

Analyses of sector of viticulture and wine production in Republic of North Macedonia

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History and Tradition

- The wine is one the Macedonian symbols
- ...more than 4000 years
- Great number of artifacts
- Dionysus – god of wine



History and Tradition

Krater

(A bronze vessel used for alleviating wine by adding water)

hight: 81,5cm / width 44,5cm

Archeological site: Trebenishte-Ohrid, R. Macedonia
VI-V Century BC



History and Tradition

- Macedonia was one of the most important regions for growing grapes in the Roman Empire
- Via Egnatia – old Roman road
- Amphorae - to the harbours
- At the time of the rise of Christianity, wine was part of almost all Orthodox Church ceremonies.



History and Tradition

- Ottoman empire – stagnation, table grape
- The first winery of modern ages was opened in 1885
- Phylloxera – 1908-1914
- Second World War – stagnation
- As a part of Yugoslavia, Macedonia was a major producer of wine, accounting for 2/3 of the Yugoslav production.



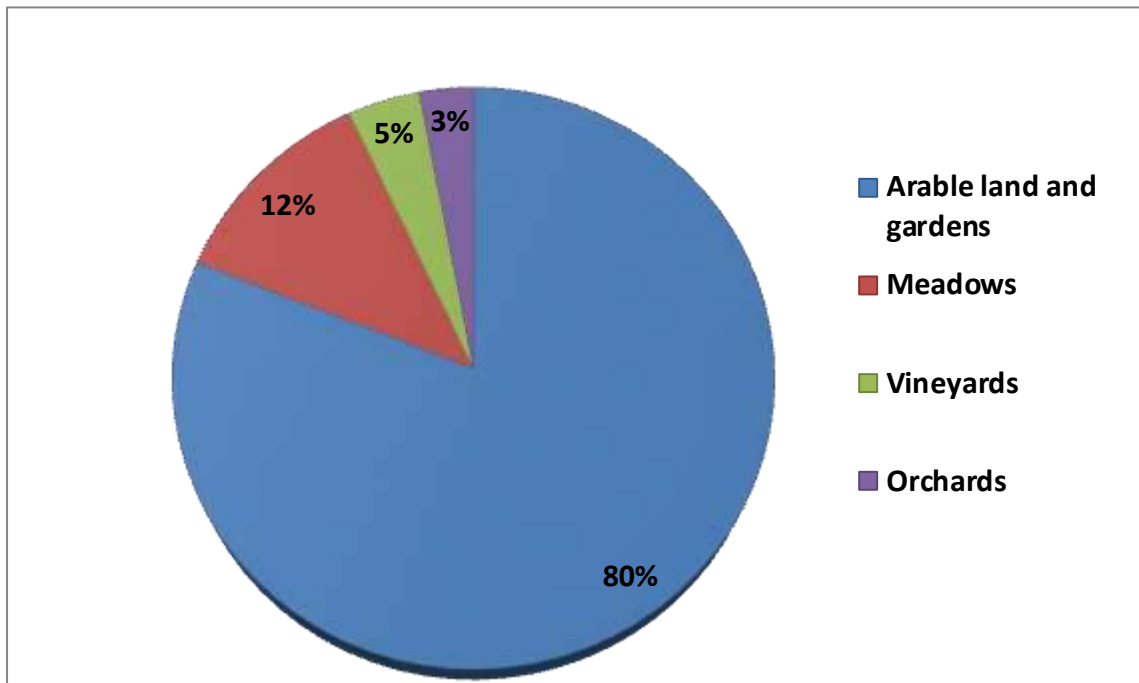
History and Tradition

- In the 60s and the 70s – 14.000 ha
- Stanushina, Prokupec, Vranec, Kratoshija, Smederevka, Zilavka
- Quantity vs. Quality
- 1981 – 39.000 ha



THE REPUBLIC OF MACEDONIA

Structure of cultivated land %



Today

- Vineyards Area - 22.612 ha

84% wine varieties

16% table grape varieties

50% red and 50% white varieties

Grape production: 300.000 t

Wine production: 120 mil L



Today

Variety	Usage	Surface ha	% of total surface
Vranec	Wine	7335	32
Smederevka	Wine	5096	23
Merlot	Wine	837	3.7
Afus ali	Table grape	828	3.6
Cabernet sauvignon	Wine	768	3.4
Kratoshija	Wine	708	3.1
Rain riesling	Wine	670	2.9
Kardinal	Table grape	616	2.7
Chardonnay	Wine	553	2.4
Victoria	Table grape	410	1.8

Facts and Figures

- **Economic Impact:** 17-20% of Agriculture GDP
- **Second largest Sub-Sector After Tobacco**
- **Number of Registered Wineries : 74** (2003-28)
- **Total capacity – 2.100.000 hl**
- **Diversified Structure:**
 - 35 wineries to 500 hl (41.6%)
 - 6 wineries from 500 to 1,000 hl (7.1%)
 - 18 wineries from 1000 to 10,000 hl (21.4 %)
 - 25 wineries with a capacity of more than 10,000 hl (29.8%)

Domestic Consumption: 9 liters per annum



Top 10 export destination

Bottled Wine

Country	Volume in L	Value in EUR
Serbia	5.449.400	6.550457
Germany	3.434.000	1.846.009
Croatia	1.881.800	2.143.463
Slovenia	1.718.500	1.049.588
Bosnia and Herzegovina	1.053.500	1.383.591
Montenegro	529.300	575.514
Russia	494.800	508.280
Czech Republic	493.800	429.491
China	432.300	766.926
Canada	360.500	239.765

Bulk Wine

Country	Volume in L	Value in EUR
Germany	34.336.800	14.083.069
Serbia	15.604.700	6.783.044
Croatia	6.447.600	4.420.682
Czech Republic	3.443.800	1.955.693
Slovakia	3.262.900	1.388.418
Romania	1.837.100	801.196
Slovenia	1.702.800	961.671
Russia	1.394.400	563.562
China	679.000	325.061
Japan	522.600	277.108

Terroir



- Land of **TIMELESS SUN**

- 270 sunny days

- **Climate**

- Mediterranean to Continental

- **Soil**

- Deluvial, rich with minerals and carbonat

- Vegetation temperature – 17.0°C -18.8°C

- **Annual Precipitation**

- 500-1700 mm

- Driest Region in Balkans

- **Density of plantation**

- 2.3 – 3.0 m x 0.9 – 2.5

- **Training system**

- Guyot

Trends in the Developments

- Status symbol
- Family values, leisure, life philosophy
- Medical researches – antioxidant, red wines
- Macedonian red wines – polyphenols
- Customers – to know more about the wine
- Fruity, fresh and light wines

Trends in the Developments

- Companies – total quality system
- International standards
- Products with higher prices
- Link between grape growers and wineries
- Transparent and contractual relationship
- Involving in grape growing process

Trends in the Developments

- The wine is consumed less in amounts, anyway the consumption of the quality wines is increased
- The autochthonous and local wines, i.e., regional varieties gain great importance
- The recognizability of the Macedonian wines comes from the growing of these varieties
- The ecological viticulture – organic wine

Legal and Institutional Framework and Quality policy in Wine sector

- The GI system on wine is partially harmonized with the EU PDO/PGI system
- The whole territory of the Republic of North Macedonia is the geographical area, in other words, region for production of regional wine
- The geographical area of origin of the quality wine is called wine district
- 16 wine district

Wine districts



Tikves Wine district

- **Climate:** mediterranean and continental, hot summers and mild winter, lowest amount of rainfall
- **Altitude:** from 110 to 650 m
- **Terrain:** mildly slopes , low hills
- **Varieties:** Vranec, Kratoshija, Cabernet sauvignon, Cabernet franc, Merlot, Syrah, Chardonnay, Smederevka, Grenache blanc, Sauvignon, Temjanika, Zilavka, Rkaciteli
- **Micro location:** Vilarov, Vrsnik Smolnik, Bela voda, Barovo, Popova Kula



Wine regions

- **Three Wine Regions**
 1. **Pcinya – Osogovo (Eastern)**
 2. **Vardar River Valley (Central)**
 3. **Pelagoniya – Polog (Western)**
- **Sixteen Wine Districts**



Quality categories of wines

- High-quality wines with geographical origin (wine with controlled and guaranteed origin)
- Quality wines with geographical origin (wine with controlled origin)
- Table wines (regional) with geographic origin
- Table wines without geographic origin
- Special selection wines

Opportunities for the viticulture and wine sector - Strategy

- Strategy or Action plan do not exist since most of the approximation process with EU acquires in wine sector has been done
- 2010-2015
- New amendments in the Law on wine (April 2019)

Opportunities for the viticulture and wine sector - Strategy

Disadvantages:

- Fragmentation of vineyards
- Low purchasing on the domestic market
- Little focus on strategic objectivities
- Imperfect wine law (legislation)
- Low investments in researches

Opportunities for the viticulture and wine sector - Strategy

Advantages:

- Increase the surface of autochthonous and local grape varieties; clonal selection, certified plant material
- Production of wines from local and unique autochthonous commercially significant varieties;
- Focusing on the production of quality wines with Protected Geographical Name and Protected Designation of Origin;
- Consolidation of vineyards, innovative solutions in grape production, good practices for wine grapes;

Opportunities for the viticulture and wine sector - Strategy

- Implementation of technologies that lead to higher efficiency and productivity of vineyards and are environmentally friendly;
- Increasing the level of association and cooperation in the sector;
- Expansion of the application of the Global GAP and ISO standards;
- Macedonian wines should be introduced on various fairs and events worldwide;
- Development of marketing strategies, expanding the share on traditional markets and entering new attractive commercial destinations

Stanushina

- **Synonyms**

Stanushina crna, Gradesh (MK)

- **Origin**

- Tikvesh

Black Sea Group (Convarietas Pontica)

Balkan Subgroup (Subconvarietas Balcanica)

- **Surface:** 250 ha

- **Ampelographic Characteristics:**

- Grape: medium, cylindrical,

- Berry: medium, round

- Skin: dark blue, rusty spots

- Anthocyanin: 300 mg/l (Vranec >500mg/l)

- **Technological Characteristic**

- Sugar Content: 170 - 190 g/l

- Acid Content: 6-7 g/l

- **Maturity:** beginning of October

- **Wine:** fresh, pleasant, with ruby red colour, simple smell and fruit aroma

- Clonal selection



Thanks for attention!

