Consumer Countries/Markets

Wine Intelligence Reports Shop - UK On-trade Trends 2018

The UK On-trade Trends 2018 report provides an overview of the consumption behaviour and attitude towards wine in the on-trade amongst UK regular wine drinkers.

Key findings include:
1. UK RESTAURANT SECTOR EXPERIENCING COMMERCIAL CRISIS - Restaurants reassessing their business model due to a “Perfect Storm” of deteriorating commercial conditions, driven by increasing costs and competition from food delivery services such as Deliveroo
2. UNCERTAINTY OF BREXIT IMPACTING BOTH STAFF AND IMPORTED INPUTS - Price and currency instability for key imported food ingredients and imported beverages impacting margin and ability to plan input costs
3. DELIVERY SERVICES AND POP-UPS OFFERING LESS RISK AND MORE APPEAL FOR INVESTORS - Investors becoming less certain of returns in the restaurant space, although more specialist / niche concepts e.g. vegan seeing some success with low-overhead “kitchen + delivery” services attracting investment capital
4. MEAL-AT-HOME KITS OFFERING ANOTHER ALTERNATIVE TO EATING OUT - Increasing awareness of, and subscriptions to, meal-at-home cook kits e.g. Hello Fresh creating additional competition to casual eating out occasions
5. WINE RECEIVING LESS ATTENTION AS OTHER DRINKS TAKING SHARE OF MIND FOR BOTH CONSUMERS & TRADE - Profit margins opportunity strong for cocktails and spirits in particular, against a backdrop of price increases for imported wine
6. CONSUMERS STILL LOOKING FOR QUALITY IN ON-TRADE WINE – AND WILLING TO PAY FOR IT - Consumers seeking demonstrably higher quality wine, across all price points where quality in this context is often interpreted as ‘better than I could get in a supermarket / off-licence’
7. SMALLER SERVE SIZES INCREASING IN APPEAL - Restaurants offering a wider range of wines by the glass to encourage experimentation and support sales of higher priced wine with consumers spending relatively more, but for smaller serve sizes
8. GROWING INTEREST IN ALTERNATIVE WINES ALBEIT FROM A SMALL BASE - Increasing demand for organic, vegetarian and vegan food, driving demand amongst drinks

Drawing on data collected from our October 2017 wave of Vinitrac® (the world’s largest ongoing omnibus survey on wine consumer attitudes and behaviours), trade and consumer interviews, secondary sources and market experience, this 62-page report offers a detailed analysis of how the
Economic Environment

EIU report: World Trade in 2018

Trade war brewing? The EIU expect the ongoing trade dispute between China and the US to escalate further in 2018, threatening the strong global economic performance seen recently. The dispute, which intensified in late March, has the potential to cause significant economic pain to both sides. Despite ongoing negotiations, the positions of the two parties are entrenched, and they expect bilateral economic tensions to persist, resulting in some of the tariffs proposed by the two countries coming into effect.

The EIU’s latest report examines the ongoing dispute, outlining its potential outcomes and why they think a full-blown trade war is unlikely. The report also addresses:
- The impact of the dispute on the role and position of the World Trade Organisation
- Our forecast for global trade growth from 2019-22
- The global appetite for new free-trade deals

Global Trends - Wine Industry Key Elements

WOSA INVITE: Brand Power, Innovation and Trends Workshop 2018

This global series of workshops will include findings from the Wine Intelligence Global Wine Brand Power Index 2018, their Global Consumer Trends 2018 report and other insights from the global wine and drinks industry. During this workshop, we will consider how the most powerful wine brands are embracing innovation and new product development in order to keep ahead of the game. Hosted by SAWIS, you are invited to attend this event which takes place on the 10th of May 2018 at The Franschhoek Cellar.

Date: 10 May 2018
Venue: The Franschhoek Cellar
Registration: 8:30 - 9:00
Presentation to begin promptly at 9:00 and should be finished by 12:00.
Cost: Free of charge to industry professionals

Please RSVP your attendance by email no later than Wednesday, 2 May 2018 to shandre@wosa.co.za.
Please note that spaces are limited and we request that you inform us if you can no longer attend so that your space can be reallocated should there be a waiting list.
UK considers plastic straw ban

The UK government has announced plans to end sales of plastic straws, drink stirrers and plastic-stemmed cotton buds, encouraging other Commonwealth countries to take similar steps to cut down on plastic waste.

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