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In 2016, French wines and spirits exports remain buoyant

Paris, 9 February 2017 – With a turnover of 11.9 billion euros, French wines and spirits exports rise by 1.2%, beating the previous 2015's highest level. The trade balance continues to grow, reaching 10.5 billion euros, reaffirming the second-place ranking of wines and spirits in the ranking of French surplus industries.

This result is mainly due to **spirits** sales, in particular Cognac which reached a record sales both in volume (+ 5.5%) and in value (+ 6.5%). Spirits exports reach 3.9 billion euros (+ 5.2%), an all-time high, with volume exceeding 50 million cases (+5.1%).

Following a significant growth in 2015, **wine** exports stand at 7.9 billion euros (- 0.8%), mainly due to the impact of the pound sterling rise on Champagne sales in the United Kingdom, its second-biggest market.

While turnover for still wines remains at 5 billion euros (+ 0.3%), volumes indicate a continuing decrease (- 1.7%). Since 2013, the decline reaches 13.5%, confirming that lower availability of French wine hampers the competitiveness of firms and of the industry on the international market.

As in 2015, the increase in French wines and spirits sales lies on the U.S. and Chinese markets, which alone represent 40% of total sales in value (and 30% in volume).

The **United States** strengthens its position as the top destination for French wines and spirits. Jumping by 8.1% to 2.8 billion euros, sales continue to benefit from a favourable macroeconomic environment and a high consumer demand.

With exports growing up for the third consecutive year, China appears to confirm its consolidation. Sales reach 938 million euros (+ 12.7%), making 2016 the second-best recorded year thus far for French wines and spirits in this market. Across Asia, exports rise by 3.3% to 3 billion euros.

For Christophe Navarre, President of the French Association of Wine and Spirits Exporters (FEVS), *"this result is in line with 2015. In a dynamic international market, French wines and spirits still enjoy a good position but they suffer from a structural deficit in the availabilities required to meet consumer demand.*

We need to act without further delay in order to increase our production and export capacities, in particular in new markets, which are the growth drivers of tomorrow.

In a continually evolving environment, it is more important than ever that we work to help French producers to strengthen their competitive edge and to conquer new markets."

See over for sales figures

French wines and spirits exports in 2016

	Volume ¹		Value (in k€)	
	2016	%	2016	%
TOTAL WINE	135,612,452	-1.8	7,873,945	-0.8
Champagne	11,964,768	-1.3	2,625,731	-2.5
PDO still wines	58,059,121	-0.5	3,851,637	0.7
PGI still wines	37,770,617	-5.4	788,045	-2.5
Varietal still wines without GI ²	8,672,944	5.3	172,420	9.8
Other still wines without GI ²	11,837,905	0.1	153,298	-6.1
TOTAL VERMOUTHS & WINE-BASED BEVERAGES	2,000,395	5.8	42,848	-0.7
TOTAL SPIRITS	50,591,975	5.1	3,937,287	5.2
Cognac	14,848,745	5.5	2,771,467	6.5
Armagnac	136,397	-4.0	16,079	-5.5
Other wine spirits	9,483,790	5.8	163,429	4.4
Vodka	12,850,122	4.4	409,674	2.7
Liqueurs	3,988,867	1.6	316,681	1.0
Calvados	314,798	5.9	18,744	8.3
TOTAL WINES AND SPIRITS	188,204,822	0.0	11,854,080	1.2

¹ Wines: 12-bottle cases, or 9 l – Spirits: 12-bottle cases, or 8.4 l at 40 % vol.

² Geographical indication



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