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GAIN Report #PL1020

## Poland

### Product Brief

### Wine Market in Poland

## 2001

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#### Report Highlights:

The growing popularity of wine among Poland's 40 million consumers during the 1990's not only reflects Poland's closer ties with the West, but also the growing belief by Poles that wine represents a healthy lifestyle. Trends reveal that Poles prefer seasoned and sweet wines with the market dominated by cheaper-priced products. With consumption of wine growing 10-15% a year, trends show that wine will soon be a major competitor with beer and vodka. As the Polish market develops, the wine market in the near future may be very interesting for U.S. exporters.

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## Executive Summary

The growing popularity of wine among Poland's 40 million consumers during the 1990's not only reflects Poland's closer ties with the West, but also the growing belief by Poles that wine represents a healthy lifestyle. Poland's accession to the European Union will definitely be an advantage to importers, producers, distributors, and consumers of Polish wine. Integration with the EU will reduce or eliminate some of the custom duties for most suppliers to the Polish market.

Polish consumer tastes have been influenced by Bulgarian vermouths. Trends reveal that Poles prefer seasoned and sweet wines with the market dominated by cheaper-priced products. With consumption of wine growing 10-15% a year, trends show that wine will soon be a major competitor with beer and vodka. Currently, on the Polish market, beer and vodka consumption comprise almost 90% of the Polish market for alcoholic beverages with decreases predicted in the vodka market.

Several large and medium firms have been importing wine for the past ten years. These firms import wines from all over the world including: Chile, South Africa, Australia, France, Germany and the United States. Wine is also imported in bulk and bottled in Poland by 200 firms. The largest Polish bottling companies have sought foreign investment in order to modernize their bottling and distribution systems.

Consumer preferences indicate that bulk wine bottled in Poland is not as popular as bottled wines. Polish consumers are very aware of country of origin codes and look for these codes when purchasing wines.

## Economic Indicators

Poland remains a very attractive market for foreign investment and sales. Real GDP in Poland steadily increased throughout the 1990's by an average of 5% per year with 2000 growth at 6.0%. Nominal GDP is currently \$173 billion up from \$155.4 billion in 2000. GDP per capita in 2001 is currently estimated at \$9,440 up from \$8,420 in 2000. Poland experienced a steady decline in inflation throughout the 1990's from a record high of 35% in 1993 to its current 6.9%, down considerably from last year's 10%. The average Polish gross monthly wage grew slightly from \$488 a year ago to \$542 today.

The outlook on unemployment in Poland is becoming worse. At the end of last year, there were 2.6 million (14.5%) people out of work in Poland. The unemployment rate reached 15% after December 2000 compared to 13.7% a year ago and today's estimates predict unemployment even higher at 15.8%. Those individuals that have only finished primary school or basic vocational schools, constitute to 70% of the unemployed.

Despite the increase in unemployment, Poland has one of the fastest growing economies in Central Europe. As the Polish markets develops, the wine market in the near future may be very interesting and

profitable for U.S. exporters.

## Consumption Trends

Poland's wine consumption is significantly lower than that of other European countries' on a per capita basis. Poland's wine consumption is around 5.6 Liters annually, while in France and Italy, annual per capita consumption is around 50-70 L. Marketing experts predict that the consumption of wine will increase on average of 10-15 % per capita within the next few years.

The quality and type of wine consumed in Poland are seasonal. Wine consumption in Poland increases during the Christmas season, during carnival in February and in May during the season of First Communions when Vodka is discouraged by religious communities. Sales by large companies in the fine wine sector indicate that 30% of their total yearly sales are during these holiday periods. The most popular wines are red, sparkling, and white wine in descending order. Traditionally Poles have developed a taste for seasoned wine, sweet wines and vermouths.

Polish consumer tastes have been shaped largely by Bulgarian vermouths. Poles tend to prefer sweet wines. Even the Polish norm defining the content of sugar in wine is slightly higher than the norms adopted in other European countries. According to published information, 70% of all champagne sold in Poland is sweet whereas in most European countries sweet champagne accounts for only 30% of total sales. The Polish wine market differs significantly from world standards for economic and social reasons. As a result, they are dominated by cheaper products costing between PLN 7-8 (\$1.75-\$2.00) retail.

The annual consumption of grape wines in 1999 were: dessert wine -1.5 liters per capita, sparkling wine -1.1 liters, table wine -0.7 liters, vermouth -0.6 liters. These consumption figures indicate reveal that dessert wines are currently very popular with Polish consumers. Marketing forecasts predict that in a few years, dessert wines will surrender some of its popularity to sparkling wines whose consumption has been growing quickly and is expected to reach 1.6 liters per capita within the next decade.

The market for grape wine is developing relatively quickly in Poland considering the almost non-existent level 10 years ago. Per capita consumption of wine in 1997 - 3.1 liters, in 1998 -3.8 liters, and in 1999 -3.9 liters

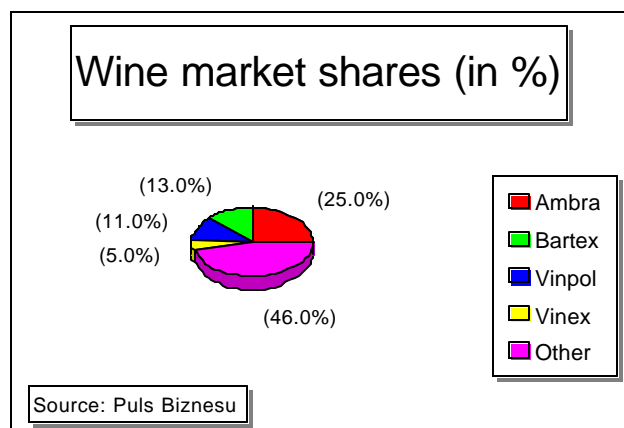
## Competition

Poles traditionally drink beer and vodka. Vodka consumption dominates 53.1% of consumption of all alcoholic beverages while beer has 36.8% of market share. The popularity of beer in Poland has been growing steadily in recent years making it the number one competitor to wine. Beer has two main factor contributing to its popularity. First is its lower price and second its ability to advertise alcohol-free beer unlike wine, which can only be advertised in specialized publications.

The competition in the wine industry is growing tremendously each year and it is estimated that over 10,000 different wine brands present in Poland. With imports from South Africa, Chile, United States, Bulgaria, France, and Australia, Poles have a array of wines to choose from.

Wine is bottled in Poland by 200 firms. The leading suppliers of wine in Poland are Ambra, Bartex, and Vinpol which inaugurated operations in the early 1990's. The largest of these three companies, Ambra, produces 50 million bottles of wine annually. Ambra dominates the market of sparkling wines and alcohol-free champagne (Piccolo champagne for children), controlling 80%, and 40% of the market respectively. Bartex of Nowy Tomysl specializes in the importation and production of wine. Bartex's modern production facilities and highly qualified staff allows them to produce and bottle sweet and dry wines, vermouths and liqueurs. Vinpol was established in Torun in 1990 and shortly became one of the best-known manufacturer in the alcoholic beverage sector in Poland. In 1998, following takeovers and a merger with Henkell & Sohnelein Sektkellerein KG of Wiesbaden the world's largest manufacturer of sparkling wines, the company changed its name to Vinpol-Grupa Kenekell & Sohnlein.

Today, its sales are estimated at 22 million bottles of wine, brandy and vodka annually.



The largest Polish bottling plants have sought foreign investors to modernize their operations. Vinpol has attracted investment from the German Group Henkell and Sohnelein, and the German Faber Company is a major Ambra foreign investor. Castle Frere sp.z.o.o in Legnica is a major wine bottling and distribution company that has a share of French capital in the Polish market. Castel Freres is the leading wine bottling and distribution company in France.

## Distribution

Most of the larger importers distribute product through their own wholesale operations located throughout Poland. Besides utilizing their own distribution channels, importers also sell their products to independent wholesale firms which in turn distribute wine to hypermarkets, speciality shops as well as small retail stores located in larger cities. Currently, the largest retail stores do not import wines for their own distribution but rather obtain it from a local importer or a wholesaler. During the recent

years, small chains (few shops) of speciality shops have emerged on the Polish market. These shops, located in larger cities, tend to concentrate on more expensive varieties of wine.

## Trade Data

Poland is a net importer of wine with Italy having the largest import share.

### *1998 Wine Imports*

<b>Country</b>	<b>Qty. in thous. liters</b>	<b>In thous. USD</b>
Italy	25491	16289
France	18115	16042
Bulgaria	11006	8444
Hungary	5188	4970
Croatia	7797	3558
Germany	1461	2467
Spain	2886	2420
USA	489	1115
Latvia	480	795
Macedonia	1582	406
Romania	1311	392
Austria	514	385
Greece	255	351
<b>Total Imports</b>	<b>78293</b>	<b>59139</b>

### *1999 Wine Imports*

<b>Country</b>	<b>Qty. in thous. liters</b>	<b>In thous. USD</b>
Italy	30260	19130
France	15022	18989
Bulgaria	11472	10800
Hungary	5336	5353
Germany	1966	3026
Croatia	6377	2969
Spain	2004	2802
USA	590	1740
Slovenia	2664	816
Macedonia	1288	532
<b>Total Imports</b>	<b>80884</b>	<b>70720</b>

### *2000 Wine Imports*

<b>Country</b>	<b>Qty. in thous. liters</b>	<b>In thous. USD</b>
Italy	25319	11001

France	8699	7842
Bulgaria	8645	13616
Hungary	5057	5078
Spain	1958	2474
Germany	1943	2289
Romania	1456	612
Croatia	1312	451
USA	818	2247
Russia	560	323
<b>Total Imports</b>	<b>55764</b>	<b>45933</b>
<b>Other</b>	<b>58064</b>	<b>45938</b>

## Trade Constraints

### Custom Tariffs

A majority of U.S. wines fall in the category of a 30% custom tariff. For a detailed list description of wine custom tariffs for a wine products, see attachment A.

The Polish Government maintains an import quota for wine for 8,340 HL. The tariff within the wine quota varies from 30% min 42 EUR/HL to 75% min 17 EUR/HL+1.7 EUR/HL. In addition, lower within quota tariffs were established for Bulgaria, Israel, Turkey, Slovenia, Romania, Slovakia, Hungary and the Czech Republic..

### Value Added Tax (VAT)

The VAT for wine products in Poland amounts to 22%.

### Excise Tax

All wine products entering in Poland are charged an excise tax. Polish importers, prior to importing bottled wine, needs to purchase excise tax bands from the Polish Tax Office. The average cost for the band tax is 0.4-0.8 zls (\$0.1-\$0.2). These excise bands need to be applied to all bottles prior to arriving in Poland and once the product actually arrives at the border, the full amount of the excise tax is charged for the shipment. The average excise tax assessed per liter is 1.33 zls (\$0.33).

(The exchange rate used in this section is 1 U.S. dollar equals 4.00 zloty)

## Regulations

### Packaging and Label Requirements

No special licence is required for the importation of wine products. Company wishing to import wine to be sold on the Polish market, need to receive a permit from the Ministry of Economy in order to conduct wholesale distribution. In order for the retailer to distribute wine, a permit needs to be

obtained from the local county (Gmina) authorities.

Polish importers should also provide the U.S. firm with excise bands, which need to be put on all individual bottles. These bands are obtained by the Polish importer from the Income Tax office and constitute partial payment of the excise tax (approximately \$-0.30- \$0.50 per liter of product).

Wine imported in bulk and in individual bottles are required to have labels in Polish. The label must contain the following information:

- name of the product
- name and address of the producer
- name and address of importer
- alcohol content

Wine imported in bottles can be distributed with original labels, but additional stickers in Polish are required on each bottle.

Poland does not permit the use of artificial colors and the content of sulphur must be limited. Polish regulations on import documentation are similar to the European Union. No special import documentation is required other than the usual certificate of origin and a copy of the excise band documentation.

## Entering the Market

Contacting the right importer will help a business enter the Polish wine market. Most supermarkets, hyper markets and speciality shops buy a majority of their wines through wholesalers, set up through large importers which have their own distribution channels and marketing contacts.

For a list of larger importers of wines in the Polish market, please contact the Foreign Agricultural Service office in Warsaw Poland.

Office of Agricultural Affairs  
American Embassy  
Al. Ujazdowskie 29/31  
00-540 Warsaw  
Poland  
ph: 4822-6213926  
fax: 4822-6281172  
e-mail: [agwarsaw@fas.usda.gov](mailto:agwarsaw@fas.usda.gov) or  
[agwarsaw@it.com.pl](mailto:agwarsaw@it.com.pl)  
homepage: <http://www.usaemb.pl/usfas.htm>



## Promotions

The Government of Poland has strict laws and regulations concerning the advertisement of alcoholic beverages with over 18% alcohol content. The only articles that can be written in newspapers concerning wine are human interest articles on a certain region where wine is produced or suggestions to what type of wine (red, white, sparkling, etc) might be used with different meals. These articles are used to educate the public on the different aspects of the wine market without prompting consumers to buy a certain brand of wine. Some wine companies, despite government restrictions, and penalties do have advertisements in magazines and newspapers for future potential profits. The wine industry uses diversified marketing techniques in order to advertise and promote their products.

Companies use a variety of different techniques to differentiate their products. The use of “Added Value” promotions with the purchase of wine is very popular among the general public. This promotion provides a gift with the purchase of wine, such as a cork screw or a glass with a company logo on it. Companies also use “Bottleneck information” to help sell their products. “Bottleneck information” is used to distribute information, suggestions and comments regarding different aspects of the wine industry on the neck of the wine bottle. It could suggest appropriate wines for different meats or what region the wine was produced. Companies also use the internet and specialized publications to help market wine in Poland. Even though only 30% of the general public in Poland have access to the internet; companies feel the use of the internet is a long term investment and promotional marketing technique that will benefit profits in the future.

Tastings are prohibited at supermarkets, hypermarkets, and liquor stores. Some specialized stores require permission and permits to allow tastings in their stores. The California Wine Institute has worked with several wine institutes in a three month promotional tasting for wine at seventy hotels and restaurants throughout Poland called “A Taste of California”.

## Prices

Price is a major factor to any growth in demand and popularity for wine in Poland. Even with a GDP growth of 4.1% in 2000 and an estimated GDP growth of 2.5% this year, Polish salaries continue to be two to three times less than that of their Western European counterparts.

Most of the population cannot afford high quality wines. It is not surprising to find that cheaper brands of wine (equivalent to beer prices) dominate the consumption of wine in Poland.

Cost in Zloty	% of Market
10	50%
10-20	30%
20 +	10%

Retail prices for wine vary depending on the type of wine (red, sparkling, white), by country of origin and region, as well as perceived quality. The popularity of wine is influenced by “word of mouth” and by television series and films. Current market trends show that Polish consumers prefer “exotic” and “ecological” wines from Chile and South Africa over wines from Bulgaria, primarily due to the assumption that these wines are more pure and healthier than other wines offered on the market. The price of wine depends heavily on the criteria listed above and fluctuates between supermarkets and wine speciality shops. Wine speciality shops carry higher quality wines and a larger selection compared with supermarkets which show huge variations in price. Retail prices for wine can range from 8 zls-100zls (\$2.00-\$25.00) in supermarkets and 20 zls-1,200zls (\$5.00-\$300) in wine speciality shops.

(The exchange rate used in this section is 1 U.S. dollar equals 4.00 zloty)

## Attachment A - Wine Customs

<b><u>Wine Customs Taxes (ad valorem) :</u></b>		<b>Autonomic (U.S.)</b>	<b>European Union</b>
<b>2204</b>	Wine from fresh grapes		
<b>2204 10</b>	Sparkling wine with alcohol content of less than 8.5%		
<b>2204 10 11</b>	Champagne:		
<b>2204 10 11 1</b>	Sparkling wine with alcohol content of more than 8.5%, but not more than 22%	30%, but minimum ECU \$42/hl	20%, min 42% ECU/hl
<b>2204 10 11 9</b>	With alcohol content of more than 22%	48%, +96 ECU/hl + 0.16 ECU/kg	20%, min 42%
<b>2204 10 19</b>	-Other:		
<b>2204 10 19 1</b>	Wine with alcohol content of more than 8.5%, but not more		

	than 22%	30%, but minimum \$42/hl	20%, min 42 ECU/hl
<b>2204 10 19 9</b>	Wine with alcohol content of more than 22%	48%, +96 ECU/hl +0.16 ECU/kg	20%, min 42 ECU/hl
	-Other:		
<b>2204 10 91 0</b>	Asti spumante	30%, but minimum \$42/hl	20%, min 42 ECU/hl
<b>2204 10 99 0</b>	-Other:	30%, but minimum \$42/hl	20%, min 42 ECU/hl
<b>2204 21</b>	Wine in containers of capacity of 2 liters or less:		
<b>2204 21 10</b>	Wine other than in pos. 2204 10 bottled with cork remaining under pressure of above 1 bar, but not more than 3 bars, measured at temp. of 20 degrees C.		
<b>2204 21 10 1</b>	With actual alcohol content of not more than 22%	30%, but no less than \$42/hl	20%, min 42 ECU/hl
<b>2204 21 10 9</b>	Wine with alcohol content of more than 22%	48%, +96 ECU/hl + 0.16 ECU/kg	20%, min 42 ECU/hl
<b>42 ECU/hl</b>	- Other with alcohol content of not more than 13%		
	- Quality wines produced in specific regions		
	- White		

<b>2204 21 11 0</b>	Alsace	30%, but no less than 25 ECU/hl	20%, min 25 ECU/hl
<b>2204 21 12 0</b>	Bordeaux	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 13 0</b>	Bourgogne (Burgundy)	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 17 0</b>	Val de Loire (Loire Valley)	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 18 0</b>	Mosel-Saar-Ruwer	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 19 0</b>	Pfalz	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 22 0</b>	Rheinhessen	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 24 0</b>	Lazio	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 26 0</b>	Toscana (Tuscany)	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 27 0</b>	Trentino, Alto Adige i Friuli	30%, but no less than 25% ECU/hl	20%. min 25 ECU/hl
<b>2204 21 28 0</b>	Veneto	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 32 0</b>	Vinho Verde	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 24 34 0</b>	Penedes	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 37 0</b>	Rioja	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 37 0</b>	Valencia	30%, but no less than	20%. min

	25 ECU/hl	25 ECU/hl
<b>2204 21 38 0</b> - Other:	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
- Other:		
<b>2204 21 42 0</b> Bourdeaux	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 43 0</b> Bourgogne (Burgundy)	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 44 0</b> Beaujolais	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 46 0</b> Cotesdu Rhone	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 47 0</b> Languedoc-Rousillon	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 62 0</b> Piemonte (Piemont)	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 66 0</b> Toscana	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 67 0</b> Trentino and Alto Adige	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 68 0</b> Veneto	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 69 0</b> Dao, Bairrada and Douro	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 71 0</b> Navarra	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 74 0</b> Penedes	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl

<b>2204 21 76 0</b>	Rioja	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 77 0</b>	Valdepenas	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 78 0</b>	Other	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
	-Other:		
<b>2204 21 79 0</b>	White	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 80 0</b>	Other	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
	- With actual alcohol content of above 13% but not more than 15%		
	- Quality wines produced in specific regions:		
<b>2204 21 81 0</b>	White	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 82 0</b>	Other	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
	-Other		
<b>2204 21 83 0</b>	White	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 84 0</b>	Other	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
	Wine with alcohol contents of more than 15 % but less than 18%		
<b>2204 21 87 0</b>	Marsala	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 88 0</b>	Samas and Mucat de de Lemnos	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl

<b>2204 21 89 0</b>	Port	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 91 0</b>	Madeira and Setubal Muscatel	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 92 0</b>	Sherry	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 93 0</b>	Tokay (Aszu/Szamorodni)	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 94 0</b>	Other	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
- With actual alcohol content of above 18% but below 22%			
<b>2204 21 95 0</b>	Port	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 96 0</b>	Madeira, Sherry, and Setubal Muscatel	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 97 0</b>	Tokay (Aszu/Szamorodni)	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 98 0</b>	Other	30%, but no less than 25 ECU/hl	20%. min 25 ECU/hl
<b>2204 21 99 0</b>	With actual alcohol content of above 22%	48%, +max. 96 ECU/hl +0.16 ECU/kg	25%, min 25 ECU/hl +1.7 ECU%hl
<b>2204 29</b>	-Other:		
<b>2204 29 10</b>	Wine, other than that in pos. 2204 10, bottled		
<b>2204 29 10 1</b>	With actual alcohol content below 22%	25%, but no less than ECU 42/hl	

**2204 29 10 9** With actual alcohol content 48%, +max. 96.0 ECU/hl  
of above 22% +0.16 ECU/kg

- Other:

- With actual alcohol content  
of above 13%

- Quality wines produced in  
specific regions:

- White

**2204 29 12 0** - Bordeaux 25%, but no less than ECU 5/hl

**2204 29 13 0** - Bourgogne (Burgundy) 25%, but no less than ECU 5/hl

**2204 29 17 0** - Val de Loire (Loire valle) 25%, but no less than ECU 5/hl

**2204 29 18 0** - Other 25%, but no less than ECU 5/hl

- Other:

**2204 29 42 0** Bordeaux 25%, but no less than ECU 5/hl

**2204 29 43 0** Bourgone (Burgundy) 25%, but no less than ECU 5/hl

**2204 29 44 0** Beaujolais 25%, but no less than ECU 5/hl

**2204 29 46 0** Cotes du Rhone 25%, but no less than ECU 5/hl

**2204 29 47 0** Languedoc-Roussillon 25%, but no less than ECU 5/hl

**2204 29 48 0** Val de Loire (Loire valley) 25%, but no less than ECU 5/hl

**2204 29 58 0** Other 25%, but no less than ECU 5/hl

-Other:

-White

**2204 29 62 0** Sicily 25%, but no less than ECU 5/hl

**2204 29 64 0** Veneto 25%, but no less than ECU 5/hl



**2204 29 65 0** Other 25%, but no less than ECU 5/hl

-Other:

**2204 29 71 0** Puglia (Apuglia) 25%, but no less than ECU 5/hl

**2204 29 72 0** Sicily 25%, but no less than ECU 5/hl

**2204 29 75 0** Other 25%, but no less than ECU 5/hl

-Wine with actual alcohol  
content above 13%, but  
below 15%

-Wines produced in specific  
regions:

**2204 29 81 0** White: 25%, but no less than ECU 7/hl

**2204 29 82 0** Other 25%, but no less than ECU 7/hl

Other:

**2204 29 83 0** White 25%, but no less than ECU 7/hl

**2204 29 84 0** Other 25%, but no less than ECU 7/hl

-With actual alcohol content  
of mor than 15% but not  
above 18%

**2204 29 87 0** Marsala 25%, but no less than ECU 21/hl

**2204 29 88 0** Samos and Muscat de  
Lemnos 25%, but no less than ECU 21/hl

**2204 29 89 0** Port 25%, but no less than ECU 21/hl

**2204 29 91 0** Madeira and Setubal  
Muscatel 25%, but no less than ECU 21/hl

**2204 29 92 0** Sherry 25%, but no less than ECU 21/hl

**2204 29 93 0** Tokay 25%, but no less than ECU 21/hl

(Aszu and Szamorodni)

**2204 29 94 0** Other 25%, but no less than ECU 21/hl

-With actual alcohol content  
of above 18%, but below 22%

**2204 29 95 0** Port 25%, but no less than ECU 21/hl

**2204 29 96 0** Madeira, Sherry and  
Setubal Muscatel 25%, but no less than ECU 21/hl

**2204 96 97 0** Tokay 25%, but no less than ECU 21/hl  
(Aszu and Szamorodni)

**2204 29 98 0** Other 25%, but no less than ECU 21/hl

**2204 29 99 0** With actual alcohol content 48%, +max. 96 ECU/hl  
of above 22% +0.16 ECU/kg

**2204 30** Other wine must

**2204 30 10** During fermentation, or with  
fermentation halted not  
by alcohol additon:

**2204 30 10 1** With alcohol content of 45% 35%  
not more than 22%

**2204 30 10 9** With alcohol content of 48% +max 96 ECU/hl 55%  
more than 22% +0.16 ECU/kg

-Other:

With density of 1.33 g/cm<sup>3</sup>  
or lower in 20C, with less  
than 1% alcohol content

<b>2204 30 94 0</b>	Concentrated	48% +max 96 ECU/hl +0.16 ECU/kg	55%
<b>2204 30 94 0</b>	Other	48% +max 96 ECU/hl +0.16 ECU/kg	55%
	-Other:		
<b>2204 30 96</b>	Concentrated:		
<b>2204 30 96 1</b>	With actual alcohol content of above 1% but no more than 22%	48% +max 96 ECU/hl +0.16 ECU/kg	55%
<b>2204 30 96 9</b>	With actual alcohol content of above 22%	48% +max 96 ECU/hl +0.16 ECU/kg	55%
<b>2204 30 98</b>	Other:		
<b>2204 30 98 1</b>	With actual alcohol content of more than 1% but no more than 22%	48% +max 96 ECU/hl +0.16 ECU/kg	55%
<b>2204 30 98 9</b>	With actual alcohol content of more than 22%	48% +max 96 ECU/hl +0.16 ECU/kg	55%
<b>2205</b>	Vermouth and other wine from fresh grapes:		
<b>2205 10</b>	In containers two liters or less:		
<b>2205 10 10 0</b>	With alcohol content of 18% or less	30%, but no less than 12.5 ECU/hl	17% min 9 ECU/hl
<b>2205 10 90 1</b>	With alcohol content of above 18%, but no more than 22%	48% +min 14 ECU/hl +1.30 ECU%/kg	
<b>2205 10 90 9</b>	With alcohol content of above 22%	48% +min 14 ECU/hl +1.30 ECU%/kg	
<b>2205 90 10 0</b>	With actual alcohol content of no more than	30 minimum 10.0 ECU/hl	

18%, or below

**2205 90 90** With actual alcohol content  
of above 18%

**2205 90 90 1** With actual alcohol content 48% minimum 14 ECU/hl+  
of above 18%, but no +1.30 ECU %/hl  
more than 22%

**2205 90 90 9** With actual alcohol content 48% minimum 14 ECU/hl+  
of above 22% +1.30 ECU %/hl