



..... PRESS RELEASE

Exports of French wines and spirits remain positively oriented in the first half of 2019

Paris, 5 September 2019 — In a context of international uncertainty, French wine and spirits exports grow by 8% in value in the first half of 2019, with a turnover of € 6.7 billion.

Wine: + 0.5% by volume and + 6% by value

Sales growth benefits almost all regions and wine products, reaching € 4.5 billion (+ 6%) over the six-month period. For sparkling wines (+ 9%), this growth is accompanied by an increase in volumes too (+ 5%). Still wines rise in value (+ 5%) for stable export volumes (-0.1%). In total, 68.8 million cases of wine were exported, that is + 0.5% compared to the first half of 2018.

Spirits: + 1% by volume and + 11% by value

The turnover of French spirits is close to € 2.2 billion (+ 11%) in the first half of the year with a strong dynamism in North America (+ 21%), China (+ 17%) but also in Africa (+ 10%). The European Union has a more modest increase of 2%. In terms of volume, the pace of spirits exports increases slightly (+ 1.1% to 25 million cases).

Market evolutions remains difficult to anticipate

In the first half of 2019, the recorded export growth on the US market is of 16.5% in value (€ 1.8 billion) and 5.2% in volume, which benefited the various categories of products: sparkling wines, still wines and spirits.

The turnover in Asia increases slightly to € 1.6 billion (+ 3%), thanks in particular to the dynamism of Japan (+ 13%) and South Korea (+ 11%). The China / Hong Kong / Singapore zone remains stable (-0.6%), spirits performance (+ 8%) offsetting the decline in wines (-7%).

Lastly, the European Union confirms its recovery (+ 7% to € 2.2 billion) for volumes up slightly (+ 2%). This is due in particular to the strong growth in the United Kingdom (+ 12%), which probably reflects the operators' anticipations of Brexit, which was originally planned for March 29, 2019.

"The continued growth of the turnover in the first half of the year across all our product categories is very good news" said Antoine Leccia, President of the Federation of French Wine and Spirits Exporters (FEVS). "It must not, however, make us forget the political and economic uncertainties on the international scale which remain difficult to anticipate. This context unavoidably weighs on our markets, dynamic while changing, and we must therefore remain very cautious about the end-of-year outlook."

CETA: REAL GAINS

FOR THE FRENCH WINES AND SPIRIT EXPORTS

The Comprehensive Economic and Trade Agreement (CETA) between Canada and the European Union has provisionally entered into force since September 21, 2017.

For French wines and spirits, from October 2017 to June 2019, export growth was + 4% in volume and + 6% in value. It benefits all categories of products, sparkling wines (+ 5%), still wines (+ 7%) and spirits (+ 4%).

This confirms the interest of CETA for companies exporting wines and spirits and, more generally, for the sectors in which they add value to their production, as in the wine sector.

"Two years ago, we said that this agreement was excellent news for the competitiveness of French wines and spirits in the Canadian market, but also for our businesses and our territories" said Antoine Leccia, President of the Federation of Wine Exporters and Spirits of France (FEVS). "Today, in concrete terms, we are exporting an additional 5-million bottles and are generating an increase of our turnover of around 40 million euros. Our hopes have thus materialized into a concrete reality for products from our terroirs, which cannot be relocated but which must access the export market to remain economically dynamic. We therefore hope that the French Parliament will definitively approve this agreement, so that it can be quickly ratified".

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