



C A V A

SHIPMENTS
2014



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1. – Registry situation

Registry 1. Vine producing assets

Number of producing assets 2014	6,335
Registered surface 2014	33,325 Has

Registered surface by grape varieties

MACABEO	11,718,38 Has
XAREL·LO	8,391,77 Has
PARELLADA	6,930,97 Has
CHARDONNAY	2,925,31 Has
SUBIRAT PARENT	72.20 Has
PINOT NOIR	848.01 Has
TREPAT	1,057,39 Has
GARNACHA TINTA	1,345,72 Has
MONASTRELL	35.54 Has

Registry 2. Cellars producers of base wine

2008	164 companies
2009	164 companies
2010	164 companies
2011	165 companies
2012	163 companies
2013	162 companies
2014	159 companies

Registry 4. Cellars producers of CAVA

1980	82 companies
1990	235 companies
2000	269 companies
2010	256 companies
2011	254 companies
2012	253 companies
2013	247 companies
2014	244 companies





2. – Production evolution

Historic evolution of cava production *

YEAR	PRODUCTION	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

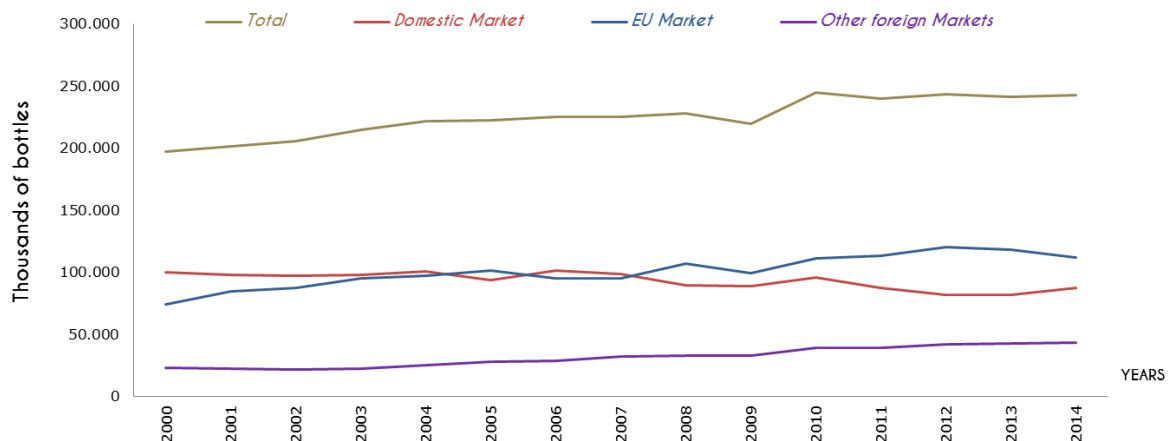
* en miles de botellas

Evolution of cava production *

YEAR	PRODUCTION	%	DOMESTIC MARKET	%	EU MARKET	%	OTHER FOREIGN MARKETS	%
2000	196,751	-14.66	99,732	-0.45	74,184	-25.18	22,835	-26.86
2001	201,217	2.27	97,368	-2.37	84,461	13.85	21,752	-4.74
2002	205,089	1.92	96,646	-0.74	87,374	3.45	21,069	-3.14
2003	214,648	4.66	97,816	1.21	94,718	8.4	22,114	4.96
2004	221,378	3.14	100,103	2.34	96,585	1.97	24,690	11.65
2005	222,402	0.46	93,501	-6.6	101,355	4.94	27,546	11.56
2006	224,908	1.13	101,336	8.38	94,919	-6.35	28,653	4.02
2007	224,950	0.02	98,167	-3.13	95,001	0.09	31,782	10.92
2008	228,050	1.38	89,130	-9.21	106,540	12.15	32,380	1.88
2009	219,463	-3.77	88,253	-0.98	99,041	-7.04	32,383	0.01
2010	244,801	11.55	95,641	8.37	110,649	11.72	38,511	18.92
2011	239,556	-2.14	87,309	-8.71	113,219	2.32	39,027	1.34
2012	243,232	1.53	81,825	-6.28	119,666	5.69	41,741	6.95
2013	241,365	-0.77	81,438	-0.47	117,836	-1.53	42,091	0.84
2014	242,228	0.38	87,580	7.54	111,620	-5.3	43,088	2.36
% ON TOTAL				36.1		46.08		17.78

* in thousands of bottles

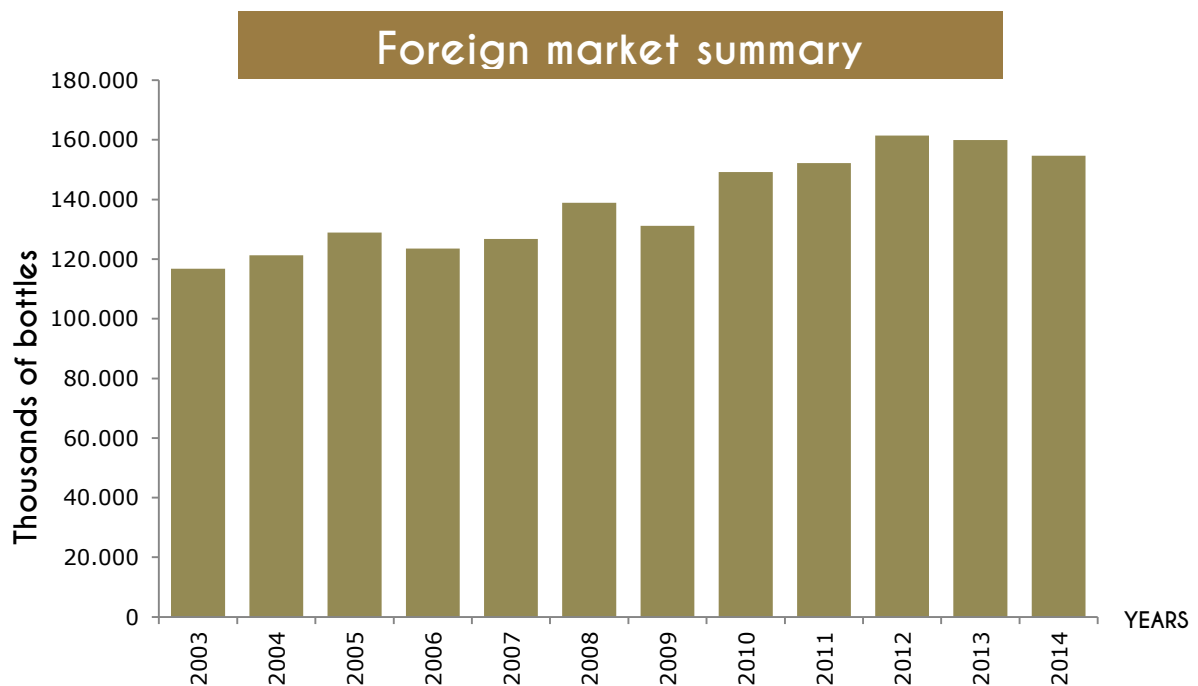
Evolution of CAVA production





3. – Foreign market summary

ANUAL EXPORTS SUMMARY		
YEAR	75 CL BOTTLES	CHANGE (%) ON 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	3.8
2005	128,901,064	6.29
2006	123,572,577	-4.13
2007	126,782,595	2.6
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
2013	159,927,191	-0.92
2014	154,708,279	-3.26





4. – Foreign market 2014

COUNTRY	75 cl BOTTLE	% BOT vs 2013	COUNTRY	75 cl BOTTLE	% BOT vs 2013
GERMANY	30,546,013	-24.18	TURKEY	37,116	
BELGIUM	30,405,353	11.68	REUNION	36,060	-2.76
UNITED KINGDOM	28,833,567	-3.58	MALDIVAS (Islands)	35,647	169.86
UNITED STATES	18,224,031	2.12	EL SALVADOR	32,569	34.06
JAPAN	7,662,657	-0.83	THAILAND	30,724	182.45
FRANCE	6,364,745	16.92	MARTINICA	30,631	237.39
FINLAND	2,918,707	6.11	THE BAHAMAS	30,339	78.61
SWITZERLAND	2,895,227	0.893	DOMINICA	30,300	
SWEDEN	2,789,003	7.6	ECUADOR	30,189	-3.34
NETHERLANDS	2,558,097	-1.354	SAINT LUCIA	25,440	32.5
CANADA	2,160,185	3.89	KAZAKHSTAN	23,028	22.52
NORWAY	1,605,657	5.41	CYPRUS	22,919	-21.14
DENMARK	1,424,023	10.07	KOREA	22,680	155.25
BRAZIL	1,285,931	30.09	BULGARIA	21,299	35.2
AUSTRIA	1,203,872	-18.76	MALAYSIA	18,680	92.26
ISRAEL	931,481	1.59	PHILIPPINES	18,007	59.52
LITHUANIA	855,331	69.53	HAITI	17,671	11.18
AUSTRALIA	735,797	24.32	VIRGIN ISLANDS	17,128	-5.84
POLAND	715,385	-5.42	TANZANIA	16,372	-2.57
RUSSIA	699,711	24.53	BOLIVIA	15,696	-8.55
URUGUAY	678,841	-20.67	JAMAICA	13,656	24.84
CHINA	636,388	104.65	MALTA	11,283	69.4
ESTONIA	618,092	30.12	SERBIA AND MONT.	10,501	56.27
MEXICO	490,985	13.33	BAHREIM	9,960	-38.76
PORTUGAL	480,069	2.29	HONDURAS	9,807	-3.71
ITALY	432,491	18.49	BARBADOS	9,253	1.12
DOMINICAN REPUBLIC	423,779	-0.49	SOUTH AFRICAN REP.	8,344	62.73
PARAGUAY	392,151	61.19	GIBRALTAR	7,939	108.4
SPAIN (DUTY FREE Z.)	365,455	7.15	SURINAM	7,859	-9.42
LATVIA	359,632	-36.22	VIETNAM	7,540	-6.01
PUERTO RICO	347,097	1.68	CAMBODIA	6,761	221.96
PERU	271,723	4.13	LAOS	6,648	392.2
CZECH REPUBLIC	257,765	32.31	SENEGAL	6,052	-27.17
LUXEMBOURG	252,595	-39.9	SRI LANKA	4,828	187.38
SOUTH KOREA	225,415	66	TRINIDAD AND TOBAGO	4,740	-24.41
ANDORRA	203,339	-10.01	KENYA	4,709	108.74
ARGENTINA	194,451	-71.24	BOSNIA HERZEGOVINA	4,320	28.57
HONG-KONG	190,652	-20.96	LEBANON	4,103	46.17
PANAMA	189,700	-15.69	BERMUDAS	4,008	32.01
CHILE	186,111	-31.45	BELIZE	3,900	31.87
SLOVENIA	159,776	1.79	INDONESIA	3,844	-82.23
UKRAINE	142,137	55.4	MACAO	3,816	13.57
NIGERIA	135,559	-17.55	CAYMAN ISLANDS	3,420	-38.04
COLOMBIA	133,221	17.37	ANGOLA	3,321	-45.73
KROATIA	124,627	5.15	GUADALUPE	2,981	148.44
VENEZUELA	118,489	-69.49	GHANA	2,552	-87.23
IRELAND	116,971	-36.08	CABO-VERDE REP.	2,520	-16
NEW ZEALAND	108,769	20.85	NICARAGUA	2,441	917.22
ROMANIA	89,076	184.37	INDIA	2,037	-83.77
GREECE	88,905	69.59	SEYCHELLES	1,920	300
ICELAND	84427	10.76	UGANDA	1,800	-38.27
CUBA	71,179	74.43	GRANADA	1,800	36.36
TAIWAN	70,175	71.63	NEW CALEDONIA	1,207	212.06
QATAR	59,064	34.18	SAINT VINCENT	1,200	0
SINGAPUR	58235	13.96	JORDAN	840	16.66
COSTA RICA	58028	32.46	CONGO	820	36.66
BELARUS	56,923	23.53	GUINEA	811	
NETHERLAND ANTILLES	54128	106.48	IRAK	501	
HUNGARY	53,639	42.01	GAMBIA	451	-53.05
ARAB EMIRATES	50,332	22.78	TOGO	432	-64
GUATEMALA	43,993	51.38	EGYPT	404	206.06
MOROCCO	41,923	55.92	MAURITIOUS	240	
SLOVAKIA	41,249	29971	SIERRA LEONE	60	
EQUATORIAL GUINEA	37,811	95.96	ALBANY	19	-96.88
TOTAL	154,708,279	-3.2			



5. – Foreign market 2014

Premium Cava

COUNTRY	75 CL BOTTLE RESERVA	75 CL BOTTLE GRAN RESERVA	COUNTRY	75 CL BOTTLE RESERVA	75 CL BOTTLE GRAN RESERVA
BELGIUM	1,831,520	30,399	BAHREIM	6,000	1,200
JAPAN	904,416	43,112	COSTA RICA	6,352	
UNITED STATES	671,727	144,276	CZECH REPUBLIC	5,337	897
UNITED KINGDOM	702,531	12,112	BAHAMAS	5,917	
CANADA	608,847	20,816	GUATEMALA	5,233	31
GERMANY	421,672	25,455	BELORUS	4,776	
NORWAY	293,136	49,141	TURKEY	4,668	
NETHERLANDS	245,291	19,873	CUBA	3,283	481
SWEDEN	221,177	42,961	HUNGARY	3,148	319
DENMARK	208,567	15,809	KAZAKHSTAN	2,340	1,092
FINLAND	139,511	18,708	PHILIPPINES	2,551	648
SWITZERLAND	100,864	11,995	CROATIA	2,539	235
PERU	93,271	14,532	SLOVAKIA	2,152	269
DOMINICAN REPUBLIC	80,681	2,291	MALAYSIA	2,215	24
LITHUANIA	72,400	1,815	ARAB EMIRATES	2,155	
FRANCE	48,741	4,117	HONDURAS	2,040	
ANDORRA	26,215	24,120	KENYA	948	948
AUSTRALIA	45,721	883	ARGENTINA	1,291	600
PUERTO RICO	41,732	4,320	NETHERLAND ANTILLES	1,872	
POLAND	42,445	3,543	ECUADOR	1,580	289
SPAIN (DUTY FREE Z.)	11,553	29,255	ANGOLA	1,653	
CHINA	31,864	8,532	GHANA	1,112	
HONG-KONG	33,220	5,385	ROMANIA	919	96
ITALY	34,856	2,964	INDIA	300	597
BRAZIL	34,621	1,833	BULGARIA	715	43
ESTONIA	31,864	1,276	EL SALVADOR	672	
SOUTH KOREA	27,991	1,928	MALDIVAS (Islands)	600	
LATVIA	23,321	3,269	TANZANIA	600	
URUGUAY	25,979		LEBANON	503	
TAI-WAN	25,112	391	GUINEA	180	240
MEXICO	21,763	2,916	MOROCCO	384	
COLOMBIA	14,528	4,532	MARTINICA	384	
ISRAEL	18,603		INDONESIA	240	120
THAILAND	16,207	2169	HAITI	355	
UCRAINE	9,860	6,709	NICARAGUA	355	
ICELAND	14275	840	SURINAM		307
AUSTRIA	11,883	3,076	SENEGAL	252	
PORTUGAL	7,595	7,203	LAOS	240	
PANAMA	13,257	739	UGANDA	240	
VENEZUELA	13,195	684	CONGO	216	
SINGAPUR	10,048	2,995	BELIZE	144	
NIGERIA	12,627		IRAK	132	
CHILE	10,945	312	VIETNAM	108	
IRLELAND	10,324	575	SRI LANKA	96	
NEW ZEALAND	10,860	24	SLOVENIA	91	
RUSISA	3,372	6,955	JAMAICA	60	
EQUATORIAL GUINEA	10,012		CYPRUS	43	
LUXEMBOURG	5,339	2,764	EGYPT	24	
TOTALS	7,372,548	596,039			



2014

CAVA Shipments



6. – Cava sales within the EU

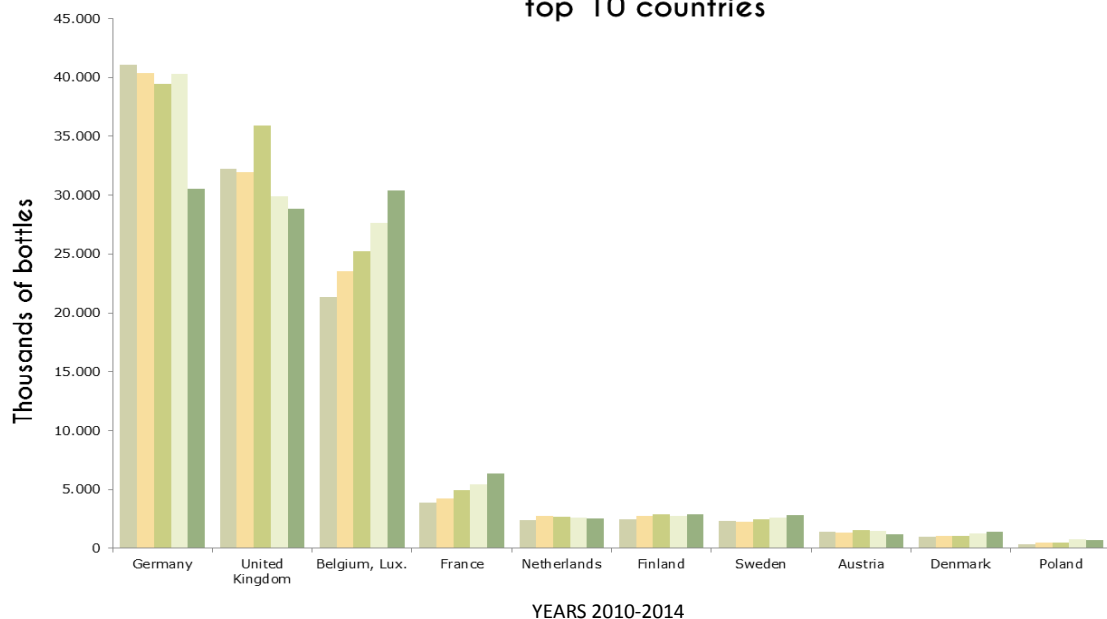
Evolución de las Expediciones U.E.*

PAIS	1986	2000	2009	2010	2011	2012	2013	2014
Germany	2,161	51,803	34,912	41,063	40,365	39,461	40,289	30,546
United Kingdom	1,225	14,043	32,928	32,249	31,956	35,926	29,904	28,833
Belgium, Lux.	401	788	15,961	21,378	23,570	25,269	27,644	30,405
France	38	408	3,387	3,898	4,221	4,961	5,444	6,364
Netherlands	218	1,140	2,175	2,385	2,776	2,673	2,593	2,558
Finland	28	618	2,542	2,446	2,722	2,912	2,750	2,918
Sweden	1,000	1,684	2,027	2,305	2,225	2,443	2,592	2,789
Austria	90	760	1,347	1,423	1,354	1,533	1,482	1,203
Denmark	367	724	1,113	956	1,081	1,054	1,294	1,424
Poland			175	320	495	523	756	715
Portugal	218	736	821	654	490	484	469	480
Latvia			53	90	340	586	564	359
Ireland	42	105	227	255	322	231	183	116
Estonia			282	342	292	398	475	618
Italy	500	988	442	289	289	355	365	432
Lithuania			141	164	241	285	505	855
Czech Republic			126	205	136	224	195	257
Hungary			10	27	100	52	38	53
Slovenia			88	62	92	140	157	159
Greece	5	122	71	61	61	45	52	88
Slovaquia			17	28	41	43	32	41
Romania				19	25	26	31	89
Cyprus			31	30	21	31	29	22
Bulgaria				6	14	26	16	21
Malta			4	12	11	12	7	11
Totals	6,293	73,919	98,880	110,667	113,240	119,693	117,865	111,620
Change (%±)			-7.16	11.92	2.32	5.7	-1.53	-5.3
% ON TOTAL SHIPMENTS	16%	76%	75%	74%	74%	74%	74%	72%

* in thousands of bottles

EU market

top 10 countries





7. – Cava sales in other foreign markets

Evolution of shipments to other foreign markets*

YEAR	SHIPMENTS	CHANGE (%) ON PREVIOUS YEAR.	% ON TOTAL SHIPMENTS
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	25.8
2011	39,006	1.33	25.62
2012	41,713	6.94	25.84
2013	42,091	0.91	26.32
2014	43,091	2.36	27.85

* in thousands of bottles

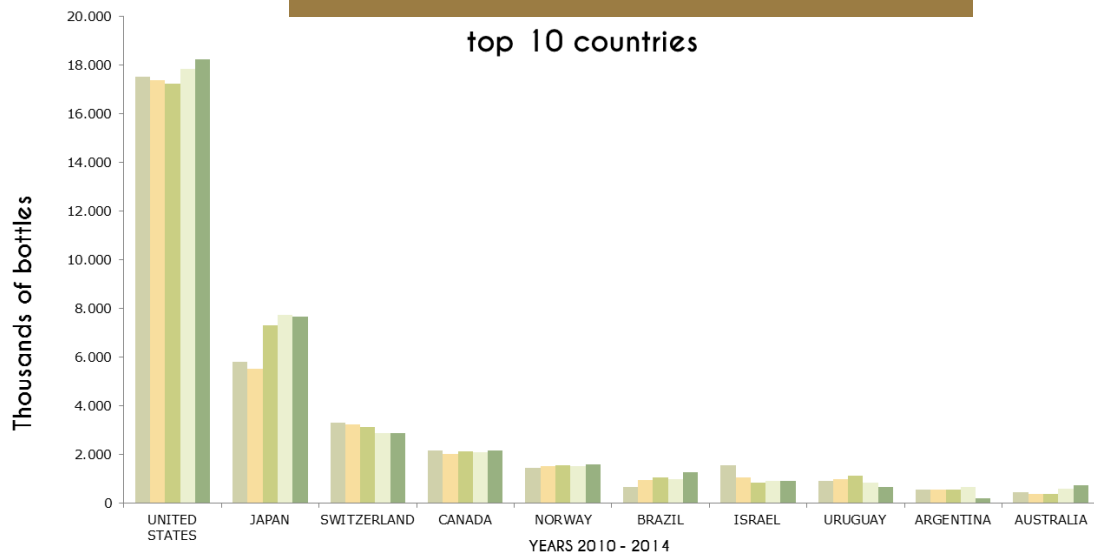
Evolution of shipments to top 10 foreign markets outside the EU*

COUNTRY	2000	2009	2010	2011	2012	2013	2014
United States	8,421	14,808	17,512	17,366	17,224	17,845	18,224
Japan	2,726	4,833	5,793	5,511	7,326	7,727	7,662
Switzerland	2,767	3,523	3,305	3,235	3,133	2,870	2,895
Canada	1,699	1,822	2,172	2,028	2,132	2,079	2,160
Norway	846	1,284	1,449	1,531	1,566	1,523	1,605
Brazil	356	473	659	971	1,057	988	1285
Israel	13	973	1,577	1,058	858	917	931
Uruguay	234	549	925	989	1,128	856	678
Argentina	628	288	553	561	560	676	194
Australia	201	431	457	376	390	592	735
TOTAL	17,893	28,985	34,402	33,627	35,374	36,073	36,369
CHANGE (%) ON PREVIOUS YEAR		0.99%	18.69%	- 2.26%	5.20%	1.98%	0.82%

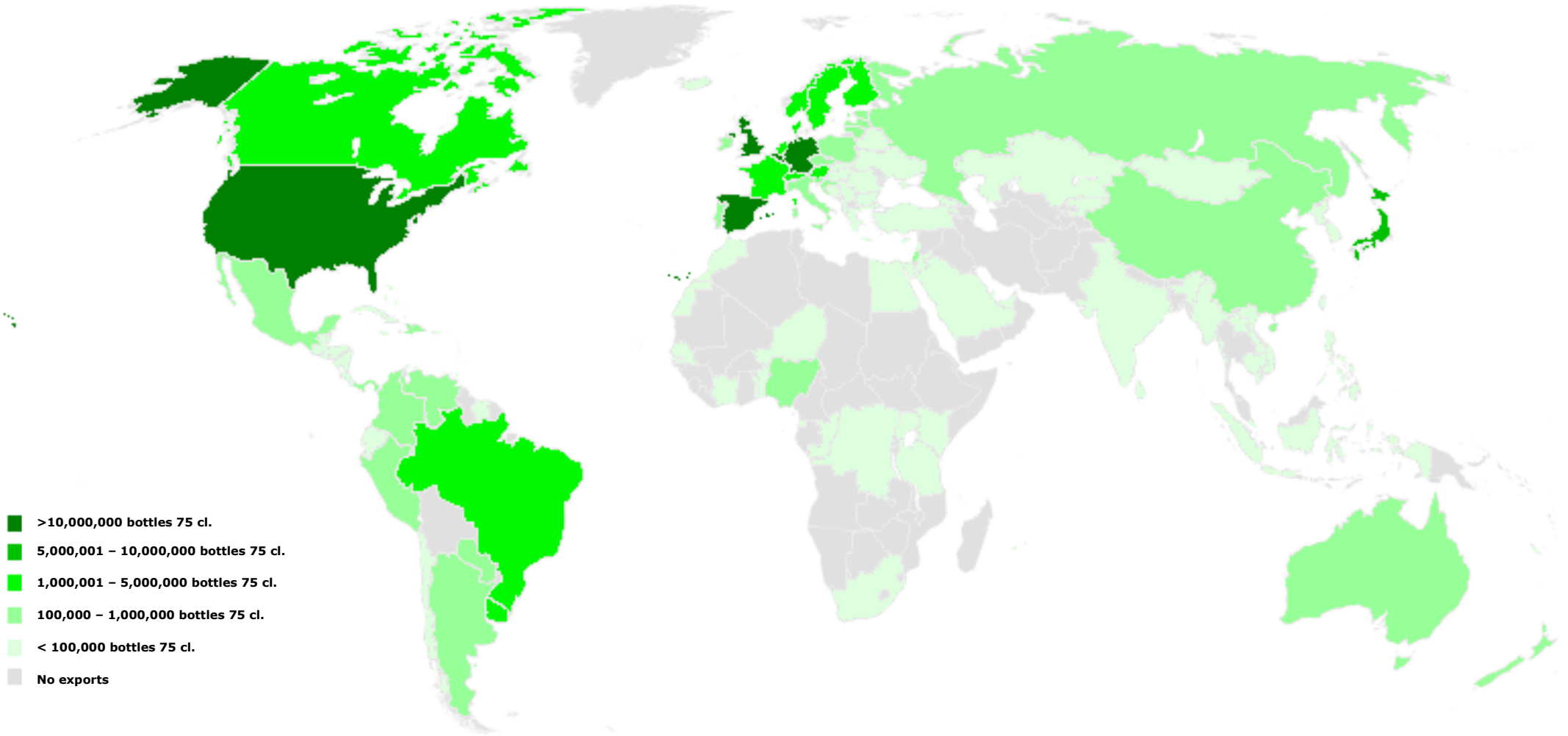
* in thousands of bottles

Foreign market outside the EU

top 10 countries



Foreign Market 2014





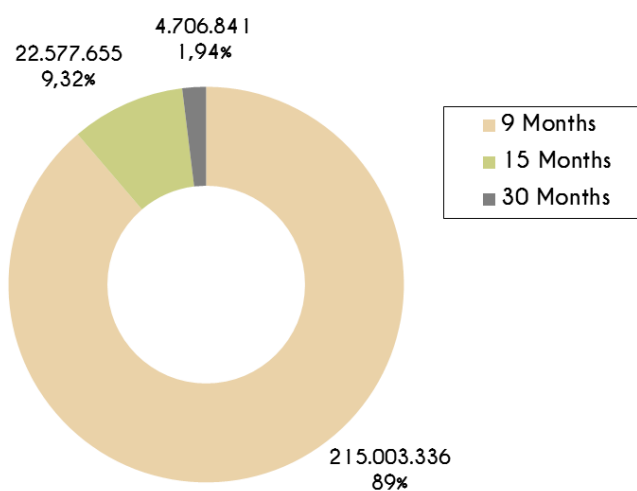
8. – Evolution of sales by cava categories

CAVA	CAVA RESERVA	CAVA GRAN RESERVA
Minimum aging 9 months	Minimum aging 15 months	Minimum aging 30 months



2010	211,230,364 bot.	28,070,070 bot.	5,500,646 bot.
2011	208,0931,854 bot. (-1.09%)	25,548,964 bot. (-8.9%)	5,074,720 bot. (-7.7%)
2012	209,622,542 bot. (0.33%)	29,078,424 bot. (13.8%)	4,531,057 bot. (-10.7%)
2013	211,594,041 bot. (0.94%)	25,306,171 bot. (-12.97%)	4,411,171 bot. (-2.65%)
2014	215,003,336 bot. (1.61%)	22,577,655 bot. (-10.78%)	4,706,841 bot. (6.7%)

Evolution of sales by cava categories



2014

CAVA Shipments



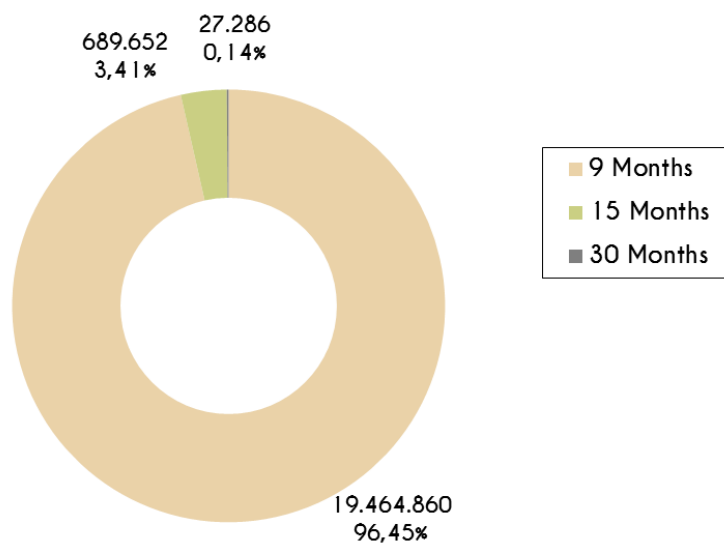
9. – Evolution of sales: Cava Rosé

CAVA	CAVA RESERVA	CAVA GRAN RESERVA
Minimum aging 9 months	Minimum aging 15 months	Minimum aging 30 months



				Total
2010	21,554,292 bot.	373,974 bot.	16,739 bot.	21,945,005 bot.
2011	22,406,211 bot. (3.95%)	383,108 bot. (2.44%)	25,323 bot. (51.28%)	22,814,642 bot. (3.96)
2012	22,380,019 bot. (-0.12%)	609,292 bot. (59.04%)	20,415 bot. (-19.38%)	23,009,726 bot. (0.85)
2013	21,196,444 bot. (-5.29%)	634,853 bot. (4.20%)	25,717 bot. (25.97%)	21,857,014 bot. (-5.01)
2014	19,464,860 bot. (-8.17%)	689,652 bot. (8.63%)	27,286 bot. (6.10%)	20,233,162 bot. (-7.43)

Evolution of CAVA Rosé sales by cava categories

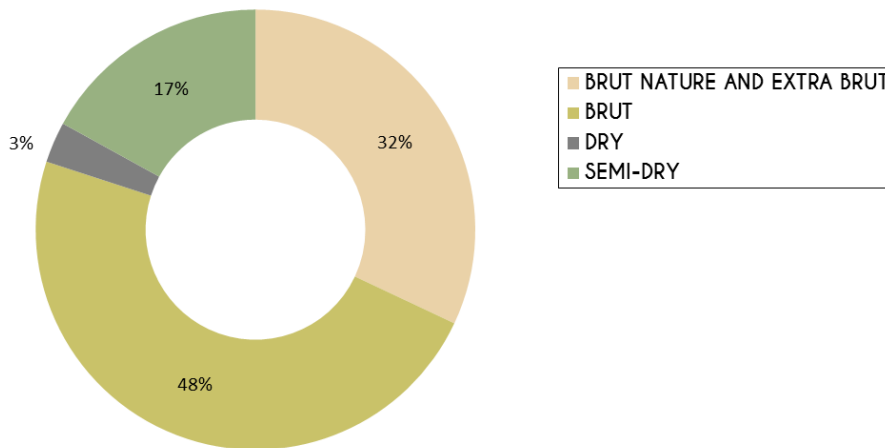




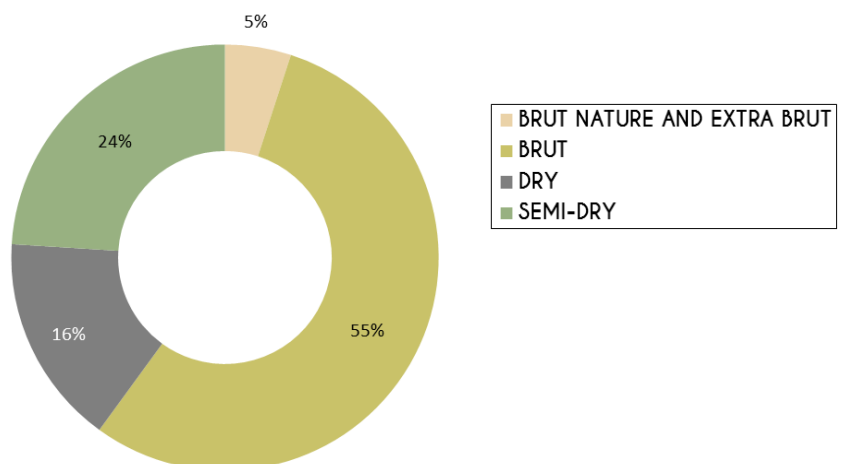
10. – Evolution of production by cava types

DOMESTIC MARKET		FOREIGN MARKET	
CAVA TYPES	%	CAVA TYPES	%
BRUT NATURE and EXTRA BRUT	32	BRUT NATURE and EXTRA BRUT	5
BRUT	48	BRUT	55
DRY	3	DRY	16
SEMI-DRY	17	SEMI-DRY	24

Domestic market summary



Foreign market summary





11. – Consumption distribution (domestic market)

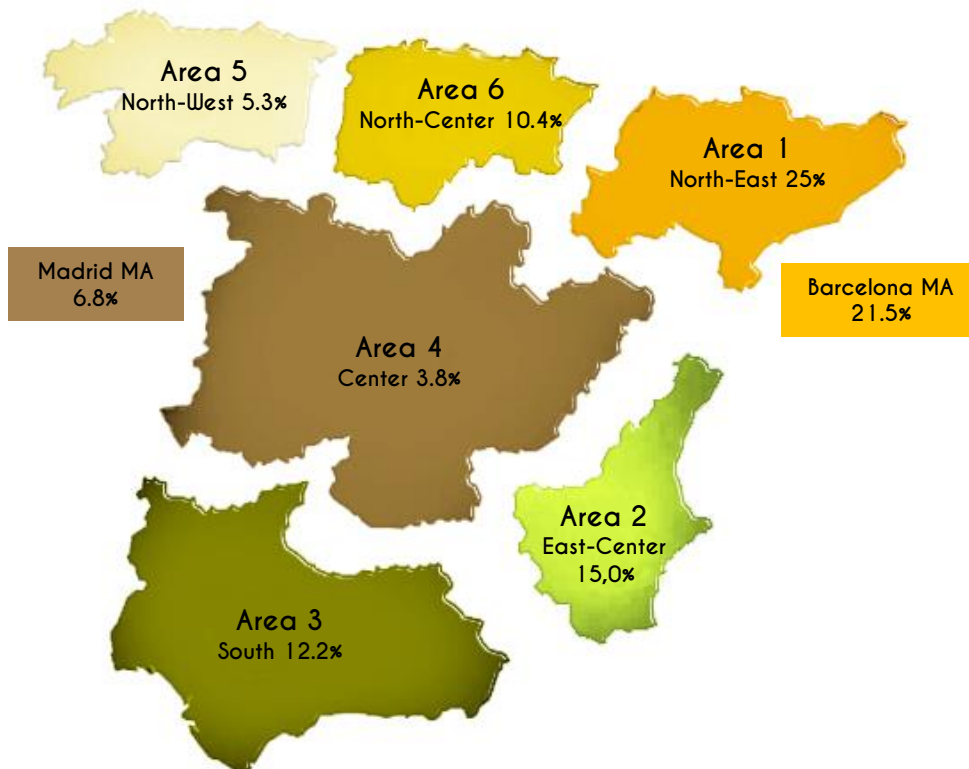
Home 80%

Restaurants and catering 20%

GEOGRAPHIC AREA	CONSUMPTION OVER THE TOTAL	
	2013	2014
Barcelona Metropolitan Area	21,80 %	21,5 %
Area 1 – North-East	24,50 %	25,0 %
Area 2 – East-Center	15,10 %	15,0 %
Area 3 – South	11,70 %	12,2 %
Madrid Metropolitan Area	6,90 %	6,8 %
Area 4 – Center	4,10 %	3,8 %
Area 5 – North-West	5,40 %	5,3 %
Area 6 – North-Center	10,50 %	10,4%

* (Nielsen 2014 based on a sample of 29 million bottles)

Distribution of consumption by geographic areas



2014

CAVA Shipments



12. – 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
0	EX
1	VG
2	VG
3	G
4	G
5	VG
6	EX
7	EX
8	EX
9	VG
10	G
11	VG
12	VG
13	EX

A = Average
 G = Good
 VG = Very Good
 EX = Excellent





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2014
CAVA Shipments



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