

2 April 2022

## MEDIA RELEASE

### Expanding opportunities in India for Australian winemakers

Australian Grape & Wine has welcomed today's announcement that the Australian and Indian Governments have signed the interim Australia-India Economic Cooperation and Trade Agreement (AI ECTA).

"This agreement is a positive first step in our sector's market-diversification agenda as we seek to recover from the loss of the market in China" said Tony Battaglène, Chief Executive of Australian Grape & Wine.

"The agreement is beneficial for very high-value wine producers, many of which are small and medium-sized businesses. They will now have confidence to explore new opportunities in the Indian market as the staged tariff reductions are implemented" said Mr Battaglène.

The Indian market offers a lot of opportunity for growth for our industry. Exports of Australian wines to India increased by 71 per cent by volume and 81 per cent by value in 2021, albeit off a very small base.

"We see this as the first step towards a mutually beneficial long-term relationship between the Australian and Indian grape and wine sectors" said Mr Battaglène. "We want to work with our Indian counterparts to share expertise and engage in technical and regulatory cooperation over the long-term."

"As the relationship develops, we hope to further improve market access arrangements to benefit both Indian consumers and our respective grape and wine sectors".

"We know this has been a tough negotiation and we thank the Australian Government for its efforts in landing this interim agreement. But we hope that the final agreement delivers more comprehensive market access for a larger share of our industry, and we're looking forward to working with all parties – Australian and Indian – to help make this happen."

- Ends -

**Media Contact: Lee McLean, 0418 998 749 / [lee@agw.org.au](mailto:lee@agw.org.au)**

**Media Contact: Ali Laslett, 0424 135 381 / [ali@agw.org.au](mailto:ali@agw.org.au)**

**Available for Interview: Tony Battaglène, Chief Executive – 0413 014 807 / [tony@agw.org.au](mailto:tony@agw.org.au)**

#### About Australian Grape and Wine Inc

Australian Grape and Wine Inc is the national association of grape and wine producers. We address issues across the supply-chain that impact on the profitability and sustainability of the sector. We lead and advocate public policy that enhances the ability to responsibly produce, promote and enjoy Australian wine in moderation.

Australian Grape & Wine is recognised as a representative organisation for winegrape and wine producers under the Wine Australia Act 2013, and is incorporated under the SA Associations Incorporation Act 1985. We work in partnership with the Australian Government to develop and implement policy that is in the best interests of winegrape growers and winemakers across Australia.