

## Continued growth in French wines and spirits exports

### *Export sales reached €12.9 billion in 2017*

**Paris, 14 February 2018 – Wines and spirits exports turnover continues to rise (+8.5%), reaching a historical high of €12.9 billion in 2017. The remarkable performance consolidates the sector's position as France's second largest trade surplus (€11.5 billion). In volume, exports recovered to approach 200 million cases (+5%).**

Wines recorded significant increases in export sales (+10%) to reach €8.7 billion. This positive trend benefits all regions. With 145 million cases, export volumes return to growth (+6%).

Spirits crossed the €4-billion threshold for the first time (+6%), with Cognac shipments exceeding €3 billion (+11%). Volumes of exported spirits rose by 2.4% to 52 million cases.

This brilliant performance reflects a buoyant global economy, despite the continued appreciation of the euro and geopolitical uncertainties that marked 2017.

Although **the European Union** (+4.5%) rebounds from a two-year downturn, third countries' dynamism weighted for more than 80 % of our annual growth. With a high growth rate (+10%), the **U.S.** remain the leading destination for French wines and spirits exports, which topped €3 billion. They have increased by 50% over the last three years.

**China** keeps growing, with sales up 25% to exceed €1.1 billion (€1.7 billion including Hong Kong). This dynamic confirms the Chinese market's shift towards a more balanced product mix, also driven by the expansion of the middle classes and urbanization of the population.

*"These figures show how French wines and spirits raise the flag for France across the world," says Antoine Leccia, President of the French Association of Wines and Spirits Exporters (FEVS). "I am delighted that our products, which are synonymous with quality, authenticity and diversity, are expanding in all our markets. Our wines and spirits reflect France, its culture and art de vivre, but are also an essential part of its economy.*

*We're mindful of that responsibility while watching out the challenges we will face in 2018: the uncertain international context, currency fluctuations and the small harvest in 2017 are just some of the factors that will be decisive for our companies and market shares.*

*The growing importance of distant markets clearly illustrates our sector's export priorities. It's vital that our sector pursues ambitious free trade agreements with key markets around the world, breaks down trade barriers and strengthens the protection of geographical indications, whilst increasing our export capacity and protecting and developing the 300,000 jobs linked to our exports, primarily in rural areas.*

*With active support from the government, we need to consolidate and expand the French leadership at global scale for everyone's benefit."*

## French wines and spirits exports in 2017 Summary in figures

	Volume*		Value	
	2017 (in cases)	2016/2017 (in %)	2017 (in k€)	2016/2017 (in %)
<b>TOTAL WINES</b>	<b>144,540,920</b>	<b>6.0</b>	<b>8,663,599</b>	<b>9.6</b>
<i>of which</i> Champagne	12,474,037	4.3	2,821,242	7.4
PDO still wine	62,055,649	6.0	4,348,157	12.2
PGI still wine	39,933,754	4.9	827,121	4.0
French varietal wines without GI <sup>1</sup>	9,838,171	13.4	194,336	12.7
Other French wines without GI <sup>1</sup>	11,920,070	0.7	149,181	-2.7
<b>TOTAL VERMOUTHS &amp; WINE-BASED BEVERAGES</b>	<b>2,122,239</b>	<b>5.6</b>	<b>44,708</b>	<b>3.3</b>
<b>TOTAL SPIRITS</b>	<b>51,934,778</b>	<b>2.4</b>	<b>4,199,181</b>	<b>6.3</b>
<i>of which</i> Cognac	16,147,225	8.7	3,071,097	10.8
Armagnac	134,136	-1.7	17,845	11.0
Other wine spirits	9,888,380	4.3	173,078	5.9
Vodka	12,285,542	-5.3	357,953	-14.8
Liqueur	3,888,049	-2.9	304,525	-4.4
Calvados	293,256	-6.8	17,331	-7.5
<b>TOTAL WINES &amp; SPIRITS</b>	<b>198,597,938</b>	<b>5.0</b>	<b>12,907,489</b>	<b>8.5</b>

\*Wines: 12-bottle cases or 9 l – Spirits: 12-bottle cases or 8.4 l at 40% vol.

<sup>1</sup> Geographical indication



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