

## Exports of French wines and spirits continue to grow

*In 2018, export sales exceed € 13 billion*

Paris, 13 February 2019 - On the rise for the fourth year in a row, French wine and spirits exports cross for the first time the threshold of €13 billion. Turnover reaches 13.2 billion, up 2.4%. This performance relies on lower volumes (-2.7%), a consequence of the very weak 2017 harvest on wine exports. The trade balance continues to appreciate (+ 1.7% at €11.7 billion), consolidating the place of the sector as France's second largest trade surplus.

After the recovery recorded in 2017, French **wine** volumes are declining (-4.6%), in coherence with the historically low harvest of 2017. This lower availability contributes to the increase of wine exports in value, which reach €8.9 billion (+ 2.6%).

**Spirits** exports continue to grow, with sales up 1.8% to €4.3 billion. Still driven by Cognac, volumes also increase to over 53 million cases (+ 1.9%).

If the **European Union** turnover increases for the second year in a row (+ 2.2%, to €4.5 billion), the 2018 results confirm once again the growing importance of **third countries** in the growth of French wines and spirits exports. With a growth rate of 2.6%, contributing almost 70% to the turnover increase in 2018, non-EU countries account for two thirds of the value of our exports.

As the largest customer of French wines and spirits, the **United States** continues to grow at a steady pace, with exports up 4.6% year-on-year to €3.2 billion.

In a context of economic slowdown and international trade tensions, direct exports to **China** decline to €1 billion (-14.4%). For Antoine Leccia, President of FEVS, *"the Chinese market is largely supplied via Hong-Kong and Singapore, which is not accurately reflected by export figures. At €2.5 billion, 2018 is the second-best year for French wines and spirits exported to China / Hong Kong / Singapore, confirming the long-term dynamics of the Chinese market."* The rest of Asia is growing strongly with sales close to €1 billion, up 4.7%.

Despite Brexit uncertainties, exports to the **United Kingdom** are stabilized at €1.3 billion (-0.6%).

For Antoine Leccia, President of FEVS, *"the result of this year is to the credit of our companies that have been able, once again, to adapt to a changing and a complex environment. French wines and spirits thus confirm their role as France's first ambassador beyond our borders."*

*"We are confident in the ability of our products to meet the demands and expectations of consumers. But the current climate of uncertainty makes us particularly vigilant because of our growing presence in third-country markets."*

*"We rely on the support and action of the public authorities to support our companies facing the current and future challenges. In particular, we expect a strengthened diplomatic and sovereign action, that public authorities alone can lead, in order to continue the dynamics of opening of the markets and the enhancement of the image of the French wines and spirits."*

# French wines and spirits exports in 2018

## Key figures

	Volume*		Value	
	2018 (in cases)	2018/2017 (in %)	2018 (in k€)	2018/2017 (in %)
<b>TOTAL WINES</b>	<b>137 908 423</b>	<b>-4,6</b>	<b>8 894 895</b>	<b>2,6</b>
<i>of which</i> Champagne	12 532 539	0,4	2 880 360	2,1
PDO still wines	55 890 937	-9,8	4 444 806	2,2
PGI still wines	39 985 085	-0,1	855 122	3,2
French varietal wines without GI <sup>1</sup>	9 952 335	1,9	203 339	5,3
Other French wines without GI <sup>1</sup>	10 601 216	-11,3	155 256	3,9
<b>TOTAL VERMOUTHS &amp; WINE-BASED BEVERAGES</b>	<b>2 333 162</b>	<b>9,9</b>	<b>54 631</b>	<b>22,2</b>
<b>TOTAL SPIRITS</b>	<b>53 080 599</b>	<b>1,9</b>	<b>4 282 314</b>	<b>1,8</b>
<i>of which</i> Cognac	16 703 510	3,4	3 123 092	1,7
Armagnac	125 521	-6,4	16 679	-6,5
Other wine spirits	9 631 856	-2,9	204 065	17,8
Vodka	12 240 873	-0,4	346 499	-3,2
Liqueur	3 983 100	2,4	288 817	-5,2
Calvados	261 786	-10,7	15 886	-8,3
<b>TOTAL WINES &amp; SPIRITS</b>	<b>193 322 185</b>	<b>-2,7</b>	<b>13 231 841</b>	<b>2,4</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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