

# Wine Industry

I N F O R M A T I O N

## December 2007



In this issue

- GRAPE AND WINE CROP p2
- HARVEST AND SALES ESTIMATES p3
- DOMESTIC SALES p4
- PRICE RANGES p5
- EXPORTS p8
- OIV - WORLD OVERVIEW p10
- IMPORT PARITY PRICES p13
- CERTIFICATION p16
- PRESS RELEASE Loose leaflet

### 2008 GRAPE AND WINE HARVEST AND SALES

The 2008 wine grape harvest is estimated at 1 357 168 tons according to the industry's (producer cellars and viticulturists) estimate as at 27 November 2007 (page 2). This is 0.4 per cent more than the estimated 2007 grape harvest. The estimated 2007 wine grape harvest was 3.9 per cent bigger than the 2006 harvest. It is expected that the 2008 wine harvest, including grape juice concentrate and grape juice, wine for brandy and distilling wine, will amount to 1 053,2 million litres at an average recovery of 776 litres per ton of grapes. A press release to this regard on the loose leaflet.

Domestic sales of natural wine show a 4,8 per cent increase for the twelve month period from November 2006 to October 2007, compared to the corresponding period the previous year. Exports of natural wine during the same period increased by an impressive 14,3 per cent. Domestic sales of wine (natural, sparkling and fortified) are expected to increase by 1,4 per cent in 2008, and exports of wine by between 6 and 9 per cent. Brandy sales will probably not show any growth in 2007 and an increase of only 1,9 per cent is estimated for 2008. The stock level at producer and private cellars on 31 December 2008 is expected to increase to 469,8 million litres, compared to 454,7 million litres on 31 December 2007.

Also in this issue – domestic sales of natural wine during October 2007 (page 4), information regarding the price ranges in which wine were sold in bulk during October 2007 (pages 5 to 7), exports of wine and flavoured grape liquor during November 2007 (page 8), exports per country (page 9), a world overview with regard to area under vines, wine production and consumption (pages 10 to 12), 2007 import parity prices (pages 13 to 15) and volume of wine certified during November 2007 (page 16).



MERRY CHRISTMAS AND A  
HAPPY NEW YEAR

SAWIS greetings until 2008  
Yvette and Natalie

A PUBLICATION OF:

 **SAWIS**

FOR FURTHER ENQUIRIES CONTACT :

Natalie Davids  
Tel: (021) 807 5719  
Fax: (021) 807 6004

PO Box 238 Paarl, 7620  
E-mail: [natalie@sawis.co.za](mailto:natalie@sawis.co.za)  
Web page: [www.sawis.co.za](http://www.sawis.co.za)



SA WINE COUNCIL

# ESTIMATED 2008 GRAPE AND WINE CROP

DISTRICT	GRAPE CROP - TONS							ESTIMATE 29/08/2007	ESTIMATE 27/11/2007
	2000	2001	2002	2003	2004	2005	2006	2007	2008
ORANGE RIVER	128 285	83 436	173 420	144 697	206 193	161 549	192 369	161 047	179 381
<i>trend (%) on previous year</i>	111.1	65.0	207.8	83.4	142.5	78.3	119.1	83.7	111.4
OLIFANTS RIVER	173 126	159 902	165 603	205 150	178 590	181 445	198 618	209 924	207 267
<i>trend (%) on previous year</i>	93.8	92.4	103.6	123.9	87.1	101.6	109.5	105.7	98.7
MALMESBURY	91 193	80 689	80 026	109 118	103 947	98 663	118 076	116 984	119 603
<i>trend (%) on previous year</i>	111.6	88.5	99.2	136.4	95.3	94.9	119.7	99.1	102.2
LITTLE KAROO	41 458	36 500	42 020	42 301	44 522	37 220	37 051	47 174	43 653
<i>trend (%) on previous year</i>	76.2	88.0	115.1	100.7	105.3	83.6	99.5	127.3	92.5
PAARL	128 018	123 572	105 287	144 833	138 802	138 796	145 937	153 040	157 025
<i>trend (%) on previous year</i>	99.0	96.5	85.2	137.6	95.8	100.0	105.1	104.9	102.6
ROBERTSON	161 055	141 267	165 304	176 440	184 095	158 679	166 782	195 631	196 740
<i>trend (%) on previous year</i>	80.2	87.7	117.0	106.7	104.3	86.2	105.1	117.3	100.6
STELLENBOSCH	105 533	98 514	76 999	114 285	115 276	115 229	122 742	116 728	123 499
<i>trend (%) on previous year</i>	95.1	93.3	78.2	148.4	100.9	100.0	106.5	95.1	105.8
WORCESTER	269 502	253 581	271 216	296 865	340 759	280 051	320 004	351 510	330 000
<i>trend (%) on previous year</i>	90.9	94.1	107.0	109.5	114.8	82.2	114.3	109.8	93.9
TOTAL (INDUSTRY)	1 098 170	977 461	1 079 875	1 233 689	1 312 184	1 171 632	1 301 579	1 352 040	1 357 168
<i>trend (%) on previous year</i>	93.6	89.0	110.5	114.2	106.4	89.3	111.1	103.9	100.4
LITRES PER GROSS TON	762	764	772	775	774	773	778	776	776
WINE PRODUCTION MILLION GROSS LITRES	837.2	746.5	834.2	956.0	1 015.7	905.2	1 013.0	1 049.5	1 053.2

# HARVEST AND SALES ESTIMATES

WINE PRODUCED	Average % alc/vol 2007	million gross litres							Trend	
		2001	2002	2003	2004	2005	2006	Estimate		2008/ 2007
								2007	2008	
Wine		530.4	567.2	712.7	696.8	628.5	709.7	737.8	735.5	99.7
Wine for brandy	11.31	8.1	26.8	50.5	85.4	82.9	82.1	102.3	87.9	85.9
Grape juice concentrate and grape juice	11.64	99.4	115.3	70.7	87.8	64.6	73.2	65.5	70.5	107.6
Distilling wine	9.78	108.5	124.8	122.2	145.8	129.2	147.9	143.9	159.3	110.7
<b>Total</b>		<b>746.5</b>	<b>834.2</b>	<b>956.0</b>	<b>1 015.7</b>	<b>905.2</b>	<b>1 013.0</b>	<b>1 049.5</b>	<b>1 053.2</b>	<b>100.4</b>

WINE MARKET REQUIREMENT	million gross litres							Trend	
	2001	2002	2003	2004	2005	2006	Estimate		2008/ 2007
							2007	2008	
Producer sales to wholesalers: Wine in bulk	368.8	395.1	362.9	416.1	419.1	405.5	430.1		
Grapes	50.4	43.9	66.3	67.8	67.5	71.8	67.2		
	419.2	439.0	429.2	483.8	486.6	477.3	497.3		
Direct producer sales (packaged wine) and exports	144.9	145.0	139.9	154.5	148.2	155.4	160.8		
<b>Total</b>	<b>564.1</b>	<b>584.0</b>	<b>569.1</b>	<b>638.3</b>	<b>634.8</b>	<b>632.7</b>	<b>658.1</b>	<b>691.1</b>	<b>105.0</b>
Wine imported in bulk by wholesalers*		26.4	41.9		15.4	11.3	9.2	7.7	
<b>Total wine market requirement</b>	<b>564.1</b>	<b>610.4</b>	<b>611.0</b>	<b>638.3</b>	<b>650.2</b>	<b>644.0</b>	<b>667.3</b>	<b>698.8</b>	<b>104.7</b>

\* concentrate component included

WINE PRODUCTION AND SALES	million gross litres							Trend	
	2001	2002	2003	2004	2005	2006	Estimate		2008/ 2007
							2007	2008	
Total wine stock at private and producer cellars on 1 Jan							403.1	454.7	
Wine production	530.4	567.2	712.7	696.8	628.5	709.7	737.8	735.5	99.7
Natural wine and must for sweetening imported by private and producer cellars	-	4.6	6.8	2.0	3.7	7.0	3.7	2.5	67.5
<b>Minus: Sales</b>	<b>564.1</b>	<b>584.0</b>	<b>569.1</b>	<b>638.3</b>	<b>634.8</b>	<b>632.7</b>	<b>658.1</b>	<b>691.1</b>	<b>105.0</b>
Transfers (previous vintages)	4.1	4.7	3.2	6.2	5.4	3.6	9.7	9.7	100.0
Lees destroyed/shortages	13.1	15.2	13.3	22.0	17.7	18.2	22.0	22.0	100.0
Total wine stock at private and producer cellars on 31 Dec	<b>242.3</b>	<b>209.3</b>	<b>336.8</b>	<b>363.7</b>	<b>339.4</b>	<b>403.1</b>	<b>454.7</b>	<b>469.8</b>	<b>103.3</b>
Total wine stock at producer cellars on 31 Dec	158.7	130.0	233.8	248.5	221.1	278.4			
Total wine stock at private cellars on 31 Dec	83.7	79.3	103.0	115.2	118.3	124.6			

DISTILLING WINE MARKET REQUIREMENT	million litres @ 10 alc/vol							Trend	
	2001	2002	2003	2004	2005	2006	Estimate		2008/ 2007
							2007	2008	
Ex bedryf	114.6	126.1	124.9	149.9	130.33	148.1	152.8	155.8	101.9
Ex import (current year)	-	23.0	61.0	16.0	24.3	31.1	39.6	26.0	65.7
Ex import (previous year)	-	-	-	-	30.0	10.0	-	-	-
Ex pool	-	15.5	1.5	1.9	1.8	1.8	1.8	1.8	100.0
<b>Total</b>	<b>114.6</b>	<b>164.6</b>	<b>187.4</b>	<b>167.8</b>	<b>186.4</b>	<b>191.0</b>	<b>194.2</b>	<b>183.6</b>	<b>94.5</b>
Pool deliveries	4.2	1.4	1.5	1.9	1.8	1.8	1.8	1.8	100.0
Ex import (destined for following year's market requirement)				30.0	10.0				

# DOMESTIC SALES AND EXPORTS OF NATURAL WINE

## DOMESTIC SALES OF NATURAL WINE

GROSS LITRE

	1 MONTH		3 MONTHS				6 MONTHS				12 MONTHS				MARKET SHARE	
	OCT 2006	OCT 2007	AUG 2006	AUG 2007	OCT 2006	OCT 2007	MAY 2006	MAY 2007	OCT 2006	OCT 2007	NOV 2005	NOV 2006	OCT 2006	OCT 2007	NOV 2006	OCT 2007
		TREND		TREND		TREND		TREND		TREND		TREND		TREND		TREND
Wholesalers	14 470 372	14 603 623	41 830 894	42 398 189	79 268 699	83 249 391	162 717 119	169 596 744	104.23						54.30	
Private Cellars	3 188 741	3 581 412	8 602 958	9 967 378	16 027 882	18 979 820	32 735 400	36 395 168	111.18						11.65	
Producer Cellars	9 111 018	9 518 215	25 783 739	32 703 152	49 242 867	56 343 289	98 971 839	105 638 955	106.74						33.82	
<b>SUB TOTAL</b>	<b>26 770 131</b>	<b>27 703 250</b>	<b>76 217 591</b>	<b>85 068 719</b>	<b>144 539 448</b>	<b>158 572 500</b>	<b>294 424 358</b>	<b>311 630 867</b>	<b>105.84</b>						<b>99.77</b>	
Wine component of alc fruit bev	256 911	0	753 869	0	1 413 908	0	3 626 209	722 682	19.93						0.23	
<b>TOTAL</b>	<b>27 027 042</b>	<b>27 703 250</b>	<b>76 971 460</b>	<b>85 068 719</b>	<b>145 953 356</b>	<b>158 572 500</b>	<b>298 050 567</b>	<b>312 353 549</b>	<b>108.65</b>						<b>100.00</b>	

Included in these figures are the sales of locally bottled imported natural wine

## EXPORT OF NATURAL WINE

GROSS LITRE

	1 MONTH		3 MONTHS				6 MONTHS				12 MONTHS				MARKET SHARE	
	OCT 2006	OCT 2007	AUG 2006	AUG 2007	OCT 2006	OCT 2007	MAY 2006	MAY 2007	OCT 2006	OCT 2007	NOV 2005	NOV 2006	OCT 2006	OCT 2007	NOV 2006	OCT 2007
		TREND		TREND		TREND		TREND		TREND		TREND		TREND		TREND
<b>TOTAL</b>	<b>22 334 477</b>	<b>35 191 683</b>	<b>67 095 429</b>	<b>83 296 908</b>	<b>145 071 040</b>	<b>172 102 769</b>	<b>264 258 114</b>	<b>302 027 004</b>	<b>118.63</b>						<b>100.00</b>	

## DOMESTIC SALES AND EXPORT OF NATURAL WINE

GROSS LITRE

	1 MONTH		3 MONTHS				6 MONTHS				12 MONTHS				MARKET SHARE	
	OCT 2006	OCT 2007	AUG 2006	AUG 2007	OCT 2006	OCT 2007	MAY 2006	MAY 2007	OCT 2006	OCT 2007	NOV 2005	NOV 2006	OCT 2006	OCT 2007	NOV 2006	OCT 2007
		TREND		TREND		TREND		TREND		TREND		TREND		TREND		TREND
<b>TOTAL</b>	<b>49 361 519</b>	<b>62 894 933</b>	<b>144 066 889</b>	<b>168 365 627</b>	<b>291 024 396</b>	<b>330 675 269</b>	<b>562 308 681</b>	<b>614 380 553</b>	<b>113.62</b>						<b>100.00</b>	

SOURCE FOR EXPORT FIGURES: DEPARTMENT OF AGRICULTURE, DIRECTORATE FOOD SAFETY AND QUALITY ASSURANCE

# PRICE RANGES IN WHICH WINE WERE SOLD IN BULK

TYPE	PRICE RANGE R / HL OR C / £	OCTOBER 2006		OCTOBER 2007		JAN - OCT 2007		JAN 06- DEC 06	JAN 05- DEC 05
		LITRES	%	LITRES	%	LITRES	%	%	%
Cabernet Sauvignon	< 100					44 021	0.3		
	100 - < 200					110 153	0.7	0.3	0.0
	200 - < 300			113 028	4.5	1 361 628	8.3	2.8	3.6
	300 - < 400	63 323	6.0	981 120	39.2	7 897 990	47.9	43.5	18.2
	400 - < 500	480 029	45.2	277 530	11.1	1 799 377	10.9	10.4	15.0
	500 - < 600	8 260	0.8	649 180	26.0	3 537 054	21.4	13.4	24.6
	600 - < 700	118 910	11.2	377 750	15.1	1 275 850	7.7	17.7	13.0
	700 - < 800	184 980	17.4	93 210	3.7	274 080	1.7	6.0	13.0
	800 - < 900	131 450	12.4			62 712	0.4	3.1	6.4
	900 - < 1000	74 620	7.0					0.8	3.5
	> 1000			9 700	0.4	129 260	0.8	2.0	2.7
<b>TOTAL £</b>		<b>1 061 572</b>	<b>100.0</b>	<b>2 501 518</b>	<b>100.0</b>	<b>16 492 125</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
<b>AVE PRICE R / HL OR C / £</b>			<b>485.67</b>		<b>468.20</b>		<b>420.56</b>	<b>476.23</b>	<b>557.12</b>
Cabernet Franc	100 - < 200					10 000	2.9	1.20	
	200 - < 300					27 950	8.0	6.1	15.0
	300 - < 400					117 083	33.6	39.9	52.9
	400 - < 500	21 340	100.0			78 620	22.6	31.9	11.9
	500 - < 600			86 590	91.8	86 590	24.9	7.5	
	600 - < 700			7 700	8.2	27 900	8.0	5.3	15.1
	700 - < 800							8.1	5.1
<b>TOTAL £</b>		<b>21 340</b>	<b>100.0</b>	<b>94 290</b>	<b>100.0</b>	<b>348 143</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
<b>AVE PRICE R / HL OR C / £</b>			<b>450.00</b>		<b>549.84</b>		<b>410.34</b>	<b>408.12</b>	<b>384.92</b>
Ruby Cabernet	100 - < 200					267 900	5.4		
	200 - < 300			159 280	45.8	1 875 736	38.0	24.9	21.3
	300 - < 400	114 510	18.4	133 047	38.3	1 546 868	31.4	24.6	26.8
	400 - < 500	171 480	27.5	55 312	15.9	1 159 936	23.5	23.8	17.3
	500 - < 600	236 978	38.0			55 120	1.1	24.6	27.4
	600 - < 700	100 118	16.1			26 300	0.5	1.2	6.9
	700 - < 800								0.0
	800 - < 900							0.8	
	> 1000								0.2
<b>TOTAL £</b>		<b>623 086</b>	<b>100.0</b>	<b>347 639</b>	<b>100.0</b>	<b>4 931 860</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
<b>AVE PRICE R / HL OR C / £</b>			<b>379.91</b>		<b>289.78</b>		<b>309.04</b>	<b>393.36</b>	<b>411.45</b>
Merlot	< 100					16 000	0.2		
	100 - < 200			295 890	18.0	601 623	6.1	4.08	
	200 - < 300			236 216	14.4	995 596	10.1	6.3	6.2
	300 - < 400	71 620	16.3	365 311	22.2	4 021 921	40.8	45.6	39.2
	400 - < 500	121 675	27.7	85 100	5.2	1 158 797	11.8	13.0	16.9
	500 - < 600	43 219	9.8	623 372	37.9	2 127 073	21.6	13.6	15.3
	600 - < 700	178 420	40.7	5 260	0.3	815 987	8.3	9.4	5.2
	700 - < 800	10 530	2.4	32 190	2.0	125 100	1.3	4.1	11.3
	800 - < 900	13 400	3.1					1.9	2.5
	900 - < 1000							2.0	2.8
	> 1000							0.0	0.7
	<b>TOTAL £</b>		<b>438 864</b>	<b>100.0</b>	<b>1 643 339</b>	<b>100.0</b>	<b>9 862 097</b>	<b>100.0</b>	<b>100.0</b>
<b>AVE PRICE R / HL OR C / £</b>			<b>442.52</b>		<b>377.61</b>		<b>398.47</b>	<b>426.29</b>	<b>471.33</b>
Shiraz	< 100	10 912	0.7					0.08	
	100 - < 200					115 825	0.7	0.27	
	200 - < 300	14 000	0.9	85 230	3.5	1 955 756	11.5	5.6	2.4
	300 - < 400	593 083	39.3	1 348 008	55.2	5 365 089	31.7	30.0	28.0
	400 - < 500	292 370	19.4	384 162	15.7	3 140 041	18.5	18.1	21.3
	500 - < 600	143 190	9.5	241 702	9.9	3 270 707	19.3	15.5	12.0
	600 - < 700	199 105	13.2	353 762	14.5	2 145 270	12.7	13.0	9.9
	700 - < 800	41 180	2.7	4 940	0.2	65 340	0.4	6.3	11.3
	800 - < 900	148 592	9.8			620 694	3.7	7.5	10.0
	900 - < 1000	44 659	3.0	12 741	0.5	17 112	0.1	1.4	2.0
	> 1000	21 713	1.4	11 169	0.5	245 737	1.5	2.2	3.3
	<b>TOTAL £</b>	<b>1 508 804</b>	<b>100.0</b>	<b>2 441 714</b>	<b>100.0</b>	<b>16 941 571</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
	<b>AVE PRICE R / HL OR C / £</b>		<b>505.10</b>		<b>447.58</b>		<b>462.35</b>	<b>514.37</b>	<b>548.21</b>
Pinotage	100 - < 200								0.2
	200 - < 300	5 000	0.4	69 844	4.9	794 917	6.8	2.3	1.0
	300 - < 400	902 102	78.6	448 180	31.7	5 765 941	49.3	49.8	48.0
	400 - < 500	181 962	15.9	635 494	45.0	3 409 996	29.1	35.7	24.8
	500 - < 600	17 482	1.5	234 310	16.6	1 384 549	11.8	7.5	11.3
	600 - < 700	33 124	2.9	24 820	1.8	257 366	2.2	3.4	9.5
	700 - < 800	8 000	0.7			5 175	0.0	0.5	1.6
	800 - < 900								2.0
	900 - < 1000								0.6
	> 1000					86 829	0.7	0.6	1.1
<b>TOTAL £</b>	<b>1 147 670</b>	<b>100.0</b>	<b>1 412 648</b>	<b>100.0</b>	<b>11 704 773</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	
<b>AVE PRICE R / HL OR C / £</b>		<b>357.04</b>		<b>410.57</b>		<b>393.52</b>	<b>392.88</b>	<b>443.73</b>	
Pinot Noir	300 - < 400							60.7	
	400 - < 500							26.1	8.4
	500 - < 600					7 260	12.8		14.6
	600 - < 700					33 620	59.2	13.2	40.8
	700 - < 800					15 880	28.0		29.3
	800 - < 900								
	900 - < 1000								
> 1000								6.9	
<b>TOTAL £</b>					<b>56 760</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	
<b>AVE PRICE R / HL OR C / £</b>					<b>670.94</b>	<b>420.45</b>	<b>652.16</b>		
Cinsaut	100 - < 200							1.34	
	200 - < 300			96 880	31.9	1 544 418	37.7	22.1	0.6
	300 - < 400	376 599	74.9	120 711	39.8	2 221 542	54.2	46.3	54.5
	400 - < 500	125 940	25.1	85 758	28.3	291 959	7.1	25.8	31.8
	500 - < 600							4.5	12.7
	600 - < 700								0.4
	700 - < 800					37 980	0.9		
<b>TOTAL £</b>		<b>502 539</b>	<b>100.0</b>	<b>303 349</b>	<b>100.0</b>	<b>4 095 899</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
<b>AVE PRICE R / HL OR C / £</b>			<b>351.44</b>		<b>326.38</b>		<b>318.67</b>	<b>349.50</b>	<b>396.57</b>

TYPE	PRICE RANGE R / HL OR C / £	OCTOBER 2006		OCTOBER 2007		JAN - OCT 2007		JAN 06-DEC 06	JAN 05-DEC 05
		LITRES	%	LITRES	%	LITRES	%	%	%
Rosé and Blanc de Noir	100 - < 200	14 000	1.4	89 466	5.2	644 452	4.2	0.2	
	200 - < 300	724 540	73.9	1 010 732	58.4	7 638 898	50.2	50.2	54.8
	300 - < 400	225 864	23.0	591 398	34.2	6 266 629	41.2	43.7	32.1
	400 - < 500	16 590	1.7	13 528	0.8	483 123	3.2	5.2	12.0
	500 - < 600			15 980	0.9	165 029	1.1	0.8	1.0
	900 - < 1000					10 372	0.1		0.1
	<b>TOTAL £</b>	<b>980 994</b>	<b>100.0</b>	<b>1 731 476</b>	<b>100.0</b>	<b>15 208 503</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
	<b>AVE PRICE R / HL OR C / £</b>		<b>282.72</b>		<b>286.84</b>		<b>300.02</b>	<b>304.68</b>	<b>305.31</b>
Other red and blends	< 200	60 948	1.9	2 293 430	33.5	4 596 199	13.4	2.2	0.1
	200 - < 300	532 356	16.9	1 116 655	16.3	5 283 698	15.4	16.6	17.8
	300 - < 400	1 561 594	49.5	2 305 720	33.7	12 667 230	36.9	48.9	35.1
	400 - < 500	493 109	15.6	705 603	10.3	7 621 589	22.2	16.6	28.3
	500 - < 700	507 181	16.1	417 744	6.1	3 605 597	10.5	13.7	8.5
	> 700			10 000	0.1	529 415	1.5	2.0	10.3
	<b>TOTAL £</b>	<b>3 155 188</b>	<b>100.0</b>	<b>6 849 152</b>	<b>100.0</b>	<b>34 303 728</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
	<b>AVE PRICE R / HL OR C / £</b>		<b>380.20</b>		<b>284.02</b>		<b>352.57</b>	<b>386.66</b>	<b>417.72</b>
Chardonnay *	< 250					118 740	0.7		0.4
	250 - < 350	6 280	0.5	3 000	0.2	717 081	4.2	1.1	1.9
	350 - < 450	350 288	25.6	266 368	18.4	4 686 353	27.6	17.2	9.4
	450 - < 550	934 610	68.2	995 858	68.8	9 531 648	56.1	67.9	71.1
	550 - < 650	78 754	5.7	166 040	11.5	1 639 118	9.6	13.0	15.9
	> 650			16 261	1.1	306 671	1.8	0.8	1.3
	<b>TOTAL £</b>	<b>1 369 932</b>	<b>100.0</b>	<b>1 447 527</b>	<b>100.0</b>	<b>16 999 611</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
	<b>AVE PRICE R / HL OR C / £</b>		<b>482.45</b>		<b>495.35</b>		<b>473.93</b>	<b>495.11</b>	<b>494.22</b>
Chardonnay Juice	<b>AVE PRICE R / HL OR C / £</b>					<b>1 132 529</b>	<b>457.42</b>	<b>476.18</b>	<b>482.88</b>
Sauvignon Blanc *	< 250			46 528	7.3	133 219	1.0	0.4	0.5
	250 - < 350	18 000	3.6	101 408	16.0	863 999	6.8	3.0	2.5
	350 - < 450	37 850	7.5	98 620	15.6	561 100	4.4	4.8	8.9
	450 - < 550	313 351	62.5	105 172	16.6	7 461 040	58.6	46.3	55.6
	550 - < 650	99 458	19.8	228 779	36.1	2 832 299	22.3	37.4	29.1
	> 650	32 783	6.5	53 533	8.4	872 582	6.9	8.1	3.4
	<b>TOTAL £</b>	<b>501 442</b>	<b>100.0</b>	<b>634 040</b>	<b>100.0</b>	<b>12 724 239</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
	<b>AVE PRICE R / HL OR C / £</b>		<b>531.15</b>		<b>489.82</b>		<b>518.64</b>	<b>547.53</b>	<b>522.11</b>
Sauvignon Blanc Juice	<b>AVE PRICE R / HL OR C / £</b>					<b>3 770 167</b>	<b>500.98</b>	<b>500.00</b>	<b>500.00</b>
Chenin Blanc *	< 150					5 000	0.0		
	150 - < 200							0.0	0.2
	200 - < 250			24 787	0.5	1 054 098	2.0	1.2	15.6
	250 - < 350	3 543 851	85.7	3 753 787	73.1	38 689 079	72.0	76.8	63.4
	> 350	590 030	14.3	1 359 882	26.5	13 951 670	26.0	22.0	20.8
		<b>TOTAL £</b>	<b>4 133 881</b>	<b>100.0</b>	<b>5 138 456</b>	<b>100.0</b>	<b>53 699 847</b>	<b>100.0</b>	<b>100.0</b>
	<b>AVE PRICE R / HL OR C / £</b>		<b>304.53</b>		<b>318.75</b>		<b>322.73</b>	<b>317.27</b>	<b>304.43</b>
Chenin Blanc Juice	<b>AVE PRICE R / HL OR C / £</b>					<b>321 285</b>	<b>363.57</b>	<b>0.00</b>	<b>300.00</b>
Colombar	150 - < 200								0.3
	200 - < 250					159 760	0.7	1.6	25.7
	250 - < 350	3 220 652	92.2	2 058 090	83.1	19 008 941	84.8	89.2	68.3
	> 350	271 270	7.8	418 620	16.9	3 242 962	14.5	9.1	5.6
		<b>TOTAL £</b>	<b>3 491 922</b>	<b>100.0</b>	<b>2 476 710</b>	<b>100.0</b>	<b>22 411 663</b>	<b>100.0</b>	<b>100.0</b>
	<b>AVE PRICE R / HL OR C / £</b>		<b>292.33</b>		<b>299.89</b>		<b>300.94</b>	<b>293.68</b>	<b>277.70</b>
Riesling	150 - < 200					1 500	0.0		
	200 - < 250								9.2
	250 - < 350	334 220	75.0	374 050	100.0	2 735 969	81.9	76.4	64.6
	> 350	111 160	25.0			604 690	18.1	23.6	26.2
		<b>TOTAL £</b>	<b>445 380</b>	<b>100.0</b>	<b>374 050</b>	<b>100.0</b>	<b>3 342 159</b>	<b>100.0</b>	<b>100.0</b>
	<b>AVE PRICE R / HL OR C / £</b>		<b>314.67</b>		<b>303.24</b>		<b>317.84</b>	<b>323.79</b>	<b>313.12</b>
Semillon *	150 - < 200					16 500	0.5	0.0	
	200 - < 250	4 500	0.6	30 550	33.3	30 550	1.0	0.1	0.4
	250 - < 350	479 057	65.5	13 480	14.7	992 476	31.0	56.7	51.8
	> 350	247 662	33.9	47 693	52.0	2 164 396	67.6	43.1	47.9
		<b>TOTAL £</b>	<b>731 219</b>	<b>100.0</b>	<b>91 723</b>	<b>100.0</b>	<b>3 203 922</b>	<b>100.0</b>	<b>100.0</b>
	<b>AVE PRICE R / HL OR C / £</b>		<b>330.55</b>		<b>320.46</b>		<b>357.20</b>	<b>339.03</b>	<b>332.64</b>
Semillon Juice	<b>AVE PRICE R / HL OR C / £</b>					<b>493 620</b>	<b>383.62</b>	<b>316.20</b>	<b>350.00</b>
Other white and blends	100 - < 125			19 580	0.1	19 580		0.0	0.0
	125 - < 150					14 500	0.0		0.0
	150 - < 200			698 060	4.4	1 439 560	1.1	0.2	1.0
	200 - < 250	713 844	5.4	2 292 415	14.4	14 384 126	11.4	16.1	45.1
	250 - < 350	12 279 743	93.1	11 483 370	72.0	99 444 835	79.0	78.0	50.1
	> 350	194 137	1.5	1 459 623	9.1	10 586 666	8.4	5.7	3.8
	<b>TOTAL £</b>	<b>13 187 724</b>	<b>100.0</b>	<b>15 953 048</b>	<b>100.0</b>	<b>125 889 267</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
	<b>AVE PRICE R / HL OR C / £</b>		<b>269.25</b>		<b>273.64</b>		<b>276.38</b>	<b>274.39</b>	<b>254.85</b>
Juice	<b>AVE PRICE R / HL OR C / £</b>					<b>1 875 857</b>	<b>328.21</b>	<b>439.28</b>	<b>344.75</b>
Fortified wine	150 - < 200					78 660	0.8	0.8	1.1
	200 - < 250					142 448	1.5	0.0	0.2
	250 - < 300			46 010	2.8	46 010	0.5	0.4	5.7
	300 - < 350	1 343 388	60.6	429 952	26.1	2 925 818	30.3	56.8	76.5
	> 350	872 474	39.4	1 172 637	71.1	6 470 932	67.0	42.0	16.5
		<b>TOTAL £</b>	<b>2 215 862</b>	<b>100.0</b>	<b>1 648 599</b>	<b>100.0</b>	<b>9 663 868</b>	<b>100.0</b>	<b>100.0</b>
	<b>AVE PRICE R / HL OR C / £</b>		<b>348.55</b>		<b>358.58</b>		<b>373.68</b>	<b>354.58</b>	<b>346.88</b>
All Varieties	<b>AVE PRICE R / HL OR C / £</b>	<b>35 517 419</b>	<b>329.23</b>	<b>45 089 278</b>	<b>325.26</b>	<b>361 880 035</b>	<b>338.00</b>	<b>338.42</b>	<b>338.35</b>

** Wine for brandy	CENT PER LITRE @ 10% ALC/VOL					222.42	210.09	206.79
Distilling wine	CENT PER LITRE @ 10% ALC/VOL	88.84		95.00		93.31	94.15	97.43

\* Including juice

\*\* Price to the point of delivery at the buyers premises

Rebate lease included in price

Prices excluded rebate brandy

# AVERAGE PRICES OF WINE SOLD IN BULK

TYPE	R / HL OR C / ℓ							
	JANUARY - DECEMBER							JAN - OCT
	2000	2001	2002	2003	2004	2005	2006	2007
CABERNET SAUVIGNON	799.86	802.21	822.51	798.53	687.74	557.12	476.23	420.56
<b>TREND</b>		<b>100.29</b>	<b>102.53</b>	<b>97.08</b>	<b>86.13</b>	<b>81.01</b>	<b>85.48</b>	<b>88.31</b>
CABERNET FRANC	719.23	736.48	702.26	736.52	650.08	384.92	408.12	410.34
<b>TREND</b>		<b>102.40</b>	<b>95.35</b>	<b>104.88</b>	<b>88.26</b>	<b>59.21</b>	<b>106.03</b>	<b>100.54</b>
MERLOT	771.05	766.49	765.88	729.32	619.63	471.33	426.29	398.47
<b>TREND</b>		<b>99.41</b>	<b>99.92</b>	<b>95.23</b>	<b>84.96</b>	<b>76.07</b>	<b>90.44</b>	<b>93.47</b>
PINOTAGE	765.37	730.88	689.85	651.98	519.22	443.73	392.88	393.52
<b>TREND</b>		<b>95.49</b>	<b>94.39</b>	<b>94.51</b>	<b>79.64</b>	<b>85.46</b>	<b>88.54</b>	<b>100.16</b>
RUBY CABERNET	591.01	609.55	614.44	617.91	542.65	411.45	393.36	309.04
<b>TREND</b>		<b>103.14</b>	<b>100.80</b>	<b>100.56</b>	<b>87.82</b>	<b>75.82</b>	<b>95.60</b>	<b>78.56</b>
SHIRAZ	802.80	781.67	748.47	757.73	638.04	548.21	514.37	462.35
<b>TREND</b>		<b>97.37</b>	<b>95.75</b>	<b>101.24</b>	<b>84.20</b>	<b>85.92</b>	<b>93.83</b>	<b>89.89</b>
CINSAUT	408.51	432.56	486.37	540.29	485.66	396.57	349.50	318.67
<b>TREND</b>		<b>105.89</b>	<b>112.44</b>	<b>111.09</b>	<b>89.89</b>	<b>81.66</b>	<b>88.13</b>	<b>91.18</b>
PINOT NOIR	707.26	661.01	631.24	740.05	896.91	652.16	420.45	670.94
<b>TREND</b>		<b>93.46</b>	<b>95.50</b>	<b>117.24</b>	<b>121.20</b>	<b>72.71</b>	<b>64.47</b>	<b>159.58</b>
ROSÉ AND BLANC DE NOIR	187.20	190.08	294.51	366.92	374.01	305.31	304.68	300.02
<b>TREND</b>		<b>101.54</b>	<b>154.94</b>	<b>124.59</b>	<b>101.93</b>	<b>81.63</b>	<b>99.79</b>	<b>98.47</b>
OTHER RED AND BLENDS	493.17	498.48	506.97	568.37	497.10	417.72	386.66	352.57
<b>TREND</b>		<b>101.08</b>	<b>101.70</b>	<b>112.11</b>	<b>87.46</b>	<b>84.03</b>	<b>92.56</b>	<b>91.18</b>
CHARDONNAY	306.51	327.59	396.06	470.17	485.06	494.22	495.11	473.93
<b>TREND</b>		<b>106.88</b>	<b>120.90</b>	<b>118.71</b>	<b>103.17</b>	<b>101.89</b>	<b>100.18</b>	<b>95.72</b>
SAUVIGNON BLANC	339.81	316.95	409.20	481.06	497.24	522.11	547.53	518.64
<b>TREND</b>		<b>93.27</b>	<b>129.11</b>	<b>117.56</b>	<b>103.36</b>	<b>105.00</b>	<b>104.87</b>	<b>94.72</b>
COLOMBAR	145.71	143.19	203.17	273.69	264.20	277.70	293.68	300.94
<b>TREND</b>		<b>98.27</b>	<b>141.89</b>	<b>134.71</b>	<b>96.53</b>	<b>105.11</b>	<b>105.75</b>	<b>102.47</b>
RIESLING	160.08	151.38	203.81	281.41	281.96	313.12	323.79	317.84
<b>TREND</b>		<b>94.57</b>	<b>134.63</b>	<b>138.07</b>	<b>100.20</b>	<b>111.05</b>	<b>103.41</b>	<b>98.16</b>
SEMILLON	190.19	198.69	240.91	330.08	336.02	332.64	339.03	357.20
<b>TREND</b>		<b>104.47</b>	<b>121.25</b>	<b>137.01</b>	<b>101.80</b>	<b>98.99</b>	<b>101.92</b>	<b>105.36</b>
CHENIN BLANC	160.13	159.46	215.21	302.90	290.08	304.43	317.27	322.73
<b>TREND</b>		<b>99.58</b>	<b>134.96</b>	<b>140.75</b>	<b>95.77</b>	<b>104.95</b>	<b>104.22</b>	<b>101.72</b>
OTHER WHITE AND BLENDS	122.01	131.93	187.79	253.83	250.99	254.85	274.39	276.38
<b>TREND</b>		<b>108.13</b>	<b>142.34</b>	<b>135.17</b>	<b>98.88</b>	<b>101.54</b>	<b>107.67</b>	<b>100.73</b>
FORTIFIED WINE	201.20	208.17	232.61	297.10	317.72	346.88	354.58	373.68
<b>TREND</b>		<b>103.46</b>	<b>111.74</b>	<b>127.72</b>	<b>106.94</b>	<b>109.18</b>	<b>102.22</b>	<b>105.39</b>
ALL VARIETIES	212.03	229.28	299.36	378.06	354.16	338.35	338.42	338.00
<b>TREND</b>		<b>108.14</b>	<b>130.57</b>	<b>126.29</b>	<b>93.68</b>	<b>95.54</b>	<b>100.02</b>	<b>99.88</b>
ALL RED VARIETIES	575.04	592.84	621.35	634.77	547.18	440.49	406.02	377.41
<b>TREND</b>		<b>103.10</b>	<b>104.81</b>	<b>102.16</b>	<b>86.20</b>	<b>80.50</b>	<b>92.17</b>	<b>92.95</b>
ALL WHITE VARIETIES	145.39	155.74	215.89	291.14	287.97	297.57	310.51	317.87
<b>TREND</b>		<b>107.12</b>	<b>138.62</b>	<b>134.86</b>	<b>98.91</b>	<b>103.33</b>	<b>104.35</b>	<b>102.37</b>

# RSA EXPORTS: WINE AND FLAVOURED GRAPE LIQUOR

PRODUCT		NOVEMBER			6 MONTHS			12 MONTHS			Litres
		2006	2007	Trend	JUN '06 - NOV '06	JUN '07 - NOV '07	Trend	DEC '05 - NOV '06	DEC '06 - NOV '07	Trend	
Chardonnay	P	1 115 515	1 051 208	94.24	7 531 468	9 413 691	124.99	13 533 002	16 830 125	124.36	
	B	404 039	538 880	133.37	2 455 062	2 455 730	100.03	3 996 875	4 291 438	107.37	
Sauvignon Blanc	P	814 976	1 140 529	139.95	6 865 003	7 675 650	111.81	11 670 005	13 544 589	116.06	
	B	366 240	146 770	40.07	1 470 400	1 806 712	122.87	2 345 113	2 850 431	121.55	
Chenin Blanc	P	952 857	1 316 904	138.21	8 102 438	8 993 299	110.99	15 106 304	16 599 901	109.89	
	B	1 673 143	2 673 303	159.78	10 590 967	12 120 433	114.44	19 335 777	22 355 886	115.62	
Other White	P	2 752 356	2 807 439	102.00	17 307 906	16 749 254	96.77	34 172 609	31 841 400	93.18	
	B	1 152 571	2 093 598	181.65	7 991 189	11 859 577	148.41	14 877 579	17 169 633	115.41	
<b>TOTALS WHITE WINE</b>	<b>P</b>	<b>5 635 704</b>	<b>6 316 080</b>	<b>112.07</b>	<b>39 806 815</b>	<b>42 831 894</b>	<b>107.60</b>	<b>74 481 920</b>	<b>78 816 015</b>	<b>105.82</b>	
	<b>B</b>	<b>3 595 993</b>	<b>5 452 551</b>	<b>151.63</b>	<b>22 507 618</b>	<b>28 242 452</b>	<b>125.48</b>	<b>40 555 344</b>	<b>46 667 388</b>	<b>115.07</b>	
	<b>P+B</b>	<b>9 231 697</b>	<b>11 768 631</b>	<b>127.48</b>	<b>62 314 433</b>	<b>71 074 346</b>	<b>114.06</b>	<b>115 037 264</b>	<b>125 483 403</b>	<b>109.08</b>	
Cabernet Sauvignon	P	1 004 195	1 099 617	109.50	6 311 139	7 118 339	112.79	11 619 166	13 443 882	115.70	
	B	243 262	620 780	255.19	1 749 890	3 406 375	194.66	2 633 575	5 818 646	220.94	
Shiraz	P	1 177 131	1 228 068	104.33	6 098 417	7 861 344	128.91	10 170 349	14 949 427	146.99	
	B	23 940	315 901	1319.55	676 290	1 385 556	204.88	1 676 148	1 970 969	117.59	
Pinotage	P	741 202	763 944	103.07	4 014 910	4 045 561	100.76	7 738 869	8 659 181	111.89	
	B	524 291	1 519 350	289.79	3 537 858	5 105 345	144.31	5 740 885	9 098 605	158.49	
Merlot	P	668 582	577 267	86.34	4 007 344	3 764 867	93.95	6 739 515	6 957 105	103.23	
	B	169 273	663 515	391.98	416 363	1 291 660	310.22	1 316 200	2 381 303	180.92	
Other Red	P	5 052 844	5 372 395	106.32	27 659 706	31 392 984	113.50	54 741 366	59 148 176	108.05	
	B	3 358 854	5 059 804	150.64	15 715 402	25 728 627	163.72	30 789 308	43 125 420	140.07	
<b>TOTALS RED WINE</b>	<b>P</b>	<b>8 643 954</b>	<b>9 041 291</b>	<b>104.60</b>	<b>48 091 516</b>	<b>54 183 095</b>	<b>112.67</b>	<b>91 009 265</b>	<b>103 157 771</b>	<b>113.35</b>	
	<b>B</b>	<b>4 319 620</b>	<b>8 179 350</b>	<b>189.35</b>	<b>22 095 803</b>	<b>36 917 563</b>	<b>167.08</b>	<b>42 156 116</b>	<b>62 394 943</b>	<b>148.01</b>	
	<b>P+B</b>	<b>12 963 574</b>	<b>17 220 641</b>	<b>132.84</b>	<b>70 187 319</b>	<b>91 100 658</b>	<b>129.80</b>	<b>133 165 381</b>	<b>165 552 714</b>	<b>124.32</b>	
Blanc de Noir + Rosé	P	309 738	569 224	183.78	3 501 107	3 942 030	112.59	6 840 823	8 087 524	118.22	
	B	289 020	423 720	146.61	4 027 071	4 281 709	106.32	9 142 138	9 217 521	100.82	
	P+B	598 758	992 944	165.83	7 528 178	8 223 739	109.24	15 982 961	17 305 045	108.27	
<b>TOTALS NATURAL WINE</b>	<b>P</b>	<b>14 589 396</b>	<b>15 926 595</b>	<b>109.17</b>	<b>91 399 438</b>	<b>100 957 019</b>	<b>110.46</b>	<b>172 332 008</b>	<b>190 061 310</b>	<b>110.29</b>	
	<b>B</b>	<b>8 204 633</b>	<b>14 055 621</b>	<b>171.31</b>	<b>48 630 492</b>	<b>69 441 724</b>	<b>142.79</b>	<b>91 853 598</b>	<b>118 279 852</b>	<b>128.77</b>	
	<b>P+B</b>	<b>22 794 029</b>	<b>29 982 216</b>	<b>131.54</b>	<b>140 029 930</b>	<b>170 398 743</b>	<b>121.69</b>	<b>264 185 606</b>	<b>308 341 162</b>	<b>116.71</b>	
Fortified Wine	P	37 095	57 471	154.93	212 084	216 755	102.20	372 593	461 147	123.77	
	B	0	23 876	-	33 454	23 876	71.37	58 325	23 876	40.94	
	P+B	37 095	81 347	219.29	245 538	240 631	98.00	430 918	485 023	112.56	
Sparkling wine	P	194 494	409 015	210.30	1 467 805	2 491 240	169.73	1 937 915	3 506 518	180.94	
<b>TOTALS ALL WINE</b>	<b>P</b>	<b>14 820 985</b>	<b>16 393 081</b>	<b>110.61</b>	<b>93 079 327</b>	<b>103 665 014</b>	<b>111.37</b>	<b>174 642 516</b>	<b>194 028 975</b>	<b>111.10</b>	
	<b>B</b>	<b>8 204 633</b>	<b>14 079 497</b>	<b>171.60</b>	<b>48 663 946</b>	<b>69 465 600</b>	<b>142.75</b>	<b>91 911 923</b>	<b>118 303 728</b>	<b>128.71</b>	
	<b>P+B</b>	<b>23 025 618</b>	<b>30 472 578</b>	<b>132.34</b>	<b>141 743 273</b>	<b>173 130 614</b>	<b>122.14</b>	<b>266 554 439</b>	<b>312 332 703</b>	<b>117.17</b>	
OTHER(e.g. for vinegar, industrial)	P	0	0	-	0	0	-	0	0	-	
	B	0	0	-	0	0	-	0	0	-	
	P+B	0	0	-	0	0	-	0	0	-	
Flavoured Grape Liquor	P	0	0	-	225	408	181.33	6 780	12 775	188.42	
<b>TOTALS ALL PRODUCTS</b>	<b>P</b>	<b>14 820 985</b>	<b>16 393 081</b>	<b>110.61</b>	<b>93 079 552</b>	<b>103 665 422</b>	<b>111.37</b>	<b>174 649 296</b>	<b>194 041 750</b>	<b>111.10</b>	
	<b>B</b>	<b>8 204 633</b>	<b>14 079 497</b>	<b>171.60</b>	<b>48 663 946</b>	<b>69 465 600</b>	<b>142.75</b>	<b>91 911 923</b>	<b>118 303 728</b>	<b>128.71</b>	
	<b>P+B</b>	<b>23 025 618</b>	<b>30 472 578</b>	<b>132.34</b>	<b>141 743 498</b>	<b>173 131 022</b>	<b>122.14</b>	<b>266 561 219</b>	<b>312 345 478</b>	<b>117.18</b>	

P=Packaged

SOURCE: DEPARTMENT OF AGRICULTURE, DIRECTORATE FOOD SAFETY AND QUALITY ASSURANCE

B=Bulk

# RSA WINE EXPORTS PER COUNTRY (PACKAGED AND BULK)

## PACKAGED AND BULK NATURAL WINE EXPORTS (LITRES) PER COUNTRY FOR THE PERIOD DECEMBER - NOVEMBER

COUNTRY	200512 - 200611				200612 - 200711				TREND 200612 - 200711 / 200512 - 200611			
	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL
UNITED KINGDOM	44 668 802	33 095 280	2 753 766	80 517 848	44 797 178	37 375 977	4 192 316	86 365 471	100	113	152	107
GERMANY	12 945 075	21 953 624	5 106 675	40 005 374	19 485 626	34 481 303	5 242 527	59 209 456	151	157	103	148
THE NETHERLANDS	12 273 040	19 439 665	5 127 184	36 839 889	10 644 663	14 663 338	4 551 237	29 859 238	87	75	89	81
SWEDEN	10 046 536	12 449 303	73 701	22 569 540	10 883 134	14 822 751	60 926	25 766 811	108	119	83	114
DENMARK	3 140 558	8 822 084	12 731	11 975 373	3 232 137	9 873 340	86 887	13 192 364	103	112	682	110
CANADA	4 087 293	7 733 468	80 964	11 901 725	4 041 805	8 720 716	42 899	12 805 420	99	113	53	108
U.S.A.	3 887 113	5 764 581	140 112	9 791 806	4 905 796	6 242 082	169 351	11 317 229	126	108	121	116
BELGIUM	4 729 090	3 795 281	606 838	9 131 209	4 770 940	4 341 642	602 532	9 715 114	101	114	99	106
FRANCE	2 980 833	4 168 004	1 268 153	8 416 990	2 781 308	3 720 598	840 182	7 342 088	93	89	66	87
NEW ZEALAND	2 308 008	6 908	2 565	2 317 481	3 164 158	2 094 869	4 410	5 263 437	137	30 325	172	227
REPUBLIC OF IRELAND	2 785 181	2 353 380	44 748	5 183 309	2 551 288	2 167 080	56 824	4 775 172	92	92	127	92
FINLAND	2 326 250	1 358 688	3 123	3 688 061	2 316 418	1 672 947	338	3 989 703	100	123	11	108
SWITZERLAND	1 374 984	1 361 783	254 137	2 990 904	1 928 066	1 586 308	433 083	3 947 457	140	116	170	132
RUSSIA	382 964	706 267	5 535	1 094 766	1 072 221	1 532 033	7 664	2 611 918	280	217	138	239
KENYA	930 841	878 587	25 137	1 834 565	796 159	1 024 219	14 517	1 834 895	86	117	58	100
NORWAY	240 292	1 296 067	72	1 536 431	214 968	1 393 851	1 349	1 610 168	89	108	1 874	105
JAPAN	545 694	745 215	0	1 290 909	452 817	840 368	2 237	1 295 422	83	113	0	100
TANZANIA	608 424	417 216	10 886	1 036 526	706 771	533 323	11 115	1 251 209	116	128	102	121
CHINA	68 415	318 313	12 290	399 018	143 001	1 072 821	7 065	1 222 887	209	337	57	306
NIGERIA *	82 429	460 374	1 800	544 603	192 788	974 293	9 467	1 176 548	234	212	526	216
MAURITIUS *	423 480	405 827	160 436	989 743	552 988	363 258	181 141	1 097 387	131	90	113	111
POLAND	155 184	491 618	28 709	675 511	204 424	755 446	33 251	993 121	132	154	116	147
UNITED ARAB EMIRATES	382 482	299 656	17 214	699 352	443 702	433 385	14 384	891 471	116	145	84	127
LATVIA	312 809	564 116	1 350	878 275	317 521	528 891	4 275	850 687	102	94	317	97
AUSTRALIA	158 067	190 919	22 004	370 990	362 114	345 735	5 175	713 024	229	181	24	199
OTHER COUNTRIES	3 193 420	4 089 157	222 831	7 505 408	4 521 411	13 992 159	729 893	19 243 463	142	342	328	256
<b>TOTAL</b>	<b>115 037 264</b>	<b>133 165 381</b>	<b>15 982 961</b>	<b>264 185 606</b>	<b>125 483 402</b>	<b>165 552 713</b>	<b>17 305 045</b>	<b>308 341 160</b>	<b>109</b>	<b>124</b>	<b>108</b>	<b>117</b>

## PACKAGED NATURAL WINE EXPORTS (LITRES) PER COUNTRY FOR THE PERIOD DECEMBER - NOVEMBER

COUNTRY	200512 - 200611				200612 - 200711				TREND 200612 - 200711 / 200512 - 200611			
	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL
UNITED KINGDOM	30 814 000	26 492 589	2 554 824	59 861 413	31 314 446	30 213 152	3 667 638	65 195 236	102	114	144	109
SWEDEN	10 046 536	12 449 303	73 701	22 569 540	10 883 134	14 798 631	60 926	25 742 691	108	119	83	114
THE NETHERLANDS	7 661 537	9 917 372	2 425 684	20 004 593	7 119 835	9 526 348	2 334 515	18 980 698	93	96	96	95
GERMANY	3 509 538	9 772 153	859 853	14 141 544	4 278 289	10 495 078	774 183	15 547 550	122	107	90	110
U.S.A.	3 551 753	5 018 691	140 112	8 710 556	4 471 256	5 688 022	169 351	10 328 629	126	113	121	119
DENMARK	1 886 818	6 494 539	12 731	8 394 088	2 354 957	7 026 301	74 907	9 456 165	125	108	588	113
CANADA	2 670 828	4 297 342	80 964	7 049 134	2 576 597	4 548 036	42 899	7 167 532	96	106	53	102
BELGIUM	2 398 010	2 289 470	240 844	4 928 324	2 377 933	2 323 922	235 852	4 937 707	99	92	96	100
REPUBLIC OF IRELAND	2 737 891	2 353 380	44 748	5 136 019	2 551 288	2 167 080	56 824	4 775 172	93	102	127	93
FINLAND	1 699 790	1 221 298	3 123	2 924 211	1 798 788	1 505 407	338	3 304 173	106	123	11	113
KENYA	930 841	878 587	25 137	1 834 565	796 159	1 024 219	14 517	1 834 895	86	117	58	100
RUSSIA	382 964	657 648	5 535	1 046 147	641 813	980 088	7 664	1 609 565	168	146	138	154
SWITZERLAND	425 349	550 556	18 797	994 702	651 351	719 471	119 543	1 490 365	153	131	636	150
NORWAY	240 292	1 052 200	72	1 292 564	214 968	1 103 091	1 349	1 319 408	89	105	1 874	102
TANZANIA	608 424	417 216	10 886	1 036 526	706 771	533 323	11 115	1 251 209	116	128	102	121
JAPAN	338 234	724 715	0	1 062 949	364 617	840 368	2 237	1 207 222	108	116	0	114
NIGERIA *	82 429	460 374	1 800	544 603	192 788	974 293	9 467	1 176 548	234	212	526	216
UNITED ARAB EMIRATES	382 482	299 656	17 214	699 352	443 702	433 385	14 384	891 471	116	145	84	127
LATVIA	312 809	564 116	1 350	878 275	317 521	528 891	4 275	850 687	102	94	317	97
POLAND	155 184	394 681	28 709	578 574	204 424	587 945	33 251	825 620	132	149	116	143
CHINA	68 415	250 813	810	320 038	119 001	537 581	7 065	663 647	174	214	872	207
AUSTRALIA	158 067	190 919	22 004	370 990	266 661	345 735	5 175	617 571	169	181	24	166
MAURITIUS *	189 340	156 877	68 336	414 553	290 493	203 378	88 277	582 148	153	130	129	140
FRANCE	201 761	200 745	3 893	406 399	232 877	254 400	26 865	514 142	115	127	690	127
SOUTH KOREA	446 348	52 801	0	499 149	187 358	117 688	0	305 046	42	223	0	61
OTHER COUNTRIES	2 582 280	3 851 224	199 696	6 633 200	3 458 987	5 702 317	324 907	9 486 211	134	148	163	143
<b>TOTAL</b>	<b>74 481 920</b>	<b>91 009 265</b>	<b>6 840 823</b>	<b>172 332 008</b>	<b>78 816 014</b>	<b>103 157 770</b>	<b>8 087 524</b>	<b>190 061 308</b>	<b>106</b>	<b>113</b>	<b>118</b>	<b>110</b>

## BULK NATURAL WINE EXPORTS (LITRES) PER COUNTRY FOR THE PERIOD DECEMBER - NOVEMBER

COUNTRY	200512 - 200611				200612 - 200711				TREND 200612 - 200711 / 200512 - 200611			
	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL	WHITE	RED	BLANC DE NOIR / ROSÉ	TOTAL
GERMANY	9 435 537	12 181 471	4 246 822	25 863 830	15 207 337	23 986 225	4 468 344	43 661 906	161	197	105	169
UNITED KINGDOM	13 854 802	6 602 691	198 942	20 656 435	13 482 732	7 162 825	524 688	21 170 235	97	108	264	102
THE NETHERLANDS	4 611 503	9 522 293	2 701 500	16 835 296	3 524 828	5 136 990	2 216 722	10 878 540	76	54	82	65
FRANCE	2 779 072	3 967 259	1 264 260	8 010 591	2 548 431	3 466 198	813 317	6 824 946	92	87	64	85
CANADA	1 416 465	3 436 126	0	4 852 591	1 465 208	4 172 680	0	5 637 888	103	121	0	116
BELGIUM	2 331 080	1 505 811	365 994	4 202 885	2 393 007	2 017 720	366 680	4 777 407	103	134	100	114
NEW ZEALAND	2 304 960	0	0	2 304 960	2 999 120	1 645 100	0	4 644 220	130	0	0	201
DENMARK	1 253 740	2 327 545	0	3 581 285	877 180	2 847 039	11 980	3 736 199	70	122	0	104
SWITZERLAND	949 635	811 227	235 340	1 996 202	1 276 715	866 837	313 540	2 457 092	134	107	133	123
ITALY	95 620	48 000	25 700	169 320	602 690	386 121	48 400	1 037 211	630	804	188	613
RUSSIA	0	48 619	0	48 619	430 408	571 945	0	1 002 353	0	1 176	0	2 062
U.S.A.	335 360	745 890	0	1 081 250	434 540	554 060	0	988 600	130	74	0	91
FINLAND	626 460	137 390	0	763 850	517 630	167 900	0	685 530	83	122	0	90
CHINA	0	67 500	11 480	78 980	24 000	535 240	0	559 240	0	793	0	708
MAURITIUS	234 140	248 950	92 100	575 190	262 495	159 880	92 864	515 239	112	64	101	90
INDIA	0	47 760	0	47 760	190 920	217 260	0	408 180	0	455	0	855
NORWAY	0	243 867	0	243 867	0	290 760	0	290 760	0	119	0	119
CZECH REPUBLIC	24 000	72 280	0	96 280	24 090	167 900	0	191 990	100	232	0	199
POLAND	0	96 937	0	96 937	0	167 501	0	167 501	0	173	0	173
AUSTRALIA	0	0	0	0	95 453	0	0	95 453	0	0	0	0
JAPAN	207 460	20 500	0	227 960	88 200	0	0	88 200	43	0	0	39
AUSTRIA	48 220	0	0	48 220	0	98	0	98	0	0	0	0
REPUBLIC OF IRELAND	47 290	0	0	47 290	0	0	0	0	0	0	0	0
TAIWAN	0	24 000	0	24 000	0	0	0	0	0	0	0	0
OTHER COUNTRIES	0	0	0	0	222 404	7 874 664	360 996	8 458 064	0	0	0	0
<b>TOTAL</b>	<b>40 555 344</b>	<b>42 156 116</b>	<b>9 142 138</b>	<b>91 853 598</b>	<b>46 6</b>							

## OIV REPORT: WORLD AREA UNDER VINES (table and wine grapes)

	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005*	Rank
Argentina	211 000	209 000	210 000	208 000	201 000	205 000	208 000	211 000	213 000	219 000	9
Australia	81 000	90 000	98 000	122 915	139 861	148 275	159 000	157 000	164 000	167 000	12
Brazil	60 000	60 000	60 000	61 000	63 000	66 000	69 000	72 000	74 000	78 000	
Canada	7 000	7 000	7 000	8 000	8 000	11 000	11 000	11 000	11 000	n/a	
Chile	125 000	132 000	144 000	158 000	174 000	181 000	184 000	185 000	189 000	191 000	11
China	165 000	172 000	194 000	240 000	308 000	363 000	421 000	455 000	471 000	487 000	5
France	919 000	914 000	913 000	914 000	907 000	900 000	898 000	888 000	889 000	894 000	2
Germany	106 000	105 000	106 000	104 000	105 000	104 000	102 000	102 000	102 000	102 000	
Greece	132 000	129 000	129 000	128 000	131 000	127 000	130 000	130 000	130 000	123 000	15
Hungary	131 000	131 000	106 000	127 000	113 000	93 000	93 000	88 000	83 000	81 000	
Iran	252 000	260 000	270 000	288 000	277 000	283 000	302 000	300 000	296 000	296 000	7
Italy	917 000	910 000	899 000	909 000	908 000	892 000	872 000	862 000	849 000	842 000	3
Japan	23 000	23 000	22 000	22 000	22 000	21 000	21 000	21 000	20 000	n/a	
Luxembourg	1 000	1 000	1 000	1 000	1 000	1 000	1 000	1 000	1 000	n/a	
Moldavia	185 000	174 000	159 000	119 000	147 000	155 000	153 000	149 000	146 000	147 000	13
New Zealand	6 610	7 410	7 580	9 000	14 000	15 000	17 000	20 000	23 000	24 000	
Portugal	259 000	260 000	260 000	261 000	246 000	248 000	251 000	250 000	247 000	246 000	8
Romania	256 000	254 000	253 000	253 000	248 000	247 000	243 000	239 000	222 000	217 000	10
Spain	1 162 000	1 169 000	1 171 000	1 180 000	1 229 000	1 221 000	1 202 000	1 207 000	1 200 000	1 180 000	1
South Africa	105 608	108 449	111 277	115 343	117 066	117 979	120 384	124 008	124 749	126 075	14
South Korea	29 000	30 000	30 000	33 000	31 000	29 000	28 000	27 000	25 000	n/a	
Taiwan	6 000	3 000	3 000	3 000	3 000	3 000				n/a	
Turkey	602 000	602 000	582 000	575 000	575 000	564 000	570 000	570 000	570 000	570 000	4
UK	1 000	1 000	1 000	1 000	2 000	2 000	1 000	1 000	1 000	n/a	
USA	344 000	355 000	372 000	384 000	412 000	426 000	415 000	415 000	398 000	399 000	6
Uzbekistan	125 000	126 000	132 000	132 000	104 000	105 000	106 000	103 000	102 000	n/a	
<b>WORLD TOTAL</b>	<b>7 792 000</b>	<b>7 733 000</b>	<b>7 721 000</b>	<b>7 732 000</b>	<b>7 868 000</b>	<b>7 923 000</b>	<b>7 955 000</b>	<b>7 955 000</b>	<b>7 923 000</b>	<b>7 930 000</b>	

n/a - not available

\* Estimate

# OIV REPORT: WORLD WINE PRODUCTION

Litres

	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005*	Rank
Argentina	1 268 100 000	1 350 000 000	1 267 300 000	1 588 800 000	1 253 700 000	1 583 500 000	1 269 500 000	1 322 500 000	1 546 400 000	1 522 200 000	5
Australia	673 400 000	617 400 000	741 500 000	851 100 000	859 200 000	1 075 600 000	1 150 900 000	1 019 400 000	1 381 100 000	1 400 100 000	6
Belgium	200 000	100 000	100 000	200 000	200 000	200 000	200 000	200 000	200 000	n/a	
Brazil	312 800 000	274 300 000	278 200 000	311 600 000	363 800 000	296 800 000	321 200 000	262 000 000	392 500 000	301 700 000	
Canada	30 000 000	34 300 000	37 100 000	51 200 000	42 800 000	44 500 000	46 900 000	35 900 000	52 200 000	n/a	
Chile	387 800 000	454 900 000	547 500 000	480 700 000	667 400 000	565 800 000	562 300 000	668 200 000	630 100 000	788 600 000	10
China	958 100 000	958 100 000	958 100 000	1 026 100 000	1 050 000 000	1 080 000 000	1 120 000 000	1 160 000 000	1 170 000 000	1 200 000 000	7
France	5 704 700 000	5 356 100 000	5 267 100 000	6 043 500 000	5 754 000 000	5 533 900 000	5 035 300 000	4 636 000 000	5 738 600 000	5 210 500 000	1
Germany	864 200 000	849 500 000	1 083 400 000	1 212 310 000	985 200 000	889 100 000	988 500 000	819 100 000	1 004 700 000	925 600 000	8
Greece	410 900 000	398 700 000	382 600 000	388 000 000	355 800 000	347 700 000	308 500 000	379 900 000	429 500 000	399 700 000	
Italy	5 877 200 000	5 089 400 000	5 418 800 000	5 645 400 000	5 162 000 000	5 229 300 000	4 460 400 000	4 408 600 000	5 300 000 000	5 056 200 000	2
Japan	67 500 000	130 100 000	130 100 000	132 800 000	115 400 000	110 000 000	111 000 000	93 800 000	86 200 000	n/a	
Luxembourg	14 900 000	7 500 000	16 000 000	18 400 000	13 200 000	13 500 000	15 400 000	12 300 000	15 600 000	n/a	
New Zealand	57 300 000	45 800 000	60 600 000	60 200 000	60 100 000	53 300 000	89 000 000	55 000 000	119 200 000	102 000 000	
Portugal	971 200 000	612 400 000	375 000 000	785 900 000	671 000 000	778 900 000	667 700 000	734 000 000	748 100 000	726 600 000	
Romania	766 300 000	668 800 000	500 200 000	605 400 000	545 600 000	509 000 000	546 100 000	555 500 000	616 600 000	260 200 000	
Spain	3 100 000 000	3 321 800 000	3 117 200 000	3 372 300 000	4 169 200 000	3 050 000 000	3 347 800 000	4 184 300 000	4 298 800 000	3 478 900 000	3
South Africa	899 332 885	880 915 159	815 575 489	914 095 490	837 209 803	746 485 234	834 156 194	956 015 511	1 015 696 991	905 226 590	9
Turkey	36 300 000	33 600 000	34 500 000	26 000 000	23 300 000	28 200 000	26 200 000	22 500 000	25 000 000	n/a	
UK	2 400 000	600 000	1 200 000	1 300 000	1 400 000	1 500 000	1 000 000	1 500 000	1 700 000	n/a	
USA	1 741 500 000	2 200 000 000	2 030 600 000	2 069 100 000	2 555 100 000	1 920 000 000	2 030 000 000	1 950 000 000	2 010 900 000	2 288 800 000	4
<b>WORLD TOTAL</b>	<b>27 086 700 000</b>	<b>26 129 400 000</b>	<b>25 636 600 000</b>	<b>28 103 900 000</b>	<b>28 041 500 000</b>	<b>26 664 100 000</b>	<b>25 786 400 000</b>	<b>26 473 000 000</b>	<b>29 817 000 000</b>	<b>27 850 000 000</b>	

n/a - not available

\* Estimate

# OIV REPORT: WORLD WINE CONSUMPTION

Litres

	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005*	Rank
Argentina	1 336 500 000	1 339 000 000	1 268 300 000	1 256 700 000	1 244 300 000	1 203 600 000	1 198 800 000	1 233 800 000	1 111 300 000	1 097 200 000	8
Australia	328 700 000	347 200 000	364 400 000	372 600 000	388 900 000	397 620 000	400 700 000	419 600 000	436 100 000	452 300 000	11
Austria	254 500 000	250 000 000	250 000 000	250 500 000	251 700 000	229 100 000	240 300 000	238 300 000	240 000 000	240 000 000	18
Belgium	202 900 000	244 400 000	234 900 000	235 000 000	240 000 000	240 000 000	272 400 000	261 400 000	274 100 000	n/a	
Brazil	235 800 000	257 700 000	255 200 000	296 300 000	240 000 000	307 900 000	317 800 000	307 700 000	317 700 000	371 000 000	12
Canada	201 600 000	209 900 000	235 500 000	268 800 000	275 600 000	280 000 000	288 400 000	344 000 000	360 700 000	n/a	
Chile	229 100 000	192 200 000	271 300 000	285 300 000	227 100 000	225 000 000	229 700 000	255 200 000	254 700 000	274 000 000	17
China	977 200 000	977 200 000	977 200 000	1 054 600 000	1 069 500 000	1 105 400 000	1 147 000 000	1 158 600 000	1 328 600 000	1 328 600 000	6
Denmark	141 400 000	151 500 000	156 400 000	156 200 000	155 000 000	177 200 000	170 900 000	170 600 000	161 200 000	177 000 000	20
Finland	26 700 000	25 900 000	31 200 000	33 500 000	35 200 000	38 200 000	41 600 000	45 300 000	47 300 000	49 400 000	
France	3 479 500 000	3 550 000 000	3 633 000 000	3 540 000 000	3 450 000 000	3 391 600 000	3 482 000 000	3 408 100 000	3 314 100 000	3 300 000 000	1
Germany	1 873 000 000	1 897 400 000	1 897 000 000	1 975 100 000	2 015 000 000	2 004 400 000	2 027 200 000	1 973 500 000	1 959 300 000	1 943 700 000	4
Greece	263 600 000	290 000 000	292 700 000	305 900 000	274 700 000	294 000 000	242 000 000	245 000 000	327 500 000	348 000 000	13
Ireland	26 000 000	28 600 000	32 500 000	37 300 000	42 000 000	47 000 000	49 500 000	58 000 000	56 200 000	68 200 000	
Italy	3 469 300 000	3 085 500 000	3 184 000 000	3 156 300 000	3 080 000 000	3 015 000 000	2 770 900 000	2 934 300 000	2 830 000 000	2 760 000 000	2
Japan	174 600 000	274 700 000	320 000 000	321 000 000	280 600 000	278 800 000	278 400 000	254 400 000	252 300 000	n/a	
Luxembourg	24 400 000	26 800 000	26 000 000	26 800 000	28 000 000	25 600 000	28 300 000	25 300 000	26 300 000	n/a	
Netherlands	205 800 000	240 000 000	220 000 000	251 800 000	310 000 000	333 000 000	333 000 000	356 300 000	334 000 000	347 400 000	14
New Zealand	30 400 000	38 800 000	38 200 000	38 400 000	41 300 000	60 600 000	65 600 000	74 500 000	77 000 000	81 700 000	
Norway	36 500 000	41 700 000	43 000 000	44 200 000	46 200 000	50 000 000	55 000 000	56 200 000	57 800 000	n/a	
Portugal	580 000 000	522 300 000	505 500 000	505 400 000	459 500 000	469 700 000	465 000 000	529 000 000	482 800 000	482 000 000	10
Romania	721 000 000	588 900 000	443 000 000	582 300 000	521 500 000	470 500 000	496 400 000	505 000 000	580 000 000	237 900 000	19
Russia	590 000 000	580 000 000	550 000 000	430 000 000	469 900 000	606 700 000	640 400 000	868 200 000	1 015 900 000	1 015 900 000	9
Spain	1 445 900 000	1 458 900 000	1 479 300 000	1 424 900 000	1 404 600 000	1 423 800 000	1 396 000 000	1 379 800 000	1 389 800 000	1 373 500 000	5
South Africa	405 652 024	401 648 864	384 641 926	390 948 357	389 238 883	390 284 345	388 394 384	348 696 740	350 945 957	345 023 670	15
Sweden	114 200 000	105 100 000	110 100 000	120 200 000	119 300 000	132 000 000	147 300 000	150 200 000	132 400 000	153 500 000	
Switzerland	293 000 000	290 000 000	291 400 000	294 600 000	308 800 000	307 700 000	301 100 000	296 700 000	293 300 000	283 500 000	16
UK	750 000 000	815 700 000	829 000 000	836 900 000	914 600 000	979 400 000	991 600 000	1 062 200 000	1 072 900 000	1 272 900 000	7
USA	2 046 300 000	2 030 000 000	2 074 800 000	2 085 800 000	2 120 000 000	2 125 000 000	2 253 800 000	2 380 100 000	2 430 800 000	2 511 000 000	3
<b>WORLD TOTAL</b>	<b>21 981 200 000</b>	<b>21 974 300 000</b>	<b>21 994 600 000</b>	<b>22 723 000 000</b>	<b>22 656 400 000</b>	<b>22 686 300 000</b>	<b>22 856 700 000</b>	<b>23 523 900 000</b>	<b>23 696 100 000</b>	<b>23 750 000 000</b>	

n/a - not available

\* Estimate

# IMPORT PARITY PRICES - GUIDELINES

Wine spirit	21/11/2007
<b>Average SA price - R/Litre AA (Distilling wine)<sup>1</sup></b>	R 9.34
Plus: Distilling cost and distilling loss	R 5.00
<b>TOTAL - R/Litre AA</b>	<b>R 14.34</b>
<b>Imported price</b>	
Exchange rate plus 3 months forward cover: ZAR/USA\$	6.8738
Average world price in \$/Litre AA - C&F CPT <sup>2</sup>	\$1.05
World price in Rand	R 7.87
Plus: Customs duty <sup>3</sup>	R 3.20
Transport cost from Table Bay for delivery in the Western Cape	R 0.15
Clearing cost*	R 0.18
Reprocessing to claim SA origin**	R 1.80
<b>TOTAL - R/Litre AA</b>	<b>R 13.20</b>

<sup>1</sup> Average SA price R0.93 at 10% alcohol strength (this price is valid for 2007)

<sup>2</sup> C&F - Cost and Freight on Table Bay

<sup>3</sup> Fixed Customs Duty of R 3.20/LAA

\* Includes harbour costs, agent commission, handling fee, storage cost etc.

\*\* Single reprocessing to SA product before it can be used in production of SA product.

### Important aspects that must be taken in consideration when wine spirit is imported

Buyers contract with guarantee of payment must be drawn up

Product must be according to specifications

Volume and scheduling determine price

Quality must be on specifications

Highly perishable product must be verified by third independent person e.g. SGS laboratory

Exchange rate with forward cover

Payment terms, bank and finance cost

Establishment of business partnership for International trade (one party that wants to come into market and quotes a lower price, and increase the price later)

Bank guaranteed credit letter

Insurance is excluded on above mentioned price.

Grape concentrate		21/11/2007
<b>Average SA juice price - R/Liter @ 17.4°B</b>		R 1.28
Conversion to concentrate (litre @10% A/V)		
Conversion factor <sup>1</sup>		5.8
Price per litre converted to concentrate		<b>R 7.42</b>
Concentrating cost		R 4.00
<b>Total</b>		R 11.42
Overhead fees (0.06 X R11.42) <sup>2</sup>		R 0.73
Price per litre		R 12.15
6% Profit on Price per litre (0.06 x R 12.15) <sup>3</sup>		R 0.77
		R 12.92
Transport cost		R 0.60
<b>TOTAL - R/L</b>		<b>R 13.52</b>
<b>Import price</b>		
Exchange rate plus 3 months forward cover: ZAR/US\$		6.8738
Average world price - \$/Ton ex plant		\$1,000
Average world price - \$/Ton Freight Plant in Arg to Cape Town		\$200
Insurance		\$12
Customs Duty 5% of Free On Board value (0.05 x \$1000)		\$50
Transport cost and clearing cost* from Table Bay for delivery in Western Cape		\$35
Total world price - \$/Ton		\$1,297
World price per ton in Rand		R 9 724
Conversion to R per Litre @ 740 L/Ton		R 13.14
<b>TOTAL - R/L</b>		<b>R 13.14</b>

<sup>1</sup> Conversion factor - 5.8 litre juice at 17.4° Balling gives 1 litre concentrate at 68° Balling

<sup>2</sup> Overhead costs -Admin costs, quality assurance and marketer cost

<sup>3</sup> 6% Profit calculated backward from the market price

\* Clearing cost - agent commission, handling fee, storage cost

**Important aspects that must be taken in consideration when grapejuice for concentrate is imported**

Contract must be drawn up

Quality must be on specification

Highly perishable product must be verified by third independent person e.g. SGS laboratory

Volume and Scheduling

Exchange rate with forward cover

Payment terms, bank and financing cost

Establishment of business partnership for International trade (one party that wants to come into market and quotes a lower price, and increase the price later)

Bank guaranteed credit letters

No bulk imports (210 litre bin and 14 000 litre holders).

Wine	21/11/2007	21/11/2007
Average SA price of B-wine <sup>1</sup> - R/L	R 3.12	R 3.12
<b>Imported wine price<sup>2</sup></b>		
Exchange rate plus 3 months forward cover: ZAR/USA\$	6.8738	6.8738
Average world price in \$/L - Ex plant	\$0.230	\$0.250
Shipping, inland logistics and Insurance	\$0.200	\$0.200
Landed price	\$0.43	\$0.45
Price in Rand	R 3.22	R 3.37
Plus customs duty 25% of Ex plant value (0.25 x R1.58) (0.25 x R1.72)	R 0.40	R 0.43
Transport costs and clearing cost* from Table Bay for delivery in Western Cape	R 0.40	R 0.40
<b>TOTAL - R/L</b>	<b>R 4.02</b>	<b>R 4.20</b>

<sup>1</sup> B-Wine Standard White wine

<sup>2</sup> Wine from Argentina

\* clearing cost - agent commission, handling fee, storage costs.

**Important aspects that must be taken in consideration when wine is imported**

Contract must be drawn up

Quality must be on specification

Volume and scheduling

Exchange rate with forward cover

Payment terms, bank and financing costs

Establishment of business partnership for International trade (one party that wants to come into market and quotes a lower price, and increase the price later)

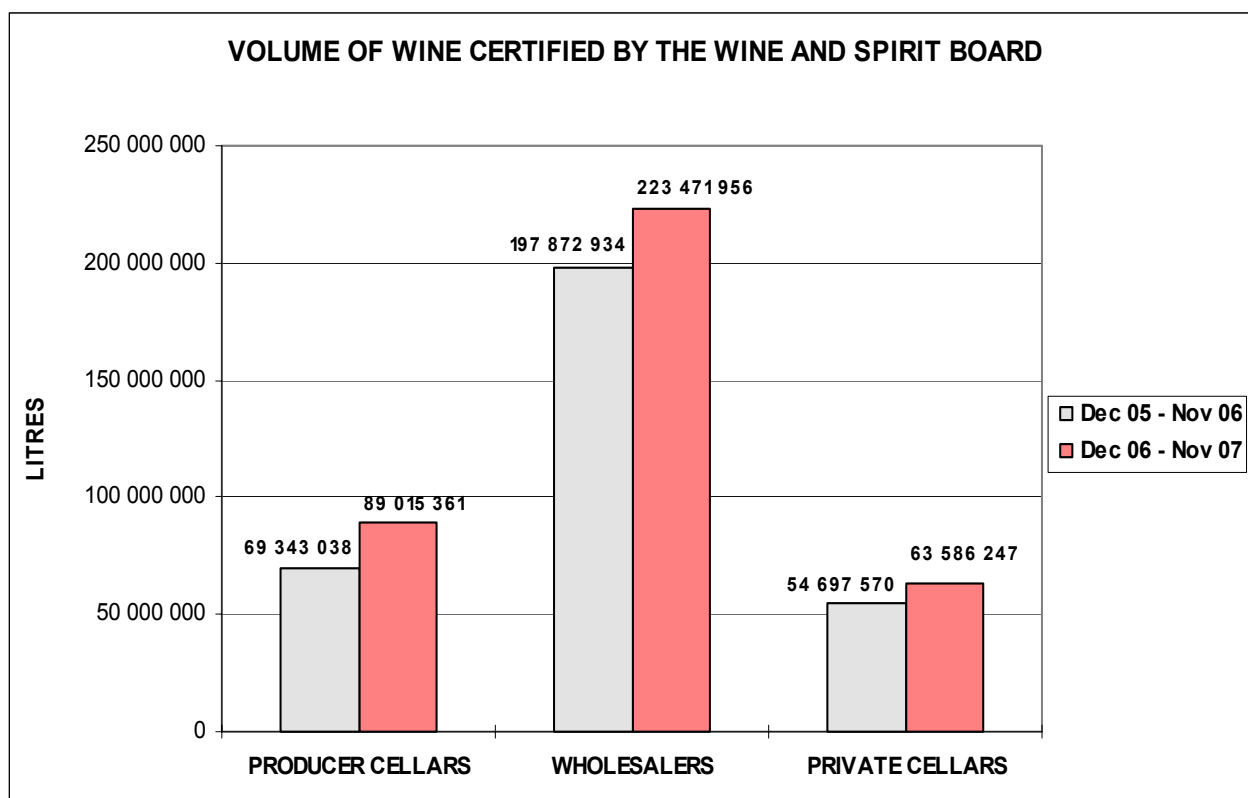
Bank guaranteed credit letters.

# VOLUME OF WINE CERTIFIED (LITRES)

	1 MONTH			3 MONTHS			6 MONTHS			12 MONTHS		
	Nov-06	Nov-07	Trend	Sep-06 Nov-06	Sep-07 Nov-07	Trend	Jun-06 Nov-06	Jun-07 Nov-07	Trend	Dec-05 Nov-06	Dec-06 Nov-07	Trend
<b>PRODUCER CELLARS</b>												
Estate Wine	0	0		0	0		0	0		0	0	
Wine of Origin	4 048 462	7 347 025	181	11 203 645	19 144 113	171	21 716 550	33 320 553	153	36 995 612	56 296 678	152
Geographical Unit Wine	3 830 609	3 324 366	87	9 479 011	9 695 871	102	17 602 619	19 243 811	109	32 347 426	32 718 683	101
<b>SUB TOTAL</b>	<b>7 879 071</b>	<b>10 671 391</b>	<b>135</b>	<b>20 682 656</b>	<b>28 839 984</b>	<b>139</b>	<b>39 319 169</b>	<b>52 564 364</b>	<b>134</b>	<b>69 343 038</b>	<b>89 015 361</b>	<b>128</b>
<b>WHOLESALERS</b>												
Estate Wine	0	0		0	0		0	0		0	0	
Wine of Origin	2 977 638	3 120 765	105	8 258 502	8 529 097	103	17 547 543	18 104 913	103	30 761 690	31 135 497	101
Geographical Unit Wine	13 949 241	15 538 250	111	41 382 292	50 470 099	122	87 773 489	101 575 061	116	167 111 244	192 336 459	115
<b>SUB TOTAL</b>	<b>16 926 879</b>	<b>18 659 015</b>	<b>110</b>	<b>49 640 794</b>	<b>58 999 196</b>	<b>119</b>	<b>105 321 032</b>	<b>119 679 974</b>	<b>114</b>	<b>197 872 934</b>	<b>223 471 956</b>	<b>113</b>
<b>PRIVATE CELLARS</b>												
Estate Wine	878 861	632 236	72	2 060 040	1 869 732	91	4 312 080	4 252 564	99	7 926 612	7 706 129	97
Wine of Origin	3 601 065	3 428 549	95	9 249 692	10 783 778	117	18 275 152	20 792 394	114	31 949 791	36 734 031	115
Geographical Unit Wine	1 479 967	2 117 972	143	4 030 280	6 024 799	149	7 902 242	11 213 542	142	14 821 167	19 146 087	129
<b>SUB TOTAL</b>	<b>5 959 893</b>	<b>6 178 757</b>	<b>104</b>	<b>15 340 012</b>	<b>18 678 309</b>	<b>122</b>	<b>30 489 474</b>	<b>36 258 500</b>	<b>119</b>	<b>54 697 570</b>	<b>63 586 247</b>	<b>116</b>
<b>TOTAL</b>	<b>30 765 843</b>	<b>35 509 163</b>	<b>115</b>	<b>85 663 462</b>	<b>106 517 489</b>	<b>124</b>	<b>175 129 675</b>	<b>208 502 838</b>	<b>119</b>	<b>321 913 542</b>	<b>376 073 564</b>	<b>117</b>

<b>CERTIFIED BULK EXPORTS</b> (included in above figures)	1 MONTH			3 MONTHS			6 MONTHS			12 MONTHS		
	Nov-06	Nov-07	Trend	Sep-06 Nov-06	Sep-07 Nov-07	Trend	Jun-06 Nov-06	Jun-07 Nov-07	Trend	Dec-05 Nov-06	Dec-06 Nov-07	Trend
	9 118 459	11 856 635	130	26 770 981	36 985 945	138	54 231 254	72 115 411	133	101 919 137	128 515 133	126

\*The total volume of wine certified in the 2006 calendar year made up 46.6% of the 2006 wine production (52.9%-2005,44.1%-2004,38.5%-2003,43.7%-2002)



## INDUSTRY INFORMATION COMMITTEE MEMBERS

Andries van Tonder - SALBA  
 Diaan de Villiers - SALBA  
 Paiter Botha - Vinpro  
 Bowen Botha - WCSA  
 Marius Erasmus - WCSA  
 Elias Holtzkampf - SALBA

Francois Malan - CEWPA  
 Jaco Potgieter - SALBA  
 Jan Booyesen - Winetech  
 Su Birch - WOSA  
 Chris Albertyn - SALBA  
 Pierre Blake - OWB