



CAVA SHIPMENTS



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1.- Registry Situation

Registry 1. Wine Exploitation

Number of exploitations in 2012	6,561
Registered surface in 2012	32,355 Has

Area registered by grape varieties

MACABEO	11.390,04	Has
XAREL·LO	7.970,66	Has
PARELLADA	7.044,40	Has
CHARDONNAY	2.902,87	Has
SUBIRAT PARENT	73,25	Has
PINOT NOIR	865,62	Has
TREPAT	1.004,23	Has
GARNACHA TINTA	1.075,54	Has
MONASTRELL	28,49	Has

Registry 2. Cellars producers of base wine

2008	164 companies
2009	164 companies
2010	164 companies
2011	165 companies
2012	163 companies

Registry 4. Cellars producers of CAVA

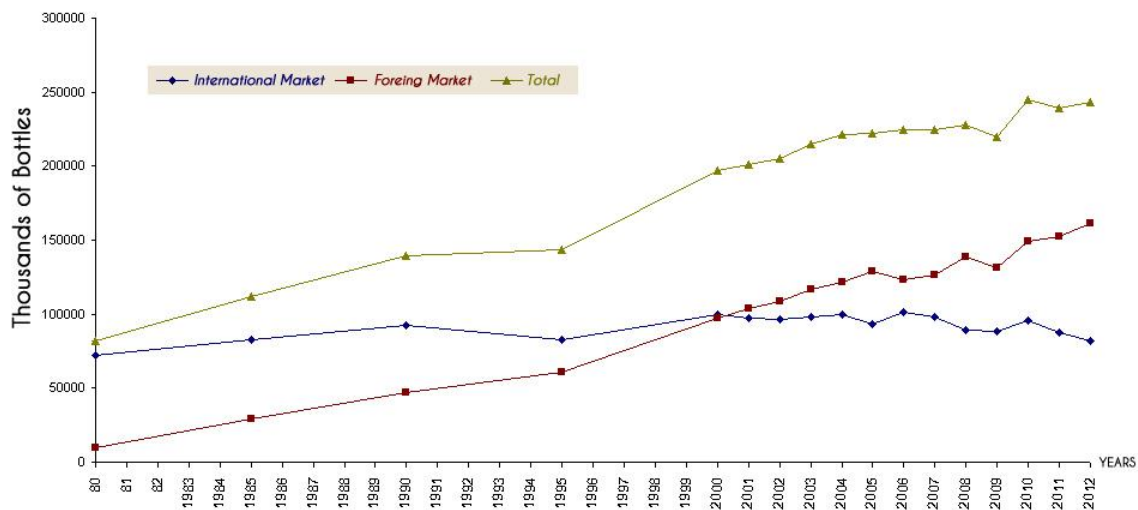
1980	82 companies
1990	235 companies
2000	269 companies
2005	268 companies
2010	256 companies
2011	254 companies
2012	253 companies

2.- Production Evolution

Evolution of CAVA Production *						
YEAR	INTERNAL MARKET	%	FOREIGN MARKET	%	TOTAL	%
1900					200	
1910					400	
1920					1000	
1930					2400	
1940					2400	
1950					5700	
1960					10500	
1970					47000	
1980	72000		10048		82048	
1985	82650		28852		111502	
1990	92500		47226		139726	
1995	83000	1,84	60729	21,29	143729	9,24
2000	99732	-0,45	97019	-25,58	196751	-14,66
2001	97368	-2,37	103849	7,04	201217	2,27
2002	96646	-0,74	108443	4,42	205089	1,92
2003	97816	1,21	116832	7,74	214648	4,66
2004	100103	2,34	121275	3,80	221378	3,14
2005	93501	-6,59	128901	6,29	222402	0,46
2006	101336	8,37	123573	-4,13	224908	1,12
2007	98167	-3,13	126783	2,60	224950	0,02
2008	89130	-9,21	138920	9,57	228050	1,38
2009	88253	-0,98	131210	-5,55	219463	-3,77
2010	95641	8,37	149160	13,68	244801	11,55
2011	87309	-8,71	152247	2,07	239556	-2,14
2012	81825	-6,28	161407	6,02	243232	1,53

* in thousands of bottles

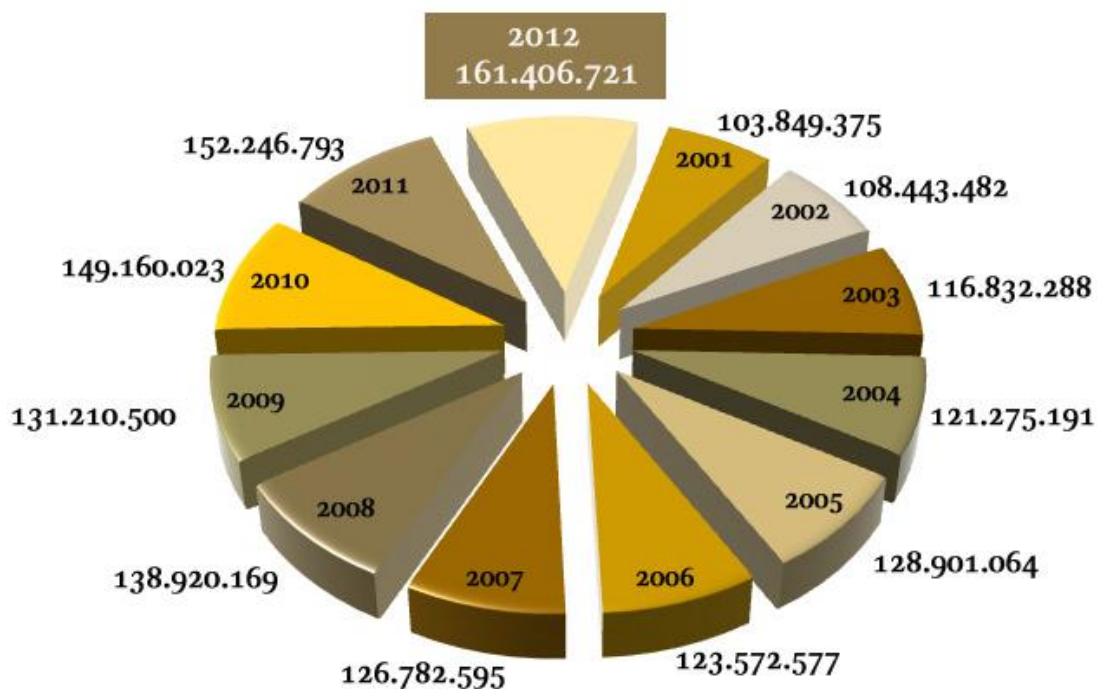
Evolution of CAVA Production



3.- Foreign Market Summary

ANUAL EXPORT SUMMARY –CAVA-		
Year	75 cl. Bottles	Variation / previous year
1980	10.048.230	
1985	28.852.069	
1990	47.226.159	
1995	60.729.132	
2000	97.018.660	
2001	103.849.375	7,04%
2002	108.443.482	4,42%
2003	116.832.288	7,74%
2004	121.275.191	3,80%
2005	128.901.064	6,29%
2006	123.572.577	-4,13%
2007	126.782.595	2,60%
2008	138.920.169	9,57%
2009	131.210.500	-5,55%
2010	149.160.023	13,68%
2011	152.246.793	2,07%
2012	161.406.721	6,02%

Foreign Market Summary



4. Foreign Market 2012

COUNTRY	75CL BOT.	% Bot.vs/2011	COUNTRY	75 CL BOT.	% bot.vs/2011
GERMANY	39.460.789	-2,24	CYPRUS	31.248	49,59
UNITED KINGDOM	35.925.884	12,42	JAMAICA	27.655	46,28
BELGIUM	24.848.524	7,08	KAZAJSTAN	26.472	-31,08
UNITED STATES	17.224.117	-0,82	RUMANIA	26.221	4,39
JAPAN	7.325.653	32,92	BULGARIA	25.991	90,77
FRANCE	4.961.015	17,52	GUADALUPE	25.699	-27,76
SWITZERLAND	3.132.681	-3,17	SANTA LUCIA	24.600	127,78
FINLAND	2.912.119	7,00	TANZANIA	23.053	-10,72
NETHERLANDS	2.673.249	-3,70	TAI-WAN	21.561	37,59
SWEDEN	2.443.484	9,81	PHILIPPINES	19.423	5,34
CANADA	2.132.340	5,13	EL SALVADOR	18.524	-34,92
NORWAY	1.566.187	2,31	TOGO	17.880	-13,87
AUSTRIA	1.533.392	13,26	INDIA	15.389	31,94
URUGUAY	1.128.024	14,08	SOUTH AFRICA	14.731	134,57
BRAZIL	1.057.304	8,84	HONDURAS	14.671	95,61
DENMARK	1.054.483	-2,44	BELARUS	14.040	82,81
ISRAEL	858.348	-18,84	GUINEA-BISSAU	13.441	-13,85
RUSSIA	829.735	64,12	MALDIVES	13.328	73,06
LATVIA	586.308	72,29	MALTA	12.195	7,74
ARGENTINA	559.635	-0,25	BOLIVIA	12.048	-27,64
POLAND	523.213	5,80	THAILAND	11.975	103,37
PORTUGAL	484.407	-1,11	GHANA	10.483	782,38
VENEZUELA	444.392	21,57	MALAYSIA	10.037	-40,19
MEXICO	437.103	39,03	VIRGIN ISLANDS	9.720	-21,36
LUXEMBURG	420.905	15,22	VIETNAM	9.604	153,98
SPAIN (DUTY FREE ZONES)	406.036	4,55	GEORGIA	9.416	
ESTONIA	398.008	36,16	MACAO	7.680	77,78
AUSTRALIA	390.089	3,73	SERBIA AND MONTENEGRO	6.273	
CHINA	370.300	50,34	BAHREIM	6.000	-52,70
DOMINICAN REPUBLIC	369.291	3,18	SENEGAL	5.964	-37,03
ITALY	355.371	22,86	MONGOLIA	5.880	43,32
PERU	351.487	31,48	BOSNIA HERZEGOVINA	5.760	
PUERTO RICO	302.096	7,38	LEBANON	5.179	-11,97
PARAGUAY	288.261	26,70	BARBADOS	4.891	-70,99
LITHUANIA	284.833	18,04	IVORY COAST	4.711	206,42
ANDORRA	244.873	6,09	NICARAGUA	4.564	320,00
IRELAND	231.264	-28,20	KOREA	4.555	-73,83
CZECH REPUBLIC	224.303	65,12	CAYMAN ISLANDS	4.200	16,67
NIGERIA	215.949	5,97	SURINAME	4.020	25,94
HONG-KONG	192.193	27,27	TRINIDAD Y TOBAGO	3.420	-60,91
PANAMA	165.357	-2,31	TURKEY	3.000	400,00
SLOVENIA	140.301	53,21	LAOS	2.917	21,56
COLOMBIA	122.053	35,23	UGANDA	2.880	-50,76
CROATIA	120.287	-37,32	BERMUDA	2.712	-41,45
NEW ZEALAND	107.031	102,80	KAMPUCHEA	2.556	326,00
BAHAMAS	98.000	-17,03	GIBRALTAR	2.145	-54,57
CHILE	92.059	17,91	CAPE VERDE REPUBLIC	2.040	
SOUTH KOREA	80.149	44,46	SRI LANKA	2.040	-17,07
ICELAND	63.012	4,95	BENIN	1.603	1.165,26
MARTINICA	61.237	-33,22	BELIZE	1.488	-50,20
UCRANIA	59.165	80,89	INDONESIA	1.380	
SINGAPORE	53.752	20,69	GRANADA	1.200	-60,00
HUNGARY	51.529	-48,65	ARMENIA	1.183	
REUNION	48.960	1500,00	NIGER	900	
GUATEMALA	48.091	55,07	ALBANIA	811	-86,14
COSTA RICA	47.599	20,44	CONGO	719	
NETHERLANDS ANTILLES	47.143	93,01	GAMBIA	672	-12,50
ARAB EMIRATES	45.941	26,62	KIRGUISTAN	509	
GREECE	44.753	-26,76	NUEVA CALEDONIA Y DEP.	420	
CUBA	44.509	-25,01	JORDAN	300	
SLOVAKIA	43.272	6,46	BIRMANIA	240	
MOROCCO	39.912	-13,27	KENYA	120	
ECUADOR	35.755	-64,25	SAUDI ARABIA	120	16,88
QATAR	34.716	25,70	EGYPT	36	-91,18
TOTAL	161.406.721	6,02			

5.- Foreign Market 2011

COUNTRY	75 CL BOT.	% Bot.vs/2010	COUNTRY	75 CL. BOT.	%Bot.vs/2010
GERMANY	40.365.392	-1,70	QATAR	27.619	3,35
UNITED KINGDOM	31.955.645	-0,91	TANZANIA	25.820	21,24
BELGIUM	23.205.033	10,22	RUMANIA	25.119	25,74
UNITED STATES	17.366.040	-0,84	NETHERLANDS ANTILLES	24.425	19,76
JAPAN	5.511.483	-4,86	CYPRUS	20.889	-31,32
FRANCE	4.221.311	8,28	TOGO	20.760	636,17
SWITZERLAND	3.235.177	-2,10	JAMAICA	18.905	600,20
NETHERLANDS	2.776.039	16,38	PHILIPPINES	18.437	16,00
FINLAND	2.721.681	11,23	KOREA	17.403	55,10
SWEDEN	2.225.112	-3,47	BARBADOS	16.860	53,12
CANADA	2.028.260	-6,63	MALAYSIA	16.783	116,46
NORWAY	1.530.781	5,61	BOLIVIA	16.651	-3,98
AUSTRIA	1.353.928	-4,89	TAI-WAN	15.671	188,49
DENMARK	1.080.819	13,04	GUINEA-BISSAU	15.603	173,28
ISRAEL	1.057.548	-32,95	BULGARIA	13.624	121,84
URUGUAY	988.845	6,95	HAITI	12.871	
BRAZIL	971.420	47,51	BAHREIM	12.684	713,08
ARGENTINA	561.044	1,40	VIRGIN ISLANDS	12.360	65,60
RUSSIA	505.571	94,28	INDIA	11.664	-3,73
POLAND	494.539	54,08	MALTA	11.319	-8,78
PORTUGAL	489.844	-25,13	SANTA LUCIA	10.800	
SPAIN (DUTY FREE ZONES)	388.365	14,21	SENEGAL	9.471	-50,15
AUSTRALIA	376.049	-17,68	TRINIDAD Y TOBAGO	8.748	
VENEZUELA	365.532	52,76	ANGOLA	8.071	
LUXEMBURG	365.293	12,40	MALDIVES	7.701	-40,16
DOMINICAN REPUBLIC	357.911	42,07	BIELORUSSIA	7.680	
LATVIA	340.301	276,82	HONDURAS	7.500	-2,34
IRELAND	322.104	26,20	MALI	7.200	859,15
MEXICO	314.396	51,44	SOUTH AFRICA	6.280	-57,93
ESTONIA	292.308	-14,61	THAILAND	5.888	343,82
ITALY	289.257	-0,13	LEBANON	5.883	-8,26
PUERTO RICO	281.337	33,25	ALBANIA	5.851	117,66
PERU	267.327	-0,99	UGANDA	5.849	43,13
CHINA	246.317	158,33	GIBRALTAR	4.723	84,38
LITHUANIA	241.296	47,08	BERMUDA	4.632	-23,11
ANDORRA	230.824	-2,17	MACAO	4.320	-10,00
PARAGUAY	227.512	31,65	MONGOLIA	4.103	
NIGERIA	203.788	82,32	VIETNAM	3.781	-67,49
CROATIA	191.917	36,98	CAYMAN ISLANDS	3.600	50,00
PANAMA	169.263	-27,31	SURINAME	3.192	-44,07
HONG-KONG	151.019	26,53	REUNION	3.060	-71,14
CZECH REPUBLIC	135.843	-33,82	GRANADA	3.000	
BAHAMAS	118.113	25,88	BELIZE	2.988	-9,12
HUNGARY	100.344	263,41	SYRIA	2.976	60,00
ECUADOR	100.015	26,68	SRI LANKA	2.460	173,33
MARTINIQUE	91.704	102,49	LAOS	2.400	
SLOVENIA	91.575	46,11	BANGLADESH	1.800	
COLOMBIA	90.255	76,05	IVORY COAST	1.537	-62,67
CHILE	78.076	94,43	OCEANIA	1.440	-67,91
GREECE	61.105	-1,26	CAMEROON	1.320	-80,53
ICELAND	60.040	-12,05	GHANA	1.188	-90,11
CUBA	59.351	-44,67	NICARAGUA	1.087	
SOUTH KOREA	55.484	54,16	NIGER	900	
NEW ZEALAND	52.776	17,12	GAMBIA	768	61,80
MOROCCO	46.020	18,63	WEST INDIES	660	
SINGAPORE	44.536	25,58	TURKEY	600	-96,04
SLOVAKIA	40.647	40,54	DOMINICA	600	-44,79
COSTA RICA	39.520	-2,04	KAMPUCHEA	600	-2,17
KAZAJSTAN	38.412	3901,25	EGYPT	408	55,33
ARAB EMIRATES	36.283	-5,79	JORDAN	300	-37,50
GUADALUPE	35.575	62,13	FRENCH GUYANA	252	
UKRAINE	32.708	46,85	BENIN	123	-98,74
GUATEMALA	31.012	-9,77	SAUDI ARABIA	103	
EL SALVADOR	28.461	23,13	TOTAL	152.246.793	2,07

6.- Foreign Market 2010

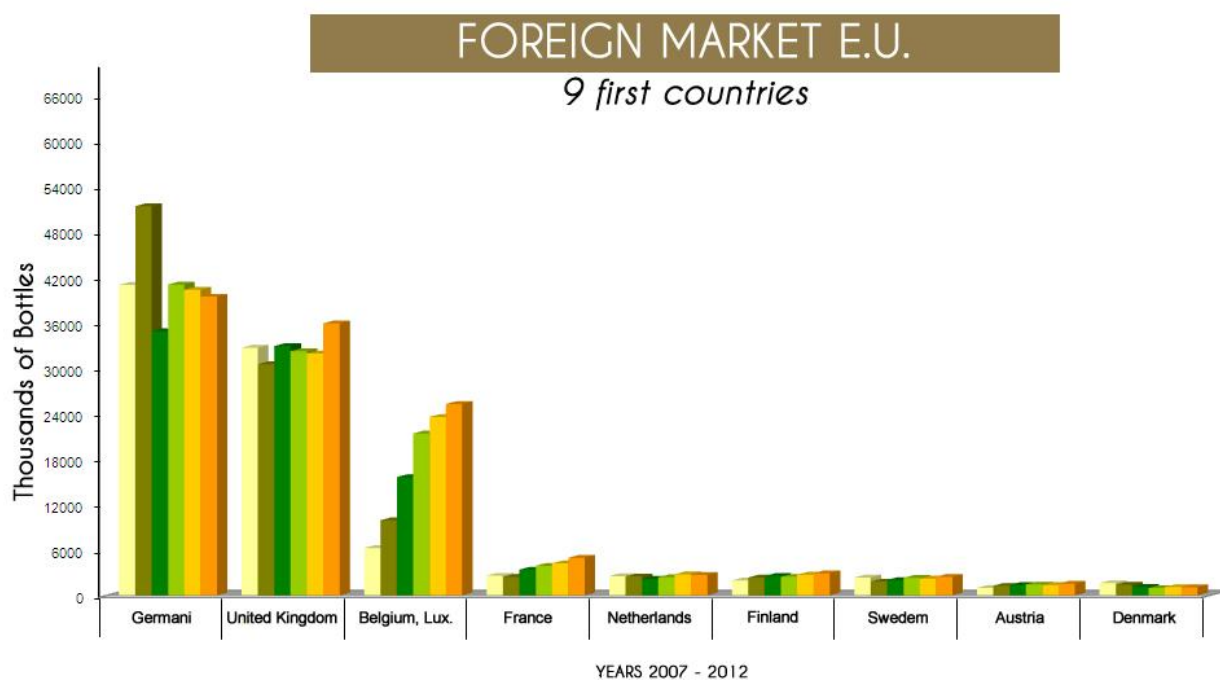
COUNTRY	75 CL BOT.	% Bot.vs 2009
GERMANY	41.063.331	17,61
UNITED KINGDOM	32.249.356	-2,06
BELGIUM	21.053.823	34,72
UNITED STATES	17.512.477	18,26
JAPAN	5.793.131	19,85
FRANCE	3.898.608	15,10
SWITZERLAND	3.304.683	-6,20
FINLAND	2.446.965	-3,75
NETHERLANDS	2.385.289	9,64
SWEDEN	2.305.097	13,70
CANADA	2.172.355	19,25
ISRAEL	1.577.157	62,06
NORWAY	1.449.443	12,89
AUSTRIA	1.423.585	5,62
DENMARK	956.172	-25,30
URUGUAY	924.580	68,36
PORTUGAL	654.261	-20,40
BRAZIL	563.704	19,08
ARGENTINA	553.287	91,79
AUSTRALIA	456.807	5,99
ESTONIA	342.300	21,34
SPAIN (DUTY FREE ZONES)	340.049	5,39
LUXEMBURG	325.001	-5,04
POLAND	320.961	82,39
ITALY	289.623	-34,52
PERU	269.997	40,75
RUSSIA	260.235	23,14
IRELAND	255.239	11,81
DOMINICAN REPUBLIC	251.919	27,09
VENEZUELA	239.283	9,22
ANDORRA	235.953	21,94
PANAMA	232.844	12,97
PUERTO RICO	211.131	-32,08
MEXICO	207.600	-17,14
CZECH REPUBLIC	205.257	61,96
BAHAMAS	188.672	677,96
PARAGUAY	172.819	39,41
LITHUANIA	164.063	15,05
CROATIA	140.103	5,83
HONG-KONG	119.356	110,78
NIGERIA	111.773	772,13
CUBA	107.268	16,35
CHINA	95.349	21,07
LATVIA	90.309	69,93
ECUADOR	78.948	139,58
ICELAND	68.263	56,82
SLOVENIA	62.677	-29,01
GREECE	61.887	-13,30
COLOMBIA	51.265	-41,06
MARTINIQUE	45.288	
NEW ZEALAND	45.063	337,61
COSTA RICA	40.341	9,96
CHILE	40.156	1342,38
MOROCCO	38.792	13,92
ARAB EMIRATES	38.511	50,87
SOUTH KOREA	35.992	325,90
SINGAPORE	35.465	35,73
GUATEMALA	34.368	-14,99
CYPRUS	30.416	-3,97
SLOVAKIA	28.923	66,18

COUNTRY	75 CL. BOT.	%Bot.vs/2009
HUNGARY	27.612	151,59
QATAR	26.724	47,87
EL SALVADOR	23.115	17,86
UKRAINE	22.273	57,80
GUADALUPE	21.943	509,51
TANZANIA	21.297	58,62
NETHERLANDS ANTILLES	20.395	-43,94
RUMANIA	19.976	2163,14
SENEGAL	19.000	158,80
BOLIVIA	17.340	-32,79
PHILIPPINES	15.895	1,88
CONGO	15.475	
TURKEY	15.168	
SOUTH AGRICA	14.928	245,55
MALDIVES	12.871	97,16
MALTA	12.408	183,02
INDONESIA	12.116	26,82
GHANA	12.012	4905,00
VIETNAM	11.632	43,60
KOREA	11.220	-59,51
BARBADOS	11.011	4,26
REUNION	10.603	
BENIN	10.032	9999,99
MALAYSIA	7.753	-3,35
HONDURAS	7.680	180,97
VIRGIN ISLANDS	7.464	0,64
CAMEROON	6.780	-24,36
LEBANON	6.412	41,15
BULGARIA	6.141	243,73
BERMUDA	6.024	76,76
GUINEA-BISSAU	5.709	-78,93
SURINAME	5.707	137,77
ARMENIA	5.640	
TAI-WAN	5.432	7,77
MACAO	4.800	
OCEANIA	4.488	111,29
IVORY COAST	4.119	-67,51
UGANDA	4.087	11,37
BELIZE	3.288	
TOGO	2.820	
JAMAICA	2.700	-67,25
ALBANIA	2.688	-4,90
GIBRALTAR	2.561	-20,22
CAYMAN ISLANDS	2.400	33,33
SYRIA	1.860	
BAHRAIN	1.560	30,00
THAILAND	1.327	-68,37
DOMINICA	1.087	
KAZAJSTAN	960	-85,71
SRI LANKA	900	-55,88
KENYA	888	
MALI	751	
ISLANDS TURQUOISE	708	
KAMPUCHEA	613	2,22
JORDAN	480	60,00
GAMBIA	475	
BOURKINA-FASO	384	
SERBIA and MONTENEGRO	283	
EGYPT	263	75,89
MONACO	175	191,11
TOTAL	149.160.023	13,68

7.- Foreign Market EU

Foreign Market E.U. *								
COUNTRY	1986	2000	2007	2008	2009	2010	2011	2012
Germany	2161	51803	41006	51419	34912	41063	40365	39461
United Kingdom	1225	14043	32707	30548	32928	32249	31956	35926
Belgium, Lux.	401	788	6238	9913	15961	21378	23570	25269
France	38	408	2584	2414	3387	3898	4221	4961
Netherlands	218	1140	2528	2492	2175	2385	2776	2673
Finland	28	618	1951	2343	2542	2446	2722	2912
Sweden	1000	1684	2355	1813	2027	2305	2225	2443
Austria	90	760	973	1256	1347	1423	1354	1533
Denmark	367	724	1592	1397	1113	956	1081	1054
Poland			235	303	175	320	495	523
Portugal	218	736	758	769	821	654	490	484
Latvia			106	85	53	90	340	586
Ireland	42	105	313	369	227	255	322	231
Estonia			185	184	282	342	292	398
Italy	500	988	995	689	442	289	289	355
Lithuania			105	134	141	164	241	285
Czech Rep.			115	100	126	205	136	224
Hungary			28	28	10	27	100	52
Slovenia			79	119	88	62	92	140
Greece	5	122	45	71	71	61	61	45
Slovakia			34	29	17	28	41	43
Romania						19	25	26
Cyprus			34	29	31	30	21	31
Bulgaria						6	14	26
Malta			5	12	4	12	11	12
Total	6293	73919	94971	106516	98880	110667	113240	119693
Dif.(% +-)			0,05	12,16	-7,16	11,9	2,32	5,32
% U.E. S/.								
total	16%	76%	75%	77%	75%	74%	74%	74%

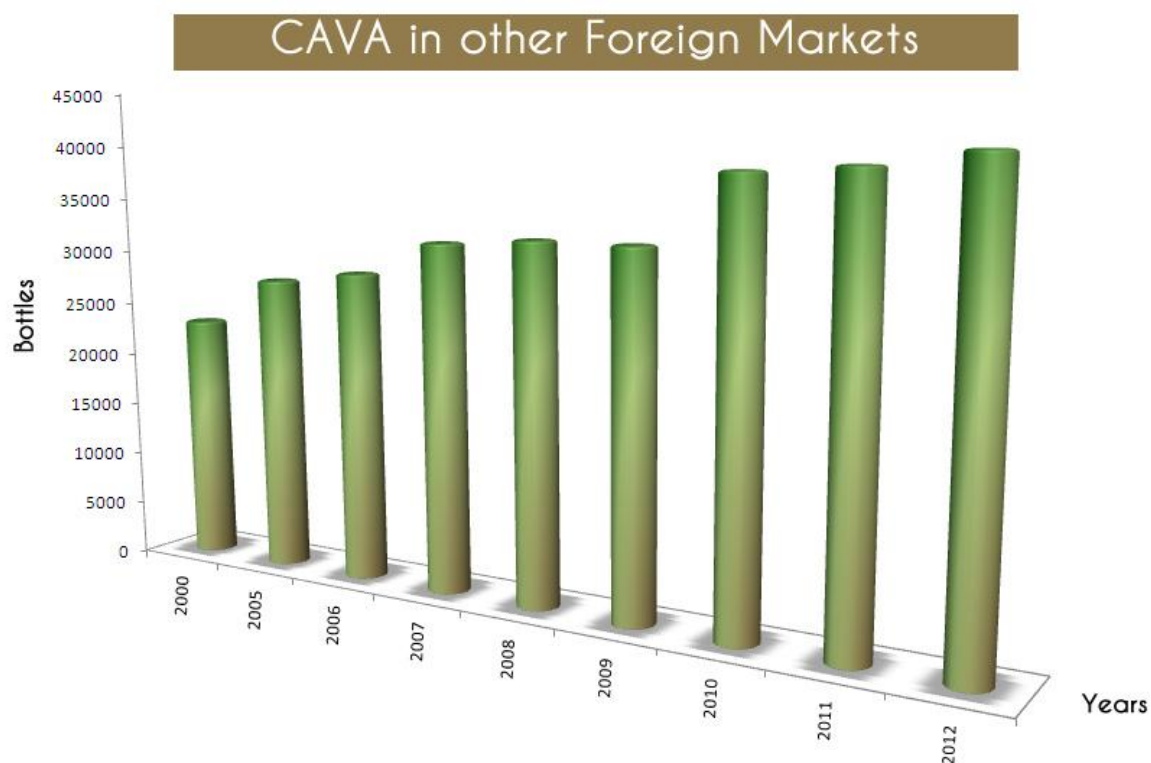
* in thousands of 75 cl. Bottles






8.- Cava in other foreign markets

EVOLUTION OF EXPORTS TO OTHER FOREIGN MARKETS *			
Year	Bottles	Dif. Over previous year. (%)	Percentage of total exports
2000	23.100		23,81
2005	27.559		21,38
2006	28.653	3,97	23,19
2007	31.812	11,03	25,09
2008	32.404	1,86	23,33
2009	32.330	-0,23	24,64
2010	38.493	19,06	25,80
2011	39.006	1,33	25,62
2012	41.713	6,94	25,84

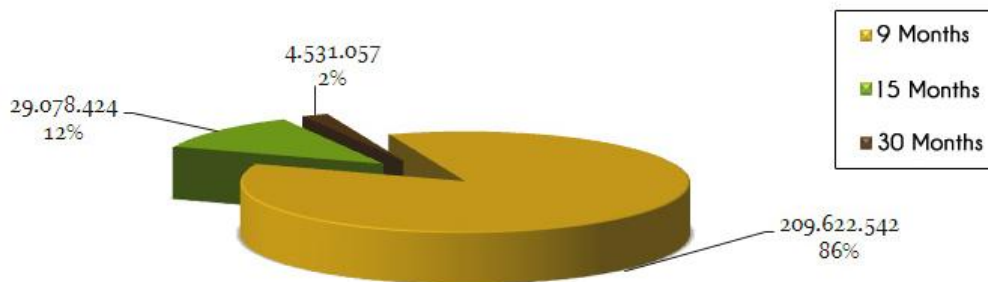
(* in thousands of 75 cl. Bottles)



9.- Evolution of CAVA commercialization by Categories

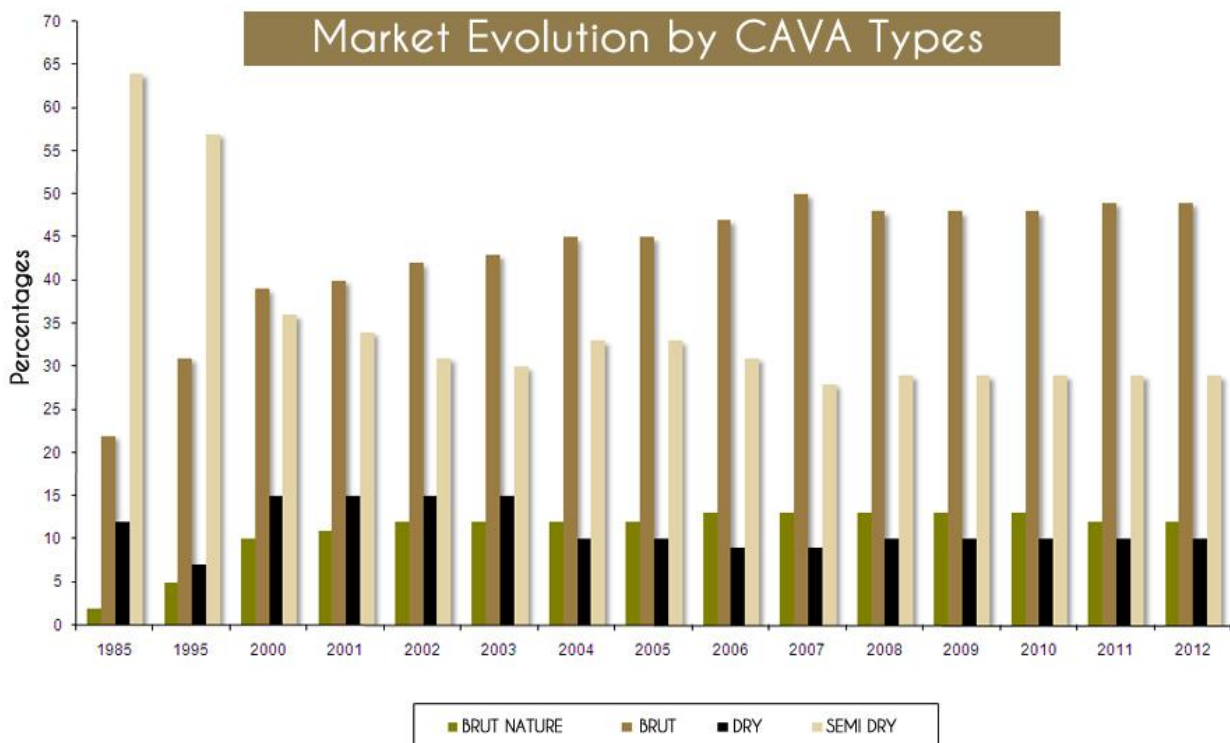
	Minimum aging 9 months	Minimum aging 15 months	Minimum aging 30 months
		RESERVA	GRAN RESERVA
			
2010	211.230.364 bot.	28.070.070 bot.	5.500.646 bot.
2011	208.931.854 bot.	25.548.964 bot. (-8,9%)	5.074.720 bot. (-7,7%)
2012	209.622.542 bot.	29.078.424 bot. (13,8%)	4.531.057 bot. (-10,7%)

Evolution of CAVA Commercialization by Categories



10.- Market Evolution by Cava types

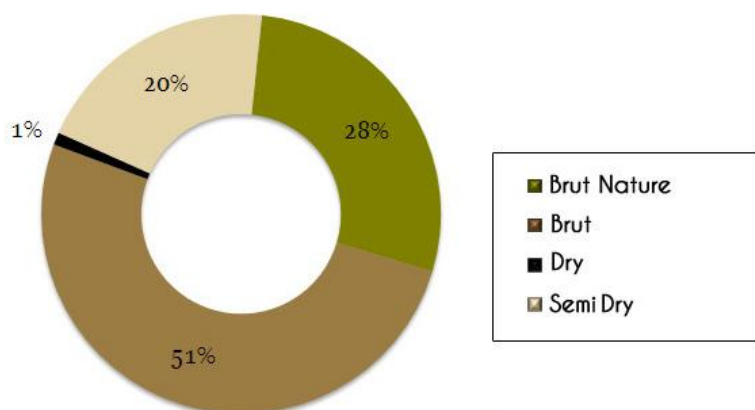
YEAR	Extra Brut Brut Nature %	Brut %	Dry %	Semi-Dry % %	Sweet %
1950		3	13	78	6
1960		3	16	78	3
1970		5	11	82	2
1980		10	15	75	
1985	2	22	12	64	
1995	5	31	7	57	
2000	10	39	15	36	
2001	11	40	15	34	
2002	12	42	15	31	
2003	12	43	15	30	
2004	12	45	10	33	
2005	12	45	10	33	
2006	13	47	9	31	
2007	13	50	9	28	
2008	13	48	10	29	
2009	13	48	10	29	
2010	13	48	10	29	
2011	12	49	10	29	
2012	12	49	10	29	



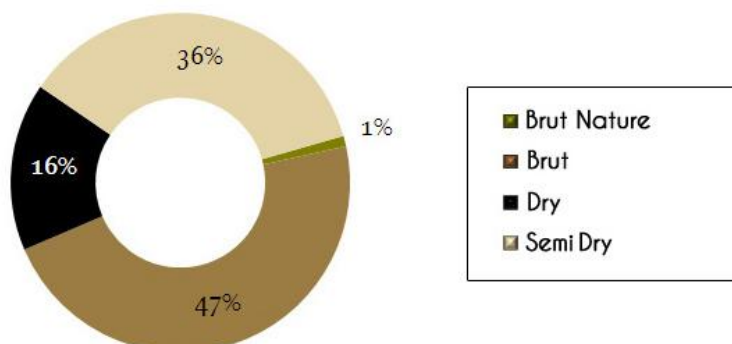
11.- Cava Production by types

INTERNAL MARKET		FOREIGN MARKET	
CAVA TYPES	%	CAVA TYPES	%
BRUT NATURE y EXTRA BRUT	28	BRUT NATURE y EXTRA BRUT	1
BRUT	51	BRUT	47
DRY	1	DRY	16
SEMI DRY	20	SEMI DRY	36

Internal Market



Foreign Market



12. Consumption Distribution (Internal Market)

Home 81 %

Restaurants and Catering 19 %

Percentage of Spanish homes that bought cava during the year:*

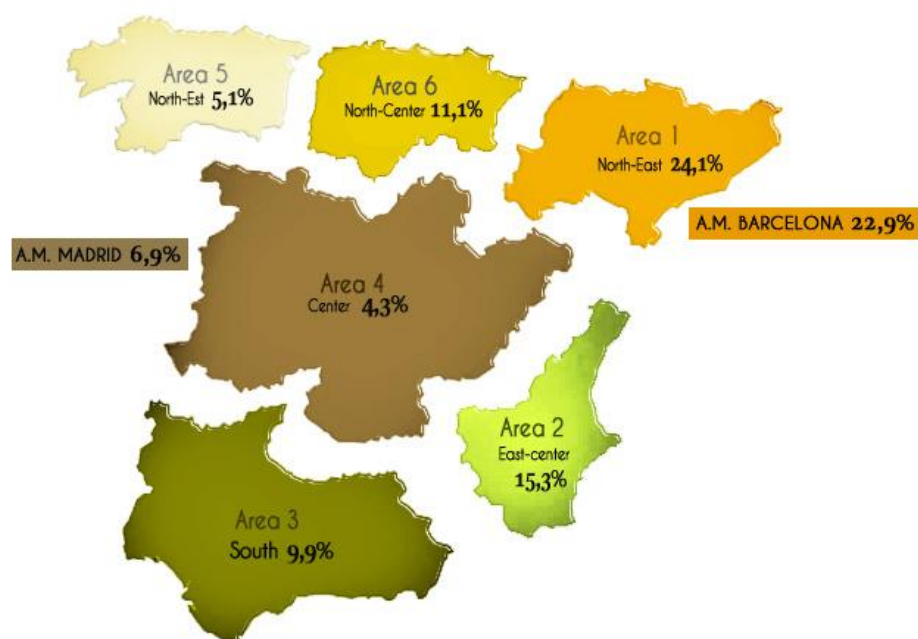
GEOGRAPHICAL AREA	Consumption over the total
Barcelona metropolitan area	22,90%
Area 1 North-east	24,10%
Area 2 East-center	15,30%
Area 3 South	9,90%
Madrid metropolitan area	6,90%
Area 4 Center	4,30%
Area 5 North-west	5,10%
Area 6 North-center	11,10 %

* (data Nielsen 2012)

Semester consumption:

1 ^o semester	39,20%
2 ^o semester	60,80%

Consumption Distribution Market



13.- Rating of CAVA Vintages

Rating of CAVA Vintages

YEAR	RATING
70	G
71	G
72	G
73	VG
74	G
75	VG
76	VG
77	A
78	EX
79	A
80	VG
81	G
82	VG
83	EX
84	VG
85	G
86	G
87	VG
88	VG
89	G
90	G
91	VG
92	G
93	VG
94	G
95	G
96	VG
97	G
98	VG
99	VG
00	EX
01	VG
02	VG
03	G
04	G
05	VG
06	EX
07	EX
08	EX
09	VG
10	G
11	VG

A = Average
B = Good
MB = Very Good
EX = Excellent

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