D.O. CAVA

Global report 2020

www.cava.wine

D.O. CAVA

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#BetterWithCava

1. Preliminary notes

SHIPMENTS

The shipment data come from the information provided to the DO Cava Regulatory Board by associated wineries.

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

The shipment data correspond to the number of bottles of Cava produced, that is to say, the finished product. This figure is not the same as the sales figure as not all bottles are sold in the same year as they are produced.

DOMESTIC AND FOREIGN MARKETS

The Foreign Market data corresponds to bottles sold abroad that are declared to the DO Cava Regulatory Board by associated wineries.

The DO Cava Regulatory Board does NOT have access to the sales figures for the domestic Market for associated wineries. For this reason, the data in the dossier that refers to the domestic Market does NOT correspond to sales.

To provide continuity to the information provided by the DO Cava Regulatory Board in previous years, figures for the domestic Market have been calculated in the following way: **"Domestic" Market calculation = Total production - Foreign Market sales.**

DOMESTIC CONSUMPTION

Considering there are no figures for sales to the Domestic Market, the DO Cava Regulatory Board provides approximate information on sales, in the form of national Cava consumption.

National Cava consumption figures are provided by consultancy firm NielsenIQ, and correspond to the total Market (food and catering).

NielsenIQ is a leading consultancy firm in the global food and beverage sector worldwide.

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This document can be downloaded from the DO Cava website:

www.cava.wine/en

2. Memoria 2020

Last year was an incredibly challenging, difficult and unusual year, due to the severe impact of the global pandemic, both socially and economically. Cava has shown a great capacity for resilience in the face of this adverse situation. With the number of bottles produced and labelled with the D.O. seal during 2020 standing at 215 million, a decrease of 13.62% compared to the previous year.

Shipments to foreign markets demonstrated the strong presence of the D.O. Cava at international level (the largest of all D.O.s), with a fall of only 7.12% and an output of 153 million bottles. The international market once again gained share on 2020, accounting for 71% of the appellation's total sales. The diversification of Cava's markets abroad has created extremely valuable goodwill that clearly mitigated the fall in the domestic market, which has been hardest hit by the pandemic.

In terms of the international market, Germany continues to be the main consumer, followed by the United Kingdom, Belgium, the United States and Japan. Growth is also noteworthy in several countries such as the United Kingdom, which is one of the top five markets, and others with double-digit increases - Sweden, the Netherlands, Finland, Russia and Lithuania.
As a result of closures and restrictions in the hospitality sector, as well as limitations on geographical and social mobility, the domestic market contracted, falling by -12.3%. By sector, performances differ hugely. The hotel and catering sector was strongly affected, suffering a decrease of -38.8%, while food and beverages were affected less dramatically, with a drop of -4.7%. The online sector, on the other hand, has evolved very positively, albeit starting from a much lower base, with an impressive growth of +44.9%. Source data for the national market: NielsenIQ.

Organic Cava is once again gaining market share within the D.O. itself, with the number of bottles produced and labelled almost the same as in 2019, confirming the trend that organic Cava continues to arouse consumer interest.

Given the social and economic circumstances that we have experienced in 2020, seen in retrospect, the preventive measures adopted by the Plenary of the Cava Regulatory Board are now even more relevant and important for the industry. Specifically, limiting the number of hectares planted, following studies by external experts, as well as restricting the yield of kilos of grapes per hectare, are decisions taken for the common good of the producers and winemakers in the D.O., helping to achieve a better balance between supply and demand.

We have already notified about the approval of the Strategic Plan for segmentation and zoning; now, this year, we will see its first phase of implementation. This plan, a major step forward for the future, is an important milestone for the sector. Our Cavas will be even more attractive and differentiated for consumers, thanks to highly demanding quality standards, the uniqueness of our territories and origins, and our total commitment to the environment and sustainability. All of this with the assurance that only a D.O. can provide.

In this sense, in 2021 we will implement our plan to reinforce the D.O.'s quality control, with the additional value for the consumer of a maximum certification seal. This guarantee can only be offered by a D.O. such as Cava. The new requirements will also improve the information and traceability of this high-quality product.

On the promotional side, over the last year we have been committed to digitalising the Board's different platforms. This transformation reinforces the prestige of the only Denomination of Origin in Spain specialising in quality sparkling wines, made using the traditional method of bottle-ageing, with the establishment of new winemaking requirements.

Consequently, the new corporate website has been launched and we have invested in ensuring that the content of the different social networks is up-to-date and professional, in order to increase our national and international prestige. The moments for enjoying Cava are constantly expanding, and the D.O. is actively promoting and encouraging this process of making consumption less seasonal, with an action plan that positions Cava as the ideal choice to accompany and enjoy with any meal, enhancing it and making it special.

Demonstrating that Cava is a gastronomic drink of infinite versatility, and can paired with every cuisine in the world, is one of the main objectives in the promotion campaigns.

The Cava Protected Designation of Origin stands as the guarantor of a territory, a landscape and an economic sector. Our quest for excellence must coexist with respect for the land and a legacy that will be passed on to future generations.

Javier Pagés Font
President of the DO Cava Regulatory Board

3. Registrations

3.1 WINEGROWING OPERATIONS

Number of operators 2020

6,391

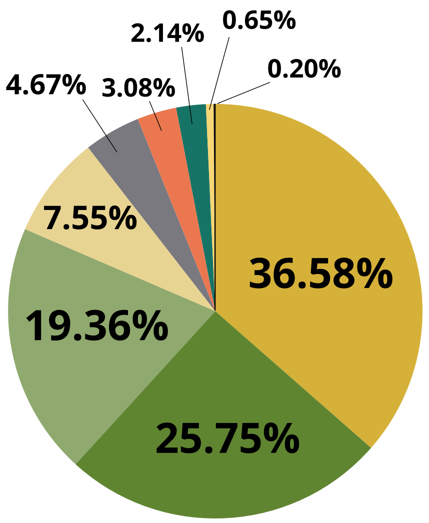
Registered surface area (Ha) 2020

38,151.74 Hectares

YEAR	NUMBER OF OPERATORS	% change	REGISTERED SURFACE AREA (HA)	% change
2020	6,391	-2.90%	38,151.74	0.52%
2019	6,582	-1.0%	37,955	0.1%
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	

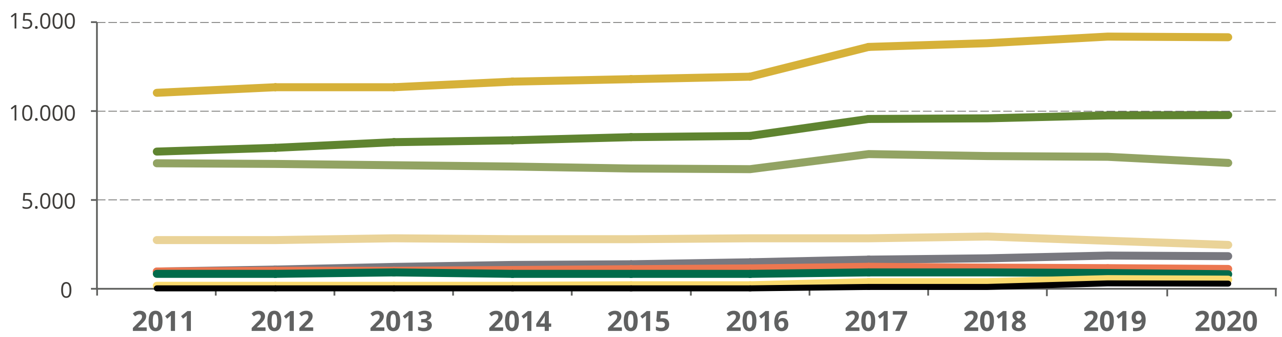
3. Registrations

3.2 REGISTERED SURFACE AREA BY VARIETY



	2020 (Ha)
MACABEU	13,955
XAREL·LO	9,825
PARELLADA	7,385
CHARDONNAY	2,881
GARNATXA NEGRA	1,783
TREPAT	1,177
PINOT NOIR	817
SUBIRAT PARENT	250
MONASTRELL	78
TOTAL	38,152

* In Hectares



	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
MACABEU	11,095	11,390	11,420	11,718	11,847	11,996	13,639	13,828	13,909	13,955
XAREL·LO	7,769	7,971	8,293	8,392	8,566	8,626	9,558	9,599	9,603	9,825
PARELLADA	7,086	7,044	6,994	6,931	6,816	6,772	7,563	7,472	7,451	7,385
CHARDONNAY	2,899	2,903	2,971	2,925	2,926	2,965	2,989	3,036	2,935	2,881
GARNATXA NEGRA	984	1,076	1,237	1,346	1,377	1,453	1,616	1,673	1,776	1,783
TREPAT	990	1,004	1,013	1,057	1,103	1,109	1,179	1,168	1,164	1,177
PINOT NOIR	839	866	883	848	837	853	875	873	808	817
SUBIRAT PARENT	74	73	73	72	78	88	235	225	232	250
MONASTRELL	29	28	30	36	41	41	52	50	77	78
TOTAL	**31,765**	**32,355**	**32,914**	**33,325**	**33,591**	**33,903**	**37,706**	**37,924**	**37,955**	**38,152**

* In Hectares

3. Registrations

3.3 PRODUCERS

Number of Cava producers
2020
209

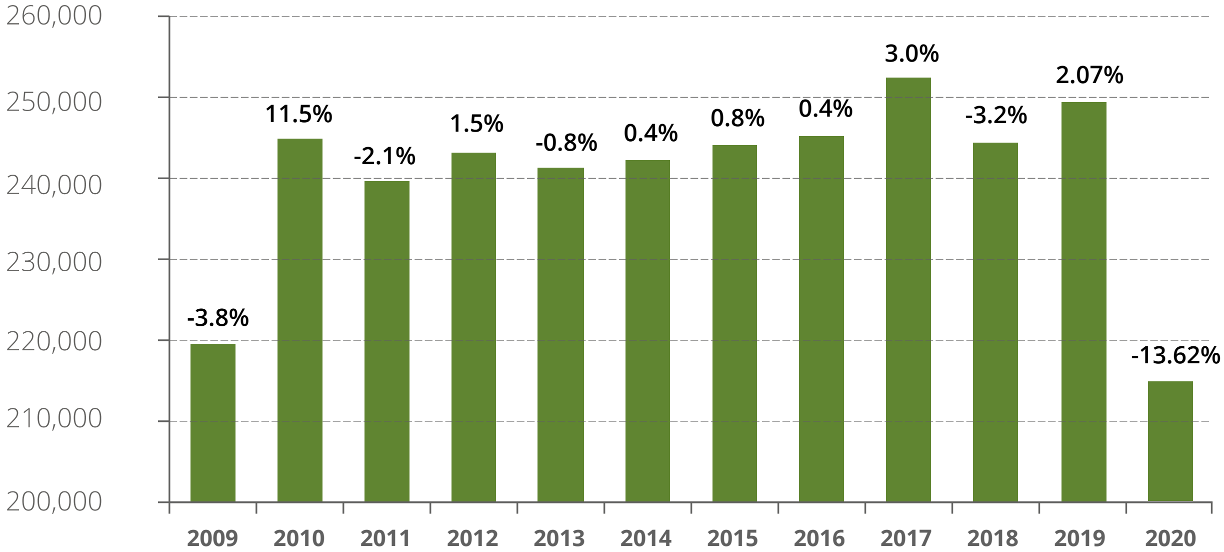
Number of Base Wine producers
2020
143

YEAR	NUMBER OF CAVA PRODUCERS	% change	NUMBER OF BASE WINE PRODUCERS	% change
2020	209	- 2.34%	143	0.0%
2019	214	-4.5%	143	-1.4%
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. Shipments

Total production 2020	Variation Previous year
215,566,954 bottles	-13.62%

THOUSANDS OF BOTTLES

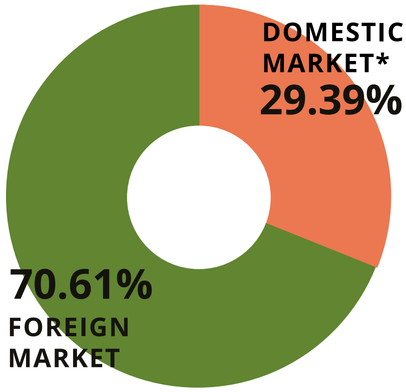


2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
219,463	244,801	239,555	243,232	241,365	242,288	244,123	245,156	252,512	244,472	249,544	215,566

* In thousands of bottles.

5. Cava around the world

5.1 DOMESTIC MARKET* AND FOREIGN MARKET



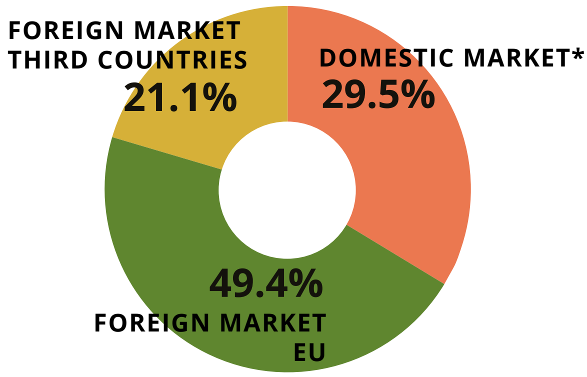
2019	2020	
Total Domestic Market*	**Total** Domestic Market*	% change
84,508	63,364	-25.02%
Total Foreign Market	**Total** Foreign Market	% change
165,036	152,203	-7.78%
Total Market	**Total Market**	% change
249,544	215,567	-13.62%

* In thousands of bottles.

* Calculation of "Domestic" Market = Total Production - Foreign Market sales.

5. Cava around the world

5.2 DOMESTIC MARKET *AND FOREIGN MARKET THIRD COUNTRIES



2019	2020	
Domestic Market*	Domestic Market*	% change
84,508	63,599	- 24.74%
Foreign Market EU	Foreign Market EU	% change
113,595	106,585	- 6.17%
Foreign Market Third countries	Foreign Market Third countries	% change
51,441	45,618	-11.32%
Total Market	Total Market	% change
249,544	215,567	-13.62%

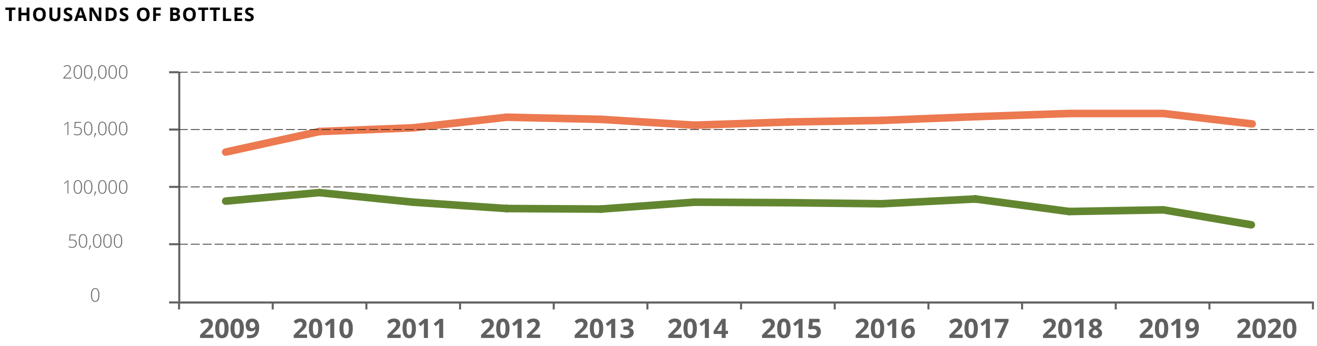
* In thousands of bottles.

* Calculation of “Domestic” Market = Total Production - Foreign Market sales.

5. Cava around the world

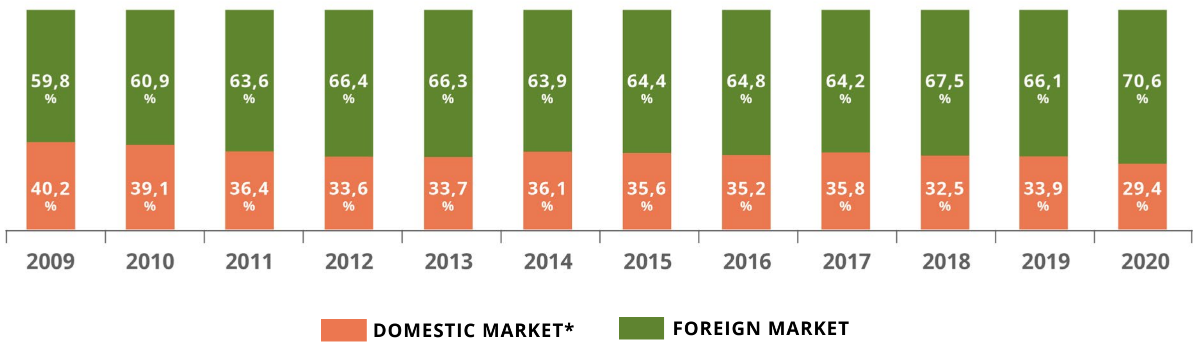
5.3 EVOLUTION OF CAVA PRODUCTION SINCE 2009

BY DOMESTIC MARKET* AND FOREIGN MARKET



YEAR	DOMESTIC MARKET*	% change/ prev. year	FOREIGN MARKET*	% change/ prev. year
2020	63,364	-25.02%	152,203	-7.78%
2019	84,508	6.46%	165,036	-0.03%
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.



*Calculation of "Domestic" Market = Total Production - Foreign Market sales.

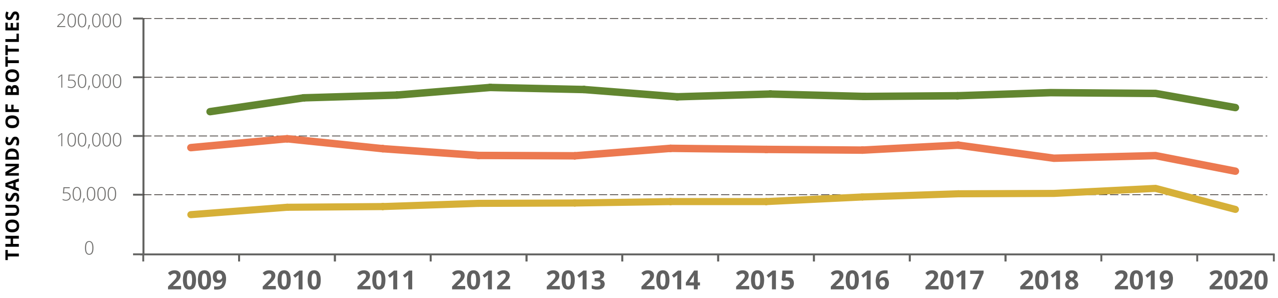
5. Cava around the world

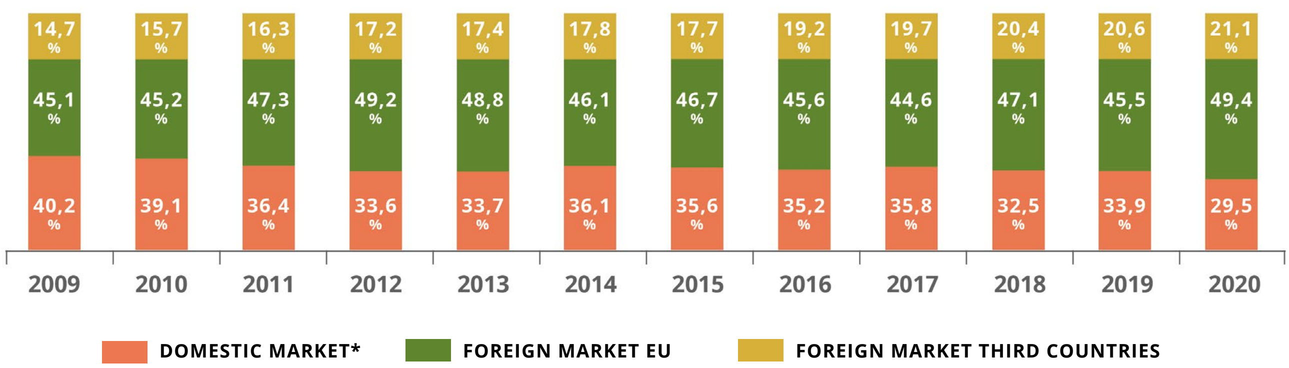
5.4 EVOLUTION OF CAVA SHIPMENTS SINCE 2009

BY DOMESTIC MARKET*, EU FOREIGN MARKET AND FOREIGN MARKET THIRD COUNTRIES

YEAR	DOMESTIC MARKET*	% change / from prev. year	FOREIGN MARKET EU	% change / from prev. year	FOREIGN MARKET THIRD COUNTRIES	% change / from prev. year
2020	63,599	-24.74%	106,585	-6.17%	45,618	-11.32%
2019	84,508	6.46%	113,595	-1.37%	51,441	3.05%
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.





*Calculation of "Domestic" Market = Total Production - Foreign Market sales.

6. Foreign Market countries

6.1 FOREIGN MARKET. TOP 20 COUNTRIES.

RK 2020	COUNTRY	Dif. Ranking	% change	THOUSANDS OF BOTTLES 2020	2019
1	Germany	=	-8.69%	27,946	30,604
2	UK	+2	6.56%	20,726	19,450
3	Belgium	-1	-24.32%	20,514	27,107
4	U.S	-1	-14.86%	16,942	19,899
5	Japan	=	-7.07%	9,951	10,708
6	France	=	-15.68%	9,004	10,678
7	Sweden	=	12.06%	7,575	6,760
8	Netherlands	=	9.99%	6,112	5,557
9	Finland	+2	11.83%	3,356	3,001
10	Russia	-1	17.47%	3,941	3,355
11	Canada	-1	3.54%	3,157	3,049
12	Swiss	=	1.59%	2,691	2,649
13	Poland	=	-28.87%	1,631	2,293
14	Norway	+1	-12.65%	1,609	1,842
15	Denmark	-1	-28.46%	1,584	2,214
16	Lithuania	+2	16.73%	1,144	980
17	Brazil	=	3.45%	1,109	1,072
18	Ukraine	+4	51.44%	1,107	731
19	Estonia	=	15.50%	1,036	897
20	Austria	-4	-9.28%	978	1,078

6. Foreign Market countries

6.2 FOREIGN MARKET. RANKING TOP 50 COUNTRIES.

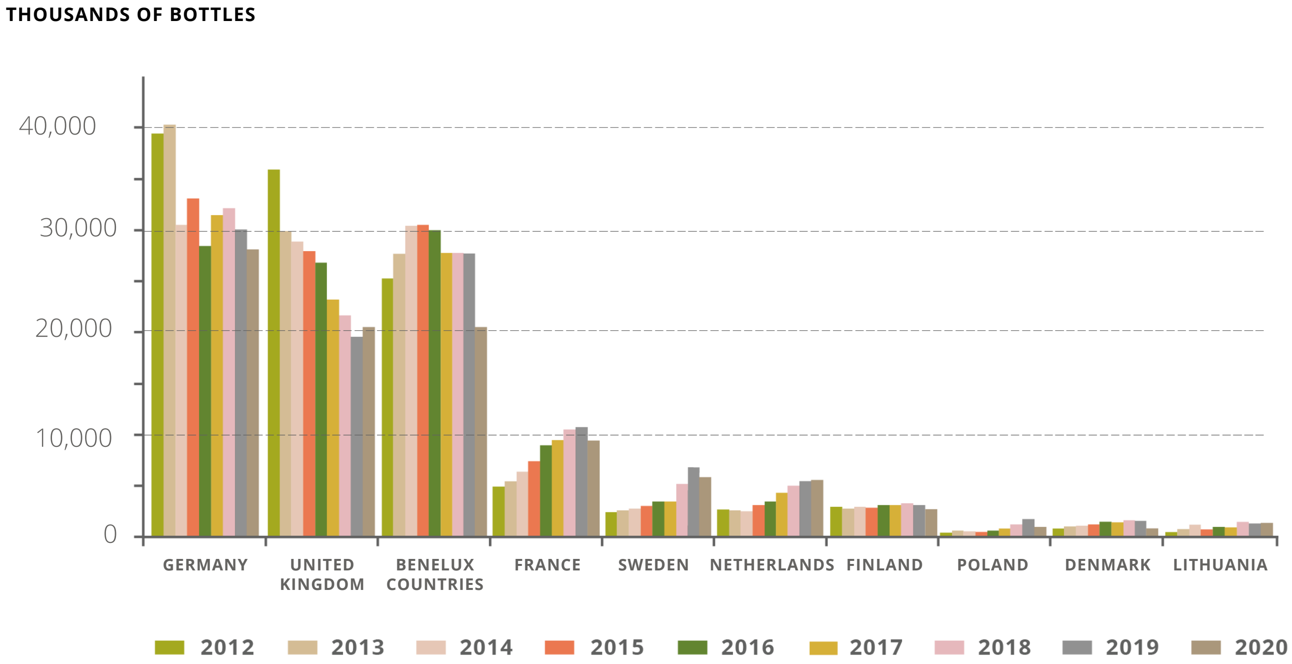
RK 2020	COUNTRY	BOTTLES	% change
1	Germany	27,946	-8.69%
2	United Kingdom	20,726	6.56%
3	Belgium	20,514	-24.32%
4	U.S	16,942	-14.86%
5	Japan	9,951	-7.07%
6	France	9,004	-15.68%
7	Sweden	7,575	12.06%
8	Netherlands	6,112	9.99%
9	Finland	3,356	11.83%
10	Russia	3,941	17.47%
11	Canada	3,157	3.54%
12	Switzerland	2,691	1.59%
13	Poland	1,631	-28.87%
14	Norway	1,609	-12.65%
15	Denmark	1,584	-28.46%
16	Lithuania	1,144	16.73%
17	Brazil	1,109	3.45%
18	Ukraine	1,107	51.44%
19	Estonia	1,036	15.50%
20	Austria	978	-9.28%
21	Latvia	879	14.75%
22	Australia	753	4.29%
23	Luxembourg	611	21.23%
24	Israel	546	-36.51%
25	South Korea	536	-11.40%

RK 2020	COUNTRY	BOTTLES	% change
26	Italy	496	56.47%
27	China	411	2.75%
28	Belarus	339	83.24%
29	Dominican Rep.	334	-42.71%
30	Ireland	329	50.92%
31	Mexico	313	-22.33%
32	Uruguay	311	-24.33%
33	Portugal	287	-19.61%
34	Spain (free zones)	252	-21.50%
35	Slovakia	242	22.22%
36	Hongkong	241	28.88%
37	Czech Rep.	205	-17.00%
38	Chile	138	-31.34%
39	Slovenia	136	-4.90%
40	New Zealand	133	40.00%
41	Qatar	128	-37.25%
42	Puerto Rico	124	188.37%
43	Peru	123	-54.44%
44	Colombia	111	-22.92%
45	Iceland	102	-23.31%
46	Andorra	99	-43.10%
47	Costa Rica	92	9.52%
48	Croatia	90	13.92%
49	Singapore	88	69.23%
50	Panama	87	-62.01%

* In thousands of bottles.

7. European Union countries

7.1 HISTORICAL RANKING BY TOP 10 COUNTRIES

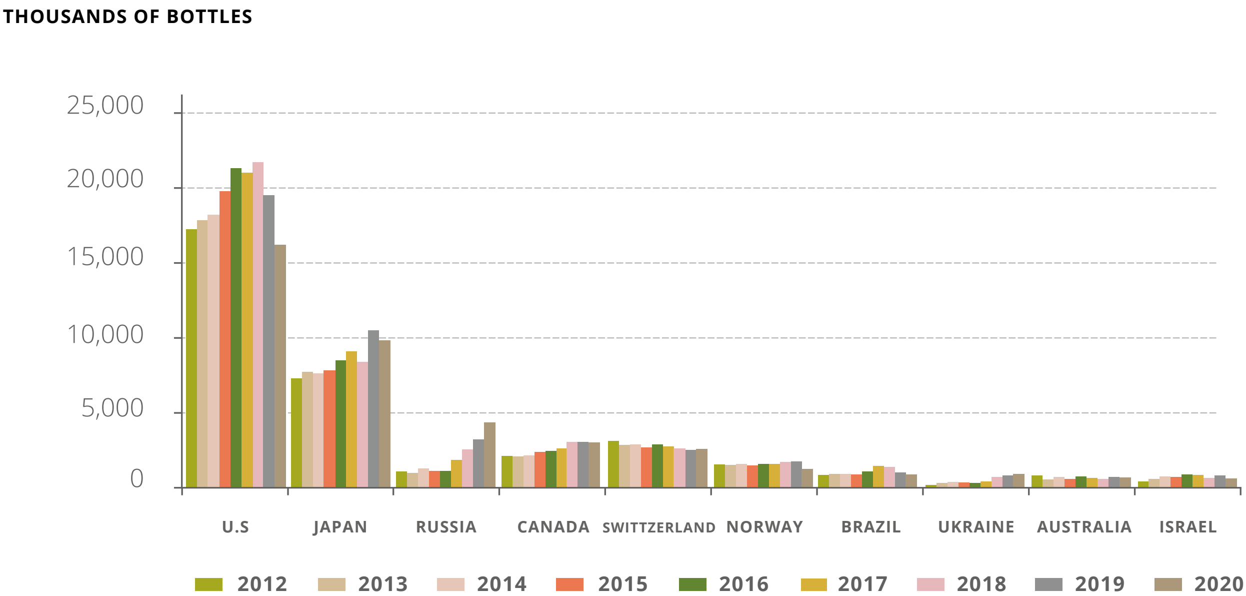


	COUNTRY	2012	2013	2014	2015	2016	2017	2018	2019	2020
1	Germany	39,461	40,289	30,546	33,079	28,417	31,419	32,110	30,604	27,946
2	United Kingdom	35,926	29,904	28,833	27,902	26,822	23,167	21,675	19,450	20,726
3	Benelux Countries	25,269	27,644	30,405	30,510	30,016	29,099	27,736	27,611	20,514
4	France	4,961	5,444	6,364	7,430	8,972	9,463	10,496	10,678	9,004
5	Sweden	2,443	2,592	2,789	3,016	3,440	4,198	5,199	6,760	7,575
6	Netherlands	2,673	2,593	2,558	3,124	3,484	4,338	5,034	5,557	6,112
7	Finland	2,912	2,750	2,918	2,888	3,140	3,077	3,326	3,001	3,356
8	Poland	523	756	715	621	769	1,056	1,531	2,293	1,631
9	Denmark	1,054	1,294	1,424	1,572	1,914	1,847	2,108	2,214	1,584
10	Lithuania	285	505	855	504	740	751	1,366	980	1,144

* In thousands of bottles.

8. Third countries

8.1 HISTORICAL RANKING BY TOP 10 COUNTRIES

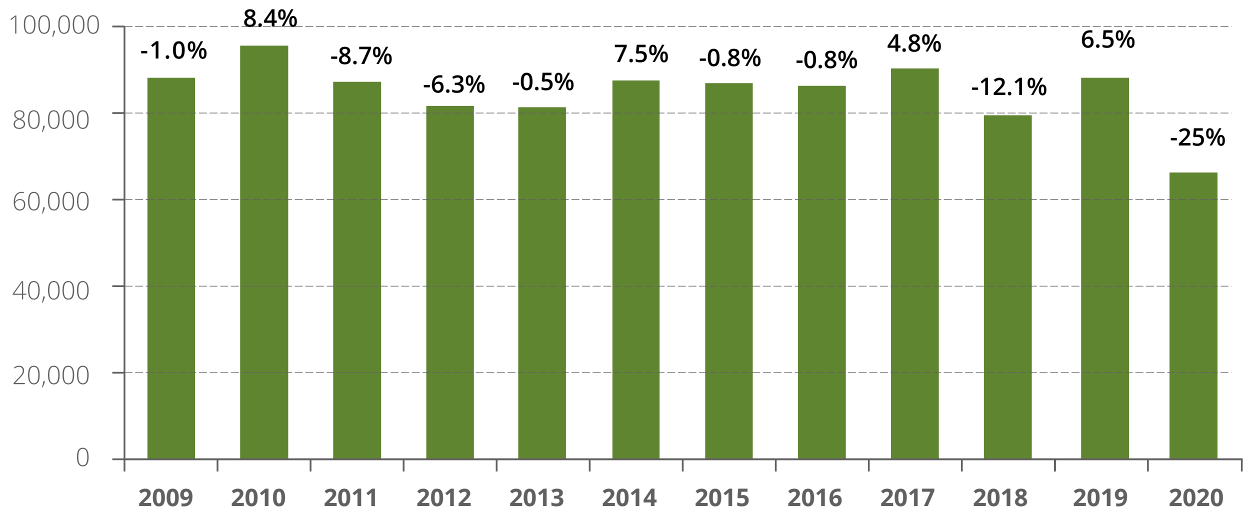


	COUNTRY	2012	2013	2014	2015	2016	2017	2018	2019	2020
1	U.S	17,224	17,845	18,224	19,790	21,304	21,039	21,714	19,899	16,942
2	Japan	7,326	7,727	7,662	7,826	8,505	9,122	8,405	10,708	9,951
3	Russia	1,057	988	1,285	1,113	1,121	2,018	2,583	3,355	3,941
4	Canada	2,132	2,079	2,160	2,380	2,448	2,763	3,048	3,049	3,157
5	Swittzerland	3,133	2,870	2,895	2,686	2,921	2,880	2,599	2,649	2,691
6	Norway	1,566	1,523	1,605	1,484	1,616	1,687	1,716	1,842	1,609
7	Brazil	858	917	931	882	1,089	1,496	1,370	1,072	1,109
8	Ukraine	59	91	142	97	188	385	433	731	1,107
9	Australia	829	561	699	585	735	629	604	722	753
10	Israel	390	592	735	691	872	889	674	860	546

* In thousands of bottles.

9. Domestic Market*

THOUSANDS OF BOTTLES

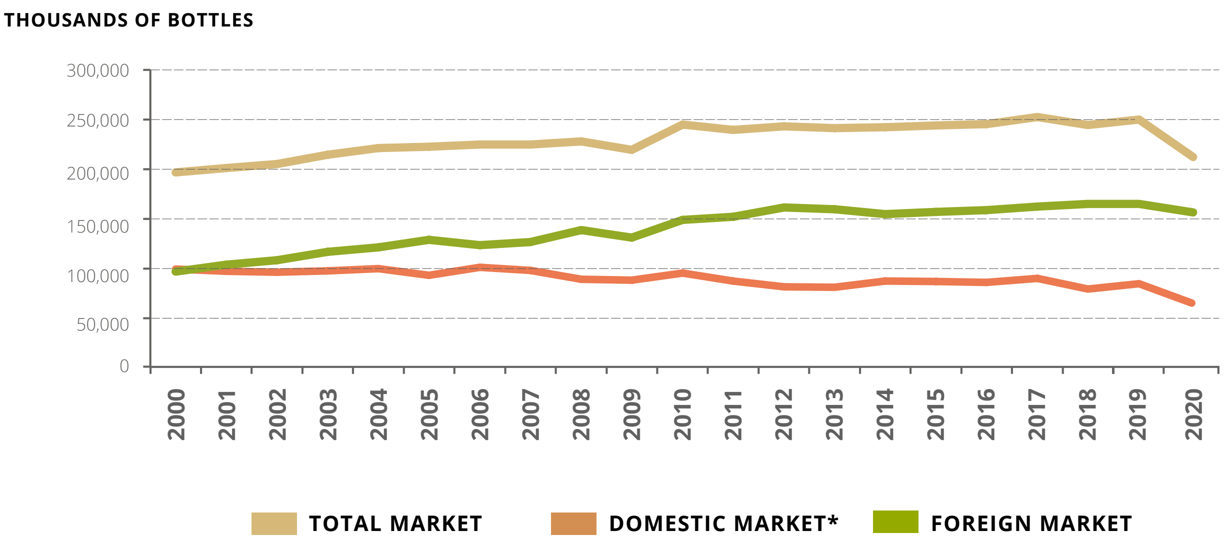


2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
88,253	95,641	87,309	81,825	81,438	87,580	86,876	86,183	90,289	79,384	84,508	63,364

* In thousands of bottles.

*Calculation of “Domestic” Market = Total Production - Foreign Market sales.

10. Historic 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
2019	249,544	84,508	165,036
2020	215,565	63,364	152,203

* In thousands of bottles.

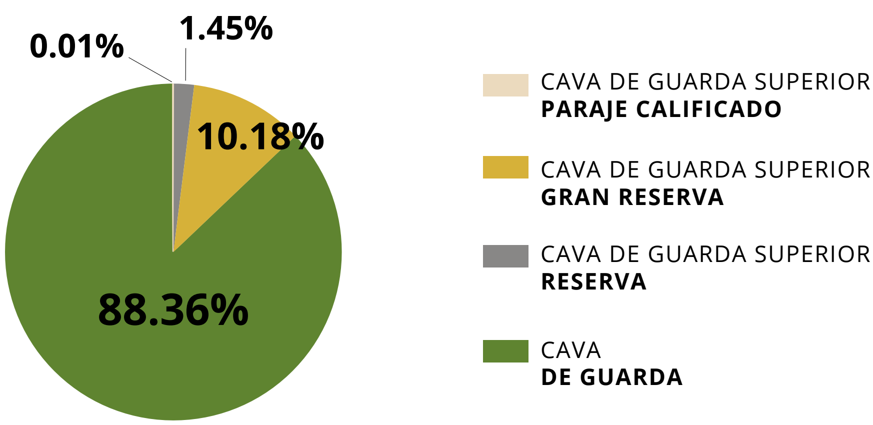
*Calculation of “Domestic” Market = Total Production - Foreign Market sales.

11. Commercialization by category

11.1 SEGMENTATION

	2019	2020	%
CAVA GUARDA SUPERIOR **PARAJE CALIFICADO** Min. 36 months	27,341	11,245	-58.87%
CAVA DE GUARDA SUPERIOR **GRAN RESERVA** Min. 30 months	3,619,281	3,129,826	-13.52%
CAVA DE GUARDA SUPERIOR **RESERVA** Min. 18 months	26,841,209	21,945,917	-18.24%
CAVA **DE GUARDA** Min. 9 months	219,056,865	190,479,965	-13.05%
TOTAL	**249,544,696**	**215,566,953**	**-13.62%**

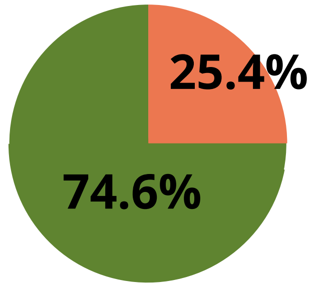
* In bottles.



11. Commercialization by category

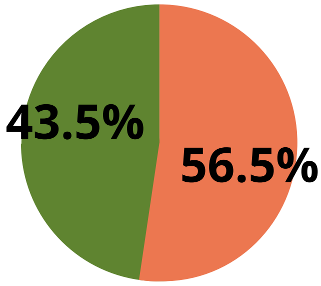
11.2 SEGMENTATION BY DOMESTIC MARKET* AND FOREIGN MARKET

	2019	2020	% change
CAVA **DE GUARDA**	219,057	190,479	-13.05%
Domestic Market*	66,102	48,447	-26.71%
Foreign Market	152,955	142,032	-7.14%



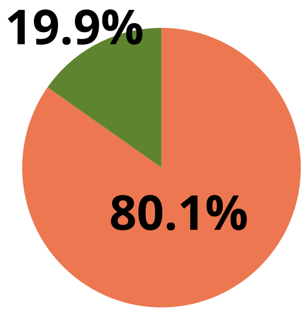
* In thousands of bottles.

CAVA DE GUARDA SUPERIOR **RESERVA**	**26,841**	**21,946**	**-18.24%**
Domestic Market*	15,440	12.398	-19.70%
Foreign Market	11,401	9,548	-16.25



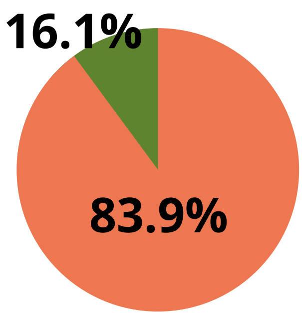
* In thousands of bottles.

CAVA DE GUARDA SUPERIOR **GRAN RESERVA**	**3,619**	**3,129**	**-13.54%**
Domestic Market*	2,944	2,507	-14.84%
Foreign Market	675	622	-7.85%



* In thousands of bottles.

CAVA DE GUARDA SUPERIOR **PARAJE CALIFICADO**	**27**	**11,2**	**-58.52%**
Domestic Market*	226	9,4	-58.41%
Foreign Market	4,4	1,8	-59.09%



* In thousands of bottles.

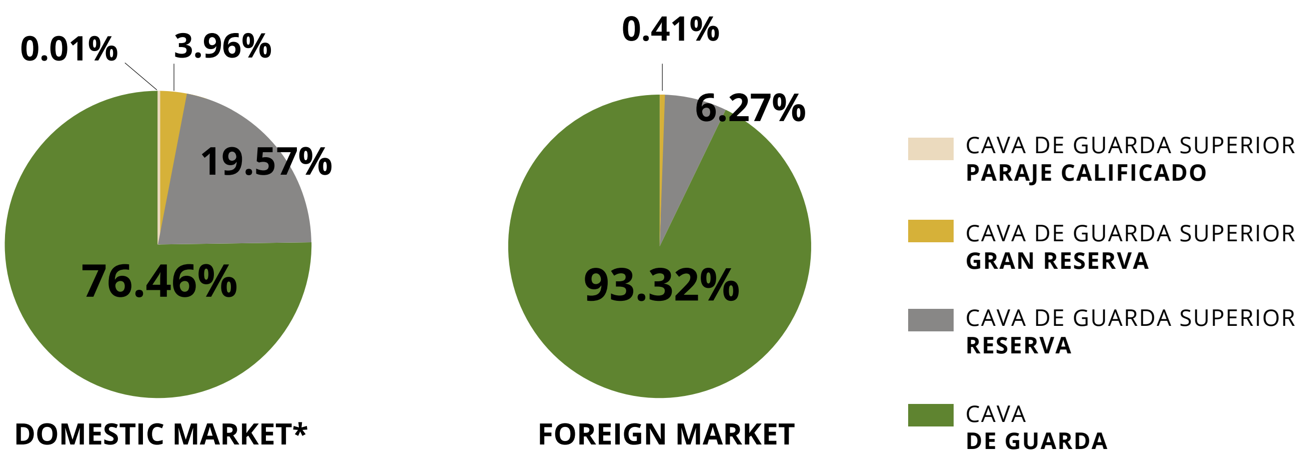
*Calculation of “Domestic” Market = Total Production - Foreign Market sales.

11. Commercialization by category

11.3 SEGMENTATION BY DOMESTIC MARKET* AND FOREIGN MARKET

	TOTAL 2019	DOMESTIK MARKET*	FOREIGN MARKET	TOTAL 2020	DOMESTIK MARKET*	FOREIGN MARKET
CAVA GUARDA SUPERIOR **PARAJE CALIFICADO** Min. 36 months	27	22,6	4,4	11,2	9,4	1,8
CAVA DE GUARDA SUPERIOR **GRAN RESERVA** Min. 30 months	3,619	2,944	675	3,129	2,507	622
CAVA DE GUARDA SUPERIOR **RESERVA** Min. 18 months	26,841	15,440	11,401	21,946	12,398	9,548
CAVA **DE GUARDA** Min. 9 months	219,057	66,102	152,955	190,479	48,447	142,032
TOTAL	**249,544**	**84,508**	**165,035**	**215,565**	**63,361**	**152,204**

* In thousands of bottles.



*Calculation of "Domestic" Market = Total Production - Foreign Market sales.

11. Commercialization by category

11.4 RANKING OF SHIPMENTS BY COUNTRY

CAVA DE GUARDA		
1	Germany	27,511,561
2	UK	19,947,700
3	Belgium	18,298,329
4	U.S	16,191,544
5	Japan	9,039,239
6	France	8,965,755
7	Sweden	6,449,436
8	Netherlands	5,464,643
9	Russia	3,691,877
10	Finland	3,356,389
11	Switzerland	2,579,565
12	Canada	2,358,197
13	Poland	1,545,613
14	Denmark	1,407,308
15	Norway	1,139,680
16	Brazil	1,090,751
17	Lithuania	1,083,648
18	Ukraine	1,018,797
19	Austria	960,523
20	Estonia	942,380
21	Latvia	819,715
22	Australia	712,759
23	Luxembourg	604,233
24	Israel	522,817
25	South Korea	470,172
26	Italy	420,025
27	China	390,197
28	Belarus	325,236
29	Uruguay	310,281
30	Ireland	295,011
31	Mexico	276,724
32	Portugal	275,032
33	Slovakia	234,880
34	Dominican Rep.	230,131
35	Spain (free zones)	222,501

* Number of bottles.

CAVA DE GUARDA SUPERIOR RESERVA		
1	Belgium	2,203,297
2	Sweden	1,108,108
3	Japan	888,672
4	UK	747,365
5	Canada	715,052
6	U.S	663,255
7	Netherlands	615,899
8	Norway	391,299
9	Germany	391,097
10	Russia	222,935
11	Finland	175,923
12	Denmark	164,043
13	Switzerland	99,133
14	Dominican Rep.	96,771
15	Estonia	87,065
16	Poland	81,029
17	Italy	73,721
18	Ukraine	67,439
19	Lithuania	59,005
20	Latvia	50,920
21	South Korea	49,765
22	Australia	39,387
23	France	35,965
24	Ireland	32,480
25	Colombia	32,003
26	Peru	31,627
27	Tai-wan	29,328
28	Hongkong	26,975
29	Mexico	26,208
30	Israel	23,847
31	Singapore	23,047
32	Andorra	21,760
33	Chile	20,627
34	Brazil	18,691
35	China	17,449

* Number of bottles.

11. Comercialización por categorías

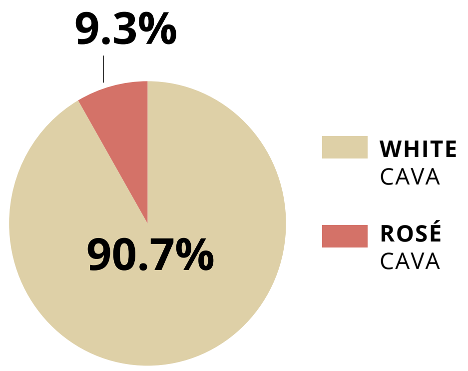
CAVA DE GUARDA SUPERIOR **GRAN RESERVA**		
1	U.S	87,355
2	Canada	84,659
3	Norway	78,473
4	Germany	43,459
5	Netherlands	31,647
6	UK	30,925
7	Russia	26,647
8	Japan	23,035
9	Ukraine	21,017
10	Sweden	17,605
11	South Korea	16,400
12	Spain (free zones)	15,908
13	Switzerland	13,049
14	Denmark	12,996
15	Belgium	12,681
16	Mexico	10,560
17	Latvia	8,380
18	Dominican Rep.	7,744
19	Estonia	7,164
20	Austria	6,935
21	Andorra	6,860
22	Finland	6,060
23	Poland	5,201
24	Portugal	3,739
25	Czech Rep.	3.265
26	China	3.264
27	France	3,160
28	Iceland	3,124
29	Croatia	2,513
30	Ireland	2,469
31	Luxembourg	2,392
32	Peru	2,344
33	Italy	2,307
34	Puerto Rico	2,260
35	Panama	1,923

* Number of bottles.

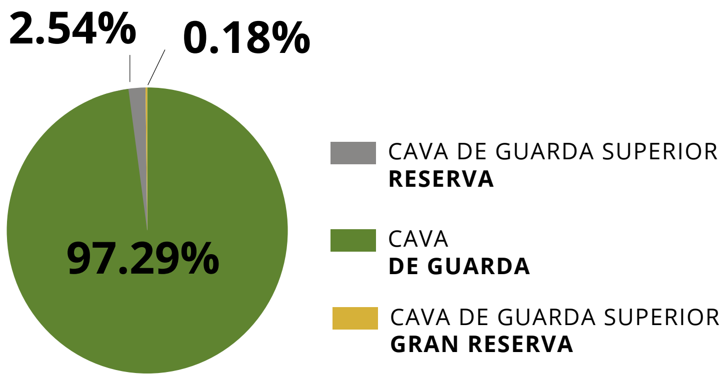
CAVA DE GUARDA SUPERIOR **PARAJE CALIFICADO**		
1	Lithuania	391
2	Estonia	300
3	Belgium	235
4	Swittzerland	177
5	China	121
6	Japan	93
7	Finland	68
8	Andorra	68
9	Portugal	60
10	Costa Rica	40
11	Dominican Rep.	40
12	UK	36
13	Poland	36
14	Ukraine	29
15	Mexico	29
16	Russia	25
17	Denmark	21
18	U.S	21
19	Spain (free zones)	20
20	Germany	12
21	Hungary	12
22	Croatia	11
23	Puerto Rico	11
24	Sweden	1
25	Austria	1

* Number of bottles.

12. Commercialization of Rosé Cava



BASE:
TOTAL CAVA



BASE:
TOTAL ROSÉ CAVA

	2015	2016	2017	2018	2019	2020	% change
WHITE CAVA	223,240,790	223,712,222	231,556,207	224,032,798	226,883,470	195,514,857	-13.83%
ROSÉ CAVA	20,88,.339	21,443,766	20,956,129	20,439,542	22,661,226	20,052,096	-11.51%
TOTAL CAVA	244,123,129	245,155,988	252,512,336	244,472,340	249,544,696	215,566,953	-13.62%

* Number of bottles.

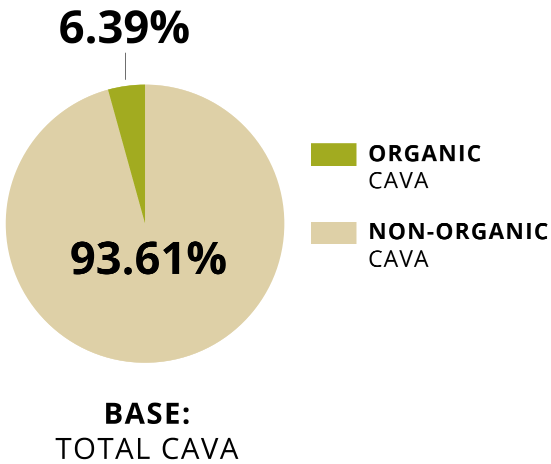
	2015	2016	2017	2018	2019	2020
% ROSÉ CAVA OF TOTAL CAVA PRODUCED.	**8.6%**	**8.7%**	**8.3%**	**8.4%**	**9.08%**	**9.30%**

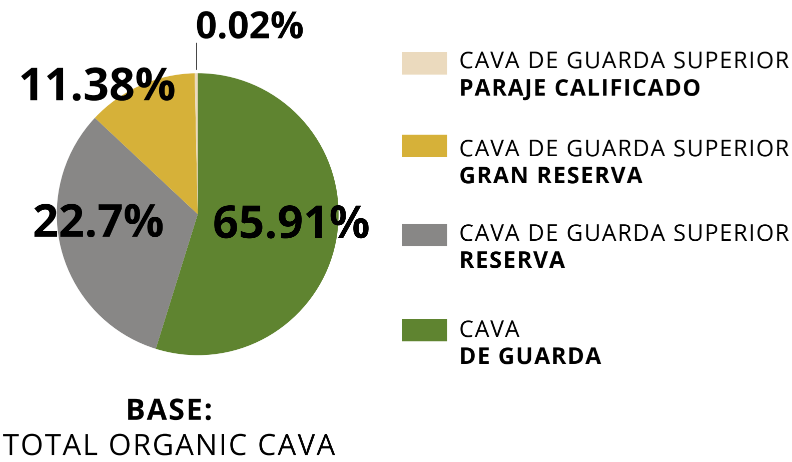
ROSÉ CAVA	2015	2016	2017	2018	2019	2020	% change
CAVA	19,683,940	20,486,674	20,324,170	19,523,533	21,669,173	19,508,468	-9.97%
CAVA RESERVA	1,175,459	901,073	585,425	875,304	940,886	508,463	-45.96%
CAVA GRAN RESERVA	22,940	56,019	46,534	40,704	51,168	35,165	-31.28%
TOTAL PREMIUM ROSÉ CAVA	20,882,339	21,443,766	20.956.129	20,439,542	22.661.227	20.052.096	-11.51%

* Number of bottles.

	2015	2016	2017	2018	2019	2020
% PREMIUM ROSÉ CAVA OF TOTAL CAVA PRODUCED.	**5.7%**	**4.5%**	**3.0%**	**4.5%**	**4.4%**	**2.71%**

13. Commercialization of organic Cava





	2016	2017	2018	2019	2020	% change
TOTAL NON-ORGANIC CAVA	241,134,135	246,553,252	233,981,407	235,748,543	201,786,243	-14.41%
TOTAL ORGANIC CAVA	4,021,853	5,959,084	10,490,933	13,796,153	13,780,711	-0.11%
TOTAL CAVA	245,155,988	252,512,336	244,472,340	249,544,696	215,566,954	-13.62%

* Number of bottles.

	2016	2017	2018	2019	2020
% ORGANIC CAVA OF TOTAL CAVA PRODUCED.	**1.6%**	**2.4%**	**4.3%**	**5.5%**	**6.39%**

ORGANIC CAVA	2016	2017	2018	2019	2020	% change
CAVA	2,756,043	3,930,595	5,750,182	8,815,270	9,083,178	3.04%
CAVA RESERVA	1,055,766	1,639,486	3,374,286	3,382,243	3,127,536	-7.53%
CAVA GRAN RESERVA	210,044	388,438	1,330,109	1,590,377	1,567,798	-1.42%
CAVA DE PARAJE CALIFICADO		520	36,355	8,263	2,199	-73.39%
TOTAL ORGANIC CAVA	4,021,853	5,959,084	10,490,933	13,796,153	13,780,711	-0.11%

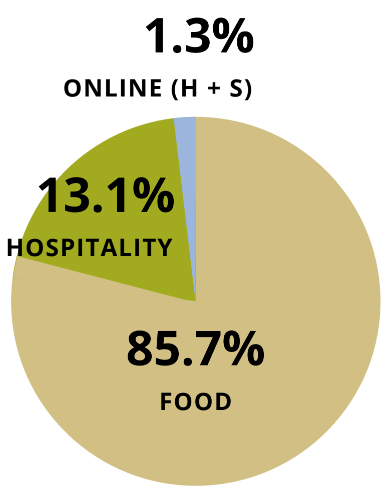
* Number of bottles.

	2016	2017	2018	2019	2020
% PREMIUM ORGANIC CAVA OF TOTAL ORGANIC CAVA PRODUCED.	**31.5%**	**34.0%**	**45.2%**	**36.1%**	**34.09%**

14. Domestic Market Consumption

14.1 DISTRIBUTION AND EVOLUTION OF CONSUMPTION BY CHANNEL

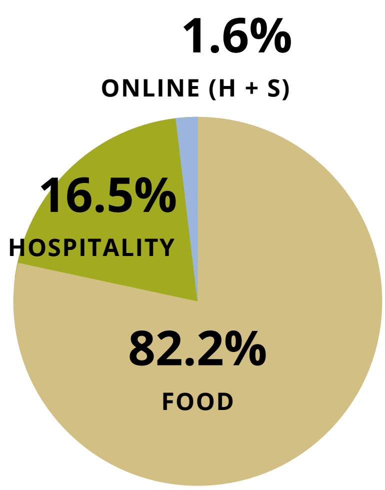
VOLUME (% UNITS)



CAVA: -12.7%

(Volume variation)

VALUE (% EUROS)



CAVA: -12.7%

(Value variation)

*The online channel includes sales from chains that sell online (not specialist wine websites).

% CHANGE FROM PREVIOUS YEAR		
	VOLUMEN	VALUE
FOOD	- 5.3%	- 12.7%
HOSPITALITY	- 42.4%	-4.7 %
ONLINE (H+S)	+ 30.7 %	+ 44.9 %

* Source: NielsenIQ data for total mobile year ending January 2021.

14. Domestic Market Consumption

NielsenIQ

14.2 DISTRIBUTION OF CONSUMPTION BY GEOGRAPHICAL AREA

	Volume (% Unit)	% change	Value (% Euros)	% change
AREA 1 NORTH-EAST	27%	- 14%	28%	- 14%
BARCELONA METROPOLITAN AREA	19%	- 14%	22%	- 14%
AREA 2 CENTRE-WEST	16%	- 15%	14%	- 14%
AREA 3 SOUTH	12%	- 10%	10%	- 9%
AREA 4 CENTRE	4%	- 8%	4%	- 9%
MADRID METROPOLITAN AREA	6%	- 5%	7%	- 4%
AREA 5 NORTH-WEST	5%	- 6%	5%	- 10%
AREA 6 CENTRE-NORTH	10%	- 15%	11%	- 15%
	CAVA: -12.7%		CAVA: -12.7%	

* Source: NielsenIQ data for total mobile year ending January 2021.

15. Key Figures 2020

239.6
MILLION
KG OF GRAPES

TOTAL PRODUCTION
215,566,954
-13.62% S/ 2019

CAVA DE GUARDA PRODUCTION
190,479,965
-13.05% S/ 2019

CAVA DE GUARDA SUPERIOR PRODUCTION
25,086,988
-17.71% S/ 2019

NON-ORGANIC CAVA PRODUCTION
201,786,243
-14.41% S/ 2019

ORGANIC CAVA PRODUCTION
13,780,711
- 0.11% S/ 2019

ROSÉ CAVA PRODUCTION
20,052,096
- 11.51% S/ 2019

209
CAVA PRODUCERS

143
BASE WINE PRODUCERS

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