



EUROTRADE

BUSINESS SERVICES Ltd.

Newsletter Spain – April 2021

Due to the situation on the international market, prices are at a level that, in our opinion, is already very low, but that could possibly continue to fall slightly and that will certainly recover as soon as this situation definitely improves.

In view of this situation, you can now advance your volume requirements in order to secure yourself for deliveries until the beginning of the harvest in 2021 or even until the end of December 2021. As already said, it could be that the prices could possibly decrease slightly, but not very much, because we have seen that the prices that have been available since the beginning of the 2020/2021 campaign from October 2020 have hardly changed.

One speaks of a possible crisis distillation, which could be financed from European funds. After checking the information with most of the co-operatives we work with, that scenario seems far away today, but it is entirely possible. We have had generous rainfall in the fall, snow in the winter, and it depends on whether there will be night frosts in April / May or not. Under normal conditions, the 2021 harvest is unlikely to be below a normal harvest and considering the stocks that have accumulated in Spain, distillation would be the only way to keep the current price equilibrium stable.

INDICATIVE WINE PRICES – FOR DIFFERENT PRODUCTION COUNTRIES

Source: OeMv (*Organización Interprofesional Mundo Vino*)

IND. PRICE €/ Liter	Average crop in Mio. Hls.	Price January / September 2019	Price January / September 2020	Variation %.
France	+/- 42	6,75	6,05	-10,3%
Italy	+/- 46	2,97	2,93	-1,2%
Spain	+/- 38	1,23	1,27	+3,0%
Australia	+/- 12	2,35	2,26	-3,6%
Chile	+/- 12	1,99	1,88	-5,9%

New Zealand	+/- 2	3,96	3,75	-5,3%
USA	+/- 24	3,32	3,03	-8,7%
Germany	+/- 9	2,70	2,55	-5,5%
Portugal	+/- 7	2,67	2,62	-1,8%
Argentina	+/- 13	2,73	1,85	-32,2%
South Africa	+/- 10	1,56	1,51	-3,5%
others	+/- 65	3,50	2,82	-19,5%
TOTAL	+/- 280 Mio hls	3,04	2,78	-8,5%

Stock of Must in Spain

in Mil. hls (Mio HLS) 31st December

	2019	2020	Differential
Red Must	0,953	1,029	+ 7,9%
White Must	3,702	5,235	+ 41,4%
Total stock must	4,655	6,264	+ 34,6%

Stock of bulk wine in Spain

in Mil. hls (Mio HLS) 31st December

	2019	2020	Differential
Bulk wine red	28,317	31,033	+ 9,6%
Bulk wine white	19,315	22,121	+ 14,5%
Total Bulk wine	47,632	53,154	+ 11,6%

Stock of bottled wine in Spain

in Mil. hls (Mio HLS) 31st December

	2019	2020	Differential
Stock bottled wine, red	2,576	2,854	+ 10,8%
Stock bottled wine, white	2,670	2,835	+ 6,2%
Total stock bottled wine	5,246	5,690	+ 8,5%

Total Stock wine and must in Spain

in Mil. hls (Mio HLS) 31st December

	2019	2020	Differential
Total stock red	31,847	34,916	+ 9,6%
Total stock white	25,686	30,192	+ 17,5%
Total stock	57,533	65,107	+ 13,2%

WINEPRICES FOR THE HARVEST 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° (almost no stocks on the market)
- White wine, controlled fermentation, FC, from €uro 2,15 /h°
- Base wine for sparkling wine production, white FC from €uro 2,20 €/h°
- Rosé wine traditionally fermented FT entry level from €uro 2,30 /h°
- Rosé wine, controlled fermentation FC, from €uro 2,40 /h°

- Red wine 11%vol. with 4-5 points entry level from Euro 2,30 /h°
- Red wine 12%vol. with 5/6 points entry level from Euro 2,50 /h°
- Red wine between 13,0% and 14,9%vol. with 8/9 points from Euro 2,60 /h° (very few stocks from 13,5% on on the market)

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 Euro 2,60 / h°.
- Rosé Wine Spain BIO FC, from Euro 2,80 /h°.
- Red Wine Spain BIO from 11% to 12% IC 4/5 (entry level), from Euro 3,00 /h°
- Red Wine Spain BIO from 12,5% to 14,9% IC 8/9 min from Euro 3,30 /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 Euro 4,00 /h°
- White wine Sauvignon Blanc, from Euro 4,00 /h° (almost no stocks on the market)
- White wine Verdejo, from Euro 3,30 /h° (almost no stocks on the market)
- White wine Moscatel, from Euro 3,40 /h°
- White wine Macabeo, from Euro 2,40 /h°
- White wine Airén from Euro 2,40 /h°

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

- White wine Chardonnay BIO, from Euro 5,50 /h° (almost no stocks on the market)
- White Wine Sauvignon Blanc BIO, from Euro 5,00 /h° (almost no stocks on the market)
- White wine Verdejo BIO, from Euro 4,20 /h° (almost no stocks on the market)
- White wine Moscatel BIO, from Euro 3,50 /h° (almost no stocks on the market)
- White wine Macabeo BIO, from Euro 2,80 /h°
- White wine Airén BIO, from Euro 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 Euro € 2,50 /h°
- Rosé Garnacha, from Euro 2,70 /h°
- Rosé Bobal, from Euro 2,70 /h°

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

- Rosé Tempranillo BIO, from Euro 2,90 /h° (almost no stocks on the market)
- Rosé Garnacha BIO, from Euro 3,30 /h° (almost no stocks on the market)
- Rosé Bobal BIO, from Euro 3,80 /h° (almost no stocks on the market)

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

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 €uro 4,00 /h° (almost no stocks on the market)
- Red Wine Cabernet Sauvignon, from €uro 3,30 /h°
- Red Wine Syrah, from €uro 3,10 /h°
- Red Wine Tempranillo from €uro 2,80 /h°

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

- Red Wine Merlot BIO, from €uro 4,50 /h° (almost no stocks on the market)
- Red Wine Cabernet Sauvignon from €uro € 4,50 /h° (almost no stocks on the market)
- Red Wine Syrah BIO, from €uro 4,00 /h° (almost no stocks on the market)
- Red Wine Tempranillo BIO, from €uro 3,30 /h°

Grape Must Concentrate /rectified (de-ionised) grape must concentrate

- Rectified (de-ionised) grape must concentrate 65 Brix – from €uro 1,03/Kg
- White grape must concentrate - 65 Brix – from €uro € 0,95/Kg
- Red grape must concentrate – 65 Brix T500 – from € 1,05/Kg
- Rectified (de-ionised) grape must concentrate BIO 65 Brix – from €uro 1,15/Kg
- White grape must concentrate BIO 65 Brix – from €uro 1,05/Kg
- Red grape must concentrate BIO 65 Brix T.500 – from €uro 1,25/Kg

The best prices for wine, which you are looking for, depend from several parameters, like f.e.

- Profile of the quality and taste of the wine
- Necessary treatments to the wine (raw wine, centrifuged, filtered, stabilized, etc.)
- The total quantity that you need
- And, most important, the time of delivery which will be fixed in every contract.

All these parameters are active assets in the negotiation which help us to get the best ratings for you.

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 full disposal.

April 2021