CAVA

2018 GLOBAL REPORT

DO CAVA
Av. Tarragona, 24
08720 Vilafranca del Penedès
comunica@crcava.es
www.docava.es

CONTENTS


CAVA

1. PRELIMINARY NOTES

SHIPMENTS

The shipment data come from the statements of the wineries associated with the DO Cava Regulatory Board.

Shipment data are shown in number of bottles(bottles or thousands of bottles, as indicated).

The shipment data correspond to the number of bottles of Cava produced, that is, of finished product. This figure is not equal to the sales data, since not all the bottles produced will necessarily be sold within the same year.

FOREIGN AND DOMESTIC MARKET

The Foreign Market data correspond to the bottles sold in the Foreign Market, as declared by member wineries to the DO Cava Regulatory Board.

The DO Cava Regulatory Board does NOT have sales data for the Domestic Market from the member wineries. Therefore, the data shown in the dossier that refer to the Internal Market do NOT correspond to sales.

In order to provide continuity to the information made available by the DO Cava Regulatory Board in previous years, the Domestic Market data have been calculated as follows:
Calculation of the "Domestic" Market = Total Shipments - Foreign Market Sales.

DOMESTIC CONSUMPTION

Since sales data for the domestic market are not available, the DO Cava Regulatory Board provides very approximate Sales information to account for Cava Consumption nationwide.

The domestic Cava consumption data come from the consulting company AC Nielsen, and they are for the total market (OFF Trade and ON Trade).

AC Nielsen is a leading consultancy for consumption in the Food and Beverages sector worldwide.

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This report is released annually in the year following the cut-off date for the previous calendar year's figures.

This document can be downloaded from the Cava D.O. website:
www.docava.es

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#cavalovers

2. 2018 ANNUAL REPORT

Looking back to take stock of the past year, we consider that 2018 was a positive year.

Over 244 million bottles of Cava were produced overall last year. This figure, despite being 3.2% lower than the previous year (2017 set a record in terms of the production of bottles of the Cava D.O.), was the fourth best year in its history. This production represents a total estimated economic value of 1,146.8 million euros, just 0.2% lower than the previous year.

In the domestic market, during the 2018 year, Cava consumption grew slightly, 0.3% in volume and 2.6% in value, according to the reliable source AC Nielsen, leaving behind problematic years brought on by the effects of the financial crisis and political turbulences outside the sector.

In the foreign market, the balance was very satisfactory. 2018 was a record year for international sales, as shipments exceeded the never-before-seen figure of 165 million bottles. In just 10 years, sales of Cava increased beyond Spain's borders by more than 25%. Our D.O. still leads Spain in terms of export volume, and the Cava sold outside is more than twice the domestic sales. The intense work of the cellars is making Cava's popularity soar in new markets such as Lithuania, Poland and Russia, and hold steady in main markets such as Germany, the USA and France.

Likewise, the data reveal that the initiatives undertaken in recent years by the Appellation of Origin to highlight the value of high-end Cavas (the finest example of which was the Cava de Paraje Calificado category, created in 2017) paid off in 2018. If we look specifically at the top two premium segments (Gran Reserva and Paraje Calificado), we see that they exhibited the most growth in 2018, which shows how Cava lovers are increasingly demanding prestigious sparkling wines, and this segmentation is helping them to make better choices.

Moreover, the Organic Cava category saw a tremendous increase in sales in 2018. We can affirm that consumers place a higher value on the organic Cavas in every segment, but especially on the Gran Reserva and Paraje Calificado.

In light of these positive data, the CAVA D.O. Regulatory Board has drawn up a Strategic Plan to address the new and important challenges that it will face in the future, so that it can consolidate and enhance its status as one of the world's most important Appellations of Origin.

To this end, a proposal has been made to improve the segmentation of sparkling wines that are included in the CAVA Protected Appellation of Origin so as to offer consumers enhanced information and decision-making criteria. We are also a recent DO that cover very different realities, which is why, in addition to the segmentation, we have to create our own zoning and geographical organisation system, one that is consistent and useful for the consumer.

Likewise, we are firmly committed to working to increase Cava's prestige and promote its consumption among new consumer profiles. Our great challenge is to build new habits: to position it in gastronomy as the perfect companion to all meals, snacks, in celebrations or as an afterwork drink. We want Cava to generate "table pride" both nationally and internationally.

Finally, we must not forget that the CAVA Protected Appellation of Origin stands as the guarantor of a territory, a landscape and an economic sector that we should be both proud of and responsible for. Therefore, we must undertake every action to ensure the sustainability of the vineyards and the cellars that comprise it.

In 2019, key to achieving the SDGs (Sustainable Development Goals), the Regulatory Council will continue to support every initiative aimed at reducing our activity's effects on the environment. Our search for excellence must coexist with a respect for a land and a legacy that will be passed on to future generations.

Javier Pagés Font
President of Cava DO Regulatory Board

3. REGISTRATIONS

3.1 Winegrowing operations

Number of operators 2018

6,647

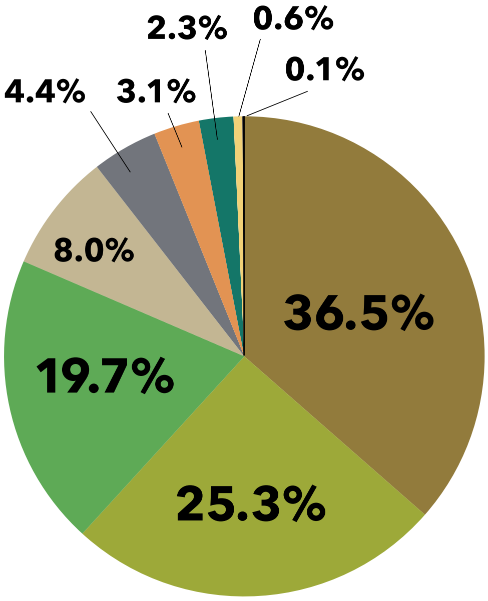
Registered Surface Area 2018

37,924 Hectares

YEAR	*NUMBER OF OPERATORS*	*% chg.*	*REGISTERED SURFACE AREA (HA)*	*% chg.*
2018	6,647	-0.3%	37,924	0.6%
2017	6,668	4.6%	37,706	11.2%
2016	6,374	0.4%	33,903	0.9%
2015	6,350	0.2%	33,591	0.8%
2014	6,335	-0.5%	33,325	1.3%
2013	6,365	-3.0%	32,913	1.7%
2012	6,561	-0.7%	32,355	1.9%
2011	6,610	-1.1%	31,765	3.6%
2010	6,686	8.7%	30,654	-1.3%
2009	6,149		31,061	

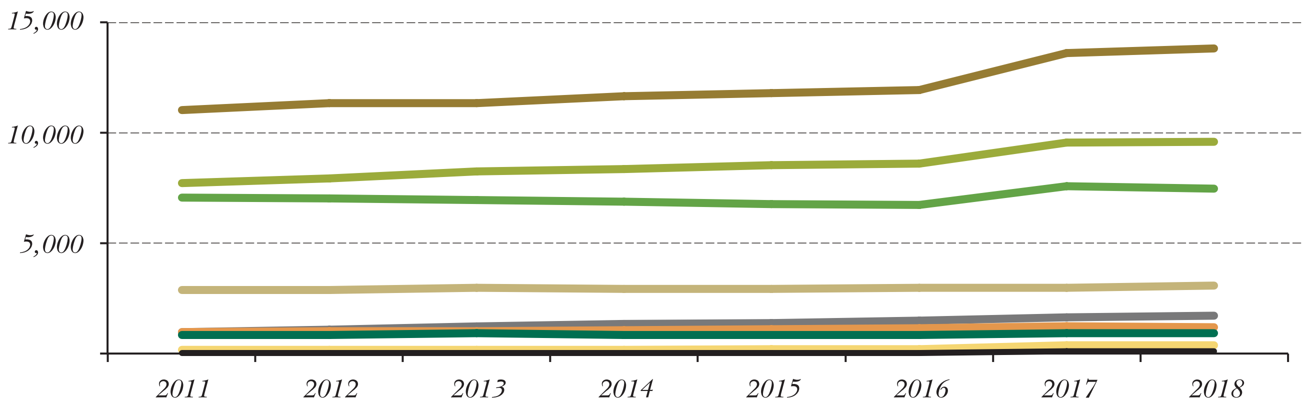
3. REGISTRATIONS

3.2 Registered surface area by variety



MACABEU	*13,828*
XAREL·LO	*9,599*
PARELLADA	*7,472*
CHARDONNAY	*3,036*
GARNATXA NEGRA	*1,673*
TREPAT	*1,168*
PINOT NOIR	*873*
SUBIRAT PARENT	*225*
MONASTRELL	*50*
TOTAL	***37,924***

** in Hectares*



	2011	*2012*	*2013*	*2014*	*2015*	*2016*	*2017*	*2018*
MACABEU	*11,095*	*11,390*	*11,420*	*11,718*	*11,847*	*11,996*	*13,639*	*13,828*
XAREL·LO	*7,769*	*7,971*	*8,293*	*8,392*	*8,566*	*8,626*	*9,558*	*9,599*
PARELLADA	*7,086*	*7,044*	*6,994*	*6,931*	*6,816*	*6,772*	*7,563*	*7,472*
CHARDONNAY	*2,899*	*2,903*	*2,971*	*2,925*	*2,926*	*2,965*	*2,989*	*3,036*
GARNATXA NEGRA	*984*	*1,076*	*1,237*	*1,346*	*1,377*	*1,453*	*1,616*	*1,673*
TREPAT	*990*	*1,004*	*1,013*	*1,057*	*1,103*	*1,109*	*1,179*	*1,168*
PINOT NOIR	*839*	*866*	*883*	*848*	*837*	*853*	*875*	*873*
SUBIRAT PARENT	*74*	*73*	*73*	*72*	*78*	*88*	*235*	*225*
MONASTRELL	*29*	*28*	*30*	*36*	*41*	*41*	*52*	*50*
TOTAL	***31,765***	***32,355***	***32,914***	***33,325***	***33,591***	***33,903***	***37,706***	***37,924***

** in Hectares*

3. REGISTRATIONS

3.3 Producers

Number of Cava producers 2018

224

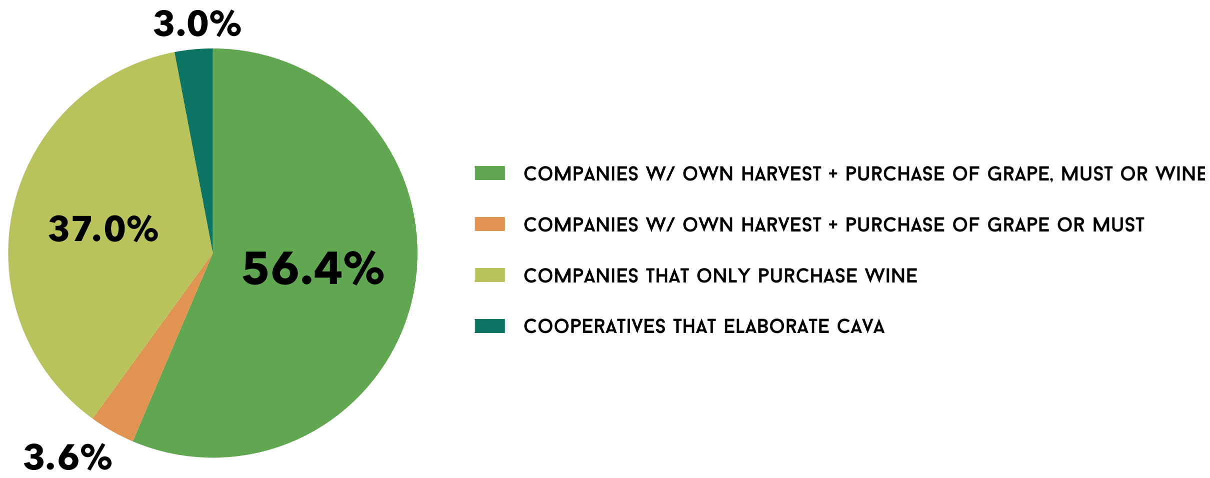
Number of Base Wine producers 2018

145

YEAR	NUMBER OF CAVA PRODUCERS	% chg.	NUMBER OF BASE WINE PRODUCERS	% chg.
2018	224	-2.6%	145	-8.2%
2017	230	-2.1%	158	-2.5%
2016	235	-2.5%	162	2.5%
2015	241	-1.2%	158	-0.6%
2014	244	-1.2%	159	-1.9%
2013	247	-2.4%	162	-0.6%
2012	253	-0.4%	163	-1.2%
2011	254	-0.8%	165	0.6%
2010	256	-3.8%	164	0.0%
2009	266	-2.2%	164	0.0%

4. STRUCTURE OF THE SECTOR

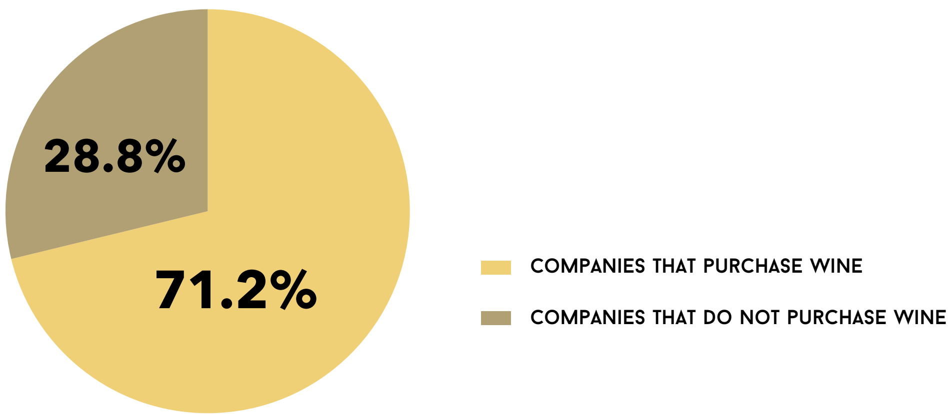
4.1 Cava Commercialization (100%)



4.2 Commercialization of Premium Cava (12.9% of total)

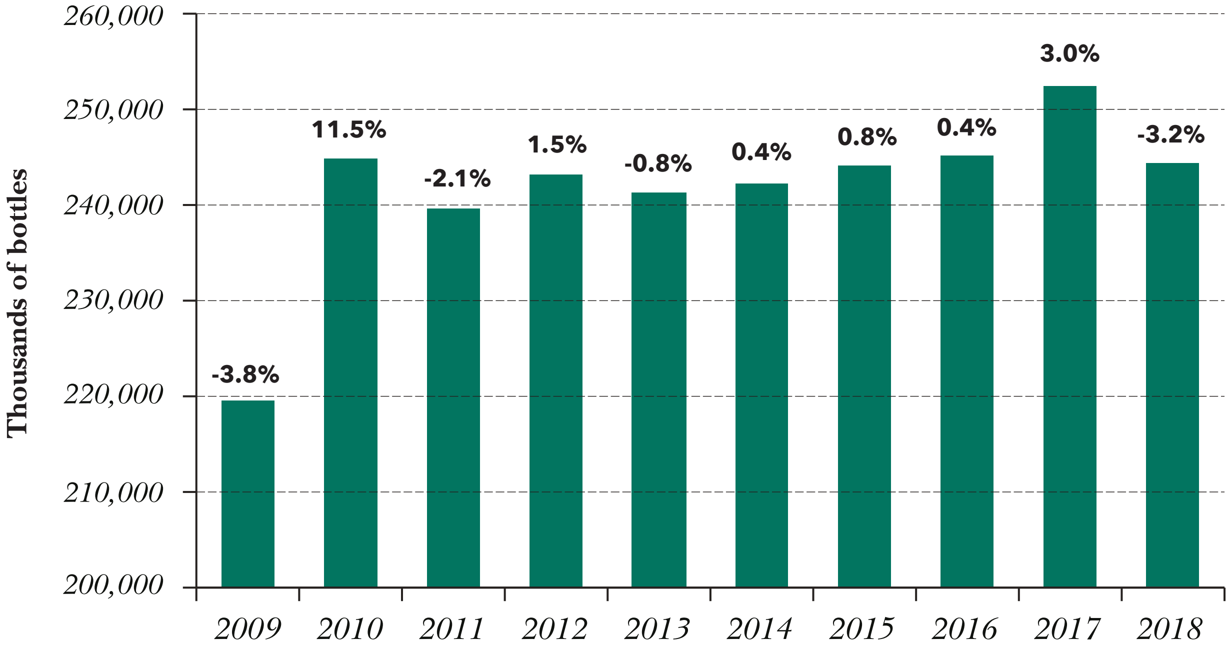
** Cava Premium includes Cava Reserva, Cava Gran Reserva and Cava de Paraje Calificado.Calificado.*

4.3 Commercialization of Organic Cava (4.3% of total)



5. SHIPMENTS

Total shipments 2018	*Chg. from 2017*
244,472,340 BOTTLES	**-3.2%**

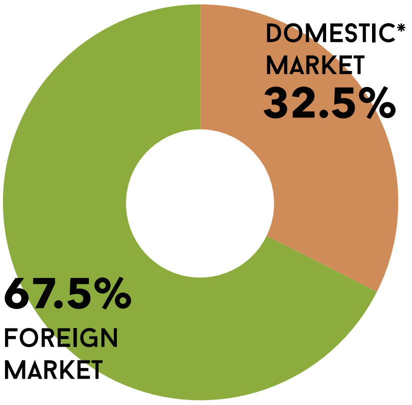


2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
219,463	244,801	239,555	243,232	241,365	242,288	244,123	245,156	252,512	244,472

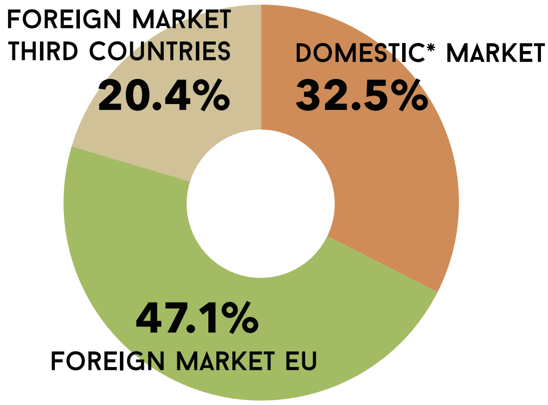
** In thousands of bottles*

6. CAVA AROUND THE WORLD

6.1 Domestic* Market and Foreign Market



6.2 Domestic* Market, Foreign Market EU and Third Countries



Total Foreign Market 2018	*% chg.*
165,089	**1.8%**

Total Domestic Market 2018*	*% chg.*
79,383	**-12.1%**

Total Market 2018	*% chg.*
244,472	**-3.2%**

Foreign Market: EU	*% chg.*
115,170	**2.3%**
Foreign Market: Third Countries	*% chg.*
49,919	**0.6%**

** In thousands of bottles*

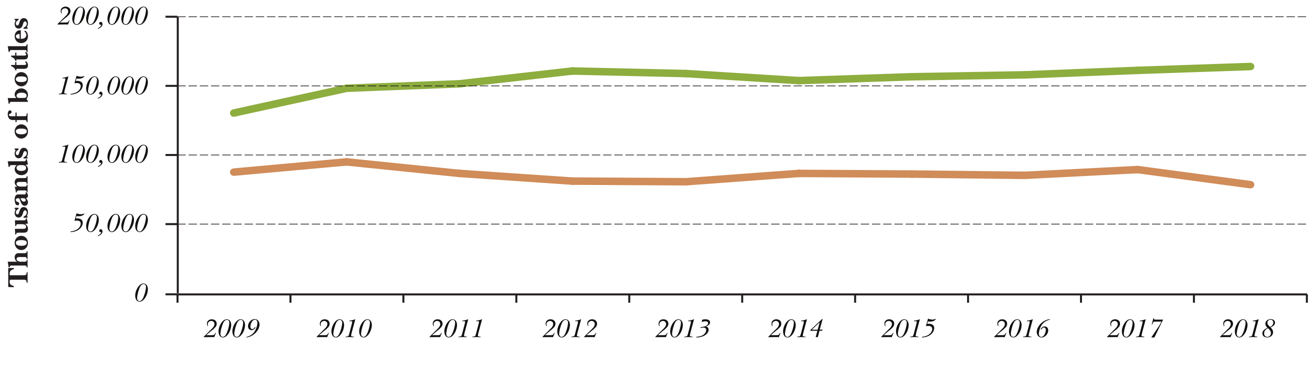
** "Domestic" Market Calculation = Total Shipments – Foreign Market Sales*

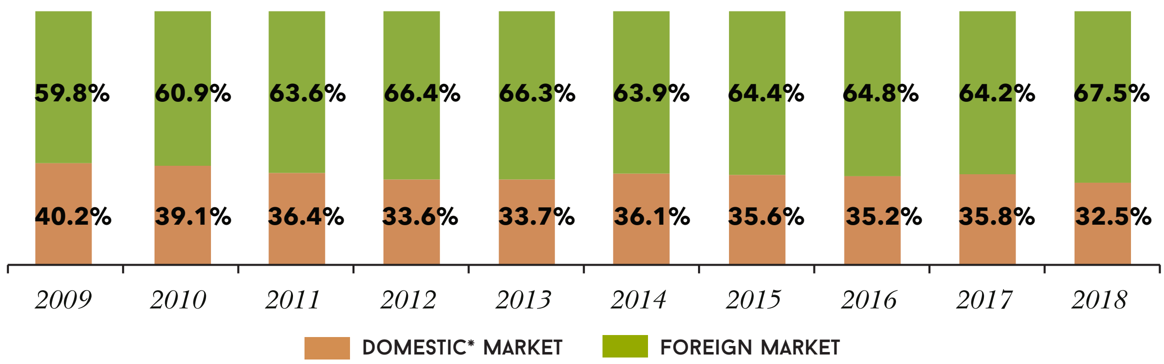
6. CAVA AROUND THE WORLD

6.3 Trend in Cava shipments since 2009
for Domestic* Market and Foreign Market

YEAR	DOMESTIC* MARKET	% chg./from Prev. year	FOREIGN MARKET	% chg./from Prev. year
2018	79,384	-12.1%	165,088	1.8%
2017	90,289	4.8%	162,223	2.0%
2016	86,183	-0.8%	158,973	1.1%
2015	86,876	-0.8%	157,247	1.6%
2014	87,580	7.5%	154,708	-3.3%
2013	81,438	-0.5%	159,927	-0.9%
2012	81,825	-6.3%	161,407	6.0%
2011	87,309	-8.7%	152,246	2.1%
2010	95,641	8.4%	149,160	13.7%
2009	88,253	-1.0%	131,210	-5.5%

** In thousands of bottles*





** "Domestic" Market Calculation = Total Shipments – Foreign Market Sales*

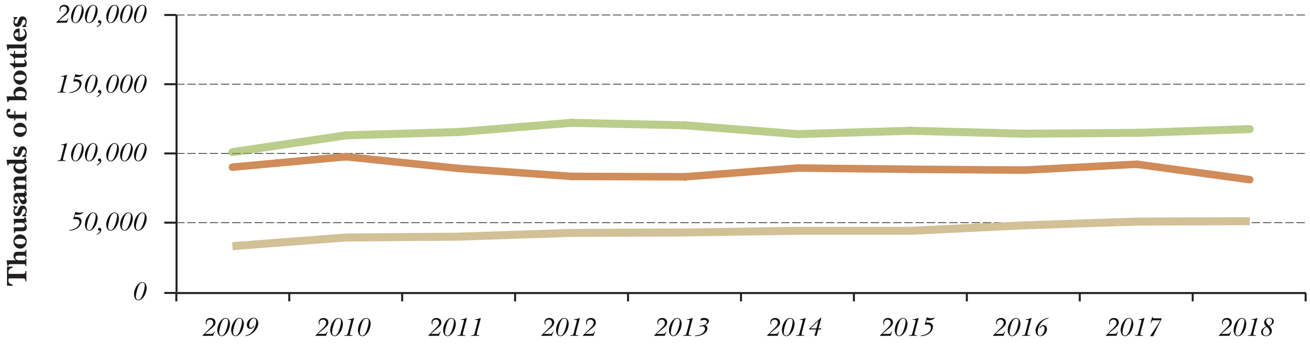
6. CAVA AROUND THE WORLD

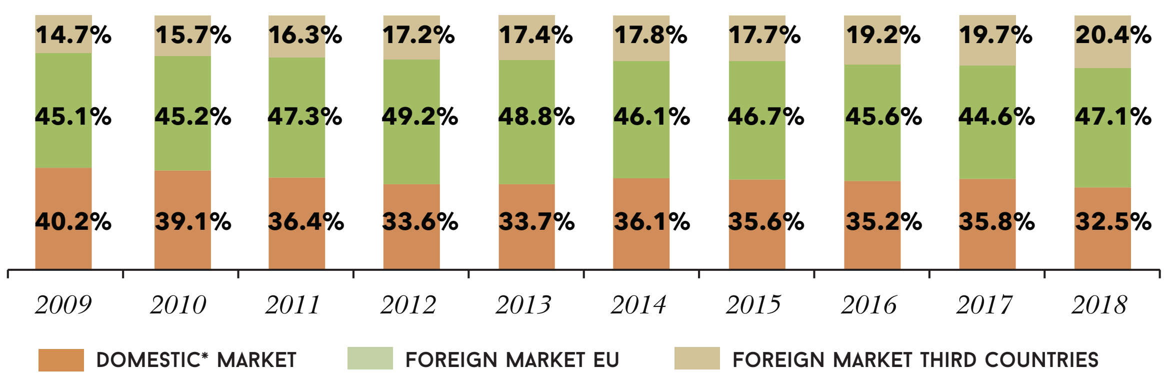
6.4 Trend in Cava shipments since 2009

for Domestic* Market, Foreign Market EU and Foreign Market Third Countries

YEAR	DOMESTIC* MARKET	% chg./from Prev. year	FOREIGN MARKET EU	% chg./from Prev. year	FOREIGN MARK. THIRD COUNTRIES	% chg./from Prev. year
2018	79,384	-12.1%	115,170	2.3%	49,918	0.6%
2017	90,289	4.8%	112,597	0.7%	49,626	5.2%
2016	86,183	-0.8%	111,796	-1.9%	47,177	9.1%
2015	86,876	-0.8%	114,011	2.1%	43,236	0.3%
2014	87,580	7.5%	111,620	-5.3%	43,088	2.4%
2013	81,438	-0.5%	117,836	-1.5%	42,091	0.8%
2012	81,825	-6.3%	119,666	5.7%	41,741	7.0%
2011	87,309	-8.7%	113,219	2.3%	39,027	1.3%
2010	95,641	8.4%	110,649	11.9%	38,511	19.1%
2009	88,253	-1.0%	98,880	-7.2%	32,330	-0.2%

In thousands of bottles





** "Domestic" Market Calculation = Total Shipments – Foreign Market Sales*

7. FOREIGN MARKET COUNTRIES

7.1 Foreign Market. Ranking top 20 countries

	COUNTRY	Chg. Ranking	% chg.	THOUSANDS OF BOTTLES
1	Germany	-	2.2%	32,110
2	Belgium	-	-4.8%	27,229
3	United States	+1	3.2%	21,714
4	United Kingdom	-1	-6.4%	21,675
5	France	-	10.9%	10,496
6	Japan	-	-7.9%	8,405
7	Sweden	+1	23.8%	5,199
8	Netherlands	-1	16.0%	5,034
9	Finland	-	8.1%	3,326
10	Canada	+1	10.3%	3,048
11	Switzerland	-1	-9.7%	2,599
12	Russia	-	28.0%	2,583
13	Denmark	-	14.1%	2,108
14	Norway	-	1.7%	1,716
15	Poland	+3	45.0%	1,531
16	Brazil	-1	-8.4%	1,370
17	Lithuania	+4	81.9%	1,366
18	Austria	-1	1.8%	1,080
19	Estonia	-3	-7.1%	1,034
20	Uruguay	-	-15.8%	715

7. FOREIGN MARKET COUNTRIES

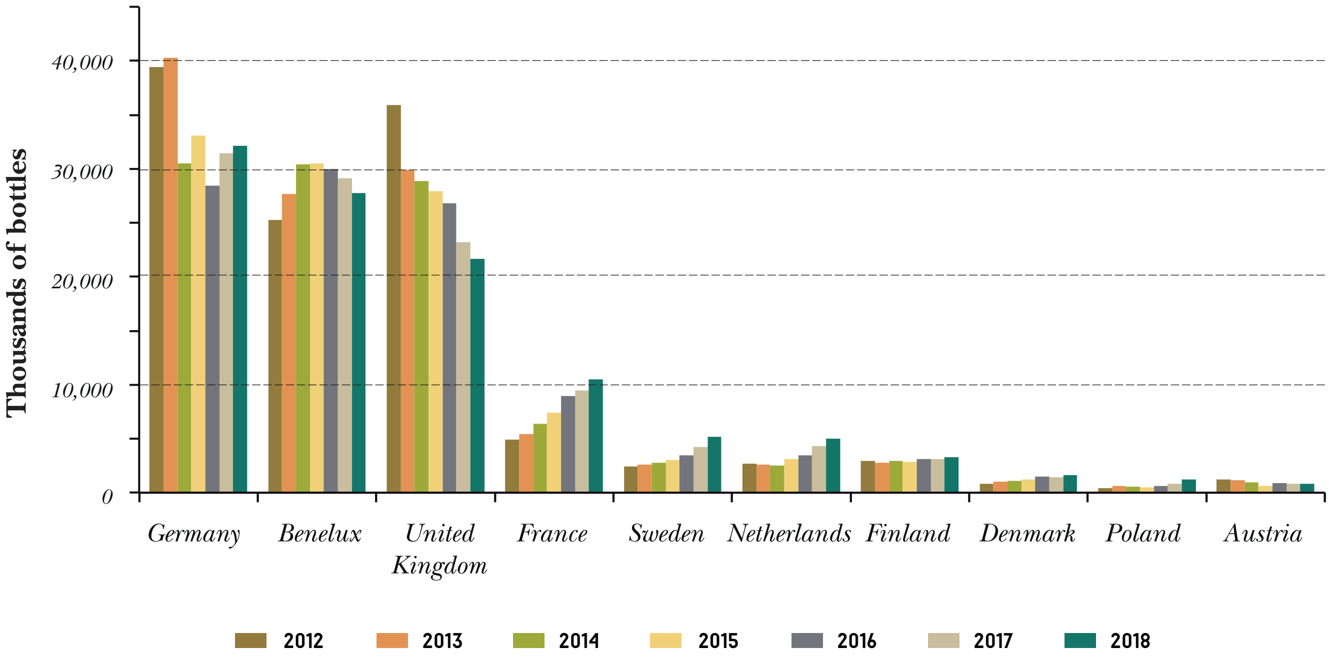
7.2 Foreign Market. Ranking top 50 countries

	COUNTRY	BOTTLES	% chg.
1	Germany	32,110,057	2.2%
2	Belgium	27,229,325	-4.8%
3	United States	21,715,192	3.2%
4	United Kingdom	21,677,117	-6.4%
5	France	10,496,112	10.9%
6	Japan	8,405,124	-7.9%
7	Sweden	5,198,877	23.8%
8	Netherlands	5,033,693	16.0%
9	Finland	3,325,809	8.1%
10	Canada	3,050,676	10.4%
11	Switzerland	2,599,733	-9.7%
12	Russia	2,582,581	28.0%
13	Denmark	2,107,645	14.1%
14	Norway	1,716,393	1.7%
15	Poland	1,531,005	45.0%
16	Brazil	1,370,100	-8.4%
17	Lithuania	1,366,419	81.9%
18	Austria	1,079,621	1.8%
19	Estonia	1,034,269	-7.1%
20	Uruguay	710,476	-16.3%
21	Latvia	702,987	77.5%
22	Israel	674,056	-24.2%
23	Australia	605,509	-3.7%
24	South Korea	547,940	18.3%
25	Mexico	544,400	64.5%
26	Dominican Republic	536,323	-10.5%
27	Luxembourg	518,123	2.0%
28	Czech Republic	476,869	67.9%
29	Ukraine	433,856	12.7%
30	Portugal	376,180	9.4%
31	China	356,280	-35.9%
32	Panama	287,879	35.2%
33	Ireland	278,373	15.0%
34	Peru	260,343	-12.9%
35	Paraguay	257,871	-22.6%
36	Andorra	256,137	9.0%
37	Italy	247,793	-19.0%
38	Chile	206,681	31.6%
39	Ecuador	197,968	0.5%
40	Hong Kong	173,447	-8.2%
41	Nigeria	165,492	76.1%
42	Slovenia	153,736	-0.2%
43	Colombia	149,081	33.1%
44	Iceland	115,931	-0.9%
45	Cuba	114,317	-23.3%
46	Taiwan	109,259	18.8%
47	Croatia	105,609	11.2%
48	New Zealand	103,753	-3.0%
49	Belarus	98,535	-34.7%
50	Maldives	76,717	5.1%

* Number of bottles

8. EUROPEAN UNION COUNTRIES

8.1 Historical Ranking by Top 10 Countries

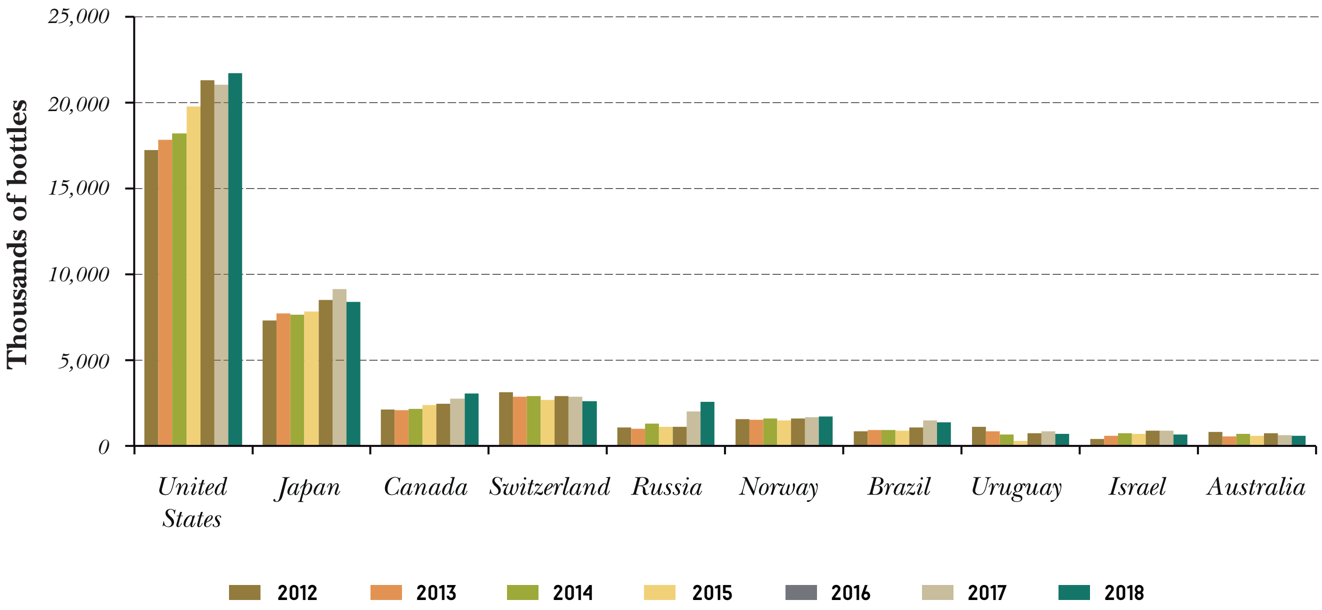


	COUNTRY	2012	2013	2014	2015	2016	2017	2018
1	Germany	39,461	40,289	30,546	33,079	28,417	31,419	32,110
2	Benelux	25,269	27,644	30,405	30,510	30,016	29,099	27,736
3	United Kingdom	35,926	29,904	28,833	27,902	26,822	23,167	21,675
4	France	4,961	5,444	6,364	7,430	8,972	9,463	10,496
5	Sweden	2,443	2,592	2,789	3,016	3,440	4,198	5,199
6	Netherlands	2,673	2,593	2,558	3,124	3,484	4,338	5,034
7	Finland	2,912	2,750	2,918	2,888	3,140	3,077	3,326
8	Denmark	1,054	1,294	1,424	1,572	1,914	1,847	2,108
9	Poland	523	756	715	621	769	1,056	1,531
10	Austria	1,533	1,482	1,203	789	1,101	1,061	1,080

** In thousands of bottles*

9. THIRD COUNTRIES

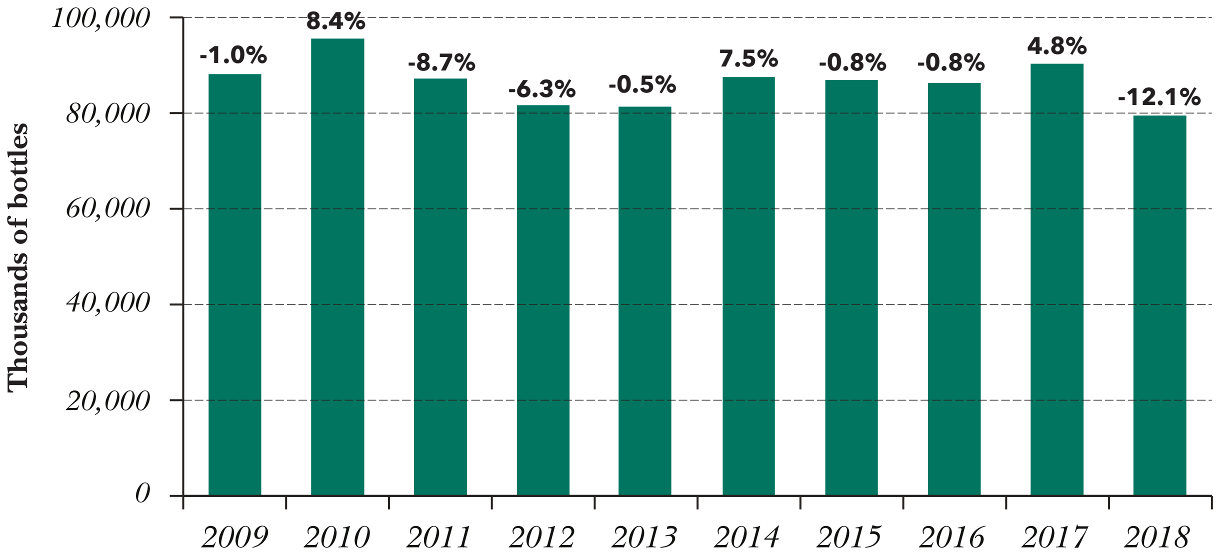
9.1 Historical Ranking by Top 10 Countries



	COUNTRY	2012	2013	2014	2015	2016	2017	2018
1	United States	17,224	17,845	18,224	19,790	21,304	21,039	21,714
2	Japan	7,326	7,727	7,662	7,826	8,505	9,122	8,405
3	Canada	2,132	2,079	2,160	2,380	2,448	2,763	3,048
4	Switzerland	3,133	2,870	2,895	2,686	2,921	2,880	2,599
5	Russia	1,057	988	1,285	1,113	1,121	2,018	2,583
6	Norway	1,566	1,523	1,605	1,484	1,616	1,687	1,716
7	Brazil	858	917	931	882	1,089	1,496	1,370
8	Uruguay	1,128	856	653	299	739	849	715
9	Israel	390	592	735	691	872	889	674
10	Australia	829	561	699	585	735	629	604

* In thousands of bottles

10. DOMESTIC* MARKET

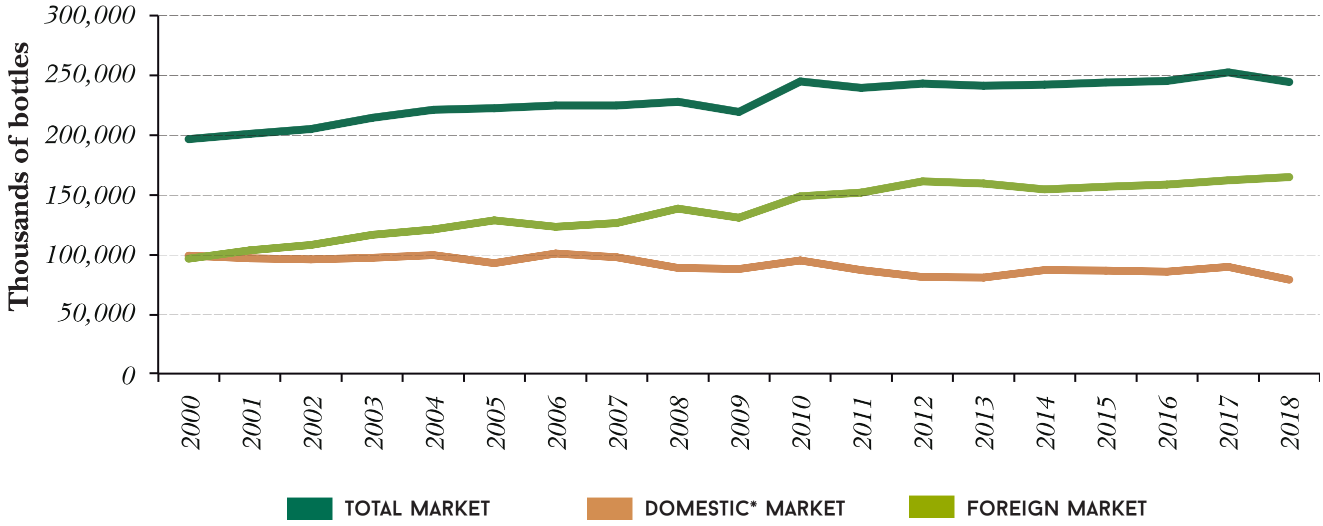


2009	*2010*	*2011*	*2012*	*2013*	*2014*	*2015*	*2016*	*2017*	*2018*
88,253	*95,641*	*87,309*	*81,825*	*81,438*	*87,580*	*86,876*	*86,183*	*90,289*	*79,384*

** In thousands of bottles*

** "Domestic" Market Calculation = Total Shipments – Foreign Market Sales*

11. HISTORICAL SHIPMENT DATA



YEAR	TOTAL MARKET	DOMESTIC* MARKET	FOREIGN MARKET
1900	200		
1910	400		
1920	1,000		
1930	2,400		
1940	2,400		
1950	5,700		
1960	10,500		
1970	47,000		
1980	82,048	72,000	10,048
1990	139,726	92,500	47,226
2000	196,751	99,732	97,019
2001	201,217	97,368	103,849
2002	205,089	96,646	108,443
2003	214,648	97,816	116,832
2004	221,378	100,103	121,275
2005	222,402	93,501	128,901
2006	224,908	101,336	123,573
2007	224,950	98,167	126,783
2008	228,050	89,130	138,920
2009	219,463	88,253	131,210
2010	244,801	95,641	149,160
2011	239,555	87,309	152,246
2012	243,232	81,825	161,407
2013	241,365	81,438	159,927
2014	242,288	87,580	154,708
2015	244,123	86,876	157,247
2016	245,156	86,183	158,973
2017	252,512	90,289	162,223
2018	244,472	79,384	165,088

** In thousands of bottles*

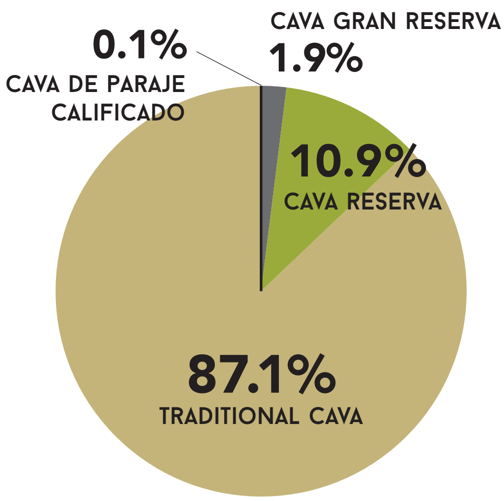
** "Domestic" Market Calculation = Total Shipments – Foreign Market Sales*

12. COMMERCIALIZATION BY CATEGORY

12.1 Segmentation

	2017	2018	% chg.
CAVA DE PARAJE CALIFICADO Min. 36 months	*40,563*	*130,667*	
CAVA GRAN RESERVA Min. 30 months	*3,975,230*	*4,700,650*	*18.2%*
CAVA RESERVA Min. 15 months	*28,631,672*	*26,681,255*	*-6.8%*
TRADITIONAL CAVA Min. 9 months	*219,864,876*	*212,959,767*	*-3.1%*
TOTAL	*252,512,341*	*244,472,340*	*-3.2%*

** Number of bottles. * The figures for the number of bottles of Cava de Paraje Calificado for 2018 are not directly comparable to those for 2017, since the CdPCs were approved in July 2017.*

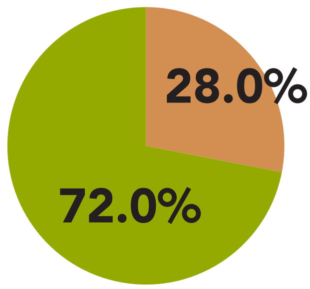


12. COMMERCIALIZATION BY CATEGORY

12.2 Segmentation by Domestic* and Foreign Market

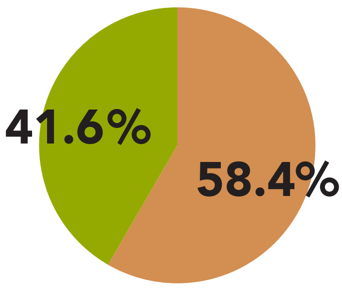
	2018	% chg.
TRADITIONAL CAVA	*212,960*	*-3.1%*
Domestic Market*	*59,717*	*-13.7%*
Foreign Market	*153,243*	*1.7%*

** In thousands of bottles*



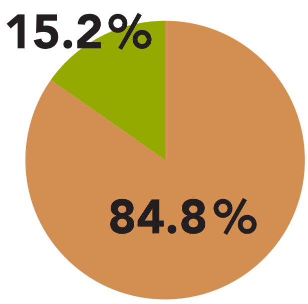
CAVA RESERVA	*26,681*	*-6.8%*
Domestic Market*	*15,570*	*-11.5%*
Foreign Market	*11,112*	*0.7%*

** In thousands of bottles*



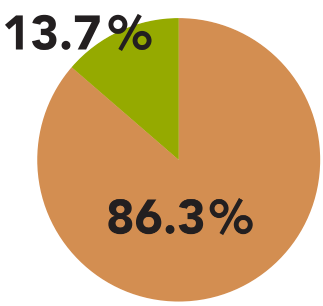
CAVA GRAN RESERVA	*4,701*	*18.2%*
Domestic Market*	*3,984*	*16.1%*
Foreign Market	*717*	*31.8%*

** In thousands of bottles*



CAVA P. CALIFICADO	*131*	
Domestic Market*	*113*	
Foreign Market	*18*	

** In thousands of bottles. * The figures for the number of bottles of Cava de Paraje Calificado for 2018 are not directly comparable to those for 2017, since the CdPCs were approved in July 2017.*



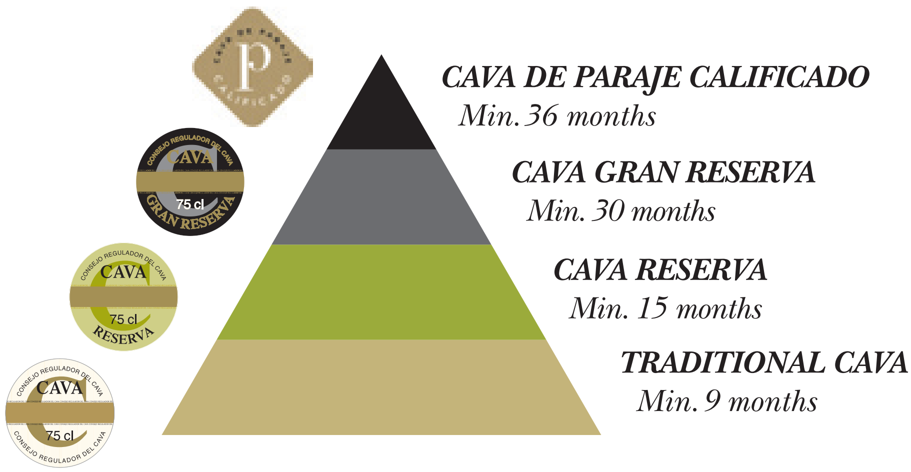
DOMESTIC* MARKET

FOREIGN MARKET

** "Domestic" Market Calculation = Total Shipments – Foreign Market Sales*

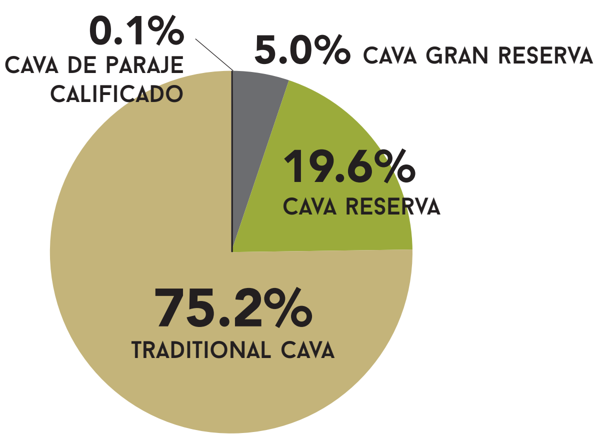
12. COMMERCIALIZATION BY CATEGORY

12.3 Segmentation by Domestic* and Foreign Market

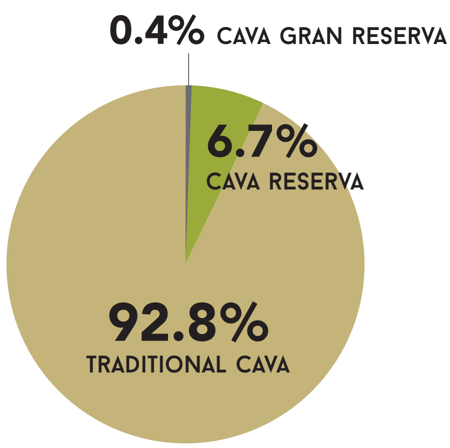


2018	TOTAL	DOMESTIC* MARKET	FOREIGN MARKET
CAVA DE PARAJE CALIFICADO Min. 36 months	131	113	18
CAVA GRAN RESERVA Min. 30 months	4,701	3,984	717
CAVA RESERVA Min. 15 months	26,681	15,570	11,112
TRADITIONAL CAVA Min. 9 months	212,960	59,717	153,243
TOTAL CAVA	244,472	79,384	165,089

** In thousands of bottles. * The figures for the number of bottles of Cava de Paraje Calificado for 2018 are not directly comparable to those for 2017, since the CdPCs were approved in July 2017.*



Domestic* Market



Foreign Market

** "Domestic" Market Calculation = Total Shipments – Foreign Market Sales*

12. COMMERCIALIZATION BY CATEGORY

12.4 Ranking of shipments by country

TRADITIONAL CAVA		
1	Germany	31,610,429
2	Belgium	24,470,905
3	United Kingdom	21,221,476
4	United States	20,515,577
5	France	10,433,075
6	Japan	7,338,203
7	Netherlands	4,290,933
8	Sweden	4,185,228
9	Finland	2,986,096
10	Switzerland	2,455,731
11	Russia	2,353,161
12	Canada	2,213,509
13	Denmark	1,816,224
14	Poland	1,438,225
15	Brazil	1,320,361
16	Lithuania	1,289,744
17	Norway	1,197,781
18	Austria	1,057,703
19	Estonia	948,061
20	Uruguay	714,859
21	Israel	651,337
22	Latvia	612,833
23	Australia	534,972
24	Luxembourg	504,933
25	Mexico	479,596
26	South Korea	466,117
27	Czech Republic	452,855
28	Ukraine	396,520
29	Dominican Rep,	381,015
30	Portugal	348,188
31	China	314,679
32	Panama	260,092
33	Paraguay	257,739
34	Ireland	254,548
35	Italy	220,249

CAVA RESERVA		
1	Belgium	2,726,765
2	United States	1,089,843
3	Japan	1,040,692
4	Sweden	978,709
5	Canada	788,136
6	Netherlands	707,412
7	Norway	446,503
8	United Kingdom	434,100
9	Germany	408,715
10	Finland	326,937
11	Denmark	260,879
12	Russia	212,473
13	Dominican Rep,	153,768
14	Switzerland	122,512
15	Peru	101,845
16	Latvia	86,425
17	Poland	86,351
18	South Korea	77,504
19	Estonia	76,983
20	Lithuania	72,403
21	Australia	69,140
22	Andorra	60,429
23	France	58,149
24	Taiwan	56,081
25	Mexico	51,981
26	Brazil	45,768
27	China	39,425
28	Colombia	38,421
29	Panama	25,992
30	Italy	24,297
31	Hong Kong	24,279
32	Ecuador	23,084
33	Israel	22,704
34	Ireland	22,503
35	Czech Republic	22,020

** Number of bottles*

CAVA GRAN RESERVA

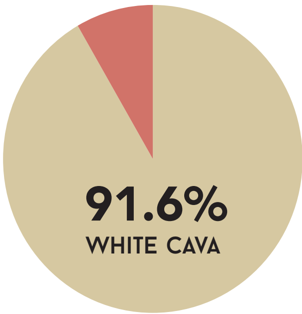
1	United States	106,611
2	Germany	89,820
3	Norway	71,899
4	Canada	46,212
5	Netherlands	34,681
6	Sweden	33,919
7	Denmark	30,311
8	Belgium	30,104
9	Japan	25,176
10	Andorra	23,568
11	Switzerland	20,304
12	United Kingdom	19,167
13	Ukraine	15,397
14	Russia	15,077
15	Mexico	12,499
16	Finland	12,265
17	Estonia	9,107
18	Portugal	8,839
19	Colombia	6,601
20	Poland	5,540
21	France	4,596
22	Lithuania	4,151
23	South Korea	4,076
24	Brazil	3,815
25	Latvia	3,680
26	Peru	3,609
27	Iceland	3,480
28	Hong Kong	3,295
29	Italy	3,029
30	Puerto Rico	2,664
31	Austria	2,552
32	Hungary	2,520
33	China	2,175
34	Czech Rep,	1,940
35	Luxembourg	1,859

CAVA DE PARAJE CALIFICADO

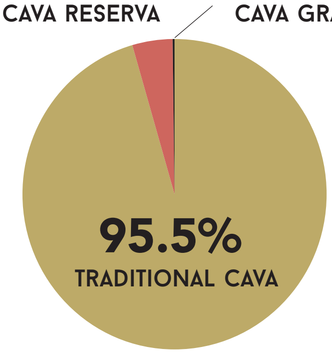
1	United States	2,369
2	Russia	1,869
3	Germany	1,075
4	Japan	1,053
5	Hong Kong	1,037
6	Sweden	1,021
7	Belgium	948
8	Switzerland	947
9	Andorra	907
10	Netherlands	667
11	United Kingdom	652
12	Poland	589
13	Finland	511
14	Canada	419
15	Singapore	356
16	Mexico	324
17	France	261
18	Philippines	248
19	South Korea	243
20	Denmark	232
21	Italy	217
22	Norway	211
23	Brazil	156
24	Portugal	132
25	Ukraine	131
26	South Africa	120
27	Estonia	119
28	Colombia	108
29	Australia	101
30	Kazakhstan	95
31	Puerto Rico	84
32	Peru	76
33	Ireland	73
34	Lithuania	73
35	Virgin Islands	61

** Number of bottles*

13. COMMERCIALIZATION OF ROSÉ CAVA



Base: Total Cava



Base: Total Rosé Cava

	2015	2016	2017	2018	% chg.
WHITE CAVA	223,240,790	223,712,222	231,556,207	224,032,798	-3.2%
ROSÉ CAVA	20,882,339	21,443,766	20,956,129	20,439,542	-2.5%
TOTAL CAVA	244,123,129	245,155,988	252,512,336	244,472,340	-3.2%

** Number of bottles*

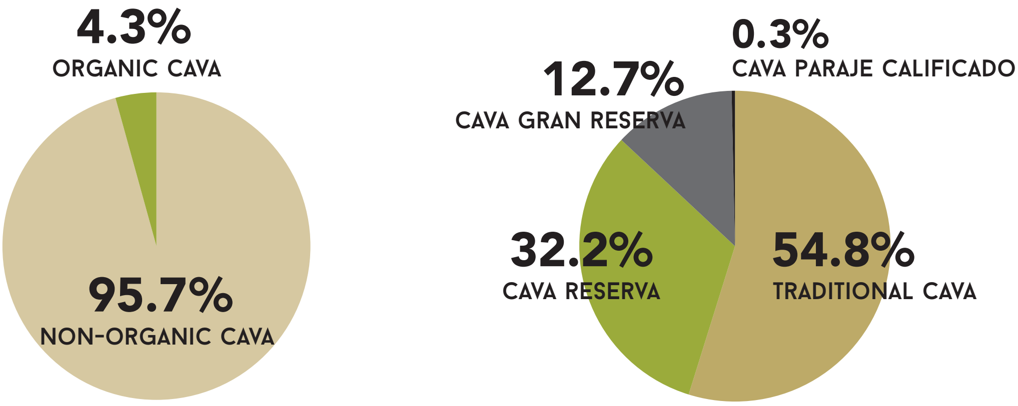
	2015	2016	2017	2018
% ROSÉ CAVA OF TOTAL CAVA	8.6%	8.7%	8.3%	8.4%

ROSÉ CAVA	2015	2016	2017	2018	% chg.
TRADITIONAL CAVA	19,683,940	20,486,674	20,324,170	19,523,533	-3.9%
CAVA RESERVA	1,175,459	901,073	585,425	875,304	49.5%
CAVA GRAN RESERVA	22,940	56,019	46,534	40,704	-12.5%
TOTAL ROSÉ CAVA	20,882,339	21,443,766	20,956,129	20,439,542	-2.5%

** Number of bottles*

	2015	2016	2017	2018
% PREMIUM ROSÉ CAVA OUT OF TOTAL ROSÉ CAVA	5.7%	4.5%	3.0%	4.5%

14. COMMERCIALIZATION OF ORGANIC CAVA



Base: Total Cava **Base: Total Organic Cava**

	2016	2017	2018	% chg.
TOTAL NON-ORGANIC CAVA	*241,134,135*	*246,553,252*	*233,981,407*	*-5.1%*
TOTAL ORGANIC CAVA	*4,021,853*	*5,959,084*	*10,490,933*	*76.0%*
TOTAL CAVA	*245,155,988*	*252,512,336*	*244,472,340*	*-3.2%*

** Number of bottles*

% ORGANIC CAVA OF TOTAL CAVA	*1.6%*	*2.4%*	*4.3%*

ORGANIC CAVA	2016	2017	2018	% chg.
TRADITIONAL CAVA	*2,756,043*	*3,930,595*	*5,750,182*	*46.3%*
CAVA RESERVA	*1,055,766*	*1,639,486*	*3,374,286*	*105.8%*
CAVA GRAN RESERVA	*210,044*	*388,438*	*1,330,109*	*242.4%*
CAVA DE PARAJE CALIFICADO		*520*	*36,355*	
TOTAL ORGANIC CAVA	*4,021,853*	*5,959,084*	*10,490,933*	*76.0%*

** Number of bottles*

% PREMIUM ORGANIC CAVA OUT OF TOTAL ORGANIC CAVA	*31.5%*	*34.0%*	*45.2%*

** The figures for the number of bottles of Cava de Paraje Calificado for 2018 are not directly comparable to those for 2017, since the CdPCs were approved in July 2017.*

15. CONSUMPTION IN THE DOMESTIC MARKET

nielsen

15.1 Evolution in Cava consumption

% CHG. FROM PREVIOUS YEAR	
VOLUME	VALUE
+0.3%	+2.9%

** Source: ACNielsen data for Total Mobile Year ending January 2019.*

15.2 Distribution and evolution of consumption by channel

% CHG. FROM PREVIOUS YEAR		
	VOLUME	VALUE
OFF TRADE	-1.5	2.5
ON TRADE	6.6	3.9

** Source: ACNielsen data for Total Mobile Year ending January 2019.*

15. CONSUMPTION IN THE DOMESTIC MARKET

15.3 Distribution in consumption by geographical area

AREA 1 NORTHEAST	*25%*
BARCELONA METROPOLITAN AREA	*21%*
AREA 2 CENTRE-WEST	*15%*
AREA 3 SOUTH	*13%*
AREA 4 CENTRE	*4%*
MADRID METROPOLITAN AREA	*6%*
AREA 5 NORTHWEST	*5%*
AREA 6 NORTH CENTRAL	*11%*

** Source: ACNielsen data for Total Mobile Year ending January 2019.*

16. KEY FIGURES 2018

325,7
MILLION
KG OF GRAPES

TOTAL PRODUCTION 2018
244,472,340

-3.2%
↓ *VS/2017*

TOTAL
1,146.8
MILLION
EUROS

-0.2%
↓ *VS/2017*

CAVA FOREIGN MARKET SALES
165,088,820

VOLUME
+1.8%
↑ *VS/2017*

VALUE
+4.3%
↑ *VS/2017*

*CAVA CONSUMPTION DOMESTIC MARKET 2018**

VOLUME
+0.3%
↑ *VS/2017*

VALUE
+2.9%
↑ *VS/2017*

* *Source: ACNielsen*

Production Cava Gran Reserva + Cava de Paraje Calificado
4,831,317

+20.3%
↑ *VS/2017*

Production Organic Cava
10,490,933

+76.0%
↑ *VS/2017*

Production Rosé Cava
20,439,542

-2.5%
↓ *VS/2017*

DENOMINACIÓN DE ORIGEN CAVA

www.docava.es