



## EUROTRADE

BUSINESS SERVICES Ltd.

### Newsletter Spain – September 25-th, 2020

The harvest in Spain is at its peak with the start of the Airén grape harvest and, in principle, the harvest should end in early October. We anticipate a harvest with a quantity of 47 MIO HLS (38 MIO HLS in 2019), of which 25 MIO HLS will be harvested in La Mancha.

The wine stocks at the end of the 2019/2020 campaign amounted to 34.6 million hectoliter, i.e. 6.7% less than the 37.1 hl of the previous year and 6.8% more than the average of the last 5 campaigns according to the latest data from the Market Information System for the Wine Sector (INFOVI) established by the Ministry of Agriculture, Fisheries and Food (MAPA).

Given the current situation on the international market, mainly due to the consequences of COVID and the general decline in consumption in international markets, in Spain we have, according to records, the lowest prices of the last 20 years for the new 2020/2021 campaign, which roughly match those of the 2014 harvest. After reaching such low prices, both the Spanish cooperatives and some politicians are demanding in the media, that wines should not be marketed below the price level given below, as it is already below the cost of wine production. See also the recent demonstrations against the generally ruinous losses in agriculture.

We inform you that the Spanish government is already announcing a possible new crisis distillation from next spring (depending on the harvest forecast for the next harvest in 2021), but this time, according to several producers, it should have an amount of more than 4 million HLS.

The best starting prices for the harvest, of which we can already make the first market confirmations, depend directly on:

- The quality and taste profile of the wine you are looking for.
- The treatments which have to be made with the wine (raw, centrifuged, filtered, stabilised, etc.).
- The quantity you are looking for.
- And above all the delivery period that is required.

All other parameters remain an asset in the negotiation.

## WINEPRICES FOR THE HARVEST 2020, Deliveries from +/- November 2020:

Wine with Origin Spain or wine from the EU, WITHOUT indication of the year of the crop or varietal in the loading documents

- White wine traditionally fermented FT, entry level from €uro 2,10 /h°
- White wine, controlled fermentation, FC, from €uro 2,30 /h°
- Rosé wine traditionally fermented FT entry level from €uro 2,40 /h°
- Rosé wine, controlled fermentation FC, from €uro 2,50 /h°
- Red wine between 11%vol. and 12%vol. with 4-5 points entry level from €uro 2,60 /h°
- Red wine between 12,5% and 14,9%vol. with 8/9 points from €uro 2,70 /h°

## WINEPRICES BIO / ECO – HARVEST 2020 – Deliveries from +/- November 2020:

Wine with origin Spain and indication of harvest, WITHOUT indication of varietals in the loading documents.

Certified BIO – « ECOSCHERT / SOHISCERT » - according to EU regulations

- White Wine Spain BIO FC, from €uro 2,70 / h°.
- White Wine Spain BIO FC, from €uro 2,90 /h°.
- Red Wine Spain BIO from 11% to 12% IC 4/5 (entry level), from €uro 3,20 /h°
- Red Wine Spain BIO from 12,5% to 14,9% IC 8/9 min from €uro 3,50 /h°

VARIETAL WINE WHITE – HARVEST 2020 – Price EXW cellar Spain until end of stock, wine with origin Spain, with indication of the year of crop and varietal in the loading documents.

- White wine Chardonnay, from €uro 4,50 /h°
- White wine Sauvignon Blanc, from €uro 3,80 /h°
- White wine Verdejo, from €uro 3,00 /h°
- White wine Moscatel, from €uro 3,00 /h°
- White wine Macabeo, from €uro 2,40 /h°
- White wine Airén from €uro 2,40 /h°

Certified BIO – « ECOSCHERT / SOHISCERT » - according to EU-regulations

- White wine Chardonnay BIO, from €uro 5,50 /h°
- White Wine Sauvignon Blanc BIO, from €uro 5,00 /h°
- White wine Verdejo BIO, from €uro 4,20 /h°
- White wine Moscatel BIO, from €uro 3,50 /h°
- White wine Macabeo BIO, from €uro 2,80 /h°
- White wine Airén BIO, from €uro 2,70 /h°

VARIETAL WINE ROSÉ – HARVEST 2020 – Price exw. cellar Spain until end of stock, wine with origin Spain, with indication of the year of crop and varietal in the loading documents.

- Rosé Tempranillo, from €uro € 2,60 /h°
- Rosé Garnacha, from €uro 2,90 /h°
- Rosé Bobal, from €uro 2,90 /h°

Certified BIO – « ECOSCHERT / SOHISCERT » - according to EU-regulations

- Rosé Tempranillo BIO, from €uro 2,90 /h°
- Rosé Garnacha BIO, from €uro 3,30 /h°

- Rosé Bobal BIO, from Euro 3,80 /h°

If there is a request for other rosé grape varieties (Syrah, Merlot and others ... / also as organic), please quickly check the availability before the harvest declaration is made.

VARIETAL WINES, RED - HARVEST 2020 – Price exw. cellar Spain until end of stock, wine with origin Spain with indication of the year of the crop and varietal in the loading documents

- Red Wine Merlot, from Euro 4,00 /h°
- Red Wine Cabernet Sauvignon, from Euro 3,30 /h°
- Red Wine Syrah, from Euro 3,10 /h°
- Red Wine Tempranillo from Euro 2,80 /h°

Certified BIO – « ECOSCHERT / SOHISCERT » - according to EU-regulations

- Red Wine Merlot BIO, from Euro 4,50 /h°
- Red Wine Cabernet Sauvignon from Euro € 4,50 /h°
- Red Wine Syrah BIO, from Euro 4,00 /h°
- Red Wine Tempranillo BIO, from Euro 3,30 /h°

Grape Must Concentrate /rectified (de-ionised) grape must concentrate – on the base of must from the 2020 crop

We believe, that in Spain there will be a stock of 2 Mill. HLS of sulphurised grape must on the market, which means, that we shall be very competitive with grape must concentrate in this campaign.

- Rectified (de-ionised) grape must concentrate 65 Brix – from Euro 1,05/Kg
- White grape must concentrate - 65 Brix – from Euro € 1,00/Kg
- Red grape must concentrate – 65 Brix T500 – from € 1,10/Kg
  - Rectified (de-ionised) grape must concentrate BIO 65 Brix – from Euro 1,15/Kg
  - White grape must concentrate BIO 65 Brix – from Euro 1,05/Kg
  - Red grape must concentrate BIO 65 Brix T.500 – from Euro 1,25/Kg

Don't hesitate to contact us for your demand, so that we can search for wines at the best market conditions for you. We are anytime at your disposal.

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