

Wine
Australia
providing
insights on
Australian
Wine

Export Report
Moving Annual Total (MAT)
To March 2017

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Summary Report

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Summary

In the 12 months ended March 2017, the value of Australian wine exports grew by 10 per cent to \$2.3 billion and volume increased by 5 per cent to 769 million litres. The average value of exports grew by 4 per cent to \$2.98 per litre, the fourth successive year of growth.

The five biggest exporters accounted for 56 per cent of the value and their combined exports grew by 7 per cent. The growth rate achieved by the other 1907 exporters was double at 14 per cent.

Export value growth was driven by bottled exports, most notably at higher price points. Bottled exports grew by 12 per cent to \$1.86 billion and the average value grew by 3 per cent to \$5.47 per litre.

Bottled red wine exports grew by 13 per cent in value to \$1421 million (76 per cent of bottled exports), while the bottled white category grew by 6 per cent to \$366 million (20 per cent of exports). Shiraz was the top varietal based on label claim, increasing by 19 per cent in value and 10 per cent in volume. Chardonnay increased by 12 per cent in value and 9 per cent in volume.

Wine exports priced at \$10 per litre or more saw the strongest growth, up 22 per cent to a record \$601 million. This reflects the increasing demand for premium Australian wines in most regions around the world. There was double-digit growth in all premium price segments.

Bulk wine exports also increased, with value up 2 per cent to \$408 million and volume up 3 per cent to 420 million litres. The volume growth came at the expense of price as the average value of bulk wine exports declined by 1 per cent to \$0.97 per litre.



The top five destinations accounted for two-thirds of the value:

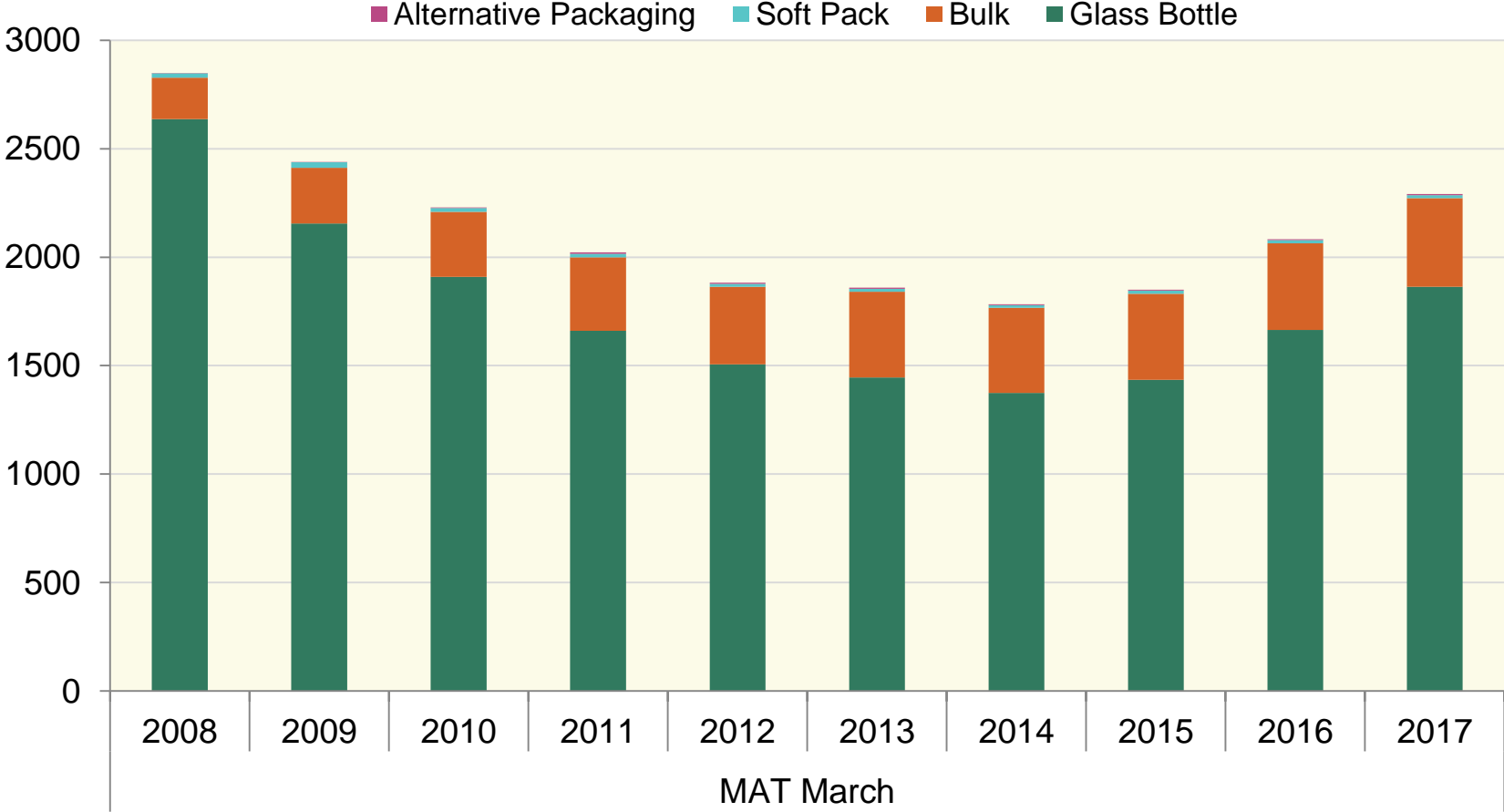
- Mainland China (up 43 per cent to \$568 million)
- The United States (up 6 per cent to \$470 million)
- United Kingdom (down 8 per cent to \$342 million)
- Canada (up 3 per cent to \$193 million)
- Hong Kong (down 8 per cent to \$119 million)

Emerging markets to grow off a small base included:

- Thailand (up 19 per cent to \$20 million)
- United Arab Emirates (up 27 per cent to \$20 million)
- Taiwan (up 1 per cent to \$17 million)
- Finland (up 4 per cent to \$16 million)
- South Korea (up 2 per cent to \$13 million)

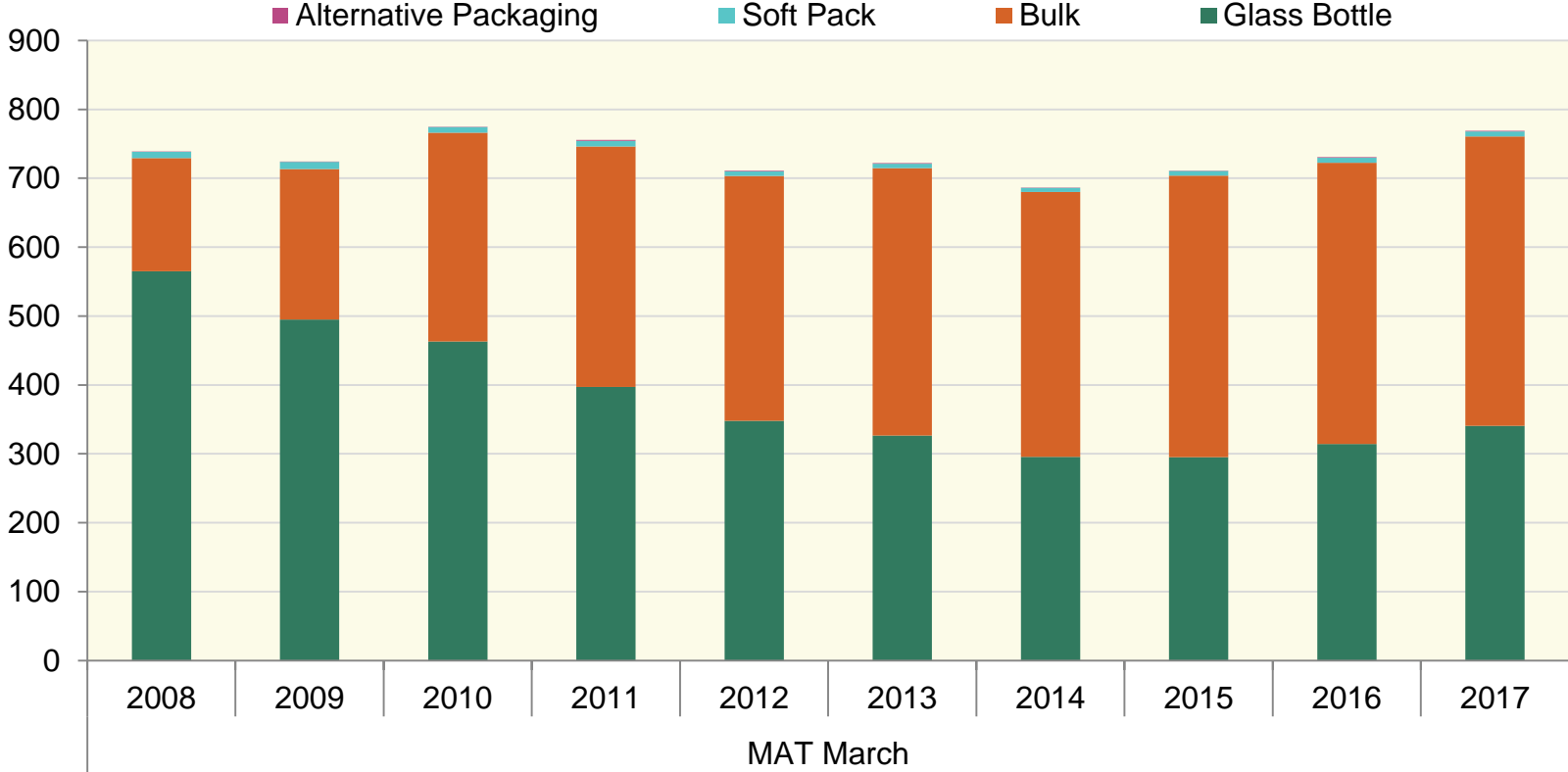
Historic overview of exports

Value by container type in A\$ million



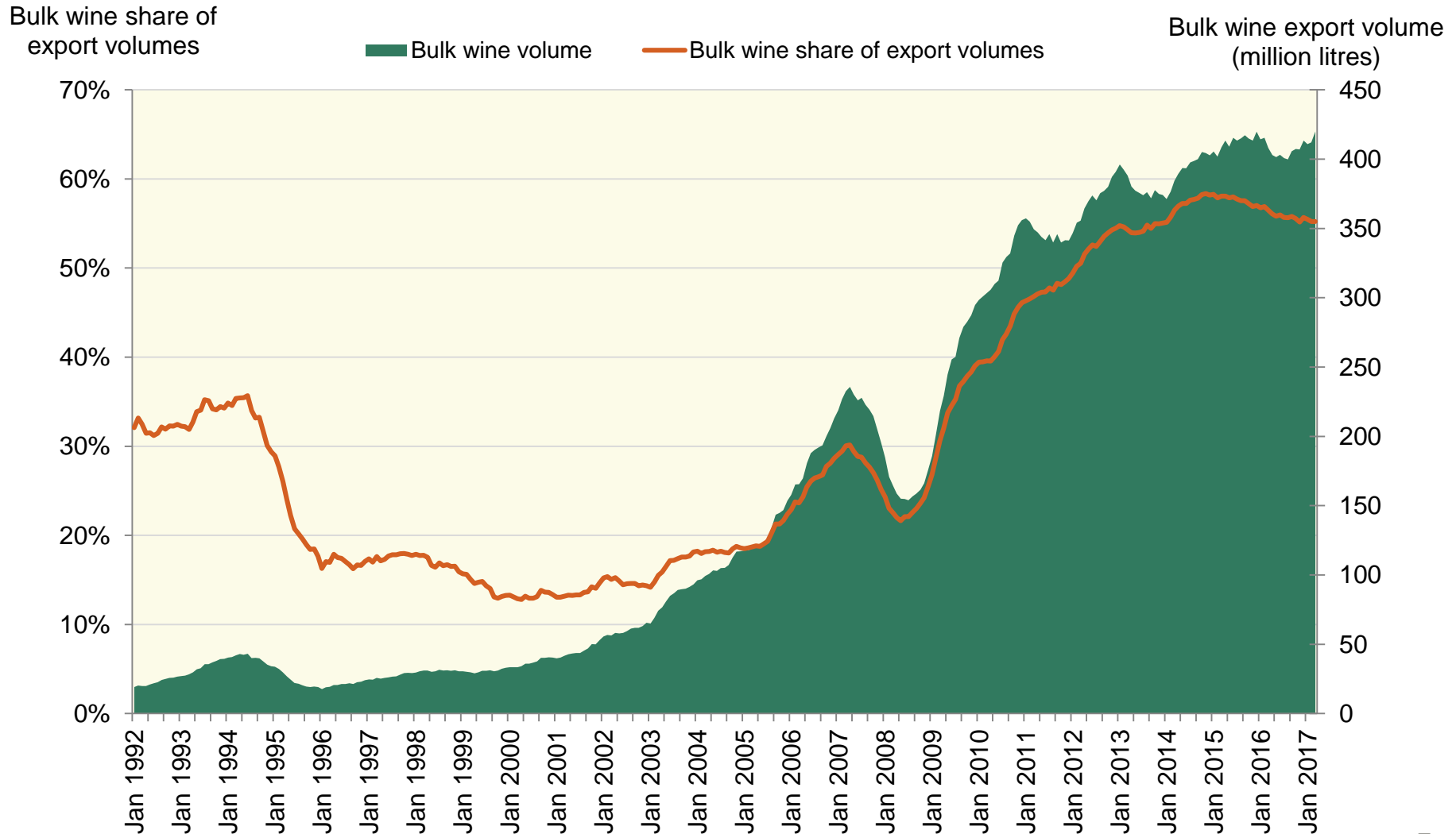
Historic overview of exports

Volume by container type ('000 litres)



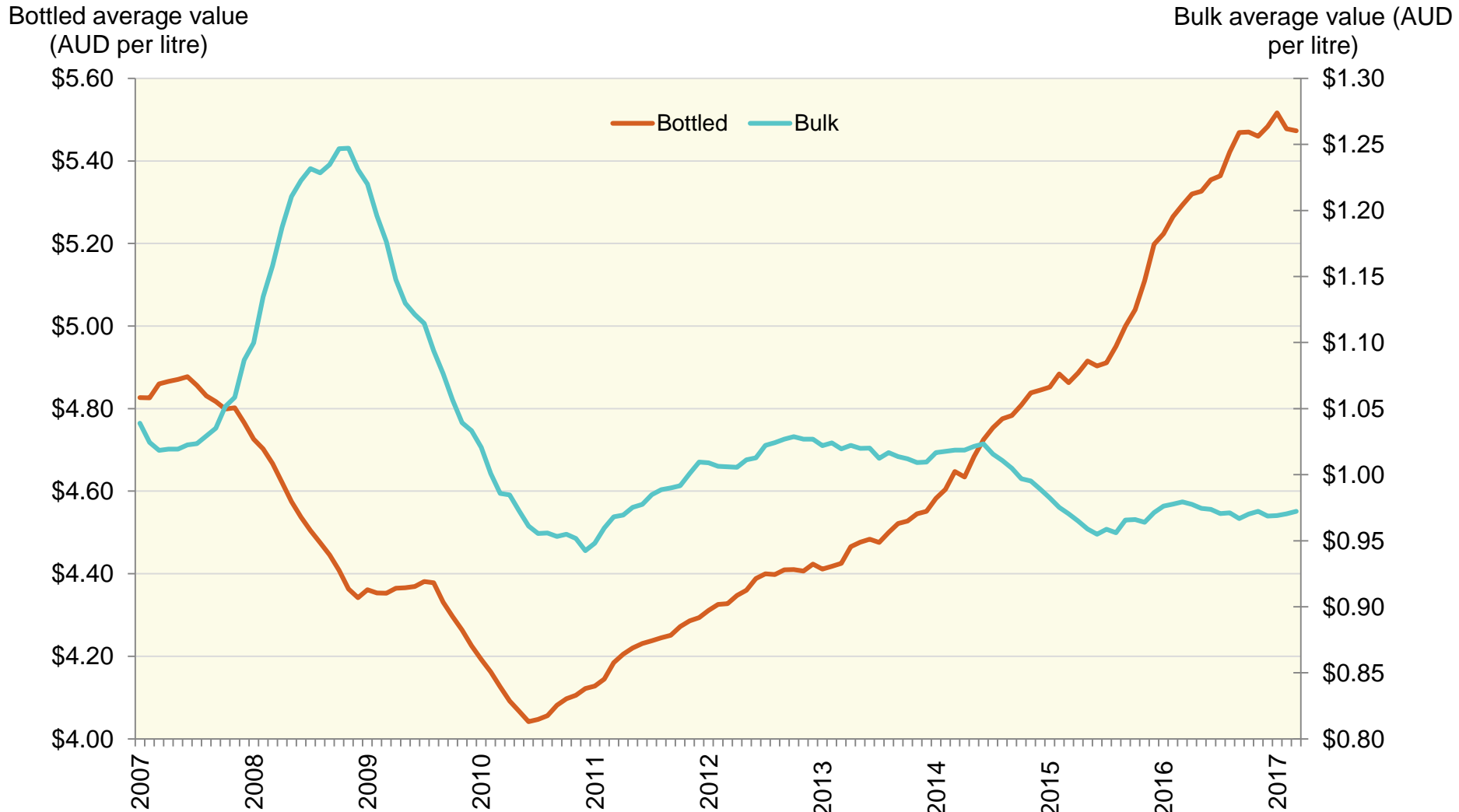
Historic overview of exports

Bulk share of export volumes



Historic overview of exports

Average value of exports

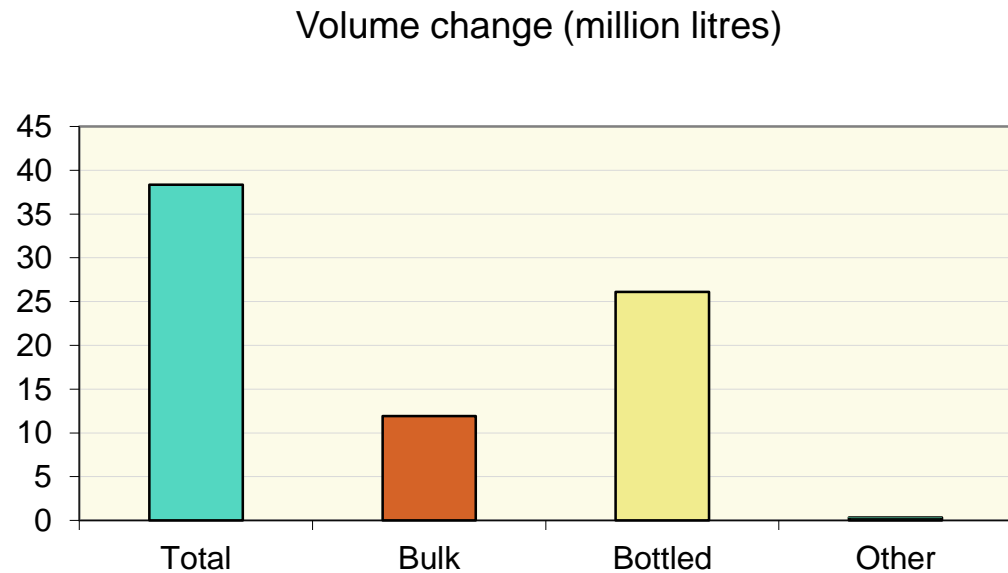
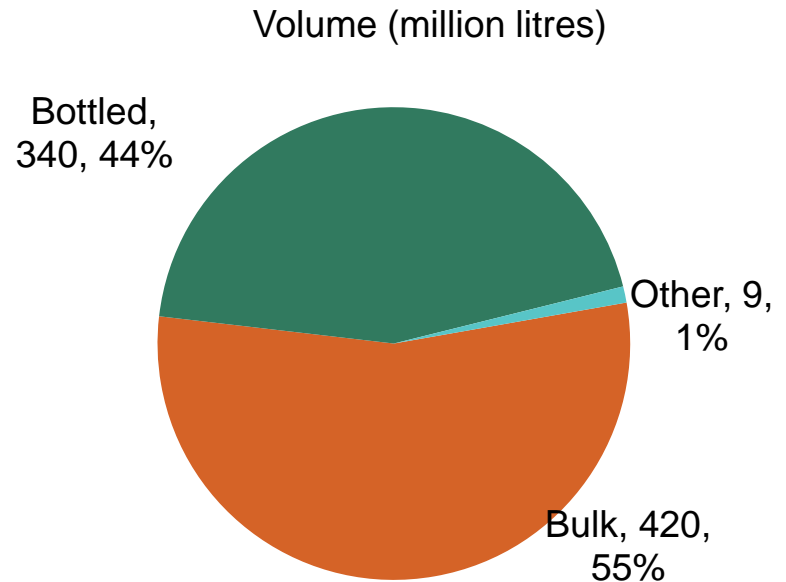


Exports by container type

MAT March 2017

		Volume (ML)	Value (A\$M FOB)	Average Value (A\$/L FOB)
Bottled	2017	340	1,863	5.47
	Change Share	8% 44%	12% 81%	3%
Bulk	2017	420	408	0.97
	Change Share	3% 55%	2% 18%	-1%
Other	2017	9	19	2.20
	Change Share	4% 1%	-2% 1%	-6%
Total	2017	769	2,291	2.98
	Change Share	5.3% 100%	10.0% 100%	4%

"Other" includes wine in soft-packs and alternative packaging



Wine exports

by country, container and colour

Value for MAT March 2017

	Glass Bottle Red Wine		Bulk Red Wine		Other Red Wine		Glass Bottle White Wine		Bulk White Wine		Other White Wine		Sparkling Wine		Other Wine		Total Wine	
	MAT March 2017 (A\$ '000s)	Change %	MAT March 2017 (A\$ '000s)	Change %	MAT March 2017 (A\$ '000s)	Change %	MAT March 2017 (A\$ '000s)	Change %	MAT March 2017 (A\$ '000s)	Change %	MAT March 2017 (A\$ '000s)	Change %	MAT March 2017 (A\$ '000s)	Change %	MAT March 2017 (A\$ '000s)	Change %	MAT March 2017 (A\$ '000s)	Change %
China, Pr	501,625	41%	31,368	++	1,199	-3%	20,338	23%	2,640	-23%	88	-38%	5,784	-3%	4,883	47%	567,926	43%
United States Of America	242,620	-2%	31,633	++	690	na	135,717	3%	46,731	20%	8	na	4,426	10%	8,077	++	469,902	6%
United Kingdom	105,433	11%	100,352	-21%	9	na	63,629	6%	67,131	-19%	76	-24%	4,330	-27%	1,216	-2%	342,175	-8%
Canada	111,111	-1%	15,449	16%	563	-26%	45,322	8%	14,606	-1%	751	3%	3,593	10%	1,968	42%	193,363	3%
Hong Kong	108,364	-9%	24	0%	1,240	2%	7,049	-4%	0	na	285	10%	1,178	19%	984	60%	119,125	-8%
New Zealand	46,984	1%	5,332	7%	793	-8%	7,890	8%	7,316	14%	482	-24%	4,630	-16%	3,095	68%	76,521	3%
Singapore	54,275	16%	0	-100%	327	-26%	6,766	5%	0	na	117	-21%	7,320	18%	812	3%	69,617	14%
Malaysia	49,059	0%	0	na	134	-48%	2,511	-11%	0	na	13	-48%	189	7%	278	37%	52,183	-1%
Germany, Federal Republ	19,391	-1%	13,728	12%	0	na	2,767	-9%	11,420	-10%	0	na	152	12%	56	++	47,515	0%
Japan	19,882	1%	1,950	0%	2,141	-28%	11,155	-2%	1,351	-2%	890	-20%	5,652	56%	4,084	20%	47,104	3%
Netherlands	14,719	9%	3,527	-10%	0	na	11,572	34%	3,220	0%	0	na	872	-19%	1,659	++	35,570	16%
Denmark	10,057	-13%	5,632	15%	0	na	3,661	-16%	2,488	6%	0	na	752	-15%	367	53%	22,957	-5%
Sweden	11,635	1%	2,871	29%	0	na	5,910	9%	1,181	++	0	na	672	-27%	33	45%	22,301	9%
Thailand	13,346	18%	584	48%	1,424	++	3,373	18%	112	25%	379	24%	868	-29%	178	-7%	20,264	19%
United Arab Emirates	11,705	44%	1,213	na	533	-13%	4,178	-10%	0	na	341	-11%	1,168	-7%	495	26%	19,633	27%
Taiwan Province	14,488	0%	27	na	254	25%	967	-16%	0	na	130	++	384	23%	320	++	16,570	1%
Italy	364	-45%	12,221	6%	0	na	181	-27%	3,801	-7%	0	na	0	-100%	0	na	16,566	0%
Ireland	9,240	22%	0	-100%	0	na	6,844	35%	62	na	0	na	133	-51%	149	-19%	16,428	25%
Finland	6,646	15%	2,483	-16%	0	na	2,227	-5%	2,875	3%	0	na	1,175	14%	447	34%	15,853	4%
Belgium	4,079	13%	3,500	13%	0	na	3,495	70%	2,923	-2%	0	na	327	-69%	106	++	14,430	12%
Rest of the world	65,748	15%	5,183	8%	2,381	3%	20,904	13%	2,807	16%	1,249	-5%	3,754	2%	2,556	79%	104,582	14%
World	1,420,774	13%	237,076	8%	11,685	1%	366,454	6%	170,663	-5%	4,809	-8%	47,360	0%	31,764	69%	2,290,584	10%

Wine exports

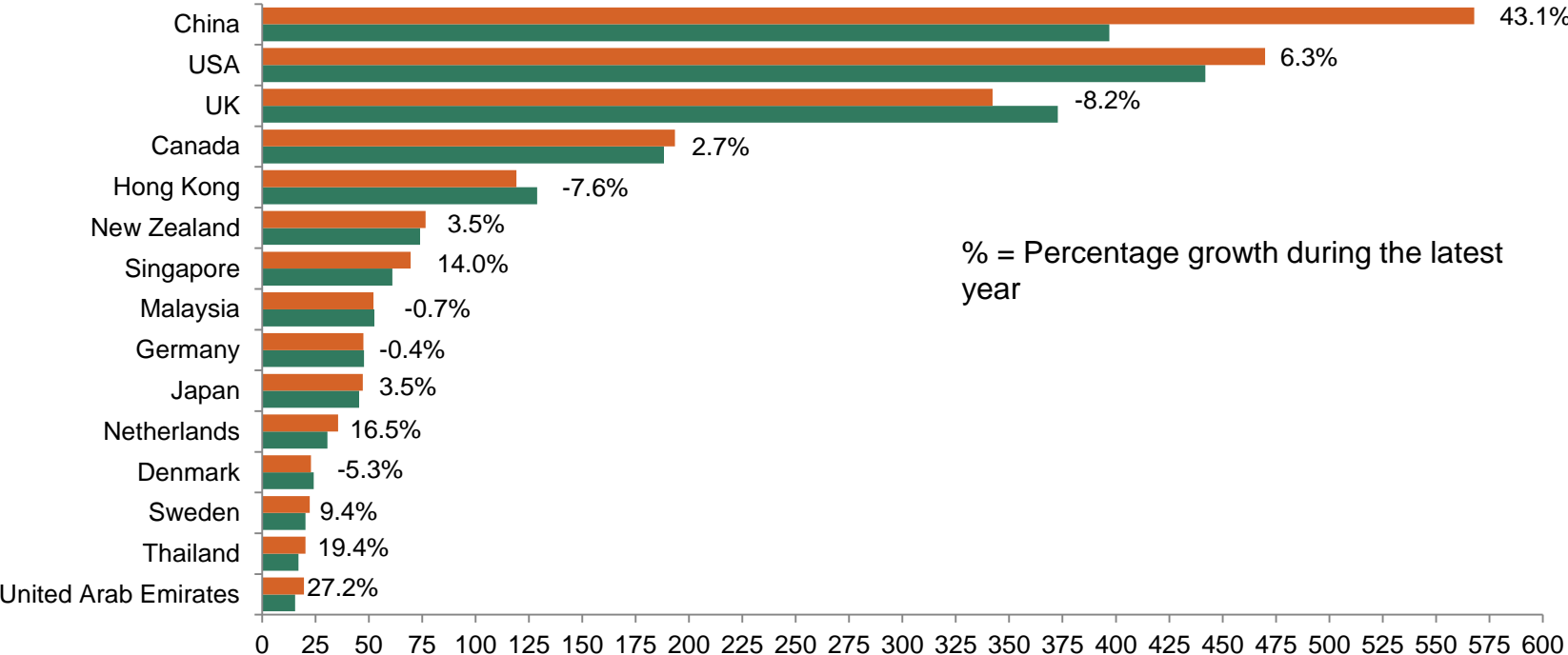
by country, container and colour

Volume for MAT March 2017

	Glass Bottle Red Wine		Bulk Red Wine		Other Red Wine		Glass Bottle White Wine		Bulk White Wine		Other White Wine		Sparkling Wine		Other Wine		Total Wine	
	MAT March	Change	MAT March	Change %	MAT March	Change	MAT March	Change	MAT March	Change	MAT March	Change	MAT March	Change %	MAT March	Change %	MAT March	Change
	2017 ('000 Litres)	%	2017 ('000 Litres)	%	2017 ('000 Litres)	%	2017 ('000 Litres)	%	2017 ('000 Litres)	%	2017 ('000 Litres)	%	2017 ('000 Litres)	%	2017 ('000 Litres)	%	2017 ('000 Litres)	%
United Kingdom	22,571	8%	101,530	-11%	1	na	17,938	8%	80,807	-10%	21	-28%	1,074	-21%	247	-34%	224,189	-8%
United States Of America	58,520	-7%	23,838	++	205	na	38,178	-2%	51,416	14%	3	na	771	9%	2,150	++	175,083	9%
China, Pr	74,436	37%	25,137	++	499	-4%	3,248	14%	3,141	-21%	45	-28%	1,048	3%	817	53%	108,371	51%
Canada	17,801	-4%	16,997	15%	152	-30%	9,992	6%	16,321	-8%	255	5%	648	12%	359	49%	62,525	1%
Germany, Federal Republ	5,202	9%	14,658	8%	0	na	1,446	20%	14,085	-18%	0	na	13	-4%	8	++	35,411	-4%
New Zealand	8,901	-1%	5,306	4%	423	1%	2,219	11%	9,618	7%	270	-18%	1,010	-17%	719	33%	28,467	3%
Netherlands	4,028	11%	3,710	-15%	0	na	3,509	31%	3,855	-8%	0	na	208	-21%	504	++	15,815	4%
Italy	96	-19%	10,705	8%	0	na	45	-31%	3,351	-5%	0	na	0	-100%	0	na	14,197	4%
Japan	3,657	6%	1,271	-32%	1,298	-8%	2,233	-3%	1,338	-6%	551	6%	1,095	63%	869	29%	12,313	0%
Denmark	1,649	-12%	6,045	10%	0	na	879	-11%	3,202	-3%	0	na	156	2%	86	++	12,016	1%
Belgium	805	36%	3,567	17%	0	na	842	83%	3,622	-2%	0	na	70	-61%	15	++	8,920	12%
Hong Kong	6,695	-18%	24	0%	495	1%	987	-6%	0	na	129	19%	127	-1%	92	4%	8,549	-15%
Finland	1,085	12%	1,883	-17%	0	na	467	-2%	2,890	-5%	0	na	220	9%	102	58%	6,648	-5%
Sweden	2,427	2%	1,749	7%	0	na	1,566	14%	702	++	0	na	142	-26%	5	++	6,591	12%
Singapore	3,732	12%	0	-100%	166	-33%	879	3%	0	na	53	-26%	671	9%	76	3%	5,577	7%
France	166	-10%	2,100	-16%	0	na	57	-30%	2,186	50%	0	na	1	++	0	-100%	4,510	7%
Ireland	2,304	21%	0	-100%	0	na	2,027	37%	52	na	0	na	38	-42%	31	-34%	4,452	26%
Thailand	1,889	20%	479	43%	768	++	772	21%	120	25%	224	29%	120	-23%	40	-15%	4,412	30%
Malaysia	3,729	1%	0	na	82	-49%	432	-20%	0	na	8	-47%	27	55%	47	31%	4,324	-3%
United Arab Emirates	1,254	-8%	192	na	328	-15%	774	-16%	0	na	228	-13%	238	-6%	144	18%	3,158	-4%
Rest of the world	11,901	18%	2,783	26%	1,252	13%	4,524	13%	1,104	-44%	674	4%	693	8%	602	86%	23,533	12%
World	232,851	9%	221,974	10%	5,670	6%	93,015	4%	197,811	-4%	2,459	0%	8,370	-1%	6,913	87%	769,062	5%

Exports by top 15 destinations

Value (million A\$) for MAT March 2017

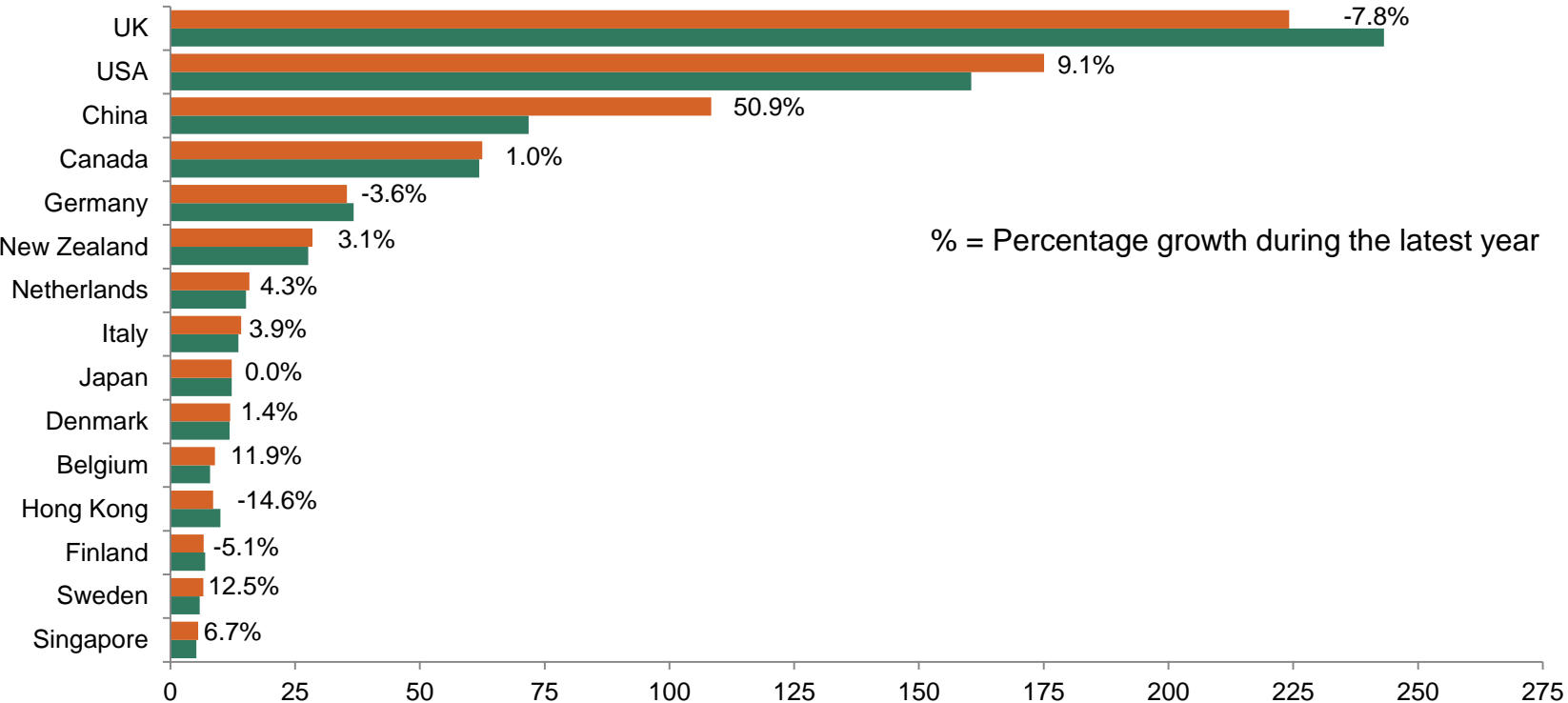


% = Percentage growth during the latest year

	United Arab Emirates	Thailand	Sweden	Denmark	Netherlands	Japan	Germany	Malaysia	Singapore	New Zealand	Hong Kong	Canada	UK	USA	China
2017	19.6	20.3	22.3	23.0	35.6	47.1	47.5	52.2	69.6	76.5	119.1	193.4	342.2	469.9	567.9
2016	15.4	17.0	20.4	24.2	30.5	45.5	47.7	52.5	61.0	74.0	128.9	188.2	372.7	441.9	397.0

Exports by top 15 destinations

Volume (million litres) for MAT March 2017



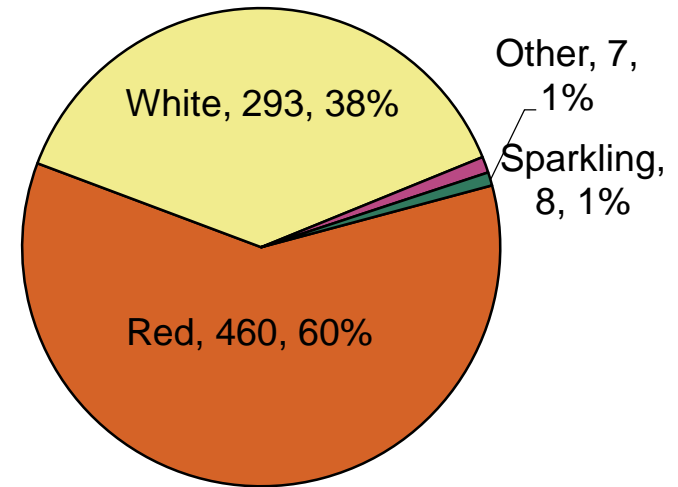
% = Percentage growth during the latest year

	Singapore	Sweden	Finland	Hong Kong	Belgium	Denmark	Japan	Italy	Netherlands	New Zealand	Germany	Canada	China	USA	UK
2017	5.6	6.6	6.6	8.5	8.9	12.0	12.3	14.2	15.8	28.5	35.4	62.5	108.4	175.1	224.2
2016	5.2	5.9	7.0	10.0	8.0	11.8	12.3	13.7	15.2	27.6	36.7	61.9	71.8	160.5	243.2

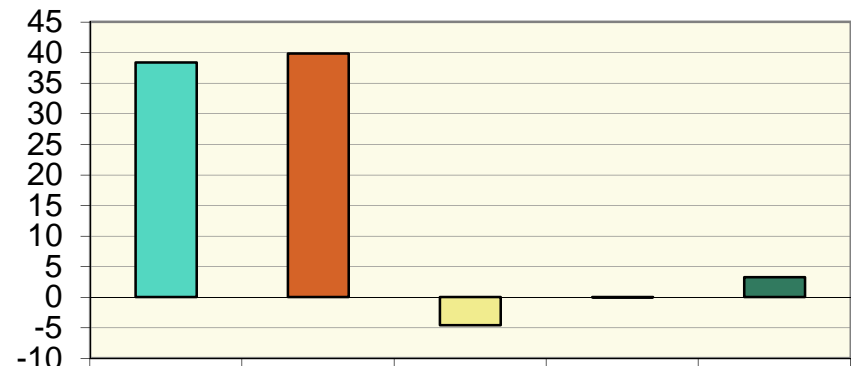
Exports by colour/ wine style

MAT March 2017

Volume (million litres)



Change in volume (million litres)



	Total exports	Red	White	Sparkling	Other
% change	5%	9.5%	-1.5%	-0.8%	87%
Vol change	38.4	39.8	-4.6	-0.1	3.2

Bottled wine exports report

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Bottled exports by price point and destination

Value ('000 A\$) for MAT March 2017

	\$2.49 and under		\$2.50 to \$4.99		\$5.00 to \$7.49		\$7.50 to \$9.99		\$10.00 to \$19.99		\$20.00 to \$49.99		\$50.00 and above		Total	
	MAT March 2017		MAT March 2017		MAT March 2017		MAT March 2017		MAT March 2017		MAT March 2017		MAT March 2017		MAT March 2017	
	('000 AUD)	Change %	('000 AUD)	Change %	('000 AUD)	Change %	('000 AUD)	Change %	('000 AUD)	Change %	('000 AUD)	Change %	('000 AUD)	Change %	('000 AUD)	Change %
USA	12,842	72%	295,823	-3%	24,049	8%	15,398	-20%	29,575	52%	10,088	6%	3,036	-13%	390,811	1%
China	9,824	3%	157,955	36%	90,654	43%	42,253	28%	86,381	25%	78,569	89%	66,995	37%	532,630	40%
UK	18,494	208%	87,136	-12%	26,603	12%	12,846	14%	20,378	44%	6,309	19%	2,717	7%	174,485	8%
Canada	1,784	1080%	49,941	-7%	61,796	9%	22,478	-8%	21,742	10%	2,329	-19%	1,857	82%	161,927	2%
New Zealand	667	563%	28,522	-1%	18,578	0%	6,411	-5%	6,604	26%	1,340	22%	354	2%	62,475	3%
Netherlands	1,786	794%	21,726	26%	3,661	-4%	544	-21%	835	-11%	200	-42%	31	-78%	28,782	23%
Hong Kong	113	75%	10,395	0%	9,537	-36%	5,825	-37%	20,788	-5%	20,956	34%	49,932	-9%	117,546	-8%
Japan	467	26%	20,225	14%	5,643	14%	4,819	-1%	5,601	13%	1,802	-17%	386	-65%	38,943	8%
Germany	5,248	-10%	9,452	23%	2,007	-37%	1,824	-41%	2,411	20%	937	30%	487	124%	22,367	-2%
Singapore	250	100%	6,048	11%	4,238	-14%	3,804	-44%	23,477	30%	11,268	76%	20,055	8%	69,139	14%
Ireland	2,186	135%	10,265	14%	2,532	105%	795	-38%	410	-29%	161	38%	18	154%	16,366	25%
Malaysia	130	148%	4,367	-5%	7,564	44%	2,374	20%	15,819	-27%	6,872	96%	14,905	-2%	52,032	0%
Sweden	1,017	164%	9,886	10%	3,202	-30%	2,439	-15%	1,284	98%	342	-5%	80	17%	18,250	2%
Thailand	399	30%	6,058	9%	1,932	44%	1,994	28%	4,018	1%	1,177	147%	2,189	-6%	17,766	14%
Denmark	314	43%	4,834	-5%	3,619	-13%	2,504	-10%	2,248	-31%	983	-4%	334	-24%	14,837	-13%
United Arab Emirate	52	-43%	5,622	-13%	1,641	-20%	1,562	1%	3,017	58%	2,525	38%	2,970	578%	17,390	22%
Finland	60	DNE	4,179	25%	2,288	-24%	2,193	25%	1,357	3%	386	585%	32	41%	10,495	10%
Korea, R	444	-38%	2,114	-14%	3,767	22%	1,122	8%	3,183	20%	1,397	-2%	469	-54%	12,496	1%
Taiwan Province	52	-32%	4,580	4%	1,291	-18%	848	-8%	2,417	-5%	2,735	75%	4,223	-16%	16,146	0%
Belgium	262	462%	4,321	98%	1,291	-28%	682	-5%	955	-30%	417	-13%	79	-58%	8,007	18%
Other	1,299	9%	33,715	24%	12,471	32%	7,059	-12%	14,351	11%	5,737	28%	5,935	1%	80,565	17%
Total	57,691	70%	777,165	5%	288,364	13%	139,772	-3%	266,849	17%	156,532	55%	177,083	9%	1,863,453	12%

Bottled exports by price point and destination

Volume ('000 litres) for MAT March 2017

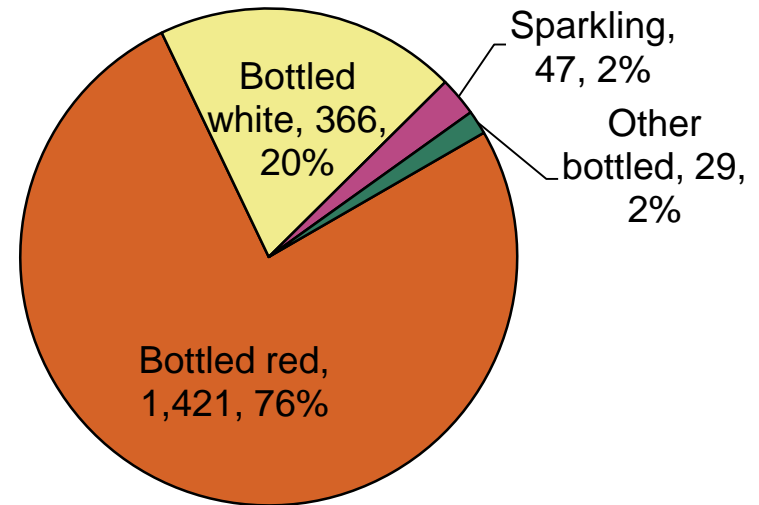
	\$2.49 and under		\$2.50 to \$4.99		\$5.00 to \$7.49		\$7.50 to \$9.99		\$10.00 to \$19.99		\$20.00 to \$49.99		\$50.00 and above		Total	
	MAT March 2017 ('000 Litres)	Change %	MAT March 2017 ('000 Litres)	Change %	MAT March 2017 ('000 Litres)	Change %	MAT March 2017 ('000 Litres)	Change %	MAT March 2017 ('000 Litres)	Change %	MAT March 2017 ('000 Litres)	Change %	MAT March 2017 ('000 Litres)	Change %	MAT March 2017 ('000 Litres)	Change %
USA	5,406	56%	85,596	-7%	4,173	10%	1,752	-22%	2,279	53%	377	9%	34	-18%	99,616	-4%
China	4,597	5%	44,493	37%	15,238	41%	4,938	26%	6,547	30%	2,868	87%	867	29%	79,549	35%
UK	8,113	208%	25,779	-14%	4,496	13%	1,480	15%	1,622	47%	223	20%	26	28%	41,738	7%
Canada	741	829%	13,181	-9%	10,336	8%	2,634	-8%	1,796	10%	82	-21%	20	62%	28,790	0%
New Zealand	295	212%	8,078	0%	3,091	-1%	723	-6%	515	26%	47	21%	4	8%	12,753	2%
Netherlands	744	726%	6,735	18%	628	0%	63	-23%	66	-11%	7	-44%	0	-77%	8,244	25%
Hong Kong	63	52%	2,656	-4%	1,593	-38%	664	-38%	1,628	-3%	739	34%	551	-21%	7,892	-16%
Japan	212	24%	5,369	13%	949	14%	560	0%	423	17%	66	-16%	5	-60%	7,585	12%
Germany	3,518	15%	2,397	28%	321	-40%	211	-38%	188	17%	30	21%	3	86%	6,668	11%
Singapore	121	99%	1,582	12%	684	-13%	448	-40%	1,804	32%	418	90%	294	2%	5,352	10%
Ireland	929	131%	2,919	8%	423	104%	89	-42%	35	-18%	6	62%	0	171%	4,400	26%
Malaysia	59	148%	1,196	-3%	1,288	40%	275	20%	988	-35%	259	112%	168	-25%	4,233	-1%
Sweden	422	154%	2,789	6%	531	-29%	278	-16%	107	108%	12	-6%	1	53%	4,140	5%
Thailand	172	29%	1,718	14%	305	45%	230	29%	315	-5%	45	162%	35	-7%	2,821	17%
Denmark	133	40%	1,536	-6%	602	-13%	291	-12%	170	-32%	33	-9%	4	-11%	2,770	-9%
United Arab Emirates	24	-49%	1,545	-15%	260	-22%	189	1%	218	52%	84	27%	33	446%	2,353	-10%
Finland	24	DNE	1,106	22%	362	-27%	255	28%	111	-2%	17	747%	1	47%	1,875	10%
Korea, R	183	-38%	548	-13%	678	30%	133	7%	253	29%	46	1%	4	-52%	1,844	1%
Taiwan Province	24	-44%	1,129	1%	226	-18%	100	-8%	177	-7%	99	89%	44	-39%	1,798	-3%
Belgium	108	396%	1,232	76%	217	-30%	81	-3%	79	-23%	14	-4%	1	-61%	1,732	40%
Other	590	8%	9,416	26%	2,116	33%	815	-12%	1,113	9%	200	28%	75	-9%	14,325	21%
Total	26,477	67%	220,999	2%	48,516	13%	16,209	-3%	20,432	18%	5,672	56%	2,171	-1%	340,476	8%

Bottled exports by colour/wine style

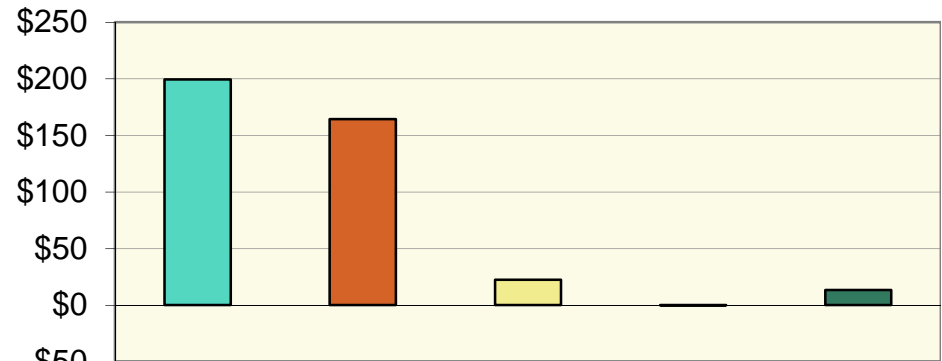
Value

MAT March 2017

Value (A\$ million)



Change in value (A\$ million)



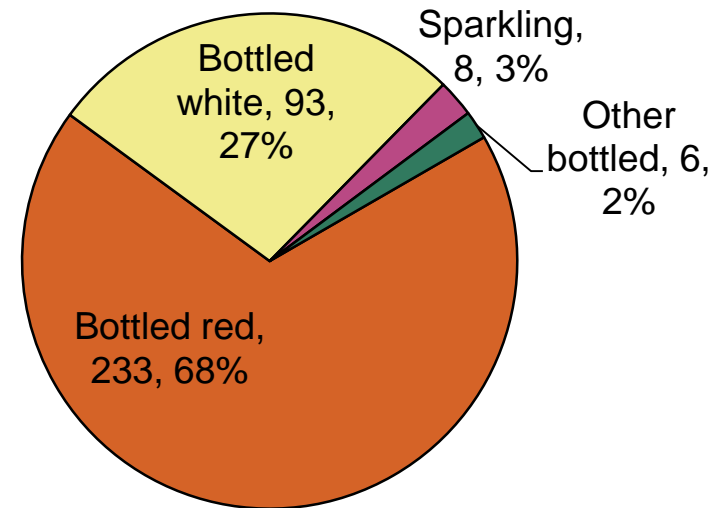
	Total bottled	Bottled red	Bottled white	Sparkling	Other bottled
% change	12.0%	13.1%	6.4%	-0.2%	82.1%
Vol change	199.4	164.3	22.1	-0.1	13.1

Bottled exports by colour/wine style

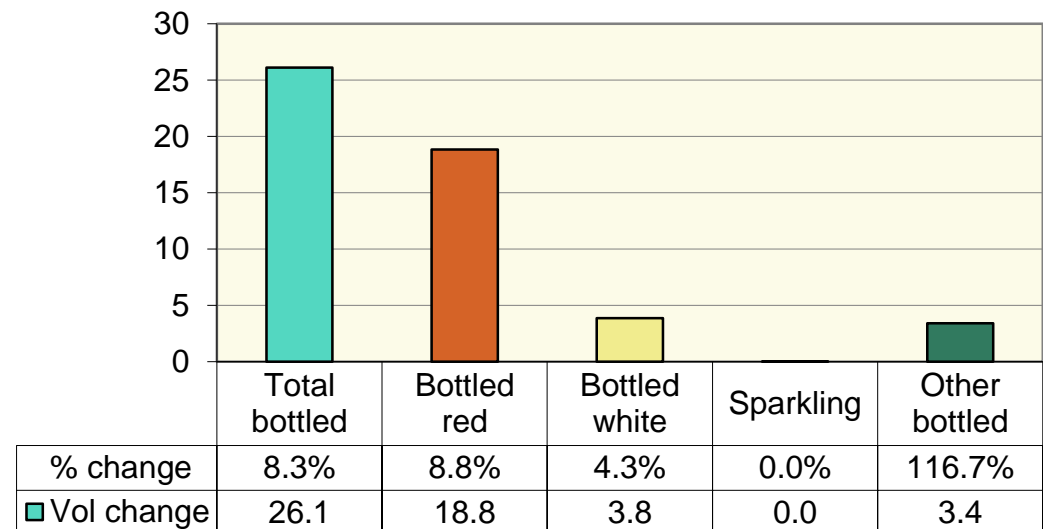
Volume

MAT March 2017

Volume (million litres)



Change in volume (million litres)

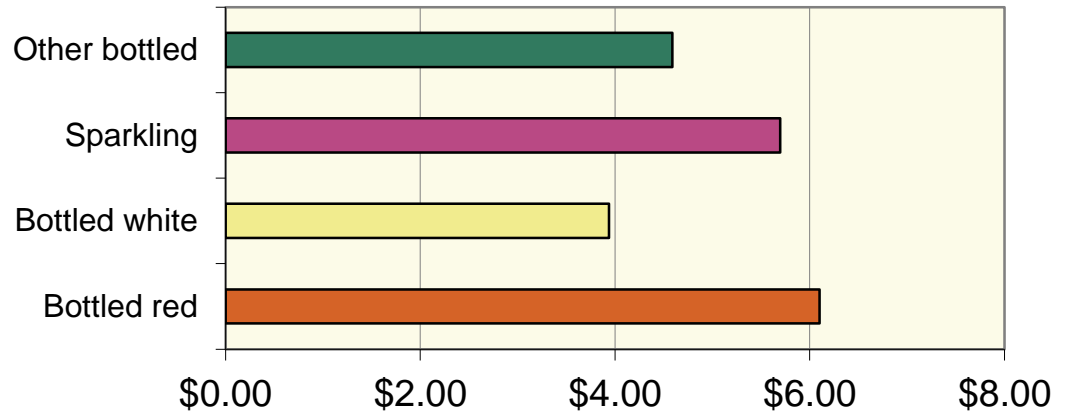


Bottled exports by colour/wine style

Average value

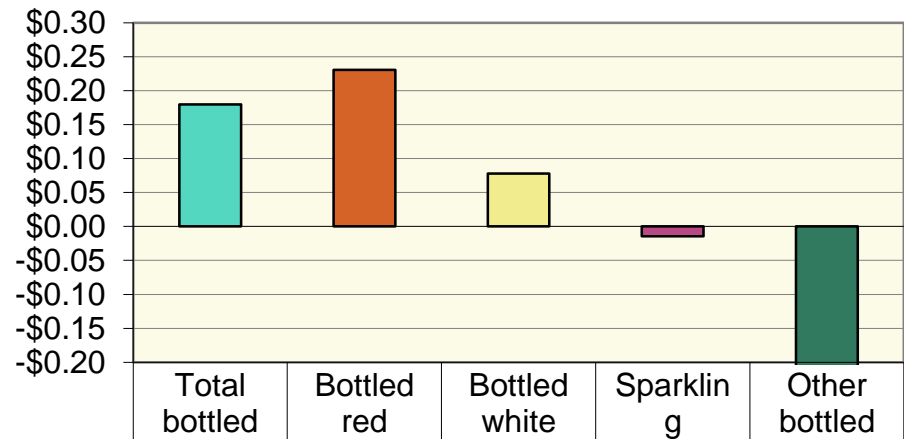
MAT March 2017

Average value (A\$ per litre)



	Bottled red	Bottled white	Sparkling	Other bottled
2017	\$6.10	\$3.94	\$5.70	\$4.59

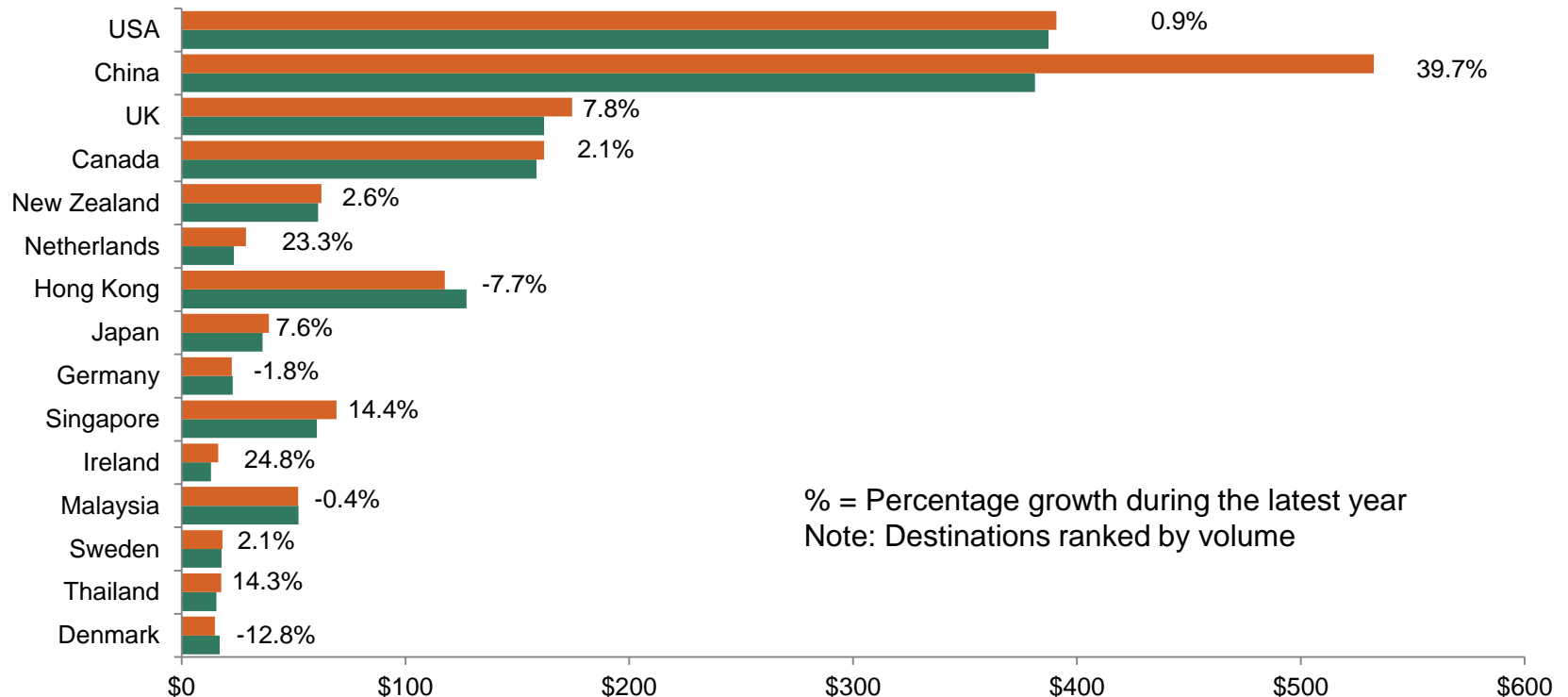
Change in average value (A\$ per litre)



	Total bottled	Bottled red	Bottled white	Sparkling	Other bottled
% change	3.4%	3.9%	2.0%	-0.3%	-16.0%
Av. Val change	\$0.18	\$0.23	\$0.08	-\$0.01	-\$0.87

Bottled exports by top 15 destinations

Value (million A\$) for MAT March 2017

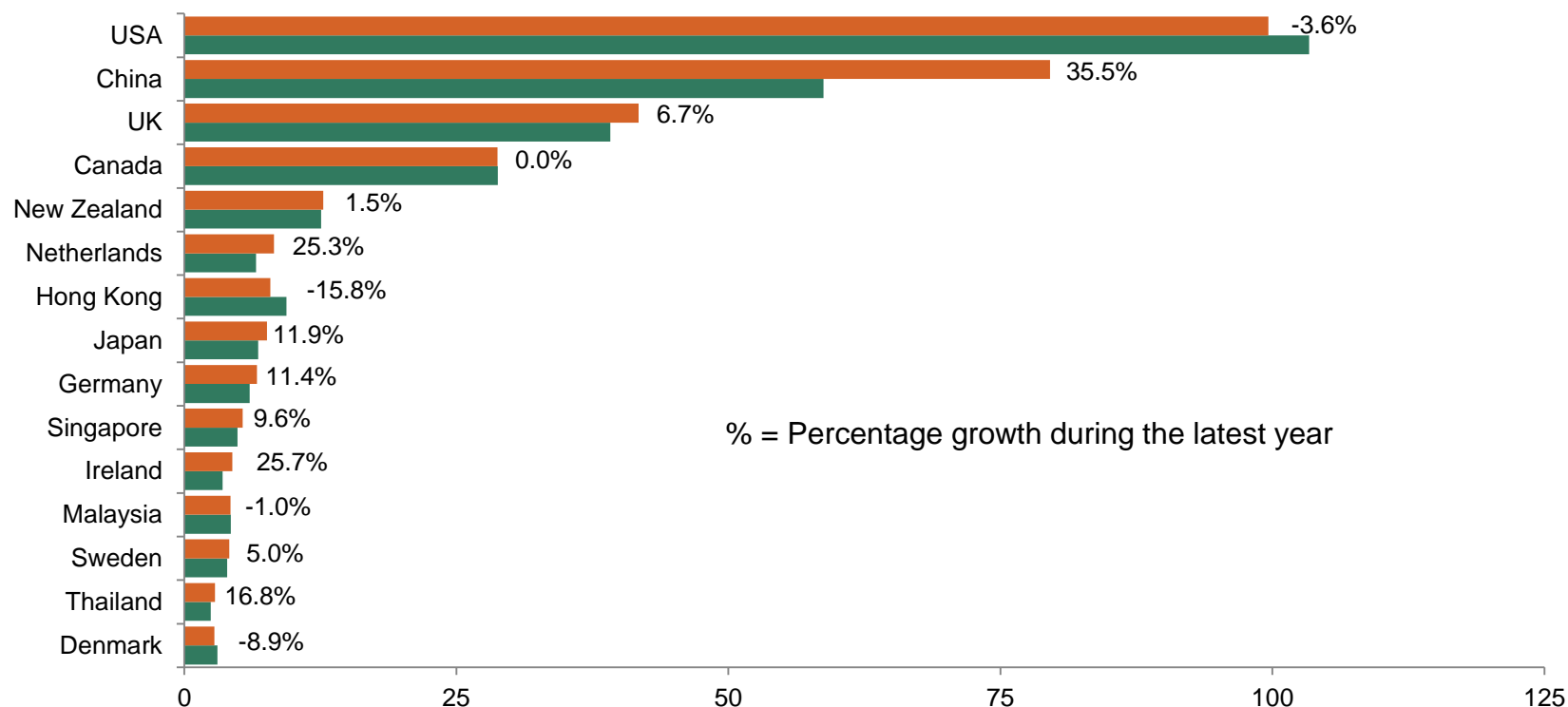


% = Percentage growth during the latest year
Note: Destinations ranked by volume

	Denmark	Thailand	Sweden	Malaysia	Ireland	Singapore	Germany	Japan	Hong Kong	Netherlands	New Zealand	Canada	UK	China	USA
2017	14.8	17.8	18.2	52.0	16.4	69.1	22.4	38.9	117.5	28.8	62.5	161.9	174.5	532.6	390.8
2016	17.0	15.5	17.9	52.2	13.1	60.4	22.8	36.2	127.3	23.3	60.9	158.6	161.9	381.3	387.3

Bottled exports by top 15 destinations

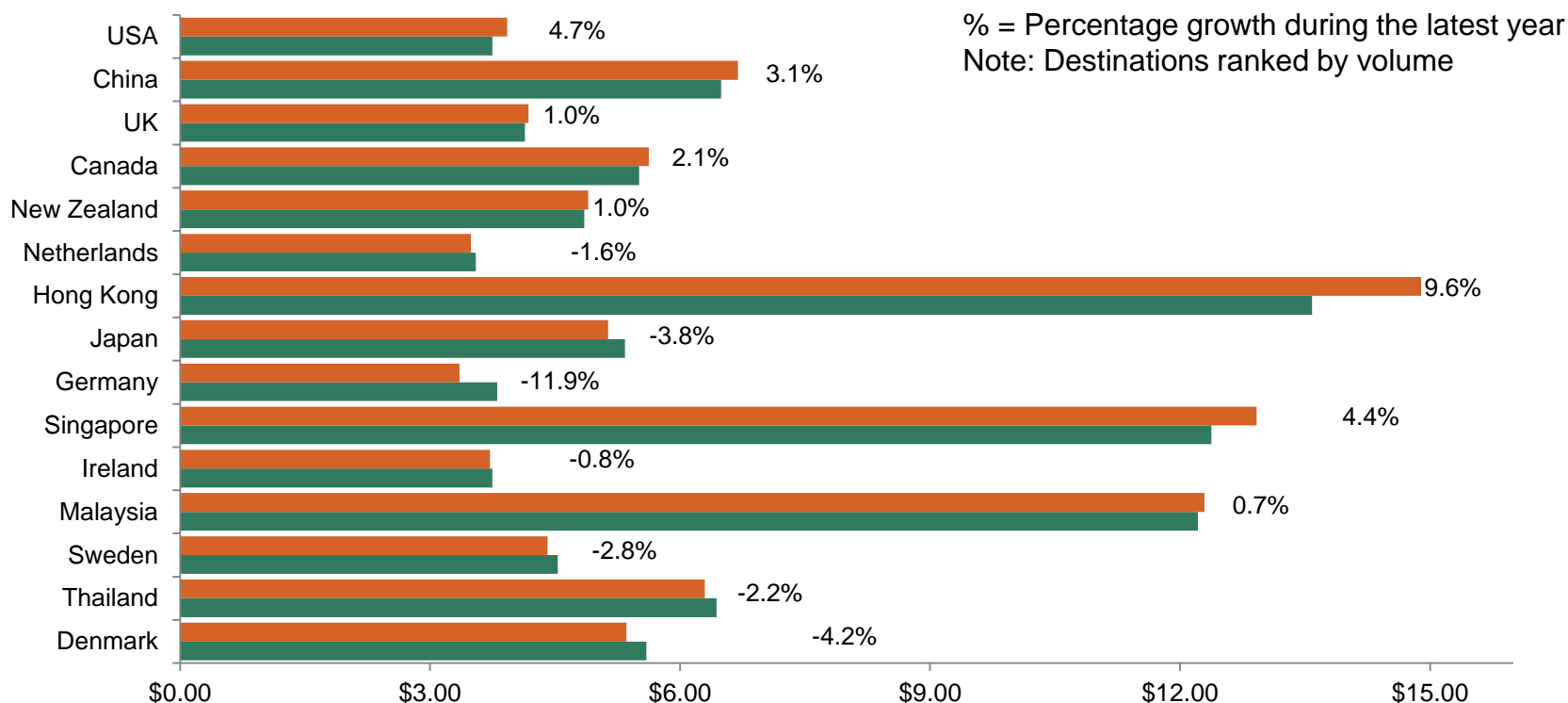
Volume (million litres) for MAT March 2017



	Denmark	Thailand	Sweden	Malaysia	Ireland	Singapore	Germany	Japan	Hong Kong	Netherlands	New Zealand	Canada	UK	China	USA
2017	2.8	2.8	4.1	4.2	4.4	5.4	6.7	7.6	7.9	8.2	12.8	28.8	41.7	79.5	99.6
2016	3.0	2.4	3.9	4.3	3.5	4.9	6.0	6.8	9.4	6.6	12.6	28.8	39.1	58.7	103.4

Bottled exports by top 15 destinations

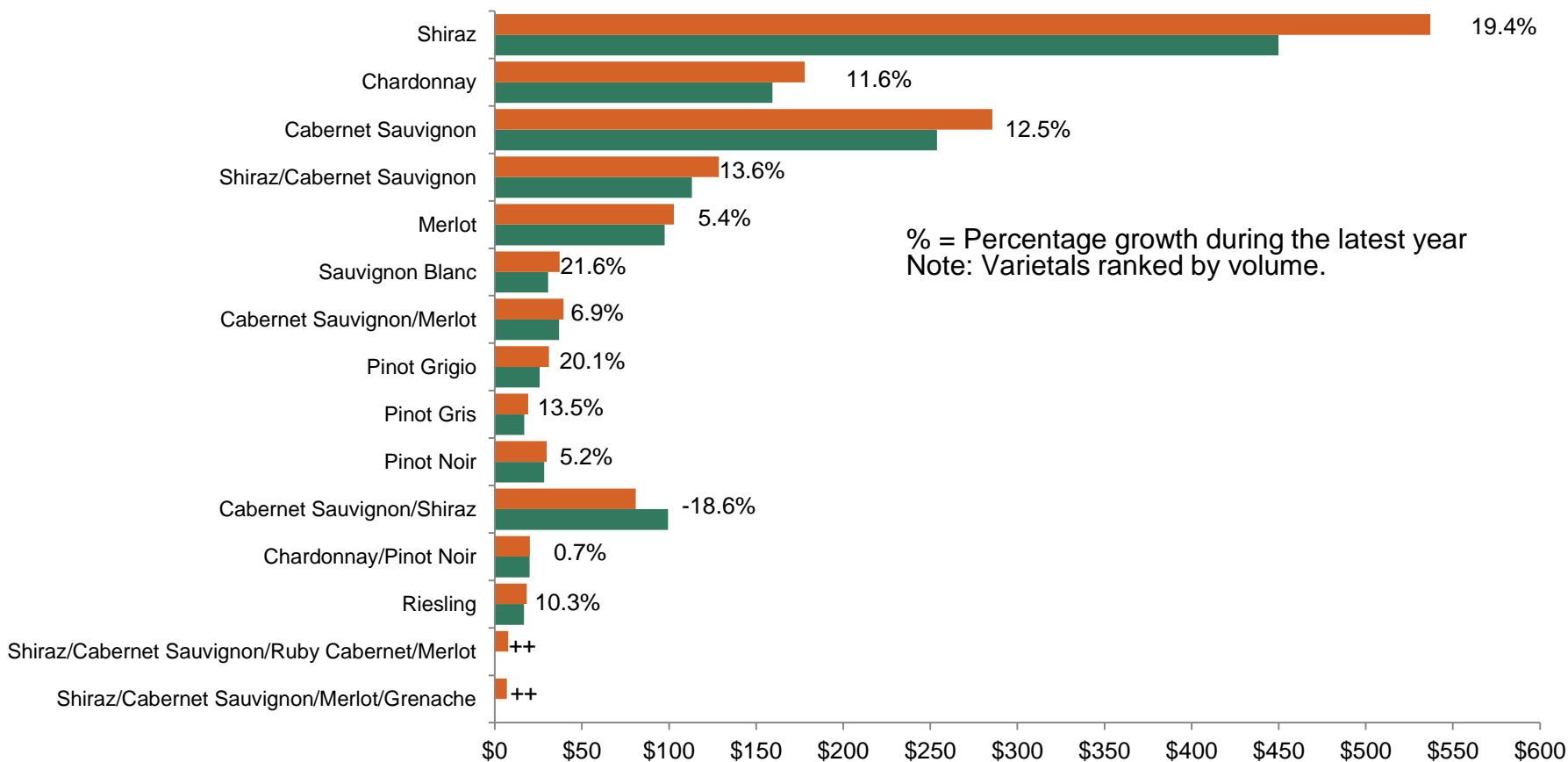
Average value (A\$ per litre) for MAT March 2017



	Denmark	Thailand	Sweden	Malaysia	Ireland	Singapore	Germany	Japan	Hong Kong	Netherlands	New Zealand	Canada	UK	China	USA
2017	\$5.36	\$6.30	\$4.41	\$12.29	\$3.72	\$12.92	\$3.35	\$5.13	\$14.89	\$3.49	\$4.90	\$5.62	\$4.18	\$6.70	\$3.92
2016	\$5.59	\$6.44	\$4.53	\$12.21	\$3.75	\$12.38	\$3.81	\$5.34	\$13.58	\$3.55	\$4.85	\$5.51	\$4.14	\$6.49	\$3.75

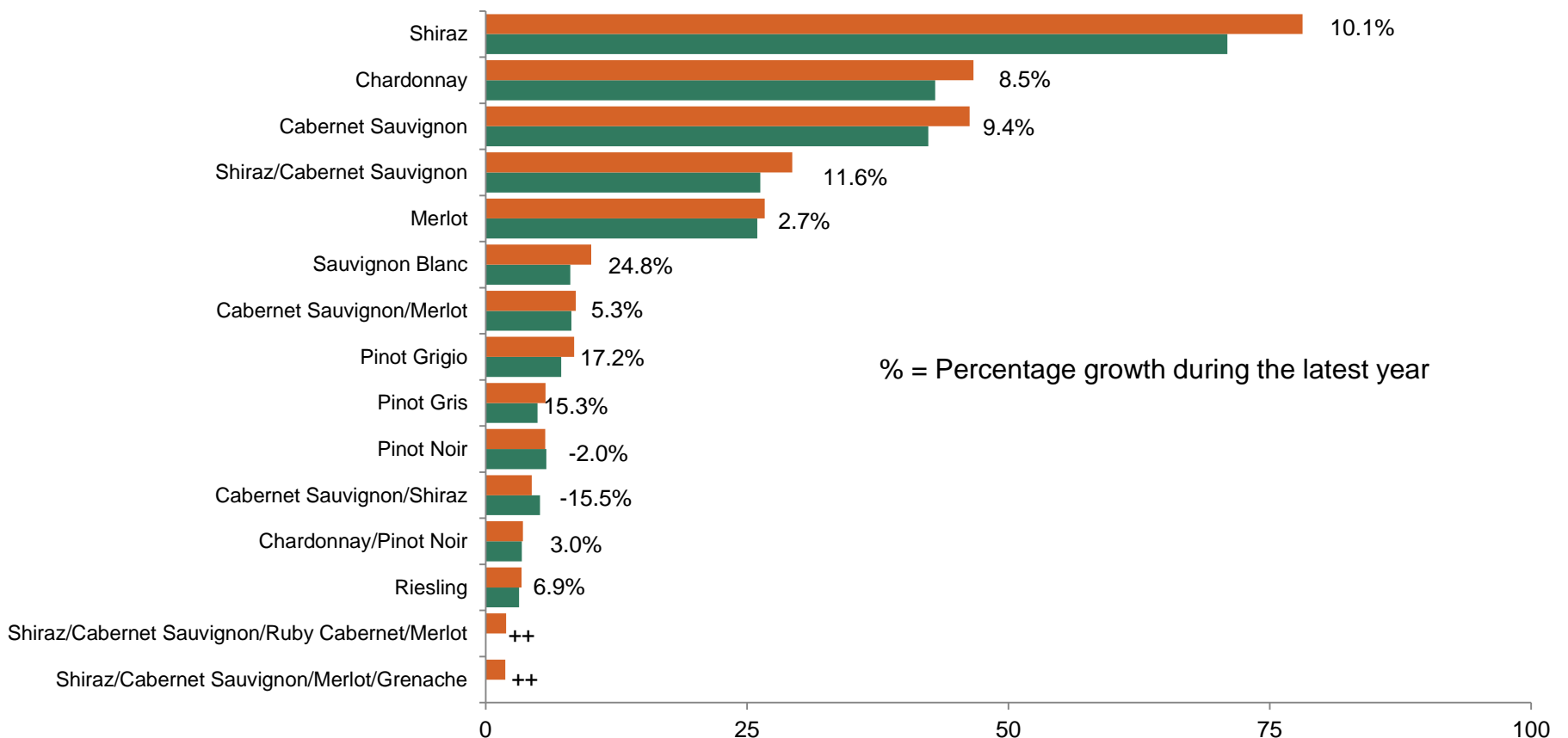
Bottled exports by top 15 varietal label claims

Value (million A\$) for MAT March 2017



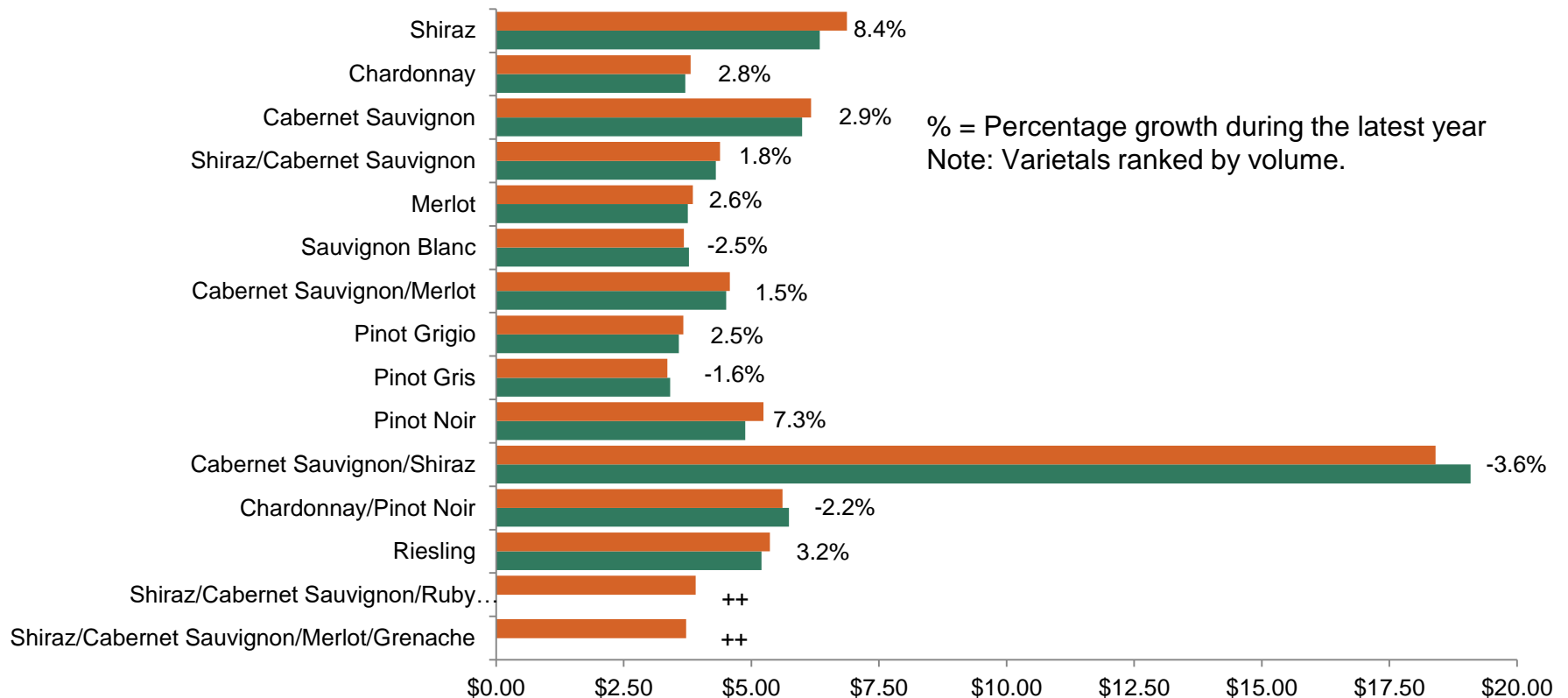
Bottled exports by top 15 varietal label claims

Volume (million litres) for MAT March 2017



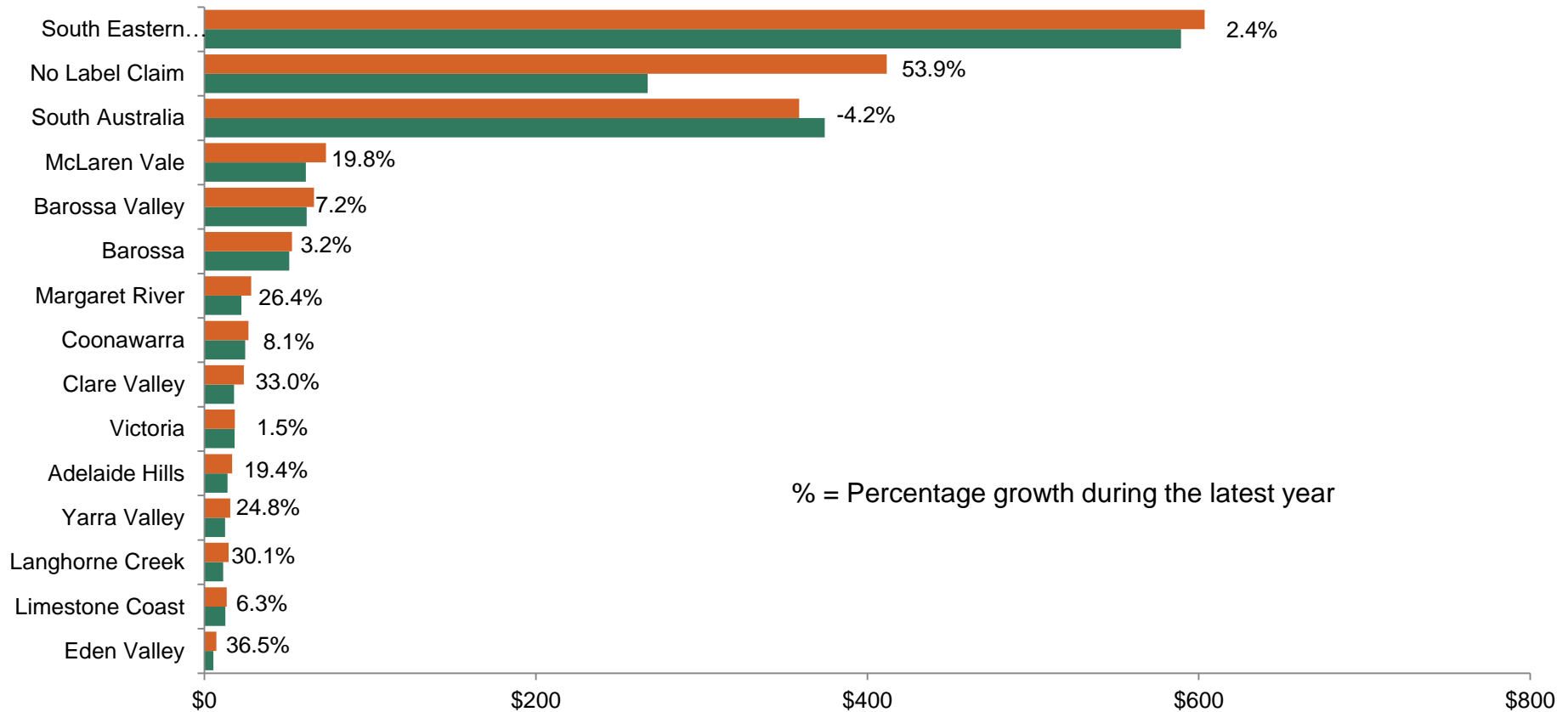
Bottled exports by top 15 varietal label claims

Average Value (A\$ per litre) for MAT March 2017



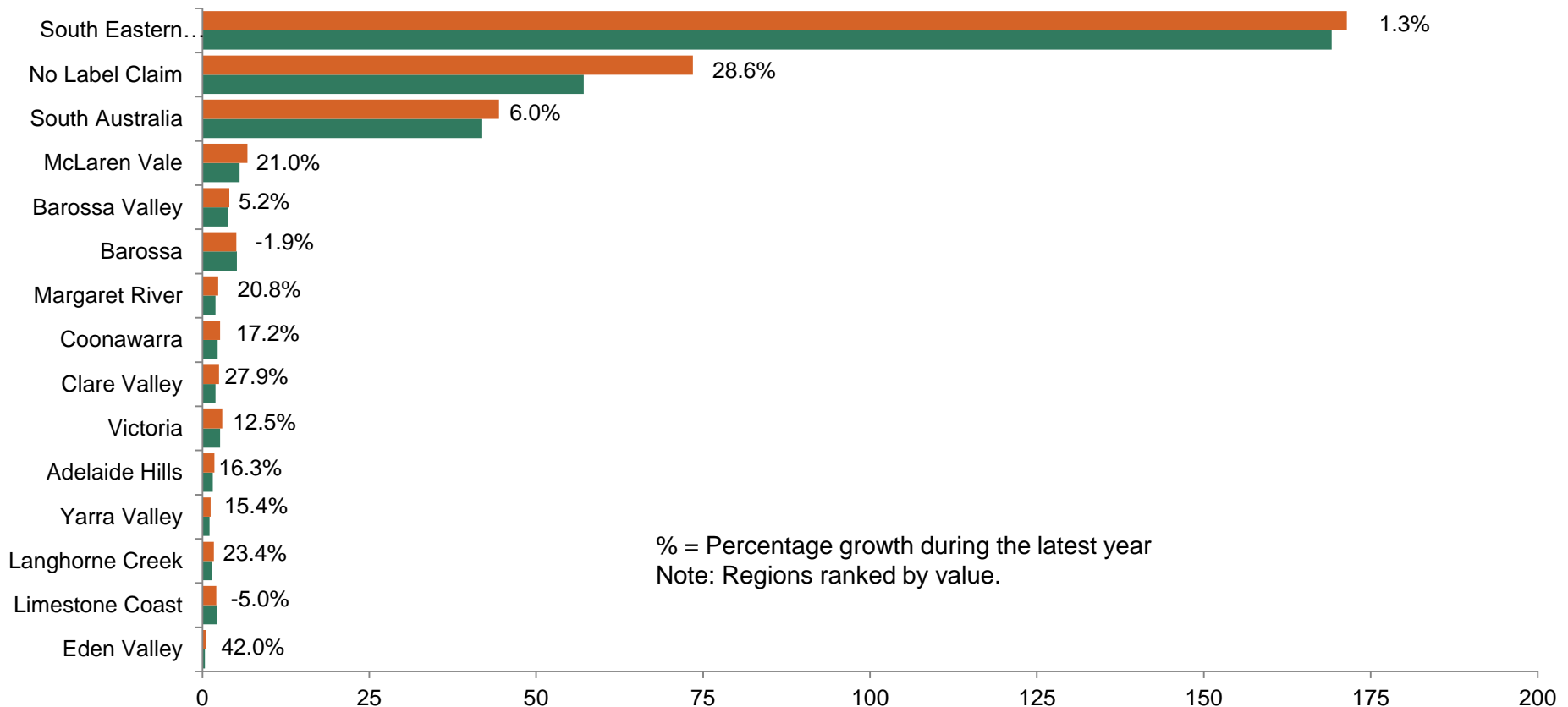
Bottled exports by top 15 GI region label claims

Value (million A\$) for MAT March 2017



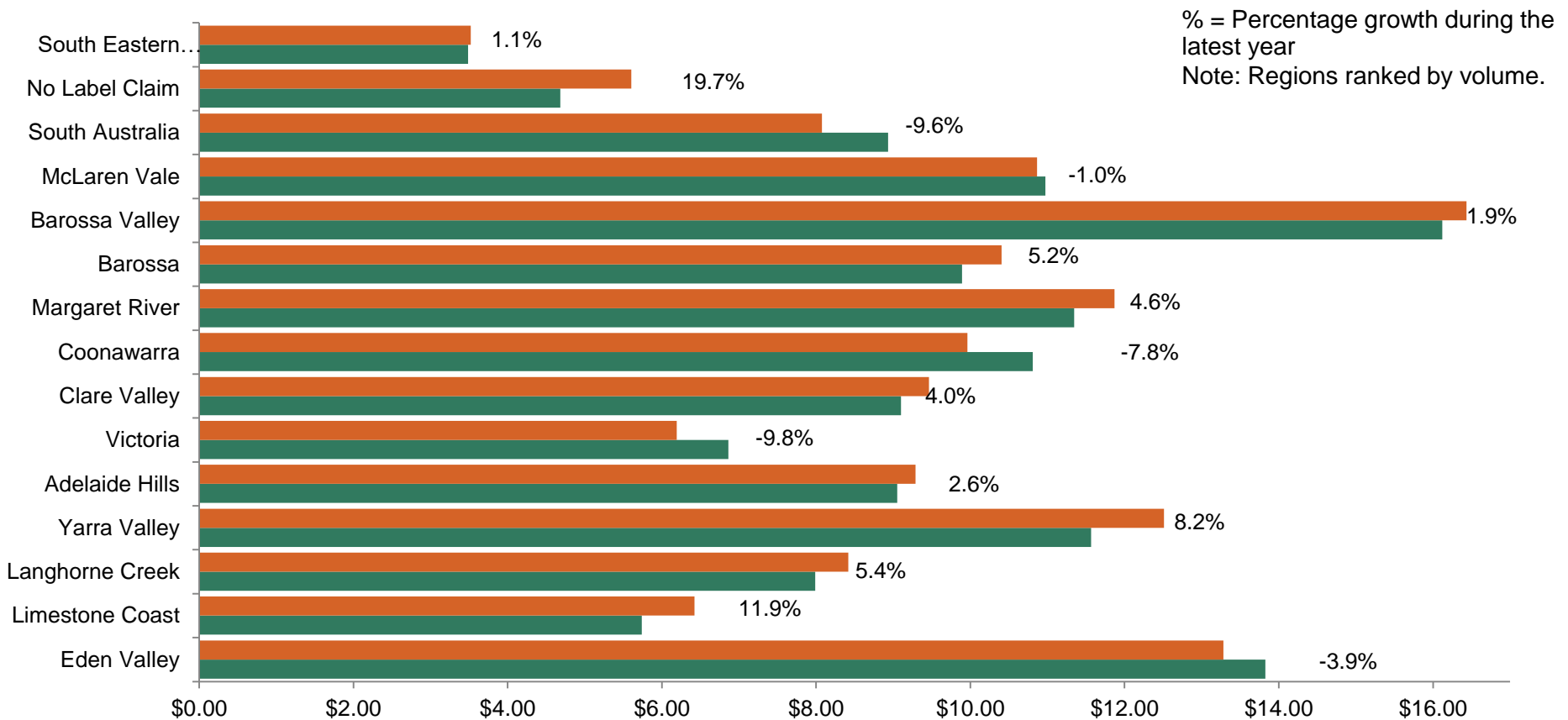
Bottled exports by top 15 GI region label claims

Volume (million litres) for MAT March 2017



Bottled exports by top 15 GI region label claims

Average Value (A\$ per litre) for MAT March 2017

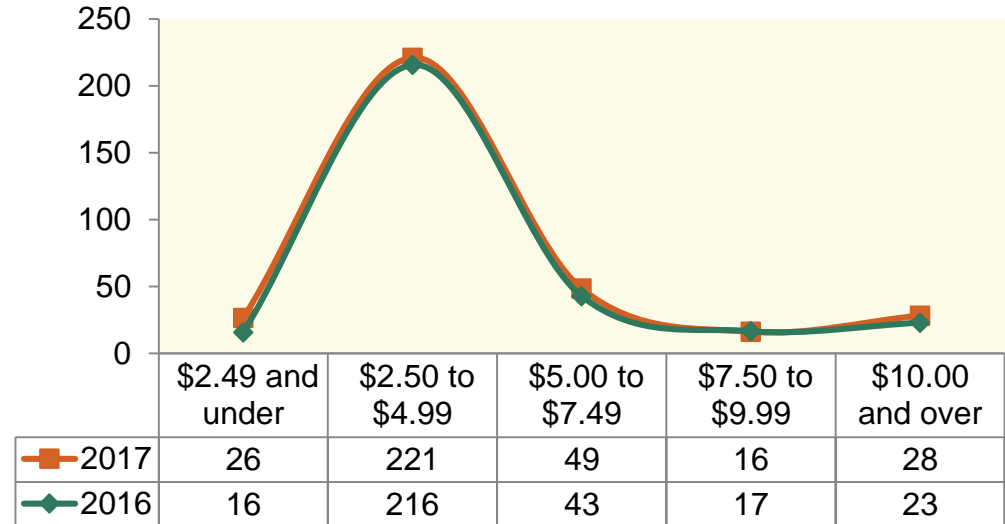


Bottled exports by price point

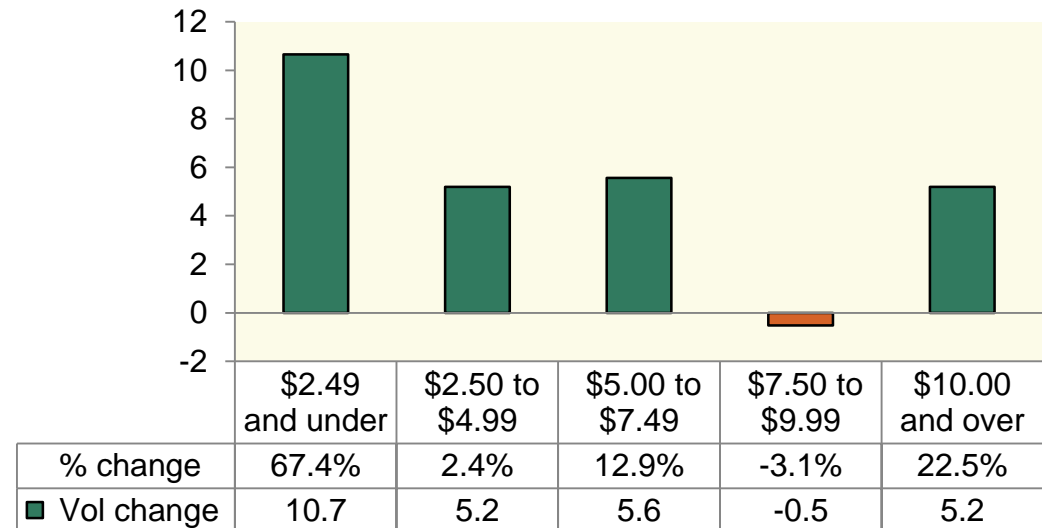
Volume

MAT March 2017

Volume (million litres)



Change in volume (million litres)



Bulk wine exports report

Bulk exports by price point and destination	32
Bulk exports by colour/wine style	34
Bulk exports by top 15 destinations	37
Bulk exports by price point	40

Bulk wine exports by price point and destination

Value ('000 A\$) for MAT March 2017

	\$0.50 and under		\$0.50 to \$1.00		\$1.00 to \$1.50		\$1.50 to \$2.00		\$2.00 to \$2.50		\$2.50 and above		Total	
	MAT March 2017 (’000 AUD)	Change %	MAT March 2017 (’000 AUD)	Change %	MAT March 2017 (’000 AUD)	Change %	MAT March 2017 (’000 AUD)	Change %	MAT March 2017 (’000 AUD)	Change %	MAT March 2017 (’000 AUD)	Change %	MAT March 2017 (’000 AUD)	Change %
UK	395	-29%	93,433	-8%	41,505	-27%	18,825	12%	8,417	-58%	5,031	-67%	167,606	-20%
USA	-	-100%	35,835	44%	32,588	35%	5,216	1265%	1,342	-2%	3,383	-3%	78,365	44%
China	-	-100%	16,338	170%	5,622	90%	2,175	458%	4,292	163%	5,581	76%	34,008	139%
Canada	-	na	20,968	-2%	8,659	31%	180	200%	10	25%	236	175%	30,054	7%
Germany	-	na	17,950	-7%	6,252	71%	738	-50%	207	-6%	-	-100%	25,148	1%
Italy	12	na	309	-46%	15,347	4%	353	47%	-	-100%	-	na	16,021	3%
New Zealand	-	na	6,638	2%	4,891	30%	474	-43%	165	na	604	26%	12,772	11%
Denmark	-	na	6,097	20%	407	60%	939	-31%	316	-12%	362	101%	8,120	12%
Netherlands	19	na	4,413	-11%	2,278	5%	37	-1%	-	na	24	na	6,771	-6%
Belgium	-	na	4,452	17%	1,789	-4%	182	-55%	-	na	-	na	6,423	5%
Finland	-	na	2,333	3%	2,296	-14%	228	59%	-	-100%	501	-17%	5,358	-7%
Sweden	-	-100%	425	-34%	603	-13%	1,228	352%	1,478	110%	317	88%	4,051	62%
France	-	na	2,728	-7%	900	378%	201	20%	-	na	181	36%	4,010	17%
Japan	-	na	1,366	-32%	439	-33%	413	-22%	512	256%	571	1042%	3,301	-3%
United Arab Emirates	-	na	-	na	-	na	-	na	-	na	1,213	na	1,213	na
Switzerland	-	na	481	-10%	266	-13%	74	na	96	-50%	65	-50%	983	-15%
Norway	-	na	362	-54%	558	333%	-	na	-	na	-	na	920	0%
Spain	-	na	266	329%	437	80%	-	na	-	na	-	na	703	131%
Other	-	-100%	1,055	70%	844	16%	283	44%	-	na	384	173%	2,566	22%
Total	426	-69%	215,451	6%	125,683	3%	31,545	36%	16,836	-31%	18,453	-24%	408,393	2%

Bulk wine exports by price point and destination

Volume ('000 litres) for MAT March 2017

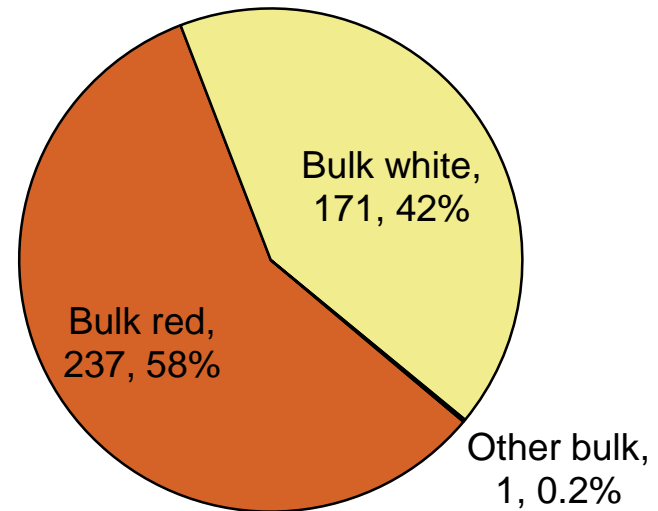
	\$0.50 and under		\$0.50 to \$1.00		\$1.00 to \$1.50		\$1.50 to \$2.00		\$2.00 to \$2.50		\$2.50 and above		Total	
	MAT March 2017 ('000 Litres)	Change %	MAT March 2017 ('000 Litres)	Change %	MAT March 2017 ('000 Litres)	Change %	MAT March 2017 ('000 Litres)	Change %	MAT March 2017 ('000 Litres)	Change %	MAT March 2017 ('000 Litres)	Change %	MAT March 2017 ('000 Litres)	Change %
UK	910	-25%	128,262	-1%	36,943	-25%	10,828	17%	3,829	-57%	1,658	-71%	182,430	-11%
USA	-	-100%	43,418	32%	27,355	27%	3,013	1250%	563	-2%	905	-11%	75,255	32%
Canada	-	na	24,940	-5%	8,212	28%	112	180%	5	25%	48	92%	33,317	2%
Germany	-	na	22,552	-15%	5,687	73%	408	-50%	96	0%	-	-100%	28,743	-6%
China	-	-100%	19,109	135%	4,680	87%	1,260	483%	1,872	169%	1,358	66%	28,279	127%
New Zealand	-	na	10,437	-1%	4,051	28%	288	-43%	72	na	174	37%	15,021	5%
Italy	119	na	309	-46%	13,412	5%	216	50%	-	-100%	-	na	14,056	4%
Denmark	-	na	8,128	7%	335	40%	553	-30%	144	-14%	86	79%	9,247	5%
Netherlands	48	na	5,434	-18%	2,059	5%	24	0%	-	na	3	na	7,568	-12%
Belgium	-	na	5,450	14%	1,635	-4%	103	-58%	-	na	-	na	7,189	7%
Finland	-	na	2,476	-6%	2,044	-15%	124	65%	-	-100%	130	-12%	4,773	-10%
France	-	na	3,318	-9%	807	382%	115	16%	-	na	46	28%	4,286	9%
Japan	-	na	1,536	-37%	412	-18%	237	-24%	256	256%	168	1580%	2,610	-22%
Sweden	-	-100%	454	-35%	512	-18%	695	315%	720	114%	70	65%	2,451	28%
Switzerland	-	na	600	-13%	216	-10%	48	na	48	-50%	24	-50%	936	-13%
Norway	-	na	384	-54%	503	427%	-	na	-	na	-	na	887	-5%
Spain	-	na	336	366%	384	78%	-	na	-	na	-	na	720	150%
Thailand	-	na	311	62%	288	20%	-	na	-	na	-	na	599	39%
Other	-	-100%	888	61%	364	8%	168	40%	-	na	273	1228%	1,693	-15%
Total	1,076	-66%	278,343	5%	109,900	2%	18,192	39%	7,605	-31%	4,944	-39%	420,060	3%

Bulk exports by colour/wine style

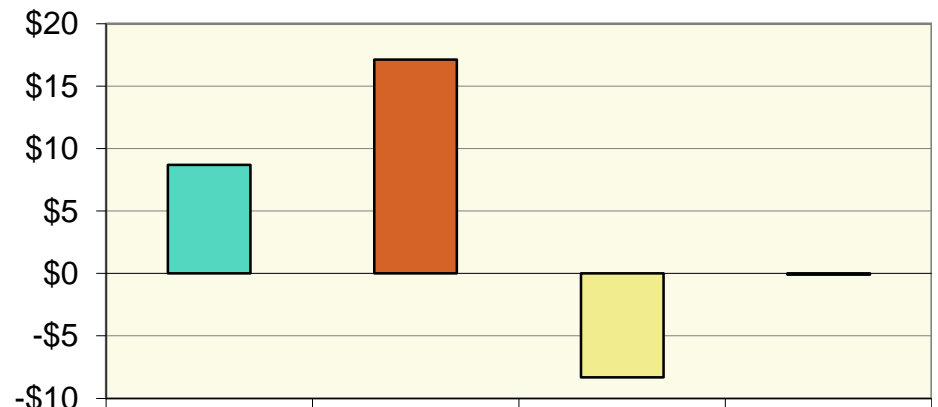
Value

MAT March 2017

Value (A\$ million)



Change in Value (A\$ million)



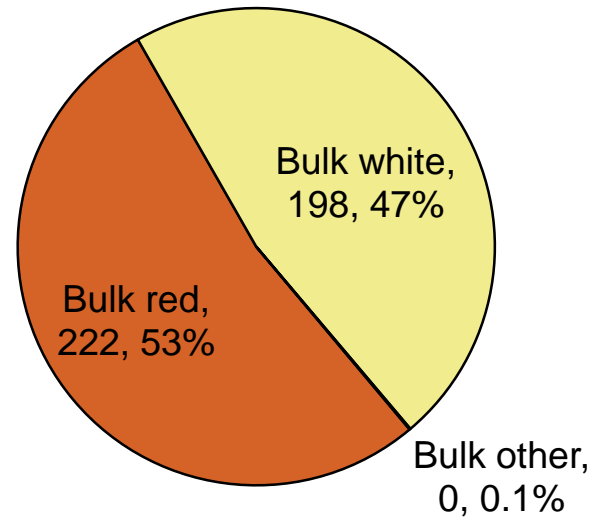
	Total Bulk	Bulk red	Bulk white	Other bulk
% change	2.2%	7.8%	-4.7%	-12.0%
■ Val change	8.7	17.1	-8.3	-0.1

Bulk exports by colour/wine style

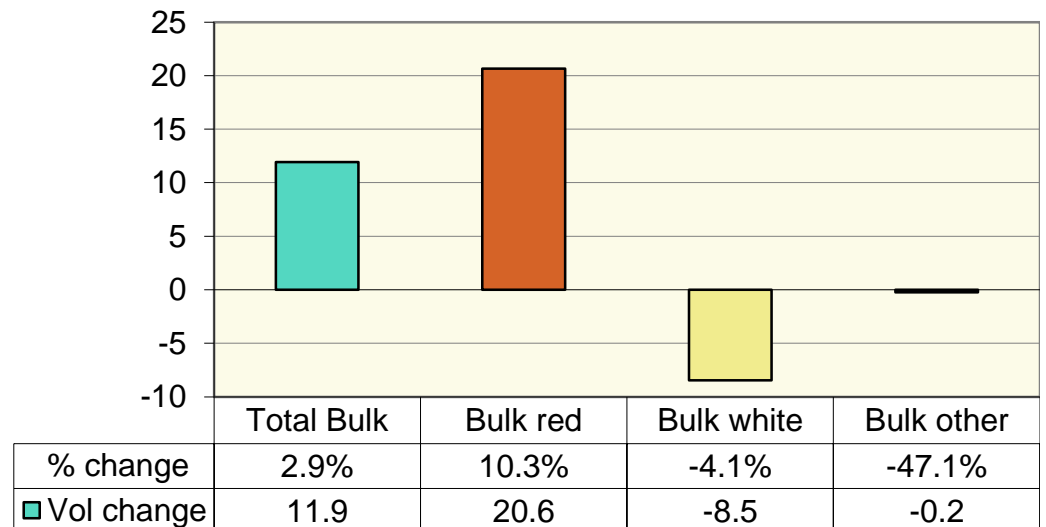
Volume

MAT March 2017

Volume (million litres)



Change in Volume (million litres)

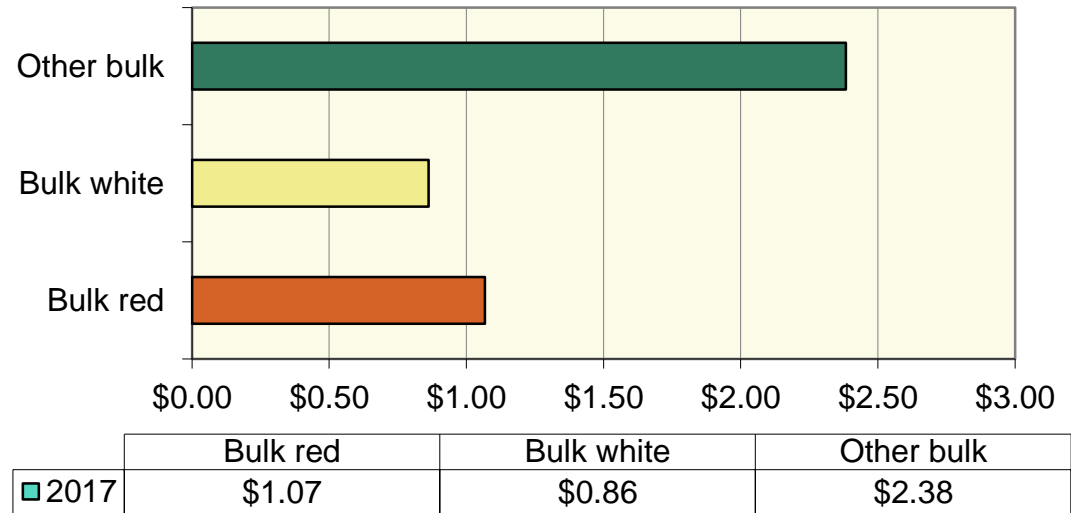


Bulk exports by colour/wine style

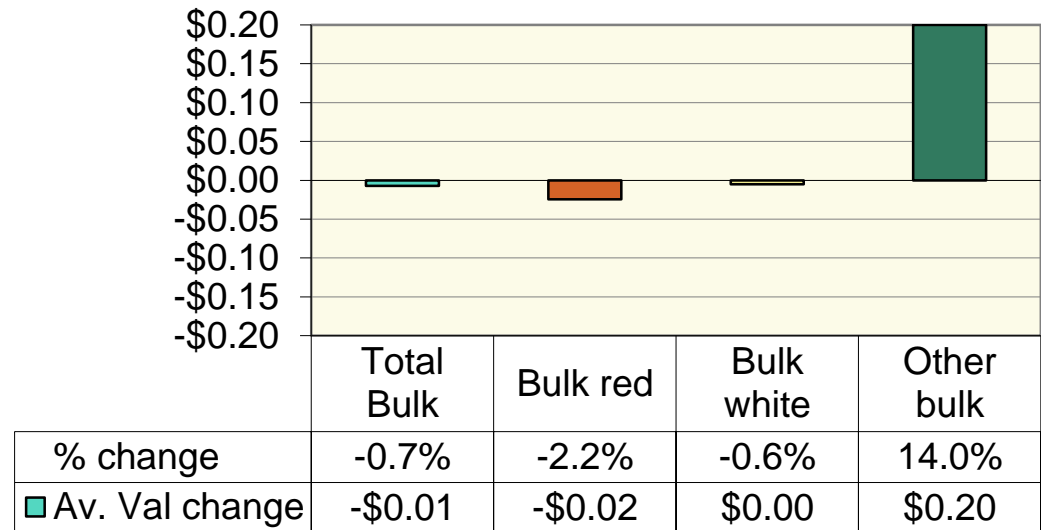
Average value

MAT March 2017

Average value (A\$ per litre)

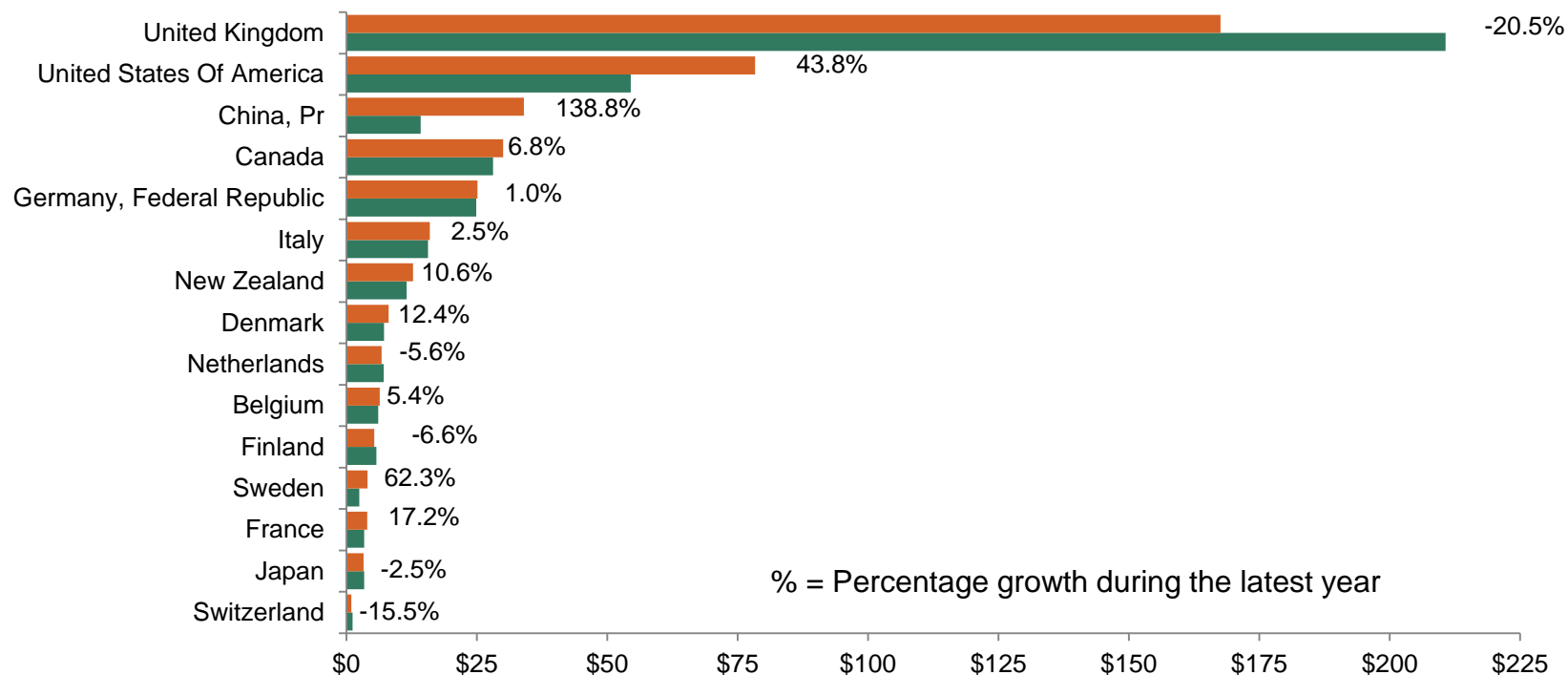


Change in average value (A\$ per litre)



Bulk exports by top 15 destinations

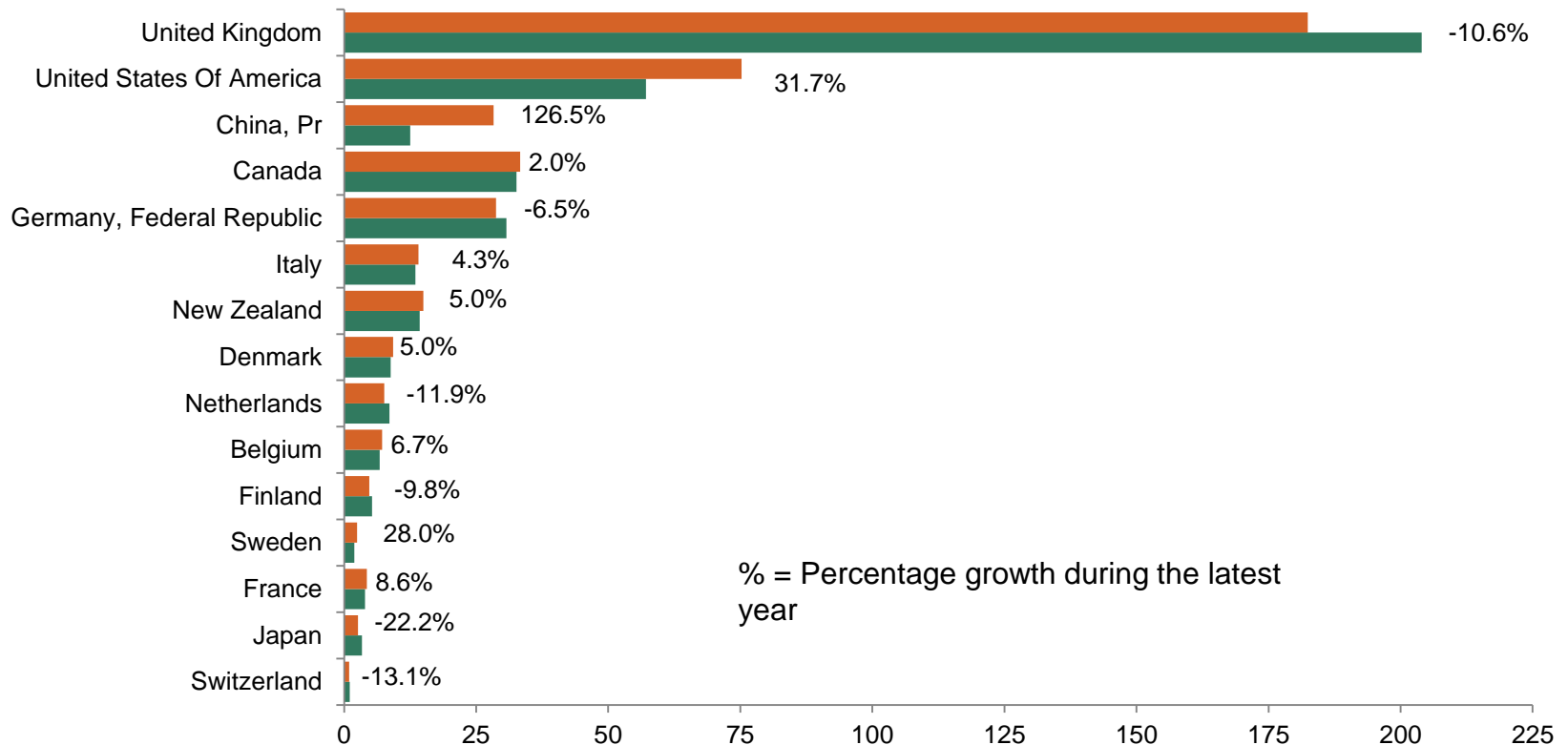
Value (million A\$) for MAT March 2017



	Switzerland	Japan	France	Sweden	Finland	Belgium	Netherlands	Denmark	New Zealand	Italy	Germany, Federal Republic	Canada	China, Pr	United States Of America	United Kingdom
2017	1.0	3.3	4.0	4.1	5.4	6.4	6.8	8.1	12.8	16.0	25.1	30.1	34.0	78.4	167.6
2016	1.2	3.4	3.4	2.5	5.7	6.1	7.2	7.2	11.6	15.6	24.9	28.1	14.2	54.5	210.7

Bulk exports by top 15 destinations

Volume (million litres) for MAT March 2017

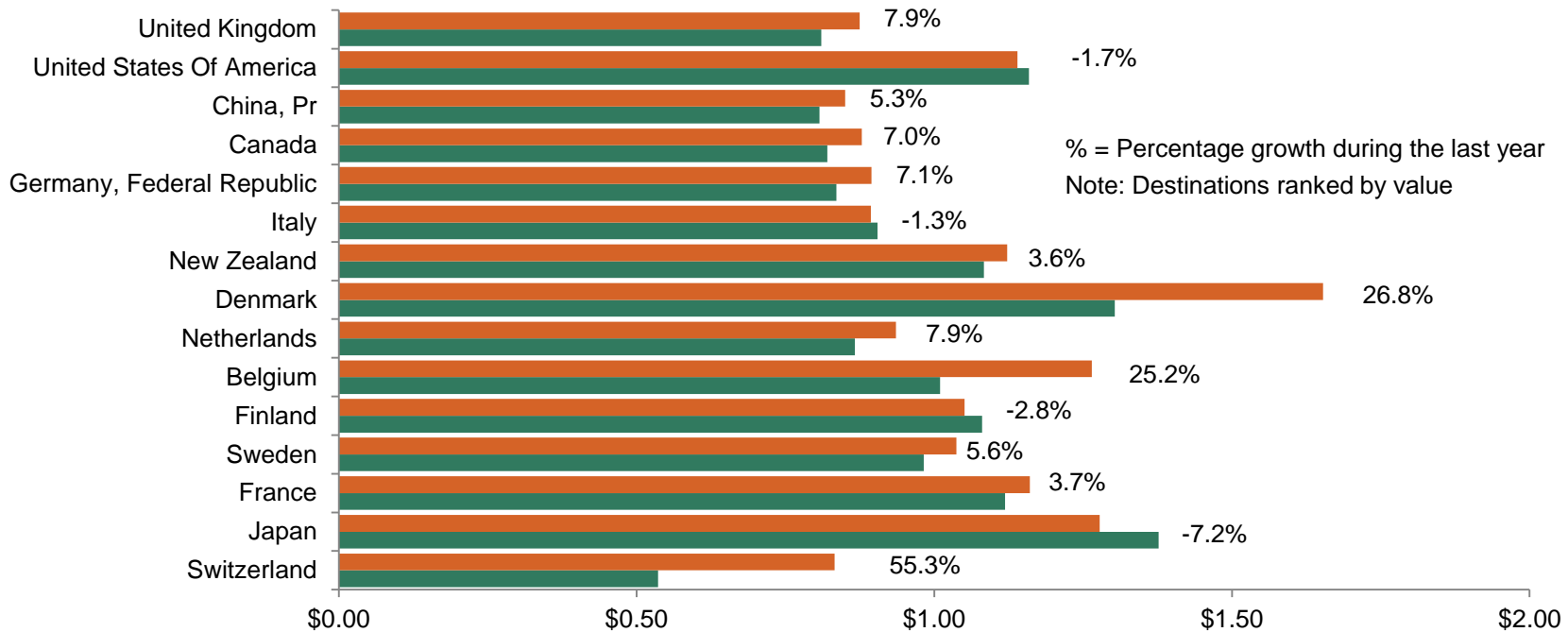


% = Percentage growth during the latest year

	Switzerland	Japan	France	Sweden	Finland	Belgium	Netherlands	Denmark	New Zealand	Italy	Germany, Federal Republic	Canada	China, Pr	United States Of America	United Kingdom
2017	0.9	2.6	4.3	2.5	4.8	7.2	7.6	9.2	15.0	14.1	28.7	33.3	28.3	75.3	182.4
2016	1.1	3.4	3.9	1.9	5.3	6.7	8.6	8.8	14.3	13.5	30.7	32.7	12.5	57.1	204.0

Bulk exports by top 15 destinations

Average Value (A\$ per litre) for MAT March 2017



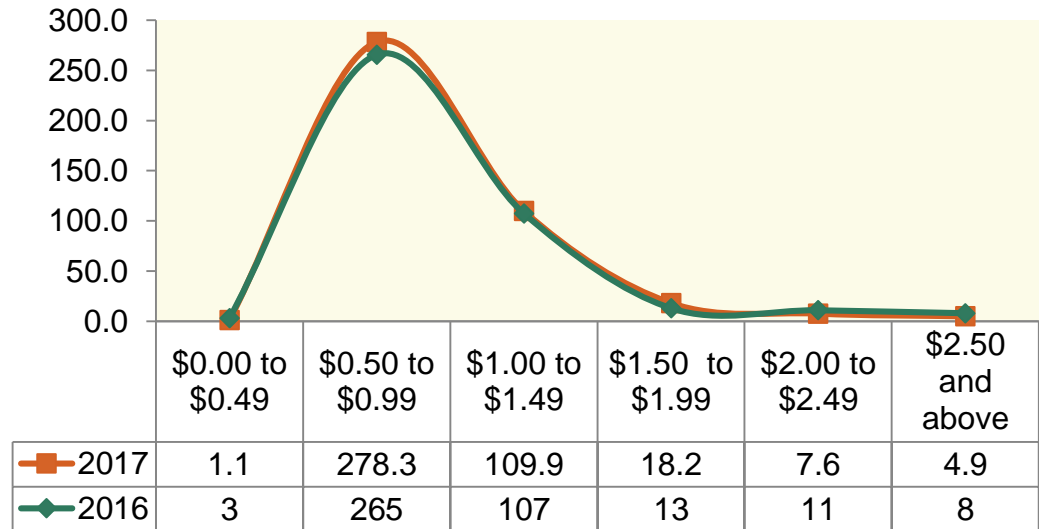
	Switzerland	Japan	France	Sweden	Finland	Belgium	Netherlands	Denmark	New Zealand	Italy	Germany, Federal Republic	Canada	China, Pr	United States Of America	United Kingdom
2017	\$0.83	\$1.28	\$1.16	\$1.04	\$1.05	\$1.26	\$0.94	\$1.65	\$1.12	\$0.89	\$0.89	\$0.88	\$0.85	\$1.14	\$0.87
2016	\$0.54	\$1.38	\$1.12	\$0.98	\$1.08	\$1.01	\$0.87	\$1.30	\$1.08	\$0.90	\$0.84	\$0.82	\$0.81	\$1.16	\$0.81

Bulk exports by price point

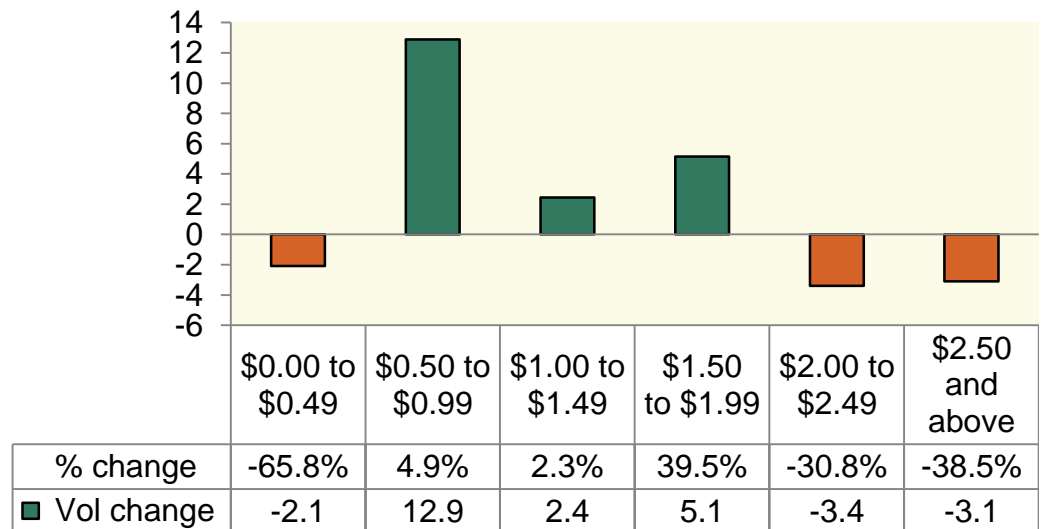
Volume

MAT March 2017

Volume (million litres)



Change in Volume (million litres)



Notes & Definitions

- **Export Approvals:** Wine approved by the AGWA for export on specified dates. Exports reported in this document refer to the date wine is shipped and not the date of approval. Note that the A\$ FOB value of wine reported in this document may differ from export values reported by the Australian Bureau of Statistics (ABS). The divergence between the two values derives from differences between the AGWA and ABS in the method of converting the value of exports denominated in foreign currency to A\$. In the case of Australia, the exporter makes the conversion when submitting wine for export approval while the ABS converts the value on the day of shipment, at the daily conversion rate. With the AGWA method, it is expected that some of the conversions will occur at hedged rates while this does not occur with the ABS method. When the Australian exchange rate is moving significantly the alternative methods will result in diverging valuations. Volumes reported by the AGWA and ABS differ only marginally due to the “approval” versus “shipment” basis of reporting as well as marginal differences in scope and definition.
- **MAT:** Moving Annual Total - refers to the twelve months ending with the nominated month.
- **% Change :** Is calculated as the percentage change in the MAT for the immediate past 13 months compared to the preceding 13 months.
- **Formula:** $\% \text{ Change} = ((\text{current MAT} - \text{preceding MAT}) / \text{preceding MAT}) \times 100$
- **A\$:** Australian dollars
- **FOB:** ‘Free on board’ value of the wine, where the point of valuation is where goods are placed on board the international carrier, at the border of the exporting country. The FOB value includes production and other costs up until placement on the international carrier but excludes international insurance and transport costs.
- **Country:** In most instances, this indicates where the wine is consumed. In some instances, it may be the country at which the wine is off-loaded for bottling and/or trans-shipment to the country of final consumption.

Notes & Definitions (continued)

- **Still wine:** Still wine in bottles, casks, flagons or bulk containers.
- **Bulk:** Wine shipped for repackaging elsewhere. This may involve containers with a capacity of 20 litres or more but will most often mean large shipping containers of size ranging between 10 000 and 24 000 litres.
- **Cask or Soft packs:** Plastic containers within cardboard outers usually carrying between 2 and 20 litres.
- **Flavons:** Glass containers holding 2 litres or more.
- **Bottles:** Glass containers holding less than 2 litres.
- **Alternative Packaging:** Includes: Flagon, Tetra-pak, PET and Aluminium
- **Red Wine:** Amounts reported may or may not include both dry red wine and rose
- **White wine:** Amounts reported may or may not include both dry and sweet white wine
- **Fermented sparkling:** Sparkling wine in which the effervescence is produced naturally through secondary fermentation in the bottle.

Wine Australia providing insights on Australian Wine

Export Report