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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

## Global trade 2015

31.4 billion US\$ (-8.4%)

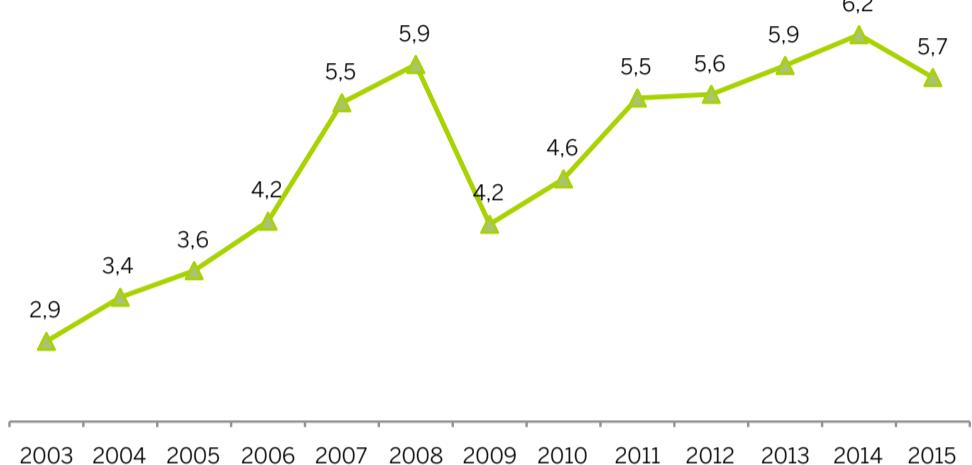


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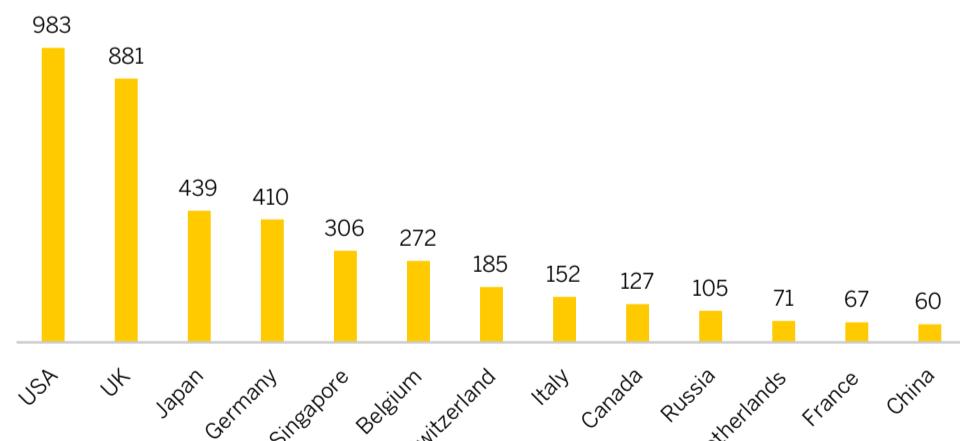
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# SPARKLING

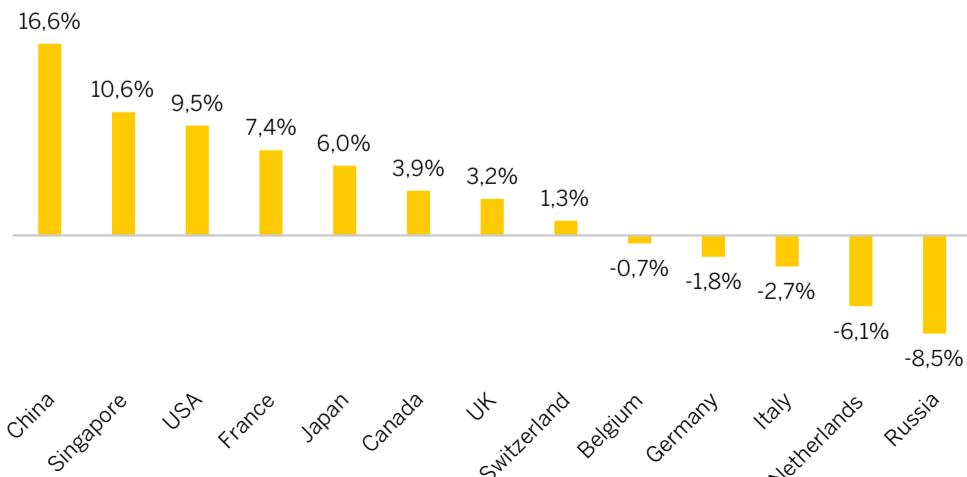
**SPARKLING WINES WORLD TRADE  
(BILLION US\$)**



**SPARKLING WINES: MAIN IMPORTERS 2015 (MILLION US\$)**



**SPARKLING WINES: CAGR IMPORT 2010/15**

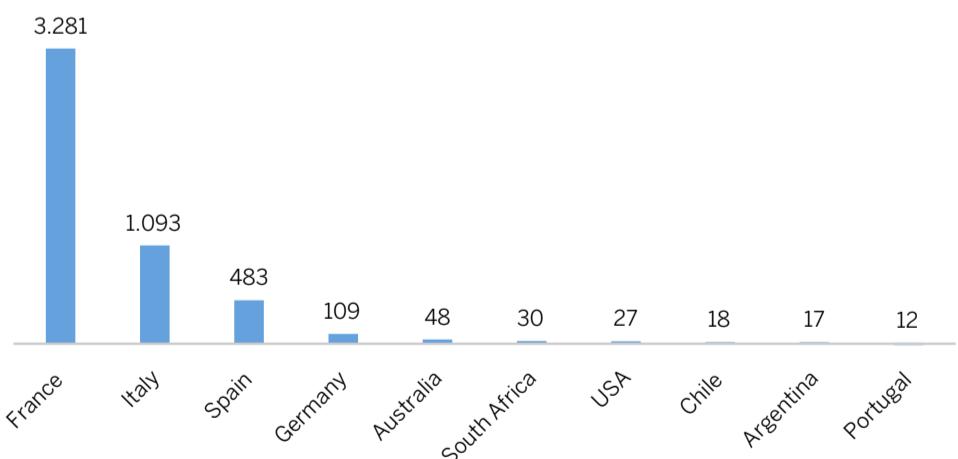


In 2015 the world trade of sparkling wines kept on growing: the aggregate of the 10 major exporting countries makes up a volume of almost 7 million hectolitres, grown by 7% versus 2014, for a total value of 5.1 billion US dollars, which accounts for a yearly -6%, however including the strong appreciation of the American currency to the Euro and other currencies: net of the exchange rates, the figure is instead to be considered on the rise by at least 10%. In this way we also have to read all other negative data, in the column of values for the different countries and of the relevant average prices, which resulted to be decreasing. In the leading trio including Italy, France and Spain, especially the first two countries are driving: thanks to Prosecco, Italy increases its volumes by 15%, reaching a 40% share on the total aggregated amount of the 10 countries. France is also growing well, benefitting from the recovery of Champagne, definitively out of the recession experienced between 2009 and 2012. On the contrary, the Cava driving force is at a standstill, after 4 years of uninterrupted growth, registering a balance in the exported volumes, at 1.7 million hectolitres. This was caused, among other things, by the slowdown of the Belgian market, one of the main destination markets of the products made in Spain. The year was negative for the German sparkling wines, closing at -10%, whereas the more and more successful South-African products, jumped over 13 million litres, corresponding to a yearly rise of 35%.

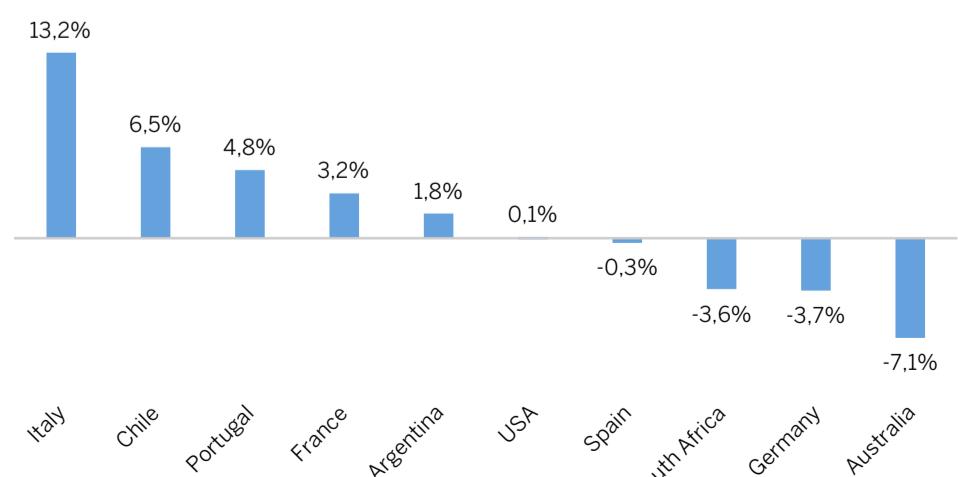
In the long-term (2004/15), the US dollar trend penalizes the calculation based on 2015, but however Italy recorded a cumulated 12% growth, against a scarce +3% of Champagne and Cava wines.

On the import front, aided by the booster Prosecco and by the recent recovery of Champagne shipments, the USA and the UK are stabilizing as the major destinations of sparkling wines in the world, with a total of almost 2 billion US dollars. The recent decreases in the German market are instead favouring the overtaking of Japan, gone up to third position, with a five-year growth of 6%.

**SPARKLING WINES: MAIN EXPORTERS 2015 (MILLION US\$)**



**SPARKLING WINES: CAGR EXPORT 2010/15**

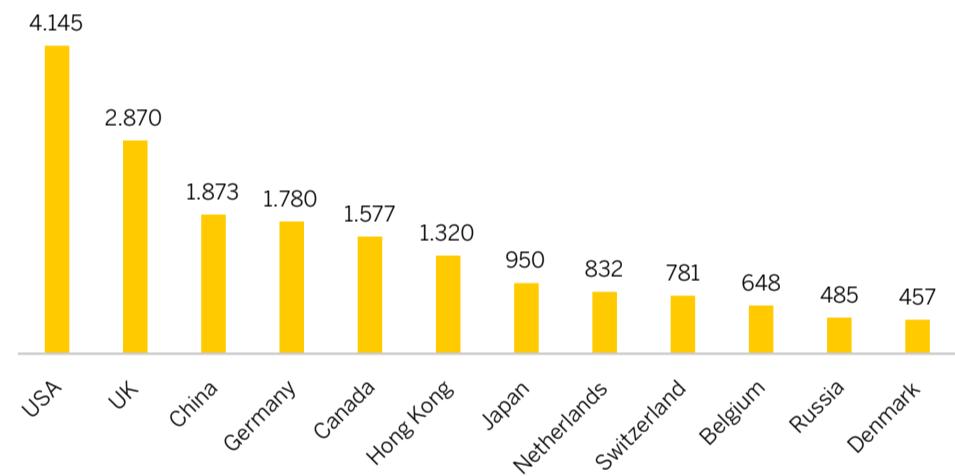


# PACKAGED WINES

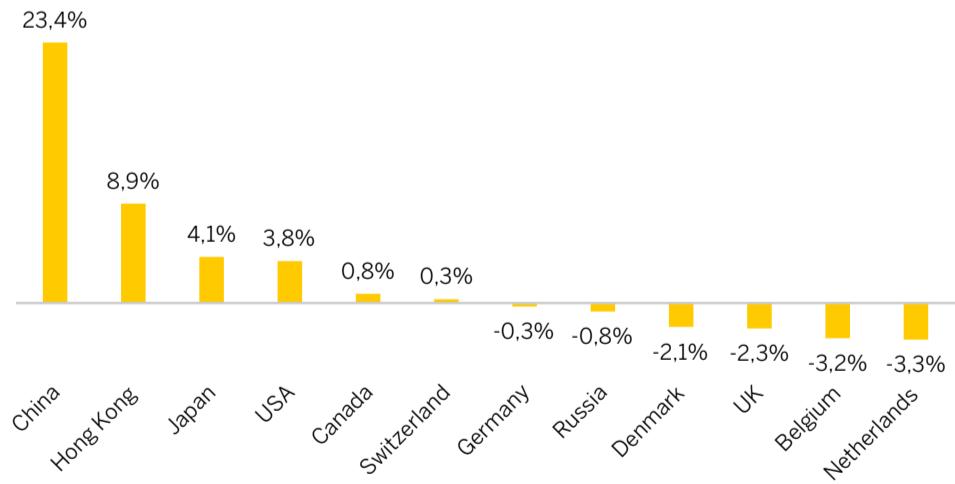
**PACKAGED WINES WORLD TRADE  
(BILLION US\$)**



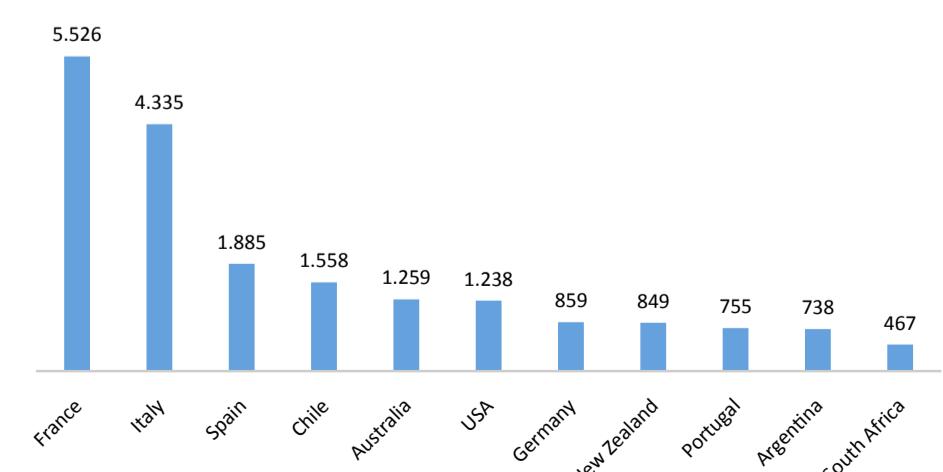
**PACKAGED WINES: MAIN IMPORTERS 2015 (MILLION US\$)**



**PACKAGED WINES: CAGR IMPORT 2010/15**



**PACKAGED WINES: MAIN EXPORTERS 2015 (MILLION US\$)**



The year 2015 saw a general slowdown in the value of world trade exchanges of bottled wine (excluding sparkling wines): the total amount went below 23 billion US dollars (precisely 22.6), aided by the appreciation of the US Dollar to the Euro, reference currency of the major European manufacturers, which, on the other hand, enabled a certain revitalization in volumes.

Considering values, France remains the first largest world supplier (Italy is the leading supplier with regard to volumes worldwide). The French wines started to accelerate again with Bordeaux, recovering on the Asian front after a terrible 2014. The Italian growth in value is moderate and so is the Spanish one. The big players of 2015 are Chile, which found large market in Asia thanks to free trade agreements and tax breaks (China, Japan), and New Zealand, which is having very good results in the USA and in the Far East. Argentina and South Africa are stable, whereas Australia compensated the decreases in the UK and in the USA with very high performances in China and in the Asian area.

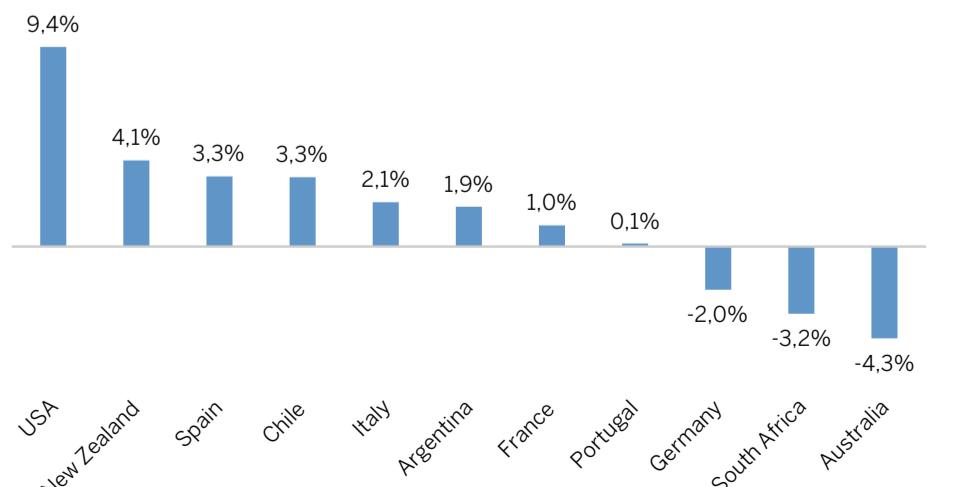
In the long-term, splitting the decade 2004/15 in two halves, the Old and the New Worlds encountered similar regressions: from an over +4% growth in 2004/09 to a limited +1% in the following five years, which should have brought a recovery and was actually weakened by the currency trend. The grand total world trade halves the increasing trend between the two periods, from an almost +5% to a +2%.

Observing the charts of the annual developments, we are tempted to say that the expansion movement, triggered after 2009, shows signs of extended stability now. If it is true that the Old World's currency dynamics enhanced the decline of the trend, it is also true that in the last two years the situation was rather flat. The same standstill situation was registered in the New World in the last four years, where there has been no growth since 2011.

In consideration of these trends, the pie chart shows a decrease of the European shares, at 59%, -6 percentage points in 11 years' time, whereas the representatives of the New World remain stable, at a little less than 1/3. On the contrary, the Rest-of-the-World countries registered a growth, reaching almost 3 billion US dollars in 2015, with a moderate +7% CAGR between 2010 and 2015, only one point lower than 2009/14.

With regard to imports, the United States – also thanks to the positive trend of the USD/EUR exchange rate experienced - increased their importance as absolute leaders, with a value of imported wine exceeding 4.1 billion US dollars. Great Britain is stable at 2.9 billion, whereas China – thanks to an extraordinarily important year – jumped over Germany, confirming its third place in the ranking of worldwide importers, with a five-year 23% upturn.

**PACKAGED WINES: CAGR EXPORT 2010/15**

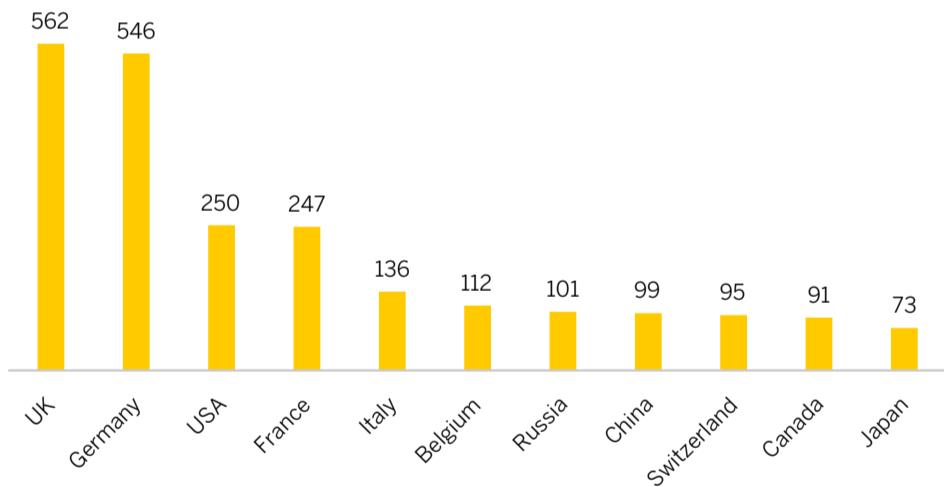


# BULK WINES

**BULK WINES WORLD TRADE**  
(BILLION US\$)



**BULK WINES: MAIN IMPORTERS 2015 (MILLION US\$)**

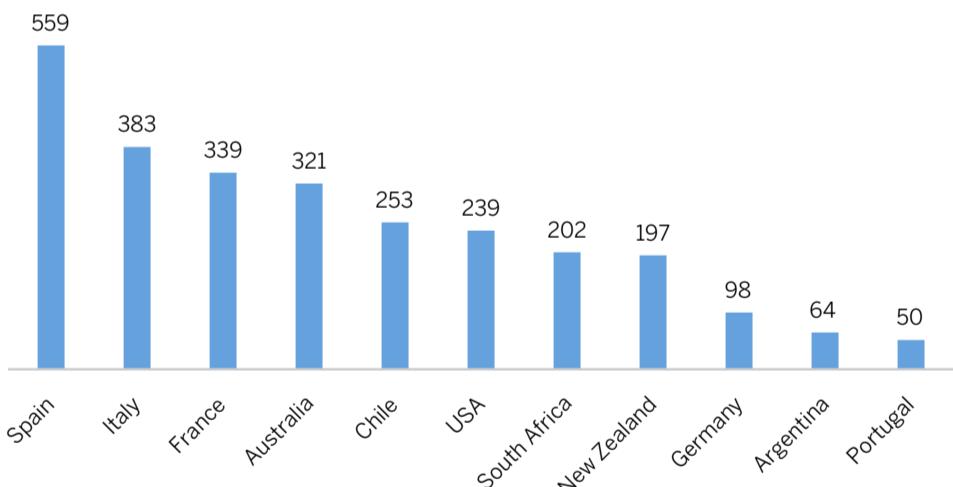


In 2015 the world export of bulk wine broke a new record in volume: the aggregate of the major producing countries reached 36.3 million hectolitres, thus increasing by 3% versus 2014. A slowdown in the value of exchanges is also shown, linked to the currency movements as seen for bottled and sparkling wines (3.1 billion US dollars, -13.7% on 2014).

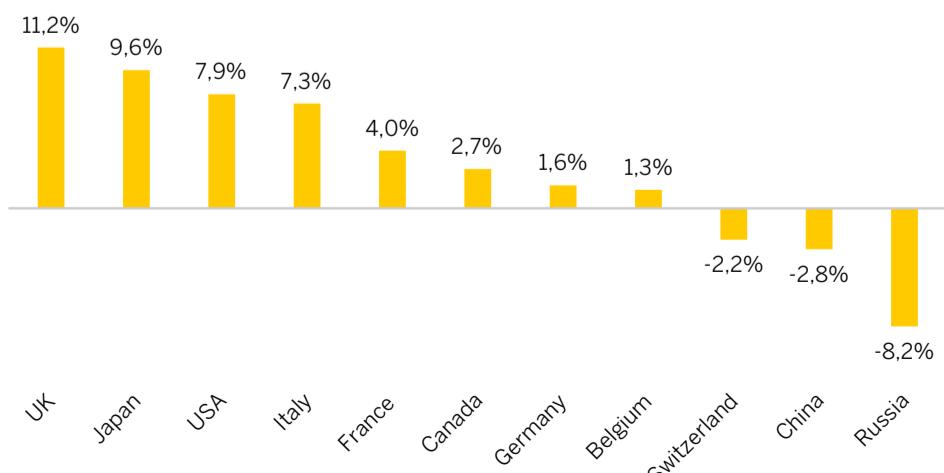
The growth was driven by Spain, world leader (+10%, at 14 million hectolitres) and Chile (+15%, at 3.7 million), whereas decreases were reported in Italy (-13% at 4.8 million) and in France (-9%).

The two aggregates Old and New Worlds had diversified increase performances, both in the short and in the long term: in 2015 Europe scored a 1% growth versus 2014, reaching 22.3 million hectolitres, whereas the aggregate of the New World countries almost attained 14 million hectolitres, with an annual increase of 7%. In the long term (from 2003 on), there was a stronger trend in Australia, Chile, Argentina and in other countries, at a cumulated +10%, whereas the Europeans reported only a 3% growth. With regard to imports, two completely different markets, such as the UK (first supplier Australia, mainly branded wines) and Germany (first supplier Spain, wines for sparkling-wine bases) totalled 1 billion US dollars of import value, remarkably outpacing the USA and France. A strong downturn was recorded in Russia, overtaken even by Belgium.

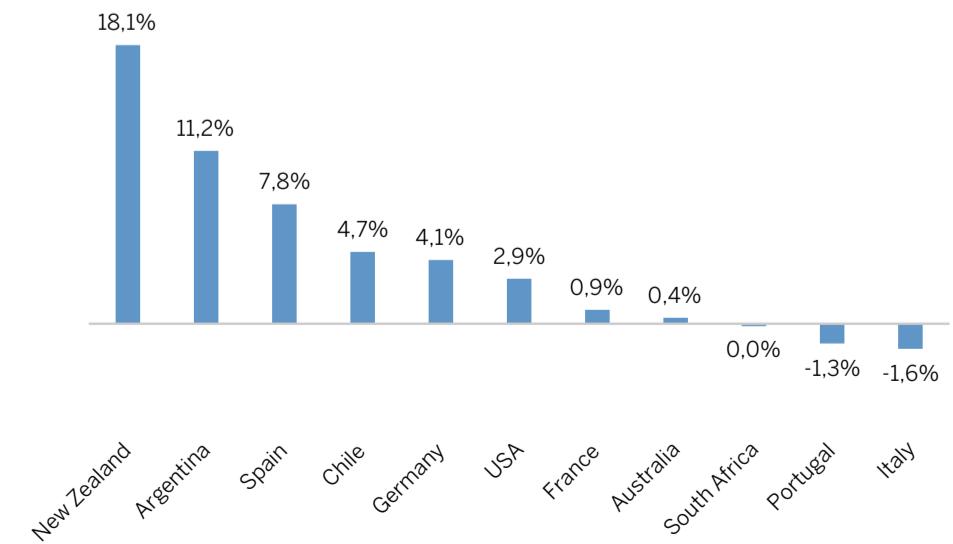
**BULK WINES: MAIN EXPORTERS 2015 (MILLION US\$)**

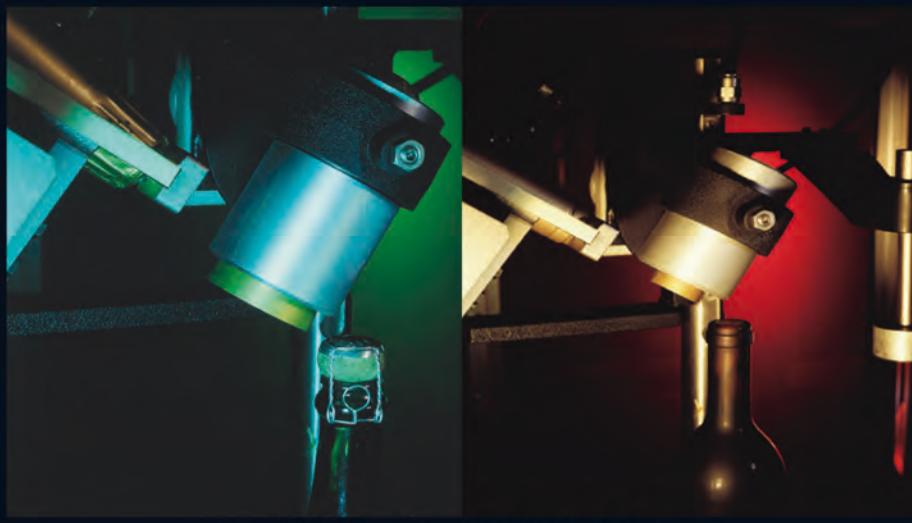


**BULK WINES: CAGR IMPORT 2010/15**

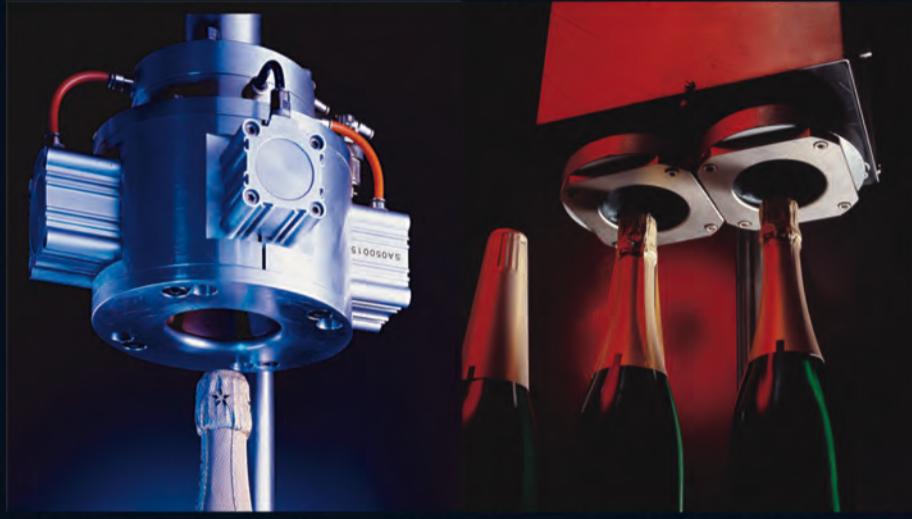


**BULK WINES: CAGR EXPORT 2010/15**





Capsule dispensing



Champagne type capsules pleating-crimping



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capsules spinning



Foil crimping

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## IMPORT 2010-2015

## JANUARY-DECEMBER / europe

## Import by type

MILLION LITERS	2010	2011	2012	2013	2014	2015
Sparkling	69,6	85,1	75,0	76,2	64,5	65,3
Bottled	570,8	593,1	585,1	599,5	581,9	560,0
Bulk	830,5	933,3	866,6	841,9	889,2	886,2
Total	1.470,9	1.611,4	1.526,7	1.517,6	1.535,6	1.511,5

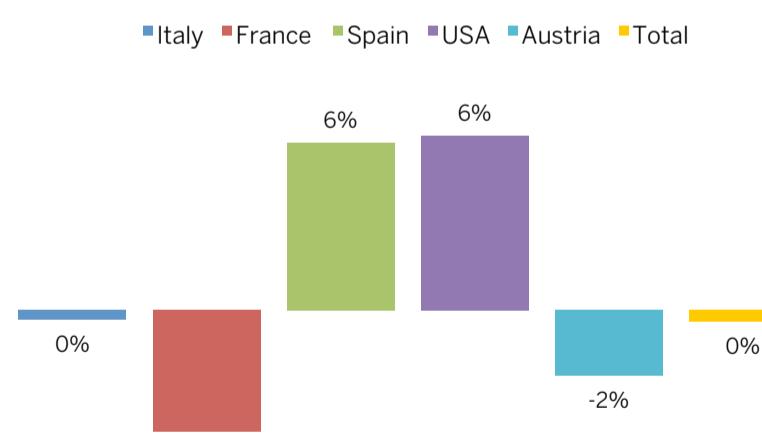
MILLION EURO	2010	2011	2012	2013	2014	2015
Sparkling	339,9	429,6	388,3	384,5	373,8	369,9
Bottled	1.366,3	1.471,9	1.505,0	1.584,6	1.658,5	1.604,0
Bulk	381,1	473,8	529,2	619,9	524,7	491,8
Total	2.087,3	2.375,2	2.422,5	2.589,0	2.557,0	2.465,8

EURO/LITER	2010	2011	2012	2013	2014	2015
Sparkling	4,88	5,05	5,17	5,04	5,79	5,67
Bottled	2,39	2,48	2,57	2,64	2,85	2,86
Bulk	0,46	0,51	0,61	0,74	0,59	0,55
Total	1,42	1,47	1,59	1,71	1,67	1,63

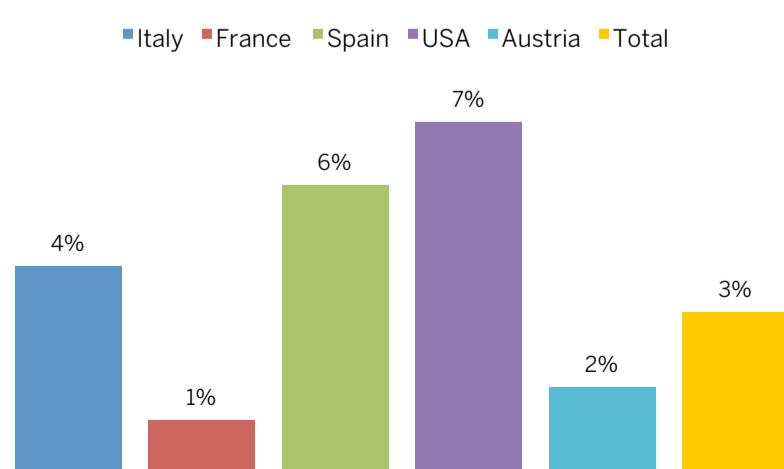
## Bottled by country

COUNTRY	Thousand liters		Thousand Euro		Euro/liter	
	2015	% change	2015	% change	2015	% change
Italy	251.324	-0,9	683.691	0,1	2,72	1,0
France	101.340	-17,2	357.820	-17,6	3,53	-0,5
Spain	84.733	-1,3	219.947	4,7	2,60	6,1
USA	23.468	0,5	72.332	3,9	3,08	3,4
Austria	23.788	4,3	54.135	-0,6	2,28	-4,7
South Africa	20.088	7,4	50.079	6,7	2,49	-0,6
Chile	12.812	0,4	39.750	5,2	3,10	4,7
Portugal	12.130	-3,1	34.991	-7,5	2,88	-4,5
Australia	9.982	17,8	32.886	19,0	3,29	1,1
Greece	9.790	-11,6	19.835	-12,3	2,03	-0,8
Argentina	3.348	12,8	13.197	19,8	3,94	6,2
New Zealand	1.652	20,1	9.042	18,3	5,47	-1,5
Switzerland	375	1,6	2.564	7,6	6,84	5,9
Hungary	790	17,7	1.602	31,2	2,03	11,5
Turkey	482	-4,4	1.251	-9,3	2,59	-5,1
Coratia	353	9,3	975	13,8	2,76	4,1
Moldova	484	-23,2	870	-22,7	1,80	0,6
Bulgaria	129	51,7	372	73,8	2,88	14,6
Others	2.918	-17,1	8.700	-1,1	2,98	19,3
Total	559.986	-7,2	1.604.039	-3,3	2,86	3,6

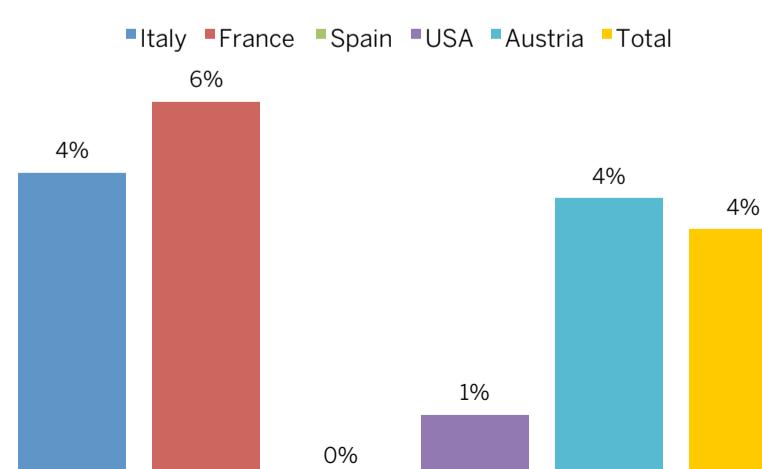
## EVOLUTION VOLUME (CAGR % 2010/15)



## EVOLUTION VALUE (CAGR % 2010/15)



## EVOLUTION PRICES (CAGR % 2010/15)



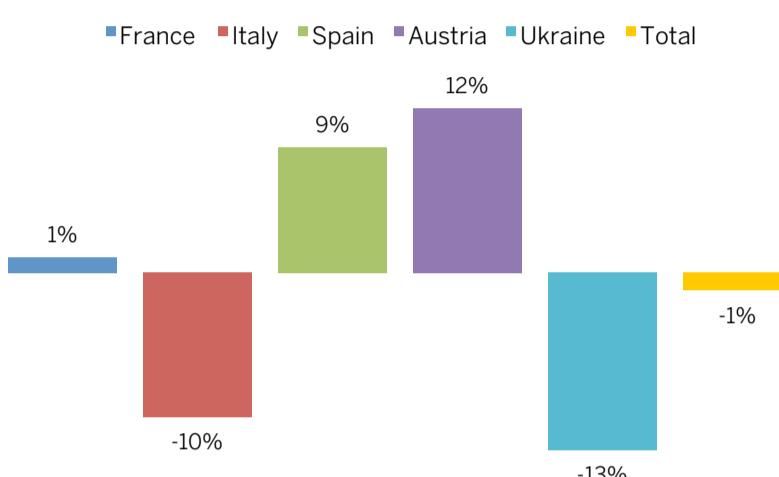
Germany

## JANUARY-DECEMBER / europe

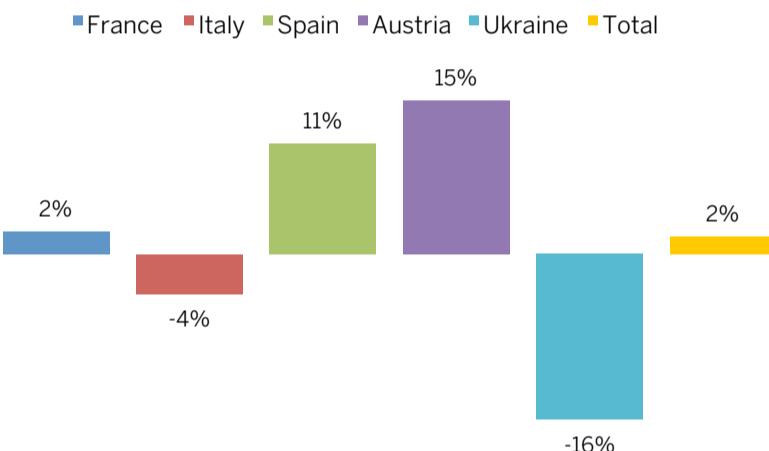
### Sparkling by country

COUNTRY	Thousand liters		Thousand Euro		Euro/liter	
	2015	% change	2015	% change	2015	% change
France	19.888	-5,3	220.799	-4,7	11,10	0,6
Italy	18.971	-2,2	71.195	-1,7	3,75	0,6
Spain	24.673	10,6	71.149	12,1	2,88	1,4
Austria	697	43,2	3.804	67,5	5,46	17,0
Ukraine	356	-54,4	873	-60,2	2,45	-12,9
South Africa	92	18,0	482	22,6	5,26	3,9
Others	612	33,5	1.645	20,6	2,69	-9,6
Total	65.289	1,2	369.947	-1,0	5,67	-2,2

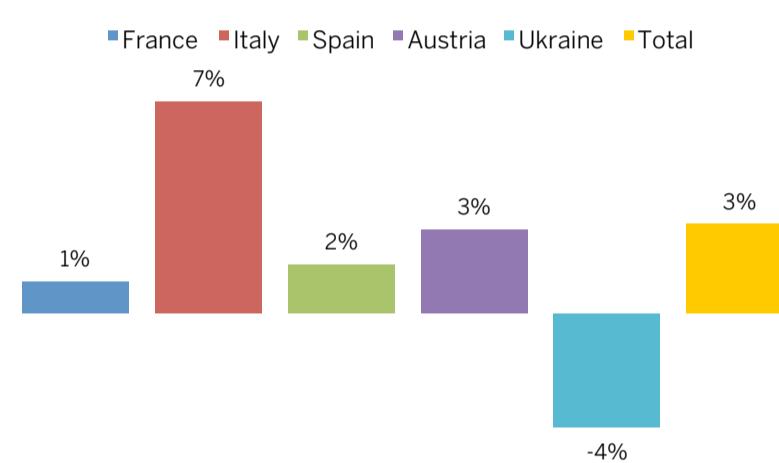
EVOLUTION VOLUME (CAGR % 2010/15)



EVOLUTION VALUE (CAGR % 2010/15)



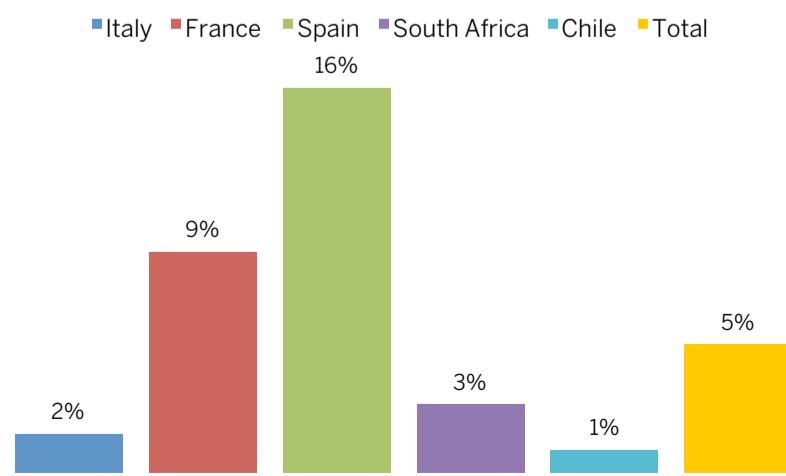
EVOLUTION PRICES (CAGR % 2010/15)



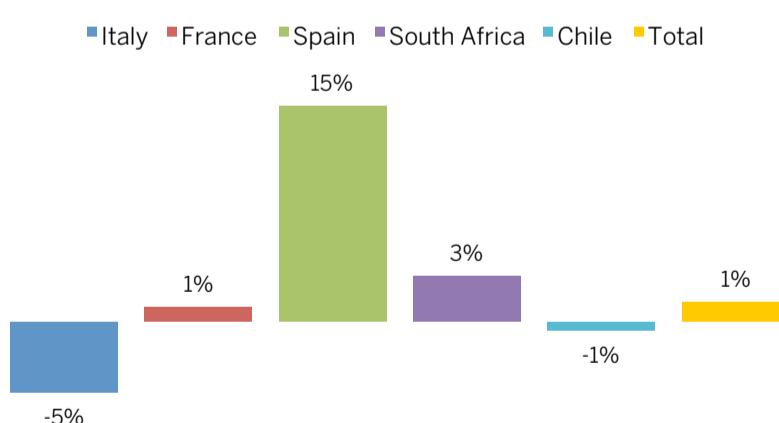
### Bulk by country

COUNTRY	Thousand liters		Thousand Euro		Euro/liter	
	2015	% change	2015	% change	2015	% change
Italy	278.710	-4,2	130.431	-13,7	0,47	-9,9
France	104.259	-12,1	102.104	-5,2	0,98	7,9
Spain	279.046	9,2	92.962	-8,7	0,33	-16,4
South Africa	63.263	-3,3	39.126	0,6	0,62	4,0
Chile	40.262	8,6	30.457	7,3	0,76	-1,2
Australia	33.376	9,5	23.912	2,1	0,72	-6,7
USA	22.674	-7,3	23.818	8,2	1,05	16,6
Macedonia	28.773	-5,4	14.068	-5,9	0,49	-0,6
Hungary	11.433	-9,0	10.466	-11,2	0,92	-2,4
New Zealand	2.552	17,2	6.375	11,3	2,50	-5,1
Austria	7.698	5,5	5.789	2,1	0,75	-3,2
Argentina	2.713	-24,8	3.284	-23,9	1,21	1,2
Portugal	4.292	-25,6	2.681	-35,8	0,62	-13,7
Romania	1.621	5,8	1.342	-3,3	0,83	-8,6
Greece	1.301	-11,1	1.319	-0,5	1,01	12,0
Others	4.257	141,7	3.655	72,2	0,86	-28,7
Total	886.229	-0,3	491.789	-6,3	0,55	-6,0

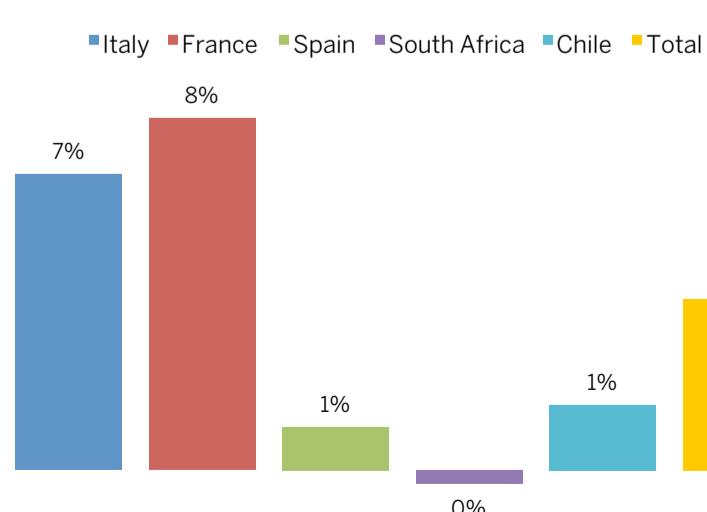
EVOLUTION VALUE (CAGR % 2010/15)



EVOLUTION VOLUME (CAGR % 2010/15)



EVOLUTION PRICES (CAGR % 2010/15)



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## JANUARY-DECEMBER / europe

### Import by type

MILLION LITERS	2010	2011	2012	2013	2014	2015
Sparkling	78,2	75,0	83,6	83,6	120,4	130,9
Bottled	867,9	812,2	793,0	761,3	805,1	767,5
Bulk	340,4	404,8	434,7	459,1	476,9	477,0
Total	1.286,5	1.292,0	1.311,3	1.304,0	1.402,5	1.375,4

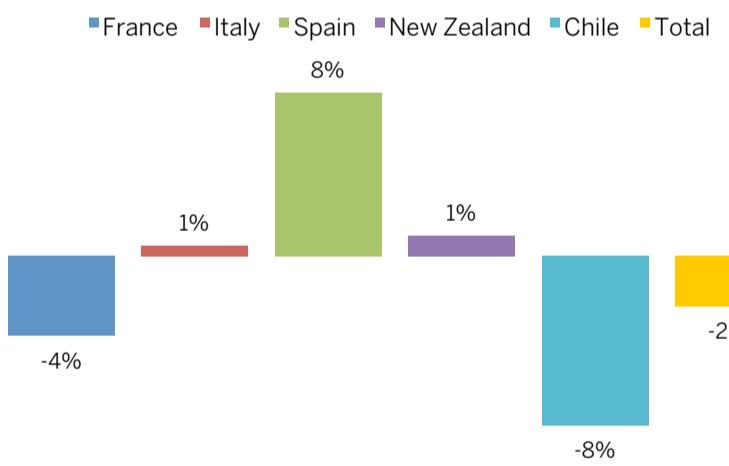
MILLION £	2010	2011	2012	2013	2014	2015
Sparkling	487,8	507,3	519,8	524,3	606,1	576,1
Bottled	2.084,5	2.174,6	2.298,2	2.242,5	2.062,1	1.877,5
Bulk	214,3	337,1	374,0	402,2	393,5	367,9
Total	2.786,6	3.019,0	3.192,0	3.169,0	3.061,7	2.821,5

£/LITER	2010	2011	2012	2013	2014	2015
Sparkling	6,24	6,76	6,22	6,27	5,03	4,40
Bottled	2,40	2,68	2,90	2,95	2,56	2,45
Bulk	0,63	0,83	0,86	0,88	0,83	0,77
Total	2,17	2,34	2,43	2,43	2,18	2,05

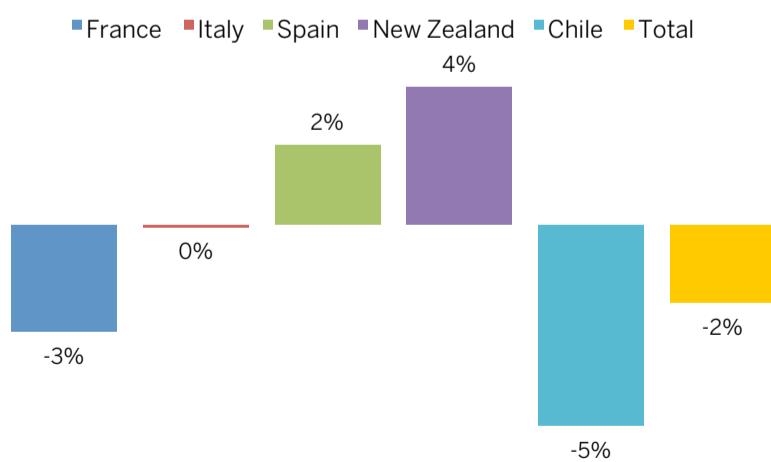
### Bottled by country

COUNTRY	Liters		£		£/liter	
	2015	% change	2015	% change	2015	% change
France	142.435.037	-13,9	524.617.846	-14,8	3,68	-1,1
Italy	206.733.288	-3,7	355.934.724	-12,2	1,72	-8,8
Spain	106.189.334	3,0	184.968.251	-7,4	1,74	-10,1
New Zealand	33.733.881	6,6	153.237.335	5,1	4,54	-1,4
Chile	57.776.355	-2,5	138.810.740	0,9	2,40	3,4
USA	40.668.947	3,1	99.824.805	9,5	2,45	6,3
Germany	59.065.914	-11,6	95.999.548	-23,8	1,63	-13,8
Australia	37.372.956	2,6	94.984.112	-1,8	2,54	-4,3
South Africa	29.977.988	-3,8	55.661.116	-4,5	1,86	-0,8
Portugal	15.841.870	-6,0	52.052.271	-13,4	3,29	-7,9
Argentina	18.611.254	18,0	49.934.818	22,5	2,68	3,8
Others	19.058.785	-22,2	71.470.351	-15,8	3,75	8,3
Total	767.465.609	-4,7	1.877.495.917	-9,0	2,45	-4,5

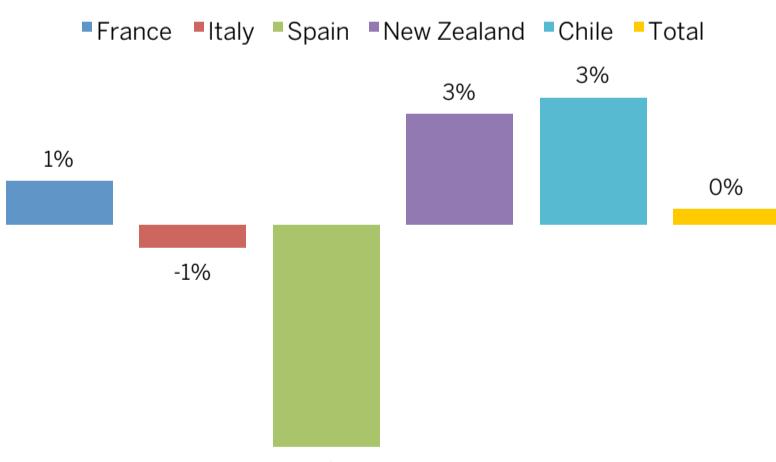
#### EVOLUTION VOLUME (CAGR % 2010/15)



#### EVOLUTION VALUE (CAGR % 2010/15)



#### EVOLUTION PRIES (CAGR % 2010/15)



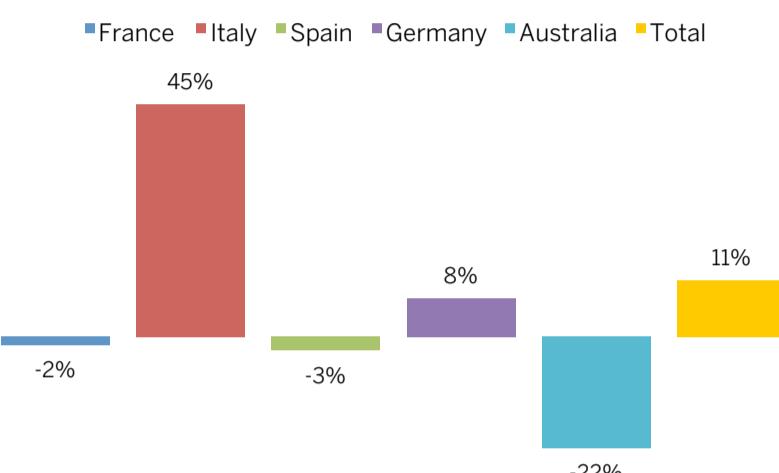
United Kingdom

## JANUARY-DECEMBER / europe

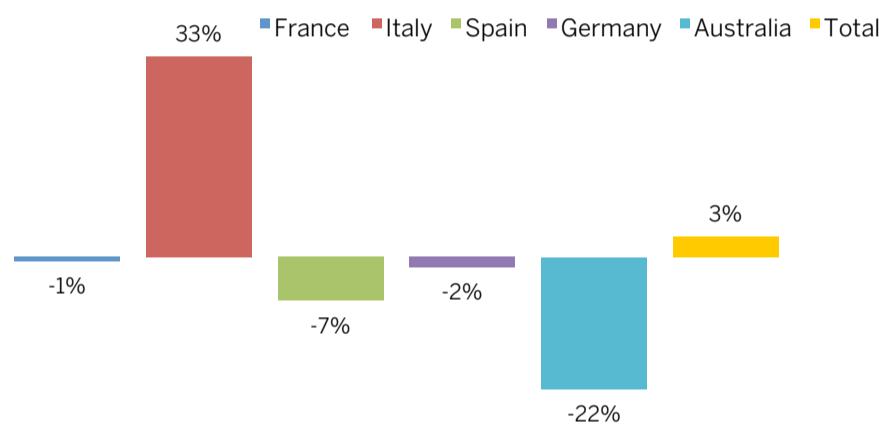
### Sparkling by country

COUNTRY	Liters		£		£/liter	
	2015	% change	2015	% change	2015	% change
France	26.326.551	-5,6	341.474.140	-11,1	12,97	-5,9
Italy	77.289.973	25,3	168.871.743	16,0	2,18	-7,4
Spain	19.770.325	-11,7	36.179.789	-16,4	1,83	-5,3
Germany	3.323.212	17,7	6.815.629	-27,5	2,05	-38,4
Australia	1.842.547	-35,3	4.905.574	-32,9	2,66	3,6
New Zealand	465.345	-27,0	2.726.598	-24,6	5,86	3,3
South Africa	677.257	71,6	2.122.477	49,1	3,13	-13,1
USA	250.906	-35,6	1.049.774	-43,1	4,18	-11,6
Others	964.448	-29,3	11.965.636	28,6	12,41	81,8
Total	130.910.564	8,7	576.111.360	-4,9	4,40	-12,5

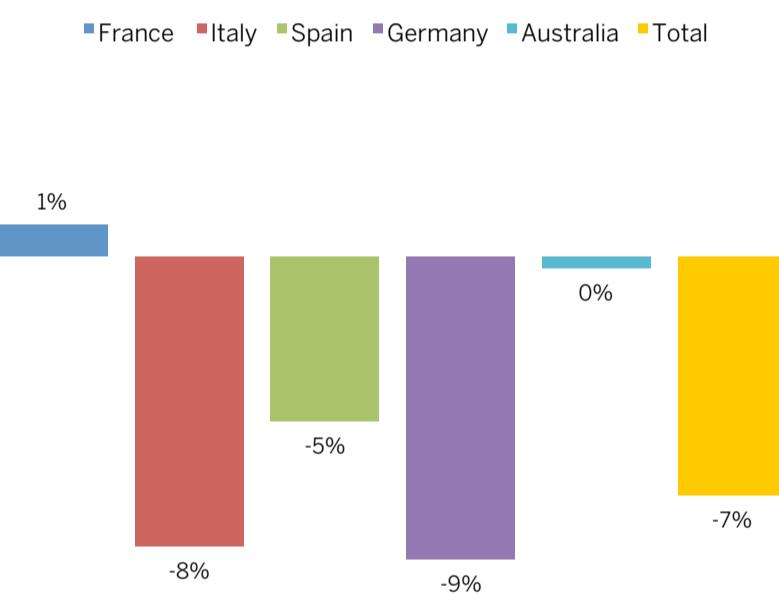
EVOLUTION VOLUME (CAGR % 2010/15)



EVOLUTION VALUE (CAGR % 2010/15)



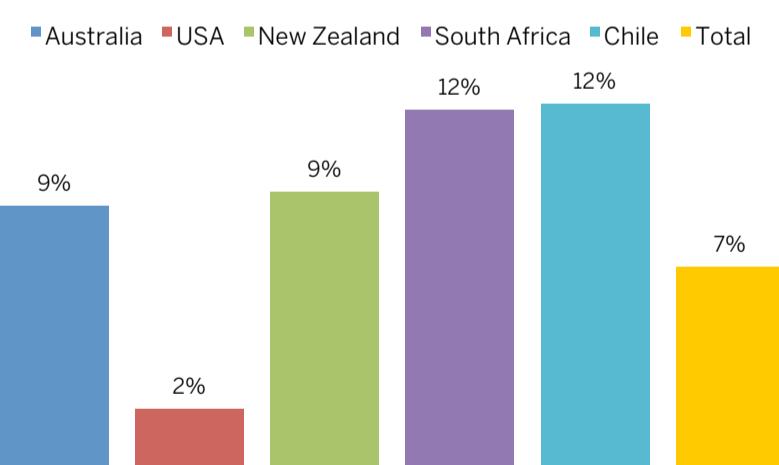
EVOLUTION PRICES (CAGR % 2010/15)



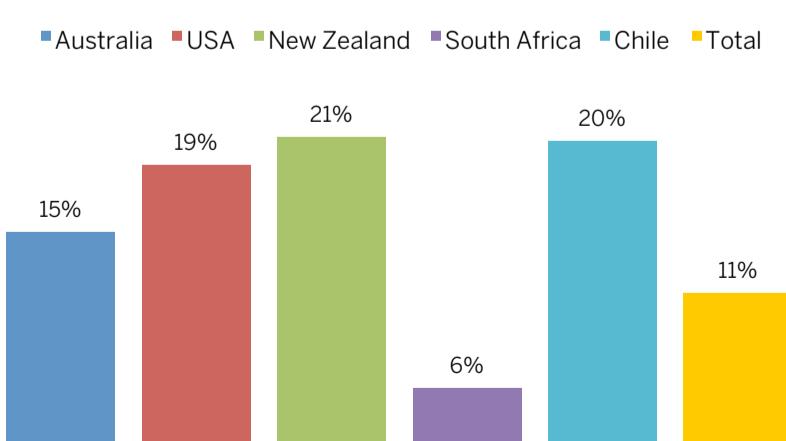
### Bulk by country

COUNTRY	Liters		£		£/liter	
	2015	% change	2015	% change	2015	% change
Australia	205.389.714	-2,8	131.053.161	-13,3	0,64	-10,8
USA	68.064.969	1,7	58.427.537	5,5	0,86	3,8
New Zealand	25.108.766	19,5	46.022.684	3,8	1,83	-13,1
South Africa	74.676.554	-5,2	38.528.444	-18,8	0,52	-14,4
Chile	50.026.859	8,3	36.774.712	3,3	0,74	-4,7
Italy	17.106.635	-6,7	14.963.756	-16,2	0,87	-10,1
France	6.347.985	-42,8	10.797.241	-31,5	1,70	19,8
Argentina	8.657.915	90,8	9.682.576	90,3	1,12	-0,3
Germany	6.745.754	-18,8	7.393.054	-18,9	1,10	-0,1
Spain	12.630.196	38,0	6.870.432	-3,8	0,54	-30,3
Others	2.227.656	73,8	7.360.817	62,6	3,30	-6,4
Total	476.983.003	0,0	367.874.414	-6,5	0,77	-6,5

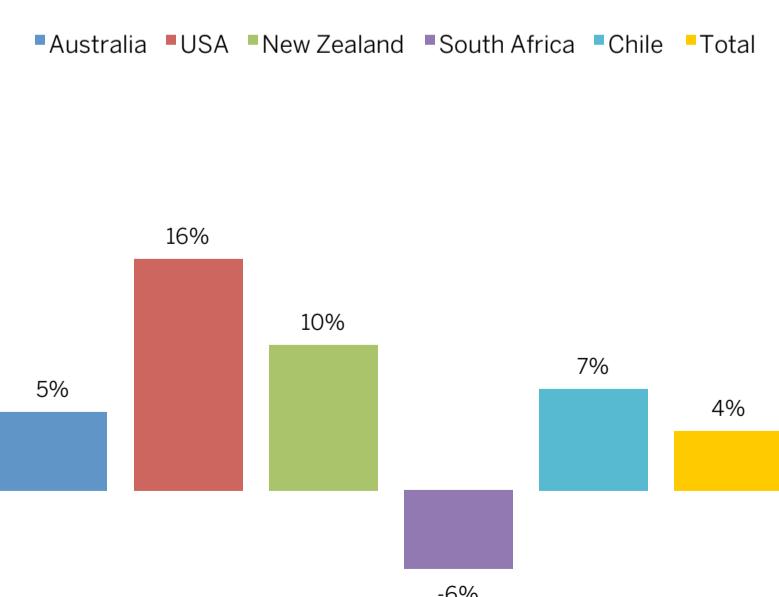
EVOLUTION VOLUME (CAGR % 2010/15)



EVOLUTION VALUE (CAGR % 2010/15)



EVOLUTION PRICES (CAGR % 2010/15)



United Kingdom



## JANUARY-DECEMBER / europe

### Import by type

TH. LITERS	2010	2011	2012	2013	2014	2015
Sparkling	27.931	36.515	31.456	36.884	37.120	24.072
Bottled	225.601	246.142	255.964	275.794	258.032	175.713
Bulk	293.100	228.519	202.535	186.625	172.457	200.005
Total	546.632	511.176	489.955	499.303	467.609	399.789

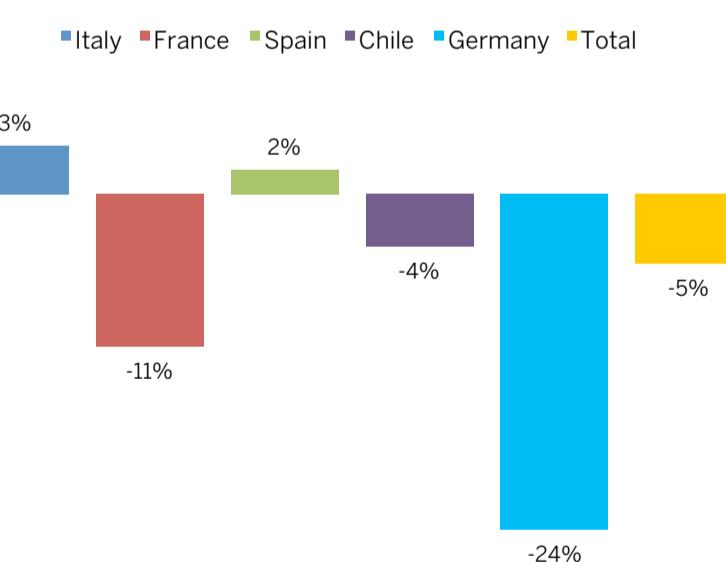
TH. \$	2010	2011	2012	2013	2014	2015
Sparkling	164.002	217.322	189.169	238.320	210.717	105.285
Bottled	504.030	639.772	723.650	845.684	822.422	485.201
Bulk	154.891	139.494	147.636	139.959	108.438	100.928
Total	822.924	996.589	1.060.456	1.223.964	1.141.577	691.413

\$/LITER	2010	2011	2012	2013	2014	2015
Sparkling	5,87	5,95	6,01	6,46	5,68	4,37
Bottled	2,23	2,60	2,83	3,07	3,19	2,76
Bulk	0,53	0,61	0,73	0,75	0,63	0,50
Total	1,51	1,95	2,16	2,45	2,44	1,73

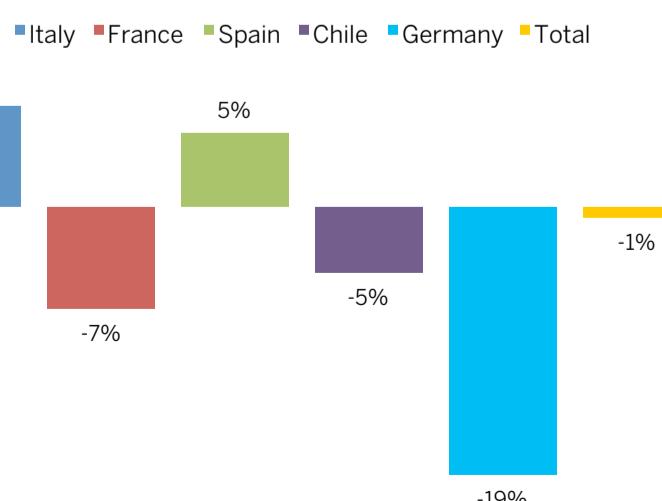
### Bottled by country

COUNTRY	Liters		\$		\$/liter	
	2015	% change	2015	% change	2015	% change
Italy	38.640.829	-23,3	130.425.743	-34,0	3,38	-14,0
France	27.100.832	-42,5	94.732.867	-47,9	3,50	-9,5
Spain	32.350.499	-15,1	64.986.960	-27,9	2,01	-15,0
Georgia	13.405.585	-52,1	46.973.167	-58,2	3,50	-12,7
Abkhazia	15.599.881	13,3	37.834.330	-15,9	2,43	-25,8
Chile	11.342.355	-26,0	30.921.203	-32,1	2,73	-8,3
Germany	6.060.750	-54,6	11.924.333	-57,7	1,97	-6,8
Portugal	2.503.495	11,5	7.508.180	-23,4	3,00	-31,3
Moldova	4.976.279	19,6	7.228.643	14,7	1,45	-4,1
Argentina	2.341.682	-39,7	6.969.445	-40,2	2,98	-0,8
Bulgaria	5.301.324	-55,5	6.809.033	-59,4	1,28	-8,8
South Africa	2.508.654	-10,6	6.677.875	-24,1	2,66	-15,2
New Zealand	723.703	34,8	4.878.756	11,2	6,74	-17,5
Serbia	3.844.286	-33,7	4.432.104	-39,3	1,15	-8,4
Australia	1.117.582	-21,8	3.832.048	-37,4	3,43	-19,9
USA	889.558	-72,2	3.565.447	-71,9	4,01	1,3
Azerbaijan	1.753.470	-42,6	3.311.477	-35,1	1,89	13,0
Armenia	909.933	-39,9	2.144.191	-47,6	2,36	-12,9
Montenegro	584.079	-41,6	1.866.514	-56,3	3,20	-25,3
Hungary	863.277	-37,0	1.537.059	-43,7	1,78	-10,7
Austria	360.459	5,4	1.514.547	-30,6	4,20	-34,2
Ukraine	89.389	-98,5	94.774	-99,3	1,06	-51,4
Others	2.444.747	-17,0	5.031.826	-26,9	2,06	-11,9
Total	175.712.647	-31,9	485.200.522	-41,0	2,76	-13,4

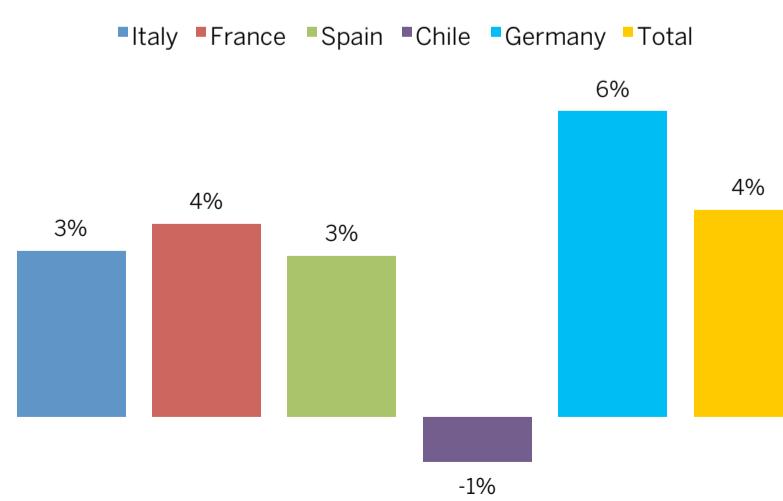
EVOLUTION VOLUME (CAGR % 2010/15)



EVOLUTION VALUE (CAGR % 2010/15)



EVOLUTION PRICES (CAGR % 2010/15)



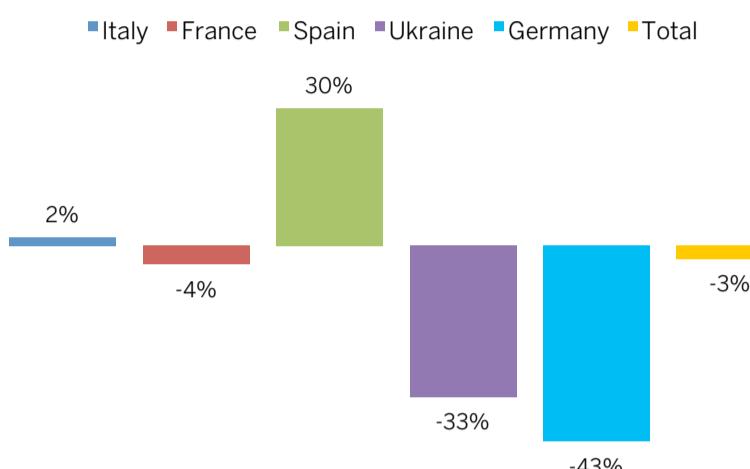
Russia  
Flag

## JANUARY-DECEMBER / europe

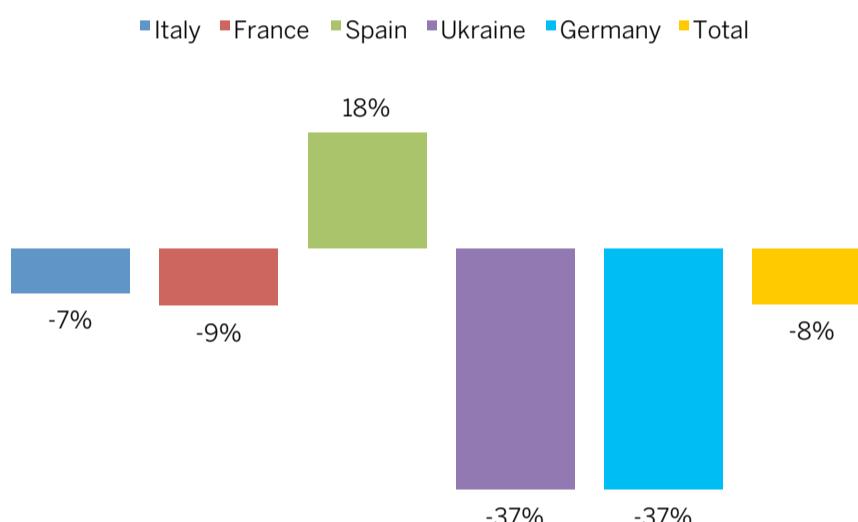
### Sparkling by country

COUNTRY	Liters		\$		\$/liter	
	2015	% change	2015	% change	2015	% change
Italy	16.926.559	-34,6	65.783.880	-50,7	3,89	-24,7
France	3.538.744	-43,1	29.269.571	-49,4	8,27	-11,0
Spain	1.928.948	12,3	5.229.213	-29,8	2,71	-37,5
Ukraine	477.205	-50,0	1.127.248	-68,1	2,36	-36,1
Abkhazia	243.212	-67,0	609.160	-77,7	2,50	-32,5
Georgia	154.799	-28,2	594.947	-32,9	3,84	-6,7
Moldova	294.124	-25,6	585.361	-25,9	1,99	-0,4
Germany	74.999	-74,0	293.767	-75,7	3,92	-6,5
Others	433.235	-39,7	1.791.414	-36,2	4,13	5,9
Total	24.071.825	-35,2	105.284.561	-50,0	4,37	-23,0

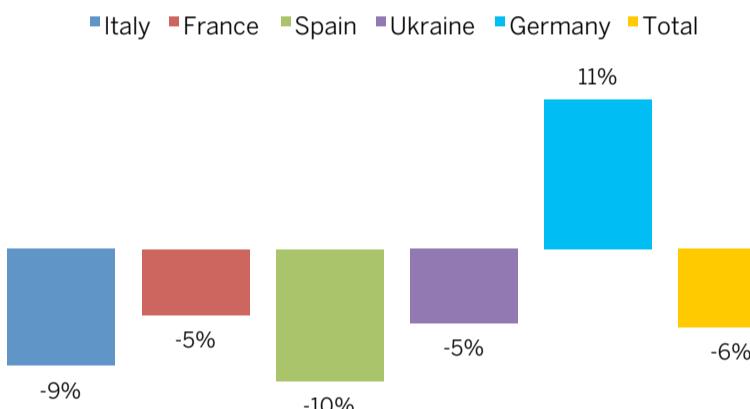
EVOLUTION VOLUME (CAGR % 2010/15)



EVOLUTION VALUE (CAGR % 2010/15)



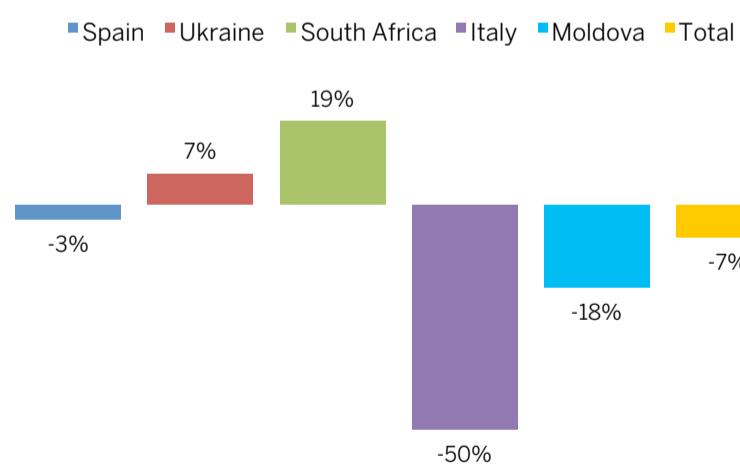
EVOLUTION PRICES (CAGR % 2010/15)



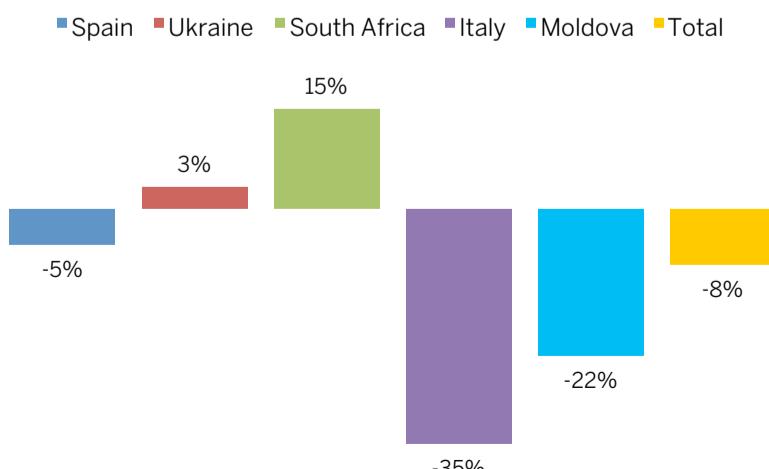
### Bulk by country

COUNTRY	Liters		\$		\$/liter	
	2015	% change	2015	% change	2015	% change
Spain	95.609.160	21,5	41.673.357	-3,3	0,44	-20,4
Ukraine	65.645.053	60,5	30.750.367	32,7	0,47	-17,3
South Africa	16.057.373	-37,3	12.055.602	-37,2	0,75	0,2
Italy	2.258.633	96,2	3.928.068	41,3	1,74	-28,0
Australia	5.382.480	-17,3	3.518.448	-17,9	0,65	-0,7
Moldova	6.161.124	0,4	2.916.581	-30,7	0,47	-30,9
Uzbekistan	3.821.913	-23,0	1.776.835	-26,6	0,46	-4,7
Argentina	2.548.130	-34,5	1.195.419	-59,1	0,47	-37,6
Chile	659.173	14,1	712.065	-25,6	1,08	-34,7
France	354.401	-46,7	686.078	-51,2	1,94	-8,5
USA	226.326	-49,9	490.572	-52,4	2,17	-5,0
Others	1.280.844	-56,0	1.224.998	-59,0	0,96	-6,7
Total	200.004.608	16,0	100.928.390	-6,9	0,50	-19,7

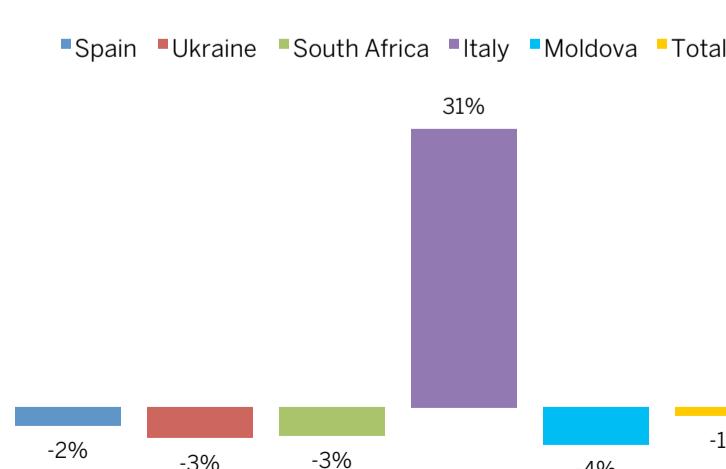
EVOLUTION VOLUME (CAGR % 2010/15)



EVOLUTION VALUE (CAGR % 2010/15)



EVOLUTION PRICES (CAGR % 2010/15)



Russia



## JANUARY-DECEMBER / europe

### Import by type

MILLION LITERS	2010	2011	2012	2013	2014	2015
Sparkling	15,7	16,3	17,1	17,1	18,2	18,2
Bottled	93,2	95,0	98,0	97,7	98,8	98,4
Bulk	83,2	76,8	73,2	68,0	69,7	69,3
Total	192,2	188,1	188,3	182,8	186,7	185,9

MILLION CHF	2010	2011	2012	2013	2014	2015
Sparkling	180,8	178,9	181,3	183,3	190,2	177,9
Bottled	800,1	777,6	835,1	877,8	821,3	751,6
Bulk	110,9	98,7	96,0	106,9	100,5	91,7
Total	1.091,8	1.055,2	1.112,4	1.168,0	1.112,0	1.021,2

CHF/LITER	2010	2011	2012	2013	2014	2015
Sparkling	11,49	11,00	10,61	10,72	10,44	9,79
Bottled	8,58	8,19	8,52	8,98	8,31	7,64
Bulk	1,33	1,28	1,31	1,57	1,44	1,32
Total	5,68	5,61	5,91	6,39	5,96	5,49

Switzerland



27<sup>th</sup> International Enological and Bottling Equipment Exhibition

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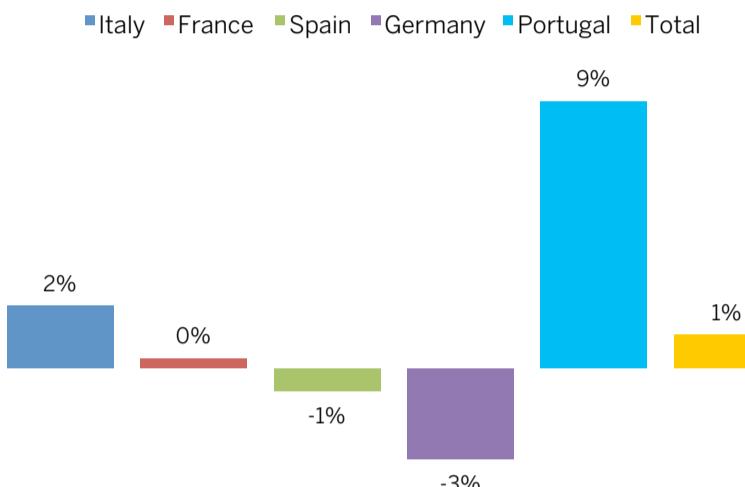
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## JANUARY-DECEMBER / europe

### Bottled by country

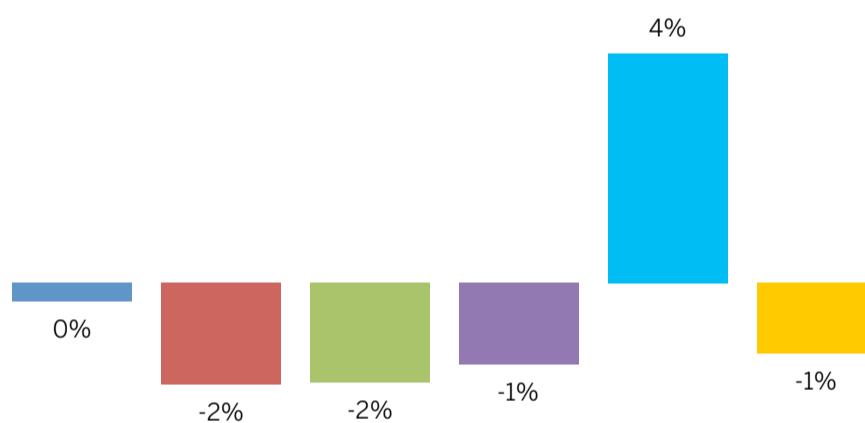
COUNTRY	Liters		CHF		CHF/liter	
	2015	% change	2015	% change	2015	% change
Italy	38.684.005	-2,4	278.557.089	-11,2	7,20	-9,0
France	16.883.903	-1,4	194.587.694	-12,4	11,53	-11,2
Spain	17.762.616	-3,0	115.116.067	-9,4	6,48	-6,6
Germany	3.864.490	6,2	32.279.947	3,7	8,35	-2,3
Portugal	6.997.897	5,7	29.329.434	-4,0	4,19	-9,2
USA	2.527.944	7,7	21.653.028	7,0	8,57	-0,7
Argentina	3.314.131	6,5	17.678.208	16,3	5,33	9,2
Austria	2.166.723	11,7	17.051.359	-1,4	7,87	-11,7
Chile	2.142.250	25,1	10.969.209	26,0	5,12	0,7
Australia	1.248.520	-18,0	8.308.944	-20,9	6,66	-3,5
South Africa	1.087.147	-3,6	6.088.083	-4,5	5,60	-0,9
New Zealand	224.407	10,8	1.365.763	-11,0	6,09	-19,7
Others	1.515.075	2,4	18.572.326	9,6	12,26	7,0
Total trade	98.419.108	-0,4	751.557.151	-8,5	7,64	-8,1

#### EVOLUTION VOLUME (CAGR % 2010/15)



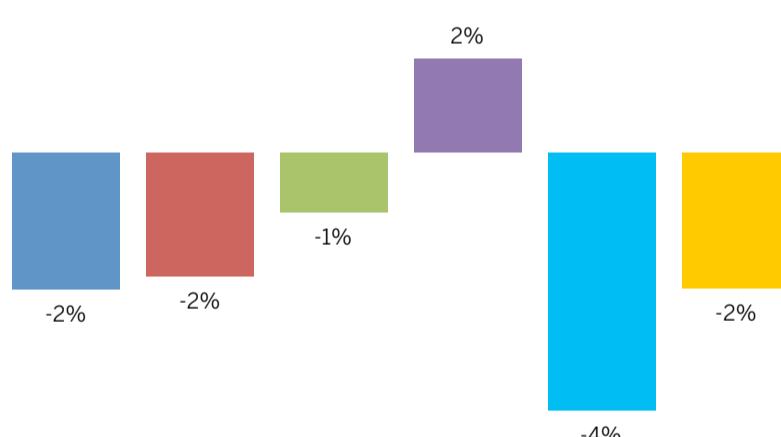
#### EVOLUTION VALUE (CAGR % 2010/15)

■ Italy ■ France ■ Spain ■ Germany ■ Portugal ■ Total



#### EVOLUTION PRICES (CAGR % 2010/15)

■ Italy ■ France ■ Spain ■ Germany ■ Portugal ■ Total

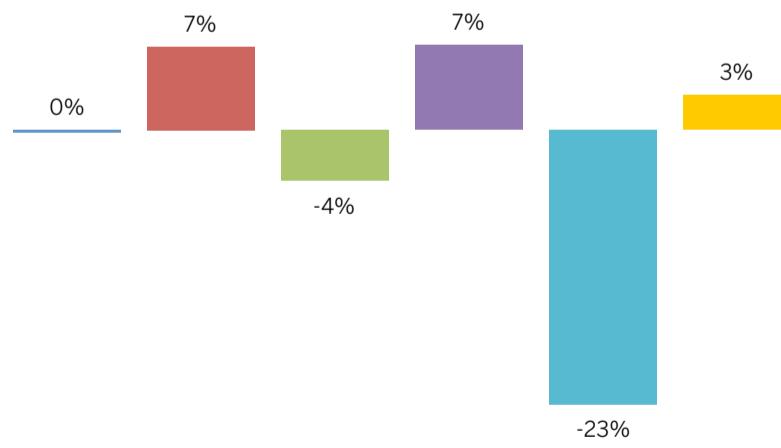


### Sparkling by country

COUNTRY	Liters		CHF		CHF/liter	
	2015	% change	2015	% change	2015	% change
France	5.058.992	1,7	110.503.819	-4,2	21,84	-5,8
Italy	9.908.904	1,9	48.762.313	-10,2	4,92	-11,9
Spain	2.036.130	-15,2	10.704.251	-17,8	5,26	-3,1
Germany	881.109	16,4	3.554.109	-5,5	4,03	-18,8
Austria	73.878	-16,8	779.580	-8,4	10,55	10,0
Others	208.379	-23,8	3.606.595	22,0	17,31	60,1
Total	18.167.392	-0,3	177.910.667	-6,5	9,79	-6,2

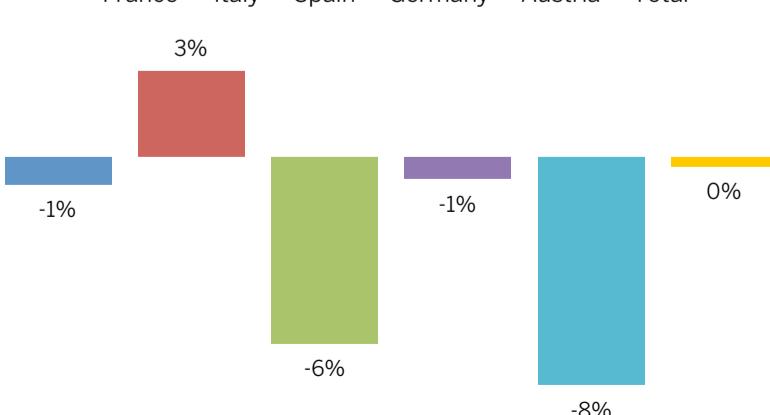
#### EVOLUTION VOLUME (CAGR % 2010/15)

■ France ■ Italy ■ Spain ■ Germany ■ Austria ■ Total



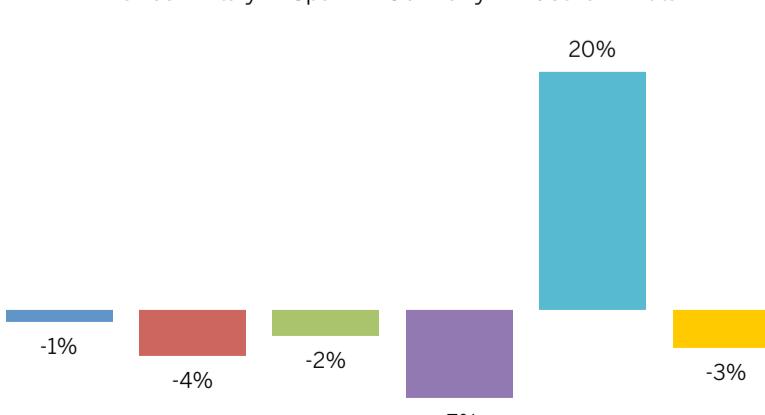
#### EVOLUTION VALUE (CAGR % 2010/15)

■ France ■ Italy ■ Spain ■ Germany ■ Austria ■ Total



#### EVOLUTION PRICES (CAGR % 2010/15)

■ France ■ Italy ■ Spain ■ Germany ■ Austria ■ Total



Switzerland  
+

# Bottling Technologies

EXCEEDING THE STANDARD IN EXPERTISE, CONSULTING, INNOVATION AND SERVICE

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## IMPORT 2010-2015

## JANUARY-DECEMBER / america

## Import by type

TH. LITERS	2010	2011	2012	2013	2014	2015
Sparkling	56.880	69.727	70.852	76.826	85.136	95.848
Bottled	693.462	710.916	698.801	719.080	700.030	729.532
Bulk	188.071	234.905	397.292	300.678	289.465	276.721
Total	938.413	1.015.548	1.166.946	1.096.584	1.074.631	1.102.101

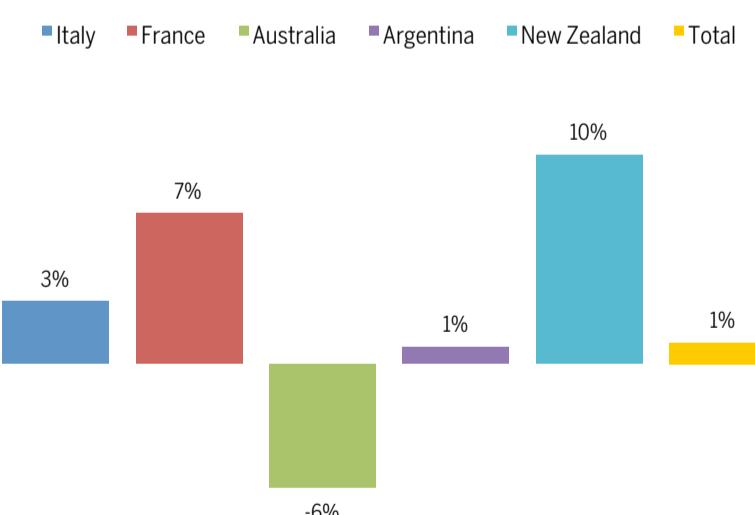
TH. \$	2010	2011	2012	2013	2014	2015
Sparkling	624.950	785.415	778.219	821.358	900.520	983.022
Bottled	3.446.810	3.781.984	3.850.997	4.107.248	4.166.331	4.145.462
Bulk	170.732	247.750	427.903	314.496	290.191	249.972
Total	4.242.492	4.815.149	5.057.119	5.243.102	5.357.042	5.378.456

\$/LITER	2010	2011	2012	2013	2014	2015
Sparkling	10,99	11,26	10,98	10,69	10,58	10,26
Bottled	4,97	5,32	5,51	5,71	5,95	5,68
Bulk	0,91	1,05	1,08	1,05	1,00	0,90
Total	4,52	4,74	4,33	4,78	4,99	4,88

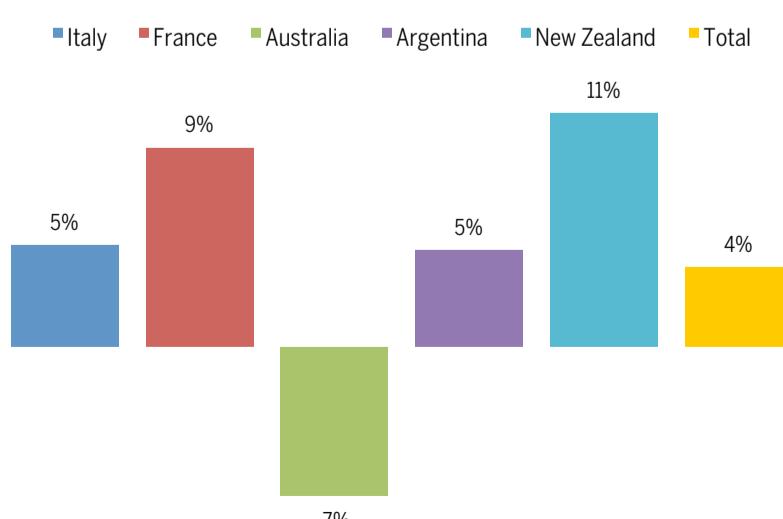
## Bottled by country

COUNTRY	Thousand liters		Thousand \$		\$/liter	
	2015	% change	2015	% change	2015	% change
Italy	253.241	4,1	1.410.857	-1,4	5,57	-5,2
France	98.866	10,0	923.890	-1,8	9,34	-10,7
Australia	108.177	-0,8	381.928	-2,9	3,53	-2,1
Argentina	63.341	2,4	309.141	-0,1	4,88	-2,4
New Zealand	37.747	15,4	296.224	12,7	7,85	-2,3
Spain	46.145	3,1	248.383	-4,9	5,38	-7,7
Chile	61.662	2,9	239.535	5,1	3,88	2,1
Germany	19.678	-6,6	100.411	-12,8	5,10	-6,7
Portugal	16.579	11,0	91.546	3,5	5,52	-6,8
South Africa	9.496	6,0	48.928	1,6	5,15	-4,2
Others	14.603	8,4	94.619	7,1	6,48	-1,2
Total	729.532	4,2	4.145.462	-0,5	5,68	-4,5

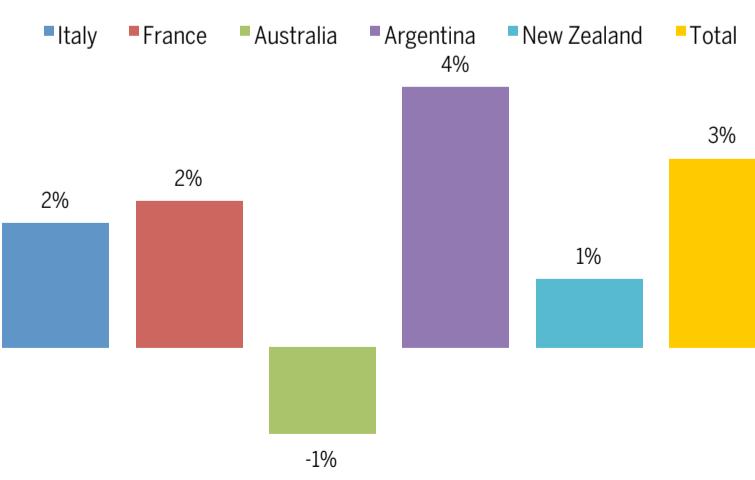
## EVOLUTION VOLUME (CAGR % 2010/15)



## EVOLUTION VALUE (CAGR % 2010/15)



## EVOLUTION PRICES (CAGR % 2010/15)



United States

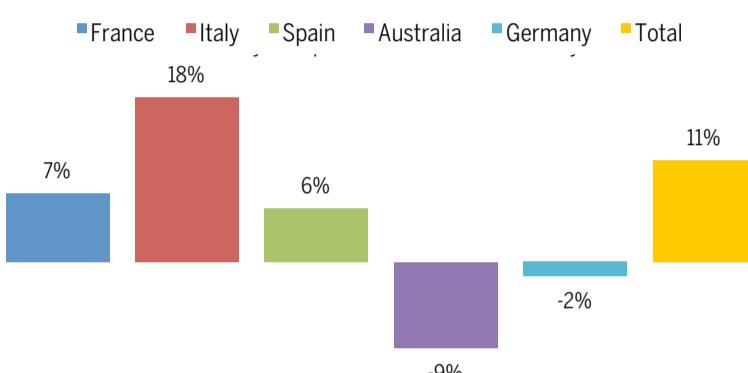


# JANUARY-DECEMBER / america

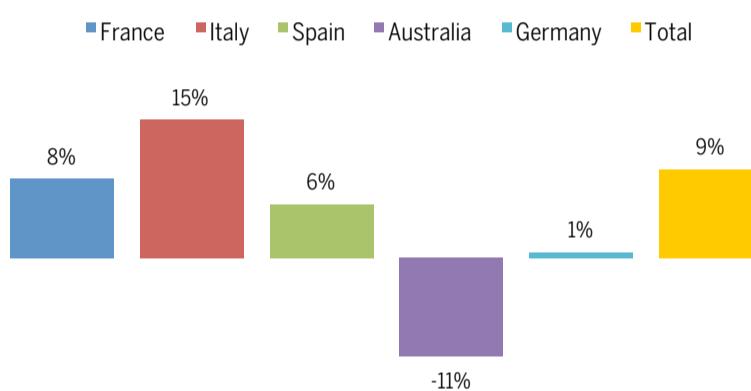
## Sparkling by country

COUNTRY	Thousand liters		Thousand \$		\$/liter	
	2015	% change	2015	% change	2015	% change
France	26.705	7,4	623.796	10,0	23,36	2,4
Italy	48.505	17,5	260.357	7,8	5,37	-8,3
Spain	17.553	9,4	84.209	8,6	4,80	-0,7
Australia	982	-14,5	4.236	-10,4	4,32	4,9
Others	2.103	15,5	10.424	6,2	4,96	-8,1
Total	95.848	12,6	983.022	9,2	10,26	-3,0

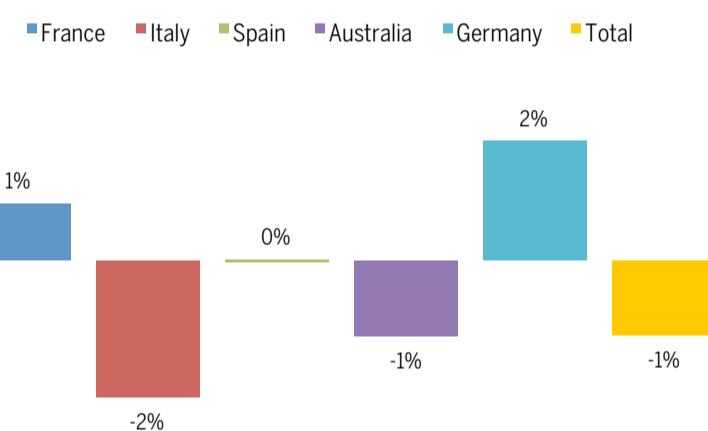
EVOLUTION VOLUME (CAGR % 2010/15)



EVOLUTION VALUE (CAGR % 2010/15)



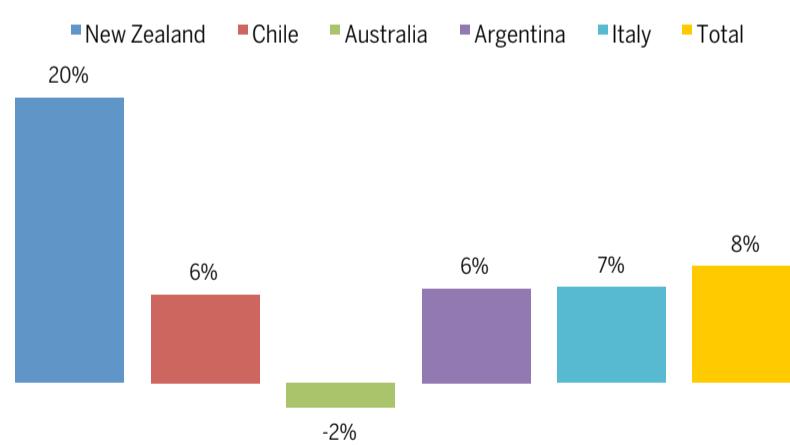
EVOLUTION PRICES (CAGR % 2010/15)



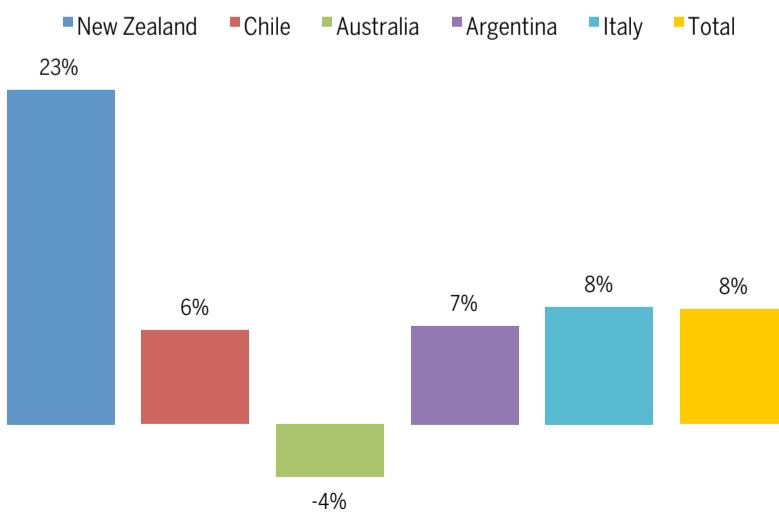
## Bulk by country

COUNTRY	Thousand liters		Thousand \$		\$/liter	
	2015	% change	2015	% change	2015	% change
New Zealand	20.542	11,8	65.842	1,3	3,21	-9,4
Chile	71.949	-20,7	47.998	-32,2	0,67	-14,5
Australia	59.312	2,3	42.151	-16,6	0,71	-18,5
Argentina	36.735	-15,5	31.673	-25,8	0,86	-12,3
Italy	10.446	23,1	21.274	2,4	2,04	-16,8
France	1.848	18,4	8.626	11,5	4,67	-5,9
Spain	2.272	-34,4	2.603	-35,3	1,15	-1,3
South Africa	1.614	-31,9	1.184	-34,9	0,73	-4,4
Others	72.004	14,1	28.621	6,8	0,40	-6,4
Total	276.721	-4,4	249.972	-13,9	0,90	-9,9

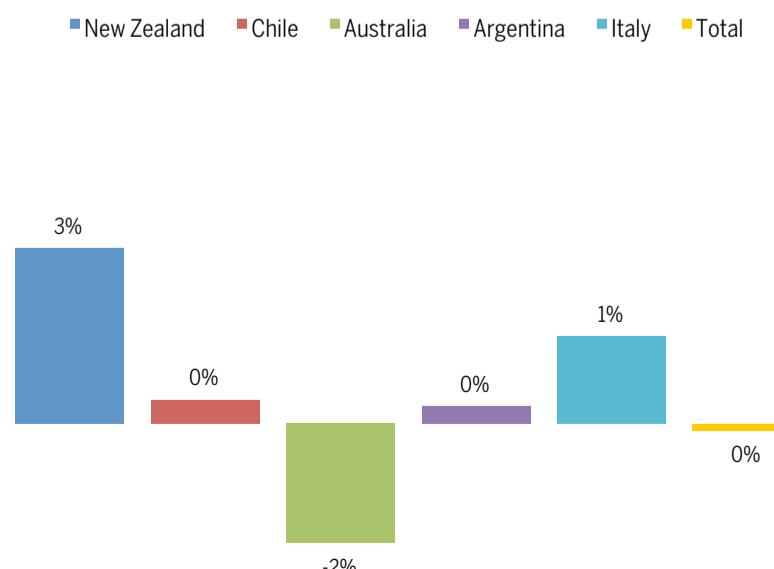
EVOLUTION VOLUME (CAGR % 2010/15)



EVOLUTION VALUE (CAGR % 2010/15)



EVOLUTION PRICES (CAGR % 2010/15)



United States



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enologiche; è una soluzione efficiente, precisa e di grande versatilità che dialoga facilmente con altri sistemi presenti in cantina, sempre nel rispetto del patrimonio organolettico dei vino.

Mastermind® Remove Plus, è una tecnologia Juclas. Dal 1990, tecnologia al servizio dell'enologia.



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## JANUARY-DECEMBER / america

### Import by type

TH. LITERS	2010	2011	2012	2013	2014	2015
Sparkling	9.784	10.355	11.471	11.624	11.952	13.841
Bottled	252.517	255.350	263.433	267.811	269.443	282.055
Bulk	87.760	92.692	101.904	93.281	103.530	117.491
Total	350.060	358.398	376.808	372.716	384.925	413.387

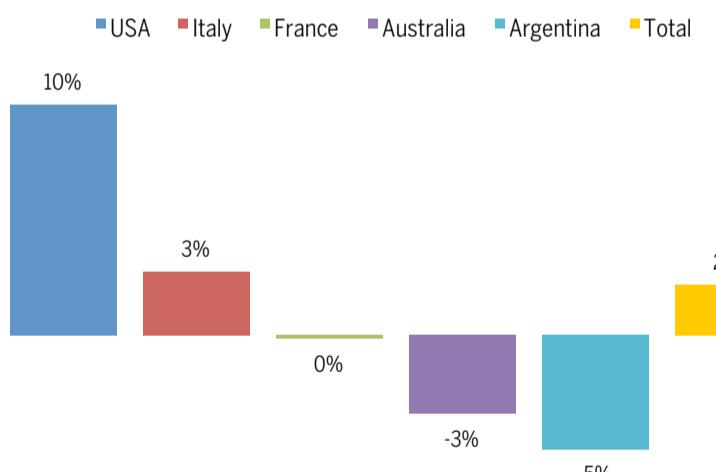
TH. CAN\$	2010	2011	2012	2013	2014	2015
Sparkling	108.657	119.863	124.732	132.568	140.283	163.066
Bottled	1.559.217	1.684.307	1.748.342	1.854.458	1.895.897	2.017.427
Bulk	81.893	90.554	100.830	98.757	107.578	116.350
Total	1.749.767	1.894.724	1.973.904	2.085.783	2.143.758	2.296.843

CAN\$/LITER	2010	2011	2012	2013	2014	2015
Sparkling	11,11	11,58	10,87	11,40	11,74	11,78
Bottled	6,17	6,60	6,64	6,92	7,04	7,15
Bulk	0,93	0,98	0,99	1,06	1,04	0,99
Total	5,00	5,29	5,24	5,60	5,57	5,56

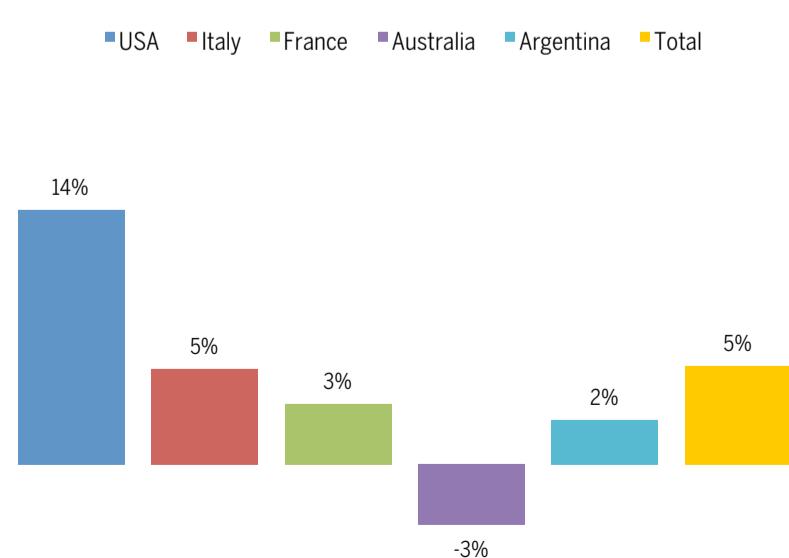
### Bottled by country

COUNTRY	Liters		Can.\$		Can.\$/liter	
	2015	% change	2015	% change	2015	% change
USA	55.061.258	2,5	472.835.123	6,9	8,59	4,3
Italy	60.610.731	7,6	412.121.472	7,8	6,80	0,2
France	46.742.623	1,7	374.515.849	3,4	8,01	1,7
Australia	30.589.224	1,8	201.913.246	3,5	6,60	1,6
Argentina	17.978.259	-1,0	111.605.929	8,6	6,21	9,8
Spain	14.916.120	11,3	102.557.536	9,2	6,88	-1,9
Chile	20.438.209	6,9	101.435.043	10,9	4,96	3,7
New Zealand	10.131.801	11,5	98.447.105	10,1	9,72	-1,2
Portugal	9.558.283	13,3	57.004.266	8,9	5,96	-3,9
South Africa	7.868.183	-1,9	40.324.585	-2,4	5,13	-0,5
Germany	4.252.324	-3,9	25.959.813	-0,5	6,10	3,6
Others	3.908.439	41,9	18.707.346	10,6	4,79	-22,1
Total	282.055.454	4,7	2.017.427.313	6,4	7,15	1,7

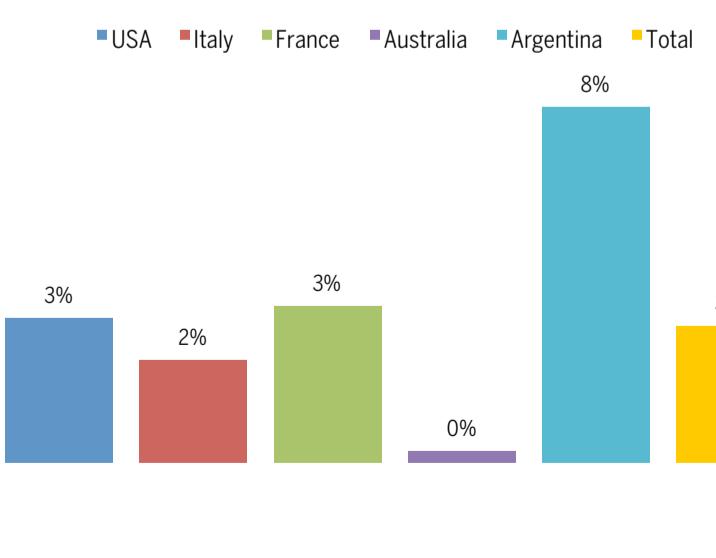
#### EVOLUTION VOLUME (CAGR % 2010/15)



#### EVOLUTION VALUE (CAGR % 2010/15)



#### EVOLUTION PRICES (CAGR % 2010/15)



Canada

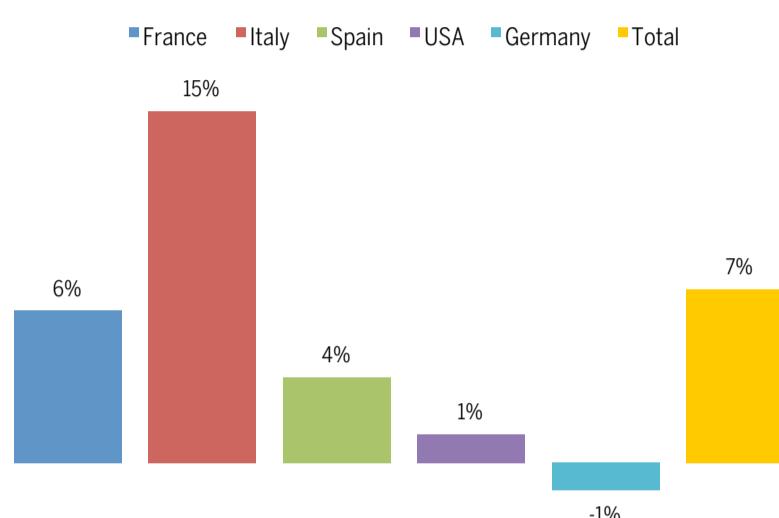


# JANUARY-DECEMBER / america

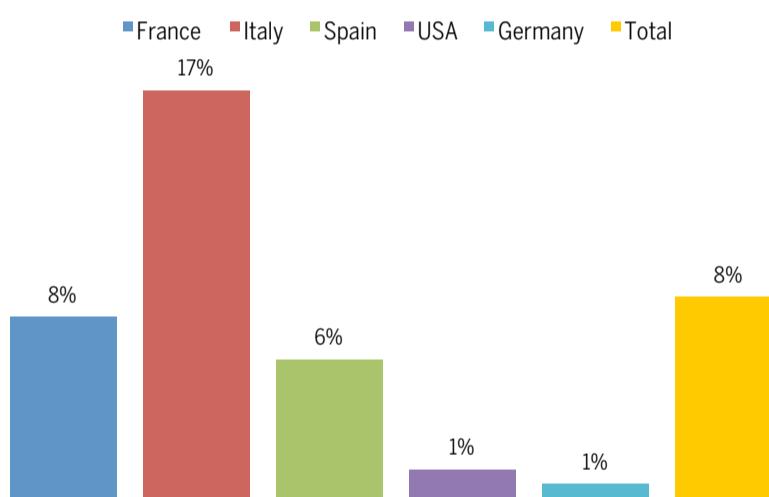
## Sparkling by country

COUNTRY	Liters		Can.\$		Can.\$/liter	
	2015	% change	2015	% change	2015	% change
France	3.245.498	16,6	80.160.110	17,3	24,70	0,6
Italy	5.297.273	24,1	42.339.941	23,1	7,99	-0,8
Spain	1.897.978	13,2	13.535.893	13,1	7,13	0,0
USA	835.736	-0,4	9.458.772	2,4	11,32	2,8
Germany	1.016.034	-3,1	7.240.210	0,7	7,13	3,9
Australia	670.985	-1,4	4.133.925	-0,2	6,16	1,2
Hungary	423.089	69,2	2.186.864	31,4	5,17	-22,3
Others	454.022	12,2	4.010.174	20,5	8,83	7,4
Total	13.840.615	15,8	163.065.889	16,2	11,78	0,4

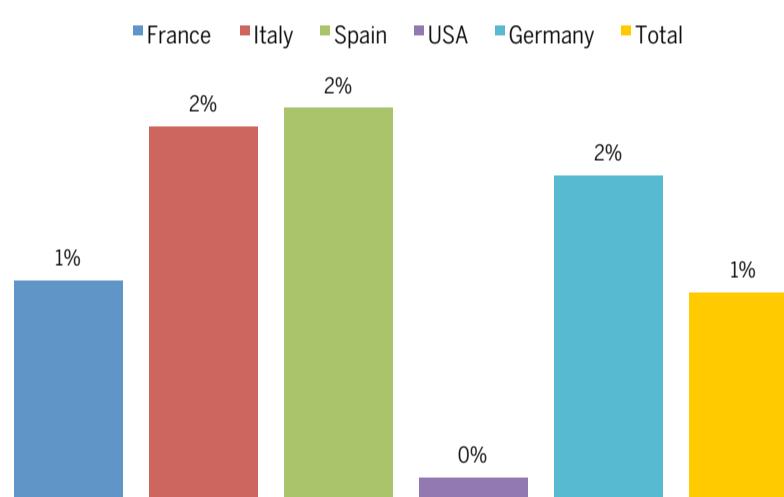
EVOLUTION VOLUME (CAGR % 2010/15)



EVOLUTION VALUE (CAGR % 2010/15)



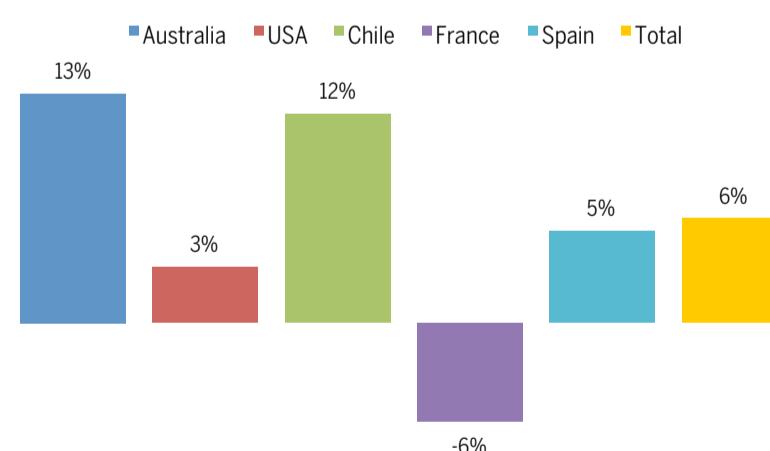
EVOLUTION PRICES (CAGR % 2010/15)



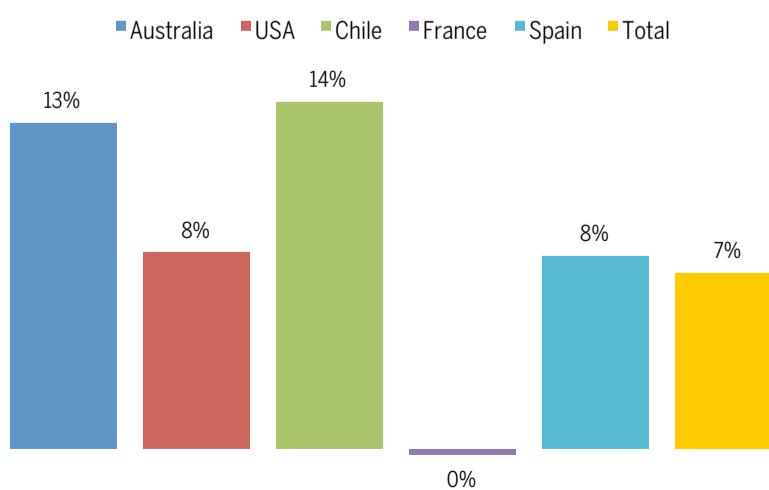
## Bulk by country

COUNTRY	Liters		Can.\$		Can.\$/liter	
	2015	% change	2015	% change	2015	% change
Australia	33.092.499	16,8	28.845.803	10,8	0,87	-5,1
USA	17.674.103	37,8	27.065.863	37,4	1,53	-0,3
Chile	21.347.528	11,0	16.533.787	7,3	0,77	-3,4
France	6.656.305	-15,1	10.642.993	-14,1	1,60	1,1
Spain	14.812.777	11,9	9.825.309	-7,7	0,66	-17,5
South Africa	11.193.711	17,7	7.819.769	2,1	0,70	-13,3
Italy	5.163.961	-5,8	7.634.643	-11,0	1,48	-5,5
Argentina	4.634.202	-15,0	4.153.217	-10,0	0,90	5,8
New Zealand	886.282	234,3	1.345.723	82,5	1,52	-45,4
Others	2.029.995	50,3	2.482.668	37,5	1,22	-8,5
Total	117.491.363	13,5	116.349.775	8,2	0,99	-4,7

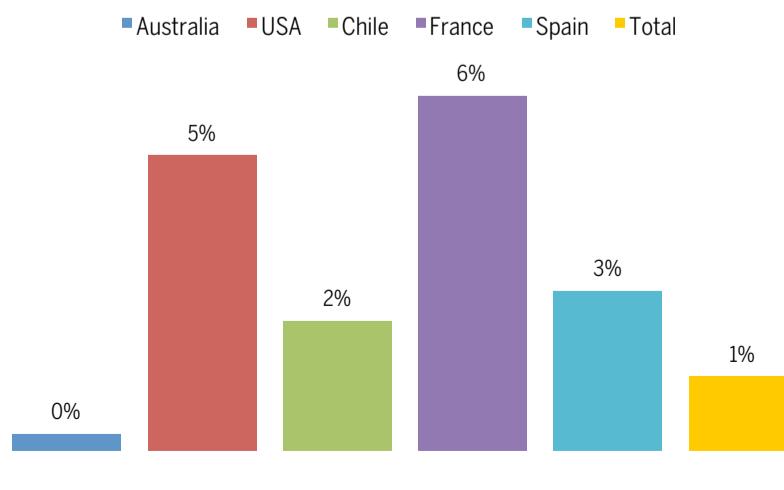
EVOLUTION VOLUME (CAGR % 2010/15)



EVOLUTION VALUE (CAGR % 2010/15)



EVOLUTION PRICES (CAGR % 2010/15)



Canada



# JANUARY-DECEMBER / america

## Import by type

LITERS	2010	2011	2012	2013	2014	2015
Sparkling	3.595.126	4.059.642	4.331.210	3.965.490	4.089.587	3.890.957
Bottled	70.737.756	72.369.600	72.241.572	66.206.657	76.187.856	77.671.298
Bulk	270.125	335.963	1.985.264	1.111.756	460.572	365.730
Total	74.603.007	76.765.205	78.558.046	71.283.903	80.738.015	81.927.985

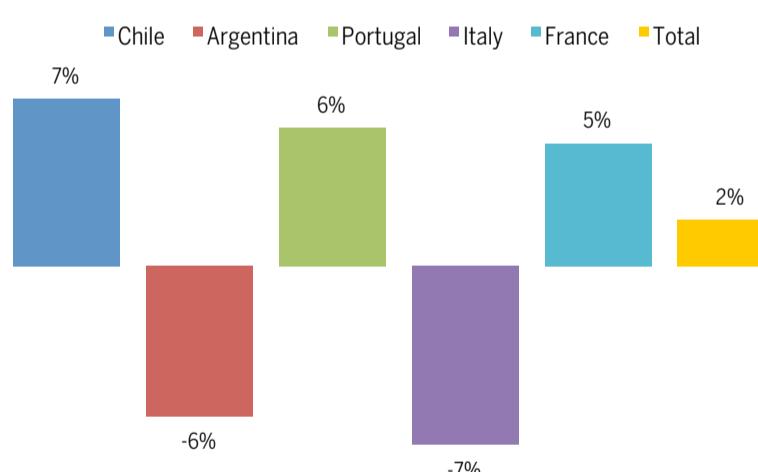
\$	2010	2011	2012	2013	2014	2015
Sparkling	27.961.112	32.605.594	37.665.799	34.652.523	34.261.037	32.863.323
Bottled	223.058.960	261.570.242	260.965.670	254.319.243	289.567.268	258.299.125
Bulk	507.431	486.861	1.814.634	1.246.932	686.044	680.647
Total	251.527.503	294.662.697	300.446.103	290.218.698	324.514.349	291.843.095

\$/LITER	2010	2011	2012	2013	2014	2015
Sparkling	7,78	8,03	8,70	8,74	8,38	8,45
Bottled	3,15	3,61	3,61	3,84	3,80	3,33
Bulk	1,88	1,45	0,91	1,12	1,49	1,86
Total	3,37	3,84	3,82	4,07	4,02	3,56

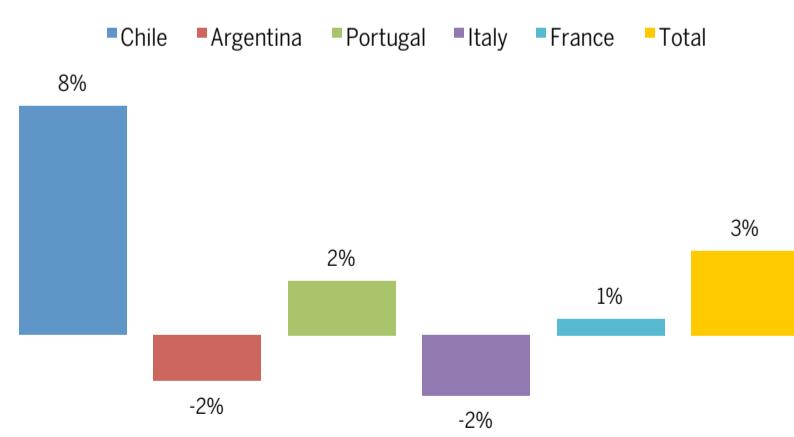
## Bottled by country

COUNTRY	Liters		\$		\$/liter	
	2015	% change	2015	% change	2015	% change
Chile	36.624.396	3,4	107.603.010	-5,1	2,94	-8,2
Argentina	12.419.730	-7,3	48.035.033	-10,7	3,87	-3,7
Portugal	10.228.618	7,8	32.215.937	-12,4	3,15	-18,8
Italy	8.195.322	-1,5	25.743.344	-18,2	3,14	-16,9
France	3.564.456	0,2	19.306.869	-29,7	5,42	-29,9
Spain	3.109.460	13,3	11.387.219	-10,7	3,66	-21,2
Usa	759.893	-1,7	3.848.755	-7,6	5,06	-6,0
Uruguay	1.346.314	12,0	3.980.821	6,8	2,96	-4,6
South Africa	743.631	3,7	2.996.543	-1,2	4,03	-4,7
Australia	335.398	45,9	1.261.810	25,1	3,76	-14,3
New Zealand	107.057	3,4	950.751	12,7	8,88	9,0
Germany	92.776	-15,1	358.275	-25,9	3,86	-12,7
Others	144.247	17,6	610.758	-11,6	4,23	-24,9
Total	77.671.298	1,9	258.299.125	-10,8	3,33	-12,5

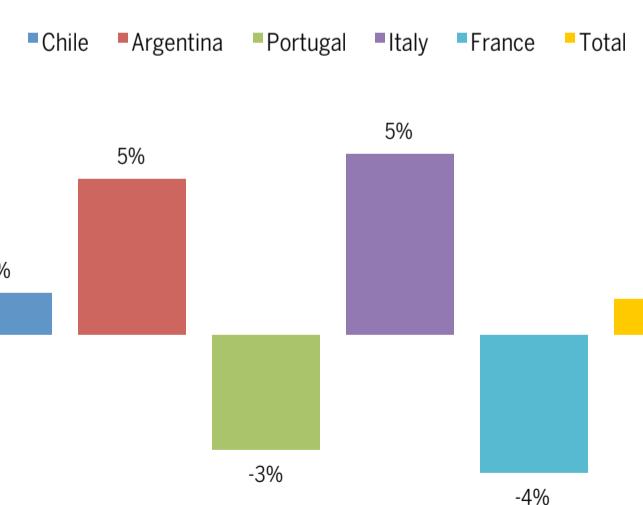
EVOLUTION VOLUME (CAGR % 2010/15)



EVOLUTION VALUE (CAGR % 2010/15)



EVOLUTION PRICES (CAGR % 2010/15)



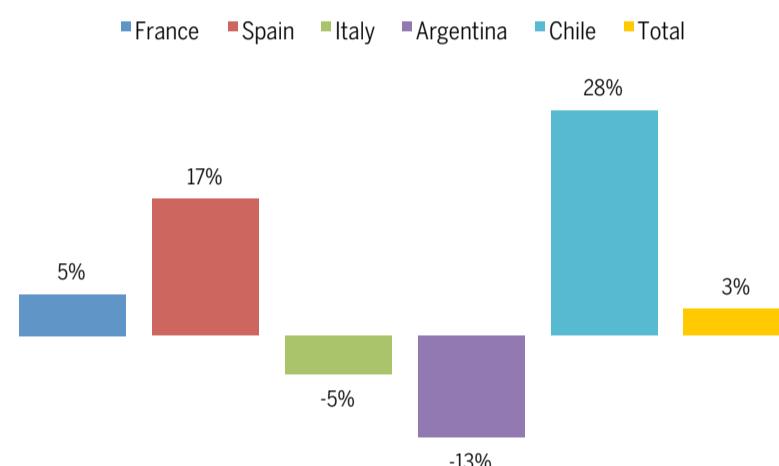
Brazil

## JANUARY-DECEMBER / america

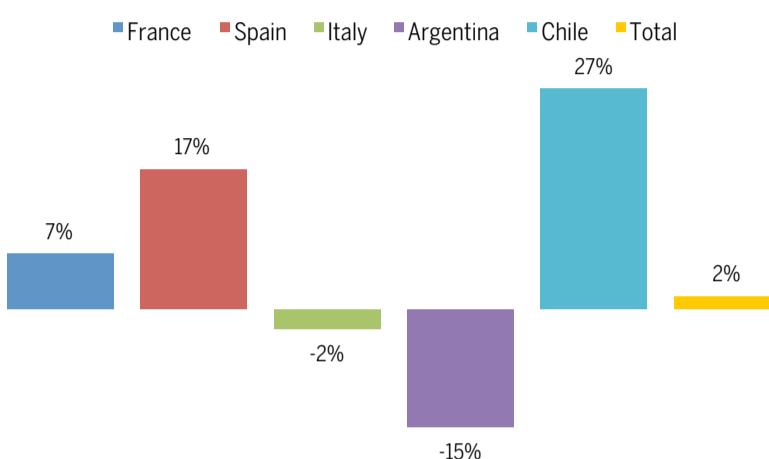
### Sparkling by country

COUNTRY	Liters		\$		\$/liter	
	2015	% change	2015	% change	2015	% change
France	1.240.230	9,4	21.849.752	4,9	17,62	-4,2
Spain	884.397	2,8	4.183.324	-7,4	4,73	-10,0
Italy	932.517	-9,6	3.670.403	-17,8	3,94	-9,0
Argentina	490.090	-39,6	1.814.349	-43,7	3,70	-6,7
Chile	229.622	71,4	838.250	39,7	3,65	-18,5
Portugal	57.091	-5,9	223.379	-29,5	3,91	-25,1
Others	57.010	-2,7	283.866	-8,0	4,98	-5,5
Total	3.890.957	-4,9	32.863.323	-4,1	8,45	0,8

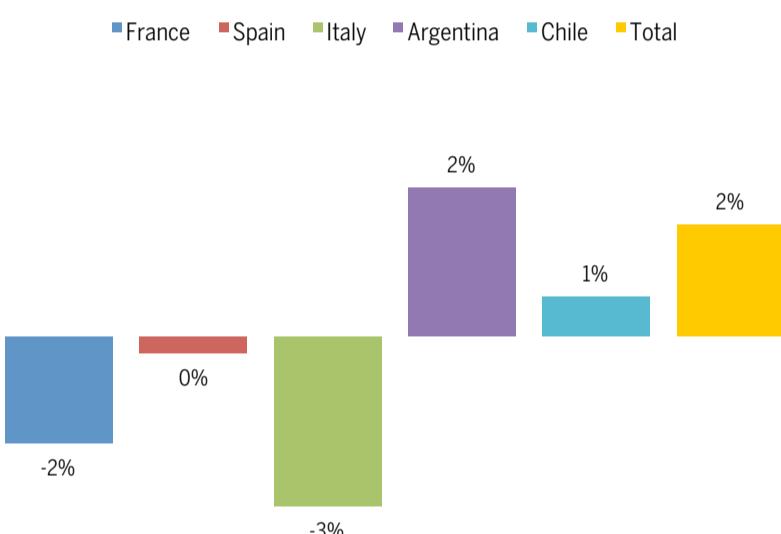
EVOLUTION VALUE (CAGR % 2010/15)



EVOLUTION VOLUME (CAGR % 2010/15)

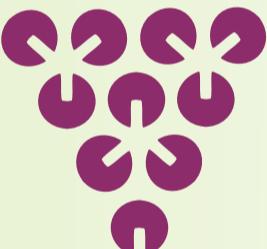


EVOLUTION PRICES (CAGR % 2010/15)



Brazil





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## IMPORT 2010-2015

## JANUARY-DECEMBER / asia

## Import by type

TH. LITERS	2010	2011	2012	2013	2014	2015
Sparkling	2.719	3.945	6.327	8.702	13.956	12.607
Bottled	146.279	241.336	266.512	279.046	288.276	394.934
Bulk	137.063	120.257	121.584	89.793	81.908	146.032
Total	286.061	365.537	394.423	377.541	384.140	553.574

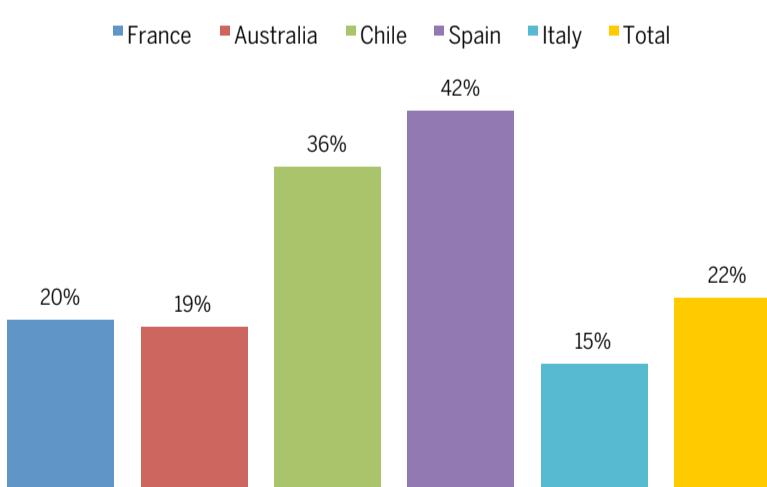
TH. \$	2010	2011	2012	2013	2014	2015
Sparkling	28.008	38.861	60.683	64.783	82.738	60.280
Bottled	655.206	1.272.899	1.376.937	1.383.039	1.365.837	1.872.774
Bulk	113.912	124.574	143.948	107.816	69.621	98.617
Total	797.125	1.436.334	1.581.567	1.555.639	1.518.195	2.031.671

\$/LITER	2010	2011	2012	2013	2014	2015
Sparkling	10,30	9,85	9,59	7,44	5,93	4,78
Bottled	4,48	5,27	5,17	4,96	4,74	4,74
Bulk	0,83	1,04	1,18	1,20	0,85	0,68
Total	2,79	3,93	4,01	4,12	3,95	3,67

## Bottled by country

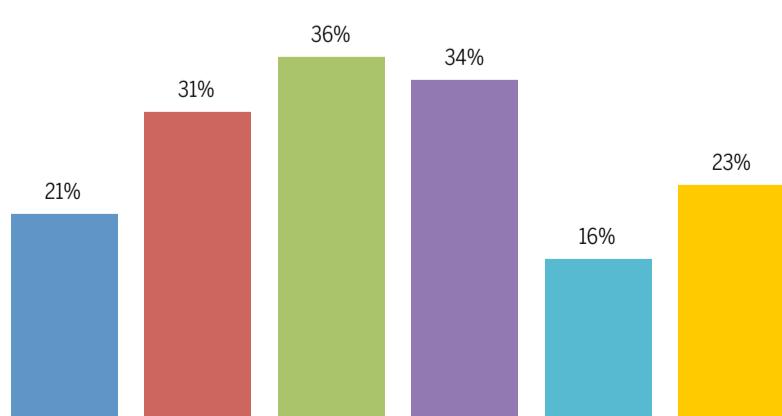
COUNTRY	Liters		\$		\$/liter	
	2015	% change	2015	% change	2015	% change
France	166.279.191	32,9	863.292.661	40,6	5,19	5,8
Australia	56.642.300	56,5	439.376.537	77,7	7,76	13,6
Chile	48.749.105	42,5	170.015.879	36,5	3,49	-4,2
Spain	54.436.787	55,2	112.188.945	16,6	2,06	-24,9
Italy	22.592.255	23,6	82.112.459	1,4	3,63	-17,9
USA	9.989.231	-22,2	51.553.380	-20,9	5,16	1,6
South Africa	9.221.072	79,2	38.608.268	78,7	4,19	-0,3
Argentina	4.981.471	18,8	19.975.346	13,2	4,01	-4,7
New Zealand	1.846.625	-8,2	18.710.850	-22,3	10,13	-15,4
Germany	3.801.531	2,2	17.078.063	-11,5	4,49	-13,4
Portugal	5.752.839	46,7	15.975.306	12,1	2,78	-23,6
Others	10.641.696	41,1	43.885.925	7,8	4,12	-23,6
Total	394.934.103	37,0	1.872.773.619	37,1	4,74	0,1

## EVOLUTION VOLUME (CAGR % 2010/15)



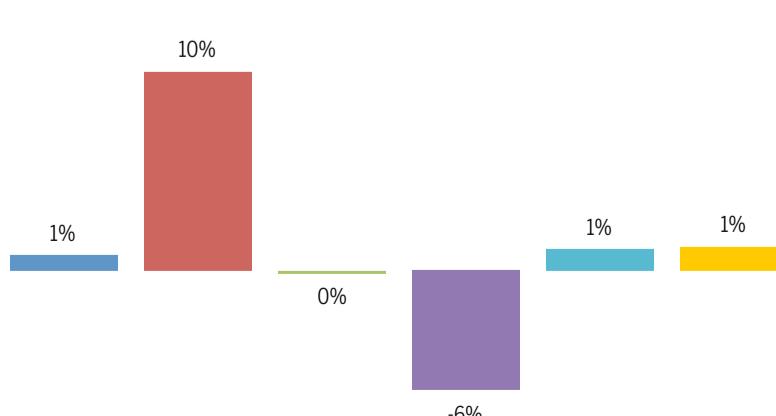
## EVOLUTION VALUE (CAGR % 2010/15)

■ France ■ Australia ■ Chile ■ Spain ■ Italy ■ Total



## EVOLUTION PRICES (CAGR % 2010/15)

■ France ■ Australia ■ Chile ■ Spain ■ Italy ■ Total



China

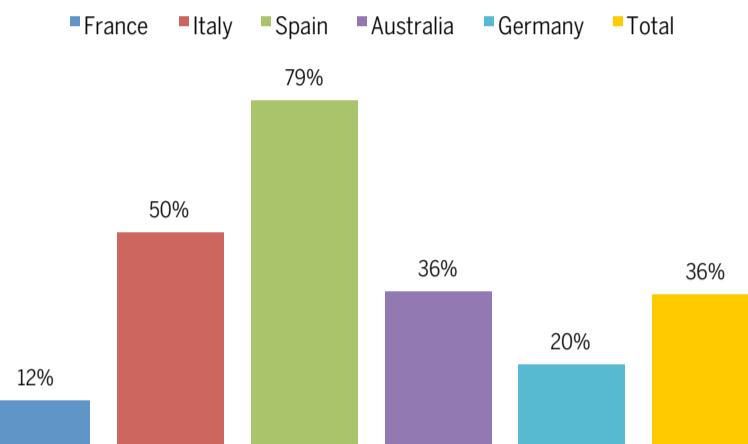


## JANUARY-DECEMBER / asia

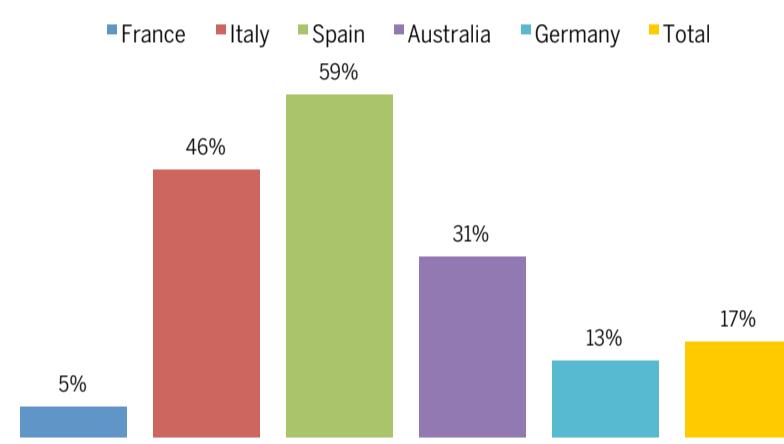
### Sparkling by country

COUNTRY	Liters		\$		\$/liter	
	2015	% change	2015	% change	2015	% change
France	2.011.702	-18,1	28.415.582	-35,3	14,13	-21,0
Italy	5.791.485	-14,9	17.074.532	-24,5	2,95	-11,3
Spain	2.630.923	13,4	6.593.574	-1,3	2,51	-13,0
Australia	1.045.592	29,3	4.322.012	12,7	4,13	-12,8
Germany	538.053	-22,9	1.627.519	-30,5	3,02	-10,0
Argentina	113.882	115,0	523.714	103,6	4,60	-5,3
South Africa	121.947	32,7	357.286	-3,6	2,93	-27,4
USA	45.987	-68,9	337.286	-56,7	7,33	39,4
Chile	48.361	-44,8	247.918	-33,1	5,13	21,2
Others	259.464	-47,1	780.878	-51,1	3,01	-7,6
Total	12.607.396	-9,7	60.280.301	-27,1	4,78	-19,4

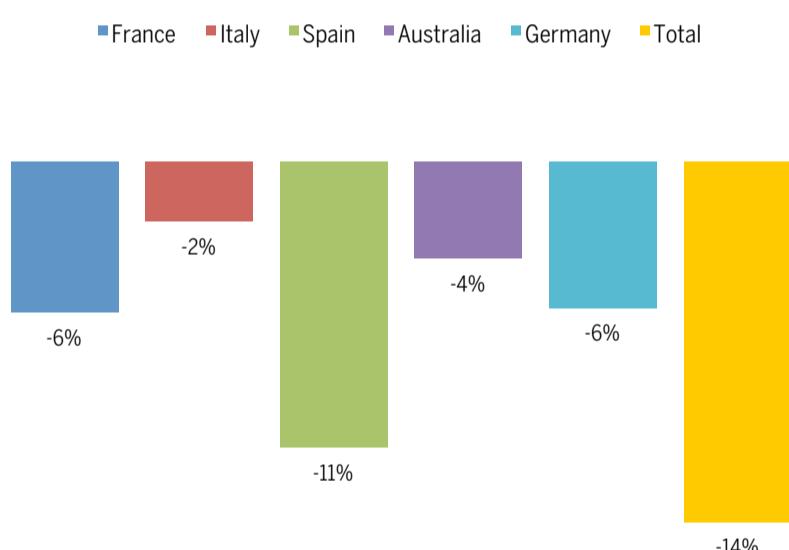
EVOLUTION VOLUME (CAGR % 2010/15)



EVOLUTION VALUE (CAGR % 2010/15)



EVOLUTION PRICES (CAGR % 2010/15)



China



### Import by type

LITERS	2010	2011	2012	2013	2014	2015
Sparkling	1.238.841	1.893.599	2.550.153	3.001.324	3.410.874	4.226.230
Bottled	19.742.318	20.424.955	21.999.266	24.828.452	25.357.436	27.385.714
Bulk	3.586.959	3.685.226	3.533.721	4.716.774	4.459.545	5.192.902
Total	24.568.118	26.003.780	28.083.140	32.546.550	33.227.855	36.804.846

TH. \$	2010	2011	2012	2013	2014	2015
Sparkling	10.362	15.091	18.544	21.357	24.768	28.842
Bottled	98.992	112.798	124.252	143.873	152.434	155.725
Bulk	3.534	4.188	4.462	6.542	5.184	5.199
Total	112.888	132.077	147.258	171.772	182.386	189.766

\$/LITER	2010	2011	2012	2013	2014	2015
Sparkling	8,36	7,97	7,27	7,12	7,26	6,82
Bottled	5,01	5,52	5,65	5,79	6,01	5,69
Bulk	0,99	1,14	1,26	1,39	1,16	1,00
Total	4,59	5,08	5,24	5,28	5,49	5,16

South Korea

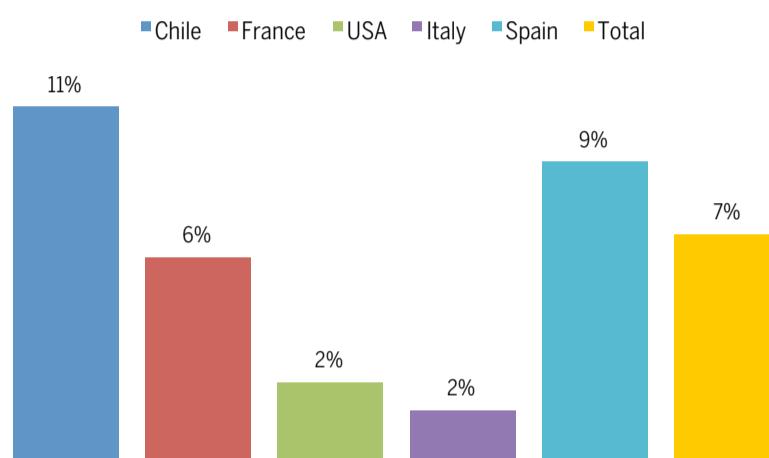


## JANUARY-DECEMBER / asia

### Bottled by country

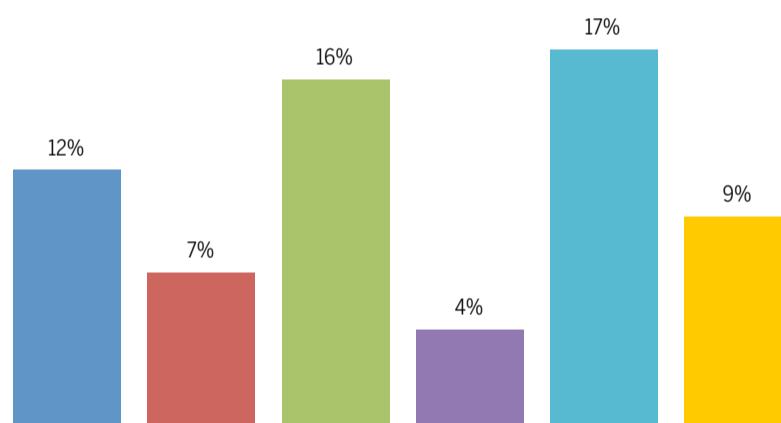
COUNTRY	Liters		Thousand \$		\$/liter	
	2015	% change	2015	% change	2015	% change
Chile	8.661.711	8,1	40.923	10,7	4,72	2,4
France	4.232.598	8,3	40.765	-3,7	9,63	-11,0
USA	2.712.399	-8,4	21.608	8,1	7,97	18,0
Italy	3.545.695	-3,9	20.839	-12,5	5,88	-9,0
Spain	4.158.942	15,9	10.948	8,3	2,63	-6,5
Australia	1.605.704	36,0	8.124	11,0	5,06	-18,3
Argentina	752.283	10,8	4.050	12,3	5,38	1,3
Germany	557.204	7,9	2.526	-12,9	4,53	-19,3
South Africa	679.220	56,9	1.884	24,3	2,77	-20,8
New Zealand	207.029	4,5	1.878	0,1	9,07	-4,3
Portugal	56.974	29,9	410	13,9	7,20	-12,3
Others	215.955	194,9	1.770	7,2	8,20	-63,6
Total	27.385.714	8,3	155.725	2,2	5,69	-5,7

EVOLUTION VOLUME (CAGR % 2010/15)



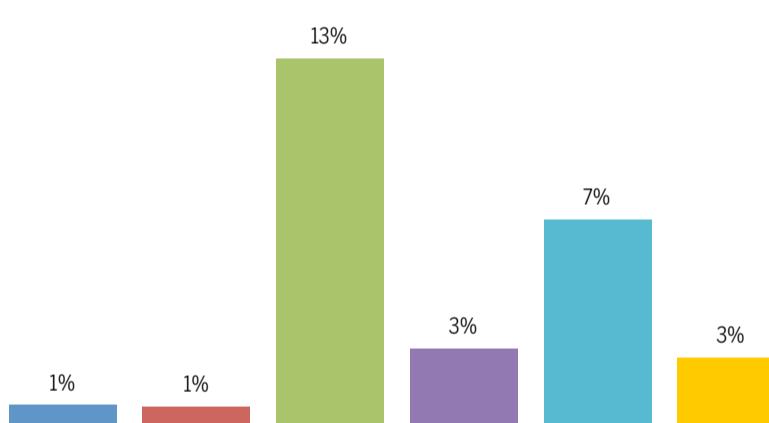
EVOLUTION VALUE (CAGR % 2010/15)

■ Chile ■ France ■ USA ■ Italy ■ Spain ■ Total



EVOLUTION PRICES (CAGR % 2010/15)

■ Chile ■ France ■ USA ■ Italy ■ Spain ■ Total

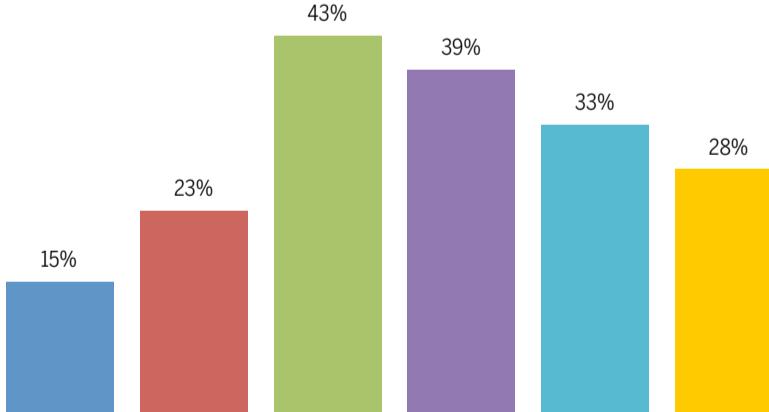


### Sparkling by country

COUNTRY	Liters		Thousand \$		\$/liter	
	2015	% change	2015	% change	2015	% change
France	554.191	26,5	15.888	20,3	28,67	-4,9
Italy	1.406.358	28,9	6.502	7,6	4,62	-16,5
South Africa	1.300.134	2,8	2.805	4,4	2,16	1,5
Spain	433.393	49,5	1.448	16,3	3,34	-22,2
Germany	235.033	338,7	841	243,3	3,58	-21,8
USA	103.927	14,7	473	1,1	4,55	-11,9
Australia	105.669	5,9	463	-11,6	4,38	-16,6
Others	87.525	5,2	422	20,9	4,82	14,9
Total	4.226.230	23,9	28.842	16,4	6,82	-6,0

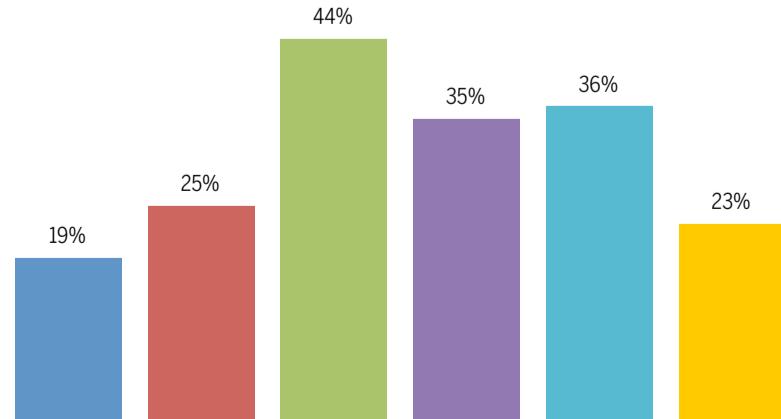
EVOLUTION VOLUME (CAGR % 2010/15)

■ France ■ Italy ■ South Africa ■ Spain ■ Germany ■ Total



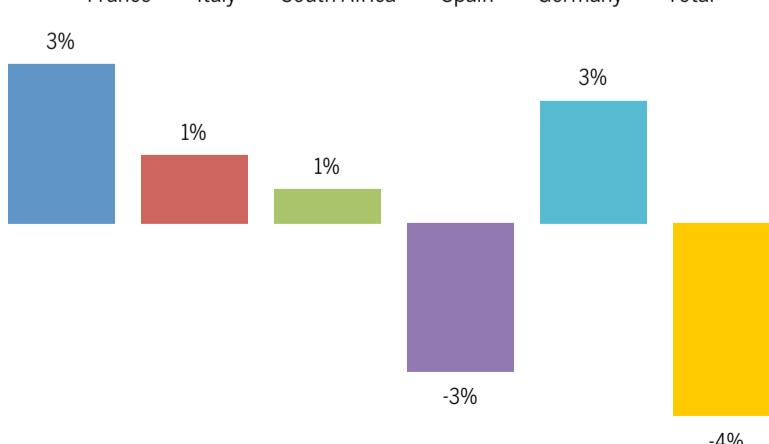
EVOLUTION VALUE (CAGR % 2010/15)

■ France ■ Italy ■ South Africa ■ Spain ■ Germany ■ Total



EVOLUTION PRICES (CAGR % 2010/15)

■ France ■ Italy ■ South Africa ■ Spain ■ Germany ■ Total



South Korea



## JANUARY-DECEMBER / asia

### Import by type

LITERS	2010	2011	2012	2013	2014	2015
Sparkling	1.597.750	1.612.035	2.163.204	2.294.468	2.376.240	2.556.129
Bottled	36.977.113	45.497.549	47.403.810	47.103.889	49.759.415	59.671.812
Bulk	1.424.338	1.071.798	982.590	724.096	258.092	1.115.627
Total	39.999.201	48.181.382	50.549.604	50.122.453	52.393.747	63.343.568

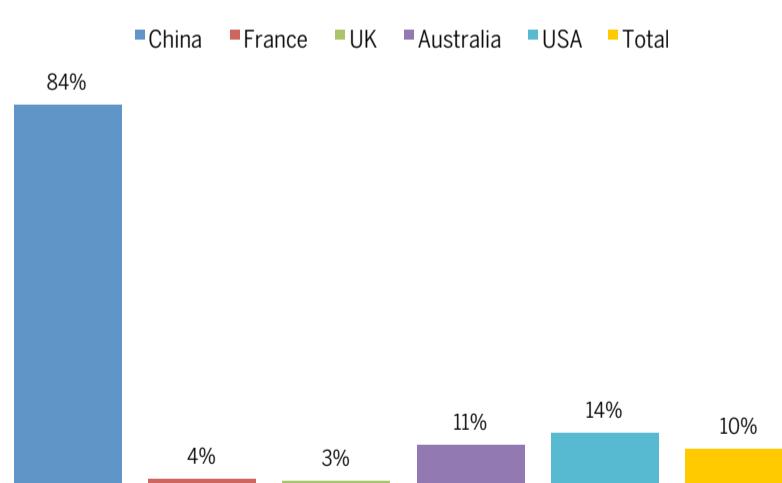
TH. HKD	2010	2011	2012	2013	2014	2015
Sparkling	274.801	341.517	424.498	461.698	492.379	495.251
Bottled	6.691.387	9.404.641	7.610.536	7.521.925	7.909.508	10.233.527
Bulk	45.544	73.783	44.761	41.355	32.664	32.026
Total	7.011.733	9.819.941	8.079.795	8.024.978	8.434.551	10.760.804

HKD/LITER	2010	2011	2012	2013	2014	2015
Sparkling	171,99	211,85	196,24	201,22	207,21	193,75
Bottled	180,96	206,71	160,55	159,69	158,96	171,50
Bulk	31,98	68,84	45,55	57,11	126,56	28,71
Total	175,30	203,81	159,84	160,11	160,98	169,88

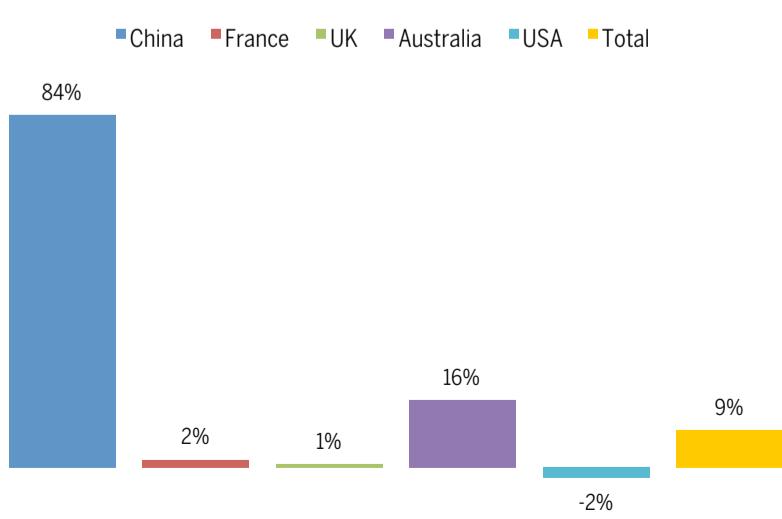
### Bottled by country

COUNTRY	Liters		Thousand HKD		HKD/liter	
	2015	% change	2015	% change	2015	% change
China	8.343.168	101,1	3.145.169	205,9	376,98	52,1
France	13.972.403	2,2	2.686.549	7,0	192,28	4,7
UK	1.556.063	-0,8	1.708.614	1,5	1.098,04	2,3
Australia	10.583.553	34,1	781.190	11,3	73,81	-17,0
USA	7.446.375	13,5	612.379	15,7	82,24	1,9
Italy	2.734.796	12,2	198.231	-14,2	72,48	-23,5
Chile	5.153.267	17,7	163.108	14,6	31,65	-2,6
Germany	917.214	-21,5	153.855	-4,6	167,74	21,6
Switzerland	47.349	-27,8	119.460	-53,3	2.522,97	-35,3
Spain	4.251.171	36,8	111.409	14,7	26,21	-16,2
Singapore	496.198	-12,6	98.042	18,7	197,59	35,9
New Zealand	1.122.835	3,1	82.911	-3,8	73,84	-6,7
South Africa	856.468	33,0	40.262	22,5	47,01	-7,9
Argentina	274.782	-11,7	11.462	-0,1	41,71	13,2
Portugal	186.473	-35,5	11.072	-42,4	59,38	-10,7
Others	1.729.697	-7,4	309.814	-8,1	179,11	-0,8
Total	59.671.812	19,9	10.233.527	29,4	171,50	7,9

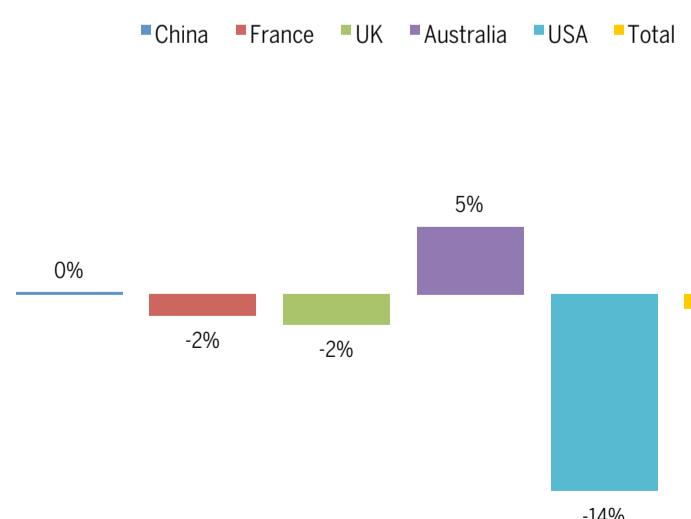
EVOLUTION VOLUME (CAGR % 2010/15)



EVOLUTION VALUE (CAGR % 2010/15)



EVOLUTION PRICES (CAGR % 2010/15)



Hong Kong

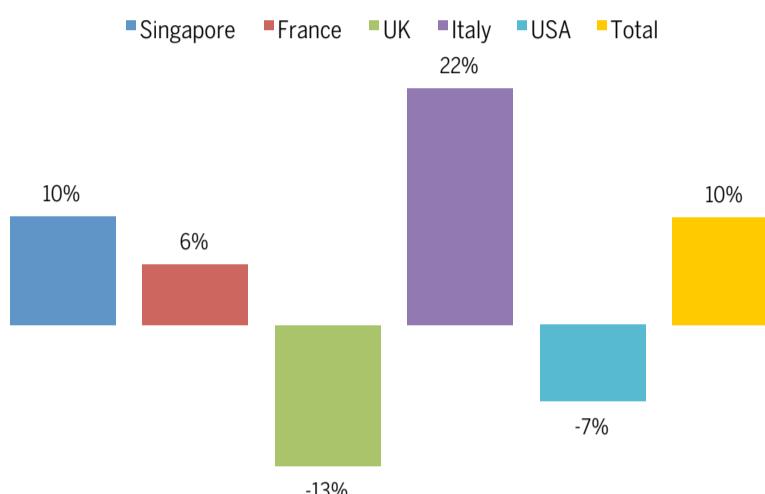


## JANUARY-DECEMBER / asia

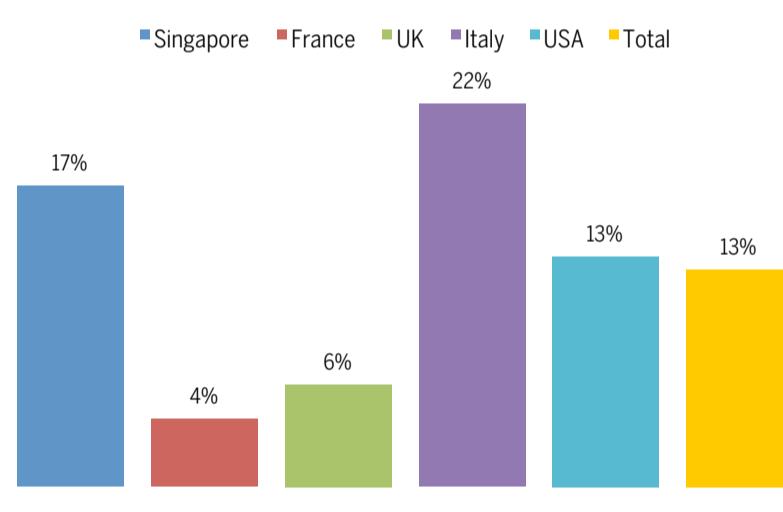
### Sparkling by country

COUNTRY	Liters		Thousand HKD		HKD/liter	
	2015	% change	2015	% change	2015	% change
Singapore	688.056	12,8	251.442	-0,6	365,44	-11,9
France	684.930	8,0	128.618	-11,2	187,78	-17,8
UK	75.909	0,1	19.673	78,0	259,17	77,8
Italy	366.803	12,4	18.260	4,5	49,78	-7,1
USA	35.959	-51,3	11.943	57,5	332,13	223,7
Australia	82.992	-20,1	7.335	12,6	88,38	40,9
Spain	109.908	36,5	4.032	9,7	36,69	-19,7
Germany	45.899	33,1	3.083	-36,6	67,17	-52,4
Others	465.673	6,5	50.865	17,0	109,23	9,9
Total	2.556.129	7,6	495.251	0,6	193,75	-6,5

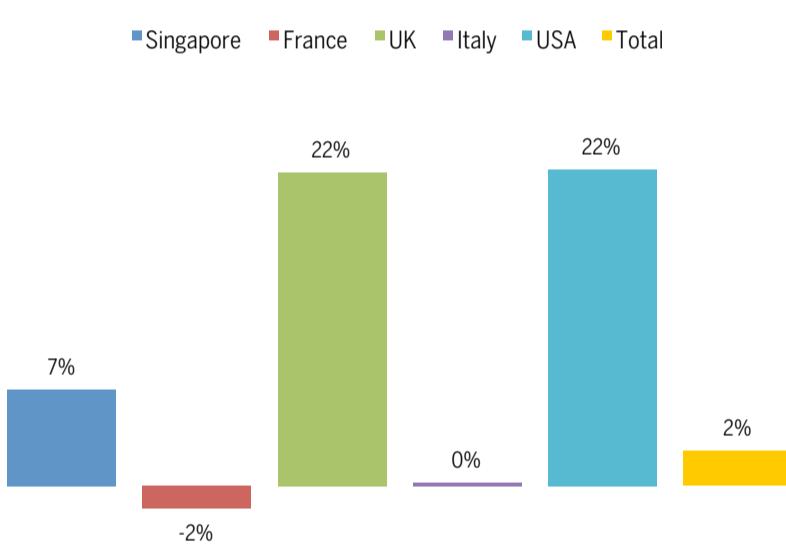
EVOLUTION VOLUME (CAGR % 2010/15)



EVOLUTION VALUE (CAGR % 2010/15)



EVOLUTION PRICES (CAGR % 2010/15)



Hong Kong



### Import by type

MILLION LITERS	2010	2011	2012	2013	2014	2015
Sparkling	23,8	24,8	29,3	31,0	33,4	34,0
Bottled	134,3	145,1	182,1	181,0	181,7	186,4
Bulk	35,8	38,4	45,8	51,3	55,3	59,7
Total	193,9	208,3	257,2	263,2	270,4	280,1

MILLION YEN	2010	2011	2012	2013	2014	2015
Sparkling	28.757	29.489	34.475	39.943	49.525	53.188
Bottled	68.019	70.293	83.573	103.478	112.547	114.983
Bulk	4.055	4.360	5.464	7.333	7.981	8.854
Total	100.831	104.142	123.512	150.755	170.053	177.025

YEN/LITER	2010	2011	2012	2013	2014	2015
Sparkling	1.208,28	1.189,07	1.175,95	1.289,53	1.482,90	1.563,22
Bottled	506,47	484,45	458,99	571,68	619,28	616,92
Bulk	113,24	113,54	119,37	143,05	144,35	148,40
Total	519,99	499,96	480,28	572,68	628,84	632,08

Japan

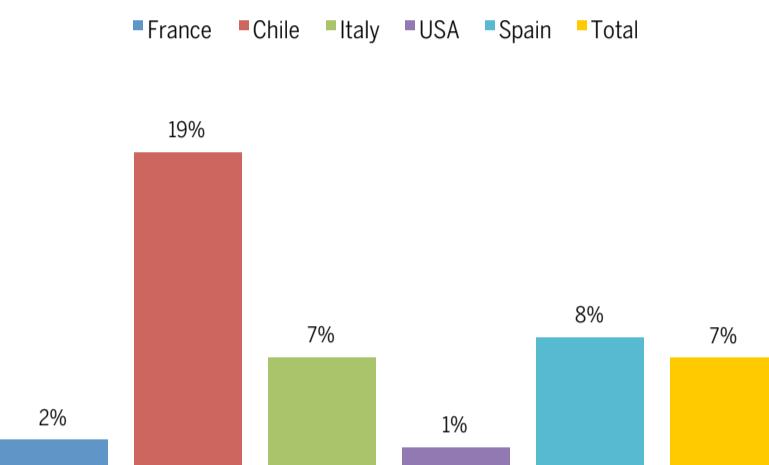


## JANUARY-DECEMBER / asia

### Bottled by country

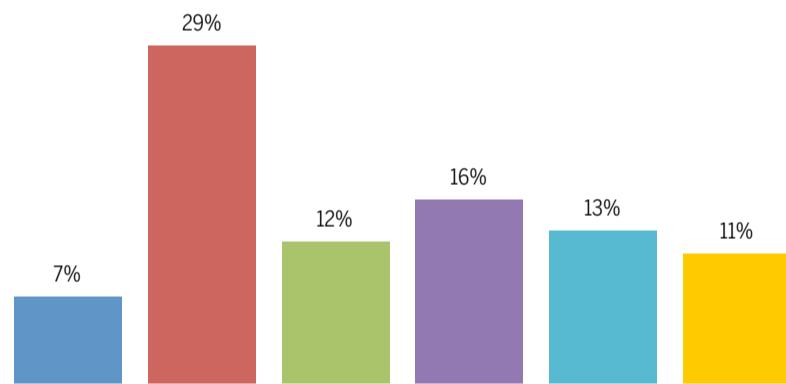
EVOLUTION VOLUME (CAGR % 2010/15)

COUNTRY	Liters		Thousand Yen		Yen/liter	
	2015	% change	2015	% change	2015	% change
France	51.541.210	-2,8	49.728.028	-3,0	964,82	-0,1
Chile	51.592.550	18,1	18.548.981	28,3	359,53	8,6
Italy	34.706.902	2,3	18.097.595	-2,8	521,44	-5,0
USA	9.300.339	-3,5	10.966.150	11,9	1.179,11	15,9
Spain	20.436.883	-3,8	6.639.743	-9,6	324,89	-6,1
Australia	6.944.613	2,3	3.367.365	3,1	484,89	0,8
Germany	2.908.903	-2,4	1.750.518	-5,4	601,78	-3,1
Argentina	2.607.756	-27,9	1.377.154	-11,4	528,10	22,8
New Zealand	1.212.228	5,4	1.344.399	9,0	1.109.03	3,4
South Africa	2.340.222	-14,0	1.159.798	-3,7	495,59	12,0
Portugal	1.292.180	-11,0	776.425	-5,6	600,86	6,1
Others	1.498.778	0,5	1.226.412	7,2	818,27	6,7
Total	186.382.564	2,6	114.982.568	2,2	616,92	-0,4



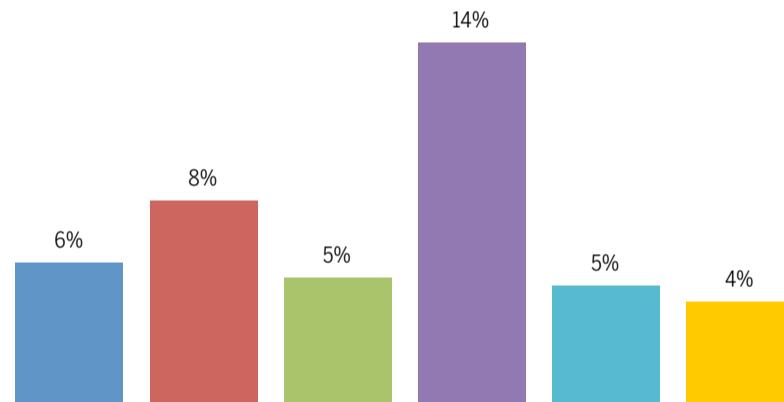
MILLION YEN

■ France ■ Chile ■ Italy ■ USA ■ Spain ■ Total



YEN/LITER

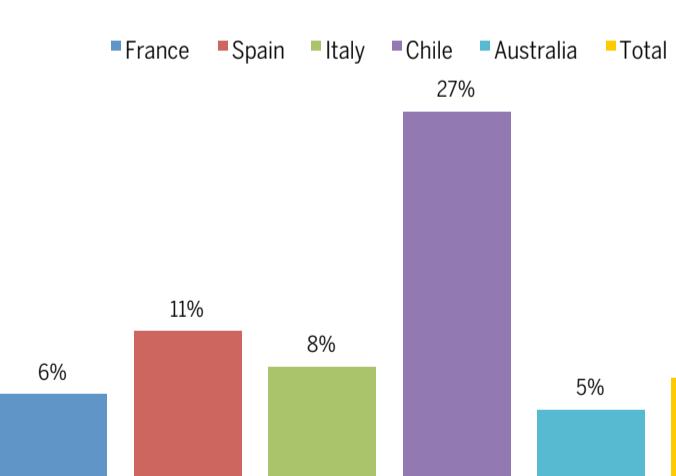
■ France ■ Chile ■ Italy ■ USA ■ Spain ■ Total



### Sparkling by country

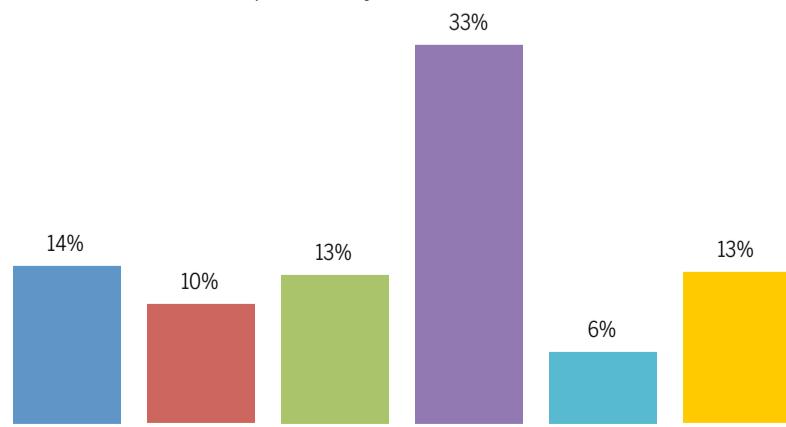
EVOLUTION VOLUME (CAGR % 2010/15)

COUNTRY	Liters		Thousand Yen		Yen/liter	
	2015	% change	2015	% change	2015	% change
France	12.695.206	4,6	41.114.330	9,7	3.238,57	4,8
Spain	8.995.901	7,0	4.472.655	1,2	497,19	-5,4
Italy	6.555.595	-7,3	4.174.877	-3,9	636,84	3,7
Chile	2.319.786	25,3	1.170.446	29,3	504,55	3,2
Australia	1.381.062	3,4	851.544	3,7	616,59	0,3
USA	420.470	-39,1	369.686	-18,8	879,22	33,4
Others	1.656.663	-13,1	1.034.550	-4,6	624,48	9,9
Total	34.024.683	1,9	53.188.088	7,4	1.563,22	5,4



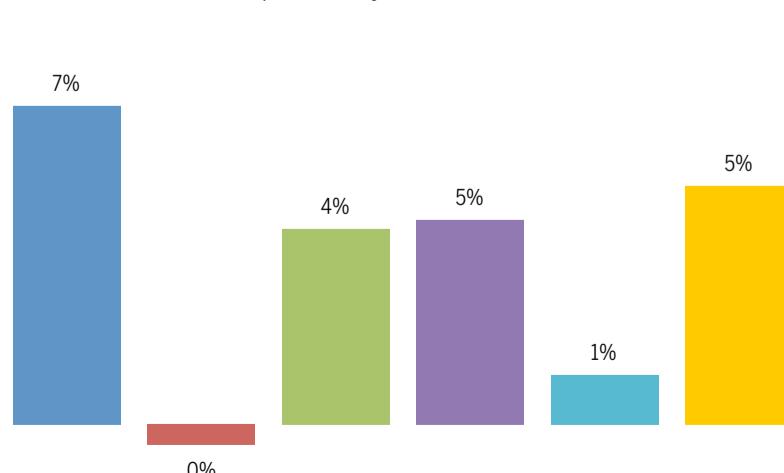
EVOLUTION VALUE (CAGR % 2010/15)

■ France ■ Spain ■ Italy ■ Chile ■ Australia ■ Total



EVOLUTION PRICES (CAGR % 2010/15)

■ France ■ Spain ■ Italy ■ Chile ■ Australia ■ Total



Japan



# Dematerializzazione?

## La Risposta è .Blue



Nessuna magia, ma risposte concrete a esigenze concrete, frutto della decennale leadership Maxidata nel settore dei gestionali per la viticoltura. Uve2k.Blue è anche questo, un partner affidabile, pronto al 100% per affrontare con agilità la nuova sfida della Dematerializzazione dei Registri. Grazie alle potenzialità offerte dalle nuove tecnologie e dal Cloud uve2k.Blue è sempre al tuo fianco, perché concepito per evolvere di pari passo con le tue esigenze. L'estrema semplicità d'utilizzo e la prontezza di risposta alle mutevoli necessità del tuo lavoro fanno di uve2k.Blue il nuovo punto di riferimento per i gestionali dedicati al settore vitivinicolo. Ora scopri cosa può fare uve2k.Blue per te.

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# JANUARY-DECEMBER / europe

## Export by type

LITERS	2010	2011	2012	2013	2014	2015
Sparkling	162.261.074	176.881.964	184.995.343	203.310.827	240.559.129	277.375.808
Bottled	1.212.522.445	1.291.487.483	1.257.563.920	1.227.394.944	1.218.000.836	1.215.362.460
Bulk	744.252.422	825.771.900	655.629.105	575.250.252	563.026.962	492.578.684
Total	2.119.035.941	2.294.141.347	2.098.188.368	2.005.956.023	2.021.586.927	1.985.316.952

EURO	2010	2011	2012	2013	2014	2015
Sparkling	444.331.964	548.718.090	624.788.749	735.846.973	841.837.516	984.975.394
Bottled	3.111.533.574	3.428.583.270	3.600.951.498	3.790.913.308	3.842.349.399	4.009.199.257
Bulk	329.999.861	390.668.219	434.215.165	480.500.811	397.068.808	358.529.013
Total	3.885.865.399	4.367.969.579	4.659.955.412	5.007.261.092	5.081.255.723	5.352.703.664

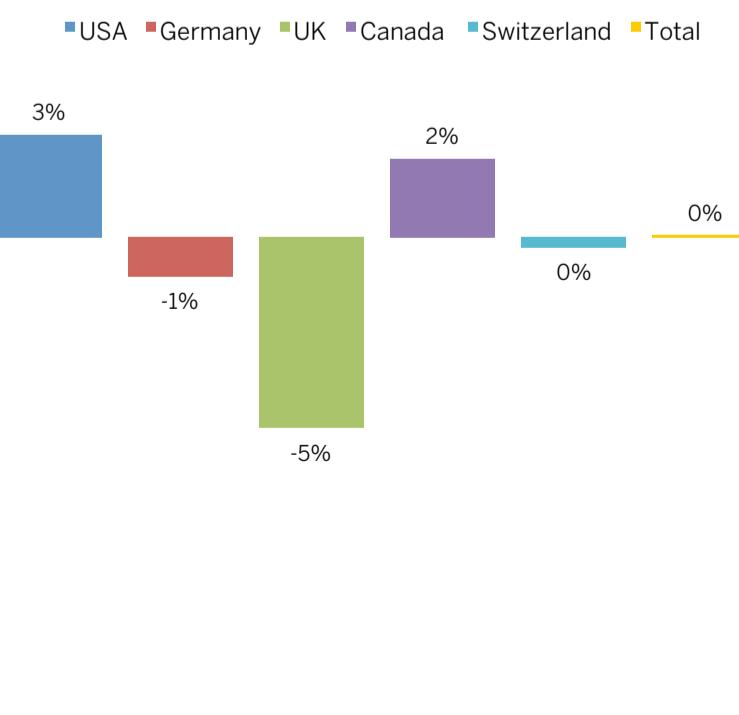
EURO/LITER	2010	2011	2012	2013	2014	2015
Sparkling	2,74	3,10	3,38	3,62	3,50	3,55
Bottled	2,57	2,65	2,86	3,09	3,15	3,30
Bulk	0,44	0,47	0,66	0,84	0,71	0,73
Total	1,83	1,90	2,22	2,50	2,51	2,70

BOTTLED BY CATEGORY	Liters		Euro		Euro/liter	
	2015	% change	2015	% change	2015	% change
Slightly sparkling (frizzanti)	160.527.150	-1,4	346.979.363	0,8	2,16	2,2
Dop (Doc-Docg)	418.803.819	-1,3	1.916.079.142	3,8	4,58	5,2
Igp/Igt	483.297.424	3,8	1.413.385.416	8,1	2,92	4,2
Varietals	15.206.506	23,8	36.289.784	22,6	2,39	-0,9
Common wines	85.694.230	-10,2	146.193.456	-6,9	1,71	3,7
Still wines total	1.003.001.979	0,5	3.511.947.798	5,2	3,50	4,6
Sweet and fortified	5.629.974	1,6	48.540.283	5,0	8,62	3,3
Riexport	46.203.357	-11,2	101.731.813	-9,9	2,20	1,5
Total	1.215.362.460	-0,2	4.009.199.257	4,3	3,30	4,6

## Bottled by country

COUNTRY	Liters		Euro		Euro/liter	
	2015	% change	2015	% change	2015	% change
USA	256.462.829	4,7	1.058.794.717	12,5	4,13	7,4
Germany	277.038.225	1,4	754.953.720	1,6	2,73	0,2
UK	200.798.106	-2,0	423.265.397	-2,2	2,11	-0,2
Canada	62.241.376	3,3	274.553.718	8,2	4,41	4,8
Switzerland	39.931.957	-5,3	244.568.524	-0,7	6,12	4,9
Japan	33.289.914	1,7	121.477.841	3,3	3,65	1,6
Denmark	27.505.753	-5,1	119.115.313	1,6	4,33	7,0
Netherlands	38.061.562	1,1	111.017.244	4,7	2,92	3,5
France	37.871.613	-4,7	95.828.986	6,6	2,53	11,9
Sweden	22.795.009	2,0	94.134.748	3,1	4,13	1,0
China	20.487.793	7,4	71.956.603	21,4	3,51	13,0
Belgium	20.790.745	1,1	71.494.036	5,1	3,44	4,0
Austria	24.708.211	2,2	63.129.204	4,4	2,55	2,2
Norway	11.727.733	-15,8	59.703.041	-7,5	5,09	9,8
Russia	20.255.798	-24,3	44.615.524	-27,0	2,20	-3,7
Spain	16.745.809	-3,2	30.225.764	-4,3	1,80	-1,0
Ireland	11.416.448	0,5	28.471.138	3,3	2,49	2,8
Poland	8.567.550	-12,2	24.642.367	-8,0	2,88	4,8
Brazil	7.572.597	-8,2	22.126.454	-13,1	2,92	-5,4
Hong Kong	2.273.885	-7,6	21.238.852	-3,7	9,34	4,2
Czech R.	9.076.947	11,8	20.258.030	13,6	2,23	1,7
South Korea	3.577.659	5,1	18.980.132	7,3	5,31	2,1
Finland	4.605.167	-3,2	18.284.160	-2,2	3,97	1,1
Singapore	1.281.707	-5,2	10.041.646	-8,7	7,83	-3,7
Ukraine	2.914.576	-6,7	8.047.278	-7,7	2,76	-1,1
Hungary	998.878	-6,8	2.281.625	-12,3	2,28	-5,9
Others	52.364.613	-5,8	195.993.195	8,9	3,74	15,5
Total	1.215.362.460	-0,2	4.009.199.257	4,3	3,30	4,6

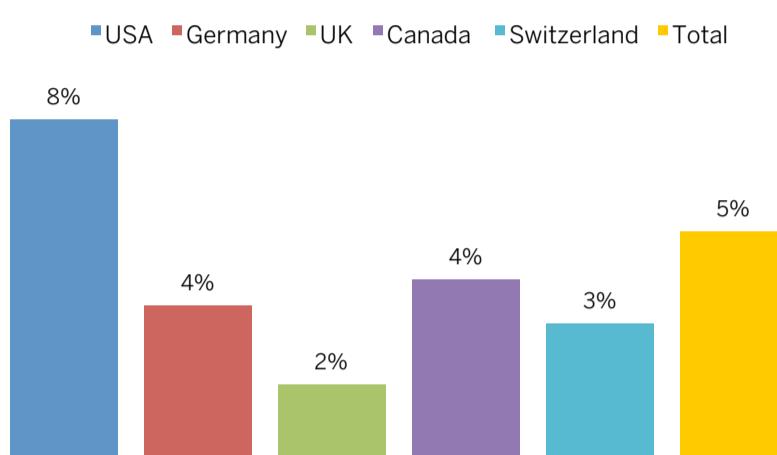
### EVOLUTION VOLUME (CAGR % 2010/15)



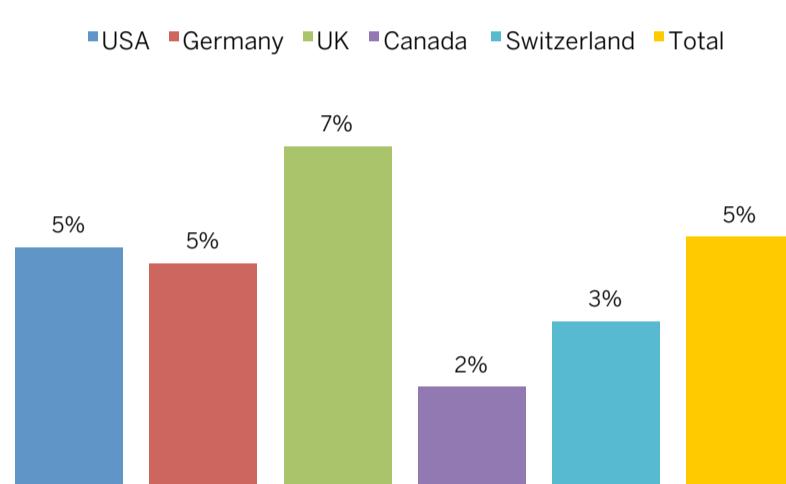
## JANUARY-DECEMBER / europe

### Bottled by country

EVOLUTION VALUE (CAGR % 2010/15)



EVOLUTION PRICES (CAGR % 2010/15)

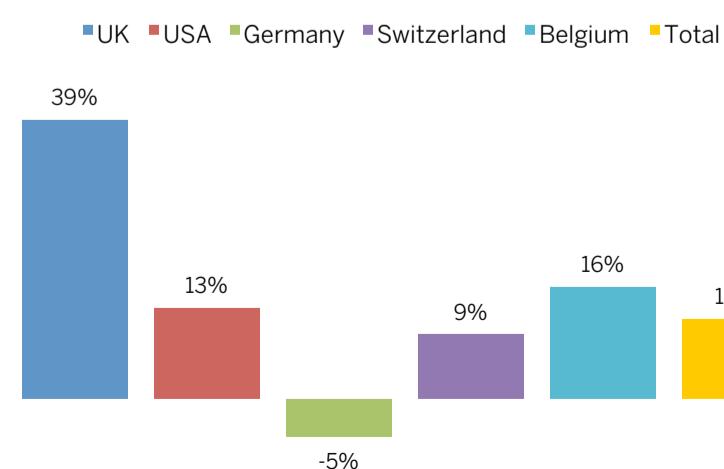


### Sparkling by country

COUNTRY	Liters		Euro		Euro/liter	
	2015	% change	2015	% change	2015	% change
UK	88.285.176	45,7	274.747.566	50,9	3,11	3,6
USA	51.242.369	24,5	194.928.653	28,2	3,80	2,9
Germany	22.828.153	4,6	86.281.951	3,0	3,78	-1,6
Switzerland	11.116.840	4,4	52.805.127	11,0	4,75	6,3
Belgium	8.315.014	7,7	32.331.695	8,3	3,89	0,5
Japan	6.367.874	-5,0	29.689.653	4,5	4,66	10,1
Russia	8.472.934	-37,9	26.257.474	-34,7	3,10	5,1
France	8.625.635	21,2	25.593.875	23,5	2,97	1,8
Sweden	6.382.764	19,6	24.101.950	15,4	3,78	-3,5
Canada	4.576.605	19,8	21.786.743	19,4	4,76	-0,4
Austria	4.985.351	-25,8	19.559.342	-23,8	3,92	2,8
Netherlands	2.224.336	-4,6	15.642.722	30,5	7,03	36,8
Norway	3.081.997	18,6	13.468.233	23,3	4,37	3,9
China	4.484.265	-11,8	11.999.808	-1,8	2,68	11,4
Poland	3.222.515	20,1	10.150.003	28,2	3,15	6,8
Denmark	2.725.885	3,5	9.867.290	10,1	3,62	6,4
Spain	3.755.821	145,1	8.979.142	64,5	2,39	-32,9
Finland	1.723.053	8,6	6.214.531	11,4	3,61	2,6
Ukraine	1.499.416	-3,2	5.249.726	-5,8	3,50	-2,7
Czech R.	1.391.078	-3,5	4.565.435	2,7	3,28	6,3
Singapore	686.364	-9,1	3.615.521	3,1	5,27	13,4
Hong Kong	554.623	11,5	3.456.361	34,3	6,23	20,5
Brazil	880.421	-20,9	3.007.700	-18,9	3,42	2,5
Ireland	675.386	17,9	2.678.253	20,6	3,97	2,3
Hungary	641.614	0,3	2.125.578	3,6	3,31	3,3
South Korea	453.988	8,9	1.670.481	6,8	3,68	-1,9
Others	28.176.331	-5,5	94.200.581	-9,0	3,34	-3,7
Total	277.375.808	15,3	984.975.394	17,0	3,55	1,5

SPARKLING BY CATEGORY	Liters		Euro		Euro/liter	
	2015	% change	2015	% change	2015	% change
Champagne (riexport)	804.711	27,1	28.865.092	20,1	35,87	-5,6
Asti	36.368.610	-17,3	123.251.603	-21,6	3,39	-5,2
Dop (Prosecco and oth.)	184.681.033	30,1	668.610.701	32,0	3,62	1,5
Igp	7.611.767	68,9	24.564.305	61,7	3,23	-4,3
Varietals	8.985.563	7,6	25.171.173	17,7	2,80	9,4
Common sparkling	38.924.124	-5,3	114.512.520	-2,6	2,94	2,9
Total	277.375.808	15,3	984.975.394	17,0	3,55	1,5

EVOLUTION VOLUME (CAGR % 2010/15)

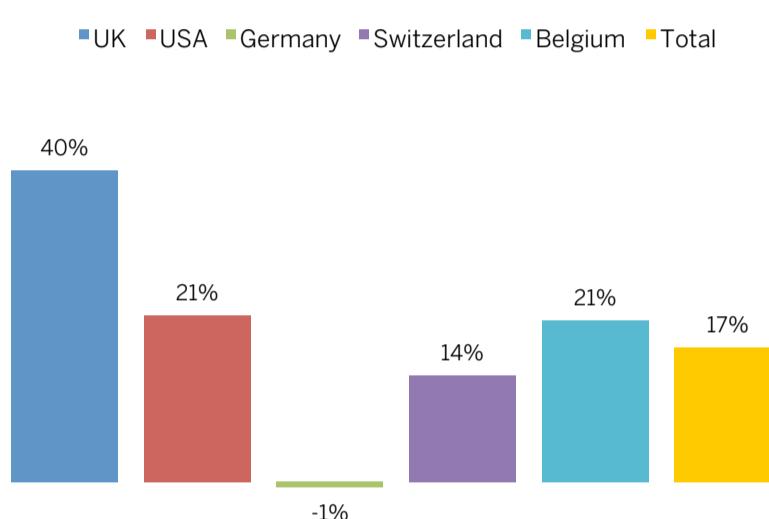


Italy

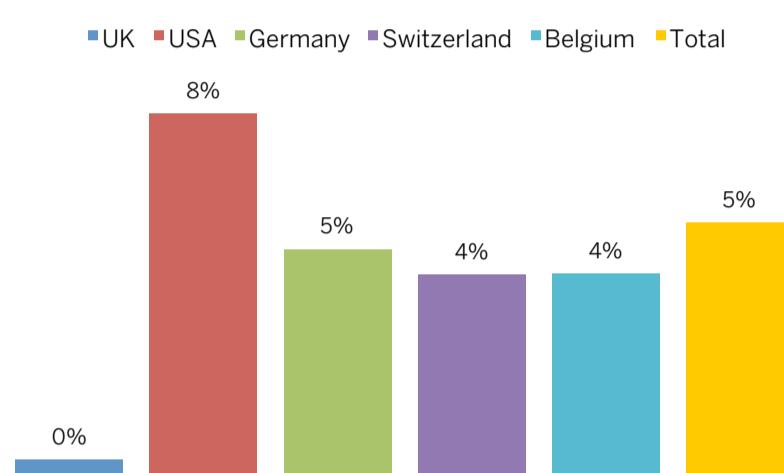
## JANUARY-DECEMBER / europe

### Sparkling by country

EVOLUTION VALUE (CAGR % 2010/15)



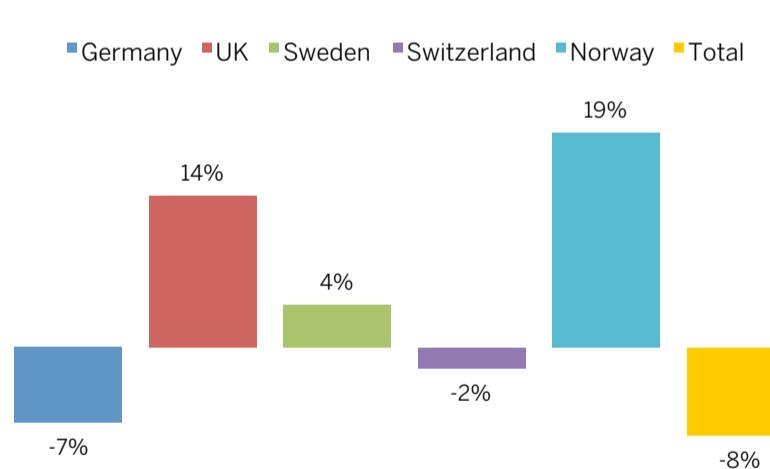
EVOLUTION PRICES (CAGR % 2010/15)



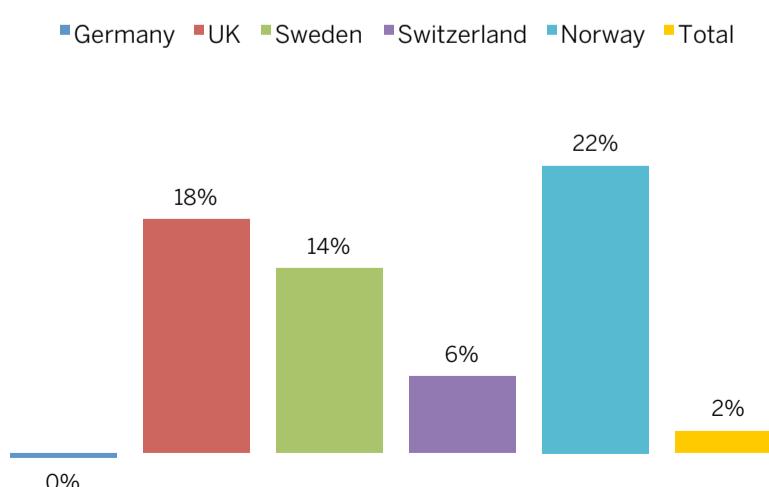
### Bulk by country

COUNTRY	Liters		Euro		Euro/liter	
	2015	% change	2015	% change	2015	% change
Germany	251.969.793	-13,8	117.759.266	-19,6	0,47	-6,7
UK	43.879.139	19,7	46.959.425	12,5	1,07	-6,0
Sweden	17.748.932	-13,6	30.856.915	-1,8	1,74	13,7
Switzerland	17.134.417	-1,7	25.451.827	5,1	1,49	6,9
Norway	9.581.698	4,1	21.821.568	6,4	2,28	2,2
France	38.256.378	4,1	20.309.691	7,9	0,53	3,6
Denmark	10.194.533	2,6	15.911.440	8,5	1,56	5,8
USA	5.512.416	-16,1	10.546.326	-35,8	1,91	-23,5
Czech R.	16.621.561	-16,8	8.769.795	-12,5	0,53	5,1
Austria	15.635.872	-20,4	8.339.874	-28,2	0,53	-9,8
Hungary	15.268.911	-59,0	5.663.061	-51,2	0,37	19,0
Japan	3.297.303	-2,6	5.113.349	-8,6	1,55	-6,2
Belgium	2.123.228	36,8	3.210.506	22,4	1,51	-10,5
China	1.284.464	21,7	3.025.523	-0,6	2,36	-18,3
Others	44.070.039	-13,3	34.790.447	-9,3	0,79	4,6
Total	492.578.684	-12,5	358.529.013	-9,7	0,73	3,2

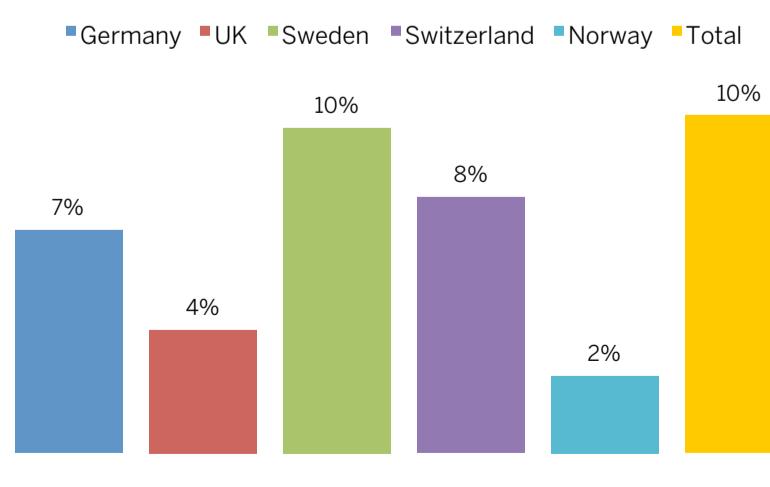
EVOLUTION VOLUME (CAGR % 2010/15)



EVOLUTION VALUE (CAGR % 2010/15)



EVOLUTION PRICES (CAGR % 2010/15)



Italy



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## JANUARY-DECEMBER / europe

### Export by type

MILLION LITERS	2010	2011	2012	2013	2014	2015
Sparkling	148,8	155,2	157,6	157,7	164,9	175,7
Bottled	946,9	998,3	1.039,6	1.028,8	1.034,7	1.013,1
Bulk	256,9	265,7	298,3	270,5	247,4	225,1
Total	1.352,5	1.419,2	1.495,4	1.457,0	1.446,9	1.414,0

MILLION EURO	2010	2011	2012	2013	2014	2015
Sparkling	2.116,8	2.315,3	2.432,5	2.439,3	2.629,5	2.957,4
Bottled	3.971,1	4.595,9	5.093,8	5.053,0	4.785,3	4.980,7
Bulk	244,4	262,6	293,5	316,4	304,9	305,7
Total	6.332,3	7.173,8	7.819,8	7.808,6	7.719,6	8.243,8

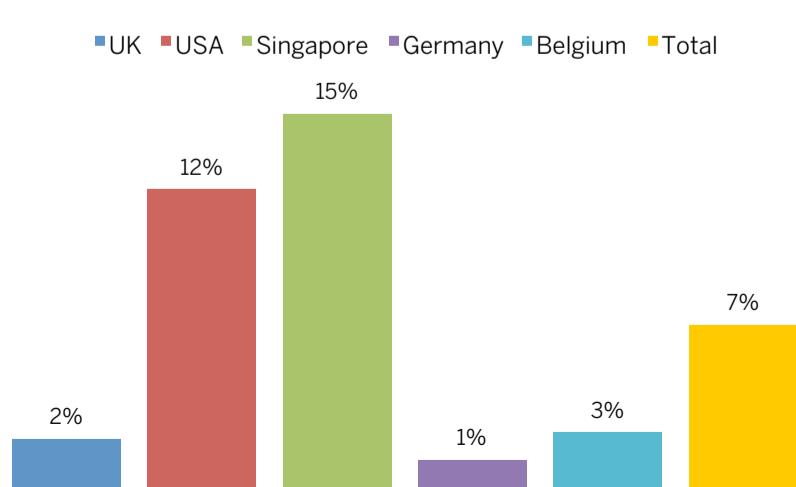
EURO/LITER	2010	2011	2012	2013	2014	2015
Sparkling	14,23	14,92	15,44	15,47	15,95	16,83
Bottled	4,19	4,60	4,90	4,91	4,62	4,92
Bulk	0,95	0,99	0,98	1,17	1,23	1,36
Total	4,68	5,06	5,23	5,36	5,34	5,83

REGION / TYPE	Liters		Euro		Euro/liter	
	2015	% change	2015	% change	2015	% change
Champagne	109.120.267	4,9	2.685.689.089	12,2	24,61	6,9
Other sparkling	66.620.083	9,5	271.757.804	15,6	4,08	5,6
Sparkling total	175.740.350	6,6	2.957.446.893	12,5	16,83	5,5
Slightly sparkling	920.982	49,1	4.330.841	55,3	4,70	4,2
Bordeaux	194.144.384	-3,1	1.787.067.573	2,7	9,20	6,0
Bourgogne	54.167.675	-2,7	735.905.014	4,8	13,59	7,7
Alsace	19.409.757	-6,8	98.521.190	-2,1	5,08	5,1
Val de Loire	35.081.640	3,0	204.038.691	7,3	5,82	4,2
Beaujolais	20.817.561	-6,9	97.634.950	-4,7	4,69	2,3
Côtes du Rhône	65.332.631	11,3	360.061.455	9,6	5,51	-1,5
Languedoc-Roussillon	41.398.135	-8,7	146.955.890	-2,8	3,55	6,5
Igp-Vin de Pays	296.431.218	-4,8	743.096.382	2,5	2,51	7,7
Varietals	64.815.560	-6,6	144.913.652	3,1	2,24	10,4
Common wines	120.989.630	4,5	202.785.476	7,1	1,68	2,5
Others	99.633.343	-0,4	455.379.282	10,4	4,57	10,8
Bottled total	1.013.142.516	-2,1	4.980.690.396	4,1	4,92	6,3
Bulk	225.141.866	-9,0	305.676.892	0,3	1,36	10,2
Total export	1.414.024.732	-2,3	8.243.814.181	6,8	5,83	9,3

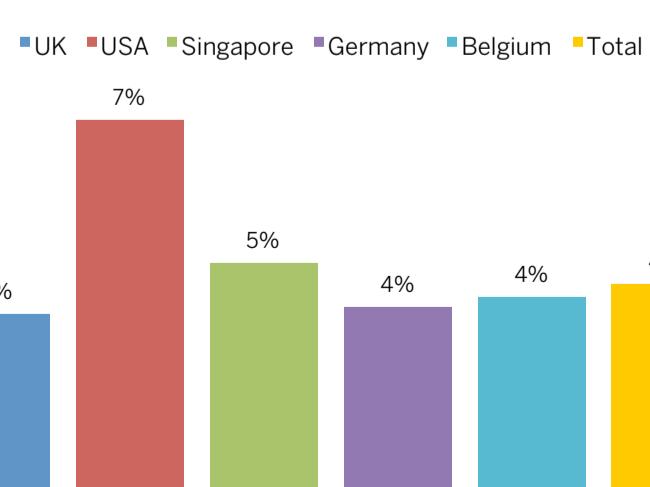
### Export of Champagne by country

COUNTRY	Liters		Euro		Euro/liter	
	2015	% change	2015	% change	2015	% change
UK	25.602.530	4,6	514.502.968	7,7	20,10	3,0
USA	15.650.970	7,3	495.572.083	36,4	31,66	27,1
Singapore	9.721.536	3,5	255.592.843	5,3	26,29	1,7
Germany	8.708.647	-7,0	184.651.860	-3,2	21,20	4,1
Belgium	6.806.359	-2,1	143.037.710	1,2	21,02	3,3
Italy	4.657.390	12,9	127.679.455	16,1	27,41	2,8
Japan	4.201.854	15,1	115.349.642	17,5	27,45	2,1
Switzerland	4.074.372	-0,9	100.523.907	8,9	24,67	9,9
Spain	2.994.628	13,5	76.232.679	19,6	25,46	5,5
Australia	3.750.410	42,5	68.391.728	35,3	18,24	-5,1
Canada	1.446.258	13,5	46.621.477	21,9	32,24	7,4
Sweden	2.119.210	11,3	45.950.481	13,3	21,68	1,7
Netherlands	1.943.545	-0,5	45.148.508	-1,9	23,23	-1,4
U. Arab Emirates	1.303.206	-3,0	41.294.994	1,4	31,69	4,6
Austria	1.006.818	-3,0	24.912.069	-7,3	24,74	-4,5
Denmark	990.421	19,6	24.902.457	23,4	25,14	3,2
Mexico	911.114	15,4	21.965.277	26,2	24,11	9,3
Nigeria	455.138	-21,1	20.152.575	-14,9	44,28	7,9
Hong Kong	672.603	-5,5	19.347.185	-0,6	28,76	5,1

#### EVOLUTION VALUE (CAGR % 2010/15)



#### EVOLUTION PRICES (CAGR % 2010/15)



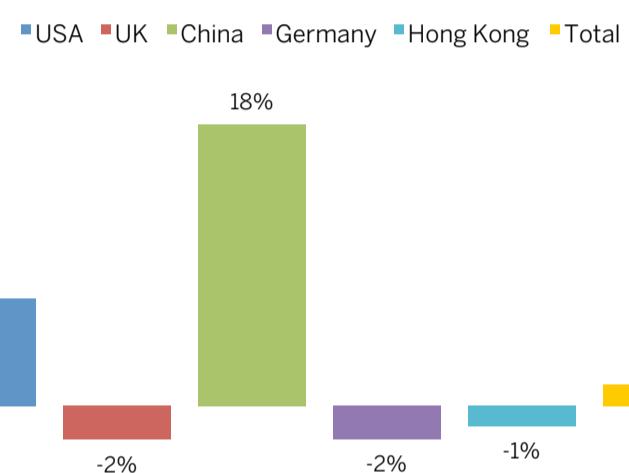
France

## JANUARY-DECEMBER / europe

### Bottled by country

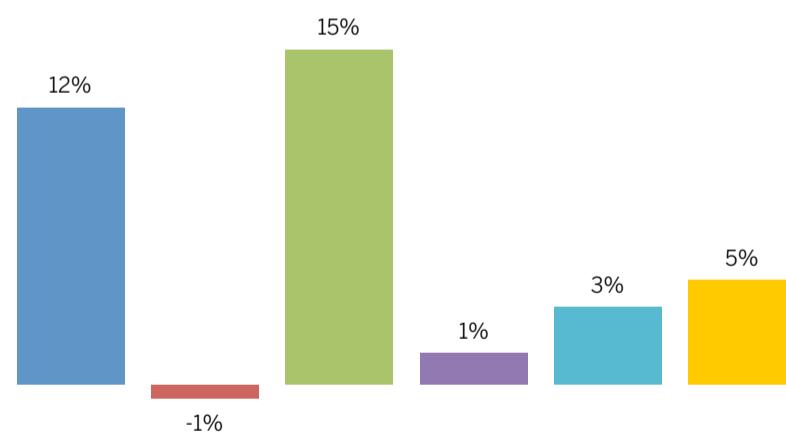
COUNTRY	Liters		Euro		Euro/liter	
	2015	% change	2015	% change	2015	% change
USA	99,5	10,5	761,8	16,8	7,66	5,7
UK	156,0	-2,0	643,3	1,9	4,12	4,0
China	156,8	28,2	523,7	24,9	3,34	-2,6
Germany	113,9	-18,8	384,9	-16,5	3,38	2,8
Hong Kong	13,7	-12,3	340,1	28,4	24,91	46,3
Japan	51,4	-3,8	337,8	-0,8	6,57	3,2
Belgium	92,4	-5,9	328,1	-4,9	3,55	1,1
Netherlands	99,4	-5,7	270,9	-2,1	2,73	3,8
Canada	46,6	0,8	262,5	6,0	5,63	5,2
Switzerland	18,2	-1,4	200,4	-0,7	11,02	0,7
Sweden	16,8	2,6	73,6	4,0	4,38	1,4
Denmark	14,1	-6,9	67,6	1,4	4,80	8,9
Singapore	4,3	-3,0	54,3	-3,0	12,70	0,1
Ireland	12,1	-16,1	40,3	-9,5	3,34	7,8
South Korea	4,3	-5,7	39,0	5,1	9,04	11,4
Norway	3,9	-11,6	24,1	-0,1	6,15	13,1
Poland	9,3	-4,7	21,4	-1,9	2,31	2,9
Italy	3,3	5,8	19,6	0,9	5,86	-4,6
Czech R.	6,4	-4,2	18,8	4,2	2,95	8,7
Brazil	3,5	-11,3	17,6	-25,0	5,03	-15,4
Russia	2,1	-50,7	13,1	-31,2	6,36	39,5
Others	85,3	-13,5	537,7	-1,1	6,31	14,3
Total	1.013,1	-2,1	4.980,7	4,1	4,92	6,3

EVOLUTION VOLUME (CAGR % 2010/15)



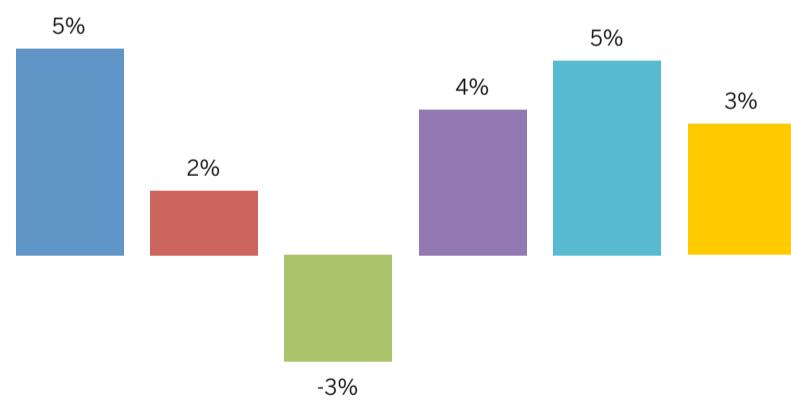
EVOLUTION VALUE (CAGR % 2010/15)

■ USA ■ UK ■ China ■ Germany ■ Hong Kong ■ Total



EVOLUTION PRICES (CAGR % 2010/15)

■ USA ■ UK ■ China ■ Germany ■ Hong Kong ■ Total



### Export of Bordeaux by country

COUNTRY	Liters		Euro		Euro/liter	
	2015	% change	2015	% change	2015	% change
China	47.430.434	30,3	275.281.963	25,7	5,80	-3,5
Hong Kong	7.662.423	-6,9	268.767.182	29,0	35,08	38,6
USA	17.774.632	1,7	201.939.669	14,0	11,36	12,1
UK	18.258.902	-7,0	198.491.919	1,2	10,87	8,8
Japan	15.742.045	-0,7	111.774.307	-0,2	7,10	0,6
Germany	16.964.322	-34,2	108.313.774	-32,3	6,38	3,0
Belgium	17.812.391	-12,0	99.387.108	-12,4	5,58	-0,5
Switzerland	4.162.873	-3,5	91.853.924	-5,7	22,07	-2,3
Canada	5.904.144	1,3	53.517.092	2,0	9,06	0,7
Netherlands	6.421.846	-16,2	39.798.368	-11,5	6,20	5,6
Singapore	1.705.780	1,9	32.333.935	-4,7	18,96	-6,5

### Export of Bourgogne by country

BOURGOGNE	Liters		Euro		Euro/liter	
	2015	% change	2015	% change	2015	% change
USA	11.038.290	7,7	173.367.792	13,3	15,71	5,2
UK	10.978.483	1,0	114.169.822	3,2	10,40	2,1
Japan	5.902.547	-0,7	95.566.756	-0,7	16,19	0,0
Canada	3.995.419	3,0	39.345.139	7,9	9,85	4,7
Hong Kong	688.068	15,0	38.457.983	64,0	55,89	42,5
Switzerland	990.724	-4,9	33.261.233	-1,8	33,57	3,3
Belgium	3.656.910	-17,5	29.846.343	-15,4	8,16	2,6
Germany	2.288.850	-32,3	25.073.395	-20,8	10,95	17,1
Netherlands	2.429.573	-9,2	19.813.334	-4,9	8,16	4,7
China	1.050.693	-8,7	17.676.508	11,4	16,82	22,1
Sweden	2.475.643	-1,9	17.589.553	-1,8	7,11	0,1



# JANUARY-DECEMBER / europe

## Export by type

LITERS	2010	2011	2012	2013	2014	2015
Bottled	681.900.404	778.691.055	842.835.329	741.823.986	785.157.571	831.122.714
Bulk and > 2 l	873.760.140	1.240.445.952	1.006.592.132	898.156.179	1.274.346.043	1.396.471.332
Sparkling	138.207.349	155.111.018	158.155.046	160.609.267	168.662.352	168.754.517
Total	1.693.867.893	2.174.248.025	2.007.582.507	1.800.589.432	2.228.165.966	2.396.348.563

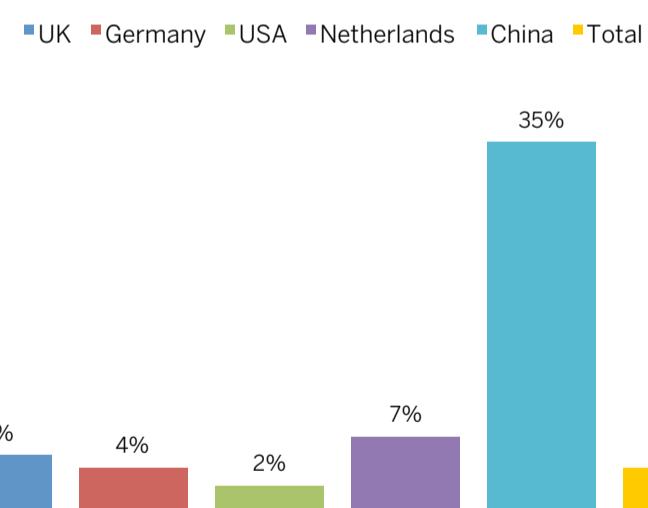
EURO	2010	2011	2012	2013	2014	2015
Bottled	1.208.093.500	1.362.904.029	1.508.446.855	1.590.504.830	1.613.163.951	1.698.748.338
Bulk and > 2 l	290.108.982	430.503.625	469.738.129	547.559.743	502.529.128	503.612.898
Sparkling	370.518.292	384.852.233	419.445.473	418.597.263	410.288.067	435.456.168
Total	1.868.720.774	2.178.259.887	2.397.630.457	2.556.661.836	2.525.981.146	2.637.817.404

EURO/LITER	2010	2011	2012	2013	2014	2015
Bottled	1,77	1,75	1,79	2,14	2,05	2,04
Bulk and > 2 l	0,33	0,35	0,47	0,61	0,39	0,36
Sparkling	2,68	2,48	2,65	2,61	2,43	2,58
Total	1,10	1,00	1,19	1,42	1,13	1,10

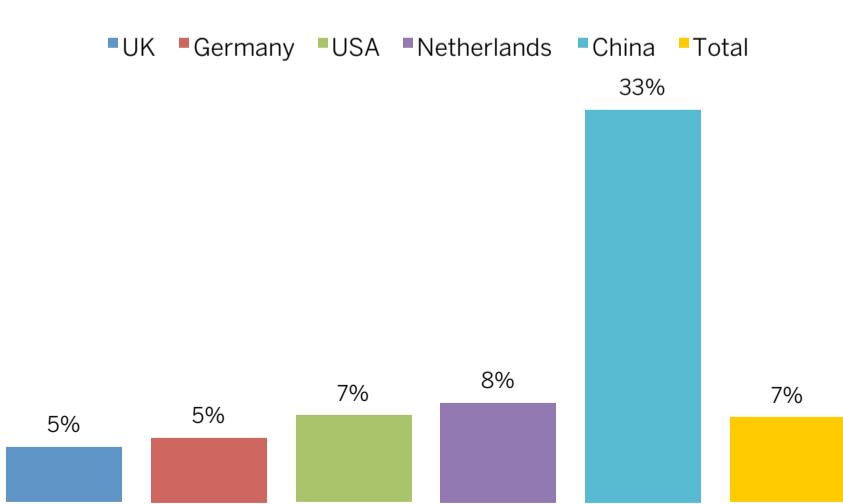
## Bottled by country

COUNTRY	Liters		Euro		Euro/liter	
	2015	% change	2015	% change	2015	% change
UK	121.129.565	-2,5	278.373.885	0,6	2,30	3,2
Germany	107.124.014	12,5	231.654.706	7,3	2,16	-4,6
USA	44.919.098	-2,5	207.698.537	7,1	4,62	9,9
Netherlands	48.221.142	10,0	101.751.223	9,9	2,11	-0,1
China	54.950.039	44,4	98.899.030	37,5	1,80	-4,8
Switzerland	17.408.520	-0,5	97.807.808	2,0	5,62	2,5
Canada	14.905.296	9,9	67.810.890	11,4	4,55	1,3
France	48.887.034	-6,5	59.626.079	-0,3	1,22	6,6
Mexico	13.959.511	12,8	52.719.595	11,9	3,78	-0,8
Japan	23.540.099	5,0	46.288.196	2,8	1,97	-2,1
Belgium	11.779.251	8,2	34.347.359	6,4	2,92	-1,6
Sweden	11.277.558	2,6	30.764.640	0,4	2,73	-2,2
Portugal	74.007.702	8,9	30.427.878	0,8	0,41	-7,5
Denmark	12.985.332	-18,3	29.599.626	-10,8	2,28	9,2
Ireland	6.787.533	8,5	19.100.097	14,5	2,81	5,5
Poland	9.209.182	-12,1	17.758.577	-2,7	1,93	10,7
Italy	43.869.848	88,3	17.212.175	49,4	0,39	-20,6
Others	166.161.991	-4,4	276.908.038	-1,4	1,67	3,2
Total	831.122.714	5,9	1.698.748.338	5,3	2,04	-0,5

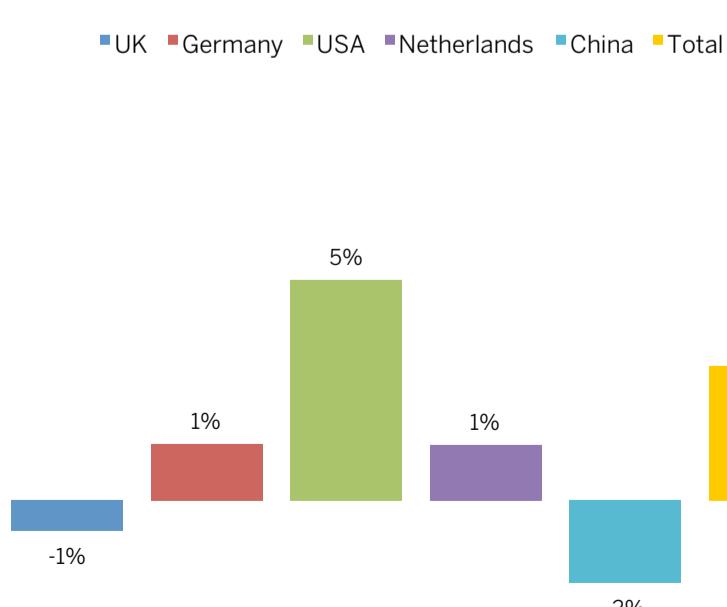
### EVOLUTION VOLUME (CAGR % 2010/15)



### EVOLUTION VALUE (CAGR % 2010/15)



### EVOLUTION PRICES (CAGR % 2010/15)

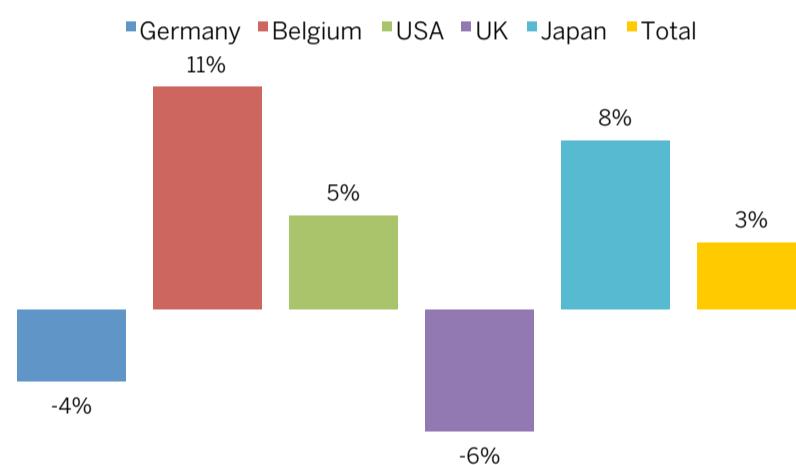


## JANUARY-DECEMBER / europe

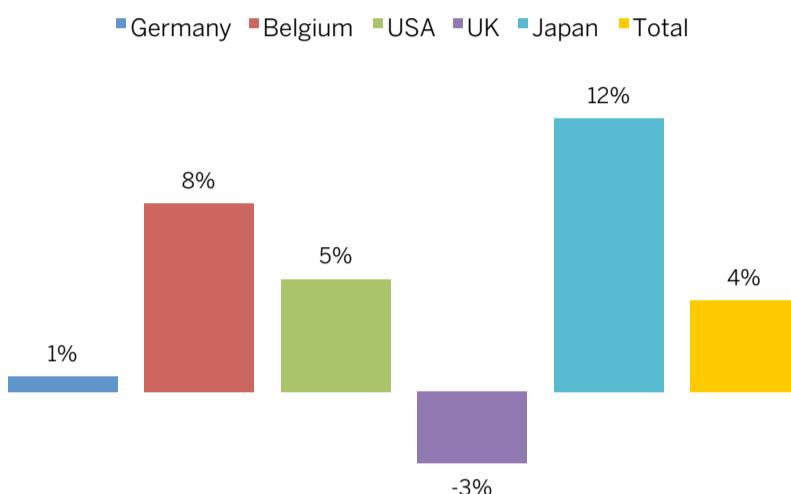
### Sparkling by country

COUNTRY	Liters		Euro		Euro/liter	
	2015	% change	2015	% change	2015	% change
Germany	39.384.381	-1,1	75.648.357	5,1	1,92	6,3
Belgium	24.395.869	-5,4	68.297.854	-0,9	2,80	4,8
USA	17.597.955	10,7	64.171.022	27,8	3,65	15,5
UK	22.042.923	-9,7	54.667.160	-4,7	2,48	5,6
Japan	10.443.700	10,5	32.787.913	5,9	3,14	-4,2
France	21.379.559	17,3	26.633.263	17,3	1,25	0,0
Netherlands	3.238.723	19,9	12.130.762	38,6	3,75	15,6
Sweden	3.345.518	-11,7	10.880.989	9,5	3,25	23,9
Switzerland	2.028.568	-9,6	9.749.632	-2,2	4,81	8,2
Finland	2.451.456	-7,3	8.382.099	-2,0	3,42	5,7
Canada	1.848.387	9,7	8.356.987	15,3	4,52	5,1
China	2.005.683	10,2	4.475.217	5,6	2,23	-4,1
Norway	1.185.632	-9,7	4.338.819	-3,8	3,66	6,6
Denmark	1.249.849	18,8	3.992.021	9,5	3,19	-7,8
Others	16.156.315	-9,2	50.944.072	-0,6	3,15	9,5
Total	168.754.517	0,1	435.456.168	6,1	2,58	6,1

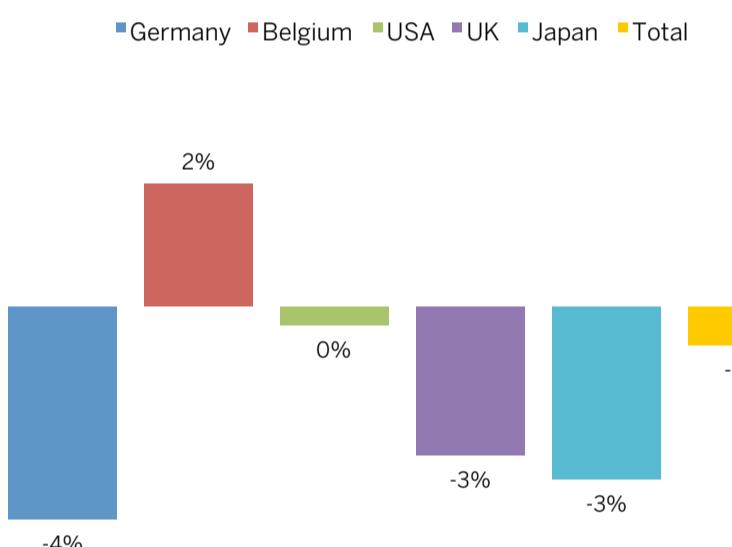
EVOLUTION VALUE (CAGR % 2010/15)



EVOLUTION VOLUME (CAGR % 2010/15)



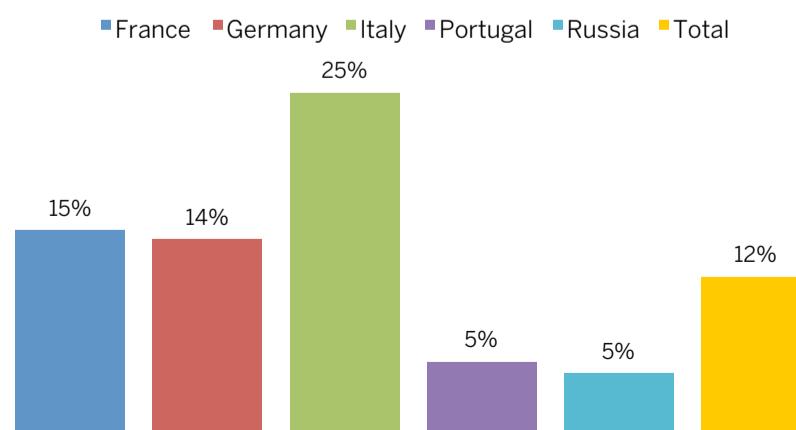
EVOLUTION PRICES (CAGR % 2010/15)



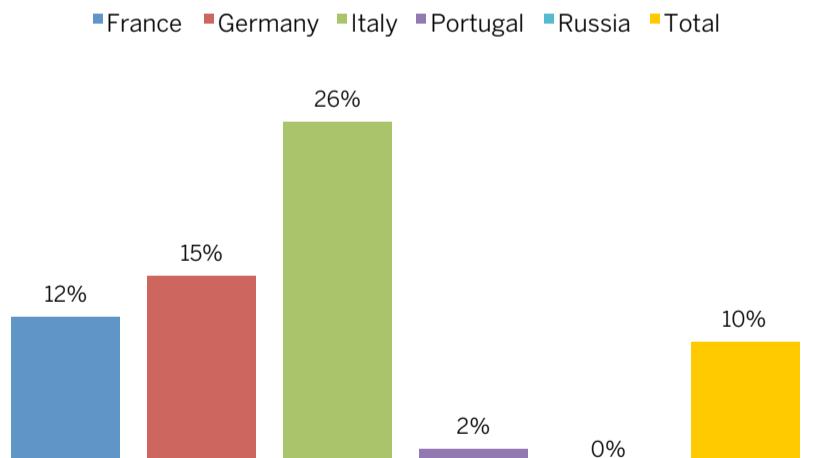
### Bulk by country

COUNTRY	Liters		Euro		Euro/liter	
	2015	% change	2015	% change	2015	% change
France	505.657.351	15,8	163.283.222	7,0	0,32	-7,6
Germany	249.978.696	11,0	77.583.296	-5,8	0,31	-15,1
Italy	131.876.842	-2,5	45.423.816	-10,3	0,34	-8,0
Portugal	122.270.313	-23,8	44.441.617	-25,0	0,36	-1,6
Russia	99.969.725	32,6	32.585.987	36,1	0,33	2,7
Czech R.	33.676.248	5,6	10.846.120	-35,1	0,32	-38,6
Sweden	8.030.362	-7,8	10.165.640	3,3	1,27	12,1
China	19.667.623	31,2	9.767.744	35,2	0,50	3,0
UK	13.759.954	53,6	8.236.415	38,9	0,60	-9,5
Denmark	10.822.348	38,9	7.995.900	27,1	0,74	-8,5
Switzerland	15.803.196	17,0	7.199.977	1,4	0,46	-13,4
Canada	15.900.093	12,6	6.241.797	-7,9	0,39	-18,2
Netherlands	7.566.436	34,5	5.380.551	10,9	0,71	-17,6
Belgium	10.512.298	31,1	4.707.922	7,5	0,45	-18,0
Finland	3.981.497	39,2	4.109.581	32,8	1,03	-4,6
Norway	2.696.500	-9,9	3.864.305	-13,7	1,43	-4,1
USA	3.091.469	-25,9	3.462.751	-5,3	1,12	27,7
Others	141.210.382	20,2	58.316.257	9,4	0,41	-9,0
Total	1.396.471.332	9,6	503.612.898	0,2	0,36	-8,5

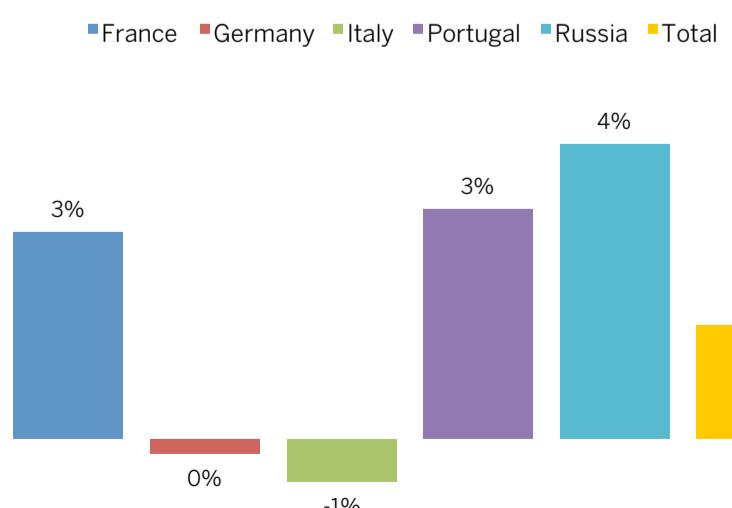
EVOLUTION VALUE (CAGR % 2010/15)



EVOLUTION VOLUME (CAGR % 2010/15)



EVOLUTION PRICES (CAGR % 2010/15)



Spain

# JANUARY-DECEMBER / europe

## Export by type

MILLION LITERS	2010	2011	2012	2013	2014	2015
Bottled	1,6	2,4	2,8	2,7	1,5	1,3
Bulk and > 2 l	193,7	208,9	216,9	213,0	221,8	221,0
Sparkling	70,4	96,1	121,7	87,5	60,6	58,3
Total	265,7	307,4	341,4	303,2	283,9	280,6

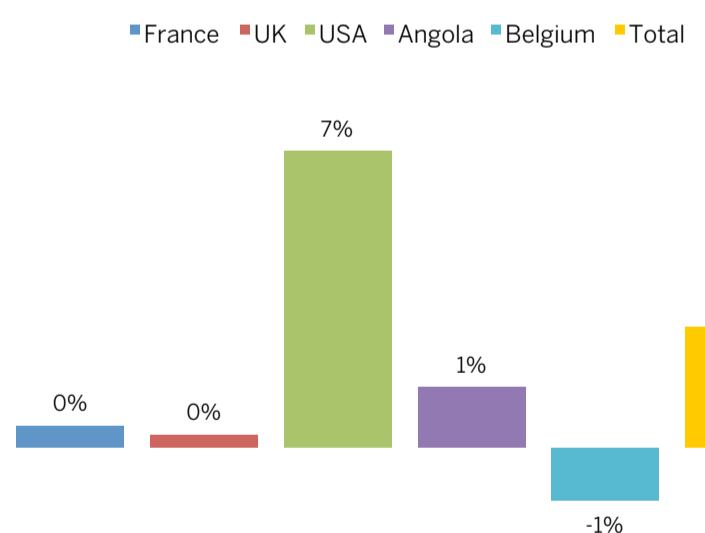
MILLION EURO	2010	2011	2012	2013	2014	2015
Bottled	7,7	11,2	13,3	10,8	12,3	11,1
Bulk and > 2 l	565,4	593,3	632,3	641,8	664,4	680,4
Sparkling	40,6	53,2	75,2	67,2	48,4	45,5
Total	613,7	657,7	720,8	719,9	725,2	737,0

EURO/LITER	2010	2011	2012	2013	2014	2015
Bottled	4,81	4,67	4,75	4,02	7,93	8,25
Bulk and > 2 l	2,92	2,84	2,91	3,01	3,00	3,08
Sparkling	0,58	0,55	0,62	0,77	0,80	0,78
Total	2,31	2,14	2,11	2,37	2,55	2,63

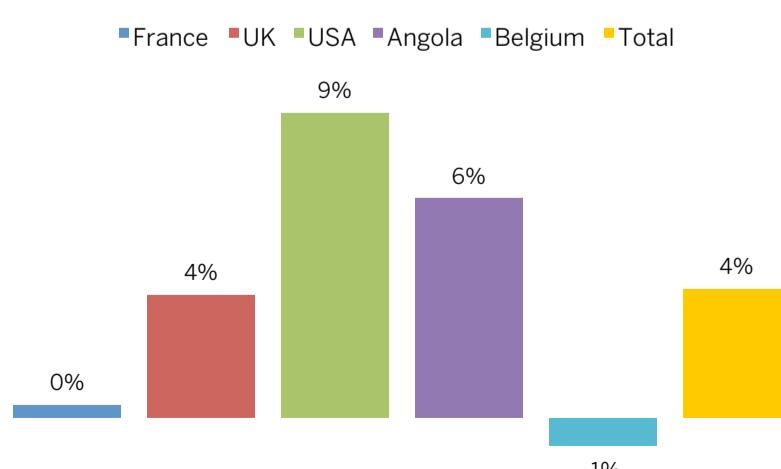
## Bottled by country (Porto included)

COUNTRY	Liters		Euro		Euro/liter	
	2015	% change	2015	% change	2015	% change
France	31.379.924	2,1	103.942.000	0,8	3,31	-1,2
UK	18.777.402	-2,8	76.824.671	8,1	4,09	11,2
USA	16.005.805	6,8	67.388.823	16,0	4,21	8,6
Angola	26.344.612	-23,5	54.427.739	-23,7	2,07	-0,2
Belgium	14.097.040	1,3	46.948.750	1,5	3,33	0,2
Netherlands	13.163.456	4,7	46.663.451	4,1	3,54	-0,5
Canada	9.437.959	11,9	39.229.594	15,0	4,16	2,8
Germany	13.832.744	-2,8	38.877.325	-3,8	2,81	-1,0
Brazil	9.574.921	1,6	28.217.405	0,1	2,95	-1,5
Switzerland	6.552.297	2,5	23.990.820	5,1	3,66	2,5
Poland	8.606.754	16,2	17.559.274	20,0	2,04	3,2
Denmark	3.322.703	3,0	15.492.116	9,0	4,66	5,9
China	5.616.169	46,3	13.382.706	46,6	2,38	0,2
Sweden	4.426.175	22,7	11.582.640	16,3	2,62	-5,2
Spain	3.454.626	1,2	11.488.306	-4,5	3,33	-5,6
Luxembourg	2.953.821	9,3	8.036.781	6,8	2,72	-2,3
Norway	1.969.961	11,2	6.034.931	-8,8	3,06	-17,9
Others	30.468.991	0,1	70.326.915	0,3	2,31	0,1
Total	219.985.360	-0,4	680.414.247	2,4	3,09	2,8

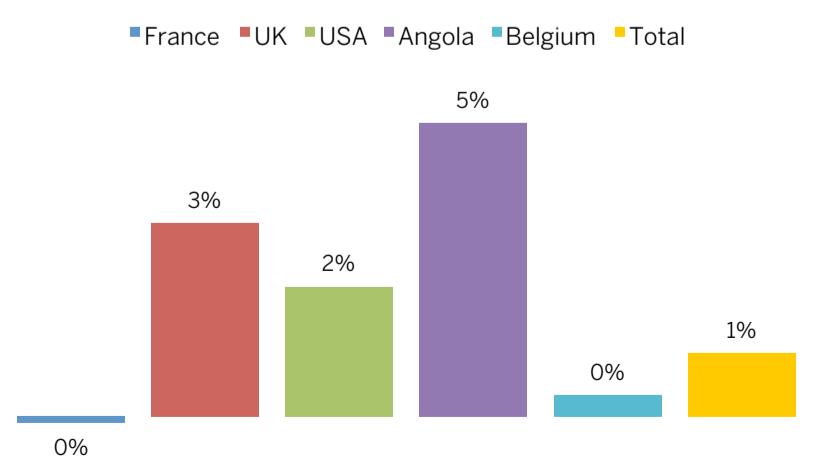
EVOLUTION VOLUME (CAGR % 2010/15)



EVOLUTION VALUE (CAGR % 2010/15)



EVOLUTION PRICES (CAGR % 2010/15)



■ France ■ UK ■ USA ■ Angola ■ Belgium ■ Total

■ France ■ UK ■ USA ■ Angola ■ Belgium ■ Total

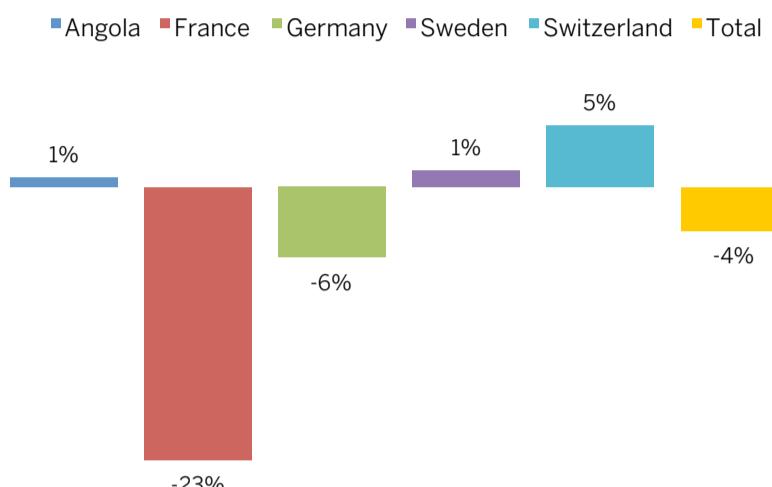


## JANUARY-DECEMBER / europe

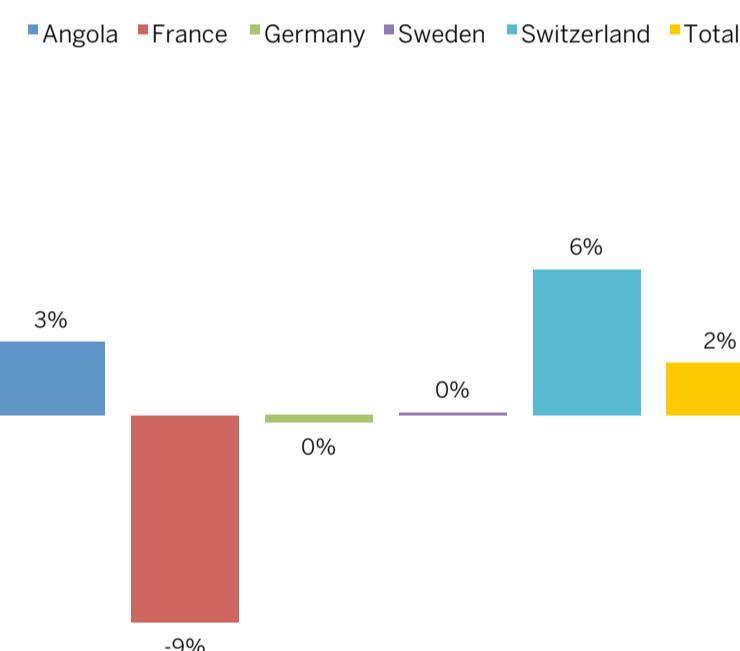
### Bulk by country

COUNTRY	Liters		Euro		Euro/liter	
	2015	% change	2015	% change	2015	% change
Angola	25.541.669	-7,0	14.885.674	-11,7	0,58	-5,1
France	5.483.956	4,2	5.268.720	-2,4	0,96	-6,3
Germany	7.015.454	-24,4	4.135.299	-27,0	0,59	-3,4
Sweden	2.038.920	-5,3	4.124.023	-15,8	2,02	-11,1
Switzerland	2.971.263	-4,0	2.866.278	-5,9	0,96	-1,9
Norway	1.164.916	14,1	2.062.828	32,7	1,77	16,3
Luxembourg	2.115.930	5,5	1.932.018	-1,7	0,91	-6,8
Sao Tome and Principe	2.122.199	-3,0	1.562.705	-7,5	0,74	-4,6
USA	1.161.425	16,3	1.254.274	21,9	1,08	4,8
UK	608.573	1,1	1.033.009	15,2	1,70	13,9
Others	8.313.104	21,8	6.359.349	16,9	0,76	-4,0
Total	58.537.409	-3,9	45.484.177	-6,1	0,78	-2,3

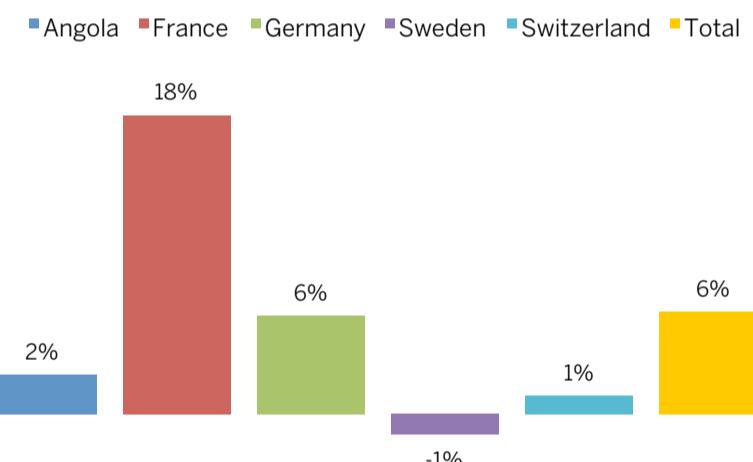
#### EVOLUTION VOLUME (CAGR % 2010/15)



#### EVOLUTION VALUE (CAGR % 2010/15)



#### EVOLUTION PRICES (CAGR % 2010/15)



### Porto by country

COUNTRY	Liters		Euro		Euro/liter	
	2015	% change	2015	% change	2015	% change
France	21.655.272	0,4	80.524.000	-0,4	3,72	-0,8
UK	9.208.438	6,0	52.547.830	13,2	5,71	6,8
Netherlands	10.620.078	2,8	40.194.531	2,3	3,78	-0,4
Belgium	8.636.243	0,4	33.106.280	-0,1	3,83	-0,5
USA	3.481.396	2,9	29.792.826	9,9	8,56	6,8
Germany	2.963.870	-22,0	12.325.109	-18,1	4,16	5,0
Canada	1.358.758	1,6	12.000.995	0,5	8,83	-1,0
Denmark	1.569.668	15,1	11.002.584	15,8	7,01	0,6
Spain	1.390.409	8,7	5.645.528	4,6	4,06	-3,8
Switzerland	612.036	-0,5	3.931.079	3,7	6,42	4,1
Poland	853.923	14,1	3.008.490	18,5	3,52	3,9
Brazil	606.007	-25,0	2.924.449	-21,6	4,83	4,5
Italy	517.622	-9,0	2.586.177	-5,5	5,00	3,9
Sweden	305.238	8,7	1.902.859	14,3	6,23	5,2
Ireland	281.827	23,5	1.853.480	20,3	6,58	-2,6
Japan	190.038	-0,1	1.415.865	3,7	7,45	3,8
Others	2.524.321	-14,9	19.096.650	-16,1	7,57	-1,4
Total	66.775.144	0,0	313.858.732	1,6	4,70	1,6

Portugal



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## EXPORT 2010-2015

## JANUARY-DECEMBER / america

## Export by type

TH. LITERS	2010	2011	2012	2013	2014	2015
Bottled	181.575	203.143	210.688	225.111	215.452	226.281
Bulk	197.083	188.961	165.563	174.918	177.423	182.719
Sparkling	4.136	4.685	5.384	7.012	5.044	4.941
Total	382.793	396.788	381.635	407.041	397.919	413.941

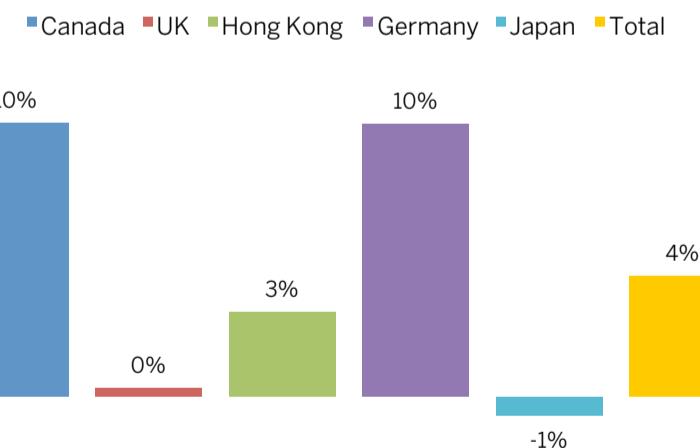
TH. \$	2010	2011	2012	2013	2014	2015
Bottled	788.574	987.956	1.042.425	1.210.444	1.120.142	1.237.568
Bulk	207.162	224.645	211.234	249.864	253.134	239.256
Sparkling	27.044	33.209	34.873	37.064	28.999	27.175
Total	1.022.780	1.245.810	1.288.532	1.497.372	1.402.275	1.503.999

\$/LITER	2010	2011	2012	2013	2014	2015
Bottled	4,34	4,86	4,95	5,38	5,20	5,47
Bulk	1,05	1,19	1,28	1,43	1,43	1,31
Sparkling	6,54	7,09	6,48	5,29	5,75	5,50
Total	2,67	3,14	3,38	3,68	3,52	3,63

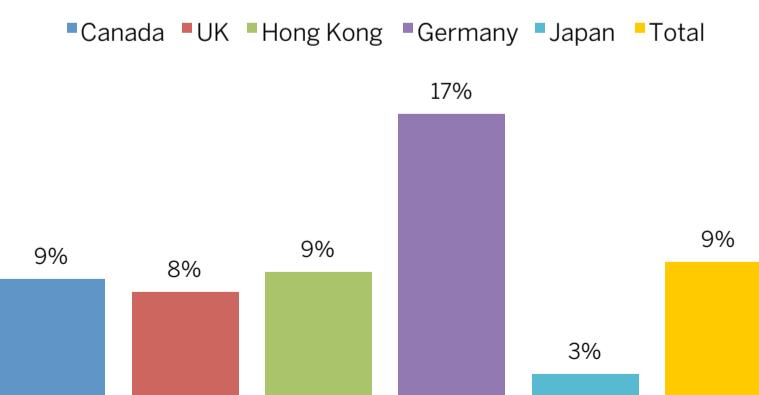
## Bottled by country

COUNTRY	Thousand liters		Thousand \$		\$/liter	
	2015	% change	2015	% change	2015	% change
Canada	55.437	2,6	381.875	-7,5	6,89	-9,9
UK	49.130	14,7	208.533	46,9	4,24	28,1
Hong Kong	9.986	11,9	86.120	46,9	8,62	31,2
Germany	20.190	28,4	79.555	65,5	3,94	28,8
Japan	13.386	0,4	71.944	5,3	5,37	4,9
France	3.543	95,0	40.111	8,4	11,32	-44,4
China	8.320	-31,3	38.519	-32,7	4,63	-2,0
Poland	11.058	82,8	34.017	104,8	3,08	12,1
Nigeria	5.744	-16,4	27.547	37,0	4,80	63,9
Sweden	5.317	34,9	19.457	25,9	3,66	-6,7
Netherlands	3.647	5,0	16.668	17,4	4,57	11,8
South Korea	2.242	-14,4	16.179	8,1	7,22	26,2
Belgium-Lux	5.311	-5,2	16.004	-27,4	3,01	-23,4
Switzerland	2.571	8,6	15.559	14,1	6,05	5,1
Mexico	3.301	-4,6	13.387	15,4	4,06	20,9
Denmark	3.057	-17,7	12.912	-8,1	4,22	11,7
Singapore	1.832	-12,0	12.124	1,3	6,62	15,1
Philippines	3.082	24,2	9.477	36,4	3,07	9,8
Others	19.130	-20,4	137.580	2,4	7,19	28,5
Total	226.281	5,0	1.237.568	10,5	5,47	5,2

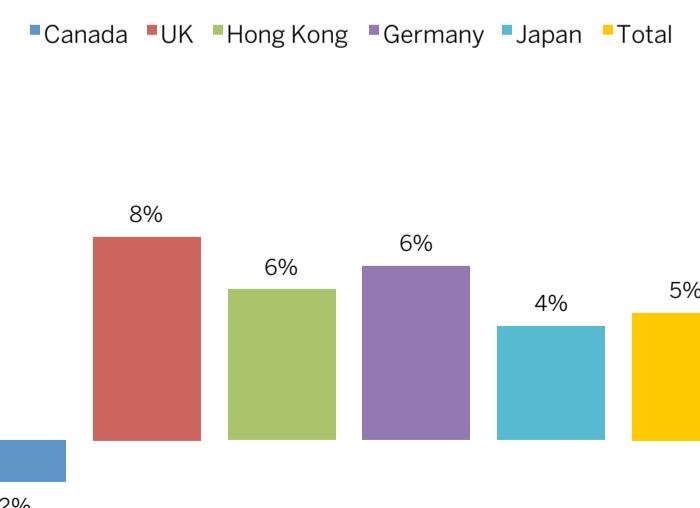
## EVOLUTION VOLUME (CAGR % 2010/15)



## EVOLUTION VALUE (CAGR % 2010/15)



## EVOLUTION PRICES (CAGR % 2010/15)



United States

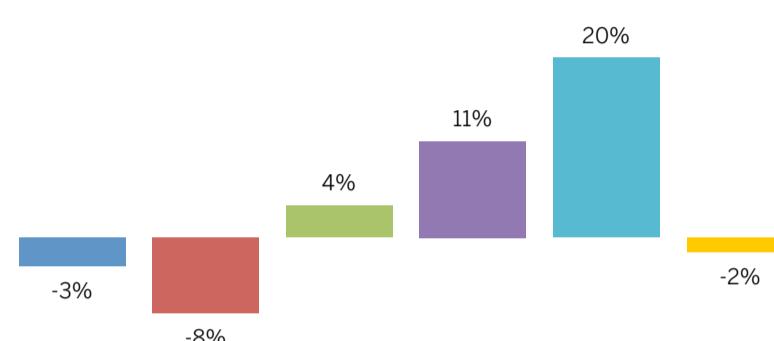


# JANUARY-DECEMBER / america

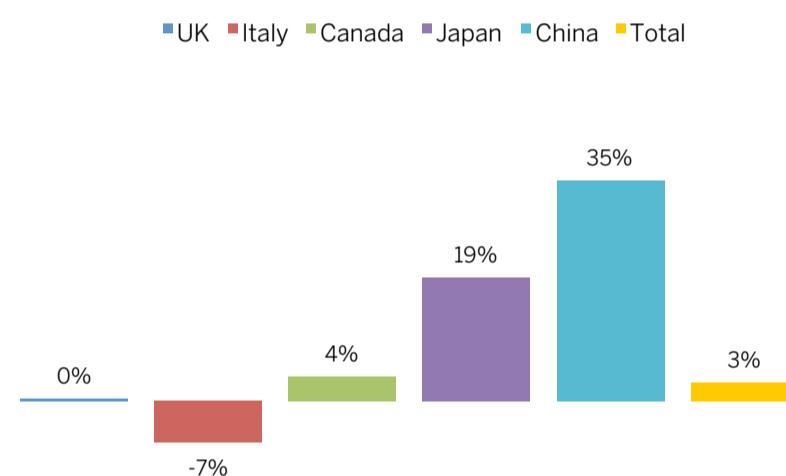
## Bulk by country

EVOLUTION VOLUME (CAGR % 2010/15)

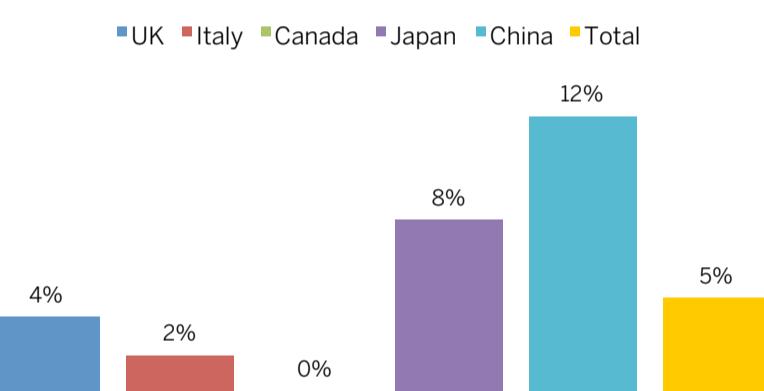
COUNTRY	Thousand liters		Thousand \$		\$/liter	
	2015	% change	2015	% change	2015	% change
UK	64.960	7,9	70.347	-9,4	1,08	-16,0
Italy	40.416	-14,8	39.098	-21,5	0,97	-7,8
Canada	17.461	37,2	22.084	18,9	1,26	-13,3
Japan	15.274	34,0	20.012	20,8	1,31	-9,9
China	3.904	-0,5	11.876	16,0	3,04	16,6
Belgium-Lux	9.037	118,6	11.167	89,9	1,24	-13,1
Germany	6.992	-50,1	8.594	-53,6	1,23	-7,0
Others	24.676	4,6	56.078	0,2	2,27	-4,3
Total	182.719	3,0	239.256	-5,5	1,31	-8,2



EVOLUTION VALUE (CAGR % 2010/15)



EVOLUTION PRICES (CAGR % 2010/15)



United States

## Export by type

LITERS	2010	2011	2012	2013	2014	2015
Bottled	193.582.160	187.419.937	182.145.659	179.388.286	180.508.188	182.480.671
Other packaging	32.260.898	21.685.278	19.910.926	16.879.063	11.437.499	10.843.350
Sparkling	3.654.946	4.395.118	5.554.677	3.748.693	4.063.587	3.488.016
Bulk	46.425.086	100.759.566	158.417.245	115.030.105	66.691.689	70.688.082
Wine total	275.923.090	314.259.899	366.028.507	315.046.147	262.700.963	267.500.119
Must	69.112.836	110.316.755	108.753.376	94.376.960	88.061.865	92.934.809
Total	345.035.926	424.576.654	474.781.883	409.423.107	350.762.828	360.434.928

US\$	2010	2011	2012	2013	2014	2015
Bottled	648.788.138	716.180.149	740.698.198	748.131.095	740.266.993	727.506.880
Other packaging	23.811.445	9.498.522	20.383.344	15.888.958	11.403.116	10.718.580
Sparkling	16.035.376	21.170.238	26.157.117	19.471.314	21.768.127	17.488.766
Bulk	37.316.556	90.729.929	134.954.201	93.318.384	63.736.996	63.515.320
Wine total	725.951.515	837.578.838	922.192.860	876.809.751	837.175.232	819.229.546
Must	128.030.968	209.404.213	238.254.751	228.569.599	160.409.271	119.702.916
Total	853.982.483	1.046.983.051	1.160.447.611	1.105.379.350	997.584.503	938.932.462

US\$/LITER	2010	2011	2012	2013	2014	2015
Bottled	3,35	3,82	4,07	4,17	4,10	3,99
Other packaging	0,74	0,44	1,02	0,94	1,00	0,99
Sparkling	4,39	4,82	4,71	5,19	5,36	5,01
Bulk	0,80	0,90	0,85	0,81	0,96	0,90
Wine total	2,63	2,67	2,52	2,78	3,19	3,06
Must	1,85	1,90	2,19	2,42	1,82	1,29
Total	2,48	2,47	2,44	2,70	2,84	2,60

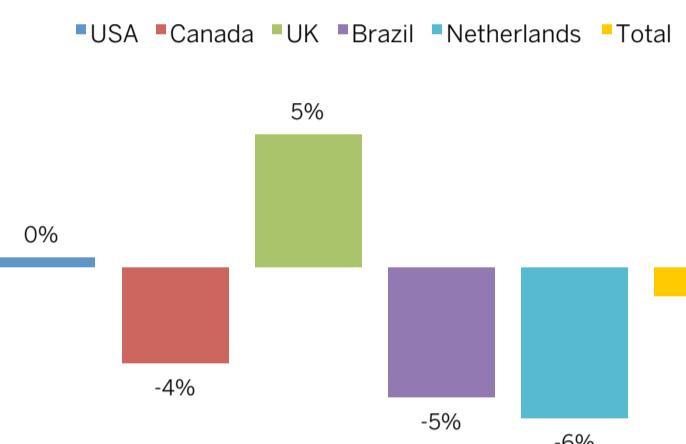
Argentina

## JANUARY-DECEMBER / america

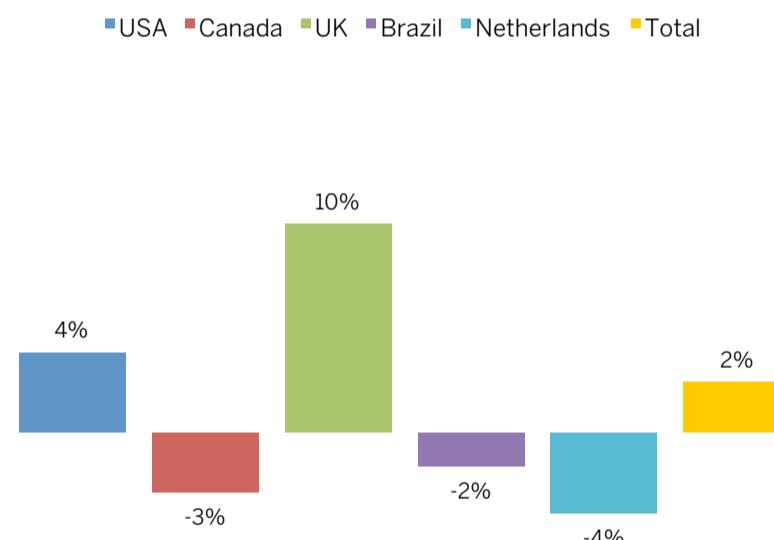
### Bottled by country

COUNTRY	Liters		\$		\$/liter	
	2015	% change	2015	% change	2015	% change
USA	63.859.137	1,9	270.681.383	0,3	4,24	-1,6
Canada	18.275.863	1,9	71.778.566	-6,7	3,93	-8,4
UK	19.053.779	14,1	69.577.700	9,4	3,65	-4,1
Brazil	13.061.065	-6,1	49.916.668	-10,7	3,82	-4,9
Netherlands	9.632.820	-5,0	31.867.115	-11,0	3,31	-6,3
Mexico	6.106.548	9,2	22.503.079	7,1	3,69	-1,9
China	5.157.325	21,3	20.779.051	15,1	4,03	-5,1
Switzerland	3.158.441	5,4	15.436.935	4,5	4,89	-0,8
Germany	3.246.876	16,8	13.652.248	5,9	4,20	-9,3
Peru	2.458.471	-8,1	11.525.399	-4,7	4,69	3,7
Japan	2.781.463	-27,4	11.157.410	-21,6	4,01	8,0
Denmark	2.425.309	-12,9	10.225.114	-19,6	4,22	-7,8
Sweden	2.809.142	-12,6	9.824.022	-19,7	3,50	-8,2
France	1.597.863	13,1	9.243.913	12,0	5,79	-0,9
Belgium	2.382.884	2,0	8.446.357	-11,1	3,54	-12,9
Paraguay	2.298.321	-3,1	7.323.390	-15,3	3,19	-12,5
Finland	1.726.312	-3,9	5.794.854	-16,8	3,36	-13,5
Others	22.449.052	-2,9	87.773.676	1,2	3,91	4,3
Total	182.480.671	1,1	727.506.880	-1,7	3,99	-2,8

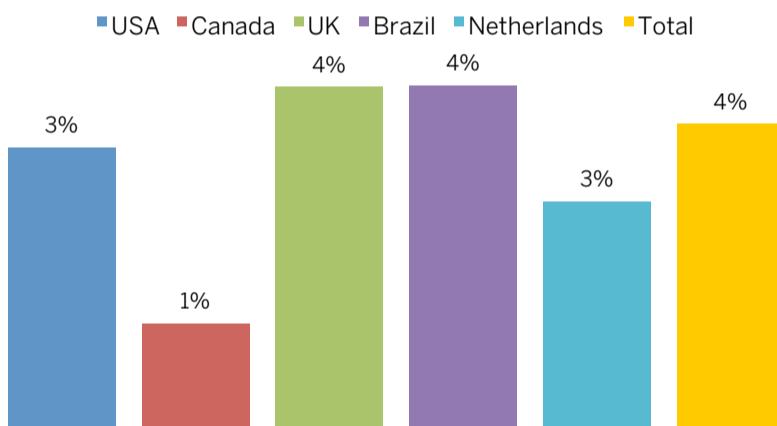
#### EVOLUTION VOLUME (CAGR % 2010/15)



#### EVOLUTION VALUE (CAGR % 2010/15)



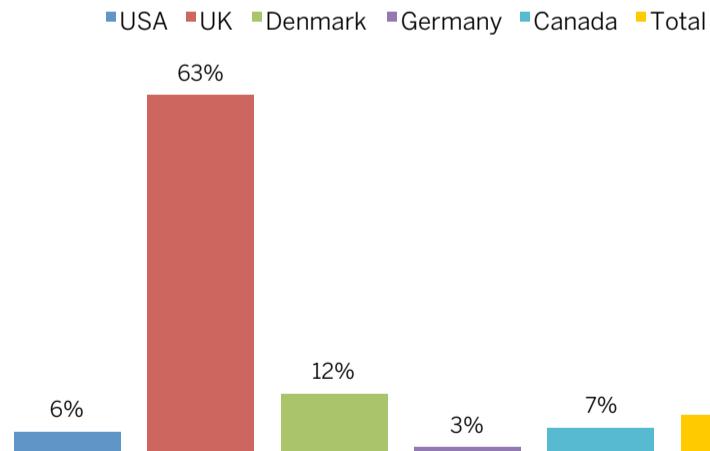
#### EVOLUTION PRICES (CAGR % 2010/15)



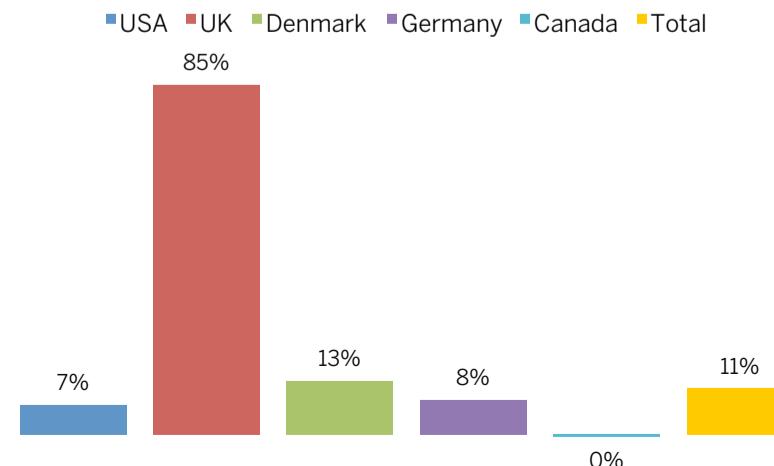
### Bulk by country

COUNTRY	Liters		\$		\$/liter	
	2015	% change	2015	% change	2015	% change
USA	34.636.450	-8,8	28.900.217	-14,4	0,83	-6,2
UK	10.047.800	109,4	15.093.496	112,2	1,50	1,3
Denmark	3.098.000	-13,4	3.642.113	-31,1	1,18	-20,4
Germany	2.823.300	-18,1	3.080.624	-30,0	1,09	-14,5
Canada	4.715.960	-19,7	2.850.449	-28,5	0,60	-11,0
Belgium	2.385.760	25,7	2.300.375	23,6	0,96	-1,7
Netherlands	1.731.000	80,4	1.702.480	92,5	0,98	6,7
Japan	1.744.832	30,4	1.290.533	11,3	0,74	-14,7
France	984.000	-39,7	1.018.667	-41,0	1,04	-2,2
Spain	744.000	210,0	685.842	252,8	0,92	13,8
Russia	4.560.000	75,9	563.474	-41,8	0,12	-66,9
Italy	72.000	-25,0	125.136	-23,5	1,74	2,0
Altri	3.144.980	38,8	2.261.914	1,9	0,72	-26,6
Total	70.688.082	6,0	63.515.320	-0,3	0,90	-6,0

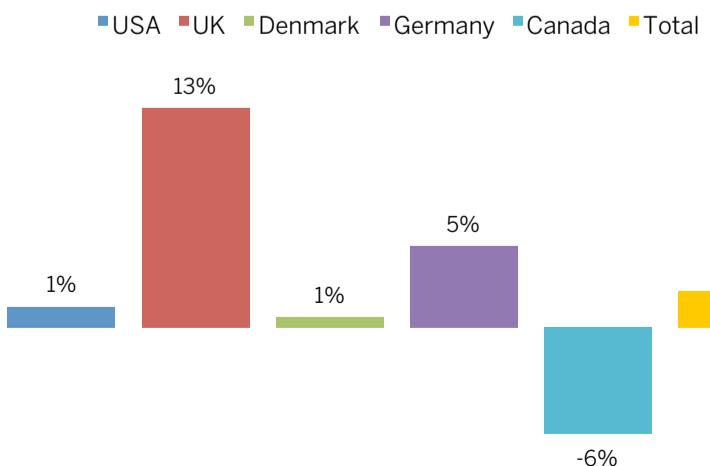
#### EVOLUTION VOLUME (CAGR % 2010/15)



#### EVOLUTION VALUE (CAGR % 2010/15)



#### EVOLUTION PRICES (CAGR % 2010/15)



# JANUARY-DECEMBER / america

## Export by type

TH. LITERS	2010	2011	2012	2013	2014	2015
Bottled	425.774	438.559	439.332	435.755	451.848	476.494
Packaged	27.106	28.325	28.404	26.523	26.672	28.624
Bulk	274.754	191.646	275.634	411.880	317.281	366.273
Sparkling	3.340	3.797	4.012	3.485	4.090	4.348
Others	2.279	1.677	1.643	1.332	1.377	1.064
Total	733.253	664.005	749.026	878.975	801.268	876.803

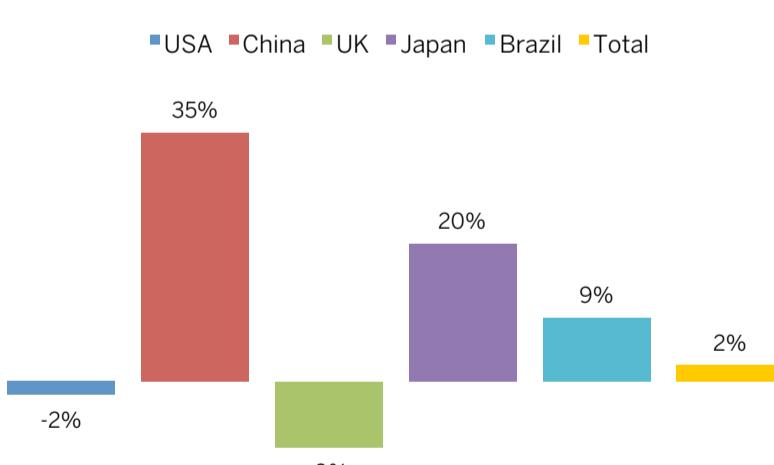
TH. \$	2010	2011	2012	2013	2014	2015
Bottled	1.276.848	1.414.699	1.420.033	1.445.900	1.515.583	1.509.931
Packaged	49.645	55.495	54.892	52.872	50.412	48.225
Bulk	201.799	198.332	291.964	359.151	256.601	253.447
Sparkling	12.995	14.653	15.960	14.578	17.259	17.763
Others	10.727	7.495	7.633	6.314	6.594	4.896
Total	1.552.014	1.690.674	1.790.481	1.878.815	1.846.451	1.834.262

\$/LITER	2010	2011	2012	2013	2014	2015
Bottled	3,00	3,23	3,23	3,32	3,35	3,17
Packaged	1,83	1,96	1,93	1,99	1,89	1,68
Bulk	0,73	1,03	1,06	0,87	0,81	0,69
Sparkling	3,89	3,86	3,98	4,18	4,22	4,09
Others	4,71	4,47	4,65	4,74	4,79	4,60
Total	2,12	2,55	2,39	2,14	2,30	2,09

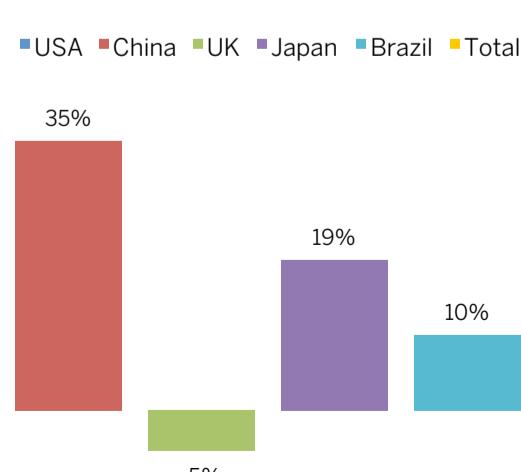
## Bottled by country

COUNTRY	Thousand liters		Thousand \$		\$/liter	
	2015	% change	2015	% change	2015	% change
USA	61.966	2,2	199.815	2,5	3,22	0,3
China	50.176	54,9	165.229	46,8	3,29	-5,3
UK	56.905	-1,0	162.714	-8,7	2,86	-7,7
Japan	52.712	18,8	151.469	17,0	2,87	-1,5
Brazil	37.857	10,4	112.432	2,1	2,97	-7,5
Netherlands	28.833	-4,6	83.001	-16,0	2,88	-11,9
Canada	20.850	8,5	76.994	-4,5	3,69	-12,0
Denmark	12.736	9,7	43.353	-6,1	3,40	-14,5
Ireland	13.668	5,6	39.475	-8,9	2,89	-13,7
South Korea	8.630	2,9	38.564	4,1	4,47	1,2
Mexico	12.940	22,1	35.916	10,7	2,78	-9,3
Germany	11.277	2,6	35.405	-14,4	3,14	-16,6
Belgium	8.860	8,9	29.357	0,4	3,31	-7,8
Russia	8.838	-35,5	21.874	-43,5	2,47	-12,5
Finland	6.026	-12,4	17.843	-25,2	2,96	-14,5
Sweden	5.323	-1,1	17.316	-20,8	3,25	-19,9
Others	78.897	-6,7	279.174	-5,9	3,54	0,8
Total	476.494	5,5	1.509.931	-0,4	3,17	-5,5

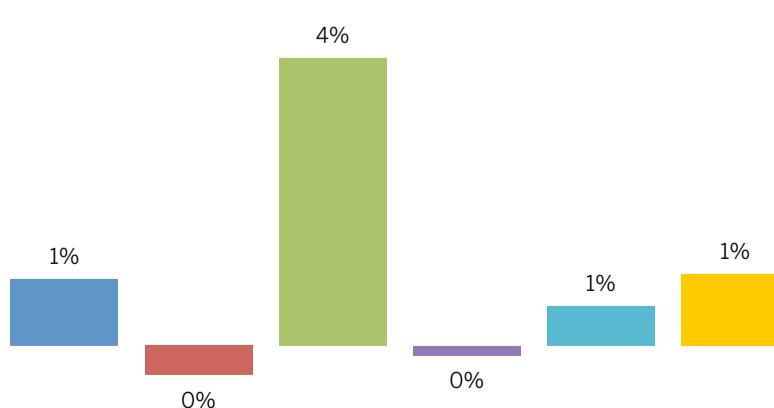
EVOLUTION VOLUME (CAGR % 2010/15)



EVOLUTION VALUE (CAGR % 2010/15)



EVOLUTION PRICES (CAGR % 2010/15)



Chile

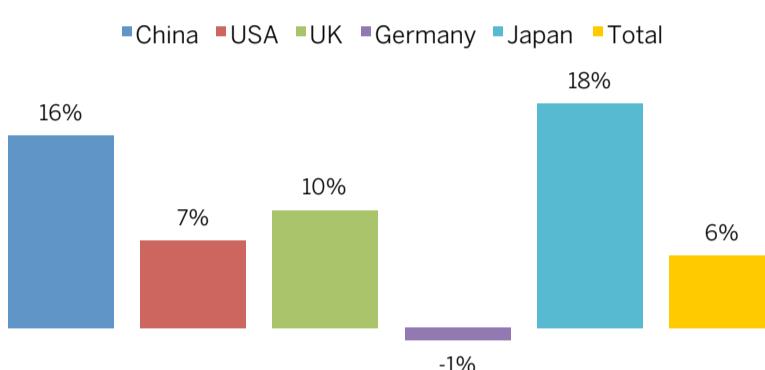


# JANUARY-DECEMBER / america

## Bulk by country

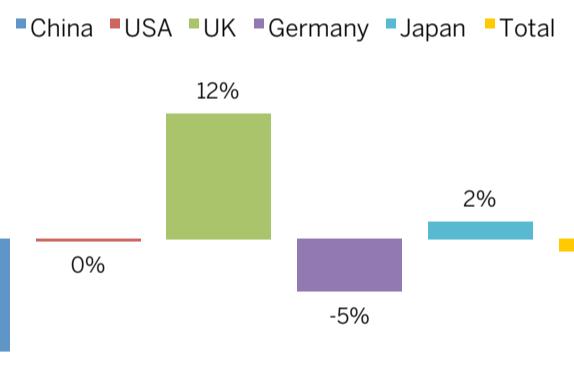
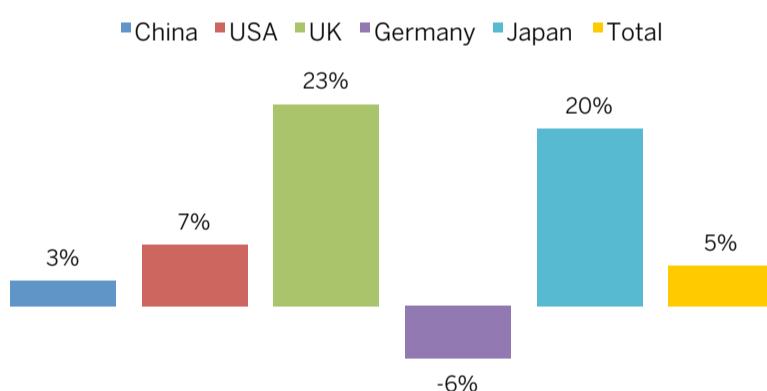
COUNTRY	Thousand liters		Thousand \$		\$/liter	
	2015	% change	2015	% change	2015	% change
China	103.409	90,7	52.084	67,4	0,50	-12,2
USA	72.154	-15,1	45.465	-25,3	0,63	-12,0
UK	47.528	4,3	41.480	-6,3	0,87	-10,2
Germany	37.781	19,4	22.179	-9,7	0,59	-24,4
Japan	24.565	23,7	17.853	11,8	0,73	-9,6
Canada	21.610	8,7	13.019	-5,3	0,60	-12,9
Sweden	7.957	2,6	12.868	7,7	1,62	4,9
Denmark	10.957	1,1	9.796	-19,6	0,89	-20,5
Finland	5.974	-7,4	9.113	-17,2	1,53	-10,6
Netherlands	7.880	16,3	7.475	24,8	0,95	7,4
France	7.220	18,4	5.673	5,1	0,79	-11,2
Norway	3.254	61,3	5.588	24,6	1,72	-22,7
Belgium	3.756	-2,9	4.168	-14,8	1,11	-12,3
Spain	6.814	-17,3	3.550	-31,6	0,52	-17,2
Others	5.415	-40,4	3.136	-37,4	0,58	5,1
Total	366.273	15,4	253.447	-1,2	0,69	-14,4

EVOLUTION VOLUME (CAGR % 2010/15)



EVOLUTION VALUE (CAGR % 2010/15)

\$/LITER



Chile



INSTALLAZIONE PRESSO:  
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## Sistemi di imbottigliamento AVE Technologies: precisione, affidabilità, innovazione



Affidabilità e precisione: queste sono le parole chiave per gli innovativi sistemi di imbottigliamento AVE Technologies.

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L'affidabilità e la precisione si concretizzano con il nuovo sistema di **riempimento isobarico EFS-Evo** adatto per l'imbottigliamento in vetro di prodotti frizzanti o fermi.

Grazie alle speciali valvole ibride, il sistema **EFS-Evo** unisce la tradizionale robustezza e affidabilità meccanica alla flessibilità e precisione delle soluzioni elettroniche più avanzate.



**AVE Technologies srl**

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**DELLA TOFFOLA**  
**GROUP**

sintesi comunicazione



# finò all'ultima goccia



## EXPORT 2010-2015

## JANUARY-DECEMBER / oceania

## Export by type

MILLION LITERS	2010	2011	2012	2013	2014	2015
Sparkling	14,9	15,8	14,5	12,8	11,8	11,2
Bottled	429,0	361,6	334,1	316,4	311,9	316,8
Bulk	355,5	343,1	385,7	381,9	400,3	416,6
Total	799,4	720,5	734,3	711,1	724,0	744,6

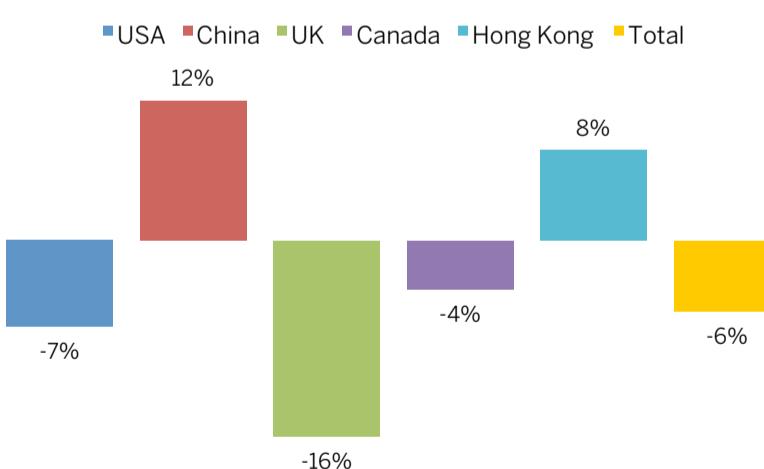
MILLION AUD	2010	2011	2012	2013	2014	2015
Sparkling	76,5	76,5	70,8	66,6	60,1	63,3
Bottled	1.707,3	1.493,9	1.406,9	1.376,4	1.381,6	1.674,4
Bulk	341,6	351,3	409,8	397,7	415,3	426,3
Total	2.125,4	1.921,7	1.887,5	1.840,7	1.857,1	2.163,9

AUD/LITER	2010	2011	2012	2013	2014	2015
Sparkling	5,13	4,84	4,88	5,22	5,11	5,63
Bottled	3,98	4,13	4,21	4,35	4,43	5,29
Bulk	0,96	1,02	1,06	1,04	1,04	1,02
Total	2,66	2,67	2,57	2,59	2,57	2,91

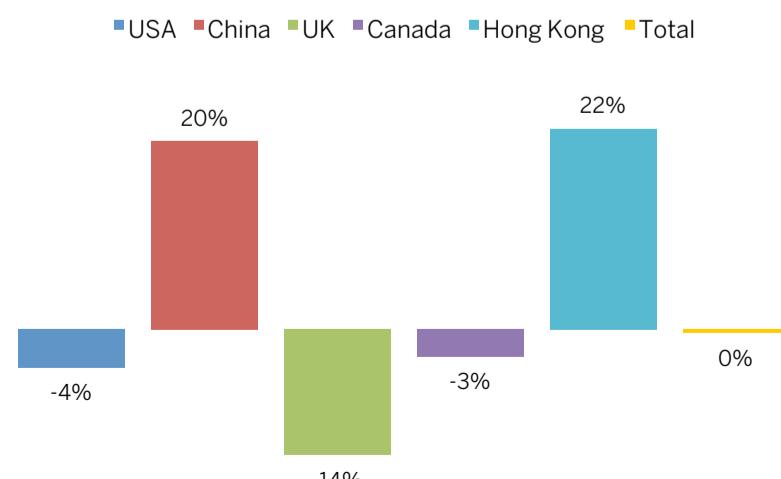
## Bottled by country

COUNTRY	Liters		AUD		AUD/liter	
	2015	% change	2015	% change	2015	% change
USA	103.441.939	-8,1	425.691.289	10,1	4,12	19,7
China	56.515.122	56,0	342.270.916	74,0	6,06	11,6
UK	41.809.565	-6,1	166.169.584	12,4	3,97	19,7
Canada	28.645.683	0,3	159.025.711	9,2	5,55	8,8
Hong Kong	10.646.163	0,8	144.103.122	19,5	13,54	18,5
New Zealand	13.964.283	-0,8	58.694.997	7,5	4,20	8,3
Singapore	7.770.790	4,4	57.083.165	9,1	7,35	4,6
Malaysia	4.250.208	39,0	52.392.026	55,7	12,33	12,1
Japan	6.667.885	2,6	34.640.473	10,0	5,20	7,2
Netherlands	8.684.638	-9,1	31.986.427	-4,4	3,68	5,2
Germany	4.721.145	7,3	20.311.474	8,9	4,30	1,5
Others	29.678.484	-14,0	182.013.891	13,8	6,13	32,4
Total	316.795.905	1,6	1.674.383.075	21,2	5,29	19,3

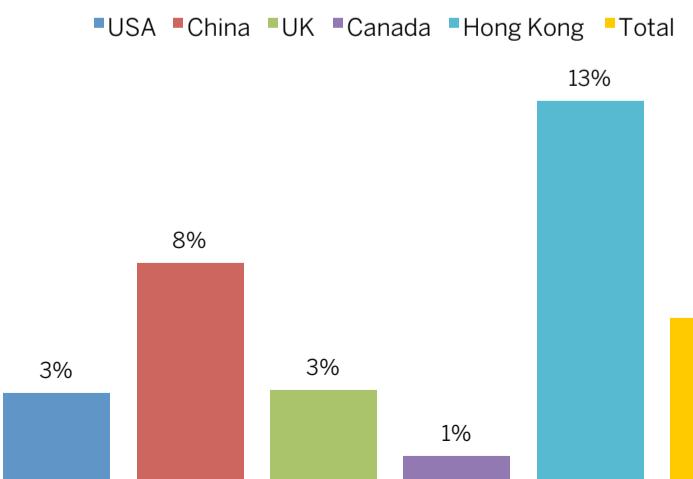
## EVOLUTION VOLUME (CAGR % 2010/15)



## EVOLUTION VALUE (CAGR % 2010/15)



## EVOLUTION VOLUME (CAGR % 2010/15)



Australia

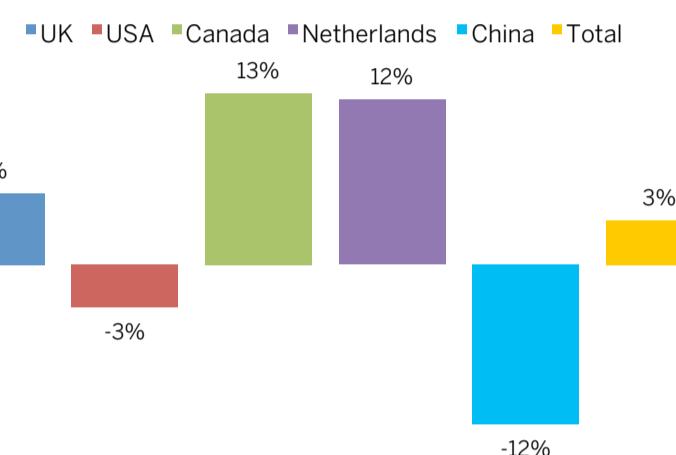


# JANUARY-DECEMBER / oceania

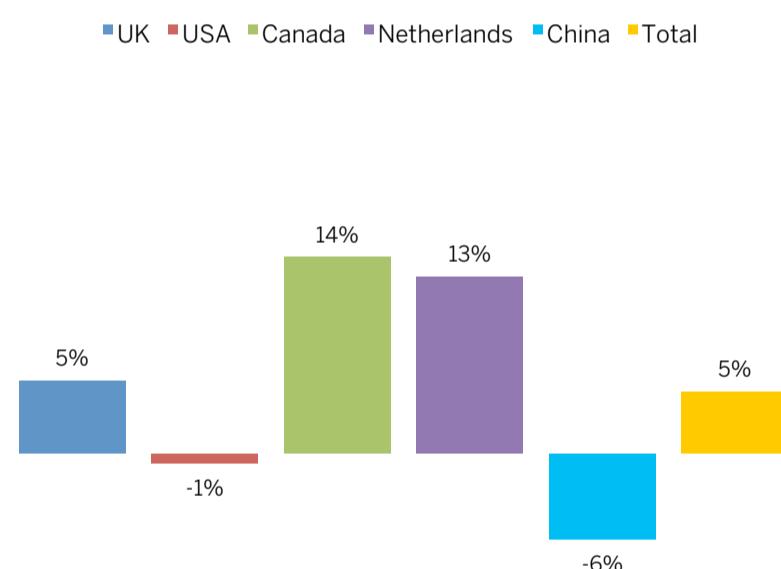
## Bulk by country

COUNTRY	Liters		AUD		AUD/liter	
	2015	% change	2015	% change	2015	% change
UK	203.100.837	-3,9	210.213.493	-6,4	1,04	-2,6
USA	58.240.243	8,2	55.601.793	5,5	0,95	-2,5
Canada	32.894.071	11,9	29.209.141	17,7	0,89	5,1
Netherlands	33.428.368	5,5	27.592.693	-0,3	0,83	-5,6
Italy	17.078.446	71,0	26.879.346	99,4	1,57	16,6
China	11.406.364	177,6	15.989.805	64,2	1,40	-40,9
New Zealand	11.780.540	-19,9	10.884.424	-22,3	0,92	-3,0
Belgium	9.303.154	35,0	8.563.590	27,5	0,92	-5,5
Denmark	8.130.393	-15,1	7.090.022	-22,7	0,87	-9,0
Japan	5.352.639	134,8	6.756.595	58,8	1,26	-32,4
Others	25.856.297	-2,8	27.483.362	-2,5	1,06	0,3
Total	416.571.352	4,1	426.264.264	2,6	1,02	-1,4

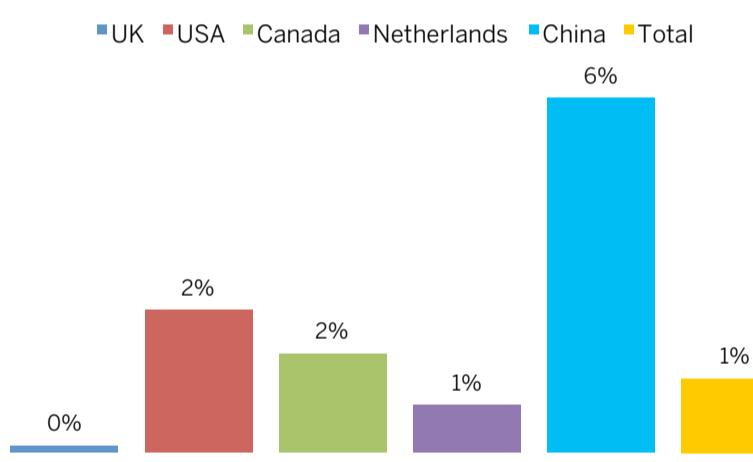
### EVOLUTION VOLUME (CAGR % 2010/15)



### EVOLUTION VALUE (CAGR % 2010/15)



### EVOLUTION PRICES (CAGR % 2010/15)



Australia



## Export by type

MILLION LITERS	2010	2011	2012	2013	2014	2015
Sparkling	0,6	1,3	1,5	1,3	1,6	1,6
Bottled	112,8	111,1	122,2	124,8	135,3	140,6
Bulk	43,7	55,7	52,2	48,8	56,1	69,5
Total	157,1	168,1	175,9	175,0	193,1	211,7

MILLION NZD	2010	2011	2012	2013	2014	2015
Sparkling	6,3	13,9	15,7	10,7	15,7	15,0
Bottled	963,9	963,8	1020,8	1.044	1.106	1.214
Bulk	118,6	157,3	179,8	193,1	223,9	281,2
Total	1088,8	1135,0	1216,3	1.248,2	1.345,8	1.510,5

NZD/LITER	2010	2011	2012	2013	2014	2015
Sparkling	10,50	10,69	10,47	8,23	9,81	9,36
Bottled	8,55	8,68	8,35	8,37	8,17	8,64
Bulk	2,71	2,83	3,45	3,95	3,99	4,05
Total	6,93	6,75	6,92	7,13	6,97	7,14

New Zealand

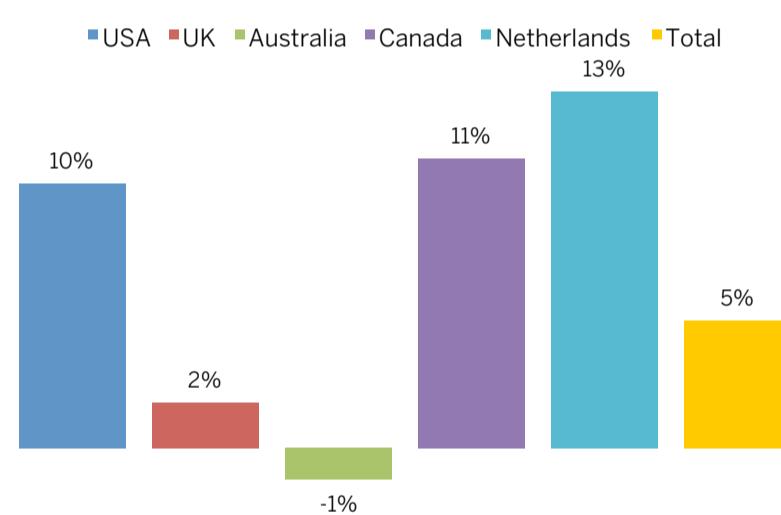


## JANUARY-DECEMBER / oceania

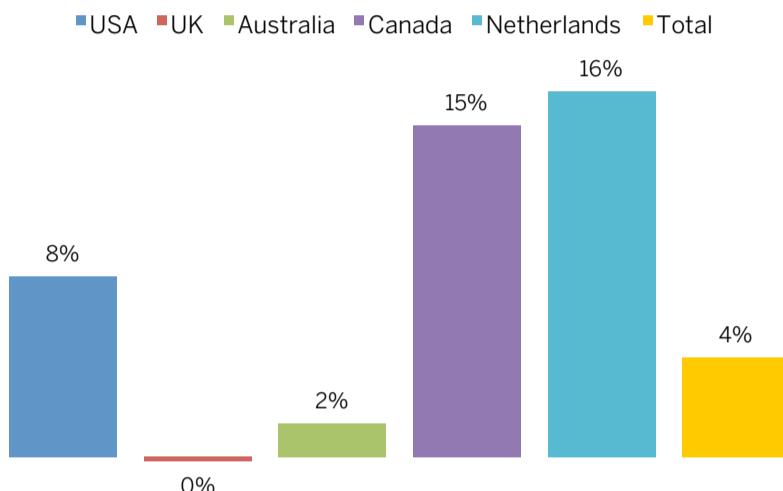
### Bottled by country

COUNTRY	Liters		NZD		NZD/liter	
	2015	% change	2015	% change	2015	% change
USA	39.322.386	7,6	334.886.152	21,3	8,52	12,7
UK	34.348.494	4,7	280.284.171	14,1	8,16	8,9
Australia	33.973.392	-7,8	270.702.534	-9,4	7,97	-1,7
Canada	9.430.734	14,7	97.833.582	17,2	10,37	2,2
Netherlands	6.008.206	37,3	40.892.967	30,9	6,81	-4,7
China	1.796.732	-4,4	26.961.599	-2,0	15,01	2,5
Singapore	1.581.504	2,2	21.271.431	4,8	13,45	2,5
Japan	1.158.380	6,8	19.992.040	65,1	17,26	54,6
Ireland	2.671.433	28,4	18.965.697	27,2	7,10	-1,0
Hong Kong	1.277.638	-1,0	16.062.943	8,2	12,57	9,2
Sweden	1.693.994	17,1	13.619.961	15,0	8,04	-1,8
Germany	810.235	-39,6	6.024.472	-27,5	7,44	20,0
United Arab Emirates	517.780	-16,3	5.372.664	-21,2	10,38	-5,9
Denmark	542.037	-19,4	4.918.953	-16,8	9,07	3,2
Others	5.434.738	18,3	56.541.839	17,1	10,40	-1,1
Total	140.567.683	3,9	1.214.331.005	9,8	8,64	5,7

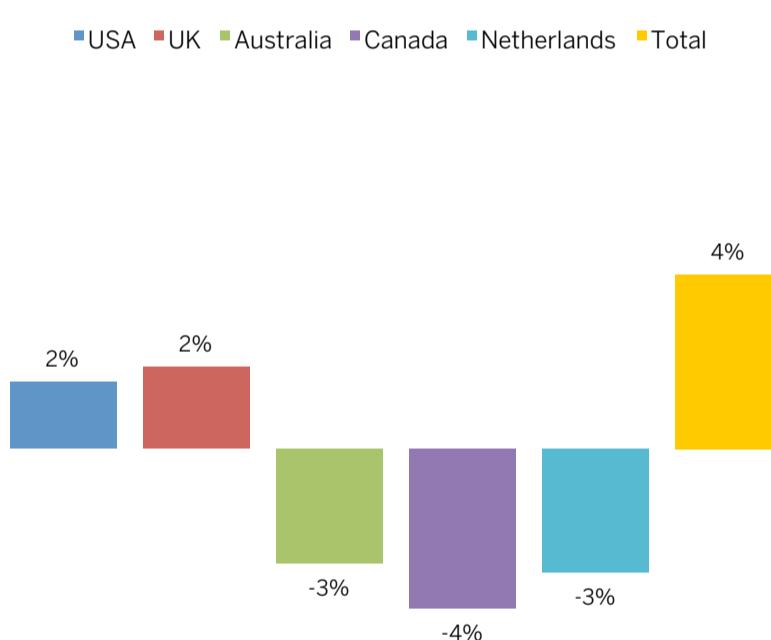
EVOLUTION VALUE (CAGR % 2010/15)



EVOLUTION VOLUME (CAGR % 2010/15)



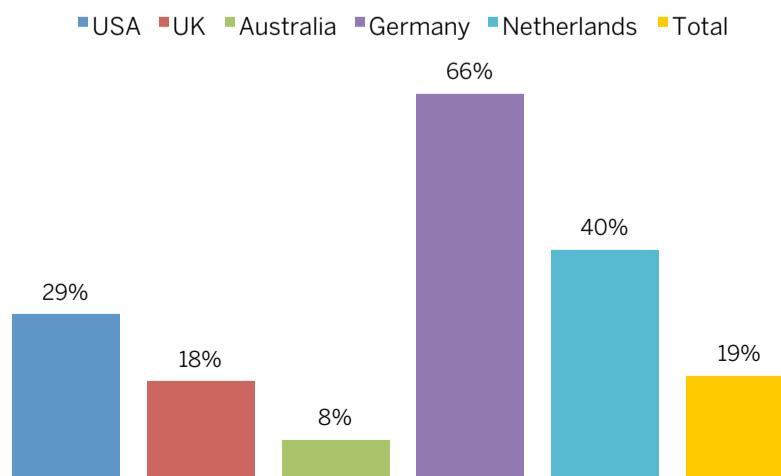
EVOLUTION PRICES (CAGR % 2010/15)



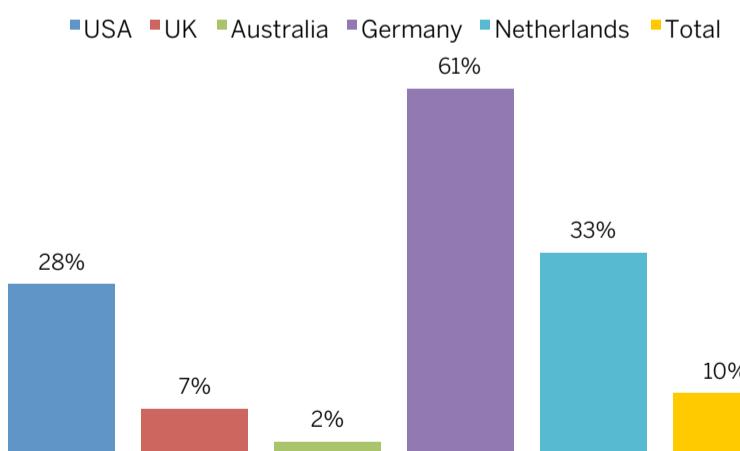
### Bulk by country

COUNTRY	Liters		NZD		NZD/liter	
	2015	% change	2015	% change	2015	% change
USA	20.958.339	42,5	96.039.562	44,7	4,58	1,6
UK	25.030.876	11,6	95.076.110	7,5	3,80	-3,7
Australia	16.727.756	13,3	62.221.402	21,6	3,72	7,3
Germany	1.857.376	130,2	7.308.973	106,1	3,94	-10,5
Netherlands	1.517.863	68,6	6.148.137	71,8	4,05	1,9
Belgium	1.363.917	57,8	6.031.543	59,1	4,42	0,8
France	479.411	24,8	2.267.052	15,5	4,73	-7,5
Denmark	432.000	20,0	1.809.507	22,8	4,19	2,3
Canada	552.412	91,1	1.589.686	82,0	2,88	-4,8
Others	573.604	-6,5	2.701.360	0,0	4,71	6,9
Total	69.493.554	23,8	281.193.332	25,6	4,05	1,4

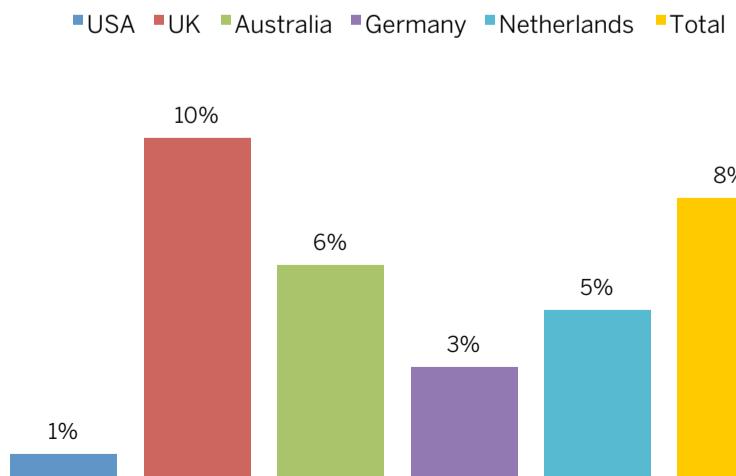
EVOLUTION VALUE (CAGR % 2010/15)



EVOLUTION VOLUME (CAGR % 2010/15)



EVOLUTION PRICES (CAGR % 2010/15)



New Zealand



## EXPORT 2010-2015

## JANUARY-DECEMBER / africa

## Export by type

MILLION LITERS	2010	2011	2012	2013	2014	2015
Sparkling	12,2	9,7	11,2	10,0	10,0	13,6
Packaged < 2 l	184,6	161,4	150,2	166,0	168,3	180,5
Bulk and > 2 l	200,5	205,9	284,9	395,1	288,2	289,7
Total	397,3	376,9	446,3	571,1	466,5	483,8

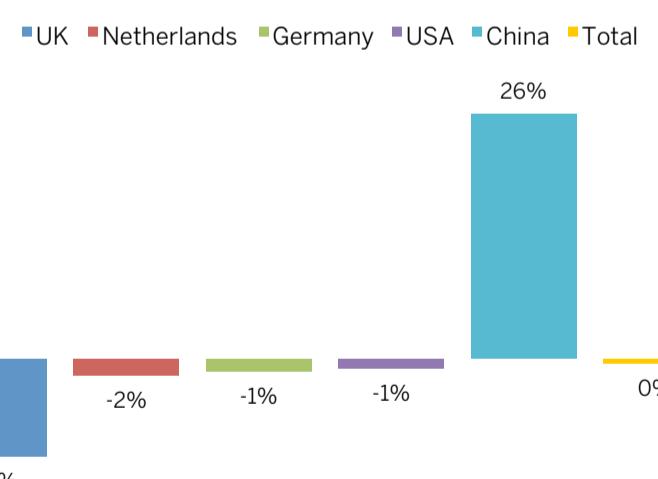
MILLION RAND	2010	2011	2012	2013	2014	2015
Sparkling	267,2	272,3	310,2	328,6	370,6	388,2
Packaged < 2 l	4.013,8	3.657,0	3.893,0	4.902,6	5.497,1	5.965,0
Bulk and > 2 l	1.480,5	1.600,1	2.133,4	3.155,9	2.657,0	2.580,8
Total	5.761,5	5.529,4	6.336,6	8.387,1	8.524,7	8.934,1

RAND/LITER	2010	2011	2012	2013	2014	2015
Sparkling	21,88	28,21	27,69	32,86	36,95	28,62
Packaged < 2 l	21,74	22,66	25,92	29,53	32,66	33,04
Bulk and > 2 l	7,38	7,77	7,49	7,99	9,22	8,91
Total	14,50	14,67	14,20	14,69	18,27	18,47

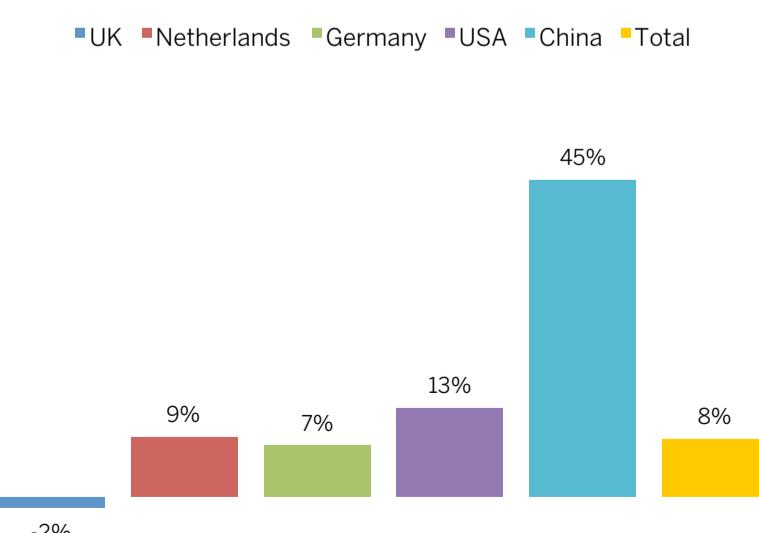
## Bottled by country

COUNTRY	Liters		Rand		Rand/liter	
	2015	% change	2015	% change	2015	% change
UK	34.887.451	5,3	924.401.536	2,8	26,50	-2,3
Netherlands	18.439.876	2,2	633.955.412	4,8	34,38	2,6
Germany	16.917.516	0,4	613.672.413	1,8	36,27	1,4
USA	9.526.049	-2,5	487.306.471	20,3	51,16	23,3
China	7.682.389	62,5	447.881.792	127,6	58,30	40,0
Canada	7.814.463	-0,3	388.449.675	-4,7	49,71	-4,5
Namibia	20.193.234	-1,4	368.716.988	12,7	18,26	14,4
Sweden	5.171.771	-20,4	236.914.481	-17,6	45,81	3,5
Belgium	4.059.188	-8,8	176.825.563	-6,1	43,56	2,9
Denmark	3.679.588	-14,1	155.532.340	-2,2	42,27	13,9
Japan	2.715.144	-5,3	122.459.576	5,4	45,10	11,3
U. Arab Emirates	1.739.615	0,1	92.153.642	7,9	52,97	7,8
Mozambique	3.276.421	160,9	80.651.043	166,3	24,62	2,1
Kenya	1.947.982	4,9	72.013.552	20,6	36,97	15,0
Tanzania	1.969.000	-6,8	68.520.435	-2,0	34,80	5,1
Finland	2.028.006	0,7	67.607.910	1,8	33,34	1,1
Others	38.477.141	26,8	1.027.960.262	3,7	26,72	-18,2
Total	180.524.834	7,3	5.965.023.091	8,5	33,04	1,2

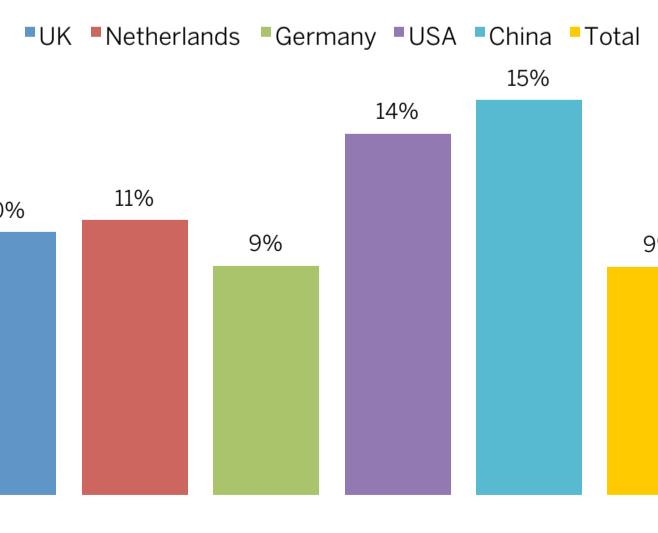
## EVOLUTION VOLUME (CAGR % 2010/15)



## EVOLUTION VALUE (CAGR % 2010/15)



## EVOLUTION PRICES (CAGR % 2010/15)



South Africa

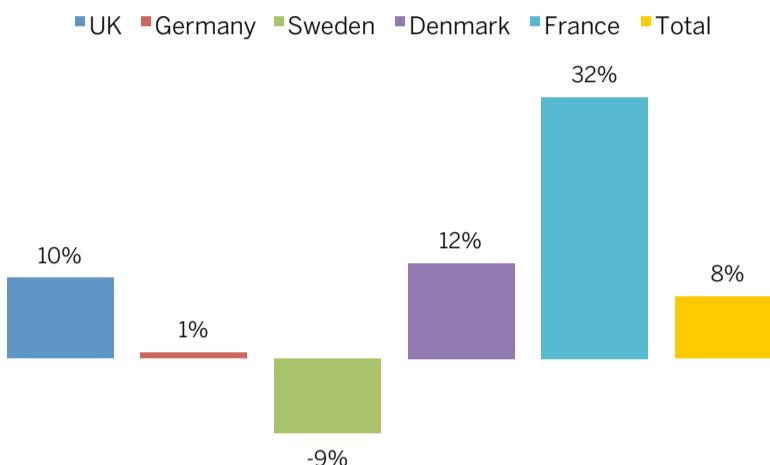


## JANUARY-DECEMBER / africa

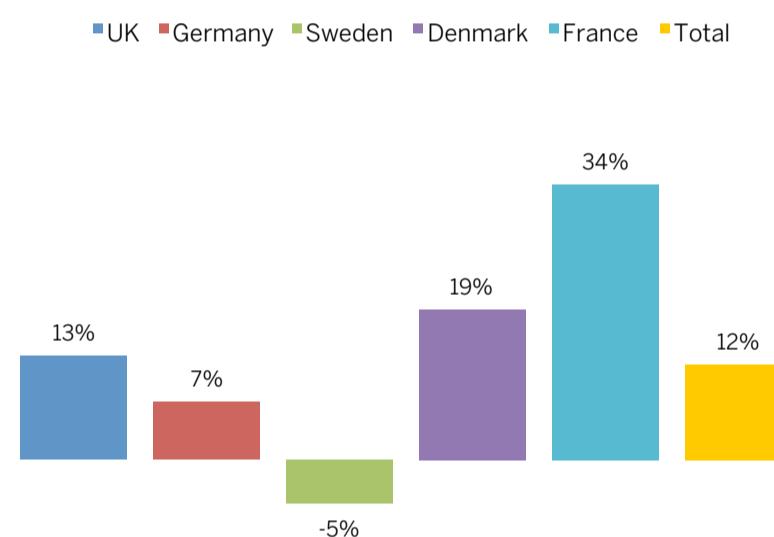
### Bulk by country

COUNTRY	Liters		Rand		Rand/liter	
	2015	% change	2015	% change	2015	% change
UK	76.985.553	1,9	597.990.723	-6,2	7,77	-8,0
Germany	56.636.336	-5,1	411.404.464	-3,1	7,26	2,1
Sweden	18.991.917	-1,5	291.396.685	-9,4	15,34	-8,1
Denmark	16.451.804	4,0	223.247.919	-9,8	13,57	-13,3
France	28.728.001	23,4	180.576.207	28,8	6,29	4,4
Russia	15.699.568	-39,3	127.236.896	-24,6	8,10	24,3
Netherlands	12.667.364	35,8	93.746.041	26,8	7,40	-6,6
Canada	11.929.370	15,5	69.304.625	20,8	5,81	4,6
Namibia	4.746.784	-14,3	46.781.981	13,2	9,86	32,1
U. Arab Emirates	2.249.306	-7,4	45.717.747	9,2	20,33	17,9
Finland	3.021.911	-0,3	45.423.151	-22,7	15,03	-22,4
Belgium	5.773.534	27,8	44.663.248	22,5	7,74	-4,2
Others	35.827.072	6,8	403.346.999	-0,9	11,26	-7,2
Total	289.708.520	0,5	2.580.836.686	-2,9	8,91	-3,4

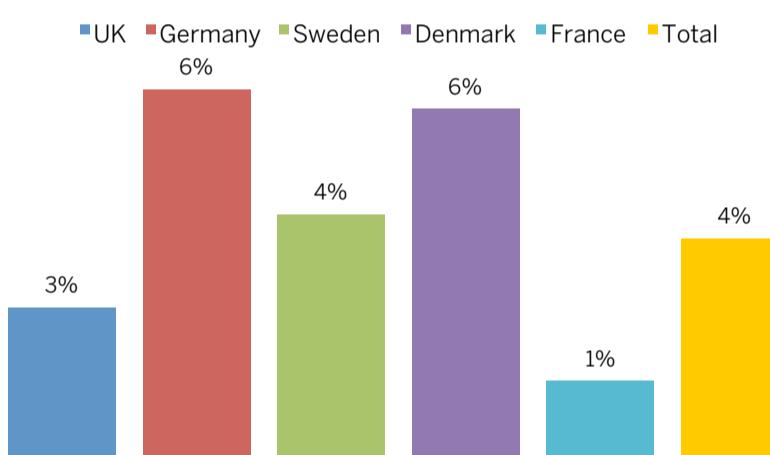
#### EVOLUTION VOLUME (CAGR % 2010/15)



#### EVOLUTION VALUE (CAGR % 2010/15)



#### EVOLUTION PRICES (CAGR % 2010/15)



South Africa



Dear Reader,

the magazine you have just read is a special edition of "Corriere Vinicolo", press media of



Unione Italiana Vini is the association of Italian wine companies since 1895: with more than 500 companies associated representing a turnover of 70% of Italian wine export sales, it acts protecting their political interests, ensuring the development of the wine sector in Italy according to the rules of transparency and free market, promoting the culture of the vine and wine in Italy and in the world.

Unione Italiana Vini is first and foremost a cooperative society of advanced services tailored to the needs of companies in the wine industry. Its network of laboratories, headquartered in Verona, uses the most modern technologies in Italy and guarantees on the quality of products. It is particularly focused and careful on the professionals responsible for the control of productions with a protected designation of origin and geographical indication (PDO and PGI), and the large scale distribution, to which it is accredited as a strategic and impartial partner when choosing and monitoring the quality of the supply. Unione Italiana Vini supports wine companies

reaching a constant alignment with a changing world and calls for new and increasing levels of security and traceability of the processes and of the products. The Business Unit "Consulting-EIQS", made up of specialists in certification, has accompanied hundreds of Italian companies towards the goal of business reorganization adapting to the most advanced international standards (ISO, GSFS, IFS).

Unione Italiana Vini is sponsoring the project "Tergo", whose mission is to provide companies with a structured model towards the goal of "global sustainability": research centers and universities, a panel of wineries of the highest quality and technology partners in the supply chain vineyard-cellular guarantee the development consistent with the objective.

Unione Italiana Vini is at the companies side in their daily efforts to promote business abroad. It has been a promoter of projects in China, Russia, India, Sweden and Finland, and has started three years ago the Business Unit "Promotion",

supporting the companies who use the funds made available by the measure "Promotion on Third Countries" of wine CMO.

Promotion for Unione Italiana Vini also means technology: Simei-Enovitis, the most important international exhibition dedicated to the sector of machines for vineyard and winery, is the exclusive patrimony of the association, who is the organizer and promoter since its first edition in 1963.

Unione Italiana Vini believes in a scrupulous and authoritative information and has been publishing the "Corriere Vinicolo" since 1928, and the "Codes of law", which encompass both European and Italian wine legislation.

Unione Italiana Vini is committed to the promotion of a culture of conscious and moderate drinking. For this reason it adheres to the guidelines of the European program "Wine in Moderation", and is working on training projects designed for secondary schools and universities through a sensory-based approach to wine.



IL CORRIERE VINICOLO

