



# Wine Industry Information

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SA WYNBEDRYF-INLIGTING & -STELSELS  
SA WINE INDUSTRY INFORMATION & SYSTEMS

# EDITORIAL

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The 2011 wine grape crop should amount to 1 351 994 tons, according to the crop estimate by the industry (producer cellars and viticulturists) on 30 November 2010 (page 4). This is 7.3% more than the estimated 2010 crop, but 5.2% less than the record crop in 2008. It is expected that the 2011 wine harvest, including juice and concentrate for non-alcoholic purposes, wine for brandy and distilling wine, will amount to 1 043.6 million litres (page 5) at an average recovery of 772 litres per ton of grapes. A press release to this regard on page 3.

Domestic sales of natural wine for the 12-month period November 2009 to October 2010 show that the market increased by 1.6% to 299.6 million litres, compared to the previous corresponding period (page 6). Exports of natural wine for the 12-month period November 2009 to October 2010 decreased by 3.3% to 374.8 million litres, compared to the previous corresponding period. The export of packaged natural wine for the 12-month period December 2009 to November 2010 decreased by 6.2%, as well as bulk natural wine by 1.0% (page 14).

It is estimated that the equivalent of 34.2 million litres @ 10% alcohol/volume of distilling wine will be imported to fulfill the 2011 market requirement. About 14.4 million litres of must for sweetening purposes will also be imported in 2011. The situation with regard to the possible import of wine is monitored.



**To all our readers, a Merry Christmas and a Happy New Year!!**

Greetings until 2011.

Charles

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# PRESS RELEASE

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**8 DECEMBER 2010 - MEDIA RELEASE**

## **2011 WINE GRAPE CROP - BIGGER THAN 2010 IN ALL DISTRICTS, EXCEPT ORANGE RIVER**

The 2011 wine grape crop should amount to 1 351 994 tons, according to the crop estimate by the industry (producer cellars and viticultural consultants) on 30 November 2010. This represents an increase of 7.3% compared to the 2010 crop, but is nevertheless 5.2% smaller than the record crop in 2008. The 2011 wine grape crop - including juice and concentrate for non-alcoholic purposes, wine for brandy and distilling wine - is expected to amount to 1 043.6 million litres, calculated at an average recovery of 772 litres per ton of grapes.

In all wine regions, except the Orange River region, the estimated increase should be between 4% and 18% compared to the 2010 crop. This year again sees the alternating up-and-down trend which is characteristic of the crop in the Orange River region. Following the fairly big 2010 crop, the 2011 crop is estimated to be approximately 9% smaller.

The reasons for the good crop expectations are mainly due to the smaller yields of 2010, a favourable post-harvest autumn period in 2010 with good accumulation of reserves in the grapevines, sufficient winter cold and subsequently a good budding percentage. So far the climate has been mild, resulting in very good growing conditions; up to now the grapevines have been very healthy and no fungal diseases or serious outbreaks of pests have been observed. Gale force winds which caused considerable crop losses in 2009 have been absent this year. Fluctuating weather conditions during the flowering period caused slightly uneven fruit set and looser bunches in later cultivars especially, the effect of which will only be seen later in the season.

Domestic sales of natural wine for the 12-month period November 2009 to October 2010 indicate that the market increased by 1.6% to 299 million litres, compared to the corresponding period the previous year. Exports of natural wine during the same period decreased by 3.3%, with both packaged and bulk wine showing negative growth trends. The strong exchange rate, the economic turmoil in South Africa's main export markets, and the non-profitability of our wines in a key market such as the UK will be determining factors in future wine exports and make sales forecasts almost impossible.

The stock level on 31 December 2011 at producer and private cellars is expected to increase to 393.4 million litres, compared to 348.8 million litres on 31 December 2010.

For further enquiries please contact Yvette van der Merwe (tel 021-807 5703, fax 021-807 6000, email [yvette@sawis.co.za](mailto:yvette@sawis.co.za)).



**YVETTE VAN DER MERWE**  
**EXECUTIVE MANAGER**

# ESTIMATED 2011 GRAPE AND WINE CROP

| DISTRICT                                | GRAPE CROP - TONS |              |              |              |              |              |              |              |              | ESTIMATE<br>31/08/2010 | ESTIMATE<br>30/11/2010 |
|---|-------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|------------------------|------------------------|
|   | 2001              | 2002         | 2003         | 2004         | 2005         | 2006         | 2007         | 2008         | 2009         | 2010                   | 2011                   |
| ORANGE RIVER                            | 83 436            | 173 420      | 144 697      | 206 193      | 161 549      | 192 369      | 161 555      | 171 664      | 115 688      | 166 557                | 151 567                |
| <i>trend (%) on previous year</i>       | <i>65.0</i>       | <i>207.8</i> | <i>83.4</i>  | <i>142.5</i> | <i>78.3</i>  | <i>119.1</i> | <i>84.0</i>  | <i>106.3</i> | <i>67.4</i>  | <i>144.0</i>           | <i>91.0</i>            |
| OLIFANTS RIVER                          | 159 902           | 165 603      | 205 150      | 178 590      | 181 445      | 198 618      | 209 805      | 220 703      | 212 172      | 204 413                | 216 678                |
| <i>trend (%) on previous year</i>       | <i>92.4</i>       | <i>103.6</i> | <i>123.9</i> | <i>87.1</i>  | <i>101.6</i> | <i>109.5</i> | <i>105.6</i> | <i>105.2</i> | <i>96.1</i>  | <i>96.3</i>            | <i>106.0</i>           |
| MALMESBURY                              | 80 689            | 80 026       | 109 118      | 103 947      | 98 663       | 118 076      | 117 020      | 131 049      | 122 123      | 110 945                | 129 806                |
| <i>trend (%) on previous year</i>       | <i>88.5</i>       | <i>99.2</i>  | <i>136.4</i> | <i>95.3</i>  | <i>94.9</i>  | <i>119.7</i> | <i>99.1</i>  | <i>112.0</i> | <i>93.2</i>  | <i>90.8</i>            | <i>117.0</i>           |
| LITTLE KAROO                            | 36 500            | 42 020       | 42 301       | 44 522       | 37 220       | 37 051       | 47 348       | 40 980       | 43 664       | 34 644                 | 39 148                 |
| <i>trend (%) on previous year</i>       | <i>88.0</i>       | <i>115.1</i> | <i>100.7</i> | <i>105.3</i> | <i>83.6</i>  | <i>99.5</i>  | <i>127.8</i> | <i>86.6</i>  | <i>106.6</i> | <i>79.3</i>            | <i>113.0</i>           |
| PAARL                                   | 123 572           | 105 287      | 144 833      | 138 802      | 138 796      | 145 937      | 152 855      | 156 015      | 146 722      | 121 822                | 135 266                |
| <i>trend (%) on previous year</i>       | <i>96.5</i>       | <i>85.2</i>  | <i>137.6</i> | <i>95.8</i>  | <i>100.0</i> | <i>105.1</i> | <i>104.7</i> | <i>102.1</i> | <i>94.0</i>  | <i>83.0</i>            | <i>111.0</i>           |
| ROBERTSON                               | 141 267           | 165 304      | 176 440      | 184 095      | 158 679      | 166 782      | 196 796      | 204 619      | 204 271      | 174 428                | 194 569                |
| <i>trend (%) on previous year</i>       | <i>87.7</i>       | <i>117.0</i> | <i>106.7</i> | <i>104.3</i> | <i>86.2</i>  | <i>105.1</i> | <i>118.0</i> | <i>104.0</i> | <i>99.8</i>  | <i>85.4</i>            | <i>111.5</i>           |
| STELLENBOSCH                            | 98 514            | 76 999       | 114 285      | 115 276      | 115 229      | 122 742      | 113 740      | 121 346      | 125 006      | 103 605                | 122 254                |
| <i>trend (%) on previous year</i>       | <i>93.3</i>       | <i>78.2</i>  | <i>148.4</i> | <i>100.9</i> | <i>100.0</i> | <i>106.5</i> | <i>92.7</i>  | <i>106.7</i> | <i>103.0</i> | <i>82.9</i>            | <i>118.0</i>           |
| BREEDEKLOOF                             | 142 867           | 147 926      | 161 658      | 196 521      | 166 887      | 190 514      | 214 036      | 223 241      | 222 125      | 208 127                | 216 452                |
| <i>trend (%) on previous year</i>       | <i>92.8</i>       | <i>103.5</i> | <i>109.3</i> | <i>172.0</i> | <i>144.8</i> | <i>114.2</i> | <i>112.3</i> | <i>104.3</i> | <i>99.5</i>  | <i>93.7</i>            | <i>104.0</i>           |
| WORCESTER                               | 110 714           | 123 290      | 135 207      | 144 238      | 113 164      | 129 490      | 138 292      | 155 996      | 155 849      | 136 050                | 146 254                |
| <i>trend (%) on previous year</i>       | <i>95.8</i>       | <i>111.4</i> | <i>109.7</i> | <i>126.2</i> | <i>98.2</i>  | <i>114.4</i> | <i>106.8</i> | <i>112.8</i> | <i>99.9</i>  | <i>87.3</i>            | <i>107.5</i>           |
| TOTAL TONS (INDUSTRY)                   | 977 461           | 1 079 875    | 1 233 689    | 1 312 184    | 1 171 632    | 1 301 579    | 1 351 447    | 1 425 613    | 1 347 621    | 1 260 591              | 1 351 994              |
| <i>trend (%) on previous year</i>       | <i>89.0</i>       | <i>110.5</i> | <i>114.2</i> | <i>106.4</i> | <i>89.3</i>  | <i>111.1</i> | <i>103.8</i> | <i>105.5</i> | <i>94.5</i>  | <i>93.5</i>            | <i>107.3</i>           |
| LITRES PER GROSS TON                    | 764               | 772          | 775          | 774          | 773          | 778          | 772          | 764          | 767          | 778                    | 772                    |
| WINE PRODUCTION<br>MILLION GROSS LITRES | 746.5             | 834.2        | 956.0        | 1 015.7      | 905.2        | 1 013.0      | 1 043.5      | 1 089.0      | 1 033.6      | 980.9                  | 1 043.6                |

# HARVEST AND SALES ESTIMATES

| WINE PRODUCED                           | Average<br>% alc/vol<br>2010 | million gross litres |                |                |                |                |              |                | Trend<br>2011/<br>2010 |
|---|------------------------------|----------------------|----------------|----------------|----------------|----------------|--------------|----------------|------------------------|
|   |                              | 2005                 | 2006           | 2007           | 2008           | 2009           | Estimate     |                |                        |
|   |                              |                      |                |                |                |                | 2010         | 2011           |                        |
| Wine                                    |                              | 628.5                | 709.7          | 730.4          | 763.3          | 805.1          | 771.2        | 824.1          | 106.9                  |
| Wine for brandy                         | 11.61                        | 82.9                 | 82.1           | 101.5          | 86.6           | 71.4           | 37.6         | 35.5           | 94.5                   |
| Grape juice concentrate and grape juice | 10.80                        | 64.6                 | 73.2           | 65.2           | 72.5           | 34.8           | 59.2         | 58.4           | 98.6                   |
| Distilling wine                         | 9.71                         | 129.2                | 147.9          | 146.4          | 166.6          | 122.1          | 112.9        | 125.6          | 111.2                  |
| <b>Total</b>                            |                              | <b>905.2</b>         | <b>1 013.0</b> | <b>1 043.5</b> | <b>1 089.0</b> | <b>1 033.4</b> | <b>980.9</b> | <b>1 043.6</b> | <b>106.4</b>           |

| WINE MARKET REQUIREMENT                           | million gross litres |              |              |              |              |              |              | Trend<br>2011/<br>2010 |
|---|----------------------|--------------|--------------|--------------|--------------|--------------|--------------|------------------------|
|   | 2005                 | 2006         | 2007         | 2008         | 2009         | Estimate     |              |                        |
|   |                      |              |              |              |              | 2010         | 2011         |                        |
| Producer sales to wholesalers: Wine in bulk       | 419.1                | 407.6        | 441.3        | 539.0        | 508.4        | 487.0        |              | 0.0                    |
| Grapes  | 67.5                 | 71.8         | 67.2         | 70.9         | 71.0         | 62.8         |              | 0.0                    |
|   | <b>486.6</b>         | <b>479.4</b> | <b>508.5</b> | <b>610.0</b> | <b>579.4</b> | <b>549.9</b> |              | <b>0.0</b>             |
| Direct producer sales (packaged wine) and exports | 148.2                | 155.4        | 173.4        | 200.1        | 196.5        | 203.3        |              | 0.0                    |
| <b>Total</b>                                      | <b>634.8</b>         | <b>634.8</b> | <b>681.9</b> | <b>810.0</b> | <b>775.9</b> | <b>753.2</b> | <b>751.0</b> | <b>99.7</b>            |
| Wine imported in bulk by wholesalers*             | 15.4                 | 11.3         | 9.2          | 11.0         | 12.3         | 9.8          | 12.0         | 122.5                  |
| <b>Total wine market requirement</b>              | <b>650.2</b>         | <b>646.1</b> | <b>691.1</b> | <b>821.1</b> | <b>788.3</b> | <b>763.0</b> | <b>763.0</b> | <b>100.0</b>           |

\* must for sweetening purposes included

| WINE PRODUCTION AND SALES   | million gross litres |              |              |              |              |              |              | Trend<br>2011/<br>2010 |
|---|----------------------|--------------|--------------|--------------|--------------|--------------|--------------|------------------------|
|   | 2005                 | 2006         | 2007         | 2008         | 2009         | Estimate     |              |                        |
|   |                      |              |              |              |              | 2010         | 2011         |                        |
| Total wine stock at private and producer cellars on 1 Jan                     |                      |              |              |              |              | 361.7        | 348.8        |                        |
| Wine production   | 628.5                | 709.7        | 730.4        | 763.3        | 805.1        | 771.2        | 824.1        | 106.9                  |
| Natural wine and must for sweetening imported by private and producer cellars | 3.7                  | 7.0          | 3.7          | 8.0          | 3.8          | 0.0          | 2.4          |                        |
| <b>Minus: Sales</b>   | <b>634.8</b>         | <b>634.8</b> | <b>681.9</b> | <b>810.0</b> | <b>775.9</b> | <b>753.2</b> | <b>751.0</b> | <b>99.7</b>            |
| Transfers (previous vintages)   | 5.4                  | 3.6          | 10.2         | 6.1          | 5.7          | 5.0          | 5.0          | 100.0                  |
| Lees destroyed/shortages  | 17.7                 | 18.2         | 22.7         | 23.6         | 25.9         | 25.9         | 25.9         | 100.0                  |
| Total wine stock at private and producer cellars on 31 Dec                    | <b>339.4</b>         | <b>403.1</b> | <b>425.2</b> | <b>357.2</b> | <b>361.7</b> | <b>348.8</b> | <b>393.4</b> | <b>112.8</b>           |
| Total wine stock at producer cellars on 31 Dec                                | 221.1                | 278.4        | 295.4        | 236.2        | 232.7        |              |              |                        |
| Total wine stock at private cellars on 31 Dec                                 | 118.3                | 124.6        | 129.8        | 121.0        | 129.0        |              |              |                        |

| DISTILLING WINE MARKET REQUIREMENT                           | million litres @ 10% alc/vol |              |              |              |              |              |              | Trend<br>2011/<br>2010 |
|--|------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|------------------------|
|  | 2005                         | 2006         | 2007         | 2008         | 2009         | Estimate     |              |                        |
|  |                              |              |              |              |              | 2010         | 2011         |                        |
| Ex bedryf  | 130.3                        | 148.5        | 154.6        | 168.0        | 129.7        | 115.5        | 127.8        | 110.7                  |
| Ex import (current year)                                     | 24.3                         | 31.1         | 39.6         | 10.4         | 4.1          | 20.3         | 34.2         | 168.5                  |
| Ex import (previous year)                                    | 30.0                         | 10.0         | -            |              |              |              |              |                        |
| Ex pool  | 1.8                          | 1.4          | 0.04         | 0.46         | 0.02         | 0.02         | 0.02         | 100.0                  |
| <b>Total</b>   | <b>186.4</b>                 | <b>191.0</b> | <b>194.2</b> | <b>178.8</b> | <b>133.8</b> | <b>135.8</b> | <b>162.0</b> | <b>119.3</b>           |
| Pool deliveries  | 1.8                          | 1.4          | 0.04         | 0.46         | 0.02         | 0.02         | 0.02         | 100.0                  |
| Ex import (destined for following year's market requirement) | 10.0                         |              |              |              |              |              |              |                        |

# DOMESTIC SALES AND EXPORTS OF NATURAL WINE

## DOMESTIC SALES OF NATURAL WINE

GROSS LITRES

|                  | 1 MONTH           |                   | 3 MONTHS          |                   | 6 MONTHS           |                    | 12 MONTHS          |                    | MARKET SHARE |               |
|------------------|-------------------|-------------------|-------------------|-------------------|--------------------|--------------------|--------------------|--------------------|--------------|---------------|
|                  | OCT 2009          | OCT 2010          | AUG 2009          | AUG 2010          | MAY 2009           | MAY 2010           | NOV 2008           | NOV 2009           | NOV 2009     | OCT 2010      |
|                  | TREND             |                   | TREND             |                   | TREND              |                    | TREND              |                    | TREND        |               |
| Wholesalers      | 13 744 542        | 13 688 978        | 38 906 348        | 41 363 337        | 77 363 030         | 77 653 367         | 156 183 585        | 155 887 801        | 52.02        |               |
| Private Cellars  | 3 679 803         | 4 266 449         | 9 921 158         | 10 883 290        | 18 824 953         | 20 512 115         | 39 941 908         | 41 179 170         | 13.74        |               |
| Producer Cellars | 7 347 013         | 8 949 576         | 23 859 184        | 25 125 086        | 48 741 297         | 49 496 080         | 98 782 318         | 102 576 742        | 34.23        |               |
| <b>TOTAL</b>     | <b>24 771 358</b> | <b>26 905 003</b> | <b>72 686 690</b> | <b>77 371 713</b> | <b>144 929 280</b> | <b>147 661 562</b> | <b>294 907 811</b> | <b>299 643 713</b> | <b>101.6</b> | <b>100.00</b> |

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

## EXPORT OF NATURAL WINE

GROSS LITRES

|              | 1 MONTH           |                   | 3 MONTHS           |                   | 6 MONTHS           |                    | 12 MONTHS          |                    | MARKET SHARE |               |
|--------------|-------------------|-------------------|--------------------|-------------------|--------------------|--------------------|--------------------|--------------------|--------------|---------------|
|              | OCT 2009          | OCT 2010          | AUG 2009           | AUG 2010          | MAY 2009           | MAY 2010           | NOV 2008           | NOV 2009           | NOV 2009     | OCT 2010      |
|              | TREND             |                   | TREND              |                   | TREND              |                    | TREND              |                    | TREND        |               |
| <b>TOTAL</b> | <b>35 583 563</b> | <b>31 287 169</b> | <b>107 161 536</b> | <b>95 533 047</b> | <b>215 103 400</b> | <b>201 635 422</b> | <b>387 648 335</b> | <b>374 796 329</b> | <b>96.7</b>  | <b>100.00</b> |

## DOMESTIC SALES AND EXPORT OF NATURAL WINE

GROSS LITRES

|              | 1 MONTH           |                   | 3 MONTHS           |                    | 6 MONTHS           |                    | 12 MONTHS          |                    | MARKET SHARE |               |
|--------------|-------------------|-------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------|---------------|
|              | OCT 2009          | OCT 2010          | AUG 2009           | AUG 2010           | MAY 2009           | MAY 2010           | NOV 2008           | NOV 2009           | NOV 2009     | OCT 2010      |
|              | TREND             |                   | TREND              |                    | TREND              |                    | TREND              |                    | TREND        |               |
| <b>TOTAL</b> | <b>60 354 921</b> | <b>58 192 172</b> | <b>179 848 226</b> | <b>172 904 760</b> | <b>360 032 680</b> | <b>349 296 984</b> | <b>682 556 146</b> | <b>674 440 042</b> | <b>98.8</b>  | <b>100.00</b> |

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











| TYPE      | PRICE RANGE<br>ZAR / HL OF C / l | ORANGE RIVER |       | OLIFANTS RIVER |         | MALMESBURY |           | LITTLE KAROO |         | PAARL     |          | ROBERTSON |           | STELLENBOSCH |        | WORCESTER |        | BREDEKLOOF |           | INDUSTRY 2010 |        | INDUSTRY 2009 |        |           |           |        |           |       |        |           |       |        |       |        |
|-----------|----------------------------------|--------------|-------|----------------|---------|------------|-----------|--------------|---------|-----------|----------|-----------|-----------|--------------|--------|-----------|--------|------------|-----------|---------------|--------|---------------|--------|-----------|-----------|--------|-----------|-------|--------|-----------|-------|--------|-------|--------|
|           |                                  | LITRES       | %     | AVE PRICE      | LITRES  | %          | AVE PRICE | LITRES       | %       | AVE PRICE | LITRES   | %         | AVE PRICE | LITRES       | %      | AVE PRICE | LITRES | %          | AVE PRICE | LITRES        | %      | AVE PRICE     | LITRES | %         | AVE PRICE |        |           |       |        |           |       |        |       |        |
| Fortified | 150 - <200                       |              |       |                |         | 10 993     | 7.6       | 185.00       | 14 441  | 1.3       | 185.00   |           |           |              |        |           |        |            |           |               |        |               |        |           |           |        |           |       |        |           |       |        |       |        |
|           | 200 - <250                       |              |       | 9 190          | 1.6     | 270.00     |           |              |         |           |          |           |           |              |        |           |        |            |           |               |        |               |        |           |           |        |           |       |        |           |       |        |       |        |
|           | 250 - <300                       |              |       |                |         |            |           |              |         |           |          |           |           |              |        |           |        |            |           |               |        |               |        |           |           |        |           |       |        |           |       |        |       |        |
|           | 300 - <350                       |              |       |                |         |            |           |              |         |           |          |           |           |              |        |           |        |            |           |               |        |               |        |           |           |        |           |       |        |           |       |        |       |        |
|           | 350 - <400                       | 23 513       | 27.5  | 390.00         | 97 284  | 17.4       | 390.00    |              |         |           |          |           |           |              |        |           |        |            |           |               |        |               |        |           |           |        |           |       |        |           |       |        |       |        |
|           | 400 - <450                       | 62 077       | 72.5  | 400.00         | 142 549 | 25.5       | 413.43    |              |         |           |          |           |           |              |        |           |        |            |           |               |        |               |        |           |           |        |           |       |        |           |       |        |       |        |
|           | 450 - <500                       |              |       |                | 173 620 | 31.0       | 450.00    |              |         |           |          |           |           |              |        |           |        |            |           |               |        |               |        |           |           |        |           |       |        |           |       |        |       |        |
|           | 500 - <550                       |              |       |                |         |            |           |              |         |           |          |           |           |              |        |           |        |            |           |               |        |               |        |           |           |        |           |       |        |           |       |        |       |        |
|           | 550 - <600                       |              |       |                | 103 726 | 18.5       | 550.00    |              |         |           |          |           |           |              |        |           |        |            |           |               |        |               |        |           |           |        |           |       |        |           |       |        |       |        |
|           | 600 - <650                       |              |       |                | 32 238  | 5.8        | 630.00    |              |         |           |          |           |           |              |        |           |        |            |           |               |        |               |        |           |           |        |           |       |        |           |       |        |       |        |
|           | 650 - <700                       |              |       |                |         |            |           |              |         |           |          |           |           |              |        |           |        |            |           |               |        |               |        |           |           |        |           |       |        |           |       |        |       |        |
|           | 700 - <750                       |              |       |                |         |            |           |              |         |           |          |           |           |              |        |           |        |            |           |               |        |               |        |           |           |        |           |       |        |           |       |        |       |        |
|           | 750 - <800                       |              |       |                |         |            |           |              |         |           |          |           |           |              |        |           |        |            |           |               |        |               |        |           |           |        |           |       |        |           |       |        |       |        |
|           | 800 - <850                       |              |       |                |         |            |           |              |         |           |          |           |           |              |        |           |        |            |           |               |        |               |        |           |           |        |           |       |        |           |       |        |       |        |
|           | 850 - <900                       |              |       |                | 779     | 0.1        | 865.00    |              |         |           |          |           |           |              |        |           |        |            |           |               |        |               |        |           |           |        |           |       |        |           |       |        |       |        |
|           | 900 - <950                       |              |       |                |         |            |           |              |         |           |          |           |           |              |        |           |        |            |           |               |        |               |        |           |           |        |           |       |        |           |       |        |       |        |
|           | 950 - <1000                      |              |       |                |         |            |           |              |         |           |          |           |           |              |        |           |        |            |           |               |        |               |        |           |           |        |           |       |        |           |       |        |       |        |
|           | > 1000                           |              |       |                |         |            |           |              |         |           |          |           |           |              |        |           |        |            |           |               |        |               |        |           |           |        |           |       |        |           |       |        |       |        |
|           | TOTAL                            | 85 590       | 100.0 | 397.25         | 559 386 | 100.0      | 456.78    | 133 418      | 144 411 | 100.0     | 1 292.73 | 1 071 721 | 100.0     | 454.93       | 40 871 | 100.0     | 370.00 | 2 038 925  | 100.0     | 431.82        | 47 502 | 100.0         | 400.00 | 1 617 466 | 100.0     | 419.69 | 2 236 708 | 100.0 | 406.21 | 7 862 600 | 100.0 | 441.89 | 100.0 | 410.41 |

|                     |                         |        |        |        |        |        |        |        |        |        |        |        |
|---------------------|-------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| All Varieties       | AVE PRICER / HL ORC / l | 316.43 | 339.71 | 498.92 | 391.47 | 502.94 | 457.32 | 540.23 | 397.10 | 413.30 | 413.60 | 384.21 |
| All red varieties   | AVE PRICER / HL ORC / l | 386.83 | 410.38 | 613.90 | 503.64 | 567.30 | 521.31 | 609.37 | 474.82 | 472.71 | 502.99 | 459.05 |
| All white varieties | AVE PRICER / HL ORC / l | 314.04 | 306.76 | 364.25 | 353.45 | 438.23 | 414.82 | 421.66 | 371.53 | 381.11 | 366.37 | 345.44 |

|                    |                              |  |  |  |  |  |  |  |  |  |  |        |
|--------------------|------------------------------|--|--|--|--|--|--|--|--|--|--|--------|
| ** Wine for Brandy | CENT PER LITRE @ 10% ALC/VOL |  |  |  |  |  |  |  |  |  |  | 236.33 |
| Distilling Wine    | CENT PER LITRE @ 10% ALC/VOL |  |  |  |  |  |  |  |  |  |  | 97.04  |

\* 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 ACCORDING TO VINTAGE

| TYPE                     | PRICE RANGE ZAR / HL OR C / l | 2007         |                |             | 2008         |                |             | 2009         |                |             | JANUARY - OCTOBER 2010 |                |             | INDUSTRY GROWTH |             |             |
|--------------------------|-------------------------------|--------------|----------------|-------------|--------------|----------------|-------------|--------------|----------------|-------------|------------------------|----------------|-------------|-----------------|-------------|-------------|
|                          |                               | 2007 VINTAGE | OTHER VINTAGES | TOTAL       | 2008 VINTAGE | OTHER VINTAGES | TOTAL       | 2009 VINTAGE | OTHER VINTAGES | TOTAL       | 2010 VINTAGE           | OTHER VINTAGES | TOTAL       | 2008 - 2007     | 2009 - 2008 | 2010 - 2009 |
| Cabernet Sauvignon       | LITRES                        | 7 935 636    | 14 358 025     | 22 293 661  | 12 341 649   | 12 197 317     | 24 538 966  | 13 405 623   | 9 703 396      | 23 109 019  | 11 496 183             | 8 596 576      | 20 092 759  | 10.07           | -5.83       |             |
|                          | AVE PRICE R / HL OR C / l     | 419.70       | 436.45         | 430.49      | 450.61       | 452.88         | 451.74      | 545.51       | 531.57         | 539.66      | 580.59                 | 576.84         | 579.98      | 4.94            | 19.46       | 7.29        |
| Cabernet Franc           | LITRES                        | 275 262      | 209 266        | 484 528     | 493 354      | 359 653        | 853 007     | 812 212      | 479 030        | 1 291 242   | 498 969                | 402 672        | 901 641     | 76.05           | 51.38       |             |
|                          | AVE PRICE R / HL OR C / l     | 456.03       | 411.36         | 436.73      | 432.77       | 346.88         | 396.56      | 477.17       | 399.84         | 448.48      | 524.54                 | 510.21         | 518.14      | -9.20           | 13.09       | 15.53       |
| Ruby Cabernet            | LITRES                        | 2 065 812    | 3 814 518      | 5 880 330   | 3 960 930    | 3 596 455      | 7 557 385   | 6 322 028    | 2 620 023      | 8 942 051   | 4 429 233              | 3 356 547      | 7 785 760   | 28.52           | 18.32       |             |
|                          | AVE PRICE R / HL OR C / l     | 281.65       | 314.30         | 302.83      | 363.23       | 341.06         | 352.68      | 428.11       | 395.93         | 418.68      | 475.33                 | 444.31         | 461.96      | 16.46           | 18.71       | 10.34       |
| Merlot                   | LITRES                        | 4 775 152    | 7 574 527      | 12 349 679  | 9 336 451    | 7 804 551      | 17 141 002  | 10 595 732   | 5 420 200      | 16 015 932  | 7 381 058              | 6 288 386      | 13 669 444  | 38.80           | -6.56       |             |
|                          | AVE PRICE R / HL OR C / l     | 392.80       | 395.13         | 396.68      | 418.69       | 416.45         | 417.67      | 514.18       | 458.28         | 495.26      | 555.44                 | 547.89         | 551.97      | 5.29            | 18.58       | 11.45       |
| Shiraz (Syrah)           | LITRES                        | 8 454 908    | 11 481 854     | 19 936 762  | 14 771 919   | 11 155 721     | 25 927 640  | 16 059 688   | 6 840 929      | 22 900 617  | 9 958 457              | 8 496 301      | 18 454 758  | 30.05           | -11.67      |             |
|                          | AVE PRICE R / HL OR C / l     | 446.09       | 466.97         | 458.12      | 485.10       | 454.40         | 471.89      | 548.98       | 588.61         | 560.82      | 573.87                 | 632.97         | 601.08      | 3.01            | 18.85       | 7.18        |
| Pinotage                 | LITRES                        | 5 254 275    | 7 606 814      | 12 861 089  | 7 562 278    | 8 629 868      | 16 192 146  | 9 920 930    | 5 780 214      | 15 701 144  | 7 090 256              | 5 143 259      | 12 233 515  | 25.90           | -3.03       |             |
|                          | AVE PRICE R / HL OR C / l     | 391.10       | 400.54         | 396.68      | 397.41       | 421.32         | 410.15      | 482.73       | 455.45         | 472.69      | 544.90                 | 516.88         | 533.12      | 3.40            | 15.25       | 12.78       |
| Pinot Noir               | LITRES                        | 18 318       | 52 540         | 70 858      | 59 674       | 5 400          | 65 074      | 97 013       | 11 003         | 108 016     | 173 032                | 65 760         | 238 792     | -8.16           | 65.99       |             |
|                          | AVE PRICE R / HL OR C / l     | 674.63       | 672.62         | 673.14      | 541.03       | 325.00         | 523.10      | 735.85       | 1164.73        | 779.54      | 757.71                 | 593.42         | 712.47      | -22.29          | 49.02       | -8.60       |
| Cinsaut                  | LITRES                        | 1 804 453    | 2 779 117      | 4 583 570   | 2 455 972    | 4 288 392      | 6 744 364   | 3 466 124    | 2 372 967      | 5 839 091   | 4 095 126              | 2 445 301      | 6 540 427   | 47.14           | -13.42      |             |
|                          | AVE PRICE R / HL OR C / l     | 325.51       | 312.17         | 317.42      | 342.40       | 320.87         | 328.71      | 408.59       | 332.13         | 377.52      | 482.24                 | 416.64         | 438.93      | 3.56            | 14.85       | 16.27       |
| Rosé and Blanc de Noir   | LITRES                        | 13 612 799   | 4 101 376      | 17 714 175  | 19 434 695   | 6 278 306      | 25 713 001  | 19 440 394   | 7 403 353      | 26 843 747  | 17 086 627             | 10 730 856     | 27 817 463  | 45.15           | 4.40        |             |
|                          | AVE PRICE R / HL OR C / l     | 293.09       | 310.52         | 297.13      | 321.39       | 285.29         | 312.58      | 357.81       | 315.71         | 346.20      | 390.27                 | 367.76         | 381.59      | 5.20            | 10.76       | 10.22       |
| Other red and blends     | LITRES                        | 14 398 428   | 24 806 419     | 39 204 847  | 25 156 121   | 29 441 948     | 54 598 069  | 24 964 334   | 16 460 848     | 41 425 182  | 16 633 609             | 14 419 838     | 31 053 647  | 39.26           | -24.13      |             |
|                          | AVE PRICE R / HL OR C / l     | 341.46       | 333.48         | 336.41      | 370.94       | 326.50         | 346.98      | 447.81       | 406.26         | 431.30      | 496.36                 | 484.23         | 490.73      | 3.14            | 24.30       | 13.78       |
| Chardonnay               | LITRES                        | 13 393 606   | 5 085 455      | 18 479 061  | 18 244 914   | 6 299 981      | 24 544 895  | 18 614 358   | 5 525 397      | 24 139 755  | 11 778 974             | 7 481 446      | 19 260 420  | 32.83           | -1.65       |             |
|                          | AVE PRICE R / HL OR C / l     | 479.19       | 460.83         | 474.14      | 481.44       | 481.85         | 481.54      | 525.79       | 517.53         | 523.90      | 533.29                 | 525.15         | 530.12      | 1.56            | 8.80        | 1.19        |
| Sauvignon blanc          | LITRES                        | 12 055 148   | 1 919 885      | 13 975 033  | 15 859 748   | 3 206 341      | 19 066 089  | 17 693 146   | 3 176 409      | 20 869 555  | 15 678 819             | 5 321 918      | 21 000 737  | 36.43           | 9.46        |             |
|                          | AVE PRICE R / HL OR C / l     | 522.46       | 484.21         | 517.21      | 525.43       | 487.23         | 519.00      | 556.49       | 487.92         | 546.06      | 550.11                 | 507.62         | 539.34      | 0.35            | 5.21        | -1.23       |
| Chenin blanc             | LITRES                        | 46 226 759   | 15 293 149     | 61 519 908  | 46 979 930   | 15 781 886     | 62 761 816  | 52 030 948   | 13 674 698     | 65 705 646  | 41 570 943             | 18 987 870     | 60 558 813  | 2.02            | 4.69        |             |
|                          | AVE PRICE R / HL OR C / l     | 324.41       | 319.44         | 323.17      | 327.88       | 302.30         | 321.45      | 354.57       | 333.69         | 350.23      | 367.81                 | 367.96         | 367.86      | -0.53           | 8.95        | 5.03        |
| Colombar                 | LITRES                        | 21 304 755   | 6 576 815      | 27 881 570  | 28 603 708   | 11 758 186     | 40 361 894  | 30 434 981   | 11 318 640     | 41 753 621  | 22 363 944             | 10 802 877     | 33 166 721  | 44.76           | 3.45        |             |
|                          | AVE PRICE R / HL OR C / l     | 295.53       | 303.69         | 297.46      | 298.90       | 293.15         | 297.23      | 316.69       | 309.43         | 314.72      | 323.80                 | 337.73         | 328.34      | -0.08           | 5.88        | 4.33        |
| Crouchen (Cape Riesling) | LITRES                        | 2 683 039    | 1 032 640      | 3 715 679   | 1 503 154    | 589 550        | 2 092 704   | 1 341 203    | 212 950        | 1 554 153   | 357.14                 | 362.24         | 2 004 518   | -43.68          | -25.73      |             |
|                          | AVE PRICE R / HL OR C / l     | 315.28       | 324.42         | 317.82      | 322.29       | 335.65         | 326.05      | 360.96       | 333.10         | 357.14      | 362.24                 | 357.89         | 360.59      | 2.59            | 9.54        | 0.97        |
| Semillon                 | LITRES                        | 3 082 645    | 592 898        | 3 675 543   | 3 270 625    | 1 150 694      | 4 421 319   | 3 916 870    | 1 404 513      | 5 321 383   | 3 868 018              | 1 264 142      | 5 132 160   | 20.29           | 20.36       |             |
|                          | AVE PRICE R / HL OR C / l     | 354.82       | 343.09         | 352.93      | 369.14       | 356.25         | 365.78      | 426.71       | 348.62         | 406.10      | 415.86                 | 388.99         | 409.24      | 3.64            | 11.02       | 0.77        |
| Other white and blends   | LITRES                        | 103 032 977  | 49 551 160     | 152 584 137 | 119 227 903  | 62 469 807     | 181 697 710 | 114 974 992  | 45 996 912     | 160 971 904 | 89 014 877             | 35 519 281     | 124 534 158 | 19.08           | -11.41      |             |
|                          | AVE PRICE R / HL OR C / l     | 278.07       | 268.68         | 275.02      | 276.74       | 259.80         | 270.91      | 301.98       | 283.04         | 296.57      | 321.42                 | 315.33         | 319.68      | -1.49           | 9.47        | 7.79        |
| Fortified                | LITRES                        | 11 090 083   | 610 595        | 11 700 678  | 7 478 783    | 2 150 786      | 9 629 569   | 8 559 358    | 2 522 712      | 11 082 070  | 6 581 462              | 1 281 138      | 7 862 600   | -17.70          | 15.08       |             |
|                          | AVE PRICE R / HL OR C / l     | 371.28       | 372.99         | 371.37      | 389.81       | 369.95         | 385.37      | 414.67       | 395.93         | 410.41      | 448.60                 | 407.40         | 441.89      | 3.77            | 6.50        | 7.67        |
| All Varieties            | LITRES                        | 271 464 055  | 157 447 053    | 428 911 108 | 336 741 808  | 187 164 842    | 523 906 650 | 352 649 934  | 140 924 194    | 493 574 128 | 270 943 955            | 141 365 018    | 412 308 373 | 22.15           | -5.79       |             |
|                          | AVE PRICE R / HL OR C / l     | 331.40       | 340.86         | 334.87      | 345.71       | 331.59         | 340.67      | 389.14       | 371.89         | 384.21      | 408.53                 | 423.56         | 413.68      | 1.73            | 12.78       | 7.67        |
| All red Varieties        | LITRES                        | 58 459 222   | 76 451 962     | 134 911 184 | 95 573 043   | 83 757 611     | 179 330 654 | 105 070 828  | 56 999 723     | 162 070 551 | 78 540 550             | 59 904 596     | 138 445 146 | 32.92           | -9.62       |             |
|                          | AVE PRICE R / HL OR C / l     | 362.62       | 383.43         | 374.41      | 394.93       | 377.43         | 386.75      | 467.10       | 444.32         | 459.08      | 503.32                 | 502.56         | 502.99      | 3.30            | 18.70       | 9.56        |
| All white varieties      | LITRES                        | 201 914 750  | 80 384 496     | 282 299 246 | 233 941 942  | 101 256 445    | 335 198 387 | 239 019 748  | 81 401 759     | 320 421 507 | 185 821 943            | 80 179 284     | 266 000 627 | 18.74           | -4.41       |             |
|                          | AVE PRICE R / HL OR C / l     | 320.17       | 300.13         | 314.46      | 324.37       | 292.86         | 314.71      | 353.95       | 320.44         | 345.44      | 367.05                 | 364.79         | 366.37      | 0.08            | 9.76        | 6.06        |

# RSA EXPORTS: WINE AND FLAVOURED GRAPE LIQUOR (LITRES)

| PRODUCT                                |     | NOVEMBER          |                   |              | 6 MONTHS             |                      |              | 12 MONTHS            |                      |              |
|--|-----|-------------------|-------------------|--------------|----------------------|----------------------|--------------|----------------------|----------------------|--------------|
|  |     | 2009              | 2010              | Trend        | JUN '09 -<br>NOV '09 | JUN '10 -<br>NOV '10 | Trend        | DEC '08 -<br>NOV '09 | DEC '09 -<br>NOV '10 | Trend        |
| Chardonnay                             | P   | 1 125 679         | 1 118 079         | 99.3         | 9 144 572            | 6 902 305            | 75.5         | 17 261 509           | 15 176 560           | 87.9         |
|  | B   | 434 095           | 480 360           | 110.7        | 6 847 525            | 6 481 684            | 94.7         | 9 493 248            | 8 638 534            | 91.0         |
| Sauvignon blanc                        | P   | 1 293 140         | 1 376 669         | 106.5        | 9 861 669            | 9 010 460            | 91.4         | 17 074 498           | 17 173 586           | 100.6        |
|  | B   | 171 684           | 555 140           | 323.3        | 1 555 292            | 3 070 963            | 197.5        | 2 510 270            | 4 346 151            | 173.1        |
| Chenin blanc                           | P   | 1 494 196         | 1 570 901         | 105.1        | 9 717 939            | 9 942 696            | 102.3        | 19 154 346           | 18 758 883           | 97.9         |
|  | B   | 1 784 266         | 2 168 094         | 121.5        | 13 401 455           | 15 896 197           | 118.6        | 22 558 526           | 26 588 952           | 117.9        |
| Other White                            | P   | 3 369 214         | 2 900 420         | 86.1         | 25 198 872           | 20 756 892           | 82.4         | 44 944 420           | 40 647 938           | 90.4         |
|  | B   | 2 678 642         | 2 799 467         | 104.5        | 16 846 040           | 20 621 348           | 122.4        | 31 175 792           | 30 621 046           | 98.2         |
| <b>TOTALS WHITE WINE</b>               | P   | <b>7 282 229</b>  | <b>6 966 069</b>  | <b>95.7</b>  | <b>53 923 052</b>    | <b>46 612 353</b>    | <b>86.4</b>  | <b>98 434 773</b>    | <b>91 756 967</b>    | <b>93.2</b>  |
|  | B   | <b>5 068 687</b>  | <b>6 003 061</b>  | <b>118.4</b> | <b>38 650 312</b>    | <b>46 070 192</b>    | <b>119.2</b> | <b>65 737 836</b>    | <b>70 194 683</b>    | <b>106.8</b> |
|  | P+B | <b>12 350 916</b> | <b>12 969 130</b> | <b>105.0</b> | <b>92 573 364</b>    | <b>92 682 545</b>    | <b>100.1</b> | <b>164 172 609</b>   | <b>161 951 650</b>   | <b>98.6</b>  |
| Cabernet Sauvignon                     | P   | 1 347 864         | 1 248 231         | 92.6         | 8 753 625            | 7 715 261            | 88.1         | 15 326 086           | 14 859 307           | 97.0         |
|  | B   | 390 000           | 71 420            | 18.3         | 2 273 515            | 2 556 661            | 112.5        | 4 663 082            | 5 445 799            | 116.8        |
| Shiraz                                 | P   | 1 600 429         | 1 302 826         | 81.4         | 9 516 085            | 8 140 463            | 85.5         | 18 102 338           | 15 875 469           | 87.7         |
|  | B   | 349 480           | 626 040           | 179.1        | 1 674 641            | 2 374 783            | 141.8        | 3 234 452            | 3 747 133            | 115.9        |
| Pinotage                               | P   | 920 291           | 737 203           | 80.1         | 5 402 594            | 4 662 474            | 86.3         | 10 006 342           | 8 874 654            | 88.7         |
|  | B   | 1 106 292         | 307 243           | 27.8         | 4 777 984            | 2 729 232            | 57.1         | 8 895 122            | 5 522 602            | 62.1         |
| Merlot                                 | P   | 757 004           | 923 759           | 122.0        | 4 468 600            | 4 690 493            | 105.0        | 9 155 031            | 9 334 562            | 102.0        |
|  | B   | 26 000            | 191 980           | 738.4        | 1 165 731            | 1 098 070            | 94.2         | 2 365 284            | 2 098 890            | 88.7         |
| Other Red                              | P   | 5 841 618         | 5 429 032         | 92.9         | 39 429 824           | 34 794 775           | 88.2         | 73 190 515           | 71 243 405           | 97.3         |
|  | B   | 4 551 364         | 4 236 673         | 93.1         | 29 290 513           | 28 140 975           | 96.1         | 53 473 536           | 48 267 959           | 90.3         |
| <b>TOTALS RED WINE</b>                 | P   | <b>10 467 206</b> | <b>9 641 051</b>  | <b>92.1</b>  | <b>67 570 728</b>    | <b>60 003 466</b>    | <b>88.8</b>  | <b>125 780 312</b>   | <b>120 187 397</b>   | <b>95.6</b>  |
|  | B   | <b>6 423 136</b>  | <b>5 433 356</b>  | <b>84.6</b>  | <b>39 182 384</b>    | <b>36 899 721</b>    | <b>94.2</b>  | <b>72 631 476</b>    | <b>65 082 383</b>    | <b>89.6</b>  |
|  | P+B | <b>16 890 342</b> | <b>15 074 407</b> | <b>89.2</b>  | <b>106 753 112</b>   | <b>96 903 187</b>    | <b>90.8</b>  | <b>198 411 788</b>   | <b>185 269 780</b>   | <b>93.4</b>  |
| Blanc de Noir + Rosé                   | P   | 889 935           | 858 819           | 96.5         | 10 057 343           | 7 216 561            | 71.8         | 16 113 438           | 13 493 147           | 83.7         |
|  | B   | 322 630           | 398 300           | 123.5        | 6 045 144            | 7 252 504            | 120.0        | 11 293 856           | 12 841 486           | 113.7        |
|  | P+B | 1 212 565         | 1 257 119         | 103.7        | 16 102 487           | 14 469 065           | 89.9         | 27 407 294           | 26 334 633           | 96.1         |
| <b>TOTALS NATURAL WINE</b>             | P   | <b>18 639 370</b> | <b>17 465 939</b> | <b>93.7</b>  | <b>131 551 123</b>   | <b>113 832 380</b>   | <b>86.5</b>  | <b>240 328 523</b>   | <b>225 437 511</b>   | <b>93.8</b>  |
|  | B   | <b>11 814 453</b> | <b>11 834 717</b> | <b>100.2</b> | <b>83 877 840</b>    | <b>90 222 417</b>    | <b>107.6</b> | <b>149 663 168</b>   | <b>148 118 552</b>   | <b>99.0</b>  |
|  | P+B | <b>30 453 823</b> | <b>29 300 656</b> | <b>96.2</b>  | <b>215 428 963</b>   | <b>204 054 797</b>   | <b>94.7</b>  | <b>389 991 691</b>   | <b>373 556 063</b>   | <b>95.8</b>  |
| Fortified Wine                         | P   | 37 819            | 86 339            | 228.3        | 172 685              | 223 461              | 129.4        | 299 005              | 375 898              | 125.7        |
|  | B   | 0                 | 0                 | -            | 0                    | 0                    | -            | 20 200               | 0                    | 0.0          |
|  | P+B | 37 819            | 86 339            | 228.3        | 172 685              | 223 461              | 129.4        | 319 205              | 375 898              | 117.8        |
| Sparkling wine                         | P   | 693 612           | 829 784           | 119.6        | 3 413 996            | 4 050 320            | 118.6        | 5 885 044            | 7 448 789            | 126.6        |
| <b>TOTALS ALL WINE</b>                 | P   | <b>19 370 801</b> | <b>18 382 062</b> | <b>94.9</b>  | <b>135 137 804</b>   | <b>118 106 161</b>   | <b>87.4</b>  | <b>246 512 572</b>   | <b>233 262 198</b>   | <b>94.6</b>  |
|  | B   | <b>11 814 453</b> | <b>11 834 717</b> | <b>100.2</b> | <b>83 877 840</b>    | <b>90 222 417</b>    | <b>107.6</b> | <b>149 683 368</b>   | <b>148 118 552</b>   | <b>99.0</b>  |
|  | P+B | <b>31 185 254</b> | <b>30 216 779</b> | <b>96.9</b>  | <b>219 015 644</b>   | <b>208 328 578</b>   | <b>95.1</b>  | <b>396 195 940</b>   | <b>381 380 750</b>   | <b>96.3</b>  |
| OTHER(e.g. for vinegar,<br>industrial) | P   | 0                 | 0                 | -            | 0                    | 0                    | -            | 0                    | 0                    | -            |
|  | B   | 183 950           | 124 840           | 67.9         | 887 200              | 680 766              | 76.7         | 1 598 794            | 1 266 218            | 79.2         |
|  | P+B | 183 950           | 124 840           | 67.9         | 887 200              | 680 766              | 76.7         | 1 598 794            | 1 266 218            | 79.2         |
| Flavoured Grape Liquor                 | P   | 0                 | 0                 | -            | 33 184               | 31 742               | 95.7         | 33 301               | 133 160              | 399.9        |
| <b>TOTALS ALL PRODUCTS</b>             | P   | <b>19 370 801</b> | <b>18 382 062</b> | <b>94.9</b>  | <b>135 170 988</b>   | <b>118 137 903</b>   | <b>87.4</b>  | <b>246 545 873</b>   | <b>233 395 358</b>   | <b>94.7</b>  |
|  | B   | <b>11 998 403</b> | <b>11 959 557</b> | <b>99.7</b>  | <b>84 765 040</b>    | <b>90 903 183</b>    | <b>107.2</b> | <b>151 282 162</b>   | <b>149 384 770</b>   | <b>98.7</b>  |
|  | P+B | <b>31 369 204</b> | <b>30 341 619</b> | <b>96.7</b>  | <b>219 936 028</b>   | <b>209 041 086</b>   | <b>95.0</b>  | <b>397 828 035</b>   | <b>382 780 128</b>   | <b>96.2</b>  |

P=Packaged

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

B=Bulk

# RSA NATURAL WINE EXPORTS PER COUNTRY (PACKAGED AND BULK)

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

| COUNTRIES AND COUNTRY GROUPS | 200812 - 200911    |                    |                      |                    | 200912 - 201011    |                    |                      |                    | TREND 200912 - 201011 / 200812 - 200911 |           |                      |           |
|------------------------------|--------------------|--------------------|----------------------|--------------------|--------------------|--------------------|----------------------|--------------------|---|-----------|----------------------|-----------|
|                              | WHITE              | RED                | BLANC DE NOIR / ROSÉ | TOTAL              | WHITE              | RED                | BLANC DE NOIR / ROSÉ | TOTAL              | WHITE                                   | RED       | BLANC DE NOIR / ROSÉ | TOTAL     |
| United Kingdom               | 58 923 773         | 55 677 840         | 12 693 258           | 127 294 871        | 49 694 532         | 47 100 174         | 11 032 773           | 107 827 479        | 84                                      | 85        | 87                   | 85        |
| Germany                      | 21 670 429         | 42 836 893         | 6 829 870            | 71 337 192         | 27 903 946         | 37 956 055         | 5 870 994            | 71 730 995         | 129                                     | 89        | 86                   | 101       |
| Sweden                       | 12 643 666         | 23 946 712         | 472 149              | 37 062 527         | 13 284 389         | 24 665 260         | 697 764              | 38 647 413         | 105                                     | 103       | 148                  | 104       |
| The Netherlands              | 11 114 892         | 12 699 431         | 3 775 638            | 27 589 961         | 10 834 400         | 12 441 556         | 3 822 706            | 27 098 662         | 97                                      | 98        | 101                  | 98        |
| Denmark                      | 4 058 650          | 12 475 536         | 186 119              | 16 720 305         | 3 935 204          | 12 530 637         | 604 483              | 17 070 324         | 97                                      | 100       | 325                  | 102       |
| Africa*                      | 6 546 781          | 8 083 965          | 397 306              | 15 028 052         | 5 523 994          | 8 313 780          | 438 799              | 14 276 573         | 84                                      | 103       | 110                  | 95        |
| Canada                       | 5 519 131          | 5 758 083          | 91 382               | 11 368 596         | 7 739 703          | 6 091 481          | 121 698              | 13 952 882         | 140                                     | 106       | 133                  | 123       |
| United States of America     | 8 614 634          | 5 304 471          | 184 203              | 14 103 308         | 8 120 224          | 5 099 038          | 259 907              | 13 479 169         | 94                                      | 96        | 141                  | 96        |
| Eastern Europe               | 6 575 927          | 2 377 632          | 70 011               | 9 023 570          | 9 340 278          | 2 873 234          | 68 523               | 12 282 035         | 142                                     | 121       | 98                   | 136       |
| Belgium                      | 4 483 596          | 3 646 189          | 603 470              | 8 733 255          | 5 091 584          | 3 783 902          | 519 919              | 9 395 405          | 114                                     | 104       | 86                   | 108       |
| Far East                     | 3 860 310          | 4 122 987          | 52 862               | 8 036 159          | 3 541 627          | 5 382 306          | 66 575               | 8 990 508          | 92                                      | 131       | 126                  | 112       |
| France                       | 3 154 149          | 4 619 226          | 1 005 795            | 8 779 170          | 2 982 743          | 3 108 817          | 1 337 904            | 7 429 464          | 95                                      | 67        | 133                  | 85        |
| Finland                      | 2 864 795          | 2 989 020          | 3 011                | 5 856 826          | 3 156 578          | 2 644 281          | 19 634               | 5 820 493          | 110                                     | 88        | 652                  | 99        |
| Republic of Ireland          | 1 664 436          | 1 355 510          | 50 668               | 3 070 614          | 1 932 002          | 1 832 815          | 121 599              | 3 886 416          | 116                                     | 135       | 240                  | 127       |
| Switzerland                  | 2 035 352          | 1 796 037          | 538 154              | 4 369 543          | 1 554 611          | 1 503 302          | 553 104              | 3 611 017          | 76                                      | 84        | 103                  | 83        |
| Middle East                  | 1 122 760          | 1 427 870          | 66 410               | 2 617 040          | 1 501 369          | 1 873 075          | 107 144              | 3 481 588          | 134                                     | 131       | 161                  | 133       |
| Japan                        | 1 085 233          | 1 633 149          | 4 023                | 2 722 405          | 1 497 115          | 1 930 073          | 16 245               | 3 443 433          | 138                                     | 118       | 404                  | 126       |
| Australasia                  | 5 595 972          | 3 463 290          | 28 305               | 9 087 567          | 1 705 879          | 1 546 730          | 57 797               | 3 310 406          | 30                                      | 45        | 204                  | 36        |
| Africa Islands*              | 1 042 463          | 663 296            | 293 711              | 1 999 470          | 1 417 055          | 1 087 990          | 496 359              | 3 001 404          | 136                                     | 164       | 169                  | 150       |
| Norway                       | 326 723            | 1 627 788          | 0                    | 1 954 511          | 311 849            | 1 545 838          | 536                  | 1 858 223          | 95                                      | 95        | 0                    | 95        |
| South America                | 79 248             | 406 865            | 12 992               | 499 105            | 183 325            | 806 431            | 34 416               | 1 024 172          | 231                                     | 198       | 265                  | 205       |
| Rest of Western Europe       | 806 180            | 816 144            | 29 176               | 1 651 500          | 254 515            | 349 798            | 65 896               | 670 209            | 32                                      | 43        | 226                  | 41        |
| Central America              | 115 794            | 200 745            | 10 547               | 327 086            | 185 325            | 322 628            | 13 587               | 521 540            | 160                                     | 161       | 129                  | 159       |
| Iceland                      | 187 985            | 243 166            | 0                    | 431 151            | 184 588            | 208 373            | 0                    | 392 961            | 98                                      | 86        | 0                    | 91        |
| Austria                      | 79 729             | 239 948            | 8 240                | 327 917            | 74 818             | 272 205            | 6 273                | 353 296            | 94                                      | 113       | 76                   | 108       |
| <b>TOTAL</b>                 | <b>164 172 608</b> | <b>198 411 793</b> | <b>27 407 300</b>    | <b>389 991 701</b> | <b>161 951 653</b> | <b>185 269 779</b> | <b>26 334 635</b>    | <b>373 556 067</b> | <b>99</b>                               | <b>93</b> | <b>96</b>            | <b>96</b> |

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

| COUNTRIES AND COUNTRY GROUPS | 200812 - 200911   |                    |                      |                    | 200912 - 201011   |                    |                      |                    | TREND 200912 - 201011 / 200812 - 200911 |           |                      |           |
|------------------------------|-------------------|--------------------|----------------------|--------------------|-------------------|--------------------|----------------------|--------------------|---|-----------|----------------------|-----------|
|                              | WHITE             | RED                | BLANC DE NOIR / ROSÉ | TOTAL              | WHITE             | RED                | BLANC DE NOIR / ROSÉ | TOTAL              | WHITE                                   | RED       | BLANC DE NOIR / ROSÉ | TOTAL     |
| United Kingdom               | 43 669 057        | 43 439 463         | 10 602 938           | 97 711 458         | 31 361 925        | 31 132 351         | 7 147 861            | 69 642 137         | 72                                      | 72        | 67                   | 71        |
| Sweden                       | 12 476 266        | 19 258 827         | 472 149              | 32 207 242         | 12 041 715        | 19 612 193         | 697 764              | 32 351 672         | 97                                      | 102       | 148                  | 100       |
| The Netherlands              | 8 656 908         | 9 104 905          | 2 633 813            | 20 395 626         | 8 732 191         | 9 039 463          | 2 465 336            | 20 236 990         | 101                                     | 99        | 94                   | 99        |
| Germany                      | 4 754 496         | 10 311 226         | 849 600              | 15 935 322         | 6 011 046         | 10 771 461         | 870 391              | 17 652 898         | 126                                     | 104       | 102                  | 111       |
| Africa*                      | 4 140 981         | 5 897 322          | 228 366              | 10 266 669         | 5 081 010         | 8 239 780          | 438 799              | 13 759 589         | 123                                     | 140       | 192                  | 134       |
| Denmark                      | 2 701 459         | 8 822 099          | 186 119              | 11 709 677         | 2 672 157         | 8 368 967          | 343 083              | 11 384 207         | 99                                      | 95        | 184                  | 97        |
| United States of America     | 3 843 305         | 4 586 058          | 184 203              | 8 613 566          | 4 582 864         | 4 978 368          | 259 907              | 9 821 139          | 119                                     | 109       | 141                  | 114       |
| Canada                       | 3 223 832         | 5 082 773          | 91 382               | 8 397 987          | 3 592 573         | 5 128 379          | 121 698              | 8 842 650          | 111                                     | 101       | 133                  | 105       |
| Finland                      | 2 394 625         | 2 710 000          | 3 011                | 5 107 636          | 2 761 908         | 2 595 821          | 19 634               | 5 377 363          | 115                                     | 96        | 652                  | 105       |
| Far East                     | 1 164 877         | 2 700 793          | 52 862               | 3 918 532          | 1 362 727         | 3 814 622          | 66 575               | 5 243 924          | 117                                     | 141       | 126                  | 134       |
| Belgium                      | 2 322 021         | 1 937 177          | 264 525              | 4 523 723          | 2 720 460         | 2 135 845          | 215 104              | 5 071 409          | 117                                     | 110       | 81                   | 112       |
| Eastern Europe               | 1 367 175         | 1 827 132          | 70 011               | 3 264 318          | 1 685 006         | 2 201 449          | 68 523               | 3 954 978          | 123                                     | 120       | 98                   | 121       |
| Middle East                  | 1 122 760         | 1 427 870          | 66 410               | 2 617 040          | 1 501 369         | 1 873 075          | 107 144              | 3 481 588          | 134                                     | 131       | 161                  | 133       |
| Republic of Ireland          | 1 664 436         | 1 355 510          | 50 668               | 3 070 614          | 1 788 341         | 1 473 342          | 121 599              | 3 383 282          | 107                                     | 109       | 240                  | 110       |
| Australasia                  | 1 690 672         | 1 421 210          | 28 305               | 3 140 187          | 1 705 879         | 1 499 230          | 57 797               | 3 262 906          | 101                                     | 105       | 204                  | 104       |
| Japan                        | 829 393           | 1 633 149          | 4 023                | 2 466 565          | 972 875           | 1 930 073          | 16 245               | 2 919 193          | 117                                     | 118       | 404                  | 118       |
| Africa Islands*              | 861 803           | 496 931            | 248 086              | 1 606 820          | 1 155 905         | 750 640            | 326 359              | 2 232 904          | 134                                     | 151       | 132                  | 139       |
| Norway                       | 278 463           | 1 389 068          | 0                    | 1 667 531          | 311 849           | 1 403 418          | 536                  | 1 715 803          | 112                                     | 101       | 0                    | 103       |
| Switzerland                  | 346 622           | 640 112            | 6 251                | 992 985            | 440 544           | 726 439            | 15 264               | 1 182 247          | 127                                     | 113       | 244                  | 119       |
| France                       | 304 767           | 431 214            | 34 767               | 770 748            | 443 075           | 651 095            | 63 558               | 1 157 728          | 145                                     | 151       | 183                  | 150       |
| South America                | 79 248            | 406 865            | 12 992               | 499 105            | 183 325           | 806 431            | 34 416               | 1 024 172          | 231                                     | 198       | 265                  | 205       |
| Central America              | 115 794           | 200 745            | 10 547               | 327 086            | 185 325           | 322 628            | 13 587               | 521 540            | 160                                     | 161       | 129                  | 159       |
| Rest of Western Europe       | 158 098           | 196 754            | 4 176                | 359 028            | 203 495           | 251 748            | 15 696               | 470 939            | 129                                     | 128       | 376                  | 131       |
| Iceland                      | 187 985           | 243 166            | 0                    | 431 151            | 184 588           | 208 373            | 0                    | 392 961            | 98                                      | 86        | 0                    | 91        |
| Austria                      | 79 729            | 239 948            | 8 240                | 327 917            | 74 818            | 272 205            | 6 273                | 353 296            | 94                                      | 113       | 76                   | 108       |
| <b>TOTAL</b>                 | <b>98 434 772</b> | <b>125 780 317</b> | <b>16 113 444</b>    | <b>240 328 533</b> | <b>91 756 970</b> | <b>120 187 396</b> | <b>13 493 149</b>    | <b>225 437 515</b> | <b>93</b>                               | <b>96</b> | <b>84</b>            | <b>94</b> |

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

| COUNTRIES AND COUNTRY GROUPS | 200812 - 200911   |                   |                      |                    | 200912 - 201011   |                   |                      |                    | TREND 200912 - 201011 / 200812 - 200911 |           |                      |           |
|------------------------------|-------------------|-------------------|----------------------|--------------------|-------------------|-------------------|----------------------|--------------------|---|-----------|----------------------|-----------|
|                              | WHITE             | RED               | BLANC DE NOIR / ROSÉ | TOTAL              | WHITE             | RED               | BLANC DE NOIR / ROSÉ | TOTAL              | WHITE                                   | RED       | BLANC DE NOIR / ROSÉ | TOTAL     |
| Germany                      | 16 915 933        | 32 505 667        | 5 980 270            | 55 401 870         | 21 892 900        | 27 184 594        | 5 000 603            | 54 078 097         | 129                                     | 84        | 84                   | 98        |
| United Kingdom               | 15 254 716        | 12 238 377        | 2 090 320            | 29 583 413         | 18 332 607        | 15 967 823        | 3 884 912            | 38 185 342         | 120                                     | 130       | 186                  | 129       |
| Eastern Europe               | 5 208 752         | 550 500           | 0                    | 5 759 252          | 7 655 272         | 671 785           | 0                    | 8 327 057          | 147                                     | 122       | 0                    | 145       |
| The Netherlands              | 2 457 984         | 3 594 526         | 1 141 825            | 7 194 335          | 2 102 209         | 3 402 093         | 1 357 370            | 6 861 672          | 86                                      | 95        | 119                  | 95        |
| Sweden                       | 1 67 400          | 4 687 885         | 0                    | 4 855 285          | 1 242 674         | 5 053 067         | 0                    | 6 295 741          | 742                                     | 108       | 0                    | 130       |
| France                       | 2 849 382         | 4 188 012         | 971 028              | 8 008 422          | 2 539 668         | 2 457 722         | 1 274 346            | 6 271 736          | 89                                      | 59        | 131                  | 78        |
| Denmark                      | 1 357 191         | 3 653 437         | 0                    | 5 010 628          | 1 263 047         | 4 161 670         | 261 400              | 5 686 117          | 93                                      | 114       | 0                    | 113       |
| Canada                       | 2 295 299         | 675 310           | 0                    | 2 970 609          | 4 147 130         | 963 102           | 0                    | 5 110 232          | 181                                     | 143       | 0                    | 172       |
| Belgium                      | 2 161 575         | 1 709 012         | 338 945              | 4 209 532          | 2 371 124         | 1 648 057         | 304 815              | 4 323 996          | 110                                     | 96        | 90                   | 103       |
| Far East                     | 2 695 433         | 1 422 194         | 0                    | 4 117 627          | 2 178 900         | 1 567 684         | 0                    | 3 746 584          | 81                                      | 110       | 0                    | 91        |
| United States of America     | 4 771 329         | 718 413           | 0                    | 5 489 742          | 3 537 360         | 120 670           | 0                    | 3 658 030          | 74                                      | 17        | 0                    | 67        |
| Switzerland                  | 1 688 730         | 1 155 925         | 531 903              | 3 376 558          | 1 114 067         | 776 863           | 537 840              | 2 428 770          | 66                                      | 67        | 101                  | 72        |
| Africa Islands*              | 180 660           | 166 365           | 45 625               | 392 650            | 261 150           | 337 350           | 170 000              | 768 500            | 145                                     | 203       | 373                  | 196       |
| Japan                        | 255 840           | 0                 | 0                    | 255 840            | 524 240           | 0                 | 0                    | 524 240            | 205                                     | 0         | 0                    | 205       |
| Africa                       | 2 405 800         | 2 186 643         | 168 940              | 4 761 383          | 442 984           | 74 000            | 0                    | 516 984            | 18                                      | 3         | 0                    | 11        |
| Republic of Ireland          | 0                 | 0                 | 0                    | 0                  | 143 661           | 359 473           | 0                    | 503 134            | 0                                       | 0         | 0                    | 0         |
| Finland                      | 470 170           | 279 020           | 0                    | 749 190            | 394 670           | 48 460            | 0                    | 443 130            | 84                                      | 17        | 0                    | 59        |
| Rest of Western Europe       | 648 082           | 619 390           | 25 000               | 1 292 472          | 51 020            | 98 050            | 50 200               | 199 270            | 8                                       | 16        | 201                  | 15        |
| Norway                       | 48 260            | 238 720           | 0                    | 286 980            | 0                 | 142 420           | 0                    | 142 420            | 0                                       | 60        | 0                    | 50        |
| Australasia                  | 3 905 300         | 2 042 080         | 0                    | 5 947 380          | 0                 | 47 500            | 0                    | 47 500             | 0                                       | 2         | 0                    | 1         |
| Middle East                  | 0                 | 0                 | 0                    | 0                  | 0                 | 0                 | 0                    | 0                  | 0                                       | 0         | 0                    | 0         |
| South America                | 0                 | 0                 | 0                    | 0                  | 0                 | 0                 | 0                    | 0                  | 0                                       | 0         | 0                    | 0         |
| Austria                      | 0                 | 0                 | 0                    | 0                  | 0                 | 0                 | 0                    | 0                  | 0                                       | 0         | 0                    | 0         |
| Central America              | 0                 | 0                 | 0                    | 0                  | 0                 | 0                 | 0                    | 0                  | 0                                       | 0         | 0                    | 0         |
| Iceland                      | 0                 | 0                 | 0                    | 0                  | 0                 | 0                 | 0                    | 0                  | 0                                       | 0         | 0                    | 0         |
| <b>TOTAL</b>                 | <b>65 737 836</b> | <b>72 631 476</b> | <b>11 293 856</b>    | <b>149 663 168</b> | <b>70 194 683</b> | <b>65 082 383</b> | <b>12 841 486</b>    | <b>148 118 552</b> | <b>107</b>                              | <b>90</b> | <b>114</b>           | <b>99</b> |

\*As from 1 July 2006 all packaged exports to previously exempted African countries and surrounding islands are reflected in full.

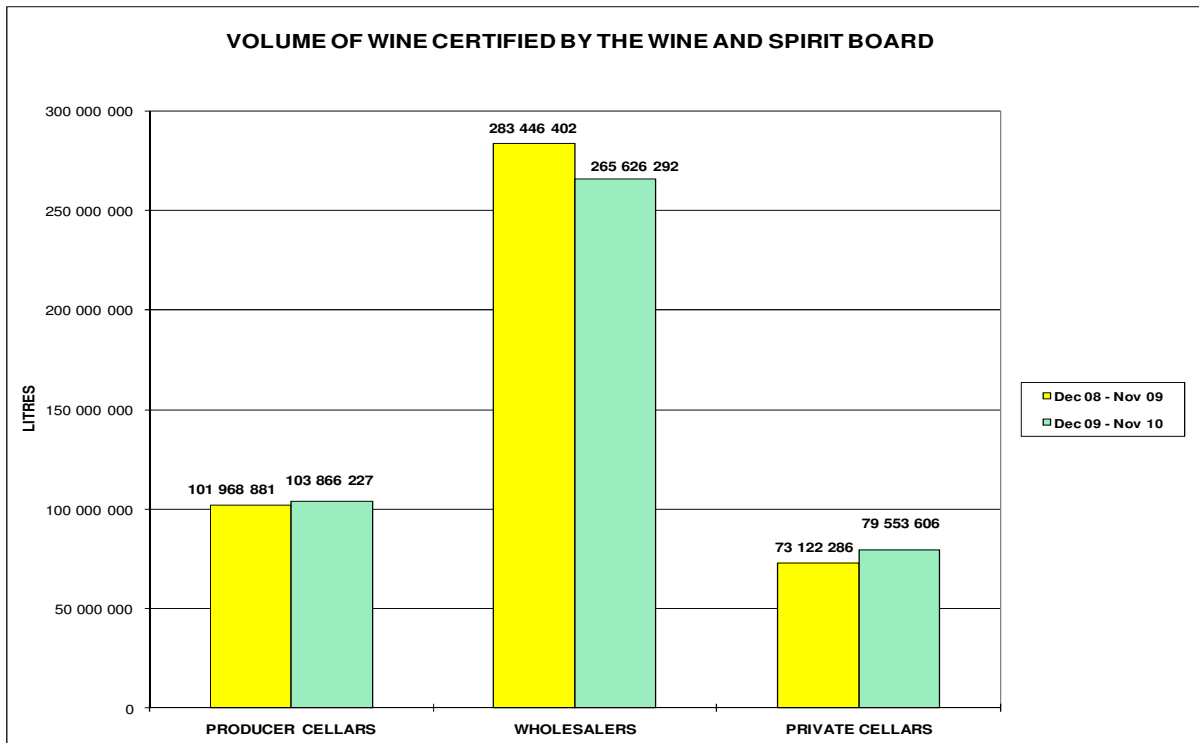
SOURCE: DEPARTMENT OF AGRICULTURE, FORESTRY AND FISHERIES, DIRECTORATE FOOD SAFETY AND QUALITY ASSURANCE

# VOLUME OF WINE CERTIFIED (LITRES)

|                         | 1 MONTH           |                   |            | 3 MONTHS           |                    |            | 6 MONTHS           |                    |            | 12 MONTHS          |                    |            |
|-------------------------|-------------------|-------------------|------------|--------------------|--------------------|------------|--------------------|--------------------|------------|--------------------|--------------------|------------|
|                         | Nov-09            | Nov-10            | TREND      | Sep-09<br>Nov-09   | Sep-10<br>Nov-10   | TREND      | Jun-09<br>Nov-09   | Jun-10<br>Nov-10   | TREND      | Dec-08<br>Nov-09   | Dec-09<br>Nov-10   | TREND      |
| <b>PRODUCER CELLARS</b> |                   |                   |            |                    |                    |            |                    |                    |            |                    |                    |            |
| Estate Wine             | 0                 | 0                 |            | 0                  | 0                  |            | 0                  | 0                  |            | 0                  | 0                  |            |
| Wine of Origin          | 3 652 849         | 4 053 194         | 111        | 13 060 898         | 12 410 231         | 95         | 31 754 197         | 30 061 283         | 95         | 57 039 350         | 52 836 246         | 93         |
| Geographical Unit Wine  | 3 909 746         | 3 815 891         | 98         | 13 684 226         | 12 229 504         | 89         | 25 828 374         | 28 904 402         | 112        | 44 929 531         | 51 029 981         | 114        |
| <b>SUB TOTAL</b>        | <b>7 562 595</b>  | <b>7 869 085</b>  | <b>104</b> | <b>26 745 124</b>  | <b>24 639 735</b>  | <b>92</b>  | <b>57 582 571</b>  | <b>58 965 685</b>  | <b>102</b> | <b>101 968 881</b> | <b>103 866 227</b> | <b>102</b> |
| <b>WHOLESALEERS</b>     |                   |                   |            |                    |                    |            |                    |                    |            |                    |                    |            |
| Estate Wine             | 0                 | 0                 |            | 0                  | 0                  |            | 0                  | 0                  |            | 0                  | 0                  |            |
| Wine of Origin          | 3 200 555         | 3 123 213         | 98         | 12 212 349         | 8 347 671          | 68         | 24 669 136         | 17 745 908         | 72         | 43 171 264         | 35 633 869         | 83         |
| Geographical Unit Wine  | 18 566 410        | 17 339 928        | 93         | 63 715 765         | 56 788 687         | 89         | 133 072 104        | 121 203 792        | 91         | 240 275 138        | 229 992 423        | 96         |
| <b>SUB TOTAL</b>        | <b>21 766 965</b> | <b>20 463 141</b> | <b>94</b>  | <b>75 928 114</b>  | <b>65 136 358</b>  | <b>86</b>  | <b>157 741 240</b> | <b>138 949 700</b> | <b>88</b>  | <b>283 446 402</b> | <b>265 626 292</b> | <b>94</b>  |
| <b>PRIVATE CELLARS</b>  |                   |                   |            |                    |                    |            |                    |                    |            |                    |                    |            |
| Estate Wine             | 641 986           | 620 037           | 97         | 1 891 998          | 1 777 577          | 94         | 3 676 025          | 3 475 603          | 95         | 6 777 545          | 6 423 409          | 95         |
| Wine of Origin          | 3 387 748         | 3 327 050         | 98         | 10 163 835         | 10 666 084         | 105        | 21 000 970         | 21 530 023         | 103        | 37 831 980         | 39 717 958         | 105        |
| Geographical Unit Wine  | 2 428 652         | 2 497 604         | 103        | 6 786 522          | 8 855 710          | 130        | 15 515 368         | 17 498 454         | 113        | 28 512 761         | 33 412 239         | 117        |
| <b>SUB TOTAL</b>        | <b>6 458 386</b>  | <b>6 444 691</b>  | <b>100</b> | <b>18 842 355</b>  | <b>21 299 371</b>  | <b>113</b> | <b>40 192 363</b>  | <b>42 504 080</b>  | <b>106</b> | <b>73 122 286</b>  | <b>79 553 606</b>  | <b>109</b> |
| <b>TOTAL</b>            | <b>35 787 946</b> | <b>34 776 917</b> | <b>97</b>  | <b>121 515 593</b> | <b>111 075 464</b> | <b>91</b>  | <b>255 516 174</b> | <b>240 419 465</b> | <b>94</b>  | <b>458 537 569</b> | <b>449 046 125</b> | <b>98</b>  |

| <b>CERTIFIED<br/>BULK EXPORTS</b><br>(included in above figures) | 1 MONTH    |            |       | 3 MONTHS         |                  |       | 6 MONTHS         |                  |       | 12 MONTHS        |                  |       |
|--|------------|------------|-------|------------------|------------------|-------|------------------|------------------|-------|------------------|------------------|-------|
|  | Nov-09     | Nov-10     | TREND | Sep-09<br>Nov-09 | Sep-10<br>Nov-10 | TREND | Jun-09<br>Nov-09 | Jun-10<br>Nov-10 | TREND | Dec-08<br>Nov-09 | Dec-09<br>Nov-10 | TREND |
|  | 11 129 657 | 12 856 752 | 116   | 42 155 669       | 43 444 836       | 103   | 94 262 532       | 102 362 350      | 109   | 168 879 261      | 174 973 915      | 104   |

\*The total volume of wine certified in the 2009 calendar year made up 57.4% of the 2009 wine production (59.0%-2008,51.5%-2007,46.6%-2006,52.9%-2005,44.1%-2004)



## Wine Industry Information Committee Members

|                            |                        |
|----------------------------|------------------------|
| Andries van Tonder - SALBA | Francois Malan - CEWPA |
| Diaan de Villiers - SALBA  | Jaco Potgieter - SALBA |
| Paiter Botha - VinPro      | Jan Booysen - Winetech |
| Bowen Botha - WCSA         | Su Birch - WOSA        |
| Elias Holtzkampf - SALBA   | Chris Albertyn - SALBA |
| Pierre Blake - OWB         |                        |