

October 15, 2024

California: Current Export Market Pricing (USD per liter)

Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
2023	Generic White	1.05 – 1.15	↔	2022	Generic Red	1.10 – 1.29	↔
2023	Chardonnay	1.40 – 1.80	↔	2022	Cabernet Sauvignon	1.29 – 1.49	↔
2023	Pinot Grigio	1.40 – 1.59	↔	2022	Merlot	1.19 – 1.39	↔
2023	Muscat	1.15 – 1.45	↔	2022	Pinot Noir	1.40 – 1.85	↔
2023	White Zinfandel	0.95 – 1.05	↔	2022	Syrah	1.19 – 1.39	↔
2023	Colombard	1.10 – 1.25	↔	2022	Ruby Cabernet	1.05 – 1.15	↔
				2022	Zinfandel	1.36 – 1.56	↔

Argentina: Current Market Pricing (USD per liter; FCA Winery)

Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
2024	Generic White (Basic)	0.35 – 0.45	↔	2024	Generic Red	0.50 – 0.60	↔
2024	Generic White (Standard)	0.45 – 0.55	↔	2024	Cabernet Sauvignon	1.10 – 1.30	↔
2024	Muscat	0.55 – 0.65	↔	2024	Merlot	0.90 – 1.10	↔
2024	Torrontes	0.70 – 0.80	↔	2024	Syrah	0.70 – 0.80	↔
2024	Sauvignon Blanc	0.95 – 1.05	↔	2024	Malbec Standard	0.85 – 0.95	↔
2024	Chardonnay	1.10 – 1.30	↔	2024	Malbec Premium	1.10 – 1.30	↔
2024	Bonarda	0.70 – 0.80	↔	2024	Malbec High End	1.50+	↔
2024	Tempranillo	0.70 – 0.80	↔				

White Grape Juice Concentrate (per metric ton in bulk): 1,500-1,600 (FCA Plant)

Chile: Current Market Pricing (Pricing in bulk; FOB Chilean Port)

Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
NV	Generic White	0.65 – 0.70	↑	NV	Generic Red	0.45 – 0.55	↑
2024	Chardonnay	0.85 – 0.95	↑	2024	Cabernet Sauvignon	0.50 – 0.60	↑
2024	Sauvignon Blanc	0.85 – 0.90	↑	2024	Carmenere	0.50 – 0.60	↔
2024	Sauvignon Blanc Cool Climate	1.20 – 1.60	↔	2024	Merlot	0.52 – 0.60	↑
2024	Pinot Grigio	0.90 – 1.05	↑	2024	Malbec	0.60 – 0.70	↔
2024	Pinot Noir	0.80 – 0.90	↔	2024	Syrah	0.50 – 0.60	↔

France: Estimated Market Pricing (EUR per liter; Ex-Winery)

Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
2023	Generic White	0.60 – 0.75	↑	NV	Generic Red	0.45 – 0.50	↔
2023	Chardonnay IGP	0.95 – 1.15	↓	2023	Generic Red	0.60 – 0.70	↔
2023	Chardonnay VDF	0.90 – 1.00	↓	2023	Cabernet Sauvignon IGP	0.85 – 1.00	↓
2023	Sauvignon Blanc IGP	0.90 – 1.10	↔	2023	Cabernet Sauvignon VDF	0.75 – 0.90	↔
2023	Sauvignon Blanc VDF	0.85 – 1.00	↔	2023	Merlot IGP	0.80 – 1.00	↓
2023	Generic Rosé IGP	0.80 – 0.95	↔	2023	Merlot VDF	0.75 – 0.90	↓
NV	Generic Rosé VDF	0.45 – 0.60	↔	2023	Syrah / Grenache IGP	0.82 – 1.00	↓
2023	Generic Rosé VDF	0.60 – 0.65	↔	2023	Varietal Rosé IGP	0.85 – 1.00	↔
2023	Varietal Rosé VDF	0.65 – 0.75	↔				

Spain: Current Market Pricing (EUR per liter; Ex-Winery)

Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
2023	Generic White	0.55 - 0.65	↑	2023	Moscatel	0.55 - 0.65	↓
2023	White Blends (Higher Quality)	0.52 - 0.58	↔	2023	Generic Red	0.38 - 0.45	↓
2023	Sauvignon Blanc	0.80 - 0.85	↓	2023	Generic Red (Higher Quality)	0.52 - 0.60	↓
2023	Chardonnay	0.75 - 0.82	↓	2023	Cabernet Sauvignon	0.52 - 0.62	↓
2023	Generic Rosé	0.48 - 0.55	↔	2023	Merlot	0.55 - 0.65	↓
2023	Varietal Rosé	0.48 - 0.58	↔	2023	Syrah	0.50 - 0.60	↔

Australia: Current Market Pricing (AUD/litre unless otherwise stated)

Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
NV	Dry White	0.85 – 0.95	↔	NV	Dry Red	0.55 – 0.65	↔
2024	Chardonnay	1.05 – 1.20	↔	2023	Cabernet Sauvignon	0.65 – 0.80	↔
2024	Sauvignon Blanc	1.15 - 1.40	↓	2023	Merlot	0.65 – 0.80	↔
2024	Pinot Gris	1.15 – 1.30	↔	2023	Shiraz	0.65 – 0.80	↔
2023	NZ Marlborough SB	NZD 2.20 - 2.70	↓	2024	Cabernet Sauvignon	0.70 – 0.85	↔
2024	NZ Marlborough SB	NZD 3.50 - 4.00	↓	2024	Merlot	0.70 – 0.85	↔
2024	Muscat	0.80 – 0.95	↔	2024	Shiraz	0.70 – 0.85	↔

Price stated are indicative only; all offers subject to prior sale and subject to volume, drawdown and terms

Italy: Current Market Pricing (EUR per liter; Ex-Winery)							
Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
2024	Generic White (Alc. 10.5%) (Price indication)	0.57 – 0.65	↑	2024	Generic Red (Alc. 11 - 12%) (Price indication)	0.45 – 0.55	↓
2024	Generic White (Alc. 11 - 13%) (Price indication)	0.60 – 0.70	↑	2024	Generic Red (Alc. 13%) (Price indication)	0.65 – 0.75	↓
2024	Organic Generic White (Alc. 10.5 - 12%) (Price indication)	0.75 – 0.85	↑	2024	Organic Generic Red (Alc. 12.5 - 13%)	0.90 – 1.15	↑
2024	Varietal Chardonnay (Alc. 11 - 13%)	0.80 – 1.00	↔	2023	Varietal Cabernet Sauvignon (Alc. 12 - 13%)	0.80 – 1.00	↔
2024	Organic Pinot Grigio (Alc. 12%) (Price indication)	1.35 – 1.55	↑	2024	Varietal Merlot (Alc. 12 - 13%)	0.75 – 0.85	↔
2024	DOC Pinot Grigio delle Venezie	1.10 – 1.20	↑	2023	Varietal Syrah (Alc. 12 - 13%)	0.85 – 1.10	↔
2024	Pinot Grigio IGT (Different Regions) (Price indication)	1.05 – 1.20	↑	2024	Rossissimo (Alc. 12.5 - 14%)	0.95 – 1.10	↑
2024	Pinot Grigio IGT (Blends)	0.80 – 0.95	↑	2023	Primitivo IGT Puglia/ Salento (Alc. 12.5 - 14%)	0.90 – 1.15	↔
2023	DOC Prosecco (Cannot be sold outside of Italy)	1.85 - 1.95	↔	2023	Sangiovese IGT (Alc. 11.50 - 13%)	0.80 – 0.90	↔
2024	Soave or Garganega DOC	0.90 – 1.00	↑	2024	Trebbiano IGT (Alc. 10.5 - 12%)	0.65 – 0.75	↑
				2023	Chianti DOCG (13 - 13.50%)	1.65 – 1.75	↔
*Bottled Price							

South Africa: Current Market Pricing (SA Rand per liter, FOB Cape Town)							
Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
2023/24	Dry White	7.70 – 8.00	↑	2023/24	Generic Red	9.00 – 10.00	↑
2023/24	Chardonnay	12.50 – 13.50	↑	2023/24	Cabernet Sauvignon	12.50 – 13.50	↔
2023/24	Sauvignon Blanc	13.50 – 14.00	↑	2023/24	Ruby Cabernet	10.00 – 11.00	↔
2023/24	Chenin Blanc	9.30 – 10.00	↑	2023/24	Merlot	12.50 – 13.50	↔
2023/24	Colombard	7.70 – 8.25	↑	2023/24	Pinotage	11.50 – 13.00	↔
2023/24	Muscat	8.50 – 9.00	↑	2023/24	Shiraz	12.50 – 13.50	↔
2023/24	Generic Rosé	7.70 – 8.25	↑	2023/24	Cinsaut Rose	9.75 – 10.50	↑
2023/24	Cultivar Rosé	9.30 – 11.00	↑				

NB: pricing is directly related to remaining available stock and - due to the current short situation - can change without notice