



7th – 10th November 2022
CCW Members Meeting

Agenda

- Open meeting - Chair
- Industry conditions
- Accolade offer for Vintage 2023
- 2022-23 Season to date
 - Weather
 - Disease and pests
 - Resting CAS/SHZ
- Questions

Australian Wine: Production, sales and inventory 2021-22

Production Vintage 2022



1.73m ↓ -14%

TONNES OF GRAPES CRUSHED



1.31b ↓ -12%

LITRES OF WINE PRODUCED

Sales 2021-22



\$5.28b ↓ -10%

TOTAL VALUE (AUD)



1.06b ↓ -9%

LITRES OF WINE



\$2.1b ↓ -19%

EXPORT VALUE (AUD)



\$3.2b ↓ -4%

DOMESTIC VALUE (AUD)



625m ↓ -10%

EXPORT VOLUME (LITRES)



441m ↓ -7%

DOMESTIC VOLUME (LITRES)

Inventory 30 June 2022



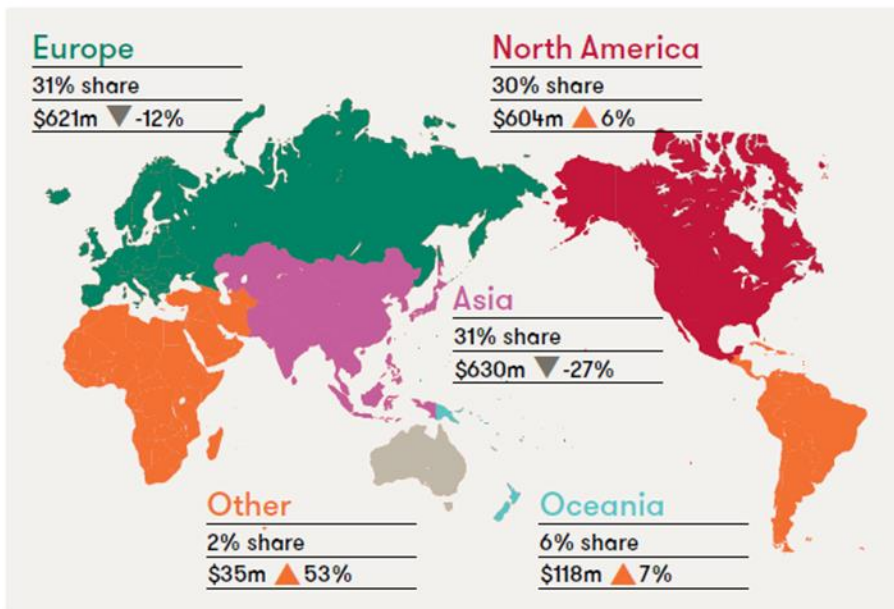
2.27 billion ↑ 8%

LITRES OF WINE

Export Report

1 Oct 2021 to 30 Sep 2022

Total value	\$2.01b	▼ -11%
Total volume	627m litres	▼ -1%
Average value	\$3.20/litre	▼ -10%



Exports by price point (value)

\$10.00 +	\$626m	▼ -21%
\$7.50-\$9.99	\$124m	▲ 4%
\$5.00-\$7.49	\$226m	▼ -0.02%
\$2.50-\$4.99	\$569m	▼ -8%
< \$2.50	\$460m	▼ -8%

Top 5 export destinations (value)

United States	\$412m	▲ 4%
United Kingdom	\$395m	▼ -14%
China inc. HK and Macau	\$196m	▼ -59%
Canada	\$190m	▲ 10%
Singapore	\$132m	▼ -16%

Top 5 export varieties (litres)

Shiraz	157m	▼ -6%
Chardonnay	154m	▲ 3%
Cabernet Sauvignon	90m	▲ 1%
Merlot	40m	▼ -12%
Pinot Gris/Grigio	39m	▲ 4%

59%
of wine produced
is exported

118
export
destinations

1,149
active
exporters

18,291
different products
exported

16.0 million
glasses of Australian wine
enjoyed overseas each day

Industry Conditions

➤ UK Market

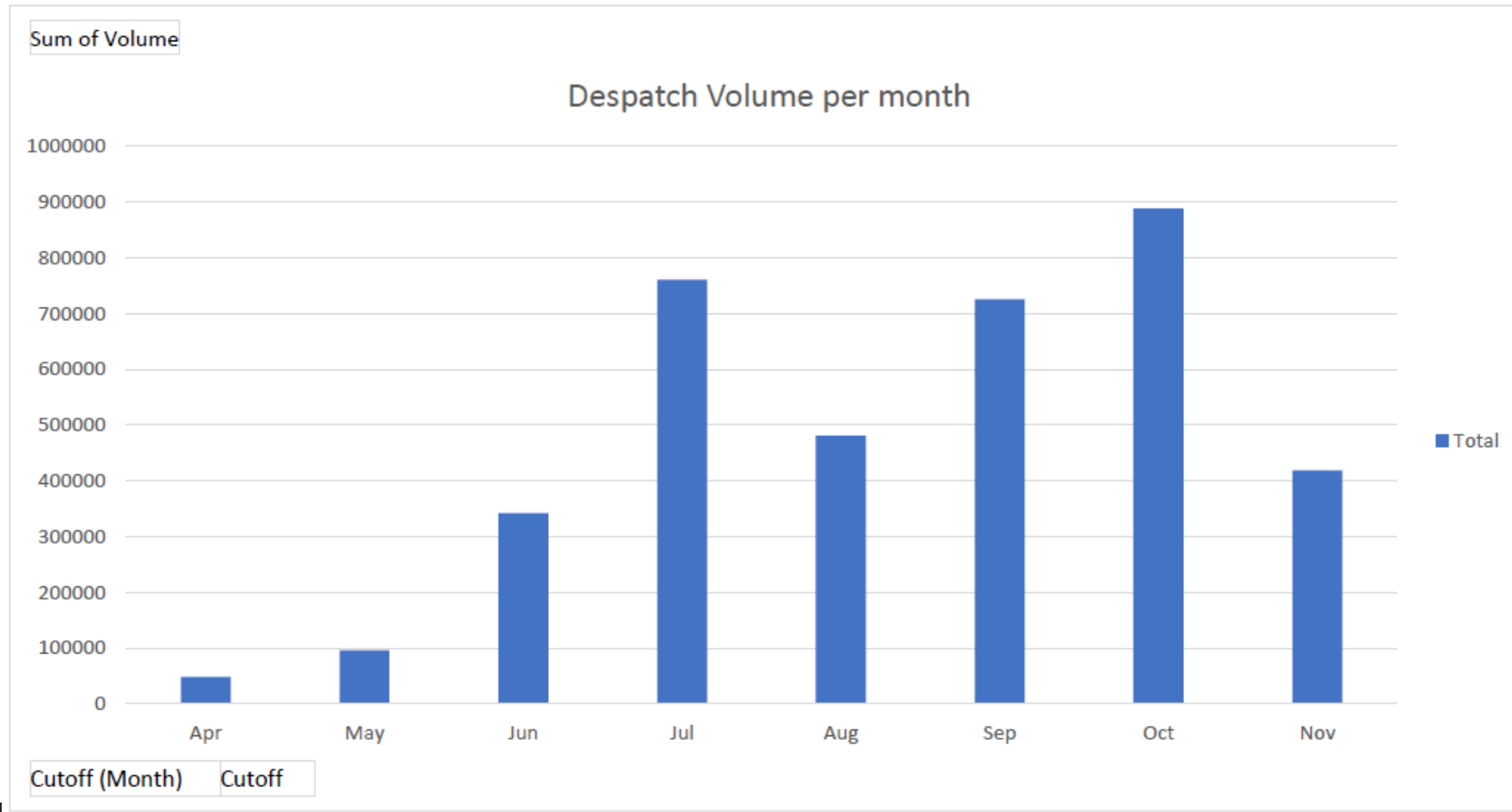
- Volume 222ML down 12% (30ML)
- Value \$395M down 14% (\$65M)

➤ US Market

- Volume 139ML up 14% (28ML)
- Value \$412M down 5% (\$20M)

➤ Total market size 515 KT

Current Wine Sales



Accolade Offer

- Red to White – Sauv Blanc, Pinot Gris, Prosecco
 - Vine removal support payment V23 \$1250/ha, V24 \$500/ha.
 - 5 delivery year payment terms either fixed at \$550/T or min \$500/T (or fair market price if higher)
- Yield Management
 - AW are requesting circa 30% reduction in yields below scheduled tonnes for Shiraz and Cabernet

Accolade Offer

➤ Yield Management Price schedule

AW Offer		
T/Ha	\$ / Tonne	\$/HA
27	\$80	\$2,160
26	\$90	\$2,340
25	\$100	\$2,500
24	\$115	\$2,760
23	\$130	\$2,990
21.1 - 22	\$150	\$3,300
21	\$157	\$3,297
20	\$164	\$3,280
19	\$173	\$3,287

T/Ha	\$ / Tonne	\$/HA
18	\$183	\$3,294
17	\$194	\$3,298
16	\$206	\$3,296
15	\$215	\$3,225
13.1 - 14	\$236	\$3,304
13	\$239	\$3,107
12	\$250	\$3,000
11	\$260	\$2,860

Accolade Offer

- Mothballing /Postponing Intake for V23
 - \$1350/ha for V23
 - 10% premium on agreed prices for V24 and V25
- Multiyear Mothball to redevelop red to white (SAB, PIG, Pros)
 - \$1500/ha V23 and V24
 - Redevelopment to occur by 31st Dec 2024
 - If redevelopment has not occurred by 31st Dec 2024 the Grape Supply Quota for the are will be returned to Accolade Wines
 - 5 delivery year payment terms either fixed at \$550/T or min \$500/T (or fair market price if higher)

Accolade Offer

➤ Current uptake,

- Red to White redevelopment 106ha 2350T
- Mothball/postponing intake 281ha 6090T

➤ Schedule tonnes reduction for V23 – **8440 T**

Next Steps

- Finalise 2023 CCW Co-operative budgets
 - V23 Grape sales
 - V22 Wine sales
 - Levy
- Negotiate all other variety pricing for V23 with Accolade
- Pre Vintage/Intake discussions with Accolade
 - Grape intake
 - Disease management

Questions?

Thank you

