EUROTRADE
BUSINESS SERVICES Ltd.

Newsletter Spain – May 2025

We follow up on our last report from March 2025 and inform you about the current market situation in Spain. As announced in our previous report, we continue to expect to start the 2025/2026 season with little or no stocks from the 2024 harvest. This will certainly impact the pricing policies of Spanish suppliers in the first few months. It should be noted that prices can rise or fall rapidly depending on the harvest in Italy and the initial market dynamics. According to information from our business partners in Italy, there has been sufficient rainfall everywhere, little disease infestation, and there are still (expensive) stocks from the 2024 harvest. The forecasts are therefore positive, and a good harvest is expected there.

Finally, there is also good news from the Spanish wine-growing regions, where rainfall has been good both in quantity and form since the beginning of the year (see rainfall table below). After two and a half years of drought, which negatively impacted the entire agricultural sector, the outlook is good for all regions, including the Mediterranean and Manchuela. Caution is advised, however, as the high humidity may lead to an increased risk of vine diseases such as powdery mildew. This is currently being monitored and treated accordingly.

In terms of market developments, we are generally observing a certain calm. We continue to close contracts at a normal pace, without any acceleration or pressure from buyers or sellers.

White Wine:

The white wine market is developing well. Demand remains high, but prices are declining. There are good market opportunities in exchange for express deliveries (within the next two to three weeks). The first white wines of the new vintage are expected to be available from mid-October. The season for single-varietal wines such as Chardonnay, Sauvignon Blanc, Moscatel, etc., begins in early August, allowing for an initial yield-based price orientation.

Rosé Wine:

The rosé wine market, currently very popular, continues to perform well. As with white wine, there are some market opportunities here. We'll see what happens in June, as that's when rosé consumption begins, which could revitalize the market and prices.

Red Wine:

As mentioned above, the red wine market is very strong, which has surprised everyone. Supply is low, and we currently see no market opportunities. Producers are aware that there will be no red wine from the 2025 vintage before November and want to use this to offset the rather gloomy years of the red wine market in recent years. Red wines with an alcohol content between 10 and 11% remain extremely difficult to find.

There are currently no general market prices, as these depend on the specific situation of each producer, based on their sales, available stock, and withdrawal rates. Offers are prepared individually. For this reason, as usual, we do not provide a price table below.

For the next crop 2025 in Spain …

[METEO Ciudad Real -- Servicio meteorológico y climatológico online de Ciudad Real - Valores]

Up to today – * 31/05/24

Rainfalls	Rain in Litres in Autumn September - November	Rain in litres in Winter December – February	Rain in Litres in Spring March – May	Rain in Litres in Summer June - August	Total Rain in Lts	Total production Mio/HLS Region La Mancha
2024/2025	178,80	50,00	231,60		460,40*	crop 2025 =¿26,00 ?
2023/2024	167,8	138,00	134,40	28,20	468,40	crop 2024 = 24,00
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

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