Press release

BOURGOGNES
Bureau Interprofessionnel des Vins de Bourgogne

The Bourgogne wine sector
well placed to satisfy demand

Bourgogne, 13 November 2017


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- ***The 2017 harvests had both quality and quantity, and have given a boost to recent wine transactions. The first three months of the 2017/2018 campaign recorded strong volumes traded, equivalent to figures for 2014, which was a record for the past 20 years. This has brought some fresh color back into the market.***
- ***For the 2016/2017 campaign, the low volumes in 2016 (down 18% on 2015, with 1.223 million hectoliters) temporarily slowed volumes leaving sales from estates and transactions for those appellations most affected by losses.***
- ***The appellations which fared well in 2016 continued their growth on the export market (United States, United Kingdom, Canada) and on French distribution circuits.***
- ***The arrival of the 2017 vintage, estimated at around 1.45 million hectoliters, should help stimulate markets in 2018.***

Advance trade transactions very disparate depending on the appellation

The 2014 and 2015 harvests allowed wine stocks to be partially replenished, although certain appellations saw stocks once again reduced due to the low 2016 yield. At the end of July 2017, stocks were estimated at 9-10 months (2016-2017 campaign), or a little over 1.1 million hectoliters, down 10.4% compared to the 2015/2016 campaign.
However, this wasn't the case across the board, since those appellations that were unaffected by frost or hail benefited from higher stock levels.
The 2017 harvest, which was overall more generous than in 2016, should have a positive impact on this situation. With total volumes estimated at 1.45 million hl, it is slightly above the average of the previous 10 years (2007-2016), yet below the maximum permitted under appellation regulations.

Wine leaving estates has been barely slowed by the 2016 harvest (2016/2017 campaign)

For the 2016-2017 campaign, **overall shipments from winemakers' premises exceeded the volume of the 2016 harvest:** They totaled **1.322 million hectoliters** (compared to 1.223 million hl harvested in 2016). Stocks have therefore not been replenished, since they were eaten into in order to supply the market as far as possible.

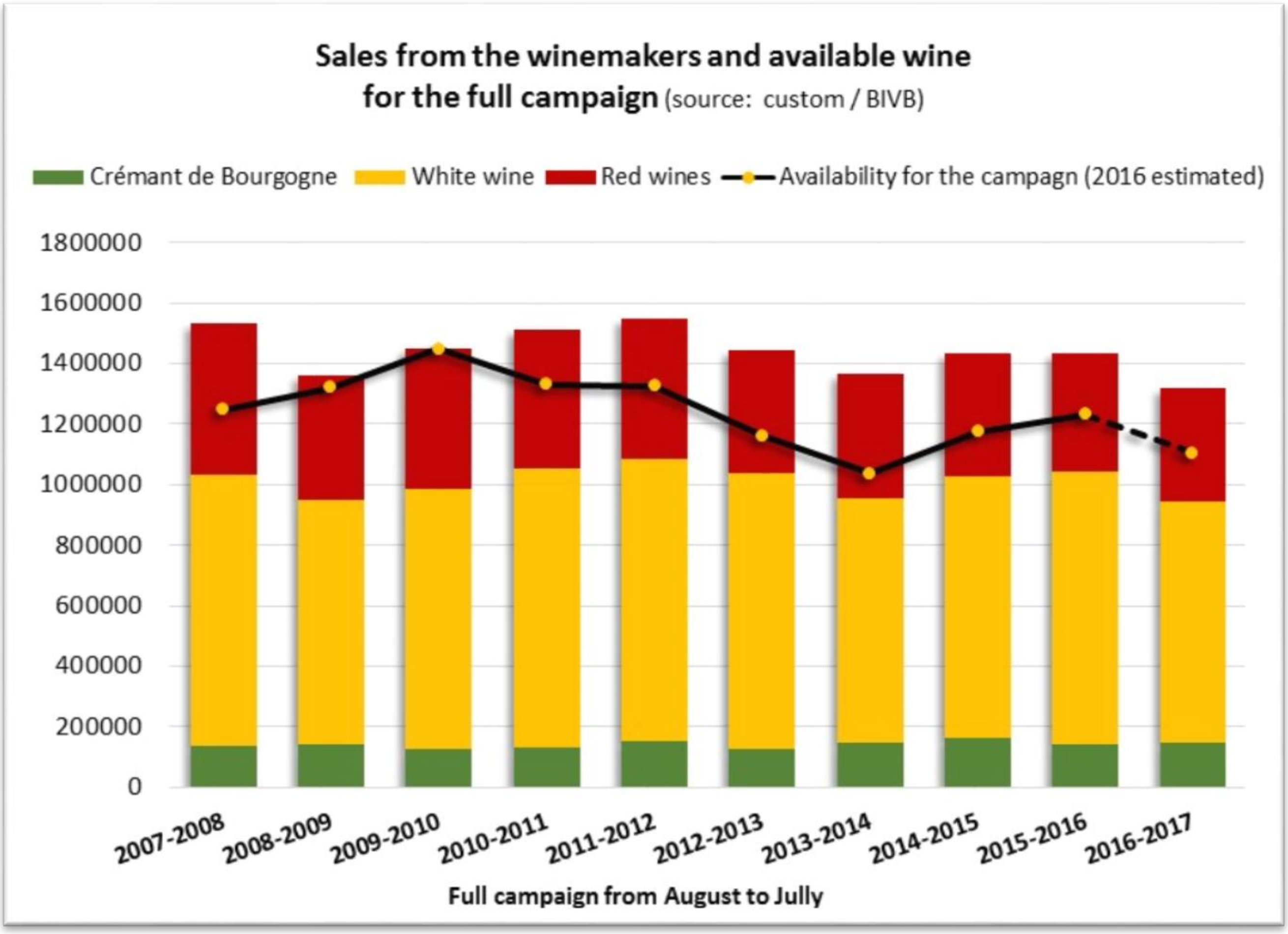
Overall shipments of white wines (796,365 hectoliters for the 2016-2017 campaign) **fell 11.5%** (compared to the campaign from 1 August 2015 to 31 July 2016), with major differences depending on whether appellations were affected by spring frosts:

- ***Régionale* white appellations from the Mâconnais were up 7.7%** (24% of white volumes)
- Shipments of appellations from the **Chablis** region (30% of all white volumes) **fell 23.3%** compared to the 2015/2016 campaign

Overall shipments for red wines (378,178 hectoliters for the 2016-2017 campaign) **fell 2.7%** (down 8.8% on the average of the past five campaigns), again with disparities depending on sector:

- ***Régionale* Bourgogne *AOCs*** (177,497hl, 47% of red volumes) **were stable, rising 0.4%** on the 2015-16 campaign
- **Mercurey reds (incl. *Premier Crus*) were up 5%**
- The **Bourgogne Hautes Côtes de Nuits and Bourgogne Hautes Côte de Beaune** red appellations dropped by 15.9% (10% of red volumes)

Overall shipments Crémant de Bourgogne (147,331 hectoliters for the 2016-2017 campaign): Volumes leaving estates **increased 2%** (147,320hl) over the same period.



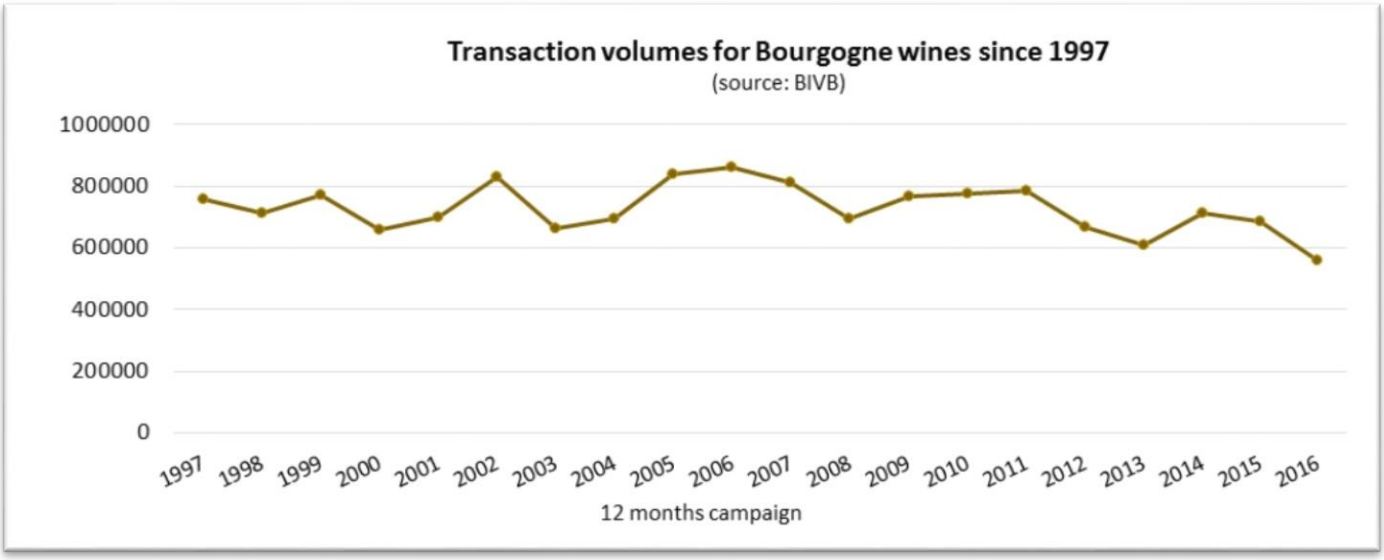
Transactions off to a strong start for the 2017-2018 campaign

The start of the 2017-2018 campaign (August 2017 to October 2017) **has been very dynamic** in terms of transactions between producers and distributors. These were up **18.5% compared to the average for the first three months of the past five campaigns** (376,063hl).
This is one of the strongest starts for the commercialization of a vintage in the past 20 years, with 384,330hl traded.

That said, over the past 20 years, the Bourgogne wine region has never experienced such low volumes of transactions for still wines as during the 2016-2017 campaign (675,803hl). These volumes fell by **18.9%** (2016-2017 campaign over the 2015-2016 campaign), down 19.4% on the average for the past five campaigns, and down 24.3% on the average for the past 10 campaigns.

However, volumes of Crémant de Bourgogne were up by 13% (2016-2017 campaign over 2015-2015 campaign), a rise of 15.4% on the average of the last five campaigns, and 20.2% up on the average for the past 10 campaigns.

Volumes bought by *négociants* for the 2016 vintage accounted for 85.5% of transaction volumes for this campaign, accounting for 577,884hl of 2016 wine out of the 675,803hl involved in transactions.



As with the volumes leaving estates, volumes of transactions varied widely by appellation:

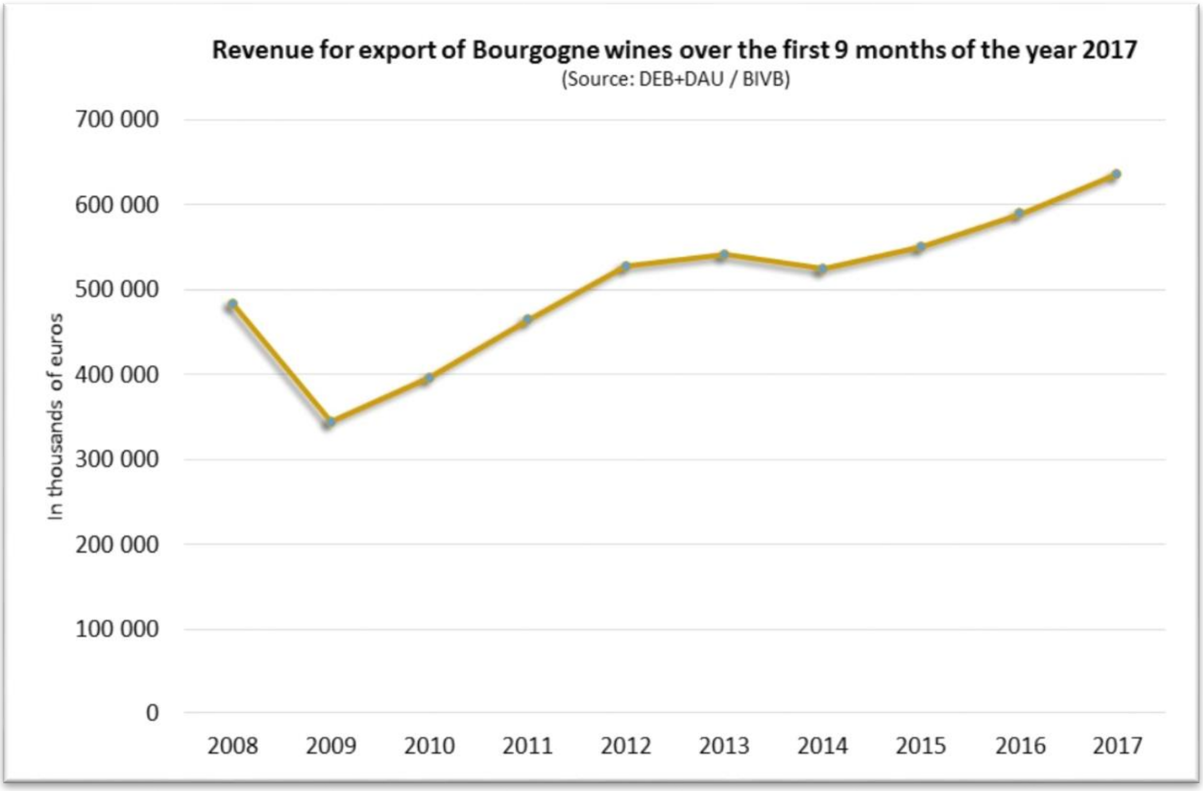
- The *Régionale* Mâcon white *AOC* bearing the name of the *commune* grew 5% (2016-2017 campaign over the 2015-2016 campaign)
- The Montagny *AOC* (including Montagny Premier Cru) soared by 68%
- The *Régionale* Bourgogne red *AOC* saw transaction volumes increase 11% (33% of the volumes of red wine from the region)
- The Coteaux Bourguignon red *AOC* rose 31%
- The Mercurey red *AOC* was up 9.4%
- The Chablis *AOCs* fell 36.6% in total transactions, mainly involving the 2016 vintage (down 49.7% when taken alone)

Export: Bourgogne wines recover market share for certain appellations

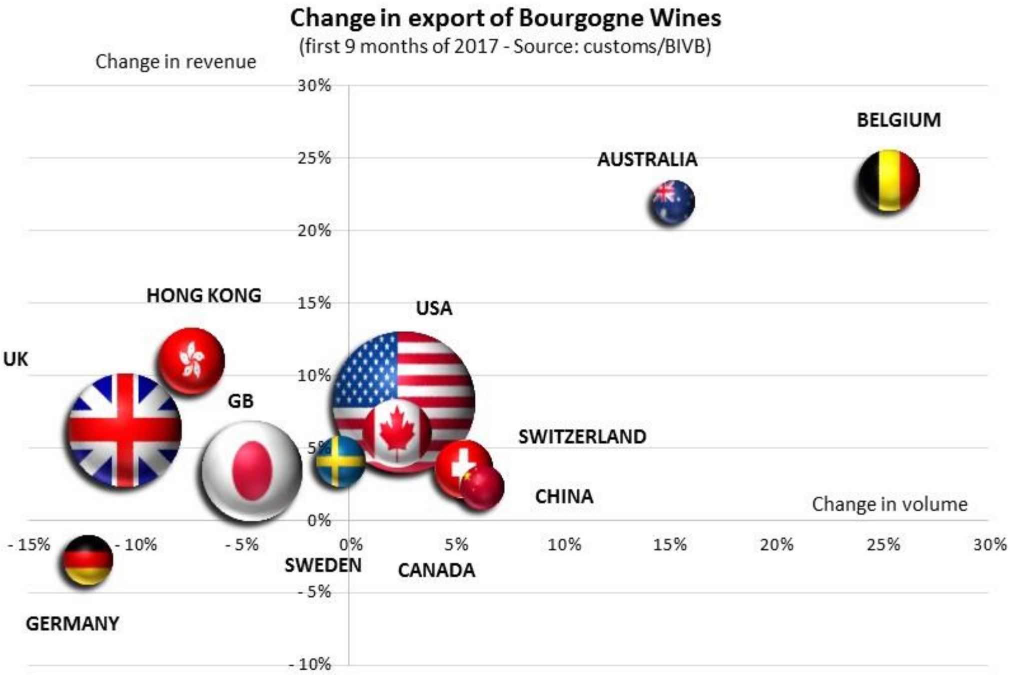
Bourgogne wines maintained a strong presence on the export market, despite the deficit in volumes of 2016 wines for certain appellations.

For the first nine months of 2017, Bourgogne wine exports were stable at the equivalent of 58.36 million bottles (down 1% by volume compared to the same period in 2016). This figure hides some wide disparities.
Chablis wines (36% of Bourgogne white wine exports) were heavily affected by weather incidents in 2016, resulting in a drop of 14.4% by volume, which translates to a short-term loss of almost 2.3 million bottles on the export market for the first nine months of 2017. Excluding Chablis, the number of bottles of Bourgogne wine exported was up by almost 2 million bottles (up 4.1% for the first nine months of 2017).

Revenue continued to grow, reaching 636.1 million euros for the first nine months of 2017 (up 7.9%). This was a new record, comprised 50% by white wines, 46% by red wines, and 4% by Crémant de Bourgogne.



The main markets of North America, Europe and Asia all showed strong performance in terms of revenue. Nonetheless, growth in export volumes were a reflection of the 2016 vintage as a whole, with wide variations according to appellation and market.



How to read the graph:

The size of the bubbles is proportional to the market's share of export revenue for Bourgogne wines over the period

- *Horizontal axis: Change in volume compared to the same period in 2016*
- *Vertical axis: Change in revenue compared to the same period in 2016*

North America confirms its position as leader

Exports of Bourgogne wines to North America continued to grow by volume, up 2.5% for the first nine months of 2017. This was accompanied by a fresh increase in revenue (up 7.7%), a gain of 13.5 million euros.

The United States, the leading export market for Bourgogne wines

The United States confirmed its place as the leading foreign market, accounting for 24% of total export revenue from Bourgogne wines for the first nine months of 2017 (compared to 20% for the same period in 2009).

This strong performance was in part due to a favorable exchange rate.

Looking ahead, the Bourgogne wine sector remains attentive to changes in tariffs on alcoholic drinks and customs barriers. The protectionist approach of the Trump administration could lead to stricter customs and food regulations, whereas a proposed reform could see a reduction of taxes on both local and imported alcoholic drinks from the end of 2018.

With a 2.6% rise in sales by volume, the healthy demand for Bourgogne wines on the American market was confirmed over the period. The Bourgogne wine sector sold a record 22% of its total export volume to the United States, or 12.6 million bottles in nine months. In 10 years, sales of Bourgogne wines to the United States have risen by 1.736 million bottles (first nine months of 2017 over the same period in 2008).

Bourgogne wines accounted for 33% of the volumes of French white *AOC* wines exported to that country, and 47% of the revenue (first nine months of 2017). *Régionale* Mâcon white appellations fared best, up 7.5% by volume and 13.8% in terms of revenue. Crémant de Bourgogne continued to grow market share, posting a 23.5% rise by volume and 21.3% increase in terms of revenue. *Régionale* Bourgogne red appellations were also up 13.2% by volume.

Canada, 5th biggest market by volume and 4th in terms of revenue

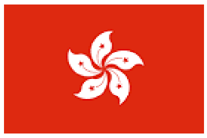
Revenue from Bourgogne wines in Canada showed significant growth. Over the first nine months of 2017, it increased by 2.3%, driven by white wines (up 6.8% over the period).
The Chablis appellations surpassed their record set in 2016, with 1.072 million bottles exported, worth 9 million euros, in the first nine months of 2017.
***Régionale* Bourgogne white appellations** were the best sellers, continuing to hold a major place: Up 1.2% by volume, having shown continual growth on this market for more than a decade. Over this period, sales have climbed from 1 million bottles (first nine months of 2005) to more than 1.52 million bottles (first nine months of 2017).
Crémant de Bourgogne wines performed strongly in this market, rising 10.2% by volume and 14% in terms of revenue.

The free-trade agreement (tariff and non-tariff barriers) between the European Union (EU) and Canada (CETA) has been "temporarily" applied since 21 September, awaiting all members of the EU to vote on the issue, which could take several years.
This decision, which abolishes tariff and non-tariff barriers, is of crucial importance for the Bourgogne wine region, which ranks as the second-biggest export region among French *AOC* wines, and the leading one for white French *AOC* wines (2016 figures).

Southeast Asia continues to perform well

For the first nine months of 2017, overall revenue from Bourgogne wines in the three main Asian markets of Japan, China and Hong Kong continued to grow (up 5.2%). This strong performance was driven by Hong Kong and Japan.

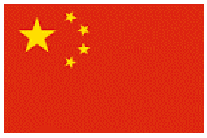
Hong Kong, 14th biggest market by volume and 5th in terms of revenue



Hong Kong confirmed its growth in terms of revenue, rising 11%. Bourgogne white wines are benefiting most from the economic growth in this *territory (2017 GDP estimated to rise by 3.5*%), with a 5.2% rise by volume over the first nine months of 2017.

Village and *Village Premier Cru* **white *AOCs*** from the Côte de Beaune and Côte de Nuits continued to grow by volume (up 53.3% on the first nine months of 2016). ***Régionale* Mâcon white appellations** surged ahead, up 135% by volume and 137% in terms of revenue.
Taking all colors together, ***Régionale* Bourgogne appellations rose** by 9.5% in terms of revenue (9 million euros for the first nine months of 2017). ***Grand Cru* wines from the Côte de Beaune and Côte de Nuits** fell back by volume for the second consecutive year (down 29.7% for the first nine months of 2017).

China, 11th biggest market by volume and 10th in terms of revenue



Of these three Asian destinations, **China was the market which performed the strongest by volume: Up 6.2% over the first nine months of 2017.** Overall revenue rose by 14.5%, despite red wines and Crémant de Bourgogne revenues dipping.

Red wines (76% of Bourgogne export volumes) were, however, driving growth by volume (up 14.4% for the first nine months of 2017), especially thanks to *Régionale* Bourgogne appellations (up 3.4% and accounting for 72% of red wine exports) and *Grand Cru, Village* and *Village Premier Cru AOCs* from the Côte de Beaune and Côte de Nuits (up 58%). This significant growth suggests that certain wines from both Côtes are now arriving directly in China, without going through Hong Kong.

An historic agreement on the protection of appellations

The European Union and China recently proposed a mutual recognition agreement for a list of appellations of origin, which had been under consideration for many years. This agreement has the firm backing of the BIVB. It is currently under review by the Chinese government, before being ratified.

100 appellations from China and 100 European appellations are being studied by the relevant authorities in view of this recognition. **The Bourgogne wine region is involved with two appellations of controlled origin, "Bourgogne" and "Chablis". The agreement is due to be signed before the end of 2017**.

This move is complemented by a request for the other Bourgogne appellations made on 15 May 2017 by the BIVB to the Chinese authorities (AQSIQ), backed by the French ministry of agriculture.

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Japan, 3rd biggest market by volume and value

In Japan, for the first nine months of 2017, revenue from Bourgogne wines rose by 2.56 million euros (up 3.4% on the first nine months of 2016). Red wines benefited most, with a 7.9% rise in revenue.
By volume, the excellent 50% increase in exports of *Village* and *Village Premier Cru AOCs* of the Côte de Beaune, the Côte Chalonnais, and *Régionale* Mâcon reds did not, however, compensate for the drop in *Régionale* Bourgogne reds (down 5%).

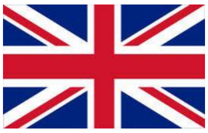
Revenue from Bourgogne white wines was down 1.7%, despite a rise in volumes exported for the Chablis and Petit Chablis appellations, *Village* and *Village Premier Cru* wines from the Côte de Beaune and Côte de Nuits, and

Régionale Mâcon *AOCs* (up 5.6% by volume and 8% in terms of revenue overall for these appellations). This did not make up for the fall in volume of *Régionale* appellations.

In July, the Japanese government approved free-exchange agreements with the European Union, which are expected to come into force in 2019. This decision is of key importance for the Bourgogne wine region, since it is the second-biggest exporting region to Japan among French *AOC* wines, and the leading one for white French *AOCs* (2016 figures).

The European market one of contrasts

The United Kingdom, second-biggest market by volume and revenue



Brexit continues to cast a shadow of uncertainty over the wine market in the United Kingdom, and will do so until the precise terms of the separation from the European Union are known, scheduled for March 2019. Until then, many questions remain, as British MPs continue to debate the details in parliament. Meanwhile, it is prudent to adopt a wait-and-see attitude.

Against this backdrop of uncertainty, exports of Bourgogne wines to the United Kingdom grew 6.2% in terms of revenue (first nine months of 2017). However, export volumes were down by 10.5%, due to a major fall in Chablis sales (down 39.6%), caused by the lack of wine. The Chablis *AOCs* account for 38% of Bourgogne white wines exported to the United Kingdom.

Bourgogne white wines still held an important place in exports to the United Kingdom (81% of total export volumes), despite the country importing a large majority of red wines.

The healthy growth of 6.6% by volume and 8.2% in terms of revenue for *Régionale* white Mâconnais appellations (33% of white Bourgogne wine exports), *Village* Mâconnais appellations (up 11.9% by volume and 6.6% in terms of revenue), and those of *Village* and *Village Premier Cru AOCs* from the Côte Chalonnaise (up 10.9% by volume and 23.4% in terms of revenue) did not, however, compensate for the temporary dip in Chablis exports.

Although Crémant de Bourgogne wines only account for 4% of export volumes, they are playing a dynamic role in the growth of UK sales, with a 170% rise by volume and 161% in terms of revenue compared to the first nine months of 2016.

Belgium, 4th biggest market by volume and 6th in terms of revenue

The performance of Bourgogne wines on the Belgian market over the first nine months of 2017 was very promising: Up 24.5% by volume and up 23.4% in terms of revenue (4.88 million bottles for 28.17 million euros).
This is the first upturn after three years of decline, but does not mean a return to the level of sales seen in 2013. These figures do not take into account Bourgogne wines brought home by Belgian tourists after visiting the Bourgogne region – Belgians are the leading foreign clientele for wine-tourism in the Bourgogne region (*source: Bourgogne Tourisme 2010*) - nor do they include other cross-border purchases.

Sweden, 6th biggest market by volume and 9th in terms of revenue

Sweden also recorded good growth in terms of revenue for the first nine months of 2017 (up 4.1%), due to a recovery in sales of *Régionale* Bourgogne appellations. Red wine sales rose by volume (up 16%), with 431,670 bottles exported for revenue of 2.16 million euros (up 12.5%). White wine sales were also up by volume (22.1%), with 591,940 bottles, and up in terms of revenue (27.1%, for 2.76 million euros).

Crémant de Bourgogne wines continued to win market share (23% of the volume of Bourgogne wines exported to this country for the first nine months of 2017), with a 2% rise by volume (757,280 bottles) for revenue of 3.78 million euros.

Switzerland, 10th biggest market by volume and 7th in terms of revenue

Switzerland posted healthy growth both by volume (5.4%) and revenue (3.6%) for the first nine months of 2017, thanks to an upturn in sales of Bourgogne white wines. This growth was notably driven by *Régionale* Bourgogne white appellations (up 14.6% by volume over the same period in 2016), along with Chablis and Petit Chablis (up 34.6%).

- Australia, emerging as a valuable market

Australia, 12th biggest market by volume and 14th in terms of revenue

For the first nine months of 2017, overall volumes of Bourgogne wines exported to Australia reached 1.04 million bottles (up 15.3% over the first nine months of 2016).

On the face of it, Australia seems a small market, but it has long been a valuable outlet for Bourgogne wines. In 2008, it was just behind China in terms of export volumes and ahead of Hong Kong, with 544,900 bottles. It was also ahead of both these two territories in terms of revenue, with 7.15 million euros.

For the first nine months of 2017, Australia was the leader among these three markets by volume for **Crémant de Bourgogne, Chablis, Petit Chablis, and *Régionale* Mâcon white appellations.**

By volume, white wines were up 16% compared to the first nine months of 2016, or 564,330 bottles, as were red wines (up 15.3%, 264,900 bottles) and Crémant de Bourgogne (up 13.5%).

Revenue from Bourgogne wines in Australia has recorded almost continuous growth over the past 20 years, going from 1.32 million euros in 1998 to 13 million in the first nine months of 2017. For the first nine months of 2017, white wines were up 14% over the same period in 2016, to 5.27 million euros, while red wines surged 29% (6.74 million euros) and Crémant de Bourgogne jumped by 22.6% (1.03 million euros).

France: Bourgogne wines remain well represented on traditional circuits

La Bourgogne wines continued to grow sales with specialist wines stores and restaurants

Sit-down restaurants

The Bourgogne wine region, the leading wine region along with Bordeaux, accounted for 15% of the 72,000 wine references recorded on the wine lists of 1,328 restaurants in the mid-to-high price range (excluding starred restaurants). The region's wines were present in **75% of the restaurants visited, with 8.2 references on average** per restaurant surveyed.
Some 50% of the offer of Bourgogne wine in bottles was made up of ***Village* and *Grand Cru*** wines from the Côte de Beaune and Côte de Nuits. By contrast, the offer of Bourgogne wine by the glass was mainly ***Régionale* and *Village* whites, Chablis, and Mâcon.**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The Bourgogne offer was mainly made up of white wines (58% of wines sold in bottle and two-thirds of the offer by the glass). Bourgogne white wines were present in 63% of establishments (of which 40% was by the glass). For reds, Bourgogne wines were available in half of those restaurants surveyed, but just 18% of establishments which offered wine by the glass. Apart from the Chablis appellation, available in one-in-three restaurants, no other Bourgogne *AOC* was present in more than 15% of establishments.

Crémant de Bourgogne was available in only 2% of establishments, since Champagne leaves little room for other *AOCs* in the sparkling wine segment.

As in 2015, more than half of restaurateurs observed stability in Bourgogne wine sales across all colors (52.9%, compared to 53.2% in 2015). Some 30% noted a decline in Bourgogne wines sales in 2016 (30.5% in 2015). Among these, 16% considered that the drop was greater than 5%. Meanwhile, 17% reported an increase in Bourgogne wine sales in 2016 (16.3% in 2015). Among them, 6% said the increase was greater than 5% (*source: 2016 survey*).

Specialist wine store

According to a survey of 704 specialist wine stores (2015-2016), some 643 stores (91%) stocked at least one reference of Bourgogne wines. In the top 10 as a share of the offer from French wine regions, Bourgogne emerged as the leading region (20% of the offer), mainly due to its impressive offer among specialist wine stores in its area of production (62% of the offer in the Bourgogne-Franche-Comté region).


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The Bourgogne wine region dominated the white wine sector, present in 91% of specialist wine stores with a much higher number of references than other regions. For red wines, the Bourgogne wine region was the second most widely available after Bordeaux, with 18% of the offer (23.5% for

Bordeaux). In the sparkling wine category, Crémant de Bourgogne was available in 35% of those points of sale surveyed. It dominated the offer in its region of production, and also enjoyed a good place in the Paris region and the Grand East region, which covers Champagne, Alsace and Lorraine.

Of 224,100 references recorded among the 704 specialist wine stores, 15.4% were Bourgogne wines (34,439 references). **For references in 75cl bottles, Bourgogne wines accounted for almost 18% of the offer**.

The most widely available Bourgogne appellations among those specialist wine stores surveyed was Chablis, comfortably out in front, followed by Gevrey-Chambertin, Pommard, Pouilly-Fuissé, and Meursault (*source: 2015 – 2016 survey*).

Supermarket retail sector returns to growth

Over the first eight months of 2017, sales of still Bourgogne wines in French supermarkets and hypermarkets returned to growth, both in terms of volume (up 3%, an increase of 435,000 bottles compared to the first eight months of 2016), and revenue (up 3.4%). Some 14.42 million bottles were sold (excluding drive-thru, discount and convenience stores), for record revenue of almost 111.8 million euros.

The robust harvests of 2014 and 2015 led to a resurgence of Bourgogne wine in this market, but certain appellations which suffered low harvests in 2016 may see a slowdown in growth on this circuit in the months to come.

Sales of Bourgogne red wines grew 1.8% by volume, driven by Coteaux Bourguignons, sales of which soared by 30.9%. Mercurey (up 10.7%) remained the top-selling red *Village AOC.*
White wine sales were up 3.9% by volume, mainly due to Mâconnais appellations: Up 21.3% for Mâcon *Village* wines and up 38.6% for Viré-Clessé. *Régionale* wines also showed good performance during the period: Bourgogne Aligoté sales were up by 97,000 bottles (up 4.2%) and *Régionale* Bourgogne whites sold an extra 120,000 bottles (up 6.4%).

The Bourgogne region, along with the Beaujolais, are the only two French *AOCs* with significant growth, at a time when overall sales of *AOC* wines, both white and red, are tending to drop on the supermarket sector (down 3.2% for white wines and down 4.6% for red wines over the first eight months of 2017). This strong performance is in part explained by the low increase in average prices (less than 1.2%). Total sales of French *AOC* wines (white and red) slipped back by the equivalent of nearly 10.66 million bottles.

Although overall sparkling wine sales were stable (down just 0.3% by volume for the first nine months of 2017), French *AOCs* fared slightly worse (down 3.7% by volume and 1.8% in terms of revenue). **In the category of French *AOC* sparkling wines selling more than 3 million bottles (3.887 million bottles), Crémant de Bourgogne is one of the wines which was holding up best by volume** (down 1.7%). Foreign sparkling wines continued to take market share from their French counterparts, with an increase of more than 1.775 million bottles (first nine months of 2017).

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Table of Bourgogne wine exports

(*Total for first nine months of 2017 over 2016 - Sources: BIVB/Customs*)

	In thousands of 75cl bottles			In thousands of euros		
Destination	Total for first 9 month of 2017	Total for first 9 month of 2017	Variation in volume - over previous year	Total for first 9 month of 2017	Total for first 9 month of 2017	Variation in volume - over previous year
Total	**58 360,04**	**58 925,32**	**-1,0%**	**636 084,13**	**589 264,91**	**7,9%**
USA	12 563,72	12 245,44	2,6%	152 809,80	141 287,09	8,2%
UK	10 082,57	11 266,58	-10,5%	97 149,11	91 467,41	6,2%
JAPAN	5 616,32	5 881,86	-4,5%	77 555,40	74 988,44	3,4%
BELGIUM	4 886,03	3 897,06	25,4%	28 175,82	22 824,44	23,4%
CANADA	4 802,50	4 696,25	2,3%	35 847,21	33 816,93	6,0%
SWEDEN	3 242,19	3 253,69	-0,4%	18 679,43	17 949,79	4,1%
GERMANY	2 328,78	2 652,77	-12,2%	18 837,78	19 362,84	-2,7%
NETHERLANDS	1 994,77	2 584,10	-22,8%	13 887,12	15 615,82	-11,1%
DENMARK	1 439,96	1 540,60	-6,5%	13 821,71	12 252,12	12,8%
SWITZERLAND	1 236,12	1 172,56	5,4%	25 346,01	24 468,00	3,6%
CHINA	1 169,51	1 100,77	6,2%	14 681,37	14 349,46	2,3%
AUSTRALIA	1 040,21	902,51	15,3%	13 054,65	10 702,56	22,0%
NORWAY	894,46	1 054,22	-15,2%	6 895,99	6 943,19	-0,7%
HONG KONG	770,84	831,99	-7,3%	32 653,46	29 415,67	11,0%
IRELAND	544,02	419,41	29,7%	3 341,49	2 370,35	41,0%
UNITED ARAB EMIRATES	391,74	405,10	-3,3%	5 027,29	5 523,96	-9,0%
ITALY	380,16	411,91	-7,7%	5 602,28	5 024,01	11,5%
TAIWAN	344,92	381,86	-9,7%	13 176,27	11 411,29	15,5%
SOUTH KOREA	336,03	272,34	23,4%	5 510,31	4 622,53	19,2%
SINGAPORE	332,94	317,02	5,0%	8 193,59	7 089,30	15,6%
SPAIN	294,63	223,97	31,5%	3 703,50	2 582,66	43,4%
BRASIL	278,47	245,65	13,4%	2 568,80	1 690,19	52,0%
ISRAEL	255,78	202,70	26,2%	2 386,43	1 921,84	24,2%
POLAND	232,08	140,30	65,4%	1 418,54	1 033,23	37,3%
LUXEMBOURG	186,99	175,17	6,8%	2 909,55	2 584,32	12,6%
MEXICO	180,90	182,84	-1,1%	1 523,16	1 584,19	-3,9%
FINLAND	162,46	192,61	-15,7%	1 238,32	1 217,67	1,7%
RUSSIA + LATVIA + LITHUANIA + ESTONIA	469,16	527,84	-11,1%	5 355,08	4 927,78	8,7%
THAILAND	148,88	149,56	-0,5%	2 205,03	1 836,32	20,1%
AUSTRIA	113,89	94,87	20,0%	2 067,03	1 512,52	36,7%

This economic report was produced by the Markets and Development department of the BIVB
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