



**EUROTRADE**

BUSINESS SERVICES Ltd.

## **Newsletter Spain – January 2024**

The price situation stabilized at the beginning of the year. The last producers with attractive prices have adjusted their prices to the market average. The market is calm, especially due to the fact that growers have already sold a good part of their 2023 crop, and we are not observing a buying frenzy from operators, as we may have had in recent campaigns at this time of year.

We recall that the Italians came to Spain very early after the harvest to buy lots of must and wine (contracts subject to sample acceptance once the product was ready) to compensate for their lack of their own production in 2023 and to secure their own markets. This has caused prices to rise dramatically every week since the harvest began. Then the predominantly European operators, who mostly source their products from Italy, turned to Spain. Despite the significant price increase, Spanish wine still remains more competitive than that from other producing countries.

As a result, Italians lost their usual markets and therefore cancelled some of their must and/or wine purchases in Spain. Normally this should have caused prices to fall or at least stabilize, but on the contrary, these lots were put back on the market and sold at a higher price than in September/early October.

In terms of agriculture and viticulture, we have just had an extremely dry year and the low rainfall since harvest is not enough to replenish soil reserves. The different sectors of agriculture are watching the weather with great concern because if we continue to have so little water, there is a risk that in 2024 we will have a harvest similar to the last one.

Growers have already sold most of their harvest and are under no pressure to sell. They have capacity to receive wine from the next harvest and therefore no reason to lower prices. Today we could summarize the situation of the different wine profiles as follows:

- White wine is still in demand; prices continue to rise. There is very little or no stock of FT white wine available for sale today. Very little traditional fermentation was produced as the harvest was quite short and there was enough space for controlled fermentation. Producers who have typically made FT wines in the past are producing more and more higher quality wines, adding to the current tensions in the white wine market. Pressed wines were hardly ever produced. “Second category” musts were sold directly to Spanish must concentration companies.

- Rosé wine is experiencing the same trend as white wine, with a steadily increasing tendency. The batches of high-quality rosé wines have already been sold and the growing regions of Valencia/Manchuela (Bobal grape variety) had a very small harvest. Although prices on the rosé market appear to have stabilized, many producers are no longer able to offer rosé or only in small quantities of 1 to 2 tanks.
- Red wine, whose price decline has been worrying in recent years, actually saw a price increase, helped by the other categories. Prices rose gradually, at a more leisurely pace than white and rosé wines.

Given the current situation, today we see no reason why prices should fall in the coming months, it is more likely that the current trend will continue at least until August or even until the availability of wines from the new harvest in November 2024.

If there is sufficient rainfall this winter and spring, which the entire agricultural sector is hoping for, this will no longer have an immediate impact on prices. But this could ease the market over the next 6 months so that there could still be lots on the market.

We expect good harvests in the countries of the new world, particularly in Chile and Argentina, but at the moment it does not look as if producers there are interested in offering a lower starting price than Spain. We also see that if the still sleepy Chinese market picks up its consumption again, red wine prices could rise worldwide.

In summary, despite the increases compared to the last campaign, Spain remains the cheapest producing country and it is very complicated to purchase large quantities (8,000 hectoliters or more). We are in a dynamic of strong prices that are accepted by the market and have enough sales to maintain prices.

## GUIDELINE PRICES CROP 2023 FOR SPANISH WINES

### PRICES EXW WINERY SUBJECT OF SALES WINE WITH ORIGIN SPAIN – WITHOUT VARIETAL INDICATION ON THE DOCUMENTS

<b>TABLE WINE</b>	BASE WINE FOR SPARKLING 10% F/C TA MIN 6	11% F/T Traditionally fermented	12% F/T Traditionally fermented	11% F/C Controlled fermentation	12% F/C Controlled fermentation	TREND
WHITE WINE	47,00 €/HL (€ 4,70 hº)	49,50 €/HL (€ 4,50 hº)	54,00 €/HL (€ 4,50 hº)	50,60 €/HL (€ 4,60 hº)	55,20 €/HL (€ 4,60 hº)	↗↗
ROSÉ WINE	45,00 €/HL (€ 4,50 hº)	Not available -	Not available -	48,40 €/HL (€ 4,40 hº)	52,80 €/HL (€ 4,40 hº)	↗↗

<b>TABLE WINE</b>	Red Wine 11% IC 5 MIN	Red Wine 12% IC 7 MIN	Red Wine 13% IC 8/9 MIN	TREND
RED WINE	36,30 €/HL (€ 3,30 hº)	40,80 €/HL (€ 3,40 hº)	45,50 €/HL (€ 3,50 hº)	↗

**VARIETAL WINES 100% WITH VARIETAL DESCRIPTION AND CROP INDICATION ON THE DAe**

<b>White Wine Varietal 100% * crop 2023</b>		<b>€ Indicatif 12%</b>	<b>TREND</b>
WHITE WINE AIREN	4,70 €/hgd	€ 56,40/HL	=
WHITE WINE MACABEO	4,80 €/hgd	€ 57,60/HL	=
WHITE WINE VERDEJO	5,50 €/hgd	€ 66,60/HL	=
WHITE WINE MOSCATEL	6,00 €/hgd	€ 72,00/HL	=
WHITE WINE SAUV. BLANC	6,50 €/hgd	€ 78,00/HL	=
WHITE WINE CHARDONNAY	6,50 €/hgd	€ 78,00/HL	=
<b>Rosé Wine Varietal 100% * Crop 2023</b>		<b>€ Indicatif 12%</b>	<b>TREND</b>
<b>ROSE TEMPRANILLO</b>	4,90 €/hgd	€ 58,80/HL	=
<b>ROSE GARNACHA</b>	4,90 €/hgd	€ 58,80/HL	=
<b>ROSE BOBAL</b>	4,90 €/hgd	€ 58,80/HL	=
<b>Red Wine Varietal 100% * Crop 2023</b>		<b>€ Indicatif 12%</b>	<b>TREND</b>
RED WINE TEMPRANILLO	3,60 €/hgd	€ 43,20/HL	=
RED WINE SYRAH	4,50 €/hgd	€ 54,00/HL	=
RED WINE CABERNET SAUV.	4,50 €/hgd	€ 54,00/HL	=
RED WINE MERLOT	6,50 €/hgd	€ 78,00/HL	=

**Concentrate / rectified grape must concentrate 65 Brix – on the base of must prices crop 2023**  
**INDICATIVE PRICE SUBJECT TO CONFIRMATION \* PER TANK TRUCK / FLEXITANK EXW Spain.**

<b>100% VITISVINIFERA</b>	<b>PRICE KG</b>	<b>PRICE HL</b>	<b>PRICE % PA</b>	<b>TREND</b>
Rectified grape must concentrate 65 BRIX * MCR	EUROS 1,70	EUROS 225,30	EUROS 4,32	=
White grape must concentrate 65 BRIX	EUROS 1,60	EUROS 211,84	EUROS 4,05	=

## For the next crop 2024 in Spain ...

[METEO Ciudad Real -- Servicio meteorológico y climatológico online de Ciudad Real - Precipitación](#)

Up to today – \* 25/01/2024 The rainfalls in this campaign are still too low

Rainfalls	Rain in Litres in Autumn	Rain in litres in Winter	Rain in Litres in Spring	Rain in Litres in Summer	Total Rain in Lts	Total production Mio/HLS Region La Mancha
	September October November	December January February	March April May	June July August		
2023/2024	167,80	95,0 *				
2022/2023	54,1	138,2	60,4	58,8	311,5	crop 2023 = 17,00
2021/2022	142,2	107,4	20,2	24	293,8	crop 2022 = 20,00
2020/2021	124,2	124,8	94,2	40,8	384	crop 2021 = 21,00
2019/2020	137,4	72,6	161,8	6,8	378,6	crop 2020 = 22,00
2018/2019	128,6	26,2	78,4	6,4	239,6	crop 2019 = 19,00
2017/2018	61,6	113,8	264,8	16,6	456,8	crop 2018 = 29,08
2016/2017	165	102,8	108,4	31	407,2	crop 2017 = 19,45
2015/2016	87,8	56,8	174,2	2,2	321	crop 2016 = 24,42
2014/2015	159,4	64,8	77,6	35,2	337	crop 2015 = 22,94
2013/2014	139,6	237,4	54,8	14,4	446,2	crop 2014 = 25,12
2012/2013	299,4	129,6	256,2	11,8	697	crop 2013 = 33,03
2011/2012	89	26,6	121,4	10,8	247,8	crop 2012 = 19,00
2010/2011	147,6	243,2	130,6	2,4	523,8	crop 2011 = 18,90
2009/2010	42,8	391,8	98,2	49,1	581,9	crop 2010 = 21,60
2008/2009	129,4	67,3	71,8	32	300,5	crop 2009 = 20,00
2007/2008	¿... ?	¿... ?	¿... ?	¿... ?	602	crop 2008 = 23,10

January 2024