

**TABLE 1:  
STOCK SITUATION IN THE INDUSTRY**

LITRES

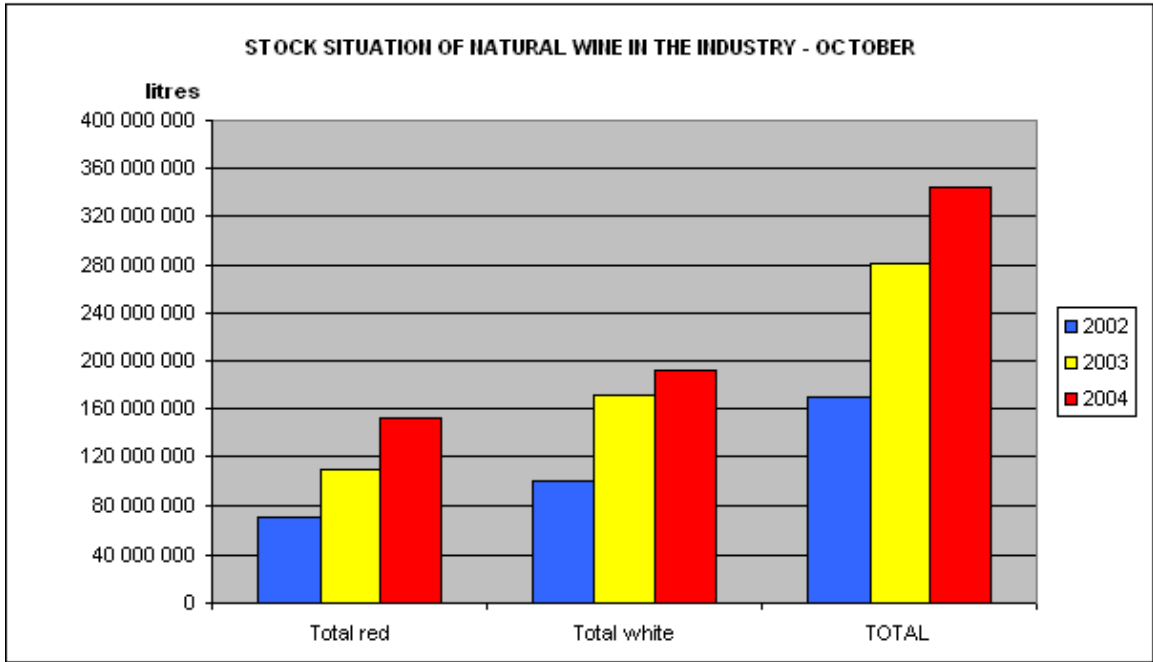
	CURRENT VINTAGE									PREVIOUS VINTAGES									TOTAL					
	2002	2003	2004	2002	2003	2004	2002	2003	2004	2002	2003	2004	2002	2003	2004	2002	2003	2004	2002		2003		2004	
	CONTRACTED			NOT CONTRACTED			BOTTLED			CONTRACTED			NOT CONTRACTED			BOTTLED			litre	% of total	litre	% of total	litre	% of total
<b>RED WINE</b>																								
Cabernet Sauvignon	7 854 480	12 249 723	16 557 218	191 690	1 837 816	4 817 103	113 128	49 800	40 043	1 078 144	1 509 206	2 378 238	70 677	180 133	814 777	397 537	543 816	644 696	9 705 656	5.7%	16 370 494	5.8%	25 252 075	7.3%
Merlot	6 268 767	9 039 696	10 335 552	280 032	1 850 410	5 457 854	86 043	41 883	44 622	819 208	1 545 630	2 512 820	285 273	291 561	1 217 668	220 289	231 016	333 885	7 959 612	4.7%	13 000 196	4.6%	19 902 401	5.8%
Pinotage	13 265 014	14 303 248	16 803 953	815 782	2 830 656	4 697 046	175 795	65 755	143 399	2 300 041	1 415 018	2 387 547	186 898	448 095	521 324	429 744	470 543	493 742	17 173 254	10.1%	19 533 315	7.0%	25 047 011	7.3%
Shiraz	7 381 242	10 793 017	13 157 837	526 867	1 904 634	6 859 476	112 557	79 253	36 192	961 986	2 036 543	2 824 797	103 043	262 838	1 174 909	290 624	432 131	491 470	9 376 319	5.5%	15 508 416	5.5%	24 544 681	7.1%
Other red	20 815 787	34 901 930	40 123 356	1 223 974	3 973 779	6 544 986	822 095	1 147 263	982 389	3 002 579	2 886 950	6 106 422	324 292	1 194 962	2 680 128	662 199	921 384	1 123 943	26 850 926	15.8%	45 026 268	16.0%	57 561 224	16.7%
<b>Total red</b>	<b>55 585 290</b>	<b>81 287 614</b>	<b>96 977 916</b>	<b>3 038 325</b>	<b>12 397 295</b>	<b>28 376 465</b>	<b>1 309 618</b>	<b>1 383 954</b>	<b>1 246 645</b>	<b>8 161 958</b>	<b>9 393 347</b>	<b>16 209 824</b>	<b>970 183</b>	<b>2 377 589</b>	<b>6 408 806</b>	<b>2 000 393</b>	<b>2 598 890</b>	<b>3 087 736</b>	<b>71 065 767</b>	<b>41.7%</b>	<b>109 438 689</b>	<b>39.0%</b>	<b>152 307 392</b>	<b>44.2%</b>
<b>WHITE WINE</b>																								
Chardonnay	6 146 393	6 971 033	9 310 609	328 021	131 191	257 289	359 106	436 620	389 705	508 460	99 066	125 487	110 983	0	19 800	174 891	164 759	191 243	7 627 854	4.5%	7 802 669	2.8%	10 294 113	3.0%
Chenin Blanc	17 525 209	32 896 563	31 620 423	235 362	2 569 865	2 308 667	398 359	638 413	657 343	772 419	18 704	652 497	258 972	25 000	46 527	175 147	57 455	95 374	19 365 468	11.4%	36 206 000	12.9%	35 380 831	10.3%
Sauvignon blanc	3 395 694	4 650 660	4 991 004	70 895	193 997	378 849	347 641	388 171	531 660	242 334	353 317	90 853	0	93 670	1 925	74 759	60 666	47 710	4 131 323	2.4%	5 740 481	2.0%	6 042 001	1.8%
Other white	58 941 127	113 415 775	122 126 826	999 833	4 311 152	12 345 765	2 708 002	2 613 330	2 067 631	4 529 100	236 472	2 761 538	68 156	719 290	319 709	848 424	479 549	833 759	68 094 642	40.0%	121 775 568	43.3%	140 455 228	40.8%
<b>Total white</b>	<b>86 008 423</b>	<b>157 934 031</b>	<b>168 048 862</b>	<b>1 634 111</b>	<b>7 206 205</b>	<b>15 290 550</b>	<b>3 813 108</b>	<b>4 076 534</b>	<b>3 646 339</b>	<b>6 052 313</b>	<b>707 559</b>	<b>3 630 375</b>	<b>438 111</b>	<b>837 960</b>	<b>387 961</b>	<b>1 273 221</b>	<b>762 429</b>	<b>1 168 086</b>	<b>99 219 287</b>	<b>58.3%</b>	<b>171 524 718</b>	<b>61.0%</b>	<b>192 172 173</b>	<b>55.8%</b>
<b>TOTAL</b>	<b>141 593 713</b>	<b>239 221 645</b>	<b>265 026 778</b>	<b>4 672 436</b>	<b>19 603 500</b>	<b>43 667 015</b>	<b>5 122 726</b>	<b>5 460 488</b>	<b>4 892 984</b>	<b>14 214 271</b>	<b>10 100 906</b>	<b>19 840 199</b>	<b>1 408 294</b>	<b>3 215 549</b>	<b>6 796 767</b>	<b>3 273 614</b>	<b>3 361 319</b>	<b>4 255 822</b>	<b>170 285 054</b>	<b>100.0%</b>	<b>280 963 407</b>	<b>100.0%</b>	<b>344 479 565</b>	<b>100.0%</b>
Fortified wine	3 095 392	3 046 640	4 658 613	19 550	36 092	141 574	275 377	163 141	172 990	856 417	488 581	934 310	915	32 936	26 818	237 316	259 482	351 576	4 484 967		4 026 872		6 285 881	
Sparkling wine							139 220	183 972	137 047							63 158	33 953	115 209	202 378		217 925		252 256	
Rebate wine					17 970					7 081											17 970		0	
Distilling wine	1 477 830	2 300 401	2 114 111		1 753 842	363 291				5 428	26 700	72 294		115 979					1 483 258		4 196 922		2 549 696	
Non-alcoholic	19 269 999	7 092 359	18 848 512	85 109	1 926 246	455 332	197 037	245 075	272 726	228 087						50 929	65 130	149 801	19 831 161		9 328 810		19 726 371	
Destined for sweetening	6 340 145	7 271 171	5 389 407	45 420	832 076		85 364			665 907	25 868	15 409							7 136 836		8 129 115		5 404 816	

**TABLE 2:  
STOCK SITUATION IN THE VARIOUS REGIONS**

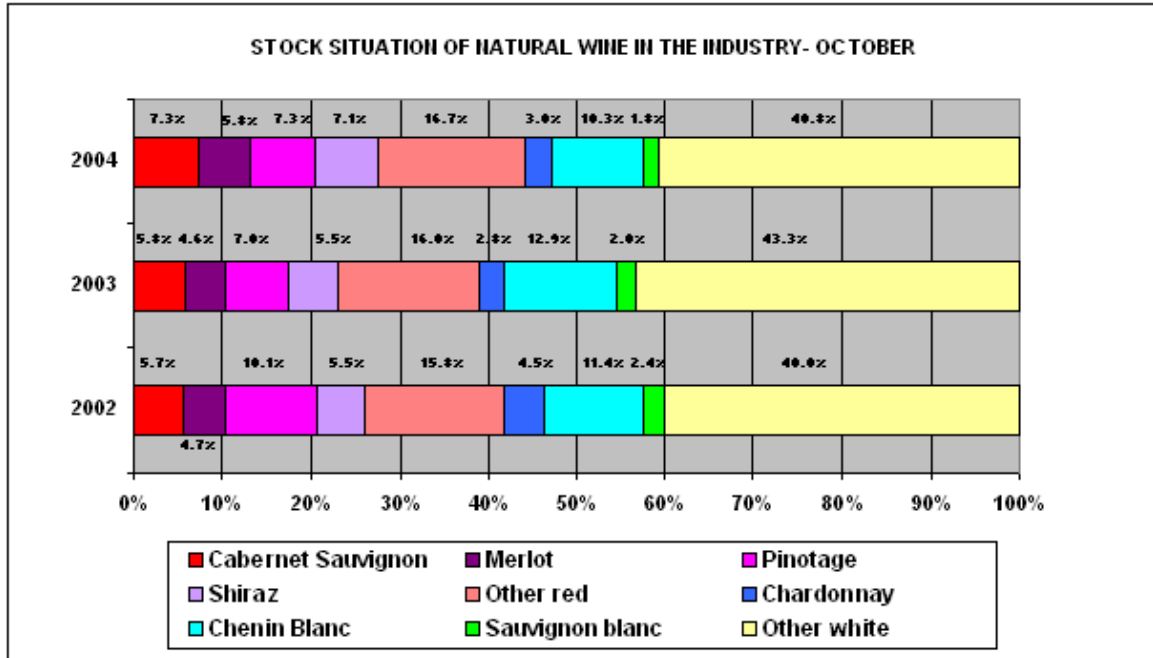
	TOTAL				LK, ROB & WORC								OLIFANTS- & ORANGE						STB, PRL & MALM					
	2002	% of	2003	% of	2004	% of	2002	% of	2003	% of	2004	% of	2002	% of	2003	% of	2004	% of	2002	% of	2003	% of	2004	% of
	litre	total	litre	total	litre	total	litre	type	litre	type	litre	type	litre	type	litre	type	litre	type	litre	type	litre	type	litre	type
Cabernet Sauvignon	9 705 656	5.7%	16 370 494	5.8%	25 252 075	7.3%	3 406 230	35.1%	6 222 546	38.0%	10 478 633	41.5%	1 034 126	10.7%	1 365 044	8.3%	2 124 251	8.4%	5 265 301	54.2%	8 782 905	53.7%	12 649 192	50.1%
Merlot	7 959 612	4.7%	13 000 196	4.6%	19 902 401	5.8%	2 727 195	34.3%	5 198 122	40.0%	7 999 027	40.2%	1 272 744	16.0%	1 481 804	11.4%	2 876 956	14.5%	3 959 673	49.7%	6 320 270	48.6%	9 026 419	45.4%
Pinotage	17 173 254	10.1%	19 533 315	7.0%	25 047 011	7.3%	4 621 855	26.9%	5 983 596	30.6%	7 809 677	31.2%	2 936 342	17.1%	2 622 178	13.4%	4 559 375	18.2%	9 615 057	56.0%	10 927 542	55.9%	12 677 960	50.6%
Shiraz	9 376 319	5.5%	15 508 416	5.5%	24 544 681	7.1%	4 391 707	46.8%	6 609 018	42.6%	8 597 774	35.0%	1 182 182	12.6%	1 694 583	10.9%	4 862 796	19.8%	3 802 430	40.6%	7 204 815	46.5%	11 084 112	45.2%
Other red	26 850 926	15.8%	45 026 268	16.0%	57 561 224	16.7%	9 887 305	36.8%	16 805 366	37.3%	27 315 462	47.5%	5 966 989	22.2%	11 023 434	24.5%	10 819 909	18.8%	10 996 633	41.0%	17 197 469	38.2%	19 425 853	33.7%
<b>Total red</b>	<b>71 065 767</b>	<b>41.7%</b>	<b>109 438 689</b>	<b>39.0%</b>	<b>152 307 392</b>	<b>44.2%</b>	<b>25 034 292</b>	<b>35.2%</b>	<b>40 818 648</b>	<b>37.3%</b>	<b>62 200 573</b>	<b>40.8%</b>	<b>12 392 383</b>	<b>17.4%</b>	<b>18 187 043</b>	<b>16.6%</b>	<b>25 243 287</b>	<b>16.6%</b>	<b>33 639 094</b>	<b>47.3%</b>	<b>50 433 001</b>	<b>46.1%</b>	<b>64 863 536</b>	<b>42.6%</b>
Chardonnay	7 627 854	4.5%	7 602 669	2.8%	10 294 113	3.0%	5 080 910	66.6%	4 800 106	61.5%	7 338 188	71.3%	1 053 317	13.0%	1 131 019	14.5%	1 026 902	10.0%	1 493 628	19.6%	1 871 543	24.0%	1 929 025	18.7%
Chenin Blanc	19 365 468	11.4%	36 206 000	12.9%	35 380 831	10.3%	6 323 737	32.7%	16 963 732	46.9%	19 686 163	55.6%	6 636 444	34.3%	6 903 248	19.1%	5 756 390	16.3%	6 405 287	33.1%	12 339 021	34.1%	9 938 279	28.1%
Sauvignon blanc	4 131 323	2.4%	5 740 481	2.0%	6 042 001	1.8%	2 058 695	49.8%	2 661 207	46.4%	3 710 510	61.4%	656 782	15.9%	1 345 871	23.4%	535 128	8.9%	1 415 846	34.3%	1 733 404	30.2%	1 796 363	29.7%
Other white	68 094 642	40.0%	121 775 568	43.3%	140 455 228	40.8%	24 922 867	36.6%	51 019 569	41.9%	56 797 983	40.4%	33 291 951	48.9%	57 664 739	47.4%	68 467 469	48.7%	9 879 824	14.5%	13 091 260	10.8%	15 189 775	10.8%
<b>Total white</b>	<b>99 219 287</b>	<b>58.3%</b>	<b>171 524 718</b>	<b>61.0%</b>	<b>192 172 173</b>	<b>55.8%</b>	<b>38 386 209</b>	<b>38.7%</b>	<b>75 444 614</b>	<b>44.0%</b>	<b>87 532 844</b>	<b>45.5%</b>	<b>41 638 494</b>	<b>42.0%</b>	<b>67 044 877</b>	<b>39.1%</b>	<b>75 785 889</b>	<b>39.4%</b>	<b>19 194 585</b>	<b>19.3%</b>	<b>29 035 228</b>	<b>16.9%</b>	<b>28 853 442</b>	<b>15.0%</b>
<b>TOTAL</b>	<b>170 285 054</b>	<b>100.0%</b>	<b>280 963 407</b>	<b>100.0%</b>	<b>344 479 565</b>	<b>100.0%</b>	<b>63 420 501</b>	<b>37.2%</b>	<b>116 263 262</b>	<b>41.4%</b>	<b>149 733 417</b>	<b>43.5%</b>	<b>54 030 877</b>	<b>31.7%</b>	<b>85 231 920</b>	<b>30.3%</b>	<b>101 029 176</b>	<b>29.3%</b>	<b>52 833 679</b>	<b>31.0%</b>	<b>79 468 229</b>	<b>28.3%</b>	<b>93 716 978</b>	<b>27.2%</b>

	TOTAL			LK, ROB & WORC			OLIFANTS- & ORANGE			STB, PRL & MALM		
	2003	2004	±	2003	2004	±	2003	2004	±	2003	2004	±
	litre	litre		litre	litre		litre	litre		litre	litre	
Cabernet Sauvignon	16 370 494	25 252 075	54.3%	6 222 546	10 478 633	68.4%	1 365 044	2 124 251	55.6%	8 782 905	12 649 192	44.0%
Merlot	13 000 196	19 902 401	53.1%	5 198 122	7 999 027	53.9%	1 481 804	2 876 956	94.2%	6 320 270	9 026 419	42.8%
Pinotage	19 533 315	25 047 011	28.2%	5 983 596	7 809 677	30.5%	2 622 178	4 559 375	73.9%	10 927 542	12 677 960	16.0%
Shiraz	15 508 416	24 544 681	58.3%	6 609 018	8 597 774	30.1%	1 694 583	4 862 796	187.0%	7 204 815	11 084 112	53.8%
Other red	45 026 268	57 561 224	27.8%	16 805 366	27 315 462	62.5%	11 023 434	10 819 909	-1.8%	17 197 469	19 425 853	13.0%
<b>Total red</b>	<b>109 438 689</b>	<b>152 307 392</b>	<b>39.2%</b>	<b>40 818 648</b>	<b>62 200 573</b>	<b>52.4%</b>	<b>18 187 043</b>	<b>25 243 287</b>	<b>38.8%</b>	<b>50 433 001</b>	<b>64 863 536</b>	<b>28.6%</b>
Chardonnay	7 602 669	10 294 113	31.9%	4 800 106	7 338 188	52.9%	1 131 019	1 026 902	-9.2%	1 871 543	1 929 025	3.1%
Chenin Blanc	36 206 000	35 380 831	-2.3%	16 963 732	19 686 163	16.0%	6 903 248	5 756 390	-16.6%	12 339 021	9 938 279	-19.5%
Sauvignon blanc	5 740 481	6 042 001	5.3%	2 661 207	3 710 510	39.4%	1 345 871	535 128	-60.2%	1 733 404	1 796 363	3.6%
Other white	121 775 568	140 455 228	15.3%	51 019 569	56 797 983	11.3%	57 664 739	68 467 469	18.7%	13 091 260	15 189 775	16.0%
<b>Total white</b>	<b>171 524 718</b>	<b>192 172 173</b>	<b>12.0%</b>	<b>75 444 614</b>	<b>87 532 844</b>	<b>16.0%</b>	<b>67 044 877</b>	<b>75 785 889</b>	<b>13.0%</b>	<b>29 035 228</b>	<b>28 853 442</b>	<b>-0.6%</b>
<b>TOTAL</b>	<b>280 963 407</b>	<b>344 479 565</b>	<b>22.6%</b>	<b>116 263 262</b>	<b>149 733 417</b>	<b>28.8%</b>	<b>85 231 920</b>	<b>101 029 176</b>	<b>18.5%</b>	<b>79 468 229</b>	<b>93 716 978</b>	<b>17.9%</b>

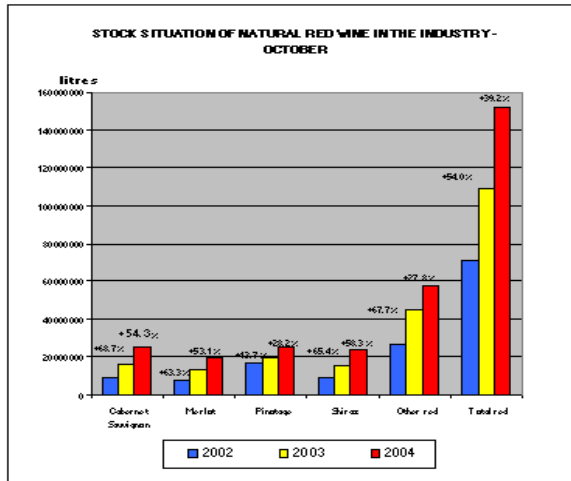
**GRAPH 1**



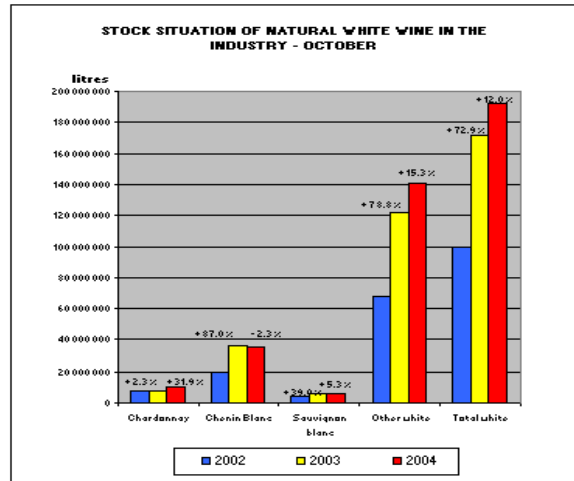
**GRAPH 2**



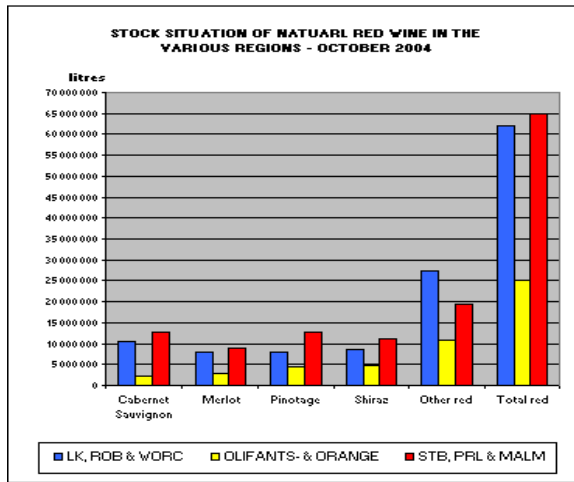
GRAPH 3



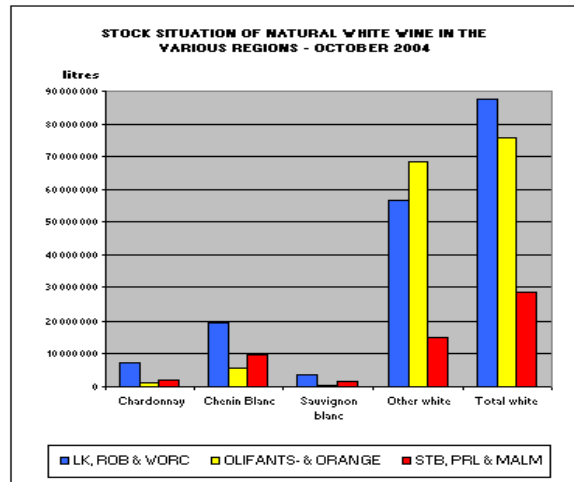
GRAPH 4



GRAPH 5



GRAPH 6



**TABLE 3:  
STOCK SITUATION IN THE LITTLE KAROO, WORCESTER AND ROBERTSON**

	2004 VINTAGE			PREVIOUS VINTAGES			LITRES TOTAL
	CONTRACTED	NOT CONTRACTED	BOTTLED	CONTRACTED	NOT CONTRACTED	BOTTLED	
<b>RED WINE</b>							
Cabernet Sauvignon	6 524 856	2 270 342	24 803	1 188 017	190 895	279 720	10 478 633
Merlot	3 880 164	2 922 732	25 512	793 079	269 775	107 765	7 999 027
Pinotage	4 382 937	2 349 510	17 618	869 081	15 995	174 536	7 809 677
Shiraz	5 141 202	2 177 353	19 817	850 065	196 690	212 647	8 597 774
Other red	19 451 436	3 918 243	568 203	2 589 927	409 212	378 441	27 315 462
<b>Total red</b>	<b>39 380 595</b>	<b>13 638 180</b>	<b>655 953</b>	<b>6 290 169</b>	<b>1 082 567</b>	<b>1 153 109</b>	<b>62 200 573</b>
<b>WHITE WINE</b>							
Chardonnay	6 835 945	113 139	234 390	43 203		111 511	7 338 188
Chenin Blanc	17 795 060	1 318 147	278 263	268 085		26 608	19 686 163
Sauvignon blanc	3 112 680	213 927	304 967	55 853		23 083	3 710 510
Other white	51 689 182	2 536 632	902 143	1 403 463	60 000	206 563	56 797 983
<b>Total white</b>	<b>79 432 867</b>	<b>4 181 845</b>	<b>1 719 763</b>	<b>1 770 604</b>	<b>60 000</b>	<b>367 765</b>	<b>87 532 844</b>
<b>TOTAL</b>	<b>118 813 462</b>	<b>17 820 025</b>	<b>2 375 716</b>	<b>8 060 773</b>	<b>1 142 567</b>	<b>1 520 874</b>	<b>149 733 417</b>

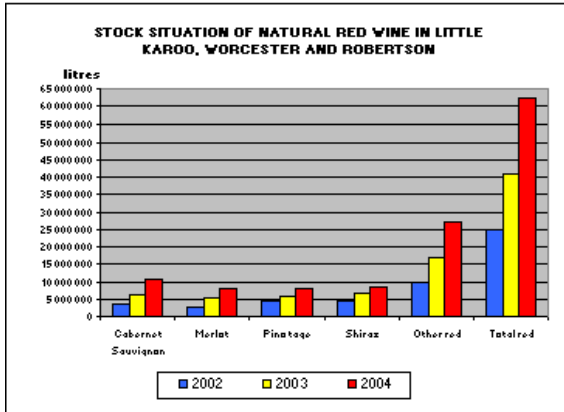
**TABLE 4:  
STOCK SITUATION IN THE OLIFANTS RIVER AND ORANGE RIVER**

	2004 VINTAGE			PREVIOUS VINTAGES			LITRES TOTAL
	CONTRACTED	NOT CONTRACTED	BOTTLED	CONTRACTED	NOT CONTRACTED	BOTTLED	
<b>RED WINE</b>							
Cabernet Sauvignon	966 851	866 211	15 241	66 001	174 641	35 306	2 124 251
Merlot	1 768 000	686 745	19 110	64 955	334 756	3 390	2 876 956
Pinotage	3 142 483	1 016 423	22 772	100 870	250 239	26 588	4 559 375
Shiraz	1 674 852	2 328 008	16 376	80 381	752 500	10 679	4 862 796
Other red	6 895 824	1 216 783	54 560	704 582	1 847 610	100 550	10 819 909
<b>Total red</b>	<b>14 448 010</b>	<b>6 114 170</b>	<b>128 059</b>	<b>1 016 789</b>	<b>3 359 746</b>	<b>176 513</b>	<b>25 243 287</b>
<b>WHITE WINE</b>							
Chardonnay	987 024	11 067	16 928			11 883	1 026 902
Chenin Blanc	5 558 824	160 969	25 541			11 056	5 756 390
Sauvignon blanc	510 547	18 600	5 981				535 128
Other white	58 015 848	9 037 576	295 520	602 678	223 632	292 215	68 467 469
<b>Total white</b>	<b>65 072 243</b>	<b>9 228 212</b>	<b>343 970</b>	<b>602 678</b>	<b>223 632</b>	<b>315 154</b>	<b>75 785 889</b>
<b>TOTAL</b>	<b>79 520 253</b>	<b>15 342 382</b>	<b>472 029</b>	<b>1 619 467</b>	<b>3 583 378</b>	<b>491 667</b>	<b>101 029 176</b>

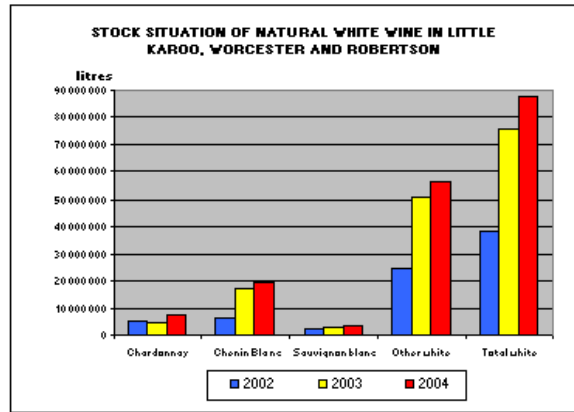
**TABLE 5:  
STOCK SITUATION IN STELLENBOSCH, PAARL AND MALMESBURY**

	2004 VINTAGE			PREVIOUS VINTAGES			LITRES TOTAL
	CONTRACTED	NOT CONTRACTED	BOTTLED	CONTRACTED	NOT CONTRACTED	BOTTLED	
<b>RED WINE</b>							
Cabernet Sauvignon	9 065 511	1 680 550		1 124 220	449 241	329 670	12 649 192
Merlot	4 687 388	1 848 377		1 654 786	613 137	222 731	9 026 419
Pinotage	9 278 533	1 331 113	103 010	1 417 596	255 090	292 618	12 677 960
Shiraz	6 341 783	2 354 115		1 894 351	225 719	268 144	11 084 112
Other red	13 776 096	1 409 960	359 626	2 811 913	423 306	644 952	19 425 853
<b>Total red</b>	<b>43 149 311</b>	<b>8 624 115</b>	<b>462 636</b>	<b>8 902 866</b>	<b>1 966 493</b>	<b>1 758 115</b>	<b>64 863 536</b>
<b>WHITE WINE</b>							
Chardonnay	1 487 640	133 063	138 388	82 284	19 800	67 850	1 929 025
Chenin Blanc	8 266 539	829 551	353 540	384 412	46 527	57 710	9 938 279
Sauvignon blanc	1 367 777	146 322	220 712	35 000	1 925	24 627	1 796 363
Other white	12 421 796	771 557	869 968	755 397	36 077	334 980	15 189 775
<b>Total white</b>	<b>23 543 752</b>	<b>1 880 493</b>	<b>1 582 608</b>	<b>1 257 093</b>	<b>104 329</b>	<b>485 167</b>	<b>28 853 442</b>
<b>TOTAL</b>	<b>66 693 063</b>	<b>10 504 608</b>	<b>2 045 244</b>	<b>10 159 959</b>	<b>2 070 822</b>	<b>2 243 282</b>	<b>93 716 978</b>

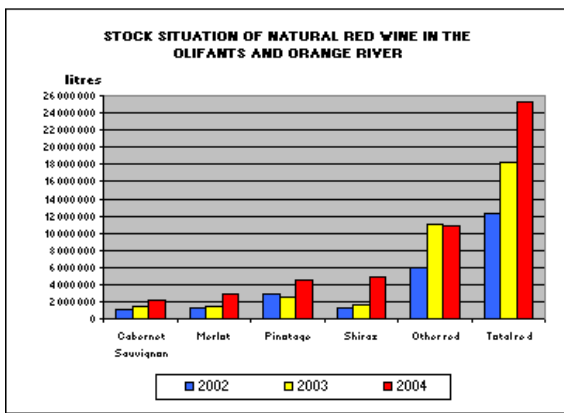
**GRAPH 7**



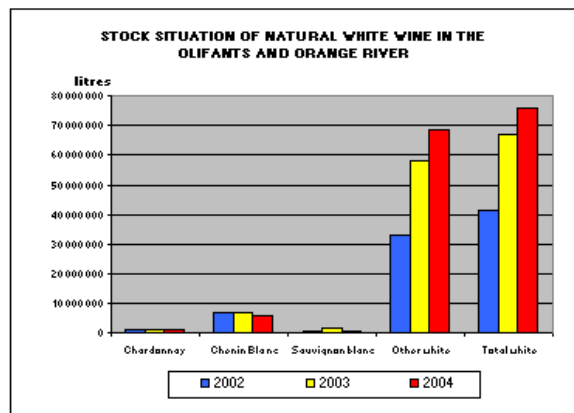
**GRAPH 8**



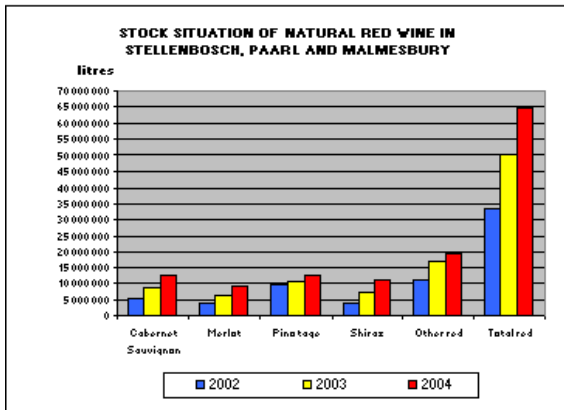
**GRAPH 9**



**GRAPH 10**



**GRAPH 11**



**GRAPH 12**

