



With this month's Millésime BIO promising an expanded showcase of biodynamic wines, Drinks Retailing convened a panel of independent retailers, buyers and importers to assess the opportunity in the UK market

As Millésime BIO, the world's largest organic wine fair approaches, now seems like the perfect time to shine a light on one of the wine world's most fascinating sub-categories.

We are, of course, talking about biodynamic winemaking: the system of agricultural principles first set out by Rudolf Steiner over 100 years ago, but which today feels distinctly modern. In 2026, biodynamic winemaking stands out for its holistic approach in the vineyard where it maintains a careful balance between the land and the vine. Consumers, meanwhile, remain increasingly receptive to the category's unwavering commitment to preserving ecosystems, nurturing soil health and harvesting top grapes that allow the wines to express their terroir.

Focused on Demeter and Biodyvin-certified wines from both France and Europe, our recent roundtable discussion followed a broad tasting that showcased everything from clean, classical whites and terroir-driven reds to more experimental low-intervention styles. What quickly became clear was that biodynamics is no longer a fringe conversation centred around cow horns and moon cycles, but a

practical debate about quality, trust, communication and commercial relevance.

NO SINGLE 'BIODYNAMIC STYLE'

One of the strongest points of consensus around the table was that biodynamic certification does not dictate a single wine style. The wines tasted spanned a broad spectrum, with many participants noting how closely the best examples mirrored high-quality, conventionally made wines.

Clean varietal expression, freshness and energy were repeatedly cited – particularly in the whites – as this helped to challenge the lingering perception that biodynamic automatically equals 'funky' or unstable. While a small number of wines showed oxidative or reductive traits, these were firmly seen as stylistic choices rather than an inevitable outcome of biodynamic farming. Of course, the distinction matters commercially. As our retailers pointed out, most UK consumers are not seeking extremes, they want reassurance that biodynamic wines can



MILLÉSIME BIO

Millésime BIO, the leading international trade fair for organic wines, beers, ciders and spirits, is scheduled for January 26-28, in Montpellier, France, at the Montpellier Exhibition Centre.

What the organisers say:

"Biodynamic wines tell a story of vitality, precision and respect for living ecosystems. They offer expressive, terroir-driven wines with an energy and drinkability that resonates strongly with UK consumers, who are increasingly attentive to authenticity, sustainability and meaning in what they drink. At Millésime BIO, the biodynamic wines presented reflect the diversity of approaches and styles embraced by committed producers, highlighting the richness of this segment within today's organic wine landscape."

New for 2026: Two major areas will be entirely dedicated to product styles that are currently popular with trade buyers, from sommeliers and wine merchants to importers and wholesalers. The first is the new NoLow&Bio area. The second is earmarked for biodynamic products, boosted in 2026 by attendance from Demeter-certified producers and building on the success of the first Biodyvin space in 2025, which will also return in 2026.

deliver reliability, typicity and value alongside their philosophical credentials.

"There's still this idea that biodynamic equals funky or unstable, but most of these wines are very polished," Dvine Cellars director Gregory Andrews said.

Notably for the category, the biggest structural challenge identified was not distrust, but unfamiliarity. Data from the Millésime BIO European Observatory survey shows that, while awareness of organic and biodynamic endorsements is lower in the UK than in France or Germany, consumer response is positive once those endorsements are recognised.

The key, according to Sunny Hodge, owner of Diogenes The Dog, is bridging that gap. "People don't come in asking for biodynamic wine. But they do respond when you explain it in human terms. As soon as you frame it around care, effort and intent, people get it," he said.

Picking up on this theme, Lance Pigott, director of Vintage Roots, explained that biodynamics works best when framed simply and practically, while technical detail can cause consumers to disengage.

What resonates, he believes, is "the general idea of just using less chemicals on the ground, which is a major problem. We must look after our soils. That's where we're all coming from".

Several retailers similarly described deliberately taking a softer approach to selling biodynamics, allowing the agricultural details to support the quality message, rather than dominate it.

This year, there has been "quite a shift" in consumer interest around organics and biodynamics said Chris Wawak, owner of Bobo Wines. What particularly chimes with consumers, he added, "is when I explain that it's beautiful way of farming, with all these wildflowers around for the bees. It's on us to paint that picture".

PRICE, AVAILABILITY AND THE COMMERCIAL SWEET SPOT

On pricing, there was broad agreement that biodynamic wines do not automatically command a premium at the top end, where provenance and reputation already carry weight. Instead, Victoria Austin, consultant at London Varietal, said the most meaningful commercial opportunity lies in the £10-£20 retail bracket, where biodynamic credentials can act as a differentiator without pushing wines beyond consumers' comfort zones.

Crucially, biodynamic was not seen as incompatible with accessibility. Several samples tasted on the day showed that everyday drinking wines can be produced biodynamically without becoming niche or unaffordable.

As one attendee summed up, biodynamics ultimately signals a simple but powerful idea: that someone, somewhere, has chosen to care more. For UK retailers willing to translate that ethos into confident, commercial storytelling, the opportunity is real and growing.

THE PANEL

JO GILBERT
DRINKS RETAILING, EDITOR



SUNNY HODGE
DIOGENES THE DOG, OWNER



GREGORY ANDREWS
DVINE, DIRECTOR



LANCE PIGOTT
VINTAGE ROOTS, DIRECTOR



VICTORIA AUSTIN
LONDON VARIETAL, CONSULTANT



MAXIM TAITE-ELLIS
QUAFF FINE WINES, SALES ASSISTANT



CHRIS WAWAK
BOBO WINES, OWNER



DOMINIC BUCKWELL
LIBÉRATION TARDIVE FOUNDATION, DIRECTOR



STELIAN CAMPEAN
THE WINE FUSION, HEAD OF WINE DEVELOPMENT



TOP 30 WINES

COMMERCIAL PARTNERSHIP



1. Riesling Grand Cru Pfingstberg, Domaine Camille Braun, Alsace

A powerful yet precise Riesling, showing bright acidity, green and stone fruit, citrus lift and a full, confident mouthfeel, with excellent ageing potential.

2. Domaine de la Pépière, Cuvée Tradition, Loire Valley

Mouthwatering acidity balanced by concentrated fruit, with pear and citrus on the palate; an excellent, food-friendly wine.

3. Vendange, Domaine Pouderoux, Languedoc-Roussillon

Black cherry, menthol and herbal flavours combine to form a pleasingly rich and textured dessert wine, notable for its subtle Black Forest gâteau character.

4. Les Fossiles, Domaine de Reuilly, Loire Valley

Plenty of saline freshness and fruit concentration drive this Loire Valley Sauvignon Blanc, which is defined by its lime pith, green apple and grassy characteristics. Clean, vibrant and food friendly.

5. Montmajou, Les Eminades, Languedoc-Roussillon

Concentrated and complex, this Languedoc-Roussillon Grenache Blanc/Marsanne blend leads with ripe peach and vanilla depth towards a smooth, almost sweet finish.



6. Sancerre Blanc AOC, François Crochet, Loire Valley

Expressive aromatics offer up notes of quince, gooseberry and citrus/ tropical fruit, resulting in a fresh, highly drinkable wine with a persistent finish.

7. À la Venvole, Domaine de Cébène, Languedoc-Roussillon

A full, spicy yet highly approachable wine, with easy tannins, plenty of charm and a long, satisfying finish.

8. Les Polissons, Clos d'Audhuy, South-West

An excellent wine with complex aromatics, sweet oak-framed fruit, soft texture and a bold, generous attack.

9. La Roche aux Fées, Domaine Saint Nicolas, Loire Valley

Flinty minerality, wet slate and quince are balanced by vibrant acidity and a distinctive saline, sea-kissed finish, with clear ageing potential.

10. Lirac Rouge, Château de Manissy, Rhône Valley

Signature southern Rhône characteristics of garrigue herbs, black pepper and subtle spice are all present. The wine is generous yet balanced, with supple tannins, good freshness and a long, savoury finish.



11. Nautica, Domaine Ortola, Languedoc-Roussillon

Fresh and Mediterranean in style, the wine shows notes of citrus peel, white peach and ripe pear, with floral hints and a subtle saline edge. The palate is bright and well balanced, finishing clean, zesty and refreshingly drinkable.

12. Xarel-Lo Jeroni Vallès, Can Vallès, Catalonia, Spain

Distinct notes of citrus, green apple and saline minerality define this fresh Xarel-Lo, which offers plenty of vibrant acidity, herbal lift and a clean, refreshing finish.

13. Loin de l'Oeil, Domaine Gayrard, South-West

One for the iconoclasts, this moreish Gaillac entry impressed for its intriguing aromas, which stretched from floral and grassy to stone fruits and honeysuckle. Bright acidity helps pin it all together, leading to a clean, mineral finish.

14. Goulaïne, Domaine Bonnet-Huteau, Loire Valley

Elegant and mineral driven, this Melon De Bourgogne served up citrus, green apple and saline freshness; finishing long, precise and mouthwatering.

15. Pouilly Fumé, Domaine Chollet, Loire Valley

Classic and mineral led, the wine is upfront with citrus, gooseberry and green apple aromas, before giving way to flinty smoke. The palate is crisp and precise, with lively acidity and saline freshness.



16. Les Béates, Provence

Expressive and sun kissed, this Provence wine is bursting with ripe stone fruit, herbal notes and gentle spice, balanced by freshness and texture.

17. Clos des Nepperrons, Château de Passavant, Loire Valley

Concentrated and polished, this Cabernet Franc/Merlot blend from the Loire stood out for its dark fruit, spice and subtle oak, pinned together by supple texture.

18. Terre de Pierre, Domaine Luneau-Papin, Loire Valley

Structured and complex, this Loire Valley Melon de Bourgogne is underpinned by gentle stone fruit and a savoury complexity, supported by saline freshness and ageing potential.

19.

3ème Cuvée, Domaine Py, Languedoc-Roussillon

A particularly expressive entry, the palate is rounded yet fresh, combining Grenache Blanc's weight, Roussanne's texture and Vermentino's saline lift, finishing balanced, savoury and food friendly.

20. Nautica, Domaine Ortola, Languedoc-Roussillon

Fresh and characterful, with juicy black cherry and blackberry fruit, garrigue herbs and cracked pepper. The palate is medium bodied and well balanced.

21. Abracadabra, Château Beynat, Bordeaux

Racy acidity and a lively nose mark out this vibrant, powerhouse red, which was dubbed "very well made" by one of our tasters.

22. Volte Face, Château Couronneau, Bordeaux

Concentrated and polished, this Cabernet Franc/Merlot blend from the Loire stood out for its dark fruit, spice and subtle oak, pinned together by supple texture.

23. Clos le Grand Beaupréau, Ogereau, Loire Valley

A delightful Savennières Chenin, "like biting into a quince" was the consensus among our tasters, who also picked up on its vibrant acidity and "very good finish".

24. La Bolida, Château d'Or et de Gueules, Rhône Valley

Full and characterful, this rich Mourvèdre is led by dark fruits such as cherries and prunes, supported by structure and savoury depth.

25. L'As du Pique, Domaine Pique-Basse, Rhône Valley

Hailing from the Rhône's most southern AOC, this classic red blend is generous, well-structured and ripe, offering a nice mix of black and red fruit which lead to a spicy, savoury finish.

26. Le Trou de l'Ermite, Château de Caraguilhes, Languedoc-Roussillon

Carignan, Grenache and Syrah come together in this impressive Languedoc-Roussillon blend which is rich yet fresh, showing ripe black fruit, herbal notes and spice, with smooth tannins and a long, balanced finish.

27. Les Joueurs, Domaine de la Chapelle, Loire Valley

Fresh and fruit led, this Chinon Cab Franc is lively with red berries, subtle spice and energetic acidity, finishing bright and approachable.

28. Rasteau La Copado, Domaine des Amadieu, Rhône Valley

This red blend packs a punch with dark fruit, liquorice and spice, framed by firm tannins and impressive length.

29. Château Vessière, Château Vessière, Rhône Valley

Hailing from the Rhône's most southern AOC, this classic red blend is generous, well-structured and ripe, offering a nice mix of black and red fruit which lead to a spicy, savoury finish.

30. L'As du Pique, Domaine Pique-Basse, Rhône Valley

A "solid" entry and very well made, tasters agreed. Notable for its supple tannins, being spicy and full-bodied, with a long, satisfying finish.



Millésime BIO

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FOR ORGANIC WINES
AND ALCOHOLIC BEVERAGES