



Global Market Report

October 2022
Volume 13, Issue No. 10

**Ciatti Global Wine
& Grape Brokers**

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October 2022

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In October 2021, as the world started to emerge from the COVID-19 pandemic amid the vaccine rollout, we reported: “The global recovery is spurring inflationary pressure across supply chains and compounding a shortage of shipping containers, shipping vessels, and efficient port operations”. A year on, each of these problems persists, but we can say – in general – to a lesser extent.

According to Drewry’s World Container Index as of 6th October, average 40ft container prices on the major US-China-Europe routes had dropped for over 30 consecutive weeks, standing 64% below their peak of 12 months ago. Although the current average price on these routes is still 160% higher than average 2019 rates – and on some routes even higher – the price trend appears to be moving in the right direction. Supply of containers is still tight on many routes but we are hearing of vessel space becoming easier to find and the shipping process growing smoother in general.

At the same time, Europe’s 2022 harvests have come in average-sized (France and Italy) or at least close enough to the average (Spain) to keep pricing stable. A good barometer is the Languedoc’s white varietal prices: up versus 2020 due to the input cost rises in the intervening two years, but down versus 2021 due to the larger crop this year. Reds, meanwhile, remain in good volumes, with prices low and/or softening in France, Argentina (on Malbec), Chile and Australia; they recently rose in Spain, amid news the country’s 2022 reds were coming in shorter, but only back to the average level for the 2021/22 buying campaign after a prior period of softening. Chile’s 2023 grape prices, originally expected to remain in line with 2022’s, have started to soften due to a pull-back in grape demand.

Exchange rates, meanwhile, are favourable for international buyers spending in dollars: the Australian dollar is worth USD0.62-0.65, the South African Rand USD0.05. The weakness of the Chilean (CLP920/dollar) and Argentinian (ARS157/dollar) pesos potentially allows scope for export pricing to soften for dollar reasons there too.

Many bulk buyers have purchased conservatively through 2022 to avoid the risk of sitting on excess supply if consumption falls, or to allow time for contracted wines to work their way through a dysfunctional supply chain. Consequently, buyer inventories may be growing limited enough that if market confidence were to rise, even only slightly, in addition to there being attractive bulk pricing, favourable exchange rates and more reliable and cheaper shipping, buying activity might see a notable uptick.

Spring is now well underway in the Southern Hemisphere and no significant frost incidents have yet been reported. Water reserve levels in Argentina, Chile and South Africa appear adequate for the growing season, while a third-successive year of La Niña bringing above-average rainfall to Australia and New Zealand means an excess – rather than a scarcity – of water is the concern there. While there is understandable gloom about what 2023 might bring economically, the bulk market is – and will be – offering attractive price-quality opportunities and all sorts of possibilities for enterprise. Ciatti is here to help buyers and sellers defy the gloom and harness these: don’t hesitate to get in touch.

Robert Selby

California

Time on target

①

HARVEST WATCH: *Lighter crop state-wide; Interior holding up better*

Harvest is moving into its final stages in California's Interior after a challenging growing season that has brought a wide range of conditions, well encapsulated by September when a week of record heat that boosted sugar levels was almost immediately followed – in some isolated areas – by 3-4 days of rain that risked quickly reversing those levels. That said, although such a growing season may present challenges for winemakers, we have not heard of any large rejections of fruit and do not foresee any quality issues on the final wines.

Moving into October, the weather has been excellent – warm and clear – for finishing up harvest in an orderly manner. The picking timeline has been a little ahead of a normal year, and – in some instance – may have been further ahead were it not for some logistics and winery logjams as grapes became ready all at once. We maintain our tentative estimate of a total Californian crush of 3.5-3.7 million US tons: Lodi and Central Valley output seems closer to the average than in the Coastal areas, but by how much is uncertain. The Interior grape

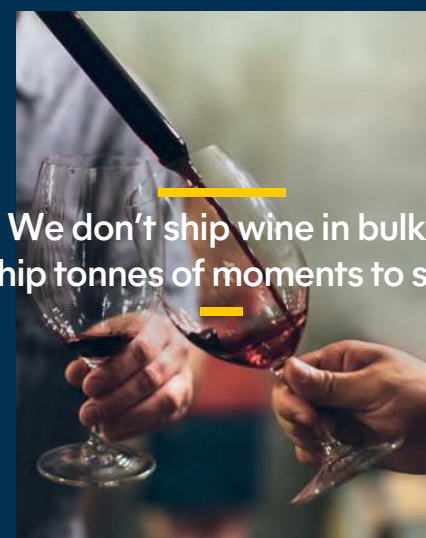
market's supply-demand balance can potentially make the crop feel shorter than it is, and indeed overages have occurred – and have been acquired, sometimes at full price. Pockets of southern Valley Muscat keep popping up, suggesting an above-average crop for the varietal this year.

A third-successive short crop, especially in the Coastal areas, has served to keep Interior grape prices firm and, in turn, bulk pricing for export. This, plus the strength of the US dollar against all currencies and the general economic uncertainty the world over, makes California's export business challenging. Imports, for the same currency and price reasons, are more dynamic, with US buyers considering Australia's Chardonnay and Pinot Grigio as an alternative to domestic wines (AUD1.00 is currently worth approximately USD0.62-0.65, down from USD0.75 a year ago), though shipping reliability must be taken into account. In general, container prices are lowering and shipping performance is improving, easing potential inflows of wine after a year or two of congestion, especially on routes from South America. That said, ongoing contract negotiations between longshoremen and their employers at West Coast ports have the potential to scupper progress if work slowdowns ensue.

As indicated by the inquiries into imports, the Interior's 2021 Pinot Grigio, Chardonnay and dry white bulk wines have received good activity levels and this activity is now transferring to the 2022 whites. As around the world, demand for the Interior's reds – such as Cabernet – is slower and their higher availability levels disincentivise activity. Disappointing retail sales – especially in the USD10/bottle and below categories – are turning some bulk wine buyers into bulk sellers. Wine sales at US retail continue to fall back versus the 2020 and 2021 pandemic spikes and inflation seems to be dampening the post-pandemic on-premise rebound now as well: a recent survey of US adults by market intelligence company Morning Consult found 63% of respondents were buying less alcohol in general in response to inflation. Annual inflation in the US is starting to trend down, however, and is forecast to see its third consecutive monthly fall in September, from 8.3% to 8.2%.

The supply of **grape juice concentrate** and related products resulting from the 2022 crop remains unclear, with some suppliers short and others possessing sufficient volume. In general, it feels like there is enough standard white GJC in California to meet demand, although price points may be such that importing comes into consideration for some buyers.

See next page for more on California.



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Key Takeaways

California's 2022 crop overall is coming in lighter for the third-successive year but the Interior's appears to be coming in closer to the average than in the Coast; overages have occurred and the Muscat crop could potentially be above-average. As around the world, demand for white wines is strong while unsold red wine inventory – particularly Cabernet – lingers. Firm pricing and the strong US dollar make California's export business difficult, but also makes the US a more attractive market to export to, especially as shipping reliability improves. Limited excess Interior supply of Pinot Grigio and Chardonnay and firm pricing has stimulated US inquiries into importing these varietals from Australia; importing GJC is also being considered should domestic prices be strong enough.

To find out more about California's bulk wine market you can read Ciatti's monthly *California Report*.

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California: Current Export Market Pricing (USD per liter)

| Vintage | Variety | Price | Trend | Vintage | Variety | Price | Trend |
|---------|-----------------|-------------|-------|---------|--------------------|-------------|-------|
| 2021 | Generic White | 1.05 – 1.15 | ↑ | 2021 | Generic Red | 1.00 – 1.15 | ↑ |
| 2021 | Chardonnay | 1.40 – 1.80 | ↑ | 2021 | Cabernet Sauvignon | 1.15 – 1.25 | ↔ |
| 2021 | Pinot Grigio | 1.30 – 1.59 | ↔ | 2021 | Merlot | 1.15 – 1.40 | ↑ |
| 2021 | Muscat | 1.15 – 1.45 | ↑ | 2021 | Pinot Noir | 1.40 – 1.85 | ↔ |
| 2021 | White Zinfandel | 1.05 – 1.15 | ↑ | 2021 | Syrah | 1.05 – 1.45 | ↔ |
| 2021 | Colombard | 1.10 – 1.25 | ↑ | 2021 | Ruby Cabernet | 1.00 – 1.10 | ↔ |
| | | | | 2021 | Zinfandel | 1.25 – 1.65 | ↔ |

Argentina

Time on target



HARVEST WATCH: *Springtime free of frost so far; sufficient water levels*

Springtime is underway in Mendoza, with rising temperatures (sometimes up at 25-30°C) interspersed with some colder fronts, though nothing close to freezing. The frost risk lasts until mid-November. Winter's snow and precipitation levels were below the long-term average but better than in recent years, and sufficient enough to maintain water supplies for the growing season, supplemented by some more recent rainfall.



International activity on Argentina's bulk wine market continues to be very hesitant. Some buyers are reporting slow sales at the retail end, while – due to loading and shipping delays earlier in the year – others took receipt of their contracted wines late, so are not interested in further batches for the time being. The final quarter of the year traditionally signals a quieter period for international buying in Argentina anyway, as OND sales are tracked and assessed before positions are taken from January onward. It is widely assumed that retail sales will be affected by inflation and increased energy costs through winter in many key Northern Hemisphere markets, reducing buying

See next page for more on Argentina.

activity in the New Year; it's a case of wait and see. Meanwhile, Argentina's Malbec prices have softened in the past month: standard-quality Malbec pricing, for example, has fallen from approximately USD1.10-1.30/litre to USD0.95-1.05/litre. (See the updated price grid below for more details.) The peso continues to weaken against the – admittedly strong – dollar, standing at ARS157/dollar as of 12th October, out from ARS145/dollar a month earlier. The unofficial “blue dollar”, widely believed to reflect where the official peso should be, was at ARS280/dollar.

Annual inflation in Argentina was running at approximately 70% until September and is projected to potentially reach as high as 100% by the end of 2022. Pay restraint has been widely abandoned and significant wage hikes are further fuelling inflation, together with rising gasoline prices. Understandably, Argentinians are reducing their consumption of luxuries: per capita wine consumption has retuned to its pre-Covid downward trend, standing at 18.2 litres, down from 21 litres during the pandemic (the highest level in 30 years) and 19 litres in 2019.

Key Takeaways

Argentina's bulk market remains quiet and dollar prices on all Malbec qualities have softened over the past month. International buyers will analyse their OND sales first before – it is hoped – taking a position from January onward. There have been no frost events yet, and precipitation levels have been sufficient enough that water supply will last the growing season. The peso continues its steady weakening, now standing at ARS157/dollar. Annual inflation in Argentina is projected to reach close to 100% by the end of this year and per capita wine consumption has returned to its pre-Covid long-term downward trend.

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| Argentina: Current Market Pricing (USD per liter; FCA Winery) | | | | | | | |
|---|--------------------------|-------------|-------|---------|--------------------|-------------|-------|
| Vintage | Variety | Price | Trend | Vintage | Variety | Price | Trend |
| 2021 | Generic White (Basic) | 0.75 – 0.85 | ↑ | 2021 | Generic Red | 0.85 – 0.95 | ↑ |
| 2021 | Generic White (Standard) | 0.80 – 0.90 | ↑ | 2020/21 | Cabernet Sauvignon | 1.30 – 1.50 | ↑ |
| 2021 | Muscat | 0.85 – 0.95 | ↑ | 2020/21 | Merlot | 1.20 – 1.50 | ↑ |
| 2021 | Torrontes | 0.90 – 1.00 | ↑ | 2020/21 | Syrah | 1.10 – 1.20 | ↑ |
| 2021 | Sauvignon Blanc | 1.40 – 1.60 | ↑ | 2020/21 | Malbec Standard | 0.95 – 1.05 | ↓ |
| 2021 | Chardonnay | 1.50 – 1.70 | ↑ | 2020/21 | Malbec Premium | 1.15 – 1.30 | ↓ |
| 2020/21 | Bonarda | 0.95 – 1.05 | ↑ | 2020/21 | Malbec High End | 1.50+ | ↓ |
| | | | | 2020/21 | Tempranillo | 0.95 – 1.05 | ↑ |
| White Grape Juice Concentrate (per metric ton in bulk): 1,400-1,500 (FCA Plant) | | | | | | | |



Chile

Time on target



HARVEST WATCH: *Cool and overcast start to springtime; no frost issues yet*

So far, springtime in Chile's growing areas has been overcast and cooler than normal, interspersed by the odd very hot day. Frost has not yet been an issue. There have been some intermittent rain episodes which, combined with the cool temperatures, will help ensure groundwater levels last the growing season. There has also been some additional rainfall in the mountains, boosting snowpack. Precipitation levels in Chile remain below the long-term average, but have been a big improvement on the previous year.

Chile's 2023 grape prices, which previously looked like remaining in line with 2022's, have started to fall, as some grape buyers have signalled their intention to contract less volume than in the past. This is likely a symptom of the slow bulk wine market, ongoing for some months, and a more recent slowdown on the bottled wine market as well. Buyers of bulk are envisaging – or now seeing – economic uncertainty and inflation reining-in wine consumption in key markets, and have cut back demand accordingly.

The price drops are largest on red grapes due to the slow market globally for red wines, the large inventory of red wines in Chile and the ultra-competitiveness of Australia's red wine prices. Chile's white varietal grapes are also seeing a price fall – to a more limited extent – with Sauvignon Blanc prices falling the least. With grape market pricing still to be set, this is the picture gained from the setting of minimum guaranteed pricing and a collective interpretation of what is likely to happen.

Similarly, pricing on the remaining 2022 bulk wines has been gradually softening, especially on the red varietals and particularly Cabernet – of all the varietals probably the least in demand. Supply of 2022 Sauvignon Blanc and Chardonnay is far more limited, but any pricing on these is also trending softer.

The Chilean peso continues to be very weak against major currencies – approximately CLP935/dollar, CLP1,035/pound and CLP900/euro as of 12th October – which provides further scope in lowering export prices. The exchange rate is volatile, but with inflation high in Chile (the annual consumer price index was at +13.7% as of September), continuing market uncertainty surrounding the government's economic plans, and the dollar's strength as a 'safe haven' currency, all the signs are for a continued peso weakness.

Export shipment statistics remain in positive territory: bulk wine shipment volumes were up 3% in January-August 2022 versus the first eight months of 2021, and bottled up 5.9%. This, however, is a reflection of buying activity that occurred 12 months ago. The shipping headaches Chile – like everywhere else in the world – has suffered for the past two years are starting to ease. Container prices – we estimate – are roughly 30% below their pandemic-induced peak, although are still significantly elevated versus 2019. Space on vessels is becoming easier to find, perhaps reflecting an economic slowdown globally, but the containers themselves remain in short supply.

With all of the above taken into account – falling grape and bulk wine prices, falling shipping prices, a conducive currency exchange – it is conceivable that activity on Chile's bulk market will start to rise, especially as many buyers must possess minimal inventories after a prolonged period of conservative purchasing.

See next page for more on Chile.

Key Takeaways

With the bulk market continuing to be slow, prices are softening on Chile's remaining 2022 wines, especially on the red varieties that are long in inventory, Cabernet in particular. The peso continues to be weak – past CLP900 to the dollar and euro – which provides scope for a further softening. Springtime has been cool and overcast, with intermittent rainfall supplementing already sufficient water reserves. Signals of a reduction in volume needs from grape buyers appears to be leading to a fall in the 2023 grape prices. Shipping prices are now roughly 30% below their pandemic peak, though container shortages continue to be a problem.

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Chilean Export Figures

| Wine Export Figures | January 2021 - August 2021 | | | January 2022 - August 2022 | | | Volume |
|---------------------|----------------------------|------------------|---------------|----------------------------|------------------|---------------|-------------|
| | Million Liters | Million US\$ FOB | Average Price | Million Liters | Million US\$ FOB | Average Price | Variance % |
| Bottled | 314,45 | 1.039,36 | 3,31 | 333,14 | 1.084,44 | 3,26 | 5,95 |
| Bulk | 227,90 | 212,57 | 0,93 | 234,83 | 218,96 | 0,93 | 3,04 |
| Sparkling Wines | 2,21 | 8,98 | 4,07 | 2,25 | 8,91 | 3,97 | 1,74 |
| Packed Wines | 13,73 | 25,00 | 1,82 | 15,01 | 26,08 | 1,74 | 9,28 |
| Total | 558,29 | 1.285,91 | 2,53 | 585,22 | 1.338,39 | 2,47 | 4,82 |

Chile: Current Market Pricing (Pricing in bulk; FOB Chilean Port)

| Vintage | Variety | Price | Trend | Vintage | Variety | Price | Trend |
|---------|------------------------------|-------------|-------|---------|------------------------------------|-------------|-------|
| NV | Generic White | 0.65 – 0.75 | ↓ | NV | Generic Red | 0.50 – 0.55 | ↔ |
| 2022 | Chardonnay | 0.95 – 1.00 | ↔ | 2022 | Cabernet Sauvignon (Basic) | 0.55 – 0.65 | ↓ |
| 2022 | Sauvignon Blanc | 0.95 – 1.00 | ↔ | 2022 | Cabernet Sauvignon (Varietal Plus) | 0.70 – 0.80 | ↓ |
| 2022 | Sauvignon Blanc Cool Climate | Sold out | | 2022 | Merlot | 0.60 – 0.70 | ↓ |
| 2022 | Carmenere | 0.75 – 0.85 | ↔ | 2022 | Malbec (Basic) | 0.75 – 0.85 | ↔ |
| 2022 | Pinot Noir | 0.95 – 1.05 | ↓ | 2022 | Syrah | 0.75 – 0.85 | ↔ |





France

Time on target



HARVEST WATCH: *Estimated at 44 million hectolitres, in line with average*

In September, France's Ministry of Agriculture issued a 2022 crush estimate of 44 million hectolitres, which would make it 16% larger than 2021's short crush and in-line with the five-year average. The recovery from the previous year varies in size by region, with the Languedoc experiencing a larger bounce-back than – for example – South West and Bordeaux where the crops still look to have come in shorter than the long-term average. The harvest in France should be complete by mid-October.

The return to a more normal crop size in the Languedoc has re-enabled a wide choice of white wine availability, with supplies of – for example – Colombard, Viognier, Grenache Blanc etc available again alongside the major white varietals Chardonnay and Sauvignon Blanc. While volumes have bounced back, the difficult growing season – intense heatwaves in each of June, July and August, and hot nights – has led to heterogeneous quality. Therefore, specific-quality wines are in more limited supply than the overall crop figure might suggest. With wineries arriving at the new vintage with little or no white wine carryover, sampling got underway as soon as possible from mid-September, wines are being secured, and supply of the best qualities is likely to be sold out by the end of the year. Consequently, we urge prospective buyers of specific white wines to make their needs known sooner rather than later.

The Languedoc's white wine pricing – now and for the next 3-4 months at least – is expected to be up versus 2020 and down versus 2021, as inflation and elevated energy bills offset some of the softening effect of the larger crop.

Another upward pressure on Languedoc prices is the shortness of South West's crop, including in the white Vin de France-producing areas of Gascony and Charentes. With Gascony prioritising production of its signature aromatic Colombard, Charentes focusing on Cognac/brandy needs, and the Loire Valley – which experienced a good-sized crop – focusing on AOP white wine production, the main Vin de France white wine supplier this campaign will be the Languedoc. Similarly, this year's Bordeaux crop will be enough to supply Bordeaux-appellated white wines but not Vin de France whites.

Wineries are busy producing their rosé wines. As on the whites, quality will be heterogeneous and some blending will be carried out to ensure consistent quality. Sampling should get underway from mid-October. We expect the rosé market overall to be quieter than the white market – some contracted 2021 rosés still remain at wineries waiting to ship – but the high-quality rosés are likely to move quickly. Rosé prices are just starting to be negotiated and there is a confidence they will remain stable, in line with 2020 and 2021.

It remains too early to assess the quality of this year's red wine vintage: malolactic fermentation is now underway and wines should be ready to sample by the end of this month. The heat levels led to a stop-start growing season, with ripening intermittently suspended while the vines went into safe mode in response to heat and drought, so it is likely to be a heterogeneous vintage, as with the whites and rosés. Red wine carryover – mainly AOP reds – from the 2021 vintage remains significant; pricing on this has softened.

A large number of organic vineyards have come into production this year, many that are newcomers to the organic market and lacking client portfolios. This vintage thus marks an opportune moment for buyers to establish new, or expand existing, organic programs.

See next page for on France.

Shipping prices have been declining but export markets beyond Europe remain quiet, with US demand stable or slightly down and demand from China significantly squeezed by COVID-19 measures there. Business closer to home remains healthier as there are fewer logistical barriers: German demand is stable, while UK enquiries into French Sauvignon Blanc have increased, potentially a reflection of high prices on New Zealand Sauvignon Blanc.

Key Takeaways

The buying campaign for southern France's 2022 white wines started quickly and prospective buyers – especially of specific-quality whites in light of the heterogeneous vintage – are urged to make their needs known as soon as possible. A good-sized Languedoc crop has led to white wine prices below 2021 levels, increased availability of other whites such as Colombard, and boosted opportunities on all colors of organic wine supply. There is demand pressure on the Languedoc's white wines not only due to the lack of 2021 carryover but the likelihood of limited Vin de France white production this year in Gascony, Charentes, the Loire Valley and Bordeaux. The 2022 rosés and reds are now being produced; rosé prices are expected to start in line with the previous two years, and prices have softened on remaining 2021 red wine carryover.

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| France: Estimated Market Pricing (EUR per liter; Ex-Winery) | | | | | | | |
|---|---------------------|-------------|-------|-----------|------------------------|-------------|-------|
| Vintage | Variety | Price | Trend | Vintage | Variety | Price | Trend |
| 2022 | Generic White | 0.85 – 1.00 | ↓ | 2021 & NV | Generic Red | 0.70 – 0.80 | ↓ |
| 2022 | Chardonnay IGP | 1.35 – 1.45 | ↓ | 2022 | Cabernet Sauvignon IGP | 0.92 – 1.30 | ↔ |
| 2022 | Chardonnay VDF | 1.15 – 1.25 | ↓ | 2021 | Cabernet Sauvignon VDF | 0.85 – 1.00 | ↓ |
| 2022 | Sauvignon Blanc IGP | 1.10 – 1.20 | ↓ | 2022 | Merlot IGP | 0.85 – 1.20 | ↔ |
| 2022 | Sauvignon Blanc VDF | 1.05 – 1.15 | ↓ | 2021 | Merlot VDF | 0.80 – 1.10 | ↓ |
| 2022 | Generic Rosé IGP | 0.85 – 1.00 | ↔ | 2022 | Syrah / Grenache IGP | 0.90 – 1.30 | ↔ |
| 2021 & NV | Generic Rosé VDF | 0.60 – 1.00 | ↓ | 2022 | Varietal Rosé IGP | 0.90 – 1.10 | ↔ |





Spain

Time on target



HARVEST WATCH: *Estimated at 36-37 million hectolitres*

Spain's 2022 crush is estimated to be coming in at approximately 36-37 million hectolitres, down 10% from 2021, due to the very high temperatures and drought experienced during the growing season. La Mancha's crop shortfall is likely to be in line with the total Spanish figure, with output varying between areas depending on the drought levels endured. Harvest should be complete by mid-October.

With rising production costs, and 2022 grape prices having ticked up by – on average – 10% versus 2021, there will be some upward price pressure exerted on the 2022 bulk wines when they become available. However, projections for carryover levels at vintage switchover show them to be down from last year but still above the average, while demand from France and Italy may be lessened by returns to average-sized crops in those countries. Consequently, the expectation is that pricing on 2022 Spanish wines will start in line with 2021, and adjust from the New Year onwards through the buying campaign in response to how sales progress.

Prices on Spain's remaining 2021 red wines increased slightly in September amid news that the 2022 reds (varietals, Tempranillo and generics) were coming in shorter. However, this rise only returned pricing to its average level for the campaign, after a prior period of softening. The current price-quality ratio on 2021 Spanish reds represents an excellent buying opportunity.

Spain's **grape juice concentrate** prices, meanwhile, have softened slightly to compete with the international market. The 2022 vintage is a challenging one for GJC producers as drought and severe heat depressed the alcohol and sugar levels in the grapes, requiring more sulfated must to produce the same amount of

concentrate. For the same reasons, higher-alcohol wines will be more difficult to find this vintage, though any pricing upticks on these are likely to be only in line with the rest of the market.

International buyer activity in Spain, as elsewhere, has remained slow. Beyond the recurring annual deals, new activity has mainly been confined to small volumes and particular items, such as fresh must. Average crops sizes in France and Italy have quietened demand from those markets – French enquiries are coming in regarding small volumes of high-quality varietal wines and generic whites – while buyers from all key export markets are preoccupied by getting to grips with sales performance and projections for the year ahead. Spain's wine export volumes were around 3.5% down in the 2021/22 buying campaign versus the prior year. Domestic bottlers continue to come in to meet home market needs.

Key Takeaways

Spanish bulk wine pricing is likely to remain largely stable for the rest of the year, as the slow sales pace – seen around the world – and good carryover stock levels offset the upward pressure of a shorter 2022 crop and higher input costs. The new 2022 wines are likely to be priced roughly in line with where the 2021 wines have been, while the remaining 2021 wines themselves represent an attractive price-quality opportunity. Spain's GJC prices have softened to compete with the international market.

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See next page for on France.

Spain: Current Market Pricing (EUR per liter; Ex-Winery)

| Vintage | Variety | Price | | | Trend | Vintage | Variety | Price | | | Trend |
|---------|-------------------------------|-------|---|------|-------|---------|------------------------------|-------|---|------|-------|
| 2021 | Generic White | 0.38 | - | 0.42 | ↑ | 2021 | Moscatel | 0.55 | - | 0.65 | ↑ |
| 2021 | White Blends (Higher Quality) | 0.45 | - | 0.50 | ↔ | 2021 | Generic Red | 0.40 | - | 0.50 | ↓ |
| 2021 | Sauvignon Blanc | 0.70 | - | 0.80 | ↑ | 2021 | Generic Red (Higher Quality) | 0.50 | - | 0.60 | ↑ |
| 2021 | Chardonnay | 0.75 | - | 0.80 | ↑ | 2021 | Cabernet Sauvignon | 0.55 | - | 0.65 | ↔ |
| 2021 | Generic Rosé | 0.40 | - | 0.45 | ↔ | 2021 | Merlot | 0.60 | - | 0.70 | ↔ |
| 2021 | Varietal Rosé | 0.45 | - | 0.50 | ↔ | 2021 | Syrah | 0.50 | - | 0.60 | ↔ |

Italy

Time on target

①

HARVEST WATCH: *Estimates of a good-sized crop of 50 million hectolitres*

The 2022 harvest is almost complete across Italy, with only some late varietal reds still to get picked. Though performance has varied between the regions, the country's total production levels seem to be good. Rain fell regularly from the second half of August onward, through September, helping to offset some of the impact of drought and extreme heat suffered in previous months.

The official forecast from the Italian authorities – released in mid-September – is a total production of approximately 50 million hectolitres, very similar to the 2021 figure. This consolidates Italy's position as the world's leading wine producer in terms of volume, increasing the gap with Spain and France, both of which have experienced a second year of reduced crops.

At the time of writing, sampling is underway on Italy's white wines such as Pinot Grigio, Chardonnay, Prosecco DOC, and sparkling bases in general. The market is currently less active than it normally is at this stage because the big bottling companies – before closing their contracts with the supermarkets worldwide – are struggling to secure bottles from glass bottle producers, cartons and labels from paper producers, and closures from aluminium producers. The significantly elevated cost of energy in Italy and the political situation – both nationally and internationally – have created a climate

of uncertainty that is much in evidence on the bulk wine market. Italy should have a good competitive advantage this year because of the good-sized crop, the weak euro and competitive prices, but – until now – the market has remained quiet.

Pinot Grigio grapes were harvested earlier, so benefitted less from the late rains. The DOC grape production will be quite close to the average of 13 tons per hectare. The 2021 wine production was enough to last the market until the end of this year, but the certification of the new vintage has already started, meaning that a bigger part of the remaining 2021 volume has been used for blending Prosecco.

Prices of DOC delle Venezie are stable between EUR1.05/litre and EUR1.20/litre depending on quality and time of loadings, while bottlings have reverted to an upward trend (+1.45% versus September 2021) after the increased use of green bottles. Certifications are up 40%, giving a signal for October bottlings.

Prosecco DOC bottlings slowed slightly in September, with bottling down 4%, though still up 6% since January. Glass producers are cutting back on some deliveries and this is affecting total bottlings. The sparkling wine trend must walk a tightrope, with the price of bulk wine traded at about EUR2.20/litre, plus the increased cost of dry goods and energy, obliging producers to increase the price of the final product on the retail shelf. White sparkling bases are in good demand, both

See next page for on Italy.

for the national and international markets: with prices at EUR0.37-0.50/litre, they are competitive with Spain.

The market for reds, meanwhile, is slower all over the country, with only specific appellations in strong demand, such as wines from Valpolicella and from Piemonte and Tuscany. After the price reduction from last vintage, Puglia is trying to attract buyer interest with an average quality level that is very high. New vintage Primitivo IGT has started to be traded between EUR100-130/hectolitre. For the Appassimento reds – highly appreciated in Asia and northern Europe –

prices will be defined at the end of October. Italy now also seems to be the most price-competitive European source for **grape juice concentrate**, rectified must and deep-color reds. Organic wine production has also been very good, especially in Sicily and Abruzzo.

Amid what is currently a difficult economic situation globally, it is hoped the year will end better than it began. Our team stands ready to support you in making your selections from the fantastic 2022 vintage that Italy has provided.

Key Takeaways

Italy's good-sized 2022 crop, combined with the shorter crop in Spain, allows it to become the most price-competitive European source of rectified must, GJC, and deep-colour reds. Large organic wine production will allow buyers to expand, or establish new, organic programs. Certification of the new Pinot Grigio DOC vintage has commenced and pricing is stable; bottlings returned to growth in September (+1.4%) following the adoption of green bottles amid the clear bottle shortage. Prosecco bottlings fell back (-4%) but remain in growth since January (+6%); the market must cope with a bulk price of EUR2.20/litre amid rising production costs and the threat of a consumer slowdown in the face of economic uncertainty. The bottling shortage is dragging back activity on the new 2022 vintage, while Italy's red wine market – as around the world – is muted except on specific items.

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| Italy: Current Market Pricing (EUR per liter; Ex-Winery) | | | | | | | |
|--|--|-------------|-------|---------|---|-------------|-------|
| Vintage | Variety | Price | Trend | Vintage | Variety | Price | Trend |
| 2022 | Generic White (Alc. 10.5%) | 0.37 – 0.50 | ↓ | 2022 | Generic Red (Alc. 11 - 12%) | 0.35 – 0.55 | ↓ |
| 2022 | Generic White (Alc. 11 - 13%) | 0.45 – 0.60 | ↓ | 2022 | Generic Red (Alc. 13%) | 0.50 – 0.65 | ↓ |
| 2022 | Organic Generic White (Alc. 10.5 - 12%) | 0.65 – 0.80 | ↔ | 2022 | Organic Generic Red (Alc. 12.5 - 13%) | 0.70 – 1.00 | ↔ |
| 2022 | Varietal Chardonnay (Alc. 11 - 13%) | 0.60 – 0.80 | ↓ | 2022 | Varietal Cabernet Sauvignon (Alc. 12 - 13%) | 0.90 – 1.10 | ↔ |
| 2022 | Organic Pinot Grigio (Alc. 12%) | 1.25 – 1.40 | ↔ | 2022 | Varietal Merlot (Alc. 12 - 13%) | 0.60 – 1.00 | ↔ |
| 2022 | DOC Pinot Grigio delle Venezie | 1.05 – 1.20 | ↔ | 2022 | Varietal Syrah (Alc. 12 - 13%) | 0.90 – 1.15 | ↔ |
| 2022 | Pinot Grigio IGT (Different Regions) | 0.90 – 1.00 | ↔ | 2022 | Rossissimo (Alc. 12.5 - 14%) | 0.80 – 0.95 | ↓ |
| 2022 | Pinot Grigio IGT (Blends) | 0.70 – 0.90 | ↔ | 2022 | Primitivo IGT Puglia/ Salento (Alc. 12.5 - 14%) | 1.00 – 1.30 | ↓ |
| 2022 | DOC Prosecco (Cannot be sold outside of Italy) | 2.20 - 2.25 | ↔ | 2022 | Sangiovese IGT (Alc. 11.50 - 13%) | 0.60 – 0.90 | ↔ |
| 2022 | Soave or Garganega DOC | 0.90 – 1.00 | ↔ | 2022 | Trebbiano IGT (Alc. 10.5 - 12%) | 0.50 – 0.70 | ↔ |
| | | | | 2021 | Chianti DOCG (13 - 13.50%) | 1.80 – 1.90 | ↔ |
| *Bottled Price | | | | | | | |

South Africa

Time on target



①

HARVEST WATCH: *More rain needed to erase lingering water supply fears*

September was a quiet month on South Africa's bulk market for contracting and to some extent for shipping, with international buyers watching the Northern Hemisphere harvests come in and – due to the tough economic picture across Europe and the world – many choosing not to trigger options on further South African wines.

With the global economic situation in such flux – inflation, rising interest rates, falling but still elevated freight prices, fears of a consumer slowdown – buyers are naturally hesitant, keeping a close eye on retail sales and weighing-up different sourcing options. Highly competitive pricing on Australia's red wines, and falling prices on Chile's, is another likely cause of the slow sales of South Africa's 2022 Cabernet, Merlot, Shiraz and Pinotage.

Availability in South Africa remains stable. Pockets of 2022 Chardonnay and Sauvignon Blanc intermittently pop up and are contracted quickly, but 2022 Chenin Blanc, Colombard, Dry White and the reds remain in good volumes. The Rand's weakness against the dollar, euro and pound sterling – it moved out past the ZAR18/dollar mark in September, for the first time since the pandemic crisis in 2020 – makes South Africa's bulk pricing more attractive.

The dollar has been strengthened by its 'safe-haven currency' status among investors, all the while confidence in the Rand and the South African economy

has been damaged by the country's ongoing energy crisis, in which infrastructure issues at state-owned power firm Eskom have led to the worst year for load-shedding – staggered, rolling blackouts – to date. Wineries have long since equipped themselves with generators, but the Rand's weakness elevates the price of all imports used in the winemaking process. Combined with inflation generally, eventually there could be a slight uptick in bulk wine pricing – if there is wine demand – although any increase is likely to be offset easily by the Rand's weakness.

The Western Cape comes into springtime having experienced a winter only half as wet as the prior one. Cape Town dams are at 85% of capacity, so acute water shortages are not expected this growing season, but more rain is needed (rain in November is not untypical) to erase lingering supply concerns.

Key Takeaways

International demand for South Africa's bulk wine was muted in September, with many buyers choosing not to trigger options for more supply amid the global economic uncertainty. The Rand's weakness – pushing past ZAR18/dollar – helps South Africa's stable pricing remain competitive globally, but it is currently being outmatched on reds by ultra-competitive pricing in Australia and softening pricing in Chile. Supply of 2022 Chardonnay and Sauvignon Blanc continues to be very limited; the other whites, including Chenin Blanc, Colombard and Dry White, are competitively-priced and available in good volumes.

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South Africa: Current Market Pricing (SA Rand per liter, FOB Cape Town)

| Vintage | Variety | Price | Trend | Vintage | Variety | Price | Trend |
|---------|-----------------|---------------|-------|---------|--------------------|---------------|-------|
| 2021/22 | Dry White | 5.00 – 6.00 | ↓ | 2021/22 | Generic Red | 8.50 – 9.00 | ↔ |
| 2021/22 | Chardonnay | 10.80 – 11.80 | ↑ | 2021/22 | Cabernet Sauvignon | 11.00 – 13.00 | ↔ |
| 2021/22 | Sauvignon Blanc | 11.00 – 13.50 | ↑ | 2021/22 | Ruby Cabernet | 9.00 – 10.50 | ↔ |
| 2021/22 | Chenin Blanc | 7.20 – 8.25 | ↓ | 2021/22 | Merlot | 11.00 – 12.50 | ↔ |
| 2021/22 | Colombard | 6.00 – 6.50 | ↔ | 2021/22 | Pinotage | 10.00 – 11.50 | ↔ |
| 2021/22 | Muscat | 6.80 – 7.20 | ↑ | 2021/22 | Shiraz | 11.00 – 12.00 | ↔ |
| 2021/22 | Generic Rosé | 6.00 – 6.50 | ↔ | 2021/22 | Cinsaut Rose | 8.35 – 9.00 | ↔ |
| 2021/22 | Cultivar Rosé | 8.20 – 8.50 | ↔ | | | | |

NB: pricing is directly related to remaining available stock and - due to the current short situation - can change without notice



Australia & New Zealand

Time on target

①

HARVEST WATCH: *La Niña bringing above-average rainfall to both countries*

In Australia, conversations continue to revolve around the position of excess uncontracted red fruit that will come from the country's 2023 vintage. Up to 40% of red grapes from the Riverland are expected to be dumped on the ground – potentially a volume of 200,000 tonnes. This has led to concerns of a potential fruit fly breakout in South Australia, a state that closely monitors this pest and imposes quarantine restrictions at borders. Other discussions continue around grafting vines over to white wine varieties and mothballing red vineyards.

The wine industry is keeping a watchful eye on the current La Niña situation, the phenomenon's presence having been confirmed for the third year in a row. Experts project that the level of moisture/rainfall this spring/summer period will be above average – potentially causing flooding to water-sodden soil where rivers are already at high levels. Potential future rainfall levels are generating concern regarding disease pressure as grape growers are mindful of the additional costs of spraying vineyards in a year where red grape pricing will soften further. The current growing season is running approximately two weeks behind. La Niña could be the single biggest contributing factor in the quality and quantity of the 2023 crop: so far it has been wet and catchment areas are full, with additional rain forecast for the upcoming months.

Australia's red wine market remains relatively inactive. White wine demand remains steady, while there are enquiries for small volumes of premium/cool climate wines. Bottling halls and labellers are very busy in the lead-up to Christmas; however, this is not reflective of the bulk market. Some speculation is circling that the Chinese market may reopen for Australian wine if there is a change of government in

China. Experts, however, predict Xi Jinping is poised for an unprecedented third tenure.

Interest rates have increased again in October – the sixth consecutive monthly rise in Australia this year. The 0.25% increase this time is less aggressive than the 0.50% monthly increment seen in previous hikes. This puts Australia's interest rate at its highest level in nine years.

Penfolds, the Australian wine brand owned by Treasury Wine Estates, has released a China-produced wine as part of its new 'One by Penfolds' range. This wine is made from grapes grown in Ningxia and will be sold exclusively in China from October before a global release in mid-2023. The 2020-vintage red blend will retail for RMB228 (AUD50.00) per bottle.

In New Zealand, meanwhile, parcels of 2022 Marlborough Sauvignon Blanc continue to be available for purchase, although buyers are struggling to obtain containers and vessels for international shipping. Pricing remains at a minimum of NZD5.50+ per litre, ex winery.

New data from NIWA – the National Institute of Water and Atmospheric Research – reveals that New Zealand has experienced its warmest and wettest winter on record. The national average temperature over the three-month period was 9.8°C, some 1.4°C above the 1981-2010 average. Looking ahead, temperatures are expected to remain above average, bringing humid conditions during the late spring and early summer months. Extreme rainfall, caused by the third straight year of La Niña, has seen torrential downpours and extreme flooding, particularly in August.

The Reserve Bank of New Zealand has increased the official cash rate by 0.5% to 3.5% – the eighth increase in 12 months. Inflation is currently at a 30-year high of 7.3%, with expectations that it will continue to climb.

See next page for more.

Key Takeaways

The inactivity of Australia's red wine market and the continuing absence of Chinese business – not expected to change soon – raises the prospect of large quantities of uncontracted 2023 red grapes getting dumped. The white wine market, however, remains steady and there are discussions around grafting over to white wine grapes. La Niña, present for a third straight year, is likely to bring above-average spring/summer rainfall, additional spraying costs potentially being another burden for growers on top of the red grape problem. La Niña is also present in New Zealand, bringing torrential downpours and flooding during the country's warmest and wettest winter on record. Vintage 2022 Marlborough Sauvignon Blanc remains available, though container and vessel shortages have made shipping difficult.

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Australia: Current Market Pricing (AUD/litre unless otherwise stated)

| Vintage | Variety | Price | Trend | Vintage | Variety | Price | Trend |
|---------|-------------------|-----------------|-------|---------|--------------------|-------------|-------|
| NV | Dry White | 0.85 – 0.95 | ↔ | NV | Dry Red | 0.45 – 0.55 | ↓ |
| 2022 | Chardonnay | 0.95 – 1.10 | ↔ | 2021/22 | Cabernet Sauvignon | 0.50 – 0.70 | ↓ |
| 2022 | Sauvignon Blanc | 1.45 – 1.75 | ↔ | 2021/22 | Merlot | 0.50 – 0.70 | ↓ |
| 2022 | Pinot Gris | 1.20 – 1.30 | ↔ | 2021/22 | Shiraz | 0.50 – 0.70 | ↓ |
| 2022 | NZ Marlborough SB | NZD 5.50 – 6.00 | | 2022 | Muscat | 0.90 – 1.00 | ↔ |

Price stated are indicative only; all offers subject to prior sale and subject to volume, drawdown and terms



Structan

A solution to smoke-tainted wine



Wildfires have increasingly plagued some of the world's most important wine regions over the past two decades, with notable fires in Australia, California, and even recently in France. While wildfires can be vital to an area's biodiversity – stimulating the germination of endemic plant species – they can put nearby wine production at risk. With wildfires growing more common, measures to reduce smoke taint are becoming more crucial for winemakers globally.

Vineyard smoke exposure can severely influence a downstream wine's taste and aroma. Winds can carry wildfire smoke kilometres into vineyards where volatile compounds in the smoke can diminish the quality of wine grapes. When **volatile phenols** (VPs) – which are molecular constituents of wildfire smoke – reach the grapevines, they accumulate on the plant's surface. This surface presence is already a recipe for them to be introduced into wine, but these ashy compounds can also diffuse into grape berries or enter the vine from the soil via the root system. Therefore, VPs are not only present on the surface of the plant, but also within the grapes. The VPs are responsible for sensory attributes, including smokiness, ashiness, and unpalatable bitterness, which are typically collectively described as 'smoke taint'. Smoke taint is not always obvious from the grapes, and winemakers can have difficulty deciding the fate of a smoke-exposed harvest.

When VPs are assimilated by the plant, they form covalent bonds with grape sugars: they are converted from their free, volatile form into odour-neutral **glycoconjugates** (bound form). Through this chemical conversion, their characteristic taste and odour are suppressed. But as the VPs are released from the glycoconjugates during fermentation, malolactic fermentation, ageing, and wine storage, their distinct taste and aroma will come to the fore. This spoils the wine for the consumer, whose salivary enzymes will further exacerbate the unpleasant, ashy aftertaste. The consequent implications for the wine brand are obvious.

Luckily, new and ongoing research is encouraging and indicates that effective smoke-taint amelioration strategies may be employed in the winery after all. A good finishing agent like **Structan** can go a long way as a means of improving the marketability of wines made from smoke-exposed grapes.

Previous research outputs from Stellenbosch University (SU) have documented a smoke-taint mitigation strategy whereby enzymatic hydrolysis (β -glucosidases) and activated charcoal treatments were used to 'release and remove' VPs from smoke-affected wines. The same research also considered the effects of Structan as a masking agent, concluding that Structan can successfully bring woody attributes to the fore.

A wildfire event in January 2021 presented the researchers with an opportunity for continued investigations into the 'release and remove' strategy. An initial report of this work was recently presented at the International Cool Climate Wine Symposium (ICCWS 2022). In short, instead of working to prevent or delay the release of VPs from their glycoconjugates, enzymes were employed to encourage the release of VPs into a smoke-affected Malbec. Sensorially, smoke-taint characteristics were exacerbated by the enzymatic treatment because, chemically, the free VP pool was increased. This allowed for the subsequent employment of activated charcoal treatment to remove the free VPs from the wine. The remaining glycoconjugate reservoir in the wine was reduced. Therefore, fewer bound VPs were available to be released and diminish wine quality downstream.

Unfortunately, activated charcoal treatments are known to have a scalping effect on wines. And this is where the power of **Structan** comes into play. In an attempt to offset the scalping effect of the charcoal treatment, the affected Malbec was treated with Structan. After three months of bottle storage, the Structan-treated wines were re-evaluated for smoke-taint characteristics. Initial results indicated that Structan can improve the perception of sweet and spicy aromas in the wine and thus bring about the masking of smoke and ash.

Structan can help winemakers improve the palatability and market acceptance of wines made from smoke-exposed grapes. With Structan, winemakers can have peace of mind that they've minimised the risk of unpalatable wines reaching their customers – and damaging their reputation and brand.

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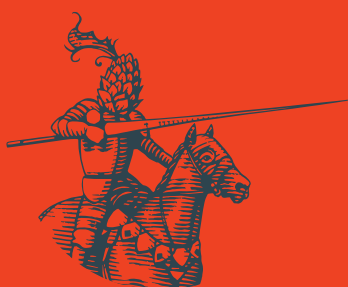
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Export Pricing: USD per liter

Currency Conversion Rates as of October 19, 2022

| Argentina (Pricing in bulk; FCA) | | | | | | | | | | | |
|----------------------------------|------------------------|-------|---|------|-------|---------|--------------------|-------|---|------|-------|
| Vintage | Variety | Price | | | Trend | Vintage | Variety | Price | | | Trend |
| 2021 | Generic White (Basic) | 0.75 | - | 0.85 | ↑ | 2021 | Generic Red | 0.85 | - | 0.95 | ↑ |
| 2021 | Generic White Standard | 0.80 | - | 0.90 | ↑ | 2020/21 | Cabernet Sauvignon | 1.30 | - | 1.50 | ↑ |
| 2021 | Muscat | 0.85 | - | 0.95 | ↑ | 2020/21 | Merlot | 1.20 | - | 1.50 | ↑ |
| 2021 | Torrontes | 0.90 | - | 1.00 | ↑ | 2020/21 | Syrah | 1.10 | - | 1.20 | ↑ |
| 2021 | Sauvignon Blanc | 1.40 | - | 1.60 | ↑ | 2020/21 | Malbec Standard | 0.95 | - | 1.05 | ↓ |
| 2021 | Chardonnay | 1.50 | - | 1.70 | ↑ | 2020/21 | Malbec Premium | 1.15 | - | 1.30 | ↓ |
| 2020/21 | Bonarda | 0.95 | - | 1.05 | ↑ | 2020/21 | Malbec High End | 1.50+ | | | ↓ |
| | | | | | | 2020/21 | Tempranillo | 0.95 | - | 1.05 | ↑ |

White Grape Juice Concentrate (per metric ton in bulk): 1,400-1,500 (FCA Plant)

| Australia & New Zealand (Pricing in bulk; FCA) | | | | | | AUD Rate: 0.626880 / NZD Rate: 0.567069 | | | | | |
|--|-------------------|-------|---|------|-------|---|--------------------|-------|---|------|-------|
| Vintage | Variety | Price | | | Trend | Vintage | Variety | Price | | | Trend |
| NV | Dry White | 0.53 | - | 0.60 | ↔ | NV | Dry Red | 0.28 | - | 0.34 | ↓ |
| 2022 | Chardonnay | 0.60 | - | 0.69 | ↔ | 2021/22 | Cabernet Sauvignon | 0.31 | - | 0.44 | ↓ |
| 2022 | Sauvignon Blanc | 0.91 | - | 1.10 | ↔ | 2021/22 | Merlot | 0.31 | - | 0.44 | ↓ |
| 2022 | Pinot Gris | 0.75 | - | 0.81 | ↔ | 2021/22 | Shiraz | 0.31 | - | 0.44 | ↓ |
| 2022 | NZ Marlborough SB | 3.12 | - | 3.40 | | 2022 | Muscat | 0.56 | - | 0.63 | ↔ |

| California (Pricing in bulk; FCA) | | | | | | | | | | | |
|-----------------------------------|-----------------|-------|---|------|-------|---------|--------------------|-------|---|------|-------|
| Vintage | Variety | Price | | | Trend | Vintage | Variety | Price | | | Trend |
| 2021 | Generic White | 1.05 | - | 1.15 | ↑ | 2021 | Generic Red | 1.00 | - | 1.15 | ↑ |
| 2021 | Chardonnay | 1.40 | - | 1.80 | ↑ | 2021 | Cabernet Sauvignon | 1.15 | - | 1.25 | ↔ |
| 2021 | Pinot Grigio | 1.30 | - | 1.59 | ↔ | 2021 | Merlot | 1.15 | - | 1.40 | ↑ |
| 2021 | Muscat | 1.15 | - | 1.45 | ↑ | 2021 | Pinot Noir | 1.40 | - | 1.85 | ↔ |
| 2021 | White Zinfandel | 1.05 | - | 1.15 | ↑ | 2021 | Syrah | 1.05 | - | 1.45 | ↔ |
| 2021 | Colombard | 1.10 | - | 1.25 | ↑ | 2021 | Ruby Cabernet | 1.00 | - | 1.10 | ↔ |
| | | | | | | 2021 | Zinfandel | 1.25 | - | 1.65 | ↔ |

| Chile (Pricing in bulk; FOB Chilean Port) | | | | | | | | | | | |
|---|------------------------------|-------|---|------|-------|---------|------------------------------------|-------|---|------|-------|
| Vintage | Variety | Price | | | Trend | Vintage | Variety | Price | | | Trend |
| NV | Generic White | 0.65 | - | 0.75 | ↓ | NV | Generic Red | 0.50 | - | 0.55 | ↔ |
| 2022 | Chardonnay | 0.95 | - | 1.00 | ↔ | 2022 | Cabernet Sauvignon (Basic) | 0.55 | - | 0.65 | ↓ |
| 2022 | Sauvignon Blanc | 0.95 | - | 1.00 | ↔ | 2022 | Cabernet Sauvignon (Varietal Plus) | 0.70 | - | 0.80 | ↓ |
| 2022 | Sauvignon Blanc Cool Climate | | - | | | 2022 | Merlot | 0.60 | - | 0.70 | ↓ |
| 2022 | Carmenere | 0.75 | - | 0.85 | ↔ | 2022 | Malbec | 0.75 | - | 0.85 | ↔ |
| 2022 | Pinot Noir | 0.95 | - | 1.05 | ↓ | 2022 | Syrah | 0.75 | - | 0.85 | ↔ |

| France (Estimated Pricing in bulk; Ex-Winery) | | | | | | | | | | Rate: 0.977255 | |
|---|---------------------|-------|---|------|-------|-----------|--------------------------|-------|---|----------------|-------|
| Vintage | Variety | Price | | | Trend | Vintage | Variety | Price | | | Trend |
| 2022 | Generic White | 0.83 | - | 0.98 | ↓ | 2021 & NV | Generic Red | 0.68 | - | 0.78 | ↓ |
| 2022 | Chardonnay IGP | 1.12 | - | 1.22 | ↓ | 2022 | Cabernet Sauvignon IGP | 0.90 | - | 1.27 | ↔ |
| 2022 | Chardonnay VDF | 1.32 | - | 1.42 | ↓ | 2021 | Cabernet Sauvignon VDF | 0.83 | - | 0.98 | ↓ |
| 2022 | Sauvignon Blanc IGP | 1.03 | - | 1.12 | ↓ | 2022 | Merlot IGP | 0.83 | - | 1.17 | ↔ |
| 2022 | Sauvignon Blanc VDF | 1.07 | - | 1.17 | ↓ | 2021 | Merlot VDF | 0.78 | - | 0.98 | ↓ |
| 2022 | Generic Rosé IGP | 0.83 | - | 0.98 | ↔ | 2022 | Red Syrah / Grenache IGP | 0.88 | - | 1.27 | ↔ |
| 2021 & NV | Generic Rosé VDF | 0.59 | - | 0.98 | ↓ | 2021 | Varietal Rosé IGP | 0.88 | - | 1.07 | ↔ |

| Italy (Pricing in bulk; Ex-Winery) | | | | | | | | | | Rate: 0.977255 | |
|------------------------------------|--|-------|---|------|-------|---------|---|-------|---|----------------|-------|
| Vintage | Variety | Price | | | Trend | Vintage | Variety | Price | | | Trend |
| 2022 | Generic White (Alc. 10.5%) | 0.36 | - | 0.49 | ↓ | 2022 | Generic Red (Alc. 11 - 12%) | 0.34 | - | 0.54 | ↓ |
| 2022 | Generic White (Alc. 11 - 13%) | 0.44 | - | 0.59 | ↓ | 2022 | Generic Red (Alc. 13%) | 0.49 | - | 0.64 | ↓ |
| 2022 | Organic Generic White (Alc. 10 - 12%) | 0.64 | - | 0.78 | ↔ | 2022 | Organic Generic Red (Alc. 12.5 - 13%) | 0.68 | - | 0.98 | ↔ |
| 2022 | Varietal Chardonnay (Alc. 11 - 13%) | 0.59 | - | 0.78 | ↓ | 2022 | Varietal Cabernet Sauvignon (Alc. 12 - 13%) | 0.88 | - | 1.07 | ↔ |
| 2022 | Organic Pinot Grigio (Alc. 12%) | 1.22 | - | 1.37 | ↔ | 2022 | Varietal Merlot (Alc. 12 - 13%) | 0.59 | - | 0.98 | ↔ |
| 2022 | DOC Pinot Grigio delle Venezie | 1.03 | - | 1.17 | ↔ | 2022 | Varietal Syrah (Alc. 12 - 13%) | 0.88 | - | 1.12 | ↔ |
| 2022 | Pinot Grigio IGT (Different Regions) | 0.88 | - | 0.98 | ↔ | 2022 | Rossissimo (Alc. 12.5%) | 0.78 | - | 0.93 | ↓ |
| 2022 | Pinot Grigio IGT (Blends) | 0.68 | - | 0.88 | ↔ | 2022 | Primitivo IGT Puglia/ Salento (Alc. 12.5 - 14%) | 0.98 | - | 1.27 | ↓ |
| 2022 | DOC Prosecco (Cannot be sold outside of Italy) | 2.15 | - | 2.20 | ↔ | 2022 | Sangiovese IGT (Alc. 11.50 - 13%) | 0.59 | - | 0.88 | ↔ |
| 2022 | Soave or Garganega DOC | 0.88 | - | 0.98 | ↔ | 2022 | Trebbiano IGT (Alc. 10.5 - 12%) | 0.49 | - | 0.68 | ↔ |
| | | | | | | 2021 | Chianti DOCG (Alc. 13 - 13.5%) | 1.76 | - | 1.86 | ↔ |
| *Bottled Price | | | | | | | | | | 0.89 | |

| South Africa (Pricing in bulk; FOB Cape Town) | | | | | | | | | | Rate: 0.054596 | |
|---|-----------------|-------|---|------|-------|---------|--------------------|-------|---|----------------|-------|
| Vintage | Variety | Price | | | Trend | Vintage | Variety | Price | | | Trend |
| 2021/22 | Generic White | 0.27 | - | 0.33 | ↓ | 2021/22 | Generic Red | 0.46 | - | 0.49 | ↔ |
| 2021/22 | Chardonnay | 0.59 | - | 0.64 | ↑ | 2021/22 | Cabernet Sauvignon | 0.60 | - | 0.71 | ↔ |
| 2021/22 | Sauvignon Blanc | 0.60 | - | 0.74 | ↑ | 2021/22 | Ruby Cabernet | 0.49 | - | 0.57 | ↔ |
| 2021/22 | Chenin Blanc | 0.39 | - | 0.45 | ↓ | 2021/22 | Merlot | 0.60 | - | 0.68 | ↔ |
| 2021/22 | Colombard | 0.32 | - | 0.35 | ↔ | 2021/22 | Pinotage | 0.55 | - | 0.63 | ↔ |
| 2021/22 | Muscat | 0.37 | - | 0.39 | ↑ | 2021/22 | Shiraz | 0.60 | - | 0.66 | ↔ |
| 2021/22 | Generic Rosé | 0.33 | - | 0.35 | ↔ | 2021/22 | Cinsaut Rosé | 0.46 | - | 0.49 | ↔ |
| 2021/22 | Cultivar Rosé | 0.45 | - | 0.46 | ↔ | | | | | | |

| Spain (Pricing in bulk; Ex-Winery) | | | | | | | | | | Rate: 0.977255 | |
|------------------------------------|-------------------------------|-------|---|------|-------|---------|------------------------------|-------|---|----------------|-------|
| Vintage | Variety | Price | | | Trend | Vintage | Variety | Price | | | Trend |
| 2021 | Generic White | 0.37 | - | 0.41 | ↑ | 2021 | Generic Red | 0.39 | - | 0.49 | ↓ |
| 2021 | White Blends (Higher Quality) | 0.44 | - | 0.49 | ↔ | 2021 | Generic Red (Higher Quality) | 0.49 | - | 0.59 | ↑ |
| 2021 | Sauvignon Blanc | 0.68 | - | 0.78 | ↑ | 2021 | Cabernet Sauvignon | 0.54 | - | 0.64 | ↔ |
| 2021 | Chardonnay | 0.73 | - | 0.78 | ↑ | 2021 | Merlot | 0.59 | - | 0.68 | ↔ |
| 2021 | Generic Rosé | 0.39 | - | 0.44 | ↔ | 2021 | Syrah | 0.49 | - | 0.59 | ↔ |
| 2021 | Varietal Rosé | 0.44 | | 0.49 | ↔ | 2021 | Moscatel | 0.54 | - | 0.64 | ↑ |



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