



## **Newsletter Spain – June 2022**

This year, summer in Spain, with its intense heat, came much earlier than usual. According to AEMET, in the first half of May we experienced an atypical first heat wave here with average temperatures above 30 °C in the main growing areas such as La Mancha and Extremadura. As mentioned in our last report, a priori the rainfall is sufficient and would correspond to a normal year. On the other hand, it's already warmer than usual and we're starting to have doubts. Should temperatures be more virulent than expected in Spain this summer, this coupled with the strong start of the vineyard could directly impact yields. The high temperatures could exhaust, dry out and suffocate the vines, resulting in a shorter-than-expected 2022 harvest.

For this 2022 harvest, together we can produce KOSHER wine and KOSHER grape juice of Spanish origin.

If you are interested, we would need to know your interest and an estimate of your needs (indicative quantity and product profile) as soon as possible. With these elements we can inform you about the terms of the contract in the coming weeks before the start of the harvest. Therefore, we would have to open your dossier before June 30, 2022.

At this moment the price of white wine is still holding steady and with the current data we do not believe that the price of white wine will rise or fall in the coming weeks. This year it is clearly the most requested product in all international markets. The harvest in Spain was good, but everywhere else we saw a shortage of white wine. Furthermore, white wine from the 2022 harvest will not be available until the end of October/beginning of November and white wine stocks are getting lower every week. We therefore recommend once again that you cover your needs as soon as possible, at least by the end of October 2022.

For your information, entry-level white wine below €uros 2.90/Hg, for wine going to distillation or destined for vinegar production (wines with deficiencies, with volatile acidity and very high iron content), were becoming harder and harder to find, because the distilleries have stocked up because they assume that a possible price drop is

almost unlikely, at least until the availability of wines from the new 2022 harvest - end of October 2022 or availability of press wines.

Nowadays, the price of red wine develops differently from that of white wine, which is stable because some producers who need to sell to make room are willing to negotiate.

- On the one hand we have **low grade red wines**, less than 12% and with a color intensity (IC) lower than 6 at very attractive prices. These are batches of small producers (some do not even have the capacity to filter and therefore only sell "centrifuged" wine - without filtration) who would have to sell and ship their stocks quickly because of insufficient storage capacity in their cellars, in view of the next harvest. They are ready to hear concrete proposals for rapid withdrawals. If you are interested, please let us know as we know that the usual price for this type of wine is EUR 3.20 h° (i.e., 11.5% x €3.20 h° = €36.80/hl) we could offer you batches at significantly lower prices, i.e., approx. +/- 3.00 h° for deliveries before the end of June 2022.
- On the other hand, we have **red wines of high quality**, more than 13% and a color intensity higher than 7. At this time of the year, because of the heat that sets in, producers will need to post-sulphur to protect the wines. This reduces the color intensity of red wines. Producers who have a roofed warehouse can minimize the addition of SO<sub>2</sub> and maintain intense color values. These wines will be more expensive compared to the others. So far, the trend in red wines in general has been noticeably downward, but the price difference between the cheapest and the most expensive is so large because the best quality wines come at a price. In addition, these wines keep better and can survive another campaign in the cellar. We don't anticipate big market opportunities for this wine profile, but if it's of your interest we might have some opportunities such as: B. Offers at prices well below those of the major producers, ie. H. approximately +/- €3.00/h° for deliveries before the end of June 2022.

**For your need of De-Ionised grape must concentrate 65 BRIX for this 2022 crop,**

Many producers in Spain have decided to stop producing rectified grape must concentrate due to the sharp increase in energy costs and the difficulty of finding muted must (the raw material for the production of grape must concentrate). As a result, the few producers with their small stocks have received many requests for shipments, resulting in waiting lists for shipments of almost 3 weeks. So, if you have a demand, we **strongly advise you to secure yourself contractually as soon as possible for deliveries up to the end of October 2022** at the latest. After that, with a good/normal harvest, the price should probably go down. But until then, prices can only go up in anticipation of the harvest.

Our currently best available price - subject to prior sale grape juice concentrate/ RTK 65 Brix - based on the must prices of the 2021 harvest Pro TLZ, subject to confirmation ex works, Spain

- Our currently best price, subject to sales of grape must concentrate and de-ionised grape must concentrate 65 Brix, on the base of must prices from 2021 crop, per tank container or flexitank, depending on confirmation, Exw. Spain
- De-ionised grape must concentrate 65° Brix -> from 1,70 Euro /kg = € 225,20/hl
- White grape must concentrate 65 Brix -> from 1,60 €/kg = Euro 212,00 /hl

## Special Offers and « market opportunities »

- We regularly get lots offered from growers we normally work with who feel they have an urgency to sell some quantities in order to quickly get liquidity or to make room in their winery for the next harvest. These offers are punctual, with limited volume, and with very specific payment terms (all terms are detailed in our offers).
- Note that most of these opportunities are sold within 72 hours of our offer to the first to contract the offer. You can save a little more time by putting a contract under sample approval only if you are genuinely interested in the offer being made, because the "opportunities" are also offered to other potentially interested customers.
- If you are looking for this kind of opportunity, please let us know the product profile (send us your specification) that you could buy, so that you will have priority in sending out our offers.

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## **GUIDELINE PRICES FOR SPANISH WINES HARVEST 2021 – PRICES EXW WINERY ARE SUBJECT TO SALES**

→ «*ENTRY PRICES*» PRICES IN EUROS/HL \* **INDICATED WITH 12%VOL. ALC\*** FROM LA MANCHA WINERY \*\* CLARIFIED AND FILTERED - PRICES SUBJECT OF SALES –

**WINE OF SPAIN** – WITHOUT INDICATION OF THE HARVEST OR VARIETIES IN THE DOCUMENTS

<b>WINE OF SPAIN</b>	BASE WINE SPARKLING 10% F/T * GS MIN 6	BASE WINE SPARKLING 10% F/C * GS MIN 6	11% F/T Traditional ferment.	12% F/T Traditional ferment.	11% F/C Controlled ferment.	12% F/C Controlled ferment.
WHITE WINE	34,00 €/HL	35,00 €/HL	36,30 €/HL	40,80 €/HL	37,40 €/HL	43,20 €/HL
ROSE WINE	37,00 €/HL	38,00 €/HL	36,30 €/HL	40,80 €/HL	39,60 €/HL	43,20 €/HL
RED WINE					35,20 €/HL	38,40 €/HL

## **WINES WITH INDICATION OF VARIETAL – HARVEST 2021**

→ «*ENTRY PRICES*» PRICES IN EUROS/HL \* **INDICATED WITH 12%VOL. ALC\*** FROM LA MANCHA WINERY \*\* CLARIFIED AND FILTERED - PRICES SUBJECT OF SALES –

**WINE ORIGIN SPAIN WITH INDICATION OF THE HARVEST AND INDICATION OF THE VARIETAL IN THE DOCUMENTS**

<b>100% VARIETAL WINE</b>	12% F/C * ** IC MIN 7/8
WHITE WINE AIREN *	42,00 €/HL
WHITE WINE MACABEO *	43,20 €/HL
WHITE WINE VERDEJO *	45,60 €/HL
WHITE WINE SAUV. BLANC *	66,00 €/HL
WHITE WINE CHARDONNAY *	60,00 €/HL
<b>ROSE WINE TEMPRANILLO *</b>	43,20 €/HL
<b>ROSE WINE GARNACHA *</b>	44,40 €/HL
<b>ROSE WINE BOBAL *</b>	44,40 €/HL
RED WINE TEMPRANILLO**	43,20 €/HL
RED WINE SYRAH**	45,60 €/HL
RED WINE CABERNET SAUV. **	48,00 €/HL
RED WINE MERLOT**	52,80 €/HL

### **WINE PRICES BIO / ECO - HARVEST 2021 –**

→ «*ENTRY PRICES*» PRICES IN EUROS/HL \* **INDICATED WITH 12%VOL. ALC\*** FROM LA MANCHA WINERY \*\* CLARIFIED AND FILTERED - PRICES SUBJECT OF SALES –

**WINES ORIGIN SPAIN WITH INDICATION OF THE HARVEST AND WITHOUT INDICATION OF THE VARIETAL IN THE DOCUMENTS**

ECO CERTIFICATE– « ECOSCHERT / SOHISCERT » - ACCORDING TO EU-REGULATION

<b>ECO WINE</b>	BASE WINE FOR SPARKLING 10% F/C * TA MIN 6	11% F/C * ** IC MIN 5	12% F/C * ** IC MIN 5
WHITE WINE *	36,00 €/HL	39,60 €/HL	43,20 €/HL
ROSE WINE *	36,00 €/HL	39,60 €/HL	43,20 €/HL
RED WINE **		39,60 €/HL	43,20 €/HL

**WINE WITH INDICATION OF VARIETAL AND ECO CERTIFICATE HARVEST 2021**  
**- « ECOSCHERT / SOHISCERT » - ACCORDING TO EU LEGISLATION**

→ «*ENTRY PRICES*» PRICES IN EUROS/HL \* INDICATED WITH 12%VOL. ALC\*  
 FROM LA MANCHA WINERY \*\* CLARIFIED AND FILTERED - PRICES SUBJECT  
 OF SALES –

WINE WITH ORIGIN SPAIN AND INDICATION OF HARVEST AND VARIETAL IN  
 THE DOCUMENTS

For your need of ORGANIC wines with EU certification - ECOSHERT / SOHISCERT  
 or NOP equivalence - we pay close attention to your needs because it is important to  
 know that the vineyards in Spain do not have any problems thanks to the weather  
 conditions that we have Adjusting their production to the standards required for  
 certification. More and more cooperatives are offering large organic quantities,  
 following the cheap price curve to which Spain is accustomed.

<b>ECO WINE 100% VARIETAL WINE</b>	12% F/C * ** IC MIN 7/8
WHITE WINE <b>BIO</b> AIREN *	46,80 €/HL
WHITE WINE <b>BIO</b> MACABEO *	48,00 €/HL
WHITE WINE <b>BIO</b> VERDEJO *	
WHITE WINE <b>BIO</b> SAUV. BLANC *	
WHITE WINE <b>BIO</b> CHARDONNAY *	
<b>ROSE WINE</b> <b>BIO</b> GARNACHA *	51,60 €/HL
RED WINE <b>BIO</b> TEMPRANILLO**	60,00 €/HL
RED WINE <b>BIO</b> SYRAH**	60,00 €/HL
RED WINE <b>BIO</b> CABERNET SAUV. **	60,00 €/HL
RED WINE <b>BIO</b> MERLOT **	

Do not hesitate to contact us with your requirements so that we can find you wines at  
 the best market conditions.

June 2022