

# CIATTI COMPANY

GLOBAL WINE & GRAPE BROKERS



## GLOBAL MARKET UPDATE – May 4, 2012

Export price point – blended – all prices USD per liter, currency conversion rates as of May 4, 2012

### ARGENTINA

Vintage	Variety	Price		Trend	Vintage	Variety	Price		Trend		
2011/2012	Chardonnay	0.95	-	1.05	↔	2011/2012	Bonarda	0.95	-	1.05	↔
2011/2012	Chenin Blanc	0.65	-	0.75	↔	2011/2012	Cabernet Sauvignon	1.20	-	1.30	↔
2011/2012	Generic White	0.50	-	0.60	↑	2011/2012	Generic Red	0.75	-	0.85	↔
2011/2012	Generic White (Criolla)	0.40	-	0.50		2011/2012	Malbec	1.50	-	1.80	↔
2011/2012	Syrah / Merlot	1.20	-	1.30	↔	2011/2012	Torrontes	0.65	-	0.75	↔

### AUSTRALIA & NEW ZEALAND

AUD Rate: 1.0188

NZD Rate 0.795400

Vintage	Variety	Price		Trend	Vintage	Variety	Price		Trend		
2011	Chardonnay	0.76	-	0.87	↔	2011	Cabernet Sauvignon	1.02	-	1.27	↑
NV	Dry White	0.61	-	0.82	↔	NV	Dry Red	0.76	-	0.87	↔
2011	Marlb Sauv Blanc	2.47	-	2.78	↑	2011	Shiraz	0.92	-	1.12	↑
2011	Sauvignon Blanc	0.82	-	0.92	↔	2011	Merlot	1.02	-	1.27	↔
2012	Chardonnay	0.87	-	1.02		2012	Shiraz	1.02	-	1.22	
2012	Sauvignon Blanc	0.87	-	1.02		2012	Cabernet Sauvignon	1.07	-	1.32	
2012	Pinot Gris	0.97	-	1.22		2012	Merlot	1.07	-	1.32	
2012	Marlb Sauv Blanc	2.78	-	3.38							

### CALIFORNIA

Vintage	Variety	Price		Trend	Vintage	Variety	Price		Trend		
2011	Chardonnay	1.98	-	2.50	↑	2011	Cabernet Sauvignon	2.90	-	3.43	↑
2011	Colombard	0.92	-	1.06	↔	2011	Generic Red	1.10	-	1.45	↑
2011	Generic White	0.79	-	1.05	↑	2011	Merlot	2.38	-	3.17	↑
2011	Muscat	1.70	-	2.11	↑	2011	Pinot Noir	2.38	-	3.17	↑
2011	Pinot Grigio	1.84	-	2.25	↑	2011	Syrah	2.11	-	2.64	↑
2011	White Zinfandel	1.45	-	1.70	↑	2011	Zinfandel	3.17	-	3.70	↑

### CHILE

Vintage	Variety	Price		Trend	Vintage	Variety	Price		Trend		
2011/2012	Chardonnay	1.05	-	1.40	↔	2011/2012	Cabernet Sauvignon	1.05	-	1.30	↔
2011/2012	Generic White	0.73	-	0.80	↑	2011/2012	Cabernet Sauvignon (Basic)	0.92	-	1.03	↔
2011/2012	Sauvignon Blanc	1.00	-	1.25	↔	2011/2012	Carmenere	1.10	-	1.25	↔
2011	Sauvignon Blanc (Casablanca)	1.50	-	2.00	↔	2011/2012	Generic Red	0.68	-	0.80	↔
2011/2012	Pinot Noir	1.30	-	1.65	↔	2011/2012	Malbec	1.50	-	2.00	↔
2011/2012	Syrah	1.00	-	1.20	↔	2011/2012	Merlot	1.00	-	1.40	↔

### FRANCE

Rate: 1.308400

Vintage	Variety	Price		Trend	Vintage	Variety	Price		Trend		
2011	Generic Rose	0.79	-	0.92	↔	2011	Generic Red	0.72	-	0.79	↔
2011	Generic White	0.65	-	0.72	↔	2011	Merlot IGP OC	0.98	-	1.05	↔
2011	Malbec IGP OC	1.11	-	1.24	↔	2011	Cabernet Sauvignon	0.88	-	0.92	↔
2011	Chardonnay IGP OC	1.11	-	1.24	↓	2011	Cabernet Sauvignon IGP OC	0.98	-	1.05	↔
2011	Chardonnay	0.98	-	1.05	↔	2011	Syrah IGP OC	0.98	-	1.05	↔
2011	Sauvignon Blanc IGP OC	0.92	-	0.98	↔	2011	Merlot	0.88	-	0.92	↔
2011	Dry Muscat IGP OC	1.18	-	1.31	↔	2011	Varietal Rose IGP OC	0.96	-	1.05	↔

### GERMANY

Rate: 1.308400

Vintage	Variety	Price		Trend	Vintage	Variety	Price		Trend		
2011	White Wine	0.98	-	1.31	↑	2011	Dornfelder	1.18	-	1.37	↓
2011	Pinot Grigio	1.70	-	1.83	↑	2011	Red Wine	0.98	-	1.18	↓
2011	Riesling	1.64	-	1.96	↔						

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### ITALY

Rate: 1.308400

Vintage	Variety	Price		Trend	Vintage	Variety	Price		Trend		
2011	Chardonnay	0.92	-	1.18	↔	2011	Cabernet Sauvignon	0.85	-	0.98	↔
2011	Generic white	0.68	-	0.75	↑	2011	Generic red	0.68	-	0.75	↑
2011	Pinot Grigio	1.44	-	1.64	↔	2011	Merlot	0.85	-	0.98	↔
2011	Primitivo Rose/WZ	1.11	-	1.24	↔	2011	Primitivo (ZN)	1.11	-	1.24	↔

### SPAIN

Rate: 1.308400

Vintage	Variety	Price		Trend	Vintage	Variety	Price		Trend		
2011	Generic Red	0.65	-	0.72	↑	2011	Cabernet Sauvignon	0.85	-	0.92	↑
2011	Generic White	0.65	-	0.72	↑	2011	Merlot	0.85	-	0.92	↑
2011	Generic Rose	0.65	-	0.72	↑	2011	Syrah	0.72	-	0.79	↑
2011	Tempranillo	0.72	-	0.79	↑	2011	Moscatel	1.11	-	1.18	↔

### SOUTH AFRICA

Rate: 0.127700

Vintage	Variety	Price		Trend	Vintage	Variety	Price		Trend		
2011/2012	Generic white	0.54	-	0.56	↔	2011/2012	Generic Red	0.70	-	0.80	↔
2011/2012	Chenin Blanc	0.54	-	0.66	↔	2011/2012	Cinsaut	0.73	-	0.82	↔
2011/2012	Sauvignon Blanc	0.73	-	1.02	↔	2011/2012	Ruby Cabernet	0.74	-	0.82	↔
2011/2012	Chardonnay	0.75	-	0.96	↔	2011/2012	Pinotage	0.82	-	0.93	↔
2011/2012	Generic Rosé	0.70	-	0.77	↔	2011/2012	Cabernet Sauvignon	0.82	-	1.02	↔
2011/2012	Cultivar Rosé	0.73	-	0.81	↔	2011/2012	Merlot	0.82	-	1.02	↔
2011/2012	Muscat	0.61	-	0.64	↔	2011/2012	Shiraz	0.83	-	1.05	↔