

TABLE 1:
STOCK SITUATION IN THE INDUSTRY - TOTAL

| | CURRENT VINTAGE | | | | | | | | | | PREVIOUS VINTAGES | | | | | | TOTAL | | | | | | | | | | | |
|--|--------------------|--------------------|--------------------|------------------|------------------|-------------------|------------------|------------------|------------------|-------------------|-------------------|-------------------|-------------------|----------------|----------------|------------------|---------------|--------------------|------------------|------------------|--------------------|---------------|--------------------|---------------|--------------------|---------------|-----------|--|
| | 2008 | | 2009 | | 2010 | | 2008 | | 2009 | | 2010 | | 2008 | | 2009 | | 2010 | | 2008 | | 2009 | | 2010 | | | | | |
| | CONTRACTED | | NOT CONTRACTED | | BOTTLED | | CONTRACTED | | NOT CONTRACTED | | BOTTLED | | CONTRACTED | | NOT CONTRACTED | | BOTTLED | | litres | | % of total | | litres | | % of total | | | |
| RED WINE | 21 074 003 | 16 597 588 | 14 120 563 | 263 851 | 134 336 | 377 464 | 81 432 | 53 674 | 104 693 | 1 623 574 | 1 866 511 | 2 608 427 | 1 866 511 | 16 492 | 173 902 | 262 347 | 7 881 | 18 939 419 | 270 819 | 191 160 | 24 306 677 | 7 881 | 18 939 419 | 6.5% | 16 591 356 | 5.7% | | |
| Cabernet Sauvignon | 11 256 410 | 9 983 619 | 7 727 112 | 492 559 | 76 624 | 321 334 | 22 755 | 59 906 | 168 969 | 849 555 | 1 256 842 | 1 256 842 | 1 256 842 | 30 285 | 17 729 | 156 401 | 4.3% | 11 320 722 | 190 136 | 117 805 | 13 245 791 | 4.3% | 11 320 722 | 3.9% | 9 202 504 | 3.2% | | |
| Merlot | 14 302 921 | 12 350 383 | 11 873 253 | 230 448 | 361 899 | 236 014 | 87 403 | 102 124 | 314 551 | 1 080 592 | 1 514 951 | 1 514 951 | 1 514 951 | 70 646 | 5 000 | 323 060 | 5.9% | 14 464 420 | 260 410 | 199 684 | 18 212 235 | 5.9% | 14 464 420 | 4.9% | 13 622 552 | 4.7% | | |
| Pinotage | 17 844 059 | 17 497 631 | 14 322 303 | 147 751 | 1 856 862 | 69 595 | 36 104 | 315 494 | 2 623 370 | 1 863 688 | 3 423 770 | 3 423 770 | 3 423 688 | 12 599 | 7 880 | 366 872 | 6.8% | 20 111 074 | 430 675 | 316 269 | 21 064 146 | 6.8% | 20 111 074 | 6.9% | 18 816 800 | 6.5% | | |
| Shiraz | 32 206 895 | 35 330 441 | 36 675 094 | 328 026 | 797 040 | 1 080 185 | 468 537 | 467 752 | 613 375 | 3 459 428 | 9 228 526 | 9 228 526 | 9 228 526 | 106 576 | 141 282 | 814 092 | 14.0% | 41 376 063 | 895 325 | 770 121 | 43 412 526 | 14.0% | 41 376 063 | 14.2% | 42 767 487 | 14.7% | | |
| Other red | 96 684 988 | 91 759 662 | 84 718 325 | 1 462 635 | 1 559 110 | 3 997 744 | 724 928 | 705 837 | 1 304 655 | 8 881 425 | 9 928 526 | 9 928 526 | 9 928 526 | 211 198 | 503 511 | 1 922 772 | 38.8% | 106 211 697 | 2 047 365 | 1 595 039 | 120 241 375 | 38.8% | 106 211 697 | 36.3% | 101 000 699 | 34.7% | | |
| WHITE WINE | 10 649 318 | 13 241 189 | 12 658 808 | 554 604 | 992 637 | 2 395 240 | 258 069 | 167 420 | 134 899 | 415 341 | 596 104 | 903 040 | 596 104 | 17 592 | 258 018 | 86 077 | 4.1% | 15 112 561 | 97 620 | 82 790 | 12 617 263 | 4.1% | 15 112 561 | 5.2% | 15 945 096 | 5.5% | | |
| Chardonnay | 38 909 459 | 48 061 281 | 46 557 503 | 2 287 401 | 3 187 754 | 5 269 038 | 451 790 | 331 590 | 292 110 | 1 001 878 | 908 225 | 1 001 878 | 908 225 | 14 126 | 14 126 | 118 953 | 13.9% | 52 532 868 | 44 018 | 102 733 | 43 122 182 | 13.9% | 52 532 868 | 18.0% | 53 237 388 | 18.3% | | |
| Chevin blanc | 33 915 349 | 35 969 526 | 39 141 405 | 1 611 779 | 230 984 | 1 428 361 | 39 587 | 26 500 | 36 728 | 838 569 | 521 528 | 471 623 | 521 528 | 74 709 | 25 749 | 25 749 | 11.7% | 36 750 936 | 2 398 | 50 585 | 36 431 033 | 11.7% | 36 750 936 | 12.6% | 41 203 411 | 14.2% | | |
| Colemar | 9 338 423 | 10 692 552 | 9 638 209 | 1 016 351 | 972 163 | 1 405 161 | 394 468 | 226 225 | 254 783 | 157 275 | 422 650 | 157 275 | 422 650 | 77 322 | 12 374 | 91 620 | 3.7% | 12 509 559 | 118 648 | 43 720 | 11 404 757 | 3.7% | 12 509 559 | 4.3% | 11 511 562 | 4.0% | | |
| Sauvignon blanc | 79 601 535 | 65 486 230 | 62 355 897 | 2 815 539 | 1 694 105 | 1 940 441 | 930 122 | 970 846 | 803 225 | 1 901 443 | 803 550 | 1 901 443 | 803 550 | 35 675 | 493 760 | 255 857 | 27.8% | 69 269 405 | 278 999 | 316 580 | 86 299 253 | 27.8% | 69 269 405 | 23.7% | 67 811 346 | 23.3% | | |
| Other white | 172 414 084 | 173 450 778 | 170 351 862 | 8 285 674 | 7 077 642 | 12 438 241 | 2 074 036 | 1 722 581 | 1 521 745 | 3 947 560 | 3 252 057 | 3 947 560 | 3 252 057 | 418 633 | 130 589 | 852 987 | 61.2% | 186 175 329 | 541 682 | 596 408 | 189 874 488 | 61.2% | 186 175 329 | 63.7% | 189 708 803 | 65.3% | | |
| TOTAL | 269 099 072 | 265 210 440 | 255 070 187 | 9 748 309 | 8 636 752 | 16 435 965 | 2 798 964 | 2 428 418 | 2 826 400 | 13 180 583 | 13 180 583 | 13 180 583 | 13 180 583 | 665 195 | 341 787 | 2 501 028 | 100.0% | 292 387 026 | 2 589 046 | 2 191 447 | 310 115 863 | 100.0% | 292 387 026 | 100.0% | 290 709 502 | 100.0% | | |
| Fortified wine | 6 603 600 | 4 992 930 | 5 065 959 | 37 240 | 112 471 | 5 412 | 199 580 | 90 005 | 88 019 | 1 457 002 | 1 545 482 | 1 457 002 | 1 457 002 | 12 750 | 102 468 | 238 579 | 7 983 162 | 7 088 273 | 334 635 | 363 359 | 7 983 162 | 7 088 273 | 7 088 273 | 7 088 273 | 7 088 273 | 7 088 273 | 7 088 273 | |
| Sparkling wine | | | | 576 | | | 62 120 | 187 289 | 101 423 | | | | | | | | | | 38 153 | 165 787 | 105 876 | | | | | | | |
| Wine for brandy | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Distilling wine | 6 749 471 | 2 775 006 | 876 600 | 164 629 | 27 871 | 68 940 | | | 7 709 | 163 714 | 4 254 | 191 777 | 163 714 | 2 553 | 59 020 | 79 310 | | | | | | | | | | | | |
| Grape juice concentrate and grape juic | 6 407 398 | 122 695 | 43 195 | 8 883 | 1 120 | 8 562 | 235 985 | 164 405 | 189 997 | | | | | | | | | | | | | | | | | | | |
| Destined for sweetening | 3 462 248 | 6 144 500 | 3 113 890 | 78 | 148 | 171 000 | | | | | | | | | | | | | | | | | | | | | | |

TABLE 2:
STOCK SITUATION - CONTRACTED and BOTTLED VS NOT CONTRACTED

| | CURRENT VINTAGE | | | | | | | | | | PREVIOUS VINTAGES | | | | | | TOTAL | | | | | | | | | |
|--------------------|------------------------|--------------|--------------------|--------------|--------------------|--------------|-------------------|-------------|------------------|-------------|-------------------|-------------|-------------------|-------------|--------------------|---------------|--------------------|---------------|--------------------|---------------|--------------------|---------------|--------------------|---------------|--------------------|---------------|
| | 2008 | | 2009 | | 2010 | | 2008 | | 2009 | | 2010 | | 2008 | | 2009 | | 2010 | | 2008 | | 2009 | | 2010 | | | |
| | CONTRACTED and BOTTLED | | NOT CONTRACTED | | BOTTLED | | CONTRACTED | | NOT CONTRACTED | | BOTTLED | | CONTRACTED | | NOT CONTRACTED | | BOTTLED | | litre | | % of total | | litre | | % of total | |
| RED WINE | 24 026 909 | 98.8% | 18 788 591 | 99.2% | 16 039 990 | 96.7% | 279 768 | 1.2% | 150 828 | 0.8% | 551 366 | 3.3% | 551 366 | 3.3% | 24 306 677 | 7.8% | 18 939 419 | 6.5% | 16 591 356 | 5.7% | 24 306 677 | 7.8% | 18 939 419 | 6.5% | 16 591 356 | 5.7% |
| Cabernet Sauvignon | 12 692 408 | 95.8% | 11 213 813 | 99.1% | 8 863 441 | 96.3% | 553 383 | 4.2% | 106 909 | 0.9% | 339 063 | 3.7% | 339 063 | 3.7% | 13 245 791 | 4.3% | 11 320 722 | 3.9% | 9 202 504 | 3.2% | 13 245 791 | 4.3% | 11 320 722 | 3.9% | 9 202 504 | 3.2% |
| Merlot | 17 911 141 | 98.3% | 14 213 147 | 98.3% | 13 255 653 | 97.3% | 301 094 | 1.7% | 251 273 | 1.7% | 366 899 | 2.7% | 366 899 | 2.7% | 18 212 235 | 5.9% | 14 464 420 | 4.9% | 13 622 552 | 4.7% | 18 212 235 | 5.9% | 14 464 420 | 4.9% | 13 622 552 | 4.7% |
| Pinotage | 20 903 796 | 99.2% | 19 788 098 | 98.4% | 16 822 342 | 89.4% | 160 350 | 0.8% | 322 977 | 1.6% | 1 994 458 | 10.6% | 1 994 458 | 10.6% | 21 064 146 | 6.8% | 20 111 074 | 6.9% | 18 816 800 | 6.5% | 21 064 146 | 6.8% | 20 111 074 | 6.9% | 18 816 800 | 6.5% |
| Shiraz | 42 977 924 | 99.0% | 40 437 742 | 97.7% | 41 518 018 | 97.1% | 434 602 | 1.0% | 938 322 | 2.3% | 1 249 469 | 2.9% | 1 249 469 | 2.9% | 43 412 526 | 14.0% | 41 376 063 | 14.2% | 42 767 487 | 14.7% | 43 412 526 | 14.0% | 41 376 063 | 14.2% | 42 767 487 | 14.7% |
| Other red | 118 512 178 | 96.6% | 104 441 389 | 98.3% | 96 499 444 | 95.5% | 1 729 197 | 1.4% | 1 770 308 | 1.7% | 4 501 255 | 4.5% | 4 501 255 | 4.5% | 120 241 375 | 38.8% | 106 211 697 | 36.3% | 101 000 699 | 34.7% | 120 241 375 | 38.8% | 106 211 697 | 36.3% | 101 000 699 | 34.7% |
| WHITE WINE | 11 896 504 | 94.3% | 14 102 333 | 93.3% | 13 291 838 | 83.4% | 720 759 | 5.7% | 1 010 229 | 6.7% | 2 653 258 | 16.6% | 2 653 258 | 16.6% | 12 617 263 | 4.1% | 15 112 561 | 5.2% | 15 945 096 | 5.5% | 12 617 263 | 4.1% | 15 112 561 | 5.2% | 15 945 096 | 5.5% |
| Chardonnay | 40 834 781 | 94.7% | 49 345 114 | 93.9% | 47 954 224 | 90.1% | 2 287 401 | 5.3% | 3 187 754 | 6.1% | 5 283 164 | 9.9% | 5 283 164 | 9.9% | 43 122 182 | 13.9% | 52 532 868 | 18.0% | 53 237 388 | 18.3% | 43 122 182 | 13.9% | 52 532 868 | 18.0% | 53 237 388 | 18.3% |
| Chevin Blanc | 34 819 254 | 95.6% | 36 519 952 | 99.4% | 39 700 341 | 96.4% | 1 611 779 | 4.4% | 230 984 | 0.6% | 1 903 070 | 3.6% | 1 903 070 | 3.6% | 36 431 033 | 11.7% | 36 750 936 | 12.6% | 41 203 411 | 14.2% | 36 431 033 | 11.7% | 36 750 936 | 12.6% | 41 203 411 | 14.2% |
| Colemar | 10 194 665 | 89.4% | 11 460 075 | 91.6% | 10 094 027 | 87.7% | 1 210 092 | 10.6% | 1 049 485 | 8.4% | 1 417 535 | 12.3% | 1 417 535 | 12.3% | 11 404 757 | 3.7% | 12 509 559 | 4.3% | 11 511 562 | 4.0% | 11 404 757 | 3.7% | 12 509 559 | 4.3% | 11 511 562 | 4.0% |
| Sauvignon blanc | 83 424 977 | 96.7% | 67 535 625 | 97.5% | 65 377 145 | 96.4% | 2 874 276 | 3.3% | 1 729 780 | 2.8% | 2 434 201 | 3.6% | 2 434 201 | 3.6% | 86 299 253 | 27.8% | 69 269 405 | 23.7% | 67 811 346 | 23.3% | 86 299 253 | 27.8% | 69 269 405 | 23.7% | 67 811 346 | 23.3% |
| Other white | 181 170 181 | 95.4% | 178 967 098 | 96.1% | 176 417 975 | 93.0% | 8 704 307 | 4.6% | 7 208 231 | 3.9% | 13 291 228 | 7.0% | 13 291 228 | 7.0% | 189 874 488 | 61.2% | 186 175 329 | 63.7% | 189 708 803 | 65.3% | 189 874 488 | 61.2% | 186 175 329 | 63.7% | 189 708 803 | 65.3% |
| TOTAL | 299 682 359 | 96.6% | 283 408 487 | 96.9% | 272 917 019 | 93.9% | 10 433 904 | 3.4% | 8 978 539 | 3.1% | 17 792 483 | 6.1% | 17 792 483 | 6.1% | 310 115 863 | 100.0% | 292 387 026 | 100.0% | 290 709 502 | 100.0% | 310 115 863 | 100.0% | 292 387 026 | 100.0% | 290 709 502 | 100.0% |

TABLE 3:
STOCK SITUATION - VARIOUS REGIONS' STOCK AS % OF TOTAL

| | TOTAL | | | | | | LK, ROB & WORC | | | | | | OLIFANTS- & ORANGE | | | | | | STB, PRL & MALM | | | | | |
|--------------------|--------------------|----------------|--------------------|----------------|--------------------|----------------|--------------------|----------------|--------------------|----------------|--------------------|----------------|--------------------|----------------|-------------------|----------------|-------------------|----------------|-------------------|----------------|-------------------|----------------|-------------------|----------------|
| | 2008 litres | % of total | 2009 litres | % of total | 2010 litres | % of total | 2008 litres | % of type | 2009 litres | % of type | 2010 litres | % of type | 2008 litres | % of type | 2009 litres | % of type | 2010 litres | % of type | 2008 litres | % of type | 2009 litres | % of type | 2010 litres | % of type |
| | | | | | | | | | | | | | | | | | | | | | | | | |
| | 2008 litres | 2009 litres | 2010 litres | 2008 litres | 2009 litres | 2010 litres | 2008 litres | 2009 litres | 2010 litres | 2008 litres | 2009 litres | 2010 litres | 2008 litres | 2009 litres | 2010 litres | 2008 litres | 2009 litres | 2010 litres | 2008 litres | 2009 litres | 2010 litres | 2008 litres | 2009 litres | 2010 litres |
| 2008 litres | 2009 litres | 2010 litres | 2008 litres | 2009 litres | 2010 litres | 2008 litres | 2009 litres | 2010 litres | 2008 litres | 2009 litres | 2010 litres | 2008 litres | 2009 litres | 2010 litres | 2008 litres | 2009 litres | 2010 litres | 2008 litres | 2009 litres | 2010 litres | 2008 litres | 2009 litres | 2010 litres | |
| Cabernet Sauvignon | 24 306 677 | 7.8% | 18 939 419 | 6.5% | 16 591 356 | 5.7% | 9 810 132 | 40.4% | 8 441 425 | 44.6% | 6 041 876 | 36.4% | 1 481 604 | 6.1% | 945 779 | 5.0% | 988 050 | 6.0% | 13 014 942 | 53.5% | 9 552 215 | 50.4% | 9 561 430 | 57.0% |
| Merlot | 13 245 791 | 4.3% | 11 320 722 | 3.9% | 9 202 504 | 3.2% | 5 955 851 | 45.0% | 4 814 335 | 42.5% | 3 507 771 | 38.1% | 886 320 | 6.7% | 773 039 | 6.8% | 755 375 | 8.2% | 6 403 619 | 48.3% | 5 733 348 | 50.6% | 4 939 358 | 53.7% |
| Pinotage | 18 212 235 | 5.9% | 14 464 420 | 4.9% | 13 622 552 | 4.7% | 4 470 743 | 24.5% | 4 239 254 | 29.3% | 4 502 613 | 33.1% | 2 357 760 | 12.9% | 2 200 899 | 15.2% | 2 483 389 | 18.2% | 11 383 733 | 62.5% | 8 024 267 | 55.5% | 6 636 550 | 48.7% |
| Shiraz | 21 064 146 | 6.8% | 20 111 074 | 6.9% | 18 816 800 | 6.5% | 6 249 541 | 29.7% | 6 216 757 | 30.9% | 6 209 130 | 33.0% | 3 097 658 | 14.7% | 2 393 623 | 11.9% | 2 642 258 | 14.0% | 11 716 947 | 55.6% | 11 500 695 | 57.2% | 9 965 412 | 53.0% |
| Other red | 43 412 526 | 14.0% | 41 376 063 | 14.2% | 42 767 487 | 14.7% | 20 141 903 | 46.4% | 17 251 580 | 41.7% | 22 814 773 | 53.3% | 6 145 070 | 14.2% | 7 529 668 | 18.2% | 6 395 254 | 15.0% | 17 125 552 | 39.4% | 16 594 815 | 40.1% | 13 557 460 | 31.7% |
| Total red | 120 241 375 | 38.8% | 106 211 697 | 36.3% | 101 000 699 | 34.7% | 46 628 170 | 38.8% | 40 963 351 | 38.6% | 43 076 163 | 42.6% | 13 968 412 | 11.6% | 13 843 008 | 13.0% | 13 264 326 | 13.1% | 59 644 793 | 49.6% | 51 405 340 | 48.4% | 44 660 210 | 44.2% |
| Chardonnay | 12 617 263 | 4.1% | 15 112 561 | 5.2% | 15 945 096 | 5.5% | 7 905 678 | 62.7% | 10 531 305 | 69.7% | 11 699 760 | 73.4% | 1 670 518 | 13.2% | 1 533 783 | 10.1% | 1 379 917 | 8.7% | 3 041 068 | 24.1% | 3 047 473 | 20.2% | 2 865 419 | 18.0% |
| Chenin blanc | 43 122 182 | 13.9% | 52 532 868 | 18.0% | 53 237 388 | 18.3% | 22 577 933 | 52.4% | 24 732 723 | 47.1% | 27 309 442 | 51.3% | 8 473 557 | 19.7% | 12 422 046 | 23.6% | 12 097 570 | 22.7% | 12 070 692 | 28.0% | 15 378 099 | 29.3% | 13 830 376 | 26.0% |
| Colombar | 36 431 033 | 11.7% | 36 750 936 | 12.6% | 41 203 411 | 14.2% | 17 446 745 | 47.9% | 17 511 226 | 47.6% | 17 956 591 | 43.6% | 18 253 809 | 50.1% | 16 462 706 | 44.8% | 21 314 264 | 51.7% | 7 30 479 | 2.0% | 2 777 005 | 7.6% | 1 932 556 | 4.7% |
| Sauvignon blanc | 11 404 757 | 3.7% | 12 509 559 | 4.3% | 11 511 562 | 4.0% | 7 586 836 | 66.5% | 8 004 764 | 64.0% | 7 484 849 | 65.0% | 1 804 162 | 15.8% | 1 814 767 | 14.5% | 1 727 281 | 15.0% | 2 013 759 | 17.7% | 2 690 028 | 21.5% | 2 299 432 | 20.0% |
| Other white | 86 299 253 | 27.8% | 69 269 405 | 23.7% | 67 811 346 | 23.3% | 37 108 658 | 43.0% | 28 546 640 | 41.2% | 30 312 555 | 44.7% | 39 284 787 | 45.5% | 32 460 648 | 46.9% | 30 879 342 | 45.5% | 9 905 808 | 11.5% | 8 262 116 | 11.9% | 6 619 449 | 9.8% |
| Total white | 189 874 488 | 61.2% | 186 175 329 | 63.7% | 189 708 803 | 65.3% | 97 625 850 | 48.8% | 89 326 658 | 48.0% | 94 763 197 | 50.0% | 69 486 833 | 36.6% | 64 693 950 | 34.7% | 67 398 374 | 35.3% | 27 761 806 | 14.6% | 32 154 721 | 17.3% | 27 547 232 | 14.5% |
| TOTAL | 310 115 863 | 100.0% | 292 387 026 | 100.0% | 290 709 502 | 100.0% | 139 254 020 | 44.9% | 130 290 009 | 44.6% | 137 839 360 | 47.4% | 83 455 245 | 26.9% | 78 536 958 | 26.9% | 80 662 700 | 27.7% | 87 406 599 | 28.2% | 83 560 061 | 28.6% | 72 207 442 | 24.8% |

TABLE 4:
STOCK SITUATION - VARIOUS REGIONS, % DECREASE OR INCREASE IN STOCK LEVELS

| | TOTAL | | | LK, ROB & WORC | | | OLIFANTS- & ORANGE | | | STB, PRL & MALM | | |
|--------------------|--------------------|--------------------|----------------|--------------------|--------------------|----------------|--------------------|-------------------|----------------|-------------------|-------------------|---------------|
| | 2009 litres | 2010 litres | ± | 2009 litres | 2010 litres | ± | 2009 litres | 2010 litres | ± | 2009 litres | 2010 litres | ± |
| | | | | | | | | | | | | |
| | 2009 litres | 2010 litres | ± | 2009 litres | 2010 litres | ± | 2009 litres | 2010 litres | ± | 2009 litres | 2010 litres | ± |
| 2009 litres | 2010 litres | ± | 2009 litres | 2010 litres | ± | 2009 litres | 2010 litres | ± | 2009 litres | 2010 litres | ± | |
| Cabernet Sauvignon | 18 939 419 | 16 591 356 | -12.4% | 8 441 425 | 6 041 876 | -28.4% | 945 779 | 988 050 | 4.5% | 9 552 215 | 9 561 430 | 0.1% |
| Merlot | 11 320 722 | 9 202 504 | -18.7% | 4 814 335 | 3 507 771 | -27.1% | 773 039 | 755 375 | -2.3% | 5 733 348 | 4 939 358 | -13.8% |
| Pinotage | 14 464 420 | 13 622 552 | -5.8% | 4 239 254 | 4 502 613 | 6.2% | 2 200 899 | 2 483 389 | 12.8% | 8 024 267 | 6 636 550 | -17.3% |
| Shiraz | 20 111 074 | 18 816 800 | -6.4% | 6 216 757 | 6 209 130 | -0.1% | 2 393 623 | 2 642 258 | 10.4% | 11 500 695 | 9 965 412 | -13.3% |
| Other red | 41 376 063 | 42 767 487 | 3.4% | 17 251 580 | 22 814 773 | 32.2% | 7 529 668 | 6 395 254 | -15.1% | 16 594 815 | 13 557 460 | -18.3% |
| Total red | 106 211 697 | 101 000 699 | -4.9% | 40 963 351 | 43 076 163 | 5.2% | 13 843 008 | 13 264 326 | -4.2% | 51 405 340 | 44 660 210 | -13.1% |
| Chardonnay | 15 112 561 | 15 945 096 | 5.5% | 10 531 305 | 11 699 760 | 11.1% | 1 533 783 | 1 379 917 | -10.0% | 3 047 473 | 2 865 419 | -6.0% |
| Chenin blanc | 52 532 868 | 53 237 388 | 1.3% | 24 732 723 | 27 309 442 | 10.4% | 12 422 046 | 12 097 570 | -2.6% | 15 378 099 | 13 830 376 | -10.1% |
| Colombar | 36 750 936 | 41 203 411 | 12.1% | 17 511 226 | 17 956 591 | 2.5% | 16 462 706 | 21 314 264 | 29.5% | 2 777 005 | 1 932 556 | -30.4% |
| Sauvignon blanc | 12 509 559 | 11 511 562 | -8.0% | 8 004 764 | 7 484 849 | -6.5% | 1 814 767 | 1 727 281 | -4.8% | 2 690 028 | 2 299 432 | -14.5% |
| Other white | 69 269 405 | 67 811 346 | -2.1% | 28 546 640 | 30 312 555 | 6.2% | 32 460 648 | 30 879 342 | -4.9% | 8 262 116 | 6 619 449 | -19.9% |
| Total white | 186 175 329 | 189 708 803 | 1.9% | 89 326 658 | 94 763 197 | 6.1% | 64 693 950 | 67 398 374 | 4.2% | 32 154 721 | 27 547 232 | -14.3% |
| TOTAL | 292 387 026 | 290 709 502 | -0.6% | 130 290 009 | 137 839 360 | 5.8% | 78 536 958 | 80 662 700 | 2.7% | 83 560 061 | 72 207 442 | -13.6% |

TABLE 5:
STOCK SITUATION IN THE LITTLE KAROO, WORCESTER AND ROBERTSON

LITRES

| | 2010 VINTAGE | | | PREVIOUS VINTAGES | | | TOTAL |
|--------------------|--------------------|------------------|----------------|-------------------|----------------|----------------|--------------------|
| | CONTRACTED | NOT CONTRACTED | BOTTLED | CONTRACTED | NOT CONTRACTED | BOTTLED | |
| RED WINE | | | | | | | |
| Cabernet Sauvignon | 5 490 037 | 33 899 | 8 153 | 360 215 | 59 229 | 90 343 | 6 041 876 |
| Merlot | 3 352 798 | 2 596 | 15 241 | 127 540 | | 9 596 | 3 507 771 |
| Pinotage | 4 139 356 | 2 400 | 8 531 | 269 989 | | 82 337 | 4 502 613 |
| Shiraz | 5 437 010 | 149 219 | 8 375 | 394 589 | 92 086 | 127 851 | 6 209 130 |
| Other red | 21 638 979 | 150 961 | 60 799 | 732 909 | 25 902 | 205 223 | 22 814 773 |
| Total red | 40 058 180 | 339 075 | 101 099 | 1 885 242 | 177 217 | 515 350 | 43 076 163 |
| WHITE WINE | | | | | | | |
| Chardonnay | 9 168 814 | 1 963 289 | 41 174 | 345 043 | 161 721 | 19 719 | 11 699 760 |
| Chenin blanc | 25 538 160 | 1 401 133 | 105 890 | 254 125 | | 10 134 | 27 309 442 |
| Colombar | 16 337 128 | 1 053 715 | 18 660 | 471 623 | 74 709 | 756 | 17 956 591 |
| Sauvignon blanc | 6 248 694 | 1 057 064 | 89 207 | 81 436 | 6 404 | 2 044 | 7 484 849 |
| Other white | 27 801 682 | 1 029 190 | 172 989 | 1 157 532 | 83 363 | 67 799 | 30 312 555 |
| Total white | 85 094 478 | 6 504 391 | 427 920 | 2 309 759 | 326 197 | 100 452 | 94 763 197 |
| TOTAL | 125 152 658 | 6 843 466 | 529 019 | 4 195 001 | 503 414 | 615 802 | 137 839 360 |

TABLE 6:
STOCK SITUATION IN THE OLIFANTS RIVER AND ORANGE RIVER

LITRES

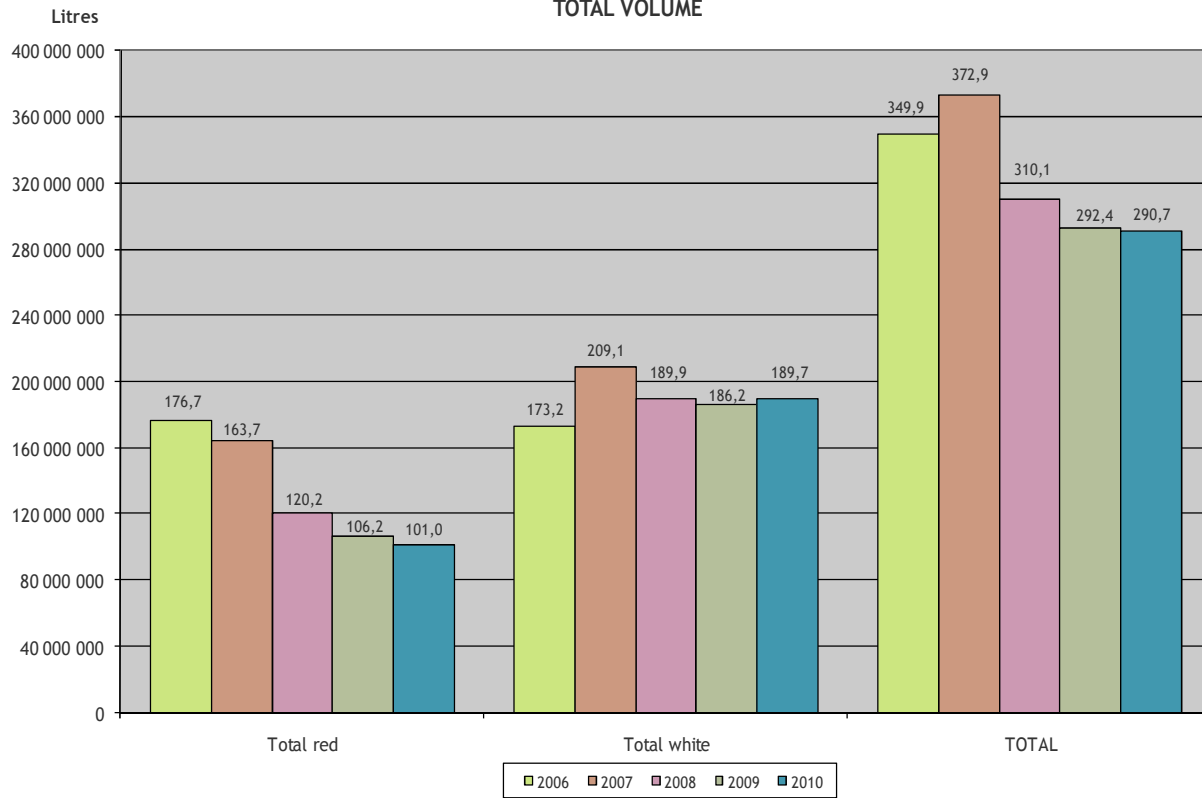
| | 2010 VINTAGE | | | PREVIOUS VINTAGES | | | TOTAL |
|--------------------|-------------------|------------------|----------------|-------------------|----------------|----------------|-------------------|
| | CONTRACTED | NOT CONTRACTED | BOTTLED | CONTRACTED | NOT CONTRACTED | BOTTLED | |
| RED WINE | | | | | | | |
| Cabernet Sauvignon | 679 698 | 55 304 | 13458 | 171 328 | 60 600 | 7 662 | 988 050 |
| Merlot | 627 220 | | 37 | 103 088 | | 25 030 | 755 375 |
| Pinotage | 2 386 766 | 9 600 | 8 343 | 65827 | | 12 853 | 2 483 389 |
| Shiraz | 2 446 964 | 40 300 | 26 168 | 111 888 | | 16 938 | 2 642 258 |
| Other red | 5 790 843 | 37 348 | 87 392 | 414 960 | 47 116 | 17 595 | 6 395 254 |
| Total red | 11 931 491 | 142 552 | 135 398 | 867 091 | 107 716 | 80 078 | 13 264 326 |
| WHITE WINE | | | | | | | |
| Chardonnay | 1 315 906 | 39 687 | 8 961 | | | 15 363 | 1 379 917 |
| Chenin blanc | 11 297 643 | 585 129 | 32 386 | 178 988 | | 3 424 | 12 097 570 |
| Colombar | 21 206 058 | 89 380 | 18 068 | | | 758 | 21 314 264 |
| Sauvignon blanc | 1 678 736 | | 29 336 | 11 083 | 5 970 | 2 156 | 1 727 281 |
| Other white | 29 816 012 | 403 805 | 388 296 | 246 416 | | 24 813 | 30 879 342 |
| Total white | 65 314 355 | 1 118 001 | 477 047 | 436 487 | 5 970 | 46 514 | 67 398 374 |
| TOTAL | 77 245 846 | 1 260 553 | 612 445 | 1 303 578 | 113 686 | 126 592 | 80 662 700 |

TABLE 7:
STOCK SITUATION IN STELLENBOSCH, PAARL AND MALMESBURY

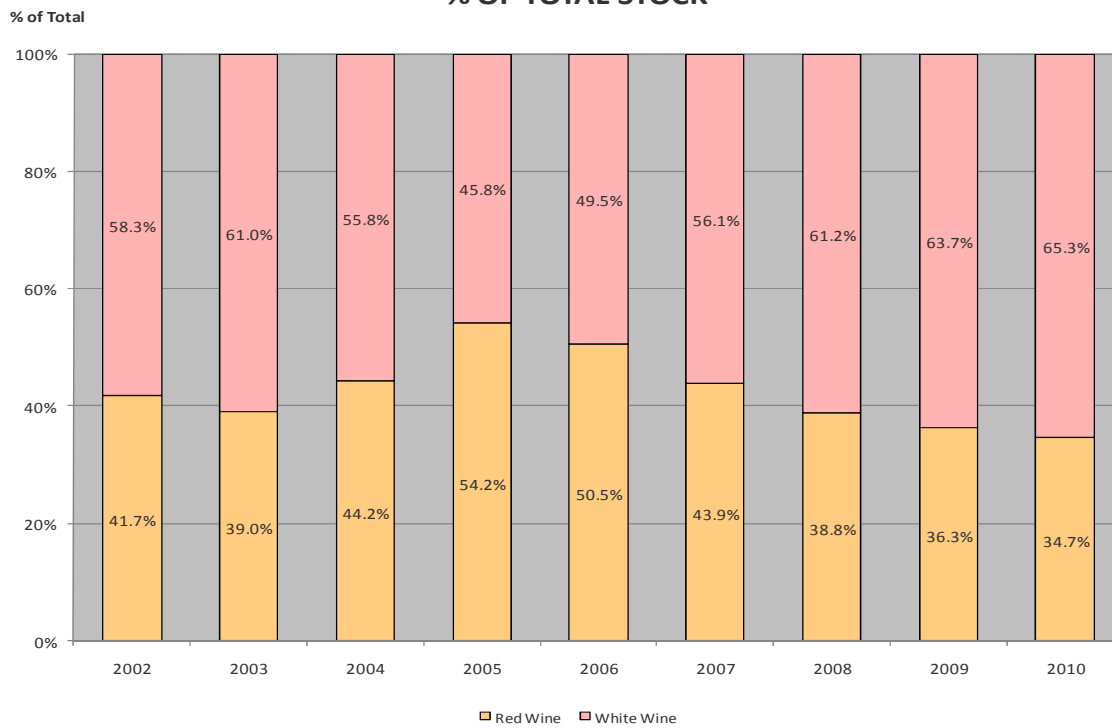
LITRES

| | 2010 VINTAGE | | | PREVIOUS VINTAGES | | | TOTAL |
|--------------------|-------------------|------------------|------------------|-------------------|----------------|------------------|-------------------|
| | CONTRACTED | NOT CONTRACTED | BOTTLED | CONTRACTED | NOT CONTRACTED | BOTTLED | |
| RED WINE | | | | | | | |
| Cabernet Sauvignon | 7 950 828 | 288 261 | 83 082 | 1 092 031 | 54 073 | 93 155 | 9 561 430 |
| Merlot | 3 747 094 | 318 738 | 153 691 | 618 927 | 17 729 | 83 179 | 4 939 358 |
| Pinotage | 5 347 131 | 349 899 | 85 250 | 744 776 | 5 000 | 104 494 | 6 636 550 |
| Shiraz | 6 438 329 | 1 667 343 | 280 951 | 1 361 799 | 45 510 | 171 480 | 9 965 412 |
| Other red | 9 245 272 | 891876 | 465 184 | 2 311 559 | 96 266 | 547 303 | 13 557 460 |
| Total red | 32 728 654 | 3 516 117 | 1 068 158 | 6 129 092 | 218 578 | 999 611 | 44 660 210 |
| WHITE WINE | | | | | | | |
| Chardonnay | 2 174 088 | 392 264 | 84 764 | 70 298 | 96 297 | 47 708 | 2 865 419 |
| Chenin blanc | 9 721 700 | 3 282 776 | 153 834 | 568 765 | 14 126 | 89 175 | 13 830 376 |
| Colombar | 1 598 219 | 285 266 | | | | 49 071 | 1 932 556 |
| Sauvignon blanc | 1 710 819 | 348 097 | 136 240 | 64 756 | | 39 520 | 2 299 432 |
| Other white | 4 738 203 | 507 446 | 241 940 | 497 495 | 410 397 | 223 968 | 6 619 449 |
| Total white | 19 943 029 | 4 815 849 | 616 778 | 1 201 314 | 520 820 | 449 442 | 27 547 232 |
| TOTAL | 52 671 683 | 8 331 966 | 1 684 936 | 7 330 406 | 739 398 | 1 449 053 | 72 207 442 |

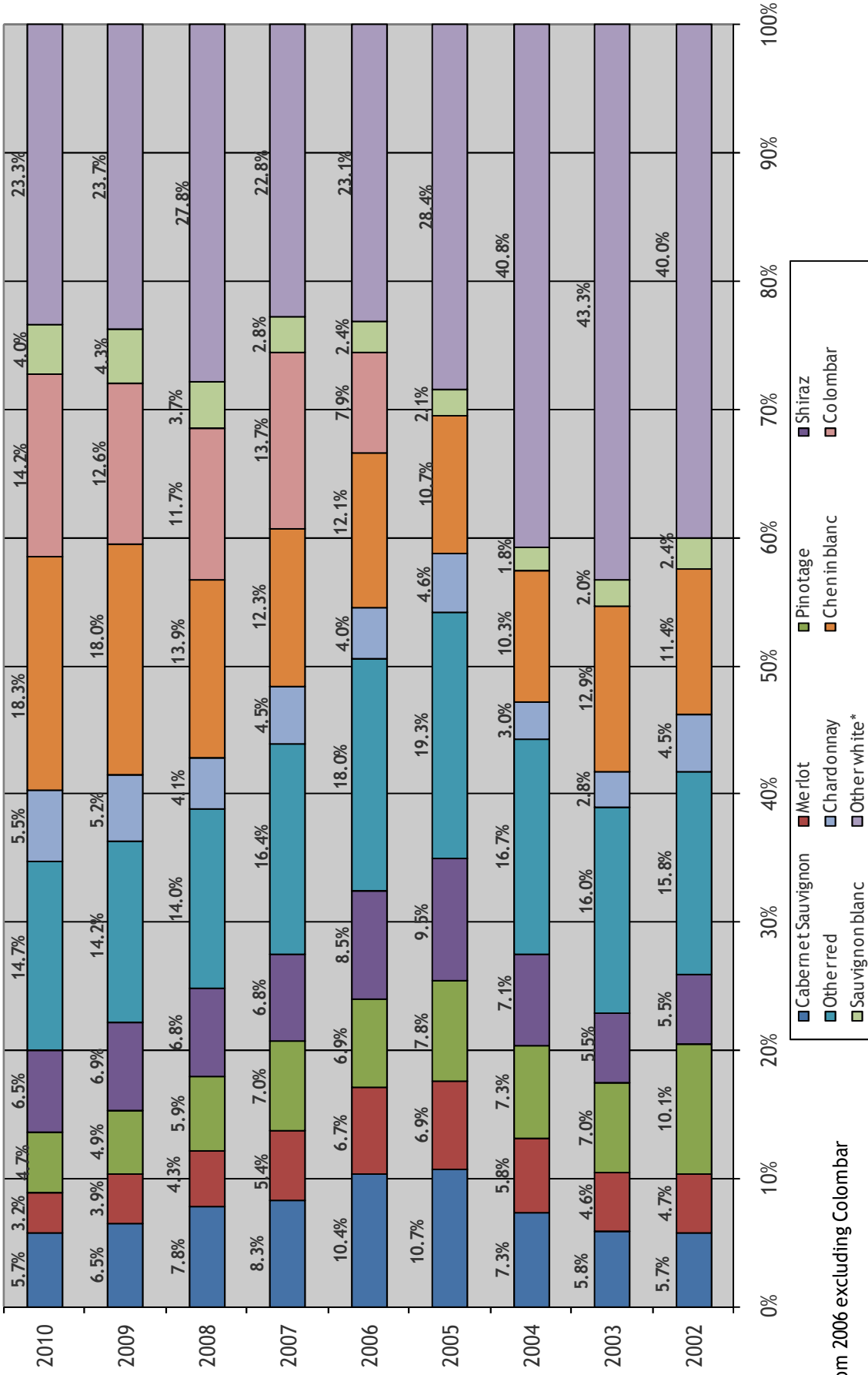
STOCK SITUATION OF NATURAL WINE IN THE INDUSTRY TOTAL VOLUME



STOCK SITUATION - WHITE WINE VS RED WINE AS % OF TOTAL STOCK

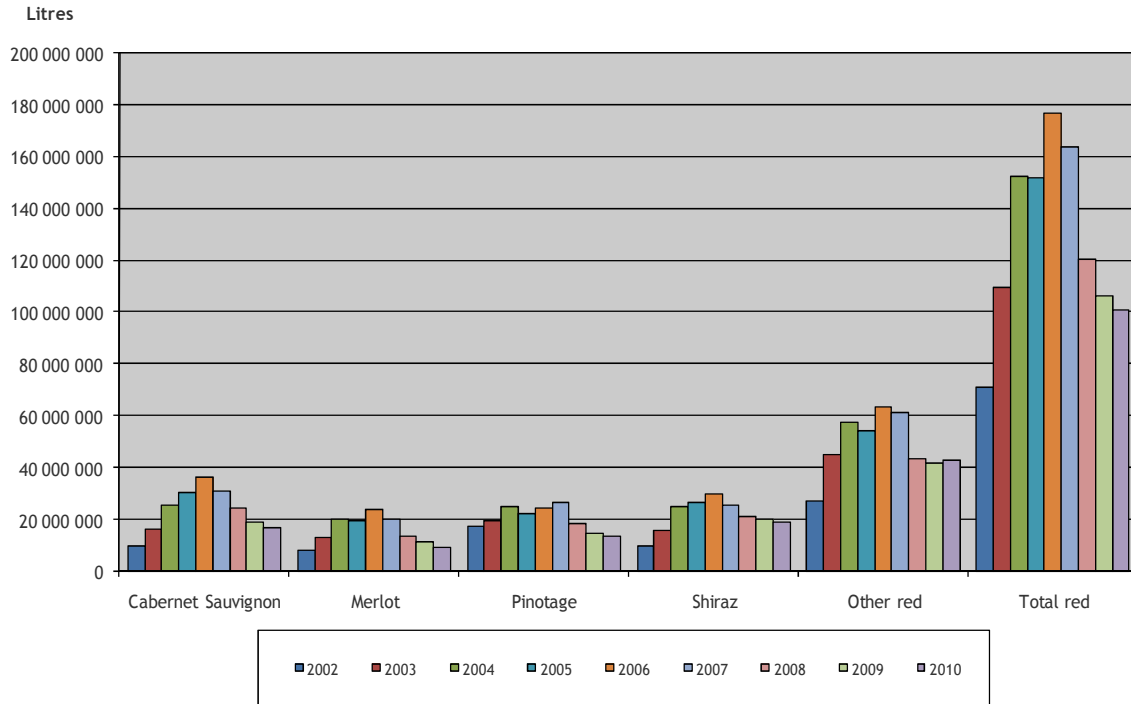


STOCK SITUATION OF NATURAL WINE IN THE INDUSTRY VARIETIES AS PERCENTAGE OF TOTAL

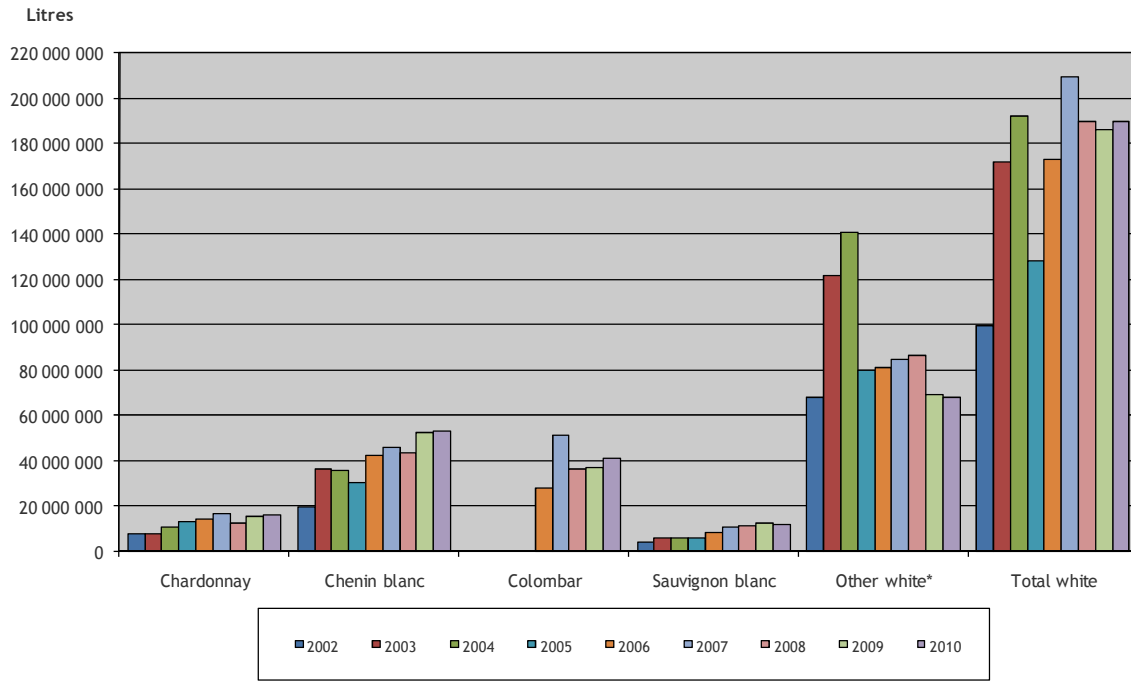


*From 2006 excluding Colombar

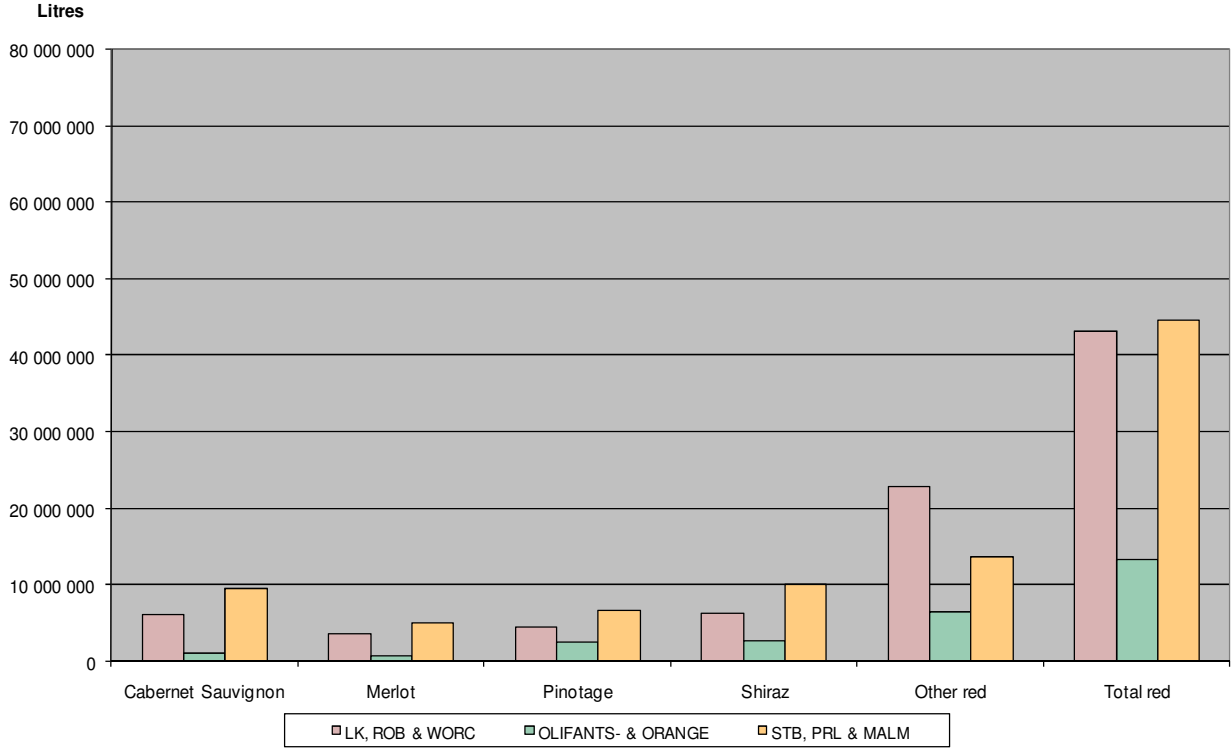
STOCK SITUATION OF NATURAL RED WINE IN THE INDUSTRY



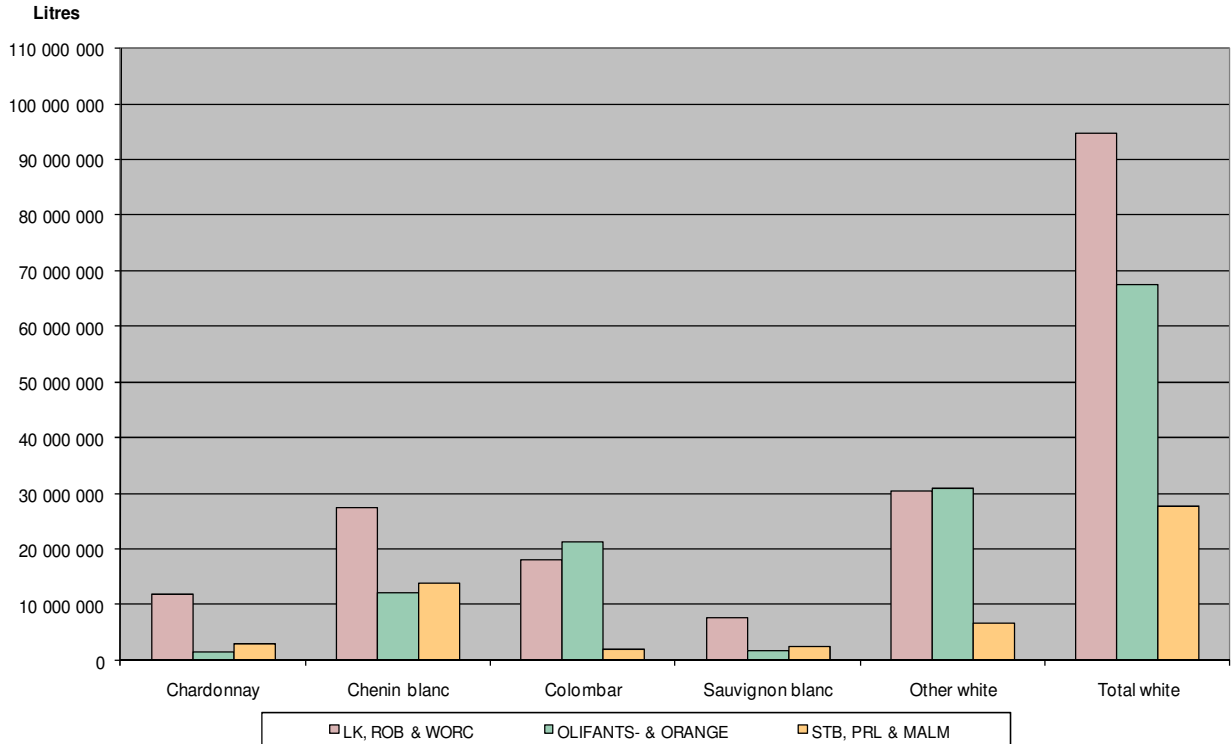
STOCK SITUATION OF NATURAL WHITE WINE IN THE INDUSTRY



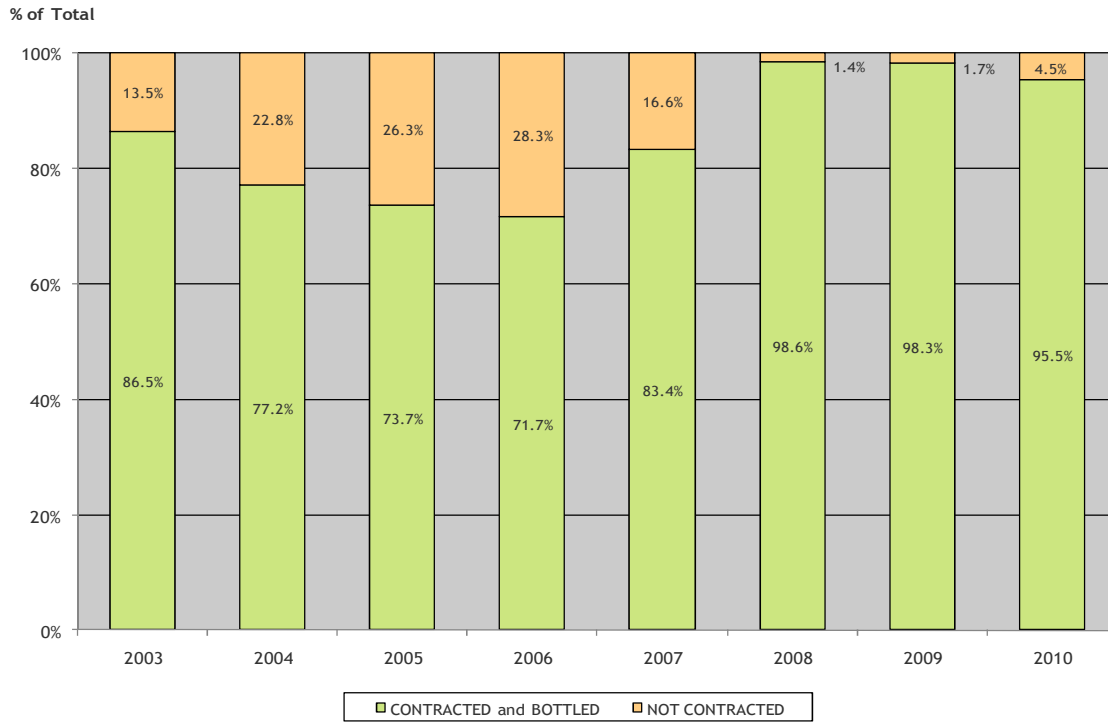
STOCK SITUATION OF NATURAL RED WINE IN THE VARIOUS REGIONS - OCTOBER 2010



STOCK SITUATION OF NATURAL WHITE WINE IN THE VARIOUS REGIONS - OCTOBER 2010



CONTRACTED AND BOTTLED VS NOT CONTRACTED NATURAL RED WINE



CONTRACTED AND BOTTLED VS NOT CONTRACTED NATURAL WHITE WINE

