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Vine and Wine Sectors Update

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Report Highlights:
In 2013 and 2014 Bulgaria's vine and wine sectors began to stabilize and show growth after years of decline. While vineyards area declined moderately in 2013, excellent yields led to 21% growth in vine grapes production and 37% more wine output of very good quality. Continued investment in new wineries and vineyards supported further commercialization in the sector. In 2014, however, unusually cool and rainy weather from the spring to the fall caused lower yields, quality and production at a higher cost due to increased plant protection expenses. Preliminary estimates for grapes production are for about 200,000 MT-220,000 MT, and wine at 120 million liters, a decline of 35% over 2013.

Imports continued on a stable upward trend in 2013 with attention focused on quality and value. Exports were relatively stable in volume but also declined by 9% in value in 2013. In 2014 (January-October), however, sharp growth in import prices (52%) led to a significant decline in imported quantities (- 38%) and some drop in value (- 6.5%). Exports declined further in tonnage (17%) and in value (10%) due to trouble Bulgaria's main export markets. Poland overpassed Russia as the major export market for Bulgarian wines for the first time. The expectation for 2015 is for stagnant or

declining exports due to the lower wine supply of 2014 and discouraging Russian market.

Wine sales in 2013 were estimated to grow to 50 million liters valued at 207 million Euros, representing 4.5% annual increase in value thanks to increased diversity and product quality. The imported wine segment had a strong market presence.

Disclaimer: Information in this report is collected from publicly available sources such as specialized and daily printed and electronic Bulgarian media, published surveys of consulting companies, interviews with trade and industry, AgSofia interviews with trade and trade associations, and official statistics. The source of statistical market information is Euromonitor International.

General Information:
PRODUCTION

Crop Year 2014

In 2014 total production of grapes is projected to be around 200,000 MT-220,000 MT or much below that of 2013 due to unfavorable weather – unusually long, cool and rainy spring and summer and early fall. As of November, authorities reported that commercial wineries purchased 109,000 MT of grapes for wine making. The quality of the harvest was reported to be below average. Due to stocks from the excellent 2013 crop, commercial wine makers limited their purchases of 2014 harvest. For this reason, wineries forecast 2014 wine production to decline to not more than 120 million liters, as compared to 172 million liters in 2013 (commercial wine), some 50 million liters less, according to local experts. As of early 2015, wineries reported only 76 million liters of wine produced from 2014 harvest to date. It is expected that due to an inability to sell most grapes to commercial wine makers, the quantity of home-made wine may grow.

In 2014 investments in vineyards stabilized following the significant increases of 2012 and 2013. Demand for white grape varieties has continued to be extremely good. Prices for wine-making grapes varieties increased at harvest due to short supply and lower quality. Larger wineries enjoyed better yields and quality of grapes due to more professional vineyard care, especially plant protection practices, while the smaller producers suffered the most. The general trend has been for growth in commercial wine manufacturing versus home wine making.

Grapes Supply

Area under vineyards

In 2013 the vineyards area declined again at a more moderate rate of 7% although area still remained above 2010 and 2011 levels (Table 1). Recovery and stabilization trends have been observed for the cultivated vineyards while those that were abandoned have further declined to record low levels with no renovation efforts observed. Due to very challenging weather in the fall of 2014, only 86% of vineyards were harvested (50,200 HA) compared to 96% in 2013.

In 2013, 607 HA were added in newly planted vineyards. Age structure remains a challenge with about half of vineyards under wine making varieties older than 30 years (Table 4 and 5). About two percent of vineyards at farms are classified as young, non-yielding vines. About 94% of vineyards were wine making (viniculture) grapes and about 6% under table grapes. The wine-making grape area totaled 47, 350 HA or a very significant decline of 19% compared to the previous year (58,192 HA) while the table grapes area expanded. (See Table 1)

In 2013, the concentration of vineyards continued to be the highest in South East and South Central regions, 34% share each or 68% together. Red varieties dominated with 59 % of all harvested area versus 36 % of white varieties.

Grape Production

In 2014, unusually long, cool and rainy weather from the spring to the fall caused lower yields, quality and production at a higher cost due to increased plant protection expenses. Preliminary estimates for grapes production are for about 200,000 MT-220,000 MT or almost 100,000 MT less than in 2013.

In 2013, total grape production was record high at 326,000 MT and increased 25% over 2012. Wine grapes supply was 21% more (305,000 MT) and table grapes production almost doubled (93%). Yields were excellent, 49% more for wine grapes and 53% more for table grapes and thus compensated for lower vineyards area.

In 2013, Protected Designation Origin (PDO) vines (MT) sharply declined compared to 2012, while that of Protected Geographic Indication (PGI) vine was 5% less. At the same time production of grapes under “other” vines was 217% higher (219,500 MT). The reason for this trend is the local market specifics where consumers are more familiar with brands than with PDOs. Many local producers prefer to focus on brand promotion/recognition and educate brand loyalty than to focus on production of PDO or PGI wines. This allows them to be more competitive and flexible in terms of sourcing of grapes and applied technology. Customers are not familiar with appellation of origin system and this is not considered to be a competitive advantage.

Wine Production and Supply

In 2014, due to much lower supply of wine-making grapes, wine production is projected to decline by about 50 million liters to 120 million liters. As of early 2015, wineries reported only 76 million liters of wine produced from 2014 harvest to date. It is expected that due to an inability to sell most grapes to commercial wine makers, the quantity of home-made wine may grow to about 17 million liters. Wine makers reported significant stocks from wine from 2013 harvest which will be sold this year and in the near future.

In 2013, the positive trends in the wine manufacturing industry have continued and strengthened. In addition to excellent production and quality of wine-making grapes, consumption also showed a greater orientation towards commercial processing (Tables 2 and 3).

Of total grapes, 93% was used for wine-making; the same share as over the last four years, although this represented 25% growth in absolute volume due to higher supply. More importantly, 82% of all grapes processed into wine, were managed by commercial wineries versus 78% in 2012 which demonstrated the expanding commercialization. Commercial wine-makers had 30% more of the grapes supply. Home-made wine making trend had stabilized for all processed grapes to about 10%.

The 2013 total wine production was record high at 188 million liters or 37% annual growth. This included also a record commercial wine output at 172 million liters or 36% more than in 2012 (Table 8). Another positive sign was the stabilization of the relative share of commercial wine output in total at 91%-92% (Table 3). Please, note that Eurostat data differs in absolute and relative terms, showing wine production at 144 million liters (2013), compared to 123 million liters in 2012 or 17% higher.

CONSUMPTION AND DEMAND

Official per capita data for 2009-2013, shows wine consumption dropping from 6.7 liters/capita in 2009 to 5.5 liters/capita in 2010 on down to 5.2 liters/capita in 2011, but bouncing back to 5.5 liters/capita for 2012 and 2013. Wine consumption estimates vary widely from 70 million liters to as high as 100+ million liters (Tables 4 and 5). Higher annual growth rates in value have been registered since 2005. The relative share of wine to total alcohol sales in 2013 were 7.5% by volume and 13.1% by value; and are projected in 2018 to decline slightly in volume to 7.4% but to increase to 14.5% in value (source: Euromonitor).

The typical Bulgarian wine drinker is a man or women of age of 25 and above. Wine is generally associated with a higher social and professional status. It is considered a healthy, modern drink. The share of females among wine consumers dominates and continues to expand. Women are often the market drivers and a target group for new wines since they are less conservative in their wine choices. Urbanization, changing lifestyle, and wellness trends are expected to continue to have positive effects on wine trade and consumption.

Commercial wine sales increased to 49.8 million liters in 2013 as compared to 48.8 million liters in 2012 for 2% growth in volume (source: Eurominitor). Value of sales also increased by 4.5% to 207 million Euro with a unit price of wine higher by 2%. The current forecast is for continued increase in 2014 and 2015 by 2-3% in value achieving 12% growth by 2018 compared to 2014. (Table 4)

The significant difference between commercial wine sales and actual consumption, almost double, shows the important of non-commercial channels such as home-made wine, direct sales from private producers, and illegal market, especially in resorts during the high tourist seasons. On the other hand, it demonstrates the potential for commercial sales growth with gradual shrinking of home-made wine production and more stringent fiscal controls. (Table 5)

Accurate and reliable official or industry information about wine stocks is not publicly available.

TRADE

Exports

Bulgaria remains a net wine exporter but over the last 3 years exports have been declining in absolute and relative terms (Table 6 and 8).

World Trade Atlas (WTA) data reports 2014 exports (January-October) at 35 million liters, 17% less than in 2013 in volume and 10% less in value, led by exports to Poland at 12.5 million liters (33% growth year/year and 35% share of total), followed by Russia (7% negative annual growth and 30% share of total). Due to the trouble Russian market, Bulgaria exported more wine to a different major market, Poland. It is expected that this trend will continue in 2015 due to the depreciation of the Russian currency. The average export price increased by 8.3%.

In 2013 exports totaled 50.1 million liters (US$ 62 million), 9% lower in volume and 1.3% lower in value than in 2012. Russia was the main market for Bulgarian wines, typically lower-end wines, which bring usually smaller margins. In 2013, Russia accounted for 27% in both total volume and value exports. Poland followed with 25% and 24% shares, respectively. In 2013 exports to Russia declined by 18% in terms of volume and 8% in value compared to the previous year. Good progress was recorded at several export markets – Slovakia, UK, Greece and Sweden. Select wine makers had export successes to China and Japan (Table 8). A positive sign was the growth in average export price with 8.5%.

Imports

Imports had a steady growth in value since 2009 despite the economic slowdown with some fluctuations in imported quantities (Table 7 and 9).

In 2014 (January-October), wine imports were significantly negative in volume (-39%) but less negative in value (- 6.5%) due to sharp growth in the average import price of 52%. French and Italian wines lead this category overall. French wines with their higher prices recorded an increase in value, 3%, while the imported quantity was 18% down. Italian wines witnessed declines both in quantity, - 43%, and in value, -32%.

WTA data show that in 2013 imports declined by 7.4% in volume but grew by 9.9% in value. This can be explained by the substantial increase in the average import price of wines (19%). Italy, the traditional market leader, had 39% market share (volume) and 31% share (value) although it was much lower than in 2012 (51% share in volume and 34% share in value) at the expense of France, Germany and Slovakia.

Bulgarians like trying new products and are very interested in imported wines. Currently, imported wines are estimated to account for 10% of total wine volume sales although in value their share is higher (no estimates at this point). Their market presence has expanded due to trade development, new trendy lifestyles, and active promotions. Probably the most important trend of 2013/2014 wine market has been the emphasis on quality rather than on quantity. The unit price of wine in 2013 was 2% higher and this was the main driver behind higher wine sales. Brands in the main price category 5-8 Bleva (2.56-4.10 Euro/bottle) increased for all types of wine at the expenses of lower-end wines. The share of quality wines was 5% for red and 4% for white and rose wines. Economic struggles pushed lower-end wine consumers to home-made wines or to lower-end spirits.

Italian wines lead in imports by offering good quality at affordable prices. Local consumers like Mediterranean lifestyle, and these wines fit this taste preference well. The most popular were Pinot Grigio, Tuscan, wines as well as Piedmonese wines. Italy is followed by France and Spain as traditionally French wines emphasized value sales. Chilean wines are also very popular on the market due to diversity and value-for-money availability in convenient packages (Argento, Chilensis).

Due to the growing popularity of imported wines, a few major retailers (Billa, Kaufland, Lidl) took advantage of the situation and began importing on their own, especially in the price category up to 6 Euro/bottle. This led to higher diversity on the market and contributed to the higher share of imported wines.

In 2013, the best performing wines were still rose and champagne. The volume growth for both types was reported at 3% although they started from very low basis. Rose wine has more promising prospects and wider customer base. It became a popular and status drink for urban female year-round, especially in the summer, with higher-end rose performing better. Cabernet Sauvignon was the major variety used for rose. Still red wines continued to be the backbone of the market and enjoyed a number of new brands/ products in 2013 which supported its category (2% growth in volume). Most popular reds remained Cabernet and Merlot, followed by the local Mavrud (9% volume share). Next in popularity ranked Syrah/Shiraz (3% market share). Blends of established international red with local varieties (Mavrud, Rubin) remained a popular trend. White wines also performed well (2% growth) in 2013. Muscat and Chardonnay led in demand with about 30% share each, followed by Sauvignon Blanc (11% share) and Riesling.

Taxation and Duty Levies on Wine, 2013

Taxation and Duty Levies on Wine, 2013		
Excise tax all wine - 0% Sales tax/ VAT/ all wine – 20% --Import tax still wine - 9.90 Euro to 32.00 Euro/HL Import tax sparkling wine - 32 Euro/HL --Typical wholesaler wine mark-up - 9% Typical retailer wine mark-up- 23%		
	Selling Margins of Typical Wine Brand as a percent of retail value in case of using of wholesaler	Selling Margins of Typical Wine Brand as a percent of retail value in case of not using wholesaler
VAT	13.8	13.8
Retailers	27.2	27.2
Distributor	15.6	
Excise	11.3	15.3
Manufacturer	32.2	43.7
Total	100	100

POLICY

Bulgarian wine producers were the first to start accessing funds from the new EU CAP budget. Brussels approved a program to assist winemakers and growers for the period 2014-2018 at EUR 133.8 million the sector (26.762 million Euros/year). Besides the current measures (uprooting, insurance and replacement of old vine stock with new plantings), winemakers became eligible for investment in vineyards and wineries, as well as green harvesting. Over the past period of the program 2008-2014, 30 million Euro subsidies were used for planting of 2,500 HA new vineyards and for replanting of 166 HA old vineyards with new vines.

Table 1. Area under vineyards in Bulgaria, 2007-2013, HA

Area under vineyards in Bulgaria, 2007-2013, HA				
Year	**Cultivated area/vineyards (HA)**	**Not cultivated area (HA)**	**Total area under grapes Bulgarian MinAg, HA**	**Area under wine grapes Eurostat, HA**
2007	97,387	22,954	120,341	113,700
2008	88,570	22,246	110,816	107,400
2009	74,018	27,416	101,434	97,900
2010	56,968	25,707	82,675	46,800
2011	52,567	25,901	78,468	43,772
2012	62,701 (60,400 per Eurostat)	14,640	77,341	58,200
2013	58,236 (50,200 per Eurostat which represents the harvested area)	4,900	63,136	47,400

Source: MinAg Bulletins, Bulletin #268, June 2014 and Eurostat

Table 2. Wine Production, 2008-2013, thousand liters

	2008 (,000)	**2009 (,000)**	**2010 (,000)**	**2011 (,000)**	**2012 (,000)**	**2013 (,000)**	**Percent Change 2013/2012**
With protected designation of origin	6,558.8	4,225.0	3,048.0	2,391.1	2,245.1	2,089	-7.0
- Red and rose	5,075.4	3,857.2	2,708.5	1,995.1	1,932.4	NA	
- White	1,483.4	667.8	339.5	396.	312.7	NA	
With protected geographic indication	130,123.5	42,472.1	38,395.9	42,265.5	38,156.9	55,401.5	+45.2
- Red and rose	67,572.6	28,540.5	21,589.3	26,683.3	20,828.	NA	
- White	62,550.9	13,931.6	16,806.6	15,582.2	17,328.9	NA	
Other	1,211.4	74,583.2	57,838.2	60,323.1	86,769.1	114,956.3	+32.4
-Red and rose	838.8	37,816.1	29,923.4	32,569.8	40,228.9	NA	
- White	372.6	36,767.1	27,914.8	27,753.3	46,540.2	NA	
Commercial Total	**137,893.7**	**121,580.3**	**99,282.1**	**104,979.7**	**127,171.1**	**172,446.9**	**+35.6**
- Red and rose	73,486.8	70,213.8	54,221.2	61,248.2	62,989.4	100,947	

- White	64,406.9	51,366.5	45,060.9	43,731.5	64,181.7	71,500	
Grapes must	1,086.2	2,980.9	3,690.7	4,843.7	6,556.1	3,072.9	
Homemade	**22,743.6**	**18,159.3**	**19,447.1**	**13,867.4**	**10,478.8**	**15,893.7**	
Total	**160,623.5**	**139,739.6**	**118,729.2**	**118,847.1**	**137,649.9**	**188,340.6**	**+36.8**
Total (Eurostat)	179,600	161,700	142,600	122,400	123,600	144,200	
Note: In 2009, the MinAg changed its methodology to report wine production in different categories, therefore data after and before 2009 about regional and table wines, and sparkling and specialty wines is not comparable.							

Sources: Ag Statistics Bulletins//Eurostat

Table 3. Grapes Production and Utilization, 2011 – 2013

	2011		**2012**		**2013**	
	MT	**Percent**	**MT**	**Percent**	**MT**	**Percent**
Total grapes	243,839	100	260,672	100	325,596	100
Grapes for wine manufacturing	228,451	93.6	243,585	93.4	304,090	93.3
Grapes for direct consumption	15,388	6.3	17,087	6.5	21,506	6.6
Grapes processed at commercial wineries	157,945	69.2	191,923	78.8	249,637	82.2
Grapes processed for homemade wine	33,136	14.5	23,825	9.8	34,272	11.2
Other products	37,369	16.3	27,837	11.4	20,181	6.6
*as a share of grapes for wine manufacturing						

Source: MinAg Bulletins

Table 4. Wine Market Development 2008-2013

Wine Market Development 2008-2013						
	2008	**2009**	**2010**	**2011**	**2012**	**2013**
Wine sales, 000 liters	*48,318*	*47,840*	*48,285*	*48,934*	*48,855*	*49,823*
-Off-trade	38,700	38,400	38,800	39,400	39,400	40,100
Percent of Wine Sales (Vol.)			80.4	80.5	80.6	80.5
-On-trade	9,600	9,500	9,400	9,500	9,500	9,700
Percent of Wine Sales (Vol.)			19.6	19.5	19.4	19.5
Includes:						
Sparkling wine	3,417	3,403	3,428	3,474	3,460	3,497
Still red wine	24,100	23,806	24,029	24,379	24,234	24,665
Still Rose wine	453	452	455	459	468	484
Still White Wine	20,200	20,034	20,228	20,478	20,550	21,036
Wine sales, (million Bleva)	*320.8*	*331.9*	*347.4*	*367.4*	*386.0*	*403.3*
-Off-trade	187.0	193.2	201.7	212.8	223	231.9

Percent of Wine Sales (Val.)			51.5	51.1	50.9	57.5
-On-trade	133.8	138.7	145.7	154.6	163.0	171.3
Percent of Wine Sales (Val.)			48.5	49.9	49.1	42.5
Sparkling wine	38.9	39.7	40.8	42.4	44.0	45.3
Still red wine	146.4	150.8	157.7	166.4	174.1	181.5
Still Rose wine	4.2	4.4	4.6	4.9	5.1	5.3
Still White Wine	128.5	134.2	141.6	150.8	160.0	168.3
Wine sales as percent of total alcohol sales, volume, %	6.5	7.6	7.7	7.8	7.5	7.5
Wine sales as percent of total alcohol sales, value, %	15.0	15.2	15.6	13.6	13.9	13.1
Total Sales of Alcoholic Drinks, in million liters	662.4	630.0	623.3	626.6	648.0	660.4
Total Sales of Alcoholic Drinks, in million US$	1,847	1,818	1,851	1,907	2,000	2,043

Source**:** Euromonitor International – Wine in Bulgaria; Alcoholic Drinks in Bulgaria; September 2014

Table 5. Wine Supply and Demand, 2011-2015, liters

Wine Sector Development, 2009-2015					
	2011 (,000 liters)	**2012 (,000 liters)**	**2013 (,000 liters)**	**2014 E (,000 liters)**	**2015 F (,000 liters)**
Wine production, total	118,847	137,650	188,341	127,000	135,000
- Commercial wine	104,980	127,171	172,447	120,000	125,000
- Home-made wine	13,867	10,479	15,894	17,000	10,000
Imports	6,980	7,064	6,541	6,000	6,500
-Intra EU	6,163	5,526	5,884	5,400	5,600
-Extra EU	817	1,538	657	600	900
Total supply	**125,828**	**144,714**	**194,882**	**133,000**	**141,500**
Exports	54,065	55,964	50,901	49,000	49,000
-Intra EU	33,551	36,976	35,801	36,000	37,000
-Extra EU	20,514	18,988	15,100	13,000	12,000
Local Market/consumption (and stocks)	71,762	88,750	143,981	84,000	92,500
-Estimated Consumption	70,700	89,900	90,500	90,000	90,500
-Incl. Commercial wine sales	48,934	48,855	49,823	50,000	51,000

Source: MinAg, WTA data, Euromonitor International;
2014 E- FAS/Sofia estimates; 2015 F- Forecast by FAS/Sofia

Table 6. Wine Exports, 2012-2014 (January- October)

Bulgaria Export Statistics						
Commodity: 2204, Wine Of Fresh Grapes, Including Fortified Wines; Grape Must (Having An Alcoholic Strength By Volume Exceeding 0.5% Vol.) Nesoi						
Year To Date: January - October						
Partner Country	2012		2013		2014	
	Million US$	Million liters	Million US$	Million liters	Million US$	Million liters
World	51.3	46.3	50.9	42.7	45.9	35.6
Russia	15.8	14.5	13.9	11.5	13.4	10.7
Poland	10.9	10.3	11.2	9.3	11.7	12.5
Sweden	2.3	1.3	3.1	1.6	3.2	1.7
United Kingdom	1,6	0.9	2.6	1.6	3.0	1.9
Czech Republic	4.7	4.4	3.9	3.8	2.3	1.5
Romania	3.7	6.5	3.7	3.9	1.6	2.5
China	1.2	0.4	0.8	0.2	1.3	0.1
Belgium	1.4	0.7	0.9	0.5	1.2	0.5
Japan	0.7	0.2	0.8	0.2	0.9	0.3
France	0.1	0.1	0.6	1.0	0.8	0.7
United States	0.3	0.1	0.4	0.2	0.8	0.3

Source: WTA Export Statistics

Table 7. Wine Imports, 2012-2014 (January-October)

Bulgaria Import Statistics						
Commodity: 2204, Wine Of Fresh Grapes, Including Fortified Wines; Grape Must (Having An Alcoholic Strength By Volume Exceeding 0.5% Vol.) Nesoi						
Year To Date: January - October						
Partner Country	2012		2013		2014	
	Million US$	Million liters	Million US$	Million liters	Million US$	Million liters
World	12.7	6.0	14.3	5.6	13.4	3.4
France	2.7	0.4	4.1	0.6	4.2	0.5
Italy	4.8	3.3	3.9	2.0	2.7	1.2
Germany	1.1	0.4	1.1	0.4	1.6	0.5
New Zealand	0.5	0.09	0.6	0.1	1.2	0.2
Chile	0.9	0.2	1.3	0.3	1.1	0.3
Netherlands	0.4	0.05	0.5	0.05	0.5	0.05
Spain	0.4	0.2	0.4	0.2	0.5	0.2
United Kingdom	0.4	0.07	0.5	0.1	0.5	0.08
Argentina	0.1	0.04	0.07	0.02	0.2	0.05

Source: WTA Import Statistics

Table 8. Bulgarian Annual Wine Exports, 2011-2013

Bulgaria Export Statistics						
Commodity: 2204, Wine Of Fresh Grapes, Including Fortified Wines; Grape Must (Having An Alcoholic Strength By Volume Exceeding 0.5% Vol.) Nesoi						
Calendar Year: 2011 - 2013						
Partner Country	2011		2012		2013	
	Million US$	Million liters	Million US$	Million liters	Million US$	Million liters
World	66.7	54.1	62.8	55.9	61.9	50.9
Russia	20.3	18.8	18.1	16.6	16.7	13.6
Poland	1.7	13.9	13.8	13.2	14.7	12.7
Romania	3.6	6.4	4.3	7.6	4.4	4.6
Czech Republic	5.1	4.2	5.5	5.1	4.3	4.1
Sweden	3.2	1.6	2.8	1.6	3.7	1.9
United Kingdom	4.3	2.4	2.3	1.5	3.4	2.1
Slovakia	0.4	0.2	0.2	0.2	2.1	2.7
Greece	0.4	0.4	0.6	1.0	1.7	2.6
Belgium	1.8	0.9	1.7	0.8	1.2	0.6
Germany	2.4	1.1	2.2	1.0	1.2	0.5
Lithuania	0.9	0.6	1.1	0.7	1.0	0.6

Source: WTA Export Statistics

Table 9. Bulgarian Annual Wine Imports, 2011-2013

Bulgaria Import Statistics						
Commodity: 2204, Wine Of Fresh Grapes, Including Fortified Wines; Grape Must (Having An Alcoholic Strength By Volume Exceeding 0.5% Vol.) Nesoi						
Calendar Year: 2011 - 2013						
Partner Country	2011		2012		2013	
	Million US$	Million liters	Million US$	Million liters	Million US$	Million liters
World	15.1	6.9	16.2	7.1	17.8	6.5
France	3.3	0.5	3.9	0.6	5.5	0.8
Italy	5.3	4.0	5.6	3.6	5.0	2.6
Germany	1.3	0.4	1.5	0.6	1.6	0.6
Chile	1.2	0.3	0.9	0.2	1.4	0.3
New Zealand	0.3	0.08	0.8	0.1	0.7	0.1
United Kingdom	0.3	0.04	0.5	0.08	0.6	0.1

Spain	0.9	0.8	0.6	0.2	0.5	0.2
Netherlands	0.7	0.07	0.5	0.06	0.5	0.06
Slovakia	0.2	0.04	0.06	0.09	0.4	1.2

Source: WTA Import Statistics