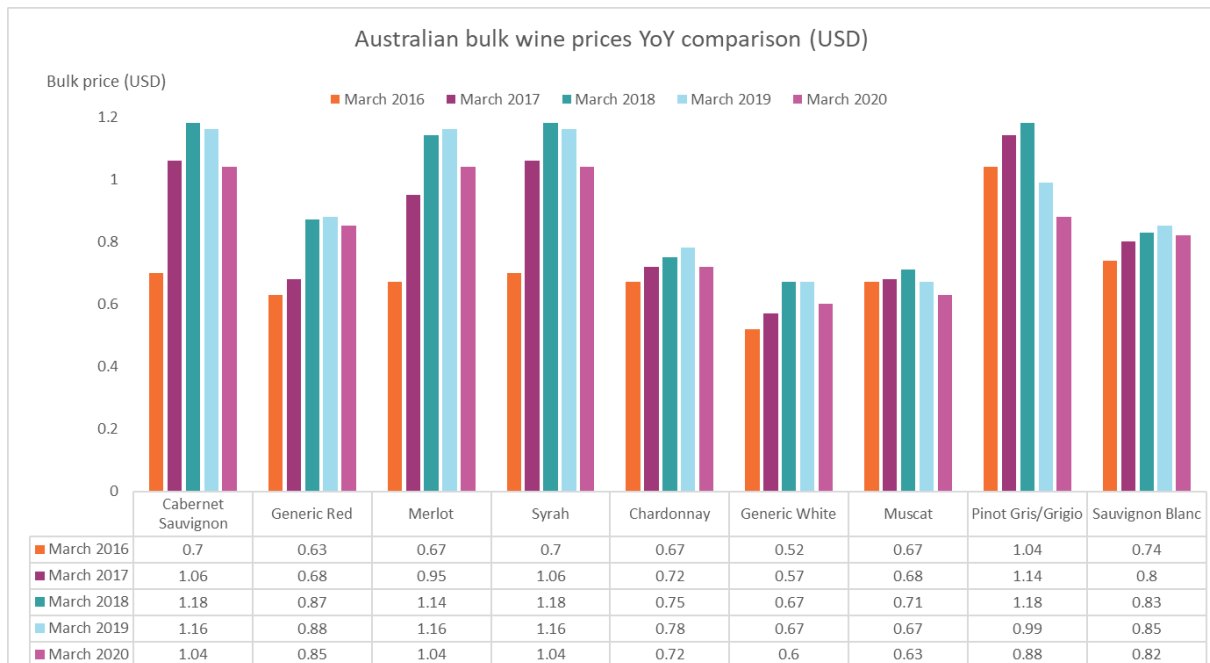


## Bulk wine market update March-April 2020

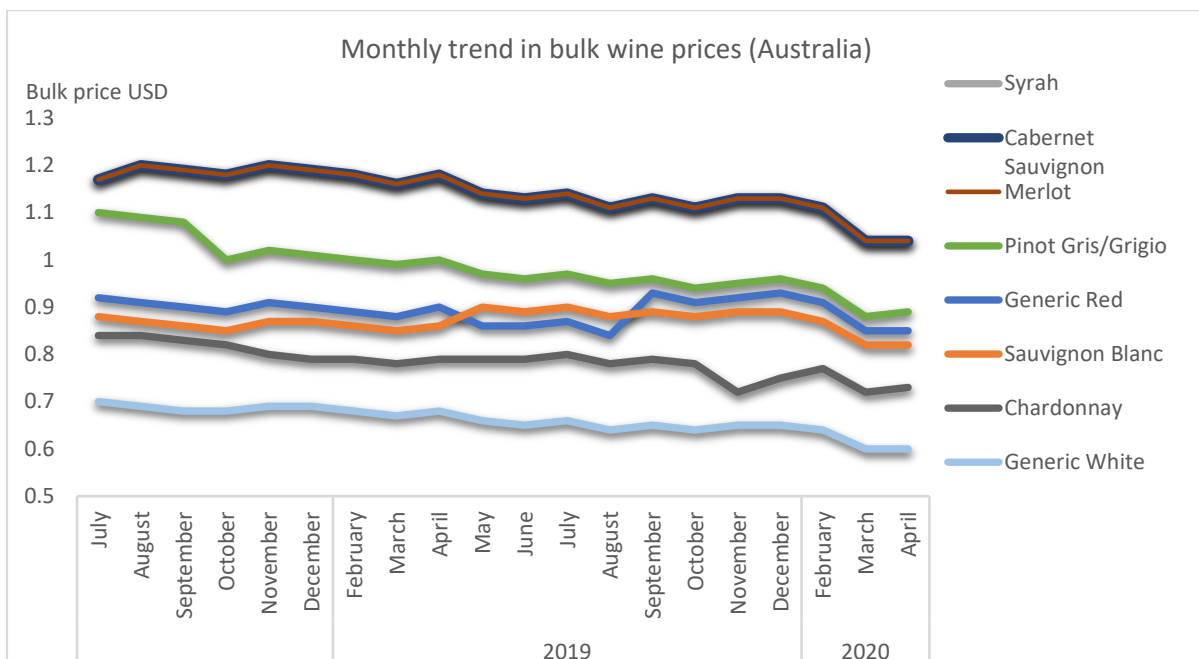
Source: Ciatti Global Market Reports and historic data

Australian bulk wine prices have softened in March 2020 compared with the same month in the previous year, when calculated in USD.

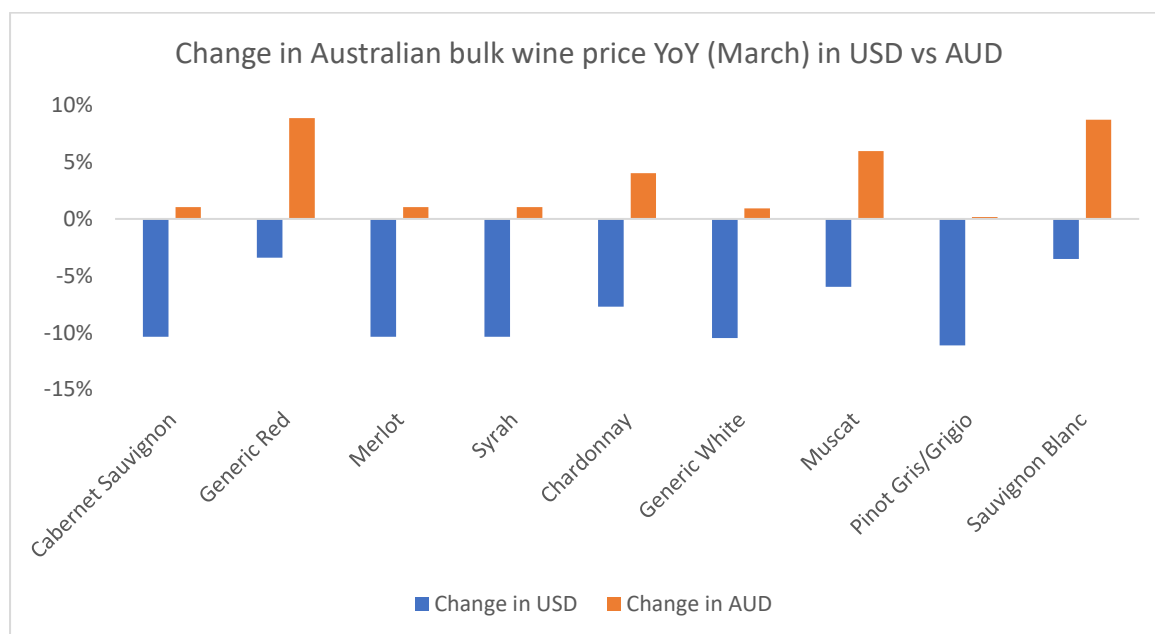


Note: March figures are used in this chart as there is no data for April 2017

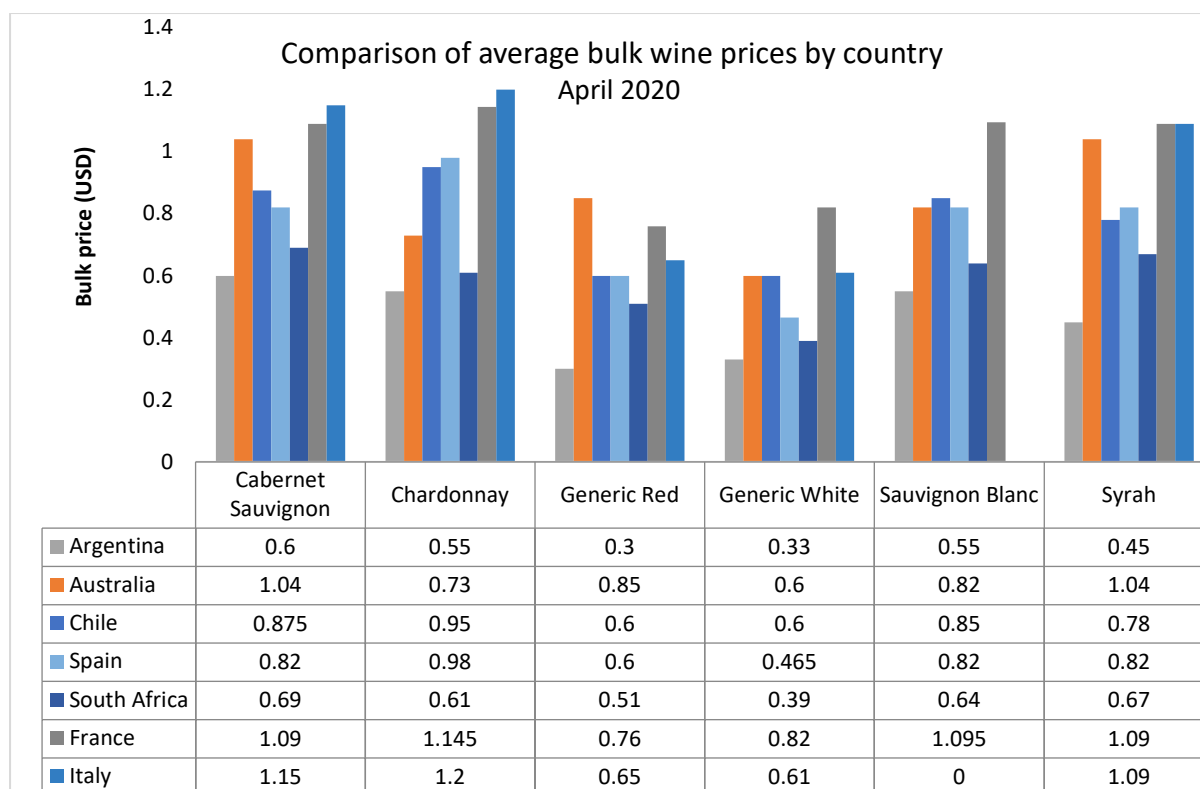
Prices for most varieties increased slightly in April compared with March but are still at or near 18-month lows.



The decline in the exchange rate for the AUD against the USD in the past 12 months has generally compensated for the price decline, with the prices of the major varieties increasing in Australian dollars. Wineries that are selling in AUD are able to realise an increase in price.



Compared with other countries, Australia has relatively high prices for red varieties compared with white varieties, and the highest global price recorded by Ciatti for generic red. Higher prices generally indicate relatively strong demand and short supply, but can make Australian wines less price competitive from a buyer's perspective.



Report prepared by Wine Australia May 13, 2020.

Prices are the high price per litre reported by Ciatti.

Further information: [market.insights@wineaustralia.com](mailto:market.insights@wineaustralia.com) or <https://www.ciatti.com/ciatti-reports/>