levels of sulphur dioxide. The liquid oak extract can be poured directly into wine at different processing stages, making it a convenient solution for conventional cellars exploring the low-sulphur category. Wine Shield can be used with conventional as well as low-sulphite wines, making it a versatile tool to keep at hand when a wine has reached an SO₂-threshold the winemaker cannot exceed.

The use of alternative wine containers such as aluminium cans is also growing. Aluminium cans are lighter to transport and considered recyclable. Their convenience is further rooted in their ‘single serving’ size, allowing consumers to open a can and enjoy a glass of wine without the burden of a half-finished bottle. Unfortunately, sulphur dioxide can markedly increase the likelihood that a canned wine develops a reductive character. This leads to a shelf-life challenge. As with low-sulphur wines, Wine Shield can be an ideal solution to maintaining the authentic expression of wines packaged in aluminium cans without the need for added sulphur dioxide.

Finally, consumers are demonstrating increased attraction to new wine regions and alternative grape varieties. To ensure their success, these wines should reach consumers in their prime condition. To find out how Wine Shield has protected more than one million litres of NSA wine during international journeys, reach out to us via at the details provided.

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Export Pricing: USD per liter

Currency Conversion Rates as of June 19, 2023

Argentina (Pricing in bulk; FCA)

Vintage	Variety	Price			Trend	Vintage	Variety	Price			Trend
2023	Generic White (Basic)	0.80	-	0.90	↔	2023	Generic Red	0.90	-	1.00	↔
2023	Generic White Standard	0.85	-	0.95	↔	2023	Cabernet Sauvignon	1.40	-	1.60	↑
2023	Muscat	0.85	-	0.95	↔	2023	Merlot	1.20	-	1.50	↔
2023	Torrontes	0.95	-	1.05	↑	2023	Syrah	0.95	-	1.05	↔
2023	Sauvignon Blanc	1.40	-	1.60	↑	2023	Malbec Standard	1.10	-	1.30	↔
2023	Chardonnay	1.80	-	2.00	↑	2023	Malbec Premium	1.40	-	1.60	↔
2023	Bonarda	0.95	-	1.05	↔	2023	Malbec High End	1.70	-	2.50	↔
						2023	Tempranillo	0.95	-	1.05	↔

White Grape Juice Concentrate (per metric ton in bulk): 2,500 - 2,600 (FCA Plant)

Australia & New Zealand (Pricing in bulk; FCA)

AUD Rate: 0.684834 / NZD Rate: 0.620308

Vintage	Variety	Price			Trend	Vintage	Variety	Price			Trend
NV	Dry White	0.58	-	0.65	↔	NV	Dry Red	0.24	-	0.34	↓
2022	Chardonnay	0.75	-	0.86	↑	2022	Cabernet Sauvignon	0.31	-	0.41	↓
2022	Sauvignon Blanc	0.96	-	1.16	↔	2022	Merlot	0.31	-	0.41	↓
2022	Pinot Gris	0.82	-	0.89	↔	2022	Shiraz	0.31	-	0.41	↓
2022	NZ Marlborough SB	2.48	-	2.67	↓	2023	NZ Marlborough SB	3.08	-	3.32	↔

California (Pricing in bulk; FCA)

Vintage	Variety	Price			Trend	Vintage	Variety	Price			Trend
2022	Generic White	1.05	-	1.15	↔	2022	Generic Red	1.00	-	1.15	↔
2022	Chardonnay	1.40	-	1.80	↔	2022	Cabernet Sauvignon	1.15	-	1.25	↔
2022	Pinot Grigio	1.30	-	1.59	↔	2022	Merlot	1.15	-	1.40	↔
2022	Muscat	1.15	-	1.45	↔	2022	Pinot Noir	1.40	-	1.85	↔
2022	White Zinfandel	1.05	-	1.15	↔	2022	Syrah	1.05	-	1.45	↔
2022	Colombard	1.10	-	1.25	↔	2022	Ruby Cabernet	1.00	-	1.10	↔
						2022	Zinfandel	1.25	-	1.65	↔

Chile (Pricing in bulk; FOB Chilean Port)

Vintage	Variety	Price			Trend	Vintage	Variety	Price			Trend
NV	Generic White	0.70	-	0.80	↔	NV	Generic Red	0.40	-	0.48	↔
2023	Chardonnay	0.80	-	0.90	↔	2022/23	Cabernet Sauvignon (Basic)	0.50	-	0.60	↓
2023	Sauvignon Blanc	0.80	-	0.90	↔	2022/23	Cabernet Sauvignon (Varietal Plus)	0.70	-	0.80	↔
2023	Sauvignon Blanc Cool Climate	1.50	-	2.30	↔	2022/23	Merlot	0.50	-	0.60	↔
2022	Carmenere	0.55	-	0.65	↔	2022/23	Malbec	0.70	-	0.80	↔
2022	Pinot Noir	0.83	-	0.93	↔	2022/23	Syrah	0.50	-	0.60	↔

France (Estimated Pricing in bulk; Ex-Winery)

Rate: 1.092554

Vintage	Variety	Price			Trend	Vintage	Variety	Price			Trend
2022	Generic White	0.93	-	1.09	↔	202	Generic Red	0.60	-	0.82	↓
2022	Chardonnay IGP	1.26	-	1.42	↔	NV	Generic Red	0.49	-	0.54	↓
2022	Chardonnay VDF	1.20	-	1.31	↔	2022	Cabernet Sauvignon IGP	0.82	-	1.09	↓
2022	Sauvignon Blanc IGP	1.15	-	1.26	↔	2022	Cabernet Sauvignon VDF	0.82	-	1.09	↓
2022	Sauvignon Blanc VDF	1.09	-	1.20	↔	NV	Varietal Red IGP	0.71	-	0.81	↓
2022	Generic Rosé IGP	0.87	-	1.04	↓	2022	Merlot IGP	0.82	-	1.09	↓
NV	Generic Rosé IGP	0.71	-	0.76	↓	2022	Merlot VDF	0.82	-	0.98	↓
2022	Generic Rosé VDF	0.71	-	0.82	↓	2022	Red Syrah / Grenache IGP	0.82	-	1.09	↓
NV	Generic Rosé VDF	0.49	-	0.60	↓	2022	Varietal Rosé IGP	0.82	-	0.98	↓

Italy (Pricing in bulk; Ex-Winery)

Rate: 1.092554

Vintage	Variety	Price			Trend	Vintage	Variety	Price			Trend
2022	Generic White (Alc. 10.5%)	0.49	-	0.66	↑	2022	Generic Red (Alc. 11 - 12%)	0.40	-	0.63	↑
2022	Generic White (Alc. 11 - 13%)	0.49	-	0.71	↑	2022	Generic Red (Alc. 13%)	0.55	-	0.71	↔
2022	Organic Generic White (Alc. 10 - 12%)	0.71	-	0.87	↔	2022	Organic Generic Red (Alc. 12.5 - 13%)	0.76	-	1.09	↔
2022	Varietal Chardonnay (Alc. 11 - 13%)	0.76	-	0.98	↑	2022	Varietal Cabernet Sauvignon (Alc. 12 - 13%)	0.98	-	1.20	↔
2022	Organic Pinot Grigio (Alc. 12%)	1.37	-	1.64	↑	2022	Varietal Merlot (Alc. 12 - 13%)	0.66	-	0.98	↔
2022	DOC Pinot Grigio delle Venezie	1.20	-	1.37	↑	2022	Varietal Syrah (Alc. 12 - 13%)	0.98	-	1.26	↔
2022	Pinot Grigio IGT (Different Regions)	1.04	-	1.15	↑	2022	Rossissimo (Alc. 12.5%)	0.82	-	0.98	↓
2022	Pinot Grigio IGT (Blends)	0.82	-	0.98	↑	2022	Primitivo IGT Puglia/ Salento (Alc. 12.5 - 14%)	0.98	-	1.37	↔
2022	DOC Prosecco (Cannot be sold outside of Italy)	2.24	-	2.40	↔	2022	Sangiovese IGT (Alc. 11.50 - 13%)	0.66	-	0.98	↔
2022	Soave or Garganega DOC	0.98	-	1.09	↔	2022	Trebbiano IGT (Alc. 10.5 - 12%)	0.55	-	0.76	↔
						2022	Chianti DOCG (Alc. 13 - 13.5%)	1.75	-	1.86	↓

***Bottled Price**
0.89

South Africa (Pricing in bulk; FOB Cape Town)										Rate: 0.054956	
Vintage	Variety	Price		Trend	Vintage	Variety	Price		Trend		
2023	Generic White	0.38	- 0.44	↑	2022/23	Generic Red	0.48	- 0.51	↑		
2023	Chardonnay	0.62	- 0.70	↑	2022/23	Cabernet Sauvignon	0.59	- 0.71	↔		
2023	Sauvignon Blanc	0.63	- 0.74	↑	2022/23	Ruby Cabernet	0.49	- 0.58	↔		
2023	Chenin Blanc	0.44	- 0.47	↑	2022/23	Merlot	0.59	- 0.69	↔		
2023	Colombard	0.38	- 0.42	↑	2022/23	Pinotage	0.55	- 0.63	↔		
2023	Muscat	0.37	- 0.40	↑	2022/23	Shiraz	0.58	- 0.66	↔		
2023	Generic Rosé	0.38	- 0.44	↑	2022/23	Cinsaut Rosé	0.47	- 0.49	↑		
2023	Cultivar Rosé	0.47	- 0.49	↑							

Spain (Pricing in bulk; Ex-Winery)										Rate: 1.092554	
Vintage	Variety	Price		Trend	Vintage	Variety	Price		Trend		
2022	Generic White	0.42	- 0.46	↑	2022	Generic Red	0.38	- 0.49	↓		
2022	White Blends (Higher Quality)	0.49	- 0.55	↔	2022	Generic Red (Higher Quality)	0.49	- 0.60	↓		
2022	Sauvignon Blanc	0.76	- 0.87	↑	2022	Cabernet Sauvignon	0.55	- 0.66	↓		
2022	Chardonnay	0.82	- 0.87	↑	2022	Merlot	0.60	- 0.71	↓		
2022	Generic Rosé	0.44	- 0.49	↔	2022	Syrah	0.55	- 0.66	↔		
2022	Varietal Rosé	0.49	0.55	↔	2022	Moscatel	0.60	- 0.71	↑		



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