

**WINE IN PRICE RANGE AS % OF TOTAL QUANTITY OF WINE TYPE SOLD  
by PRIVATE CELLARS**

| TYPE OF WINE         |                     | PERIOD              | LITRES    | % SOLD IN PRICE RANGE (R / CARTON INCLUDING VAT) (12 X 750 ml) |            |            |            |            |            |            |            |      |
|----------------------|---------------------|---------------------|-----------|--|------------|------------|------------|------------|------------|------------|------------|------|
|                      |                     |                     |           | TO 121   | >121 - 154 | >154 - 183 | >183 - 229 | >229 - 306 | >306 - 383 | >383 - 459 | >459 - 612 | >612 |
| Natural White        | Chardonnay          | JAN 2006 - DEC 2006 | 1 377 618 | 1.3  | 3.3        | 0.5        | 4.5        | 15.6       | 20.3       | 9.2        | 16.0       | 29.2 |
|                      |                     | JAN 2007 - DEC 2007 | 1 394 333 | 1.0  | 1.5        | 2.6        | 5.9        | 15.4       | 18.5       | 12.0       | 14.8       | 28.3 |
|                      |                     | TREND*              | 101.2     |  |            |            |            |            |            |            |            |      |
|                      | Sauvignon Blanc     | JAN 2006 - DEC 2006 | 3 040 524 | 0.9  | 2.0        | 1.6        | 4.7        | 28.4       | 17.9       | 13.3       | 17.4       | 13.9 |
|                      |                     | JAN 2007 - DEC 2007 | 3 723 380 | 1.2  | 1.9        | 1.9        | 7.1        | 29.6       | 15.4       | 12.1       | 16.8       | 13.9 |
|                      |                     | TREND*              | 122.5     |  |            |            |            |            |            |            |            |      |
|                      | Chenin Blanc        | JAN 2006 - DEC 2006 | 915 279   | 5.1  | 4.8        | 8.2        | 19.1       | 21.5       | 18.2       | 5.7        | 9.6        | 7.9  |
|                      |                     | JAN 2007 - DEC 2007 | 889 610   | 1.4  | 2.5        | 6.2        | 12.4       | 30.7       | 21.6       | 6.2        | 10.6       | 8.5  |
|                      |                     | TREND*              | 97.2      |  |            |            |            |            |            |            |            |      |
|                      | Dry White           | JAN 2006 - DEC 2006 | 2 777 189 | 11.4   | 3.2        | 4.1        | 19.0       | 23.9       | 20.1       | 7.4        | 7.4        | 3.5  |
|                      |                     | JAN 2007 - DEC 2007 | 2 652 335 | 9.5  | 2.1        | 3.2        | 21.5       | 21.9       | 24.1       | 8.2        | 5.6        | 4.0  |
|                      |                     | TREND*              | 95.5      |  |            |            |            |            |            |            |            |      |
|                      | Semi Sweet          | JAN 2006 - DEC 2006 | 462 796   | 8.3  | 8.6        | 5.5        | 42.0       | 14.2       | 13.9       | 2.9        | 2.8        | 1.8  |
|                      |                     | JAN 2007 - DEC 2007 | 485 161   | 10.7   | 11.7       | 1.7        | 33.9       | 22.8       | 9.8        | 2.8        | 3.2        | 3.4  |
|                      |                     | TREND*              | 104.8     |  |            |            |            |            |            |            |            |      |
| Total White          | JAN 2006 - DEC 2006 | 8 573 407           | 5.2       | 3.2  | 3.1        | 12.9       | 23.4       | 18.8       | 9.4        | 12.3       | 11.7       |      |
|                      | JAN 2007 - DEC 2007 | 9 144 818           | 4.1       | 2.5  | 2.8        | 13.0       | 25.0       | 18.7       | 9.9        | 11.9       | 12.2       |      |
|                      | TREND*              | 106.7               |           |  |            |            |            |            |            |            |            |      |
| Natural Red          | Cabernet            | JAN 2006 - DEC 2006 | 1 756 137 | 0.7  | 1.4        | 0.8        | 2.7        | 8.9        | 11.7       | 7.0        | 29.7       | 37.2 |
|                      |                     | JAN 2007 - DEC 2007 | 1 627 912 | 1.2  | 0.3        | 2.9        | 0.6        | 11.3       | 13.2       | 6.7        | 29.2       | 34.7 |
|                      |                     | TREND*              | 92.7      |  |            |            |            |            |            |            |            |      |
|                      | Pinotage            | JAN 2006 - DEC 2006 | 1 341 567 | 1.0  | 0.8        | 0.3        | 0.7        | 6.3        | 17.0       | 9.6        | 42.9       | 21.4 |
|                      |                     | JAN 2007 - DEC 2007 | 1 474 209 | 0.3  | 0.3        | 0.7        | 0.5        | 8.1        | 22.7       | 14.5       | 33.2       | 19.7 |
|                      |                     | TREND*              | 109.9     |  |            |            |            |            |            |            |            |      |
|                      | Shiraz              | JAN 2006 - DEC 2006 | 1 350 080 | 1.4  | 0.4        | 1.0        | 1.4        | 9.1        | 14.9       | 7.8        | 16.7       | 47.3 |
|                      |                     | JAN 2007 - DEC 2007 | 1 416 453 | 0.3  | 0.4        | 0.9        | 1.0        | 10.0       | 17.0       | 8.4        | 20.4       | 41.5 |
|                      |                     | TREND*              | 104.9     |  |            |            |            |            |            |            |            |      |
|                      | Merlot              | JAN 2006 - DEC 2006 | 1 275 500 | 1.1  | 3.2        | 0.5        | 1.0        | 15.4       | 24.6       | 8.1        | 22.9       | 23.0 |
|                      |                     | JAN 2007 - DEC 2007 | 1 412 698 | 0.6  | 0.4        | 0.7        | 1.3        | 23.6       | 21.5       | 10.6       | 16.4       | 24.9 |
|                      |                     | TREND*              | 110.8     |  |            |            |            |            |            |            |            |      |
|                      | Other Red           | JAN 2006 - DEC 2006 | 4 793 598 | 3.7  | 5.9        | 3.0        | 11.0       | 19.1       | 11.9       | 7.5        | 15.9       | 21.9 |
|                      |                     | JAN 2007 - DEC 2007 | 5 368 059 | 5.3  | 1.3        | 1.7        | 11.5       | 17.1       | 12.8       | 7.2        | 16.4       | 26.6 |
|                      |                     | TREND*              | 112.0     |  |            |            |            |            |            |            |            |      |
| Total Red            | JAN 2006 - DEC 2006 | 10 516 882          | 2.2       | 3.5  | 1.8        | 5.9        | 14.1       | 14.4       | 7.8        | 22.6       | 27.8       |      |
|                      | JAN 2007 - DEC 2007 | 11 299 331          | 2.9       | 0.8  | 1.5        | 5.9        | 15.0       | 15.8       | 8.7        | 21.0       | 28.5       |      |
|                      | TREND*              | 107.4               |           |  |            |            |            |            |            |            |            |      |
| Rosé / Blanc de Noir | JAN 2006 - DEC 2006 | 1 301 396           | 4.1       | 2.6  | 7.2        | 52.8       | 15.9       | 6.0        | 9.3        | 0.8        | 1.4        |      |
|                      | JAN 2007 - DEC 2007 | 1 666 349           | 3.4       | 1.2  | 7.1        | 57.7       | 11.9       | 4.2        | 9.8        | 2.5        | 2.2        |      |
|                      | TREND*              | 128.0               |           |  |            |            |            |            |            |            |            |      |
| Sparkling Wine       | Cap Classique       | JAN 2006 - DEC 2006 | 681 333   | 2.0  | 0.0        | 0.0        | 7.1        | 2.2        | 5.1        | 6.3        | 29.6       | 47.6 |
|                      |                     | JAN 2007 - DEC 2007 | 879 714   | 0.6  | 0.0        | 0.0        | 0.0        | 2.8        | 5.2        | 6.6        | 42.7       | 42.1 |
|                      |                     | TREND*              | 129.1     |  |            |            |            |            |            |            |            |      |
|                      | Other Sparkling     | JAN 2006 - DEC 2006 | 266 050   | 0.4  | 0.2        | 0.2        | 2.3        | 55.0       | 20.9       | 3.9        | 13.4       | 3.7  |
|                      |                     | JAN 2007 - DEC 2007 | 274 799   | 0.0  | 0.0        | 0.0        | 1.9        | 63.1       | 19.5       | 3.6        | 8.8        | 3.0  |
| TREND*               | 103.3               |                     |           |  |            |            |            |            |            |            |            |      |

Price categories will be adjusted yearly with inflation so that over the years, categories can be compared in real terms.

\*Term - Current term / Previous term